## 3Q22 Financial Highlights ${ }^{1}$

- Generated total loan growth of $10 \%$, reflecting strong • Net interest income increased $7 \%$; reflecting net business loan demand interest margin expansion of 54 basis points to $4.44 \%$
- Consumer deposits grew $\$ 4.6$ million or $9 \%$, growth in both noninterest and interest bearing accounts
- Noninterest income increased $\$ 231$ thousand or $146 \%$, increasing volume of loans sold $\$ 4.8$ million
- Business deposits declined $\$ 15.8$ million or $32 \%$, due to large events occurring for a few businesses
- Book value decreased $2 \%$, due to the change in AOCl
- Earnings per share were $\$ 0.16$, an increase of $\$ 0.13$ from prior year quarter
- Total risk-based captial ratio increased to $12.16 \%$, up 48 basis point from 2Q22
${ }^{1}$ Percentage and dollar comparisons noted above are for the third quarter of 2022 versus the prior-year third quarter 2021, unless noted


## Performance Trends




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October 31, 2022

Dear Fellow Shareholders,
Bank Michigan reported third quarter 2022 net income of $\$ 168$ thousand, or $\$ 0.16$ per common share, an increase of $\$ 135$ thousand, or $\$ 0.13$ per common share from the year-ago quarter.

Return on average assets was $0.56 \%$, return on average common equity was $6.31 \%$, Tier 1 leverage was $8.64 \%$, and total risk-based capital was $12.16 \%$.

Book value was $\$ 9.73$ at September 30, 2022, down $\$ 0.24$ from prior year quarter, primarily due to a decrease in common equity related to higher interest rates causing a decrease in accumulated other comprehensive income.

Our third quarter results reflected solid earnings from growth in loans and revenue, net interest margin increased along with noninterest income from sale of SBA loan guarantees. We successfully delivered on our business loan strategies, delivering loan growth, increasing loan margins, and expanding fee income. These results combined to produce pretax, pre-provision net revenue of $\$ 213$ thousand for the quarter, reflecting growth of $\$ 209$ thousand from the year-ago quarter.

Credit continues to perform well with nonperforming assets declining and low net charge-off levels, reflect our unrelenting focus on high-quality relationships and disciplined approach to client selection. This positions us well to generate long-term sustainable value for our customers, communities, employees and shareholders.

While we remain focused on delivering solid results each quarter, we continue to monitor the uncertainty that macroeconomic pressures from persistent inflation and rapidly rising interest rates, and slowly-subsiding supply chain issues which are having an impact on Bank Michigan and across most industries. Our team is focused on risk management and unwavering focus on controlling what we can control. I am confident in our ability to guide both our company and clients through the present environment while building an even stronger back for the future. 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)

| Pretax, Pre-Provision Earnings (non-GAAP) | 3Q22 |  | 2Q22 |  | 3Q21 |  | 3Q22 Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2Q22 | 3Q21 |  |
| Net Interest Income | \$ | 1,318 |  |  | \$ | 1,190 | \$ | 1,236 | \$ | 129 | \$ | 82 |
| Noninterest Income |  | 389 |  | 197 |  |  |  | 158 |  | 192 |  | 231 |
| Total Revenue |  | 1,708 |  | 1,387 |  | 1,394 |  | 321 |  | 314 |
| Noninterest Expense |  | 1,495 |  | 1,498 |  | 1,390 |  | (3) |  | 105 |
| Pretax, Pre-Provision Earnings |  | 213 |  | (111) |  | 4 |  | 324 |  | 209 |
| Provision for Loan Losses |  | - |  | 7 |  | (38) |  | (7) |  | 38 |
| Tax Provision (Benefit) |  | 46 |  | (25) |  | 10 |  | 71 |  | 36 |
| Net Income/(Loss) | \$ | 168 | \$ | (93) | \$ | 33 | \$ | 261 | \$ | 135 |

