



**customers  
bancorp**

**Let's take on tomorrow.**

"A Digital-Forward Super-Community Bank"  
Investor Presentation: Q4 2022 / FY 2022

January 2023

# Forward-Looking Statements



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In addition to historical information, this presentation may contain “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include statements with respect to Customers Bancorp, Inc.’s strategies, goals, beliefs, expectations, estimates, intentions, capital raising efforts, financial condition and results of operations, future performance and business. Statements preceded by, followed by, or that include the words “may,” “could,” “should,” “pro forma,” “looking forward,” “would,” “believe,” “expect,” “anticipate,” “estimate,” “intend,” “plan,” “project”, or similar expressions generally indicate a forward-looking statement. These forward-looking statements involve risks and uncertainties that are subject to change based on various important factors (some of which, in whole or in part, are beyond Customers Bancorp, Inc.’s control). Numerous competitive, economic, regulatory, legal and technological events and factors, among others, could cause Customers Bancorp, Inc.’s financial performance to differ materially from the goals, plans, objectives, intentions and expectations expressed in such forward-looking statements, including: The impact of the ongoing pandemic on the U.S. economy and customer behavior, the impact that changes in economy have on the performance of our loan and lease portfolio, the market value of our investment securities, the demand for our products and services and the availability of sources of funding, the continued success and acceptance of our blockchain payments system; the effects of actions by the federal government, including the Board of Governors of the Federal Reserve System and other government agencies, that effect market interest rates and the money supply; the actions that we and our customers take in response to these developments and the effects such actions have on our operations, products, services and customer relationships, higher inflation and its impacts, and the effects of changes in accounting standards or policies. Customers Bancorp, Inc. cautions that the foregoing factors are not exclusive, and neither such factors nor any such forward-looking statement takes into account the impact of any future events. All forward-looking statements and information set forth herein are based on management’s current beliefs and assumptions as of the date hereof and speak only as of the date they are made. For a more complete discussion of the assumptions, risks and uncertainties related to our business, you are encouraged to review Customers Bancorp, Inc.’s filings with the Securities and Exchange Commission, including its most recent annual report on Form 10-K for the year ended December 31, 2021, subsequently filed quarterly reports on Form 10-Q and current reports on Form 8-K, including any amendments thereto, that update or provide information in addition to the information included in the Form 10-K and Form 10-Q filings, if any. Customers Bancorp, Inc. does not undertake to update any forward-looking statement whether written or oral, that may be made from time to time by Customers Bancorp, Inc. or by or on behalf of Customers Bank, except as may be required under applicable law. This does not constitute an offer to sell, or a solicitation of an offer to buy, any security in any state or jurisdiction in which such offer, solicitation or sale would be unlawful.

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# Customers Bancorp Snapshot

A forward thinking super-community bank focused on superior customer service through high-tech, high-touch model



## Community Banking

Regional C&I, Investment CRE, Multifamily, SBA and Residential Mortgages with presence in Northeast and limited presence in Carolinas, Florida and Texas

Checking & Saving accounts, CDs, Credit Cards



## Corporate & Specialty Banking

National corporate niche businesses, including Fund Finance<sup>1</sup>, Real Estate Specialty Finance, Financial Institutions Group (FIG), Loans to Mortgage Companies, Equipment Finance, Tech & Venture and Healthcare



## Digital Banking

Consumer – Checking & Saving accounts, Personal/Student Loans, Credit Cards

Commercial – Fintech Banking (BaaS/MPL), Transaction Banking (Payments & Treasury Services, CBIT™), SMB Bundle and Credit Cards

## Customers Bancorp, Inc.

NYSE: CUBI

Headquarters	West Reading, PA
Offices <sup>1</sup>	33
FTE Employees	668
Market Capitalization As of 01/20/2023	\$1.0B
Total Assets	\$20.9B
Tangible Book Value <sup>2</sup>	\$38.97
Share price As of 01/20/2023	\$31.12

Data as of 12/31/2022, unless otherwise noted.

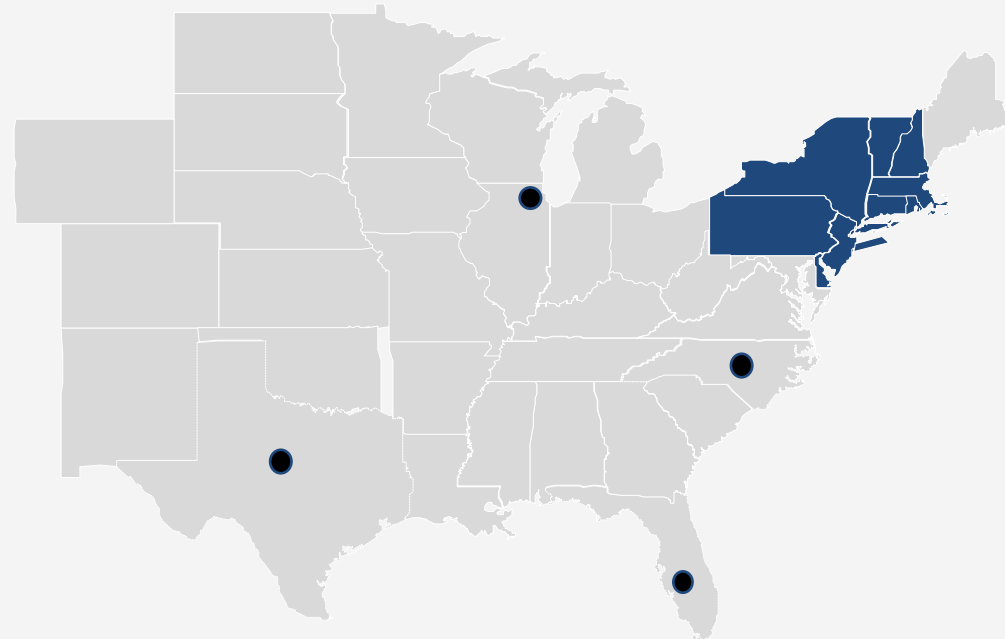
- (1) Offices includes branches, executive offices, Private Banking Offices and Loan Production Offices.
- (2) Non-GAAP Measure, refer to Appendix for reconciliation.

1. Includes Capital Call lines and Lender Finance

# Community Banking: Single point of contact model delivers best in class customer service with branch-lite footprint

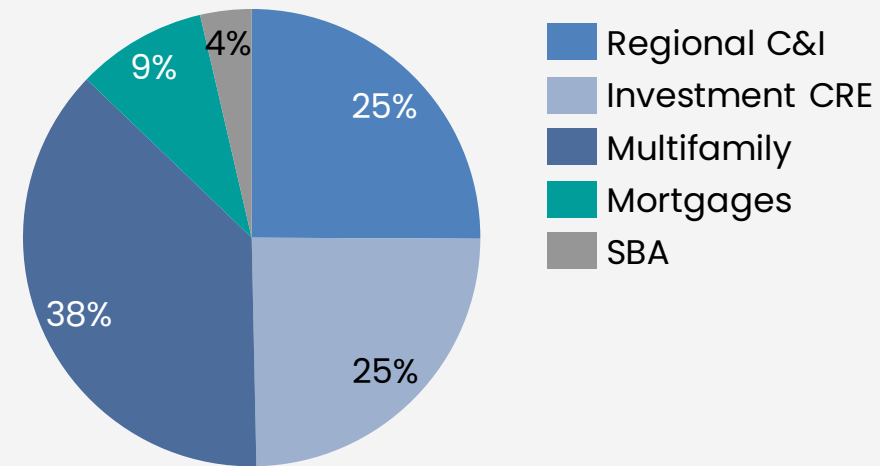


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Footprint ■  
Expansion geographies ●

**Community Banking-Loans**  
Q4'22, percent



**Total portfolio: \$5.9 billion**

<b>Regional C&amp;I</b>	<ul style="list-style-type: none"> <li>• Deep community ties resulting in primary banking relationship, with only 7 traditional branches</li> <li>• 40% market share in home market</li> </ul>
<b>Multifamily</b>	<ul style="list-style-type: none"> <li>• Long standing relationships with local owners, generational families and investors</li> </ul>
<b>SBA</b>	<ul style="list-style-type: none"> <li>• Top 40 nationwide SBA lender</li> <li>• 96% of portfolio in Q4'22 is government guaranteed</li> </ul>

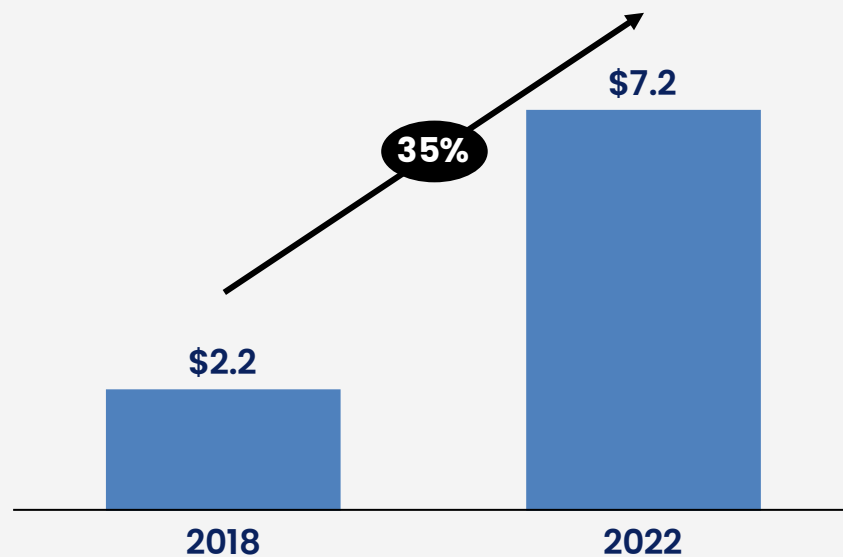
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# Corporate & Specialty Banking: Highly experienced, specialized teams serving corporate clients through diversified product offering

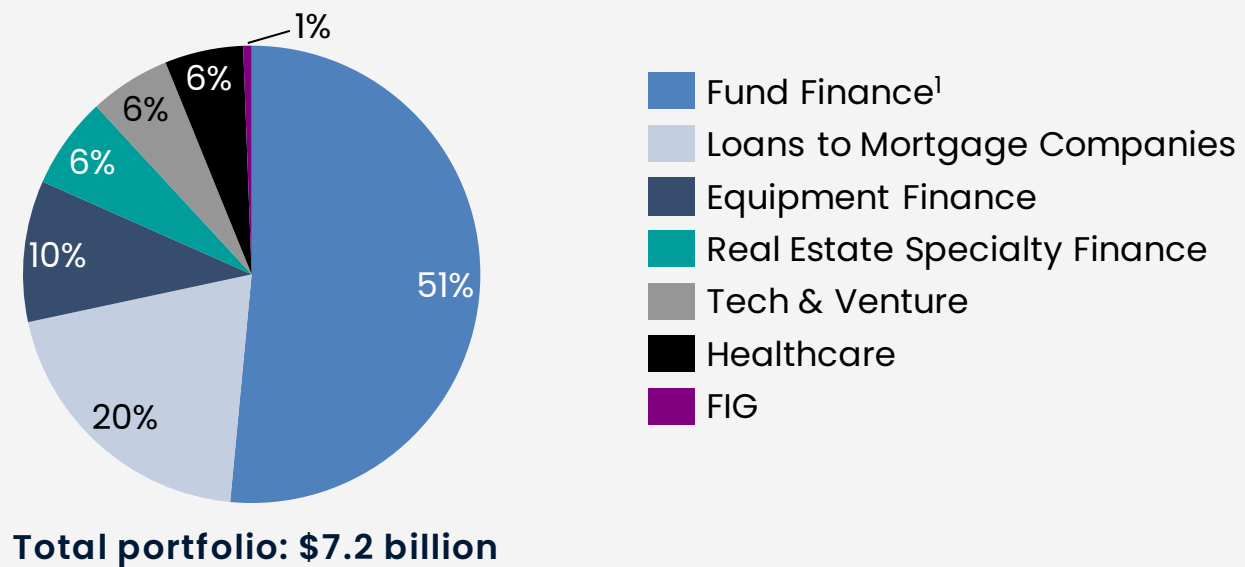


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**Corporate & Specialty Banking-Loans**  
2018-2022, \$ billions



**Corporate & Specialty Banking-Loans**  
Q4'22, percent

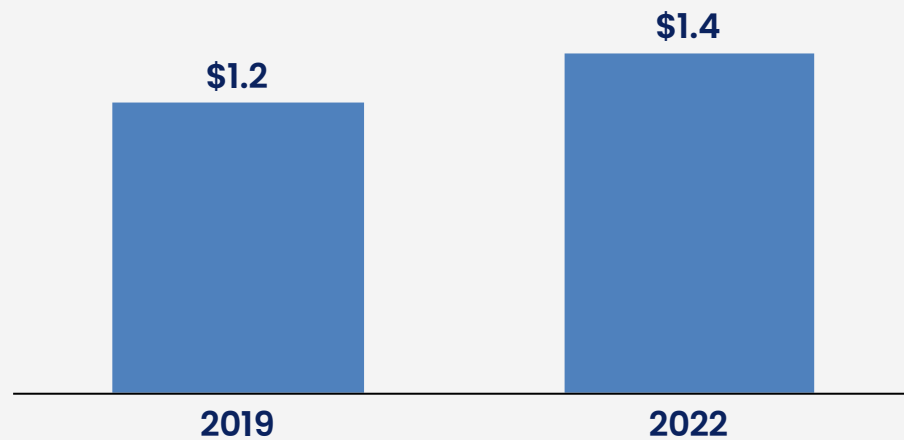


<b>Fund Finance<sup>1</sup></b>	<ul style="list-style-type: none"> <li>• Capital call line business grew to over \$900 million by year end 2022</li> <li>• Lender Finance business led to strong cross-sell opportunities with PE/Venture Capital managers across multiple products which is leading to deposit pipeline growth</li> </ul>
<b>Loans to Mortgage Companies</b>	<ul style="list-style-type: none"> <li>• Targeted decline from 32% of total loans ex PPP<sup>2</sup> in Q4'20 to 10% in Q4'22</li> <li>• Stable balances at \$1.4-\$1.5 billion and a significant proportion still funded with NIB deposits even with industry decline in liquidity and deposits</li> </ul>
<b>Tech &amp; Venture</b>	<ul style="list-style-type: none"> <li>• Growth of \$400 million+ since inception in Q1'22</li> <li>• Leveraging deep relationships with top VCs and sponsors and building a strong reputation in the market</li> <li>• Significant low cost deposit pipeline</li> </ul>

