SmartFinancial

INVESTOR CALL
3Q 2022

October 25, 2022, 10:00am ET
Webcast: www.smartbank.com
(Investor Relations)
Audio Only: 1-833-927-1758
Access Code: 380946

Miller Welborn
Chairman of the Board

Billy Carroll
President & CEO

Ron Gorczynski
CFO



DISCLOSURES

Forward-Looking Statements

This presentation may contain statements that are based on management's current estimates or expectations of future events or future results, and that may be deemed to constitute forward-looking statements as defined under the Private Securities Litigation Reform Act of 1995. These statements, including statements regarding the effects of the COVID-19 pandemic on SmartFinancial Inc.'s ("SmartFinancial") business and financial results and conditions, are not historical in nature and can generally be identified by such words as "expect," "anticipate," "intend," "plan," "believe," "seek," "may," "estimate," and similar expressions. All forward-looking statements are subject to risks, uncertainties, and other factors that may cause the actual results of SmartFinancial to differ materially from future results expressed or implied by such forward-looking statements. Such risks, uncertainties, and other factors include, among others, (1) the risk of litigation and reputational risk associated with historic acquisition activity; (2) the risk that cost savings and revenue synergies from recently completed acquisitions may not be realized or may take longer than anticipated to realize; (3) disruption from recently completed acquisitions with customer, supplier, employee, or other business relationships; (4) our ability to successfully integrate the businesses acquired as part of previous acquisitions with the business of SmartBank; (5) risks related to the acquisition of Sevier County Bancshares, Inc. ("SCB"); (6) the risk that the anticipated benefits from the acquisition of SCB may not be realized in the time frame anticipated; (7) changes in management's plans for the future; (8) prevailing, or changes in, economic or political conditions, particularly in our market areas; (9) credit risk associated with our lending activities; (10) changes in interest rates, loan demand, real estate values, or competition; (11) developments in our mortgage banking business, including loan modifications, general demand, and the effects of judicial or regulatory requirements or guidance; (12) changes in the prices, values and sales volumes of residential and commercial real estate; (13) changes in accounting principles, policies, or guidelines; (14) changes in applicable laws, rules, or regulations; (15) adverse results from current or future litigation, regulatory examinations or other legal and/or regulatory actions, including as a result of the Company's participation in and execution of government programs related to the COVID-19 pandemic and related variants; (16) the continued impact of the COVID-19 pandemic and related variants on the Company's assets, business, cash flows, financial condition, liquidity, prospects and results of operations; (17) significant turbulence or a disruption in the capital or financial markets and the effect of a fall in stock market prices on our investment securities; (18) higher inflation and its impacts; (19) the effects of war or other conflicts including the impacts related to or resulting from Russia's military action in Ukraine; and (20) other general competitive, economic, political, and market factors, including those affecting our business, operations, pricing, products, or services. These and other factors that could cause results to differ materially from those described in the forward-looking statements can be found in SmartFinancial's most recent annual report on Form 10-K, quarterly reports on Form 10-Q, and current reports on Form 8-K, in each case filed with or furnished to the Securities and Exchange Commission (the "SEC") and available on the SEC's website (www.sec.gov). Undue reliance should not be placed on forward-looking statements. SmartFinancial disclaims any obligation to update or revise any forward-looking statements contained in this release, which speak only as of the date hereof, whether as a result of new information, future events, or otherwise.

Non-GAAP Financial Measures

Statements included in this presentation include Non-GAAP financial measures and should be read along with the accompanying tables, which provide a reconciliation of Non-GAAP financial measures to GAAP financial measures. SmartFinancial management uses several Non-GAAP financial measures, including: (i) operating earnings, (ii) operating return on average assets, (iii) operating return on average shareholder equity, (iv) return on average tangible common equity, (v) operating return on average tangible common equity, (vi) operating efficiency ratio; (vii) tangible common equity; (viii) average tangible common equity; (ix) tangible book value; (x) operating pre-tax pre-provision earnings; (xi) operating noninterest income; (xii) operating noninterest expense; (xiii) tangible assets; and ratios derived therefrom, in its analysis of the company's performance; (xiv) accumulated other comprehensive income. Operating earnings excludes the following from net income: securities gains and losses, merger related and restructuring expenses, and the income tax effect of adjustments. Operating return on average assets is the annualized operating earnings (Non-GAAP) divided by average assets. Operating return on average shareholder equity is the annualized operating earnings (Non-GAAP) divided by average equity. Return on average tangible common equity is the annualized net income divided by average tangible common equity (Non-GAAP). Operating return on average tangible common equity is the annualized operating earnings (Non-GAAP) divided by average tangible common equity (Non-GAAP). The operating efficiency ratio includes an adjustment for taxable equivalent yields and excludes securities gains and losses and merger related and restructuring expenses from the efficiency ratio. Tangible common equity and average tangible common equity exclude goodwill and other intangible assets from shareholders' equity and average shareholders' equity. Tangible book value excludes goodwill and other intangible assets less shareholders' equity divided by common shares outstanding. Operating pre-tax pre-provision earnings is net interest income plus operating noninterest income (Non-GAAP) less operating noninterest expense (Non-GAAP). Operating noninterest income excludes the following from noninterest income: securities gains and losses. Operating noninterest expense excludes the following from noninterest expense: prior year adjustments to salaries, merger related and restructuring expenses and certain franchise tax true-up expenses. Tangible assets excludes goodwill and other intangibles from total assets. Management believes that Non-GAAP financial measures provide additional useful information that allows investors to evaluate the ongoing performance of the company and provide meaningful comparisons to its peers. Management believes these non-GAAP financial measures also enhance investors' ability to compare period-to-period financial results and allow investors and company management to view our operating results excluding the impact of items that are not reflective of the underlying operating performance. Non-GAAP financial measures should not be considered as an alternative to any measure of performance or financial condition as promulgated under GAAP, and investors should consider SmartFinancial's performance and financial condition as reported under GAAP and all other relevant information when assessing the performance or financial condition of the company. Non-GAAP financial measures have limitations as analytical tools, and investors should not consider them in isolation or as a substitute for analysis of the results or financial condition as reported under GAAP.

QUARTERLY HIGHLIGHTS: *THIRD QUARTER 2022*

$0.69
DILUTED OPERATING EPS[1]

$4.8
BILLION IN TOTAL ASSETS

5.6%
QOQ[2] ANNUALIZED TANG. BOOK VALUE PER SHARE GROWTH (EXCLUDING AOCI)[1]

15%
QOQ ANNUALIZED ORGANIC LOAN[3] GROWTH[4]

0.96%
OPERATING RETURN ON AVERAGE ASSETS[1]

FLAT
QOQ ORGANIC DEPOSIT GROWTH

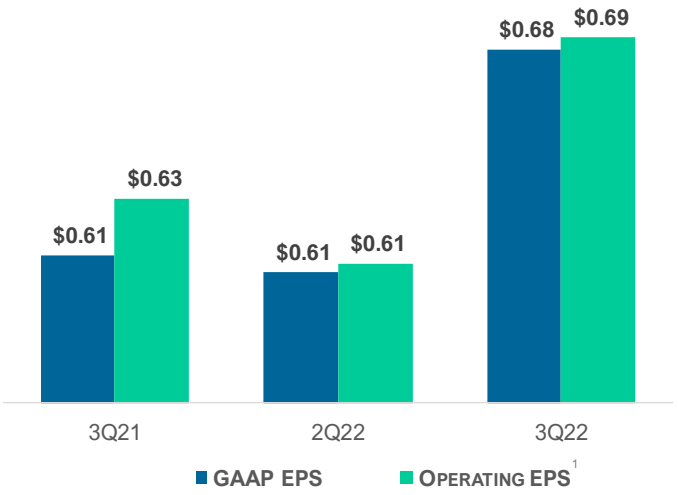
14.4%
OPERATING RETURN AVERAGE TANG. COMMON EQUITY[1]

72%
LOAN / DEPOSIT RATIO

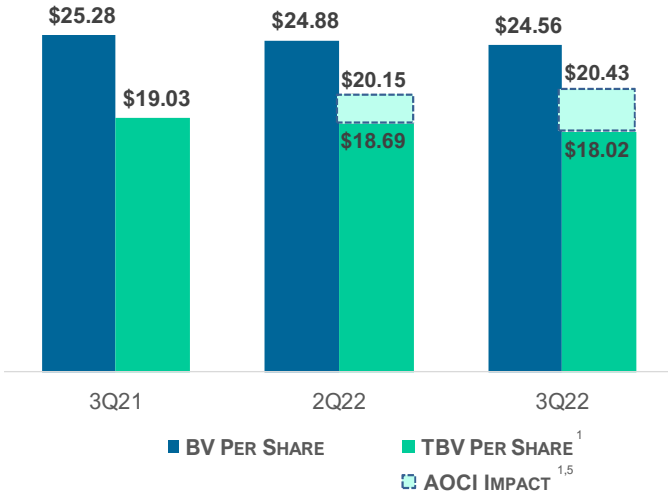
63%
OPERATING EFFICIENCY RATIO[1]

0.10%
NON-PERFORMING ASSETS / ASSETS

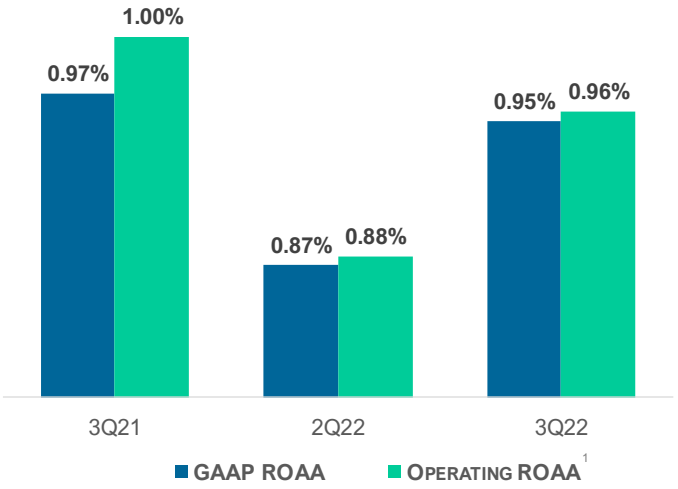
EARNINGS PER SHARE



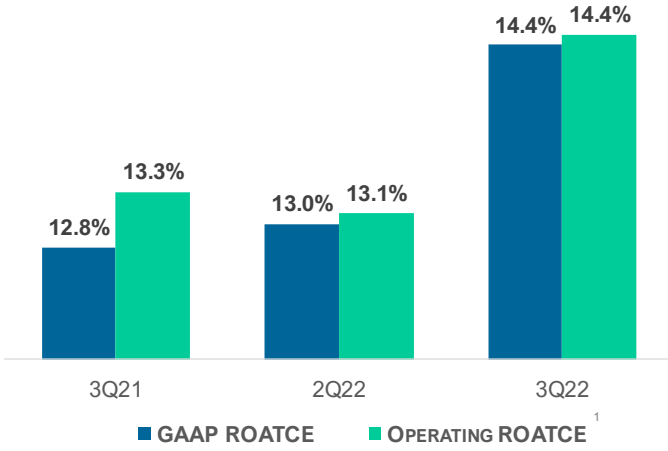
BOOK VALUE PER SHARE



RETURN ON AVERAGE ASSETS



RETURN ON AVERAGE TANGIBLE COMMON EQUITY



Financial data as of or for the three months ended 9/30/22

1) *Non-GAAP financial measure - for a reconciliation of Non-GAAP financial measures to their most directly comparable GAAP measures, see the Appendix*
2) *QoQ: Quarter-over-Quarter*
3) *"Loans" for purposes of this presentation includes all SmartFinancial loans and leases*
4) *Organic loan growth excludes PPP loans*
5) *AOCI: Accumulated Other Comprehensive Income*

