Earnings Presentation

FOURTH QUARTER 2019 RESULTS



(web) www.SeacoastBanking.com





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 our markets, new initiatives and improvements to reported earnings that may be realized from cost controls, tax law changes, and for integration of banks that we have acquired, or expect to acquire, as well as statements with respect to Seacoast's objectives, strategic plans, including Vision 2020, expectations and intentions and other statements that are not historical facts. Actual results may differ from those set forth in the forward-looking statements.

Forward-looking statements include statements with respect to our 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 our 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 us to update any forward-looking statements.

All statements other than statements of historical fact could be forward-looking statements. You can identify these forward-looking statements through our 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; 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; 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 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 and loans; changes in borrower credit risks and payment behaviors; 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 adversely affect us or the banking industry; our concentration in commercial real estate loans; 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 our 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 our ability to continue to identify acquisition targets and successfully acquire desirable financial institutions; changes in technology or products that may be more difficult, costly, or less effective than anticipated; our ability to identify and address increased cybersecurity risks; inability of our risk management framework to manage risks associated with our business; dependence on key suppliers or vendors to obtain equipment or services for our business on acceptable terms; reduction in or the termination of our ability to use the mobile-based platform that is critical to our business growth strategy; the effects of war or other conflicts, acts of terrorism, natural disasters or other catastrophic events that may affect general economic conditions; unexpected outcomes of, and the costs associated with, existing or new litigation involving us; our 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 our deferred tax assets could be reduced if estimates of future taxable income from our operations and tax planning strategies are less than currently estimated and sales of our capital stock could trigger a reduction in the amount of net operating loss carryforwards that we 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, securities brokerage firms, insurance companies, money market and other mutual funds and other financial institutions operating in our 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; and the failure of assumptions underlying the establishment of reserves for possible loan losses.

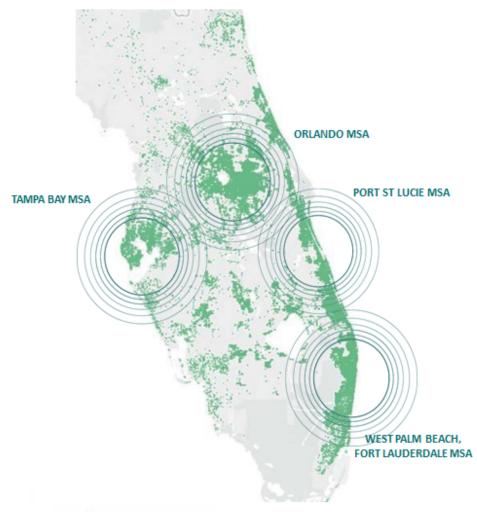
All written or oral forward-looking statements attributable to us are expressly qualified in their entirety by this cautionary notice, including, without limitation, those risks and uncertainties described in our annual report on Form 10-K for the year ended December 31, 2018 under "Special Cautionary Notice Regarding Forward-Looking Statements" and "Risk Factors", and otherwise in our 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 www.sec.gov.



Seacoast Has a Valuable and Growing Florida Franchise



Seacoast Customer Map



- \$7.1 billion in assets as of December 31, 2019, 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 the Orlando MSA
 - Growing share in West Palm Beach
 - #2 share in Port St Lucie MSA
 - Growing presence in Tampa MSA
- Market Cap: \$1.6 billion as of December 31, 2019

- Highly disciplined credit portfolio
- Prudent liquidity position
- Strong capital position
- Steady increase in shareholder value with tangible book value per share increasing 20% year-over-year
- 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



