



**KBW Community Bank Investor Conference**  
**August 8, 2023**

# Forward-Looking Statements

- Certain statements of other than historical fact that are contained in this press release and in other written materials, documents 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,” “might,” “will,” “would,” “seek,” “intend,” “probability,” “risk,” “goal,” “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, estimates, intentions and 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 of the effect of our expansion, benefits of the Share Repurchase Plan, trends in asset quality, capital, liquidity, the Company’s ability to sell nonperforming assets, expense reductions, planned operational efficiencies and earnings from growth and certain market risk disclosures, including the impact of interest rates, tax reform, inflation, the impacts related to or resulting from 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. Accordingly, our results could materially differ from those that have been estimated. The most significant factor that could cause future results to differ materially from those anticipated by our forward-looking statements include the ongoing impact of higher inflation levels, higher interest rates and general economic and recessionary concerns, all of which could impact economic growth and could cause a reduction in financial transactions and business activities, including decreased deposits and reduced loan originations, our ability to manage liquidity in a rapidly changing and unpredictable market, supply chain disruptions, labor shortages and additional interest rate increases by the Federal Reserve.
- 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, 2022, under “Part I - Item 1. Forward Looking Information” and “Part I - Item 1A. Risk Factors,” “the Company’s Quarterly Report on Form 10-Q for the quarter ended March 31, 2023, under Part II - 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*

- Board and Executive Committee member of Tyler Economic Development Council
- Board member Texas Bankers Association
- Past Chairman, FHLB Dallas and Council of FHLBanks
- 39 years with Southside

## **Julie Shamburger**, *Chief Financial Officer*

- Chief Accounting Officer of Southside Bank from 2011-2016
- 40 years with Southside

## **Tim Alexander**, *Chief Lending Officer*

- Trustee Board member of The Great Commission Foundation of Episcopal Diocese of Texas
- 18 years with Southside and over 36 years of experience in commercial lending

## **TL Arnold**, *Chief Credit Officer*

- Board member of William Mann Community Development Corporation
- 8 years with Southside and over 35 years of experience in the banking and financial services industry

## **Brian McCabe**, *Chief Operations Officer*

- Board member of East Texas Lighthouse for the Blind and CHRISTUS Trinity Mother Frances Foundation
- 40 years with Southside

## **Suni Davis**, *Chief Risk Officer*

- Financial Managers Society Audit and Risk Council Member
- 23 years with Southside

# Southside Snapshot

## Company Overview

- Founded in 1960 with headquarters in Tyler, TX
- Community-focused financial institution
- Offers a broad range of consumer, commercial and mortgage banking services, as well as private banking, wealth management and trust services, and brokerage services
- Recipient of Raymond James Community Bankers Cup for 2022, which is presented to the top 10% of community banks based on factors such as profitability, operational efficiency and balance sheet metrics
- Awarded one of the "Best Banks to Work For" in 2022 by American Banker
- Diversified branch footprint consisting of 55 branches, 13 of which are located in grocery stores
- 815 Full-Time Equivalent Employees
- Insider ownership equal to 5.54%<sup>(1)</sup>
- Experienced Management Team, each with over 20 years of experience in Banking
- Strong asset quality, with NPA to Total Assets of 0.04%

(1) Source: Bloomberg as of 7/21/2023

(2) See Non-GAAP Reconciliation

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

(4) Pursuant to our adoption of ASU 2022-02, effective January 1, 2023, we prospectively discontinued the recognition and measurement guidance previously required on troubled debt restructures. As a result, non-performing loans (NPLs) beginning March 31, 2023 exclude any loan modifications that are performing but would have previously required disclosure as troubled debt restructures.

## Financial Highlights (\$mm)

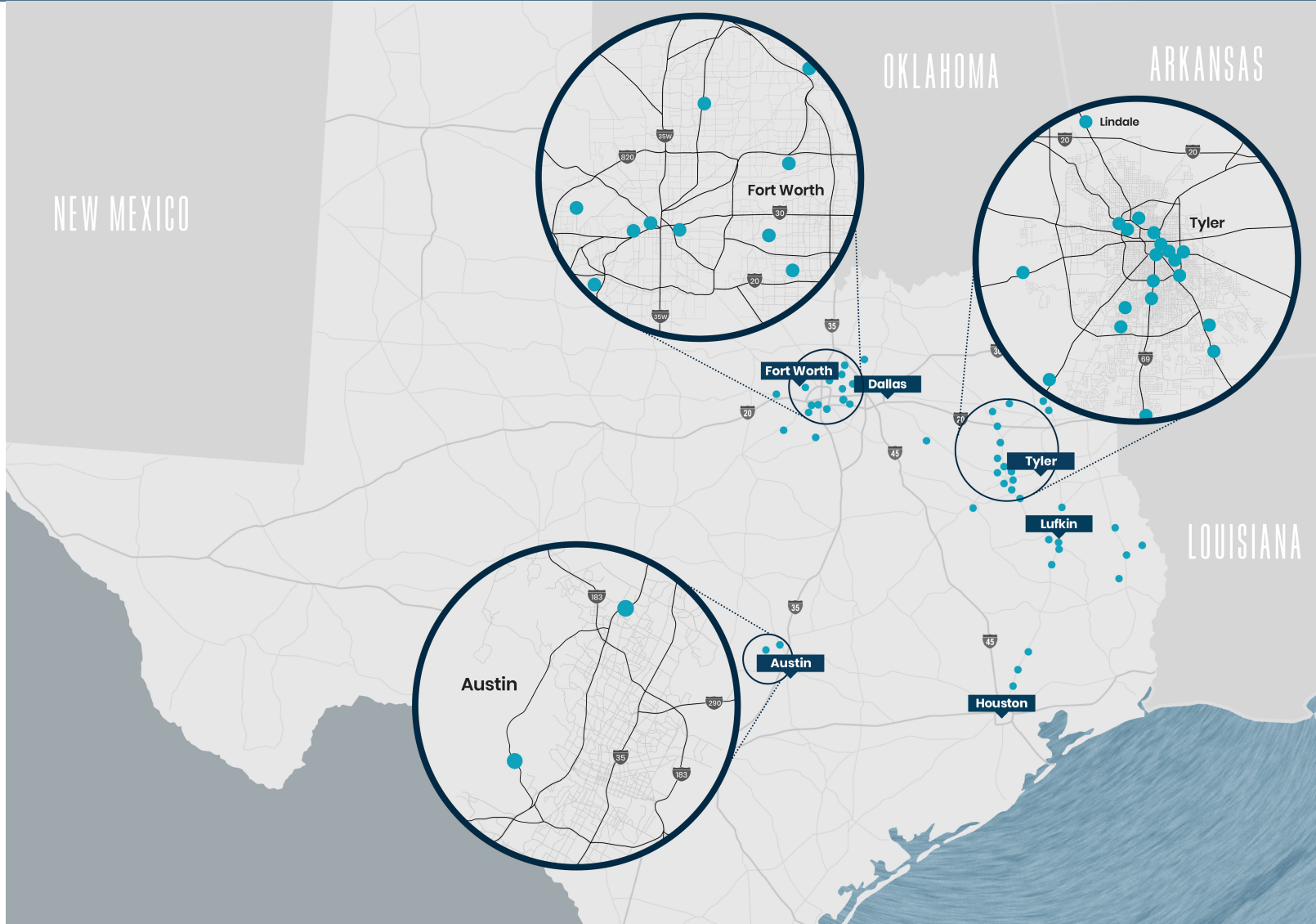
	As of and for the Years Ended December 31,		As of and for the Six Months Ended June 30,
	2021	2022	2023
<b>Balance Sheet</b>			
Total Assets	\$ 7,260	\$ 7,559	\$ 7,807
Total Loan (EX HFS)	3,645	4,148	4,329
Total Deposits	5,722	6,198	6,118
Total Equity	912	746	765
<b>Profitability</b>			
ROAA	1.59 %	1.43 %	1.34 %
ROATCE <sup>(2)</sup>	17.04	18.56	18.98
Net Interest Margin <sup>(2)(3)</sup>	3.16	3.32	3.19
Efficiency Ratio <sup>(2)(3)</sup>	49.03	47.39	51.02
<b>Capital</b>			
TCE/TA <sup>(2)</sup>	9.99 %	7.35 %	7.37 %
Common Equity Tier 1 Ratio	14.17	12.63	12.32
Tier 1 Risk-Based Ratio	15.43	13.70	13.37
Total Risk-Based Ratio	18.15	16.11	15.68
Leverage Ratio	10.33	9.96	9.69
<b>Asset Quality</b>			
NPAs/Loans and Oreo	0.32 %	0.26 %	0.07 %
NCOs/Avg Loans	0.02	0.02	0.03
Reserve/ Total Loans	0.97	0.88	0.84
Reserve/NPLs <sup>(4)</sup>	303.84	341.42	1,203.28
<b>Per Common Share</b>			
Tangible Book Value <sup>(2)</sup>	\$ 21.77	\$ 17.13	\$ 18.35
Diluted Earnings	3.47	3.26	1.64

