

# 3<sup>rd</sup> Quarter 2024 Earnings Presentation

November 6, 2024

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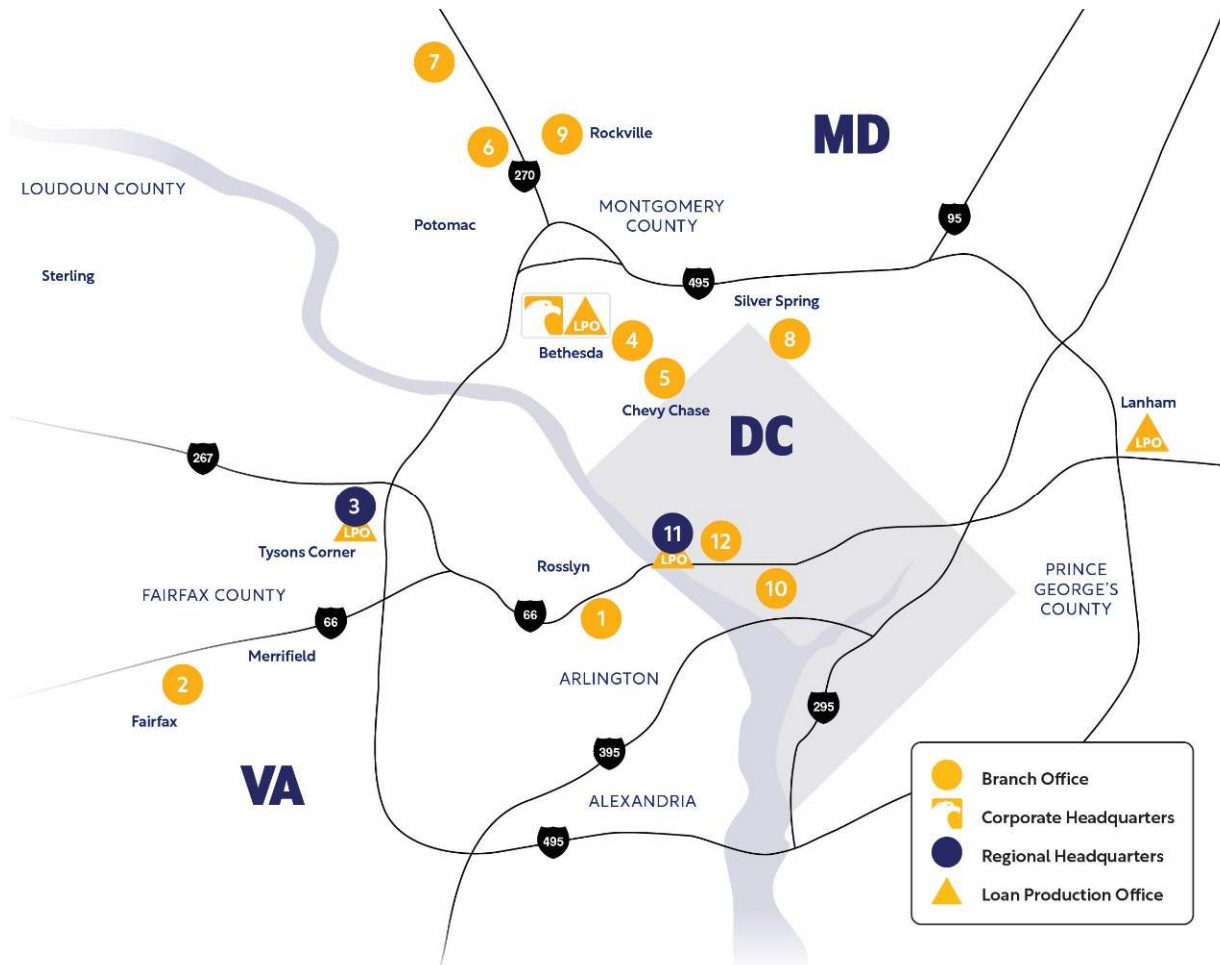
# Forward Looking Statements

This presentation contains forward looking statements within the meaning of the Securities and Exchange Act of 1934, as amended, including statements of goals, intentions, and expectations as to future trends, plans, events or results of Company operations and policies and regarding general economic conditions. In some cases, forward-looking statements can be identified by use of words such as “may,” “will,” “anticipates,” “believes,” “expects,” “plans,” “estimates,” “potential,” “continue,” “should,” and similar words or phrases. These statements are based upon current and anticipated economic conditions, nationally and in the Company’s market, interest rates and interest rate policy, competitive factors and other conditions which by their nature, are not susceptible to accurate forecast and are subject to significant uncertainty. For details on factors that could affect these expectations, see the risk factors and other cautionary language included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2023, and other periodic and current reports filed with the SEC. Because of these uncertainties and the assumptions on which this discussion and the forward-looking statements are based, actual future operations and results in the future may differ materially from those indicated herein. Readers are cautioned against placing undue reliance on any such forward-looking statements. The Company’s past results are not necessarily indicative of future performance. The Company does not undertake to publicly revise or update forward-looking statements in this presentation to reflect events or circumstances that arise after the date of this presentation, except as may be required under applicable law. This presentation was delivered digitally. The Company makes no representation that subsequent to delivery of the presentation it was not altered. For more information about the Company, please refer to [www.eaglebankcorp.com](http://www.eaglebankcorp.com) and go to the **Investor Relations** tab.

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# Attractive Washington DC Footprint



## One-of-a-kind Market

The Washington DC area represents a strong and stable economy bolstered by Federal government spending and related jobs insulating the region from the severity of potential economic downturns. Our market includes world-class centers of education, a robust private sector, including increasing technology innovation, and tourism.

## Attractive Demographics

Eagle's footprint represents some of the best demographics in the country. Household income in our markets is well above the national average and all Mid-Atlantic states.

## Advantageous Competitive Landscape

Eagle is one of the largest banks headquartered in the Washington DC metro area and ranked 3<sup>rd</sup> by deposits in the DC MSA for banks with less than \$100 billion in assets.

1 - Source: FDIC Deposit Market Share Reports - Summary of Deposits

# Eagle at a Glance

<b>Total Assets</b>	<b>Total Loans</b>	<b>Total Deposits</b>	<b>Tangible Common Equity</b>
<b>\$11.3</b> billion	<b>\$8.0</b> billion	<b>\$8.5</b> billion	<b>\$1.2</b> billion <sup>1</sup>

<b>Shares Outstanding</b> (at close September 30, 2024)	<b>Market Capitalization</b> (at close October 22, 2024)	<b>Tangible Book Value per Common Share</b>
<b>30,173,200</b>	<b>\$697 million<sup>2</sup></b>	<b>\$40.61<sup>1</sup></b>

**Institutional  
Ownership**

**78%**

**Member of  
Russell 2000**

**yes**

**Member of S&P  
SmallCap 600**

**yes**

Note: Financial data as of September 30, 2024 unless otherwise noted.

<sup>1</sup> - Equity was \$1.2 billion and book value was \$40.61 per share. Please refer to the Non-GAAP reconciliation in the appendix.

<sup>2</sup> - Based on October 22, 2024 closing price of \$23.10 per share and September 30, 2024 shares outstanding.

# Eagle is an Attractive Investment Opportunity

- **Best-in-Class Capital Levels and Clean Asset Quality**
  - CET1 Ratio = 14.30% Top quartile of all bank holding companies with \$10 billion in assets or more
  - TCE / TA<sup>1</sup> = 10.86%
  - NPAs / Assets = 1.22%
  - ACL / Gross Loans = 1.40% and ACL / Performing Office Loans = 4.55%
- **Long-term Strategy to Improve Operating Pre-Provision, Net Revenue (“PPNR”) Across All Interest Rate Environments**
  - Pursuing growth and diversification of deposits designed to improve funding profile
- **Strong Operating Efficiency**
  - Our cost structure is designed to minimize inefficiencies, while allowing us to invest in growth and important control functions such as risk management and compliance.
  - Branch-light, efficient operator.
  - Top quartile Efficiency Ratio. Operating Efficiency Ratio<sup>1</sup> = 55.4%
  - Operating Noninterest Expense / Average Assets<sup>1</sup> = 1.40%
- **Strong Liquidity and Funding Position**
  - Liquidity risk management is central to our strategy.
    - At 7.1%, Eagle has one of the highest liquid assets to total deposits ratio relative to peers<sup>2</sup>, and total on-balance sheet liquidity and available borrowing capacity was \$4.6 billion at quarter-end.
  - Uninsured deposits only represent 26% of total deposits, having a weighted average relationship with EagleBank of over 8 years.
- **Capitalizing on Our Desirable Geography**
  - Proximity to the federal government and prime contractors offers a stable and financially strong customer base.
  - The DMV has a robust and diverse economy including education, healthcare, technology, and defense sectors.
  - Access to a population with high household incomes, leading to more significant deposit base.

NOTE: Data at or for the quarter ended September 30, 2024

1 - Please refer to the Non-GAAP reconciliation in the appendix.

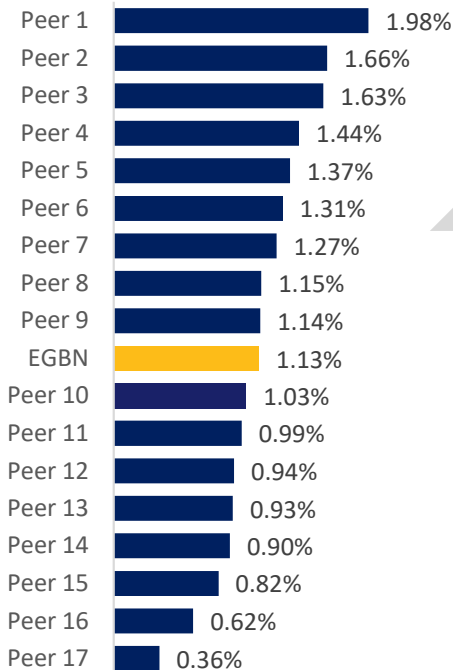
2 - Include cash and cash equivalents.

# Strategies Driving Growth and PPNR

## Improving Operating Pre-Provision Net Revenue (“PPNR”)

- Enhance revenue opportunities through C&I and small business to improve fee income and deposits
- Continue to focus on growing core deposits
- Maintain pricing discipline on loan originations to promote revenue growth
- Continue operating efficiency focus and seek out opportunities for positive operating leverage

### Operating PPNR / Avg Assets<sup>1</sup>



- Refinanced \$70M of maturing subordinated debt by raising \$77.7M in senior debt
- Recalibrated the dividend to position the company for future growth

#### Capital Management

- Hired Chief Lending Officer for C&I to lead efforts in building out our sales function
- Focusing sales efforts on industry verticals where the company has a comparative advantage and expertise

#### Improving C&I Lending Capability

- Expanded yield realization through pricing decision-making and ROE hurdle rates
- Strategies to reduce CRE concentration
- Evaluating trades to improve investment portfolio yield

#### Balance Sheet & De-Risking Strategies

- Reduced reliance on wholesale funding by launching and growing digital channel
- Team onboarded to focus on expatriate banking services tapping new, proven market
- Enhancing services and talent in our treasury management vertical

#### Enhancing Deposit Franchise

1. Please refer to the Non-GAAP reconciliation and footnotes in the appendices.

Peers are those used in the proxy for the May 2024 annual meeting. Proxy Peers are AUB, BHLB, BRKL, BUSE, CNOB, CVBF, DCOM, FFIC, IBTX, INDB, OCFC, PFS, SASR, TMP, UBSI, VBTX, WSFS and data is as of June 30, 2024. EGBN is as of September 30, 2024. Source: S&P Capital IQ Pro and company filings.

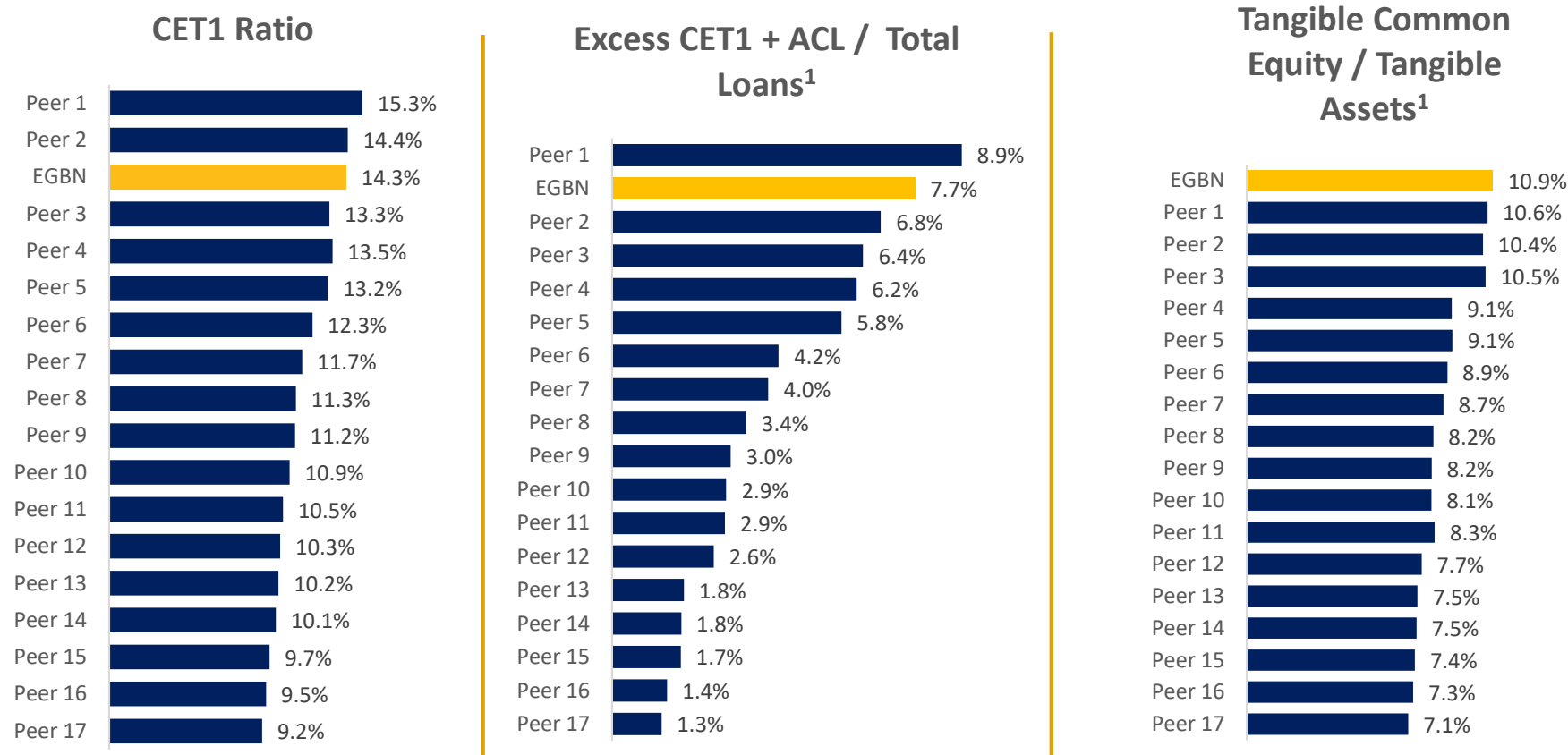
# Key Strategic Objectives

- **Proactive Management of Office and Multi-family Portfolios**
  - Continue to have expert teams regularly assess exposures and relationship managers proactively reach out to clients well in advance of maturities to achieve results beneficial to both the Bank and the borrower.
- **CRE Risk & Capital Management**
  - Executive & Board level **oversight** of approval process leading to a disciplined underwriting practice.
  - **Proactive portfolio management** which includes quarterly stress tests and quarterly independent credit reviews.
  - Goal to **reduce CRE concentration levels** in the coming periods by balancing the loan portfolio and increasing capital levels.
  - Continue to **bolster regulatory capital** ratios to retain a strong balance sheet.
- **Grow Commercial Lending Team**
  - **Enhance our C&I lending** capabilities to obtain greater growth and diversity within the loan portfolio.
  - Shift community and customer perception of EagleBank to a **full spectrum commercial bank**.
- **Core Banking Franchise**
  - Focus on **deposit growth** through improved sales behaviors; focusing on net new relationship metrics; enhancing products set and services to better serve our customers.
  - Leverage our **existing branch network** to drive customer acquisition and explore how to increase EagleBank's physical presence in lower cost geographies contiguous to the Washington DC metro market.

