

Third Quarter 2026 Earnings Call Presentation

October 21, 2026



Northpointe Bancshares, Inc.

Member
FDIC



Disclaimer

Forward-Looking Statements

Statements in this presentation regarding future events and our expectations and beliefs about our future financial performance and financial condition, as well as trends in our business and markets, constitute “forward-looking statements” within the meaning of, and subject to the protections of, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements are made for purposes of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not historical in nature and may be identified by references to a future period or periods by the use of the words “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” “project,” “outlook,” or words of similar meaning, or future or conditional verbs such as “will,” “would,” “should,” “could,” or “may.” The forward-looking statements in this presentation should not be relied on because they are based on current information and on assumptions that we make about future events and circumstances that are subject to a number of known and unknown risks and uncertainties that are often difficult to predict and beyond our control. As a result of those risks and uncertainties, and other factors, our actual financial results in the future could differ, possibly materially, from those expressed in or implied by the forward-looking statements contained in this presentation and could cause us to amend our future plans. Factors that might cause such differences include, but are not limited to: the impact of current and future economic conditions, particularly those affecting the financial services industry, including the effects of declines in the real estate market, tariffs or trade wars (including reduced consumer spending, lower economic growth or recession, reduced demand for U.S. exports, disruptions to supply chains, and decreased demand for other banking products and services), high unemployment rates, inflationary pressures, increasing insurance costs, volatile interest rates, including the impact of changes in interest rates on our financial projections, models and guidance and slowdowns in economic growth, as well as the financial stress on borrowers as a result of the foregoing; uncertain duration and outcome of trade conflicts; potential impacts of adverse developments in the banking and mortgage industries, including impacts on deposits, liquidity and the regulatory rules and regulations; risks arising from media coverage of the banking and mortgage industries; risks arising from perceived instability in the banking and mortgage sectors; changes in the interest rate environment, including changes to the federal funds rate, which could have an adverse effect on the Company's profitability; changes in prices, values and sales volumes of residential real estate; developments in our mortgage banking business, including loan modifications, general demand, and the effects of judicial or regulatory requirements or guidance; the Company's ability to successfully execute the exit of its distributed retail and consumer direct mortgage origination channels, including the risks that the Company and CMG Financial and its affiliates may not successfully complete due diligence, negotiate or execute definitive agreements, obtain required corporate or regulatory approvals, satisfy applicable closing conditions, or otherwise consummate the proposed sale on the anticipated terms, timeline, or at all; that the proposed sale may be modified, delayed, or terminated; that, if the proposed sale is not completed, the Company may pursue a wind-down or other strategic alternative for the distributed retail and consumer direct mortgage origination channels, which could result in additional costs, delays, operational disruptions, or other adverse consequences; that restructuring charges may exceed, or expected expense savings may be less than or realized later than, current expectations, and the effects of the exit on employees, customers, revenue and the Company's reputation; the Company's ability to achieve the anticipated benefits of its re-focused strategic priorities, including growth in its Mortgage Purchase Program, relationship-based deposits and opportunistic balance sheet acquisitions; competition in our markets that may result in increased funding costs or reduced earning assets yields, thus reducing margins and net interest income; legislation or regulatory changes which could adversely affect the ability of the consolidated Company to conduct business combinations or new operations; changes in tax laws; significant turbulence or a disruption in the capital or financial markets and the effect of a fall in stock market prices on our investment securities; significant volatility in the markets for equity, fixed income and other asset classes globally or within specific markets; the ability to keep pace with technological changes, including changes regarding maintaining cybersecurity and managing the risks, regulatory uncertainty and operational impacts associated with generative artificial intelligence; increased competition in the financial services industry, particularly from regional and national institutions as well as fintech companies and other non-bank financial service providers offering digital, automated or alternative financial products and services; the impact of a failure in, or breach of, the Company's operational or security systems or infrastructure, or those of third parties with whom the Company does business, including as a result of cyber-attacks or an increase in the incidence or severity of fraud, illegal payments, security breaches or other illegal acts impacting the Company or the Company's customers; the effects of war or other conflicts, including the ongoing conflicts in the Middle East; major political shifts domestically or internationally (including federal budget disputes, debt ceiling negotiations, government shutdowns or other disruptions affecting government operations); and adverse results from current or future litigation, regulatory examinations or other legal and/or regulatory actions, including as a result of the Company's participation in and execution of government programs, and legislative, regulatory or supervisory actions related to so-called “de-banking,” including any new prohibitions, requirements or enforcement priorities that could affect customer relationships, compliance obligations, or operational practices.

Therefore, the Company can give no assurance that the results contemplated in the forward-looking statements will be realized. Additional information regarding these and other risks and uncertainties to which our business and future financial performance are subject is contained in the sections titled “Cautionary Note Regarding Forward-Looking Statements” and “Risk Factors” in the Company's most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q on file with the U.S. Securities and Exchange Commission (the “SEC”), and in other documents that we file with the SEC from time to time, which are available on the SEC's website, <http://www.sec.gov>. Due to these and other possible uncertainties and risks, readers are cautioned not to place undue reliance on the forward-looking statements contained in this presentation or to make predictions based solely on historical financial performance. Any forward-looking statement speaks only as of the date on which it is made, and we do not undertake any obligation to update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by law. All forward-looking statements, express or implied, included in this presentation are qualified in their entirety by this cautionary statement.

