



Dear Fellow Shareholder,

I hope you had the opportunity to attend our annual meeting on April 18th. It was our first in-person stockholders' meeting since the bank opened almost four years ago. The meeting was well attended, all director nominees were elected, and we recognized retiring director former Navy Secretary John Dalton for his many significant contributions to our bank and to our country.

I opened the annual meeting with a few comments about the health of our bank, and the community banking industry generally, in the wake of the March 10th demise of Silicon Valley Bank and the associated aftershocks. In that spirit, I thought I'd take the opportunity to write this quarter's cover letter and expand on those comments for those who are interested.

As a general proposition, community banks draw most of their income from the spread between the interest rates we pay to our depositors and the interest rates we receive from our borrowers. Our customers are individuals and small businesses which are typically not large enough to shoulder a significant amount of interest rate risk or to hedge that risk in the capital markets. So, as a bank, we structure our loan and deposit products to meet the needs and desires of our customers, and we try to hedge any resulting imbalance through investments, overnight borrowings, and other financial market activities. At Trustar, we have policies and procedures to monitor and control interest rate risk, and our Board of Directors takes an active role in its oversight of our risk management practices.

Generally, in the past, interest rate movements have been slow enough that customer expectations have adjusted at about the same rate as the bank was able to adjust its balance sheet. In this particular interest rate cycle, however, the pace at which the Federal Reserve increased interest rates has been faster than usual – and more newsworthy given the political climate – with the result that depositors (at our bank and other banks) have been more pro-active in seeking higher returns on their money. You can observe the impact of this in Trustar's attached financial statements: Total deposits increased 10% over the last twelve months, but there was a migration from transaction accounts into higher-yielding certificates of deposit, such that the latter now constitute 41% of total deposits compared to 29% this time last year. This phenomenon is affecting community banks across the country. Here in Washington, we serve a well-educated populace, highly attuned to the national news, and we have a competitive array of financial institutions seeking to attract those people as customers. So, it is not surprising that our customers have been drawn to our higher yielding deposit products after several years when interest rates were near zero.

While we strive to maintain a neutral posture toward interest rate movements, a change in product mix is more challenging to predict. As a result, our bank has experienced a decline in our net interest margin. We see this as a temporary situation that should correct itself by the end of

this year, as we attract new depositors and add higher yielding loans to our balance sheet. As shown on the attached financial statements, our average cost of funds increased from 0.65% in the first quarter of 2022, to 3.43% in the first quarter of 2023, an increase of 2.78% resulting from rate increases in all our deposit products, amplified by the shift in deposit mix described above. Over the same period, our average yield on earning assets increased from 3.51% to 5.20%, an increase of 1.69% resulting from rate increases on our floating rate loans as well as adding new loans to our books at higher rates. So, as of the end of March, we had captured in our asset yields more than 60% of the increase in our funding costs. We are continuing to see positive trends in this area.

Trustar's strategy for the remainder of this year is to grow our net interest margin by continuing to meet the loan and deposit needs of our customers. The shareholders of many publicly-traded regional and community banks – including some that have long records of superior performance – may have over-reacted to the current situation, rather than exhibiting the patience that is one of the hallmarks of successful long-term investors, with the result that a number of those banks have been forced to shrink their balance sheets and close their doors to new customers. We at Trustar very much appreciate the support of our stockholders as we pursue a prudent strategy to build the long-term value of our bank. Strengthened by your support and confidence, Trustar Bank continues to be the fastest growing bank of its vintage in the United States, and we continue to be actively seeking to build our market share while many of our competitors have moved to the sidelines.

To close this letter with a few highlights from the attached financial report, comparing the first quarter of 2023 with the first quarter of 2022:

- Total assets increased 24% to \$674 million.
- Net loans increased 37% to \$533 million.
- Stockholders' equity increased 42% to \$66.8 million.
- Quarterly net income more than doubled to \$494,000.
- Tangible book value increased 12% to \$9.22 per share.

Thank you again for your investment in Trustar Bank. Please help your investment continue to grow by referring new business from yourself, family, and friends.

