# Republic Bancorp, Inc. Finishes 2021 with Fourth Quarter Net Income of \$16.8 Million and Full Year Net Income of \$86.8 Million 

January 28, 2022

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Republic Bancorp, Inc. (NASDAQ: RBCAA), headquartered in Louisville, Kentucky, is the holding company of Republic Bank \& Trust Company (the "Bank").

Louisville, KY - Republic Bancorp, Inc. ("Republic" or the "Company") is pleased to report fourth quarter 2021 net income of $\$ 16.8$ million, resulting in Diluted Earnings per Class A Common Share ("Diluted EPS") of $\$ 0.84$. Full year 2021 net income was $\$ 86.8$ million, a $\$ 3.5$ million, or $4 \%$, increase from the same period in 2020, resulting in return on average assets ("ROA") and return on average equity ("ROE") of $1.38 \%$ and $10.27 \%$.

Logan Pichel, President and CEO of Republic Bank \& Trust Company, commented, "I am very proud of what we accomplished during 2021, as we continue on our mission to enable our clients, Company, associates, and the communities we serve to thrive. Included among our accomplishments for the year were:

- A solid year of earnings in 2021, finishing the year with a $4 \%$ increase in net income over 2020;
- A successful CEO transition due to the continued leadership of our current Executive Chair Steve Trager;
- Pristine credit quality metrics at our Core Bank ${ }^{(1)}$ that continue to place us among the very best banks in the country;
- Continued support for our communities by providing $\$ 210$ million of COVID relief loans and over 5,500 volunteer hours from our associates;
- Enhanced focus on diversity and inclusion;
- Promoted technology and innovation through the expanded use of Interactive Teller Machines to increase hours of service for clients and improve efficiency;
- Generated record earnings in our Warehouse Lending segment;
- Produced the second best year of mortgage banking revenue in our Company's history;
- Grew our noninterest-bearing deposits by another $\$ 100$ million, or 5\%;
- Prudently managed our noninterest expense, with a $2 \%$ year-over-year decrease;
- Effectively transitioned to a flexible work environment that has benefitted our associate recruiting and retention efforts; and
- Positioned our balance sheet for the emerging change in the interest rate environment by paying off our Trust Preferred debt, while maintaining large cash balances on the balance sheet.
"Certainly all of these positive accomplishments during 2021 would not have been possible without our dedicated team members. With that, I'd like to thank all of our associates who continue to deliver best-inclass service, while dealing with the challenges of an unrelenting pandemic. I could not be more proud of the work we do each and every day and look forward to our bright future in 2022 and beyond," concluded Pichel.

The following table highlights Republic's key metrics for the three months and years ended December 31, 2021 and 2020. Additional financial details, including segment-level data, are provided in the financial supplement to this release. The financial supplement may be found as Exhibit 99.2 of the Company's Form 8$K$ filed with the SEC on January 28, 2022 and may also be found within the digital attachment to this release.


NA - Not applicable

## Results of Operations for the Fourth Quarter of 2021 Compared to the Fourth Quarter of 2020

## Core Bank ${ }^{(1)}$

Net income from Core Banking was $\$ 14.0$ million for the fourth quarter of 2021, a $\$ 3.1$ million decrease from the same period in 2020. This decrease primarily reflected an $\$ 8.8$ million decrease in total revenue, with the fourth quarter of 2020 offering a more favorable environment for the Core Bank's net interest income, Paycheck Protection Program ("PPP") fee income, and more significantly, Mortgage Banking income. Partially offsetting the decrease in revenue from the fourth quarter of 2020 to the fourth quarter of 2021 was a $\$ 4.2$ million decrease in noninterest expense and a favorable decline in Provision ${ }^{(2)}$.

Net Interest Income - Core Bank net interest income was $\$ 43.7$ million for the fourth quarter of 2021, a $\$ 6.0$ million, or $12 \%$, decrease from the fourth quarter of 2020. This decrease was driven primarily by the following:

- The Core Bank recognized $\$ 3.1$ million of fees and interest on its PPP $^{(3)}$ portfolio during the fourth quarter of 2021 compared to $\$ 6.0$ million of similar fees and interest during the same period in 2020. The $\$ 2.9$ million decrease in PPP fees and interest primarily reflected the continued wind down of this program and its related benefits. PPP loans repaid during the fourth quarter of 2021 totaled $\$ 73$ million compared to similar repayments of $\$ 127$ million for the same period in 2020.

To facilitate pandemic relief for the communities it serves, the Core Bank originated 3,700 PPP loans totaling $\$ 528$ million during 2020 and another 1,900 PPP loans totaling $\$ 210$ million in early 2021. As of December 31, 2021, net PPP loans of $\$ 56$ million remained on the Core Bank's balance sheet, including $\$ 15$ million in loan balances originated during 2020, $\$ 42$ million in loan balances originated during 2021, and $\$ 1$ million of yet-to-be-earned PPP lender fees reported as a credit offset to these originated balances.

- Including the decline in PPP fees and interest noted in the previous paragraph, Traditional Bank net interest income decreased $\$ 3.4$ million, or $8 \%$, and the Traditional Bank net interest margin decreased 38 basis points to $3.08 \%$. Excluding PPP fees and interest ${ }^{(2)}$, Traditional Bank net interest income
decreased just $1 \%$, or $\$ 450,000$, from the fourth quarter 2020, while the Traditional Bank's net interest margin, declined from $3.27 \%$ for the fourth quarter of 2020 to $2.88 \%$ for the fourth quarter of 2021.

The decline in the net interest income and net interest margin, excluding the impact of PPP, was driven by a continued unfavorable interest rate environment causing the Traditional Bank's yield on interestearning assets to decline without a corresponding offset in the cost of its interest-bearing liabilities.

- While net interest income within the Core Bank's Warehouse segment remained strong by historical standards, it decreased $\$ 2.4$ million, or $29 \%$, from the fourth quarter of 2020 to the fourth quarter of 2021, driven by decreases in both average outstanding balances and net interest margin. Overall average outstanding Warehouse balances declined from $\$ 939$ million during the fourth quarter of 2020 to $\$ 758$ million for the fourth quarter of 2021, as home-mortgage refinancing dipped from all-time record highs during 2020. The Warehouse net interest margin compressed 43 basis points from $3.51 \%$ during the fourth quarter of 2020 to $3.08 \%$ during the fourth quarter of 2021, as competitive forces began driving a decrease to the contractual interest rates on Warehouse lines during the third quarter of 2021.

Committed Warehouse lines-of-credit remained at \$1.4 billion from December 31, 2020 to December 31,2021 , while average usage rates for Warehouse lines were $54 \%$ and $67 \%$, respectively, during the fourth quarters of 2021 and 2020.

The following tables present by reportable segment the overall changes in the Core Bank's net interest income, net interest margin, as well as average and period-end loan balances:

*Includes loans held for sale
NM - Not meaningful
Provision for Expected Credit Loss Expense - The Core Bank's Provision was a net charge of \$337,000 for the fourth quarter of 2021 compared to a net charge of $\$ 1.6$ million for the fourth quarter of 2020. The net charge during the fourth quarter of 2021 was primarily driven by growth in outstanding Warehouse balances from September 30, 2021 to December 31, 2021. The charge to the Provision during the fourth quarter of 2020 primarily reflected pandemic-related concerns over commercial real estate values in the Core Bank's market footprint. As of December 31, 2021, while the Core Bank's credit metrics remained solid, the Company's Allowance ${ }^{(2)}$ remained generally elevated compared to historical levels due to the continued uncertainty caused by the pandemic and the public response to it.

As a percentage of total loans, the Core Bank's Allowance increased from $1.11 \%$ as of December 31, 2020 to $1.18 \%$ as of December 31, 2021. The table below provides a view of the Company's percentage of Allowance-to-total-loans by reportable segment.


