

# **VBTX**

Veritex Holdings, Inc.

3<sup>rd</sup> Quarter Earnings
Conference Call
October 27, 2021



### Safe Harbor Statement

#### Forward-looking statements

This presentation contains certain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on various facts and derived utilizing assumptions, current expectations, estimates and projections and are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Forwardlooking statements include, without limitation, statements relating to Veritex Holdings, Inc.'s ("Veritex") recent investment in Thrive Mortgage, the expected payment date of Veritex's quarterly cash dividend, the expected timing of completion of Veritex's acquisition of North Avenue Capital, LLC ("NAC"), impact of certain changes in Veritex's accounting policies, standards and interpretations, the effects of the COVID-19 pandemic and actions taken in response thereto, Veritex's future financial performance, business and growth strategy, projected plans and objectives, as well as other projections based on macroeconomic and industry trends, which are inherently unreliable due to the multiple factors that impact broader economic and industry trends, and any such variations may be material. Statements preceded by, followed by or that otherwise include the words "believes," "expects," "anticipates," "intends," "projects," "estimates," "plans" and similar expressions or future or conditional verbs such as "will," "should," "may" and "could" are generally forward-looking in nature and not historical facts, although not all forward-looking statements include the foregoing words. Further, certain important factors could affect future results and cause actual results to differ materially from those expressed in the forward-looking statements, including, but not limited to, the possibility that Veritex's acquisition of NAC does not close when expected or at all because required regulatory, shareholder or other approvals and other conditions to closing are not received or satisfied on a timely basis or at all, the failure to close for any other reason, that the businesses of Veritex and NAC will not be integrated successfully, that the cost savings and any synergies from the proposed acquisition may not be fully realized or may take longer to realize than expected, disruption from the proposed acquisition making it more difficult to maintain relationships with employees, customers or other parties with whom Veritex or NAC have business relationships, diversion of management time on acquisition-related issues, the reaction to the transaction of the companies' customers, employees and counterparties and other factors, many of which are beyond the control of Veritex and NAC. We refer you to the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of Veritex's Annual Report on Form 10-K for the year ended December 31, 2020 and any updates to those risk factors set forth in Veritex's Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and other filings with the Securities and Exchange Commission ("SEC"), which are available on the SEC's website at www.sec.gov. If one or more events related to these or other risks or uncertainties materialize, or if Veritex's underlying assumptions prove to be incorrect, actual results may differ materially from what Veritex anticipates. Accordingly, you should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made. Veritex does not undertake any obligation, and specifically declines any obligation, to update or revise any forward-looking statements, whether as a result of new information, future developments or otherwise, except as required by law. All forward-looking statements, expressed or implied, included in this presentation are expressly qualified in their entirety by this cautionary statement. This cautionary statement should also be considered in connection with any subsequent written or oral forward-looking statements that Veritex or persons acting on Veritex's behalf may issue.

This presentation also includes industry and trade association data, forecasts and information that Veritex has prepared based, in part, upon data, forecasts and information obtained from independent trade associations, industry publications and surveys, government agencies and other information publicly available to Veritex, which information may be specific to particular markets or geographic locations. Some data is also based on Veritex's good faith estimates, which are derived from management's knowledge of the industry and independent sources. Industry publications, surveys and forecasts generally state that the information contained therein has been obtained from sources believed to be reliable. Although Veritex believes these sources are reliable, Veritex has not independently verified the information contained therein. While Veritex is not aware of any misstatements regarding the industry data presented in this presentation, Veritex's estimates involve risks and uncertainties and are subject to change based on various factors. Similarly, Veritex believes that its internal research is reliable, even though such research has not been verified by independent sources.



#### **Non-GAAP Financial Measures**

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

- Tangible book value per common share ("TBVPS");
- Tangible common equity to tangible assets;
- Return on average tangible common equity ("ROATCE");
- Operating earnings;
- Pre-tax, pre-provision ("PTPP") operating earnings;
- Diluted operating earnings per share ("EPS");
- Operating return on average assets ("ROAA");
- PTPP operating ROAA;
- Operating ROATCE;
- Operating efficiency ratio;
- Operating noninterest income;
- Operating noninterest expense; and
- Adjusted net interest margin ("NIM").

Please see "Reconciliation of Non-GAAP Financial Measures" at the end of this presentation for reconciliations of non-GAAP measures to the most directly comparable financial measures calculated in accordance with GAAP.



#### **Third Quarter Overview**

# Strong Earnings

- Net income of \$36.8 million, or \$0.73 diluted EPS, for 3Q21 compared to \$29.5 million, or \$0.59 diluted EPS, for 2Q21
- Operating earnings<sup>1</sup> of \$35.1 million, or \$0.70 diluted operating EPS<sup>1</sup>, for 3Q21 compared to \$30.0 million, or \$0.60 diluted operating EPS, for 2Q21
- Return on average equity of 11.32% in 3Q21 and 10.43% YTD
- Operating ROATCE<sup>1</sup> of 16.92% in 3Q21 and 16.57% YTD

