

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT  
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 15, 2017

**HOMETRUST BANCSHARES, INC.**  
(Exact name of registrant as specified in its charter)

**Maryland**

(State or other jurisdiction of incorporation)

**001-35593**

(Commission File No.)

**45-5055422**

(IRS Employer Identification Number)

**10 Woodfin Street, Asheville, North Carolina**

(Address of principal executive offices)

**28801**

(Zip Code)

Registrant's telephone number, including area code: **(828) 259-3939**

**Not Applicable**

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 7.01 Regulation FD Disclosure**

HomeTrust Bancshares, Inc. is furnishing this Current Report on Form 8-K in connection with a presentation being made by management at Sandler O'Neill's East Coast Financial Services Conference on November 15-17, 2017 in Naples, Florida. Attached hereto as Exhibit 99.1 and incorporated herein by reference is the text of that presentation.

**Item 9.01 Financial Statements and Exhibits**

(d) Exhibits

99.1 Sandler O'Neill's East Coast Financial Services Presentation Materials

**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**HOMETRUST BANCSHARES, INC.**

Date: November 15, 2017

By: /s/ Tony J. VunCannon  
Tony J. VunCannon  
Executive Vice President, Chief Financial Officer, and Treasurer

**EXHIBIT INDEX**

<u>Exhibit No.</u>	<u>Description</u>
99.1	<a href="#">Sandler O'Neill's East Coast Financial Services Presentation Materials</a>



HomeTrust Bancshares, Inc.

## Sandler O'Neill's East Coast Financial Services Conference

November 15-17, 2017

Positioned for  
**growth**

# Forward-Looking Statements

This presentation includes “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements often include words such as “believe,” “expect,” “anticipate,” “estimate,” and “intend” or future or conditional verbs such as “will,” “would,” “should,” “could,” or “may.” Forward-looking statements are not historical facts but instead represent management’s current expectations and forecasts regarding future events many of which are inherently uncertain and outside of our control. Actual results may differ, possibly materially, from those currently expected or projected in these forward-looking statements. Factors that could cause our actual results to differ materially from those described in the forward-looking statements, include expected cost savings, synergies and other financial benefits from acquisitions might not be realized within the expected time frames or at all, and costs or difficulties relating to integration matters might be greater than expected; increased competitive pressures; changes in the interest rate environment; changes in general economic conditions and conditions within the securities markets; legislative and regulatory changes; and other factors described in HomeTrust’s latest annual Report on Form 10-K and Quarterly Reports on Form 10-Q and other filings with the Securities and Exchange Commission-which are available on our website at [www.hometrustedbanking.com](http://www.hometrustedbanking.com) and on the SEC’s website at [www.sec.gov](http://www.sec.gov). Any of the forward-looking statements that we make in this presentation or our SEC filings 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 we might make, because of the factors illustrated above or because of other factors that we cannot foresee. We do not undertake and specifically disclaim 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. These risks could cause our actual results for fiscal 2018 and beyond to differ materially from those expressed in any forward-looking statements by, or on behalf of, us and could negatively affect our operating and stock performance.

# HomeTrust Bancshares, Inc. Overview

<b>Headquarters:</b>	Asheville, NC	<b>Exchange/Ticker:</b>	NASDAQ: HTBI
<b>Founded:</b>	1926	<b>Number of Employees:</b>	489
<b>Locations:</b>	43 (NC, SC, VA, TN)	<b>Stock Price:</b>	\$25.30
<b>Total Assets:</b>	\$3.2 billion	<b>Price to TBV:</b>	128%
<b>Total Loans:</b>	\$2.4 billion	<b>Market Cap:</b>	\$479.7 million
<b>Total Deposits:</b>	\$2.1 billion	<b>Average Daily Volume:</b>	37,960
<b>Outstanding Shares:</b>	18,962,075	<b>Shares Repurchased (since Feb 19, 2013)</b>	5,351,065 or approx. 26%

Financial data as of September 30, 2017  
Market data as of November 13, 2017

Positioned for  
**growth**

# Strategic Operating Committee

Leader	Role	Age	Yrs in Banking	Yrs w/HTBI
Dana Stonestreet	Chairman, President & Chief Executive Officer	63	39	28
Tony VunCannon	Executive Vice President & Chief Financial Officer	52	29	25
Hunter Westbrook	Executive Vice President & Chief Banking Officer	54	30	5
Howard Sellinger	Executive Vice President & Chief Information Officer	64	42	42
Keith Houghton	Executive Vice President & Chief Credit Officer	55	30	3
Parrish Little	Executive Vice President & Chief Risk Officer	49	27	2
			197	105



# Transitioning to a High Performing Community Bank

## Phase I: Created a Foundation For Growth

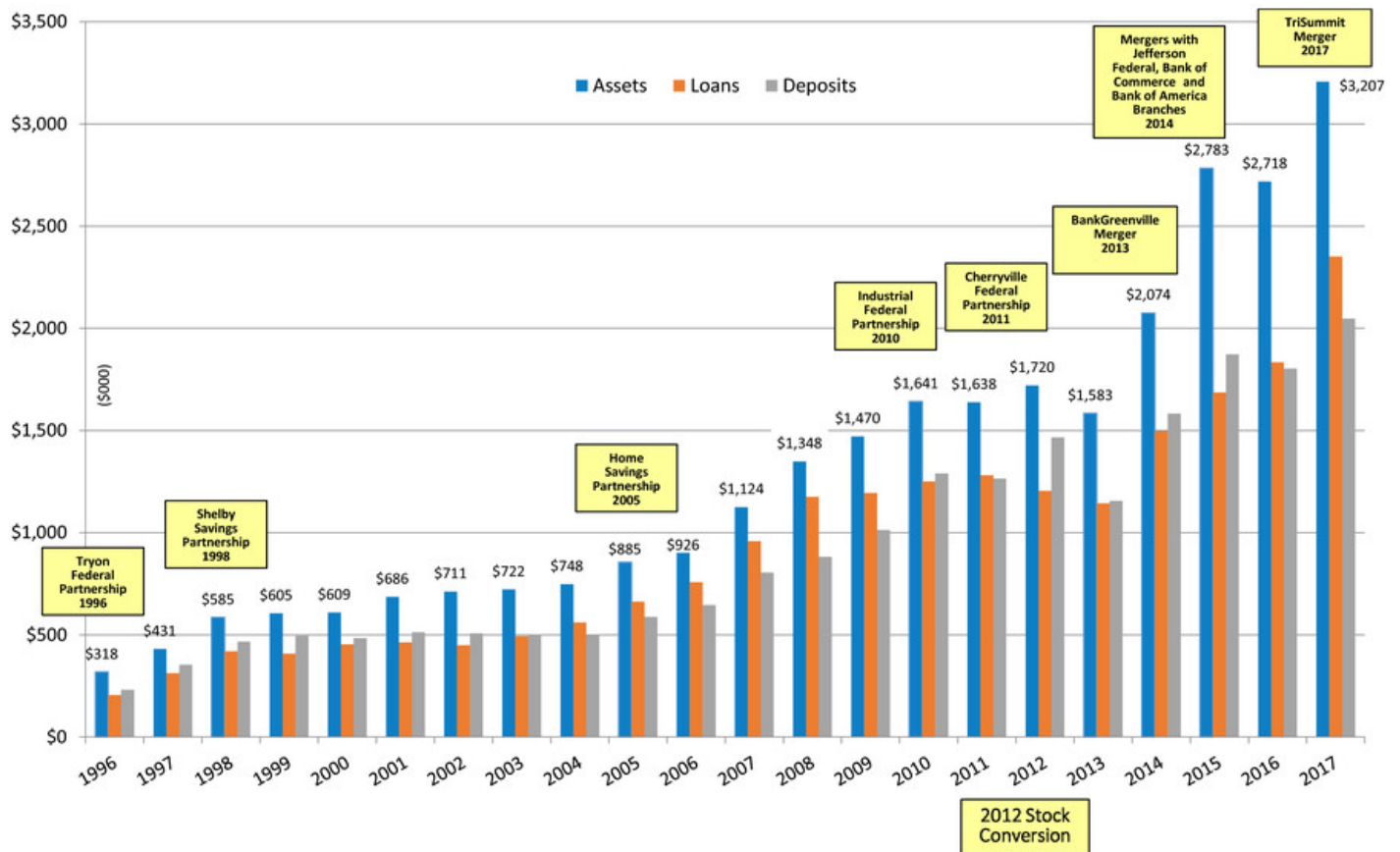
- Lines of Business – Infrastructure and Talent
- New markets for growth

## Phase II: Executing Our Strategic Plan with a Sense of Urgency

- Sound and Profitable Organic Growth
  - Loans
  - Deposits
- Lower our efficiency ratio
  - Noninterest income growth
  - Expense management
  - Streamlining current processes
- Repurchase shares opportunistically
- Highly accretive in-market acquisitions

## Phase III: Consistently improving performance

# Growth Since 1996



Positioned for  
**growth**

# Foundation for Growth and Performance

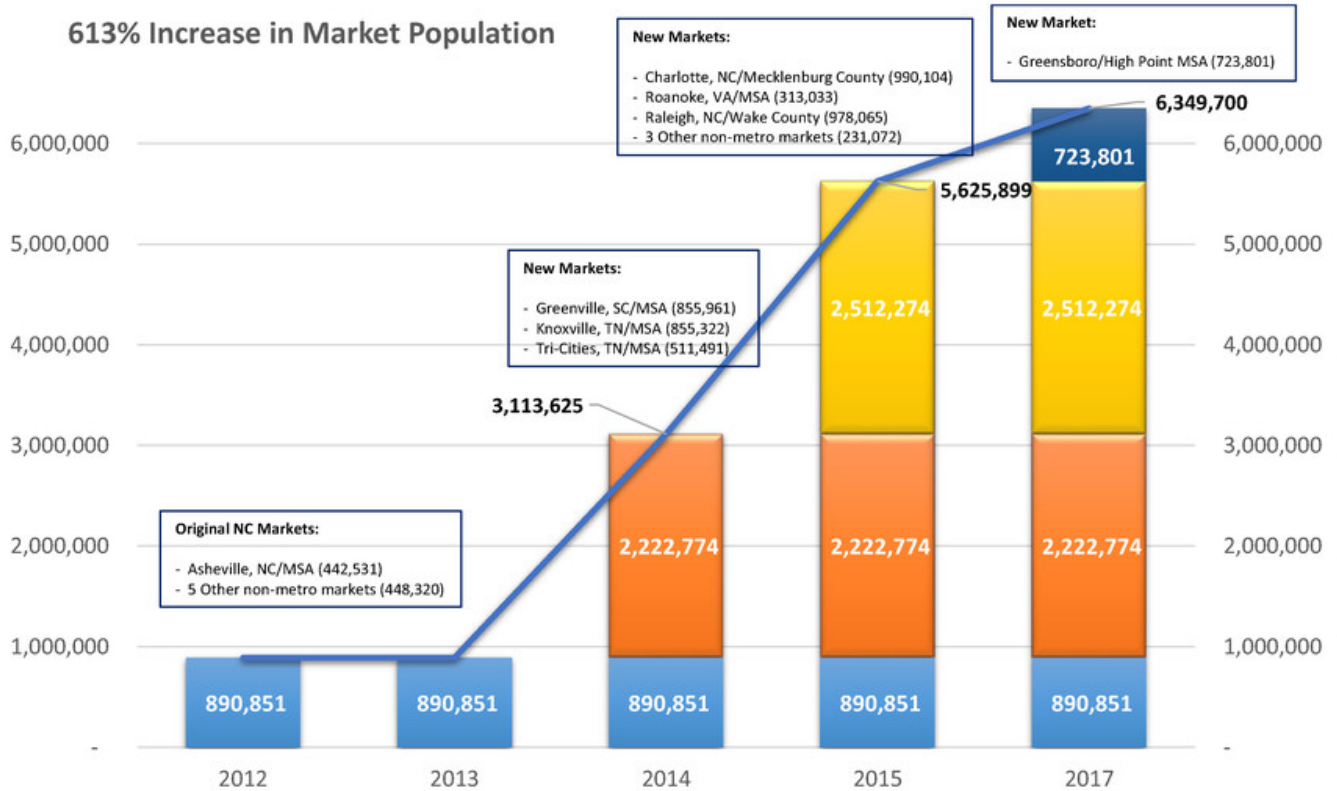
- Converted to stock in July 2012 and raised \$211.6MM
- Added 7 larger growing markets in NC, SC, VA and East TN since conversion
  - 4 whole bank acquisitions
  - 3 new Commercial Loan Production Offices from “lift-outs” of existing commercial lending teams
  - Purchased 8 Bank of America branches
  - Added new metro markets with populations of more than 4.7 million to legacy markets of 900,000
- Added 23 new locations and \$1.6 billion in assets
- Hired a Director of Mortgage Lending to expand this line of business in our new metro markets
- Added a Consumer Banking Executive to focus on improving the retail and consumer lines of business
- Hired 29 new Commercial Market Presidents / Commercial Relationship Managers to grow commercial lending
- Added new lines of business and experienced leaders
  - Indirect Auto Finance - grown portfolio to over \$140 million
  - Municipal Finance – portfolio of over \$100 million
  - Treasury Management
  - SBA 7(a) Loan Program
  - Equipment Finance
- Consolidated 10 branch offices
- Grown to the 2nd largest community bank headquartered in NC

