# Earnings Call 1Q 2021

Thursday, April 29, 2021



## 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, estimates and projections about the financial services industry, the economy and SouthState. Words and phrases such as "may," "approximately," "continue," "should," "expects," "anticipates," "is likely," "look ahead," "look forward," "believes," "will," "intends," "estimates," "strategy," "plan," "could," "possible" and variations of such words and similar expressions are intended to identify such forward-looking statements. South State 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) economic downturn risk, potentially resulting in deterioration in the credit markets, greater than expected noninterest expenses, excessive loan losses and other negative consequences, which risks could be exacerbated by potential continued 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 the reaction of each company's customers, suppliers, employees or other business partners to the merger, (4) risks relating to the continued impact of the Covid19 pandemic on the company, including possible impact to the company and its employees from contacting Covid19, and to efficiencies and the control environment due to the continued work from home environment and to our results of operations due to government stimulus and other interventions to blunt the impact of the pandemic; (5) 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, (6) controls and procedures risk, including the potential failure or circumvention of our controls and procedures or failure to comply with regulations related to controls and procedures; (7) potential deterioration in real estate values; (8) 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, (9) risks relating to the ability to retain our culture and attract and retain qualified people; (10) 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; (11) risks related to the ability of the company to pursue its strategic plans which depend upon certain growth goals in our lines of business; (12) liquidity risk affecting the Bank's ability to meet its obligations when they come due; (13) 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; (14) price risk focusing on changes in market factors that may affect the value of traded instruments in "mark-to-market" portfolios; (15) transaction risk arising from problems with service or product delivery; (16) compliance risk involving risk to earnings or capital resulting from violations of or nonconformance with laws, rules, regulations, prescribed practices, or ethical standards; (17) 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 CARES Act, the Consumer Financial Protection Bureau regulations, and the possibility of changes in accounting standards, policies, principles and practices, including changes in accounting principles relating to loan loss recognition (CECL); (18) strategic risk resulting from adverse business decisions or improper implementation of business decisions; (19) reputation risk that adversely affects earnings or capital arising from negative public opinion; (20) 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; (21) reputational and operational risks associated with environment, social and governance matters; (22) greater than expected noninterest expenses; (23) excessive loan losses; (24) 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; (25 the risks of fluctuations in market prices for SouthState common stock that may or may not reflect economic condition or performance of SouthState; (26) 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; (27) ownership dilution risk associated with potential acquisitions in which South State's stock may be issued as consideration for an acquired company; (28) 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; (29) major catastrophes such as hurricanes, tornados, earthquakes, floods or other natural or human disasters, including infectious disease outbreaks, including the ongoing COVID-19 pandemic, 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; (30) terrorist activities risk that results in loss of consumer confidence and economic disruptions; and (31) other factors that may affect future results of SouthState, as disclosed in SouthState's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K, filed by SouthState 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 <sup>(1)</sup>





**\$24** Billion in loans

**\$32** Billion in deposits

**\$5.9** Billion market cap

## 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**

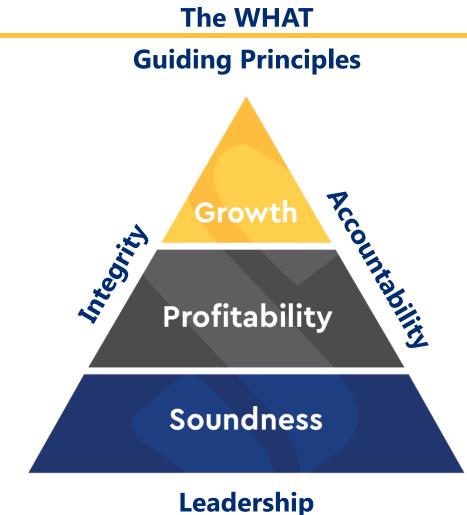
We will make our customers' lives better by anticipating their needs and responding with a sense of urgency. Each of us has the freedom, authority and responsibility to do the right thing for our customers.

