

# KBW Financial Services Symposium

## February 14, 2019

 **SOUTHSIDE**  
BANCSHARES, INC.<sup>TM</sup>

NASDAQ: SBSI



# Forward-Looking Statements

- Certain statements of other than historical fact that are contained in this document and in other written material, press releases and oral statements issued by or on behalf of the Company may be considered to be “forward-looking statements” within the meaning of and subject to the safe harbor protections of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are not guarantees of future performance, nor should they be relied upon as representing management’s views as of any subsequent date. These statements may include words such as “expect,” “estimate,” “project,” “anticipate,” “appear,” “believe,” “could,” “should,” “may,” “likely,” “intend,” “probability,” “risk,” “target,” “objective,” “plans,” “potential,” and similar expressions. Forward-looking statements are statements with respect to the Company’s beliefs, plans, expectations, objectives, goals, anticipations, assumptions, and estimates about the Company’s future performance and are subject to significant known and unknown risks and uncertainties, which could cause the Company’s actual results to differ materially from the results discussed in the forward-looking statements. For example, discussions about trends in asset quality, capital, liquidity, the pace of loan and revenue growth, the Company’s ability to sell nonperforming assets, expense reductions, planned operational efficiencies, earnings, successful integration of completed acquisitions and certain market risk disclosures, including the impact of interest rates, tax reform, and other economic factors, are based upon information presently available to management and are dependent on choices about key model characteristics and assumptions and are subject to various limitations. By their nature, certain of the market risk disclosures are only estimates and could be materially different from what actually occurs in the future.
- Additional information concerning the Company and its business, including additional factors that could materially affect the Company’s financial results, is included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2017, under “Part I – Item 1. Forward-Looking Information” and “Part I – Item 1A. Risk Factors” and in the Company’s other filings with the Securities and Exchange Commission. The Company disclaims any obligation to update any factors or to announce publicly the result of revisions to any of the forward-looking statements included herein to reflect future events or developments.

# Key Management Team

## **Lee Gibson**, *President & Chief Executive Officer*

- **Tyler Junior College Foundation Board**
- **Tyler Economic Development Council Finance Committee**
- **Past Chairman, FHLB Dallas and Council of FHLBanks**
- **34 years with Southside**

## **Julie Shamburger**, *Senior Executive Vice President & Chief Financial Officer*

- **Chief Accounting Officer of Southside Bank from 2011-2016**
- **Board Member of CASA for Kids of East Texas**
- **36 years with Southside**

# Southside Snapshot

## Company Overview

- Founded in 1960 with headquarters in Tyler, TX
- Community-focused financial institution
- Offers a broad range of personal, commercial and mortgage banking services, as well as private banking, wealth management and trust, and brokerage services
- Diversified branch footprint consisting of 59 branches, 15 of which are located in grocery stores
- Approximately 39% deposit market share in Tyler, TX<sup>(1)</sup>
- Insider ownership equal to 6.7%<sup>(2)</sup>
- 837 Full-Time Employees

## Financial Highlights (\$mm)

	As of and for the Years Ended December 31,	
	2017	2018
<b><u>Balance Sheet</u></b>		
Total Assets	\$6,498	\$6,123
Total Loans (Ex. HFS)	3,294	3,313
Total Deposits	4,515	4,425
Total Equity	754	731
<b><u>Profitability</u></b>		
ROAA	0.96%	1.19%
ROATCE <sup>(3)</sup>	12.18	14.78
Net Interest Margin (FTE) <sup>(4)</sup>	3.07	3.18
Efficiency Ratio (FTE) <sup>(3)(4)</sup>	50.30	49.98
<b><u>Capital</u></b>		
TCE / TA <sup>(3)</sup>	8.45%	8.68%
Common Equity Tier 1 Ratio	14.65	14.77
Tier 1 Risk-Based Ratio	16.12	16.29
Total Risk-Based Ratio	19.22	19.59
Leverage Ratio	11.16	10.64
<b><u>Asset Quality</u></b>		
NPAs / Loans and OREO	0.32%	1.29%
NCOs / Average Loans	0.07	0.07
Reserve / Total Loans	0.63	0.82
Reserve / NPLs	238.72	64.79
<b><u>Per Share</u></b>		
Tangible Book Value <sup>(3)</sup>	\$15.14	\$15.19
Diluted Earnings	1.81	2.11

(1) Deposit market share for the Tyler, TX MSA; Source: FDIC; As of 6/30/18

(2) Source: Bloomberg as of 12/31/18

(3) See Non-GAAP reconciliation

(4) Calculated on a fully taxable-equivalent basis (FTE)

Note: Completed acquisition of Diboll State Bancshares, Inc. on 11/30/17

# SBSI – Investment Highlights

## ■ Opportunities for Future Growth

- Well-positioned for a rising interest rate environment
- Texas M&A environment remains active
- Significant opportunities for organic growth

## ■ Consistent Track Record of Growth

- 12% CAGR in total assets from 2013 – 2018
- 12% CAGR in total deposits from 2013 – 2018
- 20% CAGR in total loans from 2013 – 2018

## ■ Dynamic Markets

- Austin and Dallas/Fort Worth provide attractive business climates as two of the fastest growing markets in the United States
  - 10.0% and 8.1% projected population growth in Austin and Dallas/Fort Worth, respectively, surpass the national average of 3.8%<sup>(1)</sup>
- Long-standing local relationships in the growing Tyler, TX market (6.0% projected population growth)<sup>(1)</sup>

## ■ Loan Portfolio Cushioned from Oil and Gas Volatility

- Only 1.92% of total loan portfolio tied to the energy sector at 12/31/2018

## ■ Conservative Lending Practices Translate into Solid Asset Quality

- Less than 1% of total assets are classified as Nonperforming assets as of 12/31/2018