#### Solid Loan and Deposit Growth

- Total loans held for investment ("LHI"), excluding mortgage warehouse ("MW") and Paycheck Protection Program ("PPP") loans, increased \$343.8 million, or 21.9% linked quarter annualized ("LQA")
- Total LHI, excluding MW and PPP, grew \$768.0 million from December 31, 2020, or 17.5% annualized, and \$826.6 million, or 14.3%, year over year ("YOY")
- Total deposits grew \$199.9 million, or 11.4% LQA, and \$956.2 million, or 15.4%, YOY
- Average cost of total deposits decreased to 0.20% for 3Q21 from 0.46% for 3Q20

## Diversifying Revenue

- Completed 49% investment in Thrive Mortgage ("Thrive") in 3Q21
- Announced acquisition of North Avenue Capital, LLC ("NAC"), a regulated non-depository government guaranteed lender, on September 21, 2021. Transaction will close Nov. 1, 2021

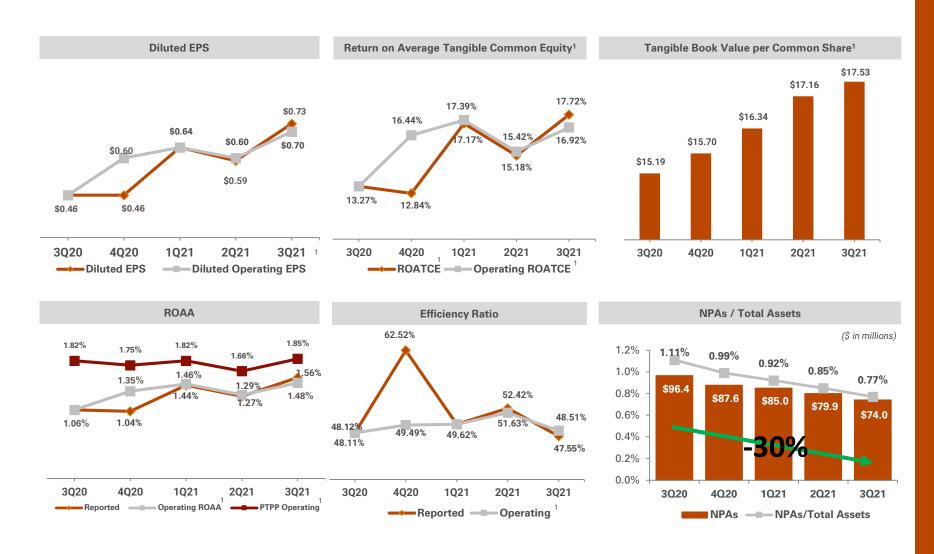
## Capital Summary

- Book value per common share increased to \$26.09 from \$25.72 at June 30, 2021
- Tangible book value per common share<sup>1</sup> increased to \$17.53 from \$17.16 at June 30, 2021
- Repurchased 328,122 shares at an average price of \$34.85 during 3Q21 and extended the Stock Buyback Program to December 31, 2022
- Declared quarterly dividend of \$0.20 payable on November 23, 2021

<sup>&</sup>lt;sup>1</sup> Please refer to the "Reconciliation of Non-GAAP Financial Measures" at the end of this presentation for a description and reconciliation of these non-GAAP financial measures.



### **Key Financial Metrics**

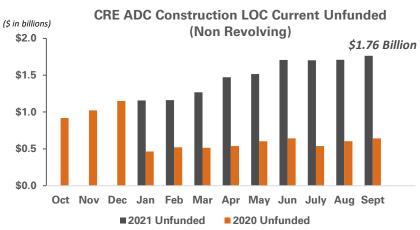


<sup>&</sup>lt;sup>1</sup> Please refer to the "Reconciliation of Non-GAAP Financial Measures" at the end of this presentation for a description and reconciliation of these non-GAAP financial measures.



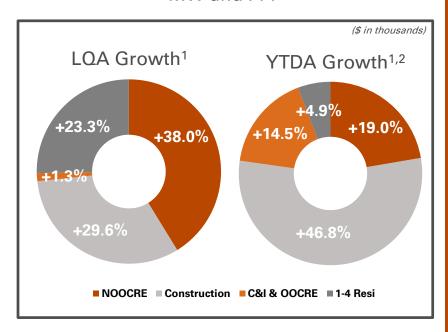
#### **Loan Growth**

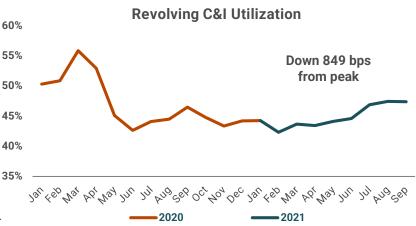




<sup>&</sup>lt;sup>1</sup> Excludes MW and PPP and represents portfolios with growth for the respective periods.

