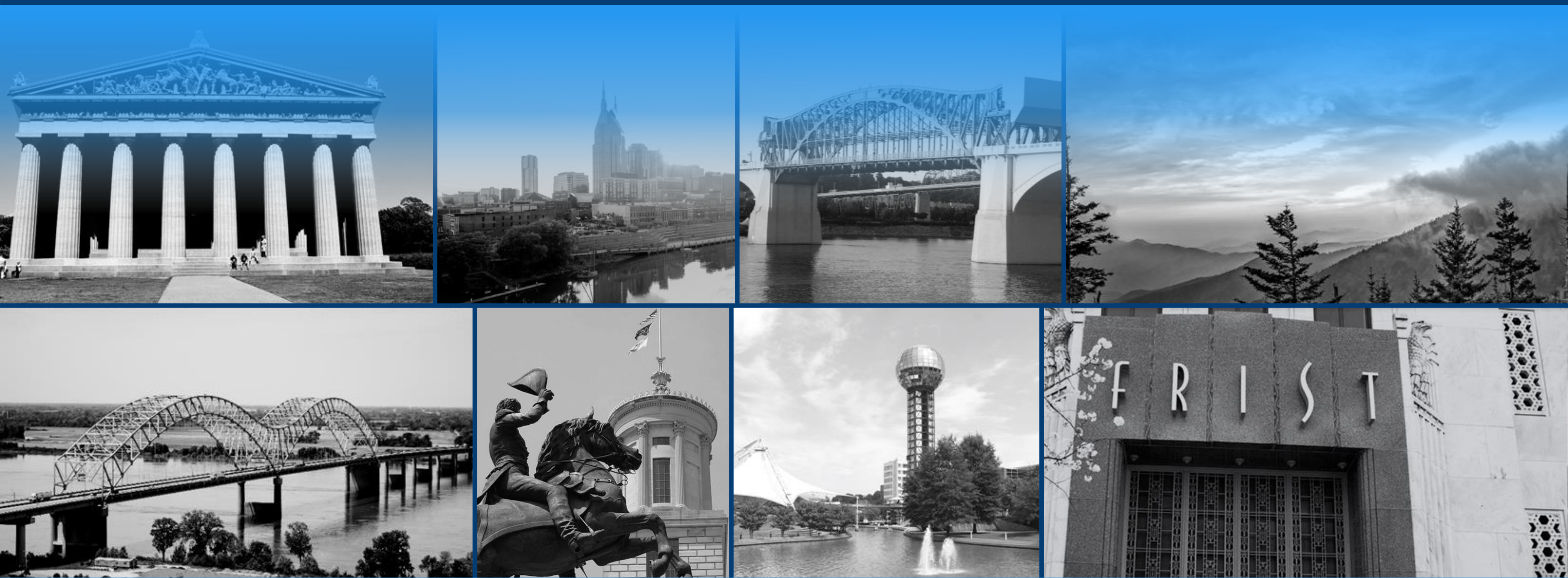
FB Financial Corporation



2020 Fourth Quarter and Annual Earnings Presentation

January 26, 2021

FirstBank

Forward–Looking Statements

Certain statements contained in this press release may constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements include, without limitation, statements regarding the projected impact of the COVID-19 global pandemic on our business operations, statements relating to the benefits, costs, and synergies of the merger with Franklin Financial Network, Inc. (“Franklin”) (the “merger”), and FB Financial’s future plans, results, strategies, and expectations. These statements can generally be identified by the use of the words and phrases “may,” “will,” “should,” “could,” “would,” “goal,” “plan,” “potential,” “estimate,” “project,” “believe,” “intend,” “anticipate,” “expect,” “target,” “aim,” “predict,” “continue,” “seek,” “projection,” and other variations of such words and phrases and similar expressions. These forward-looking statements are not historical facts, and are based upon current expectations, estimates, and projections, many of which, by their nature, are inherently uncertain and beyond FB Financial’s control. The inclusion of these forward-looking statements should not be regarded as a representation by FB Financial or any other person that such expectations, estimates, and projections will be achieved. Accordingly, FB Financial cautions shareholders and investors that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions, and uncertainties that are difficult to predict. Actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. A number of factors could cause actual results to differ materially from those contemplated by the forward-looking statements including, without limitation, (1) current and future economic conditions, including the effects of declines in housing and commercial real estate prices, high unemployment rates, and a continued slowdown in economic growth in the local or regional economies in which we operate and/or the US economy generally, (2) the effects of the COVID-19 pandemic, including the magnitude and duration of the pandemic and its impact on general economic and financial market conditions and on our business and our customers' business, results of operations, asset quality and financial condition, as well as the efficacy, distribution, and public adoption of vaccines, (3) changes in government interest rate policies and its impact on our business, net interest margin, and mortgage operations, (4) our ability to effectively manage problem credits, (5) the risk that the cost savings and any revenue synergies from the merger or another acquisition may not be realized or may take longer than anticipated to be realized, (6) disruption from the merger with customer, supplier, or employee relationships, (7) the risks related to the integrations of the combined businesses following the merger, (8) the diversion of management time on issues related to the merger, (9) the ability of FB Financial to effectively manage the larger and more complex operations of the combined company following the merger, (10) the risks associated with FB Financial’s pursuit of future acquisitions, (11) reputational risk and the reaction of the parties’ respective customers to the merger, (12) FB Financial’s ability to successfully execute its various business strategies, (13) the impact of the recent change in the U.S. presidential administration and Congress and any resulting impact on economic policy, capital markets, federal regulation, and the response to the COVD-19 pandemic; and (14) general competitive, economic, political, and market conditions. Further information regarding FB Financial and factors which could affect the forward-looking statements contained herein can be found in FB Financial's Annual Report on Form 10-K for the fiscal year ended December 31, 2019, and its other filings with the Securities and Exchange Commission (the “SEC”). Many of these factors are beyond FB Financial’s ability to control or pre-dict. If one or more events related to these or other risks or uncertainties materialize, or if the underlying assumptions prove to be incorrect, actual results may differ materially from the forward-looking statements. Accordingly, shareholders and investors should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date of this release, and FB Financial undertakes no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by law. New risks and uncertainties may emerge from time to time, and it is not possible for FB Financial to predict their occurrence or how they will affect the company.

FB Financial qualifies all forward-looking statements by these cautionary statements.

Use of non-GAAP financial measures

This presentation contains certain financial measures that are not measures recognized under U.S. generally accepted accounting principles ("GAAP") and therefore are considered non-GAAP financial measures. These non-GAAP financial measures include, without limitation, adjusted earnings, adjusted diluted earnings per share, adjusted and unadjusted pre-tax pre-provision earnings, core revenue, core noninterest expense and core noninterest income, core efficiency ratio (tax equivalent basis), Banking segment core efficiency ratio (tax equivalent basis), Mortgage segment core efficiency ratio (tax equivalent basis), adjusted mortgage contribution, adjusted return on average tangible common equity, adjusted pretax pre-provision return on average tangible common equity, adjusted return on average assets and equity, and adjusted pre-tax pre-provision return on average assets and equity. Each of these non-GAAP metrics excludes certain income and expense items that the Company's management considers to be non-core/adjusted in nature. The Company also includes an adjusted allowance for credit losses, adjusted loans held for investment, and adjusted allowance for credit losses to loans held for investment, which all exclude the impact of PPP loans. The Company refers to these non-GAAP measures as adjusted measures. Also, the Company presents tangible assets, tangible common equity, tangible book value per common share, tangible common equity to tangible assets, return on average tangible common equity and adjusted return on average tangible common equity. Each of these non-GAAP metrics excludes the impact of goodwill and other intangibles.

The Company's management uses these non-GAAP financial measures in their analysis of the Company's performance, financial condition and the efficiency of its operations as management believes such measures facilitate period-to-period comparisons and provide meaningful indications of its operating performance as they eliminate both gains and charges that management views as non-recurring or not indicative of operating performance. Management believes that these non-GAAP financial measures provide a greater understanding of ongoing operations and enhance comparability of results with prior periods as well as demonstrating the effects of significant non-core gains and charges in the current and prior periods. The Company's management also believes that investors find these non-GAAP financial measures useful as they assist investors in understanding the Company's underlying operating performance and in the analysis of ongoing operating trends. In addition, because intangible assets such as goodwill and other intangibles, and the other items excluded each vary extensively from company to company, the Company believes that the presentation of this information allows investors to more easily compare the Company's results to the results of other companies. However, the non-GAAP financial measures discussed herein should not be considered in isolation or as a substitute for the most directly comparable or other financial measures calculated in accordance with GAAP. Moreover, the manner in which the Company calculates the non-GAAP financial measures discussed herein may differ from that of other companies reporting measures with similar names. You should understand how such other banking organizations calculate their financial measures similar or with names similar to the non-GAAP financial measures the Company has discussed herein when comparing such non-GAAP financial measures. The following tables provide a reconciliation of these measures to the most directly comparable GAAP financial measures.

4Q 2020 and annual highlights

Annual highlights

- Closed FNB Financial acquisition in February, completed systems conversion in May
- Funded $315 million in PPP loans for customer base in the second quarter; $213 million remaining as of year-end. $3.9 million of $6.7 million in total expected fees related to the program realized in 2020
- Converted mobile and online banking platform in July
- Raised $100 million in bank-level subordinated notes with 4.50% coupon in August
- Closed Franklin Financial Network ("FSB") merger in August; completed systems conversion on October 12th
- Increased consolidated risk based capital ratio to 15.2% as of 4Q 2020 from 12.2% as of 4Q 2019
- Increased ACL / Loans HFI to 2.41% and adjusted ACL / Loans HFI[1] to 2.48% as of 4Q 2020 from 0.71% as of 4Q 2019
- FY 2020 adjusted diluted earnings per share[1] of $3.73, an increase of 31.8% from FY 2019; FY 2020 adjusted pre-tax, pre-provision ROAA[1] of 2.72% and FY 2020 adjusted return on average assets[1] of 1.68%
- Record total mortgage pre-tax contribution of $103 million
- FY 2020 organic deposit growth of $1.2 billion, or 24.1% annual growth
- Reduced cost of total deposits to 0.46% in 4Q 2020, a decrease of 56 bps from 4Q 2019

Financial results

	4Q 2020	FY 2020
Diluted earnings per share	$0.95	$1.67
Adjusted diluted earnings per share[1]	*$1.14*	*$3.73*
Net income ($mm)	$45.6	$63.6
Adjusted net income[1] ($mm)	*$54.5*	*$141.9*
Return on average assets	1.63%	0.75%
Adjusted return on average assets[1]	*1.95%*	*1.68%*
Return on average equity	14.4%	6.6%
Adjusted return on average equity[1]	*17.2%*	*14.7%*
Adjusted pre-tax, pre-provision earnings[1] ($mm)	$68.0	$229.7
Adjusted pre-tax, pre-provision return on average assets[1]	2.43%	2.72%
Adjusted pre-tax, pre-provision return on average tangible common equity[1]	27.2%	30.9%
Net interest margin	3.32%	3.46%
Impact of accretion and nonaccrual interest (bps)	*4*	*7*
Efficiency ratio	66.2%	66.4%
Core efficiency ratio[1]	*58.5%*	*59.2%*
Tangible common equity / tangible assets[1]	9.3%	9.3%

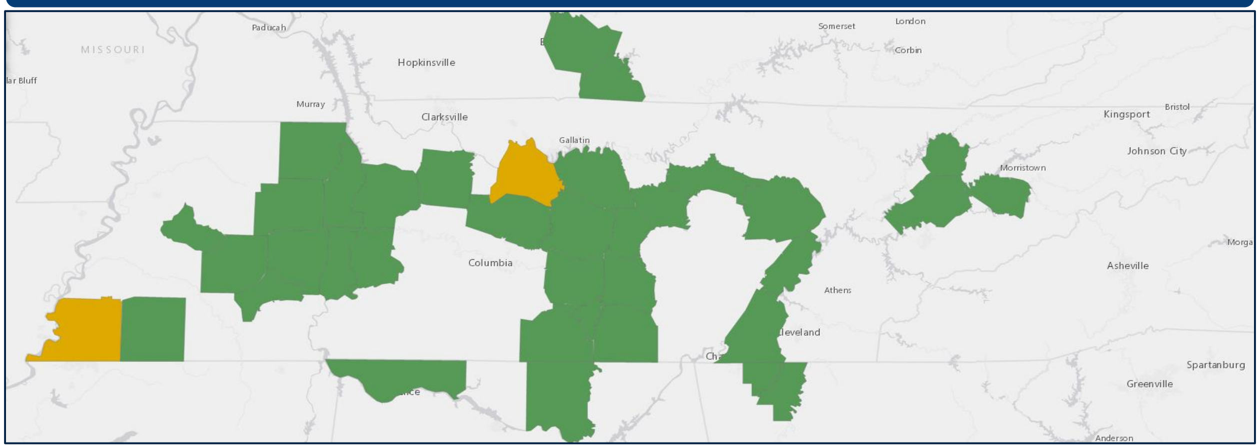
[1] Results are non-GAAP financial measures that adjust GAAP reported net income, total assets, equity and other metrics for certain intangibles, income and expense items as outlined in the non-GAAP reconciliation calculations, using a combined marginal income tax rate of 26.06% excluding one-time items. See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP financial measures.

