

# Ponce Financial Group, Inc.

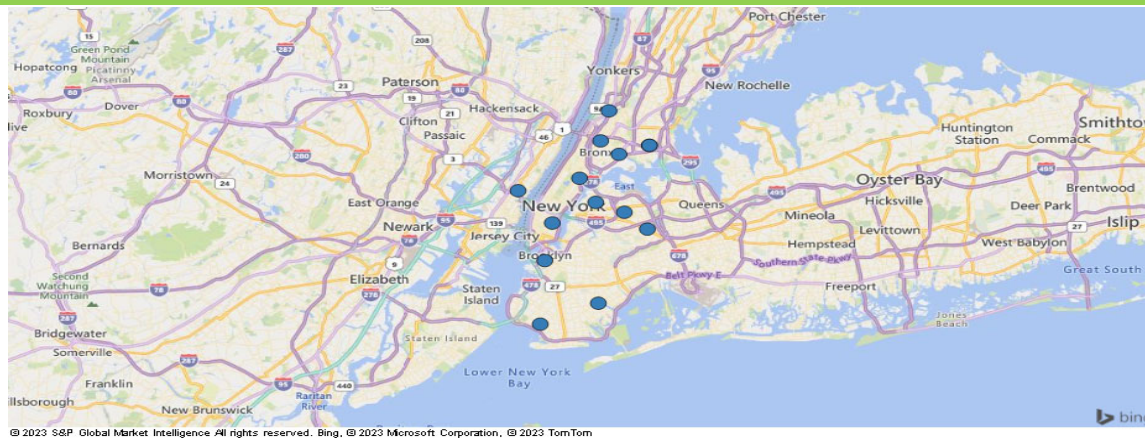
**PDLB**  
 At-A-Glance  
 2nd Step Date

Bronx, NY  
 11/8/2023  
 1/27/2022

CEO Carlos P. Naudon  
 CFO Sergio Vaccaro  
 COB Steven A. Tsavaris



## Branch Franchise



Market & Valuation		Stated w/ All FV Marks - only HTM FV +AOCI (AFS) FV				Ownership	
Stock Price \$	7.85					Top 3 Institutional Holders	% O/S
52-Week high \$	10.04					T. Rowe Price Group Inc.	11.35
Market Cap (\$m)	186					M3F Inc.	9.84
Tangible BVPS	10.99	9.26	10.12	11.86		Ponce Bank Employees Stock Ownership PI	9.19
Price / Tangible Book (%)	0.71	0.85	0.78	0.66		Top 3 Insider Holders	
Mark % of Stated TCE		-16%	-8%	-8%		Carlos P. Naudon	1.66
Price / Earnings mrq ann. (x)	16.93					Steven A. Tsavaris	1.31
Deposit Premium (%)	(5.31)					Nick R. Lugo Jr.	0.52
Balance Sheet Strength		Stated w/ All FV Marks - only HTM FV +AOCI (AFS) FV				Capital Management	
Total Assets (\$m)	2,624					Dividend Yield ttm	NA
Tang Common Eq / Tang Assets (%)	9.91	8.50	9.19	10.61		Stated Dividend Payout Ratio ttm (%)	NA
Loan Loss Reserve / Loans (%)	1.50					Shares Repurchased ttm (%)	2%
Cash & Secs / Earning Assets	28%					Current Repurchase Authorization (%)	NA
Loans / Deposits (x)	1.31					Last Acquisition Year	2020
Deposit Franchise						Loan Franchise	
% Interest-Free Deposits	17%					% 1-4 Fam & HELOC	30%
% Time Deposits	38%					% Construction & Land Dev	18%
% Brokered Deposits	7%					% CRE & Ag	18%
Cost of Int-Bearing Deposits (%)	3.44					% Multi-Family	32%
Cost of Total Deposits (%) mrq	2.79					% C&I	1%
Deposit Growth Sequential Annualized mrq	-11%					% Consumer non-R/E	1%
Avg Deposits / Branch (\$000)	100,081					NPA/A % mrq	0.82
Profitability						Revenue Composition	
Return on Assets mrq (%)	0.39					Non-Spread Revs % of Total Revs mrq (%)	25%
Return on Equity mrq (%)	2.13					GOS Loans % of Total Revs mrq (%)	1%
ROTCE mrq (%)	3.94					Security G/L % of Tot Revs mrq (%)	0%
Efficiency Ratio mrq (%)	94					NIM mrq & Seq Change (bps)	2.60 -0.05