

Regions Served: Washington, DC; Prince Georges County, MD; Newark, NJ; Harlem, New York City

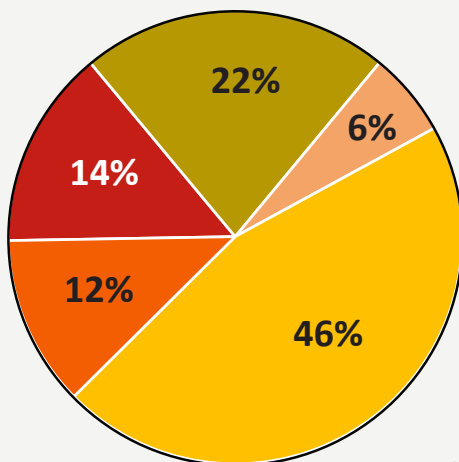
Lending Focus: Small Business, Commercial Real Estate and Single Family

Status: CDFI

Website: www.industrial-bank.com

Industrial Bank was founded in 1934 by Jesse H. Mitchell, a Howard University Law School graduate, with just six employees and \$192,000 in assets. The bank has since grown into one of the largest African American-owned community banks in the United States. Today, under the leadership of B. Doyle Mitchell, Jr., Industrial Bank boasts more than \$710 million in assets and employs 140 individuals across multiple branches, including locations in Washington, D.C., Maryland, New Jersey and New York.

TOTAL OUTSTANDING PORTFOLIO



	<i>In 000's</i>
Construction & Land Development	\$ 53,255
Single Family	\$82,773
Multifamily	\$22,614
Commercial Real Estate	\$170,465
Commercial & Industrial	\$ 45,493
Consumer Loans	\$ 105
Other	\$ 1,047
TOTAL:	\$ 374,293

Industrial Bank was established in 1934 with a mission to promote financial and economic empowerment to diverse communities.

EMPOWERING ENTREPRENEURS: NOTHING BUNDT CAKES

Industrial Bank has a long history of empowering entrepreneurs and fostering community development. Verelyn Gibbs Watson, owner of multiple Nothing Bundt Cakes locations, benefited from this support. With Industrial Bank's assistance, she introduced the bakery brand to the Maryland/DC metro area, opening her Gaithersburg location in 2016 and Bethesda in 2020.

Born in Georgetown, Guyana, and raised in Brooklyn, Verelyn is now set to open her third location in Germantown, MD, thanks to a loan from Industrial Bank. This new store will create six full-time and four part-time jobs, all at a living wage or higher. Industrial Bank's commitment to supporting entrepreneurs like Verelyn highlights their role in driving community development and economic prosperity.



Source: Call Report Data at 12/31/2023

*Adopted by the UN in 2015, the Sustainable Development Goals (SDGs) are 17 integrated targets aimed at ending poverty, protecting the planet, and ensuring peace and prosperity for all by 2030.

2023 SNAPSHOT LOAN ORIGINATIONS



57
TOTAL LOANS



18
CONSTRUCTION & LAND
DEVELOPMENT



3
SINGLE
FAMILY



7
MULTIFAMILY



1
OTHER



13
COMMERCIAL
REAL ESTATE

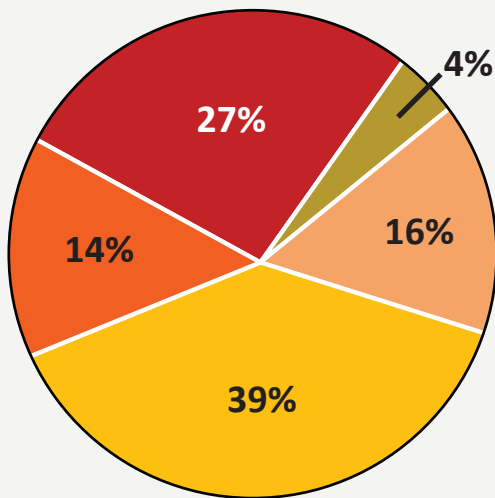


14
COMMERCIAL
& INDUSTRIAL



1
CONSUMER
LOANS

TOTAL PERCENTAGE OF LOAN ORIGINATIONS



	<i>In '000's</i>
Construction & Land Development	\$ 24,837
Single Family	\$ 3,925
Multifamily	\$ 14,594
Commercial Real Estate	\$ 36,067
Commercial & Industrial	\$ 13,169
Consumer Loans	\$ 25
Other	\$ 146
TOTAL:	\$ 92,739

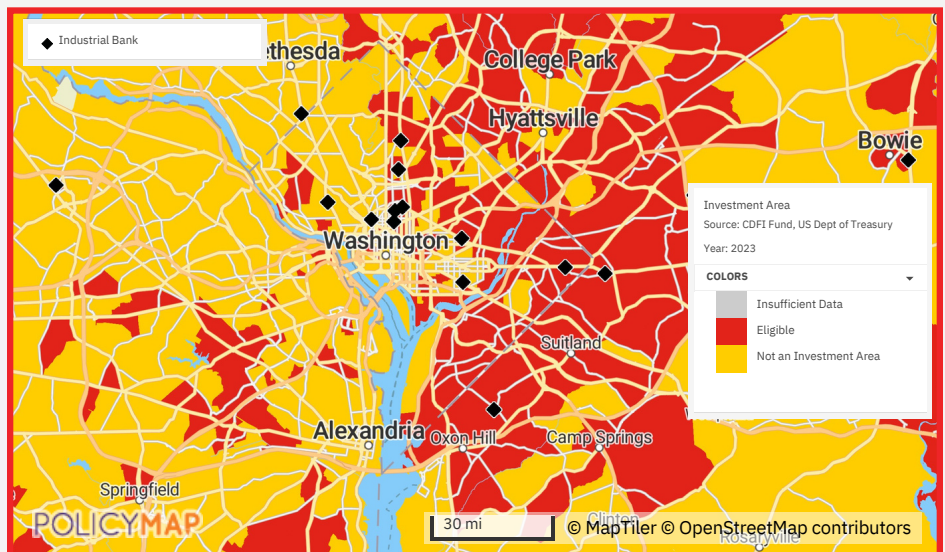
Source:
Industrial Bank 2023 Loan Origination Data

