## 4Q21 Financial Highlights ${ }^{1}$

- Total Assets $\$ 117$ million down $\$ 1$ million by actively managing PPP borrowers through the government forgiveness process
- Successfully facilitated $25 \%$ of our PPP loan borrowers through SBA forgiveness process, resulting in the $\$ 2$ million decline in loan balances
- Core deposits up 13\%, increase due to accounts \& balance growth; with dependency on non-core deposits declining $25 \%$
- CET1 captial ratio was $12.3 \%$, compared with $11.7 \%$, improvement driven by positive earnings
- Six consecutive quarters of positive pretax net income, up $\$ 0.7$ million or $404 \%$ compared to same twelve month period last year
- Net interest margin increased to $4.06 \%$, up 58 basis points from prior full year, driven by lower borrowing costs
- Provision for loan loss is a net benefit YTD of $\$ 254$ thousand, driven by payoffs \& improvements in the credit quality of the loan portfolio
- Total revenue for year up $6 \%$ driven by lower funding costs \& growth in loan servicing fee income
${ }^{1}$ Percentage and dollar comparisons noted above are for the fourth quarter of 2021 versus the prior-year fourth quarter, unless noted


## Performance Trends




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January 28, 2022

## Dear Fellow Shareholders,

Bank Michigan is pleased to report fourth quarter 2021 net income of $\$ 46$ thousand compared to net income of $\$ 33$ thousand in the prior quarter and $\$ 462$ thousand in the year-ago quarter. Earnings per share was $\$ 0.04$ on revenue of $\$ 1.3$ million, compared to $\$ 0.03$ per share on revenue of $\$ 1.4$ million in the prior quarter and $\$ 0.43$ per share on revenue of $\$ 2.0$ million in the year-ago quarter. Our fourth quarter results reflect continued improved revenue momentum and excellent credit quality. This is the sixth quarter of positive financial results. I'm incredibly proud of what our team has accomplished despite headwinds related to the Omicron variant, inflation, and low loan demand.

For the full year 2021, we delivered net income for shareholders of $\$ 540$ thousand compared to a net loss of $\$ 177$ thousand for 2020. Earnings per share were $\$ 0.50$ for 2021, up 404\%, compared to $\$(0.17)$ for 2020. Results for 2021 produced an ROA of $0.44 \%$, an ROCE of $5.2 \%$, and a CET1 of $12.3 \%$. Higher pre-tax pre-provision earnings, lower provision expense and reduced funding costs were key drivers for full year results. Our Paycheck Protection Program lending helped small businesses, non-profits, and commercial clients receive critical funding and ranked high amongst community banks our size as a PPP lender. During the year, we invested in key businesses and products to help drive future financial success for our shareholders and clients.

Bank Michigan has much to look forward to in 2022. We have strong momentum heading into the year with an improving loan growth trajectory and growing fee income businesses. We will be focused on executional excellence and growth, accelerate investments in our businesses, all underpinned by our strategic focus to profitably grow the bank. Our successes in 2021 reflect the efforts of hardworking, spirited teammates and I applaud them for their accomplishments as we continue building Bank Michigan.

We enter 2022 increasingly confident in our outlook for growth in revenue and earnings. We remain committed to executing on our strategic growth initiatives, improving shareholder value and reducing risk. On behalf of the Board and staff, I thank you for your support.

Best Regards,


Richard Northrup
President \& CEO

## BANK MICHIGAN

FINANCIAL HIGHLIGHTS (Unaudited)
(in thousands, except ratio and headcount data)

| Summary Income Statement | 4Q21 | 3Q21 | 4Q20 | 4Q21 Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 3Q21 | 4Q20 |
| Interest Income | \$ 1,202 | \$ 1,323 | \$ 1,513 | \$ (122) | \$ (311) |
| Interest Expense | 79 | 87 | 201 | (9) | (122) |
| Net Interest Income | 1,123 | 1,236 | 1,312 | (113) | (189) |
| Provision for Loan Losses | - | (38) | - | 38 | - |
| Noninterest Income | 200 | 158 | 702 | 41 | (503) |
| Noninterest Expense | 1,264 | 1,390 | 1,300 | (126) | (36) |
| Net Income/(Loss) before taxes | 58 | 43 | 714 | 16 | (656) |
| Tax Provision (Benefit) | 13 | 10 | 252 | 3 | (239) |
| Net Income/(Loss) | \$ 46 | \$ 33 | \$ 462 | \$ 13 | \$ (417) |

