



RED RIVER BANCSHARES, INC.

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INVESTOR PRESENTATION

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As of June 30, 2024  
Nasdaq: RRBI

# Legal Disclosures



RED RIVER BANCSHARES, INC.

Statements in this presentation regarding our expectations and beliefs about our future financial performance and financial condition, as well as trends in our business and markets, are “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements often include words such as “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” “project,” “outlook,” or words of similar meaning, or future or conditional verbs such as “will,” “would,” “should,” “could,” or “may.” The forward-looking statements in this presentation are based on current information and on assumptions that we make about future events and circumstances that are subject to a number of risks and uncertainties that are often difficult to predict and beyond our control. As a result of those risks and uncertainties, our actual financial results in the future could differ, possibly materially, from those expressed in or implied by the forward-looking statements contained in this presentation and could cause us to make changes to our future plans. Additional information regarding these and other risks and uncertainties to which our business and future financial performance are subject is contained in the section titled “Risk Factors” in our most recent Annual Report on Form 10-K and subsequent quarterly reports on Form 10-Q, and in other documents that we file with the SEC from time to time. In addition, our actual financial results in the future may differ from those currently expected due to additional risks and uncertainties of which we are not currently aware or which we do not currently view as, but in the future may become, material to our business or operating results. Due to these and other possible uncertainties and risks, readers are cautioned not to place undue reliance on the forward-looking statements contained in this presentation or to make predictions based solely on historical financial performance. Any forward-looking statement speaks only as of the date on which it is made, and we do not undertake any obligation to update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by law. All forward-looking statements, express or implied, included in this presentation are qualified in their entirety by this cautionary statement.

This presentation includes industry and trade association data, forecasts, and information that we have prepared based, in part, upon data, forecasts, and information obtained from independent trade associations, industry publications and surveys, government agencies, and other information publicly available to us, which information may be specific to particular markets or geographic locations. Some data is also based on our good faith estimates, which are derived from management’s knowledge of the industry and independent sources. Industry publications, surveys, and forecasts generally state that the information contained therein has been obtained from sources believed to be reliable. Statements as to our market position are based on market data currently available to us. Although we believe these sources are reliable, we have not independently verified the information. While we are not aware of any misstatements regarding our industry data presented herein, our estimates involve risks and uncertainties and are subject to change based on various factors. Similarly, we believe our internal research is reliable, even though such research has not been verified by any independent sources.

Our accounting and reporting policies conform to United States GAAP and the prevailing practices in the banking industry. Certain financial measures used by management to evaluate our operating performance are discussed as supplemental non-GAAP performance measures. In accordance with SEC rules, we classify 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 GAAP as in effect from time to time in the U.S. Management and the board of directors review tangible book value per share, tangible common equity to tangible assets, and realized book value per share as part of managing operating performance. However, these non-GAAP financial measures 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 that we calculate the non-GAAP financial measures that are discussed may differ from that of other companies reporting measures with similar names. It is important to understand how such other banking organizations calculate and name their financial measures similar to the non-GAAP financial measures discussed by us when comparing such non-GAAP financial measures. A reconciliation of non-GAAP financial measures to the comparable GAAP financial measures is included in the Appendix to this presentation.



# Glossary



RED RIVER BANCSHARES, INC.

- 4Q21 - Fourth Quarter of 2021
- 1Q22 – First Quarter of 2022
- 3Q22 – Third Quarter of 2022
- 1Q23 – First Quarter of 2023
- 2Q23 – Second Quarter of 2023
- 3Q23 – Third Quarter of 2023
- 4Q23 – Fourth Quarter of 2023
- 1Q24 – First Quarter of 2024
- 2Q24 – Second Quarter of 2024
- ACL – Allowance for credit losses
- AFS – Available-for-sale
- AOCI – Accumulated other comprehensive income or loss
- API – Application programming interface
- B.A. – Bachelor of Arts
- B.B.A. – Bachelor of Business Administration
- BIC – Borrower-in-custody program
- bp(s) – Basis point(s)
- B.S. – Bachelor of Science
- C&D – Construction and land development loans
- CAGR – Compound annual growth rate
- CGMA – Chartered Global Management Accountant
- CL(s) – Criticized loans
- CPA – Certified Public Accountant
- CRA – Community Reinvestment Act
- CRE – Commercial real estate loans
- DDA – Demand deposit accounts
- EPS – Earnings per share
- FDIC – Federal Deposit Insurance Corporation
- FTE – Fully taxable equivalent basis
- GAAP – Generally Accepted Accounting Principles in the United States of America
- HFI – Held for investment
- HFS – Held for sale
- HTM – Held-to-maturity
- IPO – Initial public offering
- J.D. – Juris Doctor
- K – Dollars in thousands
- LDPO – Loan and deposit production office
- LPO – Loan production office
- L.L.C. – Limited liability company
- L.L.P. – Limited liability partnership
- M – Dollars in millions
- M.B.A. – Master of Business Administration
- MBS – Mortgage-backed securities
- NIM – Net interest margin
- NOO – Non-owner occupied
- NOW – Negotiable order of withdrawal
- NPA(s) – Nonperforming asset(s)
- NPL(s) – Nonperforming loan(s)
- P2P – Peer-to-peer
- ROA – Return on average assets
- ROE – Return on average equity
- RRB – Red River Bank
- RRBI – Red River Bancshares, Inc.
- SBIC – Small Business Investment Company
- SEC – United States Securities and Exchange Commission
- UBPR – Uniform Bank Performance Report
- U.S. – United States of America
- vs. – Versus
- YTD - Year-to-date

# Strong. Stable.

We're your people.



RED RIVER BANK

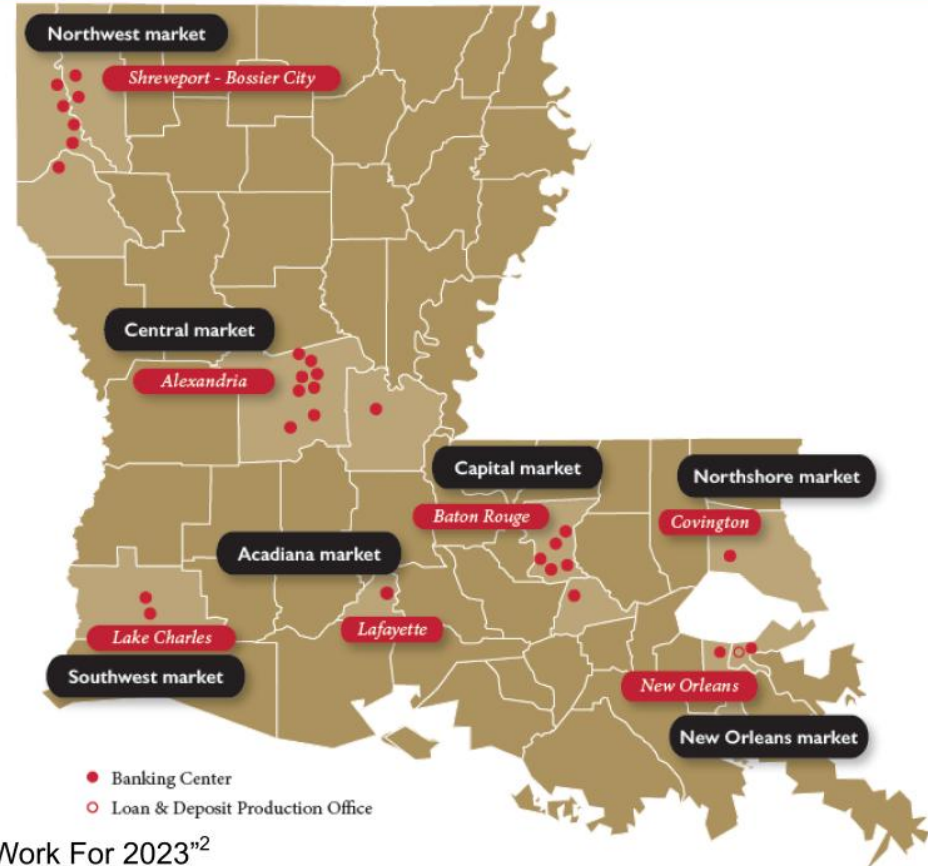
[redriverbank.net](http://redriverbank.net)

Member  
**FDIC**



# RED RIVER BANCSHARES, INC.

- Established in 1998 in Alexandria, Louisiana
- Completed IPO in May 2019
- Included in Russell 2000 Index
- As of June 30, 2024:
  - Assets = \$3.05 billion
  - Loans HFI = \$2.05 billion
  - Securities = \$666.6 million
  - Deposits = \$2.72 billion
  - Market capitalization = \$330.5 million
- Ownership
  - Insiders = 32%
  - Institutions = 22%<sup>1</sup>
  - Public and other = 46%
- Named in American Banker's "Best Banks to Work For 2023"<sup>2</sup>
- Ranked 15<sup>th</sup> in S&P Global Market Intelligence's Top 50 Community Banks \$3.0 - \$10.0 billion<sup>3</sup>
- Ranked 9<sup>th</sup> in Bank Director Magazine's Top 30 Publicly Traded Financial Institutions Under \$5.0 billion<sup>4</sup>
- Sixth largest Louisiana-headquartered bank based on assets as of March 31, 2024<sup>5</sup>



<sup>1</sup>Source: Based on filings made with the SEC, as reported by S&P Capital IQ Pro.

<sup>2</sup>Source: According to an article published by American Banker on November 19, 2023.

<sup>3</sup>Source: According to a press release issued by S&P Global Market Intelligence on March 20, 2024.

<sup>4</sup>Source: According to an article published by Bank Director on July 10, 2024.

<sup>5</sup>Source: According to Bank Performance Report issued as of March 31, 2024.



# RED RIVER BANCSHARES, INC.

## Strong

- Well capitalized
- Solid liquidity position
- Stock repurchase program available
- Operating in the largest markets in Louisiana
- 28 banking centers and an LDPO

## Stable

- Conservative credit culture with solid asset quality
- Granular, diversified, relationship-based loan and deposit portfolios
- No borrowings
- No internet-sourced deposits
- No brokered deposits
- Below peer CRE levels

## Consistent

- Primarily *de novo* growth strategy with targeted expansion into new markets
- Four of our top executives are part of our founding management team
- Consistent quarterly dividends

*We're your people.*



# History & Strategy

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RED RIVER BANCSHARES, INC.

# Company History



RED RIVER BANCSHARES, INC.

- 1998** Completed first stock offering of \$12.4M
- 1999** Red River Bank opened in Rapides Parish
- 2000** Completed stock offering of \$4.0M
- 2003** Acquired Bank of Lecompte in Central Louisiana
- 2006** Expanded into Northwest Market via banking center and completed stock offering of \$5.0M
- 2009** Completed stock offering of \$7.4M
- 2013** Expanded into Capital Market via Fidelity Bancorp, Inc. acquisition
- 2017** Expanded into Southwest Market via LPO. Completed stock offering of \$12.1M
- 2019** Expanded into Northshore Market via LPO. Completed IPO of \$26.8M
- 2020** Expanded into Acadiana Market via LDPO
- 2021** Expanded into New Orleans Market via LDPO



# Expansion Highlights



RED RIVER BANCSHARES, INC.

