HomeTrust Bancshares,Inc. HomeTrust Bank 3rd Quarter 2024

**Investor Presentation** 



### **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; natural disasters, including the effects of Hurricane Helene; expected revenues, cost savings, synergies and other benefits from merger and acquisition activities 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 among financial services companies; 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 the Company files with or furnishes 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, the factors described above or because of other factors that management 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.

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### HomeTrust Bancshares, Inc. Overview

\$4.6B	NASDAQ: HTBI
Assets	Headquarters: Asheville, NC
\$3.7B/\$3.8B	Founded: 1926
Loans/Deposits	Locations: 34
116.0%	Employees: <b>554</b>
Price to TBV	Market Cap: \$581.1MM
17,514,922	TTM Average Daily Volume: 38,500
Outstanding Shares	Shares Repurchased: 9,854,733

### **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

<sup>•</sup> Financial data as of September 30, 2024

<sup>·</sup> Market data as of October 31, 2024

<sup>•</sup> Shares repurchased from February 19, 2013 to September 30, 2024 (last transaction in June 2024)

### **Recent Recognition**











Ranked 34<sup>th</sup> in Bank Director's Best U.S. Banks 2024 List of Less than \$5 billion Ranked 98th in Forbes' 2024 America's Top 100 Best Banks Ranked 35th in S&P's Top 50 Community Banks \$3B-\$10B NC, VA, TN and GA were the top 4 states on CNBC's list of America's Top States for Business 2023









Certified as a Most Loved Workplace for 2024 by Newsweek Named one of the 2024 "Best Places to Work in SC" by the Best Companies Group 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)

### Refreshed Leadership Team



- Our Focus
  - Hire individuals with the experience and skill sets needed to achieve:
    - Our goal of becoming a high-performing, regional community bank
    - Our strategy of becoming a best place to work
- Our Execution
  - 7 of our 8 executive officers have joined the Company since our 2012 mutual to stock conversion, joining from leadership positions at institutions such as PNC, SouthState, SunTrust, TCF and Wells Fargo
  - 10 of our 11 board members have been appointed since our 2012 conversion, including the addition of three new directors in April 2024
- Our Results
  - Top quartile financial performance
  - · Multiple "best place to work" recognitions

#### **Board of Directors**

- Richard T. Williams, Chair (2016)
- C. Hunter Westbrook, Vice-Chair (2021)
- Bonnie V. Hancock (2024)
- Craig C. Koontz (2010)
- Dwight L. Jacobs (2024)
- Jesse J. Cureton, Jr. (2024)
- John A. Switzer (2019)
- Laura C. Kendall (2016)
- Narasimhulu Neelagaru M.D. (2023)
- Rebekah M. Lowe (2020)
- Robert E. James, Jr. (2016)

### **Executive Management**

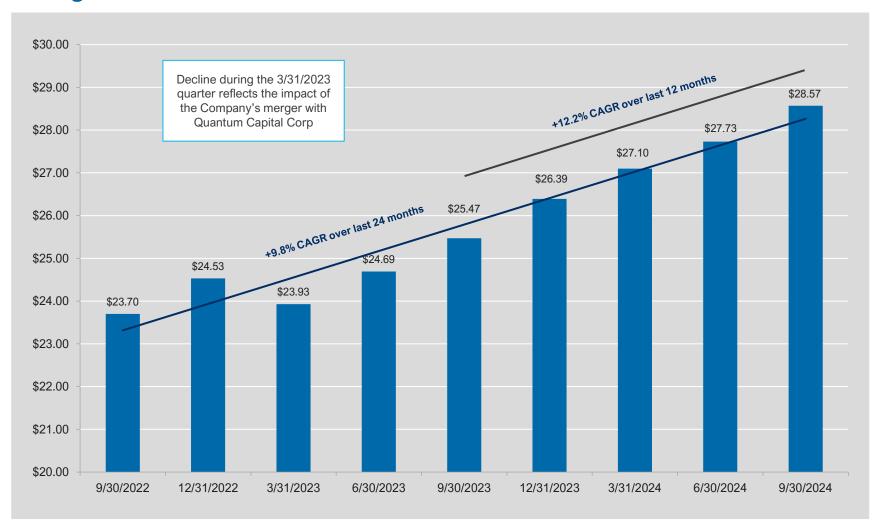
- C. Hunter Westbrook President & CEO (2012)
- Charles F. Sivley Jr. Chief Technology Officer (2024)
- John Sprink Commercial Banking Group Executive (2014)
- Kevin M. Nunley Chief Credit Officer (2020)
- Kristin Y. Powell Consumer & Bus. Banking Group Executive (2015)
- Lora Jex Chief Risk Officer (2023)
- Megan Pelletier Chief Operations & People Officer (2022)
- Tony J. VunCannon CFO, Corporate Secretary & Treasurer (1992)

<sup>\*</sup>The years identified above reflect the years these individuals joined the Company.