# Strong Footprint for Growth



Positioned for  
**growth**

# Population Growth Through Addition of New Metro Markets



Source: U.S. Bureau of Labor Statistics; population amounts as of the date of each acquisition

# HomeTrust Growth Markets

## Asheville, NC MSA

- 2017 unemployment at 3.5% down from 3.7% in 2016
- No. 1 Best in the U.S. Destination for 2017, Lonely Planet, January 2017
- No. 3 out of 18 for the World's Best Cities for Millennials, Matadornetwork.com, May 2016
- No. 2 Best Startup City in America, Popular Mechanics, January 2015
- No. 10 in Best Cities in the US and Canada, Travel & Leisure, July 2015
- No. 34 for Best Places for Business & Careers, Forbes, November 2014

## Charlotte, NC MSA

- 2017 unemployment at 4.0% down from 4.4% in 2016
- No. 13 Fastest Growing Cities, Forbes, March 2016
- No. 7 Best City to Start a Business, WalletHub, May 2016
- No. 11 Highest Startup Growth, Business Insider, June 2016
- No. 2 Best States for Businesses and Careers, Forbes, October 2015

## Raleigh, NC MSA

- 2017 unemployment at 3.8% down from 4.1% in 2016
- No. 14 Fastest Growing Metro in U.S., U.S. Census Bureau, March 2017
- No. 10 Boomtowns of 2016, SmartAssets, January 2017
- #3 Best Cities For Young Professionals, Forbes, March 2016
- #3 Best Cities for Young Families, Value Penguin, February 2016

## Greenville, SC MSA

- 2017 unemployment at 3.3% down from 4.1% in 2016
- No. 9 Top 10 Small Cities Where Business is Thriving, Entrepreneur, 2015
- No. 6 list of America's Engineering Capitals, Forbes, 2014
- No. 7 Best State for Business, Chief Executive Magazine, 2014
- Best Cities for Jobs Fall 2013, Manpower Survey as reported in Forbes Magazine

## Knoxville, Kingsport, Bristol, Johnson City, TN MSA Areas

- Knoxville: 2017 unemployment at 2.7% down from 3.9% in 2016
- Kingsport/Bristol: 2017 unemployment at 3.6% down from 4.6% in 2016
- Johnson City: 2017 unemployment at 3.2% down from 4.6% in 2016
- Tennessee: named the Fourth Best State in the Country for Business, Chief Executive Magazine, 2016 Best & Worst States for Business list
- Knoxville in top five for 10 Best Cities for Small Businesses, CNN Money, August 2015
- Tennessee: named 2014 State of the Year for economic development, Business Facilities, 2014

## Roanoke, VA MSA

- 2017 unemployment at 3.8% up from 3.7% in 2016
- Virginia ranked No. 3 for Business Friendliness, CNBC 2015
- Virginia ranked No. 4 for Best State for Doing Business, Forbes, 2014

Source: U.S. Bureau of Labor Statistics, Chamber of Commerce of named cities, Tennessee Department of Economic & Community Development, Virginia Economic Development Partnership; unemployment rates as of June for each year

# New Greensboro Commercial Loan Production Office

- Announced July 31, 2017
- Strong new metro market
  - Greensboro-High Point MSA with population of 723,801
  - 3<sup>rd</sup> largest MSA in North Carolina behind Charlotte and Raleigh
  - 7<sup>th</sup> metro market added since our stock conversion
  - Natural geographic expansion – existing offices in adjacent counties
- “Lift-out” of experienced Greensboro market commercial lending team
  - Robert Gray – Market President – 20 years of experience
  - Chad Davis – Commercial Relationship Manager – 11 years of experience
  - Previous experience includes Centura Bank, SunTrust Bank, and NewBridge Bank
- Focused on C&I lending
  - Currently only 10% of our total loan portfolio
- Capitalizing on high degree of disruption in the Greensboro market due to recent mergers
  - Premier Commercial Bank → NewBridge Bank → Yadkin → FNB
  - High Point Bank → BNC Bank → Pinnacle Bank
  - Carolina Bank → First Bank

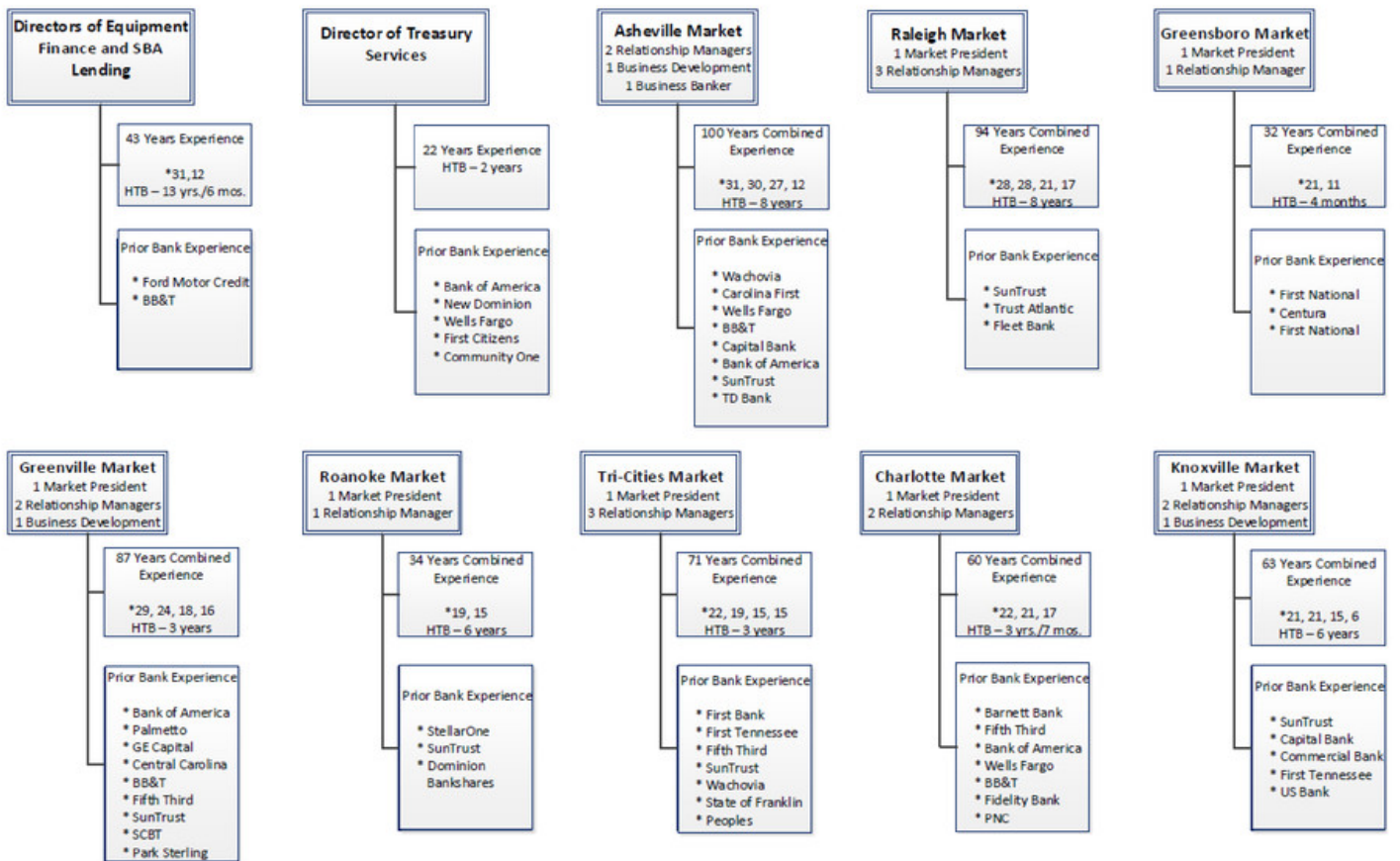
# Building a High-Performing Commercial Lending Team

## Changes in the past 5 years

Commercial lenders in legacy markets – June 2012	5	
Attrition in legacy markets	(4)	
Hired/replaced in legacy markets	4	
Acquired through bank acquisitions	21	
Attrition after bank acquisitions	(18)	
Hired/replaced in acquired markets	14	
“Lift-outs” of commercial teams in 3 new metro markets	8	
	<hr/>	
Current Market Presidents/Commercial Relationship Managers	30	<i>(29 hired in the past 5 years)</i>
Leaders of new lending lines of business	3	
	<hr/>	
High Performing Commercial Lending Team – November 2017	33	<i>(32 hired in the past 5 years)</i>



# Adding Talent for Growth Commercial and Line of Business Leaders



# 5-Year Growth Since Conversion

	Conversion	Ended	Conversion	
	09/30/2012	09/30/2017	\$	%
<b>Total Assets</b>	<b>\$1,603</b>	<b>\$3,250</b>	<b>\$1,647</b>	<b>103%</b>
<b>Total Loan Portfolio</b>	<b>\$1,203</b>	<b>\$2,395</b>	<b>\$1,192</b>	<b>99%</b>
<b>Total Deposit Portfolio</b>	<b>\$1,160</b>	<b>\$2,100</b>	<b>\$940</b>	<b>81%</b>
Checking Accounts	239	769	530	222%
Money Market/Savings	337	873	536	159%
<b>Total Core Deposits</b>	<b>576</b>	<b>1,642</b>	<b>1,066</b>	<b>185%</b>
Time Deposits	584	458	(126)	-22%
<b>Locations</b>	<b>20</b>	<b>43</b>	<b>23</b>	<b>115%</b>

