



Second Quarter 2023 Investor Presentation

Forward-Looking Statements

This presentation may contain various statements about Renasant Corporation ("Renasant," "we," "our," or "us") that constitute "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Statements preceded by, followed by or that otherwise include the words "believes," "expects," "projects," "anticipates," "intends," "estimates," "plans," "potential," "focus," "possible," "may increase," "may fluctuate," "will likely result," and similar expressions, or future or conditional verbs such as "will," "should," "would" and "could," are generally forward-looking in nature and not historical facts. Forward-looking statements include information about our future financial performance, business strategy, projected plans and objectives and are based on the current beliefs and expectations of management. We believe these forward-looking statements are reasonable, but they are all inherently subject to significant business, economic and competitive risks and uncertainties, many of which are beyond our control. In addition, these forward-looking statements are subject to assumptions about future business strategies and decisions that are subject to change. Actual results may differ from those indicated or implied in the forward-looking statements; such differences may be material. Prospective investors are cautioned that any forward-looking statements are not guarantees of future performance and involve risks and uncertainties. Investors should not place undue reliance on these forward-looking statements, which speak only as of the date they are made.

Important factors currently known to management that could cause our actual results to differ materially from those in forward-looking statements include the following: (i) Renasant's ability to efficiently integrate acquisitions into its operations, retain the customers of these businesses, grow the acquired operations and realize the cost savings expected from an acquisition to the extent and in the timeframe anticipated by management; (ii) the effect of economic conditions and interest rates on a national, regional or international basis; (iii) timing and success of the implementation of changes in operations to achieve enhanced earnings or effect cost savings; (iv) competitive pressures in the consumer finance, commercial finance, insurance, financial services, asset management, retail banking, factoring and mortgage lending and auto lending industries; (v) the financial resources of, and products available from, competitors; (vi) changes in laws and regulations as well as changes in accounting standards; (vii) changes in policy by regulatory agencies; (viii) changes in the securities and foreign exchange markets; (ix) Renasant's potential growth, including its entrance or expansion into new markets, and the need for sufficient capital to support that growth; (x) changes in the quality or composition of our loan or investment portfolios, including adverse developments in borrower industries or the repayment ability of individual borrowers or issuers of investment securities, or the impact of interest rates on the value of our investment securities portfolio; (xi) an insufficient allowance for credit losses as a result of inaccurate assumptions; (xii) changes in the sources and costs of the capital we use to make loans and otherwise fund our operations, due to deposit outflows, changes in the mix of deposits and the cost and availability of borrowings; (xiii) general economic, market or business conditions, including the impact of inflation; (xiv) changes in demand for loan products and financial services; (xv) concentration of credit exposure; (xvi) changes or the lack of changes in interest rates, yield curves and interest rate spread relationships; (xvii) increased cybersecurity risk, including potential network breaches, business disruptions or financial losses; (xviii) civil unrest, natural disasters, epidemics (including the re-emergence of the COVID-19 pandemic) and other catastrophic events in our geographic area; (xix) the impact, extent and timing of technological changes; and (xx) other circumstances, many of which are beyond management's control.

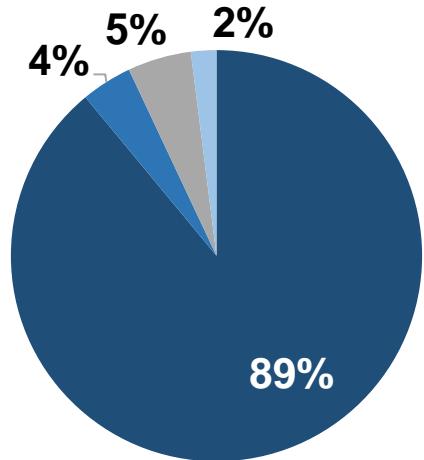
Management believes that the assumptions underlying our forward-looking statements are reasonable, but any of the assumptions could prove to be inaccurate. Investors are urged to carefully consider the risks described in Renasant's filings with the Securities and Exchange Commission ("SEC") from time to time, including its most recent Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q, which are available at www.renasant.com and the SEC's website at www.sec.gov. We undertake no obligation, and specifically disclaim any obligation, to update or revise our forward-looking statements, whether as a result of new information or to reflect changed assumptions, the occurrence of unanticipated events or changes to future operating results over time, except as required by federal securities laws.

Overview

Company Snapshot

| | |
|------------------|----------------|
| Assets: | \$17.2 billion |
| Loans: | 11.9 |
| Deposits: | 14.1 |
| Equity: | 2.2 |

YTD Total Revenue⁽¹⁾



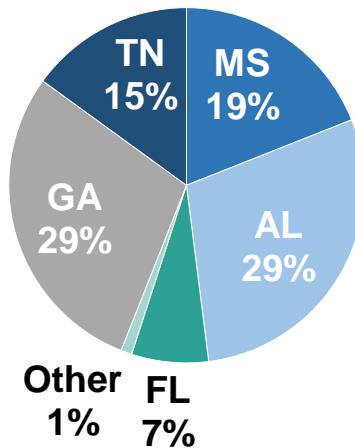
- Community Banking ■ Wealth Management
- Mortgage ■ Insurance

Note: Financial data as of June 30, 2023

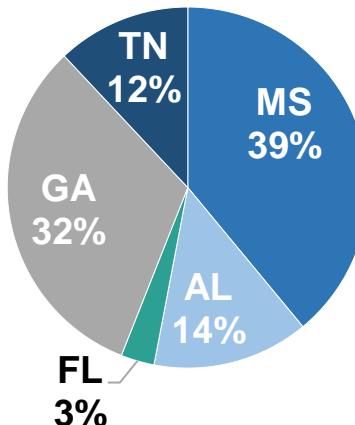
(1) Total revenue is calculated as net interest income plus noninterest income.

Loans and Deposits by State

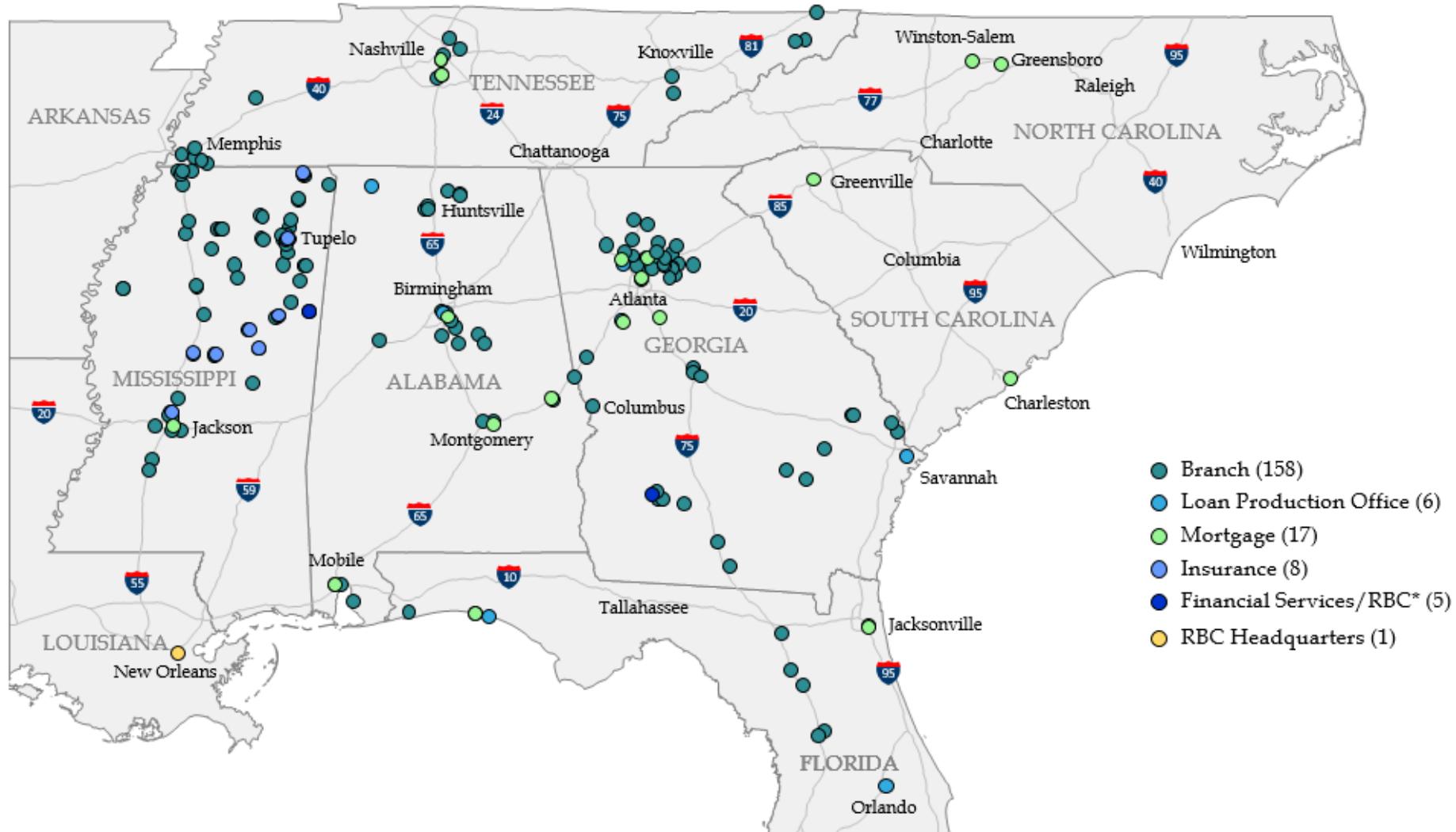
Loans



Deposits



Renaissance Footprint

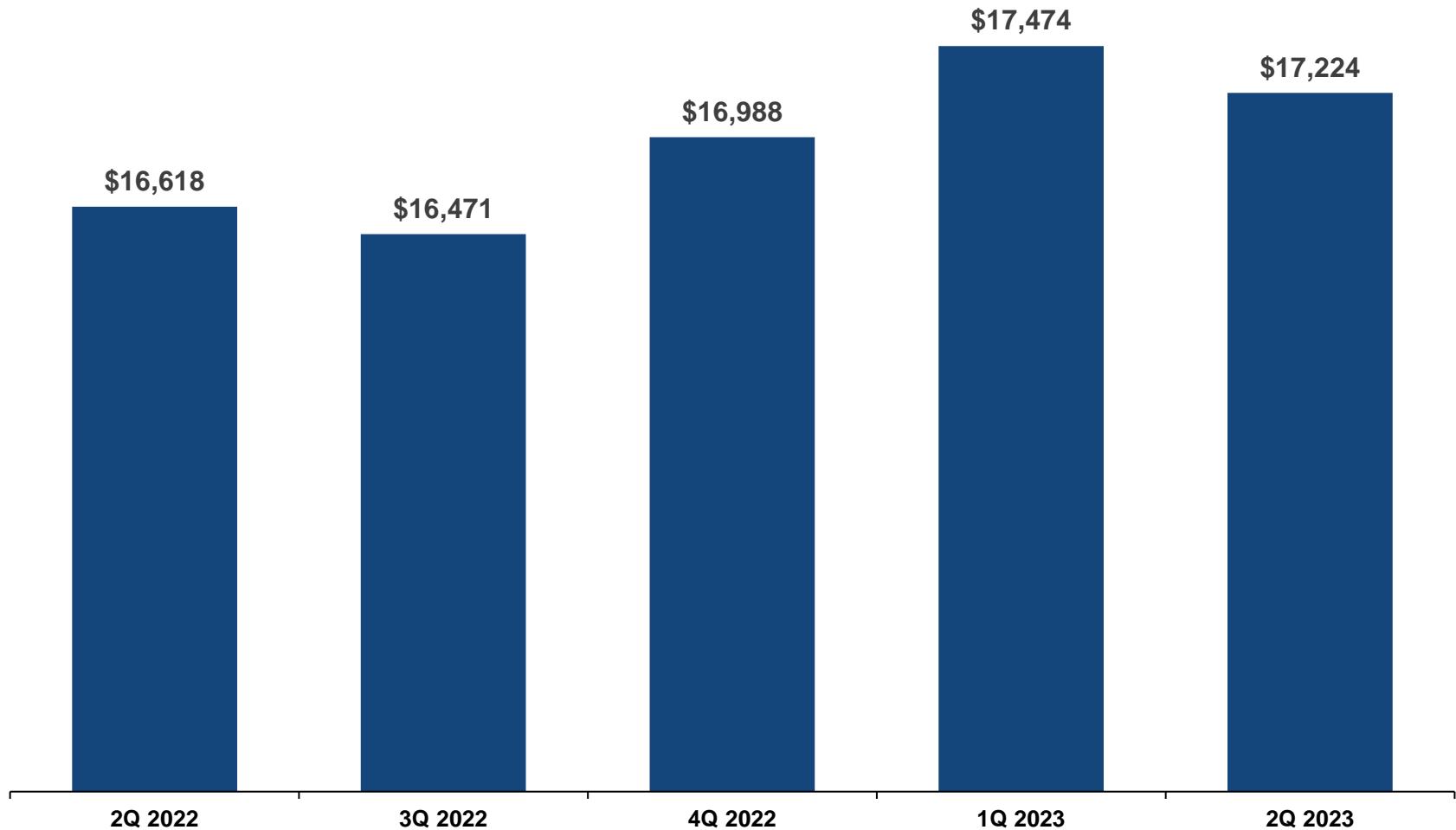


Second Quarter Highlights

- Net income of \$28.6 million with diluted EPS of \$0.51; adjusted net income (non-GAAP)* of \$46.7 million with adjusted diluted EPS (non-GAAP)* of \$0.83
- The securities portfolio decreased \$584.2 million on a linked quarter basis, primarily due to the sale of available-for-sale securities, which generated \$489 million in proceeds. The Company recognized a pre-tax loss of \$22.4 million and used the sale proceeds to pay down FHLB borrowings
- Net interest margin decreased 21 basis points to 3.45% on a linked quarter basis
- Loans increased \$164.1 million, or 5.6% annualized
- Deposits increased \$183.3 million, driven by an increase in brokered deposits of \$224 million
- Cost of deposits increased 51 basis points on a linked quarter basis to 1.50%, and noninterest-bearing deposits now represent 27.5% of total deposits
- The ratio of allowance for credit losses on loans to total loans was relatively stable at 1.63%
- Loans 30-89 days past due and nonperforming loans represented 0.10% and 0.77%, respectively, of total loans