## ■ Veteran Management Team

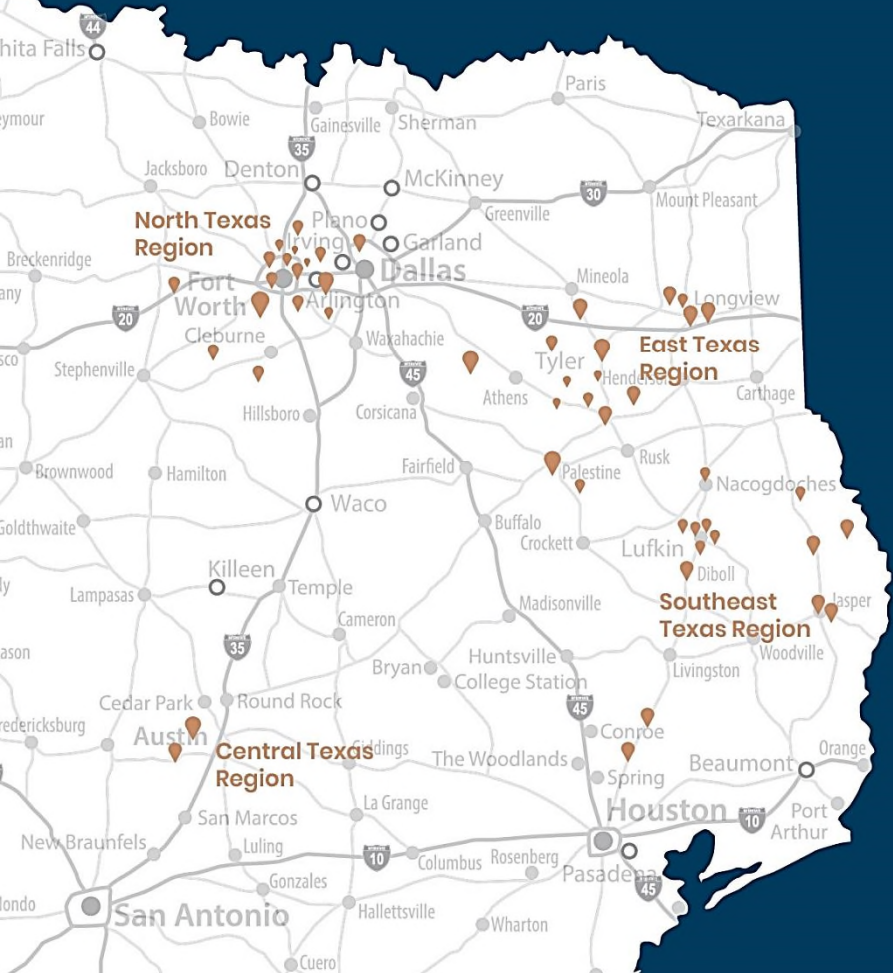
- Southside's Key Management Team each have over 30 years of banking experience

(1) 2017 – 2022 projected growth; source: SNL Financial, Nielsen

Note: Completed acquisition of OmniAmerican Bancorp, Inc. on 12/17/14 and completed acquisition of Diboll State Bancshares, Inc. on 11/30/17.

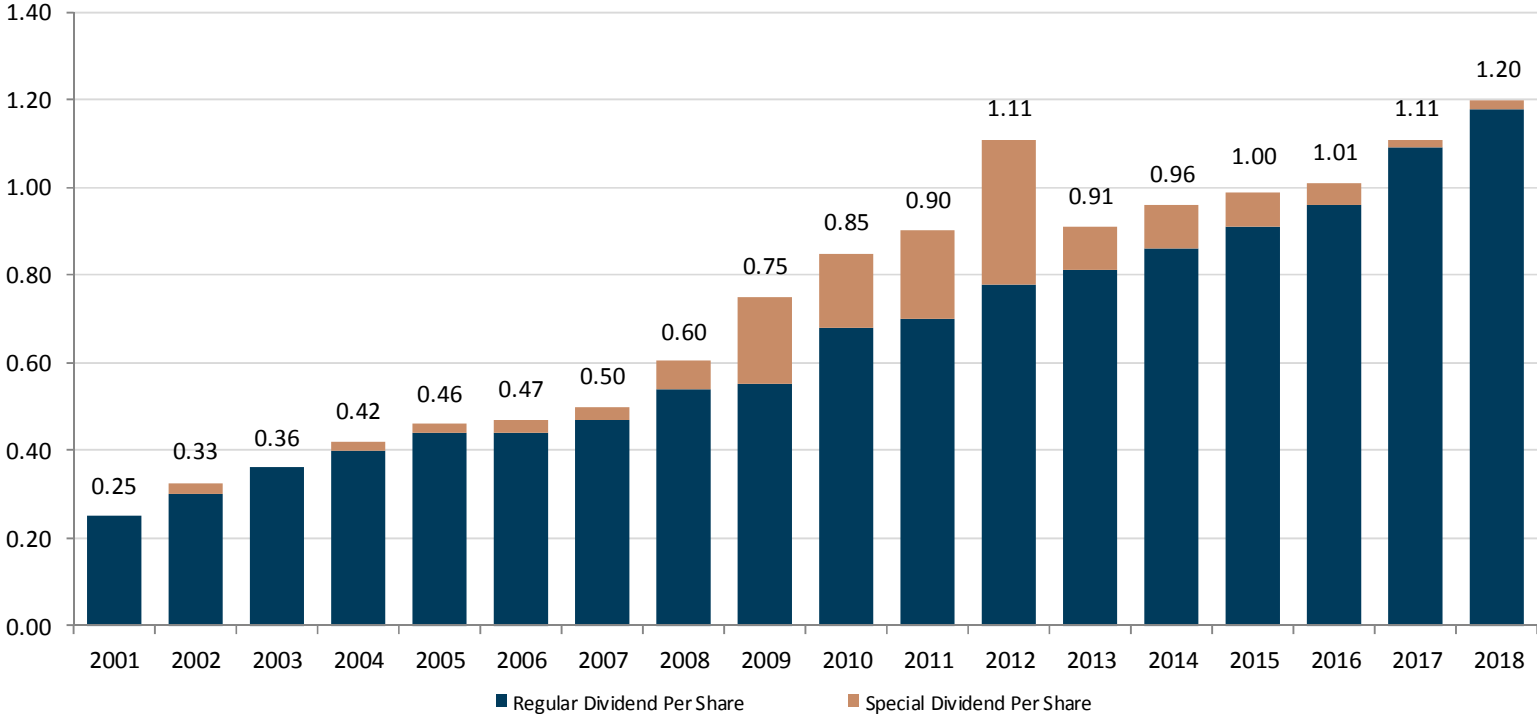
# Expanded Footprint

 **SOUTHSIDE BANK**  
Expanded Footprint



# Dividends

Southside has paid a cash dividend every year since 1970



# Goals for 2019

- Quality Loan Growth
- Grow Non-Maturity Deposits
- Increase Noninterest Income
- Navigate a Changing Yield Curve
- Capitalize on Operational Process Efficiency
- Enhance Digital/Technology Strategies

# Three Months Ended December 31,

	<u>2018</u>	<u>2017</u>	<u>%Chg.</u>
Net Income (in thousands)	\$ 17,381	\$ 10,331	68.2%
EPS (diluted)	\$ 0.50	\$ 0.33	51.5%
ROAE	9.30%	6.52%	
ROAA	1.14%	0.70%	
Efficiency Ratio (FTE) <sup>(1)</sup>	52.18%	49.42%	

(1) See Non-GAAP reconciliation

# Year Ended December 31,

	<u>2018</u>	<u>2017</u>	<u>%Chg.</u>
Net Income (in thousands)	\$ 74,138	\$ 54,312	36.5%
EPS (diluted)	\$ 2.11	\$ 1.81	16.6%
ROAE	9.87%	9.65%	
ROAA	1.19%	0.96%	
Efficiency Ratio (FTE) <sup>(1)</sup>	49.98%	50.30%	

