Investor Presentation

August 2023

## Cadence by the Numbers

- Dual headquarters in Tupelo, Mississippi and Houston, Texas. The bank was originally chartered in 1876 and went public in 1986.
- Customer-focused business model with comprehensive line of financial products and banking services for individuals, small to mid-size, and large commercial businesses.
- Comprehensive products \& services, including consumer banking, mortgages, credit cards, commercial and business banking, treasury management, specialized lending, asset-based lending, commercial real estate, equipment financing, correspondent banking, SBA, foreign exchange, wealth management, investment and trust, financial and retirement planning, and personal and business insurance.


## \$48.8 Billion ${ }^{(1)}$

In Total Assets

## \$38.7 Billion $^{(1)}$

In Deposits

## \$32.6 Billion ${ }^{(1)}$

In Loans

## >6,000

Teammates
>350
Locations in Texas and Southeast
Attractive Growth Markets
8 of the top 10 largest MSAs ${ }^{(3)}$

## S\&P Global Ratings

Long-term issuer credit BBB+
Short-term issuer credit
A-2
Moody's
Counterparty Risk Rating Bank deposits

## Premier Regional Banking Franchise

| Delivering <br> Shareholder Value | - History of enhancing shareholder value. <br> - Led by dedicated and talented bankers with a deep, broad-based skill set. <br> - Experienced and engaged board of directors and management team. <br> - Increased market penetration in all markets, driving future growth and supporting top tier profitability. <br> - Disciplined underwriting and well-established risk management framework. |
| :---: | :---: |
| Significant Scale in Attractive Markets | - Well positioned in highly attractive markets throughout Texas and the Southeast. <br> - 5th largest bank headquartered in its nine-state footprint with potential to extend market leadership position. ${ }^{(1)}$ <br> - Presence in 8 of the top 10 largest in-footprint MSAs with strong growth dynamics. <br> - Strong demographics and presence in rapidly growing markets will foster organic growth opportunities. |
| Positioned for Growth | - Strong balance sheet and reserve levels enabling continued growth trajectory. <br> - Diversified loan portfolio funded by stable, low-cost core deposits. <br> - Scalable platform to drive organic growth and future acquisitions. <br> - \$4.5 billion of shareholders' equity and total risk-based capital ratio of $12.7 \%$ as of June 30, 2023. |
| Merger Execution \& Synergies | - Highly experienced in acquisitions and integrations ensuring a focus on long-term customer relationships. <br> - Merged two historic institutions - BancorpSouth and legacy Cadence had 147 and 136 years of history, respectively. <br> - Shared culture and commitment to providing the highest level of customer service and community involvement. <br> - Combined community banking and commercial banking focus. <br> - Diversified, durable business mix with recurring and growing fee income streams. <br> - Successful core system conversion and rebranding. <br> - Diversified business model supports prudent risk management practices. |

## Durable and Diverse Deposit Franchise

Deposits by State (6/30/23)
Deposit

| State | Total Deposits <br> (\$B) | \% of <br> Total | Mkt. Share <br> Rank $^{(\mathbf{1 )}}$ |
| :--- | :---: | :---: | :---: |
| Texas | $\$ 12.6$ | $33 \%$ | 11 |
| Mississippi | 9.4 | $24 \%$ | 3 |
| Alabama | 4.4 | $11 \%$ | 6 |
| Georgia | 3.7 | $9 \%$ | 13 |
| Tennessee | 2.4 | $6 \%$ | 15 |
| Arkansas | 2.0 | $5 \%$ | 8 |
| Florida | 1.9 | $5 \%$ | 40 |
| Louisiana | 1.8 | $5 \%$ | 12 |
| Missouri | 0.5 | $1 \%$ | 69 |
| Total | $\mathbf{\$ 3 8 . 7}$ | $\mathbf{1 0 0 \%}$ | - |

- Number of Deposit Accounts <\$250k: $\mathbf{\sim 9 8 \%}{ }^{(2)}$
- FDIC Insured or Collateralized (by dollar): ~75\%
- Average Consumer Account Balance: <\$22k
- Average Commercial Account Balance: <\$132k
- Total Deposit Mix (by dollar): 77\% housed in Community Banking and 23\% in Corporate \& Other.
- Approximately 982,000 unique customer deposit accounts: $86 \%$ consumer and $14 \%$ commercial \& other.

Top 20 Largest Deposit Markets by MSA ${ }^{(2)}$ - in footprint
FDIC Summary of Deposits - \$ amounts as of 6/30/22

| MSA | $\begin{gathered} \text { Deposits } \\ (\$ B) \\ \hline \end{gathered}$ | Branch \# | Mkt. <br> Share <br> Rank | Mkt. <br> Share <br> \% | \% of Franchise | Population (mm) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Houston, TX | \$ 7.6 | 20 | 7 | 2.1 \% | 18.9 \% | 7.4 |
| Birmingham, AL | 2.1 | 14 | 6 | 4.1 | 5.1 | 1.1 |
| Memphis, TN | 2.0 | 23 | 5 | 4.7 | 4.9 | 1.3 |
| Atlanta, GA | 1.8 | 6 | 15 | 0.8 | 4.5 | 6.2 |
| Tupelo, MS | 1.7 | 12 | 2 | 32.8 | 4.1 | 0.2 |
| Jackson, MS | 1.5 | 19 | 4 | 8.0 | 3.7 | 0.6 |
| Killeen, TX | 1.4 | 10 | 1 | 20.9 | 3.5 | 0.5 |
| Macon, GA | 1.4 | 8 | 2 | 25.4 | 3.4 | 0.2 |
| Shreveport, LA | 1.0 | 9 | 5 | 9.1 | 2.4 | 0.4 |
| Jackson, TN | 1.0 | 9 | 1 | 21.5 | 2.4 | 0.2 |
| Tampa, FL | 0.9 | 8 | 16 | 1.0 | 2.2 | 3.3 |
| Hattiesburg, MS | 0.8 | 8 | 1 | 18.3 | 2.0 | 0.2 |
| Gulfport, MS | 0.8 | 8 | 3 | 10.1 | 2.0 | 0.4 |
| Huntsville, AL | 0.8 | 5 | 6 | 6.6 | 1.9 | 0.5 |
| Fort Smith, AR | 0.7 | 8 | 3 | 10.9 | 1.7 | 0.2 |
| Na cogdoches, TX | 0.6 | 4 | 1 | 34.9 | 1.4 | 0.1 |
| Dallas, TX | 0.6 | 9 | 54 | 0.1 | 1.4 | 7.9 |
| Austin, TX | 0.5 | 13 | 22 | 0.7 | 1.3 | 2.4 |
| Augusta, GA | 0.5 | 6 | 9 | 3.9 | 1.2 | 0.6 |
| Monroe, LA | 0.5 | 7 | 3 | 9.7 | 1.2 | 0.2 |
| Total (Top 20) | \$ 27.8 | 206 | - | - | 69.2 \% | 34.0 |

Note: Highlighted rows represent Top 5 market share ranking

[^0]
## Leading Bank in Texas \& the Southeast

Franchise Footprint

>350 Full-Service Branches
29 Insurance Locations (20 Stand Alone)
111 Mortgage Locations 32 Wealth Management Locations

Top 10 Banks in the Company's TX \& Southeast Footprint ${ }^{(1)}$

6/30/23

| Rank | Company | Assets (\$B) |
| :---: | :--- | :---: |
| 1 | Regions Financial Corporation | $\$ 156$ |
| 2 | Comerica Inc. | 91 |
| 3 | First Horizon Corporation | 85 |
| 4 | Synovus Financial Corp. | 61 |
| 5 | Cadence Bank | 49 |

6 Cullen/Frost Bankers, Inc. ..... 49
7 Pinnacle Financial Partners, Inc. ..... 47
8 South State Corporation ..... 45
9 UMB Financial Corporation ..... 41
10 Prosperity Bancshares, Inc. ..... 40

## Attractive Footprint in Texas \& the Southeast




Favorable Demographic Trends
Low Unemployment Across Footprint




[^1]
## Ideally Positioned in Rapidly Growing Markets

- Economic growth throughout CADE's footprint continues to outperform the broader US.
- In particular, longstanding performance in the State of Texas.
- Driven by favorable demographic trends as well as a business-friendly atmosphere.
- Businesses and individuals are expected to continue migrating towards CADE's diverse footprint given the Southeast's highly competitive cost of doing business and extensive infrastructure.

