

Ensuring our Clients and Our Institution *Succeed Boldly*

Esquire Financial Holdings, Inc.
(Financial Holding Company for Esquire Bank, N.A.)

4Q & Full Year 2023 Investor Presentation



Listed as **ESQ**



Forward Looking Disclosure

This presentation contains forward-looking statements within the meaning of the federal securities laws. Forward-looking statements are not historical fact and express management's current expectations, forecasts of future events or long-term goals and, by their nature, are subject to assumptions, risks and uncertainties, many of which are beyond the control of the Company. These statements are may be identified through the use of words or phrases such as "may," "might," "should," "could," "predict," "potential," "believe," "expect," "attribute," "continue," "will," "anticipate," "seek," "estimate," "intend," "plan," "projection," "goal," "target," "outlook," "aim," "would," "annualized" and "outlook," or the negative version of those words or other comparable words or phrases of a future or forward-looking nature. Forward-looking statements speak only as of the date they are made and are inherently subject to uncertainties and changes in circumstances, including those described under the heading "Risk Factors" in the Company's 10-K and 10-Q, filed with the Securities and Exchange Commission ("SEC"). Forward-looking statements are not guarantees of future performance and should not be relied upon as representing management's views as of any subsequent date. Actual results could differ materially from those indicated. The Company undertakes no obligation to update forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by law.

The forward-looking statements speak as of the date of this presentation. The delivery of this presentation shall not, under any circumstances, create any implication there has been no change in the affairs of the Company after the date hereof.

This presentation includes industry and market data that we obtained from periodic industry publications, third-party studies and surveys. Industry publications and surveys generally state that the information contained therein has been obtained from sources believed to be reliable. Although we believe the industry and market data to be reliable as of the date of this presentation, this information could prove to be inaccurate. Industry and market data could be wrong because of the method by which sources obtained their data and because information cannot always be verified with complete certainty due to the limits on the availability and reliability of raw data, the voluntary nature of the data gathering process and other limitations and uncertainties. In addition, we do not know all of the assumptions regarding general economic conditions or growth that were used in preparing the forecasts from the sources relied upon or cited herein.

This presentation contains financial information determined by methods other than in accordance with accounting principles generally accepted in the United States of America ("GAAP"). We believe that these non-GAAP financial measures provide information that is important to investors and that is useful in understanding our financial position, results and ratios. However, these non-GAAP financial measures are supplemental and are not a substitute for an analysis based on GAAP measures. As other companies may use different calculations for this measure, this presentation may not be comparable to other similarly titled measures by other companies.

These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies.

A reconciliation of the non-GAAP measures used in this presentation to the most directly comparable GAAP measures is provided in the Appendix to this presentation.



How Our Clients *Succeed Boldly*

Nationwide Branchless Tech Enabled Litigation & Payment Processing Verticals

Generating Industry Leading Returns

Litigation Vertical

Commercial Banking Nationally

- ▶ Decades of expertise in the national litigation market
- ▶ Asset sensitive model anchored by law firm loans yielding approx. 10%
- ▶ Branchless and tech enabled core deposit platform funded at 0.66% (0.88% in 4Q '23)
- ▶ Driving loan and deposit growth with a 5 Year CAGR in excess of 20% since 2019

Industry Leading Returns

Fueled by Branchless and Tech Enabled National Verticals

- ▶ ROA and ROTCE of 2.89% and 23.20%, respectively (2.59% and 20.78% in 4Q '23)
- ▶ Industry leading NIM of 6.09% (6.12% in 4Q '23)
- ▶ Diversified revenue stream with strong NIM and stable fee income
- ▶ Strong efficiency ratio of 46.8% (48.0% in 4Q '23) while investing in resources (people & vertical specific technology) for future growth

Payment Processing Vertical (Merchant Services)

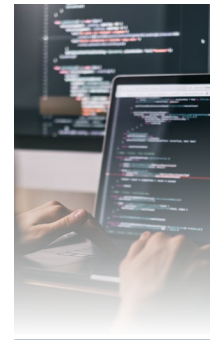
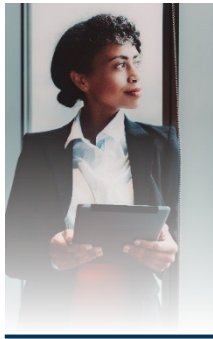
Small Business Banking Nationally

- ▶ Expertise in sales, risk, and compliance management for 25+ years
- ▶ Independent Sales Organization (“ISO”) model with approximately 84,000 merchants nationally
- ▶ Fee income represents 23% (22% in 4Q '23) of total revenue
- ▶ Strong growth and stable fee income with a 5 Year CAGR of 22% since 2019

Technology – the Future

A Catalyst for Strong Growth

- ▶ A digital-first bank with best-in-class technology fueling future growth and industry leading client retention rates
- ▶ Customized and fully integrated Customer Relationship Management (“CRM”) for excellence in client service and operational efficiency
- ▶ Investments made in artificial intelligence (“AI”) to facilitate precision marketing and client acquisition across our national verticals



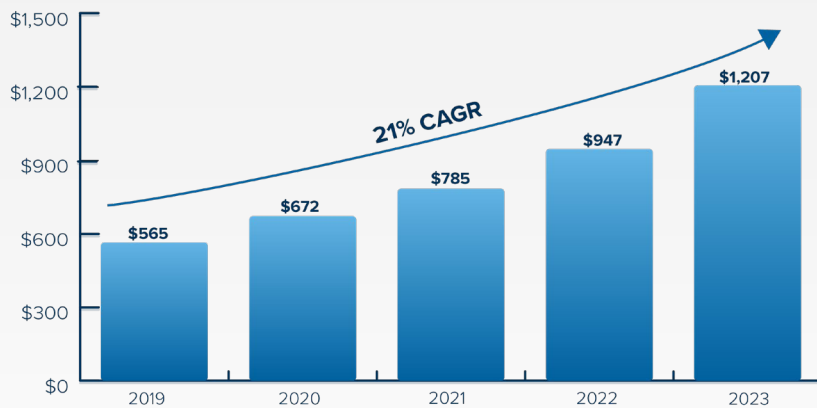


How Esquire Succeeds Boldly

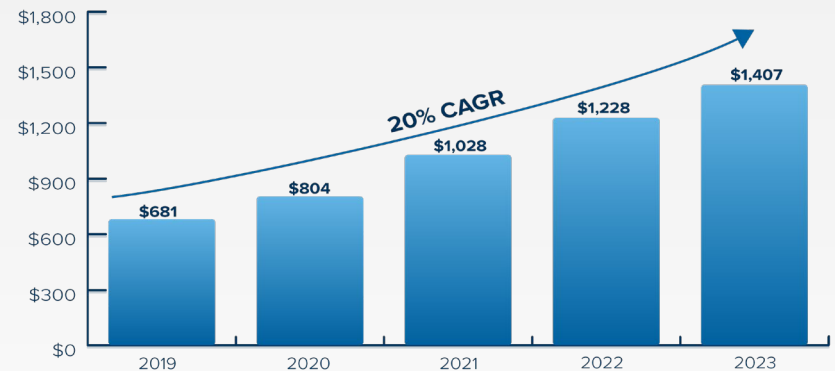
Strong Growth Driven by Unique National Verticals

at December 31, 2023

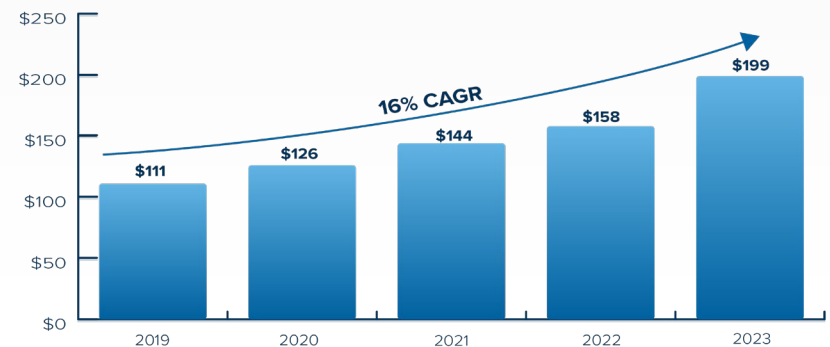
Loans, net of deferred fees
(\$ in millions)



Total Deposits
(\$ in millions)



Stockholders Equity
(\$ in millions)



Key Highlights

- ▶ Strong growth in higher yielding variable rate commercial loans nationally
- ▶ Stable low-cost branchless and tech enabled deposit model
- ▶ Equity to Assets of 12.28% (Adjusted⁽¹⁾ 11.93%)
- ▶ Common Equity Tier 1 of 14.13% (Adjusted⁽¹⁾ 12.65%)

