BSVN
Q4 and Year End 2021 EARNINGS RELEASE

January 28, 2022

## BSVN - Corporate Overview

- Positioned in dynamic markets, with a commercial banking emphasis that delivers services via a branch-lite model
- Experienced and talented bankers focused on high-touch personalized service
- Disciplined credit culture that adheres to a robust risk management framework resulting in excellent credit quality and a history of low loan losses
- Shareholder alignment due to $59.3 \%$ insider ownership
- Continued focus on organic growth in our geographic footprint, while pursuing strategic acquisitions
- Multiple year recipient of Raymond James Community Bankers Cup award recognizing top $10 \%$ of community banks across the U.S.

- Consistently ranked by S \& P Global Market Intelligence as one of the Top Performing Community Banks in the United States



## Full Year 2021 and Q4 Overview

- PPE $^{(1)}$ totaled $\$ 35.1$ million for the year, an increase of $\$ 3.9$ million or


## Full Year Double-Digit PPE Growth

 $12.34 \%$ compared to 2020, including non-recurring effects of our acquisition of Cornerstone Bank and the recent secondary offering- PPE to average assets is far greater than our peer group: $3.47 \%$ for BSVN vs. $1.49 \%$ peer average ${ }^{(3)}$
- Successfully completed the all-cash acquisition of Cornerstone Bank on December 9, 2021 ${ }^{(5)}$

Another Year of Strong Shareholder Returns

- TBV per share increased $\$ 1.24$ or $10.60 \%$, ending the year at $\$ 12.93$ per share. Excluding non-recurring items related to our acquisition and secondary offering, adjusted TBV per share would have increased \$2.26 or $19.30 \%$, ending the year at $\$ 13.95$
- EPS for the year of $\$ 2.56$, an increase of $\$ 0.51$, or $24.75 \%$. Adjusted EPS would have increased by $\$ 0.56$ per share or $27.35 \%$ ending the year at \$2.61


## Continued Strong Performance

|  |  | e Three | Ton | hs Ended | - | ber 31, |  |  |  |  | For the $Y$ |  | ded De | b |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2021 |  | 2021 |  | 2020 |  | hange | Change |  | 2021 |  | 2021 |  | 2020 |  | ange | Change |
|  |  |  |  | usted ${ }^{(2)}$ |  |  |  | Adju |  |  |  |  | usted ${ }^{(2)}$ |  |  |  | Adju |  |
| EPS | \$ | 0.63 | \$ | 0.68 | \$ | 0.52 | \$ | 0.16 | 30.8\% | \$ | 2.56 | \$ | 2.61 | \$ | 2.05 | \$ | 0.56 | 27.4\% |
| ROAA ${ }^{(4)}$ |  | 2.01\% |  | 2.33\% |  | 1.92\% |  | 0.41 | 21.1\% |  | 2.21\% |  | 2.30\% |  | 2.03\% |  | 0.27 | 13.4\% |
| ROAE ${ }^{(4)}$ |  | 18.15\% |  | 22.17\% |  | 17.91\% |  | 4.26 | 23.8\% |  | 19.79\% |  | 20.82\% |  | 18.82\% |  | 2.00 | 10.6\% |

[^0]
## 2021 Adjusted Financials



- Adjusted net income is provided to illustrate how Bank7 would have performed without two non-recurring events that occurred late in the year
- On December 9, 2021 we completed the acquisition of Cornerstone Bank. We benefitted from 23 days of net income from those new branches; however, we also incurred non-recurring costs associated with that purchase. The non-recurring costs exceeded the net income contributed from the new branches, therefore a net deduction ("net adjustment") was realized and added back to illustrate financial performance on a stand-alone basis
- Additionally, during the quarter, our largest shareholder sold approximately 1.1 million shares of stock pursuant to a registered secondary offering. The company incurred non-recurring costs associated with that offering, therefore we also added back those costs to illustrate our financial performance on a stand-alone basis

Dollars are in thousands
Adjusted data above is a Non GAAP measure. Financial data is as of or for the twelve months ended December 31 of each respective year.
(1) Acquisition and secondary offering expenses considered one-time extraordinary expenses related to the acquisition of Cornerstone Bank and the secondary offering. For more information on the acquisition, refer to Form 8-K filed December 10, 2021. For more information on the offering, refer to Prospectus filed December 10, 2021.
(2) Pro Forma YTD ROAA, ROATCE and efficiency ratio are non-GAAP financial measures, see Appendix for reconciliation to the most comparable GAAP measures for these metrics.
(3) Cornerstone pre-tax net income for the period December 9 - December 31, 2021.

