



# INVESTOR PRESENTATION

TRISTATE CAPITAL HOLDINGS, INC.  
*(NASDAQ:TSC)*

First quarter ended March 31, 2020

# IMPORTANT INFORMATION

About this presentation

**Financial information and data:** Unless noted otherwise herein, income statement data is for the trailing twelve-months ended March 31, 2020, compared to the same TTM period the year prior; and balance sheet data is as of March 31, 2020, compared to one year prior.

**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.

# THREE BUSINESSES DRIVE DIFFERENTIATED GROWTH

Uncorrelated, but highly complementary, businesses serving sophisticated clients

## Private Banking



Organic growth



Low capital requirements

Integrated funding through liquidity management for family offices and financial institutions



## Investment Management



Organic & acquisitive growth



Low capital requirements



## Commercial Banking



Organic growth



Traditional capital requirements

Relationship-driven funding through treasury management and business owner liquidity solutions



# RECORD OF GROWTH

Illustrates the strength and effectiveness of consistently executed strategy

## Among Fortune's 100 Fastest-Growing Companies

Ranked by Fortune<sup>1</sup> in 2019 for 3<sup>rd</sup> consecutive year based on:

- Growth in EPS
- Revenue growth
- Total return

on a three-year annualized basis

LTM or Period End	Growth from One Year Prior		Growth from Three Years Prior	
	TSC	Peers <sup>2</sup>	TSC	Peers <sup>2</sup>
<b>Non-interest income</b>	5%	5%	7%	6%
<b>Net-interest income</b>	12%	7%	70%	2%
<b>Revenue<sup>3</sup></b>	10%	7%	46%	3%
<b>Deposits</b>	46%	12%	135%	1%
<b>Loans</b>	30%	12%	97%	4%

<sup>1</sup> The September 2019 issue of Fortune reported that it ranks the 100 Fastest-Growing Companies listed on major U.S. stock exchanges by "revenue growth rate, EPS growth rate, and total return for the period ended June 29, 2019 on a three-year annualized. (To compute the revenue and EPS growth rates, Fortune uses a trailing-four-quarters log linear least square regression fit.)"

<sup>2</sup> Commercial bank holding companies with \$5B-\$10B in assets, at or as of the end of MRQ, based on data from S&P Global Market Intelligence.

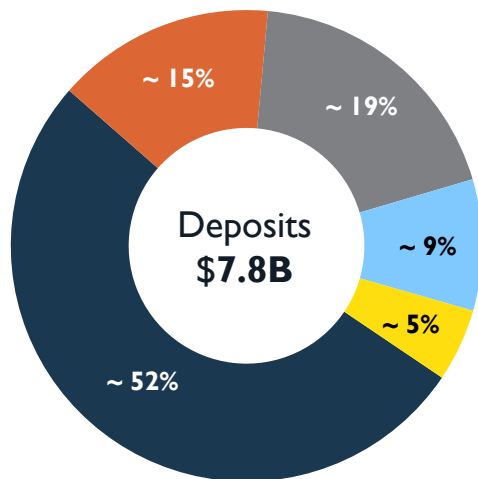
<sup>3</sup> Revenue, which is not calculated in accordance with GAAP, is a financial measure that TriState Capital has consistently utilized to provide a greater understanding of its significant fee-generating businesses.

# FLEXIBLE BALANCE SHEET

Enables active management of interest rate risk in changing markets

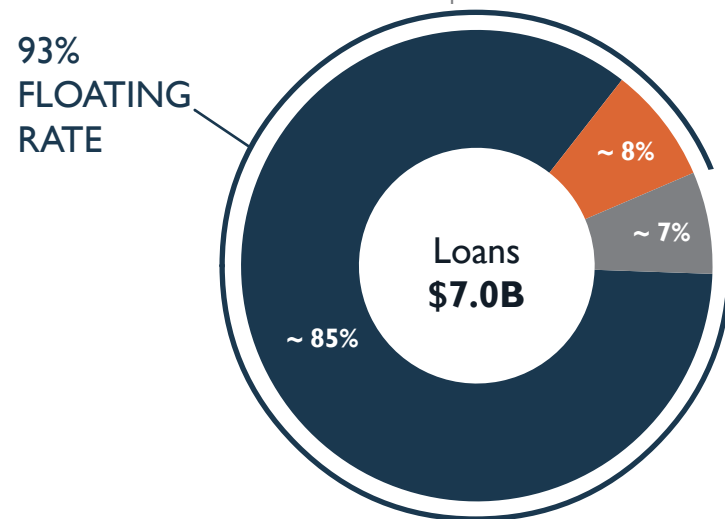
## Agile liability pricing

Majority of funding through variable rate deposits



## Disciplined loan repricing

Interest rate floors in place for ~50% of loans



- Linked to EFF\* or other benchmark
- Rates set at bank discretion
- Fixed-rate CDs
- Other fixed-rate term
- Non-interest bearing

- Indexed to 30-Day LIBOR
- Indexed to Prime or Other
- Fixed-rate

\* Effective Funds Rate

# CREDIT RISK PROFILE

Intentional result of differentiated model and investments in talent and tech

## Private banking loans collateralized by marketable securities

Collateral monitored and priced daily by TSC experts and tech

Marketable equity and fixed-income collateral

Favorable regulatory capital treatment

Capital efficiency enhanced by lower risk weighting than commercial lending

Minimal reserve levels under both incurred loss method accounting standard, applied to date, and CECL

History of **zero losses** since inception

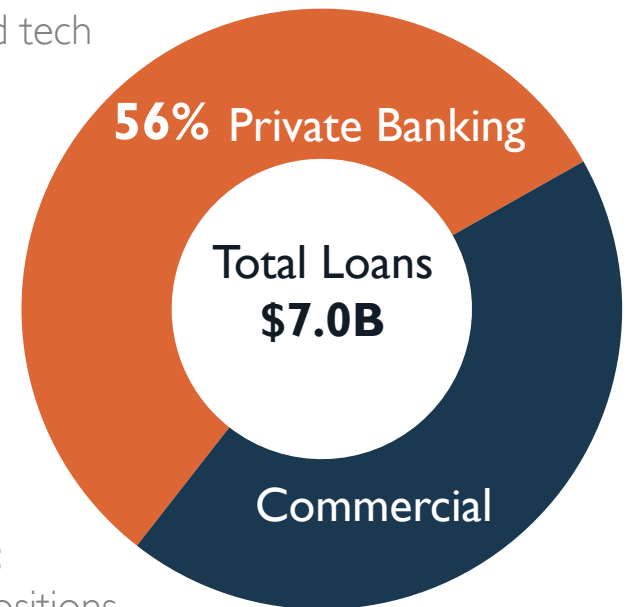
## Commercial and private banking credit management

Highly experienced talent in career portfolio managers positions

Expert teams dedicated to managing credit risk of commercial and private banking loans

Stringent executive loan approval process

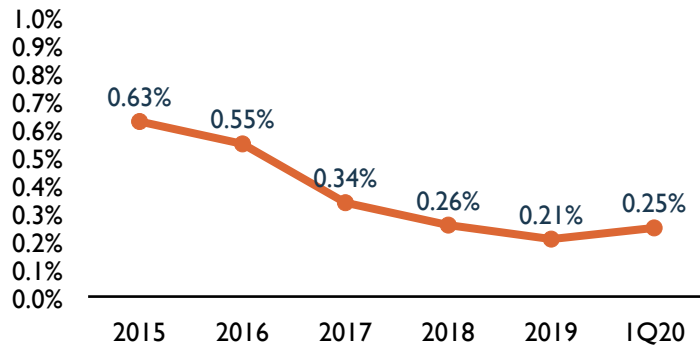
Commercial focus on the highest-quality borrowers with proven track records is enabled by pricing flexibility afforded through low all-in cost funding mechanism



