



# Fintech Banking and Payments Solutions

Investor Presentation

July 2025



# Disclaimers

## "Safe Harbor" Statement Under the Private Securities Litigation Reform Act of 1995

This presentation contains forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect the current views of FinWise Bancorp ("FinWise," "we," "us," or the "Company") with respect to, among other things, future events and its financial performance. These statements are often, but not always, made through the use of words or phrases such as "may," "might," "should," "could," "predict," "potential," "believe," "will likely result," "expect," "continue," "will," "anticipate," "seek," "estimate," "intend," "plan," "project," "projection," "forecast," "budget," "goal," "target," "would," "aim" and "outlook," or the negative version of those words or other comparable words or phrases of a future or forward-looking nature. These forward-looking statements are based on current expectations, estimates and projections about the Company's industry and management's beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond the Company's control. The inclusion of these forward-looking statements should not be regarded as a representation by the Company or any other person that such expectations, estimates or projections will be achieved. Accordingly, the Company cautions you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties. Although the Company believes that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements.

There are or will be important factors that could cause the Company's actual results to differ materially from those indicated in these forward-looking statements, including, but not limited to, the following: (a) the success of the financial technology industry, as well as the continued evolution of the regulation of this industry; (b) the ability of the Company's Strategic Program or Fintech Banking Solutions service providers to comply with regulatory regimes, and the Company's ability to adequately oversee and monitor its Strategic Program and Fintech Banking Solutions service providers; (c) the Company's ability to maintain and grow its relationships with its service providers; (d) changes in the laws, rules, regulations, interpretations or policies relating to financial institutions, accounting, tax, trade, monetary and fiscal matters, including the application of interest rate caps or maximums; (e) the Company's ability to keep pace with rapid technological changes in the industry or implement new technology effectively; (f) system failure or cybersecurity breaches of the Company's network security; (g) potential exposure to fraud, negligence, computer theft and cyber-crime and other disruptions in the Company's computer systems relating to its development and use of new technology platforms; (h) the Company's reliance on third-party service providers for core systems support, informational website hosting, internet services, online account opening and other processing services; (i) general economic and business conditions, either nationally or in the Company's market areas; (j) increased national or regional competition in the financial services industry; (k) the Company's ability to measure and manage its credit risk effectively and the potential deterioration of the business and economic conditions in the Company's primary market areas; (l) the adequacy of the Company's risk management framework; (m) the adequacy of the Company's allowance for credit losses ("ACL"); (n) the financial soundness of other financial institutions; (o) new lines of business or new products and services; (p) changes in Small Business Administration ("SBA") rules, regulations and loan products, including specifically the Section 7(a) program or changes to the status of the Bank as an SBA Preferred Lender; (q) the value of collateral securing the Company's loans; (r) the Company's levels of nonperforming assets; (s) losses from loan defaults; (t) the Company's ability to protect its intellectual property and the risks it faces with respect to claims and litigation initiated against the Company; (u) the Company's ability to implement its growth strategy; (v) the Company's ability to launch new products or services successfully; (w) the concentration of the Company's lending and depositor relationships through Strategic Programs in the financial technology industry generally; (x) interest-rate and liquidity risks; (y) the effectiveness of the Company's internal control over financial reporting and its ability to remediate any future material weakness in its internal control over financial reporting; (z) dependence on the Company's management team and changes in management composition; (aa) the sufficiency of the Company's capital; (bb) compliance with laws and regulations, supervisory actions, the Dodd-Frank Act, capital requirements, the Bank Secrecy Act and other anti-money laundering laws, predatory lending laws, and other statutes and regulations; (cc) results of examinations of the Company by its regulators; (dd) the Company's involvement from time to time in legal proceedings; (ee) natural disasters and adverse weather, acts of terrorism, pandemics, an outbreak of hostilities or other international or domestic calamities, and other matters beyond the Company's control; (ff) future equity and debt issuances; (gg) that the anticipated benefits new lines of business that the Company may enter or investments or acquisitions the Company may make are not realized within the expected time frame or at all as a result of such things as the strength or weakness of the economy and competitive factors in the areas where the Company and such other businesses operate; and (hh) other factors listed from time to time in the Company's filings with the Securities and Exchange Commission, including, without limitation, its Annual Report on Form 10-K for the year ended December 31, 2024 and subsequent reports on Form 10-Q and Form 8-K.

Any forward-looking statement speaks only as of the date of this release, and the Company does not undertake any obligation to publicly update or review any forward-looking statement, whether because of new information, future developments or otherwise, except as required by law. New risks and uncertainties may emerge from time to time, and it is not possible for the Company to predict their occurrence. In addition, the Company cannot assess the impact of each risk and uncertainty on its business or the extent to which any risk or uncertainty, or combination of risks and uncertainties, may cause actual results to differ materially from those contained in any forward-looking statements.

## Market and industry data

This presentation includes estimates regarding market and industry data. Certain information is based on management estimates, which have been derived from third-party sources, as well as data from our internal research. While we believe the estimated market and industry data included in this presentation are generally reliable, such information, which is derived in part from management's estimates and beliefs, is inherently uncertain and imprecise.

## Non-GAAP financial measures

Some of the financial measures included in this presentation are not measures of financial performance recognized by generally accepted accounting principles in the United States ("GAAP"). These non-GAAP financial measures are "tangible shareholders' equity," "tangible book value per share," and "efficiency ratio." We believe these non-GAAP financial measures provide useful information to management and investors; however, we acknowledge that our non-GAAP financial measures have limitations. As such, you should not view these measures as a substitute for results determined in accordance with GAAP. A reconciliation of such non-GAAP financial measures to the most closely related GAAP financial measures is included in the Appendix to this presentation.

## Trademarks

"FinWise" and its logos and other trademarks referred to and included in this presentation belong to us and are protected by applicable laws. We refer to our trademarks in this presentation without the ® or the ™ or symbols for convenience. Other service marks, trademarks and trade names referred to in this presentation, if any, are the property of their respective owners, although for presentational convenience we may not use the ® or the ™ symbols to identify such trademarks.

# FinWise Overview



## Differentiated Business Model

- Banking and payments solutions provider to fintechs
- Resilient and profitable model with compelling growth opportunities
- Compliance oversight and risk management culture
- Lower risk loan portfolio with disciplined underwriting and collateral management:
  - **43% of portfolio at 2Q25 is SBA Guaranteed and Strategic Program HFS<sup>1</sup>** (HFS loans are typically cash-collateralized and held for less than one week)
  - Credit Enhanced Balance Sheet<sup>2</sup> product incorporates a fintech financed loss reserve account structured to absorb credit losses
- Well capitalized significantly above regulatory requirement
- Highly experienced team with proven track record

## Key Products

- Fintech Banking & Payments Solutions:
  - Strategic Program Lending (SPL). Through our scalable API-driven infrastructure
  - SPL - Credit Enhanced Balance Sheet<sup>2</sup>. Provides opportunity to generate lower risk asset growth and interest income
  - Payments (MoneyRails™) and BIN Sponsorship. Provides opportunity to diversify business model, generate lower-cost deposits and add fee income
- Traditional Lending. Provides flexibility for disciplined balance sheet growth:
  - SBA 7(a), including SBA guaranteed loans
  - Residential and owner occupied CRE
  - Equipment leasing programs

<sup>1</sup>SBA Guaranteed loans are guaranteed by U.S Small Business Administration and Strategic Program Loans (HFS) are supported by reserve deposit accounts. <sup>2</sup>See Glossary slide at end of presentation for definition of Credit Enhanced.



# Revenue Contribution by Product (ex-Payments & BIN)

Differentiated and Proven Strategy Offers Solid Foundation for Future Growth

<b>Fintech Banking &amp; Payments Solutions</b> (includes Strategic Program Lending)	<b>TRADITIONAL LENDING PRODUCTS</b>		
2Q25 Gross Revenue Contribution <sup>1</sup>	<b>SBA 7(a)</b>	<b>Residential &amp; Owner Occupied CRE</b>	<b>Equipment Leasing Programs</b>
<p><b>52.9%</b></p> <p><b>Balance Sheet Strategy:</b></p> <ul style="list-style-type: none"> <li>• Mostly originate to sell</li> <li>• Interest Income HFI &amp; HFS</li> <li>• Minimum program &amp; other fees</li> <li>• Programs establish a “reserve” deposit account with FinWise</li> <li>• Credit Enhanced Bal. Sheet</li> </ul> <p><b>As of 6/30/25:</b></p> <ul style="list-style-type: none"> <li>• Strategic Platform Loans on Bal. Sheet: \$178.0M (82.8% HFS; 17.2% HFI)</li> <li>• 2Q25 Gain on Sale (net) and Strategic Program Fees: \$5.6 million or 54.6% of non-interest income</li> </ul> <p><b>Target Customer:</b></p> <ul style="list-style-type: none"> <li>• Consumers and small to medium-sized businesses (SMBs) via Fintech Platforms</li> </ul>	<p><b>19.9%</b></p> <p><b>Balance Sheet Strategy:</b></p> <ul style="list-style-type: none"> <li>• Hold or sell guaranteed portion</li> <li>• Retain all servicing rights when guaranteed portion is sold</li> <li>• Leverage relationship with Business Funding Group, LLC for acquiring customers</li> </ul> <p><b>As of 6/30/25:</b></p> <ul style="list-style-type: none"> <li>• SBA Loans on Bal. Sheet: \$246.9 (58.4% Guaranteed; 41.6% Unguaranteed)</li> </ul> <p><b>Target Customer:</b></p> <ul style="list-style-type: none"> <li>• SMBs</li> </ul>	<p><b>5.1%</b></p> <p><b>Balance Sheet Strategy:</b></p> <ul style="list-style-type: none"> <li>• Originate for Investment</li> <li>• Source of core deposits</li> <li>• High-touch, relationship banking</li> <li>• Historically stable and strong profitability</li> </ul> <p><b>Product Overview:</b></p> <ul style="list-style-type: none"> <li>• Consumer and commercial lending</li> <li>• Construction lending focus on single-family residential</li> </ul> <p><b>Target Customer:</b></p> <ul style="list-style-type: none"> <li>• Single family residential and SMBs</li> </ul>	<p><b>7.0%</b></p> <p><b>Balance Sheet Strategy:</b></p> <ul style="list-style-type: none"> <li>• Originate for Investment</li> <li>• Originations through vendor finance, additional third-party originators, direct channels</li> <li>• Diversify balance sheet</li> </ul> <p><b>Product Overview:</b></p> <ul style="list-style-type: none"> <li>• Equipment secured leases/loans</li> <li>• Interest bearing (generally 60-month fixed rates)</li> <li>• "Aurora" loan origination system provides scalability and automation</li> </ul> <p><b>Target Customer:</b></p> <ul style="list-style-type: none"> <li>• SMBs via Equipment point of sale</li> </ul>

<sup>1</sup>Does not include revenue from POS Lending Program which is an originate to hold strategy, “Other”, “Change in Fair Value on investment in BFG”, “Credit Enhancement”, and revenue generated by non-lending activities.

Note: SBA Guaranteed loans are guaranteed by U.S Small Business Administration; Strategic Program Loans (HFS) are supported by reserve deposit accounts.



