

HomeTrust Bancshares, Inc.



Janney CEO Forum

January 31 – February 1, 2024



Forward Looking Statements



This document includes "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not statements of historical fact, but instead are based on certain assumptions including statements with respect to the Company's beliefs, plans, objectives, goals, expectations, assumptions, and statements about future economic performance and projections of financial items. These forward-looking statements are subject to known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from the results anticipated or implied by forward-looking statements. The factors that could result in material differentiation include, but are not limited to the impact of bank failures or adverse developments of other banks and related negative press about the banking industry in general on investor and depositor sentiment; the remaining effect of the COVID-19 pandemic on general economic and financial market conditions and on public health, both nationally and in the Company's market areas; expected revenues, cost savings, synergies and other benefits from merger and acquisition activities, including the Company's recent merger with Quantum Capital Corp., might not be realized to the extent anticipated, within the anticipated time frames, or at all, and costs or difficulties relating to integration matters, including but not limited to customer and employee retention, might be greater than expected; goodwill impairment charges might be incurred; increased competitive pressures; changes in the interest rate environment; changes in general economic conditions, both nationally and in our market areas; legislative and regulatory changes; and the effects of inflation, a potential recession, and other factors described in the Company's latest annual Report on Form 10-K and Quarterly Reports on Form 10-Q and other documents filed with or furnished to the Securities and Exchange Commission - which are available on the Company's website at www.htb.com and on the SEC's website at www.sec.gov. Any of the forward-looking statements that the Company makes in this document or the documents they file with or furnish to the SEC are based upon management's beliefs and assumptions at the time they are made and may turn out to be wrong because of inaccurate assumptions they might make, because of the factors described above or because of other factors that they cannot foresee. The Company does not undertake, and specifically disclaims any obligation, to revise any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements.



HomeTrust Bancshares, Inc. Overview

\$4.7B Assets	NASDAQ: HTBI
	Headquarters: Asheville, NC
\$3.6B/\$3.7B Loans/Deposits	Founded: 1926
	Locations: 34
105.2% Price to TBV	Employees: 565
	Market Cap: \$482.8MM
17,387,069 Outstanding Shares	TTM Average Daily Volume: 42,900
	Shares Repurchased: 9,831,250

Lines of Business

Commercial

Commercial Real Estate
Commercial & Industrial
Middle Market Banking
Equipment & Municipal Finance
Treasury Management Services

Small Business Banking

Business Banking
Business Banking Centers
SBA Lending
Community Association Banking

Consumer Banking

Retail Banking Market Teams
Consumer Banking
Mortgage Banking
Investment Services
Professional Banking
HELOCs Originated for Sale

- Financial data as of December 31, 2023
- Market data as of January 25, 2024
- Shares repurchased from February 19, 2013 to December 31, 2023 (last transaction in May 2022)



Recent Recognition



Named one of the 2023 Top 20 “Great Employers to Work for in NC” by the Best Companies Group

Voted “Best Small Bank in North Carolina” by Newsweek for three consecutive years (2021 - 2023)

NC, VA, TN and GA were the top 4 states on CNBC’s list of America’s Top States for Business 2023



Key Investment Highlights



Footprint in attractive metro markets experiencing growth rates above the national average (See Pages 9-10)



Successful transition to a commercial bank (See Pages 6-8, 11-15)

- Expansion of lines of business, adding further diversity to our loan portfolio
- Strong experienced team of revenue producers
- Attractive core deposit mix and cost
- Experienced management team with extensive local market knowledge and M&A history



Transformation efforts are driving improvements in profitability and our capital position (See Pages 16, 19, 14-27)

- Significant improvement in net interest margin over last five quarters
- Proven ability to generate noninterest income
- Strong capital position to support continued growth



Strong asset quality and credit discipline to support further growth (See Page 16)

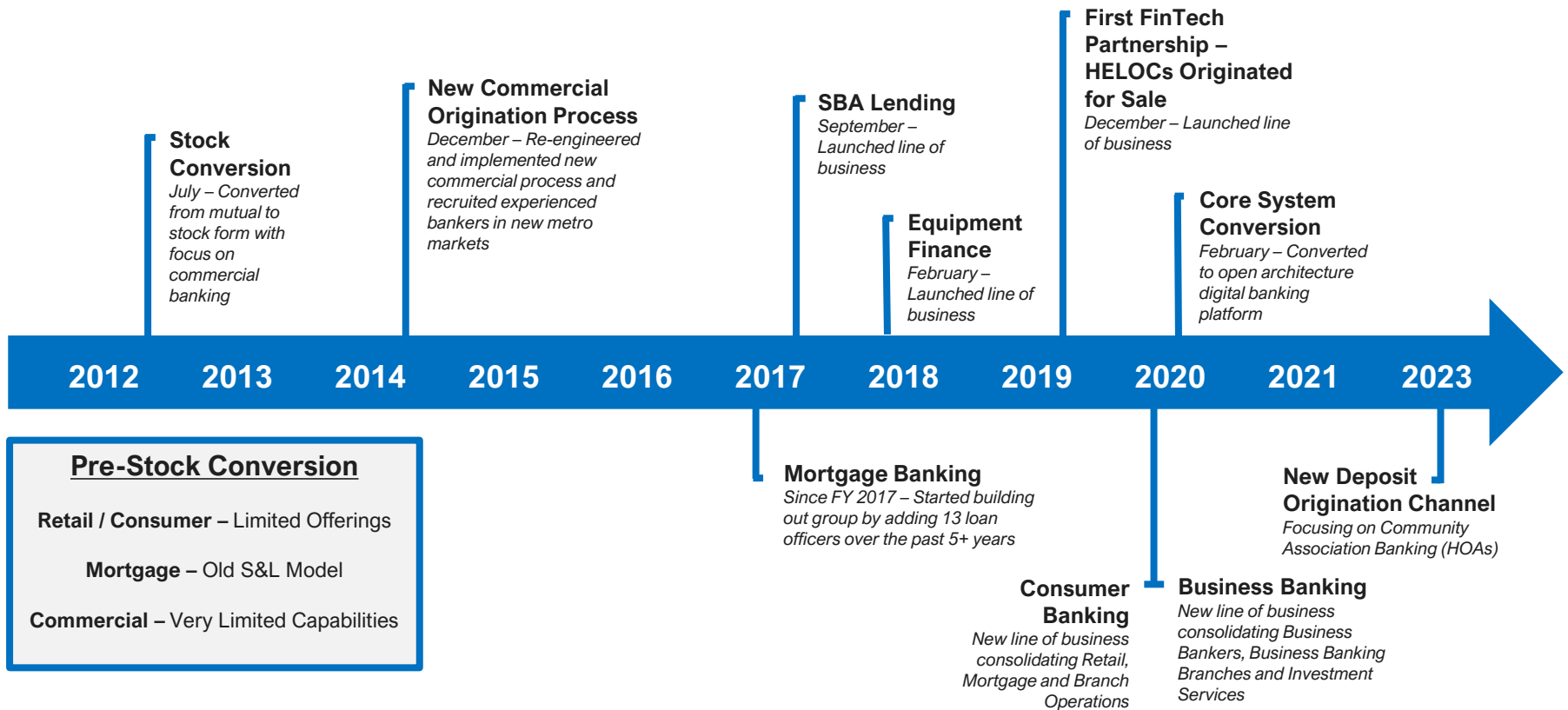


Our stock represents a value when compared to our peers (See Pages 20-23)

- Trading at 102% of tangible book value versus our peers at 140% (as of 12/31/23)
- Trading at 9.0x of annualized earnings versus our peers at 11.9x (as of 12/31/23)



Line of Business Expansion



Pyramid of Success





Business Transformation:

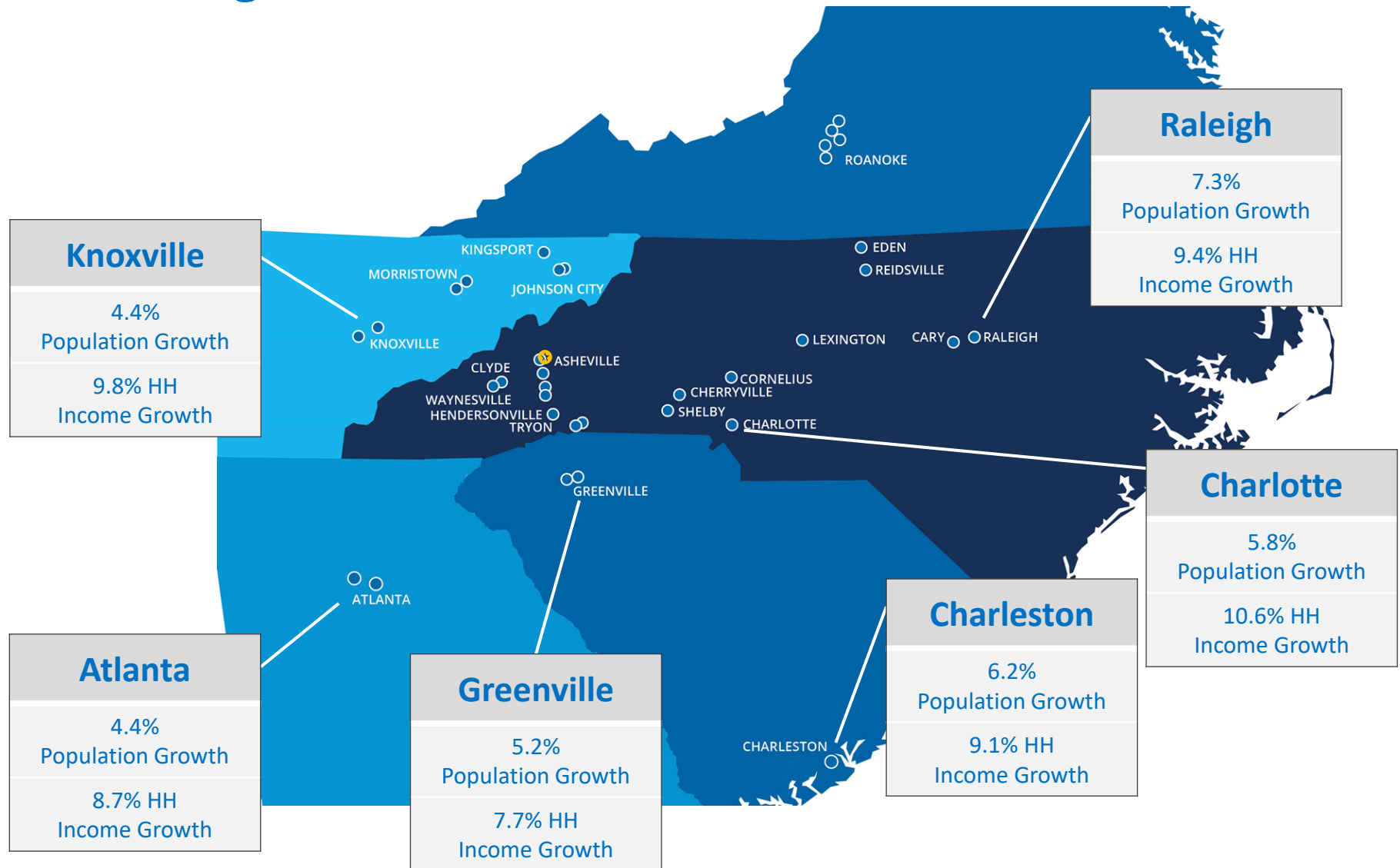
Phases of Progress



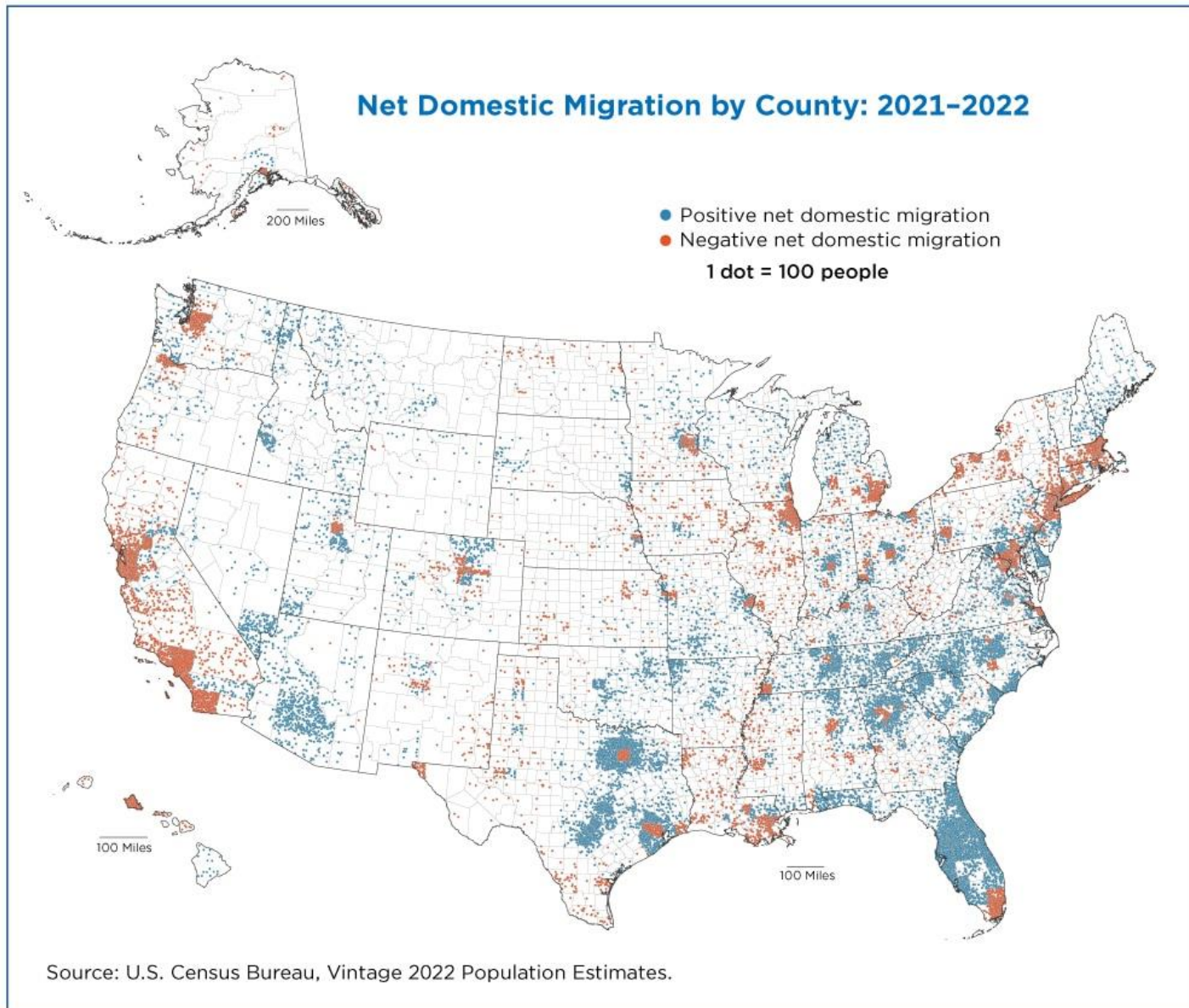
Geographic Expansion – Focus on High-Growth Markets



(2024 to 2029 Projected Changes)



Geographic Expansion – Focus on High-Growth Markets (Continued)





Hybrid Branch Strategy

“Branch Heavy” Consumer Markets

Asheville
Roanoke
Tri-Cities

Branch Manager &
Consumer Banker

Introducing
Micro-Business Loans

“Branch-Lite” Business Banking Centers

Atlanta
Charlotte
Greenville
Knoxville
Raleigh

Branch Manager &
Small Business Banker

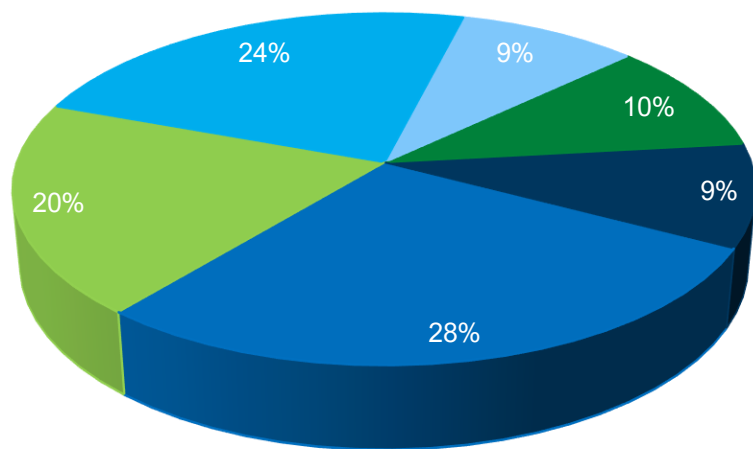
Small Business Banking &
Professional Banking



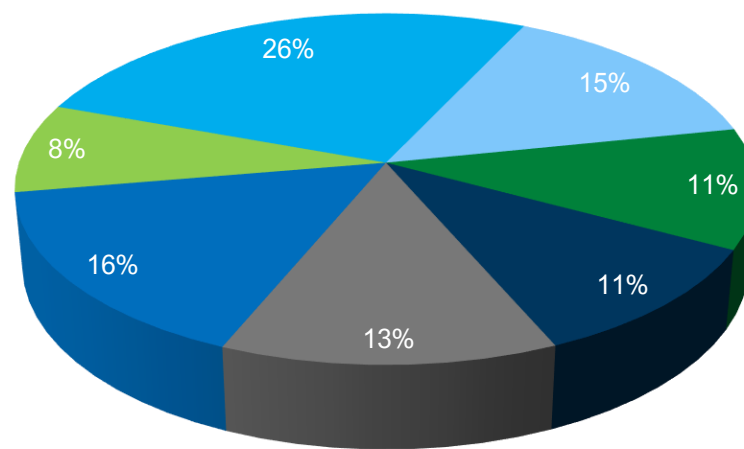
Loan Portfolio Transformation: Transition to a Diversified Commercial Bank

(Dollars in thousands)

Past – 12/31/17
Total Loans of \$2,419,256



Present – 12/31/23
Total Loans of \$3,640,022



- Commercial RE (NOO)
- Construction and Development
- Equipment Finance*
- HELOCs and Other Consumer
- Commercial RE (OO)
- Other Commercial
- 1-4 Family

* Equipment Finance line of business began in February of 2018.

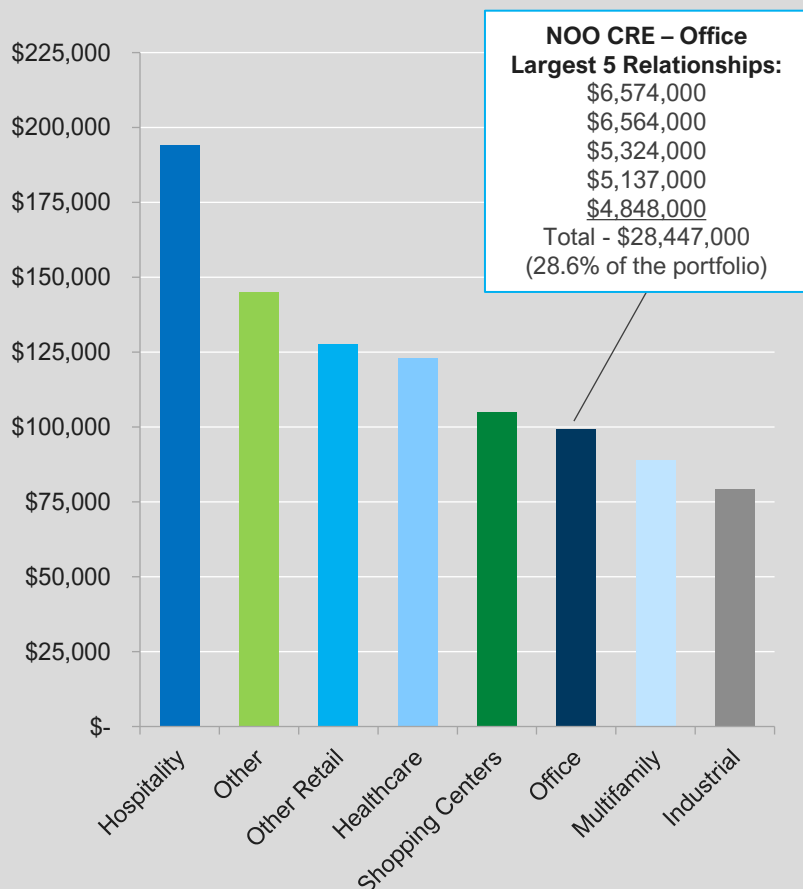


Portfolios to Highlight:

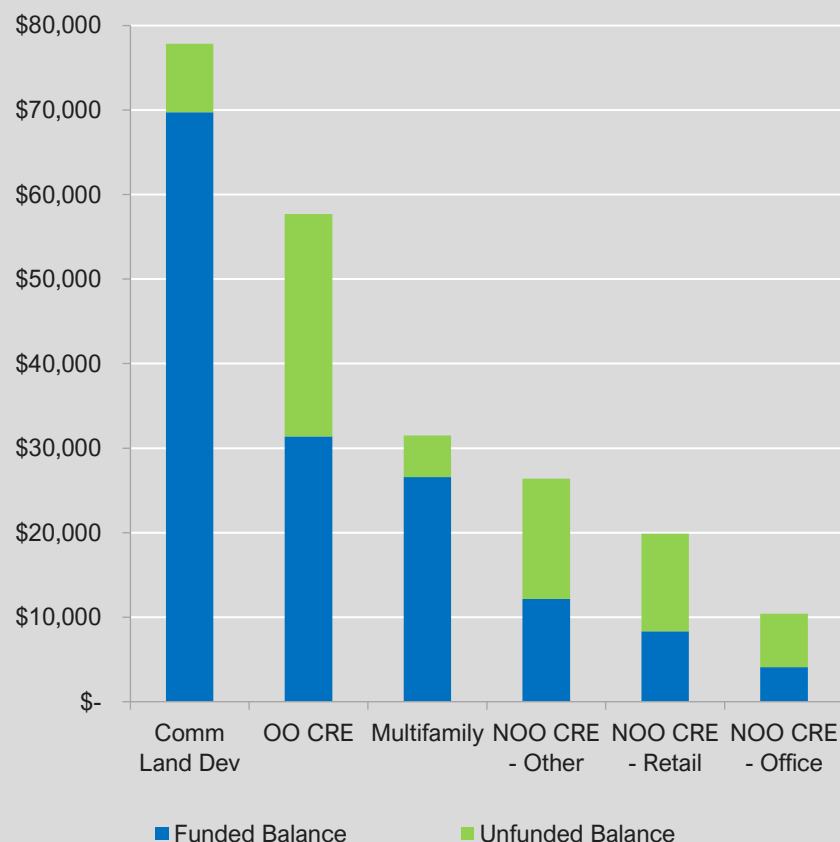
Non-Owner Occupied CRE & Construction and Development

(Dollars in thousands, as of December 31, 2023)

Non-Owner Occupied CRE Composition



Construction and Development*

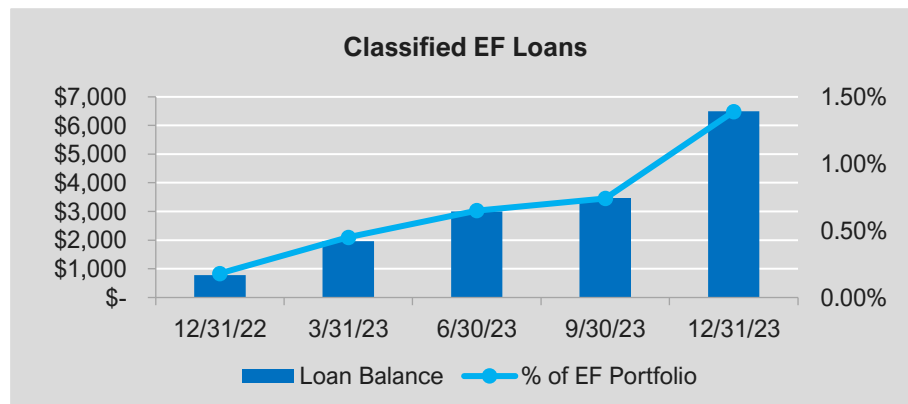
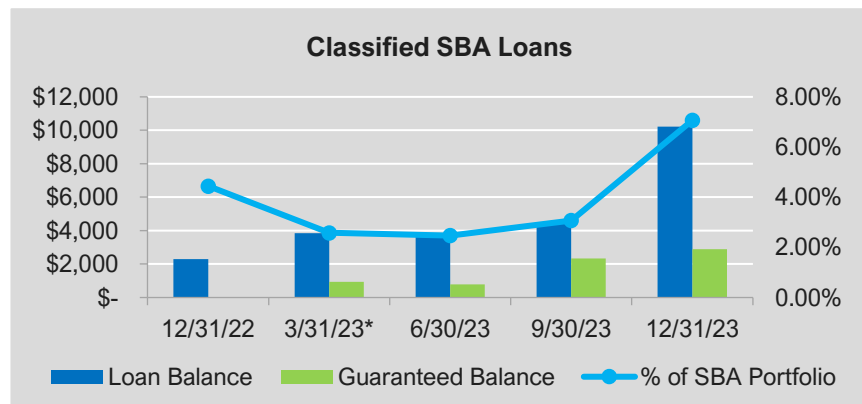
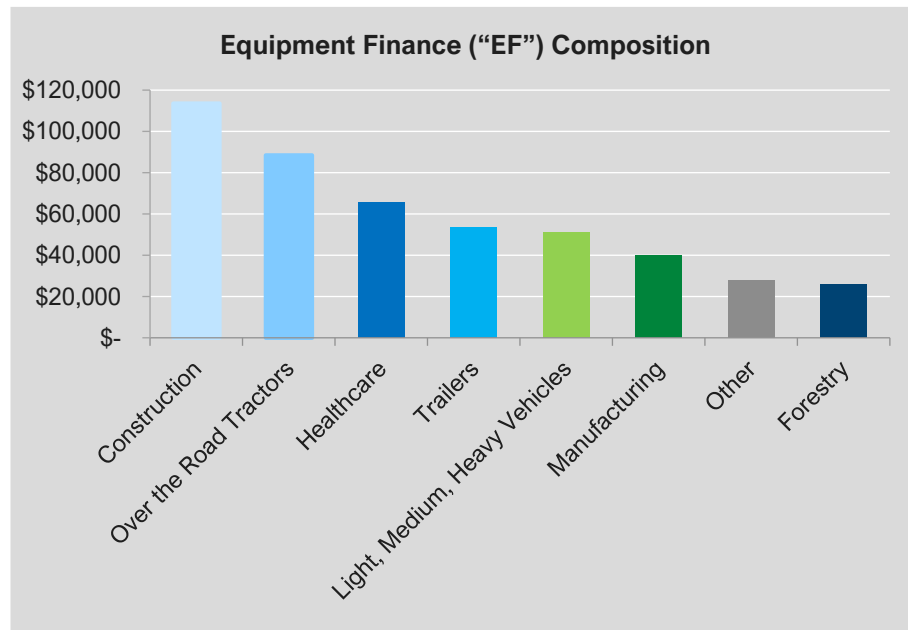
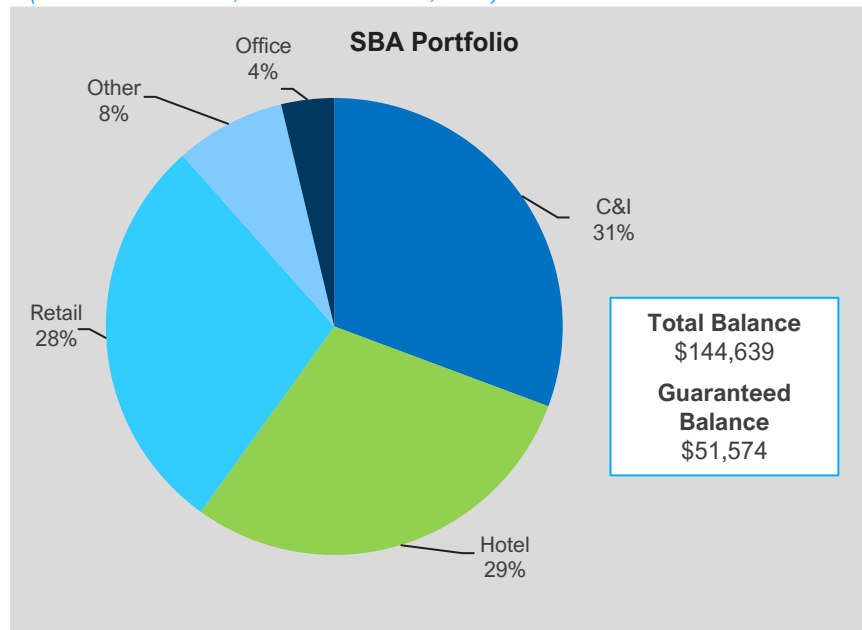


* Excludes loans to Residential Real Estate Builders with a funded balance of \$155.2 million and available credit of \$70.0 million.



Portfolios to Highlight: SBA Loans & Equipment Finance

(Dollars in thousands, as of December 31, 2023)



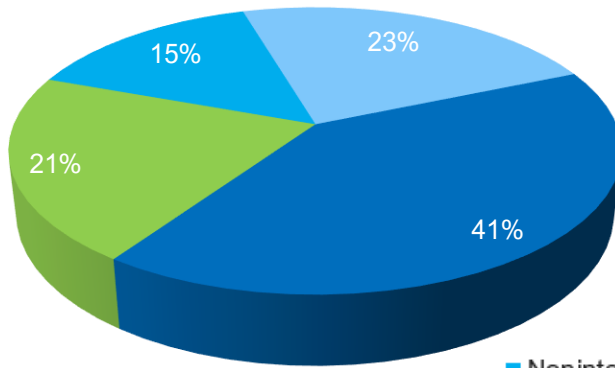
* Decrease in classified loans as a percentage of total SBA portfolio due to \$91.8 million in SBA loans acquired through our merger with Quantum Capital Corp.