Very truly yours,



Joseph S. Bracewell
Chairman

About Trustar Bank

Founded in 2019, Trustar Bank is a full-service commercial bank headquartered in Great Falls, Virginia, with full-service branches in Great Falls, Tysons Corner, and Reston, Virginia, and a limited-service branches in Potomac, Maryland, and Washington, D.C. The Bank offers mortgage loans through its subsidiary Trustar Mortgage, LLC. Additional information is available on the Bank's website at: www.trustarbank.com.

"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995

This release includes forward-looking statements intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. These forward-looking statements generally can be identified by phrases such as Trustar Bank or its management "believes," "expects," "anticipates," "foresees," "forecasts," "estimates" or other words or phrases of similar import. Similarly, statements herein that describe Trustar Bank's business strategy, outlook, objectives, plans, intentions, or goals are also forward-looking statements. All such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those in forward-looking statements.

Investor Relations Contact

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TRUSTAR BANK
Consolidated Balance Sheets
(unaudited)
(\$ In Thousands)

| | March 31, 2023 | December 31, 2022 | March 31, 2022 |
|---|-------------------|-------------------|-------------------|
| Assets: | | | |
| Cash (currency and coin) | \$ 561 | \$ 561 | \$ 590 |
| Interest-bearing balances due from banks | 46,976 | 49,501 | 88,413 |
| Cash and cash equivalents | 47,537 | 50,062 | 89,003 |
| Securities held to maturity, at amortized cost | 43,716 | 44,084 | 31,646 |
| Securities available for sale, at fair value | 32,247 | 32,915 | 25,488 |
| Loans held for sale | 1,156 | 919 | 6,449 |
| Loans held for investment: | | | |
| Loans held for investment at amortized cost | 538,047 | 524,647 | 393,041 |
| Allowance for loan losses | (5,389) | (5,318) | (4,000) |
| Total loans held for investment, net of allowance | 532,658 | 519,329 | 389,041 |
| Bank premises and equipment, net | 5,360 | 5,192 | 1,167 |
| Accrued interest receivable | 1,997 | 2,045 | 1,118 |
| Restricted investment in Federal Home Loan Bank stock, at cost | 2,482 | 2,408 | 258 |
| Goodwill | 1,150 | 1,150 | 1,150 |
| Other assets | 6,051 | 5,390 | 562 |
| Total Assets | <u>\$ 674,355</u> | <u>\$ 663,495</u> | <u>\$ 545,882</u> |
| Liabilities and Shareholders' Equity: | | | |
| Liabilities: | | | |
| Deposits: | | | |
| Noninterest bearing demand | \$ 124,727 | \$ 114,970 | \$ 105,260 |
| Interest-bearing demand | 29,380 | 16,585 | 16,100 |
| Money market | 164,244 | 209,139 | 224,947 |
| Savings | 4,061 | 5,210 | 8,291 |
| Time deposits up to \$250,000 | 111,195 | 92,096 | 33,853 |
| Time deposits over \$250,000 | 113,921 | 99,971 | 108,489 |
| Total Deposits | 547,528 | 537,972 | 496,940 |
| Federal Home Loan Bank advances | 50,000 | 50,000 | - |
| Accrued interest payable | 687 | 608 | 59 |
| Other liabilities | 9,373 | 8,851 | 1,870 |
| Total Liabilities | 607,588 | 597,431 | 498,869 |
| Shareholders' Equity | | | |
| Preferred stock, \$5.00 par value, 1,000,000 shares authorized, 0 shares issued and outstanding | - | - | - |
| Common stock, \$5.00 par value, 25,000,000 shares authorized, 7,119,309, 7,119,309, 5,564,584 shares issued and outstanding, respectively | 35,597 | 35,597 | 27,823 |
| Additional paid-in capital | 38,969 | 38,874 | 28,354 |
| Accumulated deficit | (6,873) | (7,183) | (8,914) |
| Accumulated other comprehensive loss | (925) | (1,224) | (250) |
| Total shareholders' equity | 66,767 | 66,064 | 47,013 |
| Total Liabilities & Shareholders' Equity | <u>\$ 674,355</u> | <u>\$ 663,495</u> | <u>\$ 545,882</u> |