## Southwest Market - Lake Charles, Louisiana

- 1Q23 - Consolidated Lake Street Banking Center to the expanded Country Club Banking Center

## New Orleans Market – New Orleans, Louisiana



### Poydras Street LDPO

- 4Q21 - Opened LDPO in downtown New Orleans

### Baronne Street Banking Center

- 3Q22 - Opened as a full-service banking center



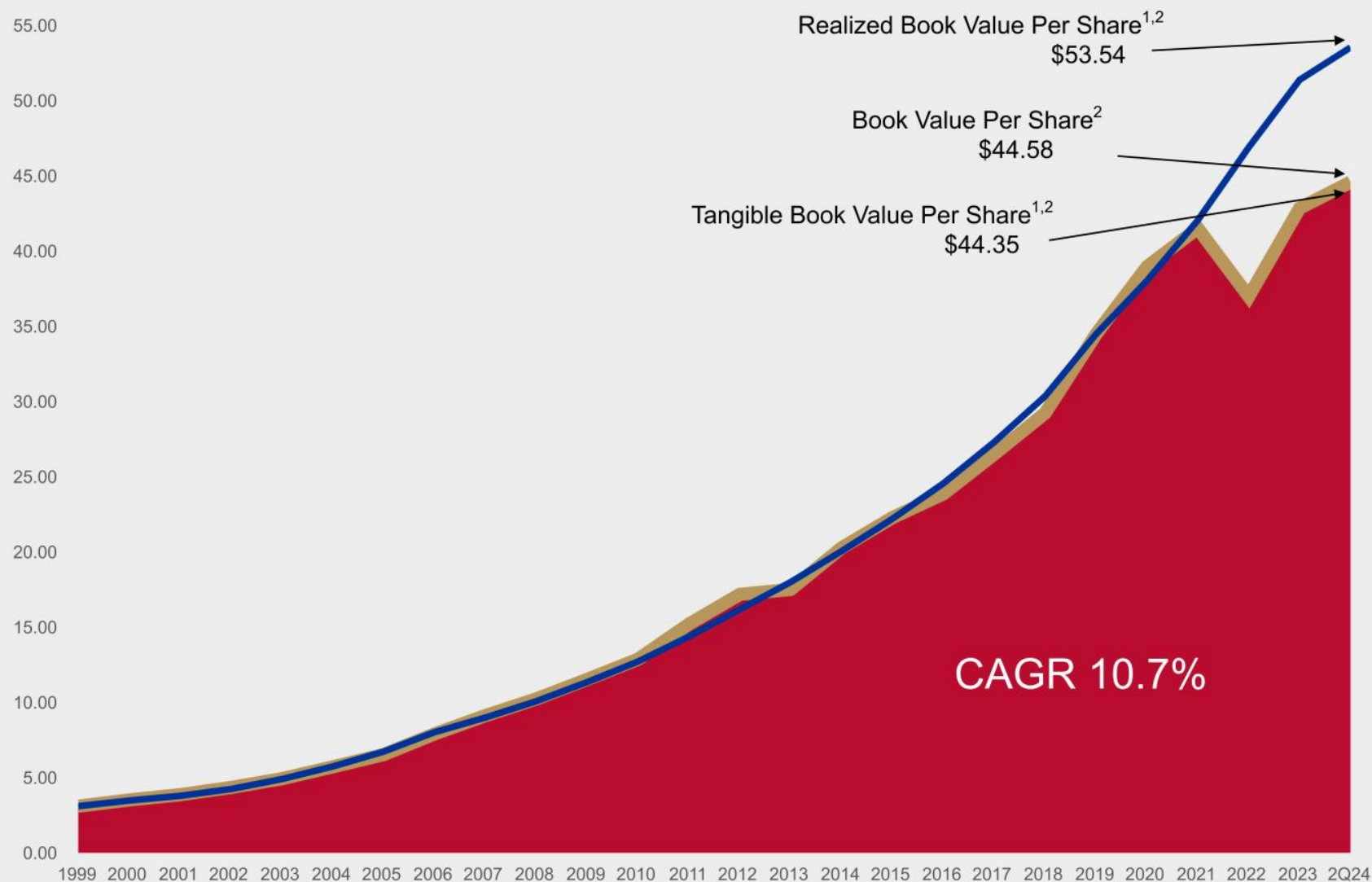
### Veterans Memorial Boulevard Banking Center

- 1Q22 - Purchased land in Metairie, Louisiana (a New Orleans suburb)
- 4Q23 - Construction began on new banking center
- 2Q24 - Opened as a new full-service banking center

# Book Value



RED RIVER BANCSHARES, INC.



Note: Each year on the Book Value Graph represents year-end financial data.

<sup>1</sup>Non-GAAP measure. See "Legal Disclosures" on slide 2 and "Non-GAAP Reconciliation" slides in the Appendix for additional information.

<sup>2</sup>Adjusted for 2-for-1 stock split with a record date of October 1, 2018 and 15-for-1 stock split with a record date of November 30, 2005.

# Leadership Team



RED RIVER BANCSHARES, INC.



## R. Blake Chatelain

- President, Chief Executive Officer, and Director
- Founding management
- Previously Executive Vice President of Rapides Bank & Trust Company, a subsidiary of First Commerce Corporation
- B.S. in Finance from Louisiana State University



## Isabel V. Carriere, CPA, CGMA

- Executive Vice President and Chief Financial Officer
- Founding management
- Previously Manager of the Financial Planning Department at Whitney National Bank, in the Financial Planning and Financial Reporting Department of First Commerce Corporation, and audited depository organizations with KPMG
- B.S. in Management from Tulane University



## Bryon C. Salazar

- Executive Vice President, Chief Banking Officer, and Director<sup>1</sup>
- Founding management
- Past Chairman for the Board of Trustees of Rapides Regional Medical Center
- Previously Commercial Banker at Rapides Bank & Trust Company
- B.S. in Finance from Louisiana State University



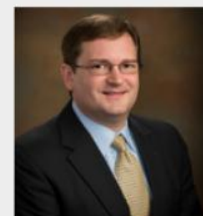
## Tammi R. Salazar

- Executive Vice President and Chief Operating Officer<sup>1</sup>
- Founding management
- Previously Vice President of Rapides Bank & Trust Company
- Director of the Rapides Children's Advocacy Network, River Oaks Art Center, and Christus Cabrini Foundation
- B.S. in Finance from Louisiana Tech University



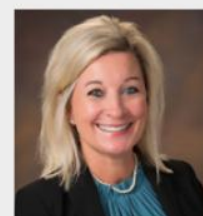
## Julia E. Callis, J.D.

- Senior Vice President, General Counsel, and Corporate Secretary
- Joined Red River Bank in 2020
- Previously with Cleco Corporate Holdings L.L.C. and Thompson & Knight L.L.P.
- B.A. in English from Vanderbilt University and J.D. from Louisiana State University



## G. Bridges Hall, IV

- Senior Vice President and Chief Credit Policy Officer<sup>1</sup>
- Joined Red River Bank in 2006
- Previously Credit Department Manager (Dallas) at Hibernia National Bank
- B.S. in Business Administration from Northwestern State University, M.B.A. from Louisiana State University-Shreveport, and attended the Graduate School of Banking at Louisiana State University



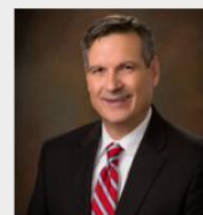
## Debbie B. Triche

- Senior Vice President and Retail Administrator<sup>1</sup>
- Joined Red River Bank in 2000
- Board of Trustees member of Rapides Regional Medical Center
- Previously Vice President and Retail Branch Manager at Rapides Bank & Trust Company
- B.S. in Marketing from Louisiana Tech University



## Andrew B. Cutrer

- Senior Vice President and Director of Human Resources
- Joined Red River Bank in 2001
- Previously Director of Human Resources at Bunkie General Hospital
- B.S. in Management and Marketing from Louisiana College and M.B.A. from Louisiana Tech University



## David K. Thompson

- Capital Market President<sup>1</sup>
- Joined Red River Bank in 2015
- Previously Baton Rouge Commercial Group Lender at IBERIABANK
- B.B.A. in Finance from University of Louisiana-Monroe and attended the Graduate School of Banking at Louisiana State University

<sup>1</sup>Position with Red River Bank.



## De Novo Growth Strategy

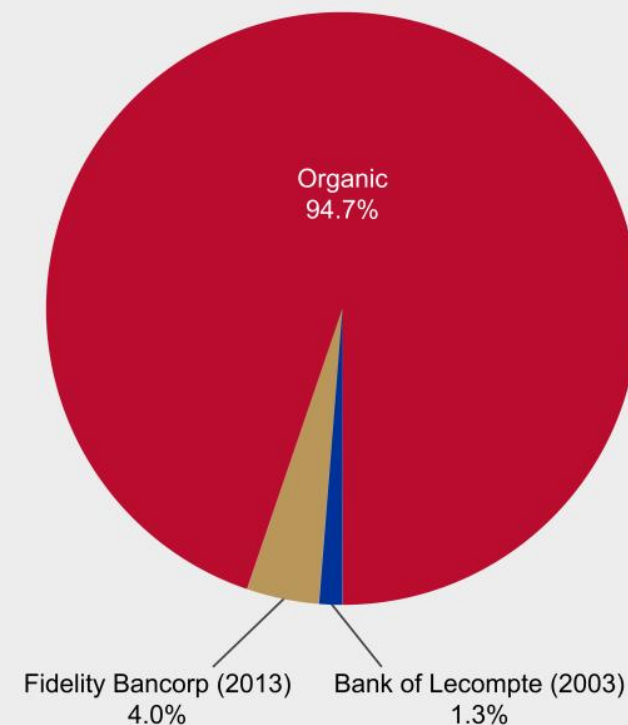
- Disciplined, targeted expansions for profitable growth
- Target markets with significant disruption by competitors
- Concentrate on urban markets with growth potential
- Focus on markets where market share is held by large national and regional banks
- Hire experienced leadership from the market to build a team
- Offer an authentic, full-service, relationship-based community bank experience
- Establish presence initially with an LDPO then build or buy and remodel a banking center

## Disciplined Acquisition Strategy

- Successfully integrated two acquisitions and positioned to capitalize on future opportunities

## Historical Asset Growth Method

As of June 30, 2024





# Guiding Principles



RED RIVER BANCSHARES, INC.

## Relationship-Driven Client Focus

Our relationship-driven client focus and consistent lending philosophy results in loyal loan customers who also provide stable core deposits.

## Experienced Bankers

In addition to a cohesive, long-tenured executive management team, we enjoy the benefits of an experienced group of client-facing bankers, which has resulted in steady, diversified, organic loan growth, combined with excellent quality metrics.

## Conservative Credit Culture

Our founding management team developed the initial credit culture, predicated upon conservative underwriting principles carried over from regional bank experience. This same team has overseen the implementation and periodic adjustment of these core lending tenets over a 25-year time frame.

## “Footprint” Lending

We have a low level of participations purchased and shared national credits. Our loan portfolio is well below CRE portfolio concentration guidelines and lower than the CRE portfolio of peers. Our portfolio is further characterized by modest hold limits, strong oversight, and rapid response to problem loan resolution.

## Consistent Lending Standards

Fundamental goals continue to include disciplined, profitable growth, broad diversification, high-quality performance, and consistent underwriting standards.

# Embracing Technology



RED RIVER BANCSHARES, INC.