Deposit Franchise

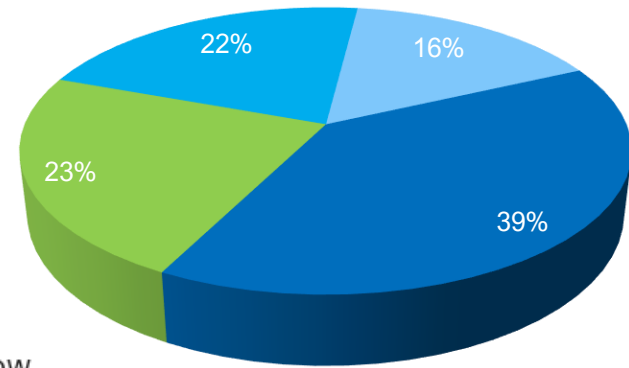


(Dollars in thousands)

Past – 12/31/17
Total Deposits of \$2,108,208



Present – 12/31/23
Total Deposits of \$3,661,373

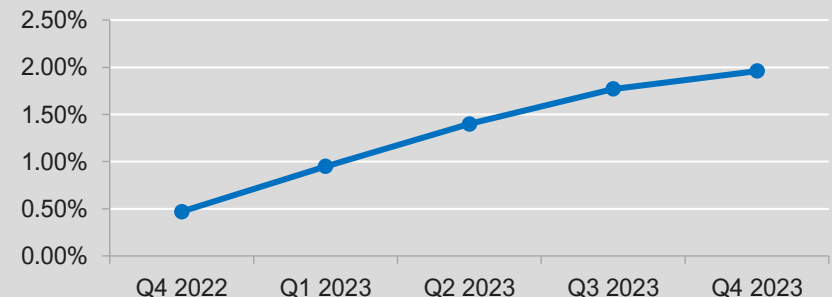


■ Noninterest-bearing ■ NOW
■ Money Market/Savings ■ Time Deposits

Additional Information on Portfolio (as of 12/31/23):

- The balance of uninsured deposits was \$907.4 million, or 24.8% of total deposits, which included \$268.0 million of collateralized deposits to municipalities.
- The balance of brokered deposits was \$355.8 million, or 9.7% of total deposits.
- Commercial and consumer depositors represented 51% and 49% of total deposits, respectively.
- The average balance of our deposit accounts was \$34,000.
- Our largest 25 depositors made up \$579.7 million, or 15.8% of total deposits.
- Cumulative deposit rate beta through 12/31/23 was 34 bps*.

Cost of Deposits

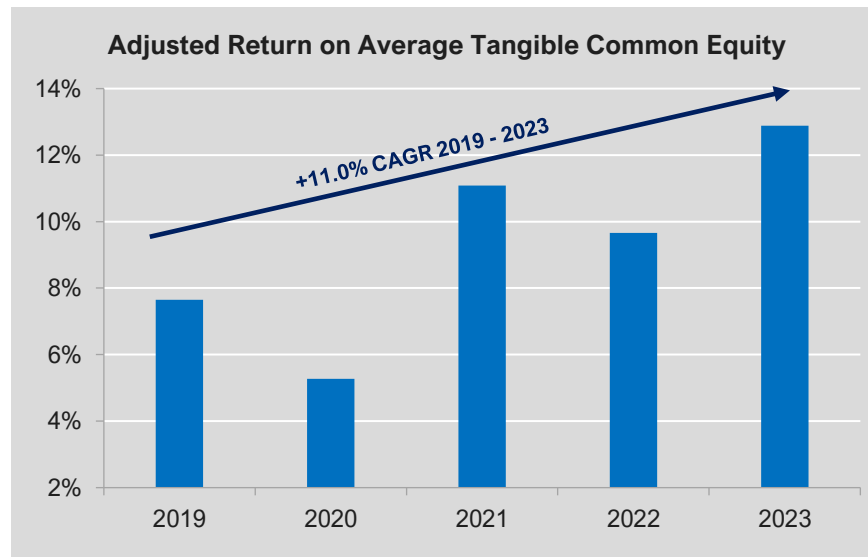
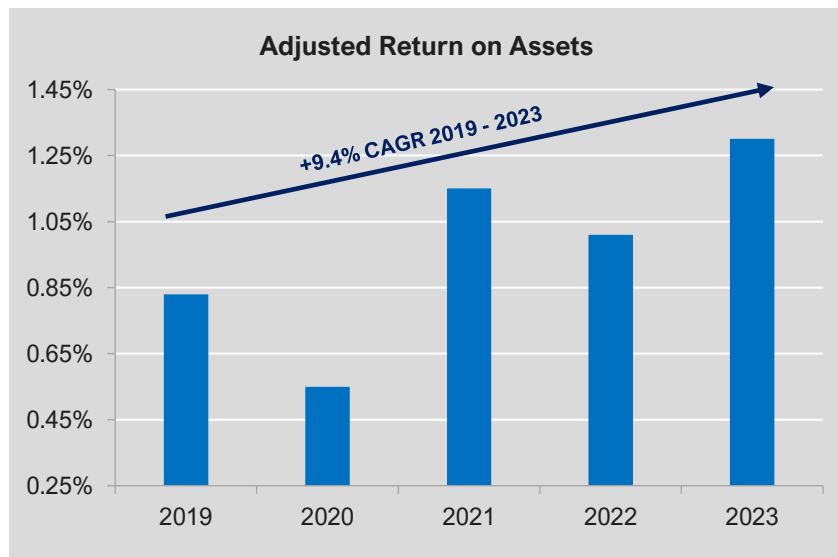
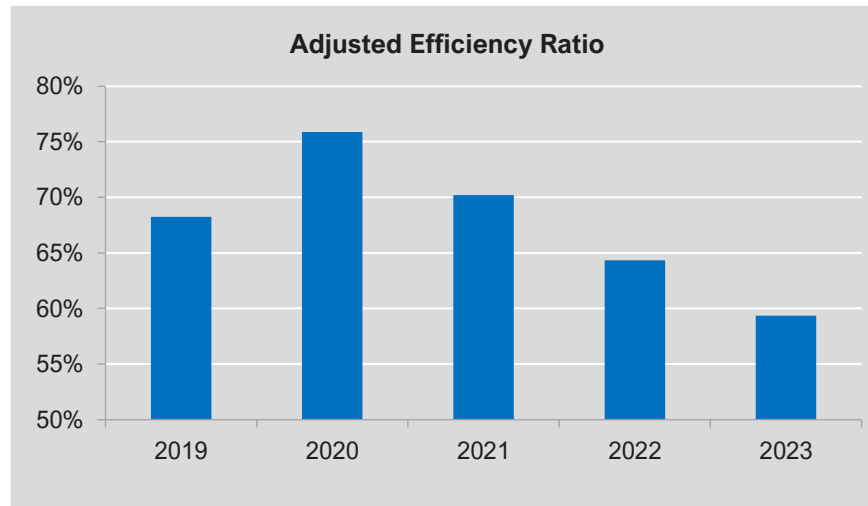
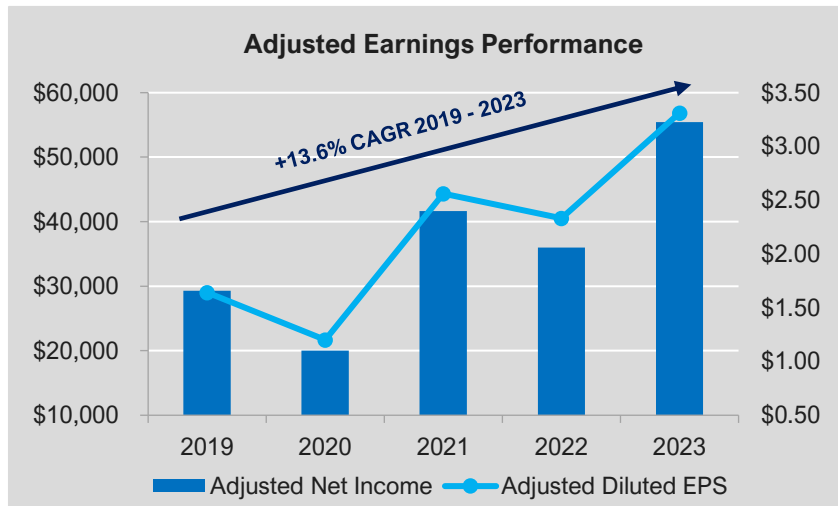


* Represents the change in the cost of deposits as a % of the change in the Fed Funds target in current rate hike cycle from December 31, 2021 to December 31, 2023 (525 bps).



Improvement in Profitability Metrics

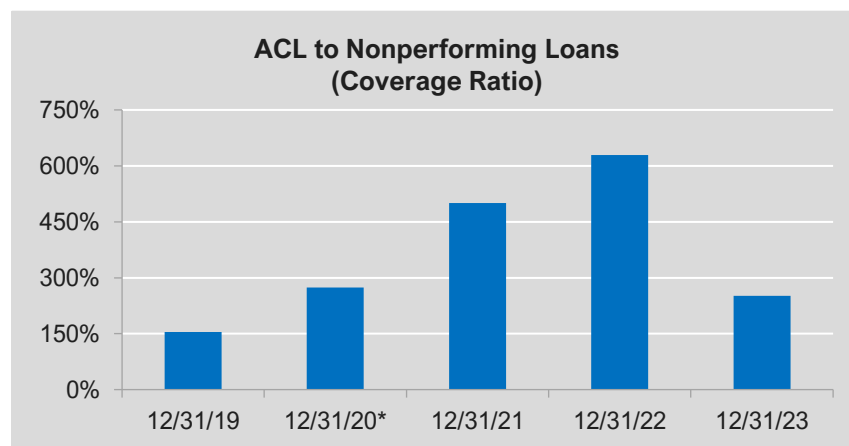
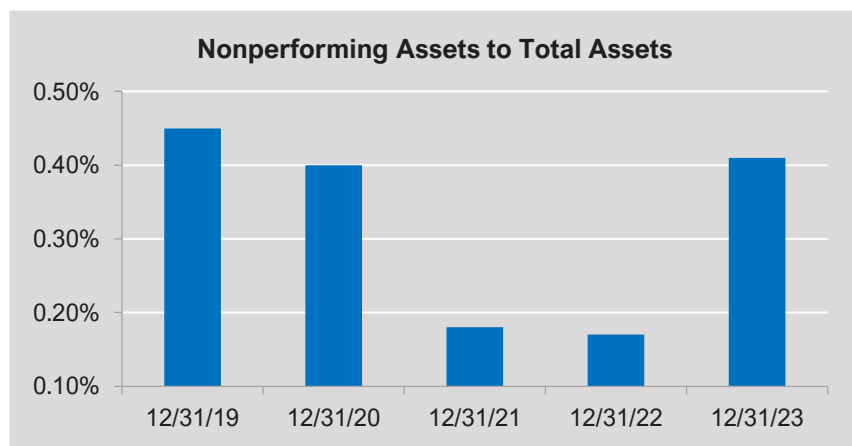
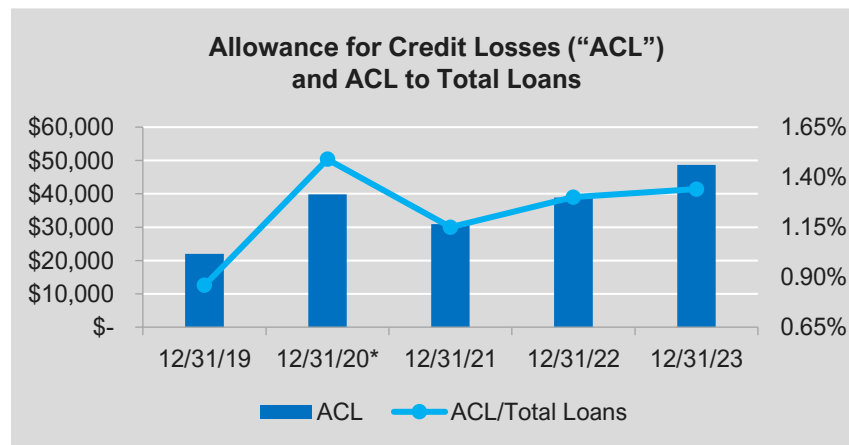
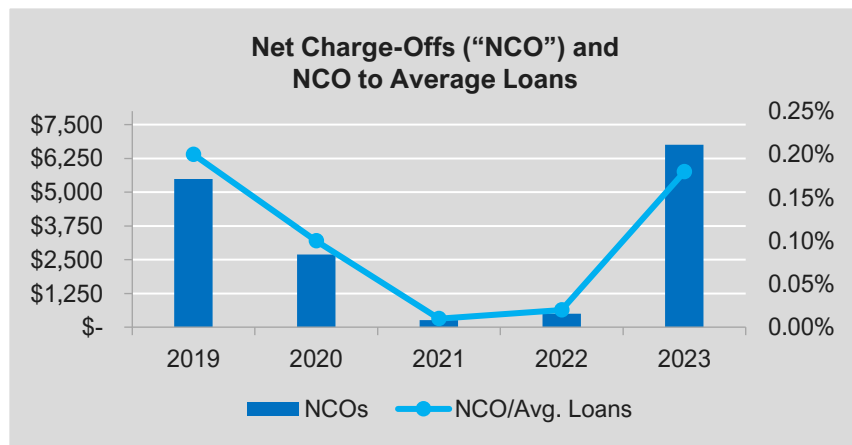
(Dollars in thousands, by year)