# Strategic Program Lending (SPL): Role of the Bank and Fintech

## Loan Applications and Approvals Adhere to Credit Models Established by FinWise

### A Deeper Dive Into Strategic Program Lending:

- Strategic Program Lending (SPL) with fintechs launched in 2016 and has operated without interruption
- Fintechs establish reserve deposit account to guaranty settlement on Held-for-Sale (HFS) loan balances

### Role of the Bank (FinWise):

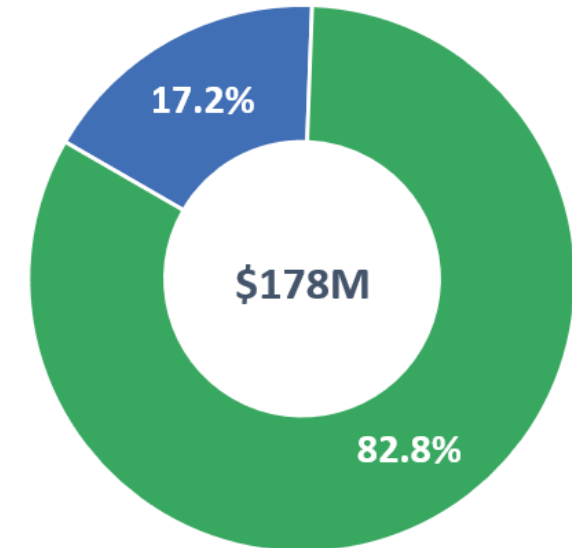
- Bank works actively with fintech during due diligence to develop bank loan product through review of management, policies, processes, credit models, compliance monitoring, loan performance
- Outcome is bank loan product with regulatory safety and oversight housed at the bank
- ***Adherence of loan applications to credit models*** established via filters at API level

### Role of the Fintech:

- Customer acquisition and loan volumes
- Sub-servicing of originated portfolio
- Portfolio funding

### 2Q25 Strategic Program Loans on Balance Sheet

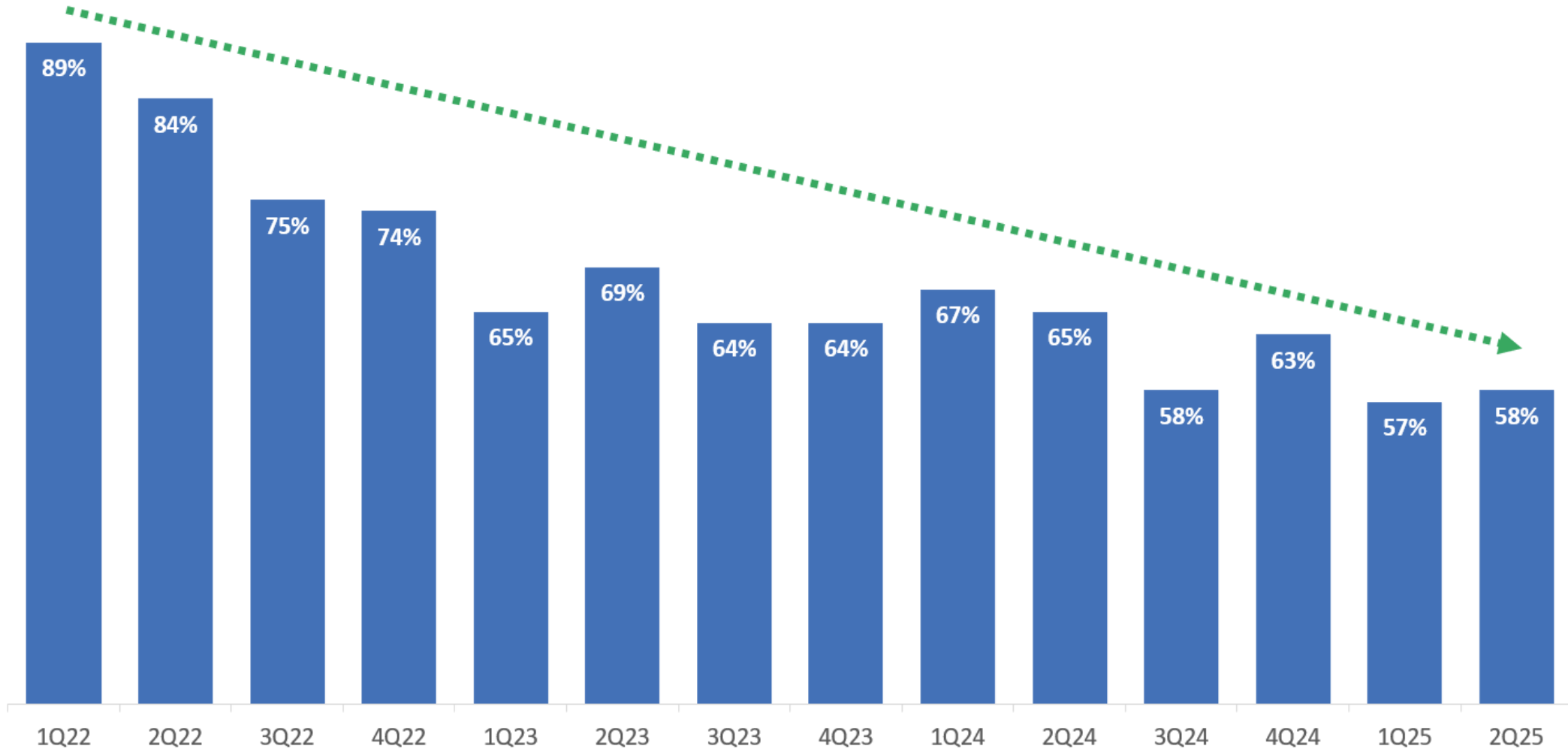
■ Retained (HFI) ■ Held-for-Sale (HFS)





# Strategic Program Lending (SPL) - Program Diversification Has Improved

## Percentage of Originations From Our Top 3 Producing Fintech Programs



Note: Strategic Program Lending concentration shown since 1Q22 to highlight longer-term pattern in recent years



# Select Fintech Brands We Currently Support

Growth Opportunity With Existing Fintechs And As New Programs Are Onboarded

	Strategic Program Lending (SPL)	Payments (MoneyRails™)	SPL - Credit Enhanced	BIN Sponsorship (Cards)
Upstart	✓	✓		
Elevate	✓	✓		
Reach FINANCIAL	✓	✓		
plannery	✓		✓	
Backd	✓		✓	
Tilt	✓			✓
earnest	✓			
PowerPay®	✓			
clasp	✓			
LENDINGPOINT.	✓			
OppLoans	✓			
MulliganFunding	✓			
American First Finance	✓			
hank payments		✓		

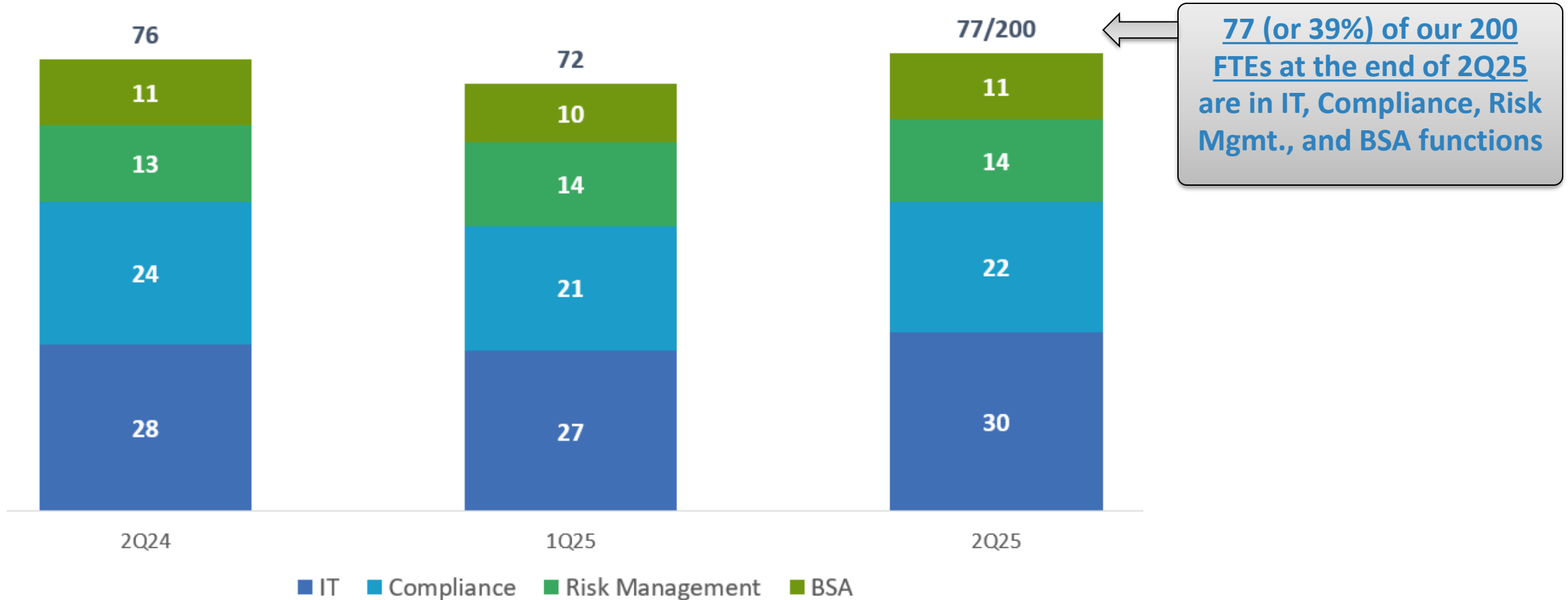
Note: Upstart, Elevate and Reach are not on MoneyRails™, but FinWise does handle Payment Processing for them.



# Our Culture - Strong Compliance and Risk Management

Consistent Investment in Personnel & Infrastructure Provides Regulatory Oversight Support to Fintechs

Employees (FTEs) in IT, Compliance, Risk Management and BSA



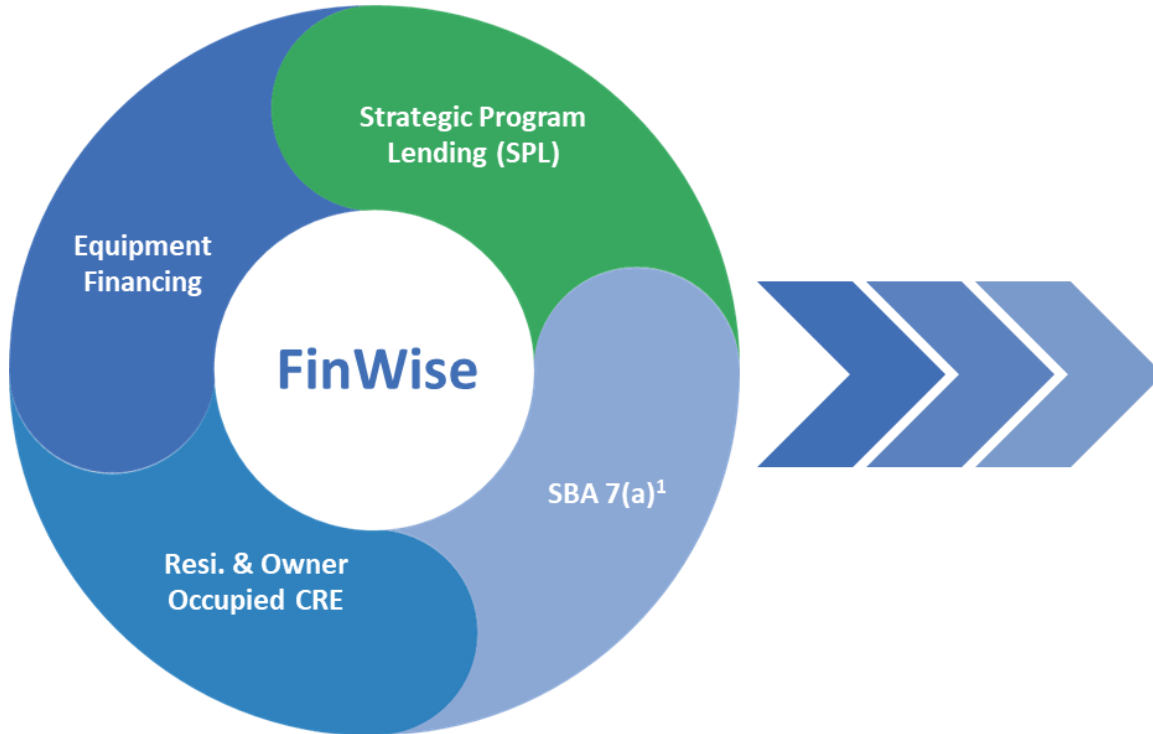
Note: FTEs shown as of the end of each respective quarter; does not include FTEs in Governance and Operations.



