Third Quarter 2023
Earnings Presentation

Presented October 24, 2023

## Third Quarter 2023 Financial Highlights

## Earnings Highlights

Balance Sheet

Credit

- Net income available to common shareholders of $\$ 90.2$ million, or $\$ 0.49$ per diluted common share, and adjusted net income available to common shareholders ${ }^{(1)}$ of $\$ 103.9$ million, or $\$ 0.56$ adjusted earnings per common share. ${ }^{(1)}$
- Return on average tangible common equity ${ }^{(1)}$ was $13.0 \%$ and the adjusted return on average tangible common equity ${ }^{(1)}$ was $14.9 \%$ for the third quarter.
- Adjusted pre-tax pre-provision net revenue ${ }^{(1)}$ of $\$ 153.6$ million in $3 Q 23$, or $1.25 \%$ of average assets.
- Total loans of \$32.5 billion were relatively unchanged compared to the linked quarter; YTD growth of $9.6 \%$ annualized.
- Total deposits declined $\$ 356.8$ million to $\$ 38.3$ billion in 3Q23, driven by brokered deposits down (\$612.3) million QoQ.
- Loan to deposit ratio was $84.8 \%$ and securities to total assets was $19.9 \%$, reflecting strong balance sheet liquidity.
- Securities decreased $\$ 611.3$ million to $\$ 9.6$ billion in 3Q23, as routine portfolio cash flows continue to be used to fund loan growth and reduce wholesale funding.
- Net charge-offs for the third quarter of 2023 were $\$ 34.2$ million, or $0.42 \%$ of average net loans and leases on an annualized basis, driven primarily by two C\&I credits that were previously identified as impaired in prior quarters.
- Allowance for credit losses was $1.37 \%$ of net loans and leases at September 30, 2023.
- Total non-performing assets as a percent of total assets were stable at $0.33 \%$ at September 30, 2023, compared to $0.27 \%$ at September 30, 2022, and 0.34\% at June 30, 2023.
- Total revenue of $\$ 448.0$ million in $3 Q 23$, down $\$ 17.8$ million compared to the prior quarter as net interest revenue was negatively impacted by higher funding costs and fee income pressured by lower mortgage banking revenue.
- Adjusted noninterest expense ${ }^{(1)}$ was $\$ 301.0$ million compared to $\$ 297.0$ million in the prior quarter, and excludes $\$ 10.6$ million in restructuring charges incurred during the third quarter. The adjusted efficiency ratio ${ }^{(1)}$ was $66.1 \%$ in 3 Q23.
- Total shareholders' equity was $\$ 4.4$ billion, and $\$ 5.7$ billion excluding $\mathrm{AOCI}^{(1)}$.

Capital

- Tier 1 capital ratio of $10.8 \%$ and total risk-based capital ratio of $12.9 \%$ estimated as of September 30, 2023.
- No buyback of common stock YTD through 3Q23. 2023 repurchase authorization is 10 million shares of common stock.


## Summary Financial Results

CADENCE
\$ in millions, unless otherwise indicated

|  | Three Months/Period Ended |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 9/30/23 | 6/30/23 |  | 9/30/22 |  | QoQ | YoY |
| Net interest revenue | \$ | 329.0 | \$ | 333.6 | \$ | 355.4 | (1.4) \% | (7.4) \% |
| Provision for credit losses |  | 17.0 |  | 15.0 |  | - | 13.3 | NM |
| Noninterest revenue |  | 119.0 |  | 132.3 |  | 124.5 | (10.0) | (4.4) |
| Noninterest expense |  | 312.3 |  | 303.9 |  | 319.7 | 2.8 | (2.3) |
| Income before income taxes |  | 118.7 |  | 147.0 |  | 160.1 | (19.2) | (25.8) |
| Income tax expense |  | 26.2 |  | 32.9 |  | 36.7 | (20.5) | (28.7) |
| Net income | \$ | 92.6 | \$ | 114.0 | \$ | 123.4 | (18.8) \% | (25.0) \% |
| Less: Preferred dividends |  | 2.4 |  | 2.4 |  | 2.4 |  |  |
| Net income available to common shareholders | \$ | 90.2 | \$ | 111.7 | \$ | 121.0 | (19.2) \% | (25.5) \% |
| Plus: Non-routine items, net of tax |  | 13.6 |  | 5.2 |  | 22.6 | 161.6 | (39.7) |
| Adjusted net income available to common shareholders ${ }^{(1)}$ | \$ | 103.9 | \$ | 116.9 | \$ | 143.7 | (11.1) \% | (27.7) \% |
| Diluted earnings per share | \$ | 0.49 | \$ | 0.61 | \$ | 0.66 | (19.7) \% | (26.0) \% |
| Adjusted earnings per share ${ }^{(1)}$ | \$ | 0.56 | \$ | 0.64 | \$ | 0.78 | (11.6) | (27.9) |
| Return on average assets |  | 0.75\% |  | 0.93\% |  | 1.03\% | (19.0) \% | (26.7) \% |
| Return on average common shareholders' equity |  | 8.25\% |  | 10.24\% |  | 11.06\% | (19.5) | (25.4) |
| Adjusted return on average assets ${ }^{(1)}$ |  | 0.87\% |  | 0.97\% |  | 1.22\% | (11.1) \% | (29.0) \% |
| Adjusted return on average tangible common equity ${ }^{(1)}$ |  | 14.92\% |  | 16.80\% |  | 20.66\% | (11.2) | (27.8) |
| Adjusted pre-tax pre-provision net revenue (PPNR) ${ }^{(1)}$ | \$ | 153.6 | \$ | 168.8 | \$ | 189.8 | (9.0) \% | (19.1) \% |
| Adjusted PPNR to total average assets ${ }^{(1)}$ |  | 1.25\% |  | 1.38\% |  | 1.58\% | (9.2) | (20.7) |
| Tangible book value per share, including AOCI ${ }^{(1)}$ | \$ | 14.54 | \$ | 15.01 | \$ | 13.25 | (3.1) \% | 9.7 \% |
| Tangible book value per share, excluding AOCI ${ }^{(1)}$ | \$ | 21.71 | \$ | 21.37 | \$ | 20.36 | 1.6 \% | 6.6 \% |

${ }^{(1)}$ Considered a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix

## Durable and Diverse Deposit Franchise



| State | Total Deposits <br> (\$B) | \% of <br> Total | Deposit <br> Mkt. Share <br> Rank $^{(3)}$ |
| :--- | :---: | :---: | :---: |
| Texas | 12.2 | $32 \%$ | 11 |
| Mississippi | 9.4 | $25 \%$ | 2 |
| Alabama | 4.6 | $12 \%$ | 7 |
| Georgia | 3.7 | $10 \%$ | 13 |
| Tennessee | 2.2 | $6 \%$ | 13 |
| Arkansas | 2.1 | $5 \%$ | 8 |
| Florida | 1.9 | $5 \%$ | 41 |
| Louisiana | 1.8 | $5 \%$ | 12 |
| Missouri | 0.4 | $1 \%$ | 78 |
| Total | $\mathbf{\$ 3 8 . 3}$ | $\mathbf{1 0 0 \%}$ | - |

>350 Full-Service Branches across 9 States
< \$22k Average Consumer Account Balance
< \$100k ${ }^{(1)} \quad$ Average Commercial Account Balance
~ 98\% ${ }^{(2)} \quad$ Number of Deposit Accounts $<\$ 250 \mathrm{k}$
~ 75\%
Dollar Amount FDIC Insured or Collateralized

[^0]- Established Texas and Southern markets provide stable, highquality funding to complement middle market commercial growth.
- Total Deposit Mix (by dollar amount): $78 \%$ housed in Community Banking and $22 \%$ in Corporate Banking \& Other.
- Over 994,000 unique customer deposit accounts: $\sim 85 \%$ consumer and $\sim 15 \%$ commercial and other.
- Relationship banking with 147 years of history serving individuals, small to mid-size, and large commercial businesses.


