

FACT SHEET // DECEMBER 31, 2017

AT MOST RECENT QUARTER END

Dollars in millions

ASSETS
\$4,778

LOANS
\$4,184

1-YEAR LOAN GROWTH
23%

DEPOSITS
\$3,988

1-YEAR DEPOSIT GROWTH
21%

CHARTWELL ASSETS UNDER MANAGEMENT (AUM)
\$8,309

1-YEAR EPS GROWTH
31%

COMPANY PROFILE

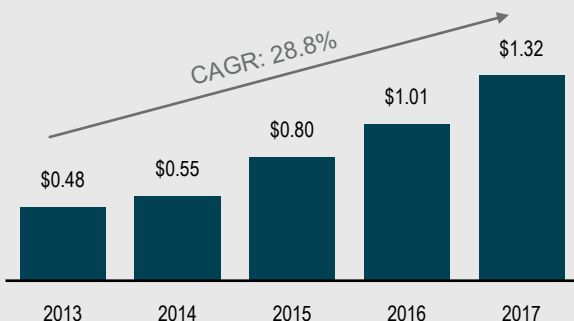
TriState Capital Holdings, Inc.'s (NASDAQ: TSC) record of profitability and exceptional growth is a product of its strong sales and credit culture, highly scalable business model and unique financial services distribution network. Its branchless TriState Capital Bank subsidiary serves middle-market commercial 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, combining to represent ~50% of total revenue.

INVESTMENT HIGHLIGHTS

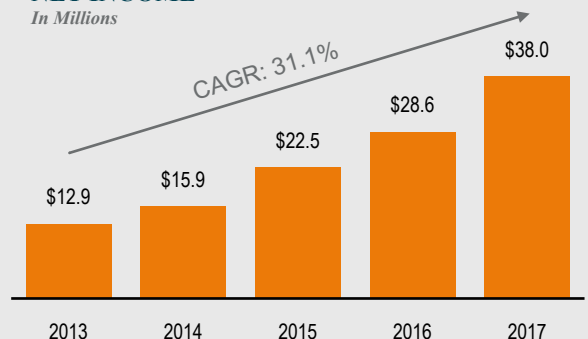
- Listed as one of Fortune Magazine's 100 Fastest-Growing Companies in 2017 based on our three-year performance
- CAGR of 31% for net income and 29% for diluted EPS from 2013 to 2017
- Net income and EPS growth in 2017 of 33% and 31%, respectively
- Branchless bank delivering exceptional loan and deposit 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
- ~24% insider ownership
- Asset sensitive bank
- Highly experienced board, management and team

DILUTED EPS



NET INCOME

In Millions



34%

Contribution of non-interest income to total revenue in 2017, well above the average of 28% for bank holding companies with assets of \$3-\$5 billion.

\$7.4m

\$37.1m

The investment management business generated \$7.4 million in EBITDA from \$37.1 million in fee revenue in 2017.

PRIVATE BANKING - NATIONAL



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

MIDDLE-MARKET COMMERCIAL BANKING - MID-ATLANTIC



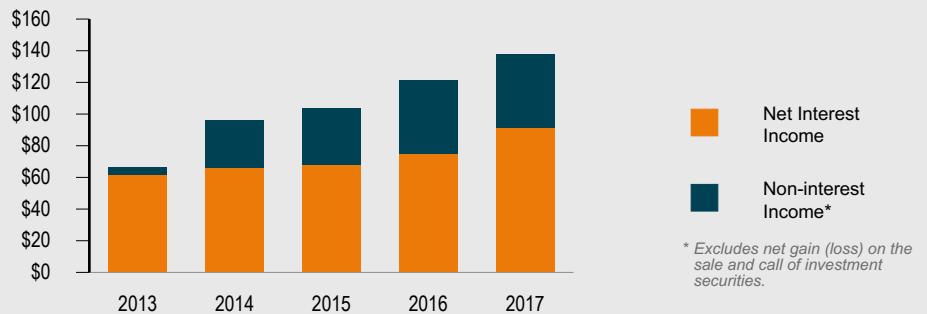
- * Pittsburgh headquarters and Western Pennsylvania office
- Regional representative offices in Philadelphia; Cleveland; Edison, NJ and New York City

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 34% contribution of non-interest income to total revenue in 2017, well above the average for bank holding companies with assets of \$3-\$5 billion. The investment management business and the private banking channel currently contribute ~50% of total revenue.