Use of Non-GAAP Financial Measures

This presentation contains certain financial measures that are not measures recognized under U.S. generally accepted accounting principles (“GAAP”) and therefore are considered non-GAAP financial measures. The measures entitled tangible common equity, tangible book value per share, tangible assets, tangible common equity to tangible assets and return on average tangible common equity are not measures recognized under GAAP and therefore are considered non-GAAP financial measures. The most comparable GAAP measures to these measures are stockholders' equity, book value per share, total assets, equity to assets and return on average equity, respectively. The Company calculates tangible common equity as stockholders' equity less goodwill and intangible assets net of deferred tax liability (“DTL”) and preferred stock. The Company calculates tangible book value per share as tangible common equity divided by the number of shares of common stock outstanding at the end of the relevant period. The Company calculates tangible assets as total assets less intangible assets (net of DTL). The Company calculates tangible common equity to tangible assets as tangible common equity divided by tangible assets. The Company calculates return on average tangible common equity as annualized net income available to common stockholders divided by average tangible equity. The most directly comparable GAAP financial measures are outlined in the non-GAAP reconciliation in the Appendix of this slide presentation.

The Company believes that non-GAAP financial measures provide useful information to management and investors that is supplementary to its financial condition, results of operations and cash flows computed in accordance with GAAP; however the Company acknowledges that the non-GAAP financial measures have inherent limitations. As such, these disclosures should not be viewed as a substitute for results determined in accordance with GAAP, and these disclosures are not necessarily comparable to non-GAAP financial measures that other companies use.

Agenda

- Formal Remarks
 - *Chuck Williams, Chairman & CEO*
 - *Kevin Comps, President*
 - *Bradley Howes, CFO*
- Question and Answer Session



Chuck A. Williams
Chairman & CEO



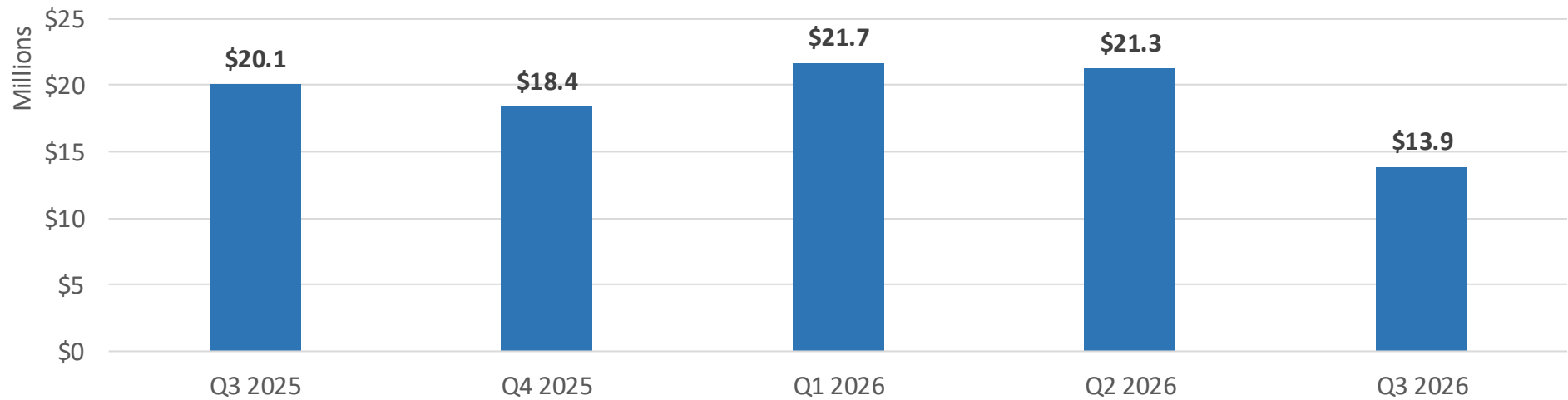
Kevin J. Comps
President



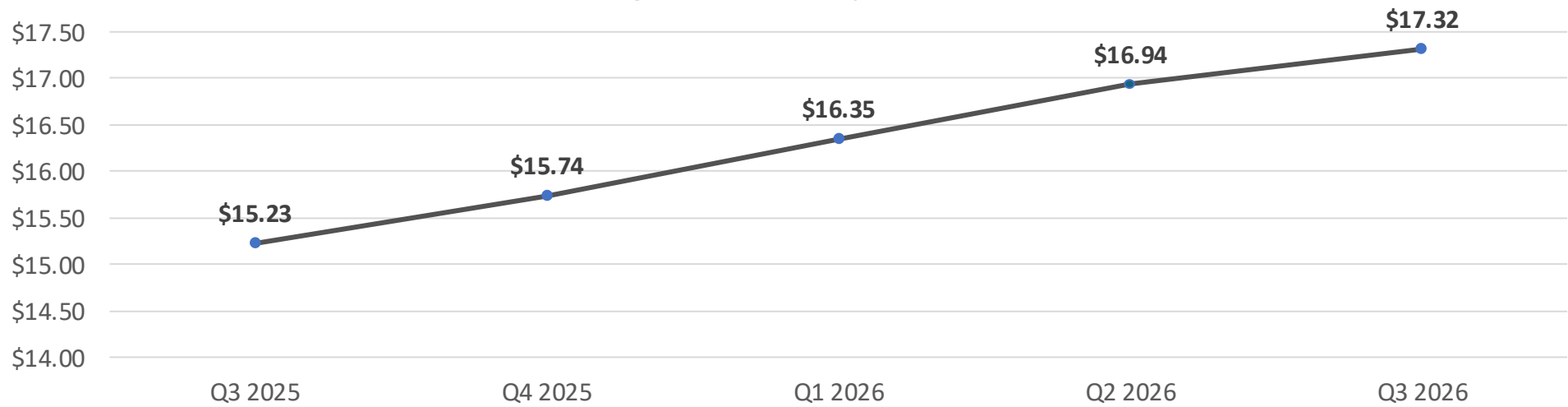
Bradley T. Howes
Executive Vice President and CFO