$3^{\text {rd }}$ Ranked Metro by Fortune 500 HQs; Largest City in the \#1 Ranked State for Doing Business


Diverse Economic Base Centered on Professional and Business Services; $2^{\text {nd }}$ Ranked Metro by Job Growth in 2022

Memphis


Key Logistics and Transportation Hub with Below Average Business Costs; Growing Healthcare Sector

Austin


Fastest Growing Major Metro in the United States; Growing Innovation Hub

Houston


If Houston was a Country, it would be the $27^{\text {th }}$ Largest Economy in the World; World Class Medical and Energy Industries


Diverse and Rapidly Growing Economy Driven by Defense, Finance and Tourism Industries

[^2]
## Diversified Business Model

| BANKING | Community |
| :---: | :---: |
| Commercial |  |
| FINANCIAL |  |
| SERVICES | Insurance <br> Investment Advisory <br> \& Trust |
|  | Mortgage |

- Nine-state footprint, from Texas to Florida.
- Comprehensive product suite delivered through >350 locations.
- Leadership in community markets.
- Source of high-quality, low-beta deposits in urban and rural markets.
- Proven business model focused on high-touch client relationships.
- Well-positioned in large and fast-growing metro markets.
- Experienced and talented bankers.
- Sophisticated treasury / cash management products and services.
- The largest U.S. bank, wholly-owned insurance brokerage. ${ }^{(1)}$
- ~800 insurance teammates across ~30 locations.
- Property and casualty, commercial and employee benefits.
- \$22+ billion Assets Under Management and Administration. ${ }^{(2)}$
- Affluent and high net worth segments; advisory through Linscomb \& Williams.
- Personal and institutional trust services.
$28.8 \%{ }^{(3)}$
- Over 200 originators/production staff.
of Operating Revenue

[^3]${ }^{(2)}$ Assets under management include assets in escrow, safekeeping, custody and QSF.
${ }^{(3)}$ Excludes securities losses of $\$ 51.3$ million in 1023 fee income and when calculating the percentage of operating revenue in 1 H 23 .

## Digital \& Technology - Foundation for Growth

## 2023 Priorities

## Maintain Stability \& Security

- Fortify technology environment.
- Update equipment and consolidate infrastructure.


## Prepare for Future Growth

- New and updated digital initiatives.
- Dynamic payments platform.
- Enhance compliance and fraud systems.
- Build upon security and safety.


## Facilitate Business Goals

- Leverage customer relationships to empower technology.
- Deliver applications to serve diverse client needs.

CX / EX is the Driving Factor

- Ongoing dedication to superior customer and employee experience.


## Building for the Future



## Diverse and Experienced Executives \& Board

## Senior Executives



Dan Rollins
Chairman \& CEO


Chris Bagley
President


Hank Holmes
Chief Banking Officer


Valerie Toalson
Chief Financial Officer

## Board of Directors



Shannon Brown


Deborah Cannon


Charlotte Corley


Joe Evans


Virginia Hepner


Skipper Holliman


Warren Hood


Keith Jackson


Larry Kirk


Precious Owodunni


Alan Perry


Dan Rollins


Marc Shapiro


Tom Stanton


Kathy Waller

## Committed to ESG and Diversity



## A Better World

- Committed to sustainability and prudent governance.
- Focused on reducing our carbon footprint to protect generations to come.
- Foster a diverse and inclusive workforce that positively impacts our clients, communities and shareholders.
- Working proactively with the community and government to serve the society at large.



## Customers \& Communities

- Responsible business partner to every customer and community that we serve.
- Providing superior client service.
- Dedicated to low-to-moderate income and mass market clients offering financial education and targeted products.
- Giving back by supporting charitable events, employees volunteering their service, and through philanthropy.



## Teammates \& Culture

- Proven and experienced leadership.
- Complementary cultures with disciplined approach to risk management.
- Operation centers maintained in key geographies across footprint.
- Expanded core competencies across organizations.
- Ensure that diversity is integrated into advancement and retention.


## Vision, Mission and Values

## Vision:

Helping people, companies, and communities prosper.

## Mission:

We meet customers where they are in their financial journey, providing expert advice and a broad array of products and services to help them reach their goals. While delivering value to our shareholders, we foster a workplace where teammates thrive and communities prosper.

## Values:



Value relationships

Put customers at the center of our business

Do right by others

Embrace inclusivity

Create a great place to work

## Second Quarter 2023 Financial Highlights

## Earnings

Highlights

Balance Sheet

Credit

- Net income available to common shareholders of $\$ 111.7$ million, or $\$ 0.61$ per diluted common share, and adjusted net income available to common shareholders ${ }^{(1)}$ of $\$ 116.9$ million, or $\$ 0.64$ adjusted earnings per common share, ${ }^{(1)}$ reflecting strong growth in lending and fee businesses and lower expenses, partially offset by the impact of higher deposit costs.
- Return on average tangible common equity ${ }^{(1)}$ was $16.1 \%$ and the adjusted return on average tangible common equity ${ }^{(1)}$ was $16.8 \%$ for the quarter.
- Adjusted pre-tax pre-provision net revenue ${ }^{(1)}$ of $\$ 168.8$ million in 2 Q23, or $1.38 \%$ of average assets.
- Net organic loan growth of $\$ 1.3$ billion in 2Q23, or $16.3 \%$ annualized; YTD growth of $\$ 2.2$ billion, or $14.7 \%$ annualized.
- Total deposits declined $\$ 704.8$ million during the quarter; YTD decline of $\$ 254.9$ million or $1.3 \%$ annualized.
- Loan to deposit ratio was $84.1 \%$ and securities to total assets was $21.0 \%$, reflecting strong balance sheet liquidity.
- Short-term borrowings declined $\$ 2.2$ billion during the quarter to $\$ 3.5$ billion at June 30, 2023.
- Net charge-offs for the second quarter of 2023 were $\$ 12.7$ million, or $0.16 \%$ of average net loans and leases on an annualized basis, driven primarily by the charge down of one C\&I credit that was previously identified as impaired.
- Allowance for credit losses was stable at $1.43 \%$ of net loans and leases at June 30, 2023.
- Total non-performing assets as a percent of total assets were $0.34 \%$ at June 30, 2023, compared to $0.27 \%$ at June 30, 2022 and $0.33 \%$ at March 31, 2023.
- Total revenue of \$465.8 million in 2Q23, down $2.9 \%$ compared to the prior quarter (excluding securities gains and losses)


## Revenue and Expenses

 as net interest revenue was negatively impacted by higher funding costs, partially offset by meaningful growth in several noninterest revenue sources including record quarterly insurance revenue of $\$ 45.6$ million.- Adjusted noninterest expenses ${ }^{(1)}$ was $\$ 297.0$ million, down $\$ 8$ million or $2.6 \%$ from the prior quarter; adjusted efficiency ratio ${ }^{(1)}$ was $63.6 \%$ in 2Q23. Ongoing efficiency initiatives are projected to result in $\$ 35-\$ 40$ million in annual cost saves.
- Total shareholders' equity was stable at $\$ 4.5$ billion, and $\$ 5.6$ billion excluding AOCI. ${ }^{(1)}$

Capital

- Tier 1 capital ratio of $10.5 \%$ and total risk-based capital ratio of $12.7 \%$ as of June 30, 2023.
- No buyback of common stock during 2Q23. 2023 repurchase authorization is 10 million shares of common stock.


## Summary Financial Results

CADENCE
\$ in millions, unless otherwise indicated

|  | Three Months/Period Ended |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6/30/23 |  | 3/31/23 |  | 6/30/22 |  | QoQ | YoY |
| Net interest revenue | \$ | 333.6 | \$ | 354.3 | \$ | 324.8 | (5.8) \% | 2.7 \% |
| Provision for credit losses |  | 15.0 |  | 10.0 |  | 1.0 | 50.0 | NM |
| Noninterest revenue |  | 132.3 |  | 74.1 |  | 125.2 | 78.6 | 5.6 |
| Noninterest expense |  | 303.9 |  | 319.3 |  | 285.9 | (4.8) | 6.3 |
| Income before income taxes |  | 147.0 |  | 99.1 |  | 163.1 | 48.4 | (9.9) |
| Income tax expense |  | 32.9 |  | 22.4 |  | 36.2 | 46.8 | (8.9) |
| Net income | \$ | 114.0 | \$ | 76.6 | \$ | 127.0 | 48.8 \% | (10.2) \% |
| Less: Preferred dividends |  | 2.4 |  | 2.4 |  | 2.4 |  |  |
| Net income available to common shareholders | \$ | 111.7 | \$ | 74.3 | \$ | 124.6 | 50.4 \% | (10.4) \% |
| Plus: Non-routine items, net of tax |  | 5.2 |  | 48.6 |  | 9.6 | (89.3) | (45.7) |
| Adjusted net income available to common shareholders ${ }^{(1)}$ | \$ | 116.9 | \$ | 124.4 | \$ | 134.2 | (6.1) \% | (12.9) \% |
| Diluted earnings per share | \$ | 0.61 | \$ | 0.40 | \$ | 0.68 | 50.5 \% | (10.6) \% |
| Adjusted earnings per share ${ }^{(1)}$ | \$ | 0.64 | \$ | 0.68 | \$ | 0.73 | (6.4) | (12.8) |
| Return on average assets |  | 0.93\% |  | 0.64\% |  | 1.08\% | 45.9 \% | (13.7) \% |
| Return on average common shareholders' equity |  | 10.24\% |  | 7.12\% |  | 11.47\% | 43.9 | (10.7) |
| Adjusted return on average assets ${ }^{(1)}$ |  | 0.97\% |  | 1.06\% |  | 1.16\% | (8.0) \% | (16.0) \% |
| Adjusted return on average tangible common equity ${ }^{(1)}$ |  | 16.80\% |  | 19.10\% |  | 19.50\% | (12.0) | (13.8) |
| Adjusted pre-tax pre-provision net revenue (PPNR) ${ }^{(1)}$ | \$ | 168.8 | \$ | 174.6 | \$ | 176.7 | (3.3) \% | (4.5) \% |
| Adjusted PPNR to total average assets ${ }^{(1)}$ |  | 1.38\% |  | 1.46\% |  | 1.51\% | (5.5) | (8.6) |
| Tangible book value per share, including AOCI ${ }^{(1)}$ | \$ | 15.01 | \$ | 14.99 | \$ | 14.73 | 0.1 \% | 1.9 \% |
| Tangible book value per share, excluding AOCI ${ }^{(1)}$ | \$ | 21.37 | \$ | 20.91 | \$ | 19.87 | 2.2 \% | 7.6 \% |

