

# First Quarter 2026 Earnings Call Presentation

*April 22, 2026*



Northpointe Bancshares, Inc.

Member  
FDIC



# Disclaimer

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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.

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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



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Chuck A. Williams  
*Chairman & CEO*



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Kevin J. Comps  
*President*

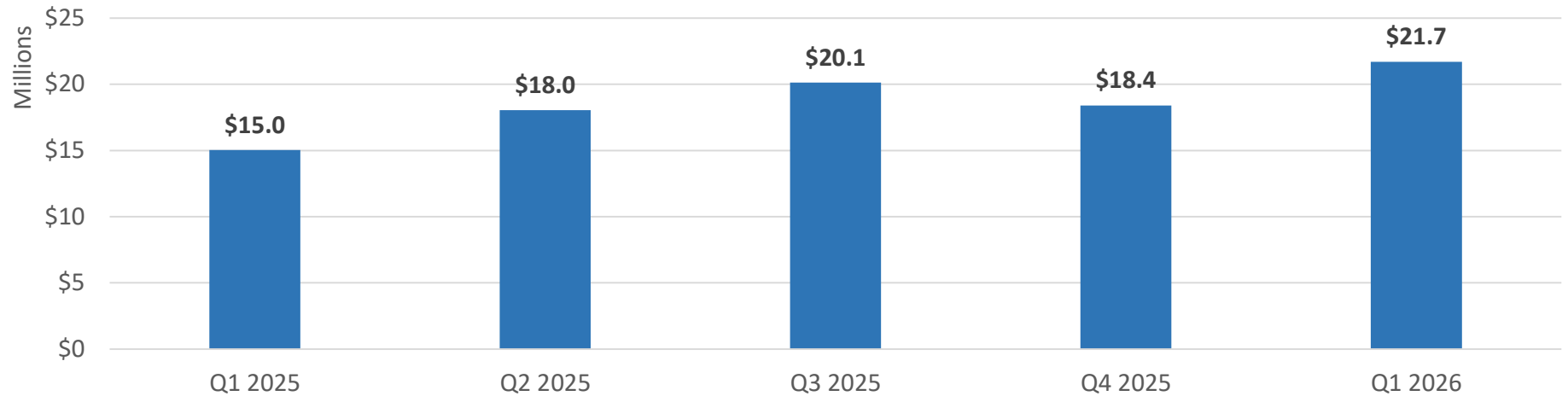


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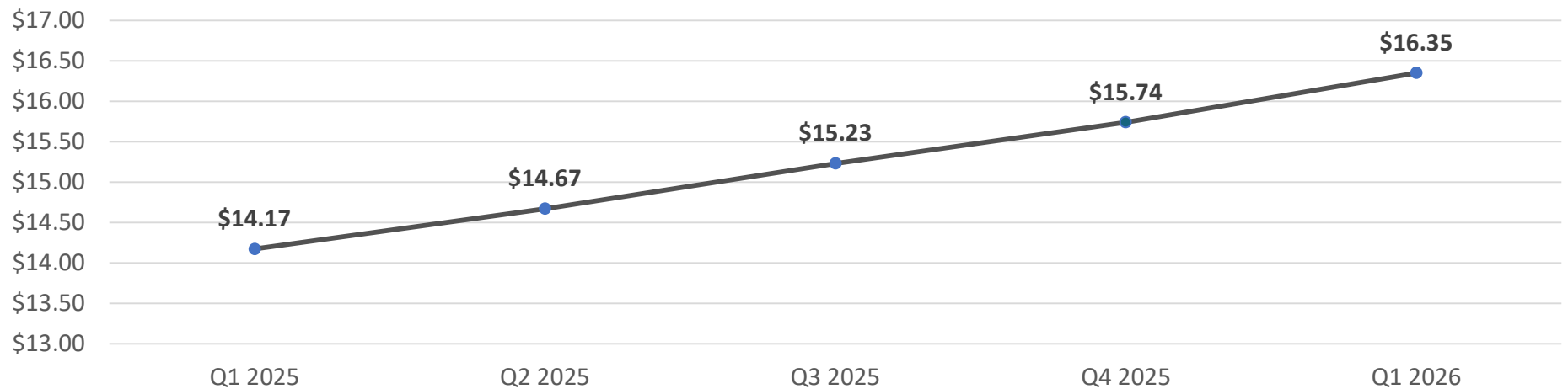
Bradley T. Howes  
*Executive Vice President and CFO*