Case counts have reduced activity in metro markets

Government Guidance on Economic Activity

Market	Retail	Restaurant	Close Contact Providers	Entertainment Venues	Gyms	Mask Orders	Map Key
Tennessee[1]	Open w/ Distancing	Open w/ Distancing	Open w/ Distancing	Open w/ Distancing	Open w/ Distancing	Strongly Encouraged	
Georgia[2]	50% Capacity	Open w/ Distancing	Open w/ Distancing	Open w/ Distancing	Open w/ Distancing	Strongly Encouraged	
Kentucky[3]	50% Capacity	50% Capacity	50% Capacity	50% Capacity	50% Capacity	Requirement	
Alabama[4]	Open w/ Distancing	Open w/ Distancing	Open w/ Distancing	Open w/ Distancing	Open w/ Distancing	Requirement	
Davidson County[5 6]	75% Capacity	50% Capacity	50% Capacity	30% Capacity	50% Capacity	Requirement	
Shelby County[7]	50% Capacity	50% Capacity	Open w/ Distancing	Open w/ Distancing	Open w/ Distancing	Requirement	

FBK County Footprint Reopening Map



[1] Source: tn.gov/governor/covid-19. Tennessee Pledge [2] Source: georgia.org/covid19bizguide#other. Georgia's Statewide Executive Order: Guidelines for Businesses. [3] Source: govstatus.egov.com/ky-healthy-at-work. Healthy at Work - Reopening Kentucky. [4] Source: alabamapublichealth.gov. Coronavirus Disease 2019. [5] Source: asafenashville.org. Roadmap for Reopening Nashville: Phase 2 Guidance and Resources. [6] Source: https://www.huschblackwell.com/tennessee-state-by-state-covid-19-guidance. Tennessee: State-by-State COVID-19 Guidance. [7] Source: insight.livestories.com/s/v2/covid-19-frequently-asked-questions-directives-shelby-county-tn/a44aaf6f-f91d-4541-8ad9-0f99a7c60d7f. Health Directive from The Shelby County Public Health Department.

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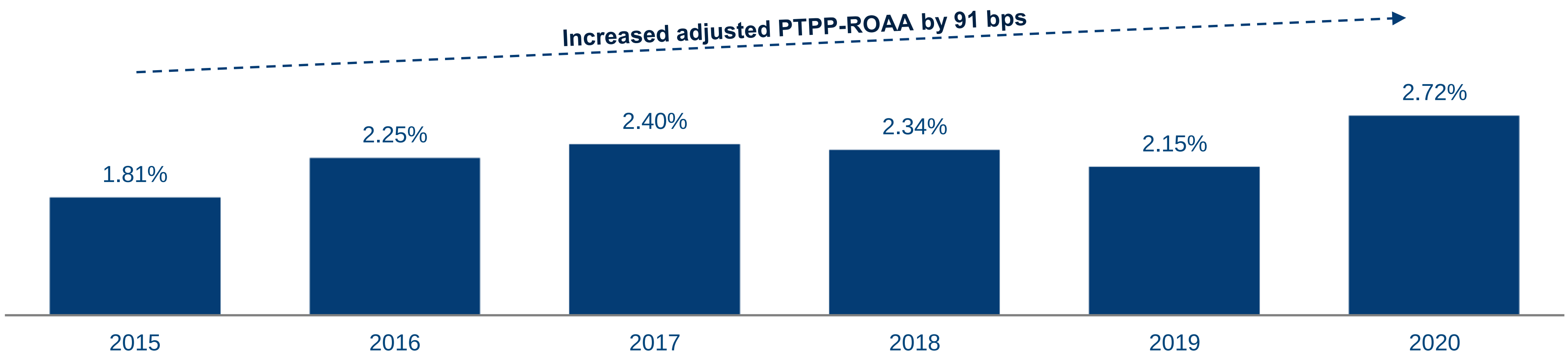
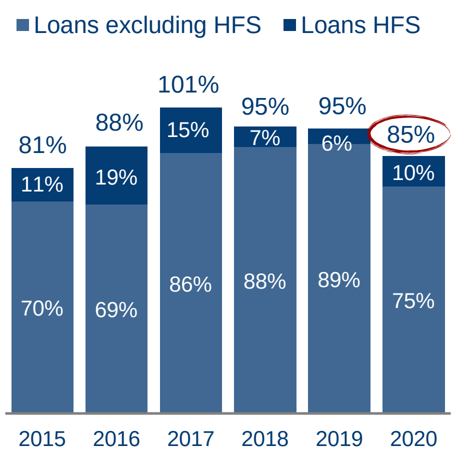
Core earnings power remains intact

Adjusted pre-tax, pre-provision return on average assets[1]

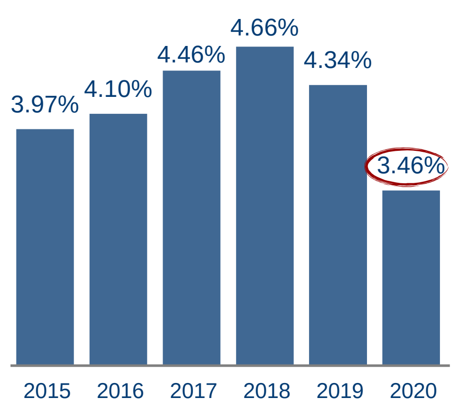


Drivers of profitability

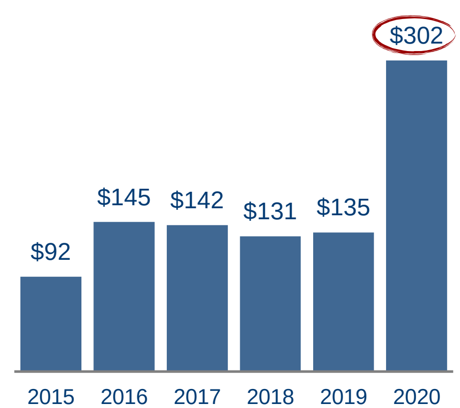
Loans/deposits



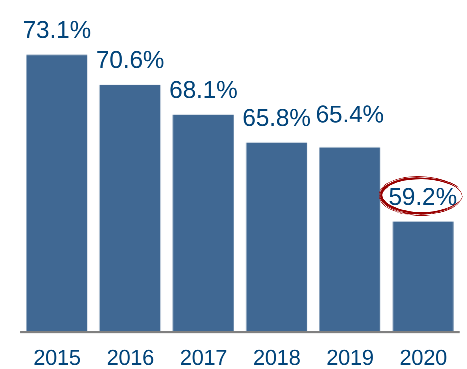
Net interest margin



Noninterest income ($mm)



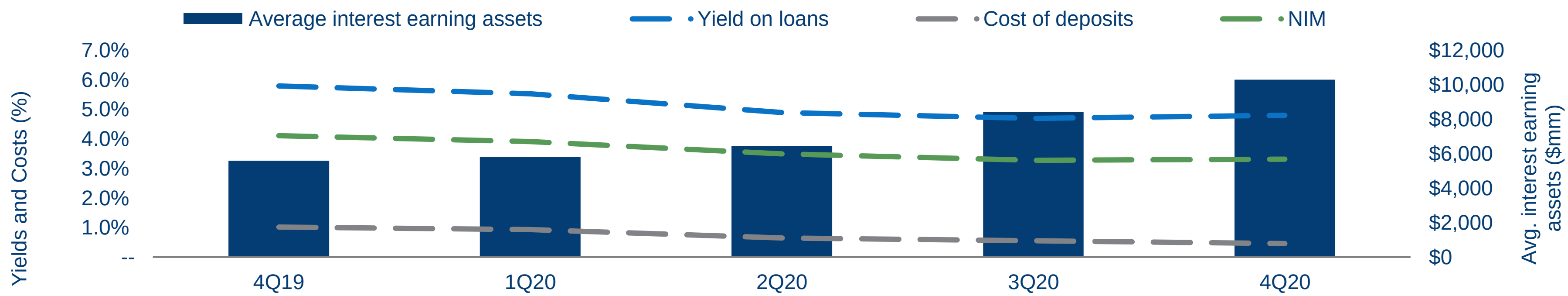
Core efficiency ratio[1]



[1] See “Use of non-GAAP financial measures” and the Appendix hereto for a discussion and reconciliation of non-GAAP measures.

Stabilizing net interest margin

Historical yield and costs



	4Q19	1Q20	2Q20	3Q20	4Q20
NIM	**4.12%**	**3.92%**	**3.50%**	**3.28%**	**3.32%**
Impact of accretion and nonaccrual interest (bps)	21	13	7	5	4
Deposit Cost:					
Cost of MMDA	1.29%	1.15%	0.62%	0.66%	0.57%
Cost of customer time	2.07%	1.95%	1.78%	1.44%	1.04%
Cost of interest-bearing	1.36%	1.25%	0.92%	0.76%	0.63%
Total deposit cost	**1.02%**	**0.94%**	**0.65%**	**0.56%**	**0.46%**
Loans HFI Yield:					
Contractual interest	5.27%	5.14%	4.57%	4.36%	4.39%
Origination and other loan fee income	0.26%	0.23%	0.24%	0.26%	0.36%
Nonaccrual interest	0.04%	0.02%	0.01%	0.04%	0.05%
Accretion on purchased loans	0.23%	0.14%	0.08%	0.04%	0.02%
Total loan (HFI) yield	**5.80%**	**5.53%**	**4.90%**	**4.70%**	**4.81%**

[1] Includes tax-equivalent adjustment

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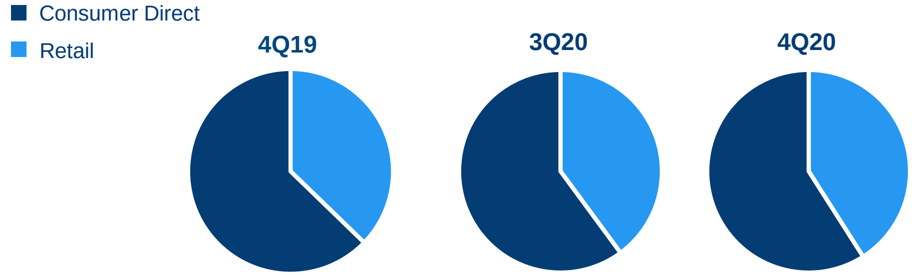
Mortgage continues to capitalize on rate environment

Highlights

- Strong adjusted total mortgage pre-tax contribution[1] of $22.9 million
- Mortgage sale margins continue to be elevated due to industry capacity constraints and low interest rates
- Mortgage pipeline at the end of 4Q 2020 remains robust at $1.2 billion, as compared to $0.5 billion at the end of 4Q 2019
- Mortgage banking income $65.7 million, down 22.4% from 3Q 2020 and up 151% from 4Q 2019

Quarterly mortgage production

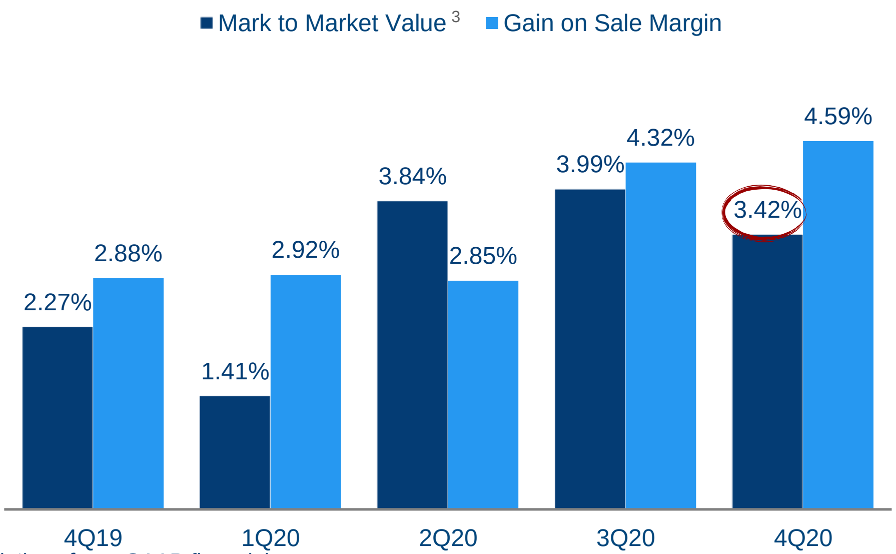


	4Q19	3Q20	4Q20
IRLC volume:	**$1,082mm**	**$2,419mm**	**$2,187mm**
IRLC pipeline[2]:	**$453mm**	**$1,364mm**	**$1,192mm**
Refinance %:	**67%**	**76%**	**76%**
Purchase %:	**33%**	**24%**	**24%**