(1) See Non-GAAP reconciliation

# Shareholder Returns

## Tangible Book Value Per Share<sup>(1)</sup> (\$)



## Diluted Earnings Per Share (\$)

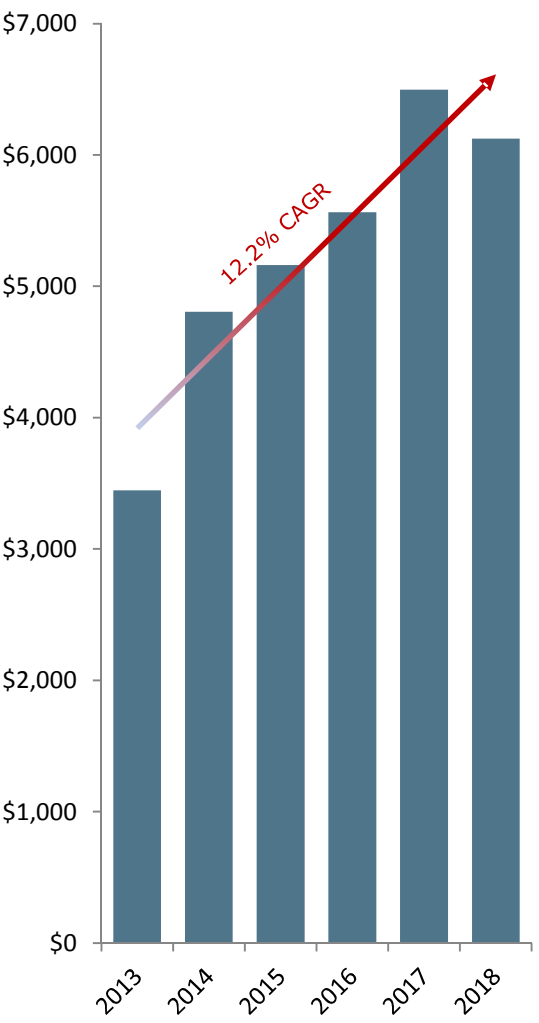


(1) See Non-GAAP reconciliation

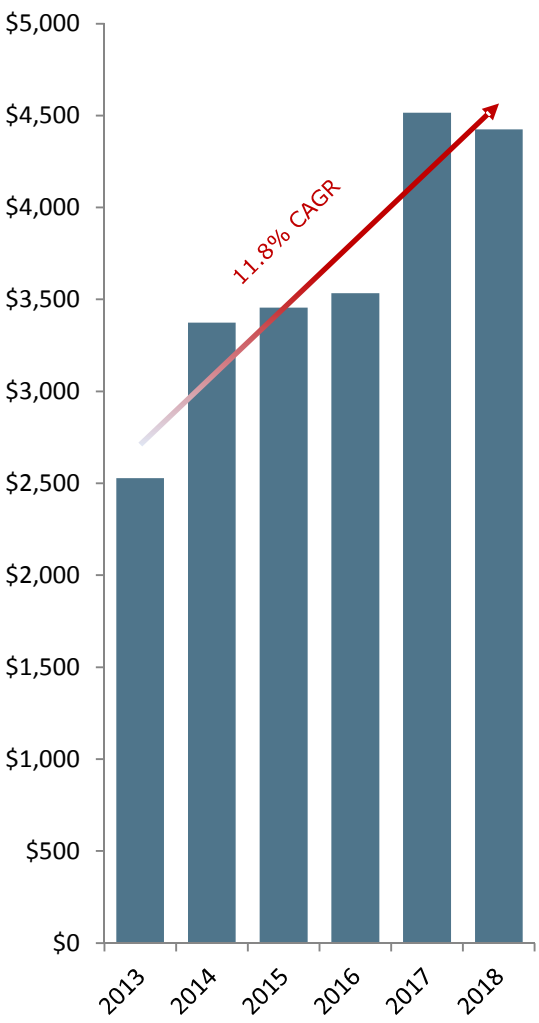
Note: Completed acquisition of OmniAmerican Bancorp, Inc. on 12/17/14 resulting in pre-tax merger expenses of \$15.9mm and \$5.5mm in 2014 and 2015, respectively, as well as \$2.8mm in impairment charges in 2014 relating to the exit of SFG. Completed acquisition of Diboll State Bancshares, Inc. on 11/30/17 resulting in pre-tax merger expenses of \$4.4mm and \$2.4mm in 2017 and 2018, respectively.

# Financial Performance: Growth

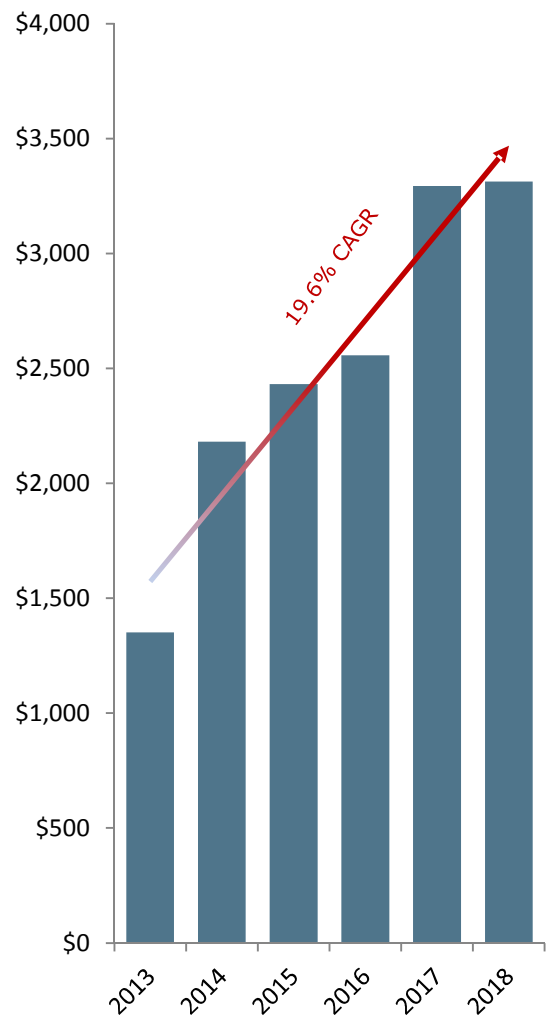
**Total Assets (\$mm)**



**Total Deposits (\$mm)**



**Loans HFI (\$mm)**

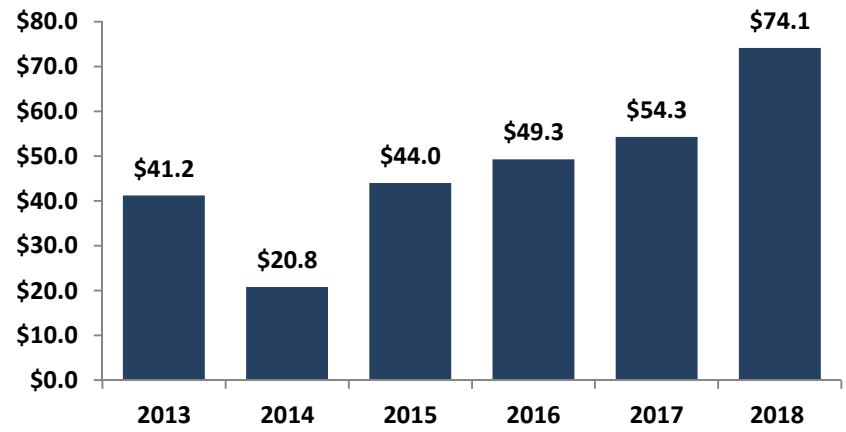


Note: Completed acquisition of OmniAmerican Bancorp, Inc. on 12/17/14 and completed acquisition of Diboll State Bancshares, Inc. on 11/30/17.

