FB Financial Corporation



2024 Second Quarter Earnings Presentation

July 16, 2024

Forward–looking statements

Certain statements contained in this Presentation that are not historical in nature may be considered forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, without limitation, statements regarding the Company's future plans, results, strategies, and expectations, including expectations around changing economic markets. 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," "project," and other variations of such words and phrases and similar expressions. These forward-looking statements are not historical facts, and are based upon management's current expectations, estimates, and projections, many of which, by their nature, are inherently uncertain and beyond the Company's control. The inclusion of these forward-looking statements should not be regarded as a representation by the Company or any other person that such expectations, estimates, and projections will be achieved. Accordingly, the Company 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 inflation, interest rate fluctuations, changes in the economy or global supply chain, supply-demand imbalances affecting local real estate prices, and high unemployment rates in the local or regional economies in which the Company operates and/or the US economy generally, (2) changes in government interest rate policies and its impact on the Company's business, net interest margin, and mortgage operations, (3) any continuation of the recent turmoil in the banking industry, including the associated impact to the Company and other financial institutions of any regulatory changes or other mitigation efforts taken by government agencies in response, (4) increased competition for deposits, (5) the Company's ability to effectively manage problem credits, (6) any deterioration in commercial real estate market fundamentals, (7) the Company's ability to identify potential candidates for, consummate, and achieve synergies from, potential future acquisitions, (8) the Company's ability to successfully execute its various business strategies, (9) changes in state and federal legislation, regulations or policies applicable to banks and other financial service providers, including legislative developments, (10) the effectiveness of the Company's cybersecurity controls and procedures to prevent and mitigate attempted intrusions, (11) the Company's dependence on information technology systems of third party service providers and the risk of systems failures, interruptions, or breaches of security, and (12) the impact of natural disasters, pandemics, and/or acts of war or terrorism, (13) events giving rise to international or regional political instability, including the broader impacts of such events on financial markets and/or global macroeconomic environments, and (14) general competitive, economic, political, and market conditions. Further information regarding the Company and factors which could affect the forward-looking statements contained herein can be found in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2023, and in any of the Company's subsequent filings with the SEC. Many of these factors are beyond the Company's ability to control or predict. 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 Presentation, and the Company 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 the Company to predict their occurrence or how they will affect the Company. The Company 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 may include, without limitation, adjusted net income, adjusted diluted earnings per common share, adjusted pre-tax pre-provision net revenue, consolidated and segment core revenue, consolidated and segment core noninterest expense and core noninterest income, consolidated and segment core efficiency ratio (tax-equivalent basis), adjusted return on average assets and equity, and adjusted pre-tax pre-provision return on average assets. 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 refers to these non-GAAP measures as adjusted (or core) measures. Also, the Company presents tangible assets, tangible common equity, tangible book value per common share, tangible common equity to tangible assets, on-balance sheet liquidity 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 demonstrate 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 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. Investors should understand how such other banking organizations calculate their financial measures with names similar to the non-GAAP financial measures the Company has discussed herein when comparing such non-GAAP financial measures. See the corresponding non-GAAP reconciliation tables below in this Presentation for additional discussion and reconciliation of these measures to the most directly comparable GAAP financial measures.

2Q 2024 Highlights

Key highlights

- 2Q 2024 pre-tax pre-provision net revenue of $53.1 million and $52.4 million on an adjusted[1] basis, resulting in ROAA and adjusted ROAA[1] of 1.30% and 1.28%, respectively
- Net interest margin expanded to 3.57%, a 15 basis point improvement from the prior quarter, resulting in a $3.1 million increase in net interest income from the first quarter
  - Total loans held for investment (HFI) yield of 6.70%, an increase of 6 basis points compared to 1Q 2024
  - Total securities of 3.29%, an increase of 58 basis points compared to 1Q 2024
  - Cost of total deposits of 2.77%, an increase of 1 basis point compared to 1Q 2024
- Continued focus on efficiency demonstrated by core banking segment efficiency ratio[1] of 53.8%, compared to 54.2% in prior quarter and 58.4% in 2Q 2023
- ACL of 1.67% of loans HFI with annualized net charge-offs of 0.02% in the quarter, in-line with historical performance
- Continued capital build:
  - Tangible Common Equity to Tangible Assets[1] 10.2%
  - Preliminary Common Equity Tier 1 Ratio of 12.7%
  - Preliminary Total Risk-Based Capital of 15.1%
  - C&D and CRE concentration ratios within target ranges
- Repurchased 353,826 shares for $12.6 million during the quarter

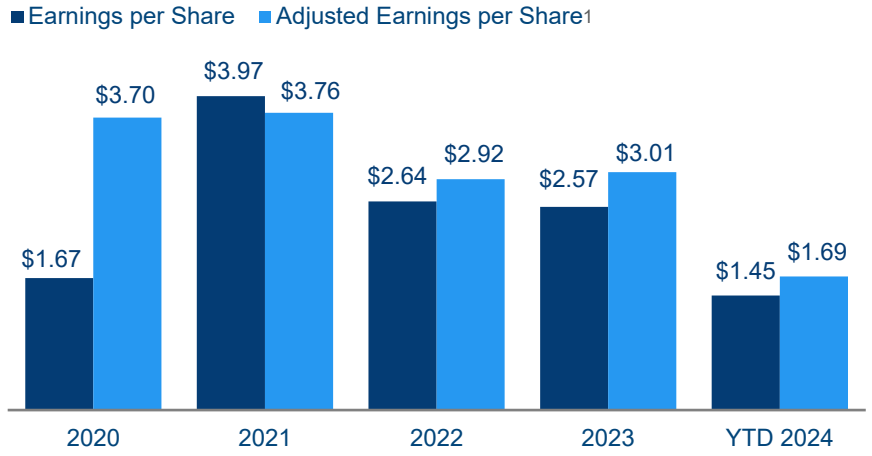
Financial results

	2Q 2024
Diluted earnings per common share	$0. 85
Adjusted diluted earnings per common share[1]	*$0.84*
Net income ($mm)	$40.0
Adjusted net income[1] ($mm)	*$39.4*
Return on average assets	1.30%
Adjusted return on average assets[1]	*1.28%*
Return on average common equity	10.9%
Adjusted return on average common equity[1]	*10.8%*
Return on average tangible common equity[1]	13.1%
Adjusted return on average tangible common equity[1]	*13.1%*
Pre-tax pre-provision net revenue ($mm)	$53.1
Adjusted pre-tax pre-provision net revenue[1] ($mm)	*$52.4*
Net interest margin (tax-equivalent basis)	3.57%
Total common equity / total assets	12.0%
Tangible common equity / tangible assets[1]	*10.2%*

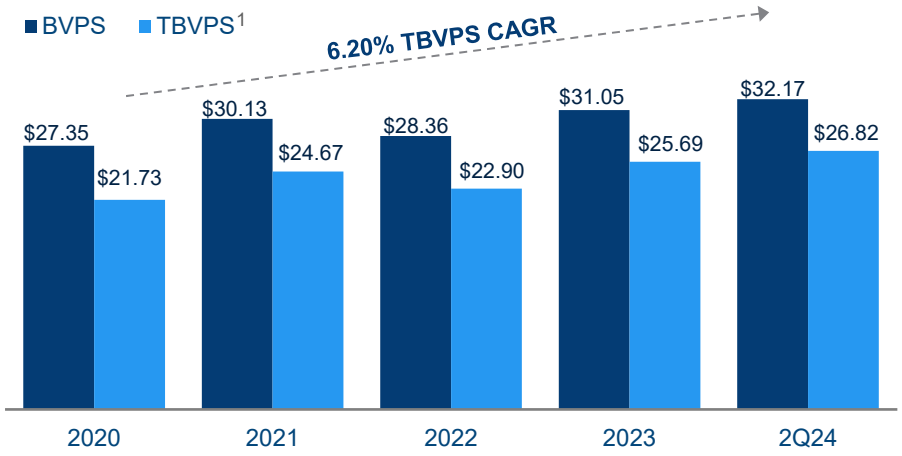
[1] Non-GAAP financial measure; See "Use of non-GAAP Financial Measures" and Non-GAAP reconciliations herein.