Industrial Bank's Commitment to Reducing Recidivism

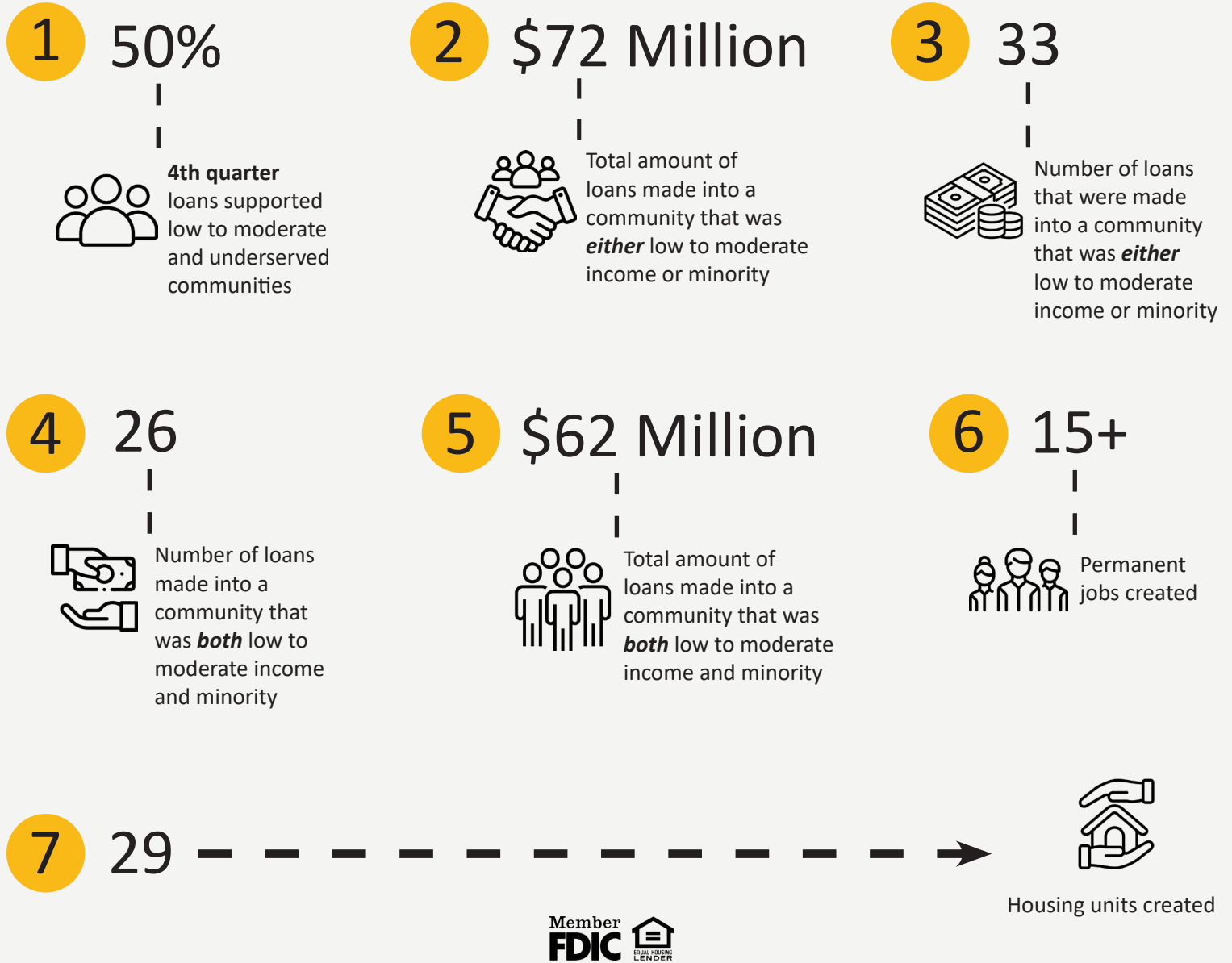


Industrial Bank is dedicated to serving as a recidivism interrupter. The Bank began its work with the justice system in 2016 when two employees volunteered with a local non-profit aiding currently and formerly incarcerated individuals. The organization provided an eight-week life skills program to young men aged 14 to 17 in the Baltimore City jail charged as adults. In January 2018, Industrial Bank partnered with the DC Department of Corrections, offering financial empowerment sessions to over 80 incarcerated men and women. These sessions began with groups in both medium and maximum-security levels and later included a specialized group, Young Men Emerging (YME), for men aged 18-25. The program was well received by DC Jail residents, the YME group, and the community of non-profits supporting returning citizens, highlighting Industrial Bank's role in community development and support.

2023 LOAN ORIGINATIONS



2023 LOW TO MODERATE INCOME AND MINORITY IMPACT DATA



JUSTICE EXPOSED EMPOWERMENT PROGRAM (DATA AS OF 12/31/2023)

- 150+**
Justice exposed men and women have completed the financial literacy series
- 100+**
Incarcerated individuals who completed the financial literacy series
- \$200,000+**
Deposits from justice exposed individuals