



# Q4 and Full Year 2024 Financial Results

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*Financial Update and  
Quarterly Reports*

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January 29, 2025

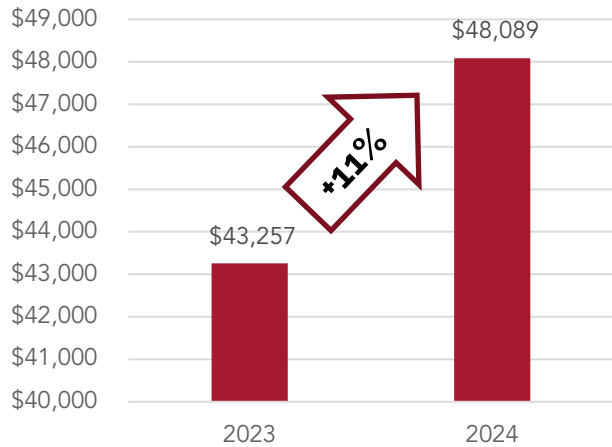


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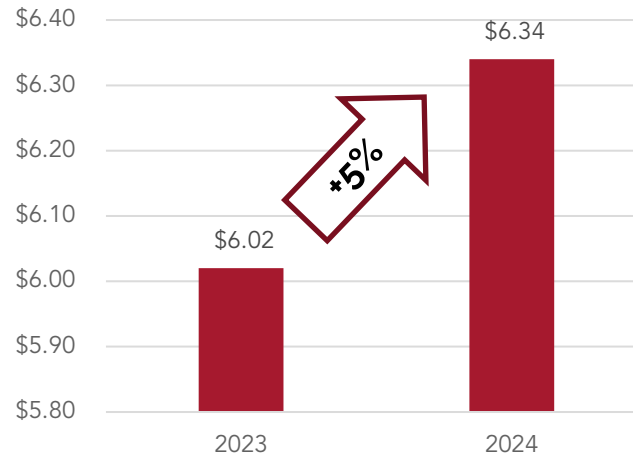
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# 2024 Financial Highlights

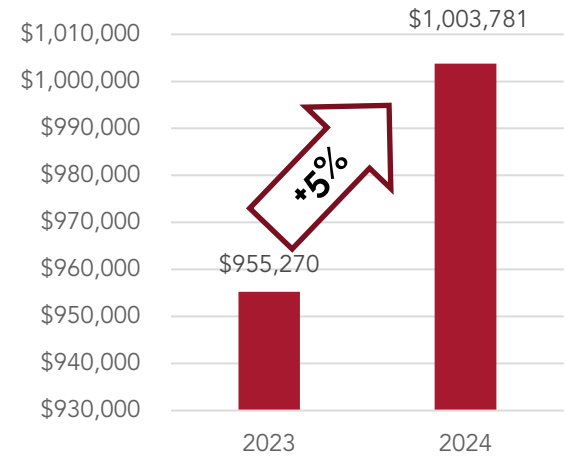
## Revenue (000's)



## Fully Diluted EPS



## Assets



- Fully diluted EPS increased 5% in 2024
- ROAE remained high at 19.8% in 2024
- Loans grew 2% and assets by 5%
- Dividends paid \$2.72 per share in 2024, inclusive of \$1.00 special dividend
- "Bank" Tier 1 Leverage Ratio was 10.86% at year end 2024
- Efficiency Ratio for 2024 was 51.2%

# 2024 Financial Highlights

(\$000s)			
Income Summary	YE 2024	YE 2023	% Change
Non-Interest Income	\$22,119	\$18,256	21.2%
Net Interest Income	\$26,186	\$24,746	5.8%
Provision for Loan Losses	\$217	\$296	-26.7%
Non-Interest Expense	\$25,121	\$21,053	19.3%
Earnings Before Taxes	\$22,967	\$21,653	6.1%
Income Tax Expense	\$4,556	\$4,117	10.7%
Net Income	\$18,411	\$17,536	5.0%
Balance Sheet			
Assets	\$1,003,781	\$955,270	5.1%
Loans	\$669,982	\$657,840	1.8%
Deposits	\$866,422	\$781,979	10.8%
Stockholders' Equity	\$98,706	\$87,682	12.6%
Asset Quality			
Allowance for Credit Losses	\$6,433	\$6,304	2.0%
Allowance to Gross Loans	0.96%	0.96%	0.2%