# Delivering Strong Performance Despite Economic Volatility

## Net Income available to common stockholders



## Tangible book value per share <sup>(1)</sup>



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

# First Quarter 2026 Highlights (compared to prior quarter)

## Earnings

- Net income to common stockholders of \$21.7 million
- \$0.62 per diluted share

## Performance Ratios

- Return on average assets (annualized) of 1.28%
- Return on average equity (annualized) of 15.32%
- Return on average tangible common equity (annualized) <sup>(1)</sup> of 15.71%
- Efficiency ratio <sup>(2)</sup> of 54.30%

## Portfolio Growth

- Mortgage Purchase Program (“MPP”) growth of \$435.7 million, or 51% annualized, net of balances participated to other institutions totaling \$412.7 million at period end
- All-in-One <sup>(3)</sup> growth of \$28.0 million, or 15% annualized

## Deposit Growth

- Total deposit growth of \$131.8 million, or 11% annualized
- Reduced wholesale funding ratio to 62.94%, from 64.60% in prior quarter

## Capital

- Equity to assets of 7.98%
- Book value per share of \$17.10
- Tangible book value per share of \$16.35 <sup>(1)</sup>, annualized growth of 15.5%

(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 “All-in-One” or “AIO” loans).

# Mortgage Purchase Program (MPP)

## Program Overview

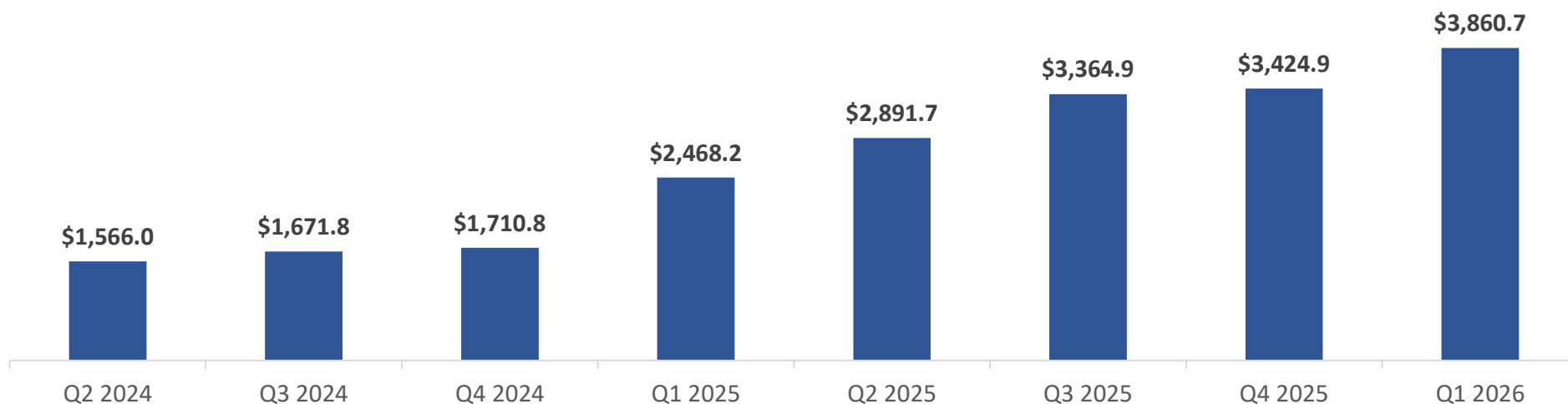
- **National mortgage purchase program (warehouse lending)**
- Purchase program available to Mortgage Bankers nationwide
- Aggregated purchased loans are typically sold into the marketplace within 30 days
- **Proprietary tech stack**
- Highly efficient, scalable business model with compelling returns

