

BankDirector.

Breakout 6:
**Optimizing Public
Markets to Create
Shareholder Value**

Laura Hamilton

OTC Markets Group Inc.

Jay VanSickle

*Wayne Savings
Bancshares, Inc.*

#AOBA24

Optimizing Public Markets to Create Shareholder Value

January 29, 2024

OTC Markets Group (OTCQX: OTCM)

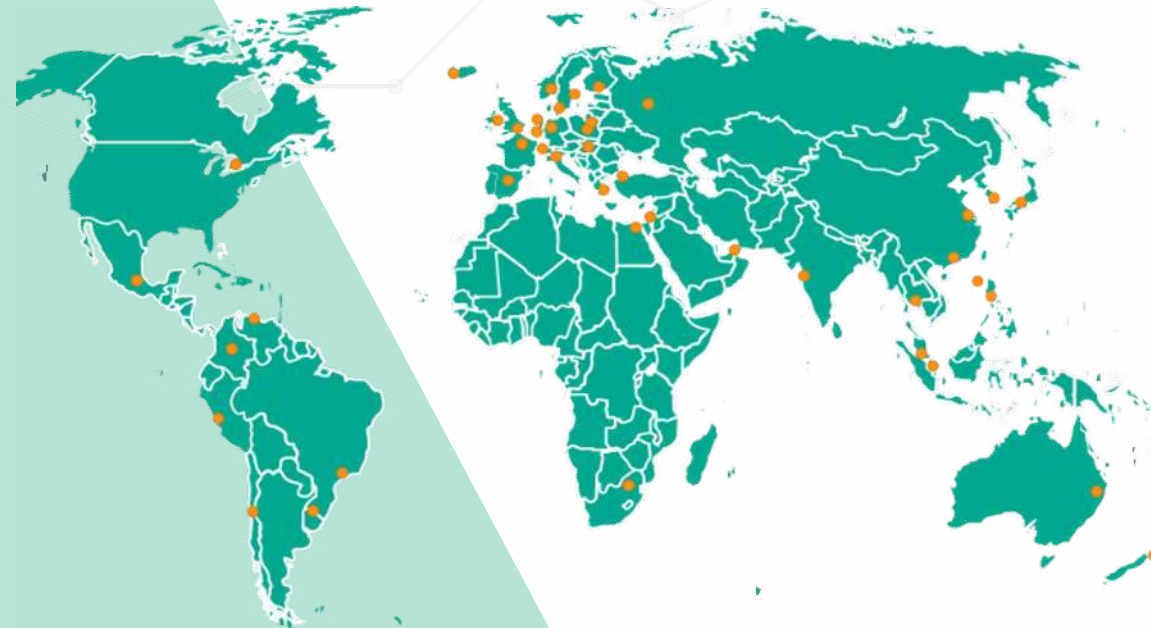
Our Mission: To create
better informed and
more efficient financial
markets

\$27.1 trillion+
total market capitalization

\$386 billion
annual dollar volume

12,000+ securities
connecting over 50 recognized global
exchanges

Data as of December 31, 2023



Understanding OTC Markets Group



Trading Services

Through our SEC regulated Alternative Trading Systems, we provide critical market infrastructure to leading U.S. broker-dealers. This includes a suite of quotation, messaging and other services that allow subscribers to access liquidity, attract order flow and comply with their best execution obligations.



Corporate Services

Companies gain the benefits of public market trading by qualifying for our OTCQX Best Market or OTCQB Venture Market. OTCQX is for established, investor-focused U.S. and global companies. OTCQB is for early-stage and developing U.S. and international companies. We also offer a suite of investor engagement tools.



Market Data

Investors have access to data on 12,000+ securities through multiple channels. We also offer a comprehensive suite of subscription-based products and tools to enhance and automate compliance processes in the OTC and small cap space.

2023 Accomplishments

- 14 Banks added to OTCQX
- 6 Voluntary Nasdaq Delists
- 2 IPOs completed
 - \$27MM raised