## Strong Deposit Base

\$ in millions, unless otherwise indicated

|  | As of 6/30/23 |  | As of 3/31/23 |  | As of 6/30/22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance | \% of <br> Total | Balance | $\%$ of <br> Total | Balance | $\%$ of Total |
| Noninterest Bearing Demand | \$10,224 | 26.4\% | \$11,517 | 29.2\% | \$14,013 | 34.9\% |
| Interest Bearing Demand | 18,089 | 46.7\% | 18,147 | 46.1\% | 19,033 | 47.4\% |
| Savings | 2,984 | 7.7\% | 3,227 | 8.2\% | 3,736 | 9.3\% |
| Other Time | 7,406 | 19.1\% | 6,516 | 16.5\% | 3,408 | 8.5\% |
| Total Deposits (period end) | \$38,702 | 100.0\% | \$39,406 | 100.0\% | \$40,189 | 100.0\% |
| Total Cost of Deposits | 1.87\% |  | 1.28\% |  | 0.17\% |  |

## HIGHLIGHTS

- Total deposits decreased $\$ 704.8$ million to $\$ 38.7$ billion as of June 30, 2023, with the decline primarily in corporate accounts activity. Our community bank reflected outflows of approximately $\$ 130$ million. Total brokered deposits were down slightly linked-quarter to $\$ 1.8$ billion.
- Noninterest bearing deposits were $26.4 \%$ of total deposits at June 30, 2023.
- The loan to deposit ratio was $84.1 \%$, reflecting solid liquidity.
- Approximately $78 \%$ or $\$ 30.6$ billion of total deposits are housed in our Community Banking, which YTD have grown deposits $\$ 347$ million.
- As of $6 / 30 / 23$, deposits are diverse with top commercial deposit sectors including finance and insurance at $6.1 \%$ of total deposits; real estate, rental and leasing at 5.8\%; and construction at 3.7\%.
- Long-standing customer relationships:
- $40 \%$ of total deposits with $15+$ year relationships
- $12 \%$ are at $10-15$ years
- $20 \%$ are at 5-10 years.


## Diversified Loan Portfolio

## HIGHLIGHTS

- Net loans and leases increased $\$ 1.3$ billion during the second quarter, or $4.1 \%$, to $\$ 32.6$ billion. Consistent with prior quarters, the loan growth continues to be very diverse from both a loan category and geographic standpoint, including approximately $\$ 557$ million in C\&I, $\$ 268$ million CRE and $\$ 454$ million in Residential Mortgages. 2Q23 C\&I loan growth included a $\$ 350$ million, short-term accommodation related to a fully secured municipal client, which paid off after quarter end.
- Total line utilization increased slightly during the quarter, rising to $49.8 \%$ at June 30,2023 , compared to $48.1 \%$ at March 31, 2023.
- The loan portfolio mix remains well-balanced with commercial and industrial the largest segment at $43.0 \%$ of total loans, commercial real estate at $28.7 \%$ and consumer at $28.3 \%$ as of June $30,2023$.

Period Ending Loans

|  | As of 6/30/23 |  | As of 3/31/23 |  | As of 6/30/22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance | \% of Total | Balance | \% of Total | Balance | \% of Total |
| Commercial and Industrial ("C\&I") |  |  |  |  |  |  |
| Non Real Estate | \$9,636 | 29.6\% | \$9,159 | 29.3\% | \$8,526 | 30.1\% |
| Owner Occupied | 4,358 | 13.4\% | 4,278 | 13.7\% | 3,851 | 13.6\% |
| Total C\&I | 13,994 | 43.0\% | 13,438 | 43.0\% | 12,378 | 43.6\% |
| Commercial Real Estate ("CRE") |  |  |  |  |  |  |
| Construction, Acquisition and Development | 3,744 | 11.5\% | 3,703 | 11.8\% | 2,982 | 10.5\% |
| Income Producing | 5,596 | 17.2\% | 5,369 | 17.2\% | 5,054 | 17.8\% |
| Total CRE | 9,340 | 28.7\% | 9,072 | 29.0\% | 8,036 | 28.3\% |
| Consumer |  |  |  |  |  |  |
| Residential Mortgages | 8,990 | 27.6\% | 8,536 | 27.3\% | 7,663 | 27.0\% |
| Other consumer | 232 | 0.7\% | 237 | 0.8\% | 284 | 1.0\% |
| Total Consumer | 9,222 | 28.3\% | 8,773 | 28.0\% | 7,946 | 28.0\% |
| Total Loans and Leases | \$32,557 | 100.0\% | \$31,283 | 100.0\% | \$28,360 | 100.0\% |

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

| C\&I Industry Breakout | 2Q23 | $\%$ of Total C\&I | \% of Total Loans | $\Delta$ vs. 1Q23 |  | $\Delta$ vs. 2Q22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | \$ | \% | \$ | \% |
| Energy Sector | \$ 1,611 | 12\% | 5\% | \$ 40 | 3\% | \$ 177 | 12\% |
| RE, Rental \& Leasing | 1,477 | 11\% | 5\% | 58 | 4\% | 190 | 15\% |
| Restaurant | 1,098 | 8\% | 3\% | (3) | 0\% | 12 | 1\% |
| Retail | 1,059 | 8\% | 3\% | 6 | 1\% | 215 | 26\% |
| Healthcare | 893 | 6\% | 3\% | (6) | $-1 \%$ | 71 | 9\% |
| Finance and Insurance | 859 | 6\% | 3\% | 16 | 2\% | (11) | -1\% |
| Manufacturing | 851 | 6\% | 3\% | 17 | 2\% | 77 | 10\% |
| Other Services | 847 | 6\% | 3\% | 48 | 6\% | 77 | 10\% |
| Construction | 637 | 5\% | 2\% | (16) | -3\% | (57) | -8\% |
| Public Admin/Education | 603 | 4\% | 2\% | (3) | 0\% | 149 | 33\% |
| General C\&I and Other | 4,058 | 29\% | 12\% | 400 | 11\% | 716 | 21\% |
| TOTAL | \$ 13,994 | 100\% | 43\% | \$ 557 | 4\% | \$1,617 | 13\% |



## HIGHLIGHTS

- C\&I is the largest segment of the loan portfolio at $43.0 \%$ of total loans as of June 30, 2023, and increased 4.1\% during the second quarter of 2023.
- The $\$ 14.0$ billion C\&I portfolio includes $69 \%$ C\&I NonReal Estate and 31\% C\&I Owner-Occupied.
- Granular average loan balance of $\$ 443$ thousand for C\&I Non-Real Estate and \$512 thousand for C\&I OwnerOccupied.
- Texas represents our largest exposure by state, with $41 \%$ of C\&I Non-Real Estate and $38 \%$ of C\&I Owner-Occupied as of June 30, 2023.
- In the second quarter of 2023 , total C\&I charge-offs were $\$ 13.6$ million, which was partially offset by $\$ 1.4$ million in recoveries.
- C\&I Non-Real Estate NPLs to total C\&I Non-Real Estate loans of $0.75 \%$ at $6 / 30 / 23$, vs. $0.40 \%$ at $6 / 30 / 22$ and $0.72 \%$ at $3 / 31 / 23$.
- C\&I Owner-Occupied NPLs to total C\&I Owner-Occupied loans were $0.17 \%$ at $6 / 30 / 23$, compared to $0.25 \%$ at $6 / 30 / 22$ and $0.21 \%$ at $3 / 31 / 23$.
- Shared national credits represented $13.5 \%$ of total loans as of June 30, 2023, supporting our large-sized commercial customers and specialized industries.

[^4]Note: Figures may not total due to rounding.