Mortgage banking income ($mm)

	4Q19	3Q20	4Q20
Gain on Sale	$31.8	$76.5	$84.0
Fair value changes	($4.3)	$10.1	($16.9)
Servicing Revenue	$4.9	$5.5	$6.4
Fair value MSR changes	($6.2)	($7.4)	($7.8)
Total Income	**$26.2**	**$84.7**	**$65.7**

Mark to Market Value and Gain on Sale Margin



[1] See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP financial measures

[2] As of the respective period-end

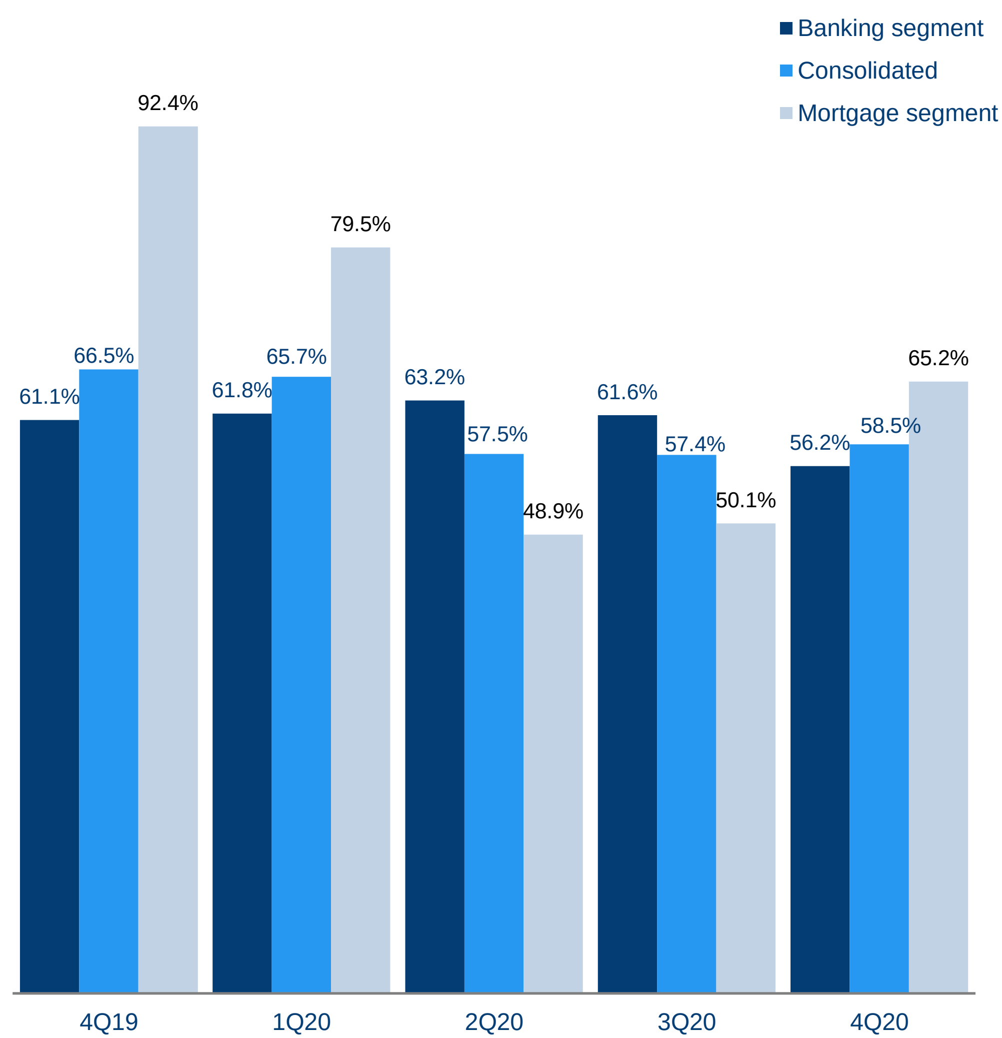
[3] Defined as pipeline net of hedge plus best efforts divided by hedge weighted volume.

Realizing operating leverage through cost savings

Highlights

- Consolidated 4Q 2020 core efficiency ratio[1] of 58.5%
- Banking segment efficiency ratio improvement driven by realized cost savings from Franklin Financial Network merger; systems conversion occurred on October 12, 2020
- Mortgage continues to seize upon low interest rate environment
- Expense control remains a focus for 2021 with margin headwinds

Core efficiency ratio (tax-equivalent basis)[1]



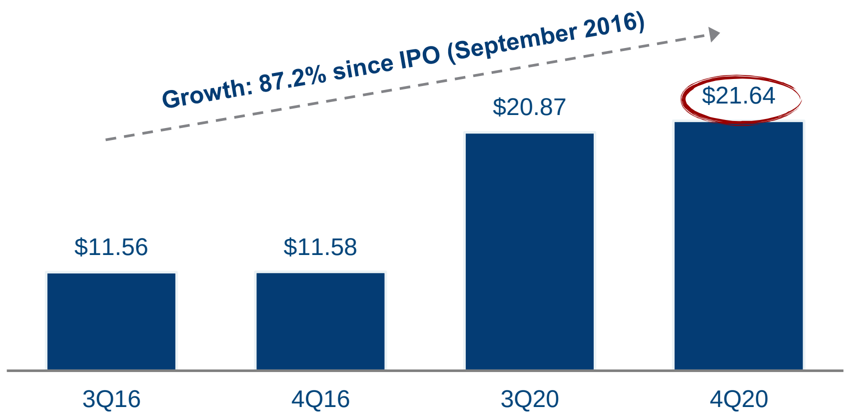
[1] See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures.

Well-capitalized for future opportunities

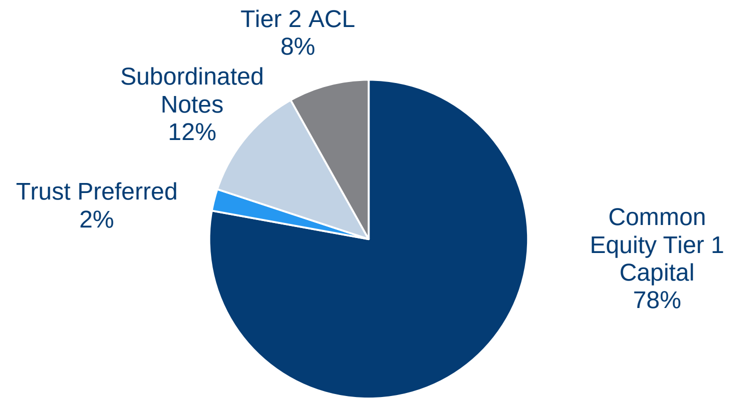
Capital position

	4Q19	3Q20[2]	4Q20[1,2]
Shareholder's equity/Assets	12.4%	11.3%	11.5%
TCE/TA[2]	9.7%	9.2%	9.3%
Common equity tier 1/Risk-weighted assets	11.1%	11.8%	11.9%
Tier 1 capital/Risk-weighted assets	11.6%	12.1%	12.2%
Total capital/Risk-weighted assets	12.2%	15.3%	15.2%
Tier 1 capital /Average assets	10.1%	11.8%	10.0%
C&D loans subject to 100% risk-based capital threshold[4]	88%	91%	92%
CRE loans subject to 100% risk-based capital threshold[4]	247%	228%	224%

Tangible book value per share[3]



Simple capital structure



Total regulatory capital $1,356[1] mm

[1] Total regulatory capital, FB Financial Corporation. 4Q 2020 calculation is preliminary and subject to change. [2] For regulatory capital purposes, the CECL impact over 2020 and 2021 is gradually phased-in from Common Equity Tier 1 Capital to Tier 2 capital. As of September 30, 2020 and December 31, 2020, respectively, $52.1 million and $54.6 million are being added back to CET 1 and Tier 1 Capital, and $58.0 million and $60.5 million are being taken out of Tier 2 capital. [3] See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures. [4] Risk-based capital at FirstBank as defined in Call Report.

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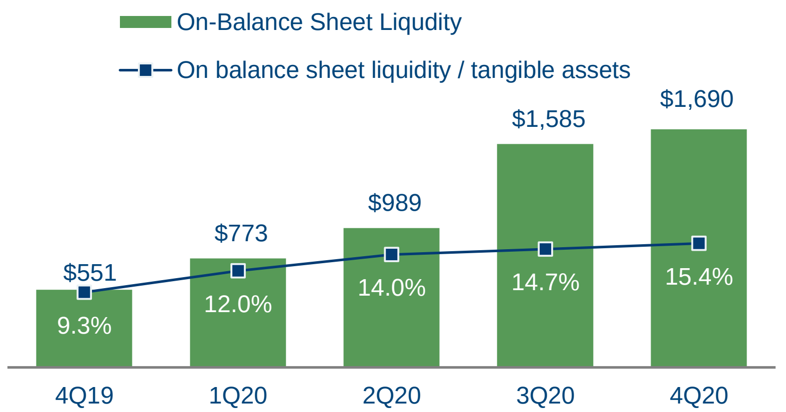
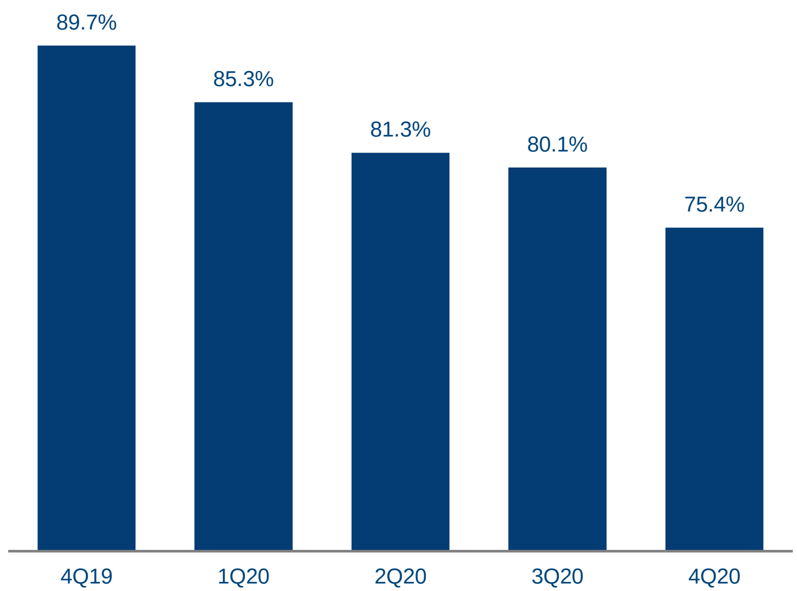
Liquidity position provides raw materials for growth

- Paid down $262 million in wholesale deposits and $200 million in FHLB in 4Q 2020
- Additional $86 million of wholesale deposits are expected to leave the balance sheet by April 2021
- Anticipate redeeming $60 million in holding company subordinated notes and $15 million in a holding company senior line of credit over the course of 2021

