



TriState Capital Holdings, Inc
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Dear Fellow Shareholder:

We appreciate your commitment to the company as we continue TriState Capital Holdings, Inc.'s momentum through 2017 and into 2018.

Prior to our initial public offering five years ago, TriState Capital was a bank with a \$2 billion balance sheet generating annualized revenue and earnings per share of \$62 million and \$0.47, respectively. By the end of 2017, we more than doubled TriState Capital in size, growing it into a financial services company with national distribution, a \$4.8 billion balance sheet, an \$8.3 billion asset management business, \$138 million in revenue and \$1.32 in EPS. Since the initial public offering, shareholders saw the value of TriState Capital's common stock double from \$11.50 to \$23.00 at the end of 2017.

Last year alone, just some of TriState Capital's highlights included:

- Surpassing the \$4 billion milestone for both loans and total assets in our bank business.
- Organically growing loans by 23% and deposits by 21%.
- Increasing revenue by 14%, with strong contributions from each of our commercial banking, private banking and Chartwell Investment Partners businesses.
- Improving operating leverage and growing EPS by 31%, even after excluding the net benefit of non-recurring items such as a favorable impact of December's federal tax policy changes.
- Enhancing and expanding our offering of sophisticated treasury management and deposit products and services.
- Celebrating the 10th anniversary of TriState Capital's founding.

This record of success has not gone unnoticed. Fortune magazine in 2017 named TriState Capital to its annual 100 Fastest-Growing Companies ranking, as measured by total shareholder return, EPS and revenues. TriState Capital was the only commercial bank of any size included on Fortune's Fastest-Growing Companies list to have grown its balance sheet without ever executing a whole-bank or branch acquisition.

As proud as we are for what this company has achieved to date, we believe TriState Capital and its regional commercial banking, national private banking and Chartwell investment management businesses have only just begun to fulfill their full potential. Building on our strong foundation, our goal is to continue delivering double digit expansion of the company's top and bottom lines, as well as the bank's balance sheet, in 2018 and 2019 and continuing to develop meaningful and robust relationships with our clients and prospects.

Accordingly, just last month we raised \$40.3 million, or approximately \$38.4 million net of underwriting discounts, commissions and expenses, in new capital through a Non-Cumulative Perpetual Preferred Stock offering, which was not dilutive to our common equity holders. By combining the ongoing earnings power of the company with this new capital, we intend to maintain capital ratios in excess of the highest required regulatory benchmark levels while we grow TriState Capital Bank organically and our Chartwell unit through a combination of organic and acquisitive expansion.

I look forward to updating you on our continued progress toward our goals as our team continues the deliberate and smart execution of the company's growth strategy. We thank you for your continued interest and investment in TriState Capital and wish you the best of success in 2018.

Sincerely,

A handwritten signature in black ink, appearing to read "J. F. Getz".

James F. Getz
Chairman and Chief Executive Officer