



IMPACT REPORT 2023



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***FEATURED ON THE COVER:**

MR. & MRS. SIMS, OWNERS OF THE FRIENDLY CATERER

Carolina Concession, LLC was founded by Herbert and Sandra Sims in November 2012 in Columbia, SC. With help from Optus Bank, they have expanded their business to include several successful concepts including Sky Café and Bar, Riverbanks Bar and Grill, Sunrise Café, Carolina Sub and the Bar B Que Pitt.

Herbert and Sandra have recently added National Brands; Dunkin Donuts, Jimmy John's and Samuel Adams Columbia Brewhouse to their Columbia Metropolitan Airport (CAE) resume. Whether you have an early morning business flight, traveling with family, or making a connection, there is always something to satisfy everyone's taste.

NO MARGIN NO MISSION



As a bank on a mission to create wealth in underserved communities, we recognize that the financial strength of our bank is a key driver of our positive community impact. In this impact report, we want to highlight the results of our efforts to fulfill our mission established by visionary and courageous African Americans more than 100 years ago, when they founded Victory Savings Bank, now Optus Bank.

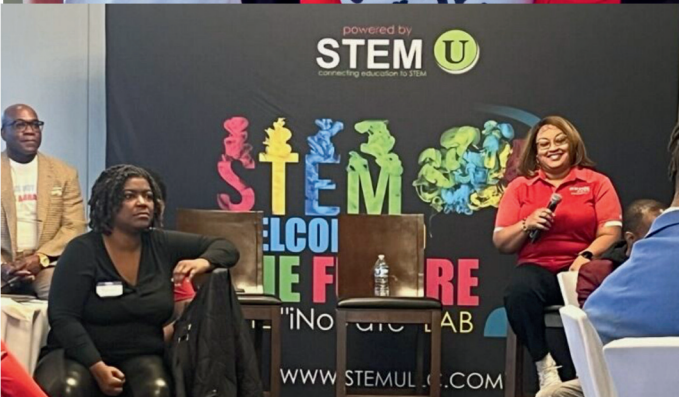
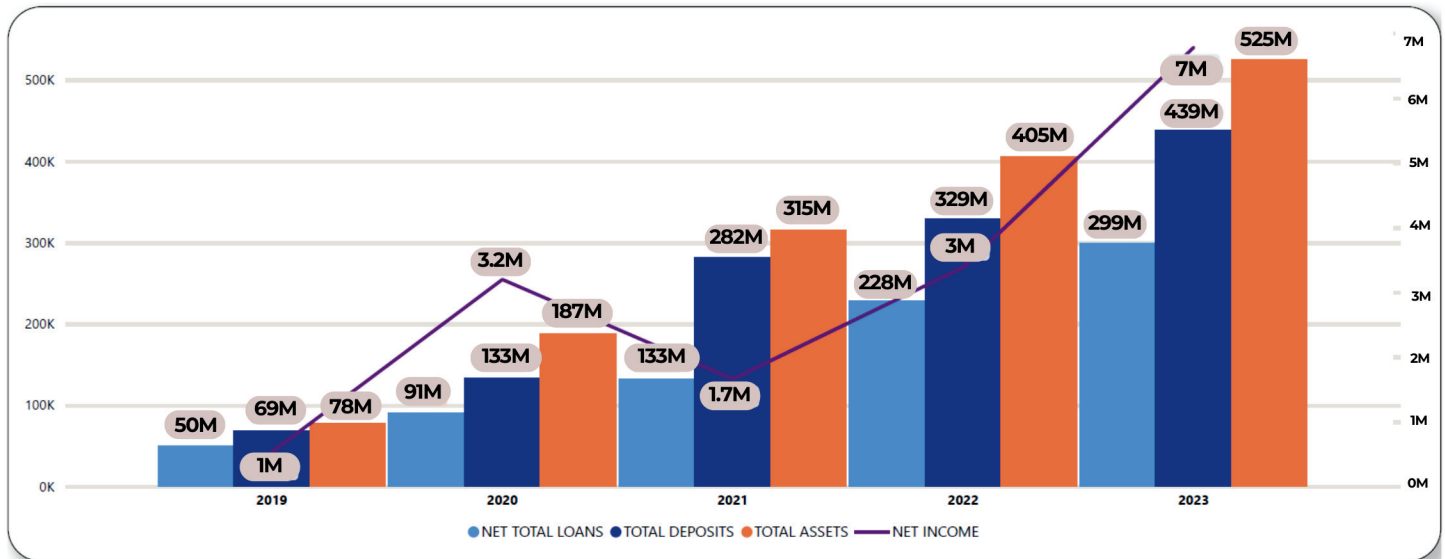
Our bank has grown its capacity and strength exponentially despite of the challenges our country, our economy and our communities faced over the past year. We are ready to deliver on our mission more than ever. We hope you take the time to read about the results generated by our customers, communities, employees, board members and shareholders.

