# **UNITED STATES SECURITIES AND EXCHANGE COMMISSION**

WASHINGTON, D.C. 20549

FORM 8-K

#### CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): July 29, 2024

# USCB Financial Holdings, Inc. (Exact name of Registrant as Specified in Its Charter)

Florida (State or Other Jurisdiction of Incorporation)

001-41196 (Commission File Number)

87-4070846 (IRS Employer Identification No.)

2301 N.W. 87th Avenue, Doral, Florida
(Address of Principal Executive Offices) 33172

(Zip Code)

•	• ′		<b>\ \</b> /
	Registrant's Telephone No	umber, Including Are	ea Code: (305) 715-5200
	k the appropriate box below if the Form 8-K filing if the following provisions:	is intended to simultaneo	usly satisfy the filing obligation of the registrant under
	Written communications pursuant to Rule 425 ur	nder the Securities Act (1	17 CFR 230.425)
	Soliciting material pursuant to Rule 14a-12 under	r the Exchange Act (17 C	CFR 240.14a-12)
	Pre-commencement communications pursuant to	Rule 14d-2(b) under the	e Exchange Act (17 CFR 240.14d-2(b))
	Pre-commencement communications pursuant to	Rule 13e-4(c) under the	Exchange Act (17 CFR 240.13e-4(c))
Secu	rities registered pursuant to Section 12(b) of the Act	i:	
		Trading	
Clas	Title of each class s A common stock, \$1.00 par value per share	Symbol(s) USCB	Name of each exchange on which registered The Nasdaq Stock Market LLC
	ate by check mark whether the registrant is an emo 0.405 of this chapter) or Rule 12b-2 of the Securitie		as defined in Rule 405 of the Securities Act of 1933 (§ 240.12b-2 of this chapter).
Emei	rging growth company ⊠		
	emerging growth company, indicate by check ma slying with any new or revised financial accounting	•	elected not to use the extended transition period for uant to Section 13(a) of the Exchange Act. $\Box$

#### Item 7.01. Regulation FD Disclosure.

USCB Financial Holdings, Inc. is filing an investor presentation (the "Presentation"), which will be used by the management team for presentations to investors and others. A copy of the Presentation is attached hereto as Exhibit 99.1 and incorporated herein by reference. The Presentation is also available on the Company's website at investors.uscenturybank.com. Information contained herein, including Exhibit 99.1, is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended "Exchange Act", or otherwise subject to the liability of such section, and shall not be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, regardless of any general incorporation language in such filing, except as shall be expressly set forth by specific reference in such a filing.

#### Item 9.01. Financial Statements and Exhibits.

#### (d) Exhibits.

#### Exhibit No. Description

99.1 104

USCB Financial Holdings, Inc. Investor Presentation Q2 2024
Cover Page Interactive Data File (embedded within the Inline XBRL document)

#### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

#### USCB Financial Holdings, Inc.

By: /s/ Robert Anderson
Name: Robert Anderson
Title: Chief Financial Officer

Date: July 29, 2024





This presentation may contain statements that are not historical in nature and are intended to be, and are hereby identified as, forward-looking statements for purposes of the safe harbor provided by Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements are those that are not historical facts. The words "may," "will," "anticipate," "could," "should," "would," "believe," "contemplate," "expect," "aim," "plan," "estimate," "continue," and "intend,", the negative of these terms, as well as other similar words and expressions of the future, are intended to identify forward-looking statements. These forward-looking statements include, but are not limited to, statements related to our projected growth, anticipated future financial performance, and management's long-term performance goals, as well as statements relating to the anticipated effects on our results of operations and financial condition from expected or potential developments or events, or business and growth strategies, including anticipated internal growth and balance sheet restructuring.

These forward-looking statements involve significant risks and uncertainties that could cause our actual results to differ materially from those anticipated in such statements. Potential risks and uncertainties include, but 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;
- · legislative or regulatory changes and changes in accounting principles, policies, practices or guidelines, including the on-going effects of the implementation of the Current Expected Credit Losses ("CECL") standard;
- the lack of a significantly diversified loan portfolio and the concentration in the South Florida market, including the risks of geographic, depositor, and industry concentrations, including our concentration in loans 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;
- . our ability to fund or access the capital markets at attractive rates and terms and manage our growth, both organic growth as well as growth through other means, such as future acquisitions;
- inflation, interest rate, unemployment rate, and 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 security breaches; and
- · other risks described in this presentation and other filings we make with the Securities and Exchange Commission ("SEC").

All forward-looking statements are necessarily only estimates of future results, and there can be no assurance that actual results will not differ materially from expectations. Therefore, you are cautioned not to place undue reliance on any forward-looking statements. Further, forward-looking statements included in this presentation are made only as of the date hereof, and we undertake no obligation to update or revise any forward-looking statements to reflect events or circumstances occurring after the date on which the statements are made or to reflect the occurrence of unanticipated events, unless required to do so under the federal 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

This presentation includes financial information determined by methods other than in accordance with generally accepted accounting principles ("GAP"). This financial information includes certain operating performance measures. Management has included these non-GAPP financial measures because it believes these measures may provide useful supplemental information for evaluating the Company's expectations and underlying performance trends. Further, management uses these measures in managing and evaluating the Company's business and intends to refer to them in discussions about our operations and performance. Operating performance measures should be viewed in addition to, and not as an alternative to or substitute for, measures determined in accordance with GAPP, and are not necessarily comparable to non-GAPP measures that may be presented by other companies. Reconciliations of these non-GAPP measures to the most directly comparable GAPP measures can be found in the 'Non-GAPP Reconciliation Tables' included in this presentation.

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



- 1 Who We Are
- 2 Growth Strategy
- 3 Financial Review
- 4 Appendix



## **Company Overview**

- Founded in 2002, U.S. Century Bank is a state-chartered bank headquartered in South Florida
  - =  $9^{th}$  largest Florida headquartered bank by deposits in Miami Dade County as of June 30, 2023  $^{(1)}$
- The Bank issued its initial public offering in July 2021, raising \$40.0 million in equity capital
- Its holding company formed in 2021, USCB Financial Holdings, Inc (NASDAQ: USCB), is included in the Russell 3000 Index
- Full service commercial bank offering products and services tailored to meet the needs of small/medium-sized businesses, entrepreneurs and professionals in South Florida (Miami Dade, Broward, and Palm Beach)
- SBA preferred lender, ranked as a top SBA 7(a) community bank lender in Miami Dade and Broward counties
- 5-star Bauer Financial rating



For the Company at or for the quarter ended June 30, 2024.

