# **Earnings Presentation**

FIRST QUARTER 2021 RESULTS



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This press release contains "forward-looking statements" within the meaning, and protections, of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, including, without limitation, statements about future financial and operating results, cost savings, enhanced revenues, economic and seasonal conditions in the Company's markets, and improvements to reported earnings that may be realized from cost controls, tax law changes, new initiatives and for integration of banks that the Company has acquired, or expects to acquire, including Legacy Bank of Florida, as well as statements with respect to Seacoast's objectives, strategic plans, expectations and intentions and other statements that are not historical facts, any of which may be impacted by the COVID-19 pandemic and related effects on the U.S. economy. Actual results may differ from those set forth in the forward-looking statements.

Forward-looking statements include statements with respect to the Company's beliefs, plans, objectives, goals, expectations, anticipations, assumptions, estimates and intentions about future performance, and involve known and unknown risks, uncertainties and other factors, which may be beyond the Company's control, and which may cause the actual results, performance or achievements of Seacoast to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. You should not expect the Company to update any forward-looking statements.

All statements other than statements of historical fact could be forward-looking statements. You can identify these forwardlooking statements through the use of words such as "may", "will", "anticipate", "assume", "should", "support", "indicate" "would", "believe", "contemplate", "expect", "estimate", "continue", "further", "plan", "point to", "project", "could", "intend" "target" or other similar words and expressions of the future. These forward-looking statements may not be realized due to a variety of factors, including, without limitation; the effects of future economic and market conditions, including seasonality and the adverse effects of COVID-19 (economic and otherwise); government or regulatory responses to the COVID-19 pandemic; governmental monetary and fiscal policies, including interest rate policies of the Board of Governors of the Federal Reserve, as well as legislative, tax and regulatory changes; changes in accounting policies, rules and practices, including the impact of the adoption of the current expected credit losses ("CECL") methodology; participation in the Paycheck Protection Program ("PPP"); the risks of changes in interest rates on the level and composition of deposits, loan demand, liquidity and the values of loan collateral, securities, and interest rate sensitive assets and liabilities; interest rate risks, sensitivities and the shape of the yield curve; uncertainty related to the impact of LIBOR calculations on securities, loans and debt; changes in borrower credit risks and payment behaviors; changes in retail distribution strategies, customer preferences and behavior; changes in the availability and cost of credit and capital in the financial markets; changes in the prices, values and sales volumes of residential and commercial real estate; our ability to comply with any regulatory requirements; the effects of problems encountered by other financial institutions that the prices, values and sales volumes f residential and commercial real estate; our ability to comply with any regulatory requirements; the effects of problems encountered by other financial institutions that adversely affect Seacoast or the banking industry; the Company's concentration in commercial real estate loans and in real estate collateral in Florida; inaccuracies or other failures from the use of models, including the failure of assumptions and estimates, as well as differences in, and changes to, economic, market and credit conditions; the impact on the valuation of Seacoast's investments due to market volatility or counterparty payment risk; statutory and regulatory dividend restrictions; increases in regulatory capital requirements for banking organizations generally; the risks of mergers, acquisitions and divestitures, including the Seacoast's ability to continue to identify acquisition targets and successfully acquire and integrate desirable financial institutions; changes in technology or products that may be more difficult, costly, or less effective than anticipated; the Company's ability to identify and address increased cybersecurity risks, including as a result of employees working remotely: inability of Seacoast's risk management framework to manage risks associated with the Company's business; dependence on

key suppliers or vendors to obtain equipment or services for the business on acceptable terms; reduction in or the termination of Seacoast's ability to use the mobile-based platform that is critical to the Company's business growth strategy; the effects of war or other conflicts, acts of terrorism, natural disasters, health emergencies, epidemics or pandemics, or other catastrophic events that may affect general economic conditions; unexpected outcomes of and the costs associated with, existing or new litigation involving the Company, including as a result of the Company's participation in the PPP; Seacoast's ability to maintain adequate internal controls over financial reporting; potential claims, damages, penalties, fines and reputational damage resulting from pending or future litigation, regulatory proceedings and enforcement actions; the risks that deferred tax assets could be reduced if estimates of future taxable income from the Company's operations and tax planning strategies are less than currently estimated and sales of capital stock could trigger a reduction in the amount of net operating loss carryforwards that the Company may be able to utilize for income tax purposes; the effects of competition from other commercial banks, thrifts, mortgage banking firms, consumer finance companies, credit unions, non-bank financial technology providers, securities brokerage firms, insurance companies, money market and other mutual funds and other financial institutions operating in the Company's market areas and elsewhere, including institutions operating regionally, nationally and internationally, together with such competitors offering banking products and services by mail, telephone, computer and the Internet; the failure of assumptions underlying the establishment of reserves for possible loan losses.

The risks relating to the Legacy Bank of Florida proposed merger include, without limitation: the timing to consummate the proposed merger; the risk that a condition to closing of the proposed merger may not be satisfied; the risk that the merger is not completed at all; the diversion of management time on issues related to the proposed merger; unexpected transaction costs, including the costs of integrating operations; the risks that the businesses will not be integrated successfully or such integration may be more difficult, time-consuming or costly than expected; the potential failure to fully or timely realize expected revenues and revenue synergies, including as the result of revenues following the merger being lower than expected; the risk of deposit and customer attrition; any changes in deposit mix; unexpected operating and other costs, which may differ or change from expectation; the risk of customer and employee loss and business disruptions, including, without limitation, as the result of difficulties in maintaining relationships with employees; increased competitive pressures on solicitations of customers by competitors; as well as difficulties and risks inherent with entering new markets.

The COVID-19 pandemic is adversely affecting Seacoast, its customers, counterparties, employees, and third-party service providers, and the ultimate extent of the impacts on its business, financial position, result of operations, liquidity, and prospects is uncertain. Continued deterioration in general business and economic conditions or turbulence in domestic or global financial markets could adversely affect Seacoast's revenues and values of its assets and liabilities, reduce the availability of funding to certain financial institutions, lead to a tightening of credit, and increase stock price volatility.