Driving shareholder value

Earnings per Share

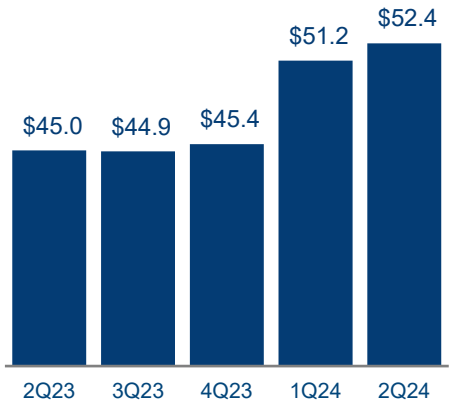


Book Value per Share

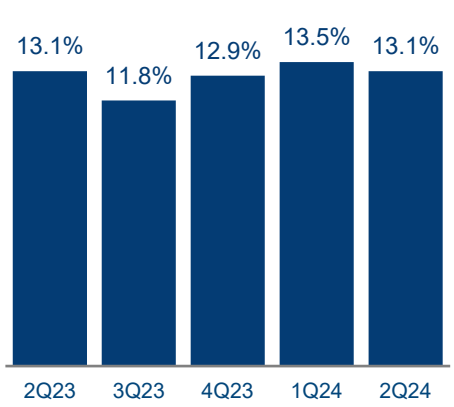


Dashboard

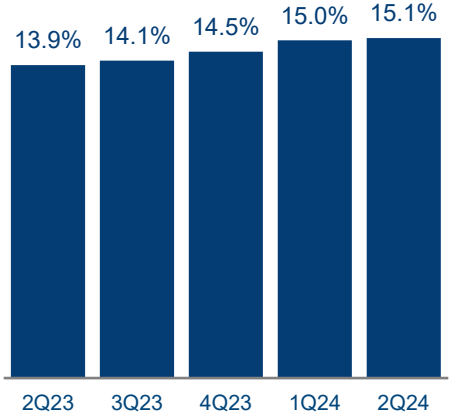
Adjusted PPNR[1]



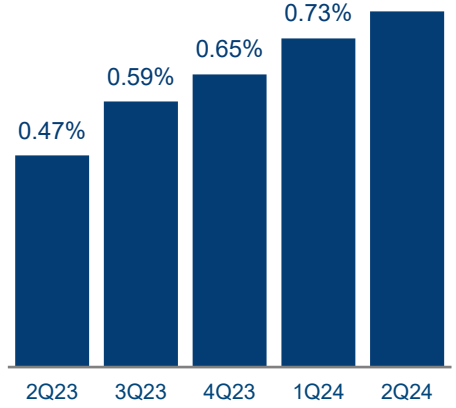
Adjusted ROATCE[1]



Total RBC Ratio[2]



NPLs / Loans HFI



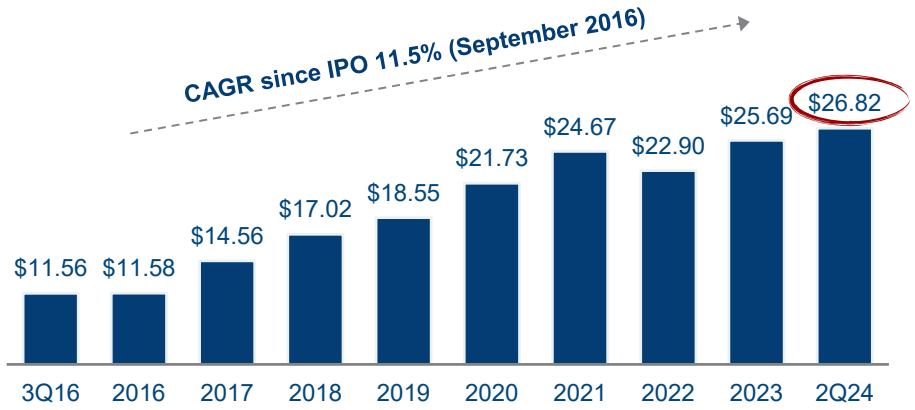
[1] Non-GAAP financial measure; See "Use of non-GAAP Financial Measures" and Non-GAAP reconciliations herein. [2] 2Q24 calculation is preliminary and subject to change.

Well-capitalized for future opportunities

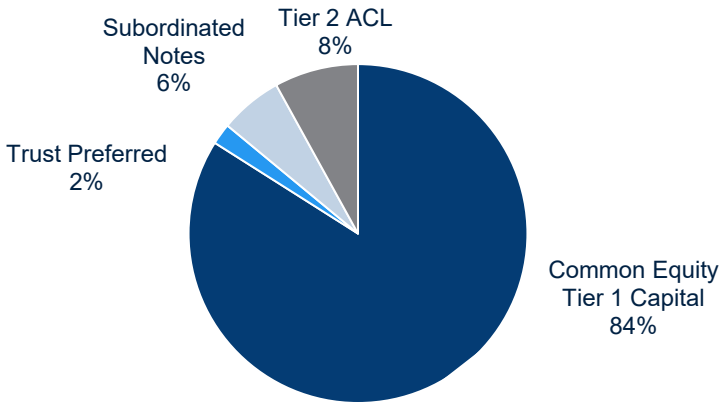
Capital Position

	2Q23	1Q24	2Q24
Shareholder's Equity/Assets	10.8%	11.8%	12.0%
TCE/TA[1]	9.0%	10.0%	10.2%
Common Equity Tier 1[2]	11.7%	12.6%	12.7%
Tier 1 Risk-Based[2]	11.9%	12.8%	13.0%
Total Risk-Based[2]	13.9%	15.0%	15.1%
Tier 1 Leverage[2]	10.7%	11.3%	11.7%
C&D to 100% Tier 1 Capital plus ACL[2,3]	113%	83%	78%
CRE to 300% Tier 1 Capital plus ACL[2,3]	281%	255%	249%
AOCI Adjusted Ratios[1,2]			
Adj. Common Equity Tier 1			11.8%
Adjusted Total Risk-Based			14.3%

Tangible Book Value per Share[1]



Simple Capital Structure



Total regulatory capital: $1,680mm

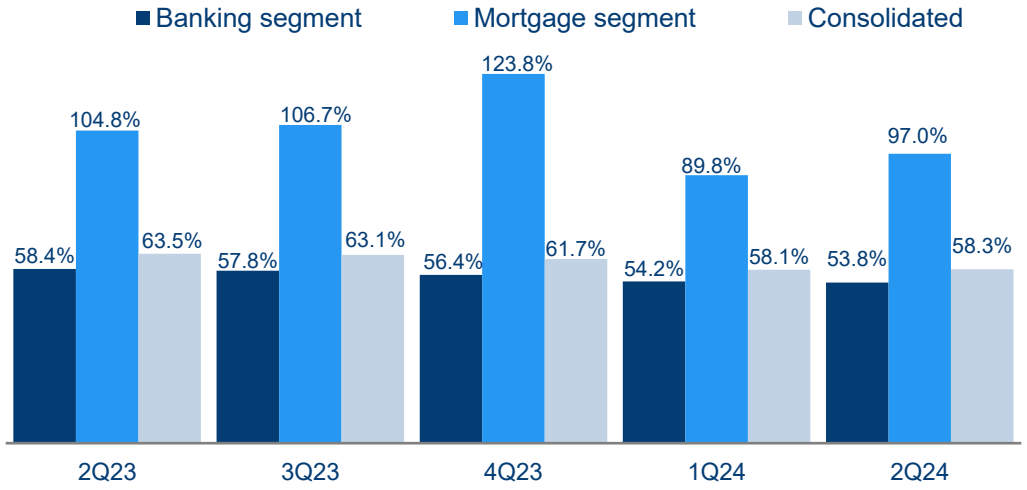
[1] Non-GAAP financial measure; See "Use of non-GAAP Financial Measures" and Non-GAAP reconciliations herein. [2] 2Q24 calculation is preliminary and subject to change. [3] Concentration ratios for FirstBank.

Building operating leverage

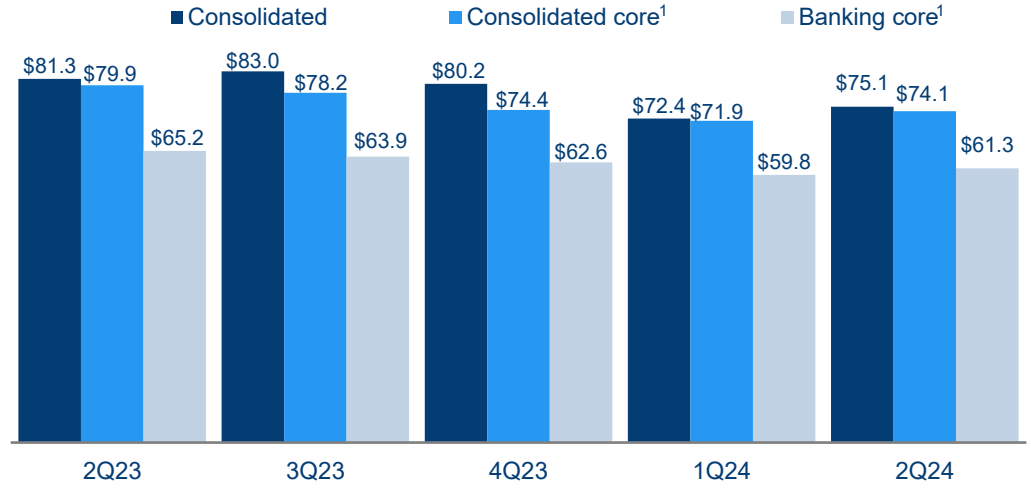
Highlights

- Consolidated 2Q 2024 efficiency ratio of 58.6% and core efficiency ratio[1] of 58.3% compared to 67.4% and 58.1% in 1Q 2024, respectively and 64.8% and 63.5% in 2Q 2023, respectively
- Consolidated 2Q 2024 noninterest expense of $75.1 million and consolidated core noninterest expense[1] of $74.1 million compared to $72.4 million and $71.9 million in 1Q 2024, respectively and $81.3 million and $79.9 million in 2Q 2023, respectively
- Continued focus on adding scale to realize benefits of prior investments in efficient operating platform
- Mortgage efficiency ratio impacted relative to the prior quarter by fair value pipeline and mortgage servicing rights changes

