

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT  
PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): April 30, 2020

**CAPITAL BANCORP, INC.**  
(Exact name of registrant as specified in its charter)

Maryland  
(State or other jurisdiction of incorporation or organization)

001-38671  
(Commission file number)

52-2083046  
(IRS Employer Identification No.)

2275 Research Boulevard, Suite 600, Rockville, Maryland 20850  
(Address of principal executive offices) (Zip Code)

(301) 468-8848  
Registrant's telephone number, including area code

Not Applicable  
(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligations of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company  x

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  x

Securities registered pursuant to Section 12(b) of the Act:

| Title of Each Class                      | Trading Symbol | Name of Each Exchange on Which Registered |
|--|----------------|---|
| Common Stock, par value \$0.01 per share | CBNK           | NASDAQ Stock Market                       |

**Item 7.01 Regulation FD Disclosure**

The Company is filing an investor presentation (the "Presentation"), which will be used by the management team for presentations to investors and others. A copy of the Presentation is attached hereto as Exhibit 99.1 and incorporated herein by reference. The Presentation is also available on the Company's website at [www.capitalbankmd.com](http://www.capitalbankmd.com).

Information contained herein, including Exhibit 99.1, shall not be deemed filed for the purposes of the Securities Exchange Act of 1934, as amended, nor shall such information and Exhibit be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such a filing.

**Item 9.01. Financial Statements and Exhibits**

99.1 [Capital Bancorp, Inc. March 31, 2020 Financial Review](#)

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**CAPITAL BANCORP, INC.**

By: /s/ Alan W. Jackson  
Name: Alan W. Jackson  
Title: Chief Financial Officer

April 30, 2020

 CAPITAL BANCORP, INC.

CAPITAL  
BANK   
PARTNERS *in* YOUR VISION

Thinking

Ahead

**Ed Barry**  
Chief Executive Officer

**Scot Browning**  
President

**Alan Jackson**  
Chief Financial Officer

March 31, 2020 Financial Review

The statements contained in this presentation that are not historical facts are forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects on Capital Bancorp, Inc. (the "Company" or "Capital") including, without limitation, plans, strategies and goals, and statement about the Company's expectations regarding revenue and asset growth, financial performance and profitability, loan and deposit growth, yields and returns, loan diversification and credit management, and shareholder value creation. These statements are often, but not always, made through the use of words or phrases such as "outlook," "believe," "expects," "potential," "continues," "may," "will," "could," "should," "seeks," "projects," "can," "ongoing," "approximately," "predicts," "intends," "plans," "estimates," "anticipates" or the negative version of those words or other comparable words. Such statements involve inherent risks and uncertainties, many of which are difficult to predict and are generally beyond the control of the Company. The inclusion of or reference to forward-looking information in this presentation should not be regarded as a representation by Capital Bancorp or any other person that the future plans, estimates or expectations contemplated by the Company will be achieved. Any or all of the forward-looking statements in (or conveyed or otherwise made in connection with) this presentation may turn out to be inaccurate. Accordingly, you are cautioned not to place undue reliance on forward-looking statements and that any such forward-looking statements are not guarantees of future performance and are subject to certain risks, uncertainties and assumptions that are difficult to predict. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the expected results expressed or implied by such forward-looking statements. Further, given its ongoing and dynamic nature, it is difficult to predict the full impact of the COVID-19 outbreak on our business. The extent of such impact will depend on future developments, which are highly uncertain, including when the coronavirus can be controlled and abated and when and how the economy may be reopened. As the result of the COVID-19 pandemic and the related adverse local and national economic consequences, we could be subject to any of the following risks, any of which could have a material, adverse effect on our business, financial condition, liquidity, and results of operations: the demand for our products and services may decline, making it difficult to grow assets and income; if the economy is unable to substantially reopen, and high levels of unemployment continue for an extended period of time, loan delinquencies, problem assets, and foreclosures may increase, resulting in increased charges and reduced income on collateral for loans, especially real estate, may decline in value, which could cause loan losses to increase; our allowance for loan losses may increase if borrowers experience financial difficulties, which will adversely affect our net income; the net worth and liquidity of loan guarantors may decline, impairing their ability to honor commitments to us; result of the decline in the Federal Reserve Board's target federal funds rate to near 0%, the yield on our assets may decline to a greater extent than the decline in our cost of interest-bearing liabilities, reducing our net interest margin and spread and reducing net income; our cyber security risks are increased as the result of an increase in the number of employees working remotely; and Federal Deposit Insurance Corporation premiums may increase if the agency experience additional resolution costs. Additional factors could cause actual results to differ materially from those expressed in the forward-looking statements are discussed in the 2019 Annual Report on Form 10-K of Capital Bancorp, Inc. filed with the Securities and Exchange Commission ("SEC") and available at the SEC's Internet site (<http://www.sec.gov>). Unless otherwise required by law, Capital Bancorp also disclaims any obligation to update its view of any such risks or uncertainties or to announce publicly the result of any revisions to the forward-looking statements made in this presentation.

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 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 includes 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 comparables 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. 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.

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# Capital Bancorp, Inc. (NASDAQ - CBNK)

## Franchise Highlights

### Corporate Headquarters - Rockville, MD

| <b>Balance Sheet</b> (\$M, except per share amounts) | Unaudited<br>March 31, 2020 | Quarter Result |
|--|-----------------------------|----------------|
| Assets   | \$ 1,508                    | ↑ 5.6 % QoQ    |
| Loans  | 1,188                       | ↑ 1.4 % QoQ    |
| Deposits   | 1,303                       | ↑ 6.3 % QoQ    |

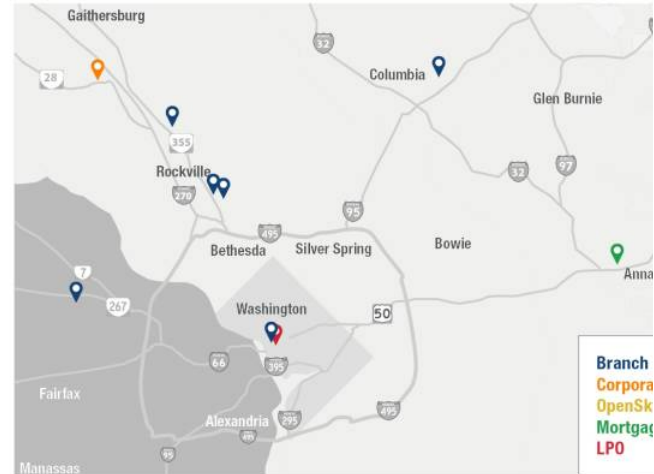
### Quarterly Financial Performance

|                               |         |               |
|-------------------------------|---------|---------------|
| Earnings per Share, Diluted   | \$ 0.21 | ↓ (42.1)% QoQ |
| ROAA                          | 0.84 %  | ↓ (42.9)% QoQ |
| ROATCE                        | 8.59 %  | ↓ (43.9)% QoQ |
| Tangible Book Value per Share | \$ 9.85 | ↑ 2.6 % QoQ   |
| Efficiency Ratio              | 73.53 % | ↓ 343 bps     |
| Net Interest Margin           | 5.16 %  | ↓ -16 bps     |

## Corporate Timeline



## Footprint



Maryland

Pennsylvania



## Response to COVID-19

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### Protecting Employees

- Transition of 94% of employees to remote work environment supported by investments in systems and infrastructure
- Regular virtual Town Hall meetings to inform and engage employees
- Adopted new operating procedures and adjusted branch hours to keep employees and clients safe
- Supplemental compensation for front-line employees
- Daily executive committee meetings to monitor and react to pandemic

### Servicing Clients

- Proactive outreach to clients to determine impact of COVID-19 and offer practical support and relief
- Processed and obtained approval for 597 Paycheck Protection Program loans totaling \$172.6 million with an estimated 17,000 jobs protected
- Granted modifications on 229 loans totaling \$150.8 million in outstanding principal
- Branch-lite model supported reduction in branch hours and closure of some locations without sacrificing our ability to service our customers
- Tech resources mobilized to help establish clients in remote operations



## Investment Opportunity

### Operate in Exceptional Markets

- The Washington, D.C. and Baltimore, MD MSAs make up one of the large 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

### Entrepreneurial Management Team

- Experts in their fields combining large bank and community bank skills
- Capabilities in data, analytics, marketing and technology
- Significant board and management ownership

### Consistently High Performing Community Bank

- Profitability has consistently exceeded community banking peers
- Entrepreneurial culture with a disciplined strategic approach
- Strong organic balance sheet

### Innovation Driven, Fee Based Businesses

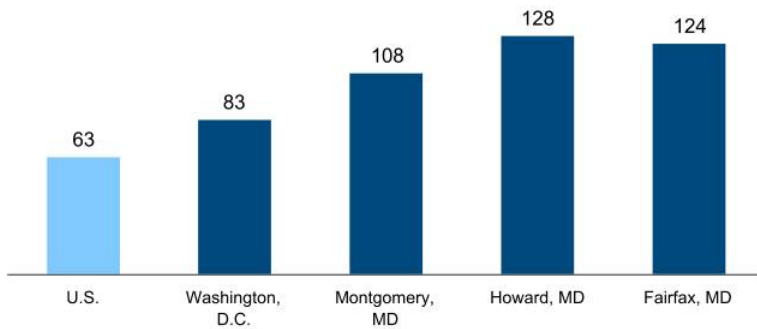
- Secured credit card and mortgage divisions drive high fee income and provide resiliency during economically stressed periods
- Investments in proprietary technology, data analytics and digital marketing
- Scalable OpenSky® and Capital Bank Home Loans infrastructure

### Strong Balance Sheet and Capital Positions

- Abundant capital to provide support in economic downturn and finance continued growth
- Superior asset quality with limited exposure to at risk industries