## Strong Deposit Base

\$ in millions, unless otherwise indicated

|  | As of 9/30/23 |  | As of 6/30/23 |  | As of 9/30/22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance | $\begin{gathered} \% \text { of } \\ \text { Total } \end{gathered}$ | Balance | \% of Total | Balance | \% of Total |
| Noninterest Bearing Demand | \$9,657 | 25.2\% | \$10,224 | 26.4\% | \$13,840 | 35.5\% |
| Interest Bearing Demand | 18,335 | 47.8\% | 18,089 | 46.7\% | 18,034 | 46.2\% |
| Savings | 2,837 | 7.4\% | 2,984 | 7.7\% | 3,676 | 9.4\% |
| Other Time | 7,516 | 19.6\% | 7,406 | 19.1\% | 3,454 | 8.9\% |
| Total Deposits (period end) | \$38,345 | 100.0\% | \$38,702 | 100.0\% | \$39,004 | 100.0\% |
| Total Cost of Deposits | 2.14\% |  | 1.87\% |  | 0.35\% |  |

## HIGHLIGHTS

- Total deposits declined $\$ 356.8$ million to $\$ 38.3$ billion as of September 30, 2023. Total brokered deposits declined $\$ 612.3$ million to $\$ 1.2$ billion at September 30, 2023, or $3.2 \%$ of total deposits.
- Excluding the 3Q23 proactive decline in brokered deposits, total deposits otherwise increased $\$ 256.2$ million, or $2.6 \%$ annualized, during the third quarter, reflecting nice growth in both the Corporate and Community core deposit base, partially offset by seasonal declines in public fund deposits of approximately $\$ 250$ million.
- Noninterest bearing deposits were $25.2 \%$ of total deposits at September 30, 2023.
- The loan to deposit ratio was $84.8 \%$, reflecting solid liquidity.
- As of 9/30/23, deposits are diverse with top commercial deposit sectors including finance and insurance at $6.1 \%$ of total deposits; real estate, rental and leasing at $5.9 \%$; and construction at 3.7\%.
- Long-standing customer relationships:
- 41\% of total deposits with 15+ year relationships
- $12 \%$ are at 10-15 years
- $20 \%$ are at 5-10 years.


## Diversified Loan Portfolio

## HIGHLIGHTS

- Loans and leases, net of unearned income, were $\$ 32.5$ billion at September 30, 2023, essentially flat compared to $\$ 32.6$ billion at the end of the second quarter of 2023. C\&l loans decreased $\$ 434$ million compared to the prior quarter, led by the payoff of the $\$ 350$ million short-term accommodation to a fully secured municipal client at the end of 2Q23. During 3Q23, CRE loans increased \$200 million and residential mortgages grew \$197 million.
- Total active line utilization increased slightly during the third quarter, rising to $46 \%$ at September 30,2023 , compared to $45 \%$ at June 30, 2023.
- The loan portfolio mix remains well-balanced with commercial and industrial the largest segment at $42 \%$ of total loans, commercial real estate at $29 \%$ and consumer at $29 \%$ as of September 30, 2023.

Period Ending Loans

|  | As of 9/30/23 |  | As of 6/30/23 |  | As of 9/30/22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance | \% of Total | Balance | \% of Total | Balance | \% of Total |
| Commercial and Industrial ("C\&I") |  |  |  |  |  |  |
| Non Real Estate | \$9,199 | 28.3\% | \$9,636 | 29.6\% | \$8,803 | 30.0\% |
| Owner Occupied | 4,362 | 13.4\% | 4,358 | 13.4\% | 3,943 | 13.5\% |
| Total C\&I | 13,561 | 41.7\% | 13,994 | 43.0\% | 12,747 | 43.5\% |
| Commercial Real Estate ("CRE") |  |  |  |  |  |  |
| Construction, Acquisition and Development | 3,819 | 11.7\% | 3,744 | 11.5\% | 3,244 | 11.1\% |
| Income Producing | 5,721 | 17.6\% | 5,596 | 17.2\% | 5,098 | 17.4\% |
| Total CRE | 9,540 | 29.3\% | 9,340 | 28.7\% | 8,343 | 28.5\% |
| Consumer |  |  |  |  |  |  |
| Residential Mortgages | 9,186 | 28.2\% | 8,990 | 27.6\% | 7,924 | 27.0\% |
| Other consumer | 234 | 0.7\% | 232 | 0.7\% | 282 | 1.0\% |
| Total Consumer | 9,420 | 29.0\% | 9,222 | 28.3\% | 8,207 | 28.0\% |
| Total Loans and Leases | \$32,521 | 100.0\% | \$32,557 | 100.0\% | \$29,296 | 100.0\% |

## Commercial \& Industrial (C\&I)

| C\&I Industry Breakout | 3Q23 | $\%$ of Total <br> C\&I | $\begin{aligned} & \% \text { of } \\ & \text { Total } \\ & \text { Loans } \end{aligned}$ | $\Delta$ vs. 2 Q23 |  | $\Delta$ vs. 3Q22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ | \% | \$ | \% |
| Energy Sector | \$ 1,615 | 12\% | 5\% | \$ 4 | 0\% | \$133 | 9\% |
| RE, Rental \& Leasing | 1,541 | 11\% | 5\% | 64 | 4\% | 232 | 18\% |
| Restaurant | 1,055 | 8\% | 3\% | (44) | -4\% | (68) | -6\% |
| Retail | 1,039 | 8\% | 3\% | (21) | -2\% | 191 | 23\% |
| Other Services | 853 | 6\% | 3\% | 6 | 1\% | 90 | 12\% |
| Healthcare | 846 | 6\% | 3\% | (48) | -5\% | (11) | -1\% |
| Manufacturing | 832 | 6\% | 3\% | (20) | $-2 \%$ | 0 | 0\% |
| Finance and Insurance | 807 | 6\% | 2\% | (51) | -6\% | (125) | -13\% |
| Public Admin/Education | 601 | 4\% | 2\% | (2) | $0 \%$ | 40 | 7\% |
| Construction | 595 | 4\% | 2\% | (42) | -7\% | (50) | -8\% |
| General C\&I and Other | 3,777 | 28\% | 12\% | (282) | -7\% | 382 | 11\% |
| TOTAL | \$13,561 | 100\% | 42\% | \$(434) | -3\% | \$814 | 6\% |



## HIGHLIGHTS

- C\&l is the largest segment of the loan portfolio at $42 \%$ of total loans as of September 30, 2023, and decreased 3\% in 3Q23 compared to the previous quarter.
- The $\$ 13.6$ billion C\&I portfolio includes $68 \%$ C\&I NonReal Estate and $32 \%$ C\&I Owner-Occupied.
- Granular average loan balance of $\$ 435$ thousand for C\&I Non-Real Estate and \$510 thousand for C\&I OwnerOccupied.
- Texas represents our largest exposure by state, with $42 \%$ of C\&I Non-Real Estate and $38 \%$ of C\&I Owner-Occupied as of September 30, 2023.
- In the third quarter of 2023, total C\&I charge-offs were $\$ 35.0$ million, which was partially offset by $\$ 2.2$ million in recoveries.
- C\&I Non-Real Estate NPLs to total C\&I Non-Real Estate loans of $0.74 \%$ at $9 / 30 / 23$, vs. $0.27 \%$ at $9 / 30 / 22$ and $0.75 \%$ at $6 / 30 / 23$.
- C\&I Owner-Occupied NPLs to total C\&I Owner-Occupied loans were $0.15 \%$ at $9 / 30 / 23$, compared to $0.21 \%$ at $9 / 30 / 22$ and $0.17 \%$ at $6 / 30 / 23$.
- Shared national credits represented $13 \%$ of total loans as of September 30, 2023, supporting our large-sized commercial customers and specialized industries.

[^1]Note: Figures may not total due to rounding.

## Commercial Real Estate (CRE)

\$ in millions, unless otherwise indicated

| CRE Industry Breakout | 3Q23 |  | \% of <br> Total <br> CRE | $\begin{gathered} \% \text { of } \\ \text { Total } \\ \text { Loans } \\ \hline \end{gathered}$ | $\Delta$ vs. 2Q23 |  | $\Delta$ vs. 3Q22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$ |  | \% | \$ | \% |
| Multifamily | \$ | 1,967 |  | 21\% | 6\% | \$ 174 | 10\% | \$ 645 | 49\% |
| Retail |  | 1,452 | 15\% | 4\% | 21 | 1\% | 148 | 11\% |
| Industrial |  | 1,109 | 12\% | 3\% | 70 | 7\% | 386 | 53\% |
| 1-4 Family |  | 958 | 10\% | 3\% | (33) | -3\% | 8 | 1\% |
| A\&D |  | 907 | 10\% | 3\% | (25) | -3\% | (10) | $-1 \%$ |
| Office |  | 748 | 8\% | 2\% | 8 | 1\% | (10) | $-1 \%$ |
| Hotel |  | 742 | 8\% | 2\% | (18) | -2\% | (27) | -3\% |
| Healthcare ${ }^{(1)}$ |  | 674 | 7\% | 2\% | 52 | 8\% | 107 | 19\% |
| Other |  | 983 | 10\% | 3\% | (49) | -5\% | (49) | -5\% |
| TOTAL | \$ | 9,540 | 100\% | 29\% | \$ 200 | 2\% | \$1,197 | 14\% |

