



VersaBank

**Capitalizing on Significant Operating Leverage:
Positioned to Double in Size in Near Term**

**Investor Presentation
September 2026**

NASDAQ: VBNK | TSX: VBNK

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 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 July 31, 2026. The Bank makes no undertaking to update any forward-looking statement that is made from time to time by the Bank.



VersaBank

**A Better Bank Model
Founded on Technology**

- ~~Excessive lending risk~~
- ~~Loan losses / collections~~
- ~~Deposit / liquidity risk~~
- ~~Economic exposure~~
- ~~Interest rate exposure~~
- ~~Physical infrastructure~~
- ~~Inefficiency~~





**Fully Digital
North American Bank**



**Highly Efficient: Branchless,
Partner (B2B) Model: Increasingly
Benefitting from AI**



**Innovative, Value-Added
Deposit & Financing Solutions for
Underserved Markets**

- Operating leverage of a technology company with the intrinsic value of a bank
 - Highly risk-mitigated model: Very sticky deposits/No material loan losses
 - Track record of strong earnings growth with significant future growth potential based on rapid ramp up in the US and roll out of breakthrough Real-Time Structured Receivable Program
- + Multiple opportunities to capitalize on the Bank's leading Digital Asset technology and capabilities**

Poised for **outsized long-term growth** through ramp up of proven Structured Receivable Program (SRP) in US market and market-ready tokenized deposit technology

Cloud-Based, Branchless, Partner (B2B) Model Using Proprietary, State-of-the-art Banking Technology

- All deposits/credit assets managed digitally
- No direct interaction with end users
- Very high asset-to-employee ratio



Significant operating leverage derived from scalability of technology & B2B partner model

Cloud-based, Partner Model Drives Efficiency



**Target Net Interest Margin on Credit Assets:
2.5 to 3.0%**

Total Assets: **C\$6.9B/US\$4.9B¹**

Net Interest Margin (Credit Assets): **2.53%²**

Total Revenue: **C\$152M/US\$109M³**

Non-Interest Expense (excl. DRTC): **C\$75M/US\$54M^{3,4}**

Net Income: **C\$49M/US\$35M^{3,4}**

Proprietary Technology Enables Ultra Low-Risk Digital Model



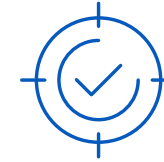
Organization-Wide Focus on Risk Mitigation

- Technology-based approach to risk analysis/monitoring
- Rigorous, multi-step, multi-executive approval process
- Continuous, real-time monitoring of credit performance
- Top-tier asset quality
- High-liquidity ratio & access to vast supply of low-cost funds
- Low operational risk: branchless, digital model & industry leading security



Very Sticky Deposits

- Brokered Deposits: 100% term deposit receipts – Depositors have no direct access to deposits
- Insolvency Professionals: Long-term relationships based on unique, high-value add, integrated technology
- 98% insured (All Brokered Deposits insured)

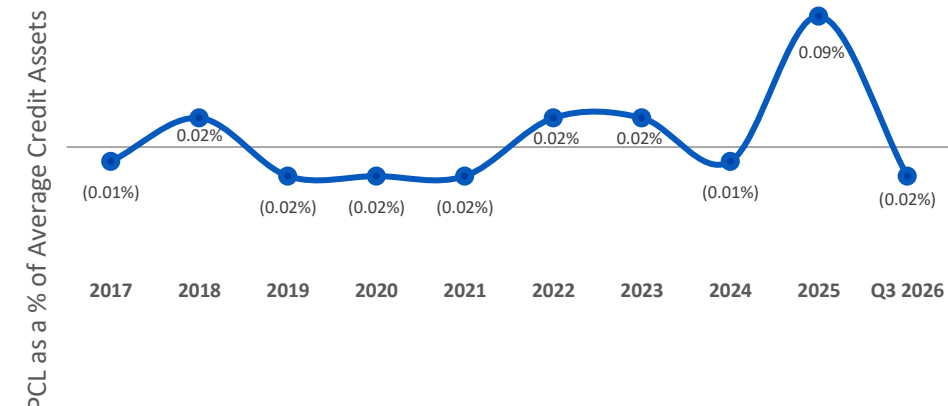


30+ Years with No Material Credit Asset Losses

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

0.03%

(Trailing 12-Quarters as of Q3 2026)