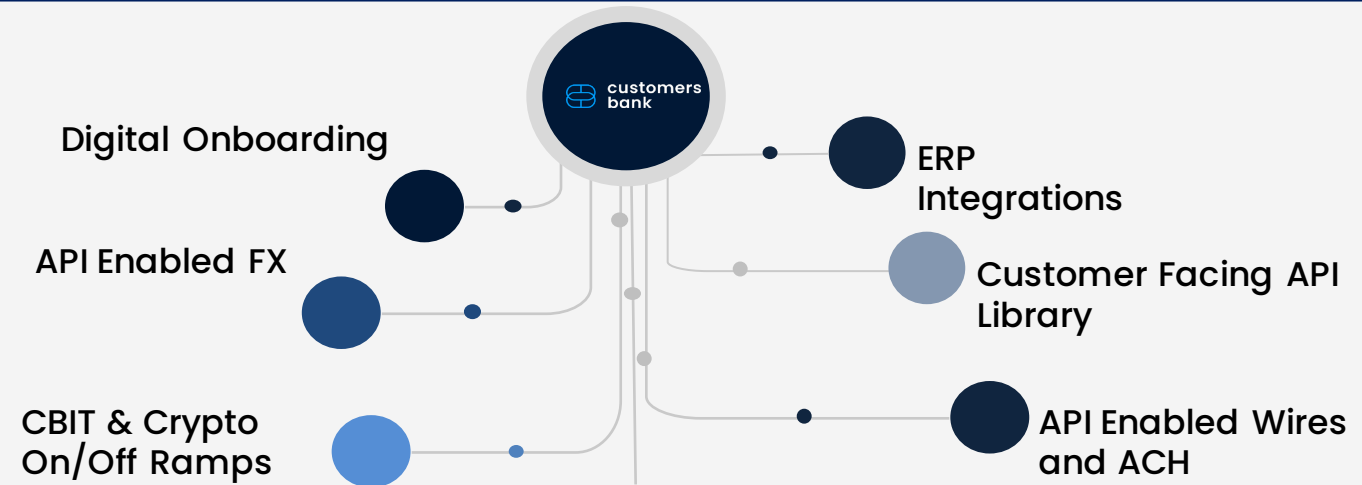
1. Includes Capital Call lines and Lender Finance  
2. Non-GAAP Measure, refer to Appendix for reconciliation.

# Digital Banking: Strong growth in lending and fees while attracting significant deposits

**Digital Banking – Loans ex PPP<sup>1</sup>**  
2019-2022, \$ billions



## API-enabled Digital Solutions



### Fintech Banking (Banking-as-a-Service)

- Banking partner to best in class fintechs who use our API enabled infrastructure to scale their business
- Recurring high-margin and sticky revenue
- Pass through funding model allows for transaction fees and interest income with negligible credit risk

### Transaction Banking

- 24/7 API enabled fully integrated Treasury and Payments offerings supporting low cost deposit growth and fee income generation

### Digital Lending

- Crossed over \$2.5 billion in consumer installment originations with ~100k customers
- Funded 350k+ PPP loans for over \$10.0 billion earning more than \$350 million in origination fees plus interest income

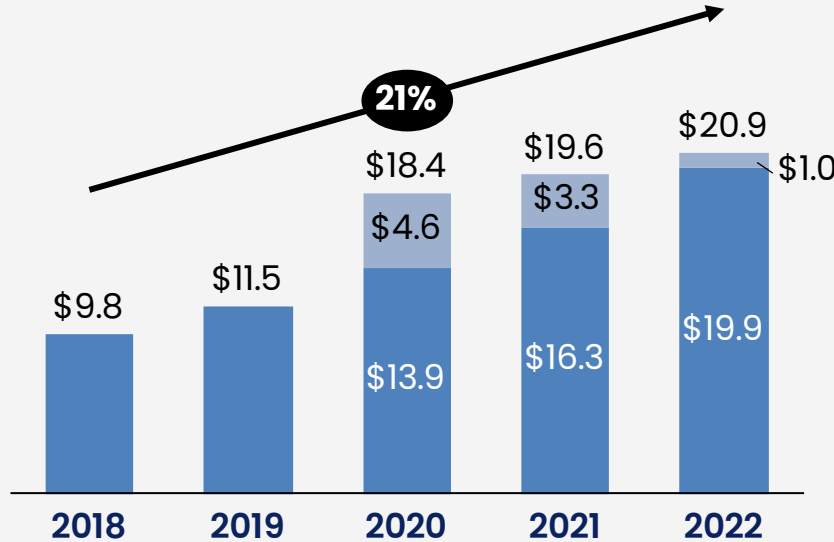
1. Consumer Installment HFI loans only

# Customers Bank has demonstrated continued organic growth while maintaining low credit risk profile

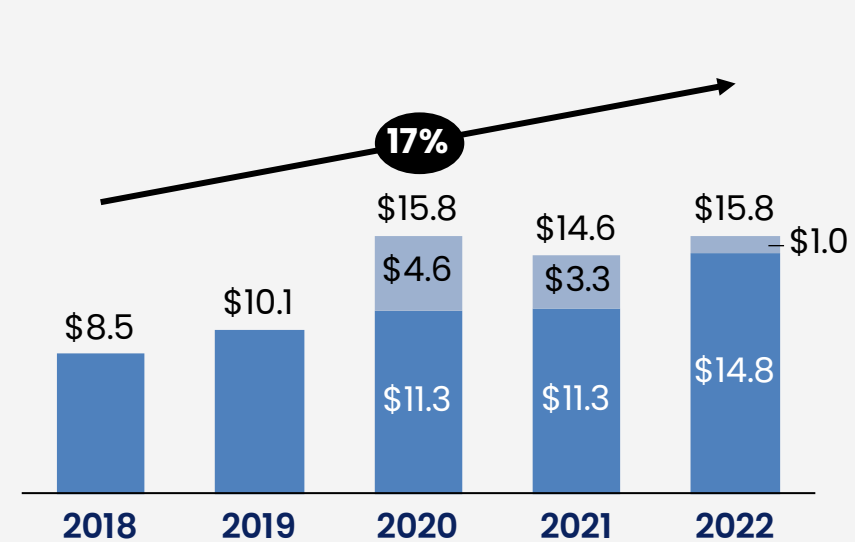


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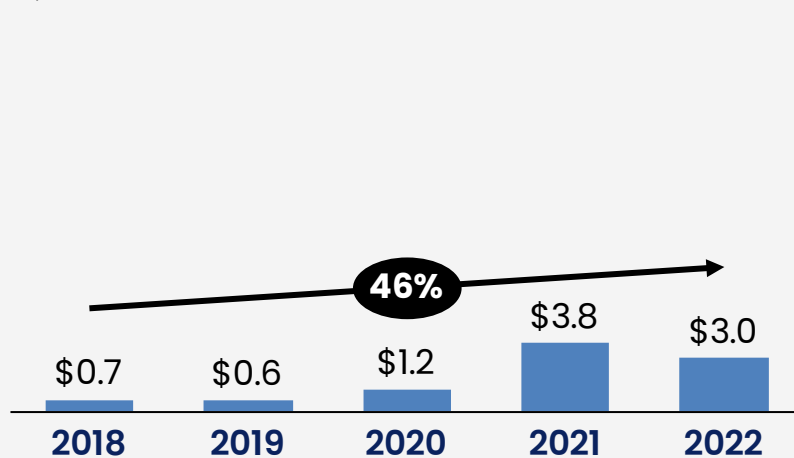
**Total Assets**  
\$ billions



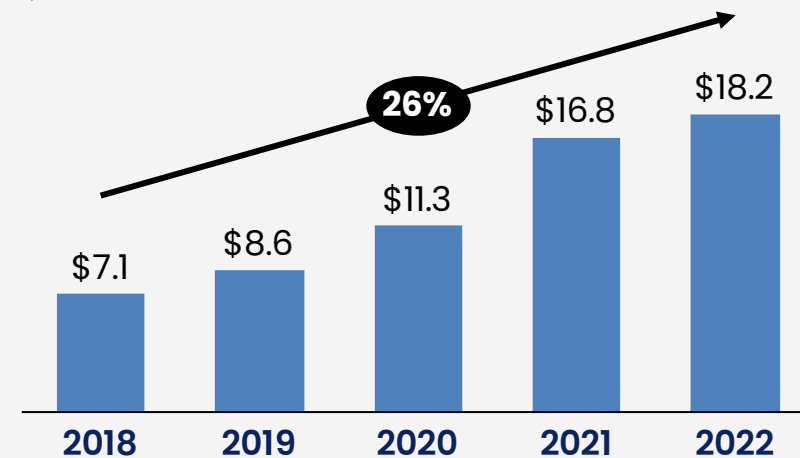
**Total Loans**  
\$ billions



**Investments AFS portfolio**  
\$ billions



**Total Deposits**  
\$ billions



Loans ex PPP<sup>1</sup> to Deposits



26% annual growth in total deposits

\$8.4 billion increase in total assets ex PPP<sup>1</sup> (2019–2022) as PPP loans were reinvested into core loans and AFS portfolio

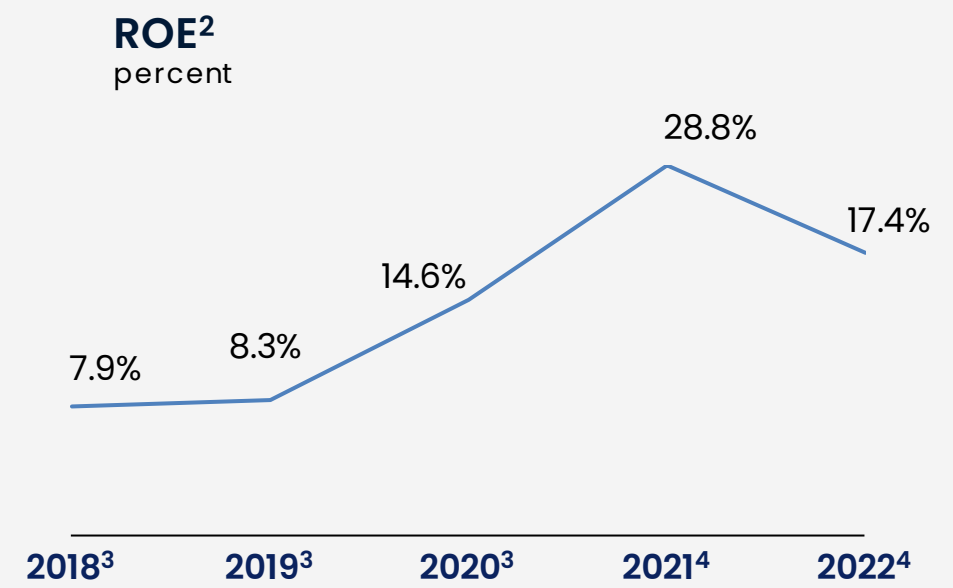
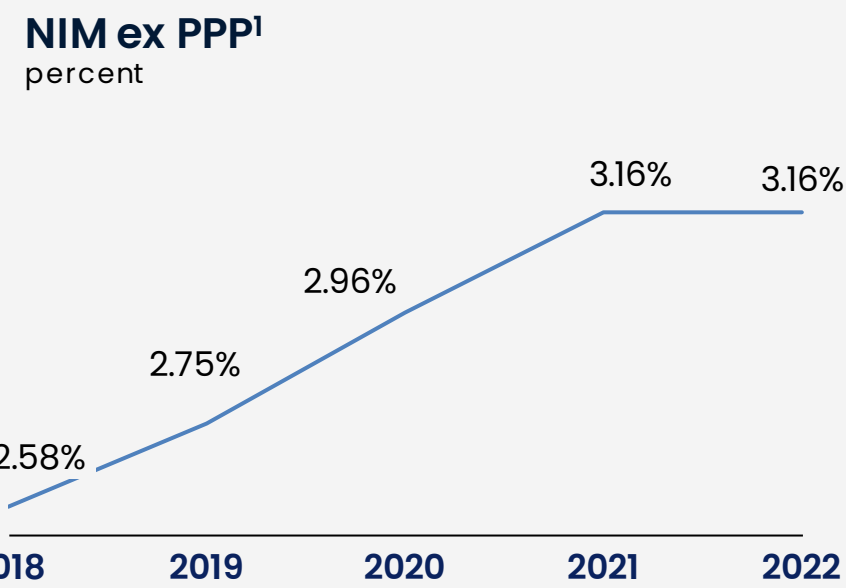
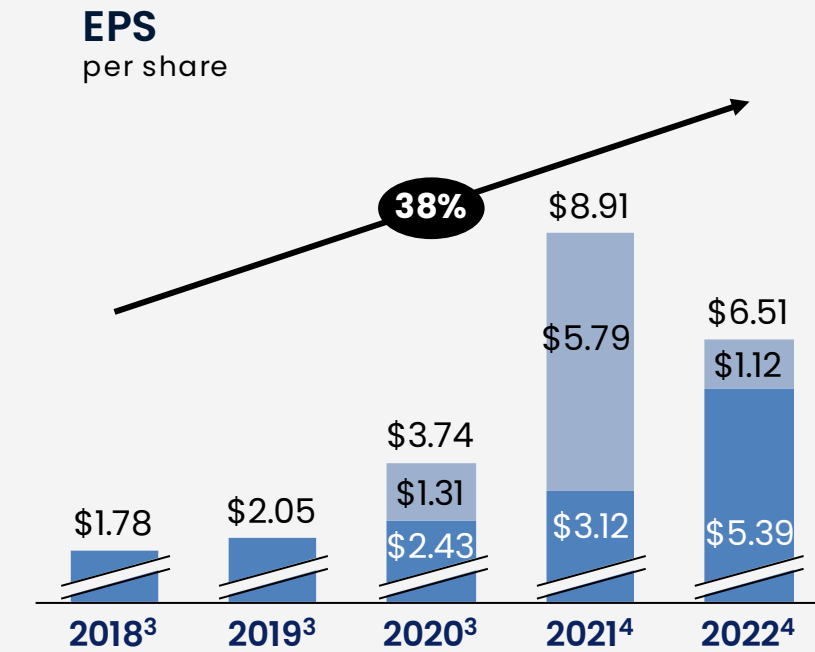
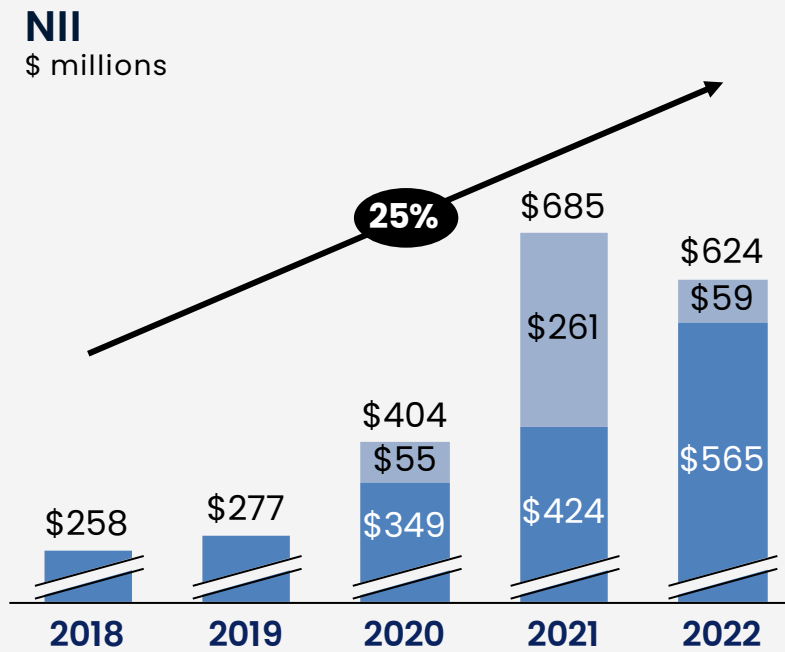
Continued loan growth will be fueled by normalization of AFS portfolio