## HIGHLIGHTS

- CRE was 29\% of total loans as of September 30, 2023, and increased $2 \%$ in 3Q23 compared to the previous quarter.
- The CRE portfolio is made up $60 \%$, or $\$ 5.7$ billion, in Income Producing CRE, and $40 \%$, or $\$ 3.8$ billion, of Construction, Acquisition and Development (CAD).
- The CRE portfolio is granular, with average loan balance of $\$ 604$ thousand for CAD and $\$ 1.4$ million for Income Producing CRE at September 30, 2023.
- Texas is our largest exposure by state with $49 \%$ of CAD and $36 \%$ of Income Producing CRE as of September 30, 2023.
- Weighted average LTV of total CRE was $58 \%$ at September 30, 2023.
- In the third quarter of 2023, total CRE charge-offs were $\$ 0.9$ million, offset by $\$ 0.2$ million in recoveries.
- CRE NPLs to total CRE loans of $0.18 \%$ at $9 / 30 / 23$ compared to $0.12 \%$ at $9 / 30 / 22$ and $0.25 \%$ at $6 / 30 / 23$.
- The Office CRE loan segment was approximately $2.3 \%$ of total loans as of September 30, 2023, with a weighted average LTV of approximately $53 \%$ and average loan size $\$ 1.2$ million.


## Credit Quality

\$ in millions, unless otherwise indicated

|  | Quarter Ending |  |  |  |  | Credit Metrics ${ }^{(3)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/22 | 12/31/22 | 3/31/23 | 6/30/23 | 9/30/23 | - Provisions |  | $\square \mathrm{ACL}$ | $\bigcirc$ ACL / Loans (\%) |  |
| Non-accrual | \$90 | \$99 | \$161 | \$157 | \$150 | \$433 | \$440 | \$454 | \$466 | \$447 |
| 90+ days Past Due (Accruing) | \$12 | \$2 | \$5 | \$4 | \$9 | 1.48\% | 1.45\% | 1.45\% | 1.43\% | 1.37\% |
| Restructured (Accruing) ${ }^{(1)}$ | \$16 | \$9 | - | - | - |  |  |  |  |  |
| Non-performing Loans (NPLs) | \$118 | \$109 | \$166 | \$162 | \$159 | \$- | \$6 | \$10 | \$15 | \$17 |
| Non-performing Assets (NPAs) | \$126 | \$116 | \$171 | \$165 | \$162 |  |  |  |  |  |
| NPLs / Net Loans and Leases | 0.40\% | 0.36\% | 0.53\% | 0.50\% | 0.49\% |  |  |  |  |  |
| NPAs / Total Assets | 0.27\% | 0.24\% | 0.33\% | 0.34\% | 0.33\% |  |  |  |  |  |
| Classified Loans ${ }^{(2)}$ | \$480 | \$533 | \$712 | \$618 | \$682 |  |  |  |  |  |
| Classified Loans / Total Loans | 1.64\% | 1.76\% | 2.28\% | 1.90\% | 2.10\% | 3Q22 | 4 Q 22 | 1Q23 | 2 Q 23 | 3Q23 |
| Criticized Loans ${ }^{(2)}$ | \$575 | \$623 | \$895 | \$892 | \$882 |  |  |  |  |  |
| Criticized Loans / Total Loans | 1.96\% | 2.05\% | 2.86\% | 2.74\% | 2.71\% |  | Net (charge-offs) recoveries |  |  |  |
|  |  |  |  |  |  | (\$6.7) | \$5.0 | (\$1.9) | (\$12.7) | (\$34.2) |

## HIGHLIGHTS

- Total non-performing assets as a percent of total assets were stable $0.33 \%$ at September 30, 2023 compared to $0.27 \%$ at September 30, 2022 and 0.34\% at June 30, 2023.
- Net charge-offs for the third quarter of 2023 were $\$ 34.2$ million, or $0.42 \%$ of average net loans and leases on an annualized basis, compared with net charge-offs of $\$ 6.7$ million for the third quarter of 2022 and net charge-offs of $\$ 12.7$ million for the second quarter of 2023. The increase in net charge-offs during the third quarter of 2023 was driven primarily by two C\&l credits that were previously identified as impaired in prior quarters.
- The provision for credit losses for the third quarter of 2023 was $\$ 17.0$ million, which included a $\$ 15.0$ million provision charge for funded loans.

[^2]
## Nonaccrual Loans and Leases

Non-real estate
Owner occupied
Total commercial and industrial
Construction, acquisition and development Income producing
Total commercial real estate
Residential mortgages
Other consumer
Total consumer

Total nonaccrual loans
Total nonaccrual loans / Total Loans


## HIGHLIGHTS

- Total nonaccrual loans and leases were $\$ 150.0$ million or $0.46 \%$ of total loans at September 30, 2023, down from $\$ 157.2$ million or $0.48 \%$ of total loans at June 30, 2023.
- Nonaccruals decreased $\$ 7.2$ million during the third quarter, including a $\$ 7.0$ million reduction in commercial real estate nonaccruals.
- Approximately $\$ 52.5$ million or $35 \%$ of total nonaccrual loans are government guaranteed loans (SBA and FHA) that we repurchased while working through the collection process. These have a longer resolution cycle, but a significant portion of these dollars hold at least a $75 \%$ government guarantee from a loss perspective.


## Net Interest Revenue / Net Interest Margin

NIM, Yields \& Costs


Interest Revenue \& Interest Expense


## HIGHLIGHTS

- Net interest margin was $2.98 \%$ for the third quarter of 2023, compared with $3.28 \%$ for the third quarter of 2022 and $3.03 \%$ for the second quarter of 2023.
- Net interest revenue declined $\$ 4.5$ million, or $1.4 \%$, compared to the linked quarter. Funding costs, while reflecting stabilization, slightly outpaced improving yields on earning assets. Loan yield improvement was tempered by the slower loan originations.
- Accretion revenue was $\$ 6.6$ million and $\$ 5.2$ million for the third quarter of 2023 and the second quarter of 2023, respectively, adding approximately 7 basis points to the net interest margin for the third quarter of 2023 and 4 basis points 2Q23.
- Yield on net loans, loans held for sale, and leases excluding accretion, was $6.31 \%$ for the third quarter of 2023, up 13 basis points from $6.18 \%$ for the second quarter of 2023.
- Yield on total interest earning assets was $5.38 \%$ for the third quarter of 2023, up 17 basis points from $5.21 \%$ for the second quarter of 2023, benefited from the impact of the July Fed action on floating rate loans as well as other fixed and variable rate credits continuing to reprice at higher yields. Interest-bearing liabilities costs increased to 3.17\% from 2.92\% during the third quarter of 2023.


## Interest Rate Sensitivity

Quarterly Loan \& Deposit Betas


Loan \& Deposit Betas (vs. Fed Effective)

|  | $\underline{\mathbf{3 Q 2 2}}$ | $\underline{\mathbf{4 Q 2 2}}$ | $\underline{\mathbf{1 Q 2 3}}$ | $\underline{\mathbf{2 Q 2 3}}$ | $\underline{\mathbf{3 Q 2 3}}$ | $\underline{\text { Cycle-to- }}$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Fed Effective (average) | $\mathbf{2 . 1 9 \%}$ | $\mathbf{3 . 6 5 \%}$ | $\mathbf{4 . 5 2 \%}$ | $\mathbf{4 . 9 9 \%}$ | $\mathbf{5 . 2 6 \%}$ | $\underline{\text { date }^{(2)}}$ |
| Deposit Costs |  |  |  |  |  |  |
| Interest Bearing Deposits | $0.53 \%$ | $1.17 \%$ | $1.86 \%$ | $2.58 \%$ | $2.88 \%$ |  |
| Total Deposits | $0.35 \%$ | $0.76 \%$ | $1.28 \%$ | $1.87 \%$ | $2.14 \%$ |  |
| Total Deposits (ex. brokered) | $0.35 \%$ | $0.76 \%$ | $1.24 \%$ | $1.69 \%$ | $1.99 \%$ |  |
| Deposit Beta |  |  |  |  |  |  |
| Total Interest Bearing Deposits | $\mathbf{1 9 \%}$ | $\mathbf{4 4 \%}$ | $\mathbf{8 0 \%}$ | $\mathbf{1 5 3 \%}$ | $\mathbf{1 1 1 \%}$ | $\mathbf{5 1 \%}$ |
| Total Deposits | $\mathbf{1 3 \%}$ | $\mathbf{2 8 \%}$ | $\mathbf{5 9 \%}$ | $\mathbf{1 2 6 \%}$ | $\mathbf{9 8 \%}$ | $\mathbf{3 8 \%}$ |
| Total Deposits (ex. Brokered) | $\mathbf{1 3 \%}$ | $\mathbf{2 8 \%}$ | $\mathbf{5 6 \%}$ | $\mathbf{9 6 \%}$ | $\mathbf{1 0 9 \%}$ | $\mathbf{3 5 \%}$ |
| Loan Yields |  |  |  |  |  |  |
| Loans (excluding accretion) | $\mathbf{4 . 7 0 \%}$ | $5.41 \%$ | $5.87 \%$ | $6.18 \%$ | $6.31 \%$ |  |
| Loan Beta |  |  |  |  |  |  |
| Loans (excluding accretion) | $\mathbf{4 1 \%}$ | $\mathbf{4 9 \%}$ | $\mathbf{5 3 \%}$ | $\mathbf{6 5 \%}$ | $\mathbf{4 7 \%}$ | $\mathbf{4 4 \%}$ |

