

# Investor Overview Second Quarter 2025





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# Overview of Merchants Bancorp (MBIN)

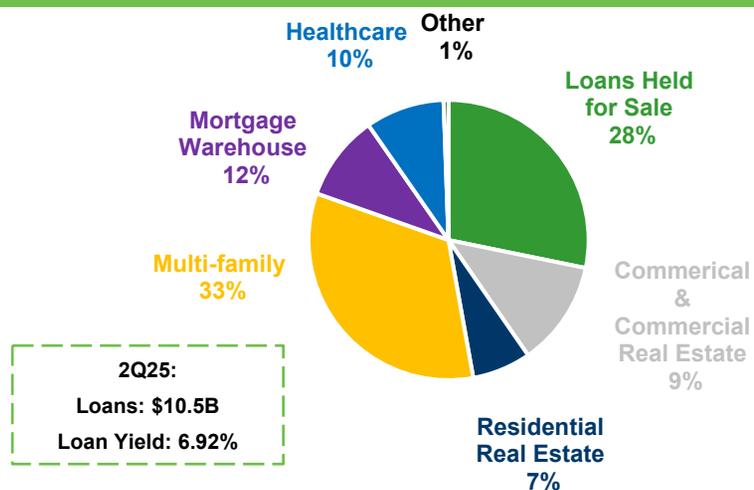
## Overview of Merchants

- Merchants Bancorp (MBIN) is a diversified bank holding company headquartered in Carmel, IN
  - \$19.1B in assets as of 06/30/2025
  - \$12.7B in deposits as of 06/30/2025
- Operates 7 bank branches located in Indianapolis and Richmond, Indiana markets
- Key business lines include:
  - Multi-family Mortgage Banking
  - Mortgage Warehouse
  - Banking
- Entrepreneurial management team with significant shareholder alignment; founding families still own ~60% of shares outstanding

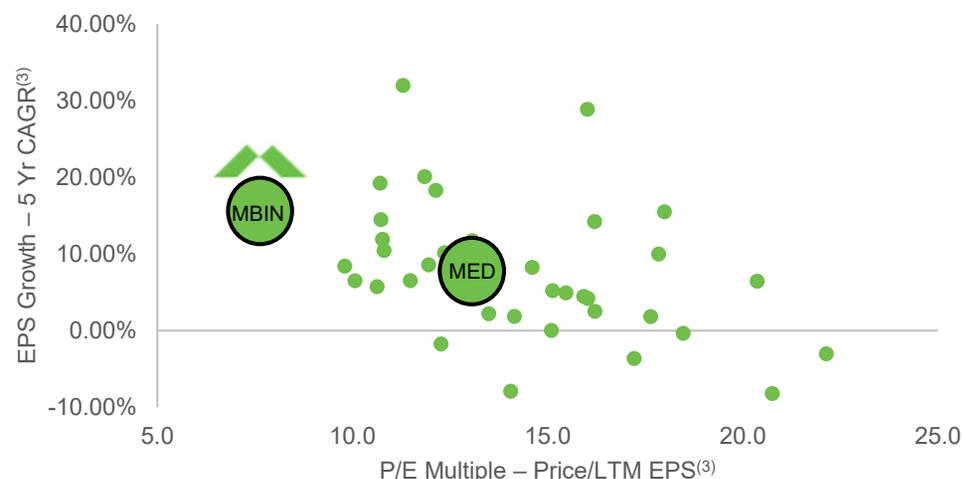
## Business Summary <sup>(2)</sup>

Assets (\$B)	\$19.1
Headquarters	Carmel, IN
Stock Price (\$) <sup>(2)</sup>	\$32.32
Market Value (\$M) <sup>(2)</sup>	\$1,483
Price / TBV (x) <sup>(2)</sup>	0.9x
Price / 2025 EPS (x) <sup>(2)</sup>	9.6x
Dividend Yield (%) <sup>(2)</sup>	1.24

## Gross Loans Held for Investment Composition (2Q25) <sup>(1)</sup>



## Highest Growth Rate, Lowest Valuation vs Peers



**Notes:**

1. Totals may not sum to 100% due to rounding
2. Source: S&P Global; market data as of August 12, 2025
3. Prices as of August 12, 2025; LTM refers to last twelve months ending June 30, 2025; EPS Growth-5 Yr CAGR is for the LTM as of June 30, 2025, compared to twelve months ended June 30, 2021; Peers with \$10-25 billion in assets as of December 2024

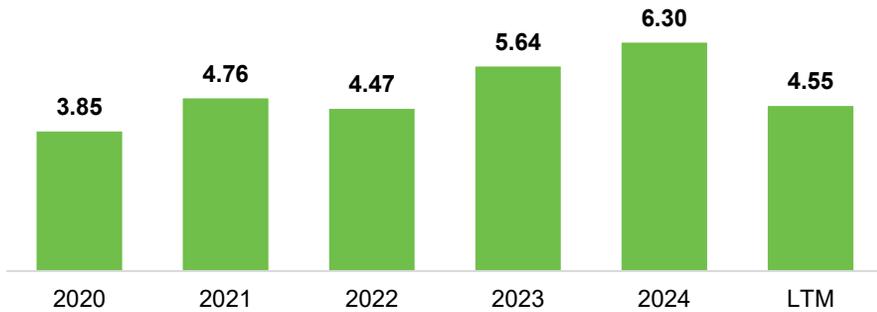


# Strong Financial Performance Has Driven Significant Shareholder Value

## Historical Performance Since 2019

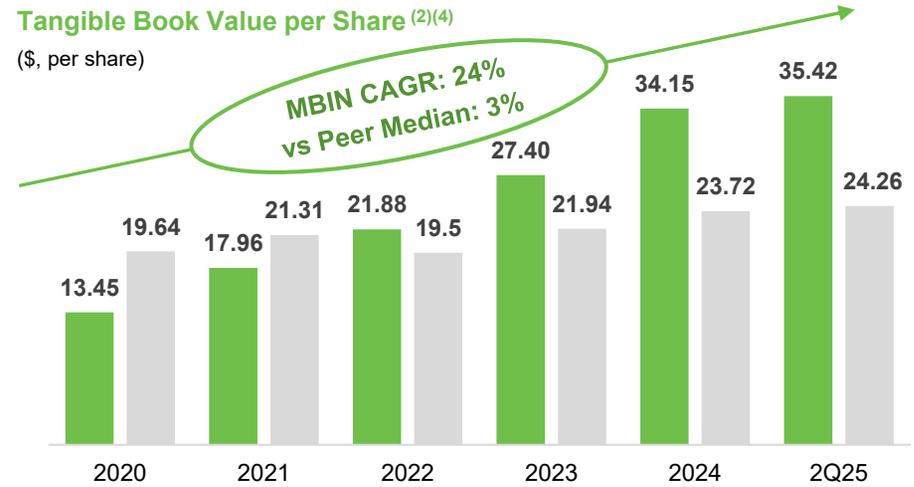
### Earnings per Share<sup>(4)</sup> <sup>(6)</sup>

(\$, per Share)



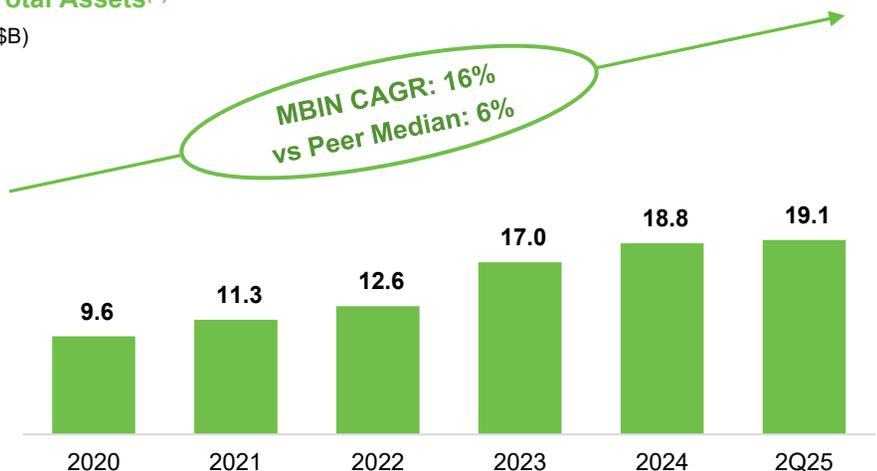
### Tangible Book Value per Share <sup>(2)</sup><sup>(4)</sup>

(\$, per share)



### Total Assets<sup>(4)</sup>

(\$B)

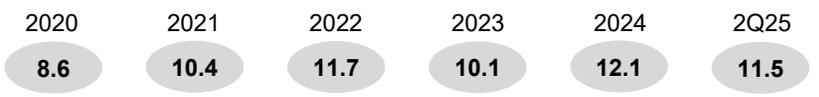


### Stock Price Performance Since IPO <sup>(3)</sup>

(\$)



### Leverage Ratio (%) <sup>(1)</sup>



#### Notes:

- As defined by regulatory agencies; Tier 1 Leverage Ratio defined as the ratio of bank's core equity capital to its average total assets
- Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures in the Appendix of the presentation
- Source: S&P Global; market data as of August 12, 2025
- Peer group source: S&P Global; Includes banks, as of December 2024, between \$10-25B in assets that are publicly-traded on a major exchange. Sample includes 46 banks
- Peer is KBW Nasdaq Regional Bank Price Return Index
- LTM refers to last twelve months



# Merchants Bancorp: Key Franchise Highlights

1

Superior Profitability & Earnings Growth Profile in Every Interest Rate Environment

2

Unique Originate-to-Sell Model with Differentiated Revenue Streams Reduces Earnings Volatility

3

Highly Efficient Cost Structure, Unique Business Model

4

Diversified, Short Duration Loan Portfolio with Strong Organic Growth

5

Highly Disciplined Credit Culture Driving Superior Asset Quality

6

Growing Deposit Base with Multiple Sources of Funding

7

Efficient Capital Structure Coupled with Low-Risk Balance Sheet with Optimization via Securitizations