- Upgrading online and mobile banking platforms using Q2 Software's market leading products. These will enhance Red River Bank's digital offerings for both consumer and business customers
- Partnering with Allied Payments to offer a new, more robust consumer and business bill pay product
- Online and mobile banking channels: mobile deposit, digital receipts, Apple Pay, mobile wallet, debit card controls, and P2P payments provided by Zelle®
- SQN Banking Systems' fraud detection system, which uses anomaly detection to detect fraud
- Online deposit account opening and mortgage applications, which include a "Verification of Life" system in an effort to reduce fraud
- Mobile, automated small-dollar loan system
- Implemented MeridianLink for internal end-to-end consumer loan application system
- Completed our core system upgrade to improve efficiency, accuracy, and streamline operations
- Utilizing API for automation of processes to improve our efficiency and manage headcount
- Invested in the JAM FINTOP Banktech fund as a resource for technology systems



# Competitive Landscape



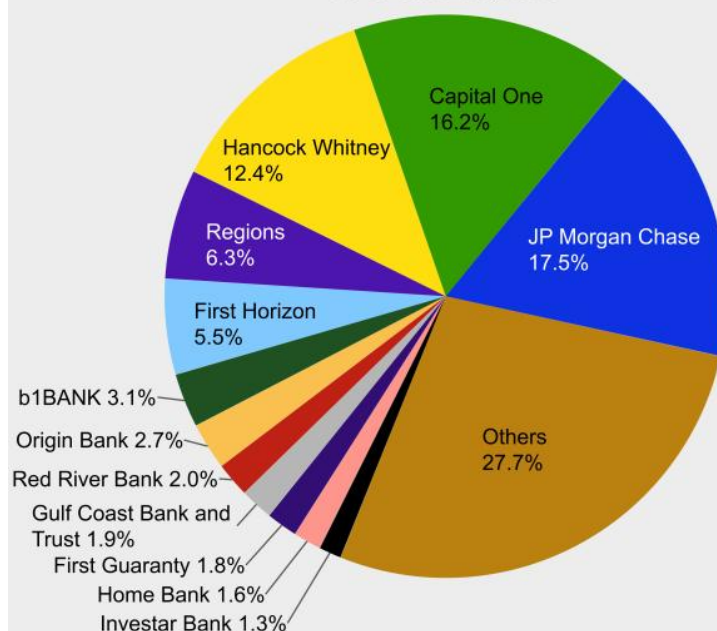
RED RIVER BANCSHARES, INC.

- Red River Bank holds 2.0% of Louisiana deposits<sup>1</sup>
- 57.9% of Louisiana deposits are held by large national or regional banks<sup>1</sup>
- Large banks de-emphasizing markets we serve

## Deposits in Louisiana<sup>1</sup>

**\$136.1 billion**

As of June 30, 2023



## Deposit Market Share as of June 30, 2023<sup>1</sup>

Markets	Red River Bank			Total
	Rank	% of Market Share	\$M	\$M
Central Market	1 <sup>st</sup>	38.8%	\$ 1,522	\$ 3,927
Northwest Market	9 <sup>th</sup>	4.9%	\$ 485	\$ 9,841
Capital Market	8 <sup>th</sup>	2.2%	\$ 496	\$ 22,256
Southwest Market	12 <sup>th</sup>	1.3%	\$ 72	\$ 5,688
Northshore Market	20 <sup>th</sup>	0.4%	\$ 33	\$ 7,576
Acadiana Market	24 <sup>th</sup>	0.3%	\$ 21	\$ 8,363
New Orleans Market	21 <sup>st</sup>	0.1%	\$ 44	\$ 35,593
State of Louisiana	8 <sup>th</sup>	2.0%	\$ 2,673	\$ 136,127

<sup>1</sup>Source: FDIC, Deposits as of June 30, 2023.

# 2Q24 Overview

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RED RIVER BANCSHARES, INC.



# 2Q24 Financial Results



RED RIVER BANCSHARES, INC.

- EPS consistent
  - 1Q24 - benefited from approximately \$800,000 of nonrecurring items = \$0.09 EPS
- Net interest income increased
- NIM FTE improved 9 bps
- Consistent loans, deposits, and assets
- Solid liquidity
- Good asset quality
- No borrowings, brokered deposits, or internet-sourced deposits
- Well capitalized
- Quarterly cash dividend of \$0.09 per share
- Steady stock buyback activity
- Opened 2nd full-service banking center in New Orleans market

	2Q24	1Q24	2Q23
<i>(dollars in thousands, except per share data)</i>			
Net Income	\$ 7,987	\$ 8,188	\$ 8,968
EPS, Diluted	\$ 1.16	\$ 1.16	\$ 1.25
Book Value Per Share	\$ 44.58	\$ 43.43	\$ 39.49
Tangible Book Value Per Share <sup>1</sup>	\$ 44.35	\$ 43.20	\$ 39.28
Realized Book Value Per Share <sup>1</sup>	\$ 53.54	\$ 52.52	\$ 49.21
Cash Dividends Per Share	\$ 0.09	\$ 0.09	\$ 0.08
ROA	1.05%	1.07%	1.20%
ROE	10.69%	10.77%	12.78%
NIM FTE	2.92%	2.83%	2.96%
Efficiency Ratio	62.07%	60.37%	58.63%
Loans HFI to Deposits	75.38%	74.22%	73.10%
Noninterest-bearing Deposits to Deposits	32.87%	32.61%	37.14%
NPAs to Assets	0.11%	0.08%	0.07%
ACL to Loans HFI	1.06%	1.06%	1.08%
Net Charge-offs to Average Loans	0.01%	0.00%	0.00%
Assets	\$ 3,048,528	\$ 3,073,298	\$ 3,027,194
Loans HFI	\$ 2,047,890	\$ 2,038,072	\$ 1,947,631
Deposits	\$ 2,716,646	\$ 2,745,891	\$ 2,664,183
Stockholders' Equity	\$ 306,990	\$ 299,314	\$ 283,372
Realized Common Equity <sup>1</sup>	\$ 368,722	\$ 362,014	\$ 353,065
Stockholders' Equity to Assets	10.07%	9.74%	9.36%
Tangible Common Equity to Tangible Assets <sup>1</sup>	10.02%	9.69%	9.31%
Total Risk-Based Capital Ratio	18.01%	17.84%	18.13%
Leverage Ratio	11.74%	11.44%	11.48%

<sup>1</sup>Non-GAAP measure. See "Legal Disclosures" on slide 2 and "Non-GAAP Reconciliation" slides in the Appendix for additional information.

# Balance Sheet



RED RIVER BANCSHARES, INC.

- Assets decreased 0.8% to \$3.05 billion
- Loans HFI increased 0.5% to \$2.05 billion with new loan activity offset by loan payments and payoffs
- Deposits decreased 1.1% with normal deposit activity including the seasonal outflow of funds for income tax payments
- Repurchased 16,220 shares of common stock for \$764,000. \$4.2 million of the 2024 stock repurchase program is remaining
- Equity increased with net income and decreased with stock buybacks and cash dividends
- Noninterest-bearing deposits to deposits ratio = 32.87%
- Loans HFI to deposits ratio = 75.38%

	As of		
(dollars in thousands)	6/30/24	3/31/24	6/30/23
<b>Assets</b>			
Cash and due from banks	\$ 35,035	\$ 19,401	\$ 36,662
Interest-bearing deposits in other banks	178,038	210,404	185,409
Securities AFS, at fair value	526,890	545,967	588,478
Securities HTM, at amortized cost	136,824	139,328	146,569
Equity securities, at fair value	2,921	2,934	3,946
Loans HFS	3,878	1,653	4,586
Loans HFI	2,047,890	2,038,072	1,947,631
Allowance for credit losses	(21,627)	(21,564)	(21,085)
Other assets	138,679	137,103	134,998
<b>Total Assets</b>	<b>\$ 3,048,528</b>	<b>\$ 3,073,298</b>	<b>\$ 3,027,194</b>
<b>Liabilities</b>			
Noninterest-bearing deposits	\$ 892,942	\$ 895,439	\$ 989,509
Interest-bearing deposits	1,823,704	1,850,452	1,674,674
<b>Total Deposits</b>	<b>2,716,646</b>	<b>2,745,891</b>	<b>2,664,183</b>
Other borrowed funds	—	—	60,000
Other accrued expenses and liabilities	24,892	28,093	19,639
<b>Total Liabilities</b>	<b>2,741,538</b>	<b>2,773,984</b>	<b>2,743,822</b>
<b>Stockholders' Equity</b>			
Preferred stock, no par value	—	—	—
Common stock, no par value	44,413	45,177	59,187
Additional paid-in capital	2,590	2,485	2,248
Retained earnings	321,719	314,352	291,630
AOCI	(61,732)	(62,700)	(69,693)
<b>Total Stockholders' Equity</b>	<b>306,990</b>	<b>299,314</b>	<b>283,372</b>
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$ 3,048,528</b>	<b>\$ 3,073,298</b>	<b>\$ 3,027,194</b>

## 2Q24 Selected Income Comparison



RED RIVER BANCSHARES, INC.

(dollars in thousands)	For the Quarters Ended		Variance	
	6/30/24	3/31/24	\$	%
Total Interest and Dividend Income	\$ 33,681	\$ 33,018	\$ 663	2.0%
Total Interest Expense	11,894	11,655	239	2.1%
Net Interest Income	<u>\$ 21,787</u>	<u>\$ 21,363</u>	\$ 424	2.0%
Debit Card Income, net	\$ 949	\$ 1,022	\$ (73)	(7.1%)
SBIC Income	\$ 454	\$ 352	\$ 102	29.0%
Data Processing Expense	\$ 651	\$ 347	\$ 304	87.6%
Other Taxes	\$ 500	\$ 737	\$ (237)	(32.2%)
Loan and Deposit Expenses	\$ 309	\$ (42)	\$ 351	835.7%
Net Income	\$ 7,987	\$ 8,188	\$ (201)	(2.5%)

- Interest and dividend income increased due to higher rates on new and renewed loans, partially offset by lower interest income on short-term liquid assets.
- Interest expense increased due to higher rates on new and renewed time deposits, combined with larger balances in these accounts.
- Debit card income, net, decreased primarily due to \$145,000 of nonrecurring income in 1Q24 from the termination of our previous debit card provider contract. In January 2024, a newly negotiated debit card provider contract became effective.
- SBIC income increased primarily due to higher normal income received from these partnerships. In 1Q24, we received a distribution payment of \$114,000, in addition to normal income.
- Data processing expense increased primarily due to 1Q24 benefiting from a \$284,000 periodic refund from our data processing center.
- Other taxes decreased due to the reversal of \$145,000 of stock repurchase tax expense due to finalized guidelines. Stock repurchase tax expense was \$100,000 in 1Q24.
- Loan and deposit expense increased primarily due to 1Q24 benefiting from a \$262,000 negotiated, variable rebate from a vendor.