## HIGHLIGHTS

- Approximately 29\% of loan rate structures are floating (repricing within 30 days), $44 \%$ of loans with variable repricing dates and $28 \%$ fixed as of September 30, 2023.
- Inclusive of fixed rate loans, approximately $48 \%$ of total loans, or $\$ 15.6$ billion, are scheduled to reprice in the next twelve months, of which $\$ 13.8$ billion, or approximately $42 \%$ of the portfolio, are repricing within the next three months. See the following slide for additional repricing characteristics.
- Net interest income in a +100 bp rate shock scenario modeled over a 12 -month period increases $2.4 \%$, up $1.2 \%$ in +50 bp , and declines $2.2 \%$ in $-100 \mathrm{bp} .{ }^{(1)}$
- The cycle-to-date ${ }^{(2)}$ beta on total loans excluding accretion, compared to the average Fed Funds effective rate, was 44\%.
- The cycle-to-date ${ }^{(2)}$ total deposit beta was $38 \%$ and excluding brokered deposits was $35 \%$. The third quarter betas slowed compared to the first half of the year, reflecting more stabilization in deposit mix and pricing during the quarter.

[^3]
## Loans \& Securities - Repricing and Maturity

\$in millions, unless otherwise indicated
Total Loans and Leases (net of unearned income) ${ }^{(1)}$


Available-for-Sale Securities ${ }^{(2)}$

| (At September 30, 2023) | Maturity \& Projected Cash Flow Distribution |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Year or less |  | 1 to 3 Years |  | 3 to 5 <br> Years |  | 5 to 10 Years |  | Over 10 Years |  | Total |  |
| Amortized Cost | \$ | 1,154 | \$ | 2,373 | \$ | 3,015 | \$ | 2,953 | \$ | 1,625 | \$ | 11,120 |
| \% of Total |  | 10\% |  | 21\% |  | 27\% |  | 27\% |  | 15\% |  | 100\% |

## Noninterest Revenue



## HIGHLIGHTS

- Adjusted noninterest revenue, ${ }^{(1)}$ adjusted for non-routine items including $\$ 6.7$ million of facility and signage write-downs associated with the 35 branch closures in the quarter, was $\$ 125.6$ million for the third quarter of 2023 , compared with $\$ 124.6$ million for the third quarter of 2022 and $\$ 132.2$ million for the second quarter of 2023 . The linked quarter decline was driven by lower mortgage banking revenue, a negative mortgage servicing rights adjustment, as well as lower other noninterest income. Insurance commission revenue continued to remain strong at $\$ 45.0$ million for the third quarter of 2023, compared with $\$ 45.6$ million for the second quarter of 2023 , reflecting firm pricing market and strong customer growth and retention.
- Total assets under management were $\$ 20.9$ billion as of September 30, 2023.


## Noninterest Expense

\$ in millions, unless otherwise indicated

|  | Three Months Ended |  |  | \% Change |  | Operating Leverage |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/23 | 6/30/23 | 9/30/22 | QoQ | YoY |  |  |  |  |  |
| Salaries and employee benefits | \$ 194.8 | \$ 190.9 | \$ 191.2 | 2.1 \% | 1.9 \% | \$480 | \$474 |  | \$466 | \$448 |
| Occupancy and equipment | 28.3 | 29.6 | 30.6 | (4.2) | (7.4) |  |  | \$428 |  |  |
| Data processing and software | 29.9 | 28.1 | 28.1 | 6.6 | 6.6 |  |  |  |  |  |
| Deposit insurance assessments | 10.4 | 7.7 | 4.5 | 35.3 | 131.7 |  | \$341 |  |  |  |
| Amortization of intangibles | 5.0 | 6.6 | 5.4 | (25.0) | (8.2) | \$320 |  | $\begin{array}{r} \$ 319 \\ \$ 305 \end{array}$ | \$304 | $\$ 312$ |
| Advertising and public relations | 5.7 | 5.7 | 4.1 | 0.5 | 40.5 | \$290 | \$279 |  | \$297 |  |
| Professional and consulting | 5.2 | 5.5 | 2.7 | (6.5) | 89.5 |  |  |  |  |  |
| Travel and entertainment | 3.3 | 3.9 | 4.1 | (15.7) | (20.8) |  |  |  |  |  |
| Legal | 3.6 | 1.9 | 2.1 | 88.3 | 74.9 |  |  |  |  |  |
| Telecommunications | 1.7 | 1.5 | 1.9 | 10.5 | (9.6) |  |  |  |  |  |
| Other | 24.3 | 22.5 | 45.0 | 8.2 | (46.0) |  |  | 63.5\% | 63.6\% | 66.1\% |
| Total | \$ 312.3 | \$ 303.9 | \$ 319.7 | 2.8 \% | (2.3) \% | 60.3\% |  |  |  |  |
| Merger expense ${ }^{(2)}$ | - | 0.1 | 19.7 | NM | NM |  |  |  |  |  |
| Incremental merger related expense ${ }^{(2)}$ | - | 1.7 | 6.9 | NM | NM | 3Q22 | 4Q22 | 1Q23 | 2Q23 | 3Q23 |
| Restructuring and other | 10.6 | 5.1 | 0.0 | 109.7 | NM |  |  |  |  |  |
| Pension settlement expense | 0.6 | - | 2.9 | NM | (79.3) |  | Revenue |  | Nonintere | Expense |
| $\underline{\text { Total adjusted expense }{ }^{(1)}}$ | \$ 301.0 | \$ 297.0 | \$ 290.2 | 1.4 \% | 3.7 \% | Adju | sted Expense ${ }^{(1)}$ |  | -Adjusted | . Ratio ${ }^{(1)}$ |

## HIGHLIGHTS

- Noninterest expense for the third quarter of 2023 was $\$ 312.3$ million, compared with $\$ 319.7$ million for the third quarter of 2022 and $\$ 303.9$ million for the second quarter of 2023.
- Salaries and employee benefits increased $\$ 4.0$ million in the quarter, reflecting an increase of $\$ 2.6$ million in restructuring costs and the impact of our annual merit cycle effective July 1, partially offset by branch closures and reduced headcount during the third quarter of 2023.
- Employee headcount declined by 319 FTEs during the third quarter of 2023, and over the last 12 months has declined by 469 FTEs or 7\%.

[^4]
## Adjusted Noninterest Expense ${ }^{(1)}$



## HIGHLIGHTS

- Adjusted noninterest expense ${ }^{(1)}$ for the third quarter of 2023 was $\$ 301.0$ million, compared with $\$ 290.2$ million for the third quarter of 2022 and $\$ 297.0$ million for the second quarter of 2023.
- The $\$ 4.0$ million, or $1.4 \%$, increase in adjusted noninterest expense ${ }^{(1)}$ compared to the linked quarter was driven primarily by a $\$ 2.7$ million increase in deposit insurance assessment expense resulting from an increase in insured deposits balances, higher second quarter loan balances and certain changes in credit quality metrics that impact the assessment.
- The adjusted efficiency ratio ${ }^{(1)}$ was $66.1 \%$ for the third quarter of 2023 compared to $63.6 \%$ for the second quarter of 2023.


