



FINOV8R CONSULTING, LLC
DEPOSIT INITIATIVES MODEL

PREPARED FOR: CORE BANK
DATE: JUNE 25, 2024

CONFIDENTIAL AND PRIVILEGED

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SAFE HARBOR STATEMENT

This presentation contains forward-looking statements subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied. These risks include, but are not limited to, clients' abilities to utilize our services effectively, adverse legal or regulatory actions, negative publicity, and lengthy sales cycles. These statements reflect our current expectations, but should not be relied upon as predictions. We are not obligated to update them, except as required by law.

DEPOSIT INITIATIVES BASED ON VARIOUS NICHE DEPOSIT GATHERING STRATEGIES													
FINOV8R CONSULTING, LLC													
		Cumulative Qrts	1	2	3	4	5	6	7	8	9	10	11
		Quarter	1	2	3	4	1	2	3	4	1	2	3
		Year	2024	2024	2024	2024	2025	2025	2025	2025	2026	2026	2026
		NIB											
		IB	\$ 16,416,396	\$ 32,918,154	\$ 49,507,638	\$ 66,187,276	\$ 82,959,566	\$ 99,827,071	\$ 103,459,096	\$ 107,191,682	\$ 111,027,614	\$ 114,969,754	\$ 119,021,041
		Int Exp	\$ 36,247	\$ 73,348	\$ 111,326	\$ 150,206	\$ 190,012	\$ 230,771	\$ 267,091	\$ 304,417	\$ 342,776	\$ 382,198	\$ 422,710
		AUM	\$ 102,768,750	\$ 105,614,160	\$ 108,538,352	\$ 111,543,507	\$ 114,631,868	\$ 117,805,738	\$ 121,067,485	\$ 124,419,540	\$ 127,864,407	\$ 131,404,652	\$ 135,042,919
		Fee Income Expansion	\$ 6,921.88	\$ 7,113.52	\$ 7,310.48	\$ 7,512.89	\$ 7,720.90	\$ 7,934.67	\$ 8,154.37	\$ 8,380.14	\$ 8,612.17	\$ 8,850.61	\$ 9,095.67
		Cumulative Quarters	1	2	3	4	5	6	7	8	9	10	11
		Quarter	1	2	3	4	1	2	3	4	1	2	3
		Year	2024	2024	2024	2024	2025	2025	2025	2025	2026	2026	2026
Commercial Escrow	Initiative Parameters	New Balance	\$ 5,833,333	\$ 5,833,333	\$ 5,833,333	\$ 5,833,333	\$ 5,833,333	\$ 5,833,333	\$ -	\$ -	\$ -	\$ -	\$ -
	Opportunity Size	Total Balance	\$ 5,833,333	\$ 11,666,667	\$ 17,500,000	\$ 23,333,333	\$ 29,166,667	\$ 35,000,000	\$ 35,000,000	\$ 35,000,000	\$ 35,000,000	\$ 35,000,000	\$ 35,000,000
	Time Horizon (Quarters)												
	Interest Expense	Interest Expense	\$ 729.17	\$ 1,458.33	\$ 2,187.50	\$ 2,916.67	\$ 3,645.83	\$ 4,375.00	\$ 4,375.00	\$ 4,375.00	\$ 4,375.00	\$ 4,375.00	\$ 4,375.00
Title Company Deposits	Initiative Parameters	New Balance	\$ 4,166,667	\$ 4,166,667	\$ 4,166,667	\$ 4,166,667	\$ 4,166,667	\$ 4,166,667	\$ -	\$ -	\$ -	\$ -	\$ -