## Earnings \& per Common Share data

| Earnings per share | \$ | 0.04 | \$ | 0.03 | \$ | 0.43 | \$ | 0.01 | \$ | (0.39) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Book Value | \$ | 10.00 | \$ | 9.97 | \$ | 9.54 | \$ | 0.02 | \$ | 0.46 |
| Common shares period-end |  | 1,071 |  | 1,071 |  | 1,071 |  | - |  | - |

## Financial Ratios

| Return on Equity $^{\text {(a) }}$ | $1.71 \%$ | $1.22 \%$ | $18.56 \%$ | $0.48 \%$ | $-16.85 \%$ |
| :--- | ---: | :---: | ---: | ---: | ---: |
| Return on Assets $^{\text {(a) }}$ | $0.15 \%$ | $0.10 \%$ | $1.49 \%$ | $0.04 \%$ | $-1.34 \%$ |
| Net interest margin $^{\text {Efficiency Ratio }}$ | $3.84 \%$ | $3.91 \%$ | $4.23 \%$ | $-0.07 \%$ | $-0.39 \%$ |
| Full-time equivalent employees | $96 \%$ | $100 \%$ | $65 \%$ | $-4 \%$ | $31 \%$ |

Balance Sheet Highlights (period-end)

| Total Assets | 117,164 | 129,534 | 117,851 | $(12,370)$ | (687) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Loans \& Leases | 87,643 | 86,709 | 88,694 | 934 | $(1,051)$ |
| Allowance for Loan Loss Reserve (ALLL) | (943) | (945) | $(1,227)$ | 2 | 285 |
| Core Deposits | 89,182 | 96,563 | 78,928 | $(7,381)$ | 10,254 |
| Non-core Deposits | 16,590 | 17,433 | 22,192 | (843) | $(5,603)$ |
| Total Deposits | 105,772 | 113,995 | 101,120 | $(8,224)$ | 4,651 |
| Other Borrowings | - | - | 6,005 | - | $(6,005)$ |
| Total Equity | 10,711 | 10,687 | 10,216 | 25 | 495 |
| Loan-to-deposits ratio ${ }^{(b)}$ | 78\% | 69\% | 80\% | 9\% | -2\% |
| ALLL to total loans ratio ${ }^{(b)}$ | 1.13\% | 1.19\% | 1.49\% | -0.06\% | -0.36\% |
| Headcount | 37 | 41 | 43 | (4) | (6) |

## Capital Ratios

| Tier 1 leverage ratio | $8.27 \%$ | $8.16 \%$ | $8.67 \%$ | $0.11 \%$ | $-0.40 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Tier 1 risk-based capital ratio / (CET1) | $12.33 \%$ | $12.86 \%$ | $11.74 \%$ | $-0.53 \%$ | $0.59 \%$ |
| Total risk-based capital ratio | $13.47 \%$ | $14.06 \%$ | $12.99 \%$ | $-0.59 \%$ | $0.48 \%$ |


| $5.17 \%$ | $-1.80 \%$ | $6.97 \%$ |
| ---: | ---: | ---: |
| $0.44 \%$ | $-0.15 \%$ | $0.59 \%$ |
| $4.06 \%$ | $3.49 \%$ | $0.58 \%$ |
| $93 \%$ | $93 \%$ | $0 \%$ |
| 37 | 37 | 0 |


| $\underline{2021}$ |  | $\underline{2020}$ |  | YOYChange |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 5,340 | \$ | 5,134 | \$ | 207 |
|  | 396 |  | 972 |  | (576) |
|  | 4,944 |  | 4,162 |  | 782 |
|  | (254) |  | 476 |  | (730) |
|  | 883 |  | 1,321 |  | (438) |
|  | 5,399 |  | 5,104 |  | 295 |
|  | 683 |  | (97) |  | 779 |
|  | 143 |  | 81 |  | 62 |
| \$ | 540 | \$ | (177) | \$ | 717 |


| $\$$ | 0.50 | $\$$ | $(0.17)$ | $\$$ | 0.67 |
| ---: | ---: | ---: | ---: | ---: | :---: |
| $\$$ | 9.97 | $\$$ | 9.11 | $\$$ | 0.86 |
|  | 1,071 |  | 1,071 |  | - |
|  |  |  |  |  |  |


