Credit Provision to Marginalized Borrowers

Optus Bank
Dominik Mjartan
Deposit and lending intensity, by bank type

- **Non-MDIs**
- **Black MDIs**
- **All MDIs**

 Efficiency benchmarking score, by bank type

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)

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

Source: National Community Investment Fund, Social Performance Metrics

Source: World Scientific Good money after bad? The comparative efficiency of minority depository Institutions, 2020
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.

<table>
<thead>
<tr>
<th>2020 Loan Portfolio</th>
<th>% of Loans (#)</th>
<th>% of Loans ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Low Income</td>
<td>64%</td>
<td>68%</td>
</tr>
<tr>
<td>Minority</td>
<td>66%</td>
<td>60%</td>
</tr>
<tr>
<td>LI or Minority</td>
<td>89%</td>
<td>85%</td>
</tr>
<tr>
<td>African American</td>
<td>66%</td>
<td>60%</td>
</tr>
<tr>
<td>Under $10,000</td>
<td>28%</td>
<td>1.4%</td>
</tr>
<tr>
<td>Under $50,000</td>
<td>64%</td>
<td>10%</td>
</tr>
<tr>
<td>Under $100,000</td>
<td>75%</td>
<td>18%</td>
</tr>
</tbody>
</table>
How Are We Delivering Value?

Modern Technology and Competitive Products + Relationship Banking

Access to Responsive Banking Services and Opportunity to Build Wealth
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%