Fourth Quarter Highlights



- Net income for the fourth quarter of 2019 was \$27.2 million, an increase of 6% compared to the third quarter of 2019 and 70% compared to the fourth quarter of 2018. For the year ended December 31, 2019, net income was \$98.7 million, or \$1.90 per diluted share, compared to \$67.3 million, or \$1.38, for the year ended December 31, 2018.
- Adjusted net income¹ for the fourth quarter of 2019 was \$26.8 million, a decrease of 3% compared to the third quarter of 2019 and an increase of 12% compared to the fourth quarter of 2018. For the year ended December 31, 2019, adjusted net income¹ was \$104.6 million, or \$2.01 per diluted share, compared to \$79.1 million, or \$1.62, for the year ended December 31, 2018.
- Earnings per diluted share totaled \$0.52 on a GAAP basis and \$0.52 on an adjusted basis for the quarter.
- On a GAAP basis, the quarter ended at 1.66% Return on Tangible Assets (ROTA) and 15.0% Return on Average Tangible Common Equity (ROTCE). On an adjusted basis, fourth quarter results were 1.57% adjusted ROTA¹ and 14.2% adjusted ROTCE¹.
- Steadily building shareholder value through consistent growth in tangible book value per share, ending the period at \$14.76, an increase of 20% compared to the prior year.
- Efficiency ratio improved to 48.4% compared to 48.6% in the prior quarter and 65.8% in the fourth quarter of 2018. The adjusted efficiency ratio improved to 47.5% compared to 49.0% in the prior quarter and 54.2% in the fourth quarter of 2018.
- Full year adjusted revenues¹ increased 14% compared to the prior year while adjusted noninterest expense¹ increased 3%, generating 11% operating leverage.
- New loan originations were \$587 million compared to \$488 million in the prior quarter, resulting in net loan growth of 17% on an annualized basis.
- Cost of deposits declined to 0.61% from 0.73% in the prior quarter and transaction accounts grew 7% year-over-year, reflecting continued growth in core customer balances.



Net Interest Income¹ and Margin

Net Interest Income





- Net interest income¹ totaled \$61.8 million, up \$0.8 million or 1% from the prior quarter and up \$1.7 million or 3% from the fourth quarter of 2018. Net interest margin¹ decreased 5 basis points to 3.84% quarter-over-quarter.
- Despite a lower rate environment, the net interest margin excluding accretion on acquired loans decreased only 1 basis point.

Net Interest Margin



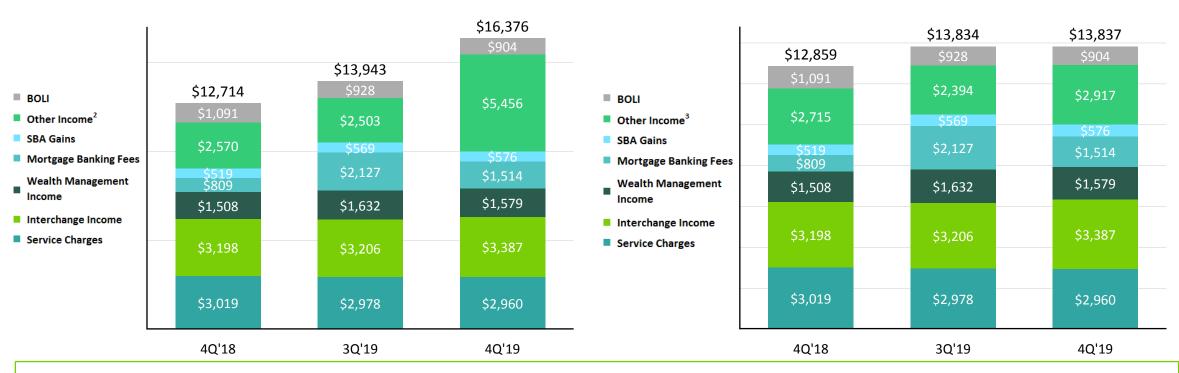
NIM, excluding accretion on acquired loans

Noninterest Income





Adjusted Noninterest Income (in thousands)



Noninterest income increased \$2.4 million sequentially and adjusted noninterest income remained flat at \$13.8 million sequentially. Changes include:

- After a record third quarter boosted by refinance activity, mortgage banking fees decreased \$0.6 million in the fourth quarter to \$1.5 million. For the full year, mortgage banking fees increased \$1.8 million, or 39%, to \$6.5 million from the prior year, reflecting our strategic focus on generating saleable volume.
- Interchange income increased by \$0.2 million, or 6%, in the fourth quarter, and by \$1.1 million, or 9%, for the full year, the result of increased transaction activity across a growing customer base.
- On a GAAP basis, other income in the fourth quarter of 2019 includes \$2.5 million in securities gains, which are excluded from reporting on an adjusted basis.