Deposits: Unlimited Low-Cost, Very Stable Sources



- Objective to minimize cost of deposit funding
- Very “sticky” deposit base

Deposit Brokers (>120 Partners)

- Extensive network of providing exposure to vast majority of Canadian depositors
- All broker deposits are term deposits
- Competitively positioned for inexpensive deposits as a federally licensed bank

Licensed Insolvency Trustee Firms (>100 Offices)

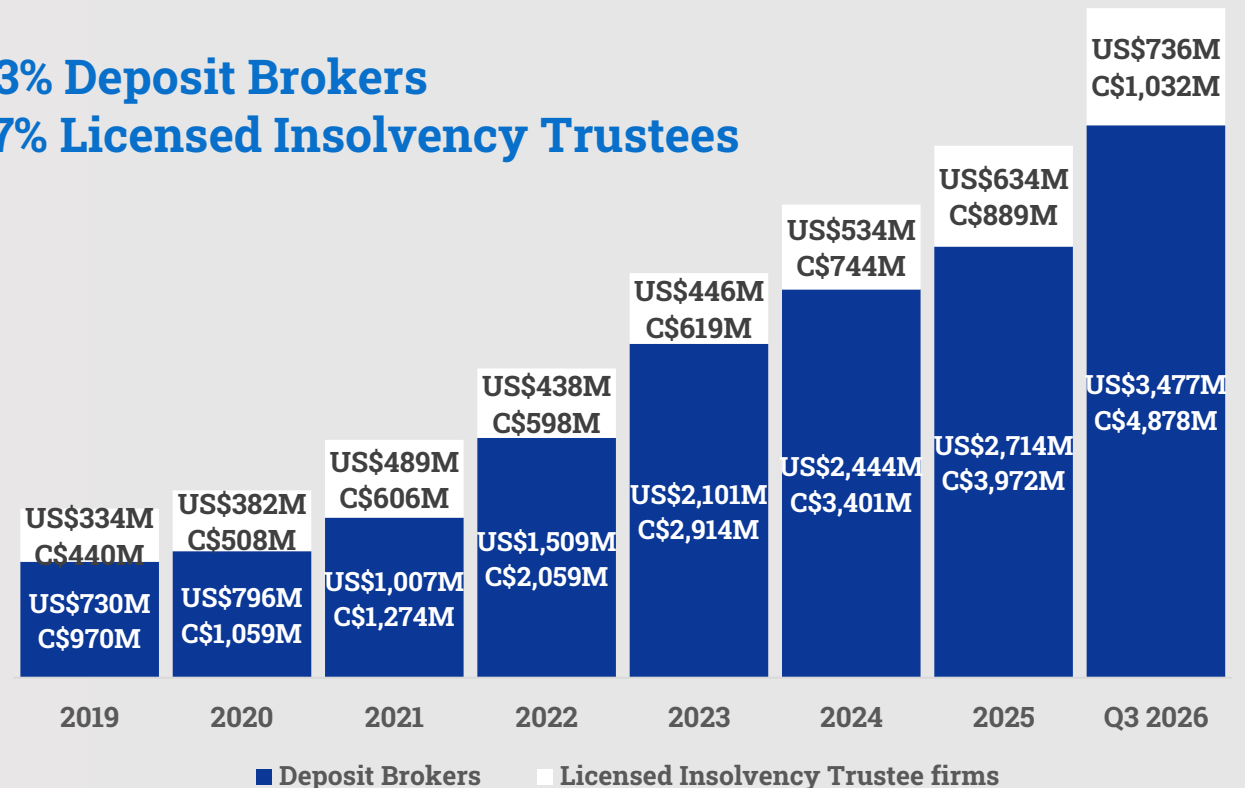
- Proprietary, high-value add, technology-based solution
- Grown to >100 partners and >C\$1B in ~10 years

**>220 Partners Provide Access
to Millions of Depositors**

Deposit Composition

Q3 2026

**83% Deposit Brokers
17% Licensed Insolvency Trustees**



Credit Assets: Very Low Risk Financing Channels



- Low-cost deposits enable low-risk lending
- 30-year history of virtually no credit asset losses