Financial Condition

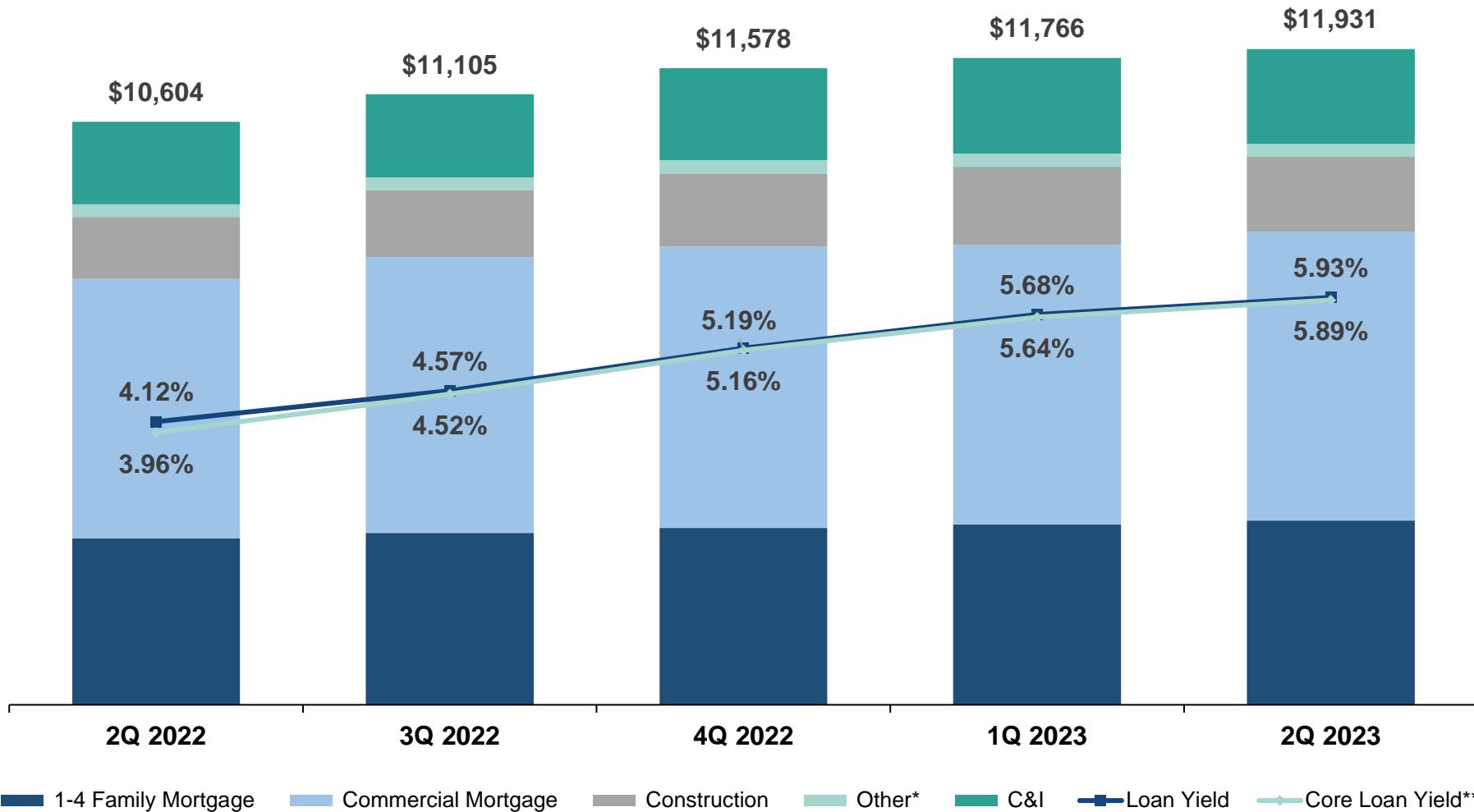
Total Assets



Loans and Yields



Understanding You.



Note: Dollars in millions

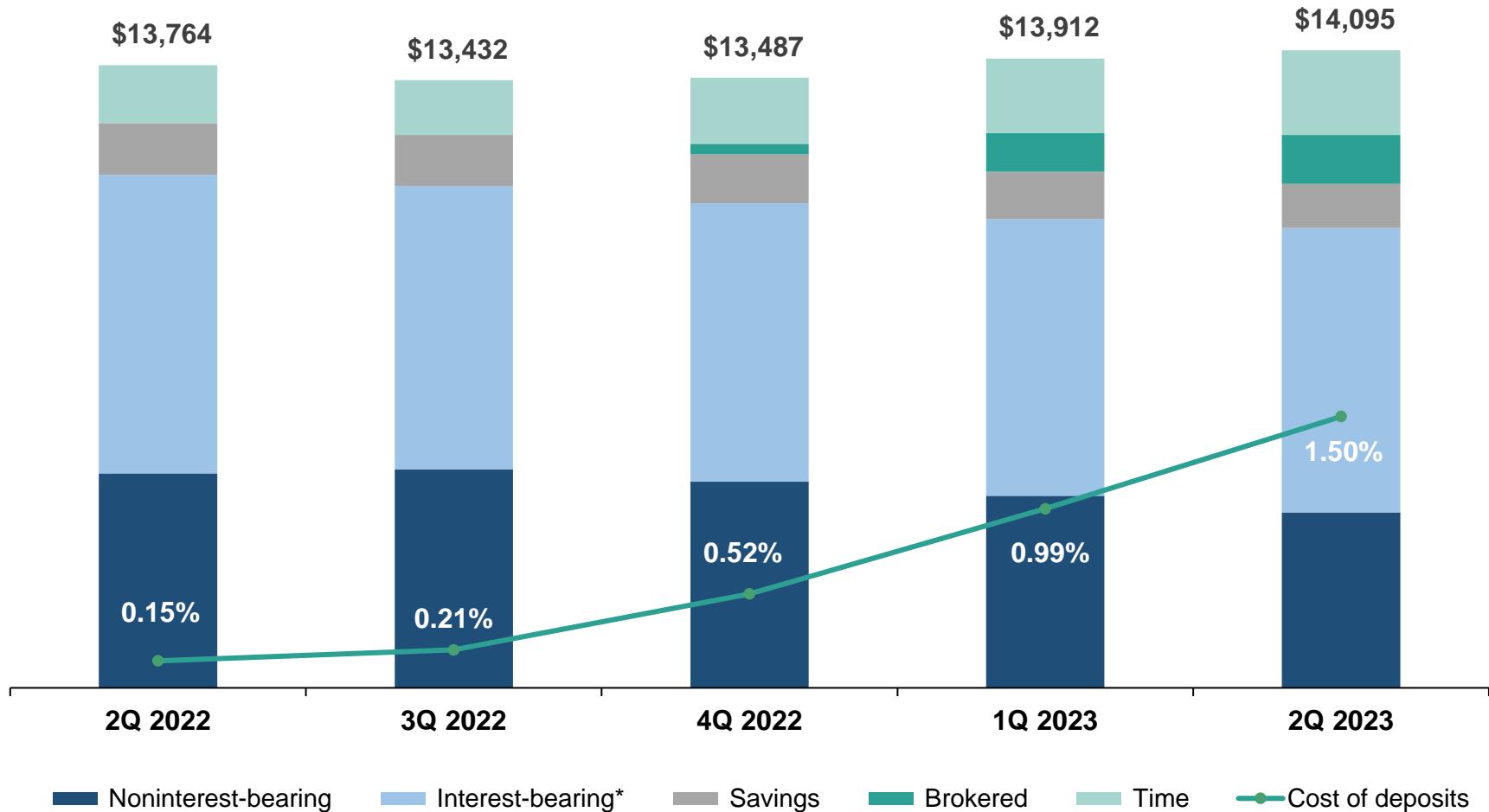
* Other loans are comprised of installment loans to individuals and lease financing, which both have historically constituted less than 5% of the total loan portfolio.

** Core Loan Yield is a non-GAAP financial measure. See slide 40 in the appendix for a description of the exclusions and a reconciliation of this non-GAAP financial measure to GAAP.

Deposit Mix and Pricing



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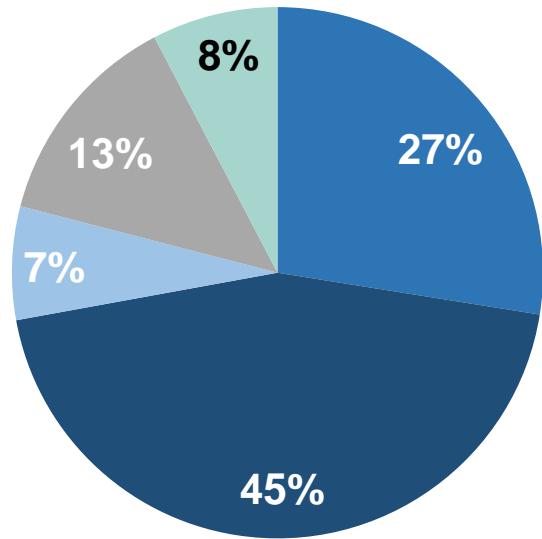


Note: Dollars in millions

*Includes money market

Core Deposit Funding

Deposits as of June 30, 2023 (\$14.1 Billion)



■ Noninterest-bearing

■ Interest-bearing*

■ Savings

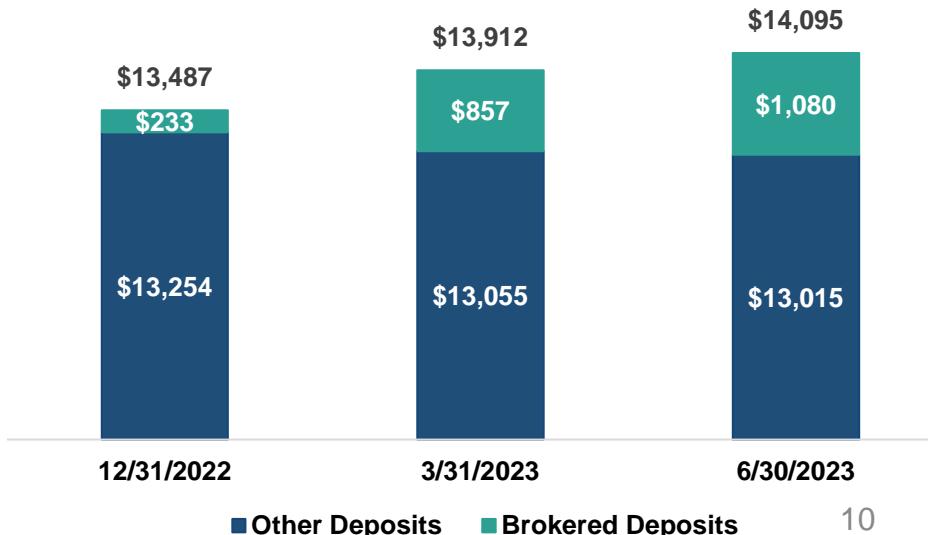
■ Time

■ Brokered

| Mix of Average Deposits | 2Q22 | 1Q23 | 2Q23 |
|----------------------------|----------|----------|----------|
| Noninterest-bearing demand | 34.34 % | 32.58 % | 29.48 % |
| Interest-bearing demand* | 47.87 | 45.05 | 44.62 |
| Savings | 8.29 | 7.82 | 7.33 |
| Brokered deposits | 0.00 | 2.94 | 5.91 |
| Time deposits | 9.50 | 11.61 | 12.66 |
| Total | 100.00 % | 100.00 % | 100.00 % |

- Average deposit account is \$29 thousand; commercial and consumer deposit accounts, excluding time deposit accounts, average approximately \$72 thousand and \$13 thousand, respectively
- Top 20 depositors, excluding public funds, comprise less than 3% of total deposits

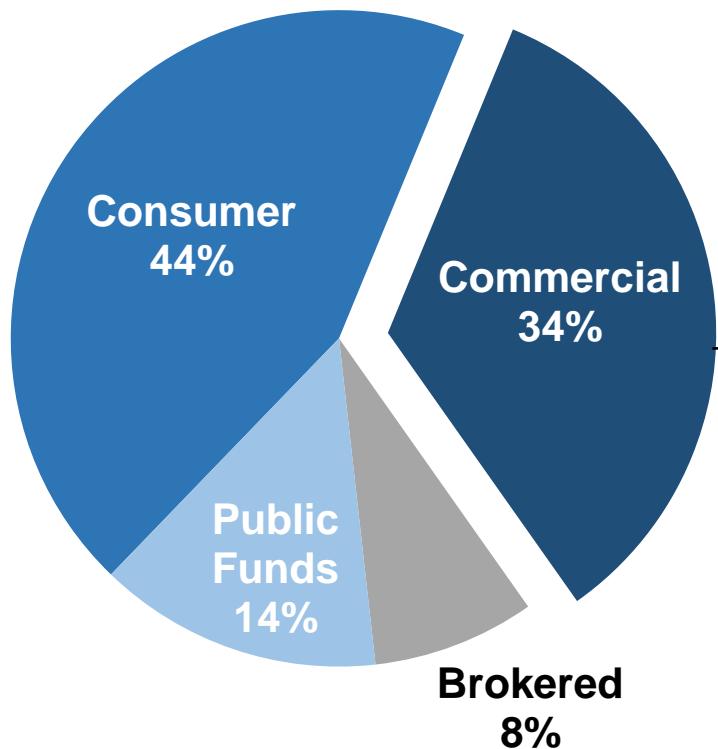
2023 Deposit Trends (in millions)