8

High-Quality Securities Portfolio with Minimal Mark-to-Market Impact

9

Significant Room for Growth and History of Delivering Industry Leading Returns



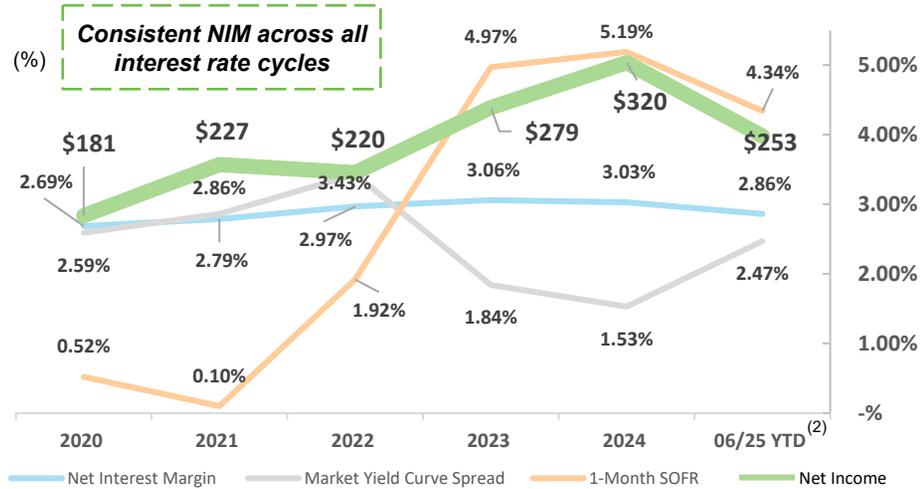
MERCHANTS BANK  
OF INDIANA



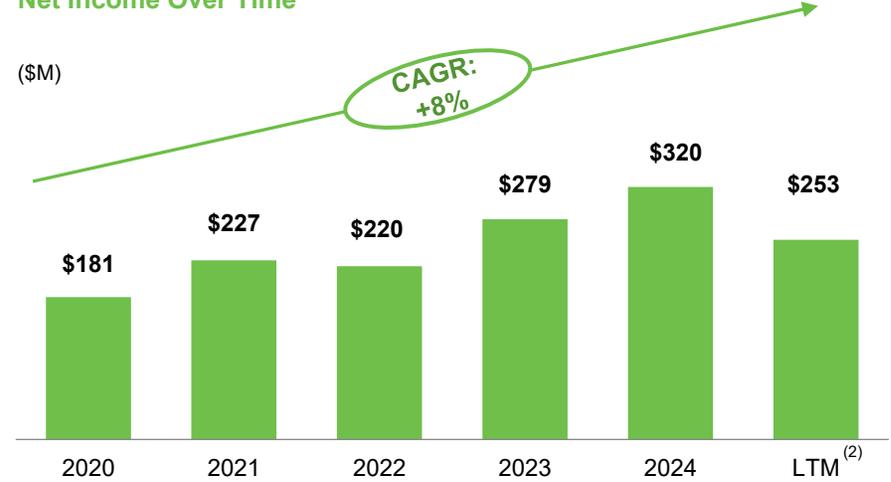
# 1 Superior Profitability & Earnings Growth Profile in Every Interest Rate Environment

## Profitability Has Been Consistently Above Peers

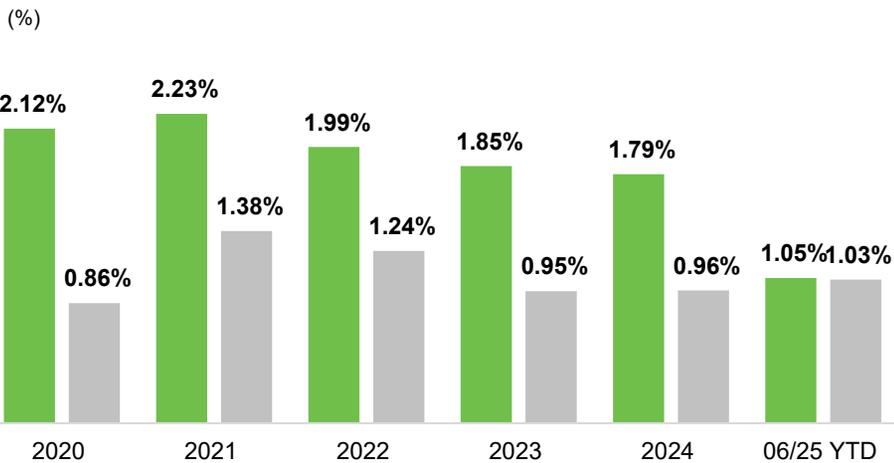
### Net Interest Margin



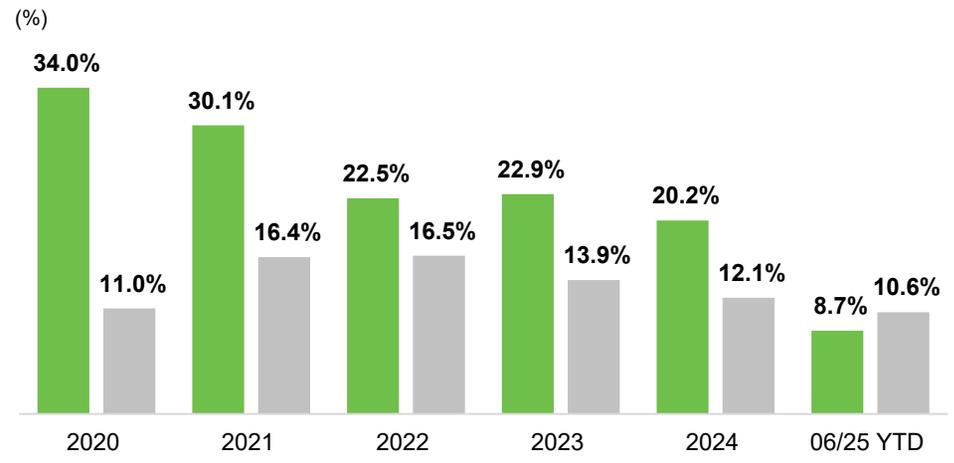
### Net Income Over Time



### Return on Average Assets <sup>(1)(3)</sup>



### Return on Average Tangible Common Equity <sup>(1)(3)</sup>



■ MBIN ■ Peer Median

**Notes:**

1. Peer group source: S&P Global; Includes banks, as of December 2024, between \$10-25B in assets that are publicly-traded on a major exchange; excludes announced merger targets. Sample includes 46 banks
2. Net Income refers to the last twelve months
3. Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures in the Appendix of the presentation

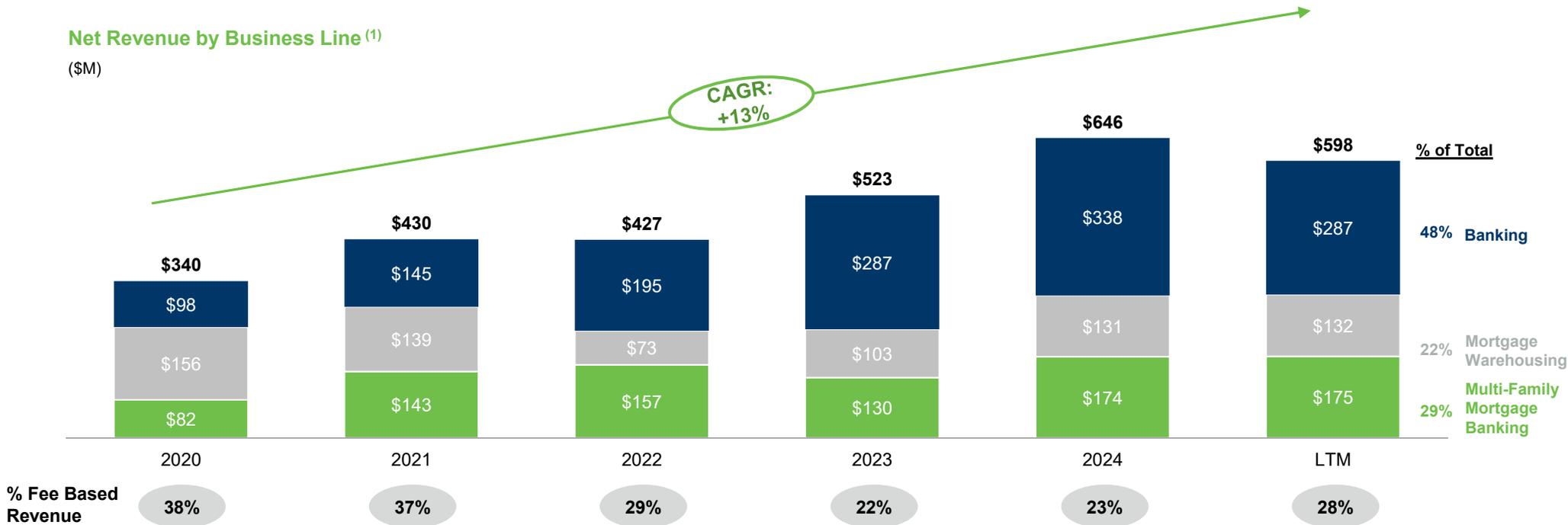


## 2 Unique Originate-to-Sell Model With Differentiated Revenue Streams

Business Mix Revenue Diversification Reduces Earnings Volatility Through the Full Rate Cycle

Net Revenue by Business Line<sup>(1)</sup>

(\$M)



### Multi-Family Mortgage Banking

- Lender to developers of multi-family residential and healthcare properties specializing in FHA, FNMA, and FHLMC Affordable permanent loan products
- Tax credit syndication
- Revenue primarily from gain on sale of loans originated, as well as servicing fees on loans sold or retained

### Mortgage Warehousing

- Warehouse and commercial lender to independent mortgage banks
- Service custodial deposit relationships to match fund
- Revenue primarily from interest income and fees earned during the time that agency eligible loans are originated to mortgage bankers and are held for resale within 30 days

### Banking

- Holds multi-family loans in portfolio
- Merchants Mortgage operates nationally
- Merchants SBA operates primarily in the Midwest
- Traditional community banking in Indiana
- Revenue primarily from traditional interest income and gain on sale

**Notes:**

1. Net revenue includes net interest income after allowance for credit losses plus noninterest income; totals includes revenue from "Other" segment which is not presented.



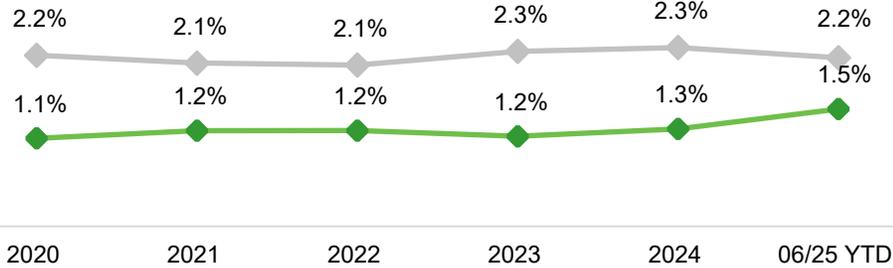
### 3 Highly Efficient Cost Structure, Unique Business Model

#### Industry Leading Efficiency Driven by a Branch Light Model

##### Non-Interest Expense / Average Assets <sup>(1)</sup>

(%)

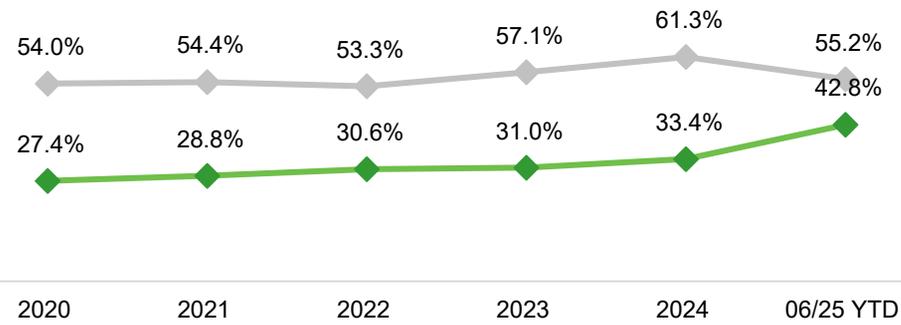
*Merchants' cost structure has been approximately half of peers relative to assets*



##### Efficiency Ratio <sup>(1)(2)</sup>

(%)

*Merchants has been significantly more efficient than peer group*



■ MBIN ■ Peer Median

*Credit risk transfer premiums, collateral preservation of nonperforming loans, and addition of production staff had a negative impact of 714 bps*

