



CAPITAL BANCORP, INC.

2Q 2023
Investor Overview

Forward Looking Statements

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Except as otherwise indicated, this presentation speaks as of the date hereof. The delivery of this presentation shall not, under any circumstances, create any implication that there has been no change in the affairs of Capital after the date hereof.

Certain of the information contained herein may be derived from information provided by industry sources. The Company believes that such information is accurate and that the sources from which it has been obtained are reliable. Capital cannot guarantee the accuracy of such information, however, and has not independently verified such information. While Capital is not aware of any misstatements regarding the industry data presented in this presentation, Capital's estimates involve risks and uncertainties and are subject to change based on various factors. Similarly, Capital believes that its internal research is reliable, even though such research has not been verified by independent sources.

This presentation may include certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. These non-GAAP financial measures should not be considered in isolation, and should be considered as additions to, and not substitutes for or superior to, measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of the Company's non-GAAP financial measures as tools for comparison. If included in this presentation, see the Appendix to this presentation for a reconciliation of the non-GAAP financial measures used in (or conveyed orally during) this presentation to their most directly comparable GAAP financial measures.

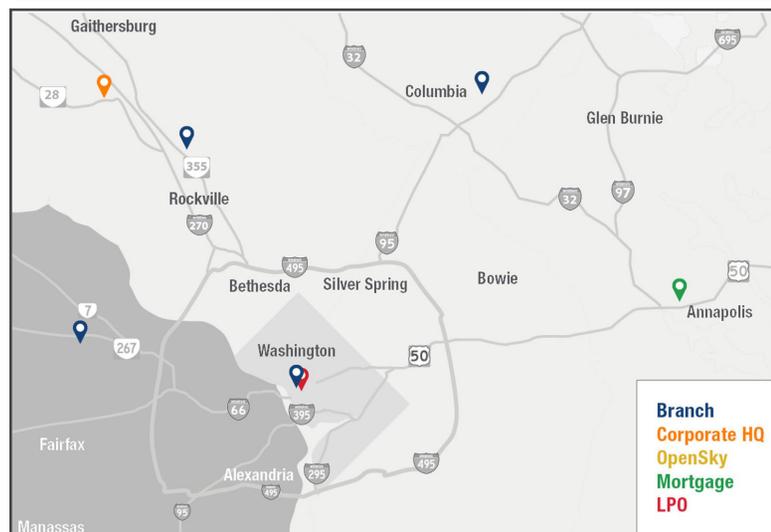
Capital Bancorp, Inc. (NASDAQ-CBNK)

Financial Highlights

Corporate Headquarters - Rockville, MD

Balance Sheet (\$M, except per share amounts)	Unaudited June 30, 2023	QoQ Result ¹	YoY Result
Assets	\$ 2,228	(0.8)%	3.4 %
Portfolio Loans	1,845	2.9 %	14.2 %
Deposits	1,934	(0.5)%	2.4 %
Quarterly Financial Performance			
Earnings per Share, Diluted	\$ 0.52	(23.7)%	(35.3)%
ROAA	1.34 %	-50 bps	-70 bps
ROATCE	12.30 %	-468 bps	-986 bps
Tangible Book Value per Share	\$ 16.98	2.0 %	14.8 %
Efficiency Ratio	70.41 %	573 bps	841 bps
Net Interest Margin	6.63 %	-2 bps	-43 bps
Net Interest Margin, excluding credit cards & SBA-PPP Loans	4.06 %	25 bps	20 bps