# 3.70% weighted average rate of new and renewed Q3 loan production, excluding MW and PPP





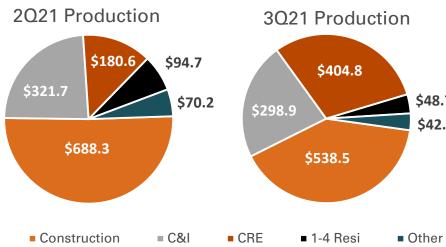
<sup>&</sup>lt;sup>2</sup> Year to date annualized ("YTDA")



#### 3<sup>rd</sup> Quarter Loan Production

\$1.33 Billion in Q3 Production by Portfolio

(\$ in millions, excludes PPP)



**3Q20** 

70%

49%

62%

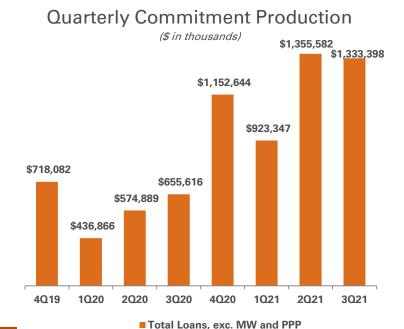
1.65

58% Industrial /

42% Multifamily

60%

30	Ω21 Produc	tion
\$298	\$404.8 8.9 \$538.5	\$48.7 \$42.5
■ CRE	■ 1-4 Resi	■ Other



Construction Production Details > \$10 Million 69% Industrial / 31% Multifamily

3021

42%

52%

63%

1.66

58%

#### **Production Team Headcount**



% of Total Production

Wavg LTV

**Wavg LTC** 

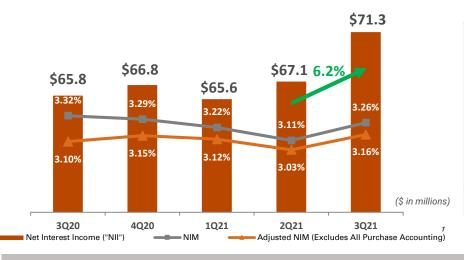
Wavg DSCR

**Production Mix** 

**Existing Customers** 



#### **Net Interest Income**



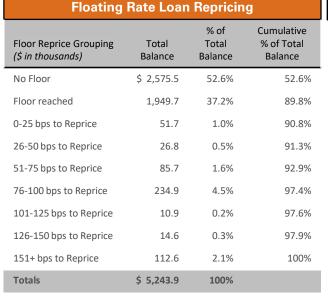
#### **Net Interest Income Rollforward**

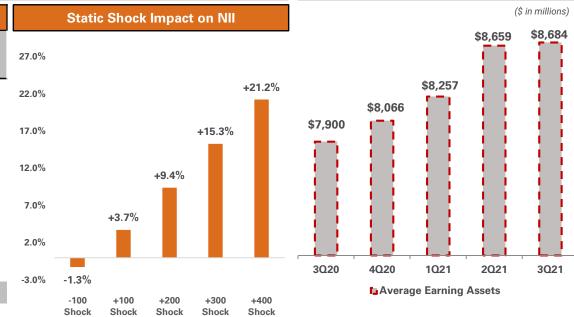
(\$ in thousands)

2021 Net Interest Income	\$67,131
Loan Volume	2,286
Day Count	736
Deposit Rates	615
Purchase Accounting Accretion	351
Change in earning asset mix	171
Other	< 14 >
3Q21 Net Interest Income	\$71,276

#### Asset Sensitivity as of September 30, 2021

#### **Average Earning Assets**

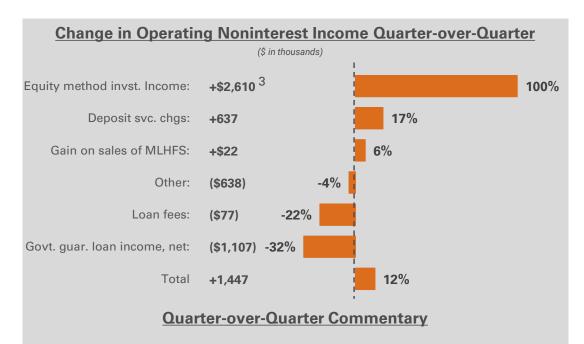




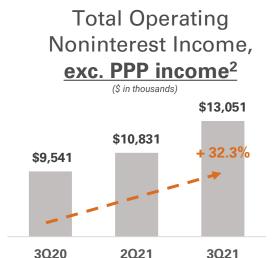
<sup>1</sup> Please refer to the "Reconciliation of Non-GAAP Financial Measures" at the end of this presentation for a description and reconciliation of these non-GAAP financial measures.

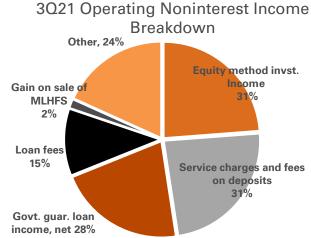


### Operating Noninterest Income<sup>1</sup>



- Equity method investment income was \$2,610 which represents our
   49% investment in Thrive which closed during 3Q21
- Deposit service charges increased 17% primarily related to additional analysis charges during 3Q21
- Government guaranteed loan income, net, decreased 32%, primarily as a result of a \$774 thousand decrease in PPP income during 3Q21 compared to 2Q21





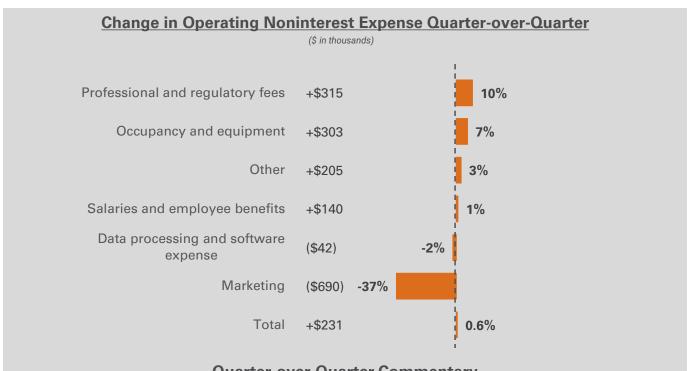
<sup>1</sup> Please refer to the "Reconciliation of Non-GAAP Financial Measures" at the end of this presentation for a description and reconciliation of these non-GAAP financial measures.