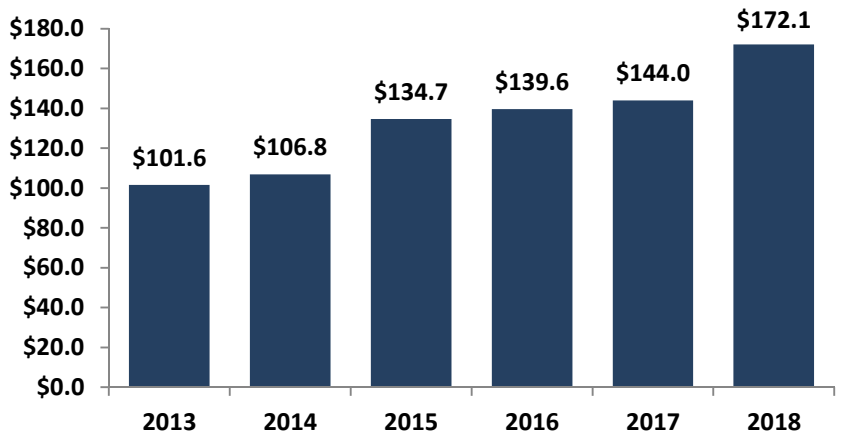


# Financial Performance: Profitability

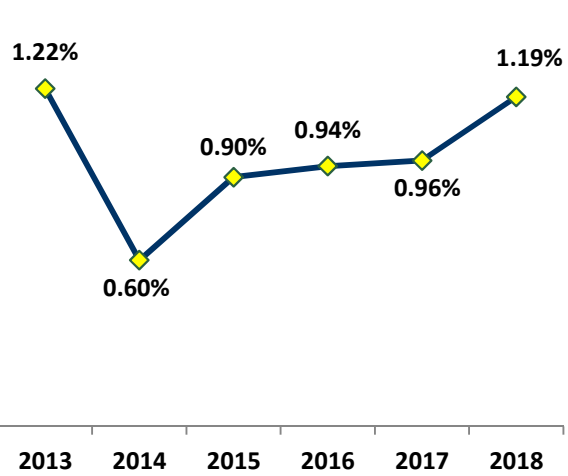
**Net Income to Common Shareholders (\$mm)**



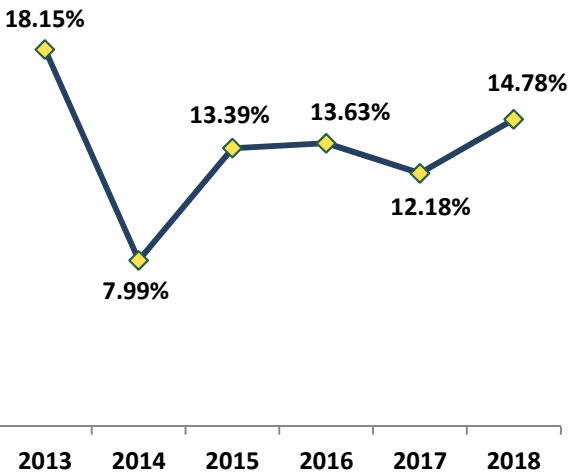
**Net Interest Income (\$mm)**



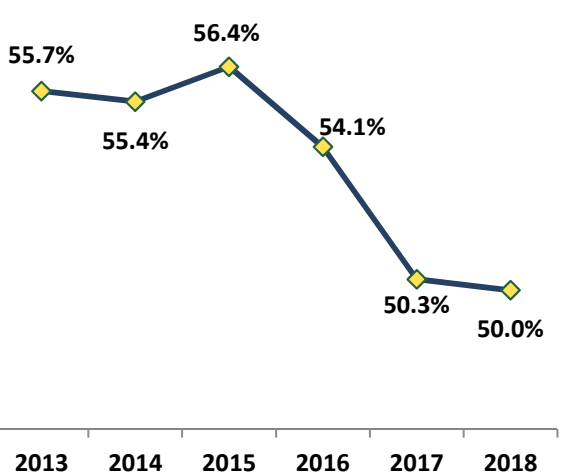
**ROAA**



**ROATCE<sup>(1)</sup>**



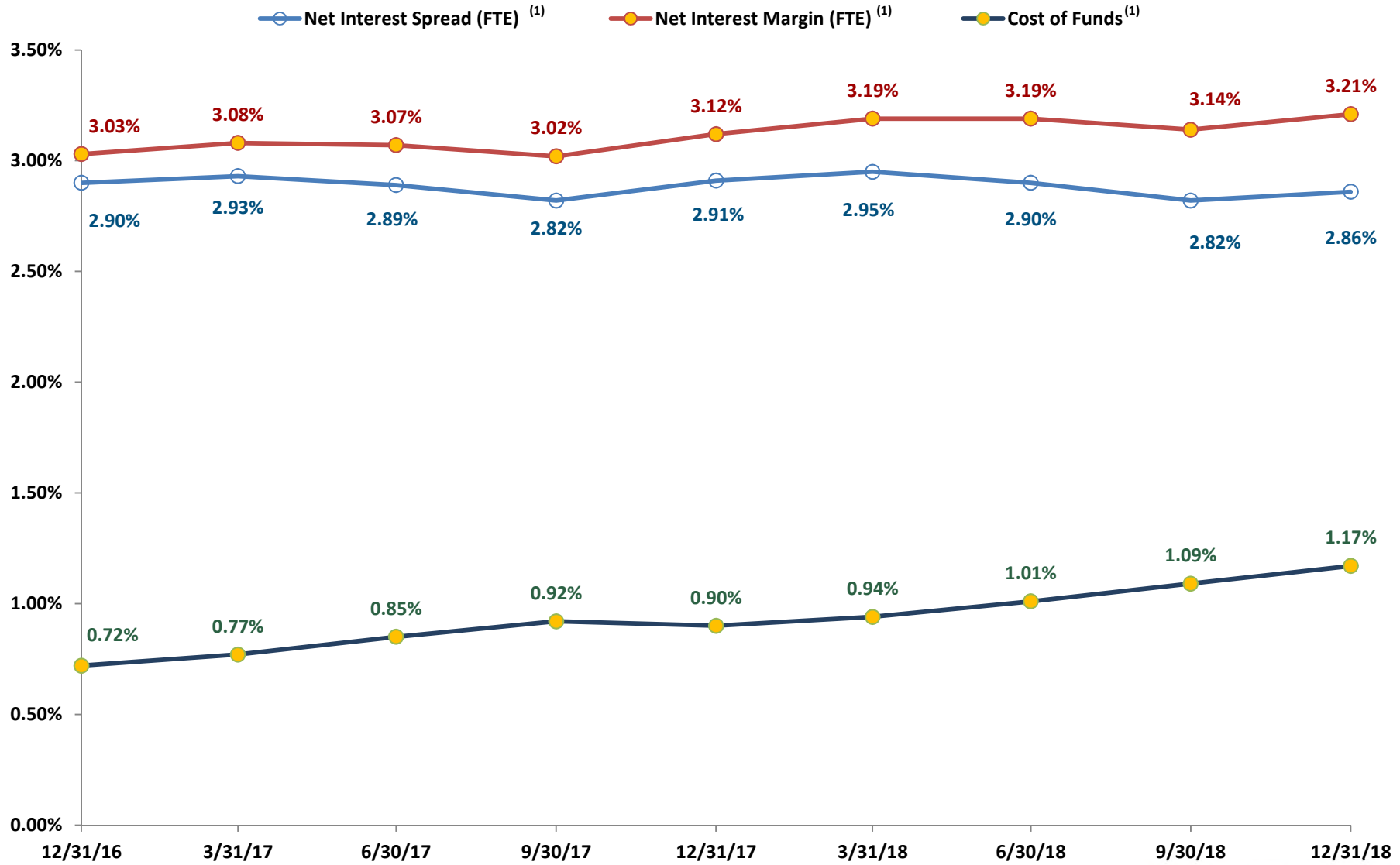
**Efficiency Ratio (FTE)<sup>(1)</sup>**



