



Investor Presentation

4th Quarter 2022



Cautionary Statements

Forward Looking:

This presentation contains certain forward-looking statements as defined by the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not historical facts, but instead represent only the beliefs, expectations, or opinions of TowneBank and its management regarding future events, many of which, by their nature, are inherently uncertain. Forward-looking statements may be identified by the use of such words as: “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” or words of similar meaning, or future or conditional terms, such as “will,” “would,” “should,” “could,” “may,” “likely,” “probably,” or “possibly.” These statements may address issues that involve significant risks, uncertainties, estimates, and assumptions made by management. Factors that may cause actual results to differ materially from those contemplated by such forward-looking statements include the impacts of the ongoing coronavirus (COVID-19) pandemic; competitive pressures in the banking industry that may increase significantly; changes in the interest rate environment that may reduce margins and/or the volumes and values of loans made or held as well as the value of other financial assets held; changes in the creditworthiness of customers and the possible impairment of the collectability of loans; general economic conditions, either nationally or regionally, that may be less favorable than expected, resulting in, among other things, a deterioration in credit quality and/or a reduced demand for credit or other services; changes in the legislative or regulatory environment, including changes in accounting standards and tax laws, that may adversely affect our business; costs or difficulties related to the integration of the businesses we have acquired may be greater than expected; expected cost savings associated with pending or recently completed acquisitions may not be fully realized or realized within the expected time frame; cybersecurity threats or attacks, the implementation of new technologies, and the ability to develop and maintain reliable electronic systems; our competitors may have greater financial resources and develop products that enable them to compete more successfully; changes in business conditions; changes in the securities market; and changes in our local economy with regard to our market area. Any forward-looking statements made by us or on our behalf speak only as of the date they are made or as of the date indicated, and we do not undertake any obligation to update forward-looking statements as a result of new information, future events, or otherwise. For additional information on factors that could materially influence forward-looking statements included in this presentation, see the “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2021, our Quarterly Report on Form 10-Q for the period ended December 31, 2022, and related disclosures in other filings that have been, or will be, filed by TowneBank with the Federal Deposit Insurance Corporation.

Non-GAAP Financial Measures:

This presentation contains certain financial measures determined by methods other than in accordance with accounting principles generally accepted in the United States of America (“GAAP”). Such non-GAAP financial measures include the following: fully tax-equivalent net interest margin, core operating earnings, core net income, tangible book value per common share, total risk-based capital ratio, tier one leverage ratio, tier one capital ratio, and the tangible common equity to tangible assets ratio. Management uses these non-GAAP financial measures to assess the performance of TowneBank’s core business and the strength of its capital position. Management believes that these non-GAAP financial measures provide meaningful additional information about TowneBank to assist investors in evaluating operating results, financial strength, and capitalization. The non-GAAP financial measures should be considered as additional views of the way our financial measures are affected by significant charges for credit costs and other factors. These non-GAAP financial measures should not be considered as a substitute for operating results determined in accordance with GAAP and may not be comparable to other similarly titled measures of other companies. The computations of the non-GAAP financial measures used in this presentation are referenced in a footnote or in the appendix to this presentation.

Performance Highlights

Dollars in millions, except per share data

	QTD					YTD		
	Q4-FY22	Q3-FY22	Q/Q Change %	Q4-FY21	Y/Y Change %	Q4-FY22	Q4-FY21	Y/Y Change %
Net Interest Income	\$ 128.78	\$ 124.04	3.8%	\$ 100.79	27.8%	\$ 461.36	\$ 402.37	14.7%
Noninterest Income	46.52	55.20	(15.7%)	59.63	(22.0%)	225.57	277.96	(18.8%)
Total Revenue	175.31	179.24	(2.2%)	160.42	9.3%	686.93	680.33	1.0%
Noninterest Expense	111.14	112.03	(0.8%)	110.47	0.6%	441.28	417.27	5.8%
Net Income Attributable to TowneBank	46.69	50.17	(6.9%)	40.18	16.2%	188.99	215.38	(12.3%)
Earnings Per Share-Diluted	\$ 0.64	\$ 0.69	(7.1%)	\$ 0.55	16.0%	\$ 2.60	\$ 2.97	(12.3%)
Pre-tax Pre-Provision Net Revenue (PPNR)¹	64.36	66.70	(3.5%)	48.48	32.7%	244.17	253.41	(3.6%)
PPNR Operating EPS ¹	\$ 0.89	\$ 0.92	(3.5%)	\$ 0.67	32.7%	\$ 3.36	\$ 3.49	(3.7%)
Dividends Per Share	0.23	0.23	-	0.20	15.0%	0.89	0.78	14.1%
Book Value per Share	25.73	25.08	2.6%	26.13	(1.5%)	25.73	26.13	(1.5%)
Tangible Book Value per Share ¹	18.84	18.17	3.7%	19.15	(1.6%)	18.84	19.15	(1.6%)
Assets	15,845	15,952	(0.7%)	16,361	(3.2%)	15,845	16,361	(3.2%)
Loans	10,795	10,560	2.2%	9,506	13.6%	10,795	9,506	13.6%
Deposits	13,294	13,412	(0.9%)	13,574	(2.1%)	13,294	13,574	(2.1%)
Net Interest Margin (GAAP)	3.51%	3.28%	6.7%	2.70%	29.8%	3.08%	2.84%	8.4%
Net Interest Margin (TE) ¹	3.53%	3.31%	6.8%	2.72%	29.8%	3.10%	2.86%	8.4%
Noninterest Income / Total Revenue	26.54%	30.80%	(13.8%)	37.17%	(28.6%)	32.84%	40.86%	(19.6%)
Return on Avg Assets	1.16%	1.22%	(4.8%)	0.99%	17.2%	1.16%	1.40%	(17.0%)
Return on Avg Tangible Common Equity ¹	14.44%	15.27%	(5.4%)	12.22%	18.1%	14.54%	16.75%	(13.2%)
Nonperforming Assets / Assets	0.04%	0.03%	26.5%	0.06%	(33.2%)	0.04%	0.06%	(33.2%)
Allowance for Credit Losses / Loans	1.03%	1.02%	0.8%	1.12%	(8.0%)	1.03%	1.12%	(8.0%)
Net Charge-offs / Average Loans	0.11%	-0.01%	n/m	0.00%	n/m	0.03%	0.00%	n/m

1. Non-GAAP financial measures - see non-GAAP reconciliations



22

years of consistent
earnings
performance

\$46.69M

Net income in 4Q22
(\$0.64 per share)