## Reliable BSVN Performance



- Despite the challenging rate environment, we produced robust ROAA and ROATCE of 2.21\% and 20.1\% for 2021, respectively.
- Industry-leading efficiency ratio ${ }^{(1)}$


## Return on Average Tangible Common Equity ${ }^{(2)}{ }^{(3)}$

$\square$


Dollars are in millions
Financial data is as of or for the twelve months ended December 31, 2021
 Intelligence. See slide 13.
(2) Profitability metrics are tax-adjusted as if the Company were a C Corporation at the estimated tax rates for the respective periods.
(3) Pro Forma YTD ROAA, ROATCE and efficiency ratio are non-GAAP financial measures, see Appendix for reconciliation to the most comparable GAAP measures for these metrics.

## Robust and Consistent Organic Growth

- PPE grew $12.34 \%$ YoY - Our high level of PPE is achieved in part because of our strategy of having fewer, but better team members, who excel at providing services and solutions utilizing our technology and processes, delivered through our branchlite model
Leveraging Our Employee Base ${ }^{(1)}$


Total Assets



## Exceptional Book Value Appreciation

Tangible Book Value Per Share


## Net Interest Margin Strength

- Despite a challenging yield curve, low-yielding PPP loans, and excess liquidity, our net interest margin continues to show strength
- PPP loan fee income recognized during the quarter totaled $\$ 265,000$, with $\$ 269,000$ remaining to be recognized; PPP loan fees recognized during 2021 and 2020 totaled $\$ 2.31$ million and $\$ 1.36$ million, respectively.

Net Interest Margin


■ Net Interest Margin (excluding loan fee income) I」 Loan Fee Income Contribution

## Asset Quality

Energy Portfolio as a \% of Total Loans



Allowance for Loan Losses to Total Loans


- Pandemic related downturn continues to fade and management is confident that overall cycle NCOs will be within our expected range
- Even though we've seen a reduction in our energy loan portfolio, we remain active in the energy space
- Continued improvement in NPA levels after peaking in Q3 2020. Currently at $1.01 \%$ and concentrated $67 \%$ in a single credit
- Underwriting practices withstood the pandemic-induced economic stress with zero hospitality loans in the NPA bucket
- ALLL level remains acceptable as NPA levels have quickly reduced after peaking in 2020


## Energy Portfolio Potential Exposure

BAN/T.

[1] Liquid Guarantor: Includes any loan that is backed by a guarantor with liquidity that exceeds $50 \%$ of the outstanding balance of a secured loan
[2] Moderate Loss Risk: Includes borrowers that have been significantly impacted by lower prices, however collateral is useful in other industries (ex. Trucks, Cranes etc.) or collateral that is expected to maintain its value plus secondary support that is expected to reduce loss potential
[3] Elevated Loss Risk: Includes borrowers that were significantly impacted by lower prices where activity has not fully recovered and/or oilfield specific collateral and limited or no secondary support

## Hospitality Loan Portfolio Detail



- Blue collar portfolio that is well-protected by the "cycle-down" effect of a recession
- Loans personally guaranteed by experienced owner/operators with decades of history that spans multiple recessions
- Geographically concentrated in TX (83\%) and other markets with few remaining COVID restrictions
- Diversified lending to many reputable brands serving mostly low to moderate price points
- Buy, sell, and refinance activity has returned to the hospitality segment with 1 portfolio property sale and 1 refinance which paid off during Q4 2021


## Hospitality Loan Portfolio Detail

| Metro | $\#$ | Balance |  | Commitment |  |
| :--- | :---: | :---: | :---: | :---: | ---: |
| Dallas / Ft. Worth Metro Area | 27 | $\$ 138.72$ | $69.52 \%$ | $\$ 173.25$ | $71.81 \%$ |
| Other Texas Metros | 8 | 27.57 | $13.82 \%$ | 27.57 | $11.43 \%$ |
| Other | 9 | 33.25 | $16.66 \%$ | 40.42 | $16.76 \%$ |
| Total | 44 | $\$ 199.54$ | $\mathbf{1 0 0 . 0 0 \%}$ | $\mathbf{\$ 2 4 1 . 2 4}$ | $\mathbf{1 0 0 . 0 0 \%}$ |