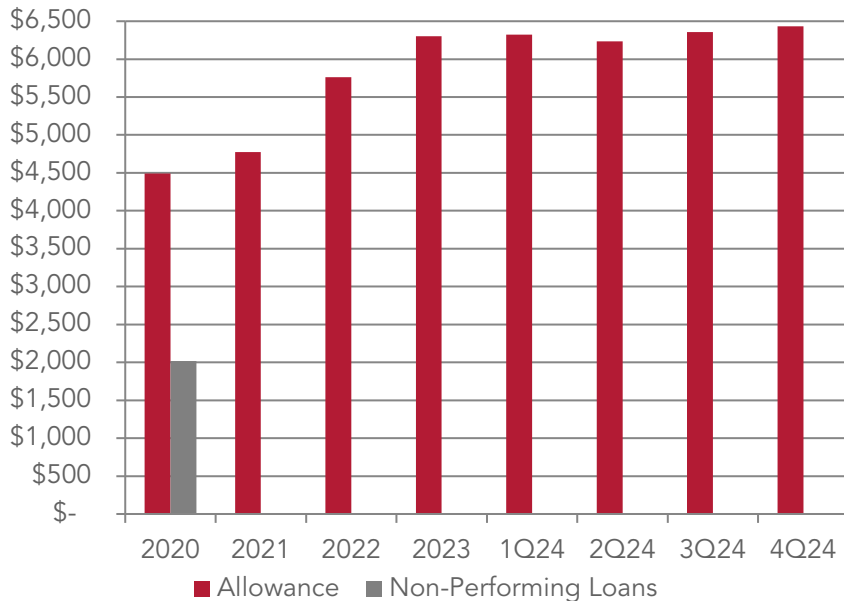
# Q4 2024 Financial Highlights

(\$000s)			
Income Summary	4Q 2024	4Q 2023	% Change
Non-Interest Income	\$5,720	\$4,272	33.9%
Net Interest Income	\$6,872	\$6,555	4.8%
Provision for Credit Losses	\$145	\$215	(32.6%)
Non-Interest Expense	\$6,212	\$5,355	16.0%
Earnings Before Taxes	\$6,235	\$5,257	18.6%
Income Tax Expense	\$1,242	\$1,028	20.8%
Net Income	\$4,993	\$4,229	18.1%
Balance Sheet			
Assets	\$1,003,781	\$955,270	5.1%
Loans	\$669,982	\$657,840	1.8%
Deposits	\$866,422	\$781,979	10.8%
Stockholders' Equity	\$98,706	\$87,682	12.6%
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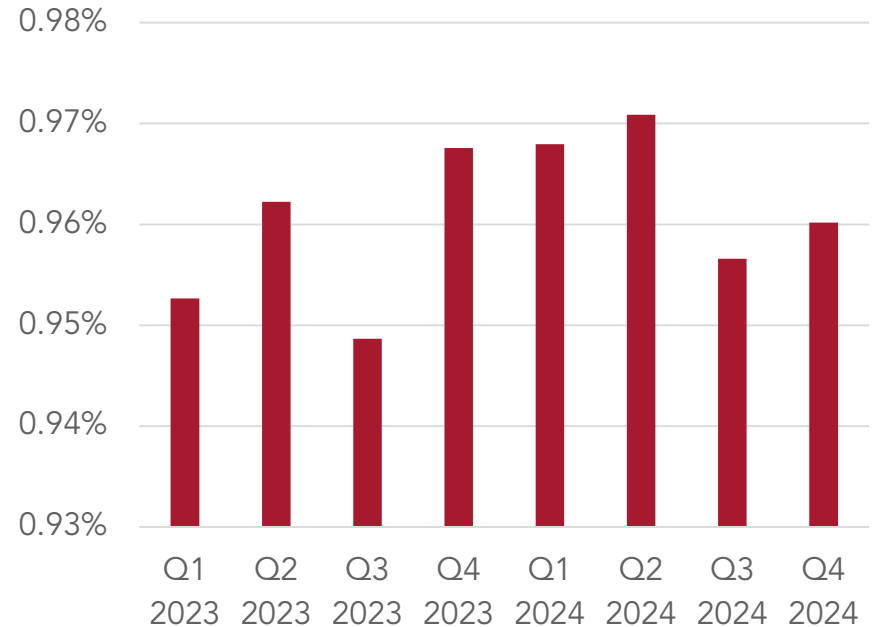
# Safe and Reliable Credit Quality

