



# ▶ THE PATHWARD STORY

UPDATED JANUARY 22, 2026



# FORWARD LOOKING STATEMENTS

This investor update contains “forward-looking statements” which are made in good faith by Pathward Financial, Inc. (the “Company”) pursuant to the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. You can identify forward-looking statements by words such as “may,” “hope,” “will,” “should,” “expect,” “plan,” “anticipate,” “intend,” “believe,” “estimate,” “predict,” “potential,” “continue,” “could,” “future,” “target,” or the negative of those terms, or other words of similar meaning or similar expressions. You should carefully read statements that contain these words because they discuss our future expectations or state other “forward-looking” information.

These forward-looking statements are based on information currently available to us and assumptions about future events, and include statements with respect to the Company’s beliefs, expectations, estimates, and intentions, which are subject to significant risks and uncertainties, and are subject to change based on various factors, some of which are beyond the Company’s control. Such risks, uncertainties and other factors may cause our actual growth, results of operations, financial condition, cash flows, performance and business prospects and opportunities to differ materially from those expressed in, or implied by, these forward-looking statements. Such statements address, among others, the following subjects: future operating results, including our performance expectations and fiscal 2026 financial guidance; our fiscal 2026 goals and strategy; progress on key strategic initiatives; our value proposition, including opportunities for revenue growth; expected results of our partnerships; impacts of our improved data analytics, underwriting and monitoring processes; impacts of our evolved operating model; expected nonperforming loan resolutions and net charge-off rates; the performance of our securities portfolio; the impact of card balances related to government stimulus programs; customer retention; loan and other product demand; new products and services; credit quality; the level of net charge-offs and the adequacy of the allowance for credit losses; and technology, including impacts of technology investments. The following factors, among others, could cause the Company’s financial performance and results of operations to differ materially from the expectations, estimates, and intentions expressed in such forward-looking statements; maintaining our executive management team; expected growth opportunities may not be realized or may take longer to realize than expected; our ability to successfully implement measures designed to reduce expenses and increase efficiencies; changes in trade, monetary, and fiscal policies and laws, including actual changes in interest rates and the Fed Funds rate, and changes in international trade policies, tariffs and treaties affecting imports and exports, and their related impacts on macroeconomic conditions, customer behavior, funding costs and loan and securities portfolios; changes in tax laws; trade disputes, barriers to trade or the emergence of trade restrictions; the strength of the United States’ economy, and the local economies in which the Company operates; adverse developments in the financial services industry generally such as bank failures, responsive measures to mitigate and manage such developments, related supervisory and regulatory actions and costs, and related impacts on customer behavior; inflation, market, and monetary fluctuations; our liquidity and capital positions, including the sufficiency of our liquidity; the timely and efficient development of, new products and services offered by the Company or its strategic partners, as well as risks (including reputational and litigation) attendant thereto, and the perceived overall value and acceptance of these products and services by users; the ability of the Company’s subsidiary Pathward®, N.A. (“Pathward”) to maintain its Durbin Amendment exemption; the risks of dealing with or utilizing third parties, including, in connection with the Company’s prepaid card and tax refund advance businesses, the risk of reduced volume of refund advance loans as a result of reduced customer demand for or usage of the Company’s strategic partners’ refund advance products; our relationship with and any actions which may be initiated by our regulators, and any related increases in compliance and other costs; changes in financial services laws and regulations, including laws and regulations relating to the tax refund industry; technological changes, including, but not limited to, the protection of our electronic systems and information; the impact of acquisitions and divestitures; litigation risk; the growth of the Company’s business, as well as expenses related thereto; continued maintenance by Pathward of its status as a well-capitalized institution, changes in consumer borrowing, spending and saving habits; losses from fraudulent or illegal activity, technological risks and developments and cyber threats, attacks or events; the success of the Company at maintaining its high quality asset level and managing and collecting assets of borrowers in default should problem assets increase; the potential adverse effects of unusual and infrequently occurring events, including the impact on financial markets from geopolitical conflicts such as the military conflicts in Ukraine and the Middle East, government shutdowns, weather-related disasters, or public health events, such as pandemics and any governmental or societal responses thereto; and the other factors described under the caption “Risk Factors” and in other sections of the Company’s Annual Report on Form 10-K for the Company’s fiscal year ended September 30, 2025 and in other filings made by the Company with the Securities and Exchange Commission (“SEC”).

The foregoing list of factors is not exclusive. We caution you not to place undue reliance on these forward-looking statements. All subsequent written and oral forward-looking statements attributable to us or any person acting on our behalf are expressly qualified in their entirety by the cautionary statements contained in or referred to in this section. The forward-looking statements included herein speak only as of the date of this investor update. The Company expressly disclaims any intent or obligation to update, revise or clarify any forward-looking statements, whether written or oral, that may be made from time to time by or on behalf of the Company or its subsidiaries, whether as a result of new information, changed circumstances or future events or for any other reason.



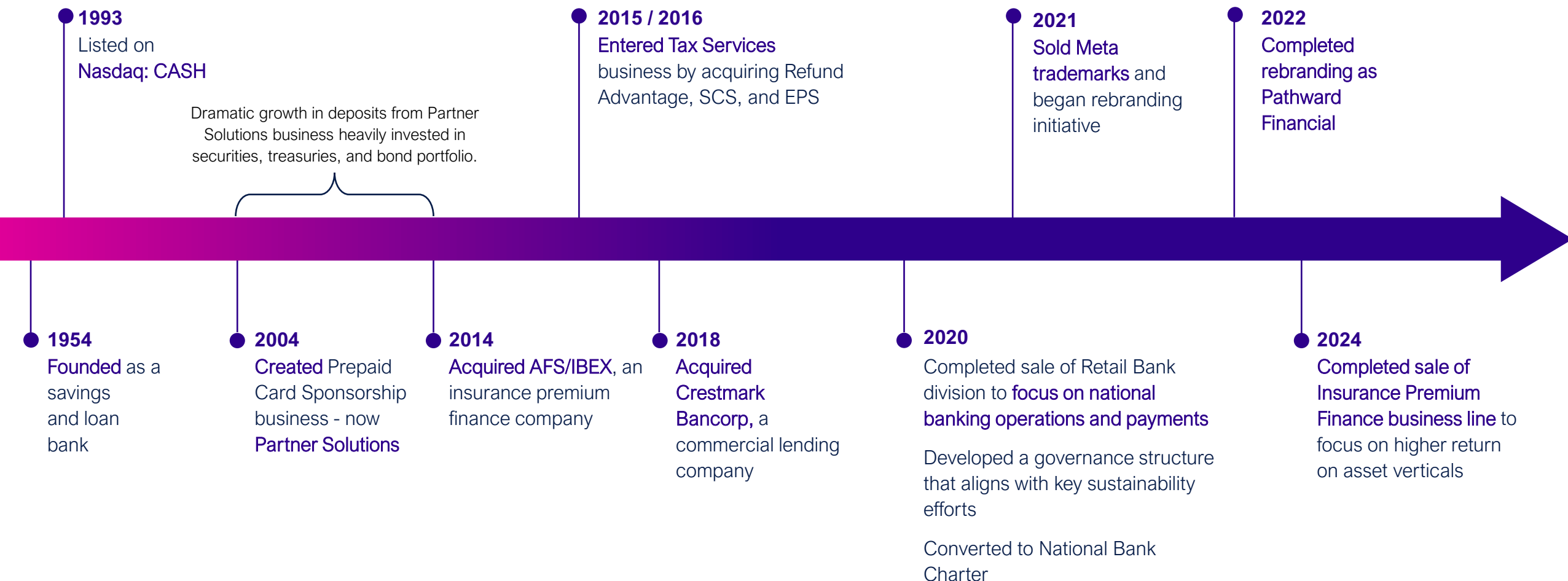
## AT PATHWARD®, LEADING THE WAY TO FINANCIAL ACCESS IS THE HEART OF OUR BUSINESS.

- ▶ *Since our founding, we have worked to advance financial inclusion. We seek out diverse partners, including fintechs, affinity groups, government agencies, and other banks and work with them to identify markets where people and businesses are underserved.*

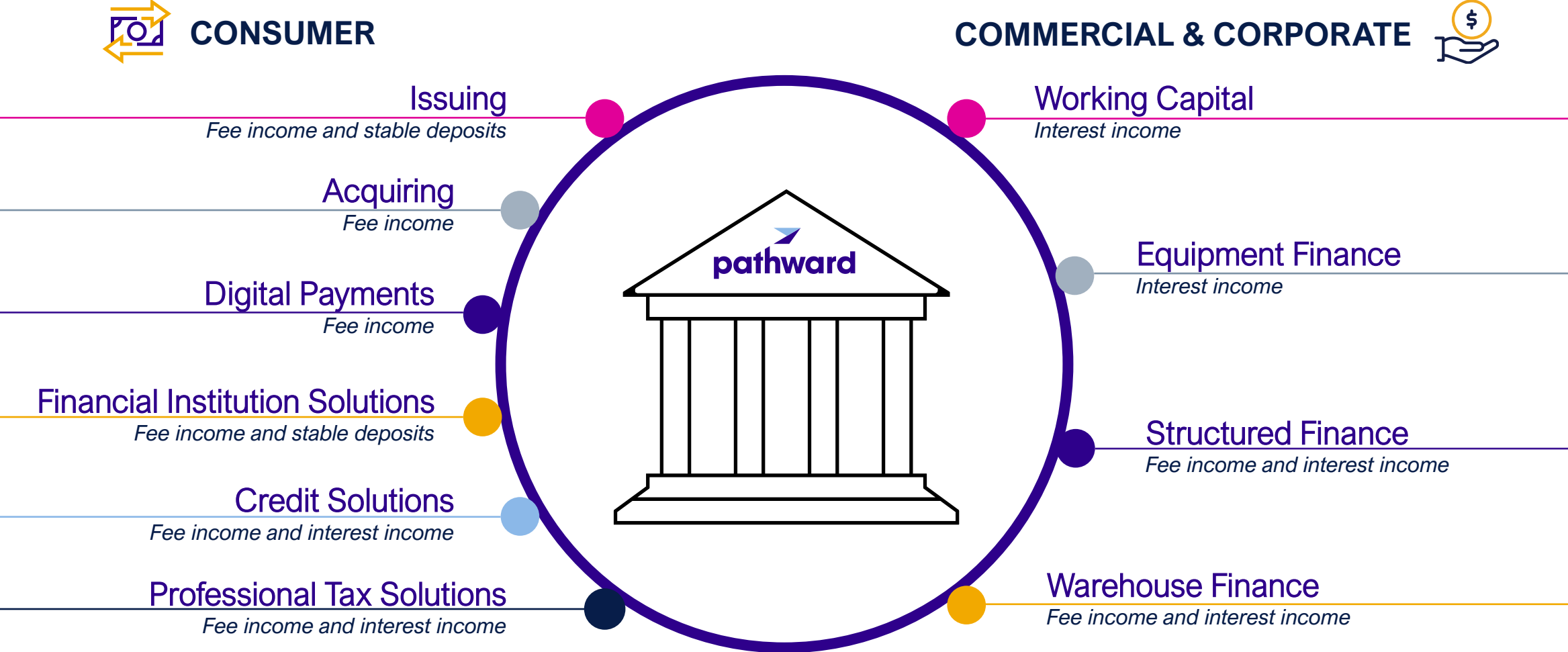
*Our national bank charter, coordination with regulators, and deep understanding of risk mitigation and compliance allow us to guide our partners and deliver financial products, services and funding to the people and businesses who need them the most.*

*We are powering financial inclusion.*

# BUILDING A DIVERSIFIED COMPANY DEDICATED TO FINANCIAL EMPOWERMENT FOR INDIVIDUALS AND BUSINESSES



# RESILIENT BUSINESS MODEL WITH DIVERSIFIED REVENUE



# PARTNER SOLUTIONS COLLABORATES WITH PARTNERS TO INNOVATE

A leading debit and prepaid card issuer sponsoring partner programs

Issuing

Enable partners to move money quickly, efficiently and at a large scale across multiple payment rails