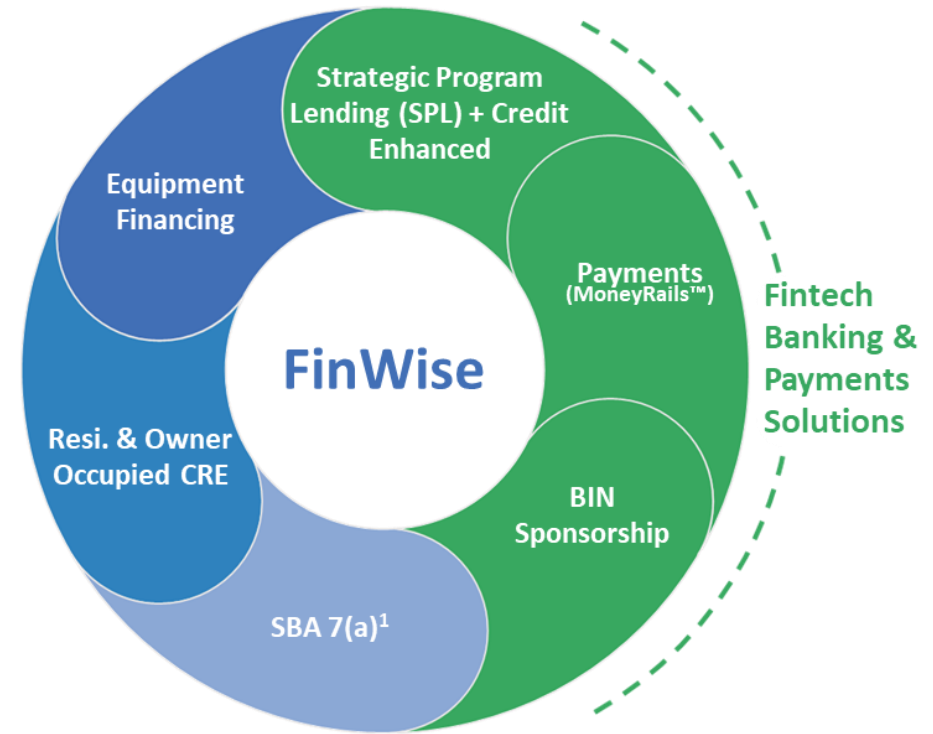
# Go Forward Growth Strategy: A Broader Banking & Payments Offering

Incorporating Credit Enhanced, Payments and BIN Products Enhances Revenue Diversification

Business Model Prior to 2025



Business Model Post Expansion of Fintech Banking & Payments Solutions



**NOTE:** Credit Enhanced product expected to begin contributing to growth in 2H25; Payments and BIN products poised to deliver growth later in 2026

<sup>1</sup>SBA 7(a) includes Guaranteed and Unguaranteed loans; Guaranteed loans are guaranteed by U.S Small Business Administration. Note: "Fintech Banking & Payments Solutions" is used to describe our target market within the banking as a service ecosystem.



# Key New Products Under One Platform

A Differentiator of Our Fintech Banking & Payments Solutions Offering

## Fintech Banking & Payments Solutions

### Credit Enhanced Bal. Sheet<sup>1</sup> (part of Strategic Program Lending)

Addresses the challenges that *lending* and *card* programs face diversifying their funding sources and managing capital efficiency

### BIN Sponsorship

Enables innovative, secure, and compliant credit, debit and prepaid card solutions for fintechs

### Payments (MoneyRails™)

Offers multiple payment types under one platform providing users a single destination to send, receive and store monetary transactions

## Benefits to Strategic Programs

- API-driven solution
- Capital efficiency
- Enhanced funding
- Yield enhancing
- Complete offering

- Partner with best-in-class processing platforms
- Work with all major card networks
- Support credit, debit, and prepaid programs
- Transparent onboarding

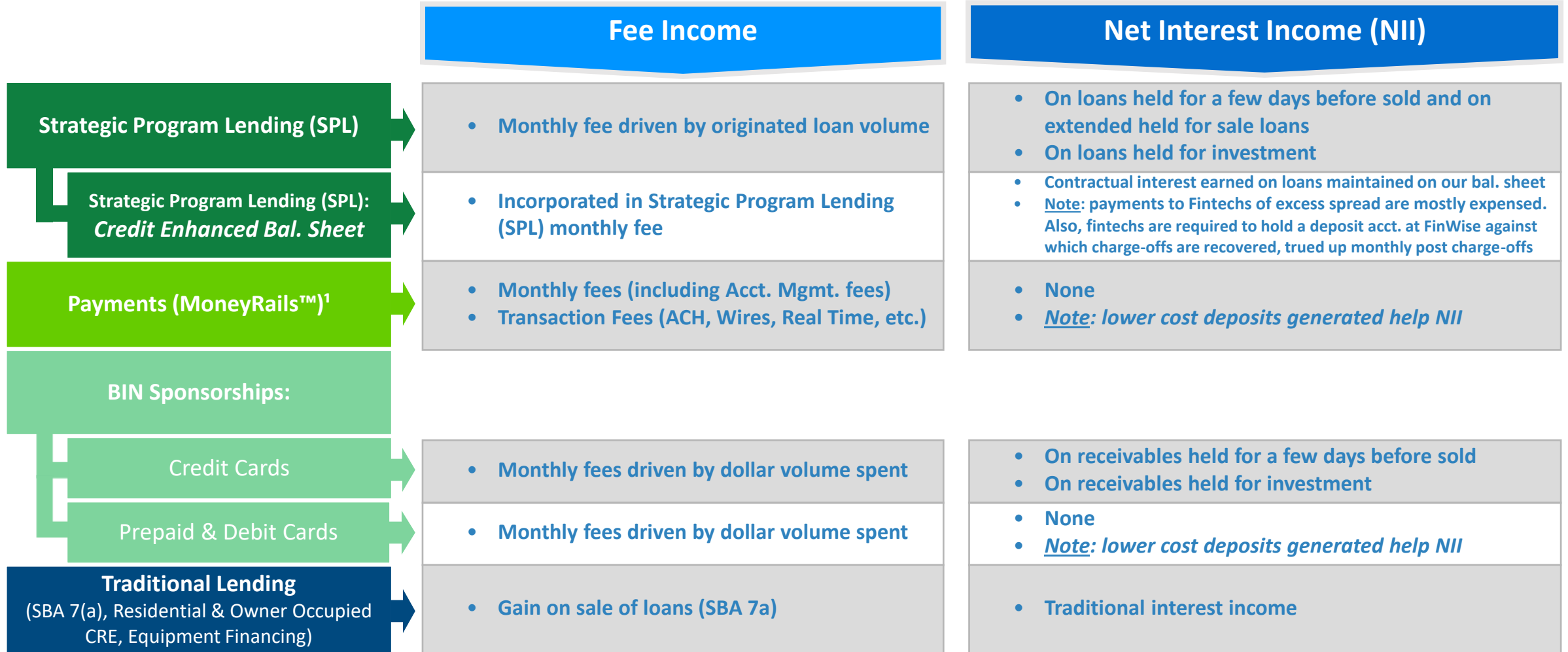
- API-driven solution
- Saves money
- Modern payments
- Scalable deployment
- Improves control
- Better security
- Ledger services

<sup>1</sup> Credit approval by FinWise is required



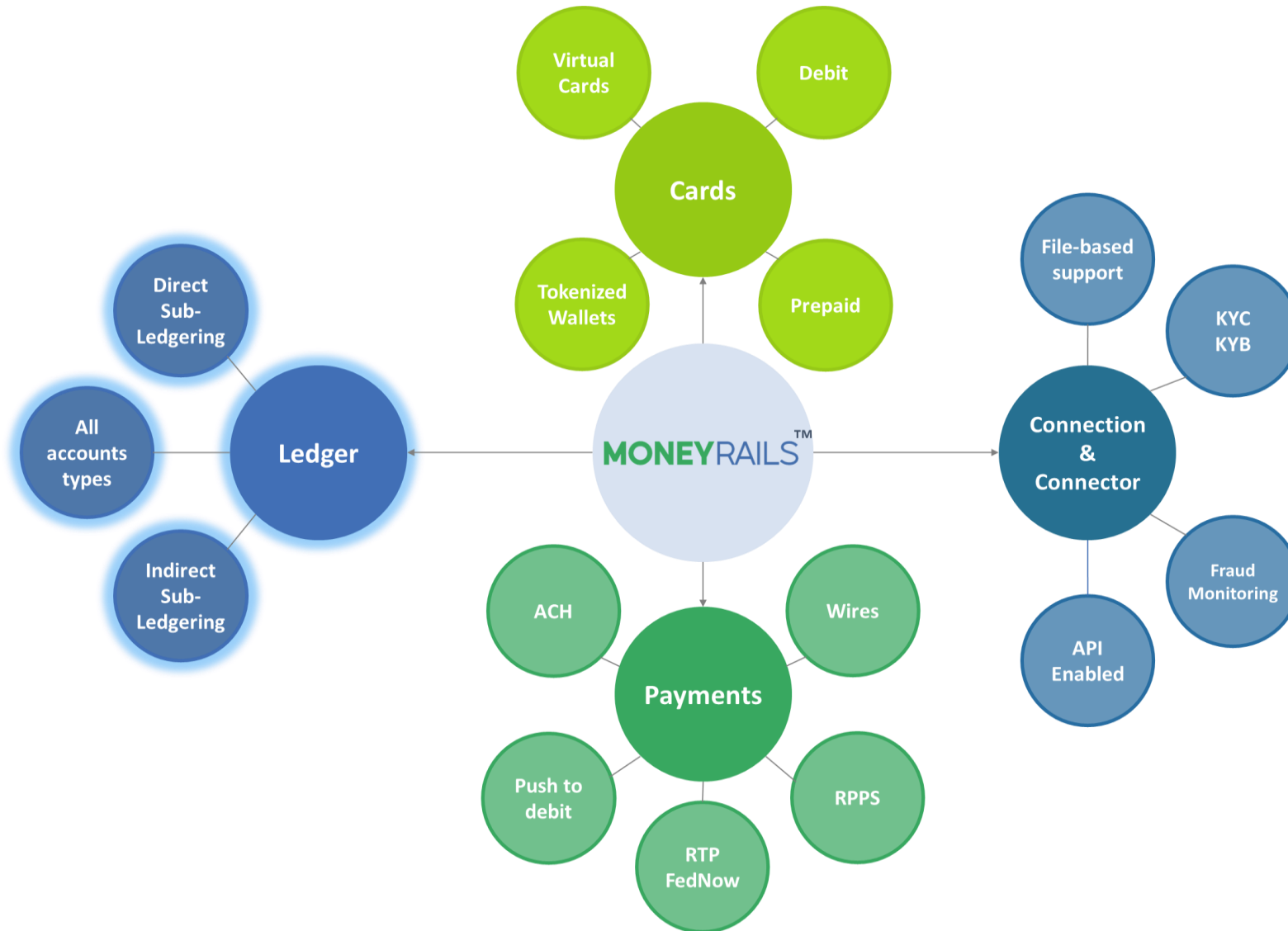
# A Deeper Dive Into Our Diversified Revenue Model

## Type of Revenue Generated by Product



<sup>1</sup>MoneyRails™ enhances fee revenue opportunity in SPL and Cards. Note: SBA Guaranteed loans are guaranteed by U.S Small Business Administration and Strategic Program Loans (HFS) are supported by reserve deposit accounts.

