



cib marine
BANCSHARES INC

Annual Shareholder Meeting

April 24, 2025

1:00pm Central

		Previous Close (April 23, 2025)
S&P 500 Index	INX	\$5,376
Dow Jones Industrial Average Index	INDU	\$39,607
KBW Regional Banking Total Return Index	KRXTR	\$207.06
CIB Marine Bancshares, Inc.	CIBH	\$29.50

(Financial information is as of 12/31/24, unless otherwise indicated.)

This presentation has not been audited by Crowe LLP.

Call to Order

Mark A Elste
Chairman of the Board of Directors

Forward Looking Statements

CIB Marine has made statements during today's presentation that may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. CIB Marine intends these forward-looking statements to be subject to the safe harbor created thereby and is including this statement to avail itself of the safe harbor. Forward-looking statements are identified generally by statements containing words and phrases such as "may," "project," "are confident," "should be," "intend," "predict," "believe," "plan," "expect," "estimate," "anticipate" and similar expressions. These forward-looking statements reflect CIB Marine's current views with respect to future events and financial performance that are subject to many uncertainties and factors relating to CIB Marine's operations and the business environment, which could change at any time.

There are inherent difficulties in predicting factors that may affect the accuracy of forward-looking statements.

Stockholders should note that many factors, some of which are discussed in today's presentation or in the documents that are incorporated by reference, could affect the future financial results of CIB Marine and could cause those results to differ materially from those expressed in forward-looking statements. These factors, many of which are beyond CIB Marine's control, include but are not limited to:

- operating, legal, execution, credit, market, security (including cyber), and regulatory risks;
- economic, political, and competitive forces affecting CIB Marine's banking business;
- the impact on net interest income and securities values from changes in monetary policy and general economic and political conditions; and
- the risk that CIB Marine's analyses of these risks and forces could be incorrect and/or that the strategies developed to address them could be unsuccessful.

These factors should be considered in evaluating the forward-looking statements, and undue reliance should not be placed on such statements. Forward-looking statements speak only as of the date they are made. CIB Marine undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. Forward-looking statements are subject to significant risks and uncertainties and CIB Marine's actual results may differ materially from the results discussed in forward-looking statements.

Meeting Organization

- **Official Business**
 - Proposal 1: Election of Directors
 - Proposal 2: Ratification of Independent Public Accounting Firm
 - Adjournment
- **Management's Presentation to Shareholders**
- **Chairman's Presentation to Shareholders**
- **Shareholder Questions**

Board of Directors

J. Brian Chaffin	President & CEO of CIB Marine Bancshares & CIBM Bank
Gina M. Cocking	CEO & Managing Director of Colonnade Advisors, LLC
JoAnn M. Cotter	Retired partner of Wipfli LLP
Mark A. Elste	Chairman of the Boards of CIB Marine Bancshares, Inc. and CIBM Bank
Mark D. Henderson	Chief Information Officer and Vice Chancellor of University of Pittsburgh
Rhonda L. Hopps	CEO of Hopps Capital Advisors, Inc.
Charles D. Mires	Retired Director of Fixed Income & Alternative Strategies of a private investment management firm
Steven S. Palmitier	Retired President & COO of North American Company for Life and Health Insurance and Midland National Life Insurance Co.
Ronald E. Rhoades	Retired Chairman, President & CEO of Plastic Container Corporation

Board Committee Leadership

Audit

Chair: JoAnn Cotter
ViceChair: Mark Henderson

Compensation

Chair: Ronald Rhoades
ViceChair: Rhonda Hopps

New Business

Chair: Rhonda Hopps
ViceChairs: Gina Cocking &
JoAnn Cotter

Nominating

Chair: Ronald Rhoades

Investment Advisory

Chair: Mark Elste

Executive Management

J. Brian Chaffin	President & CEO of CIB Marine Bancshares & CIBM Bank
Patrick J. Straka	Chief Financial Officer of CIB Marine Bancshares, Inc. & CIBM Bank
Daniel J. Rasmussen	Chief Administrative Officer & General Counsel of CIB Marine Bancshares, Inc. & CIBM Bank
Scott C. Winkel	Chief Credit Officer of CIB Marine Bancshares, Inc. & CIBM Bank
Lee W. Abner	Director of Technology Services of CIBM Bank
Dawn M. DeRidder	Director of Government Guaranteed Lending of CIBM Bank
Michael R. Knoeller	Director of Compliance of CIBM Bank
Gary A. Maughan	Director of Mortgage Banking of CIBM Bank
James P. Mullaney	Director of Corporate Banking of CIBM Bank
Mark W. Wilmington	Director of Retail Banking of CIBM Bank

Proposal 1: Election of Directors

Nominated Directors



J. Brian Chaffin



JoAnn M. Cotter



Rhonda L. Hopps

Proposal 2: Ratification of Independent Registered Public Accounting Firm

Crowe LLP

Meeting Adjourned

Any shareholders wishing to vote via phone or internet must submit votes at this time.

Management's Presentation to Shareholders

J Brian Chaffin
President & CEO

Select Earnings Variance

(dollars in thousands)	2024	2023	Variance	Description
Net Interest Income	\$20,841	\$21,455	(\$614)	Higher cost of funds
Provision for Loan Loss	(\$463)	(\$92)	(\$371)	Improved economic forecasts
Non-Interest Income	\$13,152	\$8,900	\$4,252	
Net Mortgage Banking Revenue	\$7,203	\$6,025	\$1,178	Higher mortgage production
SBA 7(a) Gains	\$622	\$151	\$471	Improved SBA sale activity
Sale of Danville Deposits	\$0	\$1,514	(\$1,514)	Sale of Danville retail deposits
Sale-Leaseback Gain	\$4,546	\$0	\$4,546	Sale-leaseback of 3 bank offices
OREO Gain (Loss)	(\$218)	\$12	(\$230)	Collection activity
Other Non-Interest Income	\$999	\$1,198	(\$199)	Other items
Non-Interest Expense	\$27,166	\$27,938	(\$772)	
Compensation	\$18,185	\$18,651	(\$466)	Cost controls
Equipment	\$1,890	\$1,956	(\$66)	Cost controls
Occupancy	\$1,822	\$1,747	\$75	New leases in sale-leaseback net of cost controls
FDIC Insurance	\$744	\$530	\$214	FDIC premiums
Other Non-Interest Expense	\$4,525	\$5,054	(\$529)	Other items and cost controls
Income	\$7,290	\$2,509	\$4,781	
Tax	\$1,848	\$1,629	\$219	
Net Income	\$5,442	\$880	\$4,562	

2024 Key Financial Highlights

Preferred stock redemption completed: October 31, 2024.

