

Origin Bancorp, Inc. First Quarter 2026 Earnings Call - Transcript

Moderator

Good morning and welcome to the Origin Bancorp, Inc. First Quarter Earnings Conference Call. My name is Gen, and I will be your coordinator. The format of the call includes prepared remarks from the company, followed by a question-and-answer session. All attendees will be in listen-only mode until the Q&A portion of the call. Please note this event is being recorded.

I would now like to turn the call over to Chris Reigelman, Director of Investor Relations. Please go ahead.

Chris Reigelman (Origin Bancorp, Inc.)

Good morning and thank you for joining us today. We issued our earnings press release

yesterday afternoon, a copy of which is available on our website, along with a slide presentation that we will refer to during this call.

Please refer to page 2 of our slide presentation, which includes our safe harbor statements regarding forward looking statements and use of non-GAAP financial measures. For those joining by phone, please note the slide presentation is available on our website at ir.origin.bank. Please also note that our safe harbor statements are available on page 6 of our earnings release filed with the SEC yesterday.

All comments made during today's call are subject to the safe harbor statements in our slide presentation and earnings release.

I'm joined this morning by Origin Bancorp's Chairman, President & CEO, Drake Mills; President and CEO of Origin Bank, Lance Hall; our Chief Financial Officer, Wally Wallace; Chief Risk Officer, Jim Crotwell; our Chief Accounting Officer, Steve Brolly; and our Chief Credit and Banking Officer, Preston Moore. After the presentation, we will be happy to address any questions you may have.

Drake, the call is yours.

Drake Mills (Origin Bancorp, Inc.)

Thanks, Chris, and thanks for being with us this morning.

While I'm pleased with our results this quarter, I'm even more encouraged by the momentum we're building as we focus on developing a high-performing organization through Optimize Origin. Our ROA the past two quarters highlights the level of focus we have in strategically improving performance for all of our stakeholders. In Q1, our ROA was 1.11%, and we are well on pace to achieve our target run-rate by year end.

The momentum we spoke about last quarter has only accelerated as we've started the

new year. We saw very positive loan and deposit growth for the quarter, which has been disciplined and strategic. I remain encouraged with what I'm seeing and hearing throughout our markets. The growth we saw in Texas and in the Southeast is a reflection of both the strength within those dynamic markets and the generational dislocation that is occurring. This dislocation is creating valuable opportunities to add new relationships, expand on existing ones, and add new bankers to our already-impressive team.

Lance will provide more detail on this, but we are receiving calls from bankers within our current markets as well as in new markets who have an interest in joining our team. The volume of activity being created by disruption is even greater than we anticipated. The momentum is strong at Origin, and it's based on our award-winning culture and our drive for elite financial performance through Optimize Origin.

Again, I'm proud of our results this quarter and I'm optimistic about what I know we can accomplish. Now, I'll turn it over to Lance and the team.

Lance Hall (Origin Bancorp, Inc.)

Thanks, Drake, and good morning.

It is an exciting time for Origin. Across our company, Optimize Origin has clearly become the operating system driving more consistent, higher quality performance. We are seeing Optimize translate into stronger execution, disciplined growth, and increased operating leverage.

In Q1, we delivered strong loan and deposit growth. Loans held for investment, excluding mortgage warehouse, increased \$200M or 2.8% quarter over quarter. Total deposits, adjusting for deposits sold at the end of 2025, grew \$234M or 2.8%. As expected, this production is being driven out of our Houston, DFW, and the Southeast markets. This growth reflects disciplined execution, not opportunistic volume. We remain fully focused on full relationship profitability, balancing loan growth with core deposit generation, pricing discipline, and long-term client value. This consistency is

critical as we continue to build a more durable and high-performing balance sheet.

As Drake mentioned, the interest we are receiving from high-quality bankers who desire stability, opportunity, and a vision for the future has been exceptional. Since the beginning of this year, we have added 15 bankers to our production teams. While our loan growth in the first quarter was strong, it doesn't capture what our new bankers will add throughout the remainder of the year. I'm confident that we will continue to strategically enhance our teams across our footprint during this time of disruption. Our footprint, geographic model, and talented bankers create an environment where I feel confident we will capture our desired growth without needing to take any unreasonable credit or interest rate risk. We have the luxury of not needing to stretch or deviate from our standards or credit culture in any way.

