# FIRST BANCORP

2022 Second Quarter Update



# **Important Information**

## **FIRST BANCORP**

### **Caution Regarding Forward-Looking Statements**

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including those regarding First Bancorp's and Select Bancorp, Inc.'s expectations or predictions of future financial or business performance or conditions. Forward-looking statements are typically identified by words such as "believe," "expect," "anticipate," "intend," "target," "estimate," "continue," "positions," "prospects" or "potential," by future conditional verbs such as "will," "would," "should," "could" or "may", or by variations of such words or by similar expressions. Such forward-looking statements include, but are not limited to, statements about the benefits of the combination of First Bancorp and Select Bancorp, Inc., including future financial and operating results, expected cost savings, expected impact on future earnings, the combined company's plans, objectives, expectations and intentions and other statements that are not historical facts. These forward-looking statements are subject to numerous assumptions, risks and uncertainties which change over time. Forward-looking statements speak only as of the date they are made and you are cautioned not to place undue reliance on any forward-looking statements. We assume no duty to update forward-looking statements.

In addition to factors previously disclosed in First Bancorp's reports filed with the Securities and Exchange Commission ("SEC"), including without limitation its Annual Reports on Form 10-K, its Quarterly Reports on Form 10-Q, and its Current Reports on Form 8-K, the following factors, among others, could cause actual results to differ materially from forward-looking statements: difficulties and delays in integrating acquisitions, such as the Select Bancorp, Inc. acquisition, or fully realizing cost savings and other benefits; business disruptions following acquisitions; changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates and capital markets; inflation; customer borrowing, repayment, investment and deposit practices; the introduction, withdrawal, success and timing of business initiatives; competitive conditions; the inability to realize cost savings or revenues or to implement integration plans and other consequences associated with mergers, acquisitions and divestitures; economic conditions; the reaction to the transaction of the companies' customers, employees and counterparties; and the impact, extent and timing of technological changes, capital management activities, and other actions of the Board of Governors of the Federal Reserve and legislative and regulatory actions and reforms.

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

Statements included in this presentation include non-GAAP (Generally Accepted Accounting Principles) measures and should be read along with related earnings releases for the respective quarters and period ends, which provide a reconciliation of non-GAAP measures to GAAP measures. Management believes that these non-GAAP measures provide additional useful information that allows readers to evaluate the ongoing performance of each company. Non-GAAP measures should not be considered as an alternative to any measure of performance or financial condition as promulgated under GAAP, and investors should consider each company's performance and financial condition as reported under GAAP and all other relevant information when assessing the performance or financial condition as reported under GAAP measures have limitations as analytical tools, and investors should not consider them in isolation or as a substitute for analysis of each company's results or financial condition as reported under GAAP.

# **Company Overview**

## FIRST BANCORP

Bank Holding Company	First Bancorp
Subsidiary Bank	First Bank
Headquarters	Southern Pines, North Carolina
Established	1935 as Bank of Montgomery
Assets	\$10.6 billion
Loans	\$6.2 billion
Deposits	\$9.4 billion
Branches	108 in NC & SC
Employees	1,250 full-time equivalent employees
Ranking	4 <sup>th</sup> largest bank headquartered in NC (largest community bank)
Market Capitalization	\$1.33 billion – Ticker FBNC
Stock Market/Indices	NASDAQ Global Select Market, S&P SmallCap 600 Index, Russell 2000
Daily Average Trading Volume	139,000 shares
Insider Ownership	2%
Institutional Ownership	68%
Member of Russell 2000	Yes

localfirstbank.com

# National Recognition

March 2022 – S&P Global Market Intelligence - #18 in Top Public Banks for 2021
Based on earnings per share, operating revenue, average tangible common equity, efficiency ratio, leverage ratio, and net charge-offs-to-average loans on an average annual basis between 2017 and 2021.

**June 2021 – Forbes -** Best In-State Banks Recognition

Ranked number one bank in North Carolina, and the only bank in the state on the list

3<sup>rd</sup> consecutive year recognized

Based on customer survey on satisfaction and the following attributes:

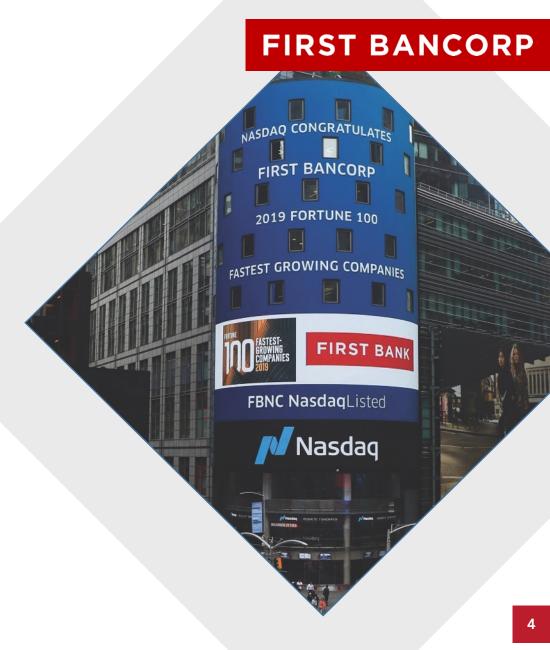
- Trust
- Terms & Conditions
- Branch Services
- Digital Services
- Financial Advice

