

### **Safe Harbor Statement**

The numbers as of and for the quarter ended March 31, 2023 are unaudited. This communication contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 regarding the financial condition, results of operations, business plans and the future performance of Independent Bank Group, Inc. ("IBTX"). Words such as "anticipates," "believes," "estimates," "expects," "forecasts," "intends," "plans," "projects," "could," "may," "should," "will" or other similar words and expressions are intended to identify these forward-looking statements. These forward-looking statements are based on IBTX's current expectations and assumptions regarding IBTX's business, the economy, and other future conditions. Because forward-looking statements relate to future results and occurrences, they are subject to inherent uncertainties, assumptions, risks, and changes in circumstances that are difficult to predict. Many possible events or factors could materialize or IBTX's underlying assumptions could prove incorrect and affect IBTX's future financial results and performance and could cause actual results or performance to differ materially from anticipated results or performance. Such risks and uncertainties include, among others, risks relating to the coronavirus (COVID-19) pandemic and its effect on U.S. and world financial markets, potential regulatory actions, changes in consumer behaviors and impacts on and modifications to the operations and business of IBTX relating thereto, and the business, economic and political conditions in the markets in which IBTX operates. Except to the extent required by applicable law or regulation, IBTX disclaims any obligation to update such factors or to publicly announce the results of any revisions to any of the forward-looking statements included herein to reflect future events or developments. Further information regarding IBTX and factors which could affect the forward-looking statements contained herein can be found in IBTX's Annual Report on Form 10-K for the fiscal year ended December 31, 2022, Quarterly Report on Form 10-Q for the period ended March 31, 2023 and its other filings with the Securities and Exchange Commission.



# **Safe Harbor Statement (cont.)**

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

In addition to results presented in accordance with GAAP, this presentation contains certain non-GAAP financial measures. These measures and ratios include "adjusted net income," "tangible book value," "tangible book value per common share," "adjusted efficiency ratio," "tangible common equity to tangible assets," "return on tangible common equity," "adjusted return on average assets," "adjusted return on average common equity," "adjusted return on tangible common equity," "adjusted earnings per share," "adjusted diluted earnings per share," "adjusted net interest margin," "adjusted net interest income," "adjusted noninterest expenses" and "adjusted noninterest income" and are supplemental measures that are not required by, or are not presented in accordance with, accounting principles generally accepted in the United States.

We believe that these measures provide useful information to management and investors that is supplementary to our financial condition, results of operations and cash flows computed in accordance with GAAP; however we acknowledge that our financial measures have a number of limitations relative to GAAP financial measures. Certain non-GAAP financial measures exclude items of income, expenditures, expenses, assets, or liabilities, including provisions for credit losses and the effect of goodwill, other intangible assets and income from accretion on acquired loans arising from purchase accounting adjustments, that we believe cause certain aspects of our results of operations or financial condition to be not indicative of our primary operating results. All of these items significantly impact our financial statements. Additionally, the items that we exclude in our adjustments are not necessarily consistent with the items that our peers may exclude from their results of operations and key financial measures and therefore may limit the comparability of similarly named financial measures and ratios. We compensate for these limitations by providing the equivalent GAAP measures whenever we present the non-GAAP financial measures and by including a reconciliation of the impact of the components adjusted for in the non-GAAP financial measure so that both measures and the individual components may be considered when analyzing our performance.

A reconciliation of our non-GAAP financial measures to the comparable GAAP financial measures is included at the end of this presentation.

## **Overview**

- Community bank holding company with \$18.8 billion in assets and 92 financial centers across Texas and Colorado.
- Innately conservative credit culture with a demonstrated history of maintaining resilient asset quality through previous downturns.
- Highly granular loan portfolio with a small average credit size and low hold limits.
- Loan growth driven by regional community banking: loans made to relationship borrowers across our footprint in Texas and Colorado.
- Large insider ownership aligns shareholder interests with day-to-day management and decision-making.
- Disciplined growth both organically and through strategic acquisitions.

#### **Company Snapshot**

# Denver, CO **INDEPENDENT** BANK GROUP 92 **HEADQUARTERS BRANCHES** McKinney, TX 1,502 **EMPLOYEES FOUNDED IN** 1988 INDEPENDENT FINANCIAL

#### Independent Bank Group, Inc. NASDAQ: IBTX

#### **Financial Highlights**

as of and for the Quarter Ended March 31, 2023

Balance Sheet Highlights (\$ millions)	
Total Assets	\$ 18,798
Loans Held for Investment, Excluding Mortgage Warehouse <sup>1</sup>	13,606
Mortgage Warehouse Loans	401
Total Deposits	14,056
Total Stockholders' Equity	2,351
Profitability Metrics <sup>2</sup>	
Adjusted EPS	\$ 1.07
Adjusted ROAA	0.98 %
Adjusted ROTCE	13.49
Adjusted Efficiency Ratio	58.17
Asset Quality Metrics <sup>3</sup>	
NPAs / Assets	0.32 %
NPLs / Loans Held for Investment	0.27
NCOs (Annualized)	0.04
Capital Ratios	
Tier 1 Capital / RWA	10.05 %
Total Capital / RWA	11.88
TCE / Tangible Assets	7.31
Tier 1 Capital / Avg. Assets	9.01

<sup>&</sup>lt;sup>1</sup>LHFI includes SBA PPP loans of \$3,542 at March 31, 2023.

<sup>&</sup>lt;sup>2</sup>Adjusted (non-GAAP) metrics. See Appendix for reconciliation to the closest applicable GAAP metrics. <sup>3</sup>Nonperforming assets, which consist of nonperforming loans, OREO and other repossessed assets, totaled \$60,115. Nonperforming loans, which consist of nonaccrual loans and loans delinquent 90 days and still accruing interest totaled \$37,301.

## **Experienced Leadership Team**

David R. Brooks Chairman & CEO

**Founder** – led the investor group that acquired Independent Bank in 1988.

Paul B. Langdale Chief Financial Officer

14 years in financial services; 5 years at the company.

