



# 1Q23 Earnings Presentation



# Forward-Looking Statements



## Forward-Looking Statements

This communication contains forward-looking statements within the meaning of the U.S. federal securities laws. Forward-looking statements include, without limitation, statements concerning plans, estimates, calculations, forecasts and projections with respect to the anticipated future performance of the Company. These statements are often, but not always, made through the use of words or phrases such as “may”, “might”, “should”, “could”, “predict”, “potential”, “believe”, “expect”, “continue”, “will”, “anticipate”, “seek”, “estimate”, “intend”, “plan”, “projection”, “would”, “annualized”, “target” and “outlook”, or the negative version of those words or other comparable words or phrases of a future or forward-looking nature. Forward-looking statements involve estimates and known and unknown risks, and reflect various assumptions and involve elements of subjective judgement and analysis, which may or may not prove to be correct, and which are subject to uncertainties and contingencies outside the control of Byline and its respective affiliates, directors, employees and other representatives, which could cause actual results to differ materially from those presented in this communication.

No representations, warranties or guarantees are or will be made by Byline as to the reliability, accuracy or completeness of any forward-looking statements contained in this communication or that such forward-looking statements are or will remain based on reasonable assumptions. You should not place undue reliance on any forward-looking statements contained in this communication.

Certain risks and important factors that could affect Byline’s future results are identified in our Annual Report on Form 10-K and other reports we file with the Securities and Exchange Commission, including among other things under the heading “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2022. Any forward-looking statement speaks only as of the date on which it is made, and Byline undertakes no obligation to update any forward-looking statement, whether to reflect events or circumstances after the date on which the statement is made, to reflect new information or the occurrence of unanticipated events, or otherwise unless required under the federal securities laws. Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

## Current Expected Credit Loss (“CECL”) Adoption

On December 31, 2022, the Company adopted CECL and applied it retrospectively to the period beginning January 1, 2022 using the modified retrospective method of accounting. Results for reporting periods beginning after September 30, 2022 are presented under the new standard, while prior quarters previously reported are recast as if the new standard had been applied since January 1, 2022.

# First Quarter 2023 Highlights



Net Income & EPS
\$23.9 million
\$0.64 per diluted share

PTPP
\$42.1 million
2.32% PTPP ROA

ROAA & ROTCE <sup>(1)</sup>
1.32% ROAA
16.20% ROTCE

## Driving Organic Growth & Profitability

- Revenue up 17% YoY; Pre-Tax Pre-Provision Net Income growth of 24% YoY; EPS increased 14% YoY
- Solid broad-based loan growth of 5.5% annualized
- Net interest margin (FTE)<sup>(1)</sup> stood at 4.39%
  - Earning assets yields increased 41 bps
  - Loan yields expanding 52 bps
  - Deposit costs increased 42 bps
- Controlled expense management, maintained positive operating leverage

## Stable Deposit Base & Strong Liquidity

- Total deposits up \$117.5 million or 2.1% QoQ
  - Shift in mix driven by seasonal fluctuations, and migration to higher yielding alternatives
- Deposit base remained stable, and liquidity remains ample during a volatile period
  - Diversified and balanced deposit base, with 47% business and 53% consumer accounts
  - ~72% of total deposits insured by the FDIC
  - Liquidity coverage of uninsured deposits ~120% as of quarter end

## Disciplined Credit & Capital Profile

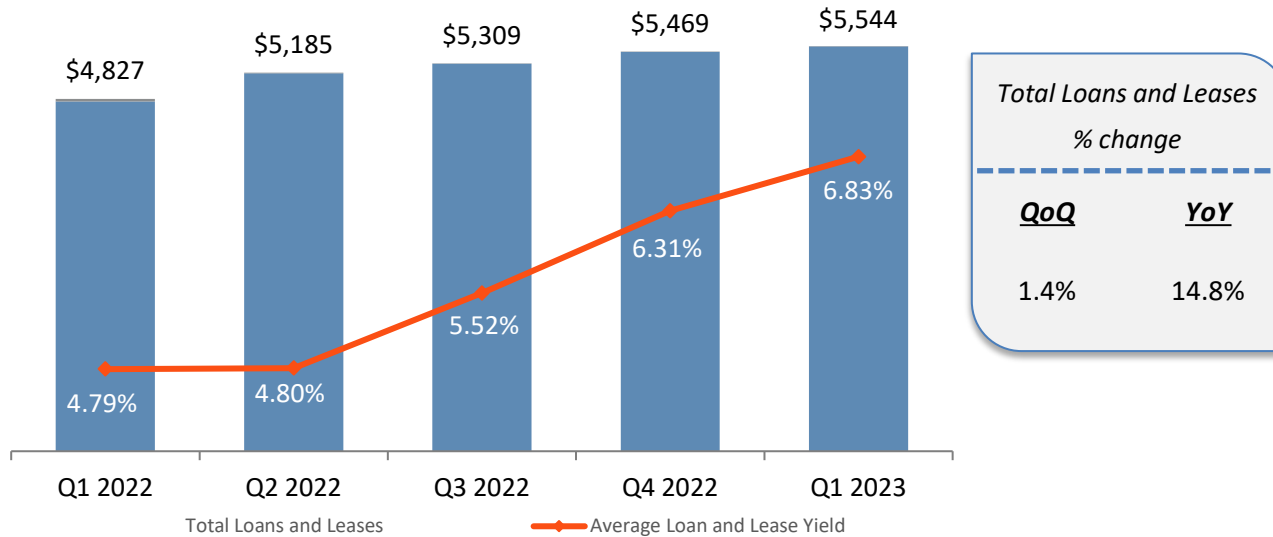
- Disciplined through-the-cycle underwriting and proactive portfolio management
- Credit quality trends remained stable QoQ with:
  - NCOs of 0.09%, down 15 bps
  - NPA/Assets of 0.67%, up 12 bps
  - 30+ DLQs of 0.26%, down 2 bps
- ACL as percent of loans and leases of 1.64%, up QoQ
- CET1 and Total Capital ratios remained solid at 10.27% and 13.19%
  - TCE Ratio including HTM<sup>(1)</sup> is 8.66%

(1) Represents a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix.

# Loan and Lease Trends (\$ in millions)



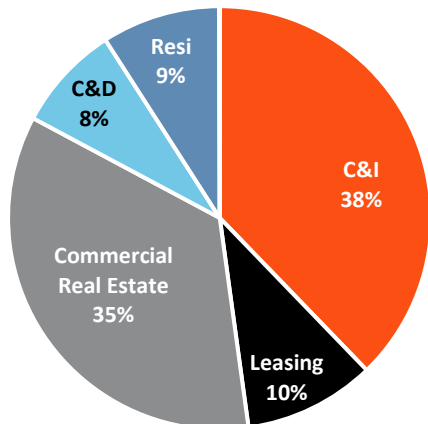
## Total Loans & Leases and Average Yield



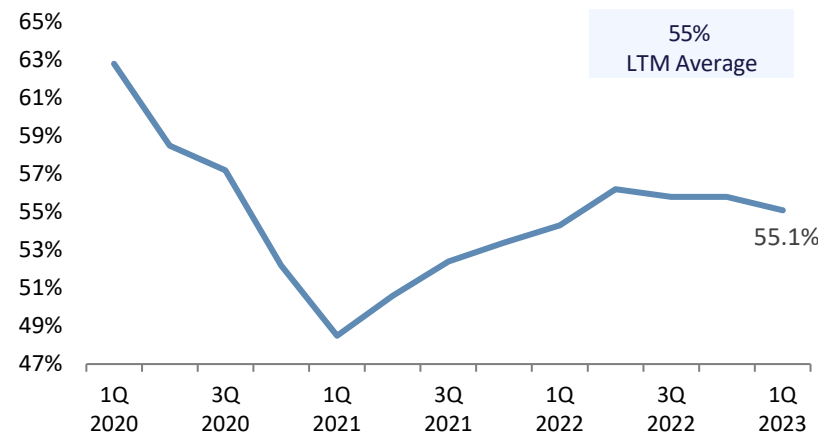
## Highlights

- Total loans and leases were \$5.5 billion at 1Q23, an increase of \$74.6 million, or 5.5% annualized
  - Originated \$249.4 million in new loans, net of loan sales in 1Q23 compared to \$268.6 million in 4Q22
    - Production driven by lease and commercial originations of \$77.2 million and \$70.2 million respectively
- Payoff activity increased by \$57.0 million from 4Q22
- Cumulative Loan Beta<sup>(1)</sup>: 43%

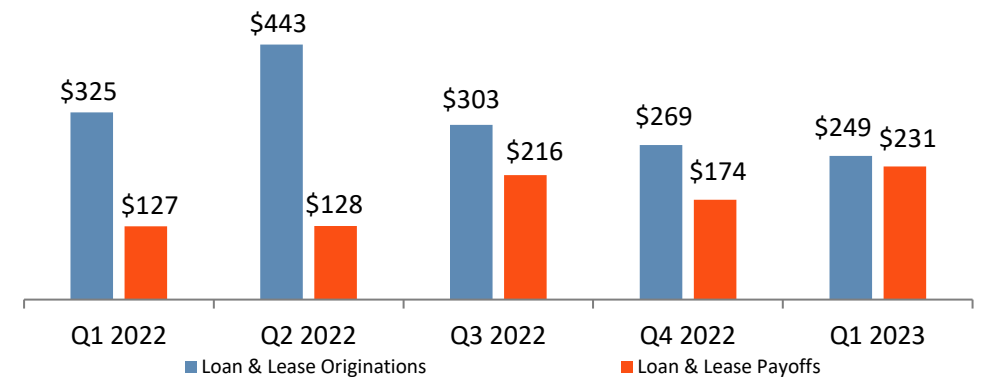
## Portfolio Composition



## Utilization Rates



## Originations and Payoffs



(1) Cumulative Beta calculated as the change in yield on loans from 4Q21 to 1Q23 divided by the change in average Fed Funds from 4Q21 to 1Q23.