Earnings \& per Common Share data

| Earnings \& per Common Share data | $\$$ | 0.16 | $\$$ | $(0.09)$ | $\$$ | 0.03 | $\$$ | 0.24 | $\$$ | 0.13 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
| Book Value share | $\$$ | 9.73 | $\$$ | 9.70 | $\$$ | 9.97 | $\$$ | 0.03 | $\$$ | $(0.24)$ |
| Common shares period-end |  | 1,071 |  | 1,071 |  | 1,071 |  | - |  | - |


| Financial Ratios |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Return on Equity $^{\left({ }^{(a)}\right.}$ | $6.31 \%$ | $-3.56 \%$ | $1.22 \%$ | $9.87 \%$ | $5.09 \%$ |
| Return on Assets $^{(a)}$ | $0.56 \%$ | $-0.33 \%$ | $0.10 \%$ | $0.89 \%$ | $0.46 \%$ |
| Net interest margin $^{\text {Efficiency Ratio }}$ | $4.44 \%$ | $4.14 \%$ | $3.91 \%$ | $0.30 \%$ | $0.54 \%$ |
| Full-time equivalent employees | $88 \%$ | $108 \%$ | $100 \%$ | $-20 \%$ | $-12 \%$ |


| Balance Sheet Highlights (period-end) |  |  |  |  |  |
| :--- | :---: | :---: | :---: | ---: | ---: |
| Total Assets | 116,821 | 115,376 | 129,534 | 1,444 | $(12,713)$ |
| Total Loans \& Leases | 95,048 | 93,966 | 86,709 | 1,082 | 8,340 |
| Alowance for Loan Loss Reserve (ALLL) | $(986)$ | $(986)$ | $(945)$ | 1 | $(41)$ |
| Core Deposits | 85,844 | 86,716 | 96,563 | $(872)$ | $(10,719)$ |
| Non-core Deposits | 19,246 | 17,159 | 17,433 | 2,087 | 1,813 |
| $\quad$ Total Deposits | 105,090 | 103,875 | 113,995 | 1,214 | $(8,905)$ |
| Other Borrowings | - | - | - | - | - |
| Total Equity | 10,425 | 10,397 | 10,687 | 27 | $(262)$ |


| Credit Quality |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Charge-Offs / Average Loans - YTD | $0.03 \%$ | $0.05 \%$ | $0.04 \%$ | $-0.02 \%$ | $-0.01 \%$ |
| ALLL to total loans ratio | $1.04 \%$ | $1.05 \%$ | $1.19 \%$ | $-0.01 \%$ | $-0.15 \%$ |
| NPAs / Total Loans (xPPP) | $0.70 \%$ | $0.93 \%$ | $0.94 \%$ | $-0.23 \%$ | $-0.24 \%$ |
| Loan-to-deposits ratio | $89 \%$ | $89 \%$ | $69 \%$ | $0 \%$ | $20 \%$ |


|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Tier 1 leverage ratio | 8.64\% | 8.71\% | 8.16\% | -0.07\% | 0.48\% |
| Tier 1 risk-based capital ratio / (CET1) | 11.08\% | 10.63\% | 12.86\% | 0.45\% | -1.78\% |
| Total risk-based capital ratio | 12.16\% | 11.68\% | 14.06\% | 0.48\% | -1.90\% |



$$
\begin{array}{crlr|rc|}
\hline \$ & 0.12 & \$ & 0.46 & \$ & (0.34) \\
\$ & 9.73 & \$ & 9.97 & \$(0.24) \\
& 1,071 & & 1,071 & - \\
\hline
\end{array}
$$



| (Average Balance) |  |  |
| :---: | :---: | :---: |
| 116,434 | 123,525 | $(7,091)$ |
| 92,929 | 94,630 | $(1,701)$ |
| (969) | $(1,091)$ | 122 |
| 87,667 | 87,469 | 198 |
| 16,745 | 20,263 | $(3,518)$ |
| 104,412 | 107,732 | $(3,320)$ |
| - | 4,945 | $(4,945)$ |
| 10,588 | 10,375 | 214 |


| $0.03 \%$ | $0.04 \%$ | $-0.01 \%$ |
| ---: | ---: | ---: |
| $1.04 \%$ | $1.15 \%$ | $-0.11 \%$ |
| $0.70 \%$ | $0.94 \%$ | $-0.24 \%$ |
| $89 \%$ | $88 \%$ | $1 \%$ |


| $8.64 \%$ | $8.16 \%$ | $0.48 \%$ |
| ---: | ---: | ---: |
| $11.08 \%$ | $12.86 \%$ | $-1.78 \%$ |
| $12.16 \%$ | $14.06 \%$ | $-1.90 \%$ |

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## Discussion of Results:

## Comparisons noted in the sections below are for the third quarter of 2022 versus the second quarter of 2022, unless otherwise specified.