October 2020 - Fortune - Fastest Growing Companies for 2020

Ranked #76 in this nationwide ranking of all public companies

• 2<sup>nd</sup> consecutive year recognized

Based on three-year growth rates in revenue, earnings per share, and total stock return



# Acquisition of GrandSouth Bancorporation

Deal Value at Announcement = \$181 million

GrandSouth Asset Size at Announcement = \$1.3 billion

Branches – 8 branches in SC (all to be retained)

Transaction Multiples at Announcement – 1.80x tangible book value, 6.9x LTM EPS plus fully realized cost savings

High single digit fully-phased EPS Accretion

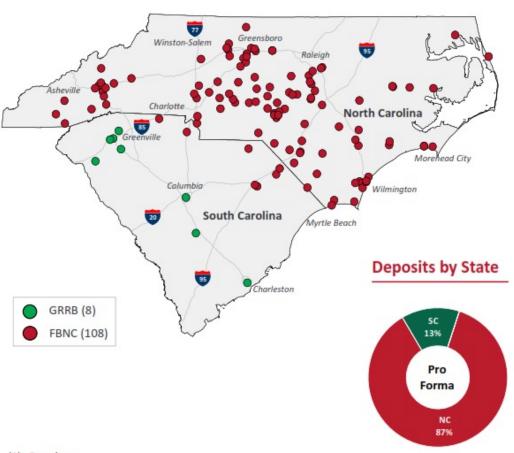
Tangible book value earnback of approximately 3 years

Scheduled to Close Late 4Q'22/Early 1Q'23



# **Our Combined Company**

## **FIRST BANCORP**



### Pro Forma Highlights (1)

Assets	\$11.9 billion	
Loans	\$7.0 billion	
Deposits	\$10.5 billion	
Market Capitalization	\$1.4 billion	
Employees	1,395	
Major Carolinas' MSAs Served	10 of 10	
Percent of Carolinas' Population Served	61%	

- ✓ Accelerates our South Carolina expansion efforts
- Adds presence in high-growth, desirable markets
- GrandSouth is a high-quality, commercially focused franchise
- Attractive financial impact

- (1) Based on:
  - Assets, Loans, Deposits, and number of employees as of 3/31/22
  - Market capitalization as of 6/17/22

  - Major Carolina MSAs Served measured by combined deposit presence in all MSAs in North Carolina and South Carolina with 2022 populations greater than 500,000 Percent of Carolinas' Population Served measured by the population sum of all counties with a Pro Forma deposit presence divided by the population sum of all counties in the Carolinas

# Q2 2022 Highlights

Percentages annualized where applicable	Q2 2022	Q2 2021	CHANGE
Net income	\$36.6 million	\$29.3 million	24.9%
Provision for Credit Losses	\$ -	\$ -	0%
EPS Common – Diluted	\$1.03	\$1.03	0%
Return on Average Assets	1.40%	1.47%	-7 bps
Return on Average Common Equity	13.45%	13.14%	+ 31 bps
Return on Average Tangible Common Equity (1)	20.66%	18.28%	+2.38%
Net Interest Margin (2)	3.18%	3.22%	-4 bps
Loan Yield	4.24%	4.48%	-24 bps
Cost of Funds	0.09%	0.14%	-5 bps
Nonperforming Assets to Total Assets	0.39%	0.51%	-12 bps
Tangible Common Equity to Tangible Assets	6.70%	8.31%	-161 bps
Total Risk-Based Capital Ratio	14.91%	15.02%	-11 bps

<sup>1..</sup> Annualized net income divided by: average common shareholders' equity less average total intangible assets.

<sup>2.</sup> Tax-equivalent net-interest income divided by average earning assets

