



INBANKSHARES, CORP

Investor Deck | First Quarter 2022

D. A. Davidson Financial Institutions Conference May 4, 2022

INBANKSHARES, CORP

Forward-Looking Statements and Non-GAAP Financial Measures



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, Corp (the “Company”) management team and are subject to significant risks and uncertainties that are subject to change based on various factors (many of which are beyond the Company’s control). Although the Company believes that the assumptions underlying the forward-looking statements are reasonable, any of the assumptions could prove to be inaccurate. Therefore, the Company 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 the Company or any person that the future events, plans, or expectations contemplated by the Company will be achieved.

All subsequent written and oral forward-looking statements attributable to the Company or any person acting on its behalf are expressly qualified in their entirety by the cautionary statements above. The Company 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.

Some of the financial measures included in this presentation are not measures of financial performance recognized in accordance with generally accepted accounting principles in the United States (“GAAP”). These non-GAAP financial measures include “efficiency ratio,” “tangible common equity,” “tangible common equity to tangible assets,” and “tangible book value per common share.” Efficiency ratio is computed by dividing noninterest expense by the sum of net interest income and noninterest income, excluding gain on sale of investment securities. Tangible common equity is computed by subtracting goodwill and core deposit intangibles from total stockholders’ equity. Tangible common equity to tangible assets is computed by dividing total assets, less goodwill and core deposit intangibles, by tangible common equity. Tangible book value per share is computed by dividing tangible common equity by common shares outstanding. The Company believes these non-GAAP financial measures provide both management and investors a more complete understanding of the Company’s financial position and performance. These non-GAAP financial measures are supplemental and are not a substitute for any analysis based on GAAP financial measures. Not all companies use the same calculation of these measures; therefore, this presentation may not be comparable to other similarly titled measures as presented by other companies.

Overview of InBankshares, Corp



- InBankshares, Corp is the holding company for InBank and is quoted on the OTCQX (INBC)
- InBank was established in 1918 and purchased by the current investor group in 2018
- Emphasis on capturing market share along the Colorado Front Range, while maintaining strong market share in Southern Colorado and Northern New Mexico
- \$327 million in organic loan growth since initial capitalization and charter acquisition in Q2-18⁽¹⁾
- Subsequent to Q1-22, INBC completed its acquisition of Legacy Bank on April 29, 2022. InBank now operates 19 offices with total assets of approximately \$1.2 billion
- Focused on developing commercial relationships, technology solutions, and local decision making
- Strong leadership team with more than 140 years of experience in banking
- CEO and CFO have extensive experience in larger financial institutions
- Insider ownership of 25.9% as of March 31, 2022

Leadership Team



Edward Francis
Chairman,
Chief Executive Officer &
President



Dan Patten
Executive Vice President & Chief
Financial Officer



David Brown
Executive Vice President & Chief
Risk Officer

Board of Directors



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Eric Donnelly – 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 Managing Partner of RMB Capital, a wealth and investment management firm with over \$10B in assets under management. 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 White 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.



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.



Mary Margaret Henke

Mary Margaret is a global financial executive with expertise in finance, IT service delivery, audit and regulatory compliance. She began her career with nearly 10 years at PricewaterhouseCoopers and most recently she spent over a decade at Western Union (NYSE: WU), a global money transfer company. She is a graduate of the University of Denver and is a Certified Public Accountant (CPA).

