



VersaBank

Q1 2026 Conference Call
March 4, 2026

NASDAQ: VBNK | TSX: VBNK

Dial-In to Ask Questions

For those wishing to ask questions during the Q&A, please access today's call through the telephone dial-in:

Toll-free: 1-888-699-1199 (Canada/US)
Local: 416-945-7677

Advisory

The Bank occasionally makes forward-looking statements about its objectives, operations and targeted financial results. These statements may be written or verbal and may be included in such things as press releases, corporate presentations, annual reports and other disclosure documents and communications. By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and risks exist that predictions, forecasts, projections and other forward-looking statements will not be achieved. A number of important factors could cause actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements. These factors include, but are not limited to, the strength of the Canadian economy in general and the strength of the local economies within Canada in which the Bank conducts operations; the effects of changes in monetary and fiscal policy, including changes in interest rate policies of the Bank of Canada; global commodity prices; the effects of competition in the markets in which the Bank operates; inflation; capital market fluctuations; the timely development and introduction of new products in receptive markets; the impact of changes in the laws and regulations regulating financial services; changes in tax laws; technological changes; unexpected judicial or regulatory proceedings; unexpected changes in consumer spending and savings habits; and the Bank's anticipation of and success in managing the risks implicated by the foregoing. When relying on forward-looking statements to make decisions, investors and others should carefully consider these factors and other uncertainties or potential events. For a detailed discussion of certain key factors that may affect our future results, please see our MD&A for the quarter ended January 31, 2026. The Bank makes no undertaking to update any forward-looking statement that is made from time to time by the Bank.



Versa**Bank**

David Taylor

Founder & President

Q1 2026 Financial Highlights



Total Assets \$6.15 B

Credit Assets \$5.33 B

NIM on Credit Assets 2.64%

Total Revenue \$36.5 M

Adjusted Net Income¹ \$12.2 M

Adjusted EPS¹ \$0.38

- Record credit assets, **up 23% YoY & 5% sequentially**
- Record revenue, up **31% YoY**
- NIM on credit assets expanded **26 bps YoY**
- Adjusted net income up **49% YoY**
- Net income up **36% YoY**

1. Adjusted net income and adjusted EPS exclude costs associated with the proposed realignment to corporate structure

Strong start to F2026: Momentum in Digital Banking business with increasing benefit of operating leverage

Acceleration of Structured Receivable Program in the U.S.



F2025

- Achieved US\$310 M in F2025 US SRP fundings, surpassing first year target of US\$290 M

Q1/26

- Steady pace of funding
- Additional \$200 M in funding

Continuing to cultivate new partnerships

Complemented by a solid start to the year in Canada

On track to achieve target of adding at least US\$1 billion in U.S. SRP fundings in fiscal 2026



Versa**Bank**

Nicolas Ospina

Global Chief Financial Officer

Q1 2026: Continued Strong Financial Performance

Balance Sheet

	At January 31		YoY Change
	2026	2025	
Total Assets	\$6.15 B	\$4.97B	24%
Credit Asset Portfolio	\$5.33 B	\$4.35 B	23%
Cash and Securities	\$0.73 B	\$0.55 B	34%
Book Value per Common Share	\$16.93	\$16.03	6%
CET1 Ratio	12.82%	14.61%	-179 bps
Leverage Ratio	8.17%	9.67%	-150 bps

- Total credit asset portfolio expanded to another record balance
- Book value per share increased as a function of the December 2024 capital raise and higher retained earnings (from net income growth), partially offset by dividends paid

Both CET1 and leverage ratios remain above targets

Q1 2026: Continued Strong Financial Performance

Consolidated

Consolidated Income Statement

	Quarter Ended January 31			
(000's)	2026	2025	YoY Change	Sequential Change
Revenue	36,514	27,827	31%	4%
Non-Interest Expenses	20,546	15,699	31%	-14%
Net Income	11,069	8,143	36%	113%
Adj Net Income	12,162	8,143	49%	15%
EPS	0.35	0.28	25%	119%
Adj EPS	0.38	0.28	36%	15%

