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# **Quarterly Report**

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**For the quarter ended June 30, 2021**

**BNCCORP, INC.**

**(OTCQX: BNCC)**

322 East Main Avenue  
Bismarck, North Dakota 58501  
(701) 250-3040

**BNCCORP, INC.**  
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**June 30, 2021**

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# Financial Statements

## BNCCORP, INC. AND SUBSIDIARIES

Consolidated Balance Sheets

(In thousands, except share data)

|   | <b>June 30,<br/>2021</b> | <b>December 31,<br/>2020</b> |
|---|--------------------------|------------------------------|
| <b>ASSETS</b>   |                          |                              |
|   | (unaudited)              |                              |
| Cash and cash equivalents   | \$ 152,310               | \$ 12,443                    |
| Debt securities available for sale  | 186,326                  | 183,717                      |
| Federal Reserve Bank and Federal Home Loan Bank stock   | 3,114                    | 4,201                        |
| Loans held for sale-mortgage banking  | 104,001                  | 250,083                      |
| Loans held for investment   | 543,994                  | 570,890                      |
| Allowance for credit losses   | (10,293)                 | (10,324)                     |
| Net loans held for investment   | 533,701                  | 560,566                      |
| Premises and equipment, net   | 12,916                   | 14,398                       |
| Operating lease right of use asset  | 2,199                    | 2,451                        |
| Accrued interest receivable   | 3,319                    | 4,721                        |
| Other   | 31,023                   | 41,551                       |
| Total assets  | \$ 1,028,909             | \$ 1,074,131                 |
| <b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>   |                          |                              |
| <b>LIABILITIES:</b>   |                          |                              |
| Deposits:   |                          |                              |
| Non-interest-bearing  | \$ 192,242               | \$ 167,667                   |
| Interest-bearing –  |                          |                              |
| Savings, interest checking and money market   | 588,658                  | 570,656                      |
| Time deposits   | 89,528                   | 114,835                      |
| Total deposits  | 870,428                  | 853,158                      |
| Short-term borrowings   | 1,500                    | 6,385                        |
| Federal Home Loan Bank advances   | -                        | 30,900                       |
| Guaranteed preferred beneficial interest in Company's subordinated debentures                                       | 15,003                   | 15,004                       |
| Accrued interest payable  | 343                      | 560                          |
| Accrued expenses  | 6,813                    | 13,338                       |
| Operating lease liabilities   | 2,364                    | 2,620                        |
| Other   | 1,288                    | 33,937                       |
| Total liabilities   | 897,739                  | 955,902                      |
| <b>STOCKHOLDERS' EQUITY:</b>  |                          |                              |
| Common stock, \$.01 par value – Authorized 11,300,000 shares; 3,545,356 and 3,540,522 shares issued and outstanding | 35                       | 35                           |
| Capital surplus – common stock  | 26,045                   | 25,871                       |
| Retained earnings   | 100,923                  | 86,991                       |
| Treasury stock (123,297 and 128,131 shares, respectively)   | (1,798)                  | (1,850)                      |
| Accumulated other comprehensive income  | 5,965                    | 7,182                        |
| Total stockholders' equity  | 131,170                  | 118,229                      |
| Total liabilities and stockholders' equity  | \$ 1,028,909             | \$ 1,074,131                 |

See accompanying notes to consolidated financial statements.

**BNCCORP, INC. AND SUBSIDIARIES**

## Consolidated Statements of Income

(In thousands, except per share data, unaudited)

|   | For the Three Months |                  | For the Six Months |                  |
|---|----------------------|------------------|--------------------|------------------|
|   | Ended June 30,       |                  | Ended June 30,     |                  |
|   | 2021                 | 2020             | 2021               | 2020             |
| <b>INTEREST INCOME:</b>                               |                      |                  |                    |                  |
| Interest and fees on loans                            | \$ 7,094             | \$ 8,257         | \$ 15,877          | \$ 15,521        |
| Interest and dividends on investments                 |                      |                  |                    |                  |
| Taxable   | 839                  | 1,220            | 1,680              | 2,861            |
| Tax-exempt  | 58                   | 58               | 116                | 117              |
| Dividends   | 37                   | 36               | 74                 | 74               |
| Total interest income                                 | <u>8,028</u>         | <u>9,571</u>     | <u>17,747</u>      | <u>18,573</u>    |
| <b>INTEREST EXPENSE:</b>                              |                      |                  |                    |                  |
| Deposits  | 551                  | 1,008            | 1,151              | 2,447            |
| Short-term borrowings                                 | 1                    | 3                | 3                  | 6                |
| Federal Home Loan Bank advances                       | -                    | -                | 1                  | 12               |
| Subordinated debentures                               | 60                   | 106              | 119                | 230              |
| Total interest expense                                | <u>612</u>           | <u>1,117</u>     | <u>1,274</u>       | <u>2,695</u>     |
| Net interest income                                   | <u>7,416</u>         | <u>8,454</u>     | <u>16,473</u>      | <u>15,878</u>    |
| <b>PROVISION FOR CREDIT LOSSES:</b>                   |                      |                  |                    |                  |
| Net interest income after provision for credit losses | <u>-</u>             | <u>1,500</u>     | <u>-</u>           | <u>2,050</u>     |
|   | <u>7,416</u>         | <u>6,954</u>     | <u>16,473</u>      | <u>13,828</u>    |
| <b>NON-INTEREST INCOME:</b>                           |                      |                  |                    |                  |
| Bank charges and service fees                         | 571                  | 549              | 1,125              | 1,180            |
| Wealth management revenues                            | 541                  | 414              | 1,086              | 855              |
| Mortgage banking revenues, net                        | 7,789                | 25,098           | 23,847             | 33,714           |
| (Losses) gains on sales of loans, net                 | (1)                  | -                | 96                 | 3                |
| Gains on sales of debt securities, net                | -                    | 153              | -                  | 1,128            |
| Other   | 731                  | 119              | 967                | 247              |
| Total non-interest income                             | <u>9,631</u>         | <u>26,333</u>    | <u>27,121</u>      | <u>37,127</u>    |
| <b>NON-INTEREST EXPENSE:</b>                          |                      |                  |                    |                  |
| Salaries and employee benefits                        | 6,005                | 7,961            | 13,619             | 14,272           |
| Professional services                                 | 1,567                | 1,842            | 3,339              | 3,120            |
| Data processing fees                                  | 1,074                | 1,199            | 2,239              | 2,323            |
| Marketing and promotion                               | 977                  | 1,543            | 1,976              | 2,969            |
| Occupancy   | 524                  | 523              | 1,074              | 1,058            |
| Regulatory costs                                      | 118                  | 49               | 233                | 105              |
| Depreciation and amortization                         | 316                  | 358              | 644                | 714              |
| Office supplies and postage                           | 113                  | 116              | 246                | 250              |
| Other   | 870                  | 900              | 1,815              | 1,687            |
| Total non-interest expense                            | <u>11,564</u>        | <u>14,491</u>    | <u>25,185</u>      | <u>26,498</u>    |
| Income before income taxes                            | 5,483                | 18,796           | 18,409             | 24,457           |
| Income tax expense                                    | 1,316                | 4,633            | 4,477              | 5,992            |
| <b>NET INCOME</b>                                     | <u>\$ 4,167</u>      | <u>\$ 14,163</u> | <u>\$ 13,932</u>   | <u>\$ 18,465</u> |
| Basic earnings per common share                       | <u>\$ 1.17</u>       | <u>\$ 3.97</u>   | <u>\$ 3.90</u>     | <u>\$ 5.18</u>   |
| Diluted earnings per common share                     | <u>\$ 1.17</u>       | <u>\$ 3.97</u>   | <u>\$ 3.90</u>     | <u>\$ 5.18</u>   |

See accompanying notes to consolidated financial statements.

**BNCCORP, INC. AND SUBSIDIARIES**  
Consolidated Statements of Comprehensive Income  
(In thousands, unaudited)

|   | For the Three Months<br>Ended June 30, |     |                  |       | For the Six Months<br>Ended June 30, |         |                  |       |
|---|--|-----|------------------|-------|--------------------------------------|---------|------------------|-------|
|   | 2021                                   |     | 2020             |       | 2021                                 |         | 2020             |       |
| NET INCOME  | \$ 4,167                               |     | \$ 14,163        |       | \$ 13,932                            |         | \$ 18,465        |       |
| Unrealized gain (loss) on<br>debt securities available<br>for sale                          | \$ 605                                 |     | \$ 3,318         |       | \$ (1,615)                           |         | \$ 7,801         |       |
| Reclassification adjustment<br>for gains included in net<br>income                          | -                                      |     | (153)            |       | -                                    |         | (1,128)          |       |
| Other comprehensive<br>income (loss) before<br>tax  | 605                                    |     | 3,165            |       | (1,615)                              |         | 6,673            |       |
| Income tax (expense)<br>benefit related to items of<br>other comprehensive<br>income (loss) | (148)                                  |     | (778)            |       | 398                                  |         | (1,642)          |       |
| Other comprehensive<br>income (loss)  | \$ 457                                 | 457 | \$ 2,387         | 2,387 | \$ (1,217)                           | (1,217) | \$ 5,031         | 5,031 |
| <b>TOTAL COMPREHENSIVE<br/>INCOME</b>   | <u>\$ 4,624</u>                        |     | <u>\$ 16,550</u> |       | <u>\$ 12,715</u>                     |         | <u>\$ 23,496</u> |       |

See accompanying notes to consolidated financial statements.

**BNCCORP, INC. AND SUBSIDIARIES**  
Consolidated Statements of Stockholders' Equity  
For the Six Months Ended June 30,  
(In thousands, except share data, unaudited)

|                                    | <u>Common Stock</u> |               | <u>Capital Surplus</u> |                          |                       | <u>Accumulated Other Comprehensive</u> |                   | <u>Total</u> |
|------------------------------------|---------------------|---------------|------------------------|--------------------------|-----------------------|--|-------------------|--------------|
|                                    | <u>Shares</u>       | <u>Amount</u> | <u>Common Stock</u>    | <u>Retained Earnings</u> | <u>Treasury Stock</u> | <u>Income</u>                          |                   |              |
|                                    |                     |               |                        |                          |                       |  |                   |              |
| BALANCE, December 31, 2019         | 3,514,770           | \$ 35         | \$ 25,831              | \$ 71,057                | \$ (2,115)            | \$ 1,470                               | \$ 96,278         |              |
| Net income                         | -                   | -             | -                      | 18,465                   | -                     | -                                      | 18,465            |              |
| Other comprehensive income         | -                   | -             | -                      | -                        | -                     | 5,031                                  | 5,031             |              |
| Impact of share-based compensation | 25,880              | -             | (19)                   | -                        | 270                   | -                                      | 251               |              |
| <b>BALANCE, June 30, 2020</b>      | <b>3,540,650</b>    | <b>\$ 35</b>  | <b>\$ 25,812</b>       | <b>\$ 89,522</b>         | <b>\$ (1,845)</b>     | <b>\$ 6,501</b>                        | <b>\$ 120,025</b> |              |
| BALANCE, December 31, 2020         | 3,540,522           | \$ 35         | \$ 25,871              | \$ 86,991                | \$ (1,850)            | \$ 7,182                               | \$ 118,229        |              |
| Net income                         | -                   | -             | -                      | 13,932                   | -                     | -                                      | 13,932            |              |
| Other comprehensive loss           | -                   | -             | -                      | -                        | -                     | (1,217)                                | (1,217)           |              |
| Impact of share-based compensation | 4,834               | -             | 174                    | -                        | 52                    | -                                      | 226               |              |
| <b>BALANCE, June 30, 2021</b>      | <b>3,545,356</b>    | <b>\$ 35</b>  | <b>\$ 26,045</b>       | <b>\$ 100,923</b>        | <b>\$ (1,798)</b>     | <b>\$ 5,965</b>                        | <b>\$ 131,170</b> |              |

See accompanying notes to consolidated financial statements.

**BNCCORP, INC. AND SUBSIDIARIES**

## Consolidated Statements of Cash Flows

For the Six Months Ended June 30,

(In thousands, unaudited)

|  | <u>2021</u>    | <u>2020</u>     |
|--|----------------|-----------------|
| <b>OPERATING ACTIVITIES:</b>   |                |                 |
| Net income   | \$ 13,932      | \$ 18,465       |
| Adjustments to reconcile net income to net cash provided by operating activities - |                |                 |
| Provision for credit losses  | -              | 2,050           |
| Depreciation and amortization  | 644            | 714             |
| Net amortization of premiums on debt securities and subordinated debentures        | 1,623          | 1,709           |
| Share-based compensation   | 226            | 251             |
| Change in accrued interest receivable and other assets, net                        | (113)          | 985             |
| Loss on sale of bank premises and equipment  | 1              | 7               |
| Gains on sales of debt securities, net   | -              | (1,128)         |
| Change in other liabilities, net   | (5,694)        | 5,692           |
| Originations of loans held for sale, mortgage banking                              | (1,411,072)    | (1,249,046)     |
| Proceeds from sales of loans held for sale, mortgage banking                       | 1,550,735      | 1,195,822       |
| Fair value adjustment for loans held for sale, mortgage banking                    | 6,342          | (5,058)         |
| Fair value adjustment on mortgage banking derivatives                              | 8,531          | (10,795)        |
| Proceeds from sales of loans   | 887            | -               |
| Gains on sales of loans, net   | (96)           | (3)             |
| Net cash provided by (used in) operating activities                                | <u>165,946</u> | <u>(40,335)</u> |
| <b>INVESTING ACTIVITIES:</b>   |                |                 |
| Purchases of debt securities   | (23,073)       | (6,722)         |
| Proceeds from sales of debt securities   | -              | 72,108          |
| Proceeds from maturities of debt securities  | 17,624         | 14,639          |
| Purchases of Federal Reserve and Federal Home Loan Bank Stock                      | (629)          | (4,272)         |
| Sales of Federal Reserve and Federal Home Loan Bank Stock                          | 1,716          | 4,958           |
| Net decrease (increase) in loans held for investment                               | 26,074         | (101,646)       |
| Proceeds from sales of premises and equipment                                      | -              | 1               |
| Purchases of premises and equipment  | (596)          | (218)           |
| Net cash provided by (used in) provided by investing activities                    | <u>21,116</u>  | <u>(21,152)</u> |

See accompanying notes to consolidated financial statements.

**BNCCORP, INC. AND SUBSIDIARIES**  
Consolidated Statements of Cash Flows, continued  
For the Six Months Ended June 30,  
(In thousands, unaudited)

|  | <b>2021</b> | <b>2020</b> |
|--|-------------|-------------|
| <b>FINANCING ACTIVITIES:</b>   |             |             |
| Net increase in deposits   | \$ 17,270   | \$ 117,152  |
| Net (decrease) increase in short-term borrowings   | (4,885)     | 2,602       |
| Repayments of Federal Home Loan Bank advances  | (42,900)    | (123,800)   |
| Proceeds from Federal Home Loan Bank advances  | 12,000      | 106,800     |
| Dividends paid on common stock   | (28,680)    | -           |
| Net cash (used in) provided by financing activities  | (47,195)    | 102,754     |
| <b>NET DECREASE IN CASH AND CASH EQUIVALENTS</b>   | 139,867     | 41,267      |
| <b>CASH AND CASH EQUIVALENTS, beginning of period</b>  | 12,443      | 10,523      |
| <b>CASH AND CASH EQUIVALENTS, end of period</b>  | \$ 152,310  | \$ 51,790   |
| <b>SUPPLEMENTAL CASH FLOW INFORMATION:</b>   |             |             |
| Interest paid  | \$ 1,491    | \$ 3,338    |
| Income taxes paid  | \$ 6,896    | \$ 10       |
| <b>SUPPLEMENTAL DISCLOSURE OF NONCASH INVESTING AND FINANCING ACTIVITIES:</b>                |             |             |
| Transfer of property classified as held for sale to other assets from premises and equipment | \$ 1,434    | \$ -        |

See accompanying notes to consolidated financial statements.

**BNCCORP, INC. AND SUBSIDIARIES**  
Notes to Consolidated Financial Statements  
(Unaudited)  
June 30, 2021

**NOTE 1 – Organization of Operations, BNCCORP, INC.**

BNCCORP, INC. (“BNCCORP” or the “Company”) is a registered bank holding company incorporated under the laws of Delaware. It is the parent company of BNC National Bank (the “Bank”). BNC National Bank operates community banking and wealth management businesses through 11 locations in North Dakota and Arizona from 11 locations. The Bank also conducts mortgage banking through a consumer-direct channel complemented by retail channels from 11 locations in Arizona, North Dakota, Illinois, Kansas, Missouri and Michigan. The consumer-direct channel emphasizes technology (internet leads and a call center) to originate mortgage loans throughout the United States. The retail channel is primarily relationship driven and originations are generally near mortgage banking locations.

**NOTE 2 – Basis of Presentation and Accounting Policies**

The accounting and reporting policies of BNCCORP and its subsidiaries (collectively, the Company) conform to accounting principles generally accepted in the United States of America and general practices within the financial services industry. The consolidated financial statements included herein are for BNCCORP and its subsidiaries. All significant intercompany transactions and balances have been eliminated in consolidation.

The accompanying unaudited interim consolidated financial statements have been prepared under the presumption that users of the interim consolidated financial information have either read or have access to the audited consolidated financial statements of BNCCORP, INC. and subsidiaries for the year ended December 31, 2020. Accordingly, footnote disclosures which would substantially duplicate the disclosures contained in the December 31, 2020 audited consolidated financial statements have been omitted from these interim consolidated financial statements. These interim consolidated financial statements should be read in conjunction with the audited consolidated financial statements for the year ended December 31, 2020, and the notes thereto.

The accompanying interim consolidated financial statements have been prepared by the Company in accordance with generally accepted accounting principles (GAAP) in the United States of America for interim financial information. The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of income and expenses during the reporting period. These estimates are based on information available to management at the time the estimates are made.

The unaudited consolidated financial statements as of June 30, 2021, include, in the opinion of management, all adjustments, consisting primarily of normal recurring adjustments, necessary for a fair presentation of the financial results for the respective interim periods and are not necessarily indicative of results of operations to be expected for the entire fiscal year.

**RECENTLY ISSUED OR ADOPTED ACCOUNTING PRONOUNCEMENTS & INTERPRETATIONS**

ASU No. 2016-13, *Measurement of Credit Losses on Financial Instruments*, replaces the current incurred loss methodology for recognizing credit losses with a current expected credit loss model, which requires the measurement of all expected credit losses for financial assets held at the reporting date based on historical experience, current conditions, and reasonable and supportable forecasts. This amended guidance broadens the information that an entity must consider in developing its expected credit loss estimates. Additionally, this update amends the accounting for credit losses for available-for-sale debt securities and purchased financial assets with a more-than-insignificant amount of credit deterioration since origination. This update requires enhanced disclosures to help investors and other financial statement users better understand significant estimates and judgments used in

estimating credit losses, as well as the credit quality and underwriting standards of a company's loan portfolio. This update is effective for fiscal years beginning after December 15, 2022. This update requires the use of the modified retrospective adoption approach and the Company is currently evaluating the impact that this amended guidance will have on its consolidated financial statements and disclosures.

ASC 310-40, *Receivables – Troubled Debt Restructurings by Creditors*. In the first quarter of 2020, in response to economic conditions related to the COVID-19 pandemic, federal and state prudential banking regulators issued guidance on their approach for loan modifications. The guidance indicates that short-term modifications such as payment deferrals, made on a good faith basis in response to COVID-19, to borrowers who were current on contractually required payments as of December 31, 2019, are not considered Troubled Debt Restructurings (TDRs). The Financial Accounting Standards Board was consulted on and concurs with this guidance.