# Loan Portfolio Overview

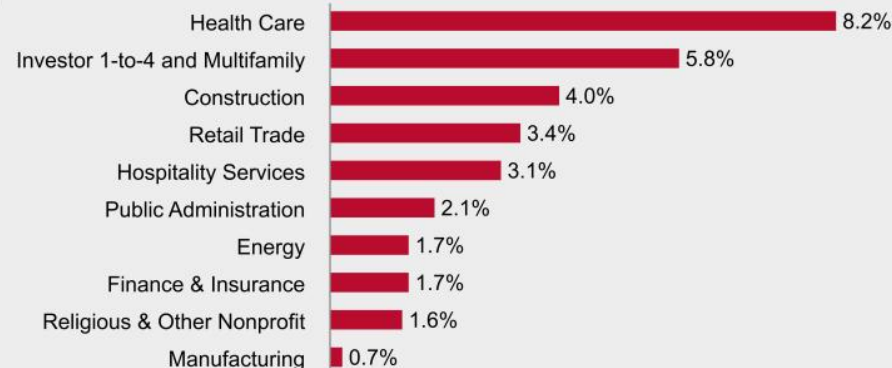


RED RIVER BANCSHARES, INC.

- Loans HFI = \$2.05 billion
- Average loan size excluding credit cards = \$246,000
- Broad diversification by industry
  - Highest concentration = Health Care at 8.2%
  - Energy exposure at 1.7%
- Shared National Credits = \$21.0 million, or 1.0% of Loans HFI

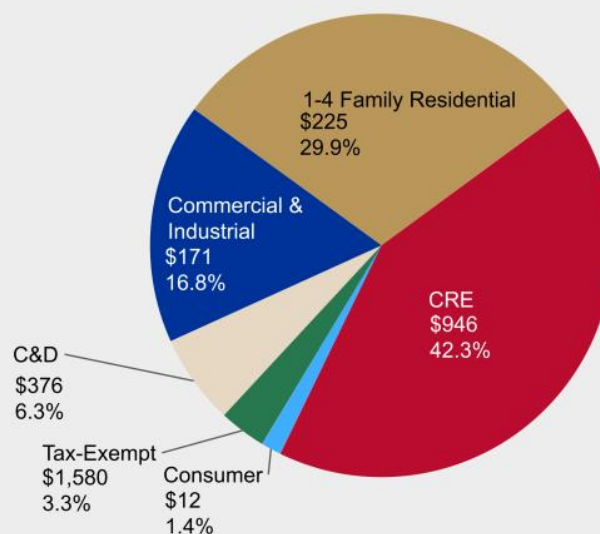
## Largest Industry Concentrations

As of June 30, 2024



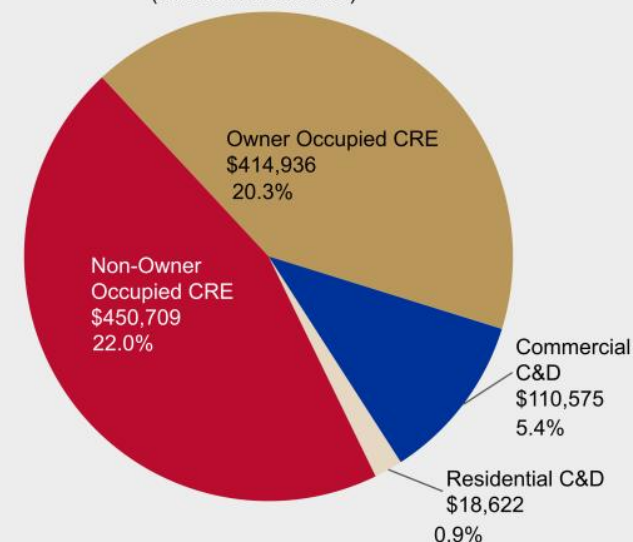
## Average Loan Size \$ and Loans HFI % Mix

As of June 30, 2024  
(dollars in thousands)



## CRE & C&D \$ as a % of Loans HFI

As of June 30, 2024  
(dollars in thousands)





# Health Care Loans

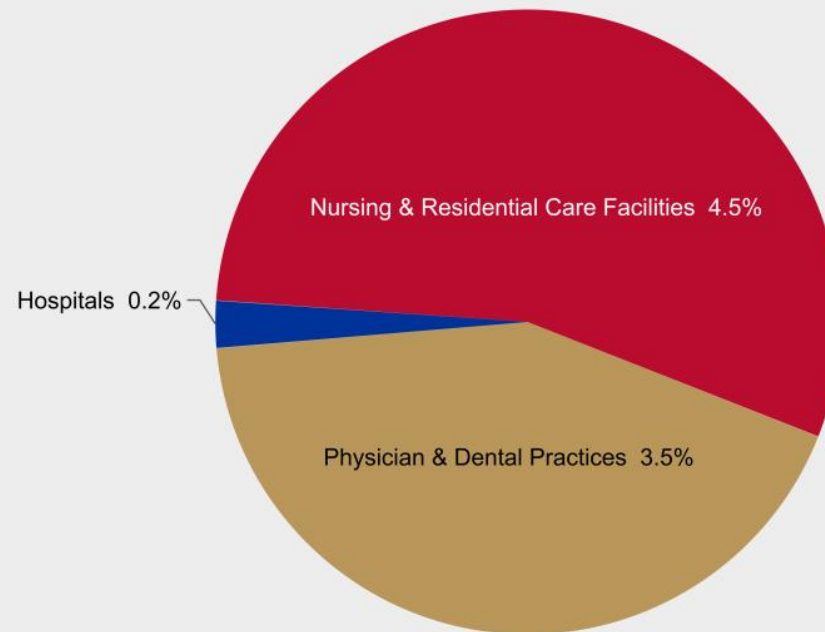


RED RIVER BANCSHARES, INC.

- Largest industry concentration
- Health Care loans = \$167.4 million, or 8.2%, of loans HFI
- Average loan size = \$361,000
- No shared national credits, real estate investment trusts, or assisted living facilities
- Skilled nursing care facilities operate under a certificate of need system in Louisiana
- Nursing facilities are managed by Louisiana-based owner operators

## Health Care Loans by Subtype % of Loans HFI

As of June 30, 2024



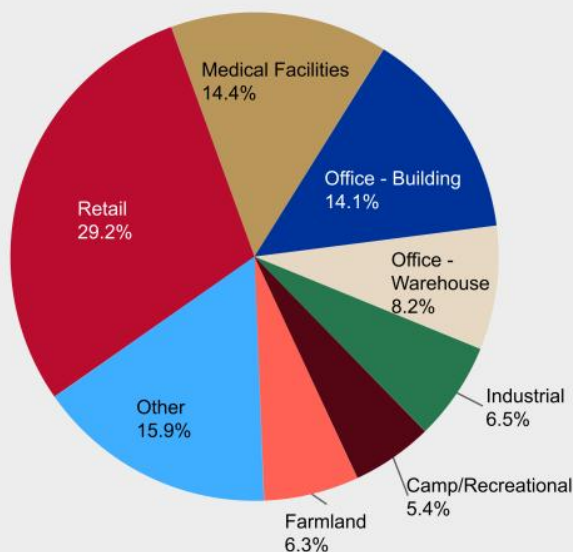
# Commercial Real Estate Loans



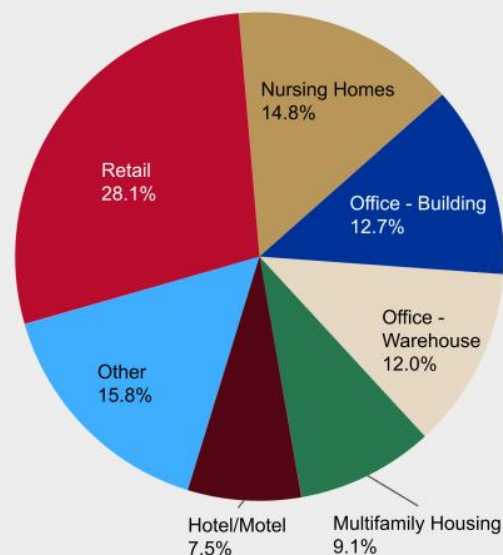
RED RIVER BANCSHARES, INC.

- CRE = \$865.6 million, or 42.3% of loans HFI
- C&D = \$129.2 million, or 6.3% of loans HFI
- CRE criticized loans = \$5.6 million, or 0.6% of total CRE loans and 0.3% of loans HFI
- CRE NPLs = \$737,000, or 0.09% of total CRE loans and < 0.1% of loans HFI

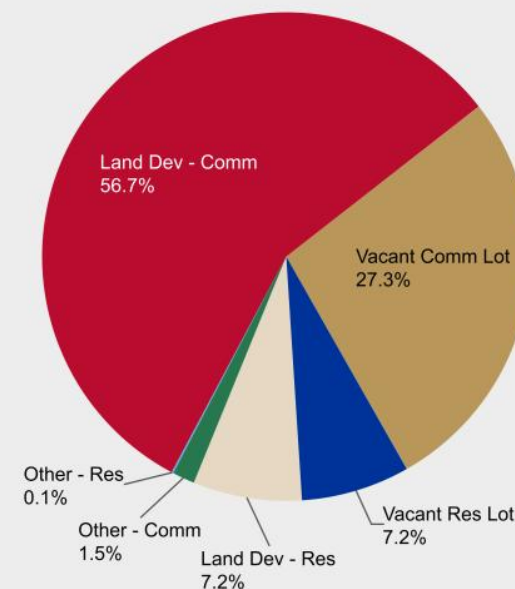
**Owner Occupied CRE  
by Property Type**  
As of June 30, 2024



**NOO CRE  
by Property Type**  
As of June 30, 2024



**C&D  
by Property Type**  
As of June 30, 2024



# CRE - NOO Office Loans



RED RIVER BANCSHARES, INC.

- NOO office loans = \$57.4 million, or 2.8% of loans HFI
- Primarily centered in low-rise suburban areas
- Average size = \$956,000
- Average loan-to-value for NOO office loans = 51.5%
- Criticized NOO office loans = \$3.2 million, 5.6% of total NOO office loans or 0.2% of loan HFI

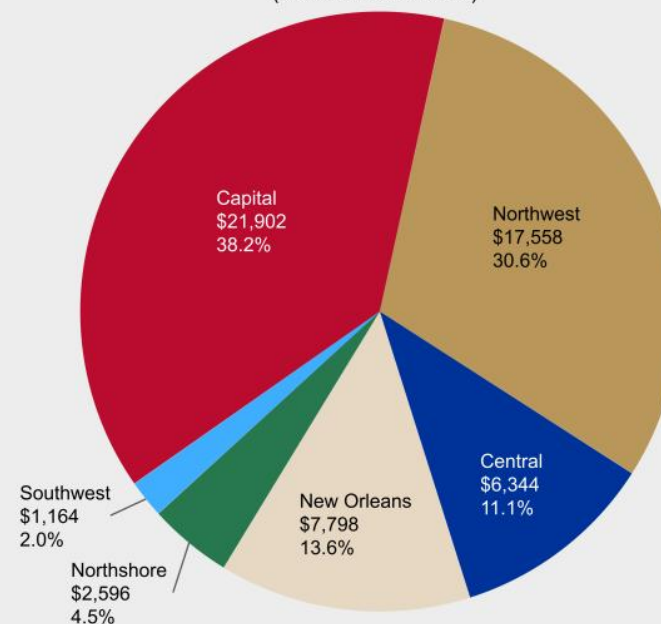
## NOO Office Loans by Maturity

As of June 30, 2024  
(dollars in thousands)

Maturing in:	\$	% of Total
2024	\$ 4,208	7.3 %
2025	15,990	27.9 %
2026	1,412	2.5 %
2027	9,338	16.3 %
2028	13,015	22.7 %
2029 and beyond	13,399	23.3 %
Total NOO Offices	\$ 57,362	100.0 %