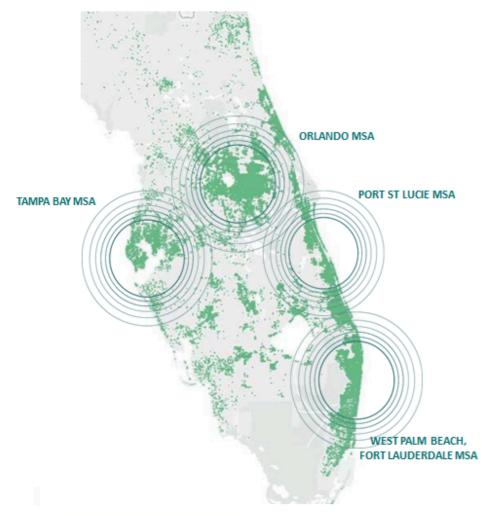
All written or oral forward-looking statements attributable to us are expressly qualified in their entirety by this cautionary notice, including, without limitation, those risks and uncertainties described in the Company's annual report on Form 10-K for the year ended December 31, 2020 under "Special Cautionary Notice Regarding Forward-Looking Statements" and "Risk Factors", and otherwise in the Company's SEC reports and filings. Such reports are available upon request from the Company, or from the Securities and Exchange Commission, including through the SEC's Internet website at <a href="https://www.sec.gov">www.sec.gov</a>.



## Valuable Florida Franchise, Well Positioned with Strong Capital, Liquidity and Disciplined Credit Culture



#### **Seacoast Customer Map**



- \$8.8 billion in assets as of March 31,
   2021, operating in the nation's third-most populous state
- Strong and growing presence in four of Florida's most attractive MSAs
  - #1 Florida-based bank in Orlando
  - #1 share in Port St Lucie MSA
  - #2 Florida-based bank in West Palm Beach/Fort Lauderdale
  - #2 Florida-based community bank in Tampa, and #1 in St. Petersburg
- Market Cap: \$2.0 billion as of March 31, 2021

- Highly disciplined credit portfolio
- Prudent liquidity position
- Strong capital position
- Steady increase in shareholder value with tangible book value per share increasing 15% year-overyear
- Active board with a diverse range of experience and expertise

Valuable Florida Franchise with Disciplined Growth Strategy, Benefiting from Fortress Balance Sheet with Robust Capital Generation, Prudent Liquidity Position, and Strict Credit Underwriting



### Florida to Benefit from the Work-from-Anywhere Future Accelerated by COVID-19



- Companies and individuals seeking real estate affordability, lower taxes, warmer weather, and easy flights back to the Northeast are migrating to Florida.
- Florida's population forecast was revised in November 2020 to reflect a larger 2020 base and stronger net-migration projections. Source: Office of Economic & Demographic Research
  - Florida's population will surpass 23 million by late 2024 or 2025 (21.6 million at Year End 2020).
  - This increase is equivalent to adding a city larger than Orlando every year.
- Financial institutions and other major corporations have announced plans to relocate some or all of their operations to Florida in the near future:



\$41B-asset Elliott Management to move HQ to West Palm Beach

#### Goldman Sachs plans move to South Florida

Investment bank has looked at spaces in Palm Beach County, Fort Lauderdale for asset management arm





Private equity giant Blackstone set to open tech office in Miami

BUSINESS Are Texas and Florida the new California and New York?



#### MOELIS & COMPANY

"We're a talent business, I want to attract, I want to motivate, and I want to retain the greatest talent in the world. And if that talent wants to do it in Florida, that's where we'll support them."

Ken Moelis, chairman and CEO of Moelis & Co.



### First Quarter 2021 Highlights



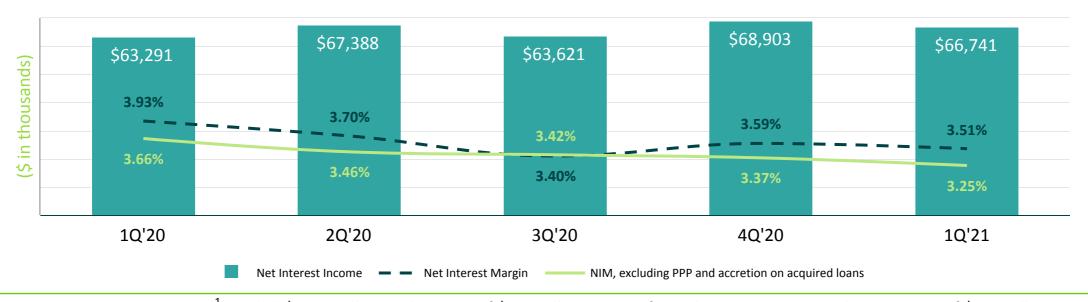
All comparisons are to fourth quarter 2020 unless otherwise stated.

- Net income of \$33.7 million, an increase of 15%. Adjusted net income<sup>1</sup> of \$35.5 million, an increase of 16%.
- Earnings per share increased to \$0.60 compared to \$0.53. Adjusted earnings per share increased to \$0.63 from \$0.55.
- On a GAAP basis, achieved 1.70% return on tangible assets (ROTA) and 15.62% return on tangible common equity ("ROTCE"). On an adjusted basis, first quarter results were 1.75% adjusted ROTA<sup>1</sup> and 16.01% adjusted ROTCE<sup>1</sup>.
- Steadily building shareholder value through consistent growth in tangible book value per share, ending the period at \$16.62, an increase of 15% over the prior year.
- Cost of deposits decreased by six basis points to 13 basis points.
- Total loan pipelines increased by 44%, in line with a strong Florida economic recovery.
- Record wealth management revenue and \$156 million in AUM growth, bringing total AUM to over \$1 billion.
- An increase of \$0.6 million in mortgage banking fees driven by continuing low rates and a robust Florida real estate market.
- Record interchange income of \$3.8 million, reflecting increased transaction activity and strong customer sentiment.
- PPP originations of \$232.5 million during the quarter, resulting in \$9.4 million in fees, net of origination costs.
- Announced the acquisition of Legacy Bank of Florida, scheduled to close in the third quarter of 2021.
- The Company's Board of Directors approved a \$0.13 cash dividend to shareholders of record on June 15, 2021, to be paid June 30, 2021.