- Significant rebound in revenue throughout Texas with Q2 and Q3 2021 hospitality revenue exceeding Q2 and Q3 2019(1)
- Concentrated primarily in "Drive-To" markets in the Dallas/Fort Worth metropolitan area
- No exposure to towns or cities that are heavily dependent on the energy space, or that are "gateway" cities that depend on airline traffic
- Consistent underwriting fundamentals with disciplined equity requirements, debt coverage ratio requirements, personal recourse, and rapid amortization

| Loan Type | Hotels | Outstanding Balance | Portfolio Metrics - 44 Operating Properties |  |
| :---: | :---: | :---: | :---: | :---: |
| Operating | 35 | \$164.29 | Average Loan Size | \$4.12 |
| Construction | 9 | 35.25 | Average Loan to Value | 61\% |
|  |  |  | Average Remaining Amortization | 15.2 Years |

## Earnings-driven Capital Shock-absorption BAN//.

Earnings-driven cushion far exceeds regulatory capital minimums as illustrated over a two-year period, consistent with DFAST parameters(1)

|  | Regulatory <br> Minimum <br> Target Ratios | 2021 <br> Capital <br> Ratios | Excess Capital to <br> Target Ratio <br> Expressed in $\%^{(2)}$ | Excess Capital to <br> Target Ratio <br> Expressed in $\$^{(3)}$ | Add: PPE <br> Cushion | Total Shock Absorption <br> Ability Prior to Hitting <br> Reg Minimums |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tier 1 Leverage | $5 \%$ | $10.46 \%$ | $109.23 \%$ | $\$ 61,411$ | + | $\$ 70,178$ | $=$ |
| CET1 | $7 \%$ | $11.53 \%$ | $64.71 \%$ | $\$ 46,213$ | + | $\$ 70,178$ | $=$ |
| Tier 1 Risk Based Capital | $8.5 \%$ | $12.54 \%$ | $47.54 \%$ | $\$ 41,225$ | + | $\$ 70,178$ | $=$ |
| Total Risk Based Capital | $10.5 \%$ | $12.54 \%$ | $19.44 \%$ | $\$ 20,820$ | + | $\$ 70,178$ | $=$ |

Dollars are in millions
The above assumes no cash dividends and is simply an illustration and should not be considered a projection or forward-looking guidance of any kind.
(1) DFAST = Dodd-Frank Act Stress Test.
(2) Excess capital to target ratio expressed in \% is the difference between the actual ratio and regulatory minimum divided by the regulatory minimum.

(4) Trailing twelve months PPE of $\$ 35.1$ million extrapolated over two years.

## Peer Analysis : PPE to Average Assets



## Income Statement as a Percentage of Average Assets

|  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  | YTD Q3 $2021{ }^{(3)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Peer Group |  | Peer Group |  | Peer Group |  | Peer Group |  | Peer Group |  | Peer Group |  |
|  | Median ${ }^{(1)}$ | BSVN | Median ${ }^{(1)}$ | BSVN | Median ${ }^{(1)}$ | BSVN | Median ${ }^{(1)}$ | BSVN ${ }^{(2)}$ | Median ${ }^{(1)}$ | BSVN | Median ${ }^{(1)}$ | BSVN |
| Net Interest Income | 3.28\% | 5.07\% | 3.32\% | 5.79\% | 3.47\% | 5.38\% | 3.38\% | 5.28\% | 3.16\% | 4.97\% | 3.04\% | 5.13\% |
| Non-Interest Income | 0.75\% | 0.28\% | 0.72\% | 0.22\% | 0.68\% | 0.18\% | 0.67\% | 0.16\% | 0.72\% | 0.18\% | 0.69\% | 0.19\% |
| Non-Interest Expense | 2.86\% | 2.23\% | 2.79\% | 2.21\% | 2.80\% | 2.03\% | 2.69\% | 2.08\% | 2.53\% | 1.85\% | 2.34\% | 1.86\% |
| PPE | 1.30\% | 3.12\% | 1.39\% | 3.80\% | 1.46\% | 3.53\% | 1.44\% | 3.36\% | 1.50\% | 3.29\% | 1.49\% | 3.47\% |
| Provision Expense | 0.11\% | 0.26\% | 0.10\% | 0.19\% | 0.11\% | 0.03\% | 0.08\% | 0.00\% | 0.32\% | 0.56\% | 0.01\% | 0.43\% |
| Net Income | 0.85\% | 1.78\% | 0.74\% | 2.17\% | 1.04\% | 2.75\% | 1.08\% | 2.51\% | 0.95\% | 2.03\% | 1.16\% | 2.29\% |
| ROATCE | 9.04\% | 21.73\% | 7.92\% | 23.31\% | 10.90\% | 26.40\% | 10.89\% | 20.92\% | 10.47\% | 19.14\% | 13.59\% | 20.80\% |
| Net Interest Margin | 3.59\% | 5.16\% | 3.64\% | 5.87\% | 3.73\% | 5.49\% | 3.65\% | 5.35\% | 3.38\% | 5.01\% | 3.29\% | 5.18\% |
| Efficiency Ratio | 66.81\% | 42.31\% | 65.76\% | 37.24\% | 64.35\% | 37.04\% | 63.96\% | 38.26\% | 62.16\% | 36.03\% | 61.23\% | 34.84\% |