- (1) FDIC Deposit Market Share Report as of 6/30/23.
- Diluted EPS for the quarter ended June 30, 2024.

# **Commercial Banking**

- Focused on servicing small/medium-sized businesses within branch footprint
- Offer relationship retail deposit products to owners and operators of SMBs
- · Ability for customers to access accounts through online and mobile banking platforms
- Credit products include Asset Based Loans, Lines of Credit and Term Loans
- Provide Treasury Management services to clients
- Relationship-driven with flexible solutions tailored to each

# South Florida





# LOCATED IN A VIBRANT ECONOMY

#### Florida is one of the largest business markets in the country

- As of the 3rd quarter 2023, Florida GDP reached \$1.6 trillion, ranking as the 4th largest economy in the U.S. (1
- As of July 2024, CNBC's ranked Florida as the best economy among the 50 states based on economic growth, job growth, state finances, housing market, and foreign direct investment
- In November 2023, Florida's un employment rate was 2.9%, ranking 9th lowest in the U.S., according to the U.S. Bureau of Labor Statistics
- According to the 2023 report from the U.S. Small Business  $Administration's, Florida\, ranks\, 3^{rd}\, among\, states\, with\, the\, largest$ number of small businesses, estimated 3.1 million
- According to the U.S. Census Bureauthe population percent change – April 1, 2020 (estimates base) to July 2023 was 5.0% increase, totaling almost 1 million increase in population, making Florida the second state with highest population rate

#### The tri-county area of Miami-Dade, Broward and Palm Beach is the premier market within the state of Florida

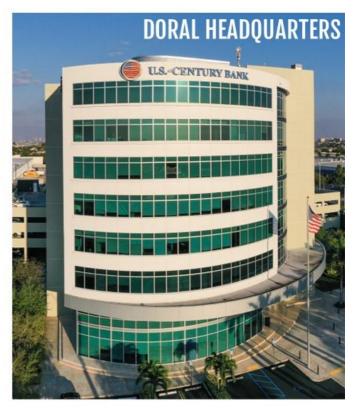
According to the U.S. Small Business Administration's latest report, Miami-Dade MSA accounts for more than 1/3 of small businesses in the state of Florida as of December 2022

#### A diverse and vibrant economy

- Miami-Dade MSA has a rapidly growing population
- The Miami-Dade MSA represents over 6 million residents and will reach close to 7 million by 2025 (2)
- Bus in ess-friendly tax structures, no personal income tax and a reasonable cost living attract business to Florida
- Amazon is searching for 50,000 square feet of office space in the Miami area, Founder Jeff Bezos announced that "he's moving from Seattle to Miami, to one of the hottest new influence frontiers and a rising tech hub" (3)



- Miami-Dade Beacon Council demographic overview projections Fortune Magazine article "Jeff Bezos Seattle to Miami" Nov 2023

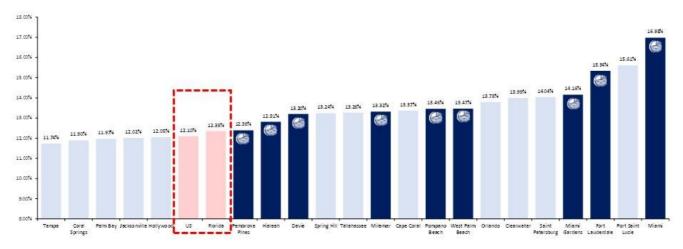




#### Household Income Projected Growth 2022-2027 (1)

- Miami leads expectations of income growth with a 5-year growth rate of 16.98%.
  - 9 cities within the current USCB network are expected to have growth greater than the U.S. and Florida averages
- Miami-Dade MSA is the premier market within the state of Florida
  - The Miami-Dade metro area is the tenth largest MSA in the U.S. by total number of businesses, per the North American Industry Classification System (NAICS) database

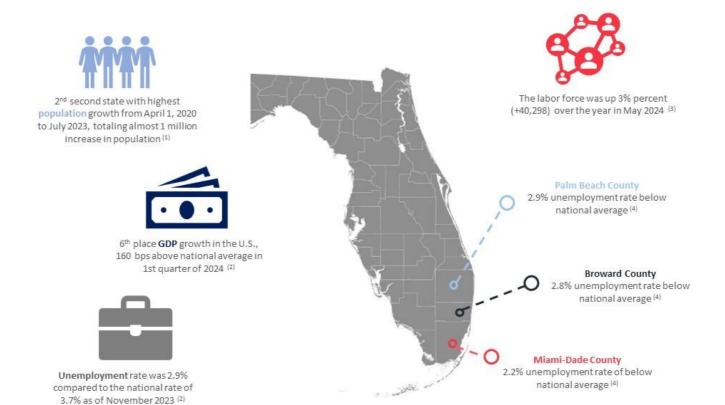




(1) Source: S&P Global Market Intelligence.

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- (1) United States Census Bureau "QuickFacts Miami-Dade County, Florida"

- U.S. Bureau of Labor Statistics November 2023 FloridaCommerceJune Press Release 2024 U.S. Bureau of Labor Statistics Miami, FL, Area Economic Summary as of May 2024

# SEASONED MANAGEMENT



Luis de la Aguilera



Chairman, President & CEO Chief Financial Officer Chief Credit Officer

Previously President & CEO of TotalBank Previously CFO of Capstar Financial Holdings Previously CCO of Internamerican Bank
40+ years in banking 18+ years in banking 35+ years in banking



Bill Turner



Oscar Gomez Head of Global Banking Division Previously at Regions Bank 30+ years in banking



Maricarmen Logroño Previously at Doral Bank 20+ years in banking



Nicholas Bustle Chief Lending Officer Previously at Valley Bank 35+ years in banking



Andres Collazo Director of Operations & IT Systems Previously at Total Bank 33+ years in banking



Martha Guerra-Kattou Director of Sales & Marketing Previously at TotalBank 30+ years in banking

Seasoned Management Team with Local Banking Experience



# ACCOMPLISHED BOARD OF DIRECTORS



Luis de la Aguilera Chairman, President & CEO Previously President & CEO of TotalBank Director since 2016