Celebrating the 10th Anniversary of OTCQX for Banks

Number of Banks
since Inception

195

Total Assets

\$156B

Annual \$ Volume

\$895M

Total Market
Capitalization

\$13.4B

*As of December 31, 2023

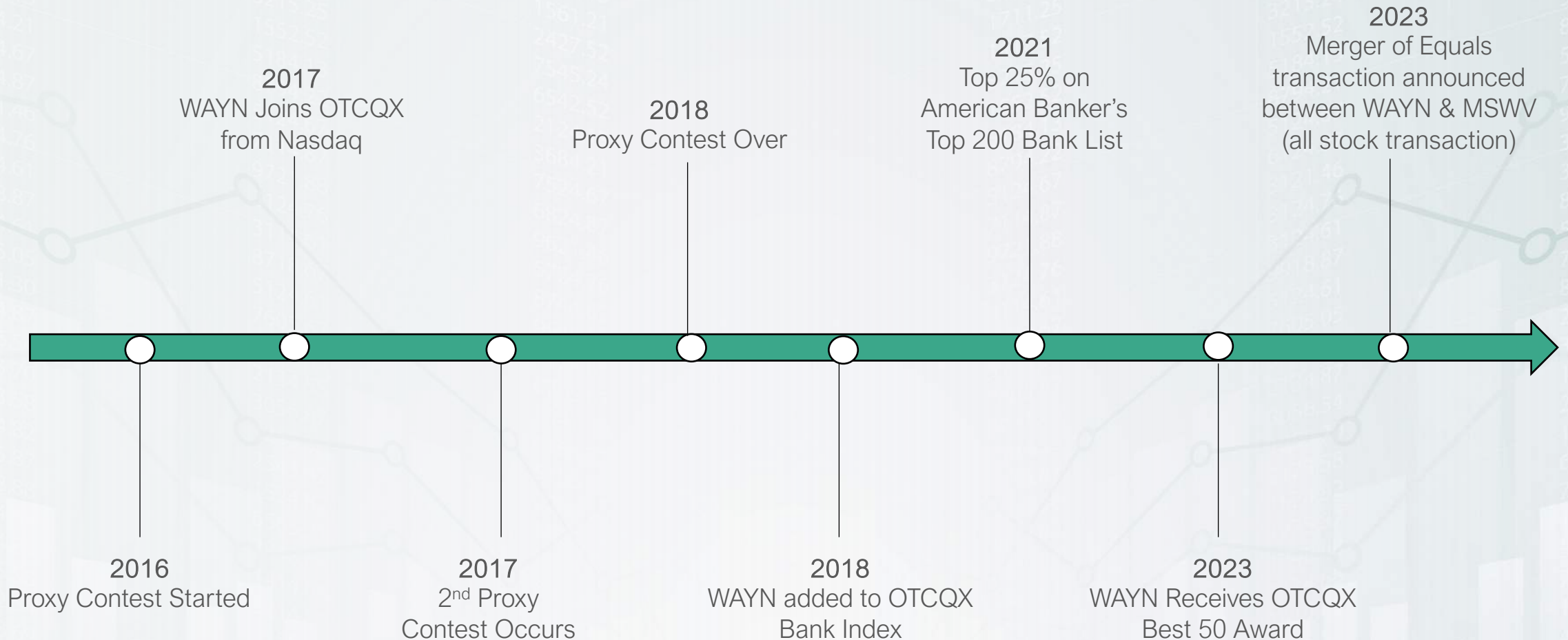
The Wayne Savings Story

A Conversation With Jay VanSickle



- How did you maximize your stock as a currency?
- What were the benefits?
- Is there anything you would have done differently?

Wayne Savings Bancshares Timeline





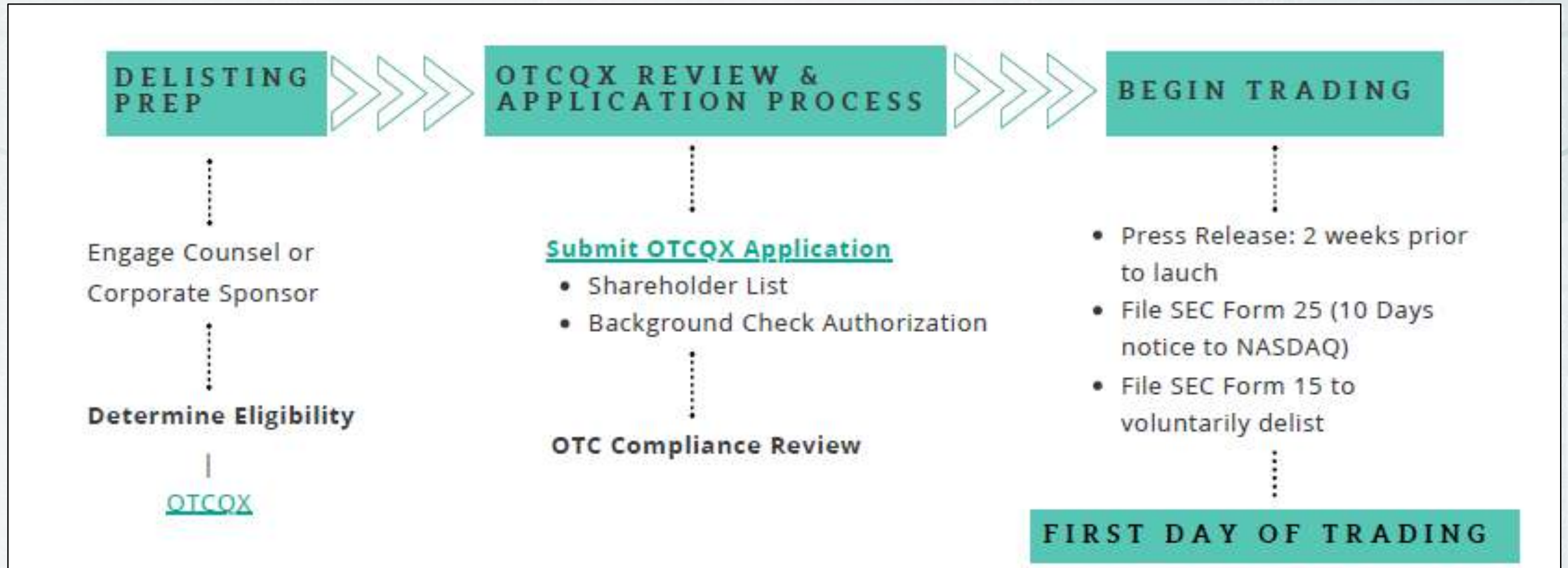
Wayne Savings Bancshares, Inc. (OTCQX:WAYN)