### **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.



- Well-positioned to compete with largest banks with capital markets platform and upgraded technology solutions
- High growth markets
- Low-cost core deposit base
- Diversified revenue streams
- Strong credit quality and disciplined underwriting
- Energetic and experienced management team with entrepreneurial ownership culture



# **Financial Highlights - Reported**



## TANGIBLE BOOK VALUE PER SHARE <sup>(1)</sup>



(1) The tangible measure is a non-GAAP measure and excludes the effect of period end balances of intangible assets - See reconciliation of GAAP to Non-GAAP measures in Appendix

#### Returns

- Reported & adjusted diluted Earnings per Share ("EPS")<sup>(1)</sup> of \$2.06 and \$2.17, respectively
- Recorded a negative provision for credit losses of \$58.4 million compared to \$18.2 million in provision expense in the prior quarter
- Reported & adjusted Return on Average Tangible Common Equity ("ROATCE")<sup>(1)</sup> of 21.2% and 22.2%, respectively
- Pre-Provision Net Revenue ("PPNR")<sup>(2)</sup> of \$140 million, or 1.48% PPNR ROAA<sup>(2)</sup>
- Tangible Book Value per Share ("TBVPS")<sup>(1)</sup> of \$42.02, up \$4.01, or 10.5% from the year ago figure

#### Performance

- Net Interest Margin ("NIM", tax equivalent)<sup>(1)</sup> of 3.12%, down 2 bps from 4Q 2020
- Loan accretion of \$10.4 million compared to \$12.7 million in 4Q 2020
- Recognized PPP deferred fee income of \$20.4 million compared to \$16.6 million in 4Q 2020
- Total deposit cost of 0.15%, down 2 bps from 4Q 2020
- Noninterest income of \$96 million, 1.02% of assets

#### **Balance Sheet/Credit**

- Deposits increased by \$1.75 billion with core deposit growth totaling \$2.02 billion, or 30.3%, annualized
  - 33% of deposits are noninterest-bearing
- Loans, excluding PPP loans, declined by \$185.0 million, or 3.3% annualized
  - Concentrated in \$131 million decline in consumer RE loans and home equity lines of credit;
  - C&I loans grew for the third consecutive quarter
- Total PPP loans grew by \$12 million, including the addition of \$732 million round 2 PPP loans
- Strong allowance for credit losses (1.96% including reserve for unfunded commitments) and loss absorption capacity (2.34%)<sup>(3)</sup>
- Net loan recoveries of \$21,000, or 0.00% annualized
- Loan deferrals of \$186.3 million, or 0.83% of the total loan portfolio<sup>(4)</sup>

#### **Other Events**

- Completion of Duncan-Williams, Inc. acquisition
- 4 branch location consolidations in the first quarter
- \$0.47 per share cash dividend declaration by the Company's Board of Directors
- (1) Adjusted figures above exclude the impact of merger-related expenses; The tangible measures are non-GAAP measures and exclude the effect of period end or average balance of intangible assets and the after-tax amortization of intangibles to GAAP basis net income as applicable; Tax equivalent NIM is also a non-GAAP financial measure See reconciliation of GAAP to Non-GAAP measures in Appendix
- (2) Adjusted PPNR and PPNR ROAA are Non-GAAP financial measures that exclude the impact of merger-related expenses See reconciliation of GAAP to Non-GAAP measures in Appendix
- (3) Percentages exclude PPP loans and loan held for sale; loss absorption capacity includes mark on loans acquired from CSFL and prior SSB acquisitions
- (4) Excludes loans held for sale and PPP loans

