



FIRSTwestern

INVESTOR PRESENTATION

November 2022

# Safe Harbor

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# An Emerging High Performing Institution

## Overview

- Niche-focused regional wealth manager built on a private trust bank platform
- Headquartered in Denver, Colorado and positioned in desirable, affluent and high growth markets

## Target Market

- Households of \$1+ million liquid net worth
- High net worth and high growth markets
- Colorado, Arizona, Wyoming, California and Montana

## Competitive Advantage

- Operates as one integrated firm, not silos
- Team approach benefits both clients and First Western
- Local boutique private trust bank offices with central product experts

## Company Highlights

(as of 9/30/22)

- Assets: \$2.73 billion
- Total Loans: \$2.35 billion
- Total Deposits: \$2.17 billion
- AUM: \$5.92 billion

(for the year ending 12/31/21)

- Loan Growth: 17.0%
- Deposit Growth: 36.2%
- Asset Growth: 28.1%
- TBV/Share<sup>(1)</sup> Growth: 20.9%



Office Locations

**HOVDE'S HIGH PERFORMERS  
CLASS OF 2022**

**HOVDE'S HIGH PERFORMERS  
CLASS OF 2021**

PIPER | SANDLER

**2021 Bank & Thrift Sm-All Stars**

(1) See Non-GAAP reconciliation

# Investment Highlights

## Attractive Markets and Business Model

- Rapidly growing institution operating in high growth markets
- Attractive, stable deposit base with noninterest-bearing and money market accounts comprising 77% of total deposits
- Conservative underwriting and affluent client base results in exceptional asset quality with minimal credit losses

## Strong Earnings Momentum

- Significant revenue growth driving improved operating leverage and higher profitability
- TBV/share<sup>(1)</sup> increased 25% in 2020 and 21% in 2021
- Continued scale expected to drive further leverage and generate returns consistent with a high performing institution over long term
- Acquisition of Teton Financial Services, Inc. provides additional catalyst for earnings growth in 2022

## Proven Execution on Growth Strategies

- Track record of generating organic growth, expansion and acquisitions
- Total assets up 58% in 2020 and 28% in 2021 with substantial increases in revenue and EPS
- Strengthening commercial banking platform creating more diverse loan portfolio and lower-cost deposit base

## High Insider Ownership and Discounted Valuation

- Highly aligned with shareholder interests as insiders own ~18% of total shares outstanding<sup>(2)</sup>
- Discounted valuation trading at just 1.30x TBV/share<sup>(3)</sup>

(1) See Non-GAAP reconciliation

(2) Represents beneficial ownership as defined by the Proxy Statement

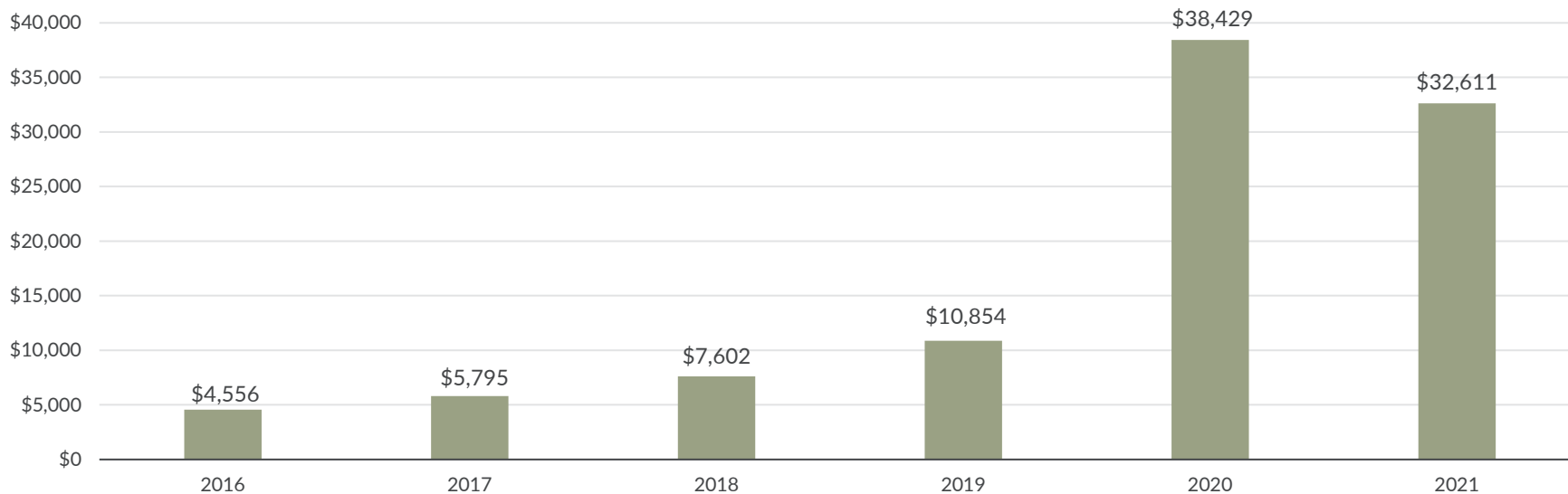
(3) As of October 28, 2022

# Strong Operational and Financial Momentum

## Drivers of Improved Performance

- Robust organic balance sheet growth
- Accretive acquisitions
- Market expansion
- Highly leverageable operating platform driving improved efficiencies
- Outstanding asset quality and low credit costs

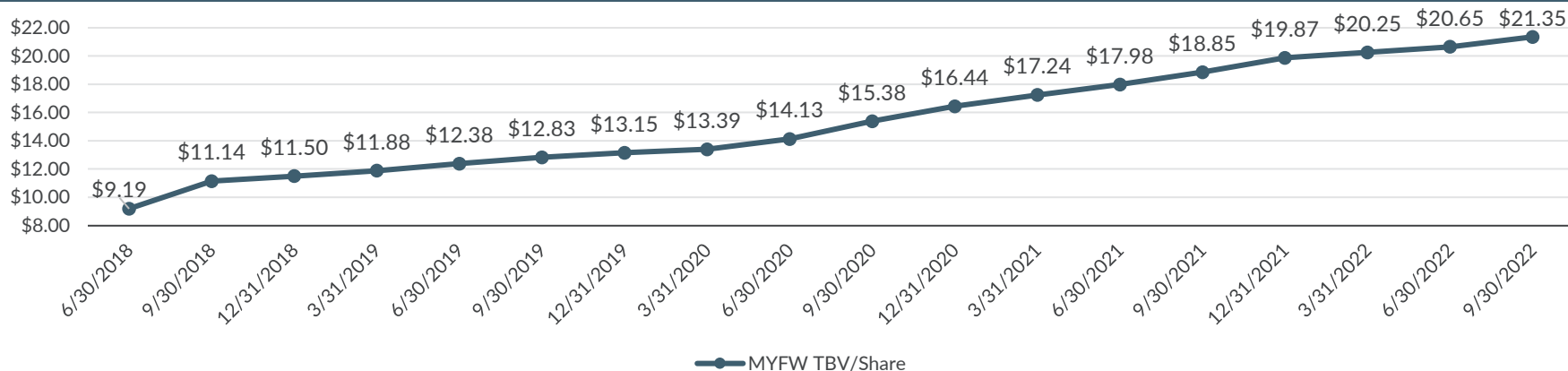
## Adjusted Pre-Tax, Pre-Provision Income<sup>(1)</sup> (\$000s)



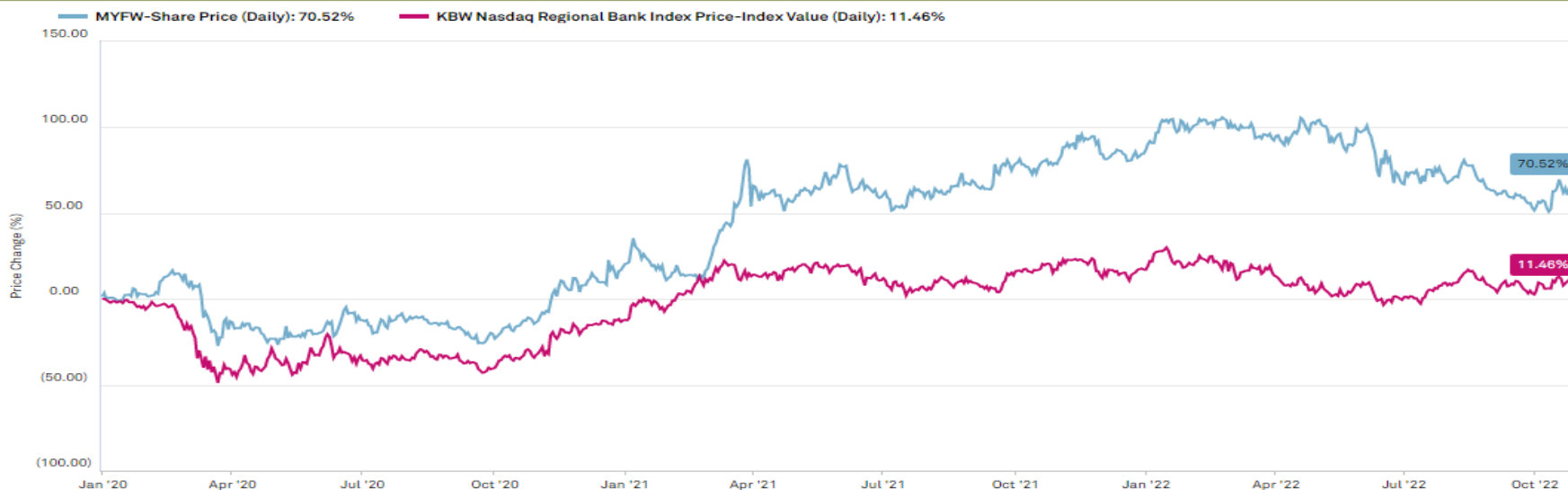
(1) See Non-GAAP reconciliation

# Improving Earnings Driving Outperformance and Creating Shareholder Value

TBV/Share<sup>(1)</sup> Up 132% Since July 2018 IPO



Discounted Valuation Provides Opportunity for Continued Outperformance as Multiple Expands<sup>(2)</sup>



(1) See Non-GAAP reconciliation

(2) Source: S&P Capital IQ (January 1, 2020 through October 28, 2022)

# Franchise Overview

# Great Markets, Scarce Investment Opportunity

## Characteristics of First Western Markets

- Ranked among states with highest GDP growth
- Strong job and population growth
- Experiencing significant in-migration
- Attractive demographics with large amount of high net worth individuals that utilize private banking and investment management services
- Favorable tax laws for trusts and estates that attract wealthy individuals

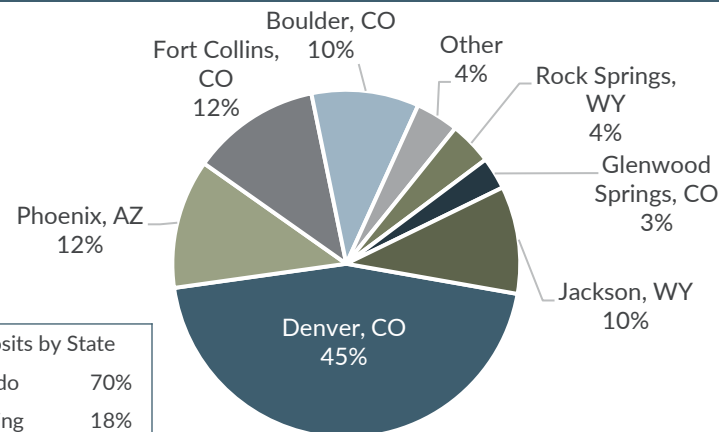
## MYFW is 2<sup>nd</sup> Largest Publicly Held CO Chartered Bank

As of June 30, 2022	Current Ownership	Total Assets (\$bn)
FirstBank	Private	28.6
NBH Bank	Public (NYSE: NBHC)	7.1
Sunflower Bank	Private	7.0
Bank of Colorado	Private (Sub. Of Pinnacle Bancorp-NE)	6.7
Alpine Bank	Private	6.1
ANB Bank	Private	3.2
Citywide Banks	HTLF (Acquired in 2017)	2.8
First Western Trust Bank	Public (Nasdaq: MYFW)	2.5

(1) Source: S&P Capital IQ as of 06/30/2022

(2) Percentage growth in household income (HHI).