## Commercial Real Estate (CRE)

\$ in millions, unless otherwise indicated

| CRE Industry Breakout | 2Q23 |  | $\%$ of Total CRE | $\%$ of <br> Total <br> Loans | $\Delta$ vs. 1Q23 |  | $\Delta$ vs. 2Q22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$ |  | \% | \$ | \% |
| Multifamily | \$ | 1,793 |  | 19\% | 6\% | \$ 214 | 14\% | \$ 598 | 50\% |
| Retail |  | 1,431 | 15\% | 4\% | 110 | 8\% | 145 | 11\% |
| Industrial |  | 1,039 | 11\% | 3\% | 15 | 1\% | 404 | 64\% |
| 1-4 Family |  | 991 | 11\% | 3\% | (4) | 0\% | 87 | 10\% |
| A\&D |  | 933 | 10\% | 3\% | (9) | -1\% | 20 | 2\% |
| Hotel |  | 761 | 8\% | 2\% | (5) | -1\% | 6 | 1\% |
| Office |  | 740 | 8\% | 2\% | 45 | 6\% | (8) | -1\% |
| Healthcare ${ }^{(1)}$ |  | 623 | 7\% | 2\% | 22 | 4\% | 32 | 5\% |
| Other |  | 1,031 | 11\% | 3\% | (120) | -10\% | 20 | 2\% |
| TOTAL | \$ | 9,340 | 100\% | 29\% | \$ 268 | 3\% | \$1,304 | 16\% |



## HIGHLIGHTS

- CRE was $28.7 \%$ of total loans as of June 30,2023 , and increased 3.0\% during the second quarter of 2023.
- The CRE portfolio is made up $60 \%$ or $\$ 5.6$ billion in Income Producing CRE, and $40 \%$ or $\$ 3.7$ billion of Construction, Acquisition and Development (CAD).
- The CRE portfolio is granular, with average loan balance of $\$ 595$ thousand for CAD and $\$ 1.4$ million for Income Producing CRE at June 30, 2023.
- Texas is our largest exposure by state with $50 \%$ of CAD and $36 \%$ of Income Producing CRE as of June 30, 2023.
- Weighted average LTV of total CRE was $58 \%$ at June 30, 2023.
- In the second quarter of 2023 , total CRE charge-offs were $\$ 0.1$ million, more than offset by $\$ 0.6$ million in recoveries.
- CRE NPLs to total CRE loans of $0.25 \%$ at $6 / 30 / 23$ compared to $0.14 \%$ at $6 / 30 / 22$ and $0.26 \%$ at $3 / 31 / 23$.
- The Office CRE loan segment was approximately $2.3 \%$ of total loans as of June 30, 2023, with a weighted average LTV ~51\% and average loan size $\$ 1.3$ million.


## Credit Quality

\$ in millions, unless otherwise indicated

|  | Quarter Ending |  |  |  |  | Credit Metrics ${ }^{(3)}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6/30/22 | 9/30/22 | 12/31/22 | 3/31/23 | 6/30/23 | $\square$ Provisions |  | $\square \mathrm{ACL}$ | ——ACL / Loans (\%) |  |
| Non-accrual | \$89 | \$90 | \$99 | \$161 | \$157 | \$440 | \$433 | \$440 |  |  |
| 90+days Past Due (Accruing) | \$20 | \$12 | \$2 | \$5 | \$4 | 1.55\% | 1.48\% | 1.45\% | 1.45\% | 1.43\% |
| Restructured (Accruing) ${ }^{(1)}$ | \$7 | \$16 | \$9 | - | - |  |  |  |  |  |
| Non-performing Loans (NPLs) | \$116 | \$118 | \$109 | \$166 | \$162 |  |  |  |  |  |
| Non-performing Assets (NPAs) | \$131 | \$126 | \$116 | \$171 | \$165 |  |  |  |  |  |
| NPLs / Net Loans and Leases | 0.41\% | 0.40\% | 0.36\% | 0.53\% | 0.50\% | \$1 | \$- | \$6 | \$10 | \$15 |
| NPAs / Total Assets | 0.27\% | 0.27\% | 0.24\% | 0.33\% | 0.34\% |  |  |  |  |  |
| Classified Loans ${ }^{(2)}$ | \$428 | \$480 | \$533 | \$712 | \$618 | 2Q22 | 3Q22 | 4Q22 | 1Q23 | 2Q23 |
| Classified Loans / Total Loans | 1.51\% | 1.64\% | 1.76\% | 2.28\% | 1.90\% | \$1.4 | (\$6.7) | \$5.0 | (\$1.9) | (\$12.7) |

## HIGHLIGHTS

- Credit quality remains disciplined as the increase in the provision for credit losses supported continued loan growth. Total nonperforming asset levels declined and net charge-offs for the quarter remain at low levels, despite the increase.
- Net charge-offs for the second quarter of 2023 were $\$ 12.7$ million, or $0.16 \%$ of average net loans and leases on an annualized basis, compared with net recoveries of $\$ 1.4$ million for the second quarter of 2022 and net charge-offs of $\$ 1.9$ million for the first quarter of 2023. The increase in net charge-offs during the second quarter of 2023 was driven primarily by the charge down of one C\&I credit that was previously identified as impaired.
- The provision for credit losses for the second quarter of 2023 was $\$ 15.0$ million, which included a $\$ 25.0$ million provision expense to the ACL for the quarter and a $\$ 10.0$ million provision reversal for unfunded commitments.

[^5]
## Nonaccrual Loans and Leases

\$ in millions, unless otherwise indicated

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

| Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6/30/23 |  | 3/31/23 |  | 12/31/22 |  | 9/30/22 |  | 6/30/22 |  |
| \$ | 72.6 | \$ | 65.8 | \$ | 23.9 | \$ | 23.9 | \$ | 34.2 |
|  | 7.5 |  | 9.1 |  | 7.9 |  | 8.3 |  | 9.6 |
|  | 80.1 |  | 74.9 |  | 31.9 |  | 32.2 |  | 43.8 |
|  | 4.5 |  | 1.9 |  | 3.0 |  | 1.8 |  | 2.1 |
|  | 19.2 |  | 20.6 |  | 7.3 |  | 8.6 |  | 8.8 |
|  | 23.7 |  | 22.5 |  | 10.3 |  | 10.4 |  | 10.9 |
|  | 53.2 |  | 62.7 |  | 55.9 |  | 46.7 |  | 34.2 |
|  | 0.2 |  | 0.5 |  | 0.7 |  | 0.6 |  | 0.5 |
|  | 53.4 |  | 63.3 |  | 56.6 |  | 47.3 |  | 34.7 |
| \$ | 157.2 | \$ | 160.6 | \$ | 98.7 | \$ | 89.9 | \$ | 89.4 |
|  | 0.48\% |  | 0.51\% |  | 0.33\% |  | 0.31\% |  | 0.32\% |

## HIGHLIGHTS

- Total nonaccrual loans and leases were $\$ 157.2$ million or $0.48 \%$ of total loans at June 30, 2023, compared to $\$ 89.4$ million or $0.32 \%$ at June 30, 2022, and $\$ 160.6$ million or $0.51 \%$ at March 31, 2023.
- Nonaccruals decreased $\$ 3.4$ million during the quarter, including a $\$ 9.9$ million reduction in consumer nonaccruals.
- Approximately $\$ 49$ million or $31 \%$ 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 (approximately 75\%) are fully guaranteed from a loss perspective.


## Net Interest Revenue / Net Interest Margin

NIM, Yields \& Costs


Interest Revenue \& Interest Expense


## HIGHLIGHTS

- Net interest margin was $3.03 \%$ for the second quarter of 2023 , compared with $3.06 \%$ for the second quarter of 2022 and $3.29 \%$ for the first quarter of 2023.
- The decline in net interest revenue of $\$ 20.7$ million compared to the linked quarter was primarily driven by net interest margin pressure resulting from increased funding costs including a continued mix shift out of noninterest bearing into interest bearing deposits.
- Accretion revenue related to acquired loans and leases was $\$ 5.2$ million in 2Q23, down from $\$ 10.0$ million in 1Q23, which also added 4 bp to the net interest margin for 2Q23 compared with 9 bp in 1Q23.
- Yield on net loans, loans held for sale, and leases excluding accretion, was 6.18\% for the second quarter of 2023, up 31 basis points from $5.87 \%$ for the first quarter of 2023, while yield on total interest earning assets was $5.21 \%$ for the second quarter of 2023 , up 33 basis points from $4.88 \%$ for the first quarter of 2023.
- For the second quarter of 2023 , the yield on total interest earning assets was $5.21 \%$ and total cost of interest bearing liabilities was $2.92 \%$. Interest bearing liabilities to interest earning assets was $74.6 \%$ at June 30, 2023.