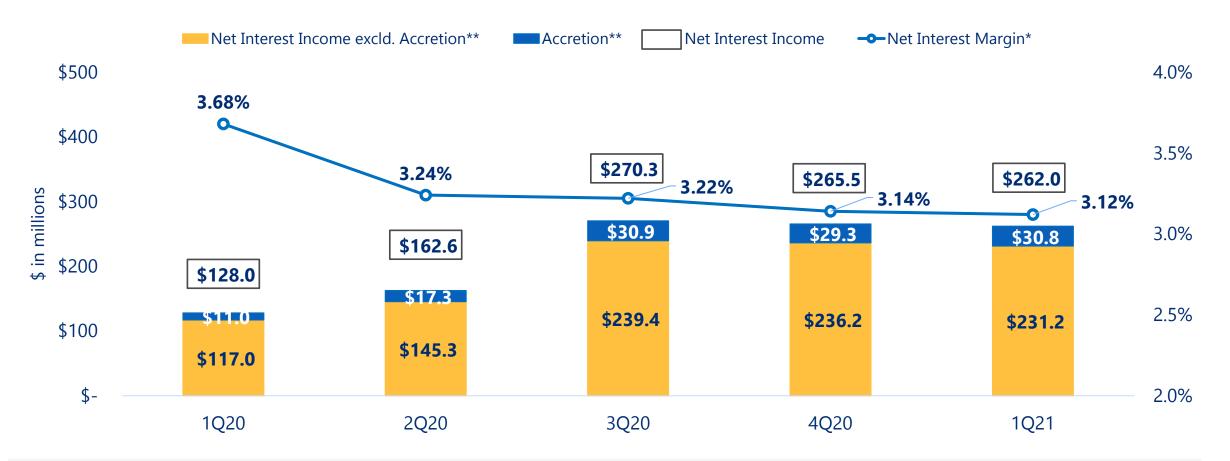
## HIGHLIGHTS | LINKED QUARTER

	4Q20	1Q21
GAAP		
Net Income	\$ 86.2	\$ 146.9
EPS (Diluted)	\$ 1.21	\$ 2.06
Return on Average Assets	0.90 %	1.56 %
Non-GAAP*		
Return on Average Tangible Common Equity	13.05 %	<b>21.16</b> %
Non-GAAP, Adjusted*		
Net Income	\$ 102.8	\$ 154.8
EPS (Diluted)	\$ 1.44	\$ 2.17
Return on Average Assets	1.08 %	<b>1.64</b> %
Return on Average Tangible Common Equity	15.35 %	<b>22.24</b> %
Cash dividend per common share	\$ 0.47	\$ 0.47

Dollars in millions, except per share data

\* The tangible measures are non-GAAP measures and exclude the effect of period end or average balance of intangible assets. The tangible returns on equity and common equity measures also add back the aftertax amortization of intangibles to GAAP basis net income; other adjusted figures presented are also Non-GAAP financial measures that exclude the impact of branch consolidation and merger-related expenses, securities gains or losses, FHLB Advances 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