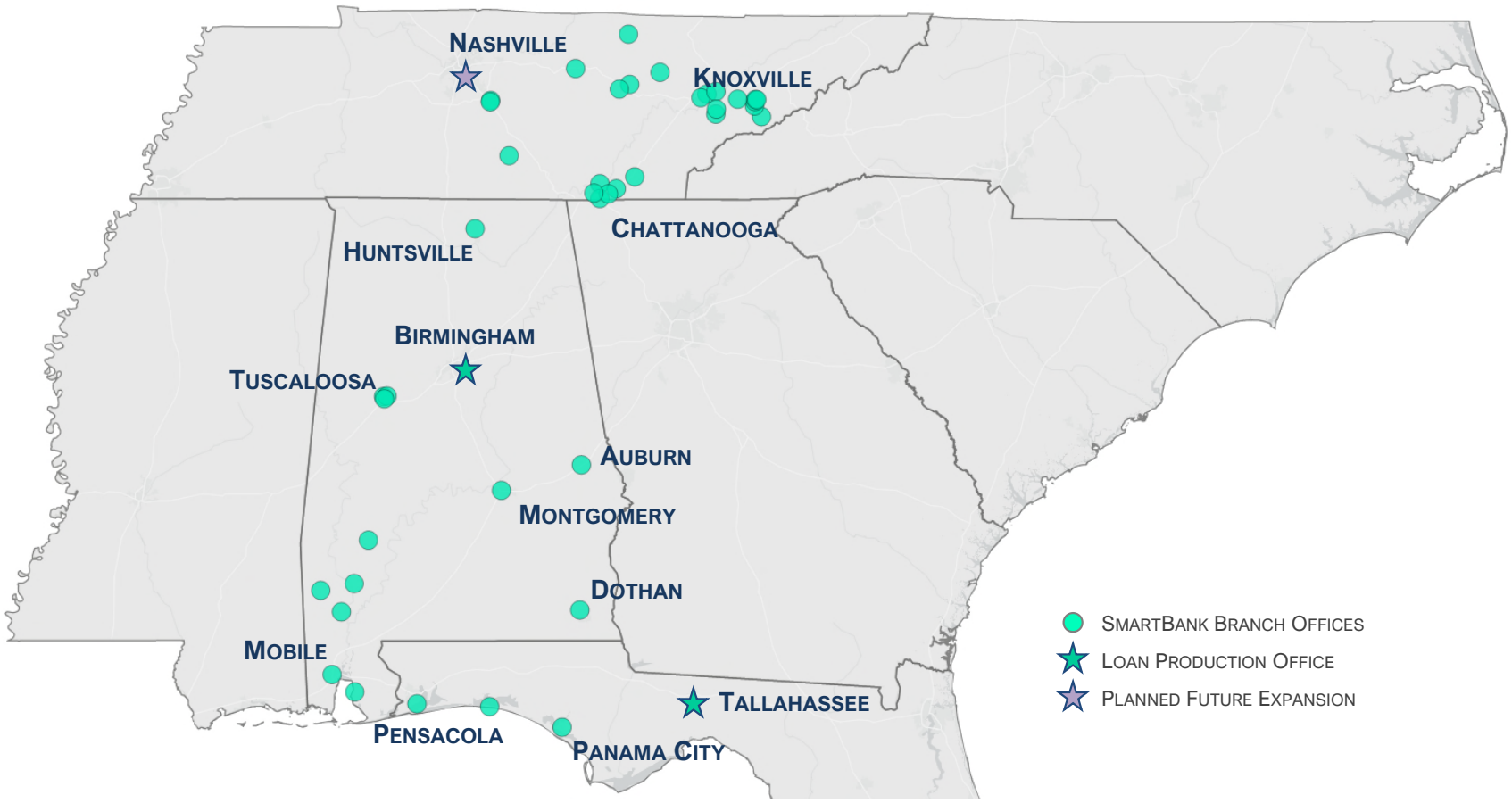
SmartFinancial: *Expanding Southeast Franchise*

$4.8
Billion in Total Assets

$3.1
Billion in Total Loans

$4.3
Billion in Total Deposits

40
Total Branches



Act with integrity **Be enthusiastic** **Create positivity** **Demonstrate accountability** **Embrace change**

We are building a culture where Associates thrive and are empowered to be leaders. The core values that we have established as a company help us operate in unison and have become a critical part of our culture. Our Associates are key to SmartBank's success.

We will achieve our desired position to be the Southeast's next great community bank by:

- Creating "WOW" experiences
- Exhibiting over-the-top enthusiasm and positivity
- Delivering exceptional, professional & knowledgeable service

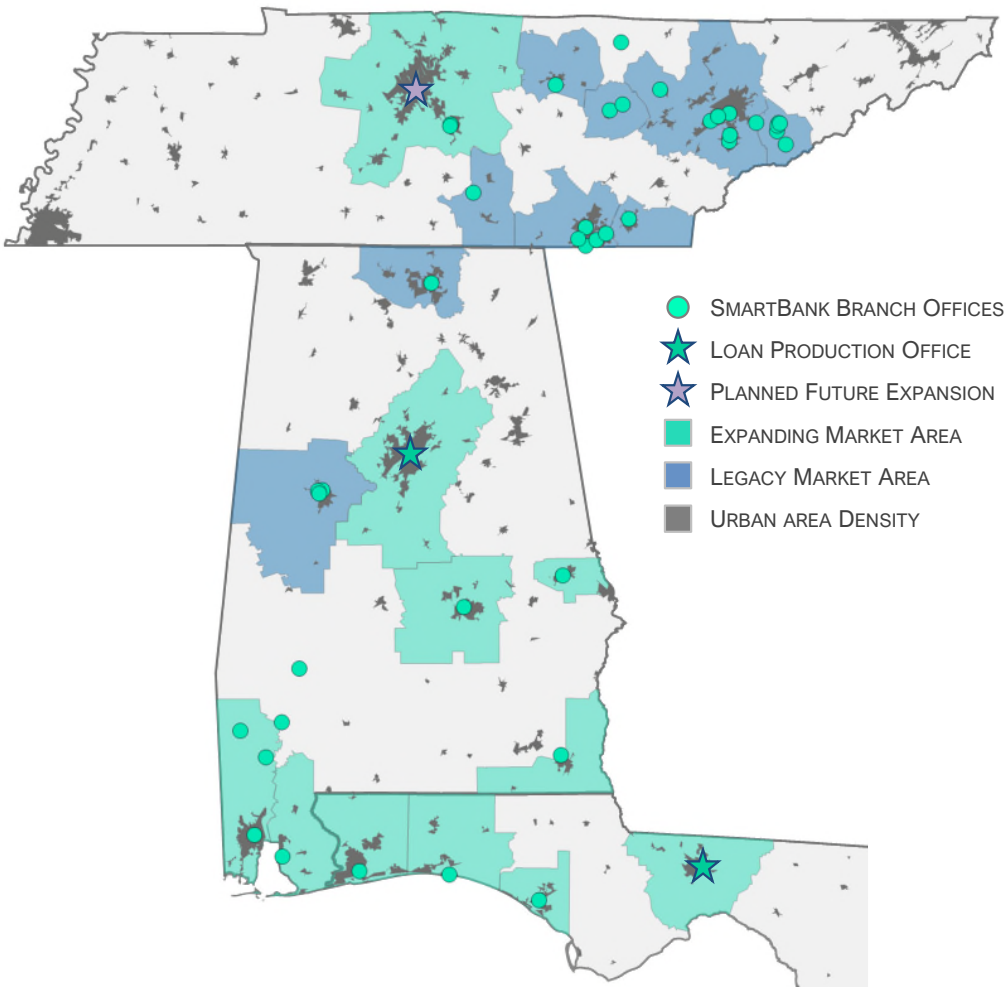
Proud to be Voted a Top Workplace 6 years in a row!



Balance sheet and branch count represent 9/30/22 balances

MARKET AREA: *TARGETING INDUSTRY RICH GROWTH MARKETS*

$ in Billions



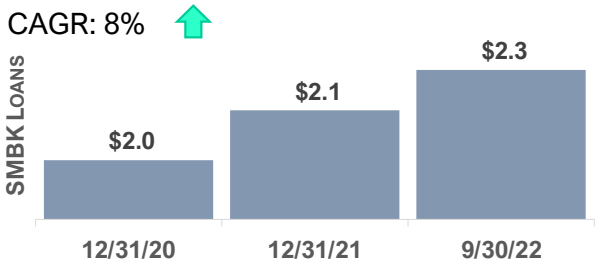
EXPANDING MARKETS

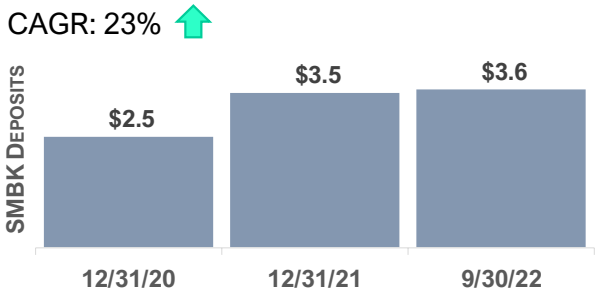
- TOTAL POPULATION: **5.9** MILLION
- TOTAL DEPOSITS: **$213** BILLION
- MEDIAN INCOME: **$68** THOUSAND

LEGACY MARKETS

- TOTAL POPULATION: **2.8** MILLION
- TOTAL DEPOSITS: **$69** BILLION
- MEDIAN INCOME: **$63** THOUSAND

LEGACY MARKETS[1]: STRONG RELATIONSHIPS / DEEP MARKET PENETRATION



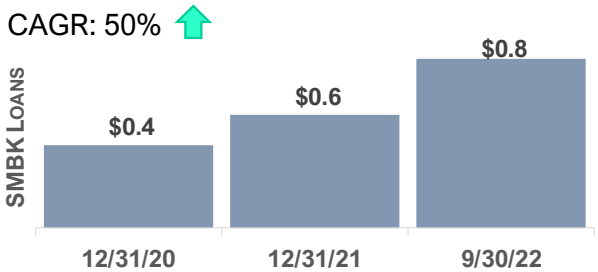


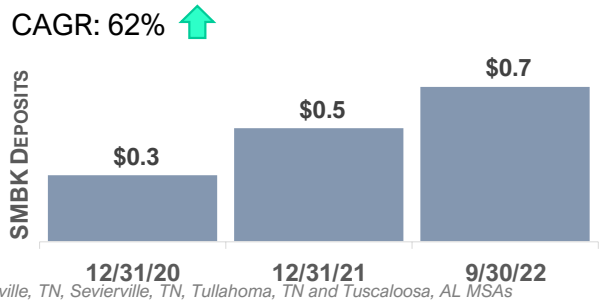
Forbes

Top 200 Best Places for Business and Careers

Knoxville: #86
Huntsville: #93
Chattanooga: #116
Mobile: #184

EXPANDING MARKETS[2]: BUILDING TALENT / GROWING BRAND AWARENESS





Forbes

Top 200 Best Places for Business and Careers

Nashville: #15
Tallahassee: #103
Pensacola: #105
Birmingham: #165
Montgomery: #191

