



**ORIGIN BANCORP, INC.** \_\_\_\_\_

# FORWARD-LOOKING STATEMENTS AND NON-GAAP MEASURES

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include information regarding Origin Bancorp, Inc.'s ("Origin" or the "Company") future financial performance, business and growth strategy, projected plans and objectives, including the Company's loan loss reserves and allowance for credit losses related to the COVID-19 pandemic and any expected purchases of its outstanding common stock, and related transactions and other projections based on macroeconomic and industry trends, including expectations regarding and efforts to respond to the COVID-19 pandemic and changes to interest rates by the Federal Reserve and the resulting impact on Origin's results of operations, estimated forbearance amounts and expectations regarding the Company's liquidity, including in connection with advances obtained from the FHLB, which are all subject to change and may be inherently unreliable due to the multiple factors that impact broader economic and industry trends, and any such changes may be material. Such forward-looking statements are based on various facts and derived utilizing important assumptions and current expectations, estimates and projections about Origin and its subsidiaries, any of which may change over time and some of which may be beyond Origin's control. Statements or statistics preceded by, followed by or that otherwise include the words "assumes," "anticipates," "believes," "estimates," "expects," "foresees," "intends," "plans," "projects," and similar expressions or future or conditional verbs such as "could," "may," "might," "should," "will," and "would" and variations of such terms are generally forward-looking in nature and not historical facts, although not all forward-looking statements include the foregoing words. Further, certain factors that could affect the Company's future results and cause actual results to differ materially from those expressed in the forward-looking statements include, but are not limited to: deterioration of Origin's asset quality; factors that can impact the performance of Origin's loan portfolio, including real estate values and liquidity in Origin's primary market areas; the financial health of Origin's commercial borrowers and the success of construction projects that Origin finances; changes in the value of collateral securing Origin's loans; Origin's ability to anticipate interest rate changes and manage interest rate risk (including the impact of higher interest rates on macroeconomic conditions, and customer and client behavior); the effectiveness of Origin's risk management framework and quantitative models; the risk of widespread inflation; Origin's inability to receive dividends from Origin Bank and to service debt, pay dividends to Origin's common stockholders, repurchase Origin's shares of common stock and satisfy obligations as they become due; business and economic conditions generally and in the financial services industry, nationally and within Origin's primary market areas, including the impact of supply-chain disruptions and labor pressures; changes in Origin's operation or expansion strategy or Origin's ability to prudently manage its growth and execute its strategy; changes in management personnel; Origin's ability to maintain important customer relationships, reputation or otherwise avoid liquidity risks; increasing costs as Origin grows deposits; operational risks associated with Origin's business; volatility and direction of market interest rates; increased competition in the financial services industry, particularly from regional and national institutions; difficult market conditions and unfavorable economic trends in the United States generally, and particularly in the market areas in which Origin operates and in which its loans are concentrated; an increase in unemployment levels and slowdowns in economic growth; Origin's level of nonperforming assets and the costs associated with resolving any problem loans including litigation and other costs; the credit risk associated with the substantial amount of commercial real estate, construction and land development, and commercial loans in Origin's loan portfolio; changes in laws, rules, regulations, interpretations or policies relating to financial institutions, and potential expenses associated with complying with such regulations; periodic changes to the extensive body of accounting rules and best practices; further government intervention in the U.S. financial system; compliance with governmental and regulatory requirements, including the Dodd-Frank Wall Street Reform and Consumer Protection Act and others relating to banking, consumer protection, securities, and tax matters; Origin's ability to comply with applicable capital and liquidity requirements, including its ability to generate liquidity internally or raise capital on favorable terms, including continued access to the debt and equity capital markets; changes in the utility of Origin's non-GAAP liquidity measurements and its underlying assumptions or estimates; uncertainty regarding the transition away from the London Interbank Offered Rate ("LIBOR") and the impact of any replacement alternatives such as the Secured Overnight Financing Rate ("SOFR") on Origin's business; possible changes in trade, monetary, and fiscal policies, laws, and regulations and other activities of governments, agencies and similar organizations; natural disasters and adverse weather events, acts of terrorism, an outbreak of hostilities (including the impacts related to or resulting from Russia's military action in Ukraine, including the imposition of additional sanctions and export controls, as well as the broader impacts to financial markets and the global macroeconomic and geopolitical environments), regional or national protests and civil unrest (including any resulting branch closures or property damage), widespread illness or public health outbreaks or other international or domestic calamities, and other matters beyond Origin's control; and system failures, cybersecurity threats and/or security breaches and the cost of defending against them. For a discussion of these and other risks that may cause actual results to differ from expectations, please refer to the sections titled "Cautionary Note Regarding Forward-Looking Statements" and "Risk Factors" in Origin's most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission ("SEC") and any updates to those sections set forth in Origin's subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. If one or more events related to these or other risks or uncertainties materialize, or if Origin's underlying assumptions prove to be incorrect, actual results may differ materially from what Origin anticipates. Accordingly, you should not place undue reliance on any forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made, and Origin does not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments, or otherwise. The risks relating to the proposed BTH merger include, without limitation, the timing to consummate the proposed merger; the risk that a condition to the closing of the proposed merger may not be satisfied; the parties' ability to achieve the synergies and value creation contemplated by the proposed merger; the parties' ability to promptly and effectively integrate the businesses of Origin and BTH, including unexpected transaction costs, the costs of integrating operations, severance, professional fees and other expenses; the diversion of management time on issues related to the merger; the failure to consummate or any delay in consummating the merger for other reasons; changes in laws or regulations; the risks of customer and employee loss and business disruption, including, without limitation, as the result of difficulties in maintaining relationships with employees; increased competitive pressures and solicitations of customers and employees by competitors; and the difficulties and risks inherent with entering new markets. New risks and uncertainties arise from time to time, and it is not possible for Origin to predict those events or how they may affect Origin. In addition, Origin cannot assess the impact of each factor on Origin's business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. Furthermore, many of these risks and uncertainties are currently amplified by, may continue to be amplified by, or may, in the future, be amplified by the COVID-19 pandemic and the impact of varying governmental responses that affect Origin's customers and the economies where they operate. All forward-looking statements, expressed or implied, included in this communication are expressly qualified in their entirety by this cautionary statement. This cautionary statement should also be considered in connection with any subsequent written or oral forward-looking statements that Origin or persons acting on Origin's behalf may issue. Annualized, pro forma, adjusted projected and estimated numbers are used for illustrative purposes only, are not forecasts, and may not reflect actual results. Certain prior period amounts have been reclassified to conform to the current year financial statement presentations. These reclassifications did not impact previously reported net income or comprehensive income.

Origin reports its results in accordance with United States generally accepted accounting principles ("GAAP"). However, management believes that certain supplemental non-GAAP financial measures used in managing its business may provide meaningful information to investors about underlying trends in its business. Management uses these non-GAAP measures to evaluate the Company's operating performance and believes that these non-GAAP measures provide information that is important to investors and that is useful in understanding Origin's results of operations. However, non-GAAP financial measures are supplemental and should be viewed in addition to, and not as an alternative for, Origin's reported results prepared in accordance with GAAP. The following are the non-GAAP measures used in this presentation:

- Tangible common equity is defined as total common stockholders' equity less goodwill and other intangible assets, net.
- Tangible book value per common share is determined by dividing tangible common equity by common shares outstanding at the end of the period.
- Pre-tax, pre-provision earnings is calculated by adding provision for credit losses and income tax expense to net income.
- Pre-tax, pre-provision return on average assets is calculated by dividing pre-tax, pre-provision earnings by number of days in the quarter, multiplying by the number of days in the year, then dividing by total average assets.
- Pre-tax, pre-provision return on average stockholder's equity is calculated by dividing pre-tax, pre-provision earnings by number of days in the quarter, multiplying by the number of days in the year, then dividing by total average stockholder's equity.
- Core deposits is calculated by subtracting brokered deposits and time deposits greater than \$250,000 from total deposits.
- Adjusted efficiency ratio is calculated by dividing the remainder of total noninterest expense less mortgage banking and insurance expense by the sum of net interest income plus the remainder of noninterest income less mortgage banking and insurance income.

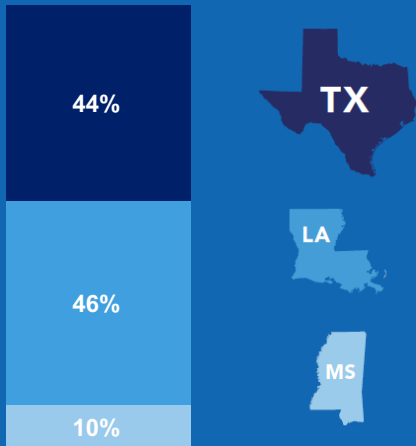
See slides 20-23 in this presentation for a reconciliation between the non-GAAP measures used in this presentation and their comparable GAAP numbers.

## ORIGIN COMPANY SNAPSHOT

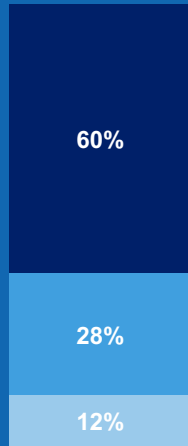
- *Origin Bancorp, Inc., the holding company for Origin Bank, is headquartered in Ruston, LA*
- *Origin Bank was founded in 1912*
- *45 banking centers operating across Texas, Louisiana & Mississippi*

## DEPOSITS & LOANS BY STATE

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



### Loans <sup>(2)</sup>



DOLLARS IN MILLIONS, UNAUDITED <sup>(1) (2)</sup>

### TEXAS

Entry: DFW 2008 | Houston 2013  
 Loans: \$3,005  
 Deposits: \$2,798

### LOUISIANA

Entry: 1912  
 Loans: \$1,397  
 Deposits: \$2,902

### MISSISSIPPI

Entry: 2010  
 Loans: \$594  
 Deposits: \$603

Note: All financial information is as of 6/30/22.

<sup>(1)</sup> Non-market based deposits are not included in state deposits.

<sup>(2)</sup> Excludes mortgage warehouse loans.