## First Quarter 2026 Highlights

Total loans funded (purchased)	\$11.2 billion
Total loans sold	\$10.7 billion
# of new loans purchased	22,802
Average monthly participations	\$214.1 million
Loan yield	6.59%
Fee-adjusted yield <sup>(1)</sup>	6.82%

(\$ 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 123 mortgage originators across 24 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

### Q1 2026 Highlights

<b>\$17.8M</b> <i>Net gain on sale of loans <sup>(1)</sup></i>	<b>\$693.7M</b> <i>Residential mortgage originations</i>
<b>\$28.0M</b> <i>AIO loan growth</i>	<b>7.02%</b> <i>AIO loan yield <sup>(2)</sup></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

### Q1 2026 Highlights

<b>\$5.0B</b> <i>Total deposits</i>	<b>\$277.2M</b> <i>Non-interest bearing demand</i>
<b>\$28.7K</b> <i>Average retail depositor balance</i>	<b>6.59%</b> <i>Liquidity ratio <sup>(3)</sup></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

### Q1 2026 Highlights

<b>\$2.2M</b> <i>Loan servicing fees <sup>(4)</sup></i>	<b>\$5.2B</b> <i>UPB of loans serviced for others</i>
<b>15.9K</b> <i># of loans serviced</i>	<b>\$538.1M</b> <i>Custodial deposits <sup>(5)</sup></i>

(1) Excludes increases or decreases related to change in fair value of loans held for investment and lender risk account ("LRA"), see slide 13 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.

# Asset Quality

## Overview

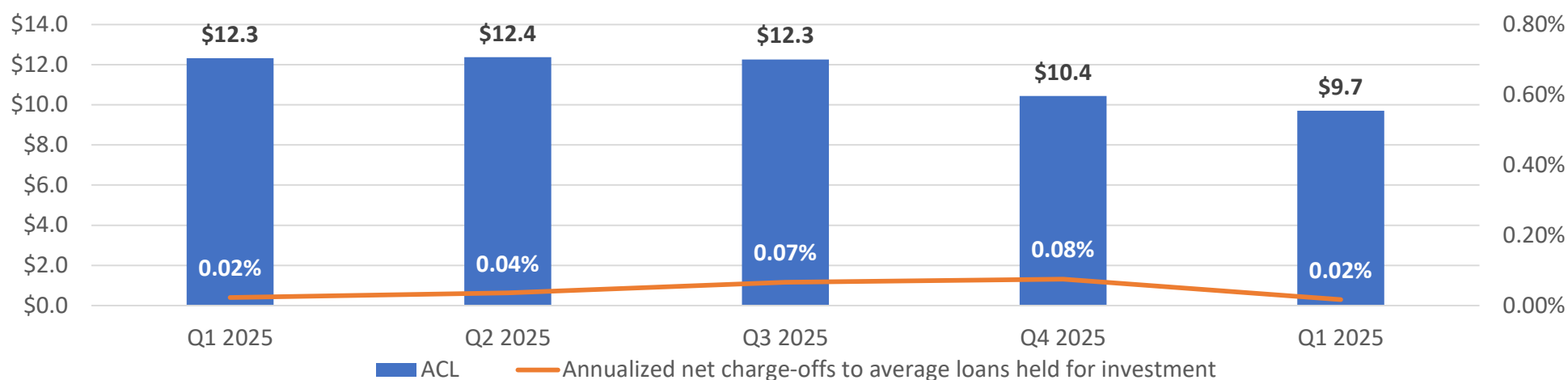
- Strong underwriting and diligent risk controls with low history of losses
- High-quality, seasoned residential mortgage loan portfolio
  - Average LTV (with insurance) of 72%, FICO of 751, and DTI of 35%
- Sophisticated and granular loan-level allowance methodology
- Credit quality improved from prior quarter
  - Net charge-offs decreased by \$0.9 million from prior quarter
  - Non-performing assets decreased by \$2.0 million and loans past due 31-89 days decreased by \$6.5 million from prior quarter