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



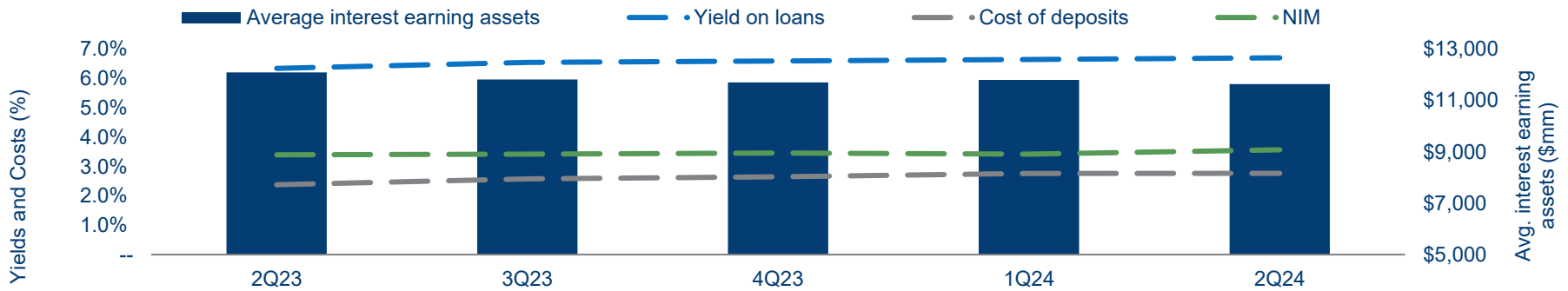
Noninterest expense ($mm)



[1] Non-GAAP financial measure; See "Use of non-GAAP Financial Measures" and Non-GAAP reconciliations herein.

Stabilizing net interest margin

Historical yield and costs

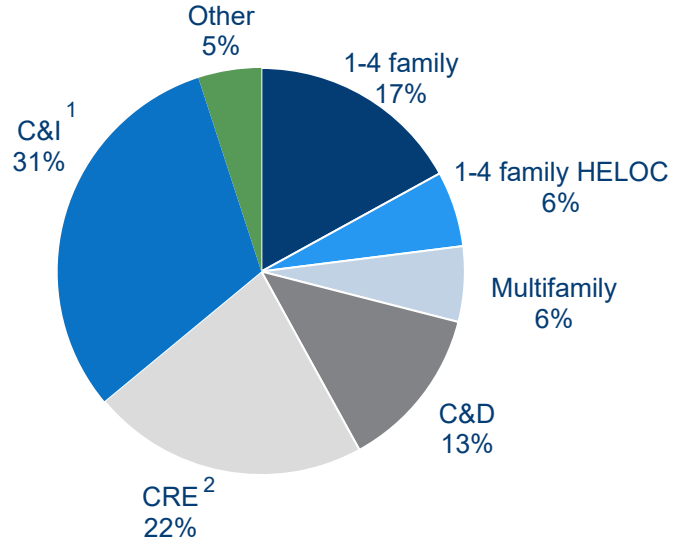


	2Q23	3Q23	4Q23	1Q24	2Q24
NIM[1]	**3.40%**	**3.42%**	**3.46%**	**3.42%**	**3.57%**
Impact of accretion and nonaccrual interest (bps)	1	3	2	3	4
Deposit Cost:					
Cost of MMDA	3.43%	3.78%	3.88%	3.93%	3.93%
Cost of customer time	3.00%	3.37%	3.69%	3.90%	4.00%
Cost of interest-bearing	3.06%	3.33%	3.40%	3.49%	3.52%
Total deposit cost	**2.38%**	**2.58%**	**2.65%**	**2.76%**	**2.77%**
Loans HFI Yield:					
Contractual interest[1]	6.16%	6.32%	6.43%	6.55%	6.60%
Origination and other loan fee income	0.17%	0.19%	0.14%	0.06%	0.06%
Nonaccrual interest	0.01%	0.02%	0.02%	0.01%	0.03%
Accretion on purchased loans	0.00%	0.01%	0.00%	0.02%	0.01%
Total loan (HFI) yield	**6.34%**	**6.54%**	**6.59%**	**6.64%**	**6.70%**
Securities yield[1]	**2.15%**	**2.14%**	**2.45%**	**2.71%**	**3.29%**

[1] Includes tax-equivalent adjustment.

Balanced loan portfolio

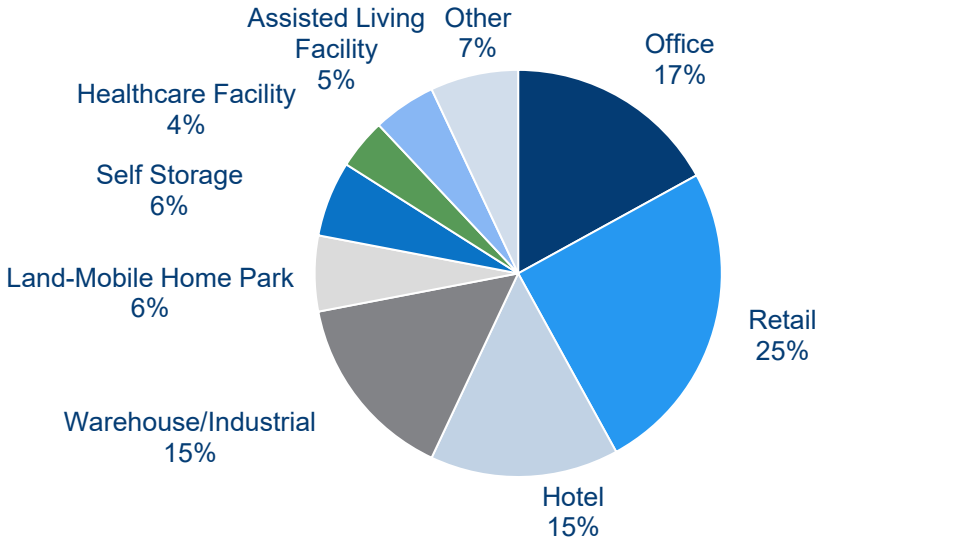
Portfolio mix



C&I[1] exposure by industry ($ millions)

	C&I	CRE-OO	Total	% of Total
Real estate rental and leasing	$ 290	$ 216	$ 506	18%
Finance and insurance	302	17	319	11%
Manufacturing	176	126	302	11%
Other services (except public administration)	68	193	261	9%
Retail trade	73	156	229	8%
Health care and social assistance	55	127	182	6%
Construction	117	62	179	6%
Wholesale trade	92	66	158	6%
Professional, scientific and technical services	93	39	132	5%
Accommodation and food services	23	105	128	4%
Transportation and warehousing	76	35	111	4%
Information	85	14	99	3%
Administrative and support and waste management and remediation services	60	10	70	2%
Arts, entertainment and recreation	31	34	65	2%
Other	73	75	148	5%
Total	**$ 1,614**	**$ 1,275**	**$ 2,889**	**100%**

CRE[2] exposure by type

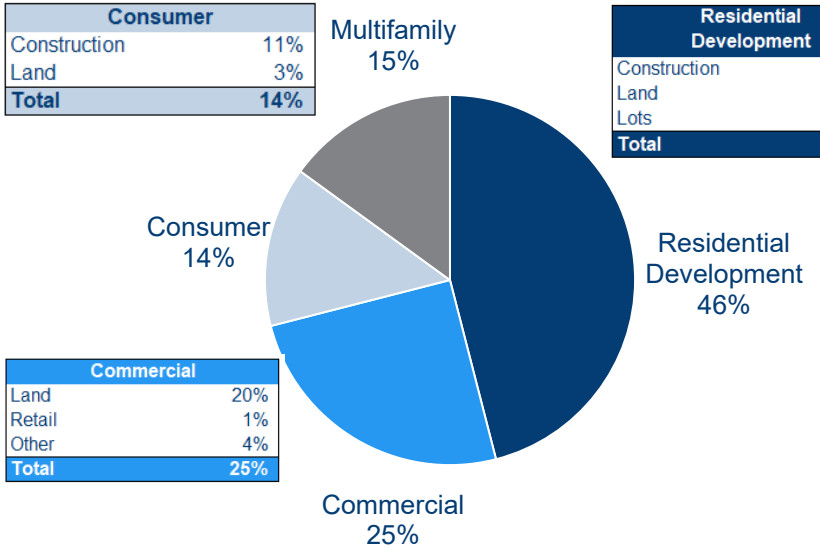


C&D exposure by type

Consumer	
Construction	11%
Land	3%
Total	**14%**

Residential Development	
Construction	36%
Land	7%
Lots	3%
Total	**46%**

Commercial	
Land	20%
Retail	1%
Other	4%
Total	**25%**



Note: Data as of June 30, 2024 [1] C&I includes owner-occupied CRE. [2] Excludes owner-occupied CRE.