\$175.31

Total revenue, a 9.3% increase
compared to 4Q21

1.03%

Total loan losses allowance

3.53%

Taxable equivalent net interest
margin for 4Q22

13.55%

Annual growth in loans

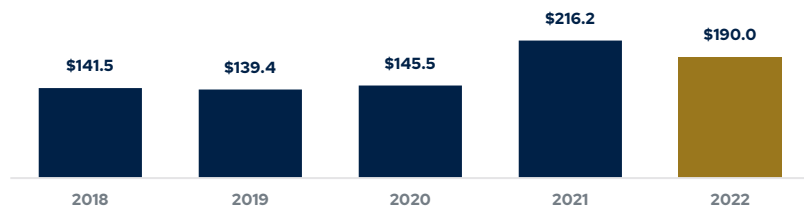
Income Statement Summary

Dollars in millions

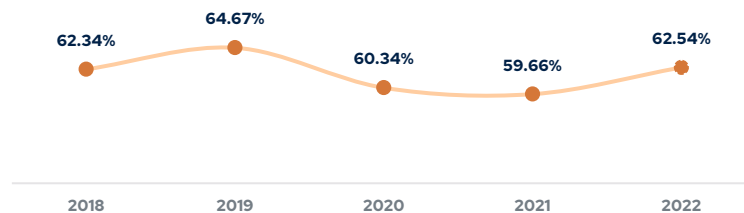
	QTD					YTD		
	Q4-FY22	Q3-FY22	Q/Q %	Q4-FY21	Y/Y Change %	Q4-FY22	Q4-FY21	Y/Y Change %
Interest Income	\$ 151.92	\$ 137.52	10.5%	\$ 109.50	38.7%	\$ 517.94	\$ 443.45	16.8%
Interest Expense	23.13	13.49	71.5%	8.71	165.6%	56.57	41.08	37.7%
Net Interest Income	128.78	124.04	3.8%	100.79	27.8%	461.36	402.37	14.7%
Provision for Credit Losses	6.07	3.93	54.7%	(1.11)	(647.5%)	8.61	(16.77)	(151.3%)
Net Interest Income after Provision for Credit Losses	122.71	120.11	2.2%	101.90	20.4%	452.76	419.14	8.0%
Noninterest Income	46.52	55.20	(15.7%)	59.63	(22.0%)	225.57	277.96	(18.8%)
Noninterest Expense	111.14	112.03	(0.8%)	110.47	0.6%	441.28	417.27	5.8%
Income Before Taxes and Noncontrolling Interests	58.09	63.28	(8.2%)	51.07	13.8%	237.05	279.83	(15.3%)
Provision for Income Tax Expense	11.60	12.61	(8.0%)	9.41	23.2%	46.58	54.80	(15.0%)
Minority Interest in Unconsolidated Subs	(0.19)	0.50	(137.9%)	1.47	(112.9%)	1.48	9.65	(84.6%)
Net Income Attributable to TowneBank	\$ 46.69	\$ 50.17	(6.9%)	\$ 40.18	16.2%	\$ 188.99	\$ 215.38	(12.3%)

Financial Performance Trends

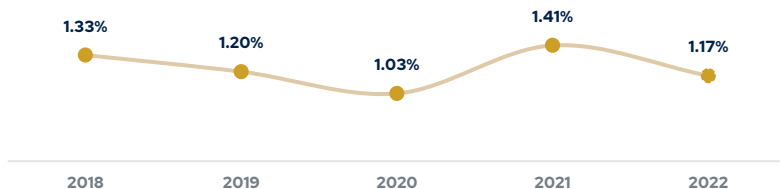
Core Net Income¹ DOLLARS IN MILLIONS



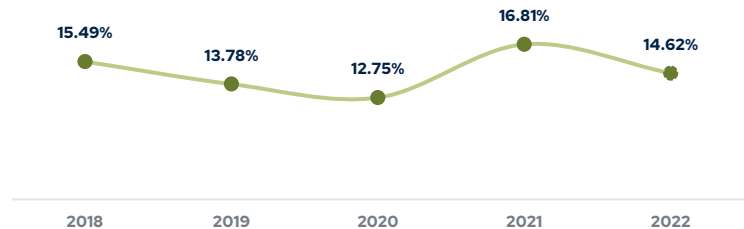
Core Efficiency Ratio¹



Core ROAA¹



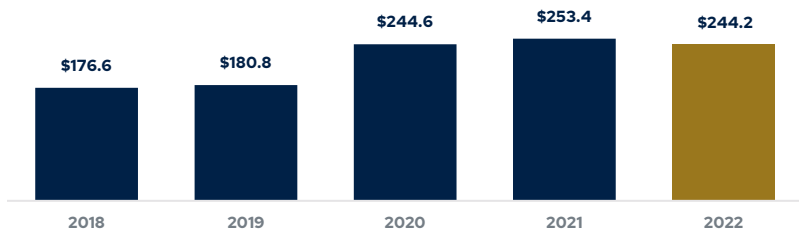
Core ROATCE¹



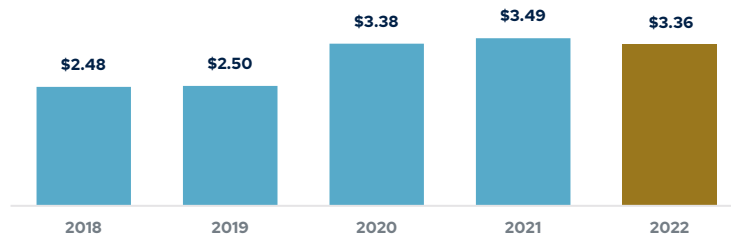
1. Non-GAAP financial measures - see non-GAAP reconciliations