- 30 days+ past due loans: \$51k
- Non-performing assets (NPAs): \$11k, 90+ days past due but still accruing interest
  - All are down payment assistance loans for LMI borrowers
- No other real estate owned (OREO)

## Allowance vs. NPAs (\$000s)



## Reserves / Loans

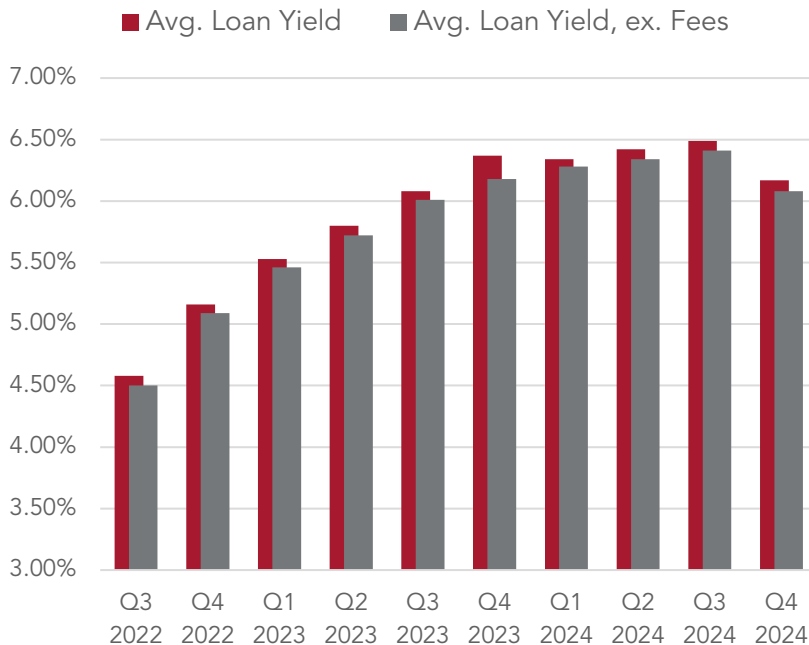


\*Charts above do NOT include ACL on unfunded commitments

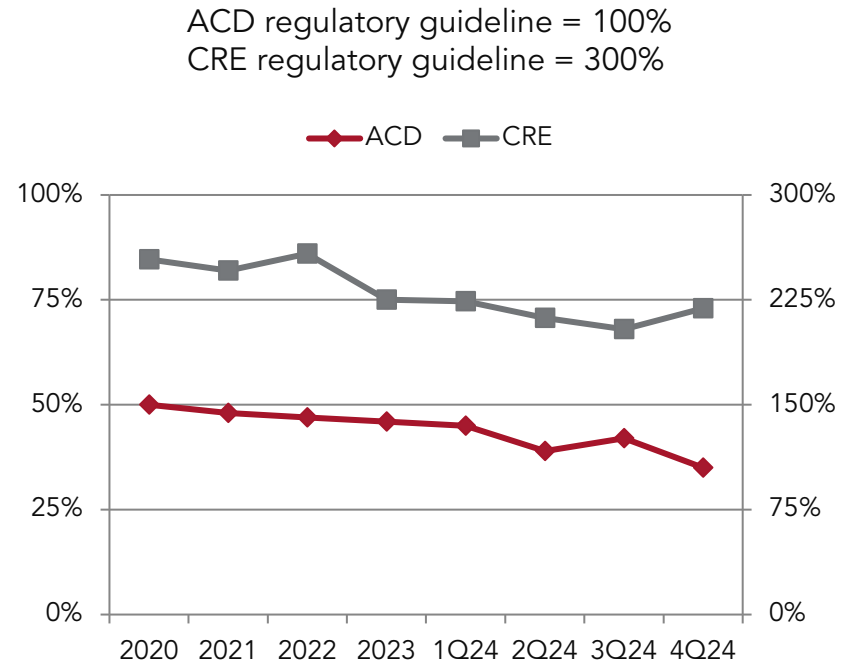
# Loan Yield & Concentrations

- Commercial Real Estate concentration was 219% of capital at quarter end
- Acquisition, Construction, & Development loans was 35% of capital at quarter end
- Average loan yields excluding fees dropped 33 bps to 6.08% in 4Q24 compared to 6.41% in 3Q24, driven by FOMC rates cuts of 100bps from 9/18 to 12/18/24