# **Investing in Technology**

New automated system for assigning mobile deposit limits - 2021

Single sign-on for Wealth Management Customers - 2021

Integrated SBA Lending with Online Banking - 2021

Continued Updates to Online Account Opening Process - 2021

Upgrade to Active Disaster Recovery Platform for Online and Mobile - 2021

Direct Connect for Intuit - 2022

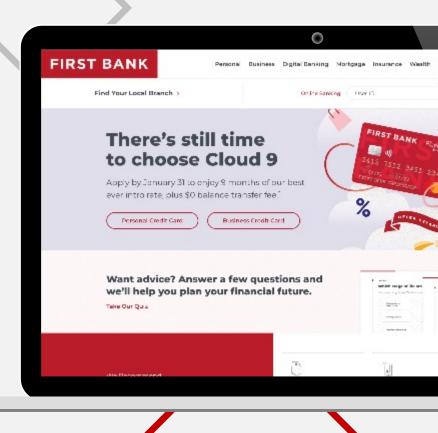
Compliance Upgrade to all ATMs – 2021

Annual Upgrade for Online & Mobile - 2021

Replacement of all Switch/Router Equipment at each Location - 2021

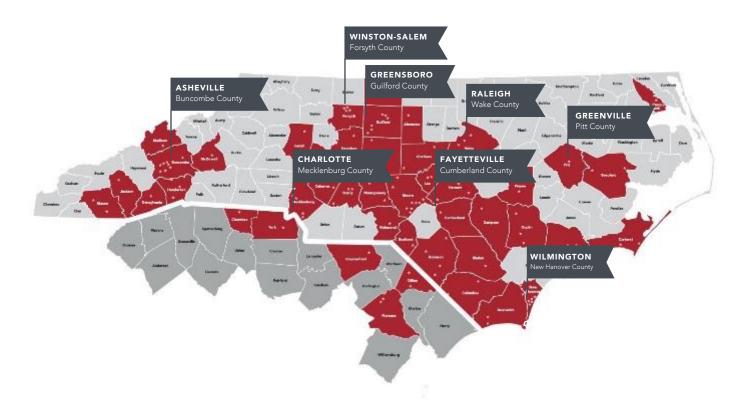
Contactless Credit Cards - 2021

Call Center Expansion – 2021



# **Investing in Growth**

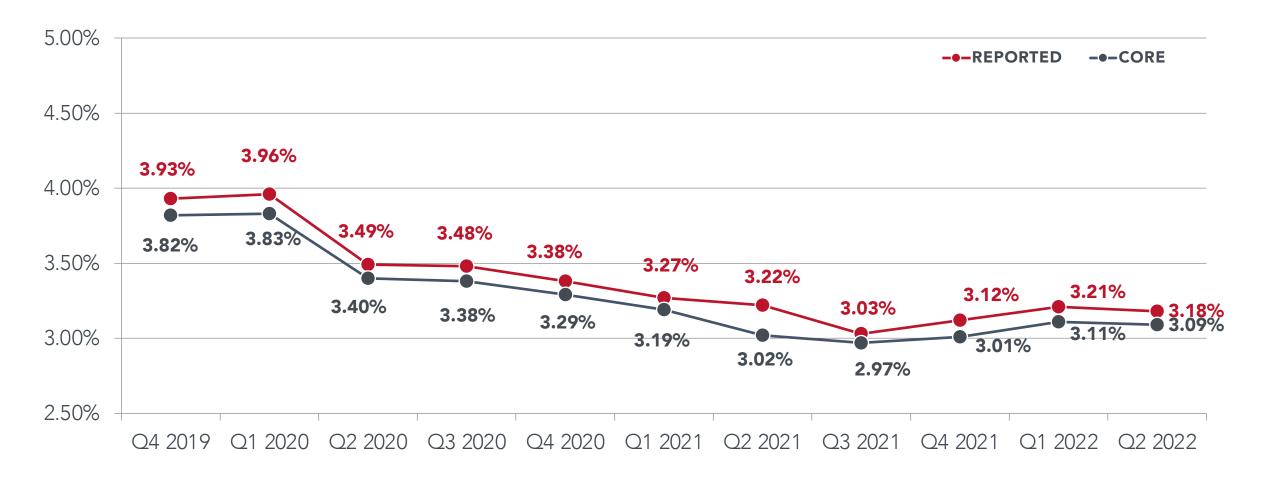
## **FIRST BANCORP**



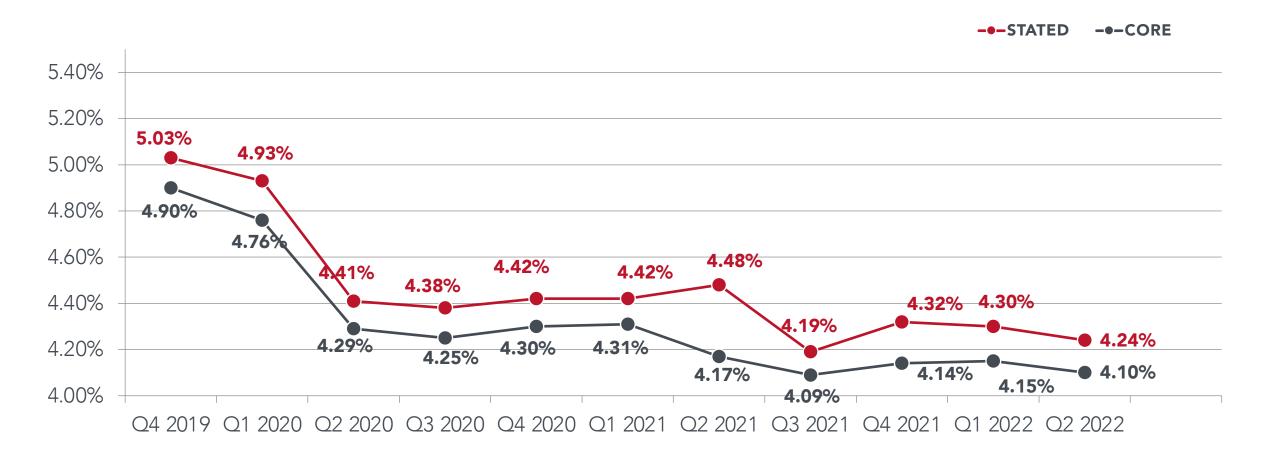
MARKET	NET LOAN GROWTH January 1, 2016 - December 31, 2021
Asheville MSA	\$610 million
Charlotte MSA	\$568 million
Triad	\$540 million
Raleigh MSA	\$538 million
Wilmington	\$356 million
Greenville	\$242 million
Fayetteville	\$129 million
All other	\$539 million
Total	\$3.5 billion

The markets shown in the table held 59% of First Bank's total loans at December 31, 2021 compared to 22% at January 1, 2016. Includes acquired growth, excludes PPP.

