

TRISTATE CAPITAL HOLDINGS, INC. (NASDAQ: TSC) FACT SHEET - JUNE 30, 2019

THREE BUSINESSES DRIVE DIFFERENTIATED GROWTH

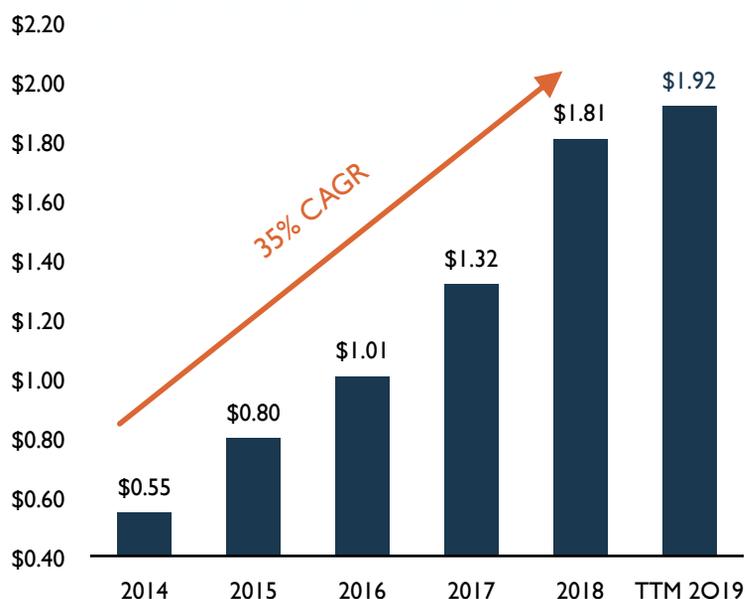
TriState Capital has consistently delivered profitable growth on the strength of its robust sales and credit culture, highly scalable business model and unique financial services distribution network. Three businesses drive the branchless bank holding company's differentiated growth trajectory.

1. TriState Capital Bank's private banking business serves high net worth (HNW) individuals nationwide, providing access to private banking loans that are over-collateralized, primarily by marketable securities.
2. TriState Capital Bank's commercial banking business serves middle-market customers in select regional markets, providing commercial real estate (CRE) and commercial & industrial (C&I) loans, along with equipment finance and sophisticated treasury management services.
3. Chartwell Investment Partners serves institutional and retail investment management clients nationwide, with fees providing significant income diversification for the company.

INVESTMENT HIGHLIGHTS

- CAGR of 27% for pre-tax income, 35% for net income available to common shareholders and 35% for EPS from 2014 to 2018
- Operating leverage driven by top-line revenue growth, exceptional client focus, scalable model and prudent expense management
- Superior revenue per full-time employee of \$627,000 is more than twice its peers¹
- 55.72% YTD bank efficiency ratio in line with mid-50s FY19 goal
- Asset sensitive and LIBOR-neutral balance sheet
- Well-balanced loan portfolio with 56% private banking, 16% C&I and 28% CRE
- Superior asset quality, with 0.04% non-performing loans to total loans at end of 2Q19
- Capital-light investment management business drives meaningful revenue diversity through non-interest income growth
- Private banking channel loan growth enhances the company's risk and capital profile
- History of deploying capital in accretive acquisitions while organically growing balance sheet

DOUBLE-DIGIT EPS GROWTH FOR 21 OF 25 QUARTERS



AS OF JUNE 30, 2019:

\$6.85B
ASSETS

\$5.66B
LOANS

28% private banking
YOY loan growth

20% commercial
YOY loan growth

30%
ORGANIC DEPOSIT
GROWTH YOY

\$9.49B
AUM

22%
investment management fee
contribution to total revenue (TTM)

12%
TOTAL REVENUE
GROWTH (TTM)

20%
GROWTH IN NET
INCOME AVAILABLE
TO COMMON
STAKEHOLDERS (TTM)

¹ Peer data for bank holding companies with \$5B-\$10B in MRQ assets. Analysis of net interest income plus non-interest income, annualized, divided by period-end FTE employees based on data from S&P Global Market Intelligence.

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PRIVATE BANKING

TriState Capital is the nation's leading provider of marketable securities backed loans through independent investment advisers.