Financial Performance Trends

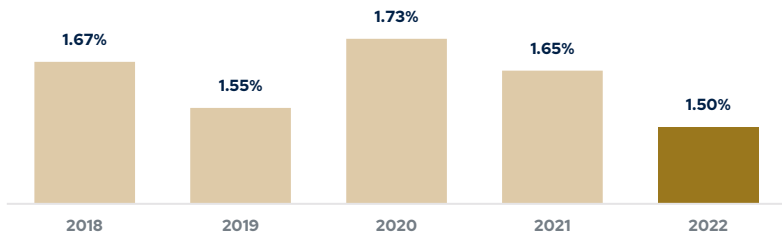
PPNR¹ DOLLARS IN MILLIONS



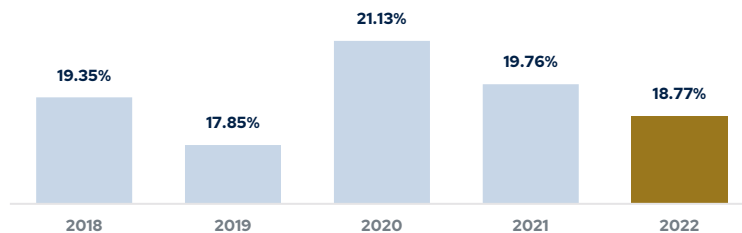
PPNR Earnings Per Share¹



PPNR ROAA¹



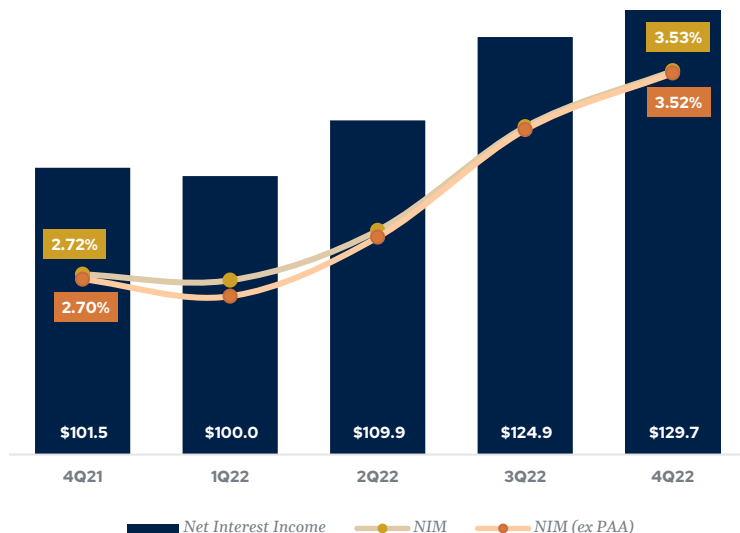
PPNR ROATCE¹



1. Non-GAAP financial measures - see non-GAAP reconciliations

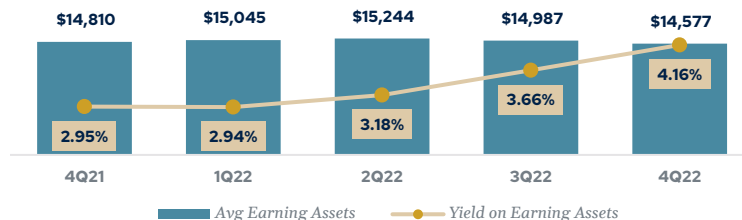
Net Interest Income

Net Interest Income & NIM (TE)¹ DOLLARS IN MILLIONS

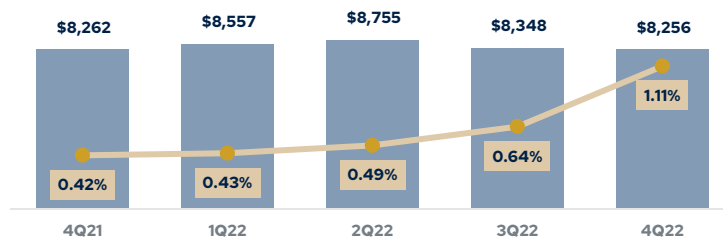


1. Non-GAAP financial measures - see non-GAAP reconciliations

Avg. Earning Assets & Yield (TE)¹ DOLLARS IN MILLIONS



Avg. Interest Bearing Liabilities & Cost DOLLARS IN MILLIONS



NIM & Net Interest Income Sensitivity

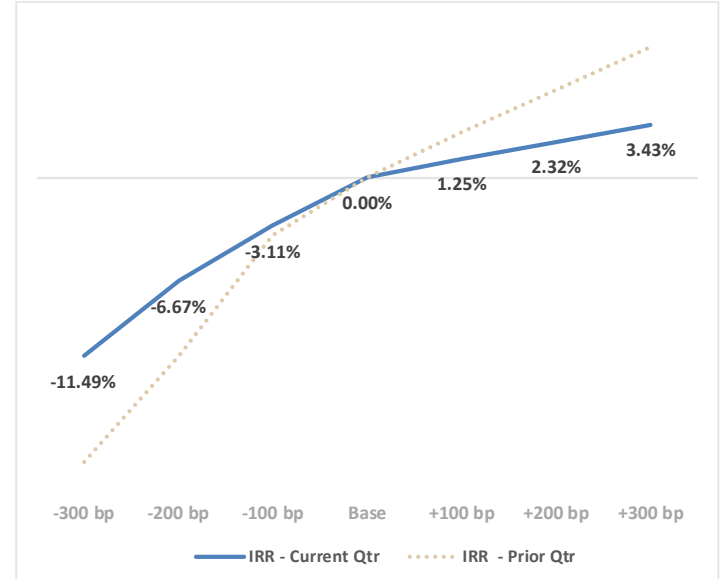
Net Interest Income & NIM (TE)¹

Net Interest Income and NIM Activity (TE)		
Dollars in millions	Amount	NIM (%)
Q3-FY22	\$124.89	3.31%
Loans HFI	12.51	0.28%
Recurring Accretion	(0.16)	-0.01%
PPP Asset	(0.51)	-0.01%
Loans HFS	(0.60)	0.01%
Investments & Cash	3.19	0.17%
Earning Assets Mix		0.06%
Deposits	(9.90)	-0.27%
Borrowings	(0.77)	-0.02%
Sub Debt	1.01	0.01%
Interest Bearing Funding Mix		0.01%
Other	(0.00)	-0.01%
Q4-FY22	\$129.67	3.53%

1. Non-GAAP financial measure - see non-GAAP reconciliations

2. The interest sensitivity chart is a one-year result on net interest income of an instantaneous and permanent rate shock. The results include assumptions about deposit rate changes that may or may not occur.

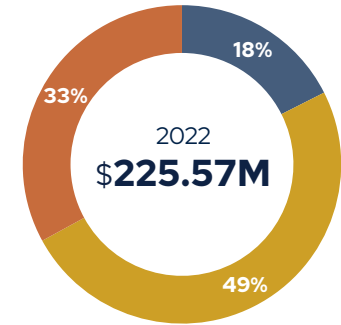
Net Interest Income Sensitivity²



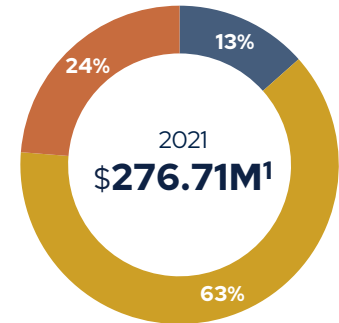
Noninterest Income

Dollars in millions

	QTD					YTD		
	Q4-FY22	Q3-FY22	Q/Q Change %	Q4-FY21	Y/Y Change %	Q4-FY22	Q4-FY21	Y/Y Change %
Residential Mortgage Banking Income Net	\$ 7.37	\$ 11.97	(38.4%)	\$ 20.94	(64.8%)	\$ 47.15	\$ 109.30	(56.9%)
Insurance Commissions and Other Title Fees and Income, Net	17.32	19.43	(10.9%)	15.49	11.9%	75.58	67.54	11.9%
Real Estate Brokerage and Property Mgmt Income, Net	10.11	12.82	(21.2%)	12.26	(17.6%)	55.50	55.46	0.1%
Service Charges on Deposit Accounts	2.66	2.45	8.2%	2.48	7.1%	10.13	9.58	5.7%
Credit Card Merchant Fees, Net	1.65	1.66	(0.4%)	1.41	17.0%	6.59	6.04	9.1%
Bank-owned Life Insurance	1.98	1.59	25.2%	1.90	4.3%	7.14	7.26	(1.7%)
Other Income	5.43	5.27	2.9%	5.14	5.5%	23.48	21.51	9.2%
Gain (Loss) on Investment Securities	-	-	-	-	-	-	1.25	(100.0%)
Noninterest Income	\$ 46.52	\$ 55.20	(15.7%)	\$ 59.63	(22.0%)	\$ 225.57	\$ 277.96	(18.8%)



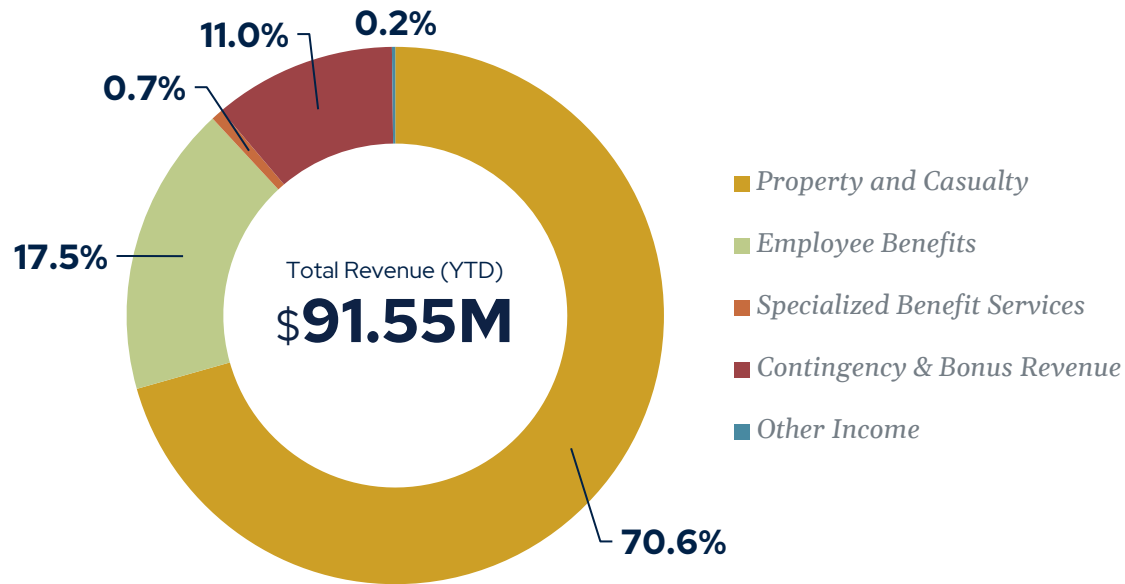
■ Banking Segment
■ Realty Segment
■ Insurance Segment