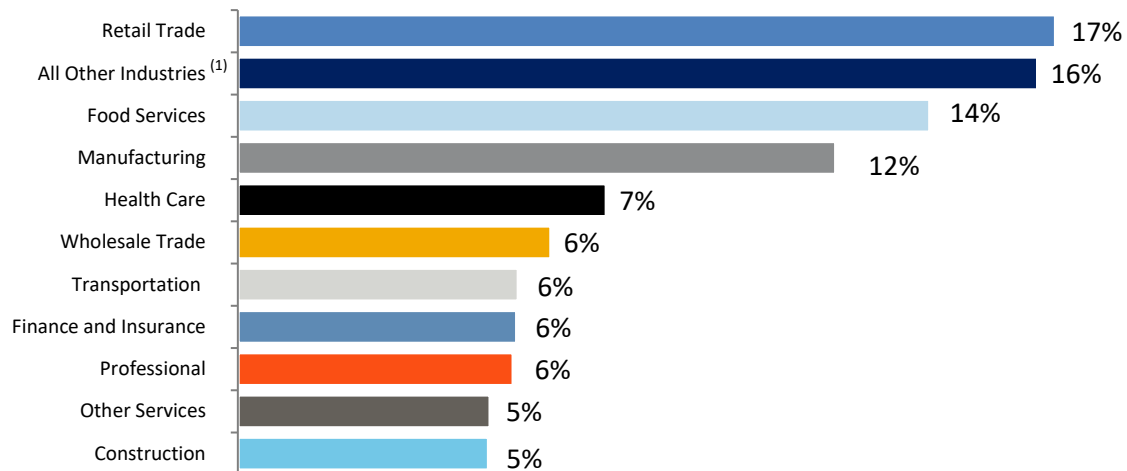
# Government-Guaranteed Lending (\$ in millions)



## On Balance Sheet SBA 7(a) & USDA Loans

	\$ Balance	% of Portfolio
Unguaranteed	\$376.5	6.8%
Guaranteed	99.4	1.8%
<b>Total SBA 7(a) Loans</b>	<b>\$475.9</b>	<b>8.6%</b>
Unguaranteed	\$40.3	0.7%
Guaranteed	21.6	0.4%
<b>Total USDA Loans</b>	<b>\$61.9</b>	<b>1.1%</b>

## Unguaranteed Loan Portfolio by Industry

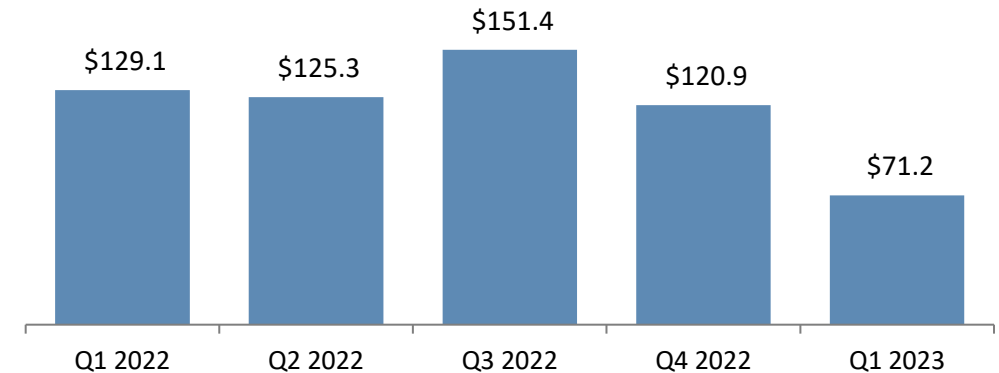


(1) Represents sectors with less than 5% of the total portfolio.

## Highlights

- A leading SBA 7(a) lender as of March 31, 2023
- Closed \$71.2 million loan commitments in 1Q23
- SBA 7(a) portfolio \$475.9 million, down \$3.0 million from 4Q22
  - ACL/Unguaranteed loan balance ~ 9.3%
- Servicing \$1.7 billion in government guaranteed loans for investors

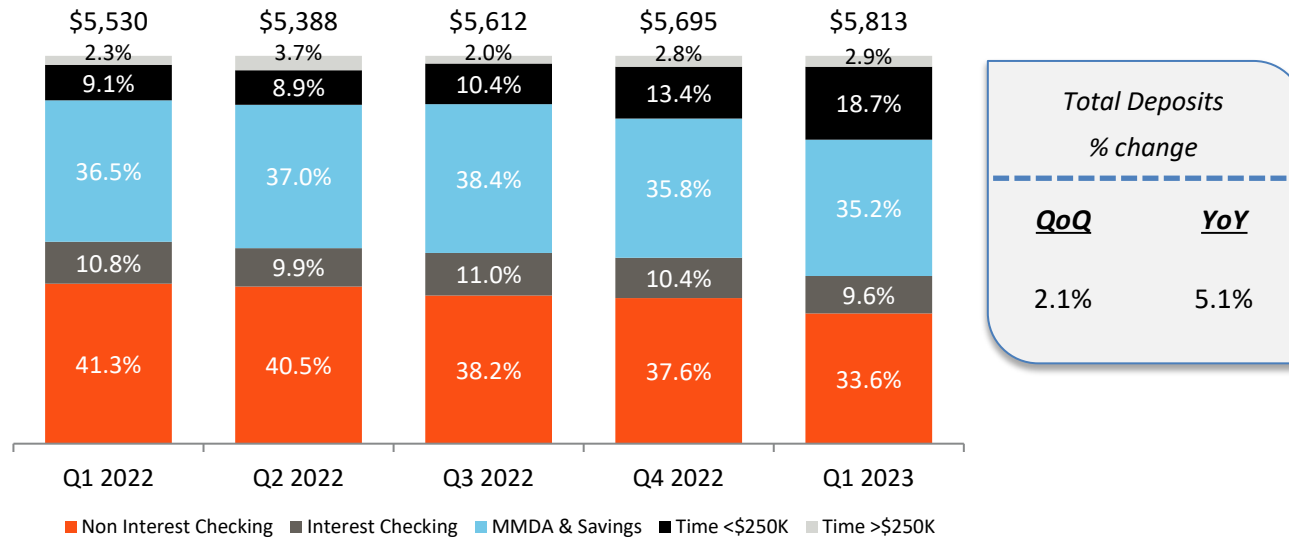
## Total SBC Closed Loan Commitments



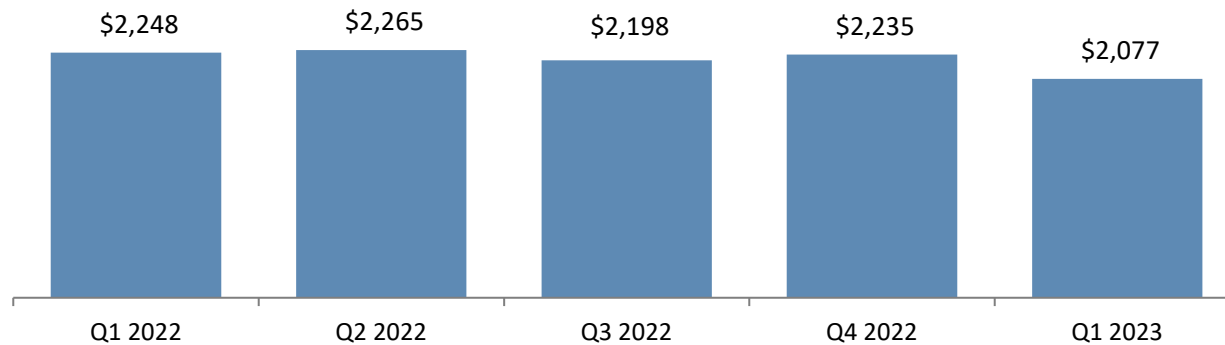
# Deposit Trends *(\$ in millions)*



## Deposit Composition



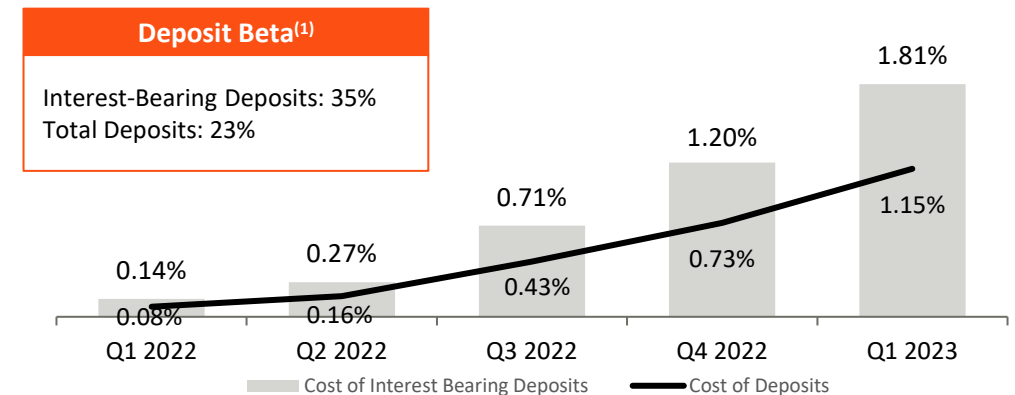
## Average Non-Interest Bearing Deposits



## Highlights

- Total deposits were \$5.8 billion, up 8.4% annualized from 4Q22
  - Diversified deposit composition with limited concentrations and significant levels of relationship deposits
- Cost of deposits increased 42 bps in 1Q23, due to market rate increases and deposit mix changes
- Commercial deposits accounted for 47.3% of total deposits and represent 76.3% of all non-interest bearing deposits
- Cumulative total deposit beta remains low at ~23% since the beginning of the current tightening cycle

## Cost of Interest Bearing Deposits



(1) Beta calculation is based on change in deposit cost divided by change in Fed Funds from 4Q21 to 1Q23.

