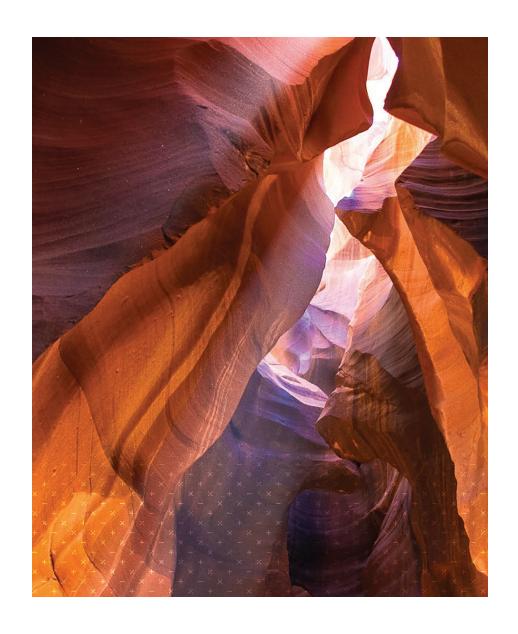




# Bankers' Index

AN ANALYSIS OF UTAH COMMUNITY BANKS



The Bankers' Index is published by Moss Adams.

For more information on the data presented in this report, contact Jane Han, Senior Manager, at (858) 627-1430.

# Utah

\$ALT LAKE CITY 3400 North Ashton Blvd., Suite 200 Lehi, UT 84043 (801) 907-4300

## ASSET SIZE DEFINITION

Group A \$0-\$250 million

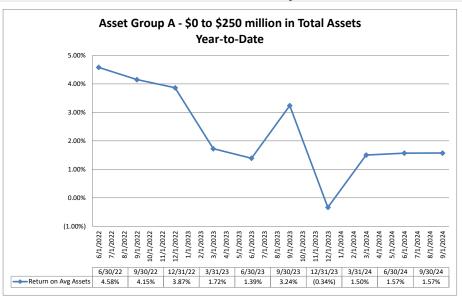
Group B \$251 million-\$500 million

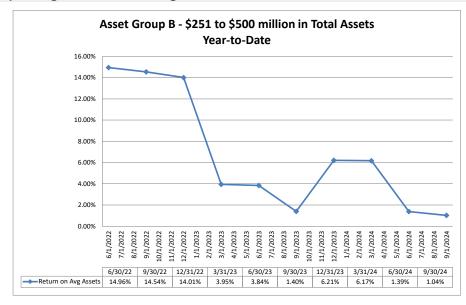
Group C \$501 million-\$1 billion

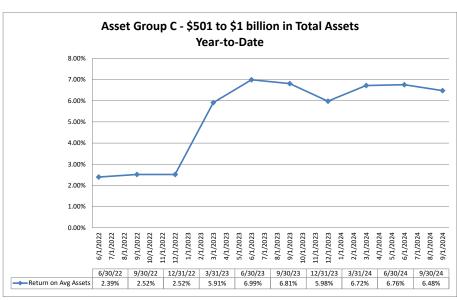
Group D Over \$1 billion

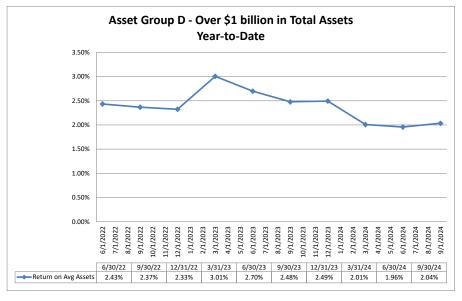
Performance Analysis

### Summary Trends of Historical Asset Group Averages: Return on Average Assets





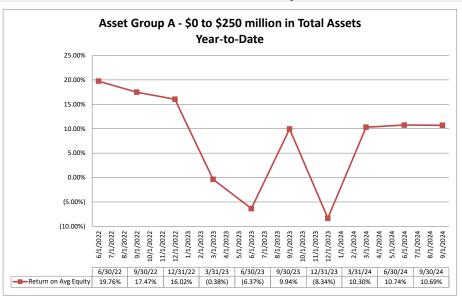


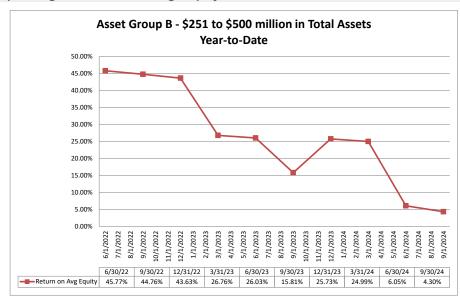


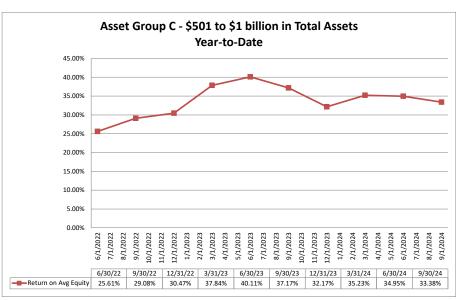
Source: SNL Financial

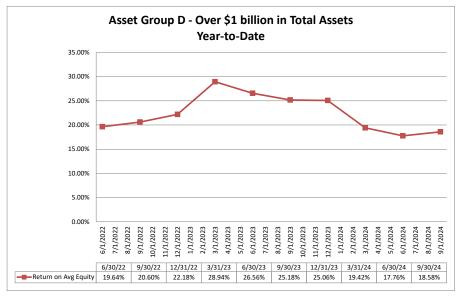
Note: Report includes only bank-level data.