1. Excludes gain (loss) on investment securities

Insurance Revenue

Insurance Revenue Composition



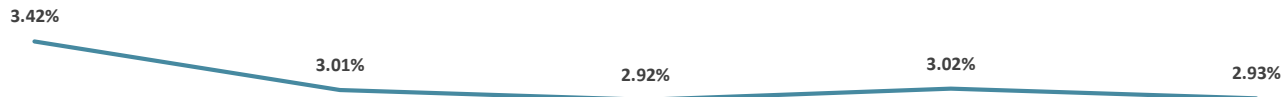
26

insurance acquisitions
since 2001

Continued efforts to
expand in growth
markets

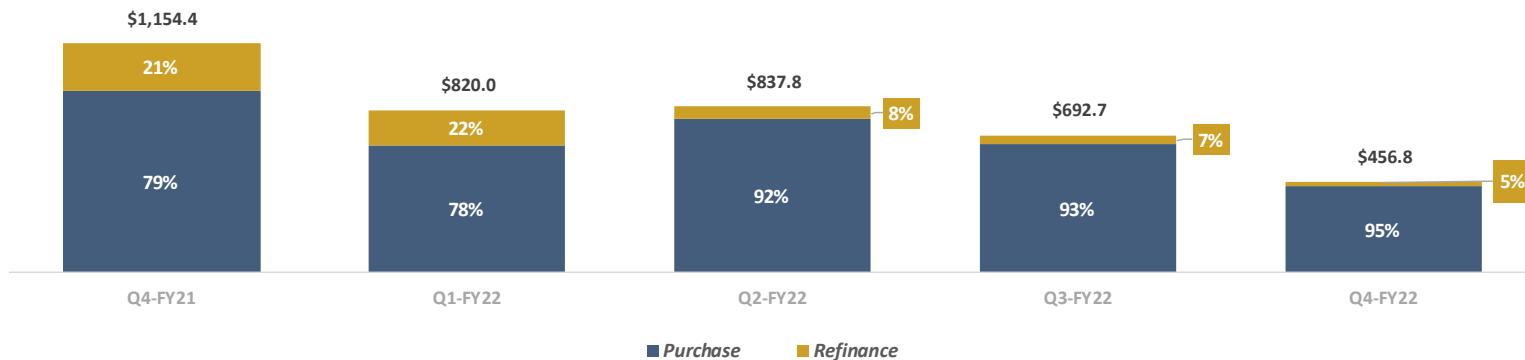
Mortgage Banking

Gain on Sales and Fees as a % of Loans Originated



Dollars in millions

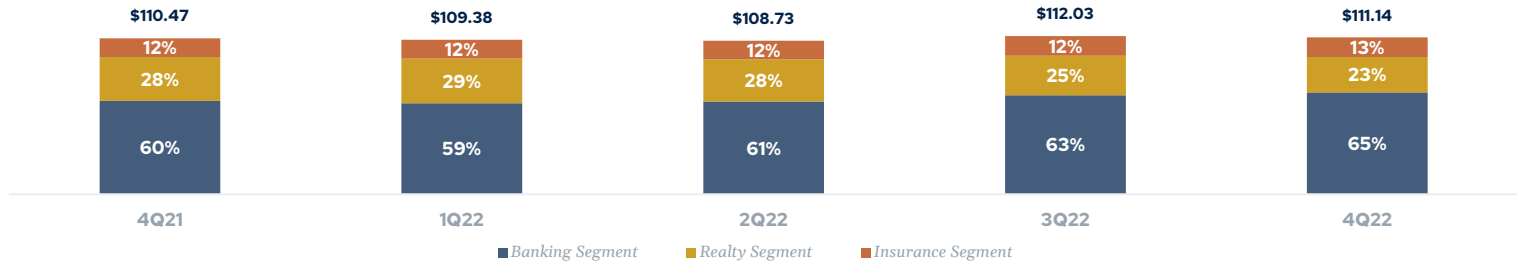
Origination Volume



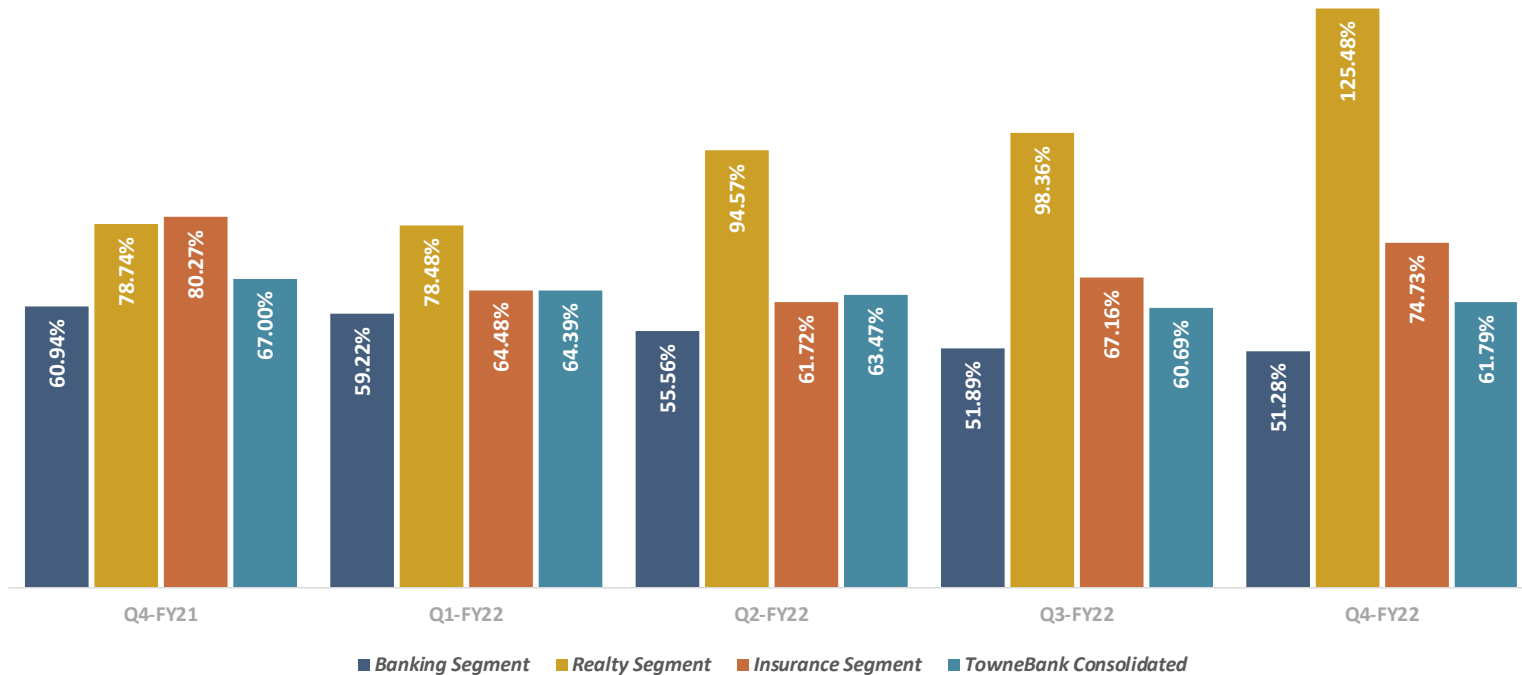
Noninterest Expense

Dollars in millions

	QTD					YTD		
	Q4-FY22	Q3-FY22	Q/Q Change %	Q4-FY21	Y/Y Change %	Q4-FY22	Q4-FY21	Y/Y Change %
Employee Compensation	\$ 61.31	\$ 65.46	(6.3%)	\$ 64.81	(5.4%)	\$ 255.62	\$ 245.84	4.0%
Occupancy Expense	9.25	8.75	5.8%	8.37	10.5%	34.67	31.66	9.5%
Furniture and Equipment	3.98	3.76	5.8%	3.53	12.9%	15.08	14.18	6.4%
Software Expense	5.11	4.59	11.2%	4.01	27.3%	18.96	16.91	12.1%
Data Processing	3.10	3.63	(14.7%)	3.52	(12.2%)	13.87	13.78	0.7%
Professional Fees	3.60	2.63	37.2%	2.72	32.4%	10.02	9.55	4.9%
Advertising and Marketing	3.49	4.29	(18.7%)	3.41	2.2%	16.00	13.50	18.5%
Amortization - Intangibles	2.48	2.64	(6.4%)	2.93	(15.7%)	10.62	11.13	(4.6%)
Other Expenses	18.82	16.28	15.7%	17.14	9.8%	66.44	60.73	9.4%
Noninterest Expense	\$ 111.14	\$ 112.03	(0.8%)	\$ 110.47	0.6%	\$ 441.28	\$ 417.27	5.8%



