

**FACT SHEET // DECEMBER 31, 2018**

**AT MOST RECENT QUARTER END**

*Dollars in millions*

ASSETS  
**\$6,036**

LOANS  
**\$5,133**

1-YEAR LOAN GROWTH  
**23%**

DEPOSITS  
**\$5,050**

1-YEAR DEPOSIT GROWTH  
**27%**

CHARTWELL ASSETS UNDER MANAGEMENT (AUM)  
**\$9,189**

1-YEAR EPS GROWTH  
**37%**

**COMPANY PROFILE**

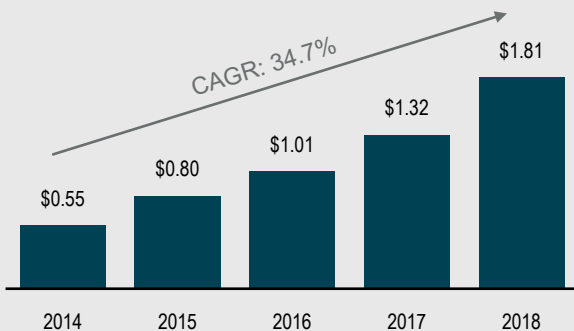
TriState Capital Holdings, Inc.'s (Nasdaq: TSC) record of profitability and exceptional growth is a product of its strong sales and credit culture, highly scalable business model and unique financial services distribution network. Its branchless TriState Capital Bank subsidiary serves middle-market commercial customers in select regional markets, as well as high-net-worth (HNW) individuals through its nationally focused private bank. Its Chartwell Investment Partners subsidiary provides investment management services to institutional clients through separately managed accounts and retail clients through its mutual funds and other platforms.

Investment management and private banking have emerged as the low risk, minimally capital-intensive engine of future earnings for TriState Capital.

**INVESTMENT HIGHLIGHTS**

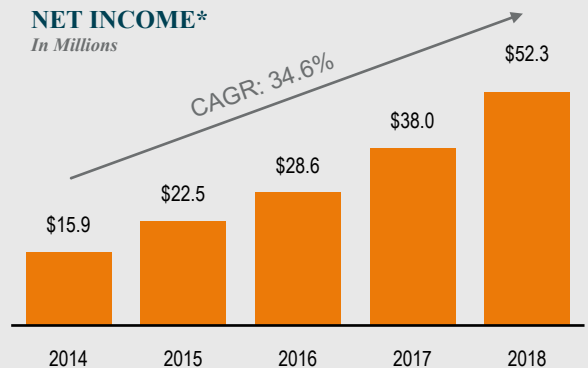
- Listed as one of Fortune Magazine's 100 Fastest-Growing Companies in 2017 & 2018 based on our three-year performance
- CAGR of 27% for pre-tax income, 35% for net income\* and 35% for EPS from 2014 to 2018
- Pre-tax income, net income\* and EPS growth in 2018 of 27%, 38% and 37%, respectively
- Branchless bank delivering exceptional loan and deposit growth
- Capital-light investment management business driving revenue diversity through non-interest income growth
- Methodically improving our risk profile through private banking channel loan growth
- Strong credit quality metrics
- Strong core profitability with scalable platform for growth
- Ability to gather deposits and establish and grow meaningful relationships related to liquidity and treasury management customers
- ~17% insider ownership
- TriState Capital Bank continues to manage an asset-sensitive balance sheet
- Highly experienced board, management and team

**DILUTED EPS**



**NET INCOME\***

*In Millions*



\* Net income available to common shareholders

# 30%

Contribution of non-interest income to total revenue in 2018.

# \$6.9m

# \$37.6m

The investment management business generated \$6.9 million in EBITDA from \$37.6 million in fee revenue in 2018.

### PRIVATE BANKING - NATIONAL



Serving private banking clients through TriState Capital's national network of financial intermediary referral partners.

### MIDDLE-MARKET COMMERCIAL BANKING - MID-ATLANTIC



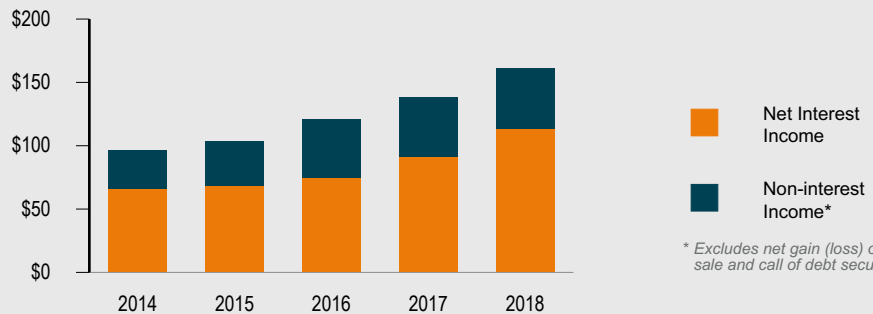
- \*Pittsburgh headquarters and Western Pennsylvania office
- Regional representative offices in Philadelphia; Cleveland; Edison, NJ and New York City

## DISTINCTIVE REVENUE MODEL

The company's distinctive revenue model is designed to deliver superior top-line expansion by pairing TriState Capital Bank and Chartwell Investment Partners, two fast-growing and diversified operating businesses with vastly different capital needs. TriState Capital Bank is growing lower-credit-risk, lower-yielding private banking channel loans at a faster rate, making lower-risk and floating-rate loans the primary driver of current growth in lending and net interest income. Significant non-interest income growth from Chartwell offsets lower yields and improves and diversifies TriState Capital's revenue mix, as reflected in the company's 30% contribution of non-interest income to total revenue in 2018.