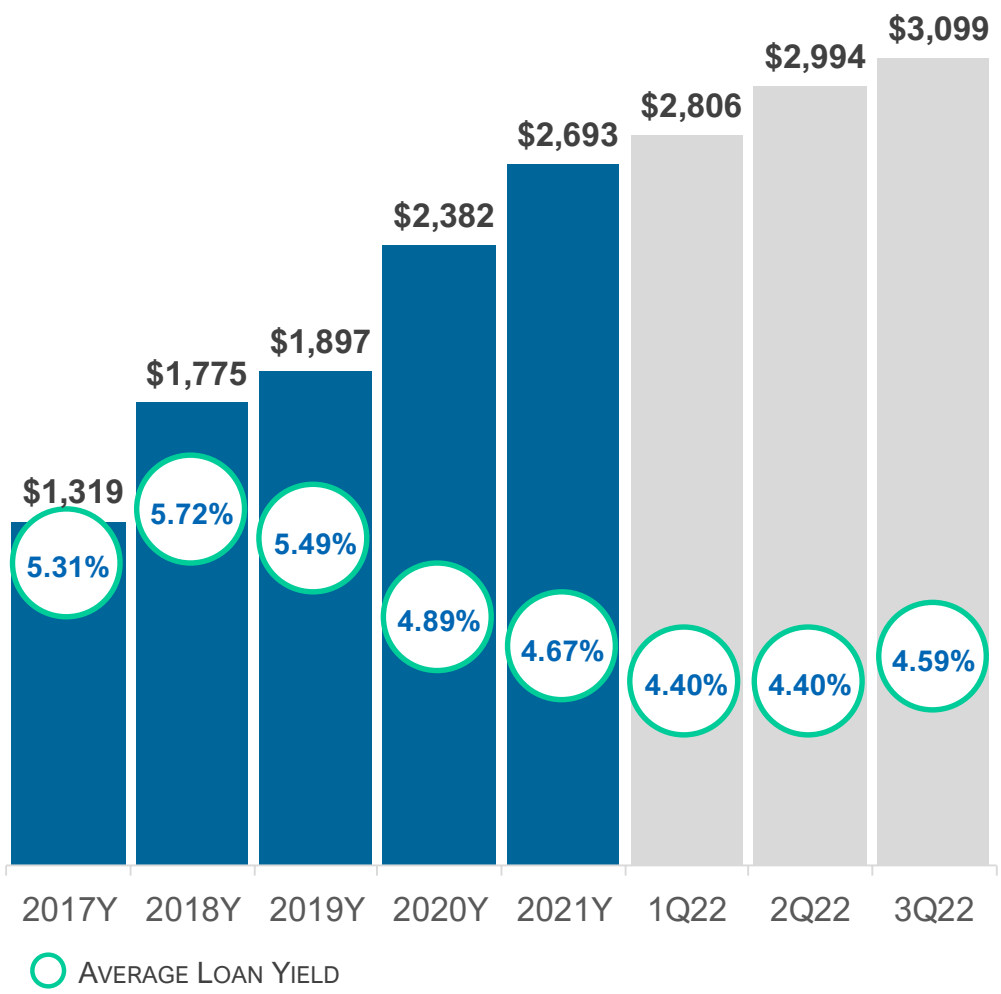
1) Legacy Markets include Chattanooga, TN, Clarke, AL, Cleveland, TN, Crossville, TN, Cookeville, TN, Fentress, TN, Huntsville, AL, Knoxville, TN, Sevierville, TN, Tullahoma, TN and Tuscaloosa, AL MSAs
2) Expanding Markets include Auburn, AL, Birmingham, AL, Dothan, AL, Fairhope, AL, Fort Walton/Destin, FL, Montgomery, AL, Mobile, AL, Nashville, TN, Panama City, FL, Pensacola, FL and Tallahassee, FL
Source: S&P Market Intelligence; https://www.forbes.com/best-places-for-business
Note: Expanding and Legacy market statistics based on the weighted average of the MSAs included in each area based on population; Legacy market area includes settlement and corporate balances

BALANCE SHEET: *CONTINUED BALANCE SHEET EXPANSION*

$ in Millions

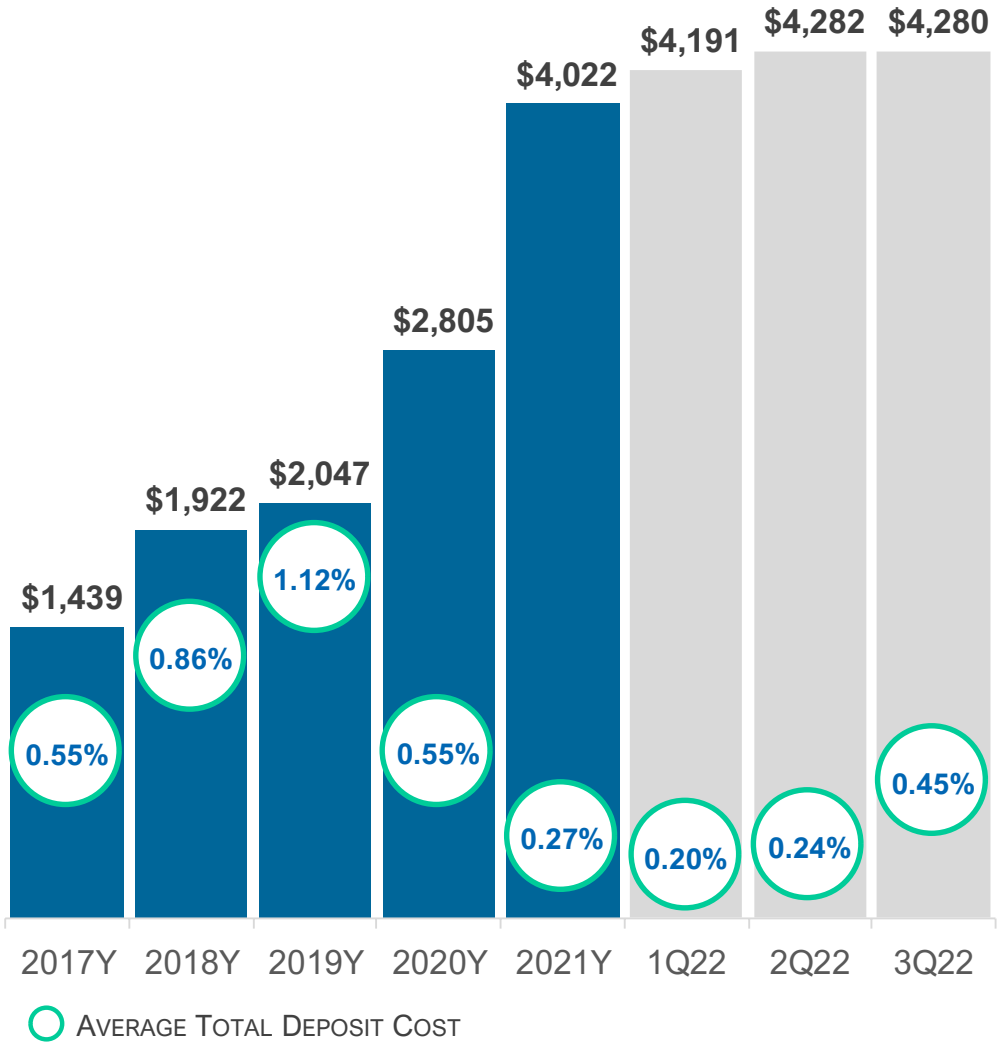
TOTAL LOANS

CAGR[1] OF 20% SINCE 2017



TOTAL DEPOSITS

LOANS TO DEPOSITS RATIO OF 72%



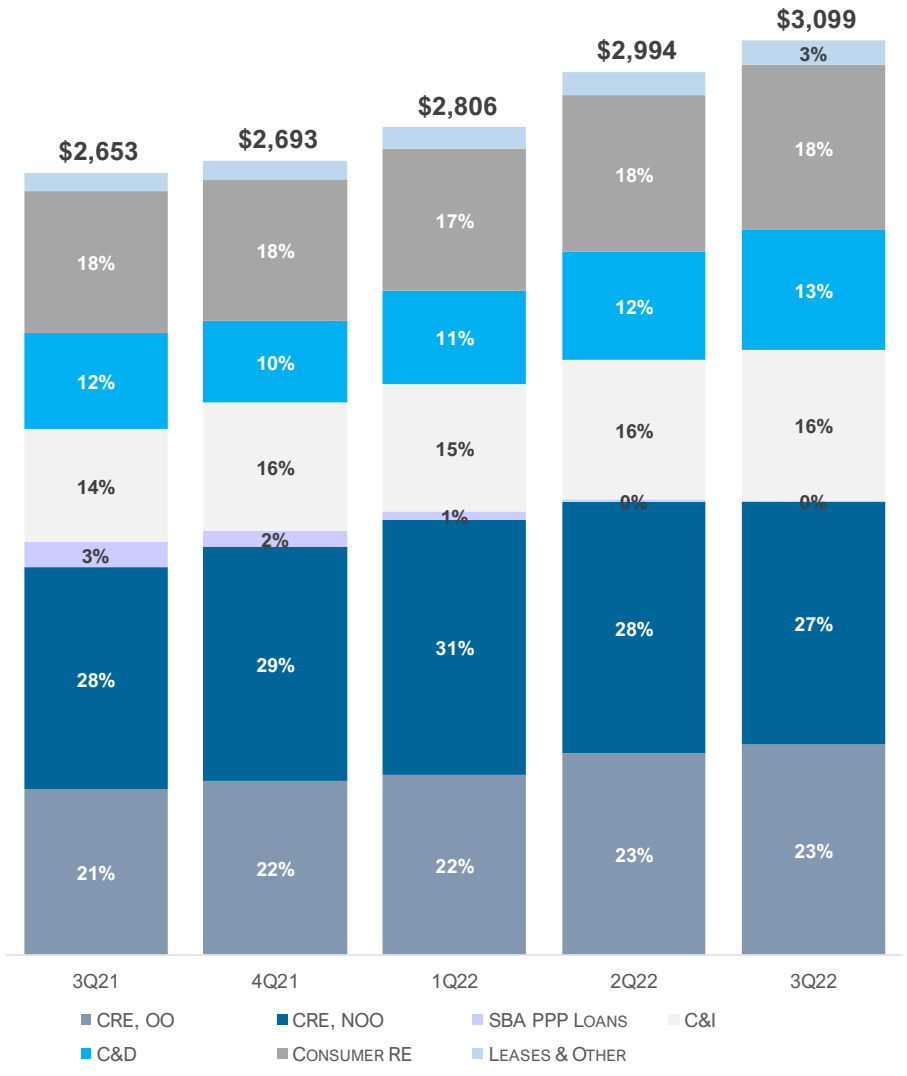
1) CAGR: Compound Annualized Growth Rate