# Continuing To “De-Thrift” the Balance Sheet

## Organic Loan Growth in Nonmortgage Loans:

- Commercial
  - Commercial real estate (CRE)
  - Commercial & industrial (C&I)
  - Commercial Construction
- Indirect Auto
- SBA Lending
- Equipment Finance

## Core Deposit Growth:

- Commercial checking
- Fee generation
- Planned runoff of higher rate, single service CD's

## Increasing Noninterest Income:

- Mortgage banking income
- Deposit fees
- Treasury management
- SBA Lending

# Loan Highlights

## Loan Portfolio Growth:

- Organic loan growth of 14% in FY 2017 vs. 4% in FY 2016 (\$243MM vs \$75MM)
- 30% growth in indirect auto loans (\$32MM)
- 53% growth in commercial loans (\$400MM\* - CRE, C&I, Commercial Construction, Municipal Leases)
- 88% of fiscal 2017 commercial production was from new metro markets

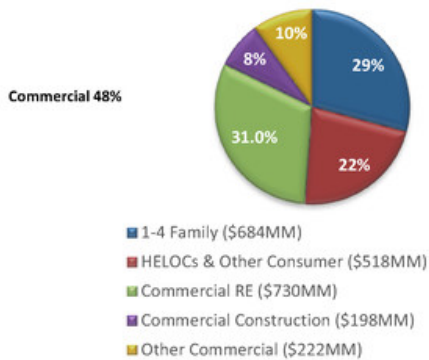
## Recent Highlights/Enhancements:

- Hired 13 new Commercial Market Presidents/Relationship Managers in last 12 months
  - Hired/replaced 29 Commercial Market Presidents/Relationship Managers in last 5 years
- Announced new SBA 7(a) loan program
- Announced new Equipment Finance line of business
- Acquired United Financial – Municipal Finance line of business
- Announced new Greensboro Commercial Loan Production Office with focus on C&I lending
- Added 10 new mortgage loan officers in the last 12 months in 5 new metro markets
- Increased total mortgage loan production by 41% (\$305MM in FY 2017 vs \$216MM in FY 2016)

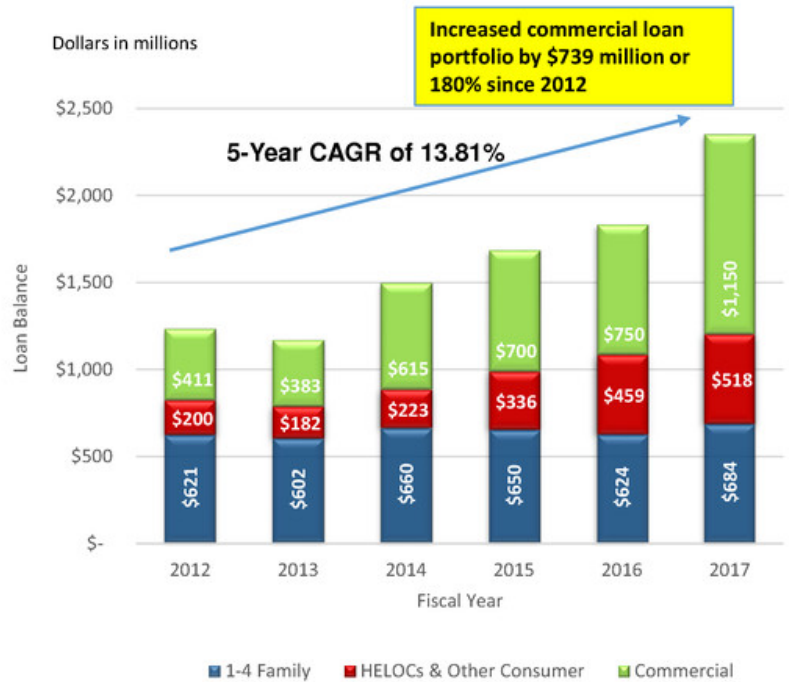
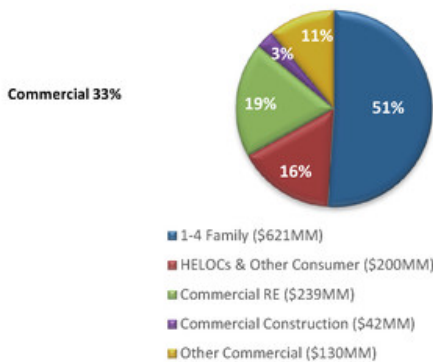
*\* Includes \$185 million from TriSummit Bank acquisition*

# Loan Portfolio Composition

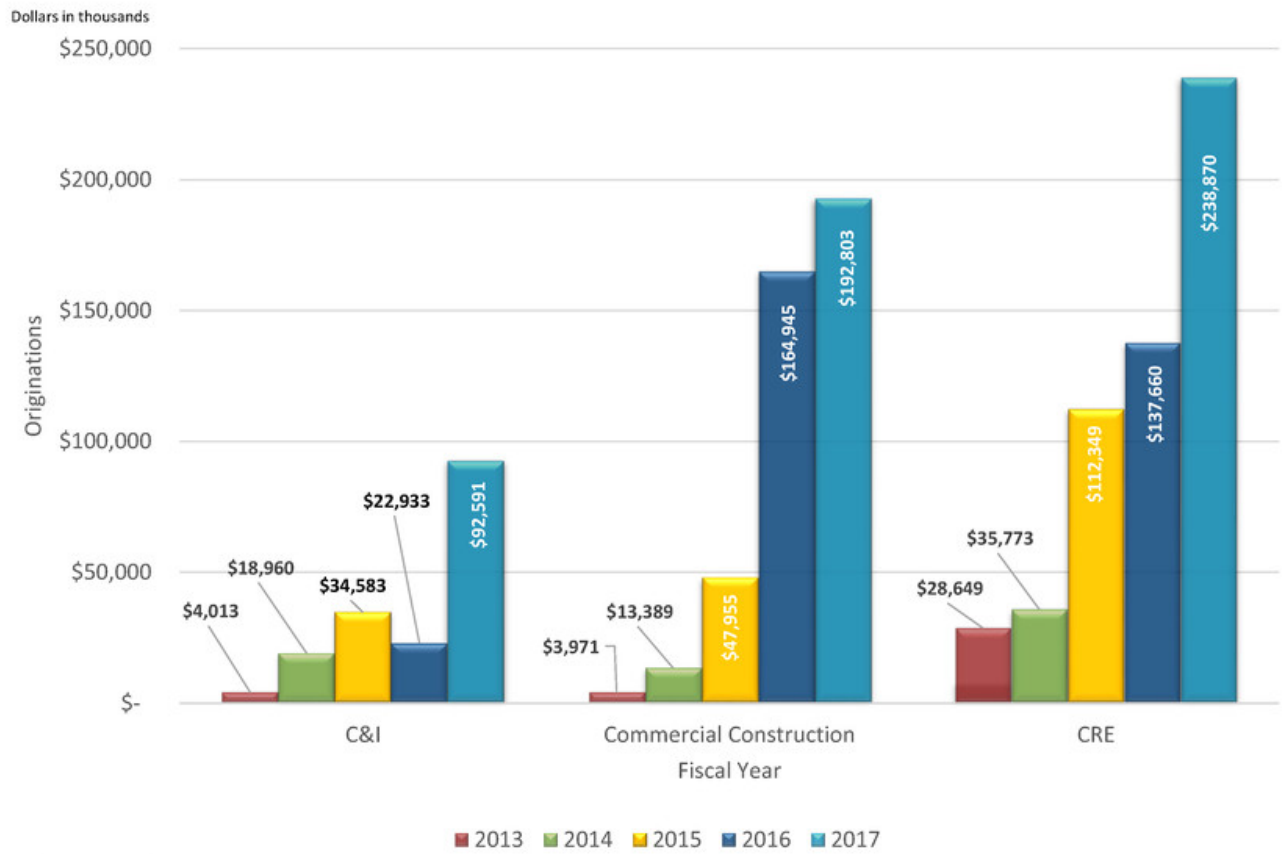
Loans: 6/30/17



Loans: 6/30/12



# Commercial Loan Production by Type

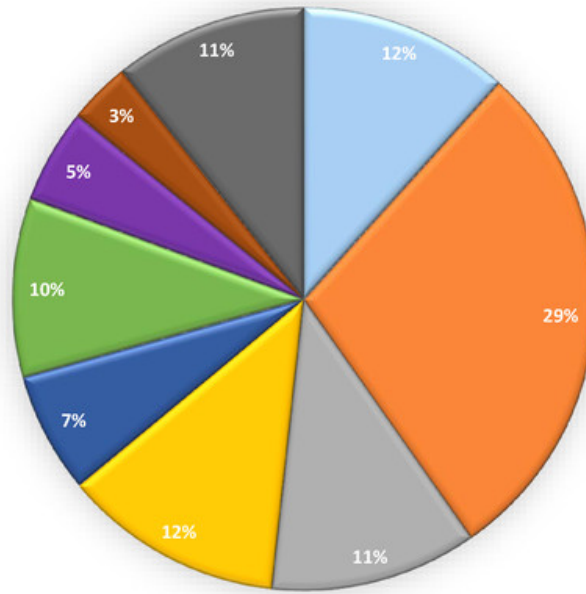


Excludes municipal leases.