## NOO Office Loans by Geographic Market

As of June 30, 2024  
(dollars in thousands)



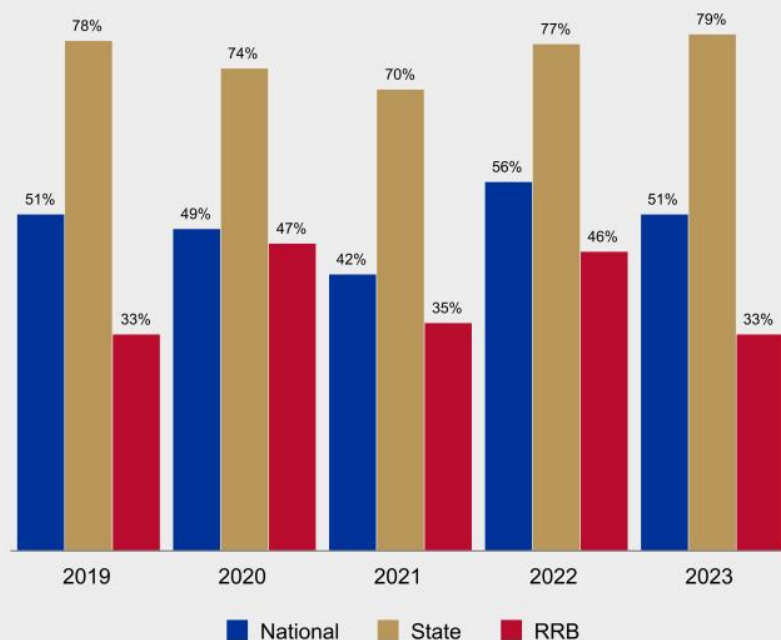
# C&D and CRE Historical Concentrations



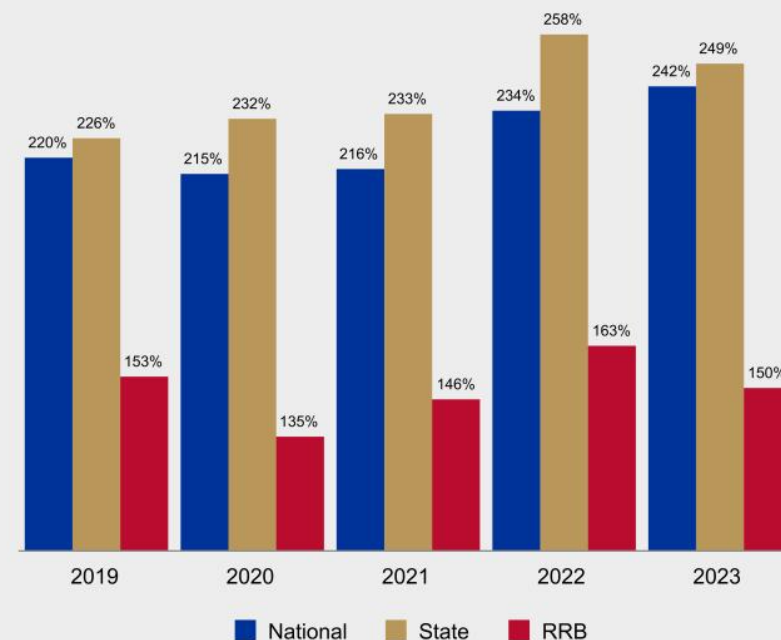
RED RIVER BANCSHARES, INC.

- Low levels of CRE relative to state, regional, and national peers
- Concentration ratios as a % of risk-based capital are well below bank regulatory guidelines
- As of 2Q24, RRB CRE Ratio = 162.5% and RRB C&D Ratio = 36.0%

**C&D Concentration<sup>(1)</sup>**



**CRE Concentration<sup>(2)</sup>**



<sup>1</sup>Source: UBPR - National Peer Group 3 and UBPR Louisiana Peer Groups of Louisiana-based banks with asset size between \$1.5 billion and \$10.0 billion; Ratio: C&D loans to Tier 1 capital + ACL.

<sup>2</sup>Source: UBPR - National Peer Group 3 and UBPR Louisiana Peer Groups of Louisiana-based banks with asset size between \$1.5 billion and \$10.0 billion; Ratio: NOO, multifamily, and CRE loans not secured by real estate to Tier 1 capital + ACL.



# Loans by Market



RED RIVER BANCSHARES, INC.

- Expanding operations in Southwest, Acadiana, Northshore, and Capital Markets
- In the New Orleans Market, opened an LDPO in 2021, and full-service banking centers in 2022 and 2024

## Opportunities and Challenges to Future Loans

### Opportunities

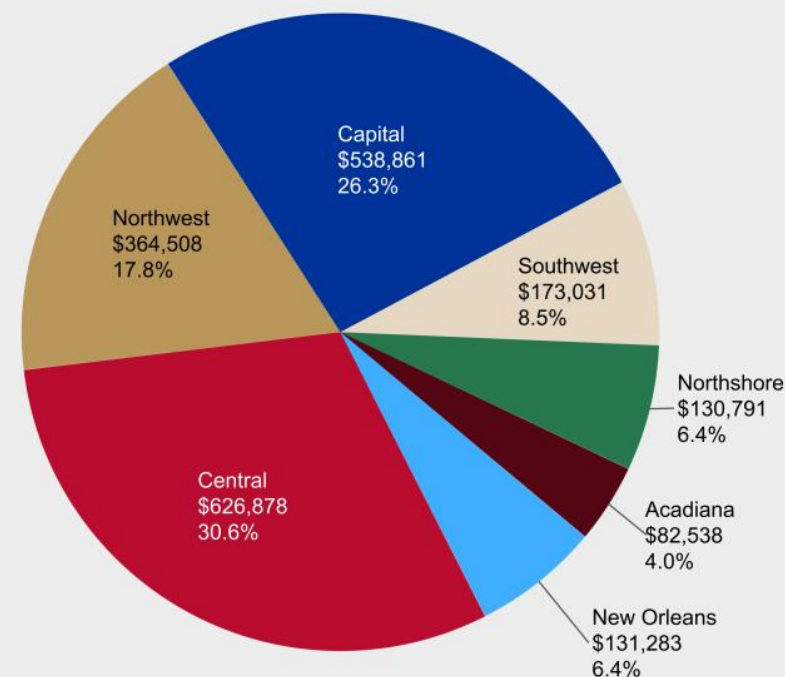
- Expansion in larger Louisiana markets
- Competitor disruption
- New lender capacity

### Challenges

- Higher rates impacting future borrowing activity
- Economic uncertainty and inflation
- Slowing loan demand
- Robust competition for new loans
- Tight labor market hampering business expansion

### Loans HFI Originated by Geographic Market

As of June 30, 2024  
(dollars in thousands)



# Asset Quality



RED RIVER BANCSHARES, INC.

- NPAs increased slightly to \$3.2 million
  - NPAs to Assets = 0.11%
- Provision expense totaled \$300,000 in 2Q24
- ACL to loans HFI = 1.06%
- Net charge-offs to average loans since Red River Bank's opening in 1999 = 0.05%

## NPAs / Assets

(end of period)



## Asset Quality Metrics

As of and for the quarters ended

(dollars in thousands)	6/30/23	9/30/23	12/31/23	3/31/24	6/30/24
NPLs	\$ 1,958	\$ 2,046	\$ 2,533	\$ 2,530	\$ 3,209
NPLs to Loans HFI	0.10%	0.10%	0.13%	0.12%	0.16%
NPAs	\$ 1,980	\$ 2,068	\$ 2,602	\$ 2,530	\$ 3,209
NPAs to Assets	0.07%	0.07%	0.08%	0.08%	0.11%
Criticized Loans	\$ 20,711	\$ 25,323	\$ 24,283	\$ 25,129	\$ 11,018
CLs to Loans HFI	1.06%	1.30%	1.22%	1.23%	0.54%
Provision Expense	\$ 300	\$ 185	\$ 250	\$ 300	\$ 300
ACL to Loans HFI	1.08%	1.09%	1.07%	1.06%	1.06%
Net Charge-offs to Average Loans	0.00%	0.00%	0.01%	0.00%	0.01%

# Deposits

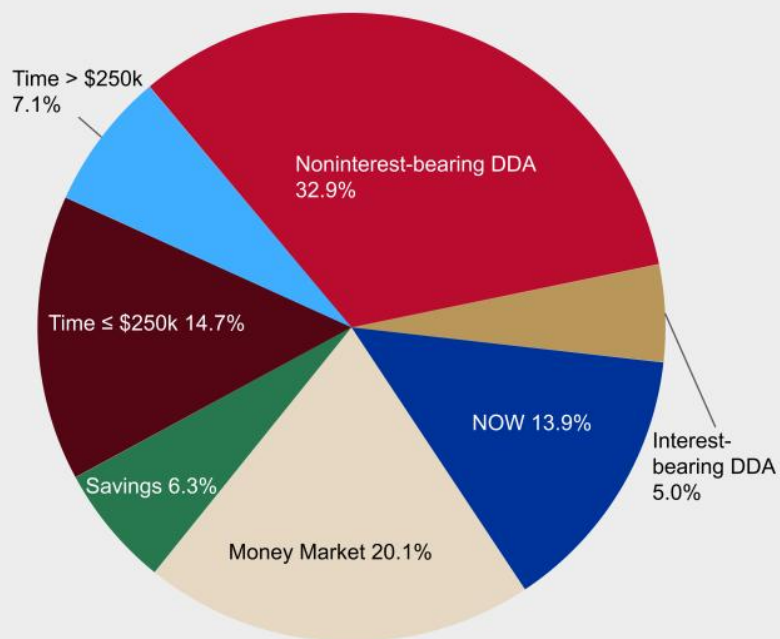


RED RIVER BANCSHARES, INC.