WAYN	2016	2017	2018	2019	2020	2021	2022
Total assets (\$ in millions)	454	440	473	492	592	636	730
Earnings per share - basic (\$)	0.82	1.13	1.92	2.43	2.63	3.06	3.98
Return on average equity (%)	5.5	7.4	12.0	13.6	13.3	14.0	19.4
Efficiency ratio (%)	78.5	72.1	62.0	56.3	53.0	54.7	51.6
Year end stock price (\$)	16.50	18.45	18.65	23.50	21.55	26.00	27.00
Cash dividends declared per common share (\$)	0.36	0.37	0.53	0.76	0.80	0.84	0.92

Moving from Nasdaq to OTCQX

- Russell Index
- Cost savings up to \$500K annually
 - SEC Deregistration if under <1,200 shareholders of record
 - Lower Legal fees
 - Time Savings
 - No SOX
- Similar Investors and market makers when <\$500mm market cap
- Tailored Disclosure
- Corporate Governance

Delisting Process



OTCQX[®] for Banks

Reporting Standard	
SEC Reporting	Eligible
Bank Reporting ¹	Eligible
Financial Eligibility	
Bid Price	\$1.00
Market Capitalization	\$10 Million Initial/ \$5 Million Ongoing
Total Assets	\$100 Million
Shareholder's Equity	\$4 Million
Transfer Agent	Required
Bankruptcy	Not Eligible
Penny Stocks	Not Eligible
Shells	Not Eligible
Disclosure Requirements	
Audited Annual Report	Required
Quarterly Reports	Required
Earnings Release	Required
Material News Disclosure	Required
Verified Company Profile	Required
Corporate Governance	
Board of Directors	2 Independent Directors
Audit Committee	Majority Independent
Annual Shareholder Meeting	Required
Pricing	
Application Fee	\$5,000
Annual Fee	\$25,500

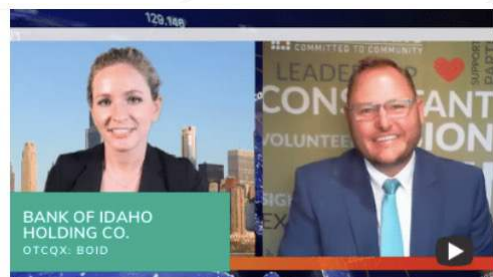
OTC QX Banks

Trusted & Investor-Focused Banks



Driving Liquidity & Visibility

- Virtual Investor Conferences
- CEO Interviews & Community Spotlights
- Market Opens
- Press Releases
- OTCQX Bank Index
- Access to the OTC Market Center in New York City



Thursday, September 24, 2020

Financial Services Investor Conference
 Presentations Starting at 9:15 am with a Keynote Presentation:
 2020 Election – Financial Services Outlook by Raymond James

NEWLY TRADING

Endeavor Bancorp
 OTCQX: EDVR
 OTCQX Sponsor: Raymond James

Endeavor Bancorp

OTCQX
 THE BEST MARKET



LIQUIDITY



Liquidity on OTCQX and NASDAQ is similar for community banks with less than \$1 billion in assets.

	SIMILAR AVG SPREADS*	LARGER AVG TRADE SIZE*
OTCQX	1.95%	209
NASDAQ	2.00%	137

Contact Us

OTC Markets Group

300 Vesey Street

12th Floor

New York, NY 10282

Laura Hamilton

Vice President

+1 212 896 4482

laura@otcmarkets.com

Jay VanSickle

CEO, Wayne Savings Bancshares

+1 330 287 2812

jayvansickle@waynesavings.com

BankDirector.

Breakout 6: Optimizing Public Markets to Create Shareholder Value

Scan here to fill out
the evaluation for
this session.



Laura Hamilton

OTC Markets Group Inc.

Jay VanSickle

*Wayne Savings
Bancshares, Inc.*

#A0BA24