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# Commercial Real Estate Composition

As of 6/30/17



■ Multifamily

■ Owner Occupied

■ Office

■ Retail

■ Hospitality

■ Shopping Centers

■ Industrial

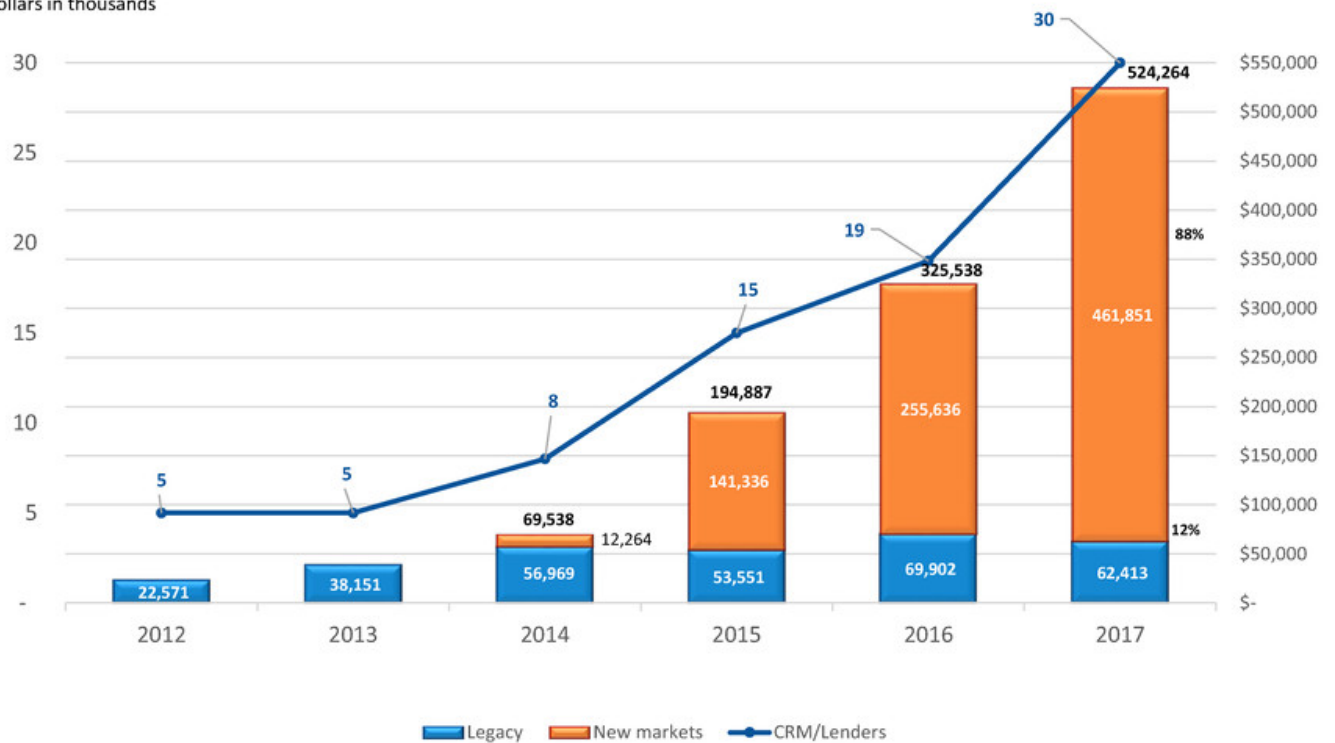
■ Healthcare

■ Other

# Commercial Production by Market

## Legacy/New Markets

Dollars in thousands

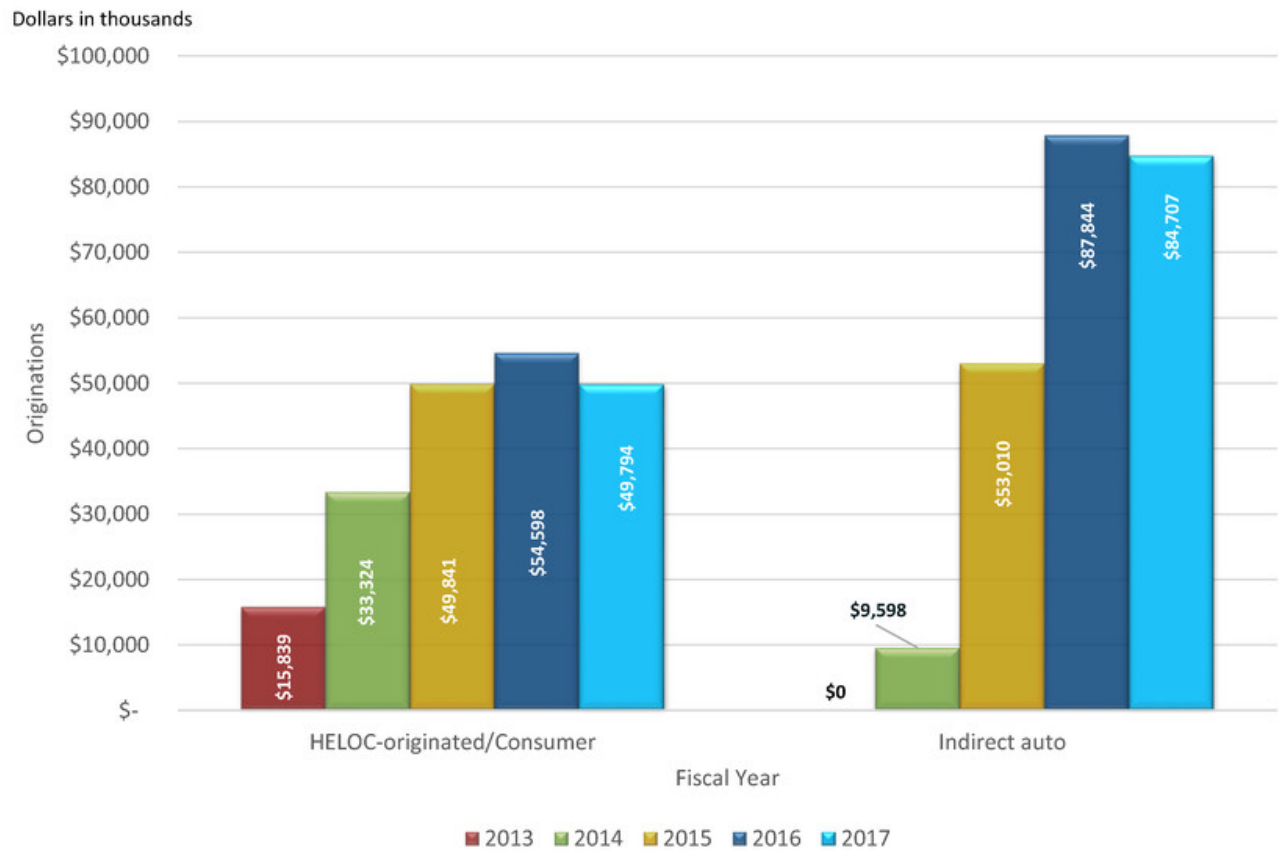


Production by market above excludes municipal leases.

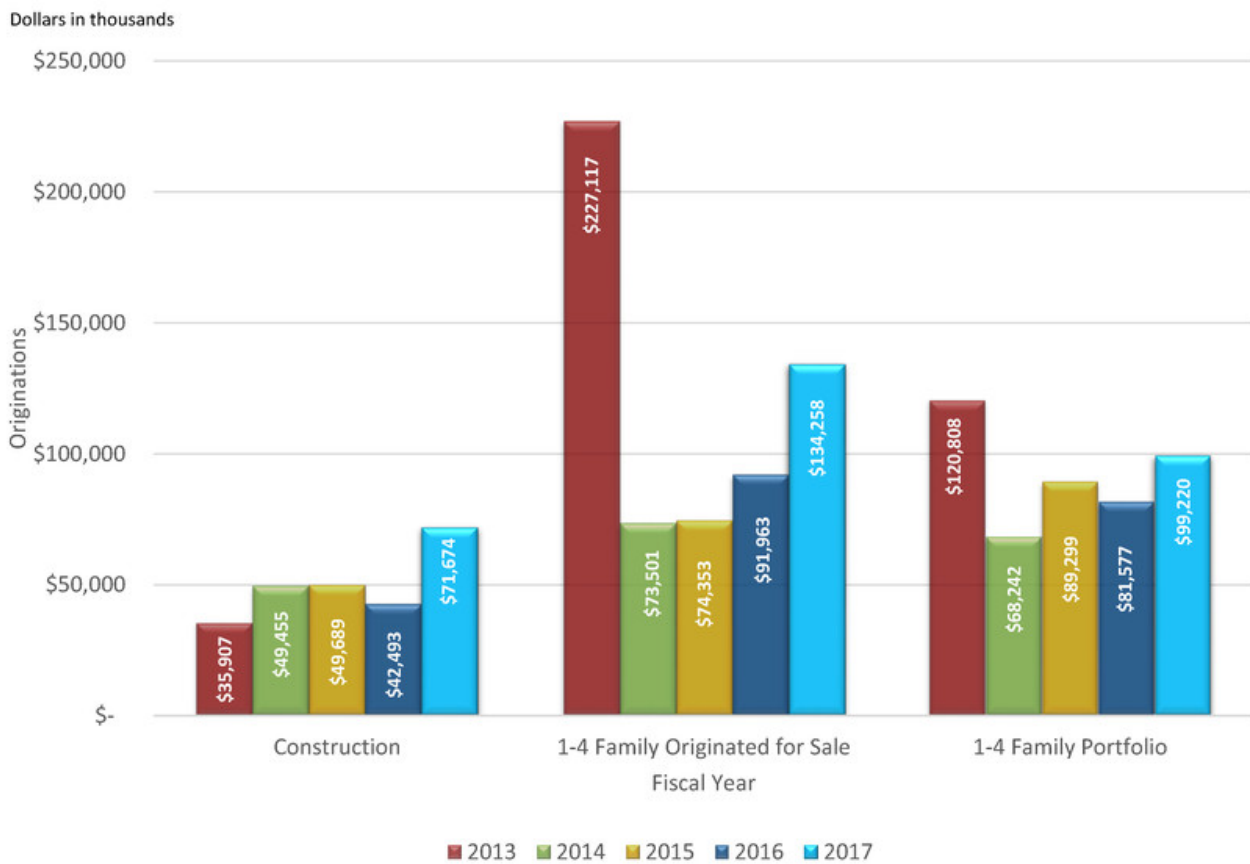
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# Consumer Loan Production



# Mortgage Loan Production



# Deposit/Retail Highlights

## Deposit Growth:

- 17% core deposit\* growth in fiscal 2017 (\$226MM)
  - 24% growth in total checking accounts
  - 41% growth in commercial checking accounts
- Core deposits\* now make up 77% of total deposits
- Average cost of total deposits remained at .28% for fiscal 2017