# A UNIQUE & DEFINED CULTURE



TO COMBINE THE POWER OF **TRUSTED ADVISORS** WITH **INNOVATIVE TECHNOLOGY**  
TO BUILD **UNWAVERING LOYALTY** BY **CONNECTING PEOPLE TO THEIR DREAMS.**

## CUSTOMER EXPERIENCE

COMMITMENT TO CUSTOMER JOURNEYS

- INVESTMENT IN DIGITAL STRATEGY

- RECOGNITION WITHIN MARKETS FOR CUSTOMER SERVICE EXCELLENCE

- ALIGNMENT ON THE EXPERIENCE AS THE PRODUCT

## EMPOWERED EMPLOYEES

UNWAVERING COMMITMENT TO CULTURE

- LEADERSHIP ACADEMY

- EMERGING LEADERS COUNCIL

- DREAM MANAGER

- GLINT SURVEYS

## COMMITTED TO OUR COMMUNITIES

PROJECT ENRICH VOLUNTEER PROGRAM

- BANK ON THEIR FUTURE

- PORTION OF PPP FEES DONATED TO OUR COMMUNITIES

## DRIVING SHAREHOLDER VALUE

ATTRACTIVE GEOGRAPHIC FOOTPRINT IN STABLE AND GROWING MARKETS

- LONG-TERM TRACK RECORD OF ORGANIC GROWTH

- EXPERIENCED AND PROVEN LEADERSHIP



**RANKED 3rd BEST IN THE NATION 2021**

American Banker & Best Companies Group



**BEST BANKS TO WORK FOR 9 CONSECUTIVE YEARS**

American Banker & Best Companies Group



**2021 BEST PLACES TO WORK**

Dallas Business Journal



**BEST BANK FOR 15 CONSECUTIVE YEARS**

Monroe News-Star Best of the Delta Award



# PERFORMANCE HIGHLIGHTS - SECOND QUARTER 2022

DOLLARS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS, UNAUDITED

Balance Sheet	QTD					YTD		
	2Q22	1Q22	Linked Qtr % Δ	2Q21	YoY % Δ	2Q22	2Q21	YoY % Δ
Total Loans Held for Investment ("LHFI")	\$5,528,093	\$5,194,406	6.4 %	\$5,396,306	2.4 %	\$5,528,093	\$5,396,306	2.4 %
Total Assets	8,111,524	8,112,295	—	7,268,068	11.6	8,111,524	7,268,068	11.6
Total Deposits	6,303,158	6,767,179	(6.9)	6,028,352	4.6	6,303,158	6,028,352	4.6
Tangible Book Value per Common Share <sup>(1)(2)</sup>	25.05	26.37	(5.0)	28.01	(10.6)	25.05	28.01	(10.6)
<b>Income Statement</b>								
Net Interest Income	\$ 59,504	\$ 52,502	13.3 %	\$ 54,292	9.6 %	\$ 112,006	\$ 109,531	2.3 %
Noninterest Income	14,216	15,906	(10.6)	12,438	14.3	30,122	29,569	1.9
Noninterest Expense	44,150	42,774	3.2	37,832	16.7	86,924	77,268	12.5
Net Income	21,311	20,683	3.0	27,733	(23.2)	41,994	53,246	(21.1)
Pre-Tax, Pre-Provision Earnings ("PTPP") <sup>(1)</sup>	29,570	25,634	15.4	28,898	2.3	55,204	61,832	(10.7)
Diluted EPS	0.90	0.87	3.4	1.17	(23.1)	1.77	2.26	(21.7)
Dividends Declared per Common Share	0.15	0.13	15.4	0.13	15.4	0.28	0.23	21.7
<b>Selected Ratios</b>								
NIM - FTE	3.23 %	2.86 %	12.9 %	3.12 %	3.5 %	3.04 %	3.17 %	(4.1)%
Efficiency Ratio	59.89	62.53	(4.2)	56.69	5.6	61.16	55.55	10.1
Adjusted Efficiency Ratio <sup>(2)</sup>	55.35	59.93	(7.6)	51.50	7.5	57.50	51.28	12.1
ROAA (annualized)	1.08	1.04	3.8	1.49	(27.5)	1.06	1.45	(26.9)
ROAE (annualized)	12.81	11.61	10.3	16.54	(22.6)	12.19	16.14	(24.5)
PTPP ROAA (annualized) <sup>(1)</sup>	1.49	1.29	15.5	1.55	(3.9)	1.39	1.68	(17.3)
PTPP ROAE (annualized) <sup>(1)</sup>	17.77	14.39	23.5	17.23	3.1	16.02	18.74	(14.5)
Total Nonperforming Assets to Total Assets	0.23	0.32	(28.1)	0.51	(54.9)	0.23	0.51	(54.9)
Allowance for Loan Credit Losses to Total LHFI	1.14	1.20	(5.0)	1.43	(20.3)	1.14	1.43	(20.3)
Net Charge-offs to Total Average LHFI (annualized)	0.12	0.14	(14.3)	0.20	(40.0)	0.13	0.21	(38.1)

<sup>(1)</sup> A decline of \$121.7 million in accumulated other comprehensive loss during the YTD period ended June 30, 2022, negatively impacted total stockholders' equity and tangible common equity and caused tangible book value per common share to decline by \$5.11 primarily due to the steepening of the short end of the yield curve that occurred during 2022 and its impact on our investment portfolio, however it did not impact regulatory capital.

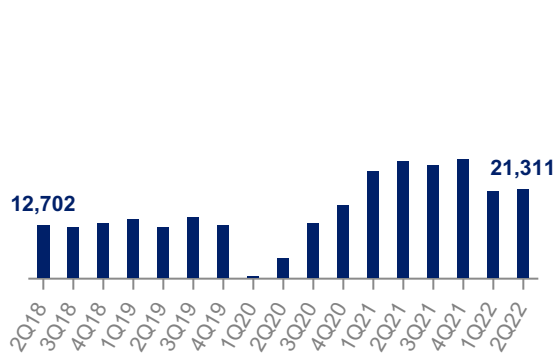
<sup>(2)</sup> As used in this presentation, tangible book value per common share, PTPP, adjusted efficiency ratio, PTPP ROAA, and PTPP ROAE are non-GAAP financial measures. For a reconciliation of these non-GAAP financial measures to their comparable GAAP measures, see slides 20-23 of this presentation.

# TRENDING KEY MEASURES

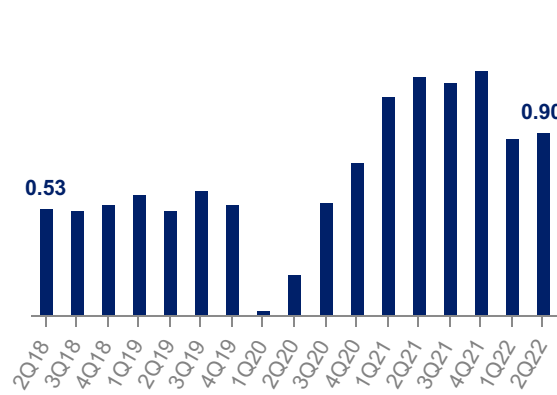
UNAUDITED

## Net Income (\$)

DOLLARS IN THOUSANDS

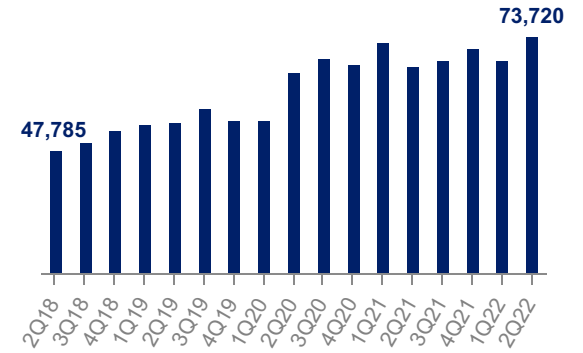


## Diluted EPS (\$)



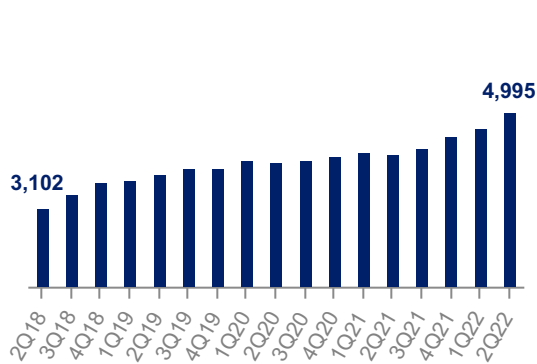
## Total Revenues (\$)

DOLLARS IN THOUSANDS



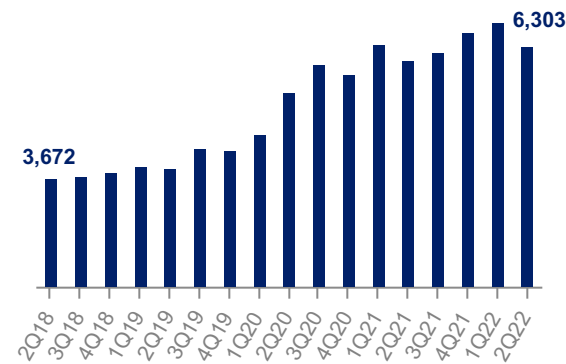
## Total LHF1 excluding PPP and MW LOC (\$)

DOLLARS IN MILLIONS



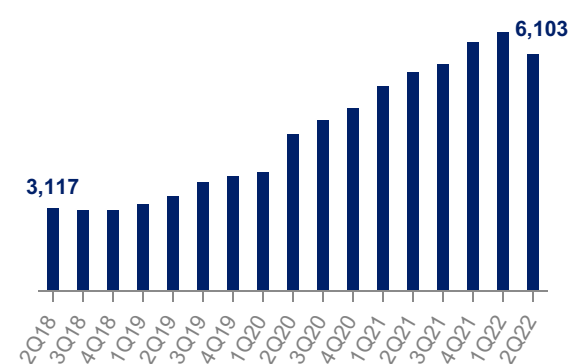
## Total Deposits (\$)

DOLLARS IN MILLIONS



## Core Deposits (\$)<sup>(1)</sup>

DOLLARS IN MILLIONS



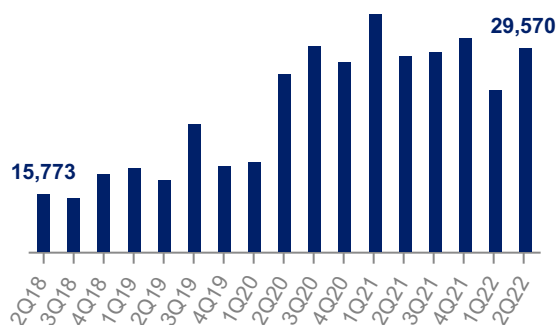
<sup>(1)</sup> As used in this presentation, core deposits is a non-GAAP financial measure. For a reconciliation of non-GAAP financial measures to their comparable GAAP measures, see slides 20-23 of this presentation.