Built for Scale

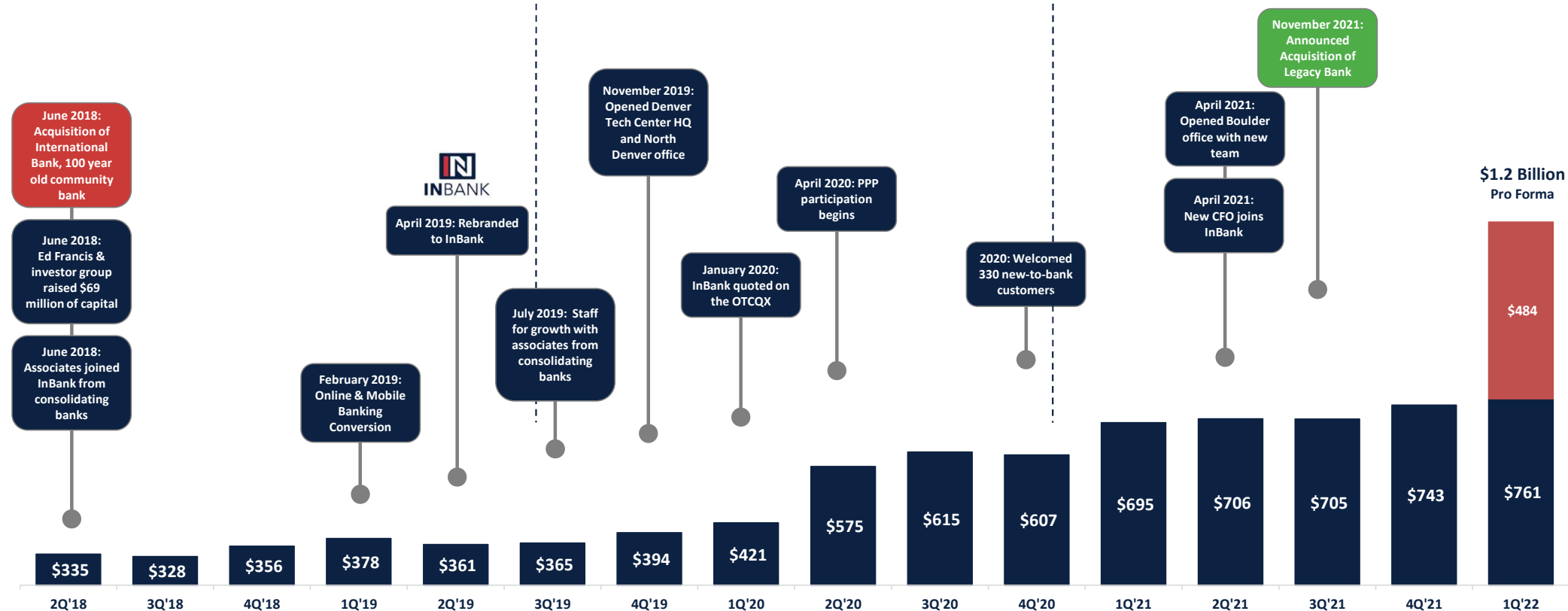


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Invest for Growth

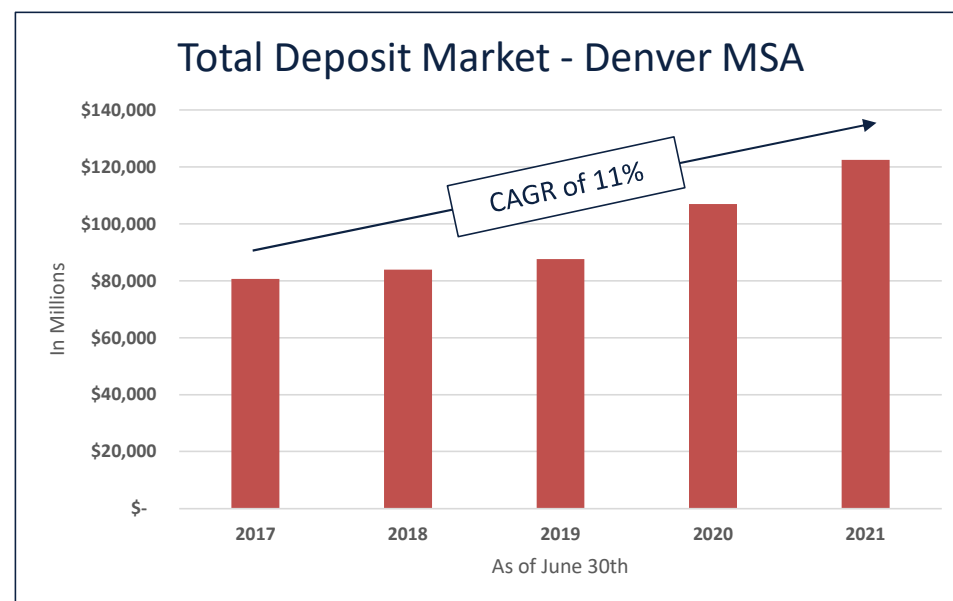
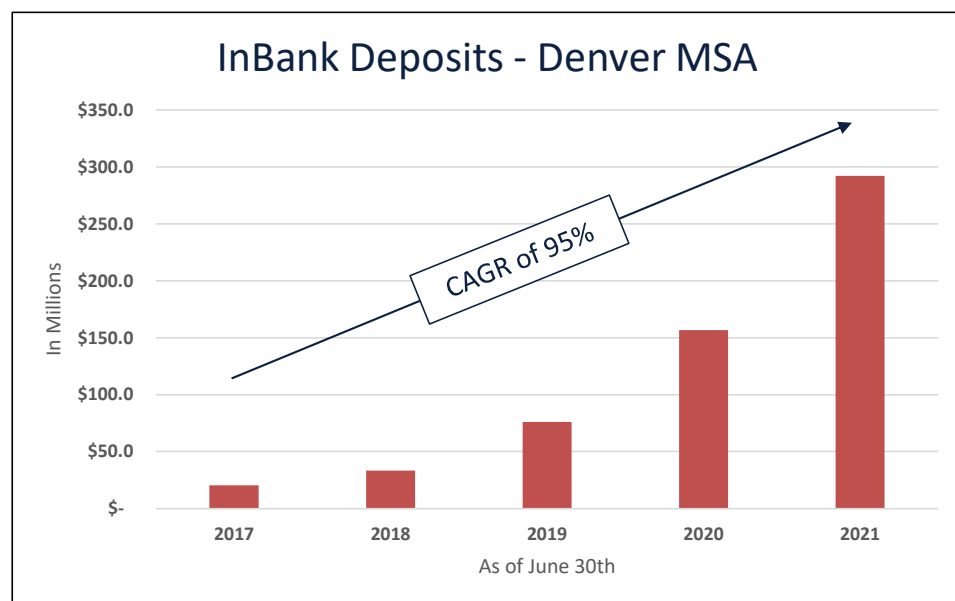
Execution of Growth Strategy

Prepare for Expansion



InBank Total Assets in millions (Bank Subsidiary)

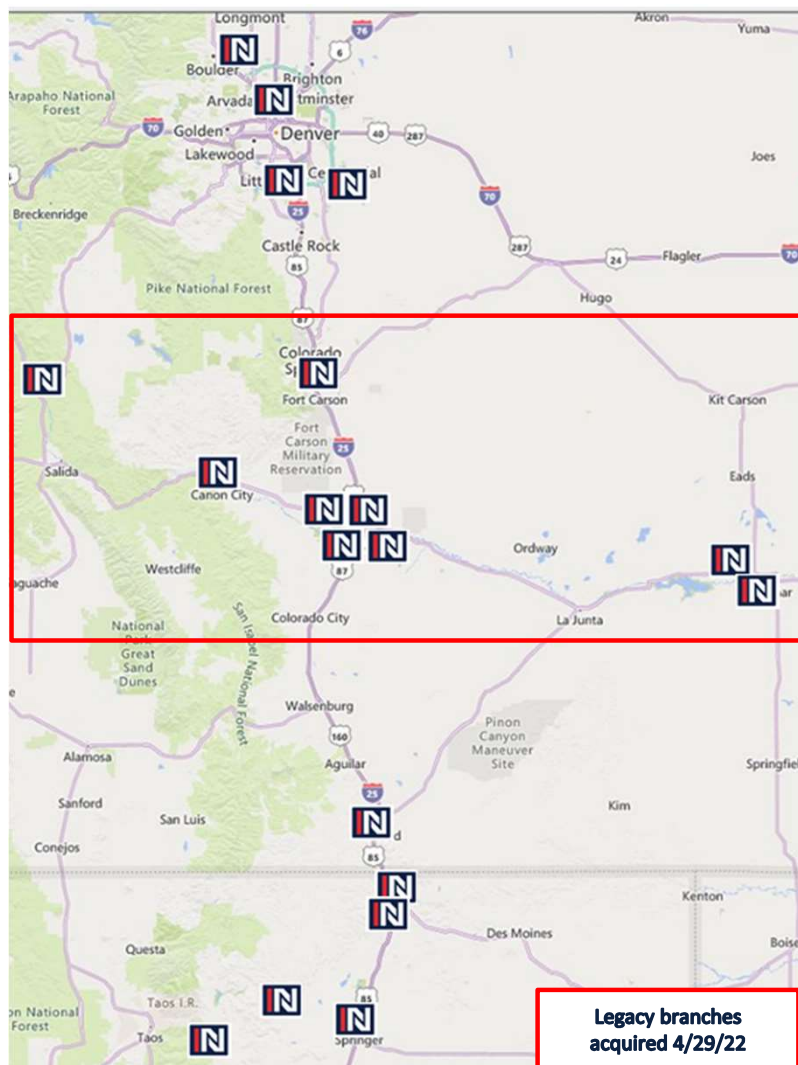
Capitalizing on Opportunity for Growth



Bridging the Gap



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Metro Markets

- People-centric vs branch-centric
- The strategy is to be the premier business bank in the metro area for businesses with \$1 – \$100 million in revenue
- Full relationship bank – business, business owners, management, and employees

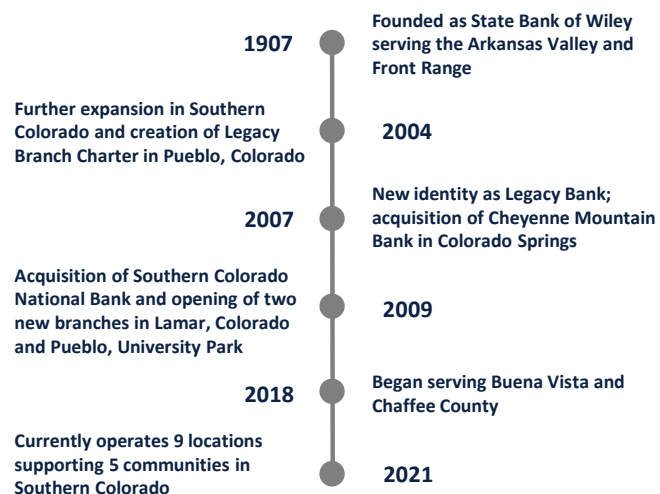
Community Bank Markets

- Maintain dominant market share
- Focus on businesses, consumers, local government, and non-profits
- Strong low-cost deposit base