### Net Interest Income and Margin



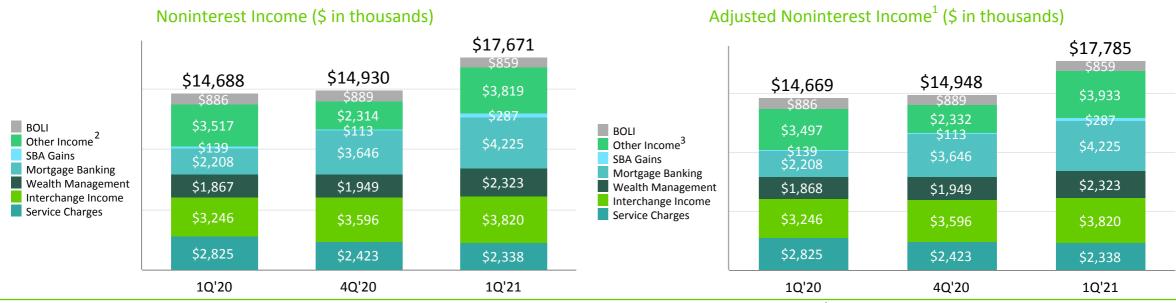


- Net interest income<sup>1</sup> totaled \$66.7 million, a decrease of \$2.2 million, or 3%, from the prior quarter and an increase of \$3.5 million, or 5%, from the first quarter of 2020. This included interest and fees earned on Paycheck Protection Program ("PPP") loans of \$6.9 million compared to \$5.2 million in the prior quarter. The decline quarter-over-quarter was largely the result of significant growth in cash balances held on the balance sheet. The Company expects to deploy this cash in a disciplined and prudent manner, carefully navigating an outlook that includes expected increases in interest rates.
- The effect on net interest margin of accretion of purchase discounts on acquired loans was an increase of 15 basis points in the first quarter, compared to an increase of 23 basis points in the prior quarter. The effect on net interest margin of interest and fees on PPP loans was an increase of 11 basis points in the first quarter, and a decrease of one basis point in the prior quarter. Excluding both accretion on acquired loans and the effect of PPP loans, net interest margin<sup>1</sup> in the first quarter was 3.25% compared to 3.37% in the prior quarter.



### Continued Strength in Noninterest Income





Noninterest income increased \$2.7 million sequentially from the prior quarter to \$17.7 million, and adjusted noninterest income<sup>1</sup> increased \$2.8 million to \$17.8 million sequentially. Changes include:

- Mortgage banking fees were \$4.2 million, compared to \$3.6 million in the prior quarter. Results continue to benefit from low interest rates and an influx of new residents and businesses moving to Florida.
- Interchange revenue was a record \$3.8 million, compared to \$3.6 million in the prior quarter, with a higher volume of transactions and higher per-card spending contributing to the increase.
- Wealth management income was a record \$2.3 million, compared to \$1.9 million in the prior quarter. During the first quarter of 2021, assets under management increased \$156 million to surpass \$1 billion. This milestone achievement is the result of the team's success in delivering valuable services and advice to new clients, and to collaborating with retail and commercial bankers across the franchise to build and develop existing relationships.
- Included in other income in the first quarter of 2021 is \$1.7 million in income associated with the resolution of contingencies on two loans acquired in 2017. Similar activity is not expected in subsequent periods.



 $<sup>^{1}</sup>$ Non-GAAP measure, see "Explanation of Certain Unaudited Non-GAAP Financial Measures" for more information and a reconciliation to GAAP

<sup>&</sup>lt;sup>2</sup>Other Income includes marine finance fees, swap related income and other fees related to customer activity as well as securities gains of \$19 thousand in 1Q'20, losses of \$18 thousand in 4Q'2020, and losses of \$0.1 million in 1Q'21.

<sup>&</sup>lt;sup>3</sup>Other Income on an adjusted basis includes marine finance fees, swap related income and other fees related to customer activity.

### Continued Focus on Disciplined Expense Control



#### Noninterest Expense (\$ in thousands)

#### Adjusted Noninterest Expense<sup>1</sup> (\$ in thousands)





Noninterest expense increased \$2.4 million and adjusted noninterest expense increased \$2.0 million sequentially. Changes quarter-over-quarter on an adjusted basis include:

- Salaries and benefits increased \$1.2 million, or 5%, which includes a \$0.8 million increase in payroll taxes and \$0.3 million increase in 401(k) contributions, both of which are seasonal impacts typical of the first quarter.
- Legal and professional fees increased by \$1.5 million compared to the fourth quarter. The fourth quarter included the benefit of a one-time recovery of certain legal expenses incurred during 2020.
- Foreclosed property expense decreased in the first quarter of 2021 by \$1.9 million, reflecting a gain on sale of an OREO property of \$0.2 million, compared to write-downs on two properties in the prior quarter.



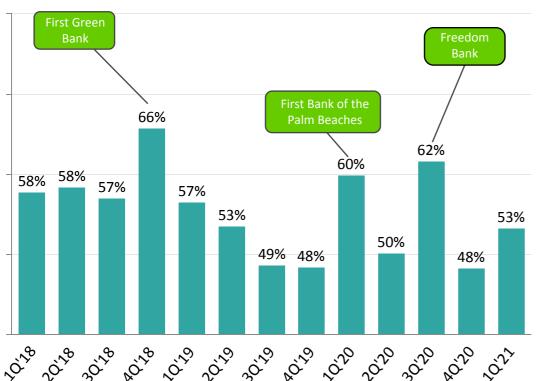
<sup>&</sup>lt;sup>1</sup>Non-GAAP measure, see "Explanation of Certain Unaudited Non-GAAP Financial Measures" for more information and a reconciliation to GAAP.

