



INBANKSHARES, CORP

D.A. Davidson Financial Institutions Conference| May 5-6th, 2021

IN BANKSHARES, CORP

Forward-Looking Statements



INBANKSHARES, CORP

This presentation contains, among other things, certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, without limitation, statements preceded by, followed by, or that include the words “may,” “could,” “should,” “would,” “believe,” “anticipate,” “estimate,” “expect,” “intend,” “plan,” “projects,” “outlook” or similar expressions. These statements are based upon the current belief and expectations of InBankshares’ management team and are subject to significant risks and uncertainties that are subject to change based on various factors (many of which are beyond InBankshares’ control). Although InBankshares believes that the assumptions underlying the forward-looking statements are reasonable, any of the assumptions could prove to be inaccurate. Therefore, InBankshares can give no assurance that the results contemplated in the forward-looking statements will be realized. The inclusion of this forward-looking information should not be construed as a representation by InBankshares or any person that the future events, plans, or expectations contemplated by InBankshares will be achieved.

All subsequent written and oral forward-looking statements attributable to InBankshares or any person acting on its behalf are expressly qualified in their entirety by the cautionary statements above. InBankshares does not undertake any obligation to update any forward-looking statement to reflect circumstances or events that occur after the date the forward-looking statements are made, except as required by law.

Overview of the Company



INBANKSHARES, CORP

- InBankshares, Corp (“INBC”) is the holding company for InBank and is quoted on the OTCQX (INBC)
- InBank was established in 1918 and purchased by the current investment group in 2018
- Emphasis on capturing market share in the Denver/Boulder MSA while maintaining strong market share in Southern Colorado and Northern New Mexico
- Nine locations with another to be opened in Boulder
- Focused on developing commercial relationships, technology solutions, and local decision making
- Strong leadership team with more than 140 years of experience in banking

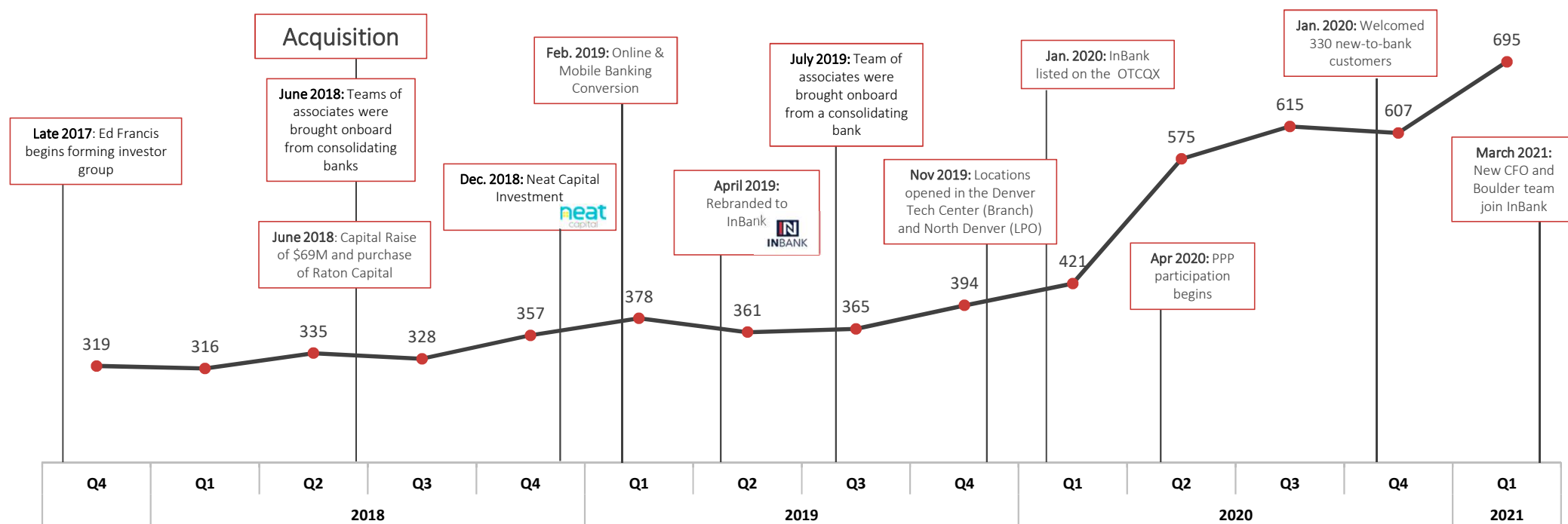


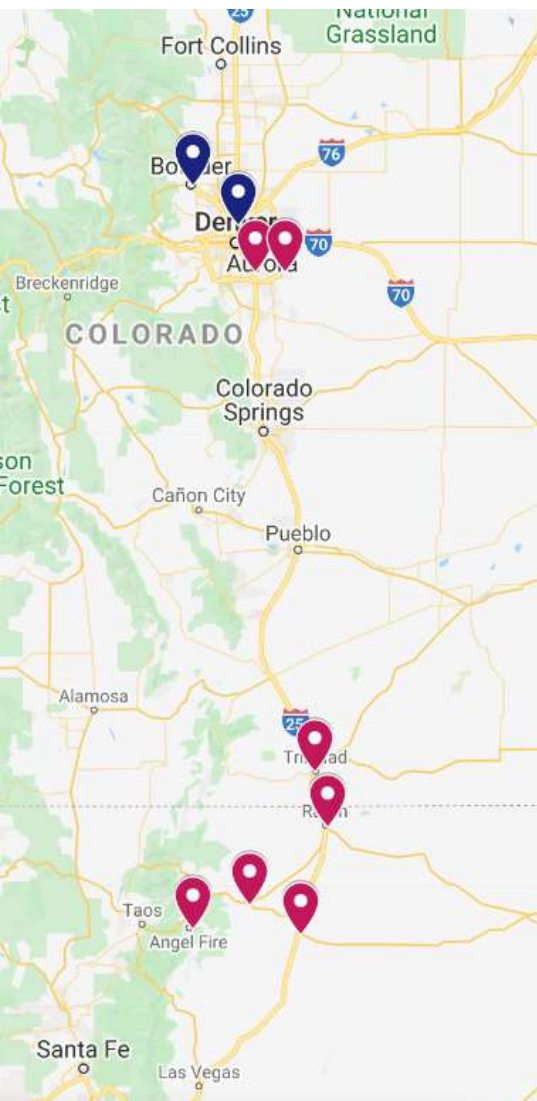
InBank Timeline



INBANKSHARES, CORP

— InBank Total Assets in millions (Bank Subsidiary)