### NOTE 3 – Debt Securities Available for Sale

Debt securities have been classified in the consolidated balance sheets according to management's intent. The Company had no securities designated as trading or held-to-maturity in its portfolio at June 30, 2021, or December 31, 2020. The carrying amount of available-for-sale debt securities and their estimated fair values were as follows (in thousands):

|  | <b>As of June 30, 2021</b> |                                       |  |                                     |
|--|----------------------------|---------------------------------------|--|-------------------------------------|
|  | <b>Amortized<br/>Cost</b>  | <b>Gross<br/>Unrealized<br/>Gains</b> | <b>Gross<br/>Unrealized<br/>Losses</b> | <b>Estimated<br/>Fair<br/>Value</b> |
| U.S. treasury securities   | \$ 4,998                   | \$ 32                                 | \$ -                                   | \$ 5,030                            |
| U.S. government sponsored entity mortgage-backed securities issued by FNMA/FHLMC | 13,501                     | 136                                   | (247)                                  | 13,390                              |
| U.S. government agency small business administration pools guaranteed by SBA     | 25,977                     | -                                     | (869)                                  | 25,108                              |
| Collateralized mortgage obligations guaranteed by GNMA                           | 15,032                     | 967                                   | -                                      | 15,999                              |
| Collateralized mortgage obligations issued by FNMA/FHLMC                         | 76,393                     | 3,222                                 | (199)                                  | 79,416                              |
| Commercial mortgage-backed securities issued by FHLMC                            | 18,041                     | 1,539                                 | (152)                                  | 19,428                              |
| Other commercial mortgage-backed securities                                      | 12,161                     | 424                                   | -                                      | 12,585                              |
| Asset-backed securities  | 136                        | -                                     | -                                      | 136                                 |
| State and municipal bonds  | 13,657                     | 1,577                                 | -                                      | 15,234                              |
|  | <u>\$ 179,896</u>          | <u>\$ 7,897</u>                       | <u>\$ (1,467)</u>                      | <u>\$ 186,326</u>                   |

|  | <b>As of December 31, 2020</b> |                                       |  |                                     |
|--|--------------------------------|---------------------------------------|--|-------------------------------------|
|  | <u>Amortized<br/>Cost</u>      | <u>Gross<br/>Unrealized<br/>Gains</u> | <u>Gross<br/>Unrealized<br/>Losses</u> | <u>Estimated<br/>Fair<br/>Value</u> |
| U.S. treasury securities   | \$ 4,996                       | \$ 67                                 | \$ -                                   | \$ 5,063                            |
| U.S. government sponsored entity mortgage-backed securities issued by FNMA/FHLMC | 14,727                         | 72                                    | (153)                                  | 14,646                              |
| U.S. government agency small business administration pools guaranteed by SBA     | 29,478                         | -                                     | (1,155)                                | 28,323                              |
| Collateralized mortgage obligations guaranteed by GNMA                           | 17,422                         | 1,288                                 | -                                      | 18,710                              |
| Collateralized mortgage obligations issued by FNMA/FHLMC                         | 66,258                         | 3,618                                 | -                                      | 69,876                              |
| Commercial mortgage-backed securities issued by FHLMC                            | 13,165                         | 2,012                                 | -                                      | 15,177                              |
| Other commercial mortgage-backed securities                                      | 12,878                         | 493                                   | -                                      | 13,371                              |
| Asset-backed securities  | 3,062                          | 17                                    | -                                      | 3,079                               |
| State and municipal bonds  | 13,687                         | 1,785                                 | -                                      | 15,472                              |
|  | <u>\$ 175,673</u>              | <u>\$ 9,352</u>                       | <u>\$ (1,308)</u>                      | <u>\$ 183,717</u>                   |

The amortized cost and estimated fair market value of available-for-sale debt securities classified according to their contractual maturities at June 30, 2021, were as follows (in thousands):

|                                       | <u>Amortized<br/>Cost</u> | <u>Estimated<br/>Fair Value</u> |
|---------------------------------------|---------------------------|---------------------------------|
| Due in one year or less               | \$ 4,998                  | \$ 5,030                        |
| Due after one year through five years | -                         | -                               |
| Due after five years through 10 years | 31,133                    | 32,880                          |
| Due after 10 years                    | 143,765                   | 148,416                         |
| Total                                 | <u>\$ 179,896</u>         | <u>\$ 186,326</u>               |

The table above is not intended to reflect actual maturities, cash flows, or interest rate risk. Actual maturities may differ from the contractual maturities shown above as a result of prepayments.

The following table shows the Company's debt securities fair value and gross unrealized losses; aggregated by debt security category and length of time that individual debt securities have been in a continuous unrealized loss position (dollars are in thousands):

| Description of<br>Securities   | <b>June 30, 2021</b>       |                       |                            |                          |                       |                            |              |                       |                            |
|--|----------------------------|-----------------------|----------------------------|--------------------------|-----------------------|----------------------------|--------------|-----------------------|----------------------------|
|  | <u>Less Than 12 Months</u> |                       |                            | <u>12 Months or More</u> |                       |                            | <u>Total</u> |                       |                            |
|  | <u>#</u>                   | <u>Fair<br/>Value</u> | <u>Unrealized<br/>Loss</u> | <u>#</u>                 | <u>Fair<br/>Value</u> | <u>Unrealized<br/>Loss</u> | <u>#</u>     | <u>Fair<br/>Value</u> | <u>Unrealized<br/>Loss</u> |
| U.S. government sponsored entity mortgage-backed securities issued by FNMA/FHLMC | 3                          | \$ 6,492              | \$ (247)                   | -                        | \$ -                  | \$ -                       | 3            | \$ 6,492              | \$ (247)                   |
| U.S. government agency small business administration pools guaranteed by SBA     | -                          | -                     | -                          | 4                        | 25,107                | (869)                      | 4            | 25,107                | (869)                      |
| Collateralized mortgage obligations issued by FNMA/FHLMC                         | 3                          | 23,490                | (199)                      | -                        | -                     | -                          | 3            | 23,490                | (199)                      |
| Commercial mortgage-backed securities issued by FHLMC                            | 1                          | 4,732                 | (152)                      | -                        | -                     | -                          | 1            | 4,732                 | (152)                      |
| Asset-backed securities  | <u>1</u>                   | <u>136</u>            | <u>-</u>                   | <u>-</u>                 | <u>-</u>              | <u>-</u>                   | <u>1</u>     | <u>136</u>            | <u>-</u>                   |
| Total temporarily impaired securities  | <u>8</u>                   | <u>\$ 34,850</u>      | <u>\$ (598)</u>            | <u>4</u>                 | <u>\$ 25,107</u>      | <u>\$ (869)</u>            | <u>12</u>    | <u>\$ 59,957</u>      | <u>\$ (1,467)</u>          |

| Description of Securities  | December 31, 2020   |                  |                 |                   |                  |                   |          |                  |                   |
|--|---------------------|------------------|-----------------|-------------------|------------------|-------------------|----------|------------------|-------------------|
|  | Less Than 12 Months |                  |                 | 12 Months or More |                  |                   | Total    |                  |                   |
|  | #                   | Fair Value       | Unrealized Loss | #                 | Fair Value       | Unrealized Loss   | #        | Fair Value       | Unrealized Loss   |
| U.S. government sponsored entity mortgage-backed securities issued by FNMA/FHLMC | 4                   | \$ 10,507        | \$ (153)        | -                 | \$ -             | \$ -              | 4        | \$ 10,507        | \$ (153)          |
| U.S. government agency small business administration pools guaranteed by SBA     | -                   | -                | -               | 4                 | 28,323           | (1,155)           | 4        | 28,323           | (1,155)           |
| Total temporarily impaired securities  | <u>4</u>            | <u>\$ 10,507</u> | <u>\$ (153)</u> | <u>4</u>          | <u>\$ 28,323</u> | <u>\$ (1,155)</u> | <u>8</u> | <u>\$ 38,830</u> | <u>\$ (1,308)</u> |

Management regularly evaluates each debt security with unrealized losses to determine whether losses are other-than-temporary. When determining whether a debt security is other-than-temporarily impaired, management assesses whether it has the intent to sell the debt security or whether it is more likely than not that it will be required to sell the debt security before a recovery of amortized cost. When evaluating a debt security, management considers several factors including, but not limited to, the amount of the unrealized loss, the length of time the debt security has been in a loss position, guarantees provided by third parties, ratings on the debt security, cash flow from the debt security, the level of credit support provided by subordinate tranches of the debt security, and the collateral underlying the debt security.

There were no debt securities that management concluded were other-than-temporarily impaired at June 30, 2021, or December 31, 2020.

## NOTE 4 – Loans

The composition of loans is as follows (in thousands):

|  | June 30,<br>2021  | December 31,<br>2020 |
|--|-------------------|----------------------|
| Loans held for sale-mortgage banking                         | \$ 104,001        | \$ 250,083           |
| Commercial and industrial                                    | \$ 148,366        | \$ 165,994           |
| Commercial real estate                                       | 197,627           | 190,939              |
| SBA  | 90,862            | 102,064              |
| Consumer   | 80,846            | 81,783               |
| Land and land development                                    | 7,835             | 8,603                |
| Construction   | 18,999            | 21,748               |
| Gross loans held for investment                              | 544,535           | 571,131              |
| Unearned income and net unamortized deferred fees and costs  | (541)             | (241)                |
| Loans, net of unearned income and unamortized fees and costs | 543,994           | 570,890              |
| Allowance for credit losses                                  | (10,293)          | (10,324)             |
| Net loans held for investment                                | <u>\$ 533,701</u> | <u>\$ 560,566</u>    |

## NOTE 5 – Allowance for Credit Losses

Transactions in the allowance for credit losses were as follows (in thousands):

| <b>Three Months Ended June 30, 2021</b> |  |                                   |                 |                 |  |                     |                  |
|---|--|-----------------------------------|-----------------|-----------------|--|---------------------|------------------|
|   | <b>Commercial<br/>and<br/>Industrial</b> | <b>Commercial<br/>Real Estate</b> | <b>SBA</b>      | <b>Consumer</b> | <b>Land and<br/>Land<br/>Development</b> | <b>Construction</b> | <b>Total</b>     |
| Balance, beginning of period            | \$ 3,224                                 | \$ 3,996                          | \$ 1,761        | \$ 896          | \$ 168                                   | \$ 232              | \$ 10,277        |
| Provision (reduction)                   | (79)                                     | 128                               | 4               | 24              | (39)                                     | (38)                | -                |
| Loans charged off                       | -  | -                                 | -               | (4)             | -  | -                   | (4)              |
| Loan recoveries                         | 3  | 1                                 | 1               | 14              | 1  | -                   | 20               |
| Balance, end of period                  | <u>\$ 3,148</u>                          | <u>\$ 4,125</u>                   | <u>\$ 1,766</u> | <u>\$ 930</u>   | <u>\$ 130</u>                            | <u>\$ 194</u>       | <u>\$ 10,293</u> |

  

| <b>Three Months Ended June 30, 2020</b> |  |                                   |                 |                 |  |                     |                 |
|---|--|-----------------------------------|-----------------|-----------------|--|---------------------|-----------------|
|   | <b>Commercial<br/>and<br/>Industrial</b> | <b>Commercial<br/>Real Estate</b> | <b>SBA</b>      | <b>Consumer</b> | <b>Land and<br/>Land<br/>Development</b> | <b>Construction</b> | <b>Total</b>    |
| Balance, beginning of period            | \$ 2,623                                 | \$ 3,659                          | \$ 857          | \$ 918          | \$ 221                                   | \$ 136              | \$ 8,414        |
| Provision (reduction)                   | 521                                      | 350                               | 474             | 130             | (17)                                     | 42                  | 1,500           |
| Loans charged off                       | (36)                                     | (187)                             | -               | (13)            | -  | -                   | (236)           |
| Loan recoveries                         | -  | -                                 | 1               | 1               | -  | -                   | 2               |
| Balance, end of period                  | <u>\$ 3,108</u>                          | <u>\$ 3,822</u>                   | <u>\$ 1,332</u> | <u>\$ 1,036</u> | <u>\$ 204</u>                            | <u>\$ 178</u>       | <u>\$ 9,680</u> |

  

| <b>Six Months Ended June 30, 2021</b> |  |                                   |                 |                 |  |                     |                  |
|---------------------------------------|--|-----------------------------------|-----------------|-----------------|--|---------------------|------------------|
|                                       | <b>Commercial<br/>and<br/>Industrial</b> | <b>Commercial<br/>Real Estate</b> | <b>SBA</b>      | <b>Consumer</b> | <b>Land and<br/>Land<br/>Development</b> | <b>Construction</b> | <b>Total</b>     |
| Balance, beginning of period          | \$ 3,275                                 | \$ 3,923                          | \$ 1,779        | \$ 948          | \$ 170                                   | \$ 229              | \$ 10,324        |
| Provision (reduction)                 | (92)                                     | 201                               | (15)            | (16)            | (43)                                     | (35)                | -                |
| Loans charged off                     | (50)                                     | -                                 | -               | (19)            | -  | -                   | (69)             |
| Loan recoveries                       | 15                                       | 1                                 | 2               | 17              | 3  | -                   | 38               |
| Balance, end of period                | <u>\$ 3,148</u>                          | <u>\$ 4,125</u>                   | <u>\$ 1,766</u> | <u>\$ 930</u>   | <u>\$ 130</u>                            | <u>\$ 194</u>       | <u>\$ 10,293</u> |

  

| <b>Six Months Ended June 30, 2020</b> |  |                                   |                 |                 |  |                     |                 |
|---------------------------------------|--|-----------------------------------|-----------------|-----------------|--|---------------------|-----------------|
|                                       | <b>Commercial<br/>and<br/>Industrial</b> | <b>Commercial<br/>Real Estate</b> | <b>SBA</b>      | <b>Consumer</b> | <b>Land and<br/>Land<br/>Development</b> | <b>Construction</b> | <b>Total</b>    |
| Balance, beginning of period          | \$ 2,366                                 | \$ 3,502                          | \$ 1,131        | \$ 853          | \$ 187                                   | \$ 102              | \$ 8,141        |
| Provision (reduction)                 | 804                                      | 756                               | 198             | 205             | 11                                       | 76                  | 2,050           |
| Loans charged off                     | (62)                                     | (437)                             | -               | (25)            | -  | -                   | (524)           |
| Loan recoveries                       | -  | 1                                 | 3               | 3               | 6  | -                   | 13              |
| Balance, end of period                | <u>\$ 3,108</u>                          | <u>\$ 3,822</u>                   | <u>\$ 1,332</u> | <u>\$ 1,036</u> | <u>\$ 204</u>                            | <u>\$ 178</u>       | <u>\$ 9,680</u> |

The following table shows the balance in the allowance for credit losses at June 30, 2021, and December 31, 2020, and the related loan balances, segregated on the basis of impairment methodology (in thousands). Impaired loans are loans on nonaccrual status and troubled debt restructurings, which are individually evaluated for impairment, and other loans deemed to have similar risk characteristics. All other loans are collectively evaluated for impairment.

|                           | <b>Allowance For Credit Losses</b> |                 |                  | <b>Gross Loans Held for Investment</b> |                   |                   |
|---------------------------|------------------------------------|-----------------|------------------|--|-------------------|-------------------|
|                           | <b>Impaired</b>                    | <b>Other</b>    | <b>Total</b>     | <b>Impaired</b>                        | <b>Other</b>      | <b>Total</b>      |
| <b>June 30, 2021</b>      |                                    |                 |                  |  |                   |                   |
| Commercial and industrial | \$ 767                             | \$ 2,381        | \$ 3,148         | \$ 1,605                               | \$ 146,761        | \$ 148,366        |
| Commercial real estate    | -                                  | 4,125           | 4,125            | -                                      | 197,627           | 197,627           |
| SBA                       | 595                                | 1,171           | 1,766            | 966                                    | 89,896            | 90,862            |
| Consumer                  | 3                                  | 927             | 930              | 30                                     | 80,816            | 80,846            |
| Land and land development | -                                  | 130             | 130              | -                                      | 7,835             | 7,835             |
| Construction              | -                                  | 194             | 194              | -                                      | 18,999            | 18,999            |
| Total                     | <u>\$ 1,365</u>                    | <u>\$ 8,928</u> | <u>\$ 10,293</u> | <u>\$ 2,601</u>                        | <u>\$ 541,934</u> | <u>\$ 544,535</u> |
| <b>December 31, 2020</b>  |                                    |                 |                  |  |                   |                   |
| Commercial and industrial | \$ 762                             | \$ 2,513        | \$ 3,275         | \$ 1,606                               | \$ 164,388        | \$ 165,994        |
| Commercial real estate    | -                                  | 3,923           | 3,923            | -                                      | 190,939           | 190,939           |
| SBA                       | 597                                | 1,182           | 1,779            | 982                                    | 101,082           | 102,064           |
| Consumer                  | -                                  | 948             | 948              | 24                                     | 81,759            | 81,783            |
| Land and land development | -                                  | 170             | 170              | -                                      | 8,603             | 8,603             |
| Construction              | -                                  | 229             | 229              | -                                      | 21,748            | 21,748            |
| Total                     | <u>\$ 1,359</u>                    | <u>\$ 8,965</u> | <u>\$ 10,324</u> | <u>\$ 2,612</u>                        | <u>\$ 568,519</u> | <u>\$ 571,131</u> |

### **Performing and Non-Accrual Loans**

The Bank's key credit quality indicator is a loan's performance status, defined as accrual or non-accrual. Performing loans are considered to have a lower risk of loss and are on accrual status. Non-accrual loans include loans on which the accrual of interest has been discontinued. Accrual of interest is discontinued when the Bank believes that the borrower's financial condition is such that the collection of interest is doubtful. A delinquent loan is generally placed on non-accrual status when it becomes 90 days or more past due unless the loan is well secured and in the process of collection. When a loan is placed on non-accrual status, accrued but uncollected interest income applicable to the current reporting period is reversed against interest income. Accrued but uncollected interest income applicable to previous reporting periods is charged against the allowance for credit losses. No additional interest is accrued on the loan balance until the collection of both principal and interest becomes reasonably certain. Delinquent balances are determined based on the contractual terms of the loan adjusted for charge-offs and payments applied to principal.