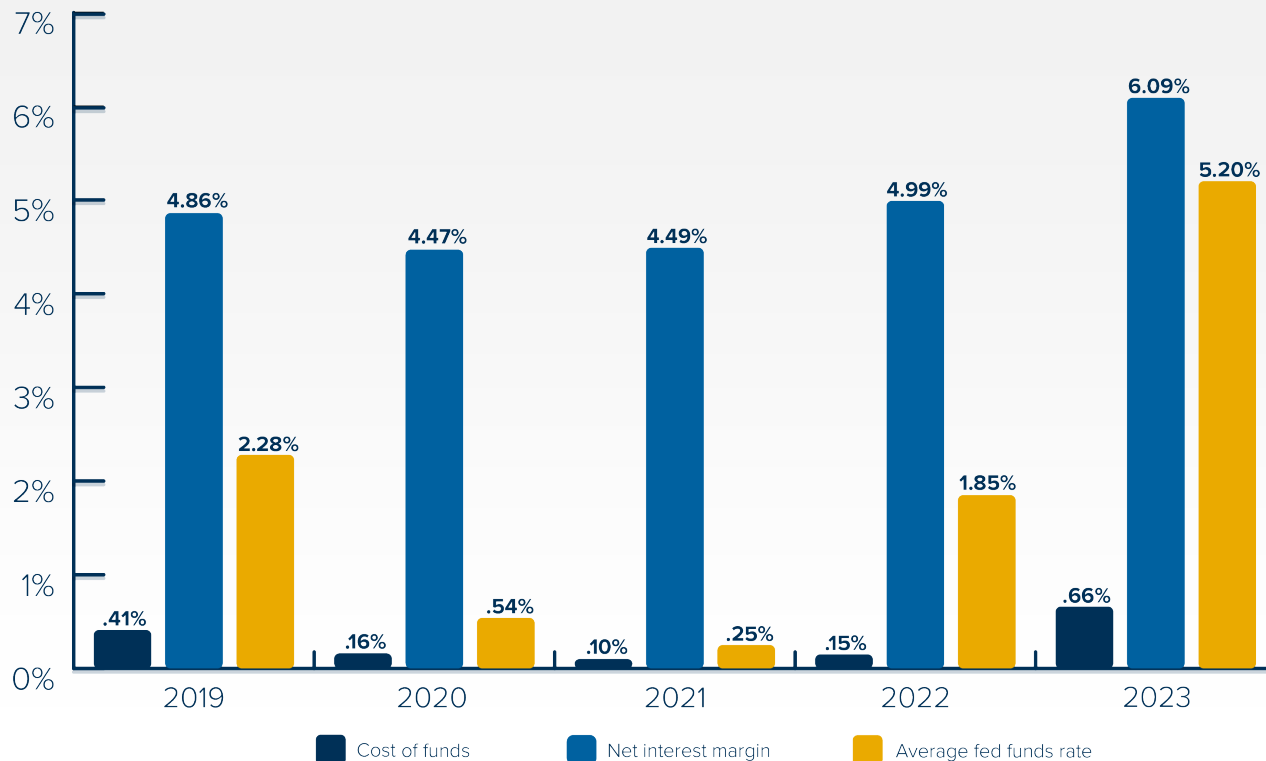
(1) See non-GAAP reconciliation provided in the appendix.



How Esquire Succeeds Boldly

Industry Leading Net Interest Margin

- ▶ Stable low-cost branchless deposit model
- ▶ Strong commercial deposits franchise nationally
- ▶ DDA and escrow-based NOW accounts represent 33% and 49% of total deposits at December 31, 2023, respectively
- ▶ Higher yielding variable rate commercial loans anchored by our national litigation portfolio
- ▶ Asset sensitive balance sheet that allows for effective interest rate risk management

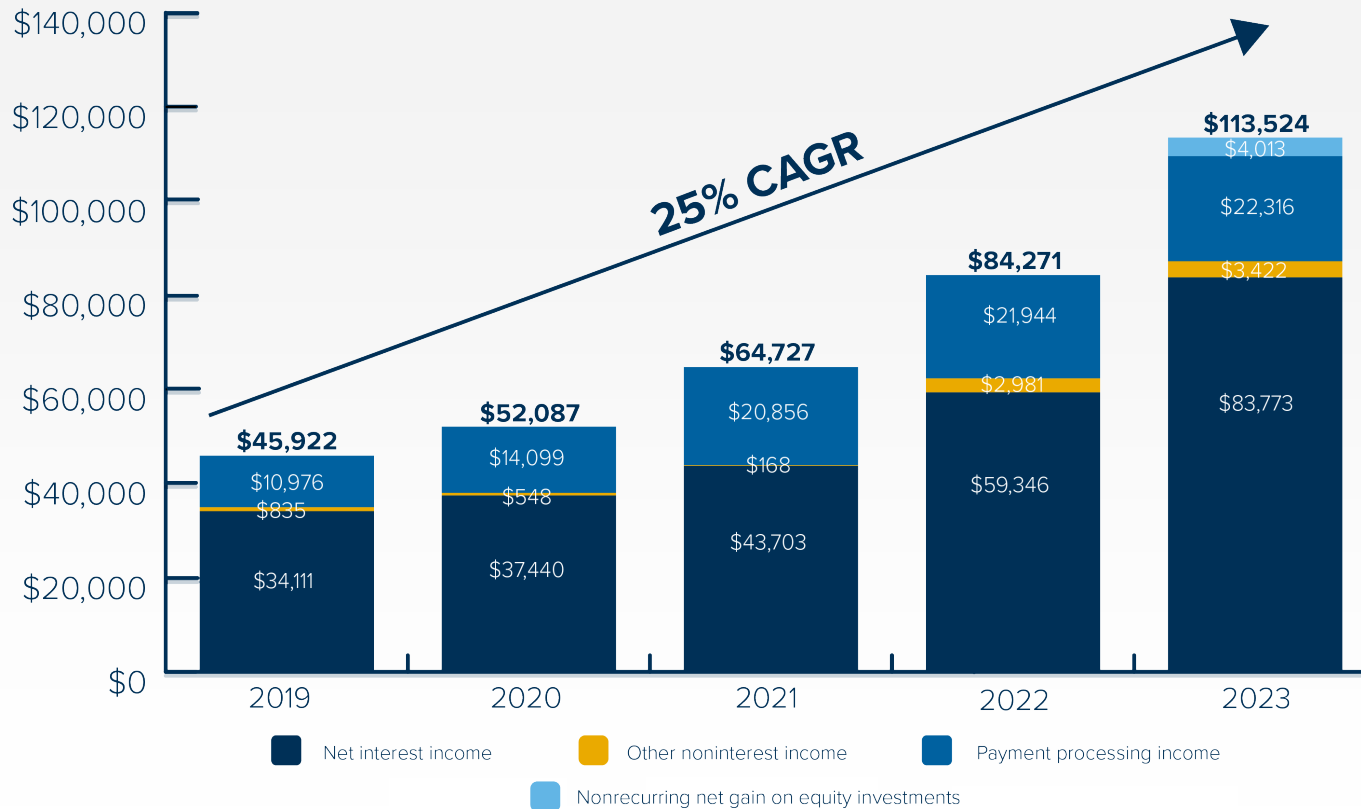




How Esquire Succeeds Boldly

Strong Revenue Growth

(\$ in thousands) at December 31, 2023



Key Highlights

- ▶ Strong asset sensitive net interest margin
- ▶ Stable payment processing fee income
- ▶ Growing ASP fee income derived from off-balance sheet funds management

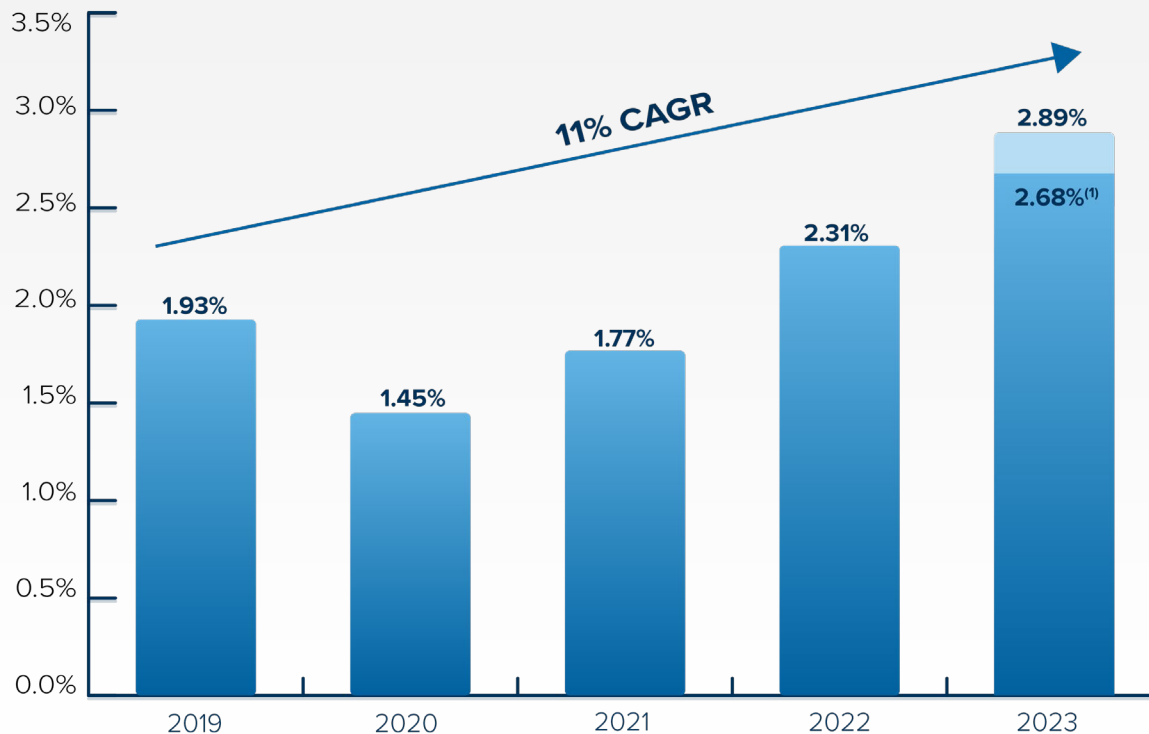


How Esquire Succeeds Boldly

Financial Highlights

at December 31, 2023

Return on Average Assets



Key Highlights

- ▶ Industry leading returns
- ▶ Stable payment processing fee income
- ▶ Branchless low-cost deposits
- ▶ Book value per share and equity to assets are \$23.96 and 12.28% at December 31, 2023, respectively
- ▶ Named to the Piper Sandler 2023 Bank & Thrift Small Market-All Stars
- ▶ Raymond James' Top Performing Community Bank (2018-2022)
- ▶ Added to the Russell 3000 Index as part of the 2022 index reconstitution
- ▶ Piper Sandler & Co.'s "2021 FSG Top Ideas"