<sup>&</sup>lt;sup>2</sup>Other Expense includes marketing expenses, provision for credit losses on unfunded commitments, foreclosed property expense and net loss/(gain) on sale and other expenses associated with ongoing business operations.

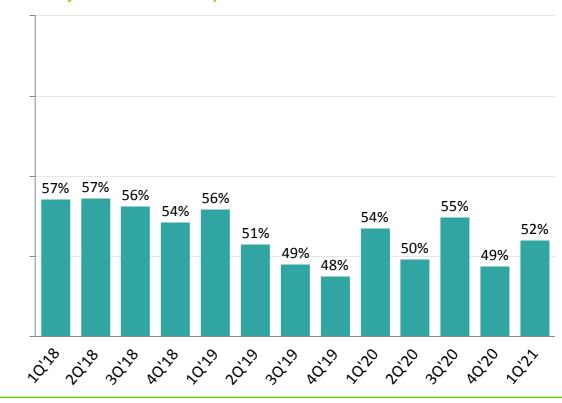
### **Efficiency Ratio Trend**







#### Adjusted - Efficiency<sup>1</sup>



- The efficiency ratio was 53.2% for the first guarter of 2021 compared to 48.2% in the prior guarter and 59.8% in the first guarter of 2020.
- The adjusted efficiency ratio was 52.0% for the first quarter of 2021 compared to 48.8% in the prior quarter and 53.6% in the first quarter of 2020.
- The increases in the first quarter reflect the impact of higher noninterest expenses, the result of more normalized legal and professional fees compared to prior quarter, as well as the seasonal impacts of employee benefits.







- Loans outstanding totaled \$5.7 billion, an increase of \$344 million, or 6%, year-over-year.
- Given the significant economic performance in the State of Florida, low unemployment, and clear evidence of a V shaped recovery, the Company returned to its prepandemic credit policy and conservative underwriting guidelines.
- Exiting the first quarter of 2021, pipelines were 44% higher than the prior quarter, with \$241 million in commercial, \$28 million in consumer, and \$165 million in residential mortgages, compared to \$167 million, \$18 million, and \$117 million, respectively, in the prior quarter.
- \$232 million in PPP loan originations during the first quarter were offset by \$214 million in PPP loan forgiveness.
- The yield on loans, excluding PPP and accretion on acquired loans, decreased from 4.23% in the fourth quarter of 2020 to 4.15% in the first quarter.

#### Total Loans Outstanding (\$ in millions)



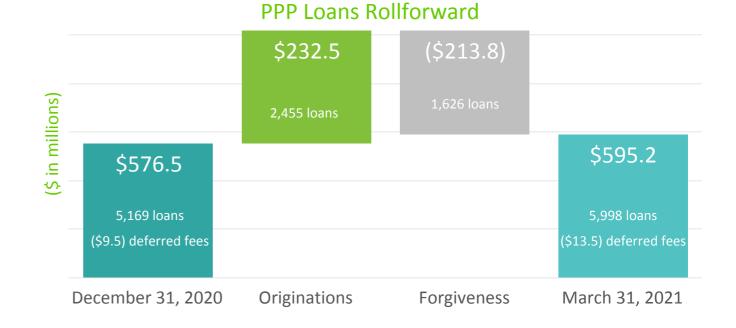


### Paycheck Protection Program Loans



#### PPP loans outstanding at March 31, 2021:

- Average loan size of \$99,000
- Median loan size of \$37,500
- Balances less than \$150 thousand:
  - \$210.8 million, or 35% by volume
  - 5,070 loans, or 85% by count
- Of 2,455 loans originated under the renewed program in the first quarter of 2021, 83% also participated in the initial program in 2020



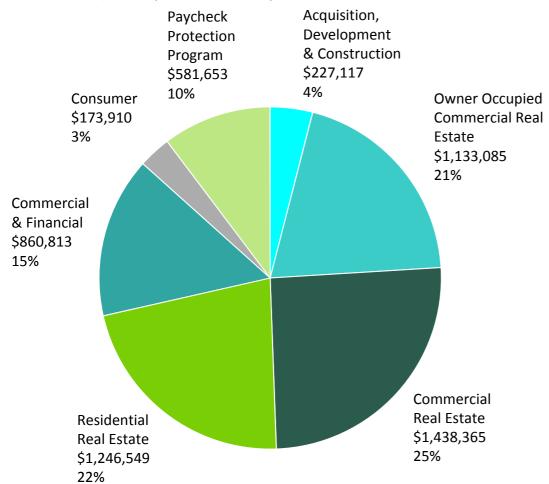
PPP Fee Revenue Summary									
(in millions)									
Fees earned from SBA to date (net of related costs) to originate PPP loans	\$26.7								
Fees recognized in 2020	(7.8)								
Fees recognized in 1Q'2021	(5.4)								
Fees remaining to be recognized in future periods	\$13.5								







#### At March 31, 2021 (\$ in thousands)



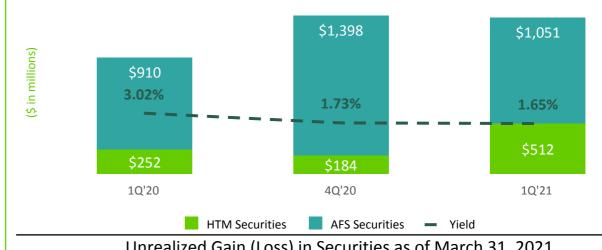
- Construction and land development and commercial real estate loans, as defined in regulatory guidance, represent 21% and 155%, respectively, of total consolidated risk based capital.
- At March 31, 2021, only \$27.3 million, or 93 loans, had active payment accommodations.
- Portfolio diversification in terms of asset mix, industry, and loan type, has been a critical element of the Company's lending strategy. Exposure across industries and collateral types is broadly distributed.
- Excluding PPP loans, Seacoast's average commercial loan size is \$408 thousand.