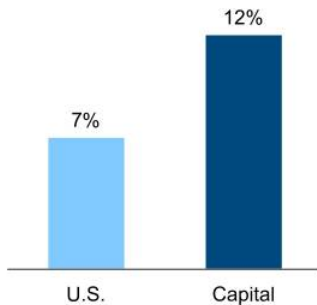
# Exceptional Markets

## Median Household Income by County (\$000)

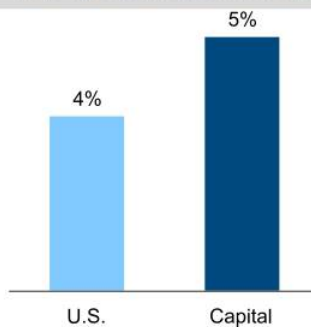


## Growth of Capital Bank Cities of Operation<sup>(2)</sup>

### Pop. Growth 2010-Current



### Est. Pop. Growth Next Five Years



## Washington, D.C. – Baltimore, MD Market

- Recent M&A in market creating disruption and creating opportunities to acquire talent and customers
- Total population of more than 9.1 million
- Includes the four wealthiest counties in the U.S. (as measured by median HH income)
- Combined GDP of \$722 billion (would rank 3<sup>rd</sup> nationally among U.S. MSAs)
- Washington D.C. MSA added 52,300 jobs between Oct 2018 and Oct 2019<sup>(1)</sup>
- Approximately 45% of the combined population of the Washington, DC and Baltimore, MD MSAs has a college degree
- Home to 15 companies from the 2017 Fortune 500 list and 5 of the U.S.'s large 100 private companies, including the most recently, Amazon's HQ2
- Significant opportunity to take market share from large, out of market players: Top 6 banks in both Washington, D.C. and Baltimore, MD MSAs are \$50B+ institutions

Source: S&P Global Market Intelligence, Bureau of Labor Statistics and GMU Center for Regional Analysis.

<sup>1</sup> Data is not seasonally adjusted.

<sup>2</sup> Represents aggregate population growth of Capital's cities of operation. Cities of operation defined as cities where the Company has a full service branch location.

<sup>3</sup> Determined as the percentage of the population with a bachelor's degree or higher.

## Experienced Management Team



**Edward F. Barry**  
*Chief Executive Officer*  
 Joined 2012

- Prior to joining Capital Bank, Mr. Barry held senior positions at Capital One Bank of America, and E&Y/Capgemini where he held a variety of roles primarily focus marketing, data, analytics and strategy
- Recognized in 2017 as E&Y's Entrepreneur of the Year, Mid-Atlantic Region<sup>(1)</sup>



**Scot R. Browning**  
*President*  
 Joined 2002

- Currently oversees the commercial lending department and commercial loan portfolio which has grown from \$13.7 million to over \$1.1 billion during his tenure
- Over 30 years of banking experience primarily in commercial lending
- Prior leadership roles with United Bank, F&M Bank Allegiance and Century Nat Bank



**Alan W. Jackson**  
*Chief Financial Officer*  
 Joined 2017

- Mr. Jackson has more than 30 years of financial services experience including previously serving as CFO of two publicly traded banks
- Prior to joining Capital Bank, Mr. Jackson was a Senior Managing Director with and spent 5 years with Banker's Dashboard & S&P Global Market Intelligence



**Karl Dicker**  
*Chief Operating Officer*  
 Joined 2018

- Prior to joining Capital Bank, Mr. Dicker spent 16 years with Capital One Bank as Senior Vice President where he led Treasury Management Strategy, Marketing Analytics and served as Head of Enterprise Payments
- Key experience also includes core system and CRM implementations, sales enablement, banking innovation, data and analytics

<sup>(1)</sup> Financial Services category.

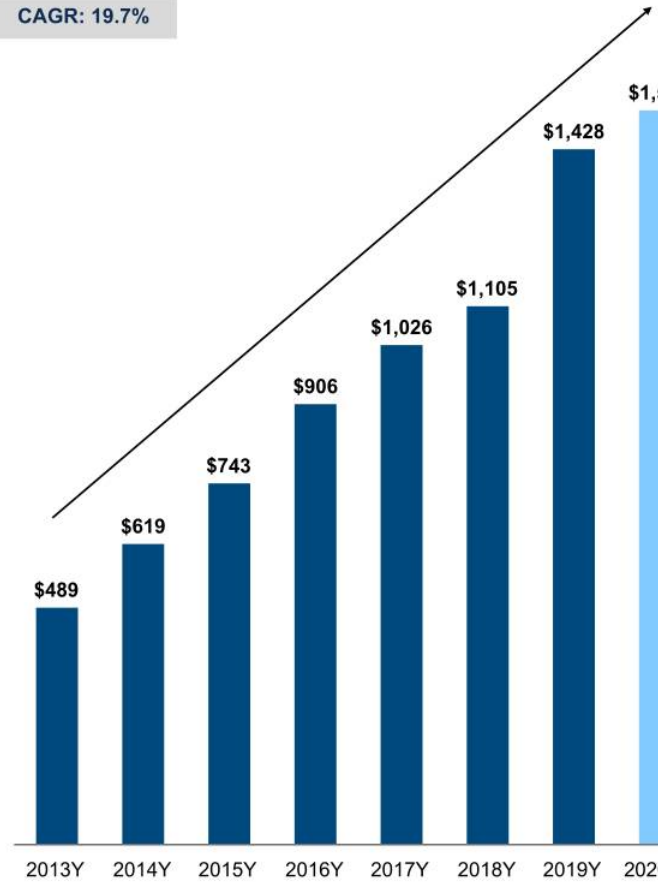
## Unique Strategy Consistently Drives Performance

### Disciplined Business Strategy

- **Deliver premium, advice-based solutions to our customers**
- **Leverage technology to differentiate products and services through customization**
- **Instill a sales-focused, entrepreneurial culture**

### Total Assets (\$M)

CAGR: 19.7%





# Diversified Lines of Business

## Commercial Banking

- Approximately \$1.4 billion of assets
- Provide sophisticated advice and exceptional client service
- Target customers with complex financial needs
- Loan officers are trusted advisors to their clients
- Value proposition proven by significantly greater than peer loan yield with comparable risk

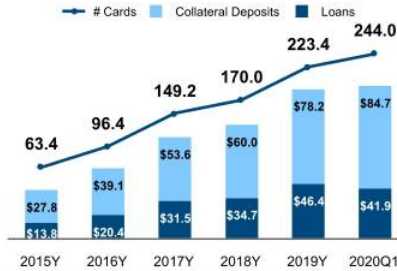
### Loans Held for Investment (\$M)



## OpenSky® Secured Credit Card

- \$41.9 million loan portfolio secured by \$84.7 million in deposits
- Credit related consumer product secured by deposits
- High yield plus fee income and significant NIB deposits
- Differentiated business line
- Originated nationwide through digital channels
- Proprietary web/mobile origination platform

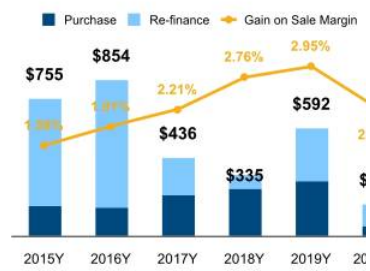
### Summary of Card Portfolios



## Residential Mortgage Origination

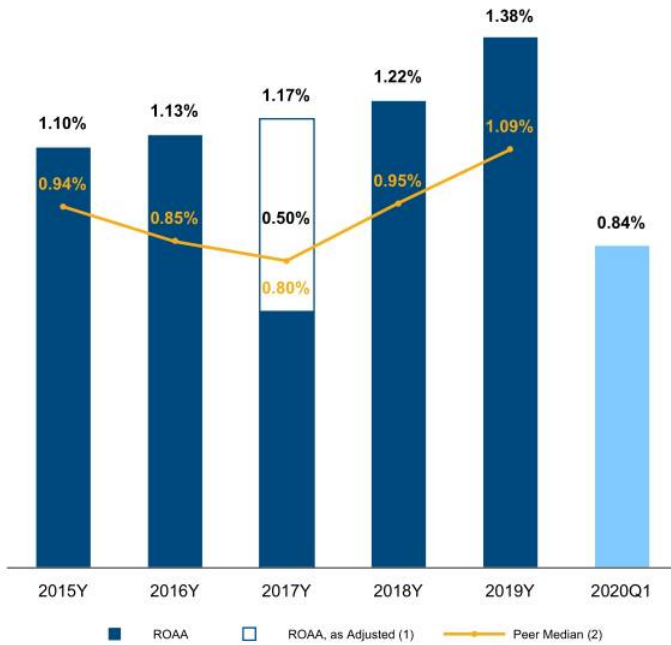
- 2.21% QTD GOS margin
- 33% QTD purchase volume
- MD, VA and DC comprise of origination volume
- Recent hires focused on purchased money origination and niche products

### Mortgage Volume (\$M) & Gain on Sale

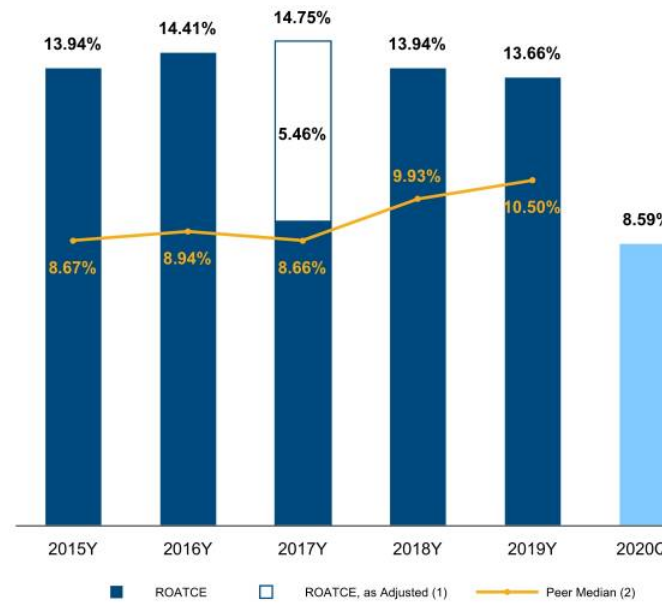


# Consistently High Performing

## ROAA (%) vs. Peer



## ROATCE (%) vs. Peer



Note - Quarterly returns are annualized.