<sup>2</sup> Excludes PPP income of \$712 thousand, \$1.6 million, and \$262 thousand as of September 30, 2021, June 30, 2021, and September 30, 2020, respectively. PPP income includes upfront fees and changes in fair value recognized as the Company elected to report PPP loans at fair value using the fair value option.

<sup>3</sup> Excludes \$1.9 million of PPP loan forgiveness income received by Thrive during the third quarter of 2021.



### Operating Noninterest Expense<sup>1</sup>

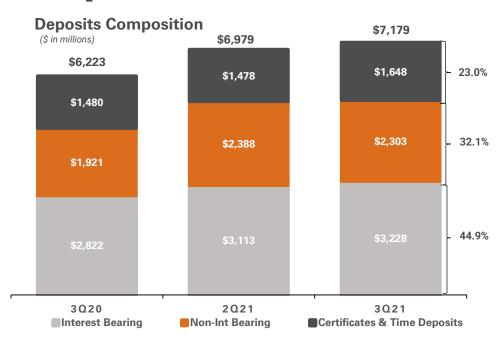


#### **Quarter-over-Quarter Commentary**

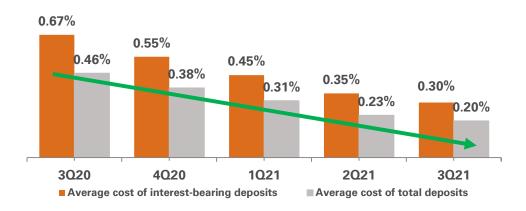
- Professional and regulatory fees increased 10% as a result of a \$317 thousand increase in FDIC assessment fees driven by growth
- Marketing decreased 37% from 2Q21, primarily resulting from \$842 thousand in annual sponsorship fees paid in 2Q21



### **Deposit Growth**



#### **Cost of Interest-bearing Deposits and Total Deposits**



Total deposit balances increased \$199.9 million, or 11.4% LQA, and increased \$1.0 billion, or 15.4% YOY

	LQA	YOY
Demand & Savings	+3.7%	+14.4%
Non-Int Bearing	-3.6%	+19.9%
Certificates and Time Deposits	+11.5%	+11.3%

- Total deposit cost down 3 bps compared to 2021 due to pricing diligence and product mix
- Excluding MW and PPP loans, the loan to deposit ratio was 92.3% at September 30, 2021
- 3021 weighted average of interest-bearing deposit rate of 21 bps on production

#### **Certificates & Time Maturity Table**

	Balance (\$000s)	W A Rate
Q4 2021	336,873	0.54%
Q1 2022	318,951	0.52%
Q2 2022	171,081	0.37%
Q3 2022	218,571	0.30%
Q4 2022	106,694	0.34%
Q1 2023	160,396	0.32%
Q2 2023	98,299	0.36%
Q3 2023	201,657	0.29%
Q4 2023+	35,000	1.58%
Total	1,647,521	0.43%

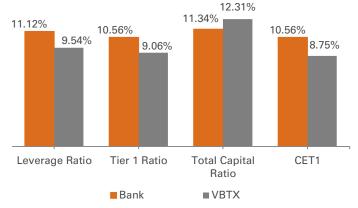


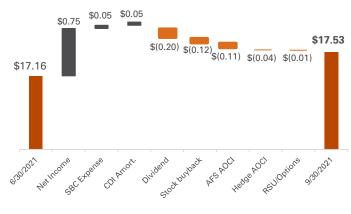
### **Capital Overview**

VBTX Amounts <i>(\$ in thousands)</i>	Sep	tember 30, 2021	June 30, 2021	\$ Change
Basel III Standardized <sup>1</sup>				
CET1 capital	\$	825,001	\$ 804,619	\$ 20,382
CET1 capital ratio		8.75%	9.03%	
Leverage capital	\$	854,393	\$ 833,956	\$ 20,43
Leverage capital ratio		9.54%	9.38%	
Tier 1 capital	\$	854,393	\$ 833,956	\$ 20,43
Tier 1 capital ratio		9.06%	9.36%	
Total capital	\$	1,160,589	\$ 1,146,015	\$ 14,57
Total capital ratio		12.31%	12.86%	
Risk weighted assets	\$	9,419,819	\$ 8,913,134	\$ 506,685
Total assets <sup>2</sup>	\$	9,572,300	\$ 9,349,525	\$ 222,775
Tangible common equity / Tangible assets <sup>3</sup>		9.43%	9.51%	

#### Ratios as of September 30, 2021

#### **TBVPS Rollforward**





<sup>&</sup>lt;sup>1</sup> Estimated capital measures inclusive of CECL capital transition provisions as of September 30, 2021 and June 30, 2021.