Aida Levitan Board Member President the Levitan Group Director since 2013



Board Member Managing Partner, Patriot Financial Partners, L.P. Director since 2015



Howard Feinglass Board Member Managing Partner, Priam Capital Director since 2015



Ramón Abadin Board Member Partner, Ramon A. Abadin P.A. Director since 2017



Bernardo Fernandez, Jr. Board Member CEO, Baptist Health Medical Group Director since 2017



Board Member Chairman and Chief Executive Officer Director since 2022



Robert Kafafian Board Member Founder, Chairman & Chief Executive Officer CEO and Regional Dean of Northeastem
The Kafafian Group, Inc. University, Miami Campus Director since 2022



**Board Member** Director since 2022

Highly Accomplished and Aligned Board with Complementary Track Records





Organic Loan Growth:

- Take advantage of platform that we have developed post recap, capitalize on fragmented Miami-Dade, Broward, and Palm Beach Counties community banking market, and continue to build market share
  - Capitalize on inherent advantages over smaller community banks which lack our product expertise and breadth of service
  - Due to significant consolidation, there exists a base of potential clients that desire to partner with a bank that is locally headquartered



- Continue to bring in top tier talent to U.S. Century Bank, with teams attracted to culture, public currency and local decision making
  - Overall growth success will depend upon our ability to attract, retain, develop, incentivize, and reward
    the human capital necessary to execute growth strategy
  - Attractive stock-based incentive compensation to attract top tier talent



Asset Purchases:

- Portfolio loan purchases from companies exiting non-core lines of business; opportunistic to organic growth initiatives
  - Net capital can serve as dry powder to facilitate meaningfully sized portfolio acquisitions
  - Proactively evaluating portfolio opportunities that are consistent with USCB's credit philosophy



Strategic Acquisitions:

- Become an active acquirer for Florida banks looking to find a partner
  - Focused on strategic, financially attractive acquisitions which support the Company's organic growth strategy without compromising the risk profile
  - Potential partners in Miami-Dade, Broward, and Palm Beach Counties that may seek liquidity
  - USCB is positioned to offer stock consideration

# **Differentiated Banking Product Offerings**

Specialty banking products, services and solutions designed for small/medium-sized businesses, homeowner associations, law firms, medical practices and other professional services firms, yacht lending and global banking services

#### **Jurist Advantage**

#### \$245MM Deposits

- Deposit aggregating focus/strategy
- Tailored products & services for law offices, managing partners, associates and other staff members
- Commercial deposits accounts, treasury management, commercial lending, student loan refinancing, residential loans and credit card services

## **Association Banking**

\$131MM Deposits / \$116MM Loans

- Deposit aggregating focus/strategy
- Banking for Homeowner Associations and Property Managers
- Offer deposit collection services and esoteric lending solutions ranging from insurance premium and large capital improvements financing
- Significant lending capacity to target large credits

#### **Correspondent Banking**

#### \$226MM Deposits / \$113MM Loans

- Comprehensive range of both domestic and international services with the latest in technology to ensure quick processing
- Focus on Caribbean and Latin American countries
- Correspondent banking services include letters of credit, foreign collections, wire transfers, ForEx and trade finance

# **Yacht Lending**

#### \$190MM Loans

- Yacht financing for larger vessels, transaction range is \$750k -\$7.5MM.
- Brokered oriented business, 3 vendor approved brokers
- Member of the National Marine Lenders Association
- Acquired two yacht lending portfolios in 2021 and launched this new vertical in 2022

# SBA / Small Business Lending

#### \$45MM Loans

- Relationship-oriented business focused on delivering fast loan commitments to small and mediumsized enterprises
- Predominately small business line of credits and CD secured loans
- Affordable SBA loan provider
- Approved by the SBA to participate in the Preferred Lenders Program

# **MD** Advantage

#### New Business Line

- Deposit aggregating focus/strategy
- As a concierge-level banking service, MDAdvantage is designed to cater to the complex banking requirements of medical professionals
- Offers a broad range of products and services developed for physicians, dentists, and veterinarians

Balances as of June 30, 2024.

GROWTH

Average deposits increased by \$211.4 million or 11.3% compared to the second quarter 2023.

Average loans increased \$259.2 million or 16.5% compared to the second quarter 2023.

Liquidity sources on June 30, 2024, totaled \$615 million in on-balance sheet and off-balance sheet sources.

Tangible book value per common share (a non-GAAP measure) was \$10.24 at June 30, 2024, representing an increase of \$0.84 or 8.9% increase from \$9.40 at June 30, 2023.



Net income was \$6.2 million or \$0.31 per diluted share, increase of \$2.0 million or 48% compared to the second quarter 2023.

Net interest income before provision increased \$3.1 million or 22.1% for the quarter compared to the second quarter 2023.

 $\ensuremath{\mathsf{ROAA}}$  was 1.01% in the second quarter 2024 compared to 0.77% for the second quarter 2023.

ROAE was 12.63% in the second quarter 2024 compared to 9.13% for the second quarter 2023.



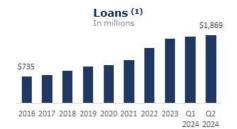
The Company's Board of Directors declared a cash dividend of \$0.05 per share of the Company's Class A common stock on July 22, 2024. The dividend will be paid on September 5, 2024, to shareholders of record at the close of business on August 15, 2024.

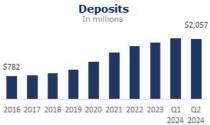
At June 30, 2024, two loans were classified as nonaccrual for a total of \$758 thousand.

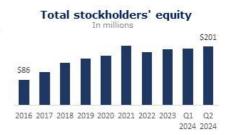
ACL coverage ratio was 1.19% at June 30, 2024, and 1.18% at June 30, 2023.

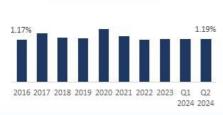
(1) Non-GAAP financial measure. See reconciliation in this presentation.

EOP for Balance Sheet amounts









ACL/Total Loans (2)





Nonperforming Assets/Total



13

1.45%

<sup>(1)</sup> Loan amounts include deferred fees/costs.
(2) ACL was calculated under the CEQL standard methodology for all periods after January 1\* 2023, and the incurred loss methodology for all periods before.
(3) Non-GAAP financial measure. See reconciliation in this presentation.