The table below presents the Core Bank's credit quality metrics:

| Core Banking Credit Quality Ratios | As of and for the: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarters Ended: |  |  |  | Years Ended: |  |  |
|  | $\begin{gathered} \hline \text { Dec. 31, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Sep. 30, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Jun. 30, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Mar. 31, } \\ 2021 \end{gathered}$ | $\begin{gathered} \hline \text { Dec. 31, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Dec. 31, } \\ 2020 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Dec. 31, } \\ 2019 \\ \hline \end{gathered}$ |
| Nonperforming loans to total loans | 0.47 \% | 0.48 \% | 0.49 \% | 0.49 \% | 0.47 \% | 0.50 \% | 0.54 \% |
|  |  |  |  |  |  |  |  |
| Nonperforming assets to total loans (including OREO) | 0.51 | 0.52 | 0.53 | 0.53 | 0.51 | 0.56 | 0.54 |
|  |  |  |  |  |  |  |  |
| Delinquent loans* to total loans | 0.17 | 0.18 | 0.22 | 0.19 | 0.17 | 0.21 | 0.30 |
|  |  |  |  |  |  |  |  |
| Net charge-offs (recoveries) to average loans | 0.02 | (0.02) | - | 0.03 | 0.01 | 0.03 | 0.11 |
| (Quarterly rates annualized) |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| OREO = Other Real Estate Owned |  |  |  |  |  |  |  |
| *Loans 30-days-or-more past due |  |  |  |  |  |  |  |

Noninterest Income - Core Bank noninterest income was $\$ 12.0$ million during the fourth quarter of 2021, a decrease of $\$ 2.8$ million, or $19 \%$, from the fourth quarter of 2020 . The decrease in noninterest income was driven primarily by the following:

- Mortgage Banking income decreased from $\$ 7.9$ million for the fourth quarter of 2020 to $\$ 3.3$ million for the fourth quarter of 2021. For the fourth quarter of 2021, the Core Bank sold $\$ 155$ million in secondary market loans and achieved an average cash-gain-as-a-percent-of-loans-sold during the quarter of $2.80 \%$. During the fourth quarter of 2020, however, secondary market loan sales were $\$ 242$ million with comparable cash-gain-as-a-percent-of-loans-sold of $4.32 \%$. Favorable market conditions during the fourth quarter of 2020 brought on by the pandemic drove gains-as-a-percent-of-loans-sold to unprecedented record highs for the entire mortgage industry.
- Offsetting the decrease in Mortgage Banking income were increases in Service Charges on Deposits of $\$ 320,000$ and Interchange Income of $\$ 354,000$. These increases largely reflect a rise in consumer spending activity at substantially higher levels than the period of pandemic-driven restricted spending during the fourth quarter of 2020.
- Additionally, Other Income during the fourth quarter of 2021 included $\$ 979,000$ of non-recurring revenue related to the Company's bank owned life insurance.

Noninterest Expense - Core Bank noninterest expense was $\$ 39.2$ million for the fourth quarter of 2021 compared to $\$ 43.5$ million for the fourth quarter of 2020. The decrease in noninterest expense was driven primarily by the following:

- The Core Bank incurred $\$ 2.1$ million in non-recurring early termination penalties upon payoff of $\$ 60$ million of FHLB term advances during the fourth quarter of 2020.
- Bank Franchise Tax expense decreased $\$ 840,000$. As previously reported, Kentucky enacted HB354 in March 2019 and as a result, the Bank transitioned from a capital-based bank franchise tax to corporate income tax on January 1, 2021 for Kentucky state taxes.
- Salaries and Benefits decreased $\$ 649,000$, primarily driven by a $\$ 1.7$ million decrease in incentive compensation expense partially offset by annual merit increases.


## Republic Processing Group ${ }^{(4)}$

The Republic Processing Group ("RPG") reported net income of $\$ 2.8$ million for the fourth quarter of 2021 compared to $\$ 3.3$ million for the same period in 2020 , with a $\$ 1.1$ million negative swing in net loss at RPG's Tax Refund Solutions ("TRS") segment partially offset by a $\$ 631,000$ increase in net income at its Republic Credit Solutions ("RCS") segment.

## Tax Refund Solutions

The TRS segment derives substantially all of its revenues during the first and second quarters of the year and historically operates at a net loss during the second half of the year. TRS recorded a net loss of $\$ 1.3$ million for the fourth quarter of 2021 compared to a net loss of $\$ 164,000$ for the same period in 2020. The following primarily drove the negative swing in TRS's net loss:

- TRS recorded a net credit to the Provision of $\$ 1.2$ million during the fourth quarter of 2021 compared to a net credit of $\$ 2.1$ million for the same period in 2020. These credits primarily reflected recoveries on Easy Advance ("EA") loans charged off during the first six months of the year. While TRS experienced a lower rate of EAs charged-off during the first six months of 2021 than the comparable six months in 2020, it also experienced a lower rate of EA recoveries during the fourth quarter of 2021 than the comparable quarter of 2020. Management believes the higher rate of EAs charged-off through the first six months of 2020 and recovered during the fourth quarter of 2020 was directly related to the impact of the pandemic. TRS ended 2021 with an overall EA loss rate of $2.69 \%$ of total originations compared to $3.36 \%$ for 2020.
- TRS Legal \& Professional expenses increased $\$ 620,000$ from the fourth quarter of 2020 to the same period in 2021 due to its ongoing legal matters associated with the canceled sale of its TRS business.


## Republic Credit Solutions

Net income at RCS increased to $\$ 4.1$ million for the fourth quarter of 2021 from $\$ 3.5$ million for the fourth quarter of 2020. The increase in RCS's net income primarily reflected a $\$ 3.6$ million increase in RCS's revenues partially offset by a $\$ 2.4$ million increase in Provision. Both increases resulted primarily from a $\$ 9$ million rise in outstanding balances for RCS's line-of-credit products from December 31, 2020 to December 31, 2021.

## Total Company Income Taxes

The Company's effective tax rate increased to $15.2 \%$ for the fourth quarter of 2021 compared to $13.9 \%$ for the same period in 2020. The higher effective rate during the fourth quarter of 2021 reflected the Bank's transition from a capital-based bank franchise tax to a Kentucky corporate income tax on January 1, 2021. However, the Company's effective tax rate of $15.2 \%$ for the fourth quarter of 2021 is lower than the effective tax rate for each of the previous quarters of 2021 primarily due to a one-time state specific tax credit recognized in the fourth quarter of 2021.

Republic Bancorp, Inc. (the "Company") is the parent company of Republic Bank \& Trust Company (the "Bank"). The Bank currently has 42 full-service banking centers throughout five states: twenty-eight banking centers in eight Kentucky communities - Covington, Crestview Hills, Florence, Georgetown, Lexington, Louisville, Shelbyville, and Shepherdsville; three banking centers in southern Indiana - Floyds Knobs, Jeffersonville, and New Albany; seven banking centers in six Florida communities (Tampa MSA) - Largo, New Port Richey, St. Petersburg, Seminole, Tampa, and Temple Terrace; two banking centers in two Tennessee communities (Nashville MSA) - Cool Springs and Green Hills; and two banking centers in two Ohio communities (Cincinnati MSA) - Norwood and West Chester. The Bank offers internet banking at www.republicbank.com. The Company has $\$ 6.1$ billion in assets and is headquartered in Louisville, Kentucky. The Company's Class A Common Stock is listed under the symbol "RBCAA" on the NASDAQ Global Select Market.

## Republic Bank. It's just easier here. ${ }^{\circledR}$

## Forward-Looking Statements

This press release contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The forward-looking statements in the preceding paragraphs are based on our current expectations and assumptions regarding our business, the future impact to our balance sheet and income statement resulting from changes in interest rates, the yield curve, the ability to develop products and strategies in order to meet the Company's long-term strategic goals, the economy, and other future conditions, the timing of PPP loan forgiveness, and the impact of the COVID pandemic. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Our actual results may differ materially from those contemplated by forward-looking statements. We caution you therefore against relying on any of these forwardlooking statements. They are neither statements of historical fact nor guarantees or assurances of future performance. Actual results could differ materially based upon factors disclosed from time to time in the Company's filings with the U.S. Securities and Exchange Commission, including those factors set forth as "Risk Factors" in the Company's Annual Report on Form 10-K for the period ended December 31, 2020. The Company undertakes no obligation to update any forward-looking statements, except as required by applicable law.

## Footnotes:

(1) "Core Bank" or "Core Banking" operations consist of the Traditional Banking, Warehouse Lending, and Mortgage Banking segments.
(2) Provision - Provision for Expected Credit Loss Expense

Allowance - Allowance for Credit Losses on Loans
(3) PPP - The U.S. Small Business Administration's $\underline{P a y c h e c k ~} \underline{\text { Protection } \underline{P r o g r a m}, ~}$

The Company earns lender fees and $1.0 \%$ coupon interest on its PPP portfolio. Due to the short-term nature of the PPP, management believes Traditional Bank net interest income excluding PPP fees and interest is a more appropriate measure to analyze the Traditional Bank's net interest income and net interest margin. The following table reconciles Traditional Bank net interest income and net interest margin to Traditional Bank net interest income and net interest margin excluding PPP fees and interest, a non-GAAP measure.

(4) Republic Processing Group operations consist of the Tax Refund Solutions and Republic Credit Solutions segments.

## CONTACT:

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# EARNINGS RELEASE FINANCIAL SUPPLEMENT FOURTH QUARTER 2021 

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## Republic Bancorp, Inc.