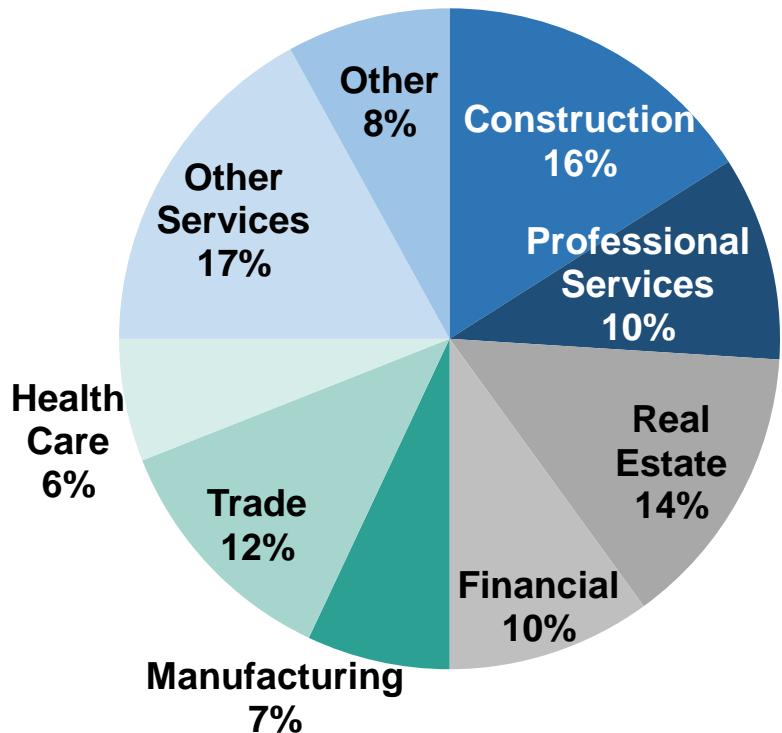
*Includes money market

Diversified Deposits

Customer

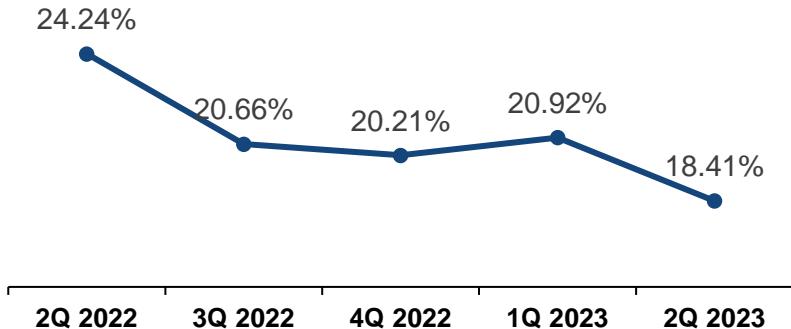


Commercial

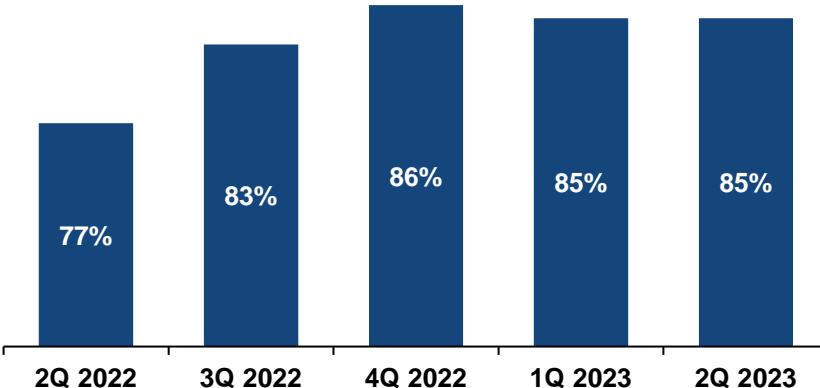


Strong Liquidity Position

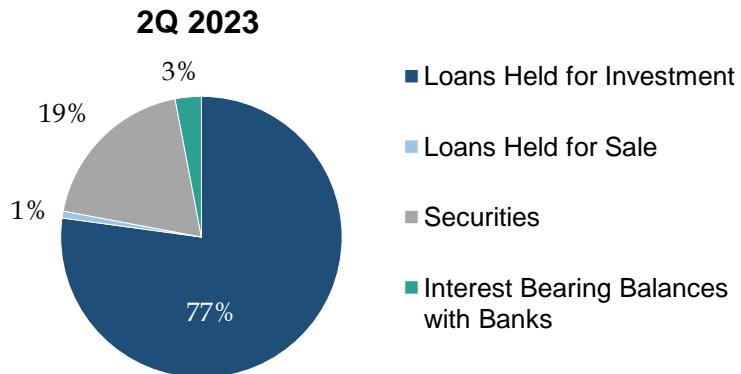
Cash and Securities to Total Assets



Loans to Deposits



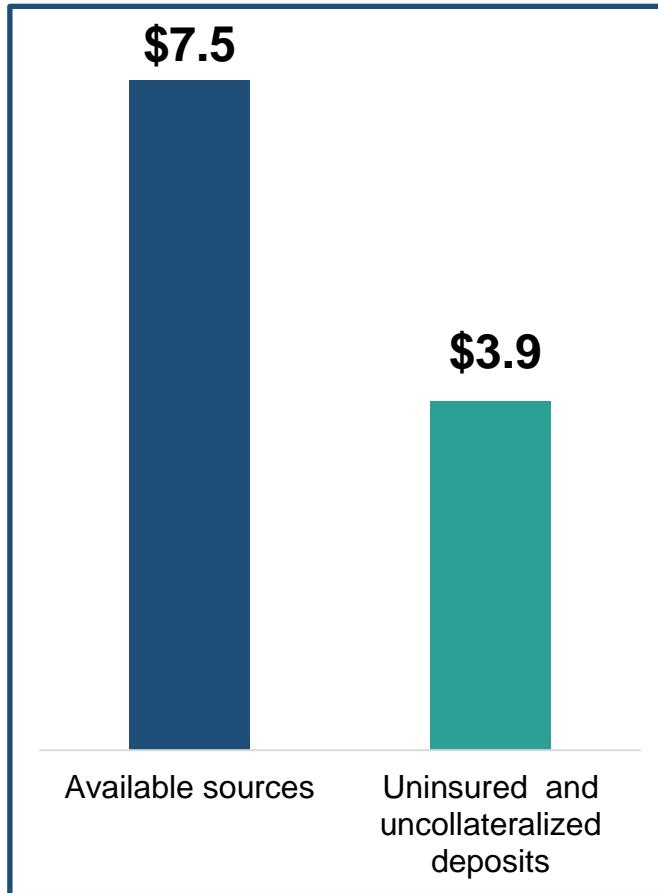
Average Interest Earning Asset Mix



Available Liquidity and Uninsured Deposits



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| Liquidity Sources | | |
|--|----|-----|
| Internal Sources | | |
| Cash and cash equivalents | \$ | 0.9 |
| Unencumbered securities ⁽¹⁾ | | 1.2 |
| External Sources | | |
| FHLB borrowing capacity | | 3.5 |
| Other ⁽²⁾ | | 1.9 |
| Total | \$ | 7.5 |

| | Uninsured Deposits | to Total Deposits |
|-----------------------------|-----------------------|----------------------|
| Uncollateralized | \$ 3.9 | 27.5% |
| Collateralized public funds | 1.4 | 10.3% |
| Total | \$ 5.3 | 37.8% |

Note: As of June 30, 2023; dollars in billions

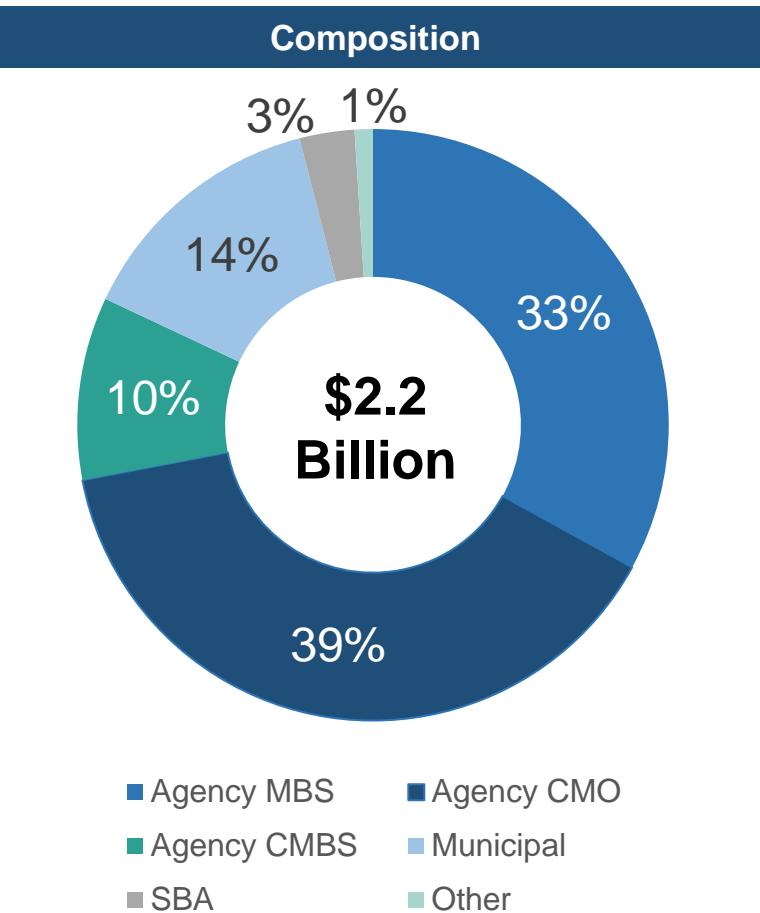
(1) Approximately \$500 million of the unencumbered securities are placed at the Fed

(2) Includes untapped brokered CDs (per internal policy guidelines) and unsecured lines of credit

Securities Portfolio



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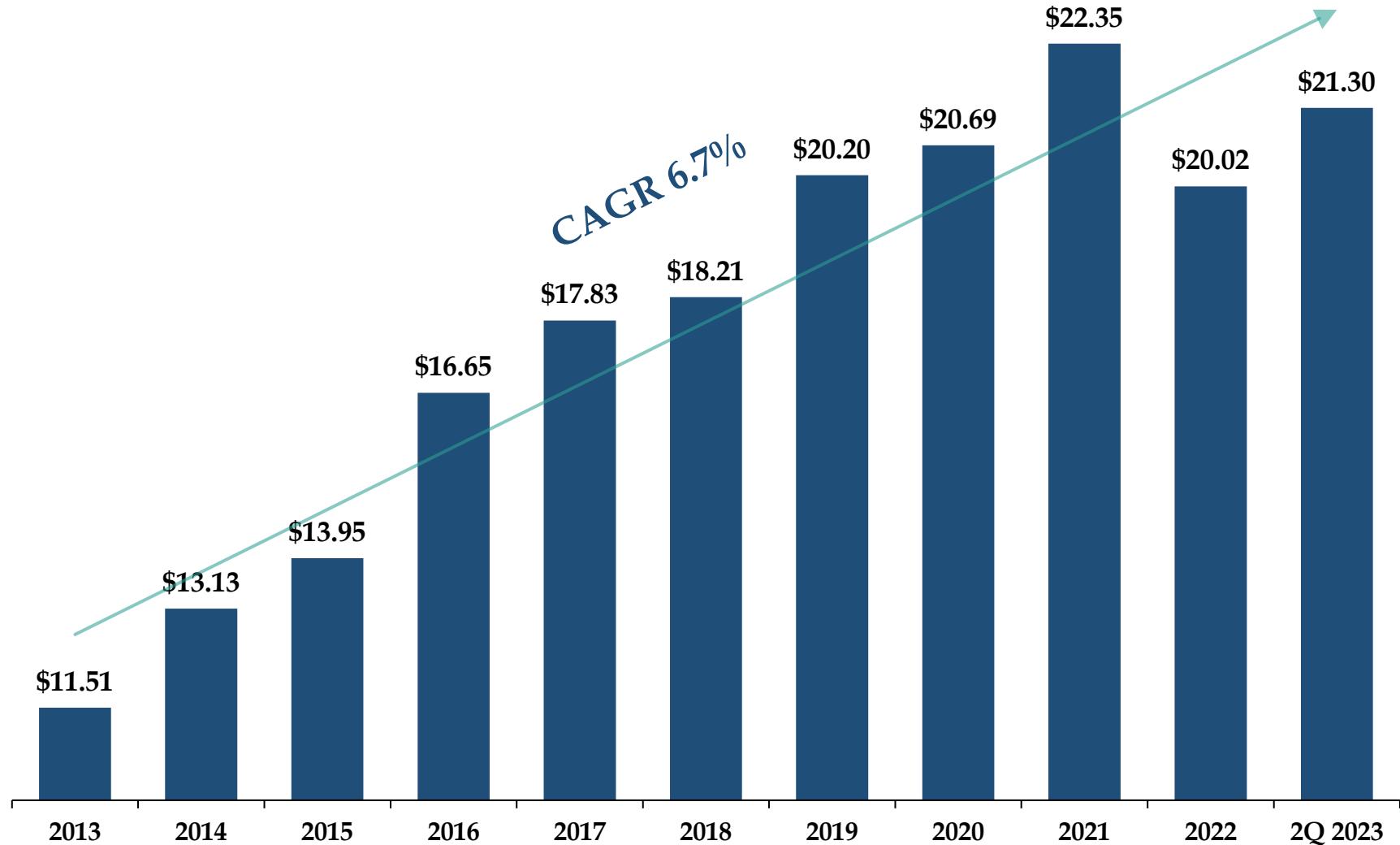