## NET INTEREST MARGIN



Dollars in millions

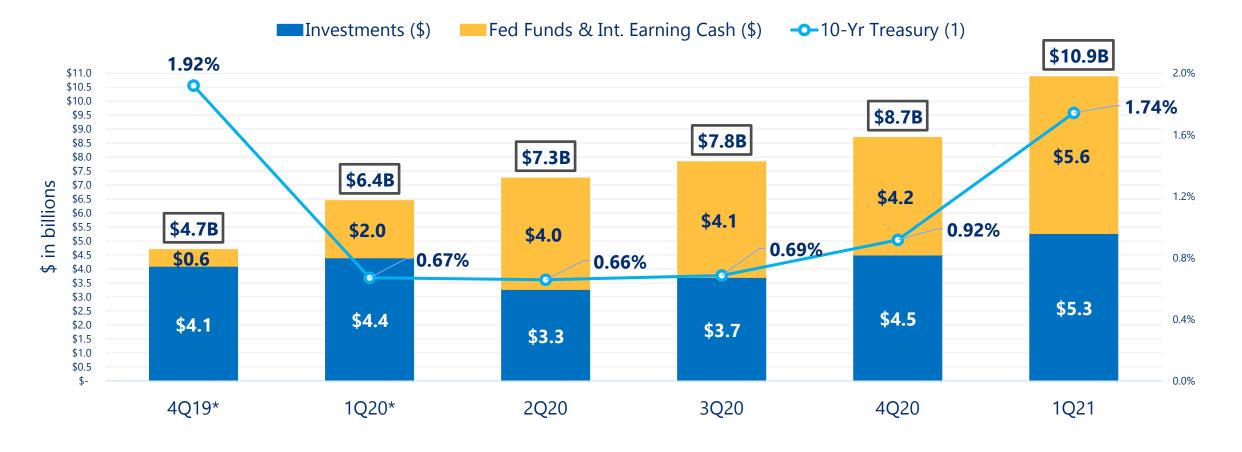
\* Tax equivalent

\*\* Accretion includes 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

## **Combined Business Basis Performance**



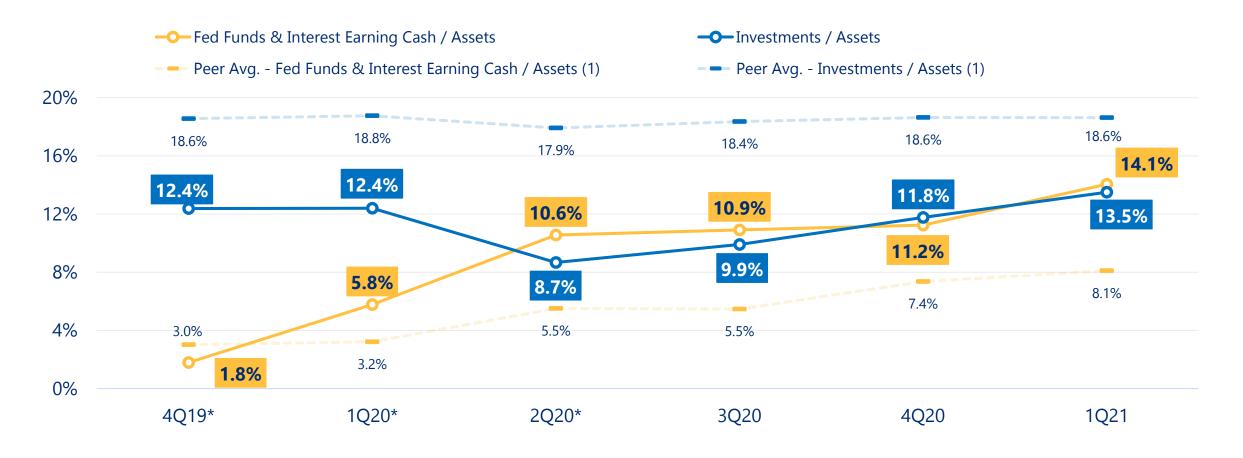


#### Dollars in billions

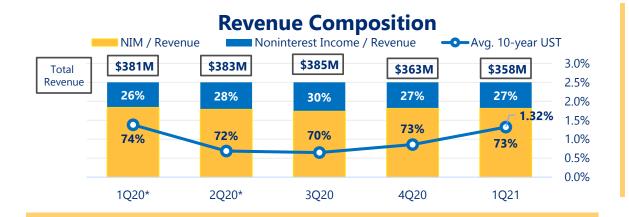
(1) 10-year Treasury at each quarter-end date

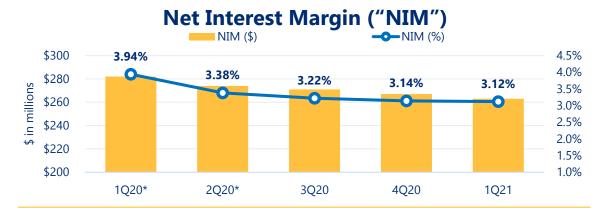
## EXCESS LIQUIDITY PROVIDES SIGNIFICANT TAILWIND (COMBINED BUSINESS BASIS)