### **Quarterly Highlights:**

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### Tangible Book Value Per Share







- Footprint in attractive metro markets experiencing growth rates above the national average (See Pages 11-12)
- Successful transition to a commercial bank (See Pages 5, 8-10, 13-17)
  - Expansion of lines of business, adding further diversity to our loan portfolio
  - Strong experienced team of revenue producers with local market knowledge
  - Attractive core deposit mix and cost
  - · Refreshed leadership team with extensive banking experience
- Transformation efforts have driven improvements in profitability and our capital position (See Pages 6, 18, 20-21, 25-27)
  - Top quartile financial performance and superior interest margin
  - Proven ability to generate noninterest income
  - Continued expense rationalization
  - Robust tangible book value growth with minimal AOCI effect
  - · Strong capital position to support continued growth
- Strong asset quality and credit discipline to support further growth (See Page 19)
- Our stock represents a value when compared to our peers (See Pages 22-24)

## **Line of Business Expansion**



#### Stock Conversion

July – Converted from mutual to stock form with focus on commercial banking

### New Commercial Origination Process

December – Re-engineered and implemented new commercial process and recruited experienced bankers in new metro markets

#### SBA Lending

September – Launched line of business

### Equipment Finance

February – Launched line of business

## First FinTech Partnership – HELOCs Originated for Sale

December – Launched line of business

### Core System Conversion

February – Converted to open architecture digital banking platform

2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2023

#### **Pre-Stock Conversion**

Retail / Consumer - Limited Offerings

Mortgage - Old S&L Model

**Commercial** – Very Limited Capabilities

#### **Mortgage Banking**

Since FY 2017 – Started building out group by adding 13 loan officers over the past 5+ years

### Consumer Banking

New line of business consolidating Retail, Mortgage and Branch Operations

### New Deposit I Origination Channel

Focusing on Community
Association Banking (HOAs)

#### **Business Banking**

New line of business consolidating Business Bankers, Business Banking Branches and Investment Services

## **Pyramid of Success**

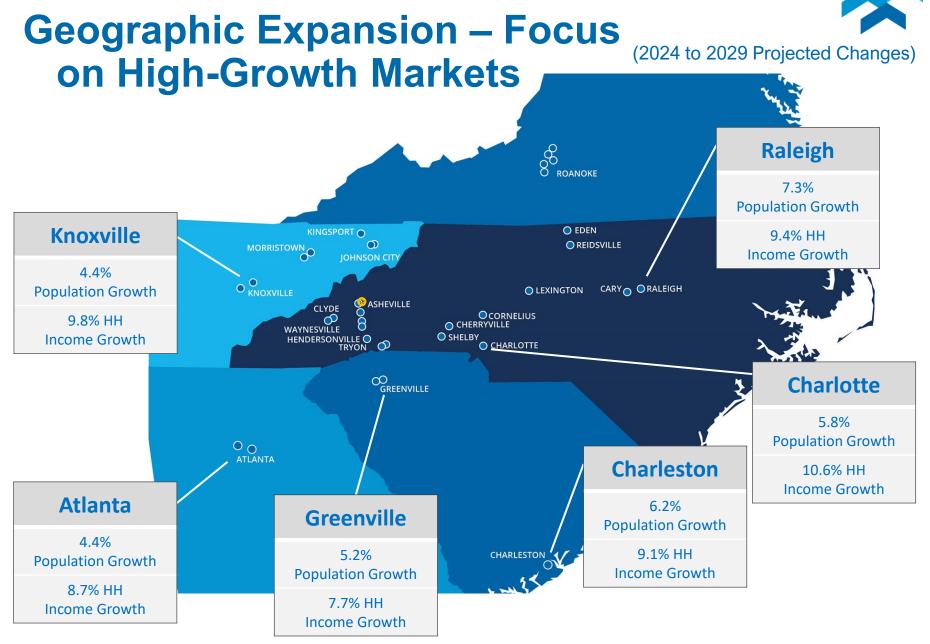






# **Business Transformation: Phases of Progress**

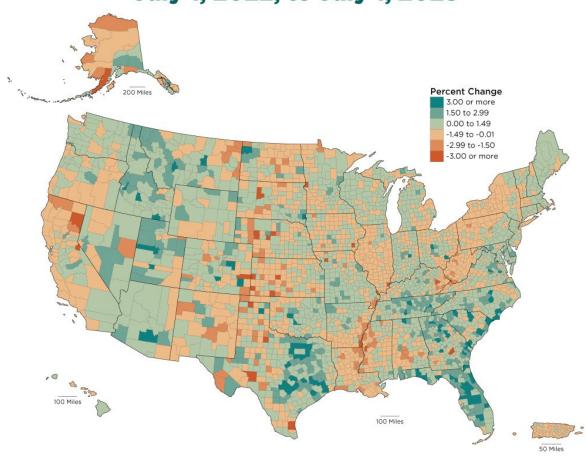
Phase 1 Geographic Expansion 2013 - 2015	Phase 2 Line of Business Expansion 2014 - 2020	Phase 3 Deposit Growth 2021 - 2024	Phase 4 Business Transformation 2022 - 2024
Greenville, SC (2013)	Re-engineered of CML LOB (2014)	High Performing Peer Funding Levels	Engaged Employees
Tri-Cities and Knoxville, TN (2014)	Introduced Indirect Auto (2014)	Increase Fee Income	Limited FinTech Partnerships
Charlotte, NC (2014)	Re-engineered Mtg LOB (2016)	Deposit Verticals	Optimizing Processes
Roanoke, VA (2014)	Re-engineered Treasury Mgmt (2016)	Pilot Deposit BDOs	Automation
Raleigh, NC (2015)	Introduced SBA and Equipment Finance (2018)	Business Banking	Maturing Lines of Business
	Introduced Symmetry (HELOCs) and Business Banking (2019)	Micro Business Lending	Expand Digital Channels