# Markets of Operation

	# of Branches	Background and Highlights
East Texas	25	<ul style="list-style-type: none"> <li>• Founded in 1960 in Tyler, TX</li> <li>• Leading deposit market share (38%) in Smith County</li> <li>• Tyler metropolitan area population of approximately 235,000</li> </ul>
Dallas – Fort Worth	15	<ul style="list-style-type: none"> <li>• Acquired Fort Worth Bancshares, Inc. (\$129m in Assets) in 2007 and OmniAmerican Bancorp, Inc. (\$1.4b in Assets) in 2014</li> <li>• #1 largest MSA in Texas and #4 in U.S.</li> <li>• 24 Fortune 500 Companies</li> </ul>
Southeast Texas	11	<ul style="list-style-type: none"> <li>• Acquired Diboll State Bancshares, Inc. (\$1.0b in Assets) in 2017</li> <li>• Leading deposit market share (32%) in Angelina County</li> <li>• Lufkin metropolitan area population of approximately 90,000</li> </ul>
Austin	2	<ul style="list-style-type: none"> <li>• Expanded footprint to Austin with LPO acquired through Fort Worth Bancshares, Inc. transaction in 2007, became a full service branch in 2011</li> <li>• #4 largest MSA in Texas</li> <li>• Fastest growing MSA in Texas, with a 34% increase in the last 10 years</li> </ul>
Houston	2	<ul style="list-style-type: none"> <li>• Expanded footprint to the Greater Houston Area in 2019 with an in-store branch in Kingwood</li> <li>• #2 largest MSA in Texas and #5 in the US</li> <li>• 25 Fortune 500 Companies</li> </ul>

# Geographic Footprint

Geographic Footprint consists of 55 branches in Texas, including 13 grocery store branches



# Goals for 2023

- Maintain asset quality;
- Further enhance digital/technology strategies;
- Capitalize on operational process efficiency;
- Navigate changes in the banking industry;
- Dynamically manage interest rate risk; and
- Continued focus on organically growing loans & non-maturity deposits.

# Financial Results Three Months Ended

		June 30, 2023	June 30, 2022	%Chg.
Net Income (in thousands)	\$	24,893	\$ 25,405	(2.0)%
EPS (diluted)	\$	0.81	\$ 0.79	2.5%
ROAE		13.32 %	13.33 %	
ROAA		1.29 %	1.42 %	
Efficiency Ratio (FTE) <sup>(1)</sup>		51.06 %	47.74 %	

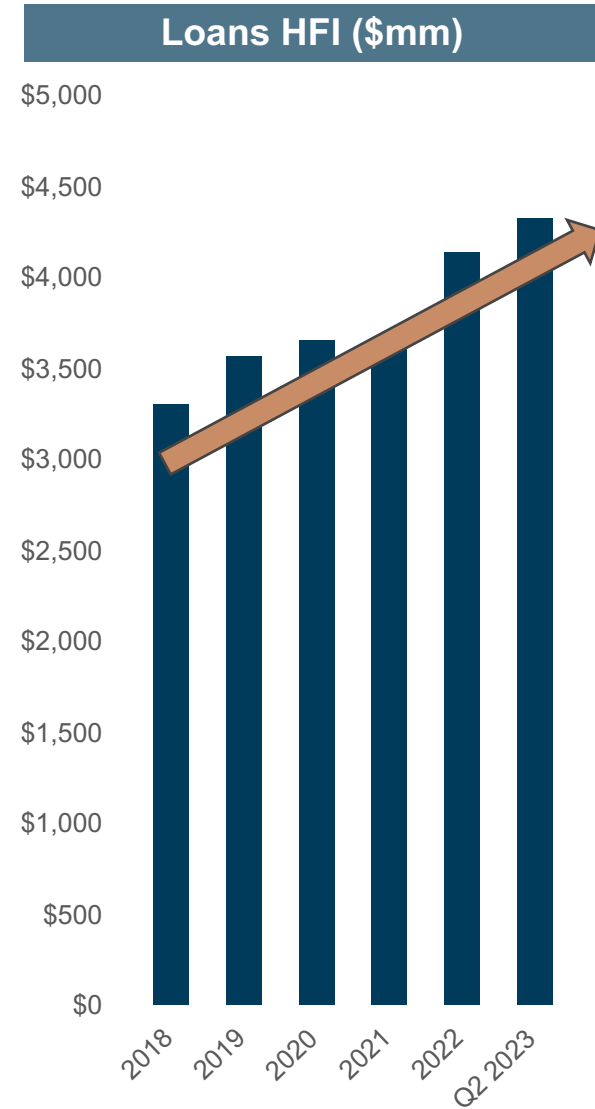
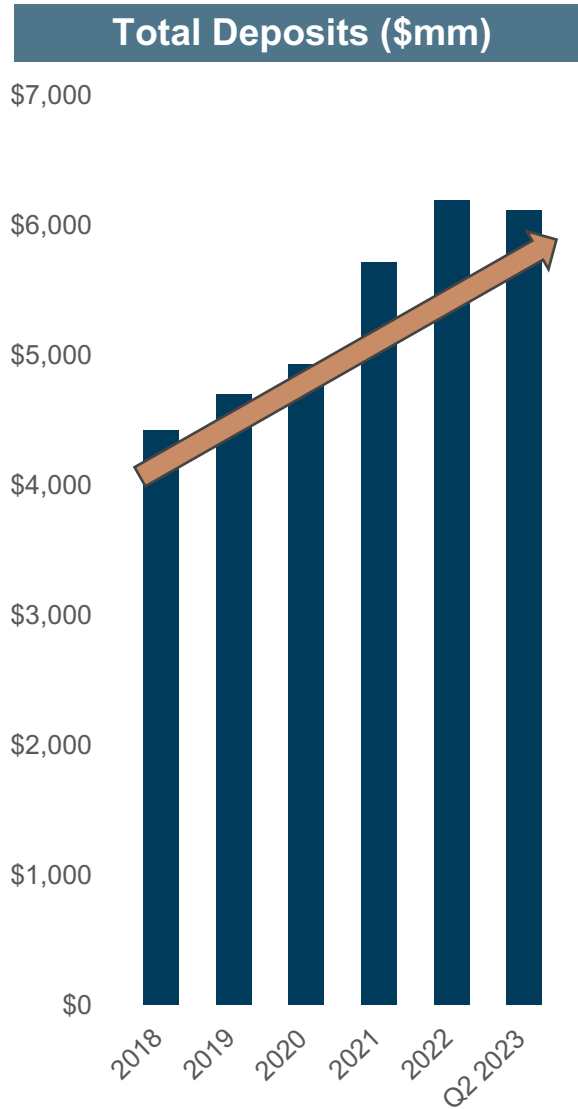
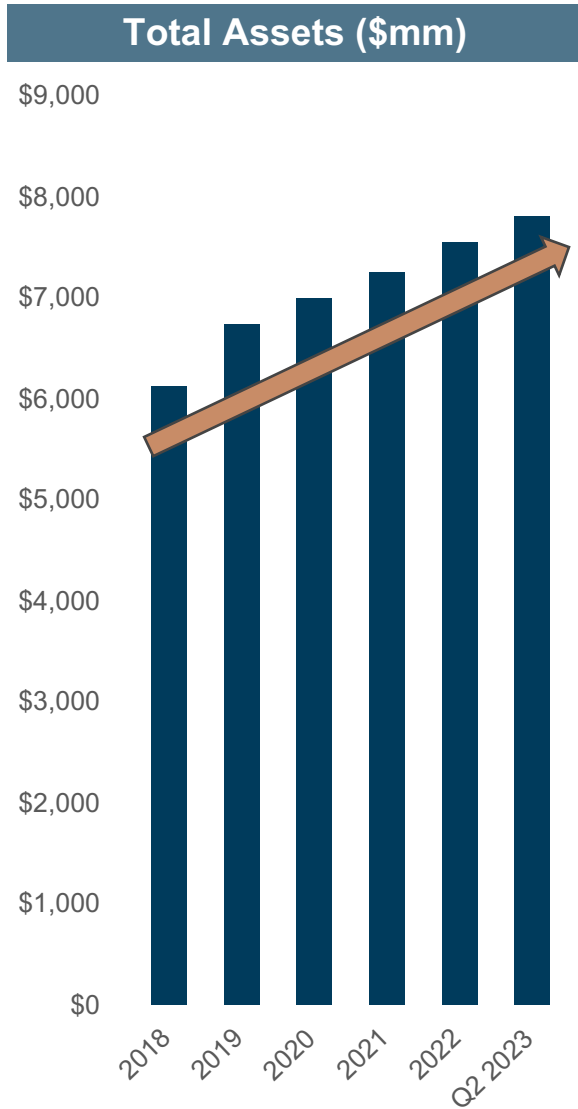
(1) Calculated on a fully taxable-equivalent basis (FTE). See Non-GAAP Reconciliation.

# Financial Results Six Months Ended

	June 30, 2023		June 30, 2022		%Chg.
Net Income (in thousands)	\$	50,927	\$	50,401	1.0%
EPS (diluted)	\$	1.64	\$	1.56	5.1%
ROAE		13.62 %		12.31 %	
ROAA		1.34 %		1.41 %	
Efficiency Ratio (FTE) <sup>(1)</sup>		51.02 %		47.94 %	

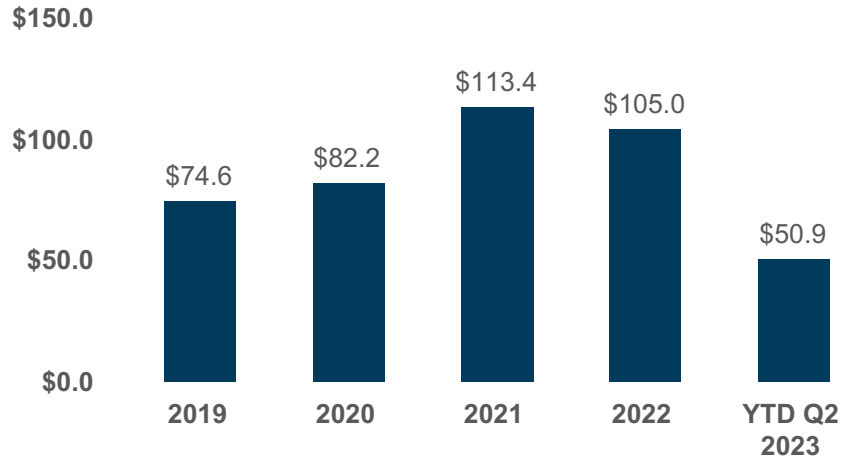
(1) Calculated on a fully taxable-equivalent basis (FTE). See Non-GAAP Reconciliation.