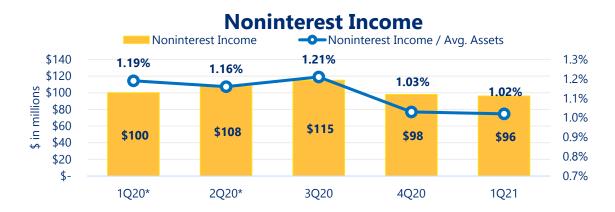


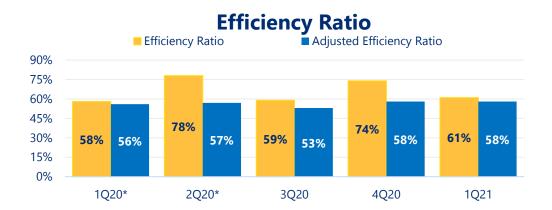


(1) Source: S&P Global Market Intelligence; Peers as disclosed in the most recent SSB proxy statement; The 1Q21 averages are based on MRQs available as of 4/27/21





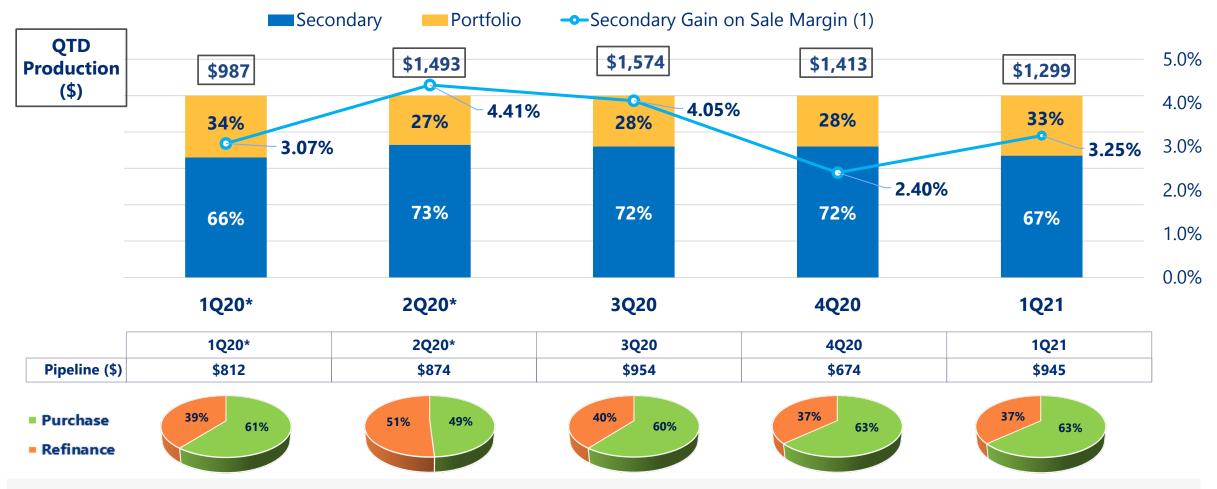




Total revenue and noninterest income are adjusted by securities gains or losses; Tax equivalent NIM, efficiency ratio and adjusted efficiency ratio are Non-GAAP financial measures; Adjusted Efficiency Ratio excludes the impact of branch consolidation, merger-related expenses, securities gains or losses, FHLB Advances prepayment penalty, swap termination expense, income tax benefit related to the carryback of tax losses under the CARES Act and amortization expense on intangible assets, as applicable – See Current & Historical Efficiency Ratio and Net Interest Margin in Appendix