# Geographic Expansion – Focus on High-Growth Markets (continued)

Percent Change in County Population: July 1, 2022, to July 1, 2023



## **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

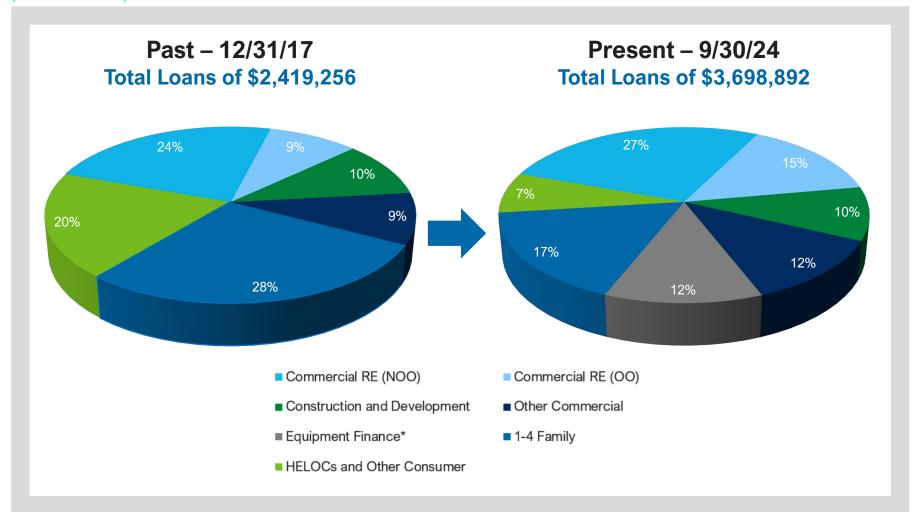
Branch Manager & Small Business Banker

Small Business Banking & Professional Banking

## X

## **Loan Portfolio Transformation:**Transition to a Diversified Loan Portfolio

(Dollars in thousands)

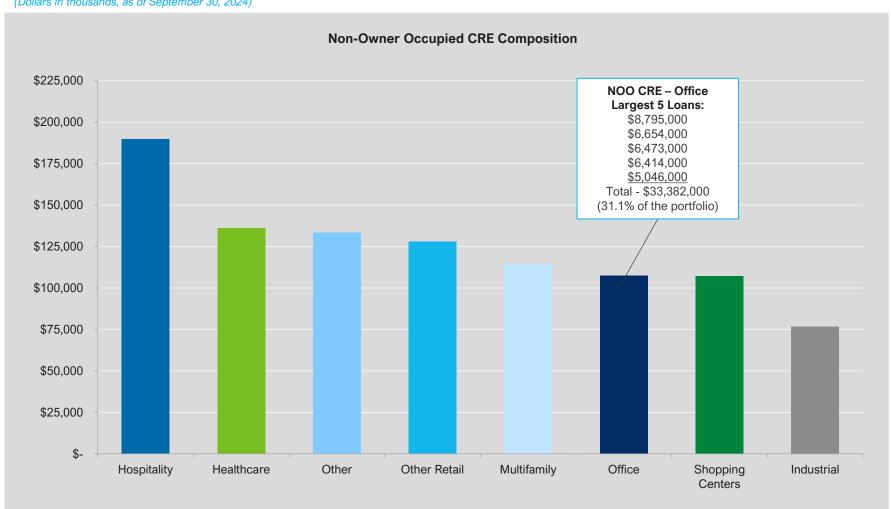


Equipment Finance line of business began in February of 2018.



### **Portfolios to Highlight: Non-Owner Occupied CRE**

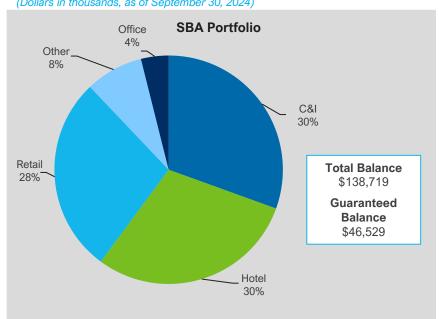
(Dollars in thousands, as of September 30, 2024)