## Average Loan Yields



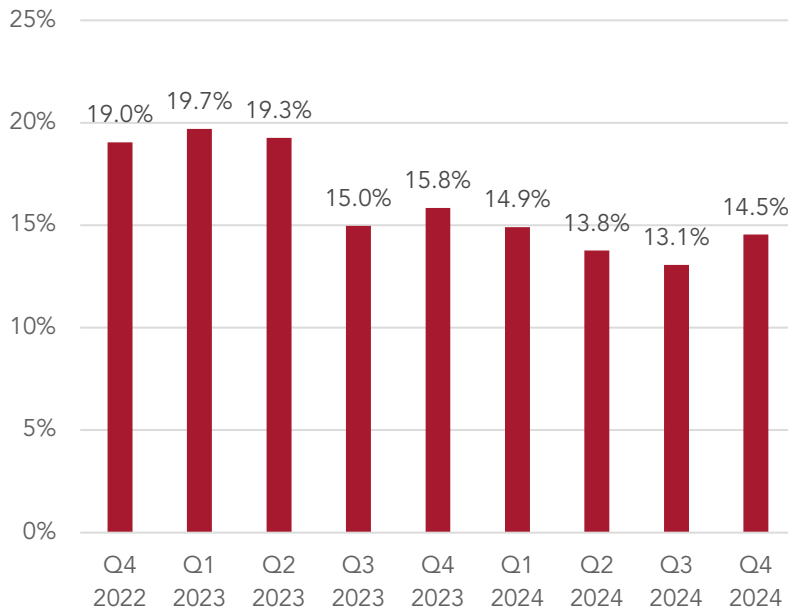
## Commercial Real Estate



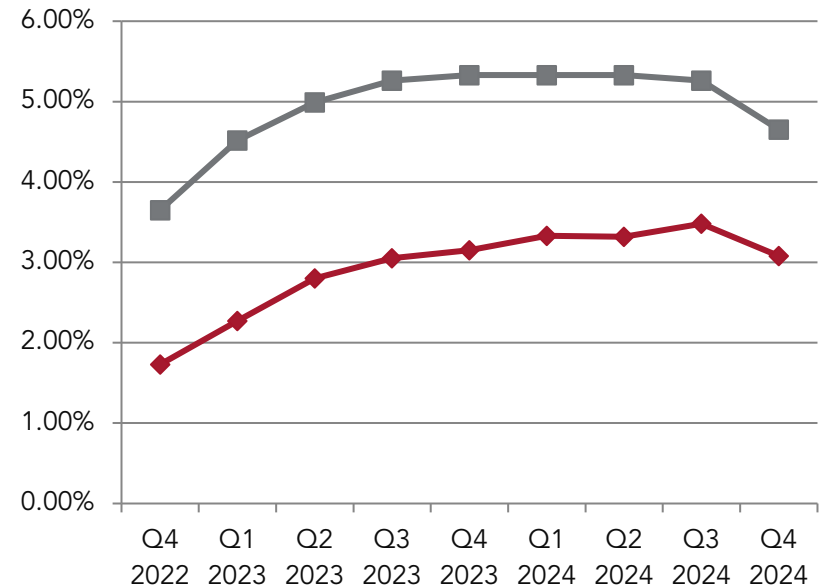
# Deposit Costs

- Cost of funds fell 40bps from Q3 2024 to 3.08% in Q4 2024, driven by the FOMC rate cuts in September, November, and December
- NIBA Balances were elevated at quarter end but declined on average for the quarter and remain under pressure