Daniel W. Brooks Vice Chairman

41 years in financial services; 35 years at the company.

Michael B. Hobbs President & Chief Operating Officer

29 years in financial services; Joined the company in 2019 with the acquisition of Guaranty Bank & Trust, where he served as President.

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James P. Tippit Corporate Responsibility

18 years in financial services; 12 years at the company.

John G. Turpen Chief Risk Officer

22 years in financial services; 2 years at the Company

## **Strong, Diverse Markets**

#### Dallas/Ft. Worth - North Texas 40 Branches

Our company was founded in North Texas in 1988, and we have since built a large presence in the Dallas/Fort Worth MSA – one of the fastest-growing MSAs in the country, and one of the strongest markets in Texas. Dallas/Fort Worth boasts a diverse economy that has benefited from a continued boom of corporate relocation activity to business-friendly Texas.

#### **Denver – Colorado Front Range 31 Branches**

The Colorado Front Range is one of the strongest and fastest-growing areas of the country. In the 2019 U.S. News & World Report ranking of the best places to live in the United States, Denver came in at No. 2, and Colorado Springs came in at No. 3. The confluence of a diverse economy and strong quality of life indicators has drawn a deep talent pool that helps position the Colorado Front Range for continued growth.

#### Austin - Central Texas 8 Branches

This market includes the tech hub of Austin, Texas, which U.S. News & World Report rated the No. 1 best place to live in the United States in its 2019 ranking. The market boasts a growing wave of corporate expansions by tech firms into the Austin market, as well as a thriving public sector presence.

#### **Greater Houston 13** Branches

The Greater Houston MSA serves for a regional center for international trade, energy and manufacturing. The city is regularly ranked as one of the most diverse cities in the United States, and is the home to numerous universities as well as a thriving medical industry.

INDEPENDENT BANK GROUP

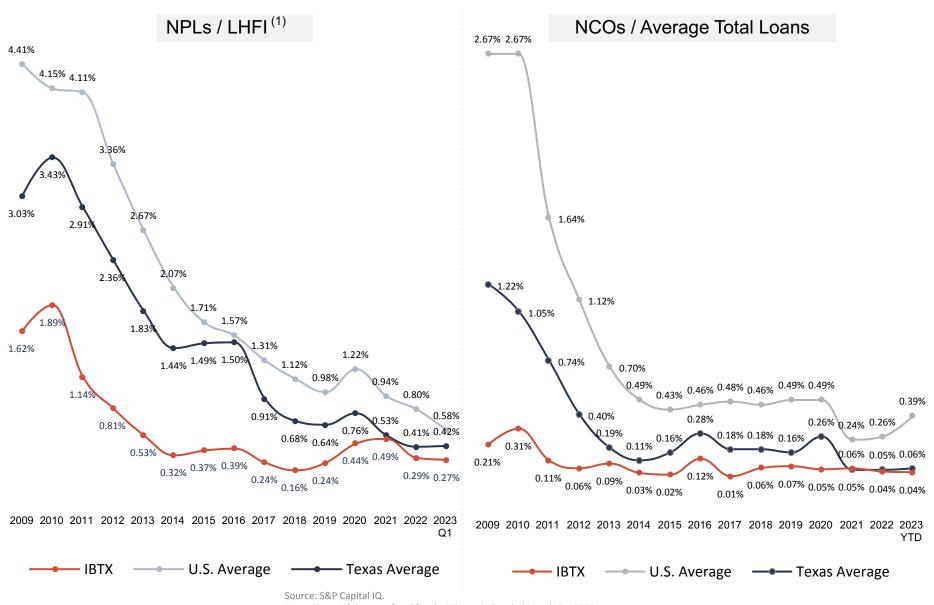
#### **Demonstrated Record of Healthy Growth**

### **Growth in Total Assets** (\$ in millions)

\$18,798 \$18,733 CAGR Since 2013 (Organic): 27.4% \$18,258 CAGR Since 2013 (Total): 26.3% \$17,753 - Established history of growing assets both organically and through strategic acquisitions. \$14,958 Demonstrated expertise in integrating M&A transactions, adding \$9.7 billion in acquired assets since our IPO. Track record of building scalable platforms for future growth. Entered Colorado \$9,850 Market \$8,684 Entered Houston \$5,853 Market \$5,055 \$4,133 \$2,164 2013 2014 2015 2016 2017 2021 2022 2018 2019 2020 Q1 2023 IPO Date: April 3, 2013 Assets Acquired in Fiscal Year



## **Historically Strong Credit Culture**

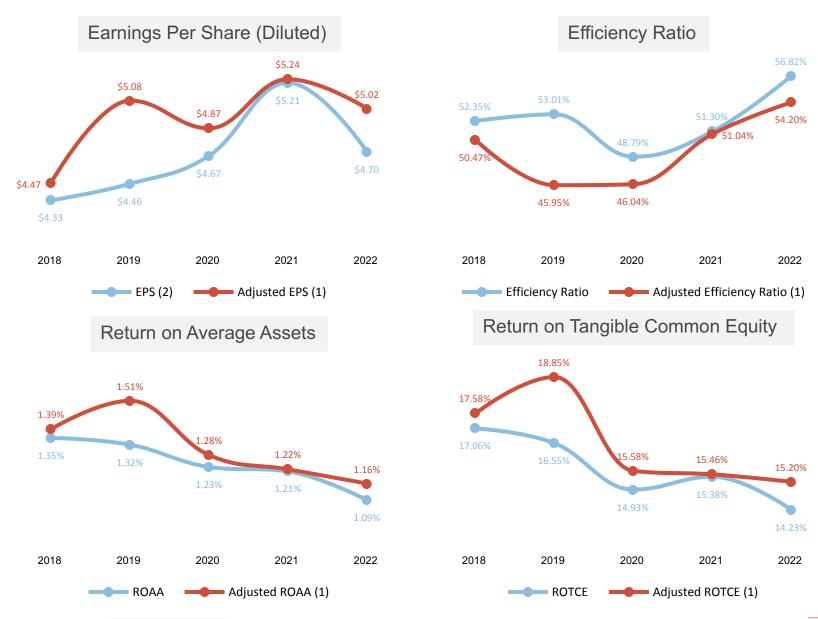


Note: Financial data as of and for the YTD period ended March 31, 2023.