(dollars in 000s)	FY 2024	FY 2023
Net Income	\$5,442	\$880
ROAA ⁽¹⁾	0.61%	0.11%
Net Interest Income	\$20,841	\$21,455
Net Interest Margin	2.42%	2.72%
Provision for (Reversal of) Loan Losses ⁽²⁾	(\$463)	(\$92)
Non-Interest Income	\$13,152	\$8,900
Efficiency Ratio (banking segment only)	69%	80%
Non-Accrual Loans/Loans	0.81%	0.50%
Non-Performing Asset Ratio ⁽³⁾	0.68%	0.44%

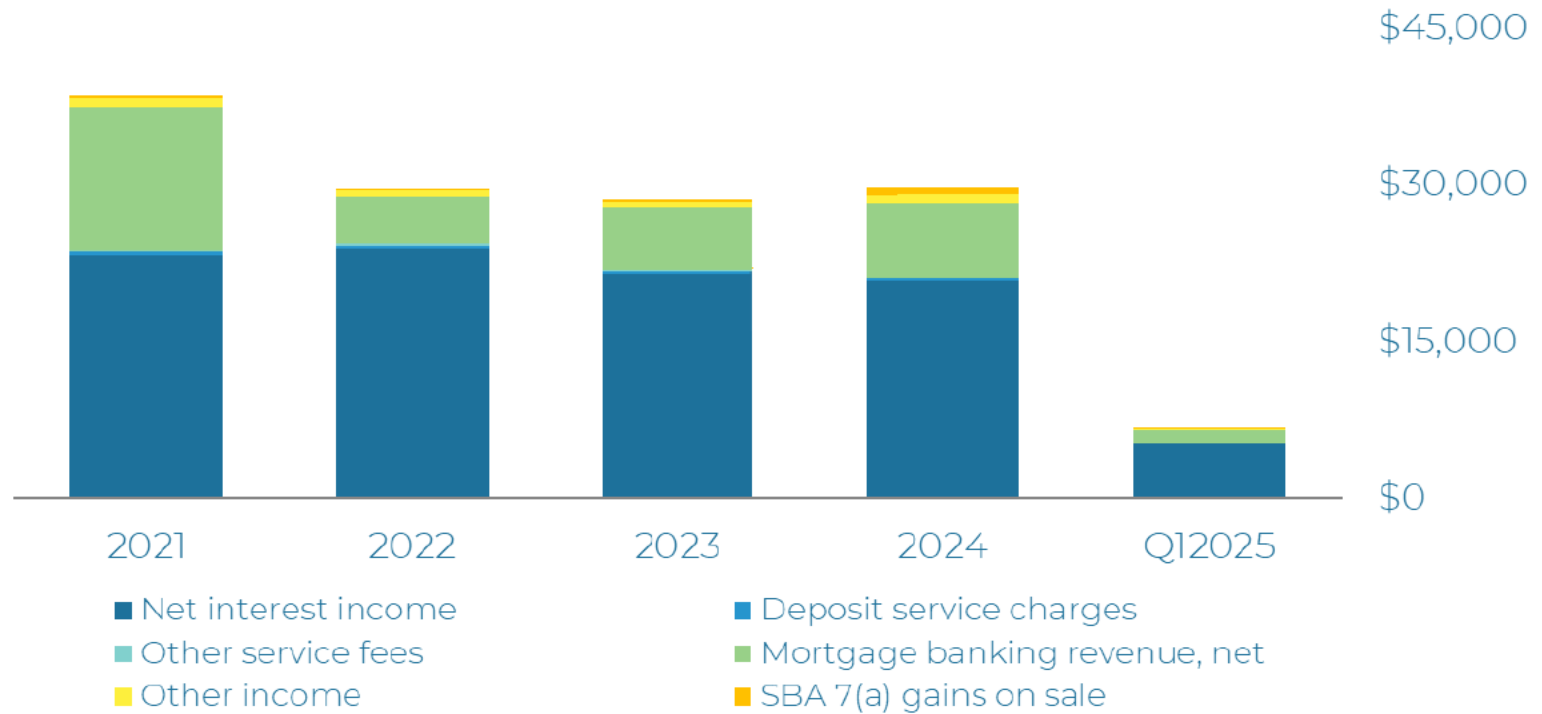
(1) ROAA is return on average assets.

(2) Provisions for (reversal of) credit losses includes for loans and unfunded commitments.

(3) Non-performing assets ratio is total of non-accrual loans and investments plus OREO divided by total assets.

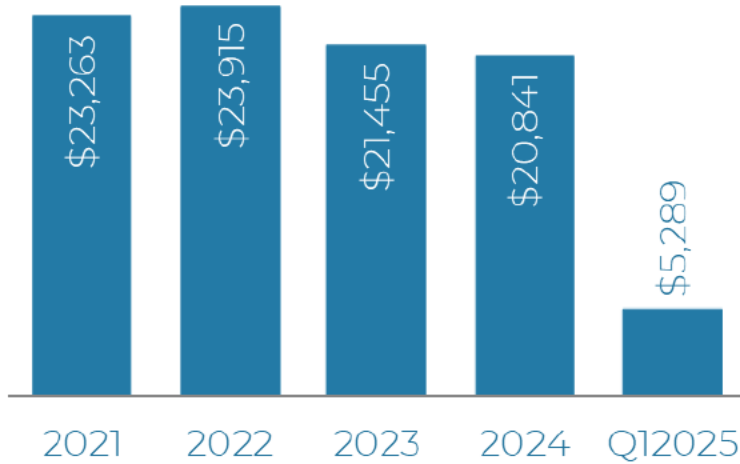
Revenue Trends

PRIMARY BANKING REVENUES (000s)

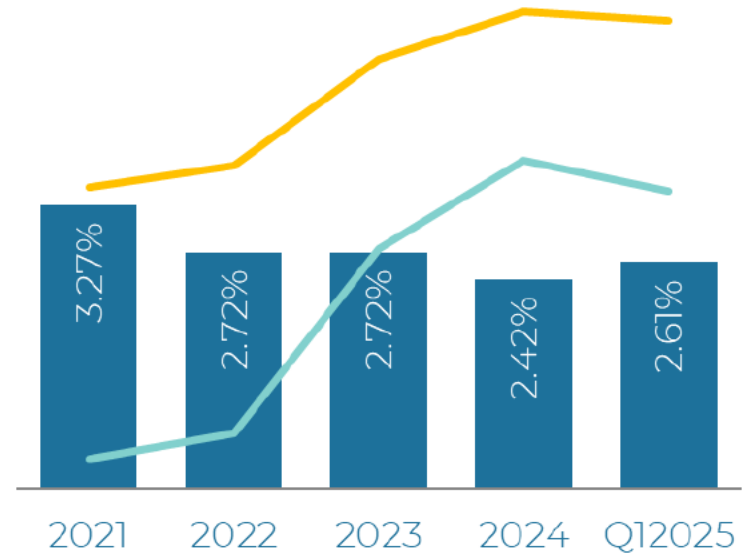


Net Interest Income & Margin

NET INTEREST INCOME (000s)