## Customer/Household Trends in fiscal 2017:

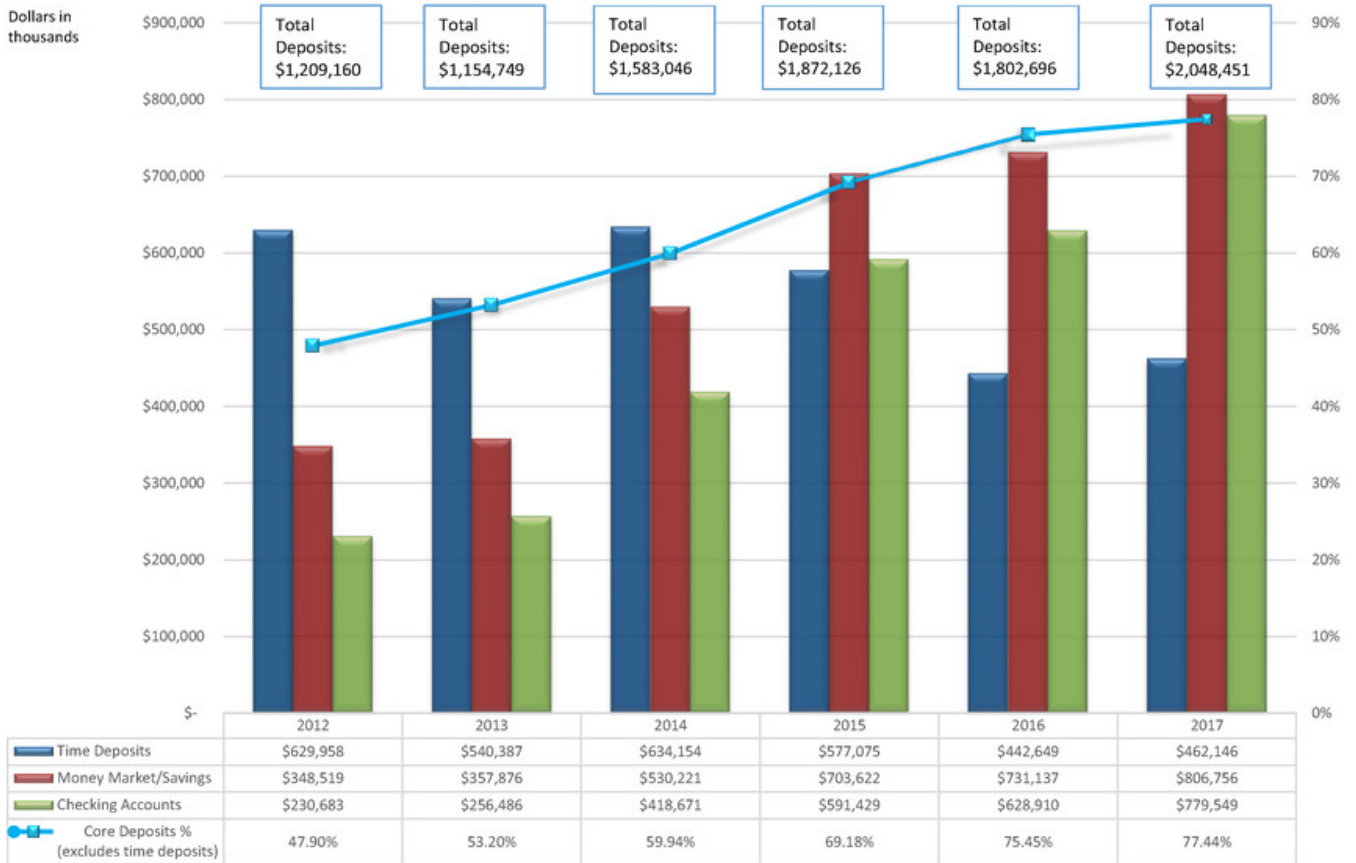
- 8% growth in total retail households
  - 16% growth in total retail loan households
  - 7% increase in number of deposit households
- Consistently favorable trends in the number of engaged checking and 'sweet spot' relationships – those households with checking, savings, and credit accounts (all 3)

## Product/Process Improvements:

- Introduced new Consumer Lending and HELOC origination platform (MeridianLink) in Q1 fiscal 2018
- Enhanced online and mobile banking, including improvements to online account opening
- Consolidated three branches concurrently with TriSummit Bank data conversion in March 2017
- Continually refining staffing models to achieve/maintain optimum FT/PT balance
- Construction underway for de novo branch in Cary NC, opening slated for Spring 2018

\*Core deposits exclude all time deposits/certificates of deposit.

# Deposit Portfolio Mix

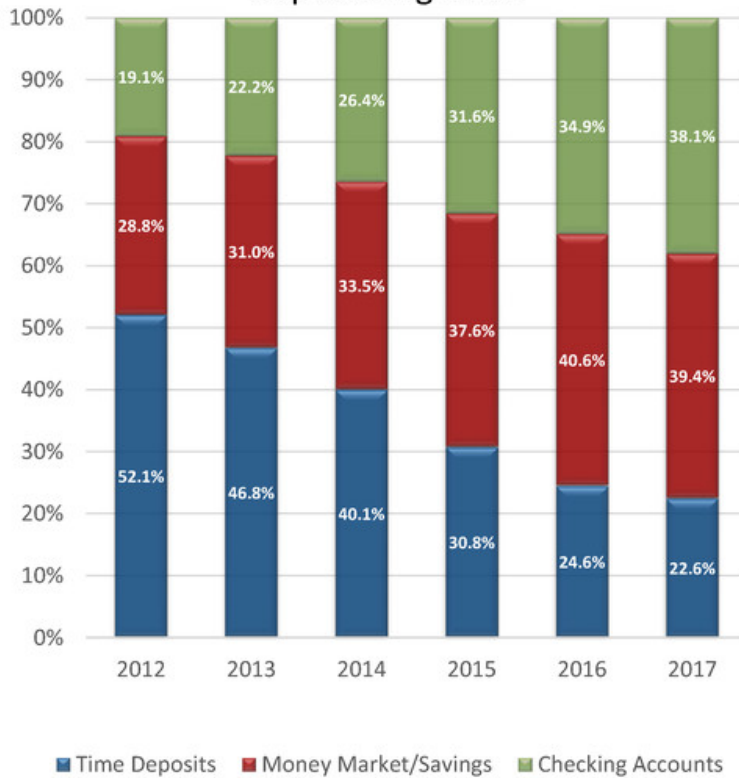


2012 MMDA/Saving excludes \$264.2MM related to investor funds used to purchase Company stock for the July 11, 2012 IPO.

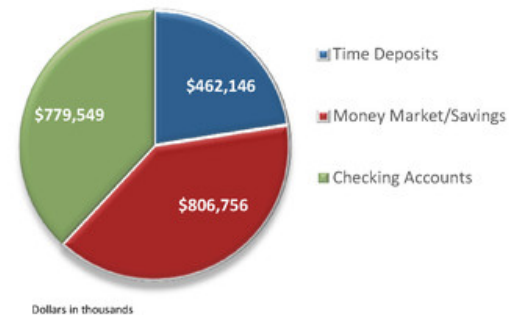
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# Deposit Composition

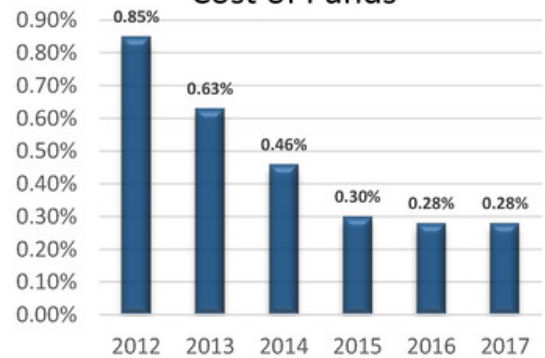
## Deposit Migration



## Deposit Composition



## Cost of Funds



Deposit balances as of fiscal year end; Cost of funds are averages for the fiscal year; 2012 MMDA/Saving excludes \$264.2MM related to investor funds used to purchase Company stock for the July 11, 2012 IPO.

# Growing Noninterest Income

- New SBA Line of Business
  - Gain from loan sales
  - Third party servicer to keep overhead low
- Mortgage Banking
  - Expanded into 5 of our new metro markets
  - Added 10 new mortgage loan officers in the last 12 months
  - Increasing rates to enhance gain on loan sales
  - Moving to a “mortgage banking” model and process and away from the “traditional thrift” model
- Treasury Management
  - Focus on increasing fees and appropriate pricing
  - Additional debit card revenue from purchase card program
  - Increased fees from new merchant services program
  - Increased discipline and monitoring of fee waivers and refunds – reduced 64% in fiscal 2017

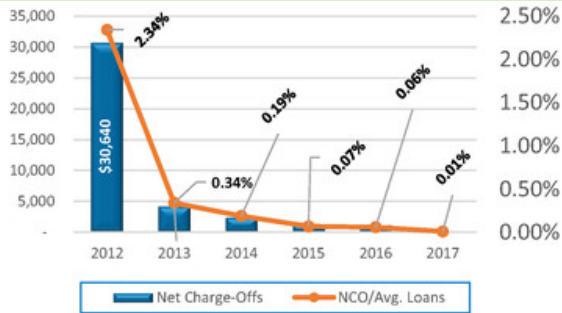
# Creating Efficiencies/Expense Management

- Consolidated 10 branch offices
  - Closed 6 overlapping rural offices
  - Consolidated 4 offices related to acquisitions
- Branch optimization staffing study reduced expense \$375,000 annually
- Changed health care insurance providers to avoid \$700,000 increase
- Reduced REO-related expense by \$385,000, or 21% in fiscal 2017
- Achieved 50% cost savings in TriSummit acquisition

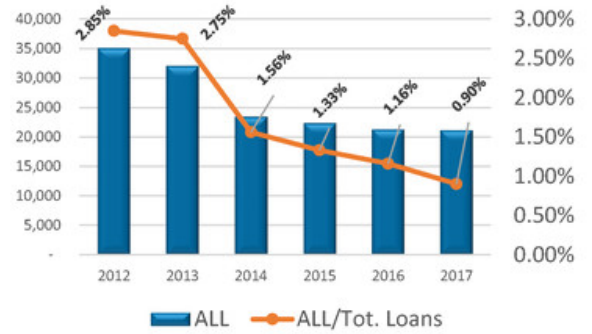
# Asset Quality

Dollars in thousands

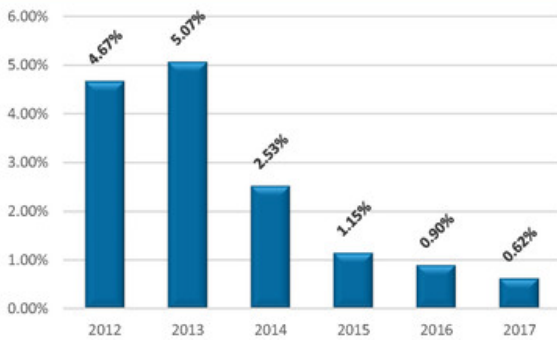
### Net Charge-Offs & NCO / Avg. Loans



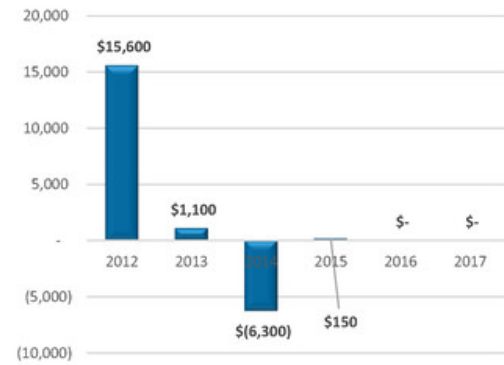
### Allowance for Loan Losses & ALL / Total Loans



### Nonperforming Assets / Total Assets



### Provision For / (Recovery Of) Loan Losses



All data is as of or for the year ended June 30

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# Current FHLB Leveraging Strategy

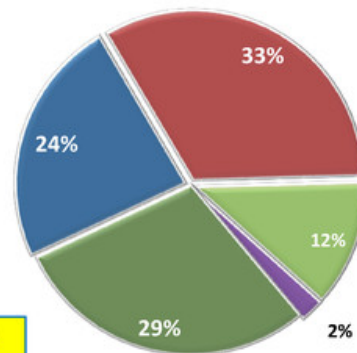
- Borrowed \$318 million <sup>(1)</sup> of additional short-term advances from the FHLB
- Average borrowings for the year totaled \$578 million
- Borrowings increased FHLB stock requirements to \$32 million to take advantage of high dividend rate (4.77% annualized for 4th quarter 2017)
- Used funds to invest in short-term interest earning deposits (CD's in other banks, commercial paper, and deposits with the Federal Reserve Bank)
- Increased net interest income by \$1.8 million for the year
- Decreased net interest margin 39 basis points – excluding this leveraging strategy, net interest margin would be 3.88% for the year ended June 30, 2017
- Will continue to impact net interest margin and ROA in fiscal 2018 while contributing to earnings and EPS
- Plan to continue reducing leveraging strategy over time

(1) Average additional borrowings for FHLB leveraging strategy for the year ended June 30, 2017.  
Average additional borrowings for FHLB leveraging strategy for the quarter ended September 30, 2017 was \$245 million.