## MORTGAGE BANKING DIVISION (COMBINED BUSINESS BASIS)

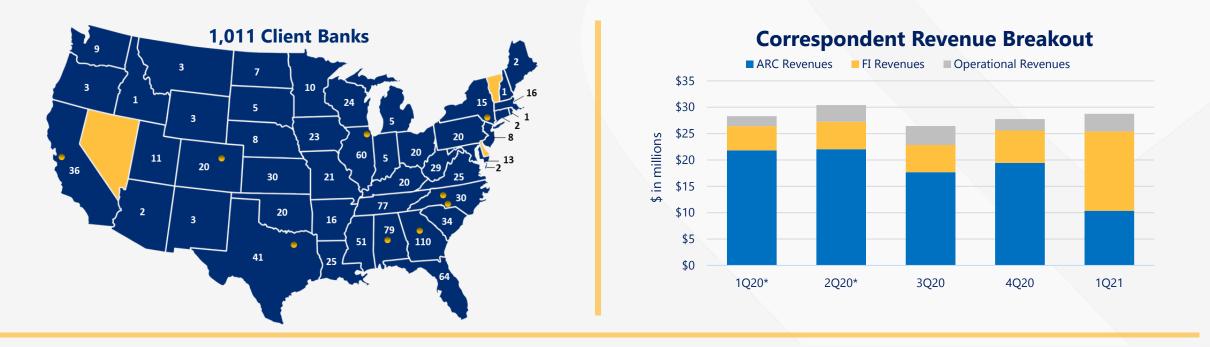




#### Dollars in millions

(1) Secondary gain on sale margin includes pipeline/LHFS changes

## CORRESPONDENT BANKING DIVISION (COMBINED BUSINESS BASIS)

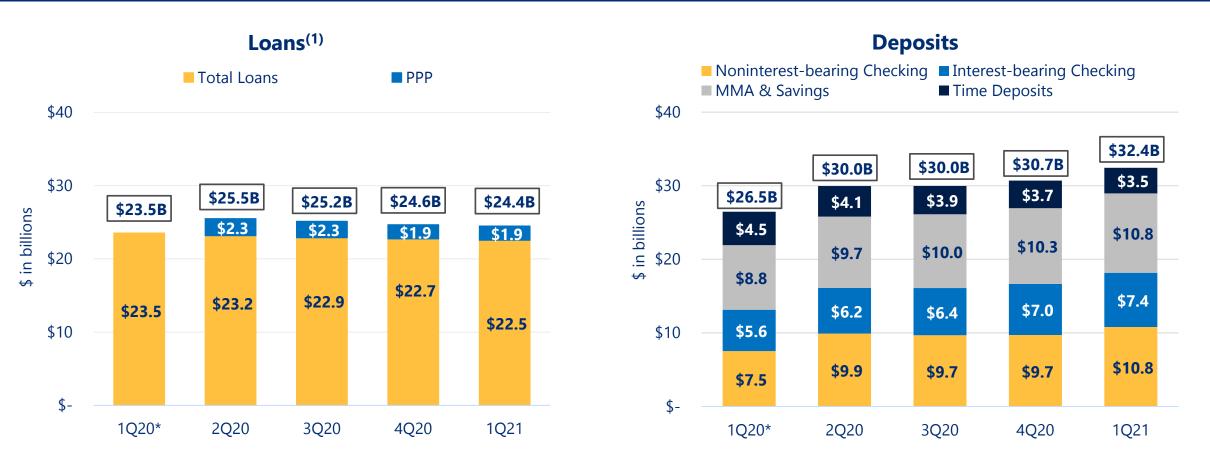


- Provides capital markets hedging (ARC), fixed income sales, international, clearing and other services to financial institutions
- Expanded Correspondent Banking Division with the acquisition of Duncan Williams, Inc. (acquisition closed on February 1, 2021)

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<sup>\*</sup> The combined historical information referred to in this presentation as the "Combined Business Basis" presented is based on the reported GAAP results of the Company and CenterState for the applicable periods without adjustments and the information included in this release has not been prepared in accordance with Article 11 of Regulation S-X, and therefore does not reflect any of the pro forma adjustments that would be required thereby. All Combined Business Basis financial information should be reviewed in connection the historical information of the Company and CenterState, as applicable, included in the Appendix to this presentation.