Digital Payments

Enable partners' lending solutions to serve diverse credit needs

Credit Solutions

Acquiring

Accepting and processing merchant payments with our partners

Financial Institution Solutions

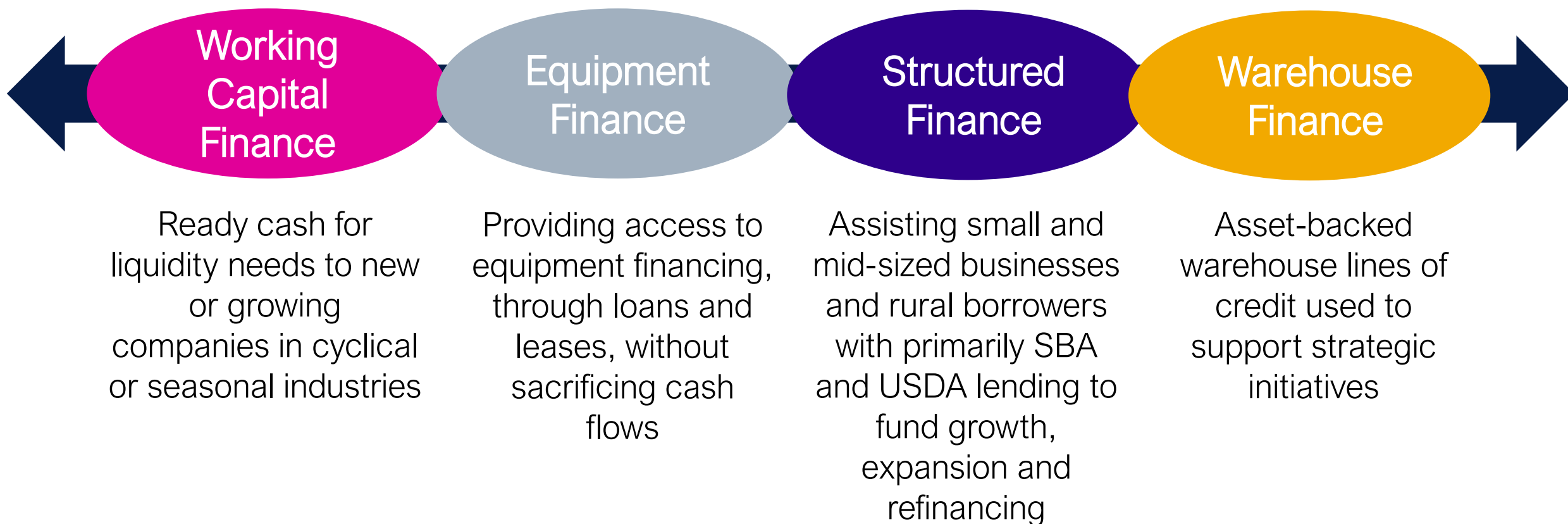
Partner with financial institutions to offer additional financial services

Professional Tax Solutions

Partner with a network of tax preparers offering a variety of products



# PATHWARD LENDS ACROSS VARIOUS SOLUTIONS





# INVESTMENT HIGHLIGHTS

1

RECORD OF STRONG EARNINGS GROWTH AND **PROFITABILITY** ABOVE BANKING INDUSTRY AVERAGES

2

EXCESS CAPITAL GENERATING BUSINESS ENABLES ONGOING RETURN OF **VALUE** TO SHAREHOLDERS

3

EXPERIENCED **LEADER** IN FAST-GROWING PAYMENTS SECTOR, WITH DIVERSIFIED PORTFOLIO OF HIGH-QUALITY FINANCIAL PARTNERS

4

**RESILIENT** COMMERCIAL FINANCE LOAN PORTFOLIO PRODUCES ATTRACTIVE RETURNS THROUGHOUT ECONOMIC CYCLES

5

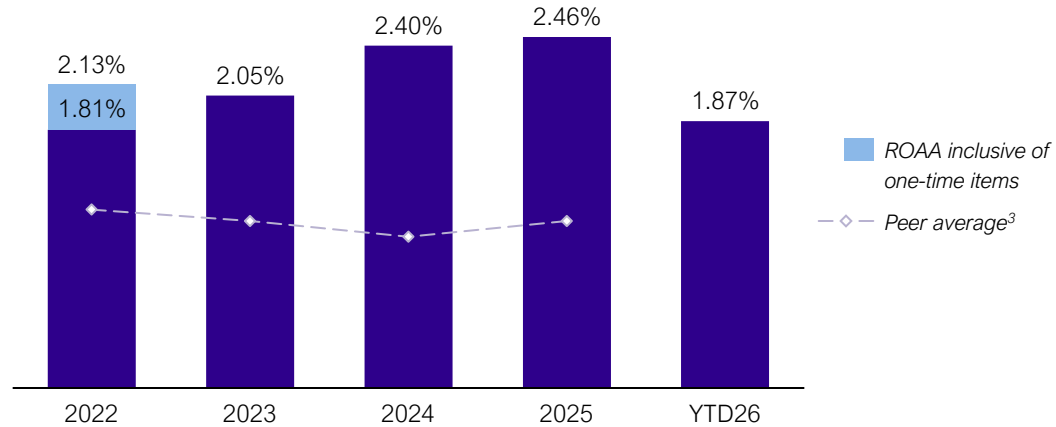
MATURE **RISK AND COMPLIANCE** CAPABILITIES WITH HIGHLY ADVANTAGEOUS NATIONAL BANK CHARTER