# Investment Portfolio Composition

Investments: 6/30/17  
(\$281 MM)

- US Gov't Agency (\$66 MM)
- MBS-Gov't Agcy/GSE (\$93 MM)
- Munis (\$34 MM)
- Corporate Bonds (\$6 MM)
- FDIC Insured CDs in Other Banks(\$82 MM)



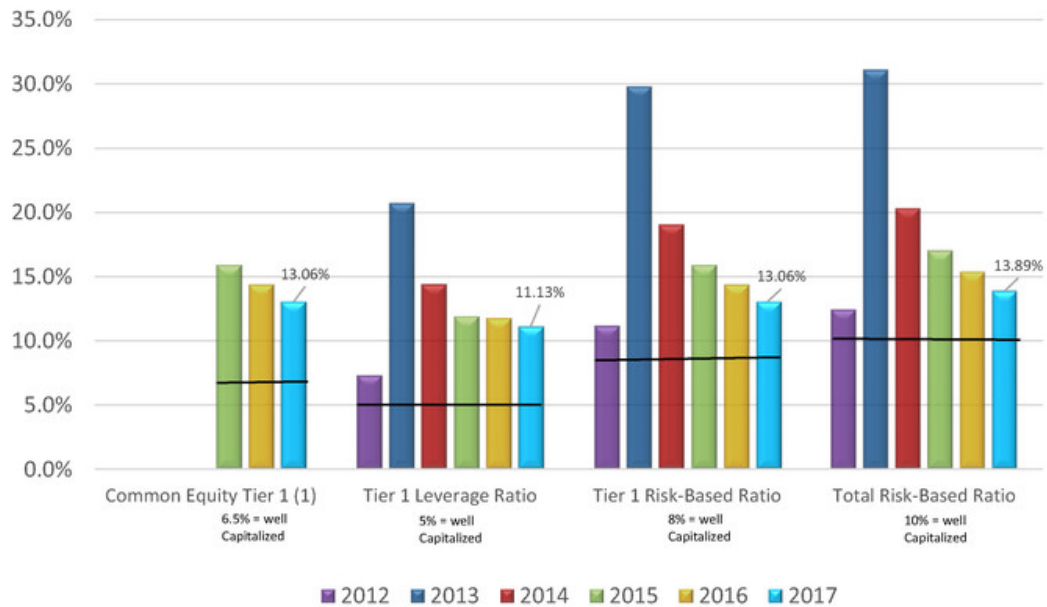
Yield: 1.76%

Avg Repricing Term: 2.13 years

Investments exclude \$245MM in short-term interest-earning deposits related to our leveraging strategy

# Continuing to Leverage Capital

- Organic loan growth
- Opportunistic acquisitions at reasonable prices
- Share repurchases – Repurchased 26% since 2012 conversion
- Dividends - None to date with low price to tangible book value



Source: Federal Reserve Reports as of each fiscal year ended June 30  
 (1) Common Equity Tier 1 Ratio was effective January 1, 2015, not applicable for earlier periods.

# Opportunistic Acquisition Strategy

- Geographic footprint – within or adjacent to our current market footprint
- Attractive, growing market
- Asset size – Target of \$300 million to \$800 million
- Strong core deposit base
- Earnings accretion of 10% or more
- Minimum dilution to current tangible book value
- Earnback period of 4 years or less
- Significant but realistic cost savings
- Reasonable price with a currency mix of cash and stock
- No major credit issues
- Cultural fit

# Stock Buy Backs

(Dollars in thousands, except per share amounts)

	Percent Purchased of Outstanding Shares	Number of Shares	Total Cost	Avg Cost / Share
1st Buy Back (completed 4/29/13)	4%	846,400	\$ 13,299	\$ 15.71
2nd Buy Back (completed 12/2/13)	5%	1,041,245	\$ 17,055	\$ 16.38
3rd Buy Back (completed 11/18/14)	5%	989,183	\$ 15,589	\$ 15.76
4th Buy Back (completed 8/5/15)	5%	1,023,266	\$ 16,298	\$ 15.93
5th Buy Back (completed on 1/20/16)	5%	971,271	\$ 18,089	\$ 18.62
6th Buy Back (approved on 12/15/15)	5%	479,700	\$ 8,634	\$ 18.00
Total repurchased through June 30, 2017	26%	5,351,065	\$ 88,964	\$ 16.63
Remaining Shares to be purchased through 6th Buy Back		443,155		
Total Shares Repurchased / Authorized		5,794,220		

Source: Company documents previously filed with the SEC

# Quarter Ended September 30, 2017 Highlights

(Dollars in thousands, except per share amounts)

As Reported	Quarter Ended		Change	
	09/30/2017	09/30/2016	Amount	Percent
Net income	\$ 5,567	\$ 3,824	\$ 1,743	46%
EPS - diluted	\$ 0.30	\$ 0.22	\$ 0.08	36%
ROA	0.70%	0.55%	0.15%	27%
Net interest margin (tax equivalent)	3.44%	3.44%	0.00%	0%
Noninterest income	\$ 4,577	\$ 4,241	\$ 336	8%
<b>Core Earnings <sup>(1)</sup></b>				
Net income	\$ 5,595	\$ 4,294	\$ 1,301	30%
EPS - diluted	\$ 0.30	\$ 0.25	\$ 0.05	20%
ROA	0.70%	0.62%	0.08%	13%
<b>Organic Loan Growth</b>				
\$ Growth	\$ 43,175	\$ 24,020	\$ 19,155	80%
% Growth (annualized)	7.90%	5.70%	2.20%	39%
Loan originations:				
Commercial portfolio	\$ 164,054	\$ 76,971	\$ 87,083	113%
Retail portfolio	80,439	74,602	5,837	8%
1-4 family originated for sale	32,424	38,908	(6,484)	(17%)
Total loan originations	\$ 276,917	\$ 190,481	\$ 86,436	45%

(1) See Non-GAAP Disclosure Appendix.

Source: Company documents previously filed with the SEC

# Fiscal Year Ended June 30, 2017 Highlights

(Dollars in thousands, except per share amounts)

As Reported	Year Ended		Change	
	06/30/2017	06/30/2016	Amount	Percent
Net income	\$ 11,847	\$ 11,456	\$ 391	3%
EPS - diluted	\$ 0.65	\$ 0.65	\$ -	0%
ROA	0.40%	0.42%	(0.02%)	-5%
Net interest margin (tax equivalent)	3.49%	3.37%	0.12%	3.56%
Noninterest income	\$ 15,440	\$ 13,503	\$ 1,937	14%
<b>Core Earnings <sup>(1)</sup></b>				
Net income	\$ 17,111	\$ 12,228	\$ 4,883	40%
EPS - diluted	\$ 0.94	\$ 0.70	\$ 0.24	34%
ROA	0.58%	0.45%	0.13%	29%
<b>Organic Loan Growth</b>				
\$ Growth	\$ 242,501	\$ 74,757	\$ 167,744	224%
% Growth	14.40%	4.43%	9.97%	225%
Loan originations:				
Commercial portfolio	\$ 541,515	\$ 336,655	\$ 204,860	61%
Retail portfolio	305,395	266,512	38,883	15%
1-4 family originated for sale	134,258	91,963	42,295	46%
Total loan originations	\$ 981,168	\$ 695,130	286,038	41%

(1) See Non-GAAP Disclosure Appendix.

Source: Company documents previously filed with the SEC

Positioned for  
**growth**

# Balance Sheet Highlights

(Dollars in thousands, except per share amounts)

	At		Change	
	09/30/2017	09/30/2016	Amount	Percent
Total assets	\$ 3,249,998	\$ 2,754,109	\$ 495,889	18%
Total loans	2,394,755	1,881,481	513,274	27%
Core deposits	1,642,431	1,376,220	266,211	19%
Total deposits	2,100,310	1,793,528	306,782	17%
Stockholders' equity	405,499	364,401	41,098	11%
Nonperforming loans/ Total loans	0.59%	0.90%	(0.31%)	(34%)
Classified assets/Total assets	1.50%	2.07%	(0.57%)	(28%)
Book value per share	\$ 21.38	\$ 20.25	\$ 1.13	6%
Tangible book value per share <sup>(1)</sup>	\$ 19.81	\$ 19.31	\$ 0.50	3%

(1) See Non-GAAP Disclosure Appendix.

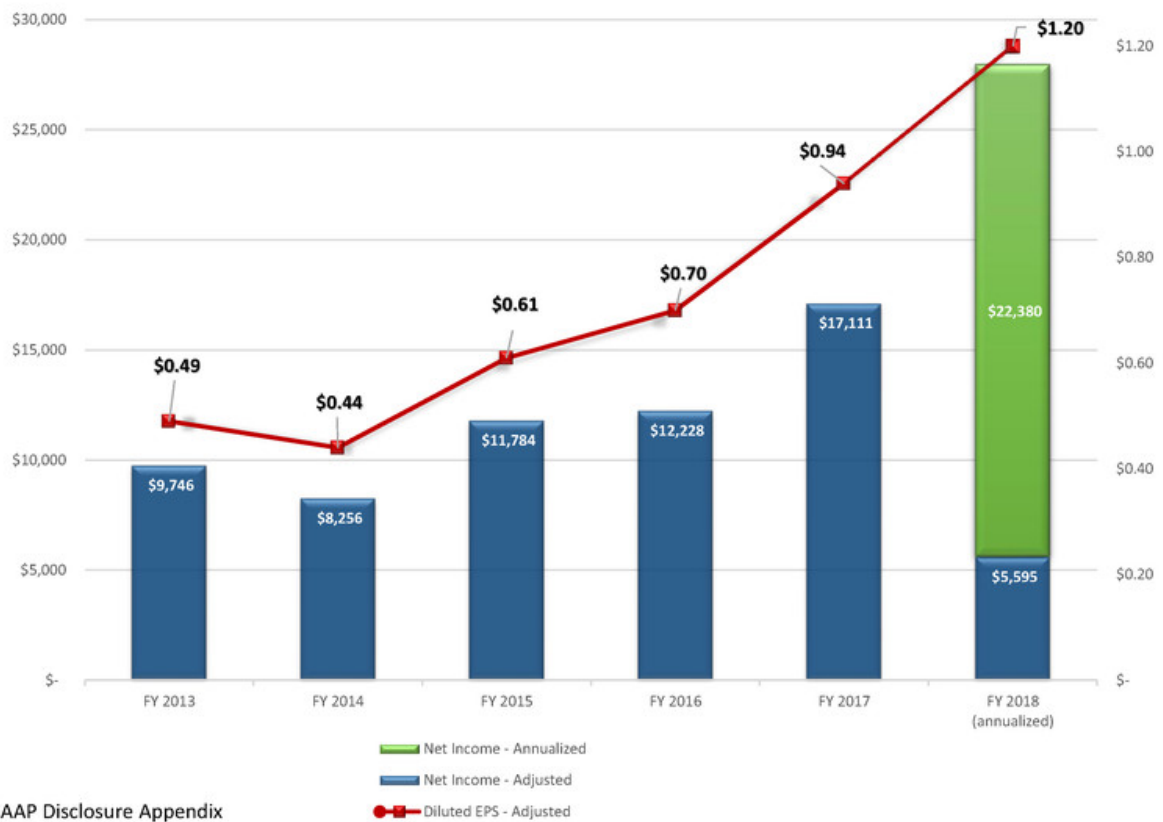
Source: Company documents previously filed with the SEC