Acquisition of Legacy Bank



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Financial Highlights

Dollars in \$000s	2018	2019	2020	2021	Q1-2022	2018-2021 CAGR
Total Assets	317,343	368,896	442,937	498,022	484,067	16.2%
Gross Loans	224,781	267,508	291,829	315,028	306,423	11.9%
Deposits	262,751	308,195	375,054	427,066	419,131	17.6%
Tangible Common Equity	47,113	52,887	59,735	62,421	56,459	9.8%
Net Income ¹	5,158	5,318	5,972	6,388	1,767	
Return On Average Assets (%) ¹	1.62	1.54	1.47	1.35	1.45	
Return On Average Equity (%) ¹	10.18	9.52	9.63	9.52	10.91	
Net Interest Margin (%)	4.34	4.44	4.00	3.84	4.09	
Efficiency Ratio (%)	48.28	49.99	45.36	51.67	53.39	
Loans/ Deposits (%)	85.55	86.80	77.81	73.77	73.11	
Tang. Common Equity/ Tang. Assets (%)	15.10	14.55	13.65	12.67	11.79	
Total Risk Based Capital Ratio (%)	19.56	17.61	16.27	15.85	16.08	
Adjusted NPAs/ Assets ²	1.19	1.12	1.33	1.03	0.92	
Loan Loss Reserves/ Gross Loans	1.41	1.34	1.65	1.60	1.65	

Transaction Timeline

Announced: November 30, 2021

Closed: April 29, 2022

1) 22% Tax-effect due to Sub-S corporate structure

2) Excludes approximately \$4.9 million in OREO and other assets



Source: elegacybank.com and S&P Global Market Intelligence

Strategic, Transformational Acquisition



- **Colorado Front Range fill-in opportunity along I-25 corridor bridges the current InBank branch footprint of Denver, Southern Colorado, and Northern New Mexico**
 - Entrance into Colorado Springs, CO (1 branch) and Pueblo, CO (4 branches), totaling ~\$280 million in deposits
 - Front Range footprint augmented by additional Legacy Bank branches in low-cost, deposit-rich markets
- **Material impact to scale, operating leverage, and pro forma financial profile of InBank**
 - Over \$1.2 billion in combined total assets, ~\$787 million in gross loans, and ~\$1.0 billion in deposits, pro forma as of March 31, 2022
 - Pro forma return on average assets approaching 1% (first full year of combined operations)
- **Financially compelling transaction consequences for INBC shareholders**
 - Immediate high double-digit earnings per share accretion
 - +50% in 2023 (first full year of combined operations)
 - Reasonable tangible book value dilution, earned back in approximately 2 years
 - The Company and InBank remain well capitalized, with strong organic capital generation in retained earnings
- **Execution risk mitigated by comprehensive due diligence and management's knowledge and understanding of the local markets of operation, as well as acquisition integration**
 - Retention of key Legacy Bank personnel, including market leaders in every market
 - Comprehensive due diligence of Legacy's operations, financials, compliance, etc., including ~77% of loan portfolio
- **The Company issued 3,566,345 shares of INBC common stock and paid ~\$21.25 million in cash at closing on 4/29/2022**

Pro Forma Financial Impact

Pro Forma Market Cap ³	~\$112.2 Million		
Transformative EPS Accretion	<u>2023E First Full Year of Combined Operations</u> +50% EPS Accretion		
Reasonable Tangible Book Value Metrics	TBV per Share Dilution ~11%	TBV per Share Earnback ~2 Years	
Pro Forma Capital ²	Consolidated TCE/TA ~7.0%	Bank-Level Total RBC Ratio ~11.8%	
<div> <div>LTM 3/31/2022</div> <div>   </div> </div>			
Assets	\$764M	\$484M	~\$1.2B
Gross Loans	\$480M	\$306M	~\$787M
Deposits	\$627M	\$419M	~\$1.0B
Offices	10 ⁽¹⁾	9	19
Efficiency Ratio ⁽²⁾	82.2%	52.7%	~65%
Return on Avg. Assets ⁽²⁾	0.35%	1.36%	~0.90%
Return on Avg. TCE ⁽²⁾	4.6%	11.7%	~12.5%

1) Includes two loan production offices

2) Pro forma profitability metrics reflect first full year of combined operations (2023E)

3) Stock price of \$9.70 as of May 3, 2022. 11,566,495 shares outstanding

Source: INBC internal financial statements, S&P Global Market Intelligence, and management estimates and assumptions

Focused on Culture

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

COMMITMENT

Each of us is committed to give our all. We engage our head, hands, and heart, and we believe that adding grit and hard work to talent results in success.

INNOVATION

We cultivate innovation. We offer technology, product solutions, and individualized advisory services that are distinct from our peers' to make our customers' lives easier.

RESPONSIBILITY

We empower our bankers to take responsibility for doing the right thing - always. We promote personal integrity and stress accountability.

TEAMWORK

We put teamwork above self. We work with humility for the good of customers, community, and associates.

HAPPINESS

We strive to maintain a workplace where happiness thrives. Smiles are contagious, and we inspire a positive atmosphere where customers will enjoy their banking experience.

AUTHENTICITY

We are committed to transparency and authenticity. While being respectful, we speak directly and recognize that differing opinions breed the best outcome.

Strategic Pillars



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Customer WOW! <i>Exceed</i>	Thriving Culture <i>Enhance</i>	Growth Mindset <i>Win</i>	Make it Better <i>Drive</i>	Own the Risk <i>Empowered</i>	Think Big <i>Act</i>
<ul style="list-style-type: none">• Exceed customer expectations with speedy decisions, clear communication, and deliver on the unexpected	<ul style="list-style-type: none">• Enhance InBank's organizational health as a great place to work and build a career	<ul style="list-style-type: none">• Win market share through development of new customer relationships, superior service, and consistent cultivation of current customers	<ul style="list-style-type: none">• Drive value by making it easier to get business done, and creating scalable best practices	<ul style="list-style-type: none">• Empowered to identify risk to the Company and Customers; make sound decisions with collaborative risk oversight	<ul style="list-style-type: none">• Take action building expertise in strategic acquisitions and integration; evolve to create larger market share and scale