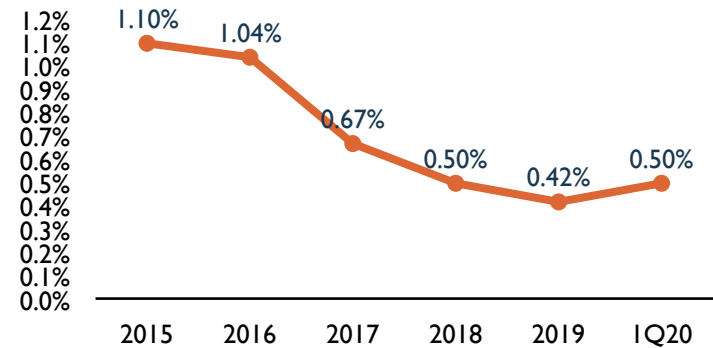
# SUPERIOR CREDIT QUALITY

Designed to maintain low annual credit costs relative to peers

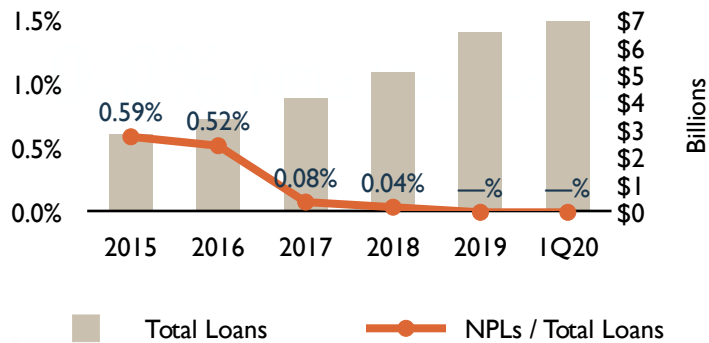
ALLOWANCE / TOTAL LOANS



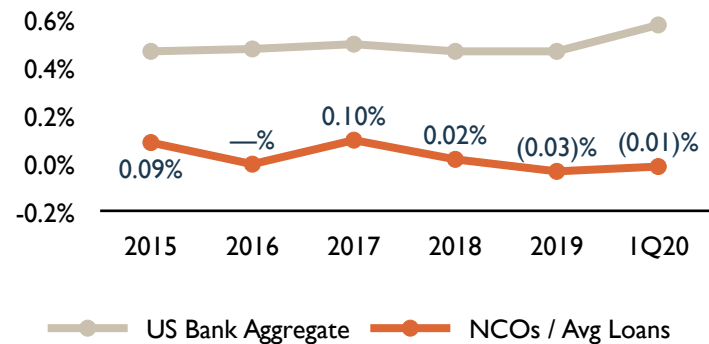
COMMERCIAL ALLOWANCE / COMMERCIAL LOANS



NPLs / TOTAL LOANS



NCOs / AVERAGE LOANS



# OPERATING LEVERAGE

Driven by revenue growth, scalable model and prudent expense management



Unique branchless model

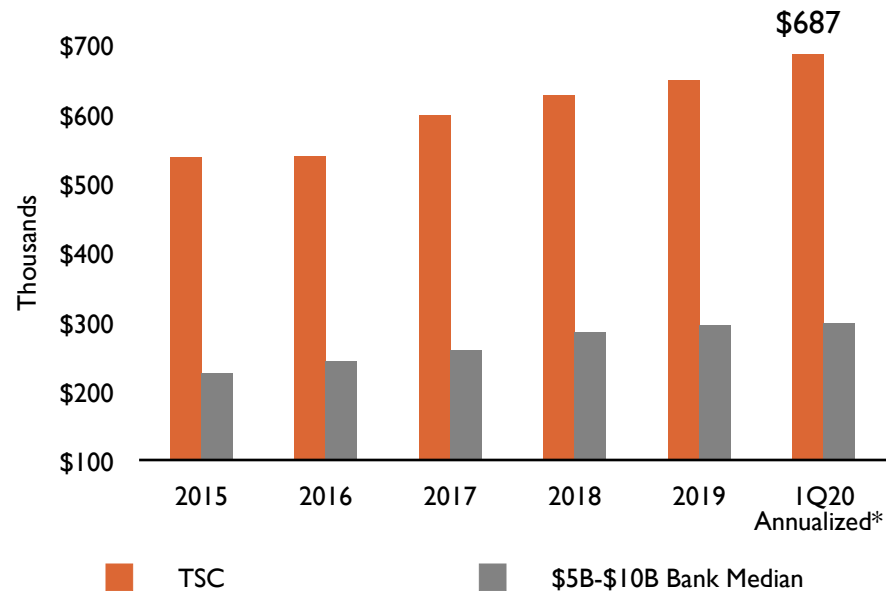


51.86% bank efficiency ratio  
YTD, compared to 56.30% in prior year period



1.59% non-interest expense / av. assets  
LTM, compared to 2.58% for the median peer

SUPERIOR REVENUE / EMPLOYEE



<sup>1</sup> Peer data for bank holding companies with \$5B-\$10B in assets for MRQ. 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.

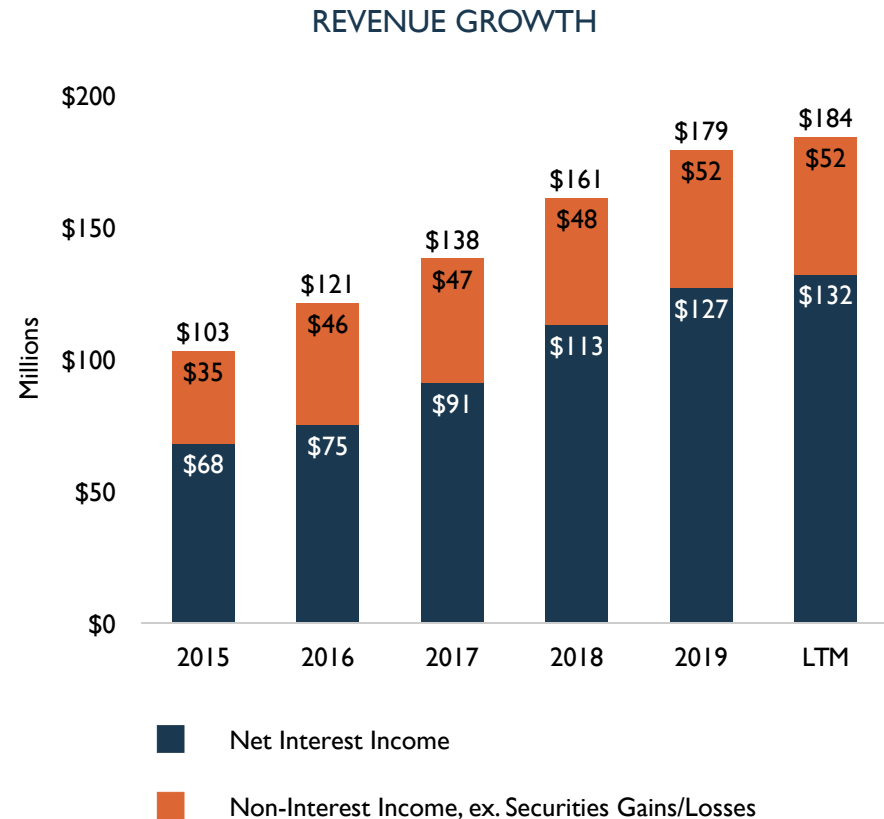


# REVENUE GROWTH

Organic loan growth drives net interest income at rates outpacing margin compression

Uncorrelated, but complementary, revenue streams enable robust organic growth complemented by strategic investment management acquisitions

**10%** Annual revenue growth over LTM



Revenue, a non-GAAP financial metric is a measure that TriState Capital has consistently utilized to provide a greater understanding of its significant fee-generating businesses, is the sum of net interest income and non-interest income, excluding net gains on the sale of debt securities.