## Deposits by MSA <sup>(1)</sup>



Colorado	70%
Wyoming	18%
Arizona	12%

## Small Market Share Provides Large Growth Opportunity

MSA	State	Market Share	Projected % Change in HHI (2021-2026) <sup>(2)</sup>
Denver-Aurora-Lakewood	CO	0.77	11.00
Fort Collins	CO	2.20	13.45
Phoenix-Mesa-Scottsdale	AZ	0.15	13.18
Boulder	CO	1.45	11.41
Jackson	WY/ID	4.80	8.50
Glenwood Springs	CO	1.66	8.82
National Average			9.01



# MYFW: Our Five Core Strengths

## Differentiated, Proven in the Marketplace

- **Niche-focused** franchise headquartered in Denver, Colorado
- Well-positioned in many **attractive markets** in Arizona, California, Colorado, Montana, and Wyoming
- **Specialized central expertise** to compete with siloed national, regional firms
- Delivered through **local, boutique trust banking teams** so clients “owned” by MYFW, not associates

## Built-in Operating Leverage

- **Strong profit center margins at maturity**, growth opportunities in current and new markets
- **Revenue growth** in both fee income and net interest income, with neutral balance sheet
- Scalable, **leverageable high fixed cost, low variable cost Product and Support Centers**
- **Operating expense investment already in place** for growth and expansion

## Highly Desirable Recurring Fee Income

- Primarily **recurring** trust and investment management (“TIM”) fees
- **Low risk, “sticky” wealth/trust business** with comprehensive product offering
- **Multiple entry points with ConnectView®** – proprietary review process to service, **cross-sell**

## Experienced, Tested Team

- Executives are **major bank/professional firm trained**, with deep relationships in communities
- Achieved **growth through** business and economic **cycles**, capital constraints
- Healthy relationship with all regulators with **strong risk management** culture
- CEO with **proven track record** for creating value in previous bank ownership

## Unique Opportunity for Investors

- At critical mass but small market share, **many current and new market** opportunities
- **Proven ability to expand: (1) Organically, (2) By expansion and (3) By acquisition**
- Few large Colorado bank alternatives for investors and clients, creating **lift-out opportunities**
- Attractive revenue and earnings growth story **trading at discounted valuation**

# Cross-Selling a Diverse Set of Products and Services

Our local profit centers team with specialized product experts through ConnectView®, with many points of entry

## Commercial Banking

- Corporate loans to match specific needs
- Well-versed in working with complex cash flows and business models
- **Customized treasury management** products and services

## Retirement / 401(k) Plan Consulting

- **Retirement plan consultants** partnering with businesses to sponsor retirement plans
- Creative corporate retirement plan design, analysis solutions, fiduciary liability management
- ERISA compliance and education

## Residential Mortgage Lending

- Mortgage banking **specializing in purchase money, high net worth lending**
- Underwritten to Fannie Mae and Freddie Mac guidelines
- Targeted portfolio lending and secondary sales

## Wealth Planning

- Wealth planning with specialized services (e.g. philanthropic)
- **Proprietary ConnectView® approach**, with access to CFPs, CPAs and estate planning attorneys
- Charitable giving tax strategies, deferred-compensation plans, life insurance, key person insurance

## Investment Management

- Provide a **broad range of asset and sub asset classes**, with automated tax and basis management
- Create unique solutions through internal research, proprietary and third-party investment options
- Central team creates the platform for Portfolio Managers to service clients, manage accounts

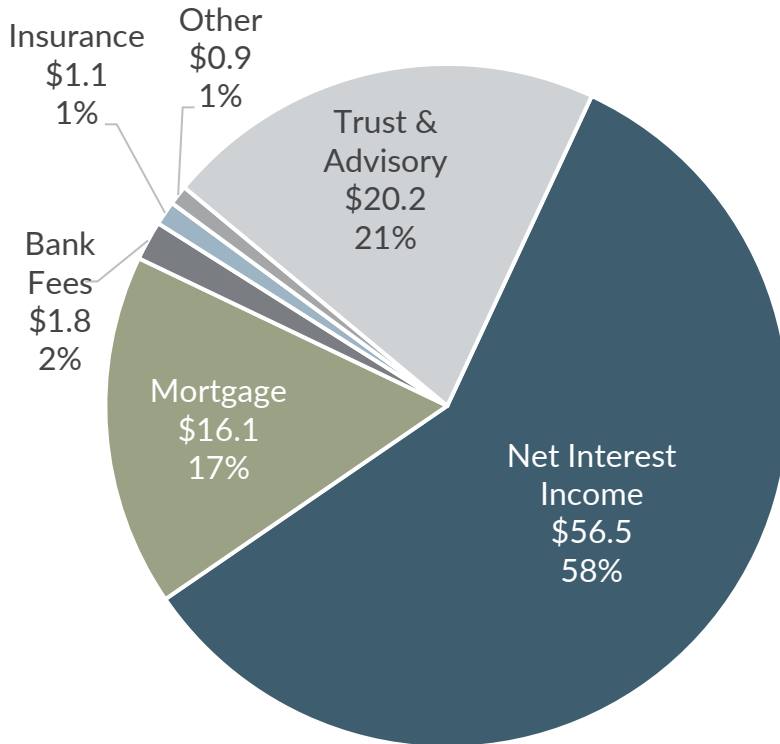
## Trust

- **Fiduciary wealth management** with expert review of client objectives, creating solutions
- Irrevocable life insurance trust, conservatorship, successor trustee, directed custodial trusteeship
- WY tax-exempt asset protection, special needs trusts, escrow services, family office services

# High Quality Revenues with Predictable Sources of Recurring Income

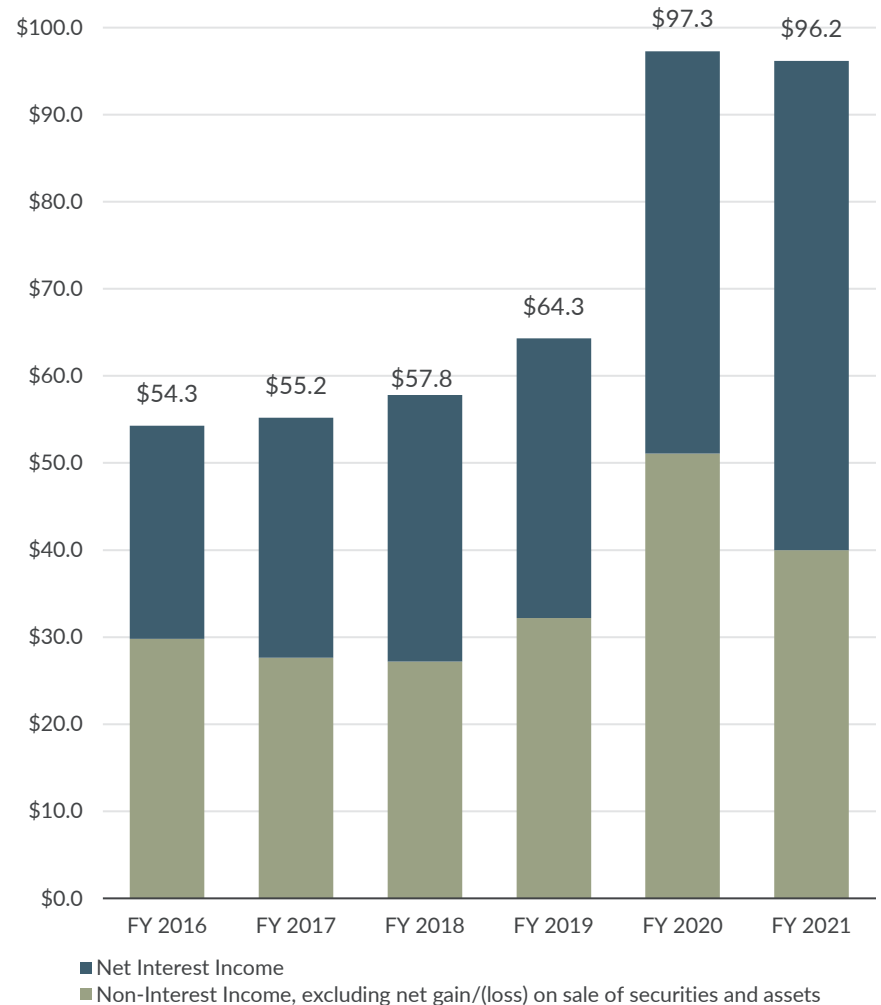
FY 2021 Revenue Mix

(\$ in millions)



Gross Revenue<sup>(1)</sup>

(\$ in millions)

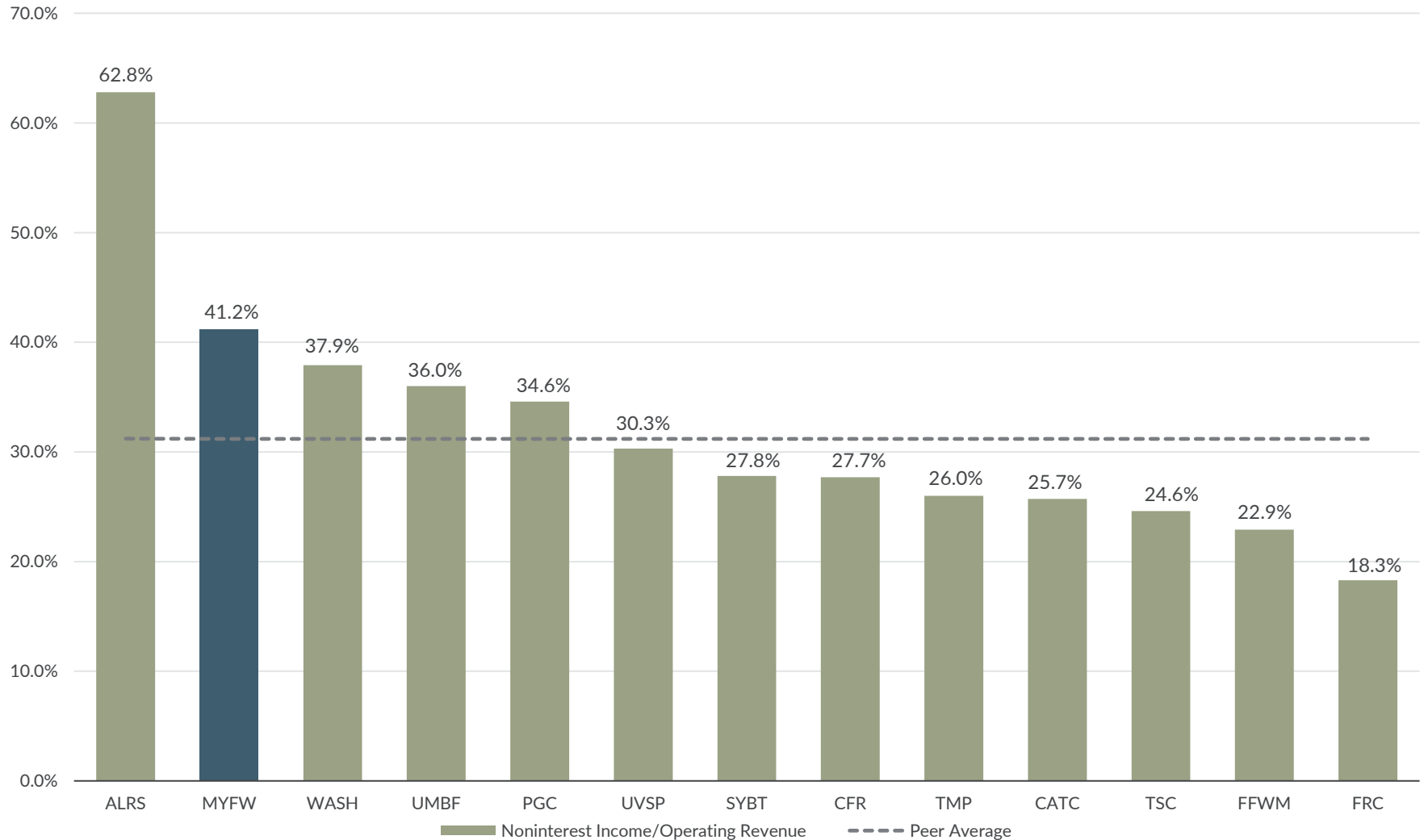


Note: As of or for the period ended December 31, 2021. Totals may not add up due to rounding.