Denver Metro Region

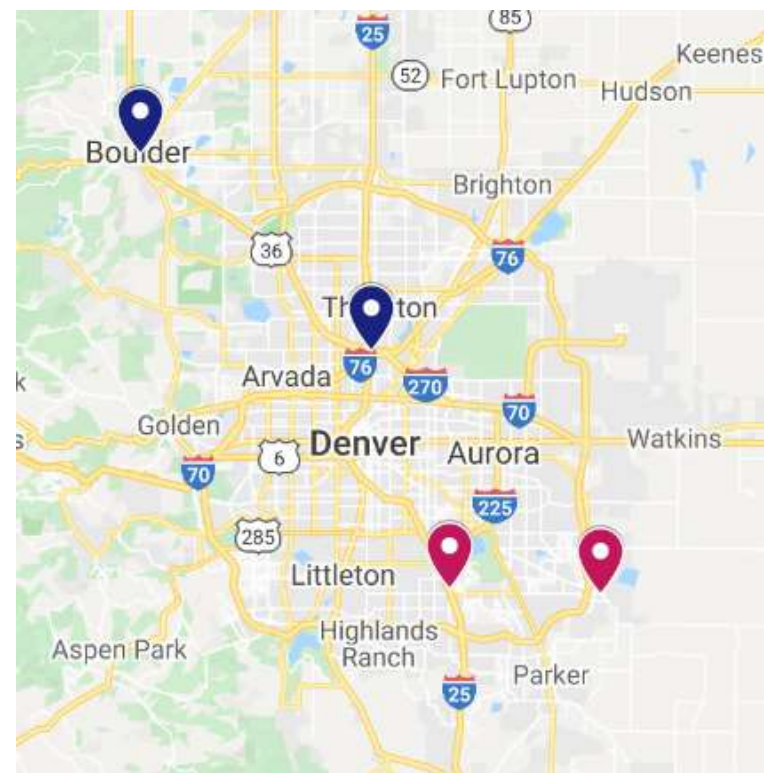
- People centric vs branch centric
- The strategy is to be the premier business bank in the metro area for businesses with \$5 – 50 million in revenue
- Full relationship bank – business, business owners, management, and employees

Community Bank Region

- Southern Colorado and Northern New Mexico
- Maintain dominate market share
- Focus on businesses, consumers, local government, and non-profits
- Strong low cost deposit base

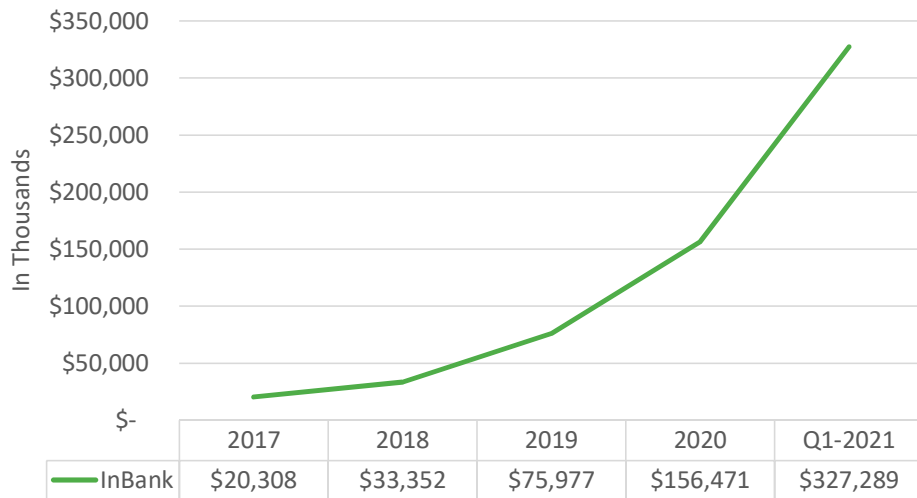


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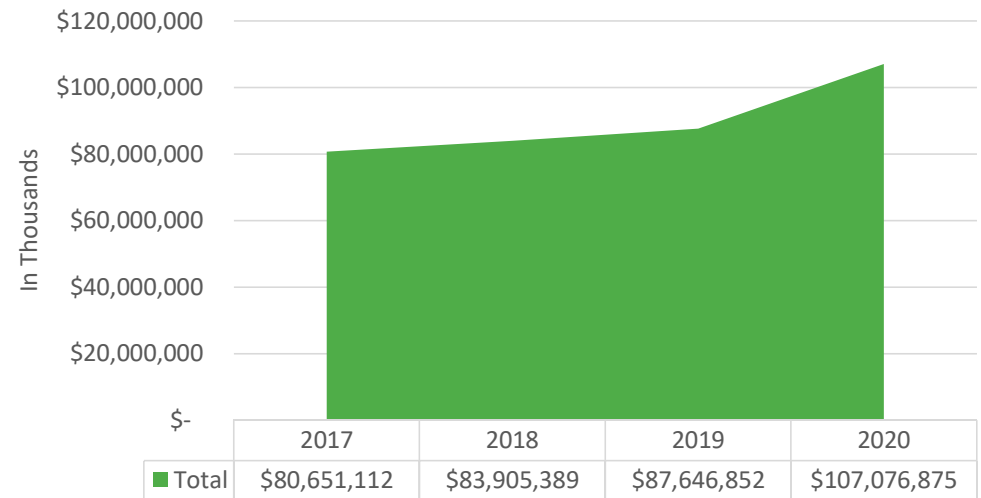
Denver MSA Offers Huge Opportunity for Growth

InBank - Denver MSA Deposits



As of June 30th except for Q1-2021

Total Deposit Market in Denver MSA



As of June 30th

Culture Matters



INBANKSHARES, CORP

Our Mission: To Positively Impact the Lives of Our Customers, Communities and Associates

Commitment

Innovation

Responsibility

Teamwork

Happiness

Authenticity

Experienced Management Team



INBANKSHARES, CORP

Edward Francis – Chairman, Chief Executive Officer and President

Ed has over 30 years of banking and financial institution experience and is Chairman of the Board, President and Chief Executive Officer for InBankshares and InBank. Previously, he held the position of Executive Vice President and Chief Banking Officer at Hancock Whitney and led both retail and commercial banking divisions. Ed also served on Hancock Whitney's Executive Management Committee for more than 10 years as assets grew from \$5 billion to over \$25 billion. He holds a B.S. in Managerial Finance from the University of Mississippi and matriculated from the Graduate School of Banking at LSU. Ed also serves on the board for Firefly Autism in Denver.