# NON-INTEREST INCOME ENGINE

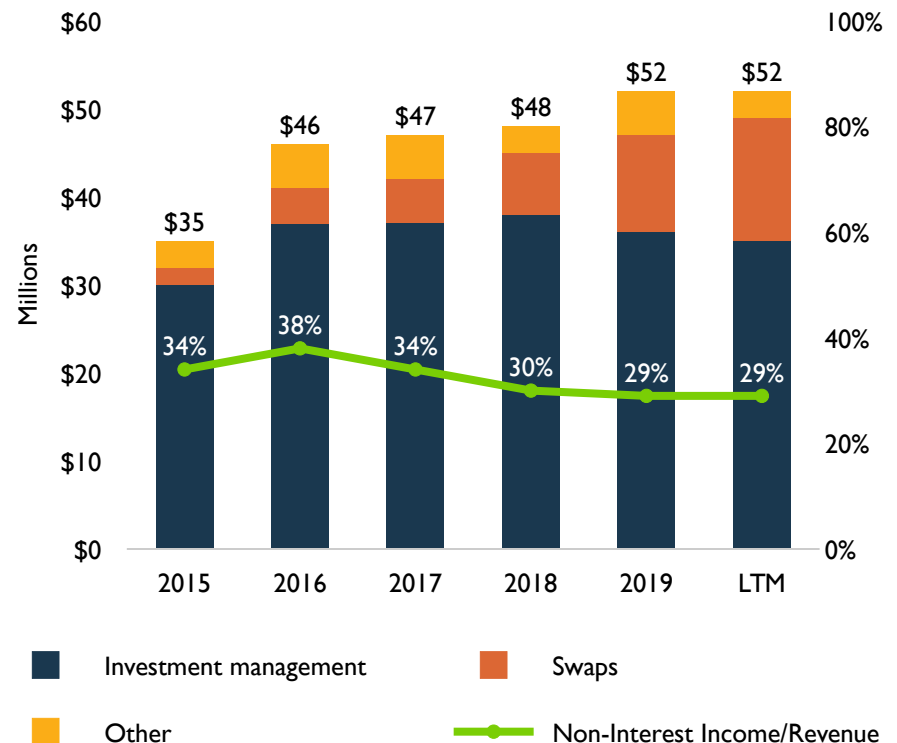
Chartwell contributes significant investment management fee income

Countercyclical fees provided by back-to-back, loan-level interest rate swap offering for clients

**No regulatory capital** required to generate fees making meaningful top-line contribution

**29%** of LTM Revenue from Non-Interest Income

NON-INTEREST INCOME



Revenue, a non-GAAP financial metric is a measure that TriState Capital has consistently utilized to provide a greater understanding of its significant fee-generating businesses, is the sum of net interest income and non-interest income, excluding net gains on the sale of debt securities.

# ADVISOR SOLUTIONS

Continually innovating to be leading, trusted and essential partner

Responding to advisors' focus on creating a holistic experience and enhanced value proposition for their clients by:

- **Complementing** advisors' capabilities with unique and essential products and services which can be integrated into their environments
- **Customizing** technology, including digital lending platform, and in-person delivery to meet their needs and clients' expectations
- **Optimizing** risk management and monitoring through smart and scalable proprietary collateral monitoring system
- **Respecting** their relationships by supporting, and not competing with, them



# PRIVATE BANKING

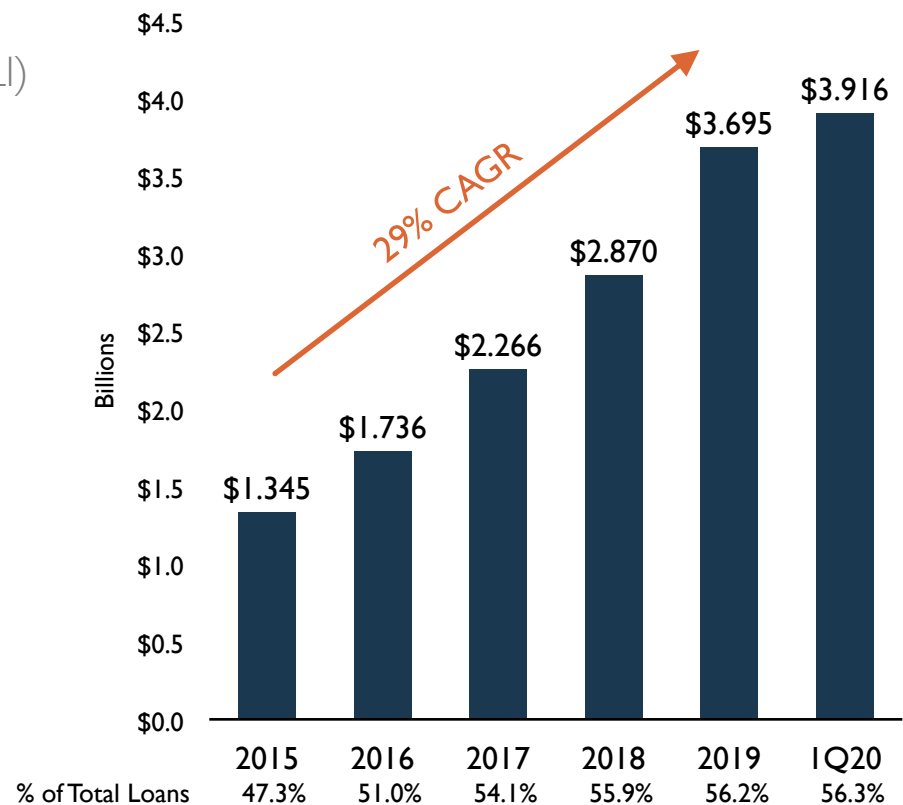
TSC's fastest growing category of lending aimed at assisting financial advisors of all types provide enhanced value to their clients

Loans over-collateralized by marketable securities or cash value life insurance (CVLI) policies from select, top-rated issuers

- No loss history

Marketable securities collateral consist of liquid and primarily well-diversified portfolios

PRIVATE BANKING LOANS



# PRIVATE BANKING THE OPPORTUNITY

Marketed exclusively through advisors with whom the bank will not compete

Leading and trusted partner offering unique and essential products, services and technology to help advisors create holistic experiences and enhanced value proposition for their clients

Deep relationships with **219** broker-dealers, regional securities firms, RIAs, family offices and trust companies that do not offer banking services themselves

These platforms enhance TSC's network of **60,000+** independent financial advisors, trust officers and family office executives seeking to add value for their clients



High net worth  
individuals, trusts and  
businesses



Loans to HNW  
individuals used for  
any purpose (except to  
purchase securities)

**<40%**

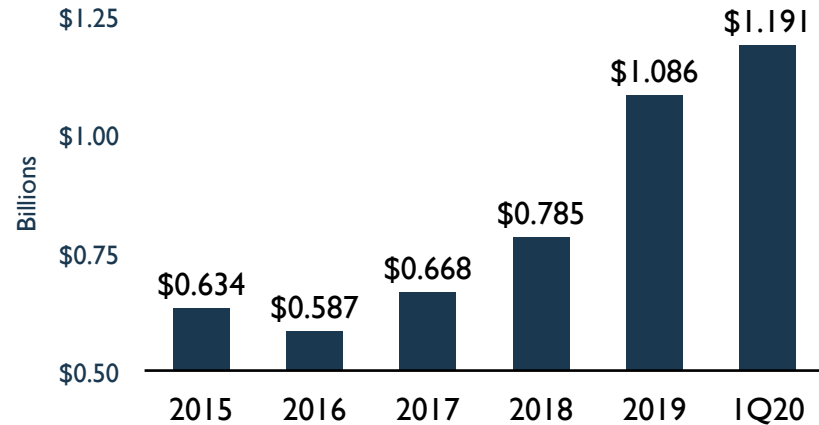
Median LTV  
of these  
outstanding loans