On Balance Sheet Liquidity



Loans HFI / Customer Deposits

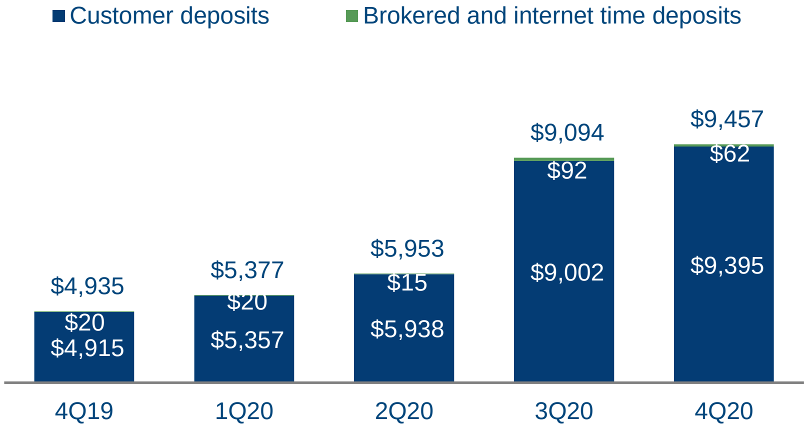


Sources of Liquidity

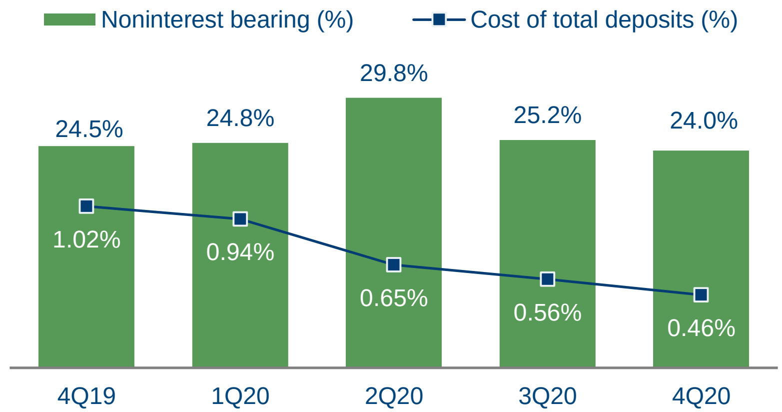
	4Q 2020
Current On-Balance Sheet:	
Cash and Equivalents	$1,318
Unpledged Securities	367
Equity Securities	5
Total On-Balance Sheet	**$1,690**
Available Sources of Liquidity:	
Brokered CDs and Unsecured Lines	$2,712
FHLB	1,176
Discount Window	1,696
Total Available Sources	**$5,584**

Cost of core deposit base continues to decline

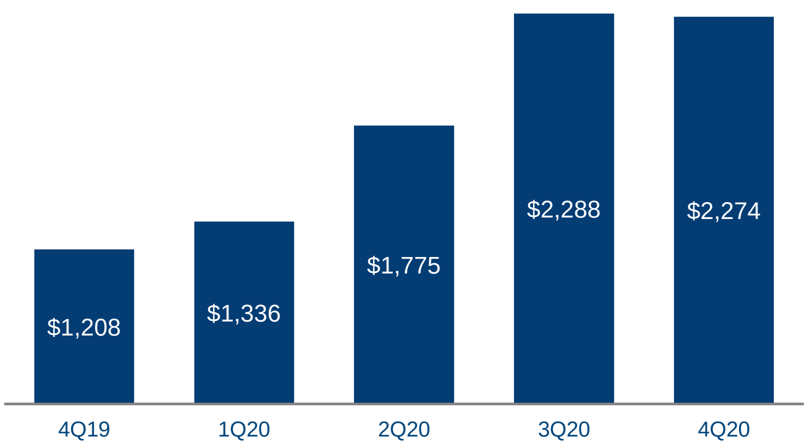
Total deposits ($mm)



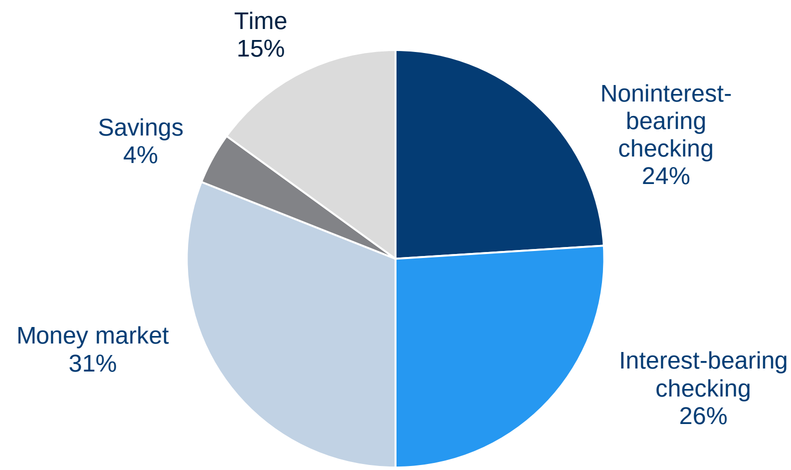
Cost of deposits



Noninterest bearing deposits[1] ($mm)



Deposit composition

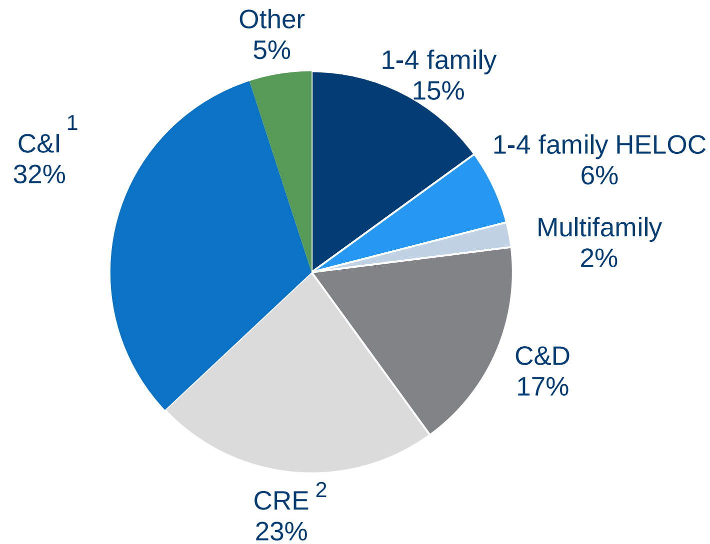


50% Checking accounts

[1] Includes mortgage servicing-related deposits of $92.6mm, $110.1mm, $149.1mm, $194.3mm and $147.9 million for the quarters ended December 31, 2019, March 31, 2020, June 30, 2020, September 30, 2020 and December 31, 2020 respectively.

Balanced loan portfolio

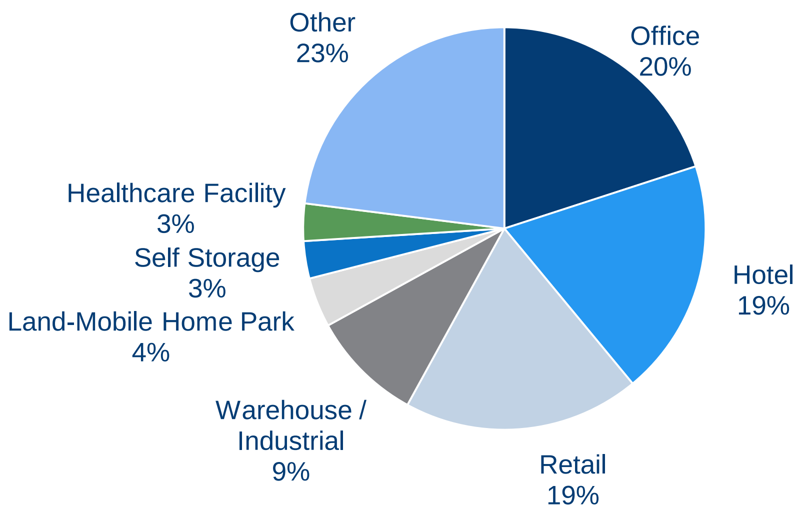
Portfolio mix



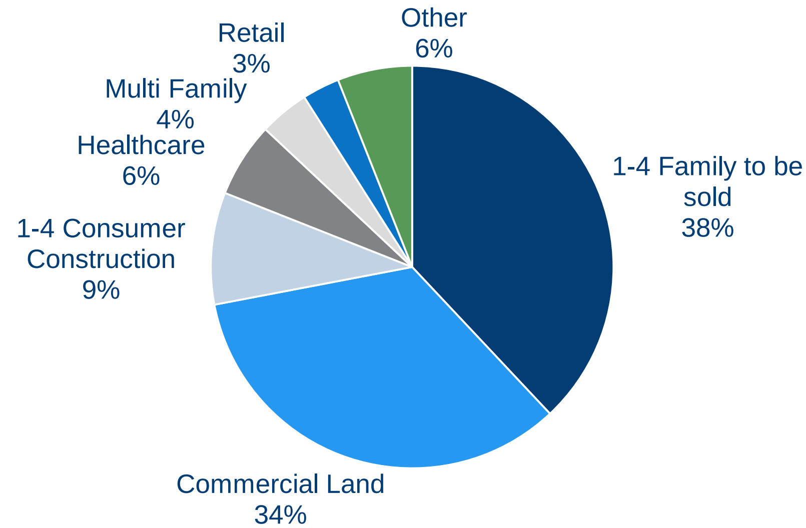
C&I[1] exposure by industry

	Balance Ex. PPP				PPP
	C&I	CRE-OO	Total	% of Total	Loans
Real Estate Rental and Leasing	$ 348.2	$ 153.6	$ 501.9	24.4%	$ 6.8
Retail Trade	58.5	139.2	197.7	9.6%	14.7
Wholesale Trade	106.3	56.2	162.5	7.9%	16.4
Finance and Insurance	156.3	12.1	168.4	8.2%	4.2
Health Care and Social Assistance	65.1	87.6	152.7	7.4%	32.3
Manufacturing	89.8	51.6	141.4	6.9%	29.4
Other Services (except Public Administration)	22.2	99.2	121.5	5.9%	11.9
Accomodation and Food Services	24.8	89.6	114.4	5.6%	11.8
Construction	50.4	43.9	94.3	4.6%	23.2
Arts, Entertainment and Recreation	19.9	41.0	60.9	3.0%	5.8
Transportation and Warehousing	38.7	17.4	56.1	2.7%	8.3
Professional, Scientific and Technical Services	28.9	30.2	59.1	2.9%	20.1
Information	24.0	20.4	44.4	2.2%	1.8
Other	100.3	82.6	183.0	8.9%	25.9
Total	**$ 1,133.5**	**$ 924.8**	**$ 2,058.3**	**100.0%**	**$ 212.6**

CRE[2] exposure by type



C&D exposure by type



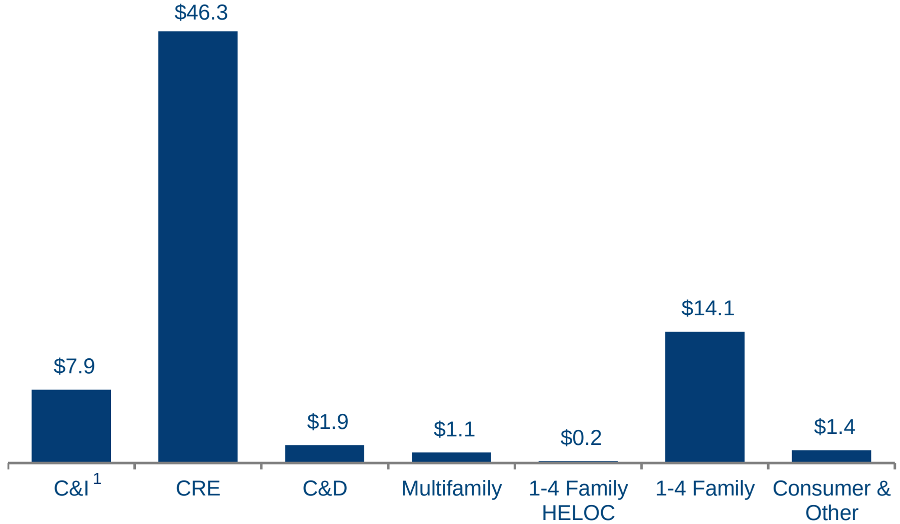
[1] C&I includes owner-occupied CRE. PPP Loans comprise 9.4% of C&I loans, or 3.0% of gross loans (HFI). [2] Excludes owner-occupied CRE.