LOAN AND DEPOSIT PORTFOLIO: *STRONG ORGANIC GROWTH*

$ in Millions

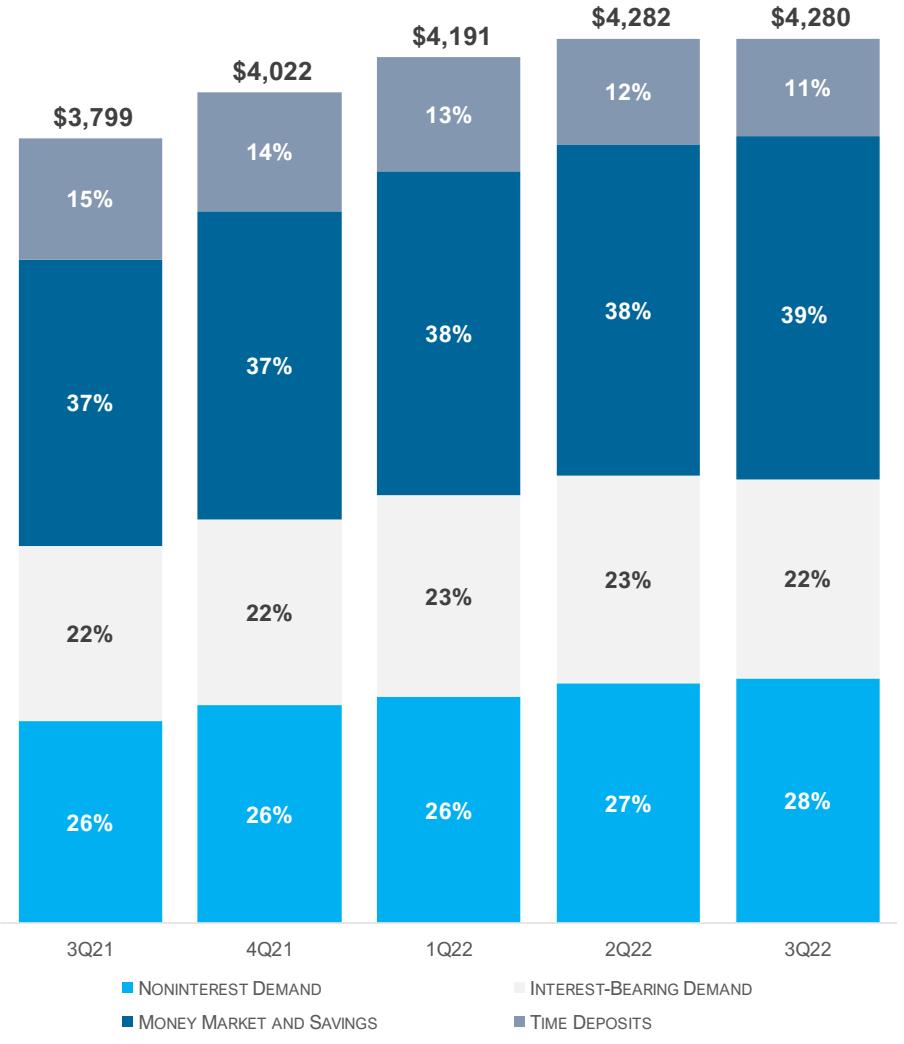
LOAN COMPOSITION

POSITIVE MARKET MOMENTUM DRIVING ORGANIC GROWTH



DEPOSIT COMPOSITION

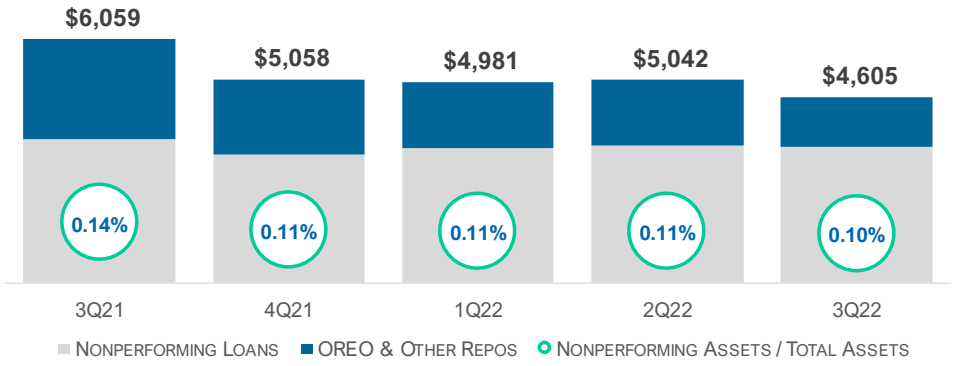
CORE DEPOSIT GROWTH OUTPACING TIME DEPOSIT CONTRACTION



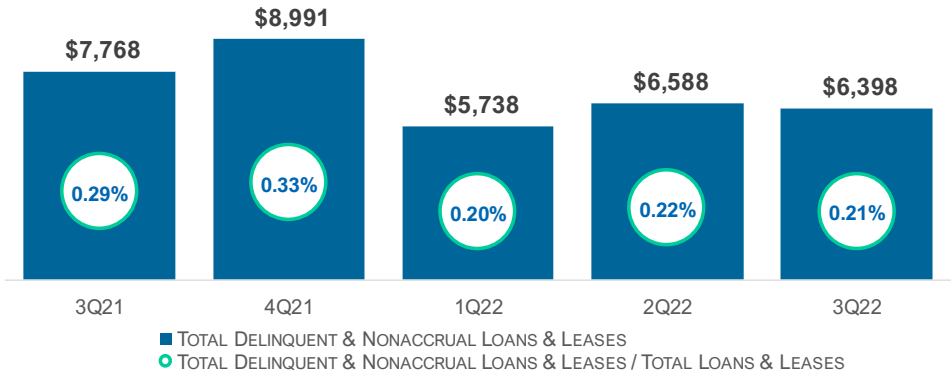
ASSET QUALITY: *STRONG UNDERWRITING PAYS DIVIDENDS*

$ in Thousands

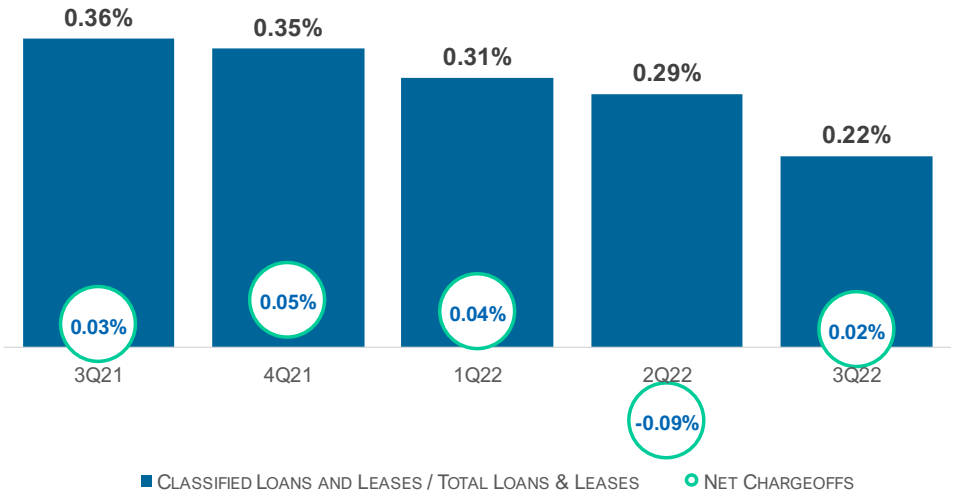
NONPERFORMING ASSETS



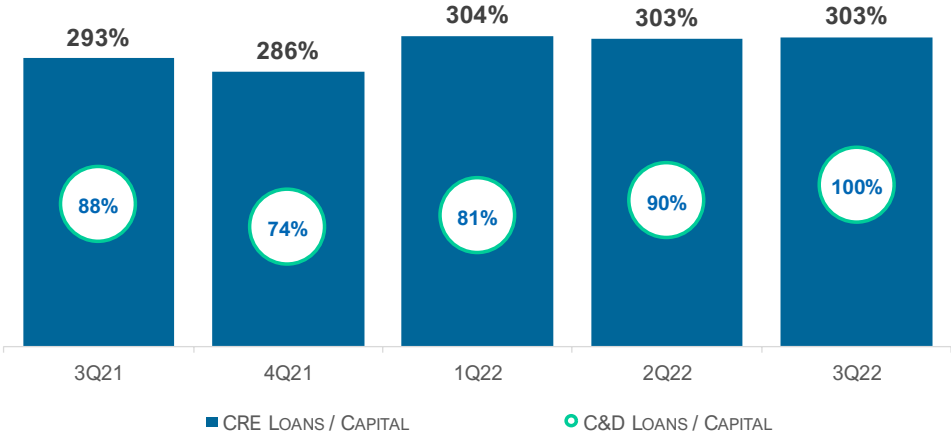
DELINQUENT AND NONACCRUALS / TOTAL LOANS



CREDIT QUALITY

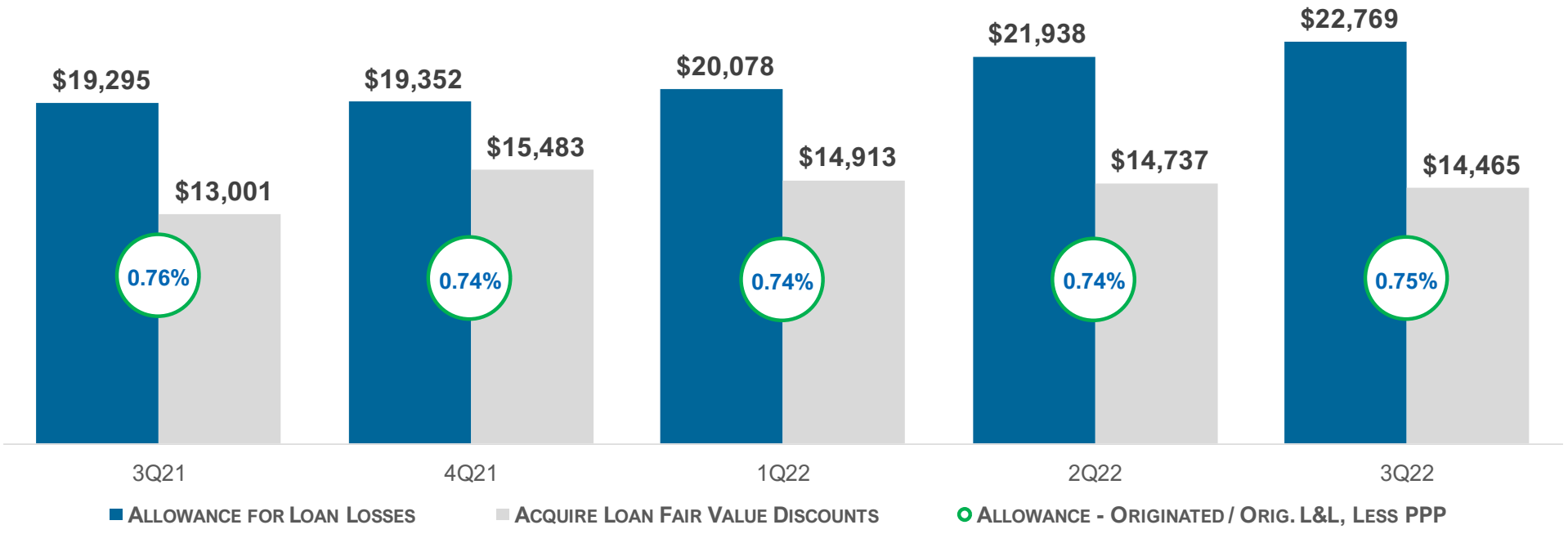


COMMERCIAL REAL ESTATE CONCENTRATION



Reserve Reconciliation:

$ in Thousands



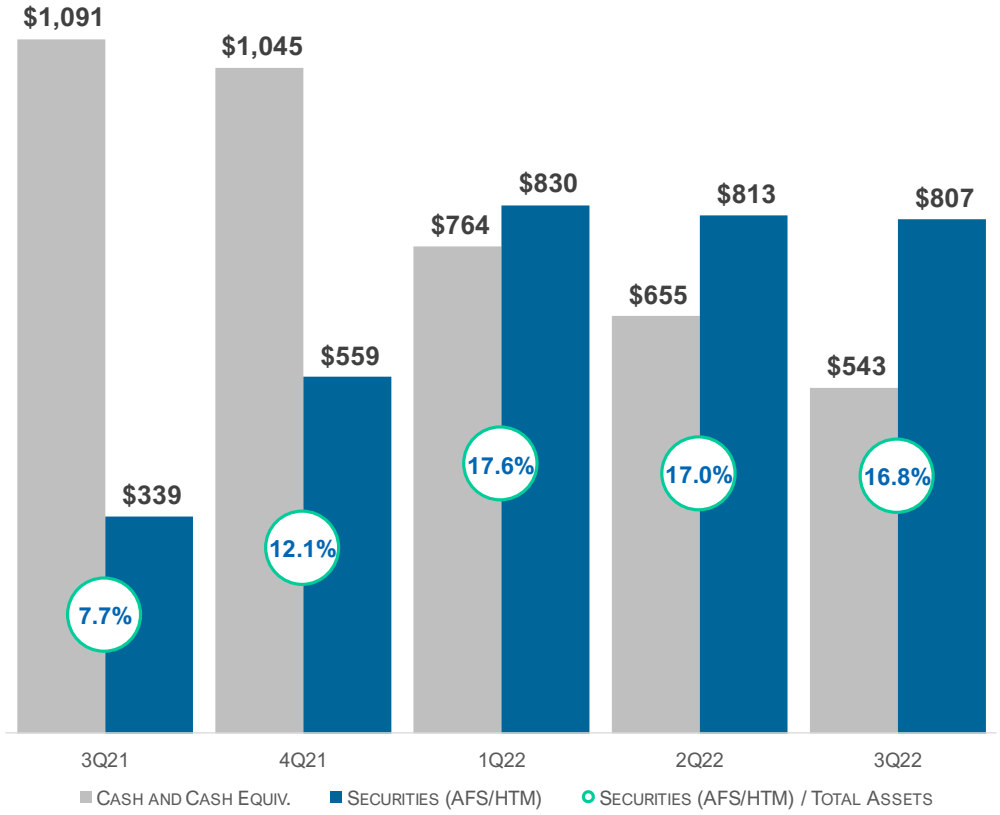
	3Q21	4Q21	1Q22	2Q22	3Q22
Allowance / Total Loans & Leases ("L&L")	0.73%	0.72%	0.72%	0.73%	0.73%
Allowance / Total L&L, less PPP	0.75%	0.73%	0.72%	0.73%	0.74%
Allowance - Originated / Orig. L&L, less PPP	**0.76%**	**0.74%**	**0.74%**	**0.74%**	**0.75%**
Allowance - Acquired / Acquired L&L	0.74%	0.65%	0.63%	0.67%	0.65%
Acquired FV Discount / Acquired L&L	2.48%	3.42%	3.64%	4.17%	4.29%
Total Reserves / Total L&L	1.22%	1.29%	1.25%	1.22%	1.20%
Total Reserves / Total L&L, less PPP	**1.26%**	**1.31%**	**1.26%**	**1.23%**	**1.20%**

LIQUIDITY UTILIZATION: *MARGIN MANAGEMENT WHILE DRIVING REVENUE*

$ in Millions

CASH AND SECURITIES

DEPLOYING EXCESS FUNDING

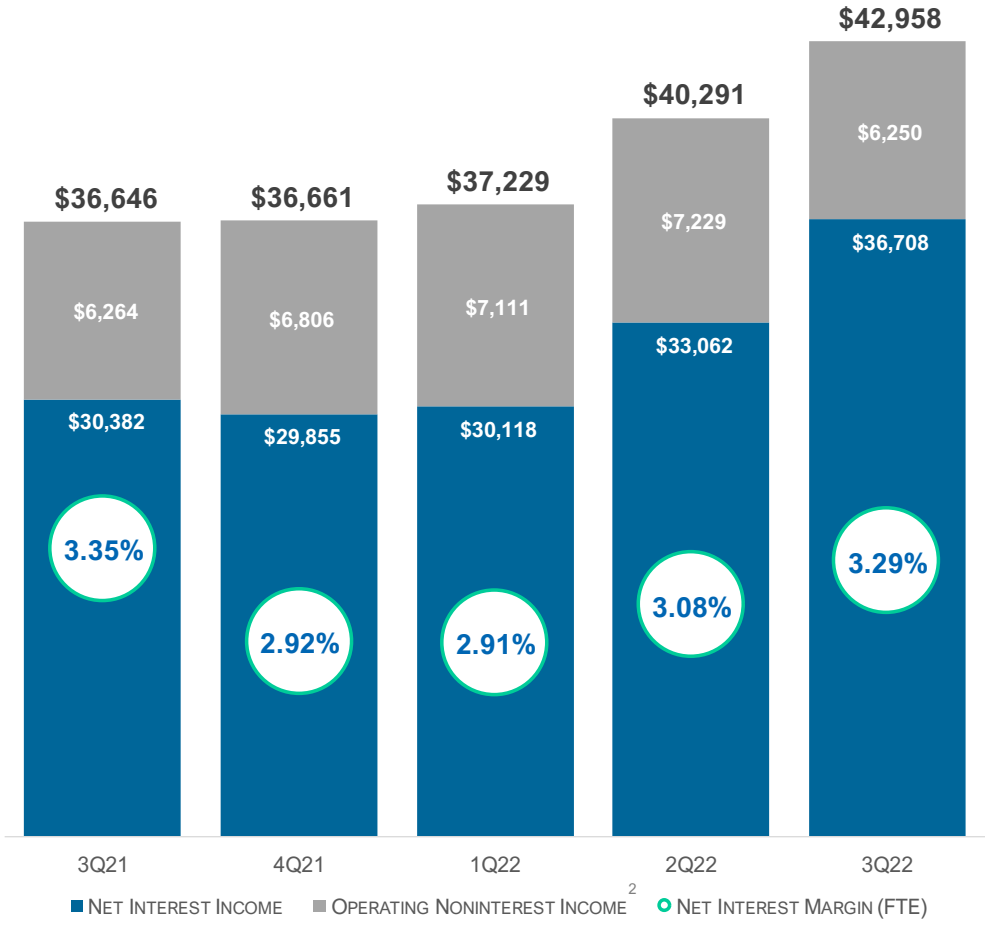


	3Q21	4Q21	1Q22	2Q22	3Q22
Cash Yield	0.23%	0.22%	0.25%	0.91%	2.34%
Sec. Yield (AFS/HTM)[1]	1.89%	1.64%	1.67%	1.73%	1.87%
Loans (less Accr./PPP Fees)	4.21%	4.20%	4.18%	4.27%	4.55%
Accretion	0.28%	0.07%	0.06%	0.03%	0.02%
PPP Fees	0.46%	0.26%	0.16%	0.10%	0.02%
Loan Yield (incl. Fees)	4.95%	4.53%	4.40%	4.40%	4.59%
IE Asset Yield	3.67%	3.20%	3.18%	3.39%	3.79%
NIM (FTE)	3.35%	2.92%	2.91%	3.08%	3.29%

$ in Thousands

MARGIN / OPERATING REVENUE[2]

MAINTAINING REVENUE DESPITE CHALLENGING MARGIN ENVIRONMENT



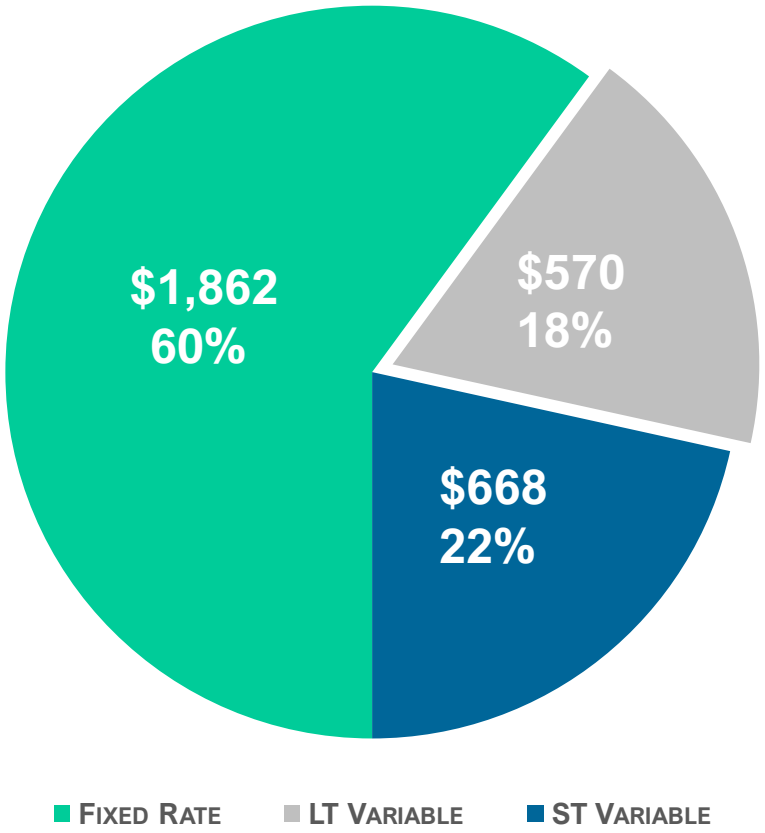
1) *Based on the weighted average of the AFS/HTM securities portfolio. Yields related to investment securities exempt from income taxes are stated on a taxable-equivalent basis assuming a federal income tax rate of 21.0%*
2) *Non-GAAP financial measure - for a reconciliation of Non-GAAP financial measures to their most directly comparable GAAP measures, see the Appendix*

Interest Rate Sensitivity

$ in Millions

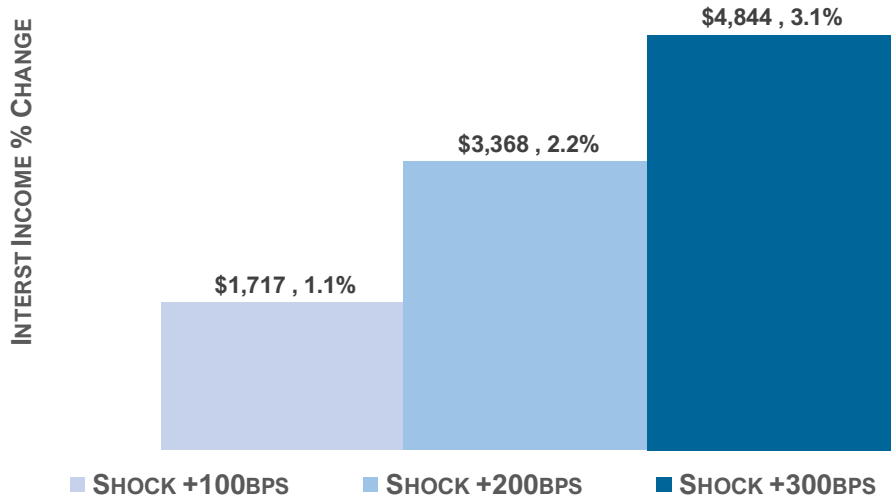
Fixed vs. Variable Rate Loans

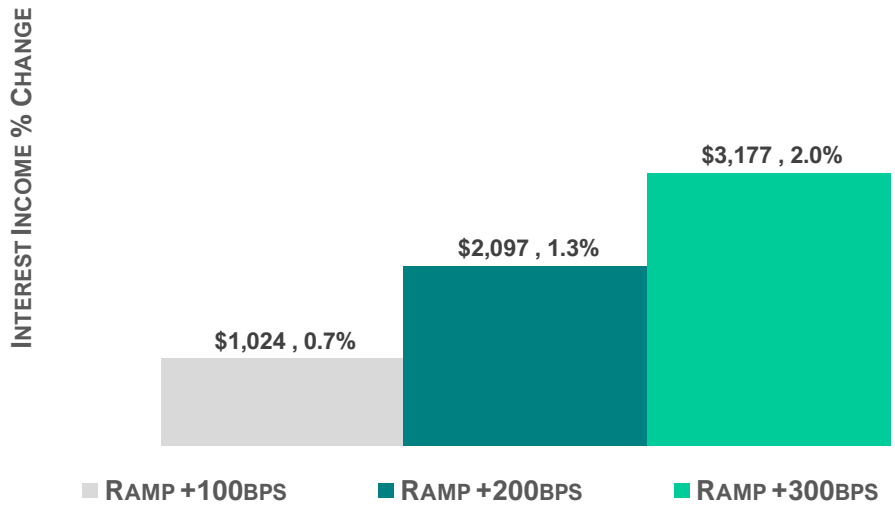
- $1.9 Billion Fixed Rate Loans
- $1.2 Billion Variable Rate Loans
  - $668 Million Short Term Variable Rate (1 - 3 Month Reset)
  - $570 Million Long Term Variable Rate (> 3 Month Reset)