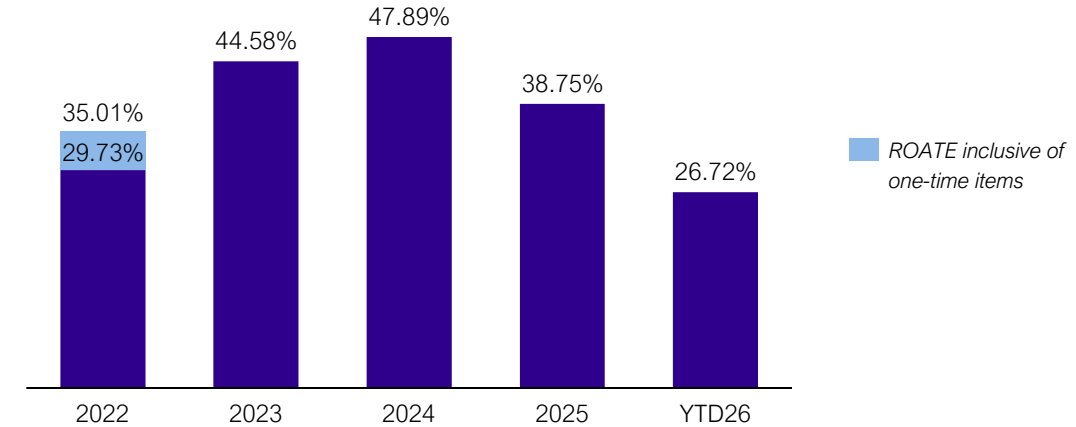


# RECORD OF STRONG EARNINGS GROWTH & PROFITABILITY<sup>1</sup>

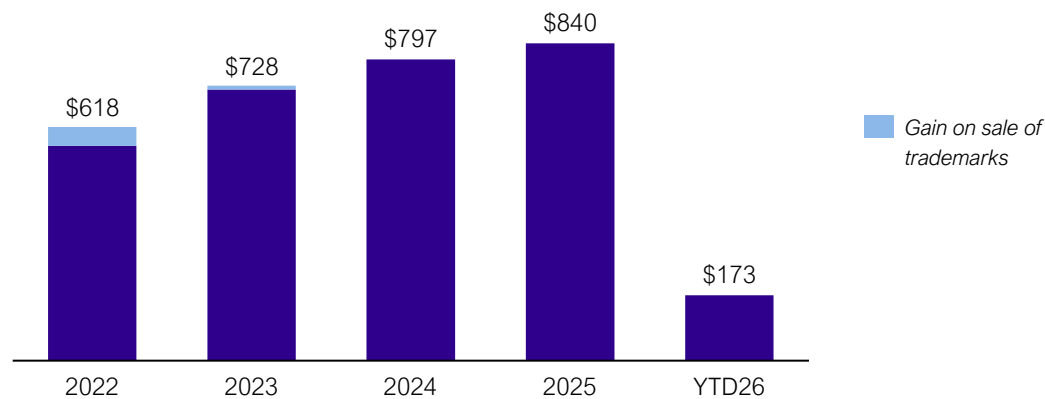
## Return on Average Assets



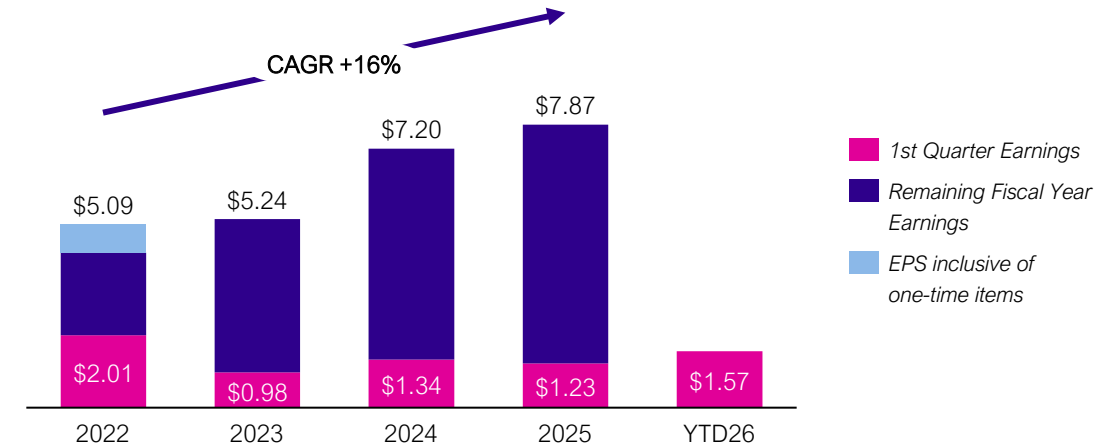
## Return on Average Tangible Equity



## Total Revenue<sup>2</sup> (\$ in millions)



## Earnings Per Common Share



1

2

3

4

5

## TRACK RECORD OF STRONG EARNINGS GROWTH AND RIGHT-SIZED BALANCE SHEET ENABLES ONGOING RETURN OF CAPITAL

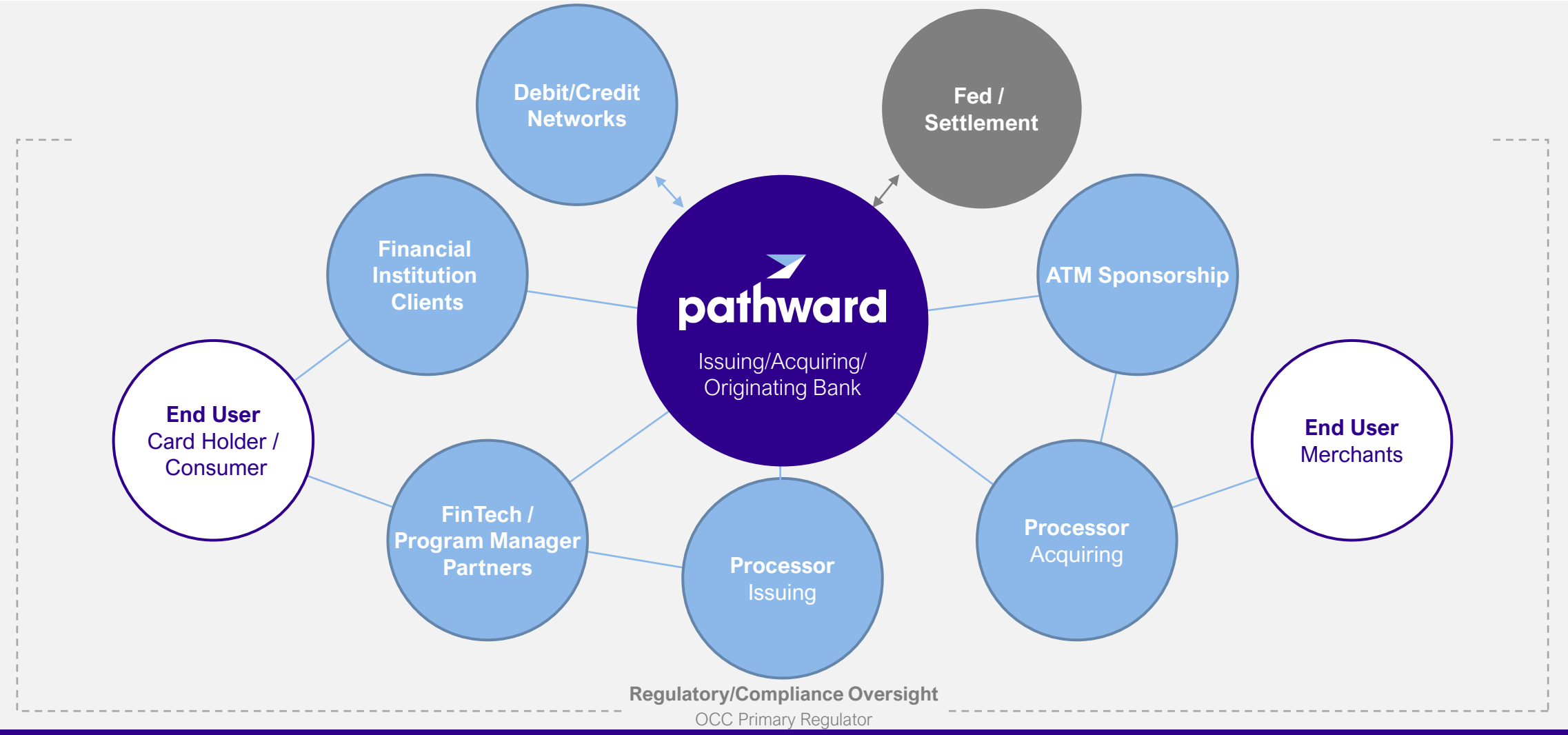
**\$823.8M**

TOTAL SHARE REPURCHASES  
2Q19 TO 1Q26

**\$41.6M**

TOTAL DIVIDENDS PAID  
2Q19 TO 1Q26

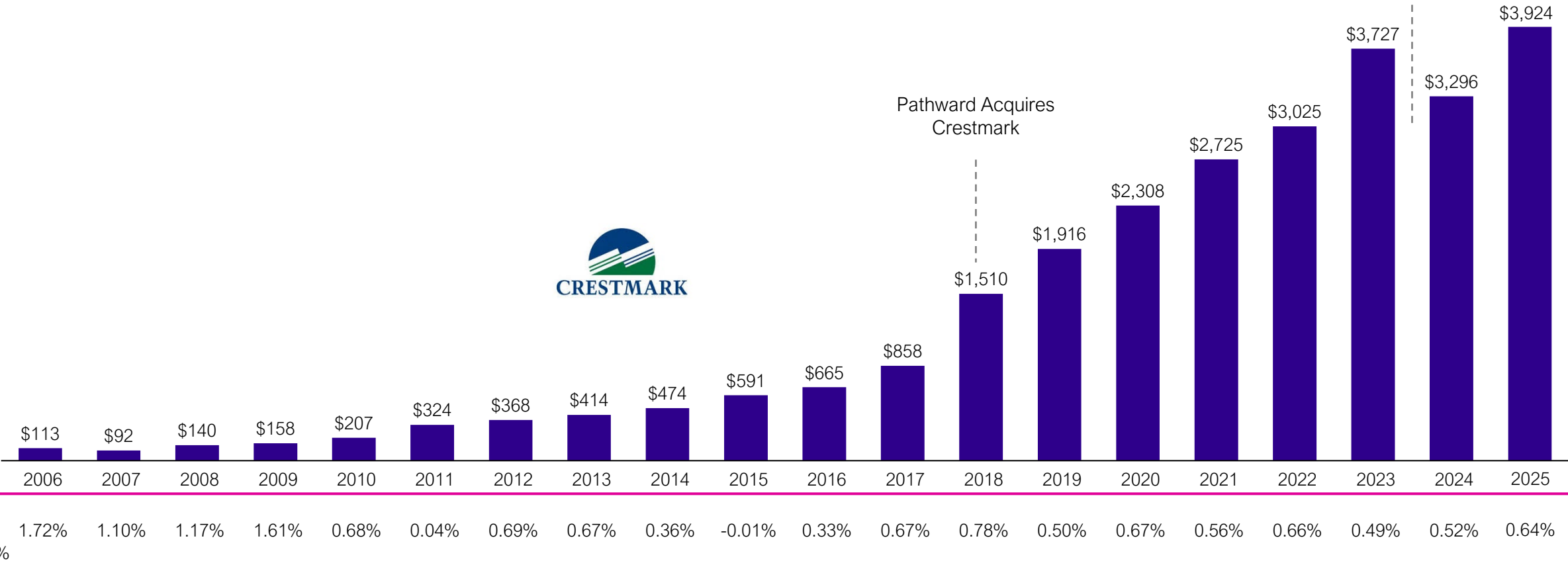
# PATHWARD SERVES AS A HUB OF THE PAYMENTS ECOSYSTEM



# COMMERCIAL FINANCE PORTFOLIO PRODUCES STABLE ANNUAL NET CHARGE-OFF RATES

Fiscal Year End Commercial Finance Loan Balances  
(\$ in millions)

Insurance premium finance portfolio moved to held for sale during 4QFY24



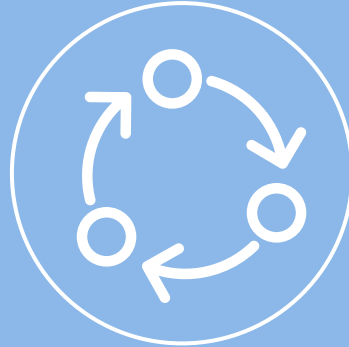


# MATURE RISK AND COMPLIANCE CAPABILITIES



## Enterprise Risk Management

Our Enterprise Risk Management (ERM) program applies corporate governance to risk-taking activities. The ERM program sets strategy across the enterprise and works closely with the lines of business to ensure that risks are appropriately identified and managed.



## Third-Party Risk Management

Just as Pathward's ERM program oversees our own actions, our Third-Party Risk Management program ensures that our third-party relationships are controlled and mitigated. Our policy and strategy encourage us to protect our company from risk, monitor third-party activities, and report risk events.



## Business Continuity Management

Business Continuity Management (BCM) sets standards and testing to ensure our company remains resilient in case of disaster. Our standards comply with Federal Financial Institutions Examination Council (FFIEC) and Office of the Comptroller of the Currency (OCC) guidance.



## Bank Secrecy Act / Anti-Money Laundering

To protect our customers, partners and company from the risks of fraud, money laundering, terrorist financing and other illicit activity, Pathward's compliance programs are designed to keep us compliant with all federal programs and sanctions.





# ▶ QUARTERLY INVESTOR UPDATE

FIRST QUARTER FISCAL YEAR 2026



# PATHWARD'S BUSINESS



## Money Movement

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Payments Facilitation  
Issuing Sponsorship  
Merchant Acquiring Sponsorship  
Independent ATM Sponsorship  
Consumer Credit Sponsorship  
Digital Payments  
Tax Solutions



## Deposit Generation

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Prepaid Cards  
Gift Cards  
Loyalty Cards  
Payroll Cards  
General Purpose Reloadable Cards



## Lending Solutions

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Working Capital  
Equipment Finance  
Structured Finance  
Warehouse Finance  
Credit Solutions

# TRUSTED PLATFORM THAT ENABLES OUR PARTNERS TO THRIVE



Maintain an optimized balance sheet



Technology to facilitate evolution and scalability



People and culture are important assets



Mature risk and compliance framework



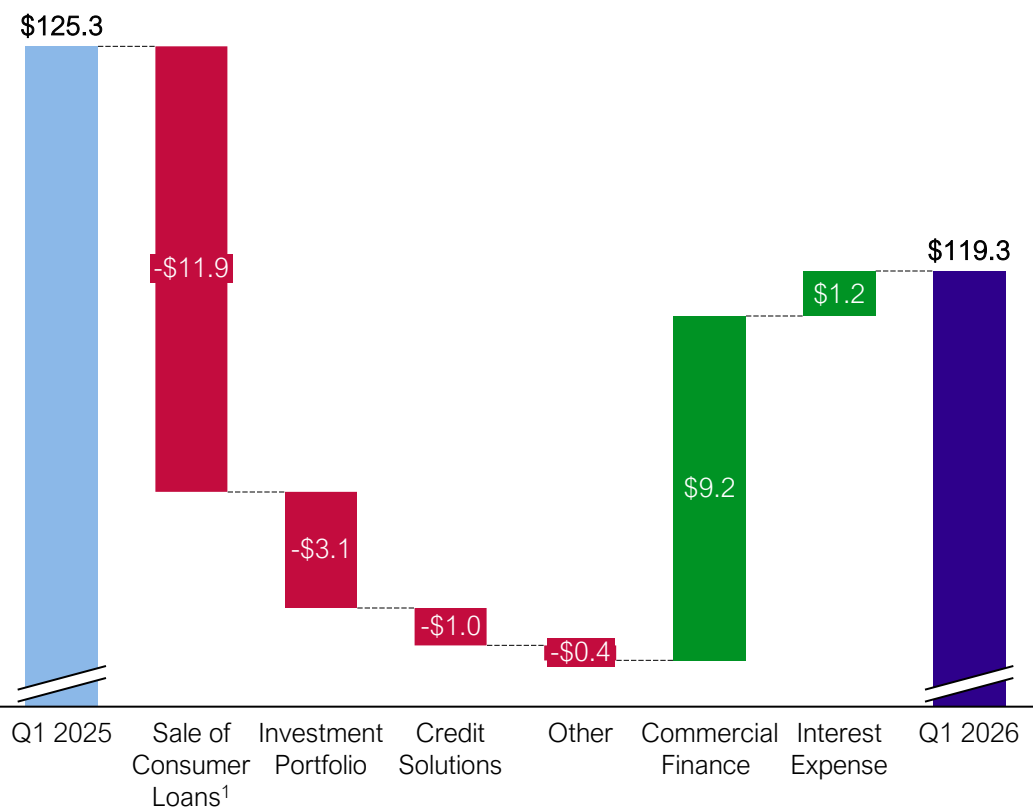
Client experience



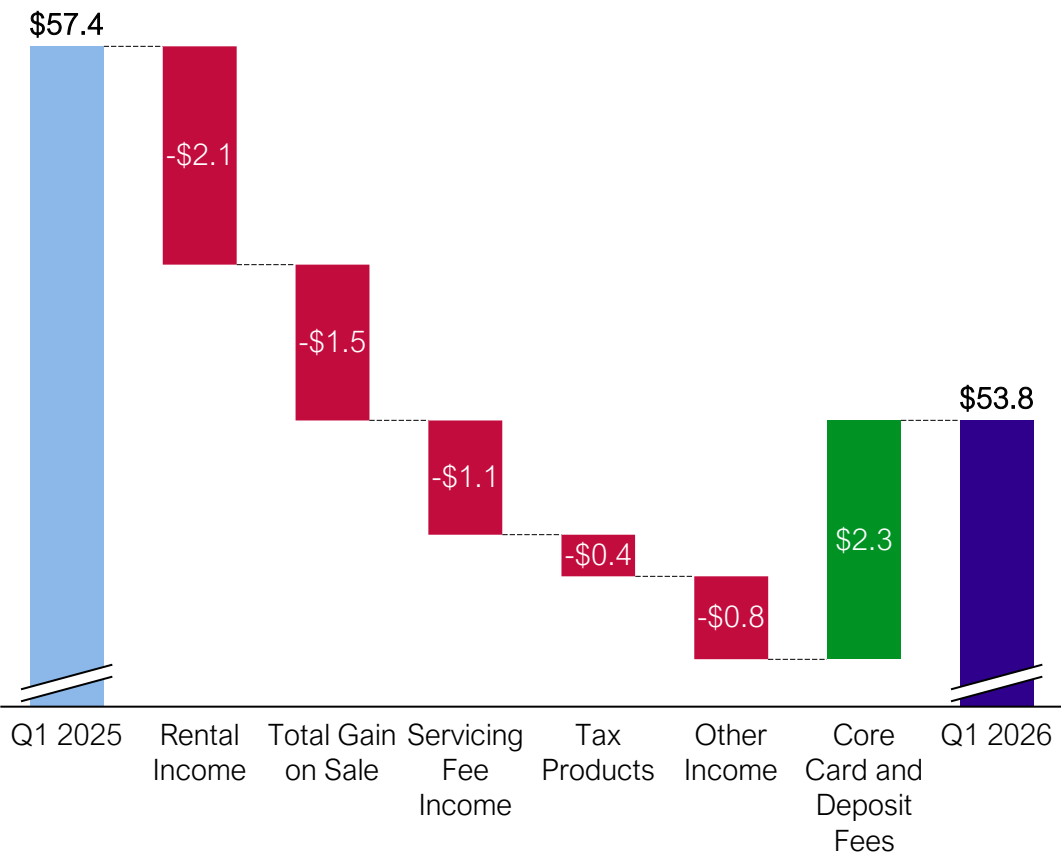
# STRATEGY DELIVERING SOLID CORE RESULTS