Deferrals continue to decline

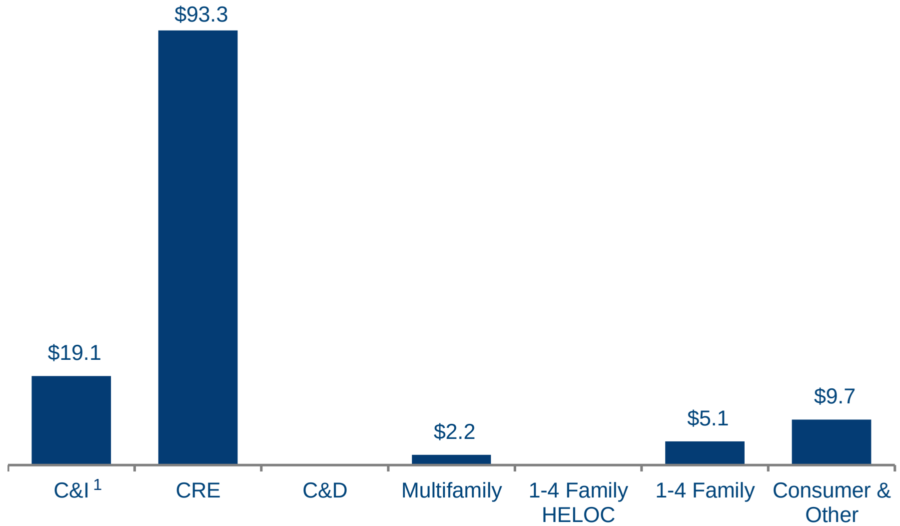
Deferral programs

- Standard consumer loan received 2-payment relief; standard commercial loan received 90 day principal and interest forbearance; relationship managers had authority to offer plans that varied from the standard
- Of the $1.6 billion in loans given a deferral, $202 million, or 2.86% of total loans HFI, remain in some sort of deferral as of December 31, 2020
  - $73 million are full principal and interest deferrals, or 1.03% of the portfolio
  - $129 million are on interest only payment schedules, or 1.83% of the portfolio
- Hotel loans make up $89 million of the $202 million remaining in deferral, or 44%
  - $30 million are full principal and interest deferrals, or 41% of remaining full P&I deferrals
  - $59 million are on interest only payment schedules, or 45% of remaining interest only deferrals
- Other industries of concern make up $67 million of the $202 million remaining in deferral, or 33%
  - $17 million are full principal and interest deferrals, or 23% of remaining full P&I deferrals
  - $50 million are on interest only payment schedules, or 39% of remaining interest only deferrals

Principal and Interest Deferrals ($73 million)



Interest Only Payment Schedule ($129 million)



[1] Includes owner-occupied CRE.

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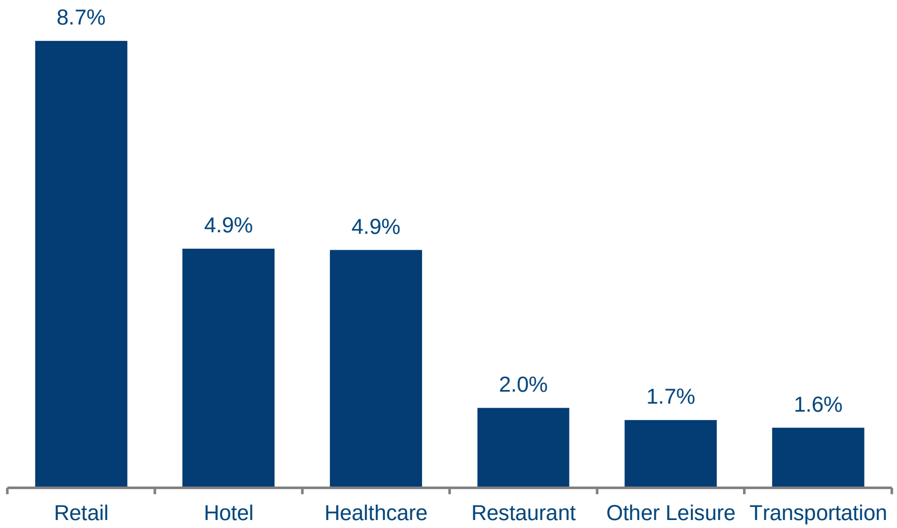
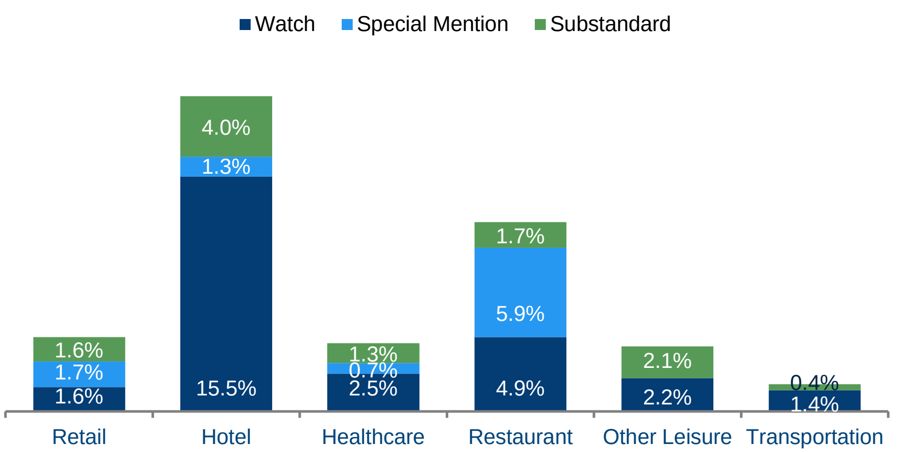
Industries of concern

- Industries initially considered to be the most susceptible to issues associated with the pandemic
- Significant level of initial deferrals but steady improvement and return to pre-COVID payment plans
- Credit quality remains satisfactory overall
- Retail, healthcare and transportation not showing signs of deterioration
- Hotel, restaurants and other leisure continue to face biggest challenges

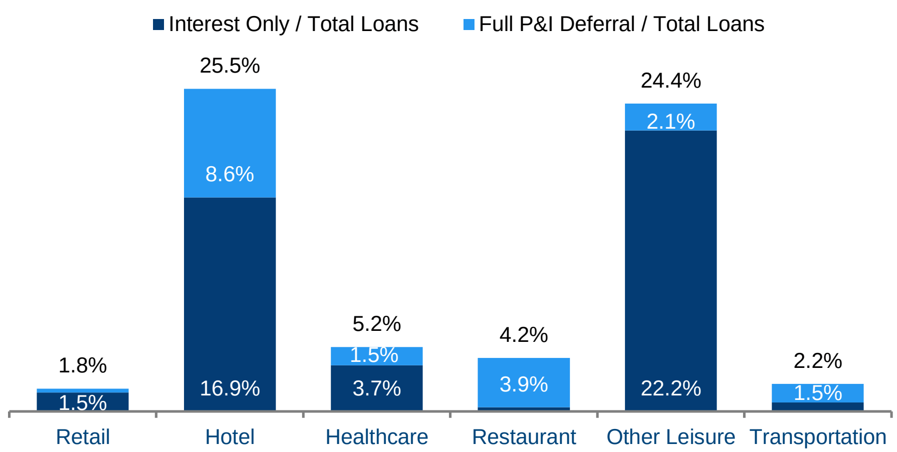
Industry exposures / gross loans (HFI)



Industries of concern credit quality[1]



Industries of concern deferral overview

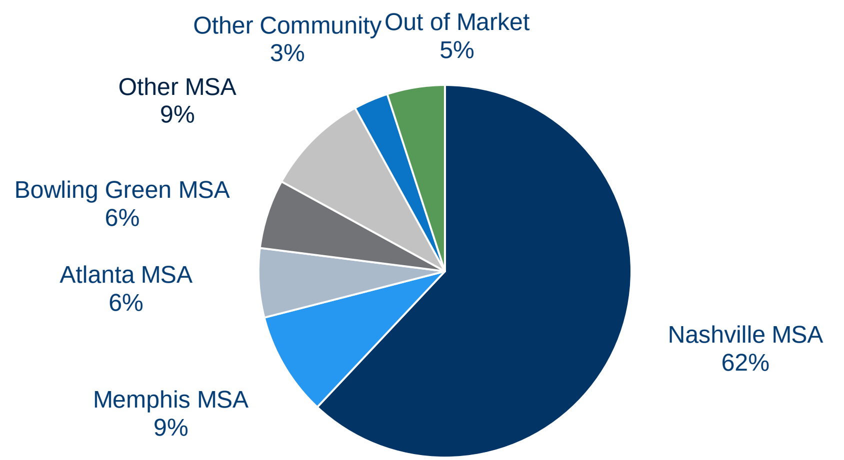


[1]Those percentages not displayed are pass loans. Pass percentages are: Retail 95.1%, Hotel 79.2%, Healthcare 95.5%, Restaurant 87.4%, Other Leisure 95.7%, Transportation 98.2%

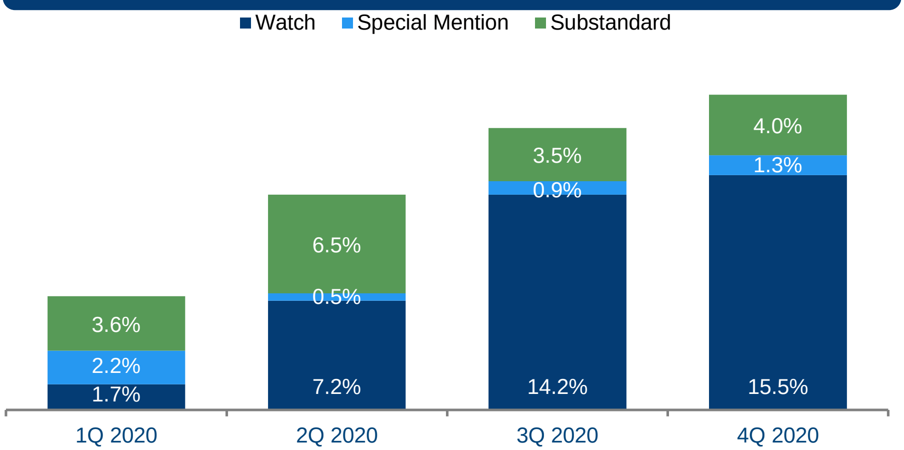
Hotel portfolio – 4.9% of gross loans HFI

- Portfolio representative of seasoned operators, good flags and good locations (72% Hilton / Hyatt / IHG / Marriott / Wyndham)
- Underlying economics remain depressed
- Portfolio is largely limited and full service properties, which are better models to sustain operations at lower occupancy rates, as opposed to luxury properties
- Represents largest segment of deferrals, but trend toward resumption of payments continues, with only 8.6% remaining on full deferral of principal and interest
- Summary: overall credit quality remains satisfactory, and cautiously optimistic about the resolution of remaining deferrals

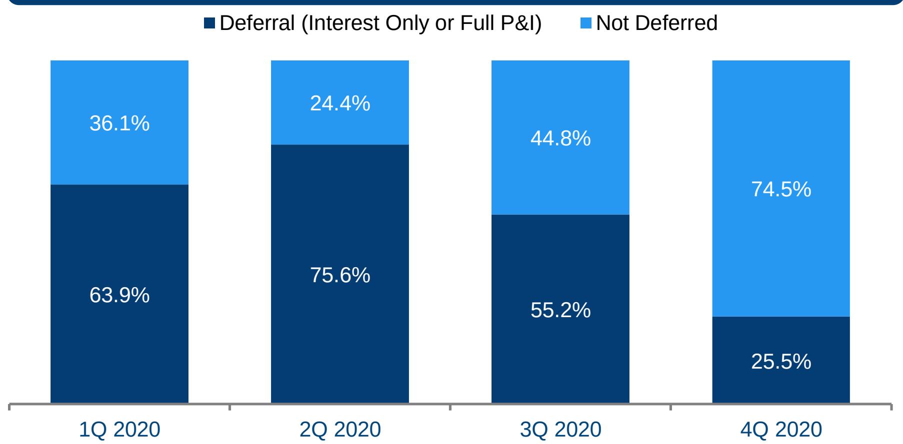
Outstanding by location



Risk Rating Progression



Deferral Progression

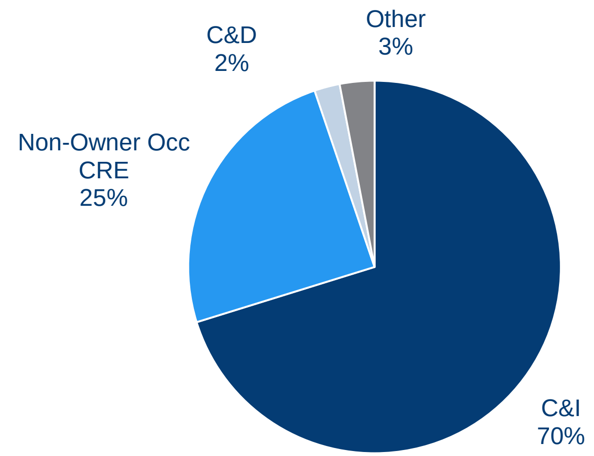


Note: Exposures included will differ from “C&I Exposure by Industry” table on slide 12 due to inclusion of non-owner occupied and other balances as well as additional tangential exposures.