Footprint



DC-MD-VA

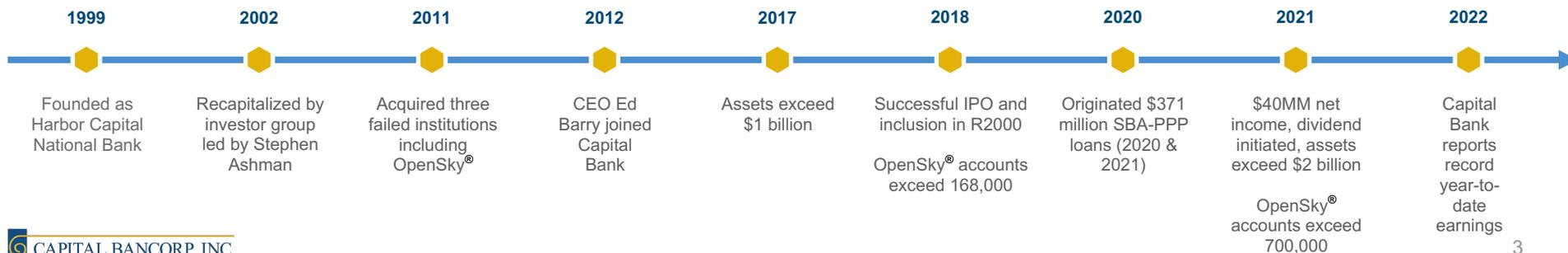


Maryland



Pennsylvania

Corporate Timeline



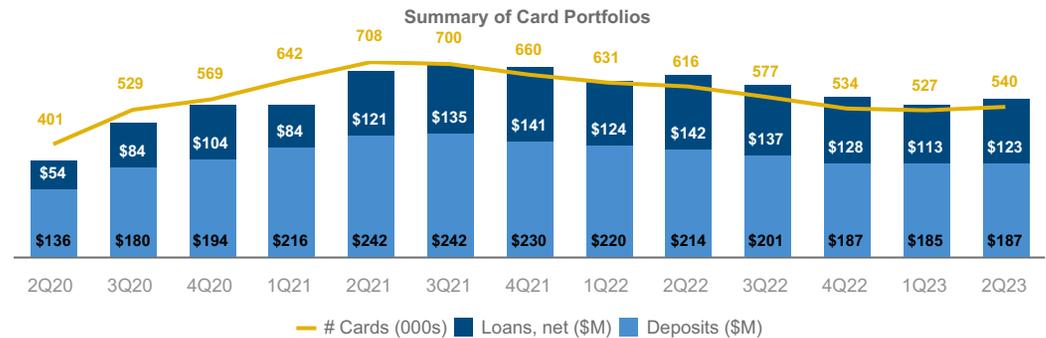
¹ Results comparing current quarter with immediately prior quarter

Digital Challenger Bank with Diversified Lines of Business

Differentiated Go-to-Market Strategy

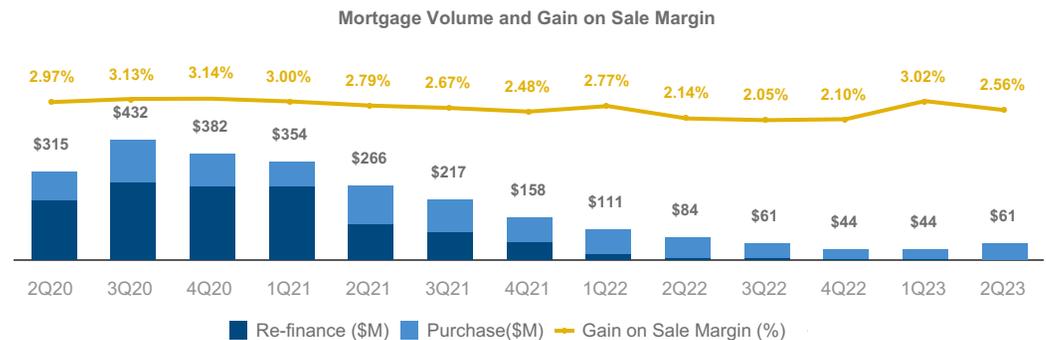
OpenSky® Digital Bank

- Initial lead product - nationwide, secured credit card to help under-banked customers (re)establish their credit
- Secured and unsecured credit card availability to customers
- Building capabilities to cross-sell products and services as card-holders progress on their customer journeys
- Return to normalized card growth after fast expansion during 2020 and 2021.