(\$ IN MILLIONS)

Net Interest Income



Noninterest Income



1. Reflects Q1 2025 interest income of the loans included in the consumer finance portfolio sale in October 2025.

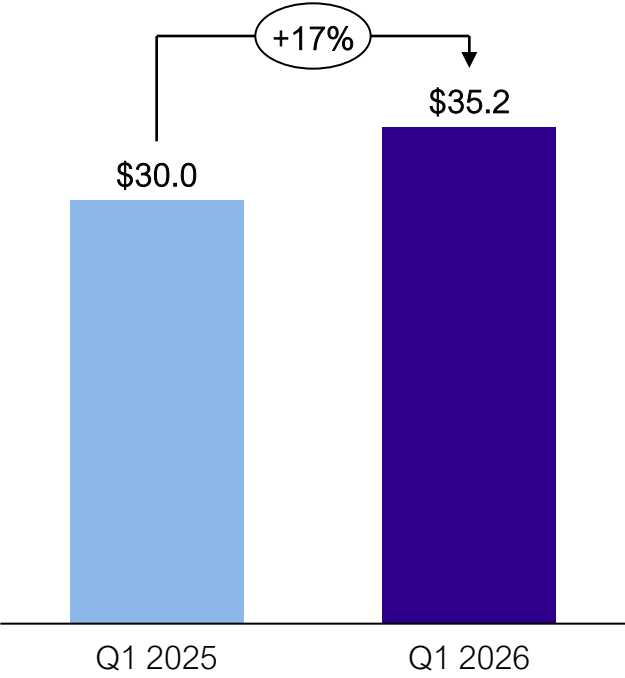
# STRATEGY DELIVERING SOLID CORE RESULTS

(\$ IN MILLIONS, EXCEPT PER SHARE DATA)

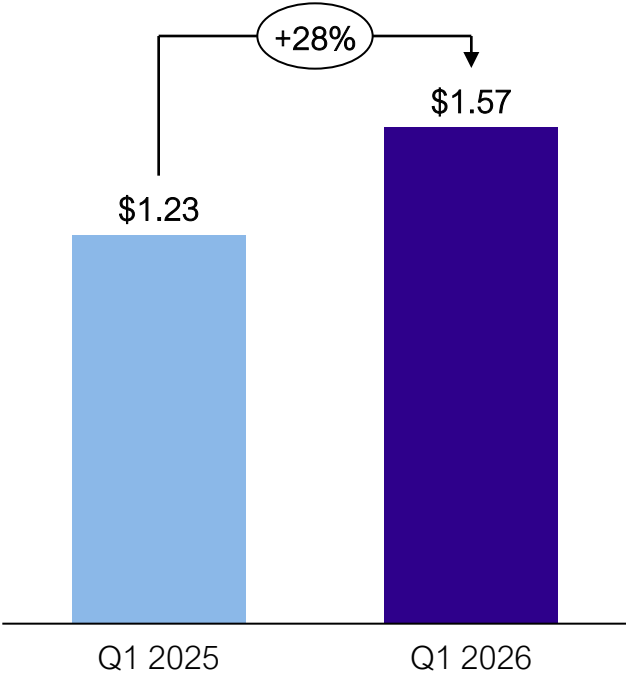
Noninterest Expense



Net Income Attributable to Parent



Earnings per Diluted Share

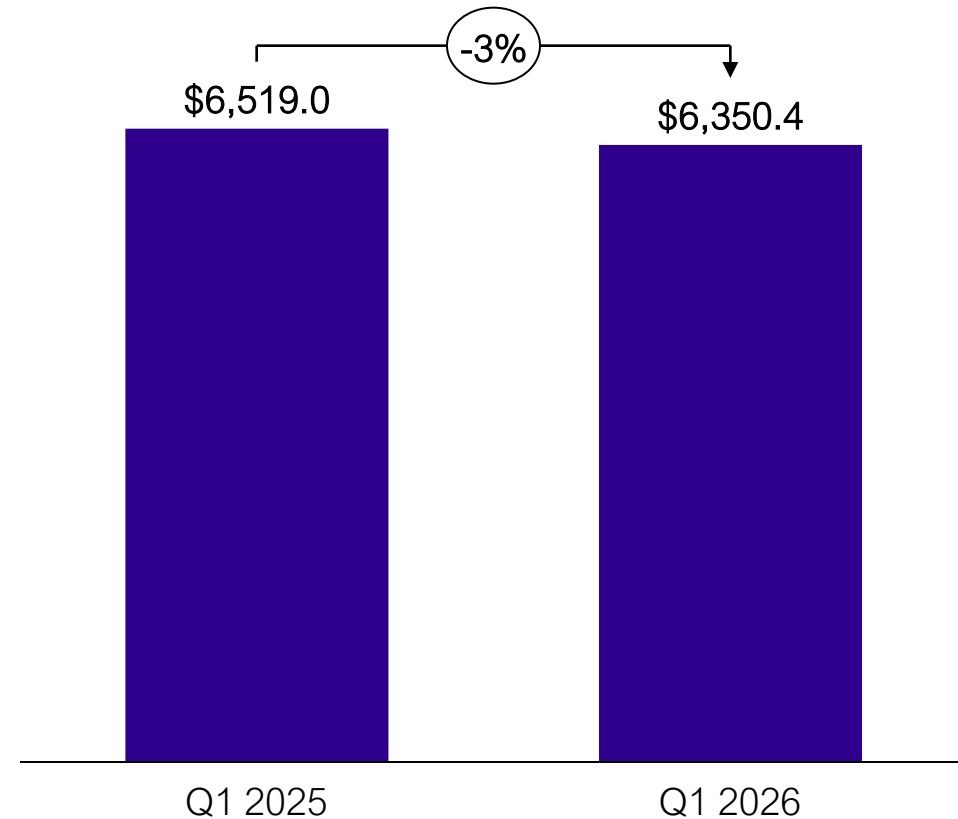


## DEPOSIT BASE SUPPORTS ASSET GROWTH

- Slight decrease in deposits at December 31, 2025, when compared to the prior year period.
- Average Q1 2026 custodial deposits held in custody at program banks of \$352 million compared to \$388 million during the prior year period.
- \$1.0 billion of custodial deposits as of December 31, 2025, compared to \$840 million as of December 31, 2024.

## DEPOSITS<sup>1</sup>

Period ending (\$ in millions)

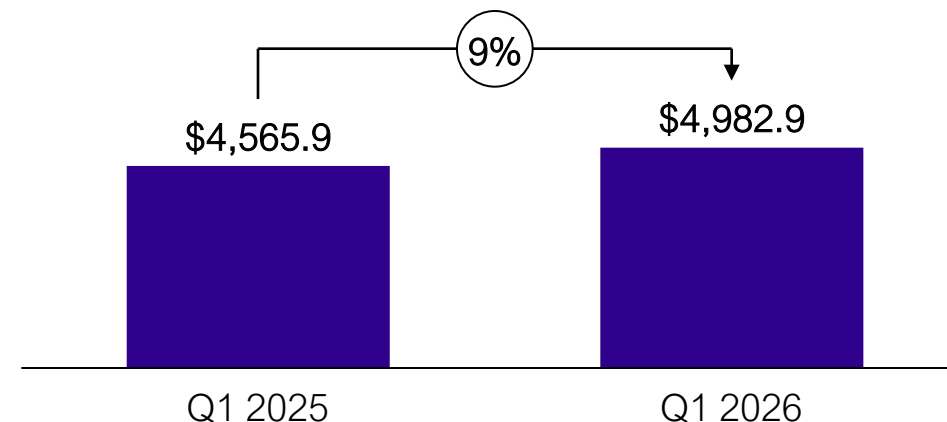


## TOTAL LOANS AND LEASES INCREASED FROM Q1 2025

- Increase driven by commercial finance, warehouse finance, and seasonal tax services portfolios.
- \$1.89 billion in loans and leases originations during the quarter compared to \$1.38 billion in the prior year quarter.
- Nonperforming loans and leases of 2.15% at December 31, 2025, compared to 0.76% at December 31, 2024.

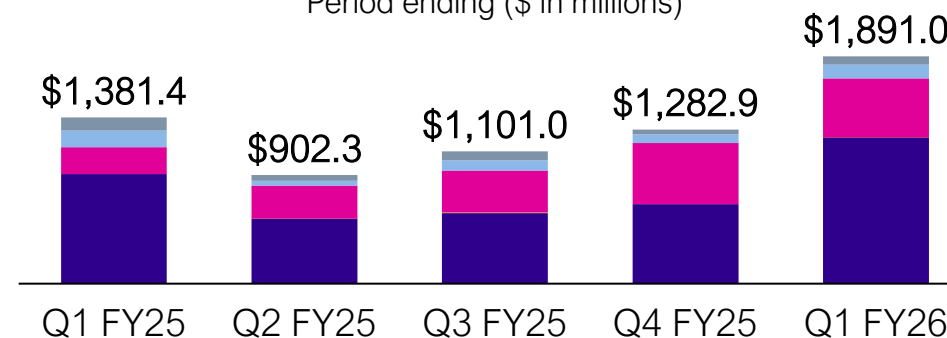
## TOTAL LOANS AND LEASES

Period ending (\$ in millions)



## TOTAL LOANS AND LEASES ORIGINATIONS<sup>1</sup>

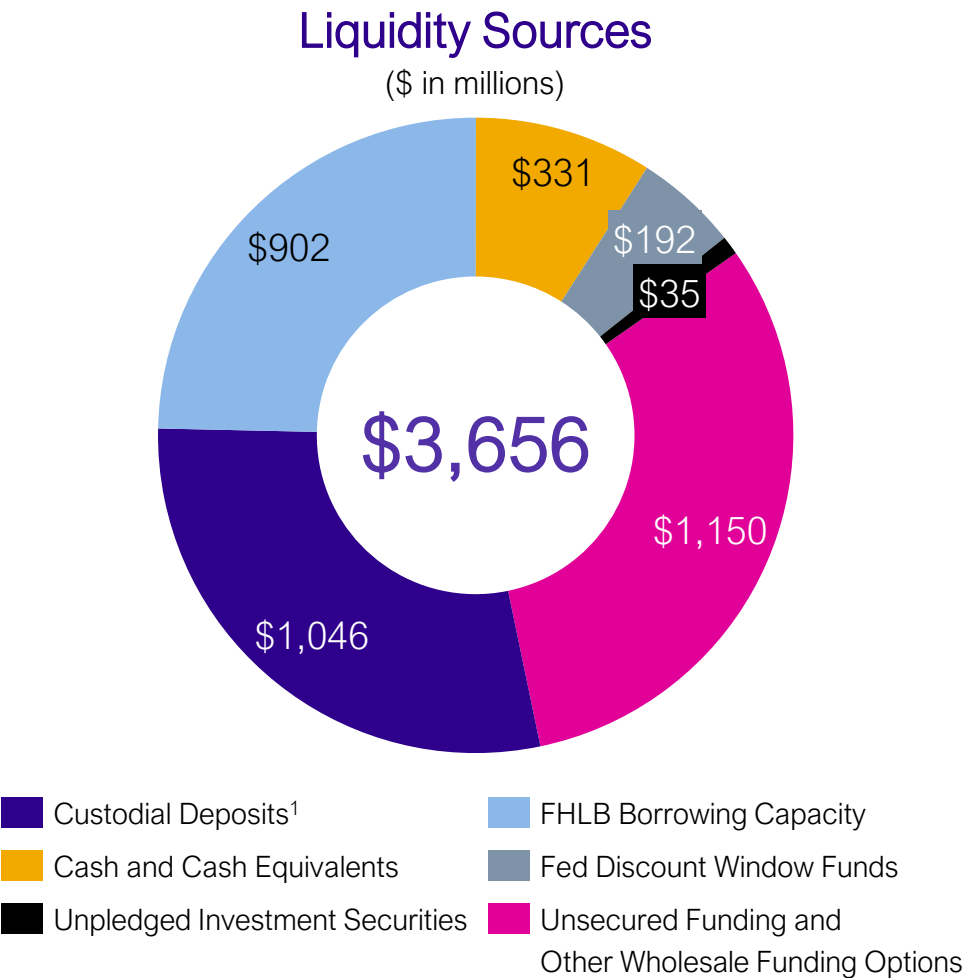
Period ending (\$ in millions)



