



Credit Provision to Marginalized Borrowers

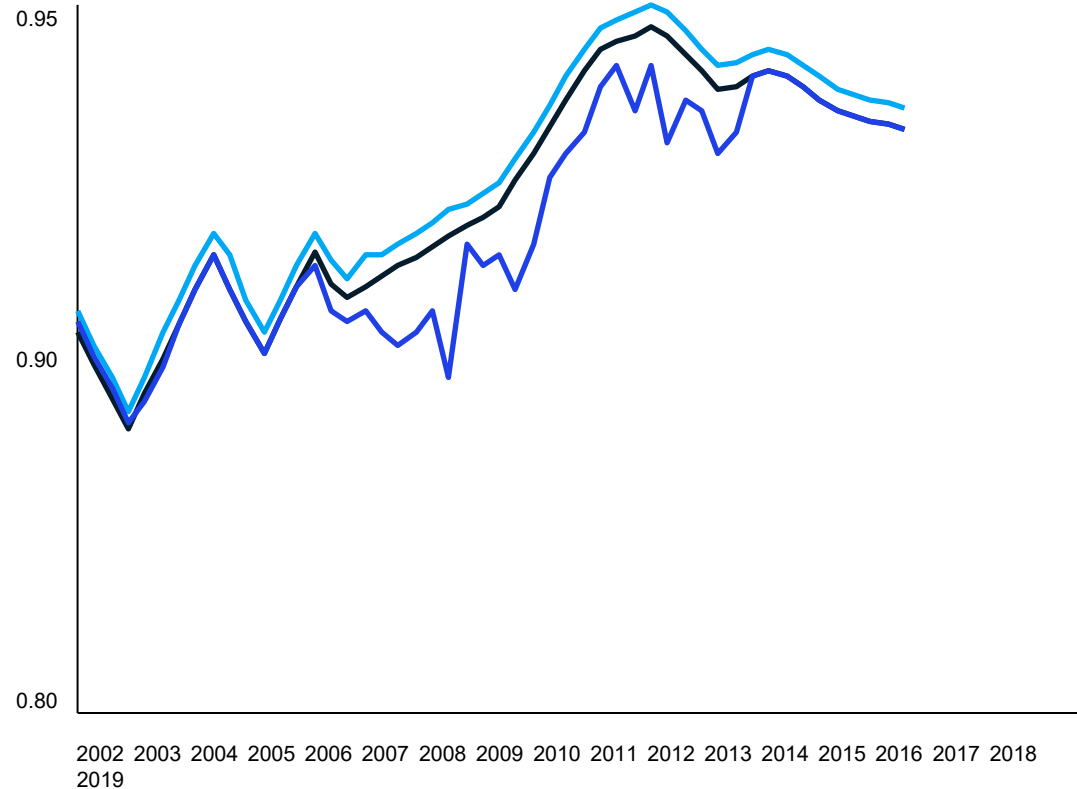
Optus Bank
Dominik Mjartan





Efficiency benchmarking score, by bank type

— Non-MDIs — All MDIs¹
— Black MDIs



1. Inclusive of Black, Asian, Native American, Hispanic and all other types of MDIs

Source: World Scientific Good money after bad? The comparative efficiency of minority depository Institutions, 21020

70%

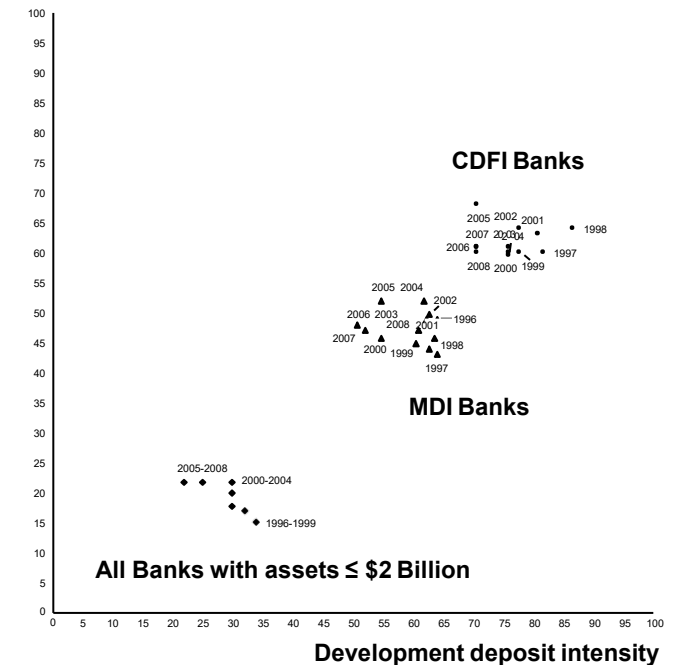
Of quarters where there was a statistically significant operational performance difference between Black institutions and their non-MDI comparison group