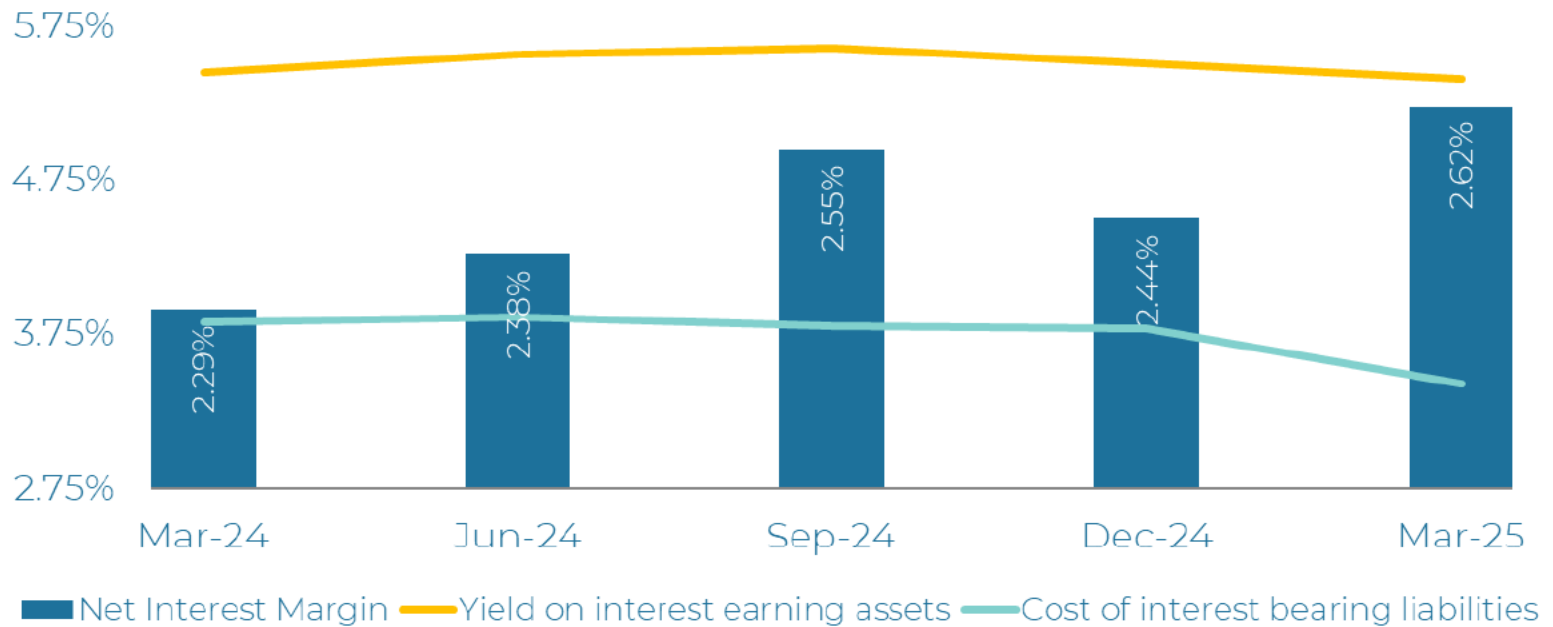


NET INTEREST MARGIN



- Net Interest Margin
- Yield on Earning Assets
- Cost of Interest Bearing Liabilities

Net Interest Margin



Select Segment Income & Efficiency

Income				
(dollars in millions)	Total	Banking	Mortgage Banking	Other
2020	\$10.9	\$3.6	\$8.1	(\$0.8)
2021	\$9.2	\$6.5	\$3.8	(\$1.1)
2022	\$5.0	\$7.2	(\$1.2)	(\$1.0)
2023	\$2.5	\$4.5	(\$1.0)	(\$1.1)
2024	\$7.3	\$8.6	(\$0.2)	(\$1.2)

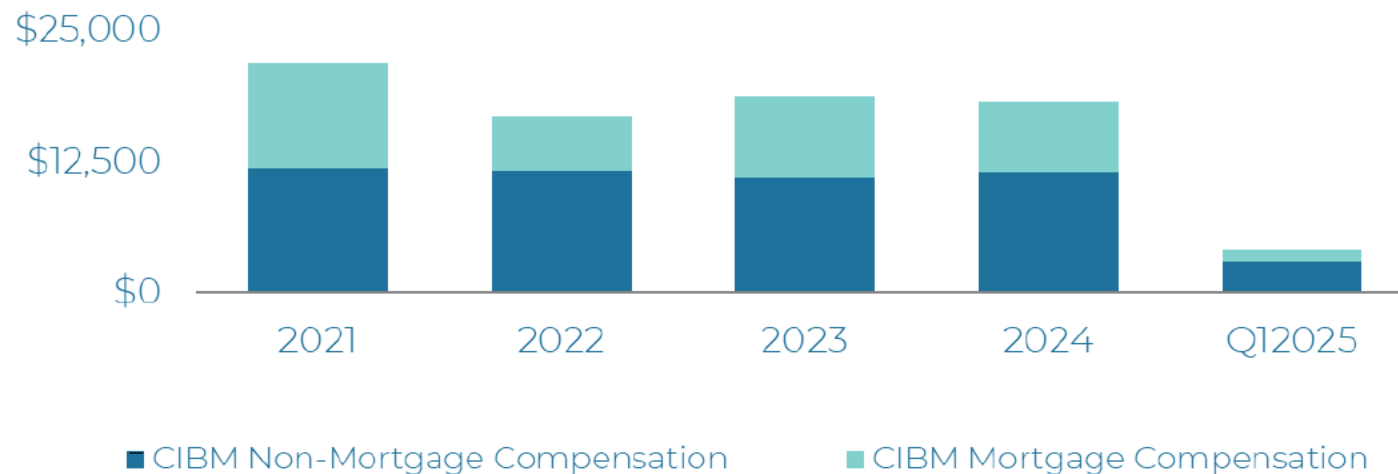
Efficiency (revenues / costs)				
	Total	Banking	Mortgage Banking	Other NA
2020	72%	76%	65%	-
2021	79%	77%	75%	-
2022	86%	74%	123%	-
2023	92%	80%	111%	-
2024	79%	69%	102%	-

Select Segment Income & Efficiency

Full Time Employees (FTEs) and FTEs/Total Assets (TAs)				
	Banking Segment FTEs	TA/Banking FTEs	Local Customer Peer TA/FTEs	Mortgage Segment FTEs
2020	122.5	\$6.1	\$5.7	53.5
2021	117.5	\$6.3	\$6.7	59.5
2022	114.5	\$6.6	\$6.9	74.0
2023	103.0	\$8.7	\$7.4	86.5
2024	102.0	\$8.5	\$7.7	63.0

Staffing Cost & Efficiency

COMPENSATION EXPENSE (000s)



	2024	2023	2022	2021	2020
Average personnel expense per employee (\$000s)					
CIBM Bank ⁽¹⁾	\$111	\$96	\$101	\$103	\$90
Custom local peer median	\$114	\$109	\$105	\$106	\$101

(1) CIBM Bank excludes its Mortgage Division employees for this analysis for purposes of comparing its Banking Division only.