$ in Thousands

Static Shock / Rate Ramp Analysis[1]





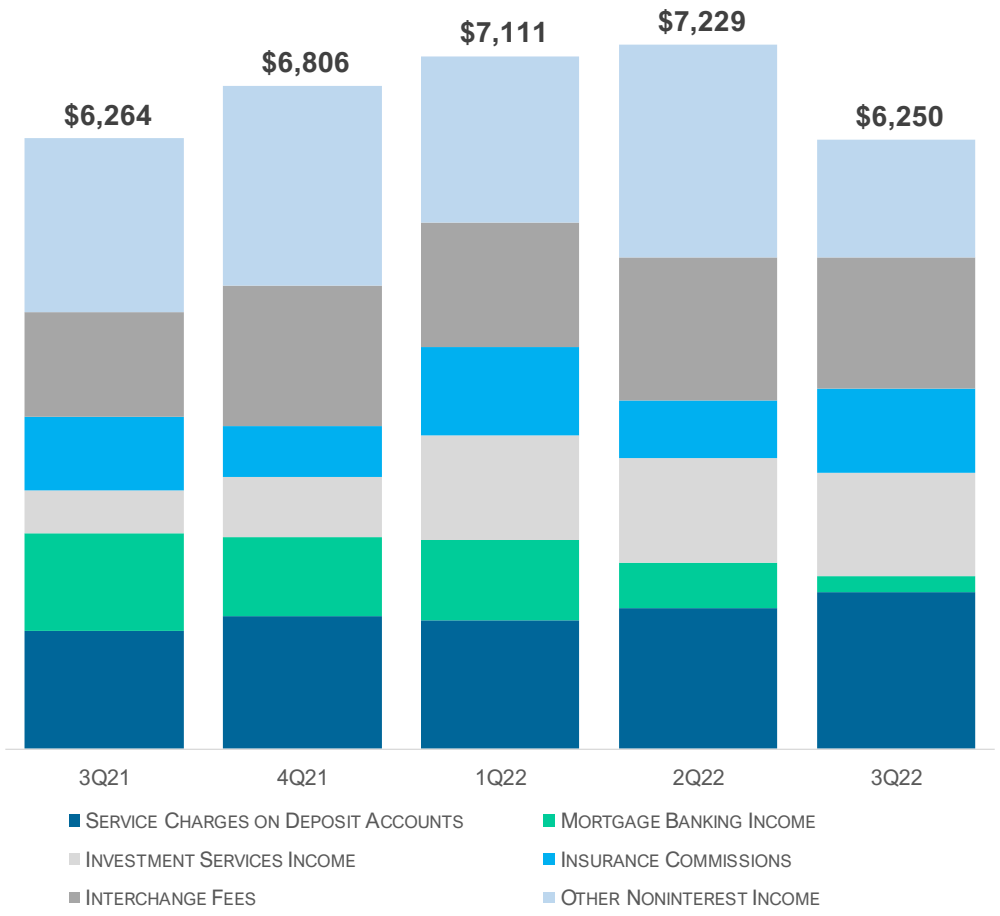
1) *Based on 12-month static rate shock and ramp analysis as of 9/30/22. These estimates of changes in the Company's net interest income require us to make certain assumption including loan and mortgage-related investment prepayment speeds, reinvestment rate, deposit maturities and decay rates. These assumptions are inherently uncertain and, as a result, we cannot precisely predict the impact of changes in interest rates on net interest income. Although our analysis provides and indication of our interest rate risk exposure at a particular point in time, such estimates are not intended to, and do not, provide a precise forecast of the effect of changes in market interest rates and will differ from actual results.*

NONINTEREST REVENUE DETAILS: *GROWING FEE INCOME*

$ in Thousands

OPERATING NONINTEREST INCOME[1]

FOCUSED ON RECURRING FEE INCOME



DIFFERENTIATED REVENUE STREAMS

BUILDING A FAMILY OF DIVERSIFIED REVENUE GENERATORS

SmartBank INVESTMENT SERVICES

Rains Insurance A SmartBank Company

SmartBank Mortgage Services

FOUNTAIN EQUIPMENT FINANCE

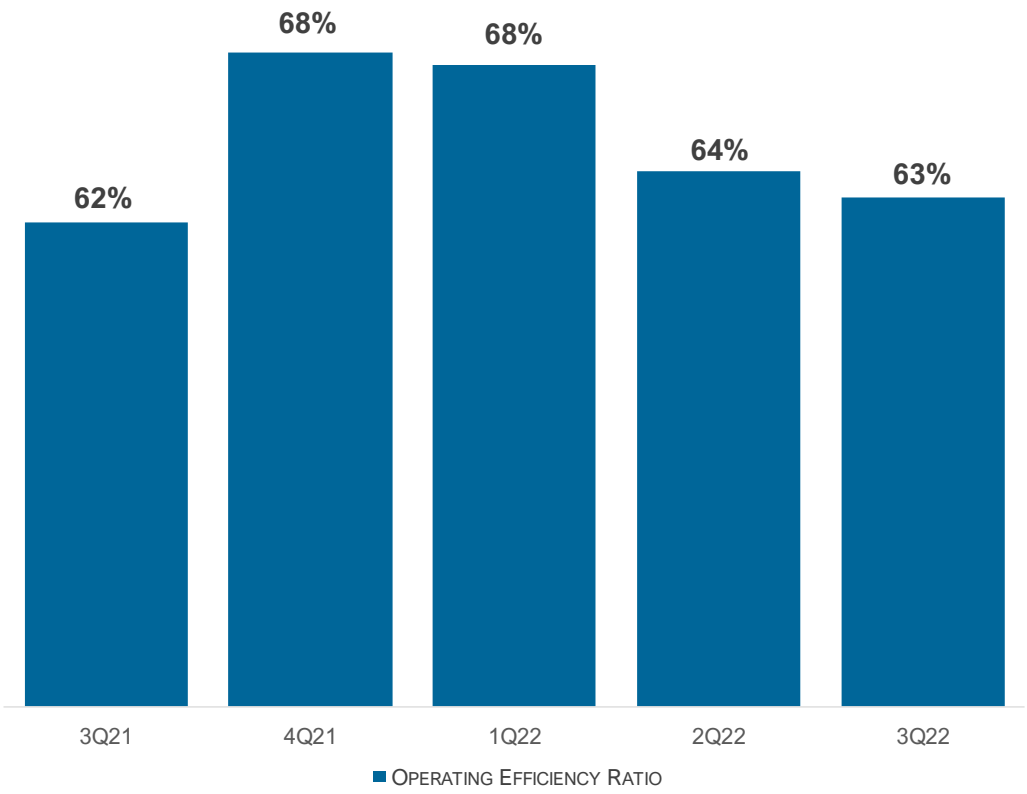
1) Non-GAAP financial measure - for a reconciliation of Non-GAAP financial measures to their most directly comparable GAAP measures, see the Appendix

OPERATING EXPENSE: *INVESTING IN GROWTH*

$ in Thousands

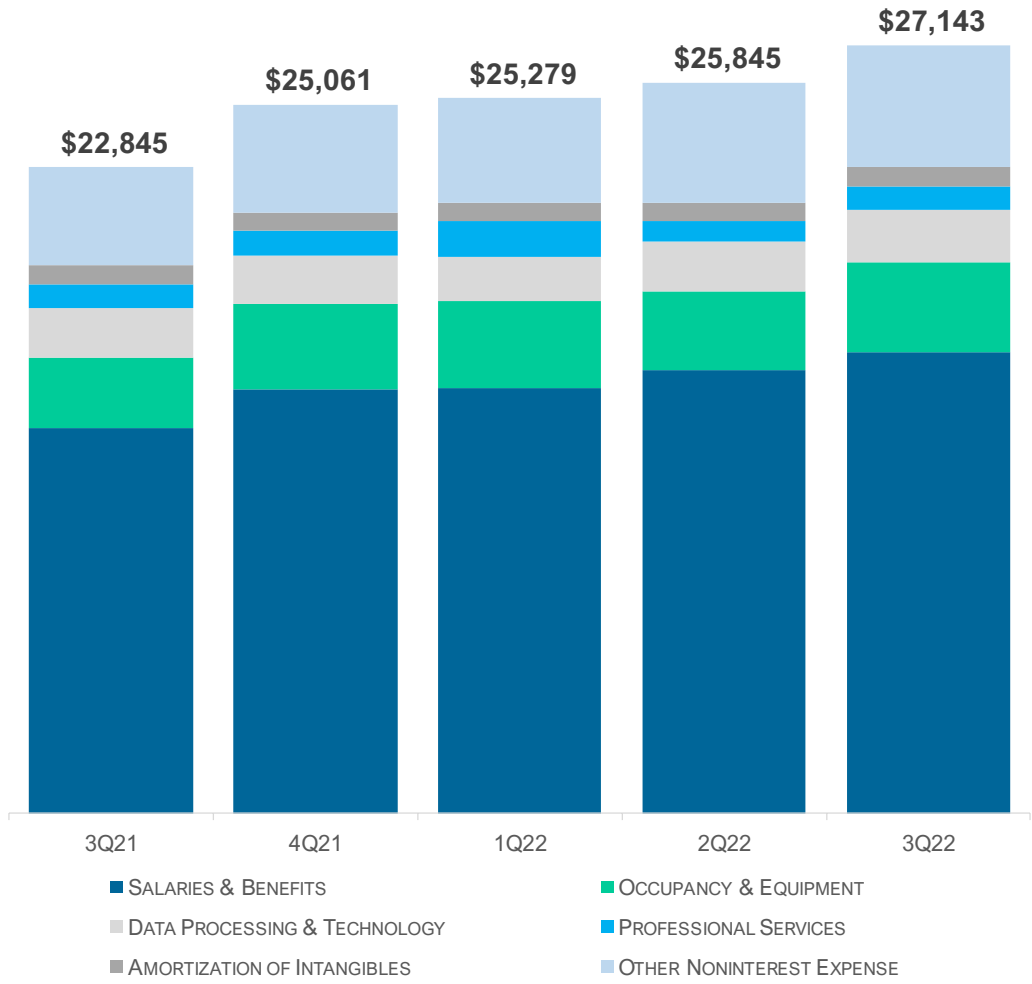
OPERATING EFFICIENCY RATIO[1]