# Balance Sheet Growth

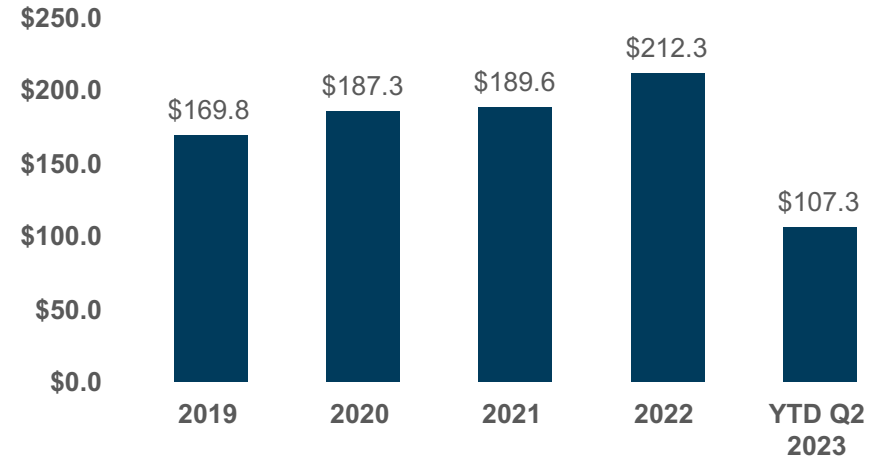


# Profitability

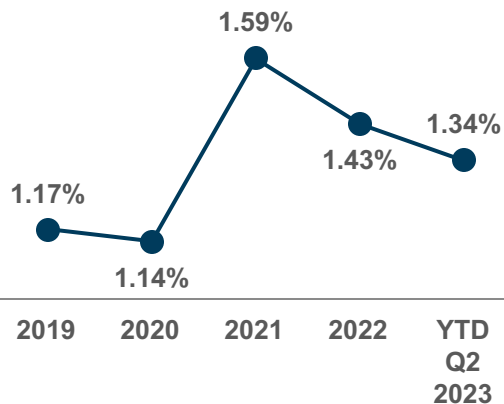
## Net Income (\$mm)



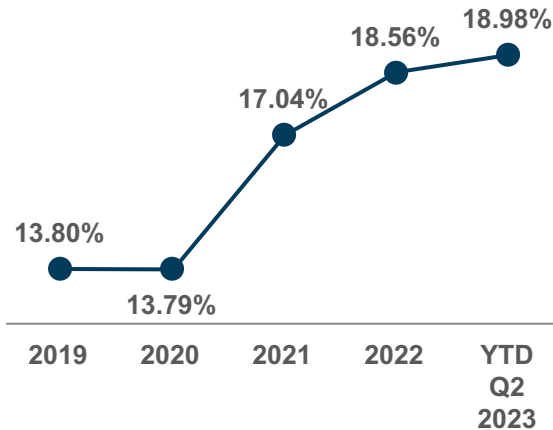
## Net Interest Income (\$mm)



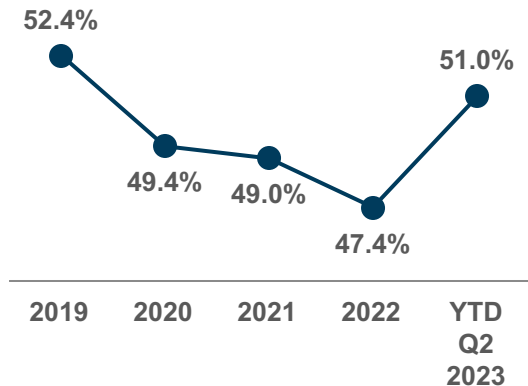
## ROAA



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

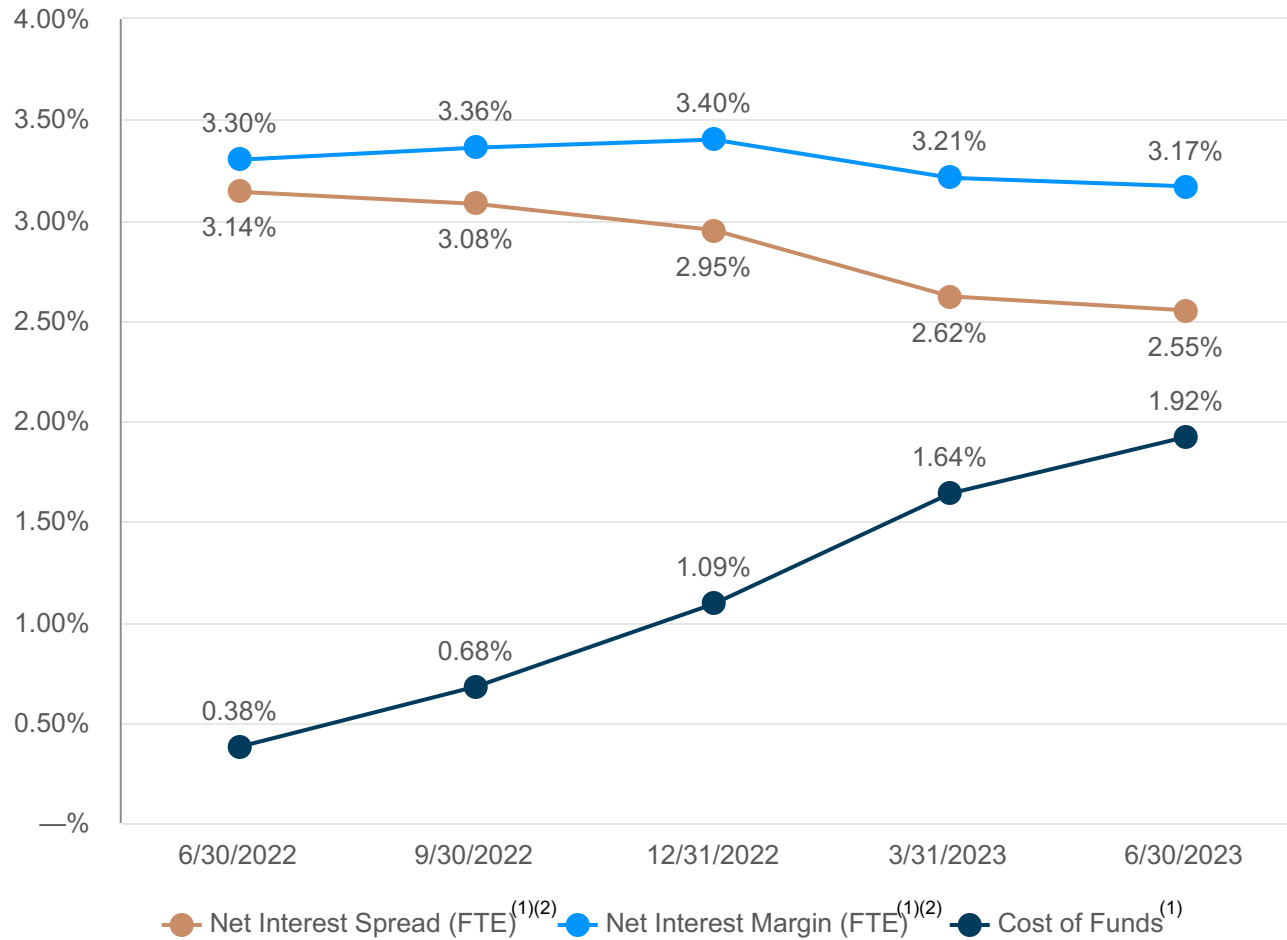


## Efficiency Ratio (FTE)<sup>(1)</sup>



(1) Calculated on a fully taxable-equivalent basis (FTE). See Non-GAAP Reconciliation.

