

Beneficial State Bank



beneficial state bank

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beneficial state bancorp

Progress-to-date

Social enterprise CDFI, B Corp bank founded in 2007.

Grown organically and through aligned acquisition to \$800 million in assets, 225 colleagues and 18 locations operating in California, Oregon and Washington with two banks: *Beneficial State Bank* and *Albina Community Bank*.



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1

OWNERSHIP STRUCTURE that doesn't maximize profit and prioritizes people and planet.



All economic interest
owned by a 501c3
nonprofit foundation



Profits flow back to
communities we serve



Governance in the
public interest



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2

LENDING PRACTICE

that seeks all benefit, no harm.

- **Direct at least 75% of our loans to changemakers.**
- **Ensure that none of our loans are put to use against a better future.**

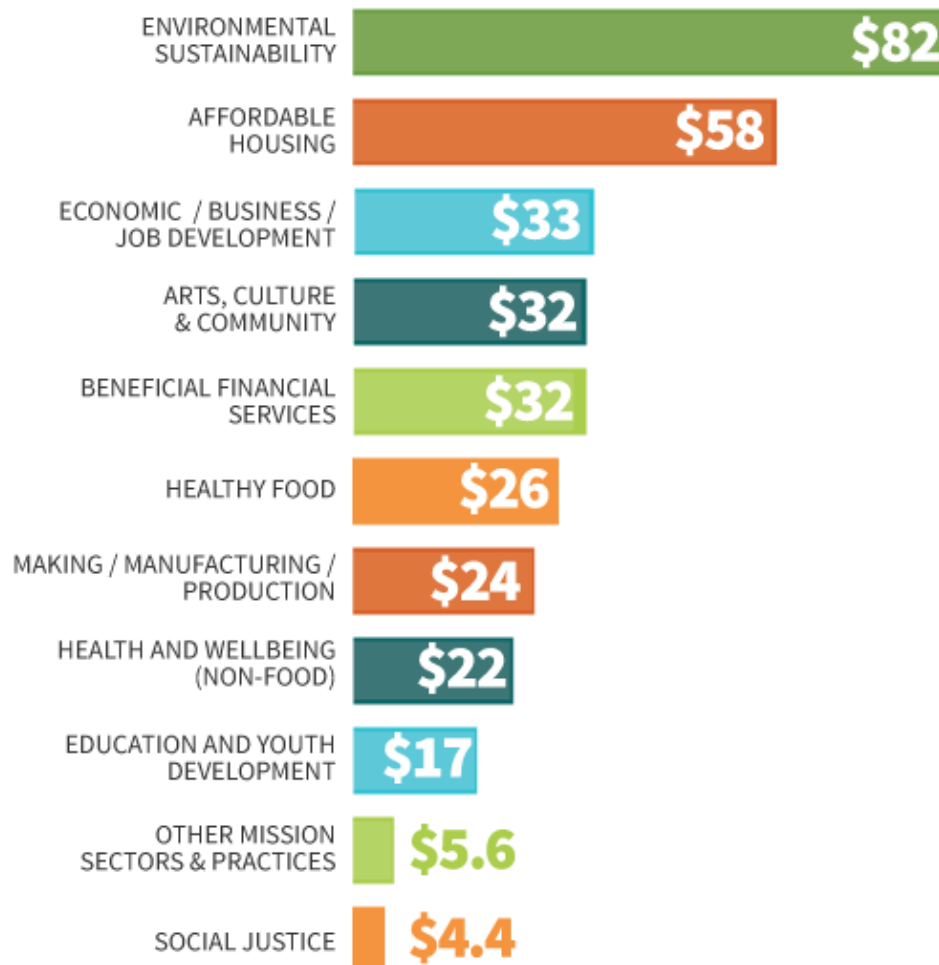


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\$300 MILLION

MISSION LOAN COMMITMENTS

DECEMBER 2016



Outstanding commitments for loans active as of 12/31/16 in \$ millions.

Note: Some loans serve multiple mission categories.

