## Earnings Call 4Q 2020

Thursday, January 28, 2021

## SouthState

## DISCLAIMER

Statements included in this communication, which are not historical in nature are intended to be, and are hereby identified as, forward-looking statements for purposes of the safe harbor provided by Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements are based on, among other things, management's beliefs, assumptions, current expectations, oftimates and projections about the financial services industry, the economy and SouthState. Words and phrases such as "may," "approximately," "continue," "should," "expects," "projects," "anticipates," "is likely," "look ahead," "look forward," "believes," "will," "intends," "estimates," "strategy," "plan," "could," "potential," "possible" and variations of such words and similar expressions are intended to identify such forwardlook ahead," "ook forward," "believes," "will, "intends," "estimates," "strategy," "plan," "could," "potential," "possible" and variations of such words and similar expressions are intended to identify such forward-
looking statements. SouthState cautions readers that forward-looking statements are subject to certain risks, uncertainties and assumptions that are difficult to predict with regard to, among other things, timing, looking statements. SouthState cautions readers that forward-looking statements are subject to certain risks, uncertainties and assumptions that are difficult to predict with regard to, among other things, timing, extent, likelihood and degree of occurrence, which could cause actual results to differ materially from anticipated results. Such risks, uncertainties and assumptions, include, among others, the following: (1) exacerbated by potential negative economic developments resulting from the Covid19 pandemic, or from federal spending cuts and/or one or more federal budget-related impasses or actions; (2) interest rate risk primarily resulting from the low interest rate environment and historically low yield curve primarily due to government programs in place under the CARES Act and otherwise in response to the Covid19 pandemic, and their impact on the Bank's earnings, including from the correspondent and mortgage divisions, housing demand, the market value of the bank's loan and securities portfolios, and the market value of SouthState's equity; (3) risks related to the merger and integration of SouthState and CSFL including, among others, (i) the risk that the cost savings and any revenue synergies from the merger may not be fully realized or may take longer than anticipated to be realized, (ii) the risk that the integration of each party's operations will be materially delayed or will be more costly or difficult than expected or that the parties are otherwise unable to successfully integrate each party's businesses into the other's businesses, (iii) the amount of the costs, fees, expenses and charges related to the merger, (iv) reputational risk and he reaction of each company's customers, suppliers, employees or other business partners to the merger, (4) the impact of increasing digitization of the banking industry and movement of customers to on-line platforms, and the possible impact on the Bank's results of operations, customer base, expenses, suppliers and operations, (5) controls and procedures risk, including the potential failure or circumvention of ou controls and procedures or failure to comply with regulations related to controls and procedures; (6) potential deterioration in real estate values; (7) the impact of competition with other financial institutions, including pricing pressures (including those resulting from the CARES Act) and the resulting impact, including as a result of compression to net interest margin; (8) credit risks associated with an obligor's failure to meet the terms of any contract with the bank or otherwise fail to perform as agreed under the terms of any loan-related document; (9) liquidity risk affecting the Bank's ability to meet its obligations when they come due; (10) risks associated with an anticipated increase in SouthState's investment securities portfolio, including risks associated with acquiring and holding investment securities or potentially determining that the amount of investment securities SouthState desires to acquire are not available on terms acceptable to SouthState; (11) price risk focusing on changes in market factors that may affect the value of traded instruments in "mark-to-market" portfolios; (12) transaction risk arising from problems with service or product delivery; (13) compliance risk involving risk to earnings or capital resulting from violations of or nonconformance with laws, rules, regulations, prescribed practices, or ethical standards; (14) regulatory change risk resulting from new laws, rules, regulations, accounting principles, proscribed practices or ethical standards, including, without limitation, the possibility that regulatory agencies may require higher levels of capital above the current regulatory-mandated minimums and including the impact of the recently enacted CARES Act, the Consumer Financial Protection Bureau rules and regulations, and the possibility of changes in accounting standards, policies, principles and practices, including changes in accounting principles relating to loan loss recognition (CECL); (15) strategic risk resulting from adverse business decisions or improper implementation of business decisions; (16) reputation risk that adversely affects earnings or capital arising from negative public opinion; (17) terrorist activities risk that results in loss of consumer confidence and economic disruptions; (18) cybersecurity risk related to the dependence of SouthState on internal computer systems and the technology of outside service providers, as well as the potential impacts of internal or external security breaches, which may subject the company to potential business disruptions or financial losses resulting from deliberate attacks or unintentional events; (19) greater than expected noninterest expenses; (20) excessive loan losses; (21) potential deposit attrition, higher than expected costs, customer loss and business disruption associated with the CSFL integration, and potential difficulties in maintaining relationships with key personnel; (22) the risks of fluctuations in market price for SouthState common stock that may or may not reflect economic condition or performance of SouthState; (23) the payment of dividends on SouthState common stock, which is subject to legal and regulatory limitations as well as the discretion of the board of directors of SouthState, SouthState's performance and other factors; (24) ownership dilution risk associated with potential acquisitions in which SouthState's stock may be issued as consideration for an acquired company; (25) operational, technological, cultural, regulatory, legal, credit and other risks associated with the exploration, consummation and integration of potential future acquisition, whether involving stock or cash consideration; (26) major catastrophes such as hurricanes, tornados, earthquakes, floods or other natural or human disasters, including infectious disease outbreaks, including the recent outbreak of the COVID-19 coronavirus, and the related disruption to local, regional and global economic activity and financial markets, and the impact that any of the foregoing may have on SouthState and its customers and other constituencies; and (27) other factors that may affect future results of SouthState and CenterState, as disclosed in SouthState's Annual Report on Form 10-K, as amended, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K, and CenterState's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K, in each case filed by SouthState or CenterState, as applicable, with the U.S. Securities and Exchange Commission ("SEC") and available on the SEC's website at http://www.sec.gov, any of which could cause actual results to differ materially from future results expressed, implied or otherwise anticipated by such forward-looking statements.