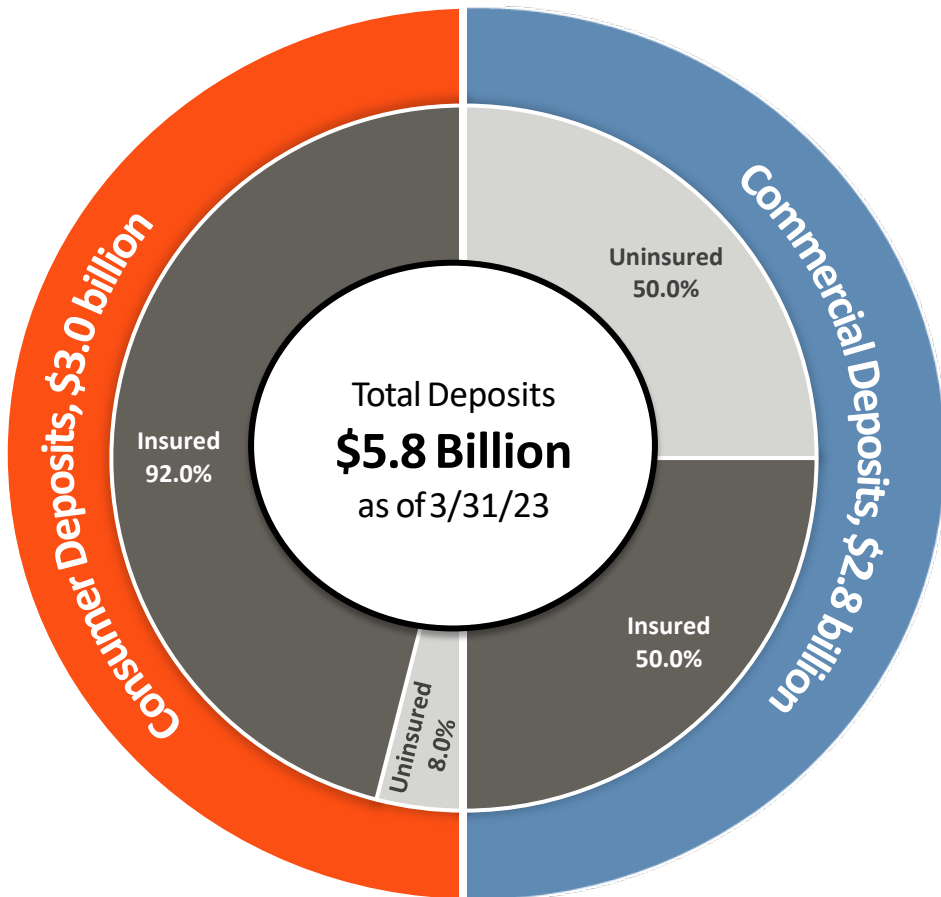
# Granular Deposit Base

A **strength** of our franchise is our well **diversified** deposit base...



...with **limited concentration** and granular customer base providing a **stable** source of funding

~72% of Total Deposits are FDIC Insured

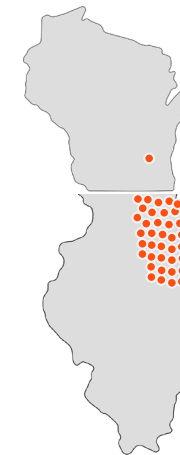


## Consumer Deposits<sup>(1)</sup>

\$3.0 billion at 3/31/23

Customer Base  
~105,000  
Consumer Accounts

Granular Deposit Base  
~\$24,000  
Average Account Balance



Total Franchise  
**38**  
Branches

Core banking footprint in key urban MSAs in Wisconsin and a broad footprint in Chicago, IL

## Commercial Deposits

\$2.8 billion at 3/31/23

Customer Base  
~25,000  
Commercial Accounts

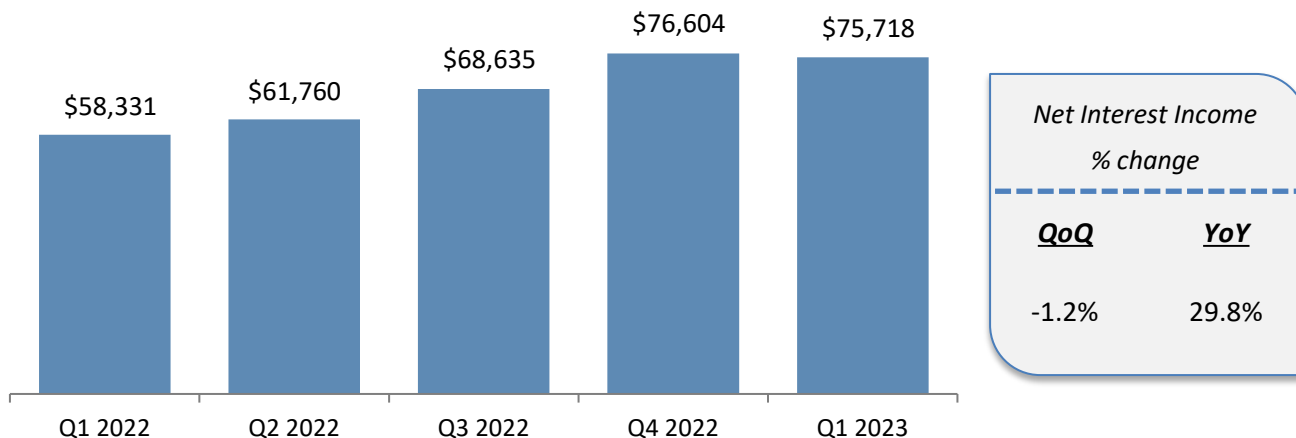
Granular Deposit Base  
~\$115,000  
Average Account Balance

(1) Excludes brokered deposits.

# Net Interest Income and Net Interest Margin Trends



## Net Interest Income



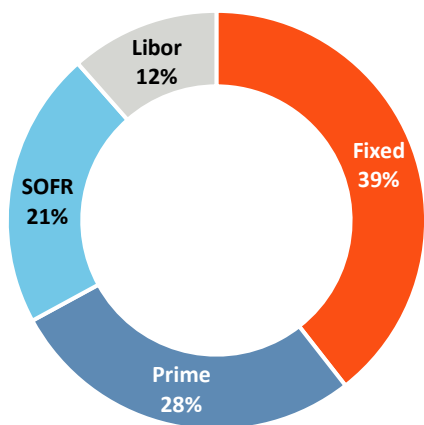
## Highlights

- Net interest income was \$75.7 million, down 1.2% from 4Q22
- Net interest margin decreased 1 basis point from 4Q22 to 4.38%
- Loan and lease yield of 6.83%, up 52 basis points from 4Q22

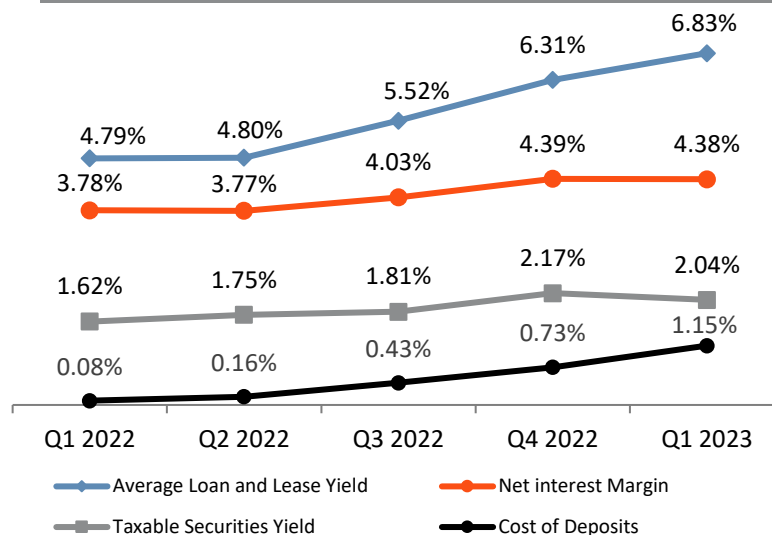
### Interest Rate Sensitivity

- Terminated \$100 million of pay fixed swaps at a gain of \$5.7 million
- Executed \$100 million of receive fixed swaps
- +\$2.5 million in net interest income per 25 bps in Fed tightening