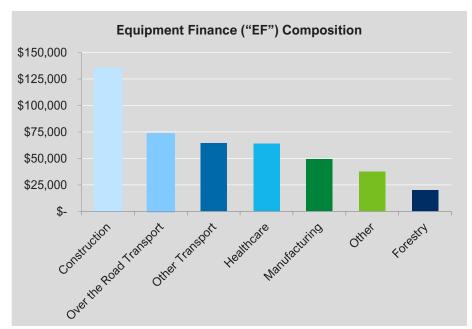


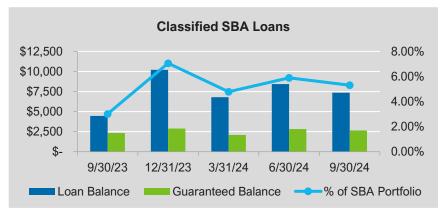


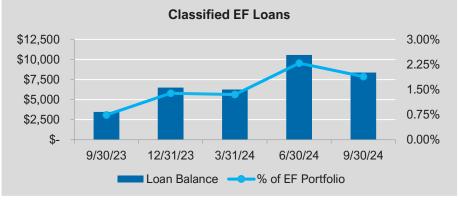
### **Portfolios to Highlight: SBA Loans & Equipment Finance**

(Dollars in thousands, as of September 30, 2024)





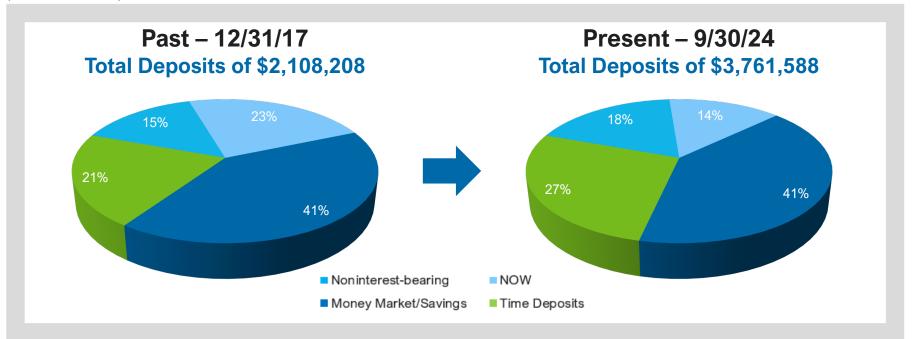


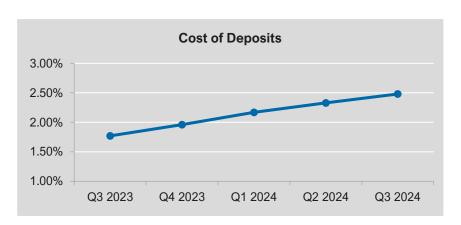


### **Deposit Franchise**



(Dollars in thousands)



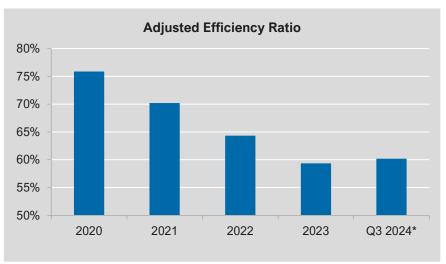


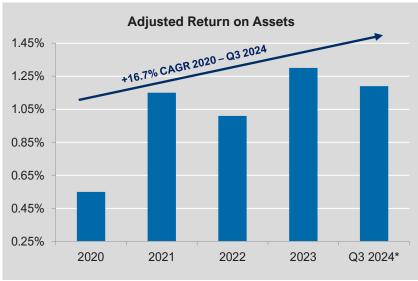
### Improvement in Profitability Metrics

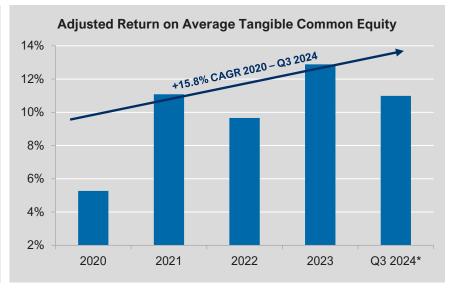


(Dollars in thousands, by year)







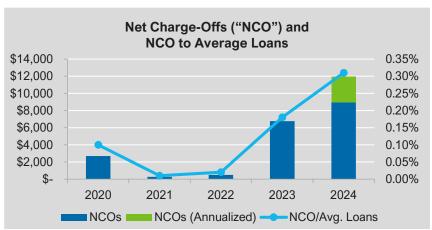


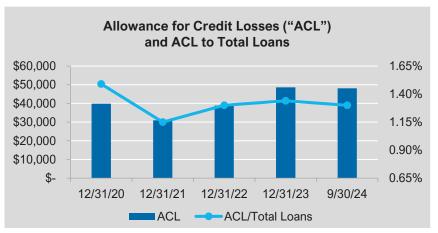
<sup>\*</sup> Period reflects calendar year to date data See Appendix – Non-GAAP Reconciliation

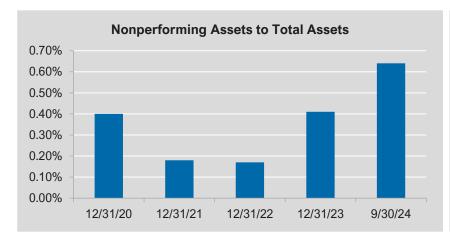


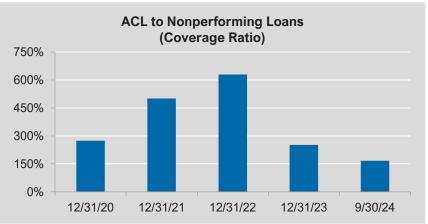
# Strong Asset Quality and Credit Discipline