- ### Highlights
- Book value of \$2.2 billion or 12.9% of total assets
 - Taxable equivalent yield of 2.04%
 - Duration of 4.9 years
 - 57% of portfolio HTM
 - 10% of HTM are CRA investments
 - 23% of HTM are Municipals
 - Unrealized losses in AOCI on securities totaled \$265.1 million (\$198.8 million, net of tax); unrealized losses in AOCI on HTM securities totaled \$85.9 million (\$64.0 million, net of tax)
 - Securities runoff of approximately \$55 to \$65 million per quarter expected in the next 12 months due to principal payments

Tangible Book Value Per Share*



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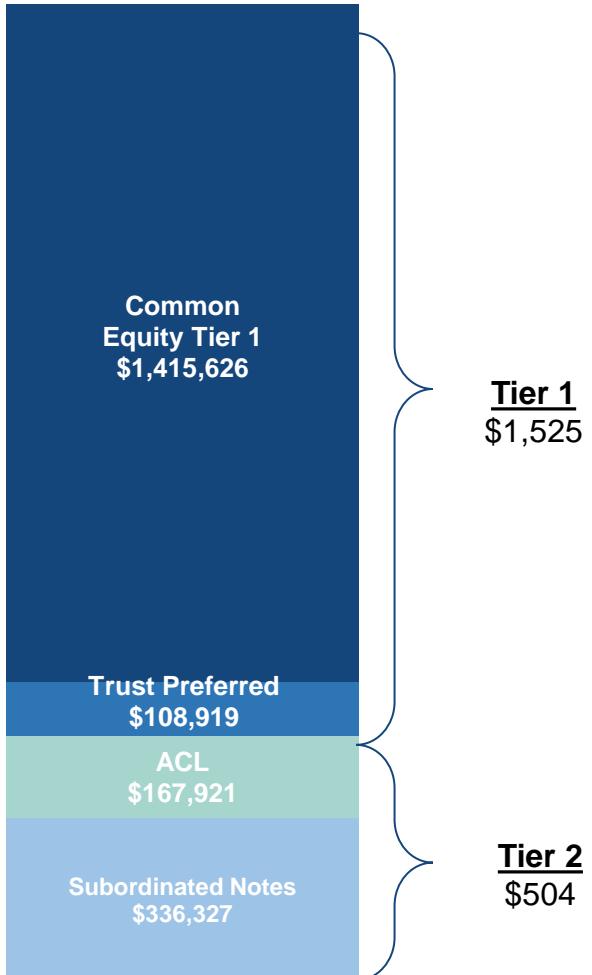
*Tangible Book Value Per Share is a non-GAAP financial measure. See slide 43 in the appendix for a description of the exclusions and a reconciliation of this non-GAAP financial measure to GAAP.

Capital Position



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Regulatory Capital as of June 30, 2023



Capital Highlights

- \$100 million stock repurchase program is in effect through October 2023; there was no buyback activity in the second quarter of 2023
- Consistent dividend payment history, including through the 2008 financial crisis

| Ratio | 1Q 2023 | 2Q 2023 |
|--------------------------------|---------------|---------------|
| Tangible Common Equity* | 7.13 % | 7.37 % |
| Leverage | 9.18 | 9.22 |
| Tier 1 Risk Based | 10.98 | 11.09 |
| Total Risk Based | 14.68 | 14.76 |
| Common Tier 1 Equity | 10.19 | 10.30 |

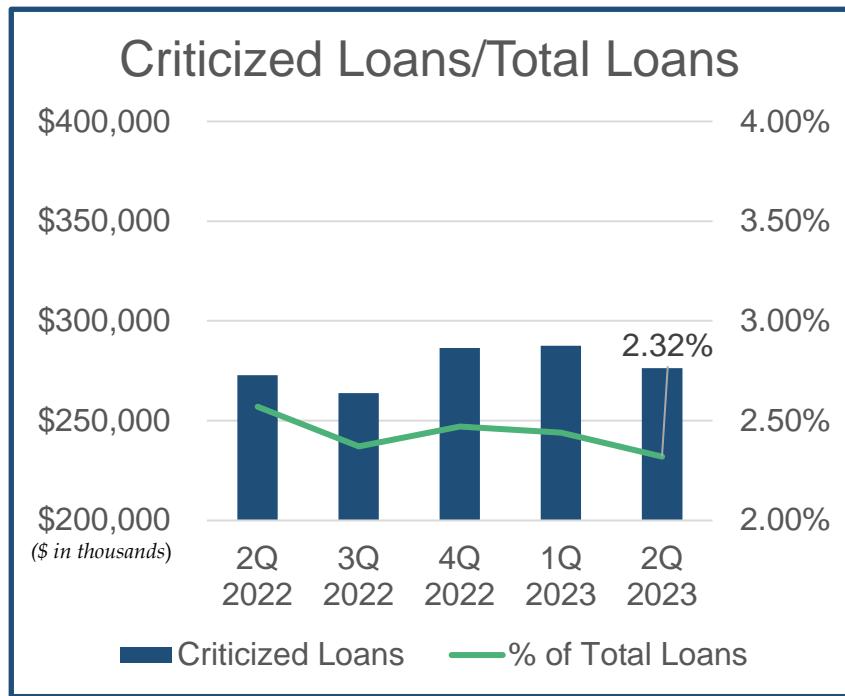
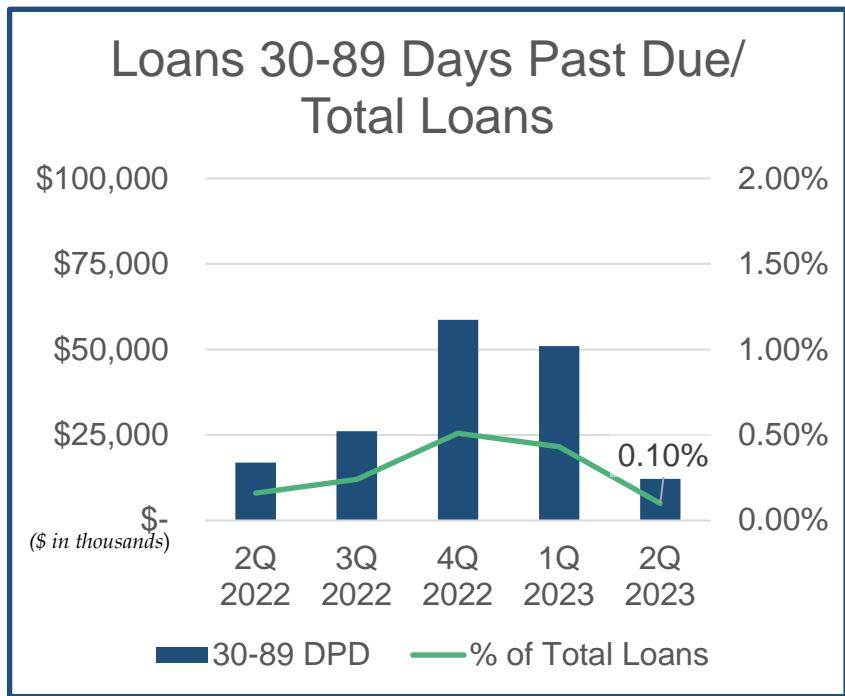
- Unrealized losses on the HTM portfolio would have a negative impact of 50 basis points on the TCE ratio
- Unrealized losses on both HTM and AFS would have a negative impact of 177 basis points on CET1 and the Company would remain above well-capitalized thresholds

Note: Dollars in millions

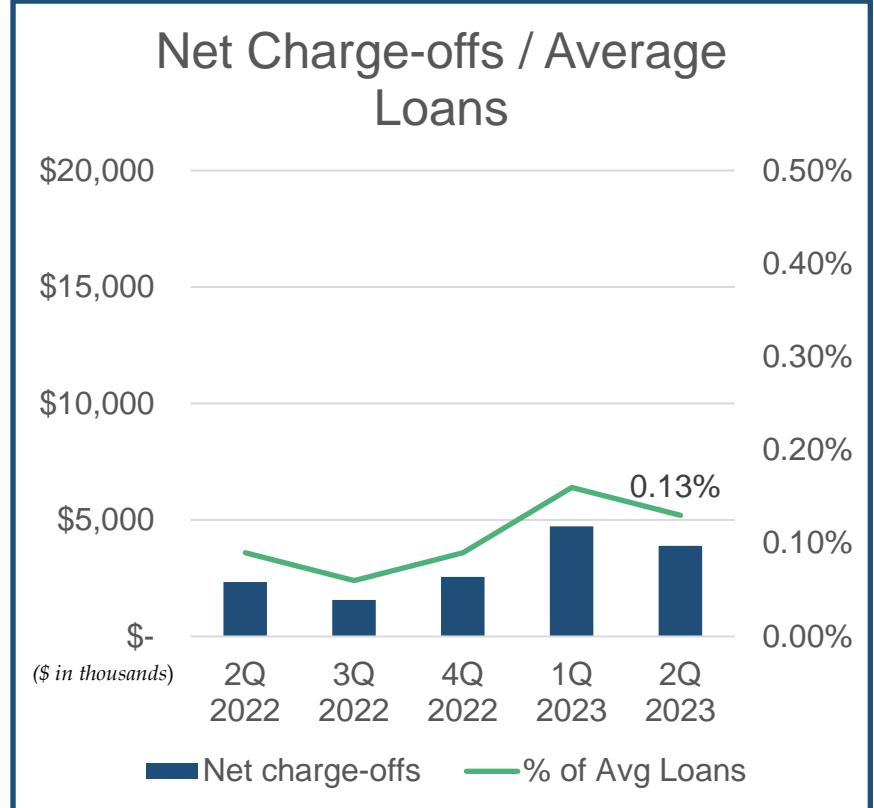
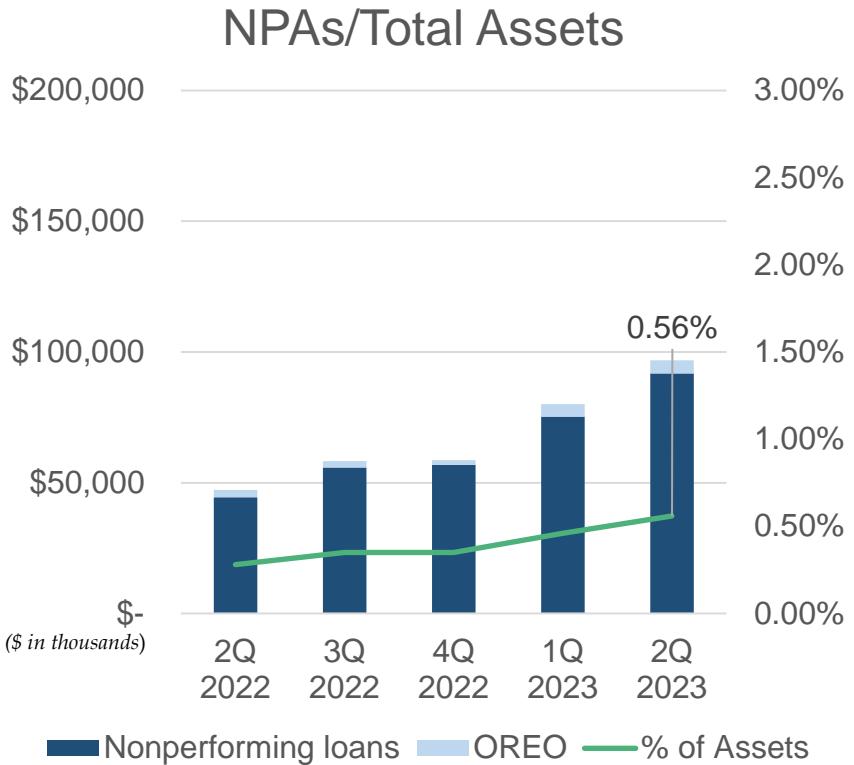
* Tangible Common Equity is a non-GAAP financial measure. See slide 42 in the appendix for a description of the exclusions and a reconciliation of this non-GAAP financial measure to GAAP.