### Summary Trends of Historical Asset Group Averages: Return on Average Equity









Source: SNL Financial

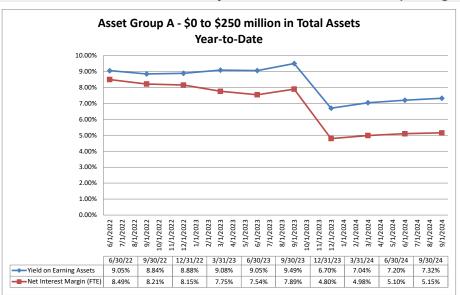
Note: Report includes only bank-level data.

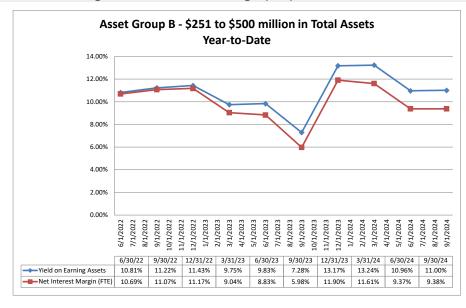
Performance Analysis			Septemb	er 30, 202	4	Run Date: November 22, 2024					
	As of Date			Quarter to Date					Year to Date		
Region Institution Name	Total Assets (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)
Asset Group A - \$0 to \$250 million in total as	Asset Group A - \$0 to \$250 million in total assets										
Holladay Bank and Trust Home Savings Bank Utah Independent Bank Continental Bank Average of Asset Group A	\$64,586 \$125,953 \$151,162 \$171,418	\$143 \$434 \$1,191 \$361	0.88% 1.40% 3.22% 0.84%	5.10% 9.59% 22.58% 5.29%	61.85% 42.53%	\$86 \$192 \$92 \$168	\$541 \$873 \$3,654 \$1,037	1.13% 0.97% 3.38% 0.81%	6.36% 24.82%	77.22% 64.88% 43.06% 84.13%	\$194
		φ532	1.59%	10.04%	00.97%	φ133_	\$1,520	1.57 70	10.09%	07.32%	\$135
Asset Group B - \$251 to \$500 million in total  Brighton Bank First Electronic Bank Milestone Bank Varo Bank, National Association	\$308,887 \$355,825 \$403,035 \$427,165	\$1,544 \$14,469 \$1,211 (\$17,235)	2.08% 15.30% 1.25% (17.70%)	21.41% 51.48% 10.73% (82.88%)	28.20% 46.10% 129.53%	\$130 \$230 \$147 \$202	\$4,973 \$39,635 \$2,658 (\$47,099)	2.25% 15.54% 0.95% (14.60%)	52.77% 8.03% (66.74%)	55.84% 29.35% 46.75% 129.17%	
Average of Asset Group B	\$373,728	(\$3)	0.23%	0.18%	65.07%	\$177	\$42	1.04%	4.30%	65.28%	\$175
Asset Group C - \$501 million to \$1 billion in	Asset Group C - \$501 million to \$1 billion in total assets										
Finwise Bank Prime Alliance Bank First Utah Bank Square Financial Services, Inc. The Pitney Bowes Bank Inc. Capital Community Bank	\$671,512 \$787,137 \$789,008 \$882,090 \$889,011 \$996,521	\$4,904 \$4,201 \$1,176 \$43,120 \$12,573 \$9,329	3.01% 2.13% 0.61% 20.83% 5.47% 3.90%	14.66% 21.70% 6.38% 32.88% 80.69% 26.64%	58.07% 20.23% 68.97% 35.14% 22.19% 36.14%	\$174 \$107 \$152 \$274 \$167 \$177	\$13,994 \$14,231 \$5,326 \$127,750 \$39,394 \$25,245	3.02% 2.51% 0.95% 22.79% 5.97% 3.64%	25.72% 9.85% 35.68% 89.15%	55.90% 21.38% 64.40% 35.31% 15.16% 37.51%	\$227
Average of Asset Group C	\$835,880	\$12,551	5.99%	30.49%	40.12%	\$175	\$37,657	6.48%	33.38%	38.28%	\$181
Asset Group D - Over \$1 billion in Total Asset	ets										
Nelnet Bank Transportation Alliance Bank, Inc. Central Bank WebBank State Bank of Southern Utah Medallion Bank Cache Valley Bank Celtic Bank Corporation Sunwest Bank Bank of Utah Green Dot Bank Merrick Bank LendingClub Bank, National Association BMW Bank of North America Comenity Capital Bank Optum Bank, Inc. SoFi Bank, National Association	\$1,328,808 \$1,607,005 \$2,016,873 \$2,172,107 \$2,554,338 \$2,572,332 \$3,136,115 \$3,420,680 \$3,431,706 \$3,748,765 \$4,445,367 \$5,921,557 \$7,717,549 \$10,848,251 \$11,944,453 \$12,589,568 \$18,181,000 \$29,264,736	(\$1,516) \$3,852 \$7,715 \$18,354 \$6,280 \$15,479 \$15,552 \$39,915 \$12,957 \$10,916 \$19,428 \$55,507 \$109,471 \$14,622 \$64,001 \$38,348 \$147,000 \$143,647	(0.50%) 0.99% 1.50% 3.34% 0.99% 2.54% 2.266% 4.84% 1.51% 1.33% 1.65% 3.75% 6.16% 0.57% 2.11% 1.21% 3.19% 1.98%	(4.08%) 10.07% 11.93% 20.32% 10.99% 16.69% 18.42% 25.11% 17.78% 11.09% 59.64% 17.92% 72.61% 5.31% 14.71% 29.89%	53.10% 65.93% 18.91% 49.49% 21.14% 66.74%	\$201 \$117 \$114 \$233 \$100 \$150 \$108 \$269 \$171 \$116 \$132 \$156 \$131 \$212 \$170 \$232 \$155 \$350	(\$4,925) \$5,032 \$21,747 \$61,708 \$16,385 \$44,993 \$41,533 \$117,570 \$30,149 \$30,943 \$44,188 \$122,619 \$262,808 \$37,964 \$197,776 \$216,710 \$415,000 \$340,975	(0.58%) 0.44% 1.42% 3.61% 0.88% 2.57% 1.90% 4.98% 1.22% 1.32% 2.76% 5.06% 0.54% 2.19% 2.27% 3.05% 1.71%	16.53% 16.81% 26.10% 14.50% 10.74% 52.91% 13.63% 60.20% 4.76% 14.73% 14.75% 31.45% 12.27%	60.46% 61.51% 54.71% 64.93% 60.15% 23.95% 40.18% 32.45% 59.69% 53.80% 71.71% 30.00% 59.08% 69.51% 19.16% 48.51% 21.62% 68.62%	\$113 \$238 \$97 \$149 \$107 \$246 \$181 \$112 \$122 \$152 \$135 \$213 \$174 \$220 \$85 \$315
Regional Average	\$7,050,067	\$40,085	2.18%	20.04%	48.74%	\$170	\$111,288	2.04%	18.58%	50.00%	\$165