The following table sets forth information regarding the Bank's performing and non-accrual loans (in thousands):

| <b>June 30, 2021</b>                  |                   |                                |  |                             |                    |                   |
|---------------------------------------|-------------------|--------------------------------|--|-----------------------------|--------------------|-------------------|
|                                       | <b>Current</b>    | <b>31-89 Days<br/>Past Due</b> | <b>90 Days or<br/>More Past<br/>Due And<br/>Accruing</b> | <b>Total<br/>Performing</b> | <b>Non-accrual</b> | <b>Total</b>      |
| Commercial and industrial:            |                   |                                |  |                             |                    |                   |
| Business loans                        | \$ 55,114         | \$ 61                          | \$ -   | \$ 55,175                   | \$ 1,423           | \$ 56,598         |
| Agriculture                           | 28,692            | -                              | -  | 28,692                      | -                  | 28,692            |
| Owner-occupied commercial real estate | 62,894            | -                              | -  | 62,894                      | 182                | 63,076            |
| Commercial real estate                | 197,627           | -                              | -  | 197,627                     | -                  | 197,627           |
| SBA                                   | 89,896            | -                              | -  | 89,896                      | 966                | 90,862            |
| Consumer:                             |                   |                                |  |                             |                    |                   |
| Automobile                            | 18,198            | 74                             | -  | 18,272                      | 19                 | 18,291            |
| Home equity                           | 12,992            | -                              | -  | 12,992                      | -                  | 12,992            |
| 1st mortgage                          | 10,938            | -                              | -  | 10,938                      | -                  | 10,938            |
| Other                                 | 38,440            | 174                            | -  | 38,614                      | 11                 | 38,625            |
| Land and land development             | 7,835             | -                              | -  | 7,835                       | -                  | 7,835             |
| Construction                          | 18,999            | -                              | -  | 18,999                      | -                  | 18,999            |
| Total loans held for investment       | 541,625           | 309                            | -  | 541,934                     | 2,601              | 544,535           |
| Loans held for sale                   | 104,000           | 1                              | -  | 104,001                     | -                  | 104,001           |
| Total gross loans                     | <u>\$ 645,625</u> | <u>\$ 310</u>                  | <u>\$ -</u>  | <u>\$ 645,935</u>           | <u>\$ 2,601</u>    | <u>\$ 648,536</u> |
| <b>December 31, 2020</b>              |                   |                                |  |                             |                    |                   |
|                                       | <b>Current</b>    | <b>31-89 Days<br/>Past Due</b> | <b>90 Days or<br/>More Past<br/>Due And<br/>Accruing</b> | <b>Total<br/>Performing</b> | <b>Non-accrual</b> | <b>Total</b>      |
| Commercial and industrial:            |                   |                                |  |                             |                    |                   |
| Business loans                        | \$ 70,033         | \$ 58                          | \$ -   | \$ 70,091                   | \$ 1,412           | \$ 71,503         |
| Agriculture                           | 27,079            | 13                             | -  | 27,092                      | -                  | 27,092            |
| Owner-occupied commercial real estate | 67,206            | -                              | -  | 67,206                      | 193                | 67,399            |
| Commercial real estate                | 190,939           | -                              | -  | 190,939                     | -                  | 190,939           |
| SBA                                   | 101,082           | -                              | -  | 101,082                     | 982                | 102,064           |
| Consumer:                             |                   |                                |  |                             |                    |                   |
| Automobile                            | 21,087            | -                              | -  | 21,087                      | 10                 | 21,097            |
| Home equity                           | 12,144            | -                              | -  | 12,144                      | -                  | 12,144            |
| 1st mortgage                          | 11,694            | -                              | -  | 11,694                      | -                  | 11,694            |
| Other                                 | 36,829            | 4                              | 1  | 36,834                      | 14                 | 36,848            |
| Land and land development             | 8,603             | -                              | -  | 8,603                       | -                  | 8,603             |
| Construction                          | 21,748            | -                              | -  | 21,748                      | -                  | 21,748            |
| Total loans held for investment       | 568,444           | 75                             | 1  | 568,520                     | 2,611              | 571,131           |
| Loans held for sale                   | 249,880           | 203                            | -  | 250,083                     | -                  | 250,083           |
| Total gross loans                     | <u>\$ 818,324</u> | <u>\$ 278</u>                  | <u>\$ 1</u>  | <u>\$ 818,603</u>           | <u>\$ 2,611</u>    | <u>\$ 821,214</u> |

The following table indicates the effect on interest income on loans if interest on non-accrual loans outstanding at period end had been recognized at original contractual rates (in thousands):

|   | <b>Three Months Ended</b> |              | <b>Six Months Ended</b> |               |
|---|---------------------------|--------------|-------------------------|---------------|
|   | <b>June 30,</b>           |              | <b>June 30,</b>         |               |
|   | <b>2021</b>               | <b>2020</b>  | <b>2021</b>             | <b>2020</b>   |
| Interest income that would have been recorded | \$ 43                     | \$ 61        | \$ 86                   | \$ 109        |
| Interest income recorded                      | -                         | -            | -                       | -             |
| Effect on interest income on loans            | <u>\$ 43</u>              | <u>\$ 61</u> | <u>\$ 86</u>            | <u>\$ 109</u> |

### **Credit Risk by Internally Assigned Grade**

The Company maintains an internal risk rating process in order to increase the precision and effectiveness of credit risk management. Internal grade is generally categorized into the following four categories: pass, watch list, substandard and doubtful.

Loans designated as watch list are loans that possess some credit deficiency that deserves close attention due to emerging problems. Such loans pose unwarranted financial risk that, if left uncorrected, may result in deterioration of the repayment prospects for the asset or in the Bank's credit position at some future date.

Loans graded as substandard or doubtful are considered "Classified" loans for regulatory purposes. Loans classified as substandard are loans that are generally inadequately protected by the current net worth and paying capacity of the obligor, or by the collateral pledged, if any. Loans classified as substandard have a well-defined weakness or weaknesses that jeopardize the liquidation of the loan. Substandard loans are characterized by the distinct possibility that the Bank will sustain some loss if the deficiencies are not corrected. Loans classified as doubtful have the weaknesses of those classified as substandard, with additional characteristics that make collection in full on the basis of currently existing facts, conditions and values questionable, and there is a higher probability of loss.

The composition of loans by internally assigned grade is as follows (in thousands):

|                   | <b>Pass</b> | <b>Watch List</b> | <b>Substandard</b> | <b>Doubtful</b> | <b>Total Loans Held for Investment</b> |
|-------------------|-------------|-------------------|--------------------|-----------------|--|
| June 30, 2021     | \$ 527,996  | \$ 7,879          | \$ 6,520           | \$ 2,140        | \$ 544,535                             |
| December 31, 2020 | 554,680     | 9,118             | 5,201              | 2,132           | 571,131                                |

## Impaired loans

Impaired loans include loans the Bank will not be able to collect all amounts due in accordance with the terms of the loan agreement. Impaired loans include non-accruing loans and loans that have been modified in a troubled debt restructuring. All loans are individually reviewed for impairment.

The following tables summarize impaired loans and related allowances (in thousands):

|   | <b>June 30, 2021</b>        |                                |                              |   |   |
|---|-----------------------------|--------------------------------|------------------------------|---|---|
|   | <b>Unpaid<br/>Principal</b> | <b>Recorded<br/>Investment</b> | <b>Related<br/>Allowance</b> | <b>Average<br/>Recorded<br/>Balance<br/>(6-months)</b>  | <b>Interest<br/>Income<br/>Recognized<br/>(6-months)</b>  |
| Impaired loans with an allowance recorded:                |                             |                                |                              |   |   |
| Commercial and industrial:                                |                             |                                |                              |   |   |
| Business loans  | \$ 2,061                    | \$ 1,423                       | \$ 767                       | \$ 1,443  | \$ -  |
| SBA   | 754                         | 717                            | 595                          | 718   | -   |
| Consumer:   |                             |                                |                              |   |   |
| Automobile  | 19                          | 19                             | 3                            | 19  | -   |
| <b>Total impaired loans with an allowance recorded</b>    | <b>\$ 2,834</b>             | <b>\$ 2,159</b>                | <b>\$ 1,365</b>              | <b>\$ 2,180</b>   | <b>\$ -</b>   |
| Impaired loans without an allowance recorded:             |                             |                                |                              |   |   |
| Commercial and industrial:                                |                             |                                |                              |   |   |
| Owner-occupied commercial real estate                     | \$ 196                      | \$ 182                         | \$ -                         | \$ 187  | \$ -  |
| SBA   | 338                         | 249                            | -                            | 255   | -   |
| Consumer:   |                             |                                |                              |   |   |
| Other   | 28                          | 11                             | -                            | 13  | -   |
| <b>Total impaired loans without an allowance recorded</b> | <b>\$ 562</b>               | <b>\$ 442</b>                  | <b>\$ -</b>                  | <b>\$ 455</b>   | <b>\$ -</b>   |
| <b>TOTAL IMPAIRED LOANS</b>                               | <b>\$ 3,396</b>             | <b>\$ 2,601</b>                | <b>\$ 1,365</b>              | <b>\$ 2,635</b>   | <b>\$ -</b>   |
|   | <b>December 31, 2020</b>    |                                |                              |   |   |
|   | <b>Unpaid<br/>Principal</b> | <b>Recorded<br/>Investment</b> | <b>Related<br/>Allowance</b> | <b>Average<br/>Recorded<br/>Balance<br/>(12-months)</b> | <b>Interest<br/>Income<br/>Recognized<br/>(12-months)</b> |
| Impaired loans with an allowance recorded:                |                             |                                |                              |   |   |
| Commercial and industrial:                                |                             |                                |                              |   |   |
| Business loans  | \$ 2,004                    | \$ 1,413                       | \$ 762                       | \$ 1,417  | \$ -  |
| SBA   | 753                         | 719                            | 597                          | 729   | -   |
| Total impaired loans with an allowance recorded           | \$ 2,757                    | \$ 2,132                       | \$ 1,359                     | \$ 2,146  | \$ -  |
| Impaired loans without an allowance recorded:             |                             |                                |                              |   |   |
| Commercial and industrial:                                |                             |                                |                              |   |   |
| Owner-occupied commercial real estate                     | \$ 203                      | \$ 193                         | \$ -                         | \$ 217  | \$ -  |
| SBA   | 338                         | 263                            | -                            | 273   | -   |
| Consumer:   |                             |                                |                              |   |   |
| Automobile  | 21                          | 10                             | -                            | 11  | -   |
| Other   | 30                          | 14                             | -                            | 17  | -   |
| Total impaired loans without an allowance recorded        | \$ 592                      | \$ 480                         | \$ -                         | \$ 518  | \$ -  |
| Total impaired loans                                      | \$ 3,349                    | \$ 2,612                       | \$ 1,359                     | \$ 2,664  | \$ -  |

### Troubled Debt Restructuring (TDRs)

Included in net loans held for investment, are certain loans that have been modified in order to maximize collection of loan balances. If the Bank, for legal or economic reasons related to the borrower's financial difficulties, grants a concession that it would not otherwise consider, compared to the original terms and conditions of the loan, the modified loan is considered a troubled debt restructuring.

The tables below summarize the amounts of restructured loans (in thousands):

|                                       | <b>June 30, 2021</b> |                    |                 |                  |
|---------------------------------------|----------------------|--------------------|-----------------|------------------|
|                                       | <b>Accrual</b>       | <b>Non-accrual</b> | <b>Total</b>    | <b>Allowance</b> |
| Commercial and industrial:            |                      |                    |                 |                  |
| Business loans                        | \$ -                 | \$ 1,413           | \$ 1,413        | \$ 761           |
| Owner-occupied commercial real estate | -                    | 181                | 181             | -                |
| SBA                                   | -                    | 344                | 344             | 54               |
|                                       | <u>\$ -</u>          | <u>\$ 1,938</u>    | <u>\$ 1,938</u> | <u>\$ 815</u>    |

  

|                                       | <b>December 31, 2020</b> |                    |                 |                  |
|---------------------------------------|--------------------------|--------------------|-----------------|------------------|
|                                       | <b>Accrual</b>           | <b>Non-accrual</b> | <b>Total</b>    | <b>Allowance</b> |
| Commercial and industrial:            |                          |                    |                 |                  |
| Business loans                        | \$ -                     | \$ 1,413           | \$ 1,413        | \$ 762           |
| Owner-occupied commercial real estate | -                        | 193                | 193             | -                |
| SBA                                   | -                        | 360                | 360             | 56               |
|                                       | <u>\$ -</u>              | <u>\$ 1,966</u>    | <u>\$ 1,966</u> | <u>\$ 818</u>    |

TDR concessions can include reduction of interest rates, extension of maturity dates, forgiveness of principal and/or interest due, or acceptance of real estate or other assets in full or partial satisfaction of the debt. A loan modification is no longer reported as a TDR after 12 months if the loan was modified at a market rate of interest for comparable risk loans, and the loan has performed in accordance with the terms of the restructured agreement for at least six months.

When a loan is modified as a TDR, there may be a direct, material impact on the loan balance, as the principal balance may be partially forgiven. There were no new TDRs for the three or six month periods ended June 30, 2021. There was one new TDR for the three and six month periods ended June 30, 2020 with a pre-modification and post-modification balance of \$230 thousand.

Loans that were non-accrual prior to modification remain on non-accrual for at least six months following modification. Non-accrual TDR loans that have performed according to the modified terms for six months may be returned to accruing status. Loans that were accruing prior to modification remain on accrual status after the modification as long as the loan continues to perform under the new terms.

The following table indicates the effect on interest income on loans if interest on restructured loans outstanding at period end had been recognized at original contractual rates (in thousands):

|   | <b>Three Months Ended</b> |              | <b>Six Months Ended</b> |              |
|---|---------------------------|--------------|-------------------------|--------------|
|   | <b>June 30,</b>           |              | <b>June 30,</b>         |              |
|   | <b>2021</b>               | <b>2020</b>  | <b>2021</b>             | <b>2020</b>  |
| Interest income that would have been recorded | \$ 36                     | \$ 54        | \$ 72                   | \$ 106       |
| Interest income recorded                      | -                         | -            | -                       | 9            |
| Effect on interest income on loans            | <u>\$ 36</u>              | <u>\$ 54</u> | <u>\$ 72</u>            | <u>\$ 97</u> |

There were no additional funds committed to borrowers who are in TDR status at June 30, 2021, and December 31, 2020.

TDRs are evaluated separately in the Bank's allowance methodology based on the expected cash flows or collateral values for loans in this status.

The Bank had no loans that were restructured within the 12 months preceding June 30, 2021, and June 30, 2020, and had a payment default (i.e. 90 days delinquent) during the three and six months ended June 30, 2021, and June 30, 2020.

## NOTE 6 – Leases

The Company has operating leases, primarily for office space, that expire over the next six years. These leases generally contain renewal options for periods ranging from one to five years. The Company has evaluated each individual lease to determine if exercising the renewal option was probable and considered the renewal into determining the lease term and associated payments. The Company's leases generally do not include termination options for either party to the lease or restrictive financial or other covenants. Payments due under the lease contracts include both fixed and variable payments. The variable payments are for the Company's proportionate share of the building's property taxes, insurance, and common area maintenance. As most of the Company's leases do not provide an implicit rate, the Company uses its incremental borrowing rate based on the information available at the lease commencement date in determining the present value of the lease payments.

The components of lease cost for the three- and six-month period ended June 30, 2021, and June 30, 2020, were as follows (in thousands):

|                        | Three Months Ended |        | Six Months Ended |        |
|------------------------|--------------------|--------|------------------|--------|
|                        | June 30,           |        | June 30,         |        |
|                        | 2021               | 2020   | 2021             | 2020   |
| Operating lease costs  | \$ 262             | \$ 249 | \$ 522           | \$ 486 |
| Variable lease costs   | 13                 | 12     | 29               | 23     |
| Short-term lease costs | 4                  | 4      | 8                | 8      |
| Total lease costs      | \$ 279             | \$ 265 | \$ 559           | \$ 517 |

Amounts reported in the consolidated balance sheet as of June 30, 2021, and December 31, 2020, are as follows (in thousands):

|                                    | As of<br>June 30, 2021 | As of<br>December 31, 2020 |
|------------------------------------|------------------------|----------------------------|
| Operating lease right of use asset | \$ 2,199               | \$ 2,451                   |
| Operating lease liabilities        | 2,364                  | 2,620                      |

Other supplementary information related to leases is as follows (dollars are in thousands):

|  | Three Months Ended |                        | Six Months Ended           |        |
|--|--------------------|------------------------|----------------------------|--------|
|  | June 30,           |                        | June 30,                   |        |
|  | 2021               | 2020                   | 2021                       | 2020   |
| Cash paid for amounts included in the measurement of lease liabilities | \$ 283             | \$ 248                 | \$ 565                     | \$ 493 |
| ROU assets obtained in exchange for lease obligations                  | -                  | 47                     | 159                        | 63     |
| Reductions to ROU assets resulting from reduction in lease obligations | 197                | 192                    | 415                        | 370    |
|  |                    |                        |                            |        |
|  |                    | As of<br>June 30, 2021 | As of<br>December 31, 2020 |        |
| Weighted average remaining lease term                                  |                    | 3.52 years             | 3.93 years                 |        |
| Weighted average discount rate   |                    | 6.00%                  | 6.00%                      |        |

Maturities of lease liabilities under non-cancellable leases as of June 30, 2021, are as follows (in thousands):

|                         | <b>Operating<br/>Leases</b> |              |
|-------------------------|-----------------------------|--------------|
| 2021                    | \$                          | 375          |
| 2022                    |                             | 757          |
| 2023                    |                             | 555          |
| 2024                    |                             | 357          |
| 2025                    |                             | 170          |
| Thereafter              |                             | 150          |
| Total lease liabilities | \$                          | <u>2,364</u> |

## NOTE 7 – Earnings Per Share

The following table shows the amounts used in computing per share results:

|  | <b>Three Months Ended<br/>June 30, 2021</b> | <b>Six Months Ended<br/>June 30, 2021</b> |
|--|---|---|
| Denominator for basic earnings per share:  |   |   |
| Average common shares outstanding          | 3,572,229                                   | 3,571,823                                 |
| Dilutive effect of stock compensation      | <u>549</u>                                  | <u>480</u>                                |
| Denominator for diluted earnings per share | 3,572,778                                   | 3,572,303                                 |
| Numerator (in thousands):                  |   |   |
| Net income                                 | <u>\$ 4,167</u>                             | <u>\$ 13,932</u>                          |
| Basic earnings per common share            | <u>\$ 1.17</u>                              | <u>\$ 3.90</u>                            |
| Diluted earnings per common share          | <u>\$ 1.17</u>                              | <u>\$ 3.90</u>                            |
|  | <b>Three Months Ended<br/>June 30, 2020</b> | <b>Six Months Ended<br/>June 30, 2020</b> |
| Denominator for basic earnings per share:  |   |   |
| Average common shares outstanding          | 3,567,980                                   | 3,562,072                                 |
| Dilutive effect of stock compensation      | <u>2,676</u>                                | <u>5,249</u>                              |
| Denominator for diluted earnings per share | 3,570,656                                   | 3,567,321                                 |
| Numerator (in thousands):                  |   |   |
| Net income                                 | <u>\$ 14,163</u>                            | <u>\$ 18,465</u>                          |
| Basic earnings per common share            | <u>\$ 3.97</u>                              | <u>\$ 5.18</u>                            |
| Diluted earnings per common share          | <u>\$ 3.97</u>                              | <u>\$ 5.18</u>                            |

## NOTE 8 – Share-Based Compensation

The Company may grant share-based compensation at prices equal to the fair value of the stock at the grant date. The Company has two share-based plans for certain key employees and directors whereby shares of common stock have been reserved for awards in the form of stock options or restricted stock awards. The plans are as follows:

|                                     | <u>1995</u> | <u>2015</u> | <u>Total</u> |
|-------------------------------------|-------------|-------------|--------------|
| Total Shares in Plan                | 250,000     | 50,000      | 300,000      |
| Total Shares Available for Issuance | 45,951      | 31,104      | 77,055       |

Following is a summary of stock option transactions for the six-month periods ending June 30:

|                                | <u>Six Months Ended</u> |                       | <u>Six Months Ended</u> |                       |
|--------------------------------|-------------------------|-----------------------|-------------------------|-----------------------|
|                                | <u>June 30, 2021</u>    |                       | <u>June 30, 2020</u>    |                       |
|                                | <u>Options to</u>       | <u>Weighted</u>       | <u>Options to</u>       | <u>Weighted</u>       |
|                                | <u>Purchase</u>         | <u>Average</u>        | <u>Purchase</u>         | <u>Average</u>        |
|                                | <u>Shares</u>           | <u>Exercise Price</u> | <u>Shares</u>           | <u>Exercise Price</u> |
| Outstanding, beginning of year | -                       | \$ -                  | 21,000                  | \$ 3.00               |
| Granted                        | -                       | -                     | -                       | -                     |
| Exercised                      | -                       | -                     | (21,000)                | 3.00                  |
| Forfeited                      | -                       | -                     | -                       | -                     |
| Outstanding, end of period     | <u>-</u>                | <u>-</u>              | <u>-</u>                | <u>-</u>              |

The stock options expired on March 17, 2020. Option holders were able to pay the exercise price of a stock option in cash or through the surrender of shares of stock held by the option holder at the time of exercise. Executives selling shares into the market are encouraged, but not required, to do so under a passive trading plan that meets the requirements of the Securities and Exchange Commission's Rule 10b-5.