## Earnings Release Financial Supplement

## Fourth Quarter 2021

(all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

| Balance Sheet Data | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, 2021 |  | Sep. 30, 2021 |  | Jun. 30, 2021 |  | Mar. 31, 2021 |  | Dec. 31, 2020 |  |
| Assets: |  |  |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 756,971 | \$ | 1,011,247 | \$ | 747,007 | \$ | 984,857 | \$ | 485,587 |
| Investment securities, net of allowance for credit losses |  | 542,045 |  | 543,449 |  | 573,027 |  | 532,443 |  | 580,270 |
| Loans held for sale |  | 52,077 |  | 40,546 |  | 56,833 |  | 79,307 |  | 51,643 |
| Loans |  | 4,496,562 |  | 4,343,806 |  | 4,554,221 |  | 4,666,593 |  | 4,813,103 |
| Allowance for credit losses |  | $(64,577)$ |  | $(63,024)$ |  | $(60,291)$ |  | $(75,336)$ |  | $(61,067)$ |
| Loans, net |  | 4,431,985 |  | 4,280,782 |  | 4,493,930 |  | 4,591,257 |  | 4,752,036 |
| Federal Home Loan Bank stock, at cost |  | 10,311 |  | 10,311 |  | 11,670 |  | 13,153 |  | 17,397 |
| Premises and equipment, net |  | 36,073 |  | 37,499 |  | 38,682 |  | 38,324 |  | 39,512 |
| Right-of-use assets |  | 38,825 |  | 39,257 |  | 40,698 |  | 41,911 |  | 43,345 |
| Goodwill |  | 16,300 |  | 16,300 |  | 16,300 |  | 16,300 |  | 16,300 |
| Other real estate owned ("BOLI") |  | 1,792 |  | 1,845 |  | 1,898 |  | 2,015 |  | 2,499 |
| Bank owned life insurance |  | 99,161 |  | 99,634 |  | 99,008 |  | 68,408 |  | 68,018 |
| Other assets and accrued interest receivable ("OREO") |  | 108,092 |  | 106,764 |  | 104,257 |  | 108,565 |  | 111,718 |
| Total assets | + | 6,093,632 | \$ | 6,187,634 | \$ | 6,183,310 | \$ | 6,476,540 | \$ | 6,168,325 |
|  |  |  |  |  |  |  |  |  |  |  |
| Liabilities and Stockholders' Equity: |  |  |  |  |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing | \$ | 1,990,781 | \$ | 2,086,548 | \$ | 2,062,433 | \$ | 2,276,348 | \$ | 1,890,416 |
| Interest-bearing |  | 2,849,637 |  | 2,861,399 |  | 2,955,145 |  | 2,995,144 |  | 2,842,765 |
| Total deposits |  | 4,840,418 |  | 4,947,947 |  | 5,017,578 |  | 5,271,492 |  | 4,733,181 |
|  |  |  |  |  |  |  |  |  |  |  |
| Securities sold under agreements to |  |  |  |  |  |  |  |  |  |  |
| repurchase and other short-term borrowings ("SSUAR") |  | 290,967 |  | 260,583 |  | 142,895 |  | 175,580 |  | 211,026 |
| Operating lease liabilities |  | 39,672 |  | 40,151 |  | 41,621 |  | 42,854 |  | 44,340 |
| Federal Home Loan Bank advances |  | 25,000 |  | 25,000 |  | 25,000 |  | 25,000 |  | 235,000 |
| Subordinated note |  | - |  | - |  | 41,240 |  | 41,240 |  | 41,240 |
| Other liabilities and accrued interest payable |  | 63,343 |  | 75,296 |  | 69,886 |  | 82,665 |  | 80,215 |
| Total liabilities |  | 5,259,400 |  | 5,348,977 |  | 5,338,220 |  | 5,638,831 |  | 5,345,002 |
|  |  |  |  |  |  |  |  |  |  |  |
| Stockholders' equity |  | 834,232 |  | 838,657 |  | 845,090 |  | 837,709 |  | 823,323 |
| Total liabilities and stockholders' equity | \$ | $\underline{6,093,632}$ | \$ | 6,187,634 | \$ | $\underline{6,183,310}$ | \$ | 6,476,540 | \$ | 6,168,325 |

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## Republic Bancorp, Inc.

## Earnings Release Financial Supplement

## Fourth Quarter 2021 (continued)

(all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

## Average Balance Sheet Data

|  | Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, 2021 |  | Sep. 30, 2021 |  | Jun. 30, 2021 |  | Mar. 31, 2021 |  | Dec. 31, 2020 |  |
| Assets: |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Federal funds sold and other interest-earning deposits | \$ | 848,215 | \$ | 924,859 | \$ | 938,728 | \$ | 510,433 | \$ | 311,584 |
| Investment securities, including FHLB stock |  | 540,227 |  | 555,934 |  | 562,509 |  | 563,985 |  | 610,287 |
| Loans, including loans held for sale |  | 4,385,547 |  | 4,404,270 |  | 4,546,683 |  | 4,745,656 |  | 4,916,968 |
| Total interest-earning assets |  | 5,773,989 |  | 5,885,063 |  | 6,047,920 |  | 5,820,074 |  | 5,838,839 |
|  |  |  |  |  |  |  |  |  |  |  |
| Allowance for credit losses |  | $(63,711)$ |  | $(61,562)$ |  | $(74,258)$ |  | $(66,561)$ |  | $(60,342)$ |
|  |  |  |  |  |  |  |  |  |  |  |
| Noninterest-earning assets: |  |  |  |  |  |  |  |  |  |  |
| Noninterest-earning cash and cash equivalents |  | 137,556 |  | 140,037 |  | 144,327 |  | 249,842 |  | 96,567 |
| Premises and equipment, net |  | 37,055 |  | 38,377 |  | 39,119 |  | 39,185 |  | 40,474 |
| Bank owned life insurance |  | 99,978 |  | 99,386 |  | 97,257 |  | 68,257 |  | 67,867 |
| Other assets |  | 192,755 |  | 187,286 |  | 186,197 |  | 191,497 |  | 187,361 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total assets | \$ | 6,177,622 | \$ | 6,288,587 | \$ | 6,440,562 | \$ | 6,302,294 | \$ | 6,170,766 |

Liabilities and Stockholders' Equity:

| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest-bearing deposits | \$ | 2,857,403 | \$ | 2,908,135 | \$ | 3,020,168 | \$ | 2,909,017 | \$ | 2,977,579 |
| SSUARs |  | 318,785 |  | 242,867 |  | 169,888 |  | 192,669 |  | 220,406 |
| Federal Reserve Paycheck Protection Program Liquidity Facility |  | - |  | - |  | - |  | - |  | - - |
| Federal Home Loan Bank advances |  | 25,000 |  | 25,000 |  | 25,000 |  | 43,167 |  | 88,533 |
| Subordinated note |  | - |  | 40,791 |  | 41,240 |  | 41,240 |  | 41,240 |
| Total interest-bearing liabilities |  | 3,201,188 |  | 3,216,793 |  | 3,256,296 |  | 3,186,093 |  | 3,327,758 |
| Noninterest-bearing liabilities and Stockholders' equity: |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 2,028,910 |  | 2,118,200 |  | 2,226,070 |  | 2,146,036 |  | 1,892,259 |
| Other liabilities |  | 102,694 |  | 104,659 |  | 108,891 |  | 133,953 |  | 127,640 |
| Stockholders' equity |  | 844,830 |  | 848,935 |  | 849,305 |  | 836,212 |  | 823,109 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total liabilities and stock-holders' equity | \$ | 6,177,622 | \$ | 6,288,587 | \$ | 6,440,562 | \$ | 6,302,294 | \$ | 6,170,766 |

Years Ended $\overline{\text { Dec. 31, } 2021 \text { Dec. 31, 2020 }}$

| \$ | 806,811 | \$ | 283,151 |
| :---: | :---: | :---: | :---: |
|  | 555,599 |  | 584,300 |
|  | 4,519,277 |  | 4,796,841 |
|  | 5,881,687 |  | 5,664,292 |
|  | $(66,481)$ |  | $(60,008)$ |
|  | 167,556 |  | 125,904 |
|  | 38,428 |  | 42,991 |
|  | 91,329 |  | 67,264 |
|  | 189,386 |  | 171,422 |

$\xlongequal{\$ 6,301,905} \xlongequal{\$ 6,011,865}$

| $\$$ | $2,923,497$ | $\$$ | $2,913,486$ |
| ---: | ---: | ---: | ---: |
| 231,430 | 204,797 |  |  |
| - | 43,932 |  |  |
| 29,479 | 211,776 |  |  |
| 30,732 |  | 41,240 |  |
| $3,215,138$ | $3,415,231$ |  |  |
|  |  |  |  |
| $2,129,452$ |  | $1,672,442$ |  |
| 112,444 |  |  |  |
|  | 121,466 |  |  |
| 844,871 |  | 802,726 |  |

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## Republic Bancorp, Inc.