# Quarterly Yield & Cost Trends

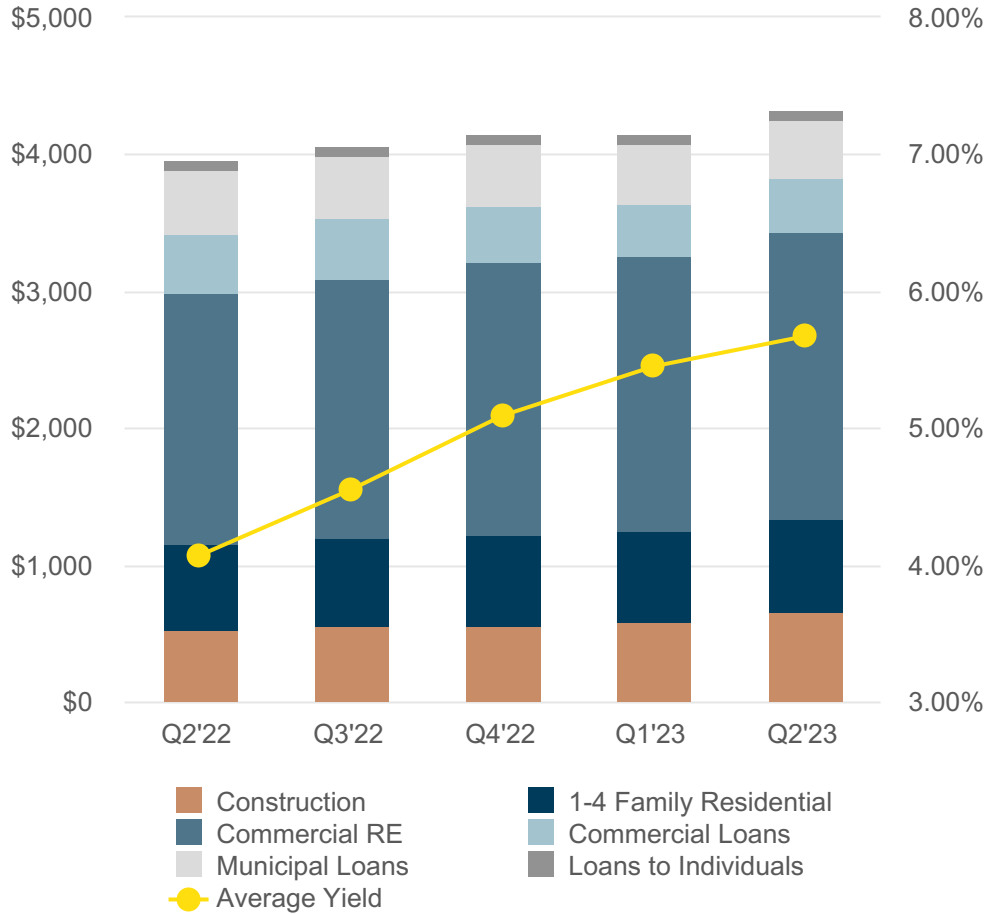


(1) Annualized

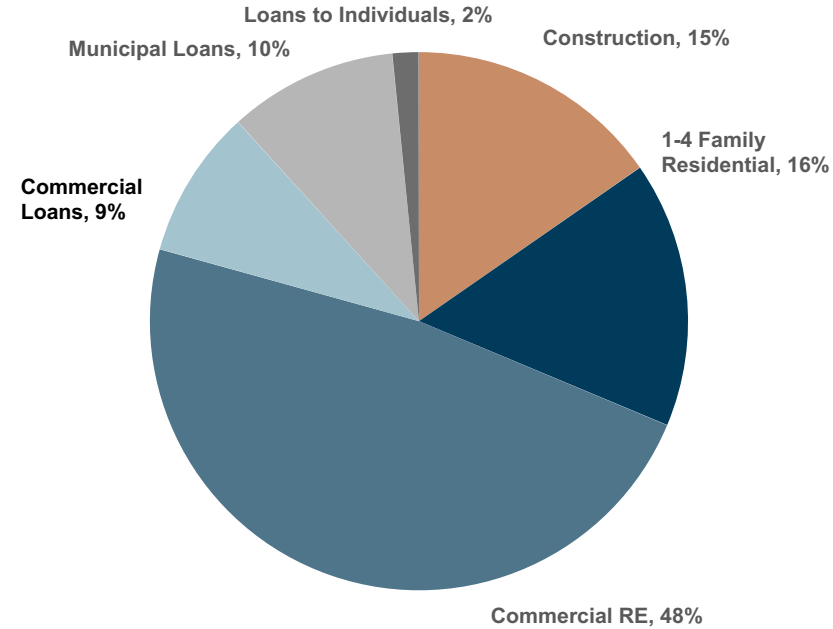
(2) Calculated on a fully taxable-equivalent basis (FTE), a non-GAAP measure. See non-GAAP reconciliation.

# Loan Portfolio

## Loan Balances



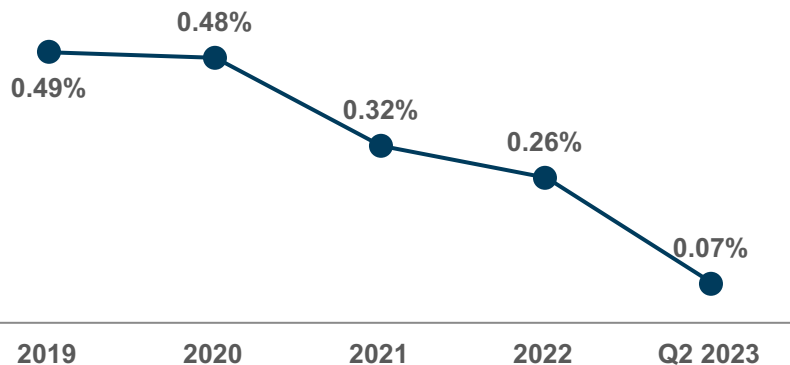
## Loans 6/30/2023



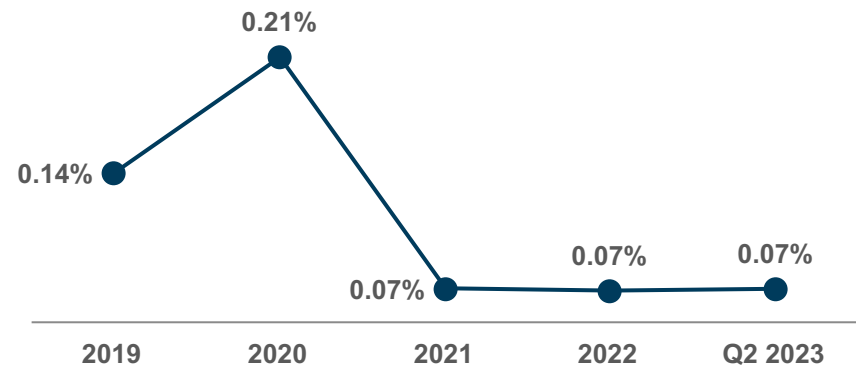
Loan Type	\$mm	%
<b>Real Estate Loans (RE):</b>		
Construction	\$ 657	15 %
1-4 Family Residential	685	16 %
Commercial RE	2,100	48 %
Commercial Loans	384	9 %
Municipal Loans	435	10 %
Loans to Individuals	68	2 %
<b>Total</b>	<b>\$ 4,329</b>	<b>100 %</b>

# Asset Quality Trends

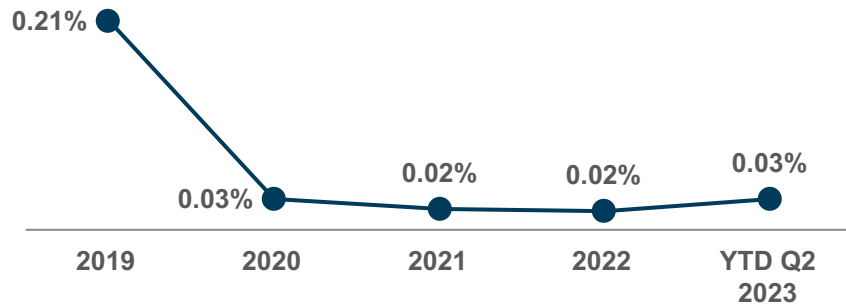
## NPAs / Loans and OREO<sup>(1)(2)</sup>



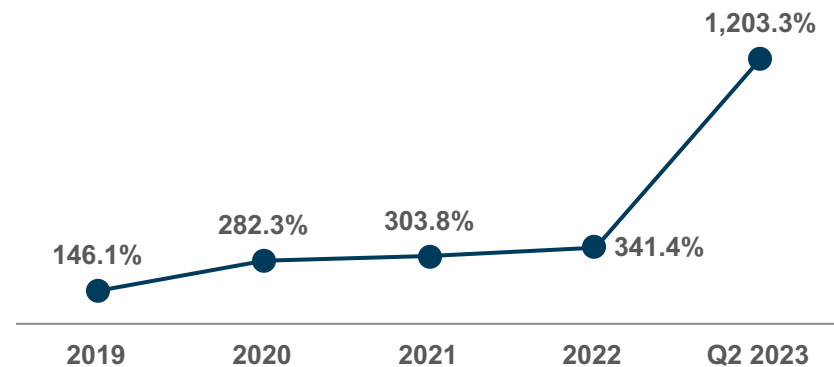
## Nonaccrual Loans / Loans<sup>(1)</sup>



## NCOs / Average Loans



## ALLL / NPLs<sup>(2)</sup>

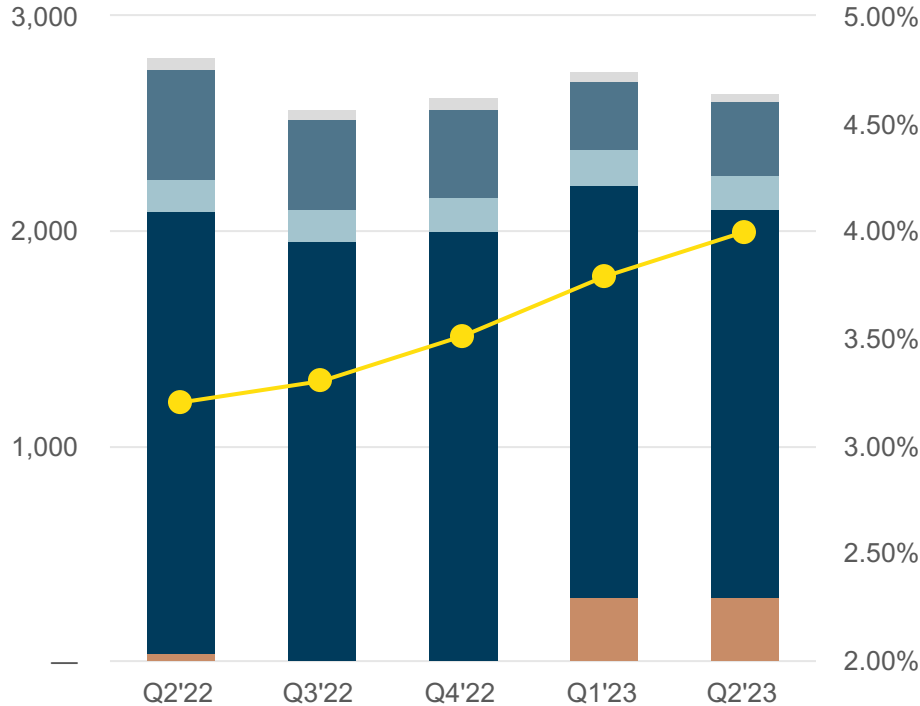


(1) Prior to the adoption of CECL on January 1, 2020, excluded purchased credit impaired loans measured at fair value at acquisition if the timing and amount of cash flows expected to be collected from those sales could be reasonably estimated.

