

# 1ST SECURITY BANK

**FS BANCORP, INC.**

## INVESTOR PRESENTATION

DA Davidson Conference May 5-6, 2021



**“Build a truly  
great place to  
work and bank.”**

**-FSBW Vision Statement**

## Disclosure Statement

*The information included in this presentation is confidential and may not be reproduced or redistributed, passed on or divulged, directly or indirectly, to any other person. FS Bancorp, Inc. (the "Company") reserves the right to request the return of this presentation at any time.*

## Forward Looking Statements

*This presentation may contain forward-looking statements within the meaning within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements often include the words or phrases "believe," "will," "will likely result," "are expected to," "will continue," "is anticipated," "estimate," "project," "plans," or similar expressions. Forward looking statements are not historical facts but instead represent management's current expectations and forecasts regarding future events, many of which are inherently uncertain and outside of our control. Actual results may differ, possibly materially, from those currently expected or projected in these forward-looking statements.*

*Factors that could cause the Company's actual results to differ materially from those described in the forward-looking statements, include but are not limited to, the following: the effect of the COVID19 pandemic, including on FS Bancorp, Inc. (the "Company") credit quality and business operations, as well as its impact on general economic and financial market conditions and other uncertainties resulting from the COVID-19 pandemic, such as the extent and duration of the impact on public health, the U.S. and global economies, and consumer and corporate customers, including economic activity, employment levels and market liquidity; increased competitive pressures; changes in the interest rate environment; changes in general economic conditions and conditions within the securities markets, including as a result of the COVID-19 pandemic; the Company's ability to execute its plans to grow its residential construction lending, mortgage banking, and warehouse lending operations, and the geographic expansion of its indirect home improvement lending; secondary market conditions for loans and the Company's ability to originate loans for sale and sell loans in the secondary market; legislative and regulatory changes; and other factors described in the Company's latest Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and other filings with the SEC which are available on its website at [www.fsbwa.com](http://www.fsbwa.com) and on the SEC's website at [www.sec.gov](http://www.sec.gov), all of which could cause actual results to differ from those set forth in the forward-looking statements.*

*There can be no assurance that other factors not currently anticipated by us will not materially and adversely affect our business, financial condition and results of operations. Furthermore, many of these risks and uncertainties are currently amplified by and may continue to be amplified by or may, in the future, be amplified by, the recent outbreak of the COVID-19 pandemic.*

*Any of the forward-looking statements that the Company makes in this presentation and in the other public statements are based upon management's beliefs and assumptions at the time they are made and may turn out to be incorrect because of the inaccurate assumptions the Company might make, because of the factors illustrated above or because of other factors that cannot be foreseen by the Company. Therefore, these factors should be considered in evaluating the forward- looking statements, and undue reliance should not be placed on such statements. The Company does not undertake and specifically disclaim any obligation to revise any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements except as required by securities laws. These risks could cause the Company's actual results for 2021 and beyond to differ materially from those expressed in any forward-looking statements made by, or on behalf of the Company and could negatively affect its operating and stock performance.*

### FRANCHISE OVERVIEW

- **Total Assets:** \$2.18 billion (at March 31, 2021)
- **Headquartered:** Mountlake Terrace, WA
- **Branches:** 23\*
- **Loan Production Offices:** 11
- **ATM Locations:** 25
- **Year Established:** 1936
- **Quarterly Dividend:** \$0.27\*\*

\* Including headquarters and drive through banking in Aberdeen, WA

\*\*33rd Consecutive Quarterly Dividend Announced



**1st Security Bank Branches**

Aberdeen, Capitol Hill, Centralia, Edmonds, Elma, Hadlock, Lacey, Lynnwood, Mill Creek, Montesano, Ocean Shores, Olympia, Overlake, Port Angeles, Port Townsend, Poulsbo, Puyallup, Puyallup South Hill, Sequim, Silverdale, Westport

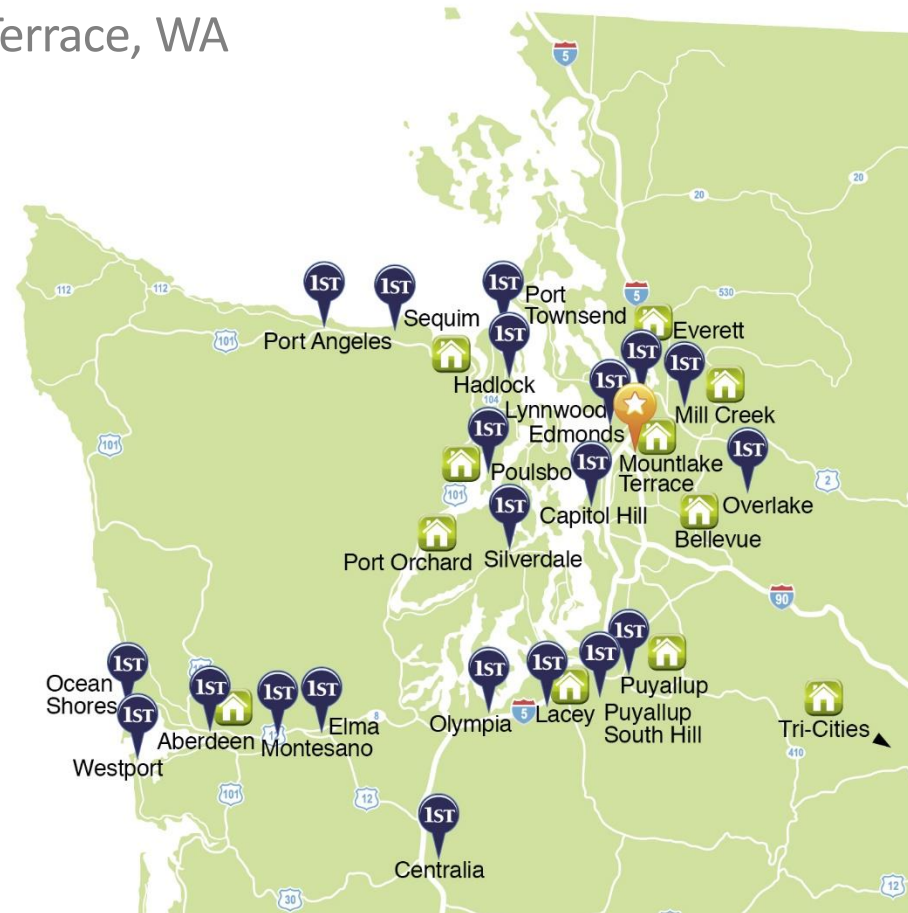


**Home Lending**

Aberdeen, Bellevue, Everett, Lacey, Mill Creek, Mountlake Terrace, Olympic Peninsula, Port Orchard, Poulsbo, Puyallup, Tri-Cities



**Administrative Center**  
Mountlake Terrace



### CULTURE & HISTORY

Vision

Build a truly great place to work and bank

Mission

Live our Core Values and 'WOW' each other and our customers every day

Guiding Principles

Employ smart, driven, and nice people

Emphasis on collaboration

Best idea wins

Jim Collins' Good-to-Great Lessons

Founded in 1936 as a credit union

Converted to a stocksavings bank on July 9, 2012

Raised \$27.6M in Capital (\$25.7M net) w/secondary offering

Announced thirty-third consecutive quarterly cash dividend of \$0.27 per share

Converted to a state chartered mutual savings bank on April 1, 2004

Completed a four branch acquisition in Q1 2016 resulting in \$186.0M in new relationship based deposits

Completed Anchor Bancorp acquisition on November 15, 2018

1936

2004

2012

2016

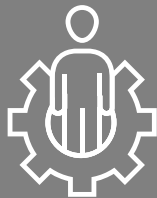
2017

2018

2021

### 1ST SECURITY BANK

Consumer Lending



Business Lending



Home Lending



Commercial Real Estate Lending



Retail Branches and Commercial Cash Management









### The Five Pillars of FSBW

## LONG TERM STRATEGIC PLAN

- Continued expansion of our commercial business lending programs
- Increase in-house originations of residential mortgage loans which are primarily sold into the secondary market through the mortgage banking platform
- Remain focused on maintaining and improving asset quality
- Continue to emphasize lower cost core deposits to reduce the costs of funding growth
- Offer a wide range of products and services to meet our customers' banking needs
- Expand into new markets based on current product offerings

### EXECUTIVE MANAGEMENT

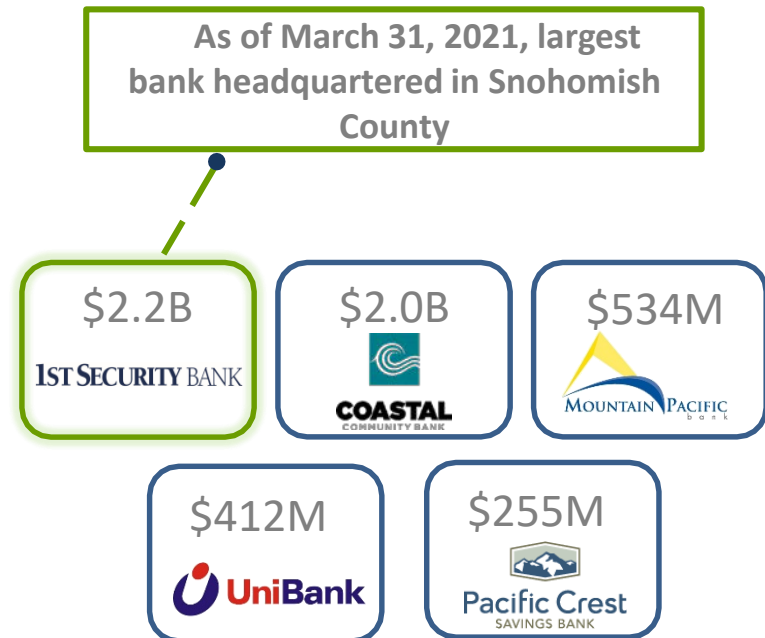
	Name	Position	Years with 1st Security Bank	Years in Industry
	Joseph Adams	Chief Executive Officer	18	20+
	Erin Burr	EVP, Chief Risk Officer	12	20+
	Matthew Mullet	EVP, Chief Financial Officer	9	20+
	Kelli Nielsen	EVP, Retail Banking & Marketing	4	25+
	Robert Fuller	EVP, Chief Credit Officer	7	30+
	Lisa Cleary	EVP, Chief Operating Officer	-	20+
	Dennis O'Leary	EVP, Chief Lending Officer	9	30+
	Vickie Jarman	EVP, Chief Human Resources Officer	19	15+
	Donn Costa	EVP, Home Lending Production	9	30+



## LARGEST SNOHOMISH COUNTY BANK

Banks Headquartered in Snohomish County: December 31, 2008  
Total Assets \$9.4B

Banks Headquartered in Snohomish County: March 31, 2021  
Total Assets \$5.4B



\*Denotes a financial institution no longer headquartered in Snohomish County  
Note: Dollar amount are for assets  
Source: FFIEC Central Data Repository's Public Bank Data Distribution website & S&P Global Market Intelligence