*Included noninterest bearing demand deposits ("DDA")

(1) The adjusted results exclude a nonrecurring pretax \$4.0 million net gain on equity investments. See non-GAAP reconciliation provided in the appendix.

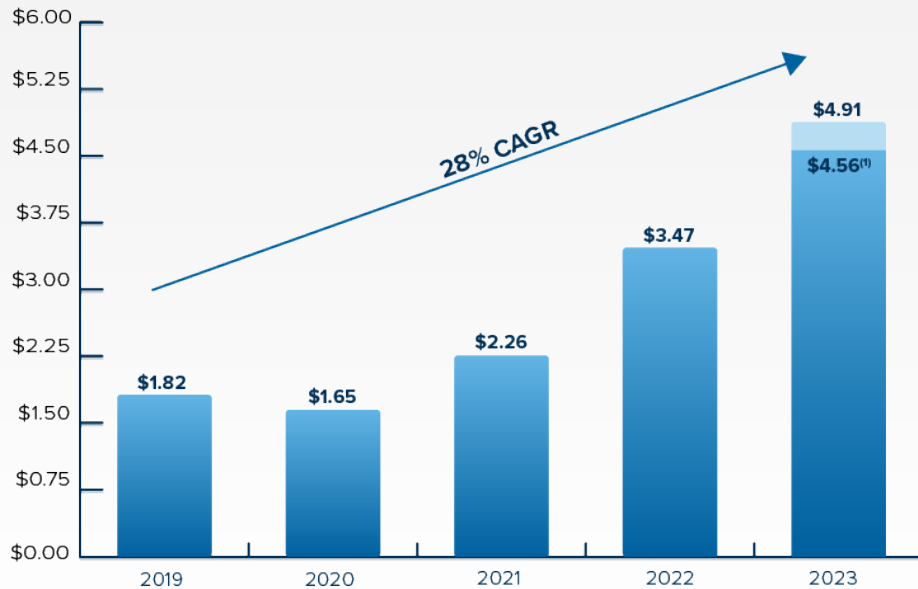


How Esquire Succeeds Boldly

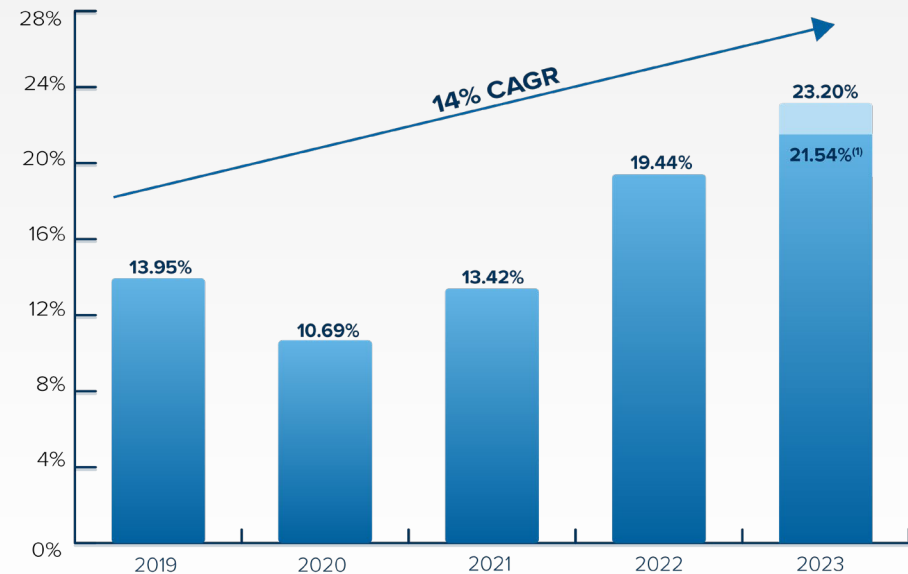
Financial Highlights, cont'd

at December 31, 2023

Diluted EPS*



Return on Average Stockholders' Equity



(1) The adjusted results exclude a nonrecurring pretax \$4.0 million net gain on equity investments. See non-GAAP reconciliation provided in the appendix.

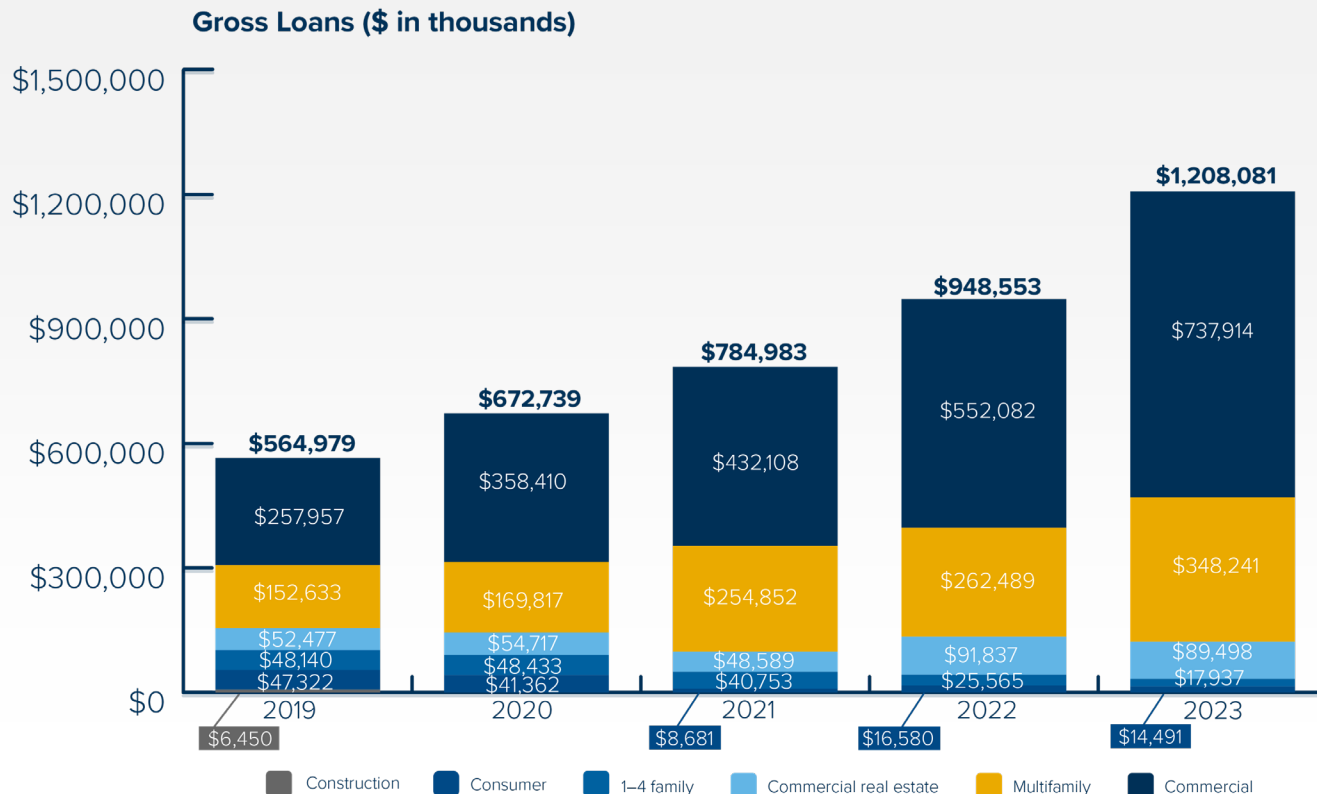
*EPS – Earnings Per Share



How Esquire Succeeds Boldly

Loan Portfolio Diversification with Focused Growth at December 31, 2023

- ▶ Focused growth in higher yielding variable rate commercial loans with strong credit metrics on a national basis
- ▶ Selective multifamily loan growth with strong historical performance in the NY metro market