<sup>&</sup>lt;sup>2</sup> Total assets includes PPP loans that we did not utilize the Paycheck Protection Program Liquidity Facility to fund.

<sup>&</sup>lt;sup>3</sup> Please refer to the "Reconciliation of Non-GAAP Financial Measures" at the end of this presentation for a description and reconciliation of these non-GAAP financial measures.

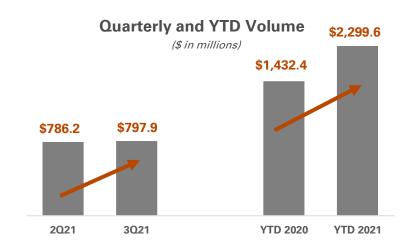


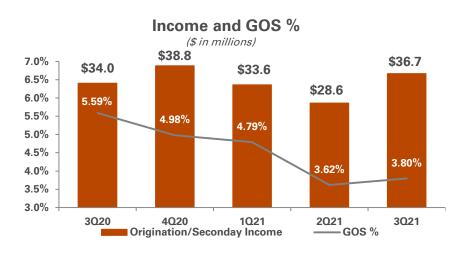
### **Thrive Mortgage Investment**

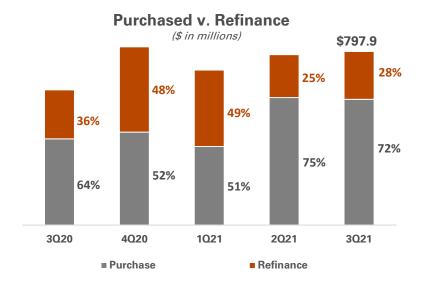
#### 49% Investment Completed 3Q21

#### **Quarterly 2021 Financial Information**

	unaudited	unaudited
(\$ in thousands)	3Q21	2021
Loans HFS	162,678	154,622
Total Assets	235,393	223,635
Members Equity	45,329	47,112
Pre-Tax Income	9,229 <sup>1</sup>	5,233









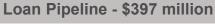


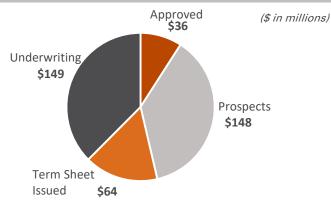
# Meaningful strategic expansion into the fragmented USDA lending space Diversification of Veritex's revenue streams Enhanced profitability outlook Strong cultural fit

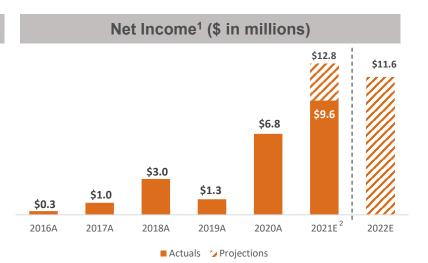
#### **Transaction Overview**

Valuation (\$ in millions)	
Purchase Price (including holdback)	\$62.5
Deal Value / Tangible Common Equity <sup>1</sup>	2.50x
Deal Value / 2022E Net Income	5.4x
Transaction Impact	
2022E EPS Accretion	8.1%
Change in 2022E ROATCE	+178bps
TBV Dilution <sup>2</sup>   Earnback	(4.3%)   3.3 yrs
Internal Rate of Return	>20%
Change in CET1 Ratio at Close	(43bps)

- 100% cash transaction
- Purchase price is based on minimum closing tangible equity of \$25 million, where any shortfall would be deducted from the purchase price dollar for dollar
- \$5 million in cash to be held in escrow and paid out on the third anniversary of close based on the asset quality performance of the existing portfolio and pipeline at close
- Transaction will close on November 1, 2021





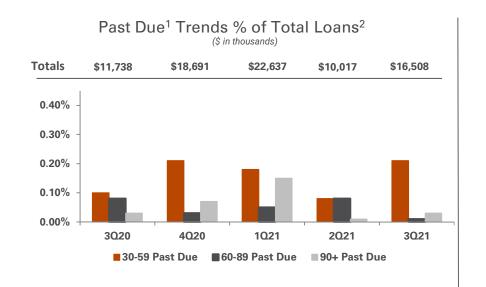


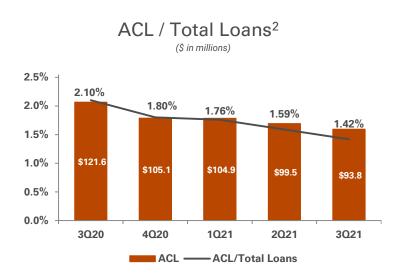
<sup>1.</sup> Assumes a 35% tax rate before 2018 and a 21% tax rate starting in 2018.

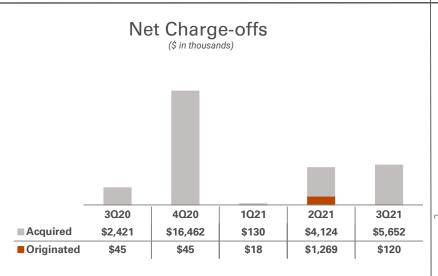
<sup>2021</sup> actuals as of the nine months ended September 30, 2021.