2017 earnings impacted by \$2.3 million of pre-tax, one-time data processing conversion costs, \$2.4 million of pre-tax, non-recurring forgone interest and fees and a \$1.4 million deferred tax asset revaluation.

(1) ROAA, as Adjusted and ROATCE, as Adjusted are non-GAAP measures and exclude \$4.2 million of non-recurring charges and lost revenue. Please refer to the non-GAAP schedules included in the Appendix to this presentation for a reconciliation of this measure.

(2) Peer group consists of: EGBN, SASR, SONA, JMSB, HBMD, TCFC and FVCB. Peer data per S&P Global Market Intelligence.

## Leveraging the Power of Technology

### Internally Developed Technology Solutions

- In-house development team
- Apollo customer acquisition system developed for OpenSky® provides automated work flows for digital account applications processes
- In-house staff participates in business development calls and designs bespoke technology solutions for customers to enhance their operational efficiency
- Proprietary data warehouse built to run analytics and identify opportunities

### Proprietary Business Analytics

- OpenSky®:
  - Proprietary customer behavior scoring (B-Score)
  - Algorithmic, selective credit line increases (CLIP program)
  - Net present value driven models drive product and marketing decisions
- Internally developed commercial credit stress testing that tracks micro market performance

### Web and Mobile Enabled Platforms

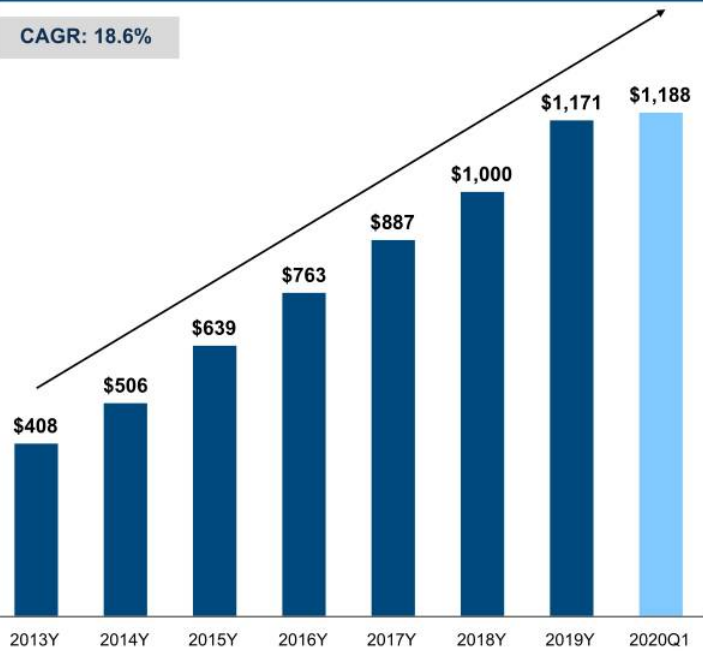
- Social media driven OpenSky® and mortgage marketing programs
- User-friendly OpenSky® mobile application; 83% of applications are submitted or mobile devices using a digital platform
- Online marketing campaigns are closely tracked and analyzed to assess efficacy and ensure commercial effectiveness
- QuickClose digital mortgage platform launched in fourth quarter 2018



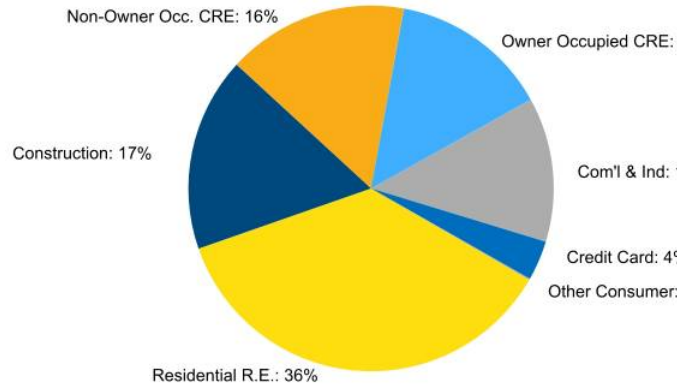
# Loan Portfolio

## Total Loans HFI (\$M)

CAGR: 18.6%



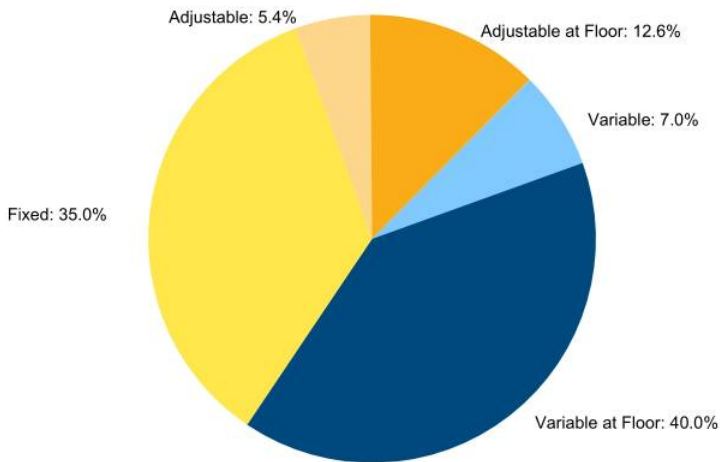
## Loan Composition



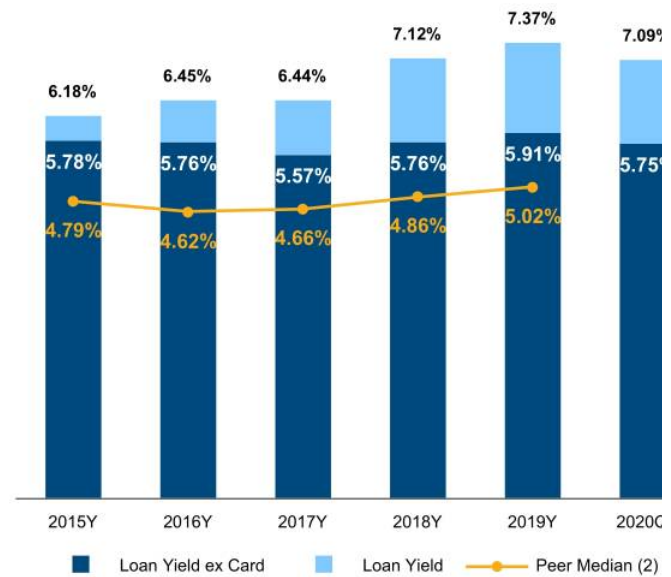
- Owner-occupied commercial real estate "CRE" loans make up approximately 45% of total CRI
- Residential real estate loans consist primarily of investment 1-4 family property (rentals)
- Regular portfolio stress testing includes analyzing the construction portfolio for declines in property values

# Balanced Loan Portfolio

## Fixed vs. Floating Rate Loan Mix



## Yield on Loans



- Effective use of rate floors has mitigated impact of declining rate environment
  - 87.6% of loans are fixed or at contractual floors<sup>(1)</sup>
- Loan yields, excluding the credit card portfolio, have consistently averaged nearly 100bps above local peers since 2015

<sup>(1)</sup> Data excludes loans held for sale.

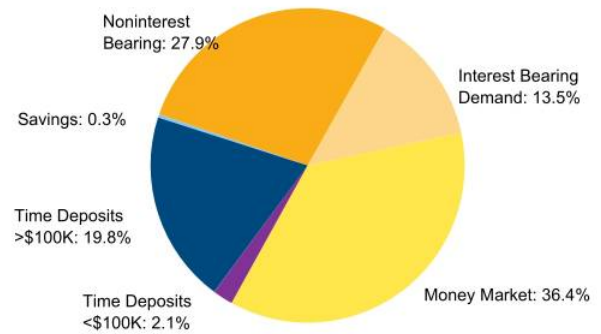
<sup>(2)</sup> Peer group consists of: EGBN, SASR, SONA, JMSB, HBMD, TCFC and FVCB. Peer data per S&P Global Market Intelligence.

# Deposit Portfolio Composition

## Core Deposit Momentum

- Recruiting deposit sales teams, including fiduciary salespeople, from recently acquired competitors driving core deposit growth
- Customizing solutions for clients, including fiduciary and non-profit organizations, to generate low-cost business deposit accounts
- Selectively adding full service branches to support areas with high customer concentration
- OpenSky® provides a unique channel for generating non-interest bearing deposits

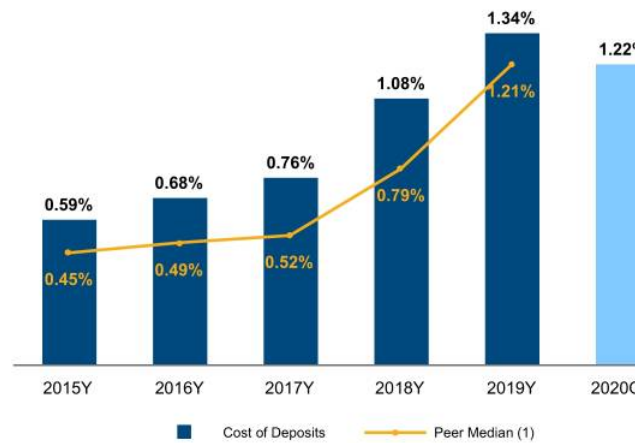
## Deposit Portfolio Composition (\$1,225M)



## Maturity of Time Deposits (\$M)



## Cost of Deposits



CAGR measured from 12/31/15 through 12/31/19.