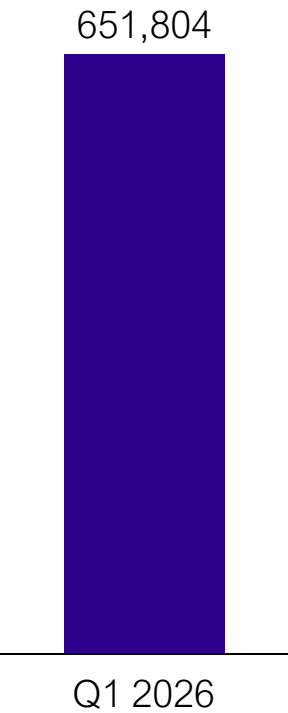
Equipment Finance Working Capital Structured Finance Consumer Finance



# STRONG BALANCE SHEET ALLOWS FOR RETURN OF CAPITAL TO SHAREHOLDERS



## Share Repurchases



# FISCAL YEAR 2026 GUIDANCE<sup>1</sup>

\$8.55 - \$9.05 EPS

Assumes no additional rate cuts during the year

Effective tax rate of 18% to 22%

Includes expected share repurchases

1. Information on this slide is presented as of January 22, 2026, reflects the Company's updated financial outlook, certain of the Company's financial targets, and key assumptions, and will not be updated or affirmed unless and until the Company publicly announces such an update or affirmation. The guidance for fiscal 2026, the Company's financial targets and key economic assumptions contain forward-looking statements and actual results or conditions may differ materially. See the information set forth below the heading "Forward Looking Statements" on slide 2 of this presentation.

# ► Q&A



# ► Q1 FY 2026 HIGHLIGHTS



## Net Income

\$35.2 million in net income; an increase of 17% compared to Q1 FY 2025

## Diluted Earnings Per Share

\$1.57 in diluted earnings per share; an increase of 28% compared to Q1 FY 2025

## Net Interest Margin

Net interest margin (“NIM”) of 6.95% compared to 7.38% in prior year; Adjusted NIM<sup>1</sup>, including contractual, rate-related processing expenses associated with deposits on the Company’s balance sheet, of 5.61% compared to 5.95% in prior year period

## Return Metrics

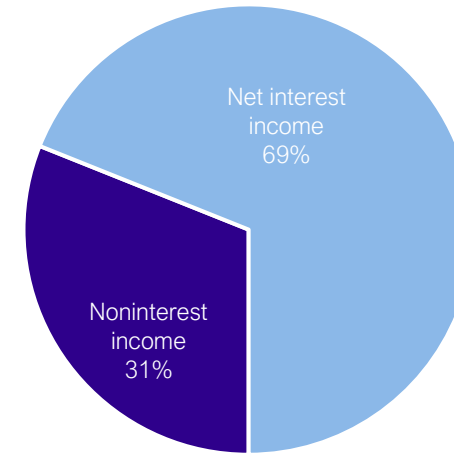
Q1 FY 2026 return on average assets (“ROAA”) of 1.87% compared to 1.61% in prior year period; Q1 FY 2026 return on average tangible equity (“ROATE”) of 26.72% compared to 25.45% in prior year period



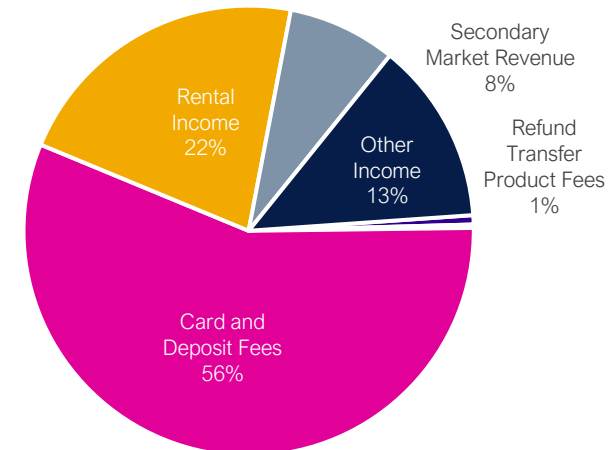
## DIVERSIFIED NONINTEREST INCOME STREAMS

- Noninterest income represents 31% of year-to-date total revenue.
- Majority of noninterest income fees are generated by the Company's Partner Solutions business lines. Other major items include leasing rental income and secondary market revenue.
- Pathward's large fee income base provides stability through interest rate and credit cycles, while propelling continued revenue growth.
- The majority of Pathward's tax season revenue is recorded as noninterest income during the second quarter of each fiscal year.

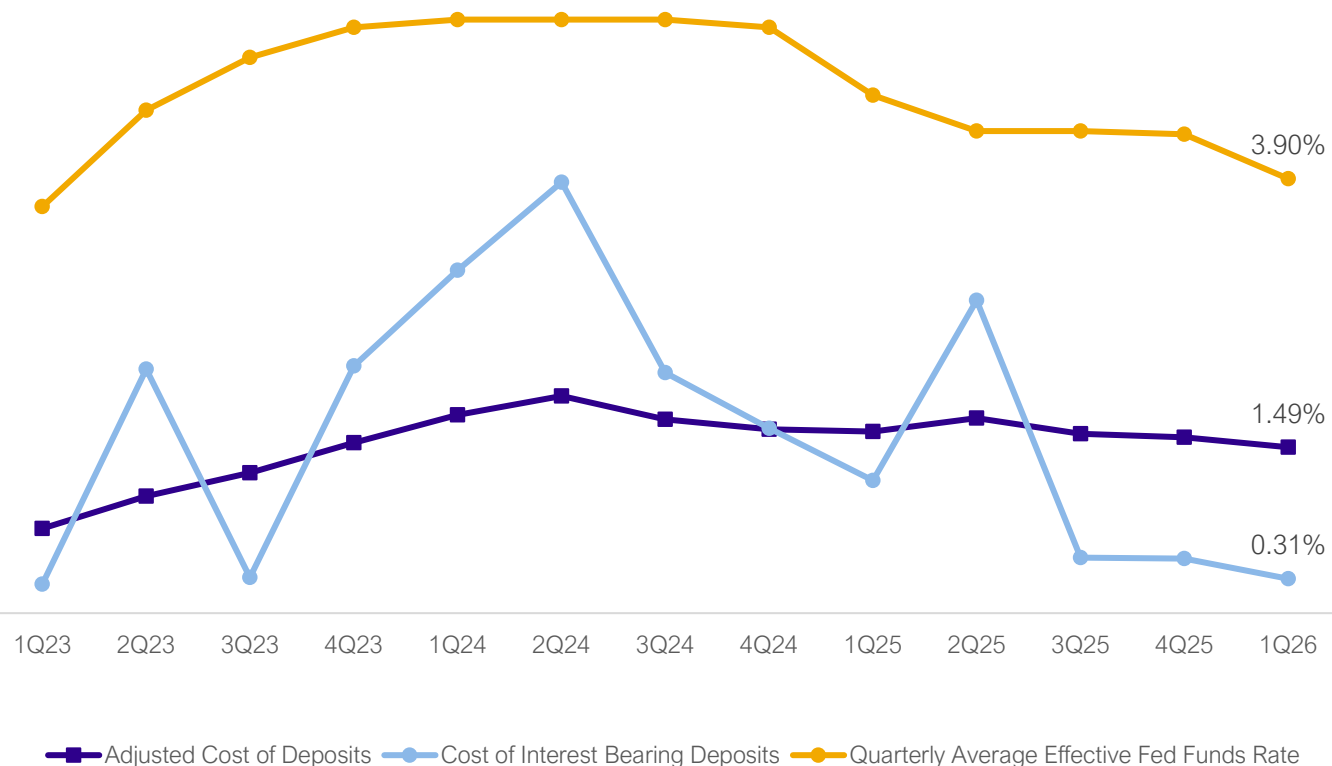
### FYTD 2026 REVENUE BREAKDOWN



### FYTD 2026 NONINTEREST INCOME BREAKDOWN



## COST OF DEPOSITS



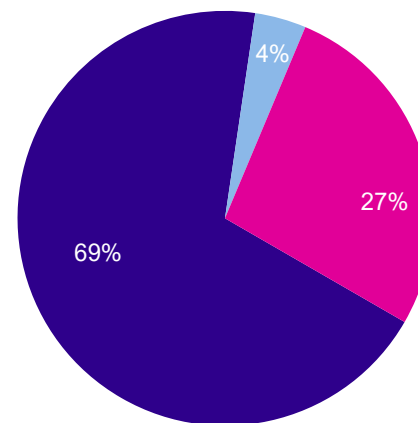
## COST OF DEPOSITS

- During the 2026 fiscal first quarter, approximately 66% of the deposit balances were subject to variable card processing expenses, derived from contractual agreements with certain Partner Solutions relationships tied to a rate index, typically the Effective Fed Funds Rate.
- These costs reprice immediately upon a change in the applicable rate index, leading to an instant cost change as compared to the earning-asset yields that will generally experience a lag in repricing.
- As of December 31, 2025, Pathward also managed \$1.0 billion in custodial deposits and earned \$3.4 million of recordkeeping servicing fee income during the fiscal first quarter. That income is also typically reflective of the Effective Fed Funds Rate.

# LOAN PORTFOLIO INTEREST RATE SENSITIVITY

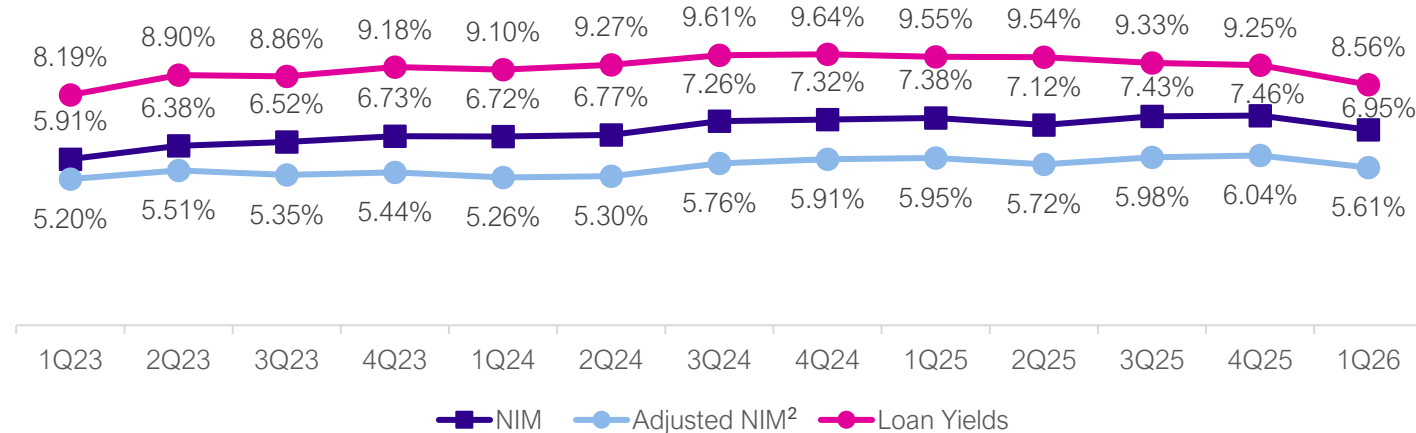
- As of December 31, 2025, \$3.4B, or 69% of loans and leases, contained floating or variable interest rates. Of these, \$2.2B are tied to Fed Funds or Prime, with the remaining tied to either SOFR or the CMT.
- Remain focused on smart growth in the Commercial Finance loan portfolio.
- 1Q26 NIM decreased compared to prior year period primarily driven by the sale of more than half of the held for sale consumer finance portfolio in October 2025 that was accounted for using a gross accounting methodology, and therefore, recorded at higher yields with offsetting entries not included in net interest income.
- \$1.3 billion securities portfolio provides cash flow for future commercial finance loan growth.