# TRENDING KEY MEASURES CONTINUED

UNAUDITED

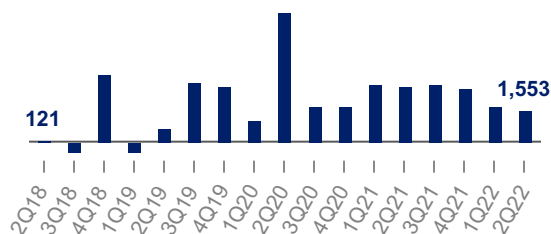
## Pre-Tax Pre-Provision Earnings (\$) <sup>(1)</sup>

DOLLARS IN THOUSANDS

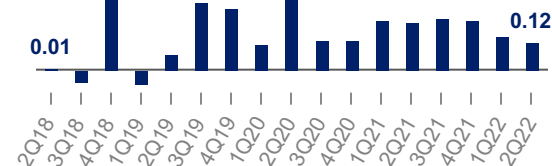


## Net Charge Offs (\$) <sup>(1)</sup>

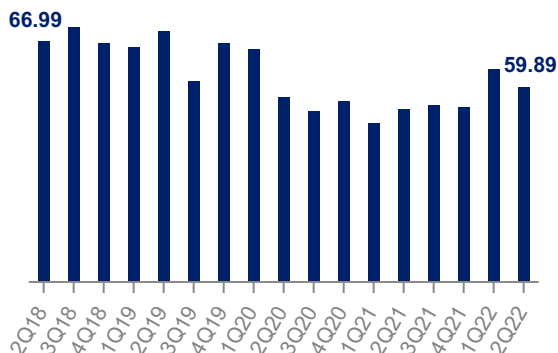
DOLLARS IN THOUSANDS



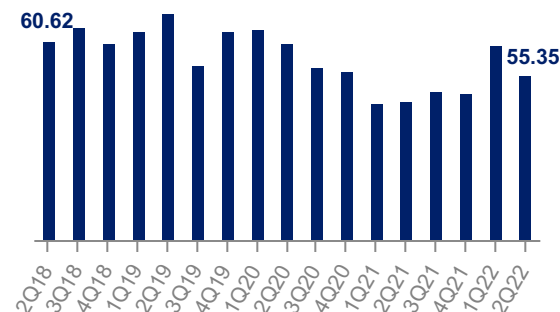
## Net Charge Offs to Total Average LHF1 (%) <sup>(2)</sup>



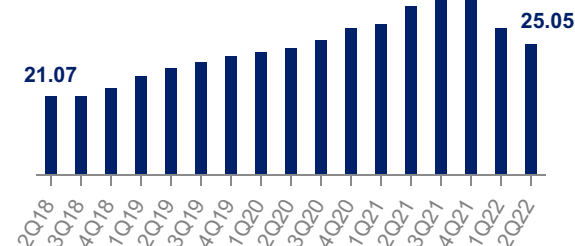
## Efficiency Ratio (%)



## Adjusted Efficiency Ratio (%) <sup>(1)</sup>



## Tangible Book Value per Common Share (\$) <sup>(1)(3)</sup>



<sup>(1)</sup> As used in this presentation, PTPP, Adjusted efficiency ratio, and tangible book value per common share are non-GAAP financial measures. For a reconciliation of these non-GAAP financial measures to their comparable GAAP measures, see slides 20-23 of this presentation.

<sup>(2)</sup> Annualized.

<sup>(3)</sup> A decline of \$121.7 million in accumulated other comprehensive loss during the YTD period ended June 30, 2022, negatively impacted total stockholders' equity and tangible common equity and caused tangible book value per common share to decline by \$5.11 primarily due to the steepening of the short end of the yield curve that occurred during 2022 and its impact on our investment portfolio, however it did not impact regulatory capital.

# TEXAS GROWTH STORY

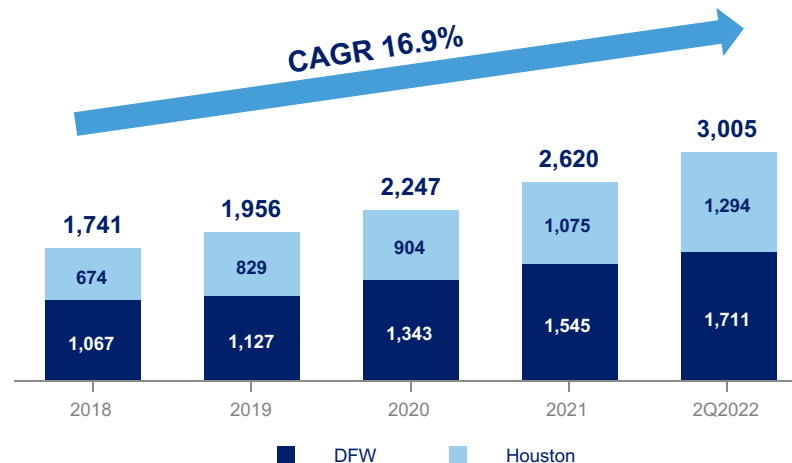
DOLLARS IN MILLIONS, UNAUDITED

## Texas Franchise Highlights

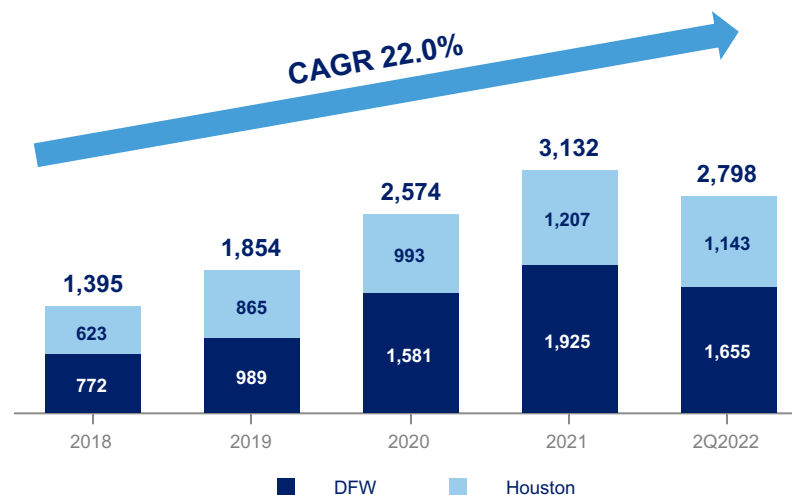
- 20 branches throughout 5 counties in the 4th and 5th largest MSAs in the United States
- Texas franchise represents 60% of LHF, excluding mortgage warehouse loans, and 44% of deposits, excluding non-market-based deposits, at June 30, 2022



## Loan Trends by Texas Market (\$) <sup>(1)</sup>



## Deposit Trends by Texas Market (\$) <sup>(2)</sup>



<sup>(1)</sup> Excludes mortgage warehouse loans and, for all periods prior to 2Q2022, PPP loans.

<sup>(2)</sup> Non-market based deposits are not included in state deposits.



# ORIGIN BANK + BTH

## — ENHANCING — OUR TEXAS FRANCHISE

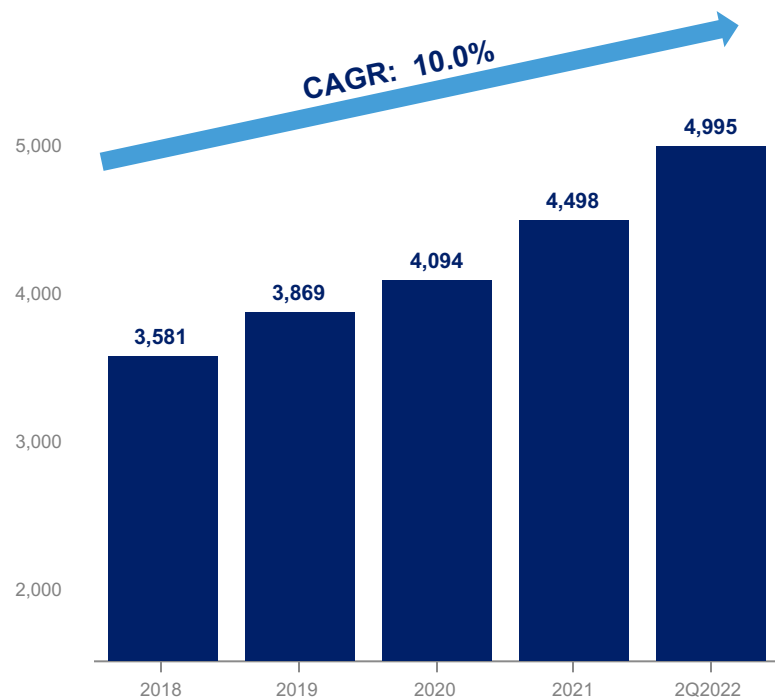
- Shared cultures and business models focused on relationship banking leading to seamless integration
- Compelling footprint expansion along I-20 corridor in East Texas with meaningful overlap in DFW
- Significant opportunity for growth in new and existing markets by building and expanding client relationships
- ~50% C&I loans, a unique TX opportunity
- Financially attractive with double digit earnings accretion and ~2.2 year TBVPS earnback
- Pro forma capital ratios remain strong, positioning OBNK for continued, robust organic growth
- All regulatory and shareholder approvals received - expected to close 3Q22



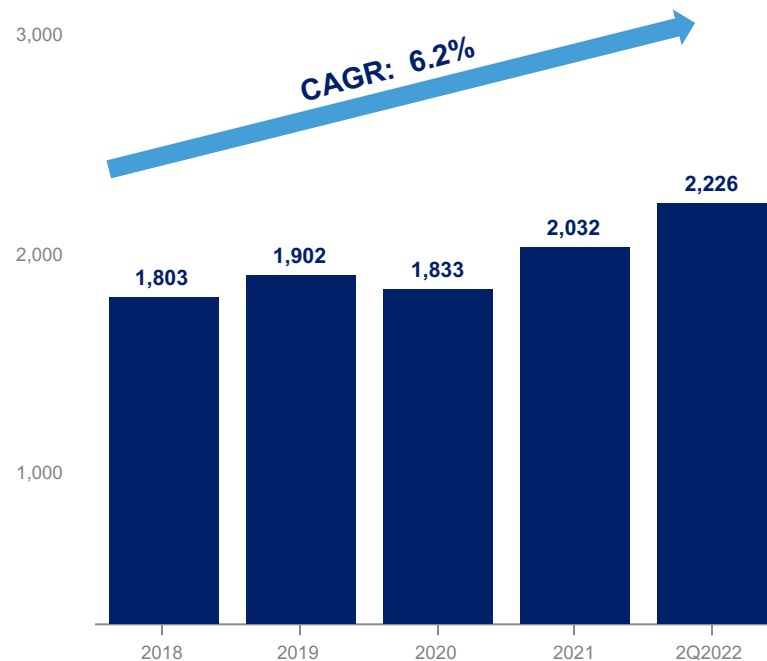
# ORGANIC LOAN GROWTH

DOLLARS IN MILLIONS, UNAUDITED

LHFI excluding MW LOC and PPP Growth (\$)



C&I (excluding PPP), Owner Occupied CRE and C&D Growth (\$)



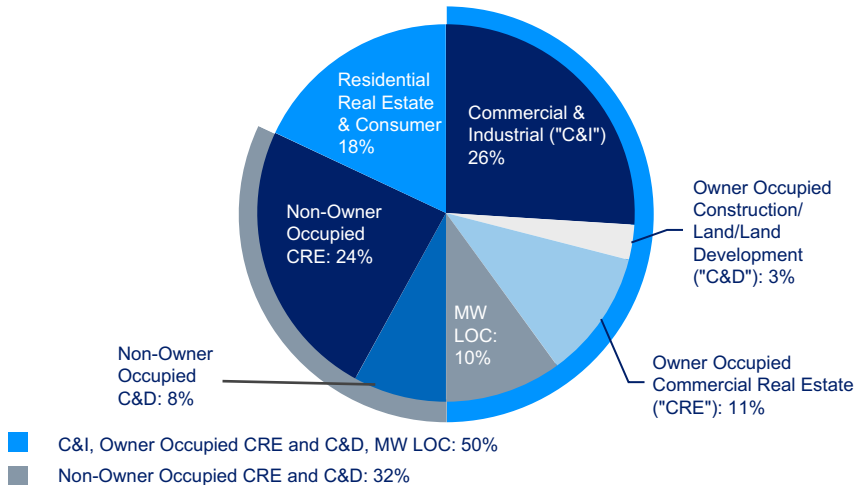
## LHFI Key Data

- LHFI, excluding PPP and mortgage warehouse lines of credit, increased 39.5% from 12/31/2018, with a CAGR of 10.0%. Total C&I, excluding PPP, owner occupied CRE and C&D, increased 23.5% from 12/31/2018, with a CAGR of 6.2%.
- Total LHFI at 6/30/2022, excluding mortgage warehouse lines of credit and PPP, were \$5.00 billion, reflecting a strong \$336.3 million, or 29.0% annualized increase, compared to the linked quarter.
- Total mortgage warehouse lines of credit were \$531.9 million, or 9.6%, of total LHFI at 6/30/2022.

