

**1<sup>st</sup> Quarter 2020**  
**Investor Presentation**  
May 17, 2021



Sandy Spring  
Bancorp

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# Forward Looking Statements and Non-GAAP Financial Information

## Forward-Looking Statements

This presentation may contain forward-looking statements within the meaning of the securities laws that are based on various facts and derived utilizing important assumptions, present expectations, estimates and projections about Sandy Spring Bancorp, Inc. and its subsidiaries (“Sandy Spring”, “SASR” or “the Company”). Statements preceded by, followed by or that otherwise include the words “believes,” “expects,” “continues,” “anticipates,” “intends,” “projects,” “estimates,” “potential,” “plans” and similar expressions or future or conditional verbs such as “will,” “should,” “would,” “may” and “could” are generally forward-looking in nature and not historical facts, although not all forward-looking statements include the foregoing words. Forward-looking statements include information concerning Sandy Spring’s future financial performance, business and growth strategy, projected plans and objectives, as well as projections of macroeconomic and industry trends, which are inherently unreliable due to the multiple factors that impact economic trends, and any such variations may be material. Such forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties, many of which are outside of Sandy Spring’s control, which may cause actual results to differ materially from those expressed or implied by the forward-looking statements. These risks and uncertainties include but are not limited to whether Sandy Spring can: continue to develop and maintain new and existing customer and community relationships; successfully implement its growth strategy, including identifying suitable acquisition targets and integrating the businesses of acquired companies and banks; sustain its current internal growth rate; provide quality and competitive products and services that appeal to its customers; continue to have access to debt and equity capital markets; and achieve its performance objectives. These and various other risk factors are discussed in Sandy Spring’s Annual Report on Form 10-K for the fiscal year ended December 31, 2020 and in other reports and statements Sandy Spring has filed with the Securities and Exchange Commission (“SEC”). Copies of such filings are available for download free of charge from the Investor Relations section of Sandy Spring’s website at [www.sandyspringbank.com](http://www.sandyspringbank.com).

In addition to the above factors and those previously disclosed in Sandy Spring’s reports filed with the SEC, the following factors among others, could cause actual results to differ materially from those in its forward-looking statements: (i) risks, uncertainties and other factors relating to the COVID-19 pandemic, including the length of time that the pandemic continues, the effectiveness of vaccination programs, the imposition of shelter in place orders and restrictions on travel, the effect of the pandemic on the general economy and on the businesses of the Company’s borrowers and their ability to make payments on their obligations, the remedial actions and stimulus measures adopted by federal, state and local governments, and the inability of employees to work due to illness, quarantine, or government mandates; (ii) general business and economic conditions nationally or in the markets that the Company serves could adversely affect, among other things, real estate prices, unemployment levels, and consumer and business confidence, which could lead to decreases in the demand for loans, deposits and other financial services and increases in loan delinquencies and defaults; (iii) changes or volatility in the capital markets and interest rates may adversely impact the value of securities, loans, deposits and other financial instruments and the interest rate sensitivity of the Company’s balance sheet as well as its liquidity; (iv) liquidity requirements could be adversely affected by changes in the Company’s assets and liabilities; (v) the Company’s investment securities portfolio is subject to credit risk, market risk, and liquidity risk as well as changes in the estimates used to value certain of the securities in the portfolio; (vi) the effect of legislative or regulatory developments including changes in laws concerning taxes, banking, securities, insurance and other aspects of the financial services industry; (vii) acquisition integration risks, including potential deposit attrition, higher than expected costs, customer loss, business disruption and the inability to realize benefits and costs savings from, and limit any unexpected liabilities associated with, any business combinations; (viii) competitive factors among financial services companies, including product and pricing pressures and the Company’s ability to attract, develop and retain qualified banking professionals; (ix) the effect of changes in accounting policies and practices, as may be adopted by the Financial Accounting Standards Board, the Securities and Exchange Commission, the Public Company Accounting Oversight Board and other regulatory agencies; and (x) the effect of fiscal and governmental policies of the United States federal government.

Any forward-looking statement made by Sandy Spring in this presentation speaks only as of the date on which it is made. Factors or events that could cause Sandy Spring’s actual results to differ may emerge from time to time, and it is not possible for Sandy Spring to predict all of them. Sandy Spring undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.

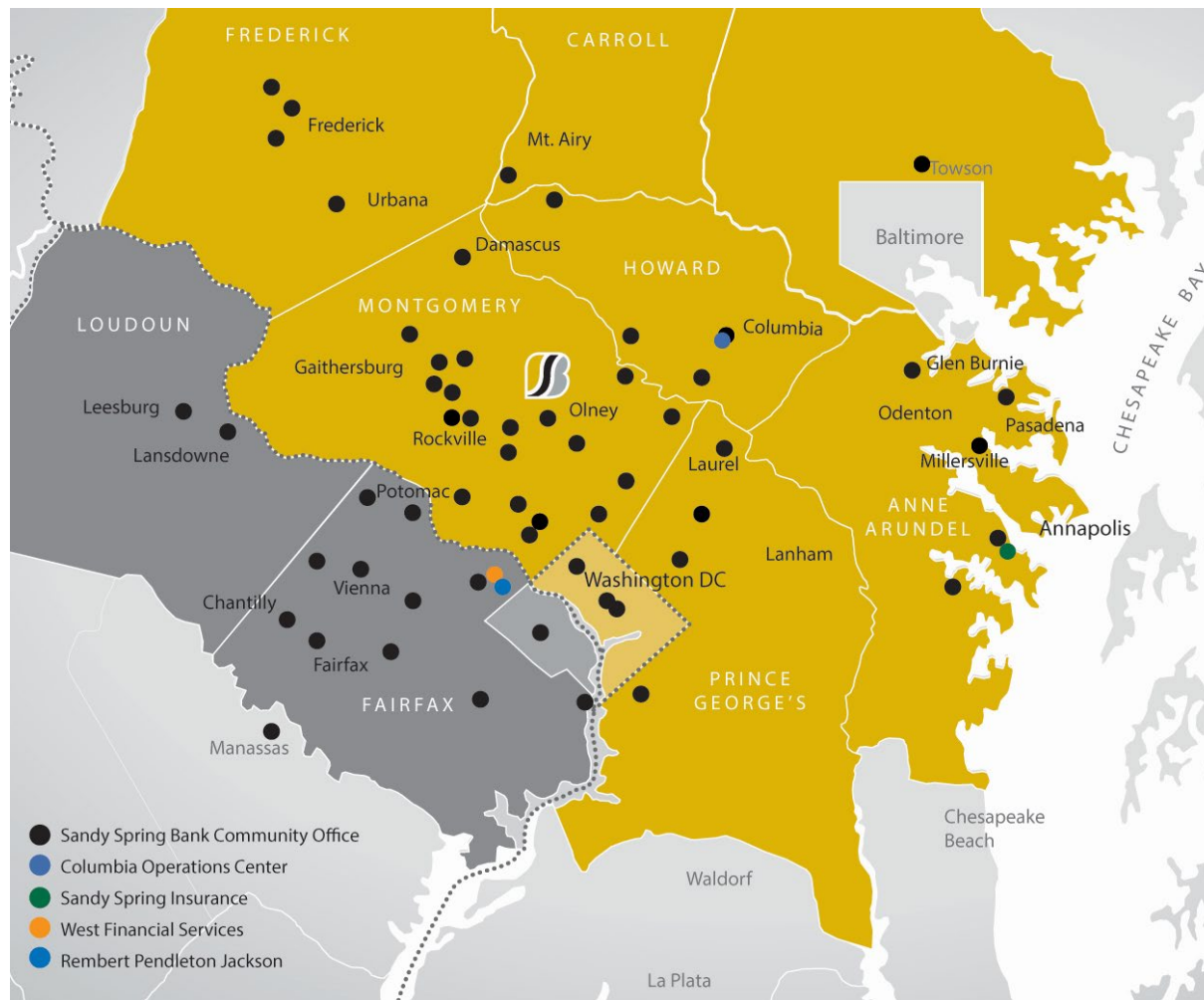
## Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures. In accordance with the SEC’s rules, Sandy Spring classifies a financial measure as being a non-GAAP financial measure if that financial measure excludes or includes amounts, or is subject to adjustments that have the effect of excluding or including amounts, that are included or excluded, as the case may be, in the most directly comparable measure calculated and presented in accordance with generally accepted accounting principles as in effect from time to time in the United States in our statements of income, balance sheet or statements of cash flows. Non-GAAP financial measures do not include operating and other statistical measures or ratios or statistical measures calculated using exclusively either financial measures calculated in accordance with GAAP, operating measures or other measures that are not non-GAAP financial measures or both.

The non-GAAP financial measures discussed herein should not be considered in isolation or as a substitute for the most directly comparable or other financial measures calculated in accordance with GAAP. Moreover, the manner in which Sandy Spring calculates the non-GAAP financial measures may differ from that of other companies reporting measures with similar names. You should understand how such other banking organizations calculate their financial measures similar or with names similar to the non-GAAP financial measures when comparing such non-GAAP financial measures. Sandy Spring believes these non-GAAP financial 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, such non-GAAP financial measures have a number of limitations. As such, you should not view these disclosures as a substitute for results determined in accordance with GAAP, and they are not necessarily comparable to non-GAAP financial measures that other companies use. Please refer to the reconciliation of these non-GAAP financial measures to their most comparable GAAP measure in the appendix to this presentation.