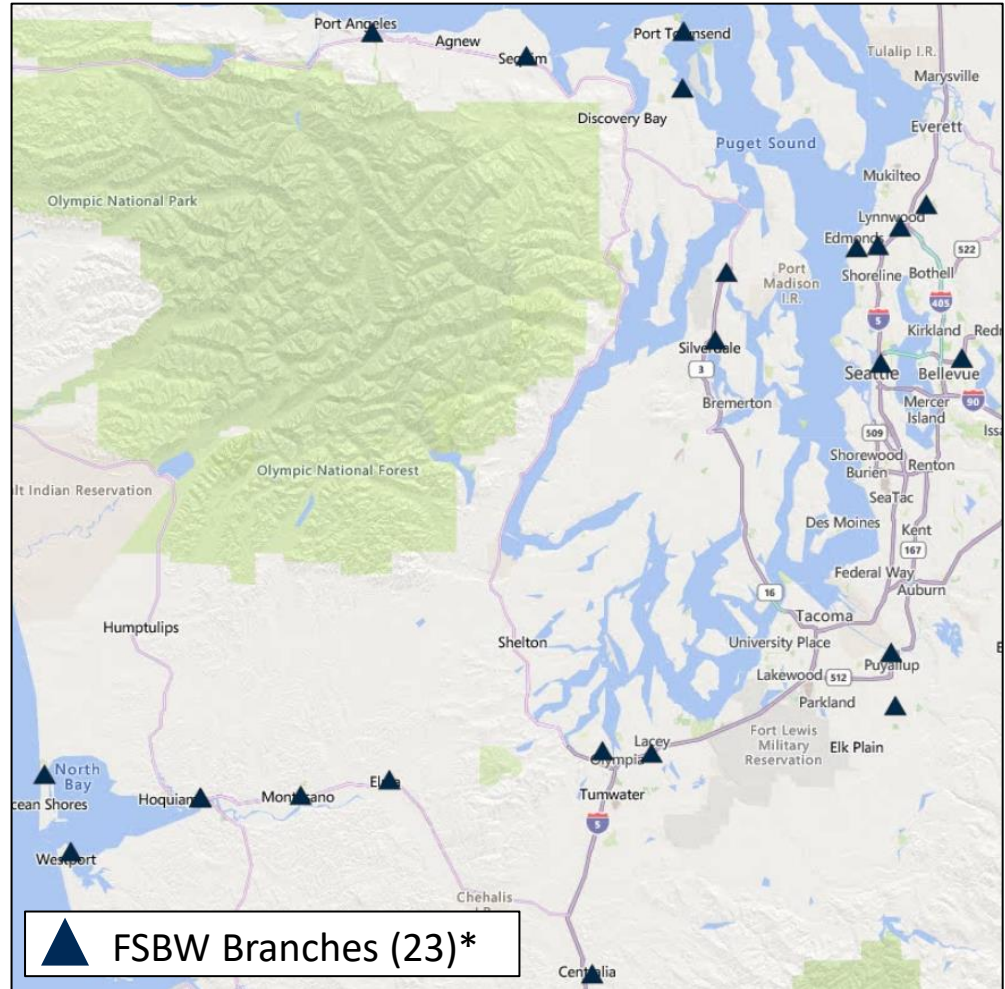
## DEPOSIT FRANCHISE & BRANCH FOOTPRINT

### County Deposits & Demographics (6/30/20)

County	Market Rank	Number of Branches	Deposits In Market (\$000)	Deposit Market Share %	% of Franchise
Snohomish	7	4	692,156	4.7%	42.8%
Grays Harbor	3	6	204,585	18.7%	12.6%
Clallam	3	2	183,921	8.0%	11.4%
King	22	2	149,531	0.1%	9.2%
Jefferson	2	2	131,595	19.0%	8.1%
Pierce	17	2	99,041	0.7%	6.1%
Thurston	13	2	81,989	1.6%	5.1%
Kitsap	14	2	44,965	1.2%	2.8%
Lewis	9	1	30,470	2.6%	1.9%
<b>Total</b>			<b>1,618,253</b>		

County	2021		2021-2026 Projected	
	Total Population	Median HH Income (\$)	Population Change	HH Income Change
Snohomish	841,173	95,185	6.8%	12.8%
Grays Harbor	75,963	51,695	3.7%	8.8%
Clallam	78,293	61,183	5.1%	13.7%
King	2,298,351	105,018	6.9%	13.7%
Jefferson	32,743	63,086	5.1%	9.3%
Pierce	920,730	82,380	6.4%	14.8%
Thurston	296,606	80,139	6.7%	13.4%
Kitsap	275,742	85,534	5.2%	13.7%
Lewis	81,841	62,769	4.8%	13.6%
<b>Total</b>	<b>4,901,442</b>			

<b>Washington</b>	<b>7,765,146</b>	<b>81,728</b>	<b>6.3%</b>	<b>13.0%</b>
<b>United States</b>	<b>330,946,040</b>	<b>67,761</b>	<b>2.9%</b>	<b>9.0%</b>



Source: S&P Global Market Intelligence; Deposit data as of June 30, 2020

\*Including headquarters and drive through banking in Aberdeen, WA

## RESPONSE TO THE COVID-19 PANDEMIC

- Participating in the Paycheck Protection Program (“PPP”) with 471 funded loans outstanding as of March 31, 2021, totaling \$83.8 million for borrowers in the communities we serve.
- During the first quarter of 2021, the Company funded 286 PPP loans totaling \$48.0 million under the second PPP program. PPP loan balances originated in 2020 totaling \$26.1 million were submitted for approval and forgiven by the Small Business Administration (“SBA”).
- Since the start of the pandemic, we have provided payment relief for 412 portfolio borrowers that hold \$95.9 million in balances as of March 31, 2021. Of the \$95.9 million, \$34.9 million are still receiving some form of payment relief, of which \$29.8 million (85.4%) are making interest only payments.
- Allowing the borrower up to 90 day loan payment deferments or a period of interest only payments, and, on a more limited basis waived extension fees, late fees and/or suspended foreclosure proceedings are the primary methods of relief.
- Serving our communities by having all of our branches open and continue to remain flexible as to branch operations based on the guidance provided for the communities in which we operate. The majority of our staff continue to work remotely, where feasible.

## PANDEMIC IMPACT

### PPP Lending Activity by Sector

Loan Type	Loan Dollars	# of Loans	Avg. Loan Size	% of Category
<b>Retail</b>				
<= \$150M	\$11,105,942	283	\$39,244	88%
> \$150M	15,161,394	40	379,035	12%
<b>Total Retail</b>	<b>\$26,267,336</b>	<b>323</b>	<b>\$81,323</b>	<b>100%</b>
<b>Commercial</b>				
<= \$150M	\$5,003,625	79	\$63,337	53%
> \$150M	52,548,137	69	761,567	47%
<b>Total Commercial</b>	<b>\$57,551,762</b>	<b>148</b>	<b>\$388,863</b>	<b>100%</b>
<b>Retail + Commercial</b>				
<= \$150M	\$16,109,567	362	\$44,502	77%
> \$150M	67,709,531	109	621,188	23%
<b>Total Retail + Commercial</b>	<b>\$83,819,098</b>	<b>471</b>	<b>\$177,960</b>	<b>100%</b>
<b>Total PPP Loans Forgiven*</b>	<b>\$38,426,800</b>	<b>293</b>	<b>\$131,149</b>	<b>46%</b>

#### PPP Summary

- 471 active PPP loans granted (323 retail / 148 commercial)
- \$83.8 million of aggregate PPP loans issued-outstanding (31% retail / 69% commercial)
- Overall average loan size of \$177,960
- \$1.9 million of net unamortized fees as of March 31, 2021
- As of March 31, 2021, 293 PPP loans totaling \$38.4 million have been forgiven by the SBA

\* Note: Loan forgiveness data as of March 31, 2021.

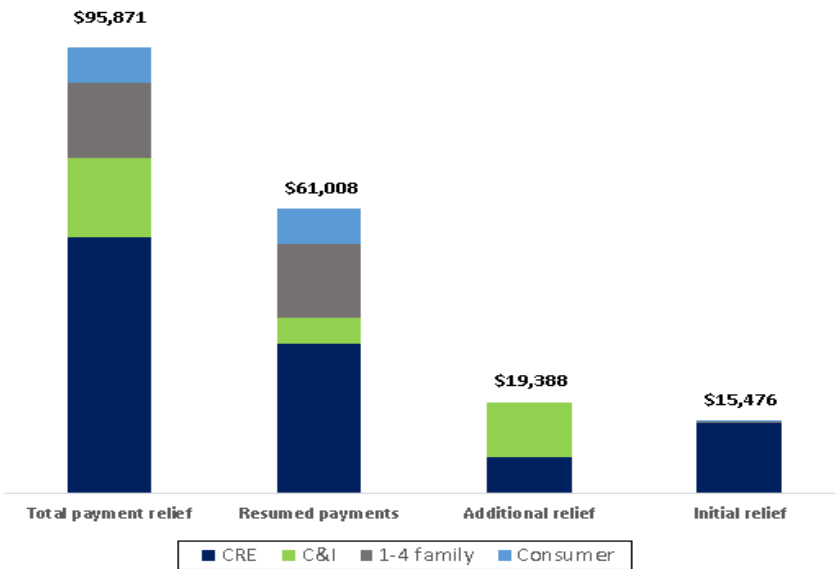
### Commercial COVID-19 Risk Industries: March 31, 2021

At-Risk Industry	Watch	Special Mention	Substandard	Total Loan Dollars
Hospitality	\$ 40,379,477	\$ 1,439,891	\$ -	\$ 41,819,368
Other	11,017,222	931,487	1,828,778	13,777,487
Food and beverage	10,110,274	1,485,614	1,511,056	13,106,944
Manufacturing	3,183,830	-	-	3,183,830
Transportation	-	-	4,487,206	4,487,206
Construction and development	34,531	2,880,767	-	2,915,298
Retail	111,500	-	1,820,283	1,931,783
Education/worship	242,738	-	-	242,738
<b>Total</b>	<b>\$ 65,079,572</b>	<b>\$ 6,737,759</b>	<b>\$ 9,647,323</b>	<b>\$ 81,464,654</b>

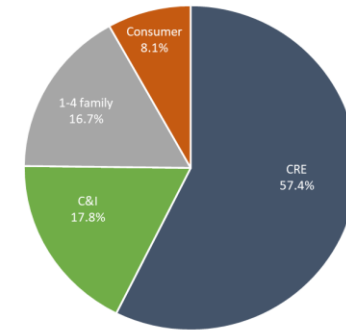
***FSBW closely monitors all exposure to industries at heightened risk of economic deterioration due to the COVID-19 pandemic***