| | March 31, 2023 | December 31, 2022 | March 31, 2022 |
|--|----------------|-------------------|----------------|
| Key Metrics: | | | |
| Loans held for investment to deposits | 98.27% | 97.52% | 79.09% |
| Noninterest bearing demand deposits to total deposits | 22.78% | 21.37% | 21.18% |
| Allowance for loan losses to loans held for investment | 1.00% | 1.01% | 1.02% |
| Nonperforming assets to total assets | - | - | - |
| Total risk-based capital ratio | 12.16% | 13.15% | 12.23% |
| Tier 1 risk-based capital ratio | 12.16% | 12.17% | 11.26% |
| Common equity tier 1 risk-based capital ratio | 12.16% | 12.17% | 11.26% |
| Tier 1 leverage ratio | 9.71% | 10.27% | 8.71% |
| Book value per share | \$ 9.38 | \$ 9.28 | \$ 8.45 |
| Tangible book value per share | \$ 9.22 | \$ 9.12 | \$ 8.24 |

TRUSTAR BANK
Consolidated Statements of Operations
(unaudited)
(\$ In Thousands)

| | For the Three Months Ended | |
|---|----------------------------|----------------|
| | March 31, 2023 | March 31, 2022 |
| Interest and dividend income | | |
| Interest and fees on loans | \$ 7,399 | \$ 4,371 |
| Interest and dividends on securities | \$ 522 | 159 |
| Interest-bearing balances due from banks | \$ 732 | 48 |
| Total interest and dividend income | 8,653 | 4,578 |
| Interest Expense | | |
| Interest on deposits | 3,497 | 588 |
| Interest on borrowings | 539 | 25 |
| Total interest expense | 4,036 | 613 |
| Net interest income | 4,618 | 3,965 |
| Provision for loan losses | 218 | 308 |
| Net interest income after provision for loan losses | 4,399 | 3,657 |
| Non-interest income (loss): | | |
| Service charges and fees | 83 | 28 |
| Gain on sale of mortgage loans, net | 277 | 372 |
| Loss on trading securities | - | (333) |
| Other non-interest income | 87 | 63 |
| Total non-interest income (loss): | 447 | 130 |
| | 5,064 | 4,428 |
| Non-interest expense: | | |
| Salaries and employee benefits | 2,776 | 3,085 |
| Occupancy | 508 | 397 |
| Data processing | 154 | 122 |
| Network services | 153 | 123 |
| Professional services | 294 | 185 |
| Advertising | 38 | 40 |
| Regulatory assessments | 191 | 145 |
| Gain on debt extinguishment | (301) | (890) |
| Other operating expenses | 408 | 294 |
| Total non-interest expense | 4,221 | 3,501 |
| Net income (loss) before income taxes | 625 | 286 |
| Income taxes | 131 | 40 |
| Net income (loss) | \$ 494 | \$ 246 |
| Weighted average common shares outstanding | 7,119,309 | 5,560,806 |
| Net income (loss) per share | \$ 0.07 | \$ 0.04 |

| | For the Three Months Ended | |
|--|----------------------------|----------------|
| | March 31, 2023 | March 31, 2022 |
| Key Metrics: | | |
| Return on average assets | 0.29% | 0.19% |
| Return on average shareholders' equity | 3.00% | 2.10% |
| Yield on average interest-earning assets | 5.20% | 3.51% |
| Rate on average interest-bearing liabilities | 3.43% | 0.65% |
| Net interest margin | 2.77% | 3.04% |
| Average loans to average earning assets | 79.40% | 72.59% |
| Efficiency Ratio ⁽¹⁾ | 89.29% | 99.16% |

⁽¹⁾ The efficiency ratio is calculated as total noninterest expense, excluding gain on debt extinguishment, divided by the sum of net interest income and total noninterest income, excluding gain (loss) on trading securities.