1. Non-GAAP Measure, refer to Appendix for reconciliation.

# Customers Bank growth has come with a dramatic increase in profitability and margins



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NII ex PPP<sup>1</sup> has more than doubled over the last four years

Recurring earnings power has increased ~2.5x since 2019

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1. Non-GAAP Measure, refer to Appendix for reconciliation. 2. Includes impact of PPP  
3. As originally reported, inclusive of continuing and discontinued operations. 4. Includes continuing operations



# Highlights – GAAP



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Q4'22 | FY'22

Q4'22 (vs. Q4'21)

Highlights	Profitability	Balance Sheet	Credit
<p><b>Diluted EPS</b></p> <p><b>\$0.77   \$6.51</b></p>	<p><b>2.67%</b> vs. 4.14%</p> <p><b>NIM</b></p>	<p><b>\$20.9B</b> +7%</p> <p><b>Total Assets</b></p>	<p><b>0.15%</b> -10 bps</p> <p><b>NPA Ratio</b></p>
<p><b>Net income<sup>1</sup></b></p> <p><b>\$25.6 M   \$218.4 M</b></p>	<p><b>0.55%</b> vs. 2.08%</p> <p><b>ROAA</b></p>	<p><b>\$15.8B</b> +8%</p> <p><b>Total Loans and Leases</b></p>	<p><b>\$30.7M</b> -38%</p> <p><b>NPLs</b></p>
<p><b>ROCE</b></p> <p><b>8.0%   17.4%</b></p>		<p><b>\$18.2B</b> +8%</p> <p><b>Total Deposits</b></p>	<p><b>426.0%</b> vs. 277.7%</p> <p><b>Reserves to NPLs</b></p>

1. Net income to common shareholders

# Highlights – Adjusted/Core



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Q4'22 | FY'22

Q4'22 (vs. Q4'21)<sup>1</sup>

## Highlights

**Core EPS ex PPP<sup>1,2,3</sup>**  
**\$1.37 | \$5.65**  
 +28% | +27%

**Core earnings ex PPP<sup>1,2,3</sup>**  
**\$45.3 M | \$190.0 M**  
 +23% | +27%

**Core ROCE<sup>1</sup>**  
**12.4% | 20.4%**

## Profitability

**2.87%**  
 vs. 3.12%  
**NIM<sup>1,2</sup>**

**0.93%**  
 vs. 0.80  
**Core ROAA ex PPP<sup>1,2</sup>**

**1.67%**  
 vs. 1.37%  
**Adjusted PTPP ROAA  
 ex PPP<sup>1,2</sup>**

## Balance Sheet

**\$19.9B**  
 +22%  
**Core Assets<sup>1,2</sup>**

**\$14.8B**  
 +31%  
**Total Loans and  
 Leases<sup>1,2</sup>**

**\$18.2B**  
 +8%  
**Total Deposits<sup>4</sup>**

## Credit

**0.15%**  
 -10 bps  
**NPA Ratio<sup>4</sup>**

**\$30.7M**  
 -38%  
**NPLs<sup>4</sup>**

**426.0%**  
 vs. 277.7%  
**Reserves to NPLs<sup>4</sup>**

1. Non-GAAP Measure, refer to Appendix for reconciliation.

2. Ex PPP

3. Adjusted for pre-tax provision release of \$36.8 million, or \$0.86 per diluted share, from the sale of \$500 million of consumer installment loans in Q3 2022

4. GAAP metric

# Strong core bank loan growth driven by low credit risk Corporate & Specialty Banking vertical

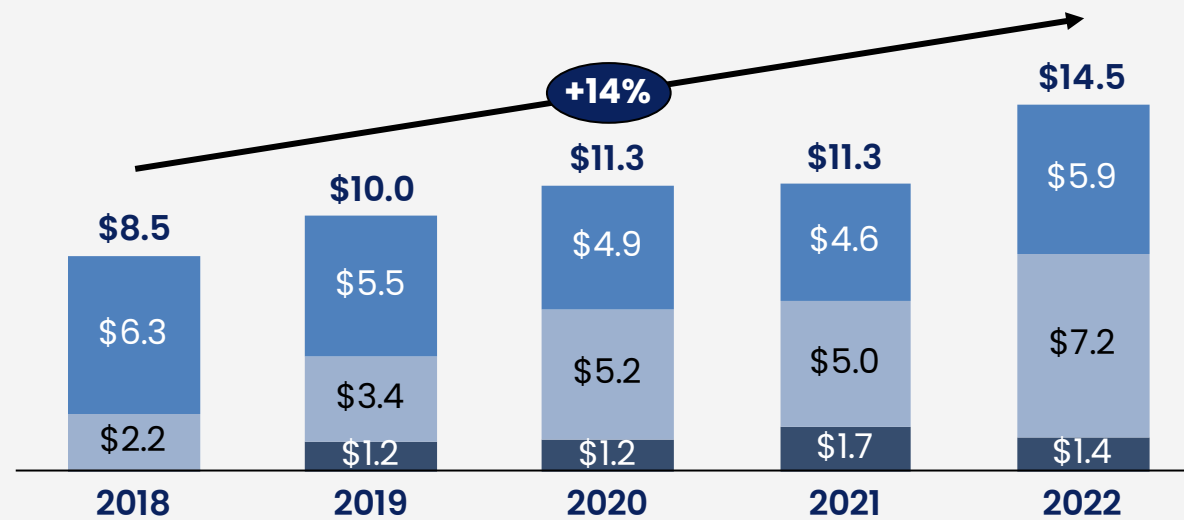


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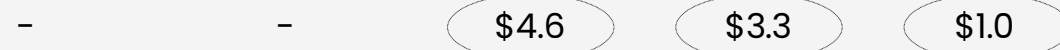
## Loans ex PPP-HFI<sup>1</sup>

\$ billions

- Community Banking<sup>2</sup>
- Corporate & Specialty Banking<sup>3</sup>
- Digital Banking<sup>4</sup>



**PPP loans**



- HFI loan growth ex PPP<sup>1</sup>: +\$0.3B (2%) QoQ, +\$3.2B (28%) YoY
- Net growth of \$0.3B in Q4'22 driven by Corporate & Specialty Banking (\$0.2B) and Community Banking (\$0.1B)
- Corporate & Specialty Banking primary growth driver in 2022. These are high credit quality verticals targeting 300+ bps spread over SOFR

1. Non-GAAP Measure, refer to Appendix for reconciliation

2. Includes Multifamily (\$2.2B), Regional C&I (\$1.5B), Investment CRE (\$1.5B), Mortgages (\$0.5B), SBA (\$0.2B)

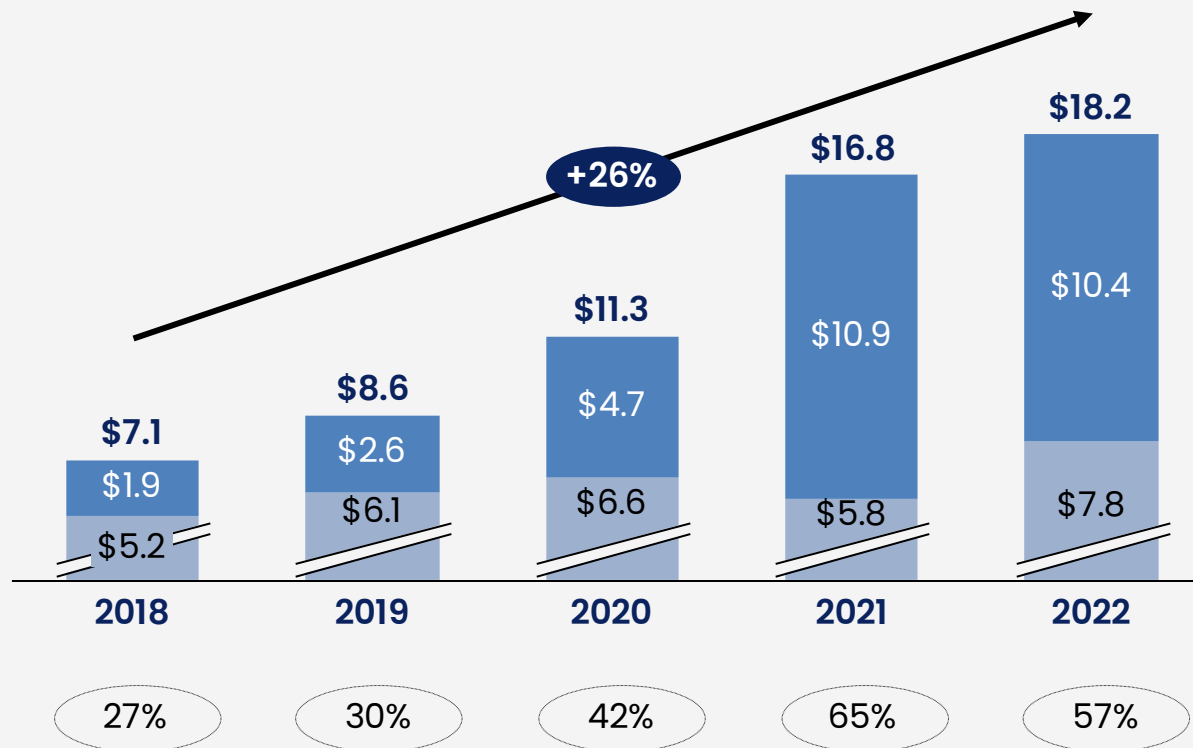
3. Includes Capital Call lines & Lender Finance (\$3.7B), Loans to Mortgage Companies (\$1.4B), Equipment Finance (\$0.7B), Real Estate Specialty Finance (\$0.5B), Tech & Venture (\$0.4B), Healthcare (\$0.4B)