All forward-looking statements speak only as of the date they are made and are based on information available at that time. SouthState does not undertake any obligation to update or otherwise revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by federal securities laws. As forward-looking statements involve significant risks and uncertainties, caution should be exercised against placing undue reliance on such statements.

## SouthState Corporation Overview of Franchise ${ }^{(1)}$



## \$25 <br> Billion in loans

## \$31 <br> Billion in deposits

## \$5.6

Billion market cap

## The WHAT

## Guiding Principles



Leadership

## The HOW

## Our Core Values

## Local Market Leadership

Our business model supports the unique character of the communities we serve and encourages decision making by the banker that is closest to the customer.

## Long-Term Horizon

We think and act like owners and measure success over entire economic cycles. We prioritize soundness before short-term profitability and growth.

## Remarkable Experiences

We will make our customers' lives better by anticipating their needs and responding with a sense of urgency. Each of us has the freedom, authority and responsibility to do the right thing for our customers.

## Meaningful and Lasting Relationships

We communicate with candor and transparency. The relationship is more valuable than the transaction.

## Greater Purpose

We enable our team members to pursue their ultimate purpose in life-their personal faith, their family, their service to community.

Completed a merger of equals, creating a $\$ 38$ billion Southeast regional bank with 285 offices in 6 states

Earned a record adjusted Pre-Provision Net Revenue ("PPNR") ${ }^{(1)}$ of $\$ 629$ million with minimal net charge-off of $2 \mathrm{bps}^{*}$

Originated approximately 20,000 Paycheck Protection Program loans totaling $\$ 2.4$ billion to small business customers throughout our footprint

Enhanced capital structure through completion of $\$ 200$ million sub debt issuance at legacy CSFL shortly before closing merger

Converted to a work from home environment for $91 \%$ of Company while safely serving customers from our branches while the Pandemic continued

Implemented new mobile platform to almost 300,000 legacy SSB customers

Rolled out a new website built on a best-in-class platform

Expanded Correspondent Division with agreement to acquire Duncan Williams, Inc.


Received Investment grade credit rating from Moody's


 financial information should be reviewed in connection the historical information of the Company and CenterState, as applicable, included in the Appendix to this presentation.

## Returns

- Reported \& adjusted diluted Earnings per Share ("EPS") ${ }^{(1)}$ of $\$ 1.21$ and $\$ 1.44$, respectively
- Reported \& adjusted Return on Average Tangible Common Equity ("ROATCE") (1) of $13.1 \%$ and $15.4 \%$, respectively
- Pre-Provision Net Revenue ("PPNR") ${ }^{(2)}$ of $\$ 144$ million, or $1.50 \%$ PPNR ROAA ${ }^{(2)}$
- Book value per share of $\$ 65.49$, increased by $\$ 1.15$ per share compared to 3Q 2020
- Tangible Book Value per Share ("TBVPS") ${ }^{(1)}$ of $\$ 41.16$, up $\$ 1.33$ from 3Q 2020