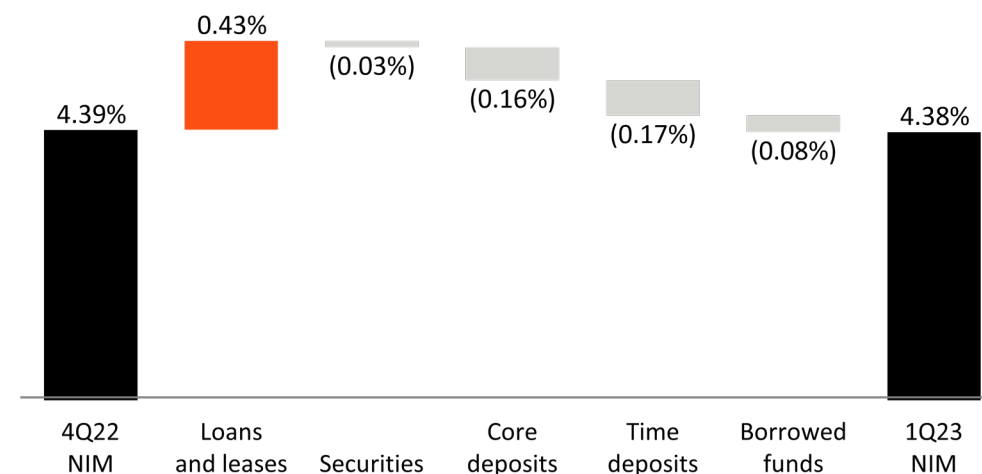
## Repricing Mix



## NIM, Yields, and Costs



## NIM Bridge

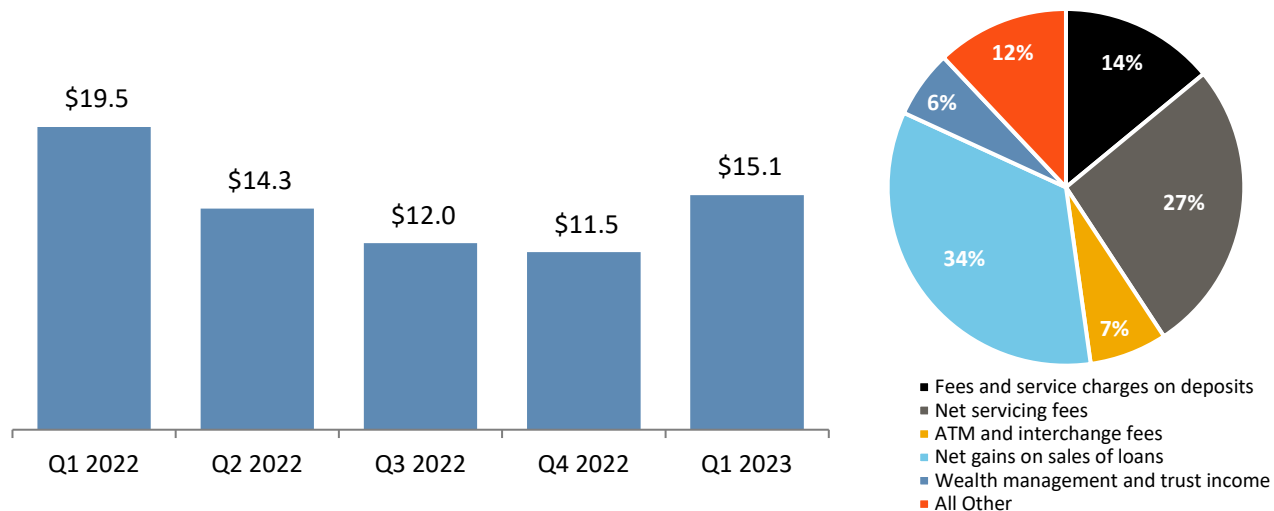




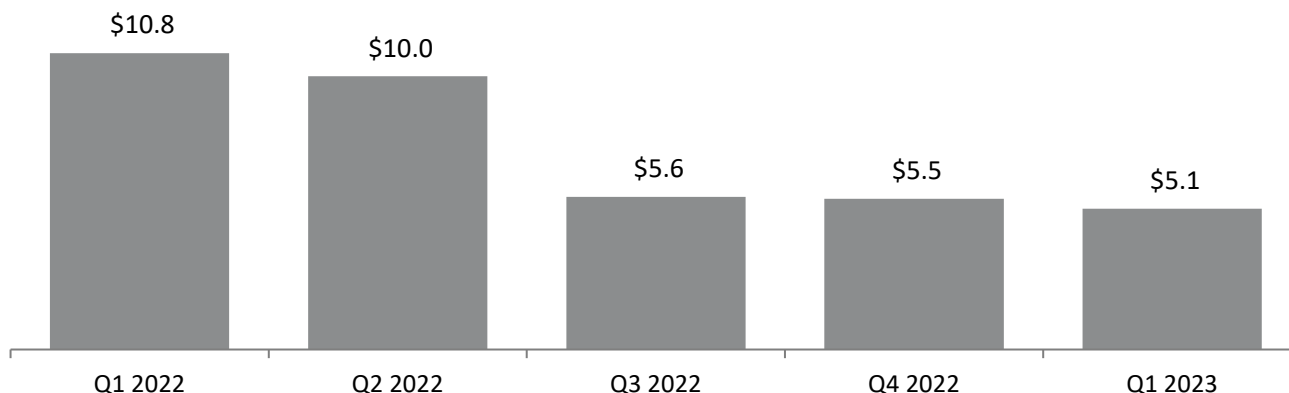
# Non-Interest Income Trends *(\$ in millions)*



## Total Non-Interest Income



## Net Gains on Sales of Loans



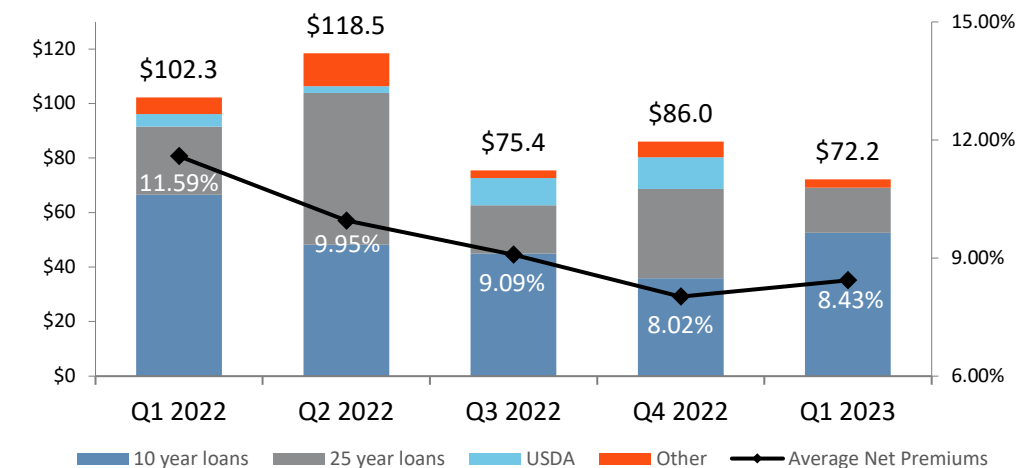
## Highlights

- Non-interest income was \$15.1 million, up 32.2% from 4Q22
  - Non-interest income trends remain stable QoQ, excluding FV mark on loan servicing asset
  - Gain on sale margins improved driven by higher premiums, offset by lower volume of loans sold

## Government Guaranteed Loan Sales

- \$72.2 million of guaranteed loans sold in 1Q23, compared to \$86.0 million in 4Q22
- Loans held for sale decreased to \$28.4 million in 1Q23 from \$47.8 million in 4Q22

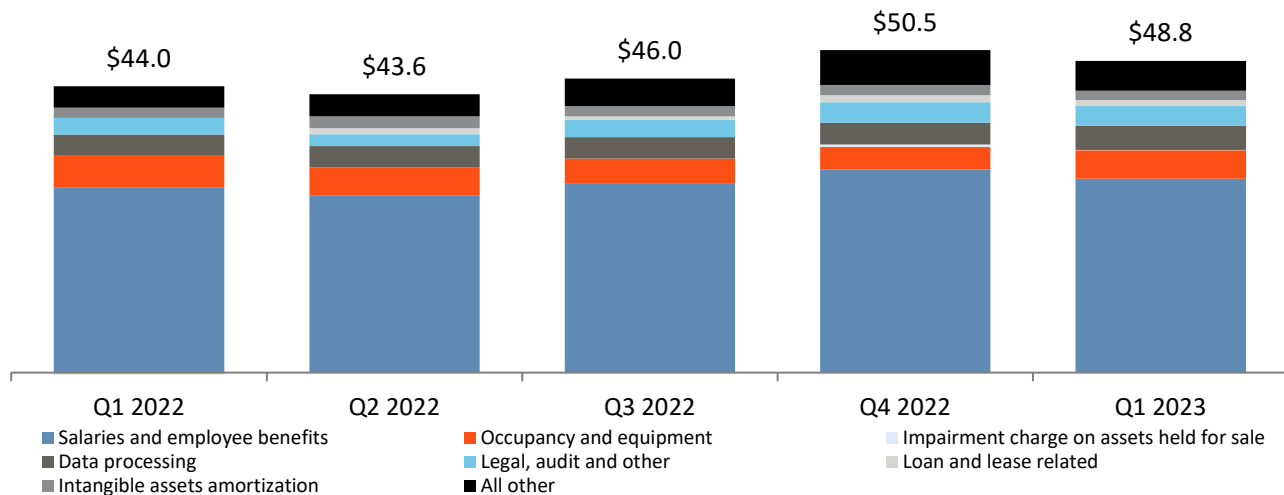
## Volume Sold and Average Net Premiums



# Non-Interest Expense Trends *(\$ in millions)*



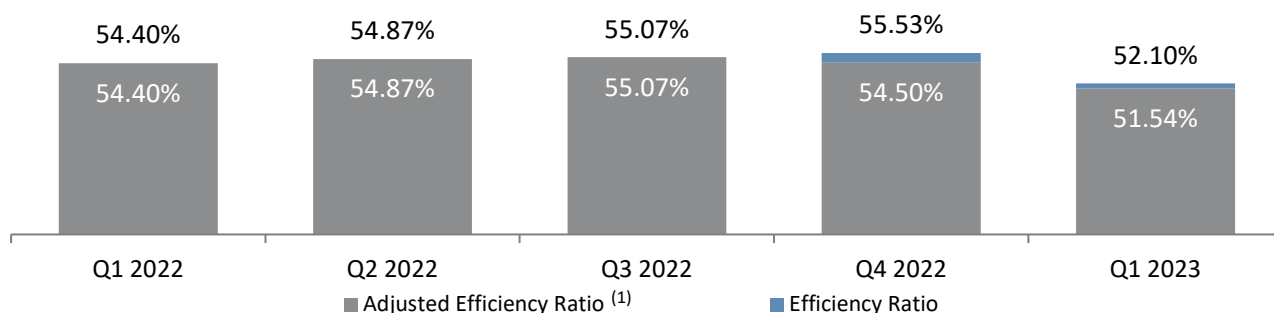
## Non-Interest Expense



## Highlights

- Non-interest expenses decreased to \$48.8 million from \$50.5 million in 4Q22, primarily attributable to:
  - \$1.4 million decrease in salaries and employee benefits mainly due to lower incentive compensation
  - Decrease in other non-interest expense due to non-recurring leasehold charge in 4Q22
  - Increase in occupancy and equipment expense, net, primarily due to increases in real estate taxes and building maintenance
- Well-controlled expense base in the current environment
- Efficiency ratio stood at 52.10% at 1Q23

## Efficiency Ratio



## Positive Operating Leverage



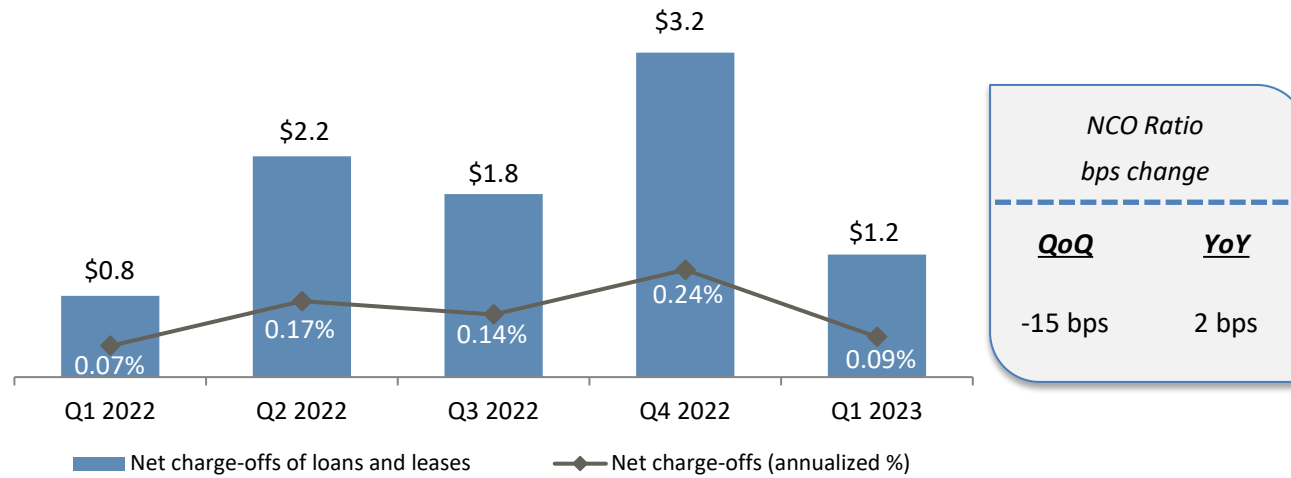
- Achieved positive operating leverage in 1Q23 despite inflationary environment

(1) Represents a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix.