Strong Asset Quality and Credit Discipline

(Dollars in thousands)

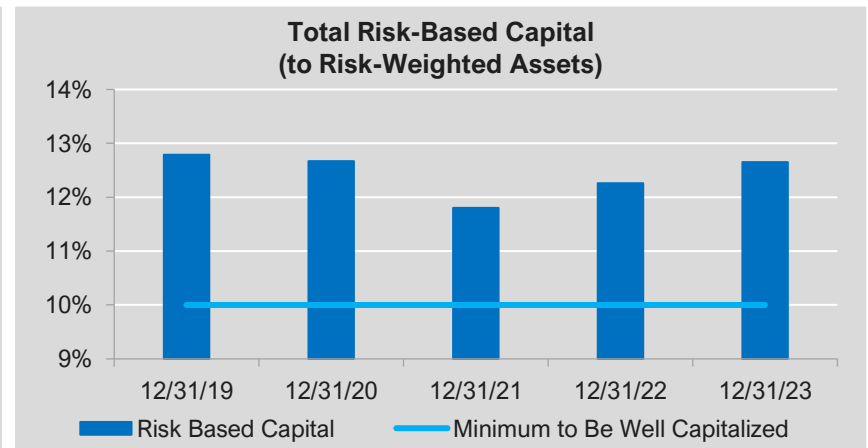
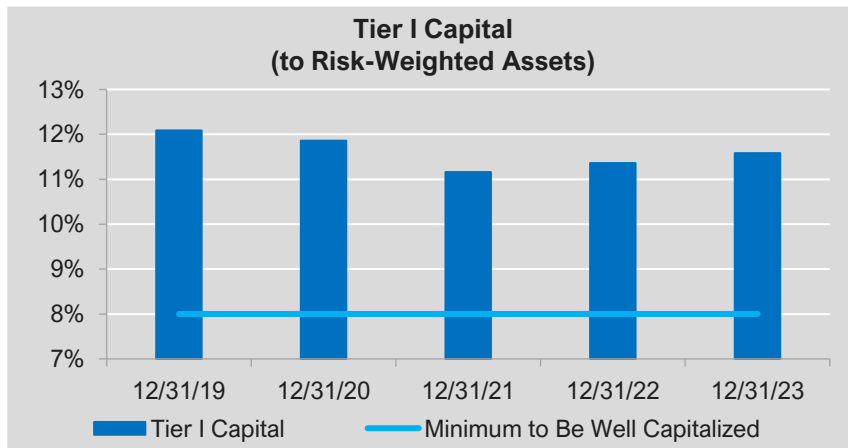
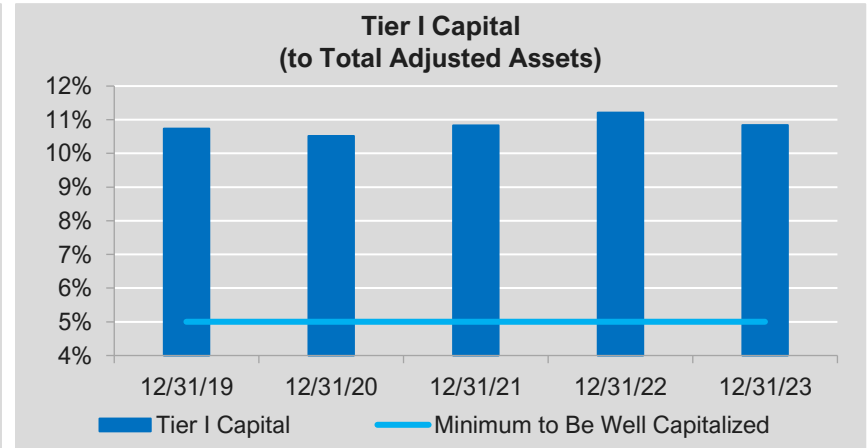
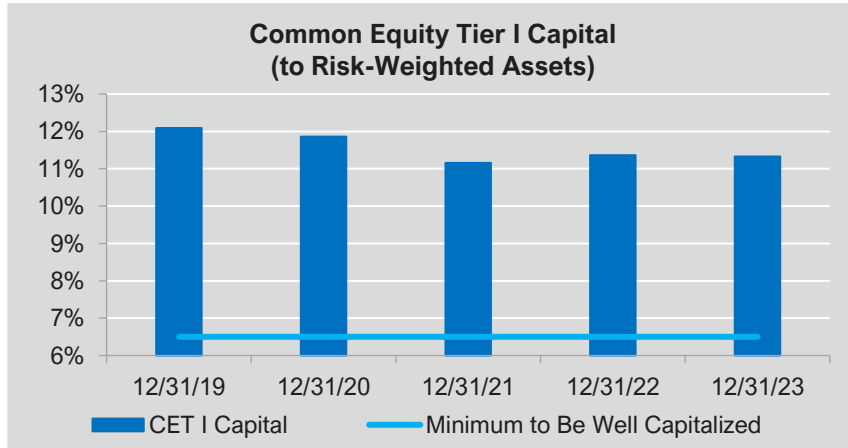


* Reflects the adoption of CECL on July 1, 2020.

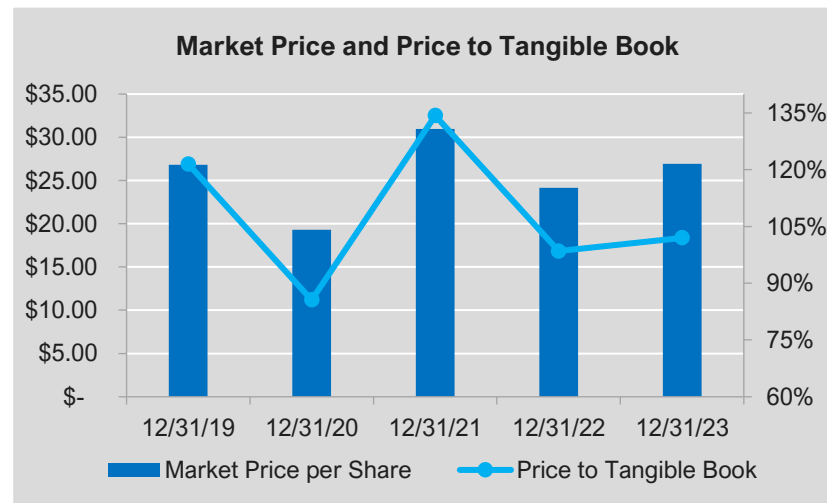
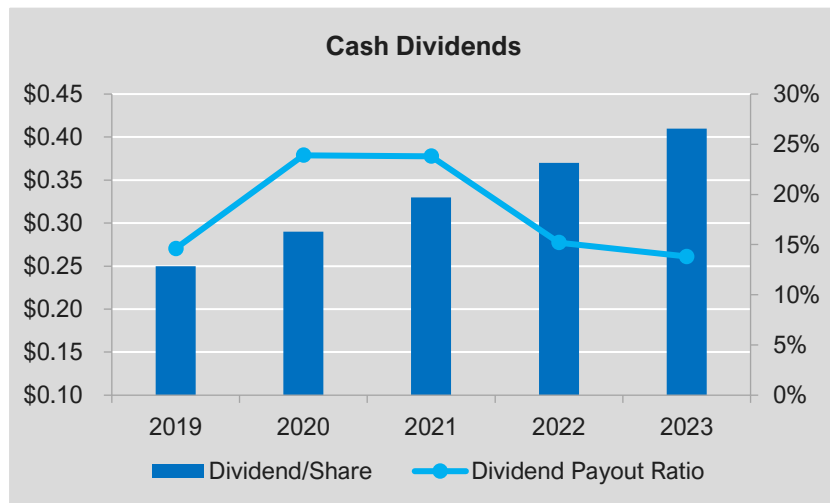


Strong Capital Position to Support Continued Growth

(Dollars in thousands)