(2) Excludes one-time, non-cash executive stock transfer compensation expense of $\$ 11.8$ million.
(3) As of Q3 2021, the latest data available.

## Core Deposits ${ }^{(1)}$

- Deposits totaled $\$ 1.2$ billion as of December 31, 2021, of which $\$ 248.4$ million were acquired from Cornerstone
- Core deposits represented $\$ 1.16$ billion of total deposits as of December 31, 2021 compared to $\$ 831.0$ million as of December 31, 2020
- Total core deposit growth YoY was $\$ 324.2$ million, or $39.01 \%$

Deposit Composition as of December 31, 2021


Historical Deposit Growth

| Compound Annual Growth Rate $=18.1 \%$ |  |  |  | \$1,217.5 |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$905.5 |  |
| \$625.8 | \$675.9 | \$757.5 |  | 61.3\% |
|  | 70.2\% | 71.1\% | 72.8\% |  |
| 26.5\% | 29.8\% | 28.9\% | 27.2\% | 38.7\% |
| 2017 | 2018 | 2019 | 2020 | 2021 |

Appendix

## Bank7 Corp. Financials

| (Dollars in thousands, except per share data) | For the Three Months Ended December 31, |  |  |  | For the Year Ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  | 2021 |  | 2020 |  | 2019 |  | 2019 |  | 2018 |  |
|  |  |  |  |  |  |  |  |  |  |  |  | o Forma ${ }^{(3)}$ |  |  |
| Income Statement Data: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total interest income | \$ | 14,657 | \$ | 13,324 | \$ | 56,289 | \$ | 53,314 | \$ | 51,709 |  |  | \$ | 46,800 |
| Total interest expense |  | 677 |  | 1,125 |  | 3,053 |  | 6,153 |  | 9,516 |  |  |  | 7,169 |
| Provision for loan losses |  | 850 |  | 2,050 |  | 4,175 |  | 5,350 |  | - |  |  |  | 200 |
| Total noninterest income |  | 757 |  | 700 |  | 2,250 |  | 1,665 |  | 1,308 |  |  |  | 1,331 |
| Total noninterest expense |  | 6,199 |  | 4,532 |  | 20,397 |  | 17,592 |  | 28,432 | \$ | 16,636 |  | 14,965 |
| Provision for income taxes |  | 2,002 |  | 1,578 |  | 7,755 |  | 6,618 |  | 6,844 |  | 6,836 |  | 797 |
| Pre-tax net income |  | 7,688 |  | 6,317 |  | 30,914 |  | 25,884 |  | 15,069 |  | 26,866 |  | 25,797 |
| Net income-C Corp |  | 5,686 |  | 4,739 |  | 23,159 |  | 19,266 |  | 8,225 |  | 20,030 |  | 20,077 |
| Balance Sheet Data: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 208,089 | \$ | 170,313 | \$ | 208,089 | \$ | 170,313 | \$ | 147,275 |  |  | \$ | 159,849 |
| Securities available for sale, at fair value |  | 84,808 |  | - |  | 84,808 |  | - |  | - |  |  |  | - |
| Total loans |  | 1,028,401 |  | 836,613 |  | 1,028,401 |  | 836,613 |  | 707,304 |  |  |  | 599,910 |
| Allowance for loan losses |  | 10,316 |  | 9,639 |  | 10,316 |  | 9,639 |  | 7,846 |  |  |  | 7,832 |
| Total assets |  | 1,349,886 |  | 1,016,669 |  | 1,349,886 |  | 1,016,669 |  | 866,392 |  |  |  | 770,511 |
| Interest-bearing deposits |  | 745,928 |  | 658,945 |  | 745,928 |  | 658,945 |  | 538,262 |  |  |  | 474,744 |
| Noninterest-bearing deposits |  | 471,543 |  | 246,569 |  | 471,543 |  | 246,569 |  | 219,221 |  |  |  | 201,159 |
| Total deposits |  | 1,217,471 |  | 905,514 |  | 1,217,471 |  | 905,514 |  | 757,483 |  |  |  | 675,903 |
| Total shareholders' equity |  | 127,408 |  | 107,319 |  | 127,408 |  | 107,319 |  | 100,126 |  |  |  | 88,466 |
| Share and Per Share Data: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share (basic) ${ }^{(1)}$ |  | 0.63 |  | 0.52 | \$ | 2.56 | \$ | 2.05 | \$ | 0.81 | \$ | 1.96 | \$ | 2.48 |
| Earnings per share (diluted) ${ }^{(1)}$ |  | 0.62 |  | 0.52 |  | 2.55 |  | 2.05 |  | 0.81 |  | 1.96 |  | 2.44 |
| Dividends per share |  | 0.12 |  | 0.11 |  | 0.45 |  | 0.42 |  | 0.60 |  |  |  | 0.84 |
| Book value per share |  | 14.04 |  | 11.87 |  | 14.04 |  | 11.87 |  | 9.96 |  |  |  | 8.68 |
| Tangible book value per share ${ }^{(2)}$ |  | 12.93 |  | 11.69 |  | 12.93 |  | 11.69 |  | 9.78 |  |  |  | 8.49 |
| Weighted average common shares outstanding-basic |  | 9,070,967 |  | 9,066,737 |  | 9,056,117 |  | 9,378,769 |  | 10,145,032 |  | 10,192,930 |  | 8,105,856 |
| Weighted average common shares outstanding-diluted |  | 9,162,124 |  | 9,068,161 |  | 9,091,536 |  | 9,379,154 |  | 10,147,311 |  | 10,195,209 |  | 8,238,753 |
| Shares outstanding at end of period |  | 9,071,417 |  | 9,044,765 |  | 9,071,417 |  | 9,044,765 |  | 10,057,506 |  | 10,206,931 |  | 0,187,500 |