#### Unique Business Model Leads to an Industry Leading Expense Profile

- Deep relationships with end customers driving economies-of-scale across business lines
- High concentration of variable costs and diversified business lines and protects profitability through cycles
  - Low-cost structure allows for superior rates to grow core deposits
- Modernized infrastructure and efficient, technology-driven operation with significant operational capacity for growth

**Notes:**  
 1. Peer group source: S&P Global; Includes banks, as of December 2024, between \$10-25B in assets that are publicly-traded on a major exchange; excludes announced merger targets. Sample includes 46 banks  
 2. Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures in the Appendix of the presentation

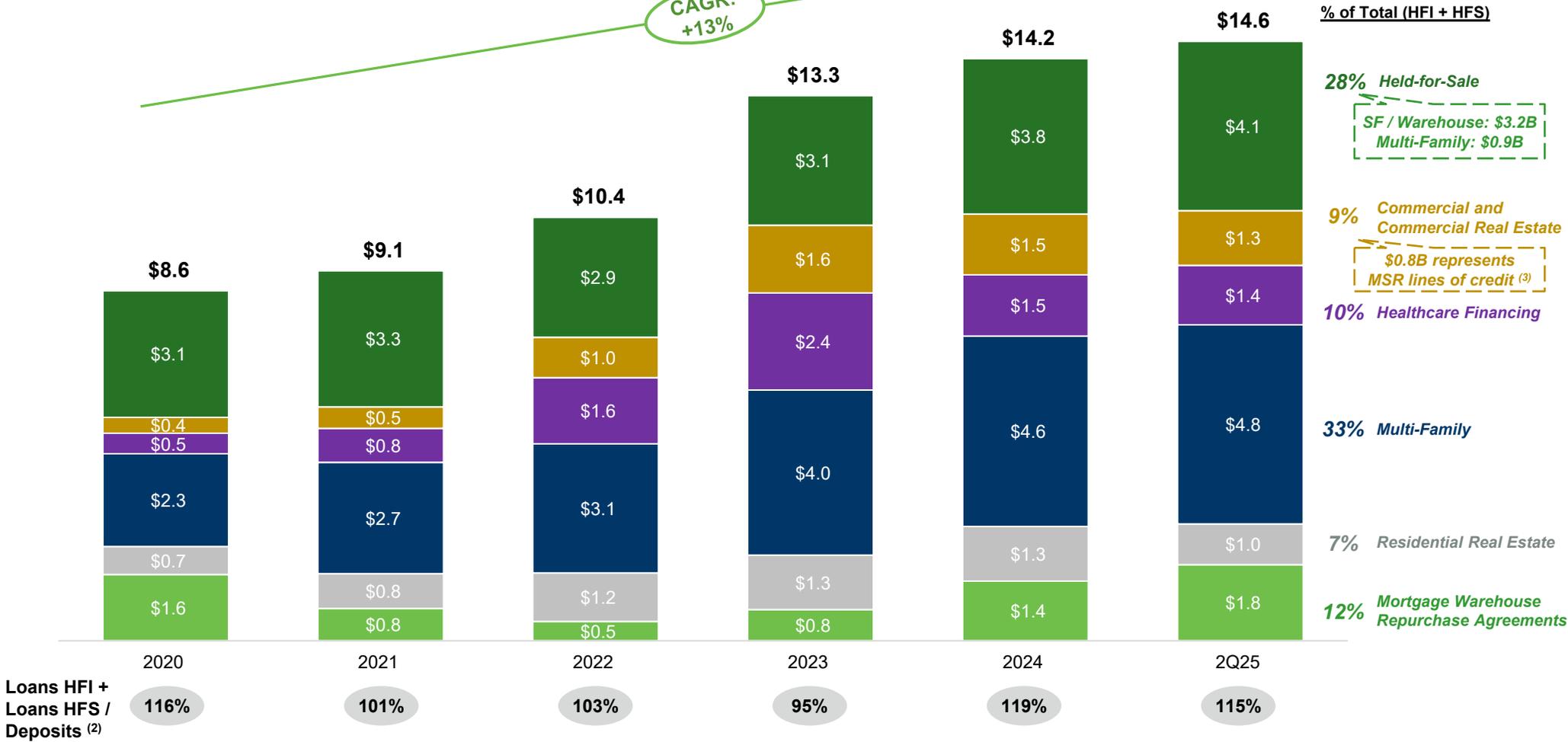


# 4 Diversified, Short Duration Loan Portfolio with Strong Organic Growth Over Time

## Low-Risk Loan Composition Across Niche Products

Loan Portfolio Growth Over Time <sup>(1)</sup>

CAGR: +13%



Notes:  
 1. Totals for each bar may not add due to rounding; Consumer & Margin and Agriculture loans not shown for illustrative purposes due to scale  
 2. Reflects gross Loans (Loans Held for Investment and Loans Held for Sale) to deposits  
 3. Includes revolving lines of credit collateralized primarily by single-family mortgage servicing rights ("MSR"); MSR lines of credit balances were \$0.8 billion as of 2Q25, \$0.9B as of 2024, \$1.1B as of 2023, \$497M as of 2022, and \$210M as of 2021

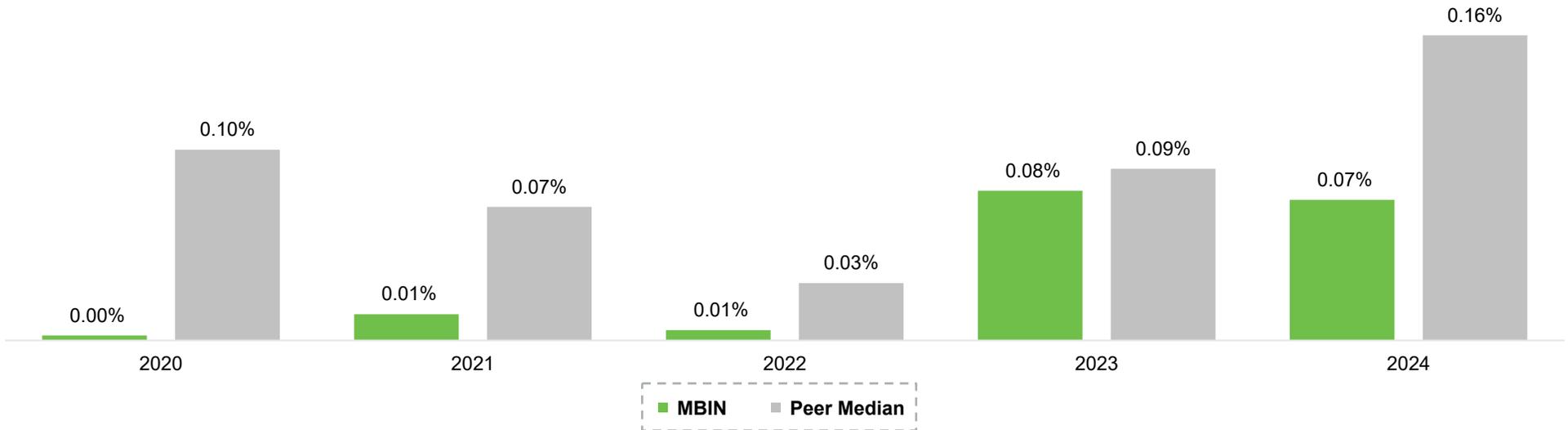


# 5 Highly Disciplined Credit Culture

## Asset Quality

Net Charge-Offs (Recoveries) / Avg. Loans <sup>(1)(2)</sup>  
(%)

*Merchants NCO's / Avg. Loans have been traditionally below peer group levels*



## Differentiated Risk Management Strategy

- Loans are predominantly underwritten to agency guidelines for take-out, with variable rates or short maturities
- NCOs / Avg. Loans historically been below peer levels
- Substantially all commercial real estate (CRE) loans are owner-occupied; office loans are not offered

**Notes:**  
 1. Peer group source: S&P Global; Includes banks, as of December 2024, between \$10-25B in assets that are publicly-traded on a major exchange; excludes announced merger targets. Sample includes 46 banks  
 2. Annualized



# 6 Growing Deposit Base with Multiple Sources of Funding

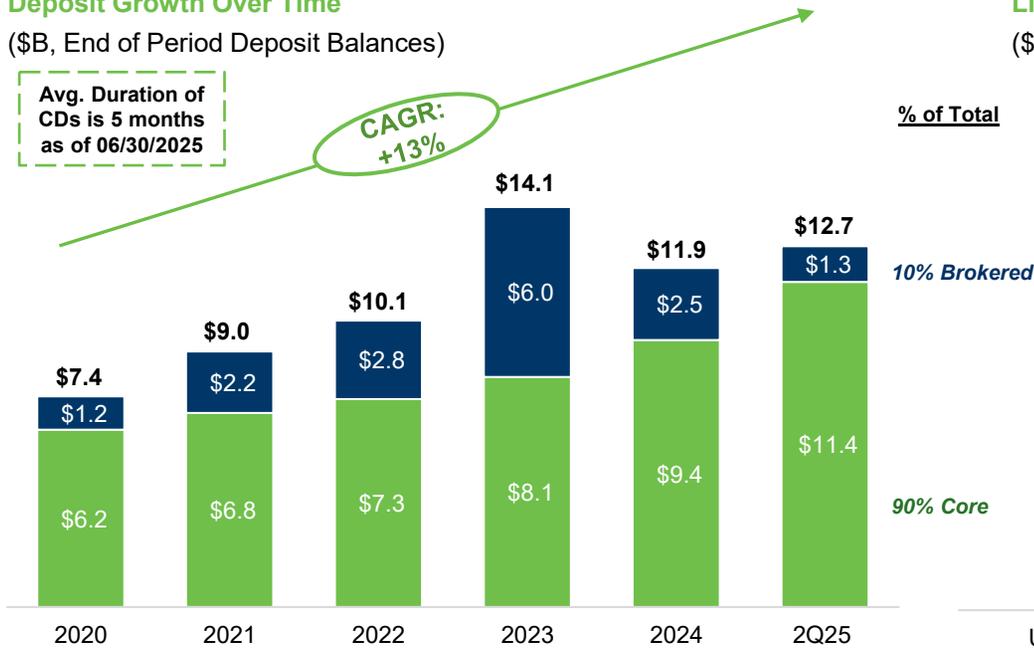
Deposit Growth Has Supported Loan Growth Over Time; Flexible Funding Options Available

## Deposit Growth Over Time

(\$B, End of Period Deposit Balances)

Avg. Duration of CDs is 5 months as of 06/30/2025

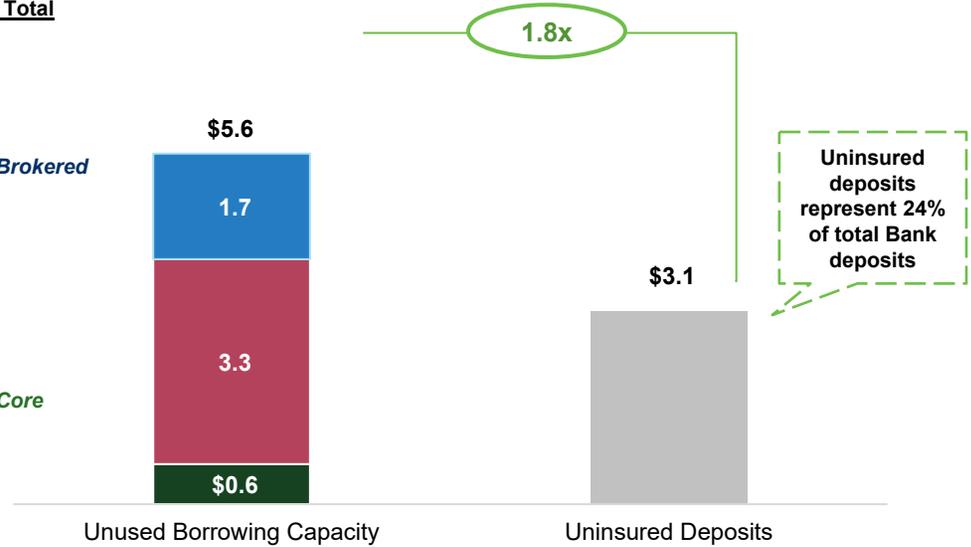
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## Liquidity Coverage Relative to Uninsured Deposits