<sup>(1)</sup> LHFI excludes mortgage warehouse purchase loans.

## **Focus on Performance and Results**

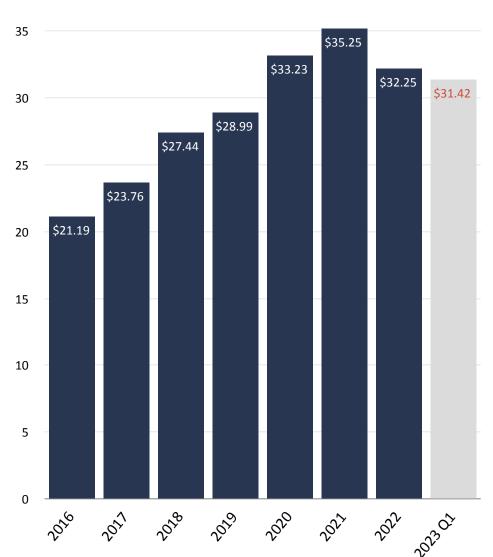






## **Delivering Shareholder Value**

# Tangible Book Value Per Share<sup>1</sup> (\$)



We have focused on growing tangible book value per share since our IPO. Recently, tangible book value has been impacted by AOCI, stock repurchases, and litigation settlement expense.

We have **returned capital to our shareholders** through our quarterly dividend and by repurchasing our company's common stock.

Our **significant insider ownership** helps ensure that shareholder interests are well-represented both at the board table and on a day-to-day basis inside the company.

#### **Annual Dividend Per Share**







# **2023 Q1 Balance Sheet Details**

#### **Loan Portfolio Overview** LOAN COMPOSITION (3/31/2023) As of March 31, 2023: **Construction & Development \$13,606** Million 8.4% **Agricultural** LHFI1 0.9% **\$401** Million **Owner Occupied** C&I **Mortgage Warehouse** 15.5% CRE 22.5% 0.27% **NPLs/LHFI** 0.04% Consumer NCOs/Avg. Total Loans 0.6% 2023 Q1 Annualized Non-Owner 1-4 Family Occupied CRE CRE Construction 56.7% 77.5% 393.69% 3.5% Allowance/NPLs 1-4 Family <sup>1</sup>LHFI excludes mortgage warehouse purchase loans. 11.6% Mortgage North Warehouse **Texas** Colorado 2.8% 37.5% 24.6% **LOANS BY REGION** (3/31/2023)



5.36%

2023 YTD Loan Yield

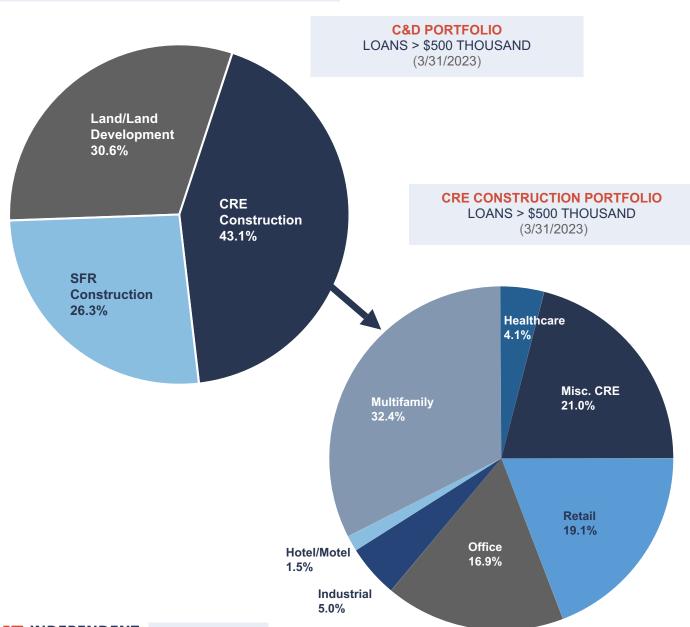
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Houston

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24.8%

# **Construction & Development**



As of March 31, 2023:

\$1.7 Billion

**C&D Portfolio Size** 

82%

C&D / Bank Regulatory Capital

96.0%

Loans in IBTX Markets<sup>1</sup>

(Texas and Colorado)

**\$2.0** Million

Average Loan Size<sup>1</sup>

695

C&D Loans<sup>1</sup>

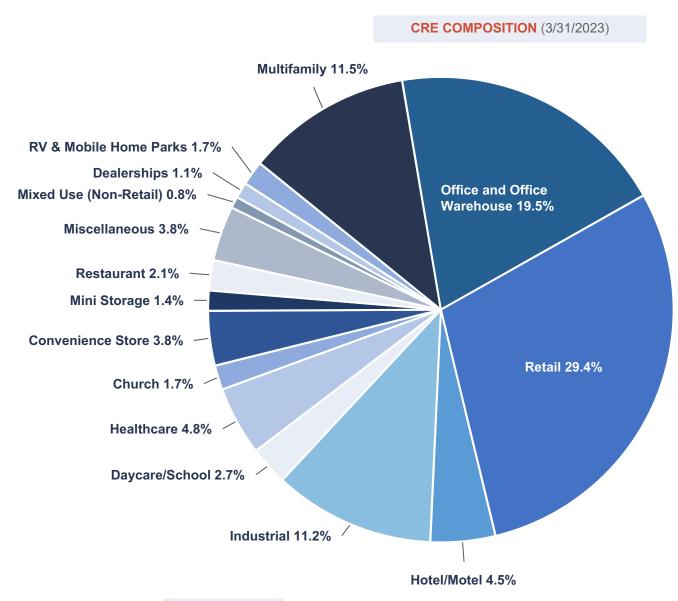
33.2%

Owner Occupied C&D Loans<sup>1</sup>

<sup>1</sup>Loans > \$500 thousand



### **Commercial Real Estate**



As of March 31, 2023:

\$8.0 Billion CRE Loans

\$32.6 Million

Largest CRE Loan Size

\$1.6 Million

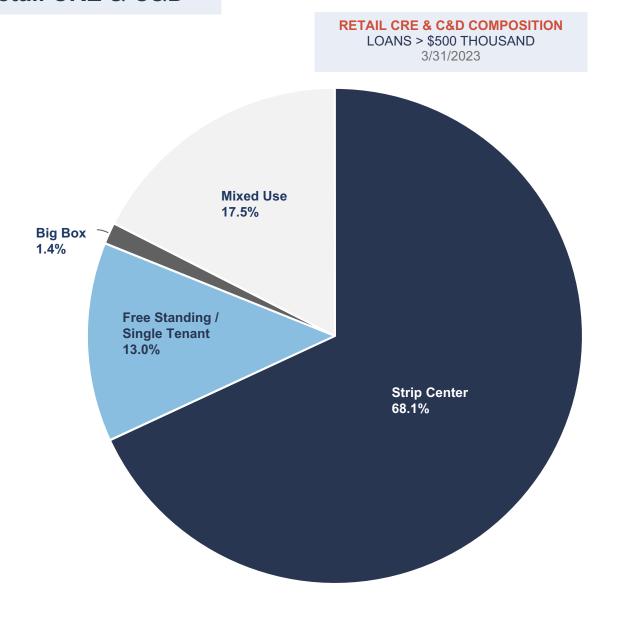
Average CRE Loan Size

22.5%
Owner Occupied

14



## Retail CRE & C&D



As of March 31, 2023:

\$2.5 Billion

**Retail Loan Portfolio Size** 

**\$31.8** Million

**Largest Retail Loan** 

1,057

**Total Retail Loans** 

89.9%

**Loans in IBTX Markets** 

(Texas and Colorado)

**\$2.3** Million

**Average Loan Size** 

133

Number of Loans >\$5MM

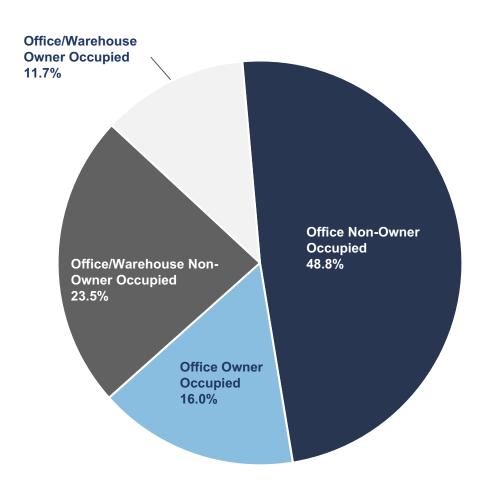
**\$10.0** Million

Avg. Size of Loans >\$5MM



## Office CRE & C&D

OFFICE CRE & C&D COMPOSITION 3/31/2023



As of March 31, 2023:

\$1.7 Billion
Total Office CRE

\$25.8 Million

Largest Office Loan

\$1.2 Million

Average Loan Size

27.7%

**Owner Occupied** 

35.2%

Office/Warehouse



### **Hotel & Motel**

We maintain a granular book of hotel loans in our markets, the majority of which are branded, limited/select service properties in our core markets across Texas and Colorado.

As of March 31, 2023:

**\$368.3** Million

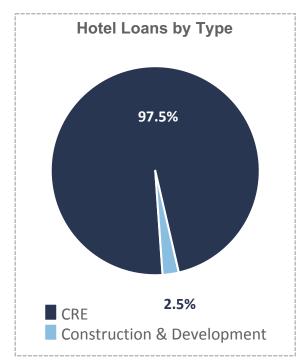
**Hotel & Motel Loan Portfolio Size** 

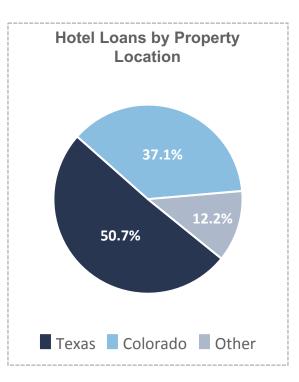
\$5.1 Million

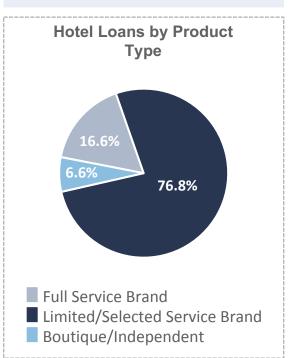
**Average Loan Size** 

50.1%

**Average LTV** 



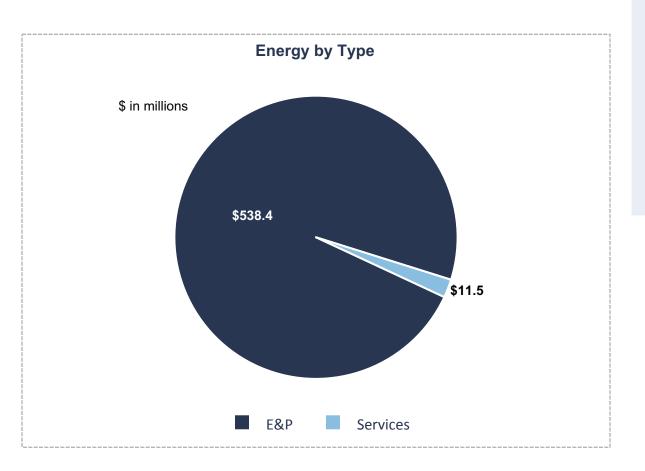






# **Energy Lending**

Energy assets are well-diversified by basin across the United States.