Structured Receivable Program

- Reliable, attractive alternative financing option for POS lenders, providing convenience for their consumers
- Very low-risk:
 - Default risk resides substantially with partner
 - Only partner with established POS lenders
- Dominant position in Canada

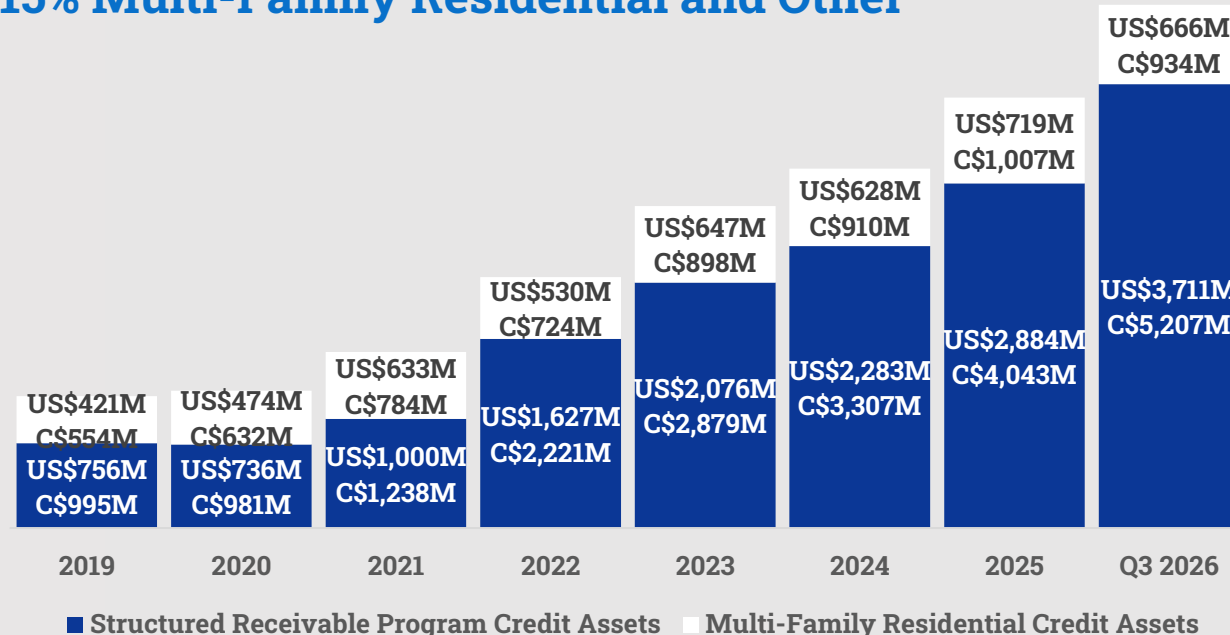
Multi-Family Residential and Other

- Highly profitable opportunistic legacy business
- De minimis commercial real estate exposure