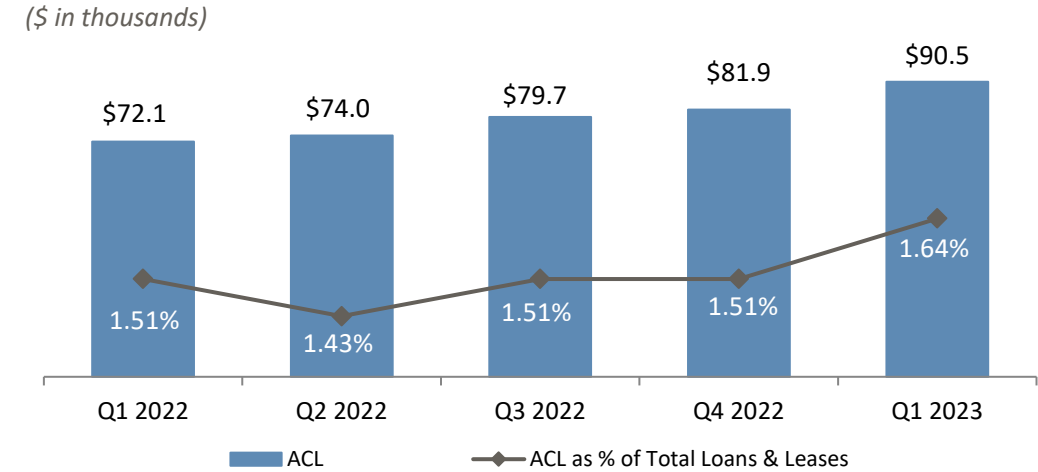
# Asset Quality Trends (\$ in millions)



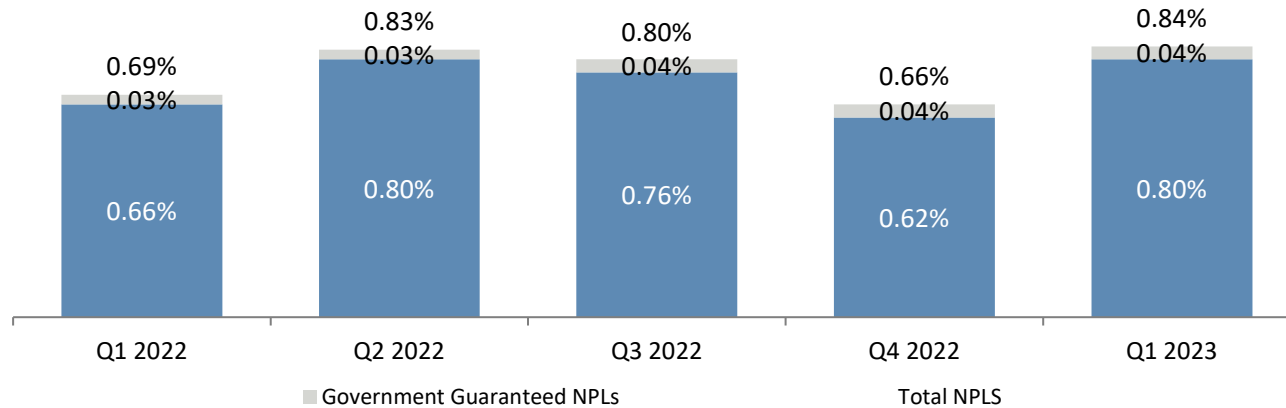
## Net Charge-offs



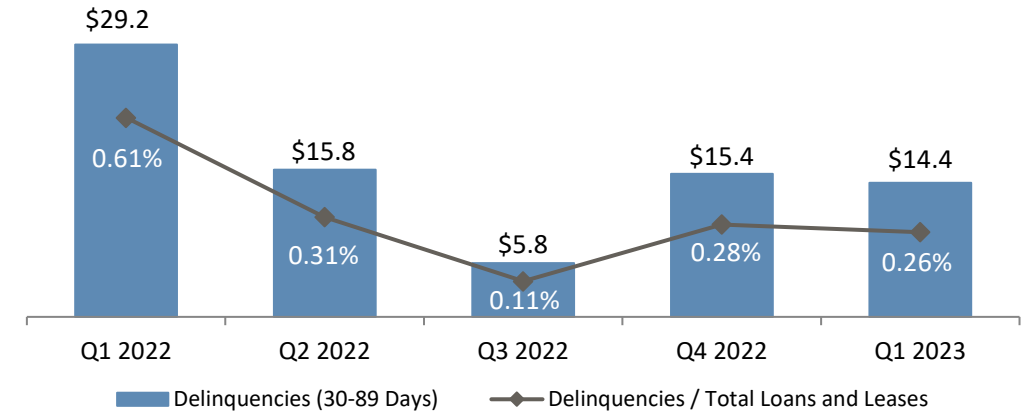
## Allowance for Credit Losses (ACL)



## NPLs / Total Loans & Leases



## Delinquencies



Note: Delinquencies represent accruing loans and leases past due 30 days or more. Delinquencies to Total Loans and Leases represent delinquencies divided by period end loans and leases.

# Strong Liquidity and Securities Portfolio



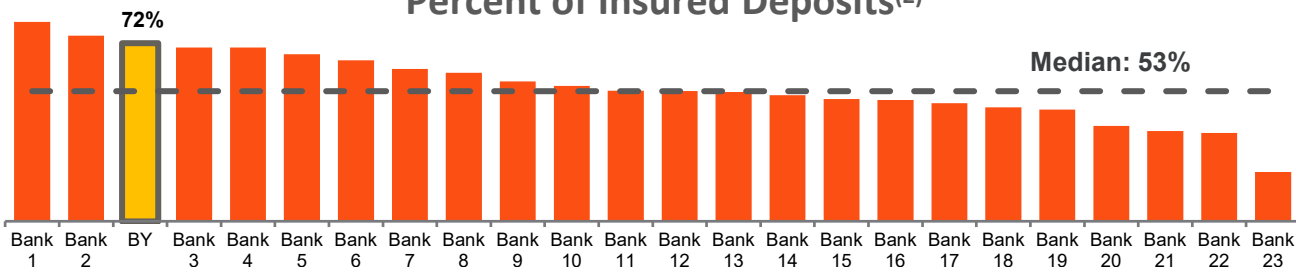
## Liquidity Position

- Robust liquidity position supported by cash and substantial borrowing capacity
- \$1.8 billion of available borrowing capacity
  - Cash and cash equivalents of \$284.2 million
  - Cash + Secured borrowing capacity to uninsured deposits of 119.7%
  - Securities to assets of 16%
  - HTM portfolio of \$2.7 million (\$23,000 in unrealized losses)
- Loans/Deposits ratio down slightly at 95.4% QoQ

## % of Uninsured Deposits Industry Comparisons<sup>(1)</sup>

	>\$500B	\$250B - \$500B	\$100B - \$250B	\$50B - \$100B	\$10B - \$50B	\$1B - \$10B
Median	47.1%	45.0%	50.2%	52.5%	43.8%	33.1%
Byline Bank	27.9%	27.9%	27.9%	27.9%	27.9%	27.9%

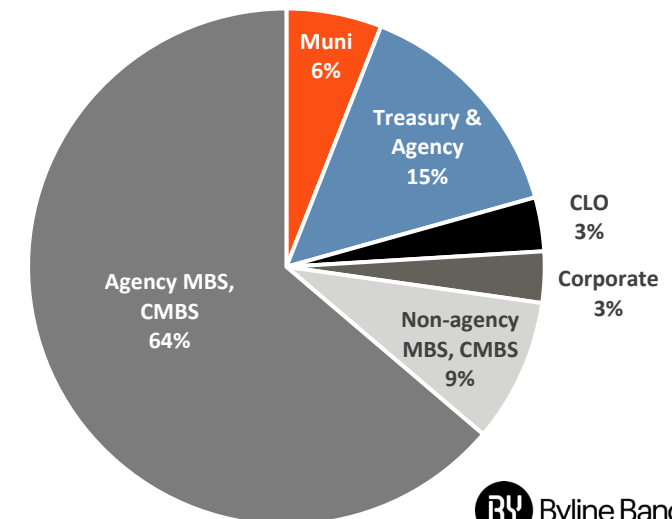
## Percent of Insured Deposits<sup>(2)</sup>



## Highlights

- No outstanding Discount Window or Bank Term Funding borrowings
  - Posted \$222 million to Bank Term Funding Program
- Proactively tested Fed Fund lines given market conditions
- \$1.2 billion investment portfolio (~99.8% AFS); duration: 5.4 years
  - Annual Securities Book Cash Flow: ~\$130 million
  - AOCI / TCE<sup>(1)</sup>: ~16.9%

## AFS Portfolio by Type



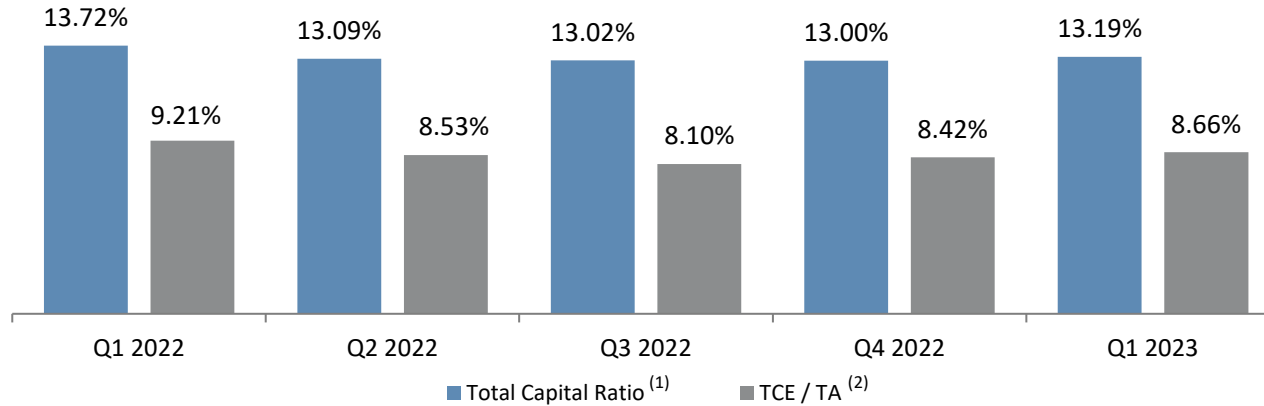
(1) Source: SNL Financial, and company filings. Financial data as of quarter ended December 31, 2022 or most recent available.