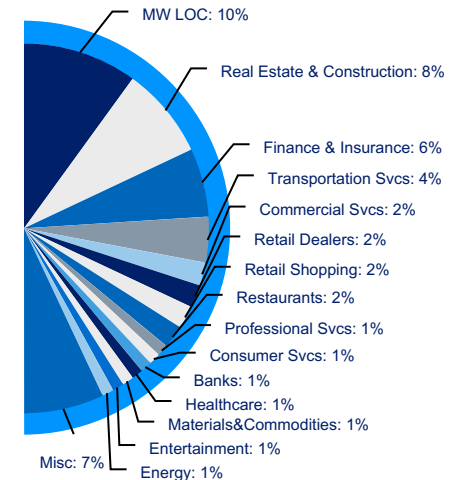
# WELL DIVERSIFIED LOAN PORTFOLIO

DOLLARS IN MILLIONS, UNAUDITED

## Loan Composition at 6/30/2022: <sup>(1)</sup> \$5,527



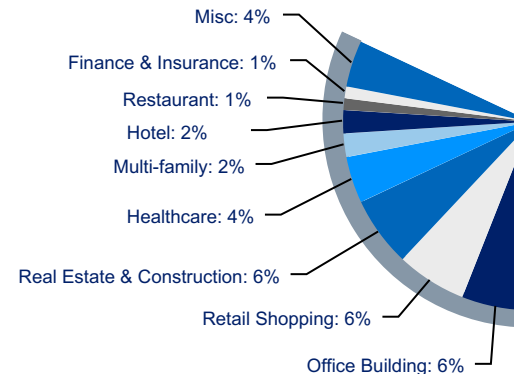
## C&I, Owner Occupied CRE and C&D, MW LOC: <sup>(1)</sup> \$2,758



## Loan Portfolio Details

(Dollars in thousands)	2Q22	1Q22	4Q21	3Q21	2Q21
C&I excl. PPP	\$1,429,338	\$1,326,443	\$1,348,474	\$1,218,246	\$1,200,881
Owner Occupied CRE	609,358	588,279	523,655	473,558	457,895
Owner Occupied C&D	187,249	179,074	160,131	151,650	122,933
MW LOC	531,888	503,249	627,078	713,339	865,255
<b>Total Commercial</b>	<b>2,757,833</b>	<b>2,597,045</b>	<b>2,659,338</b>	<b>2,556,793</b>	<b>2,646,964</b>
Non-Owner Occupied CRE	1,299,696	1,213,103	1,169,857	1,116,961	1,022,641
Non-Owner Occupied C&D	448,307	414,276	369,952	367,270	374,237
Residential Real Estate	1,005,623	922,054	909,739	913,411	966,301
Consumer Loans	15,733	15,774	16,684	15,896	16,253
PPP Loans	901	32,154	105,761	216,957	369,910
<b>Total Loans</b>	<b>\$5,528,093</b>	<b>\$5,194,406</b>	<b>\$5,231,331</b>	<b>\$5,187,288</b>	<b>\$5,396,306</b>

## Non-Owner Occupied CRE and C&D: <sup>(1)</sup> \$1,748

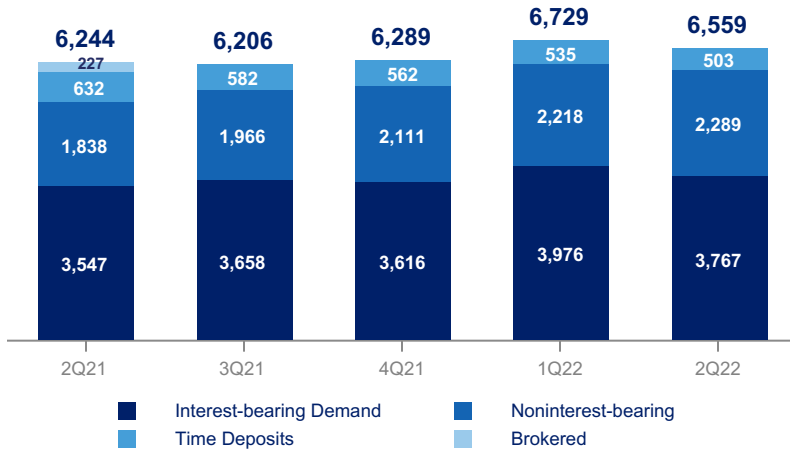


<sup>(1)</sup> Does not include loans held for sale or PPP loans.

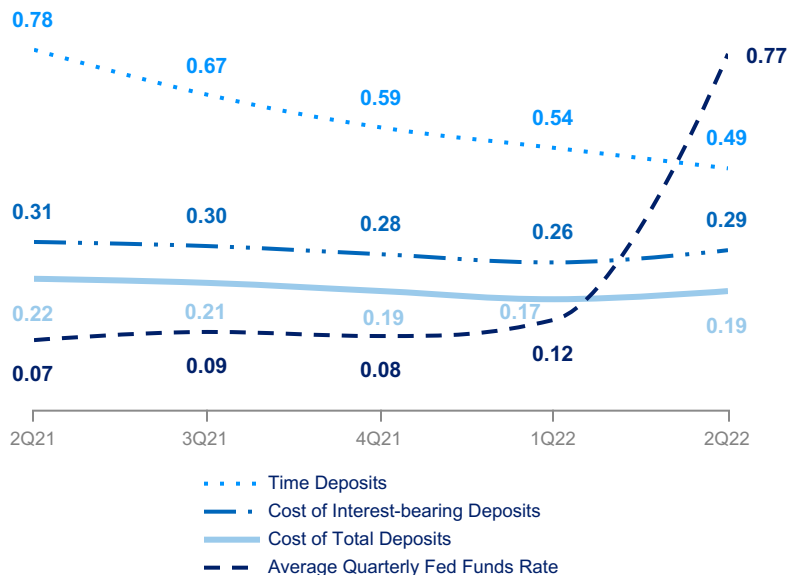
# DEPOSIT TRENDS

DOLLARS IN MILLIONS, UNAUDITED

## Average Deposits (\$)



## Deposit Cost Trends (QTD Annualized) (%)



## Time Deposit Repricing Schedule \*

Maturity	Balance (\$)	WAR (%)
3Q22	159	0.35
4Q22	114	0.37
1Q23	60	0.44
2Q23	61	0.48
3Q23+	95	0.79
<b>Total</b>	<b>489</b>	<b>0.47</b>

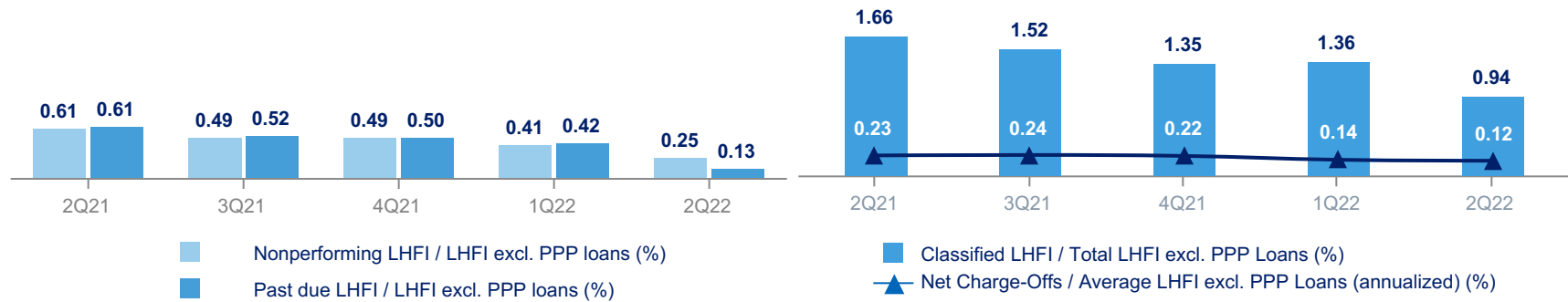
\* Projection is based upon June 30, 2022, time deposit balances.

- Average deposit rate decreased 3 basis points from 0.22% in 2Q21 to 0.19% in 2Q22. Average quarterly fed funds rate increased 69 basis points from 0.07% at 2Q21 to 0.77% at 2Q22.
- The beta of the cost of total deposits to the quarterly average fed funds rate is 3.0% 2Q22 compared to 1Q22.
- Average noninterest-bearing deposits increased \$450.9 million compared to the 2Q21 quarter and represented 34.9% of total average deposits.
- Overall cost of total deposits has declined 13.6% since 2Q21.
- There were \$150.1 million in new and renewed CD's during 2Q22 with a weighted average interest rate of 0.20%.