# Sandy Spring Bancorp, Inc.



## Highlights (3/31/21)

**\$12.9 billion** in total assets

**\$10.4 billion** in total loans

**\$2.2 billion** market capitalization <sup>(1)</sup> **\$10.7 billion** in deposits

- Rated **#1 bank in Maryland** by Forbes magazine <sup>(2)</sup>
- Named one of **The Washington Post's 2020 Top Workplaces** and one of the **Best Banks to Work For in 2020 by American Banker**
- Significant organic and acquisition **growth opportunities** throughout our markets
- **Strong asset quality**
- **Conservative capital and liquidity management**
- Highly **experienced management** team



Founded in 1868, Sandy Spring Bank is one of the area's **oldest** and **largest** depository institutions

1) Per S&P Global Market Intelligence as of May 14, 2021

2) Per Forbes "Best Banks in Each State 2019 List"

# Commitment to ESG

- ◆ Issued inaugural Corporate Responsibility Report in March 2021 at <https://www.sandyspringbank.com/cr20>
- ◆ Commitment to disclosure and transparency
- ◆ Diverse board with five women/minority members
- ◆ 59% of employees are women; 37% of employees are ethnic minorities
- ◆ Expanding minority recruiting to promote greater diversity, equity and inclusion
- ◆ Outstanding CRA rating
- ◆ Evaluating SASB reporting for 2021



# Investor Highlights

## Strong Core Franchise

- A top commercial bank franchise in the Greater Washington, DC metro area
- Benefits from strength and size in robust Virginia-DC-Maryland market
- Well-positioned for solid organic growth
- Comprehensive product offering with noninterest income / total revenue of 21.6% <sup>(1)</sup>

## Financial Performance

- Core return on average assets of 1.80%<sup>(1)(2)(3)</sup>
- Disciplined growth and expense management contributes to a strong 42.65% efficiency ratio <sup>(1)(2)</sup>
- Stable net interest margin of 3.56% <sup>(1)</sup>

## Robust Capital and Liquidity

- Strong current capital position with 11.54% average equity to average asset ratio and 8.90% tangible common equity ratio <sup>(1)(2)</sup>
- Stable core deposit funded portfolio comprised of core customer relationships with 48% checking accounts <sup>(1)</sup>

## Prudent Risk Management and Credit Culture

- Excellent risk management culture with robust governance processes and experienced credit personnel
- Consistently excellent asset quality metrics
- Diversified loan portfolio with 4.22% total yield <sup>(1)</sup>

## Experienced Management

- Experienced management team with ~200 years of combined banking experience
- Deep in-market relationships drive client-focused business model
- Experienced acquirer with a record of successful integrations



Source: S&P Global Market Intelligence and Company documents

1) YTD March 31, 2021

2) Non-GAAP financial measure; see reconciliation to most directly comparable GAAP measure in "Appendix – Reconciliation of non-GAAP Disclosures"

3) Excludes provision expense, merger and acquisition expense, amortization of intangible assets, loss on FHLB redemption, and investment securities gains

# Loan Accommodations

As of March 31, 2021

(\$ in millions)			
Loan Type	Balance Outstanding <sup>(1)</sup>	Loans with Payment Accommodation	% of Portfolio with Payment Accommodation
Commercial & Industrial	\$1,108	\$12	1%
Acquisition, Development & Construction	\$1,053	\$19	2%
Owner Occupied Real Estate	\$1,643	\$26	2%
Investment Real Estate	\$3,648	\$164	4%
<b>Total Commercial Loans</b>	<b>\$7,452</b>	<b>\$221</b>	<b>3%</b>
Mortgage Permanent	\$995	\$10	1%
Mortgage Construction	\$165	\$0	0%
<b>Total Mortgage Loans</b>	<b>\$1,160</b>	<b>\$10</b>	<b>1%</b>
<b>Total Consumer Loans</b>	<b>\$477</b>	<b>\$2</b>	<b>1%</b>
<b>Total Loans</b>	<b>\$9,089</b>	<b>\$233</b>	<b>3%</b>

(1) Amounts exclude PPP loans





# Paycheck Protection Program – Round 1

(\$ in thousands)					
Loan Size	# of Loans	Orig. Amount	Forgiven or Repaid by Client	Current Outstanding	
Less than or equal to \$150,000	3,885	\$179,184	\$132,592	\$46,593	
\$150,001 - \$1,999,999	1,477	\$685,568	\$239,807	\$445,760	
Greater than or equal to \$2,000,000	83	\$270,561	\$32,479	\$238,082	
<b>Total PPP Loans</b>		<b>5,445</b>	<b>\$1,135,313</b>	<b>\$404,878</b>	<b>\$730,434</b>

- PPP loan balances as of May 12, 2021
- Forgiveness process began in early November
- 72% of Round 1 loans have applied for forgiveness totaling \$781 million
- 99.7% of all forgiveness applications approved by the SBA have received full forgiveness



# Paycheck Protection Program – Round 2

*(\$ in thousands)*

Loan Size	# of Loans	Orig. Amount	Orig. Fee %	Orig. Fee \$
Less than or equal to \$50,000	1,495	\$32,905	see note	\$3,631
\$50,001 - \$350,000	1,292	\$180,235	5%	\$9,012
\$350,001 - \$2,000,000	305	\$221,646	3%	\$6,649
Greater than \$2,000,000	15	\$32,392	1%	\$324
<b>Total PPP Loans</b>	<b>3,107</b>	<b>\$467,179</b>		<b>\$19,616</b>

- PPP Round 2 applications as of May 12, 2021
- Fee for loans less than \$50,000 is 50% of loan amount or \$2,500, whichever is less



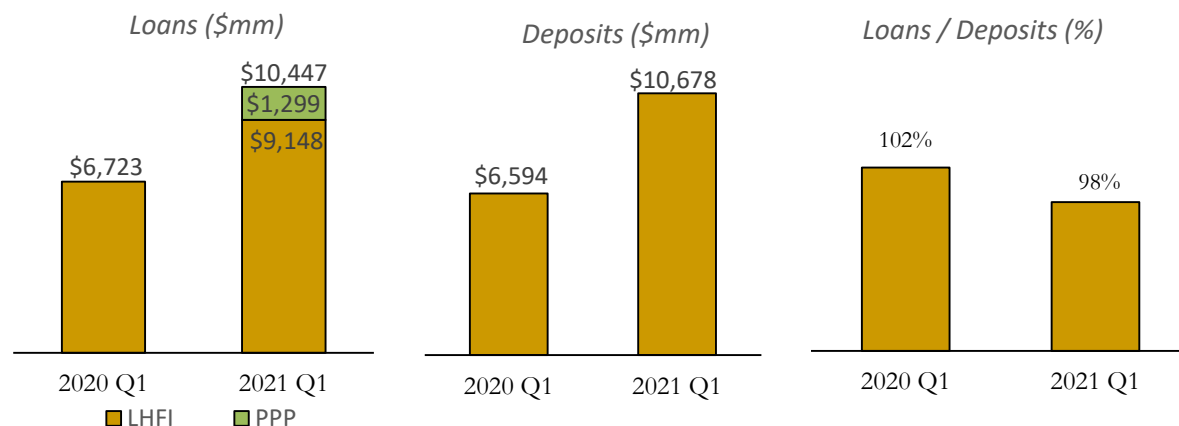


# 1<sup>st</sup> Quarter Financial Performance

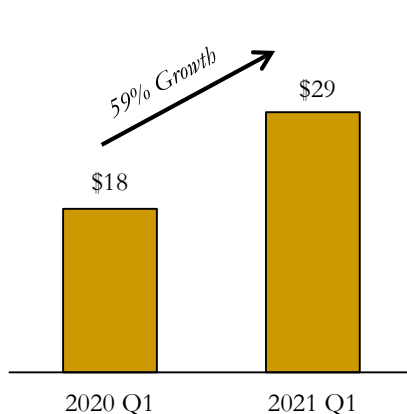


# Q1 Financial Highlights

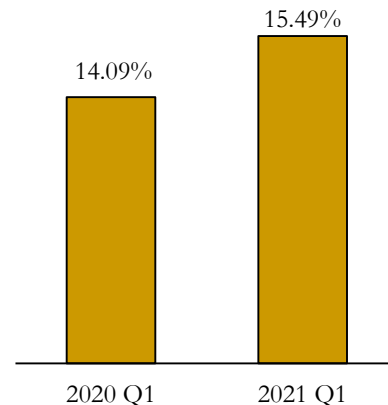
## Disciplined Balance Sheet Growth



## Fee Income (\$MM)



## Total Risk-Based Capital

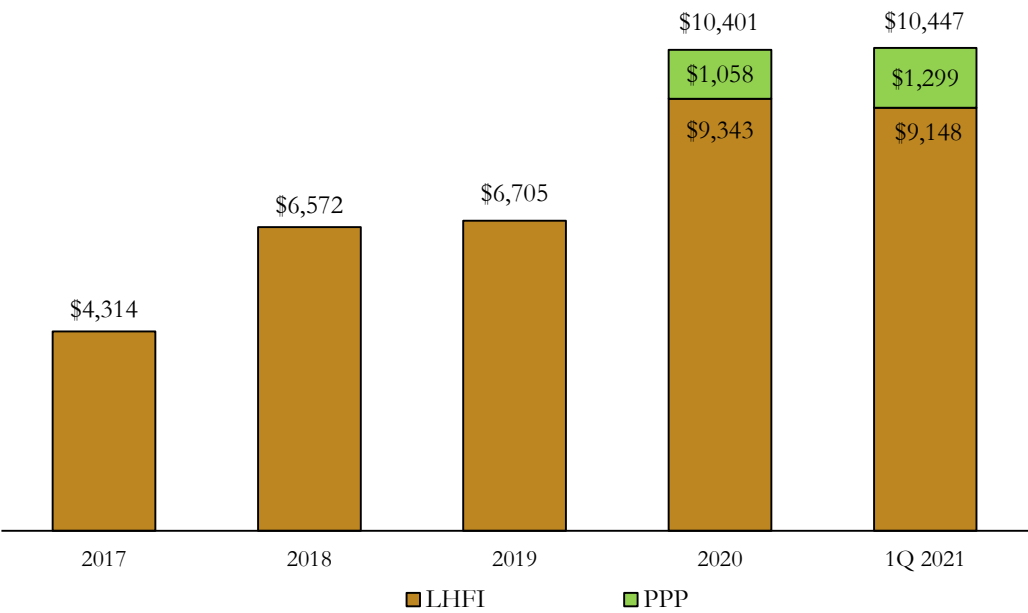


- ◆ **Strong deposit growth** while reducing the cost of interest bearing deposits by 89 bps from 1.17% in Q1 2020 to 0.28% in Q1 2021
- ◆ **Core return on average assets of 1.80%<sup>(1)</sup>** in Q1 2021 after adjustments for provision expense, merger and acquisition expense, amortization of intangible assets, loss on FHLB redemption, and investment securities gains
- ◆ **Wealth management income up 25%** over Q1 2020 as a result of successful integration of RPJ and growth in assets under management
- ◆ **Income from mortgage banking activities up 235%** over Q1 2020 as result of an increased focus on saleable production and a strong refinance market
- ◆ Strong **total risk-based capital ratio of 15.49%**
- ◆ **Stable non-GAAP efficiency ratio<sup>(1)</sup> of 42.65%** for the 1<sup>st</sup> quarter of 2021