# MoneyRails™ Overview and Map of Services




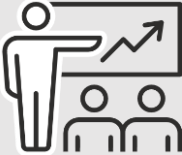


**MoneyRails™ is an Award Winning, Proprietary, Centralized, Secure Platform and Ledger that Facilitates Money Movement**

- **Highly secured platform** built on ZeroTrust architecture, and based on an immutable ledger of transactions
- The **Ledger provides a strong foundation with controls**, standing instructions and connectors for third-party integrations
- Fintechs **can build their own experience** using APIs without dependency on FinWise
- Provides **tokenized and virtual card servicing capabilities**, which enables incoming/outgoing payments and card mgmt. to be housed in a central hub

# Potential Long-term Benefits from Our Fintech Banking and Payments Solutions Offering

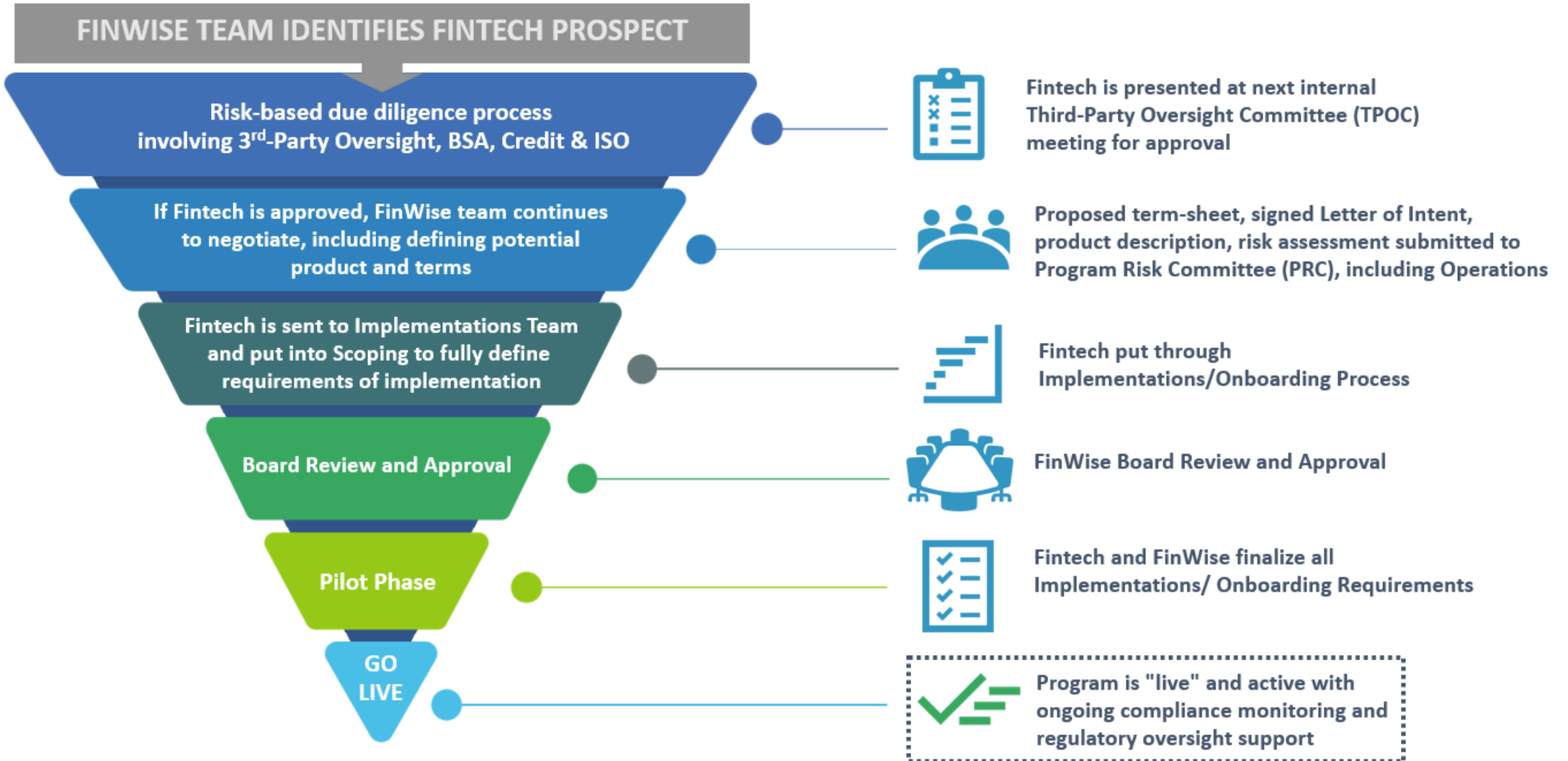


Revenue	Deposits	Credit Quality	Profitability
<p>Expands and diversifies potential sources of revenue</p> 	<p>Helps diversify deposit composition and reduce cost of funds through relationship-banking</p> 	<p>Increases percentage of Prime loans</p> 	<p>Use of outsourced solutions enhances operating leverage versus traditional models</p> 



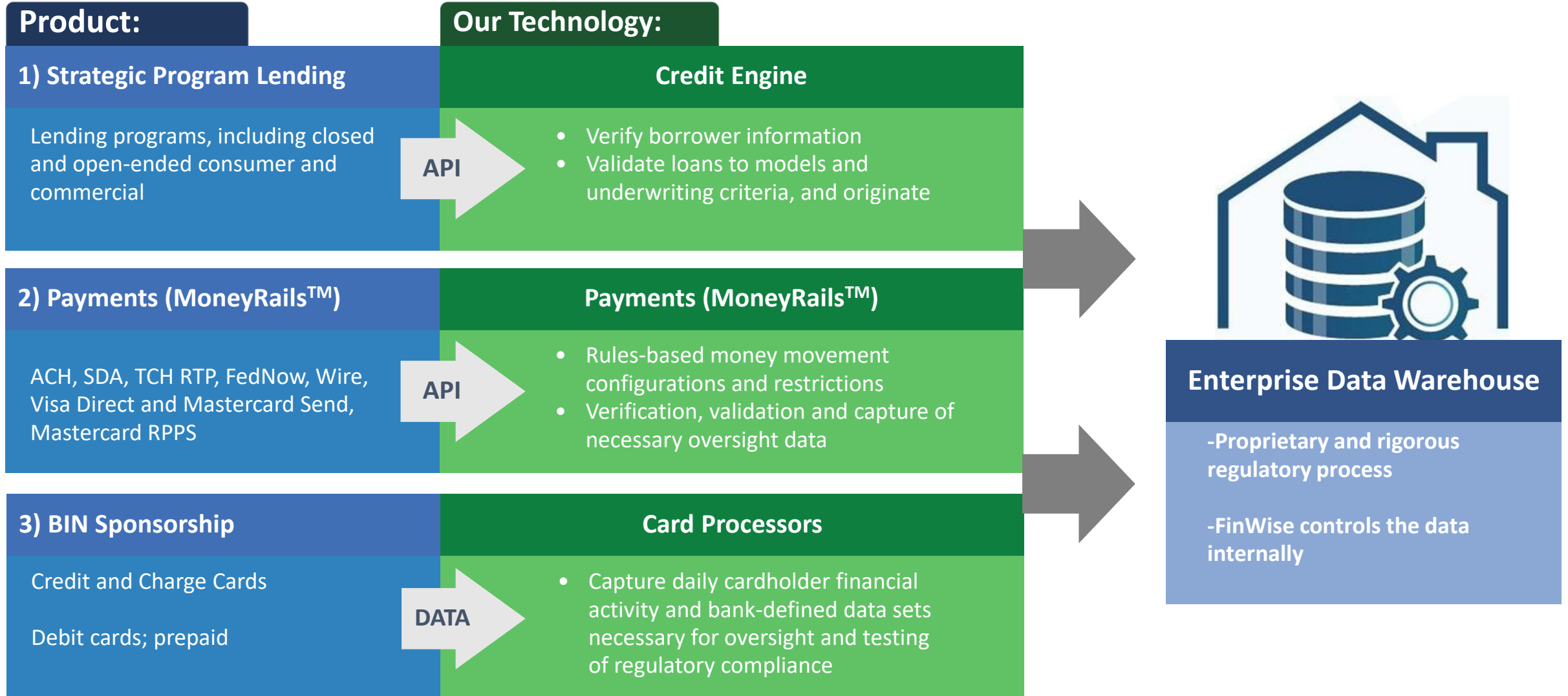
# Intensive Due-Diligence Process and Compliance Assessment

## Representative Fintech Onboarding - a Thorough Selection Process





# Infrastructure Enables Scaling and Regulatory Oversight

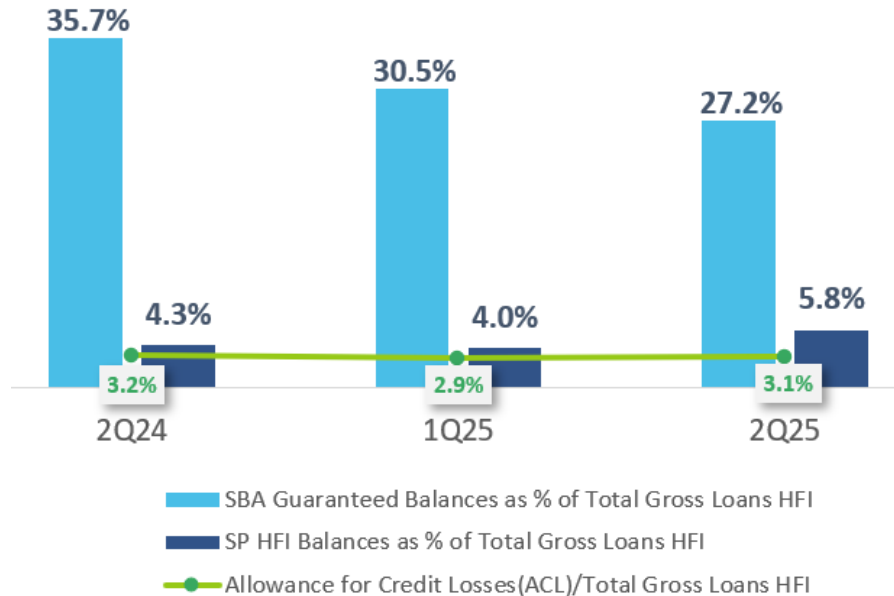




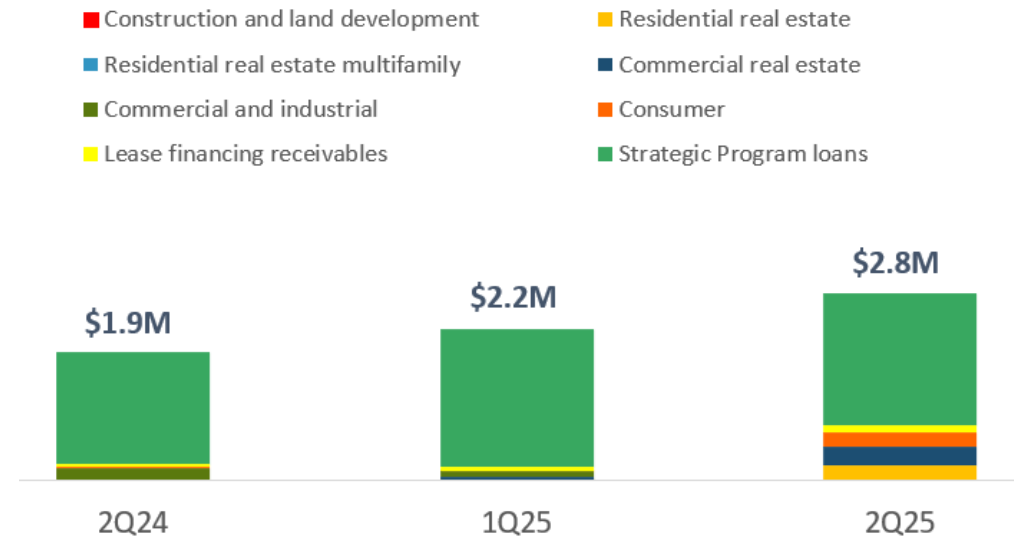
# Disciplined Underwriting Process Mitigates Risk...