# MIDDLE-MARKET COMMERCIAL LENDING

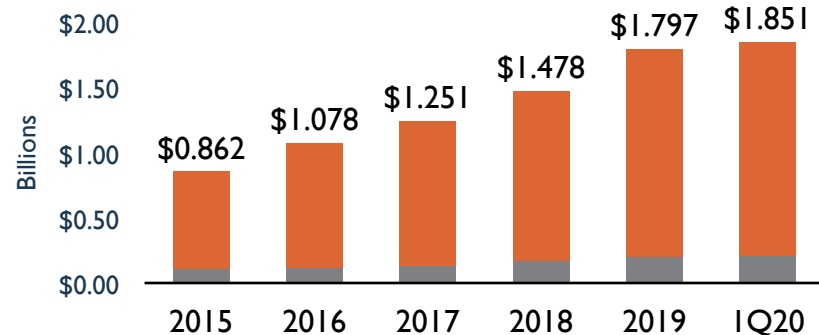
Regional, in-market lender

**29%** organic commercial loan growth YOY

COMMERCIAL & INDUSTRIAL



COMMERCIAL REAL ESTATE

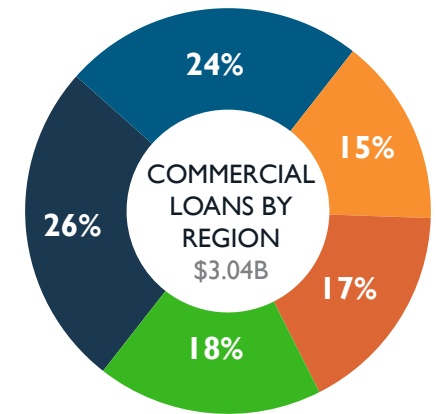
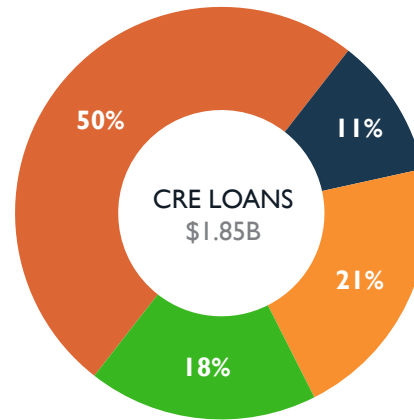
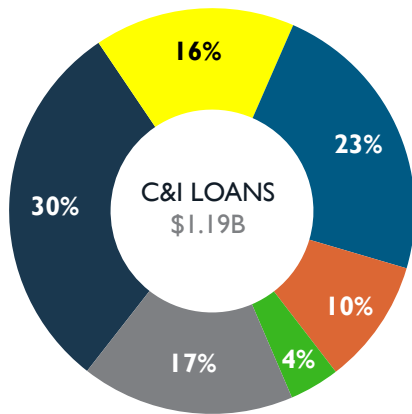


■ CRE: owner-occupied    ■ CRE: non-owner occupied

# MIDDLE-MARKET COMMERCIAL BANKING

In-market relationships and diversified across industries, property type and geographies

Highly experienced in-market regional presidents and relationship managers, with 20+ years average experience, source and serve local clients through our Mid-Atlantic representative offices



- |                       |               |                       |                   |            |            |
|-----------------------|---------------|-----------------------|-------------------|------------|------------|
| Finance & Insurance   | Service       | Income-producing      | Owner-occupied    | Western PA | Eastern PA |
| Real Estate & Leasing | Manufacturing | Multifamily/apartment | Construction/land | Ohio       | New Jersey |
| Transportation        | All others    |                       |                   | New York   |            |

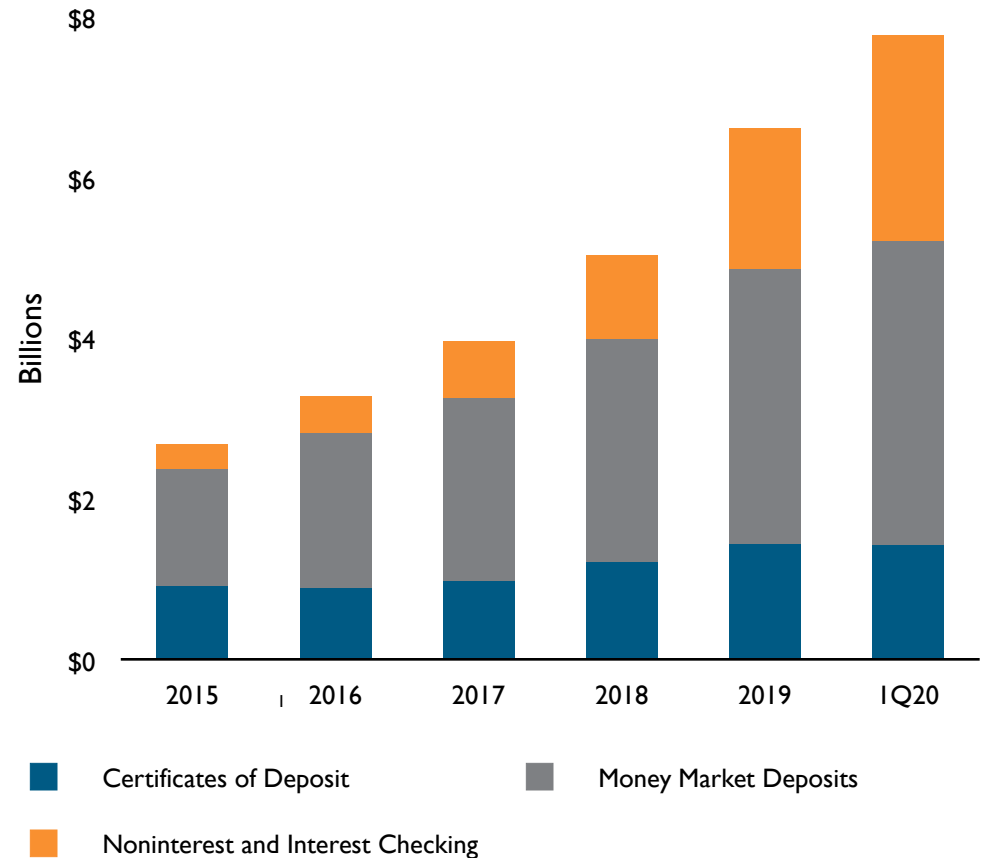
# ORGANIC DEPOSIT GROWTH

World class financial institutions and national deposit team

Treasury management capabilities and team enhanced in 2016

Enhanced capabilities to serve family offices and ultra high net worth clients in 2018

DIVERSE AND HIGH-QUALITY DEPOSIT FRANCHISE



**46%** Organic growth over LTM

Balances at period end



# TREASURY MANAGEMENT A STRATEGIC PRIORITY

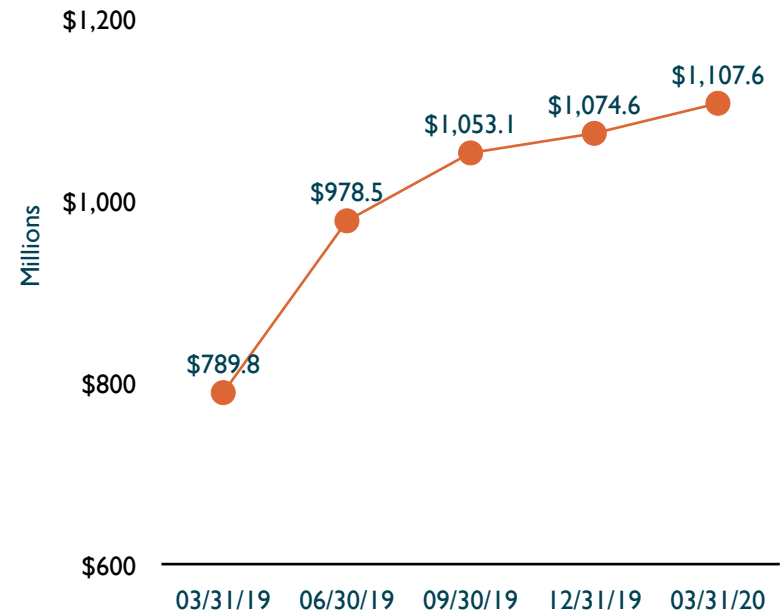
Investments in best-in-class technology and talent beginning in 2016 are paying off for our clients and our business