Asset Quality

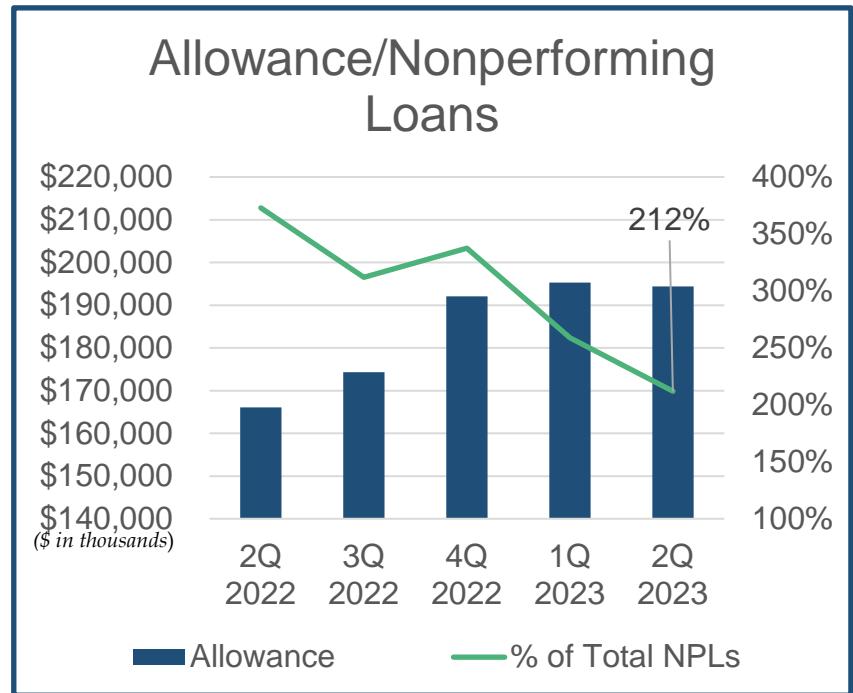
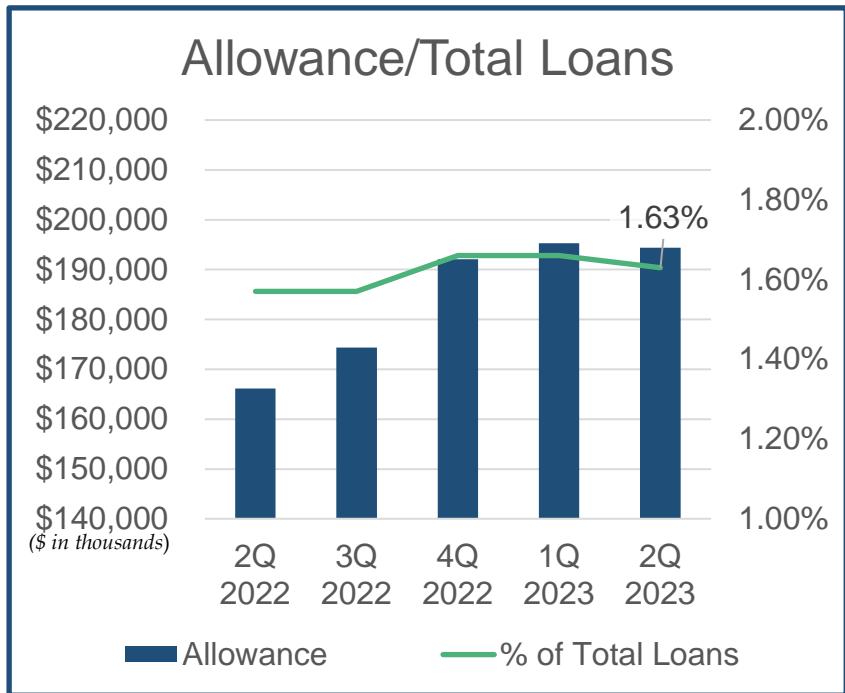
Asset Quality



Asset Quality



ACL Metrics



ACL Summary



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| (\$ in thousands) | 3/31/2023 | | 6/30/2023 | |
|---|------------|---------------------|------------|---------------------|
| | ACL | ACL as a % of Loans | ACL | ACL as a % of Loans |
| | | | | |
| Commercial, Financial, Agricultural | \$ 44,680 | 2.56 | \$ 41,283 | 2.38 |
| Lease Financing Receivables | 2,437 | 2.02 | 2,480 | 2.03 |
| Real Estate - 1-4 Family Mortgage | 45,964 | 1.41 | 46,799 | 1.40 |
| Real Estate - Commercial Mortgage | 72,793 | 1.42 | 75,335 | 1.43 |
| Real Estate - Construction | 19,959 | 1.40 | 19,125 | 1.39 |
| Installment loans to individuals | 9,459 | 8.21 | 9,369 | 8.62 |
| Allowance for Credit Losses on Loans | 195,292 | 1.66 | 194,391 | 1.63 |
| Allowance for Credit Losses on Deferred Interest | 1,248 | | 1,231 | |
| Reserve for Unfunded Commitments | 18,618 | | 17,618 | |
| Total Reserves | \$ 215,158 | | \$ 213,240 | |

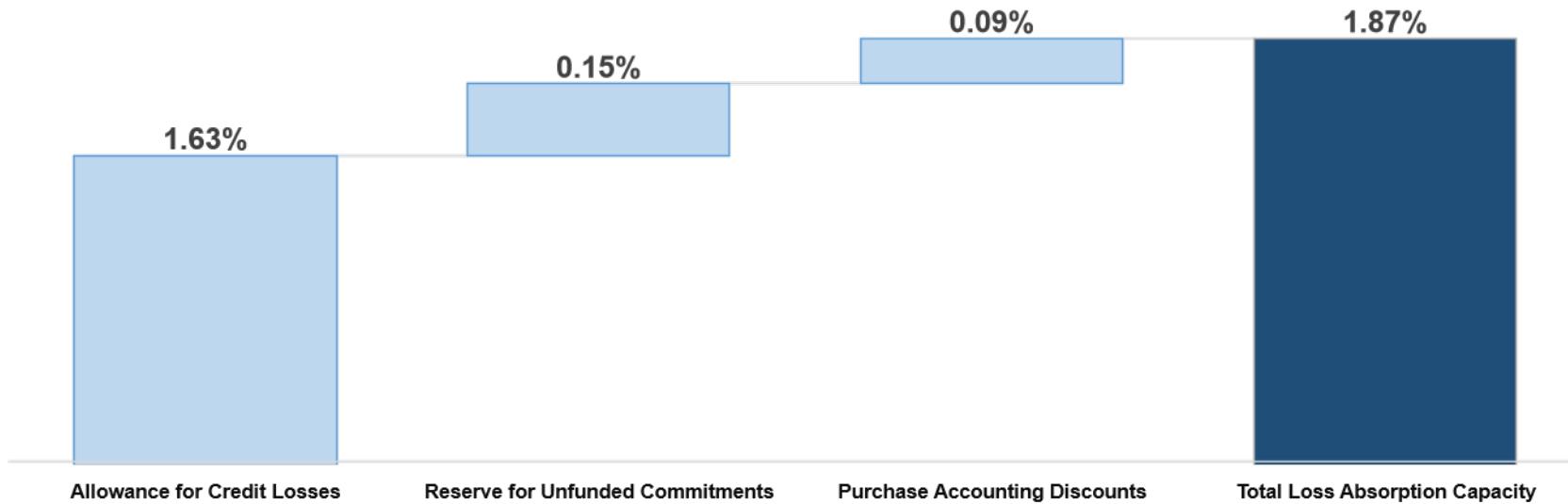
Loss Absorption Capacity



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| <i>(\$ in thousands)</i> | 6/30/2023 |
|---|------------------|
| Allowance for Credit Losses on Loans | \$ 194,391 |
| Reserve for Unfunded Commitments | 17,618 |
| Purchase Accounting Discounts | 11,005 |
| Total Loss Absorption Capacity | \$ 223,014 |

Total Loss Absorption Capacity

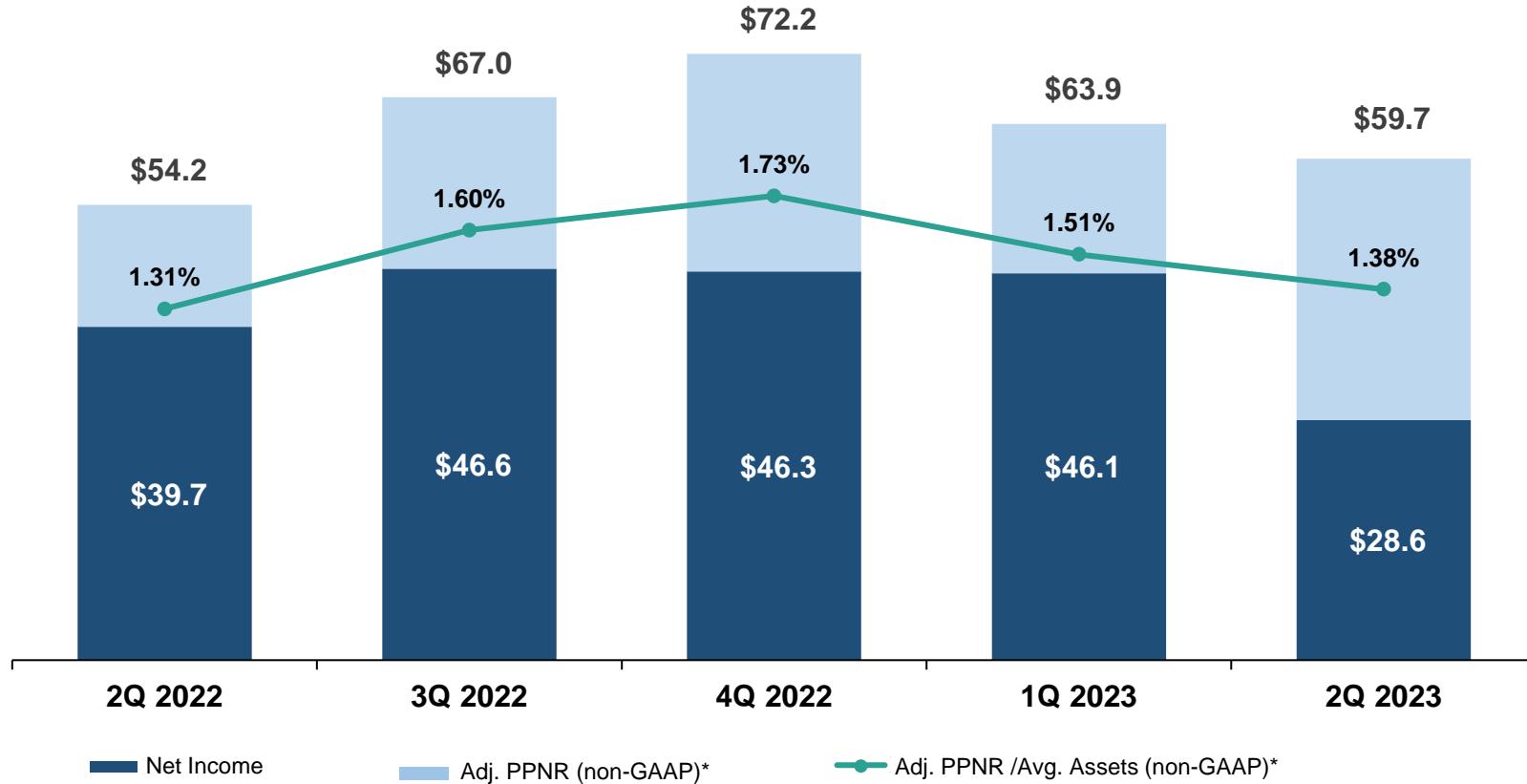


Profitability

Net Income & Adjusted Pre-Provision Net Revenue*



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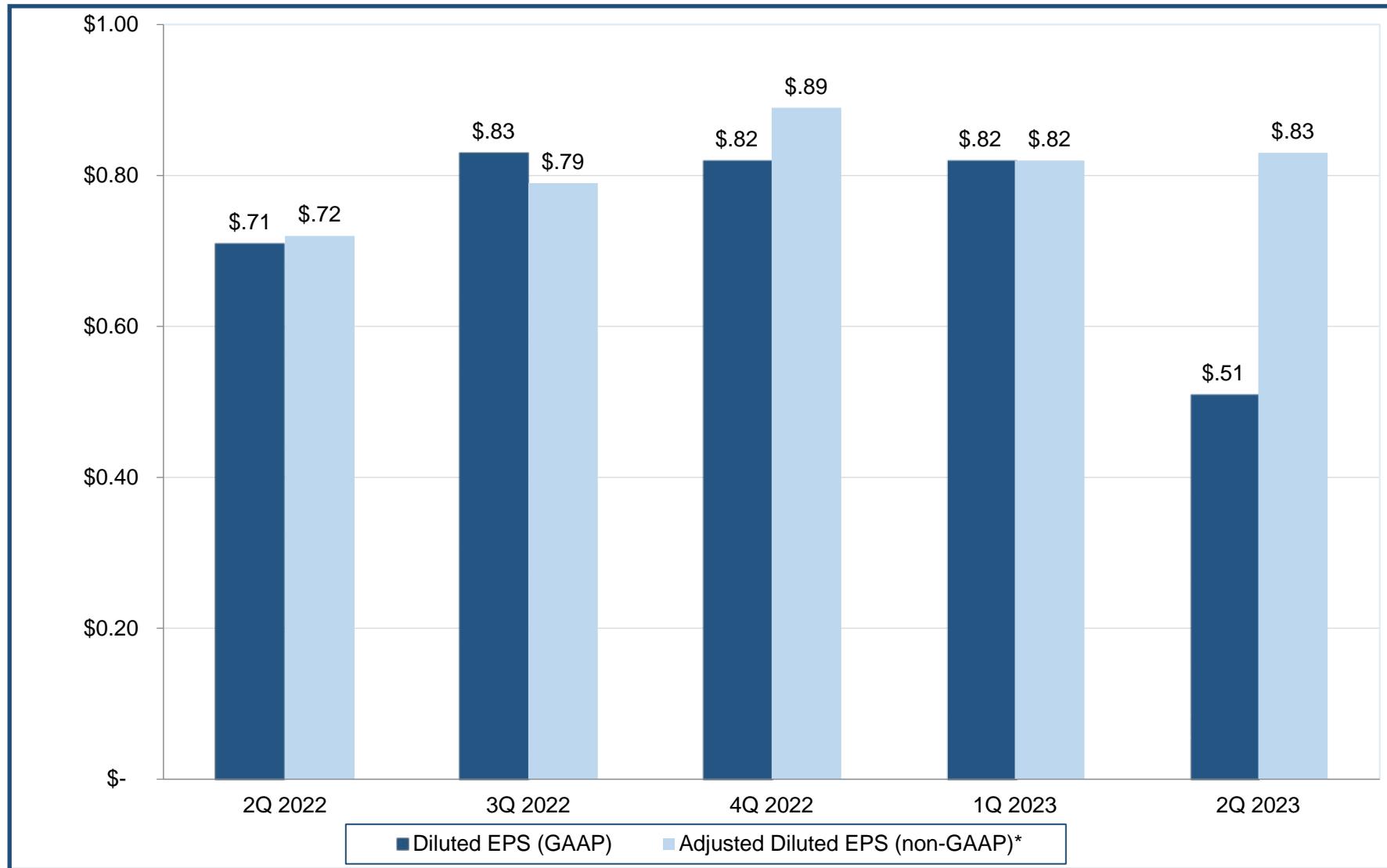
Note: Dollars in millions

* Adjusted Pre-Provision Net Revenue and Adjusted Pre-Provision Net Revenue/Average Assets are non-GAAP financial measures. See slides 35 and 36 in the appendix for a description of the exclusions and a reconciliation of these non-GAAP financial measures to GAAP.