	Opportunity Size	Total Balance	\$ 4,166,667	\$ 8,333,333	\$ 12,500,000	\$ 16,666,667	\$ 20,833,333	\$ 25,000,000	\$ 25,000,000	\$ 25,000,000	\$ 25,000,000	\$ 25,000,000	\$ 25,000,000
	Time Horizon (Quarters)												
	Interest Expense	Interest Expense	\$ 2,604.17	\$ 5,208.33	\$ 7,812.50	\$ 10,416.67	\$ 13,020.83	\$ 15,625.00	\$ 15,625.00	\$ 15,625.00	\$ 15,625.00	\$ 15,625.00	\$ 15,625.00
AUM Sweep	Initiative Parameters	AUM	\$ 100,000,000	\$ 102,768,750	\$ 105,614,160	\$ 108,538,352	\$ 111,543,507	\$ 114,631,868	\$ 117,805,738	\$ 121,067,485	\$ 124,419,540	\$ 127,864,407	\$ 131,404,652
	AUM Growth Rate	Inflows	\$ 1,250,000	\$ 1,284,609	\$ 1,320,177	\$ 1,356,729	\$ 1,394,294	\$ 1,432,898	\$ 1,472,572	\$ 1,513,344	\$ 1,555,244	\$ 1,598,305	\$ 1,642,558
	Cash Allocation	Market Growth	\$ 1,518,750	\$ 1,560,800	\$ 1,604,015	\$ 1,648,426	\$ 1,694,067	\$ 1,740,971	\$ 1,789,175	\$ 1,838,712	\$ 1,889,622	\$ 1,941,941	\$ 1,995,708
	Market	Ending AUM	\$ 102,768,750	\$ 105,614,160	\$ 108,538,352	\$ 111,543,507	\$ 114,631,868	\$ 117,805,738	\$ 121,067,485	\$ 124,419,540	\$ 127,864,407	\$ 131,404,652	\$ 135,042,919
	Interest Expense	Incremental Fee Income	\$ 6,921.88	\$ 7,113.52	\$ 7,310.48	\$ 7,512.89	\$ 7,720.90	\$ 7,934.67	\$ 8,154.37	\$ 8,380.14	\$ 8,612.17	\$ 8,850.61	\$ 9,095.67
	AUM Fee												
		Cash Sweep	\$ 3,083,063	\$ 3,168,425	\$ 3,256,151	\$ 3,346,305	\$ 3,438,956	\$ 3,534,172	\$ 3,632,025	\$ 3,732,586	\$ 3,835,932	\$ 3,942,140	\$ 4,051,288
		Total Balance	\$ 3,083,063	\$ 6,251,487	\$ 9,507,638	\$ 12,853,943	\$ 16,292,899	\$ 19,827,071	\$ 23,459,096	\$ 27,191,682	\$ 31,027,614	\$ 34,969,754	\$ 39,021,041
		Interest Expense	\$ 30,830.63	\$ 62,514.87	\$ 95,076.38	\$ 128,539.43	\$ 162,928.99	\$ 198,270.71	\$ 234,590.96	\$ 271,916.82	\$ 310,276.14	\$ 349,697.54	\$ 390,210.41
TBD	Initiative Parameters	New Balance	\$ 3,333,333	\$ 3,333,333	\$ 3,333,333	\$ 3,333,333	\$ 3,333,333	\$ 3,333,333	\$ -	\$ -	\$ -	\$ -	\$ -
	Opportunity Size	Total Balance	\$ 3,333,333	\$ 6,666,667	\$ 10,000,000	\$ 13,333,333	\$ 16,666,667	\$ 20,000,000	\$ 20,000,000	\$ 20,000,000	\$ 20,000,000	\$ 20,000,000	\$ 20,000,000
	Time Horizon (Quarters)												
	Interest Expense	Interest Expense	\$ 2,083.33	\$ 4,166.67	\$ 6,250.00	\$ 8,333.33	\$ 10,416.67	\$ 12,500.00	\$ 12,500.00	\$ 12,500.00	\$ 12,500.00	\$ 12,500.00	\$ 12,500.00