## Earnings Release Financial Supplement

## Fourth Quarter 2021 (continued)

(all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

| Income Statement Data | Three Months Ended |  |  |  |  |  |  |  |  |  | Years Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, 2021 |  | Sep. 30, 2021 |  | Jun. 30, 2021 |  | Mar. 31, 2021 |  | Dec. 31, 2020 |  | Dec. 31, 2021 |  | Dec. 31, 2020 |  |
| Total interest income (1) | \$ | 51,379 | \$ | 53,772 | \$ | 51,552 | \$ | 69,557 | \$ | 57,970 | \$ | 226,260 | \$ | 252,258 |
| Total interest expense |  | 1,038 |  | 1,340 |  | 1,511 |  | 1,777 |  | 2,850 |  | 5,666 |  | 19,943 |
| Net interest income |  | 50,341 |  | 52,432 |  | 50,041 |  | 67,780 |  | 55,120 |  | 220,594 |  | 232,315 |
| Provision for expected credit loss expense |  | 2,577 |  | 1,292 |  | $(4,323)$ |  | 15,262 |  | 484 |  | 14,808 |  | 31,278 |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service charges on deposit accounts |  | 3,332 |  | 3,277 |  | 3,071 |  | 2,873 |  | 3,011 |  | 12,553 |  | 11,615 |
| Net refund transfer fees |  | 326 |  | 1,280 |  | 5,921 |  | 12,721 |  | 409 |  | 20,248 |  | 20,297 |
| Mortgage banking income (2) |  | 3,339 |  | 5,280 |  | 4,182 |  | 7,193 |  | 7,879 |  | 19,994 |  | 31,847 |
| Interchange fee income |  | 3,291 |  | 3,263 |  | 3,481 |  | 3,027 |  | 2,917 |  | 13,062 |  | 11,188 |
| Program fees (2) |  | 4,217 |  | 4,530 |  | 3,549 |  | 2,225 |  | 1,846 |  | 14,521 |  | 7,095 |
| Increase in cash surrender value of BOLI |  | 626 |  | 626 |  | 600 |  | 390 |  | 401 |  | 2,242 |  | 1,585 |
| Net losses on OREO |  | (53) |  | (52) |  | (44) |  | (11) |  | (30) |  | (160) |  | (40) |
| Other |  | 1,552 |  | 1,135 |  | 1,093 |  | 619 |  | 703 |  | 4,399 |  | 3,466 |
| Total noninterest income |  | 16,630 |  | 19,339 |  | 21,853 |  | 29,037 |  | 17,136 |  | 86,859 |  | 87,053 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Noninterest expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 26,350 |  | 26,991 |  | 27,410 |  | 29,337 |  | 26,553 |  | 110,088 |  | 106,166 |
| Technology, equipment, and communication |  | 7,161 |  | 7,312 |  | 7,384 |  | 7,043 |  | 7,701 |  | 28,900 |  | 29,128 |
| Occupancy |  | 3,188 |  | 3,195 |  | 3,251 |  | 3,559 |  | 3,546 |  | 13,193 |  | 13,438 |
| Marketing and development |  | 1,080 |  | 1,279 |  | 1,193 |  | 773 |  | 1,261 |  | 4,325 |  | 4,031 |
| FDIC insurance expense |  | 402 |  | 325 |  | 418 |  | 446 |  | 366 |  | 1,591 |  | 1,010 |
| Bank franchise tax expense |  | 209 |  | 338 |  | 454 |  | 328 |  | 975 |  | 1,329 |  | 5,369 |
| Interchange related expense |  | 1,253 |  | 1,275 |  | 1,288 |  | 1,144 |  | 998 |  | 4,960 |  | 4,303 |
| OREO and other repossession expense |  | 2 |  | - |  | 2 |  | (34) |  | 1 |  | (30) |  | 46 |
| Legal and professional fees |  | 1,360 |  | 884 |  | 1,466 |  | 1,214 |  | 734 |  | 4,924 |  | 4,244 |
| FHLB advance prepayment penalties |  | - |  | - |  | - |  | - |  | 2,108 |  | - |  | 2,108 |
| Other |  | 3,580 |  | 2,653 |  | 2,790 |  | 4,001 |  | 3,897 |  | 13,024 |  | 15,614 |
| Total noninterest expense |  | 44,585 |  | 44,252 |  | 45,656 |  | 47,811 |  | 48,140 |  | 182,304 |  | 185,457 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before income tax expense |  | 19,809 |  | 26,227 |  | 30,561 |  | 33,744 |  | 23,632 |  | 110,341 |  | 102,633 |
| Income tax expense |  | 3,004 |  | 6,218 |  | 6,639 |  | 7,691 |  | 3,276 |  | 23,552 |  | 19,387 |
| Net income | \$ | 16,805 | \$ | 20,009 | \$ | 23,922 | \$ | 26,053 | \$ | 20,356 | \$ | 86,789 | \$ | 83,246 |

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## Republic Bancorp, Inc.

## Earnings Release Financial Supplement

## Fourth Quarter 2021 (continued)

(all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

| Selected Data and Ratios | As of and for the Three Months Ended |  |  |  |  |  |  |  |  |  | As of and for the Years Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, 2021 |  | Sep. 30, 2021 |  | Jun. 30, 2021 |  | Mar. 31, 2021 |  | Dec. 31, 2020 |  | Dec. 31, 2021 |  | Dec. 31, 2020 |  |
| Per Share Data: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic weighted average shares outstanding |  | 20,270 |  | 20,508 |  | 20,894 |  | 20,997 |  | 21,037 |  | 20,675 |  | 21,039 |
| Diluted weighted average shares outstanding |  | 20,379 |  | 20,591 |  | 20,949 |  | 21,062 |  | 21,072 |  | 20,757 |  | 21,069 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end shares outstanding: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Class A Common Stock |  | 17,816 |  | 18,040 |  | 18,421 |  | 18,628 |  | 18,697 |  | 17,816 |  | 18,697 |
| Class B Common Stock |  | 2,165 |  | 2,165 |  | 2,166 |  | 2,198 |  | 2,199 |  | 2,165 |  | 2,199 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Book value per share (3) | \$ | 41.75 | \$ | 41.51 | \$ | 41.05 | \$ | 40.22 | \$ | 39.40 | \$ | 41.75 | \$ | 39.40 |
| Tangible book value per share (3) |  | 40.48 |  | 40.26 |  | 39.85 |  | 39.07 |  | 38.27 |  | 40.48 |  | 38.27 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per share ("EPS"): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic EPS - Class A Common Stock | \$ | 0.84 | \$ | 0.99 | \$ | 1.16 | \$ | 1.26 | \$ | 0.98 | \$ | 4.25 | \$ | 4.00 |
| Basic EPS - Class B Common Stock |  | 0.77 |  | 0.90 |  | 1.05 |  | 1.14 |  | 0.89 |  | 3.87 |  | 3.64 |
| Diluted EPS - Class A Common Stock |  | 0.84 |  | 0.99 |  | 1.16 |  | 1.25 |  | 0.98 |  | 4.24 |  | 3.99 |
| Diluted EPS - Class B Common Stock |  | 0.76 |  | 0.90 |  | 1.05 |  | 1.14 |  | 0.89 |  | 3.85 |  | 3.63 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash dividends declared per Common share: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Class A Common Stock | \$ | 0.308 | \$ | 0.308 | \$ | 0.308 | \$ | 0.308 | \$ | 0.286 | \$ | 1.232 | \$ | 1.144 |
| Class B Common Stock |  | 0.280 |  | 0.280 |  | 0.280 |  | 0.280 |  | 0.260 |  | 1.120 |  | 1.040 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Performance Ratios: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Return on average assets |  | 1.09 \% |  | 1.27 \% |  | 1.49 \% |  | 1.65 \% |  | 1.32 \% |  | 1.38 \% |  | 1.38 \% |
| Return on average equity |  | 7.96 |  | 9.43 |  | 11.27 |  | 12.46 |  | 9.89 |  | 10.27 |  | 10.37 |
| Efficiency ratio (4) |  | 67 |  | 62 |  | 64 |  | 49 |  | 67 |  | 59 |  | 58 |
| Yield on average interest-earning assets (1) |  | 3.56 |  | 3.65 |  | 3.41 |  | 4.78 |  | 3.97 |  | 3.85 |  | 4.45 |
| Cost of average interest-bearing liabilities |  | 0.13 |  | 0.17 |  | 0.19 |  | 0.22 |  | 0.34 |  | 0.17 |  | 0.58 |
| Cost of average deposits (5) |  | 0.08 |  | 0.09 |  | 0.10 |  | 0.12 |  | 0.19 |  | 0.10 |  | 0.33 |
| Net interest spread (1) |  | 3.43 |  | 3.48 |  | 3.22 |  | 4.56 |  | 3.63 |  | 3.68 |  | 3.87 |
| Net interest margin - Total Company (1) |  | 3.49 |  | 3.56 |  | 3.31 |  | 4.66 |  | 3.78 |  | 3.75 |  | 4.10 |
| Net interest margin - Core Bank |  | 3.08 |  | 3.25 |  | 3.03 |  | 3.46 |  | 3.48 |  | 3.20 |  | 3.39 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other Information: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| End of period FTEs (6) - Total Company |  | 1,045 |  | 1,052 |  | 1,072 |  | 1,086 |  | 1,094 |  | 1,045 |  | 1,094 |
| End of period FTEs - Core Bank |  | 958 |  | 966 |  | 981 |  | 990 |  | 997 |  | 958 |  | 997 |
| Number of full-service banking centers |  | 42 |  | 42 |  | 42 |  | 42 |  | 42 |  | 42 |  | 42 |

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## Republic Bancorp, Inc.