# CREDIT QUALITY

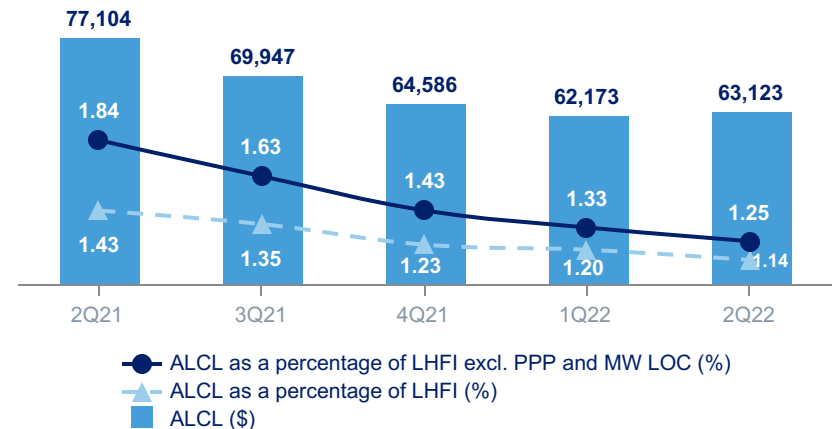
DOLLARS IN THOUSANDS, UNAUDITED

## Asset Quality Trends (%)



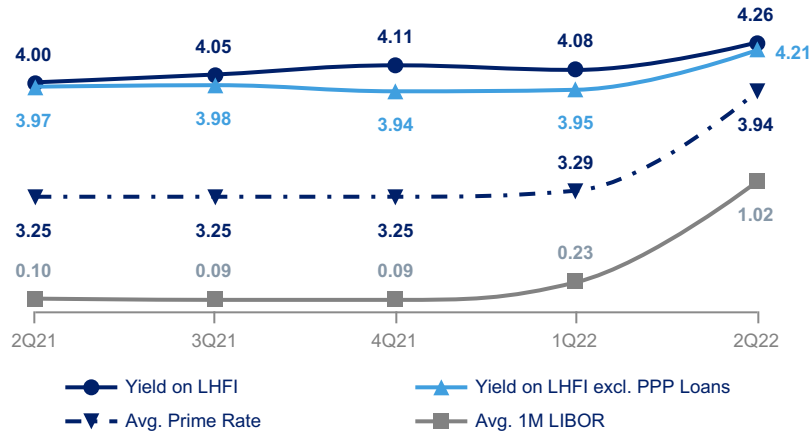
## Allowance for Loan Credit Losses ("ALCL")

- Provision for credit loss expense for 2Q22 was \$3.5 million, compared to a net benefit of \$327,000 in 1Q22, and net benefit of \$5.6 million in 2Q21. The increase in the provision expense during the current period is primarily due to growth in all portfolio segments of LHFI.
- ALCL to nonperforming LHFI is 448.16% at 2Q22, 293.53% at 1Q22, and 252.78% at 2Q21.

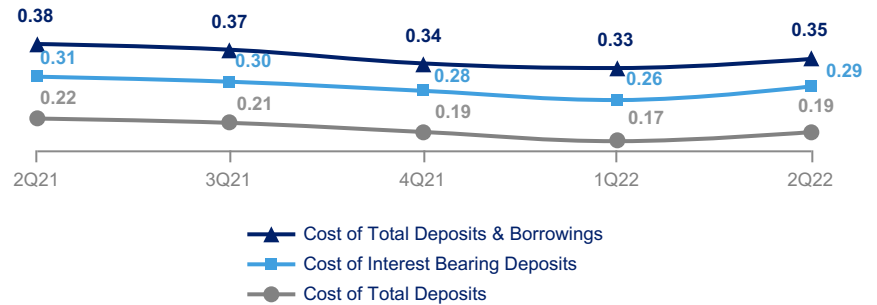


# YIELDS, COSTS AND LHFI PROFILE

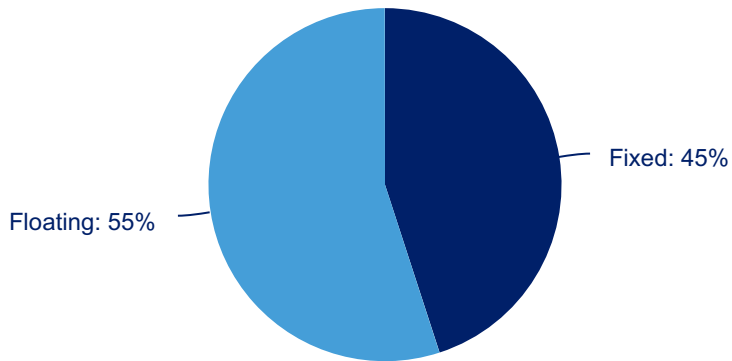
## Yield on LHFI (%)



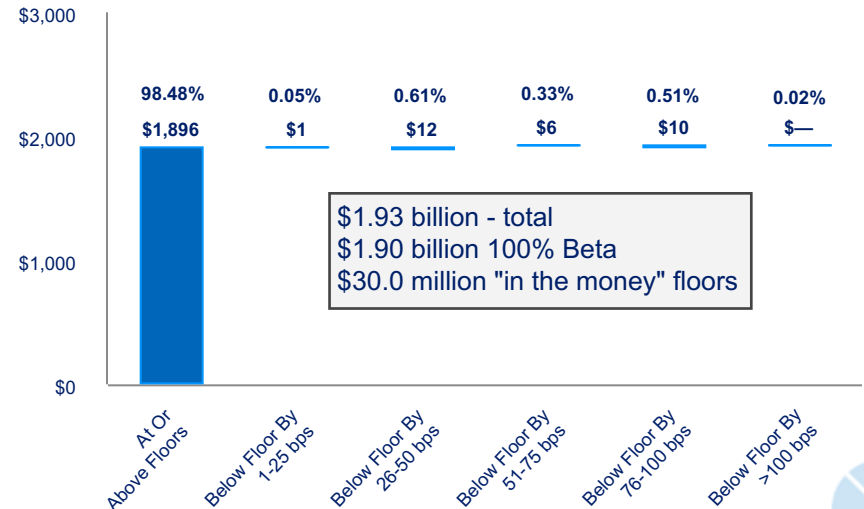
## Cost of Funds (%)



## LHFI: Fixed \ Variable (by Index) at 6/30/2022



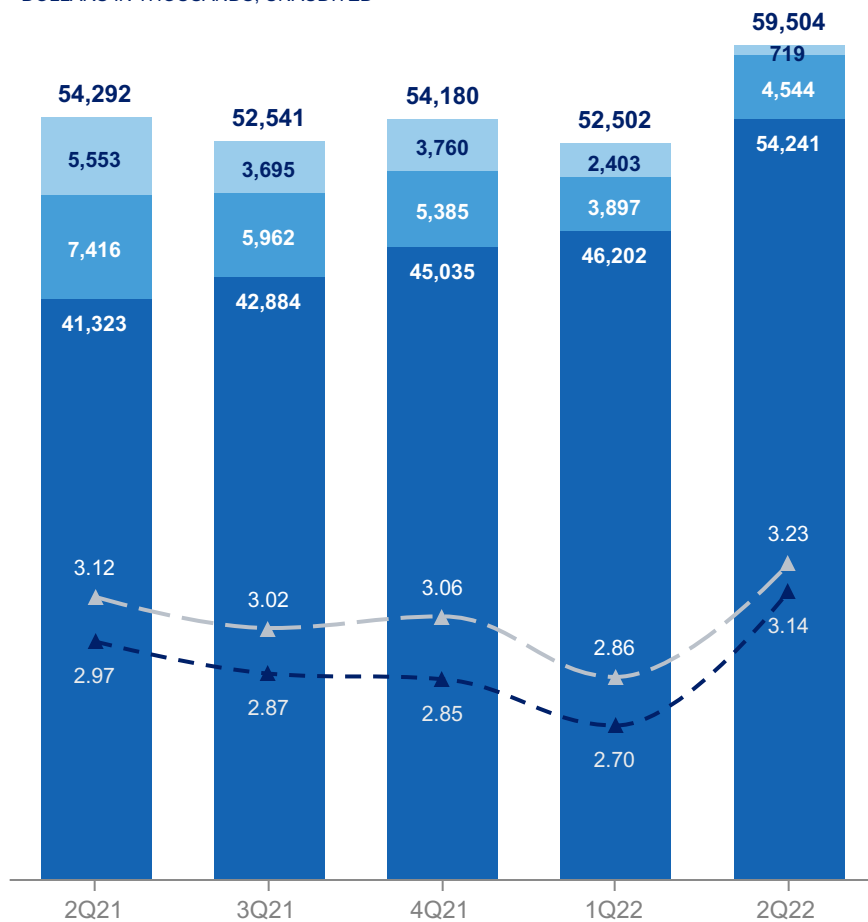
## Impact of Floors on 1M LIBOR & Prime Indexed Loans<sup>(1)</sup>



<sup>(1)</sup> Excluding Mortgage Warehouse Lines of Credit.

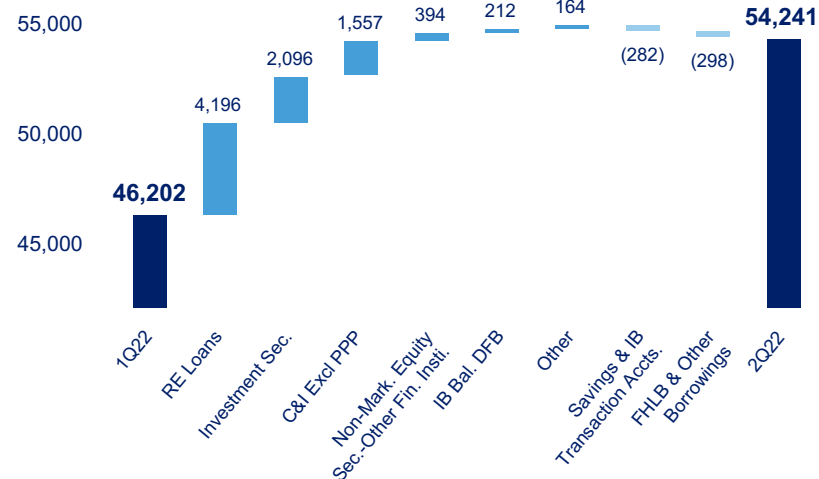
# NET INTEREST INCOME AND NIM TRENDS

DOLLARS IN THOUSANDS, UNAUDITED

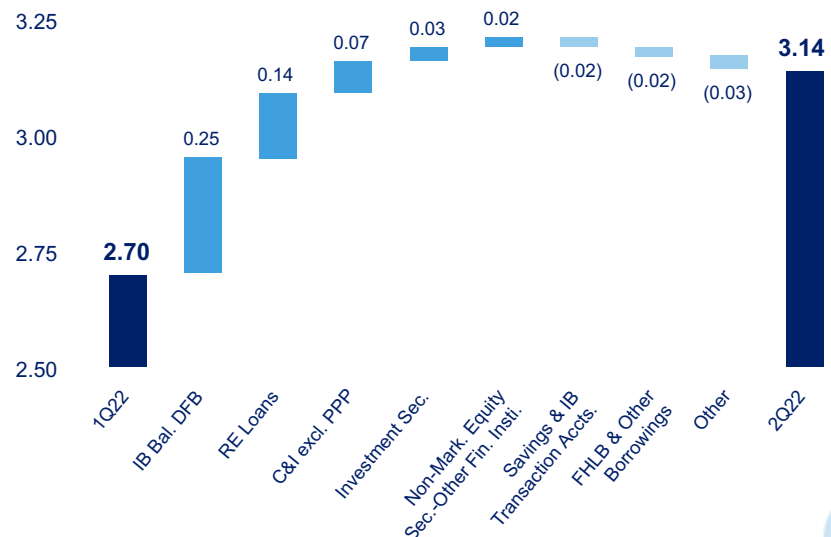


- Net Interest Income excl. PPP & MW LOC (\$)
- MW LOC Net Interest Income (\$)
- PPP Net Interest Income (\$)
- ▲ NIM (FTE) (%)
- ▲ NIM (FTE) excl. PPP & MW LOC (%)