EARNINGS ACCRETION ANALYSIS																
FINOV8R CONSULTING, LLC																
	Quarter Year	1 2024 1Q2024	2 2024 2Q2024	3 2024 3Q2024	4 2024 4Q2024	1 2025 1Q2025	2 2025 2Q2025	3 2025 3Q2025	4 2025 4Q2025	1 2026 1Q2026	2 2026 2Q2026	3 2026 3Q2026	4 2026 4Q2026	FY 2024	FY 2025	FY 2026
Incremental Balance Sheet																
Non-Interest Bearing		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Interest Bearing		\$ 16,416,396	\$ 32,918,154	\$ 49,507,638	\$ 66,187,276	\$ 82,959,566	\$ 99,827,071	\$ 103,459,096	\$ 107,191,682	\$ 111,027,614	\$ 114,969,754	\$ 119,021,041	\$ 123,184,499	\$ 66,187,276	\$ 107,191,682	\$ 123,184,499
Total Deposits		\$ 16,416,396	\$ 32,918,154	\$ 49,507,638	\$ 66,187,276	\$ 82,959,566	\$ 99,827,071	\$ 103,459,096	\$ 107,191,682	\$ 111,027,614	\$ 114,969,754	\$ 119,021,041	\$ 123,184,499	\$ 66,187,276	\$ 107,191,682	\$ 123,184,499
Lendable Deposits	85%	\$ 13,953,936	\$ 27,980,431	\$ 42,081,492	\$ 56,259,185	\$ 70,515,631	\$ 84,853,011	\$ 87,940,231	\$ 91,112,930	\$ 94,373,472	\$ 97,724,291	\$ 101,167,885	\$ 104,706,824	\$ 56,259,185	\$ 91,112,930	\$ 104,706,824
Investment Securities		\$ 2,462,459	\$ 4,937,723	\$ 7,426,146	\$ 9,928,091	\$ 12,443,935	\$ 14,974,061	\$ 15,518,864	\$ 16,078,752	\$ 16,654,142	\$ 17,245,463	\$ 17,853,156	\$ 18,477,675	\$ 9,928,091	\$ 16,078,752	\$ 18,477,675
Incremental Income Statement																
Interest Income	7.50%	\$ 261,636	\$ 524,633	\$ 789,028	\$ 1,054,860	\$ 1,322,168	\$ 1,590,994	\$ 1,648,879	\$ 1,708,367	\$ 1,769,503	\$ 1,832,330	\$ 1,896,898	\$ 1,963,253	\$ 2,630,157	\$ 6,270,409	\$ 7,461,984
Investment Securities Income	5.50%	\$ 33,859	\$ 67,894	\$ 102,110	\$ 136,511	\$ 171,104	\$ 205,893	\$ 213,384	\$ 221,083	\$ 228,994	\$ 237,125	\$ 245,481	\$ 254,068	\$ 136,511	\$ 221,083	\$ 254,068
Interest Expense		\$ 36,247	\$ 73,348	\$ 111,326	\$ 150,206	\$ 190,012	\$ 230,771	\$ 267,091	\$ 304,417	\$ 342,776	\$ 382,198	\$ 422,710	\$ 464,345	\$ 371,128	\$ 992,291	\$ 1,612,029
Nil		\$ 259,248	\$ 519,179	\$ 779,811	\$ 1,041,165	\$ 1,303,260	\$ 1,566,117	\$ 1,595,173	\$ 1,625,033	\$ 1,655,721	\$ 1,687,258	\$ 1,719,668	\$ 1,752,976	\$ 2,599,402	\$ 6,089,583	\$ 6,815,623
Incremental Opex	30%	\$ 77,774	\$ 155,754	\$ 233,943	\$ 312,349	\$ 390,978	\$ 469,835	\$ 478,552	\$ 487,510	\$ 496,716	\$ 506,177	\$ 515,900	\$ 525,893	\$ 779,821	\$ 1,826,875	\$ 2,044,687
Earnings Accretion		\$ 181,473	\$ 363,425	\$ 545,868	\$ 728,815	\$ 912,282	\$ 1,096,282	\$ 1,116,621	\$ 1,137,523	\$ 1,159,005	\$ 1,181,081	\$ 1,203,768	\$ 1,227,083	\$ 1,819,582	\$ 4,262,708	\$ 4,770,936
Incremental Return Metrics																
Deposit Capital	1%	\$ 164,164	\$ 329,182	\$ 495,076	\$ 661,873	\$ 829,596	\$ 998,271	\$ 1,034,591	\$ 1,071,917	\$ 1,110,276	\$ 1,149,698	\$ 1,190,210	\$ 1,231,845	\$ 1,650,295	\$ 3,934,374	\$ 4,682,029
Loan Capital	10%	\$ 1,395,394	\$ 2,798,043	\$ 4,208,149	\$ 5,625,918	\$ 7,051,563	\$ 8,485,301	\$ 8,794,023	\$ 9,111,293	\$ 9,437,347	\$ 9,772,429	\$ 10,116,789	\$ 10,470,682	\$ 14,027,504	\$ 33,442,180	\$ 39,797,247
Total Capital		\$ 1,559,558	\$ 3,127,225	\$ 4,703,226	\$ 6,287,791	\$ 7,881,159	\$ 9,483,572	\$ 9,828,614	\$ 10,183,210	\$ 10,547,623	\$ 10,922,127	\$ 11,306,999	\$ 11,702,527	\$ 15,677,799	\$ 37,376,554	\$ 44,479,276
ROE		11.64%	11.62%	11.61%	11.59%	11.58%	11.56%	11.36%	11.17%	10.99%	10.81%	10.65%	10.49%	11.61%	11.40%	10.73%
Incremental Deposit COF (Annualized)		0.88%	0.89%	0.90%	0.91%	0.92%	0.92%	1.03%	1.14%	1.23%	1.33%	1.42%	1.51%	0.56%	0.93%	1.31%