As of March 31, 2023:

**\$549.9** Million

**Size of Energy Portfolio** 

97.9% / 2.1%

**E&P Loans / Services Loans** 

5.6%

**Energy Reserve / Energy Loans** 

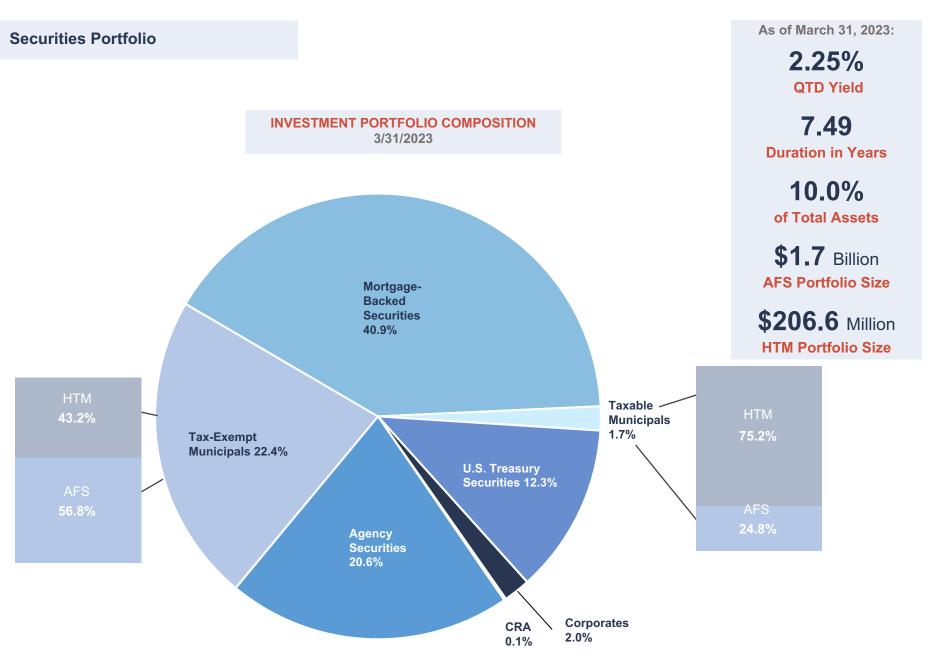
4.0%

**Energy Loans / Total LHFI** 

# **Provision & Charge-offs**



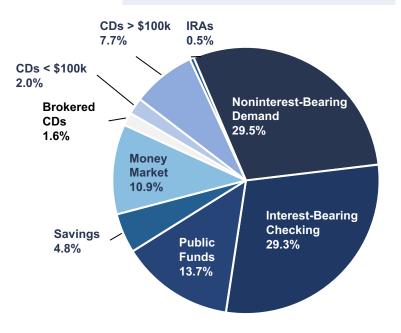






## **Deposit Mix, Uninsured Deposits & Pricing**



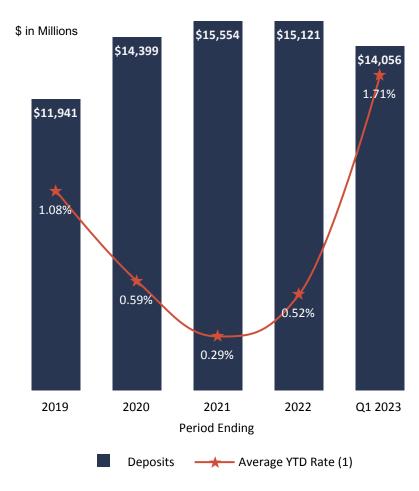


# UNINSURED DEPOSITS 3/31/2023

(\$ in Millions)	Total	Ratio <sup>(1)</sup>
Uninsured Deposits	\$ 6,974	49.6 %
Adjusted Uninsured Deposits (2)	5,257	37.4

<sup>(1)</sup> Calculated as a % of total deposits

# DEPOSIT GROWTH VS. AVERAGE RATE



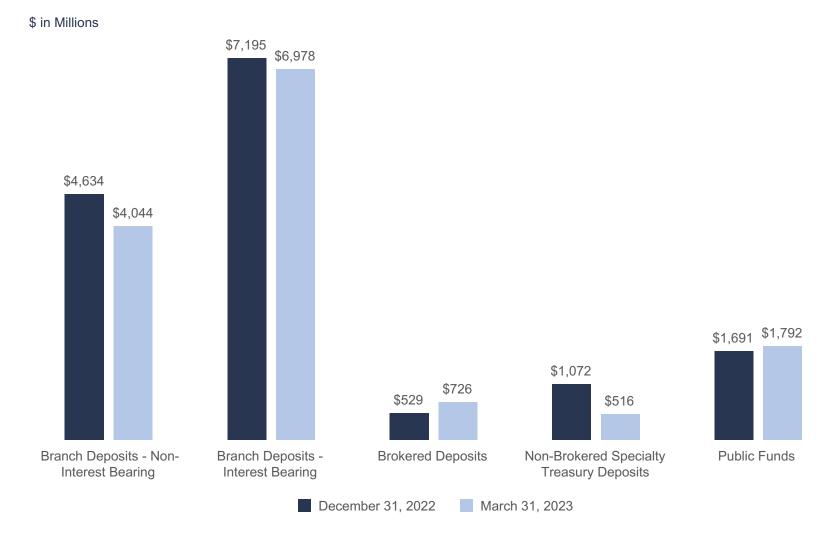
2023 YTD Average Rate for Interest-bearing deposits: 2.43% Total cost of deposits QTD<sup>(1)</sup> Q1 2023: 1.71%



<sup>&</sup>lt;sup>(2)</sup> Excludes \$1,717MM of fully collateralized preferred deposits in the public funds portfolio