In thousands (except per share data)

Balance
Sheet
(EOP)

# Income Statement

	Q2 2024	Q1 2024	Q2 2023
Total Securities	\$406,050	\$433,030	\$439,398
Total Loans (1)	\$1,869,249	\$1,821,196	\$1,595,959
Total Assets	\$2,458,270	\$2,489,142	\$2,225,914
Total Deposits	\$2,056,702	\$2,102,794	\$1,921,301
Total Equity <sup>(2)</sup>	\$201,020	\$195,011	\$183,685
Net Interest Income	\$17,311	\$15,158	\$14,173
Non-Interest Income	\$3,211	\$2,464	\$1,846
Total Revenue	\$20,522	\$17,622	\$16,019
Provision for Credit Losses	\$786	\$410	\$38
Non-Interest Expense	\$11,560	\$11,174	\$10,452
Net Income	\$6,209	\$4,612	\$4,196
Diluted Earning Per Share (EPS)	\$0.31	\$0.23	\$0.21
Weighted Average Diluted Shares	19,717,167	19,698,258	19,639,682

<sup>(</sup>ii) Loan amounts include deferred fees/costs.
(2i) Total Equity includes accumulated comprehensive loss of \$44.7 million for Q2 2024, \$45.4 million for Q1 2024, and \$46.3 million for Q2 2023.



# KEY PERFORMANCE INDICATORS



GROWTH





	Q2 2024	Q1 2024	Q2 2023
	In t	thousands (except	for TBV/share)
Total Assets (EOP)	\$2,458,270	\$2,489,142	\$2,225,914
Total Loans (EOP)	\$1,869,249	\$1,821,196	\$1,595,959
Total Deposits (EOP)	\$2,056,702	\$2,102,794	\$1,921,301
Tangible Book Value/Share (1)(4)	\$10.24	\$9.92	\$9.40
Return On Average Assets (ROAA) (3)	1.01%	0.76%	0.77%
Return On Average Equity (ROAE) (3)	12.63%	9.61%	9.13%
Net Interest Margin (3)	2.94%	2.62%	2.73%
Efficiency Ratio	56.33%	63.41%	65.25%
Non-Interest Expense/Avg Assets (3)	1.88%	1.84%	1.92%
Tangible Common Equity/Tangible Assets (1)	8.18%	7.83%	8.25%
Total Risk-Based Capital (2)	13.12%	12.98%	13.42%
NCO/Avg Loans (3)	0.00%	0.00%	0.01%
NPA/Assets	0.03%	0.02%	0.02%
Allowance Credit Losses/Loans	1.19%	1.18%	1.18%

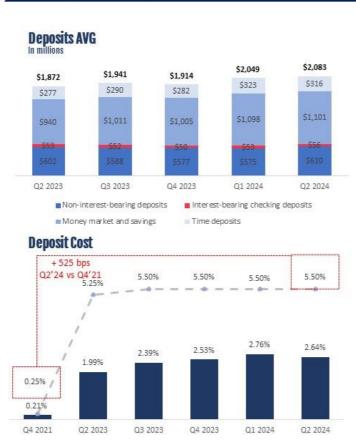
<sup>(</sup>h) Non-GAAP financial measures. See reconciliation in this presentation.

(P) Reflects the Company's regulatory capital ratios which are provided for informational purposes only; as a small bank holding company, the Company is not subject to regulatory capital requirements.

(R) Annualized.

(G) AOCI effect on tangible book value per share was {52.28} for Q2 2024, {52.31} for Q1 2024 and {52.37} for Q2 2023.

# DEPOSIT PORTFOLIO



- Fed Funds Rate (upper bound)

Deposit Cost

#### Commentary

Average deposits increased \$35.3 million or 6.9% annualized compared to the prior quarter and increased \$211.4 million or 11.3% compared to the second quarter 2023.

Average DDA deposits increased \$35.6 million or 24.9% annualized compared to prior quarter.

Average DDA balances comprised 29.3% of total average deposits for second quarter 2024.

Cost of deposits <u>decreased</u> 12 bps compared to prior quarter.

Deposit beta of 46% since Q4 2021.



# Deposits Trend (EOP)



# Commentary

\$514 million in deposit growth compared to December 31, 2018.

Growth by vertical from 2018 to Second Quarter 2024:

JA/PCG: \$215 million. HOA: \$121 million.

Correspondent Banking: \$178 million.



EOP for Balance Sheet amounts

## **Total Liquidity**



Liquid Assets: On-Balance Sheet Liquidity / Total Assets Total Liquidity: Total Liquidity / Total Assets

Sources of Liquidity (in millions)	06/30/2024	
On Balance Sheet Liquidity		
Cash	\$4	
Due from banks	\$69	
Investment securities unpledged	\$166	
Total on balance sheet liquidity (Liquid Assets)	\$239	
Off Balance Sheet Liquidity		
FHLB excess capacity	\$237	
Federal Reserve Discount Window	\$34	
Fed Fund Lines	\$105	
Total off balance sheet liquidity	\$376	
Total Liquidity	\$615	

Liquidity calculation excludes vault cash reserves

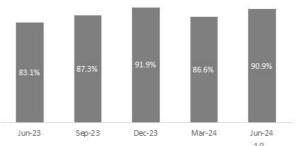
## Commentary

We believe we are well positioned to weather the current economic environment.

We have ample sources of liquidity both on and off-balance sheet.

Loans-to-deposits ratio increased due to additional loan production during the quarter.

# Loan-to-Deposit Ratio





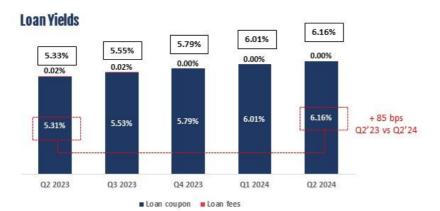
# Total Loans (AVG) In millions \$1,828 \$1,782 \$1,699 \$1,611 \$1,569 Q2 2023 Q3 2023 Q2 2024

04 2023

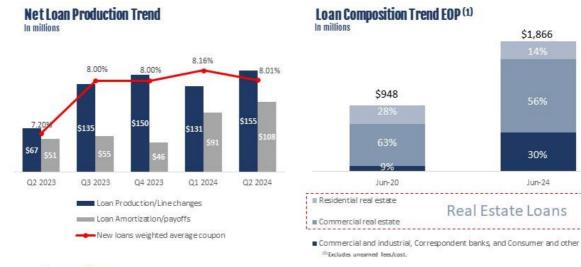
## Commentary

Average loans increased \$47.0 million or 10.6% annualized compared to prior quarter and \$259.2 million or 16.5% compared to the second quarter 2023.