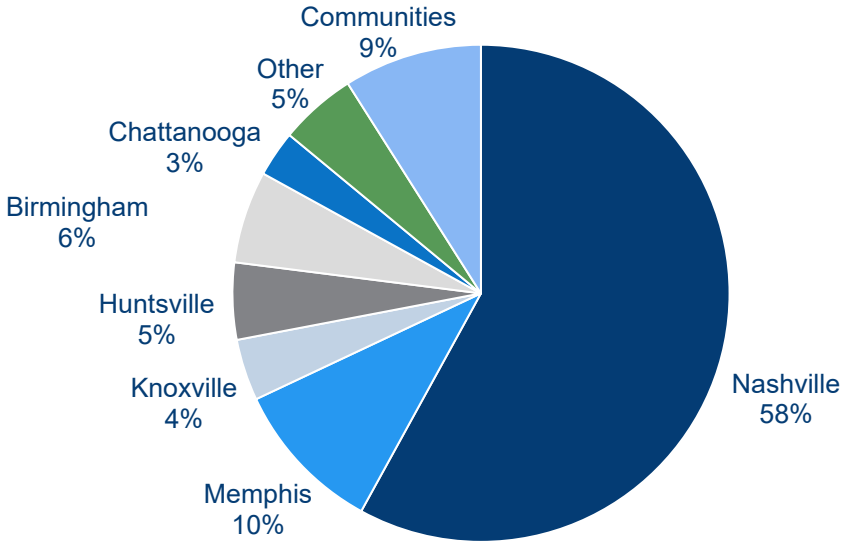
Office exposure (non-owner occupied CRE & C&D)

- Office loans represent only 4.0% of our total HFI loan portfolio as of the end of 2Q24
- Projects generally characterized by 25-30% cash equity requirement, loan to value maximums of 70%-75% at origination, and requests for guarantors
- Reviewed all office loans with commitments greater than $2 million ($275.0 million outstanding, or 74% of total office portfolio) with limited concerns uncovered
- 4.0% of the total office portfolio matures through 2024
- 53% of the total office portfolio is fixed rate vs. 47% floating rate
- As of 2Q24, 98% of the portfolio is pass rated and current

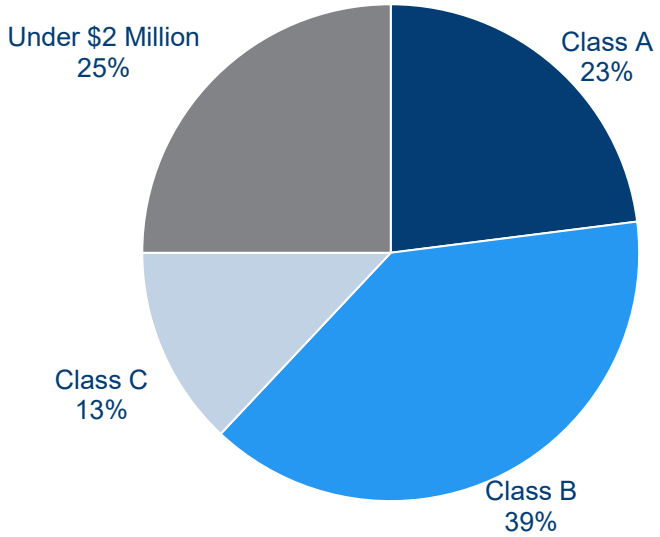
Credit detail by class

Class	Oustanding ($mm)	Average Balance ($mm)	Wtd. Avg. LTV	Wtd. Avg. Occupancy
Class A > $ 2 million	$ 83.4	$ 9.3	54.7%	91.7%
Class B > $ 2 million	144.9	6.3	62.9%	78.3%
Class C > $ 2 million	46.7	5.2	64.1%	69.7%
Total > $2 million	$ 275.0	$ 6.7	60.6%	80.9%
Total < $2 million	94.5	0.6	N/A	N/A
Total Office	**$ 369.5**	**$ 1.8**	**N/A**	**N/A**

Geographic exposure



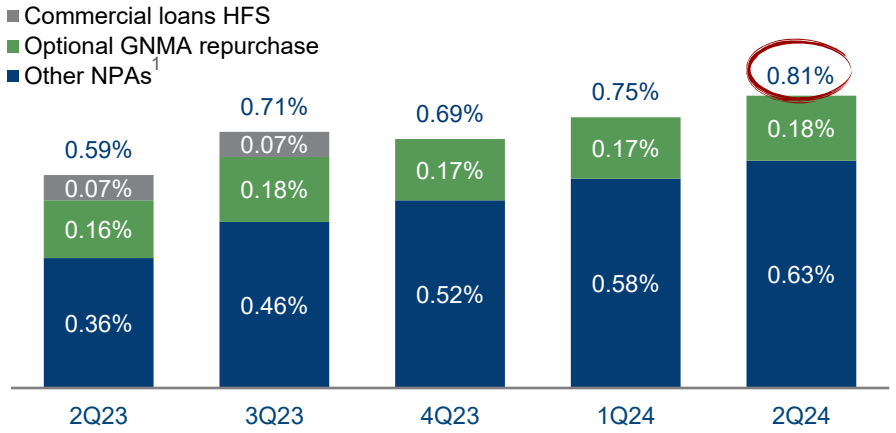
Exposure by class



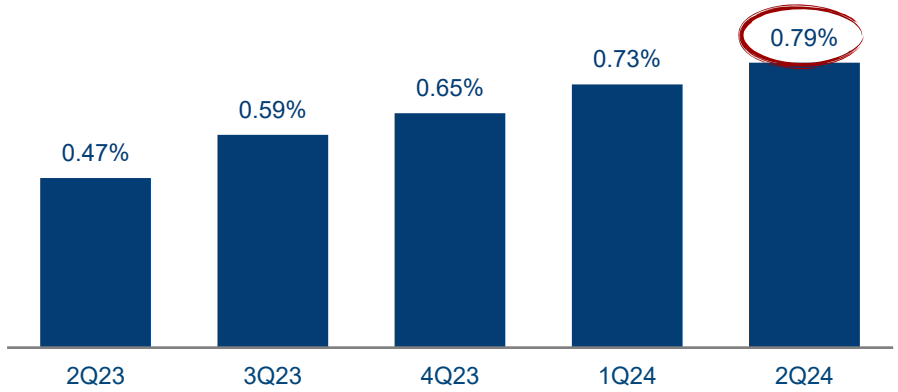
Note: Data as of June 30, 2024. Data excludes medical office buildings.