### RESPONSE TO THE COVID-19 PANDEMIC

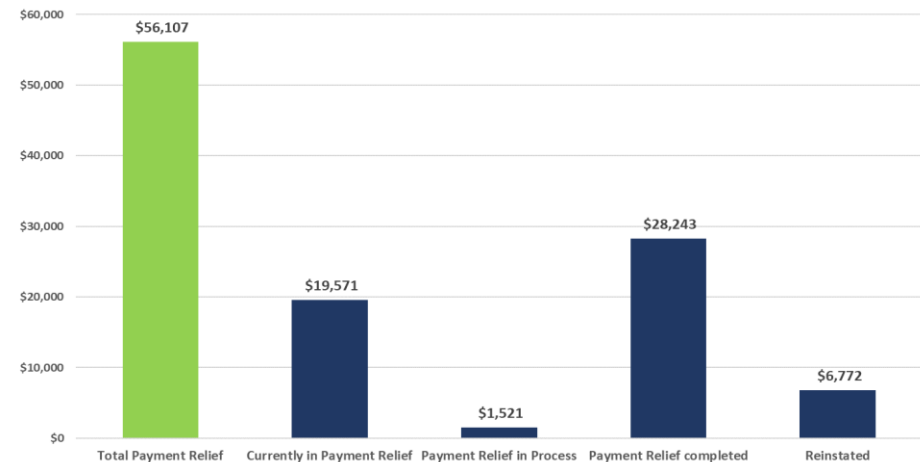
COVID Payment Relief (\$000's) March 31, 2021



Relief Loans by Category



Payment Relief for Loans Serviced for Others (in \$000's)



Segment	Total payment relief	Resumed payments	Additional relief	Initial relief
CRE	\$ 54,994	\$ 32,120	\$ 7,863	\$ 15,011
C&I	\$ 17,087	\$ 5,562	\$ 11,524	\$ -
1-4 family	\$ 16,009	\$ 15,702	\$ -	\$ 308
Consumer	\$ 7,781	\$ 7,624	\$ -	\$ 157
<b>Total</b>	<b>\$ 95,871</b>	<b>\$ 61,008</b>	<b>\$ 19,388</b>	<b>\$ 15,476</b>

Note: Excludes loans which have paid off as of March 31, 2021

**Significant reduction in remaining deferrals**



\* Note: Majority of remaining loans in deferral are interest only payments; \$29.8 million or 85.4%

### FIRST QUARTER 2021 HIGHLIGHTS

#### Financial Highlights Q1 2021

- Total assets of \$2.2 billion
- Gross portfolio loans of \$1.6 billion
- Net income of \$11.9 million

#### Q1 2021 YTD

- Diluted earnings per share of \$2.70
- Tangible book value per share of \$56.13<sup>(1)</sup>
- Announced thirty-third consecutive quarterly cash dividend (\$0.27)
- Increased dividend by 3.8% during the quarter

#### Selected Performance Ratios

- ROAA of 2.26%
- ROAE of 21.01%
- Net Interest Margin of 3.99%
- Efficiency Ratio of 49.34%

#### Credit Quality Ratios

- Non-performing Assets (NPAs) as a percentage of total assets of 0.43%
- Allowance for Loan Losses as a percentage of gross portfolio loans of 1.68%<sup>(2)</sup>
- Allowance for Loan Losses as a percentage of gross portfolio loans excluding PPP loans of 1.78%

#### Capital Position

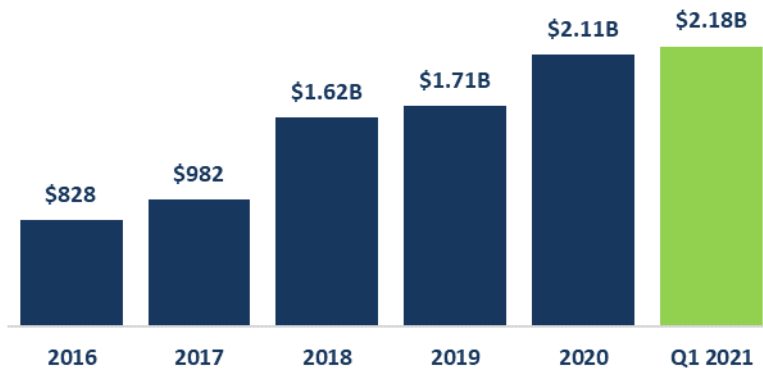
- Currently, all Bank Holding Company (BHC) and Bank ratios are above those to be considered “Well-Capitalized”, with a Community Bank Leverage Ratio (“CBLR”) of 11.8% as of March 31, 2021

(1) Non-GAAP financial measures. See appendix for reconciliation to book value per share (GAAP)

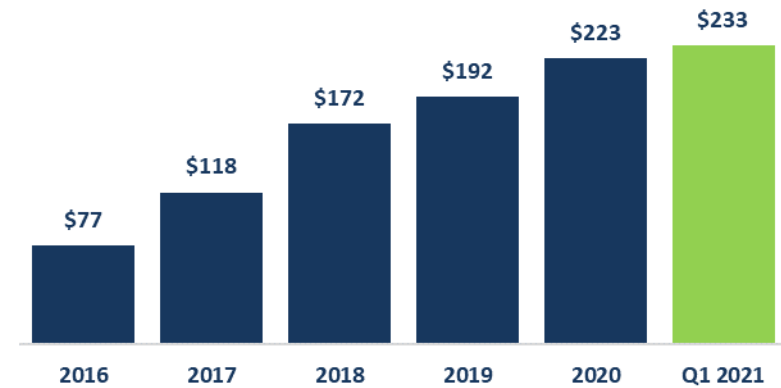
(2) Note: Gross loans include Anchor loans “net” of fair value discount of \$1.3 million

### FRANCHISE GROWTH

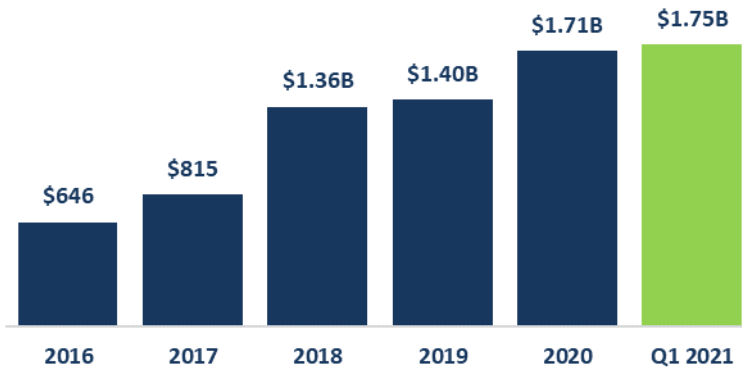
Total Assets (\$B)



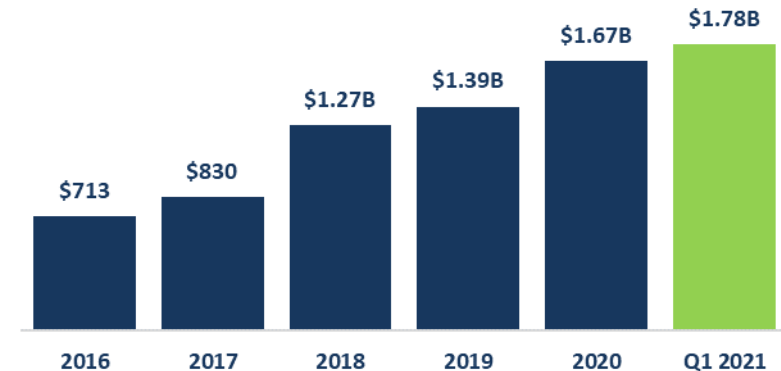
Tangible Common Equity (\$M)<sup>(1)</sup>



Total Net Loans (\$B)



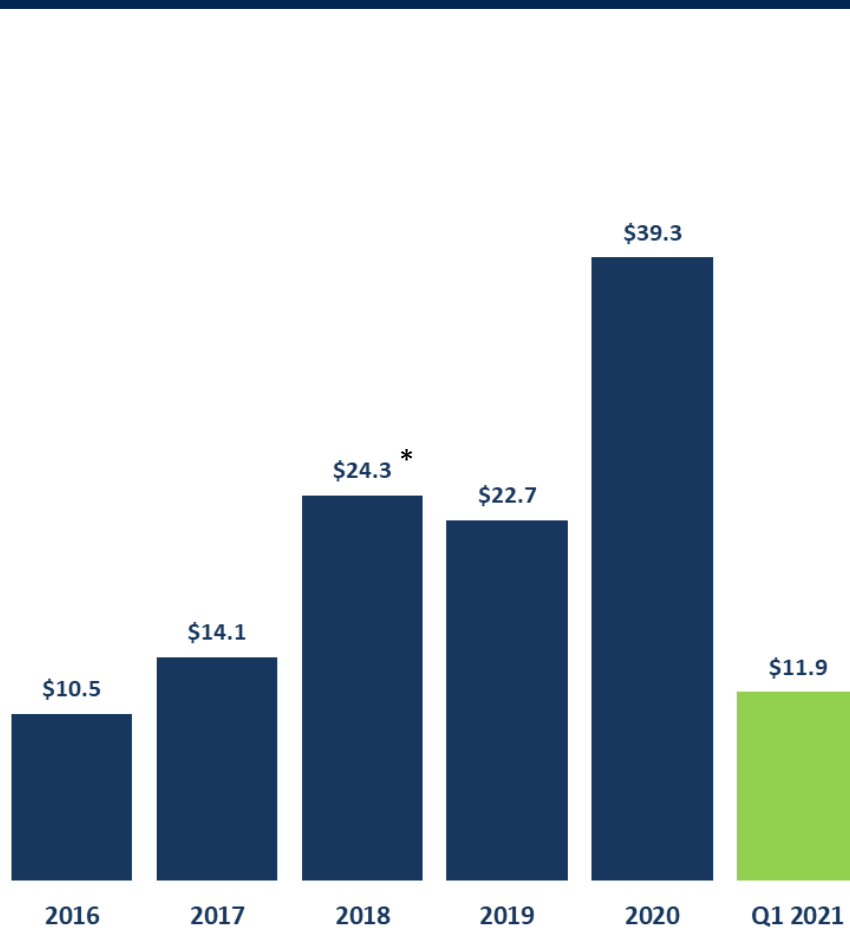
Total Deposits (\$B)