- Deposits were \$2.72 billion for 2Q24, a decrease of \$29.2 million, or 1.1%, compared to 1Q24, due to the seasonal outflow of funds for income tax payments
- Noninterest-bearing deposits to deposits ratio = 32.87%
- Loans HFI to deposits ratio = 75.38%
- Cost of deposits = 1.75%
- No internet-sourced or brokered deposits

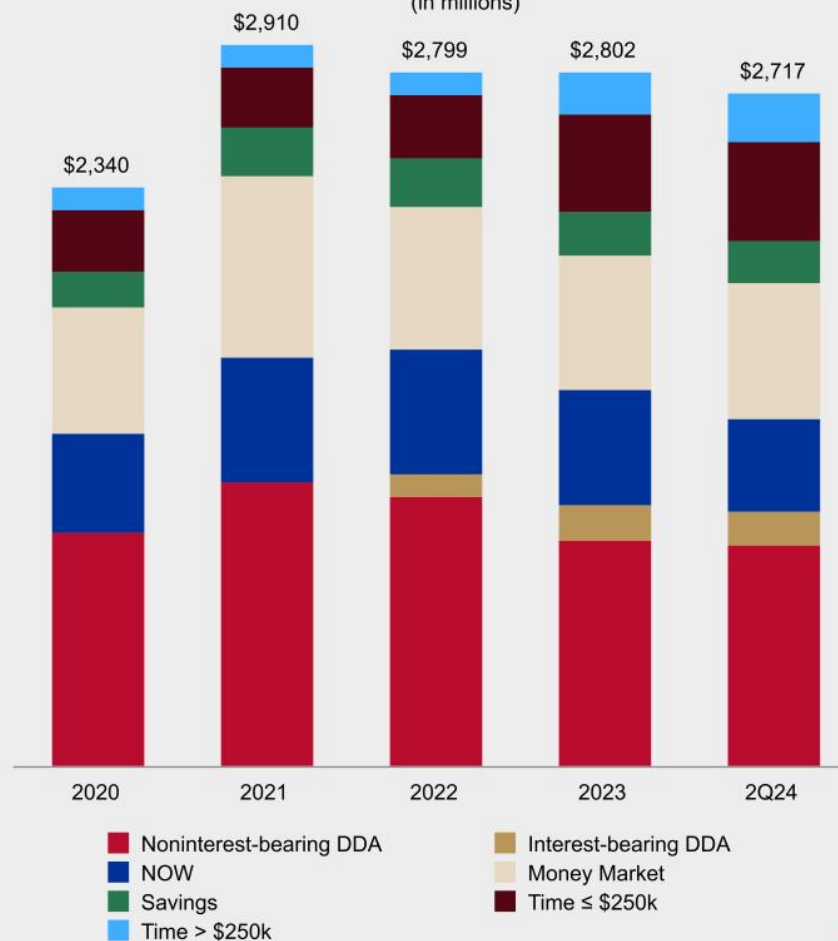
## Deposit % Mix

As of June 30, 2024



## Deposits by Category

(end of period)  
(in millions)



# Deposit Characteristics

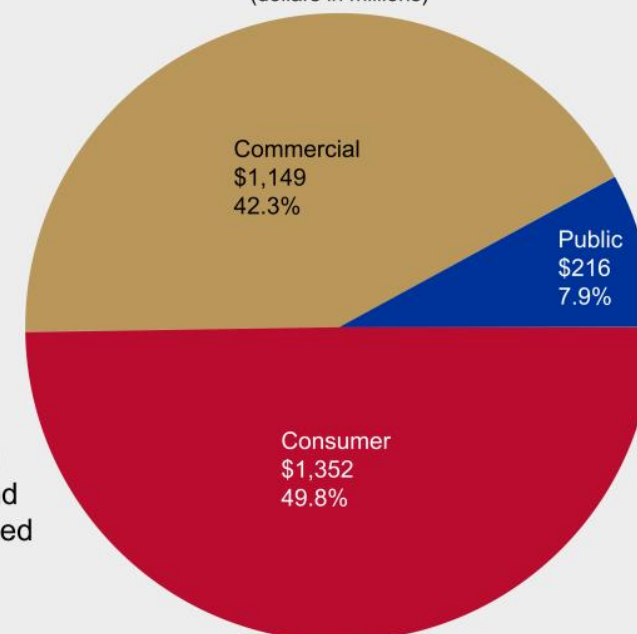


RED RIVER BANCSHARES, INC.

- Granular, diversified deposit portfolio and customer base throughout Louisiana
  - Average deposit account size = \$27,000
- Public entity deposits
  - Relationship-based Louisiana public entities
  - Public entity deposits = \$215.9 million, 7.9% of deposits
- Estimated Uninsured Deposits
  - Estimated uninsured deposits<sup>1</sup> = \$804.6 million, 29.6% of deposits
  - Estimated uninsured deposits, excluding collateralized public funds<sup>2</sup> = \$633.2 million, 23.3% of deposits
  - Cash and cash equivalents combined with available borrowing capacity represent 235.6% of estimated uninsured deposits and 299.4% of estimated uninsured deposits, excluding collateralized public funds

## Deposits by Customer Type % of Deposits

As of June 30, 2024  
(dollars in millions)



<sup>1</sup>Calculated based on the same methodologies and assumptions used for regulatory reporting purposes.

<sup>2</sup>Public entity deposits above the FDIC insurance limit are fully collateralized.



# Securities



RED RIVER BANCSHARES, INC.

## Key Securities Metrics as of June 30, 2024

- Securities AFS portfolio at fair value = \$526.9 million, net of \$64.4 million of unrealized loss
- Securities HTM portfolio at amortized cost = \$136.8 million
- Unrealized loss on HTM portfolio = \$22.8 million
- 2Q24 yield = 2.20%
- Effective duration = 5.0 years
- Securities AFS (fair value) and HTM (amortized cost) pledged as collateral = \$218.6 million
- No investment in subordinated debentures of other financial institutions

## Securities AFS 2Q24 Activity

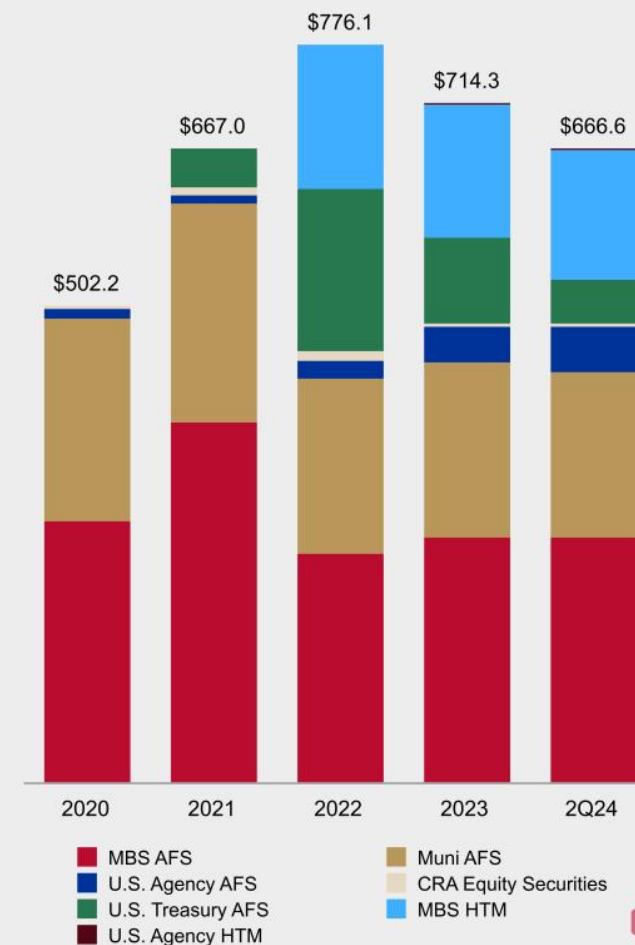
- Purchased = \$18.3 million, yield of 5.66%
- No sales

## CRA Equity Securities as of June 30, 2024

- CRA mutual fund consisting primarily of bonds = \$2.9 million

## Securities

(end of period)  
(in millions)



# Liquidity and Borrowing Availability



RED RIVER BANCSHARES, INC.

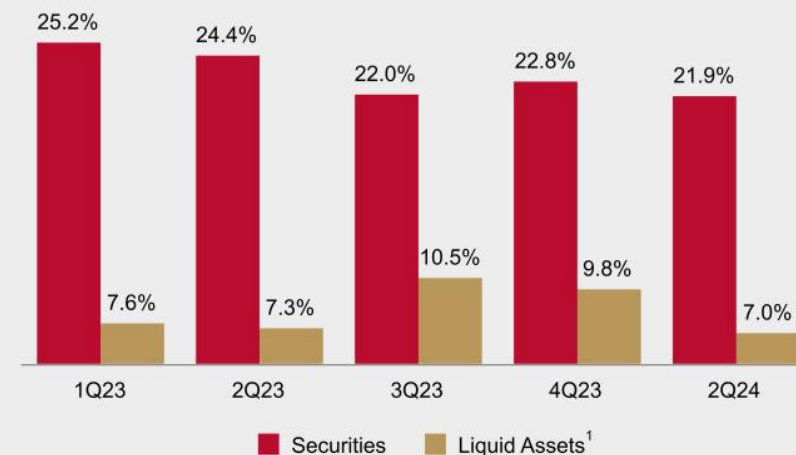
## Liquidity

- Liquid Assets<sup>1</sup> = \$213.1 million, or 6.99% of assets, as of June 30, 2024 with \$229.4 million average for 2Q24
- Estimated cash flows from securities, assuming consistent interest rates
  - \$126.0 million principal repayments from July 2024 to June 2025, yielding 2.40%

## Borrowing Availability

- \$1.68 billion in available borrowing capacity through the following sources:
  - Federal Home Loan Bank = \$989.2 million
  - Federal Funds Lines = \$95.0 million
  - Other revolving lines = \$6.0 million
  - Federal Reserve Bank Discount Window amounts pledged as collateral:
    - Loans (BIC) = \$129.5 million
    - Securities AFS = \$38.8 million
  - Securities unencumbered = \$424.1 million

**Securities / Assets vs.  
Liquid Assets<sup>1</sup> / Assets**  
(end of period)



<sup>1</sup>Liquid Assets, as presented, refers to total cash and cash equivalents.

# Capital



RED RIVER BANCSHARES, INC.

- Well capitalized position
- Includes \$61.7 million of net unrealized losses on securities AFS and HTM, 20.1% of capital as of June 30, 2024
- Stock repurchases
  - \$5.0 million stock repurchase program will expire December 31, 2024
  - In 1Q24, we entered into a privately negotiated stock repurchase agreement for 200,000 shares of common stock for \$10.0 million; this repurchase was supplemental to the 2024 stock repurchase program
  - In 2Q24, under the stock repurchase program, we repurchased 16,220 shares of common stock at an aggregate cost of \$764,000, with \$4.2 million remaining available under the program
- Quarterly cash dividend of \$0.09 per share
- Capital priorities

- Maintain strong capital levels
- Support organic growth
- Dividends
- Stock buybacks
- Acquisitions