## Performance

- Net Interest Margin ("NIM", tax equivalent) ${ }^{(1)}$ of $3.14 \%$, down 8 bps from 3Q 2020
- Recognized PPP deferred fees of $\$ 16.6$ million compared to $\$ 8.5$ million in 3Q 2020
- Loan accretion of $\$ 12.7$ million compared to $\$ 22.4$ million in 3Q 2020
- Total deposit cost of 0.17\%, down 3 bps from 3Q 2020
- Noninterest income of $\$ 98$ million;
- Mortgage revenue of $\$ 25$ million, declined by $\$ 23$ million compared to 3Q 2020, caused by drop in pipeline/loans held for sale
- Production and cash gain on sale margins remained strong


## Balance Sheet/Credit

- Loans declined by $\$ 573.7$ million, or $9.0 \%$ annualized, centered in $\$ 418.3$ million in Paycheck Protection Program ("PPP") loan reductions
- Loans, excluding PPP loans, declined by $\$ 155.4$ million, or $2.7 \%$ annualized, including a $\$ 203$ million decline in residential mortgage loans
- Deposits increased by $\$ 723.9$ million with core deposit growth totaling $\$ 826.1$ million, or $12.6 \%$, annualized
- Strong allowance for credit losses (2.20\% including reserve for unfunded commitments) and loss absorption capacity (2.62\%) ${ }^{(3)}$
- Minimal credit losses with $0.01 \%$ annualized net charge-offs
- Loan deferrals of $\$ 255.2$ million, or $1.12 \%$ of the total loan portfolio ${ }^{(4)}$


## Other Events

- 20 branch location consolidations in the fourth quarter; additional 4 scheduled to be consolidated in the first quarter 2021
- Paid off $\$ 700.0$ million in FHLB advances in early December
- Recognition of $\$ 31.5$ million income tax benefit related to the ability to carryback tax losses from CARES Act
- $\$ 0.47$ per share cash dividend declaration by the Company's Board of Directors
- Board approval of a new 3.5 million share stock repurchase plan authorization

 equivalent NIM is also a non-GAAP financial measure - See reconciliation of GAAP to Non-GAAP measures in Appendix
 GAAP to Non-GAAP measures in Appendix
(3) Percentages exclude PPP loans and loan held for sale; loss absorption capacity Includes mark on CSFL loans and prior SSB acquisitions
(4) Excludes loans held for sale and PPP loans

TANGIBLE BOOK VALUE PER SHARE (1)

## \$39.13



[^0]|  | 4Q20 | \% of Total Loans ${ }^{(1)}$ |
| :---: | :---: | :---: |
| Allowance for Credit Losses ("ACL") |  |  |
| Non-PCD ACL | \$315.5 |  |
| PCD ACL | 141.8 |  |
| Total ACL | \$457.3 | 2.01\% |
| Reserve for Unfunded Commitments |  |  |
| Reserve for unfunded commitments | \$43.4 | 0.19\% |
| Total ACL plus Reserve for Unfunded Commitments | \$500.7 | 2.20\% |
|  |  |  |
| Unrecognized Discount - Acquired Loans ${ }^{(2)}$ | \$97.7 | $\underline{0.42 \%}$ |
|  |  |  |
| Total Loss Absorption Capacity | \$598.4 | 2.62\% |
|  |  |  |
| Total Loans H | Investment ${ }^{(1)}$ | \$22,731 |

## Dollars in millions

(1) Excludes PPP loans and loan held for sale
(2) Includes mark on CSFL loans and prior SSB acquisitions

## ASSET QUALITY (COMBINED BUSINESS BASIS)

Net Charge-Offs to Loans


Criticized \& Classified Asset Trends


## Nonperforming Assets to Total Assets



## Loan Deferrals ${ }^{(1)}$



## Dollars in millions, unless otherwise noted

(1) Excludes loans held for sale and PPP loans

 financial information should be reviewed in connection the historical information of the Company and CenterState, as applicable, included in the Appendix to this presentation.