(1) Net income and earnings per share are tax-adjusted as if the Company were a C Corporation at the estimated tax rates for the respective periods. EPS calculation is based on diluted shares. Combined federal and state effective tax rates for the twelve months ended December 31, 2020 and 2021 of $25.6 \%$ and $25.1 \%$, respectively.
(2) Represents a non-GAAP financial measure. See non-GAAP reconciliations table for reconciliation to most comparable GAAP measure for this metric.
(3) All pro forma amounts relate to the one-time, non-cash executive stock transfer which occurred in September 2019. These amounts remove the compensation and related tax impact from net income. See detail and reconciliation on slide 20 of this presentation.

## Bank7 Corp. Performance Ratios

| Performance Ratios: | For the Year Ended December 31, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 | 2020 | 2019 | 2019 | 2018 | 2017 |
|  |  |  |  | Forma ${ }^{(5)}$ |  |  |
| Return on average: |  |  |  |  |  |  |
| Assets ${ }^{(1)}$ | 2.21\% | 2.03\% | 1.03\% | 2.51\% | 2.75\% | 2.17\% |
| Tangible common equity ${ }^{(1)}$ | 20.13 | 19.14 | 8.61 | 20.92 | 26.40 | 23.31 |
| Shareholders' equity ${ }^{(1)}$ | 19.79 | 18.82 | 8.44 | 20.53 | 25.69 | 22.47 |
| Yield on earnings assets | 5.42 | 5.67 | 6.55 |  | 6.48 | 6.60 |
| Yield on loans | 6.16 | 6.37 | 7.58 |  | 7.58 | 7.69 |
| Yield on loans excluding fees | 5.30 | 5.76 | 6.88 |  | 6.71 | 6.14 |
| Cost of funds | 1.06 | 0.73 | 1.37 |  | 1.11 | 0.80 |
| Cost of int bearing deposits | 0.48 | 1.05 | 1.89 |  | 1.52 | 1.35 |
| Cost of total deposits | 0.33 | 0.73 | 1.37 |  | 1.08 | 0.77 |
| Net interest margin | 5.12 | 5.01 | 5.35 |  | 5.49 | 5.87 |
| Net interest margin excluding loan fees | 4.38 | 4.48 | 4.78 |  | 4.78 | 4.59 |
| Noninterest expense to average assets | 1.95 | 1.85 | 3.56 | 2.08 | 2.05 | 2.21 |
| Efficiency ratio ${ }^{(2)}$ | 36.76 | 36.03 | 65.36 | 38.26 | 37.04 | 37.24 |
| Loan to deposit ratio | 84.47 | 92.39 | 93.38 |  | 88.76 | 89.96 |
| Liquidity ratio | 28.42 | 25.48 | 19.22 |  | 23.44 | 20.53 |
| Credit Quality Ratios: |  |  |  |  |  |  |
| Nonperforming assets to total assets | 0.77\% | 1.63\% | 0.38\% |  | 0.35\% | 0.28\% |
| Nonperforming assets to total loans and OREO | 1.01 | 1.98 | 0.47 |  | 0.45 | 0.35 |
| Nonperforming loans to total loans | 1.01 | 1.98 | 0.47 |  | 0.43 | 0.34 |
| Allowance for loan losses to nonperforming loans | 99.37 | 58.29 | 235.47 |  | 299.50 | 404.55 |
| Allowance for loan losses to total loans | 1.00 | 1.15 | 1.11 |  | 1.31 | 1.36 |
| Net charge-offs to average loans | 0.387 | 0.432 | (0.002) |  | 0.004 | 0.086 |
| Capital Ratios: |  |  |  |  |  |  |
| Total shareholders' equity to total assets | 9.44\% | 10.56\% | 11.56\% |  | 11.48\% | 9.83\% |
| Tangible equity to tangible assets ${ }^{(3)}$ | 8.75 | 10.42 | 11.37 |  | 11.25 | 9.55 |
| Tier 1 leverage ratio ${ }^{(4)}$ | 10.46 | 10.78 | 11.65 |  | 11.26 | 10.53 |
| Tier 1 risk-based capital ratio ${ }^{(4)}$ | 11.53 | 13.51 | 14.28 |  | 14.78 | 12.58 |
| Total risk-based capital ratio ${ }^{(4)}$ | 12.54 | 14.75 | 15.42 |  | 16.03 | 13.83 |