(2) Pursuant to our adoption of ASU 2022-02, effective January 1, 2023, we prospectively discontinued the recognition and measurement guidance previously required on troubled debt restructures. As a result, non-performing loans (NPLs) beginning March 31, 2023 exclude any loan modifications that are performing but would have previously required disclosure as troubled debt restructures.

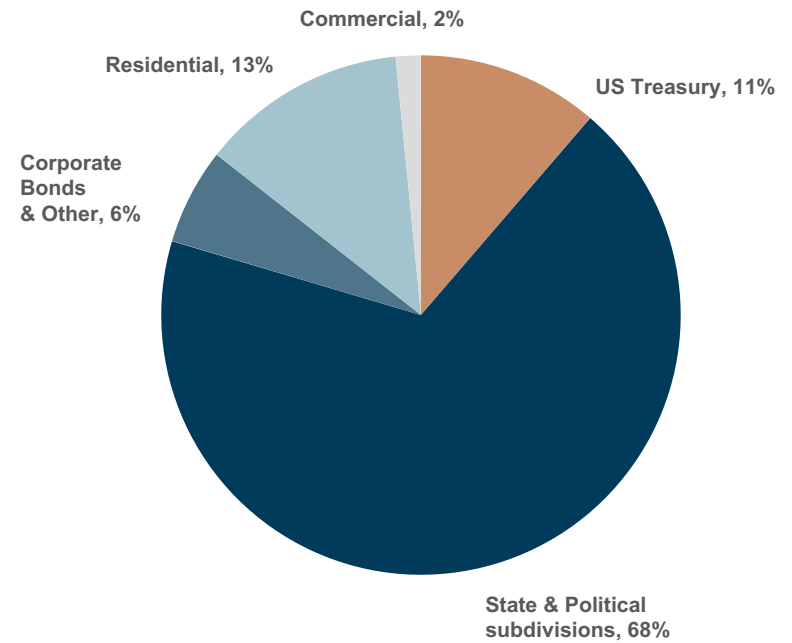
# Securities Portfolio

## Total Securities



- U.S. Treasury
- State and Political Subdivision
- Agency MBS Residential
- Corporate Bonds and Other
- Agency MBS Commercial
- Avg Yield

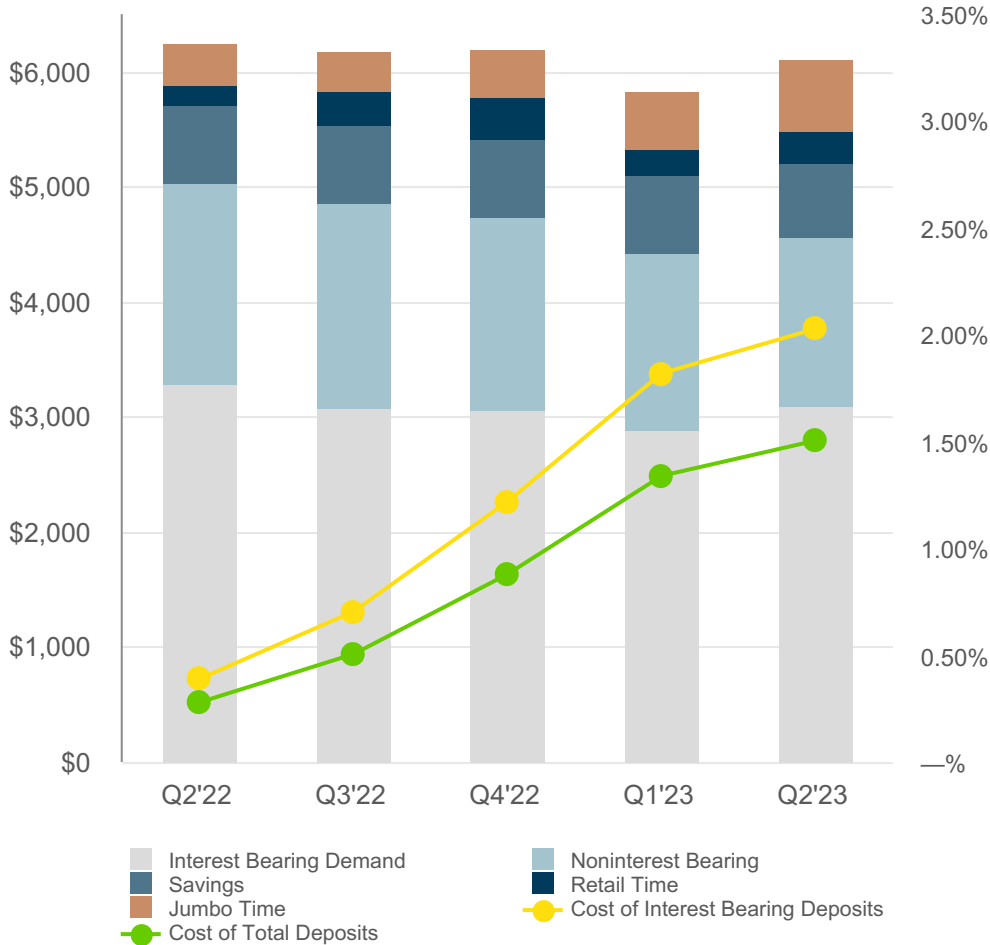
## Securities 6/30/2023



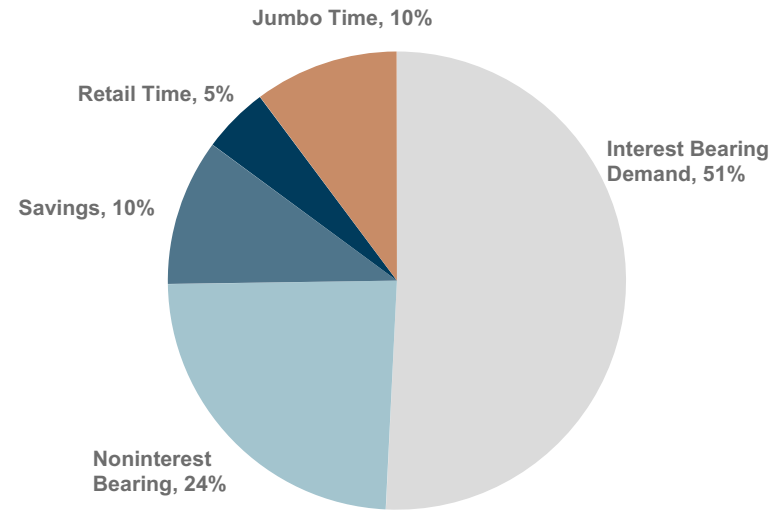
Securities (\$mm)	HTM	AFS	Total	%
US Treasury	\$ —	\$ 299	\$ 299	11 %
State & Political subdivisions	1,038	770	1,808	68 %
Corporate Bonds & Other	146	13	159	6 %
Residential	93	247	340	13 %
Commercial	31	11	42	2 %
<b>Total</b>	<b>\$ 1,308</b>	<b>\$ 1,340</b>	<b>\$ 2,648</b>	<b>100 %</b>

# Deposit Composition

## Deposit Balances and Rates



## Deposit Mix 6/30/2023



Deposits	\$ MM	%
Interest Bearing Demand	\$ 3,107	51 %
Noninterest Bearing	1,467	24 %
Savings	633	10 %
Retail Time	287	5 %
Jumbo Time	624	10 %
<b>Total</b>	<b>\$ 6,118</b>	<b>100 %</b>

# Deposit Granularity

## Deposit Highlights

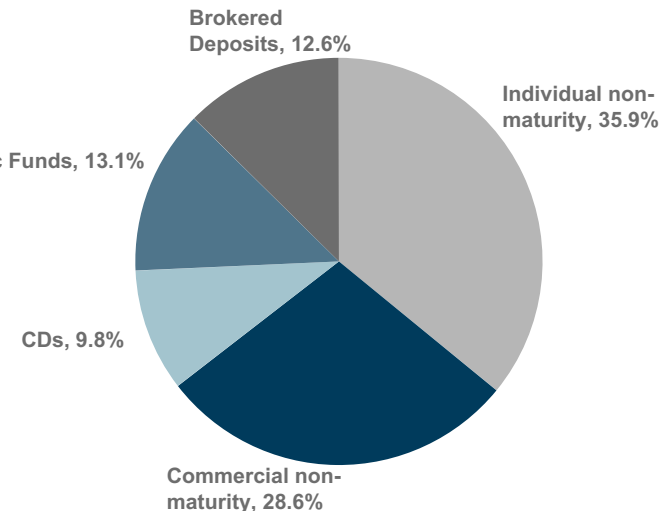
- Over **180,000** deposit accounts
- Average deposit balance of **\$30,000**, well below FDIC insurance levels
- Estimated uninsured deposits, excluding public fund deposits (all collateralized) and affiliate deposits (Southside-owned deposits), of **21.4%**