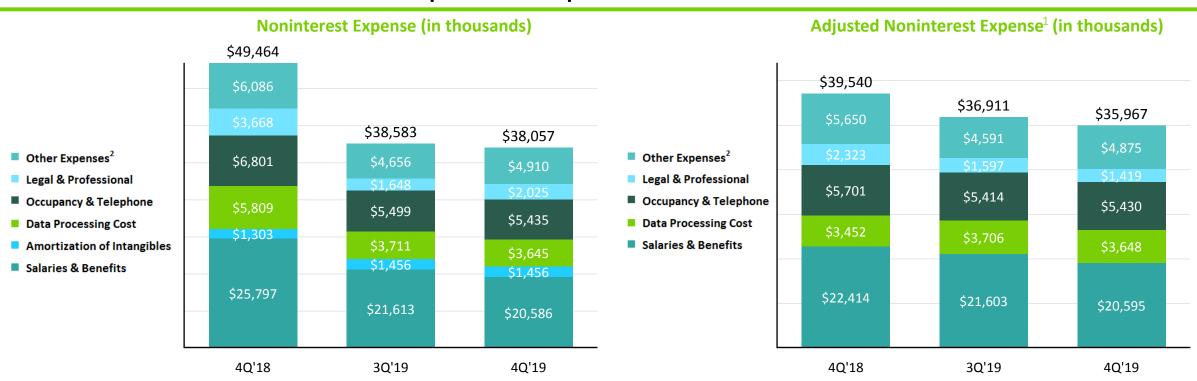


¹Non-GAAP measure, see "Explanation of Certain Unaudited Non-GAAP Financial Measures" for more information and a reconciliation to GAAP ²Other Income includes marine finance fees, swap related income and other fees related to customer activity as well as securities gains of \$2.5 million in 4Q'19, securities losses of \$847 thousand in 3Q'19, and securities losses of \$425 thousand in 4Q'18. Other Income in 3Q'19 also includes \$956 thousand in BOLI death benefits.

³Other 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 decreased \$0.5 million and adjusted noninterest expense decreased \$0.9 million sequentially. Changes quarter-over-quarter include:

- Salaries and employee benefits decreased \$1.0 million on a combined basis, the result of lower incentive accruals and our continued proven success at focusing on cost control across the franchise.
- Legal and professional fees increased \$0.4 million, including \$0.6 million incurred in the fourth quarter for merger related activities.
- Other expenses increased \$0.6 million, including increases of \$0.3 million in lending-related costs to support increased production and \$0.2 million in recruiting and supporting the onboarding of new talent. For the full year, other expenses are down \$2.0 million compared to 2018, reflecting our continued focus on efficiency and streamlining operations.

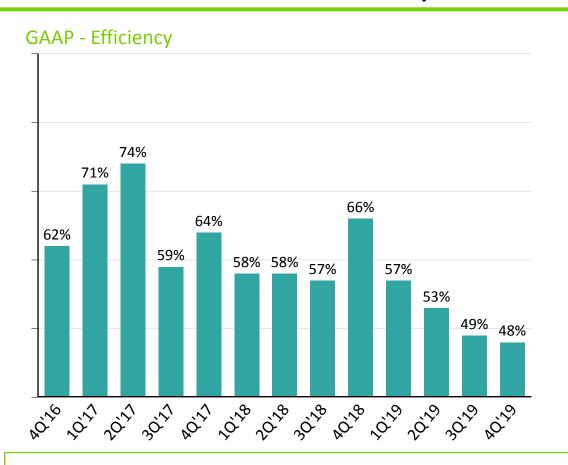


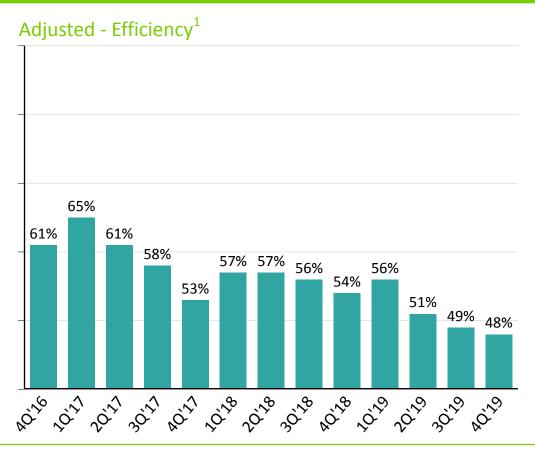
¹Non-GAAP measure, see "Explanation of Certain Unaudited Non-GAAP Financial Measures" for more information and a reconciliation to GAAP

 $^{^2}$ Other Expense includes marketing expenses and other expenses associated with ongoing business operations.