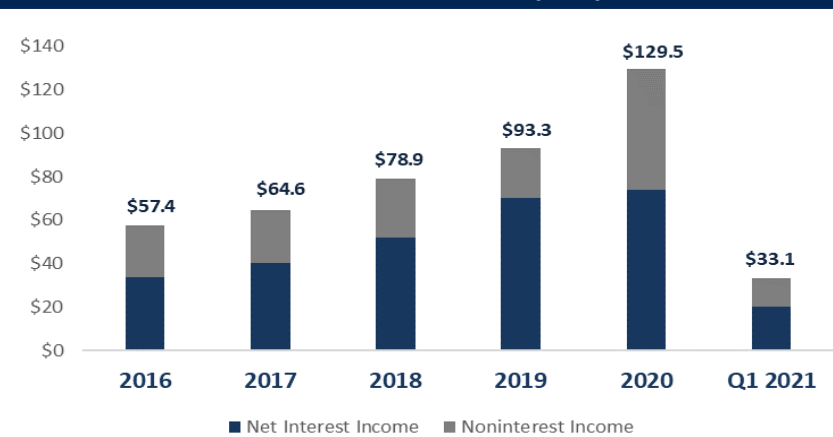
(1) Non-GAAP financial measure

### INCOME STATEMENT TRENDS

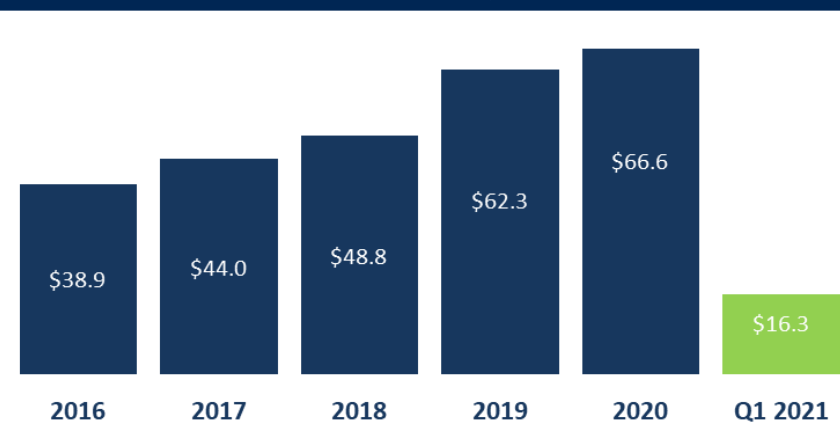
Net Income (\$M)



Total Revenues (\$M)



Total Noninterest Expense (\$M)

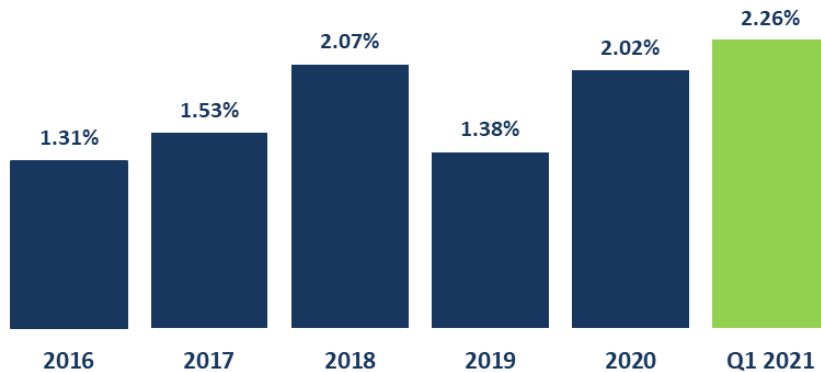


\*Includes \$7.4 million in Bargain Purchase Gain (BPG)

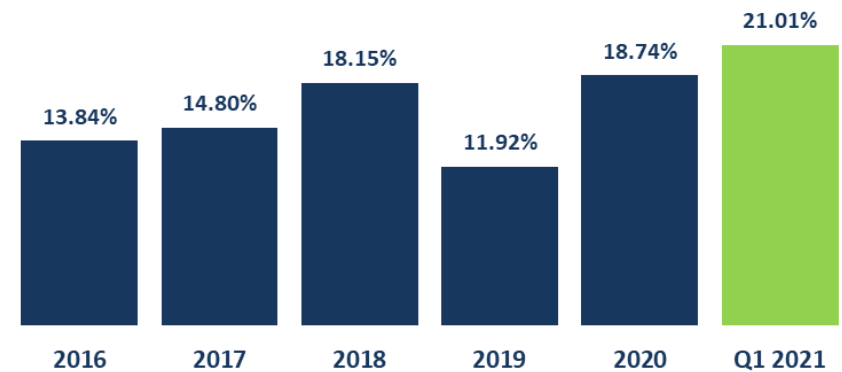


### SELECTED PERFORMANCE RATIO TRENDS

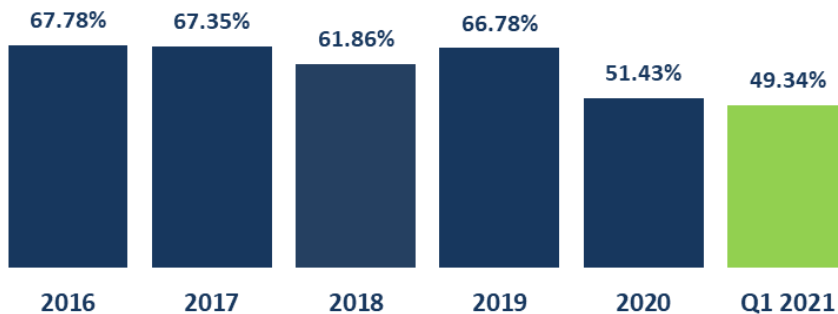
#### ROAA



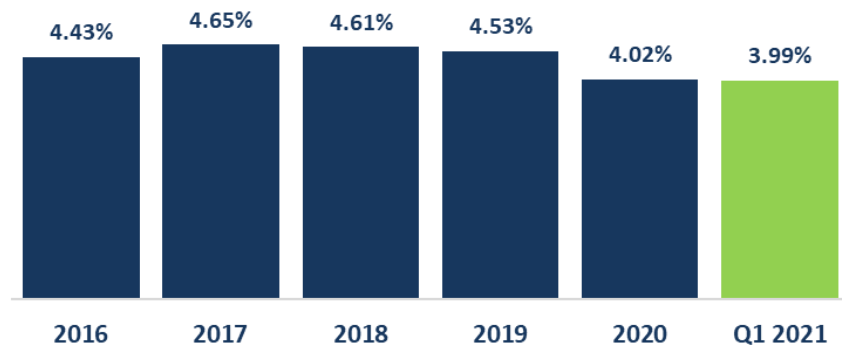
#### ROE



#### Efficiency Ratio

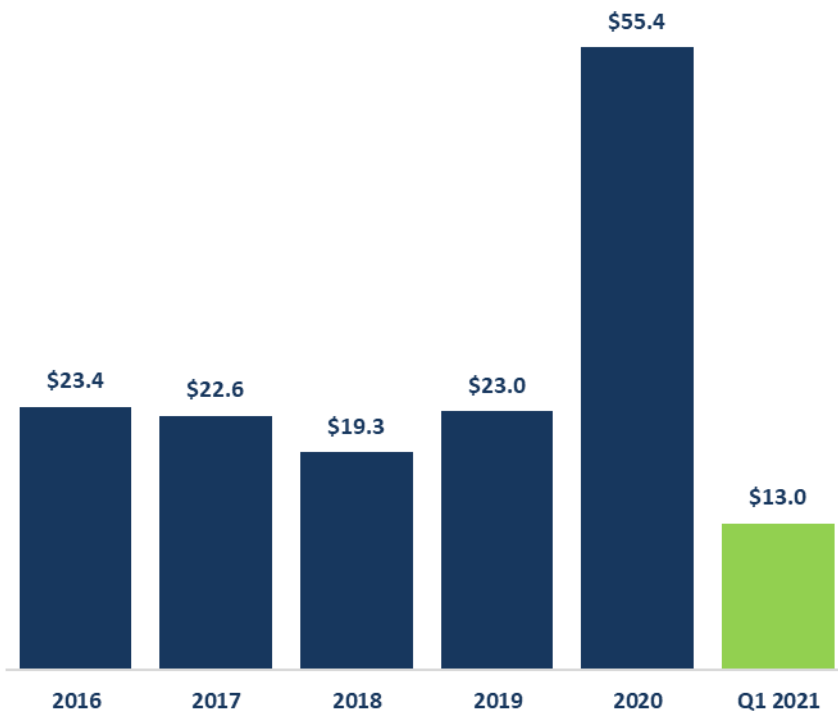


#### Net Interest Margin

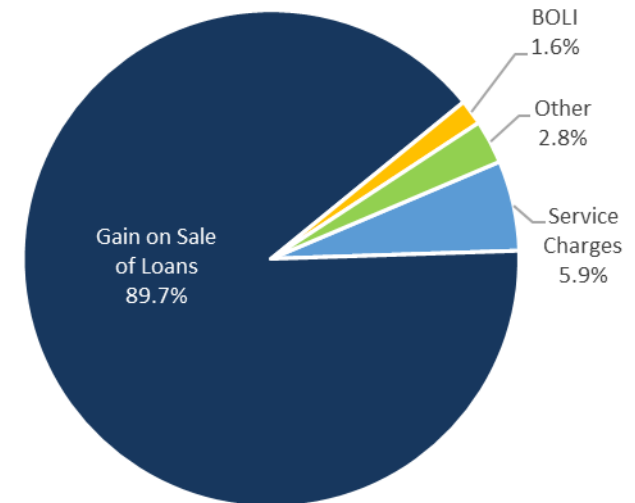


### NONINTEREST INCOME

Noninterest Income (\$M)



Noninterest Income Composition<sup>(1)</sup>

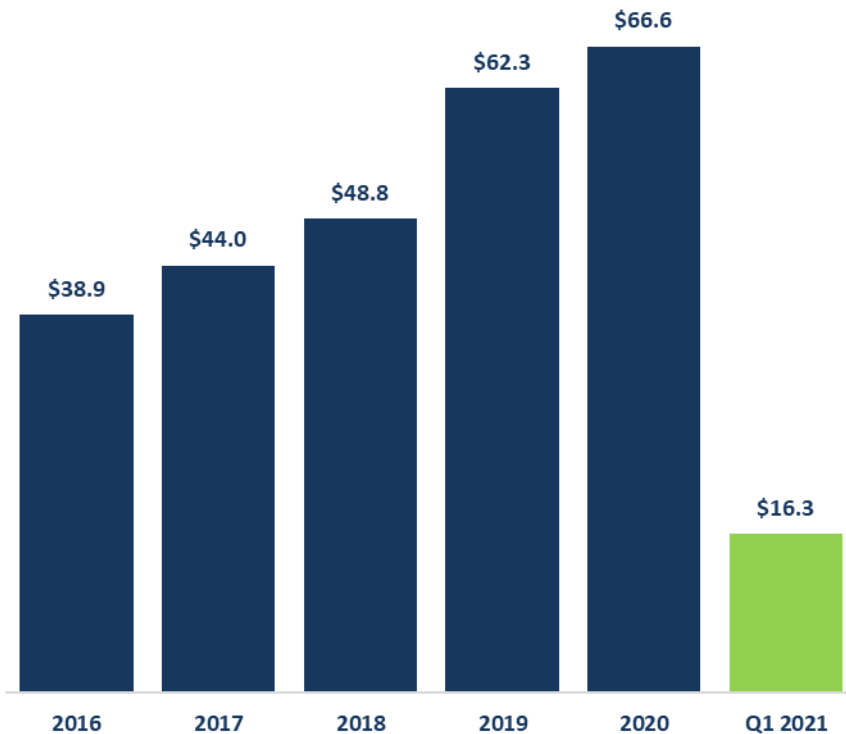


Note: 2020Y Noninterest Income year-over-year growth due in part to increased gain on sale revenue resulting from low interest rate environment.