Capital Strategy

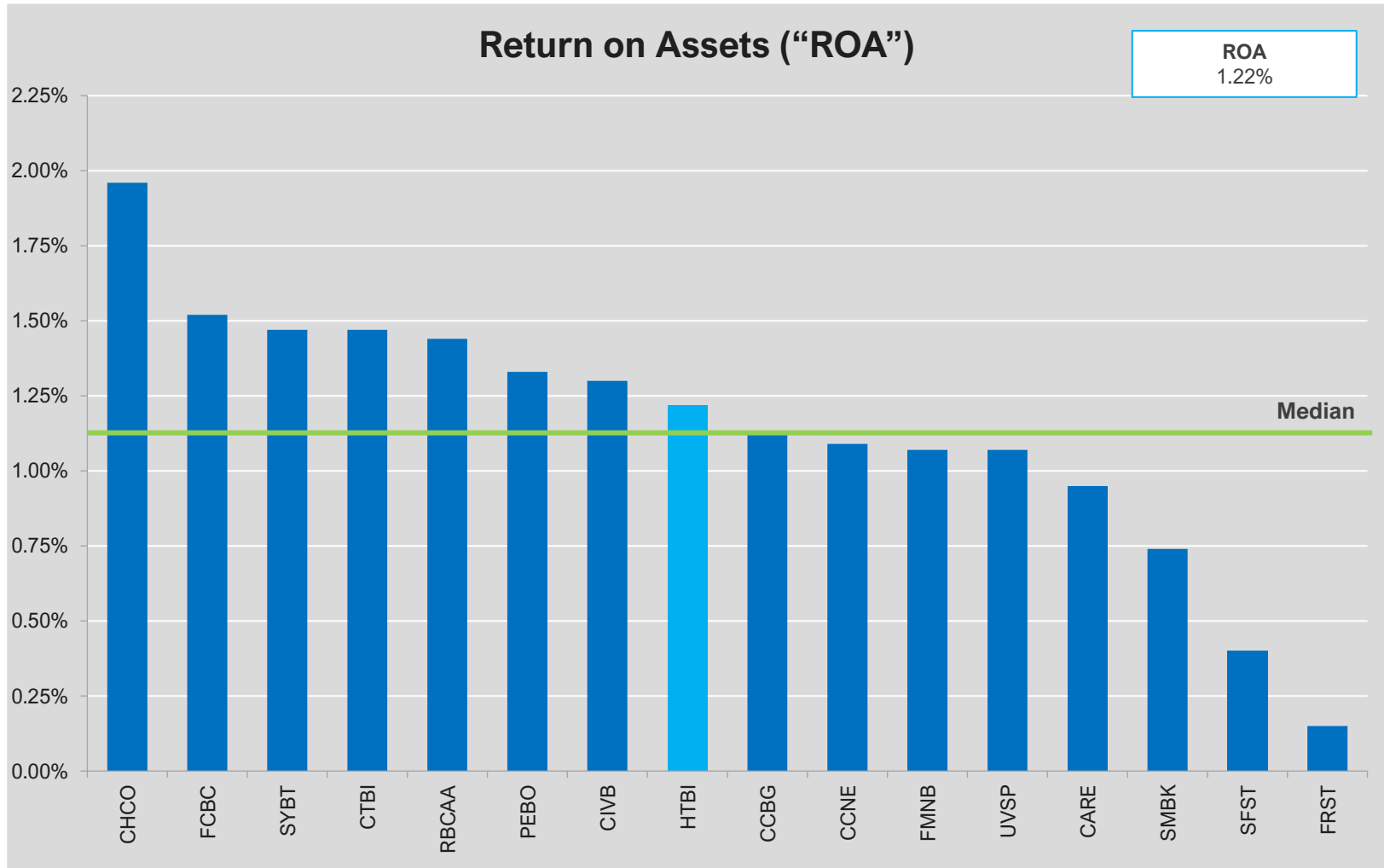


Stock Buybacks				
Buybacks	Total Buybacks as a % of O/S Shares as of 2/19/13	Number of Shares	Total Cost (\$)	Average Cost Per Share (\$)
Total repurchased through May 2022	45.4%	9,831,250	\$203,586,000	\$20.71
Shares remaining to be repurchased under most recent buyback plan		266,639	No shares have been repurchased since May 2022	
Total repurchased and authorized		10,097,889		



Valuation – Peer Comparison

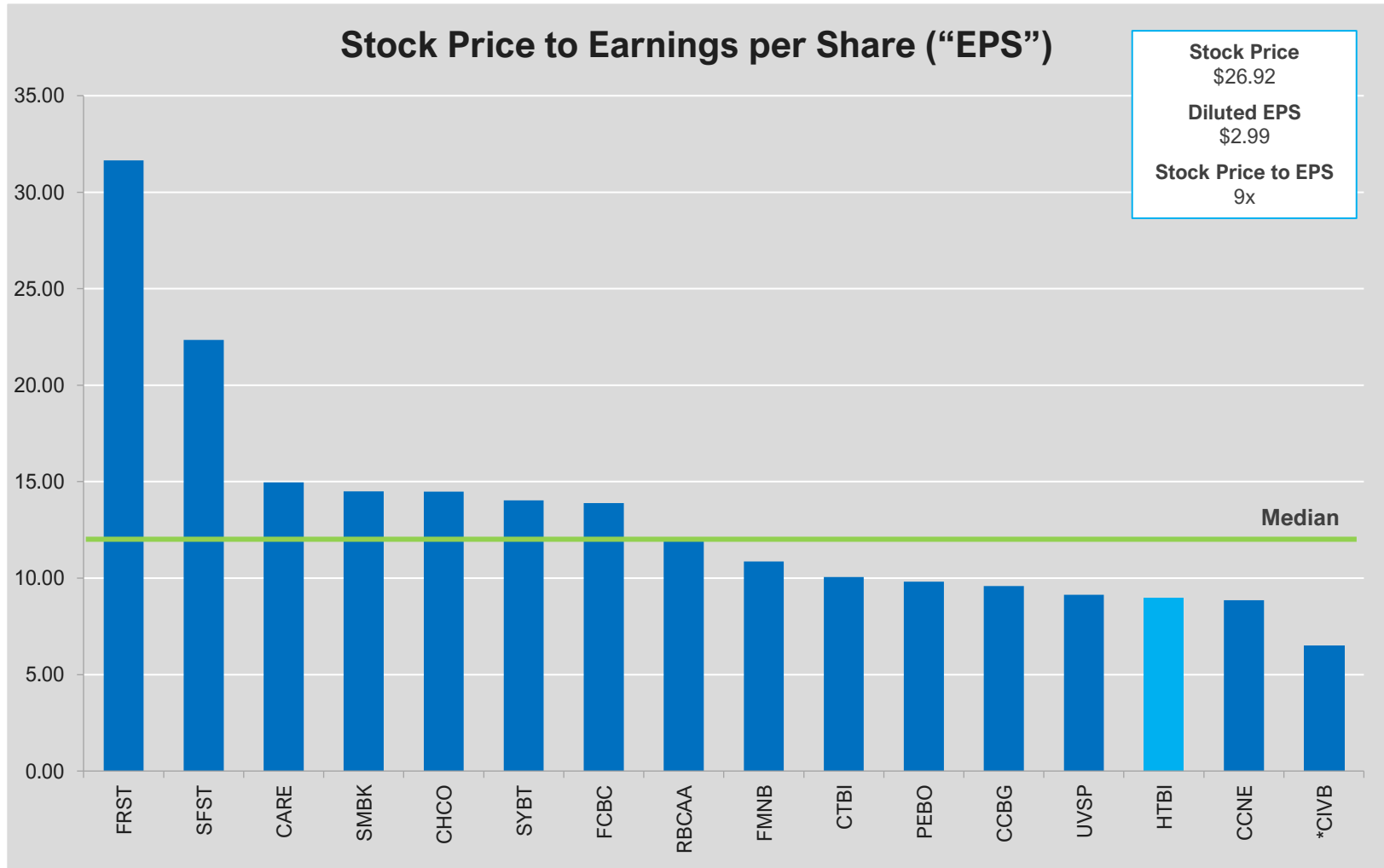
(Last 12 Months Ended September 30, 2023)





Valuation – Peer Comparison (Continued)

(For the Year Ended December 31, 2023)

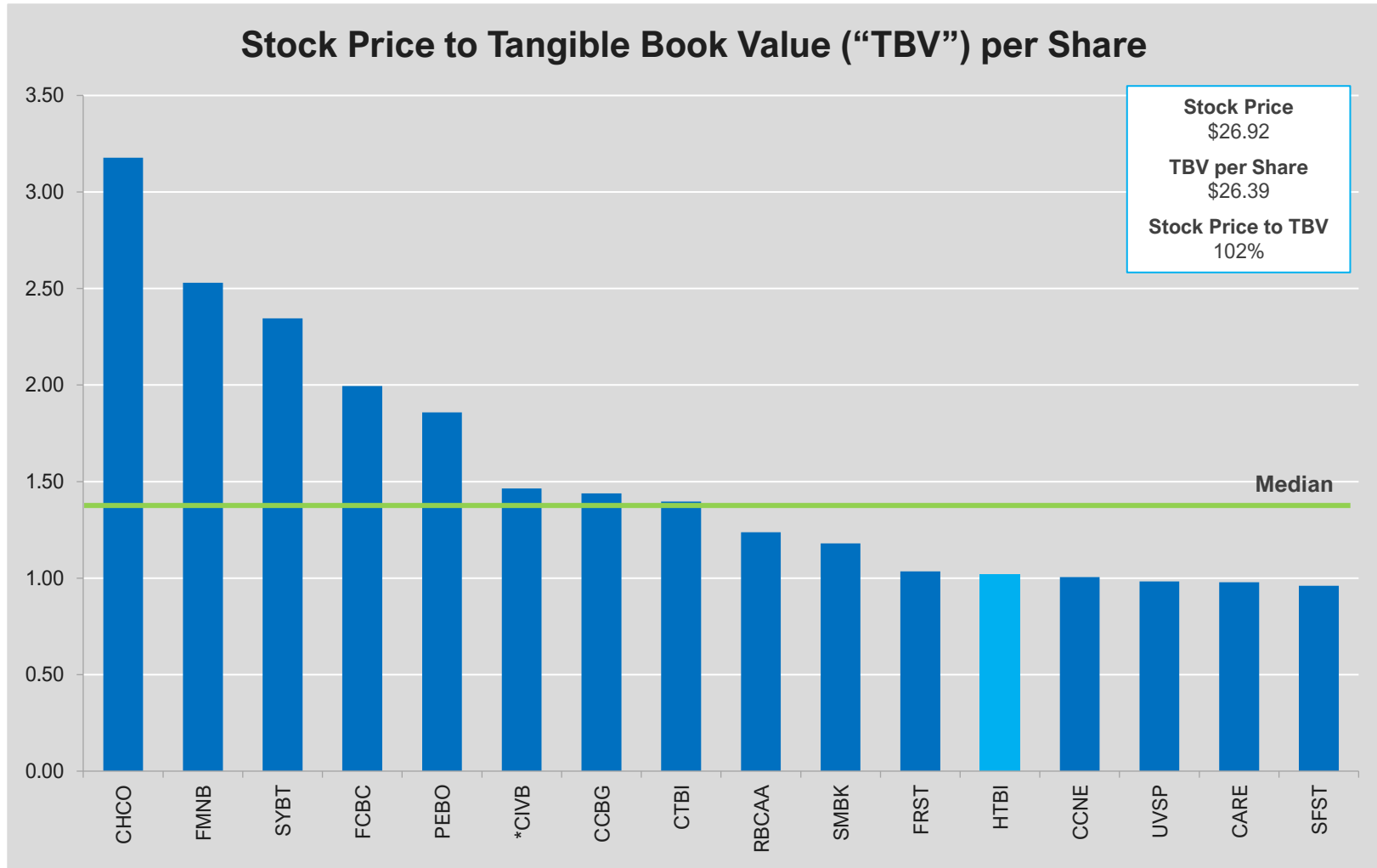


* Financial results for the quarter ended December 31, 2023 had not yet been released, so the results for the quarter ended September 30, 2023 were used instead.