## NIBA / Total Deposits



## Cost of Funds

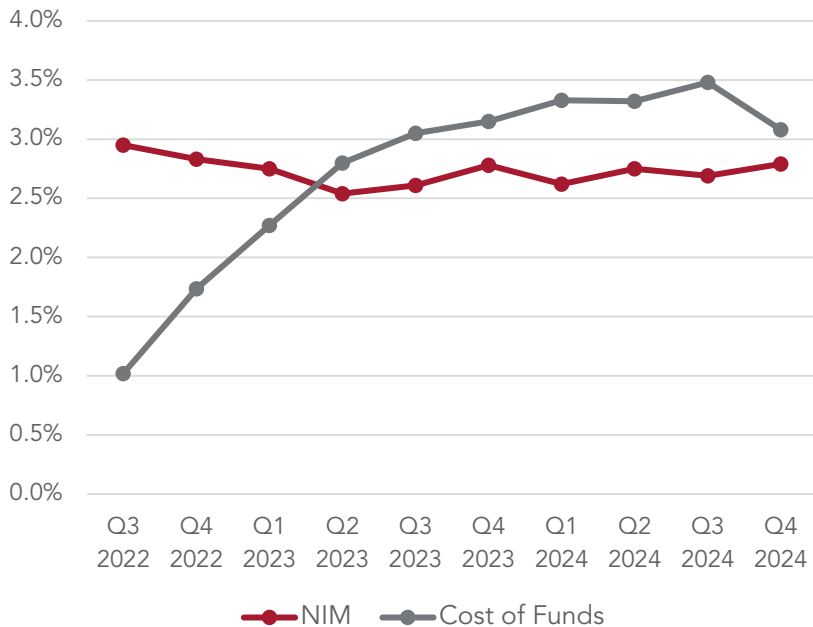


◆ Cost of Funds      ■ Avg Effective Fed Funds Rate

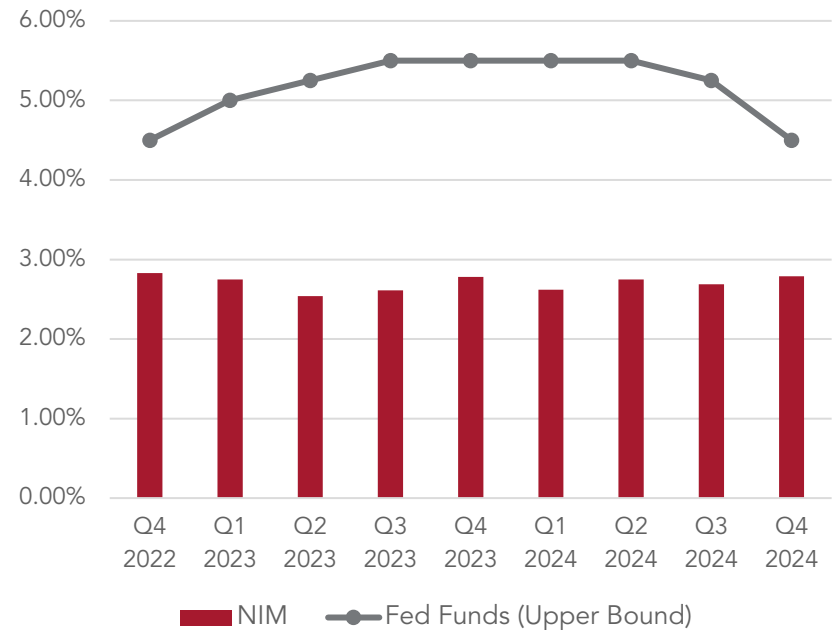
# Net Interest Margin

- NIM increased 10bps in Q4 2024 compared to Q3 2024 as cost of funds fell more rapidly than earning asset yields