Continued Favorable Efficiency Ratio Trend







- The efficiency ratio improved to 48.4% compared to 48.6% in the prior quarter and 65.8% in the fourth quarter of 2018.
- The adjusted efficiency ratio improved to 47.5% compared to 49.0% in the prior quarter and 54.2% in the fourth quarter of 2018.
- We continue to make improvements in driving top line revenues while focusing on streamlining operations.

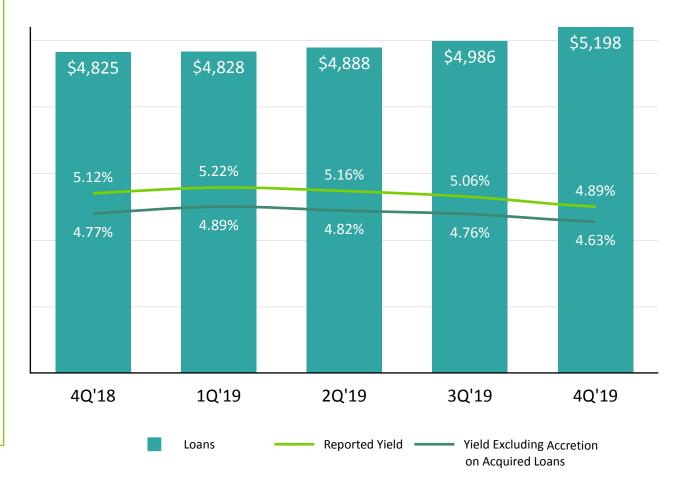


Loan Growth Momentum Continues, Supported by a Strong Florida Economy and Strict Credit Underwriting



- Fourth quarter loans totaled \$5.2 billion, an increase of \$373 million, or 8%, year-over-year.
- New loan originations of \$587 million, compared to \$488 million in the prior quarter, contributed to net loan growth for the quarter of 17% on an annualized basis.
- Exiting the fourth quarter of 2019, pipelines were \$256 million in commercial, \$45 million in consumer and small business, and \$38 million in residential loans.
- Declines in loan yield continue to reflect the impact of the lower rate environment, affecting variable-rate loans and resulting in lower add-on rates for new loans originated.

Total Loans Outstanding (\$ in millions)





Strong Deposit Franchise Supported by Attractive Markets



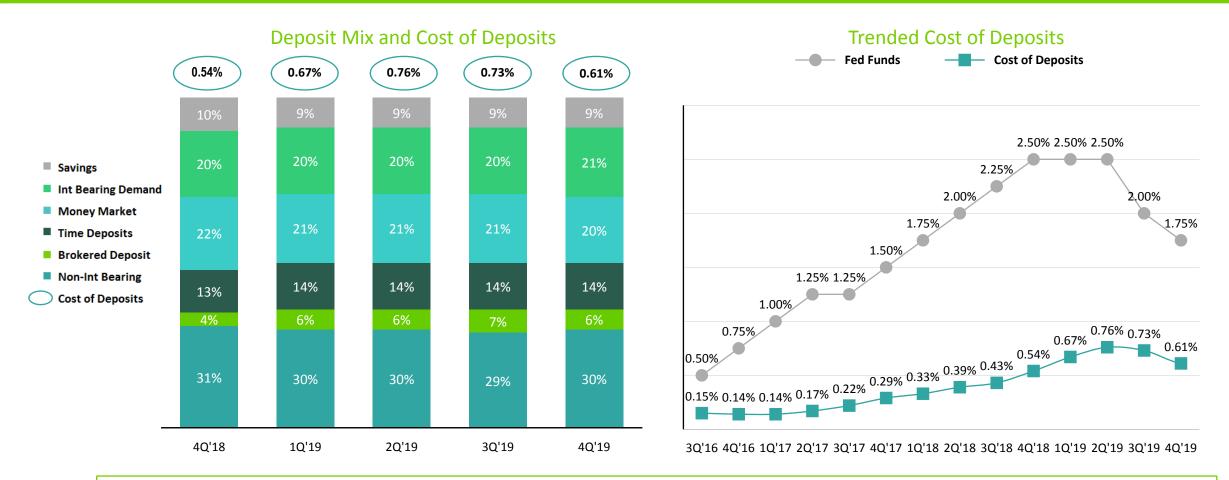
- Total deposits decreased \$88 million, or 2%, quarterover-quarter and increased \$408 million, or 8%, compared to the fourth quarter of 2018.
- Transaction accounts increased 7% year-over-year, reflecting continued strong growth in core customer balances, and represents 50% of overall deposit funding.
- Overall cost of deposits decreased to 61 basis points from 73 basis points in the prior quarter.
- Fourth quarter balances include an increase of \$14 million in brokered deposits.