# Eagle – Capital Levels vs. Peers

## Strong Capital

- Capital ratios are high relative to peers
- Excess CET1 (over 9%) plus reserves provides a superior level of coverage when measured against our peers



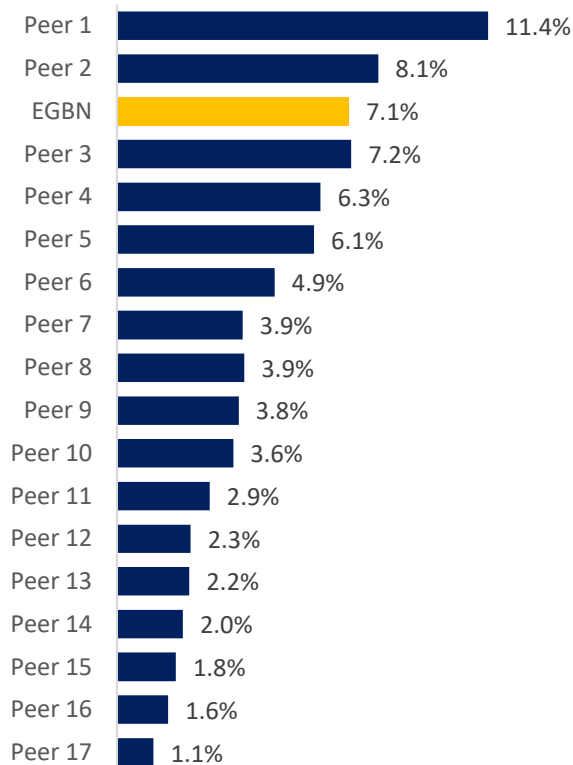
<sup>1</sup>Please refer to the Non-GAAP reconciliation and footnotes in the appendices.

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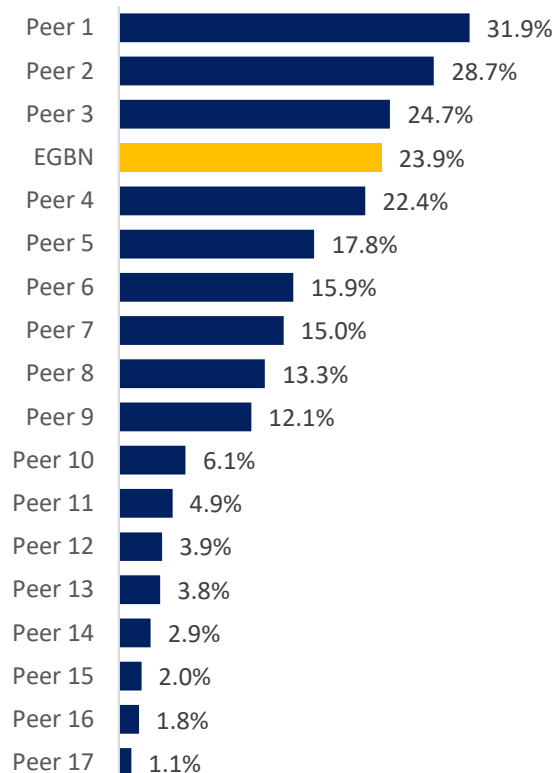
Source: S&P Capital IQ Pro and company filings.

# Eagle – Liquidity Position vs. Peers

## Cash Equivalents / Total Deposits



## Cash Equivalents + AFS Securities / Total Deposits

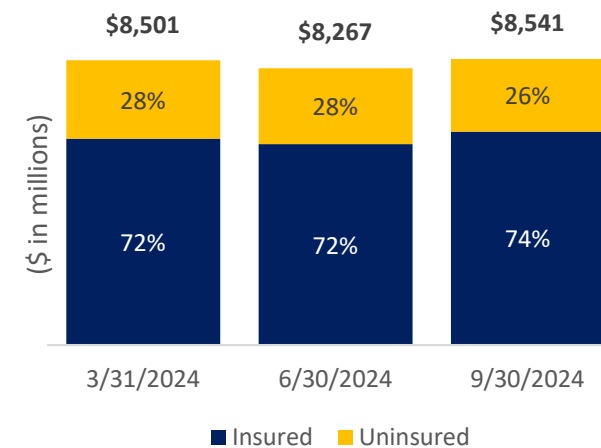


## Available Liquidity

Cash and cash equivalents are high relative to peers.

Cash equivalents combined with AFS securities provides a high level of coverage when measured against our peers.

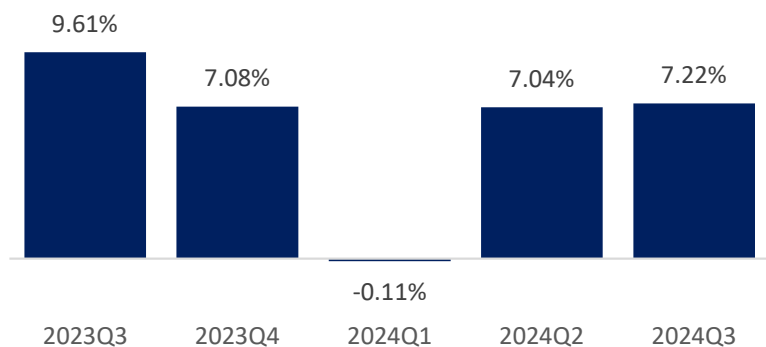
## Insured Deposit Exposure Trend



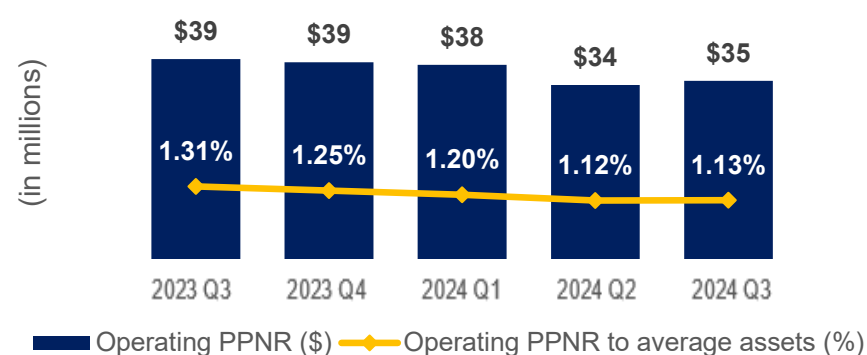
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Source: S&P Capital IQ Pro and company filings.

# Performance Measures

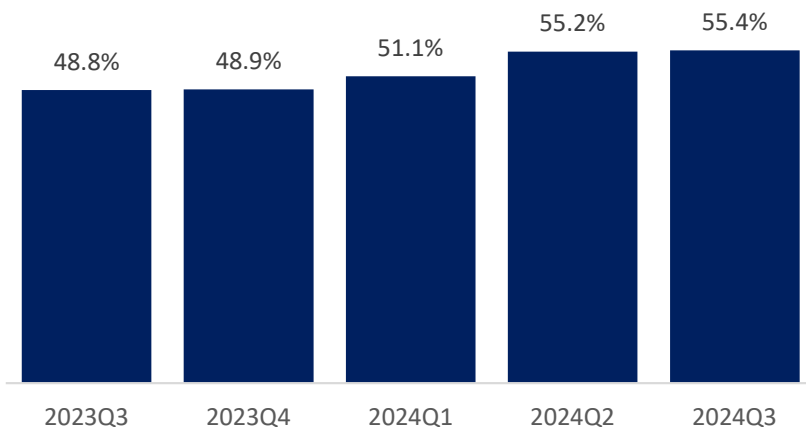
### Operating Return on Average Tangible Common Equity<sup>1</sup>



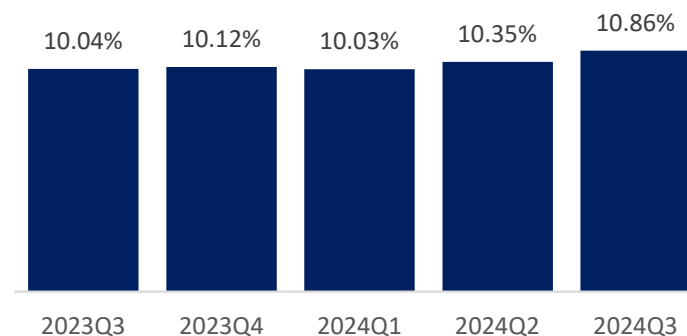
### Operating PPNR and Operating PPNR/Average Assets<sup>1</sup>



### Operating Efficiency Ratio<sup>1</sup>



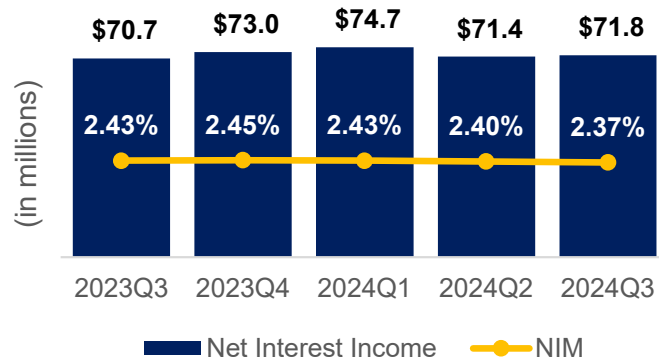
### Tangible Common Equity/Tangible Assets<sup>1</sup>



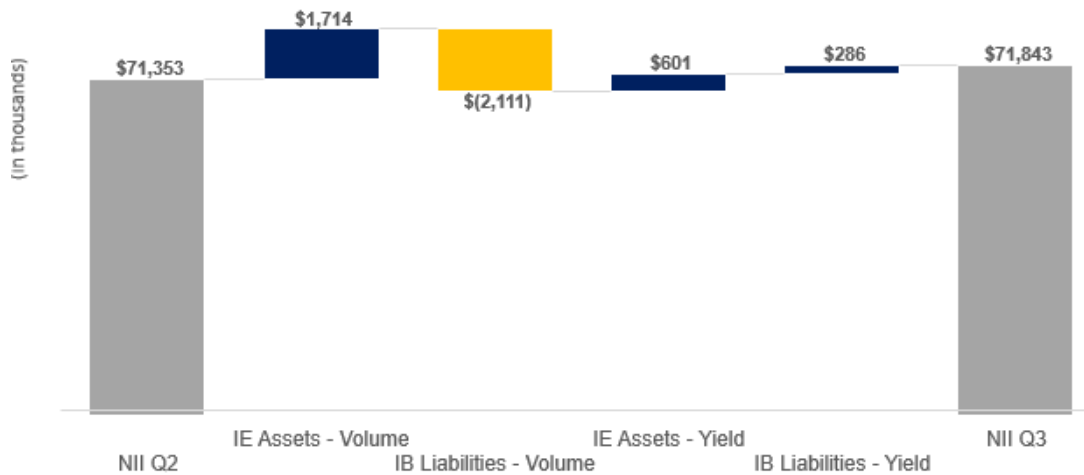
<sup>1</sup>Please refer to the Non-GAAP reconciliation and footnotes in the appendices. Operating PPNR/Average Assets and returns are annualized. For the periods above, return on average common equity 8.80% (2023Q3), 6.48% (2023Q4), (0.11)% (2024Q1), (26.60)% (2024Q2), and 7.22% (2024Q3); common equity to assets was 10.89% (2023Q3), 10.92% (2023Q4), 10.85% (2024Q1), 10.35% (2024Q2), and 10.86% (2024Q3); and efficiency ratio was 47.2% (2023Q2), 48.8% (2023Q3), 48.9% (2023Q4), 51.1% (2024Q1), 191.0% (2024Q2), and 55.4% (2024Q3).