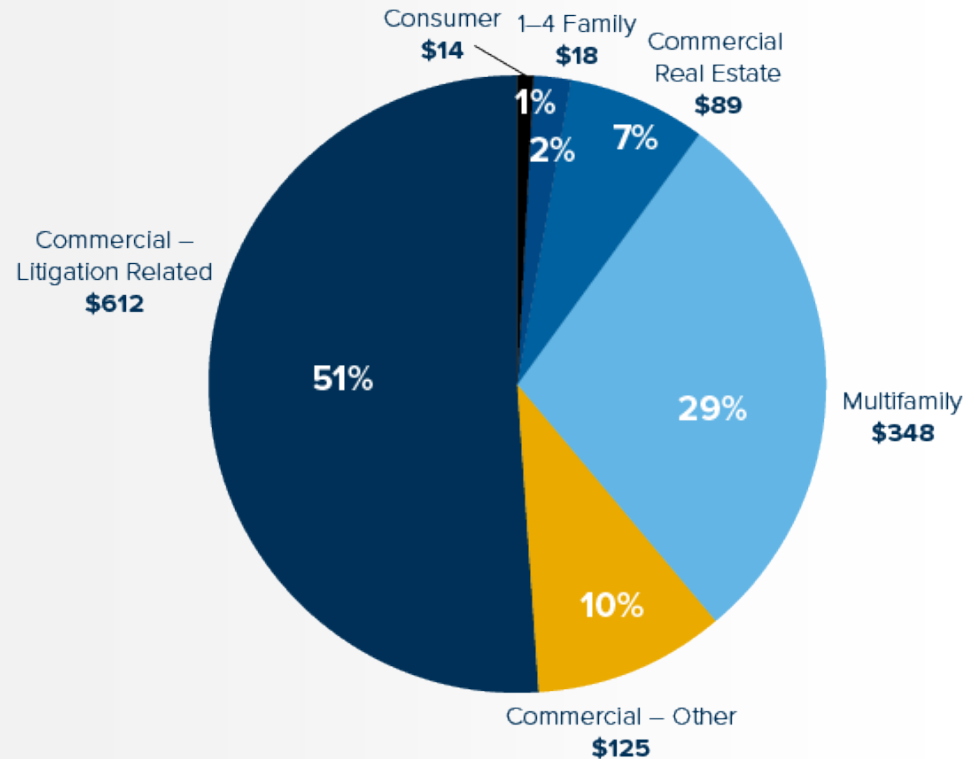


How Esquire *Succeeds Boldly*

Loan Portfolio Diversification with Focused Growth

- Substantially all of our \$738 million in commercial loans are variable rate and tied to prime, comprising approximately 60% of our loan portfolio
- Approximately 82% of our commercial loan portfolio was originated with interest rate floors in place
- Asset sensitive – estimated sensitivity of projected annualized net interest income (“NII”) down 100 and 200 basis point rate scenarios decreases projected NII by 5.3% and 10.8%, respectively at September 30, 2023

Loan Portfolio Diversification – \$1.2 Billion at December 31, 2023 (\$ in millions)





How Esquire Succeeds Boldly

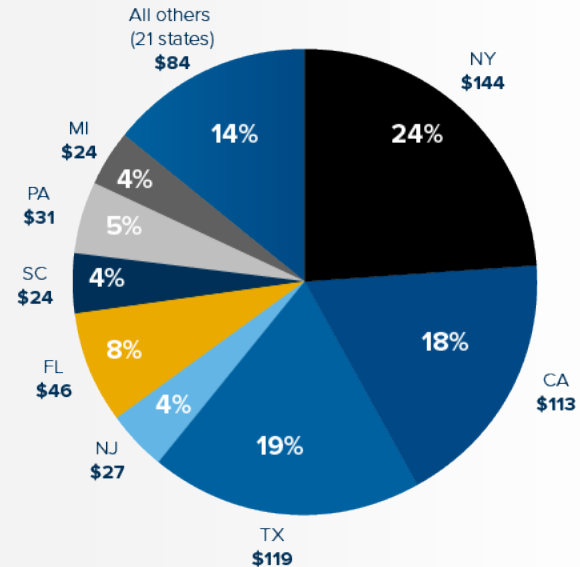
Commercial Litigation (Law Firm) Loans

- ▶ **Full annual underwriting:** 3 years financials and tax returns (business and personal)
- ▶ Full contingent case inventory valuation process & collateral assignment
- ▶ Diversity across law firm inventories and collateral
- ▶ Personal guarantees
- ▶ **Average LTV of less than 15%**
- ▶ **Average DSCR is typically greater than 3.0x**
- ▶ Average draws against committed and uncommitted line-of-credit ("LOC") and case disbursement loans of approximately 50%
- ▶ **Weighted average interest rate of approximately 10%**
- ▶ Funded with low-cost litigation deposits
- ▶ **Litigation deposits to litigation loan facilities drawn is approximately 175%**

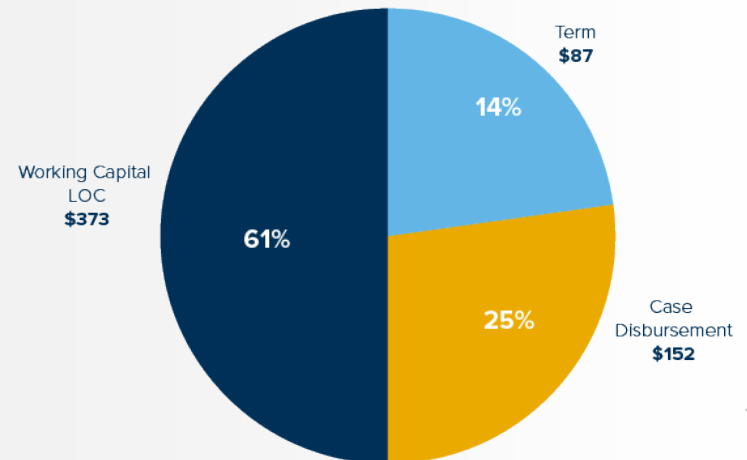


Succeed Boldly

Law Firm Loan Portfolio by State – \$612 Million at December 31, 2023 (\$ in millions)



Breakdown of Law Firm Related Loans – \$612 Million at December 31, 2023 (\$ in millions)





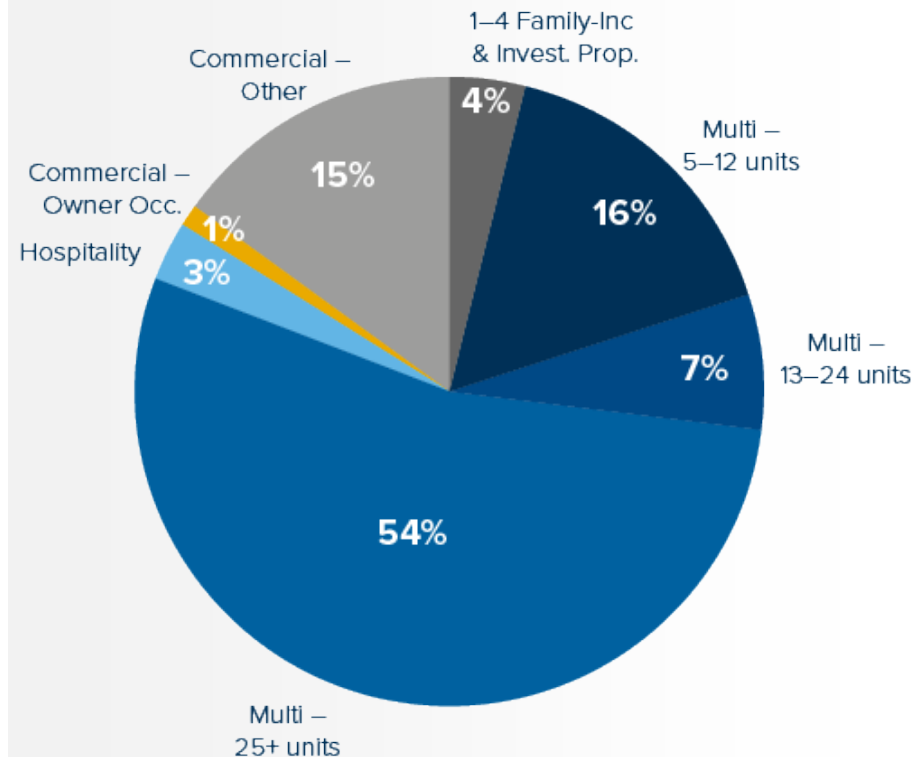
Esquire's *Bold Opportunities*

New York Metro Area Real Estate

A Reliable Asset Class & Liquidity Source

- ▶ Selective in our property and borrower selection process
- ▶ Strong owner and operators with high quality net worth
- ▶ Strong asset values supportive of continued strength in LTV and loan renewal upon maturity
- ▶ Minimal historical losses
- ▶ No office exposure
- ▶ Average debt-service coverage (“DSCR”) exceeding 1.5x
- ▶ Average loan-to-value (“LTV”) of approximately 55%
- ▶ Approximately 61% and 39% of our Multifamily portfolio is Rent Stabilized and Free Market, respectively
- ▶ CRE exposure is less than 225% of total capital plus the allowance for credit losses (“ACL”)
- ▶ Pledged Multifamily and Residential loan portfolio **provides liquidity of \$158.5 million** through the Federal Home Loan Bank of NY (“FHLB”) program as of December 31, 2023