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**growth**



# Improving Earnings Performance

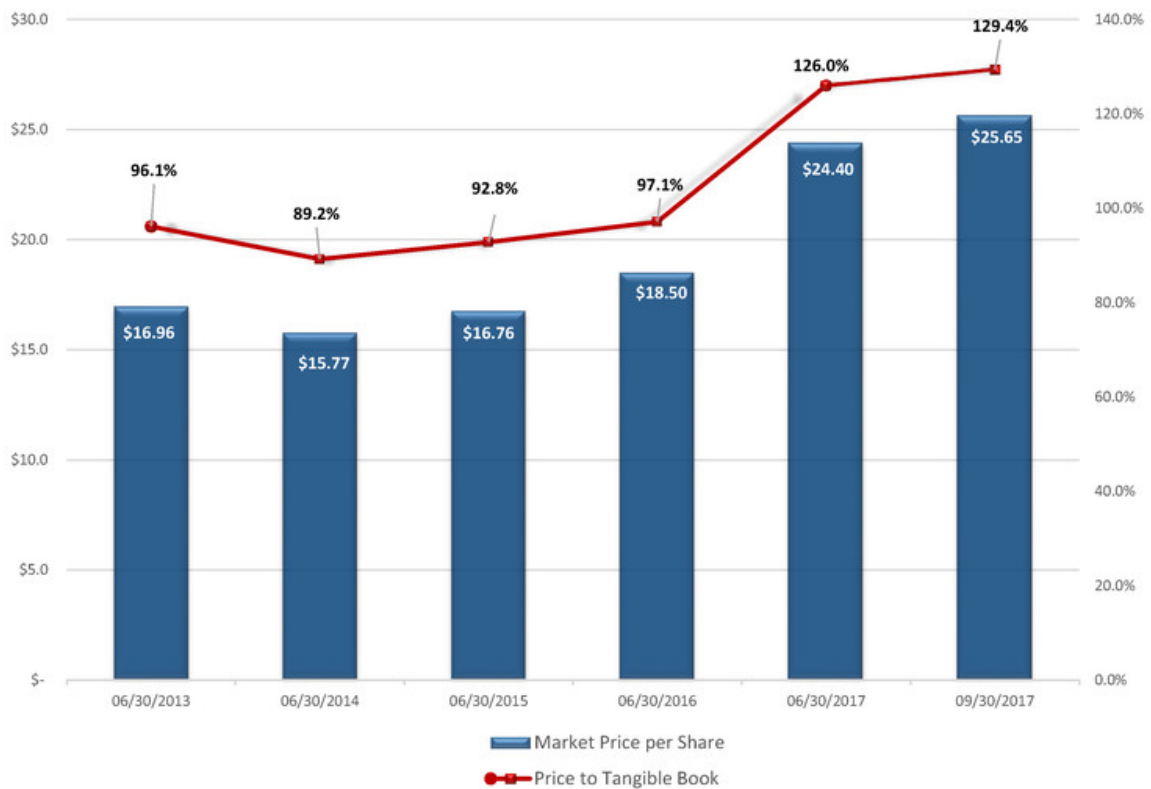
Dollars in thousands



See Non-GAAP Disclosure Appendix

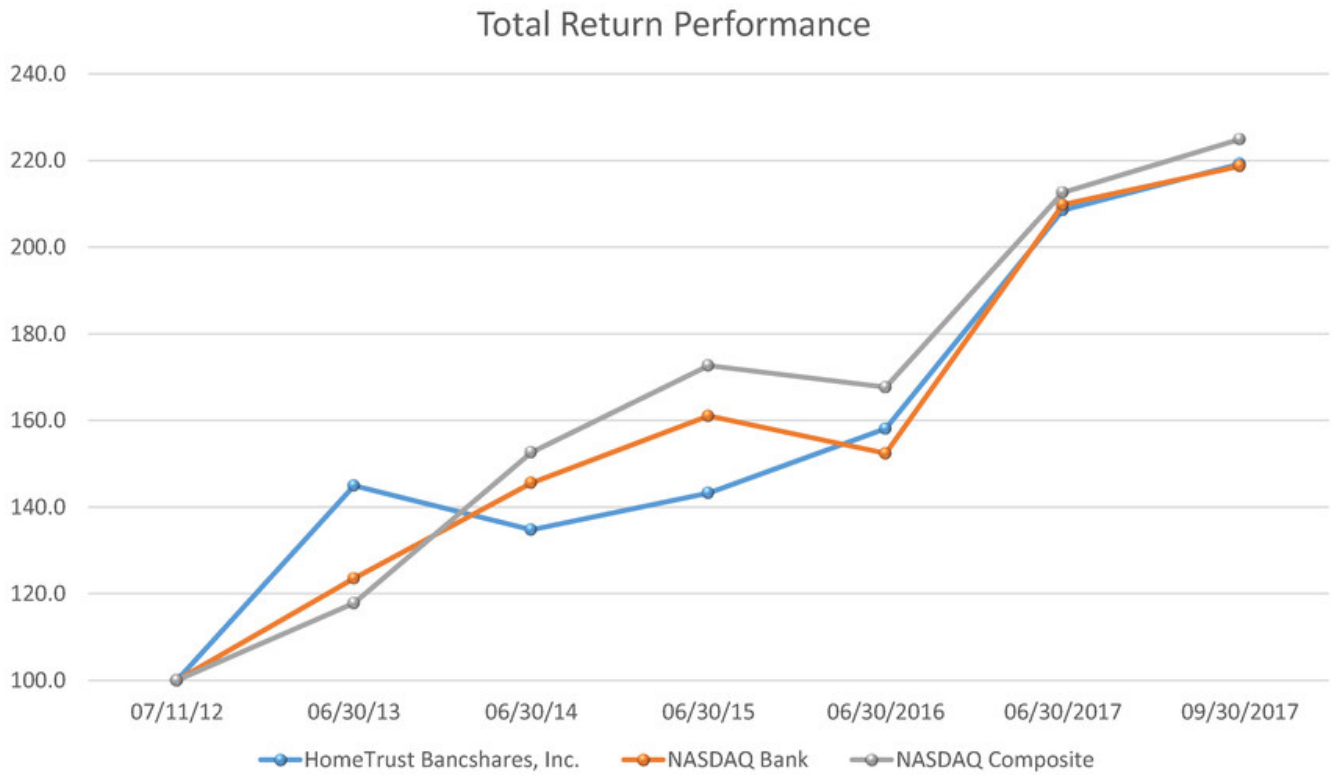
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**growth**

# Market Price and Price to Tangible Book



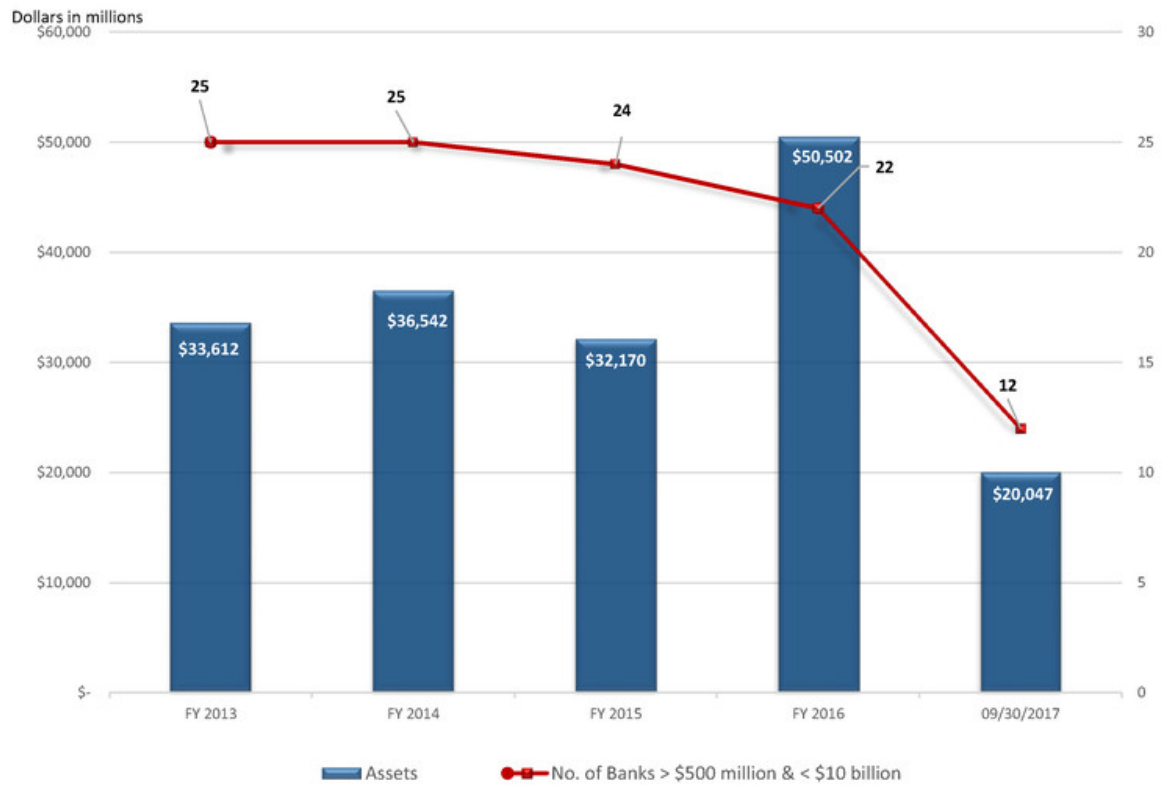
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**growth**

# Total Shareholder Return



Positioned for  
**growth**

# Community Banks Headquartered in North Carolina



Positioned for  
**growth**

# Proven Growth Strategy

- **Building on Our Strong Organic Growth**
  - 7 new metro markets (including our new Greensboro LPO)
  - Commercial lending
  - Mortgage banking
  - Core deposits
- **Expanding into New Lines of Business**
  - Indirect auto
  - Equipment Finance
  - SBA
- **Opportunistic Acquisition Strategy**
  - Experienced integration team and proven process
  - 4 whole bank acquisitions since 2013
  - 3 Commercial Loan Production Offices with “lift-outs” from other banks
  - Purchased 8 Bank of America branches

# Favorable Trading Price

## Top Ten Conversion Picks, \$2-10B in Assets

Ticker	Name	State	Market Cap (M)	9/29/17 Price	Conversion Type	Conversion IPO Date	Shares (M)	Assets	P/TBV	Consensus 2018	
										P/E(x)	Yield
BHBK	Blue Hills Bancorp, Inc	MA	516	19.20	Standard	07/22/2014	26.861	2,514	133	27	3.1%
BNCL	Beneficial Bancorp, Inc	PA	1,259	16.60	2nd-step	01/13/2015	75.867	5,829	147	29	1.4%
BRKL	Brookline Bancorp (Pro forma)	MA	1,250	15.50	2nd-step	07/09/2002	80.660	6,982	185	16	2.3%
EBSB	Meridian Bancorp, Inc (Pro forma)	MA	1,001	18.65	2nd-step	07/29/2014	53.650	4,905	166	19	0.9%
FBNK	First Connecticut Bancorp, Inc	CT	426	26.75	Standard	06/30/2011	15.943	2,992	159	17	2.1%
HONE	HarborOne Bancorp, MHC*	MA	604	18.81	MHC	06/29/2016	32.121	2,566	96	32	NA
◆ HTBI	HomeTrust Bancshares, Inc	NC	487	25.65	Standard	07/11/2012	18.968	3,207	133	22	NA
KRNY	Kearny Financial Corp.	NJ	1,295	15.35	2nd-step	05/19/2015	84.351	4,818	137	77	0.8%
TBNK	Territorial Bancorp Inc	HI	310	31.57	Standard	07/13/2009	9.830	1,924	132	16	2.5%
WNEB	Western New England Bancorp, Inc	MA	339	10.90	2nd-step	01/04/2007	31.070	2,073	144	18	1.1%

\*HONE P/TB assumes a 2nd-step, with market adjusted TB = \$19.69, current MHC TB = \$10.06.