## Robust Liquidity and Capital Base



## Capital Strength

## Cadence Bank

|  | 9/30/23 | 6/30/23 | 3/31/23 | 12/31/22 | 9/30/22 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Regulatory Capital (\$ million) | 5,054 | 5,006 | 4,933 | 4,862 | 4,785 |
| Total Risk-Weighted Assets (\$ million) | 39,075 | 39,432 | 38,579 | 37,964 | 37,271 |
| Leverage Ratio (\%) | 8.6 | 8.5 | 8.4 | 8.4 | 8.4 |
| Common Equity Tier 1 Capital Ratio (\%) | 10.3 | 10.1 | 10.1 | 10.2 | 10.3 |
| Tier 1 Ratio (\%) | 10.8 | 10.5 | 10.6 | 10.7 | 10.7 |
| Total Capital Ratio (\%) | 12.9 | 12.7 | 12.8 | 12.8 | 12.8 |
| Total Shareholders' Equity (\$B) | 4.4 | 4.5 | 4.5 | 4.3 | 4.2 |
| Tangible Common Shareholders' Equity (\$B) ${ }^{(1)}$ | 2.7 | 2.7 | 2.7 | 2.6 | 2.4 |
| Total shareholders' equity, ex. AOCl ${ }^{(1)}$ | 5.7 | 5.6 | 5.6 | 5.5 | 5.5 |
| Common shareholders' equity, ex. AOCI ${ }^{(1)}$ | 5.5 | 5.5 | 5.4 | 5.4 | 5.3 |
| Total Shares Outstanding (millions) | 182.6 | 182.6 | 182.7 | 182.4 | 182.4 |
| Book Value Per Share | \$23.15 | \$23.65 | \$23.67 | \$22.72 | \$21.92 |
| Tangible Book Value Per Share ${ }^{(1)}$ | \$14.54 | \$15.01 | \$14.99 | \$13.99 | \$13.25 |
| Tangible Book Value Per Share, ex. AOCI ${ }^{(1)}$ | \$21.71 | \$21.37 | \$20.91 | \$20.69 | \$20.36 |
| Cash Dividends Per Share | \$0.235 | \$0.235 | \$0.235 | \$0.220 | \$0.220 |

## HIGHLIGHTS

- Regulatory capital ratios remain solid including a Total Capital Ratio of $12.9 \%$ and Tier 1 Ratio of $10.8 \%$ currently estimated as of September 30, 2023.
- Tangible book value per share was \$14.54; and excluding AOCI, increased $1.6 \%$ during the quarter to $\$ 21.71$. AOCI increased $\$ 146.8$ million during the quarter to ( $\$ 1.3$ ) billion at September 30, 2023.
- Quarterly cash dividend of $\$ 0.235$ per common share.
- No shares were repurchased YTD through 3Q23. The 2023 share repurchase authorization is 10 million shares of common stock.

Appendix

## Summary Balance Sheet - Period End

\$ in millions, unless otherwise indicated

## Assets

Cash and Due from Banks
Deposits with Other Banks \& Fed Funds
Available-for-sale securities, at fair value Loans
Loans Held for Sale
Allowance for Credit Losses
Goodwill \& Other Intangibles
Other Assets

| Other Assets | 3,072.4 | 2,991.1 | 2,185.3 | 3,022.8 | 3,024.2 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets | \$48,523.0 | \$48,838.7 | \$51,693.1 | \$48,653.4 | \$47,699.7 |
| Liabilities |  |  |  |  |  |
| Total Deposits | \$38,344.9 | \$38,701.7 | \$39,406.5 | \$38,956.6 | \$39,003.9 |
| Fed Funds and short-term borrowings | 3,500.2 | 3,500.2 | 5,700.2 | 3,300.2 | 2,495.0 |
| Subordinated \& Long-term debt | 449.3 | 449.7 | 462.1 | 462.6 | 463.3 |
| Other Liabilities | 1,833.3 | 1,701.2 | 1,633.9 | 1,622.6 | 1,570.5 |
| Total Liabilities | \$44,127.8 | \$44,352.8 | \$47,202.7 | \$44,342.0 | \$43,532.7 |
|  |  |  |  |  |  |
| Total Shareholders' Equity | \$4,395.3 | \$4,485.9 | \$4,490.4 | \$4,311.4 | \$4,166.9 |
|  |  |  |  |  |  |
| Liabilities and Shareholders' Equity | \$48,523.0 | \$48,838.7 | \$51,693.1 | \$48,653.4 | \$47,699.7 |

## Summary Income Statement

\$ in millions, unless otherwise indicated


[^5]Note: Figures may not total due to rounding.

## Net Interest Income Dynamics

|  | Third Quarter 2023 |  |  |  |  | Second Quarter 2023 |  |  |  |  |  | QoQ Compare |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance | Yield / Contribution to NIM Cost \$ \% |  |  |  | Average Balance |  | Yield / Contribution to NIM Cost \$ \% |  |  |  | $\begin{aligned} & \text { Yield / } \\ & \text { Cost } \\ & 0.13 \% \\ & 0.02 \% \\ & -0.71 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { Margin } \\ & \text { Impact } \\ & 0.18 \% \\ & 0.01 \% \\ & 0.00 \% \end{aligned}$ |
| Loans \& Leases, ex. accretion (TE) | \$ 32,312 | 6.31\% | \$ | 514.0 | 4.63\% | \$ | 31,901 | 6.18\% | \$ | 491.5 | 4.46\% |  |  |
| Accretion Income on Acquired Loans |  | 0.08\% |  | 6.6 | 0.06\% |  |  | 0.07\% |  | 5.2 | 0.05\% |  |  |
| Loans Held For Sale | 116 | 5.04\% |  | 1.5 | 0.01\% |  | 67 | 5.75\% |  | 1.0 | 0.01\% |  |  |
| Total Loans | \$ 32,427 | 6.39\% | \$ | 522.0 | 4.71\% | \$ | 31,968 | 6.24\% | \$ | 497.6 | 4.51\% | 0.14\% | 0.19\% |
| Total Loans, ex. accretion | \$ 32,427 | 6.31\% | \$ | 515.5 | 4.65\% | \$ | 31,968 | 6.18\% | \$ | 492.4 | 4.47\% | 0.13\% | 0.18\% |
| Total Investment Securities (TE) | 10,004 | 2.11\% |  | 53.3 | 0.48\% |  | 10,656 | 2.13\% |  | 56.6 | 0.51\% | -0.02\% | -0.03\% |
| Other Investments | 1,574 | 5.36\% |  | 21.3 | 0.19\% |  | 1,608 | 5.05\% |  | 20.2 | 0.18\% | 0.31\% | 0.01\% |
| Total Interest-Earning Assets (TE) | \$ 44,006 | 5.38\% | \$ | 596.6 | 5.38\% | \$ | 44,232 | 5.21\% | \$ | 574.5 | 5.21\% | 0.17\% | 0.17\% |
| Demand Deposits | \$ 17,970 | 2.79\% | \$ | 126.3 | 1.14\% | \$ | 17,998 | 2.49\% | \$ | 111.9 | 1.01\% | -0.29\% | -0.12\% |
| Savings Deposits | 2,913 | 0.56\% |  | 4.1 | 0.04\% |  | 3,088 | 0.51\% |  | 3.9 | 0.04\% | -0.05\% | 0.00\% |
| Time Deposits | 7,661 | 3.99\% |  | 77.1 | 0.69\% |  | 7,124 | 3.70\% |  | 65.7 | 0.60\% | -0.29\% | -0.10\% |
| CD Mark Accretion |  | -0.01\% |  | (0.2) | 0.00\% |  |  | -0.01\% |  | (0.2) | 0.00\% | 0.00\% | 0.00\% |
| Total Time Deposits | 7,661 | 3.98\% |  | 76.9 | 0.69\% |  | 7,124 | 3.69\% |  | 65.5 | 0.59\% | -0.29\% | -0.10\% |
| Total Interest-Bearing Deposits | 28,544 | 2.88\% |  | 207.3 | 1.87\% |  | 28,210 | 2.58\% |  | 181.4 | 1.64\% | -0.30\% | -0.22\% |
| Non Interest Demand Deposits | 9,925 |  |  |  |  |  | 10,725 |  |  |  |  |  |  |
| Total Deposits | \$ 38,469 | 2.14\% | \$ | 207.3 | 1.87\% | \$ | 38,935 | 1.87\% | \$ | 181.4 | 1.64\% | -0.27\% | -0.22\% |
| Total Deposits, ex. accretion | \$ 38,469 | 2.14\% | \$ | 207.5 | 1.87\% | \$ | 38,935 | 1.87\% | \$ | 181.6 | 1.65\% | -0.27\% | -0.22\% |
| Short-Term Borrowings | 4,338 | 4.98\% |  | 54.4 | 0.49\% |  | 4,316 | 4.99\% |  | 53.7 | 0.49\% | 0.01\% | 0.00\% |
| Long-Term Borrowings | 450 | 4.22\% |  | 4.8 | 0.04\% |  | 456 | 4.23\% |  | 4.8 | 0.04\% | 0.00\% | 0.00\% |
| Total Interest-Bearing Liabilities | \$ 33,332 | 3.17\% | \$ | 266.5 | 2.40\% | \$ | 32,982 | 2.92\% | \$ | 239.9 | 2.18\% | -0.25\% | -0.23\% |
| Non Interest Demand Deposits | 9,925 |  |  |  |  |  | 10,725 |  |  |  |  |  |  |
| Total Cost of Funds | 43,257 | 2.44\% |  | 266.5 | 2.40\% |  | 43,707 | 2.20\% |  | 239.9 | 2.18\% | -0.24\% | -0.23\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Interest Margin (TE) |  |  | \$ | 330.1 | 2.98\% |  |  |  | \$ | 334.6 | 3.03\% |  | -0.06\% |

