



Gary Lewis Evans Principal
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Founded 1996

Who is Gary Lewis Evans?

Banker, Economist, Servant Leader, and Pioneer Internet Banker in 1994

San Diego Finalist, Ernst & Young Entrepreneur of the Year Award for successfully growing and innovating at Bank of Internet – BofI has always been a profitable and the fastest-growing bank.

Proven & Experienced: Innovator, financial expert, low-cost operator, risk manager, Fintech Pioneer.

Worked on Three IPOs, Led One IPO: **1)** 1982 Team Member Analyst 6th Largest S&L, NYSE, **2)** 2005 Led Bank of Internet W.R. Hambrecht Unique Option IPO, NASDAQ **3)** 2023 Director Chair Audit Committee, CyberCatch, Reverse Merger with a SPAC in Canada TSXV

Failing Bank Rescue Stamford Connecticut - I led the purchase of a bank that became Stamford Federal in Stamford Connecticut in the early 1990s. I set up the bank, changed locations, and was a director.

Failed or Failing Banks: Managed four, rescued one, and performed due diligence on two banks for purchase – gaining control of and fixing problems is almost as much fun as innovating new products.

Pioneered Internet banking and community bank nationwide lending as President of La Jolla Bank in 1994 then initial founder and CEO of BofI in 2000 (Name changed to AXOS in 2018).

2014 Article: How BofI Holding, Inc .& Revolutionized the Banking Industry Almost 20 Years Ago -- The Motley Fool <https://www.fool.com/investing/general/2014/07/22/how-bofi-holding-revolutionized-the-banking-indust.aspx>

2004, I presented “Old-fashioned banking in a high tech medium: internet-only banks” Federal Reserve Bank of Chicago, Annual Bank Structure Conference.

Due diligence: Three operating banks, Bank branches, and > 1 billion+ in real estate loans purchased.

Active in multiple startup Banks, a Manufactured housing business, a home builder S&L service corp.

1997, the prestigious publisher, McGraw Hill, published **The Financial Institutions Internet Sourcebook,** co-authored by Gary Lewis Evans - McGraw Hill's first Financial Internet book. Also introduced DFIN™.

DFIN™ has served as my R&D Think Tank and consulting business since 1996 when I am not working offsite. BofI and DigitU were spun out of DFIN™. My current R&D work is Web 3 banking & Payments.

MBS Investment Strategy and Tactics, Published by Sheshunoff Information Services 1989. I addressed many of the issues that would have prevented the failure of SVB in 2023.

Education and Service on San Diego non-profit boards, including Chairman, American Red Cross, Treasurer San Diego Mid-Cities Development Corporation, San Diego Hospice, Salvation Army, and Treasurer, San Diego NHS. Education: BS CSUN Business Finance, MS CSUN Finance, Fellow in Financial Analyst Federation

Will Consider Any Challenge: Fractional, Remote, Hybrid or Full Time, consultant, DD, or a project.



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Gary Lewis Evans Proven and Transferable Work Skills

Servant Leader, Open Door Policy for All, email, and Phone # on Bank Home Page

Former CEO, CFO, CCO, COO Financial Analyst, Portfolio Manager, and Banker, I am also skilled in forensic accounting. I developed the skill when I was a turnaround CEO when I was recruited to fix or sell failing banks.

I Pioneered the transformation of branch banking to digital; I attacked every burdensome process using RPA. I Changed the process but not sound banking fundamentals We grew faster than all other banks then and had to rely on good financial forecasts to meet regulatory capital requirements.

Successful CFO during the stagflation of 1974 to 1981 when I profited when most all S&Ls lost money. Excellent experience for the 2023 stagflation economy.

Forecasting and Business Models As a financial analyst, banker, and CFO, I have forecasted for many types of businesses.

Digital finance specialist since I Pioneered Internet Banking as President of La Jolla Bank in 1994 – As a new direction for banking I had to be hands on and lead the team. Bank of Internet in 2000 was even more intense. As CEO with the vision, I collaborated with staff in all areas of banking and digitizing finance.

Skilled in putting technology to work to increase efficiency and minimize staff. Bank of Internet opened with fourteen employees, and we offered all the products mature banks offered, plus in-house development staff. In 5 years, we had an IPO with five hundred million in assets and twenty-five employees. A traditional bank would have had 150 to 350 employees. I created Internet banking with respect for banking fundamentals delivered digitally.

Due Diligence Expert, Bank for a purchaser, or real estate loan due diligence, including complex income property loans.

Banker Skills In working with Many Businesses, I am used to seeing many types of financial statements and collaborating with owners to understand the business and source of income.

I am data-driven and question everything. I believe everything can be done better - we just haven't found a way.

Strong Foundation: In early 1971 I was hired by a community bank as the only management trainee. BofA style hands-on training in operations and lending was very thorough. I worked in every position from teller to repossessing cars and Assistant branch manager, which was an invaluable experience.

FOCUS:

- 1- Adaptive learner and skilled teacher
- 2- Servant leader that is not embarrassed to be hands-on
- 3- Low-cost and efficient operations
- 4- Open door policy for all employees and easy access for customers – my time was never disrespected
- 5- Macro Economist skilled at Identifying cycles and specific problems – Financial Skills not Tricks