- YoY and sequential revenue increase due primarily to growth in assets
- EPS impacted by 10% higher number of weighted-average shares outstanding due to December 2024 capital raise

Q1 2026: Segmented Income Statement

Segmented Income Statement

Revenue

	Quarter Ended January 31			
(000's)	2026	2025	YoY Change	Sequential Change
Revenue	36,514	27,827	31%	4%
Digital Banking Canada	27,583	23,810	16%	0%
Digital Banking USA	6,774	2,040	232%	30%
Digital Meteor	528	342	54%	-22%
DRTC	1,975	1,989	-1%	4%

Net Income

	Quarter Ended January 31			
(000's)	2026	2025	YoY Change	Sequential Change
Net Income	11,069	8,143	36%	113%
Digital Banking Canada	8,714	8,764	-1%	179%
Digital Banking USA	2,806	103	2,624%	40%
Digital Meteor	179	33	442%	90%
DRTC	(630)	(757)	-17%	3,606%

Net Income for Q1 includes \$1.5 M NIEs related to the proposed realignment to standard US bank framework

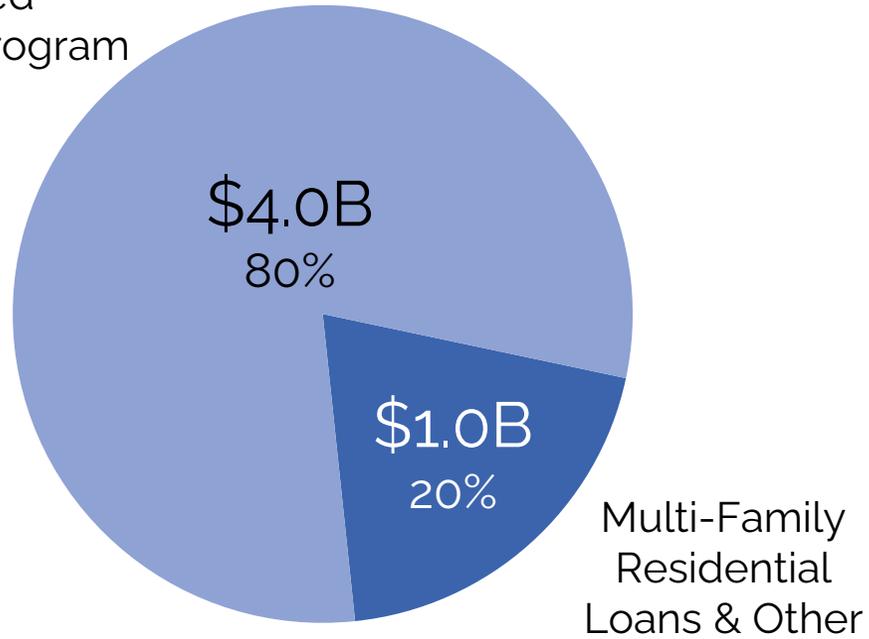
Costs for realignment of corporate structure are under Digital Banking Canada ¹⁰

