

Private Banking / Middle-Market Commercial Banking / Investment Management

FACT SHEET // MARCH 31, 2019

AT MOST RECENT QUARTER END

Dollars in millions

ASSETS

\$6,344

LOANS

\$5,337

1-YEAR LOAN GROWTH

24%

DEPOSITS

\$5,338

1-YEAR DEPOSIT GROWTH

30%

CHARTWELL ASSETS UNDER MANAGEMENT (AUM)

\$9,732

1-YEAR EPS GROWTH

33%

COMPANY PROFILE

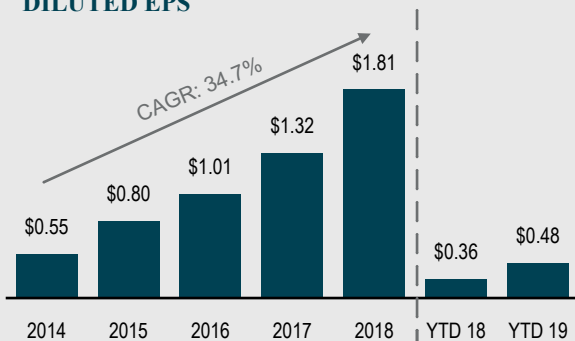
TriState Capital Holdings, Inc.'s (Nasdaq: TSC) record of profitability and exceptional growth is a product of its strong sales and credit culture, highly scalable business model and unique financial services distribution network. Its branchless TriState Capital Bank subsidiary serves middle-market commercial 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

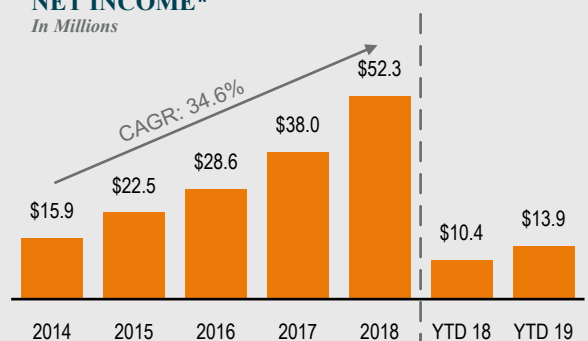
- Listed as one of Fortune Magazine's 100 Fastest-Growing Companies in 2018 & 2017 based on our three-year performance
- CAGR of 27% for pre-tax income, 35% for net income* and 35% for EPS from 2014 to 2018
- Pre-tax income, net income* and EPS growth for 1Q19 of 29%, 33% and 33%, respectively, from a year ago
- 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
- ~18% insider ownership
- Highly experienced board, management and bankers

DILUTED EPS



NET INCOME*

In Millions



* Net income available to common shareholders

30%

Contribution of non-interest income to total revenue in 1Q19.

\$2.6m

\$9.4m

The investment management business generated \$2.6 million in EBITDA from \$9.4 million in fee revenue in 1Q19.

PRIVATE BANKING - NATIONAL



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

MIDDLE-MARKET COMMERCIAL BANKING - MID-ATLANTIC



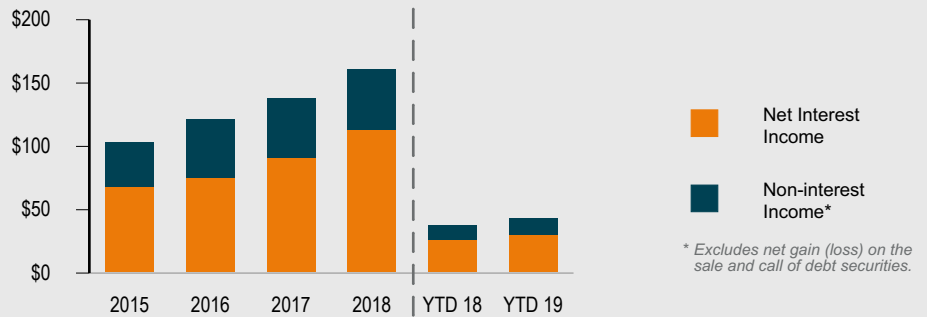
- * Pittsburgh headquarters and Western Pennsylvania office
- Regional representative offices in Philadelphia; Cleveland; Edison, NJ and New York City

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 1Q19.