| 117,164 | 117,851 | $(687)$ |
| ---: | ---: | ---: |
| 87,643 | 88,694 | $(1,051)$ |
| $(943)$ | $(1,227)$ | 285 |
| 89,182 | 78,928 | 10,254 |
| 16,590 | 22,192 | $(5,603)$ |
| 105,772 | 101,120 | 4,651 |
| - | 6,005 | $(6,005)$ |
| 10,711 | 10,216 | 495 |
| $78 \%$ | $80 \%$ | $-2 \%$ |
| $1.13 \%$ | $1.49 \%$ | $-0.36 \%$ |
| 37 | 43 | $(6)$ |
|  |  |  |


| $8.27 \%$ | $8.67 \%$ | $-0.40 \%$ |
| ---: | ---: | ---: |
| $12.33 \%$ | $11.74 \%$ | $0.59 \%$ |
| $13.47 \%$ | $12.99 \%$ | $0.48 \%$ |
|  |  |  |

(a) Quarterly ratios are based upon annualized amounts.
(b) Ratio excludes government guaranteed Paycheck Protection Program loans

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## Discussion of Results:

Comparisons noted in the sections below are for the fourth quarter of 2021 versus the third quarter of 2021, unless otherwise specified.

Net income was $\$ 46$ thousand, up $\$ 13$ thousand or $39 \%$, driven by noninterest income of $\$ 200$ thousand compared to $\$ 158$ thousand the prior quarter coupled with lower noninterest expense of $\$ 1.3$ million compared to $\$ 1.4$ million.

Net interest income was $\$ 1.1$ million, down $\$ 0.1$ million or $9 \%$, predominantly driven by lower PPP-related income, compression in loan yields and prior quarter interest recovery on charged off loan, partially offset by higher loan origination fees and the migration of maturing time deposits into lower yield non-maturing products. Compared to the prior quarter, Net Interest Margin (NIM) was $3.84 \%$ down 7 basis points, primarily reflecting the impact of lower amortization of origination fees coupled with loan interest recoveries in prior quarter.

There was no provision for loan loss recorded in the quarter compared to a net benefit of $\$ 38$ thousand in prior quarter. Continued improvements in expected loss estimates from the impact of loan modification and net charge-offs for the quarter were nil compared to net charge-off of $\$ 28$ thousand prior quarter. The allowance to total loans ratio was $1.08 \%$, down $0.01 \%$ from prior quarter, excluding PPP loans the ratio was $1.13 \%$, down $0.06 \%$.

Noninterest income was $\$ 200$ thousand, up $\$ 41$ thousand or $26 \%$, predominantly driven by a increase in the gain on sale of loans and an increase in loan servicing fees, partially offset by decrease in deposit service charges.

Noninterest expense was $\$ 1.3$ million, down $9 \%$, largely driven by lower salary expense primarily due to recognition of a payroll tax credit, lower loan expense and lower occupancy \& depreciation expense, partially offset by higher outside service expense and professional service expense.

Compared to prior quarter, total period-end loans and leases increased $\$ 1$ million primarily due to growth in commercial loans partially offset by forgiveness payments received from SBA on PPP loans. Core deposits decreased $\$ 7$ million mainly due to anticipated large deposit withdrawal from one client in the quarter. Excluding that transaction deposits were flat compared to prior quarter.

Capital ratios remain strong this quarter. The CET1 capital ratio was $12.3 \%$, Total risk-based capital was $13.5 \%$ and the Tier 1 leverage ratio was $8.3 \%$. Capital ratios continue to be impacted by the increase in assets since the onset of the pandemic, predominantly from 0\% risk-weighted assets resulting from interest-bearing cash as well as PPP loans.

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Comparisons noted in the sections below are for the fourth quarter of 2021 versus the prior-year fourth quarter, unless otherwise specified.

Net income was $\$ 46$ thousand, down $\$ 417$ thousand or $90 \%$, driven by a $\$ 503$ thousand decrease in noninterest income coupled with a decrease in net interest income of \$189 thousand compared to the prior year.