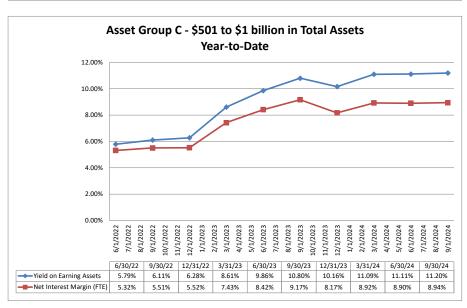
Note: Report includes only bank-level data.

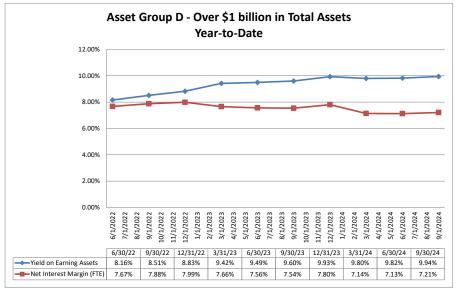
Balance Sheet & Net Interest Margin

# Summary Trends of Historical Asset Group Averages: Yield on Earning Assets & Net Interest Margin (FTE)





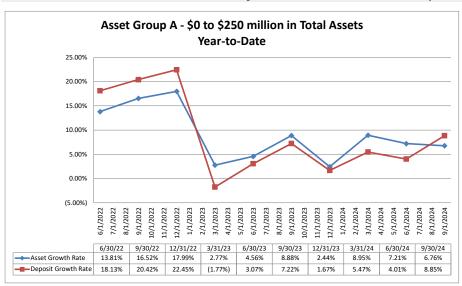


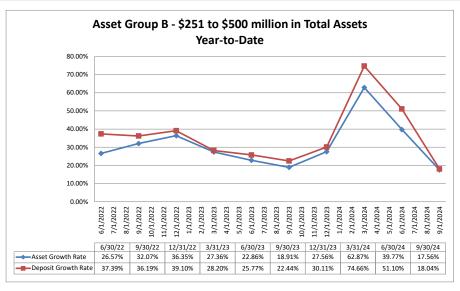


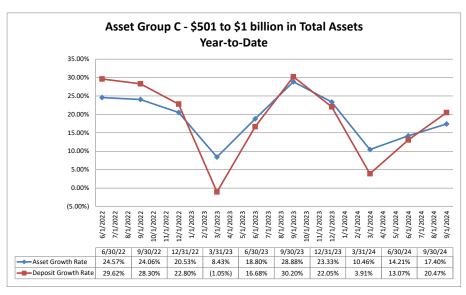
Source: SNL Financial

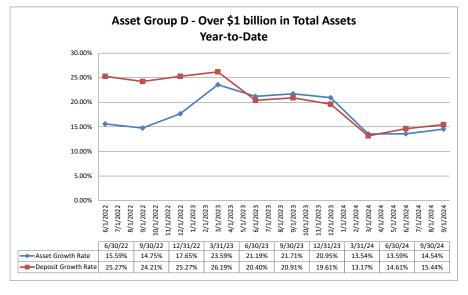
Note: Report includes only bank-level data.