4. Consumer Installment HFI portfolio

# Significant deposit growth while increasing share of DDAs

## Deposits \$ billions

■ DDA ■ Non-DDA<sup>1</sup>



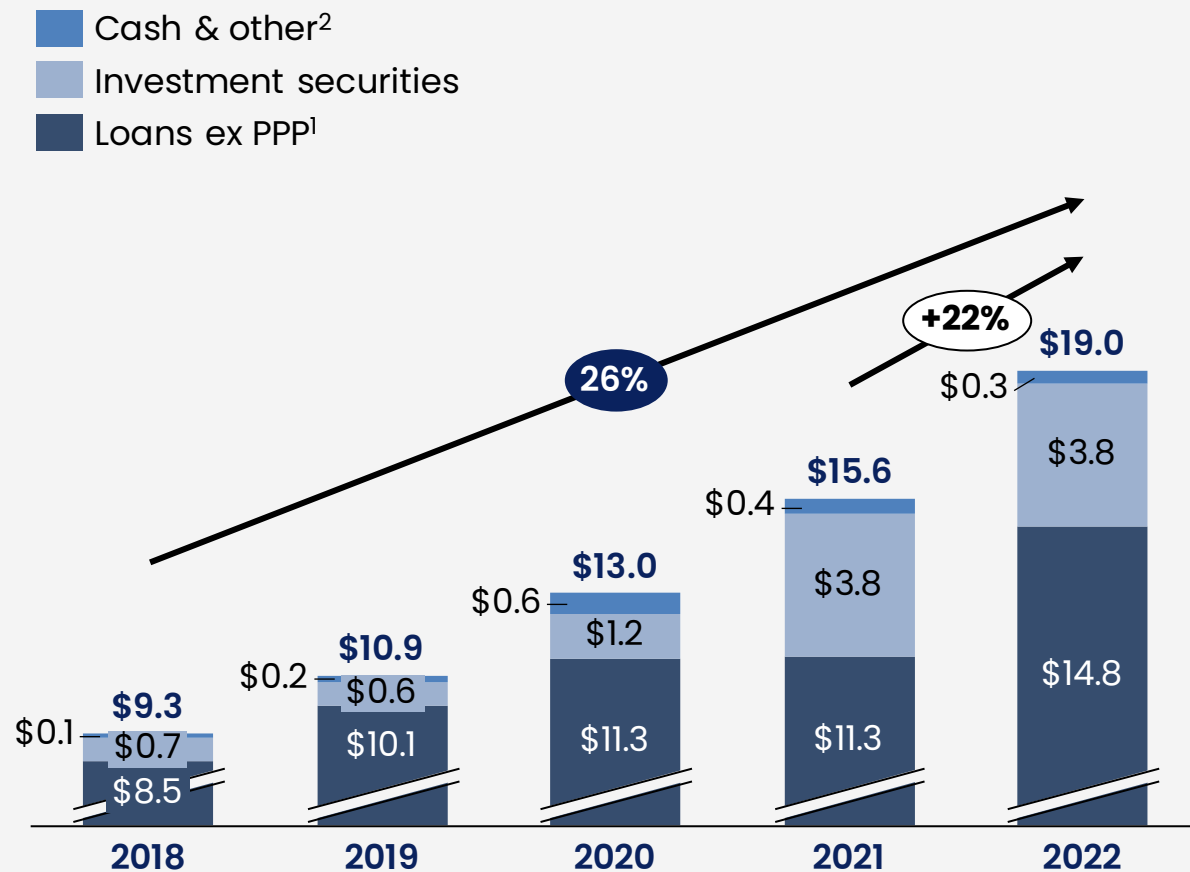
- Total deposit growth: +\$1.4B YoY, 8% YoY
- Proportion of DDAs has increased from 27% in 2018 to 57% in 2022 and is well above the pre-pandemic levels
- Mix shift and organic growth has resulted in 52% CAGR for DDAs
- Institutional customers' shift from NIB to IB DDAs was the primary driver behind higher interest expense in Q4'22

1. Non-DDA includes savings, money market and CDs

# Continued upside from reinvestment of lower yielding assets into higher yielding assets

## Interest earning assets ex PPP<sup>1</sup>

\$ billions



Spot yields (Q4'22)

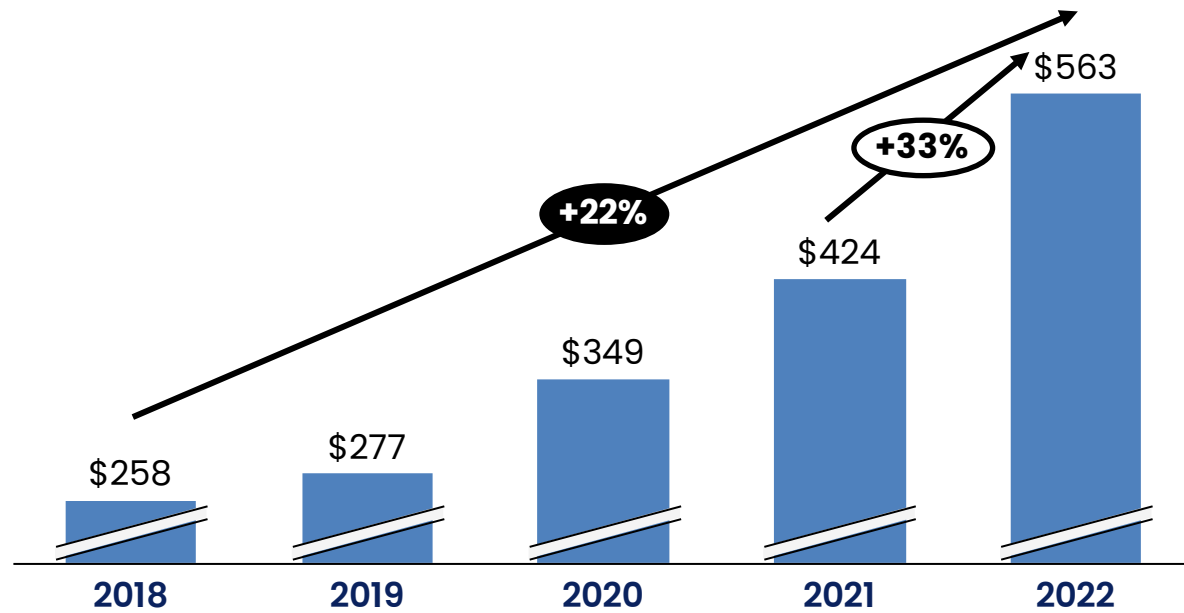
- 4.74% — AFS Investments
- 6.49% — Loan yield ex PPP<sup>1</sup>

- \$1.5 billion cash flows from AFS and PPP to be reinvested at 400 bps higher than the current yield
- Investment securities at 20% of IEA ex PPP provides capacity for loan growth at much higher yields

1. Non-GAAP Measure, refer to Appendix for reconciliation. 2. Includes cash and other interest earning assets

# Continued growth in core bank NII

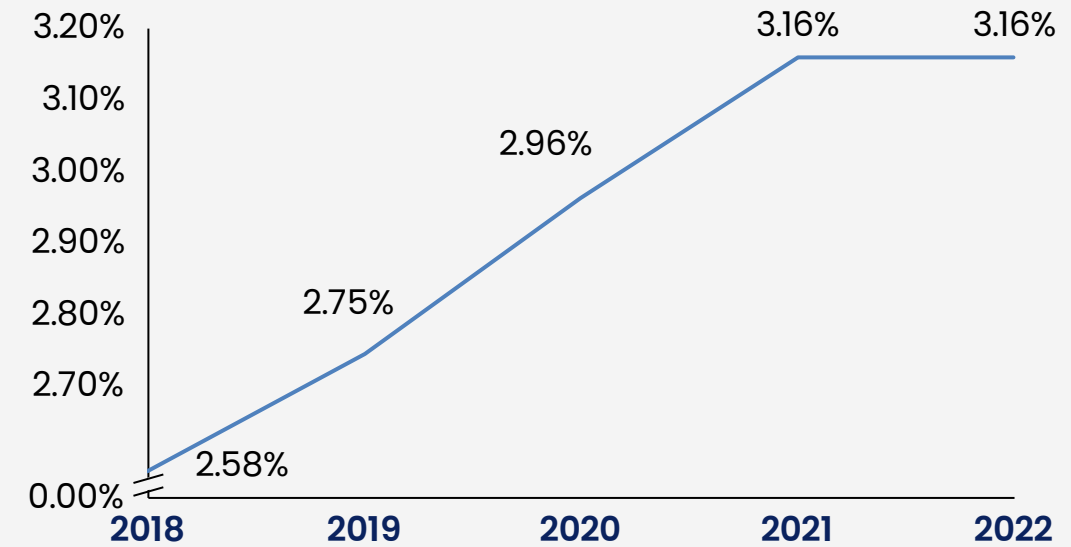
**NII ex PPP<sup>1</sup>**  
\$ millions



Year	PPP NII (\$ millions)
2018	-
2019	-
2020	\$55
2021	\$261
2022	\$60

- Strong NII growth: +22% CAGR over the last four years
- NII growth driven by strong loan growth in C&I including specialty lending verticals
- Total PPP NII of ~\$376 million in the last 3 years

**NIM ex PPP<sup>1</sup>**  
percent



- Significant margin expansion since 2018
- Disciplined loan pricing despite remix into low credit risk floating rate verticals
- Higher than usual average cash balances in Q4'22 had negative impact of ~3bps on Q4'22 margin

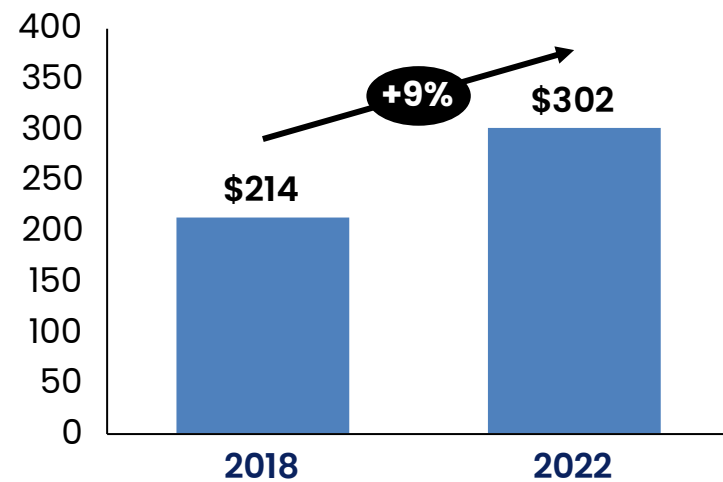
1. Non-GAAP Measure, refer to Appendix for reconciliation

# Material improvement in efficiency ratio and strong positive operating leverage

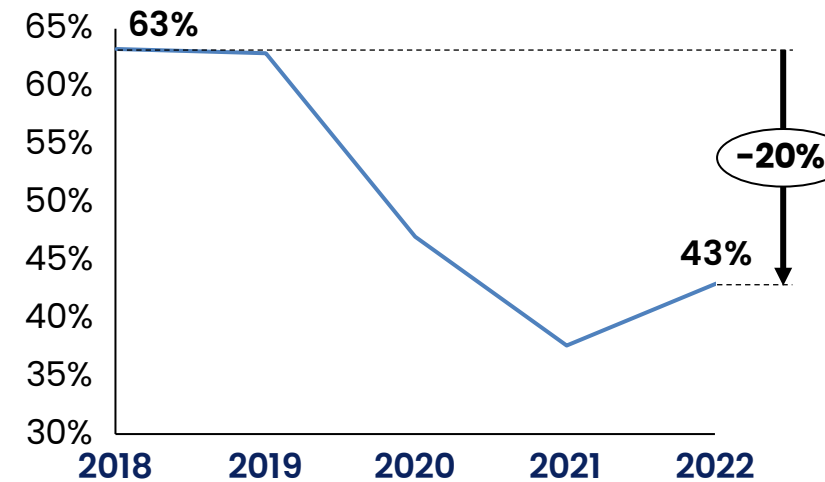


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**Core non-interest expense<sup>1,2</sup>**  
\$ millions



**Core efficiency ratio<sup>1,2</sup>**  
percent



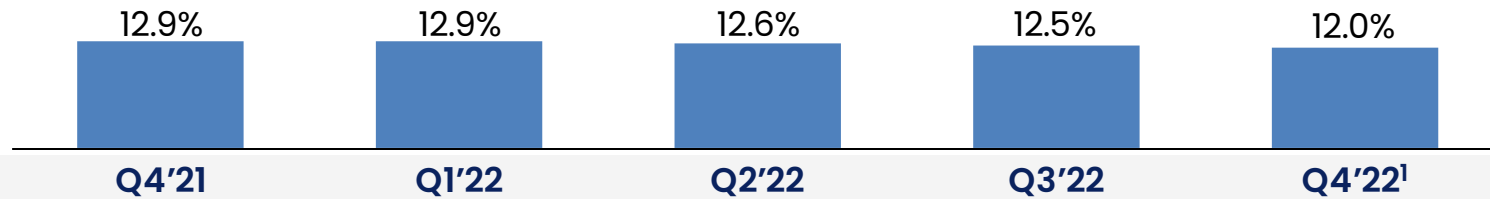
- Efficient business model and Operational Excellence related productivity improvements have led to substantial improvement in our efficiency ratio
- 2018-22 CAGR- Core non-interest expense<sup>1,2</sup>: +9%, PPNR: +20%

1. Non-GAAP Measure, refer to Appendix for reconciliation.

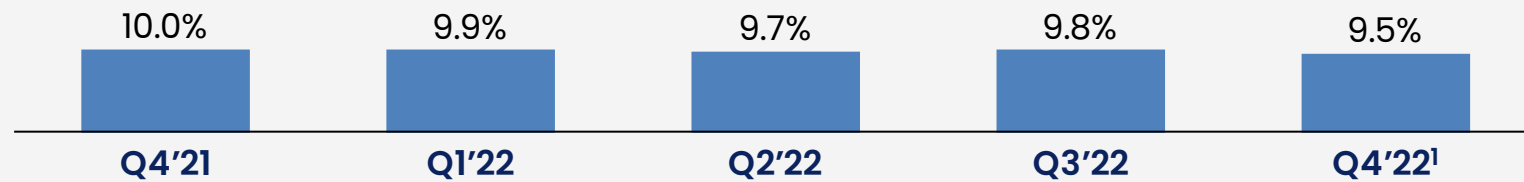
2. As originally reported, inclusive of continuing and discontinued operations for 2018-2020. Includes continuing operations for 2021-2022

# Strong capital position

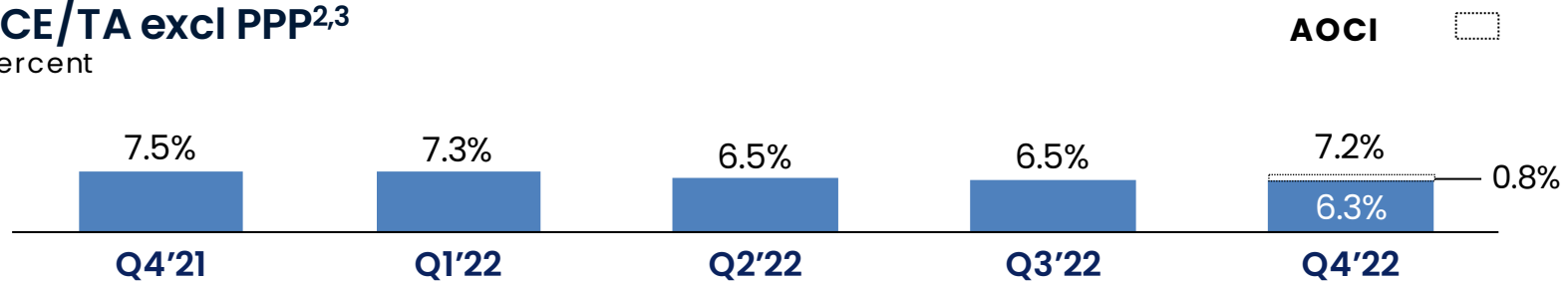
## Total risk-based capital percent



## CET1 risk-based capital percent



## TCE/TA excl PPP<sup>2,3</sup> percent



- Total risk-based capital and CET1 risk-based capital within the operating range and well above the regulatory thresholds
- TCE/TA excluding PPP<sup>2,3</sup> and AOCI was 7.2% in Q4'22