Diluted Earnings per Share Reported and Adjusted*



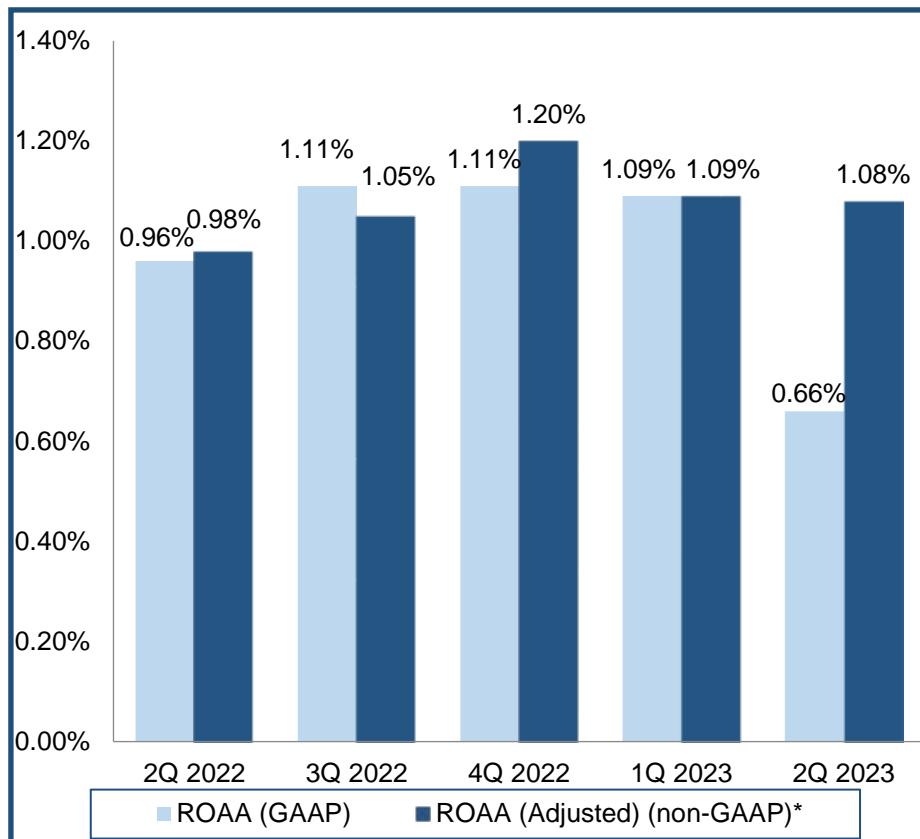
Understanding You.



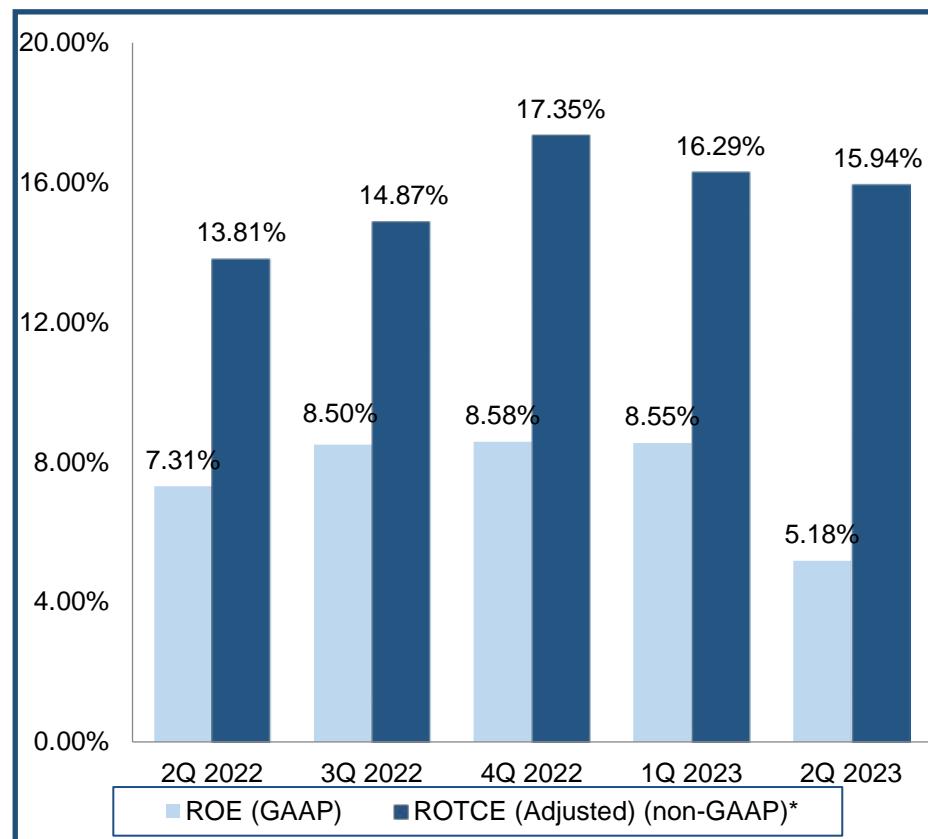
* Adjusted Diluted EPS is a non-GAAP financial measure. See slide 37 in the appendix for a description of exclusions and a reconciliation of this non-GAAP financial measure to GAAP.

Profitability Ratios

Return on Average Assets (ROAA)



Return on Average Equity (ROE)

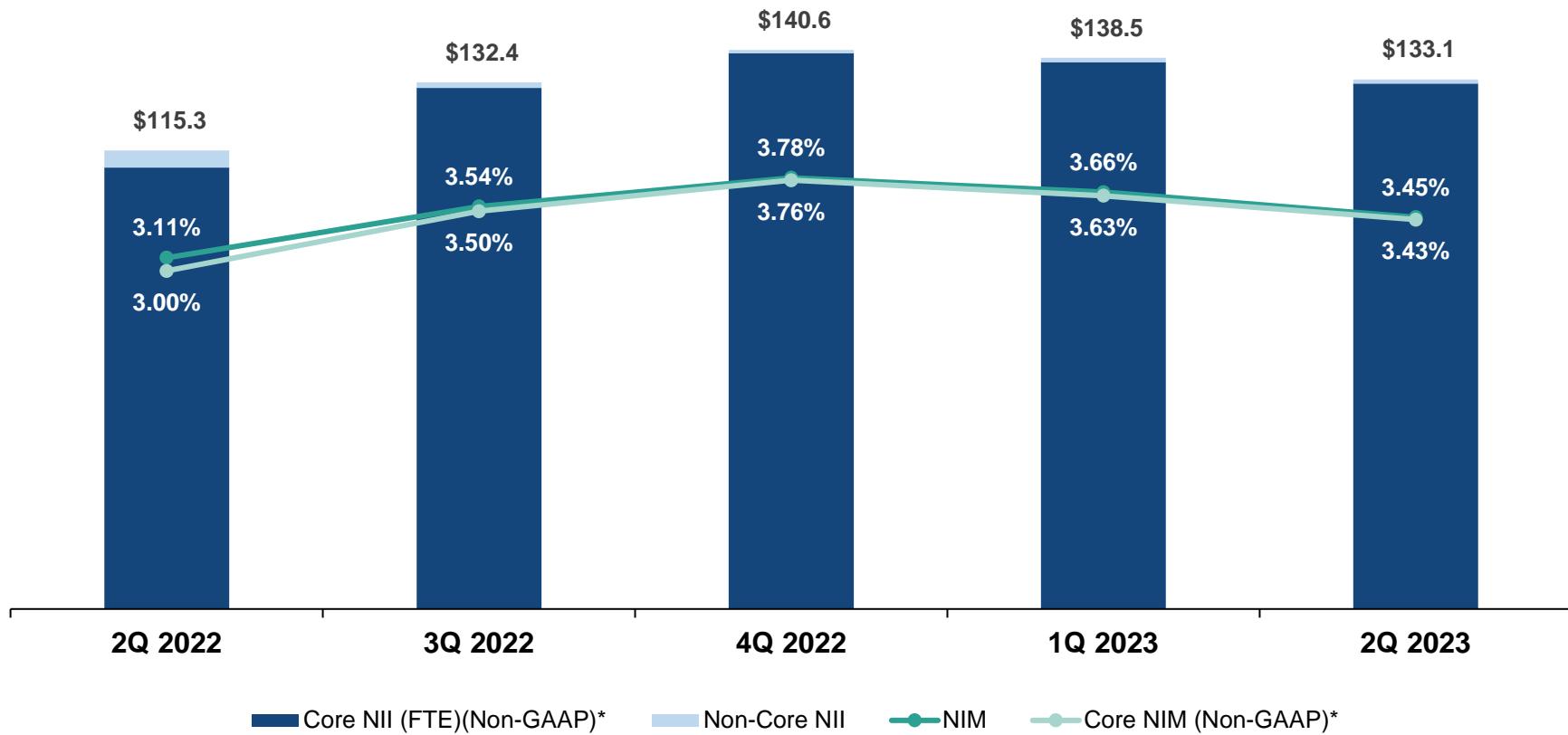


* ROAA (Adjusted) and ROTCE (Adjusted) are non-GAAP financial measures. See slides 36 and 38 in the appendix for a description of the exclusions and a reconciliation of these non-GAAP financial measures to GAAP.

Net Interest Income (FTE) & Net Interest Margin



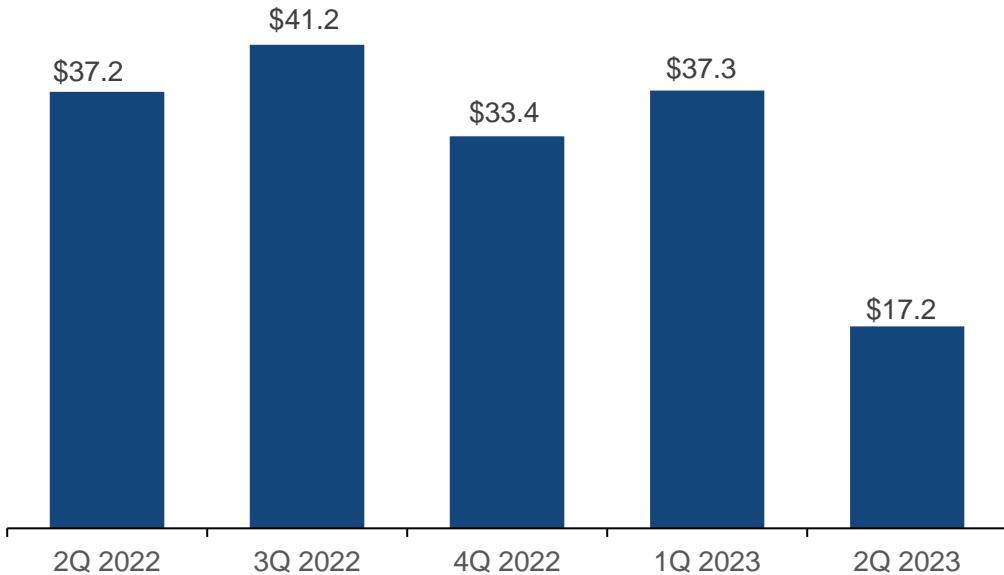
Understanding You.



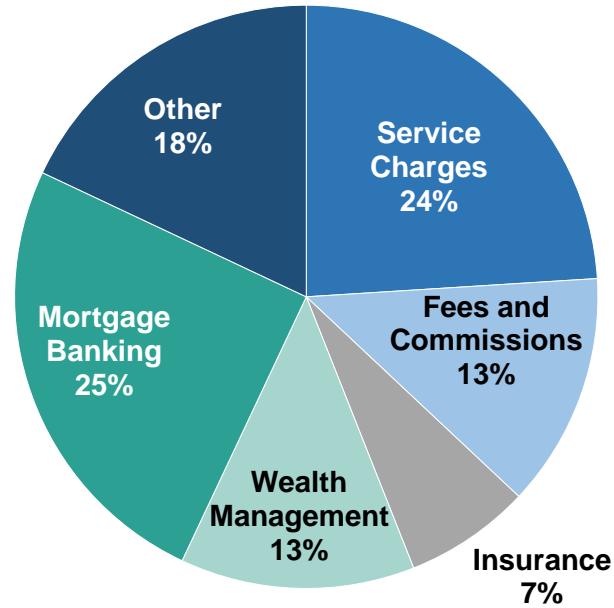
Note: Dollars in millions

*Core Net Interest Income (FTE) and Core Net Interest Margin are non-GAAP financial measures. See slide 39 in the appendix for a description of exclusions and a reconciliation of these non-GAAP financial measures to GAAP.

Noninterest Income



2Q 2023 – Noninterest Income* Contribution



- Noninterest income decreased \$20.1 million in the second quarter primarily due to losses of \$22.4 million on securities sales.

Note: Dollars in millions

*Excludes losses of \$22.4 million on securities sales.