(2) Source: Company's 2022 Form 10-K | Calculation: (total deposits uninsured deposits) / total consolidated deposits | Byline 2023 Proxy Peer Group.

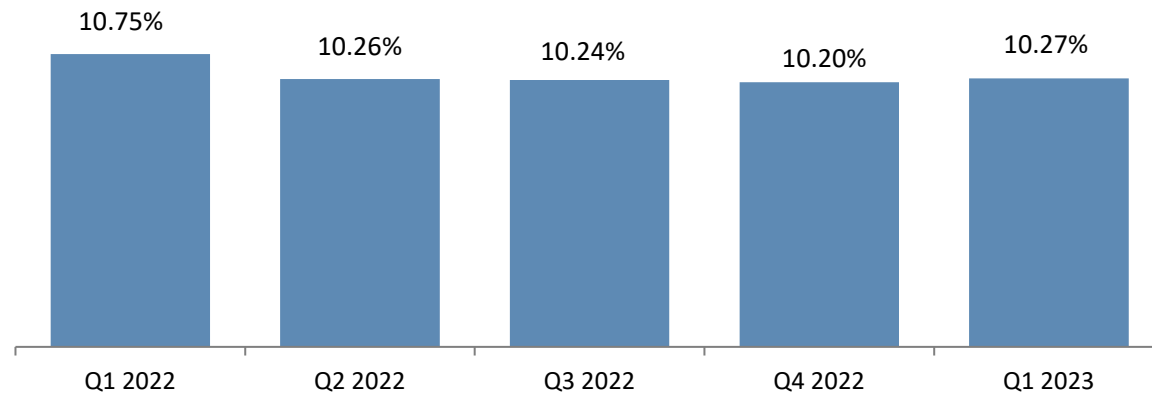
# Strong Capital Position



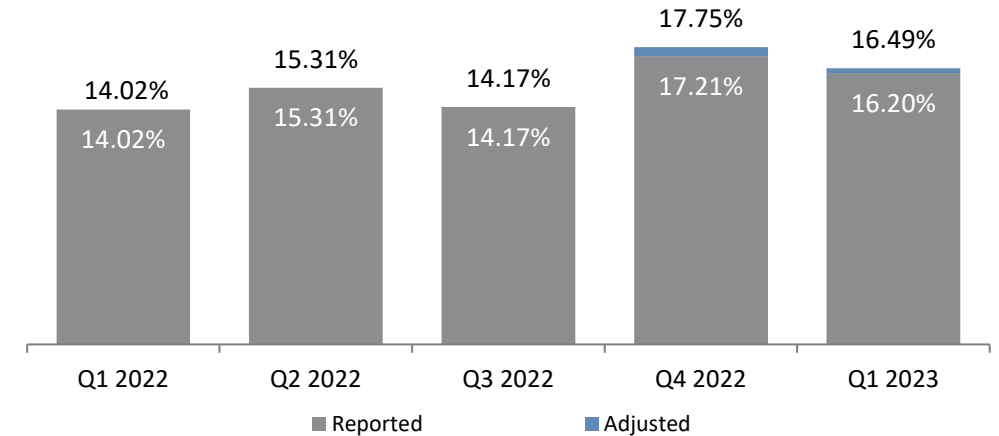
## Capital Ratios



## Common Equity Tier 1



## Return on Average Tangible Common Equity



## Strong Capital Base

- Capital Priorities:
  1. Fund Organic Growth
  2. Dividend
  3. M&A
  4. Buyback
- TCE operating target range is between 8% and 9%: currently at 8.66%
- \$795.7 million total stockholders equity
- \$450 million of balance sheet hedges to protect market value risk
- Capital levels are strong and significantly above regulatory requirements

(1) As reported prior to CECL adoption.  
 (2) Represents a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix.

# 2023 Strategic Priorities and Near-Term Outlook



Commercial banking strategy focused on organic loan and deposit growth



Maintain a strong balance sheet and capital flexibility



Maintain credit discipline and strong asset quality



Disciplined loan and deposit pricing



Investing in digital capabilities and automation

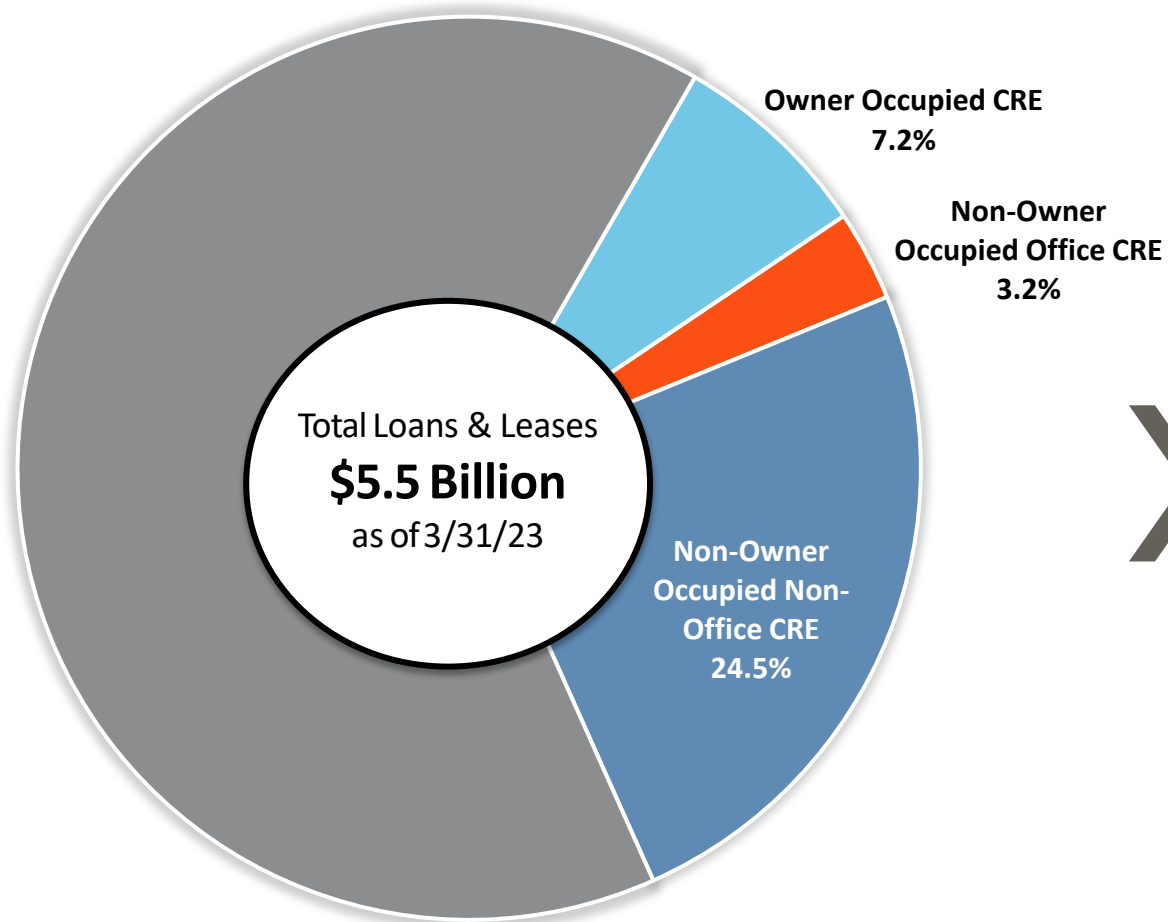


Opportunistic M&A and talent additions



# 1Q23 Earnings Presentation Appendix

# CRE Portfolio: Office Represents 3.2% of Total Loans



## Non-Owner Occupied Commercial Real Estate Portfolio

<i>(\$ in millions)</i>	<i>3/31/23</i>	<i>% of NOO CRE Loans</i>
Multifamily	\$439.6	28.7%
Industrial / Warehouse	493.3	32.2%
<b>Office</b>	<b>178.7</b>	<b>11.7%</b>
Retail	158.5	10.4%
Senior Housing / Healthcare	35.1	2.3%
Hotel / Motel	13.8	0.9%
Mixed Use	16.9	1.1%
Other	194.5	12.7%
<b>Total</b>	<b>\$1,530.4</b>	<b>27.7%</b>

(1) Note: Non-Owner Occupied CRE Portfolio includes construction, land, multi-family and non-owner occupied (NOO).