## CAPITAL RATIOS

|  | 3 Q 20 | $\mathbf{4 Q 2 0}{ }^{(1)}$ |
| :--- | :---: | :---: |
| Tangible Common Equity* | $7.8 \%$ | $\mathbf{8 . 1 \%}$ |
| Tier 1 Leverage | $8.1 \%$ | $\mathbf{8 . 3 \%}$ |
| Tier 1 Common Equity | $11.5 \%$ | $\mathbf{1 1 . 8 \%}$ |
| Tier 1 Risk-Based Capital | $11.5 \%$ | $\mathbf{1 1 . 8 \%}$ |
| Total Risk-Based Capital | $13.9 \%$ | $\mathbf{1 4 . 3 \%}$ |
| Bank CRE Concentration Ratio | $236 \%$ | $\mathbf{2 3 2 \%}$ |
| Bank CDL Concentration Ratio | $54 \%$ | $\mathbf{5 4 \%}$ |

[^1]|  | CSFL ${ }^{(2)}$ |  | SSB |  | Total MRE |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1Q20 | \$ | 3,076 | \$ | 4,114 | \$ | 7,190 |
| 4/1-6/7 |  | 33,526 |  |  |  | 33,526 |
| 2Q20 |  |  |  | 40,229 |  | 40,229 |
| 3Q20 |  |  |  | 21,574 |  | 21,574 |
| 4Q20 |  |  |  | 19,596 |  | 19,596 |
| YTD | \$ | 36,602 | \$ | 85,513 | \$ | 122,115 |

- System conversion scheduled for 2Q 2021
- Cost save realization process on track
- Estimated $\$ 205$ million total spend; $\$ 82.9$ million remaining

[^2]Financial Highlights - Reported

## HIGHLIGHTS | LINKED QUARTER

|  | $\mathbf{3 Q 2 0}$ | $\mathbf{4 Q 2 0}$ |
| :--- | :---: | :---: |
| GAAP |  |  |
| Net Income | $\$ 95.2$ | $\mathbf{\$ 8 6 . 2}$ |
| EPS (Diluted) | $\$ 1.34$ | $\mathbf{\$ 1 . 2 1}$ |
| Return on Average Assets | $1.00 \%$ | $\mathbf{0 . 9 0 \%}$ |
| Non-GAAP* |  |  |
| Return on Average Tangible Common Equity | $14.66 \%$ | $\mathbf{1 3 . 0 5 \%}$ |
| Non-GAAP, Adjusted* | $\$ 112.6$ | $\mathbf{\$ 1 0 2 . 8}$ |
| Net Income | $\$ 1.58$ | $\mathbf{\$ 1 . 4 4}$ |
| EPS (Diluted) | $1.18 \%$ | $\mathbf{1 . 0 8 \%}$ |
| Return on Average Assets | $17.14 \%$ | $\mathbf{1 5 . 3 5 \%}$ |
| Return on Average Tangible Common Equity | $\$ 0.47$ | $\mathbf{\$ 0 . 4 7}$ |
| Cash dividend per common share |  |  |

[^3]- Net Interest Margin* -O-Net Interest Income excld. Accretion** -O-Net Interest Income


[^4]

## Correspondent Revenue Breakout

$\square$ ARC Revenues $\quad$ FI Revenues $\quad$ Operational Revenues


- Provides capital markets hedging (ARC), fixed income sales, international, clearing and other services to financial institutions
- Expanded Correspondent Banking Division with the acquisition of Duncan Williams, Inc. (acquisition expected to close on February 1, 2021)


## MORTGAGE BANKING DIVISION | 4Q 2020

- 4Q20 Production: 4,603 loans / \$1.413 billion in volume
- Secondary vs Portfolio

|  |  |
| ---: | :--- |
| Secondary | \$1.018 Billion / 72\% of volume |
| Portfolio | $\$ 396$ Million / 28\% of volume |

- Secondary Gain on Sale Margin: $2.40 \%^{(1)}$
- Purchase vs Refinance

|  |  |
| :--- | :--- |
| Purchase | \$820 Million / 63\% of volume |
| Refinance | $\$ 522$ Million / 37\% of volume |

[^5]
## Combined Business Basis Performance

CURRENT \& HISTORICAL 5-QT PERFORMANCE (COMBINED BUSINESS BASIS) ${ }^{(1)}$


## Noninterest Income

Noninterest Income* $\quad=$ Noninterest Income / Avg. Assets


## Efficiency Ratio

- Efficiency Ratio


[^6]
## CURRENT \＆HISTORICAL TREND（COMBINED BUSINESS BASIS）

|  |  | Loans HFI（1） |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \＄30 | \＄23．4B | \＄23．5B | \＄25．5B | \＄25．2B | \＄24．6B |
| \＄25 |  |  | \＄2，3 | \＄2，3 | 51.0 |
| －⿳亠二口欠口 | \＄23．4 | \＄23．5 | \＄23．2 | \＄22．9 | \＄22．7 |
| \＄5 |  |  |  |  |  |
|  | 4Q19＊ | 1Q20＊ | 2Q20＊ | 3Q20 | 4Q20 |