3

RADICAL TRANSPARENCY


**Third party audited, data-driven,
and outcomes shared with the
public.**

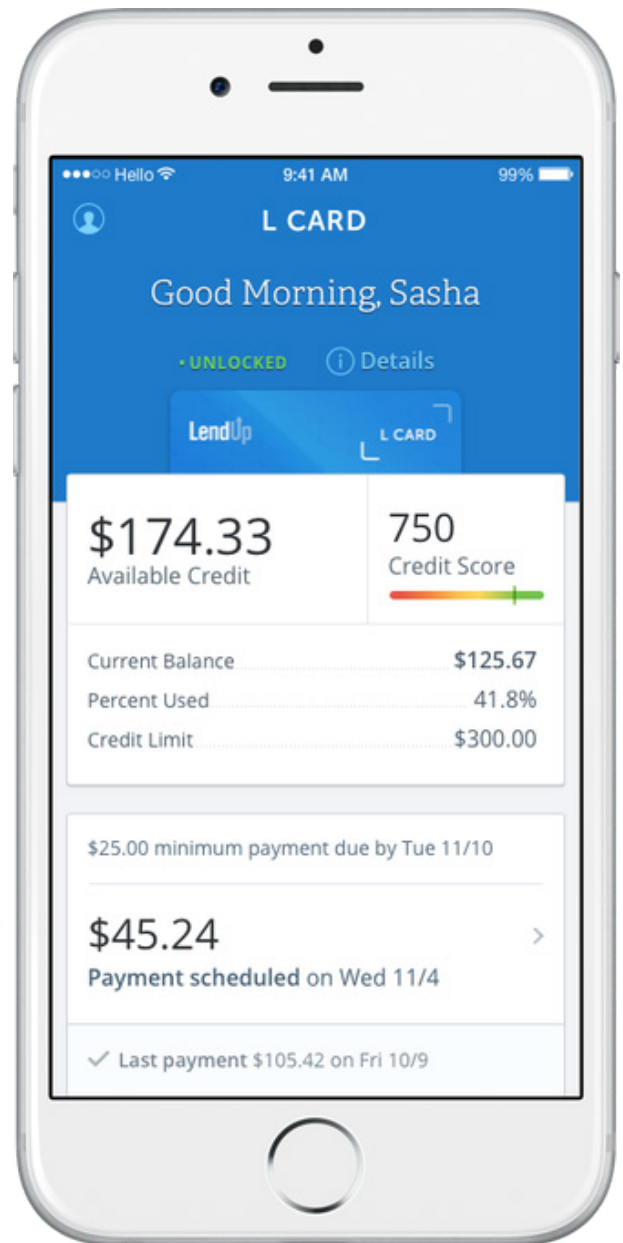


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Member FDIC  Equal Housing Lender

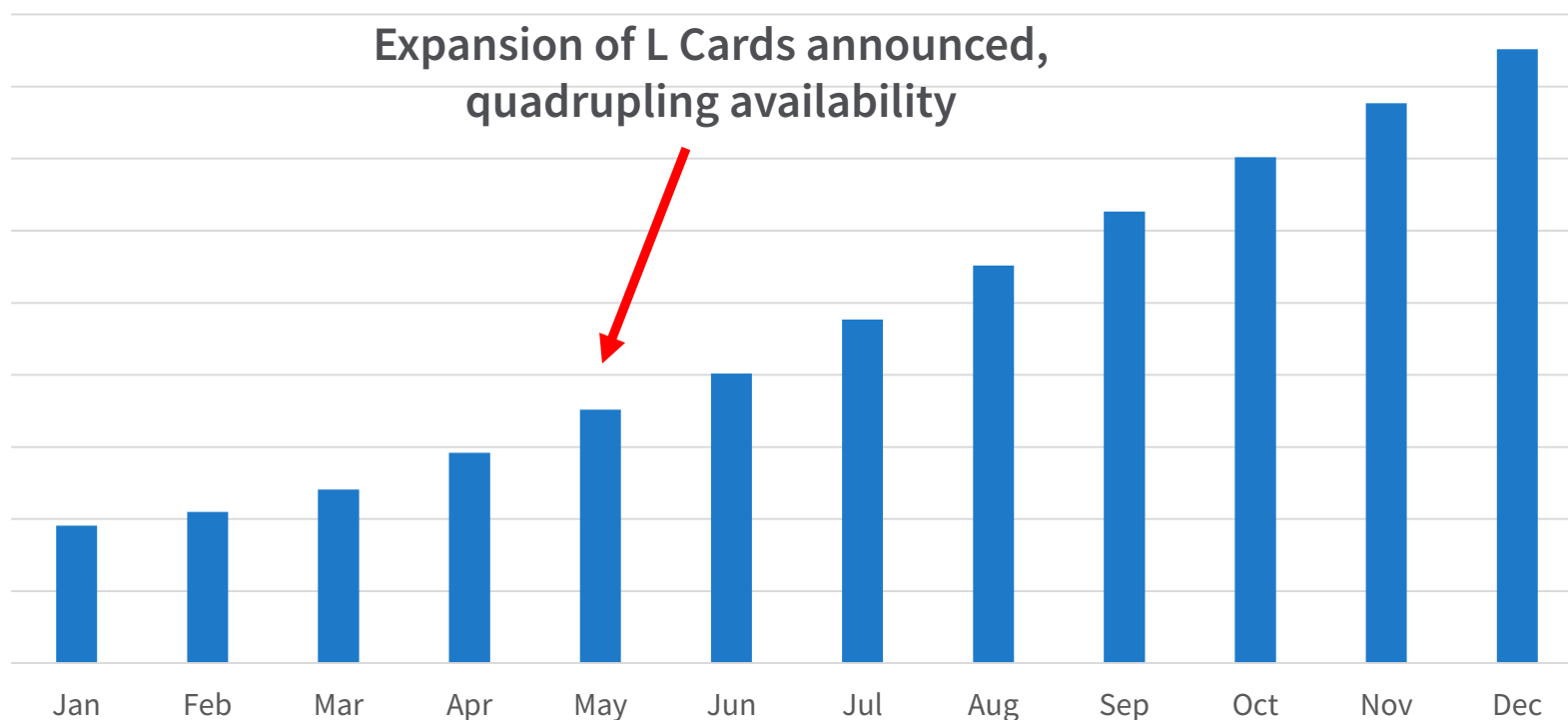


L Card Current Product Terms

Current Price Points	Terms – price points for new card originations	
	AMF	APR
No Fee	\$0	24.99% V Purchase 29.99% V Cash
Trust 2499	\$39	24.99% V Purchase 29.99% V Cash
Opportunity	\$59	29.99% V Purchase 29.99% V Cash

Legacy Price Points	Terms – no longer being actively originated	
	AMF	APR
Fee Waiver	\$0 first year, \$19 thereafter	24.99% V Purchase 29.99% V Cash
Trust	\$39	19.99% V Purchase 29.99% V Cash

L Card: 2017 Projected Account Growth



Fintech and banking: A socially responsible partnership

- Challenges
- Opportunities
- What is unique to our market?
- Which aspects could be adopted elsewhere?





Thank you!

build something beautiful.



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