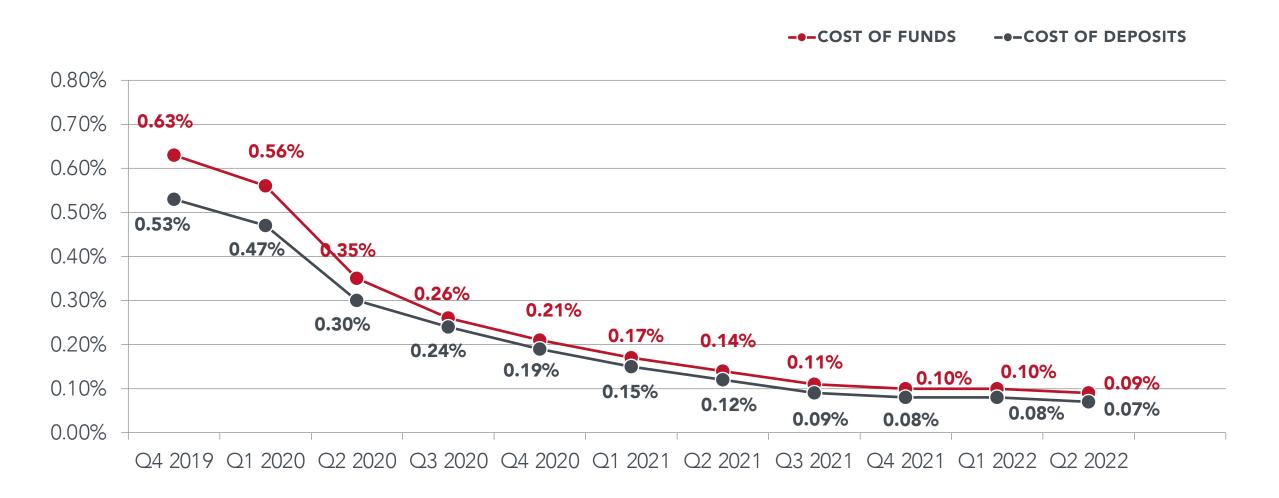
## **Net Interest Margin**



## Loan Yields

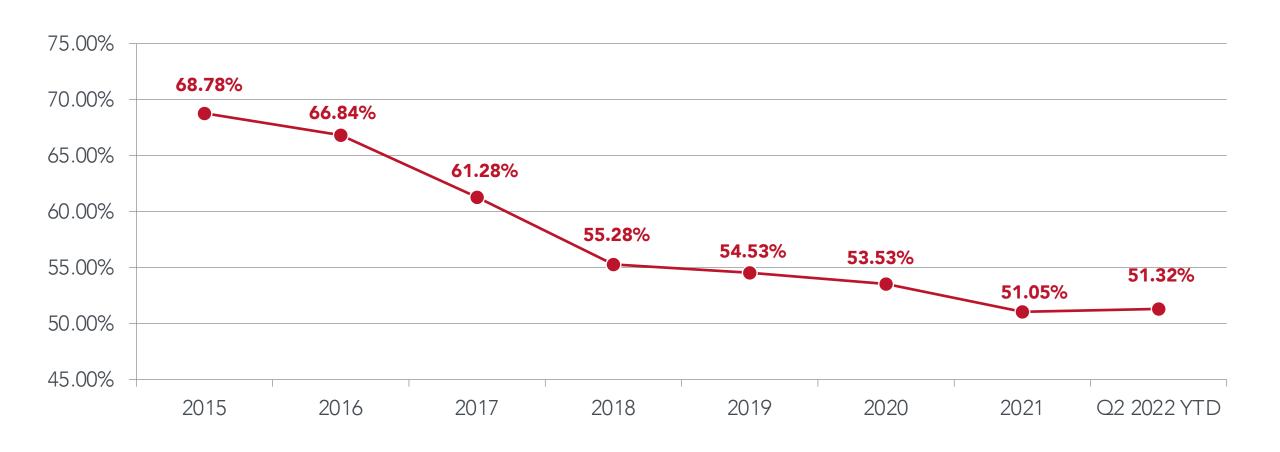


## **Cost of Funds**



# **Efficiency Ratio**

## **FIRST BANCORP**

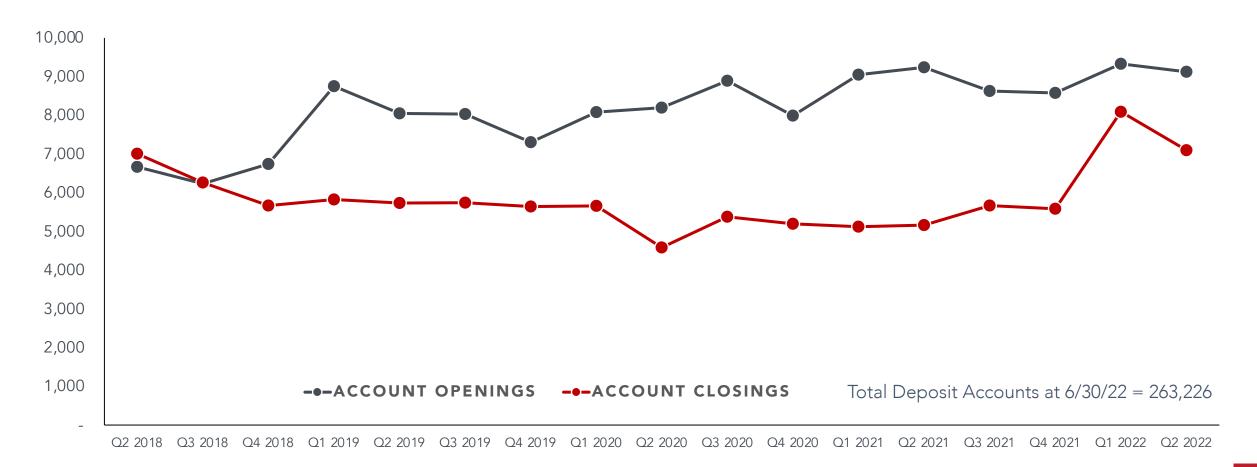


13

## **Deposit Accounts**

## **FIRST BANCORP**

## **Account Openings vs. Account Closings**



## **North Carolina**

## A Great State for Business

North Carolina is currently the 9<sup>th</sup> most populated state –

- Projected 7<sup>th</sup> by 2040 and within 1% of 5<sup>th</sup> largest
- 6<sup>th</sup> highest net increase in population from 2010-2020
- Projected to grow 20% over the next 20 years 5<sup>th</sup> highest total growth

North Carolina ranked No. 1 in America's Top States for Business – 2022 (CNBC)

Tax-friendly state – 2.5% corporate tax rate

Right to work state – 2<sup>nd</sup> lowest unionized state

One of five states in which collective bargaining by public employees is illegal

North Carolina Pension System – Ranked strongest in the nation by Moody's

North Carolina has AAA Bond Rating



Strong Education System

- Strong university system with top ranked schools
- Statewide community college system
- Higher education system ranked 2<sup>nd</sup> in the Southeast

Below average utility bill rates

# Service Excellence Principals

## **FIRST BANCORP**

04 **Convenience and Ease** Our customers choose when, where, and how they do business with us. 03 **Courteous Service** We treat customers and fellow associates with respect, effectively communicate and celebrate our unique contributions 02 **Knowledge and Accuracy** We employ the best associates and ensure all associates are well trained, establish quality standards, and hold each other accountable. **Safety and Soundness** We ensure long term financial stability by enhancing trust and confidence by providing a safe environment.

## **Investment Thesis**

## **FIRST BANCORP**

Bank that offers many of the product capabilities found in larger regional banks but delivers those services with a local community bank focus

- Strong culture
- Mobile Banking, Wealth Management, Credit Card, Treasury Services, and Mortgage Banking

Centered in one of the fastest-growing regions in the U.S.