Compared to other MDIs, **Black MDIs outperform all other MDI categories** (Asian, Hispanic, Native American, and all MDIs)

Deposit and lending intensity, by bank type

CDFIs and MDIs circulate more capital into low income communities than banks

Development lending intensity –HMDA

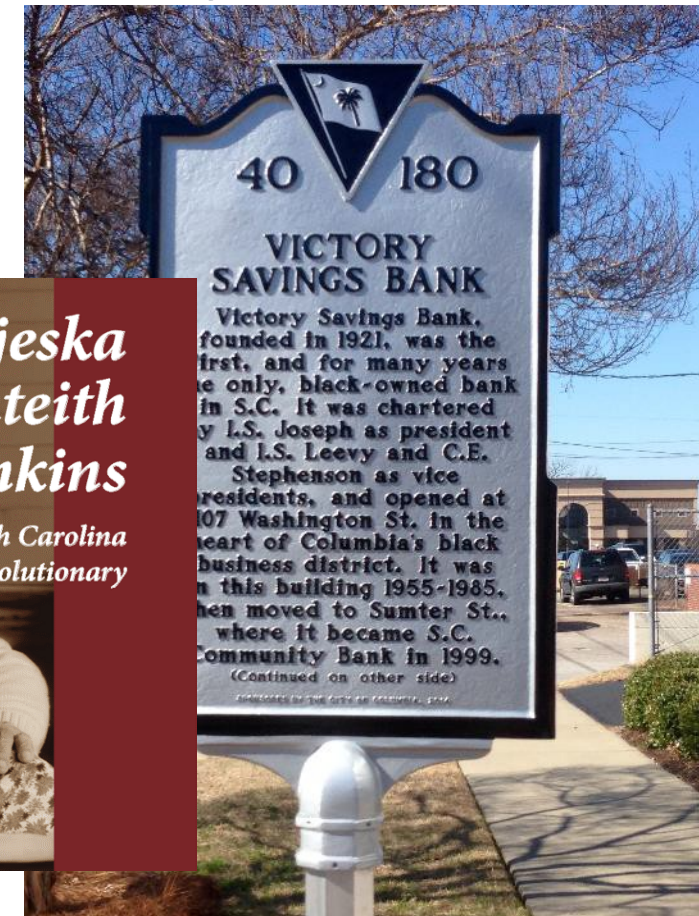
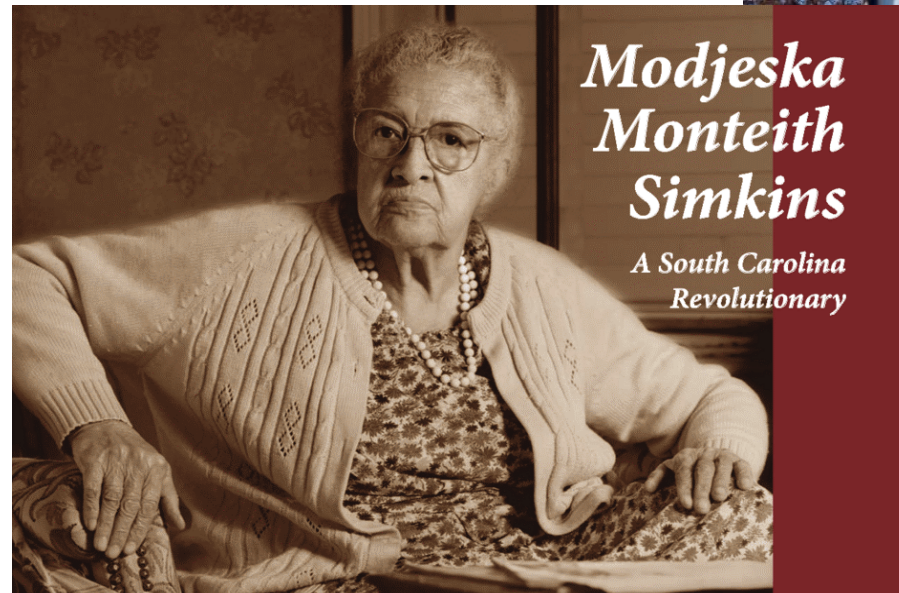


Source: National Community Investment Fund, Social Performance Metrics



Optus Bank Background and History

- Founded as Victory Savings Bank in 1921.
- Recapitalized by Chairman Mitchell in 2014, joined by Director Loyd.
- Dominik Mjartan joined as President/CEO and investor in 2017.
- 500%+ growth in total assets and profitability in the last five years.
- Black Owned – one of 20 in the U.S.
- U.S. Treasury certified CDFI





How Are We Closing the Wealth Gap? Entrepreneurship, Homeownership, Savings

90% of Optus Bank loans are invested in low-income communities, minority and/or women owned businesses or homes.