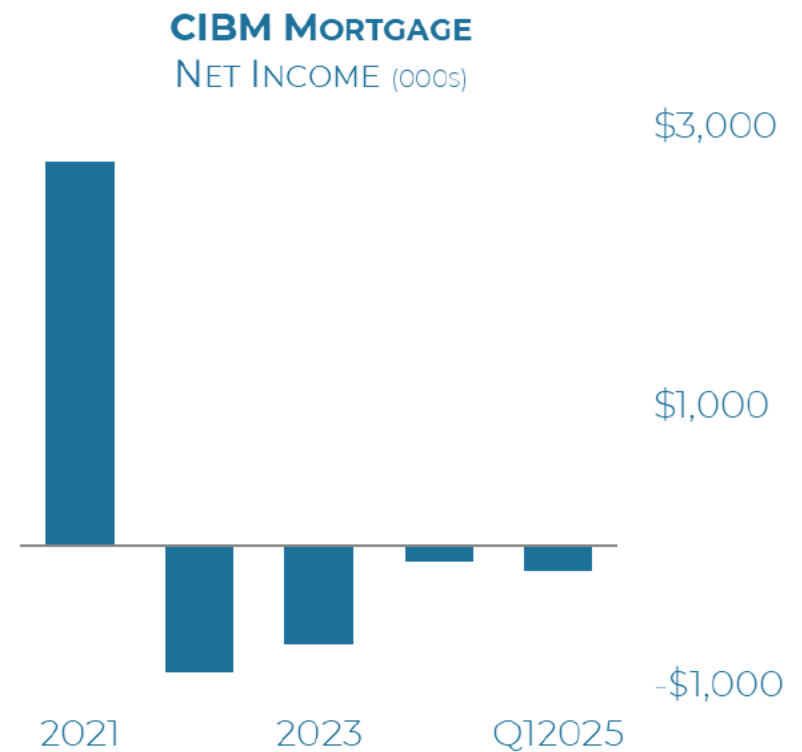
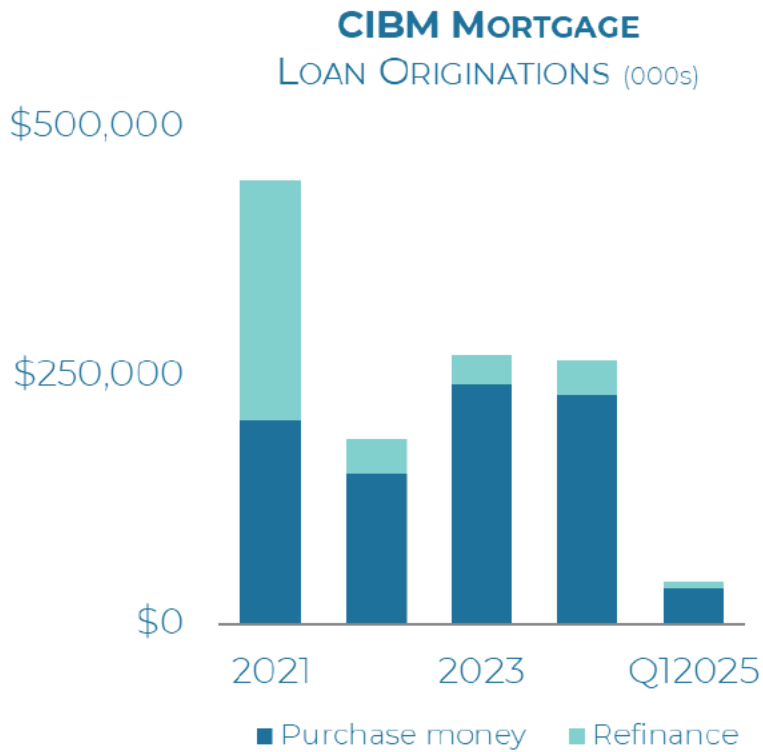
(2) CIBM Bank's assets are as of year-end; peer's are average for the year.

Select Segment Level Revenue Components

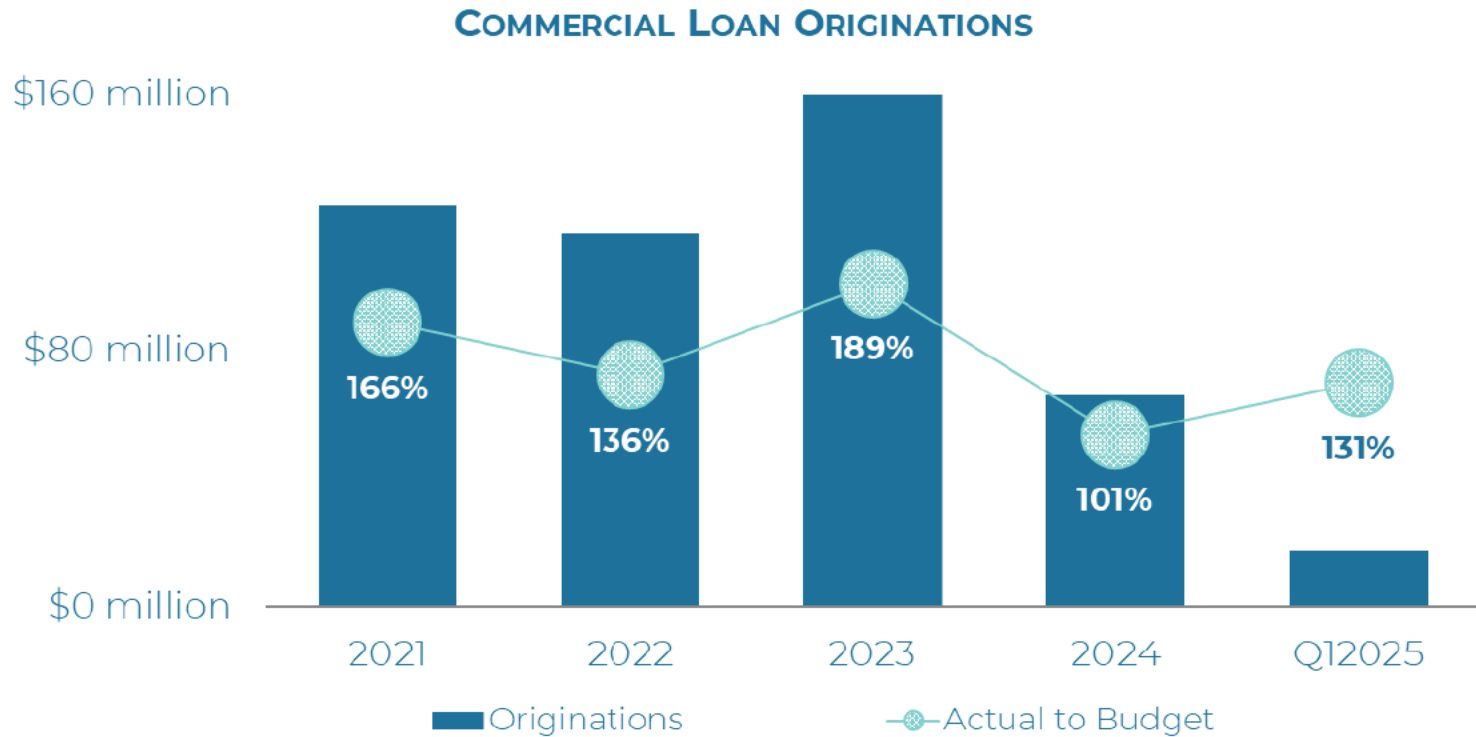
Net Interest Income				
(dollars in millions)	Total	Banking	Mortgage Banking	Other
2020	\$22.2	\$20.9	\$1.3	\$0.0
2021	\$23.3	\$22.7	\$0.6	\$0.0
2022	\$23.9	\$24.0	\$0.3	(\$0.4)
2023	\$21.5	\$21.6	\$0.3	(\$0.5)
2024	\$20.8	\$20.9	\$0.5	(\$0.5)