# Net Interest Income

## Net Interest Income & Margin



## Net Interest Income Rate/Volume Analysis



## NII Increase and NIM Decline

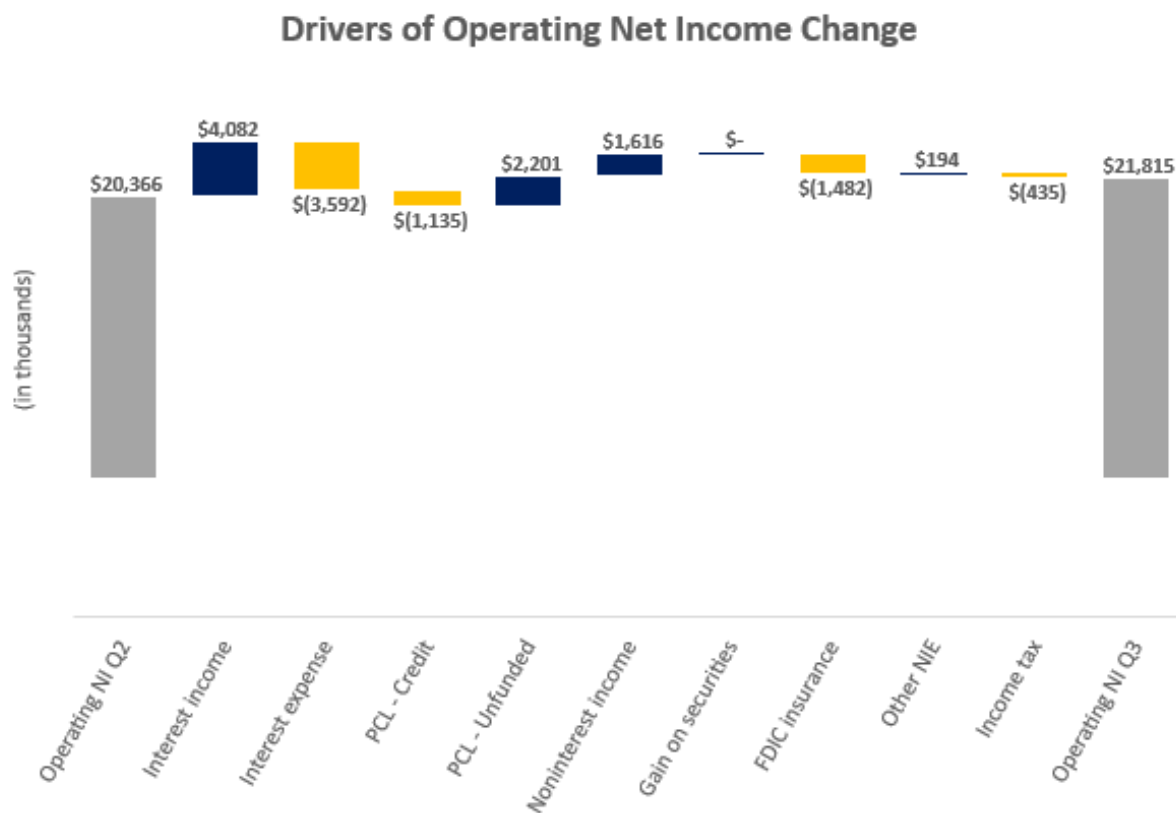
### Net Interest Income

- Interest income increased \$4.1 million quarter over quarter as higher cash balances resulted in higher interest income.
- Interest expense increased \$3.6 million due to higher average interest-bearing deposits and higher rates paid on those deposits.
- Net interest income increased \$0.5 million quarter over quarter.

### Margin

- The net interest margin declined quarter over quarter landing at 2.37%.
- The net interest margin ("NIM") decreased slightly to 2.37% for the third quarter 2024, compared to 2.40% for the prior quarter, primarily due to continued decline in average non-interest-bearing deposits.
- Management expects cash flows from the investment portfolio of \$169 million for the remainder of 2024 and \$401 million in 2025 to be reinvested at higher yields.

# Operating Net Income – Summary



## Operating Net Income Drivers

### Net interest income

Net interest income up \$0.5 million, primarily driven by an increase in the average balances of deposits held with other banks.

### Provision for Credit Losses (“PCL”)

The increase in the provision quarter over quarter reflects higher net charge-offs in the third quarter from the prior quarter. Reserve for unfunded commitments was a reversal of \$1.6 million due to lower unfunded commitments in our construction portfolio. This compared to a reserve for unfunded commitments in the prior quarter of \$0.6 million.

### Noninterest income

Noninterest income up \$1.6 million primarily due to increased swap fee income.

### Operating Noninterest expense<sup>1</sup>

Noninterest expense, excluding the goodwill impairment, increased \$1.3 million associated with increased FDIC insurance expense.

<sup>1</sup>- Please refer to Non-GAAP reconciliation and footnotes in the appendices.

# 2024 & 2025 Outlook

Key Drivers	3Q 2024 Actual	Current 2024 Outlook <sup>1</sup>	Current 2025 Outlook <sup>2</sup>
<b>Balance Sheet</b>			
Average deposits	\$9,505 million	Low single digit % increase	1-4% increase
Average loans	\$8,026 million	Low single digit % increase	1-4% increase
Average earning assets	\$12,072 million	Low single digit % increase	Flat
<b>Income Statement</b>			
Net interest margin	2.37%	2.40% - 2.50%	2.40% - 2.60%
Noninterest income	\$6.9 million	\$17-\$19 million	3-6% growth
Operating Noninterest expense <sup>4</sup>	\$43.6 million	\$160-\$170 million	2-4% growth
Period effective tax rate	18.23%	22-24% <sup>3</sup>	21-23%

<sup>1</sup> – The forecasted increase is based off 2023 figures for the same measure

<sup>2</sup> – The forecasted increase is based off forecasted 2024 figures for the same measure

<sup>3</sup> – The effective tax rate is forecasted on an operating basis excluding the loss associated with the goodwill impairment in 2Q 2024

<sup>4</sup> – Please refer to the Non-GAAP reconciliation and footnotes in the appendices.

Other Notes: 2024 Outlook and 2025 Outlook represents forward-looking statements and are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Please see "Forward Looking Statements" on page 2.

# Outlook Variables & Risks

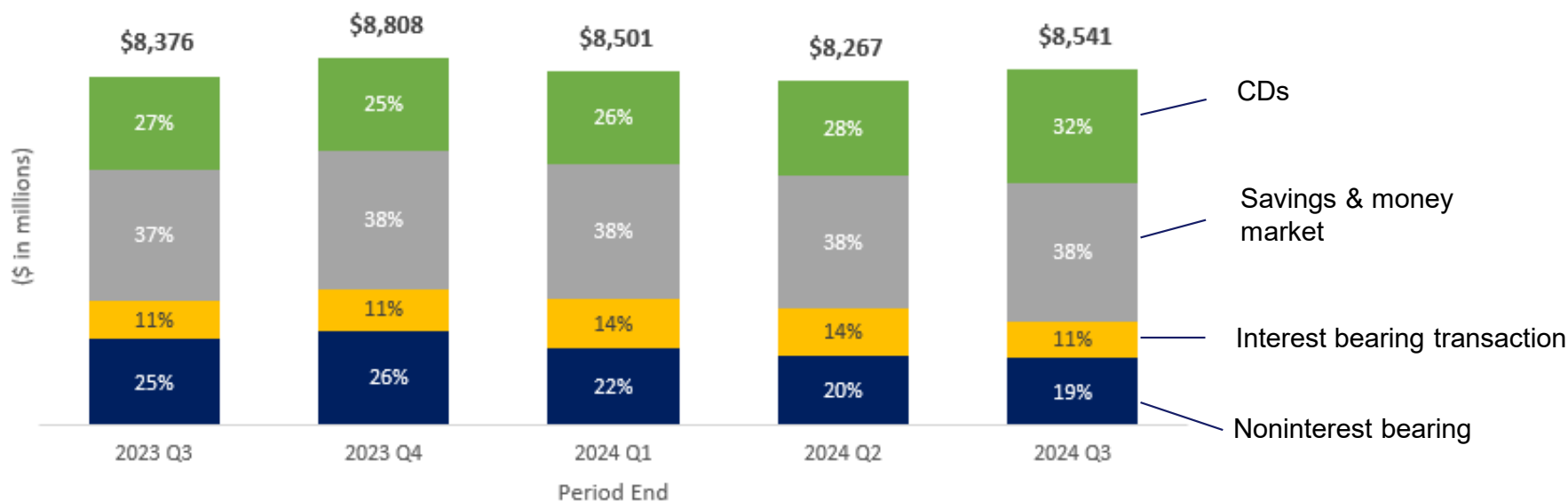
To reach our 2024 and 2025 outlook, we made many assumptions of variables and risks, including:

Component	Variables & Risks
Economy & Rates	<ul style="list-style-type: none"><li>• Business activity highly correlated to current and anticipated forward rates</li></ul>
Clients	<ul style="list-style-type: none"><li>• Credit quality and need for credit coupled with a potential recession</li></ul>
Funding	<ul style="list-style-type: none"><li>• Ability to obtain deposit funding in a cost-effective manner</li><li>• High funding costs directly impacts the competitiveness of our loan offerings</li></ul>
Competition	<ul style="list-style-type: none"><li>• Competition for loans in the market remains high with competition from non-bank lenders</li><li>• Pricing (rate) and overall cost of acquiring deposits</li></ul>
Opportunities	<ul style="list-style-type: none"><li>• Growth in loans and deposits must remain flexible</li></ul>
Regulation/Politics	<ul style="list-style-type: none"><li>• Political environment and potential for new policies could adversely impact banks</li></ul>

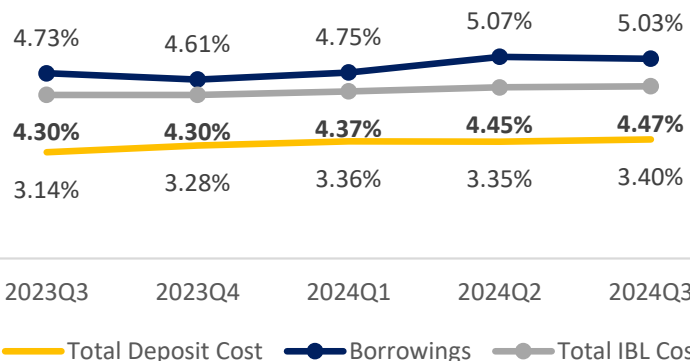
Notes: Outlook 2024Y and 2025Y represents forward-looking statements and are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Please see "Forward Looking Statements" on page 2.

# Deposit Mix and Trend

Total Period End Deposits increased \$165 million Year-over-Year



## Cost Analysis



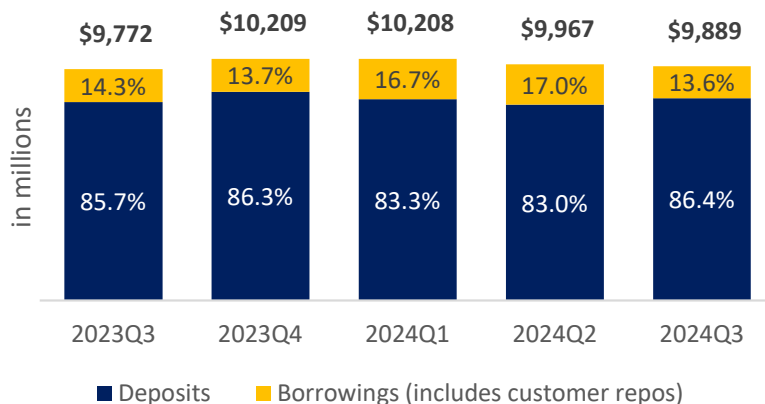
## Cumulative Betas<sup>1</sup>

- Interest bearing deposits - 77%
- Cost of funds – 65%

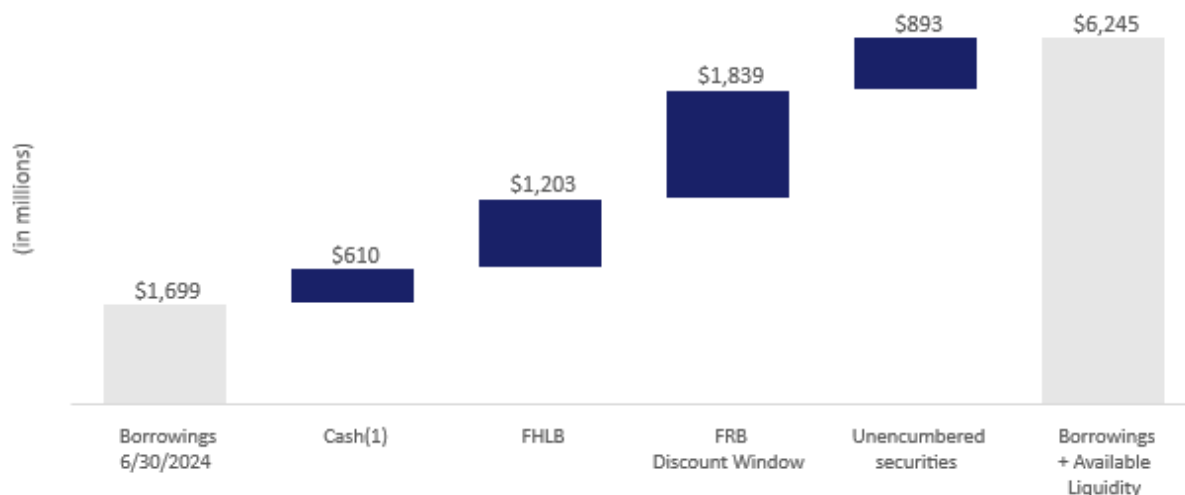
<sup>1</sup> - For betas, the denominator is the change in the Average Effective Federal Funds rate for the quarter, starting with 2022 Q1.

# Funding & Liquidity

## Deposits & Borrowings



## Significant Available Liquidity



<sup>1</sup> - Includes interest-bearing deposits with banks, cash and due from, and federal funds sold

## Funding & Liquidity Summary

### Deposits

Period end deposits were up \$274 million for the quarter, attributable to an increase in time deposits from the company's digital acquisition channel.

The long-term strategy for deposits is to increase core deposits and reduce reliance on wholesale funding.

### Borrowings

FHLB borrowings of \$350 million and maturing subordinated debt of \$70M were paid down and senior debt of \$77.7 million was issued by the holding company in 3Q 2024 resulting in total borrowings, along with other prior outstanding balances, of \$1.3 billion as of September 30, 2024.

### Ample Access to Liquidity

Available liquidity from the FHLB, FRB Discount Window, cash and unencumbered securities is over \$4.5 billion.