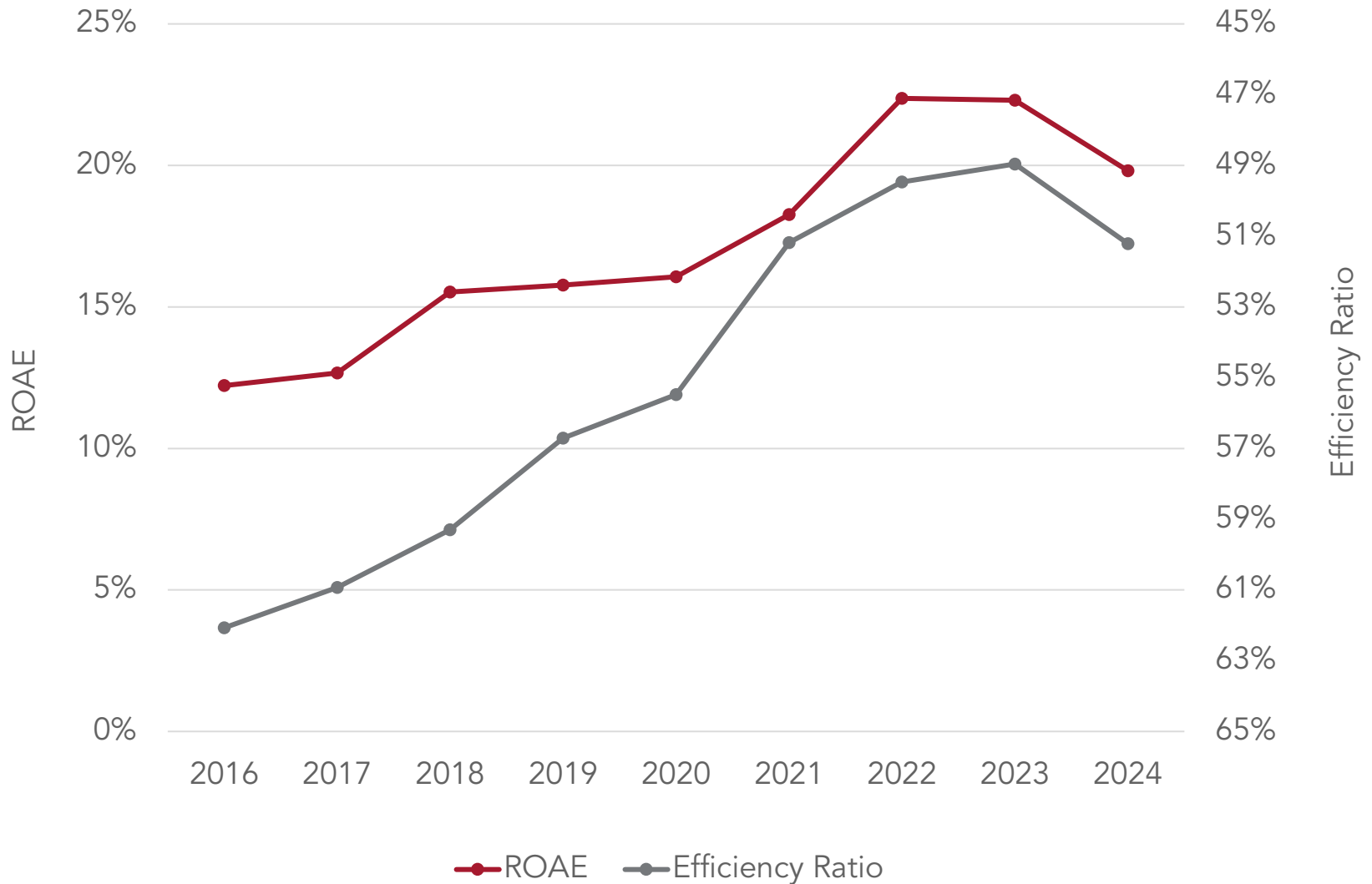
## NIM vs. Cost of Funds



## NIM vs. Fed Funds



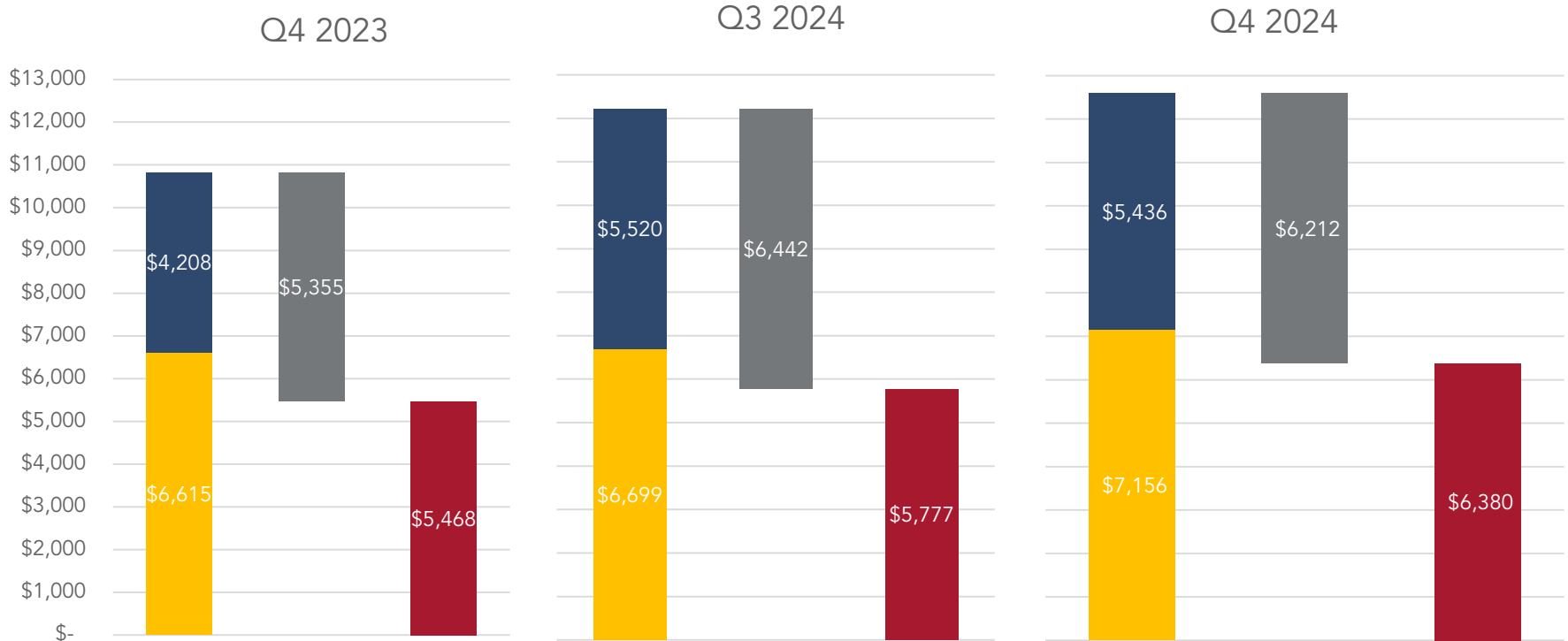