Non-Interest Income				
(dollars in millions)	Total	Banking	Mortgage Banking	Other
2020	\$21.8	\$0.3	\$21.5	\$0.0
2021	\$15.1	\$0.3	\$14.8	\$0.0
2022	\$5.5	\$0.5	\$4.9	\$0.0
2023	\$8.9	\$0.5	\$8.4	\$0.0
2024	\$13.2	\$5.7	\$7.4	(\$0.0)

Mortgage Division

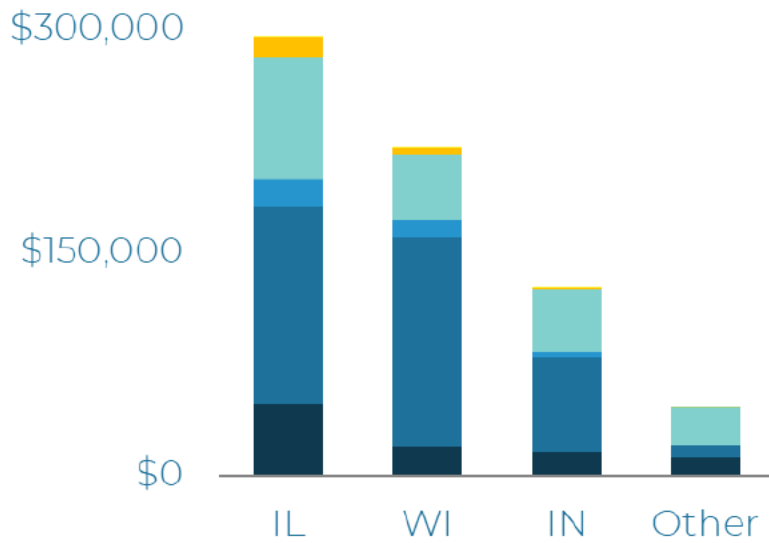


Commercial Banking

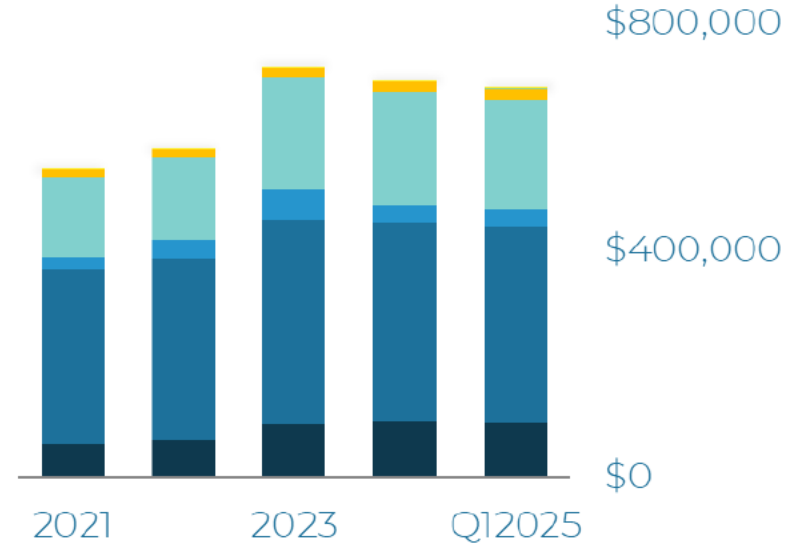


Loan Portfolio

GEOGRAPHIC DISTRIBUTION (000s)



PORTFOLIO SEGMENTS (000s)

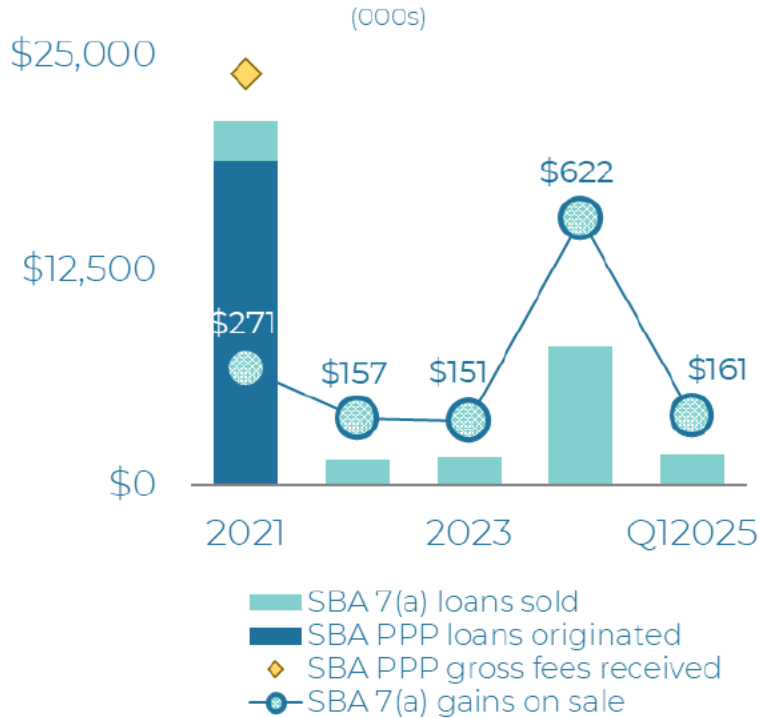


- Other Consumer
- Home Equity
- Construction & Development
- Commercial & Industrial
- Purchase Home Equity
- Residential
- Commercial Real Estate

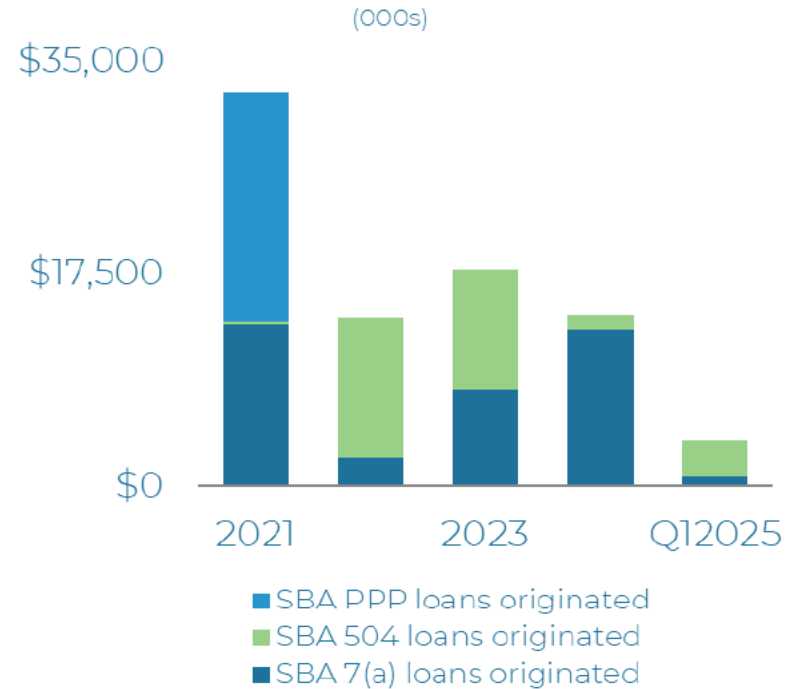
- Other Consumer
- Home Equity
- Construction & Development
- Commercial & Industrial
- Purchase Home Equity
- Residential
- Commercial Real Estate