## Earnings Release Financial Supplement

## Fourth Quarter 2021 (continued)

(all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

Loan Composition and Allowance for Credit Losses on Loans
As of

|  | of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, 2021 |  | Sep. 30, 2021 |  | Jun. 30, 2021 |  | Mar. 31, 2021 |  | Dec. 31, 2020 |  |
| Loan Composition |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Traditional Banking: |  |  |  |  |  |  |  |  |  |  |
| Residential real estate: |  |  |  |  |  |  |  |  |  |  |
| Owner occupied | \$ | 820,731 | \$ | 827,898 | \$ | 852,947 | \$ | 851,869 | \$ | 879,800 |
| Nonowner occupied |  | 306,323 |  | 294,818 |  | 289,290 |  | 271,829 |  | 264,780 |
| Commercial real estate |  | 1,456,009 |  | 1,393,241 |  | 1,389,003 |  | 1,344,394 |  | 1,349,085 |
| Construction \& land development |  | 129,337 |  | 105,968 |  | 95,180 |  | 102,113 |  | 98,674 |
| Commercial \& industrial |  | 340,363 |  | 333,795 |  | 330,302 |  | 312,537 |  | 325,596 |
| Paycheck Protection Program |  | 56,014 |  | 126,271 |  | 250,933 |  | 383,311 |  | 392,319 |
| Lease financing receivables |  | 8,637 |  | 9,427 |  | 9,249 |  | 9,930 |  | 10,130 |
| Aircraft |  | 142,894 |  | 130,398 |  | 121,112 |  | 106,081 |  | 101,375 |
| Home equity |  | 210,578 |  | 215,282 |  | 217,621 |  | 226,280 |  | 240,640 |
| Consumer: |  |  |  |  |  |  |  |  |  |  |
| Credit cards |  | 14,510 |  | 14,781 |  | 14,754 |  | 14,200 |  | 14,196 |
| Overdrafts |  | 683 |  | 753 |  | 717 |  | 474 |  | 587 |
| Automobile loans |  | 14,448 |  | 17,533 |  | 21,190 |  | 25,624 |  | 30,300 |
| Other consumer |  | 1,432 |  | 6,223 |  | 6,796 |  | 7,325 |  | 8,167 |
| Total Traditional Banking |  | 3,501,959 |  | 3,476,388 |  | 3,599,094 |  | 3,655,967 |  | 3,715,649 |
| Warehouse lines of credit |  | 850,550 |  | 750,682 |  | 840,155 |  | 865,844 |  | 962,796 |
| Total Core Banking |  | 4,352,509 |  | 4,227,070 |  | 4,439,249 |  | 4,521,811 |  | 4,678,445 |
|  |  |  |  |  |  |  |  |  |  |  |
| Republic Processing Group: |  |  |  |  |  |  |  |  |  |  |
| Tax Refund Solutions: |  |  |  |  |  |  |  |  |  |  |
| Easy Advances |  | - |  | - |  | - |  | 30,703 |  | - |
| Other TRS loans |  | 50,987 |  | 25 |  | 23 |  | 5,770 |  | 23,765 |
| Republic Credit Solutions |  | 93,066 |  | 116,711 |  | 114,949 |  | 108,309 |  | 110,893 |
| Total Republic Processing Group |  | 144,053 |  | 116,736 |  | 114,972 |  | 144,782 |  | 134,658 |
|  |  |  |  |  |  |  |  |  |  |  |
| Total loans - Total Company | \$ | 4,496,562 | \$ | 4,343,806 | \$ | 4,554,221 | \$ | 4,666,593 | \$ | 4,813,103 |

Allowance for Credit Losses on Loans ("Allowance")

| Traditional Banking | \$ | 49,407 | \$ | 49,487 | \$ | 49,362 | \$ | 49,387 | \$ | 49,699 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Warehouse Lending |  | 2,126 |  | 1,877 |  | 2,100 |  | 2,165 |  | 2,407 |
| Total Core Banking |  | 51,533 |  | 51,364 |  | 51,462 |  | 51,552 |  | 52,106 |
|  |  |  |  |  |  |  |  |  |  |  |
| Tax Refund Solutions |  | 96 |  | - |  | - |  | 16,029 |  | 158 |
| Republic Credit Solutions |  | 12,948 |  | 11,660 |  | 8,829 |  | 7,755 |  | 8,803 |
| Total Republic Processing Group |  | 13,044 |  | 11,660 |  | 8,829 |  | 23,784 |  | 8,961 |
| Total Allowance - Total Company | \$ | 64,577 | \$ | 63,024 | \$ | 60,291 | \$ | 75,336 | \$ | 61,067 |
|  |  |  |  |  |  |  |  |  |  |  |
| Allowance to Total Loans |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Traditional Banking |  | 1.41 \% |  | 1.42 \% |  | 1.37 \% |  | 1.35 \% |  | 1.34 \% |
| Warehouse Lending |  | 0.25 |  | 0.25 |  | 0.25 |  | 0.25 |  | 0.25 |
| Total Core Banking |  | 1.18 |  | 1.22 |  | 1.16 |  | 1.14 |  | 1.11 |
|  |  |  |  |  |  |  |  |  |  |  |
| Tax Refund Solutions |  | 0.19 |  | - |  | - |  | 43.95 |  | 0.66 |
| Republic Credit Solutions |  | 13.91 |  | 9.99 |  | 7.68 |  | 7.16 |  | 7.94 |
| Total Republic Processing Group |  | 9.06 |  | 9.99 |  | 7.68 |  | 16.43 |  | 6.65 |
| Total Company |  | 1.44 |  | 1.45 |  | 1.32 |  | 1.61 |  | 1.27 |

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## Republic Bancorp, Inc.