Q1 2026: Continued Strong Financial Performance

Digital Banking Operations - Record Credit Asset: \$5.33 B

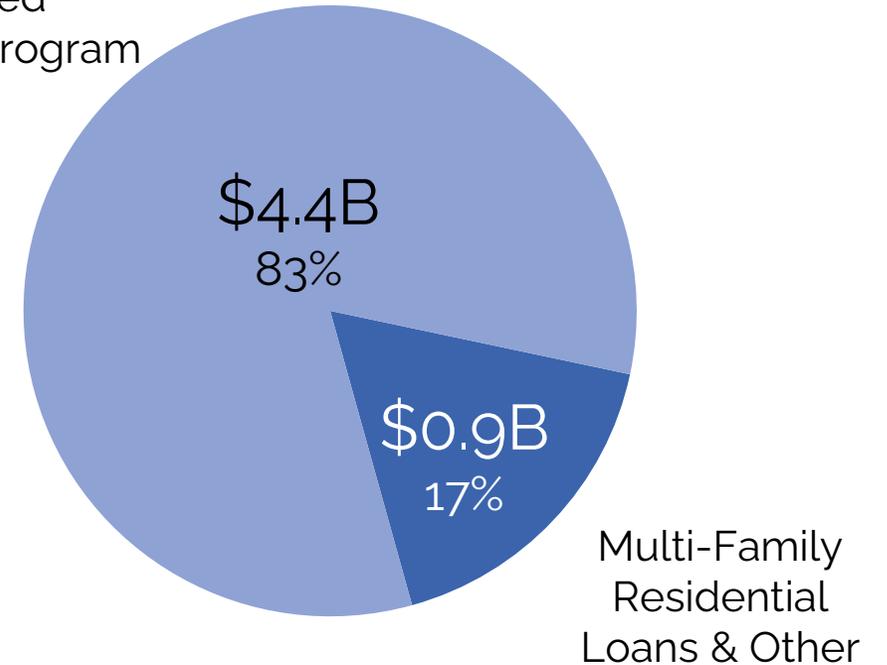
Q4 2025
Total: \$5.05 B

Structured
Receivable Program



Q1 2026
Total: \$5.33 B

Structured
Receivable Program



Structured Receivable Program Portfolio: Up 29% YoY & Up 9% sequentially

Q1 2026: Continued Strong Financial Performance

Digital Banking Operations

Digital Banking Operations: Income Statement

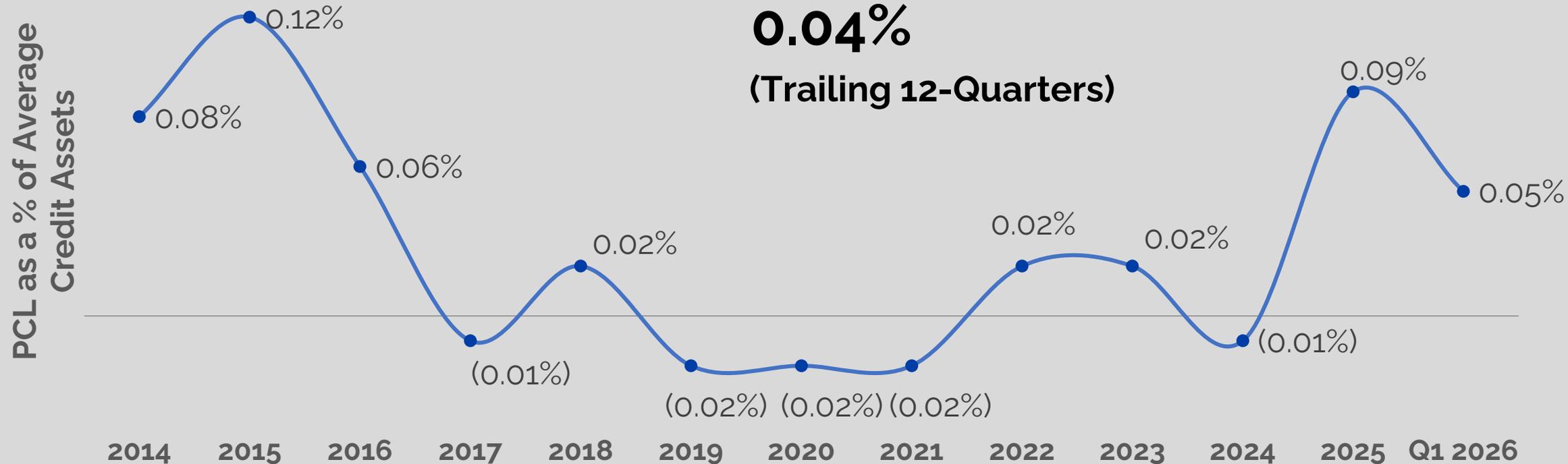
	Quarter Ended January 31		YoY Change	Sequential Change
	2026	2025		
Cost of Funds	3.14%	3.84%	-70 bps	-1 bps
Non-Interest Expenses	17,773	12,788	39%	-18%
Net Interest Income	33,881	25,724	32%	4%
Net Interest Margin on Credit Assets	2.64%	2.36%	28 bps	-1 bps
Net Interest Margin	2.25%	2.08%	17 bps	-4 bps