(Dollars in thousands)





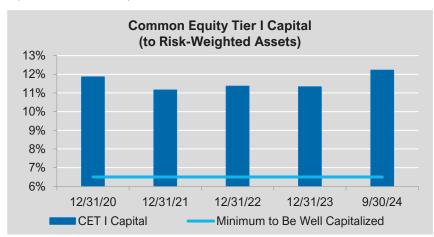


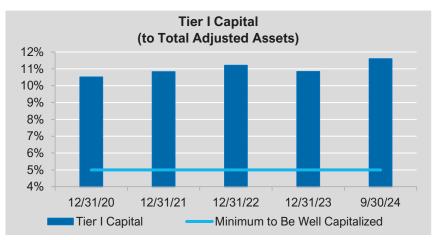




## Strong Capital Position to Support Continued Growth

#### (Dollars in thousands)



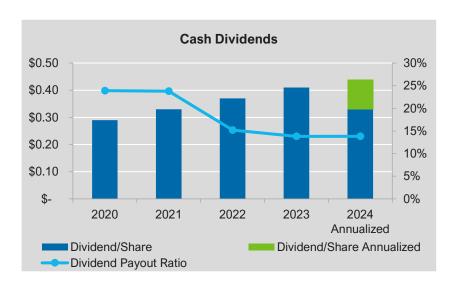






### **Capital Strategy**







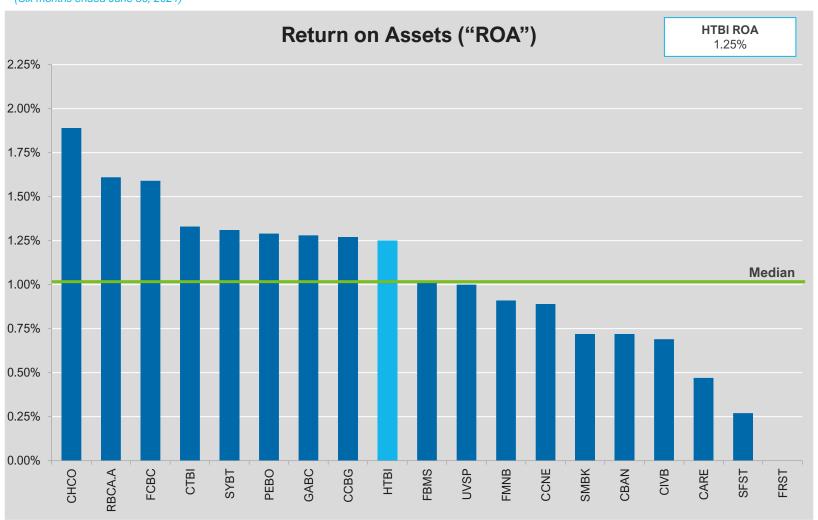
	Stock E	Buybacks				
Buybacks	Total Buybacks as a % of O/S Shares as of 2/19/13	Number of Shares	Total Cost (\$)	Average Cost Per Share (\$)		
Total repurchased through May 2022	45.5%	9,854,733	\$204,231,000	\$20.72		
Shares remaining to be repurch buyback plan	nased under most recent	243,156		purchased during the		
Total repurchased and authorize	red	10,097,889	nine months ended	September 30, 2024		

<sup>•</sup> On April 22, 2024, the Company's Board of Directors re-authorized the repurchase of the remaining shares of the Company's common stock under the repurchase plan originally authorized in February of 2022.

## **Valuation – Peer Comparison**



(Six months ended June 30, 2024)



Source: S&P Capital IQ



## **Valuation – Peer Comparison**

(Continued)

(Six months ended June 30, 2024)

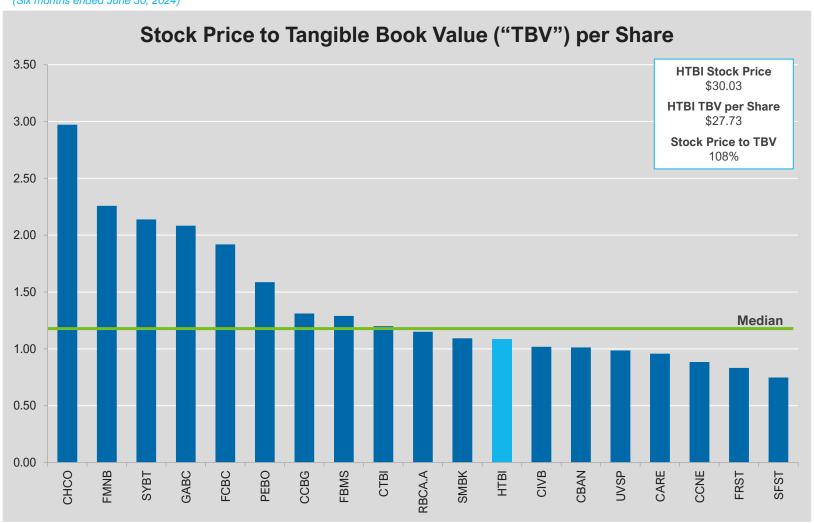




## **Valuation – Peer Comparison**

(Continued)