<sup>(1)</sup> Average rate for total deposits

#### **Deposit Funding Vertical Trends**

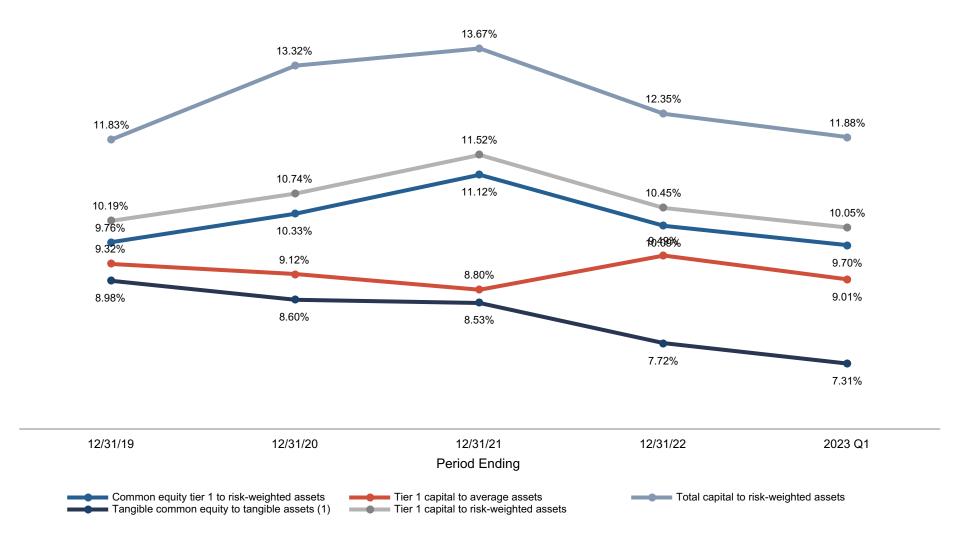




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# **Consolidated Capital**







# 2023 Q1 Results

## 2023 Q1 Results

## **Highlights**

- Resilient credit quality with nonperforming assets of 0.32% of total assets and net charge-offs of 0.04% annualized
- Strong liquidity, with cash and available for sale securities representing approximately 14.5% of assets at March 31, 2023, and with the ability to access considerable sources of contingent liquidity
- Maintained expense discipline with adjusted (non-GAAP) noninterest expense of \$84.9 million with total reported noninterest expense of \$189.4 million
- Redeemed \$30 million of the Company's subordinated debentures
- Capital remains strong, with ratios well above the standards to be considered well-capitalized under regulatory requirements, with an estimated total capital ratio of 11.85%, leverage ratio of 9.01%, and (non-GAAP) tangible common equity (TCE) ratio of 7.31%

GAAP

\$(0.91)

**EPS** 

**\$(37.5)** Million

Net Income

(0.83)%

Return on Average Assets

(6.39)%

Return on Average Equity

11.85%

**Total Capital Ratio** 

9.01%

Leverage Ratio

Non-GAAP<sup>1</sup>

\$1.07

Adj. EPS

**\$44.1** Million

Adj. Net Income

0.98%

Adj. Return on Average Assets

7.51%

Adj. Return on Average Equity

13.49%

Adjusted Return on Tangible Equity

7.31%

**TCE** 

<sup>1</sup>Adjusted (non-GAAP) metrics. See Appendix for reconciliation to the closest applicable GAAP metrics.



# 2023 Q1 Selected Financials

\$ in thousands, except per share data	As of and for the Quarter Ended			
Selected Balance Sheet Data	March 31, 2023	December 31, 2022	March 31, 2022	
Total Assets	\$18,798,354	\$18,258,414	\$17,963,253	
LHFI, Excluding Mortgage Warehouse Loans <sup>1</sup>	13,606,039	13,597,264	11,958,759	
Mortgage Warehouse Loans	400,547	312,099	569,554	
Total Deposits	14,055,687	15,121,417	14,850,271	
Total Borrowings (Other Than Junior Subordinated Debentures)	2,137,607	567,066	419,545	
Total Stockholders' Equity	2,350,857	2,385,383	2,522,460	
Selected Earnings and Profitability Data				
Net Interest Income	\$127,922	\$141,787	\$131,148	
Net Interest Margin	3.17 %	3.49 %	3.22 %	
Noninterest Income	\$12,754	\$11,227	\$12,885	
Noninterest Expense	189,380	98,774	82,457	
Net Income	(37,510)	40,754	50,740	
Adjusted Net Income <sup>2</sup>	44,083	49,433	52,130	
Basic EPS	(0.91)	0.99	1.19	
Adjusted Basic EPS <sup>2</sup>	1.07	1.20	1.22	
Diluted EPS	(0.91)	0.99	1.18	
Adjusted Diluted EPS <sup>2</sup>	1.07	1.20	1.22	
Return on Average Assets	(0.83)%	0.90 %	1.12 %	
Adjusted Return on Average Assets <sup>2</sup>	0.98	1.09	1.15	

<sup>&</sup>lt;sup>1</sup>LHFI excludes mortgage warehouse purchase loans and includes SBA PPP loans of \$3,542, \$4,958 and \$67,011, respectively. <sup>2</sup>Adjusted (non-GAAP) metrics. See Appendix for reconciliation to the closest applicable GAAP metrics.





**NASDAQ: IBTX** 

# **Contact Information**

### **Investors & Analysts**

For more information, please contact:

#### Paul B. Langdale

Executive Vice President Chief Financial Officer (972) 562-9004

Email – Paul.Langdale@ifinancial.com

Appendix: Non-GAAP Reconciliation

#### Reconciliation of Adjusted Net Income, EPS, Efficiency Ratio and Profitability Ratios - Quarterly Periods

		As of and for the Quarter Ended		
_(\$ in thousands except per share data)		March 31, 2023	December 31, 2022	March 31, 2022
Net Interest Income - Reported	(a)	\$127,922	\$141,787	\$131,148
Provision Expense - Reported	(b)	90	2,833	(1,443)
Noninterest Income - Reported	(c)	12,754	11,227	12,885
Loss on sale of loans		_	343	1,484
(Gain) loss on sale and disposal of premises and equipment		(47)	184	163
Recoveries on loans charged off prior to acquisition		(117)	(36)	(51)
Adjusted Noninterest Income	(d)	12,590	11,718	14,481
Noninterest Expense - Reported	(e)	189,380	98,774	82,457
Litigation settlement	. ,	(102,500)	<u> </u>	<u>-</u>
Separation expense (1)		· — ·	(7,131)	_
OREO impairment		(1,200)	` <u> </u>	_
Impairment of assets		(802)	(3,286)	_
Acquisition expense (2)		(26)	(40)	(130)
Adjusted Noninterest Expense	(f)	84,852	88,317	82,327
Income Tax Expense - Reported	(g)	(11,284)	10,653	12,279
Net (Loss) Income - Reported	(a) - (b) + (c) - (e) - (g) = (h)	(37,510)	40,754	50,740
Adjusted Net Income (3)	(a) - (b) + (d) - (f) = (i)	\$44,083	\$49,433	\$52,130
Average shares for basis EDC	(2)	44 000 070	44 400 740	42,768,079
Average shares for basic EPS	(j)	41,223,376	41,193,716	, ,
Average shares for diluted EPS	(k)	41,316,798	41,285,383 <b>\$0.99</b>	42,841,471 <b>\$1.19</b>
Reported Basic EPS	(h) / (j)	\$(0.91) \$(0.94)	\$0.99 0.99	จา.19 1.18
Reported Diluted EPS	(h) / (k)	\$(0.91)		1.18
Adjusted Basic EPS Adjusted Diluted EPS	(i) / (j) (i) / (k)	1.07 1.07	1.20 1.20	1.22
Adjustica Bilatoa El O	(1) / (1.)	1.07	1.20	1.22
EFFICIENCY RATIO				•
Amortization of other intangible assets	(I)	\$3,111	\$3,111	\$3,145
Reported Efficiency Ratio	(e - I) / (a + c)	132.41%	62.52%	55.07%
Adjusted Efficiency Ratio	(f - l) / (a + d)	58.17	55.51	54.37
PROFITABILITY (4)				
Total Average Assets	(m)	\$18,228,521	\$17,994,131	\$18,439,352
Total Average Stockholders Common Equity	(n)	2,380,421	2,359,637	2,575,784
Total Average Tangible Common Equity (5)	(o)	1,325,475	1,301,558	1,508,370
Reported Return on Average Assets	(h) / (m)	(0.83)%	0.90%	1.12%
Reported Return on Average Common Equity	(h) / (n)	`(6.39)	6.85	7.99
Reported Return on Average Common Tangible Equity	(h) / (o)	(11.48)	12.42	13.64
Adjusted Return on Average Assets (6)	(i) / (m)	0.98	1.09	1.15
Adjusted Return on Average Common Equity (6)	(i) / (n)	7.51	8.31	8.21
Adjusted Return on Tangible Common Equity (6)	(i) / (o)	13.49	15.07	14.02
	(, (,			

<sup>(1)</sup> Separation expenses include severance and accelerated vesting expense for stock awards related to the separation of certain employees. The quarter ended December 31, 2022 reflects a reduction in workforce due to the restructuring of certain departments and business lines.

<sup>(2)</sup> Acquisition expenses includes compensation related expenses for equity awards granted at acquisition.
(3) Assumes an adjusted effective tax rate of 20.7%, 20.7% and 19.5%, respectively. First quarter 2023 normalized rate excludes the effect of the litigation settlement.

<sup>(5)</sup> Excludes average balance of goodwill and net other intangible assets.

<sup>(6)</sup> Calculated using adjusted net income.

#### Reconciliation of Adjusted Net Income, EPS, Efficiency Ratio and Profitability Ratios - Annual Periods

		For the Year Ended December 31,				
(\$ in thousands except per share data)		2022		2020	2019	2018
Net Interest Income - Reported	(a)	\$558,208	\$520,322	\$516,446	\$504,757	\$326,252
Unexpected income recognized on credit impaired acquired loans (1)		_	_	(3,209)	(5,120)	(3,711)
Adjusted Net Interest Income	(b)	558,208	520,322	513,237	499,637	322,541
Provision Expense - Reported	(c)	4,490	(9,000)	42,993	14,805	9,860
Noninterest Income - Reported	(d)	51,466	66,517	85,063	78,176	42,224
Loss (gain) on sale of loans		1,844	(56)	(356)	(6,779)	_
Gain on sale of branch		· <u> </u>		· _ ·	(1,549)	_
Gain on sale of trust business		_	_	_	(1,319)	_
(Gain) loss on sale of other real estate		_	(63)	36	(875)	(269)
(Gain) loss on sale of securities available for sale		_	(13)	(382)	(275)	581
Loss (gain) on sale and disposal of premises and equipment		494	304	(370)	585	(123)
Recoveries on loans charged off prior to acquisition		(192)	(381)	(4,312)	(2,101)	(962)
Adjusted Noninterest Income	(e)	53,612	66,308	79,679	65,863	41,451
Noninterest Expense - Reported	(f)	358,889	313,606	306,134	321,864	198,619
Separation expense (2)	1.7	(11,046)	_	_	(3,421)	_
Economic development employee incentive grant		1,000	_	_	_	_
OREO impairment		_	_	(784)	(1,801)	(85)
IPO related stock grants		_	_	(764) —	(1,001) —	(136)
Impairment of assets		(4,442)	(124)	(462)	(1,173)	(150)
COVID-19 expense (3)		( <del>-</del> ,	(614)	(1,915)	(1,173) —	_
Acquisition expense (4)		(300)	(900)	(17,294)	(42,744)	(8,958)
Adjusted Noninterest Expense	(g)	344,101	311,968	285,679	272,725	189,440
Income Tax Expense - Reported	(b)	250,785	57,483	51.173	53,528	31.738
Net Income - Reported	(a) - (c) + (d) - (f) - (h) = (i)	\$267,719	\$224,750	\$201,209	\$192,736	\$128,259
Adjusted Net Income (5)	(b) - (c) + (e) - (g) = (j)	\$209,747	\$225,893	\$210,017	\$219,582	\$132,183
•						
Average shares for basic EPS	(k)	41,710,829	43,070,452	43,116,965	43,245,418	29,599,119
Average shares for diluted EPS	(1)	41,794,088	43,129,237	43,116,965	43,245,418	29,599,119
Reported Basic EPS	(i) / (k)	\$4.71	\$5.22	\$4.67	\$4.46	\$4.33
Reported Diluted EPS	(i) / (l)	\$4.70	\$5.21	\$4.67	\$4.46	\$4.33
Adjusted Basic EPS	(j) / (k)	\$5.03	\$5.24	\$4.87	\$5.08	\$4.47
Adjusted Diluted EPS	(j) / (l)	\$5.02	\$5.24	\$4.87	\$5.08	\$4.47
EFFICIENCY RATIO						
Amortization of other intangible assets	(m)	\$12,491	\$12,580	\$12,671	\$12,880	\$5,739
Reported Efficiency Ratio	(f - m) / (a + d)	56.82%	51.30%	48.79%	53.01%	52.35%
Adjusted Efficiency Ratio	(g - m) / (b + e)	54.20%	51.04%	46.04%	45.95%	50.47%
PROFITABILITY						
Total Average Assets	(n)	\$18,009,090	\$18,558,168	\$16,357,736	\$14,555,315	\$9,478,934
Total Average Stockholders Common Equity	(0)	\$2,442,315	\$2,536,658	\$2,435,474	\$2,267,103	\$1,476,688
Total Average Tangible Common Equity (6)	(p)	\$1,379,603	\$1,461,400	\$1,347,584	\$1,164,915	\$751,911
Reported Return on Average Assets	(i) / (n)	1.09%	1.21%	1.23%	1.32%	1.35%
Reported Return on Average Common Equity	(i) / (o)	8.04%	8.86%	8.26%	8.50%	8.69%
Reported Return on Average Common Tangible Equity	(i) / (p)	14.23%	15.38%	14.93%	16.55%	17.06%
Adjusted Return on Average Assets (7)	(j) / (n)	1.16%	1.22%	1.28%	1.51%	1.39%
Adjusted Return on Average Common Equity (7)	(j) / (o)	8.59%	8.91%	8.62%	9.69%	8.95%
Adjusted Return on Tangible Common Equity (7)	(j) / (p)	15.20%	15.46%	15.58%	18.85%	17.58%
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<sup>(1)</sup> This is not applicable starting in 2021 under the adoption of CECL.