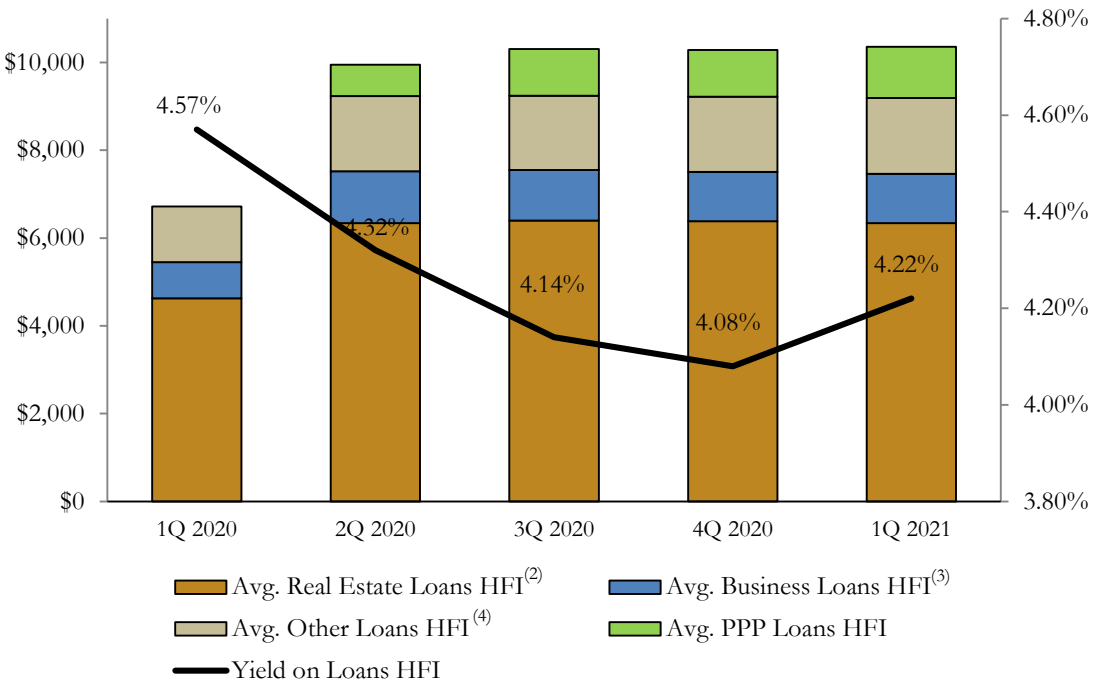
# Loan Portfolio Trends

Loans Held for Investment (\$MM)



CRE / TRBC Ratios as of March 31, 2021		
	Total CRE <sup>(1)</sup>	C&D
BHC Level	308%	92%
Bank Level	325%	97%

HFI Average Loan Portfolio (\$MM) and Yields Over Time



Source: Company documents

1) CRE is defined as the sum of construction and land development loans, multifamily property loans, non-owner occupied commercial real estate, non-farm non-residential property and loans to finance CRE not secured by real estate divided by total risk-based capital

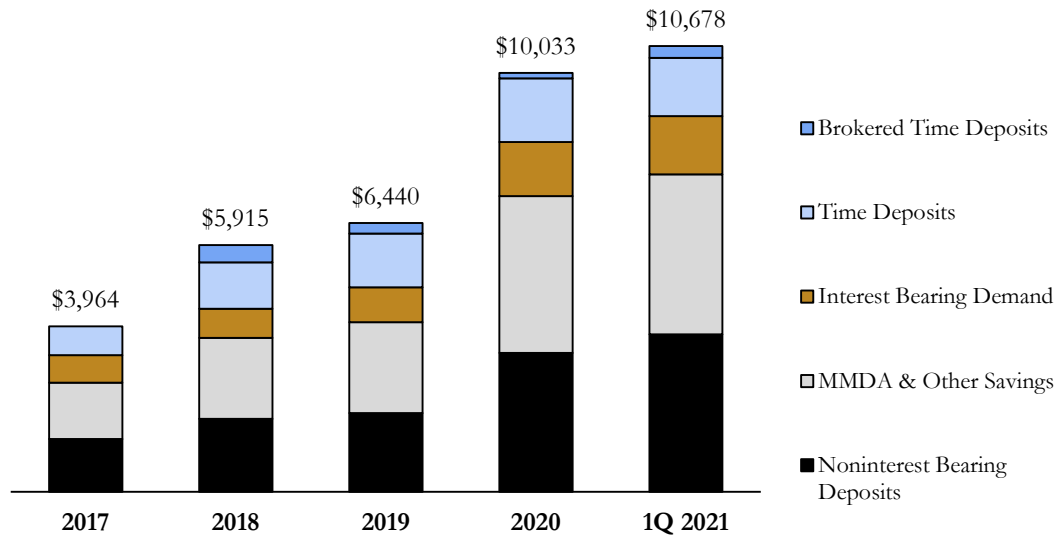
2) Includes residential mortgage, commercial investor real estate, and commercial owner occupied real estate loans

3) Commercial business loans

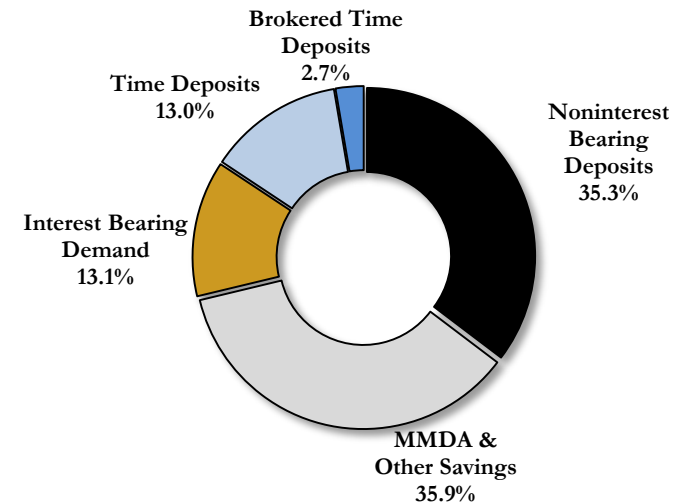
4) Includes residential construction, commercial AD&C, and consumer loans

# Deposit Mix Trends

Deposit Growth (\$MM)



Deposit Composition<sup>(1)</sup>



Deposit Portfolio Highlights

- ◆ Reduced the cost of interest bearing deposits by 89 bps from 1.17% in Q1 2020 to 0.28% in Q1 2021
- ◆ 48% checking accounts
- ◆ #1 deposit market share for community banks in combined Washington, D.C. & Baltimore MSAs <sup>(2)</sup>
- ◆ \$10.7 billion in deposits with 35.3% in noninterest bearing deposits



Source: S&P Global Market Intelligence and Company documents

1) 1<sup>st</sup> Quarter 2021

2) Deposit market share information shown for combined Washington, DC & Baltimore MSAs

# Strong Relationships Drive In-Market Deposit Presence

## Deposit Market Share <sup>(1)</sup> Washington DC and Baltimore MSAs

Rank	Institution	Branches	Deposits (\$MM)	Market Share (%)
1	 Sandy Spring Bancorp <small>From Here. For Here.</small>	62	10,124	2.5
2	United Bankshares Inc.	61	9,470	2.3
3	Eagle Bancorp Inc.	21	7,985	2.0
4	Atlantic Union Bankshares Corp.	27	4,937	1.2
5	Burke & Herbert Bank & Trust Company	23	2,706	0.7
6	WesBanco Inc.	35	2,355	0.6
7	F.N.B. Corp.	27	2,133	0.5
8	Workers United	1	2,033	0.5
9	Howard Bancorp Inc.	15	1,731	0.4
10	Fulton Financial Corp.	20	1,720	0.4



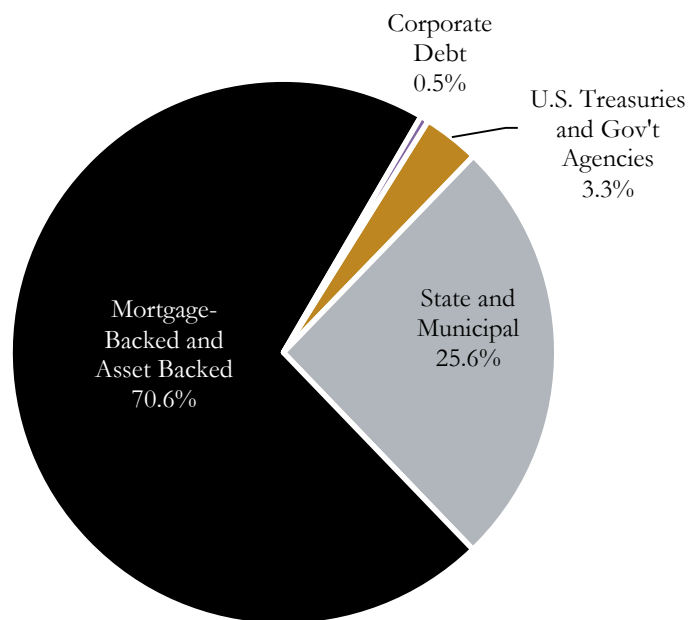
Source: S&P Global Market Intelligence and FDIC deposit data as of June 30, 2020 and Company documents

1) Includes banks with less than \$25 billion in assets and at least one branch in the Washington DC or Baltimore MSAs

# Available for Sale Securities Portfolio

Conservative, High Quality and Diverse Securities Portfolio

Portfolio Mix – Amortized Cost



*As of 3/31/2021*  
*(Dollars in Millions)*

## Debt Securities

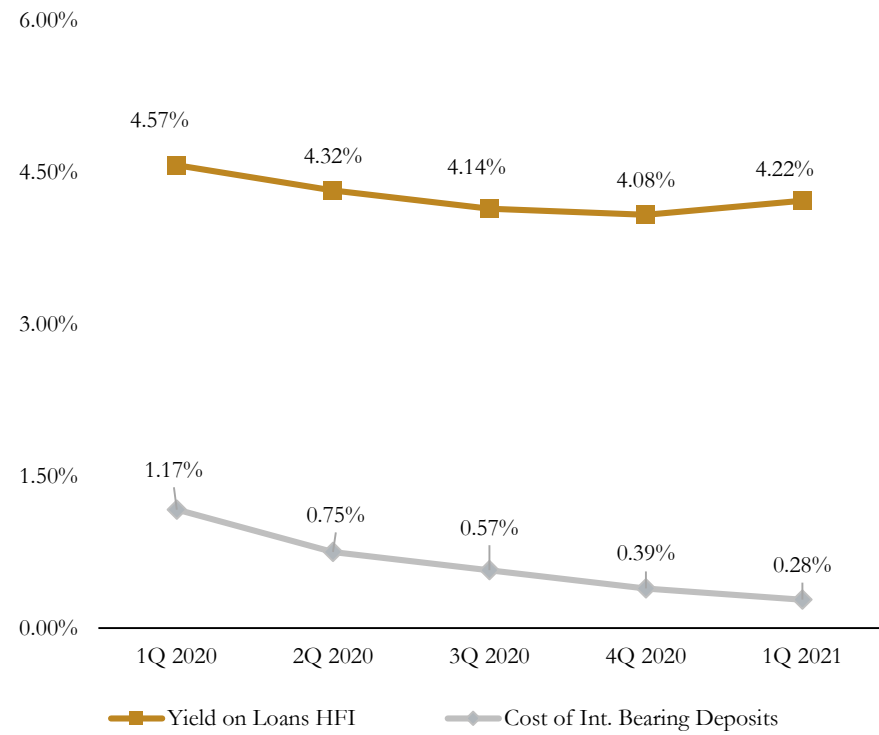
	Amortized Cost	Estimated Fair Value
U.S. Treasuries and Gov't Agencies	\$47.6	\$48.1
State and Municipal	362.8	366.0
Mortgage-Backed and Asset Backed	1,001.5	1,006.2
Corporate Debt	7.0	7.6
<i>Total Available for Sale Debt Securities</i>	<i>1,418.9</i>	<i>1,427.9</i>