## Estimated Uninsured Balances

<i>As of June 30, 2023</i> <i>(\$ in thousands)</i>	Balance	Estimated Uninsured Balance	% of Uninsured Total Deposits
Affiliate deposits	\$ 21,583	\$ 21,333	0.3 %
Customer deposits	4,523,764	1,309,550	21.4 %
Brokered deposits	770,145	—	—
Public funds	802,195	775,739	12.7 %
Total deposits	<u>\$ 6,117,687</u>		
Total uninsured deposits		2,106,622	34.4 %
Excluding public funds (collateralized)		(775,739)	(12.7)%
Excluding affiliate deposits		(21,333)	(0.3)%
Total deposits without insurance or collateral		<u>\$ 1,309,550</u>	<u>21.4 %</u>

## Deposit Base

<i>As of June 30, 2023</i> <i>(\$ in thousands)</i>	Balance	Number of Accounts	Average Balance	% of Total Deposits
Individual non-maturity	\$ 2,195,950	149,887	\$ 15	35.9 %
Commercial non-maturity	1,746,652	21,054	83	28.6 %
Certificates of deposit	602,745	9,223	65	9.8 %
Public funds	802,195	701	1,144	13.1 %
Total deposits, excluding brokered deposits	5,347,542	<u>180,865</u>	\$ 30	87.4 %
Brokered deposits	770,145	—	—	12.6 %
Total deposits	<u>\$ 6,117,687</u>			<u>100.0 %</u>

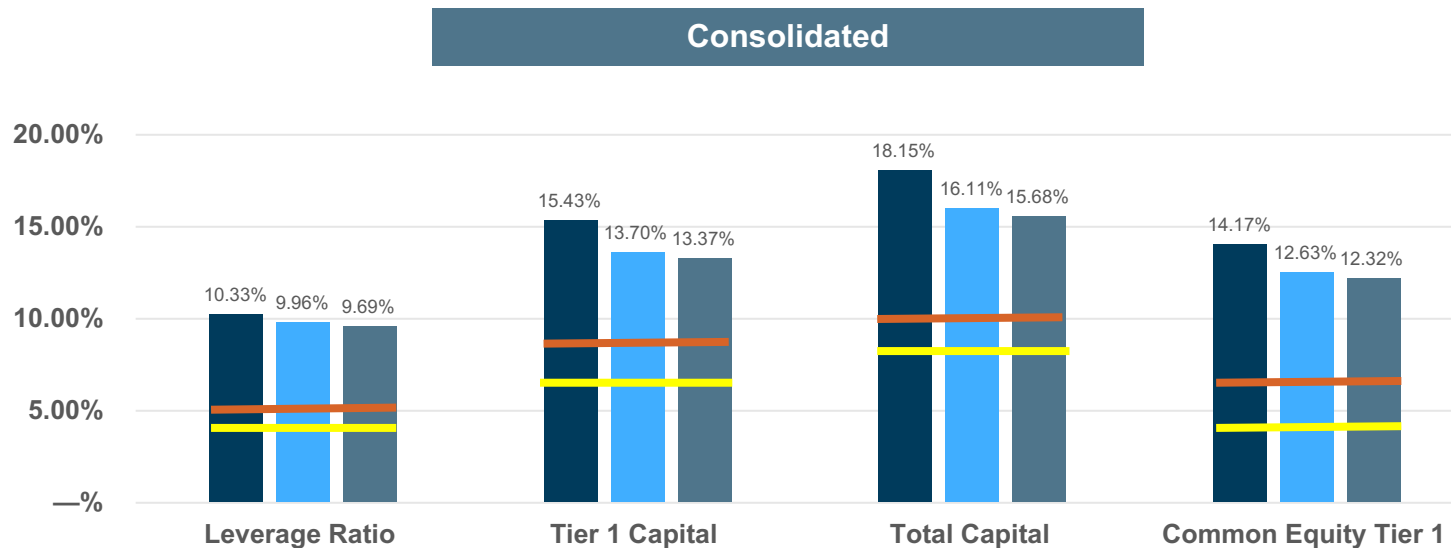
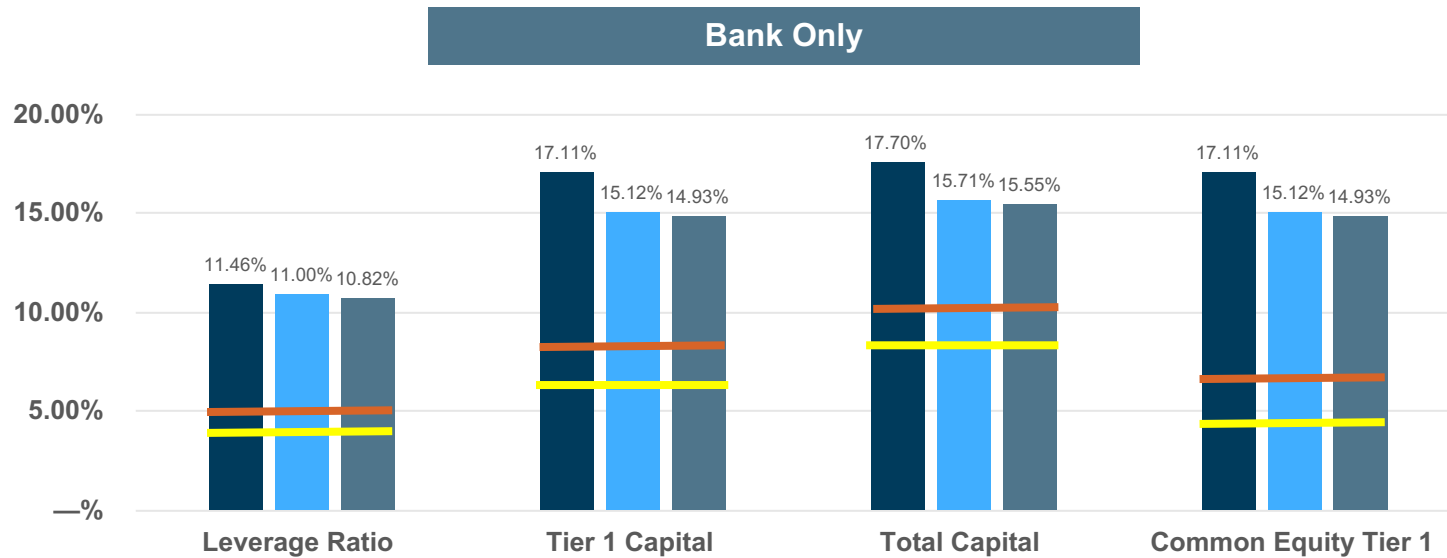


# Capital Resources and Liquidity

<i>As of June 30, 2023 (in thousands)</i>	Line of Credit	Borrowings	Total Available for Future Liquidity	Swapped
FHLB advances	\$ 1,979,115	\$ 183,007	\$ 1,796,108	\$ 180,000
Federal Reserve discount window	693,551	100,000	593,551	—
Correspondent bank lines of credit	62,500	—	62,500	—
Federal Reserve Bank Term Funding Program	296,866	296,158	708	—
Total liquidity lines	<u>\$ 3,032,032</u>	<u>\$ 579,165</u>	<u>\$ 2,452,867</u>	<u>\$ 180,000</u>

- Liquidity sources remain strong, with **\$2.5 billion** in liquidity lines available as of June 30, 2023.
- We utilized the Federal Reserve's Bank Term Funding Program to reduce our overall funding costs and to enhance our interest rate risk position.