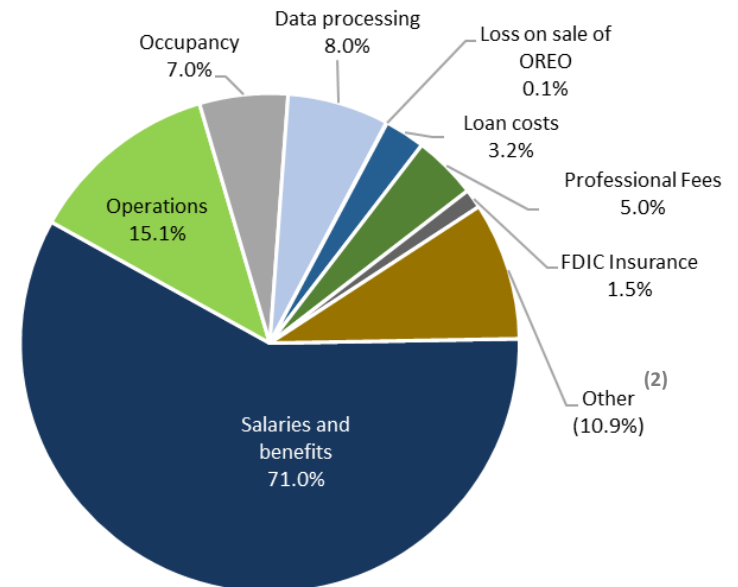
(1) Quarter ended March 31, 2021

### NONINTEREST EXPENSE

Noninterest Expense (\$M)



Noninterest Expense Composition<sup>(1)</sup>

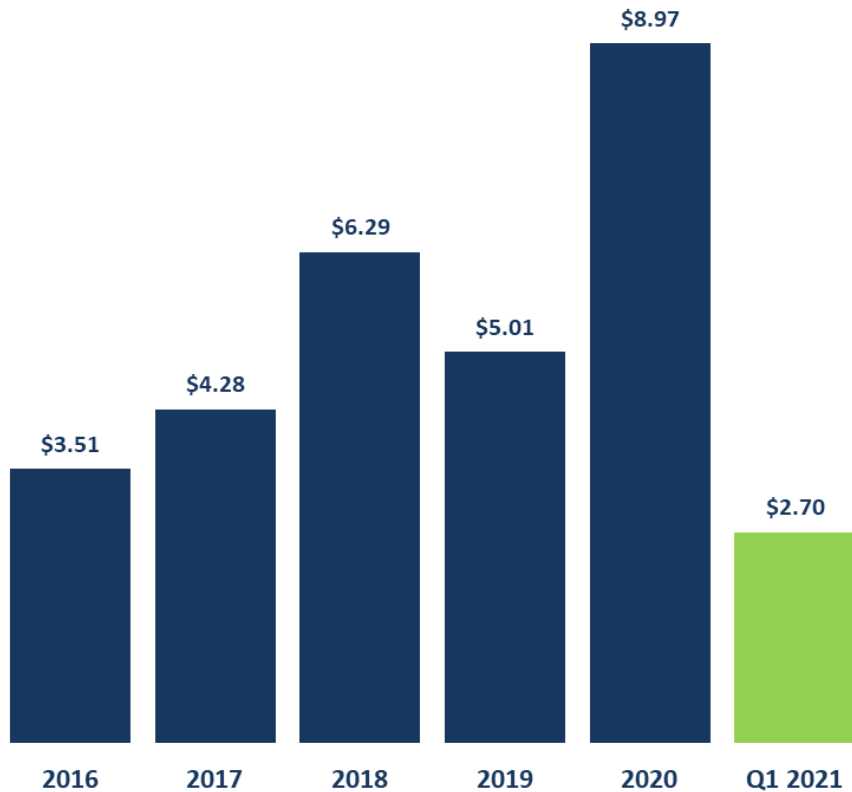


(1) Quarter ended March 31, 2021

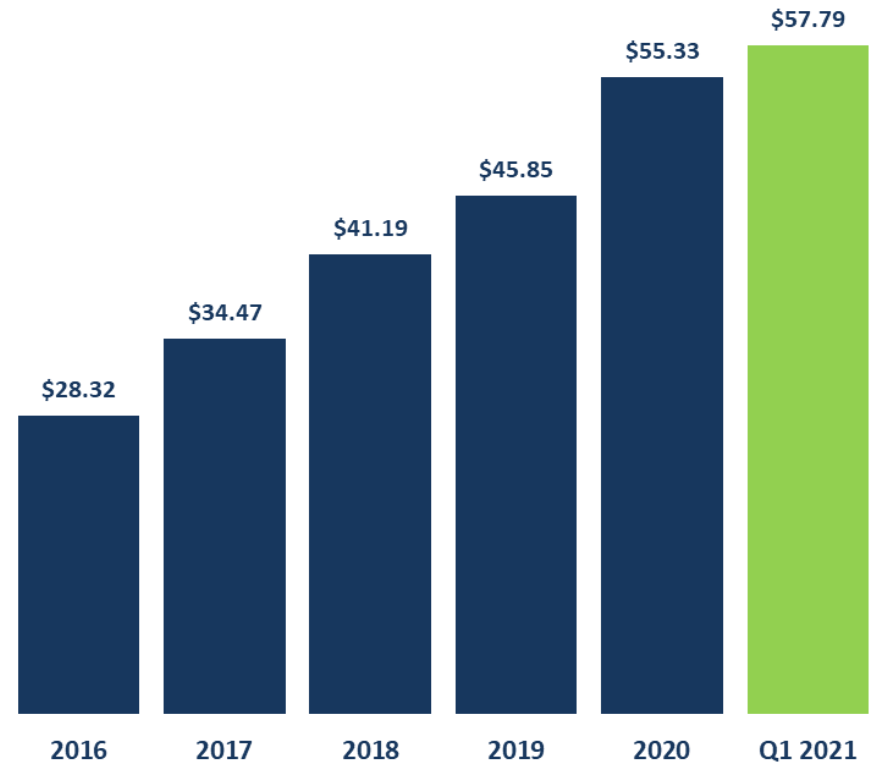
(2) Other = marketing and advertising, amortization of core deposit intangible and recovery on servicing rights