(1) Return on average assets and shareholders' equity are tax-adjusted as if the Company were a C Corporation at the estimated tax rates for the respective periods.
(2) Efficiency ratio is calculated by dividing noninterest expense by the sum of net interest income on a tax equivalent basis and noninterest income.
(3) Represents a non-GAAP financial measure, see non-GAAP reconciliations table for reconciliation to the most comparable GAAP measure for this metric.
(4) Ratios are based on Bank level financial information rather than consolidated information. At December 31, 2021, Tier 1 leverage ratio, Tier 1 risk based capital ratio, and total riskbased capital ratios were $10.46 \%, 11.53 \%$, and $12.54 \%$ respectively for the Company.
(5) All pro forma amounts relate to the one-time, non-cash executive stock transfer which occurred in September 2019. These amounts remove the compensation expense and related tax impact from net income. See detail and reconciliation on slide 20 of this presentation.

## Non-GAAP Reconciliations

|  | For the Three Months Ended December 31, |  |  |  | For the Year Ended December 31, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  | 2021 |  | 2020 |  | 2019 |  | 2018 |  | 2017 |  |
| (Dollars in thousands, except per share data) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total shareholders equity | \$ | 127,408 | \$ | 107,319 | \$ | 127,408 | \$ | 107,319 | \$ | 100,126 | \$ | 88,466 | \$ | 69,176 |
| Goodwill and other intangibles |  | $(10,122)$ |  | $(1,583)$ |  | $(10,122)$ |  | $(1,583)$ |  | $(1,789)$ |  | $(1,995)$ |  | $(2,201)$ |
| Tangible shareholders' equity |  | 117,286 |  | 105,736 |  | 117,286 |  | 105,736 |  | 98,337 |  | 86,471 |  | 66,975 |
| Tangible assets |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ | 1,349,886 | \$ | 1,016,669 | \$ | 1,349,886 |  | 1,016,669 | \$ | 866,392 | \$ | 770,511 | \$ | 703,594 |
| Less: goodwill and other Intangibles |  | $(10,122)$ |  | $(1,583)$ |  | $(10,122)$ |  | $(1,583)$ |  | $(1,789)$ |  | $(1,995)$ |  | $(2,201)$ |
| Tangible assets |  | 1,339,764 |  | 1,015,086 |  | 1,339,764 |  | 1,015,086 |  | 864,603 |  | 768,516 |  | 701,393 |
| Average tangible common equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average shareholders equity | \$ | 124,316 | \$ | 105,283 | \$ | 117,053 | \$ | 102,359 | \$ | 97,431 | \$ | 78,148 | \$ | 63,558 |
| Less: average goodwill and other Intangibles |  | $(3,567)$ |  | $(1,608)$ |  | $(2,030)$ |  | $(1,684)$ |  | $(1,893)$ |  | $(2,087)$ |  | $(2,304)$ |
| Average tangible common equity |  | 120,749 |  | 103,675 |  | 115,023 |  | 100,675 |  | 95,538 |  | 76,061 |  | 61,254 |
| End of period common shares outstanding |  | 9,071,417 |  | 9,044,765 |  | 9,071,417 |  | 9,044,765 |  | 0,057,506 |  | ,187,500 |  | 7,287,500 |