(1) See Non-GAAP reconciliation  
 Note: Completed acquisition of OmniAmerican Bancorp, Inc. on 12/17/14 resulting in pre-tax merger expenses of \$15.9mm and \$5.5mm in 2014 and 2015, respectively, as well as \$2.8mm in impairment charges in 2014 relating to the exit of SFG. Completed acquisition of Diboll State Bancshares, Inc. on 11/30/17, resulting in pre-tax merger expenses of \$4.4mm and \$2.4mm in 2017 and 2018, respectively.



# Selected Performance Measures



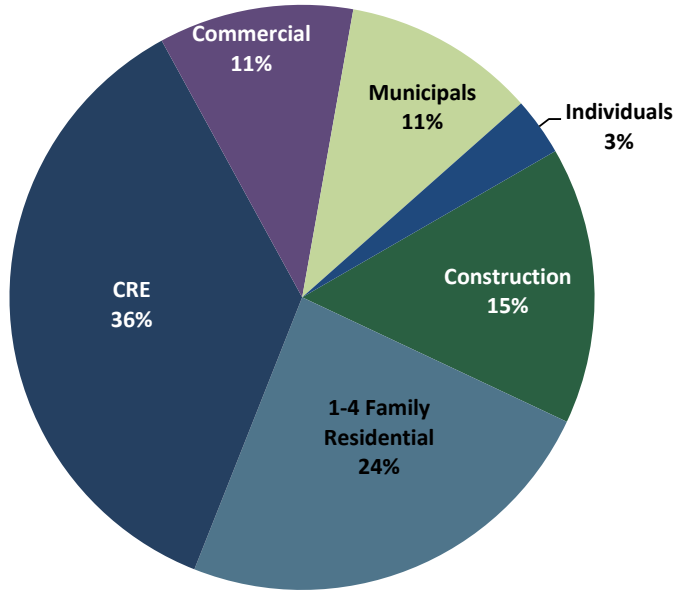
(1) Annualized

Note: Completed acquisition of Diboll State Bancshares, Inc. on 11/30/17.



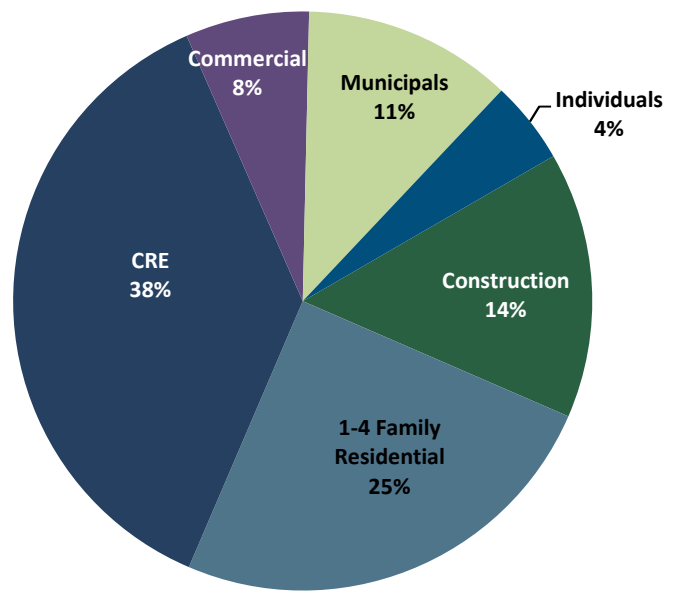
# Loan Portfolio Composition

12/31/2018



Loan Type	Amount \$mm	%
<b>Real Estate Loans:</b>		
Construction	\$508	15%
1-4 Family Residential	795	24%
CRE	1,194	36%
Commercial	357	11%
Municipals	353	11%
Individuals	106	3%
<b>Total</b>	<b>\$3,313</b>	<b>100%</b>

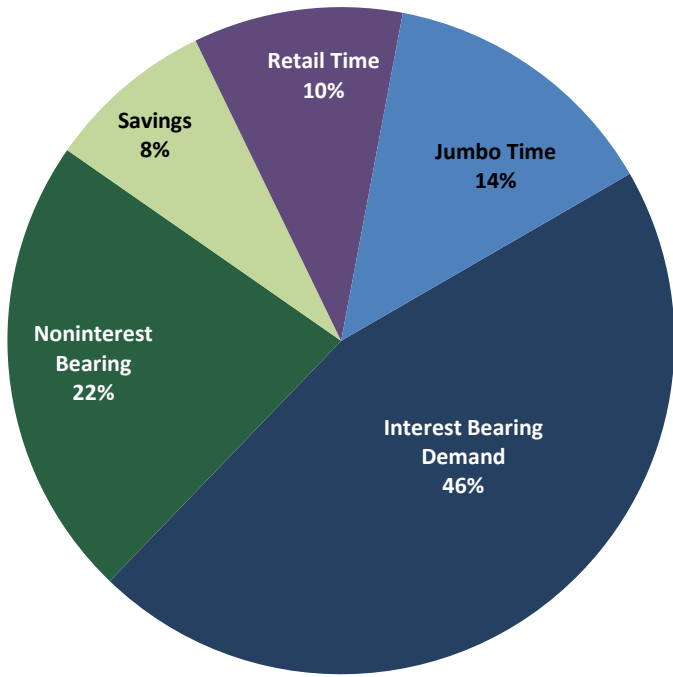
12/31/2017



Loan Type	Amount \$mm	%
<b>Real Estate Loans:</b>		
Construction	\$476	14%
1-4 Family Residential	805	25%
CRE	1,265	38%
Commercial	266	8%
Municipals	346	11%
Individuals	136	4%
<b>Total</b>	<b>\$3,294</b>	<b>100%</b>