Net income was $\$ 168$ thousand, up $\$ 261$ thousand, driven by higher net interest income $\$ 129$ thousand, higher noninterest income \$192, and lower noninterest expense \$3 thousand partially offset by higher income tax expense $\$ 70$ thousand.

Net interest income was $\$ 1.3$ million, up $\$ 129$ thousand or $11 \%$, driven by higher loan interest income reduced by high interest expense. Loan interest income was higher due to a 64 basis point increase in loan rate coupled with loan growth, partially offset by higher interest expense due to a 12 basis point increase in funding rates.

Compared to prior quarter, Net Interest Margin (NIM) increased 30 basis points to $4.44 \%$, primarily reflecting higher yields on interest-earning assets and higher funding costs.

There was no provision for loan loss recorded in the quarter, compared to $\$ 7$ thousand recorded in the second quarter of 2022. Net charge-offs were nil and non-performing assets decreased $\$ 208$ thousand. The allowance to total loans ratio was $1.04 \%$, down slightly from prior quarter.

Noninterest income was $\$ 389$ thousand, up $\$ 192$ thousand, predominantly driven by increases in the gain on sale of loans due to more sales, increases in deposit service charges, and increases in servicing fee income, partially offset by decreases in miscellaneous fee income.

Noninterest expense was $\$ 1.5$ million, down $\$ 3$ thousand, salaries and benefits expense increased $\$ 27$ thousand primarily from one additional day in the quarter, entirely offset by a decrease $\$ 30$ thousand decrease in loan expense.

Compared to prior quarter, total period-end loans and leases increased $\$ 1$ million to $\$ 95$ million from growth in business loans. Core deposits were $\$ 86$ million, down slightly from prior quarter and non-core deposits increased $\$ 2$ million to fund growth in business loans compared to prior quarter.

Capital ratios remain strong this quarter. The CET1 capital ratio was $11.08 \%$, Total risk-based capital was $12.16 \%$ and the Tier 1 leverage ratio was $8.64 \%$. Risk based ratios declined from prior quarter predominantly due to increased loan balances.

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## Comparisons noted in the sections below are for the third quarter of 2022 versus the same period in the prior-year 2021, unless otherwise specified.

Net income was $\$ 168$ thousand, up $\$ 135$ thousand, driven by higher net interest income $\$ 82$ thousand, higher noninterest income $\$ 231$, and lower provision expense $\$ 38$ thousand; partially offset by higher noninterest expense $\$ 105$ thousand and higher income tax expense $\$ 36$ thousand.

Net interest income was $\$ 1.3$ million, up $\$ 82$ thousand or $7 \%$, driven by higher loan interest income and lower interest expense. Loan interest income was higher due to a 72 basis point increase in loan rate coupled with loan growth, coupled with lower interest expense due to lower funding costs of 4 basis point.

Compared to the year-ago quarter, Net Interest Margin (NIM) increased 54 basis points to $4.44 \%$, primarily reflecting higher loan yields and lower deposit and other borrowing costs.

There was no provision for loan loss recorded in the quarter, compared to $\$ 38$ thousand recorded in the third quarter of 2021. Net charge-offs were down $\$ 5$ thousand and nonperforming assets decreased $\$ 81$ thousand. The allowance to total loans ratio was $1.04 \%$, down 15 basis points from prior year, reflecting better credit quality metrics. Credit trends continue to perform better than expected, although select business loans continue to be monitored for negative changes associated with the pandemic.

Noninterest income was $\$ 389$ thousand, up $\$ 231$ thousand, mainly driven by more sales of loans, increases in deposit service charges, increases in loan servicing fees and other noninterest income compared to prior year quarter.

Noninterest expense was $\$ 1.5$ million, up $\$ 105$ thousand from prior year quarter. Salaries and benefits expense increased $\$ 55$ thousand in performance-based compensation and merit (offset partially by fewer FTE), data processing expense increase $\$ 37$ thousand from enhanced wire service, partially offset by a $\$ 16$ thousand decrease in loan servicing expense from bring SBA servicing inhouse.

Total period-end loans and leases increased $\$ 8$ million, business loans increased $\$ 9$ million and mortgage loans decreased $\$ 1$ million. Core deposits decreased $\$ 10$ million mostly driven by large transaction events occurring for a few business accounts. Non-core deposits, which are managed based on funding needs, relative pricing and liquidity characteristics increased $\$ 2$ million.


[^0]:    (a) Quarterly ratios are based upon annualized amounts.