[^6]
## Mortgage and Insurance Revenue

Mortgage Lending Revenue

Origination Revenue
Servicing Revenue
MSR Payoffs/Paydowns
Mortgage Production and Servicing Revenue Mortgage Servicing Rights Valuation Adjustment

Total Mortgage Banking Revenue

Production Volume
Purchase Money Production
Mortgage Loans Sold
Margin on Loans Sold
Current Pipeline
Mortgage Originators

## Insurance Commission Revenue

Property and Casualty Commissions
Life and Health Commissions
Risk Management Income
Other
Total Insurance Commissions

| Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9/30/23 |  | 6/30/23 |  | 3/31/23 |  | 12/31/22 |  | 9/30/22 |  |
| \$ | 2.0 | \$ | 3.5 | \$ | 3.3 | \$ | 1.8 | \$ | 1.9 |
|  | 5.9 |  | 5.9 |  | 6.1 |  | 5.9 |  | 5.9 |
|  | (2.1) |  | (2.6) |  | (1.1) |  | (2.3) |  | (3.1) |
|  | 5.8 |  | 6.8 |  | 8.4 |  | 5.4 |  | 4.7 |
|  | (0.2) |  | 1.6 |  | (2.3) |  | (2.8) |  | 4.3 |
| \$ | 5.7 | \$ | 8.4 | \$ | 6.1 | \$ | 2.6 | \$ | 9.1 |
| \$ | 615.2 | \$ | 848.9 | \$ | 454.2 | \$ | 554.5 | \$ | 769.9 |
|  | 561.9 |  | 783.9 |  | 401.4 |  | 475.0 |  | 661.0 |
|  | 293.9 |  | 149.6 |  | 115.1 |  | 163.9 |  | 285.6 |
|  | 0.69\% |  | 2.34\% |  | 2.91\% |  | 1.09\% |  | 0.67\% |
| \$ | 184.6 | \$ | 220.4 | \$ | 115.6 | \$ | 85.4 | \$ | 166.0 |
|  | 192 |  | 201 |  | 206 |  | 207 |  | 210 |
| \$ | 35.0 | \$ | 34.3 | \$ | 28.2 | \$ | 24.7 | \$ | 30.0 |
|  | 7.2 |  | 7.8 |  | 8.0 |  | 7.2 |  | 7.3 |
|  | 0.7 |  | 0.7 |  | 0.7 |  | 0.9 |  | 0.7 |
|  | 2.1 |  | 2.8 |  | 2.7 |  | 2.0 |  | 1.9 |
| \$ | 45.0 | \$ | 45.6 | \$ | 39.6 | \$ | 34.7 | \$ | 39.9 |

## Loan Portfolio by Credit Grades

|  |  |  |  | Purchased Credit |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pass | Special <br> Mention | Substandard | Impaired | Deteriorated (Loss) | Total |

Non-real estate
Owner occupied
Total commercial and industrial
Total commercial and industrial
Construction, acquisition and development
Income producing
Total commercial real estate

Residential mortgages
Other consumer

## Total consumer

Total loans and leases, net of unearned
Non-real estate
Owner occupied
Total commercial and industrial

Construction, acquisition and development
Income producing
Total commercial real estate

Residential mortgages
Other consumer
Total consumer

Total loans and leases, net of unearned

September 30, 2023

|  | September 30 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 8,690 | \$ | 100 | \$ | 389 | \$ | 15 | \$ | 5 | \$ | 9,199 |
|  | 4,282 |  | 30 |  | 47 |  | 1 |  | 1 |  | 4,362 |
|  | 12,972 |  | 131 |  | 436 |  | 17 |  | 6 |  | 13,561 |
|  | 3,799 |  | 3 |  | 18 |  | - |  | - |  | 3,819 |
|  | 5,519 |  | 65 |  | 125 |  | 11 |  | - |  | 5,721 |
|  | 9,318 |  | 68 |  | 142 |  | 11 |  | - |  | 9,540 |
|  | 9,115 |  | 1 |  | 68 |  | - |  | 2 |  | 9,186 |
|  | 234 |  | - |  | 0 |  | - |  | - |  | 234 |
|  | 9,348 |  | 1 |  | 69 |  | - |  | 2 |  | 9,420 |
| \$ | 31,638 | \$ | 200 | \$ | 647 | \$ | 28 | \$ | 7 | \$ | 32,521 |


| June 30, 2023 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 9,127 | \$ | 161 | \$ | 311 | \$ | 34 | \$ | 4 | \$ | 9,636 |
|  | 4,277 |  | 30 |  | 48 |  | 2 |  | 2 |  | 4,358 |
| 13,403 |  |  | 191 |  | 359 |  | 36 |  | 6 |  | 13,994 |
| 3,711 |  |  | 20 |  | 12 |  | - |  | - |  | 3,744 |
| 5,390 |  |  | 63 |  | 113 |  | 11 |  | 19 |  | 5,596 |
| 9,102 |  |  | 84 |  | 125 |  | 11 |  | 19 |  | 9,340 |
| 8,927 |  |  | - |  | 59 |  | 1 |  | 2 |  | 8,990 |
| 232 |  |  | - |  | 0 |  | - |  | - |  | 232 |
| 9,159 |  |  | - |  | 60 |  | 1 |  | 2 |  | 9,222 |


| $\$ 31,665$ |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |

## Allowance for Credit Losses

CADENCE

Allowance for Credit Losses
Balance, beginning of period

Commercial and industrial
Commercial real estate
Consumer
Total loans charged-off

Commercial and industrial
Commercial real estate
Consumer

## Total recoveries

Net (charge-offs) recoveries
Adoption of new ASU related to modified loans ${ }^{(1)}$
Provision for credit losses

Balance, end of period

## Reserve for Unfunded Commitments ${ }^{(2)}$

Balance, beginning of period
Provision (release) for credit losses for unfunded commitments
Balance, end of period

| Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9/30/23 |  | 6/30/23 |  | 3/31/23 |  | 12/31/22 |  | 9/30/22 |  |
| \$ | 466 | \$ | 454 | \$ | 440 | \$ | 433 | \$ | 440 |
|  | (35) |  | (14) |  | (3) |  | (2) |  | (12) |
|  | (1) |  | (0) |  | (2) |  | (0) |  | (1) |
|  | (2) |  | (2) |  | (2) |  | (3) |  | (3) |
|  | (37) |  | (16) |  | (7) |  | (5) |  | (15) |
|  | 2 |  | 1 |  | 3 |  | 6 |  | 4 |
|  | 0 |  | 1 |  | 1 |  | 3 |  | 4 |
|  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |
|  | 3 |  | 3 |  | 5 |  | 10 |  | 9 |
|  | (34) |  | (13) |  | (2) |  | 5 |  | (7) |
|  | - |  | - |  | 0 |  | - |  | - |
|  | 15 |  | 25 |  | 15 |  | 2 |  | - |
| \$ | 447 | \$ | 466 | \$ | 454 | \$ | 440 | \$ | 433 |
| \$ | 14 | \$ | 24 | \$ | 29 | \$ | 25 | \$ | 25 |
|  | 2 |  | (10) |  | (5) |  | 4 |  | 0 |
| \$ | 16 | \$ | 14 | \$ | 24 | \$ | 29 | \$ | 25 |

## Non-GAAP Reconciliation

## Net Income

Plus: Merger Expense
Incremental Merger Related Expense ${ }^{(1)}$ Gain on extinguishment of debt Restructuring and other nonroutine items Pension Settlement Expense