Treasury management deposits are up approximately **40%** year-over-year

**13** dedicated professionals across regional footprint

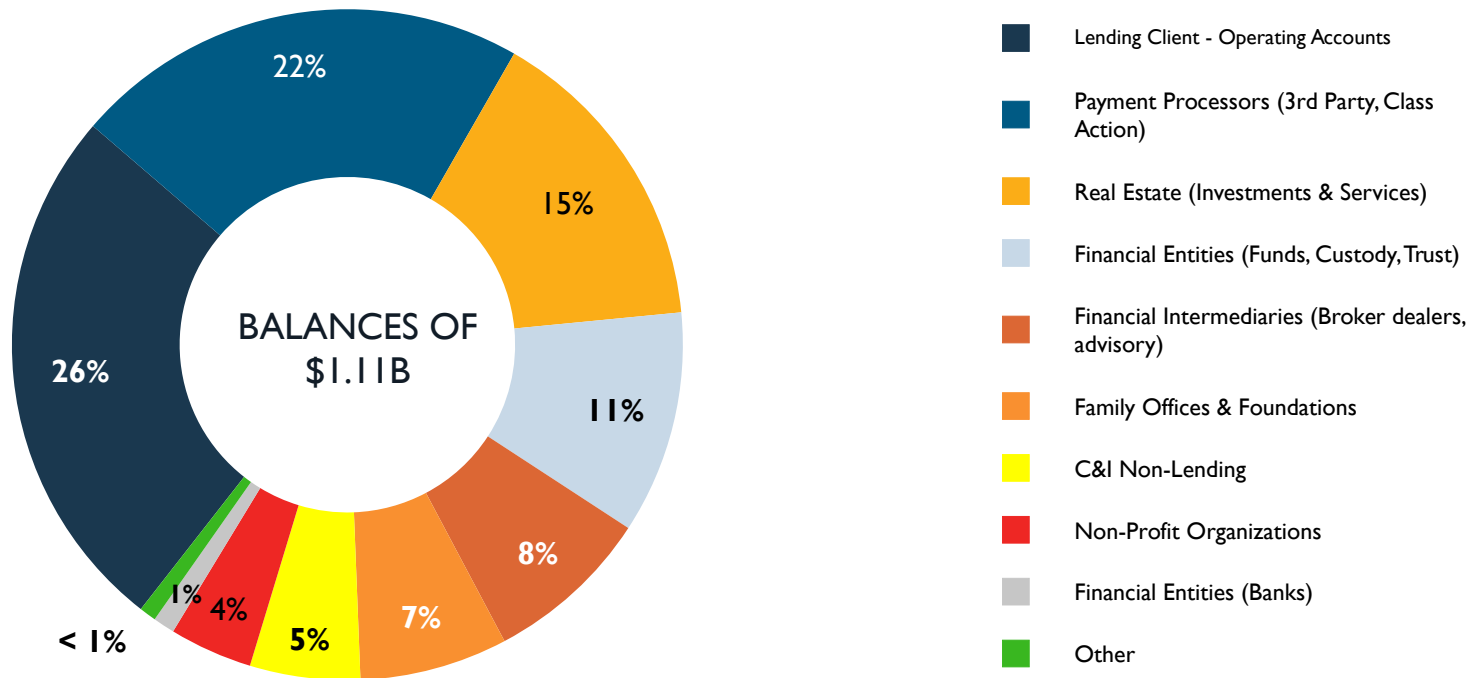
More than **400** clients and growing, including deposit-only clients with essential need for treasury management services

TREASURY MANAGEMENT DEPOSIT ACCOUNTS



# TREASURY MANAGEMENT DEPOSITS

Sophisticated and high touch service combined with transparent fee structures driving growth with existing clients and rapid expansion of new clients



# CHARTWELL INVESTMENT PARTNERS

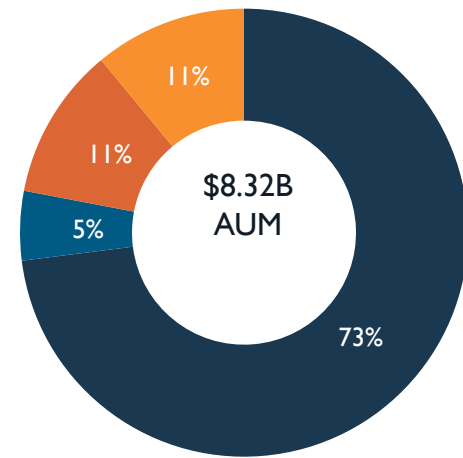
Investment management fees provide significant income diversification

Generating almost **20%** of total revenue and over **65%** of noninterest income<sup>1</sup>

Financial services **distribution** capability systematically allows clients of both Chartwell and TriState Capital Bank to access a full range of investment management and banking services

Enhancing institutional inflows while maintaining strong retail momentum

- Retail up to **22%** in MRQ from **8%** when Chartwell was acquired in 2014

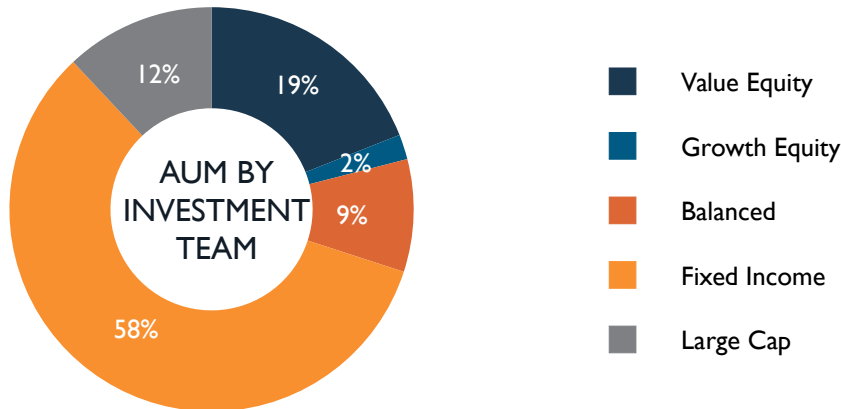


<sup>1</sup> TTM data. Revenue, which is not calculated in accordance with GAAP, is a financial measure that TriState Capital has consistently utilized to provide a greater understanding of its significant fee-generating businesses.

# INVESTMENT PERFORMANCE

Chartwell's active strategies not easily replicated by passive products

Strong investment performance contributed to positive net inflows of **\$57M** in 1Q20 and new-business pipeline commitments of **>\$200M** from institutional investors by mid-April 2020



**6** strategies **outperforming** respective benchmarks for 1, 3 and 5 years

- Small Cap Value
- Mid Cap Value
- Smid Cap Value
- Dividend Value
- Covered Call
- Short Duration BB-Rated High Yield Fixed Income

- Large Cap Growth
- Small Cap Growth
- Berwyn Income Fund
- Short Duration High Grade Corporate
- Intermediate High Grade Fixed Income
- Core High Grade Fixed Income
- Core Plus Fixed Income
- High Yield Fixed Income

# CAPITAL AND INVESTMENT PROFILE

History of deploying capital in accretive acquisitions while organically growing balance sheet

**Deployed \$66M** raised in 2013 IPO (last common equity raise) in three accretive investment management acquisitions<sup>1</sup> while organically growing bank's balance sheet by more than \$4B

**Non-cumulative perpetual preferred** stock offerings in 2018-2019 raised net capital of **\$116M**, providing additional Tier I capital for the holding company

**Repurchased 2.1M** shares since 4Q14 for \$32.9M (~\$15.39 per share)

## Investment Profile<sup>2</sup>

Closing Price	\$ 12.91
52-Week High	\$ 26.43
52-Week Low	\$ 7.59
Common Shares Outstanding	29.8M
Float	27.3M
Average Daily Volume (3 mos.)	~286,000
Insider Ownership	~8%

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

<sup>2</sup> Market data as of April 21, 2020.