At the same time, we are continuing to invest in the capabilities that will define our next phase of performance. During the first quarter, we hired Brad Waldhoff as Chief Technology and Innovation Officer. Brad has more than 20 years of success leading digital innovation for high-growth companies. He is already partnering with our teams across the organization to align technology, data, and AI more directly with business outcomes. This focus on enterprise architecture and innovation strategy is directly connected to driving measurable improvements in productivity, decision speed and quality, and enhanced client experiences. Over time, we expect this alignment to enhance our ability to scale effectively, strengthen revenue and risk management, and drive better overall returns.

As we continue to Optimize Origin, we are hyper-focused on revenue creation, process improvement, speed of delivery, scaling with discipline, and driving elite level financial performance. This unique position of a dynamic footprint, an ability to take advantage of market disruption through talent acquisition, an award-winning culture as well as a commitment to AI, technology, and automation is why we are so confident and optimistic on Origin's strategic path. As other financial institutions are consolidating, we are investing in our independent future.

Now, I'll turn it over to Jim.

Jim Crotwell (Origin Bancorp, Inc.)

Thanks, Lance.

I'm pleased to report continued sound credit metrics for the first quarter of 2026. Total past dues 30 to 89 days increased to 0.22% and compared favorably to an average of 0.25% over the previous four quarters. Net charge-offs for the quarter were \$2.8M, down from \$3.2M, and represent an annualized charge-off rate of 0.15% for the quarter. Non-performing assets increased \$6.4M, increasing moderately from 1.07% of loans to 1.12% and remain below the level of 1.18% reported at Q3 2025. Classified assets also increased moderately from 1.93% of total loans to 1.97%, an increase of \$6.3M, driven primarily by the downgrade of nine relationships partially offset by balance reductions in six relationships.

For the quarter, our Allowance for Credit Losses increased \$2.2M to \$99M. On a percentage basis, our allowance remained stable at 1.34% of total loans net of Mortgage Warehouse. As in recent quarters, we did not experience any significant changes in our CECL model assumptions. As to total ADC and CRE and as we have shared on previous calls, we continue to have ample capacity to meet the needs of our clients and grow this segment of our portfolio, reflecting funding to total risk based capital of 48% for ADC and 233% for CRE.

We continue to be pleased with the sound credit performance of our portfolio.

I'll now turn it over to Wally.

Wally Wallace. (Origin Bancorp, Inc.)

Thanks, Jim, and good morning, everyone.

Turning to the financial highlights, in Q1, we reported diluted earnings per share of \$0.89. As you can see on slide 25, the combined financial impact of notable items during

the quarter equated to net expense of \$577K, equivalent to a penny of EPS pressure. On a pre-tax pre-provision basis, we reported \$40.2M in Q1. Excluding notable items, pre-tax pre-provision earnings were \$40.8M and annualized pre-tax pre-provision ROA was 1.61%.

On the balance sheet side, loans grew 2.5% sequentially and 2.8% when excluding Mortgage Warehouse. Total deposits grew 5.4% during the quarter, however, on the last day of the year, we sold \$215M in interest-bearing deposits. These deposits were repurchased two days later. Excluding this sale, deposits would have increased 2.8% during the quarter. Non-interest bearing deposits grew 4.2% sequentially and ended the quarter at 23.6% of total deposits. Moving forward, we continue to target loan and deposit growth in the mid to high-single digits for the year, though we are clearly tracking towards the higher end after Q1.

Turning to the income statement, Net Interest Margin contracted 2 basis points during the quarter to 3.71%, in line with our guidance of slight compression. Moving forward, we expect margin will bounce back in Q2 by about 10 bps plus or minus as excess liquidity from seasonal balances in our public funds customer accounts runs back off, leaving average earning asset balances roughly flat. By Q4, we continue to anticipate NIM in the 3.7% to 3.8% range, with current bias remaining at the higher end. Our outlook now includes 25 basis points Fed rate cuts in July and December. Combined with our balance sheet growth expectations, we continue to expect net interest income growth in mid-to-high-single digits for both the full year and Q4 over Q4.

Shifting to non-interest income, we reported \$16.8M in Q1. Excluding \$438K in net benefits from notable items in Q1 and \$483K in net benefits in Q4, non-interest income increased slightly to \$16.4M from \$16.3M in Q4 as \$3.3M in net losses on limited partnership investments offset the seasonal strength in our insurance business. We are maintaining our outlook for full-year non-interest income growth in the mid-to-high-single digits, with Q4 over Q4 growth in the low-to-mid single digits when excluding notable items, though we are currently tracking on the lower end.