TOTAL REVENUE

In Millions

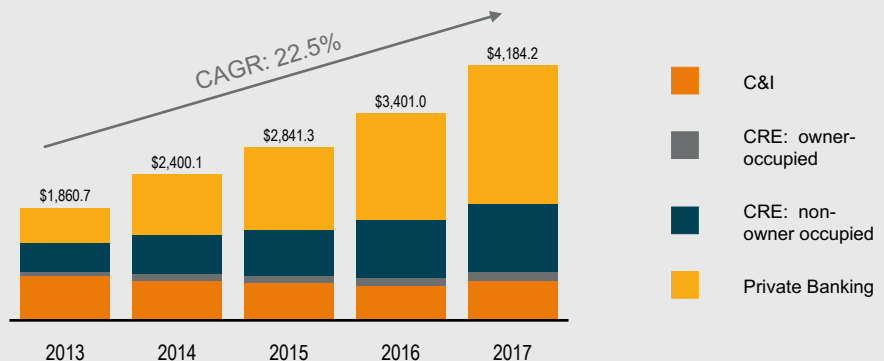


EXCEPTIONAL LOAN PORTFOLIO

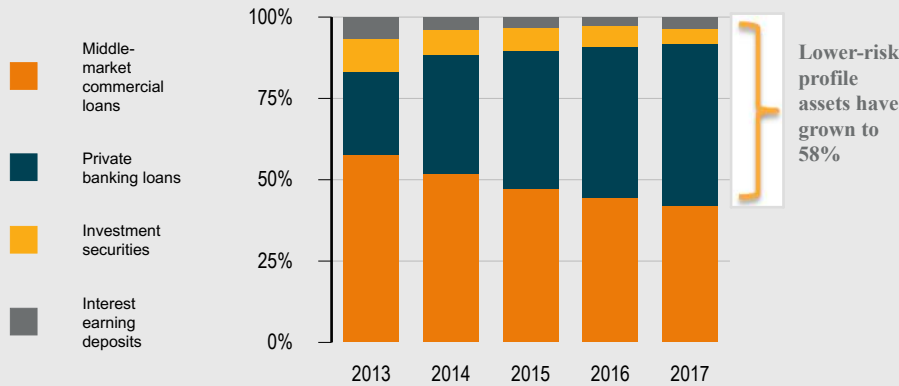
Well-balanced loan portfolio with 54% private banking, 16% commercial and industrial (C&I) and 30% commercial real estate (CRE). Historically the company's loan growth was driven by successful execution on commercial middle-market opportunities in its core markets. Recent and future loan growth is driven by the company's unique private banking niche, with 165 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, 2016, led by private banking with 31% 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

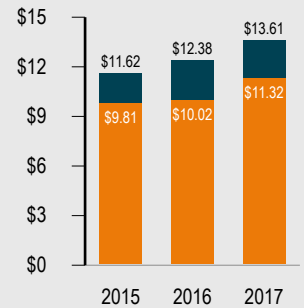
NPAs are 0.14% of total assets

Adverse-rated credits to total loans declined to 0.71% from 1.25% 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 1,751,370 shares for \$23.7 million since 4Q14 at an average cost of \$13.53 per share
- In January 2018, the Board approved additional share repurchases of up to \$5 million, which may be made at the discretion of management from time to time in the open market or through negotiated transactions.

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, 2017	Dec 31, 2016	Regulatory "Well Capitalized" Minimum
Total Risk-Based Capital Ratio	11.72%	12.66%	10%
Tier 1 Risk-Based Capital Ratio	11.14%	11.49%	8%
Common Equity Tier 1 Risk-Based Capital Ratio	11.14%	11.49%	6.5%
Tier 1 Leverage Ratio	7.25%	7.90%	5%

PERFORMANCE VERSUS PEERS

	TriState Capital	\$3-\$5B Asset Bank Holding Companies ³
Bank efficiency ratio ¹	57.39%	61.18%
Non-interest expense to average assets ²	2.15%	2.86%

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 is for 3Q17.

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

Stevens 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

	2017	2016	2015
Income Statement Data:			
Net interest income	\$ 91.4	\$ 74.8	\$ 68.0
Non-interest income ¹	46.7	46.4	35.5
Non-interest expense	91.5	78.8	70.0
Net income	38.0	28.6	22.5
Per Share Data:			
Earnings per diluted share	\$ 1.32	\$ 1.01	\$ 0.80
Book value	13.61	12.38	11.62
Tangible book value ²	11.32	10.02	9.81
Asset Quality:			
Net charge-offs to average total loans	0.10%	—%	0.09%
Non-performing assets to total assets	0.14%	0.56%	0.56%
Allowance for loans losses to loans	0.34%	0.55%	0.63%
Performance Ratios:			
Bank efficiency ratio ²	57.39%	61.17%	62.30%
Non-interest income to total revenue ¹	33.8%	38.3%	34.3%
Return on average assets	0.89%	0.81%	0.74%
Return on average equity	10.30%	8.48%	7.13%

¹ Excludes net gain on the sale and call of investment 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 January 31, 2018

	TriState Capital Holdings, Inc.	\$3-\$10B Asset Publicly Traded Commercial Banks
Closing Price	\$24.05	
52-Week High	\$26.30	
52-Week Low	\$20.30	
Shares Outstanding (millions)	28.9	
Float (millions)	21.9	
Market Cap (millions)	\$695	\$1,136
Price / Earnings (TTM)	18.2x	22.9x
Price / Book Value	1.8x	1.9x
Price / Tangible Book Value ¹	2.1x	2.4x
Average Daily Volume (3-month)	~84,000	~122,000
Institutional Ownership	~62%	~60%
Insider Ownership	~24%	~10%

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.