## First Quarter 2026 Metrics

ACL to loans held for investment	0.15%
ACL to non-accrual loans	12.07%
ACL to non-accrual loans (excl. guaranteed) <sup>(1)</sup>	17.67%
NPAs to total assets	1.23%
NPAs to total assets (excl. guaranteed) <sup>(1)</sup>	0.86%
Net charge-offs	\$0.3 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		
	Q1 2026	Q4 2025	Q1 2025
Interest income	\$ 101,503	\$ 106,123	\$ 79,150
Interest expense	60,230	62,626	48,761
<b>Net interest income before provision</b>	<b>41,273</b>	<b>43,497</b>	<b>30,389</b>
Provision (benefit) for credit losses and unfunded commitments	(445)	(608)	1,295
<b>Net interest income after provision</b>	<b>41,718</b>	<b>44,105</b>	<b>29,094</b>
Non-interest income	22,145	21,640	22,873
Non-interest expense	34,435	33,777	29,372
<b>Income before income taxes</b>	<b>29,428</b>	<b>31,968</b>	<b>22,595</b>
Income tax expense	7,274	8,325	5,348
<b>Net Income</b>	<b>22,154</b>	<b>23,643</b>	<b>17,247</b>
Preferred stock dividends	453	5,247	2,206
<b>Net Income Available To Common Stockholders</b>	<b>\$ 21,701</b>	<b>\$ 18,396</b>	<b>\$ 15,041</b>
<b>Basic Earnings Per Share</b>	<b>\$ 0.63</b>	<b>\$ 0.53</b>	<b>\$ 0.50</b>
<b>Diluted Earnings Per Share</b>	<b>\$ 0.62</b>	<b>\$ 0.52</b>	<b>\$ 0.49</b>

# Summary Balance Sheet

(\$ in 000s, except per share data)	For the Quarter Ended			
	Q1 2026	Q4 2025	Q1 2025	
<b>ASSETS:</b>				
<b>Total Assets</b>	\$ 7,395,877	\$ 7,022,825	\$ 5,859,655	
Cash and cash equivalents	487,617	496,459	321,499	
Securities	86,332	86,194	79,493	
Loans held for sale, at fair value	297,243	309,213	207,633	
Gross loans held for investment	6,411,197	6,021,527	5,147,170	
Allowance for credit losses	(9,700)	(10,435)	(12,315)	
Net loans held for investment	6,401,497	6,011,092	5,134,855	
Mortgage servicing rights	20,608	17,048	15,492	
Other assets	102,580	102,819	100,683	
<b>LIABILITIES AND EQUITY:</b>				
<b>Total Liabilities</b>	\$ 6,805,884	\$ 6,453,783	\$ 5,273,133	
Deposits	5,001,417	4,869,667	3,822,622	
Borrowings	1,631,496	1,439,500	1,371,158	
Subordinated debentures	111,872	91,915	24,159	
Subordinated debentures issued through trusts	5,000	5,000	5,000	
Other liabilities	56,099	47,701	50,194	
<b>Total Stockholders' Equity</b>	\$ 589,993	\$ 569,042	\$ 586,522	
<b>RATIOS AND PER SHARE METRICS:</b>				
Equity / assets	7.98%	8.10%	10.01%	
Tangible common equity / tangible assets <sup>(1)</sup>	7.63%	7.73%	8.30%	
Loans / deposits	128.19%	123.65%	134.65%	
Liquidity ratio <sup>(2)</sup>	6.59%	7.07%	5.49%	
Wholesale funding ratio <sup>(3)</sup>	62.94%	64.60%	66.59%	
Book value	\$ 17.10	\$ 16.50	\$ 17.09	
Tangible book value <sup>(1)</sup>	\$ 16.35	\$ 15.74	\$ 14.17	