30 Partners Provide Access to Hundreds of Millions of Borrowers

Credit Asset Composition Q3 2026

85% Structured Receivable Program
15% Multi-Family Residential and Other

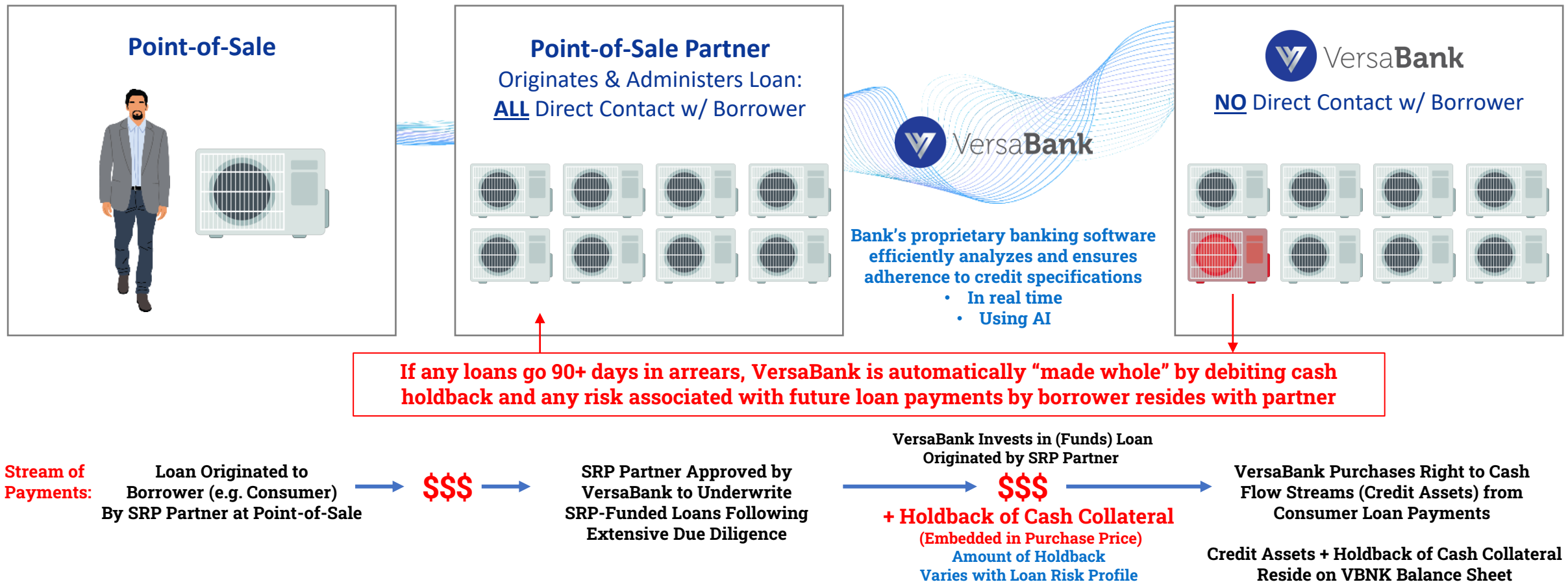


Structured Receivable Program (SRP)

Innovative, Unique and Efficient Digital Funding Solutions for Point-of-Sale Finance Companies



- Readily accessible, reliable & economical funding
- Provision of 100% of loan value (vs. ~75% from conventional sources) – much higher partner ROE
- History of zero credit asset losses for VersaBank resulting from unique cash holdback model