## Net Interest Income Changes Excl. PPP and MW LOC - 2Q22 (\$)



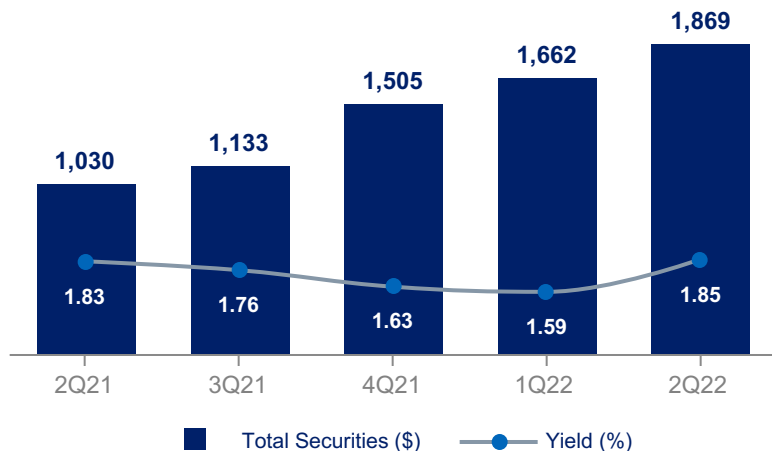
## NIM Changes Excl. PPP and MW LOC - 2Q22 (%)



# INVESTMENT SECURITIES

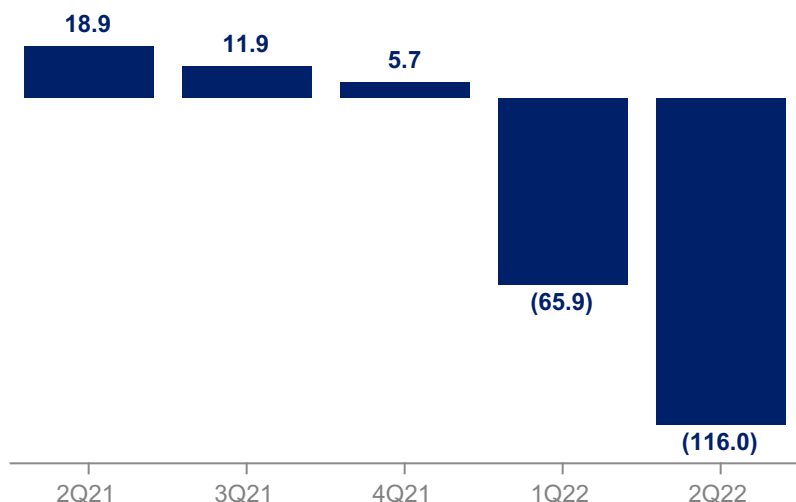
DOLLARS IN MILLIONS, UNAUDITED

## Investment Securities Average Balance and Yield



- The available for sale securities portfolio ended the 2Q22 quarter with a net unrealized loss of \$147.6 million, pre-tax, largely due to the steepening of the short end of the yield curve during the first half of the year.
- The average balance of investment securities increased \$206.6 million. Investment security purchases exceeded \$500 million during 2022, with a weighted average yield of 2.06%. The majority of these purchases were during 1Q22.
- Total portfolio weighted average effective duration was 4.39 years as of 6/30/2022.

## Accumulated Other Comprehensive (Loss) Income<sup>(1)</sup> (\$)



## Available for Sale Securities

Sector	Fair Value	%	Market Price	WAL	Effective Duration
Treasury/ Agency	\$ 257.0	14.2 %	96.52	2.81	2.66
MBS	759.9	42.2	94.39	5.32	4.28
CMO	229.6	12.7	93.96	5.88	4.12
Municipal	401.9	22.3	94.96	9.18	6.69
Corporate/ Other	156.0	8.6	94.72	5.70	3.20
<b>Total</b>	<b>\$ 1,804.4</b>	<b>100 %</b>	94.82	6.00	4.39

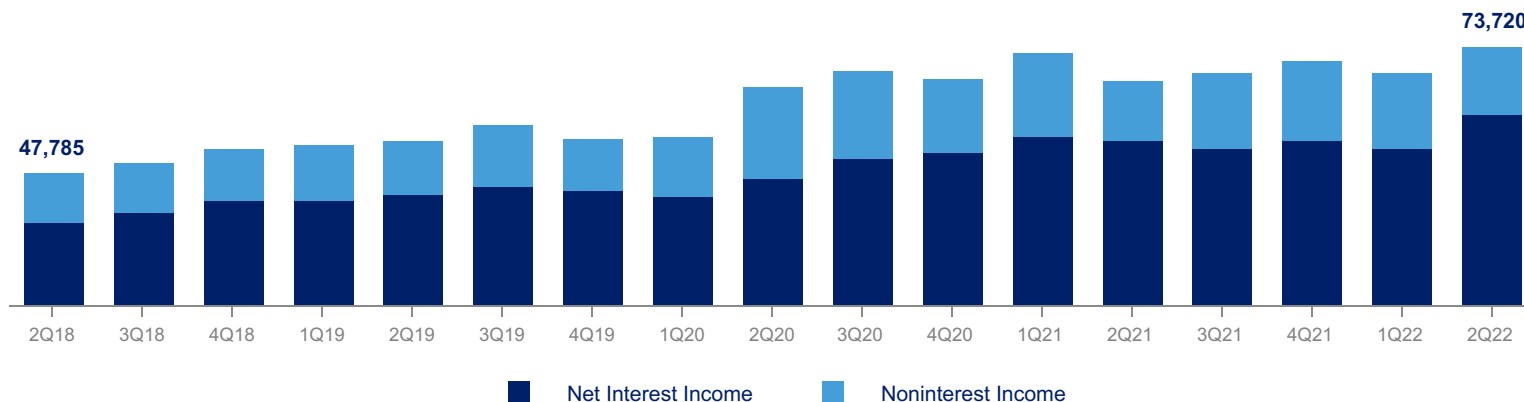
<sup>(1)</sup> The accumulated other comprehensive (loss) income primarily represents the unrealized loss, net of tax benefit, of available for sale securities and is a component of equity.



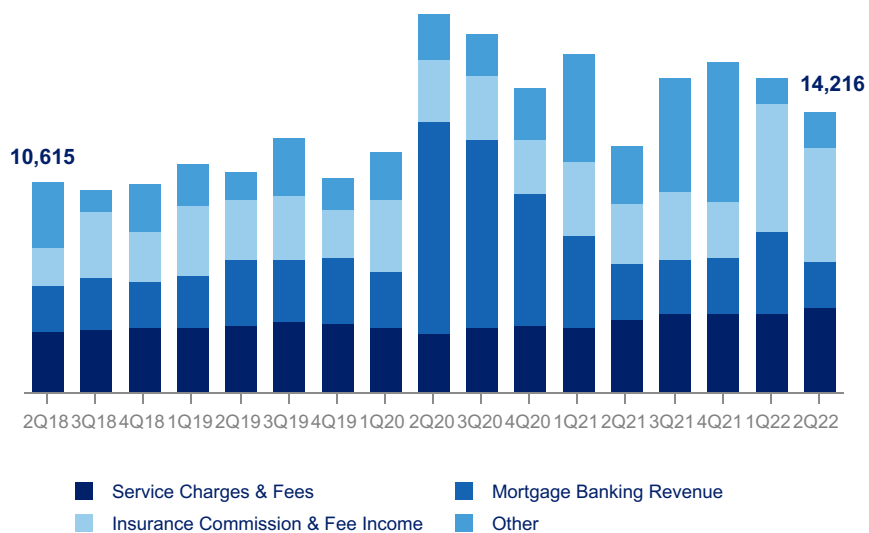
# NET REVENUE DISTRIBUTION

DOLLARS IN THOUSANDS, UNAUDITED

## Net Interest Income + Noninterest Income (\$)



## Noninterest Income (\$)



## Components of Other Noninterest Income

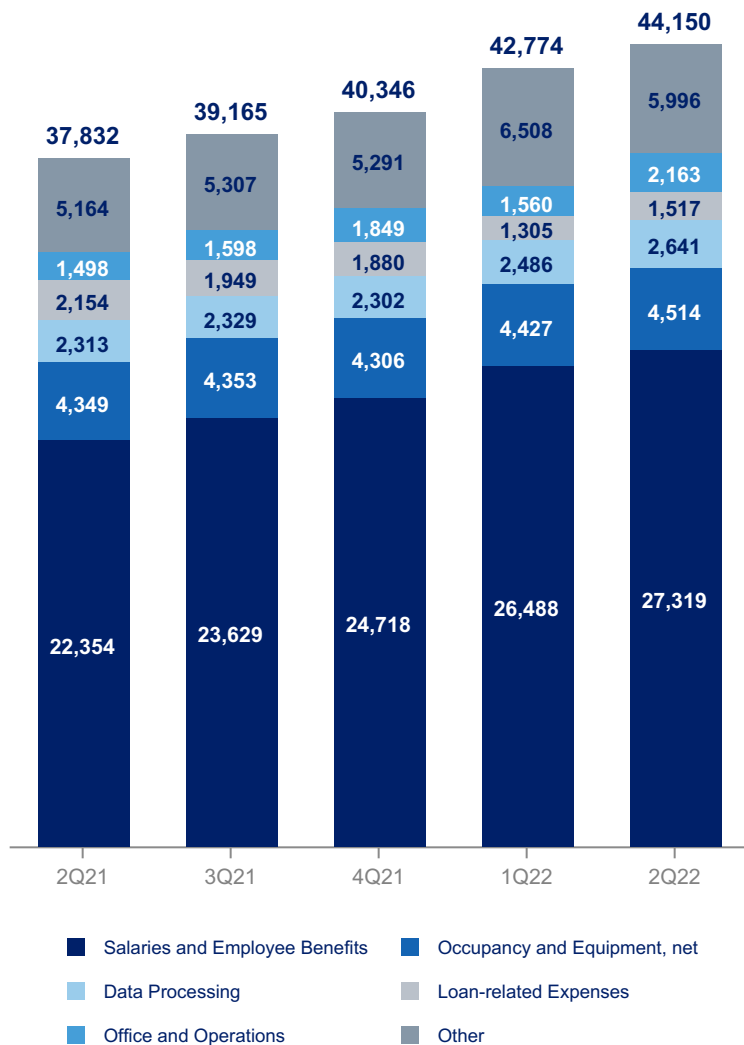
	2Q22	1Q22	4Q21	3Q21	2Q21
Gain on Fair Value of Lincoln Agency	\$ —	\$ —	\$ 5,200	\$ —	\$ —
BTH Merger Transaction Expenses	807	571	—	—	—
Limited Partnership Investment Income	282	(363)	50	3,078	801
Swap Fee Income (loss) <sup>(1)</sup>	1	139	(285)	727	24
Valuation Income	1	(151)	11	(145)	125
Gain on Sale of Securities	—	—	75	—	5
Other	804	1,160	1,973	2,111	1,929
<b>Total</b>	<b>\$ 1,895</b>	<b>\$ 1,356</b>	<b>\$ 7,024</b>	<b>\$ 5,771</b>	<b>\$ 2,884</b>

<sup>(1)</sup> To benefit future income, the Company elected to unwind a one-way swap during the quarter ended December 31, 2021, and paid an early termination fee of \$296,000.

