FOR IMMEDIATE RELEASE

Contact: Andrew Okolski
Director of Credit Union Strategies
AndyO@GoBaker.com
(844) 213-0485

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The Baker Group Further Expands Its Loan Trading Capabilities with Key Hire

The Baker Group is committed to continued expansion and improvement of our overall services platform. We are excited to announce the hiring of Jeff Varner to lead our loan trading team and bolster Baker Loan Solutions. Jeff's extensive knowledge and expertise will immediately increase the capabilities and reach of our loan group. On top of whole loan trading and loan participations, Jeff also specializes in partnering strategically with the growing FinTech sector, adding even more value to our client services.

> "We are excited about the additional experience and tools that Jeff brings to our existing full balance sheet platform. It's no secret that profitability and interest rate risk management are only getting more difficult and complicated. Bringing new solutions to our clients in these areas is an absolute priority for our firm and Jeff helps us take a large step in that direction," said Andrew Okolski, Director of Credit Union Strategies for The Baker Group.

Prior to joining The Baker Group, Jeff held the position of managing director for a full-service brokerage and investment banking firm. A whole loan trader for more than thirteen years, Jeff has worked with credit unions and banks, transacting deals in all asset classes. He has specialized in assisting clients though liquidity creation, profitability improvement, and loan growth. Additionally, Jeff has expert knowledge working with FinTech loan platforms, helping generate loan originations for credit unions and banks. These deals (many with recourse to mitigate losses) have covered many business sectors including home improvement, solar, auto, and unsecured loans. Jeff has closed over 180 secondary loan transaction per year for the past seven years and has a wealth of knowledge in the loan market.

Jeff is a graduate of New England College with a bachelor's degree in business management and a minor in economics. He is a Series 7 and 63 licensed securities professional.

ABOUT THE BAKER GROUP

The Baker Group is one of the nation's largest independently owned securities firms specializing in investment portfolio management for community financial institutions. Since 1979, Baker has helped its clients improve decision-making, manage interest rate risk, and maximize investment portfolio performance. Baker's proven approach of total resource integration utilizes software and products developed by The Baker Group Software Solutions* combined with the firm's investment experience and advice. More information about Baker can be found at www.GoBaker.com.

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