Asset quality remains solid

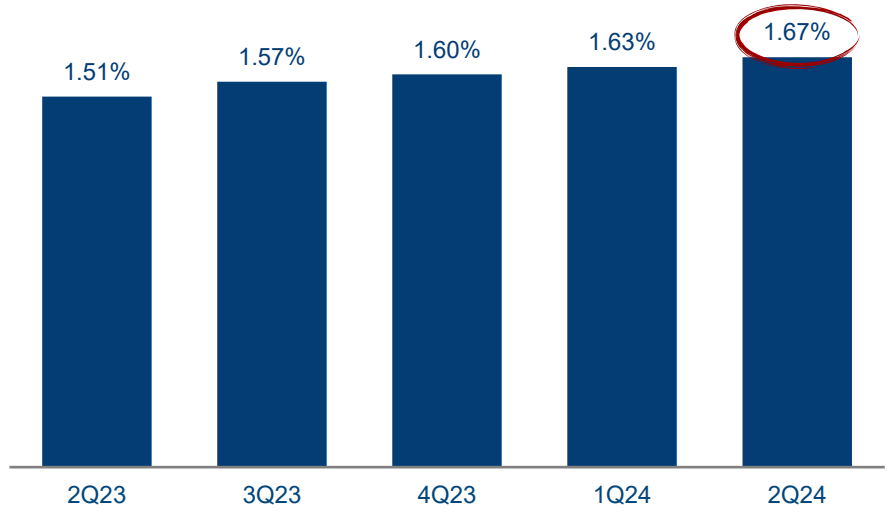
Nonperforming assets / assets



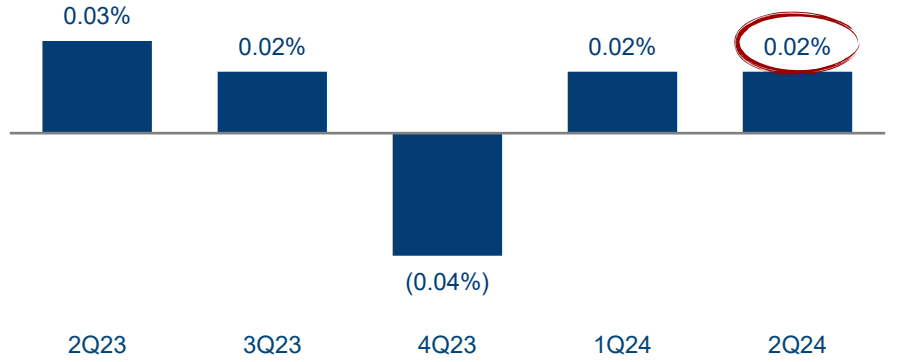
Nonperforming loans HFI / loans HFI



ACL on loans HFI / loans HFI



Annualized net charge-offs (recoveries) / avg. loans HFI



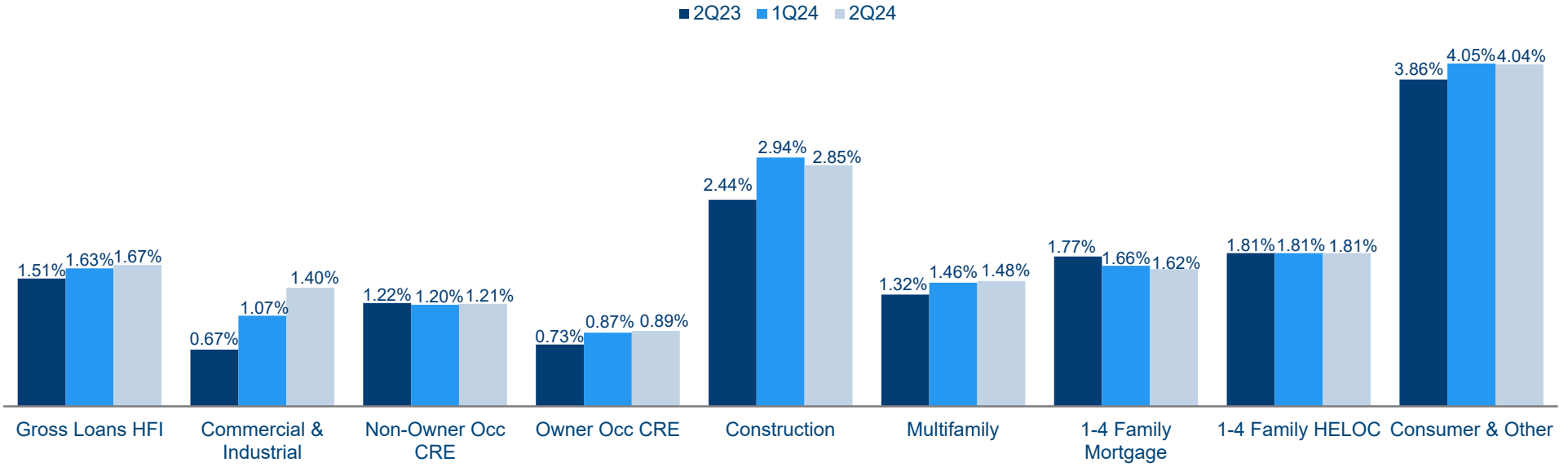
[1] Includes other real estate owned and repossessed assets–see page 13 of the Second Quarter 2024 Financial Supplement.

Allowance for credit losses overview

- Allowance for Credit Losses (ACL) model utilizes Moody's model[1] with key economic data summarized below:

	For the quarter ended		For the year ended December 31,			
	3Q24	4Q24	2024	2025	2026	2027
GDP(bcw$)	$23,007.4	$23,093.6	$22,942.0	$23,342.2	$23,786.8	$24,309.5
Annualized % Change	1.9%	1.5%	2.5%	1.7%	1.9%	2.2%
Total Employment (millions)	158.8	159.1	158.5	159.6	160.1	160.6
Unemployment Rate	4.0%	4.0%	4.0%	4.1%	4.0%	4.0%
CRE Price Index	308.9	307.8	307.8	321.1	342.1	363.2
NCREIF Property Index: Rate of Return	0.7%	1.1%	0.2%	1.6%	1.8%	2.0%

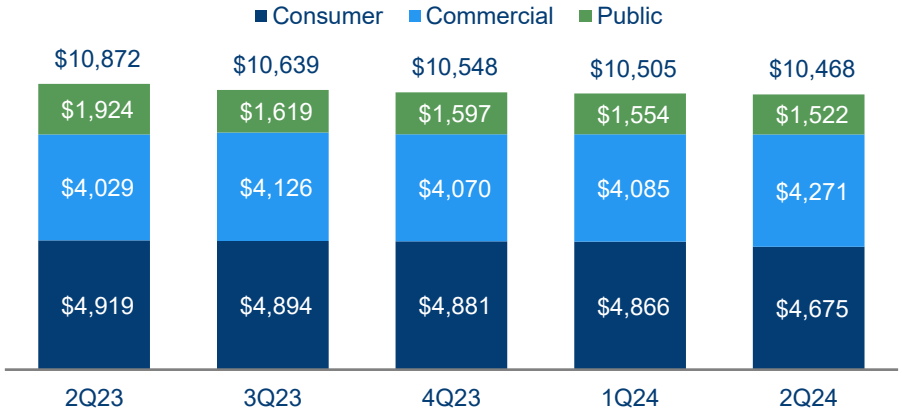
ACL on loans HFI / Loans HFI by category



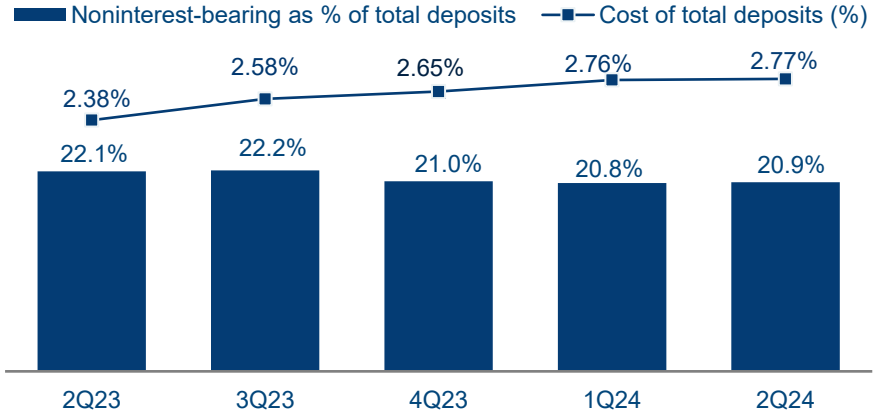
[1] Source: Moody's "June 2024 U.S. Macroeconomic Outlook Baseline and Alternative Scenarios".

Valuable deposit base

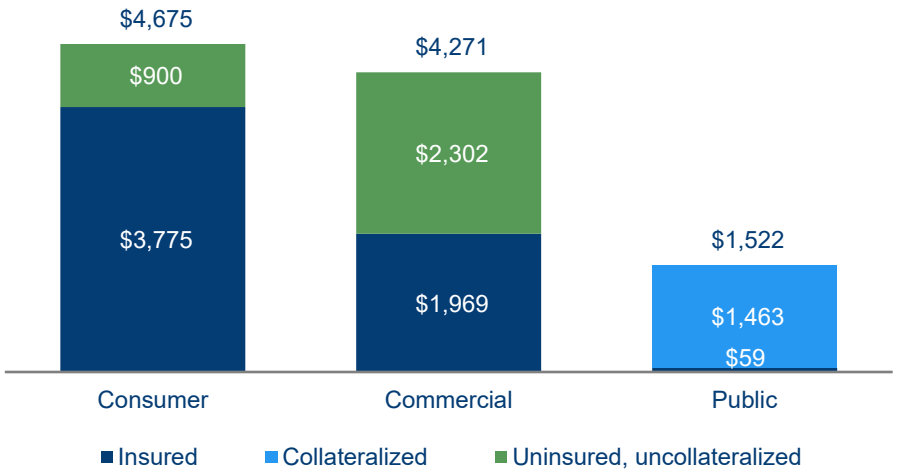
Deposits by customer segment ($mm)



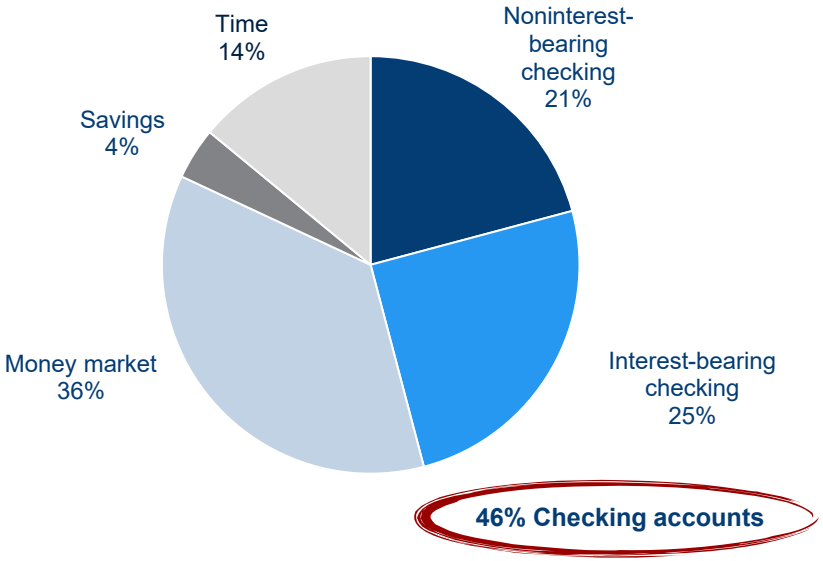
Cost of deposits



2Q24 Insured, collateralized or uninsured by segment ($mm)