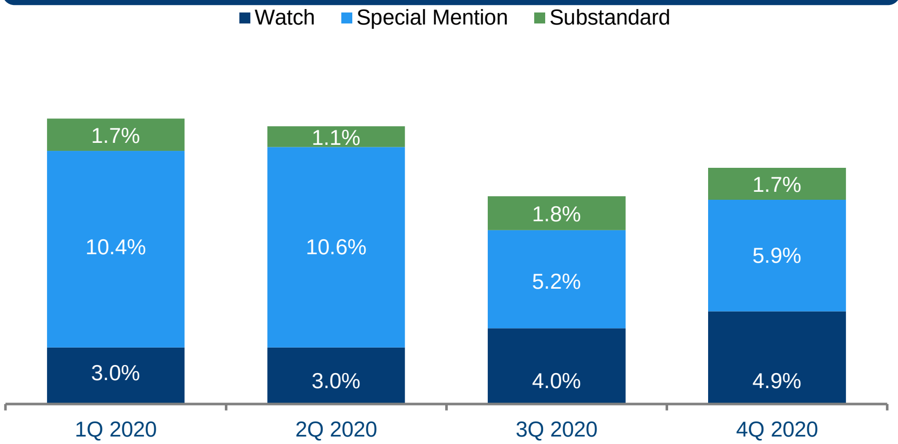
Restaurant – 2.0% of gross loans HFI

- Majority are owner operators
- Portfolio split roughly evenly between limited service and full service outlets
- Limited service has seen an ability to change their model, leading to improvement
- Full service continues to be challenged with limits imposed on capacity
- Positive deferral trends continue, with only 0.3% remaining on full deferral of principal and interest
- Not included in this exposure is a diversified food services company; charged off $9.9 million and moved remaining balance to nonaccrual in 4Q 2020

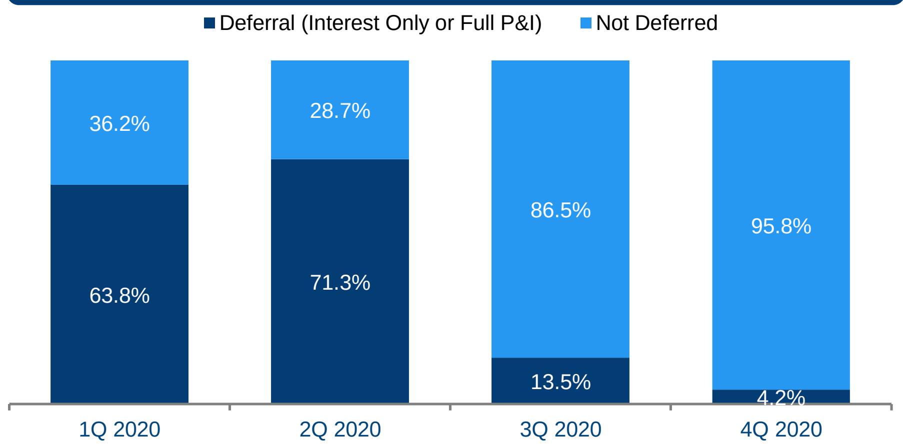
Portfolio overview



Risk Rating Progression



Deferral Progression

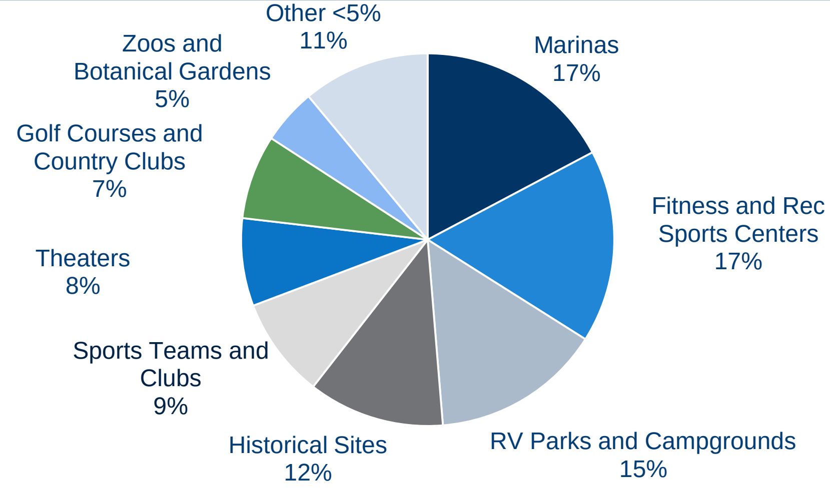


Note: Exposures included will differ from "C&I Exposure by Industry" table on slide 12 due to inclusion of non-owner occupied and other balances as well as additional tangential exposures.

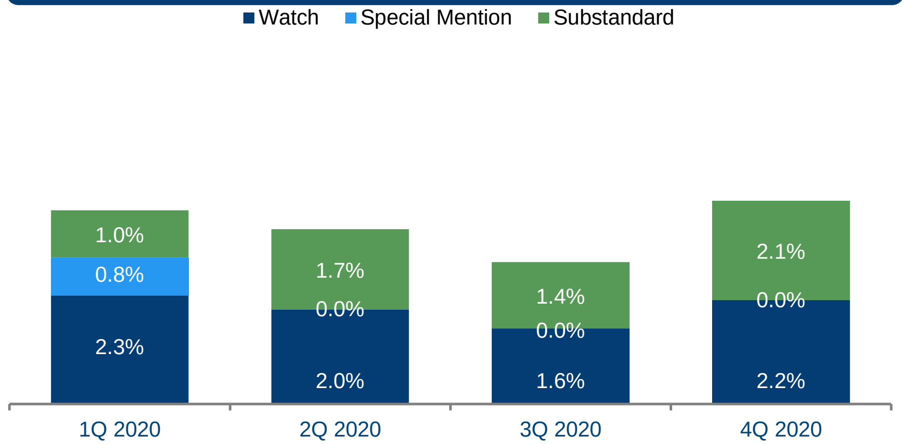
Other Leisure – 1.7% of gross loans HFI

- Mix of industries with no concentration
- Outdoor activities remain relatively unaffected
- Majority of remaining deferrals are related to restricted business models, such as indoor entertainment venues
- For those remaining affected, expect continued challenging operating environments until full reopening

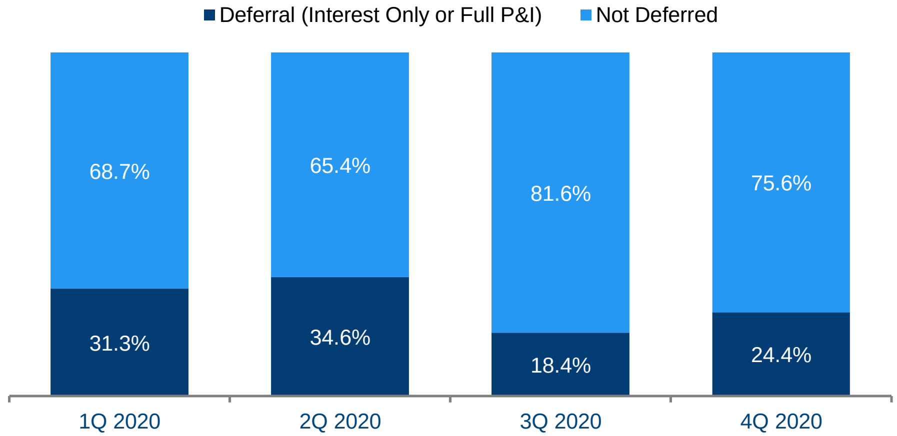
Portfolio overview



Risk Rating Progression



Deferral Progression



Note: Exposures included will differ from “C&I Exposure by Industry” table on slide 12 due to inclusion of non-owner occupied and other balances as well as additional tangential exposures.

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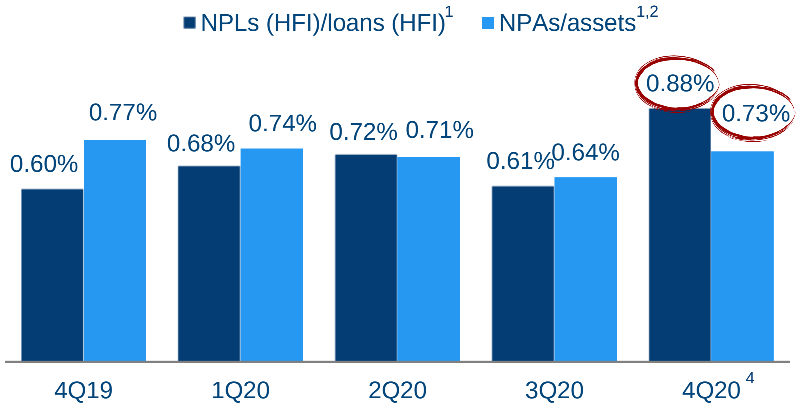
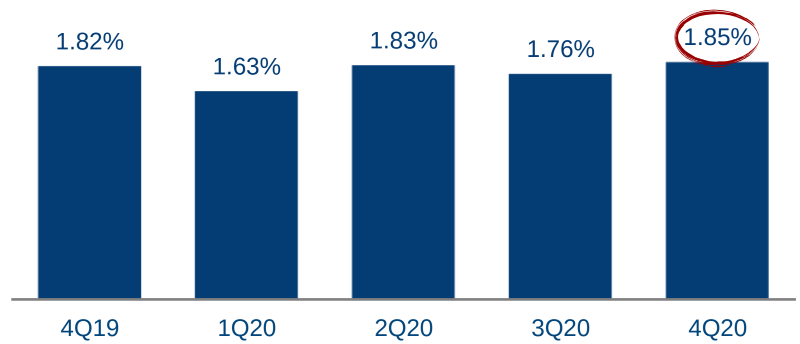
Asset quality remains solid

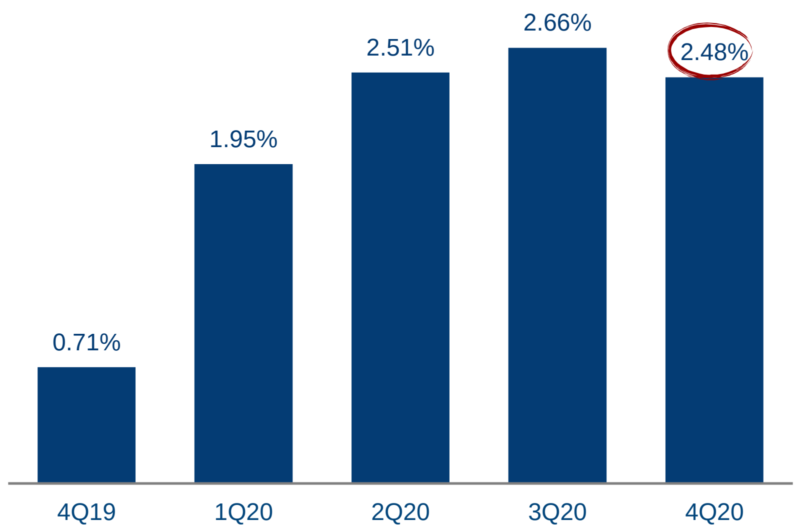
Nonperforming ratios



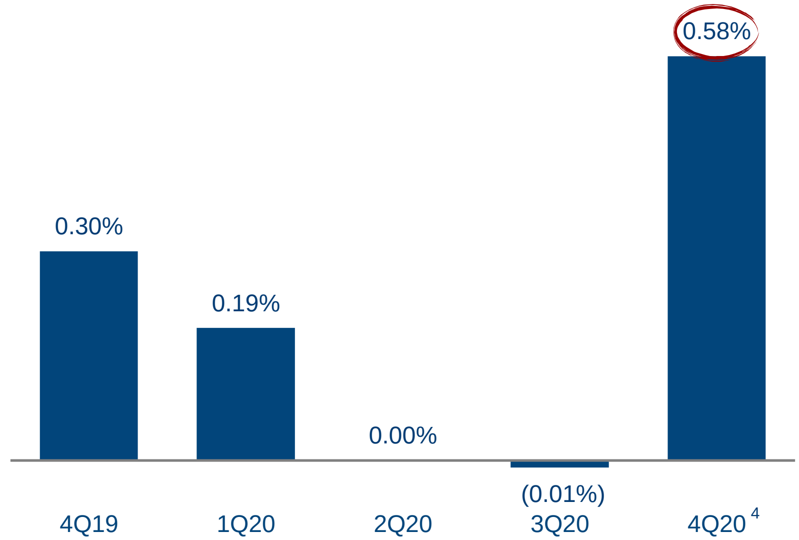
Classified loans / loans HFI



LLR/loans HFI (excluding PPP loans)[3]



Net charge-offs (recoveries) / average loans



[1] Adoption of CECL resulted in approximately $5.5 million of former PCI loans being reportable as nonperforming loans in 1Q 2020.

[2] Includes acquired excess land and facilities held for sale–see page 14 of the Quarterly Financial Supplement.

[3] See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures.