Our focus on organic growth and relationship-based funding, in combination with our innovative analytics platform, supports a well-diversified low-cost deposit portfolio.

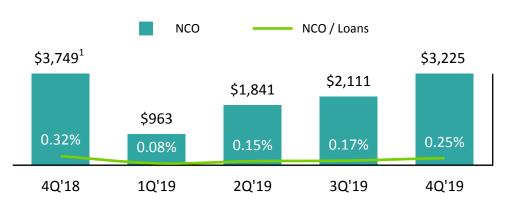


Continued Strong Asset Quality Trends

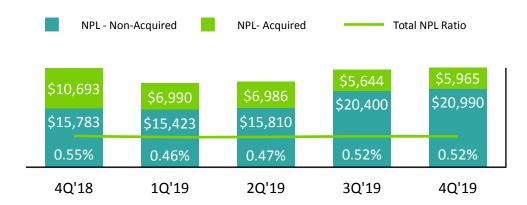


(\$ in thousands)

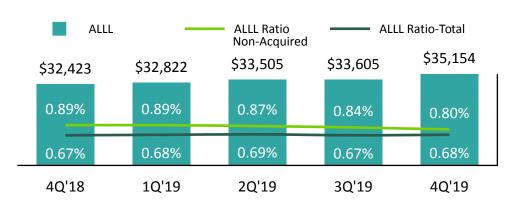




Nonperforming Loans



ALLL



Classified and Criticized Assets²



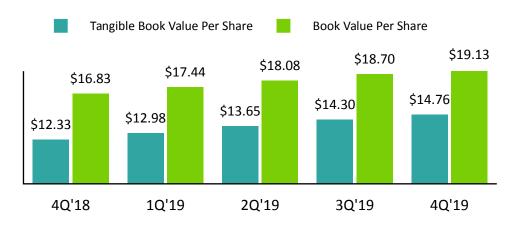


¹Includes charge off of \$3.0 million for a single impaired loan. ²As as percentage of total risk-based capital

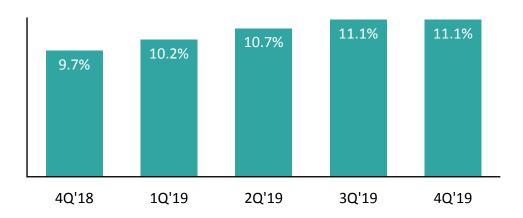
Strong Capital Supporting Fortress Balance Sheet



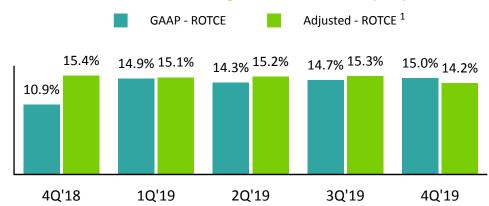
Tangible Book Value / Book Value Per Share



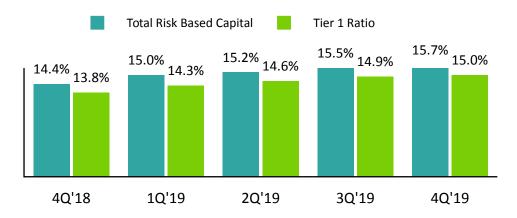
Tangible Common Equity / Tangible Assets