- Credit risk is managed through combination of policy, data and pricing
- Disciplined underwriting process and well collateralized portfolio has helped mitigate net charge-offs, even as credit quality normalized due to an elevated interest rate environment
- Remain well-reserved: ACL/Total Gross Loans HFI of 3.1% at end of 2Q25, reflecting a lower-risk portfolio vs. prior year period, including:
  - *Significant SBA guaranteed balances* as % of Total Gross Loans HFI; these balances have declined as we sell limited amounts of the guaranteed portion of SBA loans due to favorable market conditions
  - *Strategic Programs (SP) HFI balances* as % of Total Gross Loans HFI, have increased partly driven by higher Credit Enhanced balances

ACL, SBA Guaranteed and SP HFI Balances as % of Total Gross Loans HFI\*



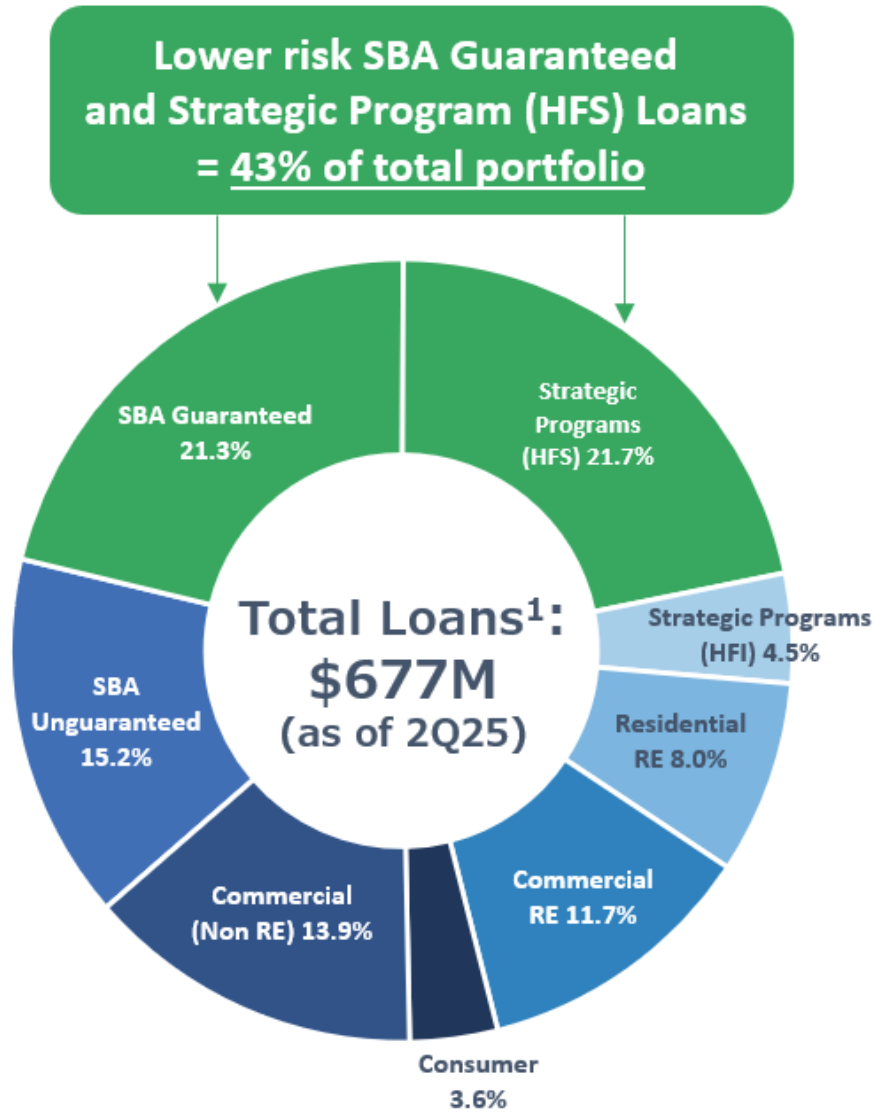
Net Charge-offs by Loan Type  
(Most of our NCOs come from SP Loans)



\*ACL = Allowance for Credit Losses; SP = Strategic Programs; HFI = Held for Investment



# ...and Leads to a Diversified and Lower Risk Loan Portfolio



### Key Quarterly Trends:

- **Combined SBA Guaranteed and Strategic Program Loans Held-for-Sale (HFS) increased to a total of 43.0% of the portfolio** as of 2Q25 vs 42.7% as of 2Q24. **Both of these products carry lower credit risk**  
**Note:** SBA Guaranteed loans are guaranteed by the U.S Small Business Administration and Strategic Program Loans (HFS) are supported by reserve deposit accounts
- **SBA Unguaranteed loans declined** from 23.8% of the portfolio as of 2Q24 to 15.2% as of 2Q25
- **SBA Guaranteed balances have declined** as we continue to sell limited amounts of the guaranteed portion of SBA loans

### Portfolio Characteristics:

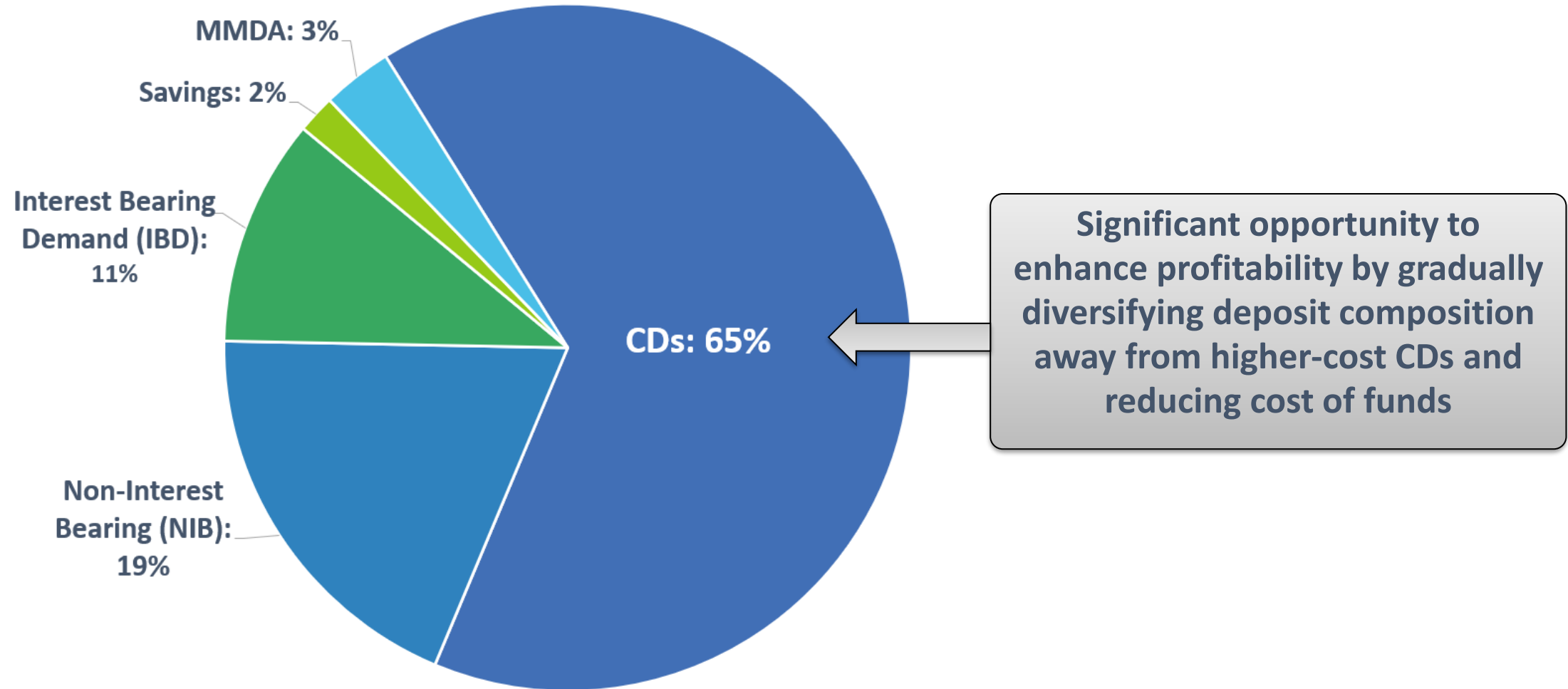
- **SBA:** Average FICO is 740+. Average time in business is 12+ years. Top 3 industries by Unguaranteed balances: eCommerce, Law Firms and Health Care.  
**Note: Our SBA loss rate is approximately 73% lower than the SBA 7(a) industry for all originations since 2014.**
- **CRE Non-SBA (11.7% as of 2Q25) is 98.2% Owner Occupied**

<sup>1</sup>Total Loans includes Held for Investment (HFI) and Held for Sale (HFS) NOTE: Commercial (Non RE) is mostly Equipment Leasing.