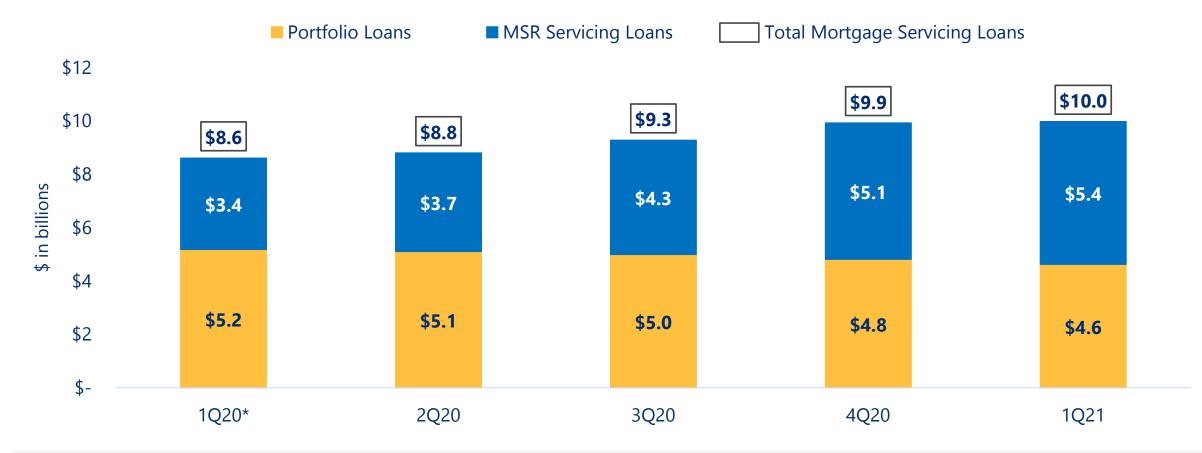
## CURRENT & HISTORICAL TREND (COMBINED BUSINESS BASIS)



#### Dollars in billions

(1) Excludes loans held for sale



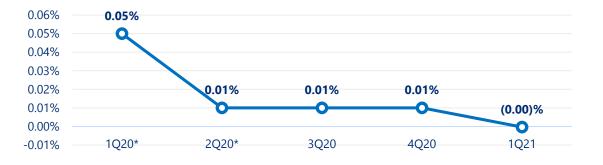


#### Dollars in billions

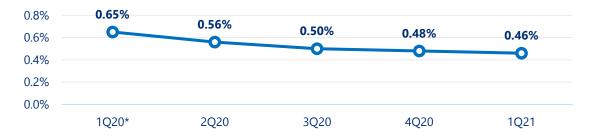
## ASSET QUALITY (COMBINED BUSINESS BASIS)



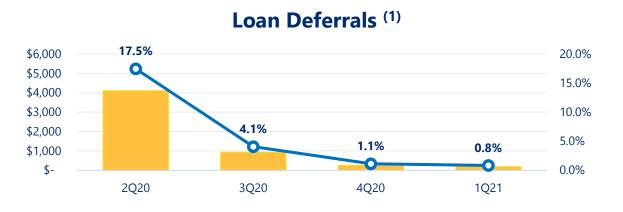
#### Net Charge-Offs (Recoveries) to Loans







### **Nonperforming Assets to Loans & OREO**



Dollars in millions, unless otherwise noted

(1) Excludes loans held for sale and PPP loans

\* The combined historical information referred to in this presentation as the "Combined Business Basis" presented is based on the reported GAAP results of the Company and CenterState for the applicable periods without adjustments and the information included in this release has not been prepared in accordance with Article 11 of Regulation S-X, and therefore does not reflect any of the pro forma adjustments that would be required thereby. All Combined Business Basis financial information should be reviewed in connection the historical information of the Company and CenterState, as applicable, included in the Appendix to this presentation.