From Compass Point Research and Trading, LLC

- Seeking Value, Top 10 Conversion Picks Near Book, October 2, 2017

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HomeTrust Bancshares, Inc.

# Non-GAAP Disclosure Appendix



# Non-GAAP Disclosure Reconciliation

In addition to results presented in accordance with generally accepted accounting principles utilized in the United States ("GAAP"), this presentation contains certain non-GAAP financial measures, which include: tangible book value per share, net income excluding merger-related expenses, nonrecurring state tax expense, gain from the sale of premises and equipment, and impairment charges for branch consolidation; and return on assets ("ROA") and earnings per share ("EPS") excluding merger expenses, nonrecurring state tax expense, gain from the sale of premises and equipment, and impairment charges for branch consolidation. The Company believes these non-GAAP financial measures and ratios as presented are useful for both investors and management to understand the effects of certain items and provides an alternative view of the Company's performance over time and in comparison to the Company's competitors.

Management elected to obtain additional FHLB borrowings beginning in November 2014 as part of a plan to increase net interest income. The Company believes that showing the effects of the additional borrowings on net interest income and net interest margins is useful to both management and investors as these measures are commonly used to measure financial institutions performance and performance against peers.

The Company believes these measures facilitate comparison of the quality and composition of the Company's capital and earnings ability over time and in comparison to its competitors. These non-GAAP measures have inherent limitations, are not required to be uniformly applied and are not audited. They should not be considered in isolation or as a substitute for total stockholders' equity or operating results determined in accordance with GAAP. These non-GAAP measures may not be comparable to similarly titled measures reported by other companies.

# Non-GAAP Disclosure Reconciliation

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

(Dollars in thousands, except per share data)	As of					
	September 30, 2017	June 30, 2017	June 30, 2016	June 30, 2015	June 30, 2014	June 30, 2013
Total stockholders' equity	\$ 405,499	\$ 397,647	\$ 359,976	\$ 371,050	\$ 377,151	\$ 367,515
Less: goodwill, core deposits intangibles, net of taxes	29,704	30,157	17,169	19,000	12,344	76
Tangible book value	\$ 375,795	\$ 367,490	\$ 342,807	\$ 352,050	\$ 364,807	\$ 367,439
Common shares outstanding	18,968,675	18,967,875	17,998,750	19,488,449	20,632,008	20,824,900
Tangible book value per share	\$ 19.81	\$ 19.37	\$ 19.05	\$ 18.06	\$ 17.68	\$ 17.64
Book value per share	\$ 21.38	\$ 20.96	\$ 20.00	\$ 19.04	\$ 18.28	\$ 17.65
HomeTrust Bancshares, Inc. share price	\$ 25.65	\$ 24.40	\$ 18.50	\$ 16.76	\$ 15.77	\$ 16.96
Share price to tangible book	129.5%	126.0%	97.1%	92.8%	89.2%	96.1%

# Non-GAAP Disclosure Reconciliation

Set forth below is a reconciliation to GAAP net interest income and net interest margin as adjusted to exclude additional FHLB borrowings and proceeds from such borrowings:

(Dollars in thousands)	Year Ended June 30, 2017			Year Ended June 30, 2016		
	Average Balance Outstanding	Interest Earned / Paid	Yield/ Rate	Average Balance Outstanding	Interest Earned / Paid	Yield/ Rate
Interest-earning assets	\$ 2,683,956	\$ 101,790	3.79 %	\$ 2,496,449	\$ 90,283	3.62 %
Less: Interest-earning assets funded by additional FHLB borrowings <sup>(1)</sup>	318,000	3,640	1.14 %	409,250	3,312	0.81 %
Interest-earning assets - adjusted	<u>\$ 2,365,956</u>	<u>98,150</u>	<u>4.15 %</u>	<u>\$ 2,087,199</u>	<u>86,971</u>	<u>4.17 %</u>
Interest-bearing liabilities	2,231,759	8,245	0.37 %	2,093,527	6,040	0.29 %
Additional FHLB borrowings	318,000	1,856	0.58 %	409,250	1,262	0.31 %
Interest-bearing liabilities - adjusted	<u>\$ 1,913,759</u>	<u>6,389</u>	<u>0.33 %</u>	<u>\$ 1,684,277</u>	<u>4,778</u>	<u>0.28 %</u>
Net interest income and net interest margin		93,545	3.49 %		84,243	3.37 %
Net interest income and net interest margin - adjusted		<u>91,762</u>	<u>3.88 %</u>		<u>82,194</u>	<u>3.94 %</u>
Difference		<u>1,783</u>	<u>(0.39)%</u>		<u>2,049</u>	<u>(0.57)%</u>

(1) Proceeds from the additional borrowings were invested in various interest-earning assets including: deposits with the Federal Reserve Bank, FHLB stock, certificates of deposits in other banks, and commercial paper.

# Non-GAAP Disclosure Reconciliation

Set forth to the right is a reconciliation to GAAP net income, ROA, and EPS as adjusted to exclude merger-related expenses, nonrecurring state tax expense, gain on sale of premises and equipment, and impairment charge for branch consolidation:

(Dollars in thousands, except per share data)	Three Months Ended September 30,		Years Ended June 30,	
	2017	2016	2017	2016
Merger-related expenses	\$ —	\$ 307	\$ 7,805	\$ —
State tax expense adjustment <sup>(1)</sup>	133	490	490	526
Gain on sale of premises and equipment	(164)	(385)	(385)	(10)
Impairment charges for branch consolidation	—	—	—	400
<b>Total adjustments</b>	<b>(31)</b>	<b>412</b>	<b>7,910</b>	<b>916</b>
Tax effect	59	58	(2,646)	(144)
<b>Total adjustments, net of tax</b>	<b>28</b>	<b>470</b>	<b>5,264</b>	<b>772</b>
<b>Net income (GAAP)</b>	<b>5,567</b>	<b>3,824</b>	<b>11,847</b>	<b>11,456</b>
<b>Net income (non-GAAP)</b>	<b>\$ 5,595</b>	<b>\$ 4,294</b>	<b>\$ 17,111</b>	<b>\$ 12,228</b>
<b>Per Share Data</b>				
Average shares outstanding - basic	17,966,994	17,208,682	17,379,487	17,417,046
Average shares outstanding - diluted	18,616,452	17,451,295	17,956,443	17,606,689
<b>Basic EPS</b>				
EPS (GAAP)	\$ 0.31	\$ 0.22	\$ 0.66	\$ 0.65
Non-GAAP adjustment	—	0.03	0.30	0.05
<b>EPS (non-GAAP)</b>	<b>\$ 0.31</b>	<b>\$ 0.25</b>	<b>\$ 0.96</b>	<b>\$ 0.70</b>
<b>Diluted EPS</b>				
EPS (GAAP)	\$ 0.30	\$ 0.22	\$ 0.65	\$ 0.65
Non-GAAP adjustment	—	0.03	0.29	0.05
<b>EPS (non-GAAP)</b>	<b>\$ 0.30</b>	<b>\$ 0.25</b>	<b>\$ 0.94</b>	<b>\$ 0.70</b>
<b>Average Balances</b>				
Average assets	\$ 3,197,885	\$ 2,764,922	\$ 2,945,365	\$ 2,741,188
Average equity	\$ 401,422	\$ 362,296	\$ 376,970	\$ 362,916
<b>ROA</b>				
ROA (GAAP)	0.70%	0.55%	0.40%	0.42%
Non-GAAP adjustment	—%	0.07%	0.18%	0.03%
<b>ROA (non-GAAP)</b>	<b>0.70%</b>	<b>0.62%</b>	<b>0.58%</b>	<b>0.45%</b>

# Non-GAAP Disclosure Reconciliation

Set forth below is a reconciliation to GAAP net income and EPS as adjusted to exclude merger-related expenses, nonrecurring state tax expense, gain on sale of premises and equipment, loan loss provision (recovery), and impairment charge for branch consolidation:

(Dollars in thousands, except per share data)	Quarter Ended		Year Ended			
	September 30,		June 30,			
	2017	2017	2016	2015	2014	2013
Merger-related expenses	\$ —	\$ 7,805	\$ —	\$ 5,417	\$ 2,708	\$ —
Nonrecurring state tax expense	133	490	526	—	—	—
Gain on sale of premises and equipment	(164)	(385)	(10)	—	—	—
Impairment charges for branch consolidation	—	—	400	374	—	—
Provision/(recovery) of loan losses <sup>(1)</sup>	N/A	N/A	N/A	(150)	(6,300)	1,100
Total adjustments	(31)	7,910	916	5,641	(3,592)	1,100
Tax effect	59	(2,646)	(144)	(1,882)	1,506	(407)
Total adjustments, net of tax	28	5,264	772	3,759	(2,086)	693
Net income (GAAP)	5,567	11,847	11,456	8,025	10,342	9,053
Net income (non-GAAP)	\$ 5,595	\$ 17,111	\$ 12,228	\$ 11,784	\$ 8,256	\$ 9,746
<b>Per Share Data</b>						
Average shares outstanding - basic	17,966,994	17,379,487	17,417,046	19,038,098	18,630,744	19,922,283
Average shares outstanding - diluted	18,616,452	18,014,778	17,606,689	19,117,902	18,715,669	19,941,687
<b>Basic EPS</b>						
EPS (GAAP)	\$ 0.31	\$ 0.66	\$ 0.65	\$ 0.42	\$ 0.54	\$ 0.45
Non-GAAP adjustment	—	0.30	0.05	0.19	(0.10)	0.04
EPS (non-GAAP)	\$ 0.31	\$ 0.96	\$ 0.70	\$ 0.61	\$ 0.44	\$ 0.49
<b>Diluted EPS</b>						
EPS (GAAP)	\$ 0.30	\$ 0.65	\$ 0.65	\$ 0.42	\$ 0.54	\$ 0.45
Non-GAAP adjustment	—	0.29	0.05	0.19	(0.10)	0.04
EPS (non-GAAP)	\$ 0.30	\$ 0.94	\$ 0.70	\$ 0.61	\$ 0.44	\$ 0.49