We reported a non-interest expense of \$63.8M in Q1. Excluding \$1M in expense from notable items in Q1 and \$1.3M in Q4, non-interest expense increased to \$62.8M from \$61.5M in Q4. Our expense growth outlook remains for mid-single digit growth for both

the full year and on a Q4 over Q4 basis, after excluding notable items. Notably, we are maintaining our run-rate ROA expectation of at least 1.15% in Q4 and a pre-tax pre-provision run rate ROA in excess of 1.72%.

Lastly, turning to capital, we note that Q1 tangible book value grew sequentially to \$35.61, the 14th consecutive quarter of growth, and the TCE ratio ended the quarter at 11%. During Q1, we repurchased 165,500 shares while maintaining all regulatory capital ratios above levels considered well capitalized, as shown on slide 24 of our investor presentation. Furthermore, we announced yesterday the board's approval of an increase in our quarterly dividend from \$0.15 to \$0.25. We believe this decision, combined with our continued share repurchases, is a reflection of both the strength in our capital levels and a more consistent earnings stream to support dividend payout levels closer to peers.

With that, I will now turn it back to Drake.

Drake Mills (Origin Bancorp, Inc.)

Thanks, Wally.

Optimize Origin continues to shape how we operate, how we allocate capital, and how we think about long-term value creation. Over the past few years, we have invested in top-tier talent, infrastructure and technology, while strengthening our culture. My optimism is based on our focus and our ability to execute. We will remain strategic and deliberate in how we drive value for our stakeholders.

Thanks for being on the call. We'll open it up for questions.

Moderator

Thank you, Drake.

At this time, we will conduct the question-and-answer session. If you would like to ask a question, please press *1 on your telephone keypad to enter the queue. And if you have joined via web, please press the raise hand icon at the right side of your Deal Roadshow screen. Again, that's *1 in your telephone keypad or the raise hand icon on the right side of your Deal Roadshow screen to ask a question. We will pause here briefly to allow any questions to generate.

Our first question is from Matt at Stephens. Your line is open.

Matt Olney. (Stephens)

Hey, thanks. Good morning.

Have a few questions around loan growth, just looking for more color around the drivers of what we saw in the first quarter. Looks like it was a lot of CNI, I think mostly in Texas, just any more color on what you saw there and kind of how the pipelines look today. And then secondly, we've heard a few of your peers in Texas mentioned that loan pricing continues to tighten for a handful of the CNI segments in Texas. I just would love to know what you're seeing there.

Lance Hall (Origin Bancorp, Inc.)

Yeah, hey, good morning. This Lance. Thanks for the question. Really excited about what we produced in the first quarter and what we see from a pipeline and a forecast perspective for the rest of the year and going forward.

You were right. It's exactly what we would hoped it would be. I think 184M of the growth was in CNI, Texas in the Southeast, where we've been making big investments

for the huge drivers of that. Houston did a great job. We're really seeing the increase now from Nate and his team in the Southeast as well. That's really, really coming through.

We are seeing competitive pressures on pricing. I will say, for the first quarter, I thought we did a really good job of being disciplined. We were seeing new loan pricing come in between about 6.3 and 6.5%, which I feel is really good. As I said in our commentary, I feel like our footprint, our investment in bankers, gives us a little bit of luxury that we don't have to reach as much, so I'm proud of our teams. I'm proud of our credit officers for the discipline that they're driving.

The mix of the loans as far as industries was really spread out, pretty granular, pretty typical to what you would see from us. There were some industrial services, transportation, construction, construction equipment, a little bit of clean energy, renewable stuff that we saw, so a little bit across the board that we feel good about. Think we had talked about \$190M pipeline in Q1, so we were kind of right at that level. We're seeing about 150 to \$160M pipeline for Q2.

We've had good success kind of through the first part of the quarter, and think that that's really going to pay dividends. And as we talked about, I'm going to say the growth that we've seen so far is organic completely, not a function of new hires or disruption yet. And so that investment for us is going to really pay dividends the back half of the year and for the next couple of years, as that investment continues to pay off.

Matt Olney (Stephens)

Okay. Appreciate the color there, Lance.

And if I could switch gears over to the capital side, and I think Drake noted some good capital actions during the quarter. The board approved the dividend that we'll see here, and also bought back some shares in the first quarter. Just would love to hear updated thoughts around capital, capital priorities. Are there certain capital levels you're targeting, and at what point does M&A come back into play? Thanks.

Drake Mills (Origin Bancorp, Inc.)

Yeah, Matt. Thank you.