Loan coupon increased 15 bps compared to the prior quarter and 85 bps compared to the second quarter 2023.



Q1 2024



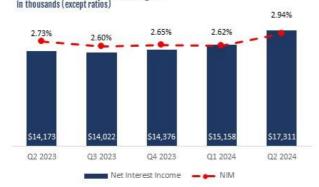
# Commentary

\$155.2 million in new loan production in the second quarter 2024.

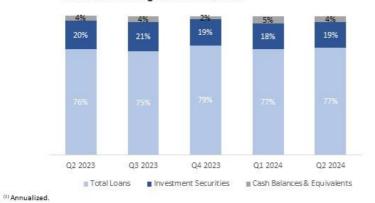
Weighted average coupon on new loans was 8.01% for second quarter 2024, 185 bps above portfolio weighted average.

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

# Net Interest Income/Margin (1) In thousands (except ratios)



# Interest-Earning Assets Mix (AVG)



# Commentary

Net interest income increased \$2.2 million or 57.1% annualized compared to prior quarter and \$3.1 million or 22.1% compared to the second quarter 2023.

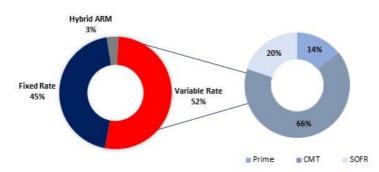
Net interest margin increased 32 bps compared to prior quarter and 21 bps compared to second quarter 2023.

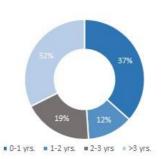
NIM drivers: rationalization of deposit cost, new loans at higher yields, and DDA growth.



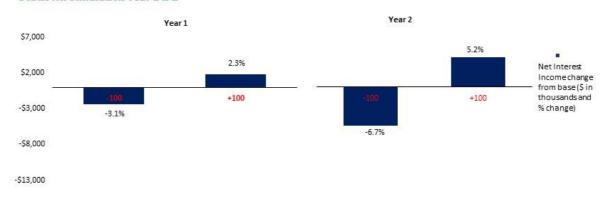
# Loan Portfolio Repricing Profile by Rate Type

# Loan Repricing Schedule Variable/Hybrid Rate Loans





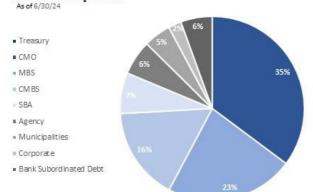
# Static NII Simulation Year 1 & 2





EOP for Balance Sheet amounts, in millions

## **Portfolio Composition**



# **Securities Portfolio Key Metrics**

Metrics	as of 6/30/2024	
Securities Portfolio	\$	406.1
AFS as % of portfolio		58%
HTM as % of portfolio		42%
Portfolio Yield		2.8%
Average Life		6.7
Mod Duration		5.3
AFS AOCI	\$	(51.3)

#### Commentary

Securities portfolio was \$406.1 million; 58% of the portfolio is classified as AFS, while 42% is classified as HTM.

The modified duration is 5.3 and the average life is 6.7 years. Duration has increased as the result of higher rates and lower prepayments.

We expect to receive \$23.6 million from the securities portfolio in the second half of 2024 at current rates; these cashflows will support loan growth or debt repayment.

If rates drop 100 bps, we expect to receive \$25.5 million during the second half of 2024.

74% of the portfolio is invested in mortgage-backed securities, boosting the liquidity.

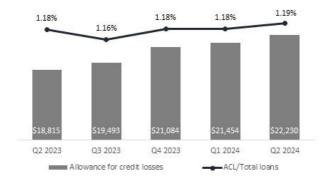
#### **Estimated Short Term Cashflows**

	-100	Base	+100
2 <sup>rd</sup> Half 2024	\$25.5	\$23.6	\$22.2
2025	\$45.2	\$41.9	\$39.1
2026	\$50.5	\$48.5	\$46.4
Total	\$121.2	\$114.0	\$107.7
Securities Portfolio %	29.8%	28.1%	26.5%



#### **Allowance for Credit Losses**

In thousands (except ratios)

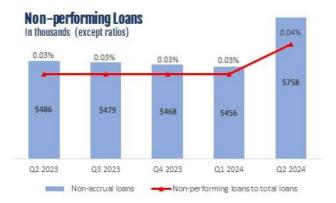


## **Commentary**

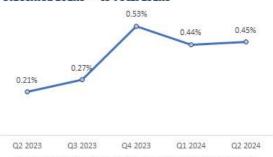
Allowance for credit losses increased \$776 thousand compared to prior quarter and \$3.4 million compared to second quarter 2023.

ACL coverage ratio was at 1.19% as of June 30, 2024.

One C&I loan for \$438 thousand and one residential real estate loan for \$320 thousand were classified as nonaccrual as of June 30, 2024.



## Classified Loans (1) to Total Loans



(1) Loans classified as substandard at period end. No loans classified doubtful at dates presented.

#### Loan Portfolio Mix (1)

Warehouse 12%

> Office 12%

(1) Excludes unearned fees/costs 16% (2) Includes loan types: office, warehouse, retail, and other

As of 6/30/24

CRE - Owner

Occupied

16% (2)



\$1,053MM

Aultifamily 19%

# Commentary

Total loan balance at quarter end was \$1,866 million (1).

Commercial Real Estate (owner occupied and non-owner occupied) was 56% or \$1,053 million of the total loan portfolio(1).

CRE mix is diversified and granular. Retail non-owner occupied makes up 26% of total CRE or \$274.1 million.

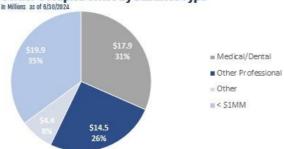
# CRE LOAN POrtfolio (non-owner occupied and owner occupied)

	Weighte	Weighted Average			
Loan Type	LTV (1)	DSCR (2)	Average Loan Size <sup>(3)</sup>		
Retail	58%	1.81	\$2.9		
Multifamily	57%	1.45	\$1.6		
Office	56%	1.79	\$1.5		
Warehouse	59%	2.37	\$1.5		
Hotels	54%	2.22	\$5.1		
Other	57%	2.05	\$1.7		
Land/Construction	46%	NA	\$2.1		

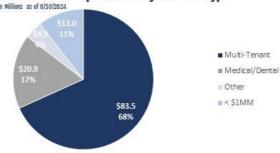
<sup>(1)</sup> LTV - Loan to value ratio.