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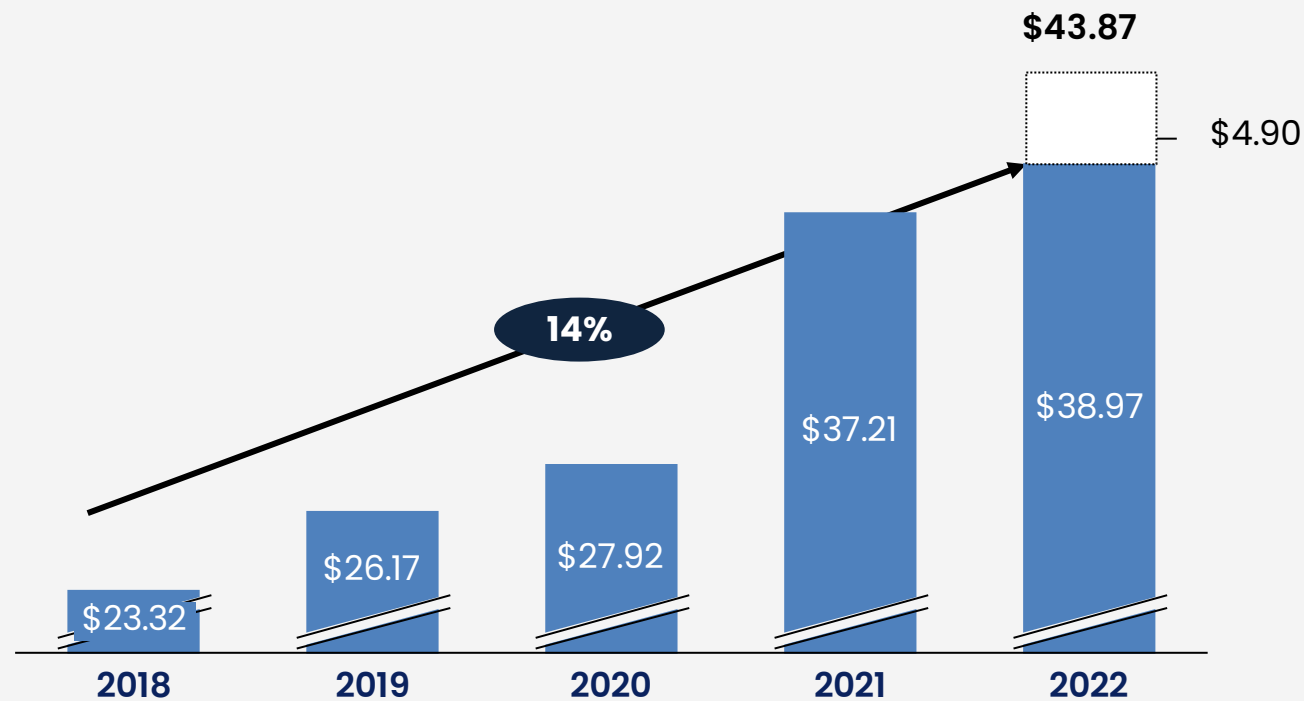
1. Capital ratios are estimated pending final regulatory report. 2. TCE/TA excl PPP negatively impacted by ~0.82% due to AOCI  
 3. Non-GAAP Measure, refer to Appendix for reconciliation.



# Consistent growth in tangible book value

## Tangible book value<sup>1</sup> Per share

--- AOCI



- Tangible book value<sup>1</sup> has increased by 14% CAGR since 2018 or ~1.7x compared to 1.02x for Mid-Cap Banks<sup>2</sup>
- Tangible book value<sup>1</sup> increased by ~5% in 2022 despite AOCI headwinds

1. Non-GAAP Measure, refer to Appendix for reconciliation.  
2. Mid-Cap Banks represented by the KRX index.

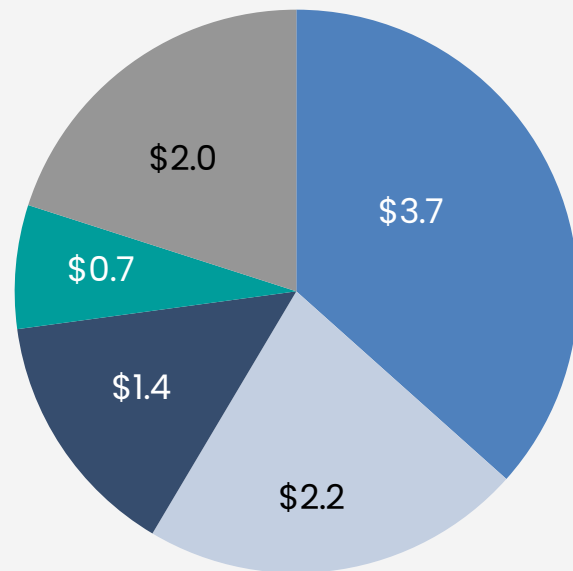
# ~70% of loan book and 90% of loan growth in low-to-no credit risk verticals



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## Low-to-no Credit Risk Loan Portfolio

Q4'22, \$ billions



- Fund Finance<sup>1</sup>
- Loans to Mortgage companies
- Other<sup>2</sup>
- Multifamily
- Equipment Finance

~70% of loan book and 90% of loan growth in 2022 (\$3.1 billion out of total \$3.5 billion) was in low-to-no risk credit risk verticals

### Fund Finance<sup>1</sup>

- No experienced losses since inception in 2015
- Asset-based structure provides solid credit enhancement

### Multifamily

- Only \$3.7 million in losses since inception in 2010
- All loans originated with LTV of < 75%. Average DSCR of ~1.47

### Loans to Mortgage companies

- Only \$4.5 million in losses since inception in 2010
- "Agency" product continues to comprise a majority of the portfolio (~90%)

### Equipment Finance

- Only \$100k in losses since inception in 2015
- Target markets that are less susceptible to economic stress

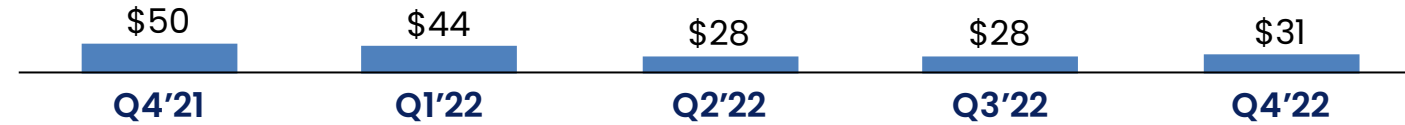
1. Includes Capital Call lines and Lender Finance  
 2. Includes Mortgages, Real Estate Specialty Finance, Tech & Venture, Healthcare and SBA government guaranteed

# Credit quality remains strong and reserves are over 400% of NPLs

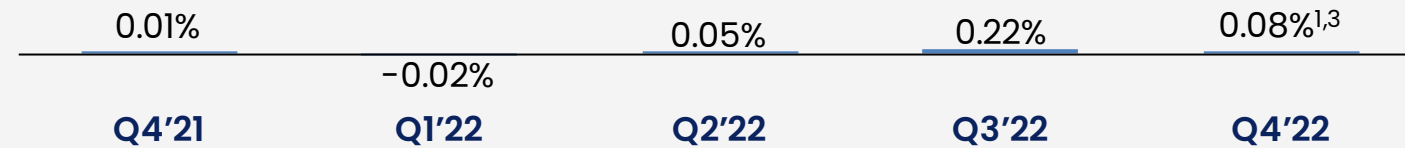


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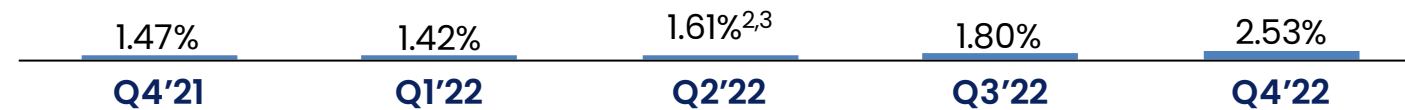
## NPL \$ millions



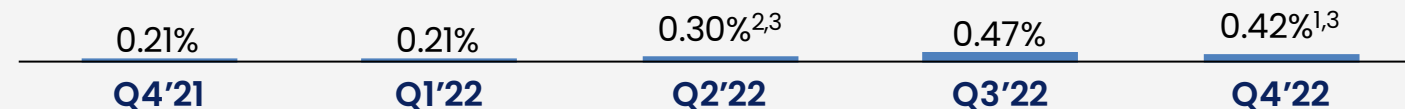
## Commercial NCO percent



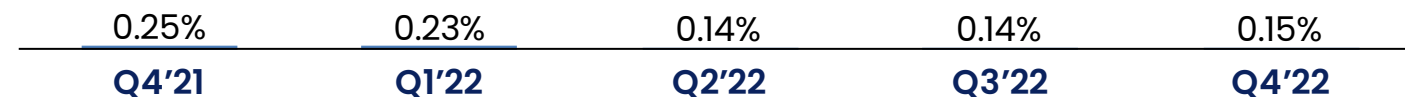
## Consumer NCO percent



## Total NCO percent



## NPA as percent of total assets percent



- Reserves/NPLs was 426.0% at Q4'22
- Credit quality remains excellent as evidenced by NPAs/Total Assets of only 0.15% at Q4'22
- The Bank has also undertaken several steps to minimize loss risk given the current and forward-looking economic environment

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1. Excluding PPP related one time charge-offs of ~\$11.0 million in Q4'22 (prior to \$7.5 million legal settlement gain and impact of contractual indemnities and recoveries we may receive in future periods)  
 2. Excludes net charge-offs excludes \$2.2 million charge-offs of deposit overdrawn accounts for consumer serviced deposits 3. Non-GAAP Measure, refer to Appendix for reconciliation.

# 2023 Outlook



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Metrics	2022	Outlook for FY 2023
Loans ex PPP <sup>1</sup>	\$14.8 billion	Low-mid single digits growth
Deposits	\$18.2 billion	Flattish with focus on reducing high-cost deposits
NIM ex PPP <sup>1</sup>	3.16%	2.85-3.05%
Core non interest expense ex BMTX <sup>1</sup>	\$245 million	8-10% growth
Tax rate	22%	22-24%
Core EPS ex PPP <sup>1,2</sup>	\$5.65	\$6.00-6.25
Core ROCE <sup>1</sup>	20.4%	15.0%+
CET1 ratio	9.5%	9.5%
Tangible book value <sup>1</sup>	\$38.97	\$45.00+
Buyback	0.8 million shares	1.9 million shares+

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1. Non-GAAP Measure, refer to Appendix for reconciliation.

2. Adjusted for provision release of \$36.8 million (\$0.86 per share) in Q3'22 relating to sale of consumer installment loans. Total Core EPS ex PPP of \$6.51 for FY 2022

## Key Investment Highlights

### 1 Well positioned to manage the risks of dynamic environment

- **Moderating growth** in this environment to maintain/expand margin, improve capital ratios while maintaining profitability
- **Selective** in growing loans, emphasizing growth in no-to-low risk credit verticals
- Exceptional **credit quality and strong capital ratios**
- Significant **positive operating leverage** driven by prudent expense management

### 2 Strong balance sheet with ample liquidity and funding

- Well positioned for meaningful share repurchases as we look to moderate growth and aggressively buyback stock in the near term
- ~\$9.0 billion in available liquidity to weather any market shocks

### 3 Strong offense to drive strong performance over the medium term

- **Demonstrated industry leading proprietary technological capabilities** as a high-tech, high-touch bank
- **Strengthened presence and reputation in local markets** laying the foundation for continued loan and deposit growth and team recruitment
- Long term **investments in fee-generation capabilities**

### 4 Attractive Valuation

- Trading at **~0.8X<sup>1</sup> tangible book value and ~5X<sup>1</sup> 2023E** consensus.
- **Buyback authorization of ~1.9 million shares**

1. Based on share price as of Jan 20, 2023 and 2023 consensus estimates



## **ANALYST COVERAGE**

### **B. Riley Financial, Inc.**

### **D.A. Davidson Companies**

Peter Winter

### **Hovde Group**

David Bishop

### **Jefferies Group LLC**

Casey Haire

### **Keefe, Bruyette & Woods Inc.**

Michael Perito

### **Maxim Group Inc.**

Michael Diana

### **Piper Sandler Companies**

Frank Schiraldi

### **Stephens Inc.**

Matt Breese

### **Wedbush Securities Inc.**

David Chiaverini

Liquidity Sources (\$000's)	4Q 22	3Q 22	2Q 22	1Q 22	4Q 21	YOY Change
Cash and Cash Equivalents	\$455,807	\$404,465	\$245,178	\$274,600	\$518,032	(\$62,225)
FHLB Available Borrowing Capacity	\$2,265,499	\$2,999,524	\$2,924,637	\$3,213,767	\$1,798,374	\$467,124
FRB Available Borrowing Capacity	\$2,510,189	\$2,557,704	\$244,802	\$214,908	\$191,000	\$2,319,189
Investments (MV AFS + HTM)						
US Gov't & Agency Debt	\$0	\$0	\$0	\$0	\$0	\$0
Agency & Non-Agency MBS & CMO	\$1,811,633	\$1,844,043	\$1,900,917	\$2,194,349	\$1,838,872	(\$27,238)
Municipals	\$0	\$7,351	\$7,737	\$7,950	\$8,430	(\$8,430)
Corporates	\$595,253	\$532,655	\$546,336	\$593,749	\$580,046	\$15,207
ABS <sup>1</sup>	\$1,394,388	\$1,421,075	\$1,160,160	\$1,347,981	\$1,364,227	\$30,161
Other AFS	\$26,485	\$24,864	\$24,771	\$25,824	\$25,575	\$910
Less: Pledged Securities HTM	(\$16,749)	(\$17,464)	(\$19,325)	(\$16,972)	(\$11,315)	(\$5,433)
Net Unpledged Securities	\$3,811,010	\$3,812,525	\$3,620,596	\$4,152,881	\$3,805,835	\$5,176
<b>Total</b>	<b>\$9,042,505</b>	<b>\$9,774,219</b>	<b>\$7,035,212</b>	<b>\$7,856,156</b>	<b>\$6,313,241</b>	<b>\$2,729,264</b>