|  | －DDA | Deposits <br> $\square$ NOW MMA \＆Savings |  |  | ■ Time Deposits |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \＄30．0B | \＄30．0B | \＄30．7B |
|  | \＄25．4B | \＄25．4B | \＄4．1 | \＄3，9 | \＄3．7 |
|  | \＄4．0 | \＄3，9 | \＄9．7 | \＄10．0 | \＄10．3 |
|  | \＄9．5 | \＄9．6 | \＄6．2 | \＄6．4 | \＄7．0 |
|  | \＄4．5 | \＄4．6 $\$ 7.3$ | \＄9．9 | \＄9．7 | \＄9．7 |
|  | \＄7．4 | \＄7．3 |  |  |  |
|  | 4Q19＊ | 1Q20＊ | 2Q20 | 3Q20 | 4Q20 |

Investments \＆Fed Funds


Wholesale Funding
Brokered Deposits FHLB - －Wholesale Funding／Assets


## Dollars in billions

（1）Excludes loans held for sale

 financial information should be reviewed in connection the historical information of the Company and CenterState，as applicable，included in the Appendix to this presentation．

December 2020


Planned $1^{\text {st }}$ Quarter 2021 Activity


## Appendix

TOTAL LOAN PORTFOLIO | AS OF DECEMBER 31, 2020


| Loan Type | No. of Loans | Balance |  | Avg. Loan Balance |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Constr., Dev. \& Land | 5,677 | \$ | 1,899MM | \$ | 334,500 |
| Investor CRE | 6,271 |  | 6,519MM |  | 1,039,500 |
| Owner-Occupied CRE | 8,813 |  | 4,842MM |  | 549,400 |
| Commercial \& Industrial | 7,783 |  | $3,114 \mathrm{MM}$ |  | 400,100 |
| 1-4 Family | 45,991 |  | $5,445 \mathrm{MM}$ |  | 118,400 |
| Cons / Other | 46,928 |  | 912MM |  | 19,400 |
| Total | 121,463 | \$ | 22,731MM | \$ | 187,100 |


| Loan Relationships |  |
| :--- | :--- |
| Top 10 | Represents ~3\% of total loans |
| Top 20 | Represents ~5\% of total loans |

## Selected Industries <br> (\% of total loan portfolio) <br> Lodging <br> $\$ 974$ 4.3\% <br> Restaurants $\quad \$ 488 \quad 2.2 \%$ <br> Retail CRE $\quad \$ 2,183 \quad 9.6 \%$

## Lodging Portfolio

- $52 \%$ weighted average loan to value
- Lodging is $\$ 974$ million or $4.3 \%$ of loan portfolio ${ }^{(1)}$
- $18 \%$ of portfolio under deferral
- Top 3 MSA's: Charleston, Greenville, Charlotte



## Restaurant Portfolio

- $56 \%$ weighted average loan to value
- Restaurant is $\$ 488$ million or $2.2 \%$ of loan portfolio ${ }^{(1)}$
- $1.1 \%$ of portfolio under deferral
- Top 3 MSA's: Atlanta, Charleston, Orlando



## Retail Portfolio

- $58 \%$ weighted average loan to value
- Retail CRE is $\$ 2.2$ billion or $9.6 \%$ of loan portfolio( ${ }^{(1)}$
- $0.2 \%$ of portfolio under deferral
- Top 3 MSA's: Miami, Orlando, Tampa



## CURRENT \& HISTORICAL - PPNR, ADJUSTED (UNAUDITED)



## Dollars in thousands

(1) Does not include purchase accounting adjustments
(2) Through June 7, 2020
 the information included in this release has not been prepared in accordance with Article 11 of Regulation $\mathrm{S}-\mathrm{X}$, and therefore does not reflect any of the pro forma adjustments that would be required thereby

## CURRENT \& HISTORICAL - EFFICIENCY RATIOS \& NET INTEREST

 MARGIN(UNAUDITED)Noninterest expense (GAAP

Net interest income (GAAP)
Tax Equivalent ("TE") adjustments
Net interest income, TE (non-GAAP)
Noninterest income (GAAP)
Less:
Gain (loss) on sale of securities Adjusted noninterest income (non-GAAP)

Noninterest expense (GAAP) Less Adjustments:

Non-recurring items ${ }^{(3)}$
Adjusted noninterest expense (non-GAAP)

| Adjusted Efficiency Ratio (Non-GAPP) | $\mathbf{6 1 \%}$ | $\mathbf{5 2 \%}$ | $\mathbf{5 6 \%}$ |
| ---: | :---: | ---: | ---: |
|  | Interest-earning Assets | $\$ 13,834,211 \$ 14,779,757$ | $\$ 28,613,968$ |
| Net interest income, TE (non-GAAP) | 126,959 | 158,489 | 285,448 |
| Net Interest Margin (Non-GAPP) |  |  | $\mathbf{3 . 9 4 \%}$ |


|  |  |  |  |  |  | Combined Business Basis |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dec. 31, 2019 |  |  |  |  |  | Mar. 31, 2020 |  |  |  |  |  |
| SSB |  | CSFL |  | Combined (1) |  | SSB |  | CSFL |  | Combined (1) |  |
| \$ | 100,628 | \$ | 113,409 | \$ | 214,037 | \$ | 107,247 \$ | \$ | 122,772 | \$ | 230,019 |
| \$ | 126,456 | \$ | 157,925 | \$ | 284,381 | \$ | 128,013 \$ | \$ | 153,353 | \$ | 281,366 |
|  | 503 |  | 564 |  | 1,067 |  | 530 |  | 685 |  | 1,215 |
| \$ | 126,959 | \$ | 158,489 | \$ | 285,448 | \$ | 128,543 \$ | \$ | 154,038 | \$ | 282,581 |
| \$ | 36,307 | \$ | 50,329 | \$ | 86,636 | \$ | 44,132 \$ | \$ | 55,790 | \$ | 99,922 |
|  | 24 |  | (13) |  | 11 |  | - |  |  |  |  |
| \$ | 36,283 | \$ | 50,342 | \$ | 86,625 | \$ | 44,132 \$ | \$ | 55,790 | \$ | 99,922 |
|  | 62\% |  | 54\% |  | 58\% |  | 62\% |  | 59\% |  | 60\% |
| \$ | 100,628 | \$ | 113,409 |  | 214,037 | \$ | 107,247 \$ | \$ | 122,772 | \$ | 230,019 |
|  | 1,494 |  | 4,711 |  | 6,205 |  | 4,129 |  | 7,586 |  | 11,715 |
| \$ | 99,134 | \$ | 108,698 | \$ | 207,832 | \$ | 103,118 \$ | \$ | 115,186 | \$ | 218,304 |
|  | 61\% |  | 52\% |  | 56\% |  | 60\% |  | 55\% |  | 57\% |
| \$ 13,834,211 \$ 14,779,757 |  |  |  | \$ 28,613,968 |  | \$ 14,042,524 \$ 14,873,007 |  |  |  | \$ 28,915,531 |  |
|  | 126,959 |  | 158,489 |  | 285,448 |  | 128,543 |  | 154,038 |  | 282,581 |
|  |  |  |  |  | 3.94\% |  |  |  |  |  | 3.94\% |



| Sep. 30, 2020 | Dec. 31, 2020 |
| :---: | :---: |
| SSB | SSB |
| \$ 236,887 | \$ 278,398 |
| \$ 270,348 | \$ 265,547 |
| 734 | 1,662 |
| \$ 271,082 | \$ 267,209 |
| \$ 114,790 | \$ 97,871 |
| 15 | 35 |
| \$ 114,775 | \$ 97,836 |
| 61\% | 76\% |
| \$ 236,887 | \$ 278,398 |
| 21,662 | 58,679 |
| \$ 215,225 | \$ 219,719 |
| 56\% | 60\% |
| \$ 33,503,666 | \$ 33,853,006 |
| 271,082 | 267,209 |
| 3.22\% | 3.14\% |

[^7] respectively
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## NON-GAAP RECONCILIATIONS - TANGIBLE BOOK VALUE /

 SHARE \& TANGIBLE COMMON EQUITY RATIOTangible Book Value per Share
Shareholders' common equity (excludes preferred stock) Less: Intangible assets
Tangible shareholders' common equity (excludes preferred stock)
Common shares issued and outstanding
Tangible Book Value per Common Share (Non-GAAP)