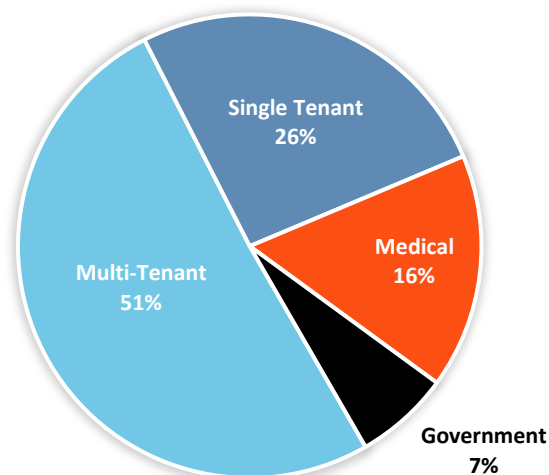


# Office CRE Portfolio: Diversified Tenants and Markets

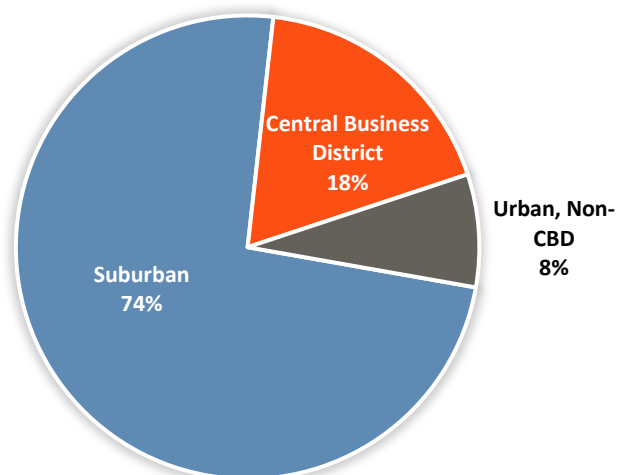


## Office Portfolio

### Tenant Classification



### Market Type



## CRE Office: Geographic Mix by State

(\$ in millions)	3/31/23
Illinois	\$90.5
North Carolina	26.0
Wisconsin	18.6
New Jersey	10.8
Ohio	9.8
Florida	8.3
Minnesota	5.5
Virginia	4.0
New Mexico	2.3
West Virginia	1.1
Michigan	1.0
Tennessee	0.8
<b>Total Office</b>	<b>\$178.7</b>

## Office Portfolio Metrics

	3/31/23
Avg. Commitment	\$3.4 million
ACL %	1.1%
NCO % <sup>(1)</sup>	0.00%
30+ DLQ %	1.4%
NPL %	3.1%
Criticized %	7%

(1) NCOs / Average loans represents net charge-offs to average loans for the last twelve month period.

# Five Quarter Financial Summary



As of or For the Three Months Ended

(dollars in thousands, except per share data)	As of or For the Three Months Ended				
	March 31, 2023	December 31, 2022	Recast September 30, 2022	Recast June 30, 2022	Recast March 31, 2022
<b>Income Statement</b>					
Net interest income	\$ 75,718	\$ 76,604	\$ 68,635	\$ 61,760	\$ 58,331
Provision (recapture) for credit losses	9,825	5,826	7,208	4,286	6,559
Non-interest income	15,145	11,455	12,043	14,273	19,543
Non-interest expense	48,800	50,500	46,041	43,585	43,956
Income before provision for income taxes	32,238	31,733	27,429	28,162	27,359
Provision for income taxes	8,293	7,366	7,020	6,382	5,961
Net income	23,945	24,367	20,409	21,780	21,398
Dividends on preferred shares	—	—	—	—	196
Net income available to common stockholders	\$ 23,945	\$ 24,367	\$ 20,409	\$ 21,780	\$ 21,202
Diluted earnings per common share <sup>(1)</sup>	\$ 0.64	\$ 0.65	\$ 0.55	\$ 0.58	\$ 0.56
<b>Balance Sheet</b>					
Total loans and leases HFI	\$ 5,515,332	\$ 5,421,258	\$ 5,275,126	\$ 5,167,716	\$ 4,787,607
Total deposits	5,812,652	5,695,121	5,612,456	5,388,377	5,530,102
Tangible common equity <sup>(1)</sup>	638,218	606,929	575,321	593,555	613,698
<b>Balance Sheet Metrics</b>					
Loans and leases / total deposits	95.37%	96.03%	94.59%	96.23%	87.29%
Tangible common equity / tangible assets <sup>(1)</sup>	8.66%	8.42%	8.25%	8.65%	9.36%
<b>Key Performance Ratios</b>					
Net interest margin	4.38%	4.39%	4.03%	3.77%	3.78%
Efficiency ratio	52.10%	55.53%	55.07%	54.87%	54.40%
Adjusted efficiency ratio <sup>(1)</sup>	51.54%	54.50%	55.07%	54.87%	54.40%
Non-interest income to total revenues	16.67%	13.01%	14.93%	18.77%	25.09%
Non-interest expense to average assets	2.69%	2.76%	2.56%	2.51%	2.66%
Return on average assets	1.32%	1.33%	1.13%	1.25%	1.30%
Adjusted return on average assets <sup>(1)</sup>	1.35%	1.37%	1.13%	1.25%	1.30%
Pre-tax pre-provision return on average assets <sup>(1)</sup>	2.32%	2.05%	1.93%	1.87%	2.05%
Dividend payout ratio on common stock	14.06%	13.85%	16.36%	15.52%	16.07%
Tangible book value per common share <sup>(1)</sup>	\$ 16.92	\$ 16.19	\$ 15.36	\$ 15.76	\$ 16.23

(1) Represents a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix.

# Non-GAAP Reconciliation



	As of or For the Three Months Ended				
	March 31, 2023	December 31, 2022	Recast September 30, 2022	Recast June 30, 2022	Recast March 31, 2022
<b>(dollars in thousands, except per share data)</b>					
<b>Net income and earnings per share excluding significant items</b>					
<b>Reported Net Income</b>	\$ 23,945	\$ 24,367	\$ 20,409	\$ 21,780	\$ 21,398
Significant items:					
Impairment charges on assets held for sale and ROU asset	20	372	—	—	—
Merger-related expenses	489	538	—	—	—
Tax benefit	(56)	(118)	—	—	—
<b>Adjusted Net Income</b>	<u>\$ 24,398</u>	<u>\$ 25,159</u>	<u>\$ 20,409</u>	<u>\$ 21,780</u>	<u>\$ 21,398</u>
<b>Reported Diluted Earnings per Share</b>	\$ 0.64	\$ 0.65	\$ 0.55	\$ 0.58	\$ 0.56
Significant items:					
Impairment charges on assets held for sale and ROU asset	—	0.01	—	—	—
Merger-related expenses	0.01	0.01	—	—	—
Tax benefit	—	—	—	—	—
<b>Adjusted Diluted Earnings per Share</b>	<u>\$ 0.65</u>	<u>\$ 0.67</u>	<u>\$ 0.55</u>	<u>\$ 0.58</u>	<u>\$ 0.56</u>

# Non-GAAP Reconciliation *(continued)*



As of or For the Three Months Ended

(dollars in thousands)	March 31, 2023	December 31, 2022	Recast September 30, 2022	Recast June 30, 2022	Recast March 31, 2022
<b>Adjusted non-interest expense:</b>					
Non-interest expense	\$ 48,800	\$ 50,500	\$ 46,041	\$ 43,585	\$ 43,956
Less: Significant items					
Impairment charges on assets held for sale and ROU asset	20	372	—	—	—
Merger-related expenses	489	538	—	—	—
Adjusted non-interest expense	<u>\$ 48,291</u>	<u>\$ 49,590</u>	<u>\$ 46,041</u>	<u>\$ 43,585</u>	<u>\$ 43,956</u>
<b>Adjusted non-interest expense ex. amortization of intangible assets:</b>					
Adjusted non-interest expense	\$ 48,291	\$ 49,590	\$ 46,041	\$ 43,585	\$ 43,956
Less: Amortization of intangible assets	1,455	1,596	1,611	1,868	1,596
Adjusted non-interest expense ex. amortization of intangible assets	<u>\$ 46,836</u>	<u>\$ 47,994</u>	<u>\$ 44,430</u>	<u>\$ 41,717</u>	<u>\$ 42,360</u>
<b>Pre-tax pre-provision net income:</b>					
Pre-tax income	\$ 32,238	\$ 31,733	\$ 27,429	\$ 28,162	\$ 27,359
Add: Provision for loan and lease losses	9,825	5,826	7,208	4,286	6,559
Pre-tax pre-provision net income	<u>\$ 42,063</u>	<u>\$ 37,559</u>	<u>\$ 34,637</u>	<u>\$ 32,448</u>	<u>\$ 33,918</u>
<b>Adjusted pre-tax pre-provision net income:</b>					
Pre-tax pre-provision net income	\$ 42,063	\$ 37,559	\$ 34,637	\$ 32,448	\$ 33,918
Add: Impairment charges on assets held for sale and ROU asset		372	—	—	—
Add: Merger-related expenses	489	538	—	—	—
Adjusted pre-tax pre-provision net income	<u>\$ 42,572</u>	<u>\$ 38,469</u>	<u>\$ 34,637</u>	<u>\$ 32,448</u>	<u>\$ 33,918</u>
<b>Tax Equivalent Net Interest Income</b>					
Net interest income	\$ 75,718	\$ 76,604	\$ 68,635	\$ 61,760	\$ 58,331
Add: Tax-equivalent adjustment	208	214	228	237	236
Net interest income, fully taxable equivalent	<u>\$ 75,926</u>	<u>\$ 76,818</u>	<u>\$ 68,863</u>	<u>\$ 61,997</u>	<u>\$ 58,567</u>
<b>Total revenues:</b>					
Net interest income	\$ 75,718	\$ 76,604	\$ 68,635	\$ 61,760	\$ 58,331
Add: Non-interest income	15,145	11,455	12,043	14,273	19,543
Total revenues	<u>\$ 90,863</u>	<u>\$ 88,059</u>	<u>\$ 80,678</u>	<u>\$ 76,033</u>	<u>\$ 77,874</u>