Net interest income was $\$ 1.1$ million, down $\$ 189$ thousand or $14 \%$, predominantly driven by lower PPP related income partially offset by lower interest expense from the migration of maturing time deposits into lower yield non-maturing products and reductions in long-term debt. Compared to the year-ago quarter, Net Interest Margin (NIM) decreased 39 basis points to $3.84 \%$, primarily reflecting the lower amortization of PPP fees coupled with compression in loan yields, partially offset by impact of lower deposit and other borrowing costs.

There was no provision for loan losses adjustments in the fourth quarter or the comparable prior year quarter. The allowance to total loans ratio was $1.08 \%$, down $0.31 \%$ from prior year quarter, mainly due to the improvement in credit trends compared the same prior year period. Credit trends continue to perform better than expected, although select business loans continue to be monitored for negative changes associated with the pandemic. Excluding PPP loans the ratio was $1.13 \%$, down $0.36 \%$, compared to prior year quarter of $1.49 \%$.

Noninterest income was $\$ 200$ thousand, down $\$ 503$ thousand or $72 \%$, predominantly driven by fewer sales of loans and investment securities, partially offset by higher loan servicing fee income compared to prior year quarter.

Noninterest expense was $\$ 1.3$ million, down slightly from prior year quarter. Lower salary and benefits expense due to recognition of a payroll tax credit, lower occupancy and depreciation expense, offset by increases in outside service expense from vendor concessions received in prior year.

Compared to the year-ago quarter, total period-end loans and leases decreased $\$ 1$ million primarily due to lower real estate loan balances partially offset by net growth in the commercial loan portfolio. Core deposits increased $\$ 10$ million primarily driven by growth in balances from new account relationships. Non-core deposits, which are managed based on funding needs, relative pricing and liquidity characteristics declined $\$ 6$ million. Other borrowings declined $\$ 6$ million, from the repayment of PPPLF debt as result of the PPP loan forgiveness.

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Comparisons noted in the sections below are for the twelve months ended December $31^{\text {st }}$ of 2021 versus the same period prior-year, unless otherwise specified.

For the twelve months ended December $31^{\text {st }}$, net income was $\$ 540$ thousand, up $\$ 717$ thousand or $404 \%$ from same period prior year, driven by an increase of $\$ 782$ thousand in net interest income coupled with a $\$ 730$ thousand decrease in provision for loan losses, partially offset by a decrease in noninterest income of $\$ 438$ thousand, an increase in noninterest expense of $\$ 295$ thousand and a $\$ 62$ thousand increase in the tax provision compared to the prior year.

Net interest income was $\$ 4.9$ million, up $\$ 782$ thousand or $19 \%$, predominantly driven by higher interest income of $\$ 207$ thousand primarily from amortization of loan origination fees (including PPP), lower interest expense of $\$ 576$ thousand from the migration of maturing time deposits into lower yield non-maturing products and reductions in long-term debt. Net Interest Margin (NIM) increased 58 basis points to $4.06 \%$, primarily reflecting the impact of lower deposit and other borrowing costs, partially offset by excess liquidity, lower market rates, and lower investment balances.

The provision for loan losses was a net benefit of $\$ 254$ thousand, down $\$ 730$ thousand or $153 \%$, driven by net reserve release compared to an expense of $\$ 476$ thousand in the prior year predominantly driven by net reserve builds. The net reserve release was driven by improvements in expected loss estimates from the impact of loan modification, net charge-offs were down $\$ 58$ thousand. The allowance to total loans ratio was $1.08 \%$, down from $1.38 \%$, mainly due to the improvement in credit trends compared the same prior year period. Credit trends continue to perform better than expected, although select business loans continue to be monitored for negative changes associated with the new delta virus. Excluding PPP loans the ratio was $1.13 \%$, down $0.36 \%$, compared to prior year quarter of $1.49 \%$.

Noninterest income was $\$ 883$ thousand, down $\$ 438$ thousand or $33 \%$, driven by fewer loan sales, fewer investment security sales and lower other fee income, partially offset by higher loan servicing fees and higher deposit account service fees.

Noninterest expense was $\$ 5.4$ million, up $\$ 295$ thousand or $6 \%$, largely driven by increases in outside service expense from vendor concessions received in prior year and continued investments in the business.

Both period-end loans and deposits changes year over year were primarily for the reasons noted in the fourth quarter comparison above.

Capital ratios remain strong, supported by positive earnings over the last 6 successive quarters, coupled with increases in interest-bearing cash balances since the onset of the pandemic.