Our capital deployment, you know, outlook is pretty much as it has been. I mean, we feel like we're first in a position of luxury from the standpoint of strength of capital but obviously, growth is our major emphasis on capital deployment.

But on the other hand, we have to become more peer-like and how we utilize capital, especially SS excess capital. We're very pleased with the approval, the increase of dividend. That will give us an opportunity to continue the next several years to be peer plus like in how we manage capital return. But from a buyback activity standpoint, we are focused on as we always have been not just ROA but ROE, and how do we manage capital from a perspective of shareholder return but yet, at the same time, get this ROA number up, and so our deployment is going to be the same. We're very pleased with the levels of growth that we're seeing in all markets, and we'll continue to focus on that.

But at this point, we're in a, like I said, a position of strength. We have significant confidence in our earnings durability, which gives us the opportunity to move forward with increased dividends, you know. And ultimately, as I said, there's going to be a desire to continue to deploy this through organic growth, and we're seeing some significant opportunities on markets.

Lance Hall (Origin Bancorp, Inc.)

And Drake, the last part of that, can you address M&A for the bank?

Drake Mills (Origin Bancorp, Inc.)

Yeah. You know, for us, I think the best plan is for us to grow. We've got a nice opportunity to grow organically. M&A is just not on the table at this point. We've got too much opportunity to maintain awesome culture, strong credit quality. The growth we're seeing is high quality, so we're going to take advantage of this organic growth, this lift out opportunity to really do the things that we've done for years. It's made us who we are, but focus on a disciplined approach of return and profitable growth, and I think that's going to be the driver that keeps us out of the M&A game.

Matt Olney (Stephens)

Okay, makes sense. Thank you, guys.

Moderator

Thank you, Matt. Our next question is from Michael at Raymond James. Your line is open.

Michael Rose (Raymond James)

Hey. Good morning, guys. Thanks for taking my questions.

I was trying to write down some of the commentary, Wally, that you provided around NII and fees. I think what I'm hearing is that the margin should maybe be towards the upper end. Does that imply that the NII should also be, you know, kind of towards the upper end of the range? And then I think I heard that fee income would maybe be tracking towards the lower end of the range, but the full year revenue should kind of balance out. Is that, broadly, kind of the way to think about it?

Wally Wallace (Origin Bancorp, Inc.)

Generally, I would say yes, Michael. The NII would certainly be tracking towards the higher end, especially if loan growth and NIM is tracking towards the higher end of guidance.

On the fee income side, or the total revenue side, NII is obviously going to be the biggest driver of our total revenue growth. So even with our fee income tracking towards the lower end, primarily a result of the losses on the LP investments in the first quarter, the total revenue still looks stronger due to the NII strength.

Michael Rose (Raymond James)

Okay, helpful. I appreciate that clarification.

And then Drake, maybe for you, obviously the Optimized Origin efforts. I know it's been a lot of work to kind of get where you are, but it seems like the momentum is really beginning to build here, and I think you'll have more progress as you move into next year.

You know, just as you think about some of those efforts and maybe finishing the job, where do you see the company over the next two to three years? I know you've talked about prior getting back to kind of a top quartile performance. What needs to happen from here to really kind of get there, because it does seem like the bar has certainly moved higher? So just try to, you know, balance what you've laid out already with what's to come and how we get back to that top quartile profitability. Thanks.

Drake Mills (Origin Bancorp, Inc.)

Well, thanks to Lance and his team, Optimize Origin. And I love how Lance refers to it as our operating system. And it's not a project, it's not a point in time. It is literally how we look at this company moving forward.

And I think to answer the bulk of your question, organic growth at the levels we're seeing today, maybe a little less, have to continue for us to be able to get to the point of a top quartile performer, and we are very confident. That's why we're seeing a significant balance in the opportunities we have at this point for teams that are contacting us. We are looking at what is the impact to our financial model and our ability to hit these targets from an ROA standpoint the next couple of years but yet balance bringing these teams in. And so we're looking at teams that have significant CNI focus, that have funding capabilities themselves, that have longevity in their relationships with significant credit quality because ultimately, a derailer, if we have the growth, is the credit quality aspect of it.

So we are so focused on high quality growth, we're focused, as Lance said, on discipline, pricing and profitability. And so if we can continue managing Optimize Origin as, say, our operating system and our entire organization buys into that, then we'll see high credit quality, we'll see pricing discipline that will allow us to stay in the game, and we'll see growth that matters. So I would rather take a 6, 7% growth that's high quality, high profit versus just throwing up a 10, 12% growth. So I see a company that's growing at this 8 to 10% level the next couple of years with significant discipline, high quality, credit and earnings power that continues to grow.