The Company recognized share-based compensation expense of \$7 thousand related to restricted stock for the three-month period ended June 30, 2021, and \$14 thousand for the six-month period ended June 30, 2021. The Company recognized share-based compensation expense of \$7 thousand related to restricted stock for the three-month period ended June 30, 2020, and \$14 thousand for the six-month period ended June 30, 2020.

At June 30, 2021, the Company had \$33 thousand of unamortized restricted stock compensation expense. The cost of a restricted stock grant is recognized over the vesting period, which is generally four years.

## NOTE 9 – Revenue from Contracts with Customers

The following table disaggregates non-interest income subject to ASC 606 (in thousands):

|   | Three Months Ended |           | Six Months Ended |           |
|---|--------------------|-----------|------------------|-----------|
|   | June 30,           |           | June 30,         |           |
|   | 2021               | 2020      | 2021             | 2020      |
| Service charges on deposits                                   | \$ 117             | \$ 112    | \$ 235           | \$ 306    |
| Bankcard fees   | 270                | 235       | 518              | 462       |
| Bank charges and service fees not within scope of ASC 606     | 184                | 202       | 372              | 412       |
| Total bank charges and service fees                           | 571                | 549       | 1,125            | 1,180     |
| Wealth management revenue                                     | 541                | 414       | 1,086            | 855       |
| Wealth management revenue not within the scope of ASC 606     | -                  | -         | -                | -         |
| Total wealth management revenues                              | 541                | 414       | 1,086            | 855       |
| Other   | 9                  | 10        | 20               | 20        |
| Other not within the scope of ASC 606 (a)                     | 722                | 109       | 947              | 227       |
| Total other   | 731                | 119       | 967              | 247       |
| Other non-interest income not within the scope of ASC 606 (a) | 7,788              | 25,251    | 23,943           | 34,845    |
| Total non-interest income                                     | \$ 9,631           | \$ 26,333 | \$ 27,121        | \$ 37,127 |

(a) This revenue is not within the scope of ASC 606, and includes fees related to mortgage banking operations, gains on sale of loans, gains on sale of debt securities, revenue from investments in SBIC, and various other transactions.

The Company had no material contract assets or remaining performance obligations as of June 30, 2021. Total receivables from revenue recognized under the scope of ASC 606 were \$555 thousand as of June 30, 2021, and \$487 thousand as of December 31, 2020. These receivables are included as part of the Other assets line on the Company's Consolidated Balance Sheets.

## NOTE 10 – Fair Value Measurements

FASB ASC 820, *Fair Value Measurement*, defines fair value and establishes a framework for measuring fair value of assets and liabilities using a hierarchy system consisting of three levels based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value. These levels are:

Level 1: Valuation is based upon quoted prices for identical instruments traded in active markets that the Company has the ability to access.

Level 2: Valuation is based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active and model-based valuation techniques for which significant assumptions are observable in the market.

Level 3: Valuation is generated from model-based techniques that use significant assumptions not observable in the market and are used only to the extent that observable inputs are not available. These unobservable assumptions reflect the Company's own estimates of assumptions that market participants would use in pricing the asset or liability.

For the periods presented, Treasury Securities were considered to be Level 1 while all other assets and liabilities valued at fair value were considered to be Level 2. There were no transfers into or out of the respective levels during the periods presented.

The following tables summarize the financial assets and liabilities of the Company for which fair values are determined on a recurring basis (in thousands):

|   | Carrying Value at June 30, 2021 |                 |                   |             | Six Months Ended June 30, 2021 |
|---|---------------------------------|-----------------|-------------------|-------------|--------------------------------|
|   | Total                           | Level 1         | Level 2           | Level 3     | Total Gains/(Losses)           |
| <b>ASSETS</b>                           |                                 |                 |                   |             |                                |
| Debt securities available for sale      | \$ 186,326                      | \$ 5,030        | \$ 181,296        | \$ -        | \$ -                           |
| Loans held for sale                     | 104,001                         | -               | 104,001           | -           | (6,342)                        |
| Commitments to originate mortgage loans | 5,332                           | -               | 5,332             | -           | (11,778)                       |
| Commitments to sell mortgage loans      | 37                              | -               | 37                | -           | 227                            |
| Total assets at fair value              | <u>\$ 295,696</u>               | <u>\$ 5,030</u> | <u>\$ 290,666</u> | <u>\$ -</u> | <u>\$ (17,893)</u>             |
| <b>LIABILITIES</b>                      |                                 |                 |                   |             |                                |
| Mortgage banking short positions        | \$ 427                          | \$ -            | \$ 427            | \$ -        | \$ 3,020                       |
| Total liabilities at fair value         | <u>\$ 427</u>                   | <u>\$ -</u>     | <u>\$ 427</u>     | <u>\$ -</u> | <u>\$ 3,020</u>                |

|   | Carrying Value at December 31, 2020 |                 |                   |             | Twelve Months Ended December 31, 2020 |
|---|-------------------------------------|-----------------|-------------------|-------------|---------------------------------------|
|   | Total                               | Level 1         | Level 2           | Level 3     | Total Gains/(Losses)                  |
| <b>ASSETS</b>                           |                                     |                 |                   |             |                                       |
| Debt securities available for sale      | \$ 183,717                          | \$ 5,063        | \$ 178,654        | \$ -        | \$ 1,128                              |
| Loans held for sale                     | 250,083                             | -               | 250,083           | -           | 5,698                                 |
| Commitments to originate mortgage loans | 19,098                              | -               | 19,098            | -           | 12,370                                |
| Total assets at fair value              | <u>\$ 452,898</u>                   | <u>\$ 5,063</u> | <u>\$ 447,835</u> | <u>\$ -</u> | <u>\$ 19,196</u>                      |
| <b>LIABILITIES</b>                      |                                     |                 |                   |             |                                       |
| Commitments to sell mortgage loans      | \$ 189                              | \$ -            | \$ 189            | \$ -        | \$ (3,149)                            |
| Mortgage banking short positions        | 3,448                               | -               | 3,448             | -           | (168)                                 |
| Total liabilities at fair value         | <u>\$ 3,637</u>                     | <u>\$ -</u>     | <u>\$ 3,637</u>   | <u>\$ -</u> | <u>\$ (3,317)</u>                     |

The Company sells short positions in mortgage-backed securities to hedge interest-rate risk on the loans committed for mandatory delivery. The commitments to originate and sell mortgage banking loans and the short positions are derivatives and are recorded at fair value.

The Company may also be required from time to time to measure certain other financial assets at fair value on a nonrecurring basis in accordance with U.S. GAAP. These adjustments to fair value usually result from the application of the lower-of-cost-or-market accounting or the write-down of individual assets. For assets measured at fair value on a nonrecurring basis, the following tables provide the level of valuation assumptions used to determine the carrying value (in thousands):

|                               | Carrying Value at June 30, 2021 |             |             |               | Six Months Ended June 30, 2021 |
|-------------------------------|---------------------------------|-------------|-------------|---------------|--------------------------------|
|                               | Total                           | Level 1     | Level 2     | Level 3       | Total Gains/(Losses)           |
| Impaired loans <sup>(1)</sup> | \$ 794                          | \$ -        | \$ -        | \$ 794        | \$ (43)                        |
| Total                         | <u>\$ 794</u>                   | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 794</u> | <u>\$ (43)</u>                 |

|                               | Carrying Value at December 31, 2020 |         |         |          | Twelve Months Ended December 31, 2020 |
|-------------------------------|-------------------------------------|---------|---------|----------|---------------------------------------|
|                               | Total                               | Level 1 | Level 2 | Level 3  | Total Gains/(Losses)                  |
| Impaired loans <sup>(1)</sup> | \$ 1,253                            | \$ -    | \$ -    | \$ 1,253 | \$ (1,105)                            |
| Total                         | \$ 1,253                            | \$ -    | \$ -    | \$ 1,253 | \$ (1,105)                            |

(1) The carrying value represents the book value less allocated reserves. The gain or loss reported is the change in the reserve balances allocated on individual impaired loans in addition to the actual write-downs for the period presented.

While the overall loan portfolio is not carried at fair value, reserves are allocated, on certain loans, to reflect fair value based on the external appraised value of the underlying collateral, less anticipated costs to sell, or through present value of future cash flow models for impaired loans that are not collateral dependent. The external appraisals are generally based on a sales, income or cost approach, which are then adjusted for the unique characteristics of the property being valued. The valuation of impaired loans are reviewed on a quarterly basis. Because many of these inputs are not observable, the measurements are classified as Level 3.

## NOTE 11 – Fair Value of Financial Instruments

The estimated fair values of the Company's financial instruments are as follows (in thousands):

|  | Level in Fair Value Measurement Hierarchy | June 30, 2021     |                   | December 31, 2020 |                   |
|--|---|-------------------|-------------------|-------------------|-------------------|
|  |   | Carrying Amount   | Fair Value        | Carrying Amount   | Fair Value        |
| Assets:  |   |                   |                   |                   |                   |
| Cash and cash equivalents  | Level 1                                   | \$ 152,310        | \$ 152,310        | \$ 12,443         | \$ 12,443         |
| Federal Reserve Bank and Federal Home Loan Bank stock                          | Level 2                                   | 3,114             | 3,114             | 4,201             | 4,201             |
| Gross loans held for investment  | Level 2                                   | 541,934           | 546,524           | 568,519           | 577,323           |
| Gross loans held for investment  | Level 3                                   | 442               | 402               | 2,612             | 1,253             |
| Accrued interest receivable  | Level 2                                   | 3,319             | 3,319             | 4,721             | 4,721             |
|  |   | <u>\$ 701,119</u> | <u>\$ 705,669</u> | <u>\$ 592,496</u> | <u>\$ 599,941</u> |
| Liabilities and Stockholders' Equity:  |   |                   |                   |                   |                   |
| Deposits, noninterest-bearing  | Level 2                                   | \$ 192,242        | \$ 192,242        | \$ 167,667        | \$ 167,667        |
| Deposits, interest-bearing   | Level 2                                   | 678,186           | 678,392           | 685,491           | 686,066           |
| Borrowings and advances  | Level 2                                   | 1,500             | 1,500             | 37,285            | 37,285            |
| Accrued interest payable   | Level 2                                   | 343               | 343               | 560               | 560               |
| Accrued expenses   | Level 2                                   | 6,813             | 6,813             | 13,338            | 13,338            |
| Guaranteed preferred beneficial interests in Company's subordinated debentures | Level 2                                   | 15,003            | 12,207            | 15,004            | 9,859             |
|  |   | <u>\$ 894,087</u> | <u>\$ 891,497</u> | <u>\$ 919,345</u> | <u>\$ 914,775</u> |
| Financial instruments with off-balance-sheet risk:                             |   |                   |                   |                   |                   |
| Commitments to extend credit   | Level 2                                   | \$ -              | \$ 225            | \$ -              | \$ 181            |
| Standby and commercial letters of credit                                       | Level 2                                   | \$ -              | \$ 13             | \$ -              | \$ 11             |

## NOTE 12 – Federal Home Loan Bank Advances

As of June 30, 2021, the Bank had no Federal Home Loan Bank (FHLB) advances outstanding. At June 30, 2021, the Bank had loans with unamortized principal balances of approximately \$282.5 million pledged as collateral to the FHLB.

As of December 31, 2020, the Bank had \$30.9 million FHLB advances outstanding. At December 31, 2020, the Bank had loans with unamortized principal balances of approximately \$172.0 million and debt securities with unamortized principal balances of approximately \$13.0 million pledged as collateral to the FHLB.

As of June 30, 2021, the Bank has the ability to draw advances up to approximately \$171.1 million based upon the aggregate collateral that is currently pledged, subject to additional FHLB stock purchase requirements.

## NOTE 13 – Other Borrowings

The following table presents selected information regarding other borrowings (in thousands):

| <b>June 30, 2021</b>              |                               |                  |                    |                  |
|-----------------------------------|-------------------------------|------------------|--------------------|------------------|
| <u>Unsecured Borrowing Lines:</u> |                               |                  |                    |                  |
|                                   |                               | <u>Line</u>      | <u>Outstanding</u> | <u>Available</u> |
| BNC National Bank lines (1)       |                               | \$ 39,500        | \$ -               | \$ 39,500        |
| <u>Secured Borrowing Lines:</u>   |                               |                  |                    |                  |
|                                   | <u>Collateral<br/>Pledged</u> | <u>Line</u>      | <u>Outstanding</u> | <u>Available</u> |
| BNC National Bank line            | \$ 2,106                      | \$ 1,074         | \$ -               | \$ 1,074         |
| BNCCORP line                      | 127,787                       | 10,000           | -                  | 10,000           |
| Total                             | <u>\$ 129,893</u>             | <u>\$ 11,074</u> | <u>\$ -</u>        | <u>\$ 11,074</u> |

(1) The unsecured BNC National Bank Lines consists of four separate lines with three institutions in individual amounts of \$12.5 million, \$10 million, \$12 million, and \$5 million.

At June 30, 2021, the pledged collateral for the secured BNC National Bank line was comprised of commercial real estate loans and the pledged collateral for the secured BNCCORP line is the common stock of BNC National Bank.

| <b>December 31, 2020</b>          |                               |                  |                    |                  |
|-----------------------------------|-------------------------------|------------------|--------------------|------------------|
| <u>Unsecured Borrowing Lines:</u> |                               |                  |                    |                  |
|                                   |                               | <u>Line</u>      | <u>Outstanding</u> | <u>Available</u> |
| BNC National Bank lines (1)       |                               | \$ 34,500        | \$ -               | \$ 34,500        |
| <u>Secured Borrowing Lines:</u>   |                               |                  |                    |                  |
|                                   | <u>Collateral<br/>Pledged</u> | <u>Line</u>      | <u>Outstanding</u> | <u>Available</u> |
| BNC National Bank line            | \$ 2,161                      | \$ 1,102         | \$ -               | \$ 1,102         |
| BNCCORP line                      | 124,709                       | 10,000           | -                  | 10,000           |
| Total                             | <u>\$ 126,870</u>             | <u>\$ 11,102</u> | <u>\$ -</u>        | <u>\$ 11,102</u> |

(1) The unsecured BNC National Bank Lines consists of three separate lines with three institutions in individual amounts of \$12.5 million, \$10 million, and \$12 million.

At December 31, 2020, the pledged collateral for the secured BNC National Bank line was comprised of commercial real estate loans and the pledged collateral for the secured BNCCORP line is the common stock of BNC National Bank.

## **NOTE 14 – Guaranteed Preferred Beneficial Interests in Company’s Subordinated Debentures**

In July 2007, the Company issued \$15.0 million of floating rate subordinated debentures. The interest rate paid on the securities is equal to the three month LIBOR plus 1.40%. The interest rate at June 30, 2021, and December 31, 2020, was 1.60% and 1.63%, respectively. The subordinated debentures mature on October 1, 2037. The subordinated debentures may be redeemed at par and the corresponding debentures may be prepaid at the option of BNCCORP, subject to approval by the Federal Reserve Board.

## **NOTE 15 – Stockholders’ Equity**

Regulatory restrictions exist regarding the ability of the Bank to transfer funds to BNCCORP in the form of cash dividends. Approval of the Office of the Comptroller of the Currency (OCC), the Bank’s principal regulator, is required for BNC National Bank to pay dividends to BNCCORP in excess of the Bank’s net profits from the current year plus retained net profits for the preceding two years.

The Company is required to consult with the Federal Reserve Board prior to declaring a cash dividend to stockholders. In December 2020, the Company’s Board of Directors declared an \$8.00 per share special cash dividend that was paid on February 1, 2021.

Also in December 2020, the Board of Directors approved a 175,000 share repurchase authorization with no expiration date set on the authorization. Share repurchases can be made through open market purchases, unsolicited and solicited privately negotiated transactions, or in accordance with terms of Rule 10b-18 promulgated under the Securities Exchange Act of 1934. The Company will not repurchase shares from directors or officers of the Company under the authorization. The Company would contemplate share repurchases subject to market conditions and other factors, including legal and regulatory restrictions and required approvals. No share repurchases have been made under the authorization as of June 30, 2021.

## **NOTE 16 – Regulatory Capital and Current Operating Environment**

BNCCORP and BNC National Bank are subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet capital requirements mandated by regulators can trigger certain mandatory and discretionary actions by regulators. Such actions, if undertaken, could have a direct material adverse effect on the Company’s financial condition and results of operations. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, BNCCORP and BNC National Bank must meet specific capital guidelines that involve quantitative measures of their assets, liabilities and certain off-balance-sheet items as calculated under regulatory accounting practices. Regulators may also impose capital requirements that are specific to individual institutions. The requirements are generally above the statutory ratios.

At June 30, 2021, the Company’s capital ratios exceeded all regulatory capital thresholds and maintained sufficient capital conservation buffers to avoid limitations on certain types of capital distributions.