# Deposit Composition

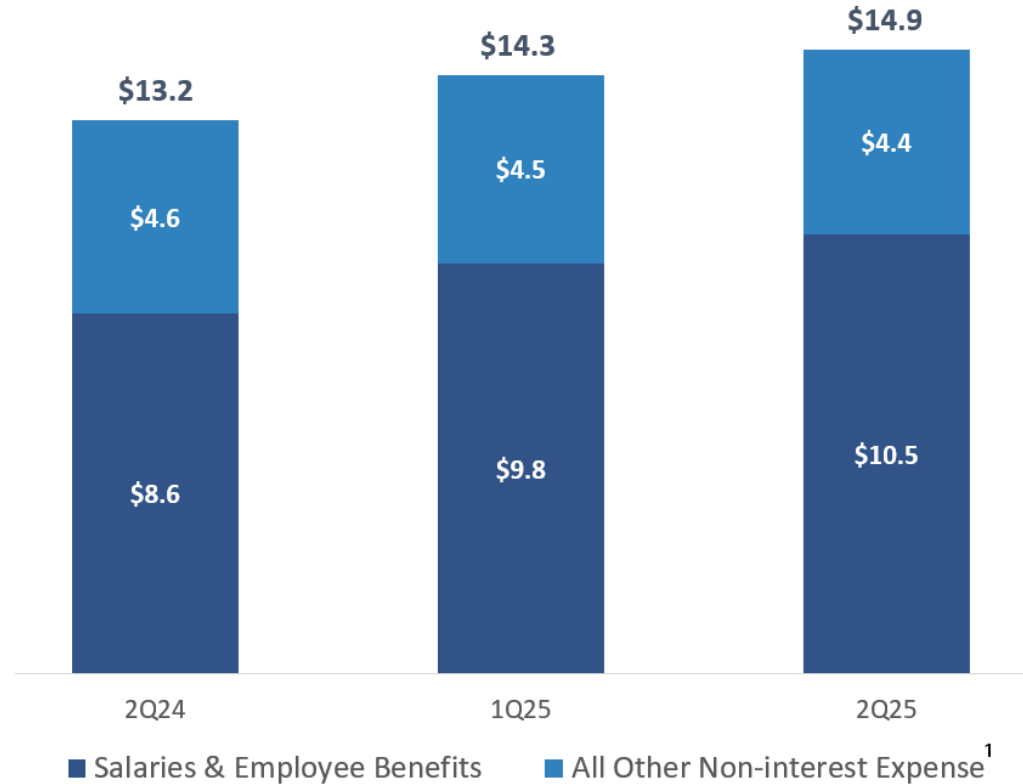
As of June 30, 2025, Total Period End Deposits: \$635.2 Million



# Disciplined Expense Management While Investing for Growth



Total Non-interest Expense (\$M)



Longer-term increase in Total Non-interest Expense has been driven largely by business infrastructure spend, including headcount, to support organic growth and key strategic initiatives.

*2025 Commentary: Remain focused on positive operating leverage; Expense growth to be correlated to revenue production.*

*NOTE: reported efficiency ratio was 59.5% in 2Q25. Adjusting for credit enhancement related accounting gross ups to net interest income, non-interest income and non-interest expense, the core efficiency ratio was 65.1% for 2Q25<sup>2</sup>*

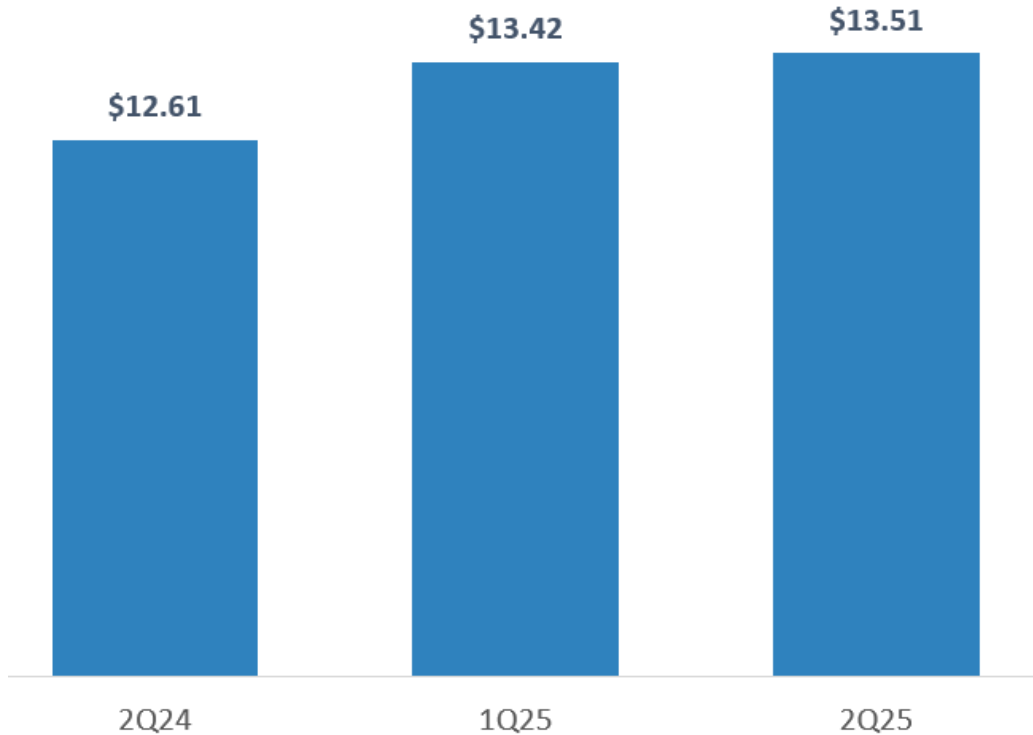
	2Q25	1Q25	2Q25
Full Time Employees (FTEs)	175	196	200
Efficiency Ratio (Non-GAAP) <sup>2</sup>	66.8%	64.8%	59.5%

<sup>1</sup>All Other Non-interest Expense refers to all other expense components within Total Non-interest Expense, excluding Salaries & Employee Benefits. <sup>2</sup>See Appendix at the end of the presentation for Non-GAAP reconciliation

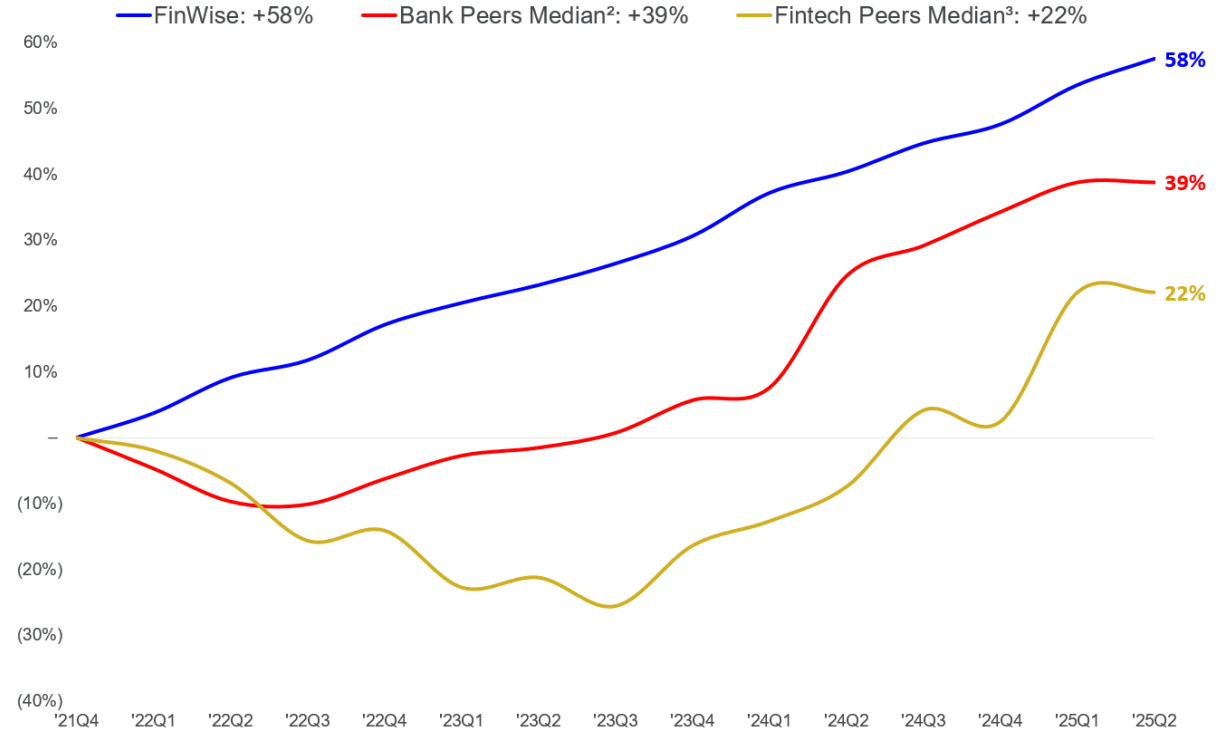


# Consistent TBV Growth Has Been a Win for Shareholders

### Tangible Book Value Per Share (Non-GAAP)<sup>1</sup>



### Indexed Change in TBV Since FINW IPO (4Q21) vs Select Bank<sup>2</sup> and Fintech Peers<sup>3</sup>



<sup>1</sup>See Appendix at end of presentation for full description of metric and Non-GAAP reconciliation. Amounts are as of the end of each respective period.

<sup>2</sup>Bank Peers defined as: Oregon Bancorp, Inc., Quaint Oak Bancorp, Inc., University Bancorp, Inc., BayFirst Financial Corp., CF Bankshares Inc., Meridian Corporation, Coastal Financial Corporation, Capital Bancorp, Inc., FS Bancorp, Inc., Blue Ridge Bankshares, Inc., First Internet Bancorp, Nicolet Bankshares, Inc., Triumph Financial, Inc., Live Oak Bankshares, Inc., Merchants Bancorp, The Bancorp, Inc., Cross River Bank, Metropolitan Bank Holding Corp., Capital Community Bank. <sup>3</sup>Fintech Peers defined as: Atlanticus Holdings Corporation, Oportun Financial Corporation, LendingClub Corporation, Pathward Financial, Inc.

Note: Bank level Call Report financial data used where holding company consolidated financials unavailable; 1Q 2025 financial data used where 2Q 2025 holding company consolidated and bank level Call Report financials are unavailable

Source: S&P Capital IQ Pro



# Industry Recognition as a Top-Performing Bank

## Independent Banker

FinWise Bancorp ranked #1 in its respective class (for the 3rd year in a row) for Best Performing Banks

*(based on 3-year average pre-tax ROA)*

2022    2023    2024



## AMERICAN BANKER

FinWise Bancorp ranked in top 3 on American Banker's annual list of Top-Performing Publicly Traded Banks with under \$2 billion of assets

*(based on 3-year average ROAE ending 12/31/23)*

2022    2023    2024



FinWise Bank was ranked as one of the 50 fastest growing companies in Utah based on revenue growth over five years.