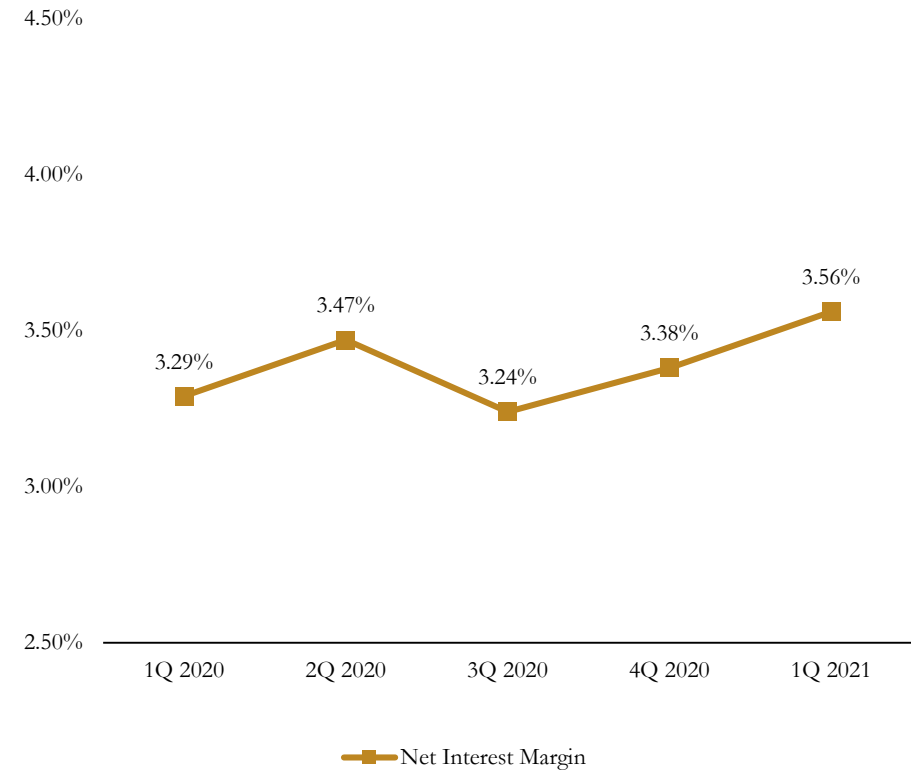


# Yields and Net Interest Margin

Loan Portfolio Yields and Cost of Interest Bearing Deposits

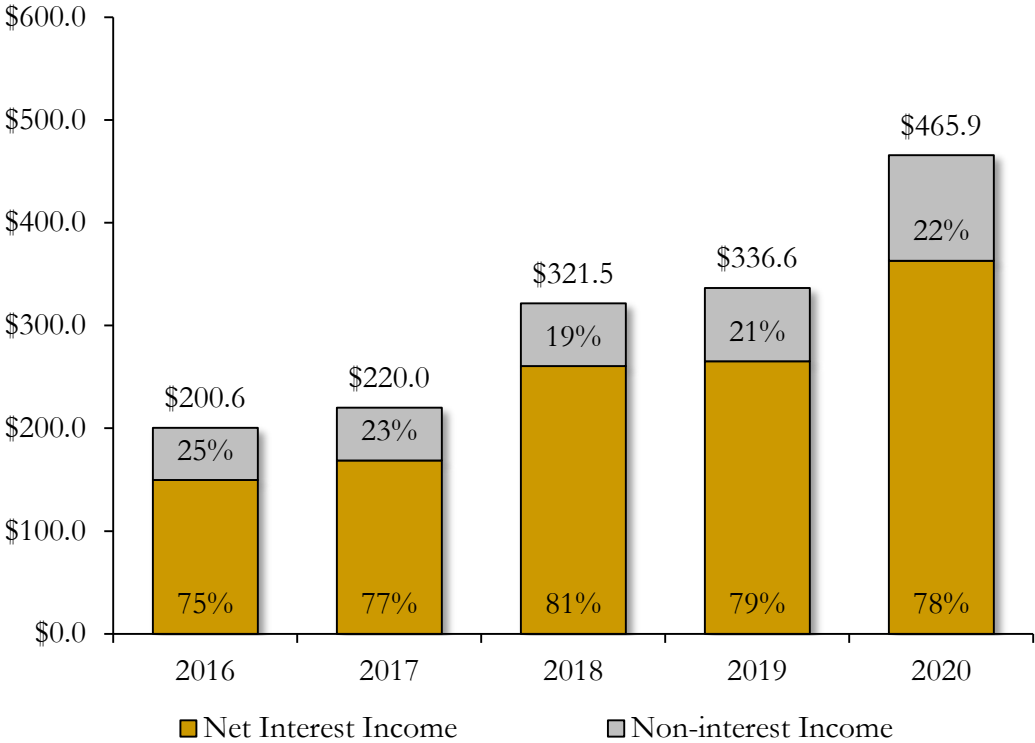


Net Interest Margin

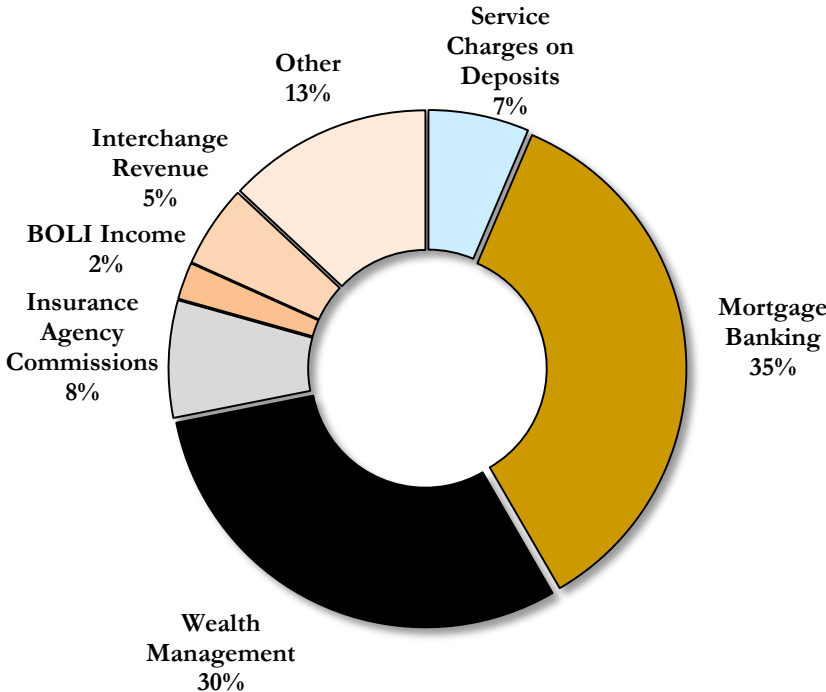


# Revenue Composition

Revenue Composition (\$MM)



Noninterest Income – YTD 2021<sup>(1)</sup>

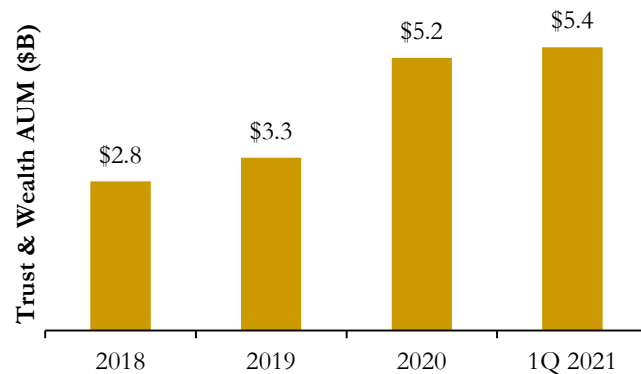


# Diverse Fee Income Businesses

- ◆ 21.6%<sup>(1)</sup> non-interest income of total revenue comes from SASR's diverse business lines

## Wealth Management

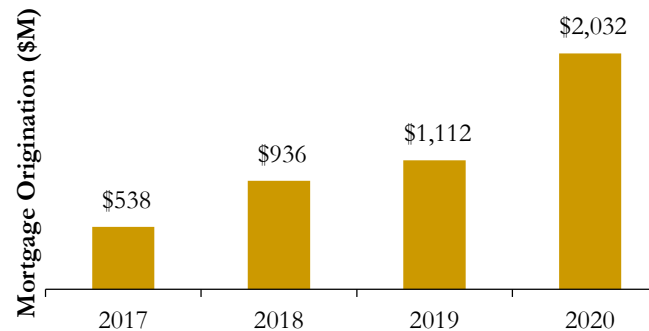
- ◆ \$5.4 billion in AUM <sup>(1)</sup>
- ◆ Fiduciary & trust services, private banking and custom- designed wealth management and portfolio management
- ◆ Niche focus on medical professionals



## Mortgage Banking

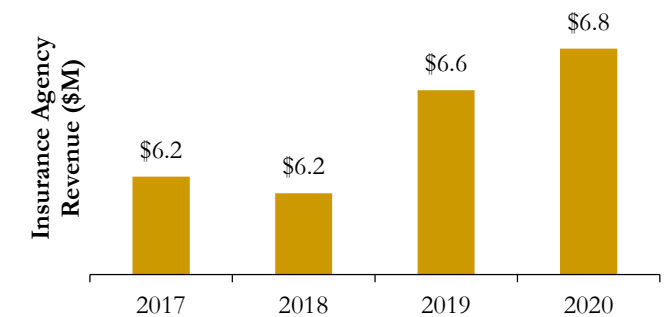
YTD results as of March 31, 2021:

- ◆ \$657 million in originations
- ◆ Gain on sale margin: 1.96%
- ◆ Purchase origination volume of \$226 million

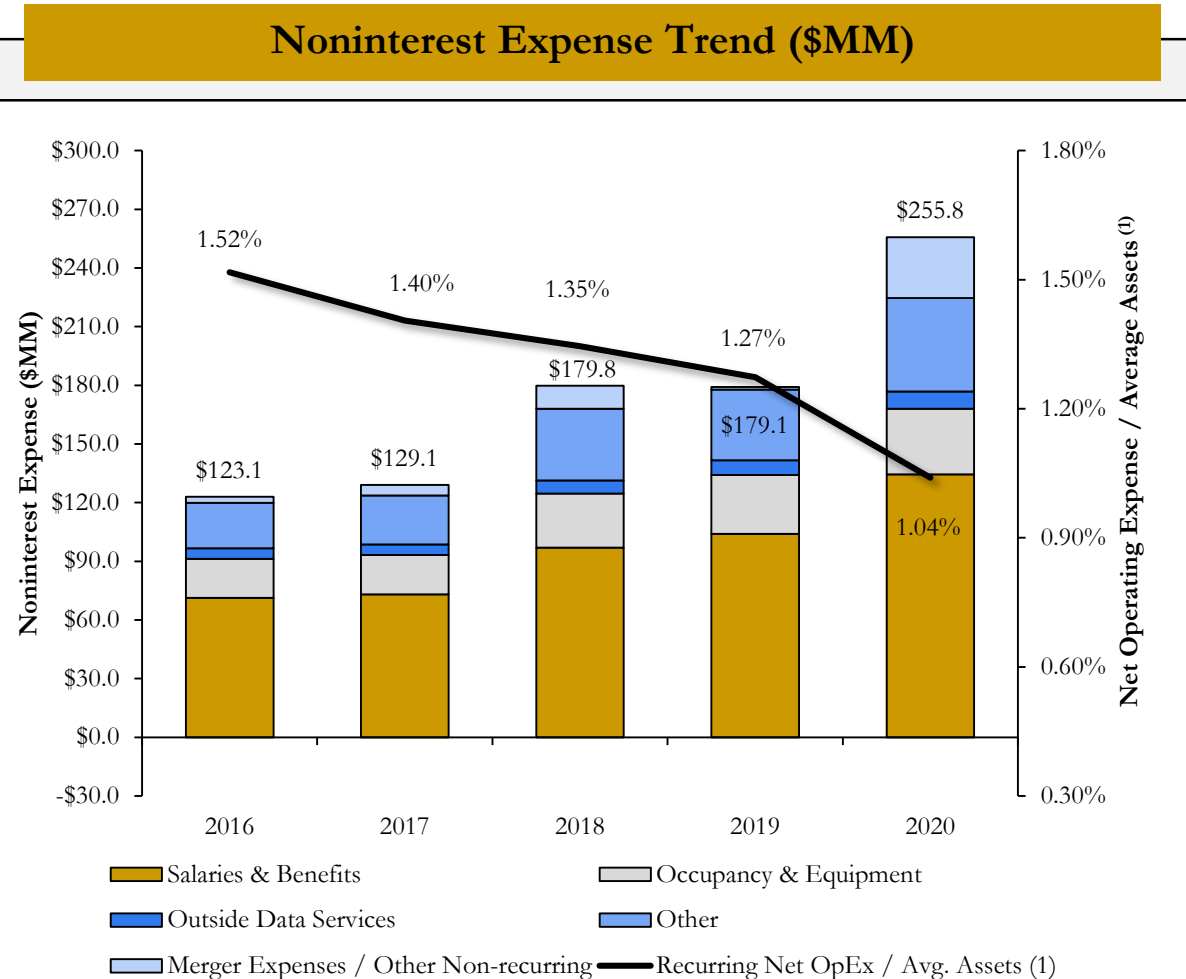


## Insurance Agency

- ◆ Business mix:
  - Personal lines
  - Commercial lines
  - Physicians' liability



# Strong Expense Control



- ◆ **Recurring net operating expense / average assets<sup>(1)</sup>**
  - 1.04% in 2020 down 23 bps from 2019 and 48 bps from 2016
- ◆ **Recent acquisitions have generated significant operating leverage which will allow for investments in key strategic initiatives**
- ◆ **Key investments in technology to increase bankers' productivity and ability to serve our clients**



Source: Company documents

Note: Net operating expenses represents recurring non-interest expense less non-interest income

1) Non-GAAP financial measure; see reconciliation to most directly comparable GAAP measure in "Appendix – Reconciliation of non-GAAP Disclosures"

# Capital Position

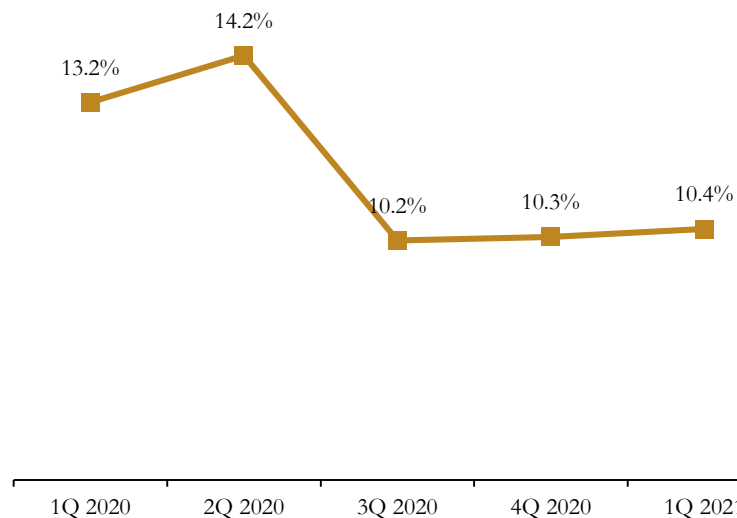
CAPITAL POSITION					
<i>in \$ millions</i>	1Q21	4Q20	3Q20	2Q20	1Q20
Total Sandy Spring Bancorp shareholders' equity	\$1,511.7	\$1,470.0	\$ 1,424.7	\$ 1,390.1	\$ 1,116.3
Common equity tier 1 capital ratio	12.1%	10.6%	10.4%	10.2%	10.2%
Tier 1 capital ratio	12.1%	10.6%	10.4%	10.2%	10.2%
Total risk-based capital ratio	15.5%	13.9%	14.0%	13.8%	14.1%
Leverage ratio	9.1%	8.9%	8.7%	8.3%	8.8%
Tangible common equity to tangible assets	8.9%	8.6%	8.3%	7.6%	8.5%

- Excluding PPP loans, tangible common equity to tangible assets ratio would have been 9.9% as of March 31, 2021.
- The impact of our election to apply the CECL transition provision to our regulatory capital at March 31, 2021, was an increase in Common Equity Tier 1 capital of \$15.3 million and an increase in the CET 1 ratio of 17 bps.
- All regulatory ratios continue to be in excess of “well-capitalized” requirements.
- Capital stress testing was completed as of the end of the first quarter to identify risk to the bank’s capital position related to economic stresses caused by COVID-19. Results indicate that even in the most severe economic scenario provided by Moody’s analytics, all capital metrics remain above well-capitalized while maintaining current dividend levels.

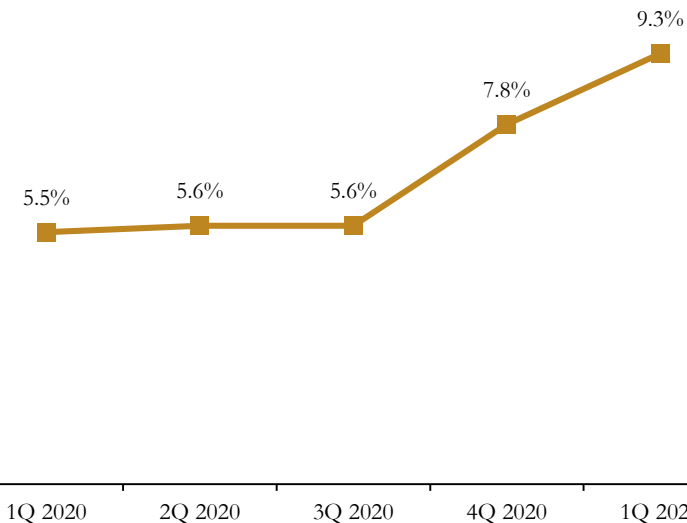


# Strong Liquidity Position

Liquidity Ratio



Brokered Deposits / Total Deposits



Liquidity Highlights

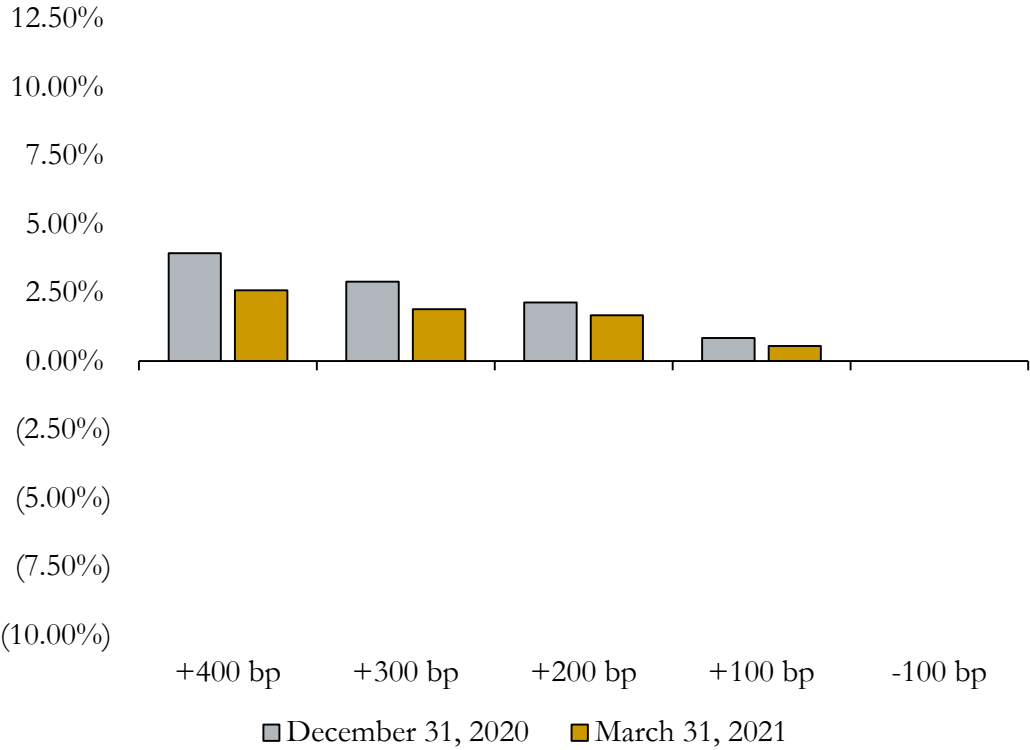
- ◆ Core deposits equaled 79.8% of total interest-earning assets at March 31, 2021
- ◆ Pledged securities as a percent of available-for-sale securities was 32% at March 31, 2021
- ◆ Stress testing is performed quarterly and includes both systemic and idiosyncratic scenarios
- ◆ Testing completed at the end of the first quarter demonstrates a strong liquidity position with sufficient liquidity in the most severe scenarios