Valuation – Peer Comparison (Continued)

(For the Year Ended December 31, 2023)



* Financial results for the quarter ended December 31, 2023 had not yet been released, so the results for the quarter ended September 30, 2023 were used instead.



Merger with Quantum Capital Corp.

Financial Highlights¹

Balance Sheet

Total Assets	\$656.8M
Total Loans	\$561.9M
Total Deposits	\$570.6M

Fair Value Adjustments

Loan credit mark	\$3.0M
Loan interest rate mark	\$7.9M
Provision for non-PCD loans + off balance sheet exposures	\$5.3M
Allowance for PCD loans	\$0.4M
Core deposit intangibles	\$12.2M

Merger Summary

- Legal closing date - February 12, 2023
- Computer system conversion – March 13, 2023
- 20%+ EPS accretion
- Tangible book value dilution <5%
- Dilution earnback period of 2.5 years
- Cost saves of 30%+ all realized in quarter ended 6/30/23

Highlights

- Consistently ranked as one of Georgia's most profitable banks
- Added desirable Atlanta market
- Similar “branch lite” model as HomeTrust
- Added new deposit origination channel focused on homeowner's association relationships

Further accelerated shareholder value creation more quickly than organic growth

¹ Financial highlights as of the merger date of February 12, 2023

Quarterly Highlights



	12/31/2023		9/30/2023		6/30/2023		3/31/2023		12/31/2022		9/30/2022	
Net Income Per Share												
Basic	\$	0.79	\$	0.88	\$	0.91	\$	0.40	\$	0.90	\$	0.61
Diluted	\$	0.79	\$	0.88	\$	0.90	\$	0.40	\$	0.90	\$	0.60

Performance Ratios												
Return on assets (ROA)		1.21 %		1.33 %		1.39 %		0.69%		1.54 %		1.02 %
Return on equity (ROE)		10.81 %		12.23 %		12.85 %		6.21%		13.37 %		9.25 %
Yield on earnings		6.03 %		5.09 %		5.82 %		5.56%		5.03 %		4.30 %
Rate paid on interest-bearing liabilities		2.74 %		2.58 %		2.08 %		1.42%		0.67 %		0.24 %
Net interest margin		4.02 %		4.02 %		4.32 %		4.55%		4.56 %		4.13 %
Efficiency ratio - adjusted		60.52 %		59.12 %		60.61 %		57.15%		58.12 %		60.69 %

Asset Quality Ratios												
Nonperforming assets to total assets		0.41 %		0.25 %		0.18 %		0.18 %		0.17 %		0.20 %
Nonperforming assets to total loans		0.53 %		0.32 %		0.23 %		0.22 %		0.21 %		0.24 %
Classified assets to total assets		0.90 %		0.76 %		0.53 %		0.49 %		0.50 %		0.54 %
ACL to nonperforming loans		251.60 %		400.41 %		567.56 %		600.47 %		629.40 %		561.10 %
ACL to total loans		1.34 %		1.30 %		1.29 %		1.30 %		1.30 %		1.34 %
Net charge-offs to average loans		0.29 %		0.27 %		0.13 %		0.01 %		0.25 %		0.01 %



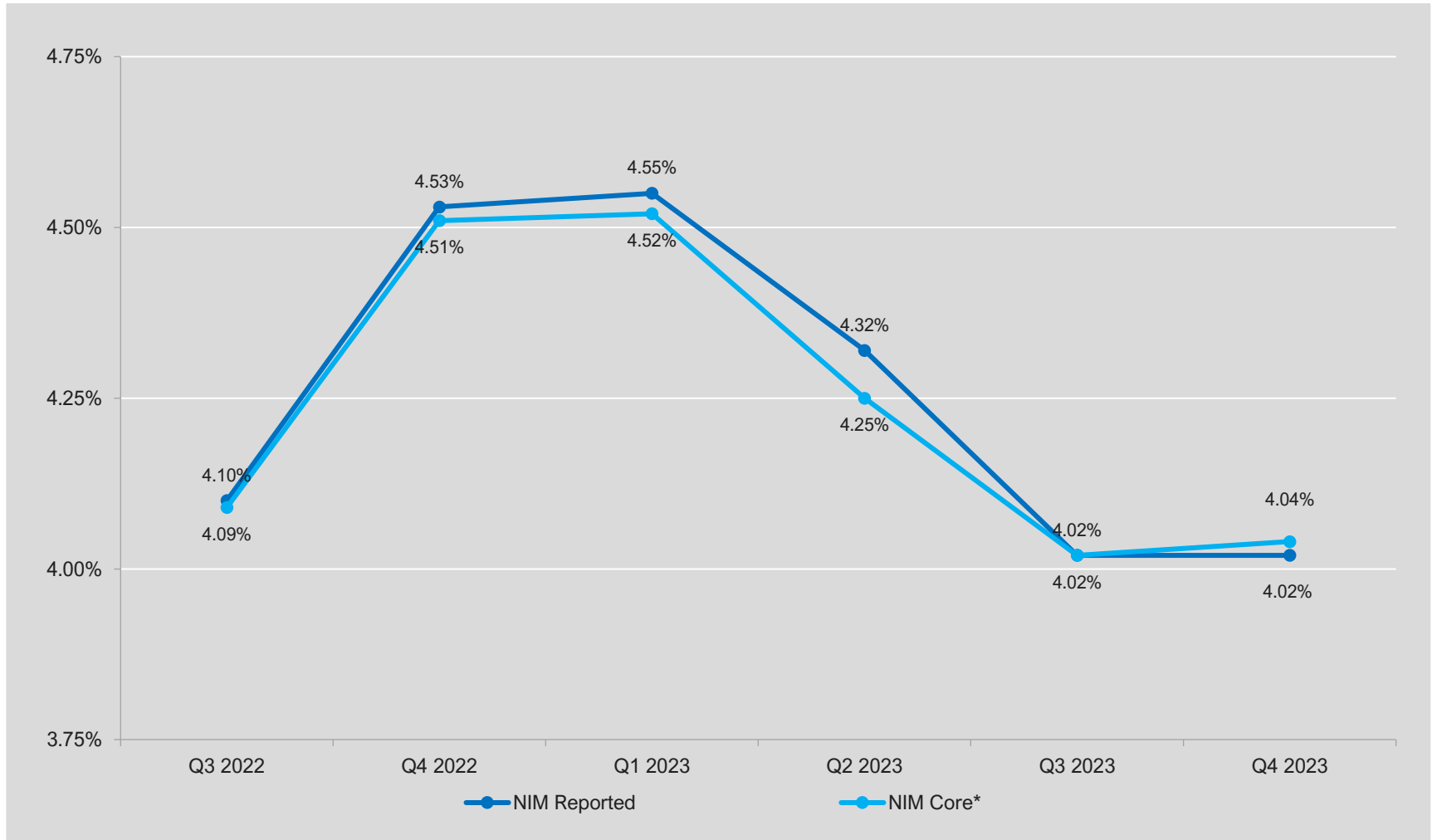
Quarterly Highlights:

HomeTrust vs. Top 200 Exchange Traded Banks

As of or for the quarter ended 12/31/2023	Nationwide Mean	HomeTrust	+/- Variance
Tangible Common Equity / Tangible Assets	8.2%	9.9%	1.7%
AOCI / Tangible Common Equity	-12.9%	-0.3%	12.6%
Net Interest Margin	3.23%	4.09%	0.86%
Yield on Loans	6.08%	6.23%	0.15%
Cost of Deposits	2.17%	1.98%	-0.19%
Cost of Funds	2.43%	2.16%	-0.27%
Core Return on Assets	0.98%	1.15%	0.17%



Quarterly Highlights – Net Interest Margin



* Core net interest margin excludes accretion income and other loan fees.

See Appendix – Non-GAAP Reconciliation

Appendix – Non-GAAP Reconciliation



In addition to results presented in accordance with generally accepted accounting principles utilized in the United States (“GAAP”), this document contains certain non-GAAP financial measures, which include: the efficiency ratio; tangible book value; tangible book value per share; net income, EPS, ROA, and return on average tangible common equity (ROATE) as adjusted to exclude transactions which management does not consider to be reflective of “core” financial results. Management has presented the non-GAAP financial measures in this document as it believes including these items provides useful and comparative information to assess trends in our core operations while facilitating the comparison of the quality and composition of our earnings over time and in comparison to our competitors. However, these non-GAAP financial measures are supplemental, are not audited and are not a substitute for operating results or any analysis determined in accordance with GAAP. Where applicable, we have also presented comparable earnings information using GAAP financial measures. Because not all companies use the same calculations, our presentation may not be comparable to other similarly titled measures as calculated by other companies.