(1) See Non-GAAP reconciliation

# Private Bank Model Generates Strong Fee Income

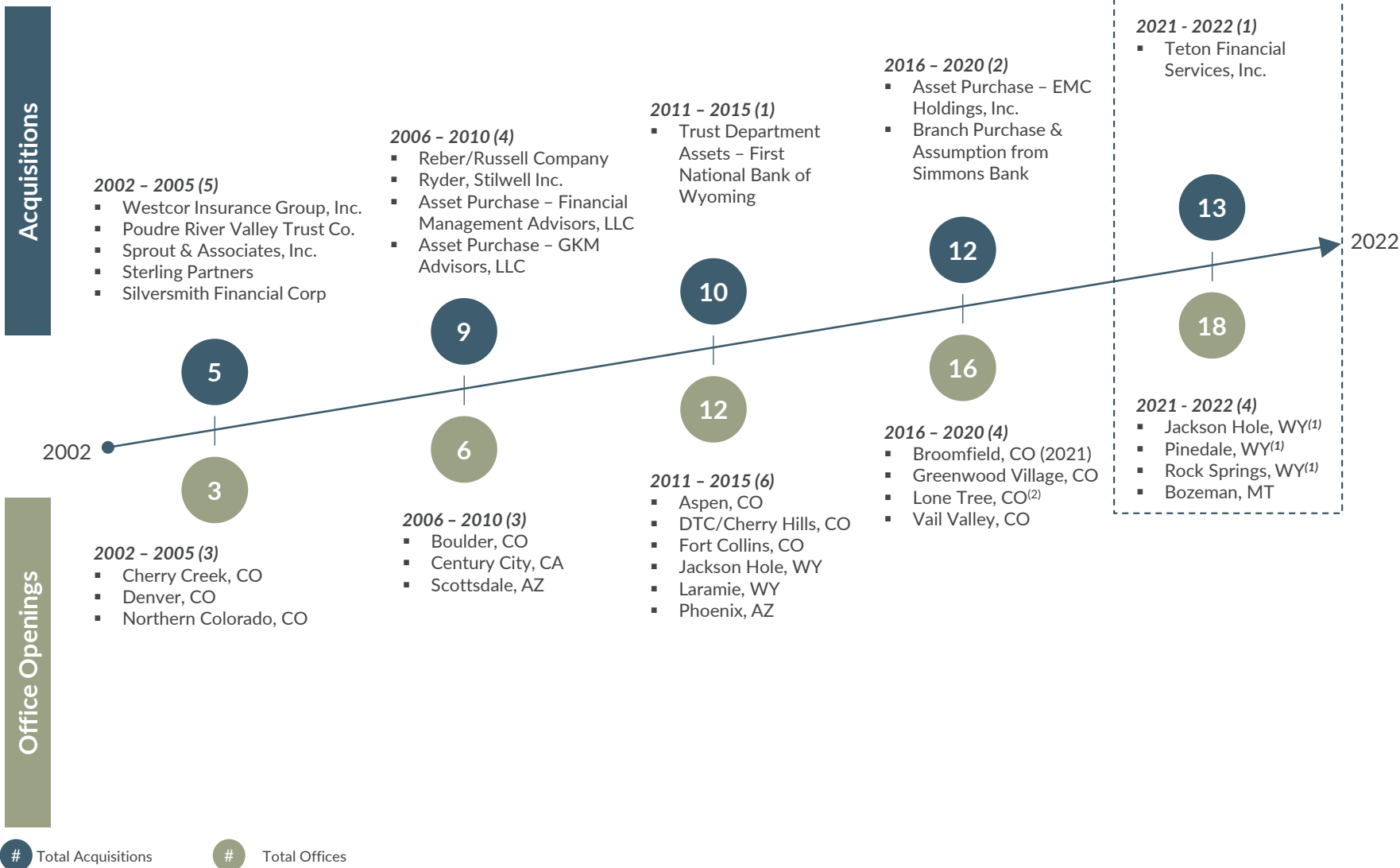
FY 2021: More than 40% of Operating Revenue Generated by Fee Income



Source: S&P Capital IQ (for the 12 months ended December 31, 2021)

# Driving Profitable Growth

# Success in Expansion and Acquisition Growth



(1) Added through the Teton Financial Services, Inc. acquisition. Jackson Hole offices were consolidated in May 2022  
 (2) Lone Tree branch closed in 2Q2022

# Revenue Growth Strategies

## Expand commercial loan production platform

- Building expertise in specific vertical markets, e.g. medical and dental practices
- Capitalize on growing reputation to attract additional experienced commercial banking talent

## Expand into new markets with attractive demographics

- Vail Valley office opened in 2019
- Built team and revenue base to open office in Broomfield, CO in 3Q21
- Added team to focus on Bozeman, MT market in 2Q21
- Added teams to expand presence in Arizona in 2022

## Execute on revenue synergies from Teton acquisition

- Capitalize on higher legal lending limit to expand relationships with existing clients and pursue larger commercial clients
- Cross-sell MYFW's larger offering of trust and wealth management products to new client base
- Continue adding banking talent to further accelerate market share gains in Wyoming

## Execute on low-risk strategic transactions that add value to the MYFW franchise

- Execute on minimally dilutive acquisitions
- Leverage infrastructure through branch acquisition transactions
- Proactive expansion, acquisition team

# Recent M&A Transactions

## Branch Purchase and Assumption



**Simmons Bank**

### Transaction Overview

- Closed on May 18, 2020
- Acquisition of all of the Denver locations of Simmons Bank (three branches and one loan production office)
- Assumed \$63 million in deposits and \$120 million in loans related to the acquired locations
- Added scale, an attractive client base, and commercial banking talent

### Financial Impact

- Mid-teens earnings accretion in 2021

## Whole Bank Acquisition



ROCKY MOUNTAIN BANK

### Transaction Overview

- Closed on December 31, 2021
- Acquisition of Teton Financial Services Inc., the holding company for Rocky Mountain Bank
- Expands First Western's footprint and market share in Wyoming where favorable trust, estate and tax laws align well with private banking and investment management business model
- Added \$379 million in deposits and \$252 million in loans
- Adds scale and improves operating efficiencies

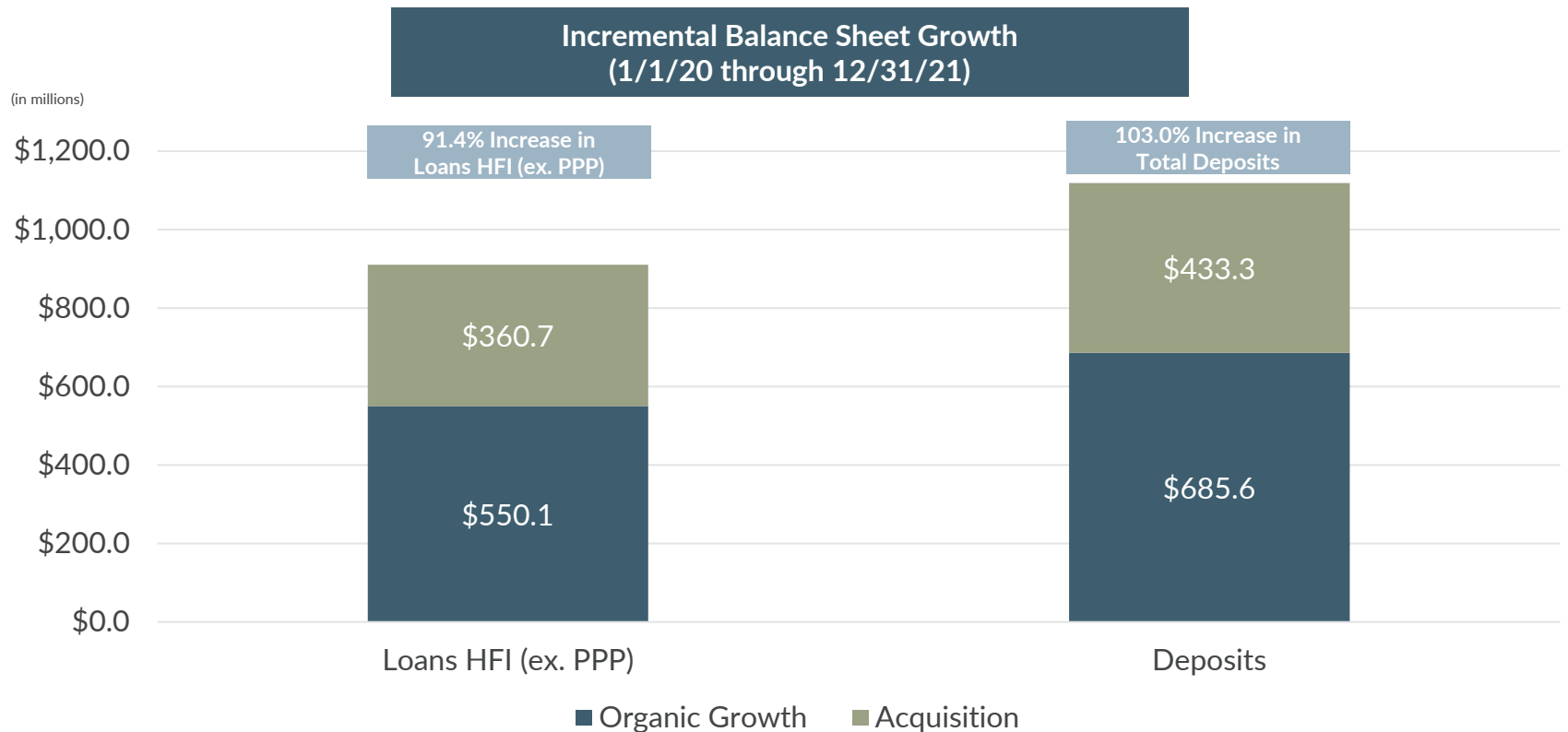
### Financial Impact

- 7.4% accretive to 2022 EPS (assuming fully phased-in cost savings)
- Immediately accretive to TBV/share upon closing
- Adds low-cost deposits and higher-yielding loans that will positively impact net interest margin



# Strong Execution on Revenue Growth Strategies

- Accelerating business development, office expansion and accretive acquisitions all contributing to the balance sheet growth driving improved operating leverage and higher profitability
- M&A strategy continuing with acquisition of Teton Financial Services
- Office expansion continuing with hiring of teams to focus on Bozeman, MT market and deepen presence in Colorado and Arizona



# Accelerating Business Development Trends

Capital raised in July 2018 IPO has allowed for increased business development activities

