## EARNINGS PRESENTATION

## FIRST QUARTER 2024

## NASDAQ: USCB




## FORWARD-LOOKING STATEMENTS





 restructuring.
 are not limited to:

- the strength of the United States economy in general and the strength of the local economies in which we conduct operations;
- our ability to successfully manage interest rate risk, credit risk, liquidity risk, and other risks inherent to our industry;
- the accuracy of our financial statement estimates and assumptions, including the estimates used for our credit loss reserve and deferred tax asset valuation allowance;
- the efficiency and effectiveness of our internal control procedures and processes;
- our ability to comply with the extensive laws and regulations to which we are subject, including the laws for each jurisdiction where we operate;
- adverse changes or conditions in the capital and financial markets, including actual or potential stresses in the banking industry;
- deposit attrition and the level of our uninsured deposits;

 secured by real estate, in particular, commercial real estate;
- the effects of climate change;
- the concentration of ownership of our common stock;
- fluctuations in the price of our common stock;

- inflation, interest rate, unemployment rate, market, and monetary fluctuations;
- impacts of international hostilities and geopolitical events;
- increased competition and its effect on the pricing of our products and services as well as our net interest rate spread and net interest margin;
- the loss of key employees;
- the effectiveness of our risk management strategies, including operational risks, including, but not limited to, client, employee, or third-party fraud and cybersecurity-breaches; and
- other risks described in this presentation and other filings we make with the Securities and Exchange Commission ("SEC").


 securities laws. You should also review the risk factors described in the reports USCB Financial Holdings, Inc. filed or will file with the SEC

Non-GAAP Financial Measures




 All numbers included in this presentation are unaudited unless otherwise noted.

## Q1 2024 HIGHLIGHTS

GROWTH

Average deposits increased by $\$ 204.3$ million or $11.1 \%$ compared to the first quarter 2023.
Average loans increased $\$ 234.1$ million or $15.1 \%$ compared to the first quarter 2023.
Liquidity sources on March 31, 2024, totaled $\$ 673$ million in on-balance sheet and off-balance sheet sources.
Tangible Book Value per Share ${ }^{(1)}$ on March 31, 2024, of $\$ 9.92$ includes AOCI impact of ( $\$ 2.31$ ) increased from $\$ 9.81$ at prior quarter end which included an AOCI impact of (\$2.26).

Net income was $\$ 4.6$ million or $\$ 0.23$ per diluted share, increase of $\$ 1.9$ million compared to the fourth quarter 2023.

Net interest income before provision increased $\$ 782$ thousand or $21.8 \%$ annualized for the quarter compared to the fourth quarter 2023.

ROAA was $0.76 \%$ in the first quarter 2024 compared to $0.48 \%$ for the fourth quarter 2023.
ROAE was $9.61 \%$ in the first quarter 2024 compared to $5.88 \%$ for the fourth quarter 2023.

On January 29, 2024, the Company's Board of Directors declared a cash dividend of $\$ 0.05$ per share of the Company's Class A common stock, the aggregate distribution amount distributed in connection with this dividend was $\$ 1.0$ million. The dividend was paid on March 5, 2024.

At March 31, 2024, one C\&I Ioan classified as nonaccrual for a total of $\$ 456$ thousand.
ACL coverage ratio was $1.18 \%$ at March 31, 2024, and December 31, 2023.

## HISTORICAL FINANCIALS

EOP for Balance Sheet amounts


ACL/Total Loans


20162017201820192020202120222023 Q1
2024

Deposits
In millions


Total stockholders' equity
In millions


## Nonperforming Assets/Total Assets



2024


PTPP ROAA ${ }^{(2)}$


## FINANCIAL RESULTS

Balance Sheet<br>(EOP)