## TOTAL LOAN AND LEASE PORTFOLIO PRICING ATTRIBUTES<sup>1</sup>



■ Fixed Rate > 1 Year ■ Fixed Rate < 1 Year ■ Floating or Variable

## NET INTEREST MARGIN AND LOAN YIELDS



## EQUIPMENT FINANCE

### COMMERCIAL FINANCE

- Loan and lease financing to provide access to needed equipment
- Focus on equipment critical to business operations
- Borrowers are investment grade companies
- Primarily fixed rate loans and leases
- Flexibility to sell direct originations to secondary market

**7.64%**  
Q1 2026 Quarterly Yield<sup>1</sup>

**13%**  
Of Loan Portfolio

(\$ in millions)

Business Line	Balance Sheet Category	1Q25	4Q25	1Q26
Large ticket	Lease financing	\$133.5	\$107.6	\$98.2
	Term lending	530.1	522.3	489.7
Small ticket	Lease financing	1.5	0.2	0.1
	Term lending	103.2	60.3	49.0
TOTAL		\$768.3	\$690.4	\$637.0

## WORKING CAPITAL FINANCE

### COMMERCIAL FINANCE

- Provides working capital for companies to meet short-term operational requirements
- Primarily variable rate loans with majority of floors at or above 6%
- Bank typically has dominion of funds
- Heavily collateral-managed
- Historically excels during economic downturns

# 12.05%

Q1 2026 Quarterly Yield

# 17%

Of Loan Portfolio

(\$ in millions)

Business Line	Balance Sheet Category	1Q25	4Q25	1Q26
Working Capital	Asset-based lending	\$608.3	\$593.3	\$629.3
	Factoring	364.5	217.5	213.9
	<b>TOTAL</b>	<b>\$972.8</b>	<b>\$810.8</b>	<b>\$843.2</b>



## STRUCTURED FINANCE

### COMMERCIAL FINANCE

- Funding small and midsize businesses, including rural borrowers
- SBA, USDA, and conventional loans with fixed or variable interest rates
- Debt refinance, leveraged acquisitions, and alternative energy project finance
- SBA and USDA guarantees can be sold on the secondary market

**7.17%**  
Q1 2026 Quarterly Yield<sup>1</sup>

**50%**  
Of Loan Portfolio

(\$ in millions)

Business Line	Balance Sheet Category	1Q25	4Q25	1Q26
Guaranteed portion of US govt SBA/USDA loans	SBA/USDA	\$364.7	\$242.2	\$236.7
Unguaranteed portion of US govt SBA/USDA loans	SBA/USDA	231.3	269.3	283.8
Renewable energy debt financing <sup>2</sup> (term lending only)	Term lending	802.9	1,391.0	1,600.2
Other	Term lending	299.3	328.9	367.8
<b>TOTAL</b>		<b>\$1,698.2</b>	<b>\$2,231.4</b>	<b>\$2,488.5</b>

## CONSUMER FINANCE

- Consumer credit programs with marketplace lenders offer Pathward a risk adjusted return
- Protected by certain layers of credit support and balance sheet flexibility
- Programs are offered to strategic partners with payments distribution potential
- Agreements typically provide for “excess spread” build-up and protection through a priority of payment within a waterfall

# 18.84%

Q1 2026 Quarterly Yield

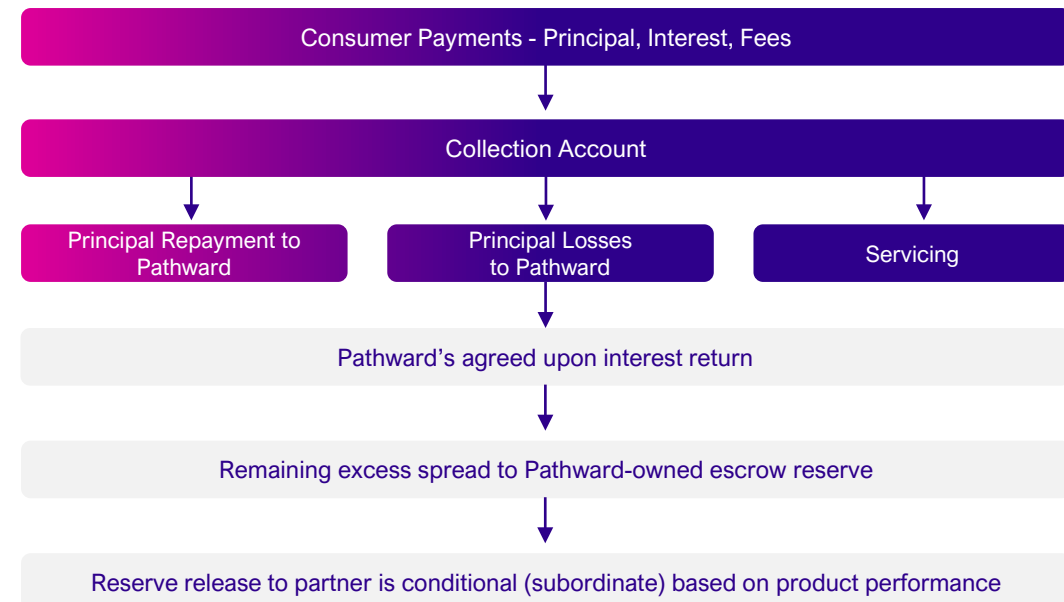
# 3%

Of Loan Portfolio

(\$ in millions)

Business Line	Balance Sheet Category	1Q25	4Q25	1Q26
Consumer	Consumer finance	\$280.0	\$93.3	\$132.1
	<b>TOTAL</b>	<b>\$280.0</b>	<b>\$93.3</b>	<b>\$132.1</b>

## Waterfall



## WAREHOUSE FINANCE

- Structured revolving asset-backed warehouse credit facilities used to support Specialty Finance company originations
- Pathward as First-Out participant sits in the most risk reduced position benefiting from subordinate tranches below it
- Each Credit Facility is primarily secured by consumer and small business receivables, (i.e. installment loans, title loans, debt settlement fees, revenue-based financing and lease to own receivables)
- Structured Waterfalls protect Pathward in adverse trigger scenarios
- Have never had a charge off or loss

# 8.94%

Q1 2026 Quarterly Yield

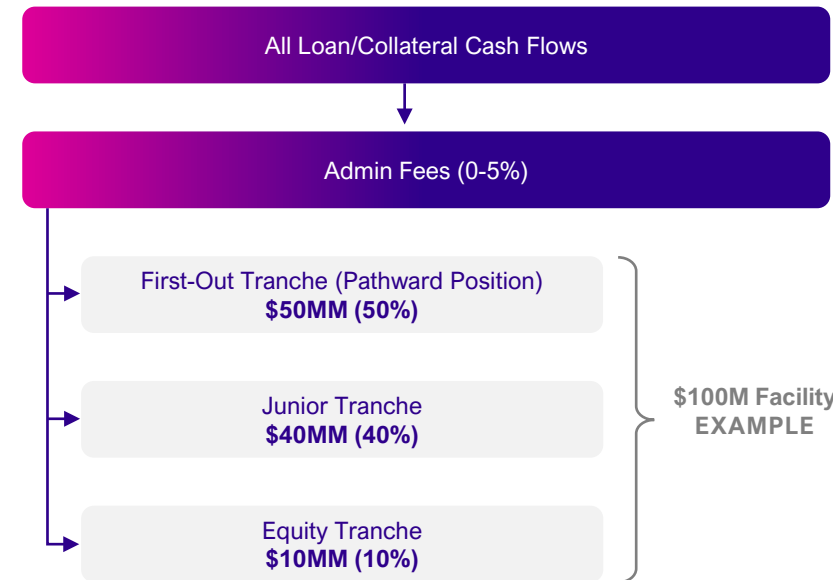
# 13%

Of Loan Portfolio

(\$ in millions)

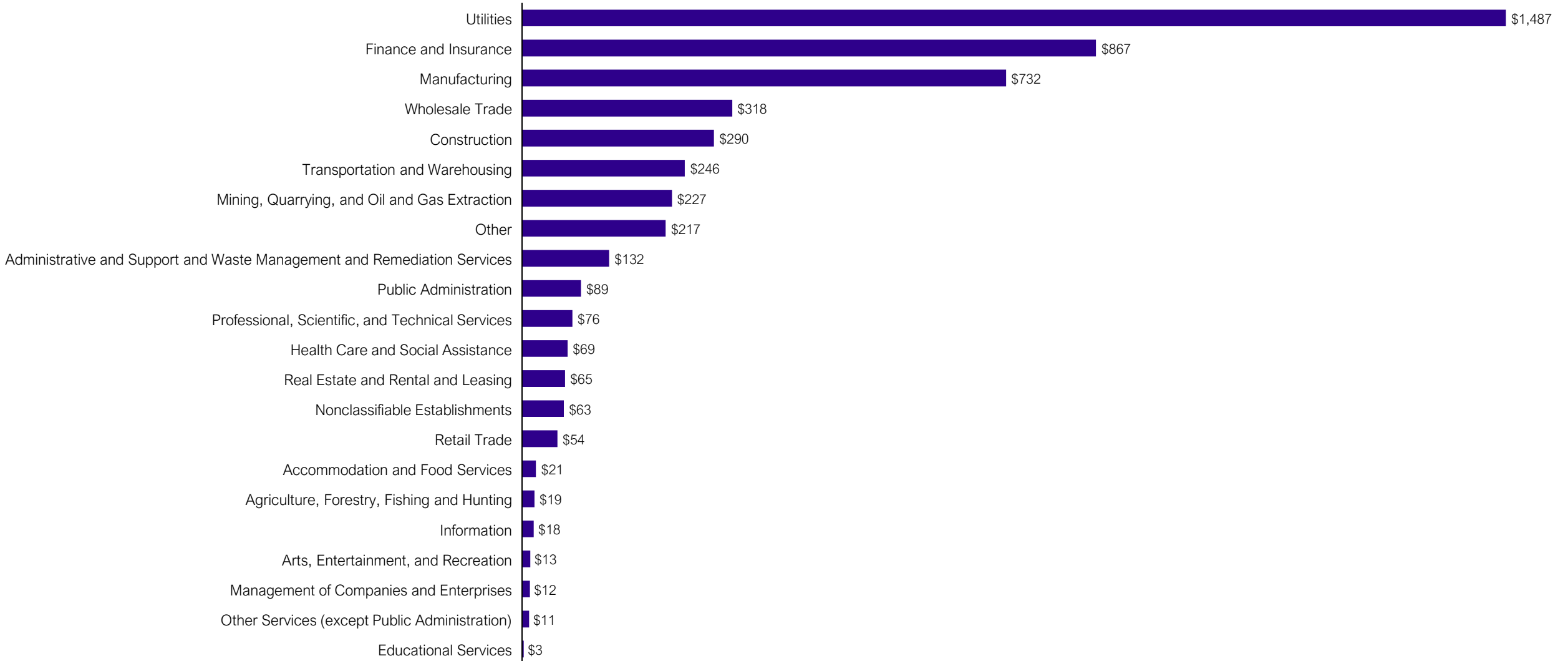
Business Line	Balance Sheet Category	1Q25	4Q25	1Q26
Warehouse	Warehouse finance	\$624.3	\$645.2	\$641.7
<b>TOTAL</b>		<b>\$624.3</b>	<b>\$645.2</b>	<b>\$641.7</b>

## Waterfall



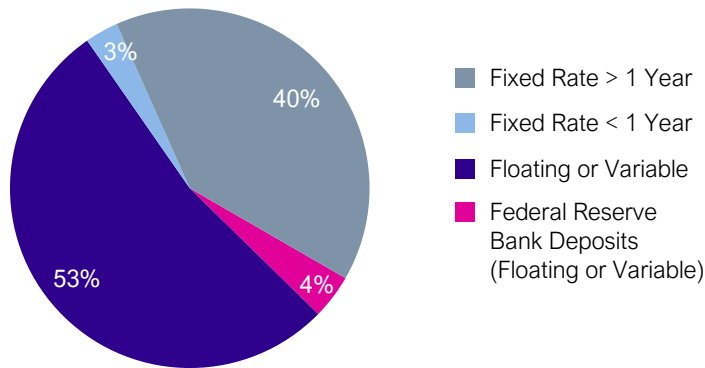
# LOAN AND LEASE CONCENTRATIONS BY INDUSTRY<sup>1</sup>

(\$ in millions)



# INTEREST RATE RISK MANAGEMENT (as of December 31, 2025)

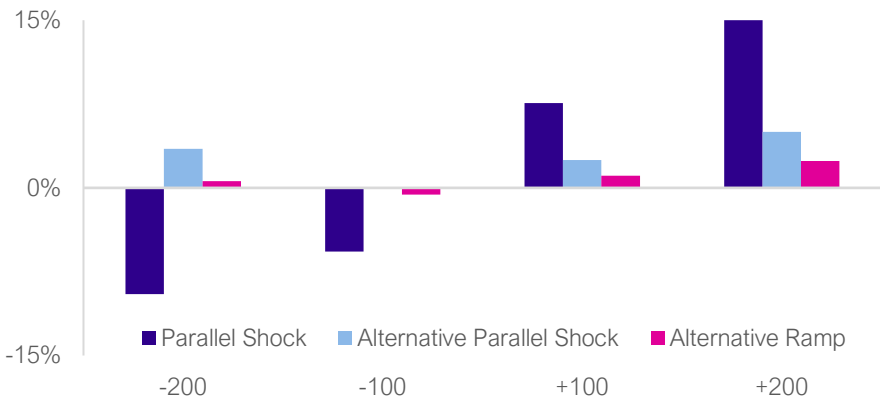
## Earning Asset Pricing Attributes<sup>1</sup>



<sup>1</sup> Fixed rate securities, loans and leases are shown for contractual periods.