Return on Tangible Common Equity



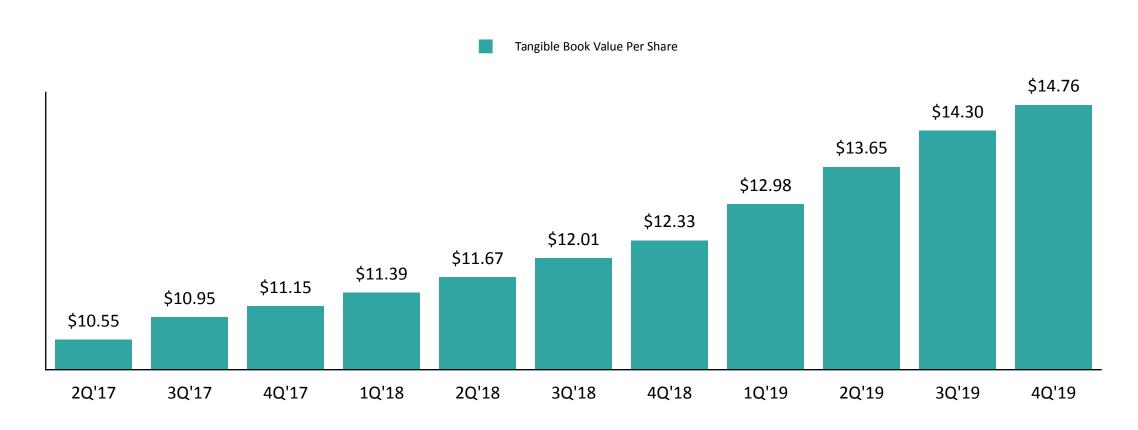
Total Risk Based and Tier 1 Capital











Compounded annual growth rate of 13% in tangible book value per share since announcing our Vision 2020 targets in February 2017.





We Remain Confident in our Ability to Achieve Our Vision 2020 Targets

	Vision 2020 Targets
Return on Tangible Assets	1.30% +
Return on Tangible Common Equity	16% +
Efficiency Ratio	Below 50%









Charles M. Shaffer
Executive Vice President
Chief Operating Officer and Chief Financial Officer
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INVESTOR RELATIONS

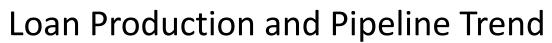
NASDAQ: SBCF





Appendix







			Quarterly Trend										Twelve Months Ended			
(Amounts in thousands)	4Q'19			3Q'19		2Q'19		1Q'19		4Q'18		4Q'19		4Q'18		
Commercial pipeline at period end	\$	255,993	\$	359,716	\$	261,586	\$	177,318	\$	164,064	\$	255,993	\$	164,064		
Commercial loan originations ¹		246,980		282,224		156,958		109,076		159,388		795,238		552,878		
Residential pipeline-saleable at period end		18,995		35,136		46,723		25,939		13,556		18,995		13,556		
Residential loans-sold		61,821		80,758		61,391		32,558		31,525		236,528		189,235		
Residential pipeline-portfolio at period end		19,107		43,378		3,756		19,346		30,100		19,107		30,100		
Residential loans-retained ²		163,260		22,365		51,755		49,645		73,201		287,025		305,953		
Consumer and small business pipeline at period end		45,106		66,341		65,532		67,591		53,453		45,106		53,453		
Consumer and small business originations		115,022		103,115		136,479		118,503		114,195		473,119		443,406		
Total Pipelines at Period End	\$	339,201	\$	504,571	\$	377,597	\$	290,194	\$	261,173	\$	339,201	\$	261,173		
Total Originations	\$	587,083	\$	488,462	\$	406,583	\$	309,782	\$	378,309	\$	1,791,910	\$	1,491,472		

 $^{^1}$ Includes commercial real estate loans purchased of \$52 million in 3Q'19 and \$20 million in 2Q'19



²Includes residential mortgages purchased of \$99 million in 4Q'19, \$6 million in 3Q'19, \$30 million in 2Q'19 and \$20 million in 3Q'18





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.