Q1 2022 Highlights



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- Quarterly net income of \$444,000, or \$0.06 per share, compared to \$690,000, or \$0.09 per share for the linked quarter, and \$661,000, or \$0.09 for Q1-2021
- Quarterly PPNR¹ of \$1.0 million, compared to \$1.4 million for the linked quarter, and \$965,000 for Q1-2021
- Core loan growth, excluding PPP loans, of \$55.2 million, or 13.3%, when compared to the linked quarter and up \$134.3 million, or 39.8%, compared to Q1-2021
- Noninterest-bearing deposits grew \$6.3 million, or 2.5%, compared to the linked quarter and \$46.5 million, 21.6%, compared to Q1 2021, ending the quarter at 41.8% of total deposits
- Net interest margin was 3.14%, compared to 3.31% for the linked quarter and 3.98% for Q1-2021
- Funding costs remained flat at 0.29% quarter over quarter, and compared to Q1-2021

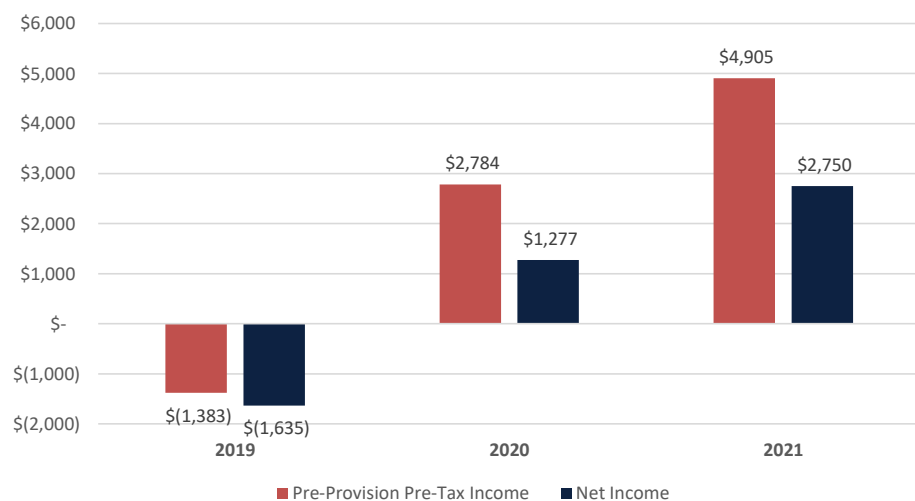
1) Non-GAAP measure: PPNR equals pre-provision, pre-merger and acquisition expense, and pre-income tax net revenue

Building Earnings Momentum

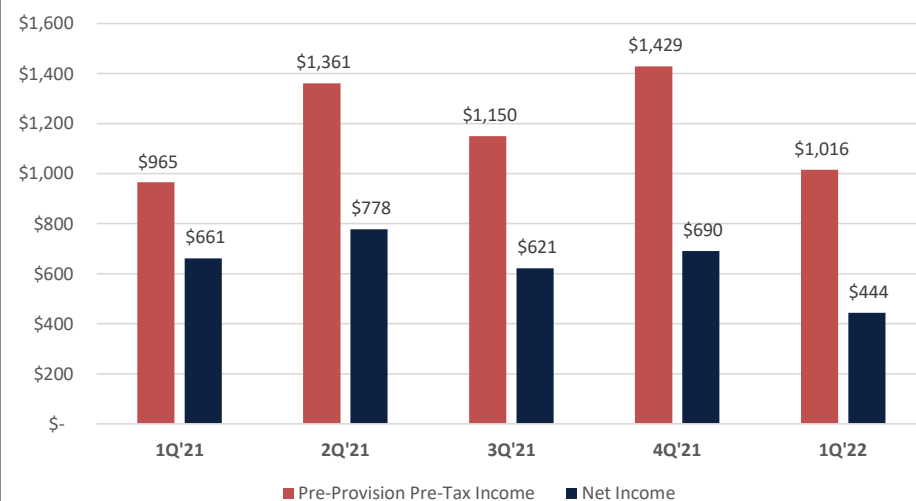


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Annual



Trailing Five Quarters



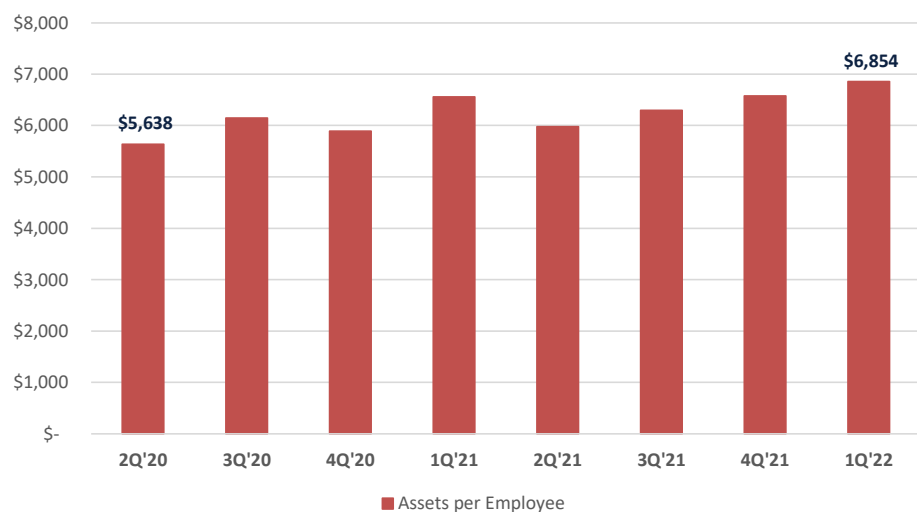
1) Non-GAAP measure: PPNR equals pre-provision, pre-merger and acquisition expense, and pre-income tax net revenue