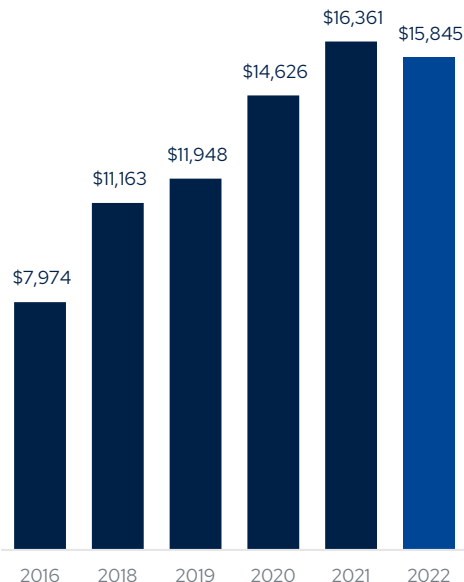
Core Efficiency Ratio¹



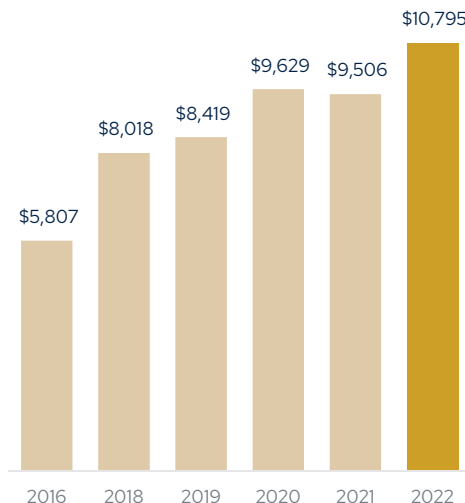
1. Non-GAAP financial measures - see non-GAAP reconciliations

Balance Sheet: Consistency & Stability

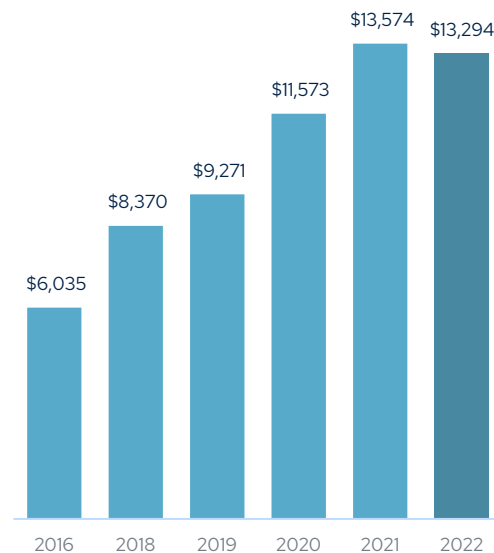
Total Assets DOLLARS IN MILLIONS



Total Loans DOLLARS IN MILLIONS



Total Deposits DOLLARS IN MILLIONS



Balance Sheet Summary

Dollars in millions	Dec-2022	Sep-2022	Q/Q Change	Dec-2021	Y/Y Change
Cash and Cash Equivalents	\$ 1,153	\$ 1,439	(19.9%)	\$ 3,297	(65.0%)
Securities	2,405	2,455	(2.0%)	1,980	21.5%
Loans Held for Sale	102	165	(38.0%)	358	(71.4%)
Loans	10,795	10,560	2.2%	9,506	13.6%
Allowance for Credit Losses	(111)	(107)	3.1%	(106)	4.5%
Net Loans	10,684	10,452	2.2%	9,400	13.7%
Premises and Equipment Net	305	295	3.2%	271	12.6%
Goodwill	458	458	-	457	0.3%
Intangible Assets	43	45	(3.8%)	50	(14.3%)
Bank-owned Life Insurance	258	256	0.8%	252	2.5%
Other Assets	436	386	13.1%	296	47.5%
Assets	15,845	15,952	(0.7%)	16,361	(3.2%)
Noninterest Bearing Deposits	5,265	5,575	(5.5%)	5,547	(5.1%)
Interest Bearing Deposits	8,029	7,838	2.4%	8,027	0.0%
Deposits	13,294	13,412	(0.9%)	13,574	(2.1%)
Borrowings	318	320	(0.7%)	482	(34.0%)
Other Liabilities	344	376	(8.4%)	390	(11.7%)
Liabilities	13,957	14,108	(1.1%)	14,445	(3.4%)
Shareholders' Equity	1,874	1,827	2.6%	1,899	(1.3%)
Noncontrolling Interest	15	17	(12.6%)	17	(12.2%)
Equity	1,889	1,844	2.5%	1,916	(1.4%)
Liabilities and Equities	\$ 15,845	\$ 15,952	(0.7%)	\$ 16,361	(3.2%)



\$15.8B

Total Assets

\$1.44B

Loan growth excluding SBA PPP, +15.42%
compared to prior year-end

\$6.83M

Nonperforming assets
0.04% nonperforming assets / total assets

39.61%

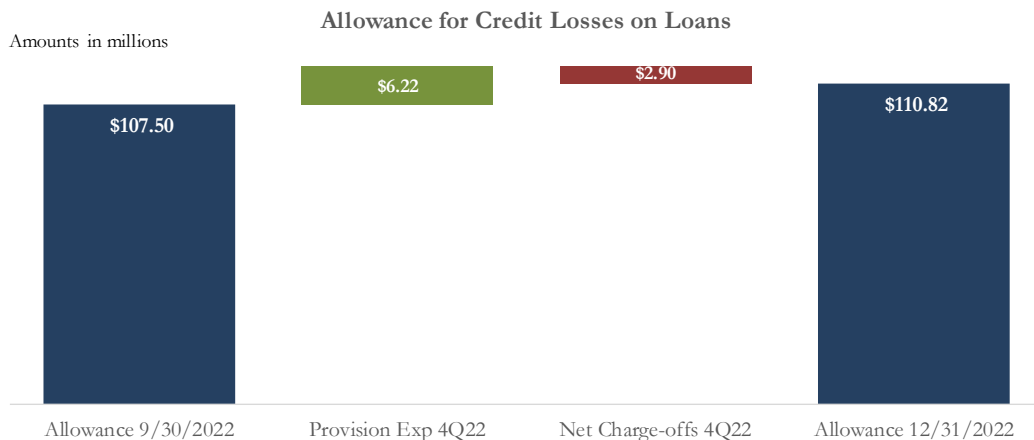
Noninterest bearing deposits % of total
deposits

3.5 years

Avg duration of securities portfolio

Current Expected Credit Loss (CECL)

Allowance for Credit Losses DOLLARS IN MILLIONS



- Q4 2022 provision for on-balance sheet loan losses of \$6.22 million; changes driven by weakening macroeconomic forecast scenarios and loan growth
- Revised weightings on scenarios due to more risk captured in the baseline forecast



MACROECONOMIC FORECAST

Weighted Moody's economic sectors

REASONABLE & SUPPORTABLE FORECAST PERIOD

2 Years

REVERSION PERIOD AND APPROACH

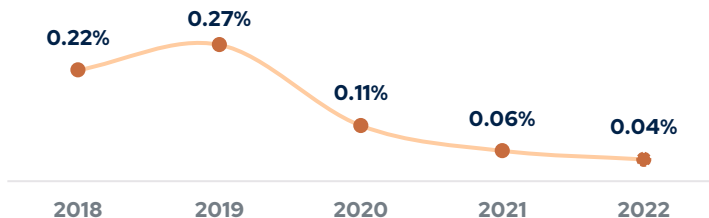
4 quarter reversion period with a blended transition approach