# Office Loan Portfolio Detail

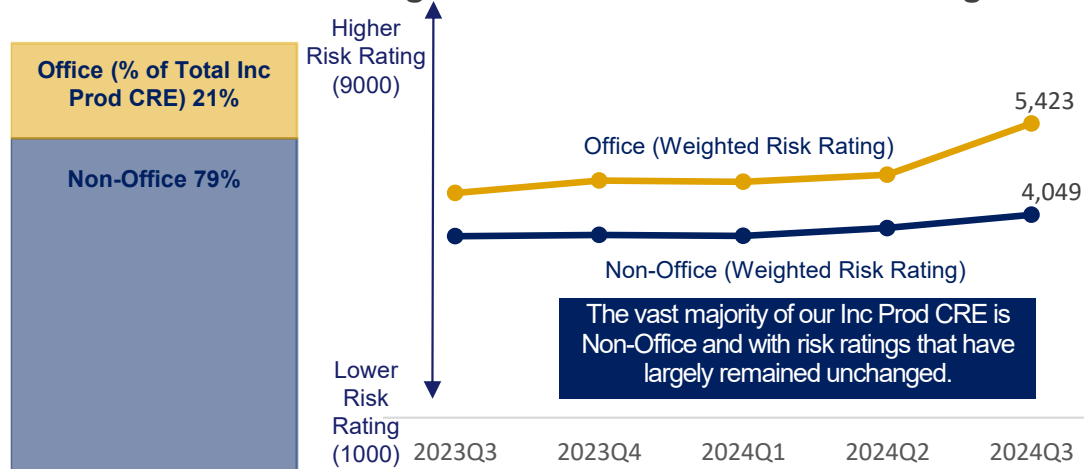
CRE Office Holdings Decline by \$55M in Q3, from \$1.03B in Q2 to \$978.6M

As of September 30, 2024

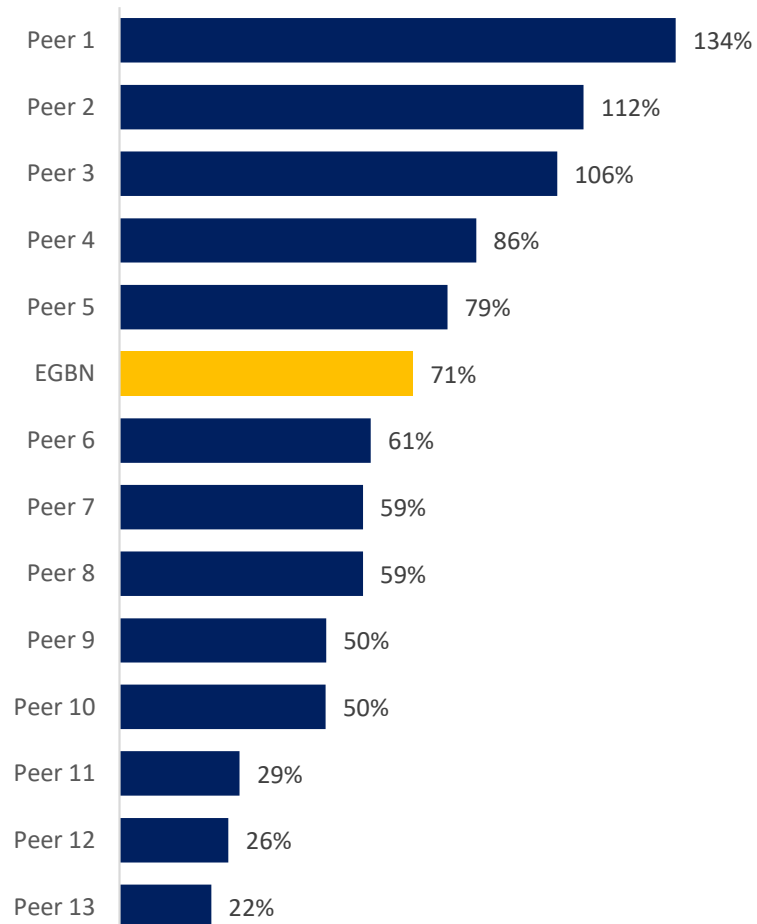
Class Type <sup>1</sup>	\$ in millions			As a % of CRE Office	
	Balance (in millions)	# of Loans	Avg. Size (in millions)	Criticized and Classified	In Central Business District of DC
Owner Occupied Office	\$113.1	92	\$1.2	0%	
Income Producing Office	865.5	71	12.2	34%	
<b>Total CRE Office</b>	<b>\$978.6</b>	<b>163</b>	<b>\$6.0</b>	<b>34%</b>	
<b>Income Producing Office</b>					
Class A	\$415.6	19	\$21.9	19%	5.5%
Class B	443.8	39	\$11.4	15%	7.7%
Class C	4.2	7	\$0.6	0%	0.0%
Office Condo and Other	2.0	6	\$0.3	0%	0.0%
<b>Total Income Producing Office</b>	<b>\$865.5</b>	<b>71</b>	<b>\$12.2</b>	<b>34%</b>	<b>13.2%</b>

1 - Class Type is determined based on the latest appraisal designation.

## Mix and Risk Rating Trend of Total Income Producing CRE



## Excess CET1+ACL/ Non-Owner Occupied Office Loans



Note: Proxy Peers are AUB, BHLB, BRKL, BUSE, CNOB, CVBF, DCOM, FFIC, IBTX, INDB, OCFC, PFS, SASR, TMP, UBSI, VBTX, WSFS and data is as of June 30, 2024 (if available). Peer data only shown if CRE Office non-owner occupied was disclosed. EGBN is as of September 30, 2024. Source: S&P Capital IQ Pro and company filings.

# Office Loan Portfolio: Income Producing Detail

Maturity Year	Balance (\$ millions)	% of Inc Producing Office	Cumulative %	Weighted LTV	Weighted DSCR <sup>1</sup>	Outstanding Balance PSF
2024	\$209.1	24.2%	24.2%	75	1.8	\$227
2025	78.7	9.1%	33.3%	64	0.9	114
2026	308.4	35.6%	68.9%	58	1.9	167
2027	164.7	19.0%	87.9%	65	1.6	184
2028+	104.6	12.1%	100.0%	61	0.6 <sup>2</sup>	239
	<u>\$865.5</u>	<u>100.0%</u>		<u>65</u>	<u>1.6</u>	<u>\$189</u>

1 - DSCR is calculated based on contractual principal and interest payments and only considers cash flow from primary sources of repayment.

2 - Includes one \$53.9M Pass-rated office loan with a tenant (international law firm) to commence lease payments in January 2025.

## Commentary

- Improving ACL coverage
- Performing Office ACL coverage = 4.55%
- Non-office CRE exhibiting limited internal risk rating migration
- 67% of office portfolio maturities are beyond year-end 2025
- Limited exposure to Class B central business district office

## CRE Office - Maturity Schedule



# Multifamily Loan Portfolio: Income Producing Detail

(\$ in millions)	% of Inc Producing Multi-Family	
------------------	---------------------------------	--

Total CRE Balance	\$873.8	
# of Loans	51	
Avg Size	17.1	
Median Size	7.3	

Pass	\$825.8	94%
Criticized	48.1	6%

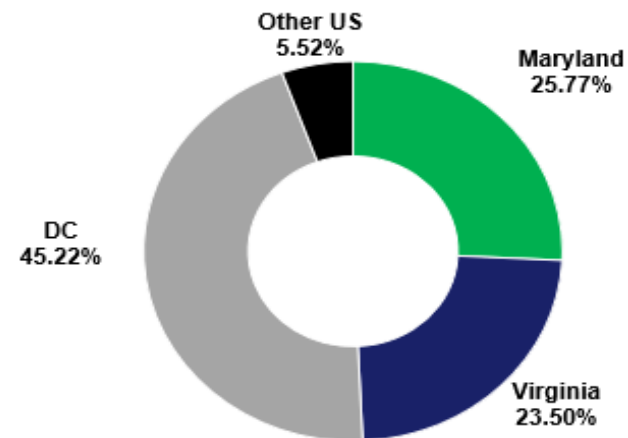
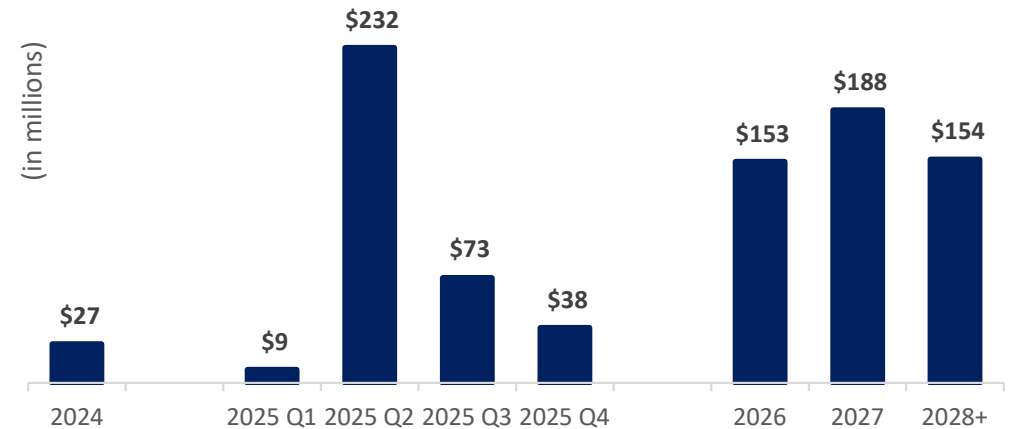
Non-Accrual % 0%

Weighted LTV	59
Weighted DSCR <sup>1</sup>	1.4
Weighted Risk Rating	4018

## Geography

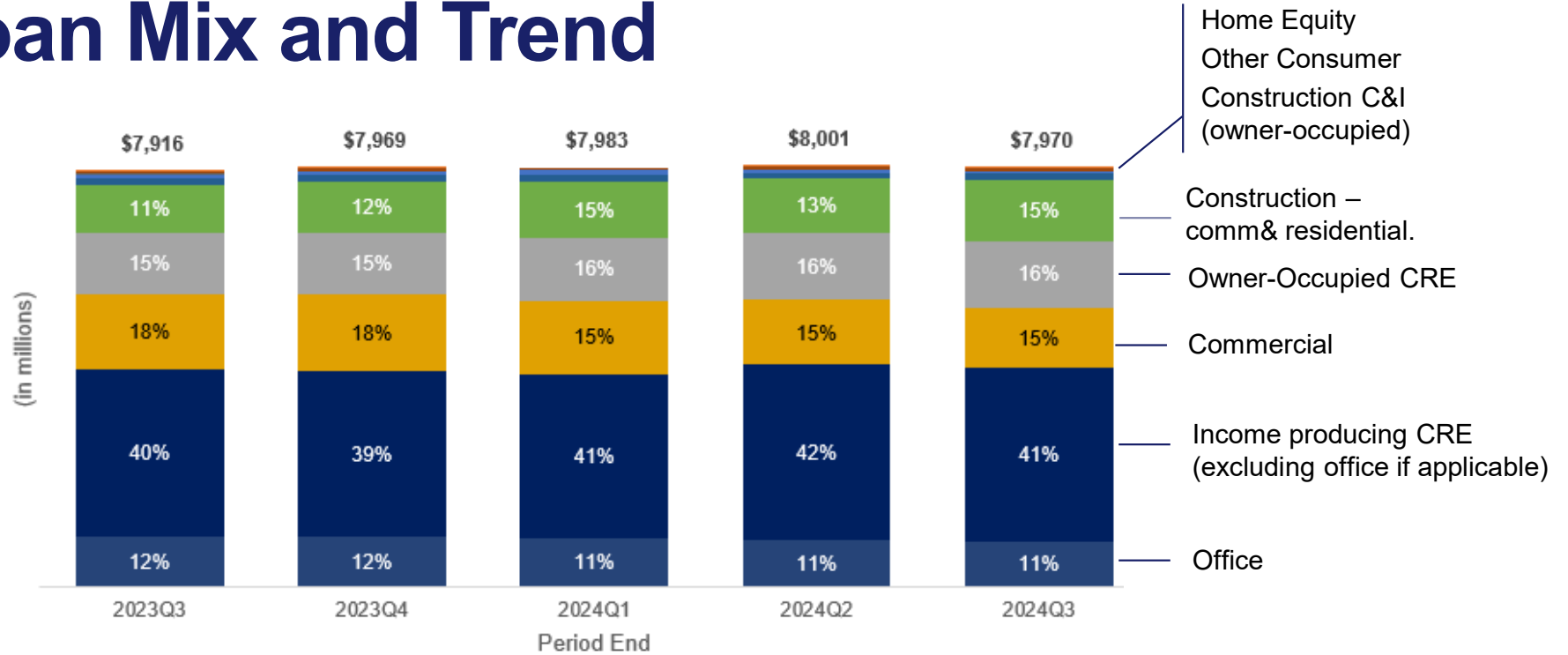
Maryland	\$225.1	26%
Virginia	205.4	24%
DC	395.1	45%
Other US	48.2	6%
<b>Total</b>	<b>\$873.8</b>	<b>100%</b>

Inc Producing Multi-Family - Maturity Schedule

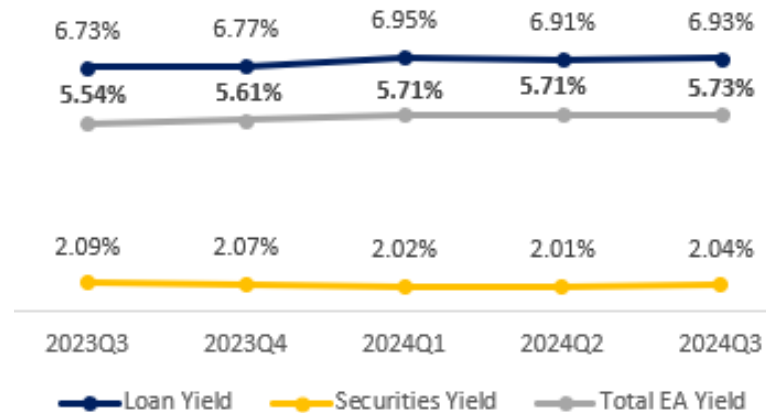


1 - DSCR is calculated based on contractual principal and interest payments and only considers cash flow from primary sources of repayment.

# Loan Mix and Trend



## Yield Analysis



# Loan Type and Classification

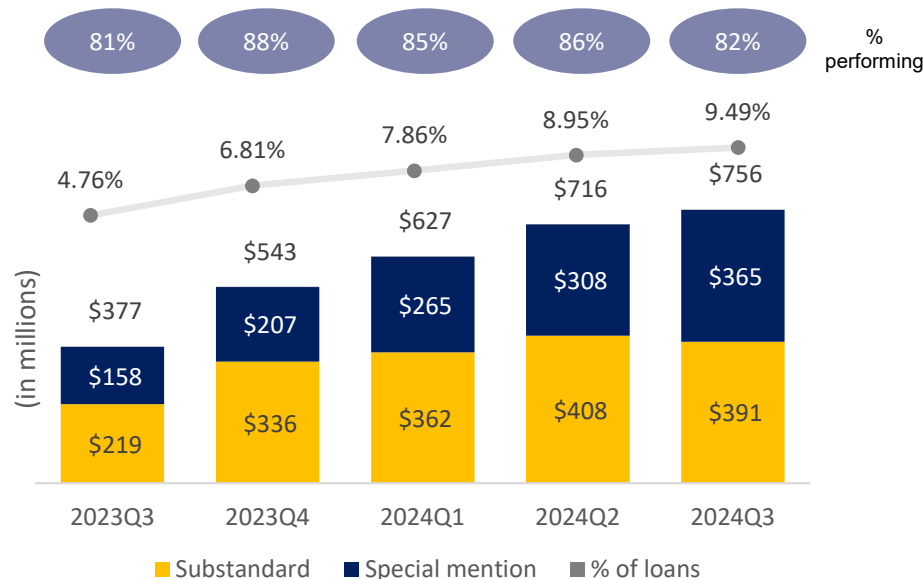
Loans by Type - 9/30/2024

\$ in millions	Balance	% of
Income-producing - CRE	\$3,290	41%
Income-producing - CRE (Office)	865	11%
Total income producing CRE	4,155	52%
Commercial	1,155	15%
Owner-occupied - commercial real estate	1,276	16%
Construction - commercial and residential(1)	1,175	15%
Construction - C&I (owner-occupied)	101	1%
Real estate mortgage - residential	57	1%
Consumer & home equity	52	0%
<b>Total</b>	<b>\$7,970</b>	<b>100%</b>