Real Estate Portfolio – \$456 Million at December 31, 2023



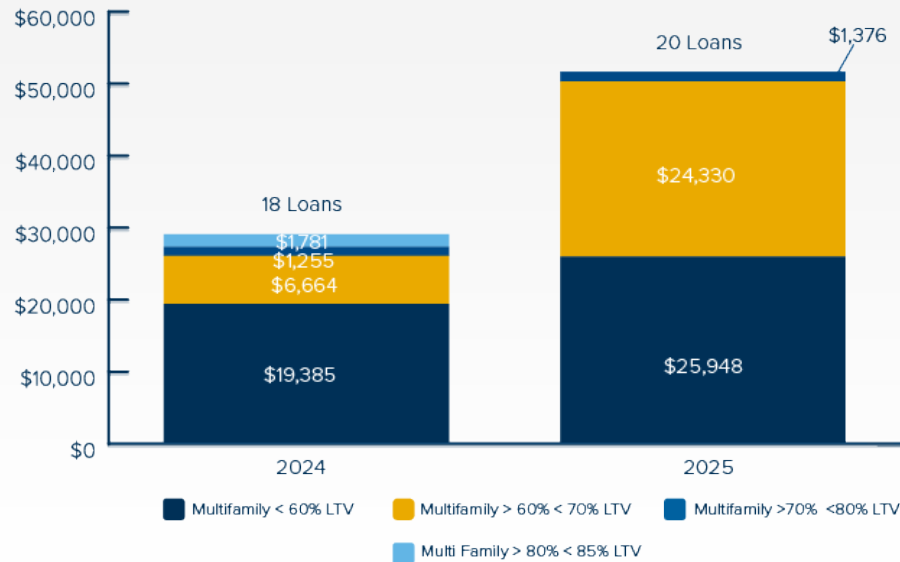


How Esquire Succeeds Boldly

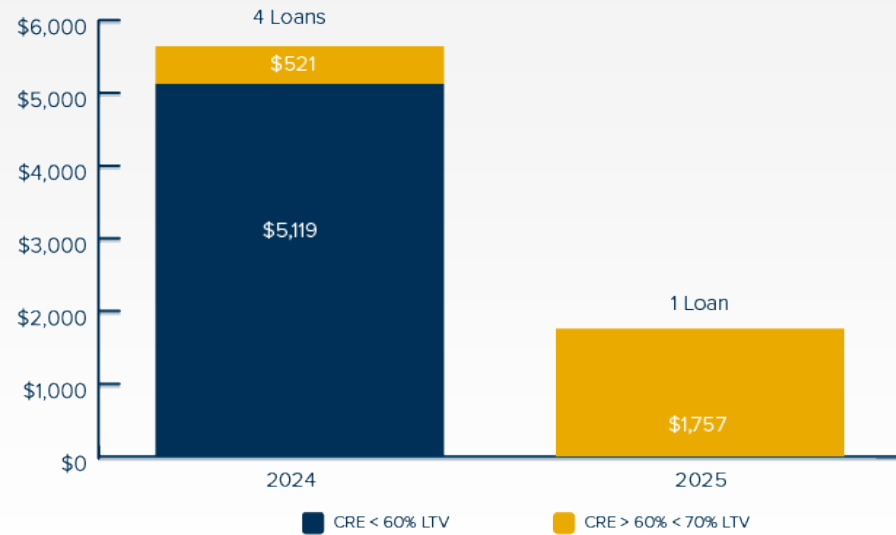
Multifamily & CRE Maturities Through 2025

- ▶ Multifamily loans totaling \$80.7 million mature in 2024 & 2025 with only \$4.4 million, or 5%, having a LTV in excess of 70%
- ▶ Other CRE loans totaling \$7.4 million mature in 2024 & 2025 with no loans in excess of 70% LTV

Multifamily Maturities Stratified by LTV (\$ in thousands)



CRE Maturities Stratified by LTV (\$ in thousands)



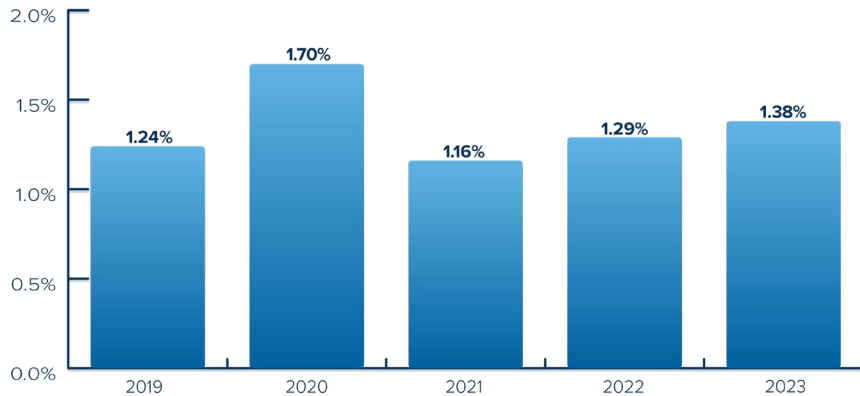


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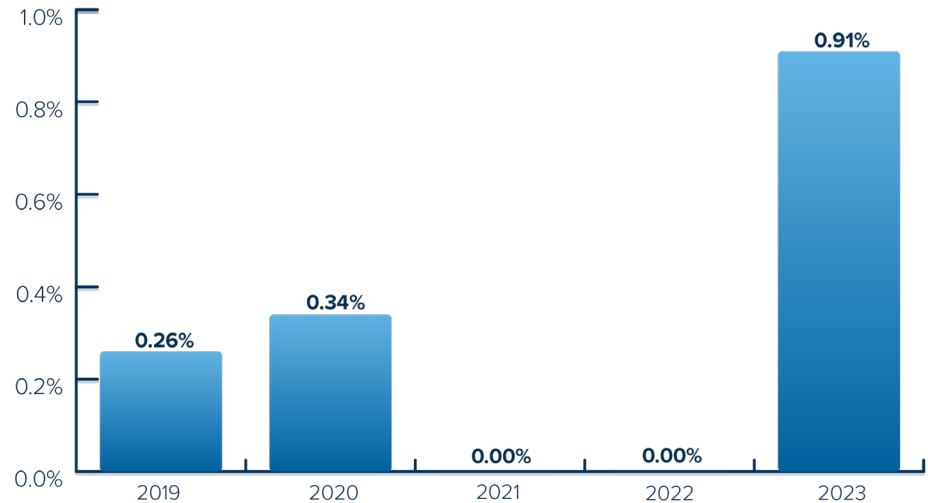
Solid Credit Metrics, Asset Quality and ACL Coverage

at December 31, 2023

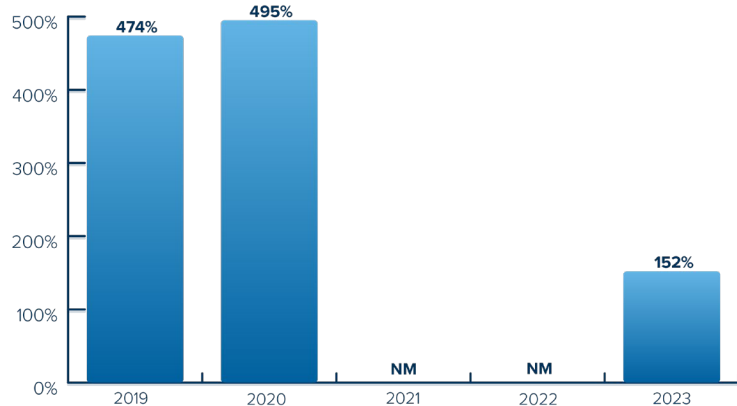
Allowance for Credit Losses/Loans



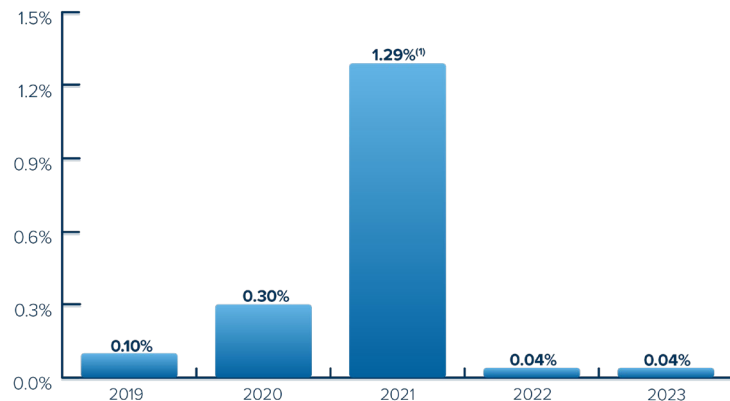
Nonperforming Loans/Loans



Allowance for Credit Losses/Nonperforming Loans



Net Charge-offs/Average Loans



Note – All asset quality metrics are based on our loans held for investment portfolio

(1) NFL consumer loan portfolio - \$9.0 million charge-off.