(\$B, 2Q25)

% of Total



## Funding Sources and Options

■ Cash ■ Federal Reserve Funding ■ FHLB Funding

### Core Traditional Bank Deposits

- Core deposits grew 22% YTD, representing 90% of total deposits as of June 30, 2025
- Adjustable and fixed rate CDs < 1 year

### Core Custodial Escrow Deposits

- Self-funding mechanism in place
- Warehouse lending custodial deposits generally fund warehouse loans
- Most accounts have 180 days notice to cancel
- Merchants Capital's servicing portfolio provides significant deposits

### Brokered Deposits

- Short duration brokered deposits available as needed
- ~\$1.3B of brokered deposits as of June 30, 2025
- Utilized when most cost-effective option vs LOCs

### FHLB & Federal Reserve

- \$5.0B unused borrowing capacity with the FHLB and FR discount window as of June 30, 2025
- Federal Reserve Board line can fund 106% of uninsured deposits

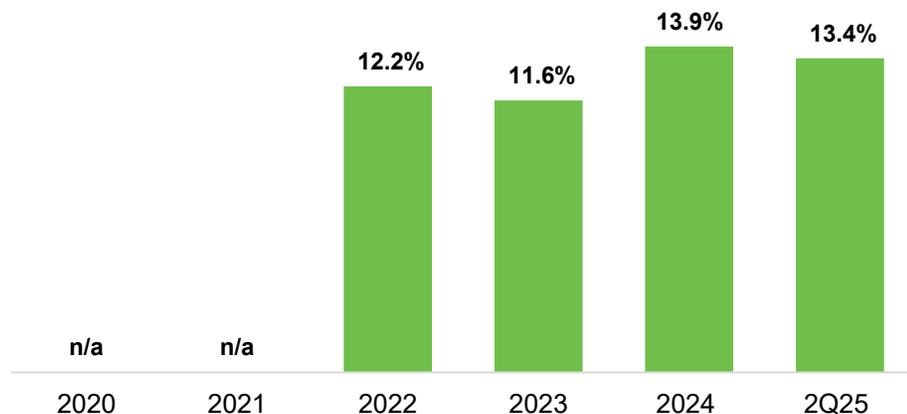


# 7 Efficient Capital Structure Coupled with Low-Risk Balance Sheet

## Capital Optimization via Securitizations; Short Duration Balance Sheet with Optimal Asset-Liability Positioning

### Total Capital to Risk-Weighted Assets<sup>(1)(4)</sup>

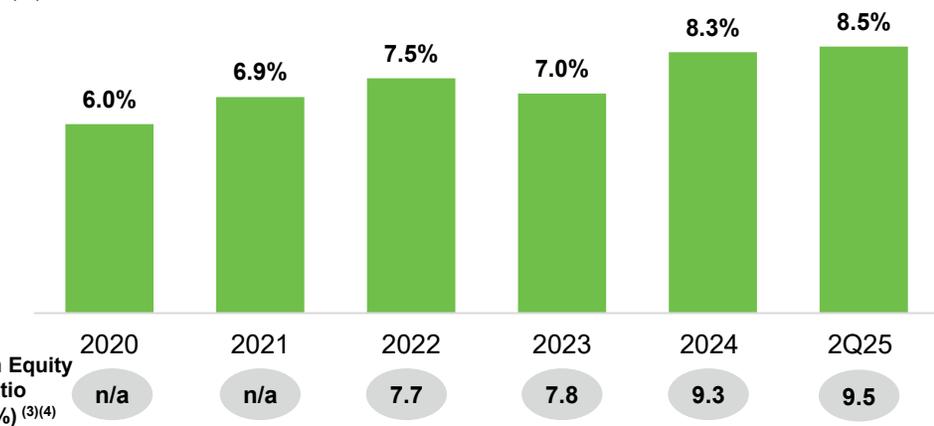
(%)



- Low-risk originate to sell business model
  - Primary focus on funding low-risk loans meeting underwriting standards of government programs
  - Adjustable-rate loans held for investment to hedge interest rate risk and protect net interest margin
- Short duration balance sheet with ~95% of loans repricing within 3 months or less
  - Majority could be sold or securitized within 120 days
- Mortgage warehouse lines fully collateralized by underlying mortgages until sold to an investor
  - Merchants Mortgage is a risk mitigant to Mortgage Warehousing because it provides us with a ready platform to sell the underlying collateral to secure repayment

### Tangible Common Equity / Tangible Assets<sup>(2)</sup>

(%)



### Loan Portfolio Duration

(\$B)

Loan Type	As of June 30, 2025		
	Balance	Avg. Days to Reprice	% Total
<b>Mortgage Loans in Process of Securitization</b>	\$ 402	~30 Days	
<b>Total Loans Held for Sale</b>	\$ 4,106	~30 Days	28%
<b>Loans HFI</b>			
Multi-Family Financing	\$ 4,834	~60 Days	33%
Healthcare Financing	\$ 1,442	~45 Days	10%
Commercial and Commercial Real Estate	\$ 1,329	~120 Days	9%
Residential Real Estate	\$ 989	~1 Year	7%
Mortgage Warehouse Repurchase Agreements	\$ 1,844	~30 Days	12%
Agricultural Production and Real Estate	\$ 82	~3 Years	1%
Consumer and Margin Loans	\$ 5	~60 Days	0%
<b>Total Loans HFI</b>	\$ 10,524	~60-90 Days	72%
<b>Total Loans HFI and Loans HFS</b>	\$ 14,630		100%

**Notes:**

1. As defined by regulatory agencies
2. Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures in the Appendix of the presentation
3. As defined by regulatory agencies; CET1 Ratio defined as the ratio of bank's core equity capital to its risk-weighted assets
4. Merchants utilized the Community Bank Leverage Ratio (CBLR) framework from 1Q20 through 2Q22

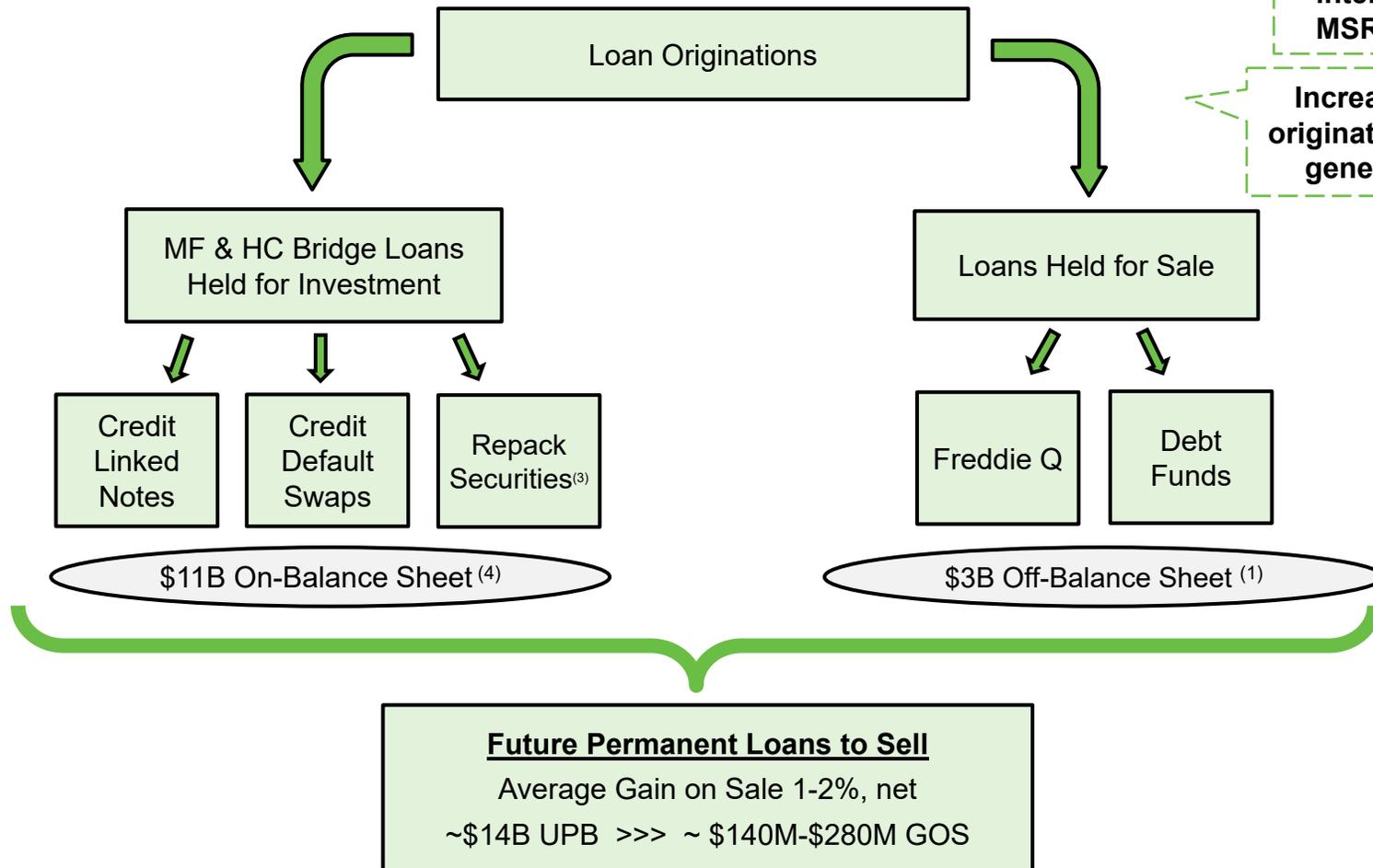


# Credit Risk Transfer Alternatives Increasing Origination & Balance Sheet Capacity

2021 - 2025 YTD Loan Risk Transfer Activity <sup>(1)</sup>							
(\$M)	2021	2022	2023	2024	2025	Total	Total
<b>Off-Balance Sheet:</b>							3,187
Debt Funds	341	884	102	98	-	1,425	
Freddie-Q Deals	262	498	304	325	373	1,762	
<b>Hybrid-Repacks: (\$0.3M Off-Balance Sheet)<sup>(3)</sup></b>	-	1,161	-	629	-	1,790	1,790
<b>On-Balance Sheet:</b>							3,674
Credit Linked Notes <sup>(2)</sup>	-	-	1,130	-	-	1,130	
Credit Default Swap <sup>(2)</sup>	-	-	-	1,744	800	2,544	
<b>Total</b>	<b>603</b>	<b>2,543</b>	<b>1,536</b>	<b>2,796</b>	<b>1,173</b>	<b>8,651</b>	<b>8,651</b>

- Decreases credit risk
- Increases origination capacity
- Increases ROE
- Provides avenues to drive future non-interest income, incl. MSR/GOS