Income Producing CRE by Type - 9/30/2024

\$ in millions	Balance	% of Loans
Office & Office Condo	\$865	11%
Multifamily	874	11%
Retail	415	5%
Hotel/Motel	383	5%
Mixed Use	392	5%
Industrial	152	2%
Single/1-4 Family & Res. Condo	98	1%
Other	977	12%
<b>Total</b>	<b>\$4,155</b>	<b>52%</b>

## Classified and Criticized Loans



## Quarter-over-Quarter Change

### Special Mention

- C&I -\$2.0 million
- CRE +\$59.1 million
- 100% of special mention loans were current as 9/30/24

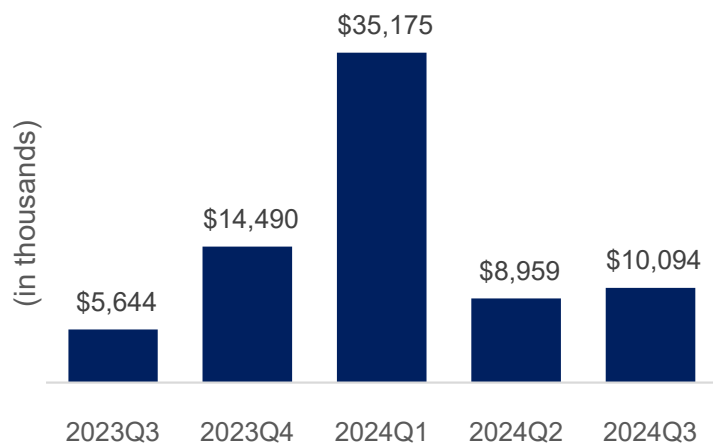
### Substandard

- C&I +\$8.9 million
- CRE -\$24.2 million
- 59% of substandard loans were current at 9/30/24

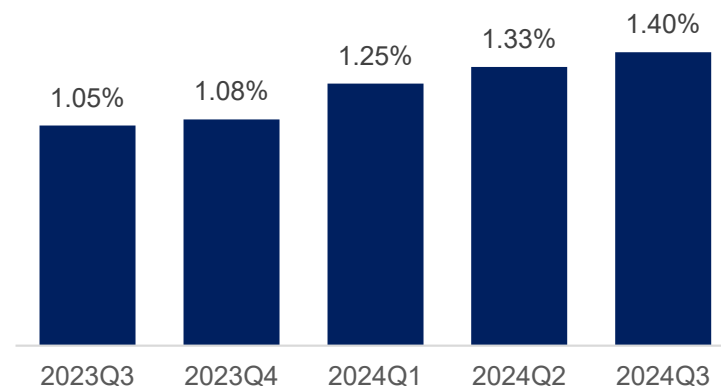
1-Includes land.

# Asset Quality Metrics

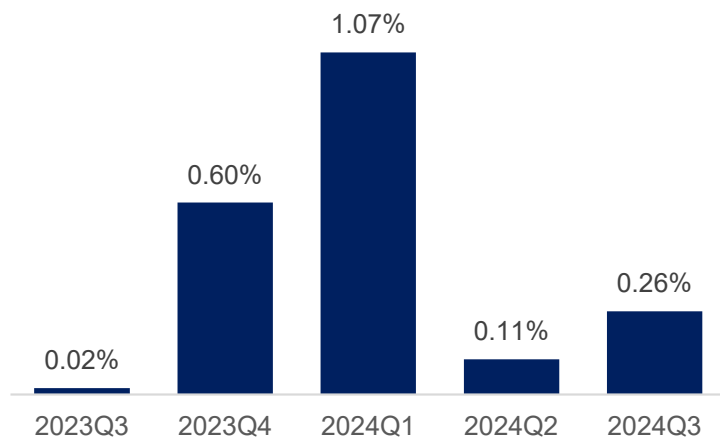
## Provision for Credit Losses



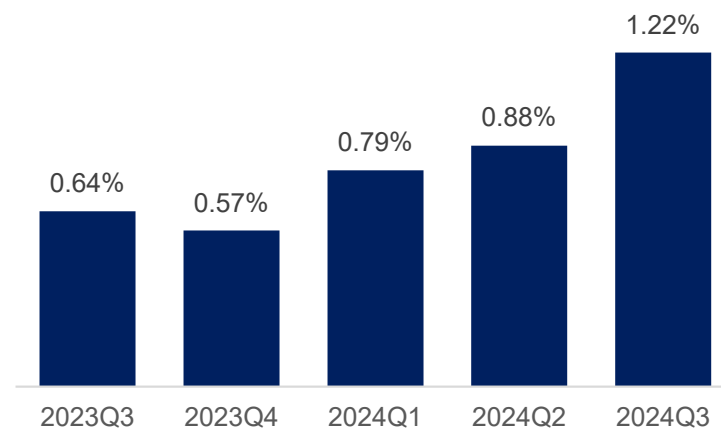
## Allowance for Credit Losses/ Loans HFI



## NCO / Average Loans<sup>1</sup>



## NPAs<sup>2</sup> / Assets



1-Excludes loans held for sale.

2-Non-performing assets ("NPAs") include loans 90 days past due and still accruing.

Charts for Allowance for Credit Losses and NPAs are as of period end. Net Charge Offs ("NCO") are annualized for periods of less than a year.

# Appendices

# Nonaccrual Loans

- **How do loans end up on nonaccrual status?**
  - **Appraisal:** For collateral dependent loans, new appraisals received as the loan approaches maturity below loan amount. Loans charged-down to 100% of new appraisal less estimated selling costs. Such loans could be receiving full P&I payments.
  - **Payment default.**
- **Loans 1, 3, 4 were placed on nonaccrual status based on current appraisal received, not from payment default, marked at 90% of the current appraised value.**

	Purpose	Balance (\$000s)	% Total NPLs	Reason Placed on Nonaccrual
1	Office - Central Business District DC	\$27,825	20.7%	Placed on Nonaccrual due to <u>receipt of new appraisal</u> . \$20 million charge-off 1Q 2024.
2	Assisted Living - Suburban Maryland	19,170	14.3%	Payment Default.
3	Office - Arlington	19,137	14.2%	Placed on Nonaccrual due to <u>receipt of new appraisal</u> . \$7 million charge-off in 4Q 2023.
4	Office - Northern Virginia	18,502	13.8%	Placed on Nonaccrual due to <u>receipt of new appraisal</u> . \$4 million charge-off 3Q 2023.
5	Assisted Living - Montgomery	17,934	13.3%	Payment Default.
6	Land / Ground Lease - Fairfax	16,755	12.5%	Payment Default.
	All Other Nonaccrual Loans	15,048	11.2%	
	<b>Total Nonaccrual Loans</b>	<b>\$134,371</b>	<b>100.0%</b>	

Note: Data as of September 30, 2024

# Summary of Classified and Criticized Loans

Risk Rating	All Special Mention and Substandard Loans				Over \$10 million		
	# of Loans	9/30/2024 Balance	Average Size	Median Size	# of Loans	9/30/2024 Balance	% of Total
Special Mention Loans	24	\$364,983	\$15,208	\$2,653	6	\$322,208	88%
Substandard Loans	77	391,301	5,082	416	14	305,056	78%
<b>Grand Total</b>	<b>101</b>	<b>\$756,284</b>	<b>\$7,488</b>	<b>\$548</b>	<b>20</b>	<b>\$627,263</b>	

Loan #	Purpose	Loan Type	Location	Amount (\$000s)	Date of Maturity	Latest LTV	Appraised Value (\$000s)	Date of Appraisal	Debt Service Coverage Ratio	Date of DSCR	Non Accrual (Yes, No)	Appraisal Since 1/1/2023 (Yes, No)
<b>Special Mention Loans Over \$10 Million</b>												
1	Office	CRE	Montgomery	\$86,860	09/10/2026	55%	\$156,800	02/06/2023	1.18	06/30/2024	No	Yes
2	Office	CRE	Montgomery	84,816	12/05/2024	64%	133,100	05/24/2022	1.78	06/30/2024	No	No
3	Hotel	CRE	Arlington	46,373	01/05/2025	81%	57,400	02/20/2024	2.07	06/30/2024	No	Yes
4	Office Near Nationals Park	CRE	Washington DC	40,065	03/08/2026	33%	122,500	06/05/2023	1.27	06/30/2024	No	Yes
5	Industrial	C&I	Prince George's	37,140	08/31/2027	51%	73,300	02/28/2024	1.26	12/31/2023	No	Yes
6	Multifamily	Multifamily	Washington DC	26,953	09/29/2027	87%	31,000	01/22/2021	1.01	06/30/2024	No	No
				<b>\$322,208</b>								
<b>Substandard Loans Over \$10 Million</b>												
1	Data Center-Income Producing	CRE	Other VA	\$56,700	12/05/2024	58%	\$116,000	01/29/2024	0.77	09/30/2023	No	Yes
2	Multifamily Near Under Armour HQ <sup>1</sup>	Multifamily	Baltimore	30,000	01/01/2042	40%	75,200	11/22/2023	NA	NA	No	Yes
3	Office Central Business District	CRE	Washington DC	27,825	04/15/2024	89%	31,300	03/18/2024	2.05	06/30/2024	Yes - #1	Yes
4	Office Constr. (Multiple buildings) <sup>1</sup>	CRE	Other VA	24,907	07/01/2027	85%	29,400	05/20/2024	0.81	07/31/2024	No	Yes
5	UCC1 Blanket Lien	C&I	Atlanta, GA	19,339	10/05/2024	NA	NA	NA	1.92	06/30/2024	No	
6	Office / Income Producing CRE	CRE	Montgomery	19,300	08/07/2026	92%	20,900	04/12/2023	4.07	06/30/2024	No	Yes
7	Assisted Living Facility	CRE	Charles	19,170	12/10/2023	89%	21,500	12/29/2023	(1.00)	06/30/2024	Yes - #2	Yes
8	Office / Income Producing CRE	CRE	Arlington	19,137	10/31/2024	88%	22,000	01/09/2024	0.80	06/30/2024	Yes - #3	Yes
9	Office / Income Producing CRE <sup>1</sup>	CRE	Fairfax	18,502	08/30/2025	76%	24,200	08/09/2024	NA	NA	Yes - #4	Yes
10	Assisted Living Facility	CRE	Montgomery	17,934	10/01/2026	101%	21,500	12/23/2023	NA	NA	Yes - #5	Yes
11	Land / Ground Lease <sup>1</sup>	CRE	Other VA	16,755	07/05/2024	66%	25,200	08/18/2024	NA	NA	Yes - #6	Yes
12	Multifamily	Multifamily	Washington DC	13,834	10/01/2024	87%	15,910	12/28/2023	0.66	08/31/2024	No	Yes
13	Industrial	C&I	Atlanta, GA	11,152	12/22/2024	NA	NA	NA	1.01	06/30/2024	No	
14	Land / Ground Lease <sup>1</sup>	CRE	Loudoun	10,500	08/14/2024	75%	14,000	01/22/2024	NA	NA	No	Yes
				<b>\$305,056</b>								

1 – Loan collateral is a project that is either recently completed and in lease up, not yet stabilized, under development, or in process of conversion

# Top 25 Loans

Collateral Type	Loan Type	Collateral Location	Balance (\$000s)	% Total Loans	Risk Rating	Maturity Date	Appraisal Amount (\$000s)	Appraisal Date	Latest LTV	Yield (%)	Fixed / Variable	Non Accrual?
1 Office	Inc Producing CRE	Montgomery	\$86,860	1.1%	Criticized	09/10/2026	\$156,800	02/06/2023	55%	7.60	V	No
2 Office	Inc Producing CRE	Montgomery	84,816	1.1%	Criticized	12/05/2024	\$133,100	05/24/2022	64%	4.50	F	No
3 Apartment building with Retail/Commercial Space	Construction CRE	Montgomery	84,389	1.1%	Pass	12/23/2025	\$168,000	11/14/2022	56%	7.60	V	No
4 CCRC-Skilled Nursing	Owner Occupied CRE	Prince George's	84,225	1.1%	Pass	12/09/2024	\$128,890	08/05/2021	65%	3.65	F	No
5 Data Center-Income Producing	Inc Producing CRE	Loudoun	75,000	0.9%	Pass	12/22/2025	\$810,000	09/30/2023	9%	7.10	V	No
6 Apartment Building with Retail/Commercial Space <sup>2</sup>	Construction CRE	Montgomery	71,948	0.9%	Pass	11/30/2025	\$151,000	05/09/2023	53%	7.88	V	No
7 Health Care	C&I	Washington DC	71,532	0.9%	Pass	07/31/2025				7.75	V	No
8 Retail 4+ Tenanted/Strip Center	Inc Producing CRE	Other VA	71,500	0.9%	Pass	05/25/2028	\$111,500	04/18/2023	64%	5.70	F	No
9 Hotel Near Major University	Inc Producing CRE	Prince George's	69,000	0.9%	Pass	04/01/2025	\$143,000	09/05/2017	48%	5.75	F	No
10 Apartment Building	Inc Producing CRE	Alexandria City	66,791	0.8%	Pass	04/21/2025	\$107,000	02/16/2024	62%	7.56	V	No
11 Mixed Use/Predominantly Commercial <sup>1</sup>	Owner Occupied / C&I	Other US	65,072	0.8%	Pass	08/31/2028	\$160,010	02/26/2018	41%	5.20	F	No
12 Apartment Building	Inc Producing CRE	Washington DC	63,300	0.8%	Pass	09/06/2029	\$121,400	04/13/2022	54%	7.10	V	No
13 Apartment Building	Inc Producing CRE	Montgomery	60,900	0.8%	Pass	06/01/2025	\$105,300	03/25/2021	58%	3.50	F	No
14 Data CenterIncome Producing	Inc Producing CRE	Fairfax	56,700	0.7%	Criticized	12/05/2024	\$63,000	01/29/2024	92%	6.63	V	No
15 Storage	Inc Producing CRE	Montgomery	56,196	0.7%	Pass	08/10/2026	\$77,700	07/27/2022	72%	6.98	V	No
16 Data CenterIncome Producing	Construction CRE	Other VA	55,161	0.7%	Pass	04/26/2026	\$761,000	03/07/2023	10%	7.96	V	No
17 Office	Inc Producing CRE	Washington DC	53,876	0.7%	Pass	03/31/2028	\$108,000	11/08/2022	58%	5.50	F	No
18 Apartment Building with Retail/Commercial Space <sup>2</sup>	Construction CRE	Prince George's	53,716	0.7%	Pass	12/29/2025	\$128,400	06/08/2022	56%	7.84	V	No
19 Apartment Building with Retail/Commercial Space <sup>2</sup>	Construction CRE	Prince George's	53,452	0.7%	Pass	04/21/2026	\$91,500	09/30/2024	61%	8.25	V	No
20 Hotel/Motel	Inc Producing CRE	Washington DC	53,347	0.7%	Pass	09/17/2025	\$80,200	08/17/2018	67%	5.25	F	No
21 Mixed Use Predominantly Residential	Construction CRE	Fairfax	51,924	0.7%	Pass	05/12/2026	\$115,300	04/22/2022	53%	8.87	V	No
22 Education	Owner Occupied / C&I	Washington DC	51,554	0.6%	Pass	12/01/2051	\$105,500	07/04/2022	49%	4.15	V	No
23 Apartment Building	Inc Producing CRE	Montgomery	51,465	0.6%	Pass	08/31/2031	\$69,600	06/23/2021	74%	6.34	F	No
24 Mixed Use Predominantly Residential	Inc Producing CRE	Washington DC	50,299	0.6%	Pass	02/21/2026	\$79,000	01/05/2018	64%	7.10	V	No
25 Industrial	Construction CRE	Prince William	49,950	0.6%	Pass	11/30/2025	\$104,900	09/15/2022	54%	7.50	V	No
<b>Total</b>			<b>\$1,592,974</b>	<b>20.0%</b>				<b>Weighted Average</b>		<b>6.49</b>		