Less: Security Gains (Losses)
Nonroutine gains (losses), net
Tax Adjustment
Adjusted Net Income
Less: Preferred Dividends
Adjusted net Income avail. to common shareholders
Net Income
Plus: Provision for Credit Losse
Income Tax Expense

## Pre-tax Pre-provision Net Revenue

Net Income
Plus: Provision for Credit Losses
Merger Expense
Incremental Merger Related Expense ${ }^{(1)}$
Gain on extinguishment of debt
Restructuring and other nonroutine items
Pension Settlement Expense
Income Tax Expense
Less: Security Gains (Losses)
Nonroutine gains (losses), net
Adjusted Pre-tax Pre-provision Net Revenue
Total noninterest revenue
Less: Security gains (losses), net
Nonroutine gains (losses), net
Total adjusted noninterest revenue
Total Noninterest Expense
Less: Merger Expense
Incremental Merger Related Expense ${ }^{(1)}$
Gain on extinguishment of debt
Restructuring and other nonroutine items
Pension Settlement Expense

## Total Adjusted Expense

| 9/30/23 |  | 6/30/23 |  | 3/31/23 |  | 12/31/22 |  | 9/30/22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 93 | \$ | 114 | \$ | 77 | \$ | 98 | \$ | 123 |
|  | - |  | 0 |  | 5 |  | 20 |  | 20 |
|  | - |  | 2 |  | 9 |  | 33 |  | 7 |
|  | - |  | (1) |  | - |  | - |  | - |
|  | 11 |  | 6 |  | 0 |  | 2 |  | 0 |
|  | 1 |  | - |  | - |  | 6 |  | 3 |
|  | 0 |  | 0 |  | (51) |  | (1) |  | (0) |
|  | (7) |  | - |  | - |  | - |  | - |
|  | 4 |  | 2 |  | 15 |  | 15 |  | 7 |
| \$ | 106 | \$ | 119 | \$ | 127 | \$ | 145 | \$ | 146 |
|  | 2 |  | 2 |  | 2 |  | 2 |  | 2 |
| \$ | 104 | \$ | 117 | \$ | 124 | \$ | 143 | \$ | 144 |
| \$ | 93 | \$ | 114 | \$ | 77 | \$ | 98 | \$ | 123 |
|  | 17 |  | 15 |  | 10 |  | 6 |  | - |
|  | 26 |  | 33 |  | 22 |  | 30 |  | 37 |
| \$ | 136 | \$ | 162 | \$ | 109 | \$ | 134 | \$ | 160 |
|  | 93 | \$ | 114 | \$ | 77 | \$ | 98 | \$ | 123 |
|  | 17 |  | 15 |  | 10 |  | 6 |  | - |
|  |  |  | 0 |  | 5 |  | 20 |  | 20 |
|  | - |  | 2 |  | 9 |  | 33 |  | 7 |
|  | - |  | (1) |  | - |  | - |  | - |
|  | 11 |  | 6 |  | 0 |  | 2 |  | 0 |
|  | 1 |  | - |  | - |  | 6 |  | 3 |
|  | 26 |  | 33 |  | 22 |  | 30 |  | 37 |
|  | 0 |  | 0 |  | (51) |  | (1) |  | (0) |
|  | (7) |  | - |  | - |  | - |  | - |
| \$ | 154 | \$ | 169 | \$ | 175 | \$ | 196 | \$ | 190 |
| \$ | 119 | \$ | 132 | \$ | 74 | \$ | 115 | \$ | 124 |
|  | 0 |  | 0 |  | (51) |  | (1) |  | (0) |
|  | (7) |  | - |  | - |  | - |  | - |
| \$ | 126 | \$ | 132 | \$ | 125 | \$ | 115 | \$ | 125 |
| \$ | 312 | \$ | 304 | \$ | 319 | \$ | 341 | \$ | 320 |
|  | - |  | 0 |  | 5 |  | 20 |  | 20 |
|  | - |  | 2 |  | 9 |  | 33 |  | 7 |
|  | - |  | (1) |  | - |  | - |  | - |
|  | 11 |  | 6 |  | 0 |  | 2 |  | 0 |
|  | 1 |  | - |  | - |  | 6 |  | 3 |
| \$ | 301 | \$ | 297 | \$ | 305 | \$ | 279 | \$ | 290 |

${ }^{(1)}$ Incremental merger related expenses represent costs to complete the merger for which the entity receives a future benefit.
20

## Non-GAAP Reconciliation, continued

Total Assets
Less: Goodwill
Other Identifiable Intangible Assets
Total tangible assets
Less: Accumulated other comprehensive loss
Total tangible assets, excluding AOCl
Total Shareholders' Equity
Less: Accumulated other comprehensive loss
Total shareholders' equity, ex. AOCI
Total Shareholders' Equity
Less: Preferred Stock
Less: Accumulated other comprehensive loss
Total common shareholders' equity, ex. AOCI

Total Shareholders' Equity ${ }^{(1)}$
Less: Goodwill ${ }^{(1)}$
Other Identifiable Intangible Assets ${ }^{(1)}$
Preferred Stock ${ }^{(1)}$
Total Tangible Common Shareholders' Equity ${ }^{(1)}$
Total Shareholders' Equity
Less: Goodwill
Other identifiable Intangible Assets
Preferred Stock
Total Tangible Common Shareholders' Equity
Less: Accumulated other comprehensive loss
Total tangible common shareholders' equity, ex. AOCI
Total Average Assets
Total Shares of Common Stock Outstanding (millions) Average Diluted Shares Outstanding (millions)
${ }^{(1)}$ Average balances.

| Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9/30/23 |  | 6/30/23 |  | 3/31/23 |  | 12/31/22 |  | 9/30/22 |  |
| \$ | 48,523 | \$ | 48,839 | \$ | 51,693 | \$ | 48,653 | \$ | 47,700 |
|  | 1,459 |  | 1,459 |  | 1,459 |  | 1,459 |  | 1,450 |
|  | 114 |  | 119 |  | 126 |  | 133 |  | 133 |
| \$ | 46,950 | \$ | 47,260 | \$ | 50,108 | \$ | 47,062 | \$ | 46,117 |
|  | $(1,310)$ |  | $(1,163)$ |  | $(1,082)$ |  | $(1,223)$ |  | $(1,298)$ |
| \$ | 48,260 | \$ | 48,423 | \$ | 51,190 | \$ | 48,284 | \$ | 47,415 |
| \$ | 4,395 | \$ | 4,486 | \$ | 4,490 | \$ | 4,311 | \$ | 4,167 |
|  | $(1,310)$ |  | $(1,163)$ |  | $(1,082)$ |  | $(1,223)$ |  | $(1,298)$ |
| \$ | 5,705 | \$ | 5,649 | \$ | 5,572 | \$ | 5,534 | \$ | 5,465 |
| \$ | 4,395 | \$ | 4,486 | \$ | 4,490 | \$ | 4,311 | \$ | 4,167 |
|  | 167 |  | 167 |  | 167 |  | 167 |  | 167 |
|  | $(1,310)$ |  | $(1,163)$ |  | $(1,082)$ |  | $(1,223)$ |  | $(1,298)$ |
| \$ | 5,538 | \$ | 5,482 | \$ | 5,405 | \$ | 5,367 | \$ | 5,298 |
| \$ | 4,505 | \$ | 4,539 | \$ | 4,396 | \$ | 4,216 | \$ | 4,507 |
|  | 1,459 |  | 1,459 |  | 1,459 |  | 1,457 |  | 1,444 |
|  | 117 |  | 123 |  | 129 |  | 132 |  | 136 |
|  | 167 |  | 167 |  | 167 |  | 167 |  | 167 |
| \$ | 2,762 | \$ | 2,790 | \$ | 2,641 | \$ | 2,459 | \$ | 2,759 |
| \$ | 4,395 | \$ | 4,486 | \$ | 4,490 | \$ | 4,311 | \$ | 4,167 |
|  | 1,459 |  | 1,459 |  | 1,459 |  | 1,459 |  | 1,450 |
|  | 114 |  | 119 |  | 126 |  | 133 |  | 133 |
|  | 167 |  | 167 |  | 167 |  | 167 |  | 167 |
| \$ | 2,655 | \$ | 2,740 | \$ | 2,738 | \$ | 2,553 | \$ | 2,417 |
|  | $(1,310)$ |  | $(1,163)$ |  | $(1,082)$ |  | $(1,223)$ |  | $(1,298)$ |
| \$ | 3,965 | \$ | 3,904 | \$ | 3,820 | \$ | 3,775 | \$ | 3,715 |
| \$ | 48,655 | \$ | 49,067 | \$ | 48,652 | \$ | 47,790 | \$ | 47,596 |
|  | 182.6 |  | 182.6 |  | 182.7 |  | 182.4 |  | 182.4 |
|  | 184.6 |  | 183.6 |  | 183.9 |  | 183.8 |  | 183.3 |