(Six months ended June 30, 2024)







	0/00/	2004		10010001		V04/0004	4.0	V0.4./0.000	0/0	0/0000	0/00/0000		
	9/30/	2024	6/	30/2024	3	3/31/2024	12	2/31/2023	9/3	0/2023	6/30	0/2023	
Net Income Per Share													
Basic	\$	0.77	\$	0.73	\$	0.88	\$	0.79	\$	0.88	\$	0.9	
Diluted	\$	0.76	\$	0.73	\$	0.88	\$	0.79	\$	0.88	\$	0.90	
Performance Ratios													
Return on assets (ROA)		1.17 %		1.13 %		1.37 %		1.21 %		1.33 %		1.39 %	
Return on equity (ROE)		9.76 %		9.58 %		11.91 %		10.81 %		12.23 %		12.85 %	
Yield on earning assets		6.34 %		6.32 %		6.18 %		6.03 %		5.09 %		5.82 9	
Rate paid on interest-bearing liabilities		3.12 %		3.04 %		2.90 %		2.74 %		2.58 %		2.08 9	
Net interest margin		4.00 %		4.08 %		4.02 %		4.02 %		4.02 %		4.32 9	
Efficiency ratio - adjusted		60.30 %		59.66 %		60.64 %		60.52 %		59.12 %		60.61	
Asset Quality Ratios													
Nonperforming assets to total assets		0.64 %		0.54 %		0.43 %		0.41 %		0.25 %		0.18 9	
Nonperforming loans to total loans		0.78 %		0.68 %		0.55 %		0.53 %		0.32 %		0.23	
Classified assets to total assets		0.99 %		0.91 %		0.80 %		0.90 %		0.76 %		0.53	
ACL to nonperforming loans	1	166.51 %		194.80 %		235.18 %		251.60 %		400.41 %		567.56	
ACL to total loans		1.30 %		1.33 %		1.30 %		1.34 %		1.30 %		1.29	
Net charge-offs to average loans		0.42 %		0.27 %		0.24 %		0.29 %		0.27 %		0.13	



### **Quarterly Highlights:**

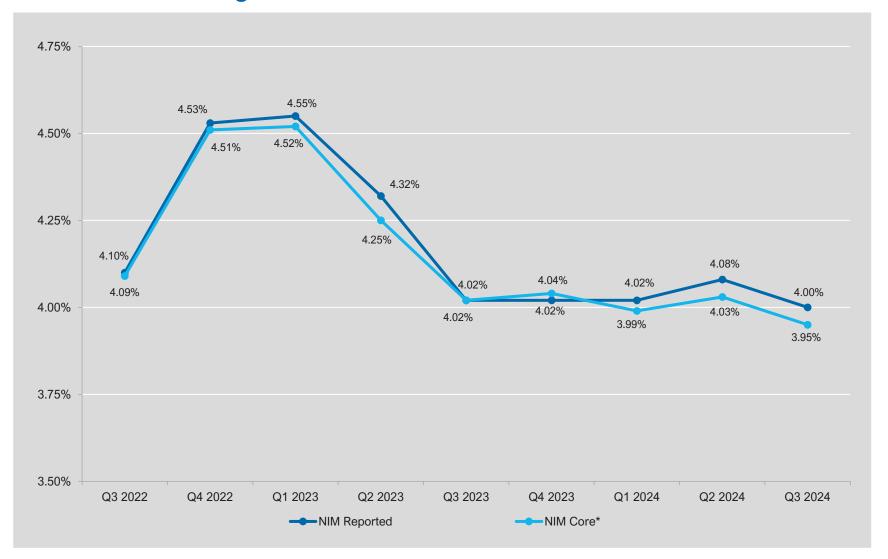
### HomeTrust vs. Top 200 Exchange Traded Banks

As of or for the quarter ended 9/30/2024	Nationwide Mean	HomeTrust	+/- Variance
Tangible Common Equity / Tangible Assets	8.8%	10.9%	2.1%
AOCI / Tangible Common Equity	-9.1%	0.0%	9.1%
Net Interest Margin	3.28%	4.06%	0.78%
Yield on Loans	6.37%	6.53%	0.16%
Cost of Deposits	2.45%	2.49%	0.04%
Cost of Funds	2.66%	2.55%	-0.11%
Core Return on Assets	1.04%	1.22%	0.18%

### **Quarterly Highlights:**

## \*

### **Net Interest Margin**



<sup>\*</sup> Core net interest margin excludes accretion income and other loan fees.