## New Loan Production<sup>(1)</sup>



## Net Deposit Growth<sup>(2)</sup>

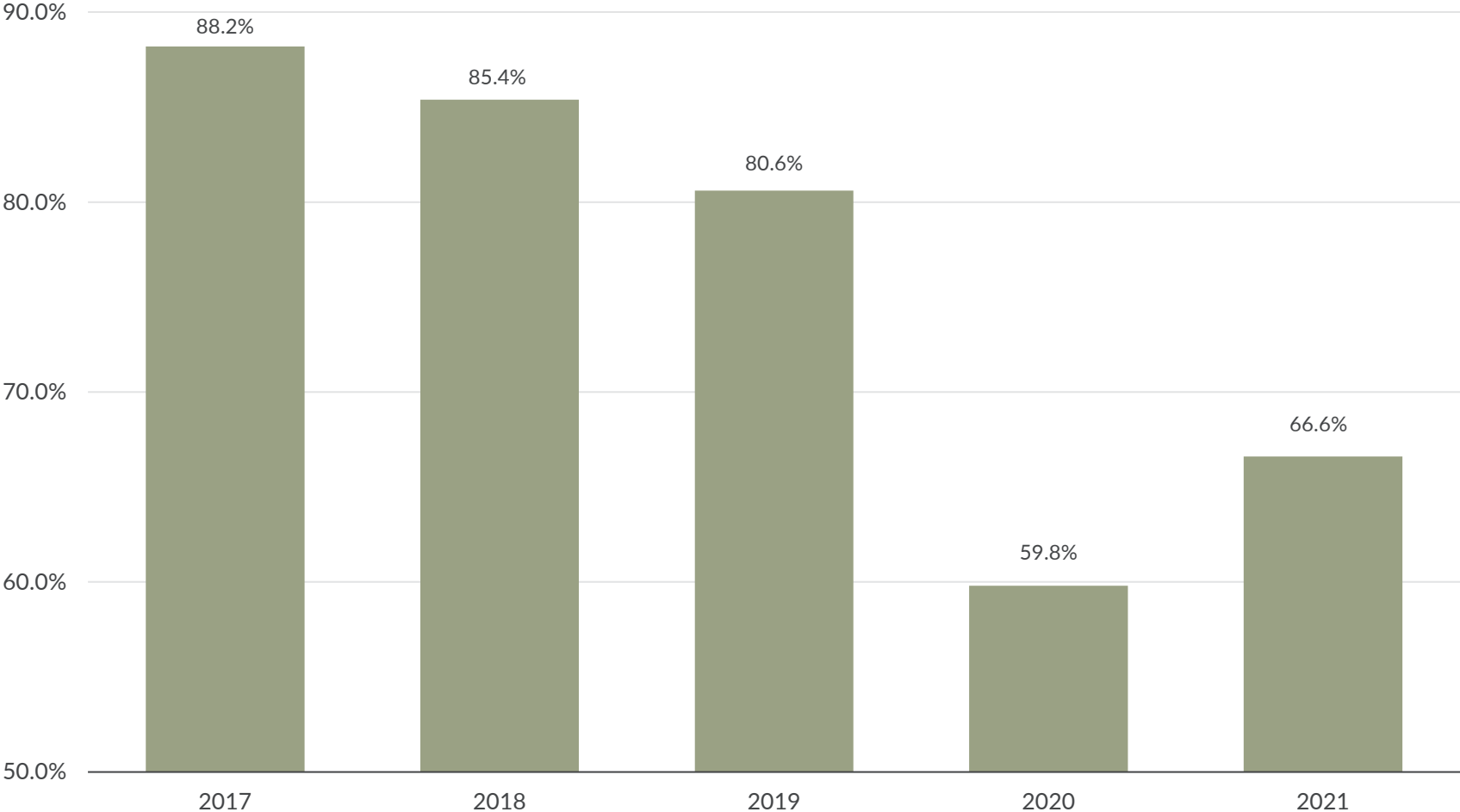


(1) Excluding PPP loans

(2) Excluding acquired deposits

# Increased Scale and Back-Office Streamlining Driving Improved Efficiencies

Efficiency Ratio<sup>(1)</sup>

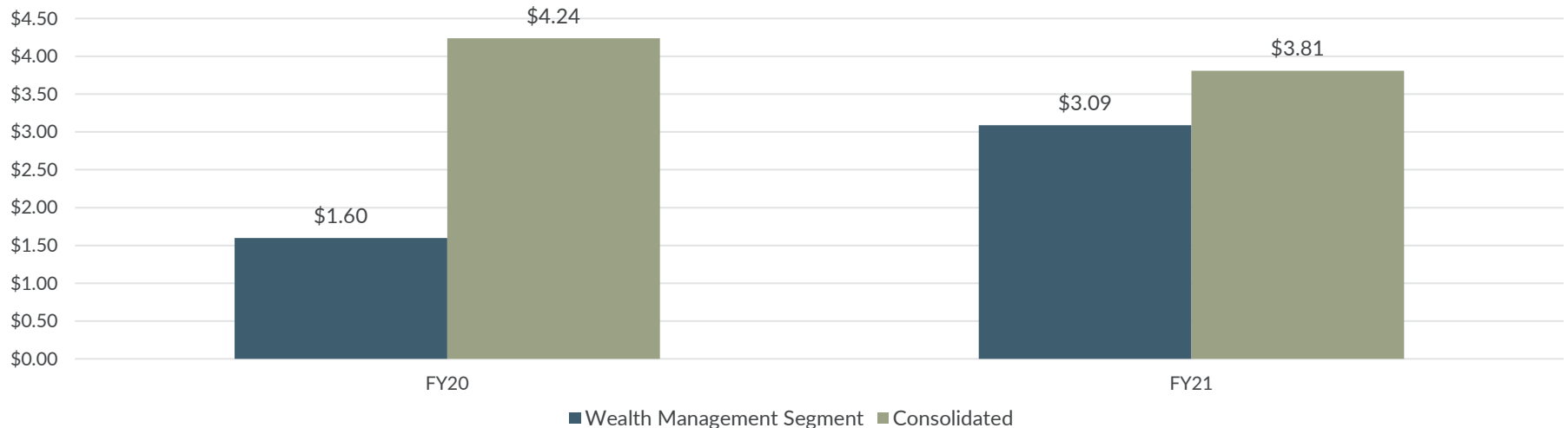


(1) See Non-GAAP reconciliation

# Wealth Management Segment Earnings

- Wealth Management segment earnings reflects contribution of private banking, commercial banking, and trust and investment management business lines
- Growth in private banking, commercial banking, and TIM businesses replacing earnings generated by mortgage segment in 2020 and creating sustainable path to higher profitability over long-term

Wealth Management Segment Diluted Pre-Tax Earnings Per Share<sup>(1)</sup>



(1) See Non-GAAP reconciliation

# Recent Financial Trends

# Overview of 3Q22

## 3Q22 Earnings

- Net income available to common shareholders of \$6.2 million, or \$0.64 per diluted share, up from \$4.5 million, or \$0.46 per diluted share, in 2Q22
- Excluding acquisition-related expenses, adjusted net income of \$6.3 million, or \$0.66 per diluted share<sup>(1)</sup>
- Strong growth in net interest income and fully realized cost savings from the Teton acquisition more than offset the unfavorable environment for the fee generating businesses

## Increasing Profitability and Value Creation

- ROAA, ROAE, and ROATCE all significantly higher than prior quarter
- Strong financial performance and effective management of investment portfolio driving growth in both book value and tangible book value per share
- Pre-tax, pre-provision net income<sup>(1)</sup> of \$10.0 million in 3Q22, compared to \$6.5 million in 2Q22 and \$8.9 million in 3Q21

## Strong, Well Balanced Loan Growth

- Total loans held for investment increased at an annualized rate of 38%
- Increases across most major loan categories
- Effectively moving up market and working with larger clients is positively impacting loan production and loan growth

## Asset Quality Remains Exceptional

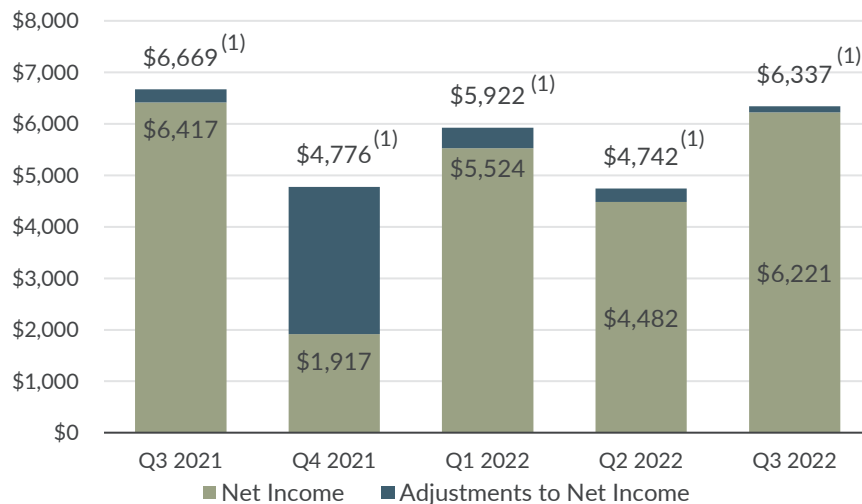
- Non-performing assets at 0.14% of total assets
- History of exceptionally low charge-offs continues

(1) See Non-GAAP reconciliation

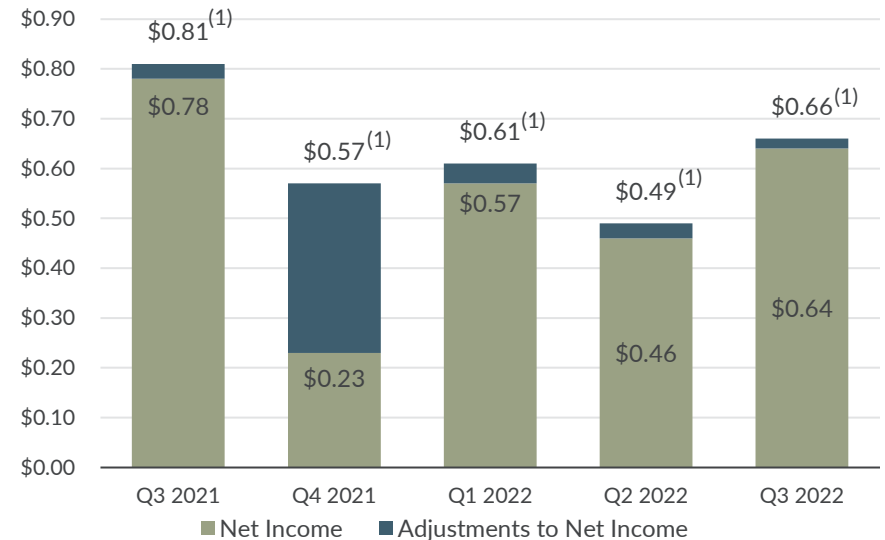
# Net Income Available to Common Shareholders and Earnings per Share

- Net income of \$6.2 million, or \$0.64 diluted earnings per share, in 3Q22
- Excluding acquisition-related expenses, adjusted diluted earnings per share<sup>(1)</sup> of \$0.66 in 3Q22
- Strong profitability resulted in 2.8% and 3.4% increase in book value per share and tangible book value per share<sup>(1)</sup>, respectively, from 2Q22
- Consistent value creation has led to book value and tangible book value per share<sup>(1)</sup> both increasing by more than 13% over the past year

### Net Income Available to Common Shareholders



### Diluted Earnings per Share



(1) See Non-GAAP reconciliation

# Loan Portfolio

## Loan Portfolio Details

- Total loans held for investment increased \$204.8 million from prior quarter
- Continued strong loan production and a moderation in payoffs results in another quarter of significant loan growth
- Average rate on new loan production increased by more than 100 bps from prior quarter
- Growth in most major loan categories with C&I, CRE, construction and 1-4 family residential portfolios all increasing between \$30 and \$100 million from prior quarter

## Loan Portfolio Composition<sup>(1)</sup>

(\$ in thousands, as of quarter end)

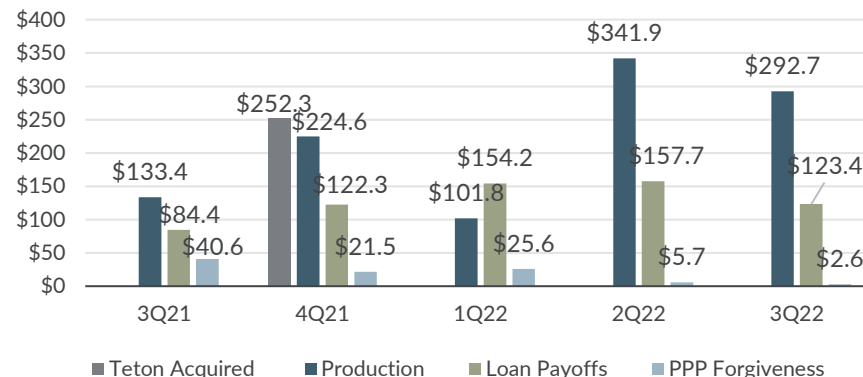
	3Q 2021	2Q 2022	3Q 2022
Cash, Securities and Other	\$257,594	\$180,738	\$154,748
Consumer and Other <sup>(2)</sup>	36,243	47,855	50,429
Construction and Development	132,141	162,426	228,060
1-4 Family Residential	502,439	732,725	822,796
Non-Owner Occupied CRE	358,369	489,111	527,836
Owner Occupied CRE	167,638	224,597	220,075
Commercial and Industrial	148,959	312,696	350,954
<b>Total Loans HFI</b>	<b>\$1,603,383</b>	<b>2,150,148</b>	<b>2,354,898</b>
Mortgage loans held-for-sale (HFS)	51,309	26,202	12,743
<b>Total Loans</b>	<b>\$1,654,692</b>	<b>\$2,176,350</b>	<b>\$2,367,641</b>

(1) Represents unpaid principal balance. Excludes deferred (fees) costs, and amortized premium/(unaccreted discount) and fair value adjustments on loans accounted for under the fair value option.

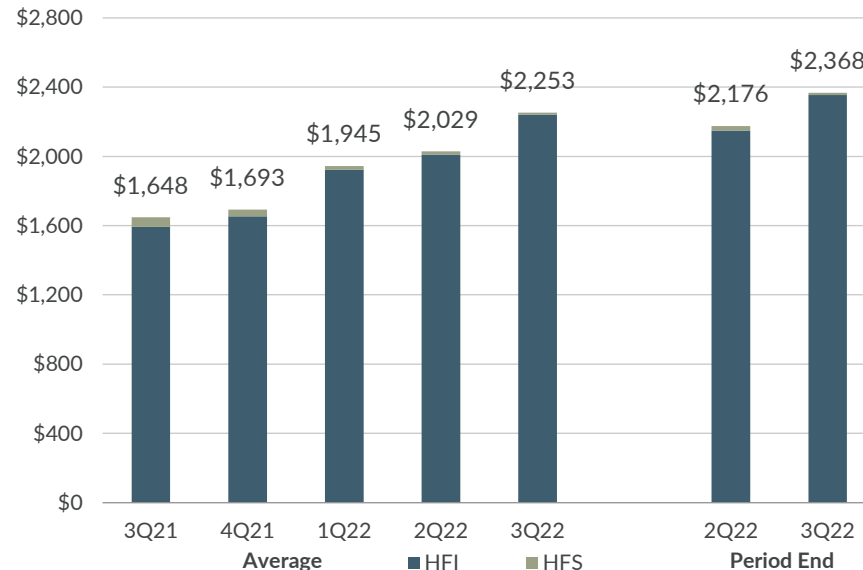
(2) Includes loans held for investment accounted for under fair value option of \$22.6 million and \$21.1 million as of September 30, 2022 and June 30, 2022, respectively.