# Non-GAAP Reconciliation *(continued)*



	As of or For the Three Months Ended				
	March 31, 2023	December 31, 2022	Recast September 30, 2022	Recast June 30, 2022	Recast March 31, 2022
<b>(dollars in thousands)</b>					
<b>Tangible common stockholders' equity:</b>					
Total stockholders' equity	\$ 795,650	\$ 765,816	\$ 735,805	\$ 755,648	\$ 777,661
Less: Preferred stock	—	—	—	—	—
Less: Goodwill and other intangibles	157,432	158,887	160,484	162,094	163,962
<b>Tangible common stockholders' equity</b>	<b>\$ 638,218</b>	<b>\$ 606,929</b>	<b>\$ 575,321</b>	<b>\$ 593,554</b>	<b>\$ 613,699</b>
<b>Tangible assets:</b>					
Total assets	\$ 7,530,346	\$ 7,362,941	\$ 7,267,277	\$ 7,124,030	\$ 6,825,458
Less: Goodwill and other intangibles	157,432	158,887	160,484	162,094	163,962
<b>Tangible assets</b>	<b>\$ 7,372,914</b>	<b>\$ 7,204,054</b>	<b>\$ 7,106,793</b>	<b>\$ 6,961,936</b>	<b>\$ 6,661,496</b>
<b>Tangible assets, excluding accumulated other comprehensive loss:</b>					
Tangible assets	\$ 7,372,914	\$ 7,204,054	\$ 7,106,793	\$ 6,961,936	\$ 6,661,496
Less: Accumulated other comprehensive loss	(108,142)	(117,550)	(124,898)	(91,262)	(56,388)
<b>Tangible assets, excluding accumulated other comprehensive loss:</b>	<b>\$ 7,481,056</b>	<b>\$ 7,321,604</b>	<b>\$ 7,231,691</b>	<b>\$ 7,053,198</b>	<b>\$ 6,717,884</b>
<b>Tangible common stockholders' equity, excluding accumulated other comprehensive loss</b>					
Tangible common stockholders' equity	\$ 638,218	\$ 606,929	\$ 575,321	\$ 593,554	\$ 613,699
Less: Accumulated other comprehensive loss	(108,142)	(117,550)	(124,898)	(91,262)	(56,388)
<b>Tangible common stockholders' equity, excluding accumulated other comprehensive loss</b>	<b>\$ 746,360</b>	<b>\$ 724,479</b>	<b>\$ 700,219</b>	<b>\$ 684,816</b>	<b>\$ 670,087</b>
<b>Average tangible common stockholders' equity:</b>					
Average total stockholders' equity	\$ 784,289	\$ 748,292	\$ 765,821	\$ 769,658	\$ 822,053
Less: Average preferred stock	—	—	—	—	9,974
Less: Average goodwill and other intangibles	158,181	159,680	161,292	163,068	164,837
<b>Average tangible common stockholders' equity</b>	<b>\$ 626,108</b>	<b>\$ 588,612</b>	<b>\$ 604,529</b>	<b>\$ 606,590</b>	<b>\$ 647,242</b>
<b>Average tangible assets:</b>					
Average total assets	\$ 7,345,151	\$ 7,266,053	\$ 7,137,472	\$ 6,966,564	\$ 6,697,476
Less: Average goodwill and other intangibles	158,181	159,680	161,292	163,068	164,837
<b>Average tangible assets</b>	<b>\$ 7,186,970</b>	<b>\$ 7,106,373</b>	<b>\$ 6,976,180</b>	<b>\$ 6,803,496</b>	<b>\$ 6,532,639</b>
<b>Tangible net income available to common stockholders:</b>					
Net income available to common stockholders	\$ 23,945	\$ 24,367	\$ 20,409	\$ 21,780	\$ 21,202
Add: After-tax intangible asset amortization	1,066	1,170	1,181	1,369	1,170
<b>Tangible net income available to common stockholders</b>	<b>\$ 25,011</b>	<b>\$ 25,537</b>	<b>\$ 21,590</b>	<b>\$ 23,149</b>	<b>\$ 22,372</b>
<b>Adjusted tangible net income available to common stockholders:</b>					
Tangible net income available to common stockholders	\$ 25,011	\$ 25,537	\$ 21,590	\$ 23,149	\$ 22,372
Impairment charges on assets held for sale and ROU asset	20	372	—	—	—
Merger-related expenses	489	538	—	—	—
Tax benefit on significant items	(56)	(118)	—	—	—
<b>Adjusted tangible net income available to common stockholders</b>	<b>\$ 25,464</b>	<b>\$ 26,329</b>	<b>\$ 21,590</b>	<b>\$ 23,149</b>	<b>\$ 22,372</b>

# Non-GAAP Reconciliation *(continued)*



	As of or For the Three Months Ended				
	March 31, 2023	December 31, 2022	Recast September 30, 2022	Recast June 30, 2022	Recast March 31, 2022
<b>(dollars in thousands, except share and per share data, ratios annualized, where applicable)</b>					
<b>Pre-tax pre-provision return on average assets:</b>					
Pre-tax pre-provision net income	\$ 42,063	\$ 37,559	\$ 34,637	\$ 32,448	\$ 33,918
Average total assets	7,345,151	7,266,053	7,137,472	6,966,564	6,697,476
Pre-tax pre-provision return on average assets	2.32%	2.05%	1.93%	1.87%	2.05%
<b>Adjusted pre-tax pre-provision return on average assets:</b>					
Adjusted pre-tax pre-provision net income	\$ 42,572	\$ 38,469	\$ 34,637	\$ 32,448	\$ 33,918
Average total assets	7,345,151	7,266,053	7,137,472	6,966,564	6,697,476
Adjusted pre-tax pre-provision return on average assets	2.35%	2.10%	1.93%	1.87%	2.05%
<b>Net interest margin, fully taxable equivalent</b>					
Net interest income, fully taxable equivalent	\$ 75,926	\$ 76,818	\$ 68,863	\$ 61,997	\$ 58,567
Total average interest-earning assets	7,009,144	6,922,889	6,763,916	6,572,416	6,252,866
Net interest margin, fully taxable equivalent	4.39%	4.40%	4.04%	3.78%	3.80%
<b>Non-interest income to total revenues:</b>					
Non-interest income	\$ 15,145	\$ 11,455	\$ 12,043	\$ 14,273	\$ 19,543
Total revenues	90,863	88,059	80,678	76,033	77,874
Non-interest income to total revenues	16.67%	13.01%	14.93%	18.77%	25.09%
<b>Adjusted non-interest expense to average assets:</b>					
Adjusted non-interest expense	\$ 48,291	\$ 49,590	\$ 46,041	\$ 43,585	\$ 43,956
Average total assets	7,345,151	7,266,053	7,137,472	6,966,564	6,697,476
Adjusted non-interest expense to average assets	2.67%	2.71%	2.56%	2.51%	2.66%
<b>Adjusted efficiency ratio:</b>					
Adjusted non-interest expense excluding amortization of intangible assets	\$ 46,836	\$ 47,994	\$ 44,430	\$ 41,717	\$ 42,360
Total revenues	90,863	88,059	80,678	76,033	77,874
Adjusted efficiency ratio	51.54%	54.50%	55.07%	54.87%	54.40%
<b>Adjusted return on average assets:</b>					
Adjusted net income	\$ 24,398	\$ 25,159	\$ 20,409	\$ 21,780	\$ 21,398
Average total assets	7,345,151	7,266,053	7,137,472	6,966,564	6,697,476
Adjusted return on average assets	1.35%	1.37%	1.13%	1.25%	1.30%
<b>Adjusted return on average stockholders' equity:</b>					
Adjusted net income	\$ 24,398	\$ 25,159	\$ 20,409	\$ 21,780	\$ 21,398
Average stockholders' equity	784,289	748,292	765,821	769,658	822,053
Adjusted return on average stockholders' equity	12.62%	13.34%	10.57%	11.35%	10.56%

# Non-GAAP Reconciliation *(continued)*



	As of or For the Three Months Ended				
	March 31, 2023	December 31, 2022	Recast September 30, 2022	Recast June 30, 2022	Recast March 31, 2022
<b>Tangible common equity to tangible assets:</b>					
Tangible common equity	\$ 638,218	\$ 606,929	\$ 575,321	\$ 593,554	\$ 613,699
Tangible assets	7,372,914	7,204,054	7,106,793	6,961,936	6,661,496
Tangible common equity to tangible assets	8.66%	8.42%	8.10%	8.53%	9.21%
<b>Tangible common stockholders' equity, excluding accumulated other comprehensive loss to tangible assets, excluding accumulated other comprehensive loss</b>					
Tangible common stockholders' equity, excluding accumulated other comprehensive loss	\$ 746,360	\$ 724,479	\$ 700,219	\$ 684,816	\$ 670,087
Tangible assets, excluding accumulated other comprehensive loss:	7,481,056	7,321,604	7,231,691	7,053,198	6,717,884
Tangible common stockholders' equity, excluding accumulated other comprehensive loss to tangible assets, excluding accumulated other comprehensive loss	9.98%	9.90%	9.68%	9.71%	9.97%
<b>Return on average tangible common stockholders' equity:</b>					
Tangible net income available to common stockholders	\$ 25,011	\$ 25,537	\$ 21,590	\$ 23,149	\$ 22,372
Average tangible common stockholders' equity	626,108	588,612	604,529	606,590	647,242
Return on average tangible common stockholders' equity	16.20%	17.21%	14.17%	15.31%	14.02%
<b>Adjusted return on average tangible common stockholders' equity:</b>					
Adjusted tangible net income available to common stockholders	\$ 25,464	\$ 26,329	\$ 21,590	\$ 23,149	\$ 22,372
Average tangible common stockholders' equity	626,108	588,612	604,529	606,590	647,242
Adjusted return on average tangible common stockholders' equity	16.49%	17.75%	14.17%	15.31%	14.02%
<b>Tangible book value per share:</b>					
Tangible common equity	\$ 638,218	\$ 606,929	\$ 575,321	\$ 593,554	\$ 613,699
Common shares outstanding	37,713,427	37,492,775	37,465,902	37,669,102	37,811,582
Tangible book value per share	\$ 16.92	\$ 16.19	\$ 15.36	\$ 15.76	\$ 16.23
<b>Accumulated other comprehensive loss to tangible common equity:</b>					
Accumulated other comprehensive loss	\$ 108,142	\$ 117,550	\$ 124,898	\$ 91,262	\$ 56,388
Tangible common equity	638,218	606,929	575,321	593,554	613,699
Accumulated other comprehensive loss to tangible common equity	16.9%	19.4%	21.7%	15.4%	9.2%



**BY**

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