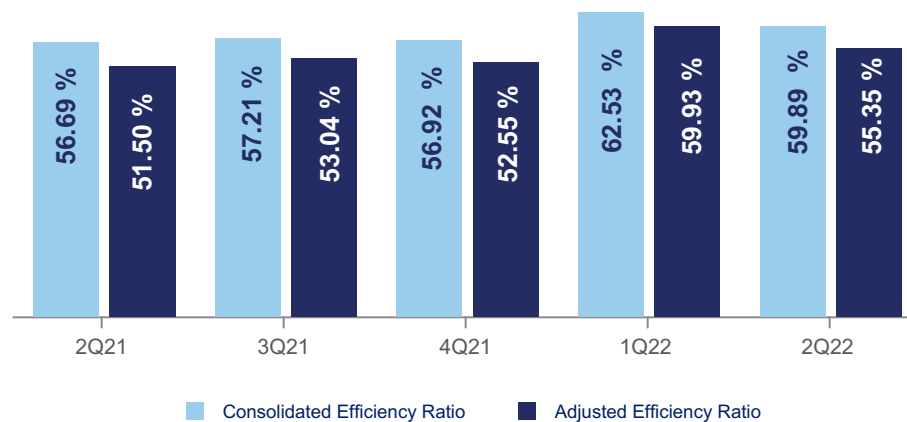
# NONINTEREST EXPENSE ANALYSIS

DOLLARS IN THOUSANDS, UNAUDITED

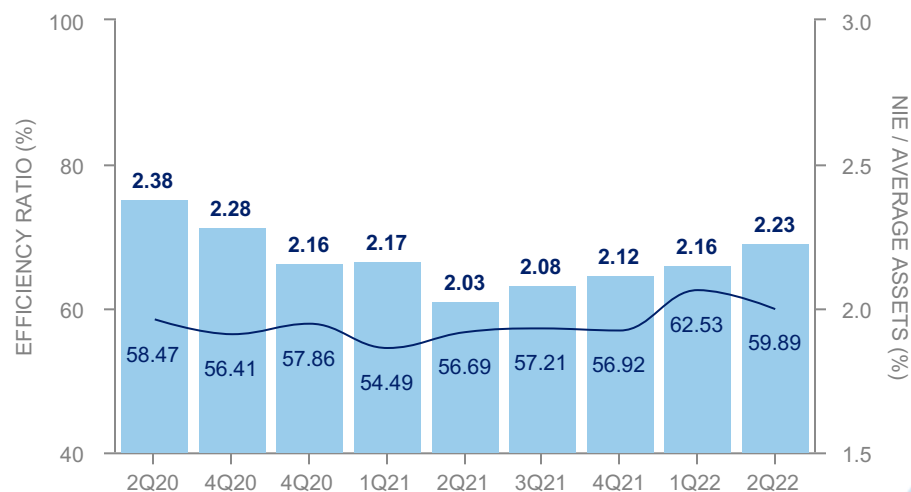
## Noninterest Expense Composition (\$)



## Efficiency Ratios (%) <sup>(1)</sup>



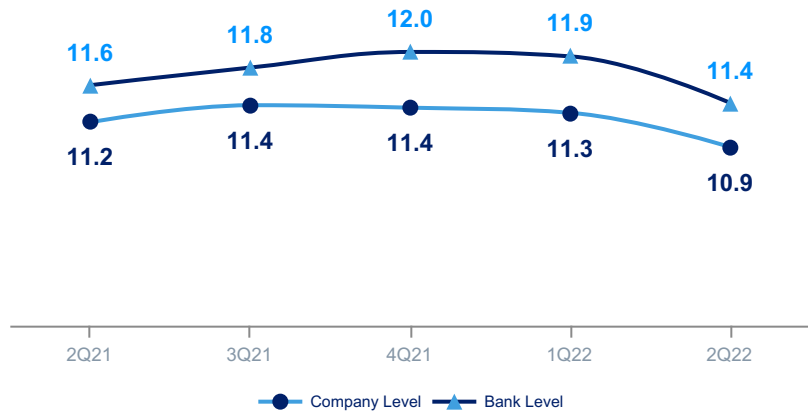
## Operating Leverage (%)



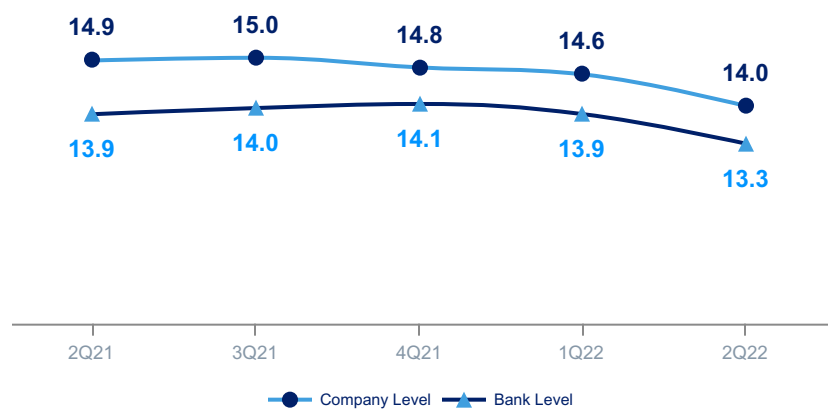
<sup>(1)</sup> As used in this presentation, adjusted efficiency ratio is a non-GAAP financial measure. For a reconciliation of non-GAAP financial measures to their comparable GAAP measures, see slides 20-23 of this presentation.

# CAPITAL

Tier 1 Capital to Risk-Weighted Assets (%)<sup>(1)</sup>



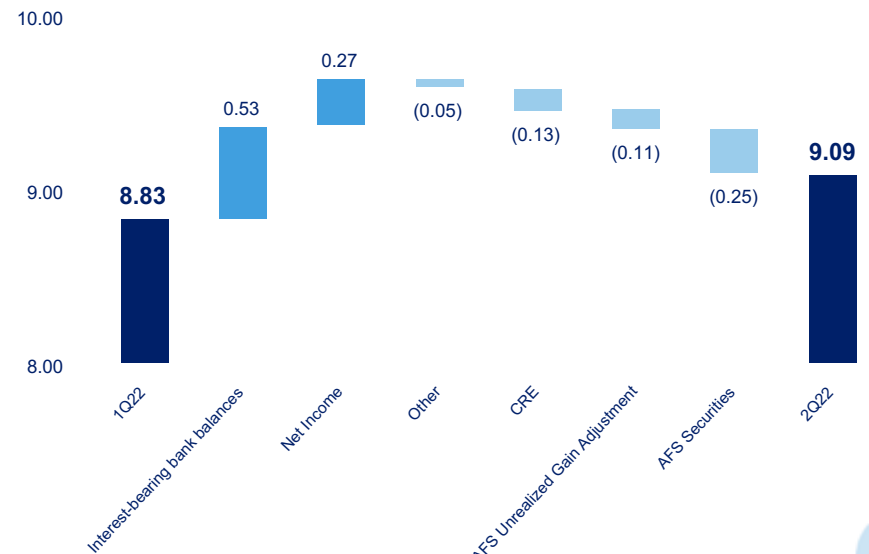
Total Capital to Risk-Weighted Assets (%)<sup>(1)</sup>



Tier 1 Capital to Average Assets (Leverage Ratio) (%)<sup>(1)</sup>



Tier 1 Capital to Average Assets (Leverage Ratio) Changes - 1Q22 (%)<sup>(1)</sup>



<sup>(1)</sup> June 30, 2022, ratios are estimated.

# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

DOLLARS IN THOUSANDS, UNAUDITED

## Calculation of Core Deposits:

	2Q22	1Q22	4Q21	3Q21	2Q21	1Q21	4Q20	3Q20	2Q20
Total Deposits	\$ 6,303,158	\$ 6,767,179	\$ 6,570,693	\$ 6,158,768	\$ 6,028,352	\$ 6,346,194	\$ 5,751,315	\$ 5,935,925	\$ 5,372,222
Less: Brokered Deposits	—	—	—	—	—	571,673	431,180	835,902	490,881
Less: Time Deposits > \$250K	200,469	213,861	222,656	245,312	264,566	276,629	271,272	275,112	311,256
<b>Core Deposits</b>	<b>\$ 6,102,689</b>	<b>\$ 6,553,318</b>	<b>\$ 6,348,037</b>	<b>\$ 5,913,456</b>	<b>\$ 5,763,786</b>	<b>\$ 5,497,892</b>	<b>\$ 5,048,863</b>	<b>\$ 4,824,911</b>	<b>\$ 4,570,085</b>

	1Q20	4Q19	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18
Total Deposits	\$ 4,556,246	\$ 4,228,612	\$ 4,284,317	\$ 3,855,012	\$ 3,898,248	\$ 3,783,138	\$ 3,727,158	\$ 3,672,097
Less: Brokered Deposits	435,138	152,556	330,370	139,181	327,693	332,341	278,784	239,818
Less: Time Deposits > \$250K	309,918	319,055	341,728	349,262	356,298	364,080	343,082	315,741
<b>Core Deposits</b>	<b>\$ 3,811,190</b>	<b>\$ 3,757,001</b>	<b>\$ 3,612,219</b>	<b>\$ 3,366,569</b>	<b>\$ 3,214,257</b>	<b>\$ 3,086,717</b>	<b>\$ 3,105,292</b>	<b>\$ 3,116,538</b>

## Calculation of PTPP Earnings:

	2Q22	1Q22	4Q21	3Q21	2Q21	1Q21	4Q20	3Q20	2Q20
<b>Net Income</b>	<b>\$ 21,311</b>	<b>\$ 20,683</b>	<b>\$ 28,322</b>	<b>\$ 26,978</b>	<b>\$ 27,733</b>	<b>\$ 25,513</b>	<b>\$ 17,552</b>	<b>\$ 13,095</b>	<b>\$ 4,957</b>
Plus: Provision for Credit Losses	3,452	(327)	(2,647)	(3,921)	(5,609)	1,412	6,333	13,633	21,403
Plus: Income Tax Expense	4,807	5,278	4,860	6,242	6,774	6,009	4,431	3,206	786
<b>PTPP Earnings</b>	<b>\$ 29,570</b>	<b>\$ 25,634</b>	<b>\$ 30,535</b>	<b>\$ 29,299</b>	<b>\$ 28,898</b>	<b>\$ 32,934</b>	<b>\$ 28,316</b>	<b>\$ 29,934</b>	<b>\$ 27,146</b>