Increases capacity to originate more loans and generate more GOS



**Notes:**

1. UPB of risk transfer transactions included from year of initial launch
2. Loans remain on the balance sheet with a reduced risk weight
3. Repack loans are sold off the balance sheet, but the Company replaces a portion of the loans with a security; see the next slide for example
4. Includes LHFS-\$4.0B, Multi-family LHFI-\$4.6B, Healthcare LHFI-\$1.6B, and Repack securities-\$1.1B as of June 30, 2025



# Credit Risk Transfers - Examples

(In thousands)

	As Originated	Credit Risk Transfer Options			
	Merchants	<u>Credit Default Swap</u> Merchants	<u>Repack</u>		<u>Freddie Q / Debt Funds</u> Merchants <sup>(5)</sup>
			Merchants <sup>(4)</sup>	Third Parties	
Loan Balances	\$ 1,000,000	\$ 1,000,000	\$ -	\$ -	\$ -
Securities Balances	\$ -	\$ -	\$ 850,000	\$ 150,000	\$ -
Risk Based Capital (%)	100%	20%	20%	N/A	N/A
Capital Required (\$) <sup>(1)</sup>	\$ 100,000	\$ 20,000	\$ 17,000	N/A	\$ -
<b>Balance Sheet Capacity Created</b>	<b>\$ -</b>	<b>\$ 800,000</b>	<b>\$ 830,000</b>	<b>N/A</b>	<b>\$ 1,000,000</b>
<b>NIM \$</b>	<b>\$ 30,000</b>	<b>\$ 30,000</b>	<b>\$ 21,250</b>	<b>N/A</b>	<b>N/A</b>
<b>Mortgage Servicing Right Benefit</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 6,000</b>	<b>N/A</b>	<b>\$ 1,000</b>
<b>ACL Relief</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 4,000</b>	<b>N/A</b>	<b>\$ -</b>
<b>Deal Costs/Commissions</b>	<b>\$ -</b>	<b>\$ 2,000</b>	<b>\$ 5,000</b>	<b>N/A</b>	<b>\$ 3,000</b>
<b>CRT Premium Expense</b>	<b>\$ -</b>	<b>\$ 8,000</b>	<b>\$ -</b>	<b>N/A</b>	<b>\$ -</b>
<b>Efficiency Ratio</b>	<b>33.37%</b>	<b>34.56%</b>	<b>33.37%</b>	<b>N/A</b>	<b>N/A</b>
<b>NIM % <sup>(2)</sup></b>	<b>3.00%</b>	<b>3.00%</b>	<b>2.50%</b>	<b>N/A</b>	<b>N/A</b>
<b>Return on Assets <sup>(3)</sup></b>	<b>3.0%</b>	<b>3.0%</b>	<b>2.5%</b>	<b>N/A</b>	<b>N/A</b>
<b>Return on RWA <sup>(3)</sup></b>	<b>3.0%</b>	<b>15.0%</b>	<b>12.5%</b>	<b>N/A</b>	<b>N/A</b>
<b>Return on Equity <sup>(3)</sup></b>	<b>30.0%</b>	<b>150.0%</b>	<b>125.0%</b>	<b>N/A</b>	<b>N/A</b>
<b>Credit Protection - ACL</b>	<b>\$ 7,500</b>	<b>\$ 7,500</b>	<b>\$ -</b>	<b>N/A</b>	<b>N/A</b>
<b>Credit Protection - CRT</b>	<b>\$ -</b>	<b>\$ 130,000</b>	<b>\$ -</b>	<b>N/A</b>	<b>N/A</b>
<b>Credit Protection - Total</b>	<b>\$ 7,500</b>	<b>\$ 137,500</b>	<b>\$ -</b>	<b>N/A</b>	<b>N/A</b>

- ✓ Expands opportunity for gain on sale of permanent loans
- ✓ Increases return on equity
- ✓ Higher return on risk weighted assets

- ✓ Increases loan origination capacity
- ✓ Reduces risk-based capital requirements
- ✓ Increases credit protection via off-balance sheet, third party protection

**Notes:**

1. Based on 10% capital requirement
2. Estimated Net Interest Margin (NIM). CRT premium expense not incurred on repack and other credit risk transfer options
3. Merchants continues to service the loans sold in the repack; recognizing a mortgage servicing asset, an MSR gain, and earning recurring servicing fees not factored in the returns in this example
4. Merchants purchases only the senior, Class A certificates. Unaffiliated, third parties purchase the lower tranche certificates and will absorb the first losses. In this example that would be 15%, or \$150M
5. Loans sold, therefore increases capacity to originate new loans



## 8 High-Quality Securities Portfolio Support Borrowing Capacity

No Mark-to-Market Impact; Primarily Variable Rates

### Security Portfolio Composition - 2Q25 (\$ in thousands)

Securities held to maturity			
Variable Rates		Fixed Rates	Total
Securitizations:			
MBS - Originated multi-family bridge	\$ 550,912	Agency	\$ 11,770
MBS - Originated healthcare bridge loans	\$ 494,439		
MBS - All-in-One, first-lien residential loans originated by Merchants and a Warehouse customer	\$ 491,090		
<b>Held to maturity - Total</b>	<b>\$ 1,536,441</b>	<b>\$ 11,770</b>	<b>\$ 1,548,211 62%</b>
Securities held for sale			
Variable Rates		Fixed Rates	Total
		Treasuries	\$ 70,102
		Federal Agencies	\$ 259,699
MBS - residential private label security acquired from a Warehouse customer with a put option that guarantees a spread to SOFR	\$ 407,539	MBS - multi-family Agency	\$ 3,580
MBS - residential Agency securities acquired from a Warehouse customer with put options that guarantees a spread to SOFR	\$ 195,423		
<b>Available for sale - Total</b>	<b>\$ 602,962</b>	<b>\$ 333,381</b>	<b>\$ 936,343 38%</b>
<b>Total securities</b>	<b>\$ 2,139,403 86%</b>	<b>\$ 345,151 14%</b>	<b>\$ 2,484,554 100%</b>

Accumulated Other Comprehensive Loss (AOCL) on securities AFS \$ (247) 0%

Securities pledged and available for borrowing \$ 1,369,136 55%

2Q25 YTD AFS Securities Yield: 5.15%  
2Q25 YTD HTM Securities Yield: 5.96%

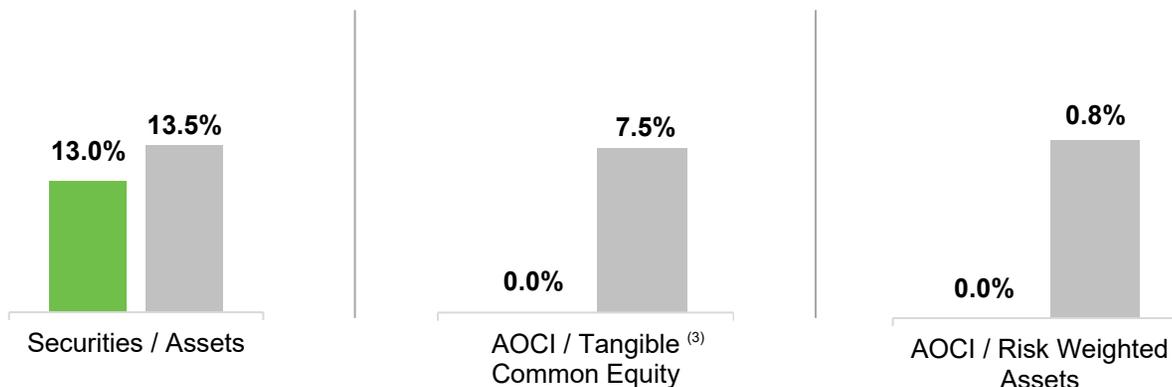


# 9 High-Quality Securities Portfolio with No Mark-to-Market Impact

## Comparatively Low Composition of Securities with No Accumulated Other Comprehensive Loss Balance

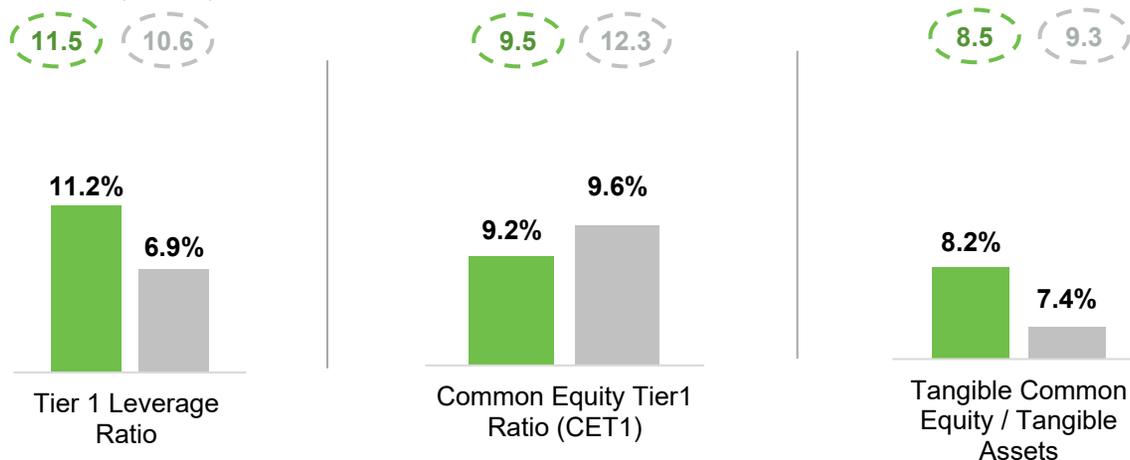
Securities Concentration <sup>(1)(2)(3)</sup>  
(%, 2Q25)

Accumulated Other Comprehensive Loss (AOCL)<sup>(2)</sup> as of 2Q25: ~\$0.2M



Mark-to-Market Capital Ratios <sup>(2)(3)(4)(5)</sup>  
(%, 2Q25)

Stated Ratio (%)



■ MBIN    ■ Peer Median

**Notes:**  
 1. Peer group source: S&P Global; Includes banks, as of December 2024, between \$10-25B in assets that are publicly-traded on a major exchange; excludes announced merger targets. Sample includes 46 banks.  
 2. Accumulated Other Comprehensive Loss (AOCL) reflects unrealized loss related to the Available-for-Sale securities portfolio  
 3. Non-GAAP financial measure; refer to reconciliations of non-GAAP financial measures in the Appendix of the presentation  
 4. Data as of 2Q25. MBIN MTM ratios includes AOCL of ~\$0.1M, HTM securities rate A/T FMV adjustment of ~\$527,000 and loan rate A/T FMV adjustment of ~(\$54M) for 2Q25; Peer group MTM ratios reflect median for the group  
 5. As defined by regulatory agencies; Tier 1 Leverage Ratio defined as the ratio of bank's core equity capital to its average total assets and CET1 Ratio defined as the ratio of bank's core equity capital to its risk-weighted assets