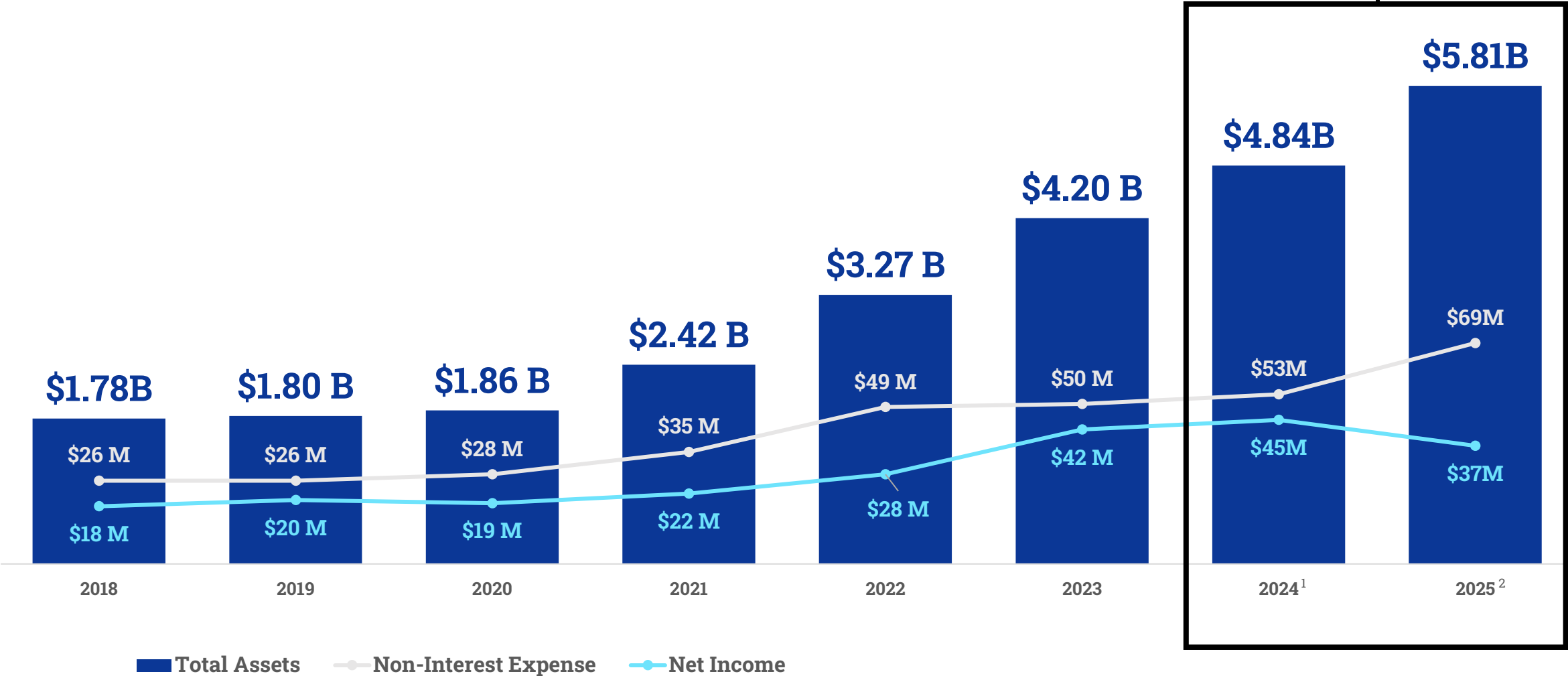


Success of Canadian POS Business Has Driven Profitability



\$ CAD (millions)

NIEs reflect US costs ahead of revenue ramp



1. Excluding One-Time Impacts Related to closing of the acquisition of SBH
2. Excluding costs associated with the proposed restructuring and adjustments

Q3 2026 Financial Highlights



Total Assets	\$6.88 B
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Credit Assets	\$6.16 B
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NIM on Credit Assets	2.44%
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Total Revenue	\$38.8 M
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Adj./Core Net Income¹	\$12.3 M
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Adj./Core EPS¹	\$0.38
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1. Adjusted/Core net income and Adjusted/Core EPS exclude costs associated with the proposed realignment to corporate structure

- Record credit assets, **up 29% YoY & 9% sequentially**
- Record revenue, **up 23% YoY & 1% sequentially**
- Net Income **up 53% YoY & 34% sequentially**
- Adjusted (Core) net income **up 27% YoY**
 - Incl. \$0.8 M for share comp due to stock price increase and \$1.5 M in transitory core costs

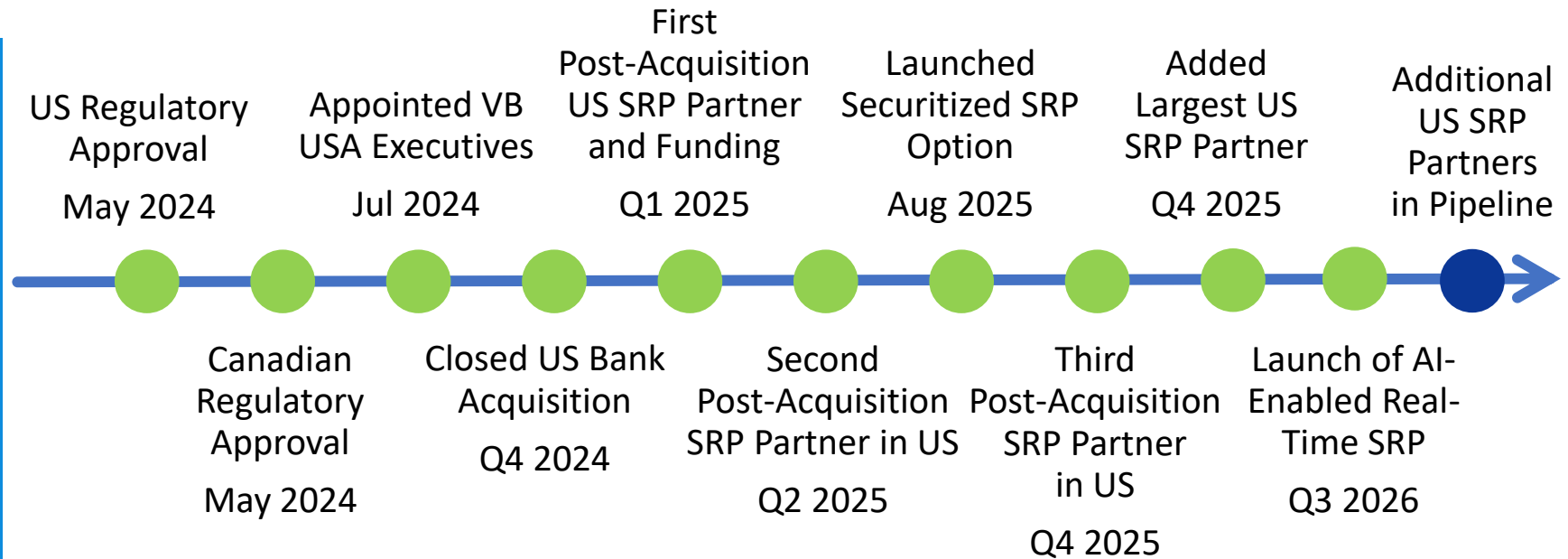
Continued strong performance in F2026: Momentum in digital banking business with increasing benefit of operating leverage