### **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:

	9 M	9 Months Ended 12 Months Ended												
(Dollars in thousands)		9/30/2024		12/31/2023		12/31/2022		12/31/2021		12/31/2020				
Noninterest expense	\$	90,659	\$	123,089	\$	105,423	\$	130,578	\$	101,998				
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	\$	90,659	\$	118,348	\$	102,904	\$	106,375	\$	101,998				
Net interest income	\$	125,470	\$	169,433	\$	127,964	\$	106,566	\$	101,628				
Plus: tax-equivalent adjustment		1,072		1,244		1,189		1,268		1,232				
Plus: noninterest income		25,206		32,073		34,515		42,284		31,581				
Less: net death benefit proceeds from BOLI policies		(1,143)		(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		9		(734)		(1,115)		1,398		-				
Net interest income plus noninterest income - adjusted	\$	150,614	\$	199,370	\$	159,937	\$	151,516	\$	134,441				
Efficiency ratio		60.17%		61.08%		64.88%		87.72%		76.57%				
Efficiency ratio - adjusted		60.19%		59.36%		64.34%		70.21%		75.87%				

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

(Dollars in thousands)	9/30/2024	12/31/2023	12/31/2022	12/31/2021			12/31/2020
Total stockholder's equity	\$ 540,004	\$ 499,893	\$ 410,155	\$	401,746	\$	404,724
Less: goodwill, core deposit intangibles, net of taxes	 (39,626)	 (41,086)	 (25,663)		(25,780)		(26,130)
Tangible book value	\$ 500,378	\$ 458,807	\$ 384,492	\$	375,966	\$	378,594
Common shares outstanding	17,514,922	17,387,069	15,673,595		16,303,461		16,791,027
Book value per share	\$ 30.83	\$ 28.75	\$ 26.17	\$	24.64	\$	24.10
Tangible book value per share	\$ 28.57	\$ 26.39	\$ 24.53	\$	23.06	\$	22.55
HomeTrust Bancshares, Inc. share price	\$ 34.08	\$ 26.92	\$ 24.17	\$	30.98	\$	19.31
Price to tangible book value	119.3%	102.0%	98.5%		134.3%		85.6%

# Appendix – Non-GAAP Reconciliation (Continued)



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

					As of		
(Dollars in thousands)	9/30/2024		6/30/2024		3/31/2024	12/31/2023	9/30/2023
Total stockholder's equity	\$ 540,004	\$	523,628	\$	513,173	\$ 499,893	\$ 484,411
Less: goodwill, core deposit intangibles, net of taxes	 (39,626)		(40,063)		(40,500)	 (41,086)	 (41,748)
Tangible book value	\$ 500,378	\$	483,565	\$	472,673	\$ 458,807	\$ 442,663
Common shares outstanding	17,514,922		17,437,326		17,444,787	17,387,069	17,380,307
Book value per share	\$ 30.83	\$	30.03	\$	29.42	\$ 28.75	\$ 27.87
Tangible book value per share	\$ 28.57	\$	27.73	\$	27.10	\$ 26.39	\$ 25.47
HomeTrust Bancshares, Inc. share price	\$ 34.08	\$	30.03	\$	27.34	\$ 26.92	\$ 21.67
Price to tangible book value	119.3%		108.3%		100.9%	102.0%	85.1%

	As of									
(Dollars in thousands)	6/30/2023		3/31/2023		12/31/2022		9/30/2022			
Total stockholder's equity	\$ 471,186	\$	458,242	\$	410,155	\$	396,222			
Less: goodwill, core deposit intangibles, net of taxes	 (42,410)		(42,642)		(25,663)		(25,683)			
Tangible book value	\$ 428,776	\$	415,600	\$	384,492	\$	370,539			
Common shares outstanding	17,366,673		17,370,063		15,673,595		15,632,348			
Book value per share	\$ 27.13	\$	26.38	\$	26.17	\$	25.35			
Tangible book value per share	\$ 24.69	\$	23.93	\$	24.53	\$	23.70			
HomeTrust Bancshares, Inc. share price	\$ 20.89	\$	24.59	\$	24.17	\$	22.10			
Price to tangible book value	84.6%		102.8%		98.5%		93.2%			