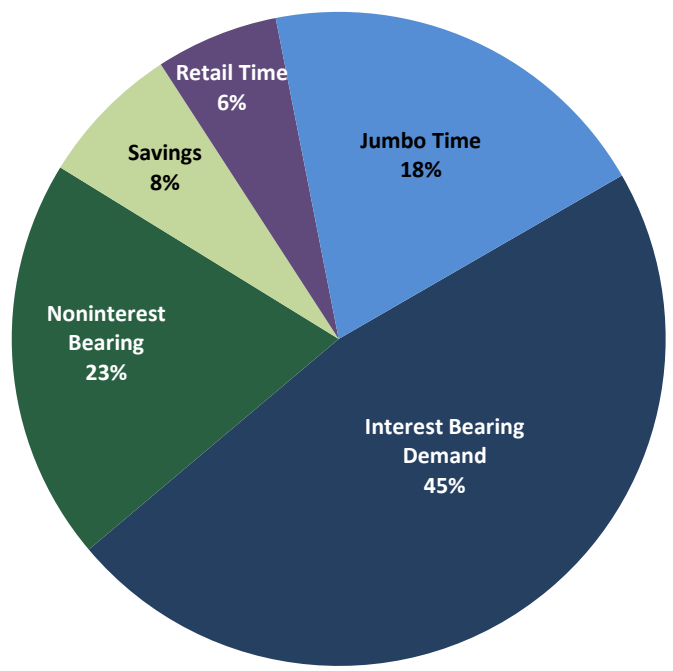
# Deposit Composition

12/31/2018



Deposit Type	Amount \$mm	%
Interest Bearing Demand	\$2,014	46%
Noninterest Bearing	995	22%
Savings	360	8%
Retail Time	449	10%
Jumbo Time	607	14%
<b>Total</b>	<b>\$4,425</b>	<b>100%</b>

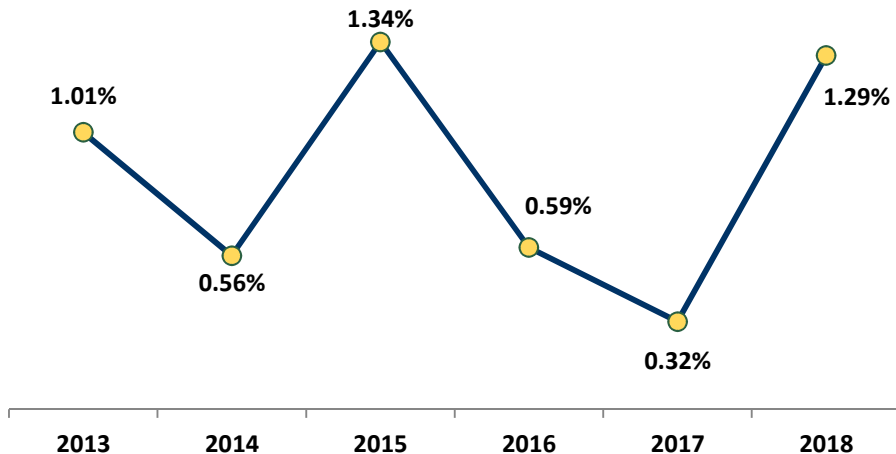
12/31/2017



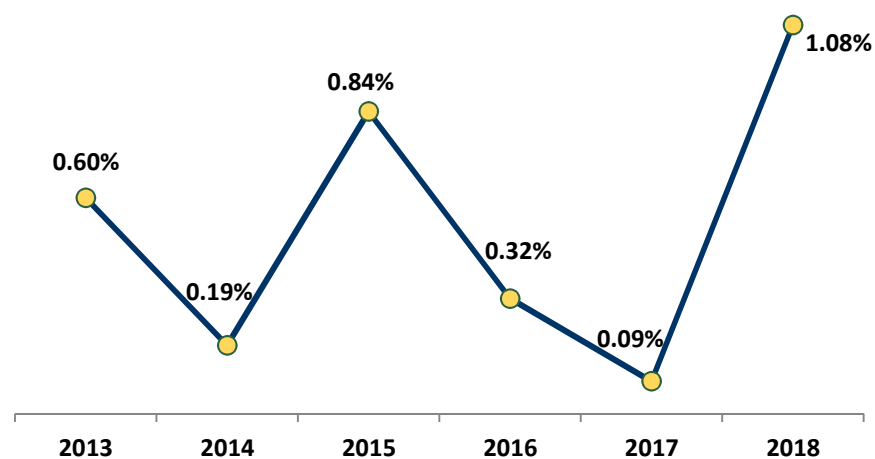
Deposit Type	Amount \$mm	%
Interest Bearing Demand	\$2,008	45%
Noninterest Bearing	1,037	23%
Savings	357	8%
Retail Time	284	6%
Jumbo Time	829	18%
<b>Total</b>	<b>\$4,515</b>	<b>100%</b>

# Asset Quality Trends

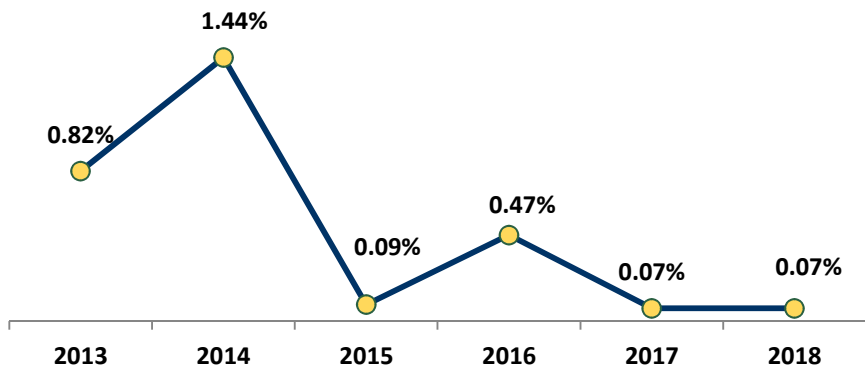
## NPAs / Loans and OREO<sup>(1)</sup>



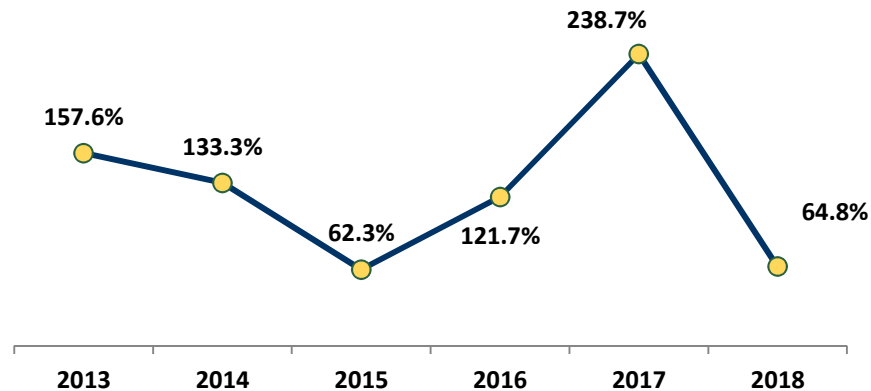
## Nonaccrual Loans / Loans<sup>(1)</sup>