## Non-GAAP Reconciliation, continued

Tangible Common Shareholders' Equity to Tangible Assets ${ }^{(1)}$
Tangible Common Shareholders' Equity to Tangible Assets, excluding AOCI ${ }^{(2)}$
Return on Average Tangible Common Equity ${ }^{(3)}$
Adjusted Return on Average Tangible Common Equity ${ }^{(4)}$
Adjusted Return on Average Assets ${ }^{(5)}$
Adjusted Return on Average Common Shareholders' Equity ${ }^{(6)}$
Pre-tax Pre-provision Net Revenue to Total Average Assets ${ }^{(7)}$
Adjusted Pre-tax Pre-provision Net Revenue to Total Average Assets ${ }^{(8)}$
Tangible Book Value per Common Share ${ }^{(9)}$
Tangible Book Value per Common Share, excluding AOCI ${ }^{(10)}$
Adjusted Earnings per Common Share ${ }^{(11)}$
Adjusted Dividend Payout Ratio ${ }^{(12)}$

Quarter Ended

| 9/30/23 | 6/30/23 | 3/31/23 | 12/31/22 | 9/30/22 |
| :---: | :---: | :---: | :---: | :---: |
| 5.65\% | 5.80\% | 5.46\% | 5.42\% | 5.24\% |
| 8.22\% | 8.06\% | 7.46\% | 7.82\% | 7.84\% |
| 12.96\% | 16.05\% | 11.40\% | 15.42\% | 17.40\% |
| 14.92\% | 16.80\% | 19.10\% | 23.04\% | 20.66\% |
| 0.87\% | 0.97\% | 1.06\% | 1.21\% | 1.22\% |
| 9.50\% | 10.72\% | 11.93\% | 14.00\% | 13.13\% |
| 1.11\% | 1.32\% | 0.91\% | 1.11\% | 1.33\% |
| 1.25\% | 1.38\% | 1.46\% | 1.62\% | 1.58\% |
| \$ 14.54 | \$ 15.01 | \$ 14.99 | \$ 13.99 | \$ 13.25 |
| \$ 21.71 | \$ 21.37 | \$ 20.91 | \$ 20.69 | \$ 20.36 |
| \$ 0.56 | \$ 0.64 | \$ 0.68 | \$ 0.78 | \$ 0.78 |
| 41.96\% | 36.72\% | 34.56\% | 28.21\% | 28.21\% |

## Non-GAAP Reconciliation, continued

## Definitions of Non-GAAP Measures:

(1) Tangible common shareholders' equity to tangible assets is defined by the Company as total shareholders' equity less preferred stock, goodwill and other identifiable intangible assets, divided by the difference of total assets less goodwill and other identifiable intangible assets.
(2) Tangible common shareholders' equity to tangible assets, excluding AOCI, is defined by the Company as total shareholders' equity less preferred stock, goodwill, other identifiable intangible assets and accumulated other comprehensive loss, divided by the difference of total assets less goodwill, accumulated other comprehensive loss, and other identifiable intangible assets.
(3) Return on average tangible common equity is defined by the Company as annualized net income available to common shareholders divided by average tangible common shareholders equity.
(4) Adjusted return on average tangible common equity is defined by the Company as annualized net adjusted income available to common shareholders divided by average tangible common shareholders' equity.
(5) Adjusted return on average assets is defined by the Company as annualized net adjusted income divided by total average assets.
(6) Adjusted return on average common shareholders' equity is defined by the Company as annualized net adjusted income available to common shareholders divided by average common shareholders' equity.
(7) Pre-tax pre-provision net revenue to total average assets is defined by the Company as annualized pre-tax pre-provision net revenue divided by total average assets.
(8) Adjusted pre-tax pre-provision net revenue to total average assets is defined by the Company as annualized adjusted pre-tax pre-provision net revenue divided by total average assets adjusted for items included in the definition and calculation of net adjusted income.
(9) Tangible book value per common share is defined by the Company as tangible common shareholders' equity divided by total shares of common stock outstanding.
(10) Tangible book value per common share, excluding AOCI is defined by the Company as tangible common shareholders' equity less accumulated other comprehensive loss divided by total shares of common stock outstanding.
(11) Adjusted earnings per common share is defined by the Company as net adjusted income available to common shareholders divided by average common shares outstanding-diluted.
(12) Adjusted dividend payout ratio is defined by the Company as common share dividends divided by net adjusted income available to common shareholders.

## Efficiency Ratio-Fully Taxable Equivalent and Adjusted Efficiency Ratio-Fully Taxable Equivalent Definitions

The efficiency ratio and the adjusted efficiency ratio are supplemental financial measures utilized in management's internal evaluation of the Company's use of resources and are not defined under GAAP. The efficiency ratio is calculated by dividing total noninterest expense by total revenue, which includes net interest income plus noninterest income plus the tax equivalent adjustment. The adjusted efficiency ratio excludes income and expense items otherwise disclosed as non routine from total noninterest expense.

## Forward-Looking Statements

Certain statements made in this presentation constitute "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and are subject to safe harbor under the Private Securities Litigation Reform Act of 1995 as well as the "bespeaks caution" doctrine. The Company believes that the expectations reflected in these forward-looking statements are reasonable as of the date of this news release, but if one or more events related to these or other risks or uncertainties materialize, or if the Company's underlying assumptions prove to be incorrect, actual results may prove to be materially different. The forward-looking statements in this presentation should be read in conjunction with risk disclosures in the Company's periodic and current reports filed with the FDIC, including explicitly, the risk factors in the Company's Annual Report on Form 10-K for the year ended December 31, 2022, in the Company's Quarterly Reports on Form 10-Q, and in the Company's Current Reports on Form 8-K, which may be found at https://ir.cadencebank.com/home. The forward-looking statements speak only as of the date of this news release, and the Company expressly disclaims any obligation to publicly update or review any forward-looking statement, except as required by applicable law.

## CADE

## LISTED NYSE

Cadence Bank's common stock is listed on the New York Stock
Exchange under the symbol CADE and its Series A Preferred
Stock is listed under the symbol CADE-PrA. Additional information can be found at https://ir.cadencebank.com.*

As a reminder, all of the Company's Securities Exchange Act
filings are made with the Federal Deposit Insurance
Corporation and can be found at
https://efr.fdic.gov/fcxweb/efr/index.html.

## INVESTOR INQUIRIES:

## Will Fisackerly

Investor Relations
Cadence Bank
800-698-7878
IR@cadencebank.com


[^0]:    ${ }^{(1)}$ Excludes state, municipal and public accounts.
    ${ }^{(2)}$ Deposits are insured up to at least $\$ 250,000$ per depositor, per FDIC-insured bank, per ownership category.
    ${ }^{(3)}$ Rank as of June 30,2023 , FDIC summary of deposit data.

[^1]:    ${ }^{(1)}$ Percentages represent the \% of C\&l loans.

[^2]:    ${ }^{11}$ ) Effective $1 / 1 / 23$, the TDR recognition and measurement guidance via the modified retrospective transition method was eliminated in the new accounting guidance (ASU 2022-02)
    ${ }^{(2)}$ In 2Q23, the risk rating classification of the Consumer portfolio was modified to reflect Uniform Retail Credit Classification guidance, and as a result, are not directly comparable to prior periods. ${ }^{(3)}$ ACL reflects funded loans and does not include reserve for unfunded commitments (classified as "Other liabilities"), with a September 30,2023 balance of $\$ 15.6$ million.

[^3]:    Note: Loan and deposit betas are calculated by dividing the change in yields and costs by change in the average Fed Funds Effective Target rate.
    ${ }^{(1)}$ Based on September 30, 2023, interest rate sensitivity modeling of instantaneous rate shock over 1-12 months.
    ${ }^{(2)}$ Cycle-to-date reflects changes since fourth quarter 2021 and incorporates the increases in the average Fed Funds effective rate.

[^4]:    ${ }^{(1)}$ Considered a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix.
    ${ }^{(2)}$ Merger expenses are costs to complete the merger with no future benefit. Incremental merger related expenses to complete the merger are expected to provide a future benefit.

[^5]:    ${ }^{(1)}$ Considered a non-GAAP financial measure. See "Non-GAAP Measures and Ratio Reconciliation" in the appendix.

[^6]:    Note: Figures may not total due to rounding.