## Summary Trends of Historical Asset Group Averages: Asset Growth Rate & Deposit Growth Rate









Source: SNL Financial

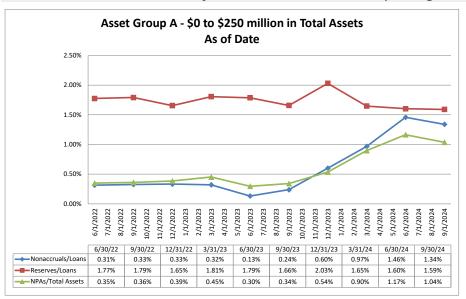
Note: Report includes only bank-level data.

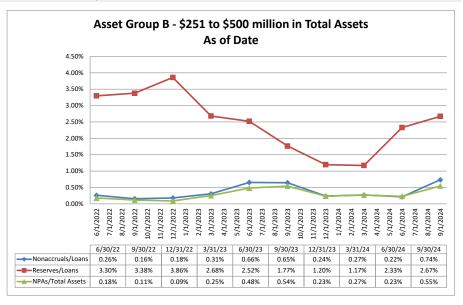
Balance Sheet & Net Interest Margi	in			Sep	tember 30	, 2024				Run Date:	Novembe	er 22, 2024
Г	As of Date								Year t	o Date		
Pagina Institution Name	Total Assets (\$000)	Total Lns & Leases (\$000)	Total Deposits (\$000)	Loans/Deposits (%)	Liquidity Ratio (%)	Assets/Employees (\$000)	Yield on Earning Assets (%)	Cost of Interest Bearing Liab (%)	Cost of Funds (%)	Net Interest Margin (FTE) (%)	Asset Growth Rate (%)	Deposit Growth Rate (%)
Region Institution Name		I I				1		]				
Asset Group A - \$0 to \$250 million in total a	assets											
Holladay Bank and Trust Home Savings Bank	\$64,586 \$125,953	\$42,386 \$108,119	\$52,727 \$91,237	80.39% 118.50%	38.30% 14.15%		6.84% 6.85%	3.89% 3.96%	2.75% 4.03%	4.64% 3.44%	5.88% 8.41%	7.19% 21.86%
Utah Independent Bank	\$151,162	\$95,466	\$127,298	74.99%	38.85%	\$6,298	7.68%	2.41%	1.52%	6.28%	19.70%	17.50%
Continental Bank	\$171,418	\$143,297	\$123,474	116.05%	17.19%	\$5,530	7.90%	2.05%	2.00%	6.23%	(6.95%)	(11.15%)
Regional Average	\$128,280	\$97,317	\$98,684	97.48%	27.12%	\$7,721	7.32%	3.08%	2.58%	5.15%	6.76%	8.85%
Asset Group B - \$251 to \$500 million in total	al assets											
Brighton Bank	\$308,887	\$196,185	\$266,613	73.58%	35.96%		5.93%	2.05%	0.94%	4.83%	7.03%	7.67%
First Electronic Bank Milestone Bank	\$355,825 \$403,035	\$192,785 \$313,078	\$226,412 \$342,358	85.15% 91.45%	64.10% 25.59%		24.66% 9.35%	5.79% 4.06%	0.44% 3.94%	24.06% 6.06%	42.71% 36.73%	36.42% 37.06%
Varo Bank, National Association	\$427,165	\$71,937	\$302,422	23.79%	79.29%	\$1,063	4.08%	3.17%	1.76%	2.56%	(16.23%)	(8.98%)
Regional Average	\$373,728	\$193,496	\$284,451	68.49%	51.24%	\$4,884	11.00%	3.77%	1.77%	9.38%	17.56%	18.04%
Asset Group C - \$501 million to \$1 billion in	n total assets											
Finwise Bank	\$671,512	\$514,728	\$518,777	99.22%	16.03%		12.63%	4.80%	3.31%	9.96%	20.44%	23.72%
Prime Alliance Bank First Utah Bank	\$787,137 \$789,008	\$599,450 \$593,523	\$703,987 \$688,802	85.15% 86.17%	28.48% 14.95%		7.66% 7.34%	4.41% 3.73%	4.26% 2.80%	4.01% 4.68%	8.46% 13.26%	7.36% 21.61%
Square Financial Services, Inc.	\$882,090	\$328,902	\$291,350	112.89%	161.68%	\$6,534	15.98%	2.34%	2.40%	15.20%	40.22%	47.94%
The Pitney Bowes Bank Inc. Capital Community Bank	\$889,011 \$996,521	\$343,900 \$800,428	\$754,769 \$841,378	45.56% 95.13%	61.55% 18.57%		7.30% 16.29%	0.83% 4.10%	0.69% 3.62%	6.67% 13.13%	2.81% 19.20%	2.40% 19.81%