- Portfolio yield declined 8 basis points to 1.65% from 1.73% in the prior quarter. The decline is attributed to faster prepayments and lower yielding portfolio additions.
- The collateralized loan obligation ("CLO") portfolio declined from \$202 million to \$172 million, the result of refinance activity.
- Net unrealized gains decreased from \$34.3 million to \$0.3 million, largely due to the steepening of the yield curve during the quarter.
- During the first quarter, U.S. government agency bonds with a fair value of \$211.6 million were reclassified from Available-for-Sale ("AFS") to Held-to-Maturity ("HTM").
- Securities reclassified from AFS to HTM included MBS pools and CMBS bonds with longer duration profiles.



Officialized dain (Loss) in Securities as of March 31, 2021												
	Amortized			Jnrealized	ι	Jnrealized						
(in thousands)		Cost		Gains		Losses		Fair Value				
Available for Sale												
Government backed	\$	7,686	\$	334	\$	(2)	\$	8,018				
Agency mortgage backed		746,409		14,584		(6,774)		754,219				
Private label MBS and CMOs		80,156		1,989		(261)		81,884				
CLO		172,392		239		(160)		172,471				
Municipal		32,914		1,943		(53)		34,804				
Total Available for Sale	\$	1,039,557	\$	19,089	\$	(7,250)	\$	1,051,396				
Held to Maturity												
Agency mortgage backed	\$	512,307	\$	5,539	\$	(17,126)	\$	500,720				
Total Held to Maturity	\$	512,307	\$	5,539	\$	(17,126)	\$	500,720				
Total Securities	\$	1,551,864	\$	24,628	\$	(24,376)	\$	1,552,116				



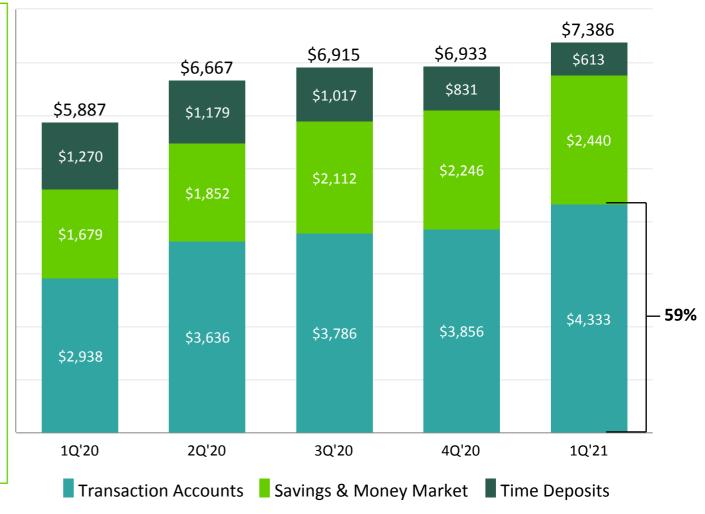




#### Total deposits increased \$453 million quarterover-quarter and increased \$1.5 billion, or 25%, compared to the first quarter of 2020. First quarter balances include a decrease of \$139 million in brokered deposits.

- Overall cost of deposits decreased to 13 basis points from 19 basis points in the prior quarter.
- Transaction accounts increased 47% yearover-year, reflecting continued strong growth in core customer balances, and represent 59% of overall deposit funding.
- As of March 31, 2021, deposits per banking center were \$154 million, compared to \$118 million on March 31, 2020.

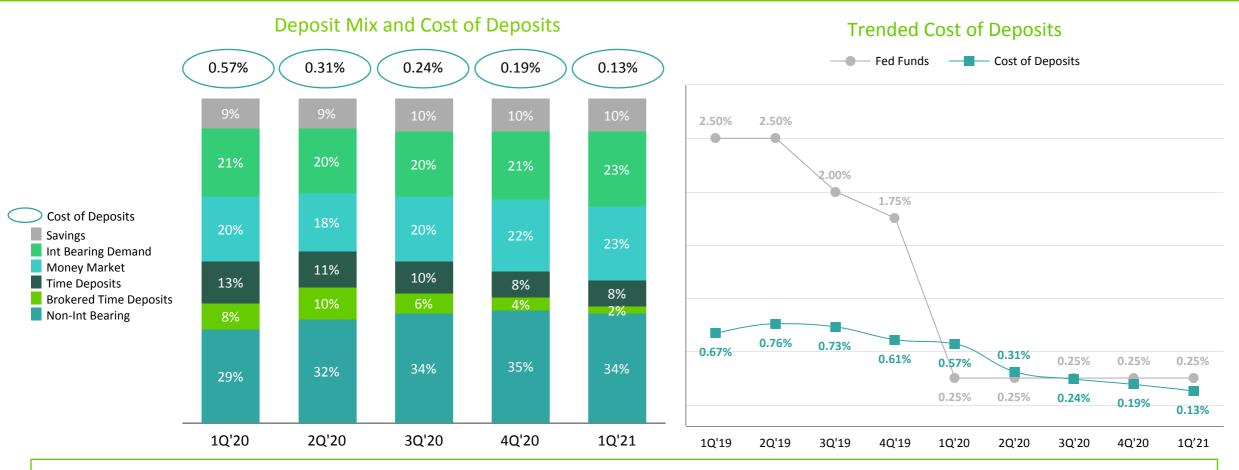
#### Deposits Outstanding (\$ in millions)





### Cost of Deposits Continues to Decline





Cost of deposits declined six basis points quarter over quarter, reflecting the significant value of the deposit franchise. We believe that Seacoast's continued focus on organic growth and relationship-based funding, in combination with its innovative analytics platform, supports a well-diversified low-cost deposit portfolio.