2Q24 Deposit composition

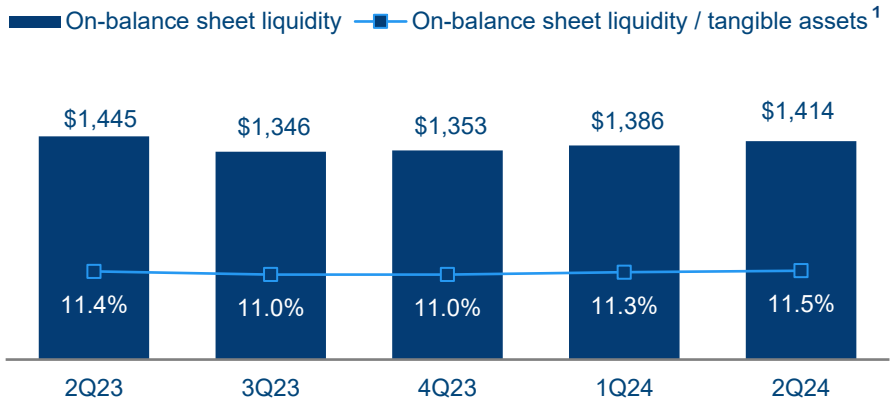


46% Checking accounts

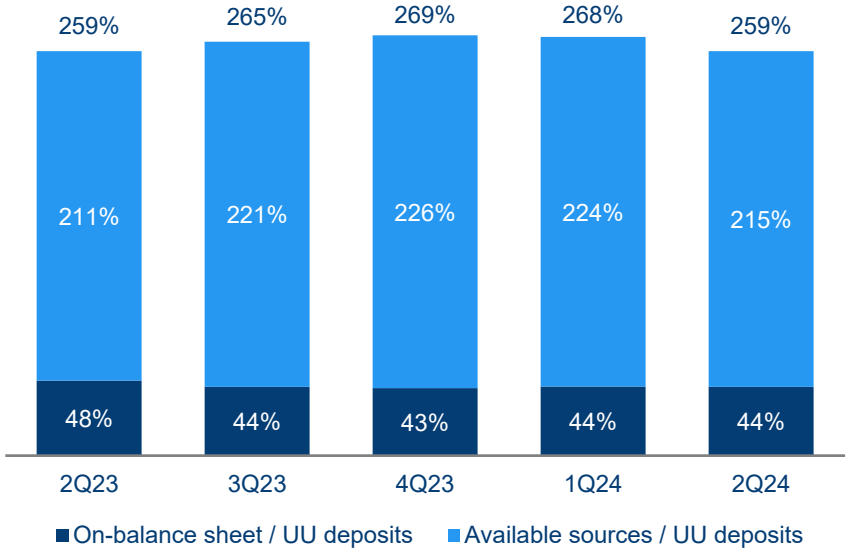
Strong liquidity position

- Well positioned for economic challenges created by the uncertain economic environment
- Securities portfolio makes up 11.8% of total assets and does not include any HTM securities
- On-balance sheet liquidity of $1.4 billion or 44% of estimated uninsured and uncollateralized deposits
- Additional $2.2 billion of real estate loans held at REIT subsidiary available to the Company as additional borrowing capacity

On-balance sheet liquidity ($mm)



Liquidity / Uninsured and Uncollateralized (UU) Deposits



2Q24 Sources of liquidity ($mm)

Current on-balance sheet:	
Cash and equivalents	$800.9
Unpledged available-for-sale debt securities	612.8
Total on-balance sheet	**$1,413.7**
Available sources of liquidity:	
Unsecured borrowing capacity[2]	$3,361.6
FHLB remaining borrowing capacity[3]	1,294.7
Federal Reserve discount window	2,230.3
Total available sources	**$6,886.6**

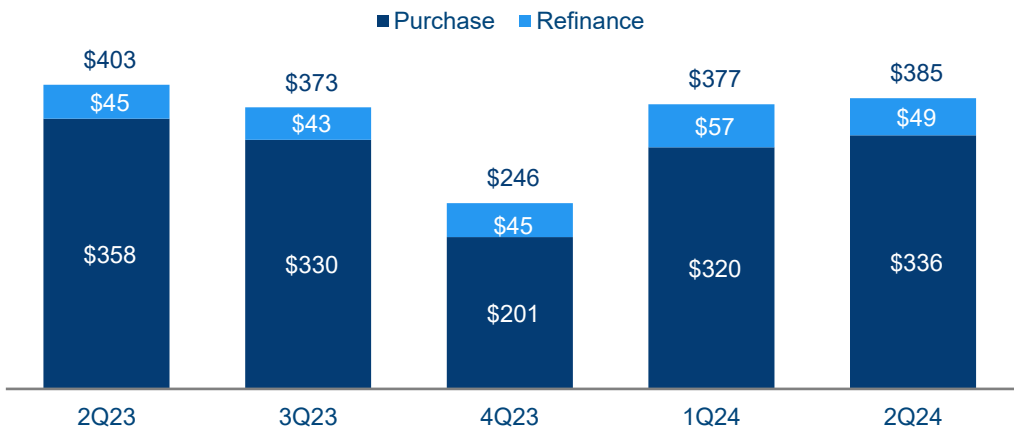
[1] Non-GAAP financial measure; See "Use of non-GAAP Financial Measures" and Non-GAAP reconciliations herein. [2] Includes capacity from internal policy. [3] FHLB borrowing capacity does not include loans held at REIT that could be pledged for additional capacity.

Mortgage performance in 2Q 2024

Highlights

- Mortgage segment pre-tax net contribution of $0.7 million in 2Q 2024
- Interest rate lock commitment volume increased 2.1% in 2Q 2024 compared to 1Q 2024
- Mortgage volume and margins continue to be under pressure due to the interest rate environment, excess industry capacity and home affordability challenges

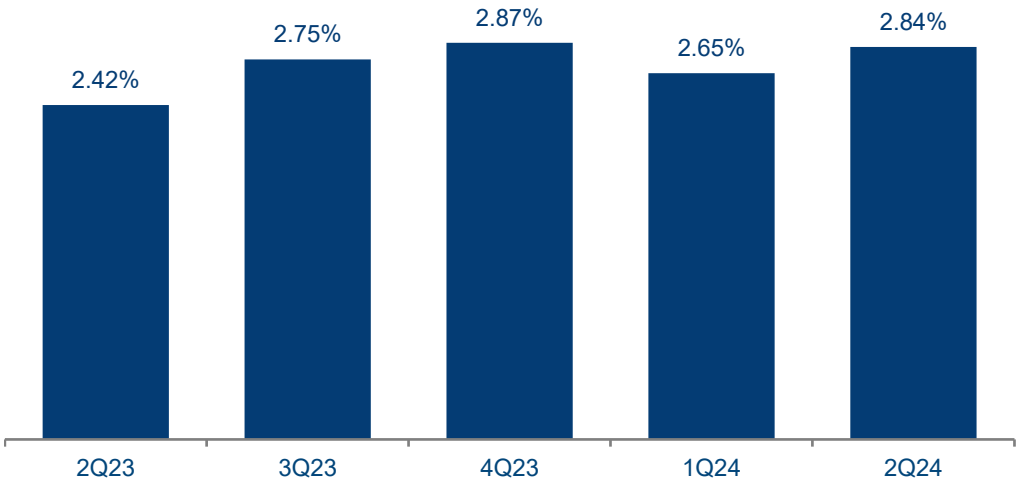
Interest rate lock commitment volume ($mm)



Mortgage banking income ($mm)

	2Q23	1Q24	2Q24
Gains and fees from originations and sale of loans HFS	$8.0	$6.5	$8.9
Fair value changes of loans HFS and derivatives	$0.9	$1.8	$0
Servicing revenue	$7.5	$7.3	$7.3
Fair value MSR changes	($4.2)	($3.0)	($4.3)
Total Income	**$12.2**	**$12.6**	**$11.9**