# 10 Significant Growth Opportunities

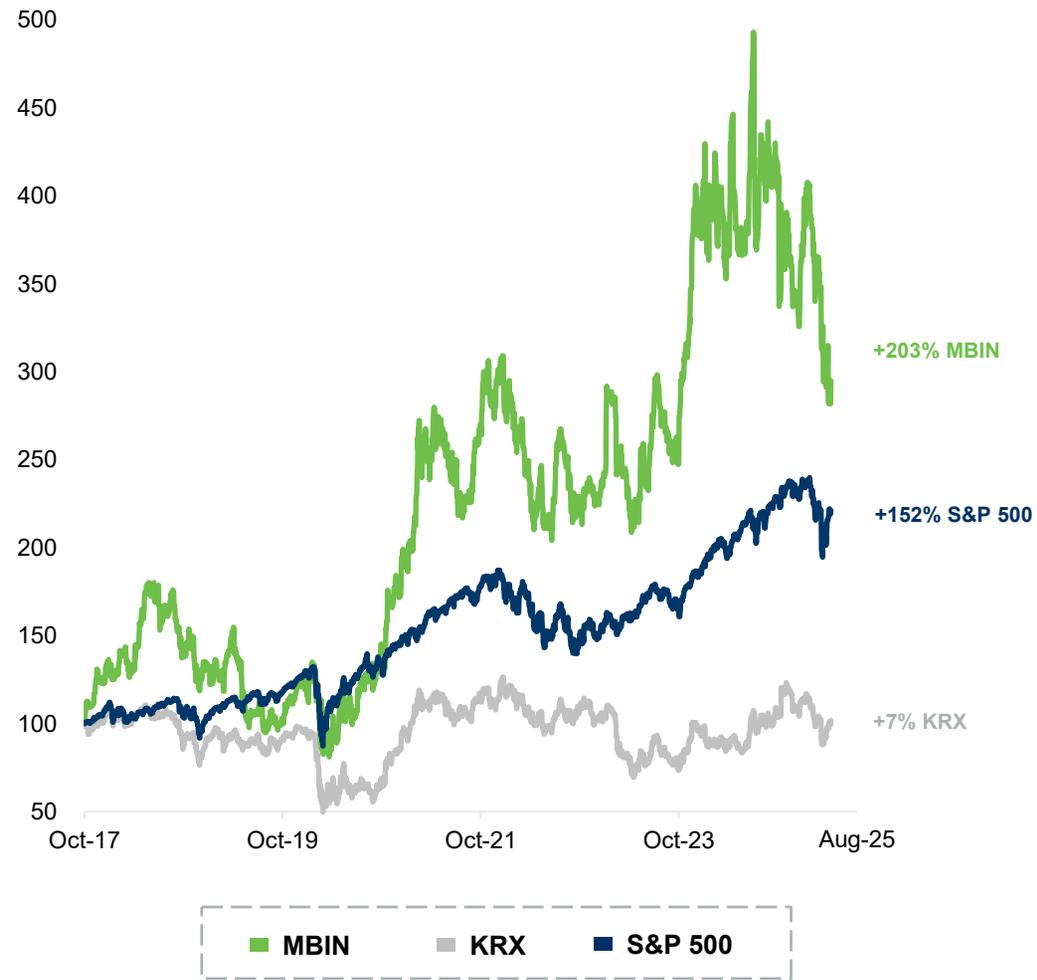
## History of Delivering Industry Leading Performance and Shareholder Returns

### Key Future Growth Drivers

- ✓ Sales growth in all segments through existing and new markets, new sales hires
- ✓ Future reductions in interest rates promote higher production and noninterest income from diverse sources and improve asset quality
- ✓ Continue to develop Capital Markets unit to continually reduce credit risk on balance sheet via securitizations, debt funds, and other structures that generate ongoing non-interest income, provide capacity to originate new loans, and increase ROE.
- ✓ Deploy technologies to enhance efficiencies, including deposit gathering systems
- ✓ Effectively manage capital deployment to maximize returns

### Historical Price Performance<sup>(1)(2)</sup>

Indexed to 100 (%)



**Notes:**

1. Data is from S&P Global as of August 12, 2025.
2. KRX is KBW Nasdaq Regional Bank Price Return Index

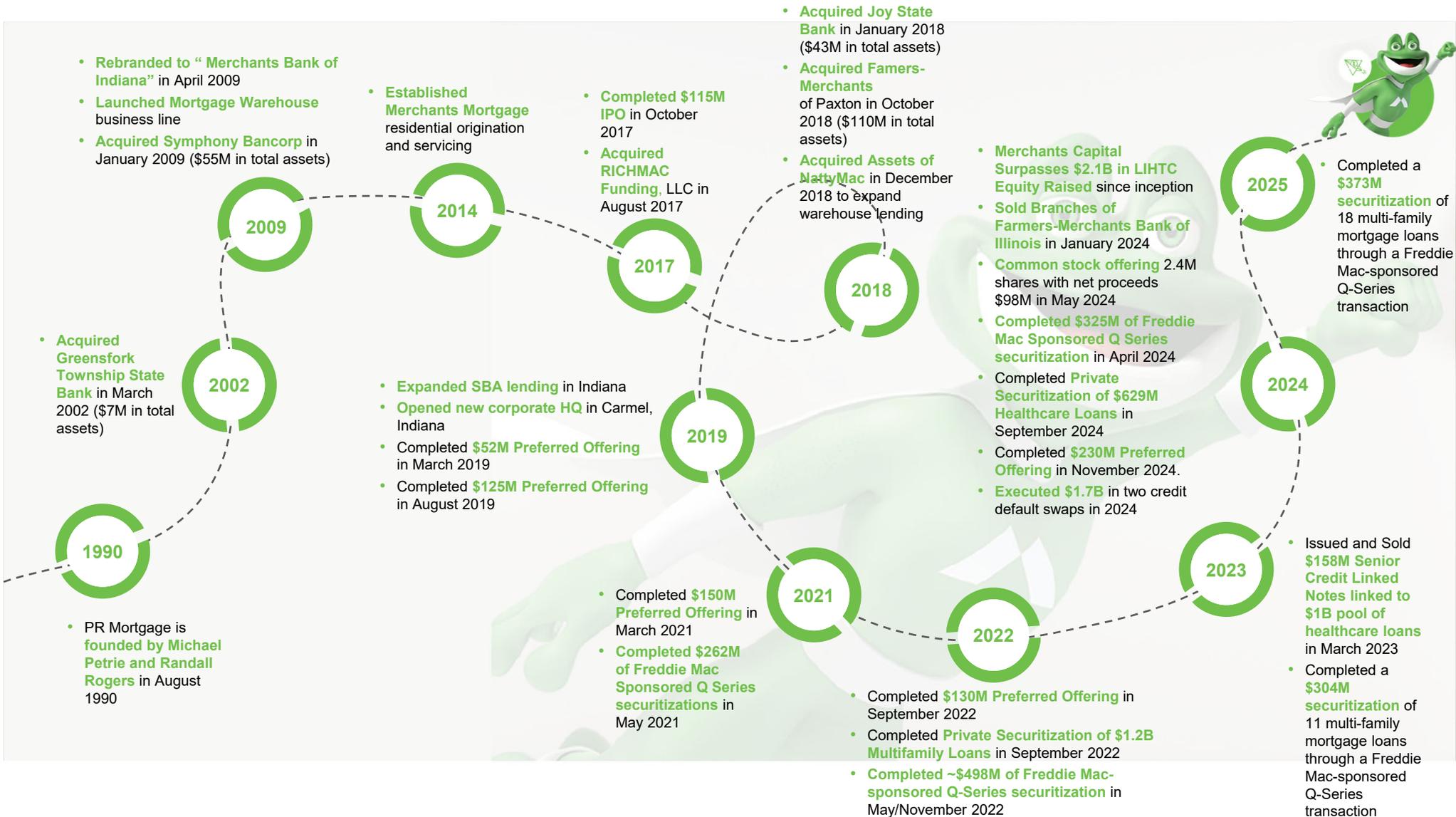
APPENDIX

# Additional Materials



# History of Merchants Bank of Indiana

## Merchants History Driven by a Strong Underlying Culture and Commitment to Firm Values





# Recent Awards and Accolades

AMERICAN  
BANKER.

## Top-Performing Bank

#2 in 2024 ranking of top banks  
\$10–\$50 billion in assets

S&P Global  
Market  
Intelligence

## Top-Performing U.S. Public Bank

#10 in 2023 and 2024 and #1 in 2022 ranking of U.S.  
public Banks with more than \$10 billion in assets



#2 Warehouse Lender  
Inside Mortgage  
Finance 2024 ranking



Top 10 Correspondent  
Lender  
Scotsman Guide  
2023 ranking

AFFORDABLE  
HOUSING  
FINANCE

#4 Affordable Housing  
Lender  
2024 ranking

BankDirector.