## Capital Ratios

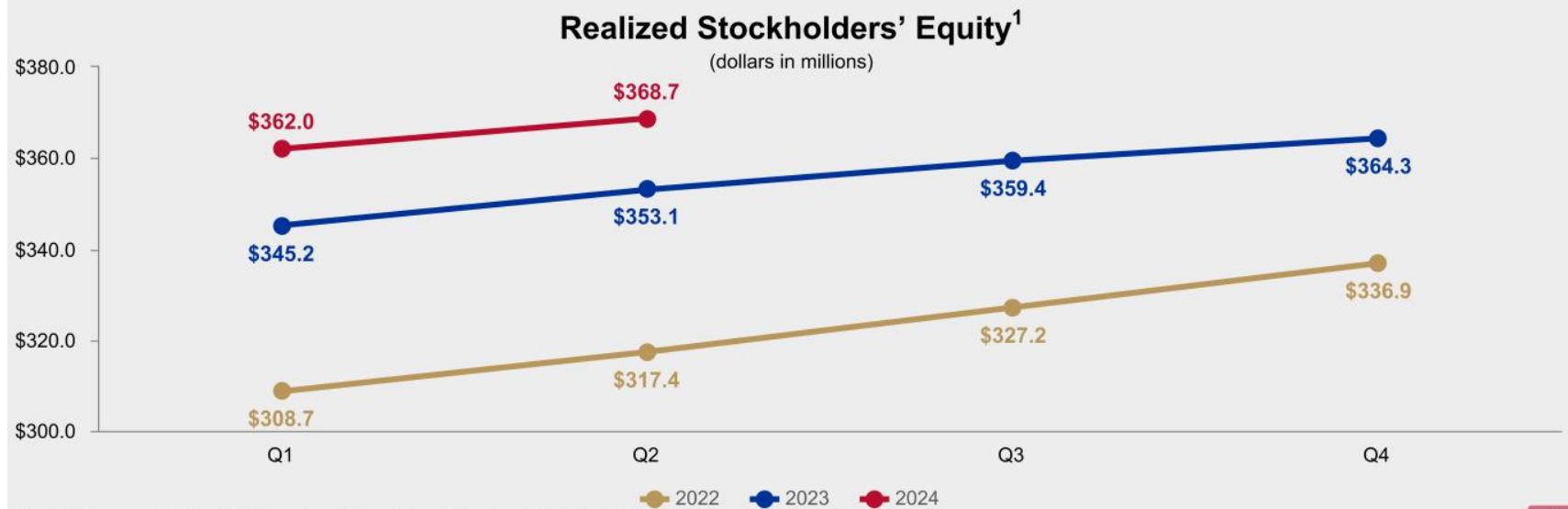
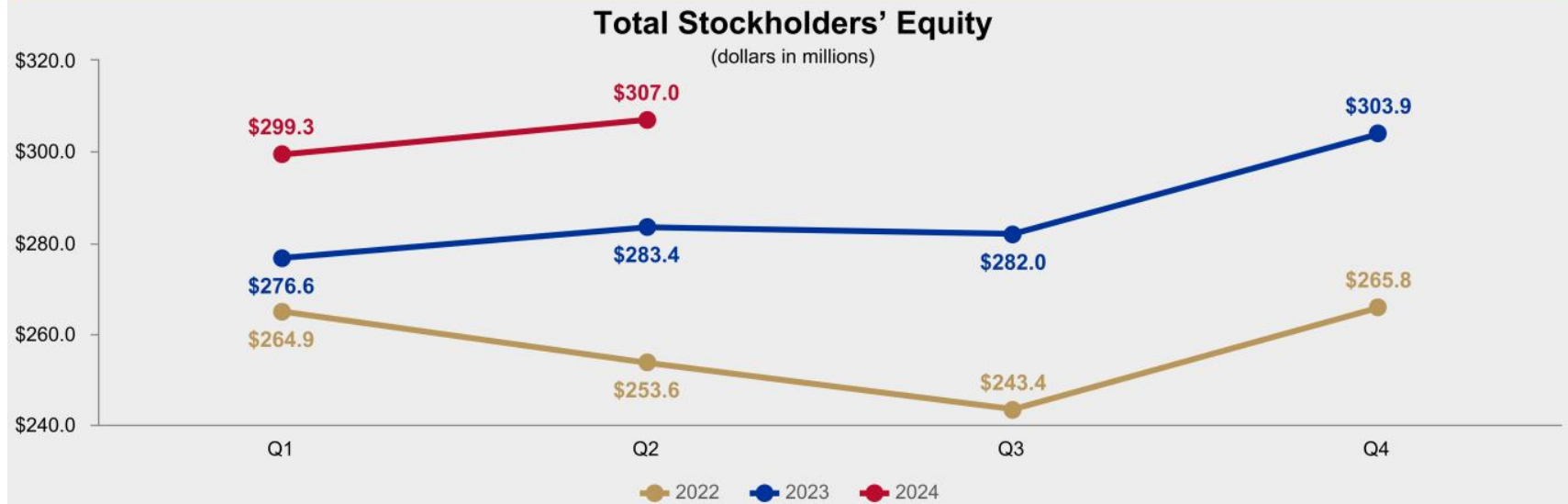
(end of period)



# Stockholders' Equity Trends



RED RIVER BANCSHARES, INC.



<sup>1</sup>Non-GAAP measure. See "Legal Disclosures" on slide 2 and "Non-GAAP Reconciliation" slides in the Appendix for additional information.



# Profitability Trends



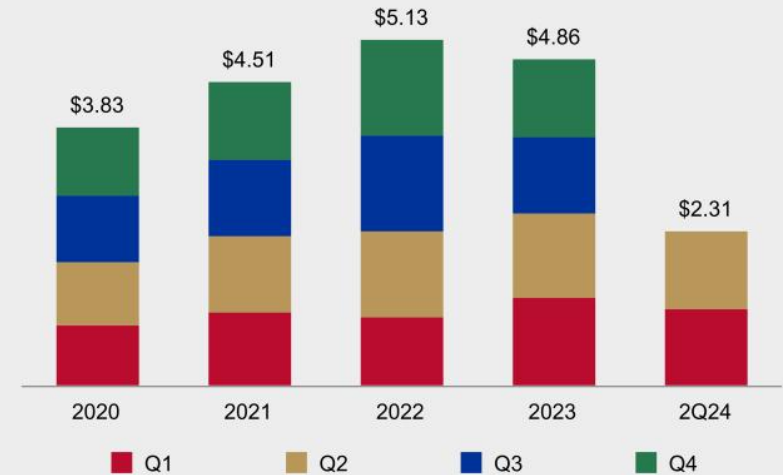
RED RIVER BANCSHARES, INC.

## Net Income

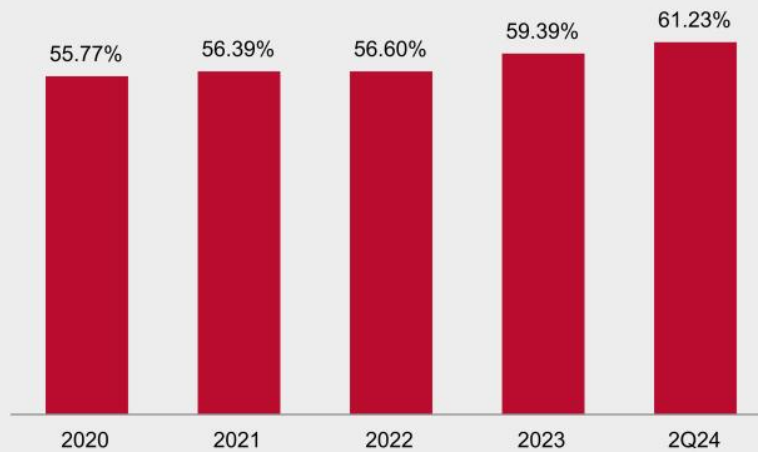
(in thousands)



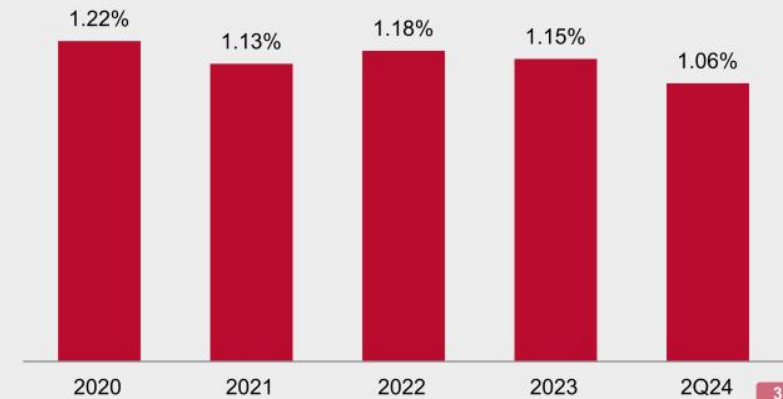
## Earnings Per Share (Diluted)



## Efficiency Ratio YTD



## Return on Average Assets YTD

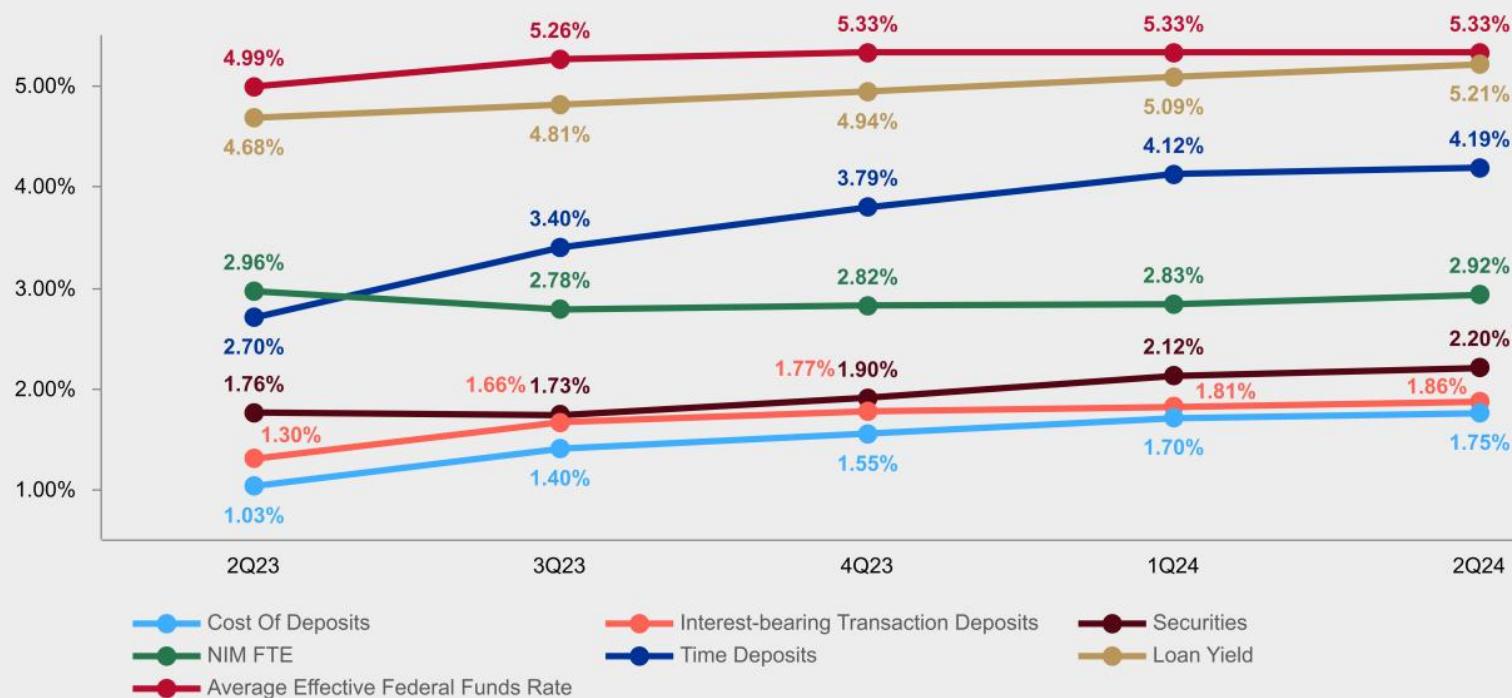


# Net Interest Margin FTE (2Q24 vs. 1Q24)



RED RIVER BANCSHARES, INC.

- NIM FTE increased 9 bps to 2.92% for 2Q24
- Improved yields on loans and securities outpaced higher deposit costs
- Loan yield increased 12 bps. Rates on new and renewed loans were 7.98% in 2Q24 compared to 7.56% in 1Q24
- Securities yield increased 8 bps due to reinvesting securities cash flows into higher yielding securities
- Interest-bearing transaction deposit rate increased 5 bps in 2Q24
- Time deposit rate increased 7 bps in 2Q24
- Cost of deposits increased 5 bps in 2Q24 to 1.75%



# Net Interest Margin Update



RED RIVER BANCSHARES, INC.