Dan Patten – EVP, Chief Financial Officer

Dan has over 20 years of experience in corporate finance, strategy, mergers and acquisitions, and public and private equity and debt financings, including 15 years as a finance executive in the commercial banking industry and over nine years as a chief financial officer. Prior to joining InBank, Dan held the position of Executive Vice President, Finance and Corporate Development, for Heartland Financial USA, Inc., a diversified financial services company with approximately \$18 billion in assets. Dan holds a MBA in finance and a B.S. in Mechanical Engineering both from the University of Colorado, Boulder.



David Brown – EVP, Chief Risk Officer

Dave is a seasoned bank executive with 30 years of experience in the Denver and southwestern Colorado markets. He has extensive leadership experience and knowledge of credit risk management. Most recently, Dave spent eight years at Centennial Bank/Citywide Banks as Market President, Chief Credit Officer and Executive Vice President of Commercial Banking. He holds a B.S. in Business from Fort Lewis College.



Jeffery Huckabee – EVP, Chief Information Officer

Jeff has more than 25 years of experience as an information technology professional in the banking industry, as well as significant expertise in treasury management, operations and commercial products. Prior to joining InBank, Jeff's experience included 17 bank acquisitions in which he served as the lead through several system conversions and integrations as Chief Information Officer. These acquiring banks included First National Bank of Santa Fe, First American Bank and State National Bank. He holds a B.A. in Finance from New Mexico State University.



Brian Kreps – EVP, Director of Private and Retail Banking

Brian is an experienced private banker and leader in the Denver Metro Area. He leads the bank's efforts to create and provide a wide range of credit and depository services to customers. Brian is part of the bank's executive leadership team and oversees private banking, retail banking and mortgage banking business units. Prior to joining InBank, Brian was Vice President and Senior Private Banker with Mutual of Omaha Bank. He holds a B.S. in Business from Ferris State University.



Lois Romero – EVP, Southern Region President

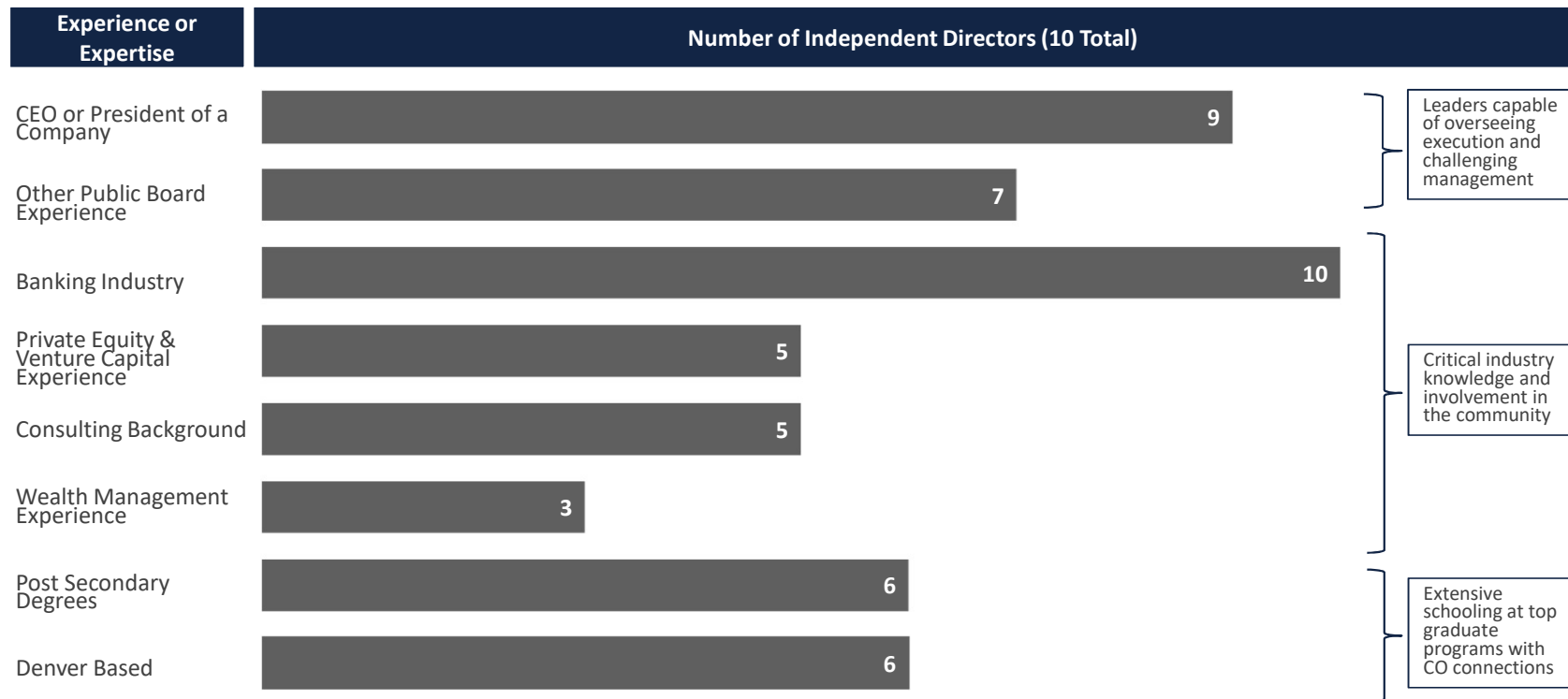
Lois oversees the southern region for InBank and is part of the bank's executive leadership team. She has over 30 years of experience in banking and finance and was instrumental in starting a de novo bank. She has been with the bank on several occasions, most recently since 2013. She has held various positions, including cashier and senior vice president overseeing bank operations as well as mergers and acquisitions through the years. Lois has a background in accounting and graduated from the Western States School of Banking.