Financial Performance and Growth in Tangible Book Value Per Share

Net Income available to common stockholders



Tangible book value per share ⁽¹⁾



(1) Non-GAAP financial measure. A reconciliation to the comparable GAAP measurement is provided in the Appendix of this slide presentation.

Third Quarter 2026 Highlights (compared to prior quarter)

Earnings

- Net income to common stockholders of \$13.9 million, or \$0.39 per diluted share
- \$9.3 million combined decrease in fair value of loans held for investment and lender risk account, partially offset by \$5.0 million increase in fair value of mortgage servicing rights
- \$3.1 million in operational losses within non-interest expense resulting from an isolated external deposit fraud incident within the retail banking center. The Company has notified its insurance carriers and plans to pursue all potential recoveries.

Performance Ratios

- Return on average assets (annualized) of 0.75%
- Return on average equity (annualized) of 9.10%
- Return on average tangible common equity (annualized) ⁽¹⁾ of 9.19%
- Efficiency ratio ⁽²⁾ of 64.47%

Portfolio Growth

- Mortgage Purchase Program (“MPP”) growth of \$262.7 million, or 27% annualized, net of balances participated to other institutions totaling \$368.3 million at quarter end
- All-in-One ⁽³⁾ growth of \$100.4 million, or 50% annualized
- Purchased \$85.4 million in seasoned AIO loans on September 30, 2026 (\$69.9 million net of purchase discount)

Deposit Growth

- Total deposit growth of \$210.4 million, or 16% annualized
- Wholesale funding ratio increased to 63.94%, from 63.09% in prior quarter

Capital

- Equity to assets of 8.15%
- Book value per share of \$18.06
- Tangible book value per share of \$17.32 ⁽¹⁾, annualized growth of 9.0%

(1) Non-GAAP financial measure. A reconciliation to the comparable GAAP measurement is provided in the Appendix of this slide presentation.

(2) Efficiency ratio is defined as non-interest expense divided by the sum of net interest income and non-interest income.

(3) First-lien home equity lines which are tied seamlessly to a demand deposit sweep account (we commonly refer to these loans as “AI-in-One” or “AIO” loans).

CEO Commentary

The Company also announced today it plans to sell the distributed retail and consumer direct mortgage origination channels to CMG Financial and its affiliates (“CMG”). The Company and CMG have entered into a non-binding letter of intent regarding the proposed transaction. Subject to the satisfactory completion of due diligence, execution of a definitive agreement and customary closing conditions, the Company anticipates the proposed transaction should close by the end of 2026.

“Given today’s economic and operating environment, and the continued evolution of the mortgage distribution channels, we are refocusing our strategic priorities where we have the strongest competitive advantages,” Williams continued. “This allows us to deepen client relationships, generate attractive portfolio assets, and grow relationship-based deposits, which we expect will improve operating leverage, capital efficiency and create a more robust, stable and scalable earnings profile.”

The Company currently estimates restructuring charges of between \$6 million and \$7 million, with the majority realized during the fourth quarter of 2026. Loans currently in process will continue to be closed, and the Company will provide support to the affected team members. Further details on the timing and anticipated restructuring charges, expense savings, and potential transaction will be provided on the Company’s earnings call on October 21, 2026.

“We believe CMG would be a strong home for our origination team and a constructive path for our customers, referral partners and team members,” Williams concluded. “We remain highly committed to the mortgage banking industry, and believe allocating capital and resources to our businesses with the strongest client relationships and balance sheet opportunities provide us the best path forward for long-term growth and shareholder returns.”

Mortgage Purchase Program (MPP)

Program Overview

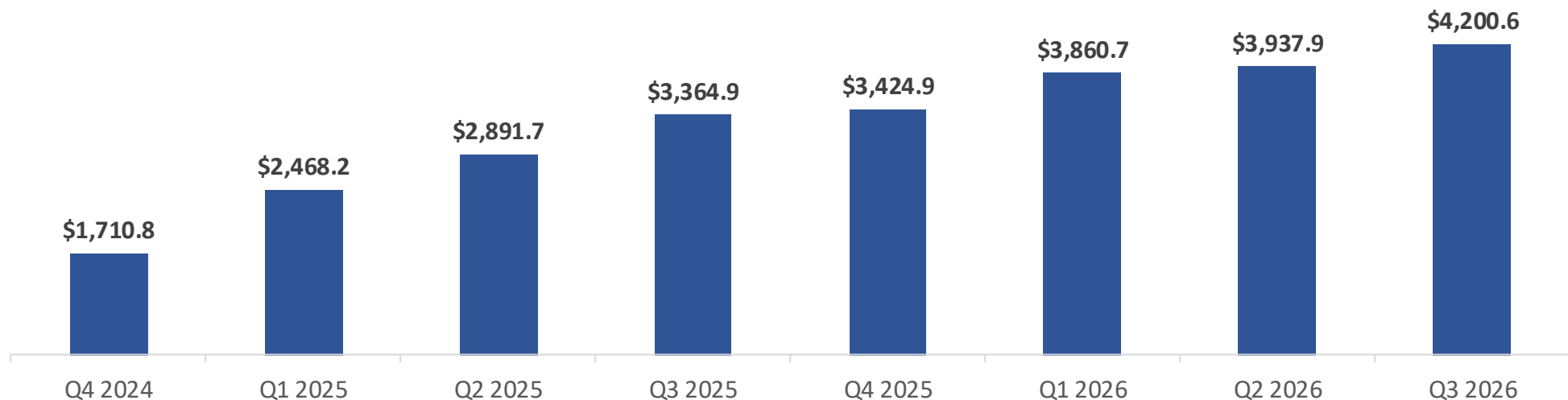
- **National mortgage purchase program (warehouse lending)**
- Purchase program available to Mortgage Bankers nationwide
- Aggregated purchased loans are typically sold into the marketplace within 30 days
- **Proprietary tech stack**
- Highly efficient, scalable business model with compelling returns