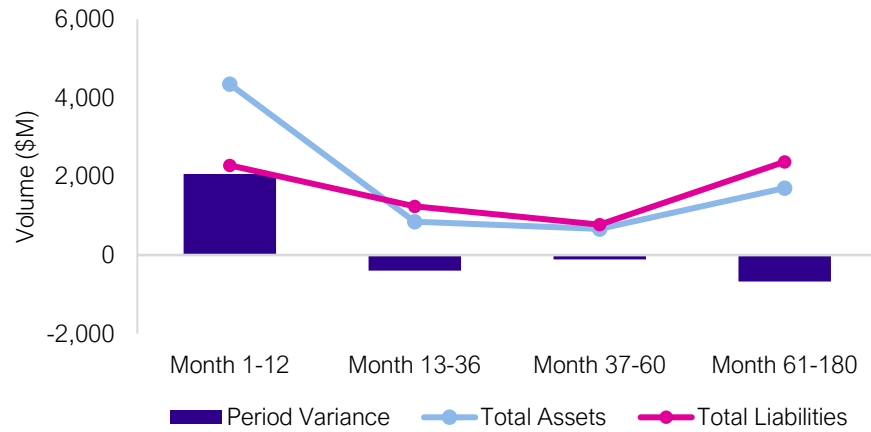
- Data presented on this page is reflective of the Company’s asset mix at a point in time and calculated for regulatory purposes. Future rate changes would impact a multitude of variables beyond the Company’s control, and as a result, the data presented is not intended to be used for forward-looking modeling purposes.
- Interest rate risk modeling shows asset sensitive balance sheet; net interest income graph shows impact of an instantaneous, parallel rate shock and alternative views of a gradual parallel ramp and a parallel rate shock.
- Management employs rigorous modeling techniques under a variety of yield curve shapes, twists and ramps.

## 12-Month Interest Rate Sensitivity from Base Net Interest Income



Parallel Shock is a statutory required calculation of the impact of an immediate change in rates, assuming other variables remain unchanged. Ramp reflects additional modeling of more gradual increases in interest rates. The Alternative scenarios mirror the Parallel Shock and Ramp with the additional incorporation of the Company’s card fee income and card processing expenses impacted by interest rates.

## Asset/Liability Gap Analysis

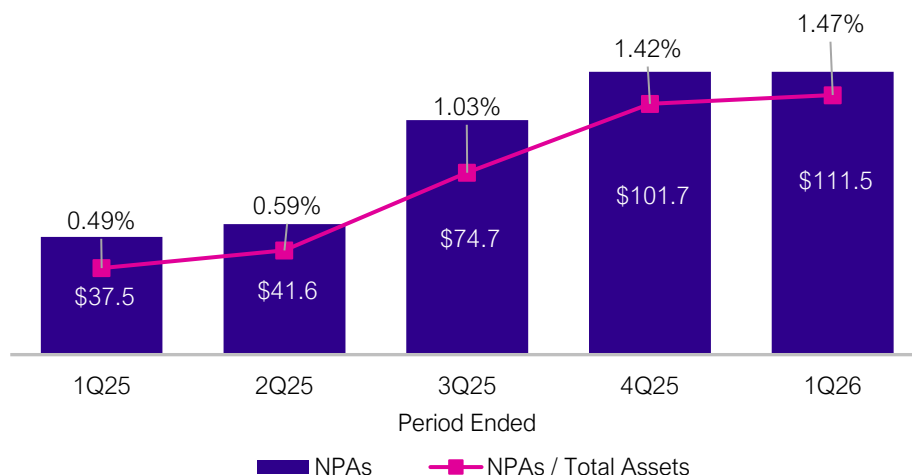




# ASSET QUALITY

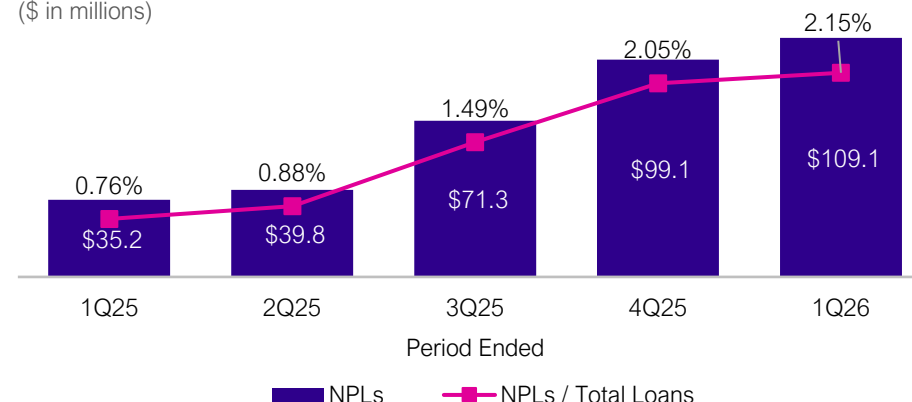
## Nonperforming Assets (“NPAs”)

(\$ in millions)



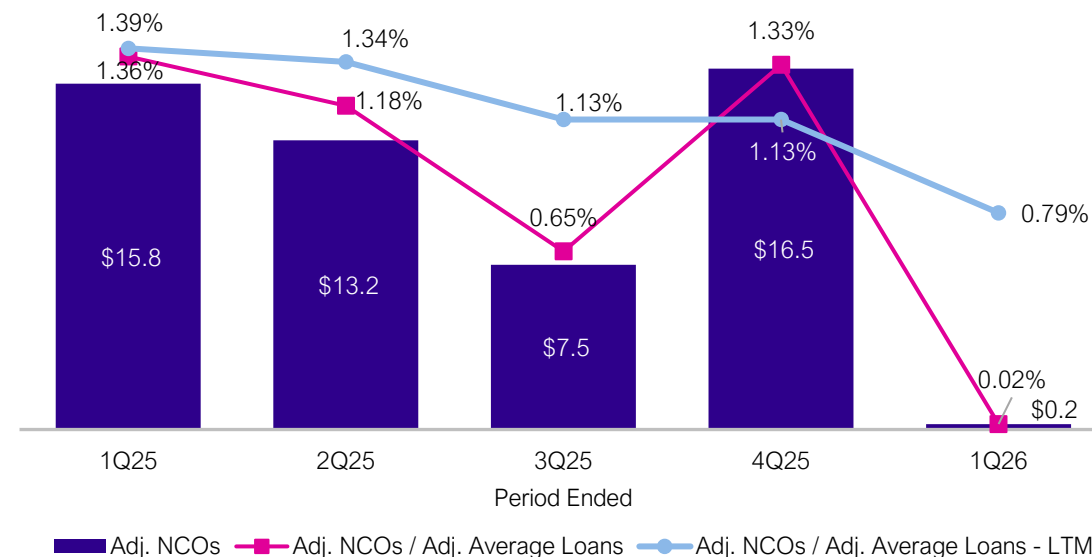
## Nonperforming Loans (“NPLs”)

(\$ in millions)



## Adjusted Net Charge-Offs (“NCOs”)<sup>1</sup>

(\$ in millions, excludes Tax Services NCOs and Related Seasonal Average Loans)



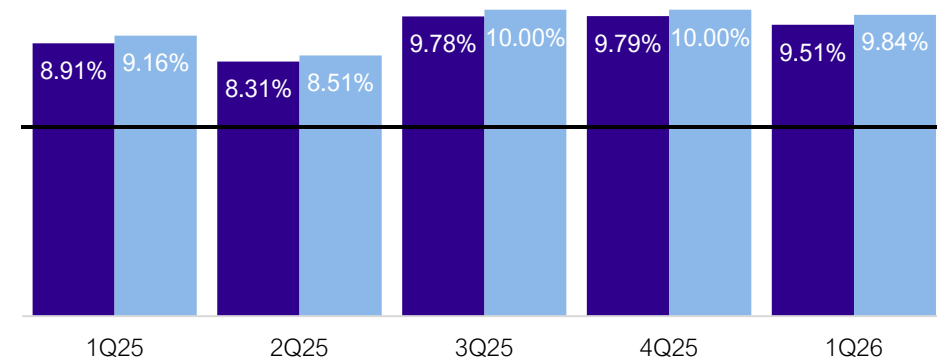
The net charge-off activity presented in the above graph includes the gross accounting treatment over certain consumer lending programs, under which consumer lending charge-offs are protected by layers of credit support in the waterfall structure. The benefit of the credit enhancements related to these charge-offs are received and recorded separately in other noninterest expense.

## KEY CREDIT METRICS

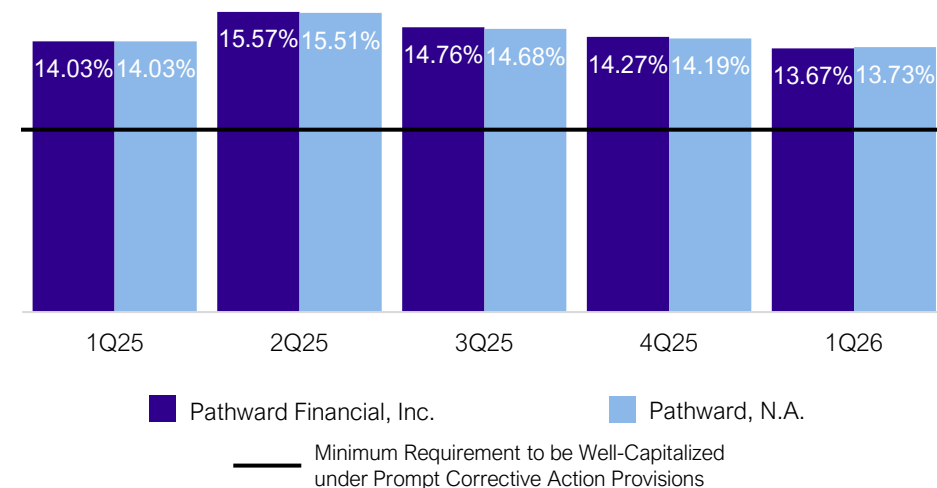
- Annualized adjusted net charge-offs<sup>1</sup>:
  - 0.02% of average loans in 1Q26
  - 0.79% of average loans over last 12 months
- Allowance for credit loss (“ACL”) of \$58.8 million as of December 31, 2025.
- ACL as a % of total loans and leases was 1.18% for 1Q26, a 45 bps decrease from the prior year.
- The increase in NPAs / NPLs compared to the sequential quarter was driven by an increase in nonperforming loans in the commercial finance portfolio, partially offset by decreases in the tax services and consumer finance portfolios.