2022    2023    2024

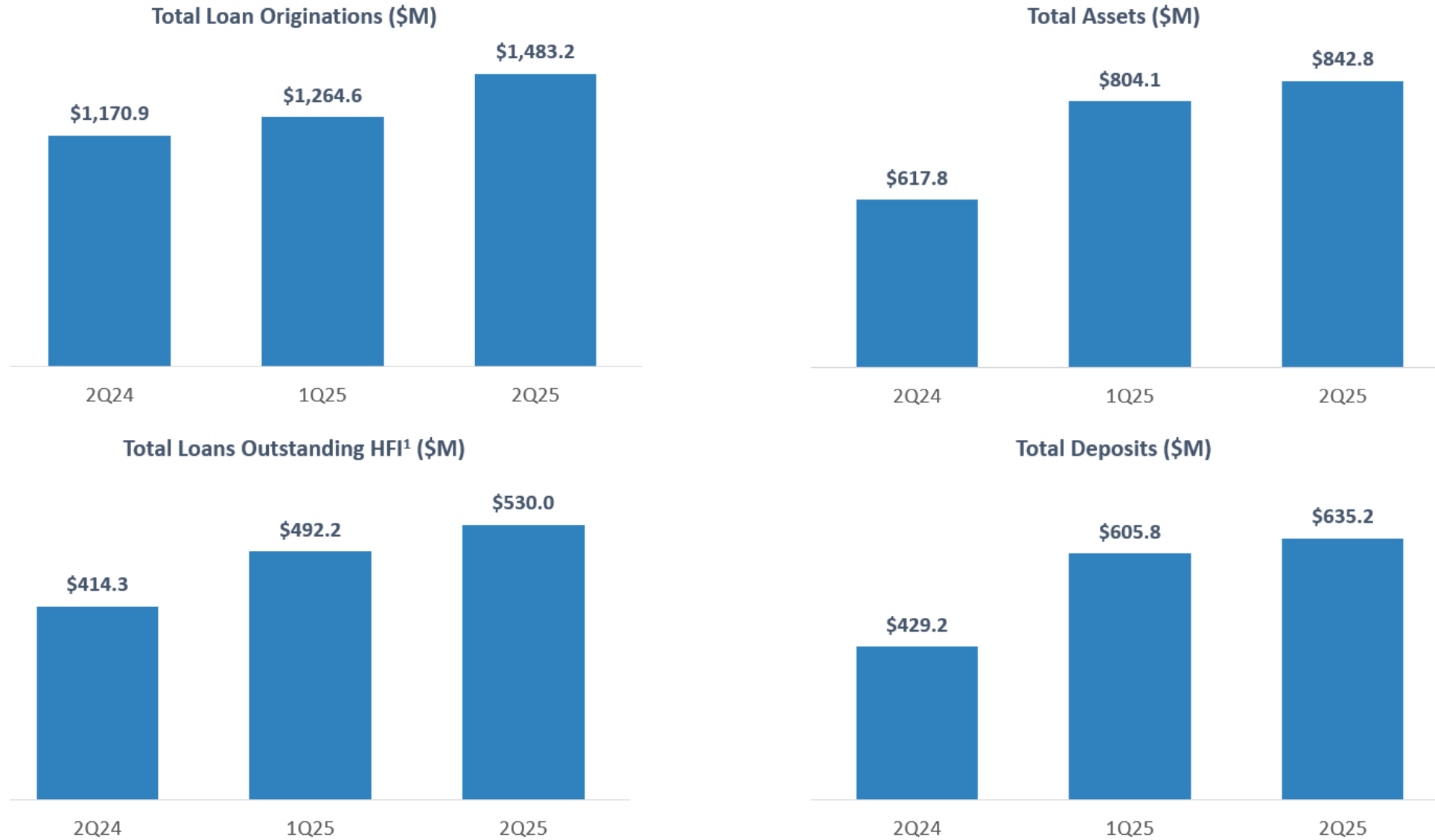




## Selected Financial Information



# Solid Originations and Significant Balance Sheet Growth

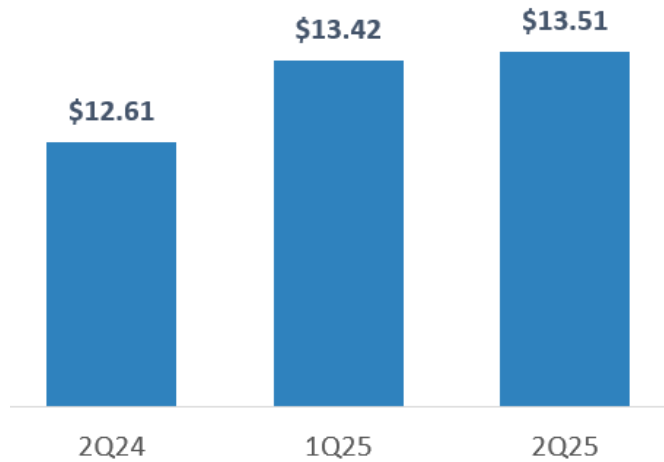


<sup>1</sup> HFI = Held for Investment. Note: Total Loan Originations are for the quarterly period. Other amounts are as of the end of each respective period

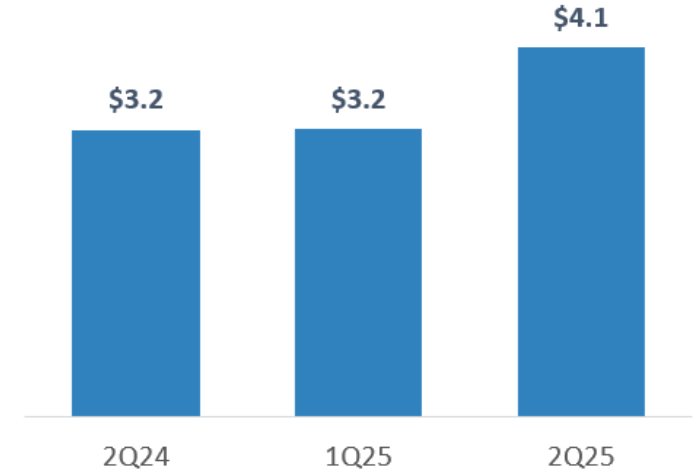


# Growing TBVps and Sustained Historical Profitability

Tangible Book Value per share (Non-GAAP) <sup>1</sup>



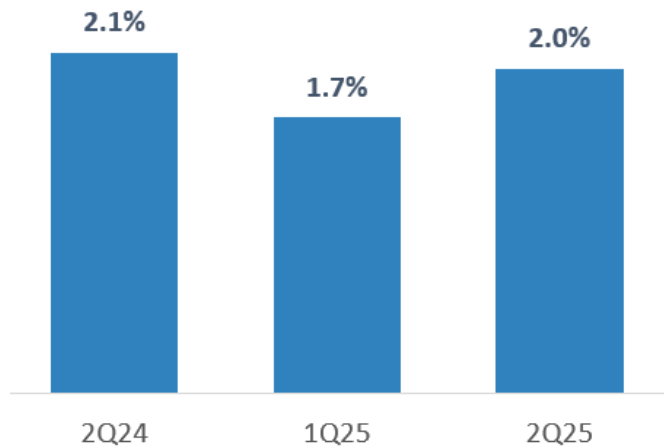
Net Income (\$M)



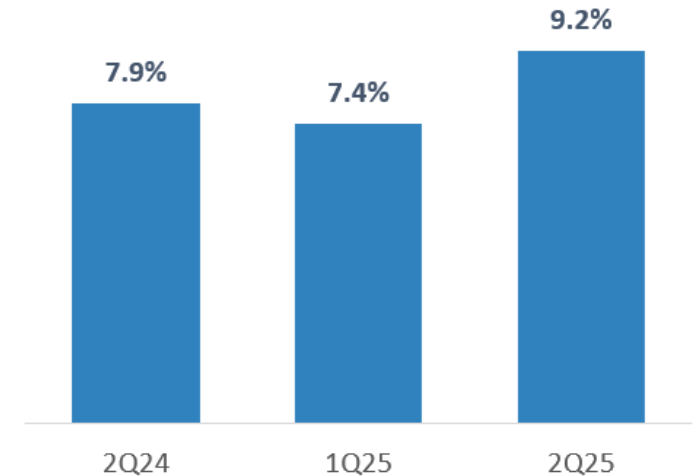
Profitability partly impacted by infrastructure investments over the past two years to support organic growth and the build-out of key strategic initiatives.

ROAE has also been lower due to high capital levels

Return on Average Assets (ROAA)



Return on Average Equity (ROAE) <sup>2</sup>

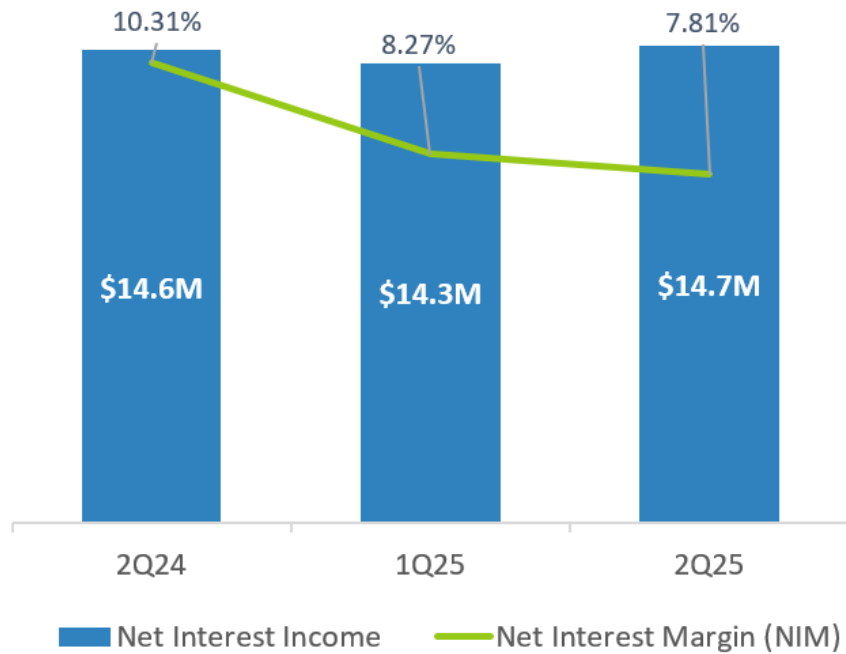


<sup>1</sup>See Appendix for more information and Non-GAAP reconciliation. Tangible Book Value per Share (Non-GAAP) as of the end of each respective period. <sup>2</sup>ROAE is negatively affected by high capital levels.