Improving Scale

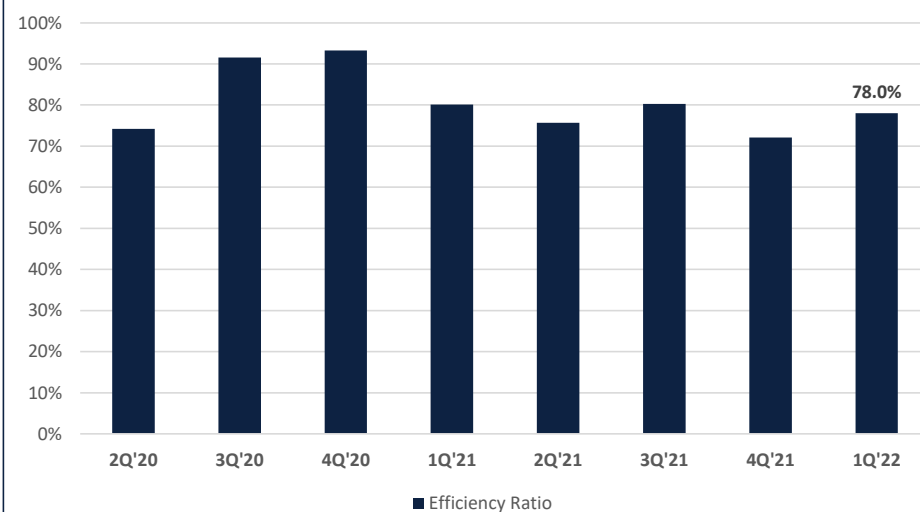


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Assets per Employee



Efficiency Ratio

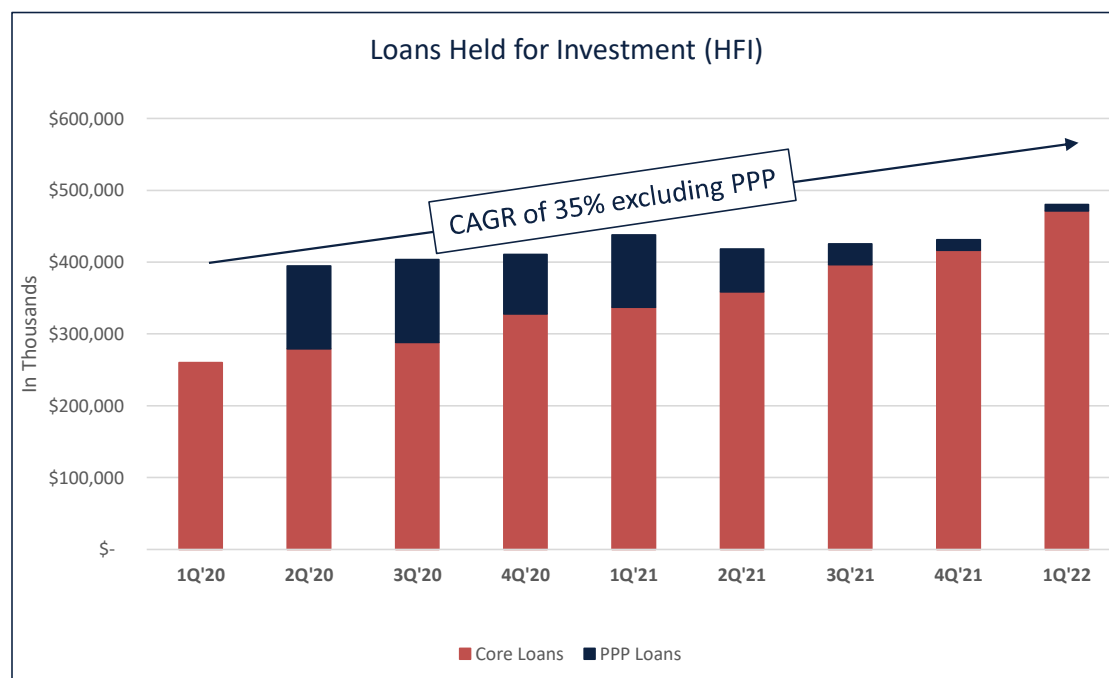


- Data for subsidiary InBank
- Source S&P Global

Loan Growth



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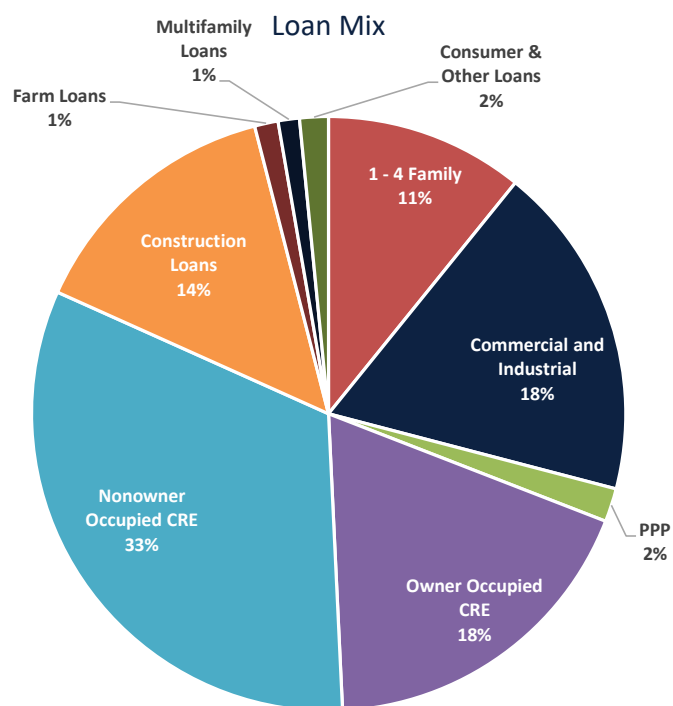
- Total Loans HFI of \$480 million
- Core loans of \$471 million
- Annual core loan growth \$134 million or 40%
- \$220 million in total growth (\$211 million excluding PPP loans) since 1Q-2020
- CAGR of 36% (35% excluding PPP) since 1Q-2020
- MRQ loan yield 4.36% for core loans (excluding PPP)

Diverse Loan Portfolio

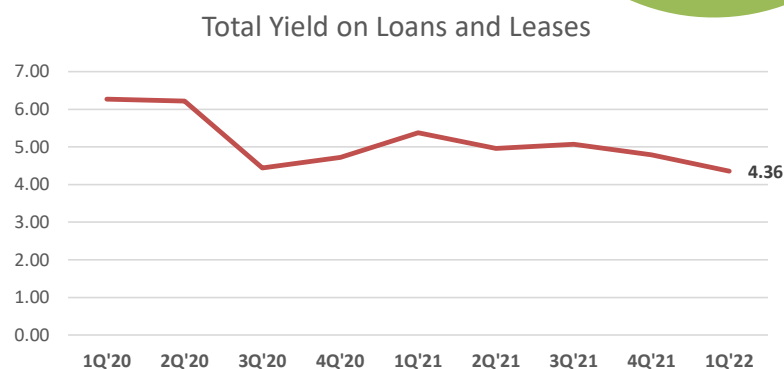
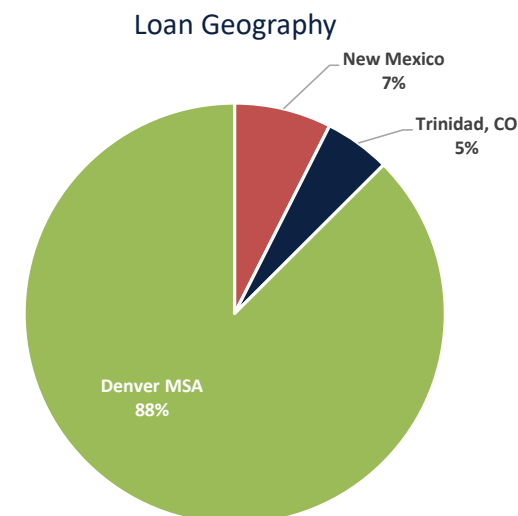


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➤ Loan Portfolio (HFI and HFS) 3/31/2022: \$480.2 Million



MRQ core loan yield of 4.36% (excluding PPP)

