



For Immediate Release

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InsCorp, Inc. Reports Improved Operating Leverage and EPS Growth in 2Q25

Former Pinnacle Executive Billie Jo Parker Joins INSBANK as Chief Banking & Development Officer

NASHVILLE, Tenn., July 28, 2025 – Today, InsCorp, Inc. (OTCQX: IBTN) reported results for 2Q25, which reflected earnings per share (“EPS”) of \$0.73 in the second quarter of 2025 (“2Q25”) compared to EPS of \$0.57 in 1Q25 and \$0.63 in 2Q24. “As the second quarter commenced, we anticipated an earnings inflection point given both expected growth and margin improvement,” said President and CEO of INSBANK, Jim Rieniets. “We’re pleased that our team delivered on plans to leverage recent resource additions for a solid improvement in net income, ROA, and ROE. Barring unexpected volatility, we expect continued improvement in those metrics during the second half of the year, as well,” added Rieniets. InsCorp generated a ROA of 0.91%, ROATCE of 11.1% in 2Q25, and an efficiency ratio of 60.9% versus 0.74%, 9.0%, and 66.1%, respectively, in 1Q25, and 0.88%, 10.3%, and 59.2%, respectively, in 2Q24.

Improved results in 2Q25 reflected an acceleration in revenue growth to \$1,519,000, or 24%, Y/Y in 2Q25 vs. \$789,000, or 13%, Y/Y in 1Q25, while overhead growth of \$1,018,000, or 28%, Y/Y in 2Q25 declined slightly versus \$1,040,000, or 29%, in 1Q25. Growth in salaries and benefits expense of \$759,000, or 32%, Y/Y represented 75% of overhead growth in 2Q25 and was primarily a function of headcount growth of 15 associates (22% Y/Y). Five associates joined INSBANK in 2Q25, including former Pinnacle Financial Partners executive, Billie Jo Parker, who joined INSBANK as Chief Banking & Development Officer, a new senior management role for the company. Pretax, pre-provision income increased 20% Y/Y to \$3,037,000 in 2Q25 in contrast to a decline of 10% Y/Y to \$2,360,000 in 1Q25. Provision for credit losses of \$380,000 in 2Q25 compared to \$75,000 in 2Q24 and restrained pretax income growth to 8% Y/Y in 2Q25.

Net interest income comparisons improved for the fourth consecutive quarter since reaching a low in 2Q24. Net interest income increased 27% Y/Y (11% LQ) in 2Q25 vs. 15% Y/Y (+2% LQA) in 1Q25, as the NIM improved 34 bp Y/Y (+19 bp LQ) to 3.21% and average earning assets grew 13% Y/Y to \$889 million in 2Q25. Earning asset growth resulted from average loan growth of 19% Y/Y to \$804 million in 2Q25, which was partially offset by a decline in average liquidity assets of 23% Y/Y to \$85 million in the

quarter. Interest income growth of \$1,752,000 Y/Y in 2Q25 accelerated compared to \$1,028,000 Y/Y in 1Q25 and exceeded interest expense growth of \$255,000 Y/Y in 2Q25 for the third consecutive quarterly period. The average loan yield improved to 6.76% (+3 bps Y/Y) while the cost of deposits decreased to 3.51% (-39 bp Y/Y) in 2Q25.

Loan growth increased to 17% Y/Y in 2Q25 versus 16% Y/Y in 1Q25. Growth in C&I (25% Y/Y), CRE (14% Y/Y), Residential (29% Y/Y), HELOC (68% Y/Y), and Multifamily (12% Y/Y) all contributed to Y/Y loan growth while C&D loans declined slightly (-4% Y/Y) in 2Q25. Growth in Residential and Multifamily loans primarily reflected migration from C&D over the past nine months. Medquity, INSBANK's healthcare business, posted loan growth of 18% Y/Y to \$236 million in 2Q25, which compared to 16% Y/Y for the rest of the commercial bank (70% of total loans). Notwithstanding increased payoff activity in 2H25, growth in the loan commitment pipeline of 49% Y/Y and 21% LQ to \$115 million should support double-digit asset growth through year-end. C&D and CRE balances represented 69% and 300% of total risk-based capital, respectively, vs. 87% and 307% a quarter ago.