Mortgage gain on sale margin



Appendix

GAAP reconciliations and use of non-GAAP financial measures

Adjusted net income and diluted earnings per share

(dollars in thousands, except for share data)	Three Months Ended				
	Jun 2024	Mar 2024	Dec 2023	Sep 2023	Jun 2023
Income before income taxes	$ 50,906	$ 34,250	$ 35,922	$ 23,150	$ 45,142
Less (loss) gain from securities, net	—	(16,213)	183	(14,197)	(28)
Less (loss) gain on sales or write-downs of other real estate owned and other assets	(281)	565	(492)	115	533
Less cash life insurance benefit	2,057	—	—	—	—
Less (loss) gain from changes in fair value of commercial loans held for sale	—	—	(3,009)	(7)	(8)
Plus early retirement, severance and other costs	1,015	—	2,214	4,809	1,426
Plus loss (gain) on lease terminations	—	—	1,843	—	(1)
Plus FDIC special assessment	—	500	1,788	—	—
Adjusted pre-tax net income	50,145	50,398	45,085	42,048	46,070
Income tax expense, adjusted for items above	10,721	10,508	8,933	8,900	10,077
Adjusted net income	$ 39,424	$ 39,890	$ 36,152	$ 33,148	$ 35,993
Weighted average common shares outstanding - fully diluted	46,845,143	46,998,873	46,916,939	46,856,422	46,814,854
Adjusted diluted earnings per common share					
Diluted earnings per common share	$ 0.85	$ 0.59	$ 0.63	$ 0.41	$ 0.75
Adjusted diluted earnings per common share	$ 0.84	$ 0.85	$ 0.77	$ 0.71	$ 0.77

GAAP reconciliations and use of non-GAAP financial measures

Adjusted pre-tax pre-provision net revenue

(dollars in thousands)	Three Months Ended				
	Jun 2024	Mar 2024	Dec 2023	Sep 2023	Jun 2023
Income before income taxes	$ 50,906	$ 34,250	$ 35,922	$ 23,150	$ 45,142
Plus provisions for credit losses	2,224	782	305	2,821	(1,078)
Pre-tax pre-provision net revenue	53,130	35,032	36,227	25,971	44,064
Less (loss) gain from securities, net	—	(16,213)	183	(14,197)	(28)
Less (loss) gain on sales or write-downs of other real estate owned and other assets	(281)	565	(492)	115	533
Less cash life insurance benefit	2,057	—	—	—	—
Less (loss) gain from changes in fair value of commercial loans held for sale	—	—	(3,009)	(7)	(8)
Plus early retirement, severance and other costs	1,015	—	2,214	4,809	1,426
Plus loss (gain) on lease terminations	—	—	1,843	—	(1)
Plus FDIC special assessment	—	500	1,788	—	—
Adjusted pre-tax pre-provision net revenue	$ 52,369	$ 51,180	$ 45,390	$ 44,869	$ 44,992

GAAP reconciliations and use of non-GAAP financial measures

Adjusted tangible net income

(dollars in thousands)	Three Months Ended				
	Jun 2024	Mar 2024	Dec 2023	Sep 2023	Jun 2023
Income before income taxes	$ 50,906	$ 34,250	$ 35,922	$ 23,150	$ 45,142
Plus amortization of core deposit and other intangibles	752	789	840	889	940
Less (loss) gain from securities, net	—	(16,213)	183	(14,197)	(28)
Less (loss) gain on sales or write-downs of other real estate owned and other assets	(281)	565	(492)	115	533
Less cash life insurance benefit	2,057	—	—	—	—
Less (loss) gain from changes in fair value of commercial loans held for sale	—	—	(3,009)	(7)	(8)
Plus early retirement, severance and other costs	1,015	—	2,214	4,809	1,426
Plus loss (gain) on lease terminations	—	—	1,843	—	(1)
Plus FDIC special assessment	—	500	1,788	—	—
Less income tax expense, adjusted for items above	10,917	10,714	9,152	9,131	10,322
Adjusted tangible net income	$ 39,980	$ 40,473	$ 36,773	$ 33,806	$ 36,688

GAAP reconciliations and use of non-GAAP financial measures

Adjusted earnings and diluted earnings per share

(dollars in thousands, except for share data)	YTD 2024	Year Ended 2023	2022	2021	2020
Income before income taxes	$ 85,156	$ 150,292	$ 159,574	$ 243,051	$ 82,461
Less (loss) gain from securities, net	(16,213)	(13,973)	(376)	324	1,631
Less gain (loss) on sales or write-downs of other real estate owned and other assets	284	(27)	(265)	2,827	(1,581)
Less cash life insurance benefit	2,057	—	—	—	715
Less (loss) gain from changes in fair value of commercial loans held for sale	—	(2,114)	(5,133)	11,172	3,228
Less loss on swap cancellation	—	—	—	(1,510)	—
Plus early retirement, severance and other costs	1,015	8,449	—	—	—
Plus loss (gain) on lease terminations	—	1,770	(18)	(805)	—
Plus FDIC special assessment	500	1,788	—	—	—
Plus mortgage restructuring, offering, and merger and conversion expense	—	—	12,458	605	34,879
Plus initial provision for credit losses on acquired loans and unfunded commitments	—	—	—	—	66,136
Plus FHLB prepayment penalties	—	—	—	—	6,838
Plus certain nonrecurring charitable contributions	—	—	—	1,422	—
Adjusted pre-tax net income	100,543	178,413	177,788	231,460	186,321
Income tax expense, adjusted for items above	21,229	37,380	39,750	51,249	45,539
Adjusted net income	$ 79,314	$ 141,033	$ 138,038	$ 180,211	$ 140,782
Weighted average common shares outstanding - fully diluted	46,911,466	46,822,792	47,239,791	47,955,880	38,099,744
Adjusted diluted earnings per common share					
Diluted earnings per common share	$ 1.45	$ 2.57	$ 2.64	$ 3.97	$ 1.67
Adjusted diluted earnings per common share	$ 1.69	$ 3.01	$ 2.92	$ 3.76	$ 3.70

GAAP Reconciliations and use of non-GAAP Financial Measures

Adjusted Common Equity Tier 1 and Total Risk-Based capital ratios

(dollars in thousands)		As of Jun 2024
Common stock, related surplus and retained earnings	$	1,642,501
Less goodwill and disallowed intangibles, net of deferred tax liabilities and deferred tax assets arising from net operating loss tax credit carryforwards		231,335
Common Equity Tier 1 capital	$	1,411,166
Plus accumulated other comprehensive loss on available-for-sale securities		(131,833)
Adjusted Common Equity Tier 1 capital	$	1,279,333
Total Risk-Based capital	$	1,679,578
Plus accumulated other comprehensive loss on available-for-sale securities		(131,833)
Adjusted Total Risk-Based capital	$	1,547,745
Total risk-weighted assets	$	11,091,537
Less risk-weighted impact of available-for-sale securities		286,957
Adjusted total risk-weighted assets	$	10,804,580
Common Equity Tier 1 ratio		12.7%
Adjusted Common Equity Tier 1 capital		11.8%
Total Risk-Based capital		15.1%
Adjusted Total Risk-Based capital		14.3%

Note: Capital ratios are at FB Financial Corporation.

GAAP reconciliations and use of non-GAAP financial measures

Core efficiency ratio (tax-equivalent basis)

(dollars in thousands)	Three Months Ended				
	Jun 2024	Mar 2024	Dec 2023	Sep 2023	Jun 2023
Total noninterest expense	$ 75,093	$ 72,420	$ 80,200	$ 82,997	$ 81,292
Less early retirement, severance and other costs	1,015	—	2,214	4,809	1,426
Less loss (gain) on lease terminations	—	—	1,843	—	(1)
Less FDIC special assessment	—	500	1,788	—	—
Core noninterest expense	$ 74,078	$ 71,920	$ 74,355	$ 78,188	$ 79,867
Net interest income	$102,615	$ 99,490	$101,088	$100,926	$101,543
Net interest income (tax-equivalent basis)	$103,254	$100,199	$101,924	$101,762	$102,383
Total noninterest income	25,608	7,962	15,339	8,042	23,813
Less (loss) gain from securities, net	—	(16,213)	183	(14,197)	(28)
Less (loss) gain on sales or write-downs of other real estate owned and other assets	(281)	565	(492)	115	533
Less cash life insurance benefit	2,057	—	—	—	—
Less (loss) gain from changes in fair value of commercial loans held for sale	—	—	(3,009)	(7)	(8)
Core noninterest income	23,832	23,610	18,657	22,131	23,316
Total revenue	$128,223	$107,452	$116,427	$108,968	$125,356
Core revenue (tax-equivalent basis)	$127,086	$123,809	$120,581	$123,893	$125,699
Efficiency ratio	58.6%	67.4%	68.9%	76.2%	64.8%
Core efficiency ratio (tax-equivalent basis)	58.3%	58.1%	61.7%	63.1%	63.5%

GAAP reconciliations and use of non-GAAP financial measures

Banking segment core efficiency ratios (tax-equivalent basis)