# APPENDIX

# KEY PERFORMANCE RATIOS

(Dollars in thousands)	As of and For the Three Months Ended					As of and For the Years Ended	
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2019	December 31, 2018
<b>Performance ratios:</b>							
Return on average assets <sup>(1)</sup>	0.65 %	0.78%	0.94%	0.91%	0.97 %	0.89 %	1.04%
Return on average common equity <sup>(2)</sup>	8.59 %	10.07%	11.82%	11.63%	12.50 %	11.47 %	12.57%
Net interest margin	1.84 %	1.84%	1.94%	2.03%	2.10 %	1.97 %	2.26%
Total revenue	\$ 48,181	\$ 46,487	\$ 46,353	\$ 43,170	\$ 43,413	\$ 179,423	\$ 161,391
Pre-tax, pre-provision net revenue	\$ 19,037	\$ 16,368	\$ 18,580	\$ 15,585	\$ 16,741	\$ 67,274	\$ 60,234
Bank efficiency ratio	51.86 %	56.03%	50.70%	55.16%	56.30 %	54.49 %	53.09%
Non-interest expense to average assets	1.47 %	1.60%	1.59%	1.71%	1.77 %	1.66 %	1.93%
<b>Asset quality:</b>							
Non-performing loans	\$ 184	\$ 184	\$ 184	\$ 2,189	\$ 7,329	\$ 184	\$ 2,237
Non-performing assets	\$ 4,434	\$ 4,434	\$ 4,434	\$ 5,213	\$ 10,453	\$ 4,434	\$ 5,661
Other real estate owned	\$ 4,250	\$ 4,250	\$ 4,250	\$ 3,024	\$ 3,124	\$ 4,250	\$ 3,424
Non-performing assets to total assets	0.05 %	0.06%	0.06%	0.08%	0.16 %	0.06 %	0.09%
Non-performing loans to total loan	— %	—%	—%	0.04%	0.14 %	— %	0.04%
Allowance for loan and lease losses to loans	0.25 %	0.21%	0.22%	0.25%	0.28 %	0.21 %	0.26%
Allowance for loan and lease losses to non-performing loans	9,404.35 %	7,667.39%	7,268.48%	640.29%	200.74 %	7,667.39 %	590.43%
Net charge-offs (recoveries)	\$ (203)	\$ (6)	\$ 35	\$ (16)	\$ (1,881)	\$ (1,868)	\$ 1,004
Net charge-offs (recoveries) to average total loans	(0.01)%	—%	—%	—%	(0.15)%	(0.03)%	0.02%
<b>Investment management segment:</b>							
Assets under management	\$ 8,323,000	\$ 9,701,000	\$ 9,615,000	\$ 9,485,000	\$ 9,732,000	\$ 9,701,000	\$ 9,189,000
EBITDA	\$ 1,217	\$ 714	\$ 932	\$ 1,557	\$ 2,621	\$ 5,824	\$ 6,900

<sup>(1)</sup> Net income divided by total average assets.

<sup>(2)</sup> Net income available to common shareholders divided by average common equity.

# INCOME STATEMENT

	For the Three Months Ended					For the Years Ended	
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2019	December 31, 2018
<i>(Dollars in thousands, except per share data)</i>							
<b>Income statement data:</b>							
Interest income	\$ 64,202	\$ 65,474	\$ 67,732	\$ 66,339	\$ 62,902	\$ 262,447	\$ 199,786
Interest expense	29,280	32,408	35,416	35,036	32,530	135,390	86,382
Net interest income	34,922	33,066	32,316	31,303	30,372	127,057	113,404
Provision (credit) for loan and lease losses	2,993	728	(607)	(712)	(377)	(968)	(205)
Net interest income after provision for loan and lease losses	31,929	32,338	32,923	32,015	30,749	128,025	113,609
Non-interest income:							
Investment management fees	7,638	8,862	8,902	9,254	9,424	36,442	37,647
Net gain (loss) on the sale and call of debt securities	57	70	206	112	28	416	(70)
Other non-interest income	5,621	4,559	5,135	2,613	3,617	15,924	10,340
Total non-interest income	13,316	13,491	14,243	11,979	13,069	52,782	47,917
Non-interest expense:							
Intangible amortization expense	502	503	502	502	502	2,009	1,968
Change in fair value of acquisition earn out	—	—	—	—	—	—	(218)
Other non-interest expense	28,642	29,616	27,271	27,083	26,170	110,140	99,407
Total non-interest expense	29,144	30,119	27,773	27,585	26,672	112,149	101,157
Income before tax	16,101	15,710	19,393	16,409	17,146	68,658	60,369
Income tax expense	3,206	1,106	3,059	1,718	2,582	8,465	5,945
Net income	\$ 12,895	\$ 14,604	\$ 16,334	\$ 14,691	\$ 14,564	\$ 60,193	\$ 54,424
Preferred stock dividends	1,962	1,962	1,962	1,150	679	5,753	2,120
Net income available to common shareholders	\$ 10,933	\$ 12,642	\$ 14,372	\$ 13,541	\$ 13,885	\$ 54,440	\$ 52,304
<b>Earnings per common share:</b>							
Basic	\$ 0.39	\$ 0.45	\$ 0.52	\$ 0.49	\$ 0.50	\$ 1.95	\$ 1.90
Diluted	\$ 0.38	\$ 0.44	\$ 0.50	\$ 0.47	\$ 0.48	\$ 1.89	\$ 1.81



# PERIOD-END BALANCE SHEET

<i>(Dollars in thousands)</i>	As of				
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019
<b>Period-end balance sheet data:</b>					
Cash and cash equivalents	\$ 1,010,128	\$ 403,855	\$ 383,948	\$ 458,269	\$ 243,911
Total investment securities	606,736	469,150	468,721	431,426	487,087
Loans and leases held-for-investment	6,958,149	6,577,559	6,016,680	5,664,934	5,336,725
Allowance for loan and lease losses	(17,304)	(14,108)	(13,374)	(14,016)	(14,712)
Loans and leases held-for-investment, net	6,940,845	6,563,451	6,003,306	5,650,918	5,322,013
Goodwill and other intangibles, net	65,352	65,854	66,357	66,859	67,361
Other assets	367,000	263,500	276,117	238,531	223,638
<b>Total assets</b>	<b>\$ 8,990,061</b>	<b>\$ 7,765,810</b>	<b>\$ 7,198,449</b>	<b>\$ 6,846,003</b>	<b>\$ 6,344,010</b>
Deposits	\$ 7,782,759	\$ 6,634,613	\$ 6,094,605	\$ 5,786,983	\$ 5,337,704
Borrowings, net	330,000	355,000	330,000	335,000	398,216
Other liabilities	262,922	154,916	169,337	135,039	111,533
<b>Total liabilities</b>	<b>8,375,681</b>	<b>7,144,529</b>	<b>6,593,942</b>	<b>6,257,022</b>	<b>5,847,453</b>
Preferred stock	116,079	116,079	116,064	116,142	38,468
Common shareholders' equity	498,301	505,202	488,443	472,839	458,089
<b>Total shareholders' equity</b>	<b>614,380</b>	<b>621,281</b>	<b>604,507</b>	<b>588,981</b>	<b>496,557</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 8,990,061</b>	<b>\$ 7,765,810</b>	<b>\$ 7,198,449</b>	<b>\$ 6,846,003</b>	<b>\$ 6,344,010</b>