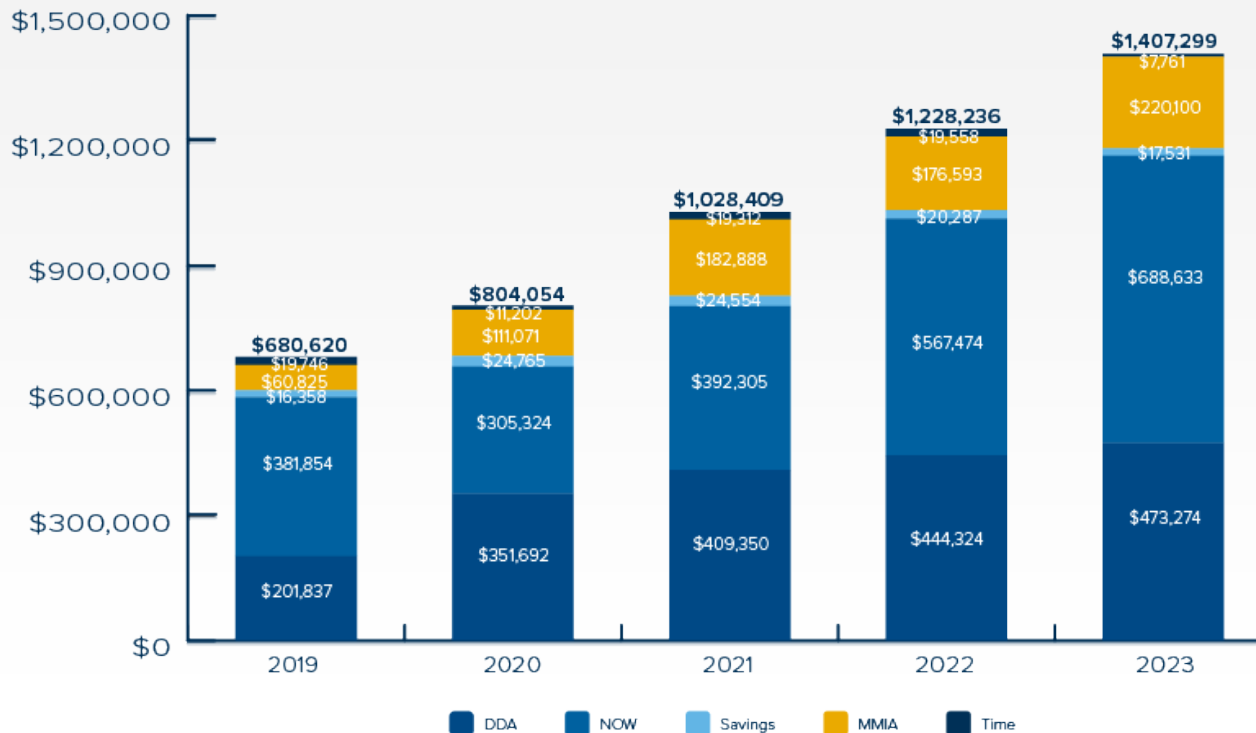


How Esquire *Succeeds Boldly*

Deposit Composition and Growth

- ▶ Our tech enabled deposit platform utilizes our corporate cash management suite of services, creating a highly efficient branchless platform
- ▶ Our overall liquidity position (cash, reverse repos, borrowing capacity, and available reciprocal client sweep balances) totaled \$654 million, or 47% of total deposits, creating a highly liquid and unlevered balance sheet

**Deposit Composition
at December 31, 2023 (\$ in thousands)**



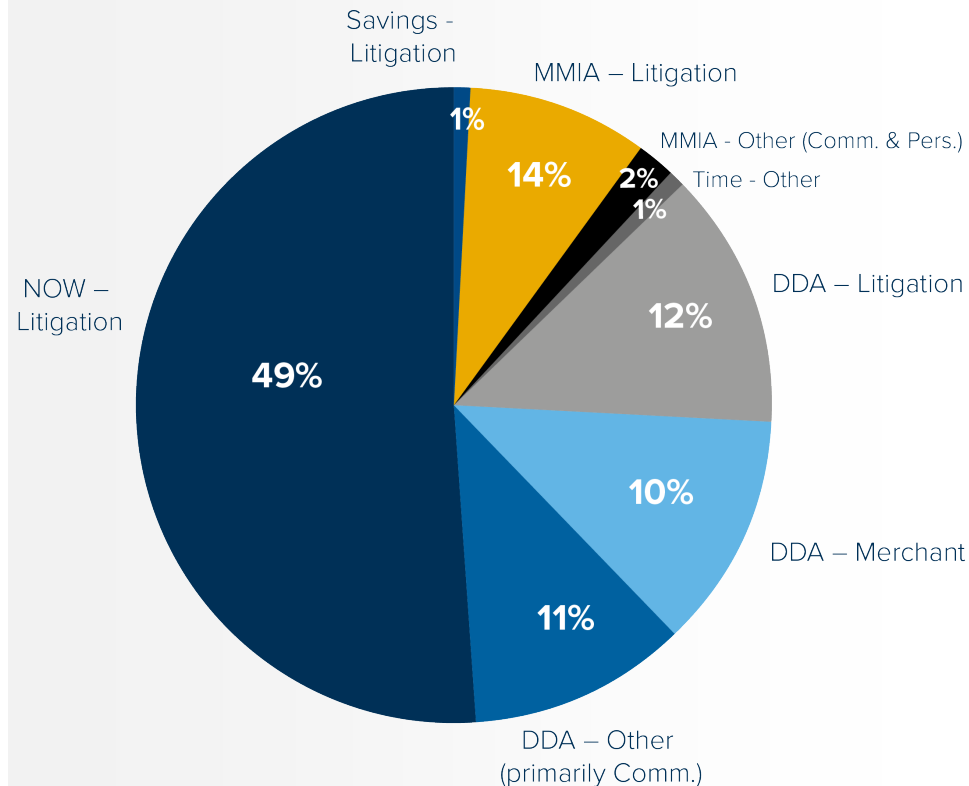


How Esquire Succeeds Boldly

Deposit Composition Details

- ▶ DDA and NOW (escrow funds) deposits total 82% of total deposits, representing stable funding sources in various interest rate scenarios
- ▶ Litigation and payment processing deposits represent 76% and 10% of total deposits at December 31, 2023, respectively
- ▶ Uninsured deposits (excluding \$5.5 million of affiliate deposits) totaled \$382 million, or 27%, of total deposits with approximately 85% representing clients with full relationship banking including, but not limited to, law firm operating accounts, certain balances of escrow accounts, merchant reserves, ISO reserves, ACH processing, and custodial accounts
- ▶ Off-balance sheet sweep funds totaled \$278 million at December 31, 2023, with \$133 million, or 48%, available for additional on-balance sheet liquidity

Deposit Composition at December 31, 2023



*Note: Excludes sweeps totaling \$278 million

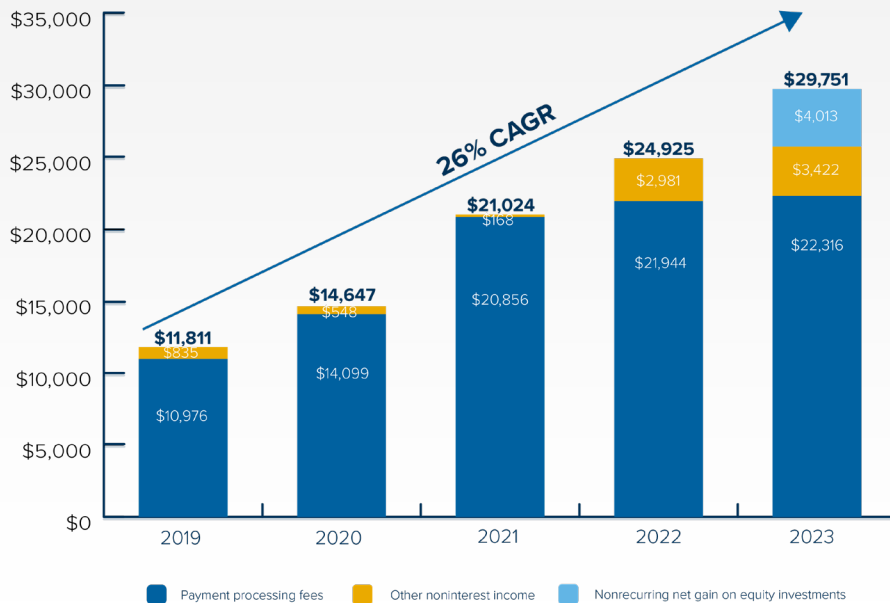


How Esquire Succeeds Boldly

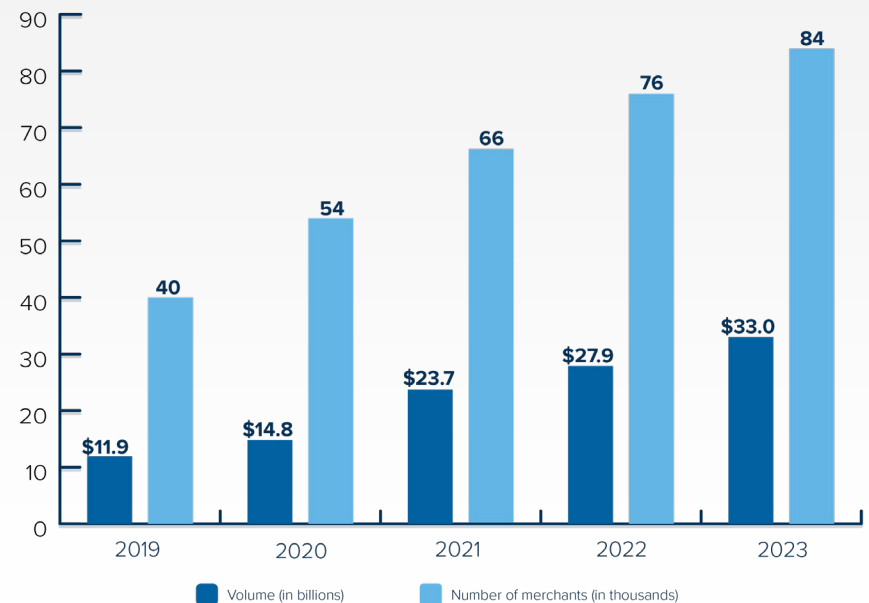
Strong Growth in Stable Noninterest Income at December 31, 2023