At June 30, 2021, and December 31, 2020, the regulatory capital amounts and ratios were as follows (dollars in thousands):

|  | <u>Actual</u> |              | <u>For Capital Adequacy Purposes</u> |              | <u>To be Well Capitalized</u> |              | <u>Amount in Excess of Well Capitalized</u> |              |
|--|---------------|--------------|--------------------------------------|--------------|-------------------------------|--------------|---|--------------|
|  | <u>Amount</u> | <u>Ratio</u> | <u>Amount</u>                        | <u>Ratio</u> | <u>Amount</u>                 | <u>Ratio</u> | <u>Amount</u>                               | <u>Ratio</u> |
| <b>June 30, 2021</b>                                 |               |              |                                      |              |                               |              |   |              |
| <b>Total Risk-Based Capital:</b>                     |               |              |                                      |              |                               |              |   |              |
| Consolidated   | \$ 148,017    | 22.74%       | \$ 52,074                            | ≥8.00%       | \$ N/A                        | N/A%         | \$ N/A                                      | N/A%         |
| BNC National Bank                                    | 129,499       | 19.91        | 52,025                               | ≥8.00        | 65,032                        | 10.00        | 64,467                                      | 9.91         |
| <b>Tier 1 Risk-Based Capital:</b>                    |               |              |                                      |              |                               |              |   |              |
| Consolidated   | 139,854       | 21.49        | 39,055                               | ≥6.00        | N/A                           | N/A          | N/A   | N/A          |
| BNC National Bank                                    | 121,343       | 18.66        | 39,019                               | ≥6.00        | 52,025                        | 8.00         | 69,318                                      | 10.66        |
| <b>Common Equity Tier 1 Risk-Based Capital:</b>      |               |              |                                      |              |                               |              |   |              |
| Consolidated   | 124,851       | 19.18        | 29,291                               | ≥4.50        | N/A                           | N/A          | N/A   | N/A          |
| BNC National Bank                                    | 121,343       | 18.66        | 29,264                               | ≥4.50        | 42,271                        | 6.50         | 79,072                                      | 12.16        |
| <b>Tier 1 Leverage Capital:</b>                      |               |              |                                      |              |                               |              |   |              |
| Consolidated   | 139,854       | 12.10        | 46,221                               | ≥4.00        | N/A                           | N/A          | N/A   | N/A          |
| BNC National Bank                                    | 121,343       | 10.51        | 46,179                               | ≥4.00        | 57,724                        | 5.00         | 63,619                                      | 5.51         |
| <b>Tangible Common Equity (to total assets): (a)</b> |               |              |                                      |              |                               |              |   |              |
| Consolidated   | 131,156       | 12.75        | N/A                                  | N/A          | N/A                           | N/A          | N/A   | N/A          |
| BNC National Bank                                    | 127,773       | 12.43        | N/A                                  | N/A          | N/A                           | N/A          | N/A   | N/A          |
| <b>December 31, 2020</b>                             |               |              |                                      |              |                               |              |   |              |
| <b>Total Risk-Based Capital:</b>                     |               |              |                                      |              |                               |              |   |              |
| Consolidated   | \$ 135,496    | 17.88%       | \$ 60,611                            | ≥8.00%       | \$ N/A                        | N/A%         | \$ N/A                                      | N/A%         |
| BNC National Bank                                    | 126,515       | 16.72        | 60,534                               | ≥8.00        | 75,668                        | 10.00        | 50,848                                      | 6.72         |
| <b>Tier 1 Risk-Based Capital:</b>                    |               |              |                                      |              |                               |              |   |              |
| Consolidated   | 126,015       | 16.63        | 45,458                               | ≥6.00        | N/A                           | N/A          | N/A   | N/A          |
| BNC National Bank                                    | 117,046       | 15.47        | 45,401                               | ≥6.00        | 60,534                        | 8.00         | 56,512                                      | 7.47         |
| <b>Common Equity Tier 1 Risk-Based Capital:</b>      |               |              |                                      |              |                               |              |   |              |
| Consolidated   | 111,011       | 14.65        | 34,094                               | ≥4.50        | N/A                           | N/A          | N/A   | N/A          |
| BNC National Bank                                    | 117,046       | 15.47        | 34,050                               | ≥4.50        | 49,184                        | 6.50         | 67,862                                      | 8.97         |
| <b>Tier 1 Leverage Capital:</b>                      |               |              |                                      |              |                               |              |   |              |
| Consolidated   | 126,015       | 11.74        | 42,923                               | ≥4.00        | N/A                           | N/A          | N/A   | N/A          |
| BNC National Bank                                    | 117,046       | 10.92        | 42,872                               | ≥4.00        | 53,590                        | 5.00         | 63,456                                      | 5.92         |
| <b>Tangible Common Equity (to total assets): (a)</b> |               |              |                                      |              |                               |              |   |              |
| Consolidated   | 118,213       | 11.01        | N/A                                  | N/A          | N/A                           | N/A          | N/A   | N/A          |
| BNC National Bank                                    | 124,694       | 11.62        | N/A                                  | N/A          | N/A                           | N/A          | N/A   | N/A          |

(a) Tangible common equity is calculated by dividing common equity, less intangible assets, by total period end assets.

The most recent notifications from the OCC categorized the Bank as “well capitalized” under the regulatory framework for prompt corrective action. Management believes the Bank remains well capitalized through the date for which subsequent events have been evaluated.

## **NOTE 17 – Segment Reporting**

The Company determines reportable segments based on the way that management organizes the segments within the Company for making operating decisions, allocating resources, and assessing performance. The Company has determined that it has three reportable segments: Community Banking, Mortgage Banking and Holding Company.

### **Community Banking**

The Community Banking segment serves the needs of businesses and consumers through 11 locations in North Dakota and Arizona. Within this segment, the following products and services are provided: business and personal loans, commercial real estate loans, SBA loans, business and personal checking, savings products, and cash management, as well as trust and wealth management services and retirement plan administration. These products and services are supported through web and mobile based applications. Revenues for community banking consist primarily of interest earned on loans and debt securities, bankcard fees, loan fees, services charges on deposits and fees for wealth management services.

### **Mortgage Banking**

The Mortgage Banking segment originates residential mortgage loans for the primary purpose of sale on the secondary market. The segment consists of both a consumer direct channel with locations in Kansas and Michigan utilizing internet leads and a call center to originate residential mortgage loans throughout the United States complemented by a relationship based retail channel with 11 locations in North Dakota, Arizona, Kansas, Illinois and Missouri. Revenues for mortgage banking consist primarily of interest earned on mortgage loans held for sale, gains on sales of loans, unrealized gains or losses on mortgage financial instruments, and loan origination fees.

### **Holding Company**

The Holding Company segment represents BNCCORP, the parent company of BNC National Bank. Revenue for the Holding Company segment primarily consists of interest earned on cash and cash equivalents and management fees charged to the Community Banking and Mortgage Banking segments for management services. Interest expense for the Holding Company segment consists of interest expense on the Company's subordinated debentures. Non-interest expense for the segment includes parent company costs for certain centralized functions such as corporate administration, accounting, audit, consulting, and governance.

The Company's operating segments are presented based on its management structure and management accounting practices. The structure and practices are specific to the Company and therefore, the financial results of the Company's business segments are not necessarily comparable with similar information for other financial institutions.

|   | <b>Three Months Ended</b>    |                             |                            |  |                                 |
|---|------------------------------|-----------------------------|----------------------------|--|---------------------------------|
|   | <b>June 30, 2021</b>         |                             |                            |  |                                 |
|   | <b>Community<br/>Banking</b> | <b>Mortgage<br/>Banking</b> | <b>Holding<br/>Company</b> | <b>Intercompany<br/>Eliminations (1)</b> | <b>BNCCORP<br/>Consolidated</b> |
| Interest income                                       | \$ 7,189                     | \$ 803                      | \$ 5                       | \$ 31                                    | \$ 8,028                        |
| Interest expense                                      | 557                          | (36)                        | 60                         | 31                                       | 612                             |
| Net interest income (expense)                         | 6,632                        | 839                         | (55)                       | -  | 7,416                           |
| Provision for credit losses                           | -                            | -                           | -                          | -  | -                               |
| Net interest income after provision for credit losses | 6,632                        | 839                         | (55)                       | -  | 7,416                           |
| Non-interest Income                                   | 2,448                        | 7,787                       | 420                        | (1,024)                                  | 9,631                           |
| Non-interest Expense                                  | 6,030                        | 5,945                       | 613                        | (1,024)                                  | 11,564                          |
| Income (loss) before income taxes                     | 3,050                        | 2,681                       | (248)                      | -  | 5,483                           |
| Income tax expense (benefit)                          | 706                          | 670                         | (60)                       | -  | 1,316                           |
| Net income (loss)                                     | <u>\$ 2,344</u>              | <u>\$ 2,011</u>             | <u>\$ (188)</u>            | <u>\$ -</u>                              | <u>\$ 4,167</u>                 |
| Total Assets at June 30, 2021                         | <u>\$ 916,892</u>            | <u>\$ 111,017</u>           | <u>\$ 19,138</u>           | <u>\$ (18,138)</u>                       | <u>\$ 1,028,909</u>             |

|   | <b>Three Months Ended</b>    |                             |                            |  |                                 |
|---|------------------------------|-----------------------------|----------------------------|--|---------------------------------|
|   | <b>June 30, 2020</b>         |                             |                            |  |                                 |
|   | <b>Community<br/>Banking</b> | <b>Mortgage<br/>Banking</b> | <b>Holding<br/>Company</b> | <b>Intercompany<br/>Eliminations (1)</b> | <b>BNCCORP<br/>Consolidated</b> |
| Interest income                                       | \$ 8,625                     | \$ 1,017                    | \$ 6                       | \$ (77)                                  | \$ 9,571                        |
| Interest expense                                      | 1,016                        | 71                          | 107                        | (77)                                     | 1,117                           |
| Net interest income (expense)                         | 7,609                        | 946                         | (101)                      | -  | 8,454                           |
| Provision for credit losses                           | 1,500                        | -                           | -                          | -  | 1,500                           |
| Net interest income after provision for credit losses | 6,109                        | 946                         | (101)                      | -  | 6,954                           |
| Non-interest Income                                   | 1,816                        | 25,096                      | 514                        | (1,093)                                  | 26,333                          |
| Non-interest Expense                                  | 7,114                        | 7,616                       | 854                        | (1,093)                                  | 14,491                          |
| Income (loss) before income taxes                     | 811                          | 18,426                      | (441)                      | -  | 18,796                          |
| Income tax expense (benefit)                          | 138                          | 4,606                       | (111)                      | -  | 4,633                           |
| Net income (loss)                                     | <u>\$ 673</u>                | <u>\$ 13,820</u>            | <u>\$ (330)</u>            | <u>\$ -</u>                              | <u>\$ 14,163</u>                |
| Total Assets at June 30, 2020                         | <u>\$ 885,031</u>            | <u>\$ 217,869</u>           | <u>\$ 8,931</u>            | <u>\$ (7,878)</u>                        | <u>\$ 1,103,953</u>             |

- (1) Intercompany eliminations remove internal shared service costs for intercompany use of funds to originate mortgage loans held for sale and costs related to internal services rendered to segments by centralized function of the Company such as administration, audit, accounting, compliance, governance, consulting and technology expense.

## Six Months Ended

June 30, 2021

|  | <b>Community<br/>Banking</b> | <b>Mortgage<br/>Banking</b> | <b>Holding<br/>Company</b> | <b>Intercompany<br/>Eliminations (1)</b> | <b>BNCCORP<br/>Consolidated</b> |
|--|------------------------------|-----------------------------|----------------------------|--|---------------------------------|
| Interest income  | \$ 15,752                    | \$ 1,993                    | \$ 15                      | \$ (13)                                  | \$ 17,747                       |
| Interest expense   | 1,170                        | (2)                         | 119                        | (13)                                     | 1,274                           |
| Net interest income (expense)                            | 14,582                       | 1,995                       | (104)                      | -  | 16,473                          |
| Provision for credit losses                              | -                            | -                           | -                          | -  | -                               |
| Net interest income after provision<br>for credit losses | 14,582                       | 1,995                       | (104)                      | -  | 16,473                          |
| Non-interest Income                                      | 4,488                        | 23,840                      | 780                        | (1,987)                                  | 27,121                          |
| Non-interest Expense                                     | 12,323                       | 13,694                      | 1,155                      | (1,987)                                  | 25,185                          |
| Income (loss) before income taxes                        | 6,747                        | 12,141                      | (479)                      | -  | 18,409                          |
| Income tax expense (benefit)                             | 1,555                        | 3,038                       | (116)                      | -  | 4,477                           |
| Net income (loss)  | <u>\$ 5,192</u>              | <u>\$ 9,103</u>             | <u>\$ (363)</u>            | <u>\$ -</u>                              | <u>\$ 13,932</u>                |
| Total Assets at June 30, 2021                            | <u>\$ 916,892</u>            | <u>\$ 111,017</u>           | <u>\$ 19,138</u>           | <u>\$ (18,138)</u>                       | <u>\$ 1,028,909</u>             |

## Six Months Ended

June 30, 2020

|  | <b>Community<br/>Banking</b> | <b>Mortgage<br/>Banking</b> | <b>Holding<br/>Company</b> | <b>Intercompany<br/>Eliminations (1)</b> | <b>BNCCORP<br/>Consolidated</b> |
|--|------------------------------|-----------------------------|----------------------------|--|---------------------------------|
| Interest income  | \$ 17,053                    | \$ 2,041                    | \$ 12                      | \$ (533)                                 | \$ 18,573                       |
| Interest expense   | 2,477                        | 521                         | 230                        | (533)                                    | 2,695                           |
| Net interest income (expense)                            | 14,576                       | 1,520                       | (218)                      | -  | 15,878                          |
| Provision for credit losses                              | 2,050                        | -                           | -                          | -  | 2,050                           |
| Net interest income after provision<br>for credit losses | 12,526                       | 1,520                       | (218)                      | -  | 13,828                          |
| Non-interest Income                                      | 4,574                        | 33,709                      | 938                        | (2,094)                                  | 37,127                          |
| Non-interest Expense                                     | 13,578                       | 13,346                      | 1,668                      | (2,094)                                  | 26,498                          |
| Income (loss) before income taxes                        | 3,522                        | 21,883                      | (948)                      | -  | 24,457                          |
| Income tax expense (benefit)                             | 753                          | 5,471                       | (232)                      | -  | 5,992                           |
| Net income (loss)  | <u>\$ 2,769</u>              | <u>\$ 16,412</u>            | <u>\$ (716)</u>            | <u>\$ -</u>                              | <u>\$ 18,465</u>                |
| Total Assets at June 30, 2020                            | <u>\$ 885,031</u>            | <u>\$ 217,869</u>           | <u>\$ 8,931</u>            | <u>\$ (7,878)</u>                        | <u>\$ 1,103,953</u>             |

- (1) Intercompany eliminations remove internal shared service costs for intercompany use of funds to originate mortgage loans held for sale and costs related to internal services rendered to segments by centralized function of the Company such as administration, audit, accounting, compliance, governance, consulting and technology expense.

# Management's Discussion and Analysis of Financial Condition and Results of Operations

References to "BNCCORP" or "the Company" refer to BNCCORP, INC. and its consolidated subsidiaries, collectively; references to "the Bank" only refer to BNC National Bank. Where not otherwise indicated below, financial condition and results of operations discussed are of BNCCORP, INC.

## Comparison of Results for the Three Months Ended June 30, 2021, and 2020

### Summary for the Three Months Ended June 30, 2021, and 2020

Net income was \$4.2 million, or \$1.17 per diluted share, for the quarter ended June 30, 2021. This compared to net income of \$14.2 million, or \$3.97 per diluted share, in the same period of 2020.

Net interest income for the second quarter of 2021 was \$7.4 million, a decrease of \$1.0 million, or 12.3%, from \$8.5 million in the second quarter of 2020. The decrease primarily reflected lower loan and debt security balances, yields and PPP fees, offset by lower cost of deposits and borrowing, and a reduction in certificates of deposit. The net interest margin for the current period decreased to 2.72% from 3.30% a year ago.

Interest income decreased by \$1.6 million, or 16.1%, for the quarter ended June 30, 2021, to \$8.0 million in 2021, compared to \$9.6 million for the second quarter of 2020. The decrease is the result of lower loan balances, yields and PPP fees in addition to lower balances and yields on debt securities. The yield on average interest-earning assets was 2.95% in the second quarter of 2021, compared to 3.72% in the 2020 second quarter.

The average balance of interest-earning assets in the 2021 second quarter increased by \$59.9 million versus the same period of 2020, primarily due to a \$132.9 million increase in interest-bearing cash offset by decreases in average loans held for sale, loans held for investment including PPP loans, and debt securities. Interest income for loans held for investment decreased \$949 thousand with \$512 thousand due to a reduction in PPP fees. The average balance of loans held for investment decreased by \$22.3 million with PPP loans accounting for \$10.0 million of the decrease. The average balance of mortgage loans held for sale was \$117.3 million, \$13.2 million lower than the same period of 2020. Interest income from loans held for sale decreased \$214 thousand due to lower average balances and a lower average yield on loans held for sale due to the year-over-year decrease in mortgage rates. The average balance of debt securities in the second quarter of 2021 was \$169.9 million, \$35.8 million lower than in the second quarter of 2020, resulting in a \$416 thousand decrease in interest income.

Interest expense in the second quarter of 2021 was \$612 thousand, a decrease of \$505 thousand, or 45.2%, from the 2020 period. The cost of interest-bearing liabilities was 0.30% during the quarter, compared to 0.56% in the same period of 2020. The cost of core deposits in the second quarters of 2021 and 2020 was 0.22% and 0.42%, respectively.

At June 30, 2021, credit metrics remained stable with \$2.6 million of nonperforming assets, representing a 0.25% nonperforming assets-to-total-asset ratio, compared to 0.24% at December 31, 2020. The Company did not record a provision for credit losses in the second quarter of 2021, compared to a \$1.5 million provision recorded in the second quarter of 2020. The Company continues to monitor the loan portfolio and will prudently evaluate its allowance for credit losses as appropriate.

Non-interest income for the second quarter of 2021 was \$9.6 million, a decrease of \$16.7 million, from \$26.3 million in the 2020 second quarter. Mortgage banking revenues were \$7.8 million in the second quarter of 2021, compared to \$25.1 million in the second quarter of 2020. The decrease was driven by the expected cyclical transition to purchase originations versus refinance activity in the prior-year period. This resulted in lower mortgage banking origination activity and margins relative to the historically high margins of the prior year. In the second quarter of 2021, BNC funded 1,499 mortgage loans with combined balances of \$536.3 million, compared to 2,029 mortgage loans with combined balances of \$743.9 million in the second quarter of 2020. Wealth management revenues increased \$127 thousand, or 30.7%, as assets under administration increased relative to the 2020 period. There were no gains on sales of debt securities in the second quarter of 2021, compared to gains of \$153 thousand in the same

period of 2020. During the quarter, the Company closed the sale of its Golden Valley, Minnesota, branch and recorded a gain of \$589 thousand.

Non-interest expense for the second quarter of 2021 decreased \$2.9 million, or 20.2%, to \$11.6 million, from \$14.5 million in the second quarter of 2020. Non-interest expenses related to lower mortgage operations activity decreased by \$1.7 million, or 21.9%, as management adjusted the scale of operations based on the marketplace opportunity. Full-time equivalent employees related to mortgage operations were 139 at June 30, 2021, compared to 166 at December 31, 2020. Combined expenses for community banking and the holding company decreased by \$1.3 million, or 16.6%, compared to the 2020 period primarily due to reduced salaries and incentive compensation.

In the second quarter of 2021, income tax expense was \$1.3 million, compared to \$4.6 million in the second quarter of 2020. The effective tax rate was 24.0% in the second quarter of 2021, compared to 24.7% in the same period of 2020.

### **Summary for the Six Months Ended June 30, 2021, and 2020**

Net income was \$13.9 million, or \$3.90 per diluted share, for the six months ended June 30, 2021. This compared to net income of \$18.5 million, or \$5.18 per diluted share, in the first six months of 2020.

Net interest income in the first half of 2021 was \$16.5 million, an increase of \$595 thousand, or 3.7%, from \$15.9 million in 2020. The increase was a result of increases in loans held for sale and held for investment, including PPP loans and fees, lower balances and yields of debt securities and reduced cost of deposits and borrowings. Net interest margin decreased to 3.13% in the 2021 six-month period, compared to 3.29% in 2020.

Interest income decreased \$826 thousand, or 4.4%, to \$17.7 million for the six-month period of 2021, compared to \$18.6 million in 2020. The decrease is the result of the impact of higher average loan balances, including PPP loans and fees, offset by a reduction in loan yields. Additionally, interest income from debt securities decreased due to lower balances and yields. The yield on average interest-earning assets was 3.37% in the 2021 six-month period, compared to 3.85% in 2020.

The average balance of interest-earning assets in the first half of 2021 increased by \$89.5 million versus the same period of 2020, primarily due to an increase in interest-bearing cash, loans held for sale and loans held for investment including PPP loans, offset by decreased average debt securities. The average balance of loans held for investment increased by \$23.2 million, driven primarily by increases in PPP loans, yielding \$404 thousand of additional interest income. PPP loan fees increased \$1.3 million in the 2021 six-month period compared to 2020. The average balance of mortgage loans held for sale was \$158.4 million, \$31.8 million higher than the same period of 2020. Interest income from loans held for sale decreased \$48 thousand as the higher average balance was offset by a lower average yield due to the year-over-year decrease in mortgage rates. The average balance of debt securities in the first half of 2021 was \$174.5 million, \$53.9 million lower than in the first half of 2020. Combined with lower average yields, this resulted in a \$1.2 million decrease in interest income.

Interest expense in the first half of 2021 was \$1.3 million, a decrease of \$1.4 million, or 52.7%, from the 2020 period. The cost of interest-bearing liabilities was 0.33% in the first six months, compared to 0.72% in the same period of 2020. The cost of core deposits in the first six months of 2021 and 2020 was 0.24% and 0.55%, respectively.