Regional Average	\$835,880	\$530,155	\$633,177	87.35%	50.21%	\$15,736	11.20%	3.37%	2.85%	8.94%	17.40%	20.47%
Asset Group D - Over \$1 billion in Total Ass	sets											
Nelnet Bank	\$1,328,808	\$565,704	\$1,148,466	49.26%	53.58%		6.90%	4.17%	4.20%	3.23%	45.40%	47.34%
Transportation Alliance Bank, Inc. Central Bank	\$1,607,005 \$2,016,873	\$1,269,993 \$1,285,482	\$1,358,927 \$1,521,472	93.46% 84.49%	18.51% 23.80%		11.30% 5.92%	4.19% 2.97%	4.21% 2.02%	7.38% 4.13%	11.77% 3.54%	14.20% 7.36%
WebBank State Bank of Southern Utah	\$2,172,107 \$2,554,338	\$1,691,562 \$1,652,740	\$1,734,292 \$2.098.360	97.54% 78.76%	21.06% 15.41%	\$9,127 \$8,963	17.74% 5.03%	5.09% 3.11%	4.99% 1.97%	13.47% 2.84%	(18.29%) 9.93%	(22.25%) 12.92%
Medallion Bank	\$2,572,332	\$2,374,673	\$2,096,360	112.39%	9.42%	\$19,197	11.48%	3.39%	3.48%	8.61%	18.00%	17.24%
Cache Valley Bank	\$3,136,115 \$3,420,680	\$2,425,978 \$2,595,431	\$2,769,455 \$2,400,655	87.60% 108.11%	22.20% 26.86%		6.73% 9.55%	3.54% 3.81%	2.54% 3.40%	4.40% 6.77%	14.65% 20.69%	15.36% 14.86%
Celtic Bank Corporation Sunwest Bank	\$3,420,680	\$2,595,431 \$2,708,271	\$2,400,655	108.11%	9.08%		9.55% 6.14%	3.08%	3.40% 1.85%	4.44%	20.52%	5.44%
Bank of Utah	\$3,748,765	\$2,582,544	\$3,028,676	85.27%	22.77%	\$9,539	5.61%	3.53%	2.58%	3.44%	38.29%	57.75%
Green Dot Bank Merrick Bank	\$4,445,367 \$5,921,557	\$46,796 \$5,426,700	\$4,242,202 \$4,558,062	1.10% 119.06%	37.76% 19.56%		6.11% 20.14%	4.91% 3.86%	0.12% 3.03%	5.98% 17.60%	17.39% (6.37%)	27.72% (11.36%)
WEX Bank	\$7,717,549	\$3,329,046	\$5,502,673	60.50%	42.72%	\$94,116	15.56%	5.25%	3.45%	11.55%	12.12%	` 3.58%
LendingClub Bank, National Association BMW Bank of North America	\$10,848,251 \$11,944,453	\$6,239,515 \$9,107,665	\$9,532,342 \$7,613,633	65.46% 119.62%	40.40% 27.69%		9.61% 6.06%	4.73% 3.85%	4.48% 3.85%	5.62% 2.91%	34.64% (0.17%)	37.81% (1.15%)
Comenity Capital Bank	\$12,589,568	\$10,964,420	\$9,708,845	112.93%	19.13%	\$99,917	21.13%	4.83%	4.81%	17.40%	(3.72%)	5.28%
Optum Bank, Inc. SoFi Bank, National Association	\$18,181,000 \$29,264,736	\$6,178,000 \$24,311,533	\$14,558,000 \$24,585,953	42.44% 98.88%	58.55% 14.99%		4.02% 9.99%	0.29% 4.27%	0.22% 4.25%	3.82% 6.26%	14.52% 28.82%	5.56% 40.28%
Regional Average	\$7,050,067	\$4,708,670	\$5,618,700	84.37%	26.86%	\$45,328	9.94%	3.83%	3.08%	7.21%	14.54%	15.44%
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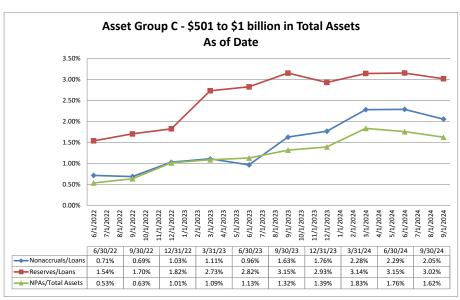
Note: Report includes only bank-level data.

