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## Earnings Highlights for Third Quarter 2023

Bank Michigan Financial Corporation (BMFC) reported third quarter 2023 net loss of $\$ 816$ thousand, or $\$(0.76)$ per common share, on revenues of $\$ 1.5$ million. This compares to net income of $\$ 168$ thousand, or $\$ 0.16$ per common share, on revenues of $\$ 1.7$ million from the year-ago quarter. Results for the third quarter 2023 included a provision for credit losses of $\$ 628$ thousand, reflecting credit normalization, and reserve build on a substandard loan. For the nine months ended September 30, 2023, there is a net loss of $\$ 1.3$ million compared to net income of $\$ 129$ thousand from the year-ago same period. Annualized return on assets (ROAA) is $(1.54) \%$, annualized return on average common equity (ROCE) is (17.35)\% for the first nine months of 2023. The ROAA and ROCE ratios declined meaningfully in the third quarter of 2023, primarily driven by the annualization of the large provision for loan loss in the quarter.

The environment we operate in remains fluid, and we are navigating several headwinds, including high short-term interest rates, frequently changing projections to where interest rates are going, regulatory tightening, and inflationary pressures impacting customers and BMFC. With short-term interest rates remaining above $5 \%$, our net interest margin (NIM) continues to be compressed in the near-term. Higher interest rates mean higher funding costs, which is causing a short-term compression of NIM. NIM for third quarter of 2023 decreased $0.26 \%$ from prior quarter and $0.12 \%$ from the year-ago same period. When rates stabilize/begin to go down, BMFC will benefit from the higher-yield loans being originated. Currently, older assets are rolling off with newer, higher-yield loans replacing them.

We are proactively addressing credit with this quarter's increase in the allowance for loan losses to $\$ 1.9$ million or $2.08 \%$ of total loans and leases, driven by increasing coverage levels on nonperforming assets. Nonperforming assets (NPAs) were $\$ 3.3$ million, or $3.66 \%$, of total loans and leases, compared to $\$ 664$ thousand, or $0.70 \%$, a year ago. Nonaccrual loans and leases (NALs) were $\$ 3.2$ million, or $3.56 \%$ of total loans and leases, compared to $\$ 574$ million, or $0.60 \%$ of total loans and leases, a year ago. Our team continues to focus on originating loans with attractive risk-adjusted returns to credit worthy borrowers.

Noninterest expense has increased $\$ 1.2$ million compared to the first nine months a year ago. Most of this spend is being directed to essential investments to grow revenue, support customers and create operational efficiencies. In addition, inflation continues to pressure our business through elevated controllable expenses. Our focus for 2023 remains to build the operational foundation to support the stronger performance for the long run.

Our capital ratios have declined as result of the large provision for loan losses recorded in the third quarter. Common Equity Tier 1 (CET1) decreased $0.86 \%$ from prior quarter to $9.51 \%$, with Total Risk-based Capital decreasing 1.19\% to 10.43\%. Compared to the nine months ended September 30, 2023, CET1 is down $1.57 \%$ and Total Risk-based Capital is down $1.73 \%$ from prior year. These remain above the regulatory well-capitalized bank level ratios.

Enclosed you will find summary financial information for Bank Michigan for the third quarter ended September 30, 2023.

## 3Q23 Financial Highlights ${ }^{1}$

- Business deposits up $\$ 11$ million or $34 \%$
- Loans serviced for others of $\$ 74$ million
- Reduced reliance on wholesale deposits by $81 \%$, down $\$ 12$ million from prior year
- Net interest income increased 4\% YoY; NIM up 0.36\%
- Reserve for credit losses increased \$621 thousand
- Commercial Banking Services driving growth in deposit services fee income, up 20\% from prior year

1Percentage and dollar comparisons noted above are for the third quarter of 2023 versus the same period prior-year 2022, unless noted

## Performance Trends




## BANK MICHIGAN

## FINANCIAL HIGHLIGHTS (Unaudited)

(in thousands, except ratio and headcount data)

| Pretax, Pre-Provision Earnings (non-GAAP) | 3Q23 |  | 2Q23 |  | 3Q22 |  | 3Q23 Chg |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2Q23 | 3Q22 |  |
| Net Interest Income | \$ | 1,270 |  |  | \$ | 1,279 | \$ | 1,318 | \$ | (9) | \$ | (48) |
| Noninterest Income |  | 205 |  | 215 |  |  |  | 389 |  | (10) |  | (184) |
| Total Revenue |  | 1,476 |  | 1,494 |  | 1,708 |  | (18) |  | (232) |
| Noninterest Expense |  | 1,887 |  | 1,910 |  | 1,495 |  | (23) |  | 392 |
| Pretax, Pre-Provision Earnings |  | (411) |  | (416) |  | 213 |  | 5 |  | (624) |
| Provision for Loan Losses |  | 628 |  | 59 |  | - |  | 569 |  | 628 |
| Tax Provision (Benefit) |  | (224) |  | (99) |  | 46 |  | (125) |  | (270) |
| Net Income/(Loss) | \$ | (816) | \$ | (376) | \$ | 168 |  | (440) |  | (983) |


| 2023 |  | 2022 |  | $\begin{aligned} & \text { YOY } \\ & \text { Chg } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 3,815 | \$ | 3,660 | \$ | 155 |
|  | 805 |  | 950 |  | (145) |
|  | 4,619 |  | 4,609 |  | 10 |
|  | 5,579 |  | 4,377 |  | 1,202 |
|  | (960) |  | 232 |  | $(1,192)$ |
|  | $\begin{gathered} 688 \\ (350) \end{gathered}$ |  | $\begin{aligned} & 66 \\ & 37 \end{aligned}$ |  | $\begin{gathered} 621 \\ (387) \end{gathered}$ |
| \$ | $(1,298)$ | \$ | 129 | \$ | $(1,427)$ |