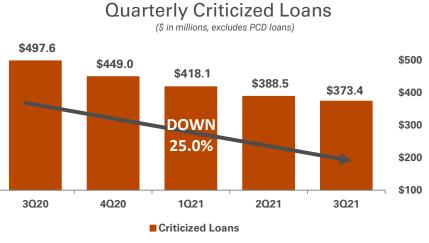


### **Asset Quality and ACL**









<sup>&</sup>lt;sup>1</sup> Past due loans exclude purchased credit deteriorated loans that are accounted for on a pooled basis and non-accrual loans.

<sup>&</sup>lt;sup>2</sup> Total loans excludes Loans Held for Sale, MW and PPP loans.



# **VBTX**

Veritex Holdings, Inc.

Supplemental Information



_						As of				
	9/	30/2021	6	/30/2021	3	3/31/2021	1	2/31/2020	9	9/30/2020
				(Dollars in th	ous	ands, except p	er s	hare data)		
Tangible Common Equity										
Total stockholders' equity	\$ :	1,284,160	\$	1,272,907	\$	1,233,808	\$	1,203,376	\$	1,185,337
Adjustments:										
Goodwill		(370,840)		(370,840)		(370,840)		(370,840)		(370,840)
Core deposit intangibles		(50,436)		(52,873)		(55,311)		(57,758)		(60,209)
Tangible common equity	\$	862,884	\$	849,194	\$	807,657	\$	774,778	\$	754,288
Common shares outstanding		49,229		49,498		49,433		49,340		49,650
Book value per common share	\$	26.09	\$	25.72	\$	24.96	\$	24.39	\$	23.87
Tangible book value per common share	\$	17.53	\$	17.16	\$	16.34	\$	15.70	\$	15.19
			-		809 <u></u>	As of	-	-	:- <u>-</u>	
	9	9/30/2021		6/30/2021	_ 3	3/31/2021	1	2/31/2020	9	/30/2020
				9	(Dolla	ars in thousan	ds)			
Tangible Common Equity										
Total stockholders' equity	\$	1,284,160	\$	1,272,907	\$	1,233,808	\$	1,203,376	\$	1,185,337
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Core deposit intangibles		(50,436)		(52,873)		(55,311)		(57,758)		(60,209)
Tangible common equity	\$	862,884	\$	849,194	\$	807,657	\$	774,778	\$	754,288
Tangible Assets					- 20					
Total assets	\$	9,572,300	\$	9,349,525	\$	9,237,510	\$	8,820,871	\$	8,702,375
Adjustments:										
Goodwill		(370,840)		(370,840)		(370,840)		(370,840)		(370,840)
Core deposit intangibles		(50,436)		(52,873)		(55,311)		(57,758)		(60,209)
Tangible Assets	\$	9,151,024	\$	8,925,812	\$	8,811,359	\$	8,392,273	\$	8,271,326
Tangible Common Equity to Tangible Assets	8	9.43%	303	9.51%		9.17%	S	9.23%		9.12%



				F	or th		For the Year Ended							
	9/	30/2021	(	5/30/2021		3/31/2021	1	2/31/2020	9	9/30/2020	9	/30/2021	9/	30/2020
					500	(Do	llars	in thousands	)		572 11 3			and the second
Net income available for common														
stockholders adjusted for amortization of														
core deposit intangibles														
Net income	\$	36,835	\$	29,456	\$	31,787	\$	22,801	\$	22,920	\$	98,078	\$	51,082
Adjustments:														
Plus: Amortization of core deposit intangibles		2,438		2,438		2,447		2,451		2,451		7,323		7,353
Less: Tax benefit at the statutory rate		512		512		514		515		515		1,538		1,545
Net income available for common stockholders adjusted for amortization of core deposit intangibles	\$	38,761	\$	31,382	\$	33,720	\$	24,737	\$	24,856	\$	103,863	\$	56,890
Average Tangible Common Equity								INCOME NAME						
Total average stockholders' equity Adjustments:	\$ 1	1,290,528	\$	1,254,371	\$	1,224,294	\$	1,196,274	\$	1,177,882	\$	1,256,640	\$ 1	1,154,464
Average goodwill		(370,840)		(370,840)		(370,840)		(370,840)		(370,840)		(370,840)		(370,840)
Average core deposit intangibles	10	(52,043)	80	(54,471)	98	(56,913)	60	(59,010)	08	(61,666)	800	(54,458)	350	(64,077)
Average tangible common equity		867,645		829,060		796,541		766,424		745,376		831,342		719,547
Return on Average Tangible Common Equity (Annualized)		17.72%		15.18%		17.17%		12.84%		13.27%		16.70%		10.56%