(1) Peer group consists of: EGBN, SASR, OLBK, SONA, JMBS, HBMD, TCFC and FVCB. Peer data per S&P Global Market Intelligence.

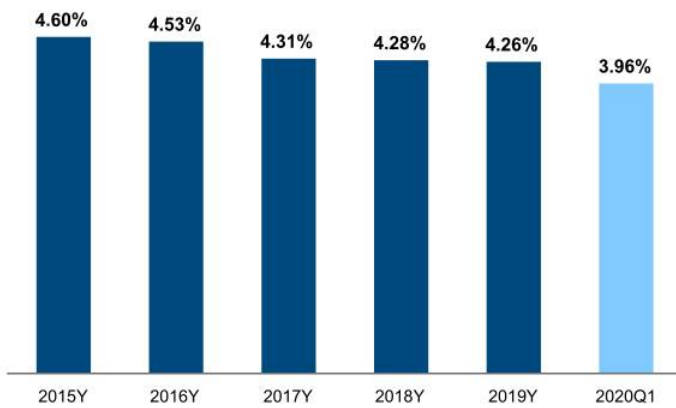
# Delivering Superior Net Interest Margin

## Net Interest Margin<sup>(2)</sup>



- Deliver real, advice-based solutions to complex credit needs rather than acting as low-cost provider (largely avoid bid situation)
- Specifically target customers with complex credit needs

## Net Interest Margin, excluding Credit Card Loans

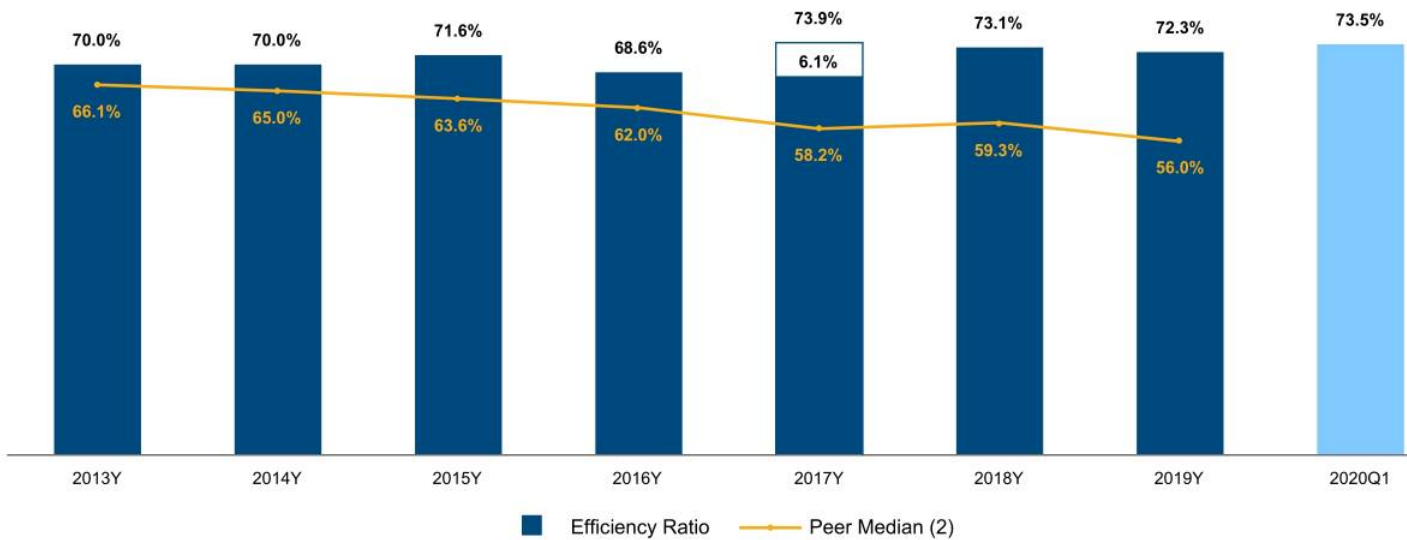


- Net interest margin is enhanced by OpenSky card returns and deposit contribution
- Consistently collect loan fees

<sup>1</sup> Peer group consists of: EGBN, SASR, SONA, JMSB, HBMD, TFCF and FVCB. Peer data per S&P Global Market Intelligence.  
<sup>2</sup> 2017Y represents Net Interest Margin, as Adjusted and is a non-GAAP measure adjusted for the impact of non-recurring foregone interest and fees related to the OpenSky® data processing conversion. Please refer to the non-GAAP schedules included in the Appendix to this presentation for a reconciliation of this measure.

# Efficiency Ratio

## Efficiency Ratio<sup>(1)</sup>



Recent investments driving a positive long-term impact on efficiency:

- Credit card data processing conversion has elevated expenses but positioned the business line for the long-term
- Hired significant deposit gathering business development officers since the beginning of 2017 to support core funding growth
- Reston, VA and Columbia, MD branch locations opened in Q2 2017 and Q2 2018, respectively

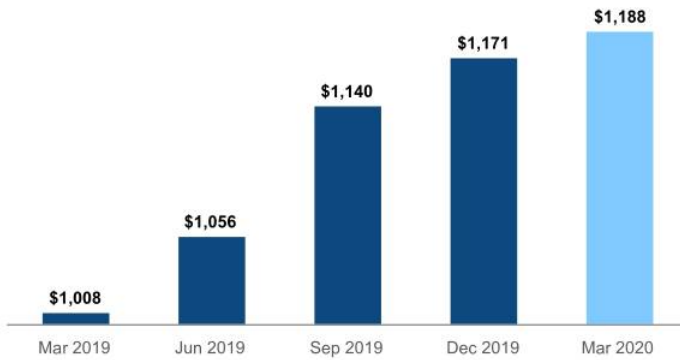
Efficiency ratio is a non-GAAP measure. Please refer to the non-GAAP schedules included in the Appendix to this presentation for a reconciliation of this measure.

1. 2017Y includes Efficiency Ratio, as Adjusted and is a non-GAAP measure adjusted for the impact of \$2.4M of non-recurring foregone interest and fees and \$2.3 million of non-recurring data processing expenses related to the OpenSky data processing conversion. Please refer to the non-GAAP schedules included in the Appendix for a reconciliation of this measure.

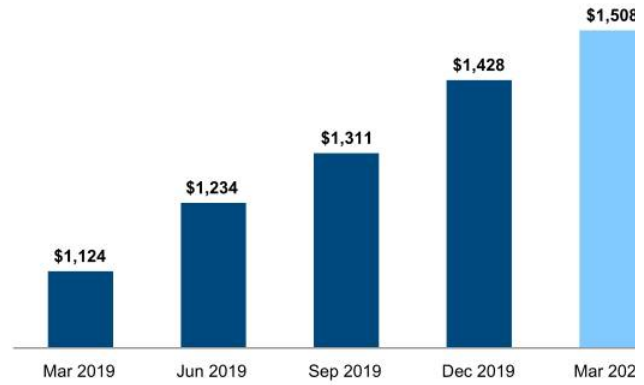
2. Peer group consists of: EGBN, SASR, SONA, JMSB, HBMD, TCFC and FVCB. Peer data per S&P Global Market Intelligence.