KEY MACROECONOMIC VARIABLES

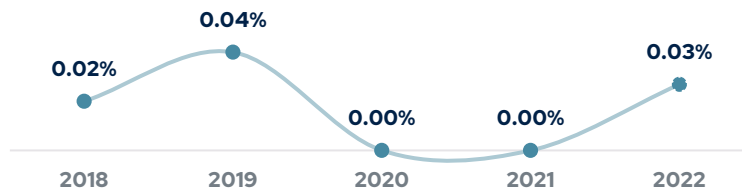
Price Indices
GDP
Interest Rates
Disposable Income

Asset Quality & Credit Focus

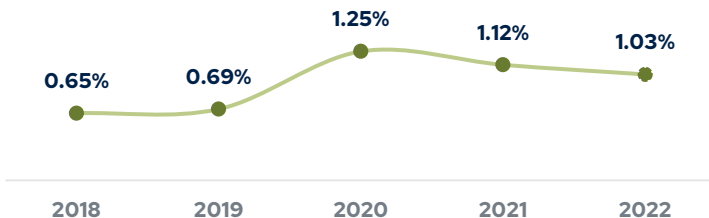
NPA¹ / Assets



NCOs / Average Loans



Reserves / Loans



Texas Ratio²

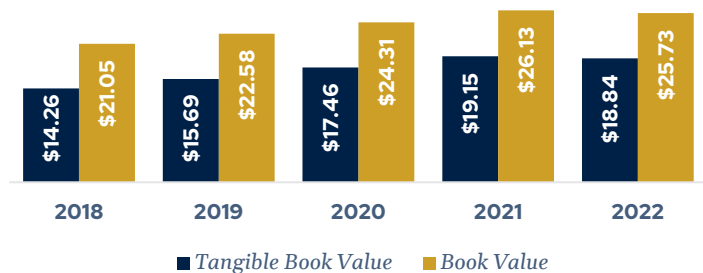
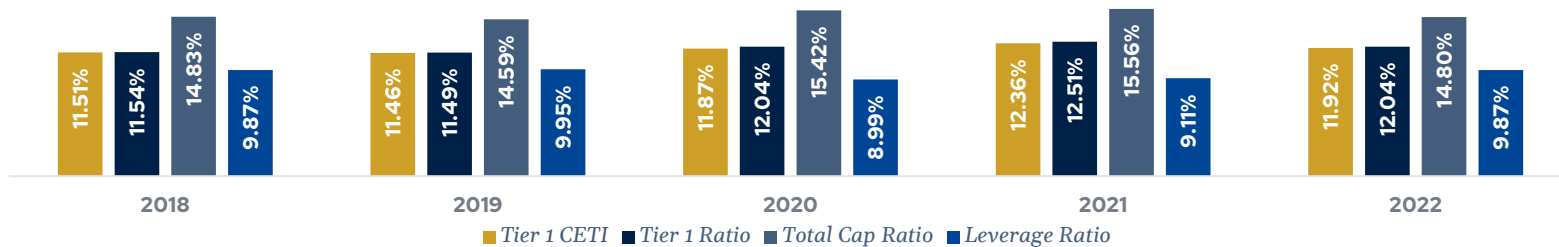


1. Non-performing assets (non-accrual loans and leases, repossessed assets, and real estate owned) as a percent of assets

2. Calculated as the sum of non-performing assets and loans 90+ days past due and accruing divided by the sum of tangible common equity and loan loss reserves.

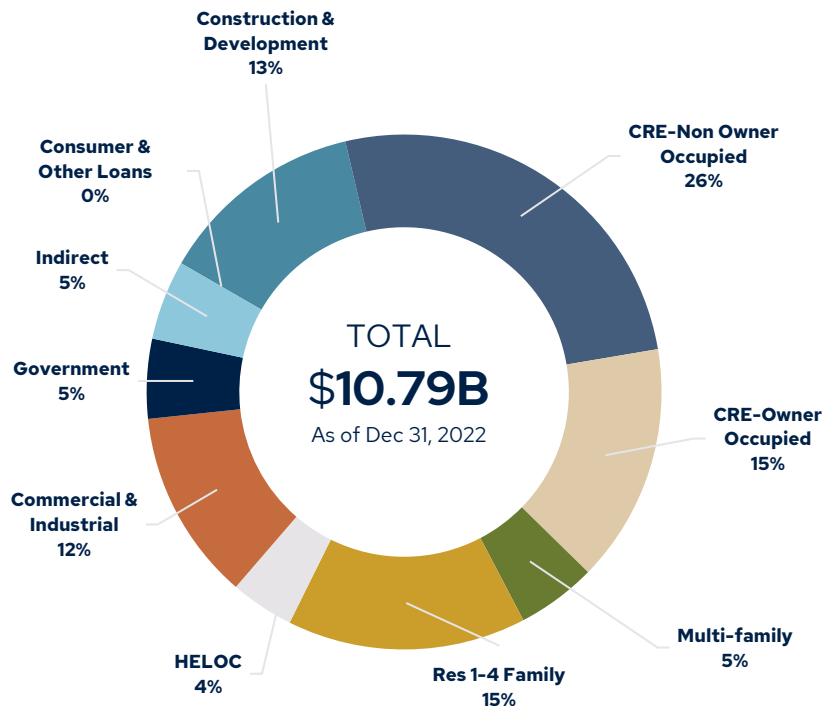
Capital

Risk Based Capital Ratios



Liquidity Sources (in millions)		Dec 31, 2022
Available Liquid Funds:		
Cash and cash equivalents		\$ 1,153
Unencumbered investment securities		1,711
Availability of Borrowings:		
Amount available from FHLB with loan collateral		1,540
Amount available from unsecured lines of credit with correspondent banks		150
Amount available from Federal Reserve discount window		349

Total Loan Portfolio



Portfolio Highlights

+15.42%

Annual growth in loans
excluding SBA PPP

0.04%

NPAs/Assets

0.03%

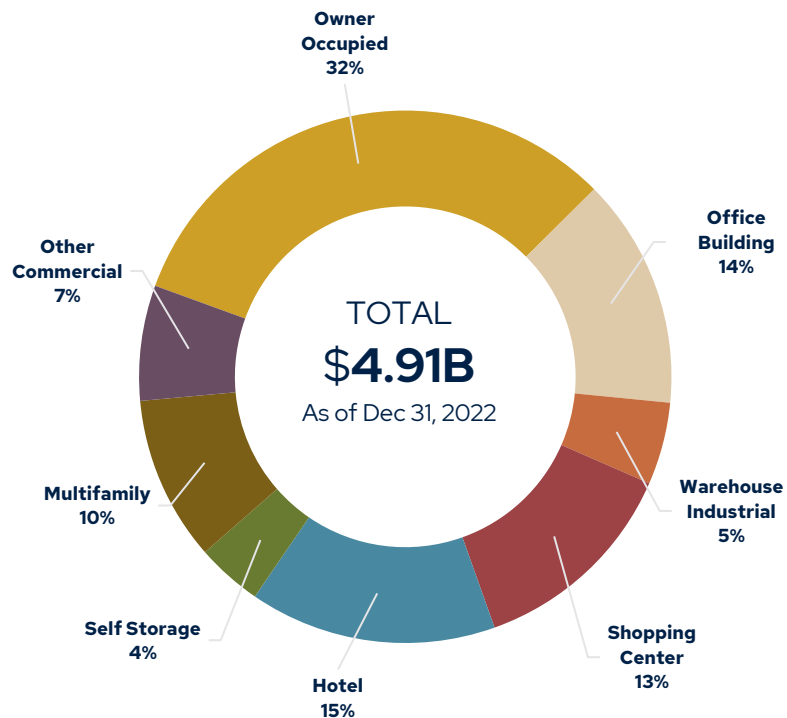
NCOs/Average Loans
(2022)