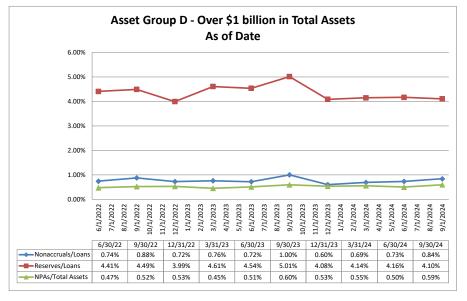
**Asset Quality** 

### Summary Trends of Historical Asset Group Averages: Non accruals/Loans, Reserves/Loans & NPAs/Total Assets









Source: SNL Financial

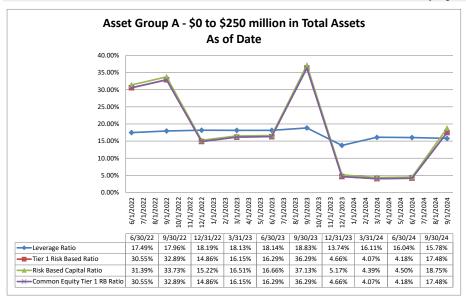
Note: Report includes only bank-level data.

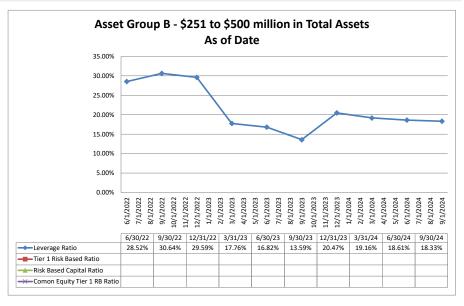
Asset Quality	Sept	tember 30, 2	Run Date: November 22, 2024				
				As of Date			
Region Institution Name	Total Assets (\$000)	Tot Loans & Leases Nonaccrual (\$000)	Nonaccrual Loans/Total Loans (%)	Reserves/Loans (%)	Reserves/ NPLs (%)	NPA+ Loans 90PD / Tang Equity + LLRs (%) Texas Ratio	NPAs/Total Asse
Asset Group A - \$0 to \$250 million in total assets							
Holladay Bank and Trust Home Savings Bank Utah Independent Bank Continental Bank	\$64,586 \$125,953 \$151,162 \$171,418	\$78 \$0 \$2,651 \$3,442	0.18% 0.00% 2.78% 2.40%	1.54% 0.93% 1.21% 2.68%	274.37% NA 43.42% 110.61%	2.00% 0.00% 11.45% 11.20%	0.00 1.75
Regional Average	\$128,280	\$1,543	1.34%	1.59%	142.80%	6.16%	1.04
Asset Group B - \$251 to \$500 million in total assets							
Brighton Bank First Electronic Bank Milestone Bank Varo Bank, National Association	\$308,887 \$355,825 \$403,035 \$427,165	\$3,582 \$0 \$3,470 \$0	1.83% 0.00% 1.11% 0.00%	1.36% 0.00% 2.70% 6.62%	70.95% NA 217.52% NA	11.66% 0.00% 7.22% 0.00%	0.009 0.969
Regional Average	\$373,728	\$1,763	0.74%	2.67%	144.24%	4.72%	0.55
Asset Group C - \$501 million to \$1 billion in total assets							
Finwise Bank Prime Alliance Bank First Utah Bank Square Financial Services, Inc. The Pitney Bowes Bank Inc. Capital Community Bank	\$671,512 \$787,137 \$789,008 \$882,090 \$889,011 \$996,521	\$29,917 \$10,548 \$5,214 \$6,202 \$1,696 \$11,906	5.81% 1.76% 0.88% 1.89% 0.49% 1.49%	2.46% 3.49% 1.20% 5.49% 2.29% 3.16%	41.26% 198.25% 131.02% 291.26% 155.65% 191.05%	21.30% 10.44% 12.06% 1.10% 6.85% 8.30%	1.349 1.229 0.709 0.579
Regional Average	\$835,880	\$10,914	2.05%	3.02%	168.08%	10.01%	1.62
Asset Group D - Over \$1 billion in Total Assets							
Nelnet Bank Transportation Alliance Bank, Inc. Central Bank WebBank State Bank of Southern Utah Medallion Bank Cache Valley Bank Celtic Bank Corporation Sunwest Bank Bank of Utah Green Dot Bank Merrick Bank Merrick Bank LendingClub Bank, National Association BMW Bank of North America Comenity Capital Bank Optum Bank, Inc. SoFi Bank, National Association	\$1,328,808 \$1,607,005 \$2,016,873 \$2,172,107 \$2,554,338 \$2,572,332 \$3,136,115 \$3,420,680 \$3,431,706 \$3,748,765 \$4,445,367 \$5,921,557 \$7,717,549 \$10,848,251 \$11,944,453 \$12,589,568 \$18,181,000 \$29,264,736	\$0 \$25,835 \$3,973 \$25,312 \$8,376 \$12,559 \$5,463 \$44,568 \$8,612 \$0 \$2,775 \$23,587 \$2,891 \$68,682 \$13,244 \$607 \$13,000 \$3,750	0.00% 2.03% 0.31% 1.50% 0.51% 0.53% 0.23% 1.72% 0.00% 5.93% 0.43% 0.09% 1.10% 0.15% 0.01%	3.04% 2.02% 2.96% 1.46% 1.22% 3.82% 1.89% 1.86% 1.6.72% 16.88% 1.42% 3.53% 0.46% 12.44%	NM 86.55% 933.24% 97.33% 235.10% 722.86% 377.13% 105.43% 564.74% NA 281.98% NM NM 178.96% 315.89% 765.40% N676.92%	1.77% 20.51% 2.79% 8.45% 3.34% 2.69% 2.72% 6.70% 3.77% 0.00% 1.85% 13.71% 2.80% 9.85% 0.73% 20.72% 1.31% 0.82%	2.24' 0.23' 1.17' 0.34' 0.49' 0.32' 1.36' 0.09' 0.06' 1.27' 0.04' 1.14' 0.11' 1.42'
Regional Average	\$7,050,067	\$14,624	0.84%	4.10%	410.89%	5.81%	0.59

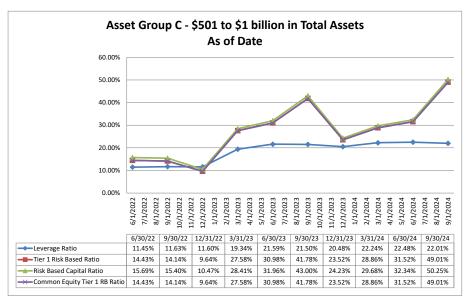
Note: Report includes only bank-level data.