# Consistent Quarterly Performance

## Loans (\$M)



## Assets (\$M)



## Deposits (\$M)

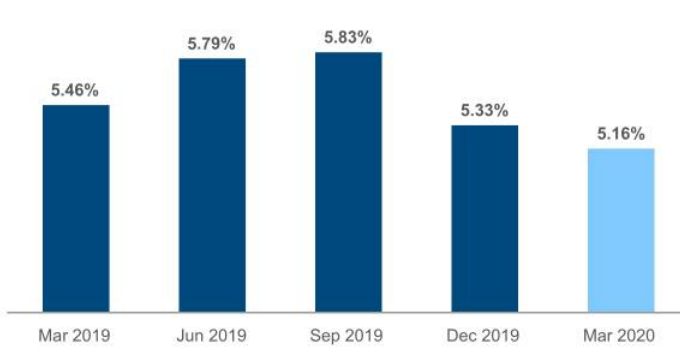


## Equity (\$M)

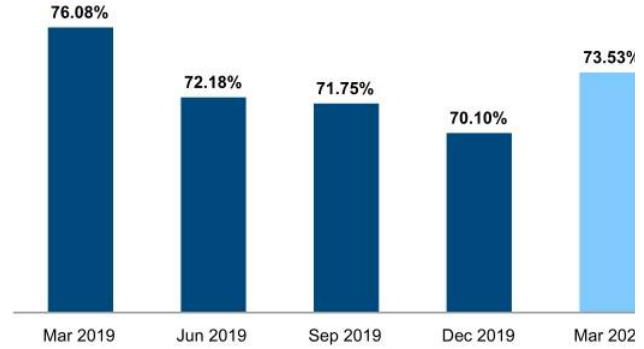


# Consistent Quarterly Performance

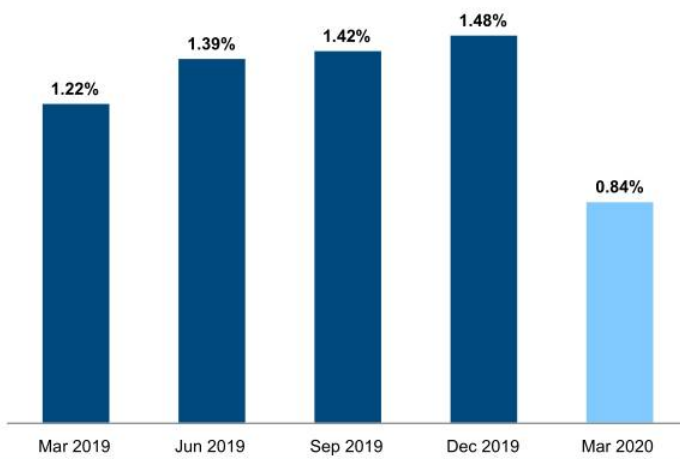
## Net Interest Margin



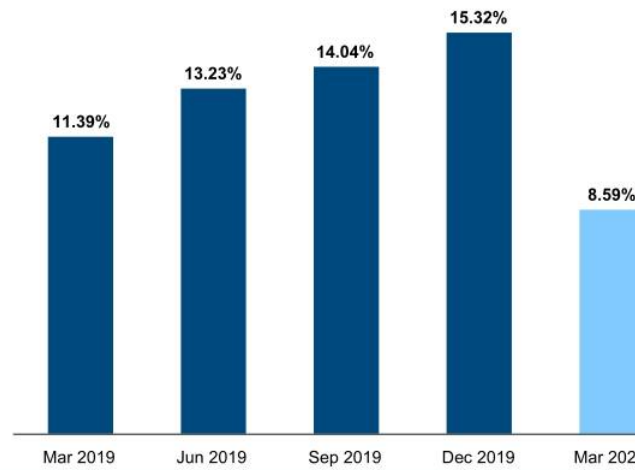
## Efficiency Ratio



## Return on Average Assets <sup>(1)</sup>



## Return on Average Tangible Common Equity <sup>(1)</sup>



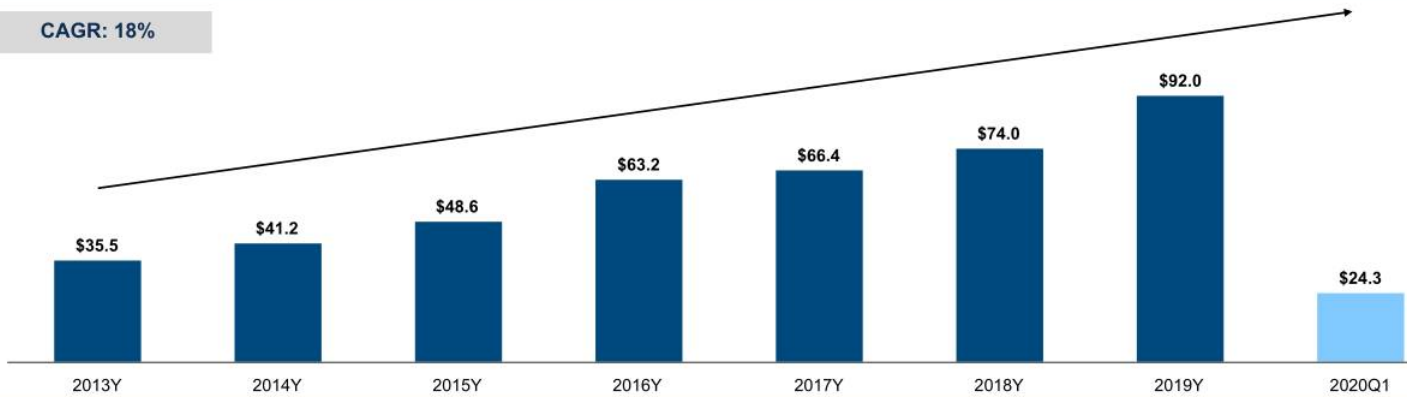
<sup>(1)</sup> Data is annualized.



# Diversified Revenue Model

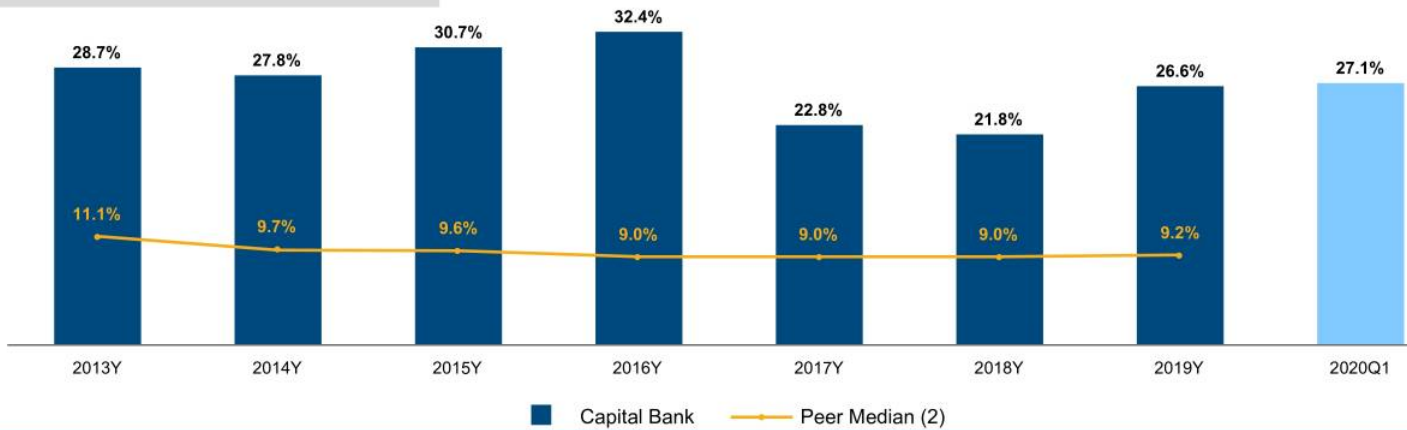
## Net Revenue (\$M)<sup>(1)</sup>

CAGR: 18%



## Noninterest Income to Net Revenue<sup>(1)</sup>

OpenSky & Church Street Mortgage contribute to fee income levels in excess of peer median



<sup>(1)</sup> 2017Y data is based on Adjusted Revenue which is a non-GAAP measure adjusted for the impact of \$2.4 million of non-recurring foregone interest and fees related to the OpenSky<sup>®</sup> data processing conversion. Please refer to the non-GAAP schedules included in the Appendix to this presentation for a reconciliation of this measure.

<sup>(2)</sup> Peer group consists of: EGBN, SASR, SONA, JMSB, HBMD, TCFC and FVCB. Peer data per S&P Global Market Intelligence.

# OpenSky® Secured Credit Card Division

## Customer Demographics

- Underserved by traditional credit products
- Poor or nonexistent credit history
- Nationwide customer base
- Minimum initial deposit of \$200 and maximum initial deposit of \$3,000 per card and \$5,000 per individual

## Value Proposition

- Help customers repair or create acceptable credit history
- Functions as a traditional VISA credit card

## Technology driven

- Nationwide web and mobile platform – 83% of applications are submitted on mobile devices using adaptive digital platform
- Perform proprietary analytics on customer base to monitor and innovate the portfolio

## Number of Outstanding Accounts (000s)

CAGR: 41%



## Credit Card Loans & Deposits (\$M)

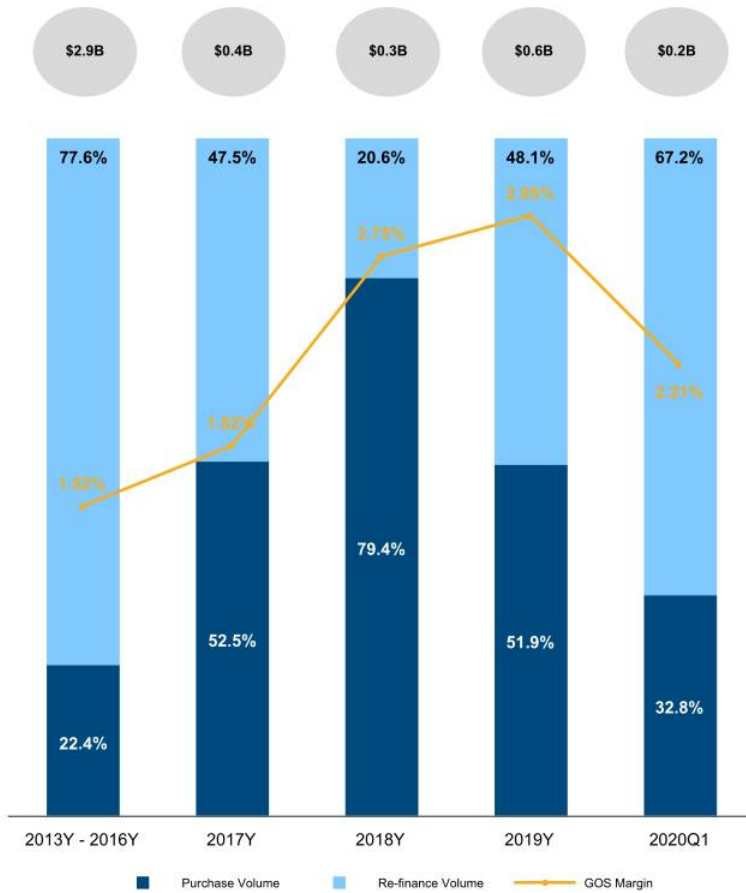
Loan CAGR: 32%  
Deposit CAGR: 33%



CAGRs measured from 12/31/13 through current quarter.