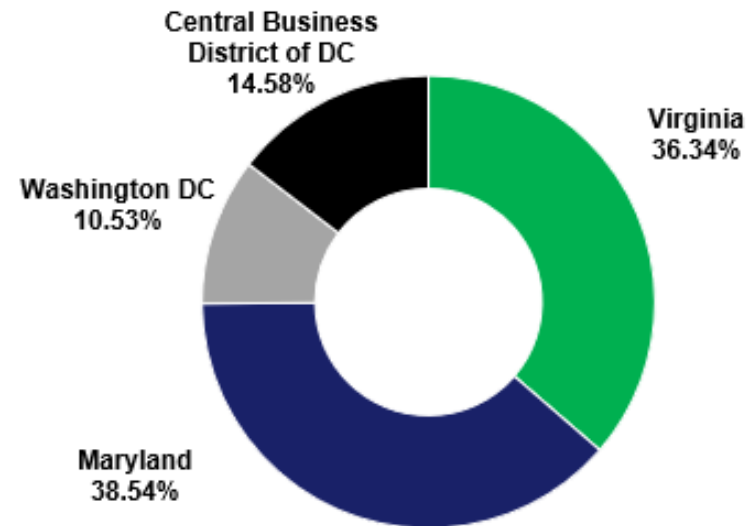
1 – Mixed collateral commercial real estate

2 – Construction in process

Note: Data as of September 30, 2024

# Total CRE Office Loan Portfolio *(Excludes OOCRE & OO Construction)*

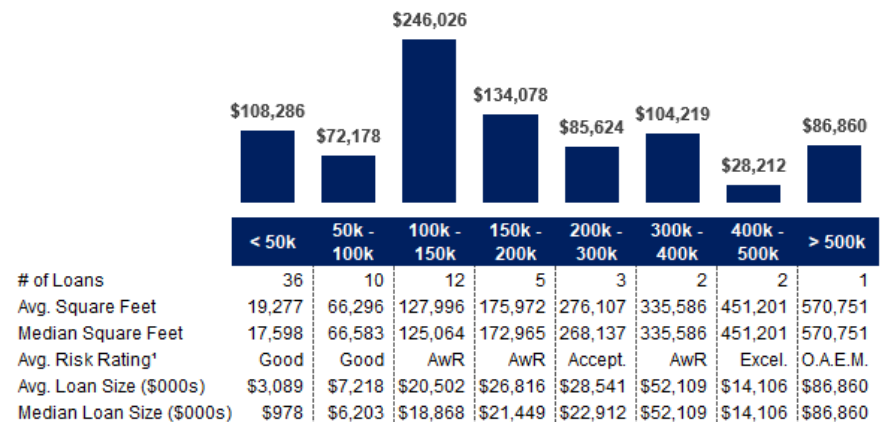
Market	Number of Office Loans	Office Loan Balances (\$000s)	% of Total Office Loans
Alexandria	3	\$30,445	3.52%
Anne Arundel	1	\$1,690	0.20%
Arlington	3	\$40,753	4.71%
Charles	0	\$0	-
Washington DC	10	\$217,341	25.11%
Fairfax	14	\$163,574	18.90%
Fauquier	2	\$6,546	0.76%
Frederick	2	\$5,408	0.62%
Howard	2	\$2,598	0.30%
Loudoun	4	\$15,346	1.77%
Montgomery	11	\$286,181	33.07%
Other MD	0	\$0	-
Other US	0	\$0	-
Other VA	3	\$56,822	6.57%
Prince George's	12	\$37,723	4.36%
Prince William	4	\$1,055	0.12%
<b>Total Office Loans</b>	<b>71</b>	<b>\$865,483</b>	<b>100.00%</b>



(\$000s)	% of Office Loans	Median Loan Size	Average Loan Size
Substandard	12.8%	\$19,266	\$18,497
Special Mention	25.6%	62,441	55,435
Pass	61.6%	4,130	8,734
<b>Total</b>	<b>100.0%</b>	<b>\$6,530</b>	<b>\$12,190</b>

**Only 3 Office Loans with Substandard Risk Ratings are on Nonaccrual for a total balance of \$65.8 million out of Total NPAs of \$137.1 million.**

**Income Producing CRE Office Balance Outstanding by Building Size (Square Feet)**



1 – Loan risk grade categories: 1000 – Prime, 2000 – Excellent (“Excel.”), 3000 – Good, 4000 – Acceptable (“Accept.”), 5000 – Acceptable with Risk (“AwR”), 6000 – Watch, 7000 – Other Assets Especially Mentioned (O.A.E.M.), 8000 – Substandard, 9000 – Doubtful, 9999 - Loss

# Washington DC Office *(Income Producing CRE & Construction)*

- **\$220.9 Million Total Outstanding Balance**
  - 10 Income Producing CRE = \$217.3 million
  - 1 Income Producing Construction CRE loan = \$3.6 million
  - 11 Total Washington DC Office Loans
    - Median size = \$13.2 million
    - Average size = \$20.1 million
- **9 Loans Risk Rated Pass = \$153.1 Million**
- **2 Loans with Adverse Risk Ratings**
  - Risk Rated Special Mention = \$40.3 million *(Special mention loan #4 as discussed on page 25)*
  - Risk Rated Substandard = \$27.8 million *(Nonaccrual loan #1 as discussed on page 24)*
  - Both Income Producing CRE
- **4 Loans in the Central Business District**
  - \$53.9 million Risk Rated = Pass *(Top 25 loan #16 as discussed on page 26)*
    - International law firm HQ'd in NYC signed long-term lease for >50% of square footage
  - \$34.3 million Risk Rated = Pass
  - \$27.8 million Risk Rated = Substandard *(Nonaccrual loan #1 as above and on page 24)*
  - \$13.2 million Risk Rated = Pass
  - \$129.2 million Total DC CBD Office Loans

# Multifamily Loan Portfolio

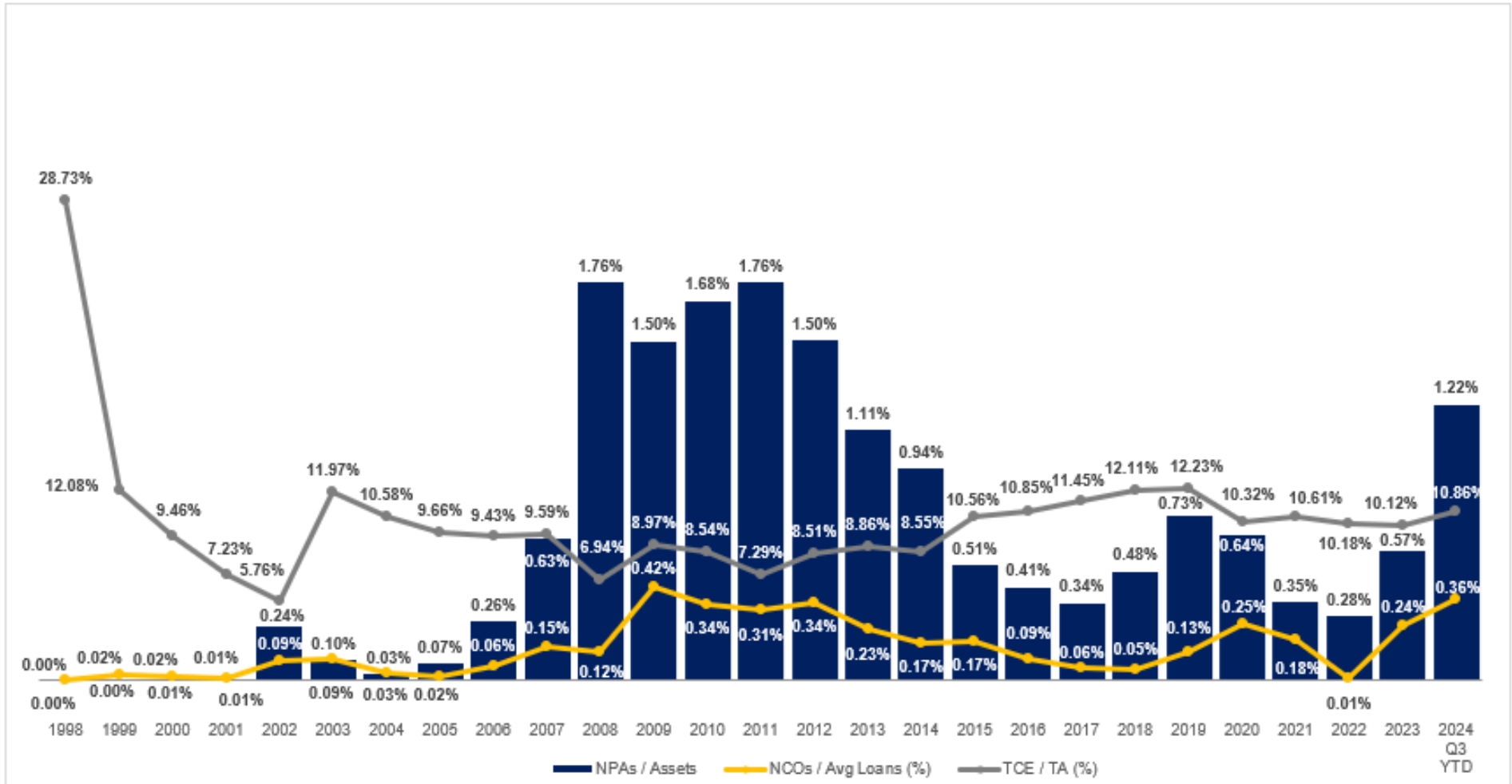
- **Zero Multifamily Loans on Nonaccrual Status**
- **99 Total Multifamily Loans**
- **\$1.8 Billion in Outstanding Balances with Multifamily as Collateral**
  - Median size = \$7.3 million
  - Average size = \$18.2 million
- **93 Loans with \$1.7 Billion in Balances with Average Risk Rating = Pass**
- **5 Substandard Loans with \$64.4 Million in Total Outstanding Balances**
  - \$30.0 million (Apt Building under construction near Under Armour HQ/Baltimore Harbor)  
*(Substandard Loan #2 as discussed on page 25)*
  - \$13.8 million (Apt Building in DC with Retail/Commercial space)  
*(Substandard Loan #12 as discussed on page 25)*
  - \$8.4 million (Apt Building in Arlington – Bridge Loan)
  - \$7.3 million (Apt Building in DC with appraisal on January 2, 2024 and 53% LTV)
  - \$4.9 million (New construction of 24 condo unit building in Washington DC)
- **1 Special Mention Loan with \$26.9 Million Outstanding**
  - 139 unit Apt building in Washington DC completed in 2017  
*(Special Mention Loan #6 as discussed on page 25)*

Note: These amounts are inclusive of Income Producing (\$873.8mm), Construction (\$569.2mm), Mixed Use (\$355.7mm), and Commercial (\$2.1mm) Multi-Family loans

# Underwriting, Credit Management and Risk Mitigation

- **History of Solid Credit Metrics**
- **Strong Underwriting and Portfolio Management Functions**
- **Internal Annual Review on a Loan-by-Loan Basis**
- **Quarterly Portfolio Stress Testing and Covenant Monitoring**
- **Quarterly Independent 3rd Party Loan Reviews**
- **Deposit Account Monitoring – Real Time Assessment of Operations**
- **Office Task Force:**
  - 5 People
  - Forward looking
  - Cover maturing loans 18 months in advance of maturity
  - Early identification/intervention of potential problems
- **Solutions Based Approach in Working with Customers on Challenging Credits to Allow Borrower Opportunity to Retain Property and to Minimize Risk/Loss to the Bank**
  - Cashflow Sweep to Eagle Controlled Escrows Through Maturity
  - Principal Paydowns in Return for Extension Opportunities on Maturing Loans
- **Stable Local Economy:**
  - Federal Government, Major Universities, Biotech (NIH, Ft Dietrick- 270 Corridor), Amazon HQ2, Government Contracting, and Highly Educated, Affluent Population
  - Washington Metropolitan Area historically experiences an economic boost in presidential election years

# Credit Quality Since 1998



# CRE Construction Portfolio

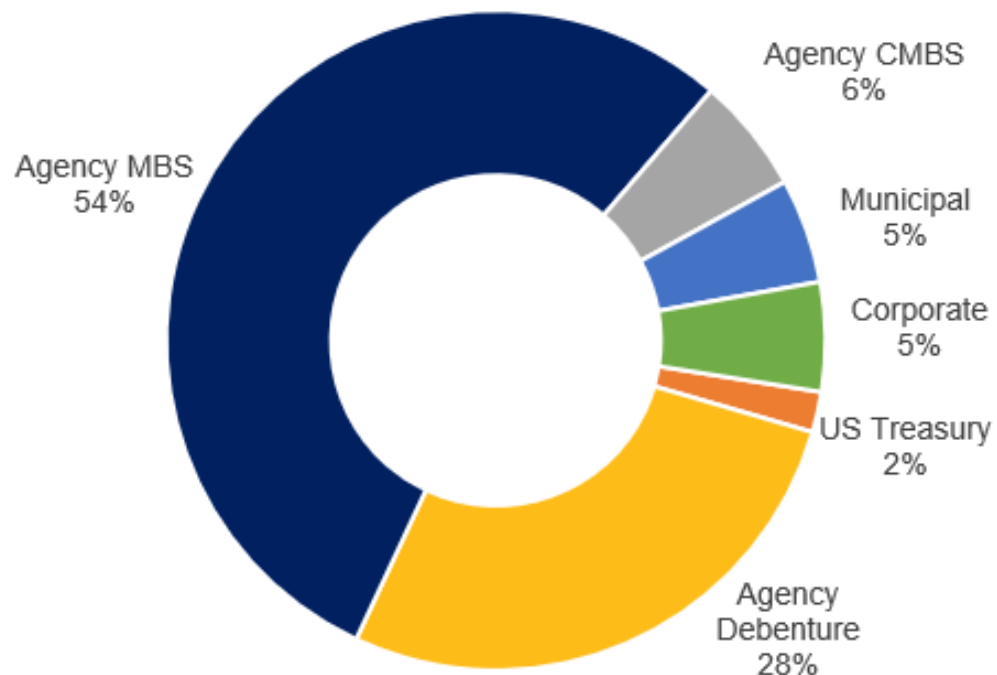
- **\$1.18 Billion Total Outstanding Balance:**
  - 82 CRE Ground Up Construction \$1043.9 million
  - 32 CRE Renovation \$132.4 million
  - 8 Consumer Construction \$ 9.3 million
  - 122 Total Construction Loans
    - Median size = \$1.8 million
    - Average size = \$9.7 million
- **119 Loans Risk Rated Pass**
- **3 Loans with Adverse Risk Ratings**
  - Substandard = \$30.0 million (*Subst. #2 as discussed on page 25 - - near Under Armour HQ*)
  - Substandard = \$6.1 million (New construction of 24 condo unit building in Washington DC)
  - Substandard = \$4.9 million (New construction of 24 condo unit building in Washington DC)

Note: Loan metrics not inclusive of deferrals, fees and other adjustments.