<sup>(2)</sup> Separation expenses include severance and accelerated vesting expense for stock awards related to the separation of executive officers or certain employees. The year ended December 31, 2022 reflects a reduction in workforce due to the restructuring of certain departments and business lines.

<sup>(3)</sup> COVID-19 expense includes expenses for COVID testing kits, vaccination incentive bonuses, and personal protection and cleaning supplies.

<sup>(4)</sup> Acquisition expenses includes compensation related expenses for equity awards granted at acquisition.

<sup>(5)</sup> Assumes an adjusted effective tax rate of 20.3%, 20.4%, 20.5%, 21.0% and 19.7%, respectively.

<sup>(6)</sup> Excludes average balance of goodwill and net other intangible assets and preferred stock.

<sup>(7)</sup> Calculated using adjusted net income.

#### Reconciliation of Tangible Common Equity to Tangible Assets and Tangible Book Value Per Common Share – Quarterly Periods

Tangible Common Equity		
• , ,		
Total common stockholders equity	\$2,350,857	\$2,385,383
Adjustments:		
Goodwill	(994,021)	(994,021)
Other intangible assets, net	(59,888)	(62,999)
Tangible Common Equity	\$1,296,948	\$1,328,363
Tangible Assets		
Total Assets	\$18,798,354	\$18,258,414
Adjustments:		
Goodwill	(994,021)	(994,021)
Other intangible assets, net	(59,888)	(62,999)
Tangible Assets	\$17,744,445	\$17,201,394
Common shares outstanding	41,281,904	41,190,677
Tangible Common Equity To Tangible Assets	7.31%	7.72%
Book value per common share	\$56.95	\$57.91
Tangible book value per common share	\$31.42	\$32.25

# APPENDIX Supplemental Information – Reconciliation of Non-GAAP Financial Measures (Unaudited)

#### Reconciliation of Tangible Common Equity to Tangible Assets and Tangible Book Value Per Common Share – Annual Periods

(\$ in thousands, except per share information)  Tangible Common Equity	December 31, 2022	December 31, 2021	December 31, 2020	December 31, 2019	December 31, 2018	December 31, 2017	December 31, 2016
Total common stockholders equity	\$2,385,383	\$2,576,650	\$2,515,371	\$2,339,773	\$1,606,433	\$1,336,018	\$672,365
Adjustments:							
Goodwill	(994,021)	(994,021)	(994,021)	(994,021)	(721,797)	(621,458)	(258,319)
Other intangible assets, net	(62,999)	(75,490)	(88,070)	(100,741)	(45,042)	(43,244)	(14,177)
Tangible Common Equity	\$1,328,363	\$1,507,139	\$1,433,280	\$1,245,011	\$839,594	\$671,316	\$399,869
Tangible Assets							
Total Assets	\$18,258,414	\$18,732,648	\$17,753,476	\$14,958,207	\$9,849,965	\$8,684,463	\$5,852,801
Adjustments:							
Goodwill	(994,021)	(994,021)	(994,021)	(994,021)	(721,797)	(621,458)	(258,319)
Other intangible assets, net	(62,999)	(75,490)	(88,070)	(100,741)	(45,042)	(43,244)	(14,177)
Tangible Assets	\$17,201,394	\$17,663,137	\$16,671,385	\$13,863,445	\$9,083,126	\$8,019,761	\$5,580,305
Common shares outstanding	41,190,677	42,756,234	43,137,104	42,950,228	30,600,582	28,254,893	18,870,312
Tangible Common Equity To Tangible Assets	7.72%	8.53%	8.60%	8.98%	9.24%	8.37%	7.17%
Book value per common share	\$57.91	\$60.26	\$58.31	\$54.48	\$52.50	\$47.28	\$35.63
Tangible book value per common share	\$32.25	\$35.25	\$33.23	\$28.99	\$27.44	\$23.76	\$21.19