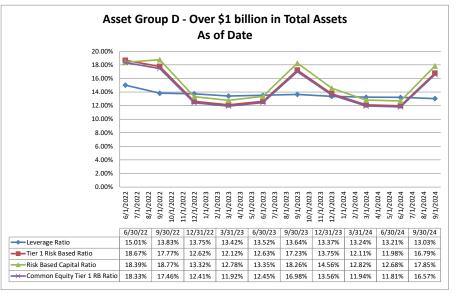
Capital Adequacy

# Summary Trends of Historical Asset Group Averages: Leverage Ratio, Tier 1 Risk Based Ratio, Risk Based Capital Ratio & Common Equity Tier 1 Risk Based Ratio









Source: SNL Financial

Note: Report includes only bank-level data.

Capital Adequacy	September 30	, 2024				Run Date:	Novembe	er 22, 2024
				As of Da	te			
Region Institution Name	Total Assets (\$000)	Total Equity Capital (\$000)	Tier1 Capital (\$000)	Common Equity Tier 1 Capital (\$000)	Leverage Ratio (%)	Tier 1 Risk Based Ratio (%)	Risk Based Capital Ratio (%)	Common Equity Tier 1 Risk Based Ratio (%)
Asset Group A - \$0 to \$250 million in total assets								
Holladay Bank and Trust Home Savings Bank Utah Independent Bank Continental Bank	\$64,586 \$125,953 \$151,162 \$171,418	\$11,224 \$17,827 \$22,030 \$27,538	\$11,224 \$17,827 \$23,200 \$27,425	\$11,224 \$17,827 \$23,200 \$27,425	17.22% 14.33% 15.68% 15.88%	NA NA NA 17.48%	NA NA	NA NA
Regional Average	\$128,280	\$19,655	\$19,919	\$19,919	15.78%	17.48%	18.75%	17.48%
Asset Group B - \$251 to \$500 million in total assets								
Brighton Bank First Electronic Bank Milestone Bank Varo Bank, National Association	\$308,887 \$355,825 \$403,035 \$427,165	\$29,586 \$117,678 \$45,758 \$76,825	\$35,064 \$117,639 \$45,407 \$70,229	\$35,064 \$117,639 \$45,407 \$70,229	11.78% 31.10% 11.76% 18.66%	57.32%	57.32% NA	57.32% NA
Regional Average	\$373,728	\$67,462	\$67,085	\$67,085	18.33%	57.32%	57.32%	57.32%
Asset Group C - \$501 million to \$1 billion in total assets								
Finwise Bank Prime Alliance Bank First Utah Bank Square Financial Services, Inc. The Pitney Bowes Bank Inc. Capital Community Bank	\$671,512 \$787,137 \$789,008 \$882,090 \$889,011 \$996,521	\$136,391 \$80,089 \$74,481 \$547,980 \$65,875 \$145,117	\$131,294 \$85,812 \$73,177 \$548,021 \$93,050 \$144,057	\$131,294 \$85,812 \$73,177 \$548,021 \$93,050 \$144,057	20.28% 10.89% 9.48% 66.20% 10.12% 15.07%	13.35% 11.52% 154.34% NA	14.63% 12.64% 155.64% NA	13.35% 11.52% 154.34% NA
Regional Average	\$835,880	\$174,989	\$179,235	\$179,235	22.01%	49.01%	50.25%	49.01%
Asset Group D - Over \$1 billion in Total Assets								
Nelnet Bank Transportation Alliance Bank, Inc. Central Bank WebBank State Bank of Southern Utah Medallion Bank Cache Valley Bank Celtic Bank Corporation Sunwest Bank Bank of Utah Green Dot Bank Merrick Bank WEX Bank LendingClub Bank, National Association BMW Bank of North America Comenity Capital Bank Optum Bank, Inc.	\$1,328,808 \$1,607,005 \$2,016,873 \$2,172,107 \$2,554,338 \$2,572,332 \$3,136,115 \$3,420,680 \$3,431,706 \$3,748,765 \$4,445,367 \$5,921,557 \$7,717,549 \$10,848,251 \$11,944,453 \$12,589,568 \$18,181,000	\$151,610 \$155,979 \$268,923 \$365,550 \$237,859 \$375,700 \$343,277 \$653,369 \$303,394 \$400,781 \$153,498 \$1,268,193 \$655,339 \$1,140,157 \$1,776,495 \$1,856,987 \$2,154,000	\$151,020 \$161,072 \$282,914 \$355,854 \$264,043 \$343,410 \$648,165 \$309,281 \$401,631 \$349,469 \$1,369,308 \$666,403 \$1,050,847 \$1,797,660 \$1,797,660 \$1,742,000	\$151,020 \$161,072 \$282,914 \$355,854 \$264,043 \$314,153 \$343,410 \$648,165 \$309,281 \$401,631 \$349,469 \$1,369,308 \$666,403 \$1,050,847 \$1,797,660 \$1,816,523 \$1,742,000	12.43% 10.36% 13.81% 16.29% 10.45% 15.66% 11.38% 19.71% 9.04% 22.76% 9.38% 10.31% 14.83% 14.38% 9.92%	NA 17.52% NA 15.81% 13.61% NA 9.62% 16.62% 29.62% 24.28% 13.17% 14.52% 15.98% 16.04%	NA NA 18.77% NA 17.09% 14.86% NA 10.87% 17.87% 30.28%	NA NA 17.52% NA 12.97% 13.61% NA 9.62% 16.62% 29.62% 24.28% 13.17% 14.52% 15.98% 16.04%
SoFi Bank, National Association	\$29,264,736	\$4,212,908	\$4,044,118	\$4,044,118	14.04%			
Regional Average	\$7,050,067	\$915,223	\$896,481	\$892,660	13.03%	16.79%	17.85%	16.57%

Note: Report includes only bank-level data.