Seasoned Board of Directors



INBANKSHARES, CORP



Board of Directors



INBANKSHARES, CORP

Eric Donnelly – Interim Lead Director

Eric is CEO of Capital Plus Financial which through its holding company, Crossroads Systems, is the first publicly traded nonbank Community Development Financial Institution (CDFI), providing affordable housing and mortgage financing to Hispanic communities. He has 20 years of expertise in banking and specialty finance focusing on small business, consumer and CRE lending. He has a B.A. from SMU and is a graduate of The Center for Houston's Future Leadership Program and Stanford Latino Entrepreneur Scaling Program.



Don Bechter

Don is Partner and Managing Director at RMB Capital, a Denver-based wealth and investment management firm with over \$9B in assets. He is the former Managing Director and head of RBC Capital Market's telecom group where he gained extensive M&A experience. He has a bachelor's degree from the University of Colorado, an MBA from Kellogg School of Management at Northwestern University, and is a Chartered Financial Analyst® (CFA)



Kevin Ahern

Kevin is Managing Partner of Brush Creek Partners, a Denver-based private equity firm, and the former Chairman, Founder and CEO of CIC Bancshares, a Colorado-based bank holding company, and Chairman of Centennial Bank. He served as a senior executive with Heartland Financial USA, Inc. a \$12 billion bank holding company, after Heartland's acquisition of Centennial Bank in 2016. Kevin has 35 years of expertise as an operator and investor in private equity, banking, financial services and investment management.



Lisa Narrell-Mead

Lisa is the CEO of Everett Advisory Partners, a financial services advisory firm. She has extensive private law practice and corporate management experience, as well as 15 years of banking experience as Chief Employment Counsel at Regions Bank and Founding Executive of Cadence Bank. Lisa has a B.S. from Birmingham-Southern College and a JD from Emory University.



Richard Trice

Richard is a former Executive Officer and Senior Credit Officer for InBank. He has over 38 years of experience in commercial banking and investments, including Sunwest Bank, Bank of America and SunAmerica Securities. He serves on various community philanthropic boards, including The Whited Foundation and Santa Fe Trail School for the Performing Arts. Richard is a graduate of the New Mexico School of Banking, Western States Agricultural School of Banking and Stonier Graduate School of Banking.



Robert Graf

Robert is a Director of Intermountain Rural Electric Associate and Advisory Director for InBank. He was the Founder and CEO of a Denver-area bank holding company that was sold to a national banking organization. Robert has over 40 years of experience in commercial banking and finance.



Scott Reed

Scott is a Partner, Director and Co-Founder of BankCap Partners, a private equity firm focused on financial services. He has 20 years in financial services and strategic consulting, including Bain and Bear Stearns. Scott has a B.S. and B.A. from the University of Virginia, and an MBA from the Amos Tuck School of Business at Dartmouth College.



Stan Viner

Stan is the President of SJViner & Associates. He has more than 35 years in the financial services industry. Prior to founding his company in 2017, he was the General Manager/National Sales of Banking at Jack Henry & Associates. Stan held this role for over 15 years – after nearly 28 years, he retired from Jack Henry. Stan has a BBA from Ole Miss and a Managerial Leadership Certificate from the University of Texas/McCombs School of Business. He is an instructor at the Graduate School of Banking at Colorado (Boulder).



Travis Conway

Travis is a Founding Partner of Rallyday Partners, a Colorado-based private equity middle market-focused firm. He is the former President and Managing Director of SDR Ventures, a Colorado-based boutique middle market investment bank. Travis has significant litigation and dispute advisory experience from Navigant Consulting and Ernst & Young.



Wil Armstrong

Wil is Chairman and CEO of Three Tree Capital, a privately held investment company focused on venture capital, early stage growth companies, and private equity. He is the former Chairman of Cherry Creek Mortgage Company, a nationally ranked residential mortgage bank and a former board member of Colorado Community Bank and Heritage Bank. Wil has a BBA from James Madison University.



Strategic Priorities



INBANKSHARES, CORP

Organic Growth

C&I Focus

SBA

Payments

Cultural Growth

Attracting Talent

Talent Development

Scale

Fortifying the Foundation

M&A

2020 Highlights



INBANKSHARES, CORP

- 54% year-over-year asset growth
- Reduction of InBank's cost of funds from 0.76% to 0.28% from Q1-2020 to Q4-2020
- 575 PPP loans for \$115.8 million during 2020, 330 were new-to-bank customers
- Non-performing assets to total assets fell to 0.29% from 0.82% at the bank level from Q1-2020 to Q4-2020
- Top line revenue grew \$7.0 million to \$25.1 million from \$18.2 million in 2019
- Pre-Provision Pre-Tax income grew to \$2.8 million from a loss of \$1.4 million in 2019
- 35.5% of deposits are noninterest-bearing

2021 Highlights



INBANKSHARES, CORP

- Four new producers hired in the Denver/Boulder area, including a team devoted to the Boulder market
- Dan Patten joined InBank as EVP, Chief Financial Officer
- Net income of \$661,000, or \$0.09 per share, compared to a loss of \$94,000, or \$(0.01) per share for Q1-2020, an increase of \$755,000
- Net interest income of \$6.1 million an increase of 52.4% when compared to Q1-2020
- Loan growth of \$26.8 million, or 6.5%, during Q1-2020
- Deposit growth of \$94.1 million, or 19.5%, during Q1-2020
- Non-performing assets were 0.15% of assets, down from 0.29% in the Q4-2020, and down from 0.77% from Q1-2020

COVID-19 Response



INBANKSHARES, CORP

- Fully participated in the SBA Paycheck Protection Program (PPP)
- Tested full remote work force options, currently working at 75% capacity, with an office transition plan in place to bring fully work from home back into the office 1-2 days a week
- All branches have been open by appointment since mandated by state restrictions (March 2020)
- InNeed Program allowed for interest only or full deferral for companies adversely affected by the pandemic; this program was discontinued in April of 2021

Interest Only Modifications

Loans Modified	Principal Balance	Modification Completed	Principal Balance	Modification Ongoing	Principal Balance
15	\$ 15,260,939	15	\$ 15,260,939	0	\$ 0