Set forth is a reconciliation to GAAP of our efficiency ratio:

	12 Months Ended				
	12/31/2023	12/31/2022	12/31/2021	12/31/2020	12/31/2019
<i>(Dollars in thousands)</i>					
Noninterest expense	\$ 123,089	\$ 105,423	\$ 130,578	\$ 101,998	\$ 93,967
Less: merger-related expense	(4,741)	(724)	-	-	-
Less: branch closure and restructuring expenses	-	-	(1,513)	-	-
Less: officer transition agreement expense	-	(1,795)	-	-	-
Less: prepayment penalties on borrowings	-	-	(22,690)	-	-
Noninterest expense - adjusted	<u>\$ 118,348</u>	<u>\$ 102,904</u>	<u>\$ 106,375</u>	<u>\$ 101,998</u>	<u>\$ 93,967</u>
Net interest income	\$ 169,433	\$ 127,964	\$ 106,566	\$ 101,628	\$ 107,610
Plus: tax-equivalent adjustment	1,244	1,189	1,268	1,232	1,183
Plus: noninterest income	32,073	34,515	42,284	31,581	28,931
Less: net death benefit proceeds from BOLI policies	(2,646)	-	-	-	-
Less: gain on sale of debt securities available for sale	-	(1,895)	-	-	-
Less: gain on sale of equity securities	-	(721)	-	-	-
Less: (gain) loss on sale of premises and equipment	(734)	(1,115)	1,398	-	-
Net interest income plus noninterest income - adjusted	<u>\$ 199,370</u>	<u>\$ 159,937</u>	<u>\$ 151,516</u>	<u>\$ 134,441</u>	<u>\$ 137,724</u>
Efficiency ratio	61.08%	64.88%	87.72%	76.57%	68.82%
Efficiency ratio - adjusted	59.36%	64.34%	70.21%	75.87%	68.23%

Set forth is a reconciliation to GAAP of tangible book value, tangible book value per share, and price to tangible book value:

	As of				
	12/31/2023	12/31/2022	12/31/2021	12/31/2020	12/31/2019
<i>(Dollars in thousands)</i>					
Total stockholder's equity	\$ 499,893	\$ 410,155	\$ 401,746	\$ 404,724	\$ 416,995
Less: goodwill, core deposit intangibles, net of taxes	(41,086)	(25,663)	(25,780)	(26,130)	(26,959)
Tangible book value	<u>\$ 458,807</u>	<u>\$ 384,492</u>	<u>\$ 375,966</u>	<u>\$ 378,594</u>	<u>\$ 390,036</u>
Common shares outstanding	17,387,069	15,673,595	16,303,461	16,791,027	17,664,384
Book value per share	\$ 28.75	\$ 26.17	\$ 24.64	\$ 24.10	\$ 23.61
Tangible book value per share	\$ 26.39	\$ 24.53	\$ 23.06	\$ 22.55	\$ 22.08
HomeTrust Bancshares, Inc. share price	\$ 26.92	\$ 24.17	\$ 30.98	\$ 19.31	\$ 26.83
Price to tangible book value	102.0%	98.5%	134.3%	85.6%	121.5%

Appendix – Non-GAAP Reconciliation (Continued)



In relation to the two-class method, net income used in the calculations of basic and diluted EPS have adjustments, which are included in Company documents previously filed with the SEC.

	12 Months Ended				
	12/31/2023	12/31/2022	12/31/2021	12/31/2020	12/31/2019
<i>(Dollars in thousands)</i>					
Merger-related expense	\$ 4,741	\$ 724	\$ -	\$ -	\$ -
Provision for credit losses established for merger	5,270	-	-	-	-
Net death benefit proceeds from BOLI policies	(2,646)	-	-	-	-
Tax impact of BOLI restructuring	288	-	-	-	-
Gain on sale of equity securities	-	(721)	-	-	-
Loss (gain) on sale of premises and equipment	(734)	(1,115)	1,398	-	-
Branch closure and restructuring expenses	-	-	1,513	-	-
Officer transition agreement expense	-	1,795	-	-	-
Gain on sale of debt securities available for sale	-	(1,895)	-	-	-
Prepayment penalty on borrowings	-	-	22,690	-	-
Total adjustments	6,919	(1,212)	25,601	-	-
Less: tax effect	(1,558)	285	(6,016)	-	-
Total adjustments, net of tax	5,361	(927)	19,585	-	-
Net income (GAAP)	50,044	36,905	22,066	20,002	29,310
Adjusted net income (non-GAAP)	\$ 55,405	\$ 35,978	\$ 41,651	\$ 20,002	\$ 29,310
Average shares outstanding - basic	16,604,881	15,149,241	15,815,635	16,334,199	17,195,401
Average shares outstanding - diluted	16,622,371	15,319,601	16,182,068	16,523,346	17,722,998
Basic EPS (GAAP)	\$ 2.99	\$ 2.42	\$ 1.38	\$ 1.22	\$ 1.69
Non-GAAP adjustment	0.32	(0.06)	1.24	-	-
Adjusted basic EPS (non-GAAP)	\$ 3.31	\$ 2.36	\$ 2.62	\$ 1.22	\$ 1.69
Diluted EPS (GAAP)	\$ 2.99	\$ 2.39	\$ 1.35	\$ 1.20	\$ 1.64
Non-GAAP adjustment	0.32	(0.06)	1.21	-	-
Adjusted diluted EPS (non-GAAP)	\$ 3.31	\$ 2.33	\$ 2.56	\$ 1.20	\$ 1.64
Average assets	\$ 4,285,115	\$ 3,551,791	\$ 3,618,635	\$ 3,641,686	\$ 3,517,023
Average equity	\$ 471,107	\$ 398,055	\$ 401,527	\$ 405,825	\$ 410,301
ROA (GAAP)	1.17%	1.04%	0.61%	0.55%	0.83%
Non-GAAP adjustment	0.13%	-0.03%	0.54%	0.00%	0.00%
Adjusted ROA (non-GAAP)	1.30%	1.01%	1.15%	0.55%	0.83%
ROE (GAAP)	10.62%	9.27%	5.50%	4.93%	7.14%
Non-GAAP adjustment	1.14%	-0.23%	4.88%	0.00%	0.00%
Adjusted ROE (non-GAAP)	11.76%	9.04%	10.38%	4.93%	7.14%
Average equity	\$ 471,107	\$ 398,055	\$ 401,527	\$ 405,825	\$ 410,301
Less: average goodwill, core deposit intangible, net of taxes	(41,086)	(25,663)	(25,780)	(26,130)	(26,959)
Average tangible book value	\$ 430,021	\$ 372,392	\$ 375,747	\$ 379,695	\$ 383,342
ROATCE	12.88%	9.66%	11.08%	5.27%	7.65%

Appendix – Non-GAAP Reconciliation (Continued)



Set forth is a reconciliation to GAAP of our quarterly efficiency ratio:

	3 Months ended					
	12/31/2023	9/30/2023	6/30/2023	3/31/2023	12/31/2022	9/30/2022
<i>(Dollars in thousands)</i>						
Noninterest expense	\$ 29,781	\$ 29,564	\$ 30,911	\$ 32,833	\$ 26,076	\$ 26,089
Less: merger-related expense	-	-	-	(4,741)	(250)	(474)
Noninterest expense - adjusted	\$ 29,781	\$ 29,564	\$ 30,911	\$ 28,092	\$ 25,826	\$ 25,615
Net interest income	\$ 41,923	\$ 42,160	\$ 43,896	\$ 41,454	\$ 37,545	\$ 34,520
Plus: tax-equivalent adjustment	341	315	298	290	287	277
Plus: noninterest income	8,248	8,627	6,888	8,310	8,454	7,398
Less: gain on death benefit proceeds from BOLI policies	(1,554)	(1,092)	-	-	-	-
Less: gain on sale of equity securities	-	-	-	-	(721)	-
Less: (gain) loss on sale of premises and equipment	248	-	(82)	(900)	(1,127)	12
Net interest income plus noninterest income - adjusted	\$ 49,206	\$ 50,010	\$ 51,000	\$ 49,154	\$ 44,438	\$ 42,207
Efficiency Ratio	59.36%	58.21%	60.87%	65.98%	56.69%	62.24%
Efficiency Ratio - adjusted	60.52%	59.12%	60.61%	57.15%	58.12%	60.69%

Set forth is a reconciliation to GAAP of our quarterly return on assets:

	3 Months ended					
	12/31/2023	9/30/2023	6/30/2023	3/31/2023	12/31/2022	9/30/2022
<i>(Dollars in thousands)</i>						
Merger-related expense	\$ -	\$ -	\$ -	\$ 4,741	\$ 250	\$ 474
Provision for credit losses established for merger	-	-	-	5,270	-	-
Gain on death benefit proceeds from BOLI policies	(1,554)	(1,092)	-	-	-	-
Gain on sale of equity securities	-	-	-	-	(721)	-
Loss (gain) on sale of premises and equipment	248	-	(82)	(900)	(1,127)	12
Total adjustments	\$ (1,306)	\$ (1,092)	\$ (82)	\$ 9,111	\$ (1,598)	\$ 486
Less: tax effect	307	257	19	(2,141)	376	(114)
Total adjustments, net of tax	(999)	(835)	(63)	6,970	(1,222)	372
Net income (GAAP)	13,464	14,833	15,013	6,734	13,658	9,199
Adjusted net income (non-GAAP)	\$ 12,465	\$ 13,998	\$ 14,950	\$ 13,704	\$ 12,436	\$ 9,571
Average assets	\$ 4,406,129	\$ 4,436,975	\$ 4,342,384	\$ 3,948,285	\$ 3,524,101	\$ 3,586,311
Average equity	\$ 494,106	\$ 481,153	\$ 468,632	\$ 439,830	\$ 405,493	\$ 394,397
ROA (GAAP)	1.21%	1.33%	1.39%	0.69%	1.54%	1.02%
Non-GAAP adjustment	-0.09%	-0.08%	-0.01%	0.71%	-0.14%	0.04%
Adjusted ROA (non-GAAP)	1.12%	1.25%	1.38%	1.40%	1.40%	1.06%
ROE (GAAP)	10.81%	12.23%	12.85%	6.21%	13.37%	9.25%
Non-GAAP adjustment	-0.81%	-0.69%	-0.05%	6.34%	-1.21%	0.38%
Adjusted ROE (non-GAAP)	10.00%	11.54%	12.80%	12.55%	12.16%	9.63%



Hunter Westbrook

President and Chief Executive Officer
hunter.westbrook@htb.com

Tony VunCannon

EVP / Chief Financial Officer
Corporate Secretary / Treasurer
tony.vuncannon@htb.com

HomeTrust Bancshares, Inc.

10 Woodfin Street
Asheville, NC 28801
(828) 259-3939
www.htb.com