	Average Yield / Rate		Basis Points
	2Q24	1Q24	Increase (Decrease)
Loans	5.21%	5.09%	12
Securities	2.20%	2.12%	8
Total interest-earning assets	4.48%	4.35%	13
Interest-bearing transaction deposits	1.86%	1.81%	5
Time deposits	4.19%	4.12%	7
Cost of deposits	1.75%	1.70%	5
NIM FTE	2.92%	2.83%	9

## NIM Opportunities

- Redeploy investment cash flows into higher yielding assets. \$126.0M over 12 months ending 6/30/25, currently yielding 2.40%
- Reprice maturing loans into higher yielding loans. \$215.3M of fixed rate loans over 12 months ending 6/30/25, currently yielding 5.55%
- Solid loan pipeline
- Maintain consistent deposit pricing
- Growth opportunity in new and legacy markets

## NIM Challenges

- Uncertainty regarding future interest rate environment
- Impact of possible lower interest rate environment
- Competition for new loans and loan pricing challenges
- Deposit rate pressures
- Uncertainty regarding customer deposit activity

## Expectations

- Net interest income and net interest margin projected to improve slightly in the third and fourth quarters of 2024

# Noninterest Income (2Q24 vs. 1Q24)

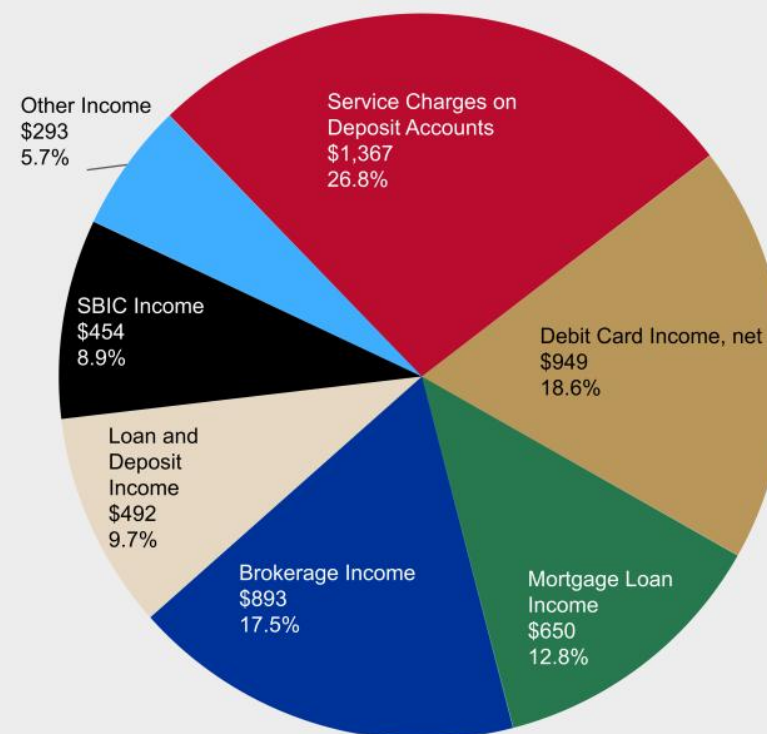


RED RIVER BANCSHARES, INC.

- Noninterest income increased \$170,000 to \$5.1 million for 2Q24
- Mortgage loan income increased \$194,000 to \$650,000 for 2Q24 due to increased purchase activity
- SBIC income increased \$102,000 to \$454,000 for 2Q24 primarily due to higher normal income received from these partnerships in 2Q24
  - In 1Q24, received distribution payment of \$114,000 in addition to normal income
  - Expect SBIC income to be lower in future quarters
- Brokerage income decreased \$94,000 to \$893,000 for 2Q24
  - Lower income in 2Q24 mainly due to lower investing activities by clients
- Debit card income, net, decreased \$73,000 to \$949,000 for 2Q24
  - In 1Q24, terminated previous debit card provider contract resulting in \$145,000 of nonrecurring income
  - In January 2024, a newly negotiated debit card provider contract became effective
  - 2Q24 benefited from a higher number of debit card transactions and related income

## Noninterest Income

For the quarter ended June 30, 2024  
(dollars in thousands)



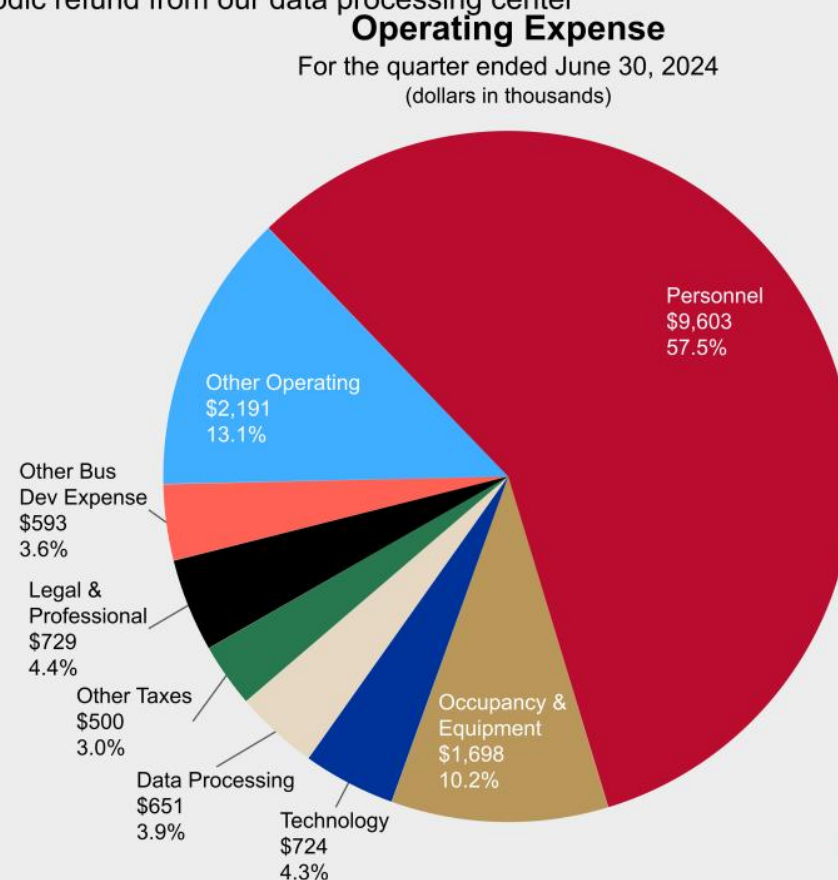


# Operating Expense (2Q24 vs. 1Q24)



RED RIVER BANCSHARES, INC.

- Operating expenses increased \$816,000 to \$16.7 million for 2Q24
- Loan and deposit expenses increased \$351,000 to \$309,000 for 2Q24
  - 1Q24 benefited from receipt of a \$262,000 negotiated, variable rebate from a vendor
- Data processing expenses increased \$304,000 to \$651,000 for 2Q24
  - 1Q24 benefited from receipt of a \$284,000 periodic refund from our data processing center
- Other business development expenses increased \$118,000 to \$593,000 for 2Q24 due to an increase in CRA related contributions and higher expenses associated with the SBIC limited partnerships
- Legal and professional expenses increased \$111,000 to \$729,000 for 2Q24 due to higher public company expenses and audit expenses
- Occupancy and equipment expenses increased \$82,000 to \$1.7 million for 2Q24 due to \$67,000 of nonrecurring expenses related to our new location in the New Orleans market and other property renovations
- Other taxes decreased \$237,000 to \$500,000 for 2Q24 due to reversal of \$145,000 of stock repurchase tax expense in 2Q24 due to finalized guidelines
  - Stock repurchase tax expense was \$100,000 in 1Q24



# Strategic Outlook



RED RIVER BANCSHARES, INC.

- Continue building a strong, Louisiana-based, super-community bank by leveraging existing infrastructure and adding select new locations to support growth
- Operate with high performing financial results
- Maintain disciplined capital management including consistent dividends and stock repurchases
- Focus on relationship banking to generate core deposits and maintain a diversified loan portfolio
- Continue *de novo*, organic expansion strategy by expanding in newer south Louisiana markets and adding experienced, local bankers
- Expand mortgage and brokerage staff in order to increase revenue in newer markets
- Monitor for strategic acquisition opportunities which fit culturally and create long-term value
- Continue to invest in digital systems and products to improve operating efficiency and customer experience

# Summary



RED RIVER BANCSHARES, INC.

**Well positioned for the future**

**Well capitalized with 11.74% leverage ratio and  
stockholders' equity to assets of 10.07%**

**Diversified loan portfolio with solid asset  
quality and a good loan pipeline**

**Granular, diversified deposit portfolio**

**Strong liquidity and borrowing capacity**

# Appendix

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RED RIVER BANCSHARES, INC.



# Non-GAAP Reconciliation



RED RIVER BANCSHARES, INC.

	As of		
	6/30/24	3/31/24	6/30/23
<i>(dollars in thousands, except per share data)</i>			
<b>Tangible common equity</b>			
Total stockholders' equity	\$ 306,990	\$ 299,314	\$ 283,372
Adjustments:			
Intangible assets	(1,546)	(1,546)	(1,546)
Total tangible common equity (non-GAAP)	<u>\$ 305,444</u>	<u>\$ 297,768</u>	<u>\$ 281,826</u>
<b>Realized common equity</b>			
Total stockholders' equity	\$ 306,990	\$ 299,314	\$ 283,372
Adjustments:			
Accumulated other comprehensive (income) loss	61,732	62,700	69,693
Total realized common equity (non-GAAP)	<u>\$ 368,722</u>	<u>\$ 362,014</u>	<u>\$ 353,065</u>
Common shares outstanding	6,886,928	6,892,448	7,175,056
Book value per share	\$ 44.58	\$ 43.43	\$ 39.49
Tangible book value per share (non-GAAP)	\$ 44.35	\$ 43.20	\$ 39.28
Realized book value per share (non-GAAP)	\$ 53.54	\$ 52.52	\$ 49.21
<b>Tangible assets</b>			
Total assets	\$ 3,048,528	\$ 3,073,298	\$ 3,027,194
Adjustments:			
Intangible assets	(1,546)	(1,546)	(1,546)
Total tangible assets (non-GAAP)	<u>\$ 3,046,982</u>	<u>\$ 3,071,752</u>	<u>\$ 3,025,648</u>
Stockholders' equity to assets	10.07%	9.74%	9.36%
Tangible common equity to tangible assets (non-GAAP)	10.02%	9.69%	9.31%

# Non-GAAP Reconciliation (continued)



RED RIVER BANCSHARES, INC.

	As of						
(dollars in thousands)	12/31/23	9/30/23	3/31/23	12/31/22	9/30/22	6/30/22	3/31/22
Realized common equity							
Total stockholders' equity	\$ 303,851	\$ 281,951	\$ 276,640	\$ 265,753	\$ 243,413	\$ 253,596	\$ 264,874
Adjustments:							
Accumulated other comprehensive (income) loss	60,494	77,486	68,541	71,166	83,744	63,804	43,819
Total realized common equity (non-GAAP)	<u>\$ 364,345</u>	<u>\$ 359,437</u>	<u>\$ 345,181</u>	<u>\$ 336,919</u>	<u>\$ 327,157</u>	<u>\$ 317,400</u>	<u>\$ 308,693</u>