Focused on high growth markets

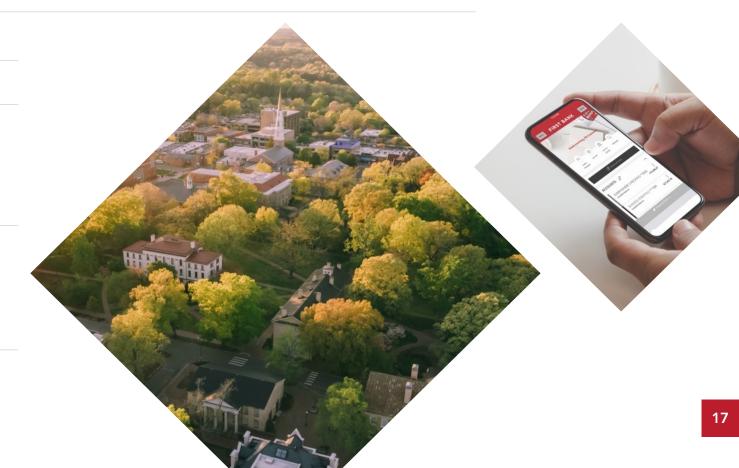
Stable, low cost core deposit franchise

- Built over 85 years of serving our communities
- Strength of rural markets
- Q4 2021 Cost of Deposits was 0.09%

#### Conservative Balance Sheet

- Minimal credit risk in investment portfolio
- Core funded
- In market loan portfolio almost no participations

Market disruptions provide opportunity



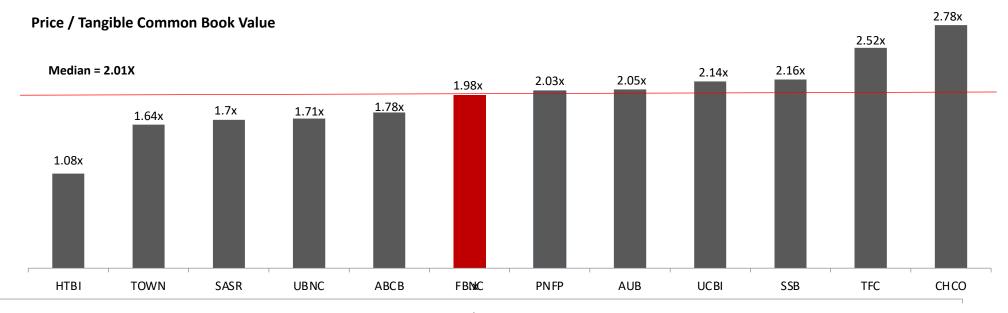
## **Valuation**

## FIRST BANCORP

## **Price to Tangible Common Book Value**

Closing stock price on August 12, 2022= \$37.91

- Price to tangible book 1.98x
- Based on 6/30/22 tangible common book value \$19.13



## **FIRST BANCORP**

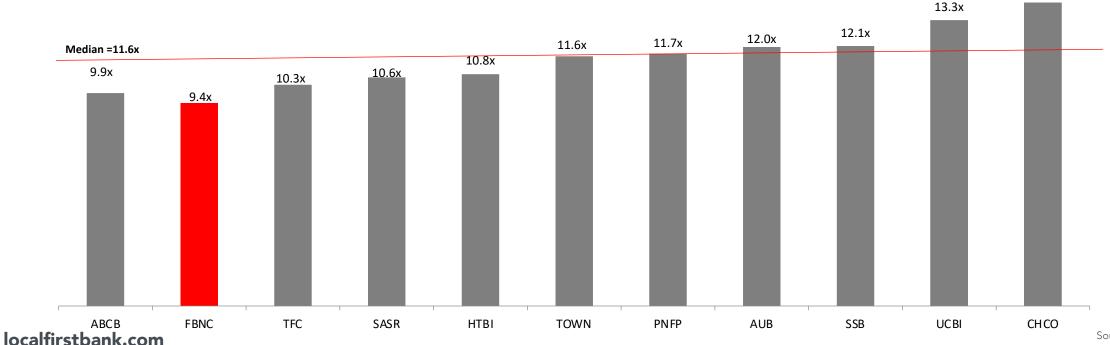
14.1x

## **Valuation**

## **Price to Earnings**

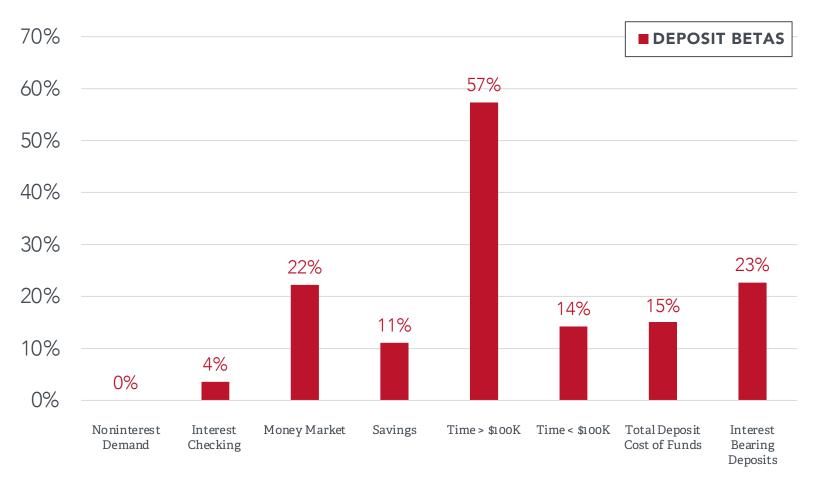
• Based on SNL Mean Normalized EPS 2022 Estimate of \$4.01, the FBNC price to earnings ratio is 9.4x based on August 12, 2022 closing price for FBNC stock of \$37.91.