Full Deferral Modifications

Loans Modified	Principal Balance	Modification Completed	Principal Balance	Modification Ongoing	Principal Balance
42	\$ 55,442,455	39	\$ 53,085,506	3	\$ 2,356,949

PPP Fast Facts



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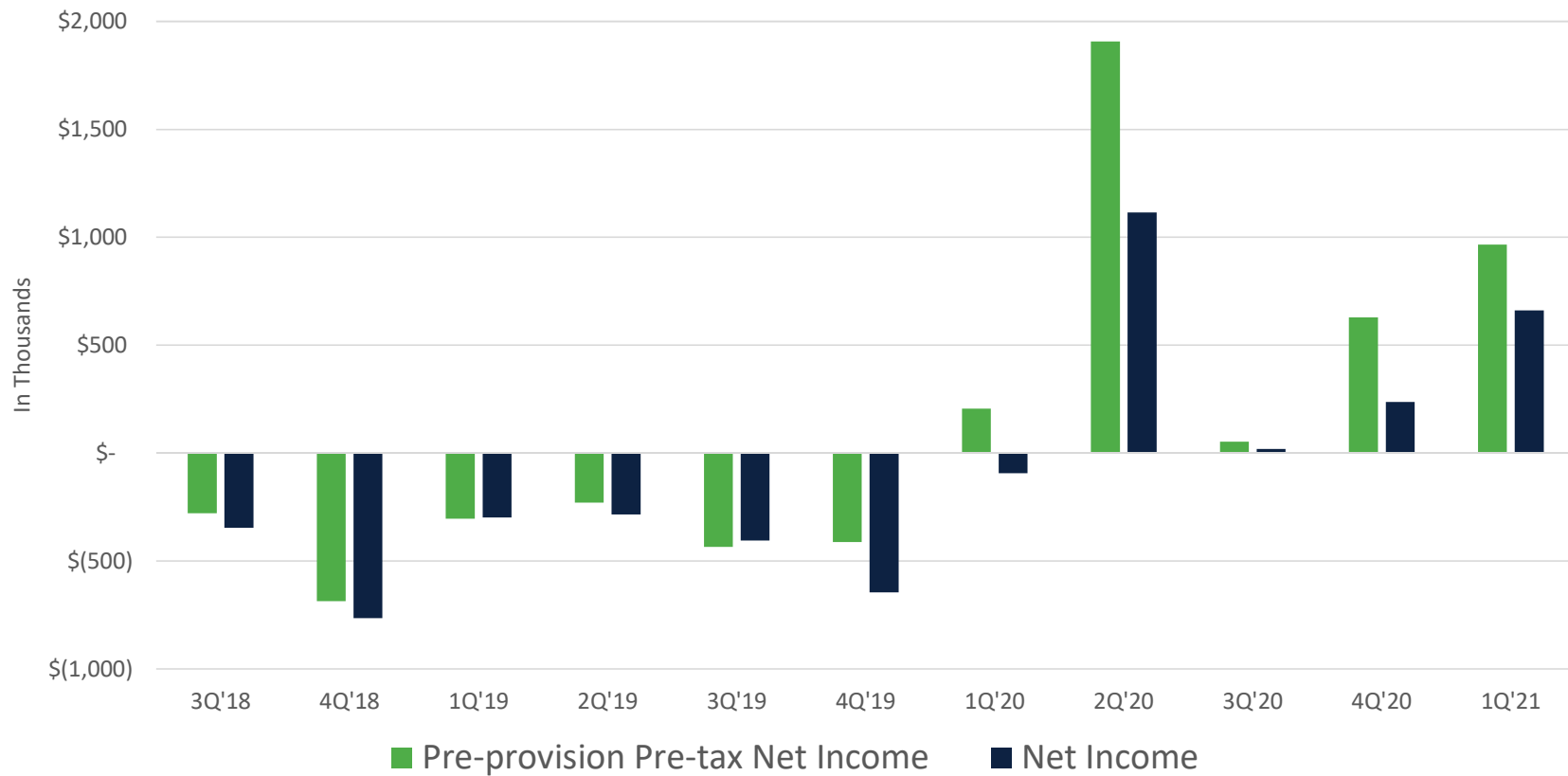
PPP Loan Stats (\$ in actual)	2020	2021	Total
Number of Loans	575	257	832
Total Dollar Value	\$115.8 Million	\$50.7 Million	\$166.5 Million
Estimated Total Employees	10,300	4,400	14,700
Estimated Fee Income	\$3.6 Million	\$2.0 Million	\$5.6 Million
New to Bank Customers	330	30	360
Forgiven Loans (Full & Partial)	453	N/A	453
Amount Forgiven	\$65.7 Million	N/A	\$65.7 Million

*Data includes loans with SBA decisions as of 3/31/2021

Building Earnings Momentum



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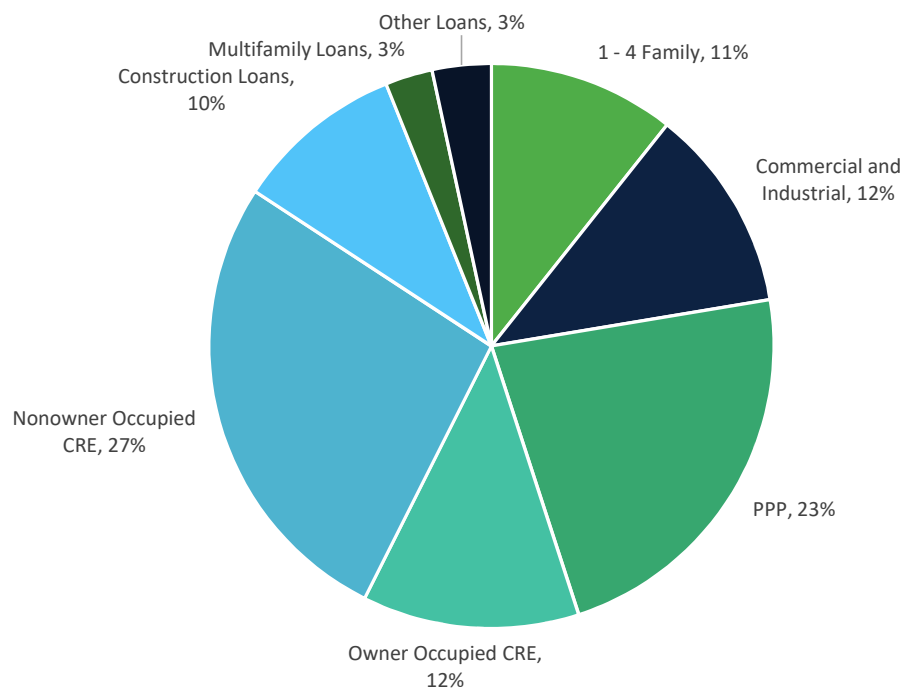