# Capital Ratios

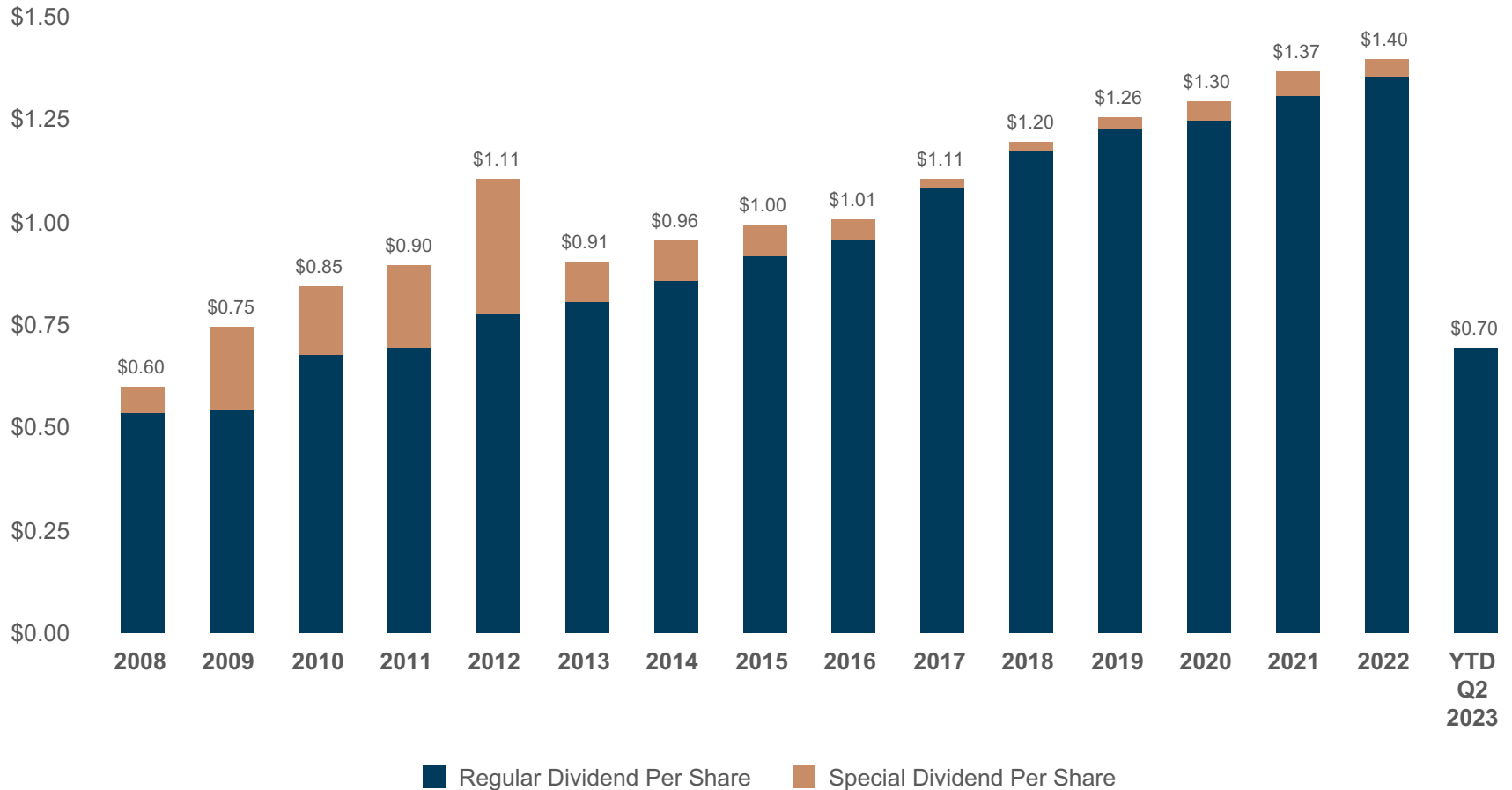


Well Capitalized
 
■ 2021
 ■ 2022
 ■ Q2 2023
 

 Capital Adequacy

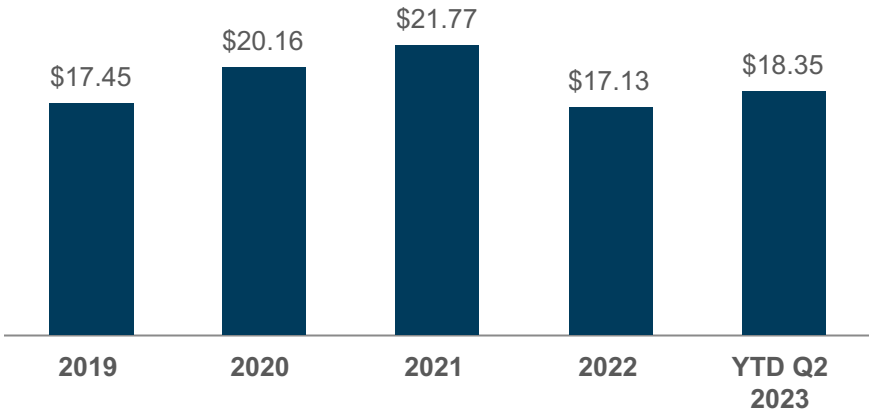
# Dividends

- Southside has Paid a Cash Dividend Every Year Since 1970 and for 103 Consecutive Quarters
- Consistent Record of Dividend Increases

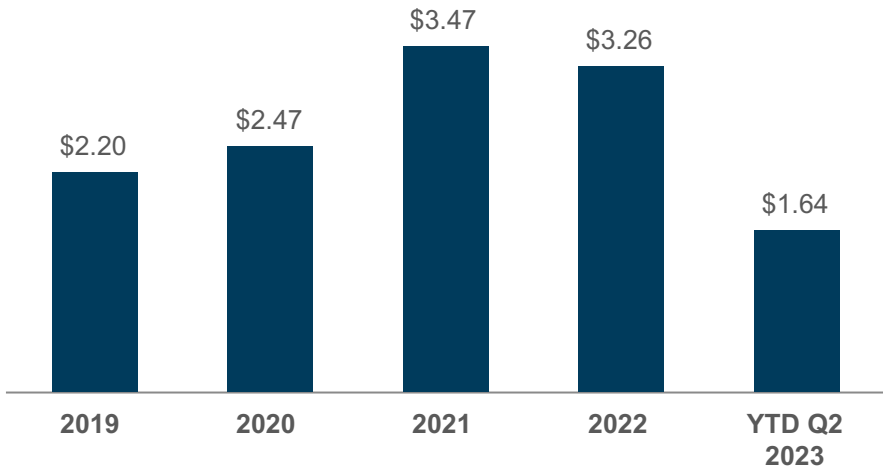


# Shareholder Returns

**Tangible Book Value per Common Share<sup>(1)</sup> (\$)**



**Diluted Earnings Per Common Share (\$)**



(1) See Non-GAAP Reconciliation

# Appendix

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# 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 common share, tangible common equity to tangible assets, efficiency ratio on a fully taxable-equivalent (FTE) basis, net interest income (FTE), net interest margin (FTE) and net interest spread (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 for the period from average shareholders' equity. In calculating tangible book value per common share, Southside subtracts intangible assets for the period from shareholders' equity. In calculating the ratio of tangible common equity to tangible assets, Southside subtracts intangible assets both from shareholders' equity and total assets at the end of the period. 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. We calculate this ratio by dividing noninterest expense, excluding amortization expense on intangibles and certain nonrecurring expense by the sum of net interest income (FTE) and noninterest income, excluding net gain (loss) on sale of securities available for sale and certain nonrecurring impairments. The most directly comparable financial measure calculated in accordance with GAAP is our efficiency ratio.

Net interest income (FTE) is a non-GAAP measure that adjusts for the tax-favored status of net interest income from certain loans and investments. We believe this measure to be the preferred industry measurement of net interest income and it enhances comparability of net interest income arising from taxable and tax-exempt sources. The most directly comparable financial measure calculated in accordance with GAAP is our net interest income. Net interest margin (FTE) is the ratio of net interest income (FTE) to average earning assets. The most directly comparable financial measure calculated in accordance with GAAP is our net interest margin. Net interest spread (FTE) is the difference in the average yield on average earning assets on a tax-equivalent basis and the average rate paid on average interest bearing liabilities. The most directly comparable financial measure calculated in accordance with GAAP is our net interest spread.

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 financial measures, this presentation may not be comparable to other similarly titled measures as calculated by other companies.