So with those factors, I've got a lot of confidence in our ability to be an upper quartile earner in the next three years and continue with being a disciplined performance company.

Lance Hall (Origin Bancorp, Inc.)

Yeah. Hey, I might want to add to that. That was a great answer, Drake.

The back end of it, through the lens of Optimize, is really trying to continue to identify

lower returning sections, markets, bankers, clients, products, understanding where our expenses are, how we can take advantage of the market and move expenses into what I'm going to call future revenue streams. And so right now, with the emphasis on artificial intelligence, we have taken advantage of a window to really dig into contract renegotiations with technology vendors and are having tremendous amount of success. And that in the moment, not just to cut costs but then to be able to reinvest those dollars into future automation, as well as future investments in banking teams that are going to drive revenue. They're going to push us forward.

I mean, the hire of our new Chief Technology and Innovation Officer points to that. The real emphasis on data and how decisions are made through automation, through speed of delivery, process improvement. We are doing a deep dive inside the organization on all things or along this journey and personalization for the client so that we're delivering in a cheaper manner and we're driving this that's really pushing ROA significantly.

Michael Rose (Raymond James)

I appreciate all the context and color. I'll step back. Thanks guys.

Moderator

Thank you, Michael. Our next question comes from Stephen at Piper Sandler. Your line is open.

Stephen Scouten (Piper Sandler & Co.)

Yeah. Thanks, everyone. Appreciate it.

I wanted to dig into some of the guide a little bit more, just particularly around the

deposit growth. Does that guidance account for the movement we saw around year end, in the beginning of the year, with the managing around the 10B in assets?

Wally Wallace (Origin Bancorp, Inc.)

Yes. So just to kind of give you some thoughts around maybe how the deposit growth will trend, the first quarter is always a seasonally strong quarter for us. Our public funds customers, especially in Louisiana, have a lot of inflows from tax receipts. Those deposits then run off in the second quarter so the second quarter is typically down slightly, and then we build back up in the third and fourth quarters.

So, yes. If you look at the guide, that mid, mid single, mid to high-single digit guide would be on the higher end if you don't add back the deposits that we sold at the end of 2025.

Stephen Scouten (Piper Sandler & Co.)

Got it.

And then, Wally, I think I heard you say that the NIM guide currently assumes two cuts in July and December. Would there be any material change to the path for the NIM if we do not get any cuts this year?

Wally Wallace (Origin Bancorp, Inc.)

So we have about 350M or so of loans that are maturing for the rest of this year. Those loans, on average, are priced around 5%. As Lance said, we're pricing in the first quarter. We were pricing new loans in the 630 to 650 range. So if the Fed doesn't cut and we don't see meaningful spread pressures, then we'll pick up, you know, an extra 25 basis

points or so on those loans that are repricing.

We've moved cuts from March and June to July and December, and so that would be in the guide, so the December cut's not going to impact the guide that much. So if the July cut comes out of our guidance, then we'd have a little bit of extra boost from those 350M or so of loans that are repricing. Not hugely material.

Stephen Scouten (Piper Sandler & Co.)

Yep, makes sense. Okay, and then just last thing for me.

Obviously, Texas clearly represents the lion's share of loans today. And can you give us any kind of color into what you're seeing in DFW, Houston markets in terms of demand and maybe impacts from continued dislocation with deals in those markets, and kind of how you would expect that concentration of loans to the Texas markets to continue as we move forward?

Lance Hall (Origin Bancorp, Inc.)

Yes, you're 100% right. Our teams are doing a great job. As we talked about, think 160M of the CNI growth came out of the Texas market in Q1 and the pipeline would look very similar to that as far as the mix, but also on the deposit side. I mean, we grew 200M in deposits in Texas. And the exciting part of that is because of the CNI focus we have in those markets with our operating companies, the NIB percentage in Dallas and Houston is clearly higher than other markets across our corporation. So they've actually worked and done a great job now that their total deposit cost in Dallas and Houston are the cheapest that we have, which is crazy to think about. They've done such a good job. A lot of TM revenue that's flowing through there.

From a dislocation perspective, you're right. I think Drake used the term generational. I can tell you that we're feeling it in a significant way. You know, a year ago, I was

spending all of my time around Optimize and sort of resetting, thinking through cost reductions. I can tell you right now, I'm spending all my time recruiting. We're having significant and meaningful conversations across our footprint. I mean, literally in every market. Of the 15 new production hires that we had in Q1, they get lined out exactly like you would hope it would be. It was six in Houston and six in North Texas. The opportunities we're seeing, and think hopefully we'll be announcing very soon, are going to really move this company forward.