Thank you for being a part of our legacy, mission, and future!

Dominik Mjartan
DOMINIK MJARTAN
CEO of Optus Bank

Benita Lefft
BENITA LEFFT
COO of Optus Bank

BEST OF 2023



- **30% TOTAL ASSET GROWTH**
- **79% BOOK VALUE PER SHARE GROWTH**
- **33% INCREASE IN DEPOSITS**
- **\$6.8 MILLION IN EARNINGS—A 100% INCREASE FROM 2022**
- **OVER \$178,000 DONATED**
- **OVER 46 COMMUNITY EVENTS SUPPORTED**

FINANCIAL HIGHLIGHTS

- * **Strong Capital Position:** Optus Bank has extremely well capitalized with leverage ratio 14.35% above peer group of 10.51%, with a 21.6% Total Capital Ratio. \$45 million in capital to support additional growth; up \$1.5 billion in total assets at the holding company .
- * **Pristine Asset Quality:** Adjusted non-performing loan rate by 0.33% (1.21% - 0.88% government guaranteed), ~\$100 million of loan portfolio is credit enhanced (including government guaranteed), no concentrated exposure to risky asset classes.
- * **Balance Sheet Strength:** Total assets increased by nearly 30% or \$119 million; loan originations increased by \$116 million and Deposits grew by \$110 million. 34.01% liquid Assets to Total Assets. Total available funding sources of \$322 million. Well positioned to absorb changes due to falling rate environment.
- * **Earnings:** Bank earned \$6.8 million – 100% increase from prior YE 2022 and Holding Company earned over \$8 million. 1.54% ROA and 10.23% ROE. NIM holding steady around 3.66, NII increased to \$4.57 million, NOI 1.46 – all above peers. Efficiency ratio of 47.13% was well below peer group of 63.78% as of YE.
- * **Shareholder Wealth:** Common book value per share increased by 79% from 2022 (235% since 2017).



Gabby Goodwin
Confidence By Gabby

Gabby was 9 years old when she and her mother Rozalynn, first started their business of manufacturing GaBBY Bows hair accessories. Her business has since expanded into hair care products sold at Target and beyond and Confidence has now become a micro-franchise and enterprise with products and a salon!

INCREASING COMMUNITY IMPACT

- * 97% of loans by dollar amount and 96% of loans by number originated in 2023 were Impact Loans
- * 72% of 2023 Optus loans by dollar amount and 83% by number went to CDFI-qualified underserved areas. An increase of 33% and 23%, respectively, from 2022.
- * 46% of 2023 Optus loans by dollar amount went to Majority Minority areas, an 8% increase from 2022. The number of loans more than doubled in 2023 from 2022, from 92 to 211.
- * The number of loans to Minority Borrowers increased by 79%.
- * 37% of total 2023 loans by dollar amount and 96% by number of loans went to small businesses with loan amounts less than \$1MM.
- * 37% of 2023 loans by number of loans were for micro loan amounts less than \$50K



Dr. Jermaine Johnson
Dream Team Consulting, LLC

Jermaine Johnson founded Dream Team Consulting in 2018 with a vision to see clients thrive in their respective industries utilizing proven tactics. While operating DTC, Jermaine recognized the importance of solar energy production and decided to pursue the development of a solar farm. With help from Optus Bank, he owns 65 acres of land that will be utilized for the development of a solar farm. By providing financial support for solar projects, Optus Bank empowers individuals, businesses, and communities to embrace renewable energy.

GROWING COMMUNITY WEALTH

At the heart of our mission as a wealth creation-focused organization lies our commitment to communities and customers. We engage with them by facilitating access to social, financial, and human capital. A pivotal aspect of our strategic approach involves active participation in community service initiatives.



OPTUS

BANK



TRANSFORMING OPPORTUNITIES INTO WEALTH
*Optus Bank is on a mission to empower our customers
and communities to build lasting wealth and live
better financial lives by providing them with
relationship banking services.*

www.optus.bank

FDIC