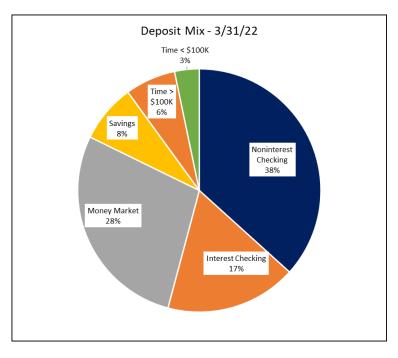
#### Price / 2022 Consensus EPS - Normalized



## **FIRST BANCORP**

## **Deposit Betas**





Based on Q2 2019 vs. Q3 2015 Average Deposit Cost vs. 225 bp Increase in Average Fed Funds Rate localfirstbank.com

# Corporate Citizenship



# Corporate Citizenship

## FIRST BANCORP

## A proud Carolinas community partner since 1935

First Bank has long been a committed partner in the many communities it serves across the Carolinas. The following are just some of the investment areas made over the last year:

## **Ensuring Equitable Access** to Education

- Area public schools and community colleges
- Communities in schools
- STEAM Programs
- Summer camps
- HBCU and college scholarships
- Literacy programs and book drives
- Boys and Girls Club chapters

## Improving the Lives of Neighbors in Need

- United Way chapters across the Carolinas
- Habitat for Humanity affiliates as volunteers and with our Habitat Loan Origination Program
- Women's shelters and organizations
- Food banks and numerous drives.
- The American Red Cross
- Partnership for Children and
- Smart Start
- COVID relief funds, meals for frontline workers, and programs for victims of domestic violence

## Promoting Business and Economic Growth

- Foundations
- Business incubators
- Local community economic development organizations
- Entrepreneurship competitions
- Small business financial education seminars
- Events recognizing local business leaders

# **Social Responsibility**

## **FIRST BANCORP**

## **Diversity and Inclusion**

We treat customers and associates with respect, communicate effectively and celebrate the unique contributions of each individual. We strive to build an inclusive organization that represents the communities we serve.

## **Diversity Council**

Represent the ideas and concerns of associates regarding diversity and inclusion and ensure all efforts align with Our Promise to Service Excellence

Serve as a communication channel, providing advice and assistance to leadership in promoting respect, inclusion, opportunity and community in our workplace

Create a work environment that demonstrates all views are respected and provides equal access to opportunities for growth and advancement

Ensure all open positions have a diverse pool of candidates, and our job requirements align with the markets we serve

- Established recruiting relationships with North Carolina HBCUs
- Joined NCWorks to improve visibility of open positions

Provide opportunities for associates to deepen personal understanding of diversity, equity and inclusion



# **Social Responsibility**

## **Financial Wellness**

We provide financial education resources and tools to help members of our communities build brighter financial futures.

#### **Teach Children to Save**

First Bank is an active participant in the American Bankers Association's Teach Children to Save efforts, with associates visiting nearly 100 schools, donating funds each year to support financial education in grades K through 12, and providing several fun financial education resources for kids and teens on its website that are free to download.

#### **Educational Resources**

First Bank maintains many educational resources covering a range of topics like personal finance, budgeting, starting a business, buying a home, and understanding a credit score. These are frequently and widely shared through the Bank's social media channels, including Facebook, Twitter, LinkedIn, and Instagram.

#### **EverFi's National Financial Bee**

First Bank is one of the leading sponsors of EverFi's National Financial Bee, which encourages middle-and high-school students to go through engaging online financial education modules and complete an essay for a chance to win a scholarship.

#### First@Work

Through the Bank's First@Work program, Bank associates offer in-person and online financial education seminars for employees at local businesses and at events in their communities.

## **FIRST BANCORP**



localfirstbank.com

24

# **Community Responsibility**

## **Lending and Investing**

Safety and soundness is the foundation of our culture.

## **Living Our Promise in Communities We Serve**

#### Low-Income Housing Tax Credit (LIHTC) Lending

• First Bank promotes affordable housing by being a leader in low-income housing tax credit lending. Since 2017, the bank has originated 32 LIHTC loans totaling over \$115 million.