I would also say that we see significant opportunity in the Southeast market. That they're maturing, coming into their own, conversations that are being had. So while Texas clearly is the driver for us, the southeast is going to pick up dramatically.

Stephen Scouten (Piper Sandler & Co.)

Great. Thanks for all the color. Really appreciate it.

Moderator

Thank you, Stephen. And once again, ladies and gentlemen, that's *1 or the raise hand icon on the right side of your Deal Roadshow screen to ask a question.

Our next question comes from Gary at D.A. Davidson. Your line is open.

Gary Tenner (D.A. Davidson)

Thank you. Good morning.

I had just another question about the CNI growth in the quarter. You have a sense of, kind of, how much was new customer generated versus increased utilization among

your existing customer base. Is there any sense that, you know, there's a pickup in company investment, take advantage of the tax bill and accelerated depreciation or anything along those loans?

Lance Hall (Origin Bancorp, Inc.)

Yeah. I don't have an exact number for you, but I will tell you kind of going through loan committee and going through pipelines, looking at that. I think you're right. I do think the vast majority of it was more business from existing customers. I mean, we are actively working with our business development officers and TMOs and bankers to make calls and bring in new customers, and that will pick up even greater with these new hires that we're bringing on new clients.

But the vast majority of this is additional business in Texas, and I think you're right. I think there's incentives to drive new business from this administration that's paying off.

Gary Tenner (D.A. Davidson)

Okay, I appreciate that.

And then just another kind of NIM-related question. In terms of the deposit cost side of things, right now you've got, obviously, some CDs repricing in the second quarter. Just hoping to get a sense of how much opportunity you think there still is in terms of deposit repricing, let's say, in the absence of rate cuts from here? Are we pretty near our bottom?

Wally Wallace (Origin Bancorp, Inc.)

I would tell you that with the last cut that we got, our markets worked very hard to

improve pricing. We looked at what we thought were opportunity with some higher cost deposits across the franchise. And I would tell you that absent another cut, I don't see that we have more opportunity to improve those costs. And our goal, part of our ethos, as Drake mentioned, was that to be disciplined around pricing. And as loan growth accelerates, we need to fund that loan growth with new deposit growth.

So I would suspect that we are near a bottom on deposits as we have to make sure that we're funding new loans with deposits. You know, new deposits tend to come in a little bit more expensive than your existing deposit base. So, yeah, I don't think... I wouldn't model that we have a lot of opportunity on the deposit side from a net interest margin perspective. The greater opportunity is really coming from the repricing of loans, where I mentioned, we're picking up today 125 to 150 basis points of spread.

Gary Tenner (D.A. Davidson)

Appreciate that. And just kind of one more deposit-related question. Have you seen a significant shift in competition around deposit pricing, whether Louisiana or Texas or otherwise?

Lance Hall (Origin Bancorp, Inc.)

Yeah, it's leaking in. Matter of fact, I've got two mailers sitting on my desk right now from competitor banks here in North Louisiana. One was a 3.8% CD, and one was about a 3.55% money market. And so, you know, we're fortunate here that we have such a competitive advantage in North Louisiana. I mean, obviously the pricing does matter, but we're being very disciplined on that. We have long-term relationships with these clients, but you are right. As these banks are trying to get growth, they're going to have to fund it somehow, and so the competition is going to be fierce.

Gary Tenner (D.A. Davidson)

Very good. Thank you.

Moderator

Thank you, Gary.

Ladies and gentlemen, this concludes the Q&A session. Handing it back to Drake Mills for any final remarks.

Drake Mills (Origin Bancorp, Inc.)

Yeah. As I mentioned earlier, we have just a deep commitment throughout our company to deliver on Optimized Origin. We have significant momentum in all of our markets, and we're seeing an acceleration of high-quality production that I said earlier. As we're blessed to be a part of these dynamic markets that are truly experiencing generational dislocation, it has given us opportunities that I just didn't see it as an opportunity in my career. So as we move forward, we are going to be highly disciplined, and not only our growth, our pricing, our quality and the decisions that we make that balance growth and earnings momentum.

So appreciate everybody being on the call. Appreciate your confidence in us, and look forward to seeing most of you on the road in the month of May. Thank you.

Moderator

Thank you.

This concludes today's call. A replay will be made available shortly after today's call.
Thank you and have a great day.