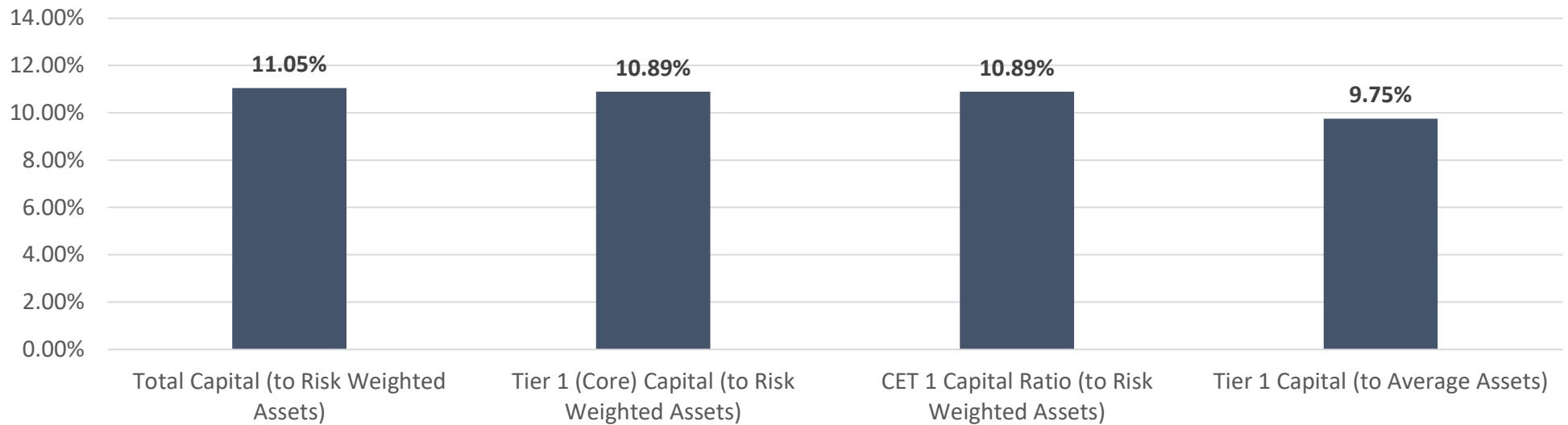
(1) Non-GAAP financial measure. A reconciliation to the comparable GAAP measurement is provided in the Appendix of this slide presentation.

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

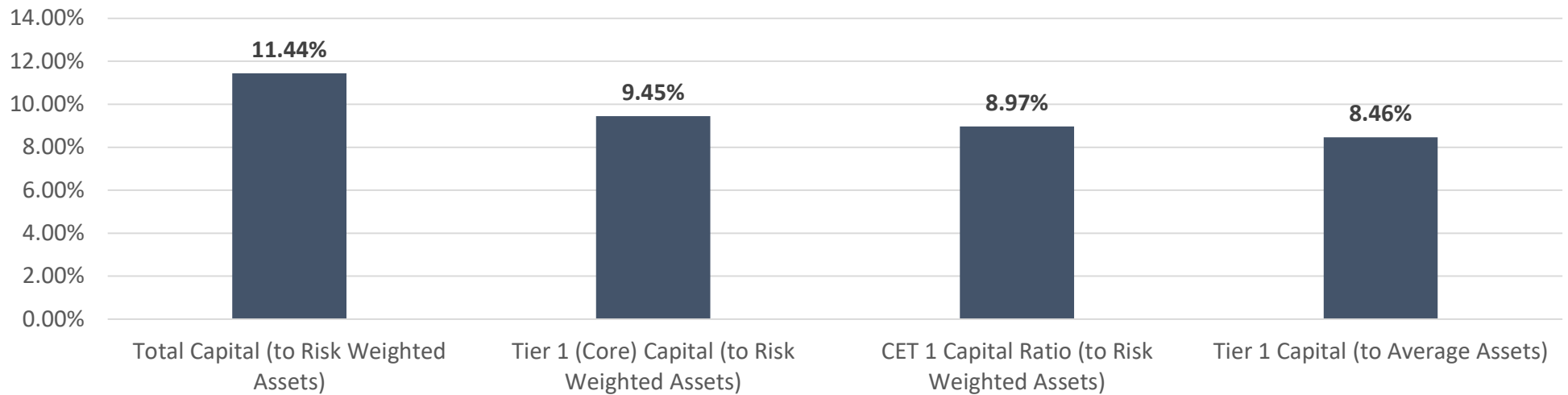
(3) Wholesale funding ratio defined as brokered CDs plus borrowings divided by total deposits plus borrowings.