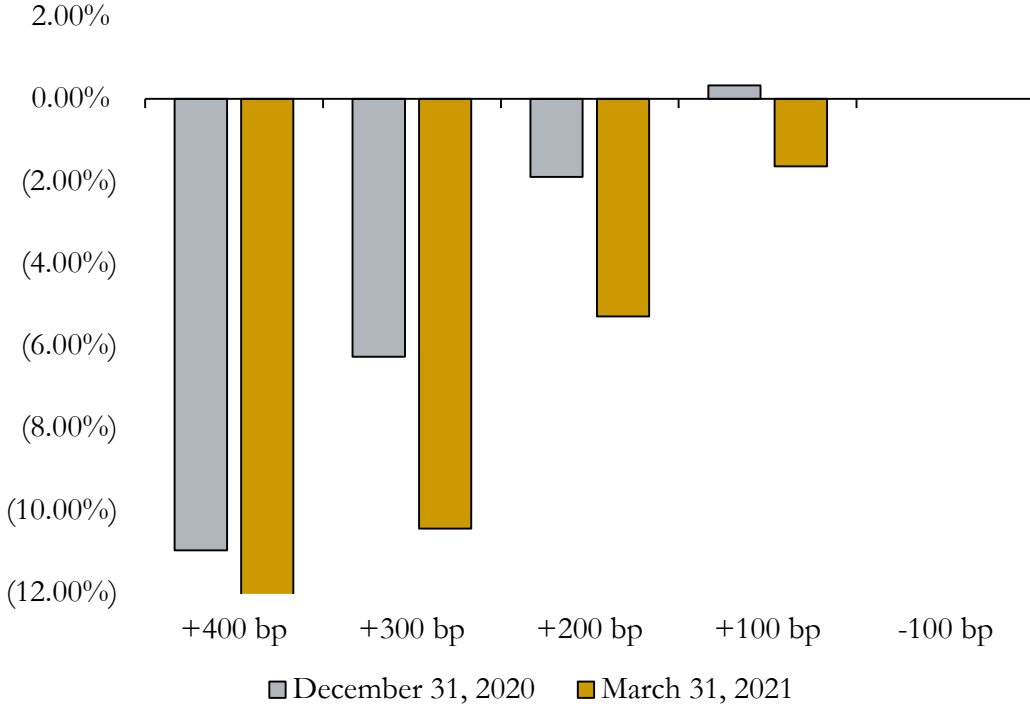


# Interest Rate Sensitivity

Change in Net Interest Income – Year 1



Change in Economic Value of Equity



# **Loan Portfolio, Credit Quality & Reserves (CECL)**



# Specific Industry Summary

As of March 31, 2021

(\$ in millions)								
Industry	Total Commitments <sup>(1)</sup>	Balance Outstanding <sup>(1)</sup>	Loans with Active Payment Accommodation	% of Portfolio with Payment Accommodation	Accruing Loans 30+ Days Past Due	Non-Performing Loans	% of Portfolio Criticized <sup>(2)</sup>	PPP Loans
Hotels	\$427	\$412	\$154	37%	2.31%	10.41%	17%	\$20
Restaurants	\$160	\$153	\$15	9%	2.90%	1.55%	5%	\$125
Services <sup>(3)</sup>	\$389	\$213	\$5	2%	0.08%	2.99%	5%	\$205
CRE Investment- Office	\$743	\$705	\$0	0%	0.00%	0.71%	1%	\$3
CRE Investment- Retail	\$1,216	\$1,161	\$18	2%	0.28%	0.13%	1%	\$1
CRE Investment- Multifamily	\$641	\$533	\$0	0%	0.00%	0.06%	0%	\$0

(1) Amounts exclude PPP loans

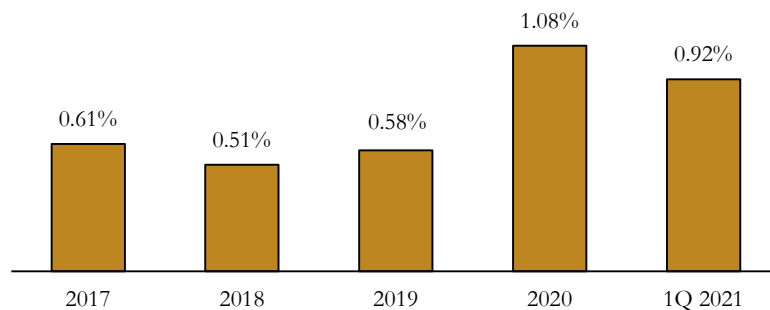
(2) Criticized includes all performing and non-performing loans risk rated Special Mention, Substandard and Doubtful

(3) Services industry includes, but is not limited to: Landscaping, Computer Services, Day Care, Community Housing and Dry Cleaning

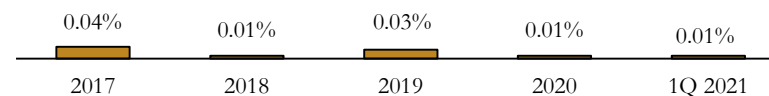


# Strong Credit Culture and Performance

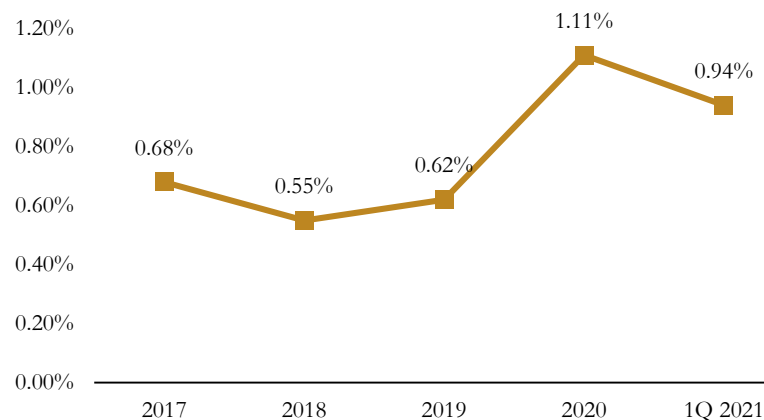
Nonaccrual Loans / Loans<sup>(1)(3)</sup>



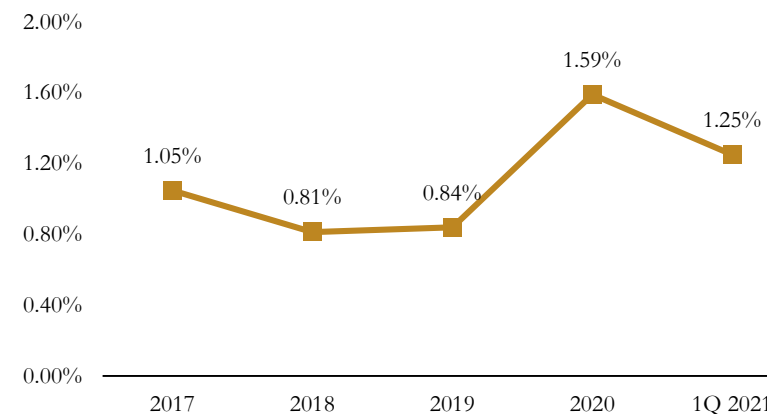
NCOs / Average Loans<sup>(2)</sup>



Nonperforming Loans / Loans<sup>(3)</sup>



Reserves / Loans HFI



Source: Company documents

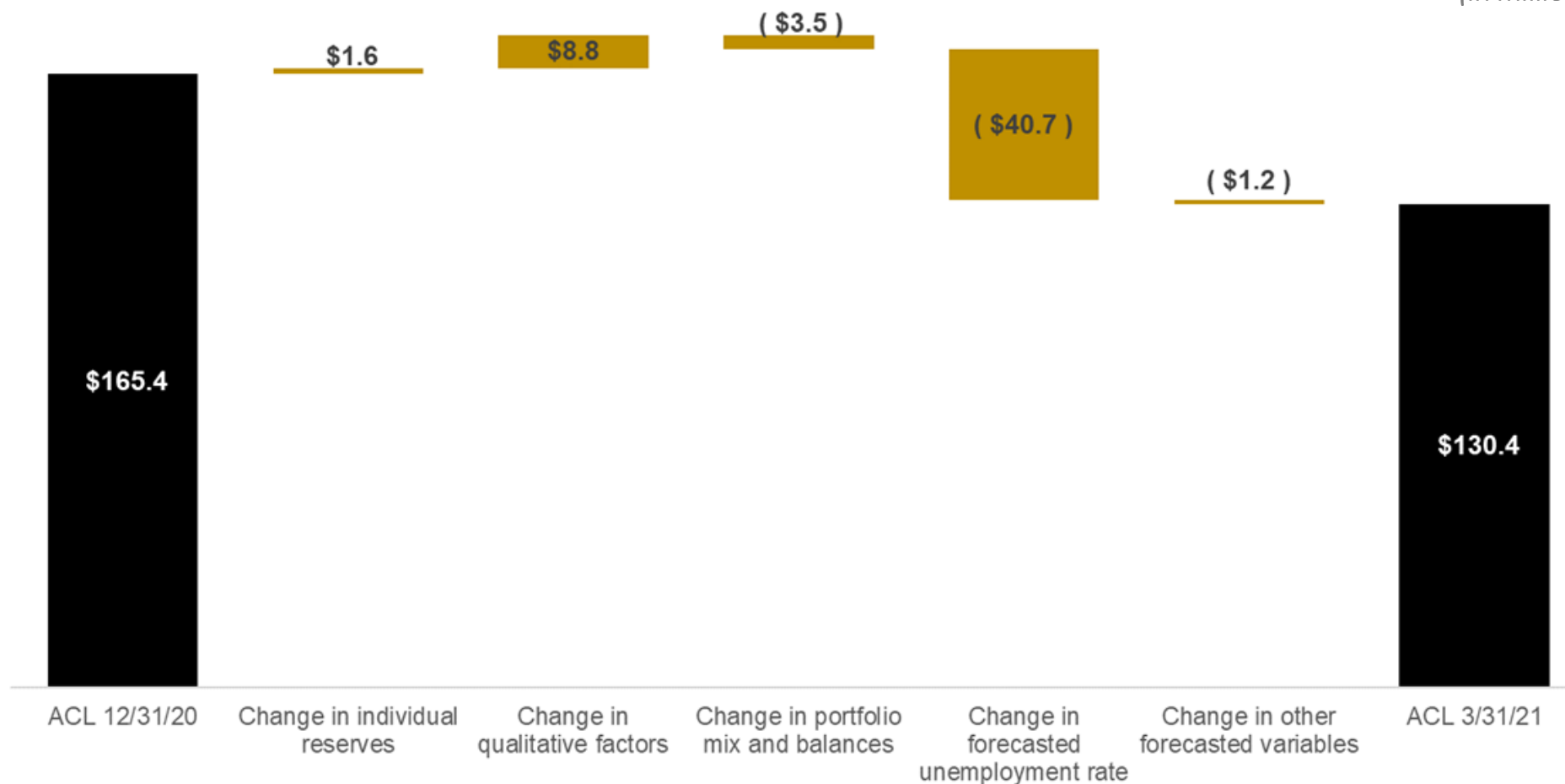
1) Represents nonaccrual loans divided by gross loans.