### BUILDING STOCKHOLDER VALUE

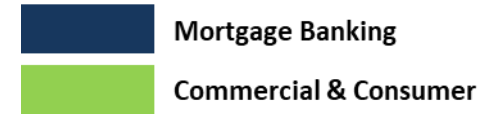
Diluted Earnings Per Share



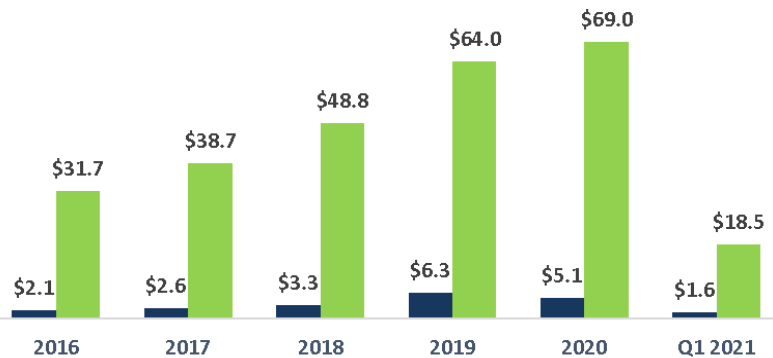
Reported Book Value Per Share



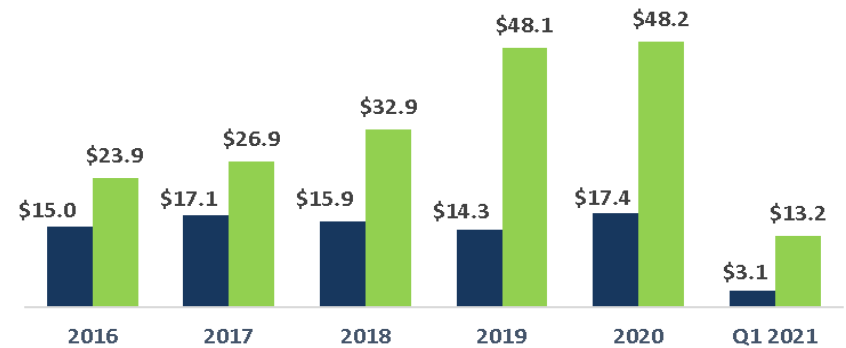
### SEGMENT REPORTING ANALYSIS



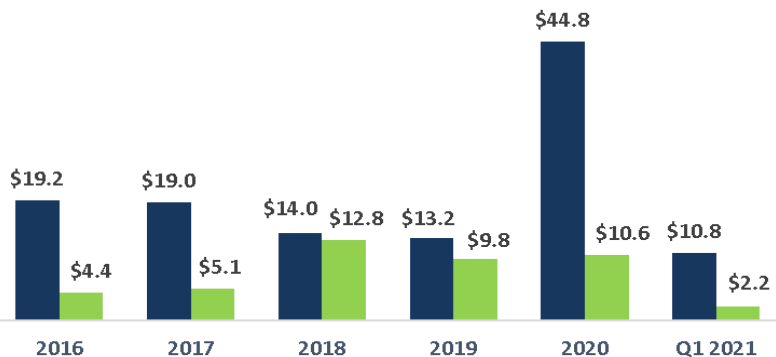
Net Interest Income



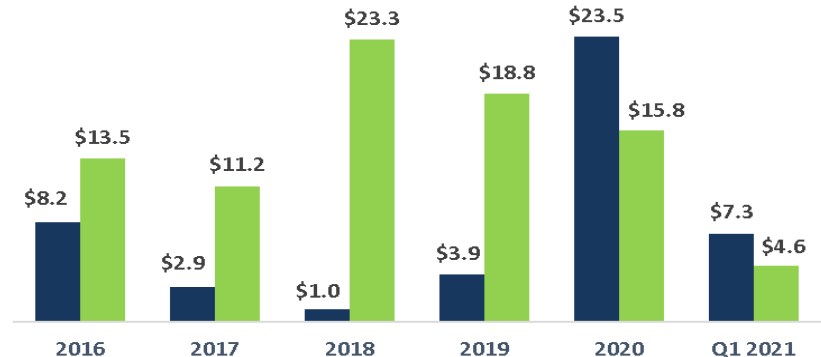
Noninterest Expense



Noninterest Income



Net Income

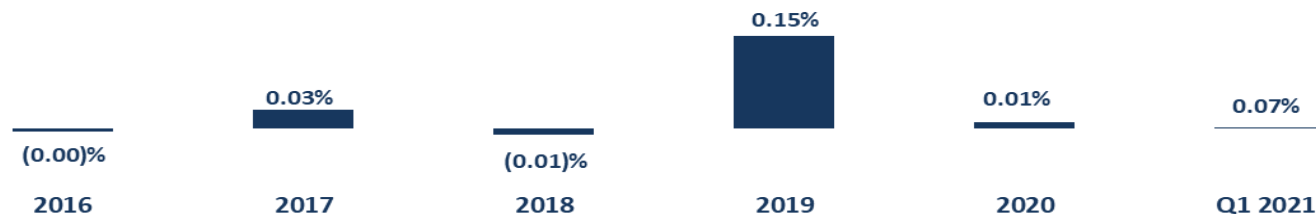


Note: Dollar amounts in millions

### DISCIPLINED CREDIT CULTURE

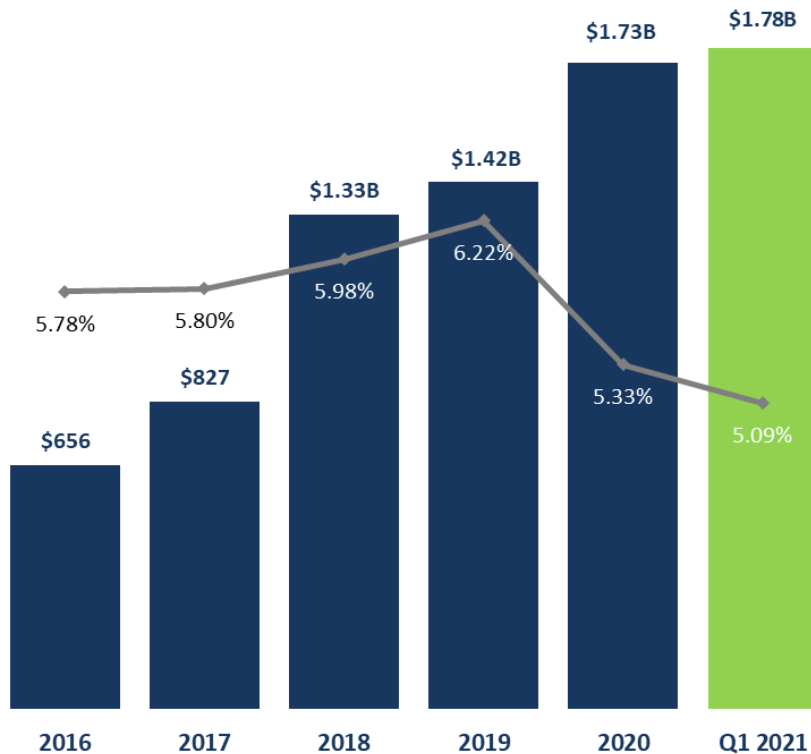
- The company employs Board and Committee oversight and reporting, with the Chief Risk Officer and senior executive compliance officer reporting directly to the Audit Committee
- FSBW has a disciplined underwriting approach with generally standard LTV and DSC coverage requirements with firm concentration limits and designated focused lending channels
  - Construction Weighted Average LTV = 64.1% (as of March 31, 2021)
  - Commercial Real Estate (CRE) Weighted Average LTV= 56.5% (as of March 31, 2021)
- Loans greater than \$5 million are reported to the Asset Quality Committee, while loans between \$15 million and \$25 million require approval from the Senior Loan Committee
- The legal lending limit is \$57.5 million while the in-house limit is \$25 million
- The CRE and C&D portfolios are stressed on a quarterly basis with a third party review of the commercial portfolio conducted on an annual basis

#### Historical NCOs / Avg. Loans



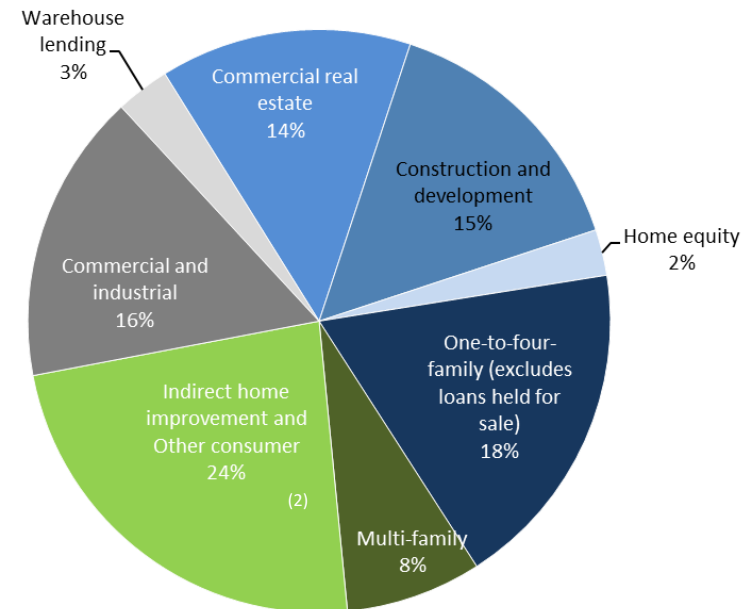
### LOAN PORTFOLIO SUMMARY

Gross Loans and Loan Yield (\$B) <sup>(1)</sup>



Loan Composition at March 31, 2021

Total Gross Loans (excl. loans HFS): \$1.6B



(1) Loans, net of deferred fees, costs, and includes held for sale

(2) Other consumer includes marine loans



### HOME LENDING

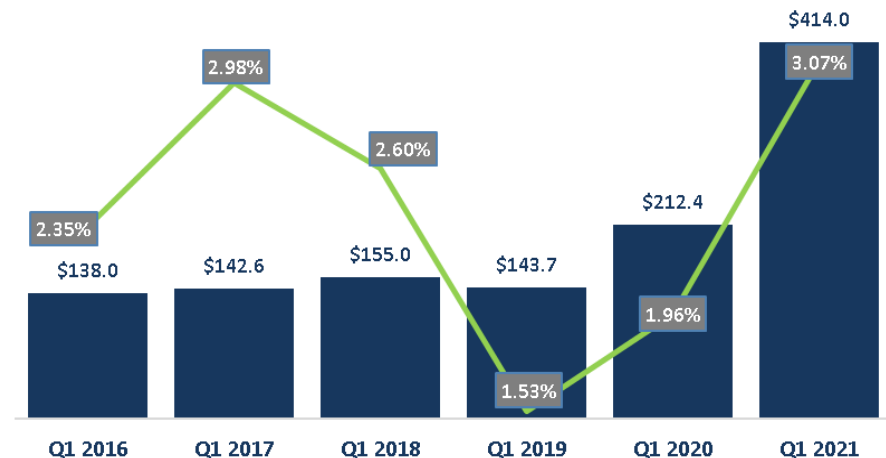
#### Highlights at March 31, 2021

- One-to-four-family loans originated increased \$148.8 million, or 52.1%, to \$434.4 million, compared to \$285.6 million for the quarter ended March 31, 2020
- Loan Sales: \$414.0 million
- Purchase production was 42.7% of one-to-four-family loan originations versus 57.3% for refinance production
- Increase in originations for the quarter ended March 31, 2021 was attributed to stronger year over year purchase activity up 61.8% and improved refinance activity in response to decreases in market interest rates

#### Mortgage Servicing at March 31, 2021

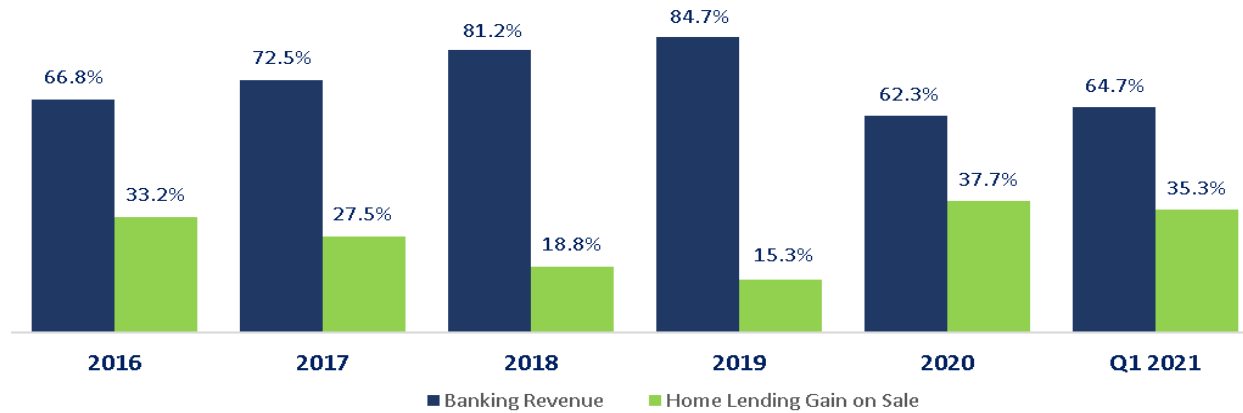
- Servicing unpaid principal balance: \$2.3 billion and 7,698 loans
- Q1 2021 notional servicing: \$224.6 million