# Estimated Regulatory Capital Ratios

## Northpointe Bank Regulatory Capital Ratios – At March 31, 2026 <sup>(1)</sup>



## Northpointe Bancshares, Inc. Regulatory Capital Ratios – At March 31, 2026 <sup>(1)</sup>



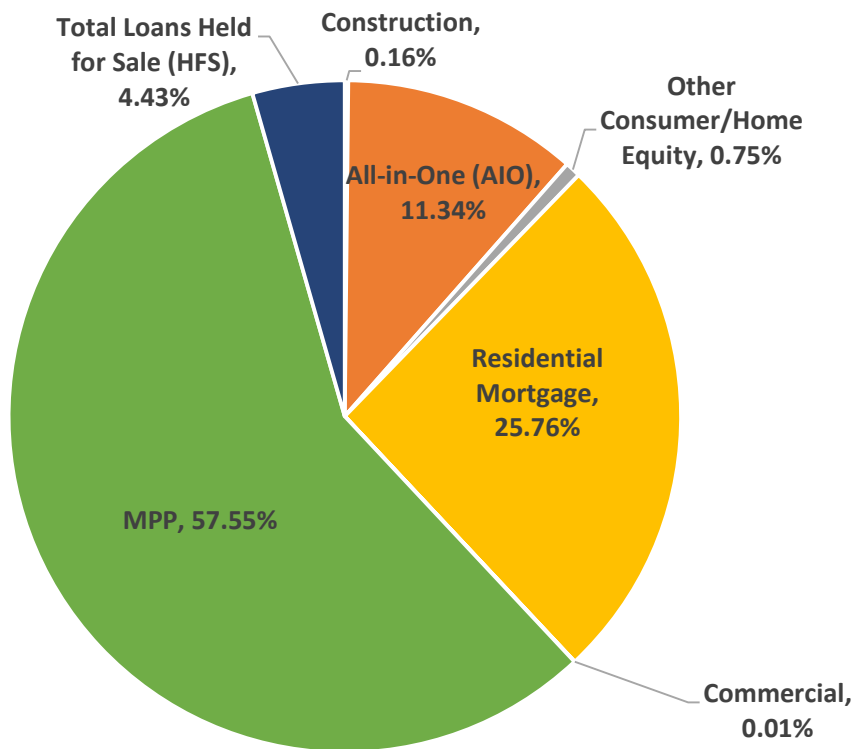
(1) Regulatory capital ratios as of March 31, 2026 are estimates, pending completion and filing of the Bank's regulatory reports.