## Earnings Release Financial Supplement

## Fourth Quarter 2021 (continued)

(all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

| Credit Quality Data and Ratios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, 2021 |  | Sep. 30, 2021 |  | Jun. 30, 2021 |  | Mar. 31, 2021 |  | Dec. 31, 2020 |  | Dec. 31, 2021 |  | Dec. 31, 2020 |  |
| Credit Quality Asset Balances and Net Charge-off ("NCO") Data: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming Assets - Total Company: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans on nonaccrual status | \$ | 20,504 | \$ | 20,252 | \$ | 21,621 | \$ | 22,004 | \$ | 23,548 | \$ | 20,504 | \$ | 23,548 |
| Loans past due 90-days-or-more and still on accrual |  | 48 |  | 691 |  | 723 |  | 517 |  | 47 |  | 48 |  | 47 |
| Total nonperforming loans |  | 20,552 |  | 20,943 |  | 22,344 |  | 22,521 |  | 23,595 |  | 20,552 |  | 23,595 |
| OREO |  | 1,792 |  | 1,845 |  | 1,898 |  | 2,015 |  | 2,499 |  | 1,792 |  | 2,499 |
| Total nonperforming assets | \$ | 22,344 | \$ | 22,788 | \$ | 24,242 | \$ | 24,536 | \$ | 26,094 | \$ | 22,344 | \$ | 26,094 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming Assets - Core Bank: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loans on nonaccrual status | \$ | 20,504 | \$ | 20,252 | \$ | 21,621 | \$ | 22,004 | \$ | 23,548 | \$ | 20,504 | \$ | 23,548 |
| Loans past due 90-days-or-more and still on accrual |  | 1 |  | - |  | - |  | - |  | 5 |  | 1 |  | 5 |
| Total nonperforming loans |  | 20,505 |  | 20,252 |  | 21,621 |  | 22,004 |  | 23,553 |  | 20,505 |  | 23,553 |
| OREO |  | 1,792 |  | 1,845 |  | 1,898 |  | 2,015 |  | 2,499 |  | 1,792 |  | 2,499 |
| Total nonperforming assets | \$ | 22,297 | \$ | 22,097 | \$ | 23,519 | \$ | 24,019 | \$ | 26,052 | \$ | 22,297 | \$ | 26,052 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Delinquent Loans: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Delinquent loans - Core Bank | \$ | 7,430 | \$ | 7,692 | \$ | 9,909 | \$ | 8,560 | \$ | 9,713 | \$ | 7,430 | \$ | 9,713 |
| RPG |  | 6,035 |  | 9,701 |  | 8,809 |  | 6,426 |  | 10,234 |  | 6,035 |  | 10,234 |
| Total delinquent loans - Total Company | \$ | 13,465 | \$ | 17,393 | \$ | 18,718 | \$ | 14,986 | \$ | 19,947 | \$ | 13,465 | \$ | 19,947 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Charge-offs (Recoveries) by Segment: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Traditional Bank | \$ | 175 | \$ | (167) | \$ | (5) | \$ | 382 | \$ | 858 | \$ | 385 | \$ | 1,370 |
| Warehouse Lending loans |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Core Bank loans |  | 175 |  | (167) |  | (5) |  | 382 |  | 858 |  | 385 |  | 1,370 |
| Tax Refund Solutions |  | $(1,263)$ |  | $(2,261)$ |  | 10,256 |  | 13 |  | $(2,067)$ |  | 6,745 |  | 13,265 |
| Republic Credit Solutions |  | 2,119 |  | 989 |  | 518 |  | 673 |  | 686 |  | 4,299 |  | 5,534 |
| RPG |  | 856 |  | $(1,272)$ |  | 10,774 |  | 686 |  | $(1,381)$ |  | 11,044 |  | 18,799 |
| Total NCOs (recoveries) - Total Company | \$ | 1,031 | \$ | $(1,439)$ | \$ | 10,769 | \$ | 1,068 | \$ | (523) | \$ | $\underline{11,429}$ | \$ | 20,169 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Quality Ratios - Total Company: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans to total loans |  | 0.46 \% |  | 0.48 \% |  | 0.49 \% |  | 0.48 \% |  | 0.49 \% |  | 0.46 \% |  | 0.49 \% |
| Nonperforming assets to total loans (including OREO) |  | 0.50 |  | 0.52 |  | 0.53 |  | 0.53 |  | 0.54 |  | 0.50 |  | 0.54 |
| Nonperforming assets to total assets |  | 0.37 |  | 0.37 |  | 0.39 |  | 0.38 |  | 0.42 |  | 0.37 |  | 0.42 |
| Allowance for credit losses to total loans |  | 1.44 |  | 1.45 |  | 1.32 |  | 1.61 |  | 1.27 |  | 1.44 |  | 1.27 |
| Allowance for credit losses to nonperforming loans |  | 314 |  | 301 |  | 270 |  | 335 |  | 259 |  | 314 |  | 259 |
| Delinquent loans to total loans (7) |  | 0.30 |  | 0.40 |  | 0.41 |  | 0.32 |  | 0.41 |  | 0.30 |  | 0.41 |
| NCOs (recoveries) to average loans (annualized) |  | 0.09 |  | (0.13) |  | 0.95 |  | 0.09 |  | (0.04) |  | 0.25 |  | 0.42 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Credit Quality Ratios - Core Bank: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonperforming loans to total loans |  | 0.47 \% |  | 0.48 \% |  | 0.49 \% |  | 0.49 \% |  | 0.50 \% |  | 0.47 \% |  | 0.50 \% |
| Nonperforming assets to total loans (including OREO) |  | 0.51 |  | 0.52 |  | 0.53 |  | 0.53 |  | 0.56 |  | 0.51 |  | 0.56 |
| Nonperforming assets to total assets |  | 0.40 |  | 0.39 |  | 0.42 |  | 0.42 |  | 0.45 |  | 0.40 |  | 0.45 |
| Allowance for credit losses to total loans |  | 1.18 |  | 1.22 |  | 1.16 |  | 1.14 |  | 1.11 |  | 1.18 |  | 1.11 |
| Allowance for credit losses to nonperforming loans |  | 251 |  | 254 |  | 238 |  | 234 |  | 221 |  | 251 |  | 221 |
| Delinquent loans to total loans |  | 0.17 |  | 0.18 |  | 0.22 |  | 0.19 |  | 0.21 |  | 0.17 |  | 0.21 |
| NCOs (recoveries) to average loans (annualized) |  | 0.02 |  | (0.02) |  | - |  | 0.03 |  | 0.07 |  | 0.01 |  | 0.03 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| TRS Easy Advances ('EAs') |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EAs originated | \$ | - | \$ | - | \$ | - | \$ | 250,045 | \$ | - | \$ | 250,045 |  | 387,762 |
| Net (credit) charge to the Provision for EAs |  | $(1,261)$ |  | $(2,242)$ |  | $(5,793)$ |  | 16,019 |  | $(2,206)$ |  | 6,723 |  | 13,033 |
| Net Provision to YTD EAs originated |  | (0.50)\% |  | (0.90)\% |  | (2.32)\% |  | 6.41 \% |  | (0.57)\% |  | 2.69 \% |  | 3.36 \% |
| EAs NCOs (recoveries) | \$ | $(1,261)$ | \$ | $(2,242)$ | \$ | 10,226 | \$ | - | \$ | $(2,206)$ | \$ | 6,723 | \$ | 13,033 |
| EA NCOs (recoveries) to YTD EAs originated |  | (0.50)\% |  | (0.90)\% |  | 4.09 \% |  | -\% |  | (0.57)\% |  | 2.69 \% |  | 3.36 \% |

## Republic Bancorp, Inc. <br> Earnings Release Financial Supplement <br> Fourth Quarter 2021 (continued)

## Segment Data:

Reportable segments are determined by the type of products and services offered and the level of information provided to the chief operating decision maker, who uses such information to review performance of various components of the business (such as banking centers and business units), which are then aggregated if operating performance, products/services, and clients are similar.

As of December 31, 2021, the Company was divided into five reportable segments: Traditional Banking, Warehouse Lending ("Warehouse"), Mortgage Banking, Tax Refund Solutions ("TRS"), and Republic Credit Solutions ("RCS"). Management considers the first three segments to collectively constitute "Core Bank" or "Core Banking" operations, while the last two segments collectively constitute Republic Processing Group ("RPG") operations.

The nature of segment operations and the primary drivers of net revenues by reportable segment are provided below:

| Reportable Segment: |  | Nature of Operations: | Primary Drivers of Net Revenue: |
| :---: | :--- | :--- | :--- |
| Core Banking: |  |  |  |
| Traditional Banking | Provides traditional banking products to clients in its market footprint primarily <br> via its network of banking centers and to clients outside of its market footprint <br> primarily via its digital delivery channels. | Loans, investments, and deposits |  |
| Warehouse Lending | Provides short-term, revolving credit facilities to mortgage bankers across the <br> United States. | Mortgage warehouse lines of credit |  |
| Mortgage Banking | Primarily originates, sells and services long-term, single-family, first-lien <br> residential real estate loans primarily to clients in the Bank's market footprint. | Loan sales and servicing |  |
| Republic Processing Group: |  |  |  |
| Tax Refund Solutions | TRS offers tax-related credit products and facilitates the receipt and payment of <br> federal and state tax refunds through Refund Transfer products. The RPS division <br> of TRS offers general-purpose reloadable cards. TRS and RPS products are <br> primarily provided to clients outside of the Bank's market footprint. | Loans, refund transfers, and prepaid <br> cards. |  |
| Republic Credit Solutions | Offers consumer credit products. RCS products are primarily provided to clients <br> outside of the Bank's market footprint, with a substantial portion of RCS clients <br> considered subprime or near-prime borrowers. | Unsecured, consumer loans |  |

The accounting policies used for Republic's reportable segments are the same as those described in the summary of significant accounting policies in the Company's 2020 Annual Report on Form 10-K. Republic evaluates segment performance using operating income. The Company allocates goodwill to the Traditional Banking segment. Republic generally allocates income taxes based on income before income tax expense unless reasonable and specific segment allocations can be made. The Company makes transactions among reportable segments at carrying value.

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## Republic Bancorp, Inc.

## Earnings Release Financial Supplement <br> Fourth Quarter 2021 (continued)

Segment information for the quarters and years ended December 31, 2021 and 2020 follows:

| (dollars in thousands) | Three Months Ended December 31, 2021 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Core Banking |  |  |  |  |  |  |  | Republic Processing Group |  |  |  |  |  | TotalCompany |  |
|  | Traditional Banking |  | Warehouse Lending |  | Mortgage Banking |  | $\begin{gathered} \hline \text { Total } \\ \text { Core } \\ \text { Banking } \\ \hline \end{gathered}$ |  | TaxRefundSolutions |  | Republic Credit <br> Solutions |  | Total RPG |  |  |  |
| Net interest income | \$ | 37,572 | \$ | 5,831 | \$ | 279 | \$ | 43,682 | \$ | 244 | \$ | 6,415 | \$ | 6,659 | \$ | 50,341 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 2,577 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net refund transfer fees |  | - |  | - |  | - |  | - |  | 326 |  | - |  | 326 |  | 326 |
| Mortgage banking income |  | - |  | - |  | 3,339 |  | 3,339 |  | - |  | - |  | - |  | 3,339 |
| Program fees |  | - |  | - |  | - |  | , |  | 797 |  | 3,420 |  | 4,217 |  | 4,217 |
| Other noninterest income |  | 8,630 |  | 14 |  | 51 |  | 8,695 |  | 53 |  | - |  | 53 |  | 8,748 |
| Total noninterest income |  | 8,630 |  | 14 |  | 3,390 |  | 12,034 |  | 1,176 |  | 3,420 |  | 4,596 |  | 16,630 |
| Total noninterest expense |  | 35,184 |  | 1,060 |  | 2,972 |  | 39,216 |  | 4,379 |  | 990 |  | 5,369 |  | 44,585 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) before income tax expense |  | 10,930 |  | 4,536 |  | 697 |  | 16,163 |  | $(1,792)$ |  | 5,438 |  | 3,646 |  | 19,809 |
| Income tax expense (benefit) |  | 963 |  | 1,043 |  | 153 |  | 2,159 |  | (503) |  | 1,348 |  | 845 |  | 3,004 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net income (loss) | \$ | 9,967 | \$ | 3,493 | \$ | 544 | \$ | 14,004 | \$ | $(1,289)$ | \$ | 4,090 | \$ | 2,801 | \$ | 16,805 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end assets | \$ | 4,717,836 | \$ | 850,703 | \$ | 43,929 | \$ | 5,612,468 | \$ | 371,647 | \$ | 109,517 | \$ | 481,164 | \$ | 6,093,632 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest margin |  | 3.08 \% |  | 3.08 \% |  | NM |  | 3.08 \% |  | NM |  | NM |  | NM |  | 3.49 \% |
| Net-revenue concentration*(dollars in thousands) |  | 69 \% |  | $9 \%$ |  | 5 \% |  | $83 \%$ |  | $2 \%$ |  | 15 \% |  | 17 \% |  | $100 \%$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Three Months Ended December 31, 2020 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Core Banking |  |  |  |  |  |  | Republic Processing Group |  |  |  |  |  | $\begin{gathered} \text { Total } \\ \text { Company } \\ \hline \end{gathered}$ |  |
|  | $\begin{gathered} \text { Traditional } \\ \text { Banking } \\ \hline \end{gathered}$ |  | WarehouseLending |  | Mortgage Banking |  |  |  | TaxRefundSolutions |  | Republic Credit Solutions |  | $\begin{aligned} & \text { Total } \\ & \text { RPG } \\ & \hline \end{aligned}$ |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net interest income | \$ | 40,972 | \$ | 8,242 | \$ | 430 | \$ | 49,644 | \$ | 488 | \$ | 4,988 | \$ | 5,476 | \$ | 55,120 |
| Provision for expected credit loss expense |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 1,731 |  | (165) |  | - |  | 1,566 |  | $(2,050)$ |  | 968 |  | $(1,082)$ |  | 484 |
| Net refund transfer fees |  | - |  | - |  | - |  | - |  | 409 |  | - |  | 409 |  | 409 |
| Mortgage banking income |  | - |  | - |  | 7,879 |  | 7,879 |  | - |  | - |  | - |  | 7,879 |
| Program fees |  | - |  | - |  | - |  | - |  | 620 |  | 1,226 |  | 1,846 |  | 1,846 |
| Other noninterest income |  | 6,905 |  | 17 |  | 50 |  | 6,972 |  | 30 |  | - |  | 30 |  | 7,002 |
| Total noninterest income |  | 6,905 |  | 17 |  | 7,929 |  | 14,851 |  | 1,059 |  | 1,226 |  | 2,285 |  | 17,136 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total noninterest expense |  | 39,311 |  | 898 |  | 3,243 |  | 43,452 |  | 3,925 |  | 763 |  | 4,688 |  | 48,140 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) before income tax expense |  | 6,835 |  | 7,526 |  | 5,116 |  | 19,477 |  | (328) |  | 4,483 |  | 4,155 |  | 23,632 |
| Income tax expense (benefit) |  | (352) |  | 1,694 |  | 1,074 |  | 2,416 |  | (164) |  | 1,024 |  | 860 |  | 3,276 |
| Net income |  | \$ 7,187 |  | 5,832 | \$ | 4,042 | \$ | 17,061 | \$ | (164) | \$ | 3,459 | \$ | 3,295 | $\$ \quad 20,356$ |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end assets |  | \$ 4,750,460 | \$ | 962,692 | \$ | 62,400 | \$ | 5,775,552 |  | \$ 285,612 |  | 107,161 | \$ | 392,773 | $\$ \quad 6,168,325$ |  |
| Net interest margin |  | 3.46 \% |  | 3.51 \% | NM |  |  | 3.48 \% | NM |  | NM |  | NM |  | $3.78 \text { \% }$ |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net-revenue concentration* |  | 66 \% |  | 11 \% |  | 12 \% |  | 89 \% |  | $2 \%$ |  | $9 \%$ |  | 11 \% |  | 100 \% |

[^0]| (dollars in thousands) | Year Ended December 31, 2021 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Core Banking |  |  |  |  |  |  |  | Republic Processing Group |  |  |  |  |  | TotalCompany |  |
|  | Traditional Banking |  | Warehouse Lending |  | Mortgage Banking |  | Total Core Banking |  | Tax Refund Solutions |  | Republic Credit Solutions |  | Total RPG |  |  |  |
| Net interest income | \$ | 157,249 | \$ | 25,218 | \$ | 1,081 | \$ | 183,548 | \$ | 15,837 | \$ | 21,209 | \$ | 37,046 | \$ | 220,594 |
| Provision for expected credit loss expense |  | (38) |  | (281) |  | - |  | (319) |  | 6,683 |  | 8,444 |  | 15,127 |  | 14,808 |
| Net refund transfer fees |  | - |  | - |  | - |  | - |  | 20,248 |  | - |  | 20,248 |  | 20,248 |
| Mortgage banking income |  | - |  | - |  | 19,994 |  | 19,994 |  | - |  | - |  | - |  | 19,994 |
| Program fees |  | - |  | - |  | - |  | - |  | 3,171 |  | 11,350 |  | 14,521 |  | 14,521 |
| Other noninterest income |  | 31,492 |  | 57 |  | 191 |  | 31,740 |  | 356 |  | - |  | 356 |  | 32,096 |
| Total noninterest income |  | 31,492 |  | 57 |  | 20,185 |  | 51,734 |  | 23,775 |  | 11,350 |  | 35,125 |  | 86,859 |
| Total noninterest expense |  | 145,376 |  | 4,210 |  | 12,356 |  | 161,942 |  | 16,344 |  | 4,018 |  | 20,362 |  | 182,304 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before income tax expense |  | 43,403 |  | 21,346 |  | 8,910 |  | 73,659 |  | 16,585 |  | 20,097 |  | 36,682 |  | 110,341 |
| Income tax expense |  | 7,681 |  | 4,962 |  | 1,960 |  | 14,603 |  | 3,964 |  | 4,985 |  | 8,949 |  | 23,552 |
| Net income | \$ | 35,722 | \$ | 16,384 | \$ | 6,950 | \$ | 59,056 | \$ | 12,621 | \$ | 15,112 | \$ | 27,733 | \$ | 86,789 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end assets | \$ | 4,717,836 | \$ | 850,703 | \$ | 43,929 | \$ | 5,612,468 | \$ | 371,647 | \$ | 109,517 | \$ | 481,164 | \$ | 6,093,632 |
| Net interest margin |  | 3.18 \% |  | 3.37 \% |  | NM |  | 3.20 \% |  | NM |  | NM |  | NM |  | 3.75 \% |
| Net-revenue concentration* |  | 61 \% |  | 8 \% |  | 7 \% |  | 76 \% |  | 13 \% |  | 11 |  |  |  | 100 \% |


| (dollars in thousands) | Year Ended December 31, 2020 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Core Banking |  |  |  |  |  |  |  | Republic Processing Group |  |  |  |  |  | $\begin{gathered} \text { Total } \\ \text { Company } \end{gathered}$ |  |
|  | Traditional Banking |  | WarehouseLending |  | Mortgage Banking |  | TotalCoreBanking |  | $\begin{gathered} \text { Tax } \\ \text { Refund } \\ \text { Solutions } \end{gathered}$ |  | Republic Credit <br> Solutions |  | Total RPG |  |  |  |
| Net interest income | \$ | 159,381 | \$ | 25,957 | \$ | 1,362 | \$ | 186,700 | \$ | 22,972 | \$ | 22,643 | \$ | 45,615 | \$ | 232,315 |
| Provision for expected credit loss expense |  | 16,257 |  | 613 |  | - |  | 16,870 |  | 13,189 |  | 1,219 |  | 14,408 |  | 31,278 |
| Net refund transfer fees |  | - |  | - |  | - |  | - |  | 20,297 |  | - |  | 20,297 |  | 20,297 |
| Mortgage banking income |  | - |  | - |  | 31,847 |  | 31,847 |  | - |  | - |  | - |  | 31,847 |
| Program fees |  | - |  | - |  | - |  | - |  | 2,193 |  | 4,902 |  | 7,095 |  | 7,095 |
| Other noninterest income |  | 27,404 |  | 24 |  | 103 |  | 27,531 |  | 283 |  | - |  | 283 |  | 27,814 |
| Total noninterest income |  | 27,404 |  | 24 |  | 31,950 |  | 59,378 |  | 22,773 |  | 4,902 |  | 27,675 |  | 87,053 |
| Total noninterest expense |  | 149,061 |  | 4,387 |  | 10,760 |  | 164,208 |  | 17,514 |  | 3,735 |  | 21,249 |  | 185,457 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before income tax expense |  | 21,467 |  | 20,981 |  | 22,552 |  | 65,000 |  | 15,042 |  | 22,591 |  | 37,633 |  | 102,633 |
| Income tax expense |  | 1,395 |  | 4,721 |  | 4,736 |  | 10,852 |  | 3,323 |  | 5,212 |  | 8,535 |  | 19,387 |
| Net income | \$ | 20,072 | \$ | 16,260 | \$ | 17,816 | \$ | 54,148 | \$ | 11,719 | \$ | 17,379 | \$ | 29,098 | \$ | 83,246 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period-end assets | \$ | 4,750,460 | \$ | 962,692 | \$ | 62,400 | \$ | 5,775,552 | \$ | 285,612 | \$ | 107,161 | \$ | 392,773 | \$ | 6,168,325 |
| Net interest margin |  | 3.42 \% |  | 3.19 \% |  | NM |  | 3.39 \% |  | NM |  | NM |  | NM |  | 4.10 \% |
| Net-revenue concentration* |  | 59 \% |  | 8 \% |  | $10 \%$ |  | 77 \% |  | $14 \%$ |  | 9 |  |  |  | 100 \% |

[^1]
## Republic Bancorp, Inc.