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(1) Includes CLOs

# Credit: Allowance for Credit Losses for Loans and Leases



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	December 31, 2022		
(\$ in thousands)	Amortized Cost	Allowance for Credit Losses	Lifetime Loss Rate
<b>Loans and Leases Receivable:</b>			
<u>Commercial:</u>			
Multifamily	\$ 2,213,019	\$ 14,541	0.66%
Commercial and Industrial	6,672,830	17,582	0.26%
Commercial Real Estate Owner Occupied	885,339	6,454	0.73%
Commercial Real Estate Non-Owner Occupied	1,290,730	11,219	0.87%
Construction	162,009	1,913	1.18%
<b>Total Commercial Loans and Leases Receivable</b>	<b>\$ 11,223,927</b>	<b>\$ 51,709</b>	<b>0.46%</b>
<u>Consumer:</u>			
Residential real estate	\$ 497,952	\$ 6,094	1.22%
Manufactured housing	45,076	4,430	9.83%
Installment	1,377,939	68,691	4.99%
<b>Total Consumer Loans Receivable</b>	<b>\$ 1,920,967</b>	<b>\$ 79,215</b>	<b>4.12%</b>
<b>Total Loans and Leases</b>	<b>\$ 13,144,894</b>	<b>\$ 130,924</b>	<b>1.00%<sup>3</sup></b>

(1) Utilized Moody's December 2022 baseline and adverse forecast scenario with qualitative adjustments for Q4 2022 provision.

(2) Excludes loans to mortgage companies reported at fair value, loans held for sale and PPP Loans.

(3) Non-GAAP measure, refer to non-GAAP reconciliation schedules



# Consumer Installment Loans

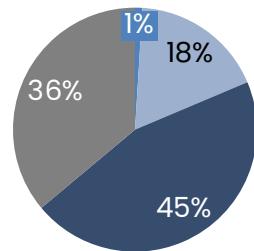
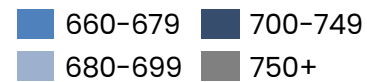


Let's take on tomorrow.

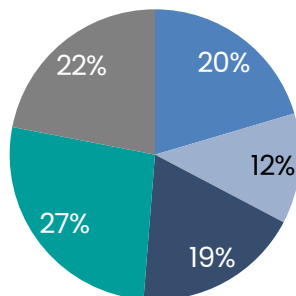
Weighted average life of ~1.7 years

## FICO Score<sup>1</sup>

Average FICO Score<sup>1</sup> ~740



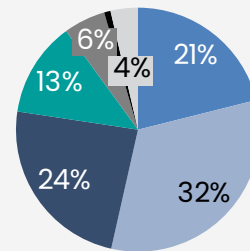
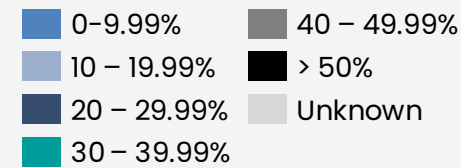
## Geography



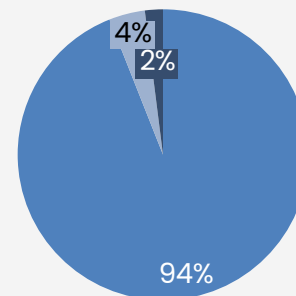
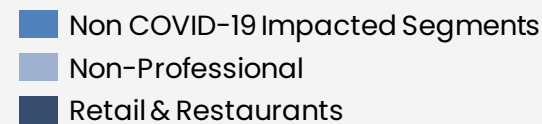
1. DTI and FICO score at time of origination.  
Note: Data as of December 31, 2022

## Debt to Income ratio

Average DTI ~19.0%

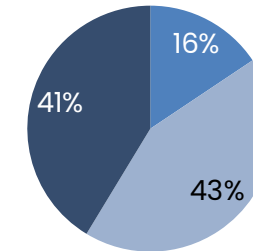


## Profession

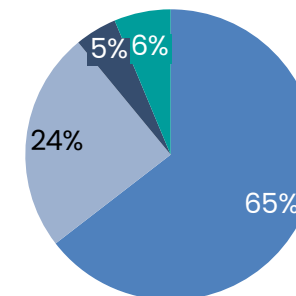
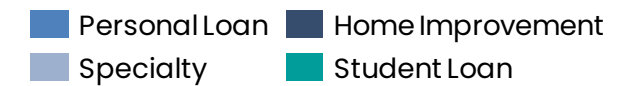


## Borrower Income

Average borrower income ~\$107k



## Purpose



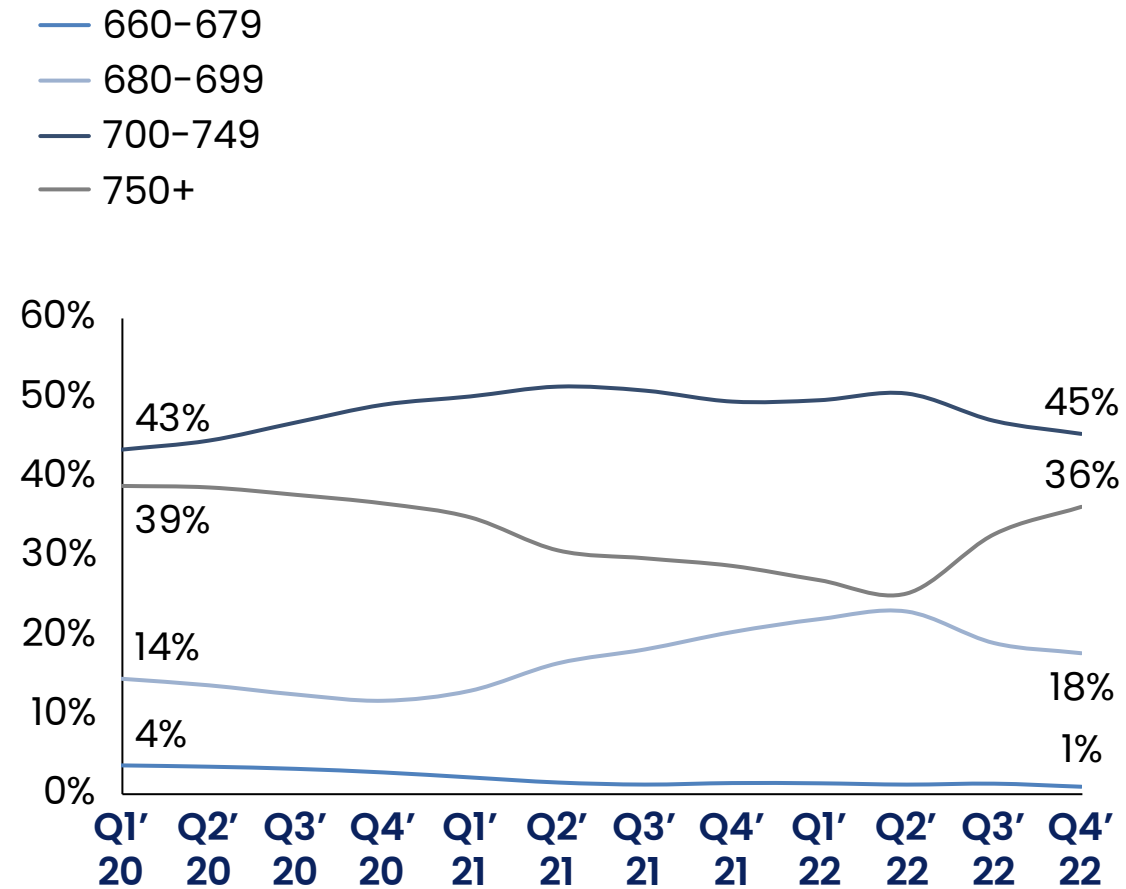
Note: Includes consumer installment HFS

# CUBI Consumer Loans – Portfolio Characteristics



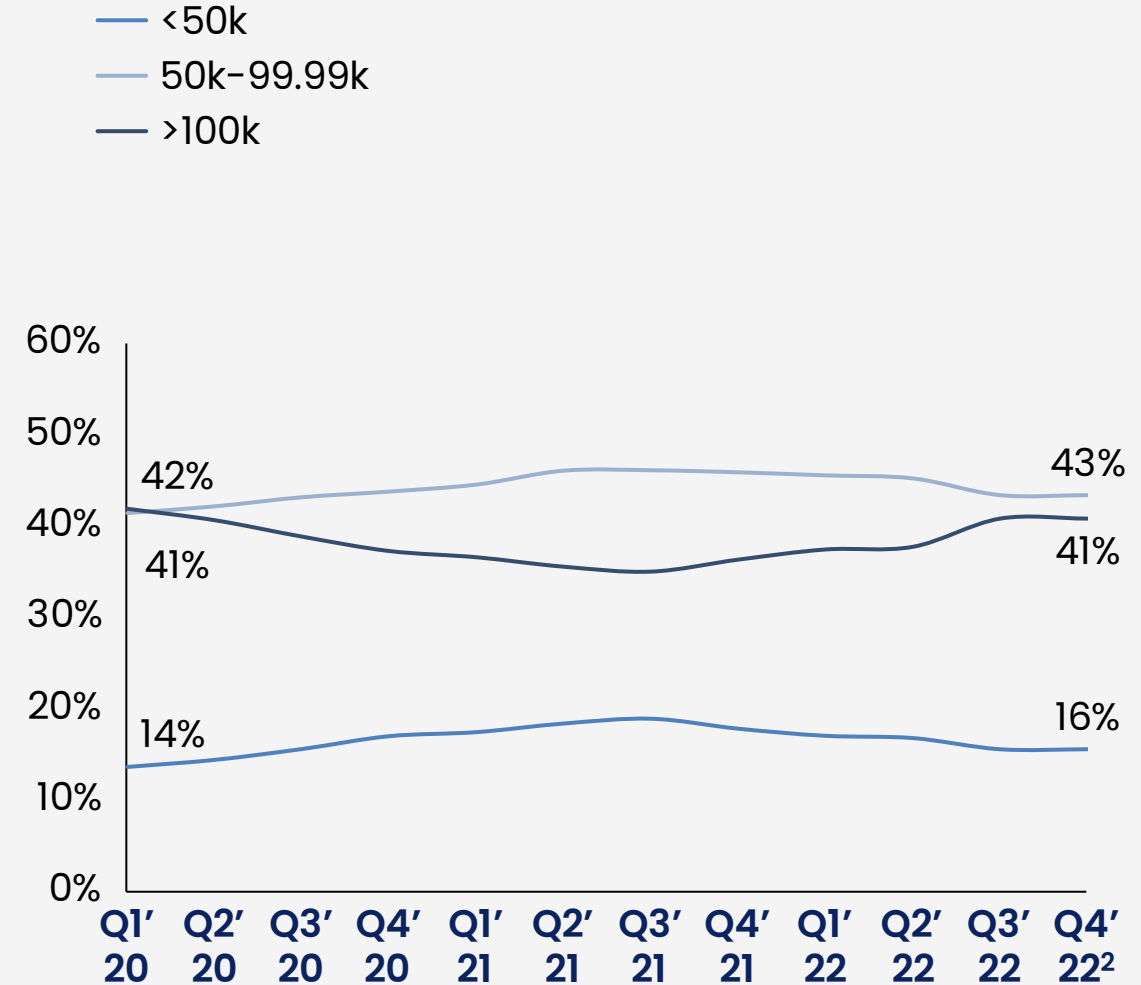
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## Portfolio FICO<sup>1</sup> score trends



- No consumer loans with FICO score < 660
- 81% of consumer loans with FICO score greater than 700
- Loans with FICO scores > 750 increase from 25% in Q2'22 to 36% in Q4'22

## Portfolio borrower income trends



- 84% of consumer loans with borrower income greater than 50k
- 41% of consumer loans with borrower income greater than 100k

1. FICO score at time of origination.  
Note: Includes consumer installment HFS

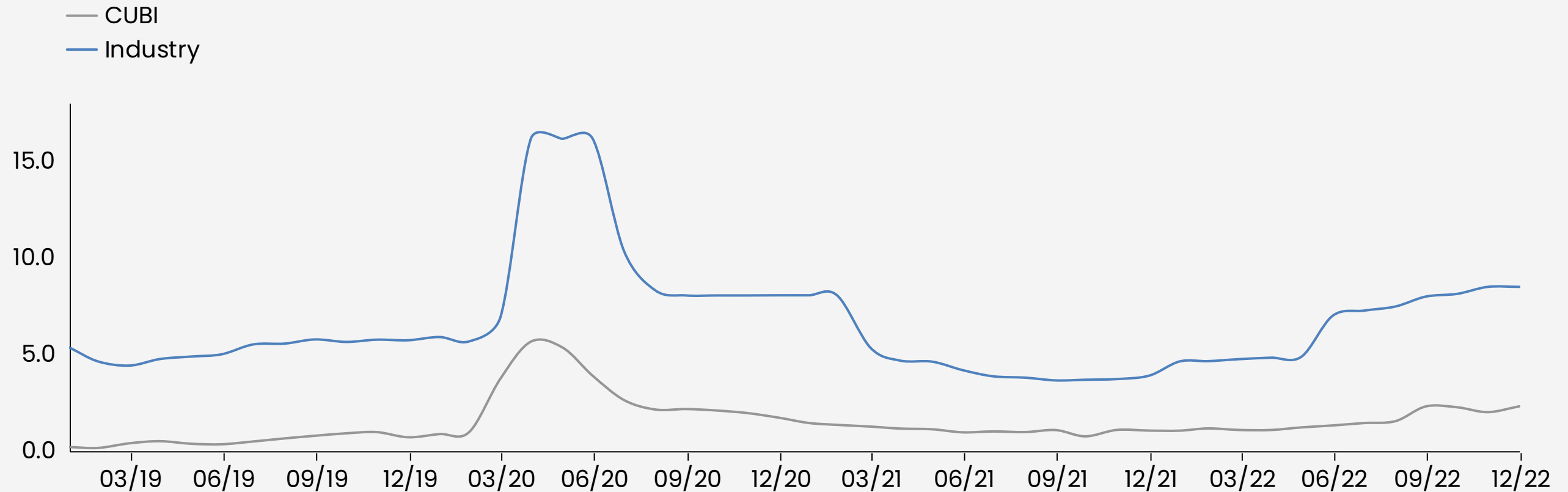
# CUBI Consumer installment loans impairment remains well below industry levels and underwriting



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## Impairment of consumer installment loans

Percent



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- CUBI portfolio impairment well below industry levels
- CUBI portfolio has outperformed since origination and continues to perform better than underwriting

Note: Customers Bancorp's impairment percentages are considered 1 day+ delinquent or in forbearance. Industry chart is from DV01 Insights Performance Report-Consumer Credit Updated as of November 30, 2022 for Industry and December 31, 2022 for CUBI. December'22 Industry report yet to be released.