In thousands (except per share data)

|  |  | In thousands (except per share data) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 012024 | 042023 | 012023 |
| Balance Sheet (EOP) | Total Securities | \$433,030 | \$404,303 | \$415,837 |
|  | Total Loans ${ }^{(1)}$ | \$1,821,196 | \$1,780,827 | \$1,580,394 |
|  | Total Assets | \$2,489,142 | \$2,339,093 | \$2,163,821 |
|  | Total Deposits | \$2,102,794 | \$1,937,139 | \$1,830,462 |
|  | Total Equity ${ }^{(2)}$ | \$195,011 | \$191,968 | \$183,858 |
| Income <br> Statement | Net Interest Income | \$15,158 | \$14,376 | \$15,997 |
|  | Non-Interest Income | \$2,464 | \$1,326 | \$2,070 |
|  | Total Revenue | \$17,622 | \$15,702 | \$18,067 |
|  | Provision for Credit Losses | \$410 | \$1,475 | \$201 |
|  | Non-Interest Expense | \$11,174 | \$10,719 | \$10,176 |
|  | Net Income | \$4,612 | \$2,721 | \$5,809 |
|  | Diluted Earning Per Share (EPS) | \$0.23 | \$0.14 | \$0.29 |
|  | Weighted Average Diluted Shares | 19,698,258 | 19,573,350 | 19,940,606 |

## KEY PERFORMANCE INDICATORS

|  | Total Assets (EOP) | 012024 | 042023 | 012023 |
| :---: | :---: | :---: | :---: | :---: |
|  |  | In thousands (except for TBV/share) |  |  |
|  |  | \$2,489,142 | \$2,339,093 | \$2,163,821 |
|  | Total Loans (EOP) | \$1,821,196 | \$1,780,827 | \$1,580,394 |
|  | Total Deposits (EOP) | \$2,102,794 | \$1,937,139 | \$1,830,462 |
| GROWTH | Tangible Book Value/Share ${ }^{(1)(4)}$ | \$9.92 | \$9.81 | \$9.37 |
|  | Return On Average Assets (ROAA) ${ }^{(3)}$ | 0.76\% | 0.48\% | 1.11\% |
|  | Return On Average Equity (ROAE) ${ }^{(3)}$ | 9.61\% | 5.88\% | 12.85\% |
|  | Net Interest Margin ${ }^{(3)}$ | 2.62\% | 2.65\% | 3.22\% |
|  | Efficiency Ratio | 63.41\% | 68.27\% | 56.32\% |
| PROFITABILITY | Non-Interest Expense/Avg Assets ${ }^{(3)}$ | 1.84\% | 1.87\% | 1.95\% |
|  | Tangible Common Equity/Tangible Assets ${ }^{(1)}$ | 7.83\% | 8.21\% | 8.50\% |
| 01 | Total Risk-Based Capital ${ }^{(2)}$ | 12.98\% | 12.78\% | 13.20\% |
|  | NCO/Avg Loans ${ }^{(3)}$ | 0.00\% | 0.00\% | (0.01\%) |
|  | NPA/Assets | 0.02\% | 0.02\% | 0.02\% |
| CAPITAL/ CREDIT | Allowance Credit Losses/Loans | 1.18\% | 1.18\% | 1.20\% |

## DEPOSIT PORTFOLIO

## Deposits AVG

In millions

$\square$ Money market and savings $\quad$ Time deposits

## Deposit Cost



## Commentary

Average deposits increased \$135.0 million or $28.4 \%$ annualized compared to the prior quarter and increased $\$ 204.3$ million or $11.1 \%$ compared to the first quarter 2023.

Average DDA balances comprised 28.1\% of total average deposits for first quarter 2024.

While our average non-interest-bearing deposits had a slight decrease in the first quarter 2024 from the prior quarter, our EOP balance increased $\$ 23.9$ million or $17.4 \%$ annualized.

Deposit beta of 49\% since Q4 2021.

## LOAN PORTFOLIO

## Total Loans (AVG)

In millions


## Commentary

Average loans increased $\$ 82.9$ million or $19.6 \%$ annualized compared to prior quarter and $\$ 234.1$ million or $15.1 \%$ compared to the first quarter 2023.

Loan coupon increased 22 bps compared to the prior quarter and 87 bps compared to the first quarter 2023.