## NCOs / Average Loans



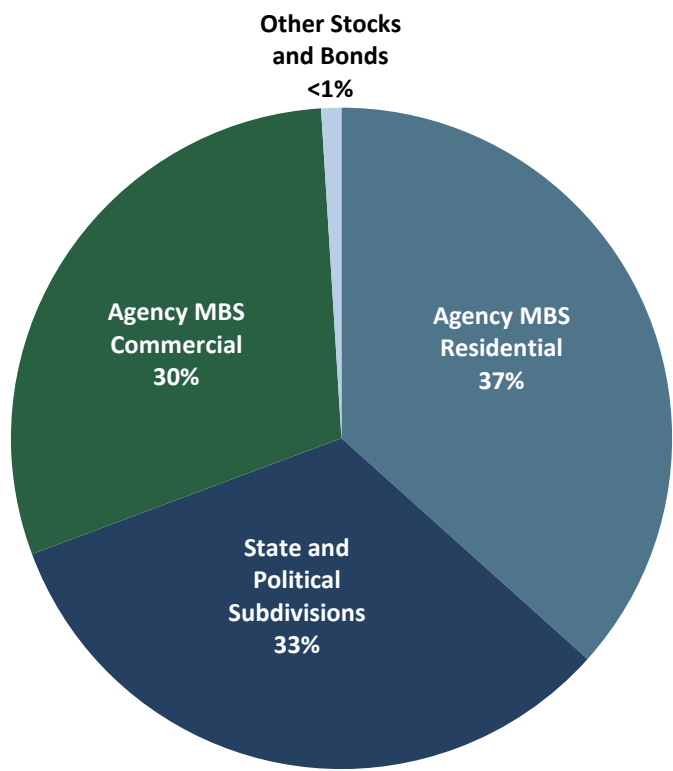
## Reserves / NPLs



(1) 2014 excludes purchased credit impaired loans measured at fair value at acquisition of OmniAmerican Bancorp, Inc.  
2018 excludes purchased credit impaired loans measured at fair value at acquisition of Diboll State Bancshares, Inc.

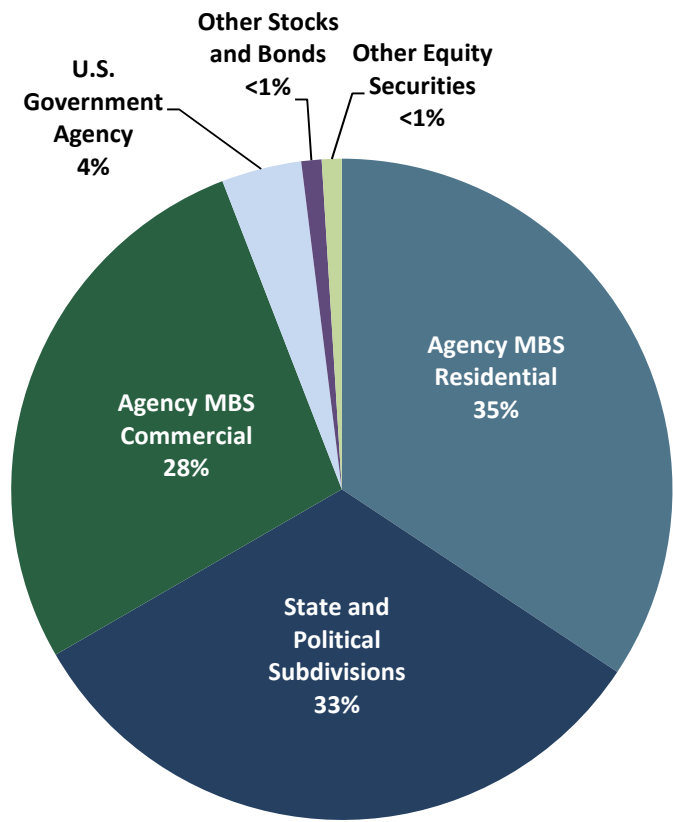
# Securities Portfolio

12/31/2018



**\$2.15 billion**

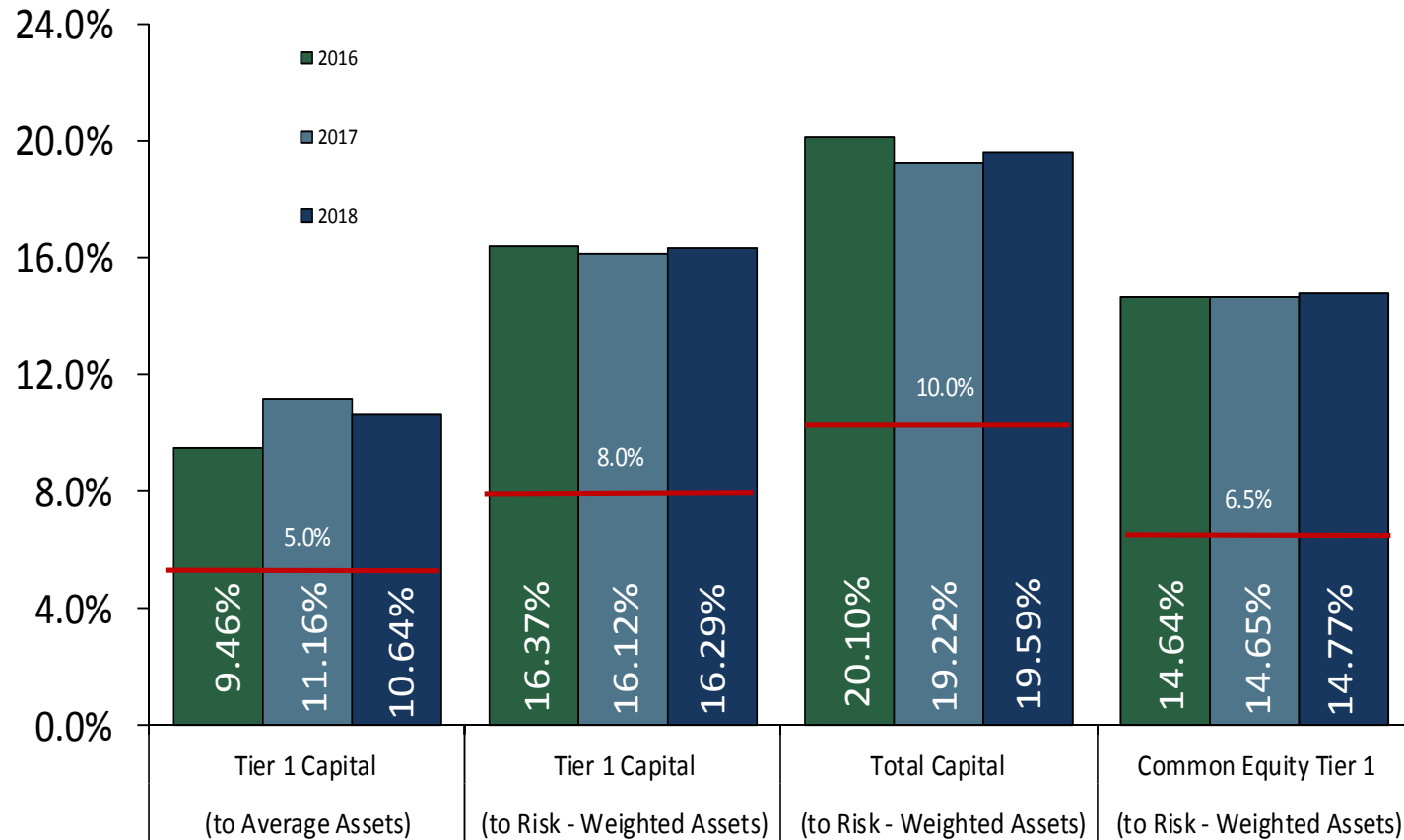
12/31/2017



**\$2.45 billion**

Note: All mortgage-backed securities issued and/or guaranteed by U.S. government agencies or U.S. government sponsored enterprises.