## Loan Production & Loan Payoffs

(in millions)



## Total Loans<sup>(1)</sup>





# Total Deposits

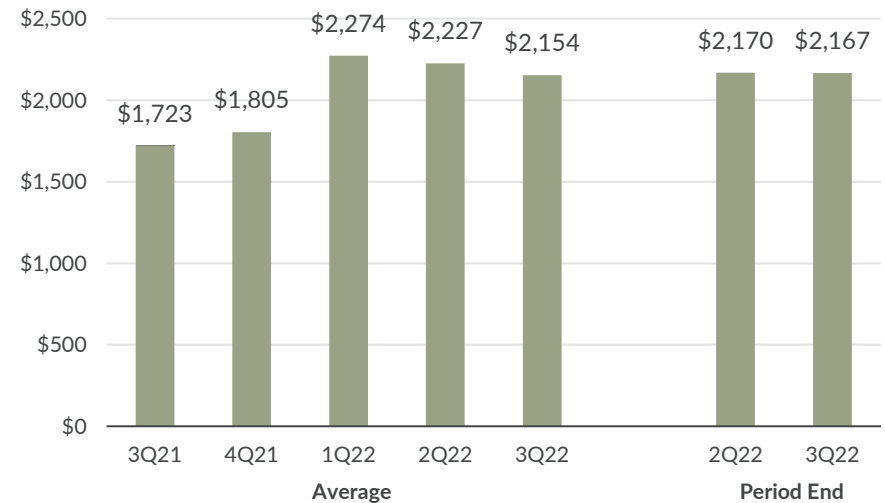
- Total deposits essentially unchanged from end of prior quarter
- Minor fluctuations in each deposit category
- Interest bearing deposit costs increased 44 bps due to the higher interest rate environment and increased competition for deposits

## Deposit Portfolio Composition

	3Q 2021	2Q 2022	3Q 2022
Money market deposit accounts	\$905,196	\$1,033,739	\$1,010,846
Time deposits	137,015	147,623	186,680
NOW	137,833	287,195	277,225
Savings accounts	5,620	33,099	30,641
Noninterest-bearing accounts	596,635	668,342	662,055
<b>Total Deposits</b>	<b>\$1,782,299</b>	<b>\$2,169,998</b>	<b>\$2,167,447</b>

## Total Deposits

(\$ in millions)

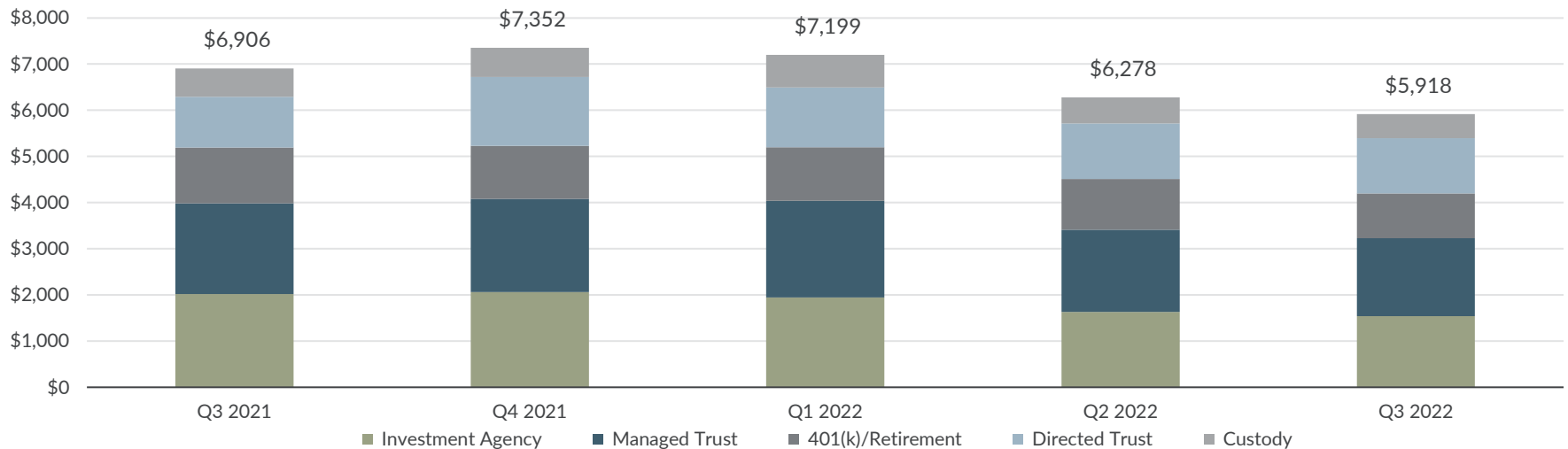


# Trust and Investment Management

- Total assets under management decreased \$359.2 million from June 30, 2022 to \$5.92 billion as of September 30, 2022
- The decrease in asset balances was primarily attributable to unfavorable market conditions resulting in a decrease in the value of assets under management balances
- All model portfolios continue to outperform their respective benchmark helping moderate the impact of this year's market pullback

## Total Assets Under Management

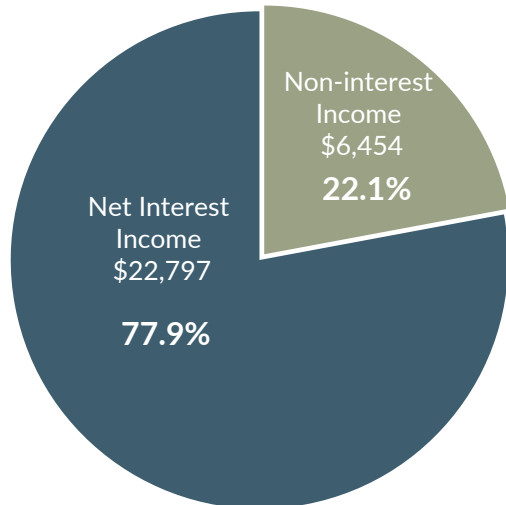
(in millions, as of quarter end)



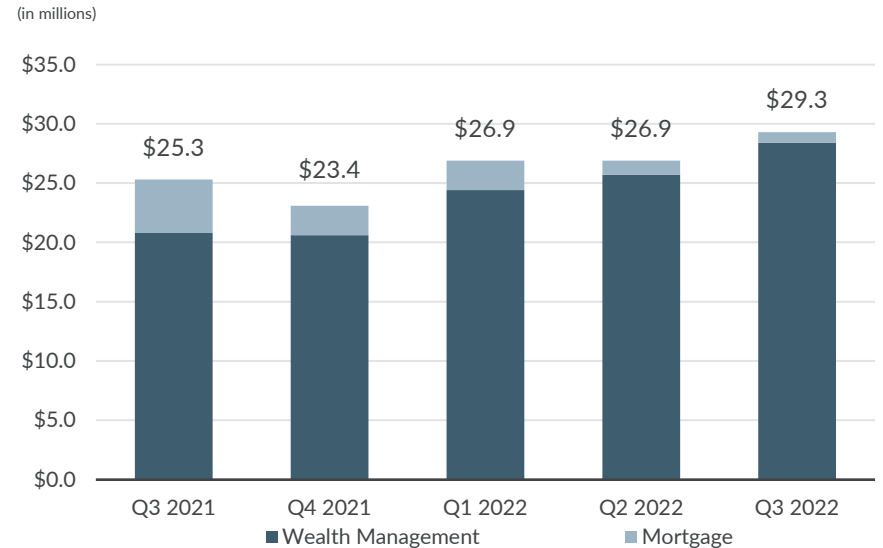
# Gross Revenue

- Gross revenue<sup>(1)</sup> increased 8.8% from 2Q22
- Higher net interest income more than offset decline in non-interest income
- Accelerating growth, gross revenue excluding net gain on mortgage loans<sup>(1)</sup> up 41% annualized from 2Q22 and 36% from 3Q21

3Q22 Gross Revenue<sup>(1)</sup>



Gross Revenue<sup>(1)</sup>



(1) See Non-GAAP reconciliation

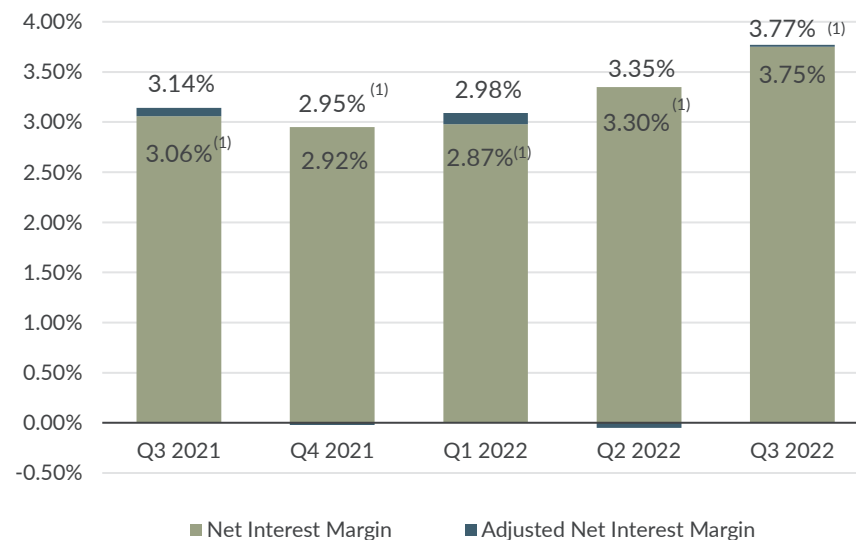
# Net Interest Income and Net Interest Margin

- Net interest income increased to \$22.8 million, or 13.2%, from \$20.1 million in 2Q22 and 53.6% from \$14.8 million in 3Q21
- Net interest margin, excluding PPP and purchase accretion<sup>(1)</sup>, increased 47 bps to 3.77%, primarily due to favorable shift in mix of earning assets and higher yields on earning assets
- Net interest margin expected to decrease in near future as increase in funding costs expected to offset higher yields on earning assets

## Net Interest Income



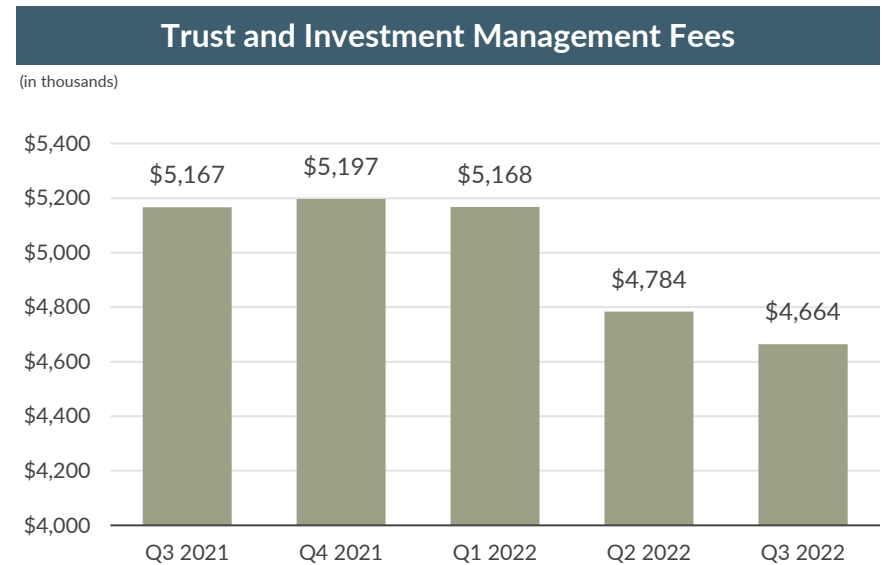
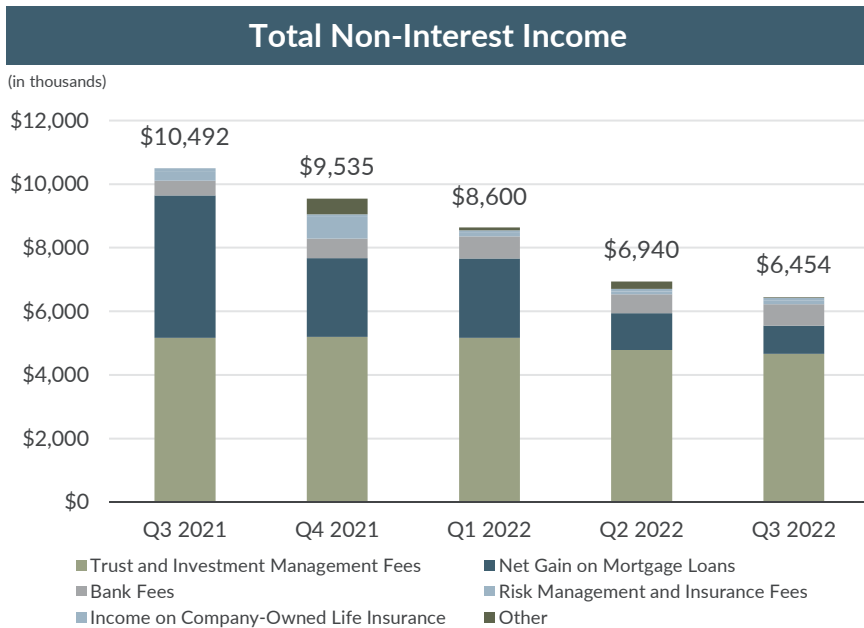
## Net Interest Margin