## LOAN PRODUCTION

Net Loan Production Trend<br>In millions



Loan Production/Line changes Loan Amortization/payoffs
New loans average coupon

## Commentary

$\$ 131$ million in new loan production in the first quarter 2024 at higher coupon rates.
Weighted average coupon on new loans was $8.16 \%$ for first quarter 2024, 215 bps above portfolio average.

Increase in payoffs and paydowns predominately due to global banking loans which are originated on a 6 month and 1 year term.

Loan composition shift from real estate loans to non-CRE loans is steadily increasing, further diversifying our loan portfolio.

## NET INTEREST MARGIN

Net Interest Income/Margin ${ }^{(1)}$


Interest-Earning Assets Mix (AVG)


## Commentary

Net interest income increased \$782 thousand or $21.8 \%$ annualized compared to the fourth quarter 2023.

NIM had a slight decrease compared to fourth quarter 2023 due to additional deposit growth and deposit cost.

NIM outlook remains positive:

- New loan originations with yields above 8.00\%.
- First quarter deposit growth allowed us to price down higher-priced deposits at the end of the quarter.
- Interest-bearing asset growth outpacing interest-bearing liabilities.


## INTEREST RATE SENSITIVITY

Loan Portfolio Repricing Profile
by Rate Type

## Loan Repricing Schedule

 Variable/Hybrid Rate Loans


Static NII Simulation Year 1 \& 2

-\$8,000

Allowance for Credit Losses
In thousands (except ratios)


Non-performing Loans
In thousands (except ratios)


## Commentary

ACL coverage ratio was at $1.18 \%$ on March 31, 2024, same as the prior quarter.

One C\&I loan for $\$ 456$ thousand was classified as nonaccrual on March 31, 2024.

The classified ratio improved for first quarter 2024 as one loan for $\$ 1.4$ million showed improvement.

Classified Loans ${ }^{(1)}$ to Total Loans

Q1 2023 Q2 2023 Q3 2023 Q4 2023 Q1 2024
${ }^{(1)}$ Loans classified as substandard at period end. No loans classified doubtful at dates presented.

## LOAN PORTFOLIO MIX

## Loan Portfolio Mix ${ }^{(1)}$



## Commentary

Total loan balance at quarter end was $\$ 1,818$ million ${ }^{(1)}$.

Commercial Real Estate (owner occupied and non-owner occupied) was $58 \%$ or $\$ 1,058$ million of the total loan portfolio ${ }^{(1)}$.

CRE mix is diversified and granular. Retail non-owner occupied makes up 27\% of total CRE or $\$ 282.8$ million.

CRE Loan Portfolio (non-owner occupied and owner occupied)

## CRE OFFICE PORTFOLIO

## Owner Occupied Office by Business Type <br> In Millions as of $3 / 31 / 2024$



- Medical/Dental
- Other Professional
- Other
- < \$1MM


## Non-Owner Occupied Office by Business Type

In Millions as of 3/31/2024


- Multi-Tenant

■ Medical/Dental

- Other
- < \$1MM


## Office Loan Portfolio Repricing

| $<1$ year | 1 <br> year to 3 <br> years | $\mathbf{3}$ years to $\mathbf{5}$ <br> years | $\mathbf{5}$ years to <br> $\mathbf{1 0}$ years | > $\mathbf{1 0}$ years |
| :---: | :---: | :---: | :---: | :---: |
| $15 \%$ | $22 \%$ | $49 \%$ | $14 \%$ | $0 \%$ |

## Commentary

Total office loan portfolio (owner occupied and non-owner occupied) had 128 notes with an average balance of $\$ 1.5$ million dollars, LTV of $57 \%$, and DSCR of 1.96 X at quarter end.

The largest business type in the office portfolio is multi-tenant with $45 \%$ of the portfolio.