	1Q20	4Q19	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18
<b>Net Income</b>	<b>\$ 753</b>	<b>\$ 12,827</b>	<b>\$ 14,617</b>	<b>\$ 12,283</b>	<b>\$ 14,155</b>	<b>\$ 13,178</b>	<b>\$ 12,318</b>	<b>\$ 12,702</b>
Plus: Provision for Credit Losses	18,531	2,377	4,201	1,985	1,005	1,723	504	311
Plus: Income Tax Expense	(427)	3,175	3,620	2,782	3,089	2,725	2,568	2,760
<b>PTPP Earnings</b>	<b>\$ 18,857</b>	<b>\$ 18,379</b>	<b>\$ 22,438</b>	<b>\$ 17,050</b>	<b>\$ 18,249</b>	<b>\$ 17,626</b>	<b>\$ 15,390</b>	<b>\$ 15,773</b>

# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

DOLLARS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS, UNAUDITED

## Calculation of Tangible Book Value per Common Share<sup>(1)</sup>:

	2Q22	1Q22	4Q21	3Q21	2Q21	1Q21	4Q20	3Q20	2Q20
Total Common Stockholders' Equity	\$ 646,373	\$ 676,865	\$ 730,211	\$ 705,667	\$ 688,235	\$ 656,355	\$ 647,150	\$ 627,637	\$ 614,781
Less: Goodwill and Other Intangible Assets, net	50,053	50,578	51,330	29,830	30,024	30,246	30,480	30,717	30,953
Tangible Common Equity	\$ 596,320	\$ 626,287	\$ 678,881	\$ 675,837	\$ 658,211	\$ 626,109	\$ 616,670	\$ 596,920	\$ 583,828
Divided by Common Shares Outstanding at Period End	23,807,677	23,748,748	23,746,502	23,496,058	23,502,215	23,488,884	23,506,312	23,506,586	23,501,233
<b>Tangible Book Value per Common Share</b>	<b>\$ 25.05</b>	<b>\$ 26.37</b>	<b>\$ 28.59</b>	<b>\$ 28.76</b>	<b>\$ 28.01</b>	<b>\$ 26.66</b>	<b>\$ 26.23</b>	<b>\$ 25.39</b>	<b>\$ 24.84</b>

	1Q20	4Q19	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18
Total Common Stockholders' Equity	\$ 606,631	\$ 599,362	\$ 588,363	\$ 584,293	\$ 568,122	\$ 549,779	\$ 531,919	\$ 519,356
Less: Goodwill and Other Intangible Assets, net	31,241	31,540	31,842	32,144	32,497	32,861	33,228	24,113
Tangible Common Equity	\$ 575,390	\$ 567,822	\$ 556,521	\$ 552,149	\$ 535,625	\$ 516,918	\$ 498,691	\$ 495,243
Divided by Common Shares Outstanding at Period End	23,475,948	23,480,945	23,481,781	23,774,238	23,745,985	23,726,559	23,621,235	23,504,063
<b>Tangible Book Value per Common Share</b>	<b>\$ 24.51</b>	<b>\$ 24.18</b>	<b>\$ 23.70</b>	<b>\$ 23.22</b>	<b>\$ 22.56</b>	<b>\$ 21.79</b>	<b>\$ 21.11</b>	<b>\$ 21.07</b>

## Calculation of Adjusted Efficiency Ratio:

	2Q22	1Q22	4Q21	3Q21	2Q21	1Q21	4Q20	3Q20	2Q20
Net Interest Income	\$ 59,504	\$ 52,502	\$ 54,180	\$ 52,541	\$ 54,292	\$ 55,239	\$ 51,819	\$ 50,617	\$ 46,290
Less: Insurance and Mortgage Net Interest Income	1,082	875	946	1,048	979	1,003	1,236	1,125	1,204
Total Noninterest Income	14,216	15,906	16,701	15,923	12,438	17,131	15,381	18,051	19,076
Less: Insurance and Mortgage Noninterest Income	8,047	10,552	5,683	6,179	5,815	8,348	9,326	12,741	13,826
<b>Adjusted Total Revenue</b>	<b>64,591</b>	<b>56,981</b>	<b>64,252</b>	<b>61,237</b>	<b>59,936</b>	<b>63,019</b>	<b>56,638</b>	<b>54,802</b>	<b>50,336</b>
Total Noninterest Expense	44,150	42,774	40,346	39,165	37,832	39,436	38,884	38,734	38,220
Less: Insurance and Mortgage Noninterest Expense	8,397	8,626	6,580	6,688	6,964	7,252	7,195	7,746	7,944
<b>Adjusted Total Noninterest Expense</b>	<b>35,753</b>	<b>34,148</b>	<b>33,766</b>	<b>32,477</b>	<b>30,868</b>	<b>32,184</b>	<b>31,689</b>	<b>30,988</b>	<b>30,276</b>
<b>Adjusted Efficiency Ratio</b>	<b>55.35 %</b>	<b>59.93 %</b>	<b>52.55 %</b>	<b>53.03 %</b>	<b>51.50 %</b>	<b>51.07 %</b>	<b>55.95 %</b>	<b>56.55 %</b>	<b>60.15 %</b>

	1Q20	4Q19	3Q19	2Q19	1Q19	4Q18	3Q18	2Q18
<b>Net Interest Income</b>	<b>\$ 42,810</b>	<b>\$ 44,095</b>	<b>\$ 44,622</b>	<b>\$ 42,969</b>	<b>\$ 42,026</b>	<b>\$ 42,061</b>	<b>\$ 39,497</b>	<b>\$ 37,170</b>
Less: Insurance and Mortgage Net Interest Income	872	735	776	457	346	409	359	189
Total Noninterest Income	12,144	10,818	12,880	11,176	11,604	10,588	10,237	10,615
Less: Insurance and Mortgage Noninterest Income	6,456	5,787	6,295	6,288	6,116	4,769	5,927	4,143
<b>Adjusted Total Revenue</b>	<b>47,626</b>	<b>48,391</b>	<b>50,431</b>	<b>47,400</b>	<b>47,168</b>	<b>47,471</b>	<b>43,448</b>	<b>43,453</b>
Total Noninterest Expense	36,097	36,534	35,064	37,095	35,381	35,023	34,344	32,012
Less: Insurance and Mortgage Noninterest Expense	6,463	6,432	6,435	6,343	6,096	6,429	7,055	5,670
<b>Adjusted Total Noninterest Expense</b>	<b>29,634</b>	<b>30,102</b>	<b>28,629</b>	<b>30,752</b>	<b>29,285</b>	<b>28,594</b>	<b>27,289</b>	<b>26,342</b>
<b>Adjusted Efficiency Ratio</b>	<b>62.22 %</b>	<b>62.21 %</b>	<b>56.77 %</b>	<b>64.88 %</b>	<b>62.09 %</b>	<b>60.23 %</b>	<b>62.81 %</b>	<b>60.62 %</b>

<sup>(1)</sup> A decline of \$121.7 million in accumulated other comprehensive loss during the YTD period ended June 30, 2022, negatively impacted total stockholders' equity and tangible common equity and caused tangible book value per common share to decline by \$5.11 primarily due to the steepening of the short end of the yield curve that occurred during 2022 and its impact on our investment portfolio, however it did not impact regulatory capital.

# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

DOLLARS IN THOUSANDS, UNAUDITED

	2Q22		1Q22		2Q21	
<b>Calculation of PTPP Earnings:</b>						
<b>Net Income</b>	\$	21,311	\$	20,683	\$	27,733
Plus: Provision for Credit Losses		3,452		(327)		(5,609)
Plus: Income Tax Expense		4,807		5,278		6,774
<b>PTPP Earnings</b>	<u>\$</u>	<u>29,570</u>	<u>\$</u>	<u>25,634</u>	<u>\$</u>	<u>28,898</u>
<b>Calculation of PTPP ROAA and PTPP ROAE:</b>						
<b>PTPP Earnings</b>	\$	29,570	\$	25,634	\$	28,898
Divided by Number of Days in the Quarter		91		90		91
Multiplied by the Number of Days in the Year		365		365		365
<b>Annualized PTPP Earnings</b>	<u>\$</u>	<u>118,605</u>	<u>\$</u>	<u>103,960</u>	<u>\$</u>	<u>115,910</u>
Divided by Total Average Assets	\$	7,944,720	\$	8,045,246	\$	7,474,951
<b>PTPP ROAA (Annualized)</b>		1.49 %		1.29 %		1.55 %
Divided by Total Average Stockholder's Equity	\$	667,323	\$	722,504	\$	672,698
<b>PTPP ROAE (Annualized)</b>		17.77 %		14.39 %		17.23 %

# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

DOLLARS IN THOUSANDS, UNAUDITED

	Six Months Ended	
	June 30, 2022	June 30, 2021
<b>Calculation of PTPP Earnings:</b>		
<b>Net Income</b>	\$ 41,994	\$ 53,246
Plus: Provision for Credit Losses	3,125	(4,197)
Plus: Income Tax Expense	10,085	12,783
<b>PTPP Earnings</b>	<u>\$ 55,204</u>	<u>\$ 61,832</u>
<b>Calculation of PTPP ROAA and PTPP ROAE:</b>		
<b>PTPP Earnings</b>	\$ 55,204	\$ 61,832
Divided by Number of Days in the Quarter	181	181
Multiplied by the Number of Days in the Year	365	365
<b>Annualized PTPP Earnings</b>	\$ 111,323	\$ 124,689
Divided by Total Average Assets	\$ 7,994,705	\$ 7,428,978
<b>PTPP ROAA</b>	1.39 %	1.68 %
Divided by Total Average Stockholder's Equity	\$ 694,761	\$ 665,322
<b>PTPP ROAE</b>	16.02 %	18.74 %
<b>Calculation of Adjusted Efficiency Ratio:</b>		
<b>Net Interest Income</b>	\$ 112,006	\$ 109,531
Less: Insurance and Mortgage Net Interest Income	1,957	1,982
<b>Noninterest Income</b>	30,122	29,569
Less: Insurance and Mortgage Noninterest Income	18,599	14,163
<b>Adjusted Total Revenue</b>	<u>\$ 121,572</u>	<u>\$ 122,955</u>
<b>Total Noninterest Expense</b>	\$ 86,924	\$ 77,268
Less: Insurance and Mortgage Noninterest Expense	17,023	14,216
<b>Adjusted Total Expense</b>	<u>\$ 69,901</u>	<u>\$ 63,052</u>
<b>GAAP Efficiency Ratio</b>	61.16 %	55.55 %
<b>Adjusted Efficiency Ratio</b>	57.50	51.28