## Earnings Release Financial Supplement

Fourth Quarter 2021 (continued)

## Footnotes:

(1) The amount of loan fee income can meaningfully impact total interest income, loan yields, net interest margin, and net interest spread. The following table presents the Company's loan fees by segment:

| $\underline{\text { (dollars in thousands) }}$ | Three Months Ended |  |  |  |  |  |  |  |  |  | Years Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, 2021 |  | Sep. 30, 2021 |  | Jun. 30, 2021 |  | Mar. 31, 2021 |  | Dec. 31, 2020 |  | Dec. 31, 2021 |  | Dec. 31, 2020 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Traditional Bank excluding PPP fees | \$ | 1,126 | \$ | 1,152 | \$ | 963 | \$ | 895 | \$ | 1,046 | \$ | 4,136 | \$ | 3,301 |
| Traditional Bank - PPP fees |  | 2,850 |  | 5,182 |  | 3,676 |  | 5,757 |  | 4,822 |  | 17,465 |  | 8,569 |
| Warehouse Lending |  | 662 |  | 779 |  | 789 |  | 871 |  | 1,064 |  | 3,101 |  | 3,427 |
| Total Core Bank |  | 4,638 |  | 7,113 |  | 5,428 |  | 7,523 |  | 6,932 |  | 24,702 |  | 15,297 |
| TRS - Easy Advances |  | 43 |  | 76 |  | 294 |  | 12,789 |  | 68 |  | 13,202 |  | 19,671 |
| TRS - Other Loan Fees |  | - |  | - |  | 4 |  | 1,652 |  | - |  | 1,656 |  | 1,375 |
| RCS |  | 5,694 |  | 4,167 |  | 3,568 |  | 3,770 |  | 3,830 |  | 17,199 |  | 18,522 |
| Total RPG |  | 5,737 |  | 4,243 |  | 3,866 |  | 18,211 |  | 3,898 |  | 32,057 |  | 39,568 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total loan fees - Total Company | \$ | 10,375 | \$ | 11,356 | \$ | 9,294 | \$ | 25,734 | \$ | 10,830 | \$ | 56,759 | \$ | 54,865 |

(2) In the ordinary course of business, the Bank originates for sale mortgage loans and consumer loans. Mortgage loans originated for sale are primarily originated and sold into the secondary market through the Bank's Mortgage Banking segment, while consumer loans originated for sale are originated and sold through the RCS segment. Gains on sale of mortgage loans are recorded as a component of Mortgage Banking income. Gains on sale of consumer loans are recorded as a component of Program Fees.

(3) The following table provides a reconciliation of total stockholders' equity in accordance with GAAP to tangible stockholders' equity in accordance with applicable regulatory requirements, a non-GAAP disclosure. The Company provides the tangible book value per share, a non-GAAP measure, in addition to those defined by banking regulators, because of its widespread use by investors as a means to evaluate capital adequacy.

| (dollars in thousands, except per share data) | As of |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, 2021 |  | Sep. 30, 2021 |  | Jun. 30, 2021 |  | Mar. 31, 2021 |  | Dec. 31, 2020 |  |
| Total stockholders' equity - GAAP (a) | \$ | 834,232 | \$ | 838,657 | \$ | 845,090 | \$ | 837,709 | \$ | 823,323 |
| Less: Goodwill |  | 16,300 |  | 16,300 |  | 16,300 |  | 16,300 |  | 16,300 |
| Less: Mortgage servicing rights |  | 9,196 |  | 8,867 |  | 8,335 |  | 7,711 |  | 7,095 |
| Less: Core deposit intangible |  | - |  | - |  | - |  | 53 |  | 189 |
| Tangible stockholders' equity - Non-GAAP (c) | \$ | 808,736 | \$ | 813,490 | \$ | 820,455 | \$ | 813,645 | \$ | 799,739 |
| Total assets - GAAP (b) | \$ | 6,093,632 | \$ | 6,187,634 | \$ | 6,183,310 | \$ | 6,476,540 | \$ | 6,168,325 |
| Less: Goodwill |  | 16,300 |  | 16,300 |  | 16,300 |  | 16,300 |  | 16,300 |
| Less: Mortgage servicing rights |  | 9,196 |  | 8,867 |  | 8,335 |  | 7,711 |  | 7,095 |
| Less: Core deposit intangible |  | - |  | - |  | - |  | 53 |  | 189 |
| Tangible assets - Non-GAAP (d) | \$ | 6,068,136 | \$ | 6,162,467 | \$ | 6,158,675 | \$ | 6,452,476 | \$ | 6,144,741 |
| Total stockholders' equity to total assets - GAAP (a/b) |  | 13.69 \% |  | 13.55 \% |  | 13.67 \% |  | 12.93 \% |  | 13.35 \% |
| Tangible stockholders' equity to tangible assets - Non-GAAP (c/d) |  | 13.33 \% |  | 13.20 \% |  | 13.32 \% |  | 12.61 \% |  | 13.02 \% |
| Number of shares outstanding (e) |  | 19,981 |  | 20,205 |  | 20,587 |  | 20,826 |  | 20,896 |
| Book value per share - GAAP (a/e) | \$ | 41.75 | \$ | 41.51 | \$ | 41.05 | \$ | 40.22 | \$ | 39.40 |
| Tangible book value per share - Non-GAAP (c/e) |  | 40.48 |  | 40.26 |  | 39.85 |  | 39.07 |  | 38.27 |

(4) The efficiency ratio, a non-GAAP measure with no GAAP comparable, equals total noninterest expense divided by the sum of net interest income and noninterest income. The ratio excludes net gains (losses) on sales, calls, and impairment of investment securities.

| (dollars in thousands) | Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31, 2021 |  | Sep. 30, 2021 |  | Jun. 30, 2021 |  | Mar. 31, 2021 |  | Dec. 31, 2020 |  |
| Net interest income - GAAP | \$ | 50,341 | \$ | 52,432 | \$ | 50,041 | \$ | 67,780 | \$ | 55,120 |
| Noninterest income - GAAP |  | 16,630 |  | 19,339 |  | 21,853 |  | 29,037 |  | 17,136 |
| Less: Net gain (loss) on securities |  | (23) |  | (10) |  | (1) |  | (35) |  | (12) |
| Total adjusted income - Non-GAAP (a) | \$ | 66,994 | \$ | 71,781 | \$ | 71,895 | \$ | 96,852 | \$ | 72,268 |
| Noninterest expense - GAAP (b) | \$ | 44,585 | \$ | 44,252 | \$ | 45,656 | \$ | 47,811 | \$ | 48,140 |
| Efficiency Ratio - Non-GAAP (b/a) |  | 67 \% |  | 62 \% |  | $64 \%$ |  | $49 \%$ |  | 67 \% |


| Years Ended |  |  |  |
| :---: | :---: | :---: | :---: |
| Dec. 31, 2021 |  | Dec. 31, 2020 |  |
| \$ | 220,594 | \$ | 232,315 |
|  | 86,859 |  | 87,053 |
|  | (69) |  | 49 |
| \$ | 307,522 | \$ | 319,319 |
| \$ | 182,304 | \$ | 185,457 |
|  | 59 |  | 58 \% |

(5) The cost of average deposits ratio equals annualized total interest expense on deposits divided by total average interestbearing deposits plus total average noninterest-bearing deposits.
(6) FTEs - Full-time-equivalent employees.
(7) The delinquent loans to total loans ratio equals loans 30-days-or-more past due divided by total loans. Depending on loan class, loan delinquency is determined by the number of days or the number of payments past due.

NM - Not meaningful

NA - Not applicable
YTD - Year to date
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[^0]:    *Net revenues represent total net interest income plus noninterest income. Net-revenue concentration equals segment-level net revenue divided by total Company net revenue.

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