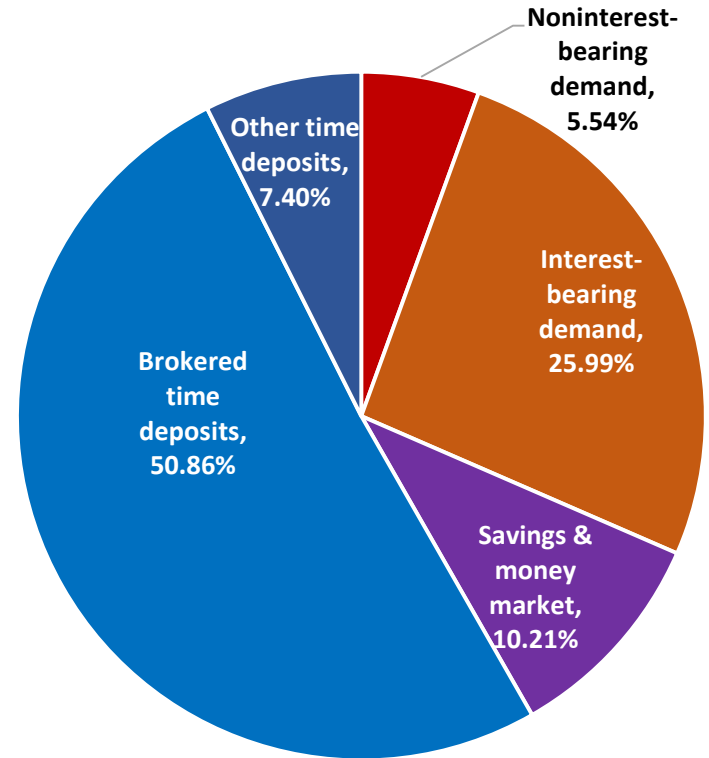
# APPENDIX

# Loan and Deposit Details

## Loan Portfolio Composition \$6.7 billion at March 31, 2026



## Deposit Composition \$5.0 billion at March 31, 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		
		Q1 2026	Q4 2025	Q1 2025
Mortgage servicing rights (MSR)	Loan servicing fees	\$ 1,322	\$ (1,101)	(707)
Lender risk account (LRA)	Net gain on sale of loans	(308)	606	829
Loans held for investment (HFI) with fair value accounting	Net gain on sale of loans	(913)	1,087	2,868

(Dollars in thousands)

	Q1 2026	Q4 2025	Q1 2025
Total net gain on sale of loans	\$ 16,547	\$ 18,306	\$ 18,587
Less: change in fair value of loans HFI and LRA	1,221	(1,694)	(3,697)
<b>Total net gain on sale of loans, excluding portfolio sales and LRA / HFI fair value adjustments</b>	<b>\$ 17,768</b>	<b>\$ 16,612</b>	<b>\$ 14,890</b>

# Non-GAAP Reconciliation

<b>Non-GAAP Measures Reconciliation</b>			
	<b>As of or for the Three Months Ended</b>		
	<b>Mar 31, 2026</b>	<b>Dec 31, 2025</b>	<b>Mar 31, 2025</b>
<i>(Dollars in thousands)</i>			
Stockholders' equity (GAAP)	\$ 589,993	\$ 569,042	\$ 586,522
Less: Preferred stock	24,979	24,979	98,734
Less: Intangible assets, net of DTL	1,029	1,148	1,489
<b>Tangible common equity</b>	<b>563,985</b>	<b>542,915</b>	<b>486,299</b>
Common shares at end of period	34,494,116	34,494,116	34,315,099
<b>Tangible book value per share</b>	<b>\$ 16.35</b>	<b>\$ 15.74</b>	<b>\$ 14.17</b>
Book value per share (GAAP)	\$ 17.10	\$ 16.50	\$ 17.09
Total assets (GAAP)	\$ 7,395,877	\$ 7,022,825	\$ 5,859,655
Less: Intangible assets, net of DTL	1,029	1,148	1,490
<b>Tangible assets</b>	<b>\$ 7,394,848</b>	<b>\$ 7,021,677</b>	<b>\$ 5,858,165</b>
<b>Tangible common equity/tangible assets</b>	<b>7.63 %</b>	<b>7.73 %</b>	<b>8.30 %</b>
Equity to assets (GAAP)	7.98 %	8.10 %	10.01 %
Net income	\$ 22,154	\$ 23,643	\$ 17,247
Less: Preferred stock dividends	453	5,247	2,206
Net income available to common stockholders	21,701	18,396	15,041
Annualized net income available to common stockholders	88,010	72,984	61,000
Average tangible common equity	560,361	540,307	426,075
<b>Return on average tangible common equity</b>	<b>15.71 %</b>	<b>13.51 %</b>	<b>14.32 %</b>
Annualized net income	89,847	93,801	69,946
Average equity	586,441	632,843	531,159
Return on average equity (GAAP)	15.32 %	14.82 %	13.17 %