<sup>(2)</sup> DSCR - Debt service coverage ratio. (3) Balance in millions.

## Owner Occupied Office by Business Type



# Non-Owner Occupied Office by Business Type



# Office Loan Portfolio Maturities and Repricing

< 1 year	1 year to 3 years	3 years to 5 years	5 years to 10 years	> 10 years
17%	27%	44%	12%	0%

#### Commentary

Total office loan portfolio (owner occupied and non-owner occupied) had 123 notes with an average balance of \$1.5 million dollars, LTV of 56%, and DSCR of 1.79X at quarter end.

The largest business type in the office portfolio is multi-tenant with 47% of the portfolio.

South Florida's office sector outperforms the national average with a lower vacancy rate of 12% and with a positive net absorption for three straight years as of Q1 2024. All three major markets within South Florida were ranked in the top 10 nationally for year-overyear rent growth. (1)

#### **CRE Office Key Metrics**

	As of 6	/30/24
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%

<sup>(</sup>a) Data points source: CBRE, a NYSE-listed and worldwide commercial real estate services & investment company with clients in 100+ countries, including over 95% of the Fortune 26 100. Published March 2024.

In thousands (except ratios)

27

			in thousands	(oncope ratios)
Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023
\$1,977	\$1,651	\$1,348	\$1,329	\$1,173
\$557	\$521	\$518	\$502	\$428
\$650	\$285	\$16	\$97	\$44
\$770	\$845	\$814	\$730	\$701
14		(883)	(955)	
417	67	105	255	94
803	746	756	1,532	579
\$3,211	\$2,464	\$1,326	\$2,161	\$1,846
\$2,479,222	\$2,436,103	\$2,268,811	\$2,250,258	\$2,183,542
0.52%	0.41%	0.23%	0.38%	0.34%
	\$1,977 \$557 \$650 \$770 14 417 803 <b>\$3,211</b> \$2,479,222	\$1,977 \$1,651 \$557 \$521 \$650 \$285 \$770 \$845 14 - 417 67 803 746 \$3,211 \$2,464 \$2,479,222 \$2,436,103	\$1,977 \$1,651 \$1,348 \$557 \$521 \$518 \$650 \$285 \$16 \$770 \$845 \$814 14 - (883) 417 67 105 803 746 756 \$3,211 \$2,464 \$1,326 \$2,479,222 \$2,436,103 \$2,268,811	Q2 2024         Q1 2024         Q4 2023         Q3 2023           \$1,977         \$1,651         \$1,348         \$1,329           \$557         \$521         \$518         \$502           \$650         \$285         \$16         \$97           \$770         \$845         \$814         \$730           14         -         (883)         (955)           417         67         105         255           803         746         756         1,532           \$3,211         \$2,464         \$1,326         \$2,161           \$2,479,222         \$2,436,103         \$2,268,811         \$2,250,258

## **Commentary**

Service fees increased year over year due to wire and loan swap fees.

Gain on sale of SBA 7a loans represent \$417 thousand.

Other non-interest income increased primarily due to an increase in treasury management fees.

Non-interest income is 15.6% of total revenue for second quarter 2024 and 0.52% to average assets, both metrics are higher than prior quarters.

(ii) Annualized.

#### In thousands (except ratios)

				III tilousalius	(evcehr ratios)
	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023
Salaries and employee benefits	\$7,353	\$6,310	\$6,104	\$6,066	\$5,882
Occupancy	1,266	1,314	1,262	1,350	1,319
Regulatory assessments and fees	476	433	412	365	452
Consulting and legal fees	263	592	642	513	386
Network and information technology services	479	507	552	481	505
Other operating expense	1,723	2,018	1,747	1,686	1,908
Total non-interest expense	\$11,560	\$11,174	\$10,719	\$10,461	\$10,452
Efficiency ratio	56.33%	63.41%	68.27%	64.64%	65.25%
Average total assets	\$2,479,222	\$2,436,103	\$2,268,811	\$2,250,258	\$2,183,542
Non-interest expense / Average assets (1)	1.88%	1.84%	1.87%	1.84%	1.92%
Full-time equivalent employees	197	199	196	194	198

#### **Commentary**

Salaries and benefits increased \$1.0 million compared to the prior quarter due to sales incentives, management bonus accrual based on the Company's performance, merit increases, and stock-based compensation.

Non-interest expense to average assets remained under 2% for all periods.

(1) Annualized.

Capital Ratios 🚥	Q2 2024	Q1 2024	Q2 2023	Well- Capitalized
Leverage Ratio	9.03%	8.91%	9.32%	5.00%
TCE/TA (2)	8.18%	7.83%	8.25%	NA
Tier 1 Risk- Based Capital	11.93%	11.80%	12.27%	8.00%
Total Risk- Based Capital	13.12%	12.98%	13.42%	10.00%
AOCI In Millions	(\$44.7)	(\$45.4)	(\$46.3)	

#### **Commentary**

The Company paid in June 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 25,000 shares of common stock at a weighted average cost per share of \$12.04.

Q2 2024 EOP common stock shares outstanding: 19,630,632.

<sup>(</sup>a) Reflects the Company's regulatory capital ratios which are provided for information purposes only; as a small bank holding company, the Company is not subject to regulatory capital requirements.

(2) Non-GAAP financial measures. See reconciliation in this presentation.