# CAPITAL AND SOURCES OF LIQUIDITY (as of December 31, 2025)

## Tier 1 Leverage Ratio



## Total Capital Ratio



At December 31, 2025 <sup>1</sup>	Pathward Financial, Inc.	Pathward, N.A.
Tier 1 Leverage	9.51%	9.84%
Common Equity Tier 1	12.02%	12.67%
Tier 1 Capital	12.26%	12.67%
Total Capital	13.67%	13.73%

Primary & Secondary Liquidity Sources (\$ in millions)	
Cash and Cash Equivalents	\$331
Unpledged Investment Securities	\$35
FHLB Borrowing Capacity	\$902
Funds Available through Fed Discount Window	\$192
Unsecured Funding Providers	\$1,150
Custodial Deposit Balances Held at Other Banks	\$1,046
<b>Total Liquidity</b>	<b>\$3,656</b>



# APPENDIX

# EFFICIENCY RATIO

## Efficiency Ratio

(\$ in thousands)	For the last twelve months ended				
	Dec 31, 2024	Mar 31, 2025	Jun 30, 2025	Sep 30, 2025	Dec 31, 2025
Noninterest expense – GAAP	527,411	534,846	548,658	560,067	559,483
Net interest income	504,149	511,794	511,357	511,794	505,882
Noninterest income	304,204	313,783	321,354	328,100	324,485
<b>Total Revenue: GAAP</b>	<b>808,353</b>	<b>825,577</b>	<b>832,711</b>	<b>839,894</b>	<b>830,367</b>
Efficiency ratio, LTM	65.25%	64.78%	65.89%	66.68%	67.38%

# NON-GAAP RECONCILIATION

## Adjusted Net Income and Adjusted Earnings Per Share

	For the year ended
	2022
<i>(\$ in thousands, except share and per share data)</i>	
<b>Net income – GAAP <sup>a</sup></b>	<b>151,134</b>
Less: Gain on sale of trademarks	50,000
Add: Rebranding expenses	13,148
Add: Separation related expenses	5,109
Add: Income tax effect	8,936
<b>Adjusted net income <sup>b</sup></b>	<b>128,327</b>
Less: Allocation of earnings to participating securities <sup>1</sup>	2,105
<b>Adjusted net income attributable to common shareholders</b>	<b>126,222</b>
<b>Adjusted earnings per common share, diluted</b>	<b>\$4.32</b>
Average diluted shares	29,232,247
<b>Adjusted Return on Average Assets and Adjusted Return on Average Tangible Equity</b>	
Average assets <sup>c</sup>	7,094,028
<b>Return on average assets (a / c)</b>	<b>2.13%</b>
<b>Adjusted return on average assets (b / c)</b>	<b>1.81%</b>
Average equity <sup>d</sup>	770,856
Less: Average goodwill and intangible assets	339,179
<b>Average tangible equity <sup>e</sup></b>	<b>431,677</b>
<b>Return on average tangible equity (a / e)</b>	<b>35.01%</b>
<b>Adjusted return on average tangible equity (b / e)</b>	<b>29.73%</b>



# NON-GAAP RECONCILIATION

## Adjusted Annualized NCOs and Adjusted Average Loans and Leases

(\$ in thousands)	For the quarter ended				
	Dec 31, 2024	Mar 31, 2025	June 30, 2025	Sep 30, 2025	Dec 31, 2025
Net charge-offs (recoveries)	16,271	6,375	6,126	46,219	(2,213)
Less: Tax services net charge-offs (recoveries)	513	(6,813)	(1,376)	29,769	2,459
Adjusted net charge-offs	15,758	13,188	7,502	16,450	246
Quarterly average loans and leases	4,644,380	5,088,356	4,676,244	4,952,436	4,998,057
Less: Quarterly average tax services loans	36,785	557,229	43,035	34,740	45,053
Adjusted quarterly average loans and leases	4,607,595	4,531,127	4,633,209	4,917,696	4,953,004
Annualized NCOs/average loans and leases	1.39%	0.51%	0.53%	3.70%	(0.18%)
Adjusted annualized NCOs/adjusted average loans and leases <sup>1</sup>	1.36%	1.18%	0.65%	1.33%	0.02%

(\$ in thousands)	For the last twelve months ended				
	Dec 31, 2024	Mar 31, 2025	June 30, 2025	Sep 30, 2025	Dec 31, 2025
Net charge-offs	85,791	82,811	72,733	74,991	56,507
Less: Tax services net charge-offs (recoveries)	22,656	21,644	20,677	22,093	19,121
Adjusted net charge-offs	63,135	61,167	52,056	52,898	37,386
Average loans and leases	4,689,369	4,734,898	4,776,636	4,840,354	4,928,773
Less: Average tax services loans	156,556	172,572	169,121	167,947	170,014
Adjusted average loans and leases	4,532,813	4,562,326	4,607,515	4,672,407	4,758,759
NCOs/average loans and leases	1.83%	1.75%	1.52%	1.55%	1.15%
Adjusted NCOs/adjusted average loans and leases <sup>1</sup>	1.39%	1.34%	1.13%	1.13%	0.79%

# NON-GAAP RECONCILIATION

## Net Interest Margin and Cost of Deposits

For the quarter ended

(\$ in thousands)	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
Average interest earning assets	5,935,926	6,719,545	6,328,718	6,727,076	7,035,624	7,638,907	6,804,507	6,928,365	6,736,877	7,761,138	6,602,267	6,803,398	6,812,693
Net interest income	88,430	105,673	102,815	114,158	118,927	128,634	122,750	127,514	125,251	136,279	122,313	127,953	119,338
Net interest margin	5.91%	6.38%	6.52%	6.73%	6.72%	6.77%	7.26%	7.32%	7.38%	7.12%	7.43%	7.46%	6.95%
Average total deposits	5,636,658	6,386,592	5,895,242	6,204,934	6,558,189	7,168,673	6,260,990	6,199,271	6,081,236	7,181,308	6,002,547	6,185,496	6,173,866
Deposit interest expense	142	2,096	164	1,954	3,526	6,685	1,689	1,119	775	4,086	287	283	206
Cost of deposits	0.01%	0.13%	0.01%	0.12%	0.21%	0.38%	0.11%	0.07%	0.05%	0.23%	0.02%	0.02%	0.01%

## Adjusted Net Interest Margin With Contractual, Rate-Related Card Expenses Associated With Deposits on the Company's Balance Sheet

For the quarter ended

(\$ in thousands)	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
Average interest earning assets	5,935,926	6,719,545	6,328,718	6,727,076	7,035,624	7,638,907	6,804,507	6,928,365	6,736,877	7,761,138	6,602,267	6,803,398	6,812,693
Net interest income	88,430	105,673	102,815	114,158	118,927	128,634	122,750	127,514	125,251	136,279	122,313	127,953	119,338
Less: Contractual, rate-related processing expense	10,660	14,415	18,358	21,929	25,891	28,024	25,320	24,631	24,241	26,852	23,831	24,346	23,013
Adjusted net interest income	77,770	91,258	84,457	92,229	93,036	100,610	97,430	102,883	101,010	109,427	98,482	103,607	96,325
Adjusted net interest margin	5.20%	5.51%	5.35%	5.44%	5.26%	5.30%	5.76%	5.91%	5.95%	5.72%	5.98%	6.04%	5.61%
Average total deposits	5,636,658	6,386,592	5,895,242	6,204,934	6,558,189	7,168,673	6,260,990	6,199,271	6,081,236	7,181,308	6,002,547	6,185,496	6,173,866
Deposit interest expense	142	2,096	164	1,954	3,526	6,685	1,689	1,119	775	4,086	287	283	206
Add: Contractual, rate-related processing expense	10,660	14,415	18,358	21,929	25,891	28,024	25,320	24,631	24,241	26,852	23,831	24,346	23,013
Adjusted deposit expense	10,802	16,511	18,522	23,883	29,417	34,709	27,009	25,750	25,016	30,938	24,118	24,629	23,219
Adjusted cost of deposits	0.76%	1.05%	1.26%	1.53%	1.78%	1.95%	1.74%	1.65%	1.63%	1.75%	1.61%	1.58%	1.49%

# DEFINITIONS

## Industry Terms

### **Banking-as-a-Service (BaaS):**

Providing financial services and solutions to third parties to offer through their distribution channels.

### **Push-to-debit:**

The ability to move money directly to an end user. At Pathward, our push-to-debit capabilities are called “Faster Payments”.

## Types of Payment Cards

### **Debit Card:**

A type of payment card typically tied to funds held in a deposit account.

### **Credit Card:**

A type of payment card typically attached to a line of credit that a user can make purchases against.

### **Prepaid Card:**

A type of payment card that holds a finite amount of funds and is not directly tied to a bank account or line of credit.

### **Virtual Card:**

A digital counterpart to a payment card, generated with a unique card number to settle a particular transaction by an authorized user. These are often used for one-time, business-to-business payments.

## Payment Players

### **Acquiring Bank:**

An acquiring bank provides merchant accounts that allow a business to accept card payments and works in conjunction with the acquirer processor. In some cases, the acquiring bank and acquirer processor are a single entity.

### **Acquiring Processors:**

Acquiring processors connect directly with merchants, the network and the acquiring bank, or via a payment gateway, to facilitate payment acceptance at the merchant. They provide the technical capabilities to create the system of record to communicate with authorization and settlement entities. In some cases, the acquiring bank and acquirer processor are a single entity.

### **Issuing Bank:**

The issuing bank enters a relationship with the cardholder, program manager, and enables cards on a given network. The issuing bank fills three primary roles in payment processing: it is a “network sponsor,” which means it can issue cards on a given payments network; it is a holder of funds (for example, for gift cards, deposit accounts and other non-credit cards); and it is a “settlement point,” managing a consumer’s account and paying out to the merchant’s account after a purchase.

### **Issuing Processor:**

Connects directly with the networks and issuing bank to provide the system of record, authorize transactions and communicate with settlement entities.

### **Fintech:**

Fintech refers to the integration of technology into offerings by financial services companies in order to improve use and delivery to consumers.

### **Merchant:**

A merchant simply refers to any business that accepts card-based payments either via a physical swipe (at the point-of-sale) or virtually online.

### **Program Manager:**

Businesses that manage various elements of a card program on behalf of the issuing bank. The Program Manager is responsible for defining the program, operating the program, and managing its profitability. The program manager typically is responsible for establishing relationships with processors, banks, payment networks, and distributors and for establishing account(s) at banks.

## Commercial Lending Terms

### **Asset-Based Lending:**

Asset-Based Lending (ABL) refers to business loans that are secured based on assets as collateral, generally accounts receivable, inventory, equipment or other balance sheet assets.

### **Accounts Receivable:**

Accounts Receivable (A/R) financing refers to financing based on the value of a company’s accounts receivable (their invoices for goods or services) to another company. It is a subset of asset-based lending and is also known as factoring.

### **Equipment Financing:**

Equipment Financing refers to a loan used to purchase business equipment. The financing is provided through leases such as \$1 Buyout, Fair Market Value (FMV), or through term loans. Leases may appear in Loans & Leases or Rental Equipment.

### **Factoring:**

Factoring refers to financing based on the purchase of a company’s accounts receivables, their invoices for goods or services. It is a subset of asset-based lending and is also known as accounts receivable financing.

### **Government Guaranteed Lending:**

A government guaranteed loan is a loan guaranteed by a government agency and financed through a lending financial entity. Government guaranteed loans include SBA loans and USDA loans.

### **SBA Loan:**

An SBA loan refers to financing that is guaranteed by the Small Business Administration (SBA) and provided by a lending financial institution. SBA loans, such as an SBA 7(a) loan, may be easier for a small business to obtain because of the reduced risk for the lender. Lenders must meet sufficient requirements to be eligible as a lending entity.

### **Term Loan:**

A Term loan is a loan for a specific amount that has a specified interest rate and regular payment schedule to be repaid over a set period of time.

### **USDA Loan:**

A USDA loan refers to financing guaranteed by the U.S. Department of Agriculture (USDA) as part of the Rural Development program and provided by a lending financial institution. USDA business loans, such as the USDA Business & Industry (B & I) loan, may be easier for a business to obtain because of the reduced risk for the lender. Lenders must meet sufficient requirements to be eligible as a lending entity.