At June 30, 2021, credit metrics remained stable with \$2.6 million of nonperforming assets, representing a 0.25% nonperforming assets-to-total-assets ratio, compared to 0.24% at December 31, 2020. The Company did not record a provision for credit losses in the first six months of 2021, compared to a \$2.1 million provision recorded in the first six months of 2020. The Company continues to monitor the loan portfolio and will prudently evaluate its allowance for credit losses as appropriate.

Non-interest income for the 2021 six months was \$27.1 million, compared to \$37.1 million in 2020. Mortgage banking revenues were \$23.8 million in the first half of 2021, a decrease of \$9.9 million, or 29.3%, compared to \$33.7 million in the first half of 2020. The decrease was largely due to lower margins, relative to the historic high margins of the prior year, and the mortgage pipeline decrease during 2021 as refinance activity shifted to home

purchase originations. In the first half of 2021, BNC funded 3,925 mortgage loans with combined balances of \$1.4 billion, compared to 3,429 mortgage loans with combined balances of \$1.2 billion in the first half of 2020. Wealth management revenues increased \$231 thousand, or 27.0%, as assets under administration increased relative to the 2020 period. There were no gains on sales of debt securities in the 2021 period, compared to gains of \$1.1 million in 2020. The sale of SBA loans resulted in gains on sales of loans of \$96 thousand, while other non-interest income increased \$720 thousand as the Company closed on the sale of its Golden Valley, Minnesota, branch and received a Small Business Investment Company (SBIC) profit distribution. Gains on sales of assets and distributions from SBIC's can vary significantly from period to period.

Non-interest expense for the first six months of 2021 decreased \$1.3 million, or 5.0%, to \$25.2 million, from \$26.5 million in 2020. Non-interest expenses related to mortgage operations increased by \$348 thousand while combined expenses for the community banking and holding company segments decreased by \$1.8 million, or 11.6%, compared to the 2020 period.

During the six-month period ended June 30, 2021, income tax expense was \$4.5 million, compared to \$6.0 million in the first half of 2020. The effective tax rate was 24.3% in the first half of 2021, compared to 24.5% in the same period of 2020.

## Net Interest Income

The following table presents average balance sheet information, yields on interest-earning assets and costs on interest-bearing liabilities (dollars are in thousands):

|  | Three Months Ended June 30, |                         |                       |                     |                         |                       |                  |                         |                       |     |
|--|-----------------------------|-------------------------|-----------------------|---------------------|-------------------------|-----------------------|------------------|-------------------------|-----------------------|-----|
|  | 2021                        |                         |                       | 2020                |                         |                       | Change           |                         |                       |     |
|  | Average Balance             | Interest Earned or Owed | Average Yield or Cost | Average Balance     | Interest Earned or Owed | Average Yield or Cost | Average Balance  | Interest Earned or Owed | Average Yield or Cost |     |
| <b>Interest-earning assets</b>         |                             |                         |                       |                     |                         |                       |                  |                         |                       |     |
| Cash and cash equivalents              | \$ 245,193                  | \$ 60                   | 0.10%                 | \$ 112,287          | \$ 26                   | 0.09%                 | \$ 132,906       | \$ 34                   | 0.01%                 | (a) |
| FHLB Stock                             | 1,307                       | 10                      | 3.14%                 | 1,158               | 8                       | 2.87%                 | 149              | 2                       | 0.27%                 |     |
| Federal Reserve Stock                  | 1,807                       | 27                      | 6.10%                 | 1,807               | 27                      | 6.08%                 | -                | -                       | 0.02%                 |     |
| Debt securities – taxable              | 163,277                     | 779                     | 1.91%                 | 199,148             | 1,195                   | 2.41%                 | (35,871)         | (416)                   | -0.50%                | (b) |
| Debt securities – tax exempt           | 6,578                       | 58                      | 3.54%                 | 6,520               | 58                      | 3.59%                 | 58               | -                       | -0.05%                | (b) |
| Loans held for sale – mortgage banking | 117,259                     | 803                     | 2.75%                 | 130,461             | 1,017                   | 3.13%                 | (13,202)         | (214)                   | -0.38%                | (c) |
| Loans held for investment              | 566,647                     | 6,291                   | 4.45%                 | 588,909             | 7,240                   | 4.89%                 | (22,262)         | (949)                   | -0.44%                | (d) |
| Allowance for loan losses              | (10,286)                    | -                       | 0.00%                 | (8,406)             | -                       | 0.00%                 | (1,880)          | -                       | 0.00%                 |     |
| Total interest-earning assets          | <u>\$ 1,091,782</u>         | <u>\$ 8,028</u>         | 2.95%                 | <u>\$ 1,031,884</u> | <u>\$ 9,571</u>         | 3.72%                 | <u>\$ 59,898</u> | <u>\$ (1,543)</u>       | -0.77%                |     |
| <b>Interest-bearing liabilities</b>    |                             |                         |                       |                     |                         |                       |                  |                         |                       |     |
| Interest checking and money market     | \$ 652,415                  | \$ 345                  | 0.21%                 | \$ 584,695          | \$ 356                  | 0.24%                 | \$ 67,720        | \$ (11)                 | -0.03%                | (e) |
| Savings                                | 47,146                      | 5                       | 0.04%                 | 38,215              | 5                       | 0.05%                 | 8,931            | -                       | -0.01%                | (e) |
| Certificates of deposit                | 98,655                      | 201                     | 0.82%                 | 149,771             | 647                     | 1.72%                 | (51,116)         | (446)                   | -0.90%                | (e) |
| Total interest-bearing deposits        | 798,216                     | 551                     | 0.28%                 | 772,681             | 1,008                   | 0.52%                 | 25,535           | (457)                   | -0.24%                |     |
| Short-term borrowings                  | 2,558                       | 1                       | 0.16%                 | 7,245               | 3                       | 0.18%                 | (4,687)          | (2)                     | -0.02%                | (f) |
| Federal Home Loan Bank advances        | -                           | -                       | 0.00%                 | -                   | -                       | 0.00%                 | -                | -                       | 0.00%                 |     |
| Subordinated debentures                | 15,003                      | 60                      | 1.61%                 | 15,005              | 106                     | 2.82%                 | (2)              | (46)                    | -1.21%                |     |
| Total borrowings                       | 17,561                      | 61                      | 1.42%                 | 22,250              | 109                     | 1.95%                 | (4,689)          | (48)                    | -0.53%                |     |
| Total interest-bearing liabilities     | <u>\$ 815,777</u>           | <u>612</u>              | 0.30%                 | <u>\$ 794,931</u>   | <u>1,117</u>            | 0.56%                 | <u>\$ 20,846</u> | <u>(505)</u>            | -0.26%                |     |
| Net interest income/spread             |                             | <u>\$ 7,416</u>         | 2.65%                 |                     | <u>\$ 8,454</u>         | 3.16%                 |                  | <u>\$ (1,038)</u>       | -0.51%                |     |
| Net interest margin                    |                             |                         | 2.72%                 |                     |                         | 3.30%                 |                  |                         | -0.58%                |     |
| Notation:                              |                             |                         |                       |                     |                         |                       |                  |                         |                       |     |
| Non-interest-bearing deposits          | \$ 192,060                  | -                       | 0.00%                 | \$ 178,264          | -                       | 0.00%                 | \$ 13,796        | -                       | 0.00%                 | (e) |
| Total deposits                         | <u>\$ 990,276</u>           | <u>\$ 550</u>           | 0.22%                 | <u>\$ 950,945</u>   | <u>\$ 1,008</u>         | 0.42%                 | <u>\$ 39,331</u> | <u>\$ (458)</u>         | -0.20%                |     |
| Taxable equivalents:                   |                             |                         |                       |                     |                         |                       |                  |                         |                       |     |
| Total interest-earning assets          | \$ 1,091,781                | \$ 8,078                | 2.97%                 | \$ 1,031,884        | \$ 9,611                | 3.71%                 | \$ 59,897        | \$ (1,533)              | -0.74%                |     |
| Net interest income/spread             | -                           | \$ 7,467                | 2.67%                 | -                   | \$ 8,493                | 3.15%                 | -                | \$ (1,026)              | -0.48%                |     |
| Net interest margin                    | -                           | -                       | 2.74%                 | -                   | -                       | 3.27%                 | -                | -                       | -0.53%                |     |

- Cash balances can fluctuate from period to period based on liquidity sources and uses of the business.
- Average debt securities balances have decreased as debt securities were liquidated in 2020 to support the increase in loan activity.
- The average balance of loans held for sale decreased in the second quarter of 2021 as mortgage origination activity began to moderate when compared to the second quarter of 2020.
- The decrease in average PPP loans contributed \$10.0 million of the \$22.3 million decrease in the average balances when compared to the second quarter of 2020.
- Overall, average deposit balances increased due to growth in the Company's North Dakota branches in addition to PPP lending activity, the maintenance of liquidity by customers, and government stimulus payments. The increase in interest checking and money market has been partially offset by a decrease in certificates of deposit as the Bank has reduced rates offered on new certificates of deposit
- Short-term borrowings decreased based on customer's use of repurchase agreements.

**Six Months Ended June 30,**

|  | 2021                |                         |                       | 2020              |                         |                       | Change           |                         |                       |
|--|---------------------|-------------------------|-----------------------|-------------------|-------------------------|-----------------------|------------------|-------------------------|-----------------------|
|  | Average Balance     | Interest Earned or Owed | Average Yield or Cost | Average Balance   | Interest Earned or Owed | Average Yield or Cost | Average Balance  | Interest Earned or Owed | Average Yield or Cost |
| <b>Interest-earning assets</b>         |                     |                         |                       |                   |                         |                       |                  |                         |                       |
| Cash and cash equivalents              | \$ 161,115          | \$ 74                   | 0.09%                 | \$ 70,772         | \$ 71                   | 0.20%                 | \$ 90,343        | \$ 3                    | -0.11% (a)            |
| FHLB Stock                             | 1,281               | 20                      | 3.17%                 | 1,215             | 20                      | 3.23%                 | 66               | -                       | -0.06%                |
| Federal Reserve Stock                  | 1,807               | 54                      | 6.05%                 | 1,807             | 54                      | 6.03%                 | -                | -                       | 0.02%                 |
| Debt securities – taxable              | 167,864             | 1,606                   | 1.93%                 | 221,798           | 2,790                   | 2.53%                 | (53,934)         | (1,184)                 | -0.60% (b)            |
| Debt securities – tax exempt           | 6,629               | 116                     | 3.54%                 | 6,571             | 117                     | 3.57%                 | 58               | (1)                     | -0.03% (b)            |
| Loans held for sale – mortgage banking | 158,447             | 1,992                   | 2.54%                 | 126,603           | 2,040                   | 3.23%                 | 31,844           | (48)                    | -0.69% (c)            |
| Loans held for investment              | 573,579             | 13,885                  | 4.88%                 | 550,379           | 13,481                  | 4.93%                 | 23,200           | 404                     | -0.05% (d)            |
| Allowance for loan losses              | (10,296)            | -                       | 0.00%                 | (8,206)           | -                       | 0.00%                 | (2,090)          | -                       | 0.00%                 |
| Total interest-earning assets          | <u>\$ 1,060,426</u> | <u>\$ 17,747</u>        | <u>3.37%</u>          | <u>\$ 970,939</u> | <u>\$ 18,573</u>        | <u>3.85%</u>          | <u>\$ 89,487</u> | <u>\$ (826)</u>         | <u>-0.48%</u>         |
| <b>Interest-bearing liabilities</b>    |                     |                         |                       |                   |                         |                       |                  |                         |                       |
| Interest checking and money market     | \$ 615,686          | \$ 687                  | 0.22%                 | \$ 541,555        | \$ 1,020                | 0.38%                 | \$ 74,131        | \$ (333)                | -0.16% (e)            |
| Savings                                | 45,681              | 9                       | 0.04%                 | 37,014            | 12                      | 0.06%                 | 8,667            | (3)                     | -0.02% (e)            |
| Certificates of deposit                | 104,851             | 455                     | 0.88%                 | 156,186           | 1,415                   | 1.82%                 | (51,335)         | (960)                   | -0.94% (e)            |
| Total interest-bearing deposits        | 766,218             | 1,151                   | 0.30%                 | 734,755           | 2,447                   | 0.67%                 | 31,463           | (1,296)                 | -0.37%                |
| Short-term borrowings                  | 3,606               | 3                       | 0.17%                 | 6,204             | 6                       | 0.20%                 | (2,598)          | (3)                     | -0.03% (f)            |
| Federal Home Loan Bank advances        | 990                 | 1                       | 0.30%                 | 1,343             | 12                      | 1.79%                 | (353)            | (11)                    | -1.49%                |
| Subordinated debentures                | 15,003              | 119                     | 1.60%                 | 15,006            | 230                     | 3.04%                 | (3)              | (111)                   | -1.44%                |
| Total borrowings                       | 19,599              | 123                     | 1.28%                 | 22,553            | 248                     | 2.21%                 | (2,954)          | (125)                   | -0.93%                |
| Total interest-bearing liabilities     | <u>\$ 785,817</u>   | <u>1,274</u>            | <u>0.33%</u>          | <u>\$ 757,308</u> | <u>2,695</u>            | <u>0.72%</u>          | <u>\$ 28,509</u> | <u>(1,421)</u>          | <u>-0.39%</u>         |
| Net interest income/spread             |                     | <u>\$ 16,473</u>        | 3.05%                 |                   | <u>\$ 15,878</u>        | 3.12%                 |                  | <u>\$ 595</u>           | -0.07%                |
| Net interest margin                    |                     |                         | 3.13%                 |                   |                         | 3.29%                 |                  |                         | -0.16%                |
| Notation:                              |                     |                         |                       |                   |                         |                       |                  |                         |                       |
| Non-interest-bearing deposits          | \$ 190,385          | -                       | 0.00%                 | \$ 156,711        | -                       | 0.00%                 | \$ 33,674        | -                       | 0.00% (e)             |
| Total deposits                         | <u>\$ 956,603</u>   | <u>\$ 1,150</u>         | <u>0.24%</u>          | <u>\$ 891,466</u> | <u>\$ 2,447</u>         | <u>0.55%</u>          | <u>\$ 65,137</u> | <u>\$ (1,297)</u>       | <u>-0.31%</u>         |
| Taxable equivalents:                   |                     |                         |                       |                   |                         |                       |                  |                         |                       |
| Total interest-earning assets          | \$ 1,060,426        | \$ 17,848               | 3.39%                 | \$ 970,939        | \$ 18,678               | 3.87%                 | \$ 89,487        | \$ (830)                | -0.48%                |
| Net interest income/spread             | -                   | \$ 16,575               | 3.07%                 | -                 | \$ 15,982               | 3.15%                 | -                | \$ 593                  | -0.08%                |
| Net interest margin                    | -                   | -                       | 3.14%                 | -                 | -                       | 3.32%                 | -                | -                       | -0.18%                |

- (a) Cash balances can fluctuate from period to period based on liquidity sources and uses of the business.
- (b) Average debt securities balances have decreased as debt securities were liquidated in 2020 to support the increase in loan activity.
- (c) The average balance of loans held for sale increased in the first half of 2021 due to higher average balances in the first quarter of 2021.
- (d) The increase in average PPP loans contributed \$24.8 million of the \$23.2 million increase in the average balances when compared to the first half of 2020.
- (e) Overall, average deposit balances increased due to growth in the Company's North Dakota branches in addition to PPP lending activity, the maintenance of liquidity by customers, and government stimulus payments. The increase in interest checking and money market has been partially offset by a decrease in certificates of deposit as the Bank has reduced rates offered on new certificates of deposit
- (f) Short-term borrowings decreased based on customers use of repurchase agreements.

## Non-interest Income

The following table presents the major categories of the Company's non-interest income (dollars are in thousands):

|  | Three Months Ended |                  | Increase           |         | Six Months Ended |                  | Increase           |             |
|--|--------------------|------------------|--------------------|---------|------------------|------------------|--------------------|-------------|
|  | June 30,           |                  | (Decrease)         |         | June 30,         |                  | (Decrease)         |             |
|  | 2021               | 2020             | \$                 | %       | 2021             | 2020             | \$                 | %           |
| Bank charges and service fees          | \$ 571             | \$ 549           | \$ 22              | 4 %     | \$ 1,125         | \$ 1,180         | \$ (55)            | (5) % (a)   |
| Wealth management revenues             | 541                | 414              | 127                | 31 %    | 1,086            | 855              | 231                | 27 % (b)    |
| Mortgage banking revenues              | 7,789              | 25,098           | (17,309)           | (69) %  | 23,847           | 33,714           | (9,867)            | (29) % (c)  |
| (Losses) gains on sales of loans, net  | (1)                | -                | (1)                | - %     | 96               | 3                | 93                 | 3,100 % (d) |
| Gains on sales of debt securities, net | -                  | 153              | (153)              | (100) % | -                | 1,128            | (1,128)            | (100) % (e) |
| Other                                  | 731                | 119              | 612                | 514 %   | 967              | 247              | 720                | 291 % (f)   |
| Total non-interest income              | <u>\$ 9,631</u>    | <u>\$ 26,333</u> | <u>\$ (16,702)</u> | (63) %  | <u>\$ 27,121</u> | <u>\$ 37,127</u> | <u>\$ (10,006)</u> | (27) %      |

- (a) Bank charges and service fees decreased primarily due to decreases in letter of credit fees, loan servicing revenue, and overdraft charges partially offset by increases in commercial non-use fees and ATM income.
- (b) Wealth management revenues increased as assets under administration and management increased relative to the 2020.
- (c) Mortgage banking revenues decreased due to lower margins, relative to the historic high margins of the prior year, and decrease in mortgage production due to the shift from refinance to home purchase originations.
- (d) Gains on sale of loans can vary significantly from period to period.
- (e) Gains and losses on sales of debt securities may vary significantly from period to period as the Company manages liquidity needs and the risk and return profile of its debt securities portfolio.
- (f) Increases are primarily due to a SBIC profit distribution and closing on the sale of the Company's Golden Valley, Minnesota, branch.

## Non-interest Expense

The following table presents the major categories of the Company's non-interest expense (dollars are in thousands):

|                                | Three Months Ended |                  | Increase          |        | Six Months Ended |                  | Increase          |            |
|--------------------------------|--------------------|------------------|-------------------|--------|------------------|------------------|-------------------|------------|
|                                | June 30,           |                  | (Decrease)        |        | June 30,         |                  | (Decrease)        |            |
|                                | 2021               | 2020             | \$                | %      | 2021             | 2020             | \$                | %          |
| Salaries and employee benefits | \$ 6,005           | \$ 7,961         | \$ (1,956)        | (25) % | \$ 13,619        | \$ 14,272        | \$ (653)          | (5) % (a)  |
| Professional services          | 1,567              | 1,842            | (275)             | (15) % | 3,339            | 3,120            | 219               | 7 % (b)    |
| Data processing fees           | 1,074              | 1,199            | (125)             | (10) % | 2,239            | 2,323            | (84)              | (4) %      |
| Marketing and promotion        | 977                | 1,543            | (566)             | (37) % | 1,976            | 2,969            | (993)             | (33) % (c) |
| Occupancy                      | 524                | 523              | 1                 | - %    | 1,074            | 1,058            | 16                | 2 %        |
| Regulatory costs               | 118                | 49               | 69                | 141 %  | 233              | 105              | 128               | 122 % (d)  |
| Depreciation and amortization  | 316                | 358              | (42)              | (12) % | 644              | 714              | (70)              | (10) % (e) |
| Office supplies and postage    | 113                | 116              | (3)               | (3) %  | 246              | 250              | (4)               | (2) %      |
| Other                          | 870                | 900              | (30)              | (3) %  | 1,815            | 1,687            | 128               | 8 % (f)    |
| Total non-interest expense     | <u>\$ 11,564</u>   | <u>\$ 14,491</u> | <u>\$ (2,927)</u> | (20) % | <u>\$ 25,185</u> | <u>\$ 26,498</u> | <u>\$ (1,313)</u> | (5) %      |
| Efficiency ratio               | <u>67.8%</u>       | <u>41.7%</u>     |                   |        | <u>57.8%</u>     | <u>50.0%</u>     |                   |            |

- (a) Salaries and employee benefits decreased primarily due to lower salaries and incentive compensation.
- (b) Professional services expense for the six-month period increased primarily due to increased mortgage loan closing costs and higher consulting fees partially offset by reductions in audit and legal expenses.
- (c) Marketing and promotion decreased due to lower mortgage banking lead costs.
- (d) Regulatory costs increased due to an increase in FDIC assessments as the Bank had no FDIC assessment expense in the comparable 2020 period due to utilization of credits.
- (e) Depreciation and amortization decreased primarily as a result of impairment charges on a branch location in 2020 along with other assets that have now fully depreciated.
- (f) Other expenses increased primarily due to an increased provisions to the reserve for mortgage banking obligations, correspondent bank charges, and travel expense being partially offset by a reduction in recruitment cost for mortgage banking operations support staff.