TOTAL REVENUE

In Millions

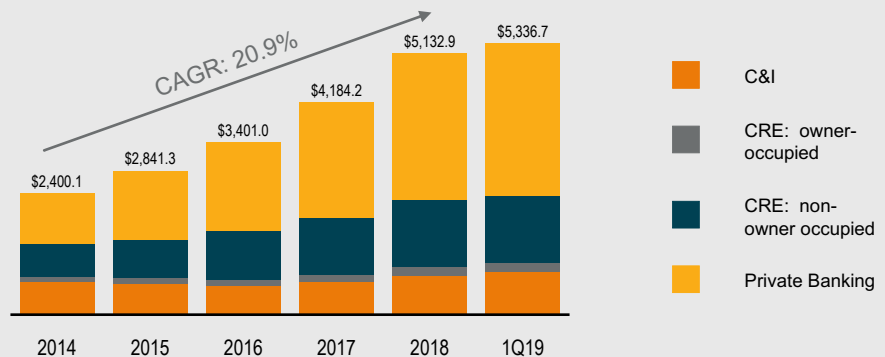


EXCEPTIONAL LOAN PORTFOLIO

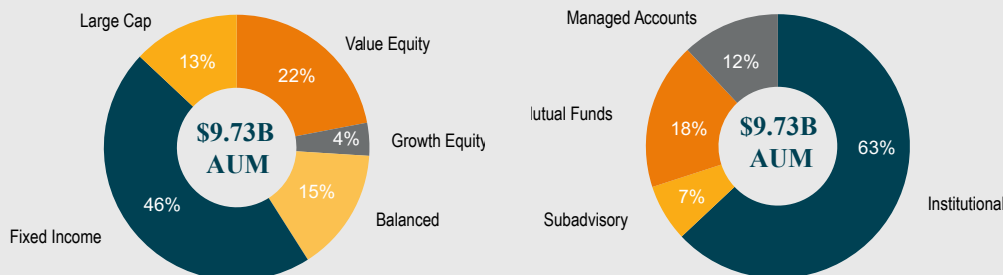
Well-balanced loan portfolio with 56% private banking, 16% commercial and industrial (C&I) and 28% commercial real estate (CRE). The bank has never experienced a loss on a marketable-securities-backed loan, its fastest growing channel. Total loans grew 24% from March 31, 2018, led by private banking with 27% growth.

LOAN GROWTH

In Millions



CHARTWELL ASSETS UNDER MANAGEMENT AT MARCH 31, 2019



INVESTMENT MANAGEMENT

AUM up 22% since TSC acquired Chartwell Investment Partners in 2014

Leveraging TSC's distribution network and expertise to grow Chartwell investment management fees

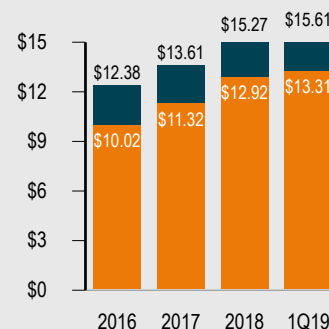
Offers strategies not easily replicated by passive products

8 strategies outperforming their benchmarks for 3 and 5 years, as of March 31, 2019

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 2,034,910 shares for \$30.9 million since 4Q14 at an average cost of \$15.21 per share
- In October 2018, the Board approved additional share repurchases of up to \$5 million; under all authorizations \$1.8 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



Orange: 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

	Mar 31, 2019	Dec 31, 2018	Regulatory "Well Capitalized" Minimum
Total Risk-Based Capital Ratio	11.26%	10.86%	10%
Tier 1 Risk-Based Capital Ratio	10.92%	10.58%	8%
Common Equity Tier 1 Risk-Based Capital Ratio	9.98%	9.64%	6.5%
Tier 1 Leverage Ratio	7.13%	7.28%	5%

PERFORMANCE VERSUS PEERS

	TriState Capital	\$5-\$10B Asset Bank Holding Companies ³
Bank efficiency ratio ¹	56.30%	60.69%
Non-interest expense to average assets ²	1.77%	2.65%

¹ 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.

² Annualized.

³ Peer data from SNL is for 4Q18.

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

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

	YTD 19	YTD 18	2018	2017
Income Statement Data:				
Net interest income	\$ 30.4	\$ 26.3	\$ 113.4	\$ 91.4
Non-interest income ¹	13.0	11.1	48.0	46.7
Non-interest expense	26.7	23.9	101.2	91.5
Pre-tax income	17.1	13.3	60.4	47.5
Net income available to common shareholders	13.9	10.4	52.3	38.0
Per Common Share Data:				
Earnings per diluted share	\$ 0.48	\$ 0.36	\$ 1.81	\$ 1.32
Book value	15.61	13.87	15.27	13.61
Tangible book value ²	13.31	11.63	12.92	11.32
Asset Quality:				
Net charge-offs (recoveries) to average total loans	(0.15)%	(0.02)%	0.02%	0.10%
Non-performing assets to total assets	0.16 %	0.12 %	0.09%	0.14%
Allowance for loans losses to loans	0.28 %	0.34 %	0.26%	0.34%
Performance Ratios:				
Bank efficiency ratio ²	56.30 %	54.48 %	53.09%	57.39%
Non-interest income to total revenue ¹	30.0 %	29.7 %	29.7%	33.8%
Return on average assets	0.92 %	0.89 %	1.00%	0.89%
Return on average common equity	12.50 %	10.65 %	12.57%	10.30%

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

² 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 April 25, 2019

	TriState Capital Holdings, Inc. (TSC)	\$3-\$10B Asset Publicly Traded Commercial Banks
Closing Price	\$23.22	
52-Week High	\$30.10	
52-Week Low	\$18.20	
Common Shares Outstanding (millions)	29.4	
Float (millions)	24.2	
Market Cap (millions)	\$682	\$897
Price / Earnings (TTM)	12.0x	15.3x
Price / Book Value	1.5x	1.6x
Price / Tangible Book Value ¹	1.7x	1.9x
Average Daily Volume (3-month)	~135,000	~96,000
Institutional Ownership	~73%	~58%
Insider Ownership	~18%	~12%

¹ 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.