## Interest Rate Sensitivity

Quarterly Loan \& Deposit Betas


Loan \& Deposit Betas (vs. Fed Effective)

|  | $\underline{\mathbf{2 Q 2 2}}$ | $\underline{\mathbf{3 Q 2 2}}$ | $\underline{\mathbf{4 Q 2 2}}$ | $\underline{\mathbf{1 Q 2 3}}$ | $\underline{\mathbf{2 Q 2 3}}$ | $\underline{\text { Cycle-to- }}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Fed Effective (average) | $\mathbf{0 . 7 6 \%}$ | $\mathbf{2 . 1 9 \%}$ | $\mathbf{3 . 6 5 \%}$ | $\mathbf{4 . 5 2 \%}$ | $\mathbf{4 . 9 9 \%}$ | $\underline{\text { date }^{(2)}}$ |
| Deposit Costs |  |  |  |  |  |  |
| Interest Bearing Deposits | $\mathbf{0 . 2 6 \%}$ | $0.53 \%$ | $1.17 \%$ | $1.86 \%$ | $2.58 \%$ |  |
| Total Deposits | $0.17 \%$ | $0.35 \%$ | $0.76 \%$ | $1.28 \%$ | $1.87 \%$ |  |
| Total Deposits (ex. brokered) | $0.17 \%$ | $0.35 \%$ | $0.76 \%$ | $1.24 \%$ | $1.69 \%$ |  |
| Deposit Beta |  |  |  |  |  |  |
| Total Interest Bearing Deposits | $\mathbf{5 \%}$ | $\mathbf{1 9 \%}$ | $\mathbf{4 4 \%}$ | $\mathbf{8 0 \%}$ | $\mathbf{1 5 3 \%}$ | $\mathbf{4 7 \%}$ |
| Total Deposits | $\mathbf{2 \%}$ | $\mathbf{1 3 \%}$ | $\mathbf{2 8 \%}$ | $\mathbf{5 9 \%}$ | $\mathbf{1 2 6 \%}$ | $\mathbf{3 5 \%}$ |
| Total Deposits (ex. Brokered) | $\mathbf{2 \%}$ | $\mathbf{1 3 \%}$ | $\mathbf{2 8 \%}$ | $\mathbf{5 6 \%}$ | $\mathbf{9 6 \%}$ | $\mathbf{3 1 \%}$ |
| Loan Yields |  |  |  |  |  |  |
| Loans (excluding accretion) | $\mathbf{4 . 1 2 \%}$ | $\mathbf{4 . 7 0 \%}$ | $5.41 \%$ | $5.87 \%$ | $6.18 \%$ |  |
| Loan Beta |  |  |  |  |  |  |
| Loans (excluding accretion) | $\mathbf{2 5 \%}$ | $\mathbf{4 1 \%}$ | $\mathbf{4 9 \%}$ | $\mathbf{5 3 \%}$ | $\mathbf{6 5 \%}$ | $\mathbf{4 4 \%}$ |

## HIGHLIGHTS

- The balance sheet is modestly asset sensitive, with approximately 20\% of loan rate structures floating (repricing within 30 days), $53 \%$ of loans with variable repricing dates and $27 \%$ fixed as of June 30, 2023.
- Inclusive of fixed rate loans, approximately $48 \%$ of total loans, or $\$ 15.8$ 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 $4.0 \%$, up $2.0 \%$ in +50 bp , and declines $3.9 \%$ 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 $44 \%$, up from the $41 \%$ cumulative beta through the prior quarter end.
- The cycle-to-date ${ }^{(2)}$ total deposit beta was $35 \%$, up from the $25 \%$ cumulative beta through the prior quarter end, reflective of the increased beta during the second quarter from pressure on funding costs and the impact of mix shift out of noninterest bearing into interest bearing deposits.

[^6]
## Loans \& Securities - Repricing and Maturity

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

| (At June 30, 2023) | Repricing Term |  |  |  |  |  |  |  |  | Rate Structure |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 mos or less | $\begin{aligned} & \text { 3-12 } \\ & \text { mos } \end{aligned}$ | $\begin{gathered} \hline 1-3 \\ \text { Years } \end{gathered}$ | $\begin{gathered} \hline 3-5 \\ \text { Years } \end{gathered}$ | $\begin{aligned} & \hline 5-10 \\ & \text { Years } \end{aligned}$ | $\begin{aligned} & \hline 10-15 \\ & \text { Years } \end{aligned}$ | Over 15 Years |  | Total | Floating Rate | Variable Rate | Fixed Rate |
| Non-real estate | \$ 7,417 | \$ 373 | \$ 518 | \$ 594 | \$ 320 | \$ 23 | \$ 391 | \$ | 9,636 | \$3,196 | \$ 4,762 | \$1,679 |
| Owner occupied | 927 | 323 | 633 | 761 | 1,019 | 673 | 22 |  | 4,358 | 448 | 2,129 | 1,781 |
| Commercial \& industrial | 8,344 | 697 | 1,151 | 1,356 | 1,339 | 696 | 412 |  | 13,994 | 3,644 | 6,891 | 3,460 |
| Construction, A\&D | 2,190 | 354 | 322 | 506 | 85 | 25 | 262 |  | 3,744 | 1,082 | 1,976 | 686 |
| Income producing | 1,953 | 462 | 1,133 | 1,361 | 583 | 87 | 17 |  | 5,596 | 740 | 3,734 | 1,123 |
| Commercial real estate | 4,143 | 816 | 1,455 | 1,867 | 668 | 112 | 279 |  | 9,340 | 1,822 | 5,710 | 1,809 |
| Residential mortgages | 1,184 | 490 | 807 | 1,182 | 2,107 | 182 | 3,038 |  | 8,990 | 984 | 4,453 | 3,553 |
| Other consumer | 136 | 8 | 42 | 42 | 5 | 0 | 0 |  | 232 | 126 | 9 | 98 |
| Total | \$13,806 | \$2,010 | \$3,457 | \$4,446 | \$4,118 | \$ 990 | \$3,730 | \$ | 32,557 | \$6,575 | \$ 17,063 | \$8,919 |
| \% of Total | 42\% | 6\% | 11\% | 14\% | 13\% | 3\% | 11\% |  | 100\% | 20\% | 53\% | 27\% |
| Weighted Average Rate | 8.00\% | 5.76\% | 4.68\% | 4.93\% | 4.25\% | 4.14\% | 3.78\% |  | 6.02\% | 8.35\% | 6.03\% | 4.29\% |

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

| (At June 30, 2023) | Maturity \& Projected Cash Flow Distribution |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 Year or less |  | 1 to 3 Years |  | 3 to 5 Years |  | 5 to 10 Years |  | Over 10 Years |  | Total |  |
| Amortized Cost | \$ | 1,360 | \$ | 2,170 | \$ | 3,159 | \$ | 3,180 | \$ | 1,656 | \$ | 11,526 |
| \% of Total |  | 12\% |  | 19\% |  | 27\% |  | 28\% |  | 14\% |  | 100\% |

${ }^{(1)}$ Based on maturity date for fixed rate loans.
${ }^{(2)}$ The amortized cost and estimated fair value of available-for-sale securities at June 30, 2023 by contractual maturity are shown. Actual maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

## Noninterest Revenue

|  | Three Months Ended |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6/30/23 | 3/31/23 | 6/30/22 | QoQ | YoY |
| Insurance commissions | \$ 45.6 | \$ 39.6 | \$ 40.0 | 15.1 \% | 14.0 \% |
| Service charges | 17.2 | 16.5 | 18.3 | 4.4 | (5.9) |
| Card and merchant | 12.6 | 11.9 | 16.6 | 6.5 | (24.0) |
| Trust | 10.1 | 10.6 | 9.1 | (4.4) | 10.5 |
| Brokerage | 10.0 | 8.8 | 10.3 | 13.3 | (3.6) |
| Mortgage banking | 6.8 | 8.4 | 6.8 | (19.2) | 0.3 |
| MSR/MSR market adjustment | 1.6 | (2.3) | 4.7 | NM | (66.3) |
| BOLI | 3.8 | 3.6 | 3.3 | 4.5 | 16.0 |
| Other | 24.6 | 28.3 | 14.7 | (13.2) | 67.0 |
| Subtotal | \$ 132.2 | \$ 125.3 | \$ 123.8 | 5.5 \% | 6.8 \% |
| Security gains (losses), net | 0.1 | (51.3) | 1.4 | NM | (95.2) |
| Total Noninterest Revenue | \$ 132.3 | \$ 74.1 | \$ 125.2 | 78.6 \% | 5.6 \% |
| \% of Total Revenue | 28.4\% | 17.3\% | 27.8\% |  |  |

2Q23 Noninterest Revenue Composition


## HIGHLIGHTS

- Noninterest revenue was $\$ 132.3$ million for the second quarter of 2023 , compared with $\$ 125.2$ million for the second quarter of 2022 and $\$ 74.1$ million for the first quarter of 2022. Excluding security gains (losses), noninterest revenue increased $\$ 6.9$ million from the first quarter of 2023 revenue driven by increases in insurance commission, card fees, and mortgage banking revenue, partially offset by lower other noninterest revenue.
- Insurance commission revenue continues to be strong at $\$ 45.6$ million for the second quarter of 2023, compared with $\$ 40.0$ million for the second quarter of 2022 and $\$ 39.6$ million for the first quarter of 2023 . The linked quarter increase of $\$ 6.0$ million was primarily in property and casualty commissions and was driven by successful client acquisition efforts as well as continued upward pressure on policy rates.
- Total assets under management was \$22.2 billion as of June 30, 2023.