#### Quarterly Closed Volume (\$M) & Cash Margin on Loans

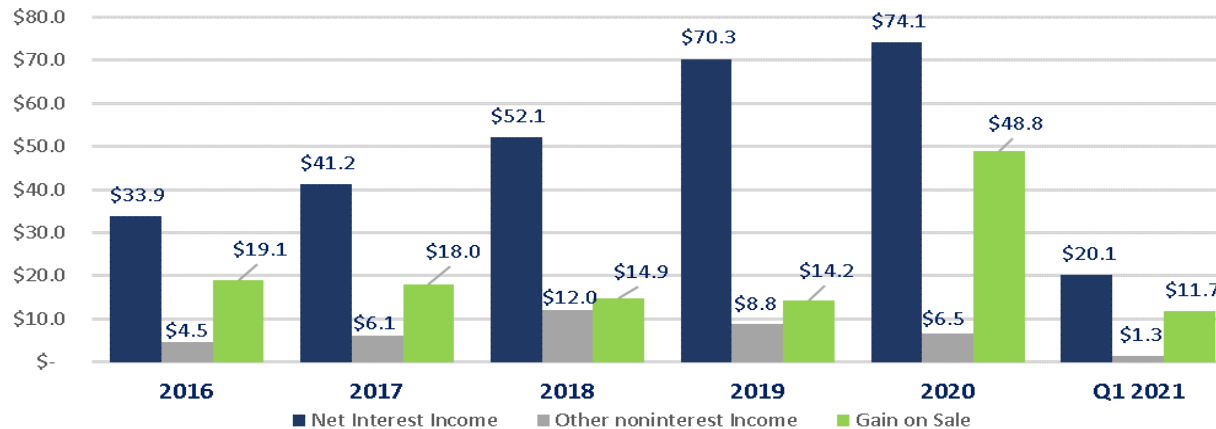


Note: Quarterly closed volume is listed in millions

### Home Lending Gain on Sale Revenue as a Percentage of Total Revenue



### Total Revenues (\$M)

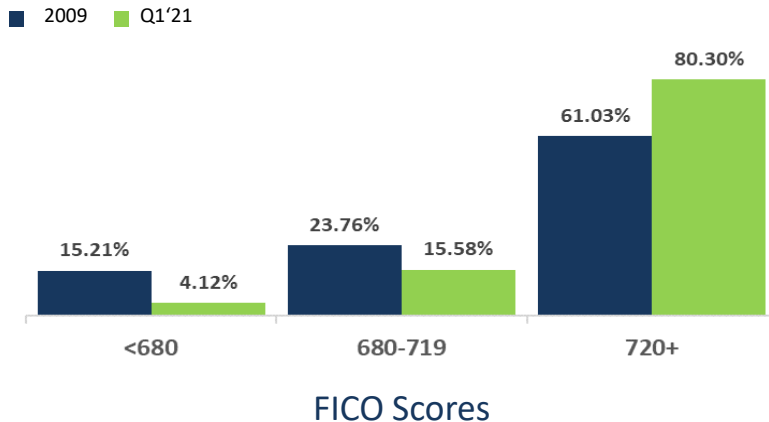


### CONSUMER LENDING

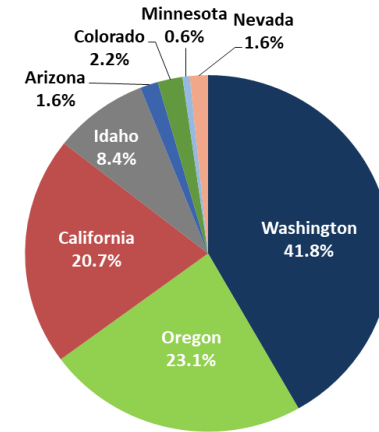
#### Q1 2021 Highlights

- Primarily home improvement and marine, UCC-2 or title secured
- Offered on an indirect basis and largely automated (with underwriter verification)
- \$382.8 million outstanding as of Q1 2021
  - \$54.0 million in dealer originations
  - \$33.6 million, or 62.3%, with the top 10 dealers
  - Average yield of 6.98%, down from 7.09% in Q4 2020

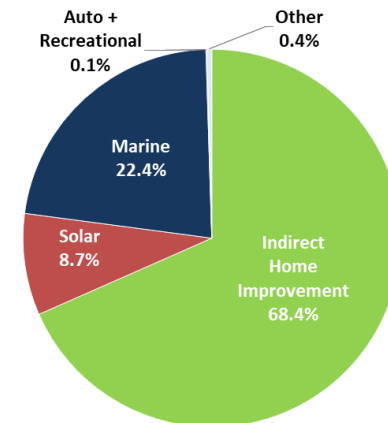
#### 2009 vs. Q1 2021 Portfolio Credit Quality



#### Q1 2021 Dealer Production by State



#### Consumer Portfolio Characteristics



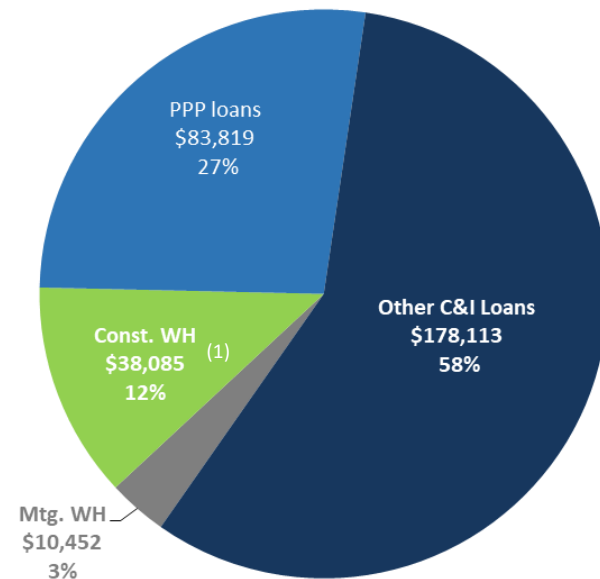
### COMMERCIAL BUSINESS LENDING

#### Q1 2021 Commercial & Industrial (C&I)

- C&I commitments: \$468.9 million
- Outstanding balances were \$310.5 million at March 31, 2021 relative to \$273.6 million at December 31, 2020
- The \$36.9 million of quarter over sequential quarter increase in outstanding balances was largely attributed to the originating of \$18.3 million in C&I loans, CARES Act originations totaling \$48.0 million and \$26.1 million in CARES Act Forgiveness Funds received from the SBA
- Net CARES Act Activity (originations less forgiveness) increased the C&I balance by \$21.8 million in the first quarter

#### Q1 2021 Product Mix (\$M)

Outstanding C&I Balance: \$310.5 million



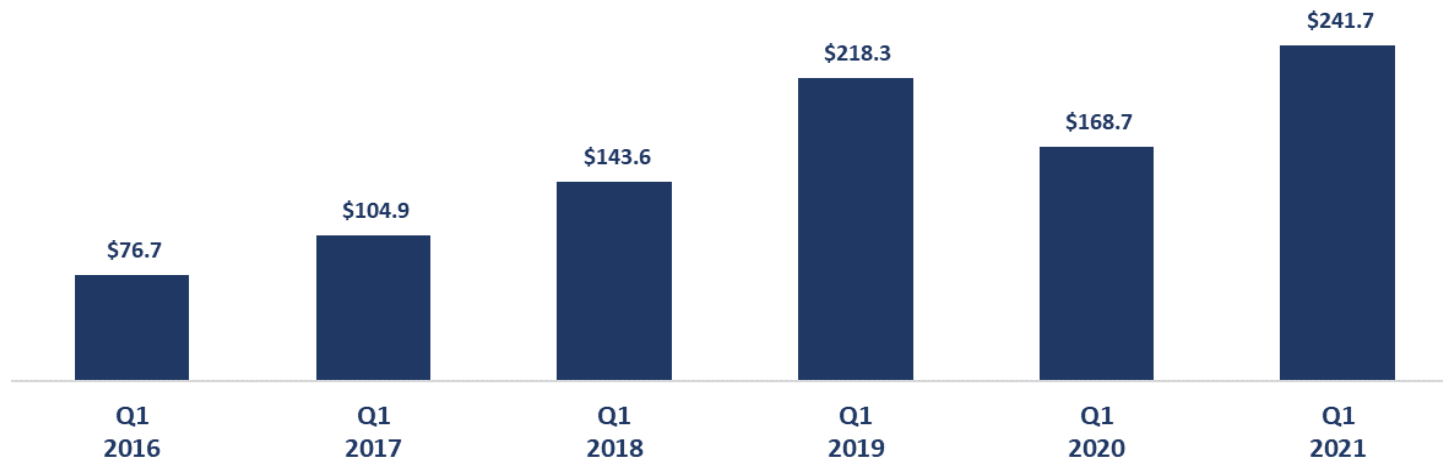
(1) WH = Warehouse  
Source: Company documents

### CONSTRUCTION & DEVELOPMENT LENDING

#### Q1 2021 Highlights

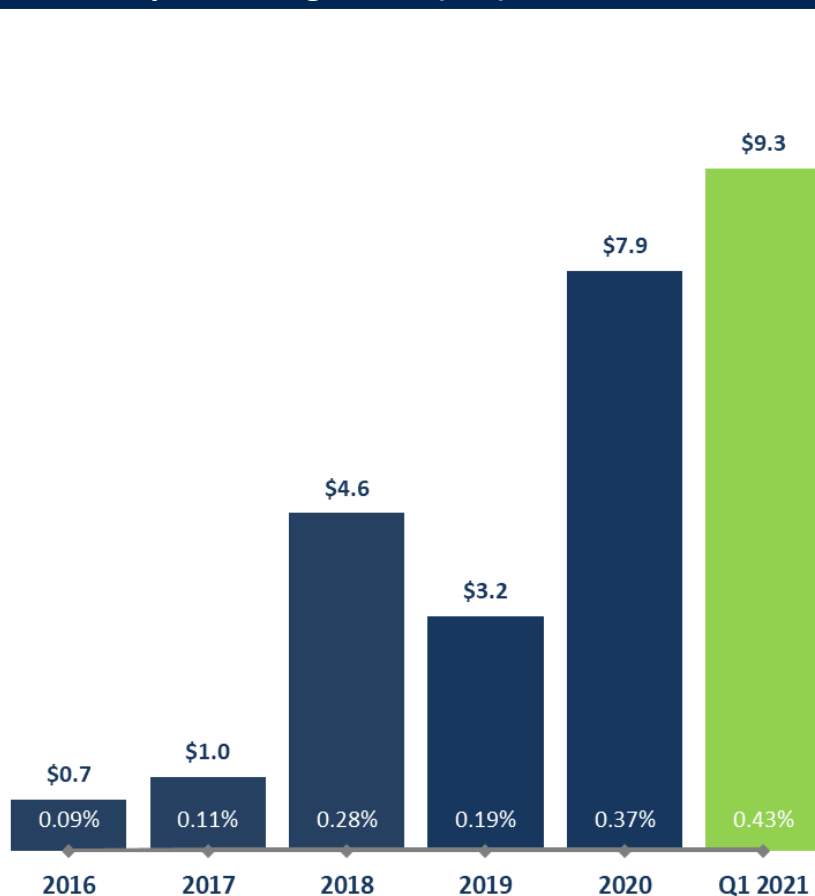
- Overall construction: \$388.5 million committed / \$241.7 million outstanding
- Growth in custom owner-occupied & manufactured homes under construction
  - Custom/Manufactured Housing are \$36.4 million committed / \$17.7 million outstanding
- 5.35% average coupon rate
- Majority of originations in King County
- Focus on "in-city", infill speculative lending to a select group of relationship customers

Quarterly C&D Loans Outstanding (\$M)

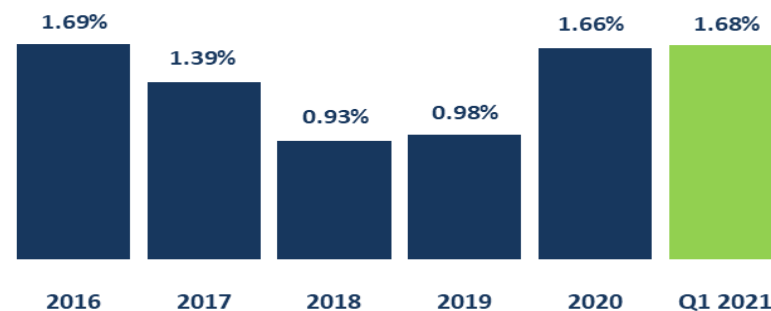


### ASSET QUALITY

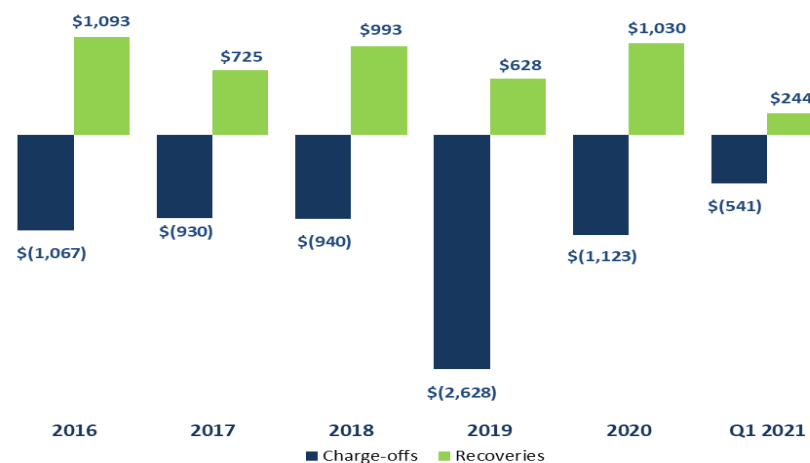
Non-performing Assets (\$M)<sup>(1)</sup> & NPAs/ Assets