Government Guaranteed Lending

SBA 7(A) LOANS & GAINS ON SALE

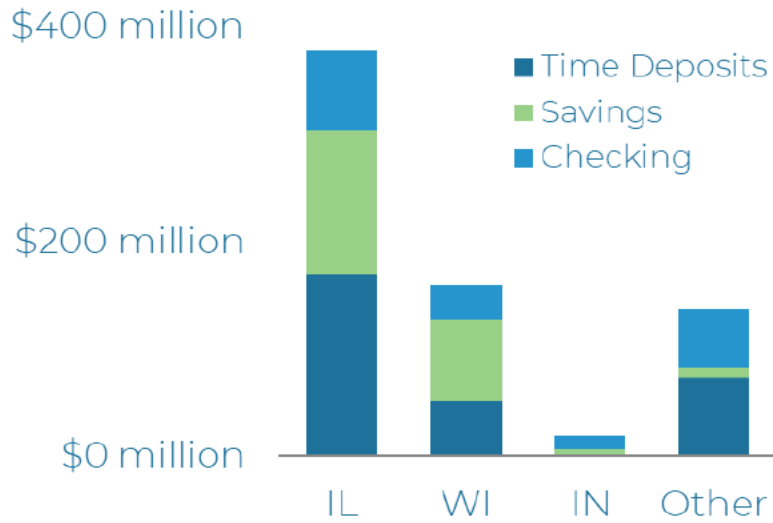


SBA LOANS BY TYPE



Retail Division

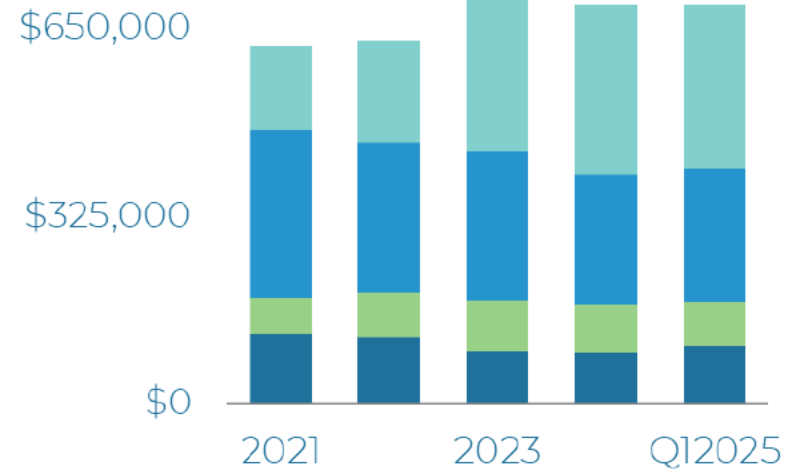
DEPOSITS BY MARKET



Branches: IL 6, WI 2, IN 1, Other *

* Other includes parent and non-bank subsidiary, brokered, listing service, and reciprocal deposit balances.

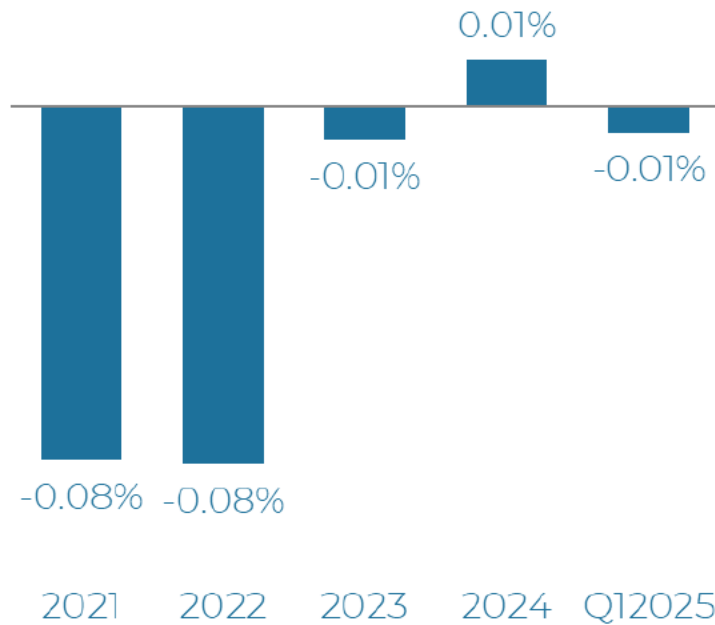
DEPOSITS BY TYPE (000s)



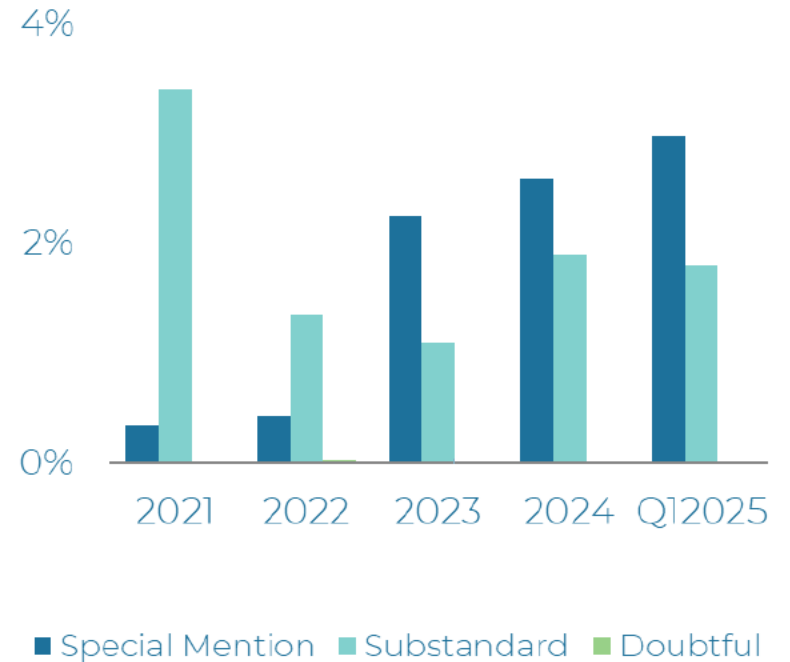
Legend: Time Deposits (light teal), Savings (dark blue), Checking, interest bearing (green), Checking, non-interest bearing (dark blue)