	155		4-8	F	or the	Quarter En	ded		83			For the Ye	ided	
	9/	30/2021	6/	6/30/2021		3/31/2021		12/31/2020		9/30/2020		9/30/2021		30/2020
						(Do	llars i	n thousands	)					
Operating Earnings														
Net income	\$	36,835	\$	29,456	\$	31,787	\$	22,801	\$	22,920	\$	98,078	\$	51,082
Plus: Severance payments <sup>1</sup>		-		627		-		-		-		627		-
Plus: Loss (gain) on sale of securities available for sale, net		188		-		2		256		8		188		(2,871)
Plus: Debt extinguishment costs <sup>2</sup>		-		-		-		9,746		-		70		1,561
Less: Thrive PPP loan forgiveness income <sup>3</sup>	150	1,912	100	_	93	-	66	-	203		150	1,912	W2	120
Operating pre-tax income		35,111		30,083		31,787		32,803		22,928		96,981		49,772
Less: Tax impact of adjustments		39		131		-		2,100		-		170		(277)
Plus: Discrete tax adjustments <sup>4</sup>	33.		188	1121	909	426	62	(973)	203		68	426	12	(1,799)
Operating earnings	\$	35,072	\$	29,952	\$	32,213	\$	29,730	\$	22,928	\$	97,237	\$	48,250
Weighted average diluted shares outstanding		50,306		50,331		49,998		49,837		49,775		50,230		50,176
Diluted EPS	\$	0.73	\$	0.59	\$	0.64	\$	0.46	\$	0.46	\$	1.95	\$	1.02
Diluted operating EPS	\$	0.70	\$	0.60	\$	0.64	\$	0.60	\$	0.46	\$	1.94	\$	0.96

<sup>&</sup>lt;sup>1</sup> Severance payments relate to branch restructurings made during the three months ended June 30, 2021.

<sup>3</sup> During the third quarter of 2021, Thrive's PPP loan with another bank was 100% forgiven by the SBA. As a result of our 49% investment in Thrive, the \$1.9 million represents our portion of the PPP loan forgiveness. PPP fee income is not taxable and as such has no tax impact.

<sup>&</sup>lt;sup>2</sup> Debt extinguishment costs relate to prepayment penalties paid in connection with the early payoff of FHLB structured advances.

<sup>&</sup>lt;sup>4</sup> A nonrecurring tax adjustment of \$426 thousand recorded in the first quarter of 2021 was due to a true-up of a deferred tax liability. A nonrecurring tax adjustment of \$973 thousand recorded in the fourth quarter of 2020 was primarily due the reversal of acquired deferred tax liabilities resulting in a tax benefit of \$1.2 million offset by tax expense of \$281 thousand for the setup of an uncertain tax position liability relating to state tax exposure for tax years prior to the year ending December 31, 2020. A nonrecurring tax adjustment of \$1,799 was recorded in the second quarter of 2020 as a result of the Company amending a prior year Green Bancorp, Inc. tax return to carry back a net operating loss ("NOL") incurred by Green Bancorp, Inc. on January 1, 2019. The Company was allowed to carry back this NOL as result of a provision in the CARES Act, which permits ("NOL") generated in tax years 2018, 2019 or 2020 to be carried back five years.



				F	or th	ne Quarter End	ded					For the Ye	ear Ended		
	9/	30/2021	(	5/30/2021	3	3/31/2021		2/31/2020		9/30/2020	9	/30/2021	9/	30/2020	
Pre-Tax, Pre-Provision Operating Earnings						(Do	llars	in thousands	)						
Net Income	\$	36,835	\$	29,456	\$	31,787	\$	22,801	\$	22,920	\$	98,078	\$	51,082	
Plus: Provision for income taxes		9,195		7,837		8,993		4,702		6,198		26,025		9,501	
Plus: (Benefit) provision for credit losses and unfunded commitments		(448)		577		(570)		902		10,139		(441)		64,767	
Plus: Severance payments <sup>1</sup>		-		627		-				-		627		-	
Plus: Loss (gain) on sale of securities, net		188		-		-		256		8		188		(2,871)	
Plus: Debt extinguishment costs <sup>2</sup>		2		-		2		9,746		_		-		1,561	
Less: Thrive PPP loan forgiveness income <sup>3</sup>		1,912		17.0		-		17.0		-		1,912		-	
Net pre-tax, pre-provision operating earnings	\$	43,858	\$	38,497	\$	40,210	\$	38,407	\$	39,265	\$	122,565	\$	124,040	
Average total assets	\$ 9	,385,470	\$	9,321,279	\$	8,941,271	\$	8,750,141	\$	8,585,926	\$	9,217,649	\$ 8	3,449,772	
Pre-tax, pre-provision operating return on average assets <sup>4</sup>		1.85%		1.66%		1.82%		1.75%		1.82%		1.78%		1.96%	
Average Total Assets	\$ 9	,385,470	\$	9,321,279	\$	8,941,271	\$	8,750,141	\$	8,585,926	\$	9,217,649	\$ 8	3,449,772	
Return on average assets <sup>4</sup>		1.56%		1.27%		1.44%		1.04%		1.06%		1.42%		0.81%	
Operating return on average assets <sup>4</sup>		1.48%		1.29%		1.46%		1.35%		1.06%		1.41%		0.76%	
Operating earnings adjusted for amortization of core deposit intangibles															
Operating earnings Adjustments:	\$	35,072	\$	29,952	\$	32,213	\$	29,730	\$	22,928	\$	97,237	\$	48,250	
Plus: Amortization of core deposit intangibles		2,438		2,438		2,447		2,451		2,451		7,323		7,353	
Less: Tax benefit at the statutory rate	<u>.                                  </u>	512	210	512		514	81 <u>8</u>	515		515	214	1,538		1,545	
Operating earnings adjusted for amortization of core deposit intangibles	\$	36,998	\$	31,878	\$	34,146	\$	31,666	\$	24,864	\$	103,022	\$	54,058	

<sup>&</sup>lt;sup>1</sup> Severance payments relate to branch restructurings made during the three months ended June 30, 2021.