# Reconciliation of Non-GAAP Measures – Unaudited



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Customers believes that the non-GAAP measurements disclosed within this document are useful for investors, regulators, management and others to evaluate our core results of operations and financial condition relative to other financial institutions. These non-GAAP financial measures are frequently used by securities analysts, investors, and other interested parties in the evaluation of companies in Customers' industry. These non-GAAP financial measures exclude from corresponding GAAP measures the impact of certain elements that we do not believe are representative of our ongoing financial results, which we believe enhance an overall understanding of our performance and increases comparability of our period to period results. Investors should consider our performance and financial condition as reported under GAAP and all other relevant information when assessing our performance or financial condition. The non-GAAP measures presented are not necessarily comparable to non-GAAP measures that may be presented by other financial institutions. Although non-GAAP financial measures are frequently used in the evaluation of a company, they have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results of operations or financial condition as reported under GAAP.

The following tables present reconciliations of GAAP to non-GAAP measures disclosed within this document.

# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



Let's take on tomorrow.

## Core Earnings, Excluding PPP – Customers Bancorp

(\$ in thousands, not including per share amounts)

	Q4 2022		Q3 2022		Q2 2022		Q1 2022		Q4 2021		Twelve Months Ended December 31,			
	USD	Per Share	USD	Per Share	USD	Per Share	USD	Per Share	USD	Per Share	USD	Per Share	USD	Per Share
GAAP net income to common shareholders	\$ 25,623	\$ 0.77	\$ 61,364	\$ 1.85	\$ 56,519	\$ 1.68	\$ 74,896	\$ 2.18	\$ 98,647	\$ 2.87	\$ 218,402	\$ 6.51	\$ 300,134	\$ 8.91
Less: PPP net income (loss) (after tax)	(5,956)	(0.18)	5,846	0.18	13,066	0.39	24,713	0.72	64,323	1.87	37,669	1.12	195,050	5.79
Net income to common shareholders, excluding PPP	31,579	0.95	55,518	1.67	43,453	1.29	50,183	1.46	34,324	1.00	180,733	5.39	105,084	3.12
Reconciling items (after tax):														
Net loss from discontinued operations	-	-	-	-	-	-	-	-	1,585	0.05	-	-	39,621	1.18
Severance expense	-	-	1,058	0.03	-	-	-	-	-	-	1,058	0.03	1,517	0.05
Impairments on fixed assets and leases	-	-	126	0.00	705	0.02	220	0.01	1,118	0.03	1,051	0.03	1,118	0.03
Merger and acquisition related expenses	-	-	-	-	-	-	-	-	-	-	-	-	320	0.01
Loss on sale of consumer installment loans	-	-	18,221	0.55	-	-	-	-	-	-	18,221	0.54	-	-
Legal reserves	-	-	-	-	-	-	-	-	-	-	-	-	897	0.03
(Gain) losses on investment securities	13,543	0.41	1,859	0.06	2,494	0.07	1,030	0.03	43	0.00	18,926	0.56	(26,015)	(0.77)
Loss on sale of foreign subsidiaries	-	-	-	-	-	-	-	-	-	-	-	-	2,150	0.06
Loss on cash flow hedge derivative terminations	-	-	-	-	-	-	-	-	-	-	-	-	18,716	0.56
Derivative credit valuation adjustment	202	0.01	(358)	(0.01)	(351)	(0.01)	(736)	(0.02)	(180)	(0.01)	(1,243)	(0.04)	(1,285)	(0.04)
Deposit relationship adjustment fees	-	-	-	-	-	-	-	-	-	-	-	-	4,707	0.14
Loss on redemption of preferred stock	-	-	-	-	-	-	-	-	-	-	-	-	2,820	0.08
<b>Core earnings, excluding PPP</b>	<b>\$ 45,324</b>	<b>\$ 1.37</b>	<b>\$ 76,424</b>	<b>\$ 2.30</b>	<b>\$ 46,301</b>	<b>\$ 1.38</b>	<b>\$ 50,697</b>	<b>\$ 1.48</b>	<b>\$ 36,890</b>	<b>\$ 1.07</b>	<b>\$ 218,746</b>	<b>\$ 6.51</b>	<b>\$ 149,650</b>	<b>\$ 4.44</b>
Less: After tax credit provision release											(28,807)	(0.86)	-	-
<b>Total Core earnings, excluding PPP and Provision release</b>											<b>\$ 189,939</b>	<b>\$ 5.65</b>	<b>\$ 149,650</b>	<b>\$ 4.44</b>

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# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



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## Core Return on Average Assets, excluding PPP - Customers Bancorp

(\$ in thousands)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021	Twelve Months Ended December 31,	
						2022	2021
GAAP net income	\$ 28,711	\$ 63,912	\$ 58,650	\$ 76,761	\$ 100,669	\$ 228,034	\$ 314,647
Less: PPP net income (loss) (after tax)	(5,956)	5,846	13,066	24,713	64,323	37,669	195,050
	\$ 34,667	\$ 58,066	\$ 45,584	\$ 52,048	\$ 36,346	\$ 190,365	\$ 119,597
Reconciling items (after tax):							
Net loss from discontinued operations	-	-	-	-	1,585	-	39,621
Severance expense	-	1,058	-	-	-	1,058	1,517
Impairments on fixed assets and leases	-	126	705	220	1,118	1,051	1,118
Merger and acquisition related expenses	-	-	-	-	-	-	320
Loss on sale of consumer installment loans	-	18,221	-	-	-	18,221	-
Legal reserves	-	-	-	-	-	-	897
(Gains) Loss on investment securities	13,543	1,859	2,494	1,030	43	18,926	(26,015)
Loss on sale of foreign subsidiaries	-	-	-	-	-	-	2,150
Loss on cash flow hedge derivative terminations	-	-	-	-	-	-	18,716
Derivative credit valuation adjustment	202	(358)	(351)	(736)	(180)	(1,243)	(1,285)
Deposit relationship adjustment fees	-	-	-	-	-	-	4,707
Core net income	\$ 48,412	\$ 78,972	\$ 48,432	\$ 52,562	\$ 38,912	\$ 228,378	\$ 161,343
Average total assets	\$ 20,717,362	\$ 20,514,366	\$ 20,056,020	\$ 19,129,330	\$ 19,214,241	\$ 20,109,744	\$ 19,199,936
Core return on average assets, excluding PPP	0.93%	1.53%	0.97%	1.11%	0.80%	1.14%	0.84%

# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



Let's take on tomorrow.

## Adjusted Net Income and Adjusted ROAA - Pre-Tax Pre-Provision, excluding PPP - Customers Bancorp

(\$ in thousands)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
GAAP net income	\$ 28,711	\$ 63,912	\$ 58,650	\$ 76,761	\$ 100,669
Less: PPP net income (loss) (after tax)	(5,956)	5,846	13,066	24,713	64,323
Net income, excluding PPP	\$ 34,667	\$ 58,066	\$ 45,584	\$ 52,048	\$ 36,346
Reconciling items:					
Income tax expense	7,136	17,899	18,896	19,332	12,993
Provision (benefit) for credit losses	28,216	(7,994)	23,847	15,997	13,890
Provision (benefit) for credit losses on unfunded commitments	153	254	608	(109)	352
Severance expense	-	1,363	-	-	-
Net loss from discontinued operations	-	-	-	-	1,585
Impairments on fixed assets and leases	-	162	914	286	1,260
Losses on sale of consumer installment loans	-	23,465	-	-	-
(Gains) losses on investment securities	16,909	2,394	3,232	1,339	49
Derivative credit valuation adjustment	252	(461)	(455)	(957)	(203)
Adjusted net income - pre-tax pre-provision, excluding PPP	\$ 87,333	\$ 95,148	\$ 92,626	\$ 87,936	\$ 66,272
Average total assets	\$ 20,717,362	\$ 20,514,366	\$ 20,056,020	\$ 19,129,330	\$ 19,214,241
Adjusted ROAA - pre-tax pre-provision, excluding PPP	1.67%	1.84%	1.85%	1.86%	1.37%

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# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



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## Core Return on Average Common Equity – Customers Bancorp

(\$ in thousands)

	Twelve Months Ended December 31,						
	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021	2022	2021
GAAP net income to common shareholders	\$ 25,623	\$ 61,364	\$ 56,519	\$ 74,896	\$ 98,647	\$ 218,402	\$ 300,134
Reconciling items (after tax):							
Net loss from discontinued operations	-	-	-	-	1,585	-	39,621
Severance expense	-	1,058	-	-	-	1,058	1,517
Impairments on fixed assets and leases	-	126	705	220	1,118	1,051	1,118
Merger and acquisition related expenses	-	-	-	-	-	-	320
Loss on sale of consumer installment loans	-	18,221	-	-	-	18,221	-
Legal reserves	-	-	-	-	-	-	897
(Gains) losses on investment securities	13,543	1,859	2,494	1,030	43	18,926	(26,015)
Loss on sale of foreign subsidiaries	-	-	-	-	-	-	2,150
Loss on cash flow hedge derivative terminations	-	-	-	-	-	-	18,716
Derivative credit valuation adjustment	202	(358)	(351)	(736)	(180)	(1,243)	(1,285)
Deposit relationship adjustment fees	-	-	-	-	-	-	4,707
Loss on redemption of preferred stock	-	-	-	-	-	-	2,820
<b>Core earnings</b>	<b>\$ 39,368</b>	<b>\$ 82,270</b>	<b>\$ 59,367</b>	<b>\$ 75,410</b>	<b>\$ 101,213</b>	<b>\$ 256,415</b>	<b>\$ 344,700</b>
Average total common shareholders' equity	\$ 1,263,190	\$ 1,259,711	\$ 1,244,819	\$ 1,252,022	\$ 1,179,478	\$ 1,254,979	\$ 1,043,906
Core return on average common equity	12.36%	25.91%	19.13%	24.43%	34.04%	20.43%	33.02%

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# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



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## Annualized Net Charge-Offs

(\$ in thousands, except percentages)

	Q4 2022			Q3 2022			Q2 2022			Q1 2022			Q4 2021		
	Average balance	Net charge-offs/(recoveries)	Annualized net charge-off to average loans	Average balance	Net charge-offs/(recoveries)	Annualized net charge-off to average loans	Average balance	Net charge-offs/(recoveries)	Annualized net charge-off to average loans	Average balance	Net charge-offs/(recoveries)	Annualized net charge-off to average loans	Average balance	Net charge-offs/(recoveries)	Annualized net charge-off to average loans
Total Commercial Loans and Leases Receivable	\$13,308,551	\$ 13,920	0.41%	\$13,202,090	\$ 7,402	0.22%	\$12,493,335	\$ 1,588	0.05%	\$ 11,446,429	\$ (524)	-0.02%	\$12,363,770	\$ 289	0.01%
One-time related PPP charge-off		(11,044)	0.00%												
Adjusted Total Commercial Loans and Leases Receivable	13,308,551	2,876	<b>0.08%</b>	13,202,090	7,402	<b>0.22%</b>	12,493,335	1,588	<b>0.05%</b>	11,446,429	(524)	<b>-0.02%</b>	12,363,770	289	<b>0.01%</b>
Total Consumer Loans Receivable	2,079,452	13,244	2.53%	2,451,893	11,096	1.80%	2,425,163	11,893	1.97%	2,210,562	7,750	1.42%	1,971,600	7,293	1.47%
One-time overdrawn charge-off								(2,162)							
Adjusted Total Consumer Loans and Leases Receivable	2,079,452	13,244	<b>2.53%</b>	2,451,893	11,096	<b>1.80%</b>	2,425,163	9,731	<b>1.61%</b>	2,210,562	7,750	<b>1.42%</b>	1,971,600	7,293	<b>1.47%</b>
Total loans and Leases Adjusted Total Loans and Leases	15,388,003	27,164	0.70%	15,653,983	18,498	0.47%	14,918,498	13,481	0.36%	\$ 13,656,991	\$ 7,226	<b>0.21%</b>	\$14,335,370	\$ 7,582	<b>0.21%</b>
	\$ 15,388,003	\$ 16,120	<b>0.42%</b>	\$15,653,983	\$ 18,498	<b>0.47%</b>	\$ 14,918,498	\$ 11,319	<b>0.30%</b>	\$ 13,656,991	\$ 7,226	<b>0.21%</b>	\$14,335,370	\$ 7,582	<b>0.21%</b>

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# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



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## Core Efficiency Ratio – Customers Bancorp

(\$ in thousands)