17.67x

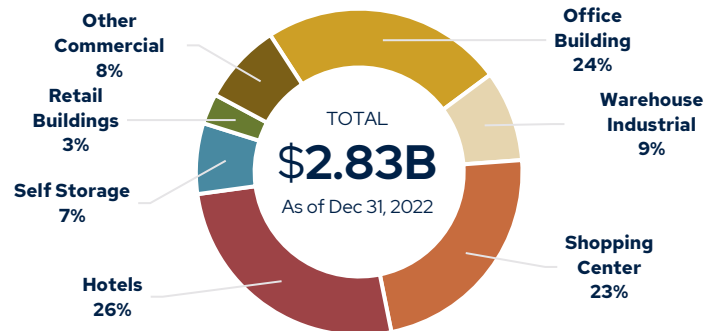
Allowance to NPLs

Variable Rate Portfolio (Dollars in millions)	Outstanding Balance	% of Total Balance
Floating - No Floor	\$ 710	25.1%
Floating - Floor	\$ 2,018	71.2%
0-25 bps to Float	\$ 0	0.0%
26-50 bps to Float	\$ -	-%
51-75 bps to Float	\$ -	-%
76-100 bps to Float	\$ -	-%
101+ bps to Float	\$ 1	0.0%
At Ceiling	\$105	3.7%
TOTAL	\$ 2,834	100.0%

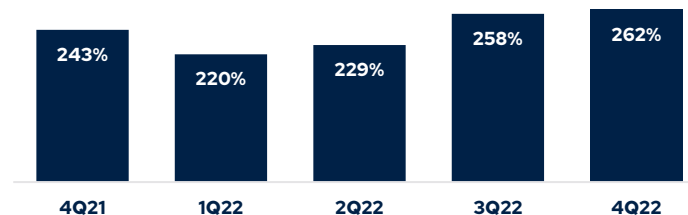
Commercial Real Estate Overview



Non-Owner Occupied Commercial Real Estate

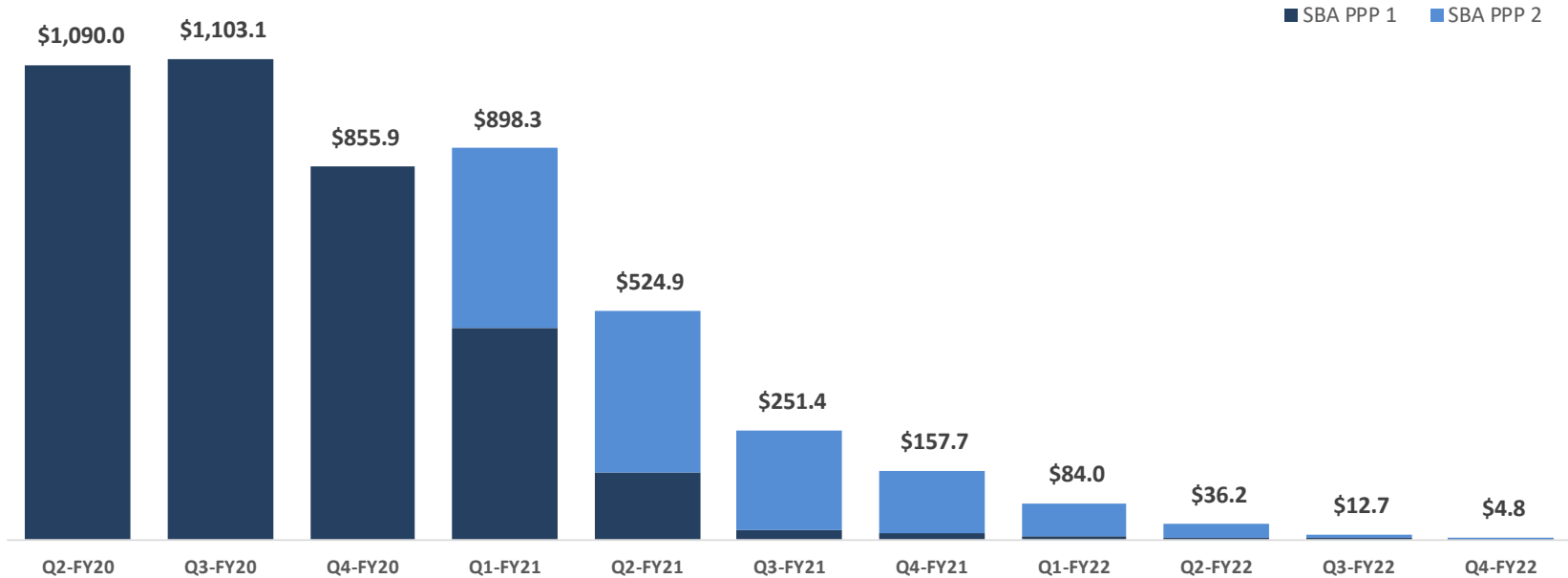


CRE / Total Risk Based Capital



SBA PPP Loans

SBA PPP Loan Balances DOLLARS IN MILLIONS



Outlook Summary

Loans and Asset Quality	• Targeting balanced loan and deposit growth in the mid-single digits • Incremental increases in reserve levels based on loan growth and economic forecasts
Profitability	• Net interest income expected to range between \$126-\$130 million for Q1 2023 which assumes a Federal Funds of 4.75% • Noninterest income projected at \$59-\$63 million for Q1 2023 • Noninterest expense run rate projected at \$118-\$121 million for Q1 2023; excludes one-time charges associated with Farmers Bankshares acquisition
Strategic	• Diversified business model with proven ability to capitalize during disruptive economic environments • Valuable deposit franchise • Strong capital and liquidity levels to support continued growth • Opportunistic M&A across all lines of business



Non-GAAP Reconciliations

Non-GAAP Reconciliations

Core Net Income and Related Metrics

Amounts in millions except per share data

	FY2022	FY2021	FY2020	FY2019	FY2018
Net Income Attributable to TowneBank	\$ 188.99	\$ 215.38	\$ 145.53	\$ 138.78	\$ 133.79
Adjustments					
Acquisition Related Expenses	1.06	1.02	(0.07)	0.66	8.43
Income Tax & Other Adjustments	(0.04)	(0.20)	0.02	(0.08)	(0.72)
Core Net Income	\$ 190.01	\$ 216.20	\$ 145.48	\$ 139.36	\$ 141.50
Avg Assets	\$ 16,268.01	\$ 15,384.66	\$ 14,172.21	\$ 11,638.43	\$ 10,594.75
Return on Avg Assets	1.16%	1.40%	1.03%	1.19%	1.26%
Core Return on Avg Assets	1.17%	1.41%	1.03%	1.20%	1.33%
Avg Common Shares Outstanding-Diluted (YTD)	72.58	72.56	72.35	72.19	71.29
Earnings Per Share-Diluted	\$ 2.60	\$ 2.97	\$ 2.01	\$ 1.92	\$ 1.88
Core Earnings Per Share-Diluted	\$ 2.62	\$ 2.98	\$ 2.01	\$ 1.93	\$ 1.98
Avg Tangible Common Equity	\$ 1,357.33	\$ 1,338.57	\$ 1,211.93	\$ 1,082.13	\$ 972.82
Intangible Amort Net of Tax	8.39	8.79	9.08	9.77	9.24
Return on Avg Tangible Common Equity	14.54%	16.75%	12.76%	13.73%	14.70%
Core Return on Avg Tangible Common Equity	14.62%	16.81%	12.75%	13.78%	15.49%

Non-GAAP Reconciliations

Pre-tax Pre-provision Net Revenue (PPNR)