Best Regional U.S.  
Banks  
2023 ranking



Superior Rating  
16 Consecutive  
Years  
IDC Financial Publishing  
since 2009

RAYMOND  
JAMES

Community Bankers  
Cup  
Raymond James 2019

PIPER | SANDLER

Small-Cap All Stars  
Class of 2023

FORTUNE

100 Fastest Growing Companies  
2023 ranking

FINANCIAL  
SERVICES  
INDUSTRY

TOP  
WORK  
PLACES  
2023

SBA

Top National SBA Lender  
SBA.gov 2023 ranking



# Overview of the Management Team

## Experienced Leadership with Strong Industry Experience



**MICHAEL PETRIE**  
*Chairman*

46 years in industry  
35 years with company



**RANDALL ROGERS**  
*Vice Chairman*

56 years in industry  
35 years with company



**MICHAEL DUNLAP**  
*President & CEO*

33 years in industry  
16 years with company



**SEAN SIEVERS**  
*EVP & CFO*

26 years in industry  
1 year with company



**SCOTT EVANS**  
*Market President & COO*

36 years in industry  
21 years with company



**MICHAEL DURY**  
*President & CEO, Merchants Capital*

18 years in industry  
18 years with company



**JERRY F. KOORS**  
*President, Merchants Mortgage*

33 years in industry  
11 years with company



**Shaun Wendel**  
*VP, Finance, Treasury*

13 years in industry  
6 months with company



**ROBERT BURTNER**  
*EVP, Chief Credit Officer*

13 years in industry  
6 years with company



**CHERYL LIKENS**  
*EVP, Chief Risk Officer*

31 years in industry  
4 years with company



**TERRY OZNICK**  
*EVP, General Counsel*

16 years in industry  
9 years with company



**KEVIN LANGFORD**  
*EVP, Chief Administrative Officer*

34 years in industry  
8 years with company



**MARTIN SCHROETER**  
*EVP, Warehouse Lending*

36 years in industry  
6 years with company



**PHIL DAUBENMIRE**  
*EVP, Investment Real Estate*

20 years in industry  
20 years with company



**ARIANA MEISER**  
*Market President*

15 years in industry  
8 years with company



# Overview of the Board of Directors

## Strong Governance Structure

Name / Role	Age	Director Since	Committee Chair	Biography
Michael Petrie, <b>Chairman of the Board</b>	71	2006		Mr. Petrie has served as Chairman and Chief Executive Officer of the Company since October 2006 and has also served as Chairman of Merchants Bank since March 2002. From March 2002 through December 2019, Mr. Petrie served as Chief Executive Officer of Merchants Bank, and served as President of the Company's subsidiary Merchants Capital Corp from when it was founded in August 1990 until January 2018. In 2005, Petrie served as Chairman of the Mortgage Banker's Association Board of Directors.
Randall Rogers <b>Vice Chairman of the Board</b>	79	2006		Mr. Rogers has served as a director of the Company and the Vice Chairman of Merchants Bank since October 2006 and March 2002, respectively, and Vice Chairman of the Company since January 1, 2018. Prior to January 1, 2018, Mr. Rogers also served as President and Chief Operating Officer of the Company and Chairman of Merchants Capital since it was founded in August 1990.
Michael Dunlap	59	2014		Mr. Dunlap has served as a director of the Company since May 2014. Mr. Dunlap became President and Chief Operating Officer of the Company in January 2018 and became Chief Executive Officer of Merchants Bank in January 2020. Prior to becoming Chief Executive Officer of Merchants Bank, Mr. Dunlap had been President and Co-Chief Operating Officer since May 2014. Mr. Dunlap has over 30 years of mortgage banking experience and joined Merchants Bank as Sr. VP of Mortgage Banking in 2009.
Scott Evans	60	2006		Mr. Evans has served as a director of the Company and President of the Lynn/Richmond market and Chief Operating Officer of Merchants Bank since 2004 and was Chairman of the Board of Directors of our Illinois bank subsidiary, Farmers-Merchants Bank of Illinois, from 2017 until its sale in 2024. Mr. Evans has over 34 years of community banking and related experience.
Sue Anne Gilroy	76	2017		Ms. Gilroy has served as a director of the Company since June 2017. Ms. Gilroy served as Executive Director and Vice President of Development for the St. Vincent Foundation, Indianapolis, Indiana from 2005 until 2019. Ms. Gilroy has held a number of offices in public service and served as Indiana's first female Secretary of State from 1994 - 2002. In addition, Ms. Gilroy also serves on the boards of directors of the University of Indianapolis and as trustee of the Endowment Fund Board of Tabernacle Presbyterian Church.
Andrew Juster	72	2019	Audit Committee	Mr. Juster has served as a director of the Company since May 2019. From 1989 through 2018, Mr. Juster was employed by Simon Property Group, Inc., a global leader in the ownership of premier shopping, dining, entertainment and mixed-use destinations, an S&P 100 company, and one of largest publicly traded real estate investment trusts in the United States. He served as EVP and CFO of Simon Properties from 2015 - 2018, and held roles as Executive Vice President and Treasurer from 2008 - 2014.
Patrick O'Brien	67	2013	Compensation Committee	Mr. O'Brien has served as a director of the Company since November 2013. Since 1990, Mr. O'Brien has been President of O'Brien Toyota, a Toyota dealership serving the Indianapolis, Indiana area. Mr. O'Brien is also the owner and managing member of K&P Property Development, LLC, a real estate holding company, and co-owner and managing member of Pinheads, a family entertainment center in Fishers, Indiana.
Anne Sellers	64	2017	Nominating / Corporate Governance Committee	Ms. Sellers has served as a director of the Company since June 2017. Ms. Sellers is an audio/visual technology consultant and, from 2006 through 2019, Ms. Sellers served as Managing Principal and majority owner of Sensory Technologies, LLC, an Indianapolis-based company that specializes in audiovisual integration technologies, including videoconferencing system design, web streaming, and sound / acoustic design.
Tamika Catchings	45	2022		Ms. Catchings has served as a director of the Company since May 2022. From 2001 to 2016, Ms. Catchings played for the Indiana Fever, Indianapolis's WNBA team. Ms. Catchings is a 4-time Olympic gold medalist, 10-time WNBA All-Star, 5-time Defensive Player of the Year, and a WNBA Champion. Additionally, Ms. Catchings is known for her off-court professionalism and was a 3-time recipient of the Kim Perrot Sportsmanship award. From 2017 - 2022, served as VP of Basketball Operations + General Manager of the Indiana Fever.
Thomas Dinwiddie	77	2022		Mr. Dinwiddie has served as a director of the Company since May 2022. Mr. Dinwiddie is a partner at the law firm of Dinsmore & Shohl, LLP. Mr. Dinwiddie has been a director of Merchants Bank since 2002. Additionally, Mr. Dinwiddie has represented the Indiana Mortgage Bankers Association for more than 40 years and was the first recipient of their Distinguished Service Award.
David Shane	77	2013	Risk Committee	Mr. Shane has served as a director of the Company since November 2013. Mr. Shane previously served as Vice-President and Executive Vice-President (from 1997 to 2006) and President and Chief Executive Officer and member of the board of managers (from 2007 until his retirement in 2013) of LDI Ltd., LLC, an Indianapolis-based diversified holding company that focuses on funding and operating middle-market companies.



# Financial Position: Key Highlights

## Strong Financial Performance

	As of June 30,		As of December 31,		Change Since 2022 <sup>(1)</sup>
	2025	2024	2023	2022	
<b>Key Items (\$M)</b>					
Total Assets	19,141	18,806	16,953	12,615	52%
Loans HFI	10,524	10,438	10,200	7,471	41%
Loans HFS	4,106	3,772	3,145	2,911	41%
Total Deposits	12,687	11,920	14,061	10,071	26%
Tangible Common Equity	1,625	1,563	1,185	943	72%
Net Income (LTM) <sup>(2)</sup>	253	320	279	220	15%
<b>Profitability (%) <sup>(3)</sup></b>					
ROAA	1.05%	1.79%	1.85%	1.99%	(94 bps)
ROATCE	8.68%	20.16%	22.92%	22.50%	(1382 bps)
Net Interest Margin	2.86%	3.03%	3.06%	2.97%	(11 bps)
Fee-based Revenue / Total Revenue	28%	23%	22%	29%	n/m
Efficiency Ratio	42.8%	33.4%	31.0%	30.6%	1215 bps
Yield on Loans and Loans HFS	6.98%	7.85%	7.73%	4.85%	213 bps
Cost of Deposits	4.04%	4.75%	4.55%	1.65%	239 bps
<b>Balance Sheet and Capital Ratios (%)</b>					
Loans and Loans HFS / Deposits	115.3%	119.2%	94.9%	103.1%	1220 bps
TCE / TA	8.5%	8.3%	7.0%	7.5%	100 bps
CET1 Ratio	9.5%	9.3%	7.8%	7.7%	180 bps
Total Capital Ratio	13.4%	13.9%	11.6%	12.2%	120 bps
<b>Asset Quality (%)</b>					
Non-accrual Loans / Loans and Loans HFS	1.71%	1.97%	0.55%	0.26%	145 bps
NPAs / Assets	1.35%	1.53%	0.48%	0.21%	114 bps
Reserves / Loans	0.87%	0.81%	0.70%	0.59%	28 bps
NCOs / Avg Loans (Annualized)	0.79%	0.07%	0.08%	0.01%	78 bps

**Notes:**

1. May not reconcile to difference based on 06/30/2025 and 12/31/2022 data presented on the slide due to rounding

2. LTM refers to last twelve months

3. Ratios YTD as of June 30, 2025



# Financial Position: Balance Sheet <sup>(1)</sup>

(\$M, unless otherwise stated)	As of June 30,	As of December 31,		
	2025	2024	2023	2022
<b>Assets</b>				
Cash and Cash Equivalents	647	477	584	226
Securities Purchased Under Agreements to Resell	2	2	3	3
Mortgage Loans In Process Of Securitization	402	428	111	154
Securities Available for Sale	936	980	1,114	323
Securities Held To Maturity	1,548	1,665	1,204	1,119
Federal Home Loan Bank (FHLB) Stock and Other Equity Securities	218	218	49	39
Loans Held for Sale	4,106	3,772	3,145	2,911
Loans Receivable, Net Of Allowance for Credit Losses on Loans	10,432	10,354	10,128	7,427
Premises and Equipment, Net	71	59	42	35
Servicing Rights	193	190	158	146
Interest Receivable	82	83	91	56
Goodwill	8	8	16	16
Other Assets and Receivables	495	571	307	159
<b>Total Assets</b>	<b>19,141</b>	<b>18,806</b>	<b>16,953</b>	<b>12,615</b>
<b>Liabilities And Equity</b>				
Total Deposits	12,687	11,920	14,061	10,071
Borrowings	4,009	4,386	964	930
Deferred Tax Liabilities	29	25	20	20
Other Liabilities	231	231	206	134
<b>Total Liabilities</b>	<b>16,957</b>	<b>16,562</b>	<b>15,251</b>	<b>11,155</b>
Common Equity	241	240	140	138
Preferred Equity	551	672	500	500
Retained Earnings	1,392	1,331	1,064	833
Accumulated Other Comprehensive Loss	-	-	(2)	(11)
<b>Total Shareholders' Equity</b>	<b>2,185</b>	<b>2,243</b>	<b>1,701</b>	<b>1,460</b>
<b>Total Liabilities And Shareholders' Equity</b>	<b>19,141</b>	<b>18,806</b>	<b>16,953</b>	<b>12,615</b>

• Short duration AFS securities portfolio

Notes:  
1. Totals and sub-totals may not foot due to rounding



# Financial Position: Income Statement <sup>(1)</sup>

(\$M, unless otherwise stated)	Six Months Ended	Year Ended December 31,		
	June 30,	2024	2023	2022
	2025			
<b>Income Statement</b>				
Interest Income	592	1,303	1,078	481
Interest Expense	341	780	630	162
<b>Net Interest Income</b>	<b>251</b>	<b>523</b>	<b>448</b>	<b>319</b>
Provision for Credit Losses	61	24	40	17
<b>NII After Provision for Credit Losses</b>	<b>190</b>	<b>498</b>	<b>408</b>	<b>301</b>
Gain on Sale of Loans	35	62	48	64
Loan Servicing Fees, Net	10	44	26	30
Syndication And Asset Management Fees	13	20	12	9
Other Income	16	22	29	22
<b>Non-Interest Income</b>	<b>74</b>	<b>148</b>	<b>115</b>	<b>126</b>
<b>Net Revenue</b>	<b>264</b>	<b>646</b>	<b>523</b>	<b>427</b>
Salaries and Employee Benefits	80	131	108	89
Deposit Insurance Expense	14	26	14	3
Other Expenses	45	67	53	44
<b>Non-Interest Expense</b>	<b>139</b>	<b>224</b>	<b>175</b>	<b>136</b>
<b>Pre-Tax Income</b>	<b>125</b>	<b>423</b>	<b>348</b>	<b>291</b>
Provision for Income Taxes	29	102	69	71
<b>Net Income</b>	<b>96</b>	<b>320</b>	<b>279</b>	<b>220</b>

Upside Potential As Interest Rates Fall. In 2021, GOS was \$111M.