2) Represents YTD March 31, 2021 annualized net charge-offs divided by average loans

3) CECL adoption in Q1 2020 resulted in nonaccrual classification of \$13MM PCI loans from prior acquisitions

# Allowance for Credit Losses: Drivers of Change in 1Q 2021

(in millions)



- Decrease in Q1 2021 ACL was mainly driven by significant reduction in projected near term unemployment rate indicated in the most recent economic forecast. This decline was partially offset by an increase in qualitative adjustments related to the Company's exposure to certain higher risk industry segments.



# Economic Forecast Comparison

Below presents a comparison of the Moody's economic forecast for local market MSA on economic factors applied in the Company's CECL calculation:

Unemployment Rate		2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022	1Q 2023
<b>Q1 2021 CECL</b>	4/5/21 Forecast					5.59%	5.06%	4.60%	4.24%	4.04%	3.84%	3.66%	3.49%
<b>Q4 2020 CECL</b>	12/23/20 Forecast				6.64%	6.62%	6.27%	5.96%	5.68%	5.38%	5.04%	4.69%	
<b>Q1 2020 CECL</b>	4/7/20 Forecast	5.39%	4.37%	4.53%	4.69%	4.75%	4.71%	4.65%	4.54%				
<b>YoY % Change in Business Bankruptcies</b>													
<b>Q1 2021 CECL</b>	4/5/21 Forecast					3.79%	5.26%	9.74%	19.18%	20.39%	23.10%	19.57%	12.60%
<b>Q4 2020 CECL</b>	12/23/20 Forecast				-4.29%	12.66%	21.91%	35.30%	38.79%	28.64%	18.63%	8.41%	
<b>Q1 2020 CECL</b>	4/7/20 Forecast	0.70%	29.80%	73.20%	97.70%	100.50%	60.40%	19.80%	-7.20%				
<b>YoY % Change in Housing Price Index</b>													
<b>Q1 2021 CECL</b>	4/5/21 Forecast					5.58%	5.23%	4.00%	3.85%	3.71%	3.52%	3.12%	2.77%
<b>Q4 2020 CECL</b>	12/23/20 Forecast				1.90%	2.18%	1.51%	1.56%	1.88%	2.42%	3.03%	3.74%	
<b>Q1 2020 CECL</b>	4/7/20 Forecast	3.33%	3.22%	1.47%	0.51%	0.15%	0.73%	2.23%	3.56%				





# CECL – Q1 Methodology Assumptions

CECL Methodology Key Assumptions	
<b>Macroeconomic Forecast</b>	<ul style="list-style-type: none"> <li>- Used Moody's March baseline forecast for the local market MSA (released on April 5th). Baseline economic projections specifically related to unemployment rate improved significantly from the prior quarter's forecast.</li> <li>- Moody's current baseline projections estimate an average unemployment rate of 4.3% over the reasonable and supportable forecast period as compared to an average unemployment rate of 5.8% noted in the prior quarter's forecast.</li> </ul>
<b>Reasonable and supportable forecast period</b>	<ul style="list-style-type: none"> <li>- Reasonable and supportable forecast period represents a two year economic outlook.</li> </ul>
<b>COVID-19 Qualitative adjustment</b>	<ul style="list-style-type: none"> <li>- Q1 2021 CECL calculation did not incorporate any additional qualitative adjustments related to government relief stimulus or payment accommodations on expected losses. However, management added additional adjustment through a concentration qualitative factor to recognize elevated risk and uncertainty of certain higher risk industry segments.</li> </ul>
<b>Key macroeconomic variables</b>	<ul style="list-style-type: none"> <li>- Unemployment rate</li> <li>- Business Bankruptcies</li> <li>- Case-Schiller Home Price Index</li> </ul>



# Allocation of Allowance by Product Type

<i>(in \$ thousands)</i>	4Q19 Probable Incurred Losses		January 1, 2020 CECL Adoption		December 31, 2020 CECL		March 31, 2021 CECL	
Allowance for credit losses	Amount	% of Loans Outstanding	Amount	% of Loans Outstanding	Amount	% of Loans Outstanding	Amount	% of Loans Outstanding
Investor real estate	\$ 18,407	0.85%	\$ 16,396	0.76%	\$ 57,404	1.58%	\$ 48,450	1.33%
Owner-occupied real estate	6,884	0.53%	7,271	0.56%	20,061	1.22%	14,467	0.88%
Commercial AD&C	7,590	1.11%	10,166	1.49%	22,156	2.11%	22,917	2.18%
Commercial business	11,395	1.42%	15,932	1.99%	46,806	2.06%	31,829	1.32%
Total commercial	\$ 44,276	0.90%	\$ 49,765	1.01%	\$ 146,427	1.70%	\$ 117,663	1.34%
Residential mortgage	8,803	0.77%	8,415	0.73%	11,295	1.02%	7,547	0.74%
Residential construction	967	0.66%	694	0.47%	1,502	0.82%	653	0.38%
Consumer	2,086	0.45%	3,005	0.64%	6,143	1.19%	4,498	0.91%
Total residential and consumer	\$ 11,856	0.67%	\$ 12,114	0.69%	\$ 18,940	1.05%	\$ 12,698	0.75%
<b>Allowance for credit losses</b>	<b>\$ 56,132</b>	<b>0.84%</b>	<b>\$ 61,879</b>	<b>0.92%</b>	<b>\$ 165,367</b>	<b>1.59%</b>	<b>\$ 130,361</b>	<b>1.25%</b>

- Excluding PPP loans, the allowance for credit losses as a % of total loans outstanding would increase to 1.43% and to 2.86% for the Commercial Business segment.



# Recent Acquisitions

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- ◆ Headquartered in Rockville, MD, an affluent suburb of Washington, DC
  - ◆ \$2.6 billion in assets at announcement
  - ◆ 11 community banking offices
  - ◆ Fastest Growing Companies in DC-area for three years running (2016 to 2018)<sup>(1)</sup>
  - ◆ The transaction was completed on April 1, 2020
- 



- ◆ Headquartered in Falls Church, VA
  - ◆ Fee-only advisory firm, registered with SEC since 1984
  - ◆ Over \$1.3 billion in assets under management as of December 31, 2019
  - ◆ The transaction was completed on February 1, 2020
- 



- ◆ Headquartered in Reston, VA
- ◆ \$2.1 billion in assets at announcement
- ◆ 19 community banking offices
- ◆ Top 10 most profitable banks in DC metro area<sup>(1)</sup>
- ◆ The transaction was completed on January 1, 2018

# Appendix



# Management Team



**Daniel J. Schrider**  
*President & CEO*  
(56)

- Named President & Chief Executive Officer in January 2009
- 30+ years of experience at Sandy Spring
- Previously served as a director of the ABA, a past chairman of the Maryland Bankers Association and a past chair of the Stonier Graduate School of Banking Advisory Board



**Philip J. Mantua**  
*Chief Financial Officer*  
(62)

- Joined Sandy Spring in 1999, EVP and Chief Financial Officer since October 2004
- 30+ years of financial services experience
- Prior to Sandy Spring, developed financial planning systems, strategic plans, and ALCO policies for financial institutions at Olson Research Associates

# Management Team



**Ronda McDowell**  
*Chief Operations Officer*  
(57)

- Assumed newly created position of Chief Operations Officer in May 2021 and established a new Operations Group
- Previously served as Chief Credit Officer, November 2013 – May 2021
- 30 years of experience in the financial services industry, including 25 at Sandy Spring



**R. Louis Caceres**  
*Head of Financial Services*  
*Group*  
(59)

- Joined Sandy Spring in 1999
- Chief Wealth Officer, overseeing Private Banking, Sandy Spring Trust and the company's subsidiaries: Sandy Spring Insurance Corporation, West Financial Services and Rembert Pendleton Jackson
- 25 years of sales management experience in banking and wealth management



# Management Team



**Joseph J. O'Brien, Jr.**  
*Head of Community Banking*  
(57)

- EVP and the Chief Banking Officer, overseeing Commercial Real Estate, Personal and Business Banking, Mortgage, Marketing, Product Development and Online and Digital Banking
- >25 years of experience with an emphasis on CRE lending and strategic planning



**Ken Cook**  
*Head of Commercial Banking*  
(60)

- Joined Sandy Spring Bancorp in April 2020 through the acquisition of Revere Bank where he was Co-President and CEO
- His banking career spans over 37 years of serving businesses and individuals throughout the Greater Washington, D.C. region
- Served as President and CEO of Mercantile Potomac Bank from 1994 to 2007

# Management Team



**John D. Sadowski**  
*Chief Information Officer*  
(58)

- Joined Sandy Spring in March 2009 as Chief Information Officer
- Over 25 years of experience in financial services systems and operations
- Prior to joining Sandy Spring spent 14 years with T. Rowe Price where he was a two-time winner of the T. Rowe Price Management Excellence Award



**Kevin Slane**  
*Chief Risk Officer*  
(60)

- Joined Sandy Spring in May 2018 in newly created position as Chief Risk Officer
- With more than 30 years of experience, he is an accomplished financial services executive
- Prior to joining Sandy Spring he was at Hancock Whitney Bank in Gulf South responsible for enterprise risk management and operational risk. Prior to that he was corporate risk director for First Horizon Corporation in Memphis, TN

# Management Team



**Aaron Kaslow**  
*General Counsel & Corporate  
Secretary*  
(56)

- Joined Sandy Spring Bancorp as General Counsel and Secretary in July 2019
- Responsible for legal, governance, and regulatory matters
- Prior to joining Sandy Spring, served as team leader of Kilpatrick Townsend's Financial Institutions practice, focusing on corporate and securities matters, mergers and acquisitions, and regulatory matters for financial institutions.