Noninterest Expense
\$ in millions, unless otherwise indicated

|  | Three Months Ended |  |  | \% Change |  | Operating Leverage |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6/30/23 | 3/31/23 | 6/30/22 | QoQ | YoY |  |  |  |  |
| Salaries and employee benefits | \$ 190.9 | \$ 195.7 | \$ 182.1 | (2.5) \% | 4.8 \% | \$450 \$480 | \$474 |  | \$466 |
| Occupancy and equipment | 29.6 | 29.1 | 30.1 | 1.6 | (1.8) | \$450 |  |  |  |
| Data processing and software | 28.1 | 31.9 | 29.1 | (11.9) | (3.5) |  |  | \$428 |  |
| Deposit insurance assessments | 7.7 | 8.4 | 4.9 | (7.8) | 55.8 |  |  |  |  |
| Amortization of intangibles | 6.6 | 5.0 | 3.0 | 32.4 | 117.8 | \$320 | \$341 | \$319 |  |
| Advertising and public relations | 5.7 | 4.3 | 4.4 | 31.8 | 29.2 | \$286 \$290 |  | \$305 | \$297 |
| Professional and consulting | 5.5 | 4.4 | 3.8 | 24.9 | 46.4 |  | 9, |  |  |
| Travel and entertainment | 3.9 | 3.5 | 3.4 | 11.1 | 14.2 |  |  |  |  |
| Legal | 1.9 | 1.5 | 1.5 | 28.0 | 30.4 |  |  |  |  |
| Telecommunications | 1.5 | 1.7 | 2.0 | (10.3) | (22.3) |  |  |  |  |
| Other | 22.5 | 33.8 | 21.6 | (33.5) | 4.2 |  |  |  | 63.6\% |
| Total | \$ 303.9 | \$ 319.3 | \$ 285.9 | (4.8) \% | 6.3 \% | 60.5\% |  | \% | 63.6 |
| Merger expense ${ }^{(2)}$ | 0.1 | 5.1 | 7.3 | (97.3) | (98.1) |  |  |  |  |
| Incremental merger related expense ${ }^{(2)}$ | 1.7 | 9.0 | 6.1 | (81.4) | (72.4) | 2Q22 3Q22 | 4Q22 | 1Q23 | 2Q23 |
| Gain on extinguishment of debt | (1.1) | - | - | NM | NM | 2 22 3Q22 |  |  |  |
| Branch closing \& other expense | 6.2 | 0.2 | 0.7 | NM | NM | Total Revenue |  | - Noninteres | St Expense |
| Total adjusted expense ${ }^{(1)}$ | \$ 297.0 | \$ 305.0 | \$ 271.8 | (2.6) \% | 9.2 \% | Adjusted Expense ${ }^{(1)}$ |  | - Adjusted E | ff. Ratio ${ }^{(1)}$ |

## HIGHLIGHTS

- Noninterest expense for the second quarter of 2023 was $\$ 303.9$ million, compared with $\$ 285.9$ million for the second quarter of 2022 and $\$ 319.3$ million for the first quarter of 2023. Salaries and benefits expense declined $\$ 4.8$ million compared to the first quarter of 2023 due to a number of factors including lower payroll tax expense and retirement plan expense. Data processing and software expense declined $\$ 3.8$ million compared to the first quarter of 2023 related to vendor service terminations and contract adjustments. Branch closing and other restructuring expenses of $\$ 6.2$ million reported in second quarter of 2023, primarily associated with the 35 locations to be closed or consolidated during mid 2023.
- Adjusted noninterest expense ${ }^{(1)}$ for the second quarter of 2023 excludes $\$ 1.8$ million in total merger related expenses, $\$ 6.2$ million in branch closure and other non-routine costs, and a $\$ 1.1$ million debt extinguishment gain from our repurchase of $\$ 12$ million of our sub-debt at a discount during the quarter.

[^7]
## Adjusted Noninterest Expense ${ }^{(1)}$



## HIGHLIGHTS

- Adjusted noninterest expense ${ }^{(1)}$ for the second quarter of 2023 was $\$ 297.0$ million, compared with $\$ 271.8$ million for the second quarter of 2022 and $\$ 305.0$ million for the first quarter of 2023.
- The decline in adjusted noninterest expense ${ }^{(1)}$ compared to the linked quarter was driven primarily by a declines in salaries and employee benefits expense as well as data processing and software expense, partially offset by an increase in amortization of intangibles.
- The adjusted efficiency ratio ${ }^{(1)}$ was $63.6 \%$ for the second quarter of 2023 compared to $63.5 \%$ for the first quarter of 2023.


## Continued Execution on Efficiency

Efficiency initiatives in process expected to collectively reduce noninterest expense by approximately $\mathbf{\$ 3 5}$ to \$40 million annually. Key efficiency initiatives include:

- Branch optimization - reduction of 35 branches ( $\sim 9 \%$ ) in markets with a higher branch concentration and/or lower-performing branches. Closures / consolidations slated for early third quarter 2023.
- This branch reduction is in addition to the October 2022 closure and consolidation of 17 branches. Strong customer account retention was achieved despite physical closures while minimizing customer and community impact.
- Branch optimization creates a stronger and more efficient branch network by aggregating customers to other near-by branch locations and through continued migration to remote banking and digital channels.
- While branches remain an integral part of our customer experience, constantly evolving innovation in banking has provided customers with more choices and convenient ways to access our banking services - in person, ATM / ITM, online, mobile, and by telephone. Focus remains on elevating the customer experience through relationship banking, expanded products, services and technology.
- Early retirements and other targeted personnel efficiencies to occur throughout the remainder of 2023.
- One-time costs associated with these initiatives included $\$ 6.2$ million in the second quarter of 2023 and are expected to include $\$ 10$ to $\$ 12$ million over the remainder of 2023 , with the majority in the third quarter.


## Robust Liquidity and Capital Base



[^8]
## Capital Strength

## Cadence Bank

|  | 6/30/23 | 3/31/23 | 12/31/22 | 9/30/22 | 6/30/22 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Regulatory Capital (\$ million) | 5,006 | 4,933 | 4,862 | 4,785 | 4,684 |
| Total Risk-Weighted Assets (\$ million) | 39,432 | 38,579 | 37,964 | 37,271 | 36,062 |
| Leverage Ratio (\%) | 8.5 | 8.4 | 8.4 | 8.4 | 8.4 |
| Common Equity Tier 1 Capital Ratio (\%) | 10.1 | 10.1 | 10.2 | 10.3 | 10.3 |
| Tier 1 Ratio (\%) | 10.5 | 10.6 | 10.7 | 10.7 | 10.8 |
| Total Capital Ratio (\%) | 12.7 | 12.8 | 12.8 | 12.8 | 13.0 |
| Total Shareholders' Equity (\$B) | 4.5 | 4.5 | 4.3 | 4.2 | 4.4 |
| Tangible Common Shareholders' Equity (\$B) ${ }^{(1)}$ | 2.7 | 2.7 | 2.6 | 2.4 | 2.7 |
| Total shareholders' equity, ex. AOCI ${ }^{(1)}$ | 5.6 | 5.6 | 5.5 | 5.5 | 5.4 |
| Common shareholders' equity, ex. AOCI ${ }^{(1)}$ | 5.5 | 5.4 | 5.4 | 5.3 | 5.2 |
| Total Shares Outstanding (millions) | 182.7 | 182.7 | 182.4 | 182.4 | 182.5 |
| Book Value Per Share | \$23.65 | \$23.67 | \$22.72 | \$21.92 | \$23.41 |
| Tangible Book Value Per Share ${ }^{(1)}$ | \$15.01 | \$14.99 | \$13.99 | \$13.25 | \$14.73 |
| Tangible Book Value Per Share, ex. AOCI ${ }^{(1)}$ | \$21.37 | \$20.91 | \$20.69 | \$20.36 | \$19.87 |
| Cash Dividends Per Share | \$0.235 | \$0.235 | \$0.220 | \$0.220 | \$0.220 |

## HIGHLIGHTS

- Regulatory capital ratios remain solid including a Total Capital Ratio of $12.7 \%$ and Tier 1 Ratio of $10.5 \%$ as of June 30, 2023.
- Tangible book value per share was steady at $\$ 15.01$; and excluding AOCI, increased $2.2 \%$ during the quarter to $\$ 21.37$. AOCl declined $\$ 81.2$ million during the quarter to (\$1.2) billion at June 30, 2023.
- Quarterly cash dividend of $\$ 0.235$ per common share.
- No shares were repurchased in 2Q23. The 2023 share repurchase authorization is 10 million shares of common stock.