Reserves/Gross Loans<sup>(2)</sup>



Charge-offs & Recoveries (\$000's)



(1) Non-performing Assets consists of non-performing loans (which include non-accruing loans and accruing loans more than 90 days past due), foreclosed real estate and other repossessed assets

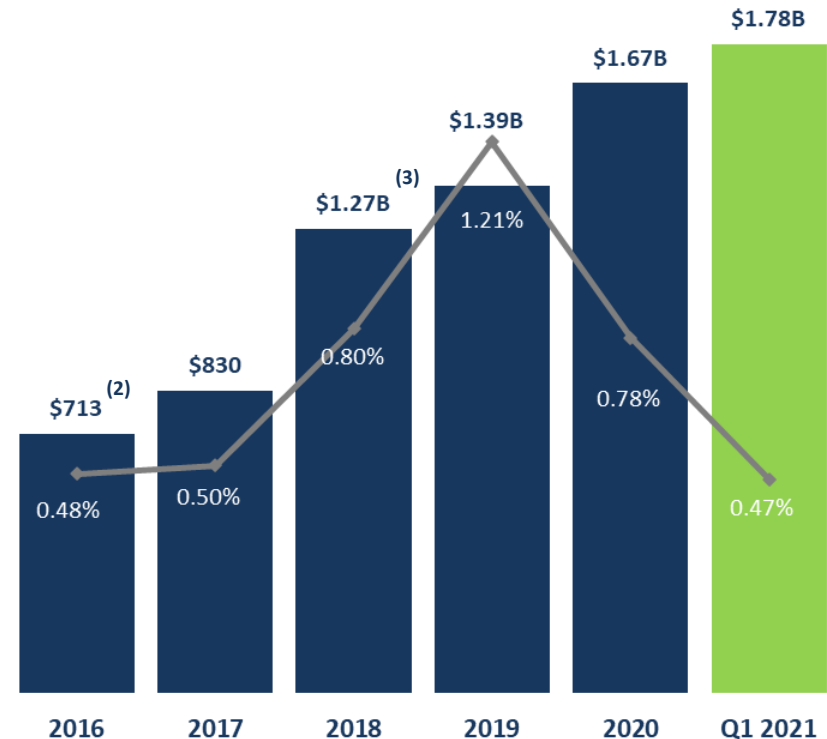
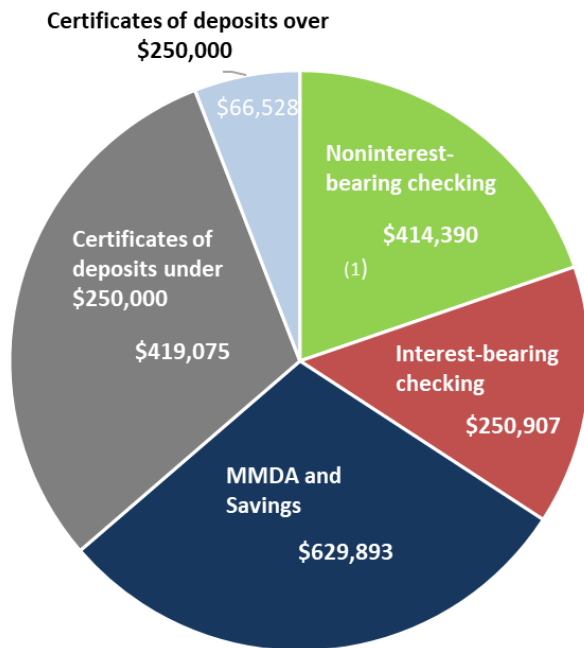
(2) Excluding HFS loans

### DEPOSIT COMPOSITION AND GROWTH

March 31, 2021

Total Deposits (\$B) and Cost of Deposits (%)

Total Deposits: \$1.8 billion



(1) Noninterest-bearing checking includes escrow accounts related to mortgages serviced

(2) Branch acquisition during Q1 2016

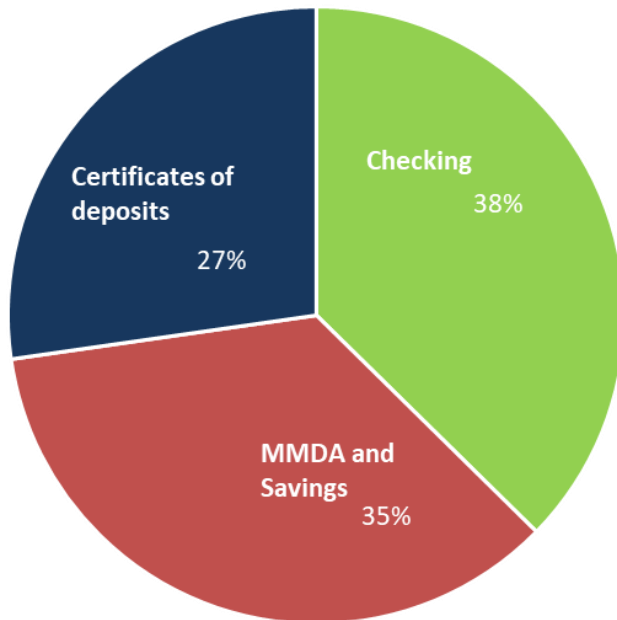
(3) Anchor Bancorp acquisition in Q4 2018



### COMPOSITION COMPARISON YEAR OVER YEAR

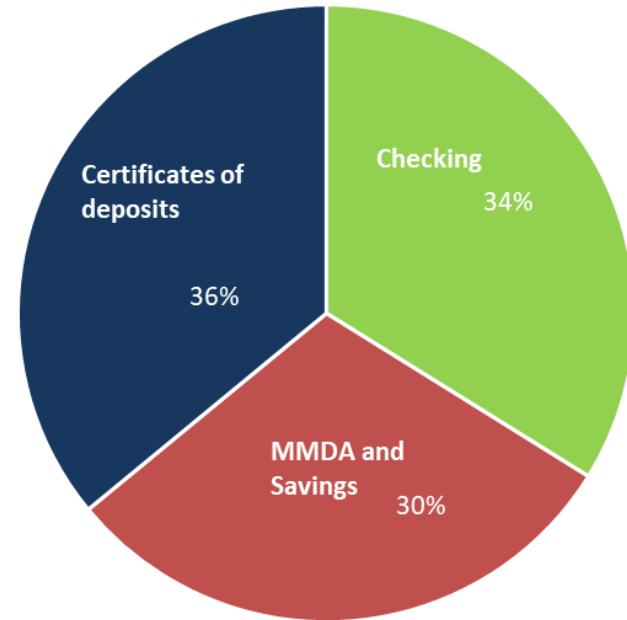
March 31, 2021

Total Deposits: \$1.8 billion



March 31, 2020

Total Deposits: \$1.4 billion



## CAPITAL STRATEGY

### Franchise Growth

- Continued organic asset growth across our diverse group of lending channels
- Expand commercial business lending including construction lending inline with regulatory guidance for oversight on construction concentrations above 100% of total risk-based capital
- Continued investment in the Bank's business lending platform and Small Business Administration lending
- Focus on core deposit generation to fund asset growth

### Dividends

- Will pay thirty-third consecutive quarterly cash dividend on May 20, 2021
- Dividends increased \$0.12, or 80%, since the first quarter of 2019

### Shareholder Value

- Continued focus on increasing shareholder value through our business plan execution
- Our Board of Directors approved a renewed and increased share repurchase plan providing up to \$15.0 million of shares to be repurchased through June 30, 2022, depending on market conditions and other factors including the Company's liquidity requirements

# **APPENDIX – NON-GAAP RECONCILIATION**

# RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES – EQUITY

## Non-GAAP Financial Measures

This presentation contains the tangible book value per share, a non-GAAP financial measure. Tangible common stockholders' equity is calculated by excluding intangible assets from stockholders' equity. For this financial measure, the Company's intangible assets are goodwill and core deposit intangible. Tangible book value per share is calculated by dividing tangible common shareholders' equity by the number of common shares outstanding. The Company believes that this non-GAAP measure is consistent with the capital treatment utilized by the investment community, which excludes intangible assets from the calculation of risk-based capital ratios and presents this measure to facilitate comparison of the quality and composition of the Company's capital over time and in comparison to its competitors.

(\$ in 000's)	March 31, 2021	December 31, 2020	September 30, 2020	June 30, 2020	March 31, 2020
Stockholders' equity	\$ 240,311	\$ 230,007	\$ 220,550	\$ 208,641	\$ 200,829
Goodwill and core deposit intangible, net	(6,886)	(7,063)	(7,240)	(7,416)	(7,593)
Tangible common stockholders' equity	\$ 233,425	\$ 222,944	\$ 213,310	\$ 201,225	\$ 193,236
Common shares outstanding at end of period	4,158,507	4,156,943	4,175,598	4,165,944	4,246,619
Common stockholders' equity (book value) per share (GAAP)	\$ 57.79	\$ 55.33	\$ 52.82	\$ 50.08	\$ 47.29
Tangible common stockholders' equity (tangible book value)*	\$ 56.13	\$ 53.63	\$ 51.08	\$ 48.30	\$ 45.50

\*Per share (non-GAAP)

Source: Press Release

(\$ in 000's)	March 31, 2021	December 31, 2020	September 30, 2020	June 30, 2020	March 31, 2020
Stockholders' equity	\$ 240,311	\$ 230,007	\$ 220,550	\$ 208,641	\$ 200,829
Common shares outstanding at end of period	4,158,507	4,156,943	4,175,598	4,165,944	4,246,619
Common stockholders' equity (book value) per share (GAAP)	\$ 57.79	\$ 55.33	\$ 52.82	\$ 50.08	\$ 47.29

Source: FS Bancorp, Inc.; Press Release

## CONTACT INFORMATION

**Kelli Nielsen**

[Kelli.Nielsen@fsbwa.com](mailto:Kelli.Nielsen@fsbwa.com)

**EVP Retail Banking & Marketing  
(425) 275-4347**

**Matthew Mullet**

[mattm@fsbwa.com](mailto:mattm@fsbwa.com)

**Chief Financial Officer  
(425) 697-8026**

**Vickie Jarman**

[vickiej@fsbwa.com](mailto:vickiej@fsbwa.com)

**EVP Chief Human  
Resources/WOW Officer  
(425) 697-8019**

Administrative Center  
6920 220<sup>th</sup> Street Southwest  
Mountlake Terrace, Washington 98043