## TOTAL REVENUE

In Millions



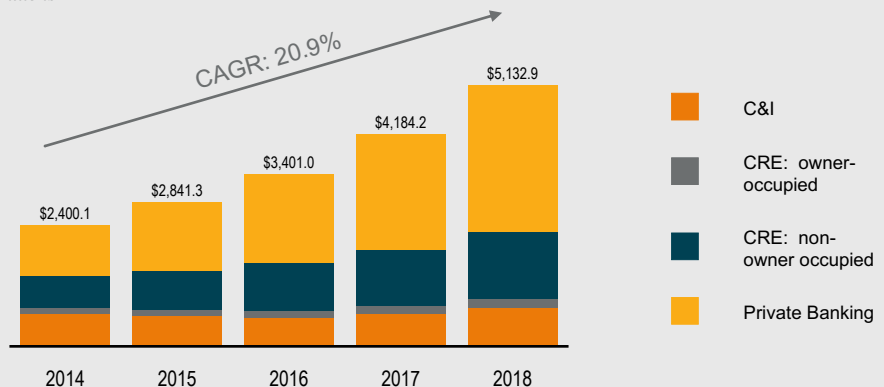
\* Excludes net gain (loss) on the sale and call of debt securities.

## EXCEPTIONAL LOAN PORTFOLIO

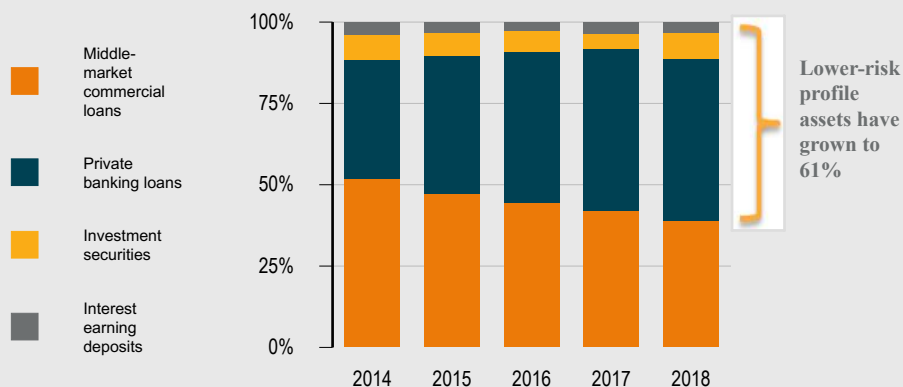
Well-balanced loan portfolio with 56% private banking, 15% commercial and industrial (C&I) and 29% commercial real estate (CRE). Historically the company's loan growth was driven by successful execution on commercial middle-market opportunities in its core markets. Recent and future growth is driven by the company's unique private banking niche, with 189 financial intermediary partners and low credit risk. The bank has never experienced a loss on a marketable-securities-backed loan, its fastest growing channel. Total loans grew 23% from December 31, 2017, led by private banking with 27% growth.

## LOAN GROWTH

In Millions



## INTEREST EARNING ASSETS



## PRUDENT RISK MANAGEMENT

Risk profile improved by growing proportion of private banking loans

Never experienced a loss on a marketable-securities-backed loan, the bank's fastest-growing channel

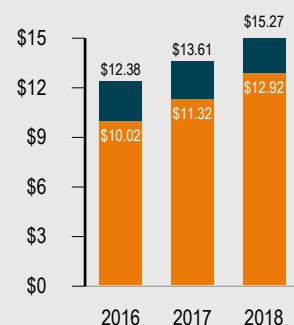
NPAs are 0.09% of total assets

Adverse-rated credits to total loans declined to 0.48% from 0.71% one year prior

## STRONG CAPITAL POSITION

- Lower regulatory capital required for much of TriState Capital's private banking channel lending under Basel III rules implemented January 1, 2015
- Profitability of the company's bank and investment management subsidiaries self-generates capital for TriState Capital
- Opportunistic repurchase of 2,014,910 shares for \$30.5 million since 4Q14 at an average cost of \$15.14 per share
- In October 2018, the Board approved additional share repurchases of up to \$5 million; under all authorizations \$2.2 million was remaining
- In March 2018, the Company raised net capital of \$38.5 million in an offering of non-cumulative perpetual preferred stock.