[^9]Appendix

## Summary Balance Sheet - Period End

## 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 | $2,991$. |
| :--- | ---: |
| Total Assets | $\$ 48,838$. |

Liabilities

| Total Deposits | $\$ 38,701.7$ | $\$ 39,406.5$ | $\$ 38,956.6$ | $\$ 39,003.9$ | $\$ 40,189.1$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Fed Funds and short-term borrowings | $3,500.2$ | $5,700.2$ | $3,300.2$ | $2,495.0$ | $1,200.0$ |
| Subordinated \& Long-term debt | 449.7 | 462.1 | 462.6 | 463.3 | 465.1 |
| Other Liabilities | $1,701.2$ | $1,633.9$ | $1,622.6$ | $1,570.5$ | $1,455.6$ |
| Total Liabilities | $\$ 44,352.8$ | $\$ 47,202.7$ | $\$ 44,342.0$ | $\$ 43,532.7$ | $\$ 43,309.8$ |
|  |  |  |  |  |  |
| Total Shareholders' Equity | $\$ 4,485.9$ | $\$ 4,490.4$ | $\$ 4,311.4$ | $\$ 4,166.9$ | $\$ 4,437.9$ |
|  |  |  |  |  |  |
| Liabilities and Shareholders' Equity | $\$ 48,838.7$ | $\$ 51,693.1$ | $\$ 48,653.4$ | $\$ 47,699.7$ | $\$ 47,747.7$ |

## Summary Income Statement

\$ in millions, unless otherwise indicated

|  | Quarter Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6/30/23 | 3/31/23 | 12/31/22 | 9/30/22 | 6/30/22 |
| Interest Revenue | \$573.4 | \$526.1 | \$473.5 | \$405.6 | \$349.6 |
| Interest Expense | 239.9 | 171.9 | 114.2 | 50.2 | 24.8 |
| Net Interest Revenue | 333.6 | 354.3 | 359.4 | 355.4 | 324.8 |
| Noninterest Income | 132.3 | 74.1 | 114.9 | 124.5 | 125.2 |
| Total Revenue | \$465.8 | \$428.3 | \$474.2 | \$479.8 | \$450.0 |
| Noninterest Expense | 303.9 | 319.3 | 340.7 | 319.7 | 285.9 |
| Provision for Credit Losses | 15.0 | 10.0 | 6.0 | - | 1.0 |
| Pre-Tax Income | \$147.0 | \$99.1 | \$127.6 | \$160.1 | \$163.1 |
| Income Tax Expense | 32.9 | 22.4 | 29.6 | 36.7 | 36.2 |
| Net Income | \$114.0 | \$76.6 | \$97.9 | \$123.4 | \$127.0 |
| Less: Preferred dividends | 2.4 | 2.4 | 2.4 | 2.4 | 2.4 |
| Net Income Available to Common | \$111.7 | \$74.3 | \$95.6 | \$121.0 | \$124.6 |
| $\underline{\text { Pre-Tax Pre-Provision Net Revenue }{ }^{(1)}}$ | \$162.0 | \$109.1 | \$133.6 | \$160.1 | \$164.1 |
| Adjusted Pre-Tax Pre-Provision Net Revenue ${ }^{(1)}$ | \$168.8 | \$174.6 | \$195.5 | \$189.8 | \$176.7 |

[^10]Note: Figures may not total due to rounding.

## Net Interest Income Dynamics

CADENCE
Bank
\$ in millions, unless otherwise indicated


[^11]
## 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 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6/30/23 |  | 3/31/23 |  | 12/31/22 |  | 9/30/22 |  | 6/30/22 |  |
| \$ | 3.5 | \$ | 3.3 | \$ | 1.8 | \$ | 1.9 | \$ | 4.0 |
|  | 5.9 |  | 6.1 |  | 5.9 |  | 5.9 |  | 6.0 |
|  | (2.6) |  | (1.1) |  | (2.3) |  | (3.1) |  | (3.3) |
|  | 6.8 |  | 8.4 |  | 5.4 |  | 4.7 |  | 6.8 |
|  | 1.6 |  | (2.3) |  | (2.8) |  | 4.3 |  | 4.7 |
| \$ | 8.4 | \$ | 6.1 | \$ | 2.6 | \$ | 9.1 | \$ | 11.4 |
| \$ | 848.9 | \$ | 454.2 | \$ | 554.5 | \$ | 769.9 | \$ | 913.0 |
|  | 783.9 |  | 401.4 |  | 475.0 |  | 661.0 |  | 776.0 |
|  | 149.6 |  | 115.1 |  | 163.9 |  | 285.6 |  | 361.1 |
|  | 2.34\% |  | 2.91\% |  | 1.09\% |  | 0.67\% |  | 1.12\% |
| \$ | 220.4 | \$ | 115.6 | \$ | 85.4 | \$ | 166.0 | \$ | 253.0 |
|  | 201 |  | 206 |  | 207 |  | 210 |  | 206 |
| \$ | 34.3 | \$ | 28.2 | \$ | 24.7 | \$ | 30.0 | \$ | 29.2 |
|  | 7.8 |  | 8.0 |  | 7.2 |  | 7.3 |  | 7.9 |
|  | 0.7 |  | 0.7 |  | 0.9 |  | 0.7 |  | 0.7 |
|  | 2.8 |  | 2.7 |  | 2.0 |  | 1.9 |  | 2.2 |
| \$ | 45.6 | \$ | 39.6 | \$ | 34.7 | \$ | 39.9 | \$ | 40.0 |

## Loan Portfolio by Credit Grades

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
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

| Pass |  | Special <br> Mention |  | Substandard |  | Impaired |  | Purchased Credit Deteriorated (Loss) |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | \$ | 274 | \$ | 544 | \$ | 48 | \$ | 26 | \$ | 32,557 |


| March 31, 2023 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 8,745 | \$ 107 | \$ 280 | \$ 23 | \$ 4 | \$ 9,159 |
| 4,201 | 12 | 60 | 4 | 2 | 4,278 |
| 12,946 | 119 | 340 | 27 | 6 | 13,438 |
| 3,657 | 27 | 19 | - | - | 3,703 |
| 5,191 | 37 | 117 | 5 | 19 | 5,369 |
| 8,848 | 64 | 136 | 5 | 19 | 9,072 |
| 8,361 | - | 173 | - | 2 | 8,536 |
| 233 | - | 4 | - | - | 237 |
| 8,594 | - | 178 | - | 2 | 8,773 |


|  | 30,388 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |

## Allowance for Credit Losses

## 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 recoveries (charge-offs)

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
(Release) provision for credit losses for unfunded commitments Balance, end of period

| Quarter Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6/30/23 |  | 3/31/23 |  | 12/31/22 |  | 9/30/22 |  | 6/30/22 |  |
| \$ | 454 | \$ | 440 | \$ | 433 | \$ | 440 | \$ | 439 |
|  | (14) |  | (3) |  | (2) |  | (12) |  | (2) |
|  | (0) |  | (2) |  | (0) |  | (1) |  | (0) |
|  | (2) |  | (2) |  | (3) |  | (3) |  | (2) |
|  | (16) |  | (7) |  | (5) |  | (15) |  | (4) |
|  | 1 |  | 3 |  | 6 |  | 4 |  | 3 |
|  | 1 |  | 1 |  | 3 |  | 4 |  | 1 |
|  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |
|  | 3 |  | 5 |  | 10 |  | 9 |  | 6 |
|  | (13) |  | (2) |  | 5 |  | (7) |  | 1 |
|  | - |  | 0 |  | - |  | - |  | - |
|  | 25 |  | 15 |  | 2 |  | - |  | - |
| \$ | 466 | \$ | 454 | \$ | 440 | \$ | 433 | \$ | 440 |
| \$ | 24 | \$ | 29 | \$ | 25 | \$ | 25 | \$ | 24 |
|  | (10) |  | (5) |  | 4 |  | 0 |  | 1 |
| \$ | 14 | \$ | 24 | \$ | 29 | \$ | 25 | \$ | 25 |

## Non-GAAP Reconciliation

Net Income
Plus: Merger Expense ${ }^{(1)}$
Incremental Merger Related Expense ${ }^{(1)}$ Gain on extinguishment of debt Branch Closing \& Other Expense Pension Settlement Expense

Less: Security Gains (Losses)
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 Losse
Merger Expense ${ }^{(1)}$
Incremental Merger Related Expense ${ }^{(1)}$
Gain on extinguishment of debt
Branch Closing \& Other Expense
Pension Settlement Expense
Income Tax Expense
Less: Security Gains (Losses)
Adjusted Pre-tax Pre-provision Net Revenue
Total Noninterest Expense
Less: Merger Expense ${ }^{(1)}$
Incremental Merger Related Expense ${ }^{(1)}$
Gain on extinguishment of debt
Branch Closing \& Other Expense
Pension Settlement Expense