[4] One credit accounted for $9.9 million of $10.4 million in net charge-offs for 4Q2020, or 55 bps of 58 bps in net charge offs / average loans. The remaining balance of this credit accounted for 17 bps of NPLs (HFI) / Loans (HFI) and 11 bps of NPAs / Assets.

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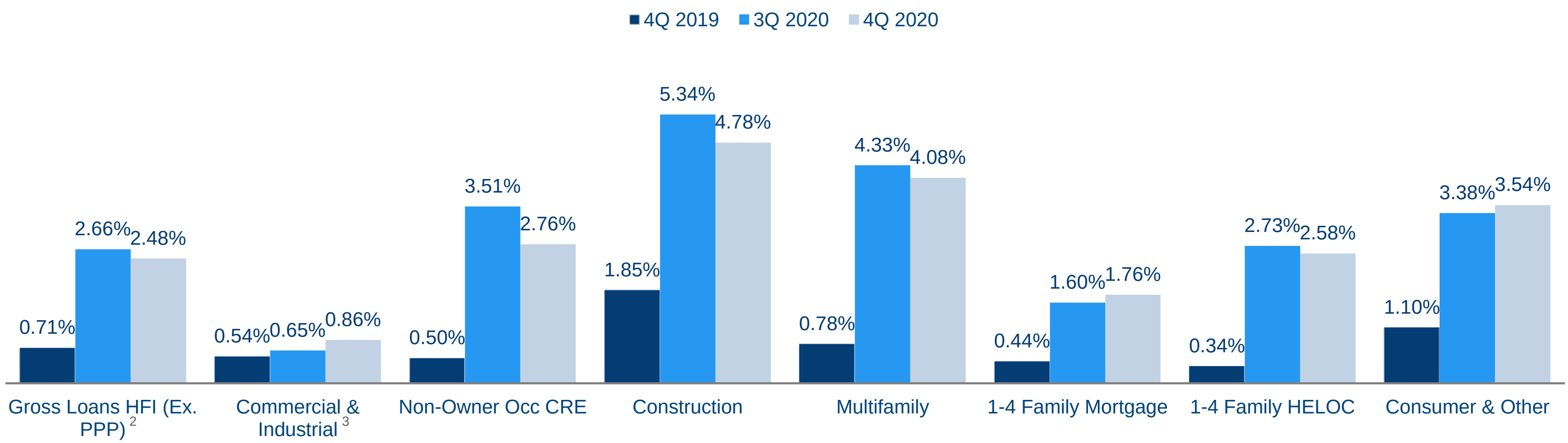
Allowance for credit losses overview

- Current Expected Credit Loss (CECL) Allowance for Credit Losses (ACL) model utilizes Moody's baseline scenario from the fourth quarter, with resulting key economic data summarized below:

	FQE,		FYE 12/31,				
	1Q 2021	2Q 2021	2020	2021	2022	2023	2024
GDP (bcw$)	$ 18,781.0	$ 18,962.5	$ 18,323.5	$ 19,055.6	$ 19,919.0	$ 20,623.3	$ 21,126.0
Annualized % Change	5.6%	3.9%	(4.0%)	4.0%	4.5%	3.5%	2.4%
Total Employment (millions)	142.4	143.0	142.1	143.4	146.9	150.8	152.7
Unemployment Rate	8.2%	8.0%	8.5%	7.9%	6.3%	4.8%	4.5%
CRE Price Index	276.5	255.2	301.0	234.8	243.3	274.2	298.9
NCREIF Property Index: Rate of Return	(0.2%)	0.4%	(1.9%)	0.4%	2.9%	3.0%	2.9%

ACL / Loans HFI by Category



[1]Source: Moody's "July 2020 U.S. Macroeconomic Outlook Baseline and Alternative Scenarios". [2] See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures. [3] Commercial and Industrial excludes $212.6 million in PPP loans and $310.7 million for December 31, 2020 and September 30, 2020, respectively.

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Appendix

GAAP reconciliation and use of non-GAAP financial measures

Adjusted net income and diluted earnings per share

	2020								2019	
(Dollars in thousands, except share data)	Fourth Quarter		Third Quarter		Second Quarter		First Quarter		Fourth Quarter	
Pre-tax net income (loss)	$	58,947	$	(7,639)	$	30,328	$	825	$	27,290
Plus merger expenses		9,513		20,730		1,586		3,050		686
Plus initial provision for credit losses on acquired loans and unfunded commitments		—		63,251		—		2,885		—
Less other non-operating items[1]		(2,448)		(1,952)		—		—		—
Adjusted pre-tax earnings		70,908		78,294		31,914		6,760		27,976
Income tax expense, adjusted		16,454		20,198		7,828		1,464		5,897
Adjusted earnings	$	54,454	$	58,096	$	24,086	$	5,296	$	22,079
Weighted average common shares outstanding - fully diluted		47,791,659		40,637,745		32,506,417		31,734,112		31,470,565
Adjusted diluted earnings per share										
Diluted earnings (loss) per common share	$	0.95	$	(0.14)	$	0.70	$	0.02	$	0.68
Plus merger expenses		0.20		0.51		0.05		0.10		0.02
Plus initial provision for credit losses on acquired loans and unfunded commitments		—		1.56		—		0.09		—
Less other non-operating items		(0.05)		(0.05)		—		—		—
Less tax effect		0.06		0.55		0.01		0.04		—
Adjusted diluted earnings per share	$	1.14	$	1.43	$	0.74	$	0.17	$	0.70

[1] 4Q2020 includes $4,533 FHLB prepayment penalty offset by $715 cash life insurance benefit and $1,370 gain from change in fair value of commercial loans held for sale acquired from Franklin; 3Q2020 includes $2,305 FHLB prepayment penalty, $1,505 losses on other real estate owned, and $1,858 gain from change in fair value of commercial loans held for sale acquired from Franklin.

***Note**: Adjusted non-GAAP results for the third quarter of 2020 have been recast from previously reported results to adjust for gains associated with changes in fair value related to commercial loans held for sale amounting to $1,858 . The following adjusted figures and metrics have been recast for conformity and comparability: Adjusted earnings, Adjusted diluted earnings per share, Adjusted pre-tax pre-provision earnings, Core efficiency ratio, Banking segment core efficiency ratio, Adjusted mortgage banking pre-tax pre-provision net contribution (%), Adjusted return on average assets, average equity and average tangible common equity, and Adjusted pre-tax pre-provision return on average assets, equity and tangible common equity. Previously reported adjusted amounts and non-GAAP reconciliations are included in previously issued earnings release materials.*

GAAP reconciliation and use of non-GAAP financial measures

Adjusted pre-tax, pre-provision earnings

	2020				2020
(Dollars in thousands, except share data)	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	First Quarter
Pre-tax net income (loss)	$ 58,947	$ (7,639)	$ 30,328	$ 825	$ 27,290
(Less) plus provisions for credit losses	(2,920)	55,401	25,921	29,565	2,950
Pre-tax pre-provision earnings	56,027	47,762	56,249	30,390	30,240
Plus merger expenses	9,513	20,730	1,586	3,050	686
Less other non-operating items[1]	(2,448)	(1,952)	—	—	—
Adjusted pre-tax pre-provision earnings	$ 67,988	$ 70,444	$ 57,835	$ 33,440	$ 30,926

[1] 4Q2020 includes $4,533 FHLB prepayment penalty offset by $715 cash life insurance benefit and $1,370 gain from change in fair value of commercial loans held for sale acquired from Franklin; 3Q2020 includes $2,305 FHLB prepayment penalty, $1,505 losses on other real estate owned, and $1,858 gain from change in fair value of commercial loans held for sale acquired from Franklin.

GAAP reconciliation and use of non-GAAP financial measures

Adjusted earnings and diluted earnings per share*

(Dollars in thousands, except share data)	2020	2019	2018	2017	2016*
Pre-tax net income	$ 82,461	$ 109,539	$ 105,854	$ 73,485	$ 62,324
Plus merger, conversion, offering, and mortgage restructuring expenses	34,879	7,380	2,265	19,034	3,268
Plus initial provision for credit losses on acquired loans and unfunded commitments	66,136	—	—	—	—
Less other non-operating items[(1)]	(4,400)	—	—	—	(3,539)
Adjusted pre-tax earnings	187,876	116,919	108,119	92,519	69,131
Adjusted income tax expense	45,944	27,648	26,034	34,749	25,404
Adjusted earnings	$ 141,932	$ 89,271	$ 82,085	$ 57,770	$ 43,727
Weighted average common shares outstanding - fully diluted	38,099,744	31,402,897	31,314,981	28,207,602	19,312,174
Adjusted diluted earnings per share*					
Diluted earnings per common share	$ 1.67	$ 2.65	$ 2.55	$ 1.86	$ 2.10
Plus merger, conversion, offering, and mortgage restructuring expenses	0.92	0.24	0.07	0.67	0.17
Plus initial provision for credit losses on acquired loans and unfunded commitments	1.74	—	—	—	—
Less other non-operating items	(0.11)	—	—	—	(0.18)
Less tax effect and benefit of enacted tax laws	0.71	0.06	0.01	0.48	0.19
Adjusted diluted earnings per share	$ 3.73	$ 2.83	$ 2.61	$ 2.05	$ 2.26

(1) 2020 includes charges of $6,838 related to a one time FHLB prepayment penalty and $1,505 related to losses on other real estate owned, offset by $715 cash life insurance benefit and $3,228 gain from change in fair value on commercial loans held for sale. 2016 includes $4,407 gain from securities, $1,179 gain on sales or write-downs of other real estate owned and other assets, $4,678 impairment of mortgage servicing rights and $4,447 loss on sale of mortgage servicing rights.

**Prior to the IPO in the third quarter of 2016, the Company was an S corporation and did not incur federal income taxes. In conjunction with the IPO, the Company converted to a C corporation. These results are on a pro forma basis to reflect the results of the Company on a C corporation basis and combined effective tax rate of 36.75% for the year ended December 31, 2016.*

GAAP reconciliation and use of non-GAAP financial measures

Adjusted pre-tax, pre-provision earnings

(Dollars in thousands, except share data)	2020	2019	2018	2017	2016
Pre-tax net income	$ 82,461	$ 109,539	$ 105,854	$ 73,485	$ 62,324
Plus (less) provisions for credit losses	107,967	7,053	5,398	(950)	(1,479)
Pre-tax pre-provision earnings	190,428	116,592	111,252	72,535	60,845
Plus merger, conversion, offering, and mortgage restructuring expenses	34,879	7,380	2,265	19,034	3,268
Less other non-operating items[1]	(4,400)	—	—	—	(3,539)
Adjusted pre-tax pre-provision earnings	$ 229,707	$ 123,972	$ 113,517	$ 91,569	$ 67,652

[1] 2020 includes charges of $6,838 related to a one time FHLB prepayment penalty and $1,505 related to losses on other real estate owned, offset by $715 cash life insurance benefit and $3,228 gain from change in fair value on commercial loans held for sale. 2016 includes $4,407 gain from securities, $1,179 gain on sales or write-downs of other real estate owned and other assets, $4,678 impairment of mortgage servicing rights and $4,447 loss on sale of mortgage servicing rights.