Third Quarter 2026 Highlights

Total loans funded (purchased)	\$12.4 billion
Total loans sold	\$12.2 billion
# of new loans purchased	27,484
Average monthly participations	\$183.7 million
Loan yield	6.27%
Fee-adjusted yield ⁽¹⁾	6.49%

(\$ in millions)

Period Ending Outstanding MPP Balances



(1) Fee-adjusted yield calculated as interest income plus all fees, including from participations, divided by average balances held by Northpointe.

Retail Banking

1

Residential Lending

- National distributed retail mortgage franchise
- Consumer direct and traditional retail, with 121 mortgage originators across 25 states
- Best-in-class product offerings nationwide
- Approved Fannie Mae, Freddie Mac and Ginnie Mae seller in 50 states and D.C.
- Vast majority of production is sold in the secondary market
- Specialize in first-lien home equity lines tied seamlessly to demand deposit sweep account

Q3 2026 Highlights

\$11.5M <i>Net gain on sale of loans ⁽¹⁾</i>	\$493.3M <i>Residential mortgage originations</i>
\$30.5M <i>AIO loan growth (excluding purchased loans)</i>	7.46% <i>AIO loan yield ⁽²⁾</i>

2

Digital Deposit Banking

- Direct to customer deposit platform and product suite
- Digital delivery of retail deposit banking nationwide
- Single-branch operation in Grand Rapids, Michigan
- Simple online account opening experience with user-friendly features
- Deposit customer focus tied to Balance Sheet funding strategy

Q3 2026 Highlights

\$5.4B <i>Total deposits</i>	\$294.3M <i>Non-interest bearing demand</i>
\$24.7K <i>Average retail depositor balance</i>	6.39% <i>Liquidity ratio ⁽³⁾</i>

3

Specialized Mortgage Servicing

- Focus on servicing first-lien home equity lines tied seamlessly to demand deposit sweep account
- Rating agency (Fitch) approved servicer for securitized loans
- Approved servicer and sub-servicer for Fannie Mae, Freddie Mac, FHLB, Ginnie Mae, and various private investors
- Approved to accept and hold custodial deposits

Q3 2026 Highlights

\$2.6M <i>Loan servicing fees ⁽⁴⁾</i>	\$6.0B <i>UPB of loans serviced for others</i>
17.4K <i># of loans serviced</i>	\$571.3M <i>Custodial deposits ⁽⁵⁾</i>

(1) Excludes increases or decreases related to change in fair value of loans held for investment and lender risk account ("LRA"), see slide 14 for more detail.

(2) Loan yield excludes loan fees, including origination fees, discount fees, processing fees, and new account fees.

(3) Liquidity ratio defined as cash and cash equivalents divided by total assets.

(4) Excludes gain or loss from change in fair value of MSR.

(5) Includes custodial deposits for both loans we service and loans we do not service.

Overview

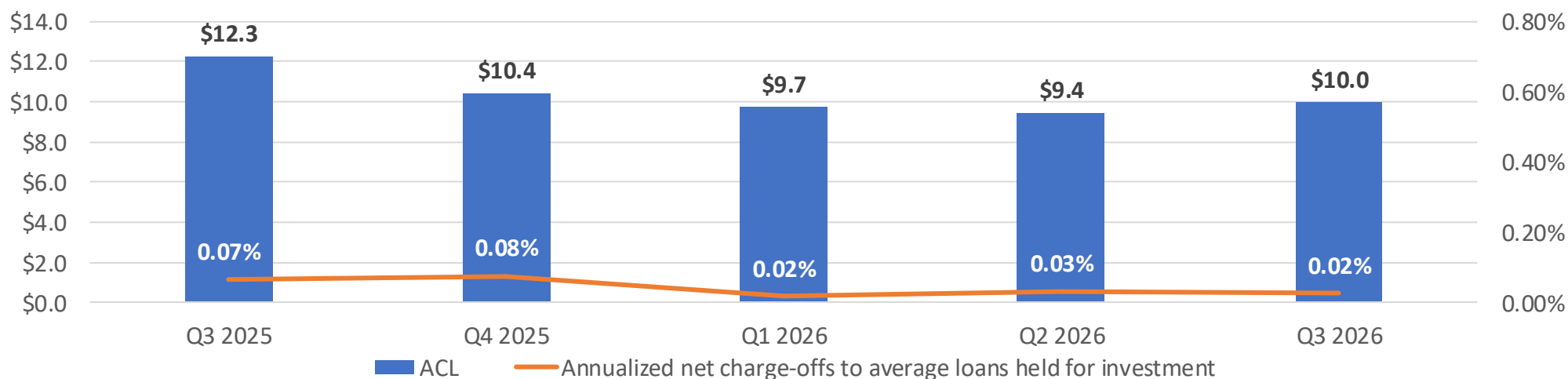
- Strong underwriting and diligent risk controls with low history of losses
- High-quality, seasoned residential mortgage loan portfolio
 - Average LTV (with insurance) of 71%, FICO of 746, and DTI of 35%
- Sophisticated and granular loan-level allowance methodology
- Credit quality remains stable
 - Non-performing assets increased by \$8.9 million from prior quarter but loans past due 31-89 days decreased by \$5.7 million.
 - Net charge-offs remain historically low at 2 bps (annualized) of average loans held for investment