EXECUTING ON EXPANSION OPPORTUNITIES



OPERATING NONINTEREST EXPENSE[1]

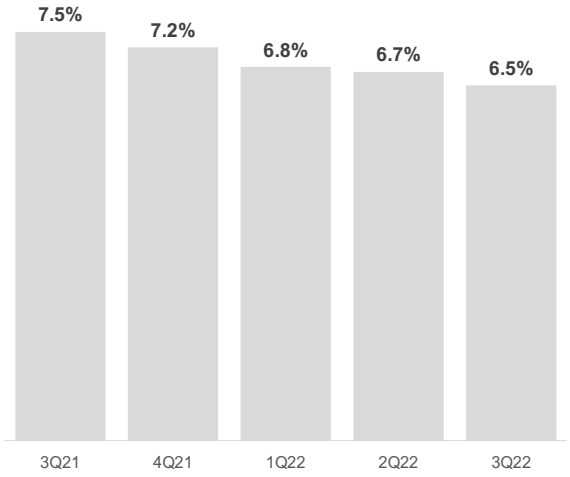
DISCIPLINED FOCUS ON EXPENSE CONTAINMENT



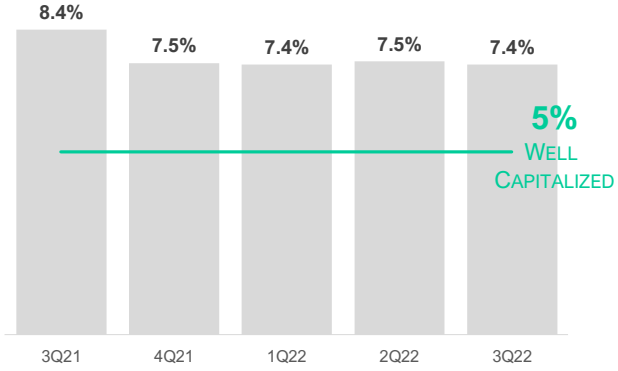
1) Non-GAAP financial measure - for a reconciliation of Non-GAAP financial measures to their most directly comparable GAAP measures, see the Appendix

CAPITAL: *WELL CAPITALIZED – BUILDING BOOK VALUE*

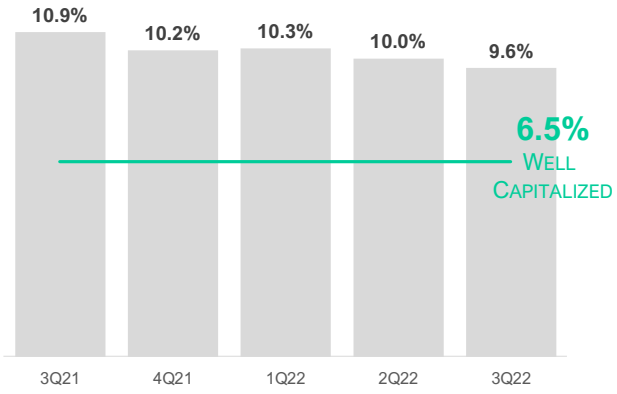
TCE / TA[1]



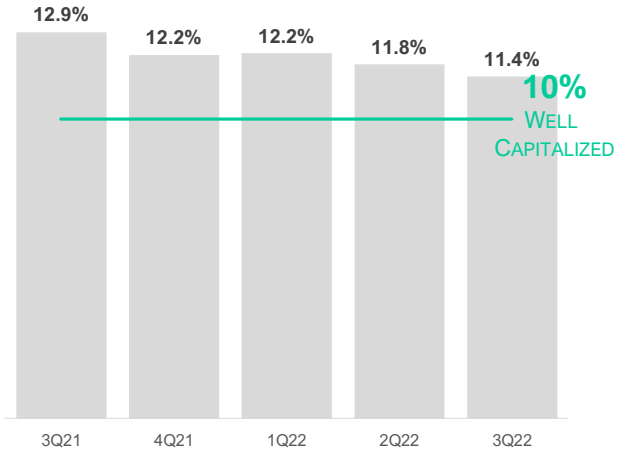
LEVERAGE RATIO



CET1 RATIO



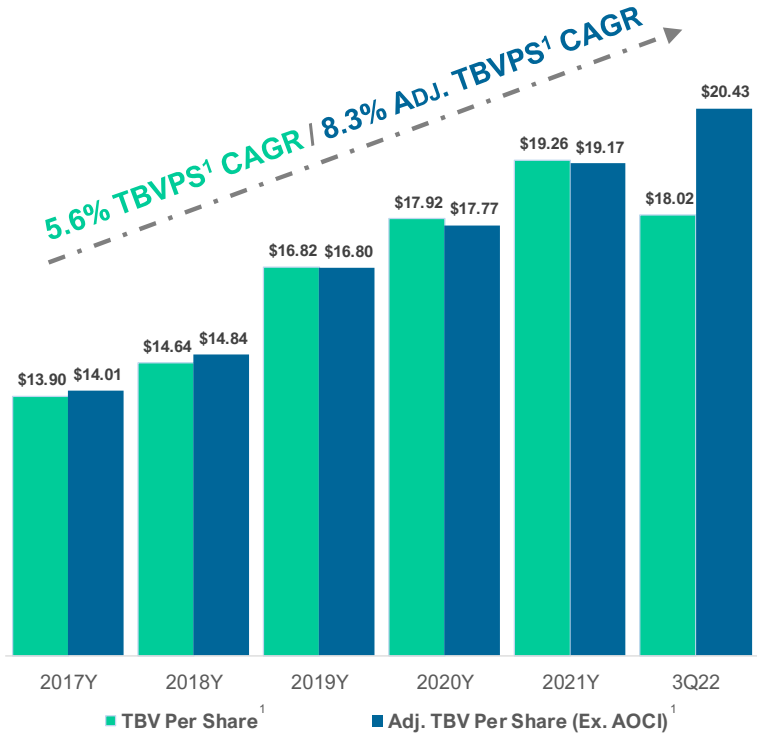
TOTAL CAPITAL RATIO



BASEL III REGULATORY CAPITAL MINIMUM TO BE CONSIDERED "WELL CAPITALIZED"

BUILDING SHAREHOLDER VALUE

TANGIBLE BOOK VALUE PER SHARE (TBVPS)[1]



$6.43 TBVPS[1] CREATED 2017 – 2022

(EXCLUDING ACCUMULATED OTHER COMPREHENSIVE INCOME)

$0.07 PER SHARE QUARTERLY DIVIDEND

1) Non-GAAP financial measure - for a reconciliation of Non-GAAP financial measures to their most directly comparable GAAP measures, see the Appendix
Note: Capital ratio data as of the most recent period ended 9/30/22

WHY SMARTBANK: *INVESTMENT HIGHLIGHTS*

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- *ENGAGED MANAGEMENT TEAM*
- *LOW-COST DEPOSIT BASE*
- *SOLID CREDIT QUALITY AND UNDERWRITING*
- *STABLE MARKETS EXPERIENCING POPULATION EXPANSION*
- *GROWING BUSINESS LINES WITH REVENUE DIVERSIFICATION*
- *FRANCHISE SCARCITY VALUE – BUILDING SOUTHEAST DENSITY*
- *HISTORY OF DEFENDING BOOK VALUE AND DELIVERING SHAREHOLDER VALUE*

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APPENDIX

INCOME STATEMENT: *DETAILED THIRD QUARTER RESULTS*

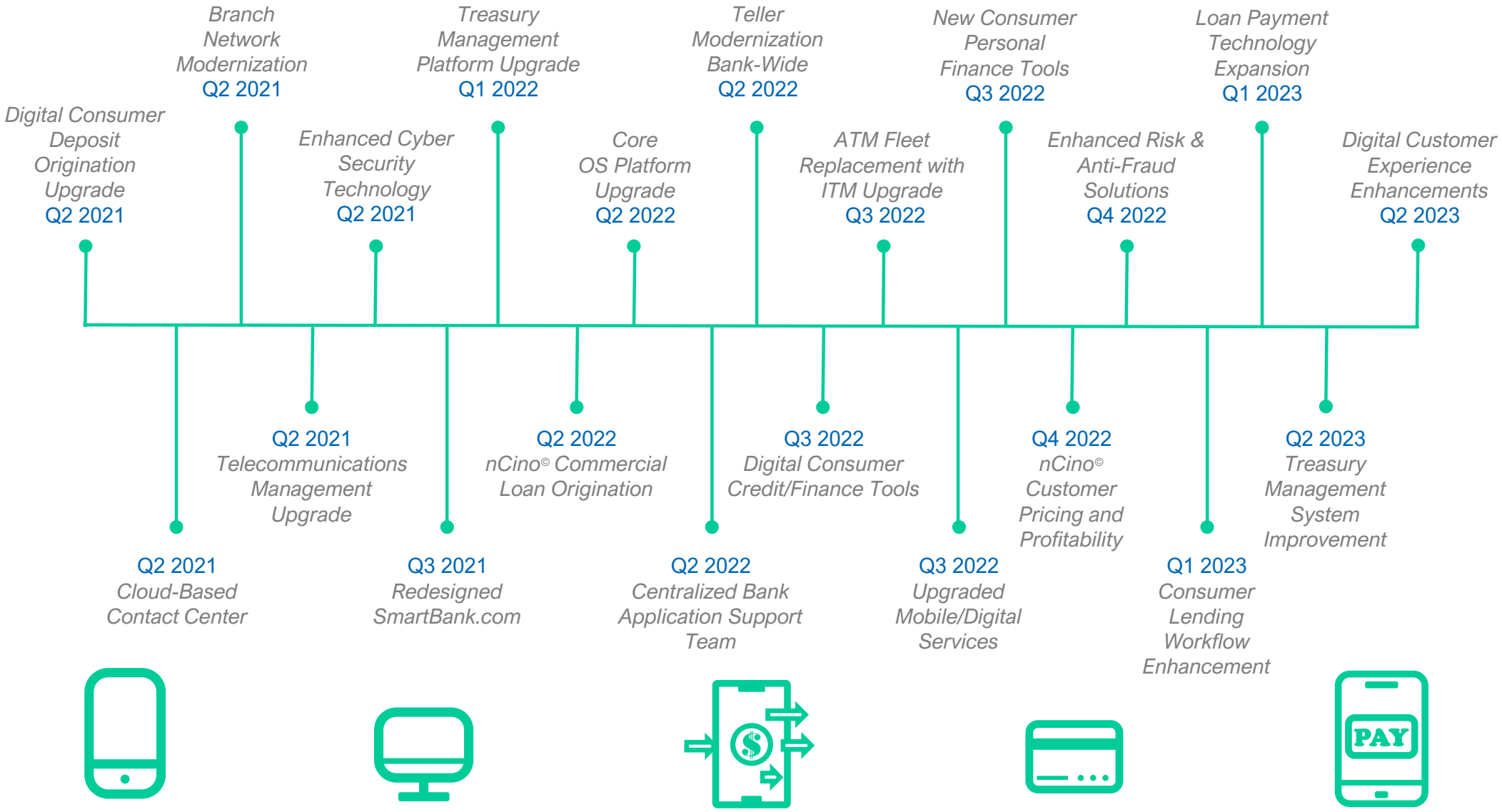
($ in thousands, except per share data)	3Q22	2Q22	3Q21	3Q22 vs. 2Q22 % Chg.	3Q22 vs. 3Q21 % Chg.
Net Interest Income	$ 36,708	$ 33,062	$ 30,382	11%	21%
Provision for Loan & Lease losses	974	1,250	1,149		
Noninterest Income	6,250	7,229	6,309	(14%)	(1%)
Noninterest Expense	27,230	25,926	23,309	5%	17%
Income Tax Expense	3,211	2,900	2,633		
Net Income (GAAP)	$ 11,543	$ 10,215	$ 9,600	13%	20%
Non-GAAP Reconciliations					
Noninterest Income	-	-	(45)		
Noninterest Expense	87	81	464		
Income Tax Effect Of Adjustments	(22)	(21)	(108)		
Operating Earnings (Non-GAAP)	$ 11,608	$ 10,275	$ 9,911	13%	17%
Operating PTPP Earnings (Non-GAAP)	$ 15,815	$ 14,446	$ 13,801	9%	15%