**Gary Fernandes**  
*Chief Human Resources Officer*  
(53)

- Joined Sandy Spring in March 2015
- Named EVP and Chief Human Resources Officer in May 2021, overseeing all human capital and employee engagement strategies
- More than 25 years of experience in human resources across a range of industries and with Fortune 500 companies

# Selected Financial Data

(Dollars in thousands, except per share data)

	2020	2019	2018	2017	2016
<b>Results of Operations:</b>					
Tax-equivalent interest income	\$ 427,688	\$ 352,615	\$ 328,797	\$ 202,258	\$ 177,267
Interest expense	60,401	82,561	63,637	26,031	21,004
Tax-equivalent net interest income	367,287	270,054	265,160	176,227	156,236
Tax-equivalent adjustment	4,128	4,746	4,715	7,459	6,711
Provision for credit losses	85,669	4,684	9,023	2,977	5,546
Net interest income after provision for credit losses	277,490	260,624	251,422	165,791	144,006
Non-interest income	102,716	71,322	61,049	51,243	51,042
Non-interest expenses	255,782	179,085	179,783	129,099	123,058
Income before taxes	124,424	152,861	132,688	87,935	71,990
Income tax expense	27,471	36,428	31,824	34,726	23,740
Net income	96,953	116,433	100,864	53,209	48,250
<b>Per Share Data:</b>					
Net income - basic per common share	\$ 2.19	\$ 3.25	\$ 2.82	\$ 2.20	\$ 2.00
Net income - diluted per common share	2.18	3.25	2.82	2.20	2.00
Dividends declared per share	1.20	1.18	1.10	1.04	0.98
Book value per common share	31.24	32.40	30.06	23.50	22.32
<b>Period End Balances:</b>					
Assets	\$ 12,798,429	\$ 8,629,002	\$ 8,243,272	\$ 5,446,675	\$ 5,091,383
Securities	1,413,781	1,125,136	1,010,724	775,025	779,648
Loans and leases	10,400,509	6,705,232	6,571,634	4,314,248	3,927,808
Deposits	10,033,069	6,440,319	5,914,880	3,963,662	3,577,544
Borrowings	1,149,320	936,788	1,213,465	885,192	945,119
Stockholder's equity	1,469,955	1,132,974	1,067,903	563,816	533,572
<b>Average Balances:</b>					
Assets	\$ 11,775,096	\$ 8,367,139	\$ 7,965,514	\$ 5,239,920	\$ 4,743,375
Securities	1,350,483	979,757	1,018,016	813,601	740,519
Loans and leases	9,317,493	6,569,069	6,225,498	4,097,988	3,677,662
Deposits	8,982,623	6,266,757	5,689,601	3,849,186	3,460,804
Borrowings	1,279,481	861,926	1,190,930	798,733	717,542
Stockholder's equity	1,339,491	1,108,310	1,024,795	550,926	527,524



# Selected Financial Data

	2020	2019	2018	2017	2016
<b>Performance Ratios:</b>					
Return on average assets	0.82 %	1.39 %	1.27 %	1.02 %	1.02 %
Return on average common equity	7.24	10.51	9.84	9.66	9.15
Yield on average interest-earning assets	3.90	4.58	4.47	4.08	3.96
Rate on average interest-bearing liabilities	0.82	1.56	1.24	0.77	0.68
Net interest spread	3.08	3.02	3.23	3.31	3.28
Net interest margin	3.35	3.51	3.60	3.55	3.49
Efficiency ratio – GAAP (1)	54.90	53.20	55.92	58.68	61.35
Efficiency ratio – Non-GAAP (1)	46.53	51.52	50.87	54.59	58.66
<b>Capital Ratios:</b>					
Tier 1 leverage	8.92 %	9.70 %	9.50 %	9.24 %	10.14 %
Common equity tier 1 capital to risk-weighted assets	10.58	11.06	10.90	10.84	11.01
Tier 1 capital to risk-weighted assets	10.58	11.21	11.06	10.84	11.74
Total regulatory capital to risk-weighted assets	13.93	14.85	12.26	11.85	12.80
Tangible common equity to tangible assets - Non-GAAP (2)	8.46	9.46	9.21	9.04	9.07
Average equity to average assets	11.38	13.25	12.87	10.51	11.12
<b>Credit Quality Ratios:</b>					
Allowance for credit losses to total loans	1.59 %	0.84 %	0.81 %	1.05 %	1.12 %
Non-performing loans to total loans	1.11	0.62	0.55	0.68	0.81
Non-performing assets to total assets	0.91	0.50	0.46	0.58	0.66
Net charge-offs to average loans and leases	0.01	0.03	0.01	0.04	0.06



# Non-GAAP Reconciliation

This presentation contains financial information and performance measures determined by methods other than in accordance with generally accepted accounting principles in the United States (“GAAP”). Sandy Spring Bancorp’s management believes that the supplemental non-GAAP information provides a better comparison of period-to-period operating performance. Additionally, Sandy Spring Bancorp believes this information is utilized by regulators and market analysts to evaluate a company’s financial condition and, therefore, such information is useful to investors. Non-GAAP measures used in this presentation consist of the following:

- efficiency ratio
- tangible common equity
- operating return on adjusted average assets

**Efficiency Ratio.** Management views the GAAP efficiency ratio as an important financial measure of expense performance and cost management. The ratio expresses the level of non-interest expenses as a percentage of total revenue (net interest income plus total non-interest income). Lower ratios indicate improved productivity. In general, the efficiency ratio is non-interest expenses as a percentage of net interest income plus non-interest income. Non-interest expenses used in the calculation of the non-GAAP efficiency ratio exclude merger expenses, goodwill impairment losses, litigation expenses, the amortization of intangibles, and other non-recurring expenses. Income for the non-GAAP ratio includes the favorable effect of tax-exempt income, and excludes securities gains and losses, which vary widely from period to period without appreciably affecting operating expenses, and non-recurring gains. The measure is different from the GAAP efficiency ratio, which also is presented in this document. The GAAP measure is calculated using non-interest expense and income amounts as shown on the face of the Consolidated Statements of Income. The GAAP and non-GAAP efficiency ratios are reconciled and provided in the following table.

**Tangible Common Equity.** Tangible equity, tangible assets and tangible book value per share are non-GAAP financial measures calculated using GAAP amounts. Tangible common equity and tangible assets exclude the balances of goodwill and other intangible assets from stockholder’s equity and total assets, respectively. Management believes that this non-GAAP financial measure provides information to investors that may be useful in understanding our financial condition. Because not all companies use the same calculation of tangible equity and tangible assets, this presentation may not be comparable to other similarly titled measures calculated by other companies.

**Core Return on Average Assets.** Core return on adjusted average assets is a non-GAAP financial measure calculated using GAAP amounts. Core earnings reflect net income for the period exclusive of the provision for credit losses, provision for unfunded commitments, merger and acquisition expense, amortization of intangible assets, loss on FHLB redemption, and investment securities gain, in each case net of tax. Management believes that this non-GAAP financial measure provides helpful information to investors in understanding the Company’s core operating earnings and provides a better comparison of period-to-period operating performance of the Company.



# GAAP and Non-GAAP Efficiency Ratios

<i>(Dollars in thousands)</i>	YTD 2021 <sup>(1)</sup>	2020	2019	2018	2017	2016
<b>Efficiency ratio - GAAP basis</b>						
Non-interest expenses	\$ 68,173	\$ 255,782	\$ 179,085	\$ 179,783	\$ 129,099	\$ 123,058
Net interest income plus non-interest income	133,466	465,875	336,630	321,494	220,011	200,594
Efficiency ratio - GAAP basis	51.08%	54.90%	53.20%	55.92%	58.68%	61.35%
<b>Efficiency ratio - Non-GAAP basis</b>						
Non-interest expenses	\$ 68,173	\$ 255,782	\$ 179,085	\$ 179,783	\$ 129,099	\$ 123,058
Less non-GAAP adjustments:						
Amortization of intangible assets	1,697	6,221	1,946	2,162	101	130
Loss on FHLB redemption	9,117	5,928	-	-	1,275	3,167
Merger and acquisition expenses	45	25,174	1,312	11,766	4,252	-
Non-interest expenses - as adjusted	<u>\$ 57,314</u>	<u>\$ 218,459</u>	<u>\$ 175,827</u>	<u>\$ 165,855</u>	<u>\$ 123,471</u>	<u>\$ 119,761</u>
Net interest income plus non-interest income	\$ 133,466	\$ 465,875	\$ 336,630	\$ 321,494	\$ 220,011	\$ 200,594
Plus non-GAAP adjustment:						
Tax-equivalent income	980	4,128	4,746	4,715	7,459	6,711
Less non-GAAP adjustments:						
Investment securities gains	58	467	77	190	1,273	1,932
Gain on redemption of subordinated debentures	-	-	-	-	-	1,200
Net interest income plus non-interest income - as adjusted	<u>\$ 134,388</u>	<u>\$ 469,536</u>	<u>\$ 341,299</u>	<u>\$ 326,019</u>	<u>\$ 226,197</u>	<u>\$ 204,173</u>
Efficiency ratio - Non-GAAP basis	42.65%	46.53%	51.52%	50.87%	54.59%	58.66%



# Core Return on Average Assets

<i>(Dollars in thousands)</i>	Three months ended March 31,	
	2021	2020
Net income	\$ 75,464	\$ 9,987
Plus/(less) non-GAAP adjustments (net of tax):		
Provision/(credit) for credit losses	(25,857)	18,242
Provision/(credit) for credit losses on unfunded loan commitments	(705)	-
Merger and acquisition expense	34	1,084
Amortization of intangible assets	1,264	447
Loss on FHLB redemption	6,792	-
Investment securities gains	(43)	(126)
Operating earnings (non-GAAP)	<u>\$ 56,949</u>	<u>\$ 29,634</u>
Average assets (GAAP)	\$ 12,801,539	\$ 8,699,342
Return on average assets (GAAP)	2.39%	0.46%
Core return on average assets (non-GAAP)	1.80%	1.37%







Sandy Spring  
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