(1) See Non-GAAP reconciliation

# Non-Interest Income

- Non-interest income decreased 7.0% from 2Q22, primarily due to lower net gain on mortgage sales and slight decline in Trust and Investment Management fees due to decline in AUM resulting from market performance
- Volume of locks on mortgage loans originated for sale declined 25% from the prior quarter, with 94% of the originations being purchase loans
- Small increases in bank fees and risk management and insurance fees

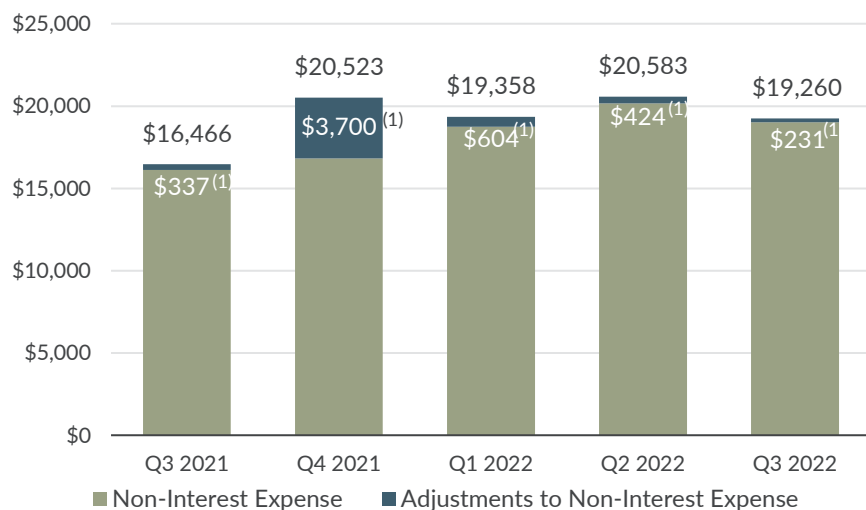


# Non-Interest Expense and Efficiency Ratio

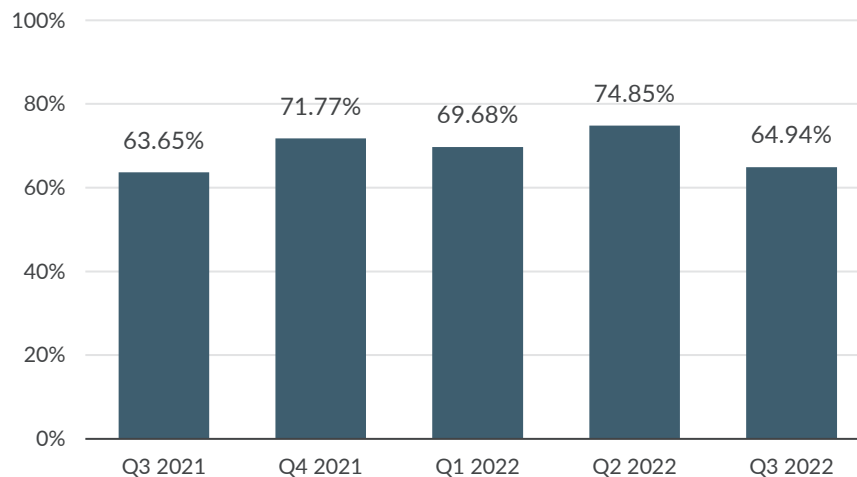
- Non-interest expense decreased 6.4% from 2Q22
- Efficiency ratio trending down below 65%
- Cost savings from Teton acquisition have been fully realized and 3Q22 benefited from full quarter impact of system conversion and branch consolidation that occurred in mid-May
- Decrease in non-interest expense primarily due to decline in salaries and employment benefits driven by higher deferred loan costs, lower incentive compensation, and a decline in health insurance and payroll taxes

## Total Non-Interest Expense

(in thousands)



## Operating Efficiency Ratio<sup>(1)</sup>

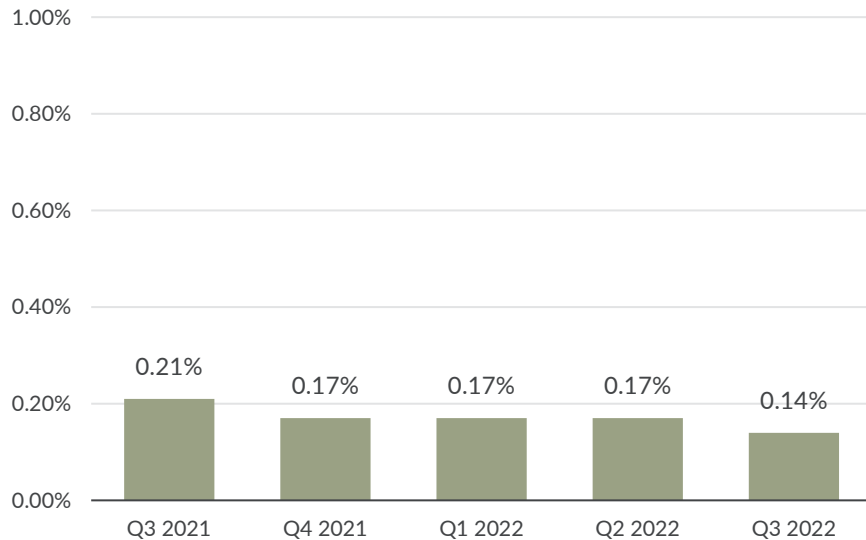


(1) See Non-GAAP reconciliation

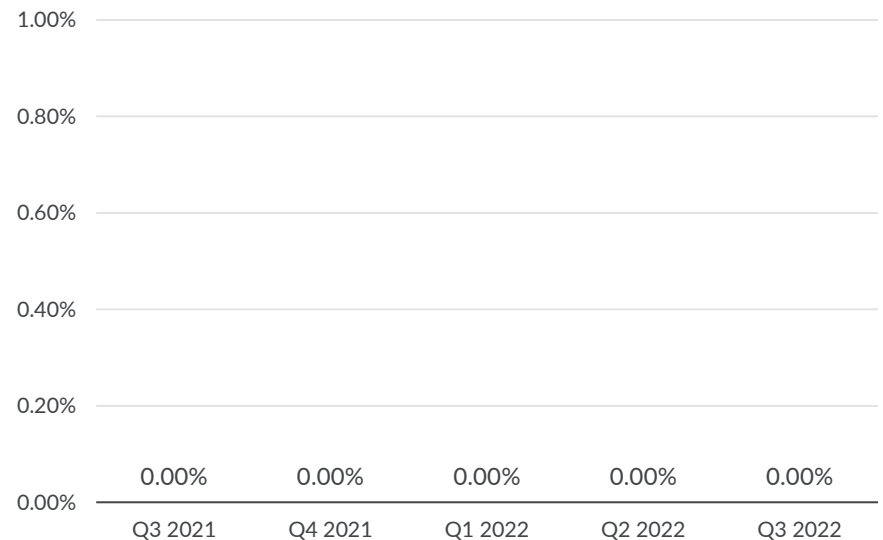
# Asset Quality

- Stable asset quality across the portfolio with NPAs down slightly from 2Q22
- Immaterial net charge-offs again in the quarter
- \$1.8 million provision for loan losses related to growth in total loans, excluding PPP loans, and changes in portfolio mix
- ALLL/Adjusted Total Loans<sup>(1)</sup> decreased to 0.77% in 3Q22 from 0.78% in 2Q22, consistent with strong asset quality, consistent methodology, and immaterial losses

Non-Performing Assets/Total Assets



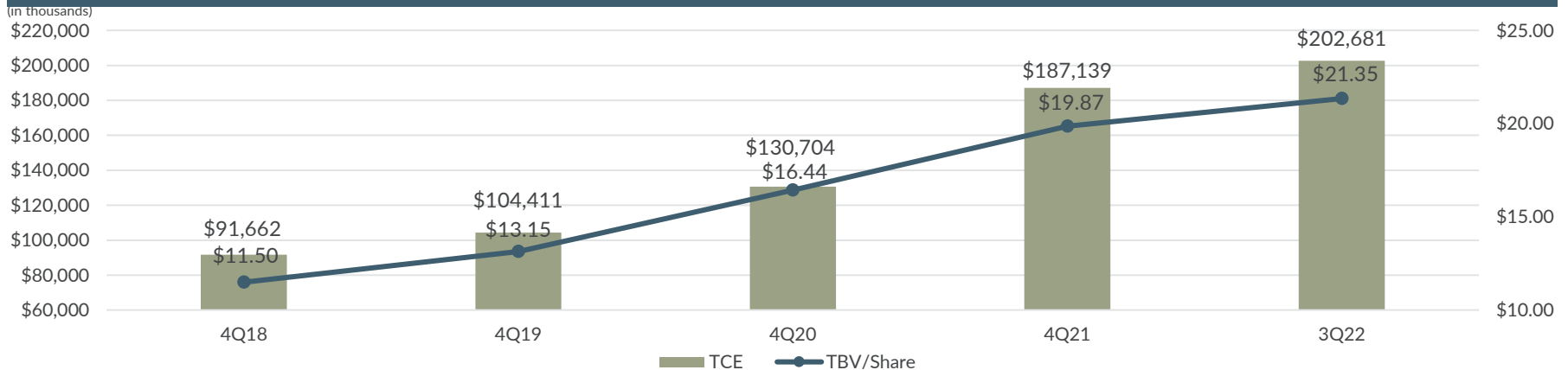
Net Charge-Offs/Average Loans



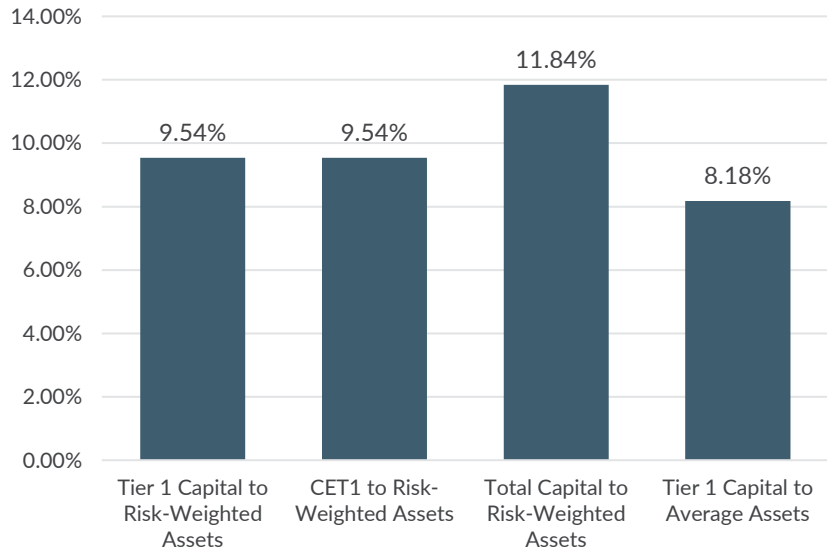
(1) Adjusted Total Loans – Total Loans minus PPP loans, acquired loans, and loans accounted for under fair value option; see non-GAAP reconciliation

# Capital and Liquidity Overview

## Tangible Common Equity / TBV per Share<sup>(1)</sup>



## Consolidated Capital Ratios (as of 9/30/22)



## Liquidity Funding Sources (as of 9/30/22)

(in thousands)