<sup>&</sup>lt;sup>2</sup> Debt extinguishment costs relate to prepayment penalties paid in connection with the early payoff of FHLB structured advances.

<sup>&</sup>lt;sup>3</sup> During the third quarter of 2021, Thrive's PPP loan with another bank was 100% forgiven by the SBA. As a result of our 49% investment in Thrive, the \$1.9 million represents our portion of the PPP loan forgiveness. PPP fee income is not taxable and as such has no tax impact.

<sup>&</sup>lt;sup>4</sup> Annualized ratio.



				F	For the Year			Ended						
	9	/30/2021	•	5/30/2021	3	3/31/2021	1	2/31/2020	9	9/30/2020	9	/30/2021	9/	/30/2020
		0 00 0		20 40 20	254	(Do	llars	in thousands	)	100 de	200	70. 30	15 30	739 (7)
Average Tangible Common Equity														
Total average stockholders' equity Adjustments:	\$	1,290,528	\$	1,254,371	\$	1,224,294	\$	1,196,274	\$	1,177,882	\$	1,256,640	\$ :	1,154,464
Average goodwill		(370,840)		(370,840)		(370,840)		(370,840)		(370,840)		(370,840)		(370,840)
Average core deposit intangibles		(52,043)		(54,471)		(56,913)		(59,010)		(61,666)		(54,458)		(64,077)
Average tangible common equity	\$	867,645	\$	829,060	\$	796,541	\$	766,424	\$	745,376	\$	831,342	\$	719,547
Operating return on average tangible common equity <sup>1</sup>	_	16.92%		15.42%		17.39%		16.44%		13.27%		16.57%	-	10.04%
Efficiency ratio		47.55%		52.42%		49.62%		62.52%		48.12%		49.79%		47.19%
Net interest income	\$	71,276	\$	67,131	\$	65,635	\$	66,766	\$	65,870	\$	204,042	\$	199,032
Noninterest income		15,627		12,456		14,172		9,012		9,795		42,255		38,332
Plus: Loss (gain) on sale of securities available for sale, net		188		12		~		256		8		188		(2,871)
Less: Thrive PPP loan forgiveness income <sup>2</sup>		1,912				-		0.50		-		1,912		-
Operating noninterest income		13,903	.53	12,456	280	14,172	.53	9,268	080	9,803	.53	40,531	83	35,461
Noninterest expense		41,321		41,717		39,597		47,373		36,408		122,635		122,014
Less: Severance payments		-		627		-		9.79		-		627		-
Less: Debt extinguishment costs		-		-		-		9,746		-		-		1,561
Operating noninterest expense	\$	41,321	\$	41,090	\$	39,597	\$	37,627	\$	36,408	\$	122,008	\$	110,453
Operating efficiency ratio		48.51%		51.63%		49.62%		49.49%		48.11%		49.89%		47.10%

<sup>&</sup>lt;sup>1</sup> Annualized ratio.

<sup>&</sup>lt;sup>2</sup> During the third quarter of 2021, Thrive's PPP loan with another bank was 100% forgiven by the SBA. As a result of our 49% investment in Thrive, the \$1.9 million represents our portion of the PPP loan forgiveness. PPP fee income is not taxable and as such has no tax impact.



			For the Quarter Ended									For the Y	ear Ended	
	9/30/2021		6/30/2021		3/31/2021		12/31/2020		9/30/2020		9/30/2021		9/30/2020	
	(Dollars in thousands, except per share data)													
Operating noninterest income														
Noninterest income	\$	15,627	\$	12,456	\$	14,172	\$	9,012	\$	9,795	\$	42,255	\$	38,332
Plus: Loss (gain) on sale of securities available for sale, net		188		-		-		256		8		188		(2,871)
Less: Thrive PPP loan forgiveness income		1,912		-		-		-		-		1,912		-
Operating noninterest income	\$	13,903	\$	12,456	\$	14,172	\$	9,268	\$	9,803	\$	40,531	\$	35,461
Operating noninterest expense														
Noninterest expense	\$	41,321	\$	41,717	\$	39,597	\$	47,373	\$	36,408	\$	122,635	\$	112,014
Less: FHLB prepayment fees				-				9,746		-		-		1,561
Operating noninterest expense	\$	41,321	\$	41,717	\$	39,597	\$	37,627	\$	36,408	\$	122,635	\$	110,453

	For the Quarter Ended											
	9/30/2021		6/30/2021		3/31/2021		12/31/2020		9/30/2020			
	(Dollars in thousands, except per share data)											
Adjusted net interest margin												
Net interest income	\$	71,276	\$	67,131	\$	65,635	\$	66,766	\$	65,870		
Less: Loan accretion		1,904		1,536		1,911		2,652		3,953		
Less: Deposit premium amortization		15		34		76		89		110		
Adjusted net interest income	\$	69,357	\$	65,561	\$	63,648	\$	64,025	\$	61,807		
Total interest-earning assets	\$ 8,684		\$ 8,659,059		\$ 8,257,048		\$8,065,652		\$ 7,899,837			
Adjusted net interest margin		3.16%		3.03%		3.12%		3.15%		3.10%		