# Hotel Loan Portfolio

- **Zero Hotel Loans on Nonaccrual Status**
- **\$413.7 Million in Outstanding Balances with Hotels as Collateral (Includes Construction CRE)**
  - Median size = \$11.0 million
  - Average size = \$18.8 million
- **22 Total Hotel Loans**
- **21 Loans with Average Risk Rating = Pass**
- **1 Criticized Loans**
  - \$46.3 million (*Special Mention #3 as discussed on page 25*)
    - Risk Rated Special Mention
    - Located in Arlington, VA
    - \$57.4 million appraisal

# Investment Portfolio



## AFS / HTM as of September 30, 2024

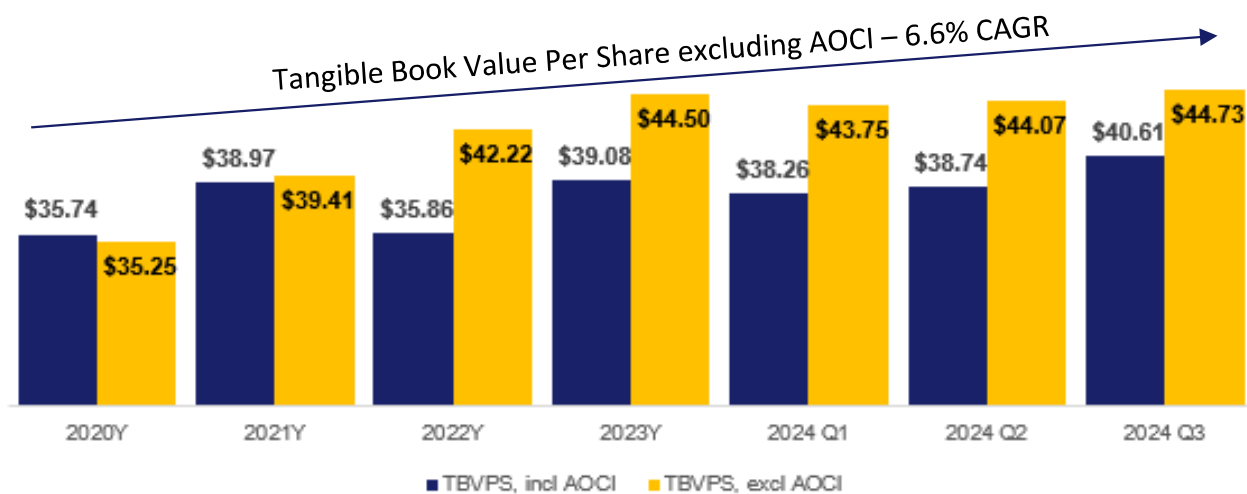
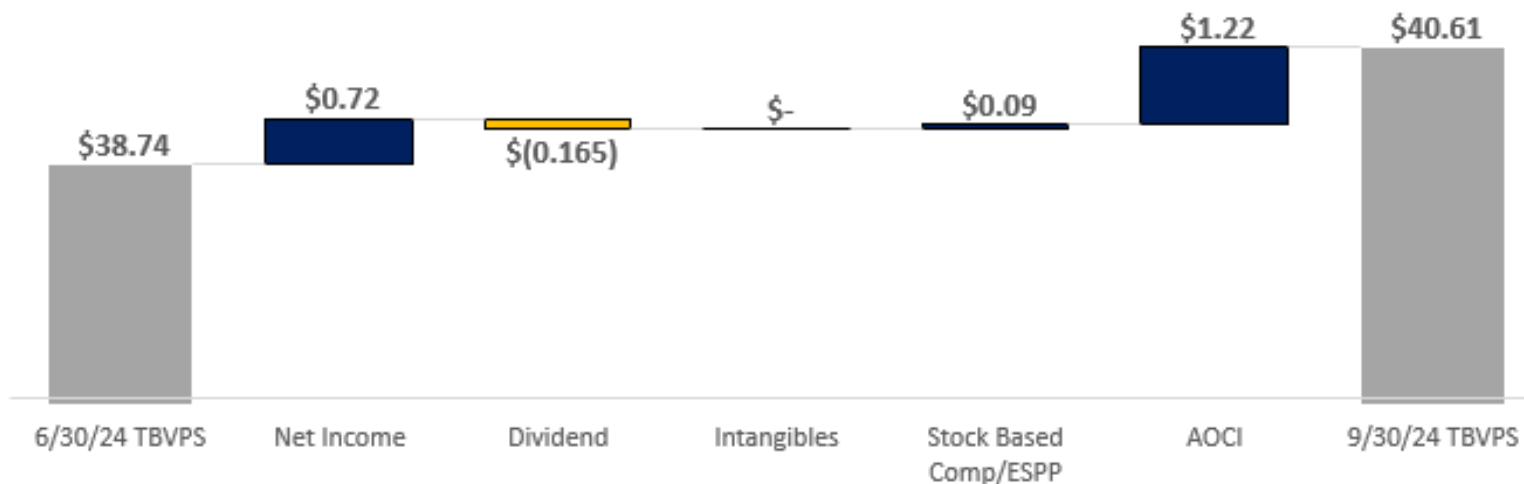
Securities by Classification	Percent of Portfolio at Book	Projected	
		Book Yield	Reprice Term (years)
Securities AFS	61%	1.65%	3.5
Securities HTM	39%	2.09%	6.2
<b>Total Securities</b>	<b>100%</b>	<b>1.82%</b>	<b>4.6</b>

## Investment Portfolio Strategy

- Portfolio positioned to manage liquidity and pledging needs
- Cash flow projected principal only (rates unchanged):
  - Remainder of 2024 - \$169 million
  - 2025 - \$401 million
- Total securities down \$55 million from 6/30/2024 from principal paydowns, maturities received.
- Unencumbered securities of \$893 million available for pledging.

Note: Chart is as of period end on an amortized cost basis.

# Tangible Book Value Per Share



Per share data is as of period end. Please refer to Non-GAAP reconciliation and footnotes in the appendices. The CAGR for Book Value Per Share with AOCI included was 3.5% and excluded was 6.6% for the period from December 31, 2020, through September 30, 2024. Book values per share, including and excluding AOCI were, respectively, \$39.05 and \$38.56 (2020Y), \$42.28 and \$42.72 (2021Y), \$39.18 and \$45.54 (2022Y), \$42.58 and \$48.00 (2023Y) \$41.72 and \$47.21 (2024 Q1), \$38.75 and \$44.08 (2024 Q2), and \$40.61 and \$44.73 (2024 Q3).

# Loan Portfolio - Details

\$ in millions										
Location	C&I	Owner Occupied CRE	Income Producing CRE	Owner Occupied Const.	CRE Construction	Land	Residential Mortgage	Consumer	TOTAL	% of Total
<b>Washington DC</b>	\$334.5	\$334.1	\$1,347.8	\$66.9	\$304.8	\$33.7	\$24.4	\$13.6	\$2,459.8	30.9%
<b>Suburban DC</b>										
Montgomery	142.2	178.0	735.7	9.4	186.8	14.6	5.7	19.3	1,291.7	16.2%
Prince George's	101.8	289.4	257.0	0.8	179.4	7.0	-	0.9	836.3	10.5%
Fairfax	177.3	46.3	413.3	-	136.5	22.9	8.0	7.8	812.1	10.2%
Loudoun	53.9	37.8	238.9	-	93.7	6.9	1.1	1.9	434.2	5.4%
Alexandria	50.3	29.3	211.5	-	35.1	-	1.3	0.8	328.3	4.1%
Prince William	5.7	20.8	159.0	23.6	49.9	-	-	0.5	259.5	3.3%
Arlington	23.4	0.3	88.4	-	5.6	-	1.4	2.3	121.4	1.5%
Frederick	5.1	1.7	50.6	-	-	-	0.5	0.4	58.3	0.7%
Suburban Washington	559.7	603.6	2,154.4	33.8	687.0	51.4	18.0	33.9	4,141.8	52.0%
<b>Other Maryland</b>										
Anne Arundel	5.1	24.7	97.2	-	32.4	2.5	-	0.5	162.4	2.0%
Baltimore	11.6	40.8	30.0	-	29.7	-	-	-	112.1	1.4%
Eastern Shore	7.8	6.2	51.1	-	3.2	-	1.0	0.9	70.2	0.9%
Howard	7.7	1.4	27.3	-	-	-	1.3	0.8	38.5	0.5%
Charles	0.4	20.6	5.3	-	-	-	-	0.2	26.5	0.3%
Other MD	0.6	5.3	16.6	-	-	-	0.1	0.5	23.1	0.3%
Other Maryland	33.2	99.0	227.5	-	65.3	2.5	2.4	2.9	432.8	5.4%
<b>Other Virginia</b>										
Fauquier	-	-	9.3	-	-	-	-	-	9.3	0.1%
Other VA	43.8	38.2	289.6	-	13.1	-	0.3	0.1	385.1	4.8%
Other Virginia	43.8	38.2	298.9	-	13.1	-	0.3	0.1	394.4	4.9%
<b>Other USA</b>	183.6	201.3	126.5	-	10.6	6.2	12.1	1.2	541.5	6.8%
<b>Total</b>	\$1,154.8	\$1,276.2	\$4,155.1	\$100.7	\$1,080.8	\$93.8	\$57.2	\$51.7	\$7,970.3	100.0%
<b>% of Total</b>	14.5%	16.0%	52.1%	1.3%	13.6%	1.2%	0.7%	0.6%	100.0%	

Note: Loan metrics not inclusive of deferrals, fees and other adjustments. Data as of September 30, 2024.

# Loan Portfolio – Income Producing CRE

<i>\$ in millions</i>										
Location	Hotel/ Motel	Industrial	Mixed Use	Multi- family	Office	Retail	Single/1- 4 Family & Res. Condo	Other	TOTAL	% of Total Loans
<b>Washington DC</b>	\$136.9	\$0.9	\$259.9	\$394.3	\$217.2	\$72.6	\$93.1	\$172.9	\$1,347.8	16.9%
<b>Suburban Washington</b>										
Montgomery	-	22.4	39.8	219.3	285.8	12.6	3.6	152.2	735.7	9.2%
Prince George's	80.5	54.4	5.6	5.0	37.6	42.9	1.0	29.9	257.0	3.2%
Fairfax	-	2.9	1.0	49.1	163.0	45.3	6.9	145.0	413.3	5.2%
Loudoun	-	13.6	3.6	-	15.3	3.1	2.6	200.7	238.9	3.0%
Alexandria	13.8	-	49.9	66.7	30.4	14.8	2.8	33.0	211.5	2.7%
Prince William	-	2.9	-	4.3	1.1	8.4	0.5	141.9	159.0	2.0%
Arlington	46.4	-	-	-	40.7	-	1.3	-	88.4	1.1%
Frederick	-	1.9	0.5	-	5.4	38.1	2.9	1.9	50.6	0.6%
Suburban Washington	140.7	98.1	100.4	344.5	579.3	165.2	21.7	704.8	2,154.6	27.0%
<b>Other Maryland</b>										
Anne Arundel	32.9	-	-	-	1.7	50.6	-	12.0	97.2	1.2%
Baltimore	14.2	-	0.4	0.3	-	4.8	1.3	8.9	30.0	0.4%
Eastern Shore	35.7	13.0	-	-	-	-	-	2.4	51.1	0.6%
Howard	-	6.0	-	-	2.6	5.2	1.7	11.8	27.3	0.3%
Charles	-	5.3	-	-	-	-	-	-	5.3	0.1%
Other MD	-	16.2	-	-	-	0.4	-	-	16.6	0.2%
Other Maryland	82.8	40.5	0.4	0.3	4.3	61.0	3.0	35.1	227.4	2.9%
<b>Other Virginia</b>										
Fauquier	-	-	-	-	6.5	-	-	2.8	9.3	0.1%
Other VA	-	11.9	25.7	83.9	56.7	95.3	6.5	9.6	289.6	3.6%
Other Virginia	-	11.9	25.7	83.9	63.2	95.3	6.5	12.4	298.9	3.7%
<b>Other USA</b>	21.6	-	5.0	48.0	-	1.5	1.2	49.1	126.5	1.6%
<b>Total</b>	\$382.0	\$151.3	\$391.3	\$871.1	\$864.0	\$395.6	\$125.5	\$974.3	\$4,155.1	52.1%
<b>% of Total</b>	4.8%	1.9%	4.9%	10.9%	10.8%	5.0%	1.6%	12.2%	52.1%	

Note: Loan metrics not inclusive of deferrals, fees and other adjustments. Data as of September 30, 2024.