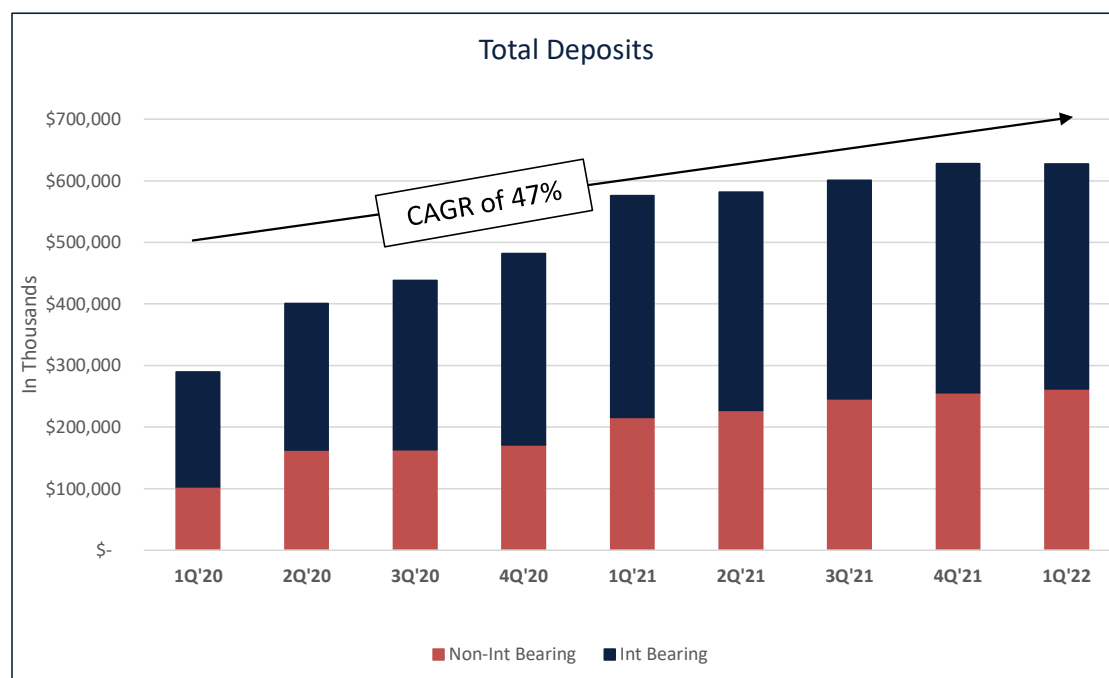


* Data for subsidiary InBank

Deposit Growth



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- Total deposits \$627 million
- \$338 million in total deposit growth since 1Q-2020
- CAGR of 47% since 1Q-2020
- Non-interest bearing make up 42% of total deposits, up from 36% in 1Q-2020
- MRQ cost of deposits 0.13%
- MRQ interest bearing deposit cost 0.23%

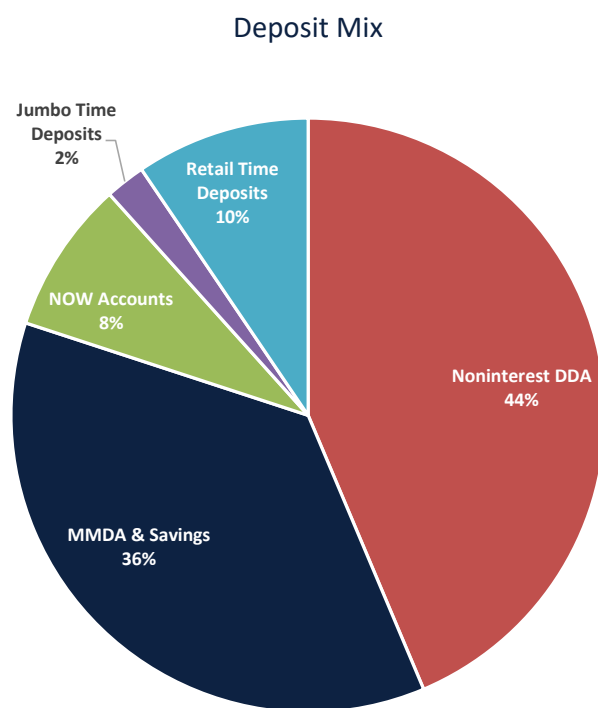
Strong Deposit Portfolio



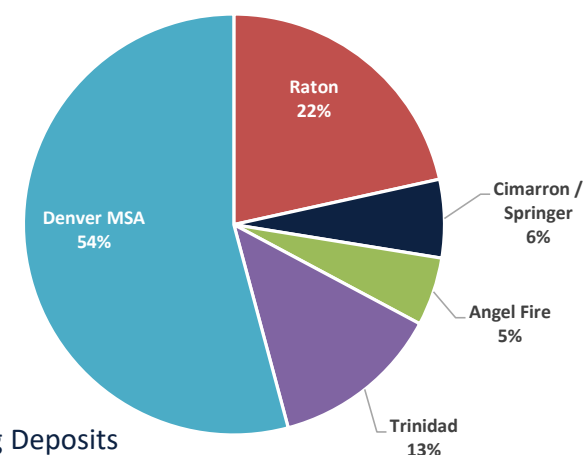
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➤ Deposit Portfolio 3/31/2022: \$648.4 Million