Diverse Loan and Deposit Mix

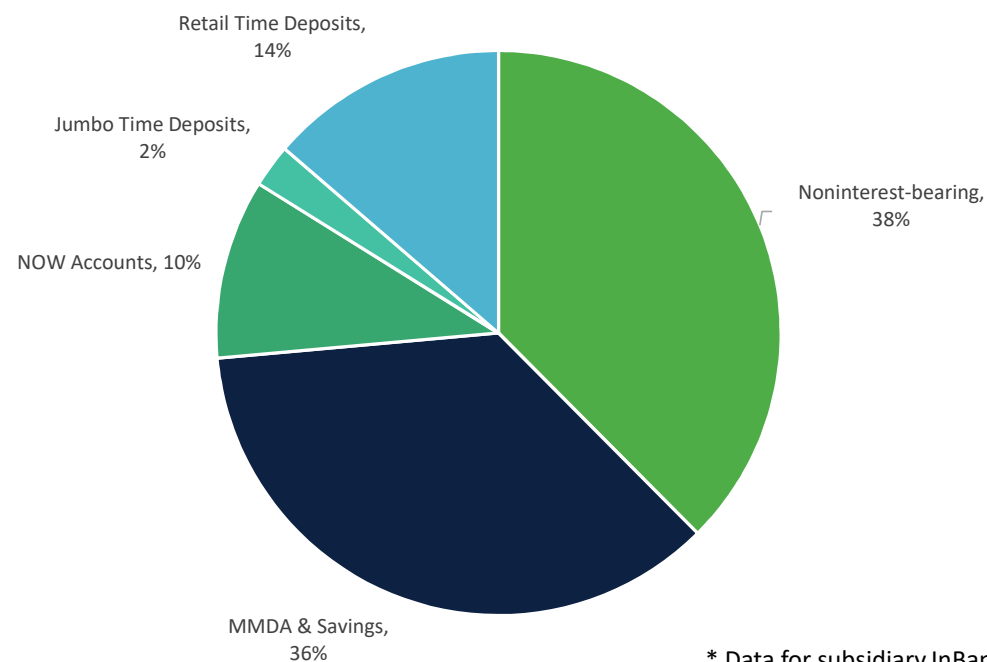


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Loan Portfolio 3/31/21



Deposit Portfolio 3/31/21



* Data for subsidiary InBank

Loan Growth



INBANKSHARES, CORP

Total Loans (HFI)



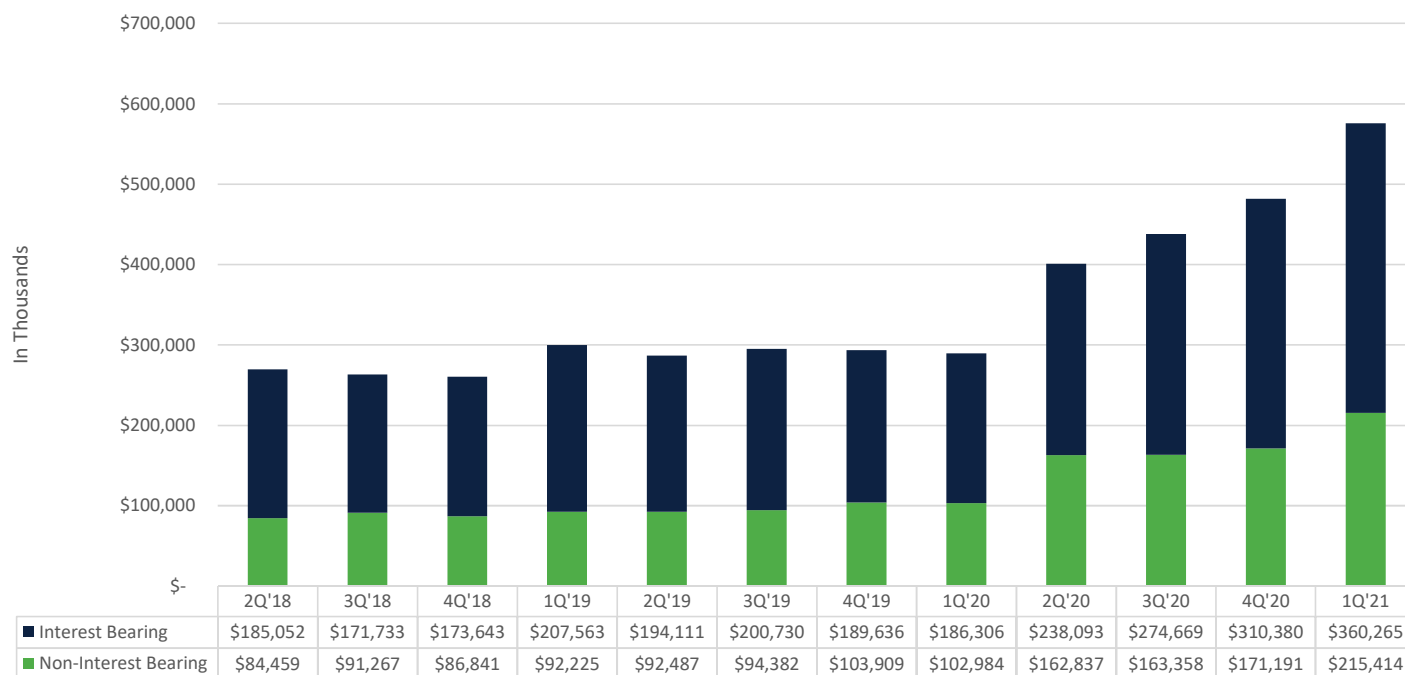
- Annual core loan growth \$77 million or 29.6%
- \$285 million in total growth (\$184 million excluding PPP loans) since 2Q-2018
- CAGR of 47% (33% excluding PPP) since 2Q-2018
- MRQ loan yield 5.15% for core loans (excluding PPP)