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

Experienced and tested management team

Strong profitability, with pathway for future enhancement identified Core funded deposit base with 28% noninterest-bearing deposits (EOP)



#### Risk Management Philosophy and Culture

- Management has instilled a culture of adherence to well-developed risk management procedures
- Management is responsible for day-to-day risk management (identifying, evaluating, and addressing potential risks that may exist at the
  enterprise, strategic, financial, operational, compliance and reporting levels)
- Risk management division consists of four individuals covering enterprise risk management, cybersecurity, third-party risk, internal audit and loan reviews
- Management Compliance division consists of seventeen individuals covering bank secrecy, consumer compliance and investigations
  - Both areas play an active role in assessing corporate risks, compliance and collaborating with management to mitigate identified risks.
  - Heightened focus on BSA / AML / KYC compliance due to foreign exposure
    - Individual country Ioan exposure limited to 0% 70% of total capital based on individual country risk
    - $\hbox{\bf \blacksquare Global banking services offered exclusively to institutions in countries meeting U.S. Century Bank's robust risk tolerance framework }$
    - Highly experienced compliance team with international compliance experience from larger banking institutions
  - Audit Committee consist of 4 members responsible for complete oversight of Company's risk management process Ramon Rodriguez (Chair), Bernardo Fernandez, Ramón Abadin and Maria Alonso

# Credit Philosophy

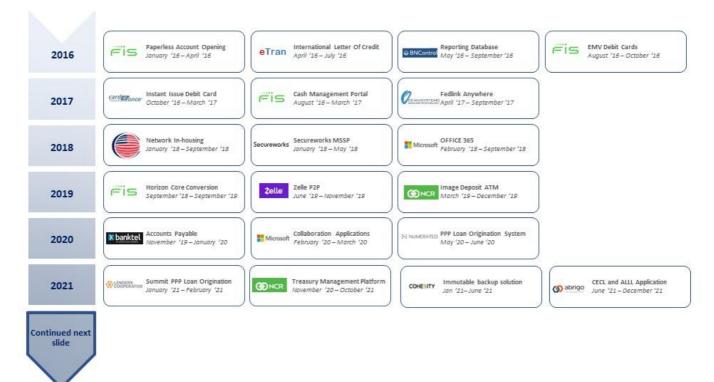
- Conservative credit culture that encourages prudent and desirable loans over unchecked growth
- Underwriting strength stems from deep understanding of U.S. Century Bank's market, long-standing relationships with clients, and disciplined process
- Focused on maintaining a well-diversified and conservative loan portfolio

## Robust Credit Administration

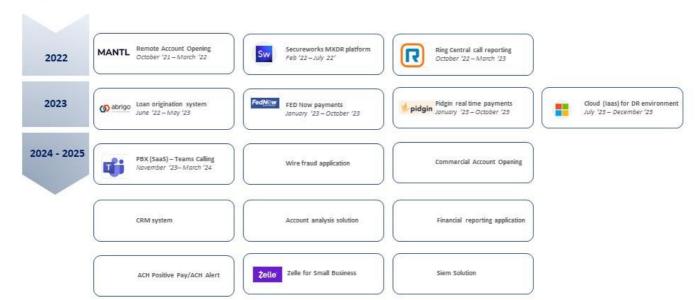
- Underwriting group supported by experienced credit officers with both credit and lending experience
- Effective and independent loan review
- Credit Committee meetings conduct in-depth loan portfolio monitoring, including concentration limits
- · Active monitoring and reporting on existing or emerging concentrations and targeted reviews of any higher risk portfolios



# APPENDIX — DIGITAL INITIATIVES









#### 2024 Boat Shows



#### Commentary

#### Prime location:

- 2<sup>nd</sup> largest coastline state in the U.S.<sup>(1)</sup>
- The Bank's proximity to multiple yachting hubs and boat shows, offers easy access to a vast network of marinas and costal communities

#### Financing:

 The Bank offers financing for larger vessels, transaction range is \$750k -\$7.5MM

#### Networking and Partnerships:

- Brokered oriented business, 3 vendor approved brokers
- Member of the National Marine Lenders Association

#### Booming yacht market in Florida<sup>(2)</sup>:

- Recreational Boating Annual economic impact as of 2023 was \$31.3 billion
- · More than 1 million registered boats
- \$5.4 billion in sales of new boats, engines, trailer, and accessories
- 95% of boats sold in the U.S. are domestically manufactured, and 93% of boat manufacturers are small business



# APPENDIX - NON-GAAP RECONCILIATION In thousands (except ratios)

thousands (except ratios)					As of or Fo	r th	e Three Mo	nthe	Ended		
		W-9	6/30/2024	. 3	3/31/2024	12/31/2023 9/30/2023			6/30/2023		
Pre-tax pre-provision ("PTPP") income:	(1)										
Net income		S	6,209	\$	4,612	\$	2,721	\$	3,819	5	4,196
Plus: Provision for income taxes			1,967		1,426		787		1,250		1,333
Plus: Provision for credit losses		8	786	25	410	9	1,475	5.	653	22	38
PTPP income		\$	8,962	\$	6,448	\$	4,983	\$	5,722	\$	5,587
PTPP return on average assets:	(1)										
PTPP income		5	8,962	\$	6,448	\$	4,983	\$	5,722	\$	5,567
A verage assets		5	2,479,222	\$	2,436,103	\$	2,268,811	5	2,250,258	5	2,183,542
PTPP return on average assets	(2)		1.45%		1.06%		0.87%		1.01%		1.02%
Operating net income:	(1)										
Net income		5	6.209	S	4.612	5	2.721	5	3,819	5	4.198
Less: Net gains (losses) on sale of securities		- 20,0	14	-		- 1	(883)		(955)	-	
Less: Tax effect on sale of securities			(4)		-		224		242		
Operating net income		\$	6,199	\$	4,612	\$	3,380	\$	4,532	\$	4,196
		10-		-					101		
Operating PTPP income:	(1)	-				142		-		-	121222
PTPP income		5	8,962	\$	6,448	\$	4,983	\$	5,722	\$	5,567
Less: Net gains (losses) on sale of securities		_	14	_		_	(883)	_	(955)	_	-
Operating PTPP income		5	8,948	\$	6,448	\$	5,866	\$	6,677	\$	5,567
Operating PTPP return on average assets:	(1)										
Operating PTPP income		\$	8,948	\$	6,448	\$	5,886	\$	6,677	\$	5,567
A verage assets		5	2,479,222	\$	2,436,103	\$	2,268,811	\$	2,250,258	\$	2,183,542
Operating PTPP return on average assets	(2)		1.45%		1.06%		1.03%		1.18%		1.02%
Operating return on average assets:	(1)										
Operating net income	. 3.7	5	6,199	S	4.612	S	3.380	5	4.532	S	4.198
A verage assets		S	2.479.222	S	2,436,103	S	2.268.811	S	2.250.258	S	2,183,542
Operating return on average assets	(2)		1.01%	_	0.78%	Ť	0.59%	_	0.80%	-	0.77%
Operating return on average equity:	(1)										
Operating net income	377	S	6.199	S	4.612	S	3,380	S	4.532	S	4.196
A verage equity		5	197,755	S	193.092	S	183,629	s	184,901	5	184,238
Operating return on average equity	(2)		12.61%		9.61%		7.30%		9.72%	70	9.13%
Operating Revenue:	(1)										
Net interest income	(1)	5	17.311	5	15,158	5	14.378	5	14.022	5	14.173
Non-interest income			3,211		2.484		1.328		2.161	9	1.846
Less: Net gains (losses) on sale of securities			14		2,404		(883)		(955)		1,040
Operating revenue		\$	20,508	\$	17,622	\$	16,585	\$	17,138	\$	16,019
		(6)					916	ASS.		Parame	
Operating Efficiency Ratio:	(1)	-	44.855	112	44.451		40.000		40.45		40.444
Total non-interest expense		\$	11,560	\$	11,174	5	10,719	\$	10,461	\$	10,452
Operating revenue		S	20,508	S	17,822	5	16,585	\$	17,138	\$	16,019
Operating efficiency ratio			56.37%		63.41%		84.83%		61.04%		65.25%