Third Quarter 2026 Metrics

ACL to loans held for investment	0.15%
ACL to non-accrual loans	12.01%
ACL to non-accrual loans (excl. guaranteed) ⁽¹⁾	17.24%
NPAs to total assets	1.25%
NPAs to total assets (excl. guaranteed) ⁽¹⁾	0.89%
Net charge-offs	\$0.4 million

(\$ in millions)

Allowance for Credit Losses ("ACL") and Net Charge-off Ratio



(1) Ratio excludes non-performing loans wholly or partially insured by the U.S. Government.

Summary Income Statement

(\$ in 000s, except per share data)	For the Quarter Ended		
	Q3 2026	Q2 2026	Q3 2025
Interest income	\$ 110,765	\$ 107,038	\$ 101,836
Interest expense	67,110	64,616	61,505
Net interest income before provision	43,655	42,422	40,331
Provision (benefit) for credit losses and unfunded commitments	845	210	828
Net interest income after provision	42,810	42,212	39,503
Non-interest income	12,262	21,894	24,029
Non-interest expense	36,051	35,219	34,358
Income before income taxes	19,021	28,887	29,174
Income tax expense	4,646	7,141	7,001
Net Income	14,375	21,746	22,173
Preferred stock dividends	453	453	2,041
Net Income Available To Common Stockholders	\$ 13,922	\$ 21,293	\$ 20,132
Basic Earnings Per Share	\$ 0.40	\$ 0.61	\$ 0.58
Diluted Earnings Per Share	\$ 0.39	\$ 0.60	\$ 0.57

Summary Balance Sheet

(\$ in 000s, except per share data)	For the Quarter Ended				
	Q3 2026		Q2 2026		Q3 2025
ASSETS:					
Total Assets	\$	7,666,612	\$	7,529,951	\$ 6,839,580
Cash and cash equivalents		489,901		538,359	419,162
Securities		83,348		82,312	86,203
Loans held for sale, at fair value		173,047		311,991	259,835
Gross loans held for investment (HFI)		6,793,691		6,480,158	5,967,235
Allowance for credit losses		(9,960)		(9,436)	(12,250)
Net loans held for investment		6,783,731		6,470,722	5,954,985
Mortgage servicing rights (MSR)		31,040		23,088	16,763
Premises and equipment		26,694		26,970	27,658
Lender risk account (LRA)		27,350		29,343	30,115
Other assets		51,501		47,166	44,859
LIABILITIES AND EQUITY:					
Total Liabilities	\$	7,041,923	\$	6,918,303	\$ 6,216,055
Deposits		5,443,759		5,233,315	4,769,637
Borrowings		1,427,500		1,512,500	1,369,034
Subordinated debentures		112,038		111,955	24,203
Subordinated debentures issued through trusts		5,000		5,000	5,000
Other liabilities		53,626		55,533	48,181
Total Stockholders' Equity	\$	624,689	\$	611,648	\$ 623,525
RATIOS AND PER SHARE METRICS:					
Equity / assets		8.15%		8.12%	9.12%
Tangible common equity / tangible assets ⁽¹⁾		7.81%		7.78%	7.66%
Loans / deposits		124.80%		123.83%	125.11%
Liquidity ratio ⁽²⁾		6.39%		7.15%	6.13%
Wholesale funding ratio ⁽³⁾		63.94%		63.09%	67.58%
Book value	\$	18.06	\$	17.69	\$ 18.14
Tangible book value ⁽¹⁾	\$	17.32	\$	16.94	\$ 15.23