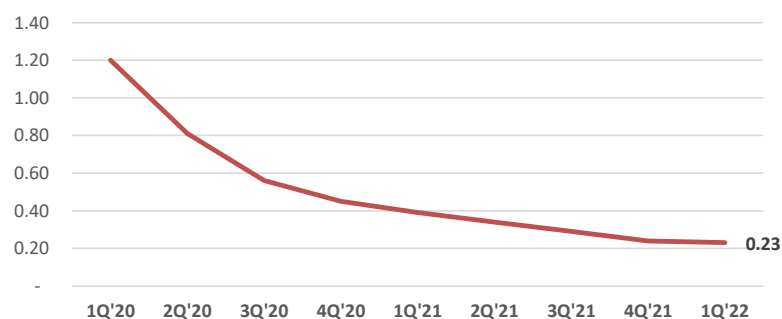
Deposit Geography



MRQ cost of deposits of 0.13%

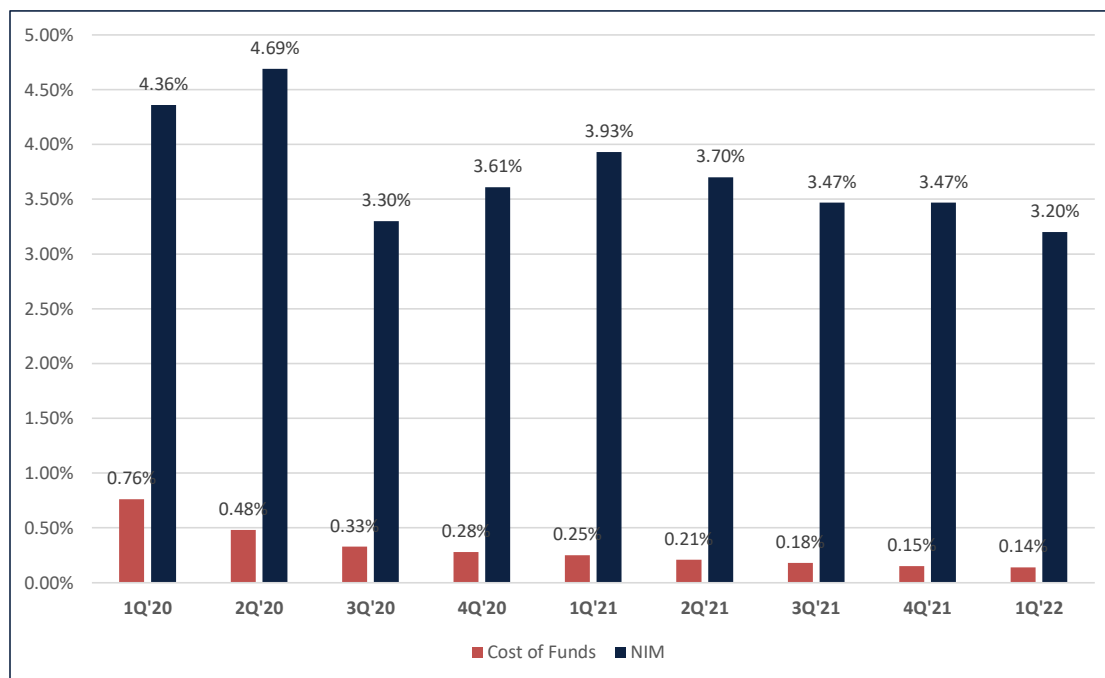


Cost of Interest Bearing Deposits



* Data for subsidiary InBank

InBank NIM and Cost of Funds

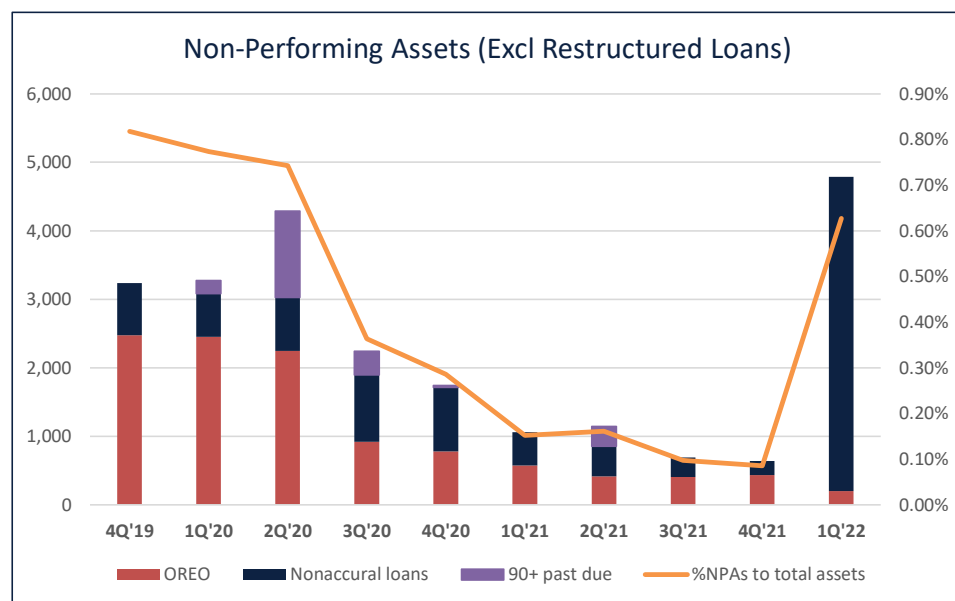


- MRQ NIM of 3.20%
- Cost of funds of 0.14%, improved by 62 bps from Q1-2020 to Q1-2022
- Core loan yield of 4.36% for 1Q-2022
- Loan to deposit ratio of 77% (76% excluding PPP loans) for 1Q-2022

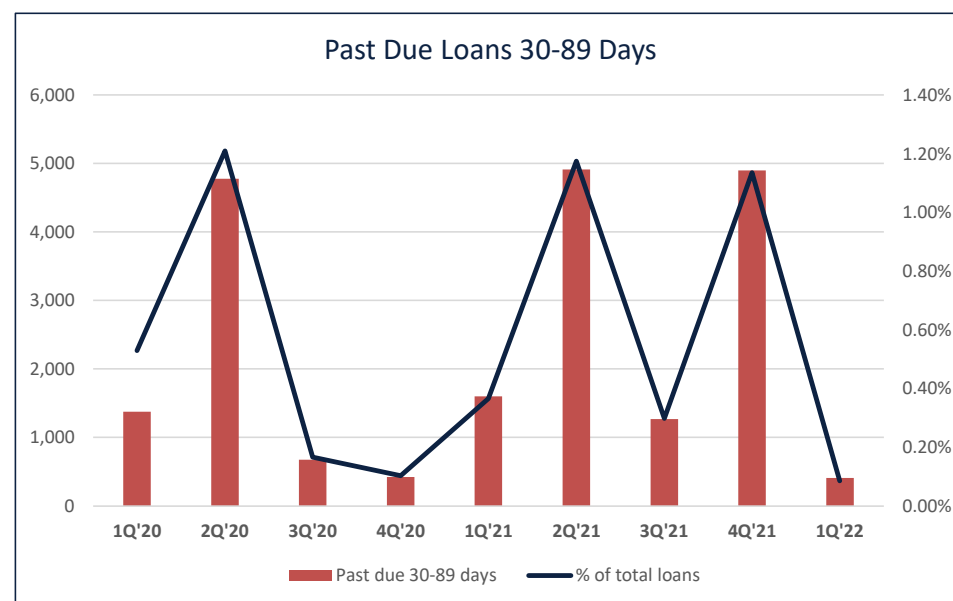
Asset Quality Improving Since Acquisition