### Allowance for Credit Losses and Purchase Discount



(\$ in thousands)		Loan utstandings	llowance for redit Losses	% of Category	Purch	ase Discount	% of Category	
Acquisition, Development & Construction	\$	227,117	\$ 4,428	1.95 %	\$	543	0.24 %	
Owner Occupied Commercial Real Estate		1,133,085	9,792	0.86		5,619	0.50	
Commercial Real Estate		1,438,365	36,229	2.52		14,655	1.02	
Residential Real Estate		1,246,549	14,353	1.15		2,117	0.17	
Commercial & Financial		860,813	18,916	2.20		3,924	0.46	
Consumer		173,910	2,925	1.68		112	0.06	
Total Excluding PPP	\$	5,079,839	\$ 86,643	1.71 %	\$	26,970	0.53 %	
Paycheck Protection Program	\$	581,653	\$ _	— %	\$	332	0.06 %	
Total	\$	5,661,492	\$ 86,643	1.53 %	\$	27,302	0.48 %	

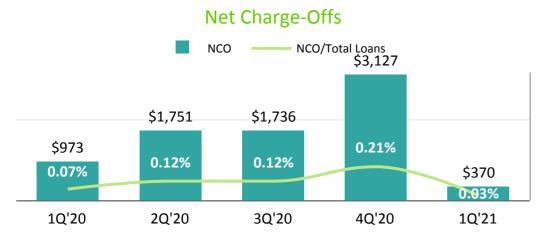
The allowance for credit losses of \$86.6 million as of March 31, 2021 reflects management's estimate of lifetime expected credit losses. The remaining unrecognized discount on acquired loans of \$27.3 million will be earned as an adjustment to yield over the life of the loans. Additionally, a reserve for potential credit losses on lending-related commitments of \$2.2 million is reflected within Other Liabilities.

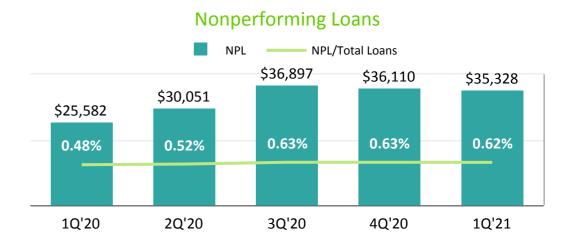


### **Continued Strong Asset Quality Trends**

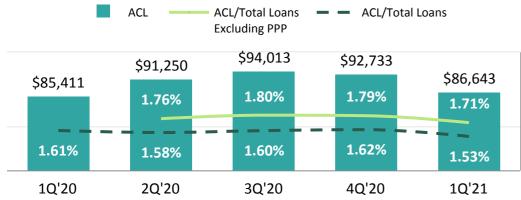


(\$ in thousands)



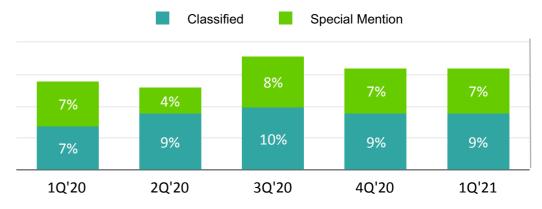


#### Allowance for Credit Losses



Adoption of CECL on January 1, 2020 resulted in an increase of \$21.2 million in ACL, from 0.68% to 1.08%.

#### Criticized Loans as a % of Risk-Based Capital

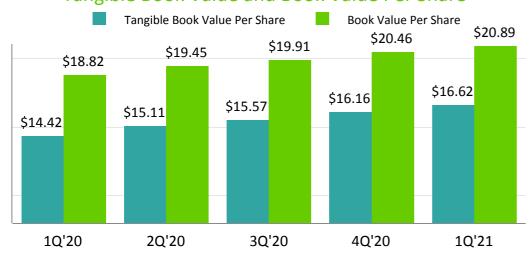




### Strong Capital Supporting a Fortress Balance Sheet



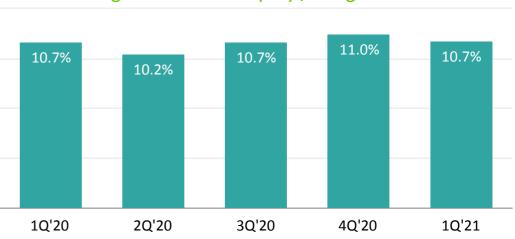
#### Tangible Book Value and Book Value Per Share



#### **Return on Tangible Common Equity**



#### Tangible Common Equity / Tangible Assets



1Q'21 decrease in tangible common equity to tangible assets reflects the impact of the PPP program and excess cash held on the balance sheet.

#### Total Risk Based and Tier 1 Capital



<sup>&</sup>lt;sup>1</sup>Non-GAAP measure, see "Explanation of Certain Unaudited Non-GAAP Financial Measures" for more information and a reconciliation to GAAP.

<sup>&</sup>lt;sup>2</sup>FDICIA defines well capitalized as 10.0% for total risk based capital and 8.0% for Tier 1 ratio at a total Bank level.

### Steady Increase in Shareholder Value





- Compounded annual growth rate of 12% in tangible book value per share since 2017.
- The decline in tangible book value per share during the first quarter of 2020 was primarily attributed to the Day-1 impact of the adoption of CECL.







### **Tracey L. Dexter**

Executive Vice President Chief Financial Officer (772) 403-0461

**INVESTOR RELATIONS** 

**NASDAQ: SBCF** 







### Appendix





### Loan Production and Pipeline Trend

	Quarterly Trend											
(Amounts in thousands)	 1Q'21		4Q'20		3Q'20		2Q'20		1Q'20			
Commercial pipeline at period end	\$ 240,871	\$	166,735	\$	256,191	\$	117,042	\$	171,125			
Commercial loan originations	204,253		277,389		88,245		106,857		183,330			
Residential pipeline-saleable at period end	92,141		92,017		149,896		94,666		75,226			
Residential loans-sold	138,337		161,628		162,468		122,459		62,865			
Residential pipeline-portfolio at period end	72,448		25,083		33,374		13,199		11,779			
Residential loans-retained	46,620		54,464		25,404		23,539		25,776			
Consumer pipeline at period end	28,127		18,207		17,094		30,647		29,123			
Consumer originations	46,745		47,529		62,293		57,956		51,516			
PPP originations	232,478		_		8,276		590,718		_			
Total Pipelines at Period End	\$ 433,587	·	302,042		456,555		255,554		287,253			
Total Originations	\$ 668,433	\$	541,010	\$	346,686	\$	901,529	Ş	323,487			