- YoY increase in NIE reflects build out of US SRP business ahead of revenue
- NIE included \$1.5 million related to costs associated with the Bank's proposed realignment of corporate structure a standard US bank framework
- NII increased 32% YoY
- NIM on credit assets increased 28 bps YoY

Continued de minimis Credit Losses

Average Provision for Credit Losses as a % of Average Credit Assets

0.04%
(Trailing 12-Quarters)





VersaBank

David Taylor

Founder & President

Momentum Moving Through F2026

Revenue/Net Interest Income

- Multiple drivers of credit asset growth
 - US SRP growth accelerating
 - F2026 target: +US\$1 B – Significantly greater operating leverage in U.S.
 - Continued SRP growth in Canada
 - Continued growth in CMHC loan book in Canada
- Incremental contribution of new CMHC allocation fee revenue stream

Net Interest Margin

- Expected stability YoY with upside potential

Net Interest Expense

- Expected to be relatively flat to F2025, with potential for cost savings

Proposed reorganization to US bank framework moving forward

Divestiture of cybersecurity business advancing

Strong Progress on Our Digital Asset Strategy: Pursuing Two Parallel Opportunities

Blockchain enabled: Provide significantly greater speed, significantly lower cost, greater security and programmability

Tokenized Deposits

**Issued by
Regulated
Banks**

**Remain on
Bank Balance
Sheet**

- Digital representations of actual bank deposits that operate on blockchain-based infrastructure
- Supported by same liquidity/regulatory frameworks as typical bank deposits
- Expected eligibility for deposit insurance (to be confirmed by regulators)
- Ability to pay interest (not permitted for stablecoins)
- Designed for institutional applications, including cross-border and B2B payments, digital asset settlement, and on-chain liquidity management.
- Adhere to more rigorous compliance standards: better suited for enterprise-grade applications where KYC and AML compliance standards must be met

Stablecoins

**Issued by
Non-Banks**

**Must be
Invested in
Liquid Assets
(e.g. T-Bills)**

- A cryptocurrency whose value is designed to be stable, typically by being pegged to a fiat currency like the U.S. dollar
- Regulation by GENIUS Act in US, similar expected in Canada
- Not permitted to pay interest
- Not eligible for deposit insurance
- Mainly used in lower-value retail contexts, incl. crypto trading, remittances, merchant payments w/ lighter compliance requirements

VersaBank's Real Bank Tokenized Deposits™ (RBTDS™)



Market Ready
Solution: Near-Term
Commercialization

USDVB™

CADVB™

Compelling Proposition for Banks/Payments Providers

Significantly Enhanced Depositor Loyalty/Stickness of Deposits

- Reduced funding costs, lower/no-cost deposits as customers prioritize holding digital currency
- Tokenized Deposits circulate digitally, reducing redemption frequency and enhancing deposit stability

Low-Cost Solution that is Readily Available

Seamlessly Integrates with Existing Technology Including that of Core Service Providers

Multiple Opportunities to Realize Value

Operational

- Low-cost / No-cost deposits for Bank's own operations

Sale/Licensing of Technology to:

- Major banking technology provider
- Payment/credit card providers
- Major US banks/Community banks
- Major online/physical retailers

1. Subject to regulatory obligations as may apply.

Integrated U.S. and Canadian demonstration pilots progressing:
Commercialization as soon as possible following completion¹

VersaBank's Stablecoin Custody Services



VersaBank is Ideally Positioned to Act as Custodian for Third-Party Stablecoins

Value of Stablecoins in Circulation Projected to Grow to as High as

\$4 T

by 2030

- Banks have historically been the custodians of depositors' money
- VersaBank is a nationally-licensed bank in both the US and Canada
- Extensive experience and expertise in digital asset custody
- VersaVault's® unique approach to digital asset technology provides unmatched security

Source: Citi Institute

Feb 2026: First Stablecoin Custody Customer – Stablecorp's QCAD



VersaBank

Q&A Session

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Versa**Bank**

Banking on the Future!