Deposit growth of 18% Y/Y reflected strong growth in interest-bearing transaction balances of 42% and solid noninterest bearing deposit growth of 15% over the past year. Total CD balances increased by 7% year-over-year in 2Q25 and decreased to 60.4% of deposits, compared to 66.1% a year ago. Noninterest bearing and non-CD interest-bearing deposits represented 39.6% of deposits compared to 33.9% a year ago. Medquity's customer deposits increased 45% Y/Y to \$58.0 million.

Asset quality measures remain healthy. Net chargeoffs represented 0.00% of average loans in 2Q25, 1Q25 and 2Q24. Nonperforming loans ("NPLs") improved to 0.65% of loans vs. 0.66% a quarter ago and 1.08% a year ago. Virtually all NPLs are well-secured and collateralized by real estate with significant equity, for which specific reserves are relatively low. One well-collateralized real estate loan accounted for 63% of NPLs, or 0.41% of loans, at 2Q25-end. Loans 30 days past due represented 0.58% of loans at the end of 1Q25, versus 0.24% a quarter ago and 0.11% a year ago. The allowance for credit losses of 1.32% of loans (-3 bps Y/Y) represented 204% of NPLs vs. 196% a quarter ago and 125% a year ago.

Existing capital levels continue to support solid balance sheet growth. INSBANK remained "well capitalized" from a regulatory perspective with a tier-1 leverage ratio of 11.28%, a common equity tier-1 capital ratio of 12.01%, and a total risk-based capital ratio of 13.26%. InsCorp, Inc.'s tangible common equity ratio was 8.02% as of 2Q25-end vs. 8.01% a quarter ago and 8.61% a year ago. Tangible book value per share ("TBVPS") increased 6.4%, or \$1.59 per share, Y/Y to \$26.48, as of June 30, 2025; TBVPS has increased by \$9.20, or by 9.9% annualized since December 31, 2020. Accumulated Other Comprehensive Income was (\$2,538,000), or approximately 2.4% of bank-level tier-1 capital of \$104,992,000, as of June 30, 2025.

The bank announced the hiring of Billie Jo Parker, who fills the company's newest C-suite position as Chief Banking and Development Officer. Parker comes to INSBANK from Pinnacle Bank, where she served as Senior Vice President and Client Services Area Manager. Prior to Pinnacle, Parker led the Private Client Division for Metropolitan Bank. In this new role, she will be responsible for enterprise-wide guidance of the bank's sales and service functions. "As we continue to grow our business, the coordination of resources for business development and curating best-in-class client services necessitates a leadership partner for our business line executives and business development officers," said Jim Rieniets, President and CEO of INSBANK. "I am thrilled to have Billie Jo join the INSBANK team in

that capacity, given her track record of accomplishments and industry-wide reputation for leadership of high-performing teams,” Rieniets continued.

The Board of Directors approved the payment of a quarterly dividend of \$0.11 per common share on September 5, 2025, to shareholders of record on August 15, 2025. The annualized quarterly dividend rate of \$0.44 per share represents an increase of 10% compared to dividends of \$0.40 per share paid in 2024. The Company repurchased 33,000 shares in 2Q25, or 1.1% of the outstanding share count as of March 31, 2025, leaving 52,500 shares, or 1.8% of the Company’s outstanding shares, available for repurchase under the existing authorization, which expires on January 27, 2026. Since the authorization was approved, the Company has repurchased 2.5% of its outstanding shares over the past year.

