

The BOLI BLURB

Good morning,

We hope you had an enjoyable and relaxing summer!

Embedded below are the most recent BOLI statistics per the close of the 2nd Quarter 2022 Reporting Period.

Observations:

- Overall BOLI Cash Surrender Value (CSV) widened another \$1.9 Billion over the sequential quarter
 - General Account CSV expanded \$2.1 Billion
 - Separate Account CSV contracted \$300 Million
 - Hybrid Account CSV increased \$100 Million

If you have any questions about the BOLI market, a new investment, or using it as a tool for employee retention and supporting employee benefits, please don't hesitate to reach out - we can help!

Have a great day!

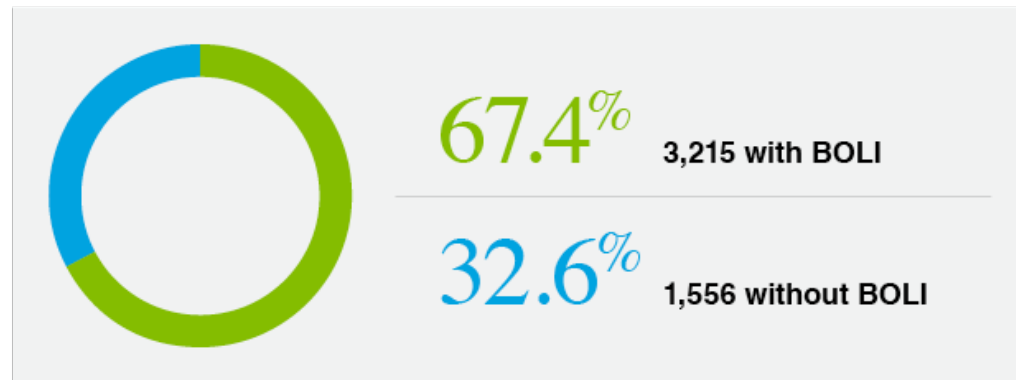
The Galbreath Group

Statistics

4,771 total U.S. banks*

25 fewer banks than 3/31/2022

180 fewer banks than 6/30/2021



Total of \$201.7 Billion (with BOLI)

\$105.6 Billion General Account
\$76.4 Billion Separate Account
\$19.7 Billion Hybrid Account

Average Concentration of Tier 1 Capital for banks holding BOLI is 11.62%

Capacity based on 25% of Tier 1 Capital guideline:

Banks with BOLI holdings → additional \$232 Billion

Banks without BOLI holdings → \$78.7 Billion

*Source: FDIC Call Report Summary, 6/30/2022