# Loan Portfolio – CRE Construction

<i>\$ in millions</i>										
Location	Single & 1-4 Family	Multi family	Office	Hotel/Motel	Mixed Use	Retail	Residential Condo	Other	TOTAL	% of Total Loans
<b>Washington DC</b>	\$8.1	\$207.6	\$3.6	-	\$27.9	-	\$6.1	\$52.8	\$306.2	3.8%
<b>Suburban Washington</b>										
Montgomery	12.0	155.9	-	-	-	-	-	18.8	186.8	2.3%
Prince George's	2.2	149.3	-	-	27.9	-	-	-	179.4	2.3%
Fairfax	13.4	41.2	-	28.3	51.7	2.0	-	-	136.5	1.7%
Loudoun	9.5	-	-	-	2.3	-	6.8	75.1	93.7	1.2%
Alexandria	0.6	-	-	2.6	4.5	-	26.4	1.0	35.1	0.4%
Prince William	-	-	-	-	-	-	-	49.9	49.9	0.6%
Arlington	5.6	-	-	-	-	-	-	-	5.6	0.1%
Frederick	-	-	-	-	-	-	-	-	-	0.0%
	43.3	346.4	-	30.8	86.5	2.0	33.2	144.7	686.9	8.6%
<b>Other Maryland</b>										
Anne Arundel	-	-	-	-	-	-	8.4	24.0	32.4	0.4%
Baltimore	-	-	-	-	29.7	-	-	-	29.7	0.4%
Eastern Shore	-	-	-	-	-	-	-	3.2	3.2	0.0%
Howard	-	-	-	-	-	-	-	-	-	0.0%
Charles	-	-	-	-	-	-	-	-	-	0.0%
Other MD	-	-	-	-	-	-	-	-	-	0.0%
Other Maryland	-	-	-	-	29.7	-	8.4	27.2	65.3	0.8%
<b>Other Virginia</b>										0.0%
Fauquier	-	-	-	-	-	-	-	-	-	0.0%
Other VA	-	13.1	-	-	-	-	-	-	13.1	0.2%
Other Virginia	-	13.1	-	-	-	-	-	-	13.1	0.2%
<b>Other USA</b>	5.2	-	-	-	-	-	-	5.3	10.6	0.1%
<b>Total</b>	\$56.6	\$567.1	\$3.6	\$30.8	\$144.2	\$2.0	\$47.7	\$230.1	\$1,082.0	13.6%
<b>% of Total</b>	0.7%	7.1%	0.0%	0.4%	1.8%	0.0%	0.6%	2.9%	13.6%	
Renovation	\$4.1	\$35.4	\$0.0	\$2.6	\$50.1	\$0.0	\$0.0	\$25.3	\$117.4	
Ground-Up	52.5	531.7	3.6	28.3	94.1	2.0	47.7	204.8	964.6	

Note: Loan metrics not inclusive of deferrals, fees and other adjustments. Data as of September 30, 2024

# Non-GAAP Reconciliation (unaudited)

\$ in thousands, except per share data	As of Period End				
	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3
<b><u>Tangible common equity</u></b>					
Common shareholders' equity	\$1,215,884	\$1,274,283	\$1,259,413	\$1,169,459	\$1,225,424
Less: Intangible assets	(105,239)	(104,925)	(104,611)	(129)	(21)
<b>Tangible common equity</b>	<b>\$1,110,645</b>	<b>\$1,169,358</b>	<b>\$1,154,802</b>	<b>\$1,169,330</b>	<b>\$1,225,403</b>
Reverse: Accumulated other comprehensive income ("AOCI") (gain)/loss	\$211,505	\$162,357	\$165,768	\$160,843	\$124,177
<b>Tangible common equity, excl. AOCI</b>	<b>\$1,322,150</b>	<b>\$1,331,715</b>	<b>\$1,320,570</b>	<b>\$1,330,173</b>	<b>\$1,349,580</b>
<b><u>Tangible common equity ratio</u></b>					
Total assets	\$11,164,214	\$11,664,538	\$11,612,648	\$11,302,023	\$11,285,052
Less: Intangible assets	(105,239)	(104,925)	(104,611)	(129)	(21)
<b>Tangible assets</b>	<b>\$11,058,975</b>	<b>\$11,559,613</b>	<b>\$11,508,037</b>	<b>\$11,301,894</b>	<b>\$11,285,031</b>
<b>Tangible common equity ratio</b>	<b>10.04%</b>	<b>10.12%</b>	<b>10.03%</b>	<b>10.35%</b>	<b>10.86%</b>
<b><u>Per Share Calculations</u></b>					
Book value	\$40.64	\$42.58	\$41.72	\$38.75	\$40.61
Less: Intangible book value	(3.52)	(3.50)	(3.46)	(0.01)	-
<b>Tangible book value</b>	<b>\$37.12</b>	<b>\$39.08</b>	<b>\$38.26</b>	<b>\$38.74</b>	<b>\$40.61</b>
Book value per common share	\$40.64	\$42.58	\$41.72	\$38.75	\$40.61
Reverse: AOCI (gain)/loss	7.07	5.42	5.49	5.33	4.12
<b>Adjusted book value excluding AOCI</b>	<b>\$47.71</b>	<b>\$48.00</b>	<b>\$47.21</b>	<b>\$44.08</b>	<b>\$44.73</b>
Tangible book value per share	\$37.12	\$39.08	\$38.26	\$38.74	\$40.61
Reverse: AOCI (gain)/loss	7.07	\$5.42	\$5.49	\$5.33	\$4.12
<b>Tangible book value excluding AOCI</b>	<b>\$44.19</b>	<b>\$44.50</b>	<b>\$43.75</b>	<b>\$44.07</b>	<b>\$44.73</b>
<b>Shares outstanding</b>	29,917,982	\$ 29,925,612	\$ 30,185,732	\$ 30,180,482	\$ 30,173,200

# Non-GAAP Reconciliation (unaudited)

\$ in thousands	For the Quarter				
	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3
<b>Average tangible common equity</b>					
Average common shareholders equity	\$1,235,162	\$1,238,763	\$1,289,656	\$1,263,637	\$1,201,477
Less: Intangible assets	(104,639)	(105,032)	(104,718)	(99,827)	-
<b>Average tangible common equity</b>	<b>\$1,130,523</b>	<b>\$1,133,731</b>	<b>\$1,184,938</b>	<b>\$1,163,810</b>	<b>\$1,201,477</b>
<b>Return on avg. tangible common equity</b>					
Net Income	\$27,383	\$20,225	-\$338	-\$83,802	\$21,815
Average tangible common equity	\$1,130,523	\$1,133,731	\$1,184,938	\$1,163,810	\$1,201,477
<b>Return on avg. tangible common equity</b>	<b>9.61%</b>	<b>7.08%</b>	<b>-0.11%</b>	<b>-28.96%</b>	<b>7.22%</b>
<b>Operating return on avg. tangible common equity</b>					
Net Income	\$27,383	\$20,225	-\$338	-\$83,802	\$21,815
Add back of goodwill impairment	\$0	\$0	\$0	\$104,168	\$0
<b>Operating net income</b>	<b>\$27,383</b>	<b>\$20,225</b>	<b>-\$338</b>	<b>\$20,366</b>	<b>\$21,815</b>
Average tangible common equity	\$1,130,523	\$1,133,731	\$1,184,938	\$1,163,810	\$1,201,477
<b>Operating return on avg. tangible common equity</b>	<b>9.61%</b>	<b>7.08%</b>	<b>-0.11%</b>	<b>7.04%</b>	<b>7.22%</b>
<b>Return on avg. common equity</b>					
Net Income	\$27,383	\$20,225	-\$338	-\$83,802	\$21,815
Average common shareholders equity	\$1,235,162	\$1,238,763	\$1,289,656	\$1,263,637	\$1,201,477
<b>Return on avg. common equity</b>	<b>8.80%</b>	<b>6.48%</b>	<b>-0.11%</b>	<b>-26.60%</b>	<b>7.20%</b>
<b>Operating return on avg. common equity</b>					
Net Income	\$27,383	\$20,225	-\$338	-\$83,802	\$21,815
Add back of goodwill impairment	\$0	\$0	\$0	\$104,168	\$0
<b>Operating net income</b>	<b>\$27,383</b>	<b>\$20,225</b>	<b>-\$338</b>	<b>\$20,366</b>	<b>\$21,815</b>
<b>Operating return on avg. common equity</b>	<b>8.80%</b>	<b>6.48%</b>	<b>-0.11%</b>	<b>6.46%</b>	<b>7.22%</b>

# Non-GAAP Reconciliation (unaudited)

\$ in thousands	For the Quarter				
	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3
<b>Efficiency Ratio</b>					
Net interest income	\$70,719	\$72,992	\$74,698	\$71,353	\$71,843
Noninterest income	6,347	2,894	3,589	5,332	6,951
Operating Revenue	<u>\$77,066</u>	<u>\$75,886</u>	<u>\$78,287</u>	<u>\$76,685</u>	<u>\$78,794</u>
Noninterest Expense	<u>\$37,633</u>	<u>\$37,098</u>	<u>\$39,997</u>	<u>\$146,491</u>	<u>\$43,614</u>
Add back of goodwill impairment	\$0	\$0	\$0	(\$104,168)	\$0
Operating Noninterest expense	<u>\$37,633</u>	<u>\$37,098</u>	<u>\$39,997</u>	<u>\$42,323</u>	<u>\$43,614</u>
Efficiency Ratio	<u>48.8%</u>	<u>48.9%</u>	<u>51.1%</u>	<u>191.0%</u>	<u>55.4%</u>
Operating Efficiency ratio	<u>48.8%</u>	<u>48.9%</u>	<u>51.1%</u>	<u>55.2%</u>	<u>55.4%</u>

\$ in thousands	For the Quarter					Change
	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3	
<b>Total noninterest expense</b>						
FDIC insurance	\$3,342	\$4,444	\$6,412	\$5,917	\$7,399	\$1,482
Other noninterest expense	34,291	32,654	33,585	140,575	36,215	(104,360)
Noninterest expense	<u>\$37,633</u>	<u>\$37,098</u>	<u>\$39,997</u>	<u>\$146,492</u>	<u>\$43,614</u>	<u>(\$102,878)</u>
Noninterest expense	\$37,633	\$37,098	\$39,997	\$146,492	\$43,614	(\$102,878)
Add back of goodwill impairment	\$0	\$0	\$0	(\$104,168)	\$0	104,168
Operating Noninterest expense	<u>\$37,633</u>	<u>\$37,098</u>	<u>\$39,997</u>	<u>\$42,324</u>	<u>\$43,614</u>	<u>\$1,290</u>

## Current 2024 Outlook

\$ in millions	Low-End	High-End
Noninterest expense	\$264	\$274
Add back of goodwill impairment	(104)	(104)
Operating Noninterest expense	<u>\$160</u>	<u>\$170</u>

# Non-GAAP Reconciliation (unaudited)

\$ in thousands	For the Quarter				
	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3
<b>Pre-Provision Net Revenue</b>					
Net interest income	\$70,719	\$72,992	\$74,698	\$71,353	\$71,843
Non-interest income	6,347	2,894	3,589	5,332	6,951
Non-interest expense	(37,633)	(37,098)	(39,997)	(146,491)	(43,614)
Pre-Provision Net Revenue	39,433	38,788	38,290	(69,806)	35,180
Average assets	\$11,942,905	\$12,283,303	\$12,784,470	\$12,361,439	\$12,360,899
<b>PPNR to average assets (%)</b>	<b>1.31%</b>	<b>1.25%</b>	<b>1.20%</b>	<b>-2.27%</b>	<b>1.13%</b>
Pre-Provision Net Revenue	39,433	38,788	38,290	(69,806)	35,180
Add back of goodwill impairment	-	-	-	(104,168)	-
Operating Pre-Provision Net Revenue	39,433	38,788	38,290	34,362	35,180
<b>Operating PPNR to average assets (%)</b>	<b>1.31%</b>	<b>1.25%</b>	<b>1.20%</b>	<b>1.12%</b>	<b>1.13%</b>

\$ in thousands	For the Quarter				
	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3
<b>Net (loss) Income</b>	\$27,383	\$20,225	(\$338)	(\$83,802)	\$21,815
Add back of goodwill impairment	-	-	-	(104,168)	-
Operating Net Income	\$27,383	\$20,225	(\$338)	\$20,366	\$21,815

# Non-GAAP Reconciliation (unaudited)

Tangible common equity to tangible assets (the "tangible common equity ratio"), tangible book value per common share, tangible book value per common share excluding accumulated other comprehensive income ("AOCI"), and the return on average tangible common equity are non-GAAP financial measures derived from GAAP based amounts. The Company calculates the tangible common equity ratio by excluding the balance of intangible assets from common shareholders' equity and dividing by tangible assets. The Company calculates tangible book value per common share by dividing tangible common equity by common shares outstanding, as compared to book value per common share, which the Company calculates by dividing common shareholders' equity by common shares outstanding; to calculate the tangible book value per common share excluding the AOCI, tangible common equity is reduced by the loss on the AOCI before dividing by common shares outstanding. The Company calculates the annualized return on average tangible common equity ratio by dividing net income available to common shareholders by average tangible common equity which is calculated by excluding the average balance of intangible assets from the average common shareholders' equity. The Company calculates the annualized return on average common equity ratio by dividing net income available to common shareholders by average common equity. The Company considers this information important to shareholders as tangible equity is a measure that is consistent with the calculation of capital for bank regulatory purposes, which excludes intangible assets from the calculation of risk-based ratios and as such is useful for investors, regulators, management and others to evaluate capital adequacy and to compare against other financial institutions. The above table provides reconciliation of these financial measures defined by GAAP with non-GAAP financial measures.

Operating net (loss) income and is a non-GAAP financial measures derived from GAAP based amounts. The Company calculates operating net (loss) income by excluding from net (loss) income the one-time goodwill impairment of \$104.2 million. The Company considers this information important to shareholders because operating net (loss) income provides investors insight into how Company earnings changed exclusive of the impairment charge to allow investors to better compare the Company's performance against historical periods. The table above provides a reconciliation of operating net income (loss) to the nearest GAAP measure.

Operating return on average common equity and operating return on tangible common equity are non-GAAP financial measures derived from GAAP based amounts. The Company calculates the operating return on average common equity ratio by dividing operating net income available to common shareholders by average common equity. The Company calculates the operating return on average tangible common equity ratio by dividing operating net income available to common shareholders by average tangible common equity. The Company considers this information important to shareholders because operating return on average tangible common equity and operating return on average common equity provides investors insight into how Company earnings changed exclusive of the impairment charge to allow investors to better compare the Company's performance against historical periods. The table above provides a reconciliation of operating return on average tangible common equity and operating return on average common equity to the nearest GAAP measure.

Operating Efficiency ratio is a non-GAAP financial measure calculated by dividing operating non-interest expense by the sum of GAAP net interest income and GAAP non-interest (loss) income. Operating noninterest expense is a non-GAAP financial measure calculated by adding back goodwill impairment to GAAP noninterest expense. Management believes that reporting the non-GAAP efficiency ratio more closely measures its effectiveness of controlling operational activities. The table above shows the calculation of the operating efficiency ratio and operating noninterest expense from these GAAP measures.

Operating Pre-provision net revenue is a non-GAAP financial measure derived from GAAP based amounts. The Company calculates PPNR by subtracting noninterest expenses from the sum of net interest income and noninterest income. The Company calculates operating PPNR by excluding from PPNR the one-time goodwill impairment. Operating PPNR to Average Assets is calculated by dividing the operating PPNR amount by average assets to obtain a percentage. The Company considers this information important to shareholders because it illustrates revenue excluding the impact of provisions and reversals to the allowance for credit losses on loans. The table above provides a reconciliation of operating PPNR and operating PPNR to Average Assets to the nearest GAAP measure.