U.S. Structured Receivable Program: Executing on Plan With Significant Growth Targeted for F2027



**Rapidly Ramping in
the High-Growth,
Underserved,
Multi-Trillion Dollar
U.S. Market**

Even greater operating leverage
than proven and successful
Canadian Structured Receivable
Program business



Exceeded Fiscal 2025 Target with Total Fundings of US\$310M

On Track to Add US\$1B+ in U.S. SRP Fundings by 2026 Calendar Year End

Next Level SRP: Real-Time Funding Capability Breakthrough Innovation in POS Financing



Significant AI-Based Enhancement to Existing SRP

Improved Economic, Timing and Risk Mitigation Benefits vs. Standard SRP

- Enables SRP partners to finance individual loans in just minutes
- Reduces financing cost / need for warehouse financing
- Eliminates risk of interest rate movement during warehousing period
- Based on internally developed AI – enables significantly greater auditing in real time (90% vs 10%), further reducing Bank's loss risk



Revolutionary New Alternative to Conventional Securitization

Superior Economics, Timing and Risk Mitigation

- Provides continuous access to funding: Eliminates lengthy and costly time-period required to aggregate multiple receivables and identify potential syndication partners
- Significantly reduces accounting and other admin costs, repeated with each securitization
- Generates higher ROE for partner due to lower equity requirement and lower costs
- Eliminates risk of interest rate movement during securitization period

Opportunity to Capture More Business with
Existing Partners & Add New Partners the
Bank Was Previously Unable to Serve

Positive Feedback from Prospective Partners
Currently Using Securitization
Actively Pursuing Multiple Opportunities

Capitalizing on the Significant Operating Leverage in Our Core Digital Banking Operations



Total Credit Assets

F2025	C\$5.1B
Q3 FYTD 2026	C\$6.2B
F2027 Targets:	
US	+US\$3.0B (C\$4.0B)
Canada	+C\$3.0B
Total	+C\$7.0B

Next Milestones

F2025 Results	Total Credit Assets		
C\$5.1B US\$3.6B	>C\$7.5B >US\$5.4B	>C\$10B >US\$7.2B	>C\$15B >US\$10.9B
	Efficiency Ratio		
55% ¹	<32%	<25%	<16%
	ROCE		
8% ¹	17%+	25%+	40%+

Assumptions: Net Interest Margin on Credit Assets of 2.50%; NIEs of \$60M; Unchanged average common equity.
 1. Based on Adjusted/Core Net Income, which excludes costs associated with the proposed realignment to corporate structure and other adjustments.

Tokenized Deposits and Stablecoins: The Future of the Financial Ecosystem

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

Tokenized Deposits (Preferred by Regulators)	Issued by Regulated Banks Remain on Bank Balance Sheet • 1:1 Digital representations of traditional bank deposits that operate on blockchain-based infrastructure • Supported by same liquidity/regulatory frameworks as typical bank deposits • Ability to pay interest¹ • Eligible for deposit insurance¹ • 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 (Uncertain Regulatory Future)	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

1. In compliance with FDIC and CDIC policies

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



**Market Ready
Solution: Near-Term
Commercialization**

USDVB™

CADVB™

**VersaBank is the first,
and to date, only bank
with a tokenized
deposit in both US
and Canadian dollars**

1. Subject to regulatory obligations as may apply.

Compelling Proposition for Banks/Payments Providers

Significantly Enhanced Depositor Loyalty/Stickiness 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