# Non-GAAP Reconciliation (continued)

(dollars in thousands, except per share data)		As of and for the Three Months Ended,				
		6/30/2022	9/30/2022	12/31/2022	3/31/2023	6/30/2023
Net income available to common shareholders		\$ 25,405	\$ 26,951	\$ 27,668	\$ 26,034	\$ 24,893
Plus: After-tax amortization expense		463	435	407	378	349
<b>Adjusted net income available to common shareholders</b>	<b>[a]</b>	<u>\$ 25,868</u>	<u>\$ 27,386</u>	<u>\$ 28,075</u>	<u>\$ 26,412</u>	<u>\$ 25,242</u>
Average shareholders' equity		\$ 764,320	\$ 751,519	\$ 727,752	\$ 758,750	\$ 749,827
Less: Average intangible assets for the period		(207,163)	(206,591)	(206,049)	(205,555)	(205,086)
<b>Average tangible shareholders' equity</b>	<b>[b]</b>	<u>\$ 557,157</u>	<u>\$ 544,928</u>	<u>\$ 521,703</u>	<u>\$ 553,195</u>	<u>\$ 544,741</u>
<b>Return on average tangible common equity (ROATCE)<sup>(1)</sup></b>	<b>[a]/[b]</b>	18.62 %	19.94 %	21.35 %	19.36 %	18.59 %
Common equity at end of period		\$ 731,782	\$ 707,636	\$ 745,997	\$ 751,030	\$ 765,161
Less: Intangible assets at end of period		(206,803)	(206,253)	(205,738)	(205,260)	(204,818)
<b>Tangible common shareholders' equity at end of period</b>	<b>[c]</b>	<u>\$ 524,979</u>	<u>\$ 501,383</u>	<u>\$ 540,259</u>	<u>\$ 545,770</u>	<u>\$ 560,343</u>
Total assets at end of period		\$ 7,606,061	\$ 7,453,747	\$ 7,558,636	\$ 7,792,345	\$ 7,807,252
Less: Intangible assets at end of period		(206,803)	(206,253)	(205,738)	(205,260)	(204,818)
<b>Tangible assets at end of period</b>	<b>[d]</b>	<u>\$ 7,399,258</u>	<u>\$ 7,247,494</u>	<u>\$ 7,352,898</u>	<u>\$ 7,587,085</u>	<u>\$ 7,602,434</u>
<b>Tangible common equity/tangible assets (TCE/TA)</b>	<b>[c]/[d]</b>	7.10 %	6.92 %	7.35 %	7.19 %	7.37 %
Common shares outstanding at end of period	<b>[e]</b>	32,108	32,127	31,547	31,121	30,532
<b>Tangible book value per common share</b>	<b>[c]/[e]</b>	\$ 16.35	\$ 15.61	\$ 17.13	\$ 17.54	\$ 18.35
Net interest income (GAAP)		\$ 51,078	\$ 55,515	\$ 56,842	\$ 53,353	\$ 53,916
Tax equivalent adjustments:						
Loans		762	742	744	697	673
Tax-exempt investment securities		2,994	2,973	2,957	2,550	2,462
<b>Net interest income (FTE)<sup>(2)</sup></b>		<u>54,834</u>	<u>59,230</u>	<u>60,543</u>	<u>56,600</u>	<u>57,051</u>
Plus: Noninterest income		9,097	10,269	10,766	12,033	10,464
Less: Nonrecurring income (loss)		2,177	99	—	(1,221)	226
<b>Total Revenue</b>	<b>[g]</b>	<u>\$ 66,108</u>	<u>\$ 69,598</u>	<u>\$ 71,309</u>	<u>\$ 67,412</u>	<u>\$ 67,741</u>
Noninterest expense		\$ 32,106	\$ 33,464	\$ 33,561	\$ 34,849	\$ 34,993
Less: Pre-tax amortization expense		(586)	(550)	(515)	(478)	(442)
Less: Nonrecurring expense		39	87	26	3	36
<b>Adjusted noninterest expense</b>	<b>[f]</b>	<u>\$ 31,559</u>	<u>\$ 33,001</u>	<u>\$ 33,072</u>	<u>\$ 34,374</u>	<u>\$ 34,587</u>
<b>Average earning assets</b>		\$ 6,670,821	\$ 6,999,525	\$ 7,059,115	\$ 7,161,836	\$ 7,225,168
<b>Efficiency Ratio</b>	<b>[f]/[g]</b>	50.61 %	50.09 %	48.92 %	53.57 %	53.54 %
<b>Efficiency Ratio (FTE)<sup>(2)</sup></b>		47.74 %	47.42 %	46.38 %	50.99 %	51.06 %
<b>Net interest margin<sup>(1)</sup></b>		3.07 %	3.15 %	3.19 %	3.02 %	2.99 %
<b>Net interest margin(FTE)<sup>(1)(2)</sup></b>		3.30 %	3.36 %	3.40 %	3.21 %	3.17 %
<b>Net interest spread<sup>(1)</sup></b>		2.91 %	2.87 %	2.74 %	2.44 %	2.37 %
<b>Net interest spread(FTE)<sup>(1)(2)</sup></b>		3.14 %	3.08 %	2.95 %	2.62 %	2.55 %

(1) Annualized

(2) Fully taxable-equivalent (FTE)

# Non-GAAP Reconciliation (continued)

(dollars in thousands, except per share data)	As of and for the Year Ended December 31,				As of and for the Six Months Ended June 30,	
	2019	2020	2021	2022	2022	2023
Net income available to common shareholders	\$ 74,554	\$ 82,153	\$ 113,401	\$ 105,020	\$ 50,401	\$ 50,927
Plus: After-tax amortization expense	3,490	2,857	2,251	1,796	954	727
<b>Adjusted net income available to common shareholders [a]</b>	<b>\$ 78,044</b>	<b>\$ 85,010</b>	<b>\$ 115,652</b>	<b>\$ 106,816</b>	<b>\$ 51,355</b>	<b>\$ 51,654</b>
Average shareholders' equity	\$ 782,367	\$ 828,980	\$ 888,233	\$ 782,362	\$ 825,796	\$ 754,264
Less: Average intangible assets for the period	(216,733)	(212,699)	(209,463)	(206,889)	(207,467)	(205,319)
<b>Average tangible shareholders' equity [b]</b>	<b>\$ 565,634</b>	<b>\$ 616,281</b>	<b>\$ 678,770</b>	<b>\$ 575,473</b>	<b>\$ 618,329</b>	<b>\$ 548,945</b>
<b>Return on average tangible common equity (ROATCE) [a]/[b]</b>	<b>13.80 %</b>	<b>13.79 %</b>	<b>17.04 %</b>	<b>18.56 %</b>	<b>16.75 %</b>	<b>18.98 %</b>
Common equity at end of period	\$ 804,580	\$ 875,297	\$ 912,172	\$ 745,997	\$ 731,782	\$ 765,161
Less: Intangible assets at end of period	(214,477)	(210,860)	(208,011)	(205,738)	(206,803)	(204,818)
<b>Tangible common shareholders' equity at end of period [c]</b>	<b>\$ 590,103</b>	<b>\$ 664,437</b>	<b>\$ 704,161</b>	<b>\$ 540,259</b>	<b>\$ 524,979</b>	<b>\$ 560,343</b>
Total assets at end of period	\$ 6,748,913	\$ 7,008,227	\$ 7,259,602	\$ 7,558,636	\$ 7,606,061	\$ 7,807,252
Less: Intangible assets at end of period	(214,477)	(210,860)	(208,011)	(205,738)	(206,803)	(204,818)
<b>Tangible assets at end of period [d]</b>	<b>\$ 6,534,436</b>	<b>\$ 6,797,367</b>	<b>\$ 7,051,591</b>	<b>\$ 7,352,898</b>	<b>\$ 7,399,258</b>	<b>\$ 7,602,434</b>
<b>Tangible common equity/tangible assets (TCE/TA) [c]/[d]</b>	<b>9.03 %</b>	<b>9.77 %</b>	<b>9.99 %</b>	<b>7.35 %</b>	<b>7.10 %</b>	<b>7.37 %</b>
Common shares outstanding at end of period	[e] 33,823	32,951	32,352	31,547	32,108	30,532
<b>Tangible book value per common share [c]/[e]</b>	<b>\$ 17.45</b>	<b>\$ 20.16</b>	<b>\$ 21.77</b>	<b>\$ 17.13</b>	<b>\$ 16.35</b>	<b>\$ 18.35</b>
Net interest income (GAAP)	\$ 169,805	\$ 187,265	\$ 189,557	\$ 212,341	\$ 99,984	\$ 107,269
Tax equivalent adjustments:						
Loans	2,490	2,752	2,920	2,993	1,507	1,370
Tax-exempt investment securities	5,148	8,812	10,045	11,388	5,458	5,012
<b>Net interest income (FTE)<sup>(1)</sup></b>	<b>177,443</b>	<b>198,829</b>	<b>202,522</b>	<b>226,722</b>	<b>106,949</b>	<b>113,651</b>
Plus: Noninterest income	42,368	49,732	49,336	40,857	19,822	22,497
Less: Nonrecurring income (loss)	(470)	(8,257)	(3,862)	2,982	2,883	(995)
<b>Total Revenue [g]</b>	<b>\$ 219,341</b>	<b>\$ 240,304</b>	<b>\$ 247,996</b>	<b>\$ 270,561</b>	<b>\$ 129,654</b>	<b>\$ 135,153</b>
Noninterest expense	\$ 119,297	\$ 123,307	\$ 125,030	\$ 130,326	\$ 63,301	\$ 69,842
Less: Pre-tax amortization expense	(4,418)	(3,617)	(2,849)	(2,273)	(1,208)	(920)
Less: Nonrecurring (expense) income	(26)	(1,083)	(580)	174	61	39
<b>Adjusted noninterest expense [f]</b>	<b>\$ 114,853</b>	<b>\$ 118,607</b>	<b>\$ 121,601</b>	<b>\$ 128,227</b>	<b>\$ 62,154</b>	<b>\$ 68,961</b>
<b>Average earning assets</b>	<b>\$ 5,800,648</b>	<b>\$ 6,486,444</b>	<b>\$ 6,402,554</b>	<b>\$ 6,822,667</b>	<b>\$ 6,612,589</b>	<b>\$ 7,193,677</b>
<b>Efficiency Ratio [f]/[g]</b>	<b>54.25 %</b>	<b>51.85 %</b>	<b>51.74 %</b>	<b>50.05 %</b>	<b>50.66 %</b>	<b>53.55 %</b>
<b>Efficiency Ratio (FTE)<sup>(1)</sup></b>	<b>52.36 %</b>	<b>49.36 %</b>	<b>49.03 %</b>	<b>47.39 %</b>	<b>47.94 %</b>	<b>51.02 %</b>
<b>Net interest margin</b>	<b>2.93 %</b>	<b>2.89 %</b>	<b>2.96 %</b>	<b>3.11 %</b>	<b>3.05 %</b>	<b>3.01 %</b>
<b>Net interest margin(FTE)<sup>(1)</sup></b>	<b>3.06 %</b>	<b>3.07 %</b>	<b>3.16 %</b>	<b>3.32 %</b>	<b>3.26 %</b>	<b>3.19 %</b>
<b>Net interest spread</b>	<b>2.58 %</b>	<b>2.68 %</b>	<b>2.80 %</b>	<b>2.86 %</b>	<b>2.90 %</b>	<b>2.40 %</b>
<b>Net interest spread(FTE)<sup>(1)</sup></b>	<b>2.71 %</b>	<b>2.86 %</b>	<b>3.01 %</b>	<b>3.07 %</b>	<b>3.12 %</b>	<b>2.58 %</b>

(1) Fully taxable-equivalent (FTE)



**KBW Community Bank Investor Conference**  
**August 8, 2023**