### Legacy Bank of Florida Acquisition



High-Quality Expansion in Attractive Market	<ul> <li>In-market acquisition of a high-quality franchise with a high-yielding loan portfolio in attractive Palm Beach and Broward counties</li> <li>Leverages Seacoast's proven integration capabilities</li> </ul>
Anticipated Positive Financial Results	<ul> <li>6% core EPS accretion in 2022</li> <li>Approximately 45% cost savings</li> <li>Tangible book value dilution earn-back of 0.25 years</li> </ul>
Consideration	<ul> <li>Shareholders will receive 0.1703 shares of Seacoast common stock</li> <li>Options are rolled over into Seacoast options</li> </ul>
Closing	<ul> <li>Expected in third quarter of 2021, subject to shareholder and regulatory approval and other customary conditions</li> </ul>
Additional Details and Assumptions	<ul> <li>Legacy Bank of Florida shareholders to own approximately 4.6% of Seacoast following the transaction</li> <li>Estimated core deposit intangibles of 0.75% amortized using straight-line method over 6 years</li> <li>3.71% / \$16.1 million total pre-tax mark to Legacy Bank of Florida's loan book; includes (0.50%) interest rate mark, 1.73% credit discount mark on non-PCD loans, and 2.49% CECL-related allowance</li> </ul>



### Seacoast's Integrated Delivery Model Supports Our Growth Strategy



Strong momentum in usage of digital tools and other non-branch delivery channels, and tools to equip our teams to outperform

% of <u>consumer deposits</u> completed outside of the branch, an increase of 7%

% increase in consumer online users

% Residential sales originated from alternative delivery channels



% of <u>business deposits</u> completed outside of the branch, an increase of 11%

% increase in <u>business online</u> users

37k+ Number of outreach calls triggered by Seacoast's proprietary Connections platform





This presentation contains financial information determined by methods other than Generally Accepted Accounting Principles ("GAAP"). The financial highlights provide reconciliations between GAAP and adjusted financial measures including net income, noninterest income, noninterest expense, tax adjustments and other financial ratios. Management uses these non-GAAP financial measures in its analysis of the Company's performance and believes these presentations provide useful supplemental information, and a clearer understanding of the Company's performance. The Company believes the non-GAAP measures enhance investors' understanding of the Company's business and performance and if not provided would be requested by the investor community.

These measures are also useful in understanding performance trends and facilitate comparisons with the performance of other financial institutions. The limitations associated with operating measures are the risk that persons might disagree as to the appropriateness of items comprising these measures and that different companies might define or calculate these measures differently. The Company provides reconciliations between GAAP and these non-GAAP measures. These disclosures should not be considered an alternative to GAAP.







	Quarterly Trend										
(Amounts in thousands except per share data)		1Q'21	4Q'20	3Q'20	2Q'20	1Q'20					
Net Income	\$	33,719 \$	29,347 \$	22,628 \$	25,080 \$	709					
Total noninterest income		17,671	14,930	16,946	15,006	14,688					
Securities (gains)/losses, net		114	18	(4)	(1,230)	(19)					
Total Adjustments to Noninterest Income		114	18	(4)	(1,230)	(19)					
Total Adjusted Noninterest Income		17,785	14,948	16,942	13,776	14,669					
Total noninterest expense		46,120	43,681	51,674	42,399	47,798					
Merger related charges		(581)	_	(4,281)	(240)	(4,553)					
Amortization of intangibles		(1,211)	(1,421)	(1,497)	(1,483)	(1,456)					
Business continuity expenses		_	_	_	_	(307)					
Branch reductions and other expense initiatives		(449)	(354)	(464)	_						
Total Adjustments to Noninterest Expense		(2,241)	(1,775)	(6,242)	(1,723)	(6,316)					
Total Adjusted Noninterest Expense		43,879	41,906	45,432	40,676	41,482					
Income Taxes		10,157	8,793	6,992	7,188	(155)					
Tax effect of adjustments		577	440	1,530	121	1,544					
Total Adjustments to Income Taxes		577	440	1,530	121	1,544					
Adjusted Income Taxes		10,734	9,233	8,522	7,309	1,389					
Adjusted Net Income	\$	35,497 \$	30,700 \$	27,336 \$	25,452 \$	5,462					
Earnings per diluted share, as reported	\$	0.60 \$	0.53 \$	0.42 \$	0.47 \$	0.01					
Adjusted Earnings per Diluted Share		0.63	0.55	0.50	0.48	0.10					
Average diluted shares outstanding		55,992	55,739	54,301	53,308	52,284					







	Quarterly Trend												
(Amounts in thousands except per share data)		1Q'21		4Q'20		3Q'20		2Q'20		1Q'20			
Adjusted Noninterest Expense	\$	43,879	\$	41,906	\$	45,432	\$	40,676	\$	41,482			
Foreclosed property expense and net gain/(loss) on sale		65		(1,821)		(512)		(245)		315			
Provision for unfunded commitments		_		795		(756)		(178)		(46)			
Net Adjusted Noninterest Expense	\$	43,944	\$	40,880	\$	44,164	\$	40,253	\$	41,751			
Revenue	\$	84,281	\$	83,721	\$	80,449	\$	82,278	\$	77,865			
Total Adjustments to Revenue		114		18		(4)		(1,230)		(19)			
Impact of FTE adjustment		131		112		118		116		114			
Adjusted Revenue on a Fully Taxable Equivalent Basis	\$	84,526	\$	83,851	\$	80,563	\$	81,164	\$	77,960			
Adjusted Efficiency Ratio		51.99 %	6	48.75 %	6	54.82 %	6	49.60 %	6	53.55 %			
Net Interest Income	\$	66,610	\$	68,791	\$	63,503	\$	67,272	\$	63,177			
Impact of FTE adjustment		131		112		118		116		114			
Net Interest Income including FTE adjustment	\$	66,741	\$	68,903	\$	63,621	\$	67,388	\$	63,291			
Total noninterest income		17,671		14,930		16,946		15,006		14,688			
Total noninterest expense		46,120		43,681		51,674		42,399		47,798			
Pre-Tax Pre-Provision Earnings	\$	38,292	\$	40,152	\$	28,893	\$	39,995	\$	30,181			
Total Adjustments to Noninterest Income		114		18		(4)		(1,230)		(19)			
Total Adjustments to Noninterest Expense		(2,176)		(2,801)		(7,510)		(2,146)		(6,047)			
Adjusted Pre-Tax Pre-Provision Earnings	\$	40,582	\$	42,971	\$	36,399	\$	40,911	\$	36,209			
Average Assets	\$	8,485,354	\$	8,376,396	\$	8,086,890	\$	7,913,002	\$	7,055,543			
Less average goodwill and intangible assets		(237,323)		(238,631)		(228,801)		(230,871)		(226,712)			
Average Tangible Assets	\$	8,248,031	\$	8,137,765	\$	7,858,089	\$	7,682,131	\$	6,828,831			
Return on Average Assets (ROA)		1.61 %	6	1.39 %	%	1.11 %	% 1.27 9		6	0.04 %			
Impact of removing average intangible assets and related amortization		0.09		0.10		0.09		0.10		0.07			