# **Definitions**

Total assets	All assets owned by the company as of the date indicated, as carried on the balance sheet and defined under the indicated accounting principles.
Net income	Net income after taxes, minority interest, and extraordinary and other after-tax items. Noncontrolling interest may be included, per relevant accounting standards. FASB Accounting Standards Codification® (ASC) Section 810-10-65, which includes noncontrolling interests for fiscal years starting after December 15, 2008, for example.
Return on average assets (%)	Return on average assets; net income as a percent of average assets.
Return on average equity (%)	Return on average equity; net income as a percent of average equity.
Efficiency ratio (FTE) (%)	Noninterest expense before foreclosed property expense, amortization of intangibles, and goodwill impairments as a percent of net interest income (fully taxable equivalent, if available) and noninterest revenues, excluding only gains from securities transactions and nonrecurring items.
Salary expense ÷ employees	Salary and benefits expense divided by number of full-time equivalent employees at end of period.
Total loans and leases	The total of loans and lease financing receivables, net of unearned income. Includes loans secured by real estate; loans to depository institutions; loans to finance agricultural production and other loans to farmers; commercial and industrial loans; acceptances of other banks (both US and foreign); loans to individuals for household, family, and other personal expenditures; loans to foreign governments and official institutions; obligations of states and political subdivisions in the United States; other loans (for purchasing or carrying securities, for example, and not including consumer loans); lease financing receivables (net of unearned income); and less any unearned income on loans reflected in items above.
Total deposits	Amounts in customers' banking deposits; any accounts subject to federal banking deposit insurance, including any portions in jumbo deposits that aren't insured but subject to the FDIC deposit regulations.
Liquidity ratio (%)	Liquid assets (cash and balance due to deposit institution plus securities plus federal funding and repurchasing plus trading accounts minus pledged securities divided by total liabilities.
Total assets ÷ employees	Total assets divided by number of full-time equivalent employees at end of period.
Loans ÷ deposits (%)	Loans held for investment, before reserves, as a percent of total insured deposits.
Yield on earning assets (%)	Return earned on interest-earning assets, expressed as a percent. Total interest and dividend income divided by average earning assets.
Cost of interest-bearing liability (%)	Interest incurred on liabilities as a percent of average interest- bearing liabilities. Total interest expense divided by average interest-bearing liabilities.

Cost of funds (%)	Interest incurred on liabilities as a percent of average non- interest-bearing deposits and interest-bearing liabilities.
Net interest margin (FTE) (%)	Net interest income, on a fully taxable-equivalent basis if available, as a percent of average earning assets.
Asset growth rate (%)	Growth in total assets. Annualized is equal to (current period total assets minus previous period total assets) divided by previous period total assets.
Deposit growth rate (%)	Growth in deposits. Annualized is equal to ((current period deposits minus previous period deposits) times (domestic and foreign office)) divided by previous period deposits.
Total loans and leases nonaccrual	Amount of loans and finance leases, gross of reserves, on which interest is no longer accruing.
Nonaccrual loans ÷ total loans (%)	Nonaccrual loans, net of guaranteed loans, as a percent of total gross loans.
Reserves ÷ loans (%)	Reserves for loan losses as a percent of loans before reserves.
Reserves ÷ nonperforming loans (%)	Loan loss reserves as a percent of nonperforming loans.
Nonperforming assets / total assets (%)	Nonperforming assets (nonperforming loans and leases, renegotiated loans and leases, and real estate owned) as a percent of assets.
Nonperforming assets + loans 90PD ÷ tangible equity + loan loss reserves (%)	Nonperforming assets plus loans 90 days or more past due divided by tangible common equity and reserves. This is also known as the common version of the Texas ratio.
Total equity capital	Equity as defined under the indicated accounting principles. Includes par value, paid in capital, retained earnings, and other adjustments to equity. Minority interest may be included, per relevant accounting standards. ASC Section 810-10-65, which includes minority interest for fiscal years starting after December 15, 2008, for example.
Tier 1 capital	For Office of Thrift Supervision (OTS)-regulated institutions, it represents the amount of core capital as defined under the latest OTS guidelines at period-end. For FDIC-regulated institutions it represents the amount of Tier 1 capital as defined by the latest regulatory agency guidelines.
Leverage ratio (%)	Tier 1 leverage ratio according to regulatory capital guidelines. Usually defined as Tier 1 capital as a percent of tangible assets.
Tier 1 risk-based ratio (%)	Tier 1 capital as a percent of total risk-adjusted assets.
Risk-Based Capital Ratio (%)	The regulatory risk-based capital ratio as defined under the latest OTS or FDIC guidelines at period-end. This ratio is usually equal to total risk-based capital divided by total risk-adjusted assets.
Common Equity Tier Risk Based Ratio (%)	Tier 1 common capital as a percent of risk-weighted assets.