## Mortgage Banking Division Selected Data

The following table sets forth information related to mortgage banking products funded and sold with servicing released by the Bank. The following selected data is not intended to be interpreted as a statement of profit and loss as it excludes interest income, interest expense, shared service expenses, and tax expense (dollars in thousands).

|  | Three Months Ended |            | Six Months Ended |              |
|--|--------------------|------------|------------------|--------------|
|  | June 30,           |            | June 30,         |              |
|  | 2021               | 2020       | 2021             | 2020         |
| Number of funded mortgage loans held for sale  | 1,499              | 2,029      | 3,925            | 3,429        |
| Mortgage loans held for sale funded  | \$ 536,301         | \$ 743,965 | \$ 1,411,072     | \$ 1,249,046 |
| Average loans held for sale-mortgage banking   | \$ 117,259         | \$ 130,461 | \$ 158,447       | \$ 126,603   |
| Loans held for sale-mortgage banking   | \$ 104,001         | \$ 195,330 | \$ 104,001       | \$ 195,330   |
| Non-Interest Income:   |                    |            |                  |              |
| Gains on sale of loans held for sale, net of commission expense  | \$ 11,486          | \$ 10,386  | \$ 38,720        | \$ 17,861    |
| Change in fair value of mortgage banking instruments (1)   | \$ (3,697)         | \$ 14,712  | \$ (14,873)      | \$ 15,853    |
| (1) Includes changes in fair value of mortgage commitments, hedge instruments, and loans held for sale |                    |            |                  |              |

The Company's mortgage banking division originates and sells a variety of conventional and government sponsored mortgage loan products with servicing released through two primary channels. The retail channel is predominantly relationship driven with originators capitalizing on local relationships to originate loans through four retail bank branches and seven Midwest retail mortgage locations. The consumer direct channel is a nationwide mortgage platform operating from locations in Overland Park, Kansas, and Farmington Hills, Michigan, that uses a call center with internet sales focused on both purchase and refinance transactions.

The low interest rate environment that began late in 2019 and continued throughout 2020, generated a significant increase in mortgage loan activity. Mortgage interest rates during the first half of 2021 were lower relative to the prior year period. As mortgage interest rates increased during the first quarter of 2021, mortgage origination activity began to moderate in the second quarter of 2021 and the Company's mortgage banking division began to transition from capitalizing on the refinancing opportunity of last year to supporting its mortgage customers' financing of home purchases. Non-interest income includes gains on the sale of loans, changes in the fair value of loans held for sale and loans in the various stages of processing prior to funding (net of commission expense) and hedge instruments.

## Income Taxes

In the second quarter of 2021, the Company recorded income tax expense of \$1.3 million, which resulted in an effective tax rate of 24.0% for the quarter. Income tax expense of \$4.6 million was recognized during the second quarter of 2020, which resulted in an effective tax rate of 24.7%.

During the six-month period ended June 30, 2021, income tax expense was \$4.5 million, compared to \$6.0 million in the first six months of 2020. The effective tax rate was 24.3% in the first six months of 2020, compared to 24.5% in the same period of 2020.

## Comparison of Financial Condition at June 30, 2021 and December 31, 2020

### Assets

The following table presents the Company's assets by category (dollars are in thousands):

|   | June 30,  |                  | December 31, |                  | Increase (Decrease) |                 |              |
|---|-----------|------------------|--------------|------------------|---------------------|-----------------|--------------|
|   | 2021      |                  | 2020         |                  | \$                  | %               |              |
| Cash and cash equivalents                             | \$        | 152,310          | \$           | 12,443           | \$                  | 139,867         | 1,124 % (a)  |
| Debt securities available for sale                    |           | 186,326          |              | 183,717          |                     | 2,609           | 1 %          |
| Federal Reserve Bank and Federal Home Loan Bank stock |           | 3,114            |              | 4,201            |                     | (1,087)         | (26) % (b)   |
| Loans held for sale-mortgage banking                  |           | 104,001          |              | 250,083          |                     | (146,082)       | (58) % (c)   |
| Loans held for investment, net                        |           | 543,994          |              | 570,890          |                     | (26,896)        | (5) % (d)    |
| Allowance for credit losses                           |           | (10,293)         |              | (10,324)         |                     | 31              | - %          |
| Premises and equipment, net                           |           | 12,916           |              | 14,398           |                     | (1,482)         | (10) %       |
| Operating lease right of use asset                    |           | 2,199            |              | 2,451            |                     | (252)           | (10) %       |
| Accrued interest receivable                           |           | 3,319            |              | 4,721            |                     | (1,402)         | (30) % (e)   |
| Other assets  |           | 31,023           |              | 41,551           |                     | (10,528)        | (25) % (f)   |
| <b>Total assets</b>                                   | <b>\$</b> | <b>1,028,909</b> | <b>\$</b>    | <b>1,074,131</b> | <b>\$</b>           | <b>(45,222)</b> | <b>(4) %</b> |

- (a) Cash balances can fluctuate from period to period based on liquidity sources and uses of the business.
- (b) Federal Reserve Bank and FHLB stock will vary based on the Company's utilization of FHLB advances.
- (c) Loans held for sale decreased as mortgage origination activity began to moderate in the first half of 2021.
- (d) Loans held for investment decreased primarily due to loan reductions as a result of the excess liquidity in the marketplace and the Golden Valley, Minnesota, branch sale.
- (e) Accrued interest receivable decreased as the Bank's borrowers resume payments that were previously deferred in 2020 on loans modified to provide assistance under Section 4013 of the CARES Act.
- (f) Other assets decreased primarily due to a reduction in the fair value of mortgage banking instruments.

### Loan Participations

Pursuant to the Company's lending policy, loans may not exceed 85 percent of the Bank's legal lending limit (except to the extent collateralized by U.S. Treasury securities or Bank deposits) unless the Bank's Chief Credit Officer or the Executive Credit Committee grant prior approval. To accommodate creditworthy customers whose financing needs exceed lending limits and internal restrictions, the Bank sells loan participations to outside participants without recourse. Loan participations sold on a nonrecourse basis to outside financial institutions were \$117.6 million as of June 30, 2021, and \$130.4 million as of December 31, 2020. The sales of participations are accounted for pursuant to FASB ASC 860, *Transfers and Servicing*.

### Concentrations of Credit

The following table summarizes the locations and balances of the Company's borrowers (dollars are in thousands):

|  | June 30, 2021     |              | December 31, 2020 |              |
|--|-------------------|--------------|-------------------|--------------|
|  | \$                | %            | \$                | %            |
| North Dakota                                 | \$ 356,195        | 65 %         | \$ 378,793        | 66 %         |
| Arizona                                      | 116,455           | 21           | 121,797           | 21           |
| Minnesota                                    | 25,361            | 5            | 30,599            | 6            |
| Other  | 46,524            | 9            | 39,942            | 7            |
| <b>Total gross loans held for investment</b> | <b>\$ 544,535</b> | <b>100 %</b> | <b>\$ 571,131</b> | <b>100 %</b> |

The Company's borrowers use loan proceeds for projects in various geographic areas. The following table summarizes the locations and balances where borrowers are using loan proceeds (dollars are in thousands):

|                                       | <b>June 30, 2021</b> |              | <b>December 31, 2020</b> |              |
|---------------------------------------|----------------------|--------------|--------------------------|--------------|
| North Dakota                          | \$ 317,667           | 58 %         | \$ 331,824               | 58 %         |
| Arizona                               | 149,737              | 27           | 153,264                  | 27           |
| California                            | 19,474               | 4            | 18,369                   | 3            |
| Minnesota                             | 15,053               | 3            | 25,348                   | 5            |
| Colorado                              | 13,650               | 3            | 13,858                   | 3            |
| Ohio                                  | 7,285                | 1            | 7,357                    | 1            |
| South Dakota                          | 7,728                | 1            | 7,552                    | 1            |
| Other                                 | 13,941               | 3            | 13,559                   | 2            |
| Total gross loans held for investment | <u>\$ 544,535</u>    | <u>100 %</u> | <u>\$ 571,131</u>        | <u>100 %</u> |

Loans held for investment are concentrated geographically in the Company's core markets of North Dakota and Arizona, and comprise 58% and 27% of the Company's total loan portfolio, respectively. The North Dakota economy is influenced by the energy and agriculture industries. Legislation and other factors negatively impacting energy prices could present potential challenges to credit quality in North Dakota. Potential drought conditions, fluctuating input costs and lower commodity prices in the agriculture industry also present potential credit risks in North Dakota. The Arizona economy is influenced by the leisure and travel industries. An extended slowdown in these industries may negatively impact credit quality in Arizona. BNC's portfolio is constructed of various sized loans spread over a large number of industry sectors, although the Company manages meaningful concentrations of loans in hospitality and commercial real estate.

The following table approximates the Company's significant concentrations by industry, excluding PPP loans (dollars are in thousands):

|   | <b>June 30, 2021</b> |              | <b>December 31, 2020</b> |              |
|---|----------------------|--------------|--------------------------|--------------|
| Non-owner occupied commercial real estate – not otherwise categorized | \$ 149,111           | 30 %         | \$ 143,361               | 28 %         |
| Hotels  | 75,402               | 15           | 76,335                   | 15           |
| Consumer, not otherwise categorized                                   | 74,460               | 15           | 76,363                   | 15           |
| Healthcare and social assistance                                      | 32,628               | 7            | 37,632                   | 7            |
| Agriculture, forestry, fishing and hunting                            | 28,690               | 6            | 27,321                   | 5            |
| Retail trade  | 22,341               | 5            | 26,129                   | 5            |
| Non-hotel accommodation and food service                              | 21,635               | 5            | 23,530                   | 5            |
| Transportation and warehousing  | 20,960               | 4            | 24,897                   | 5            |
| Mining, oil and gas extraction  | 11,797               | 2            | 20,223                   | 4            |
| Construction contractors  | 10,891               | 2            | 12,235                   | 2            |
| Manufacturing   | 9,383                | 2            | 11,139                   | 2            |
| Real estate and rental and leasing support services                   | 7,208                | 2            | 7,735                    | 1            |
| Other service   | 6,694                | 1            | 8,394                    | 2            |
| Wholesale trade   | 4,103                | 1            | 2,255                    | -            |
| All other   | 15,605               | 3            | 15,719                   | 3            |
| Gross loans held for investment (excluding PPP loans)                 | <u>\$ 490,908</u>    | <u>100 %</u> | <u>\$ 520,547</u>        | <u>100 %</u> |

The hospitality industry is still in the process of recovering from the economic effects of the COVID-19 pandemic with a primary focus on hotel occupancy and restaurant utilization trends. Hotel operators in BNC's loan portfolio are reporting positive trends, and in some cases, stronger balance sheets. Despite positive trends within hospitality, caution remains as labor shortages limit capacity in some cases while government and financial institution support is expiring. The oil and gas industry is also witnessing positive price developments, but is still subject to the negative impact of government policy making and regulation on energy production and transportation.

Recovery from, or the lasting impact of the pandemic remains uncertain. The positive impact resulting from vaccination efforts and relaxed government restrictions on business activity is evident. Economic improvements continued during the second quarter of 2021. However, uncertainty remains about the duration and severity of the current pandemic and its impact on the economy related to development, business production, consumer strength and employment levels. The Company's loan portfolio and credit risk could still experience adversity as the direct impacts of the pandemic ease and this potential risk remains qualitatively captured in the Company's allowance for credit losses.

### Loan Maturities<sup>(1)</sup>

The following table sets forth the maturities of loans in each major category of the Company's portfolio as of June 30, 2021 (in thousands):

|                                 | One Year<br>or Less | Over 1 Year<br>Through 5 Years |                  | Over 5 Years      |                   | Total<br>Loans<br>Held for<br>Investment |
|---------------------------------|---------------------|--------------------------------|------------------|-------------------|-------------------|--|
|                                 |                     | Fixed<br>Rate                  | Indexed<br>Rate  | Fixed<br>Rate     | Indexed<br>Rate   |  |
| Commercial and industrial       | \$ 19,725           | \$ 14,293                      | \$ 9,067         | \$ 32,916         | \$ 72,365         | \$ 148,366                               |
| Commercial real estate          | 671                 | 10,126                         | 8,882            | 43,642            | 134,306           | 197,627                                  |
| SBA                             | 281                 | 53,627                         | 700              | 2,832             | 33,422            | 90,862                                   |
| Consumer                        | 1,105               | 6,012                          | 5,659            | 57,005            | 11,065            | 80,846                                   |
| Land and land development       | 1,344               | 2,125                          | 417              | 2,697             | 1,252             | 7,835                                    |
| Construction                    | 4,724               | -                              | 11,044           | 636               | 2,595             | 18,999                                   |
| Total principal amount of loans | <u>\$ 27,850</u>    | <u>\$ 86,183</u>               | <u>\$ 35,769</u> | <u>\$ 139,728</u> | <u>\$ 255,005</u> | <u>\$ 544,535</u>                        |

(1) Maturities are based on contractual maturities. Indexed rate loans include loans that would reprice prior to maturity if base rates change.

Actual maturities may differ from the contractual maturities shown above as a result of renewals and prepayments. Loan renewals are evaluated in the same manner as new credit applications.

### Allocation of the Allowance for Credit Losses

The table below presents the allocation of the allowance for credit losses among the various loan categories and sets forth the percentage of loans in each category to gross loans. The allocation of the allowance for credit losses as shown in the table should neither be interpreted as an indication of future charge-offs, nor as an indication that charge-offs in future periods will necessarily occur in these amounts or in the indicated proportions (dollars are in thousands).

|                           | June 30, 2021              |  | December 31, 2020          |  |
|---------------------------|----------------------------|--|----------------------------|--|
|                           | Allocation of<br>Allowance | Loans as a % of<br>Gross Loans<br>Held for<br>Investment | Allocation of<br>Allowance | Loans as a % of<br>Gross Loans<br>Held for<br>Investment |
| Commercial and industrial | \$ 3,148                   | 27 %   | \$ 3,275                   | 29 %   |
| Commercial real estate    | 4,125                      | 33   | 3,923                      | 33   |
| SBA                       | 1,766                      | 20   | 1,779                      | 18   |
| Consumer                  | 930                        | 14   | 948                        | 14   |
| Land and land development | 130                        | 2  | 170                        | 2  |
| Construction              | 194                        | 4  | 229                        | 4  |
| Total                     | <u>\$ 10,293</u>           | <u>100 %</u>   | <u>\$ 10,324</u>           | <u>100 %</u>   |

## Nonperforming Loans

The following table sets forth information concerning the Company's nonperforming loans as of the dates indicated (in thousands):

|                                   | Three Months Ended |          | Six Months Ended |          |
|-----------------------------------|--------------------|----------|------------------|----------|
|                                   | June 30,           |          | June 30,         |          |
|                                   | 2021               | 2020     | 2021             | 2020     |
| Balance, beginning of period      | \$ 2,605           | \$ 3,212 | \$ 2,612         | \$ 2,033 |
| Additions to nonperforming        | 19                 | 1,297    | 112              | 2,528    |
| Charge-offs                       | -                  | (225)    | (83)             | (235)    |
| Principal payment received        | (23)               | (121)    | (40)             | (158)    |
| Transferred to repossessed assets | -                  | -        | -                | (5)      |
| Balance, end of period            | \$ 2,601           | \$ 4,163 | \$ 2,601         | \$ 4,163 |

## Nonperforming Assets

The following table sets forth information concerning the Company's nonperforming assets as of the dates indicated (dollars are in thousands):

|   | June 30,<br>2021 | December 31,<br>2020 |
|---|------------------|----------------------|
| <b>Nonperforming loans:</b>                                     |                  |                      |
| Loans 90 days or more delinquent and still accruing interest    | \$ -             | \$ 1                 |
| Non-accrual loans   | 2,601            | 2,611                |
| Total nonperforming loans                                       | \$ 2,601         | \$ 2,612             |
| Total nonperforming assets                                      | \$ 2,601         | \$ 2,612             |
| Allowance for credit losses                                     | \$ 10,293        | \$ 10,324            |
| Ratio of total nonperforming loans to total loans               | 0.40%            | 0.32%                |
| Ratio of total nonperforming loans to loans held for investment | 0.48%            | 0.46%                |
| Ratio of total nonperforming assets to total assets             | 0.25%            | 0.24%                |
| Ratio of nonperforming loans to total assets                    | 0.25%            | 0.24%                |
| Ratio of allowance for credit losses to nonperforming loans     | 396%             | 395%                 |

## Problem Loans

Management attempts to quantify potential problem loans with more immediate credit risk. The table below summarizes the amounts of potential problem loans (in thousands):

|                   | Watch List |          |          | Substandard |          |          | Doubtful |
|-------------------|------------|----------|----------|-------------|----------|----------|----------|
|                   | Impaired   | Other    | Total    | Impaired    | Other    | Total    | Impaired |
| June 30, 2021     | \$ -       | \$ 7,879 | \$ 7,879 | \$ 441      | \$ 6,079 | \$ 6,520 | \$ 2,140 |
| December 31, 2020 | \$ -       | \$ 9,118 | \$ 9,118 | \$ 480      | \$ 4,721 | \$ 5,201 | \$ 2,132 |

At June 30, 2021, the Bank had \$8.7 million of classified loans and \$2.6 million of loans on non-accrual. This compares to \$7.3 million of classified loans and \$2.6 million of loans on non-accrual at December 31, 2020, and \$10.8 million of classified loans and \$3.8 million of loans on non-accrual at June 30, 2020.

A significant portion of these potential problem loans are not in default but may have characteristics such as recent adverse operating cash flows or general risk characteristics that the loan officer feels might jeopardize the future timely collection of principal and interest payments. The ultimate resolution of these credits is subject to changes in economic conditions and other factors. These loans are closely monitored to ensure that the Company's position as creditor is protected to the fullest extent possible.

In the first quarter of 2020, United States Congress enacted the Coronavirus Aid, Relief, and Economic Security (CARES) Act in response to economic conditions related to the COVID-19 pandemic. As a part of the CARES Act, Congress provided temporary relief from trouble debt restructurings under Section 4013. Specifically, financial

institutions may elect to suspend US GAAP for loan modifications related to COVID-19 and suspend any loan modified as a result of the effects of COVID-19 as being a troubled debt restructure, including impairment so long as the subject loan was not more than 30 days past due as of December 31, 2019.