Credit Administration

NET CHARGE OFFS TO AVERAGE LOANS

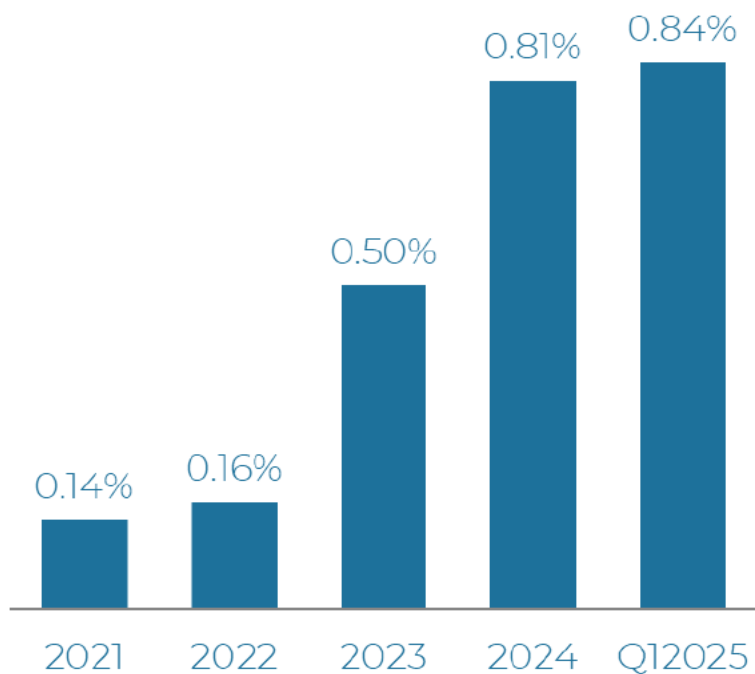


LOAN CLASSIFICATION/TOTAL LOANS

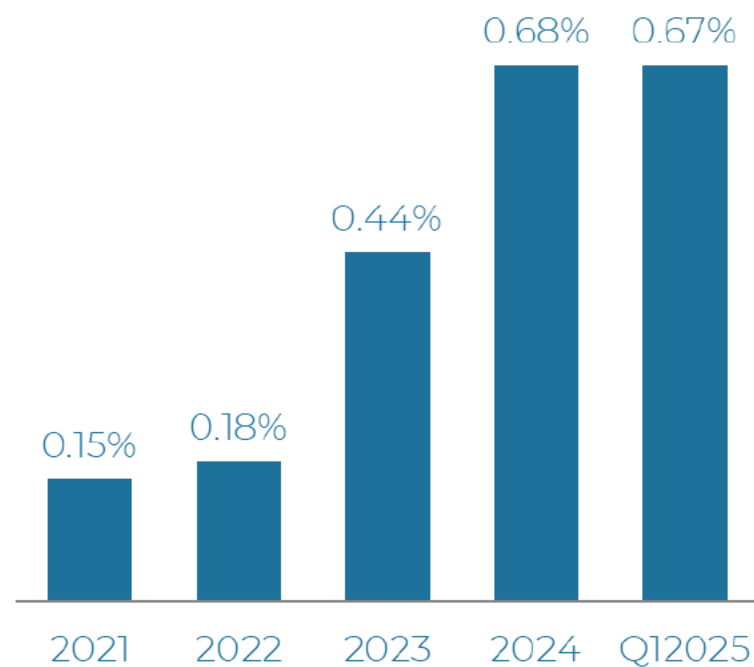


Credit Administration

NONACCRUAL LOANS/TOTAL LOANS



NONPERFORMING ASSETS/TOTAL ASSETS



1st Quarter 2025 Highlights

(dollars in 000s)	Q1 2025 ⁽¹⁾	Q1 2024 ⁽¹⁾	FY 2024	FY 2023
Net Income	\$321	\$178	\$5,442	\$880
ROAA ⁽²⁾	0.15%	0.08%	0.61%	0.11%
Net Interest Income	\$5,289	\$4,961	\$20,841	\$21,455
Net Interest Margin	2.62%	2.29%	2.42%	2.72%
Provision for (Reversal of) Loan Losses ⁽³⁾	\$42	(\$28)	(\$463)	(\$92)
Non-Interest Income	\$1,552	\$1,627	\$13,152	\$8,900
Efficiency Ratio (banking segment only)	81%	80%	69%	80%
Non-Accrual Loans/Loans	0.84%	0.48%	0.81%	0.50%
Non-Performing Asset Ratio ⁽⁴⁾	0.67%	0.43%	0.68%	0.44%

(1) Unaudited results.

(2) ROAA is return on average assets.

(3) Provisions for (reversal of) credit losses includes for loans an unfunded commitments.

(4) Non-performing assets ratio is total of non-accrual loans and investments plus OREO divided by total assets.

Uninsured Deposits & Unrealized Securities Losses

	Q1'25	2024	2023	2022
Uninsured Deposits/Total Deposits	22%	20%	20%	29%
Unrealized Gain (Loss) on AFS Securities, net (in millions)	(\$3.9)	(\$5.1)	(\$5.5)	(\$6.8)
Unrealized Gain (Loss) on AFS Securities/ AFS Securities:				
CIBM Bank	(4.7%)	(5.5%)	(5.5%)	(7.1%)
Custom local peer median	Not available yet	(9.9%)	(9.7%)	(10.9%)

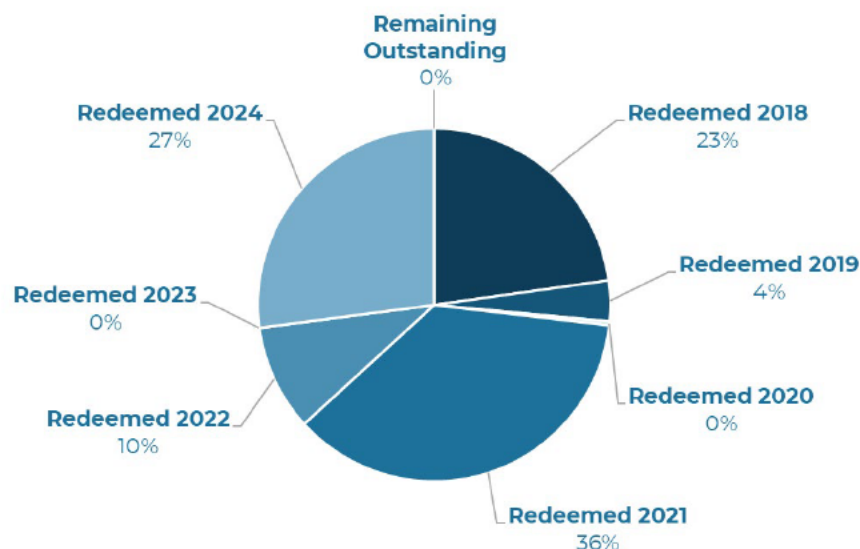
- CIBM Bank's estimate of uninsured deposits as a percent of total deposits has trended down as management has focused on reducing this perceived risk exposure.
- Unrealized Gain/Loss on Securities compares well to peer banks as a percent of total capital and total securities. No realized losses are expected. As securities pay down over time the unrealized losses are likely to decline towards \$0.

Preferred Stock Redemption Complete

	Total		Series A		Series B	
	#	Carry Value	#	Carry Value	#	Carry Value
Original Preferred Stock	60,000	\$51,000,000	55,624	\$47,280,400	4,376	\$3,719,600
Redeemed Preferred Stock (2018 – 2024)	60,000	\$47,753,143	55,624	\$44,237,095	4,376	\$3,516,048
Redemption Price Discount to Carry Value		\$3,246,857		\$3,043,305		\$203,552

- Prior to the first redemption in 2018, the Series B conversion feature represented 49% of common shares on a proforma basis.
- Following the final redemption, there are no Series B shares outstanding, and the conversion feature now represents 0% of common shares on a proforma basis.
- The redemption price discount to the carry value was accrued to the tangible book value of common shareholders.