Amounts in millions except per share data	FY2022	FY2021	FY2020	FY2019	FY2018
Net Income Attributable to TowneBank	\$ 188.99	\$ 215.38	\$ 145.53	\$ 138.78	\$ 133.79
Provision for Credit Losses	8.61	(16.77)	67.18	9.37	8.54
Provision for Income Tax Expense	46.58	54.80	31.90	32.60	34.23
Pre-tax Pre-Provision Net Revenue (PPNR)	\$ 244.17	\$ 253.41	\$ 244.61	\$ 180.75	\$ 176.56
Avg Assets	\$ 16,268.01	\$ 15,384.66	\$ 14,172.21	\$ 11,638.43	\$ 10,594.75
PPNR Return on Avg Assets	1.50%	1.65%	1.73%	1.55%	1.67%
Avg Common Shares Outstanding-Diluted (YTD)	72.58	72.56	72.35	72.19	71.29
PPNR Earnings Per Share-Diluted	\$ 3.36	\$ 3.49	\$ 3.38	\$ 2.50	\$ 2.48
Avg Tangible Common Equity	\$ 1,357.33	\$ 1,338.57	\$ 1,211.93	\$ 1,082.13	\$ 972.82
Intangible Amort	10.62	11.13	11.50	12.37	11.71
PPNR Return on Avg Tangible Common Equity	18.77%	19.76%	21.13%	17.85%	19.35%

Non-GAAP Reconciliations

Core Efficiency Ratio – TowneBank Consolidated

Amounts in millions	FY2022	FY2021	FY2020	FY2019	FY2018
Total Revenue	\$ 686.93	\$ 680.33	\$ 664.33	\$ 563.94	\$ 532.67
Less: Gain (Loss) on Securities Investment	-	1.25	9.63	(0.84)	0.00
Less: Gain (Loss) on Equity Investment ¹	-	(0.03)	17.63	-	0.14
Adjusted Total Revenue	\$ 686.93	\$ 679.11	\$ 637.08	\$ 564.79	\$ 532.52
Noninterest Expense	441.28	417.27	395.83	378.30	352.12
Less: Intangible Amort	10.62	11.13	11.50	12.37	11.71
Less: Acquisition Related Expenses	1.06	1.02	(0.07)	0.66	8.43
Adjusted Noninterest Expense	\$ 429.59	\$ 405.12	\$ 384.40	\$ 365.27	\$ 331.99
Efficiency Ratio	62.69%	59.81%	60.33%	64.79%	63.93%
Core Efficiency Ratio	62.54%	59.66%	60.34%	64.67%	62.34%

1. FY2021 adjustment and FY2020 gain related to the sale of Red Sky Travel Insurance

Non-GAAP Reconciliations

Core Efficiency Ratio – Segments

Amounts in millions	Q4-FY22			Q3-FY22			Q2-FY22			Q1-FY22			Q4-FY21		
	Banking Segment	Realty Segment	Insurance Segment	Banking Segment	Realty Segment	Insurance Segment	Banking Segment	Realty Segment	Insurance Segment	Banking Segment	Realty Segment	Insurance Segment	Banking Segment	Realty Segment	Insurance Segment
Total Revenue	\$ 138.76	\$ 19.43	\$ 17.11	\$ 132.48	\$ 27.66	\$ 19.09	\$ 116.81	\$ 30.81	\$ 19.36	\$ 107.43	\$ 39.21	\$ 18.77	\$ 107.11	\$ 38.25	\$ 15.06
Noninterest Expense	72.16	25.03	13.94	70.06	28.04	13.93	65.69	29.95	13.09	64.48	31.62	13.28	66.09	31.10	13.28
Less: Intangible Amort	0.68	0.65	1.15	0.73	0.82	1.10	0.78	0.82	1.09	0.83	0.82	1.17	0.81	0.93	1.19
Less: Acquisition Related Expenses	0.33	(0.00)	0.01	0.59	0.02	0.01	0.01	-	0.05	0.03	0.03	-	-	0.05	-
Adjusted Noninterest Expense	\$ 71.16	\$ 24.38	\$ 12.79	\$ 68.75	\$ 27.21	\$ 12.82	\$ 64.90	\$ 29.14	\$ 11.95	\$ 63.62	\$ 30.77	\$ 12.11	\$ 65.27	\$ 30.12	\$ 12.09
Efficiency Ratio	51.52%	125.48%	74.77%	52.34%	98.43%	67.19%	55.57%	94.57%	61.96%	59.25%	78.56%	64.48%	60.94%	78.87%	80.27%
Core Efficiency Ratio	51.28%	125.48%	74.73%	51.89%	98.36%	67.16%	55.56%	94.57%	61.72%	59.22%	78.48%	64.48%	60.94%	78.74%	80.27%

Amounts in millions	TowneBank Consolidated				
	Q4-FY22	Q3-FY22	Q2-FY22	Q1-FY22	Q4-FY21
Total Revenue	\$ 175.31	\$ 179.24	\$ 166.98	\$ 165.41	\$ 160.42
Noninterest Expense	111.14	112.03	108.73	109.38	110.47
Less: Intangible Amort	2.48	2.64	2.68	2.82	2.93
Less: Acquisition Related Expenses	0.34	0.62	0.05	0.06	0.05
Adjusted Noninterest Expense	\$ 108.33	\$ 108.77	\$ 105.99	\$ 106.50	\$ 107.48
Efficiency Ratio	61.99%	61.03%	63.51%	64.42%	67.03%
Core Efficiency Ratio	61.79%	60.69%	63.47%	64.39%	67.00%

Non-GAAP Reconciliations

Net Interest Margin & Earning Asset Yield – Tax Equivalent (TE) Basis

Amounts in millions	QTD					YTD	
	Q4-FY22	Q3-FY22	Q2-FY22	Q1-FY22	Q4-FY21	Q4-FY22	Q4-FY21
Net Interest Income	\$ 128.78	\$ 124.04	\$ 109.34	\$ 99.20	\$ 100.79	\$ 461.36	\$ 402.37
Tax-Equivalent Adjustment	0.89	0.85	0.60	0.75	0.67	3.10	2.70
Net Interest Income Tax-Equivalent	\$ 129.67	\$ 124.89	\$ 109.94	\$ 99.96	\$ 101.46	\$ 464.46	\$ 405.06
Net Interest Margin	3.51%	3.28%	2.88%	2.67%	2.70%	3.08%	2.84%
Net Interest Margin (TE)	3.53%	3.31%	2.89%	2.69%	2.72%	3.10%	2.86%
Interest Income	\$ 151.92	\$ 137.52	\$ 120.14	\$ 108.36	\$ 109.50	\$ 517.94	\$ 443.45
Tax-Equivalent Adjustment	0.89	0.85	0.60	0.75	0.67	3.10	2.70
Interest Income Tax-Equivalent	\$ 152.81	\$ 138.38	\$ 120.74	\$ 109.11	\$ 110.17	\$ 521.03	\$ 446.15
Earning Asset Yield (TE)	4.16%	3.66%	3.18%	2.94%	2.95%	3.48%	3.15%

Non-GAAP Reconciliations

Tangible Book Value

Amounts in millions except per share data	Dec-2022	Dec-2021	Dec-2020	Dec-2019	Dec-2018
Shareholders' Equity (Common)	\$ 1,873.96	\$ 1,899.31	\$ 1,766.85	\$ 1,640.75	\$ 1,525.53
Goodwill	458.48	457.19	452.33	446.82	433.66
Intangible Assets	43.16	50.38	45.53	54.40	58.75
Tangible Common Equity	\$ 1,372.32	\$ 1,391.75	\$ 1,268.99	\$ 1,139.54	\$ 1,033.12
Common Shares Outstanding	72.84	72.68	72.67	72.65	72.47
Tangible Book Value	\$ 18.84	\$ 19.15	\$ 17.46	\$ 15.69	\$ 14.26



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