About InsCorp, Inc. and INSBANK

Since 2000, INSBANK has offered clients highly personalized services provided by experienced relationship managers while positioning itself as an innovator, utilizing technologies to deliver those services efficiently and conveniently. In addition to its commercial-focused operation, INSBANK operates three divisions: Medquity, TMA Medical Banking, and Finworth. Medquity offers healthcare banking solutions to physicians, partnerships, and practices nationwide, while TMA Medical Banking provides banking services specifically to members of the Tennessee Medical Association. Finworth offers nationally available virtual private client services for interest-bearing deposits. InsCorp, Inc., a Tennessee bank holding company, owns INSBANK. InsCorp, Inc.’s shares are traded on the OTCQX under the ticker symbol IBTN. Headquartered in Nashville at 2106 Crestmoor Road, the bank has an office in Brentwood at 5614 Franklin Pike Circle. For more information, please visit www.insbank.com.

Selected Performance Metrics	Change vs.		For the Three Months Ended			Six Months Ended	
	2Q24	1Q25	June 30, 2025	March 31, 2025	June 30, 2024	June 30, 2025	June 30, 2024
<i>InsCorp, Inc.</i>							
ROAA	2 bps	16 bps	0.91%	0.74%	0.88%	0.86%	0.92%
ROAE	82 bps	212 bps	10.96%	8.83%	10.13%	9.91%	9.99%
ROATCE	82 bps	215 bps	11.11%	8.96%	10.29%	10.05%	10.17%
Net Interest Margin	34 bps	19 bps	3.21%	3.02%	2.87%	3.12%	2.86%
Efficiency	168 bps	-528 bps	60.86%	66.13%	59.18%	63.36%	60.11%
Revenue / Employee	-1.0%	2.4%	419	409	423	400	422
Expense / Employee	1.5%	-5.9%	254	270	251	253	247
Assets / Employee	-9.5%	-6.8%	12,802	13,730	14,141	12,802	14,141
Tangible Common Equity / Assets	-59 bps	1 bps	8.02%	8.01%	8.61%	8.02%	8.61%
<i>INSBANK</i>							
ROAA	4 bps	17 bps	1.11%	0.94%	1.08%	1.07%	1.12%
ROAE	76 bps	167 bps	10.14%	8.47%	9.39%	9.32%	9.36%
Net Interest Margin	33 bps	20 bps	3.40%	3.20%	3.07%	3.30%	3.08%
Capital Ratios							
Tier-1 Leverage	-38 bps	-5 bps	11.28%	11.33%	11.66%		
Common Equity Tier-1	-51 bps	4 bps	12.01%	11.97%	12.52%		
Total Risk-Based Capital	-51 bps	6 bps	13.26%	13.20%	13.77%		

InsCorp, Inc.
Consolidated Balance Sheets
(000's)
(unaudited)