- Currently servicing approximately 84,000 merchants across 50 states in our payment processing (merchant acquiring) vertical
- Fee income, primarily payment processing fees, represents 23% of total revenue for the year ended December 31, 2023

Noninterest Income (\$ in thousands)



Payment Processing Volumes & Number of Merchants



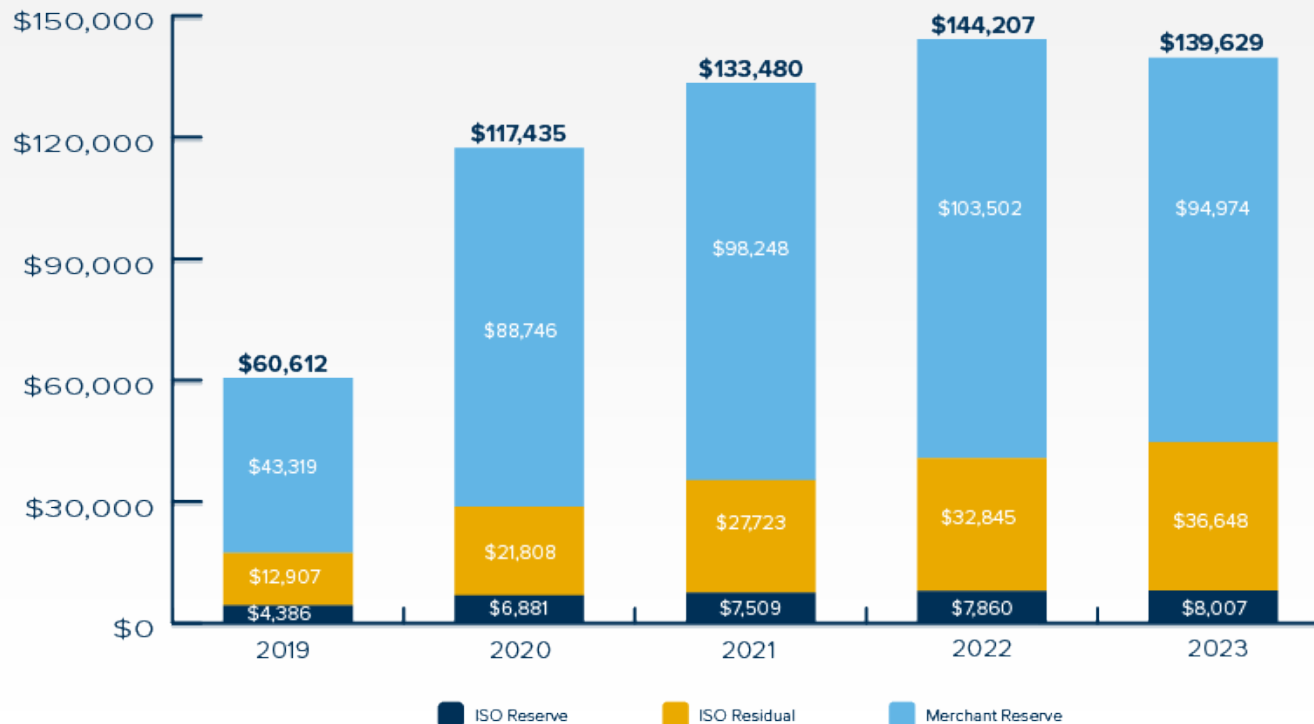


How Esquire Succeeds Boldly

Protecting Our Company with Strong Payment Processing Reserves

at December 31, 2023

ISO and Merchant DDA Reserves
 (\$ in thousands)



Key Highlights

- Strong and stable DDA reserves
- Protecting capital from merchant chargebacks and returns



Why Esquire is Set to *Succeed Boldly*

Significant national markets primed for disruption: **\$443 billion & 100,000+ firms** in the litigation vertical and **\$9.5 trillion and 10+ million merchants** in the payment processing vertical

Tremendous untapped potential: Esquire's current market share is **a fraction** of both national verticals that are primed for disruption by our client-centric & tech-focused institution



We are **thought leaders** in the litigation vertical and provide **C-suite access for ISO flexibility** in the payment processing vertical

Differentiated and positioned for growth: **With industry leading tailored products and state-of-the-art technology** geared towards effective client acquisition



Technology Driving *Bold Success*

Client Centric Technology A Key Driver for Future Growth

Artificial Intelligence*  + a b | e a u

Website  zoominfo  Google Analytics

Marketing  salesforce Marketing Cloud  zoominfo  geopointe
by ascentcloud

Sales  salesforce  zoominfo  geopointe
by ascentcloud

Underwriting  ncino.
 Online Banking  Q2

Onboarding  fiserv.  TSYS™

AI to facilitate precision marketing and exponential customer acquisition across all verticals

Website analytics, data enrichment and thought leadership content marketing

Precision marketing – right offer right time

Sales enablement, pipeline management and forecasting

Underwriting efficiency & risk management / cash management and mobile banking / online applications

Customer onboarding / core banking

- ▶ Partnering with best-in-class software vendors and solutions, with custom development to service all verticals at the bank
- ▶ Proprietary CRM built on Salesforce platform housing all client data touch points from prospect to boarding with a single client view, enabling high volume client acquisition strategies and excellence in client service

* Deployment of AI technologies applicable only to sales and marketing processes and not used as a decisioning tool for loan underwriting processes.



Succeeding Boldly

Contact Information:

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Appendix & Supplemental Disclosure

National Markets – Litigation & Payment Processing Verticals & Non-GAAP Reconciliation



Esquire's *Bold Opportunities*

U.S. Litigation Market A Significant Growth Opportunity

- ▶ U.S. Tort actions are estimated to consume 1.85-2.13% of U.S. GDP* annually or \$443 billion*
- ▶ Esquire does not compete with non-bank finance companies
- ▶ Significant barriers to entry – management expertise, brand awareness, regulatory/compliance, and decades of experience

Key Highlights

- ▶ \$443 billion* Total Addressable Market (“TAM”) in litigation vertical
- ▶ Esquire is a tailored, differentiated brand and thought leader in the litigation market

The Esquire Competitive Advantage

Typically advancing more than traditional banks, on traditional banking terms



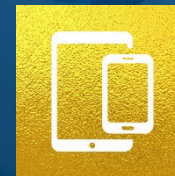
15-Year Industry Track Record



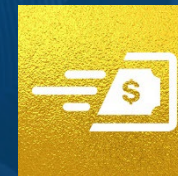
Extensive Litigation Experience In-House



Deep Relationships with Respected Firms Nationally



Daily Resources and Research



Cash Flow Lending Coupled with Borrowing Base or Asset Based Approach

Tailoring unique products other banks do not offer



Digitally Transforming The Business of Law

Aligning Law Firm Case Inventory Lifecycle to Customer Retention



Products

- ▶ Case Cost Loans
- ▶ Working Capital Loans
- ▶ Firm and Partner Acquisition Loans
- ▶ Term Loans to Finance Case Acquisition & Growth
- ▶ Escrow Banking and QSF Settlement Services
- ▶ Plaintiff Banking including Exclusive Prepaid Card Offering

Technology

- ▶ Esquire Insight – Case Management Technology
- ▶ Commercial Cash Management
- ▶ Case Cost Management
- ▶ Online Applications
- ▶ Thought Leadership - Digital Platform and Content



Payment Processing – Current ISO Model

What is an ISO?