#### Addressing the Shortage in Quality, Affordable Housing

- First Bank has partnered with Centrant Community Capital, a regional lending consortium established to address a shortage of quality, affordable housing.
- Through this effort, First Bank has participated in 96 loans over the past 10 years, providing long-term, permanent financing for affordable multifamily housing developments.

#### **Championing Affordable Housing Development**

• In connection with the bank's LIHTC lending program, First Bank champions development of affordable housing in our region by helping developers apply for competitive funding through the Federal Home Loan Bank (FHLB) of Atlanta's Affordable Housing Program (AHP). Since 2017, the bank has helped our development partners secure more than \$6.2 million in funding from FHLB.

## **FIRST BANCORP**

In 2020, First Bank was the member sponsor for the only project in N.C. that received a FHLB AHP grant award that directly benefited homeowners by providing down payment assistance.

In 2019, First Bank's development partners were awarded \$3M for affordable housing projects in N.C. These funds leveraged \$62.7 million of total development. Our partners secured 60% of the awards granted by the FHLB in N.C., totaling 71% of the total development dollars of all of the state's winning projects.

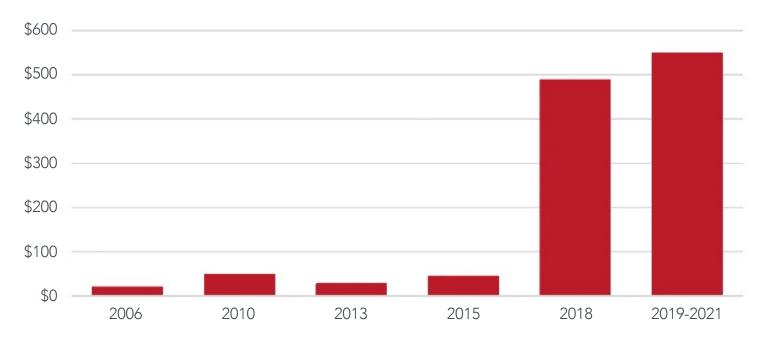
First Bank's "Dream It, Own It" affordable mortgage portfolio loan product puts the dream of home ownership within reach. It meets the needs of borrowers purchasing a primary residence in a low-or moderate-income (LMI) geography in First Bank's market areas. It promotes home ownership and revitalization in LMI areas.

# **Community Responsibility**

## Lending

Engagement with the community as an extension of our service-oriented culture

### Community Development Lending<sup>1</sup> (\$ in Millions)



## **FIRST BANCORP**

First Bank has dramatically increased the number and size of loan originations that meet the CRA definition of Community Development.

From 2004 –2021, First Bank has originated just under 1,000 Community Development Loans, totaling \$1.2 billion which have helped to revitalize low-and moderate-income areas throughout the Bank's footprint.<sup>2</sup>

From 2010 to 2020, First Bank total assets increased by 122%, while the average annual community development loan originations increased by 1,469%.<sup>3</sup>

# **Community Responsibility**

## **FIRST BANCORP**

## **Lending and Investing**

Since 2018, First Bank has offered a third-party lending option to local Habitat for Humanity affiliates. Under this program, First Bank originates loans for Habitat borrowers at below market rates with no origination fees. This dramatically improves cash flow and liquidity for the affiliate, allowing them to focus on their core mission and increase the number of families served. The program has grown quickly and since 2019, the bank has worked with 14 different local Habitat affiliates, originating over 100 lo and over \$11 million. 95% of these loans have benefited borrowers from underserved circumstances.



## Living Our Promise in Communities We Serve Amie Fraley, Executive Director

"First Bank's investment in Habitat for Humanity of the NC Sandhills has made it possible for our affiliate to escalate production as the construction and sale of our homes is now a cash-producing activity immediately following the sale of a home to a qualified homeowner.

This has allowed us to pay off interest bearing debt and explore opportunities for future land development with the proceeds for past home sales.

We enjoy working with organizations that share our vision of a world in which everyone has a safe and affordable place to call home."



# **Governance Responsibility**

## **FIRST BANCORP**

## First Bank has strong corporate governance practices

Substantial majority of the Board of Directors consist of independent directors, with 12 of 15 current directors considered independent under NASDAQ and SEC guidelines

One-year term for board members

Executive sessions limited to independent directors held at least twice a year

Fifty percent of base director fees paid in common stock

Stock ownership requirements for directors equal to five times the cash value of annual director compensation

Mandatory retirement at age 72

Recognition of the benefits of diversity in the composition of the Board

Anti-hedging policy applicable to shares held by directors and Named Executive Officers

Long-term incentive equity awards granted to senior officers have three-year vesting requirements

50% of senior officer annual incentive bonuses are paid in the form of restricted stock, which vest over 3 years in equal annual installments

CEO compensation is currently comprised of 50% cash and 50% stock with three-year vesting

All employment agreements in place for senior officers have one-year terms

Share ownership requirements for each Named Executive Officer

The CEO and President are required to retain at least 50% of all stock grants until retirement