Subsequently, guidance was issued jointly by regulatory authorities related to troubled debt restructuring loan treatment that is consistent with the CARES Act. The guidance allows banks to prudently modify loans such as the temporary deferral of principal and interest. Financial institutions have been encouraged to provide modifications in situations where it will provide time to allow otherwise performing borrowers the opportunity to financially recover from potentially short-term COVID-19 related economic conditions.

The Company continues to monitor the effects of COVID-19 on its customers and end markets. The Company also continues to assist borrowers through the COVID-19 pandemic. To this end, the Company modified loans consistent with Section 4013 of the CARES Act. These loans were current as of December 31, 2019, and as a result, are not currently subject to troubled debt restructuring accounting standards. The COVID-19 “Phase IV” Stimulus signed into law on December 27, 2020, extends the relief provided by Section 4013 of the CARES Act through January 1, 2022.

At June 30, 2021, the Company had one multi-family loan modified consistent with Section 4013 of the CARES Act totaling \$4.1 million. This loan will reach the end of its payment modification period by July 31, 2021.

## Liabilities

The following table presents the Company’s liabilities (dollars are in thousands):

|  | <u>June 30,</u><br><u>2021</u> | <u>December 31,</u><br><u>2020</u> | <u>Increase (Decrease)</u> |             |
|--|--------------------------------|------------------------------------|----------------------------|-------------|
|  |                                |                                    | <u>\$</u>                  | <u>%</u>    |
| Deposits:  |                                |                                    |                            |             |
| Non-interest-bearing   | \$ 192,242                     | \$ 167,667                         | \$ 24,575                  | 15 % (a)    |
| Interest-bearing-  |                                |                                    |                            |             |
| Savings, interest checking and money market                                    | 588,658                        | 570,656                            | 18,002                     | 3 % (a)     |
| Time deposits  | 89,528                         | 114,835                            | (25,307)                   | (22) % (b)  |
| Short-term borrowings  | 1,500                          | 6,385                              | (4,885)                    | (77) % (c)  |
| FHLB advances  | -                              | 30,900                             | (30,900)                   | (100) % (d) |
| Guaranteed preferred beneficial interests in Company's subordinated debentures | 15,003                         | 15,004                             | (1)                        | - %         |
| Accrued interest payable   | 343                            | 560                                | (217)                      | (39) % (e)  |
| Accrued expenses   | 6,813                          | 13,338                             | (6,525)                    | (49) % (f)  |
| Operating lease liabilities  | 2,364                          | 2,620                              | (256)                      | (10) % (g)  |
| Other liabilities  | 1,288                          | 33,937                             | (32,649)                   | (96) % (h)  |
| Total liabilities  | <u>\$ 897,739</u>              | <u>\$ 955,902</u>                  | <u>\$ (58,163)</u>         | (6) %       |

- (a) Deposits increased due to growth in the Company’s North Dakota branches in addition to PPP lending activity, the maintenance of liquidity by customers, and government stimulus payments.
- (b) Time deposits have decreased as the Bank has lowered rates on new certificates of deposit.
- (c) Short-term borrowings will vary depending on customers’ use of repurchase agreements.
- (d) The Company has borrowed on a short-term basis from the FHLB as an efficient source of liquidity.
- (e) Accrued interest payable decreased primarily as a result of lower time deposit balances and lower cost of deposits.
- (f) Accrued expenses decreased due to decreases in incentive accruals and mortgage banking commissions.
- (g) Operating lease liabilities as required by ASC 842, *Leases* – See Note 6.
- (h) The decrease primarily relates to the payment of a special cash dividend of \$8.00 per share of BNCCORP, INC. common stock on February 1, 2021, previously recorded as a dividend payable of \$28.7 million on the balance sheet as of December 31, 2020. Other changes relate to reduced mortgage banking forward commitments.

At June 30, 2021, and December 31, 2020, the Bank had \$19.1 million and \$24.6 million, respectively, in time deposits greater than \$250 thousand.

## Mortgage Banking Obligations

Included in accrued expenses is an estimate of mortgage banking reimbursement obligations. Although the Company sells mortgage banking loans without recourse, industry standards require standard representations and warranties, which can require sellers to reimburse investors for economic losses if loans default or prepay after the sale. Repurchase risk is also evident within the mortgage banking industry as disputes arise between lenders and investors. Such requests for repurchase are commonly due to faulty representation and generally emerge at varied timeframes subsequent to the original sale of the loan. To estimate the contingent obligation, the Company tracks historical reimbursements and calculates the ratio of reimbursement to loan production volumes. Using reimbursement ratios and recent production levels, the Company estimates the future reimbursement amounts and record the estimated obligation. The following is a summary of activity related to mortgage banking obligations (in thousands):

|                              | Three Months Ended June 30, |          | Six Months Ended June 30, |          |
|------------------------------|-----------------------------|----------|---------------------------|----------|
|                              | 2021                        | 2020     | 2021                      | 2020     |
| Balance, beginning of period | \$ 1,010                    | \$ 898   | \$ 1,025                  | \$ 906   |
| Provision                    | 211                         | 300      | 520                       | 400      |
| Write offs, net              | (377)                       | (181)    | (701)                     | (289)    |
| Balance, end of period       | \$ 844                      | \$ 1,017 | \$ 844                    | \$ 1,017 |

## Stockholders' Equity

The Company's stockholders' equity increased \$12.9 million from December 31, 2020, to June 30, 2021, primarily due to \$13.9 million in additional retained earnings offset by a decrease in accumulated other comprehensive income of \$1.2 million. As presented in Note 16 – Regulatory Capital and Current Operating Environment, the Company maintains capital in excess of regulatory requirements.

The Company routinely evaluates the sufficiency of its capital in order to ensure compliance with regulatory capital standards and to provide a source of strength for the Bank. The Company manages capital by assessing the composition of capital and the amounts available for growth, risk, or other purposes. During the second quarter of 2021, BNC National Bank paid a dividend of \$10.0 million to the Holding Company to be utilized for general corporate purposes which may include dividends and/or common share repurchases.

## Liquidity Risk Management

Liquidity risk is the possibility of being unable to meet present and future financial obligations in a timely manner. Liquidity risk management encompasses the Company's ability to meet all present and future financial obligations in a timely manner. The objectives of the Company's liquidity management policies are to maintain adequate liquid assets, liability diversification among instruments, maturities and customers and a presence in both the wholesale purchased funds market and the retail deposit market.

The Consolidated Statements of Cash Flows in the Consolidated Financial Statements present data on cash and cash equivalents provided by and used in operating, investing, and financing activities. In addition to liquidity from core deposit growth, together with repayments and maturities of loans and debt securities, the Company may utilize brokered deposits, sell debt securities under agreements to repurchase and borrow overnight Federal funds. The Bank is a member of the FHLB of Des Moines. Advances from the FHLB are collateralized by the Bank's mortgage loans. The Bank has the ability to borrow from the Federal Reserve Bank, through its Discount Window, by pledging mortgage loans and/or through the Paycheck Protection Program Liquidity Facility (PPPLF) by pledging PPP loans. As of June 30, 2021, the Company has not utilized the PPPLF. Funding through the issuance of subordinated notes, subordinated debentures, and long-term borrowings also has been utilized.

The Company's liquidity is defined by its ability to meet cash and collateral obligations at a reasonable cost and with a minimum loss of income. Given the uncertain nature of customers' demands, as well as the Company's desire to take advantage of earnings enhancement opportunities, the Company must have adequate sources of on- and off-balance-sheet funds that can be acquired in time of need.

The Company's liquidity position is measured on an as needed basis, but no less frequently than monthly using each of the following items:

1. Estimated liquid assets and certain off-balance sheet considerations less estimated volatile liabilities using the aforementioned methodology (\$225.4 million as of June 30, 2021);
2. Borrowing capacity from the FHLB (\$171.1 million as of June 30, 2021); and
3. Capacity to issue brokered deposits with maturities of less than 12 months (\$152.9 million as of June 30, 2021).

On an ongoing basis, the Company uses a variety of factors to assess the Company's liquidity position including, but not limited to, the following:

- Stability of its deposit base;
- Amount of unpledged debt securities;
- Liquidity of its loan portfolio; and
- Potential loan demand.

The Company's liquidity assessment process segregates its balance sheet into liquid assets along with certain off-balance sheet considerations and short-term liabilities assumed to be vulnerable to non-replacement over a 30-day horizon in abnormally stringent conditions. Assumptions for the vulnerable short-term liabilities are based upon historical factors. The Company has a targeted range for its liquidity position over this horizon and manage operations to achieve these targets.

The Company further projects cash flows over a 12-month horizon based on its assets and liabilities and sources and uses of funds for anticipated events.

Pursuant to the Company's contingency funding plan, it estimates cash flows over a 12-month horizon under a variety of stressed scenarios to identify potential funding needs and funding sources. The Company's contingency plan identifies actions that could be taken in response to adverse liquidity events.

The Company believes this process, combined with its policies and guidelines, should provide for adequate levels of liquidity to fund the anticipated needs of on- and off- balance sheet items.

## **Quantitative and Qualitative Disclosures about Market Risk**

Market risk arises from changes in interest rates, exchange rates, and commodity prices and equity prices and represents the possibility that changes in future market rates or prices will have a negative impact on the Company's earnings or value. The Company's principal market risk is interest rate risk.

Interest rate risk arises from changes in interest rates. Interest rate risk can result from: (1) Repricing risk – timing differences in the maturity/repricing of assets, liabilities, and off-balance-sheet contracts; (2) Options risk – the effect of embedded options, such as loan prepayments, interest rate caps/floors, and deposit withdrawals; (3) Basis risk – risk resulting from unexpected changes in the spread between two or more different rates of similar maturity, and the resulting impact on the behavior of lending and funding rates; and (4) Yield curve risk – risk resulting from unexpected changes in the spread between two or more rates of different maturities from the same type of instrument. The Company has risk management policies to monitor and limit exposure to interest rate risk. The Company's asset/liability management process is utilized to manage its interest rate risk. The measurement of interest rate risk associated with financial instruments is meaningful only when all related and offsetting on- and off-balance-sheet transactions are aggregated, and the resulting net positions are identified.

The Company's interest rate risk exposure is actively managed with the objective of managing the level and potential volatility of net interest income in addition to the long-term growth of equity, bearing in mind that it will always be in the business of taking on rate risk and that rate risk immunization is not entirely possible. Also, it is recognized that as exposure to interest rate risk is reduced, so too may the overall level of net interest income and equity.

The Company's primary tool for measuring and managing interest rate risk is net interest income simulation. This exercise includes assumptions regarding the changes in interest rates and the impact on the Company's current balance sheet. Interest rate caps and floors are included to the extent that they are exercised in the 12-month simulation period. Additionally, changes in prepayment behavior of the residential mortgage, CMOs, and mortgage-backed securities portfolios in each rate environment are captured using industry estimates of prepayment speeds for various coupon segments of the portfolio. For purposes of this simulation, projected month-end balances of the various balance sheet accounts are held constant at their June 30, 2021, levels. Cash flows from a given account are reinvested back into the same account so as to keep the month end balance constant at its June 30, 2021, level. The static balance sheet assumption is made so as to project the interest rate risk to net interest income embedded in the existing balance sheet. With knowledge of the balance sheet's existing net interest income profile, more informed strategies and tactics may be developed as it relates to the structure/mix of growth.

The Company monitors the results of net interest income simulation on a regular basis. Net interest income is generally simulated for the upcoming 12-month horizon in seven interest rate scenarios. The scenarios generally modeled are parallel interest rate ramps of +/- 100bp, 200bp, and 300bp along with a rates unchanged scenario. Given the current low absolute level of interest rates as of June 30, 2021, the downward scenarios for interest rate movements is limited to -100bp. The parallel movement of interest rates means all projected market interest rates move up or down by the same amount. A ramp in interest rates means that the projected change in market interest rates occurs over the 12-month horizon on a pro-rata basis. For example, in the +100bp scenario, the projected Prime rate is projected to increase from 3.25% to 4.25% 12 months later. The Prime rate in this example will increase 1/12th of the overall increase of 100 basis points each month.

The net interest income simulation results for the 12-month horizon are shown below (dollars are in thousands):

#### Net Interest Income Simulation

| Movement in interest rates             | -100bp    | Unchanged | +100bp    | +200bp    | +300bp    |
|--|-----------|-----------|-----------|-----------|-----------|
| Projected 12-month net interest income | \$ 27,058 | \$ 27,696 | \$ 27,674 | \$ 27,661 | \$ 27,654 |
| Dollar change from unchanged scenario  | \$ (638)  | \$ -      | \$ (22)   | \$ (35)   | \$ (42)   |
| Percent change from unchanged scenario | (2.30)%   | -         | (0.08)%   | (0.13)%   | (0.15)%   |

Since there are limitations inherent in any methodology used to estimate the exposure to changes in market interest rates, these analyses are not intended to be a forecast of the actual effect of changes in market interest rates, such as those indicated above on the Company. Further, these analyses are based on assets and liabilities as of June 30, 2021 (without forward adjustments for planned growth and anticipated business activities) and do not reflect any actions the Company might undertake in response to changes in market interest rates.

Static gap analysis is another tool that may be used for interest rate risk measurement. The net differences between the amount of assets, liabilities, equity and off-balance-sheet instruments repricing within a cumulative calendar period is typically referred to as the "rate sensitivity position" or "gap position." The following table sets forth the Company's rate sensitivity position as of June 30, 2021. Assets and liabilities are classified by the earliest possible repricing date or maturity, whichever occurs first.

## Interest Sensitivity Gap Analysis

|  | Estimated Maturity or Repricing at June 30, 2021 |                     |                   |                   |                   |
|--|--|---------------------|-------------------|-------------------|-------------------|
|  | 0-3<br>Months                                    | 4-12<br>Months      | 1-5<br>Years      | Over<br>5 Years   | Total             |
|  | (dollars are in thousands)                       |                     |                   |                   |                   |
| <b>Interest-earning assets:</b>                  |  |                     |                   |                   |                   |
| Interest-bearing deposits with banks             | \$ 152,310                                       | \$ -                | \$ -              | \$ -              | \$ 152,310        |
| Debt securities (a)                              | 29,058   | 22,427              | 56,239            | 60,304            | 168,028           |
| FRB and FHLB stock                               | 3,114  | -                   | -                 | -                 | 3,114             |
| Loans held for sale-mortgage banking, fixed rate | 104,001  | -                   | -                 | -                 | 104,001           |
| Loans held for investment, fixed rate            | 16,310   | 44,215              | 147,771           | 22,253            | 230,549           |
| Loans held for investment, indexed rate          | 97,001   | 25,954              | 187,444           | 3,046             | 313,445           |
| Total interest-earning assets                    | <u>\$ 401,794</u>                                | <u>\$ 92,596</u>    | <u>\$ 391,454</u> | <u>\$ 85,603</u>  | <u>\$ 971,447</u> |
| <b>Interest-bearing liabilities:</b>             |  |                     |                   |                   |                   |
| Interest checking and money market accounts      | \$ 541,807                                       | \$ -                | \$ -              | \$ -              | \$ 541,807        |
| Savings  | 46,851   | -                   | -                 | -                 | 46,851            |
| Time deposits                                    | 18,051   | 50,906              | 20,388            | 183               | 89,528            |
| Short-term borrowings                            | 1,500  | -                   | -                 | -                 | 1,500             |
| FHLB advances                                    | -  | -                   | -                 | -                 | -                 |
| Subordinated debentures                          | -  | 15,000              | -                 | 3                 | 15,003            |
| Total interest-bearing liabilities               | <u>\$ 608,209</u>                                | <u>\$ 65,906</u>    | <u>\$ 20,388</u>  | <u>\$ 186</u>     | <u>\$ 694,689</u> |
| Interest rate gap                                | <u>\$ (206,415)</u>                              | <u>\$ 26,690</u>    | <u>\$ 371,066</u> | <u>\$ 85,417</u>  | <u>\$ 276,758</u> |
| Cumulative interest rate gap at June 30, 2021    | <u>\$ (206,415)</u>                              | <u>\$ (179,725)</u> | <u>\$ 191,341</u> | <u>\$ 276,758</u> |                   |
| Cumulative interest rate gap to total assets     | (20.06%)   | (17.47%)            | 18.60%            | 26.90%            |                   |

- (a) Values for debt securities reflect the timing of the estimated principal cash flows from the securities based on par values, which vary from the amortized cost and fair value of the debt securities.

The table assumes that all savings and interest-bearing demand deposits reprice in the earliest period presented, however, management believes that a significant portion of these accounts are generally not rate sensitive. Managements view is supported by the fact that reductions in interest rates paid on these deposits historically have not caused notable reductions in balances in net interest income because the repricing of certain assets and liabilities is discretionary and is subject to competitive and other pressures. As a result, assets and liabilities indicated as repricing within the same period may in fact reprice at different times and at different rate levels.

Static gap analysis does not fully capture the impact of embedded options, lagged interest rate changes, administered interest rate products, or certain off-balance-sheet sensitivities to interest rate movements. Therefore, this tool generally cannot be used in isolation to determine the level of interest rate risk exposure in banking institutions.

Since there are limitations inherent in any methodology used to estimate the exposure to changes in market interest rates, these analyses are not intended to be a forecast of the actual effect of changes in market interest rates such as those indicated above on the Company. Further, these analyses are based on the Company's assets and liabilities as of June 30, 2021, and do not contemplate any actions the Company might undertake in response to changes in market interest rates.

## Legal Proceedings

From time to time in the ordinary course of business, the Company and its subsidiaries may be a party to legal proceedings arising out of the Company's lending, deposit operations, or other activities. The Company engages in foreclosure proceedings and other collection actions as part of its loan collection activities. From time to time, borrowers may also bring actions against the Company, in some cases claiming damages.

Management is not aware of any material pending or threatening litigation as of June 30, 2021.

## Submission of Matters to a Vote of Stockholders

The Annual Meeting of Stockholders (the "Annual Meeting") of the Company was held on June 24, 2021. Proxies for matters to be voted on at the Annual Meeting were solicited by the Board of Directors of the Company. Two proposals were voted upon at the Annual Meeting. The proposals were described in detail in the Company's Proxy Statement. Of the 3,545,356 shares of common stock outstanding on the record date of April 26, 2021, 2,942,096 shares were voted at the Annual Meeting. The final results for the votes regarding each proposal are set forth below.

1. The following nominees were elected as members of the Board of Directors of the Company for three-year terms ending in 2024:

| <u>Name</u>    | <u>For</u> | <u>Withheld</u> | <u>Broker<br/>Non-Votes</u> |
|----------------|------------|-----------------|-----------------------------|
| Gaylen Ghylin  | 1,911,451  | 501,896         | 528,749                     |
| John W. Palmer | 2,319,660  | 93,687          | 528,749                     |

The Board of Directors of the Company now consists of Michael M. Vekich, Nathan P. Brenna, Gaylen Ghylin, John W. Palmer, Tom Redmann, and Tracy J. Scott.

2. The selection of CliftonLarsonAllen LLP as the Company's independent registered public accounting firm for fiscal 2021 was ratified:

| <u>For</u> | <u>Against</u> | <u>Abstain</u> |
|------------|----------------|----------------|
| 2,936,225  | 4,346          | 1,525          |

## Signatures

This report is submitted on behalf of the Company by the duly authorized undersigned.

BNCCORP, INC.

Date: August 11, 2021

By: /s/ Daniel J. Collins

Daniel J. Collins

Interim President and Chief Executive Officer

By: /s/ Mark Peiler

Mark Peiler

Interim Chief Financial Officer