## BOOK VALUE / SHARE



\* Tangible book value / share\*

\* Non-GAAP based financial measure. Please refer to the calculations and management's reasons for using these measures in the Company's filings with the Securities and Exchange Commission, including its most recent Form 10-K and Form 10-Q.

## TRISTATE CAPITAL HOLDINGS

	Dec 31, 2018	Dec 31, 2017	Regulatory "Well Capitalized" Minimum
Total Risk-Based Capital Ratio	10.86%	11.72%	10%
Tier 1 Risk-Based Capital Ratio	10.58%	11.14%	8%
Common Equity Tier 1 Risk-Based Capital Ratio	9.64%	11.14%	6.5%
Tier 1 Leverage Ratio	7.28%	7.25%	5%

## PERFORMANCE VERSUS PEERS

	TriState Capital	\$5-\$10B Asset Bank Holding Companies <sup>3</sup>
Bank efficiency ratio <sup>1</sup>	53.09%	58.04%
Non-interest expense to average assets <sup>2</sup>	1.93%	2.64%

<sup>1</sup> Non-GAAP based financial measure. Please refer to the calculations and management's reasons for using this measures in the Company's filings with the Securities and Exchange Commission, including its most recent Form 10-K and Form 10-Q.

<sup>2</sup> Annualized.

<sup>3</sup> Peer data from SNL is for 3Q18.

## LEADERSHIP TEAM

**James F. Getz**  
Chairman, President, CEO & Founder

**David J. Demas**  
CFO

**Brian S. Fetterolf**  
CEO & President, TriState Capital Bank

**Timothy J. Riddle**  
CEO, Chartwell Investment Partners

## ANALYST COVERAGE

**Boenning & Scattergood**  
Matthew Schultheis

**D.A. Davidson & Co.**  
Russell Gunther

**Keefe, Bruyette & Woods, Inc.**  
Michael Perito

**Maxim Group**  
Michael Diana

**Raymond James**  
Daniel Cardenas

**Robert W. Baird & Co.**  
Bryce Rowe

**Stephens Inc.**  
Matt Olney

## INVESTOR RELATIONS CONTACTS

**Casteel Schoenborn**  
Jeff Schoenborn and Kate Croft  
888-609-8351  
TSC@csirfirm.com

## SELECTED FINANCIAL HIGHLIGHTS

*Dollars in millions, except per share data*

	2018	2017	2016
<b>Income Statement Data:</b>			
Net interest income	\$ 113.4	\$ 91.4	\$ 74.8
Non-interest income <sup>1</sup>	48.0	46.7	46.4
Non-interest expense	101.2	91.5	78.8
Pre-tax income	60.4	47.5	41.7
Net income available to common shareholders	52.3	38.0	28.6
<b>Per Common Share Data:</b>			
Earnings per diluted share	\$ 1.81	\$ 1.32	\$ 1.01
Book value	15.27	13.61	12.38
Tangible book value <sup>2</sup>	12.92	11.32	10.02
<b>Asset Quality:</b>			
Net charge-offs to average total loans	0.02%	0.10%	—%
Non-performing assets to total assets	0.09%	0.14%	0.56%
Allowance for loans losses to loans	0.26%	0.34%	0.55%
<b>Performance Ratios:</b>			
Bank efficiency ratio <sup>2</sup>	53.09%	57.39%	61.17%
Non-interest income to total revenue <sup>1</sup>	29.7%	33.8%	38.3%
Return on average assets	1.00%	0.89%	0.81%
Return on average common equity	12.57%	10.30%	8.48%

<sup>1</sup> Excludes net gain (loss) on the sale and call of debt securities.

<sup>2</sup> Non-GAAP based financial measures. Please refer to the calculations and management's reasons for using these measures in the Company's filings with the Securities and Exchange Commission, including its most recent Form 10-K and Form 10-Q.

## INVESTMENT PROFILE

*Market data as of January 31, 2019*

	TriState Capital Holdings, Inc. (TSC)	\$3-\$10B Asset Publicly Traded Commercial Banks
Closing Price	\$20.36	
52-Week High	\$30.10	
52-Week Low	\$18.20	
Common Shares Outstanding (millions)	29.3	
Float (millions)	24.4	
Market Cap (millions)	\$596	\$905
Price / Earnings (TTM)	11.2x	15.0x
Price / Book Value	1.3x	1.6x
Price / Tangible Book Value <sup>1</sup>	1.6x	2.0x
Average Daily Volume (3-month)	~157,000	~114,000
Institutional Ownership	~77%	~59%
Insider Ownership	~17%	~13%

<sup>1</sup> Non-GAAP based financial measure. Please refer to the calculations and management's reasons for using this measure in the Company's filings with the Securities and Exchange Commission, including its most recent Form 10-K and Form 10-Q.

The TriState Capital Holdings, Inc. "Investor Fact Sheet" may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve risks and uncertainties that could cause actual results to differ materially from the results discussed in these statements. These risks are detailed in the Company's latest form 10-Q and 10-K filed with the Securities and Exchange Commission.