	2022	2021	2020	2019	2018
GAAP net interest income	\$ 623,720	\$ 685,074	\$ 403,688	\$ 277,310	\$ 257,877
GAAP non-interest income	\$ 32,272	\$ 77,867	\$ 101,734	\$ 80,938	\$ 58,998
Loss upon acquisition of interest-only GNMA securities	-	-	-	7,476	-
Loss on sale of consumer installment loans	23,465	-	-	-	-
(Gains) losses on investment securities	23,874	(34,112)	(21,525)	(2,300)	20,293
Derivative credit valuation adjustment	(1,621)	(1,646)	7,448	1,066	-
Risk participation agreement mark-to-market adjustment	-	-	(1,407)	-	-
Unrealized losses on loans held for sale	-	-	2,565	-	-
Loss on sale of non-QM residential mortgage loans	-	-	-	782	-
Loss on sale of multifamily loans	-	-	-	-	1,161
Loss on cash flow hedge derivative terminations	-	24,467	-	-	-
Loss on sale of foreign subsidiaries	-	2,840	-	-	-
Core non-interest income	77,990	69,416	88,815	87,962	80,452
Core revenue	\$ 701,710	\$ 754,490	\$ 492,503	\$ 365,272	\$ 338,329
GAAP non-interest expense	\$ 304,629	\$ 294,307	\$ 266,690	\$ 231,901	\$ 220,179
Severance expense	(1,363)	(2,004)	(239)	(490)	(1,869)
Impairments on fixed assets and leases	(1,362)	(1,260)	-	-	-
Legal reserves	-	(1,185)	(1,362)	(2,000)	-
Merger & acquisition related expense	-	(418)	(2,106)	(100)	(4,391)
Deposit relationship adjustment fees	-	(6,216)	-	-	-
Core non-interest expense (1)	\$ 301,904	\$ 283,224	\$ 262,983	\$ 229,311	\$ 213,919
Core efficiency ratio (2)	<b>43.02%</b>	<b>37.54%</b>	<b>53.40%</b>	<b>62.78%</b>	<b>63.23%</b>

1. Core non-interest expense for 2020 and prior years include BMTX non-interest expenses

2. Core efficiency ratio calculated as core non-interest expense divided by core revenue.

# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



Let's take on tomorrow.

## Core non-interest expense, excluding BMTX – Customers Bancorp

(\$ in thousands)

	<u>2022</u>
GAAP non-interest expense	\$ 304,629
Severance expense	(1,363)
Impairments on fixed assets and leases	(1,362)
Legal reserves	-
Merger & acquisition related expense	-
Deposit relationship adjustment fees	-
Core non-interest expense (1)	<u>\$ 301,904</u>
Less: BMTX expenses	<u>(57,044)</u>
<b>Core non-interest expense, excluding BMTX – Customers Bancorp</b>	<b><u>\$244,860</u></b>

# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



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## Tangible Book Value per Common Share - Customers Bancorp

(\$ in thousands, except per share data)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
GAAP - Total shareholders' equity	\$ 1,402,961	\$ 1,386,931	\$ 1,353,390	\$ 1,377,406	\$ 1,366,217
Reconciling items:					
Preferred stock	(137,794)	(137,794)	(137,794)	(137,794)	(137,794)
Goodwill and other intangibles	(3,629)	(3,629)	(3,629)	(3,678)	(3,736)
Tangible common equity	\$ 1,261,538	\$ 1,245,508	\$ 1,211,967	\$ 1,235,934	\$ 1,224,687
Common shares outstanding	32,373,697	32,475,502	32,449,486	32,957,847	32,913,267
Tangible book value per common share	\$ 38.97	\$ 38.35	\$ 37.35	\$ 37.50	\$ 37.21

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# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



Let's take on tomorrow.

## Tangible Common Equity to Tangible Assets, Excluding PPP – Customers Bancorp

(\$ in thousands)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
GAAP – Total shareholders' equity	\$ 1,402,961	\$ 1,386,931	\$ 1,353,390	\$ 1,377,406	\$ 1,366,217
Reconciling items:					
Preferred stock	(137,794)	(137,794)	(137,794)	(137,794)	(137,794)
Goodwill and other intangibles	(3,629)	(3,629)	(3,629)	(3,678)	(3,736)
Tangible common equity	\$ 1,261,538	\$ 1,245,508	\$ 1,211,967	\$ 1,235,934	\$ 1,224,687
GAAP total assets	\$ 20,896,112	\$ 20,367,621	\$ 20,251,996	\$ 19,163,708	\$ 19,575,028
Reconciling items:					
Goodwill and other intangibles	(3,629)	(3,629)	(3,629)	(3,678)	(3,736)
PPP Loans	(998,153)	(1,154,632)	(1,570,160)	(2,195,902)	(3,250,008)
Tangible assets	\$ 19,894,330	\$ 19,209,360	\$ 18,678,207	\$ 16,964,128	\$ 16,321,284
Tangible common equity to tangible assets, excluding PPP	6.34%	6.48%	6.49%	7.29%	7.50%

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# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



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## Total loans and leases, excluding PPP (Core loans) – Customers Bancorp

(\$ in thousands)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
Total loans and leases	\$ 15,794,671	\$ 15,336,688	\$ 15,664,353	\$ 14,073,518	\$ 14,568,885
PPP loans	(998,153)	(1,154,632)	(1,570,160)	(2,195,902)	(3,250,008)
Loans and leases, excluding PPP	\$ 14,796,518	\$ 14,182,056	\$ 14,094,193	\$ 11,877,616	\$ 11,318,877

## Total loans and leases, excluding PPP and Consumer HFS – Customers Bancorp

(\$ in thousands)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
Total loans and leases	\$ 15,794,671	\$ 15,336,688	\$ 15,664,353	\$ 14,073,518	\$ 14,568,885
PPP loans	(998,153)	(1,154,632)	(1,570,160)	(2,195,902)	(3,250,008)
Consumer HFS	(324,233)	(1,116)	(2,459)	(3,003)	(16,254)
Total loans and leases, excluding PPP and consumer HFS	\$ 14,472,285	\$ 14,180,940	\$ 14,091,734	\$ 11,874,613	\$ 11,302,623

# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



Let's take on tomorrow.

## Core Loans (Total loans and leases, excluding PPP) to total deposits - Customers Bancorp

(\$ in thousands)

	2022	2021	2020	2019	2018
Total loans and leases	\$ 15,794,671	\$ 14,568,885	\$ 15,832,251	\$ 10,051,074	\$ 8,545,001
PPP loans	(998,153)	(3,250,008)	(4,561,365)	-	-
Core Loans (Loans and leases, excluding PPP)	\$ 14,796,518	\$ 11,318,877	\$ 11,270,886	\$ 10,051,074	\$ 8,545,001
Total Deposits	\$ 18,156,953	\$ 16,777,924	\$ 11,309,929	\$ 8,648,936	\$ 7,142,236
Core Loans (Total loans and leases, excluding PPP) to total deposits	81%	67%	100%	116%	120%

## Core assets (Total assets, excluding PPP - Customers Bancorp)

(\$ in thousands)

	2022	2021	2020	2019	2018
GAAP - Total assets	\$ 20,896,112	\$ 19,575,028	\$ 18,439,248	\$ 11,520,717	\$ 9,833,425
PPP loans	(998,153)	(3,250,008)	(4,561,365)	-	-
Total assets, excluding PPP	\$ 19,897,959	\$ 16,325,020	\$ 13,877,883	\$ 11,520,717	\$ 9,833,425

# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



Let's take on tomorrow.

## Interest earning assets, excluding PPP – Customers Bancorp

(\$ in thousands)

	2022	2021	2020	2019	2018
Interest earning deposits	\$ 397,781	\$ 482,794	\$ 615,264	\$ 179,410	\$ 44,439
Investment securities, at FV	2,987,500	3,817,150	1,210,285	595,876	665,012
Investment securities held to maturity	840,259	-	-	-	-
Total Investment	4,225,540	4,299,944	1,825,549	775,286	709,451
Total loan and lease receivable	15,794,671	14,568,885	15,832,251	10,051,074	8,545,001
PPP loans	(998,153)	(3,250,008)	(4,561,365)	-	-
Total loan and lease receivable, excluding PPP	14,796,518	11,318,877	11,270,886	10,051,074	8,545,001
Total interest earning assets, excluding PPP	\$ 19,022,058	\$ 15,618,821	\$ 13,096,435	\$ 10,826,360	\$ 9,254,452

## Core Loans (Total loans and leases, excluding PPP and Consumer HFS) – Customers Bancorp

(\$ in thousands)

	2022	2021	2020	2019	2018
Total loans and leases	\$ 15,794,671	\$ 14,568,885	\$ 15,832,251	\$ 10,051,074	\$ 8,545,001
PPP loans	(998,153)	(3,250,008)	(4,561,365)	-	-
Consumer HFS	(324,233)	(16,254)	(6,152)	(3,455)	(1,507)
Core Loans (Loans and leases, excluding PPP and consumer HFS)	\$ 14,472,285	\$ 11,302,623	\$ 11,264,734	\$ 10,047,619	\$ 8,543,494



# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



Let's take on tomorrow.

## Coverage of credit loss reserves for loans and leases held for investment, excluding PPP – Customers Bancorp

(\$ in thousands)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
Loans and leases receivable	\$ 14,143,047	\$ 13,762,374	\$ 13,783,155	\$ 12,314,757	\$ 12,268,306
PPP loans	(998,153)	(1,154,632)	(1,570,160)	(2,195,902)	(3,250,008)
Loans and leases held for investment, excluding PPP	\$ 13,144,894	\$ 12,607,742	\$ 12,212,995	\$ 10,118,855	\$ 9,018,298
Allowance for credit losses on loans and leases	\$ 130,924	\$ 130,197	\$ 156,530	\$ 145,847	\$ 137,804
Coverage of credit loss reserves for loans and leases held for investment, excluding PPP	1.00%	1.03%	1.28%	1.44%	1.53%

# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



Let's take on tomorrow.

## Net Interest Income, Excluding PPP – Customers Bancorp

(\$ in thousands)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
GAAP net interest income	\$ 135,137	\$ 159,032	\$ 164,852	\$ 164,699	\$ 193,694
PPP net interest income	2,791	(9,632)	(18,946)	(34,615)	(78,647)
Net interest income, excluding PPP	\$ 137,928	\$ 149,400	\$ 145,906	\$ 130,084	\$ 115,047

## Net Interest Margin, Tax Equivalent, Excluding PPP – Customers Bancorp

(\$ in thousands)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
GAAP net interest income	\$ 135,137	\$ 159,032	\$ 164,852	\$ 164,699	\$ 193,694
PPP net interest income	2,791	(9,632)	(18,946)	(34,615)	(78,647)
Tax-equivalent adjustment	342	334	270	239	276
Net interest income, tax equivalent, excluding PPP	\$ 138,270	\$ 149,734	\$ 146,176	\$ 130,323	\$ 115,323
GAAP average total interest earning assets	\$ 20,211,028	\$ 20,021,455	\$ 19,525,936	\$ 18,572,308	\$ 18,576,433
Average PPP loans	(1,065,919)	(1,349,403)	(1,863,429)	(2,641,318)	(3,898,607)
Adjusted average total interest earning assets	\$ 19,145,109	\$ 18,672,052	\$ 17,662,507	\$ 15,930,990	\$ 14,677,826
Net interest margin, tax equivalent, excluding PPP	2.87%	3.18%	3.32%	3.32%	3.12%

## Loan Yield, excluding PPP – Customers Bancorp

(\$ in thousands)

	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
Interest income on loans and leases	\$ 218,740	\$ 200,457	\$ 168,941	\$ 157,175	\$ 198,000
Interest on PPP loans	(7,249)	(14,666)	(20,572)	(36,894)	(82,086)
Interest on loans and leases, excluding PPP	\$ 211,491	\$ 185,791	\$ 148,369	\$ 120,281	\$ 115,914
Average loans and leases	\$ 15,388,003	\$ 15,653,983	\$ 14,918,498	\$ 13,656,991	\$ 14,335,370
Average PPP loans	(1,065,919)	(1,349,403)	(1,863,429)	(2,641,318)	(3,898,607)
Adjusted average total interest earning assets	\$ 14,322,084	\$ 14,304,580	\$ 13,055,069	\$ 11,015,673	\$ 10,436,763
Loan yield, excluding PPP	5.86%	5.15%	4.56%	4.43%	4.41%

# Reconciliation of Non-GAAP Measures – Unaudited (Contd.)



Let's take on tomorrow.

## Net Interest Income, excluding PPP – Customers Bancorp

(\$ in thousands)

	2022	2021	2020	2019	2018
GAAP – net interest income	\$ 623,720	\$ 685,074	\$ 403,688	\$ 277,310	\$ 257,877
PPP net interest income	(60,402)	(261,279)	(54,583)	-	-
Net interest income, excluding PPP	\$ 563,318	\$ 423,795	\$ 349,105	\$ 277,310	\$ 257,877

## Net Interest Margin, Tax Equivalent, Excluding PPP – Customers Bancorp

(\$ in thousands)

	2022	2021	2020	2019	2018
GAAP net interest income	\$ 623,720	\$ 685,074	\$ 403,688	\$ 277,310	\$ 257,877
PPP net interest income	(60,402)	(261,279)	(54,583)	-	-
Tax-equivalent adjustment	1,185	1,147	874	735	685
Net interest income, tax equivalent, excluding PPP	\$ 564,503	\$ 424,942	\$ 349,979	\$ 278,045	\$ 258,562
GAAP average total interest earning assets	\$ 19,588,374	\$ 18,566,321	\$ 14,933,317	\$ 10,123,708	\$ 10,011,799
Average PPP loans	(1,724,659)	(5,108,192)	(3,121,157)	-	-
Adjusted average total interest earning assets	\$ 17,863,715	\$ 13,458,129	\$ 11,812,160	\$ 10,123,708	\$ 10,011,799
Net interest margin, tax equivalent, excluding PPP	3.16%	3.16%	2.96%	2.75%	2.58%