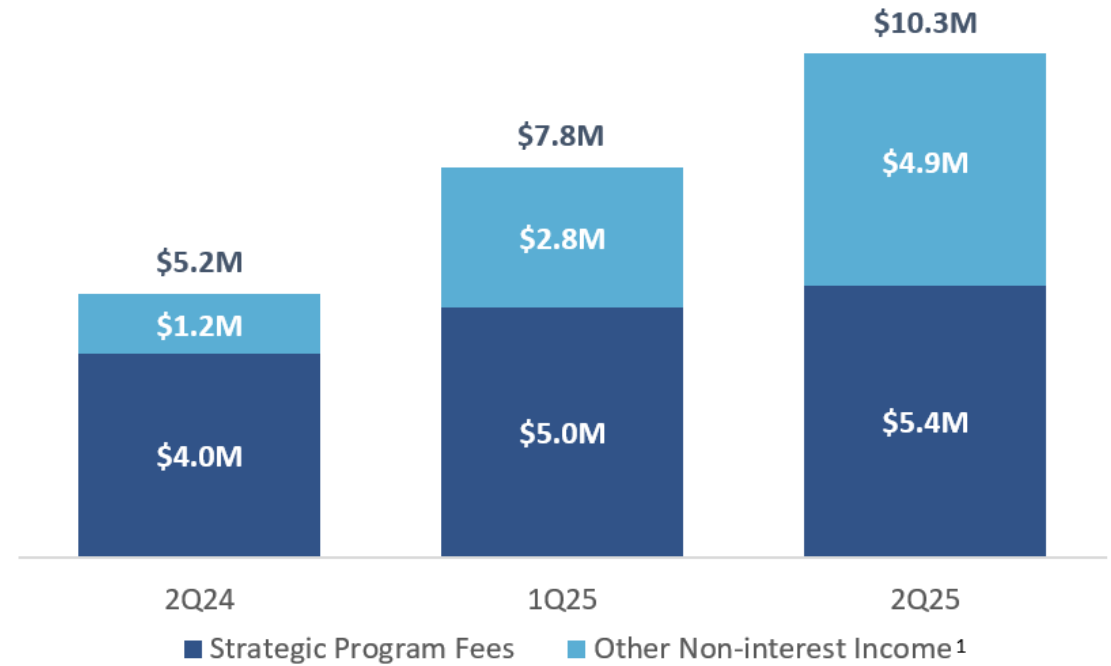


# Diversified Income Sources

## Net Interest Income & Net Interest Margin (NIM)



## Non-interest Income



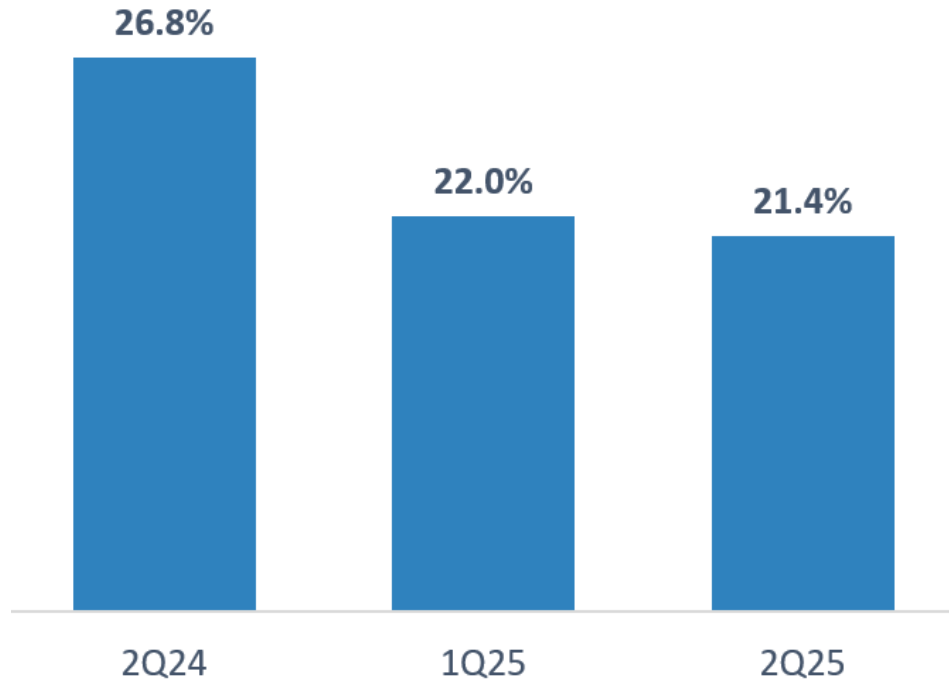
**NOTE:** 2Q25's NIM of 7.81% was driven primarily by further additions of higher quality but lower yielding loans, as we continue to diversify the loan portfolio, as well as accrued interest reversals totaling \$600,000 on loans migrating to nonaccrual status.

<sup>1</sup>Other Non-interest Income includes all other non-interest income items, excluding Strategic Program Fees.

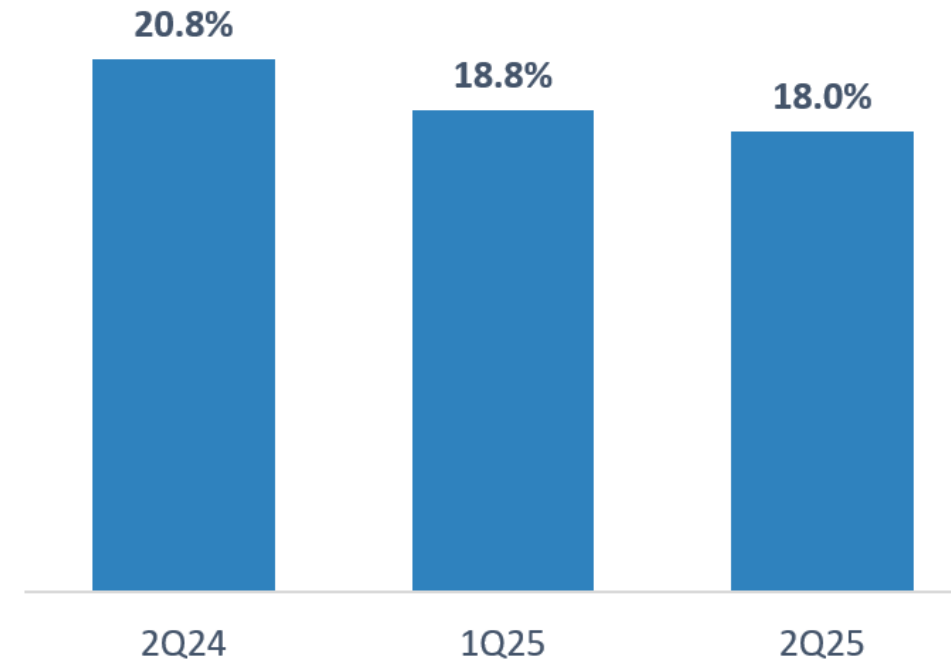


# Well Capitalized Above Regulatory Requirements

Total FinWise Bancorp Shareholders' Equity to Tangible Assets Ratio



Leverage Ratio – Bank Level



The Bank's capital levels remain significantly above the well-capitalized regulatory requirement of 9%, pursuant to the Community Bank Leverage Ratio framework adopted by the Bank in 2020.



# Appendix

# Non-GAAP Reconciliations



## Tangible Shareholders' Equity and Tangible Book Value Per Share

*(\$ in thousands, except per share amounts)*

	As of		
	June 30, 2025	March 31, 2025	June 30, 2024
Total shareholders' equity	\$ 181,959	\$ 177,361	\$ 165,796
Goodwill	—	—	—
Other intangibles	—	—	—
Less: total intangible assets	—	—	—
<b>Tangible shareholders' equity<sup>1</sup></b>	<b>\$ 181,959</b>	<b>\$ 177,361</b>	<b>\$ 165,796</b>
<b>Tangible book value per share<sup>1</sup></b>	<b>\$ 13.51</b>	<b>\$ 13.42</b>	<b>\$ 12.61</b>

## Efficiency Ratio

*(\$ in thousands)*

	For the Three Month Period Ending		
	June 30, 2025	March 31, 2025	June 30, 2024
Non-interest expense	\$ 14,912	\$ 14,318	\$ 13,218
Net interest income	14,728	14,280	14,615
Non-interest income	10,337	7,810	5,166
Adjusted operating revenue	\$ 25,065	\$ 22,090	\$ 19,781
<b>Efficiency ratio<sup>2</sup></b>	<b>59.5 %</b>	<b>64.8 %</b>	<b>66.8 %</b>

1. Tangible shareholders' equity: This measure is not a measure recognized under GAAP and is therefore considered to be a non-GAAP financial measure. Tangible shareholders' equity is defined as total shareholders' equity less goodwill and other intangible assets. The most directly comparable GAAP financial measure is total shareholder's equity to total assets. The Company had no goodwill or other intangible assets as of any of the dates indicated. The Company has not considered loan servicing rights or loan trailing fee asset as intangible assets for purposes of this calculation. As a result, tangible shareholders' equity is the same as total shareholders' equity as of each of the dates indicated.
2. Efficiency Ratio: This measure is not a measure recognized under United States generally accepted accounting principles, or GAAP, and is therefore considered to be a non-GAAP financial measure. The efficiency ratio is defined as total non-interest expense divided by the sum of net interest income and non-interest income. The Company believes this measure is important as an indicator of productivity because it shows the amount of revenue generated for each dollar spent.

# Non-GAAP Reconciliations (continued)



## Adjusted Efficiency Ratio

(\$ in thousands)

	For the Three Month Period Ending		
	June 30, 2025	March 31, 2025	June 30, 2024
Non-interest expense (GAAP)	\$ 14,912	\$ 14,318	\$ 13,218
Less: credit enhancement expense	78	11	—
Adjusted non-interest expense	14,834	14,307	13,218
Net interest income (GAAP)	14,728	14,280	14,615
Total non-interest income (GAAP)	10,337	7,810	5,166
Less: credit enhancement income	2,275	85	39
Adjusted non-interest income	8,062	7,725	5,127
Adjusted operating revenue	\$ 22,790	\$ 22,005	\$ 19,742
Adjusted efficiency ratio <sup>3</sup>	65.1 %	65.0 %	67.0 %

(3) Adjusted Efficiency Ratio: This measure is not a measure recognized under United States generally accepted accounting principles, or GAAP, and is therefore considered to be a non-GAAP financial measure. The adjusted efficiency ratio is defined as total non-interest expense, adjusted for credit enhancement expense, divided by the sum of net interest income and adjusted non-interest income, adjusted for credit enhancement income.

# Glossary of Terms Used



**ACH (The Automated Clearing House).** Electronic funds-transfer system that facilitates payments in the U.S. and internationally. The ACH is run by Nacha.

**API (Application Programming Interface).** Set of defined rules that enable different applications to communicate with each other. It acts as an intermediary layer that processes data transfers between systems, letting companies open their application data and functionality to external third-party developers, business partners, and internal departments within their companies.

**Banking-as-a-Service (BaaS).** Banking model in which licensed banks integrate their digital banking services directly into the products of other non-bank businesses. This allows non-bank businesses to offer their customers digital banking services such as mobile bank accounts, debit cards, loans and payment services, without needing to acquire a banking license of their own. The bank's system communicates via APIs and webhooks with that of the non-bank's business, enabling the end customer to access banking services directly through the non-bank's website or app.

**BIN (Bank Identification Number) Sponsorship.** BIN sponsorship allows fintech businesses to quickly gain direct access to the payment processing and card management services provided by the likes of Visa or Mastercard without going through the process of joining a major card scheme. It provides fintechs with quickest way to launch a financial product with a debit, credit or prepaid card attached.

**Credit Enhanced Balance Sheet.** FinWise generates interest income from existing and potential new strategic programs through contractual interest earned on loans maintained on the FinWise balance sheet. Fintech strategic programs using this product are required to hold a deposit account at FinWise against which charge-offs are recovered, and which is trued up monthly post any charge-offs.

**FedNow.** The clearing service for financial institutions to provide immediate end-to-end payments to customers. The key difference between this service and the Fed's previous system is that FedNow will be online 24/7, processing transactions in real time.

**HFI (Held for Investment).** When a reporting entity holds an originated or purchased loan for which it has the intent and ability to hold for the foreseeable future or to maturity or payoff, the loan should be classified as held-for-investment. Loans held for investment are reported on the balance sheet at their amortized cost basis.

**HFS (Held for Sale).** When a reporting entity originates or purchases a loan with the intent to sell the loan to another entity (e.g., a government sponsored enterprise).

**Mastercard RPPS (Remote Payment and Presentment Service).** Mastercard RPPS optimizes electronic bill payment by connecting banks to billers. It offers a single, reliable connection for electronic payment providers to help with fast & secure consumer bill payments.

**Mastercard Send.** Mastercard's offering in the real-time personal payments arena. Senders can immediately make "push payments" to bank accounts, mobile wallets, prepaid debit cards, or targeted cash-out locations. The sender can initiate a Mastercard Send transaction with just the recipient's debit card number.

**MoneyRails™** is FinWise's Payments hub, which is a single-window platform through which companies can execute all their payments, and issue virtual cards. MoneyRails also provides the ability to safeguard funds in an array of account types: FBO and subaccounts to satisfy FinTechs' deposit needs, as well as traditional Savings, Checking, Certificate of Deposits, etc. . Payment hubs increase fund control and visibility, reduce the risk associated with numerous fragmented payment processes, and improve overall operating efficiency.

**NIM:** Net Interest Margin

**SBA 7(a) loans.** Small-business loans issued by a private lender and partially backed by the U.S. Small Business Administration.

**SMBs.** Small to medium-sized businesses.

**Strategic Program Lending - SPL (sometimes referred as Marketplace Lending).** Lending predominately done through fintech platforms that connect borrowers with lenders.

**TBV:** Tangible Book Value

**The Clearing House RTP.** A real-time payments platform that all federally insured U.S. depository institutions are eligible to use for payments innovation. All RTP payments are processed by The Clearing House. When you pay your utility bill for the month using RTP, your bank sends message to network which includes the details of the payment. The Clearing House then processes the message and routes it to utility company's bank, completing the payment.

**Visa Direct.** A type of Original Credit Transaction (OCT) that allows fast and secure payment transfers to customers using their card details. Unlike with other payment methods, where it can typically take up to 24 hours for the funds to be transferred to the customer, Visa Direct transactions normally complete near-instantly.