- Provides private banking loans and related services to HNWI individuals, trusts and businesses through a national network of 201 financial intermediary firms that do not offer banking services themselves
- Broker-dealers, regional securities firms, RIAs, wealth managers, family offices and trust companies enable TriState Capital to offer its private banking loans through 50,000+ individual advisors
- TriState Capital's fastest-growing channel for lending
- Reduced risk weighting provides favorable regulatory capital treatment for these loans, enhancing the bank's capital efficiency
- Proprietary technology to monitor and manage collateral and digital lending platform enhances exceptional user experience for advisers and their clients
- TriState Capital has never experienced a credit loss on a marketable-securities-backed loan

PRIVATE BANKING LOANS ARE THE COMPANY'S FASTEST-GROWING LOAN CATEGORY



ENGINE FOR GROWTH: CAPITAL-LIGHT BUSINESSES

Private Banking



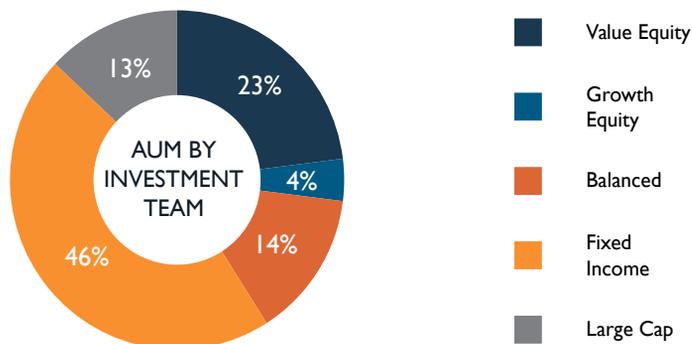
Investment Management



INVESTMENT MANAGEMENT

Beginning with the acquisition of Chartwell Investment Partners in 2014, the company has completed three asset manager transactions and intends to continue evaluating accretive deals to supplement organic growth, leveraging TriState Capital's distribution network and financial services expertise to build the business and diversify its mix of retail and institutional asset inflows. Chartwell has built a diverse fixed income and equity investment management platform to include mutual fund and retail distribution to compliment institutional client driven business.

- AUM of \$9.49B at 6/30/19 up 19% since acquisition in 2014
- Retail up to 27% of AUM in MRQ from 8% when Chartwell was acquired
- Investment management fees comprise 22% of total company revenue (TTM), supporting a 29% ratio of non-interest income to total revenue and contributing to the company's solid operating leverage
- Chartwell offers strategies not easily replicated by passive products



BALANCE SHEET STRENGTH

Commercial Banking



Organic growth



Traditional capital requirements

Relationship-driven liquidity and treasury management funding



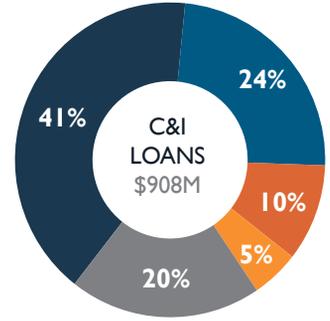
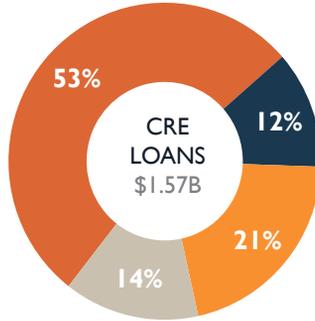
LIQUIDITY AND TREASURY MANAGEMENT GROWTH

In 2016, the company initiated strategic investments to build a treasury management deposit franchise. By 2018, capabilities to serve family offices and ultra-HNW clients were significantly enhanced.

- Dedicated team of liquidity and treasury management professionals serve clients nationwide
- Sophisticated and high touch service combined with transparent fee structures driving growth with existing clients and rapid expansion of new clients
- ~500 clients, including deposit-only clients with essential need for treasury management services

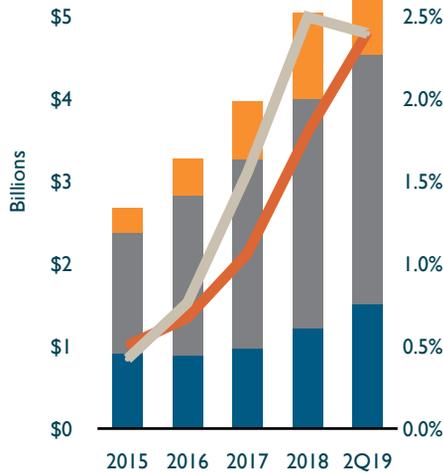
COMMERCIAL BANKING AND EQUIPMENT FINANCE

TriState Capital Bank continues to build on its historical strength in commercial middle-market banking, expanding both the number and depth of lending relationships in its four-state Mid-Atlantic footprint and liquidity management relationships nationwide. In-market regional presidents and relationship managers, with 25+ years' average experience, source and serve local clients through regional representative offices. Through high touch relationships and underwriting discipline, the bank has diversified its portfolio across industries, property type and geographies, with exceptional credit quality and consistently low annual credit costs.