		Qı		Twelve Months Ended				
(Amounts in thousands except per share data)	4Q'19	3Q'19	2Q'19	1Q'19	4Q'18	4Q'19	4Q'18	
Net Income \$	27,176 \$	25,605 \$	23,253 \$	22,705 \$	15,962 \$	98,739 \$	67,275	
Total noninterest income	16,376	13,943	13,577	12,836	12,714	56,732	50,022	
Securities (gains)/losses, net	(2,539)	847	466	9	425	(1,217)	623	
BOLI benefits on death (included in other income)	_	(956)	_	_	(280)	(956)	(280)	
Total Adjustments to Noninterest Income	(2,539)	(109)	466	9	145	(2,173)	343	
Total Adjusted Noninterest Income	13,837	13,834	14,043	12,845	12,859	54,559	50,365	
Total noninterest expense	38,057	38,583	41,000	43,099	49,464	160,739	162,273	
Merger related charges	(634)	_	_	(335)	(8,034)	(969)	(9,681)	
Amortization of intangibles	(1,456)	(1,456)	(1,456)	(1,458)	(1,303)	(5,826)	(4,300)	
Business continuity expenses - hurricane events	_	(95)	_	_	_	(95)	_	
Branch reductions and other expense initiatives	<u> </u>	(121)	(1,517)	(208)	(587)	(1,846)	(587)	
Total Adjustments to Noninterest Expense	(2,090)	(1,672)	(2,973)	(2,001)	(9,924)	(8,736)	(14,568)	
Total Adjusted Noninterest Expense	35,967	36,911	38,027	41,098	39,540	152,003	147,705	
Income Taxes	8,103	8,452	6,909	6,409	4,930	29,873	20,259	
Tax effect of adjustments	(110)	572	874	510	2,623	1,846	3,834	
Taxes and tax penalties on acquisition-related BOLI	_	_	_	_	(485)	_	(485)	
Effect of change in corporate tax rate on deferred tax assets	_	(1,135)	_	_	_	(1,135)	(248)	
Total Adjustments to Income Taxes	(110)	(563)	874	510	2,138	711	3,101	
Adjusted Income Taxes	7,993	7,889	7,783	6,919	7,068	30,584	23,360	
Adjusted Net Income \$	26,837 \$	27,731 \$	25,818 \$	24,205 \$	23,893 \$	104,591 \$	79,085	
Earnings per diluted share, as reported \$	0.52 \$	0.49 \$	0.45 \$	0.44 \$	0.31	1.90	1.38	
Adjusted Earnings per Diluted Share	0.52	0.53	0.50	0.47	0.47	2.01	1.62	
Average shares outstanding	52,081	51,935	51,952	52,039	51,237	52,029	48,748	







		C	Twelve Months Ended					
(Amounts in thousands except per share data)	4Q'19	3Q'19	2Q'19	1Q'1	9	4Q'18	4Q'19	4Q'18
Adjusted Noninterest Expense	\$ 35,967 \$	36,911 \$	38,027	\$ 42	.,098 \$	39,540	\$ 152,003	\$ 147,705
Foreclosed property expense and net gain/(loss) on sale	 (3)	(262)	174		40		(51)	(460)
Net Adjusted Noninterest Expense	\$ 35,964 \$	36,649 \$	38,201	\$ 42	,138 \$	39,540	\$ 151,952	\$ 147,245
Revenue	\$ 78,136 \$	74,891 \$	73,713	\$ 73	3,610 \$	72,698	\$ 300,350	\$ 261,537
Total Adjustments to Revenue	(2,539)	(109)	466		9	145	(2,173)	343
Impact of FTE adjustment	 87	79	83		87	116	336	441
Adjusted Revenue on a Fully Taxable Equivalent Basis	\$ 75,684 \$	74,861 \$	74,262	\$ 73	,706 \$	72,959	\$ 298,513	\$ 262,321
Adjusted Efficiency Ratio	 47.52%	48.96%	51.44%	į	5.81%	54.19%	50.90%	56.13%
Average Assets	\$ 6,996,214 \$	6,820,576 \$	6,734,994	\$ 6,770),978 \$	6,589,870	\$ 6,831,280	\$ 6,057,335
Less average goodwill and intangible assets	 (226,060)	(227,389)	(228,706)	(230),066)	(213,713)	(228,042)	(178,287)
Average Tangible Assets	\$ 6,770,154 \$	6,593,187 \$	6,506,288	\$ 6,540	,912 \$	6,376,157	\$ 6,603,238	\$ 5,879,048
Return on Average Assets (ROA)	1.54%	1.49%	1.38%		1.36%	0.96%	1.45%	1.11%
Impact of removing average intangible assets and related amortization	 0.12	0.12	0.12		0.12	0.09	0.11	0.09
Return on Average Tangible Assets (ROTA)	1.66	1.61	1.50		1.48	1.05	1.56	1.20
Impact of other adjustments for Adjusted Net Income	 (0.09)	0.06	0.09		0.02	0.44	0.02	0.15
Adjusted Return on Average Tangible Assets	 1.57	1.67	1.59		1.50	1.49	1.58	1.35
Average Shareholders' Equity	\$ 976,200 \$	946,670 \$	911,479	\$ 879	,564 \$	827,759	\$ 928,793	\$ 740,571
Less average goodwill and intangible assets	 (226,060)	(227,389)	(228,706)	(230),066)	(213,713)	(228,042)	(178,287)
Average Tangible Equity	\$ 750,140 \$	719,281 \$	682,773	\$ 649	,498 \$	614,046	\$ 700,751	\$ 562,284
Return on Average Shareholders' Equity	11.04%	10.73%	10.23%	-	.0.47%	7.65%	10.63%	9.08%
Impact of removing average intangible assets and related amortization	 3.91	4.00	4.07		4.39	3.29	4.09	3.46
Return on Average Tangible Common Equity (ROTCE)	14.95	14.73	14.30	-	4.86	10.94	14.72	12.54
Impact of other adjustments for Adjusted Net Income	 (0.76)	0.57	0.87		0.25	4.50	0.21	1.52
Adjusted Return on Average Tangible Common Equity	 14.19	15.30	15.17	:	5.11	15.44	14.93	14.06