## Earnings \& per Common Share data

|  |  | $\$$ | $(0.76)$ | $\$$ | $(0.35)$ | $\$$ | 0.16 | $\$(0.41)$ | $\$(0.92)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
| Earnings per share | $\$$ | 8.75 | $\$$ | 9.52 | $\$$ | 10.11 | $\$(0.76)$ | $\$(1.35)$ |  |
| Book Value (excl. AOCI) | $\$$ | 8.33 | $\$$ | 9.14 | $\$$ | 9.75 | $\$(0.82)$ | $\$(1.42)$ |  |
| Book Value |  | 1,070 |  | 1,070 |  | 1,070 |  | - | - |
| Common shares period-end |  |  |  |  |  |  |  |  |  |


| $\$$ | $(1.21)$ | $\$$ | 0.12 | $\$$ | $(1.33)$ |
| ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | 8.75 | $\$$ | 10.11 | $\$$ | $(1.35)$ |
| $\$$ | 8.33 | $\$$ | 9.75 | $\$$ | $(1.42)$ |
|  | 1,070 |  | 1,071 |  | $(1)$ |

## Financial Ratios

| Return on Equity $^{\text {(a) }}$ | $-33.60 \%$ | $-14.91 \%$ | $6.31 \%$ | $-18.69 \%$ | $-39.92 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Return on Assets $^{\text {(a) }}$ | $-2.78 \%$ | $-1.35 \%$ | $0.56 \%$ | $-1.43 \%$ | $-3.34 \%$ |
| Net interest margin | $4.32 \%$ | $4.58 \%$ | $4.44 \%$ | $-0.26 \%$ | $-0.12 \%$ |
| Efficiency Ratio | $128 \%$ | $128 \%$ | $88 \%$ | $0 \%$ | $40 \%$ |
| Full-time equivalent employees | 44.4 | 44.9 | 35.9 | $(0.5)$ | 8.5 |


| $-17.35 \%$ | $1.63 \%$ | $-18.98 \%$ |
| ---: | ---: | ---: |
| $-1.54 \%$ | $0.15 \%$ | $-1.69 \%$ |
| $4.52 \%$ | $4.20 \%$ | $0.32 \%$ |
| $121 \%$ | $95 \%$ | $26 \%$ |
| 44.1 | 36.9 | 7.2 |

Balance Sheet Highlights

| Avg Assets | 116,557 | 111,918 | 117,684 | 4,639 | $(1,127)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Avg Loans \& Leases | 89,991 | 88,159 | 95,747 | 1,832 | $(5,756)$ |
| Allowance for Credit Loss Reserve (ACL) | $(1,872)$ | $(1,215)$ | $(986)$ | $(658)$ | $(886)$ |
| Avg Core Deposits | 95,256 | 90,384 | 92,676 | 4,872 | 2,580 |
| Avg Non-core Deposits | 3,983 | 4,102 | 12,952 | $(119)$ | $(8,968)$ |
| Avg Deposits | 99,239 | 94,486 | 105,627 | 4,754 | $(6,388)$ |
| Avg Other Borrowings | 6,204 | 6,127 | - | 78 | 6,204 |
| Avg Equity | 9,631 | 10,119 | 10,525 | $(488)$ | $(893)$ |


| Credit Quality |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Net Charge-Offs / Average Loans - YTD | $0.01 \%$ | $0.00 \%$ | $0.03 \%$ | $0.00 \%$ |
| ACL to total loans ratio ${ }^{\text {(b) }}$ | $2.08 \%$ | $1.38 \%$ | $1.03 \%$ | $0.03 \%$ |
| NPAs / Total Loans (xPP) | $3.66 \%$ | $1.99 \%$ | $0.70 \%$ | $1.05 \%$ |
| Loan-to-deposits ratio ${ }^{(b)}$ | $86 \%$ | $93 \%$ | $90 \%$ | $-7 \%$ |


| 112.945 | 116,434 |  |
| :---: | :---: | :---: |
| 89,455 | 92,929 | $(3,473)$ |
| $(1,192)$ | (969) | (224) |
| 91,227 | 93,636 | $(2,409)$ |
| 5,069 | 10,776 | $(5,708)$ |
| 96,295 | 104,412 | $(8,117)$ |
| 5,257 | - | 5,257 |
| 10,002 | 10,588 | (586) |


| Capital Ratios |
| :--- |
| Tier 1 leverage ratio |
| Tier 1 risk-based capital ratio / (CET1) |
| Total risk-based capital ratio |


| $0.01 \%$ | $0.03 \%$ | $-0.03 \%$ |
| ---: | ---: | ---: |
| $2.08 \%$ | $1.03 \%$ | $1.05 \%$ |
| $3.66 \%$ | $0.70 \%$ | $2.96 \%$ |
| $93 \%$ | $89 \%$ | $4 \%$ |
|  |  |  |
| $7.23 \%$ | $8.64 \%$ | $-1.41 \%$ |
| $9.51 \%$ | $11.08 \%$ | $-1.57 \%$ |
| $10.43 \%$ | $12.16 \%$ | $-1.73 \%$ |

[^0]
[^0]:    (a) Quarterly ratios are based upon annualized amounts.
    (b) Ratio excludes government guaranteed Paycheck Protection Program loans