Deposit Growth



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InBankshares, Corp Deposits

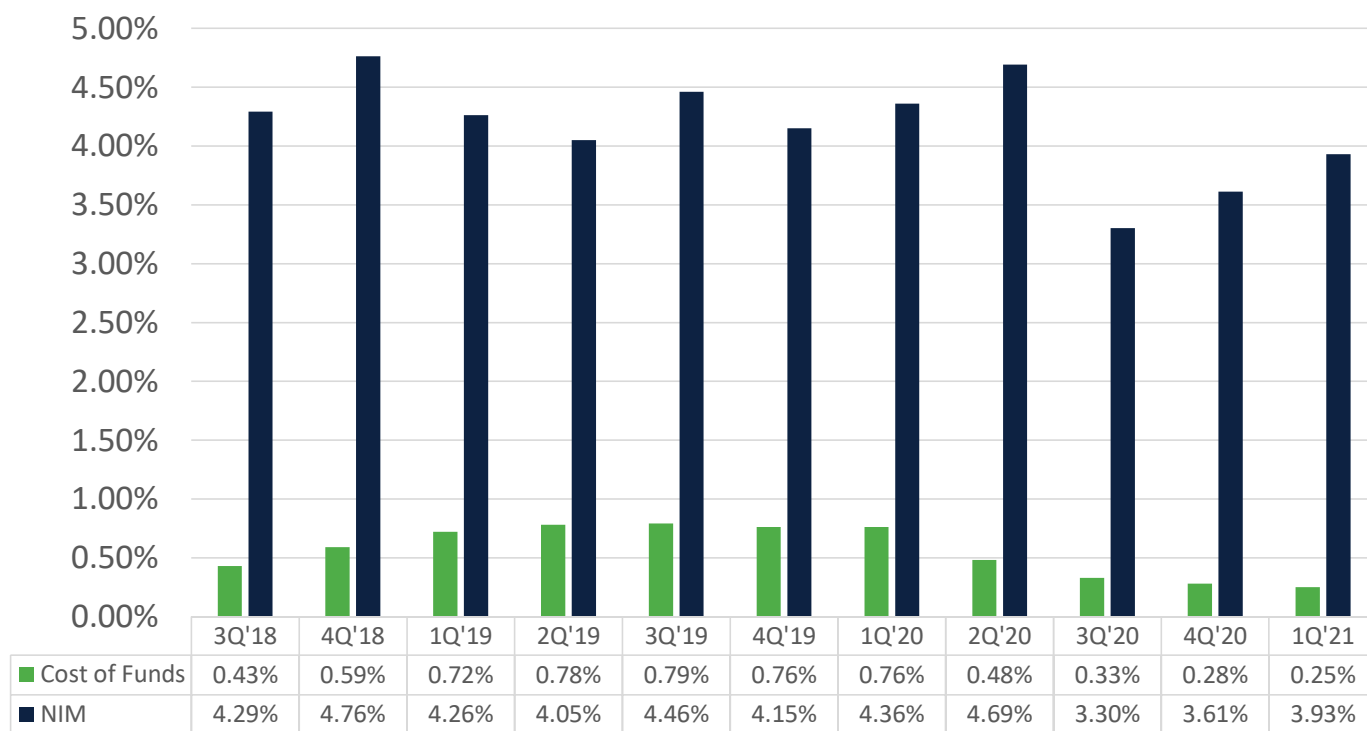


- MRQ growth of \$94 million or 20%
- \$306 Million in total deposit growth since 2Q-2018
- CAGR of 32% since 2Q-2018
- Non-interest bearing make up 37% of total deposits, up from 31% in 2Q-2018
- MRQ cost of deposits 0.25%
- MRQ interest bearing deposit cost 0.40%

InBank NIM and Cost of Funds



INBANKSHARES, CORP



- MRQ NIM of 3.93%
- Cost of funds of 0.25% improved by 51 bps from Q1-2020 to Q1-2021
- Core loan yield of 5.15% for Q1-2021
- Loan to deposit ratio of 58% without PPP loans for Q1-2021