(dollars in thousands)	Three Months Ended				
	Jun 2024	Mar 2024	Dec 2023	Sep 2023	Jun 2023
Banking segment noninterest expense	$ 62,329	$ 60,344	$ 68,463	$ 68,712	$ 66,208
Less early retirement, severance and other costs	1,015	—	2,214	4,809	1,001
Less loss on lease terminations	—	—	1,843	—	—
Less FDIC special assessment	—	500	1,788	—	—
Banking segment core noninterest expense	$ 61,314	$ 59,844	$ 62,618	$ 63,903	$ 65,207
Banking segment net interest income	101,468	98,737	100,093	99,611	99,909
Banking segment net interest income (tax-equivalent basis)	102,107	99,446	100,929	100,447	100,749
Banking segment noninterest income (loss)	13,477	(4,794)	6,889	(4,031)	11,480
Less (loss) gain from securities, net	—	(16,213)	183	(14,197)	(28)
Less (loss) gain on sales or write-downs of other real estate owned and other assets	(398)	509	(460)	119	558
Less cash life insurance benefit	2,057	—	—	—	—
Less (loss) gain from changes in fair value of commercial loans held for sale	—	—	(3,009)	(7)	(8)
Banking segment core noninterest income	11,818	10,910	10,175	10,054	10,958
Banking segment total revenue	$114,945	$ 93,943	$106,982	$ 95,580	$111,389
Banking segment total core revenue (tax-equivalent basis)	$113,925	$110,356	$111,104	$110,501	$111,707
Banking segment efficiency ratio	54.2%	64.2%	64.0%	71.9%	59.4%
Banking segment core efficiency ratio (tax-equivalent basis)	53.8%	54.2%	56.4%	57.8%	58.4%

GAAP reconciliations and use of non-GAAP financial measures

Mortgage segment core efficiency (tax-equivalent basis) and core revenue ratios

(dollars in thousands)	Three Months Ended				
	Jun 2024	Mar 2024	Dec 2023	Sep 2023	Jun 2023
Mortgage segment noninterest expense	$ 12,764	$ 12,076	$ 11,737	$ 14,285	$ 15,084
Less severance costs	—	—	—	—	425
Less gain on lease terminations	—	—	—	—	(1)
Mortgage segment core noninterest expense	$ 12,764	$ 12,076	$ 11,737	$ 14,285	$ 14,660
Mortgage segment net interest income	1,147	753	995	1,315	1,634
Mortgage segment noninterest income	12,131	12,756	8,450	12,073	12,333
Less gain (loss) on sales or write-downs of other real estate owned and other assets	117	56	(32)	(4)	(25)
Mortgage segment core noninterest income	12,014	12,700	8,482	12,077	12,358
Mortgage segment total revenue	$ 13,278	$ 13,509	$ 9,445	$ 13,388	$ 13,967
Mortgage segment core total revenue	$ 13,161	$ 13,453	$ 9,477	$ 13,392	$ 13,992
Mortgage segment efficiency ratio	96.1%	89.4%	124.3%	106.7%	108.0%
Mortgage segment core efficiency ratio (tax-equivalent basis)	97.0%	89.8%	123.8%	106.7%	104.8%

GAAP reconciliations and use of non-GAAP financial measures

Tangible assets, common equity and related measures

(dollars in thousands, except share data)	As of Jun 2024	Mar 2024	Dec 2023	Sep 2023	Jun 2023
Tangible assets					
Total assets	$12,535,169	$12,548,320	$12,604,403	$12,489,631	$12,887,395
Less goodwill	242,561	242,561	242,561	242,561	242,561
Less intangibles, net	7,168	7,920	8,709	9,549	10,438
Tangible assets	$12,285,440	$12,297,839	$12,353,133	$12,237,521	$12,634,396
Tangible common equity					
Total common shareholders' equity	$ 1,500,502	$ 1,479,526	$ 1,454,794	$ 1,372,901	$ 1,386,951
Less goodwill	242,561	242,561	242,561	242,561	242,561
Less intangibles, net	7,168	7,920	8,709	9,549	10,438
Tangible common equity	$ 1,250,773	$ 1,229,045	$ 1,203,524	$ 1,120,791	$ 1,133,952
Common shares outstanding	46,642,958	46,897,378	46,848,934	46,839,159	46,798,751
Book value per common share	$ 32.17	$ 31.55	$ 31.05	$ 29.31	$ 29.64
Tangible book value per common share	$ 26.82	$ 26.21	$ 25.69	$ 23.93	$ 24.23
Total common shareholders' equity to total assets	12.0%	11.8%	11.5%	11.0%	10.8%
Tangible common equity to tangible assets	10.2%	9.99%	9.74%	9.16%	8.98%
On-balance sheet liquidity:					
Cash and cash equivalents	$ 800,902	$ 870,730	$ 810,932	$ 848,318	$ 1,160,354
Unpledged securities	612,756	514,724	542,427	494,582	281,098
Equity securities, at fair value	—	—	—	2,934	3,031
Total on-balance sheet liquidity	$ 1,413,658	$ 1,385,454	$ 1,353,359	$ 1,345,834	$ 1,444,483
On-balance sheet liquidity as a percentage of total assets	11.3%	11.0%	10.7%	10.8%	11.2%
On-balance sheet liquidity as a percentage of total tangible assets	11.5%	11.3%	11.0%	11.0%	11.4%

GAAP reconciliations and use of non-GAAP financial measures

Tangible assets, common equity and related measures

(dollars in thousands, except share data)	YTD 2024	As of the Year Ended 2023	2022	2021	2020
Tangible assets					
Total assets	$12,535,169	$12,604,403	$12,847,756	$12,597,686	$11,207,330
Less goodwill	242,561	242,561	242,561	242,561	242,561
Less intangibles, net	7,168	8,709	12,368	16,953	22,426
Tangible assets	$12,285,440	$12,353,133	$12,592,827	$12,338,172	$10,942,343
Tangible common equity					
Total common shareholders' equity	$ 1,500,502	$ 1,454,794	$ 1,325,425	$ 1,432,602	$ 1,291,289
Less goodwill	242,561	242,561	242,561	242,561	242,561
Less intangibles, net	7,168	8,709	12,368	16,953	22,426
Tangible common equity	$ 1,250,773	$ 1,203,524	$ 1,070,496	$ 1,173,088	$ 1,026,302
Common shares outstanding	46,642,958	46,848,934	46,737,912	47,549,241	47,220,743
Book value per common share	$ 32.17	$ 31.05	$ 28.36	$ 30.13	$ 27.35
Tangible book value per common share	$ 26.82	$ 25.69	$ 22.90	$ 24.67	$ 21.73
Total common shareholders' equity to total assets	12.0%	11.5%	10.3%	11.4%	11.5%
Tangible common equity to tangible assets	10.2%	9.74%	8.50%	9.51%	9.38%

GAAP reconciliations and use of non-GAAP financial measures

Adjusted return on average tangible common equity and related measures

(dollars in thousands)	Three Months Ended				
	Jun 2024	Mar 2024	Dec 2023	Sep 2023	Jun 2023
Average common shareholders' equity	$1,473,281	$1,460,736	$1,385,373	$1,393,253	$1,376,818
Less average goodwill	242,561	242,561	242,561	242,561	242,561
Less average intangibles, net	7,525	8,299	9,138	10,011	10,913
Average tangible common equity	$1,223,195	$1,209,876	$1,133,674	$1,140,681	$1,123,344
Net income	$ 39,979	$ 27,950	$ 29,369	$ 19,175	$ 35,299
Return on average common equity	10.9%	7.70%	8.41%	5.46%	10.3%
Return on average tangible common equity	13.1%	9.29%	10.3%	6.67%	12.6%
Adjusted tangible net income	$ 39,980	$ 40,473	$ 36,773	$ 33,806	$ 36,688
Adjusted return on average tangible common equity	13.1%	13.5%	12.9%	11.8%	13.1%

GAAP reconciliations and use of non-GAAP financial measures

Adjusted return on average asset, common equity and related measures

(dollars in thousands)	Three Months Ended				
	Jun 2024	Mar 2024	Dec 2023	Sep 2023	Jun 2023
Net income	$ 39,979	$ 27,950	$ 29,369	$ 19,175	$ 35,299
Average assets	12,371,444	12,590,079	12,434,575	12,557,158	12,826,449
Average common equity	1,473,281	1,460,736	1,385,373	1,393,253	1,376,818
Return on average assets	1.30%	0.89%	0.94%	0.61%	1.10%
Return on average common equity	10.9%	7.70%	8.41%	5.46%	10.3%
Adjusted net income	$ 39,424	$ 39,890	$ 36,152	$ 33,148	$ 35,993
Adjusted return on average assets	1.28%	1.27%	1.15%	1.05%	1.13%
Adjusted return on average common equity	10.8%	11.0%	10.4%	9.44%	10.5%
Adjusted pre-tax pre-provision net revenue	$ 52,369	$ 51,180	$ 45,390	$ 44,869	$ 44,992
Adjusted pre-tax pre-provision return on average assets	1.70%	1.63%	1.45%	1.42%	1.41%