### Liquidity Reserves:

Total Available Cash	\$ 163,419
Unpledged Investment Securities	68,433

### Borrowed Funds:

#### Unsecured:

Credit Lines	54,000
--------------	--------

#### Secured:

FHLB Available	532,376
Brokered Remaining Capacity	383,277

### Total Liquidity Funding Sources

**\$ 1,201,862**

### Loan to Deposit Ratio

**108.5%**

(1) See Non-GAAP reconciliation



# Creating Additional Shareholder Value

# Near-Term Outlook

- Adjustments in underwriting and loan pricing to reflect more cautious approach in light of potential economic slowdown will likely lead to a moderation in loan growth
- Diverse loan production platform and increasing contributions from new banking talent added in Colorado, Montana and Arizona expected to continue generating significant loan growth even with more conservative underwriting and pricing
- Increasing focus on core deposit gathering to fund strong loan production
- Relatively stable expense levels with near-term market expansion efforts largely completed
- Continued loan growth and improved efficiencies expected to result in continued strong financial performance
- Strong asset quality, conservative underwriting, and high levels of capital position First Western well to manage through any economic slowdown

# Long-Term Goals to Drive Shareholder Value

**Our mission is to be the BPBFWMC – Best Private Bank for the Western Wealth Management Client**

We believe First Western can be a unique, niche focused regional powerhouse with high fee income and consistent strong earnings from our scalable wealth management platform

- **Drive to \$5 billion in total assets, \$25 billion TIM assets through both organic growth and acquisitions**
  - ~50 offices
  - \$7-8 million in revenue per office
  - 60% contribution margin per office
- **Build footprint, scale and operating leverage with M&A**
  - Capital and earnings accretive
- **Create, roll out virtual private bank**
  - Robo advisor tied to bank
  - “Buy up” into expert advice
- **Upgrade wealth management platform**
  - Fully integrated front end
- **Sell wholesale TIM services to other banks**

# A Unique and Attractive Investment

MYFW's core strengths provide the foundation for driving shareholder value

Differentiated,  
Proven in the  
Marketplace

Built-in Operating  
Leverage

Highly Desirable  
Recurring Fee  
Income

Experienced,  
Tested Team

Unique  
Opportunity for  
Investors

# Appendix

# Organizational Overview

# Team: Ready to Take MYFW to the Next Level

Name	Title	Joined FW	Years in Industry	Prior Experience
Scott C. Wylie	Chairman, CEO & President	2002	34	<ul style="list-style-type: none"> <li>Chairman &amp; CEO, Northern Trust Bank of Colorado</li> <li>Chairman &amp; CEO, Trust Bank of Colorado</li> <li>CEO, Equitable Bancshares of Colorado and Women's Bank, Chairman, Equitable Bank</li> <li>Chairman, American Fundware</li> <li>President &amp; CEO, Bank and Trust of Puerto Rico</li> <li>Associate, First Boston Corporation</li> </ul>
Julie A. Courkamp	Chief Financial Officer and Chief Operating Officer, Director & Treasurer	2006	21	<ul style="list-style-type: none"> <li>Assurance services with PricewaterhouseCoopers</li> <li>Executive roles within First Western with responsibility for Accounting &amp; Finance, Risk, Technology, Operations and Human Resources</li> </ul>
John E. Sawyer	Chief Investment Officer	2017	28	<ul style="list-style-type: none"> <li>Chief Investment &amp; Fiduciary Officer, BBVA Compass Bank</li> <li>President &amp; COO, Florida-based boutique wealth management firm</li> <li>Executive with Credit Suisse, Morgan Keegan &amp; Co., and First Tennessee Capital Markets</li> </ul>
Scott J. Lawley	Chief Credit Officer	2018	34	<ul style="list-style-type: none"> <li>Sr. Credit Officer &amp; Segment Risk Officer, Huntington National Bank</li> <li>Credit advisor, chief underwriter, CRE credit officer PNC Bank, US Bank</li> <li>Lending positions with Fleet Bank</li> </ul>
Matt Cassell	President, Commercial Banking	2020	24	<ul style="list-style-type: none"> <li>Colorado Market President, Simmons Bank</li> <li>President-Colorado, Bank SNB</li> <li>Market President, Community Banks of Colorado</li> </ul>

# MYFW's Sophisticated Board of Directors

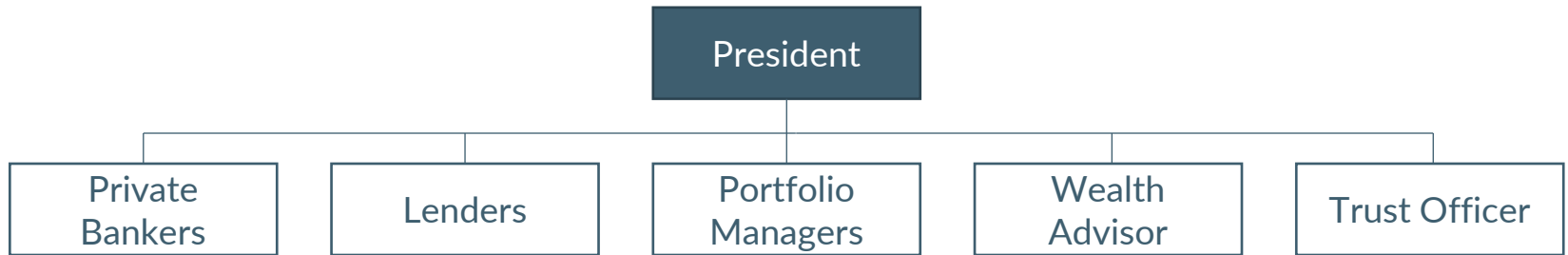
Name	Director Since	Primary Business
Scott C. Wylie	2002	<ul style="list-style-type: none"> <li>First Western Financial, Inc.</li> </ul>
Julie A. Caponi, CPA	2017	<ul style="list-style-type: none"> <li>Former Finance Executive at Arconic, Inc. (fka Alcoa Inc.)</li> <li>Former audit partner at Deloitte</li> <li>Board member &amp; Audit Committee chair for FCF (NYSE)</li> </ul>
Julie A. Courkamp	2021	<ul style="list-style-type: none"> <li>First Western Financial, Inc.</li> </ul>
David R. Duncan	2011	<ul style="list-style-type: none"> <li>Energy</li> <li>Winery Executive, Silver Oak Cellars</li> <li>Entrepreneur, board member, business leader</li> </ul>
Thomas A. Gart	2013	<ul style="list-style-type: none"> <li>Real Estate Developer</li> <li>Specialty Retail Executive</li> <li>Family business, PE investing across broad range of industries</li> </ul>
Patrick H. Hamill	2004	<ul style="list-style-type: none"> <li>Real Estate Developer</li> <li>Home Builder Executive</li> <li>Entrepreneur, business/community leader, real estate expertise</li> </ul>
Luke A. Latimer	2015	<ul style="list-style-type: none"> <li>Utility Maintenance</li> <li>Construction Executive</li> <li>Family business, public bank board</li> </ul>
Scott C. Mitchell	2021	<ul style="list-style-type: none"> <li>President, U.S. Engineering, Metalworks</li> <li>President of several successful manufacturing companies</li> <li>Six Sigma Master Black Belt</li> </ul>
Eric D. Sipf, CPA <sup>(1)</sup>	2003	<ul style="list-style-type: none"> <li>Former Healthcare Executive</li> <li>US Army</li> <li>Asset management, finance, bank board, M&amp;A</li> </ul>
Mark L. Smith	2002	<ul style="list-style-type: none"> <li>Real Estate Developer</li> <li>Entrepreneur, community leadership, real estate expertise</li> </ul>
Joseph C. Zimlich, CPA	2004	<ul style="list-style-type: none"> <li>Family Office Executive</li> <li>Corporate leadership, board, and investment management</li> </ul>

(1) CPA license inactive.