## Tangible Common Equity ("TCE") Ratio

| Shareholders' equity (GAAP) |  | 3Q20 |  | 4Q20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \$ | 4,563,413 | \$ | 4,647,880 |
| Less: |  |  |  |  |  |
| Intangible assets |  |  | 1,738,161 |  | 1,726,534 |
| Tangible common equity (non-GAAP) |  | \$ | 2,825,252 | \$ | 2,921,346 |
| Total assets (GAAP) |  |  | 37,819,366 |  | 37,789,873 |
| Less: |  |  |  |  |  |
| Intangible assets |  |  | 1,738,161 |  | 1,726,534 |
| Tangible asset (non-GAAP) |  | \$ | 36,081,205 | \$ | 36,063,339 |
|  | TCE Ratio (Non-GAAP) |  | 7.8\% |  | 8.1\% |


| 4Q19 |  | 1Q20 |  | 2Q20 |  | 3Q20 |  | 4Q20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 2,373,013 | \$ | $\begin{aligned} & 2,321,043 \\ & 1,049,709 \end{aligned}$ | \$ | $\begin{aligned} & 4,491,850 \\ & 1,774,294 \end{aligned}$ | \$ | $\begin{aligned} & \hline 4,563,413 \\ & 1,738,161 \end{aligned}$ | \$ | $\begin{array}{r} 4,647,880 \\ 1,726,534 \\ \hline \end{array}$ |
|  | 1,052,716 |  |  |  |  |  |  |  |  |
| \$ | 1,320,297 | \$ | 1,271,334 | \$ | 2,717,556 | \$ | 2,825,252 | \$ | 21,346 |
| 33,744,385 |  | 33,444,236 |  | 70,907,119 |  | 70,928,304 |  | 70,973,477 |  |
| \$ | 39.13 | \$ | 38.01 | \$ | 38.33 | \$ | 39.83 | \$ | 41.16 |

[^8]
## NON-GAAP RECONCILIATIONS - RETURN ON AVG. TANGIBLE

 COMMON EQUITY \& PPNR RETURN ON AVG. ASSETS
## Return on Average Tangible Equity

Net income (loss) (GAAP)
Plus:
Amortization of intangibles
Effective tax rate, excluding DTA write-off
Amortization of intangibles, net of tax
Net income plus after-tax amortization of intangibles (non-GAAP)

Average shareholders' common equity, excluding preferred stock Less:
Average intangible assets
Average tangible common equity

|  | 3Q20 |  | 4Q20 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | \$ | 95,221 | \$ | 86,236 |
|  |  | 9,560 |  | 9,760 |
|  |  | 20\% |  | 18\% |
|  |  | 7,685 |  | 7,998 |
|  | \$ | 102,906 | \$ | 94,234 |
|  | \$ | 4,556,061 | \$ | 4,607,356 |
|  |  | 1,763,255 |  | 1,735,035 |
|  | \$ | 2,792,806 | \$ | 2,872,321 |
| Return on Average Tangible Common Equity (Non-GAAP) |  | 14.66\% |  | 13.05\% |

PPNR (adjusted) Return on Average Assets
PPNR, Adjusted (Non-GAAP)

| 4Q20 |  |
| ---: | ---: |
| $\$$ | 143,664 |
|  | $38,027,111$ |

PPNR ROAA $\qquad$

[^9]
## NON-GAAP RECONCILIATIONS - ADJUSTED NET INCOME \& ADJUSTED EARNINGS PER SHARE ("EPS")

## Adjusted Net Income

| Net income (GAAP) |  | 3Q20 |  | 4Q20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \$ | 95,221 | \$ | 86,236 |
| Plus: |  |  |  |  |  |
| Securities gain, net of tax |  |  | (12) |  | (29) |
| Income tax benefit - carryback of tax losses under the CARES Act |  |  | - |  | $(31,468)$ |
| Merger and branch consolidation related expense, net of tax |  |  | 17,413 |  | 16,255 |
| Swap termination expense |  |  | - |  | 31,784 |
| FHLB prepayment penalty |  |  | - |  | 46 |
|  | Adjusted Net Income (Non-GAAP) | \$ | 112,622 | \$ | 102,824 |
| Adjusted EPS |  |  |  |  |  |
|  |  | 3Q20 |  | 4Q20 |  |
| Adjusted diluted weighted-average common shares |  |  | 71,086 |  | 71,295 |
| Net income (GAAP) |  | \$ | 95,221 | \$ | 86,236 |
| Plus: |  |  |  |  |  |
| Securities gain, net of tax |  |  | (12) |  | (29) |
| Income tax benefit - carryback of tax losses under the CARES Act |  |  | - |  | $(31,468)$ |
| Merger and branch consolidation related expense, net of tax |  |  | 17,413 |  | 16,255 |
| Swap termination expense |  |  | - |  | 31,784 |
| FHLB prepayment penalty |  |  | - |  | 46 |
| Adjusted net income (non-GAAP) |  | \$ | 112,622 | \$ | 102,824 |
|  | Adjusted EPS, Diluted (Non-GAAP) | \$ | 1.58 | \$ | 1.44 |