	Quarterly Trend											
(Amounts in thousands except per share data)		1Q'21		4Q'20		3Q'20		2Q'20		1Q'20		
Return on Average Tangible Assets (ROTA)		1.70		1.49		1.20		1.37		0.11		
Impact of other adjustments for Adjusted Net Income		0.05		0.01		0.18		(0.04)		0.21		
Adjusted Return on Average Tangible Assets		1.75		1.50		1.38		1.33	,	0.32		
Average Shareholders' Equity	\$	1,136,416	\$	1,111,073	\$	1,061,807	\$	1,013,095	\$	993,993		
Less average goodwill and intangible assets		(237,323)		(238,631)		(228,801)		(230,871)		(226,712)		
Average Tangible Equity	\$	899,093	\$	872,442	\$	833,006	\$	782,224	\$	767,281		
Return on Average Shareholders' Equity		12.03 %		10.51 %	6	8.48 %	,	9.96 %	6	0.29 %		
Impact of removing average intangible assets and related amortization		3.59		3.36		2.87		3.51		0.66		
Return on Average Tangible Common Equity (ROTCE)		15.62		13.87		11.35		13.47		0.95		
Impact of other adjustments for Adjusted Net Income		0.39		0.13		1.71		(0.38)		1.91		
Adjusted Return on Average Tangible Common Equity		16.01		14.00		13.06		13.09		2.86		
Loan Interest Income <sup>1</sup>	\$	62,390	\$	65,684	\$	60,573	\$	64,929	\$	63,524		
Accretion on acquired loans		(2,868)		(4,448)		(3,254)		(2,988)		(4,287)		
Interest and fees on PPP loans		(6,886)		(5,187)		(1,719)		(5,068)				
Loan interest income excluding PPP and accretion on acquired loans	\$	52,636	\$	56,049	\$	55,600	\$	56,873	\$	59,237		
Yield on Loans <sup>1</sup>		4.39 %		4.42 %	6	4.11 %	ć	4.56 %	6	4.90 %		
Impact of accretion on acquired loans		(0.20)		(0.30)		(0.22)		(0.21)		(0.33)		
Impact of PPP loans		(0.04)		0.11		0.33		(0.04)				
Yield on loans excluding PPP and accretion on acquired loans		4.15 %		4.23 %	6	4.22 %	<u> </u>	4.31 %	6	4.57 %		

<sup>&</sup>lt;sup>1</sup>On a fully taxable equivalent basis. All yields and rates have been computed using amortized cost.







	Quarterly Trend											
(Amounts in thousands except per share data)	,	1Q'21		4Q'20		3Q'20	2Q'20		1Q'20			
Net Interest income <sup>1</sup>	\$	66,741	\$	68,903	\$	63,621 \$	67,388	\$	63,291			
Accretion on acquired loans		(2,868)		(4,448)		(3,254)	(2,988)		(4,287)			
Interest and fees on PPP loans		(6,886)		(5,187)		(1,719)	(5,068)		_			
Net interest income excluding PPP and accretion on acquired loans	\$	56,987	\$	59,268	\$	58,648 \$	59,332	\$	59,004			
Net Interest Margin <sup>1</sup>		3.51 %		3.59 %	6	3.40 %	3.70 9	6	3.93 %			
Impact of accretion on acquired loans		(0.15)		(0.23)		(0.17)	(0.16)		(0.27)			
Impact of PPP loans		(0.11)		0.01		0.19	(0.08)		<del>-</del>			
Net interest margin excluding PPP and accretion on acquired loans		3.25 %		3.37 %		3.42 %	3.46 %		3.66 %			
Security Interest Income <sup>1</sup>	\$	6,485	\$	6,586	\$	7,129 \$	7,725	\$	8,848			
Tax equivalent adjustment on securities		(39)		(23)		(32)	(31)		(30)			
Security interest income excluding tax equivalent adjustment	\$	6,446	\$	6,563	\$	7,097 \$	7,694	\$	8,818			
Loan Interest Income <sup>1</sup>	\$	62,390	<u> </u>	65,684	<u> </u>	60,573 \$	64,929	<u> </u>	63,524			
Tax equivalent adjustment on loans	·	(92)	•	(89)	-	(86)	(85)		(84)			
Loan interest income excluding tax equivalent adjustment	\$	62,298	\$	65,595	\$	60,487 \$	64,844	\$	63,440			
Net Interest Income <sup>1</sup>	\$	66,741	\$	68,903	\$	63,621 \$	67,388	\$	63,291			
Tax equivalent adjustment on securities		(39)		(23)		(32)	(31)		(30)			
Tax equivalent adjustment on loans		(92)		(89)		(86)	(85)		(84)			
Net interest income excluding tax equivalent adjustment	\$	66,610	\$	68,791	\$	63,503 \$	67,272	\$	63,177			

<sup>&</sup>lt;sup>1</sup>On a fully taxable equivalent basis. All yields and rates have been computed using amortized cost.