# Integrated Team Approach in Boutique Offices

Working as a team to grow relationships



Team-based incentives



Product group specialists



Holistic view of the client  
- ConnectView®

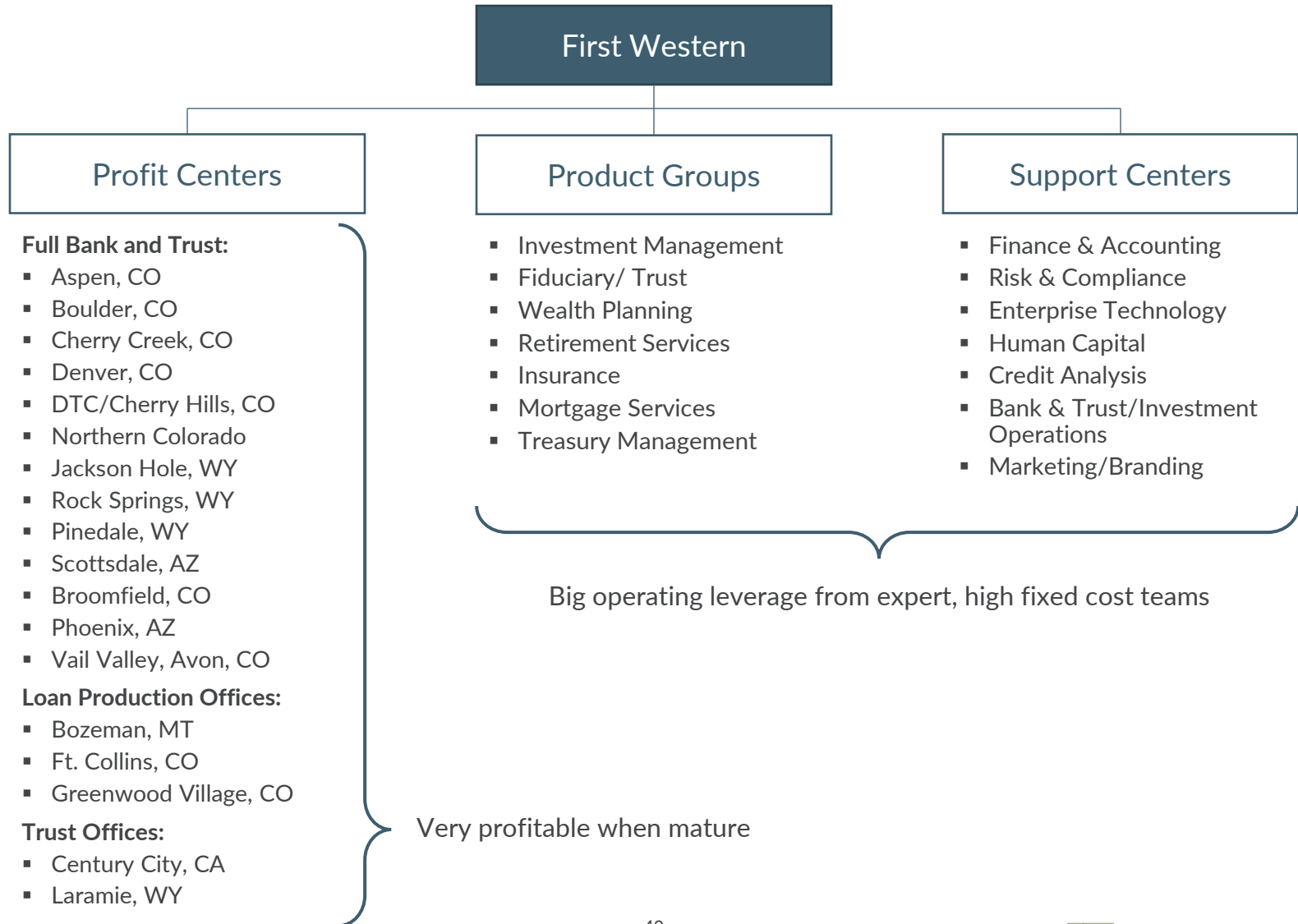


Many relationship managers to one client



Relationship-based wealth management

# Organizational Structure Built for Scale



# Non-GAAP Reconciliations

# Non-GAAP Reconciliation

<i>Consolidated Gross Revenue</i>		For the Years Ended,				
<i>(Dollars in thousands)</i>	2016	2017	2018	2019	2020	2021
Total income before non-interest expense	\$53,394	\$54,501	\$57,602	\$63,997	\$92,615	\$95,408
Less: Unrealized gains/(losses) recognized on equity securities	-	-	(15)	21	15	(21)
Less: Net gain on equity interests	114	81	-	119	-	489
Less: Net gain on sale of assets	-	-	-	183	-	-
Plus: Provision for credit loss	985	788	180	662	4,682	1,230
<b>Gross revenue</b>	<b>\$54,265</b>	<b>\$55,208</b>	<b>\$57,797</b>	<b>\$64,336</b>	<b>\$97,282</b>	<b>\$96,170</b>
<i>Consolidated Adjusted Pre-tax, Pre-provision Income</i>		For the Twelve Months Ended December 31,				
<i>(Dollars in thousands)</i>	2016	2017	2018	2019	2020	2021
Net Income before income tax, as reported	\$3,571	\$5,007	\$7,422	\$10,192	\$33,063	\$27,280
Plus: Provision for loan losses	985	788	180	662	4,682	1,230
<b>Pre-tax, Pre-provision Income</b>	<b>\$4,556</b>	<b>\$5,795</b>	<b>\$7,602</b>	<b>\$10,854</b>	<b>\$37,745</b>	<b>\$28,510</b>
Plus: Acquisition related expenses	-	-	-	-	684	4,101
<b>Adjusted Pre-tax, Pre-provision Income</b>	<b>\$4,556</b>	<b>\$5,795</b>	<b>\$7,602</b>	<b>\$10,854</b>	<b>\$38,429</b>	<b>\$32,611</b>
<i>Consolidated Efficiency Ratio</i>		For the Years Ended,				
<i>(Dollars in thousands)</i>	2016	2017	2018	2019	2020	2021
Non-interest expense	\$49,823	\$49,494	\$50,182	\$53,806	\$59,552	\$68,128
Less: Amortization	747	784	831	374	14	17
Less: Acquisition related expenses	-	-	-	-	684	4,101
Less: Goodwill impairment	-	-	-	1,572	-	-
Less: Provision on other real estate owned	-	-	-	-	176	-
Less: Loss on assets held for sale	-	-	-	-	553	-
Plus: Gain on sale of LA fixed income team	-	-	-	-	62	-
Adjusted non-interest expense	\$49,076	\$48,710	\$49,351	\$51,860	\$58,187	\$64,010
Net interest income	\$24,457	\$27,576	\$30,624	\$32,061	\$46,102	\$56,509
Non-interest income	29,922	27,713	27,158	32,598	51,195	40,129
Less: Unrealized gains/(losses) recognized on equity securities	-	-	(15)	21	15	(21)
Less: Net gain on securities	114	81	-	119	-	489
Less: Net gain on sale of assets	-	-	-	183	-	-
Total income	\$54,265	\$55,208	\$57,797	\$64,336	\$97,282	\$96,170
<b>Efficiency ratio</b>	<b>90.4%</b>	<b>88.2%</b>	<b>85.4%</b>	<b>80.6%</b>	<b>59.8%</b>	<b>66.6%</b>

# Non-GAAP Reconciliation

Consolidated Efficiency Ratio	For the Three Months Ended,				
	September 30, 2021	December 31, 2021	March 31, 2022	June 30, 2022	September 30, 2022
(Dollars in thousands)					
Non-interest expense	\$16,466	\$20,523	\$19,358	\$20,583	\$19,260
Less: amortization	5	4	77	77	77
Less: acquisition related expenses	332	3,696	527	347	154
Adjusted non-interest expense	\$16,129	\$16,823	\$18,754	\$20,159	\$19,029
Net interest income	\$14,846	\$14,387	\$18,284	\$20,138	\$22,797
Non-interest income	10,492	9,535	8,600	6,940	6,454
Less: unrealized gains/(losses) recognized on equity securities	(3)	(7)	(32)	299	75
Less: net gain/(loss) on loans accounted for under the fair value option	-	-	-	(155)	(134)
Less: Net gain on equity interests	-	489	1	-	6
Adjusted non-interest income	10,495	9,053	8,631	6,796	6,507
Total income	\$25,341	\$23,440	\$26,915	\$26,934	\$29,304
<b>Efficiency ratio</b>	<b>63.65%</b>	<b>71.77%</b>	<b>69.68%</b>	<b>74.85%</b>	<b>64.94%</b>

Consolidated Tangible Common Book Value Per Share	As of,					
	Dec. 31, 2018	Dec. 31, 2019	Dec. 31, 2020	Dec. 31, 2021	June 30, 2022	September 30, 2022
(Dollars in thousands)						
Total shareholders' equity	\$116,875	\$127,678	\$154,962	\$219,041	\$228,024	\$234,862
Less:						
Goodwill and other intangibles, net	25,213	19,714	24,258	31,902	32,258	32,181
Intangibles held for sale <sup>(1)</sup>	-	3,553	-	-	-	-
<b>Tangible common equity</b>	<b>91,662</b>	<b>104,411</b>	<b>\$130,704</b>	<b>187,139</b>	<b>195,766</b>	<b>202,681</b>
Common shares outstanding, end of period	7,968,420	7,940,168	7,951,773	9,419,271	9,478,710	9,492,006
<b>Tangible common book value per share</b>	<b>\$11.50</b>	<b>\$13.15</b>	<b>\$16.44</b>	<b>\$19.87</b>	<b>\$20.65</b>	<b>\$21.35</b>

Net income available to common shareholders	\$6,221
Return on tangible common equity (annualized)	12.28%

(1) Represents the intangible portion of assets held for sale

# Non-GAAP Reconciliation

<b>Wealth Management Gross Revenue</b>	<b>For the Three Months Ended,</b>				
<small>(Dollars in thousands)</small>	<b>September 30, 2021</b>	<b>December 31, 2021</b>	<b>March 31, 2022</b>	<b>June 30, 2022</b>	<b>September 30, 2022</b>
Total income before non-interest expense	\$20,435	\$20,612	\$24,156	\$25,282	\$26,555
Less: unrealized gains/(losses) recognized on equity securities	(3)	(7)	(32)	299	75
Less: net gain/(loss) on loans accounted for under the fair value option	-	-	-	(155)	(134)
Less: net gain on equity interests	-	489	1	-	6
Plus: provision for loan loss	406	812	210	519	1,756
<b>Gross revenue</b>	<b>\$20,844</b>	<b>\$20,942</b>	<b>\$24,397</b>	<b>\$25,657</b>	<b>\$28,364</b>

<b>Mortgage Gross Revenue</b>	<b>For the Three Months Ended,</b>				
<small>(Dollars in thousands)</small>	<b>September 30, 2021</b>	<b>December 31, 2021</b>	<b>March 31, 2022</b>	<b>June 30, 2022</b>	<b>September 30, 2022</b>
Total income before non-interest expense	\$4,497	\$2,498	\$2,518	\$1,277	\$940
Plus: provision for loan loss	-	-	-	-	-
<b>Gross revenue</b>	<b>\$4,497</b>	<b>\$2,498</b>	<b>\$2,518</b>	<b>\$1,277</b>	<b>\$940</b>

<b>Consolidated Gross Revenue</b>	<b>For the Three Months Ended,</b>				
<small>(Dollars in thousands)</small>	<b>September 30, 2021</b>	<b>December 31, 2021</b>	<b>March 31, 2022</b>	<b>June 30, 2022</b>	<b>September 30, 2022</b>
Total income before non-interest expense	\$24,932	\$23,110	\$26,674	\$26,559	\$27,495
Less: unrealized gains/(losses) recognized on equity securities	(3)	(7)	(32)	299	75
Less: net gain/(loss) on loans accounted for under the fair value option	-	-	-	(155)	(134)
Less: net gain on equity interests	-	489	1	-	6
Plus: provision for loan loss	406	812	210	519	1,756
<b>Gross revenue</b>	<b>\$25,341</b>	<b>\$23,440</b>	<b>\$26,915</b>	<b>\$26,934</b>	<b>\$29,304</b>

<b>Gross Revenue excluding net gain on mortgage loans</b>	<b>For the Three Months Ended,</b>		
<small>(Dollars in thousands)</small>	<b>September 30, 2021</b>	<b>June 30, 2022</b>	<b>September 30, 2022</b>
Gross revenue	\$25,341	\$26,934	\$29,304
Less: net gain on mortgage loans	4,480	1,152	885
<b>Gross revenue excluding net gain on mortgage loans</b>	<b>\$20,861</b>	<b>\$25,782</b>	<b>\$28,419</b>

# Non-GAAP Reconciliation

Adjusted net income available to common shareholders (Dollars in thousands, except per share data)	For the Three Months Ended,				
	September 30, 2021	December 31, 2021	March 31, 2022	June 30, 2022	September 30, 2022
Net income available to common shareholders	\$6,417	\$1,917	\$5,524	\$4,482	\$6,221
Plus: acquisition related expense including tax impact	252	2,859	398	260	116
<b>Adjusted net income to common shareholders</b>	<b>\$6,669</b>	<b>\$4,776</b>	<b>\$5,922</b>	<b>\$4,742</b>	<b>\$6,337</b>
Adjusted diluted earnings per share (Dollars in thousands, except per share data)	For the Three Months Ended,				
	September 30, 2021	December 31, 2021	March 31, 2022	June 30, 2022	September 30, 2022
Diluted earnings per share	\$0.78	\$0.23	\$0.57	\$0.46	\$0.64
Plus: acquisition related expenses including tax impact	0.03	0.34	0.04	0.03	0.02
<b>Adjusted diluted earnings per share</b>	<b>\$0.81</b>	<b>\$0.57</b>	<b>\$0.61</b>	<b>\$0.49</b>	<b>\$0.66</b>
Pre-tax, pre-provision net income (Dollars in thousands)	For the Three Months Ended,				
	September 30, 2021	June 30, 2022	September 30, 2022		
Income before income taxes	\$8,466	\$5,976	\$8,235		
Plus: provision for loan losses	406	519	1,756		
<b>Pre-tax, pre-provision net income</b>	<b>\$8,872</b>	<b>\$6,495</b>	<b>\$9,991</b>		
Allowance for loan losses to Bank originated loans excluding PPP (Dollars in thousands)	As of,				
	December 31, 2021	March 31, 2022	June 30, 2022	September 30, 2022	
Total loans held for investment	\$1,954,168	\$1,931,122	\$2,150,148	\$2,354,898	
Less: Branch acquisition	360,661	323,563	287,623	248,573	
Less: PPP loans	40,062	13,109	9,053	6,905	
Less: Purchased loans accounted for under fair value	-	6,368	21,149	22,648	
Loans excluding acquired and PPP	1,553,445	1,588,082	1,832,323	2,076,772	
Allowance for loan losses	13,732	13,885	14,357	16,081	
<b>Allowance for loan losses to Bank originated loans excluding PPP</b>	<b>0.88%</b>	<b>0.87%</b>	<b>0.78%</b>	<b>0.77%</b>	

# Non-GAAP Reconciliation

Adjusted net interest margin	For the Three Months Ended September 30, 2021			For the Three Months Ended December 31, 2021			For the Three Months Ended March 31, 2022			For the Three Months Ended June 30, 2022			For the Three Months Ended September 30, 2022		
	Average Balance	Interest Earned/Paid	Average Yield/Rate	Average Balance	Interest Earned/Paid	Average Yield/Rate	Average Balance	Interest Earned/Paid	Average Yield/Rate	Average Balance	Interest Earned/Paid	Average Yield/Rate	Average Balance	Interest Earned/Paid	Average Yield/Rate
(Dollars in thousands)															
Interest-bearing deposits in other financial institutions	266,614	105		279,406	109		475,942	232		321,673	549		101,824	533	
PPP adjustment	1,636	-		9,556	3		12,378	6		4,493	9		2,798	16	
Investment securities	29,130	180		36,001	226		55,739	337		69,320	418		87,340	653	
PPP adjustment	-	-		-	-		-	-		-	-		-	-	
Loans	1,592,800	15,861		1,653,920	15,398		1,922,770	19,096		2,010,024	20,663		2,241,343	25,345	
PPP adjustment	(81,476)	(1,081)		(51,825)	(622)		(30,481)	(491)		(13,385)	(148)		(9,026)	(73)	
Purchase Accretion adjustment	-	35		-	398		-	(328)		-	(288)		-	114	
Adjusted total interest-earning assets	1,808,704	15,100		1,927,058	15,512		2,436,348	18,852		2,392,125	21,203		2,424,279	26,588	
Interest-bearing deposits		829			813			943			1,103			2,706	
PPP adjustment		-			-			-			-			-	
Federal Home Loan Bank Topeka and Federal Reserve borrowings		82			55			39			28			656	
PPP adjustment		(59)			(31)			(16)			(8)			(3)	
Subordinated notes		389			477			400			361			362	
Adjusted total interest-bearing liabilities		1,241			1,314			1,366			1,484			3,721	
Net interest income		13,859			14,198			17,486			19,719			22,867	
Adjusted net interest margin			3.06%			2.95%			2.87%			3.30%			3.77%