			Qι	arterly Trend					Twelve Mo	nths	Ended
(Amounts in thousands except per share data)	4Q'19	3Q'19		2Q'19		1Q'19	4Q'18		4Q'19		4Q'18
Loan interest income excluding accretion on acquired loans	\$ 59,515 \$	59,279	\$	58,169	\$	58,397 \$	55,470	\$	235,359	\$	188,865
Accretion on acquired loans	 3,407	3,859		4,166		3,938	4,089		15,371		11,329
Loan Interest Income ¹	\$ 62,922 \$	63,138	\$	62,335	\$	62,335 \$	59,559	\$	250,730	\$	200,194
Yield on loans excluding accretion on acquired loans	4.63%	4.76	%	4.82%	6	4.89%	4.779	%	4.77%		4.59%
Impact of accretion on acquired loans	 0.26	0.30		0.34		0.33	0.35		0.31		0.28
Yield on Loans ¹	4.89	5.06		5.16		5.22	5.12		5.08		4.87
Net interest income excluding accretion on acquired loans	\$ 58,439 \$	57,168	\$	56,053	\$	56,923 \$	56,011	\$	228,582	\$	200,627
Accretion on acquired loans	 3,407	3,859		4,166		3,938	4,089		15,371		11,329
Net Interest Income ¹	\$ 61,846 \$	61,027	\$	60,219	\$	60,861 \$	60,100	\$	243,953	\$	211,956
Net interest margin excluding accretion on acquired loans	3.63%	3.64	%	3.67%	6	3.76%	3.739	%	3.67%		3.65%
Impact of accretion on acquired loans	 0.21	0.25		0.27		0.26	0.27		0.25		0.20
Net Interest Margin ¹	 3.84	3.89		3.94		4.02	4.00		3.92		3.85
Security interest income excluding tax equivalent adjustment	\$ 8,630 \$	8,933	\$	9,076	\$	9,270 \$	9,728	\$	35,909	\$	38,743
Tax equivalent adjustment on securities	 32	33		36		39	52		140		232
Security Interest Income ¹	\$ 8,662 \$	8,966	\$	9,112	\$	9,309 \$	9,780	\$	36,049	\$	38,975
Loan interest income excluding tax equivalent adjustment	\$ 62,867 \$	63,091	\$	62,287	\$	62,287 \$	59,495	\$	250,532	\$	199,984
Tax equivalent adjustment on loans	 55	47		48		48	64		198		210
Loan Interest Income ¹	\$ 62,922 \$	63,138	\$	62,335	\$	62,335 \$	59,559	\$	250,730	\$	200,194
Net interest income excluding tax equivalent adjustments	\$ 61,759 \$	60,947	\$	60,135	\$	60,774 \$	59,984	\$	243,615	\$	211,514
Tax equivalent adjustment on securities	32	33		36		39	52		140		232
Tax equivalent adjustment on loans	55	47		48		48	64		198		210
Net Interest Income ¹	\$ 61,846 \$	61,027	\$	60,219	\$	60,861 \$	60,100	\$	243,953	\$	211,956

¹On a fully taxable equivalent basis. All yields and rates have been computed using amortized cost.



GAAP to Non-GAAP Reconciliation



(\$ in thousands)