| Book value per share |  | 14.04 |  | 11.87 |  | 14.04 |  | 11.87 |  | 9.96 |  | 8.68 |  | 9.49 |
| Tangible book value per share |  | 12.93 |  | 11.69 |  | 12.93 |  | 11.69 |  | 9.78 |  | 8.49 |  | 9.19 |
| Total shareholders' equity to total assets |  | 9.44\% |  | 10.56\% |  | 9.44\% |  | 10.56\% |  | 11.56\% |  | 11.48\% |  | 9.83\% |
| Tangible shareholders' equity to tangible assets |  | 8.75\% |  | 10.42\% |  | 8.75\% |  | 10.42\% |  | 11.37\% |  | 11.25\% |  | 9.55\% |
| Loan interest income (excluding loan fees): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loan interest income, including fees | \$ | 14,391 | \$ | 13,182 | \$ | 55,768 | \$ | 52,450 | \$ | 48,200 | \$ | 44,279 | \$ | 41,450 |
| Loan fee income |  | $(1,633)$ |  | $(1,066)$ |  | $(7,787)$ |  | $(5,035)$ |  | $(4,443)$ |  | $(5,121)$ |  | $(8,331)$ |
| Loan interest income excluding loan fees |  | 12,758 |  | 12,116 |  | 47,981 |  | 47,415 |  | 43,757 |  | 39,158 |  | 33,119 |
| Average total loans | \$ | 959,243 | \$ | 871,163 | \$ | 905,804 | \$ | 823,228 | \$ | 636,274 | \$ | 583,821 | \$ | 539,302 |
| Yield on loans |  | 5.95\% |  | 6.02\% |  | 6.16\% |  | 6.37\% |  | 7.58\% |  | 7.58\% |  | 7.69\% |
| Yield on loans (excluding loan fee income) |  | 5.28\% |  | 5.53\% |  | 5.30\% |  | 5.76\% |  | 6.88\% |  | 6.71\% |  | 6.14\% |
| Net interest margin (excluding loan fees): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 13,980 | \$ | 12,199 | \$ | 53,236 | \$ | 47,161 | \$ | 42,193 | \$ | 39,631 | \$ | 38,131 |
| Loan fee income |  | $(1,633)$ |  | $(1,066)$ |  | $(7,787)$ |  | $(5,035)$ |  | $(4,443)$ |  | $(5,121)$ |  | $(8,331)$ |
| Net interest income excluding loan fees |  | 12,347 |  | 11,133 |  | 45,449 |  | 42,126 |  | 37,750 |  | 34,510 |  | 29,800 |
| Average earning assets | \$ | 1,112,780 | \$ | 975,070 | \$ | 1,038,773 | \$ | 940,890 | \$ | 789,009 | \$ | 721,935 | \$ | 649,757 |
| Net interest margin |  | 4.98\% |  | 4.98\% |  | 5.12\% |  | 5.01\% |  | 5.35\% |  | 5.49\% |  | 5.87\% |
| Net interest margin (excluding loan fee income) |  | 4.40\% |  | 4.54\% |  | 4.38\% |  | 4.48\% |  | 4.78\% |  | 4.78\% |  | 4.59\% |

## Loan Portfolio Distribution

Gross Loan Portfolio Composition by Purpose Type


## 2019 Pro Forma Net Income Reconciliation EANV/.

- On September 5, 2019, our largest shareholders, the Haines Family Trusts, contributed approximately 6.5\% of their shares (656,925 shares) to the Company. Subsequently, the Company immediately issued those shares to certain executive officers, which was charged as compensation expense of $\$ 11.8$ million, including payroll taxes, through the income statement of the Company. Additionally, at the discretion of the employees receiving shares to assist in paying tax withholdings, 149,425 shares were withheld and subsequently canceled, resulting in a charge to retained earnings of $\$ 2.6$ million.