Miami's office sector outperforms the national average with a lower vacancy rate of $9.4 \%$ and availability rate of $11.8 \%$, compared to the estimated national average of $13 \%$ and $16.5 \%$, respectively. (1)

CRE Office Key Metrics

|  | As of 3/31/24 |  |
| :--- | ---: | ---: |
| Avg. Loan Size in millions | $\$$ | 1.5 |
| NCOs / Average Loans |  | $0.00 \%$ |
| Delinquencies / Loans | $0.00 \%$ |  |
| Nonaccruals / Loans | $0.00 \%$ |  |
| Classified Loans / Loans | $0.00 \%$ |  |

[^0] commercial real estate information with a comprehensive database of real estate data throughout the US, Canada, UK and France. Published April 2023.

## NON-INTEREST INCOME

| In thousands (except ratios) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 2024 | 042023 | 032023 | 022023 | 012023 |
| Service fees | \$1,651 | \$1,348 | \$1,329 | \$1,173 | \$1,205 |
| Gain (loss) on sale of securities available for sale | - | (883) | (955) | - | (21) |
| Gain on sale of loans held for sale | 67 | 105 | 255 | 94 | 347 |
| Other income | 746 | 756 | 1,532 | 579 | 539 |
| Total non-interest income | \$2,464 | \$1,326 | \$2,161 | \$1,846 | \$2,070 |
| Average total assets | \$2,436,103 | \$2,268,811 | \$2,250,258 | \$2,183,542 | \$2,120,218 |
| Non-interest income/Average assets ${ }^{(1)}$ | 0.41\% | 0.23\% | 0.38\% | 0.34\% | 0.40\% |

## Commentary

Service fees have increased year over year due to wire fees with new and existing correspondent banks.

Non-interest income over average assets was $0.41 \%$, higher than prior quarters.
Other income increased with BOLI restructuring in the third quarter of 2023.

## NON-INTEREST EXPENSE

| In thousands (except ratios) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 012024 | 042023 | 032023 | 022023 | 012023 |
| Salaries and employee benefits | \$6,310 | \$6,104 | \$6,066 | \$5,882 | \$6,377 |
| Occupancy | 1,314 | 1,262 | 1,350 | 1,319 | 1,299 |
| Regulatory assessments and fees | 433 | 412 | 365 | 452 | 224 |
| Consulting and legal fees | 592 | 642 | 513 | 386 | 358 |
| Network and information technology services | 507 | 552 | 481 | 505 | 478 |
| Other operating expense | 2,018 | 1,747 | 1,686 | 1,908 | 1,440 |
| Total non-interest expense | \$11,174 | \$10,719 | \$10,461 | \$10,452 | \$10,176 |
| Efficiency ratio | 63.41\% | 68.27\% | 64.64\% | 65.25\% | 56.32\% |
| Average total assets | \$2,436,103 | \$2,268,811 | \$2,250,258 | \$2,183,542 | \$2,120,218 |
| Non-interest expense / Average assets ${ }^{(1)}$ | 1.84\% | 1.87\% | 1.84\% | 1.92\% | 1.95\% |
| Full-time equivalent employees | 199 | 196 | 194 | 198 | 196 |

## Commentary

Salaries and benefits are up due to 3 new FTE, seasonal payroll taxes, and stock-based compensation.

Other operating expenses up $\$ 271$ thousand due to $\$ 67$ thousand increase in promotional expense to support business verticals, $\$ 60$ thousand increase in force-placed insurance, and $\$ 40$ thousand increase in property insurance expense.

Non-interest expense / Average assets has improved 11 bps year-over-year.
Efficiency ratio improved for the first quarter 2024 due to higher revenue from a larger loan portfolio and additional wire transfer fee income.

CAPITAL

| Capital Ratios ${ }^{(1)}$ |  |  |  | Wellnitaliz |
| :---: | :---: | :---: | :---: | :---: |
| Leverage Ratio | 8.91\% | 9.28\% | 9.36\% | 5.00\% |
| TCE/TA ${ }^{(2)}$ | 7.83\% | 8.09\% | 8.50\% | NA |
| Tier 1 RiskBased Capital | 11.80\% | 11.62\% | 12.04\% | 8.00\% |
| Total RiskBased Capital | 12.98\% | 12.78\% | 13.20\% | 10.00\% |
| AOCI <br> In Millions | (\$45.4) | (\$44.3) | (\$42.1) |  |

## Commentary

The Company paid in March 2024 a cash dividend of $\$ 0.05$ per share of the Company's Class A common stock, the aggregate distributed amount in connection with this dividend was $\$ 1.0$ million.