Mortgage Banking

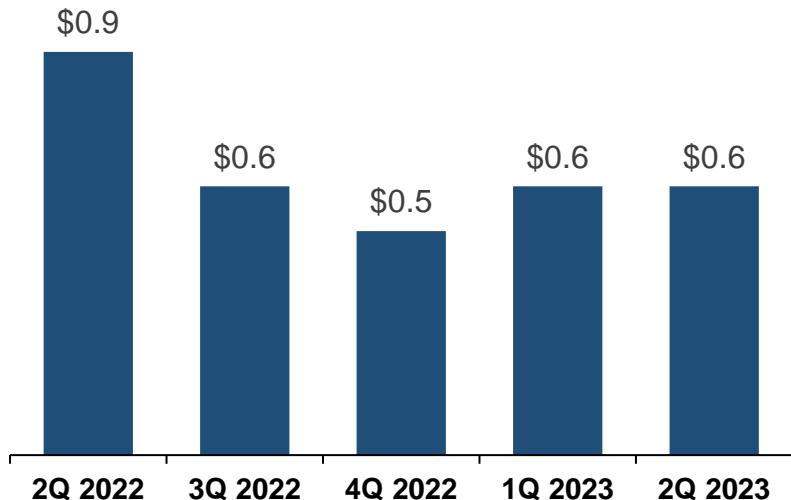
Mortgage banking income

| (\$ in thousands) | 2Q22 | 1Q23 | 2Q23 |
|---------------------------------------|-----------------|-----------------|-----------------|
| Gain on sales of loans, net | \$ 3,490 | \$ 4,770 | \$ 4,646 |
| Fees, net | 3,064 | 1,806 | 2,859 |
| Mortgage servicing (loss) income, net | 1,762 | 1,941 | 2,266 |
| Mortgage banking income, net | \$ 8,316 | \$ 8,517 | \$ 9,771 |

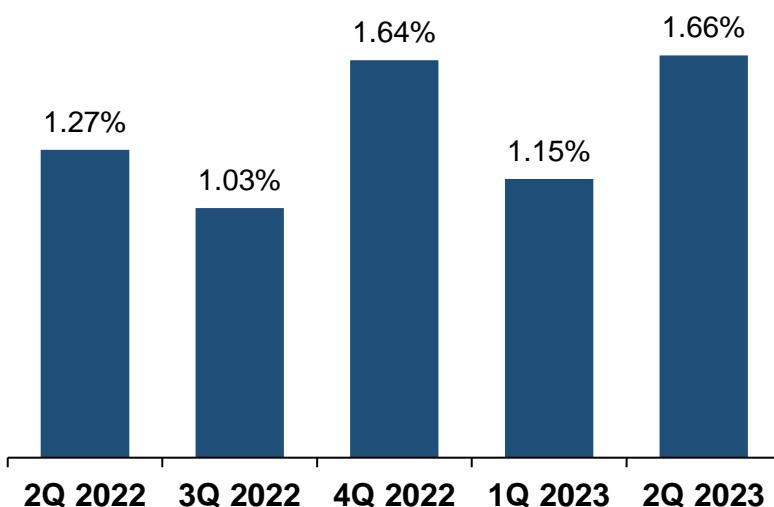
Mortgage Mix

| (in %) | 2Q22 | 1Q23 | 2Q23 |
|-----------|------|------|------|
| Wholesale | 39 | 36 | 42 |
| Retail | 61 | 64 | 58 |
| Purchase | 80 | 86 | 91 |
| Refinance | 20 | 14 | 9 |

Locked Volume (in billions)



Gain on sale margin*



*Gain on sale margin excludes pipeline fair value adjustments and buyback reserve activity included in "Gain on sales of loans, net" in the table above

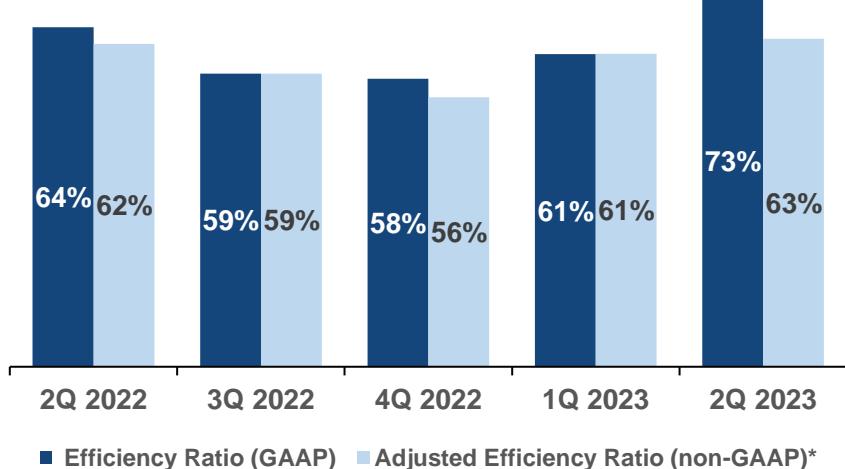
Noninterest Expense and Efficiency Ratio



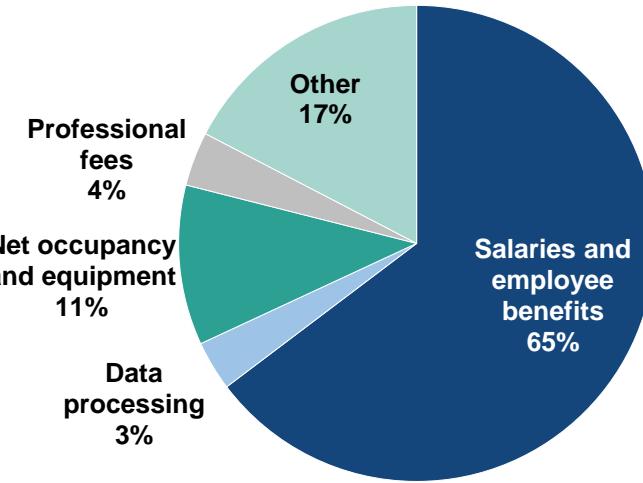
Understanding You.

| (\$ in thousands) | 1Q23 | 2Q23 | Change |
|--------------------------------|------------|------------|----------|
| Salaries and employee benefits | \$ 69,832 | \$ 70,637 | \$ 805 |
| Data processing | 3,633 | 3,684 | 51 |
| Net occupancy and equipment | 11,405 | 11,865 | 460 |
| Professional fees | 3,467 | 4,012 | 545 |
| Other | 19,371 | 18,967 | (404) |
| Total | \$ 107,708 | \$ 109,165 | \$ 1,457 |

Efficiency Ratio



2Q 2023 – Noninterest Expense Mix



- Noninterest expense increased \$1.5 million during the second quarter of 2023. Increases in salaries and benefits related to annual merit increases contributed to the increase in noninterest expense.

*Adjusted Efficiency Ratio is a non-GAAP financial measure. See slide 41 in the appendix for a description of exclusions and a reconciliation of this non-GAAP financial measure to GAAP.

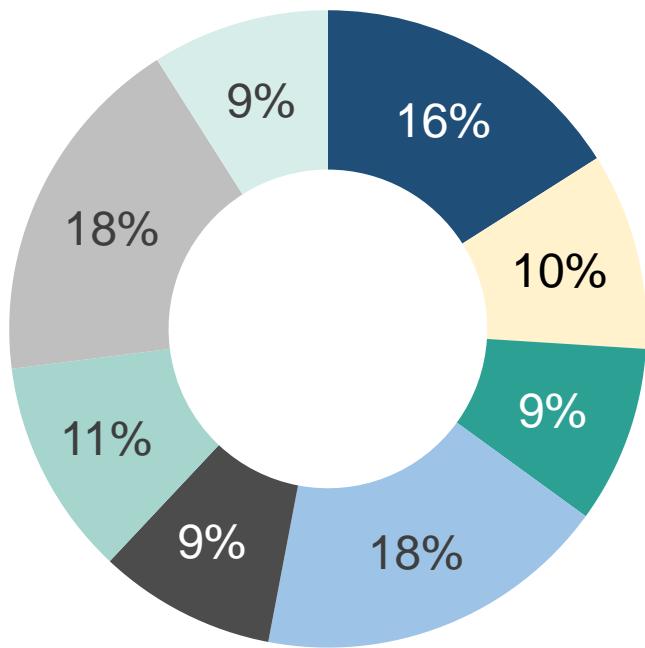
Appendix

Non-Owner Occupied CRE – Term*



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Composition



Highlights

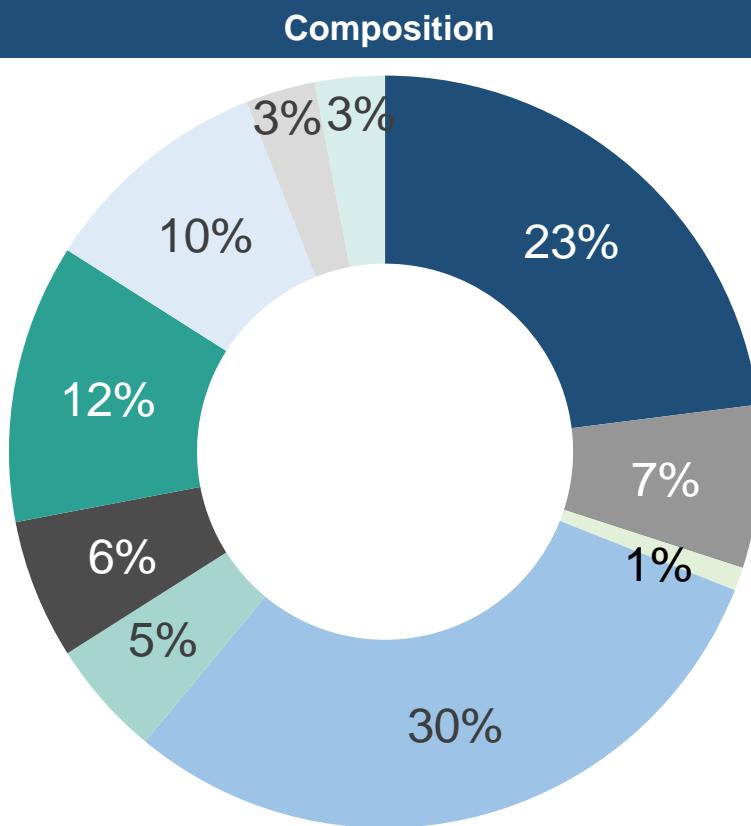
- 30.0% of total loans
- Non-performing loans of 0.50%
- 30-89 days past due of 0.02%
- Average loan size of \$1.8 million
- Weighted average LTV of 56.8%

| | |
|---------------------------|------------------------|
| ■ Warehouse/Industrial | ■ Hotels |
| ■ Self Storage | ■ Multi-family |
| ■ Medical Office Building | ■ Office (non-medical) |
| ■ Retail | ■ Senior Housing |

Note: As of June 30, 2023. LTV is calculated using the most recent appraisal available.

*Excludes construction

Construction



Highlights

- 11.5% of total loans
- No past due or nonaccrual
- Average loan size of \$1.9 million
- Weighted average LTV of 59.0%

- 1-4 Family
- Condominium
- Office
- Self Storage
- Hotels
- Commercial Owner-Occupied
- Multi-family
- Retail
- Warehouse / Industrial
- Senior Housing

Note: As of June 30, 2023. LTV is calculated using the most recent appraisal available.

Office and Retail



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Office

- \$376 million portfolio
- 0.05% past due or nonaccrual
- Average loan size of \$1.0 million
- Weighted average LTV of 58.2%

Retail

- \$649 million portfolio
- 0.43% past due or nonaccrual
- Average loan size of \$1.1 million
- Weighted average LTV of 57.1%

Note: As of June 30, 2023; includes term (excluding construction), non-owner occupied credits. Office portfolio excludes medical. LTV is calculated using the most recent appraisal available.

Reconciliation of Non-GAAP Disclosures



Understanding You.

Adjusted Pre-Provision Net Revenue

| \$ in thousands | 2Q 2022 | 3Q 2022 | 4Q 2022 | 1Q 2023 | 2Q 2023 |
|--|-----------|-----------|-----------|-----------|-----------|
| Net income (GAAP) | \$ 39,678 | \$ 46,567 | \$ 46,276 | \$ 46,078 | \$ 28,643 |
| Income taxes | 10,857 | 13,563 | 12,885 | 11,322 | 6,634 |
| Provision for credit losses (including unfunded commitments) | 2,450 | 9,800 | 10,671 | 6,460 | 2,000 |
| Pre-provision net revenue (non-GAAP) | \$ 52,985 | \$ 69,930 | \$ 69,832 | \$ 63,860 | \$ 37,277 |
| Merger and conversion expense | - | - | 1,100 | - | - |
| Gain on sale of MSR | - | (2,960) | - | - | - |
| Restructuring charges | 1,187 | - | - | - | - |
| Voluntary reimbursement of certain re-presentment NSF fees | - | - | 1,255 | - | - |
| Losses on security sales | - | - | - | - | 22,438 |
| Adjusted pre-provision net revenue (non-GAAP) | \$ 54,172 | \$ 66,970 | \$ 72,187 | \$ 63,860 | \$ 59,715 |

Reconciliation of Non-GAAP Disclosures



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Adjusted Pre-Provision Net Revenue/Average Assets

| \$ in thousands | 2Q 2022 | 3Q 2022 | 4Q 2022 | 1Q 2023 | 2Q 2023 |
|--|--------------|--------------|--------------|--------------|--------------|
| Net income (GAAP) | \$ 39,678 | \$ 46,567 | \$ 46,276 | \$ 46,078 | \$ 28,643 |
| Merger and conversion expense | - | - | 1,100 | - | - |
| Gain on sale of MSR | - | (2,960) | - | - | - |
| Restructuring charges | 1,187 | - | - | - | - |
| Initial provision for acquisitions | - | - | 2,820 | - | - |
| Voluntary reimbursement of certain re-presentment NSF fees | - | - | 1,255 | - | - |
| Losses on security sales | - | - | - | - | 22,438 |
| Tax effect of adjustments noted above ⁽¹⁾ | (264) | 626 | (1,127) | - | (4,353) |
| Adjusted net income (non-GAAP) | \$ 40,601 | \$ 44,233 | \$ 50,324 | \$ 46,078 | \$ 46,728 |
| Adjusted pre-provision net revenue (non-GAAP) ⁽²⁾ | \$ 54,172 | \$ 66,970 | \$ 72,187 | \$ 63,860 | \$ 59,715 |
| Total average assets | \$16,631,290 | \$16,645,481 | \$16,577,840 | \$17,157,898 | \$17,337,924 |
| Return on Average Assets (GAAP) | 0.96% | 1.11% | 1.11% | 1.09% | 0.66% |
| Return on Average Assets (Adjusted) (non-GAAP) | 0.98% | 1.05% | 1.20% | 1.09% | 1.08% |
| Adjusted pre-provision net revenue/Average assets (non-GAAP) | 1.31% | 1.60% | 1.73% | 1.51% | 1.38% |

(1) Tax effect is calculated based on the respective periods' effective tax rate excluding the impact of discrete items.