|  | For the Year Ended December 31, 2019 |  |
| :---: | :---: | :---: |
| (Dollars in thousands) |  |  |
| Pro Forma Net Income |  |  |
| Total Interest Income | \$ | 51,709 |
| Total Interest Expense |  | 9,516 |
| Net Interest Margin |  | 42,193 |
| Provision for Loan Losses | \$ | - |
| Noninterest Income | \$ | 1,308 |
| Noninterest Expense | \$ | 28,432 |
| Less: Stock Transfer Comp. Expense |  | $(11,796)$ |
| Pro Forma Noninterest Expense |  | 16,636 |
| Pro Forma Pre-Tax Income | \$ | 26,866 |
| Pro Forma Income Tax Expense | \$ | 6,836 |
| Pro Forma Net After-Tax Income | \$ | 20,030 |

# Legal Information and Disclaimer 

This presentation and oral statements made regarding the subject of this presentation contain forward-looking statements. These forward-looking statements are subject to significant uncertainties because they are based upon: the amount and timing of future changes in interest rates, market behavior, and other economic conditions; future laws, regulations, and accounting principles; changes in regulatory standards and examination policies, and a variety of other matters. These other matters include, among other things, the impact of COVID-19 on the United States economy and our operations, the direct and indirect effect of economic conditions on interest rates, credit quality, loan demand, liquidity, and monetary and supervisory policies of banking regulators. These forward-looking statements reflect Bank7 Corp.'s current views with respect to, among other things, future events and Bank7 Corp.'s financial performance. Any statements about Bank7 Corp.'s expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forwardlooking. These statements are often, but not always, made through the use of words or phrases such as "anticipate," "believes," "can," "could," "may," "predicts," "potential," "should," "will," "estimate," "plans," "projects," "continuing," "ongoing," "expects," "intends" and similar words or phrases. Any or all of the forwardlooking statements in (or conveyed orally regarding) this presentation may turn out to be inaccurate. The inclusion of or reference to forward-looking information in this presentation should not be regarded as a representation by Bank7 Corp. or any other person that the future plans, estimates or expectations contemplated by Bank7 Corp. will be achieved. Bank7 Corp. has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that Bank7 Corp. believes may affect its financial condition, results of operations, business strategy and financial needs. Bank7 Corp.'s actual results could differ materially from those anticipated in such forward-looking statements as a result of risks, uncertainties and assumptions that are difficult to predict. If one or more events related to these or other risks or uncertainties materialize, or if Bank7 Corp.'s underlying assumptions prove to be incorrect, actual results may differ materially from what Bank7 Corp. anticipates. You are cautioned not to place undue reliance on forward-looking statements. Further, any forward-looking statement speaks only as of the date on which it is made and Bank7 Corp. undertakes no obligation to update or revise any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events, except as may be required by law. All forward-looking statements herein are qualified by these cautionary statements.

Within this presentation, we reference certain market, industry and demographic data, forecasts and other statistical information. We have obtained this data, forecasts and information from various independent, third party industry sources and publications. Nothing in the data, forecasts or information used or derived from third party sources should be construed as advice. Some data and other information are also based on our good faith estimates, which are derived from our review of industry publications and surveys and independent sources. We believe that these sources and estimates are reliable, but have not independently verified them. Statements as to our market position are based on market data currently available to us. Although we are not aware of any misstatements regarding the economic, employment, industry and other market data presented herein, these estimates involve inherent risks and uncertainties and are based on assumptions that are subject to change.

This presentation includes certain non-GAAP financial measures, including pro forma net income, tax-adjusted net income, tax-adjusted earnings per share, taxadjusted return on average assets and tax-adjusted return on average shareholders' equity. These non-GAAP financial measures and any other non-GAAP financial measures that we discuss in this presentation should not be considered in isolation, and should be considered as additions to, and not substitutes for or superior to, measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of Bank7 Corp.'s non-GAAP financial measures as tools for comparison. See the table in the appendix of this presentation for a reconciliation of the non-GAAP financial measures used in (or conveyed orally during) this presentation to their most directly comparable GAAP financial measures.


[^0]:    All data as of December 31, 2021, unless indicated otherwise
    (1) Pre-tax pre-provision earnings (PPE) is a non-GAAP financial measure, see Appendix for reconciliation to the most comparable GAAP measure for this metric.
    (2) Adjusted to exclude effect of acquisition and secondary offering. Adjusted values are non-GAAP financial measures. For more information and reconciliation, refer to slide 3
     Intelligence
    (4) ROAA and ROAE annualized for the three months ended December 31, 2021 and 2020
    (5) For more information, please refer to Form 8-K filed December 10, 2021