# ROAE and Efficiency Ratio



# Pre-Tax, Pre-Provision Net Revenue (PPNR)



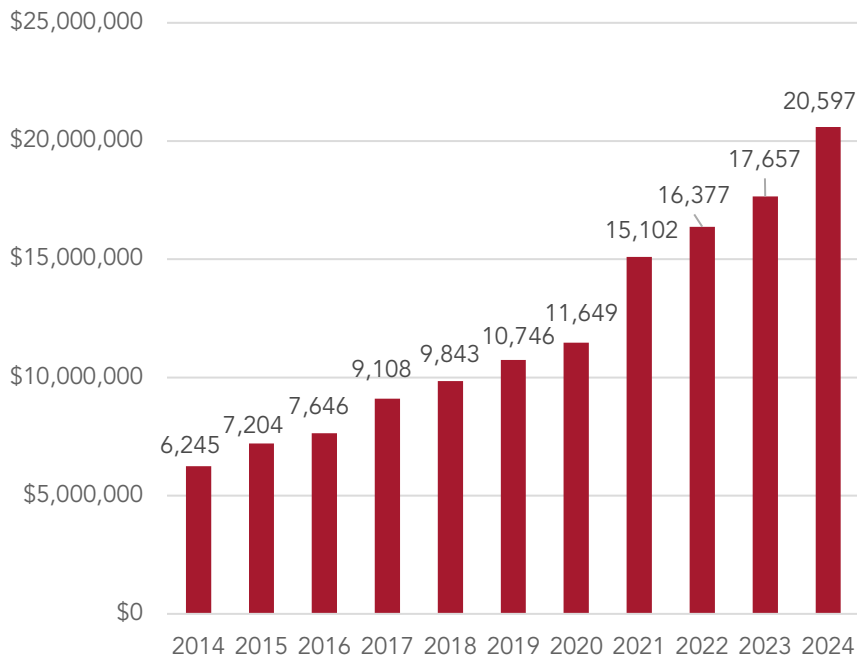
**+16.7%**  
**Q4 2024 vs.**  
**Q4 2023**