# CAPITAL RATIOS

	As of				
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019
<b>TSCH capital ratios:</b>					
Tier I leverage ratio	7.19%	7.54%	7.91%	8.21%	7.13%
Common equity tier I risk-based capital ratio	8.81%	9.32%	9.58%	9.83%	9.98%
Tier I risk-based capital ratio	11.07%	11.75%	12.15%	12.56%	10.92%
Total risk-based capital ratio	11.42%	12.05%	12.40%	12.82%	11.26%
<b>TSCB capital ratios:</b>					
Tier I leverage ratio	7.36%	7.22%	7.20%	7.43%	7.29%
Common equity tier I risk-based capital ratio	11.34%	11.26%	11.07%	11.38%	11.18%
Tier I risk-based capital ratio	11.34%	11.26%	11.07%	11.38%	11.18%
Total risk-based capital ratio	11.69%	11.57%	11.38%	11.73%	11.57%

# LOAN COMPOSITION

(Dollars in thousands)

As of

Loan and Lease Composition	As of				
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019
Private banking	\$ 3,915,555	\$ 3,695,402	\$ 3,368,142	\$ 3,188,668	\$ 2,981,973
C&I	1,191,104	1,085,709	992,508	908,054	862,405
CRE	1,851,490	1,796,448	1,656,030	1,568,212	1,492,347
Loans and leases held-for-investment	\$ 6,958,149	\$ 6,577,559	\$ 6,016,680	\$ 5,664,934	\$ 5,336,725
Private banking	56.3%	56.2%	56.0%	56.3%	55.9%
C&I	17.1%	16.5%	16.5%	16.0%	16.1%
CRE	26.6%	27.3%	27.5%	27.7%	28.0%
Loans and leases held-for-investment	100.0%	100.0%	100.0%	100.0%	100.0%

# DEPOSIT COMPOSITION

(Dollars in thousands)

Deposit Composition	As of				
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019
Noninterest-bearing checking accounts	\$ 362,075	\$ 356,102	\$ 312,285	\$ 270,435	\$ 292,188
Interest-bearing checking accounts	2,195,824	1,398,264	1,333,189	971,081	895,948
Money market deposit accounts	3,783,842	3,426,745	3,149,346	3,021,610	2,760,147
Certificates of deposit	1,441,018	1,453,502	1,299,785	1,523,857	1,389,421
Total deposits	\$ 7,782,759	\$ 6,634,613	\$ 6,094,605	\$ 5,786,983	\$ 5,337,704
Noninterest-bearing checking accounts	4.7%	5.4%	5.1%	4.7%	5.5%
Interest-bearing checking accounts	28.2%	21.1%	21.9%	16.8%	16.8%
Money market deposit accounts	48.6%	51.6%	51.7%	52.2%	51.7%
Certificates of deposit	18.5%	21.9%	21.3%	26.3%	26.0%
Total deposits	100.0%	100.0%	100.0%	100.0%	100.0%

# AVERAGE BALANCE SHEET

Three Months Ended

	March 31, 2020			December 31, 2019			March 31, 2019		
	Average Balance	Interest Income <sup>(1)</sup> / Expense	Average Yield/ Rate	Average Balance	Interest Income <sup>(1)</sup> / Expense	Average Yield/ Rate	Average Balance	Interest Income <sup>(1)</sup> / Expense	Average Yield/ Rate
<i>(Dollars in thousands)</i>									
<b>Assets</b>									
Interest-earning deposits	\$ 464,302	\$ 1,363	1.18%	\$ 404,169	\$ 1,687	1.66%	\$ 202,474	\$ 1,256	2.52%
Federal funds sold	7,099	20	1.13%	6,994	25	1.42%	8,595	31	1.46%
Debt securities available-for-sale	281,870	2,044	2.92%	251,767	1,994	3.14%	236,235	1,986	3.41%
Debt securities held-to-maturity	201,754	1,488	2.97%	206,383	1,653	3.18%	211,833	2,018	3.86%
Debt securities trading	230	1	1.75%	—	—	—%	—	—	—%
Equity securities	—	—	—%	1,898	4	0.84%	12,755	72	2.29%
FHLB stock	20,179	398	7.93%	20,930	198	3.75%	20,498	305	6.03%
Total loans and leases	6,672,692	58,918	3.55%	6,248,106	59,936	3.81%	5,177,844	57,262	4.49%
Total interest-earning assets	7,648,126	64,232	3.38%	7,140,247	65,497	3.64%	5,870,234	62,930	4.35%
Other assets	312,447			326,013			242,553		
Total assets	\$ 7,960,573			\$ 7,466,260			\$ 6,112,787		
<b>Liabilities and Shareholders' Equity</b>									
Interest-bearing deposits:									
Interest-bearing checking accounts	\$ 1,473,614	5,214	1.42%	\$ 1,446,394	\$ 6,178	1.69%	\$ 792,690	\$ 4,542	2.32%
Money market deposit accounts	3,548,965	14,655	1.66%	3,123,162	15,727	2.00%	2,682,390	16,540	2.50%
Certificates of deposit	1,383,036	7,375	2.14%	1,358,319	8,086	2.36%	1,300,296	8,251	2.57%
Borrowings:									
FHLB borrowings	421,923	2,035	1.94%	465,489	2,417	2.06%	459,333	2,585	2.28%
Line of credit borrowings	1,484	1	0.27%	—	—	—%	4,139	58	5.68%
Subordinated notes payable, net	—	—	—%	—	—	—%	34,933	554	6.43%
Total interest-bearing liabilities	6,829,022	29,280	1.72%	6,393,364	32,408	2.01%	5,273,781	32,530	2.50%
Noninterest-bearing deposits	350,086			285,027			261,682		
Other liabilities	153,207			173,977			88,485		
Shareholders' equity	628,258			613,892			488,839		
Total liabilities and shareholders' equity	\$ 7,960,573			\$ 7,466,260			\$ 6,112,787		
Net interest income <sup>(1)</sup>		\$ 34,952			\$ 33,089			\$ 30,400	
Net interest spread <sup>(1)</sup>			1.66%			1.63%			1.85%
Net interest margin <sup>(1)</sup>			1.84%			1.84%			2.10%

<sup>(1)</sup> Calculated on a fully taxable equivalent basis.

# AVERAGE BALANCE SHEET

Years Ended December 31,

	2019			2018		
	Average Balance	Interest Income (1)/ Expense	Average Yield/ Rate	Average Balance	Interest Income (1)/ Expense	Average Yield/ Rate
<i>(Dollars in thousands)</i>						
<b>Assets</b>						
Interest-earning deposits	\$ 313,413	\$ 6,628	2.11%	\$ 188,921	\$ 3,598	1.90%
Federal funds sold	8,803	167	1.90%	8,315	156	1.88%
Debt securities available-for-sale	250,064	8,119	3.25%	205,652	6,195	3.01%
Debt securities held-to-maturity	193,443	6,921	3.58%	90,895	3,399	3.74%
Equity securities	6,733	115	1.71%	10,517	277	2.63%
FHLB stock	18,043	1,270	7.04%	15,136	924	6.10%
Total loans and leases	5,669,507	239,328	4.22%	4,500,117	185,349	4.12%
Total interest-earning assets	6,460,006	262,548	4.06%	5,019,553	199,898	3.98%
Other assets	281,171			221,467		
Total assets	\$ 6,741,177			\$ 5,241,020		
<b>Liabilities and Shareholders' Equity</b>						
Interest-bearing deposits:						
Interest-bearing checking accounts	\$ 1,058,064	\$ 21,480	2.03%	\$ 612,921	\$ 11,440	1.87%
Money market deposit accounts	2,943,541	69,336	2.36%	2,429,203	45,106	1.86%
Certificates of deposit	1,371,038	34,776	2.54%	1,071,556	21,947	2.05%
Borrowings:						
FHLB borrowings	394,480	8,639	2.19%	325,356	5,555	1.71%
Line of credit borrowings	1,234	68	5.51%	2,568	119	4.63%
Subordinated notes payable, net	17,335	1,091	6.29%	34,807	2,215	6.36%
Total interest-bearing liabilities	5,785,692	135,390	2.34%	4,476,411	86,382	1.93%
Noninterest-bearing deposits	267,846			244,090		
Other liabilities	128,618			75,473		
Shareholders' equity	559,021			445,046		
Total liabilities and shareholders' equity	\$ 6,741,177			\$ 5,241,020		
Net interest income <sup>(1)</sup>		\$ 127,158			\$ 113,516	
Net interest spread <sup>(1)</sup>			1.72%			2.05%
Net interest margin <sup>(1)</sup>			1.97%			2.26%

<sup>(1)</sup> Calculated on a fully taxable equivalent basis.