# Capital Bank Home Loan Division

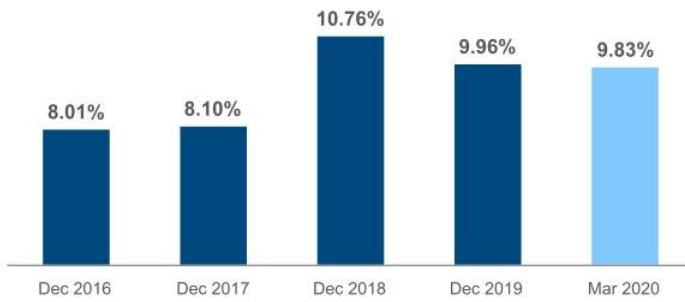
## Purchase vs. Re-finance Volume & GOS Margin



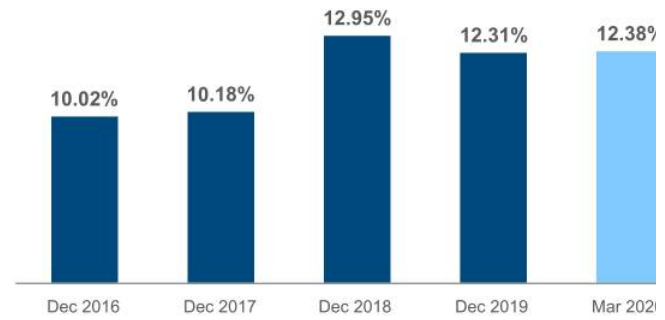
- Elevated volumes continue to outpace expectations
- Increased sales staff to improve productivity w/ optimizing back-office support
- Production hires since the beginning of 2017 focused on niche products and purchase originations
- Positioning allows for capture of refinance activity in current market conditions
- MD, VA and Washington, D.C. represent 61% of origination volume within our primary market area
- National technology-enabled consumer direct marketing efforts, including social media campaigns
- Launched digital mortgage platform to capture online leads, drive new customer experience, streamlining processes and costs

# Robust Capital Ratios

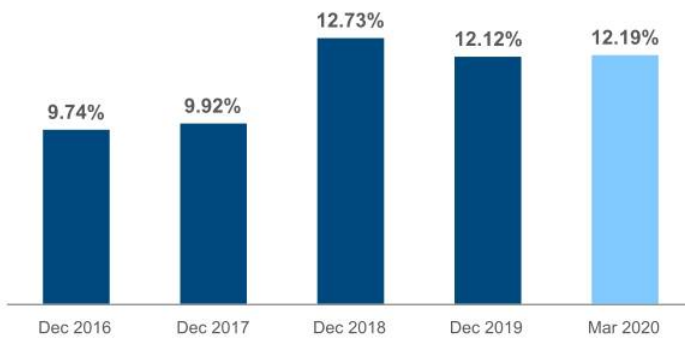
## Tier 1 Leverage Ratio



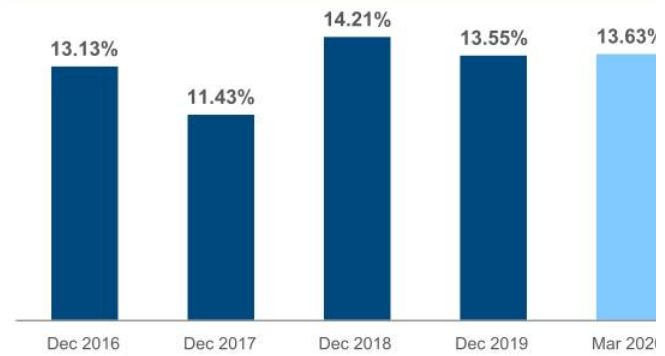
## Tier 1 Capital



## Common Equity Tier 1 Capital Ratio

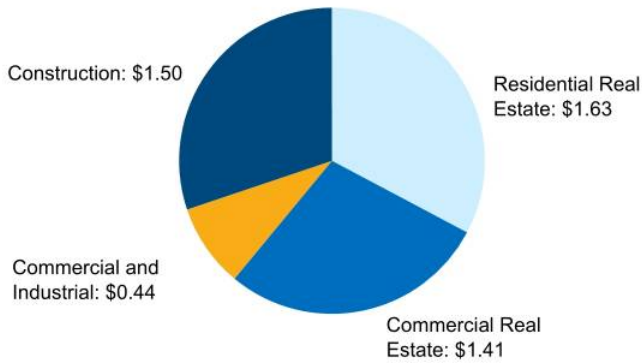


## Total Capital Ratio



# Superior Asset Quality Metrics

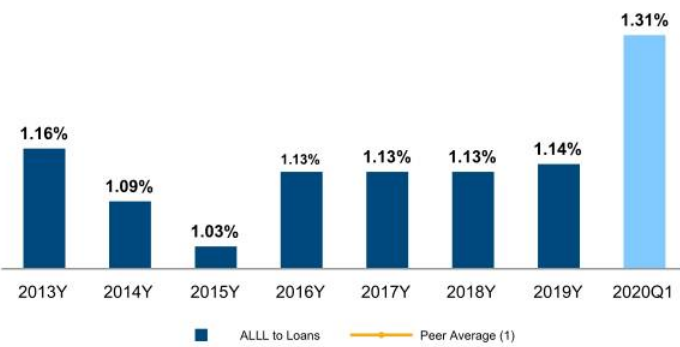
## Nonperforming Loans (\$M)



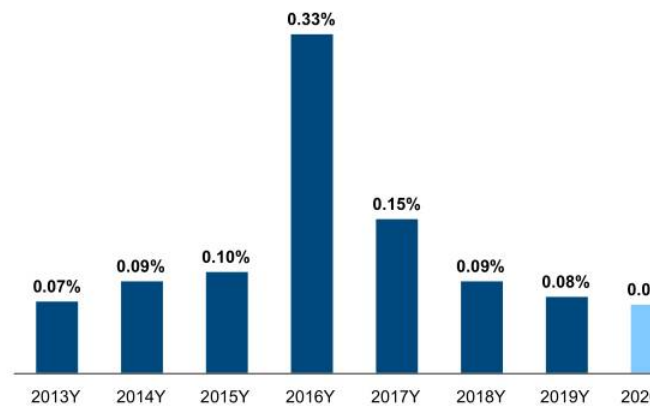
## Nonperforming Assets / Assets



## Allowance for Loan and Lease Losses to Total Loans



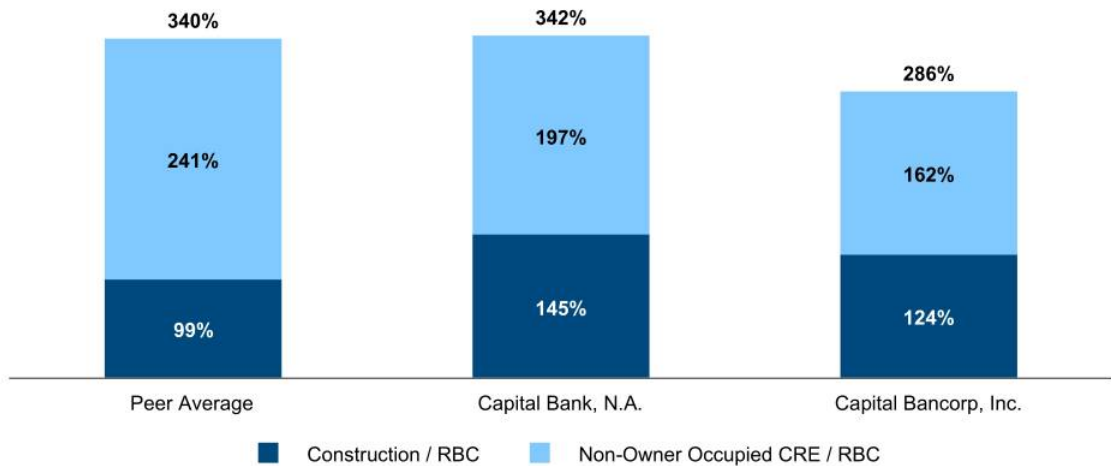
## Net Charge-offs / Average Loans



<sup>(1)</sup> Peer group consists of: EGBN, SASR, SONA, JMSB, HBMD, TCFC and FVCB. Peer data per S&P Global Market Intelligence.

# CRE Concentration Levels

## CRE / Total Risk Based Capital ("RBC") Breakdown



- Construction lending is a historical core competency focused on single family homes and individual condo and townhouse conversions to established builders
- Loan to value limits of 75% for investor and 80% for owner-occupied construction lending
- Construction loans provide a short-duration, high-yield asset class, plus loan fee income, which supports asset sensitivity
- Deep expertise in CRE and real estate development at the Board level

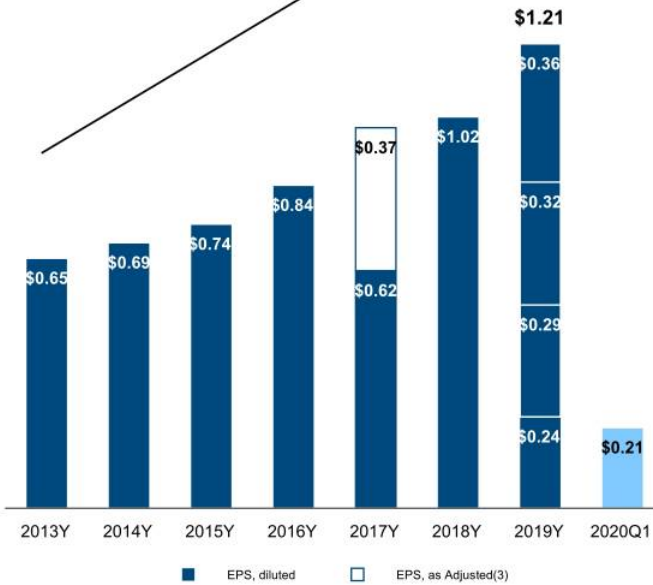
<sup>(1)</sup> Source: S&P Global Market Intelligence. Data as of 12/31/19. Peer group consists of: EGBN, SASR, SONA, JMSB, HBMD, TCFC and FVCB. Represents bank-level regulatory data.