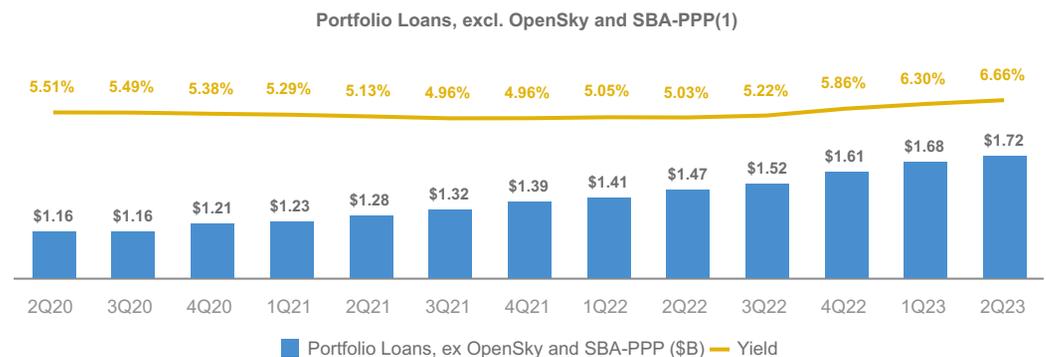
Capital Bank Home Loans

- Increasing interest rates have resulted in steep declines in mortgage origination volumes
- Gain on sale margin returning to normalized levels
- Production team focused on purchase (~93% of volume) and niche products



Capital Bank - Commercial Lending

- Commercial branch-lite model focused on attractive Maryland, D.C. and Northern Virginia markets
- High value-added services generate above-average risk-adjusted loan yields
- Non-interest bearing DDA: 36% of total deposits



Distinctive Investment Opportunity



Track Record of Leveraging Technology to Execute Innovation-Focused Business Plan

- Investments in proprietary technology, data analytics and digital marketing
- Scalable OpenSky[®] and Capital Bank Home Loans infrastructure
- Continued investment and talent acquisitions to bolster innovation capabilities



Growth and Diversified Revenue Generation Drive Superior Profitability

- Organic growth has consistently exceeded community banking peers
- OpenSky[®] drives high non-interest income and provides resiliency during economically stressed periods
- Asset growth and differentiated businesses drive margins, profitability and book value



Experienced Entrepreneurial Management Team

- Experts in their fields combining large bank and community bank skills to scale the business
- Capabilities in data, analytics, marketing and technology
- Significant (>30%) board and management ownership



Operate in Exceptional Market

- The D.C. and Baltimore MSAs comprise one of the largest and wealthiest regions in the U.S
- Opportunities for customer and talent acquisition created by consolidation
- Market historically insulated from economic downturns by federal government presence and provides core profitability to invest in Digital Challenger Bank expansion



Strong Balance Sheet and Robust Capital Positions

- Stable credit performance and track record
- Well-reserved portfolio and robust capital to provide support in economic downturn and finance continued growth

Track Record of Leveraging Technology to Execute Innovation-Focused Business Plan



Data and Analytics

Proprietary data and analytics support consumer and commercial lending



Digital-lead Generation

Fintech partnerships driving growth in mortgage, OpenSky® and deposits



Customer Experience

Investment and partnerships providing enhanced customer experience



Back Office Automation & Fraud Prevention

Technology facilitating gains in operating leverage and fraud prevention

Technology facilitates growth and profitability



- Proprietary technology facilitating acquisition of middle-market customers
- Strategic fintech partnerships driving niche deposit growth
- Internally-developed commercial score tracking micro market performance



- OpenSky® mobile app enabling cost-effective customer acquisition and servicing
- Proprietary data, credit scoring (B-Score), and algorithms improving customer retention with unsecured credit initiative
- NPV models driving product and marketing decisions



- Social media marketing programs efficiently accessing diverse, nationwide customer base
- QuickClose digital mortgage platform reducing costs
- Expense reduction initiatives completed in 2022