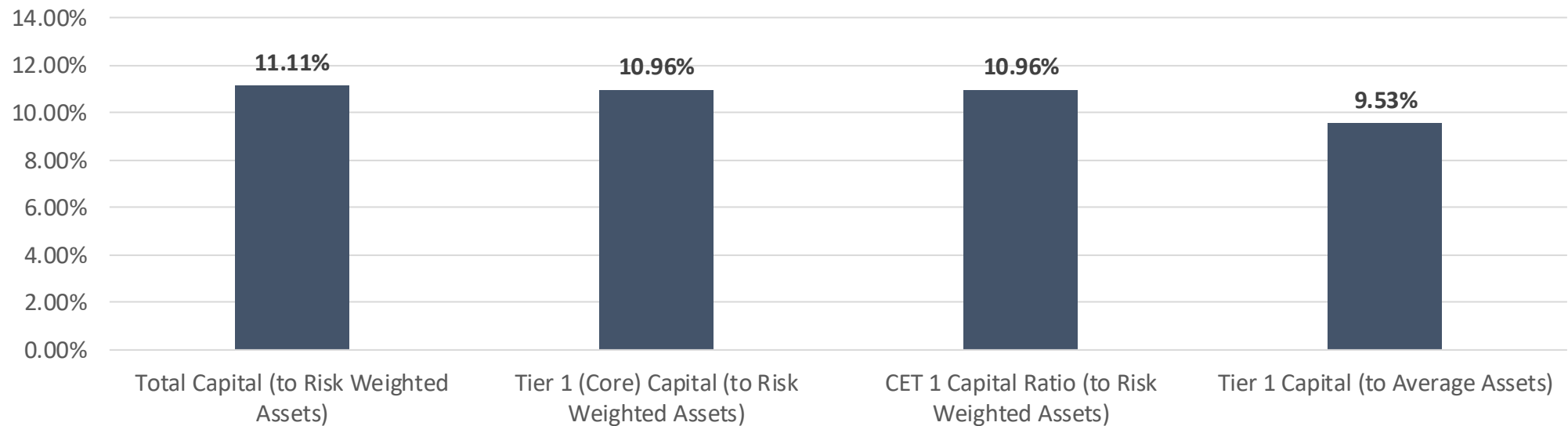
(1) Non-GAAP financial measure. A reconciliation to the comparable GAAP measurement is provided in the Appendix of this slide presentation.

(2) Liquidity ratio defined as cash and cash equivalents divided by total assets.

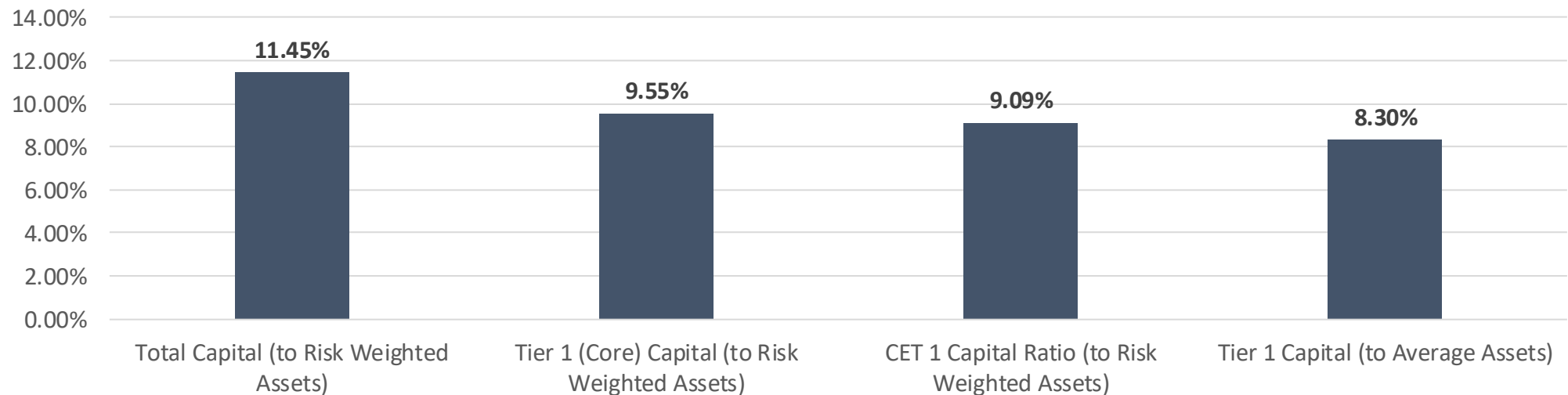
(3) Wholesale funding ratio defined as brokered CDs plus borrowings divided by total deposits plus borrowings.