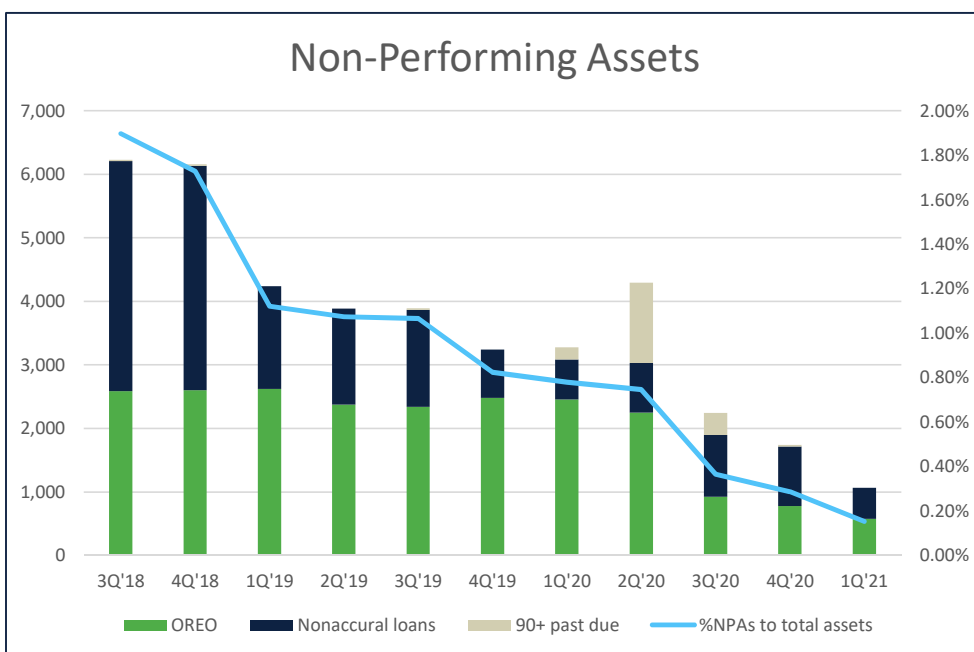
* Data for subsidiary InBank

Asset Quality Improving Since Acquisition

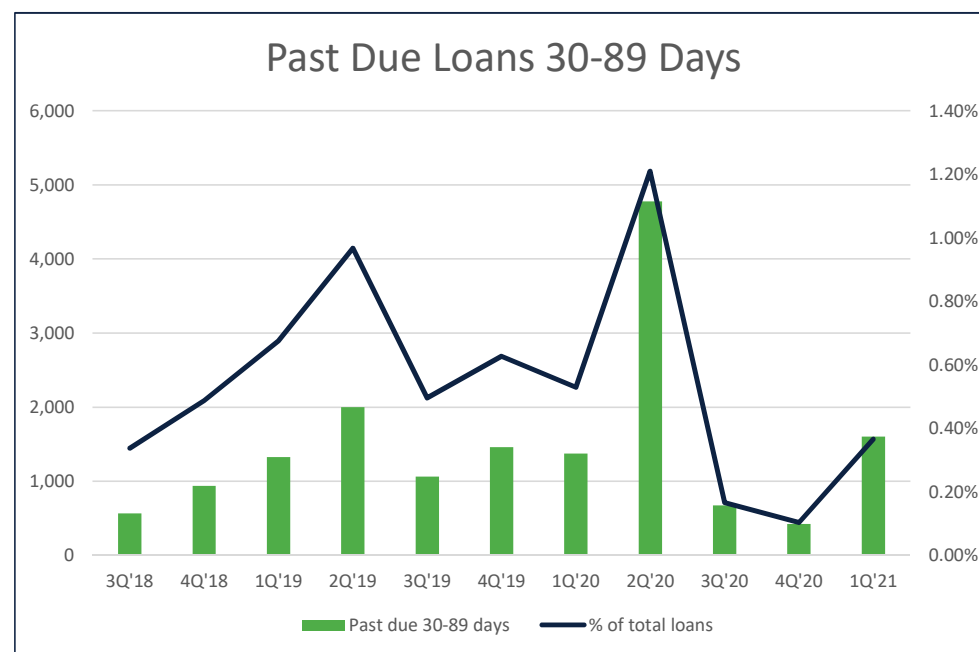


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Non-Performing Assets



Past Due Loans 30-89 Days



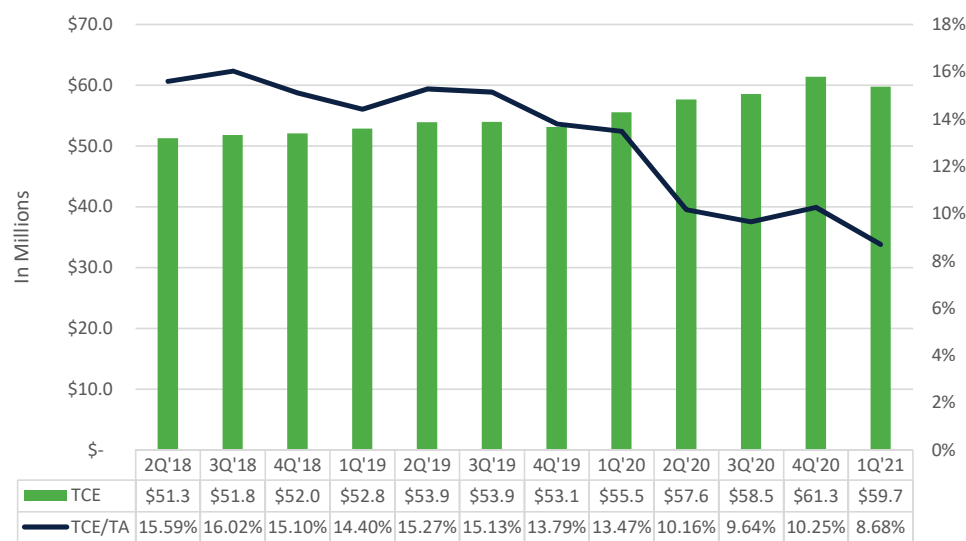
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INBC and InBank are Well Capitalized

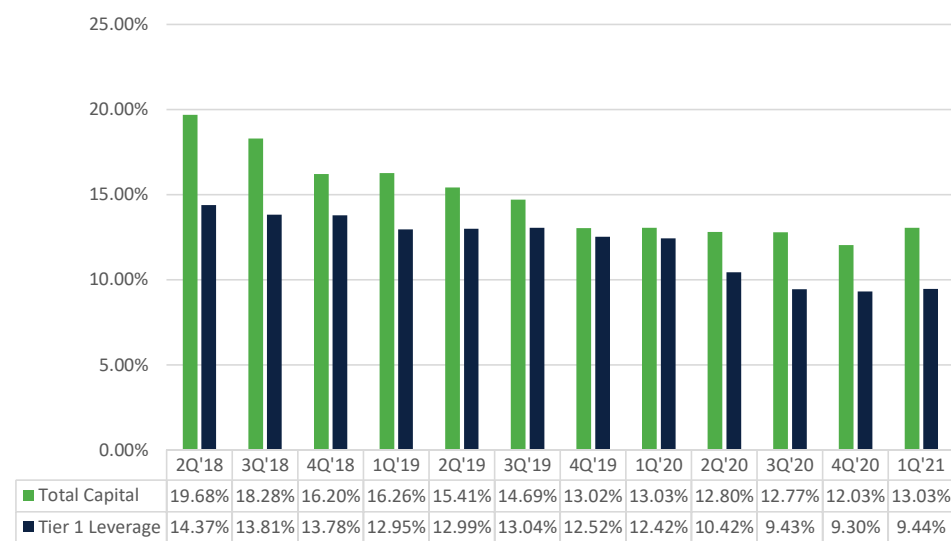


INBANKSHARES, CORP

INBC Tangible Common Equity / Tangible Assets



InBank Capital Ratios



- Tangible common equity equals total stockholders equity less intangible assets
- Tangible assets equals total assets less intangible assets

Why Invest in InBankshares?



INBANKSHARES, CORP

CO-
headquartered
commercial
bank

Strong granular
core deposit
base

Proven,
dedicated and
high caliber
team

Taking market
share in a
growing market

Building long
term advisory
based
relationships

Focused on
building
shareholder
value

Contact Information

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Amsbry Ball

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