# Strong Balance Sheet and Capital Positions

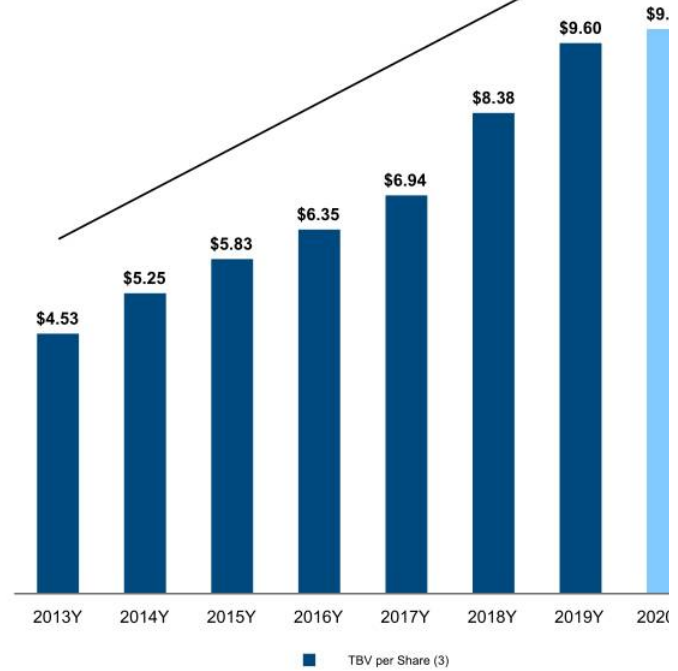
## Earnings per Share (EPS) Growth

Capital CAGR: 10.9%<sup>(1)</sup>  
Peer CAGR: 7.9%



## Tangible Book Value per Share (TBV) Growth

Capital CAGR: 13.3%<sup>(2)</sup>  
Peer CAGR: 5.9%



Peer group consists of: EGBN, SASR, SONA, JMSB, HBMD, TCFC and FVCB. Peer data per S&P Global Market Intelligence.

Note: 2013 earnings per share for Capital excludes bargain purchase gains.

<sup>(1)</sup> Based on EPS, as adjusted for 2017. CAGR represents the period from 2013 through 2019Y

<sup>(2)</sup> EPS, as Adjusted, is a non-GAAP measure and excludes \$4.2 million of non-recurring charges and lost revenue.

<sup>(3)</sup> Tangible book value per share and EPS, as Adjusted, are non-GAAP measures. Refer to the non-GAAP schedules included in the Appendix for a reconciliation of these measures.



## Conclusions

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- **Operate in Premier Markets**
- **Entrepreneurial Management Team**
- **Consistently High Performing Community Bank**
- **Innovation Driven, Fee Based Businesses**
- **Building Earnings Momentum**



 CAPITAL BANCORP, INC.

Thinking Ahead

# Appendix

## ROATCE and ROATCE, as Adjusted Reconciliations

“Return on average tangible common equity” is a non-GAAP measure defined as net income, less bargain purchase gain (net of taxes), plus the amortization of intangible assets (net of taxes) divided by average total equity net of average intangible assets. Quarterly amounts are annualized.

### Return on Average Tangible Common Equity

| Dollars in thousands  | Year Ended December 31, |                  |                  |                  |                  |                  |                   | Quarter Ended     |
|---|-------------------------|------------------|------------------|------------------|------------------|------------------|-------------------|-------------------|
|   | 2013                    | 2014             | 2015             | 2016             | 2017             | 2018             | 2019              | March 31, 2020    |
| Net Income  | \$ 6,857                | \$ 6,793         | \$ 7,492         | \$ 9,441         | \$ 7,109         | \$ 12,767        | \$ 16,895         | \$ 2,934          |
| Less: Bargain Purchase Gain, net of taxes   | (1,076)                 | —                | —                | —                | —                | —                | —                 | —                 |
| Add: Intangible Asset Amortization, net of taxes  | 33                      | 20               | 14               | 10               | —                | —                | —                 | —                 |
| <b>Net Income Excluding Intangible Amortization and Bargain Purchase Gain, net, as Adjusted</b> | <b>\$ 5,814</b>         | <b>\$ 6,813</b>  | <b>\$ 7,506</b>  | <b>\$ 9,451</b>  | <b>\$ 7,109</b>  | <b>\$ 12,767</b> | <b>\$ 16,895</b>  | <b>\$ 2,934</b>   |
| Average Total Equity  | 36,965                  | 45,775           | 53,883           | 65,590           | 76,543           | 91,590           | 123,657           | 137,381           |
| Less: Average Preferred Equity  | —                       | —                | —                | —                | —                | —                | —                 | —                 |
| Less: Average Intangible Assets   | (84)                    | (53)             | (26)             | (8)              | —                | —                | —                 | —                 |
| <b>Average Tangible Common Equity</b>   | <b>\$ 36,881</b>        | <b>\$ 45,722</b> | <b>\$ 53,857</b> | <b>\$ 65,582</b> | <b>\$ 76,543</b> | <b>\$ 91,590</b> | <b>\$ 123,657</b> | <b>\$ 137,381</b> |
| <b>Return on Average Tangible Common Equity</b>   | <b>15.76 %</b>          | <b>14.90 %</b>   | <b>13.94 %</b>   | <b>14.41 %</b>   | <b>9.29 %</b>    | <b>13.94 %</b>   | <b>13.66 %</b>    | <b>8.47 %</b>     |

“Return on average tangible common equity, as adjusted” is a non-GAAP measure defined as net income, less bargain purchase gain (net of taxes), plus non-recurring foregone interest and fees, plus non-recurring data processing expenses, plus non-recurring deferred tax revaluation, less the tax impact of conversion-related items, plus the amortization of intangible assets (net of taxes), divided by average total equity, net of average intangible assets. Quarterly amounts are annualized.

### Return on Average Tangible Common Equity, as Adjusted

| Dollars in thousands  | Year Ended December 31, |                  |                  |                  |                  |                  |                   | Quarter Ended     |
|---|-------------------------|------------------|------------------|------------------|------------------|------------------|-------------------|-------------------|
|   | 2013                    | 2014             | 2015             | 2016             | 2017             | 2018             | 2019              | March 31, 2020    |
| Net Income  | \$ 6,857                | \$ 6,793         | \$ 7,492         | \$ 9,441         | \$ 7,109         | \$ 12,767        | \$ 16,895         | \$ 2,934          |
| Less: Bargain Purchase Gain, net of taxes   | (1,076)                 | —                | —                | —                | —                | —                | —                 | —                 |
| Add: Non-recurring foregone interest and fees   | —                       | —                | —                | —                | 2,370            | —                | —                 | —                 |
| Add: Non-recurring data processing expenses   | —                       | —                | —                | —                | 2,275            | —                | —                 | —                 |
| Add: Non-recurring deferred tax revaluation   | —                       | —                | —                | —                | 1,386            | —                | —                 | —                 |
| Less: Tax impact of conversion related items  | —                       | —                | —                | —                | (1,847)          | —                | —                 | —                 |
| Net Income, as Adjusted   | \$ 5,781                | \$ 6,793         | \$ 7,492         | \$ 9,441         | \$ 11,293        | \$ 12,767        | \$ 16,895         | \$ 2,934          |
| Add: Intangible asset amortization, net of taxes  | 33                      | 20               | 14               | 10               | —                | —                | —                 | —                 |
| <b>Net Income Excluding Intangible Amortization and Bargain Purchase Gain, net, as Adjusted</b> | <b>\$ 5,814</b>         | <b>\$ 6,813</b>  | <b>\$ 7,506</b>  | <b>\$ 9,451</b>  | <b>\$ 11,293</b> | <b>\$ 12,767</b> | <b>\$ 16,895</b>  | <b>\$ 2,934</b>   |
| Average Total Equity  | \$ 36,965               | \$ 45,775        | \$ 53,883        | \$ 65,590        | \$ 76,543        | \$ 91,590        | \$ 123,657        | \$ 137,381        |
| Less: Average Preferred Equity  | —                       | —                | —                | —                | —                | —                | —                 | —                 |
| Less: Average Intangible Assets   | (84)                    | (53)             | (26)             | (8)              | —                | —                | —                 | —                 |
| <b>Average Tangible Common Equity</b>   | <b>\$ 36,881</b>        | <b>\$ 45,722</b> | <b>\$ 53,857</b> | <b>\$ 65,582</b> | <b>\$ 76,543</b> | <b>\$ 91,590</b> | <b>\$ 123,657</b> | <b>\$ 137,381</b> |
| <b>Return on Average Tangible Common Equity, as Adjusted</b>                                    | <b>15.76 %</b>          | <b>14.90 %</b>   | <b>13.94 %</b>   | <b>14.41 %</b>   | <b>14.75 %</b>   | <b>13.94 %</b>   | <b>13.66 %</b>    | <b>8.47 %</b>     |

## ROAA and NIM, as Adjusted Reconciliations

“Return on average assets, as adjusted” is a non-GAAP measure defined as net income, less bargain purchase gain (net of tax plus non-recurring foregone interest and fees, plus non-recurring data processing expenses, plus non-recurring deferred tax revaluation, less the tax impact of conversion-related items, divided by average total assets. Quarterly amounts are annualized.

### Return on Average Assets, as Adjusted

| Dollars in thousands                          | Year Ended December 31, |            |            |            |            |              |              | Quarter Ended  |
|---|-------------------------|------------|------------|------------|------------|--------------|--------------|----------------|
|   | 2013                    | 2014       | 2015       | 2016       | 2017       | 2018         | 2019         | March 31, 2020 |
| Net Income                                    | \$ 6,857                | \$ 6,793   | \$ 7,492   | \$ 9,441   | \$ 7,109   | \$ 12,767    | \$ 16,895    | \$ 2,934       |
| Less: Bargain Purchase Gain, net of taxes     | (1,076)                 | —          | —          | —          | —          | —            | —            | —              |
| Add: Non-recurring foregone interest and fees | —                       | —          | —          | —          | 2,370      | —            | —            | —              |
| Add Non-recurring data processing expenses    | —                       | —          | —          | —          | 2,275      | —            | —            | —              |
| Add: Non-recurring deferred tax revaluation   | —                       | —          | —          | —          | 1,386      | —            | —            | —              |
| Less: Tax impact of conversion related items  | —                       | —          | —          | —          | (1,847)    | —            | —            | —              |
| Net Income, as Adjusted                       | \$ 5,781                | \$ 6,793   | \$ 7,492   | \$ 9,441   | \$ 11,293  | \$ 12,767    | \$ 16,895    | \$ 2,934       |
| Average Total Assets                          | \$ 471,400              | \$ 541,934 | \$ 679,595 | \$ 832,619 | \$ 964,946 | \$ 1,045,732 | \$ 1,219,909 | \$ 1,397,298   |
| <b>Return on Average Assets, as Adjusted</b>  | 1.23 %                  | 1.25 %     | 1.10 %     | 1.13 %     | 1.17 %     | 1.22 %       | 1.38 %       | 0.83 %         |

“Net interest margin, as adjusted” is a non-GAAP measure defined as net interest income, plus non-recurring foregone interest and fees, divided by average interest earning assets.