# 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.

	9	Months Ended		12 Months	ed				
(Dollars in thousands)		9/30/2024	12/31/2023	12/31/2022		12/31/2021		12/31/2020	
Merger-related expense	\$	-	\$ 4,741	\$ 724	\$	-	\$	-	
Provision for credit losses established for merger		-	5,270	-		-		-	
Net death benefit proceeds from BOLI policies		(1,143)	(2,646)	-		-		-	
Tax impact of BOLI restructuring		-	288	-		-		-	
Gain on sale of equity securities		-	-	(721)		-		-	
Loss (gain) loss on sale of premises and equipment		9	(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		(1,134)	6,919	(1,212)		25,601		-	
Less: tax effect		266	(1,558)	285		(6,016)		-	
Total adjustments, net of tax		(868)	5,361	(927)		19,585		-	
Net income (GAAP)		40,597	50,044	36,905		22,066		20,002	
Adjusted net income (non-GAAP)	\$	39,729	\$ 55,405	\$ 35,978	\$	41,651	\$	20,002	
Average shares outstanding - basic		16,891,619	16,604,881	15,149,241		15,815,635		16,334,199	
Average shares outstanding - diluted		16,938,328	16,622,371	15,319,601		16,182,068		16,523,346	
Basic EPS (GAAP)	\$	2.38	\$ 2.99	\$ 2.42	\$	1.38	\$	1.22	
Non-GAAP adjustment		(0.05)	0.32	(0.06)		1.24		-	
Adjusted basic EPS (non-GAAP)	\$	2.33	\$ 3.31	\$ 2.36	\$	2.62	\$	1.22	
Diluted EPS (GAAP)	\$	2.37	\$ 2.99	\$ 2.39	\$	1.35	\$	1.20	
Non-GAAP adjustment		(0.05)	0.32	(0.06)		1.21		-	
Adjusted diluted EPS (non-GAAP)	\$	2.32	\$ 3.31	\$ 2.33	\$	2.56	\$	1.20	
Average assets	\$	4,432,291	\$ 4,285,115	\$ 3,551,791	\$	3,618,635	\$	3,641,686	
Average equity	\$	521,767	\$ 471,107	\$ 398,055	\$	401,527	\$	405,825	
ROA (GAAP)		1.22%	1.17%	1.04%		0.61%		0.55%	
Non-GAAP adjustment		-0.03%	 0.13%	 -0.03%		0.54%		0.00%	
Adjusted ROA (non-GAAP)		1.19%	1.30%	1.01%		1.15%		0.55%	
ROE (GAAP)		10.39%	10.62%	9.27%		5.50%		4.93%	
Non-GAAP adjustment		-0.22%	1.14%	-0.23%		4.88%		0.00%	
Adjusted ROE (non-GAAP)		10.17%	11.76%	 9.04%		10.38%		4.93%	
Average equity	\$	521,767	\$ 471,107	\$ 398,055	\$	401,527	\$	405,825	
Less: goodwill, core deposit intangible, net of taxes		(39,626)	(41,086)	(25,663)		(25,780)		(26,130)	
Average tangible book value	\$	482,141	\$ 430,021	\$ 372,392	\$	375,747	\$	379,695	
Adjusted ROATCE		10.99%	12.88%	9.66%		11.08%		5.27%	

# Appendix – Non-GAAP Reconciliation (Continued)



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

						3 Months				
(Dollars in thousands)		9/30/2024		6/30/2024		3/31/2024	12/31/2023		9/30/2023	6/30/2023
Noniinterest expense	\$	30,585	\$	30,210	\$	29,864	\$ 29,781	\$	29,564	\$ 30,911
Net interest income	\$	42,074	\$	42,166	\$	41,230	\$ 41,923	\$	42,160	\$ 43,896
Plus: tax-equivalent adjustment		368		354		349	341		315	298
Plus: noninterest income		8,282		8,113		8,811	8,248		8,627	6,888
Less: gain on death benefit proceeds from BOLI policies		-		-		(1,143)	(1,554)		(1,092)	-
Less: (gain) loss on sale of premises and equipment						9	248		-	(82)
Net interest income plus noninterest income - adjusted	\$	50,724	\$	50,633	\$	49,256	\$ 49,206	\$	50,010	\$ 51,000
Efficiency Ratio		60.74%		60.08%		59.69%	59.36%		58.21%	60.87%
Efficiency Ratio - adjusted		60.30%		59.66%		60.64%	60.52%		59.12%	60.61%

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

				3 Months			
(Dollars in thousands)	9/30/2024	6/30/2024		3/31/2024	12/31/2023	9/30/2023	6/30/2023
Gain on death benefit proceeds from BOLI policies	\$ -	\$	-	\$ (1,143)	\$ (1,554)	\$ (1,092)	\$ -
Loss (gain) loss on sale of premises and equipment				9	248	-	(82)
Total adjustments	\$ -	\$	-	\$ (1,134)	\$ (1,306)	\$ (1,092)	\$ (82)
Less: tax effect	 			 266	 307	 257	 19
Total adjustments, net of tax	-		-	(868)	(999)	(835)	(63)
Net income (GAAP)	 13,112		12,418	 15,067	 13,464	 14,833	 15,013
Adjusted net income (non-GAAP)	\$ 13,112	\$	12,418	\$ 14,199	\$ 12,465	\$ 13,998	\$ 14,950
Average assets	\$ 4,449,215	\$	4,426,915	\$ 4,420,556	\$ 4,406,129	\$ 4,436,975	\$ 4,342,384
Average equity	\$ 534,726	\$	521,562	\$ 508,870	\$ 494,106	\$ 481,153	\$ 468,632
ROA (GAAP)	1.17%		1.13%	1.37%	1.21%	1.33%	1.39%
Non-GAAP adjustment	 0.00%		0.00%	-0.08%	-0.09%	-0.08%	-0.01%
Adjusted ROA (non-GAAP)	1.17%		1.13%	 1.29%	 1.12%	 1.25%	 1.38%
ROE (GAAP)	9.76%		9.58%	11.91%	10.81%	12.23%	12.85%
Non-GAAP adjustment	0.00%		0.00%	-0.68%	-0.81%	-0.69%	-0.05%
Adjusted ROE (non-GAAP)	9.76%		9.58%	11.23%	10.00%	11.54%	12.80%





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