## Total Adjusted Expense

| 6/30/23 |  | 3/31/23 |  | 12/31/22 |  | 9/30/22 |  | 6/30/22 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 114 | \$ | 77 | \$ | 98 | \$ | 123 | \$ | 127 |
|  | 0 |  | 5 |  | 20 |  | 20 |  | 7 |
|  | 2 |  | 9 |  | 33 |  | 7 |  | 6 |
|  | (1) |  | - |  | - |  | - |  | - |
|  | 6 |  | 0 |  | 2 |  | 0 |  | 1 |
|  | - |  | - |  | 6 |  | 3 |  | - |
|  | 0 |  | (51) |  | (1) |  | (0) |  | 1 |
|  | 2 |  | 15 |  | 15 |  | 7 |  | 3 |
| \$ | 119 | \$ | 127 | \$ | 145 | \$ | 146 | \$ | 137 |
|  | 2 |  | 2 |  | 2 |  | 2 |  | 2 |
| \$ | 117 | \$ | 124 | \$ | 143 | \$ | 144 | \$ | 134 |
| \$ | 114 | \$ | 77 | \$ | 98 | \$ | 123 | \$ | 127 |
|  | 15 |  | 10 |  | 6 |  | - |  | 1 |
|  | 33 |  | 22 |  | 30 |  | 37 |  | 36 |
| \$ | 162 | \$ | 109 | \$ | 134 | \$ | 160 | \$ | 164 |
|  | 114 | \$ | 77 | \$ | 98 | \$ | 123 | \$ | 127 |
|  | 15 |  | 10 |  | 6 |  | - |  | 1 |
|  | 0 |  | 5 |  | 20 |  | 20 |  | 7 |
|  | 2 |  | 9 |  | 33 |  | 7 |  | 6 |
|  | (1) |  | - |  | - |  | - |  |  |
|  | 6 |  | 0 |  | 2 |  | 0 |  | 1 |
|  | - |  | - |  | 6 |  | , |  | - |
|  | 33 |  | 22 |  | 30 |  | 37 |  | 36 |
|  | 0 |  | (51) |  | (1) |  | (0) |  | 1 |
| \$ | 169 | \$ | 175 | \$ | 196 | \$ | 190 | \$ | 177 |
| \$ | 304 | \$ | 319 | \$ | 341 | \$ | 320 | \$ | 286 |
|  | 0 |  | 5 |  | 20 |  | 20 |  | 7 |
|  | 2 |  | 9 |  | 33 |  | 7 |  | 6 |
|  | (1) |  | - |  | - |  | - |  | - |
|  | 6 |  | 0 |  | 2 |  | 0 |  | 1 |
|  | - |  | - |  | 6 |  | 3 |  | - |
| \$ | 297 | \$ | 305 | \$ | 279 | \$ | 290 | \$ | 272 |

${ }^{(1)}$ Merger expenses represent costs to complete the merger with no future benefit, while incremental merger related expenses represent costs to complete the merger for which the entity receives a future benefit.

## Non-GAAP Reconciliation, continued

Total Assets
Less: Goodwill
Other Identifiable Intangible Assets
Total tangible assets
Less: Accumulated other comprehensive loss
Total tangible assets, excluding AOCI
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)

|  |  |  |  |  | Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 6/30/23 |  | 3/31/23 |  | 12/31/22 |  | 9/30/22 |  | 6/30/22 |  |
| \$ | 48,839 | \$ | 51,693 | \$ | 48,653 | \$ | 47,700 | \$ | 47,748 |
|  | 1,459 |  | 1,459 |  | 1,459 |  | 1,450 |  | 1,444 |
|  | 119 |  | 126 |  | 133 |  | 133 |  | 138 |
| \$ | 47,260 | \$ | 50,108 | \$ | 47,062 | \$ | 46,117 | \$ | 46,165 |
|  | $(1,163)$ |  | $(1,082)$ |  | $(1,223)$ |  | $(1,298)$ |  | (936) |
| \$ | 48,423 | \$ | 51,190 | \$ | 48,284 | \$ | 47,415 | \$ | 47,101 |
| \$ | 4,486 | \$ | 4,490 | \$ | 4,311 | \$ | 4,167 | \$ | 4,438 |
|  | $(1,163)$ |  | $(1,082)$ |  | $(1,223)$ |  | $(1,298)$ |  | (936) |
| \$ | 5,649 | \$ | 5,572 | \$ | 5,534 | \$ | 5,465 | \$ | 5,374 |
| \$ | 4,486 | \$ | 4,490 | \$ | 4,311 | \$ | 4,167 | \$ | 4,438 |
|  | 167 |  | 167 |  | 167 |  | 167 |  | 167 |
|  | $(1,163)$ |  | $(1,082)$ |  | $(1,223)$ |  | $(1,298)$ |  | (936) |
| \$ | 5,482 | \$ | 5,405 | \$ | 5,367 | \$ | 5,298 | \$ | 5,207 |
| \$ | 4,539 | \$ | 4,396 | \$ | 4,216 | \$ | 4,507 | \$ | 4,523 |
|  | 1,459 |  | 1,459 |  | 1,457 |  | 1,444 |  | 1,407 |
|  | 123 |  | 129 |  | 132 |  | 136 |  | 189 |
|  | 167 |  | 167 |  | 167 |  | 167 |  | 167 |
| \$ | 2,790 | \$ | 2,641 | \$ | 2,459 | \$ | 2,759 | \$ | 2,760 |
| \$ | 4,486 | \$ | 4,490 | \$ | 4,311 | \$ | 4,167 | \$ | 4,438 |
|  | 1,459 |  | 1,459 |  | 1,459 |  | 1,450 |  | 1,444 |
|  | 119 |  | 126 |  | 133 |  | 133 |  | 138 |
|  | 167 |  | 167 |  | 167 |  | 167 |  | 167 |
| \$ | 2,740 | \$ | 2,738 | \$ | 2,553 | \$ | 2,417 | \$ | 2,688 |
|  | $(1,163)$ |  | $(1,082)$ |  | $(1,223)$ |  | $(1,298)$ |  | (936) |
| \$ | 3,904 | \$ | 3,820 | \$ | 3,775 | \$ | 3,715 | \$ | 3,625 |
| \$ | 49,067 | \$ | 48,652 | \$ | 47,790 | \$ | 47,596 | \$ | 47,065 |
|  | 182.6 |  | 182.7 |  | 182.4 |  | 182.4 |  | 182.5 |
|  | 183.6 |  | 183.9 |  | 183.8 |  | 183.3 |  | 183.7 |

${ }^{(1)}$ Average balances

## 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 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 6/30/23 | 3/31/23 | 12/31/22 | 9/30/22 | 6/30/22 |
| 5.80\% | 5.46\% | 5.42\% | 5.24\% | 5.82\% |
| 8.06\% | 7.46\% | 7.82\% | 7.84\% | 7.70\% |
| 16.05\% | 11.40\% | 15.42\% | 17.40\% | 18.11\% |
| 16.80\% | 19.10\% | 23.04\% | 20.66\% | 19.50\% |
| 0.97\% | 1.06\% | 1.21\% | 1.22\% | 1.16\% |
| 10.72\% | 11.93\% | 14.00\% | 13.13\% | 12.36\% |
| 1.32\% | 0.91\% | 1.11\% | 1.33\% | 1.40\% |
| 1.38\% | 1.46\% | 1.62\% | 1.58\% | 1.51\% |
| \$ 15.01 | \$ 14.99 | \$ 13.99 | \$ 13.25 | \$ 14.73 |
| \$ 21.37 | \$ 20.91 | \$ 20.69 | \$ 20.36 | \$ 19.87 |
| \$ 0.64 | \$ 0.68 | \$ 0.78 | \$ 0.78 | \$ 0.73 |
| 36.72\% | 34.56\% | 28.21\% | 28.21\% | 30.14\% |

## 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 <br> LISTED <br> 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]:    ${ }^{11}$ Rank as of June 30, 2022, FDIC summary of deposit data.
    ${ }^{(2)}$ Deposits are insured up to at least $\$ 250,000$ per depositor, per FDIC-insured bank, per ownership category.
    ${ }^{(3)}$ Source: S\&P Capital IQ U.S. Market Demographic data as of August 2, 2023.

[^1]:    Source: Bureau of Economic Analysis, Bureau of Labor Statistics, United States Census Bureau.
    ${ }^{(1)}$ Includes Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, Missouri, Tennessee and Texas

[^2]:    Source: Bureau of Labor Statistics, CBRE, Cushman Wakefield, Greater Houston Partnership, US Census Bureau

[^3]:    ${ }^{(1)}$ Business Insurance rankings based on 2022 brokerage revenue generated by U.S.-based clients.

[^4]:    (1) Percentages represent the \% of C\&l loans.

[^5]:    ${ }^{11}$ ) 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 June 30,2023 balance of $\$ 13.6$ million.

[^6]:    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 June 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.

[^7]:    ${ }^{(1)}$ 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.

[^8]:    ${ }^{(1)}$ Unpledged Securities includes unpledged securities held at the Federal Reserve and other safekeeping providers
    ${ }^{(2)}$ Total Secured Line Availability includes both FHLB and Federal Reserve availability (including the Bank Term Funding Program).

[^9]:    ${ }^{(1)}$ Considered a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix.

[^10]:    ${ }^{(1)}$ Considered a non-GAAP financial measure. See "Non-GAAP Measures and Ratio Reconciliation" in the appendix.

[^11]:    Note: Figures may not total due to rounding.