	Change:		For the period ending:		
	Y/Y	YTD	June 30, 2025	December 31, 2024	June 30, 2024
Assets					
Cash and Cash Equivalents	8.2%	-12.0%	\$ 5,630	\$ 6,401	\$ 5,203
Interest Bearing Deposits	4.7%	33.4%	49,593	37,175	47,383
Securities	-2.8%	-3.4%	54,497	56,426	56,056
Loans	16.6%	4.3%	797,935	764,795	684,533
Allowance for Credit Losses	14.5%	6.6%	(10,548)	(9,895)	(9,216)
Net Loans	16.6%	4.3%	787,387	754,900	675,317
Premises and Equipment, net	0.8%	1.8%	12,672	12,451	12,568
Bank Owned Life Insurance	2.8%	1.4%	14,661	14,458	14,257
Restricted Equity Securities	13.0%	3.7%	10,601	10,224	9,379
Goodwill and Related Intangibles, net	0.0%	0.0%	1,091	1,091	1,091
Other Assets	-14.1%	-0.9%	11,242	11,345	13,082
Total Assets	13.5%	4.7%	\$ 947,374	\$ 904,471	\$ 834,336
Liabilities and Shareholders' Equity					
Liabilities					
Deposits					
Noninterest Bearing	15.3%	4.9%	\$ 88,140	\$ 84,017	\$ 76,417
Interest Bearing	18.3%	6.6%	710,740	666,466	600,949
Total Deposits	17.9%	6.4%	798,880	750,483	677,366
Federal Home Loan Bank Advances	-24.4%	-22.7%	34,000	44,000	45,000
Subordinated Debentures	0.1%	0.1%	17,382	17,371	17,360
Notes Payable	20.4%	31.4%	10,250	7,800	8,516
Other Liabilities	-25.8%	-1.5%	9,851	9,998	13,283
Total Liabilities	14.3%	4.9%	870,363	829,652	761,525
Shareholders' Equity					
Common Stock	-3.3%	-2.8%	28,565	29,395	29,544
Accumulated Retained Earnings	14.0%	6.5%	50,984	47,891	44,704
Accumulated Other Comprehensive Income	76.6%	2.9%	(2,538)	(2,467)	(1,437)
Total Stockholders' Equity	5.8%	2.9%	77,011	74,819	72,811
Total Liabilities & Shareholders' Equity	13.5%	4.7%	\$ 947,374	\$ 904,471	\$ 834,336
Tangible Book Value	6.4%	4.3%	\$ 26.48	\$ 25.39	\$ 24.89

InsCorp, Inc.
Consolidated Statements of Income
(000's)
(Unaudited)

	<i>Change vs.</i>		<i>For the Three Months Ended</i>			<i>Six Months Ended</i>	
	<i>2Q24</i>	<i>1Q25</i>	<i>June 30, 2025</i>	<i>March 31, 2025</i>	<i>June 30, 2024</i>	<i>June 30, 2025</i>	<i>June 30, 2024</i>
Interest Income	13.8%	6.3%	\$ 14,448	\$ 13,591	\$ 12,696	\$ 28,039	\$ 25,259
Interest Expense	3.6%	2.3%	7,329	7,167	7,074	14,496	14,044
Net Interest Income	26.6%	10.8%	7,119	6,424	5,622	13,543	11,215
Provision for Credit Losses	406.7%	44.5%	380	263	75	643	100
Noninterest Income							
Service Charges on Deposit Accounts	12.7%	0.0%	80	80	71	160	138
Bank Owned Life Insurance	7.2%	4.0%	104	100	97	204	192
Other	1.4%	20.6%	428	355	422	783	837
Total Noninterest Income	3.7%	14.4%	612	535	590	1,147	1,167
Noninterest Expense							
Salaries and Benefits	31.7%	2.9%	3,154	3,064	2,395	6,218	4,696
Occupancy and Equipment	6.4%	-0.9%	449	453	422	902	815
Data Processing	5.9%	-25.2%	107	143	101	250	195
Marketing and Advertising	88.7%	14.5%	134	117	71	251	190
Other	23.7%	3.4%	850	822	687	1,672	1,339
Total Noninterest Expense	27.7%	2.1%	4,694	4,599	3,676	9,293	7,235
Net Income from Operations	8.0%	26.7%	2,657	2,097	2,461	4,754	5,047
Gain (Loss) in Interest Rate Hedges	-80.6%	260.0%	\$ (18)	\$ (5)	(93)	(23)	(345)
Income Before Income Taxes	11.4%	26.1%	2,639	2,092	2,368	4,731	4,702
Income Tax Expense	-1.3%	23.0%	\$ (541)	\$ (440)	(548)	(981)	(1,119)
Net Income	15.3%	27.0%	\$ 2,098	\$ 1,652	\$ 1,820	\$ 3,750	\$ 3,583
Earnings per Share	15.9%	28.1%	\$ 0.73	\$ 0.57	\$ 0.63	\$ 1.30	\$ 1.24