(2) See slide 35 for a reconciliation of Adjusted pre-provision net revenue.

Reconciliation of Non-GAAP Disclosures



Understanding You.

Adjusted Diluted Earnings Per Share

| \$ in thousands | 2Q 2022 | 3Q 2022 | 4Q 2022 | 1Q 2023 | 2Q 2023 |
|--|------------|------------|------------|------------|------------|
| Net income (GAAP) | \$ 39,678 | \$ 46,567 | \$ 46,276 | \$ 46,078 | \$ 28,643 |
| Merger and conversion expense | - | - | 1,100 | - | - |
| Gain on sale of MSR | - | (2,960) | - | - | - |
| Restructuring charges | 1,187 | - | - | - | - |
| Initial provision for acquisitions | - | - | 2,820 | - | - |
| Voluntary reimbursement of certain re-presentment NSF fees | - | - | 1,255 | - | - |
| Losses on security sales | - | - | - | - | 22,438 |
| Tax effect of adjustments noted above ⁽¹⁾ | (264) | 626 | (1,127) | - | (4,353) |
| Adjusted net income (non-GAAP) | \$ 40,601 | \$ 44,233 | \$ 50,324 | \$ 46,078 | \$ 46,728 |
| Diluted shares outstanding (average) | 56,182,845 | 56,248,720 | 56,335,446 | 56,270,219 | 56,395,653 |
| Diluted EPS (GAAP) | \$ 0.71 | \$ 0.83 | \$ 0.82 | \$ 0.82 | \$ 0.51 |
| Adjusted Diluted EPS (non-GAAP) | \$ 0.72 | \$ 0.79 | \$ 0.89 | \$ 0.82 | \$ 0.83 |

(1) Tax effect is calculated based on the respective periods' effective tax rate excluding the impact of discrete items.

Reconciliation of Non-GAAP Disclosures



Understanding You.

Return on Average Tangible Common Equity (Adjusted)

| \$ in thousands | 2Q 2022 | 3Q 2022 | 4Q 2022 | 1Q 2023 | 2Q 2023 |
|--|--------------|--------------|--------------|--------------|--------------|
| Net income (GAAP) | \$ 39,678 | \$ 46,567 | \$ 46,276 | \$ 46,078 | \$ 28,643 |
| Merger and conversion expense | - | - | 1,100 | - | - |
| Gain on sale of MSR | - | (2,960) | - | - | - |
| Restructuring charges | 1,187 | - | - | - | - |
| Initial provision for acquisitions | - | - | 2,820 | - | - |
| Voluntary reimbursement of certain re-presentment NSF fees | - | - | 1,255 | - | - |
| Losses on security sales | - | - | - | - | 22,438 |
| Tax effect of adjustments noted above ⁽¹⁾ | (264) | 626 | (1,127) | - | (4,353) |
| Net income with exclusions (non-GAAP) | \$ 40,601 | \$ 44,233 | \$ 50,324 | \$ 46,078 | \$ 46,728 |
| Amortization of intangibles | 1,310 | 1,251 | 1,195 | 1,426 | 1,369 |
| Tax effect of adjustment noted above ⁽¹⁾ | (291) | (265) | (260) | (299) | (266) |
| Tangible net income with exclusion (non-GAAP) | \$ 41,620 | \$ 45,219 | \$ 51,259 | \$ 47,205 | \$ 47,831 |
| Average shareholders' equity (GAAP) | \$ 2,177,537 | \$ 2,173,408 | \$ 2,139,095 | \$ 2,186,794 | \$ 2,217,708 |
| Intangibles | 968,441 | 967,154 | 967,005 | 1,011,557 | 1,013,811 |
| Average tangible shareholders' equity (non-GAAP) | \$ 1,209,096 | \$ 1,206,254 | \$ 1,172,090 | \$ 1,175,237 | \$ 1,203,897 |
| Return on Average Equity (GAAP) | 7.31% | 8.50% | 8.58% | 8.55% | 5.18% |
| Return on Average Tangible Common Equity (Adjusted) (non-GAAP) | 13.81% | 14.87% | 17.35% | 16.29% | 15.94% |

(1) Tax effect is calculated based on the respective periods' effective tax rate excluding the impact of discrete items.

Reconciliation of Non-GAAP Disclosures



Understanding You.

Core Net Interest Income (FTE) and Core Net Interest Margin

| \$ in thousands | 2Q 2022 | 3Q 2022 | 4Q 2022 | 1Q 2023 | 2Q 2023 |
|--|--------------|--------------|--------------|--------------|--------------|
| Net interest income (FTE) (GAAP) | \$ 115,321 | \$ 132,435 | \$ 140,565 | \$ 138,529 | \$ 133,085 |
| Less: | | | | | |
| Net interest income collected on problem loans | 2,276 | 78 | 161 | 392 | 364 |
| Accretable yield recognized on purchased loans | 2,021 | 1,317 | 625 | 670 | 874 |
| Non-core net interest income | \$ 4,297 | \$ 1,395 | \$ 786 | \$ 1,062 | \$ 1,238 |
| Core net interest income (FTE) (non-GAAP) | \$ 111,024 | \$ 131,040 | \$ 139,779 | \$ 137,467 | \$ 131,847 |
| Total average earning assets | \$14,845,199 | \$14,860,043 | \$14,774,014 | \$15,288,317 | \$15,443,560 |
| Net interest margin (GAAP) | 3.11% | 3.54% | 3.78% | 3.66% | 3.45% |
| Core net interest margin (non-GAAP) | 3.00% | 3.50% | 3.76% | 3.63% | 3.43% |

Reconciliation of Non-GAAP Disclosures



Understanding You.

Core Loan Yield

| \$ in thousands | 2Q 2022 | 3Q 2022 | 4Q 2022 | 1Q 2023 | 2Q 2023 |
|--|--------------|--------------|--------------|--------------|--------------|
| Loan interest income (FTE) (GAAP) | \$ 107,612 | \$ 124,614 | \$ 147,519 | \$ 163,970 | \$ 175,549 |
| Less: | | | | | |
| Net interest income collected on problem loans | 2,276 | 78 | 161 | 392 | 364 |
| Accretable yield recognized on purchased loans | 2,021 | 1,317 | 625 | 885 | 874 |
| Adjusted loan interest income (FTE) (non-GAAP) | \$ 103,315 | \$ 123,219 | \$ 146,733 | \$ 162,693 | \$ 174,311 |
| Total average loans | \$10,477,036 | \$10,829,137 | \$11,282,422 | \$11,688,534 | \$11,877,592 |
| Loan yield (GAAP) | 4.12% | 4.57% | 5.19% | 5.68% | 5.93% |
| Core loan yield (non-GAAP) | 3.96% | 4.52% | 5.16% | 5.64% | 5.89% |

Reconciliation of Non-GAAP Disclosures



Understanding You.

Adjusted Efficiency Ratio

| \$ in thousands | 2Q 2022 | 3Q 2022 | 4Q 2022 | 1Q 2023 | 2Q 2023 |
|--|-----------|-----------|-----------|-----------|-----------|
| Net interest income (FTE) (GAAP) | \$115,321 | \$132,435 | \$140,565 | \$138,529 | \$133,085 |
| Total noninterest income (GAAP) | 37,214 | 41,186 | 33,395 | 37,293 | 17,226 |
| Gain on sale of MSR | - | 2,960 | - | - | - |
| Losses on security sales | - | - | - | - | (22,438) |
| Adjusted total noninterest income (non-GAAP) | \$ 37,214 | \$ 38,226 | \$ 33,395 | \$ 37,293 | \$ 39,664 |
| Total income (FTE) (non-GAAP) | \$152,535 | \$170,661 | \$173,960 | \$175,822 | \$172,749 |
| | | | | | |
| Total noninterest expense (GAAP) | \$ 98,194 | \$101,574 | \$101,582 | \$107,708 | \$109,165 |
| Amortization of intangibles | 1,310 | 1,251 | 1,195 | 1,426 | 1,369 |
| Merger-related expenses | - | - | 1,100 | - | - |
| Restructuring charges | 1,187 | - | - | - | - |
| Voluntary reimbursement of certain re-presentment NSF fees | - | - | 1,255 | - | - |
| Provision for unfunded commitments | 450 | - | 183 | (1,500) | (1,000) |
| Adjusted total noninterest expense (non-GAAP) | \$ 95,247 | \$100,323 | \$ 97,849 | \$107,782 | \$108,796 |
| | | | | | |
| Efficiency Ratio (GAAP) | 64.37% | 58.50% | 58.39% | 61.26% | 72.63% |
| Adjusted Efficiency Ratio (non-GAAP) | 62.44% | 58.78% | 56.25% | 61.30% | 62.98% |

Reconciliation of Non-GAAP Disclosures



Understanding You.

Tangible Common Equity

| \$ in thousands | 2Q 2022 | 3Q 2022 | 4Q 2022 | 1Q 2023 | 2Q 2023 |
|--|---------------|---------------|---------------|---------------|---------------|
| Shareholders' equity (GAAP) | \$ 2,116,877 | \$ 2,092,281 | \$ 2,136,016 | \$ 2,187,300 | \$ 2,208,628 |
| Intangibles | 967,713 | 966,461 | 1,015,884 | 1,014,415 | 1,013,046 |
| Tangible shareholders' equity (non-GAAP) | \$ 1,149,164 | \$ 1,125,820 | \$ 1,120,132 | \$ 1,172,885 | \$ 1,195,582 |
| Total assets (GAAP) | \$ 16,618,101 | \$ 16,471,099 | \$ 16,988,176 | \$ 17,474,083 | \$ 17,224,342 |
| Intangibles | 967,713 | 966,461 | 1,015,884 | 1,014,415 | 1,013,046 |
| Tangible assets (non-GAAP) | \$ 15,650,388 | \$ 15,504,638 | \$ 15,972,292 | \$ 16,459,668 | \$ 16,211,296 |
| Tangible Common Equity Ratio | | | | | |
| Shareholders' equity to assets (GAAP) | 12.74% | 12.70% | 12.57% | 12.52% | 12.82% |
| Effect of adjustment for intangible assets | 5.40% | 5.44% | 5.56% | 5.39% | 5.45% |
| Tangible common equity ratio (non-GAAP) | 7.34% | 7.26% | 7.01% | 7.13% | 7.37% |

Reconciliation of Non-GAAP Disclosures



Understanding You.

Tangible Book Value

| \$ in thousands (except share data) | 2013 | 2014 | 2015 | 2016 | 2017 |
|--|------------|------------|--------------|--------------|--------------|
| Shareholders' equity (GAAP) | \$ 665,652 | \$ 711,651 | \$ 1,036,818 | \$ 1,232,883 | \$ 1,514,983 |
| Intangibles | 304,330 | 297,330 | 474,682 | 494,608 | 635,556 |
| Tangible shareholders' equity (non-GAAP) | \$ 361,322 | \$ 414,321 | \$ 562,136 | \$ 738,275 | \$ 879,427 |
| Tangible Book Value | | | | | |
| Shares Outstanding | 31,387,668 | 31,545,145 | 40,293,291 | 44,332,273 | 49,321,231 |
| Book Value (GAAP) | \$ 21.21 | \$ 22.56 | \$ 25.73 | \$ 27.81 | \$ 30.72 |
| Tangible Book Value (non-GAAP) | \$ 11.51 | \$ 13.13 | \$ 13.95 | \$ 16.65 | \$ 17.83 |

| \$ in thousands (except share data) | 2018 | 2019 | 2020 | 2021 | 2022 | 2Q 2023 |
|--|--------------|--------------|--------------|--------------|--------------|--------------|
| Shareholders' equity (GAAP) | \$ 2,043,913 | \$ 2,125,689 | \$ 2,132,733 | \$ 2,209,853 | \$ 2,136,016 | \$ 2,208,628 |
| Intangibles | 977,793 | 976,943 | 969,823 | 963,781 | 1,015,884 | 1,013,046 |
| Tangible shareholders' equity (non-GAAP) | \$ 1,066,120 | \$ 1,148,746 | \$ 1,162,910 | \$ 1,246,072 | \$ 1,120,132 | \$ 1,195,582 |
| Tangible Book Value | | | | | | |
| Shares Outstanding | 58,546,480 | 56,855,002 | 56,200,487 | 55,756,233 | 55,953,104 | 56,132,478 |
| Book Value (GAAP) | \$ 34.91 | \$ 37.39 | \$ 37.95 | \$ 39.63 | \$ 38.18 | \$ 39.35 |
| Tangible Book Value (non-GAAP) | \$ 18.21 | \$ 20.20 | \$ 20.69 | \$ 22.35 | \$ 20.02 | \$ 21.30 |