# Capital Levels



Well Capitalized

# Appendix

# Non-GAAP Reconciliation

This presentation contains certain financial information determined by methods other than in accordance with accounting principles generally accepted in the United States (“GAAP”). These non-GAAP financial measures include return on average tangible common equity, tangible book value per share, tangible common equity to tangible assets, and efficiency ratio (FTE).

In calculating return on average tangible common equity, Southside (i) adds back the after tax amortization expense to net income available to common shareholders and (ii) subtracts average intangible assets from average common equity. In calculating tangible book value per share, Southside subtracts intangible assets from common equity. In calculating the ratio of tangible common equity to tangible assets, Southside subtracts intangible assets both from common equity and total assets. Management believes that the presentation of these measures excluding the impact of intangible assets provides useful supplemental information that is helpful in understanding Southside’s financial condition and results of operations, as they provide a method to assess management’s success in utilizing Southside’s tangible capital as well as its capital strength. Management also believes that providing measures that exclude balances of intangible assets, which are subjective components of valuation, facilitates the comparison of Southside’s performance with the performance of its peers. In addition, management believes that these are standard financial measures used in the banking industry to evaluate performance.

The efficiency ratio (FTE) is a non-GAAP measure that provides a measure of productivity in the banking industry. This ratio is calculated to measure the cost of generating one dollar of revenue. The ratio is designed to reflect the percentage of one dollar which must be expended to generate that dollar of revenue. Southside calculates this ratio by dividing noninterest expense, excluding amortization of intangibles and certain non-recurring expenses, by the sum of net interest income (FTE) and noninterest income, excluding net gains (losses) on sales of available for sale investment securities and certain non-recurring impairments.

These non-GAAP financial measures are supplemental and are not a substitute for any analysis based on GAAP financial measures. Because not all companies use the same calculation of non-GAAP measures, this presentation may not be comparable to other similarly titled measures as calculated by other companies.

# Non-GAAP Reconciliation (cont'd)

(in thousands)	As of and for the Years Ended					
	December 31,					
	2013	2014	2015	2016	2017	2018
Net income available to common	\$41,190	\$20,833	\$43,997	\$49,349	\$54,312	\$74,138
Plus: After-tax amortization expense (35% tax rate for 2013-2017, 21% tax rate for 2018)	98	133	1,496	1,261	1,271	4,118
<b>Adjusted net income available to common</b>	<b>(a) \$41,288</b>	<b>\$20,966</b>	<b>\$45,493</b>	<b>\$50,610</b>	<b>\$55,583</b>	<b>\$78,256</b>
Average common equity	\$249,709	\$287,768	\$438,427	\$468,424	\$563,023	\$751,262
Less: Average intangible assets	22,287	25,377	98,702	97,123	106,747	221,650
<b>Average tangible common equity</b>	<b>(b) \$227,422</b>	<b>\$262,391</b>	<b>\$339,725</b>	<b>\$371,301</b>	<b>\$456,276</b>	<b>\$529,612</b>
<b>Return on average tangible common equity (ROATCE) (a) / (b)</b>	<b>18.15%</b>	<b>7.99%</b>	<b>13.39%</b>	<b>13.63%</b>	<b>12.18%</b>	<b>14.78%</b>
Common equity at period end	\$259,518	\$425,243	\$444,062	\$518,274	\$754,140	\$731,291
Less: Intangible assets at period end	22,212	100,216	98,068	96,128	224,239	218,895
<b>Tangible common equity at period end</b>	<b>(c) \$237,306</b>	<b>\$325,027</b>	<b>\$345,994</b>	<b>\$422,146</b>	<b>\$529,901</b>	<b>\$512,396</b>
Total assets at period end	\$3,445,574	\$4,807,176	\$5,161,996	\$5,563,767	\$6,498,097	\$6,123,494
Less: Intangible assets at period end	22,212	100,216	98,068	96,128	224,239	218,895
<b>Tangible assets at period end</b>	<b>(d) \$3,423,362</b>	<b>\$4,706,960</b>	<b>\$5,063,928</b>	<b>\$5,467,639</b>	<b>\$6,273,858</b>	<b>\$5,904,599</b>
<b>Tangible common equity/tangible assets (TCE/TA) (c) / (d)</b>	<b>6.93%</b>	<b>6.91%</b>	<b>6.83%</b>	<b>7.72%</b>	<b>8.45%</b>	<b>8.68%</b>
Common shares outstanding at period end	(e) 21,271	27,256	27,341	29,261	35,000	33,725 (A)
<b>Tangible book value per share (c) / (e)</b>	<b>\$11.16</b>	<b>\$11.92</b>	<b>\$12.65</b>	<b>\$14.43</b>	<b>\$15.14</b>	<b>\$15.19</b>
Noninterest expense	\$81,713	\$97,704	\$112,954	\$109,522	\$106,335	\$120,099 (B)
Less: Pre-tax amortization expense	151	204	2,301	1,940	1,955	5,213
Less: Non-recurring expense	1,268	15,838	6,000	2,375	4,394	3,236
<b>Adjusted noninterest expense (f)</b>	<b>\$80,294</b>	<b>\$81,662</b>	<b>\$104,653</b>	<b>\$105,207</b>	<b>\$99,986</b>	<b>\$111,650</b>
Net interest income (FTE)	\$117,317	\$122,946	\$151,400	\$157,555	\$161,480	\$181,422
Plus: Noninterest income	35,245	24,489	37,895	39,411	37,473	40,773 (B)
Less: Non-recurring income (loss)	8,430	75	3,660	2,426	191	(1,198)
<b>Total Revenue (g)</b>	<b>\$144,132</b>	<b>\$147,360</b>	<b>\$185,635</b>	<b>\$194,540</b>	<b>\$198,762</b>	<b>\$223,393</b>
<b>Efficiency Ratio (FTE) (f) / (g)</b>	<b>55.71%</b>	<b>55.42%</b>	<b>56.38%</b>	<b>54.08%</b>	<b>50.30%</b>	<b>49.98%</b>

Note: Completed acquisition of OmniAmerican Bancorp, Inc., on 12/17/14 and completed acquisition of Diboll State Bancshares, Inc. on 11/30/17.

(A) Prior period shares adjusted for stock dividends

(B) In connection with the adoption of ASU 2014-09 "Revenue from Contracts with Customers (Topic 606)", 2018 noninterest income is presented net of the related noninterest expense. Prior periods have not been adjusted.

# KBW Financial Services Symposium

## February 14, 2019

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NASDAQ: SBSI