### Net Interest Margin, as Adjusted

| Dollars in thousands                          | Year Ended December 31, |            |            |            |            |              |              | Quarter Ended  |
|---|-------------------------|------------|------------|------------|------------|--------------|--------------|----------------|
|   | 2013                    | 2014       | 2015       | 2016       | 2017       | 2018         | 2019         | March 31, 2020 |
| Net Interest Income                           | \$ 25,327               | \$ 29,717  | \$ 33,676  | \$ 42,759  | \$ 48,911  | \$ 57,888    | \$ 67,509    | \$ 17,687      |
| Add: Non-recurring foregone interest and fees | —                       | —          | —          | —          | 2,370      | —            | —            | —              |
| Net Interest Income, as Adjusted              | \$ 25,327               | \$ 29,717  | \$ 33,676  | \$ 42,759  | \$ 51,281  | \$ 57,888    | \$ 67,509    | \$ 17,687      |
| Average interest earning assets               | \$ 467,772              | \$ 531,505 | \$ 671,275 | \$ 825,676 | \$ 955,479 | \$ 1,035,731 | \$ 1,204,863 | \$ 1,379,199   |
| <b>Net Interest Margin, as Adjusted</b>       | 5.41 %                  | 5.59 %     | 5.02 %     | 5.18 %     | 5.37 %     | 5.59 %       | 5.60 %       | 5.09 %         |

# Adjusted Revenue & Noninterest Income to Adjusted Revenue and Efficiency Ratio, as Adjusted Reconciliations

Thinking

Net revenue for 2017 has been adjusted to exclude the impact of non-recurring foregone interest and fees and as such is considered a non-GAAP measure.

## Adjusted Revenue and Noninterest Income to Adjusted Revenue

| Dollars in thousands                          | Year Ended December 31, |                |                |                |                |                |                |                | Quarter Ended |
|---|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|
|   | 2013                    | 2014           | 2015           | 2016           | 2017           | 2018           | 2019           | March 31, 2020 |               |
| Noninterest Income                            | \$ 10,171               | \$ 11,442      | \$ 14,929      | \$ 20,473      | \$ 15,149      | \$ 16,124      | \$ 24,518      | \$ 6,579       |               |
| Net Interest Income                           | 25,327                  | 29,717         | 33,676         | 42,759         | 48,911         | 57,888         | 67,509         | 17,687         |               |
| Add: Noninterest Income                       | 10,171                  | 11,442         | 14,929         | 20,473         | 15,149         | 16,124         | 24,518         | 6,579          |               |
| Add: Non-recurring foregone interest and fees | —                       | —              | —              | —              | 2,370          | —              | —              | —              |               |
| Adjusted Revenue                              | \$ 35,498               | \$ 41,159      | \$ 48,605      | \$ 63,232      | \$ 66,430      | \$ 74,012      | \$ 92,027      | \$ 24,267      |               |
| <b>Noninterest Income to Adjusted Revenue</b> | <b>28.65 %</b>          | <b>27.80 %</b> | <b>30.71 %</b> | <b>32.38 %</b> | <b>22.80 %</b> | <b>21.70 %</b> | <b>26.64 %</b> | <b>27.11</b>   |               |

"**Efficiency ratio, as adjusted**" is a non-GAAP measure defined as total noninterest expense less non-recurring data processing expenses, divided by the sum of net interest income, noninterest income and non-recurring foregone interest and fees.

## Efficiency Ratio, as Adjusted

| Dollars in thousands                          | Year Ended December 31, |                |                |                |                |                |                |                | Quarter Ended |
|---|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|
|   | 2013                    | 2014           | 2015           | 2016           | 2017           | 2018           | 2019           | March 31, 2020 |               |
| Noninterest Expense                           | \$ 24,836               | \$ 28,821      | \$ 34,817      | \$ 43,380      | \$ 47,306      | \$ 54,123      | \$ 66,525      | \$ 17,84       |               |
| Less: Non-recurring data processing expenses  | —                       | —              | —              | —              | (2,275)        | —              | —              | —              |               |
| Adjusted Noninterest Expense                  | 24,836                  | 28,821         | 34,817         | 43,380         | 45,031         | 54,123         | 67             | 17,84          |               |
| Net Interest Income                           | 25,327                  | 29,717         | 33,676         | 42,759         | 48,911         | 57,888         | 68             | 17,68          |               |
| Add: Noninterest Income                       | 10,171                  | 11,442         | 14,929         | 20,473         | 15,149         | 16,124         | 25             | 6,57           |               |
| Add: Non-recurring foregone interest and fees | —                       | —              | —              | —              | 2,370          | —              | —              | —              |               |
| Adjusted Revenue                              | \$ 35,498               | \$ 41,159      | \$ 48,605      | \$ 63,232      | \$ 66,430      | \$ 74,012      | \$ 92          | \$ 24,26       |               |
| <b>Efficiency Ratio, as Adjusted</b>          | <b>69.96 %</b>          | <b>70.02 %</b> | <b>71.63 %</b> | <b>68.60 %</b> | <b>67.79 %</b> | <b>73.13 %</b> | <b>72.29 %</b> | <b>73.5</b>    |               |



# Diluted Earnings Per Share, as Adjusted and Tangible Book Value per Share Reconciliations

“Diluted earnings per share, as adjusted” is a non-GAAP measure defined as net income, less bargain purchase gain (net of taxes), plus non-recurring foregone interest and fees, plus non-recurring data processing expenses, plus non-recurring deferred tax revaluation, less the tax impact of conversion-related items, divided by the diluted weighted average shares outstanding.

## Diluted Earnings per Share, as Adjusted

| Amounts in thousands except per share items    | Year Ended December 31, |                |                |                |                |                |                | Quarter Ended  |
|--|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|  | 2013                    | 2014           | 2015           | 2016           | 2017           | 2018           | 2019           | March 31, 2020 |
| Net Income                                     | \$ 6,857                | \$ 6,793       | \$ 7,492       | \$ 9,441       | \$ 7,109       | \$ 12,767      | \$ 16,895      | \$ 2,934       |
| Less: Bargain Purchase Gain, net of taxes      | (1,076)                 | —              | —              | —              | —              | —              | —              | —              |
| Add: Non-recurring foregone interest and fees  | —                       | —              | —              | —              | 2,370          | —              | —              | —              |
| Add: Non-recurring data processing expenses    | —                       | —              | —              | —              | 2,275          | —              | —              | —              |
| Add: Non-recurring deferred tax revaluation    | —                       | —              | —              | —              | 1,386          | —              | —              | —              |
| Less: Tax impact of conversion related items   | —                       | —              | —              | —              | (1,847)        | —              | —              | —              |
| Net Income, as Adjusted                        | 5,781                   | 6,793          | 7,492          | 9,441          | 11,293         | 12,767         | 16,895         | 2,934          |
| Add: Convertible debt interest expense         | 281                     | 281            | 281            | —              | —              | —              | —              | —              |
| Net Income, as Adjusted for Diluted EPS        | \$ 6,062                | \$ 7,074       | \$ 7,773       | \$ 9,441       | \$ 11,293      | \$ 12,767      | \$ 16,895      | \$ 2,934       |
| Diluted Weighted Average Shares Outstanding    | 9,337                   | 10,280         | 10,488         | 11,289         | 11,428         | 12,462         | 13,969         | 14,076         |
| <b>Diluted Earnings per Share, as Adjusted</b> | <b>\$ 0.65</b>          | <b>\$ 0.69</b> | <b>\$ 0.74</b> | <b>\$ 0.84</b> | <b>\$ 0.99</b> | <b>\$ 1.02</b> | <b>\$ 1.21</b> | <b>\$ 0.21</b> |

“Tangible book value per share” is a non-GAAP measure defined as total stockholders’ equity, less intangible assets, divided by shares of common stock outstanding.

## Tangible Book Value per Share

| Amounts in thousands except per share items | Year Ended December 31, |                |                |                |                |                |                | Quarter Ended  |
|---|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|   | 2013                    | 2014           | 2015           | 2016           | 2017           | 2018           | 2019           | March 31, 2020 |
| Total Stockholders' Equity                  | \$ 42,421               | \$ 50,216      | \$ 59,657      | \$ 70,748      | \$ 80,119      | \$ 114,563     | \$ 133,331     | \$ 136,081     |
| Less: Preferred Equity                      | —                       | —              | —              | —              | —              | —              | —              | —              |
| Less: Intangible Assets                     | (72)                    | (39)           | (17)           | —              | —              | —              | —              | —              |
| Tangible Common Equity                      | \$ 42,349               | \$ 50,177      | \$ 59,640      | \$ 70,748      | \$ 80,119      | \$ 114,563     | \$ 133,331     | \$ 136,081     |
| Period End Shares Outstanding               | 9,343                   | 9,563          | 10,226         | 11,145         | 11,537         | 13,672         | 13,895         | 13,811         |
| <b>Tangible Book Value per Share</b>        | <b>\$ 4.53</b>          | <b>\$ 5.25</b> | <b>\$ 5.83</b> | <b>\$ 6.35</b> | <b>\$ 6.94</b> | <b>\$ 8.38</b> | <b>\$ 9.60</b> | <b>\$ 9.85</b> |