Estimated Regulatory Capital Ratios

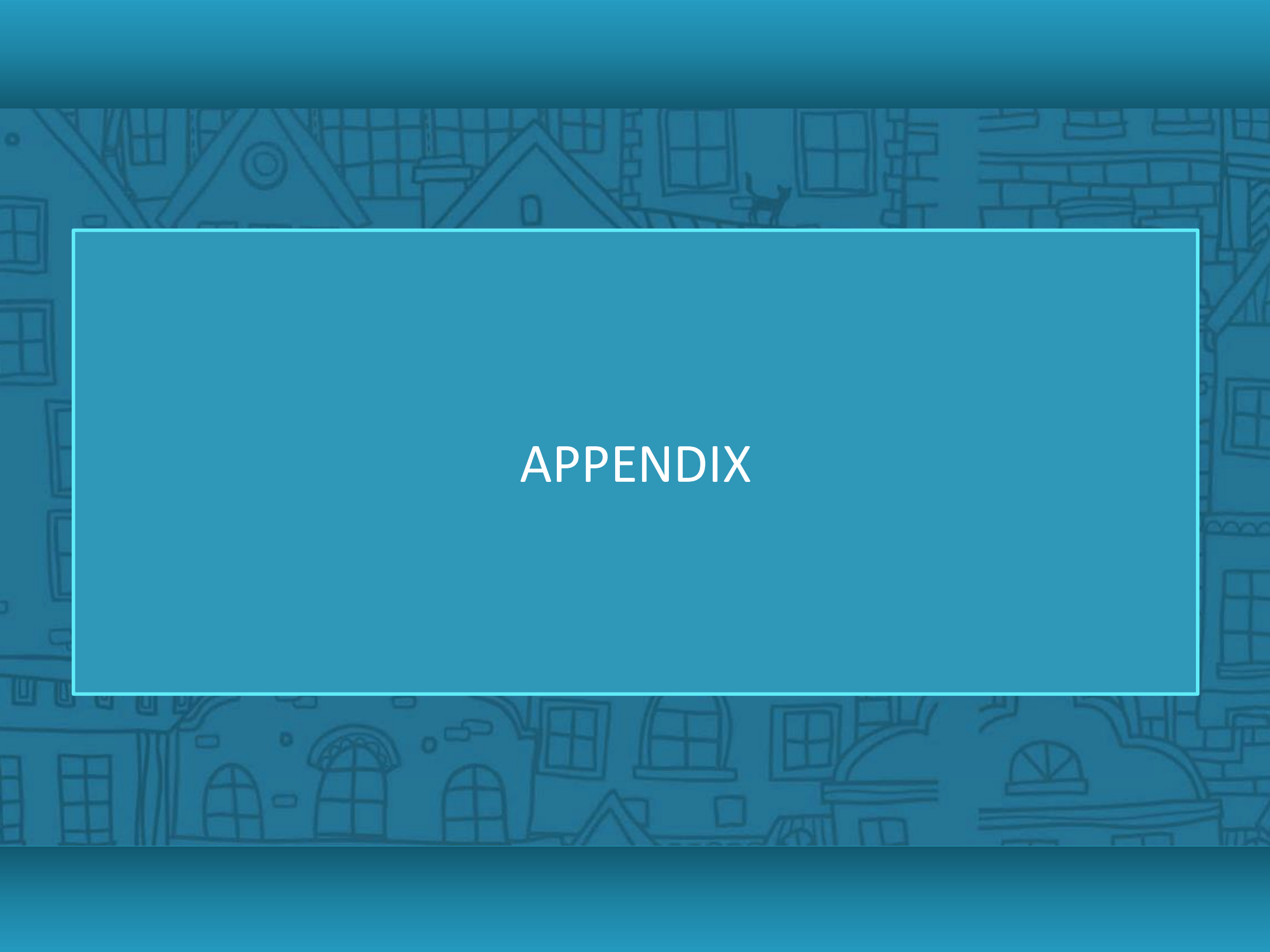
Northpointe Bank Regulatory Capital Ratios – At September 30, 2026 ⁽¹⁾



Northpointe Bancshares, Inc. Regulatory Capital Ratios – At September 30, 2026 ⁽¹⁾



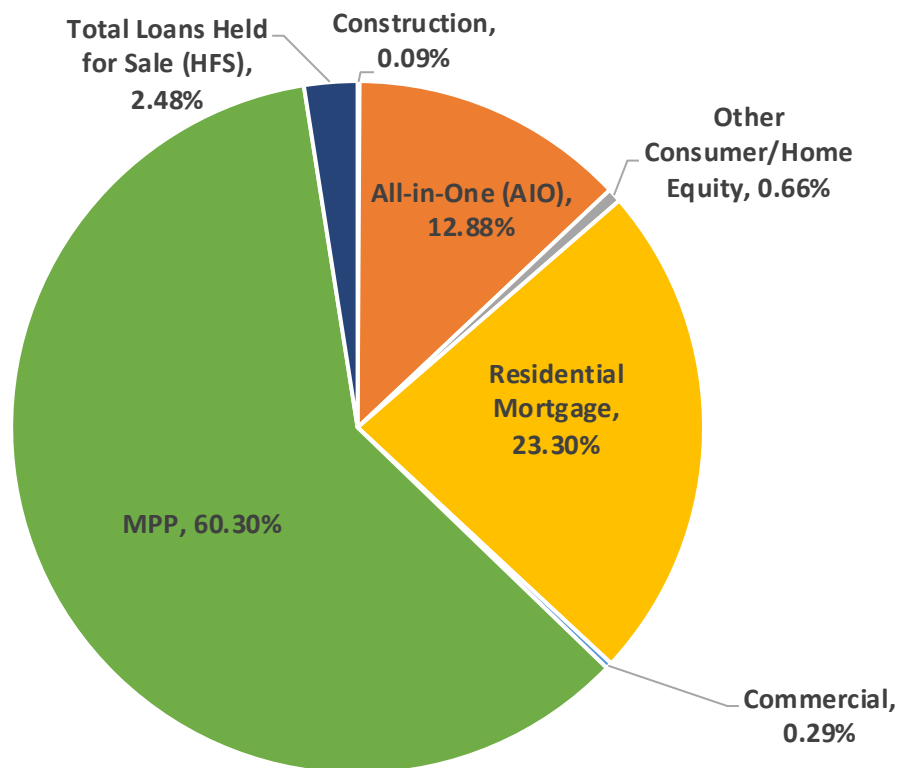
(1) Regulatory capital ratios as of September 30, 2026 are estimates, pending completion and filing of the Bank's regulatory reports.

The background of the slide features a light blue, stylized line-art illustration of a city street. It shows various buildings with windows, a cat walking on a ledge, and a small figure of a person. The illustration is positioned behind a large, solid blue rectangular area that contains the text.