# SEGMENTS

	Three Months Ended March 31, 2020				Three Months Ended March 31, 2019			
	Bank	Investment Management	Parent and Other	Consolidated	Bank	Investment Management	Parent and Other	Consolidated
<i>(Dollars in thousands)</i>								
<b>Income statement data:</b>								
Interest income	\$ 64,202	\$ —	\$ —	\$ 64,202	\$ 62,830	\$ —	\$ 72	\$ 62,902
Interest expense	29,296	—	(16)	29,280	31,919	—	611	32,530
Net interest income (loss)	34,906	—	16	34,922	30,911	—	(539)	30,372
Provision (credit) for loan and lease losses	2,993	—	—	2,993	(377)	—	—	(377)
Net interest income (loss) after provision for loan and lease losses	31,913	—	16	31,929	31,288	—	(539)	30,749
Non-interest income:								
Investment management fees	—	7,765	(127)	7,638	—	9,533	(109)	9,424
Net gain on the sale and call of debt securities	57	—	—	57	28	—	—	28
Other non-interest income (loss)	5,652	(31)	—	5,621	2,877	21	719	3,617
Total non-interest income (loss)	5,709	7,734	(127)	13,316	2,905	9,554	610	13,069
Non-interest expense:								
Intangible amortization expense	—	502	—	502	—	502	—	502
Other non-interest expense	21,034	6,626	982	28,642	19,021	7,058	91	26,170
Total non-interest expense	21,034	7,128	982	29,144	19,021	7,560	91	26,672
Income (loss) before tax	16,588	606	(1,093)	16,101	15,172	1,994	(20)	17,146
Income tax expense (benefit)	3,348	28	(170)	3,206	2,024	563	(5)	2,582
Net income (loss)	\$ 13,240	\$ 578	\$ (923)	\$ 12,895	\$ 13,148	\$ 1,431	\$ (15)	\$ 14,564

# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES TO GAAP INCOME STATEMENT ITEMS

	For the Three Months Ended					For the Years Ended	
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2019	December 31, 2018
<i>(Dollars in thousands)</i>							
<b>Total revenue:</b>							
Net interest income	\$ 34,922	\$ 33,066	\$ 32,316	\$ 31,303	\$ 30,372	\$ 127,057	\$ 113,404
Total non-interest income	13,316	13,491	14,243	11,979	13,069	52,782	47,917
Less: net gain (loss) on the sale and call of debt securities	57	70	206	112	28	416	(70)
<b>Total revenue</b>	<b>\$ 48,181</b>	<b>\$ 46,487</b>	<b>\$ 46,353</b>	<b>\$ 43,170</b>	<b>\$ 43,413</b>	<b>\$ 179,423</b>	<b>\$ 161,391</b>
Less: total non-interest expense	29,144	30,119	27,773	27,585	26,672	112,149	101,157
<b>Pre-tax, pre-provision net revenue</b>	<b>\$ 19,037</b>	<b>\$ 16,368</b>	<b>\$ 18,580</b>	<b>\$ 15,585</b>	<b>\$ 16,741</b>	<b>\$ 67,274</b>	<b>\$ 60,234</b>

	For the Three Months Ended					For the Years Ended	
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2019	December 31, 2018
<i>(Dollars in thousands)</i>							
<b>Bank total revenue:</b>							
Net interest income	\$ 34,906	\$ 33,025	\$ 32,265	\$ 31,794	\$ 30,911	\$ 127,996	\$ 115,455
Total non-interest income	5,709	4,655	5,319	2,590	2,905	15,467	11,042
Less: net gain (loss) on the sale and call of debt securities	57	70	206	112	28	416	(70)
<b>Bank total revenue</b>	<b>\$ 40,558</b>	<b>\$ 37,610</b>	<b>\$ 37,378</b>	<b>\$ 34,272</b>	<b>\$ 33,788</b>	<b>\$ 143,047</b>	<b>\$ 126,567</b>
<b>Bank efficiency ratio:</b>							
Total non-interest expense (numerator)	\$ 21,034	\$ 21,073	\$ 18,949	\$ 18,903	\$ 19,021	\$ 77,945	\$ 67,190
Total revenue (denominator)	\$ 40,558	\$ 37,610	\$ 37,378	\$ 34,272	\$ 33,788	\$ 143,047	\$ 126,567
<b>Bank efficiency ratio</b>	<b>51.86%</b>	<b>56.03%</b>	<b>50.70%</b>	<b>55.16%</b>	<b>56.30%</b>	<b>54.49%</b>	<b>53.09%</b>

For a comprehensive discussion on the use of non-GAAP data, please refer to the Company's most recent quarterly financial results news release filed with the Securities and Exchange Commission and available at [www.tscbank.com](http://www.tscbank.com)



# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES TO GAAP INCOME STATEMENT ITEMS

	For the Three Months Ended				For the Years Ended		
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2019	December 31, 2018
<i>(Dollars in thousands)</i>							
<b>Investment Management EBITDA:</b>							
Net income	\$ 578	\$ 13	\$ 316	\$ 672	\$ 1,431	\$ 2,433	\$ 3,851
Interest expense	—	—	—	—	—	—	—
Income taxes expense (benefit)	28	88	3	264	563	918	579
Depreciation expense	109	110	111	119	125	464	502
Intangible amortization expense	502	503	502	502	502	2,009	1,968
<b>EBITDA</b>	<b>\$ 1,217</b>	<b>\$ 714</b>	<b>\$ 932</b>	<b>\$ 1,557</b>	<b>\$ 2,621</b>	<b>\$ 5,824</b>	<b>\$ 6,900</b>

For a comprehensive discussion on the use of non-GAAP data, please refer to the Company's most recent quarterly financial results news release filed with the Securities and Exchange Commission and available at [www.tscbank.com](http://www.tscbank.com)

# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES TO GAAP BALANCE SHEET ITEMS

	<b>As of</b>				
	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019
<i>(Dollars in thousands, except per share data)</i>					
<b>Tangible book value per common share:</b>					
Common shareholders' equity	\$ 498,301	\$ 505,202	\$ 488,443	\$ 472,839	\$ 458,089
Less: goodwill and intangible assets	65,352	65,854	66,357	66,859	67,361
Tangible common equity	\$ 432,949	\$ 439,348	\$ 422,086	\$ 405,980	\$ 390,728
Common shares outstanding	29,762,578	29,355,986	29,296,970	29,339,152	29,351,833
Tangible book value per common share	\$ 14.55	\$ 14.97	\$ 14.41	\$ 13.84	\$ 13.31

For a comprehensive discussion on the use of non-GAAP data, please refer to the Company's most recent quarterly financial results news release filed with the Securities and Exchange Commission and available at [www.tscbank.com](http://www.tscbank.com)