Non-GAAP Performance Metrics	3Q22	2Q22	3Q21	3Q22 vs. 2Q22 % Chg.	3Q22 vs. 3Q21 % Chg.
Diluted Operating Earnings Per Share	$ 0.69	$ 0.61	$ 0.63	13%	9%
Tangible Book Value Per Common Share	$ 18.02	$ 18.69	$ 19.03	(4%)	(5%)
Operating Return on Average Assets	0.96%	0.88%	1.00%	0.08%	(0.04%)
Operating PTPP Return on Average Assets	1.30%	1.23%	1.39%	0.07%	(0.09%)
Operating Return on Average Tang. Common Equity	14.4%	13.1%	13.3%	1.3%	1.2%
Operating Efficiency Ratio	62.9%	63.9%	62.1%	(0.9%)	0.8%

Note: For a reconciliation of Non-GAAP financial measures to their most directly comparable GAAP measures, see the Appendix

OPERATING EXPENSE: *TECHNOLOGY INITIATIVES*

EMBRACING TECHNOLOGY TO INCREASE EFFICIENCY AND CREATE STREAMLINED PROCESSES



INVESTING IN OUR PLATFORM TO MAKE SMARTBANK AN EASIER ORGANIZATION WITH WHICH TO DO BUSINESS

NON-GAAP RECONCILIATION

$ in Thousands, except per share data

	3Q22	2Q22	1Q22	4Q21	3Q21
Operating Earnings					
Net Income (GAAP)	$ 11,543	$ 10,215	$ 8,259	$ 6,655	$ 9,600
Noninterest Income:					
Securities (Gains) Losses	-	-	-	-	(45)
Noninterest Expenses:					
Merger Related And Restructuring Expenses	87	81	439	2,762	464
Income Taxes:					
Income Tax Effect Of Adjustments	(22)	(21)	(113)	(713)	(108)
Operating Earnings (Non-GAAP)	$ 11,608	$ 10,275	$ 8,585	$ 8,704	$ 9,911
Operating Earnings Per Common Share:					
Basic	$ 0.69	$ 0.61	$ 0.51	$ 0.52	$ 0.64
Diluted	0.69	0.61	0.51	0.52	0.63
Operating Noninterest Income					
Noninterest Income (GAAP)	$ 6,250	$ 7,229	$ 7,111	$ 6,806	$ 6,309
Securities (Gain) Losses	-	-	-	-	(45)
Operating Noninterest Income (Non-GAAP)	$ 6,250	$ 7,229	$ 7,111	$ 6,806	$ 6,264
Operating Noninterest Expense					
Noninterest Expense (GAAP)	$ 27,230	$ 25,926	$ 25,718	$ 27,823	$ 23,309
Merger Related And Restructuring Expenses	(87)	(81)	(439)	(2,762)	(464)
Operating Noninterest Expense (Non-GAAP)	$ 27,143	$ 25,845	$ 25,279	$ 25,061	$ 22,845
Operating Pre-Tax Pre-Provison ("PTPP") Earnings					
Net Interest Income (GAAP)	$ 36,708	$ 33,062	$ 30,118	$ 29,855	$ 30,382
Operating Noninterest Income (Non-GAAP)	6,250	7,229	7,111	6,806	6,264
Operating Noninterest Expense (Non-GAAP)	(27,143)	(25,845)	(25,279)	(25,061)	(22,845)
Operating PTPP Earnings (Non-GAAP)	$ 15,815	$ 14,446	$ 11,950	$ 11,600	$ 13,801
Non-GAAP Return Ratios					
Operating Return On Average Assets (Non-GAAP)[1]	0.96%	0.88%	0.76%	0.77%	1.00%
Operating PTPP Return On Average Assets (Non-GAAP)[2]	1.30%	1.23%	1.05%	1.03%	1.39%
Return On Average Tangible Common Equity (Non-GAAP)[3]	14.36%	13.02%	10.39%	8.18%	12.84%
Operating Return On Average Shareholders' Equity (Non-GAAP)[4]	10.83%	9.82%	8.14%	8.09%	10.01%
Operating Return On Average Tangible Common Equity (Non-GAAP)[5]	14.44%	13.09%	10.80%	10.70%	13.26%
Operating Efficiency Ratio					
Efficiency Ratio (GAAP)	63.39%	64.35%	69.08%	75.89%	63.53%
Adjustment For Taxable Equivalent Yields	(0.25%)	(0.27%)	(0.31%)	(0.32%)	(0.25%)
Adjustment For Securities Gains (Losses)	-	-	-	-	(0.08%)
Adjustment For Merger Expenses	(0.21%)	(0.20%)	(1.17%)	(7.50%)	(1.10%)
Operating Efficiency Ratio (Non-GAAP)	62.93%	63.88%	67.60%	68.07%	62.09%

1. *Operating return on average assets (Non-GAAP) is the annualized operating earnings (Non-GAAP) divided by average assets.*
2. *Operating PTPP return on average assets (Non-GAAP) is the annualized operating PTPP earnings (Non-GAAP) divided by average assets.*
3. *Return on average tangible common equity (Non-GAAP) is the annualized net income divided by average tangible common equity (Non-GAAP).*
4. *Operating return on average shareholders' equity (Non-GAAP) is the annualized operating earnings (Non-GAAP) divided by average shareholder equity.*
5. *Operating return on average tangible common equity (Non-GAAP) is the annualized operating earnings (Non-GAAP) divided by average tangible common equity (Non-GAAP).*

NON-GAAP RECONCILIATION

$ in Thousands, except per share data

	3Q22	2Q22	1Q22	4Q21	3Q21
Tangible Common Equity:					
Shareholders' Equity (GAAP)	$ 414,711	$ 420,427	$ 420,042	$ 429,430	$ 424,720
Less Goodwill And Other Intangible Assets	110,460	104,582	105,215	105,852	104,930
Tangible Common Equity (Non-GAAP)	$ 304,251	$ 315,845	$ 314,827	$ 323,578	$ 319,790
Average Tangible Common Equity:					
Average Shareholders' Equity (GAAP)	$ 425,365	$ 419,726	$ 427,945	$ 426,808	$ 392,798
Less Goodwill And Other Intangible Assets	106,483	104,986	105,617	104,193	96,250
Average Tangible Common Equity (Non-GAAP)	$ 318,882	$ 314,740	$ 322,328	$ 322,615	$ 296,548
Tangible Book Value Per Common Share:					
Book Value Per Common Share (GAAP)	$ 24.56	$ 24.88	$ 24.86	$ 25.56	$ 25.28
Adjustment Due To Goodwill And Other Intangible Assets	(6.54)	(6.19)	(6.23)	(6.30)	(6.25)
Tangible Book Value Per Common Share (Non-GAAP)[1]	$ 18.02	$ 18.69	$ 18.64	$ 19.26	$ 19.03
Tangible Common Equity To Tangible Assets:					
Total Assets	$ 4,796,911	$ 4,788,113	$ 4,718,579	$ 4,611,579	$ 4,384,031
Less Goodwill And Other Intangibles	110,460	104,582	105,215	105,852	104,930
Tangible Assets (Non-GAAP)	$ 4,686,451	$ 4,683,531	$ 4,613,364	$ 4,505,727	$ 4,279,101
Tangible Common Equity To Tangible Assets (Non-GAAP):	6.49%	6.74%	6.82%	7.18%	7.47%

	3Q22	2Q22	1Q22	4Q21	3Q21
Tangible Common Equity (Excluding AOCI):					
Shareholders' Equity (GAAP)	$ 414,711	$ 420,427	$ 420,042	$ 429,430	$ 424,720
Less Goodwill And Other Intangible Assets	110,460	104,582	105,215	105,852	104,930
Tangible Common Equity (Non-GAAP)	$ 304,251	$ 315,845	$ 314,827	$ 323,578	$ 319,790
Less Accumulated Other Comprehensive Income (AOCI) (Loss)	(40,807)	(24,648)	(15,556)	1,443	2,559
Tangible Common Equity (Excl. AOCI) (Non-GAAP)	$ 345,058	$ 340,493	$ 330,383	$ 322,135	$ 317,231
Tangible Book Value Per Common Share (Excluding AOCI):					
Book Value Per Common Share (GAAP)	$ 24.56	$ 24.88	$ 24.86	$ 25.56	$ 25.28
Adjustment Due To Goodwill And Other Intangible Assets	(6.54)	(6.19)	(6.23)	(6.30)	(6.25)
Tangible Book Value Per Common Share (Non-GAAP)[1]	$ 18.02	$ 18.69	$ 18.64	$ 19.26	$ 19.03
Less Adjustment Due to AOCI	(2.42)	(1.46)	(0.92)	0.09	0.15
Tangible Book Value Per Common Share (Excl. AOCI) (Non-GAAP)[1][2]	$ 20.43	$ 20.15	$ 19.56	$ 19.17	$ 18.88

	2021Y	2020Y	2019Y	2018Y	2017Y
Tangible Common Equity (Excluding AOCI):					
Shareholders' Equity (GAAP)	$ 429,430	$ 357,168	$ 312,747	$ 283,011	$ 205,852
Less Goodwill And Other Intangible Assets	105,852	86,471	77,193	79,034	50,837
Tangible Common Equity (Non-GAAP)	$ 323,578	$ 270,697	$ 235,554	$ 203,977	$ 155,015
Less Accumulated Other Comprehensive Income (AOCI) (Loss)	1,443	2,183	168	(2,765)	(1,198)
Tangible Common Equity (Excl. AOCI) (Non-GAAP)	$ 322,135	$ 268,514	$ 235,386	$ 206,742	$ 156,213
Tangible Book Value Per Common Share (Excluding AOCI):					
Book Value Per Common Share (GAAP)	$ 25.56	$ 23.64	$ 22.33	$ 20.31	$ 18.46
Adjustment Due To Goodwill And Other Intangible Assets	(6.30)	(5.72)	(5.51)	(5.67)	(4.56)
Tangible Book Value Per Common Share (Non-GAAP)[1]	$ 19.26	$ 17.92	$ 16.82	$ 14.64	$ 13.90
Less Adjustment Due to AOCI	0.09	0.14	0.01	(0.20)	(0.11)
Tangible Book Value Per Common Share (Excl. AOCI) (Non-GAAP)[1][2]	$ 19.17	$ 17.77	$ 16.80	$ 14.84	$ 14.01

1. *Book value per share is computed by dividing total stockholders' equity by common shares outstanding. Tangible book value per share (Non-GAAP) is computed by dividing total stockholders' equity, less goodwill and other intangible assets by common shares outstanding*
2. *Totals may not add due to rounding*

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