Notes:  
1. Totals and sub-totals may not foot due to rounding



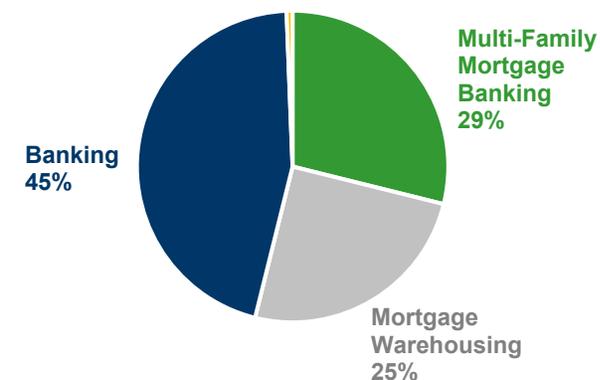
# Business Segments: Financial Overview

## Merchants Operates a Balanced Mix of Businesses

(\$M, unless otherwise stated)	Six Months Ended June 30, 2025				Total
	Multi-Family Mortgage Banking	Mortgage Warehousing	Banking	Other	
<b>Consolidated Financials</b>					
Interest Income	2	187	395	8	592
Interest Expense	-	125	217	(2)	341
<b>Net Interest Income</b>	<b>2</b>	<b>61</b>	<b>178</b>	<b>9</b>	<b>251</b>
Provision for Loan Losses	-	1	60	-	61
<b>NII After Provision for Credit Losses</b>	<b>3</b>	<b>60</b>	<b>118</b>	<b>9</b>	<b>190</b>
Non-Interest Income	74	6	2	(8)	74
<b>Net Revenue <sup>(2)</sup></b>	<b>76</b>	<b>66</b>	<b>120</b>	<b>2</b>	<b>264</b>
Net Revenue Contribution	29%	25%	45%	1%	100%
Noninterest Expense	58	16	41	24	139
<b>Income Before Income Taxes</b>	<b>18</b>	<b>50</b>	<b>80</b>	<b>(22)</b>	<b>125</b>
Income Taxes	6	11	18	(6)	29
<b>Net Income</b>	<b>13</b>	<b>38</b>	<b>62</b>	<b>(17)</b>	<b>96</b>
Net Income Contribution	13%	40%	64%	(17%)	100%
<b>Total Assets</b>	<b>488</b>	<b>7,000</b>	<b>11,404</b>	<b>249</b>	<b>19,141</b>

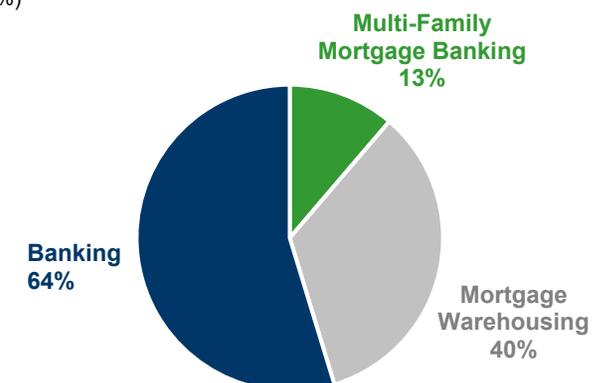
Net Revenue by Business Line <sup>(2)(3)(4)</sup>

(%)



Net Income by Business Line <sup>(4)</sup>

(%)



**Notes:**

1. Totals and sub-totals may not foot due to rounding
2. Net revenues equal to net interest income plus noninterest income, less provision for loan losses
3. Total may not add to 100% due to rounding
4. Total does not add to 100% since "Other Revenue" is excluded from pie

## Business Segments: Merchants Capital Overview

- ✓ Multi-family segment produced 29% of Merchants total net revenues <sup>(1)</sup> in 2Q25 YTD
- ✓ Nationally ranked lender to developers of multi-family residential and healthcare properties, specializing in government agency (FHA, Fannie Mae, and Freddie Mac) permanent loan products that are typically sold as mortgage-backed securities within 30 days; Utilize an originate to sell model, with short durations
- ✓ Differentiated focus on need-based healthcare and the Affordable/Workforce Housing niche, not luxury
- ✓ Offer customers the ability to pair affordable debt with tax credit equity through Merchants Capital Investments, a nationally ranked, fully integrated tax credit equity syndicator began in 2020 that has closed \$2.3B in equity
- ✓ Originated or acquired loans totalled \$7B in 2021, \$9B in 2022, \$6B in 2023, \$6B in 2024 and \$2.4B in 2Q25 YTD
- ✓ As of June 30, 2025, its servicing portfolio, including those serviced for banks and investors, was \$31B
- ✓ Current staffing is well-positioned for future growth with strong pipeline
- ✓ Significant opportunities in declining interest rate environment

AFFORDABLE  
HOUSING  
FINANCE

#4 Affordable Housing  
Lender  
2024 ranking



Top 10 Correspondent  
Lender.  
Scotsman Guide  
2023 ranking

**Notes:**

1. Net revenues includes net interest income after allowance for credit losses plus noninterest income

## Business Segments: Warehouse Overview

- ✓ Warehouse segment produced 25% of Merchants total net revenues in 2Q25 YTD<sup>(1)</sup>
- ✓ Merchants Bank saw an opportunity to start its warehouse lending business in 2009 and has grown to fund volumes of \$111B in 2020, \$78B in 2021, \$33B in 2022, \$33B in 2023, \$46B in 2024 and \$28.1B in 2Q25 YTD
  - Segment volume increased 38% in the year ended December 31, 2024, compared to 2023, versus the industry average of only 9%
  - Segment volume increased 49% in the three months ended June 30, 2025, compared to three months ended March 31, 2024, exceeding the industry average of 28%
- ✓ Growth opportunities in all product lines, multi-family, and refinancing cycles
- ✓ Highly efficient business in three locations with just 40 FTEs
- ✓ Warehouse and commercial lender to independent residential and multi-family mortgage bankers
- ✓ Customers nationwide and many of the top 10 mortgage banks in the US



**Notes:**

1. Net revenues includes net interest income after allowance for credit losses plus noninterest income

## Business Segments: Warehouse Overview

- ✓ Full product offering - warehouse lines to fund loans, lines of credit collateralized by mortgage servicing rights, and operating lines of credit
  - Customers fund their loans under warehouse agreements, use lines of credit, and provide deposits from their servicing operations
  - Having relationships on both sides of balance sheet enhances retention and reduces liquidity risk
- ✓ Operating lines of credit collateralized by mortgage servicing rights leads to growth opportunities in loans and corporate/custodial deposits



# Business Segments: Banking Overview (1 of 2)

*Generated 45% of Total Net Revenues in 2Q25 YTD<sup>(1)</sup>*



## 1 Bridge Loans / Multi-family Securitizations

- ✓ Nationally ranked lender to developers of multi-family residential and healthcare properties, offering bridge loan products underwritten to government agencies' guidelines (FHA, Fannie Mae, and Freddie Mac)
- ✓ All loans underwritten to federal agency guidelines for ultimate conversion to Merchants Capital permanent financing
- ✓ Loans held in portfolio until securitized, paid-off, or converted to permanent financing
- ✓ Holds loans comprised of multi-family and healthcare bridge loans originated by Merchants Capital. Participations are used as a source of liquidity
- ✓ Capital Markets team provides Merchants with debt funds and other avenues to securitize or de-risk Merchants' balance sheet
  - Conducted a series of Freddie Mac-sponsored Q-Series, Credit Linked Notes, and private loan securitization transactions
  - Securitizations free up capital, providing capacity to originate more loans
  - Provides avenues for continuous noninterest income - gain on sale of loans, asset management and loan servicing fees

**Notes:**

1. Net revenues includes net interest income after allowance for credit losses plus noninterest income

# Business Segments: Banking Overview (2 of 2)

*Generated 45% of Total Net Revenues in 2Q25 YTD<sup>(1)</sup>*



## 2 Merchants Mortgage

- ✓ Full-service retail and correspondent single-family mortgage origination and servicing platform since it began in 2013
- ✓ Profitable every year across all interest rate cycles
- ✓ Authorized agency for Fannie Mae, Freddie Mac, FHA, and USDA since 2017
- ✓ Offers attractive product portfolio, including All-in-One<sup>®</sup> first-lien HELOC mortgages to high-net-worth borrowers
  - Floating rate mortgages that are swept daily against checking account
  - AIO securitizations lead to lower risk, higher return

## 3 Traditional Banking

- ✓ Traditional community banking covering Indianapolis metro, and Richmond, IN
- ✓ Offers Business Banking and C&I Lending; minimal consumer loans or investment in CRE
- ✓ National footprint; Regional SBA lending
- ✓ Competitive service through online and mobile
- ✓ Branch light model allows for higher cost of deposits

**Notes:**

1. Net revenues includes net interest income after allowance for credit losses plus noninterest income



# Non-GAAP Reconciliation <sup>(1)</sup>

(Dollars in thousands)	At June 30,		At December 31,			
	2025	2024	2023	2022	2021	2020
<b>GAAP metrics used in Non-GAAP measurements below:</b>						
Net income as reported per GAAP	\$ 96,220	\$ 320,386	\$ 279,234	\$ 219,721	\$ 227,104	\$ 180,533
Less: preferred stock dividends	(20,531)	(34,909)	(34,670)	(25,983)	(20,873)	(14,473)
Less: preferred stock redemption	(5,371)	(1,823)	-	-	-	-
Net income available to common shareholders	\$ 70,318	\$ 283,654	\$ 244,564	\$ 193,738	\$ 206,231	\$ 166,060
<b>Non-GAAP Measurements:</b>						
<b>Tangible common shareholders' equity:</b>						
Shareholders' equity per GAAP	\$ 2,184,632	\$ 2,243,310	\$ 1,701,084	\$ 1,459,739	\$ 1,155,409	\$ 810,621
Less: goodwill & intangibles	(8,062)	(8,073)	(16,587)	(17,031)	(17,552)	(18,128)
Tangible shareholders' equity	2,176,570	2,235,237	1,684,497	1,442,708	1,137,857	792,493
Less: preferred stock	(551,291)	(672,135)	(499,608)	(499,608)	(362,149)	(212,646)
<b>Tangible common shareholders' equity</b>	<b>\$ 1,625,279</b>	<b>\$ 1,563,102</b>	<b>\$ 1,184,889</b>	<b>\$ 943,100</b>	<b>\$ 775,708</b>	<b>\$ 579,847</b>
<b>Average tangible common shareholders' equity:</b>						
Average shareholders' equity per GAAP	\$ 2,181,117	\$ 1,900,130	\$ 1,583,485	\$ 1,276,443	\$ 1,028,834	\$ 719,630
Less: average goodwill & intangibles	(8,067)	(8,697)	(16,801)	(17,293)	(17,841)	(18,899)
Less: average preferred stock	(551,958)	(484,391)	(499,608)	(398,182)	(325,904)	(212,646)
Average tangible common shareholders' equity	\$ 1,621,092	\$ 1,407,042	\$ 1,067,076	\$ 860,968	\$ 685,089	\$ 488,085
<b>Tangible assets:</b>						
Assets per GAAP	\$ 19,141,204	\$ 18,805,732	\$ 16,952,516	\$ 12,615,227	\$ 11,278,638	\$ 9,645,375
Less: goodwill & intangibles	(8,062)	(8,073)	(16,587)	(17,031)	(17,552)	(18,128)
Tangible assets	\$ 19,133,142	\$ 18,797,659	\$ 16,935,929	\$ 12,598,196	\$ 11,261,086	\$ 9,627,247
<b>Ending Common Shares</b>	<b>45,885,458</b>	<b>45,767,166</b>	<b>43,242,928</b>	<b>43,113,127</b>	<b>43,180,079</b>	<b>43,120,625</b>
<b>Tangible book value per common share</b>	<b>\$ 35.42</b>	<b>\$ 34.15</b>	<b>\$ 27.40</b>	<b>\$ 21.88</b>	<b>\$ 17.96</b>	<b>\$ 13.45</b>
<b>Return on average tangible common equity</b>	<b>8.68%</b>	<b>20.16%</b>	<b>22.92%</b>	<b>22.50%</b>	<b>30.10%</b>	<b>34.02%</b>
<b>Tangible common equity to tangible assets</b>	<b>8.5%</b>	<b>8.3%</b>	<b>7.0%</b>	<b>7.5%</b>	<b>6.9%</b>	<b>6.0%</b>

Notes:  
1. Totals and sub-totals may not foot due to rounding