2020 Loan Portfolio	% of Loans (#)	% of Loans (\$)
Low Income	64%	68%
Minority	66%	60%
LI or Minority	89%	85%
African American	66%	60%
Under \$10,000	28%	1.4%
Under \$50,000	64%	10%
Under \$100,000	75%	18%





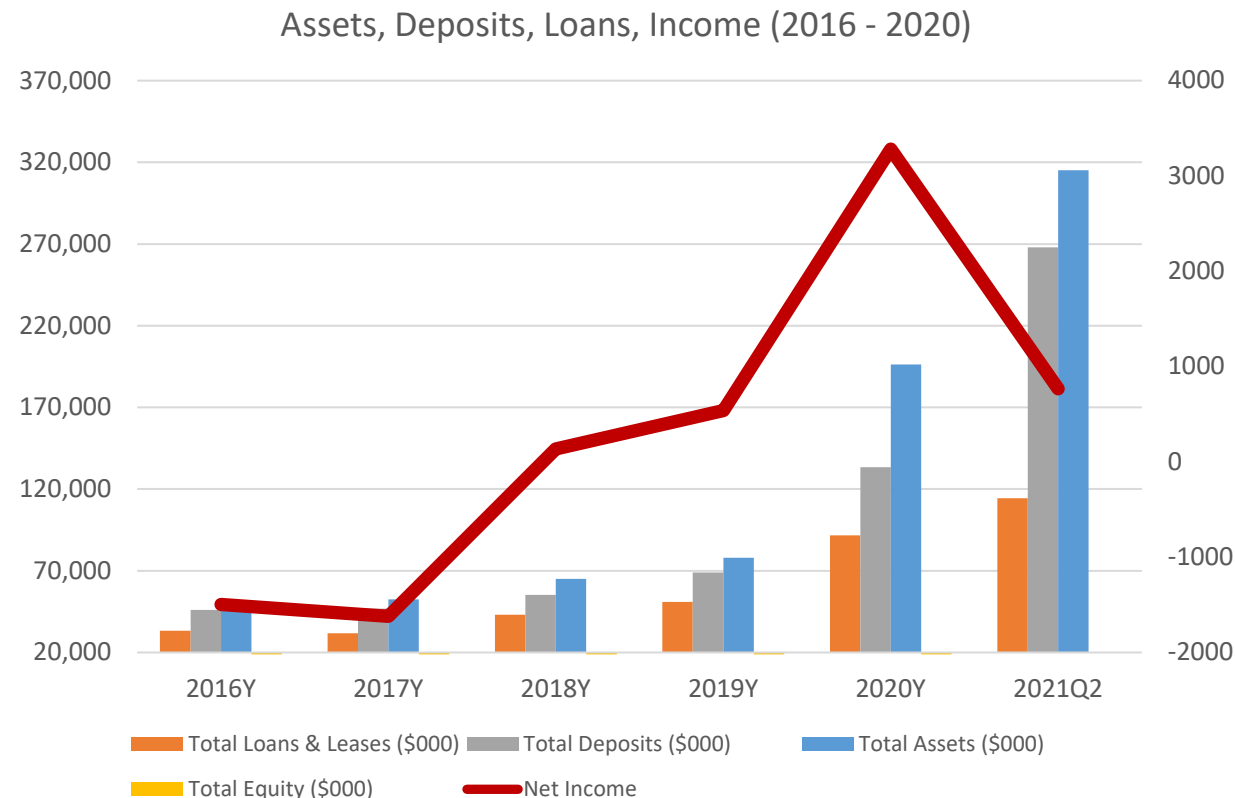
How Are We Delivering Value?





Optus Bank Financial Highlights (5 Year Trends)

- Increased total assets by 511%
- Deposits: increase of 470%
- Loans: increase of 232%
- Equity: increase of 469%
- Total Earnings: \$6+ million
- Non-performing assets: Less than 1%



Community Banking in the 21st Century

Research and
Policy Conference



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