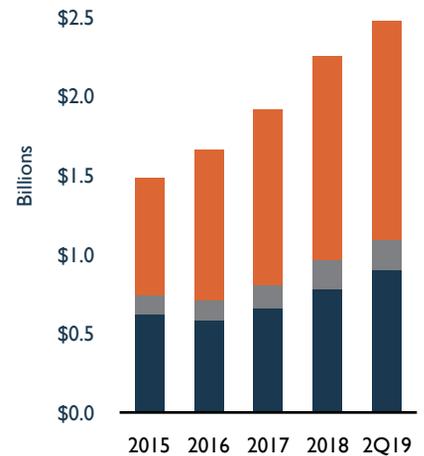


- Income-producing
- Owner-occupied
- Service
- Real estate
- Multifamily/apartment
- Construction/land
- Manufacturing
- Transportation
- All others

DIVERSE, HIGH-QUALITY DEPOSIT FRANCHISE



ORGANIC, IN-MARKET COMMERCIAL LOAN GROWTH



- I-Month LIBOR¹
- Average Cost of Deposits
- Certificates of Deposit
- Money Market Deposits
- Noninterest and Interest Checking
- C&I
- CRE: owner-occupied
- CRE: non-owner occupied

¹ 1-Month London Interbank Offered Rate (LIBOR), based on U.S. dollar, percent, daily, not seasonally adjusted

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2019 FINANCIAL PERFORMANCE GOALS



Grow pre-tax income at a double-digit pace of 15%–25%



Organically grow loans at a double-digit pace of 15%–25%



Grow treasury management deposit accounts by \$500 million



Surpass \$7B in bank assets



Deliver double-digit organic growth of Chartwell revenues
While continuing to evaluate investment management M&A



Surpass \$15B in AUM at Chartwell
Through a combination of organic and inorganic growth



Drive operating leverage through revenue growth and disciplined expense management
Maintaining bank efficiency ratio in the low 50s while limiting annual operating expense growth to a single-digit rate



Maintain strong credit quality metrics
Continuing to distinguish us by driving peer leading risk adjusted returns

STRONG CAPITAL MANAGEMENT

- Profitability of the company's bank and investment management subsidiaries self-generates capital for TriState Capital
- Deployed \$66M raised in 2013 IPO (last common equity raise) in three accretive investment management acquisitions¹ while organically growing balance sheet by >\$4B
- Raised net capital of \$1.6M in 2018-2019 offerings of non-cumulative perpetual preferred stock, providing additional Tier 1 capital for the holding company
- Repurchased 2.0M shares since 4Q14 for \$31.3M (~\$15.25 per share)

INVESTMENT PROFILE

Market data as of 7/19/2019

	TriState Capital Holdings (TSC)	\$3-\$10B Asset Publicly Traded Commercial Banks
Closing Price	\$19.91	
52-Week High	\$30.10	
52-Week Low	\$18.20	
Common Shares Outstanding (millions)	29.3	
Float (millions)	24.2	
Market Cap (millions)	\$584	\$867
Price / Earnings (TTM)	10.4x	14.7x
Price / Book Value	1.2x	1.5x
Price / Tangible Book Value²	1.4x	1.8x
Average Daily Volume (3-month)	~99,000	~92,000
Institutional Ownership	~74%	~58%
Insider Ownership	~18%	~12%

¹ Chartwell acquisition closed 3/5/2014, TKG acquisition closed 4/29/2016, and Columbia acquisition closed 4/6/2018.

² 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.

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

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Forward looking statements:

This presentation may contain "forward-looking" statements. Such forward-looking statements are subject to risks that could cause actual results or outcomes to differ materially from those currently anticipated. TriState Capital has no duty to, and does not intend to, update or revise forward-looking statements after the date on which they are made. For further information about the factors that could affect TriState Capital's future results, please see the company's most recent annual and quarterly reports filed on Form 10-K and Form 10-Q.

Non-GAAP measures:

To the extent non-GAAP financial measures are presented herein, comparable GAAP measures and reconciliations can be found in TriState Capital's most recent quarterly financial results news release.