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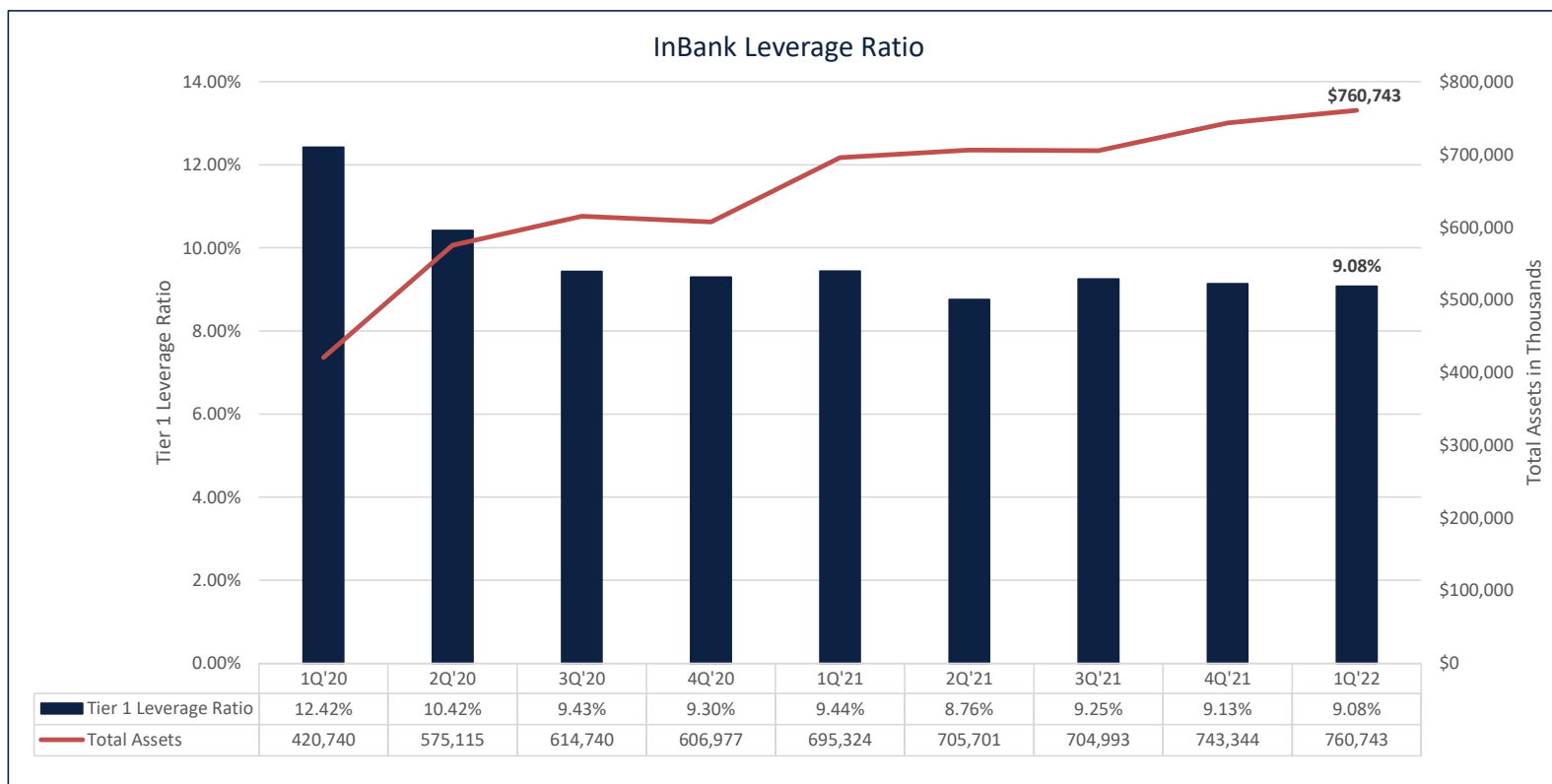


* Non-Performing Assets excludes performing troubled debt restructured loans



- The increase in nonperforming loans, and the decrease in past due loans, was largely due to a single real estate loan (~\$4.4 million), on which the Bank has started foreclosure process and expects to resolve by the end of the third quarter 2022. The Bank believes the loan is well-secured and is adequately reserved.

Deploying Capital for Growth



Capital Ratios	1Q'22
Total Capital Ratio	11.77%
Common Equity Tier 1 Capital Ratio	11.17%
Tier 1 Leverage Ratio	9.08%
Tier 1 Capital Ratio	11.17%

* Data for subsidiary InBank

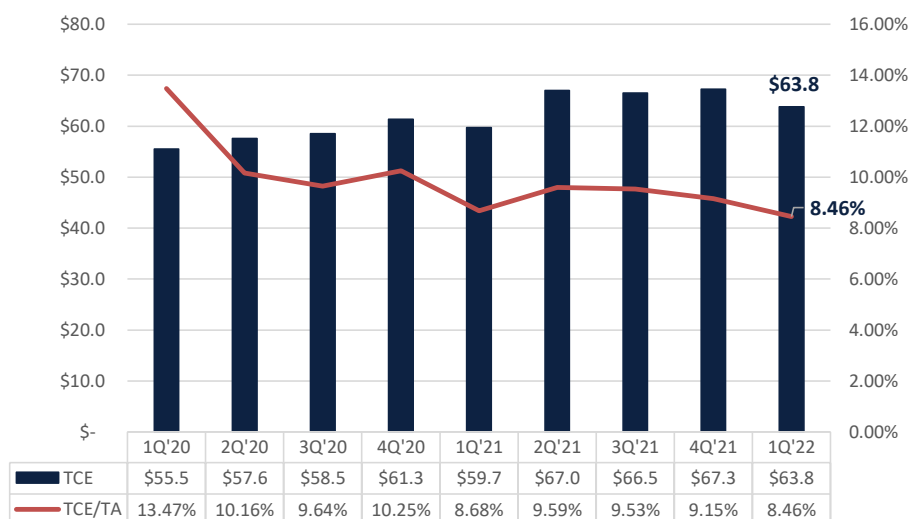
INBC Consolidated Capital



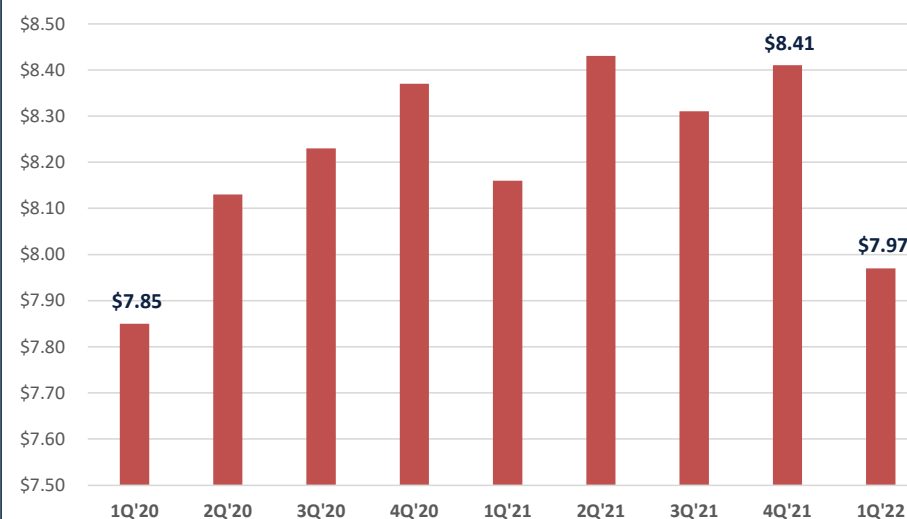
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3/31/2022 Tangible book value per share of \$7.97

INBC Tangible Common Equity



TBV per Share



- Tangible common equity (TCE) equals total stockholders' equity less intangible assets
- Tangible assets (TA) equals total assets less intangible assets
- Tangible book value per share equals TCE divided by total common shares outstanding of 8,000,150 as of 3/31/2022

Why Invest in InBankshares?

CO-
headquartered
company

Strong granular
core deposit base

Proven,
dedicated and
high caliber
team

Taking market
share in growing
markets

Building long
term advisory
based
relationships

Focused on
building
shareholder
value

Contact Information



INBANKSHARES, CORP

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Dan Patten

- EVP, Chief Financial Officer
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- (720) 552-8327





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APPENDIX



INBANKSHARES, CORP

Experienced Management Team

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.



INBANKSHARES, CORP

Seasoned Board of Directors