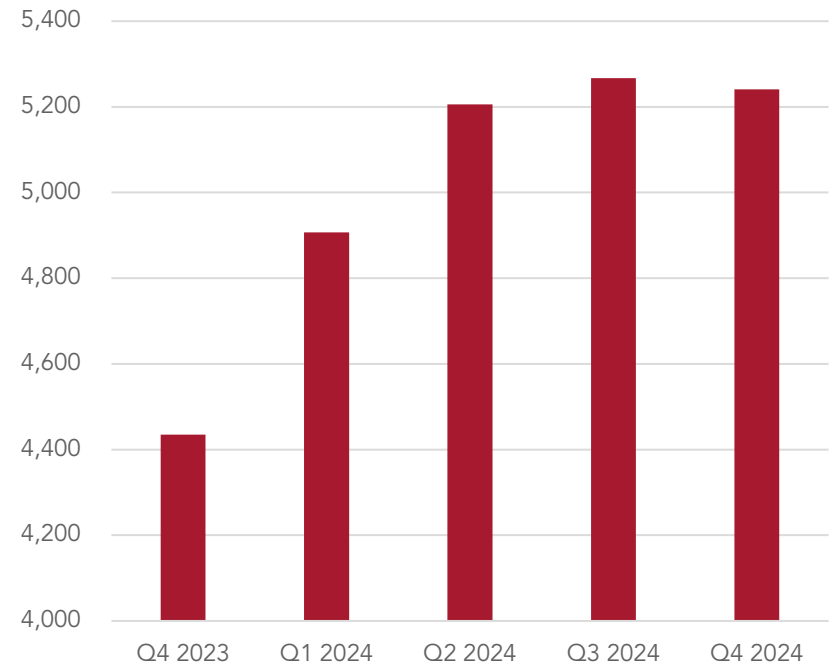
# Wealth Management Growth Continues

- Wealth management services represented 42.1% of net revenue in Q4 2024
- Wealth management services represented 92% of total non-interest income in Q4 2024
- Wealth management revenue increased 18% in Q4 2024 compared to Q4 2023

## Wealth Management Revenue (000s)



## Wealth Management Revenue (000s)



# TRUX Financial Returns – Quarterly Trends

- Efficiency Ratio up 138 basis points compared to Q4 2023
- Net interest margin (NIM) up 1 basis points compared to Q4 2023
- Return on average assets (ROAA) up 19 basis points from Q4 2023
- Return on average equity (ROAE) down 5 basis points from Q4 2023
- Tier 1 Leverage Ratio for the Bank up 33 basis points from Q4 2023
- While not as good compared to the year prior, Q4 2024 metrics are strong and trending better compared to prior quarters in 2024

Key Ratios	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024
Efficiency Ratio	47.07%	51.55%	52.72%	52.72%	48.45%
Net Interest Margin	2.78%	2.62%	2.75%	2.69%	2.79%
ROAA	1.75%	1.80%	1.82%	1.77%	1.94%
ROAE	20.52%	19.49%	19.97%	19.29%	20.47%
Tier 1 Leverage Ratio (Bank)	10.53%	10.40%	10.45%	10.46%	10.86%
Tangible Equity / Tangible Assets	9.18%	8.97%	9.42%	9.23%	9.86%

# TRUX Financial Returns – Annual Trends

- Efficiency Ratio up 225 bps compared to 2023
- Net interest margin (NIM) up 4 basis points compared to 2023
- Return on average assets (ROAA) down 3 basis point from 2023
- Return on average equity (ROAE) down 250 basis points from 2023
- Tier 1 Leverage Ratio for the Bank up 33 basis points from Q4 2023
  
- All key metrics are consistently strong

Key Ratios	2021	2022	2023	2024
Efficiency Ratio	50.63%	49.47%	48.96%	51.21%
Net Interest Margin	2.62%	2.83%	2.67%	2.71%
ROAA	1.79%	1.85%	1.86%	1.83%
ROAE	18.26%	22.37%	22.31%	19.81%
Tier 1 Leverage Ratio (Q4 Bank)	8.95%	9.78%	10.53%	10.86%
Tangible Equity / Tangible Assets	9.16%	8.00%	9.18%	9.86%



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