PREFERRED STOCK REDEMPTIONS
through December 31, 2024



Deferred Tax Asset (DTA)

(dollars in millions, except per share data)	2024	2023	Last 8 Yrs
Current tax provision (excluding other changes in the valuation allowance)	\$1.8	\$0.5	\$12.7
Net DTA ⁽¹⁾	\$13.0	\$14.8	\$22.6
Net DTA per share of common stock	\$9.54/share	\$11.05/share	\$18.68/share

2024 Results & 2025 Guidance

(dollars in millions, except per share data)	2024 Actual	2024 Guidance	2025 Guidance
Net Income	\$5.4	\$1.9 - \$2.7	\$1.6 - \$4.2
Total Assets	\$866	\$811 - \$897	\$850 - \$896
ROAA	0.61%	0.22% - 0.30%	0.23% - 0.46%
EPS			
- Basic	\$4.32	\$1.40 - \$2.00	\$1.42 - \$3.07
- Diluted	\$3.38	\$1.05 - \$1.49	\$1.37 - \$2.96

- Actual results for 2024 include the \$3.3 million net gain after tax for the sale-leaseback transaction. Excluding that transaction, net income was \$2.1 million.
- The variance for 2025 outcomes is primarily caused by the following factors, each of which are in part affected by the first one:
 - Economic, monetary policy, and related interest rate uncertainties.
 - Banking segment loan and deposit growth and margins, affecting net interest income.
 - Mortgage segment operating outcomes.

Chairman's Presentation to Shareholders

Mark A Elste
Chairman of the Board of Directors

Tangible Book Value

	Q1'25	2024 ⁽¹⁾	2023	2022 ⁽²⁾	2021	2020
Tangible Book Value	\$58.46	\$57.37	\$53.35	\$53.19	\$56.44	\$52.28
Tangible Book Value Excluding DTA	\$49.22	\$47.83	\$42.30	\$40.75	\$45.03	\$39.42
Tangible Book Value Post Pref. Series B Conversion	\$58.46	\$57.37	\$41.14	\$40.84	\$43.16	\$32.52

- (1) The favorable change in 2024 includes net income, improved unrealized losses of the available for sale securities portfolio, and the discount to the carry value from the final redemption of the preferred stock.
- (2) The decline in value during 2022 was primarily due to the unrealized losses of the available for sale securities portfolio, as a result of increases in market interest rates during the period.

2025 Common Stock Repurchase Plan

Summary of CIBH BuyBacks

Period of time	2025 Q1
Shares purchased	7,429
Total purchase price	\$235,124
Price per share	\$31.65

General Purchasing Guidelines

- Up to \$1 million of CIBH purchases can be made during 2025 at the discretion of CIB Marine.
- Transaction types permitted: open market and privately negotiated.

Sources of Funds

- Cash on hand.
- Available operating cash flows.
- Other secondary sources:
 - \$2 million bank line of credit available, which has not been drawn on.
 - Potential cash distribution from CIBM Bank, subject to regulatory approval.

CIBH Stock Performance

Period	Ending Price per Share ⁽¹⁾	Traded Stock Volume (current yr annualized)	Volume Weighted Average Price YTD ⁽¹⁾	Average Annual Total Return Since		
				12/31/09 ⁽²⁾	12/31/15 ⁽²⁾	12/31/23 ⁽²⁾
12/31/2009	\$1.65	57,531	\$2.31			
12/31/2010	\$1.28	125,221	\$3.51	-23%		
12/31/2011	\$2.70	149,595	\$1.79	28%		
12/31/2012	\$3.00	130,045	\$4.01	22%		
12/31/2013	\$7.35	262,054	\$8.01	45%		
12/31/2014	\$7.02	134,107	\$7.88	34%		
12/31/2015	\$6.41	102,896	\$7.12	25%		
12/31/2016	\$16.20	190,057	\$12.09	39%	152%	
12/31/2017	\$21.30	152,913	\$20.03	38%	82%	
12/31/2018	\$23.10	102,732	\$23.44	34%	53%	
12/31/2019	\$20.85	79,490	\$21.47	29%	34%	
12/31/2020	\$15.80	227,714	\$16.43	23%	20%	
12/31/2021	\$39.10	228,499	\$25.75	30%	35%	
12/31/2022	\$32.40	171,314	\$35.86	26%	26%	
12/31/2023	\$21.10	135,518	\$24.90	20%	16%	
12/31/2024	\$26.88	154,161	\$22.31	20%	17%	27%
04/22/2024	\$29.00	143,377	\$29.67	21%	18%	27%

⁽¹⁾ Last stock price as reported on OTC Markets (OTCQB/OTCQX).

⁽²⁾ Total return based on last stock price for CIBH⁽¹⁾.

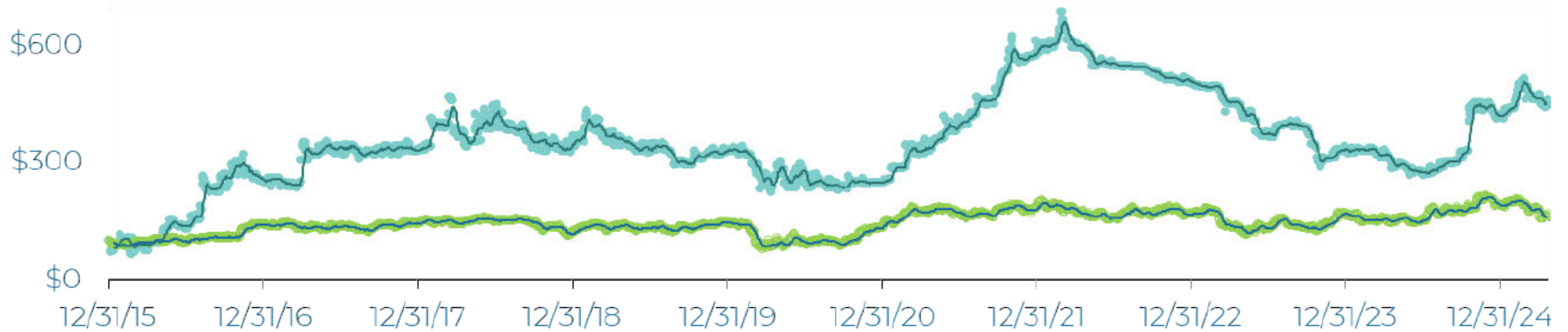
All values reflect the 1-for-15 reverse stock split in September 2020.

CIBH Stock Performance

\$100 Investment in CIBH and KRXTR

● CIBH — 10 per. mov. avg. (CIBH) ● KRXTR — 10 per. mov. avg. (KRXTR)

12/31/2015 to 04/22/25



12/31/2021 to 04/22/25



12/31/2023 to 04/22/25



Shareholder Questions



Shareholder Questions

- **Any update on repurchase activity or further returns to shareholders?
Based on 1Q pace the whole authorization should be done this year.**
- **Without going into too much detail can you highlight the value of the net operating loss carryforwards and how they reduce cash taxes? What is the time horizon for realizing them (before they expire)?**
- **Is there a medium/long-term strategy for improving profitability/ROE of the Bank's core business (excluding mortgage)?**



cib marine
BANCSHARES INC