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

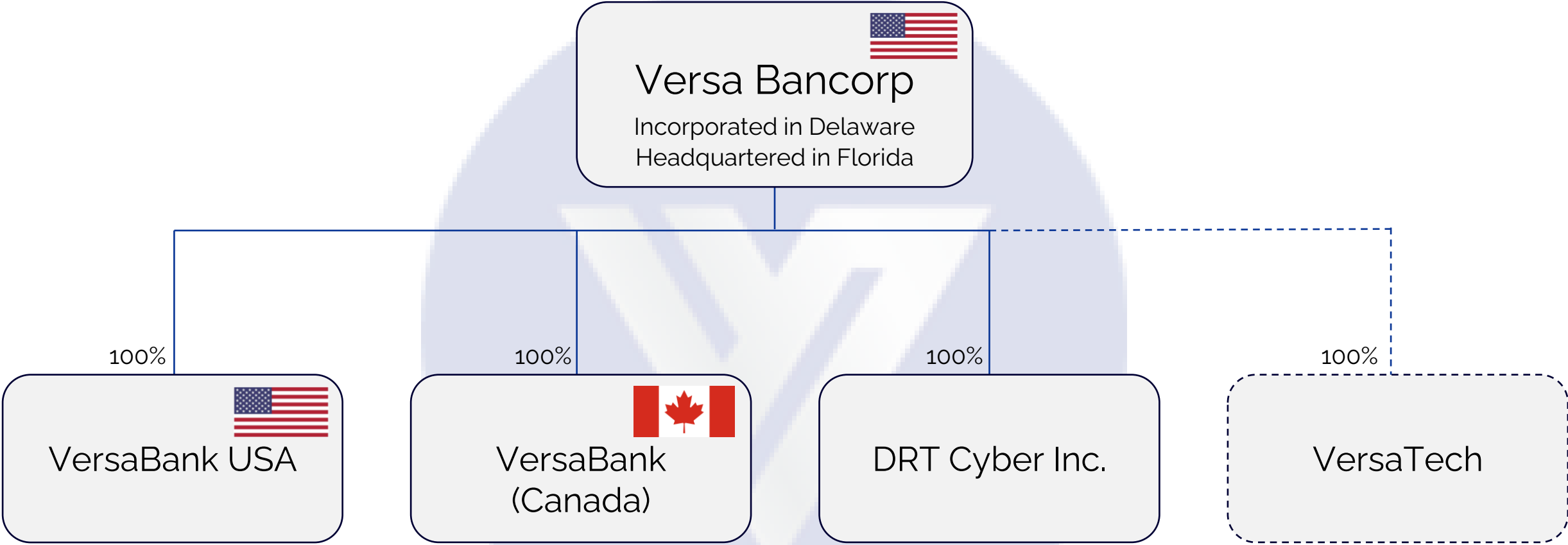
Realignment of Corporate Structure

Intended to Realize Additional Shareholder Value, Further Mitigate Risk and Reduce Corporate Costs

- Will align corporate structure with that of standard US bank framework with which US and international investment communities are most familiar
- New holding company parent, Versa Bancorp will be domiciled in United States
- Will enable eligibility for inclusion in certain stock indices, including the Russell 2000
- Will simplify regulatory structure
- Will facilitate further international expansion as the Bank explores additional markets beyond Canada and the United States
- Subject to approval by the Federal Reserve Board (US) & Minister of Finance (Canada)

Overwhelmingly approve by Shareholders on September 16, 2026

Simplified Final Post Realignment Structure





Why VersaBank? Why Now?

At inflection point for operating leverage: Positioned to double size of credit asset portfolio in near term

US Structured Receivable Program (SRP) (proven in Canada) rapidly ramping up in an underserved multi-trillion \$ US market

Breakthrough AI-enabled Real-Time SRP driving growth in US and Canada

Highly risk-mitigated model based on structuring of both deposits and credit assets (history of de minimis loan losses)

Multiple opportunities to leverage the Bank's leading Digital Asset technology and capabilities, including Real Bank Tokenized Deposits™

Proposed corporate reorganization expected to realize additional shareholder value, further mitigate risk and reduce costs

Attractive valuation



VersaBank

Banking on the Future!