NON-GAAP RECONCILIATIONS - ADJUSTED RETURN ON AVG. ASSETS \& AVG. TANGIBLE COMMON EQUITY

## Adjusted Return on Average Assets

|  |  | 3Q20 |  | 4Q20 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Adjusted net income (non-GAAP) |  | \$ | 112,622 | \$ | 102,824 |
| Total average assets |  |  | 37,865,217 |  | 38,027,111 |
|  | Adjusted Return on Average Assets (Non-GAAP) |  | 1.18\% |  | 1.08\% |

## Adjusted Return on Average Tangible Common Equity

Net operating earnings (non-GAAP)
Plus:
Amortization of intangibles, net of tax
Net operating earnings plus after-tax amortization of intangibles (non-GAAP)

Average tangible common equity

Adjusted Return on Average Tangible Common Equity (Non-GAAP)

| 3 Q 20 |  | 4Q20 |  |
| ---: | ---: | ---: | ---: |
| $\$$ | 112,622 | $\$$ | $\mathbf{1 0 2 , 8 2 4}$ |
|  | 7,685 |  | $\mathbf{7 , 9 9 8}$ |
| $\$$ | 120,307 | $\$$ | $\mathbf{1 1 0 , 8 2 2}$ |
| $\$$ | $2,792,806$ |  | $\$$ |
|  |  | $\mathbf{2 , 8 7 2 , 3 2 1}$ |  |

[^10] intangibles to GAAP basis net income.

## NON-GAAP RECONCILIATIONS - NET INTEREST MARGIN, TAX EQUIVALENT

| Net Interest Margin - Tax Equivalent (Non-GAAP) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q19 |  | 1Q20 |  | 2Q20 |  | 3Q20 |  | 4Q20 |  |
| Net interest income (GAAP) | \$ | 126,456 | \$ | 128,013 | \$ | 162,557 | \$ | 270,348 | \$ | 265,547 |
| Tax equivalent adjustments |  | 503 |  | 530 |  | 579 |  | 734 |  | 1,662 |
| Net interest income (tax equivalent) (Non-GAAP) | \$ | 126,959 | \$ | 128,543 | \$ | 163,136 | \$ | 271,082 | \$ | 267,209 |
| Average earning assets | \$ | 13,834,211 | \$ | 14,042,524 | \$ | 20,262,035 | \$ | 33,503,666 |  | 3,853,006 |
| Net Interest Margin - Tax Equivalent (Non-GAAP) |  | 3.64\% |  | 3.68\% |  | 3.24\% |  | 3.22\% |  | 3.14\% |

## SouthState


[^0]:    (1) The tangible measures are non-GAAP measures and exclude the effect of period end or average balance of intangible assets - See reconciliation of GAAP to Non-GAAP measures in Appendix

[^1]:    (1) Preliminary

    * The tangible measures are non-GAAP measures and exclude the effect of period end balance of intangible assets - See reconciliation of GAAP to Non-GAAP measures in Appendix

[^2]:    Dollars in thousands, unless otherwise noted
    (1) Only includes SSB/CSFL merger-related expenses
    (2) Merger-related expense occurred pre-merger

[^3]:    Dollars in millions, except per share data
    
     prepayment penalty, swap termination expense and income tax benefit related to the carryback of tax losses under the CARES Act - See reconciliation of GAAP to Non-GAAP measures in Appendix

[^4]:    Dollars in millions

    * Tax equivalent
    ** Excludes PPP loans deferred fees and loan discount accretion
    Tax equivalent NIM is Non-GAAP financial measures - See reconciliation of GAAP to Non-GAAP measures in Appendix

[^5]:    (1) Secondary gain on sale margin includes pipeline/LHFS changes

[^6]:    
     Ratio and Net Interest Margin in Appendix
    
     financial information should be reviewed in connection the historical information of the Company and CenterState, as applicable, included in the Appendix to this presentation.

[^7]:    Dollars in thousands

    1) Does not include purchase accounting adjustments
    (2) Through June 7, 2020
[^8]:    Dollars in thousands, except for per share data

[^9]:    Dollars in thousands
     intangibles to GAAP basis net income.

[^10]:    Dollars in thousands