ISO Responsibilities

They Do

- ▶ Merchant Vertical and Technology Focus
- ▶ Sales Agent Model
- ▶ Performs Initial Underwriting
- ▶ Boards Merchant to Payment Processing Platform
- ▶ Installation of Merchant Equipment
- ▶ Manage Call Center for Merchant Clients
- ▶ Merchant Risk and PCI Compliance

Bank Responsibilities

We Do

- ▶ Robust Policies
- ▶ Tech Enabled Card Brand and Regulatory Compliance
- ▶ Support Multiple Processing Systems
- ▶ Assess ISO Verticals
- ▶ Re-underwrite Merchant Applications
- ▶ Utilize Industry Leading Risk Management Technology
- ▶ Daily and Month End Risk and Compliance Management
- ▶ Commercial Treasury Function for Merchant Clearing and ISO Cash Management
- ▶ Maintaining and Monitor ISO and Merchant Reserves (DDA)

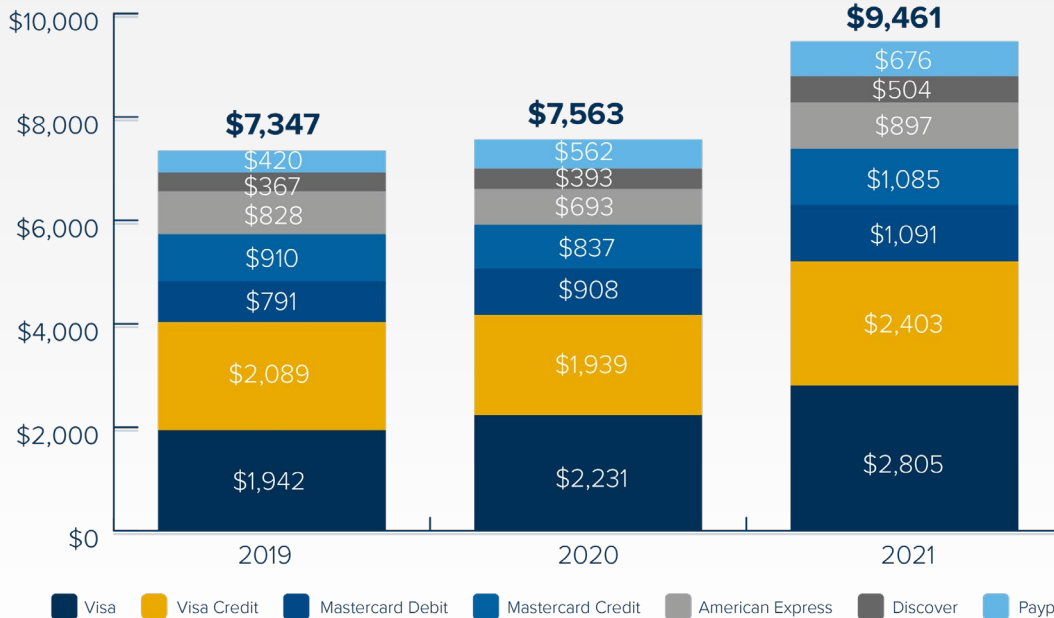


Esquire's *Bold Opportunities*

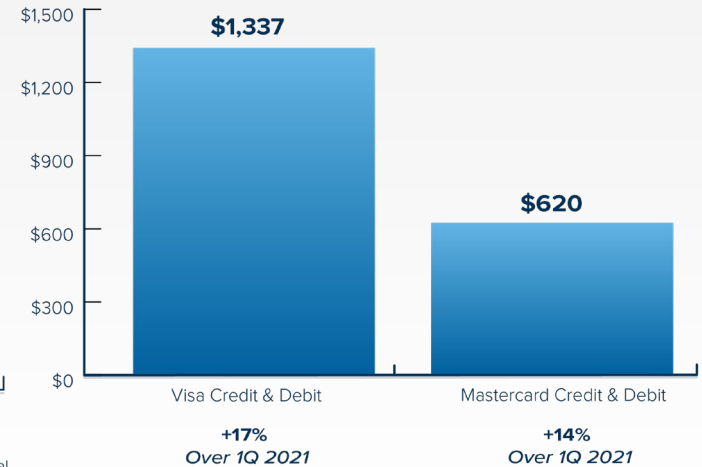
Payment Volume Trends – A Significant Growth Opportunity at December 31, 2021 (\$ in billions)

The payments industry grew nearly 25% from 2020 to 2021 to an estimated total payment volume of **\$9.5 trillion**

2019-2021: +9.7% CAGR



1Q 2022 - Visa & Mastercard Volume & Growth (Billions)



Sources: Company Financial Records, Note: PayPal figures represent PayPal's estimated U.S. percent share of "Total Payment Volume" (TPV). PayPal volume includes volume from a bank account, a PayPal account balance, a PayPal Credit account, a credit or debit card or other stored value products such as coupons and gift cards. As such, some of this volume may be included in other networks as well. PayPal's classification in the payments industry ecosystem is varied/debated as it performs functions attributed to a payment network, an issuer, acquirer, etc., and its financial reporting does not directly align with other payment network reporting structures and methods. Discover volume includes Discover Network and Pulse Network transactions.



Non-GAAP Financial Measure Reconciliation

(all dollars in thousands except per share data)

We believe that these non-GAAP financial measures provide information that is important to investors and that is useful in understanding our financial position, results and ratios. However, these non-GAAP financial measures are supplemental and are not a substitute for an analysis based on GAAP measures. As other companies may use different calculations for this measure, this presentation may not be comparable to other similarly titled measures by other companies.

Adjusted net income, which is used to compute adjusted return on average assets, adjusted return on average equity and adjusted earnings per share, excludes the impact of the recognized loss (gain), net of tax, on the Company's equity investments.

	Three Months Ended			Year Ended	
	December 31,	September 30,	December 31,	December 31,	
	2023	2023	2022	2023	2022
Net income – GAAP	\$ 9,882	\$ 9,837	\$ 9,115	\$ 41,011	\$ 28,518
Less: loss (gain) on equity investments	—	14	—	(4,013)	—
Add: income tax impact	—	(4)	—	1,083	—
Adjusted net income	\$ 9,882	\$ 9,847	\$ 9,115	\$ 38,081	\$ 28,518
Return on average assets – GAAP	2.59 %	2.71 %	2.80 %	2.89 %	2.31 %
Adjusted return on average assets	2.59 %	2.71 %	2.80 %	2.68 %	2.31 %
Return on average equity – GAAP	20.78 %	21.44 %	23.89 %	23.20 %	19.44 %
Adjusted return on average equity	20.78 %	21.46 %	23.89 %	21.54 %	19.44 %
Basic earnings per share – GAAP	\$ 1.28	\$ 1.27	\$ 1.19	\$ 5.31	\$ 3.73
Adjusted basic earnings per share	\$ 1.28	\$ 1.28	\$ 1.19	\$ 4.94	\$ 3.73
Diluted earnings per share – GAAP	\$ 1.18	\$ 1.17	\$ 1.10	\$ 4.91	\$ 3.47
Adjusted diluted earnings per share	\$ 1.18	\$ 1.17	\$ 1.10	\$ 4.56	\$ 3.47



Non-GAAP Financial Measure Reconciliation (Cont'd)

(all dollars in thousands)

The following table presents a reconciliation of efficiency ratio (non-GAAP) and adjusted efficiency ratio (non-GAAP).

	Three Months Ended			Year Ended	
	December 31,	September 30,	December 31,	December 31,	
	2023	2023	2022	2023	2022
Efficiency ratio – non-GAAP ⁽¹⁾	48.0 %	48.7 %	45.3 %	46.8 %	49.8 %
Noninterest expense – GAAP	\$ 13,901	\$ 13,759	\$ 11,371	\$ 53,117	\$ 41,980
Net interest income – GAAP	22,670	21,725	18,339	83,773	59,346
Noninterest income – GAAP	6,266	6,528	6,783	29,751	24,925
Less: loss (gain) on equity investments	—	14	—	(4,013)	—
Adjusted noninterest income – non-GAAP	\$ 6,266	\$ 6,542	\$ 6,783	\$ 25,738	\$ 24,925
Adjusted efficiency ratio – non-GAAP ⁽²⁾	48.0 %	48.7 %	45.3 %	48.5 %	49.8 %

(1) The reported efficiency ratio is a non-GAAP measure calculated by dividing GAAP noninterest expense by the sum of GAAP net interest income and GAAP noninterest income.

(2) The adjusted efficiency ratio is a non-GAAP measure calculated by dividing GAAP noninterest expense by the sum of GAAP net interest income and adjusted noninterest income.



Non-GAAP Financial Measure Reconciliation (Cont'd)

(all dollars in thousands)

The following table presents the adjusted tangible common equity to tangible assets calculation (non-GAAP):

	December 31, 2023
Total assets - GAAP	\$ 1,616,876
Less: intangible assets	—
Tangible assets ("TA") - non-GAAP	<u>1,616,876</u>
Total stockholders' equity - GAAP	\$ 198,555
Less: intangible assets	—
Less: preferred stock	—
Tangible common equity ("TCE") - non-GAAP	198,555
Add: unrecognized losses on securities held-to-maturity, net of tax	(5,717)
Adjusted TCE - non-GAAP	<u>\$ 192,838</u>
Stockholders' equity to assets - GAAP	<u>12.28 %</u>
TCE to TA - non-GAAP	<u>12.28 %</u>
Adjusted TCE to TA - non-GAAP	<u>11.93 %</u>



Non-GAAP Financial Measure Reconciliation (Cont'd)

(all dollars in thousands)

The following table presents the common equity tier 1 capital ratio and the adjusted common equity tier 1 capital ratio:

	December 31, 2023	
Common equity tier 1 ("CET1") capital - Bank	\$	181,162
Less: unrealized losses on securities available-for-sale , net of tax		(13,235)
Less: unrecognized losses on securities held-to-maturity, net of tax		(5,717)
Adjusted CET1 capital - Bank	\$	162,210
Total risk-weighted assets - Bank	\$	1,282,340
CET1 capital ratio ⁽¹⁾		14.13 %
Adjusted CET1 capital ratio ⁽¹⁾		12.65 %

(1) Regulatory capital ratios presented on bank-only basis. The Bank has no recorded intangible assets on the Statement of Financial Condition, and accordingly, tangible common equity is equal to common equity.