GAAP reconciliation and use of non-GAAP financial measures

Core efficiency ratio (tax-equivalent basis)

	2020				2019
(Dollars in thousands)	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter
Total noninterest expense	$ 109,855	$ 118,092	$ 80,579	$ 68,559	$ 62,686
Less merger expenses	9,513	20,730	1,586	3,050	686
Less FHLB prepayment penalties	4,533	2,305	—	—	—
Core noninterest expense	$ 95,809	$ 95,057	$ 78,993	$ 65,509	$ 62,000
Net interest income (tax-equivalent basis)	$ 86,111	$ 69,625	$ 55,977	$ 56,784	$ 58,212
Total noninterest income	80,638	97,026	81,491	42,700	35,234
Less gain on change in fair value on commercial loans held for sale and cash life insurance benefit	2,085	1,858	—	—	—
Less (loss) gain on sales or write-downs of other real estate owned and other assets	(57)	(1,279)	32	(277)	277
Less gain (loss) from securities, net	1,013	583	(28)	63	(18)
Core noninterest income	77,597	95,864	81,487	42,914	34,975
Core revenue	$ 163,708	$ 165,489	$ 137,464	$ 99,698	$ 93,187
Efficiency ratio (GAAP)[a]	66.2%	71.2 %	58.9%	69.3%	67.5%
Core efficiency ratio (tax-equivalent basis)	58.5%	57.4 %	57.5%	65.7%	66.5%

(a) Efficiency ratio (GAAP) is calculated by dividing noninterest expense by total revenue

GAAP reconciliation and use of non-GAAP financial measures

Core efficiency ratio (tax-equivalent basis)

(Dollars in thousands, except share data)	2020	2019	2018	2017	2016
Core efficiency ratio (tax-equivalent basis)					
Total noninterest expense	$ 377,085	$ 244,841	$ 223,458	$ 222,317	$ 194,790
Less merger, offering, and mortgage restructuring-related expenses	34,879	7,380	2,265	19,034	3,268
Less FHLB prepayment penalties	6,838	—	—	—	—
Less one-time equity grants	—	—	—	—	2,960
Less variable compensation charge related to cash settled equity awards	—	—	—	635	1,254
Less impairment and loss on sale of mortgage servicing rights	—	—	—	249	9,125
Core noninterest expense	$ 342,206	$ 237,461	$ 221,193	$ 202,399	$ 178,183
Net interest income (tax-equivalent basis)	268,497	227,930	205,668	156,094	113,311
Total noninterest income	301,855	135,397	130,642	141,581	144,685
Less gain on change in fair value on commercial loans held for sale and cash life insurance benefit	3,943	—	—	—	—
Less (loss) gain on sales or write-downs of other real estate owned and other assets	(1,581)	441	229	110	1,179
Less gain (loss) from securities, net	1,631	57	(116)	285	4,407
Core noninterest income	297,862	134,899	130,529	141,186	139,099
Core revenue	$ 566,359	$ 362,829	$ 336,197	$ 297,280	$ 252,410
Efficiency ratio (GAAP)[(a)]	82.1 %	67.7 %	66.8 %	75.4 %	76.2 %
Core efficiency ratio (tax-equivalent basis)	59.2 %	65.4 %	65.8 %	68.1 %	70.6 %

(a) Efficiency ratio (GAAP) is calculated by dividing noninterest expense by total revenue

GAAP reconciliation and use of non-GAAP financial measures

Segment core efficiency ratios (tax-equivalent basis)

	2020				2019
(Dollars in thousands)	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter
Banking segment core efficiency ratio (tax-equivalent basis)					
Core consolidated noninterest expense	$ 95,809	$ 95,057	$ 78,993	$ 65,509	$ 62,000
Less Mortgage segment core noninterest expense	27,766	30,052	26,997	17,567	14,956
Core Banking segment noninterest expense	$ 68,043	$ 65,005	$ 51,996	$ 47,942	$ 47,044
Core revenue	$ 163,708	$ 165,489	$ 137,464	$ 99,698	$ 93,187
Less Mortgage segment total revenue	42,614	60,040	55,215	22,110	16,193
Core Banking segment total revenue	$ 121,094	$ 105,449	$ 82,249	$ 77,588	$ 76,994
Banking segment core efficiency ratio (tax-equivalent basis)	56.2%	61.6%	63.2%	61.8%	61.1%
Mortgage segment core efficiency ratio (tax-equivalent basis)					
Mortgage segment noninterest expense	$ 28,491	$ 30,382	$ 26,997	$ 17,567	$ 14,956
Less mortgage segment merger expense	725	330	—	—	—
Core Mortgage segment noninterest expense	$ 27,766	$ 30,052	$ 26,997	$ 17,567	$ 14,956
Mortgage segment total revenue	$ 42,614	$ 60,040	$ 55,215	$ 22,110	$ 16,193
Mortgage segment core efficiency ratio (tax-equivalent basis)	65.2%	50.1%	48.9%	79.5%	92.4%

GAAP reconciliation and use of non-GAAP financial measures

Adjusted mortgage contribution

(Dollars in thousands)	2020 Fourth Quarter	2020 Third Quarter	2020 Second Quarter	2020 First Quarter	2019 Fourth Quarter
Mortgage segment pre-tax net contribution	$ 14,123	$ 29,658	$ 28,218	$ 4,543	$ 1,237
Retail footprint:					
Mortgage banking income	23,152	24,683	16,940	10,651	9,899
Mortgage banking expenses	15,118	15,175	11,542	7,175	8,126
Retail footprint pre-tax net contribution	8,034	9,508	5,398	3,476	1,773
Total mortgage banking pre-tax net contribution	$ 22,157	$ 39,166	$ 33,616	$ 8,019	$ 3,010
Plus mortgage merger expenses	725	330	—	—	—
Total adjusted mortgage banking pre-tax net contribution	$ 22,882	$ 39,496	$ 33,616	$ 8,019	$ 3,010
Pre-tax pre-provision earnings	56,027	47,762	56,249	30,390	30,240
% total mortgage banking pre-tax pre-provision net contribution	39.5%	82.0%	59.8%	26.4%	10.0%
Adjusted pre-tax pre-provision earnings	67,988	70,444	57,835	33,440	30,926
% total adjusted mortgage banking pre-tax pre-provision net contribution	33.7%	56.1%	58.1%	24.0%	9.7%

GAAP reconciliation and use of non-GAAP financial measures

Tangible assets and equity

(Dollars in thousands, except share data)	2020 Fourth Quarter	2020 Third Quarter	2020 Second Quarter	2020 First Quarter	2019 Fourth Quarter
Tangible assets					
Total assets	$ 11,207,330	$ 11,010,438	$ 7,255,536	$ 6,655,687	$ 6,124,921
Less goodwill	246,835	236,086	175,441	174,859	169,051
Less intangibles, net	22,431	23,924	17,671	18,876	17,589
Tangible assets	$ 10,938,064	$ 10,750,428	$ 7,062,424	$ 6,461,952	$ 5,938,281
Tangible common equity					
Total common shareholders' equity	$ 1,291,289	$ 1,244,998	$ 805,216	$ 782,330	$ 762,329
Less goodwill	246,835	236,086	175,441	174,859	169,051
Less intangibles, net	22,431	23,924	17,671	18,876	17,589
Tangible common equity	$ 1,022,023	$ 984,988	$ 612,104	$ 588,595	$ 575,689
Common shares outstanding	47,220,743	47,191,677	32,101,108	32,067,356	31,034,315
Book value per common share	$ 27.35	$ 26.38	$ 25.08	$ 24.40	$ 24.56
Tangible book value per common share	$ 21.64	$ 20.87	$ 19.07	$ 18.35	$ 18.55
Total common shareholders' equity to total assets	11.5%	11.3%	11.1%	11.8%	12.4%
Tangible common equity to tangible assets	9.34%	9.16%	8.67%	9.11%	9.69%

GAAP reconciliation and use of non-GAAP financial measures

Return on average tangible common equity

	2020				2019
(Dollars in thousands)	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter
Total average shareholders' equity	$ 1,261,101	$ 1,044,913	$ 795,705	$ 768,929	$ 761,949
Less average goodwill	242,983	205,473	175,150	171,532	168,492
Less average intangibles, net	23,178	20,973	18,209	18,152	18,242
Average tangible common equity	$ 994,940	$ 818,467	$ 602,346	$ 579,245	$ 575,215
Net income (loss)	$ 45,602	$ (5,599)	$ 22,873	$ 745	$ 21,572
Return on average tangible common equity	18.2%	(2.7%)	15.3%	0.5%	14.9%

GAAP reconciliation and use of non-GAAP financial measures

Adjusted return on average tangible common equity

	2020				2019
(Dollars in thousands)	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter
Average tangible common equity	$ 994,940	$ 818,467	$ 602,346	$ 579,245	$ 575,215
Adjusted net income	54,454	58,096	24,086	5,296	22,079
Adjusted return on average tangible common equity	21.8%	28.2%	16.1%	3.7%	15.2%

Adjusted return on average assets and equity

	2020				2019
(Dollars in thousands)	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter
Net income (loss)	$ 45,602	$ (5,599)	$ 22,873	$ 745	$ 21,572
Average assets	11,111,163	9,179,288	7,074,612	6,409,417	6,157,931
Average equity	1,261,194	1,044,913	795,705	768,929	761,949
Return on average assets	1.63%	(0.24%)	1.30%	0.05%	1.39%
Return on average equity	14.4%	(2.1%)	11.6%	0.4%	11.2%
Adjusted net income	$ 54,454	$ 58,096	$ 24,086	$ 5,296	$ 22,079
Adjusted return on average assets	1.95%	2.52%	1.37%	0.33%	1.42%
Adjusted return on average equity	17.2%	22.1%	12.2%	2.8%	11.5%

GAAP reconciliation and use of non-GAAP financial measures

Adjusted pre-tax, pre-provision return on average tangible common equity

	2020				2019
(Dollars in thousands)	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter
Average tangible common equity	$ 994,940	$ 818,467	$ 602,346	$ 579,245	$ 575,215
Adjusted pre-tax pre-provision earnings	67,988	70,444	57,835	33,440	30,926
Adjusted pre-tax pre-provision return on average tangible common equity	27.2%	34.2%	38.6%	23.2%	21.3%

Adjusted pre-tax, pre-provision return on average assets and equity

	2020				2019
(Dollars in thousands)	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	Fourth Quarter
Net income (loss)	$ 45,602	$ (5,599)	$ 22,873	$ 745	$ 21,572
Average assets	11,111,163	9,179,288	7,074,612	6,409,417	6,157,931
Average equity	1,261,194	1,044,913	797,705	768,929	761,949
Return on average assets	1.63%	(0.24%)	1.30%	0.05%	1.39%
Return on average equity	14.4%	(2.1%)	11.6%	0.4%	11.2%
Adjusted pre-tax pre-provision earnings	$ 67,988	$ 70,444	$ 57,835	$ 33,440	$ 30,926
Adjusted pre-tax pre-provision return on average assets	2.43%	3.05%	3.29%	2.10%	1.99%
Adjusted pre-tax pre-provision return on average equity	21.4%	26.8%	29.2%	17.5%	16.1%

GAAP reconciliation and use of non-GAAP financial measures

Adjusted return on average assets and equity

(Dollars in thousands)		2020		2019		2018		2017		2016*
Net income	$	63,621	$	83,814	$	80,236	$	52,398	$	39,422
Average assets		8,438,100		5,777,672		4,844,865		3,811,158		3,001,275
Average equity		966,371		723,494		629,922		466,219		276,587
Return on average assets		0.75%		1.45%		1.66%		1.37%		1.31%
Return on average equity		6.6%		11.6%		12.7%		11.2%		14.3%
Adjusted net income	$	141,932	$	89,271	$	82,085	$	57,770	$	43,727
Adjusted return on average assets		1.68%		1.55%		1.69%		1.52%		1.46%
Adjusted return on average equity		14.7%		12.3%		13.0%		12.4%		15.8%

Adjusted pre-tax, pre-provision return on average assets and equity

(Dollars in thousands)		2020		2019		2018		2017		2016*
Net income	$	63,621	$	83,814	$	80,236	$	52,398	$	39,422
Average assets		8,438,100		5,777,672		4,844,865		3,811,158		3,001,275
Average equity		966,371		723,494		629,922		466,219		276,587
Return on average assets		0.75%		1.45%		1.66%		1.37%		1.31%
Return on average equity		6.6%		11.6%		12.7%		11.2%		14.3%
Adjusted pre-tax pre-provision earnings	$	229,707	$	123,972	$	113,517	$	91,569	$	67,652
Adjusted pre-tax pre-provision return on average assets		2.72%		2.15%		2.34%		2.40%		2.25%
Adjusted pre-tax pre-provision return on average equity		23.8%		17.1%		18.0%		19.6%		24.5%

**Prior to the IPO in the third quarter of 2016, the Company was an S corporation and did not incur federal income taxes. In conjunction with the IPO, the Company converted to a C corporation. These results are on a pro forma basis to reflect the results of the Company on a C corporation basis and combined effective tax rate of 36.75% for the year ended December 31, 2016.*

GAAP reconciliation and use of non-GAAP financial measures

Adjusted Allowance for Credit Losses to Loans Held for Investment

(Dollars in thousands)	2020 Fourth Quarter	2020 Third Quarter	2020 Second Quarter	2020 First Quarter	2019 Fourth Quarter
Allowance for credit losses	$ 170,389	$ 183,973	$ 113,129	$ 89,141	$ 31,139
Less allowance for credit losses attributed to PPP loans	2	49	51	—	—
Adjusted allowance for credit losses	$ 170,387	$ 183,924	$ 113,078	$ 89,141	$ 31,139
Loans held for investment	$ 7,082,959	$ 7,213,538	$ 4,827,023	$ 4,568,038	$ 4,409,642
Less PPP loans	212,645	310,719	314,678	—	—
Adjusted loans held for investment	$ 6,870,314	$ 6,902,819	$ 4,512,345	$ 4,568,038	$ 4,409,642
Allowance for credit losses to loans held for investment	2.41%	2.55%	2.34%	1.95%	0.71%
Adjusted allowance for credit losses to loans held for investment	2.48%	2.66%	2.51%	1.95%	0.71%