<sup>(1)</sup> The Company believes these non-GAAP measurements are key indicators of the ongoing earnings pow er of the Company.
(2) Annualized.



In thousands (except ratios and share data)

	As of or For the Three Months Ended									
	100	6/30/2024		3/31/2024		12/31/2023		9/30/2023		6/30/2023
(1)	- 8									
	S	201,020	S	195,011	S	191,968	S	182,884	S	183,685
	-	-		-		-	-	-		-
	S	201,020	S	195,011	S	191,968	S	182,884	S	183,685
		19,630,632		19,650,463		19,575,435		19,542,290		19,544,777
(2)	\$	10.24	\$	9.92	S	9.81	\$	9.36	\$	9.40
(1)										
	S	6,199	S	4,612	S	3,380	S	4,532	S	4,196
		19,717,167		19,698,258		19,573,350	0.0	19,611,897		19,639,682
	S	0.31	S	0.23	S	0.17	S	0.23	S	0.21
(1)										
	S	201,020	S	195,011	S	191,968	S	182,884	S	183,685
(3)	S	2,458,270	S	2,489,142	S	2,339,093	S	2,244,602	S	2,225,914
		8.18%		7.83%		8.21%		8.15%		8.25%
	(2) (1)	(1) S S (2) S S (1) S S (1) S S (1) S S (1)	\$ 201,020 \$ 201,020 19,630,632 (2) \$ 10.24 (1) \$ 6,199 19,717,167 \$ 0.31 (1) \$ 201,020 (3) \$ 2,458,270	(1) \$ 201,020 \$ \$ 19,630,632 \$ 10.24 \$ \$ (1) \$ 5,717,167 \$ 0.31 \$ \$ (1) \$ \$ 201,020 \$ \$ (3) \$ 2,458,270 \$	(1) \$ 201,020 \$ 195,011	(1) \$ 201,020 \$ 195,011 \$ 19,630,632 19,650,463 (2) \$ 195,012 \$ 9.92 \$ (1) \$ 0.31 \$ 0.23 \$ (1) \$ 201,020 \$ 19,650,463 \$ 0.23 \$ 0.31 \$ 0.23 \$ (1) \$ 0.31 \$ 0.23 \$ (1) \$ 201,020 \$ 195,011 \$ (3) \$ 2,458,270 \$ 2,489,142 \$ (3)	(1) \$ 201,020 \$ 195,011 \$ 191,968 \$ 201,020 \$ 19650,463 \$ 19,675,436 \$ (2) \$ 10,24 \$ 9.92 \$ 9.81 \$ (1) \$ 6,199 \$ 4,612 \$ 3,380 \$ 19,717,167 \$ 19,698,258 \$ 19,573,350 \$ 0.31 \$ 0.23 \$ 0.17 \$ (1) \$ 201,020 \$ 195,011 \$ 191,968 \$ (3) \$ 2,458,270 \$ 2,489,142 \$ 2,339,093	(1) \$ 201,020 \$ 195,011 \$ 191,968 \$ \$ 201,020 \$ 195,011 \$ 191,968 \$ \$ 201,020 \$ 195,011 \$ 191,968 \$ \$ 19,630,632 19,650,463 19,575,435 \$ (2) \$ 10.24 \$ 9.92 \$ 9.81 \$ \$ (1) \$ 6,199 \$ 4,612 \$ 3,380 \$ 19,717,167 19,698,258 19,573,350 \$ 0.31 \$ 0.23 \$ 0.17 \$ \$ (1) \$ 201,020 \$ 195,011 \$ 191,968 \$ (3) \$ 2,458,270 \$ 2,489,142 \$ 2,339,093 \$	(1) \$ 201,020 \$ 195,011 \$ 191,968 \$ 182,884 \$ 19,630,632 \$ 19,650,463 \$ 19,575,435 \$ 19,542,290 \$ (2) \$ 10.24 \$ 9.92 \$ 9.81 \$ 9.36 \$ (1) \$ 0.31 \$ 0.23 \$ 0.17 \$ 0.23 \$ (1) \$ 0.23 \$ 0.17 \$ 0.23 \$ (2) \$ 201,020 \$ 19,650,461 \$ 19,575,435 \$ 19,542,290 \$ (2) \$ 10.24 \$ 9.92 \$ 9.81 \$ 9.36 \$ (2) \$ 10.24 \$ 0.92 \$ 0.17 \$ 0.23 \$ 0.17 \$ 0.23	(1) \$ 201,020 \$ 195,011 \$ 191,968 \$ 182,884 \$ \$ 19,630,632 \$ 19,650,463 \$ 19,575,435 \$ 19,542,290 \$ 19,717,167 \$ 19,698,258 \$ 19,573,350 \$ 19,611,897 \$ 0.31 \$ 0.23 \$ 0.17 \$ 0.23 \$ \$ (1) \$ 201,020 \$ 195,011 \$ 191,968 \$ 182,884 \$ (2) \$ 10,24 \$ 9.92 \$ 9.81 \$ 9.36 \$ (3) \$ 2,458,270 \$ 2,489,142 \$ 2,339,093 \$ 2,244,602 \$ (3)

<sup>(1)</sup> The Company believes these non-GAAP measurements are key indicators of the ongoing earnings power 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.



# **LOU DE LA AGUILERA**

Chairman, President & CEO



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# **INVESTOR RELATIONS**



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