During the quarter, the Company repurchased 7,100 shares of common stock at a weighted average price per share of $\$ 11.15$.

Q1 2024 EOP common stock shares outstanding: 19,650,463.

## TAKEAWAYS



Leading franchise located in one of the most attractive banking markets in Florida and the U.S.

Robust organic growth

Strong asset quality, with minimal chargeoffs experienced since 2015 recapitalization

Core funded deposit base with $27 \%$ non-interest-bearing deposits (EOP)

Experienced and tested management team

Strong profitability, with pathway for future enhancement identified

## APPENDIX - NON-GAAP RECONCILIATION



[^1]
## APPENDIX - NON-GAAP RECONCILIATION

In thousands (except ratios and share data)

|  |  | As of or For the Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3/31/2024 |  | 12/31/2023 |  | 9/30/2023 |  | 6/30/2023 |  | 3/31/2023 |  |
| Tangible book value per common share (at period-end): (1) |  |  |  |  |  |  |  |  |  |  |  |
| Total stockholders' equity |  | \$ | 195,011 | \$ | 191,968 | \$ | 182,884 | \$ | 183,685 | \$ | 183,858 |
| Less: Intangible assets |  |  | - |  | - |  | - |  | - |  |  |
| Tangible stockholders' equity |  | \$ | 195,011 | \$ | 191,968 | \$ | 182,884 | \$ | 183,685 | \$ | 183,858 |
| Total shares issued and outstanding (at period-end): |  |  |  |  |  |  |  |  |  |  |  |
| Total common shares issued and outstanding |  |  | 19,650,463 |  | 19,575,435 |  | 19,542,290 |  | 19,544,777 |  | 19,622,380 |
| Tangible book value per common share | (2) | \$ | 9.92 | \$ | 9.81 | \$ | 9.36 | \$ | 9.40 | \$ | 9.37 |
| Operating diluted net income per common share: | (1) |  |  |  |  |  |  |  |  |  |  |
| Operating net income |  | \$ | 4,612 | \$ | 3,380 | \$ | 4,532 | \$ | 4,196 | \$ | 5,825 |
| Total w eighted average diluted shares of common stock |  |  | 19,698,258 |  | 19,573,350 |  | 19,611,897 |  | 19,639,682 |  | 19,940,606 |
| Operating diluted net income per common share: |  | \$ | 0.23 | \$ | 0.17 | \$ | 0.23 | \$ | 0.21 | \$ | 0.29 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Tangible Common Equity/Tangible Assets | (1) |  |  |  |  |  |  |  |  |  |  |
| Tangible stockholders' equity |  | \$ | 195,011 | \$ | 191,968 | \$ | 182,884 | \$ | 183,685 | \$ | 183,858 |
| Tangible total assets | (3) | \$ | 2,489,142 | \$ | 2,339,093 | \$ | 2,244,602 | \$ | 2,225,914 | \$ | 2,163,821 |
| Tangible Common Equity/Tangible Assets |  |  | 7.83\% |  | 8.21\% |  | 8.15\% |  | 8.25\% |  | 8.50\% |

[^2]
## LOU DE LA AGUIILERA

Chairman, President \& CEO

## ROB ANDERSON

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## INVESTOR RELATIONS

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[^0]:    ${ }^{(1)}$ Data points source: CoStar Group, a NASDAQ company and world leader in

[^1]:    (1) The Company believes these non-GAAP measurements are key indicators of the ongoing earnings pow er of the Company

[^2]:    (1) The Company believes these non-GAAP measurements are key indicators of the ongoing earnings pow er of the Company.
    (2) Excludes the dilutive effect, if any, of shares of common stock issuable upon exercise of outstanding stock options.
    (3) Since the Company has no intangible assets, tangible total assets is the same amount as total assets calculated under GAAP.