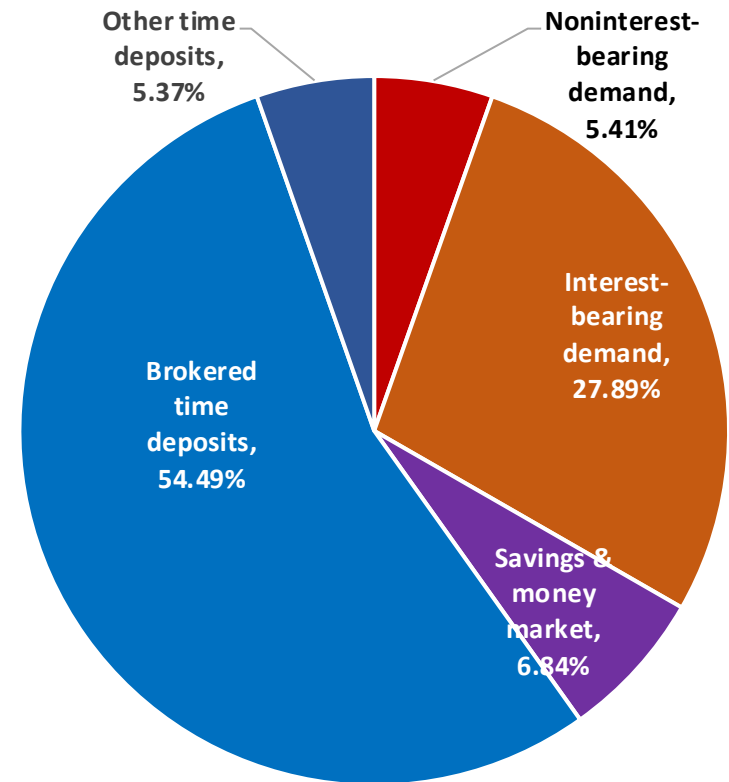
APPENDIX

Loan and Deposit Details

Loan Portfolio Composition \$7.0 billion at September 30, 2026



Deposit Composition \$5.4 billion at September 30, 2026



Fair Value Trends and Net Gain on Sale of Loans Reconciliation

(Dollars in thousands)

Fair Value Asset	Income Statement Category	Increase (Decrease) in Fair Value Recorded During Quarter		
		Q3 2026	Q2 2026	Q3 2025
Mortgage servicing rights (MSR)	Loan servicing fees	\$ 5,012	\$ (120)	\$ (910)
Lender risk account (LRA)	Net gain on sale of loans	(1,558)	460	1,547
Loans held for investment (HFI) with fair value accounting	Net gain on sale of loans	(7,770)	197	1,915

(Dollars in thousands)

	Q3 2026	Q2 2026	Q3 2025
Total net gain on sale of loans	\$ 2,188	\$ 17,046	\$ 20,953
Remove: change in fair value of loans HFI and LRA	9,284	(657)	(2,229)
Remove: gain / loss on sale of portfolio loans	43	-	(1,234)
Total net gain on sale of loans, excluding portfolio sales and LRA / HFI fair value adjustments	\$ 11,515	\$ 16,389	\$ 17,490

Non-GAAP Reconciliation

Non-GAAP Measures Reconciliation					
(Dollars in thousands)	As of or for the Three Months Ended			As of or for the Nine Months Ended	
	Sept 30, 2026	June 30, 2026	Sept 30, 2025	Sept 30, 2026	Sept 30, 2025
Stockholders' equity (GAAP)	\$ 624,689	\$ 611,648	\$ 623,525	\$ 624,689	\$ 623,525
Less: Preferred stock	24,979	24,979	98,734	24,979	98,734
Less: Intangible assets, net of DTL	809	919	1,267	809	1,267
Tangible common equity	598,901	585,750	523,524	598,901	523,524
Common shares at end of period	34,581,842	34,581,842	34,364,659	34,581,842	34,364,659
Tangible book value per share	\$ 17.32	\$ 16.94	\$ 15.23	\$ 17.32	\$ 15.23
Book value per share (GAAP)	\$ 18.06	\$ 17.69	\$ 18.14	\$ 18.06	\$ 18.14
Total assets (GAAP)	\$7,666,612	\$7,529,951	\$6,839,580	\$7,666,612	\$6,839,580
Less: Intangible assets, net of DTL	809	919	1,267	809	1,267
Tangible assets	\$7,665,803	\$7,529,032	\$6,838,313	\$7,665,803	\$6,838,313
Tangible common equity/tangible assets	7.81 %	7.78 %	7.66 %	7.81 %	7.66 %
Equity to assets (GAAP)	8.15 %	8.12 %	9.12 %	8.15 %	9.12 %
Net income	\$ 14,375	\$ 21,746	\$ 22,173	\$ 58,276	\$ 59,766
Less: Preferred stock dividends	453	453	2,041	1,359	6,544
Net income available to common stockholders	13,922	21,293	20,132	56,917	53,222
Annualized net income available to common stockholders	\$ 55,234	\$ 85,406	\$ 79,872	\$ 76,098	\$ 71,158
Average tangible common equity	600,792	581,266	518,238	580,953	481,665
Return on average tangible common equity	9.19 %	14.69 %	15.41 %	13.10 %	14.77 %
Annualized net income	\$ 57,031	\$ 87,223	\$ 87,969	\$ 77,915	\$ 79,907
Average equity	626,654	607,236	618,312	606,924	583,427
Return on average equity (GAAP)	9.10 %	14.36 %	14.23 %	12.84 %	13.70 %