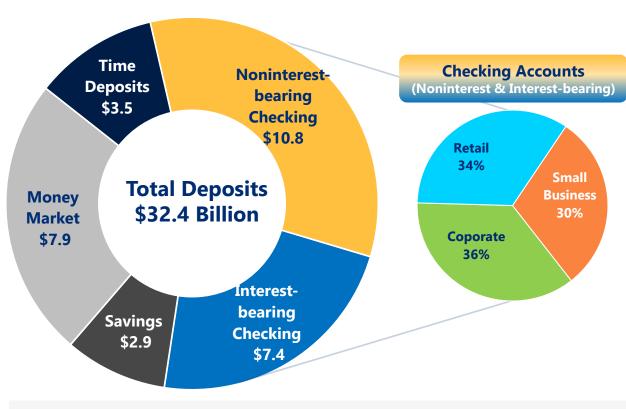
1.0%

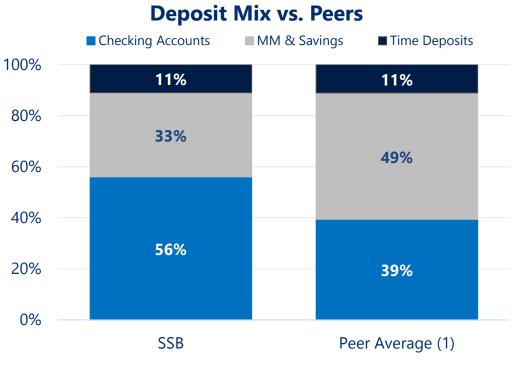
	4Q20	1Q21 <sup>(1)</sup>
Tangible Common Equity*	8.1 %	7.9 %
Tier 1 Leverage	8.3 %	8.5 %
Tier 1 Common Equity	11.8 %	12.1 %
Tier 1 Risk-Based Capital	11.8 %	12.1 %
Total Risk-Based Capital	14.2 %	14.5 %
Bank CRE Concentration Ratio	230 %	224 %
Bank CDL Concentration Ratio	54 %	53 %

#### (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







• Total cost of deposits for 1Q21: 15 bps

 ~ 815 thousand checking accounts / ~1.1 million total deposit accounts

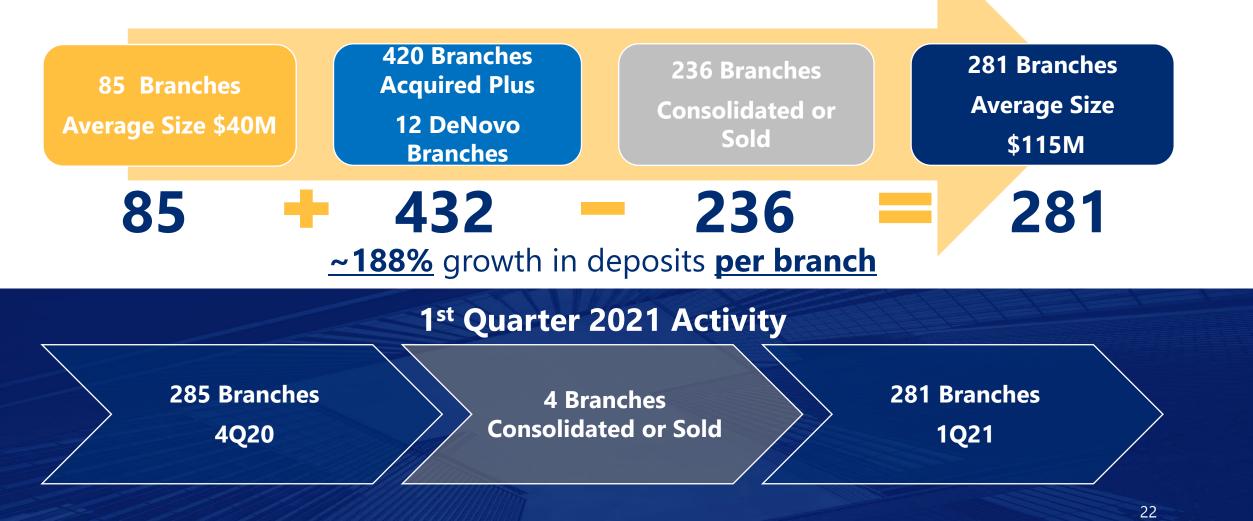
Data as of March 31, 2021

Dollars in billions

+ Core deposits defined as non-time deposits

(1) Source: S&P Global Market Intelligence; 1Q21 MRQs available as of 4/27/21; Peers as disclosed in the most recent SSB proxy statement





# COVID Effect 1Q20 vs 1Q21

## **Teller Transactions**

**1**29%

Call Center Volume

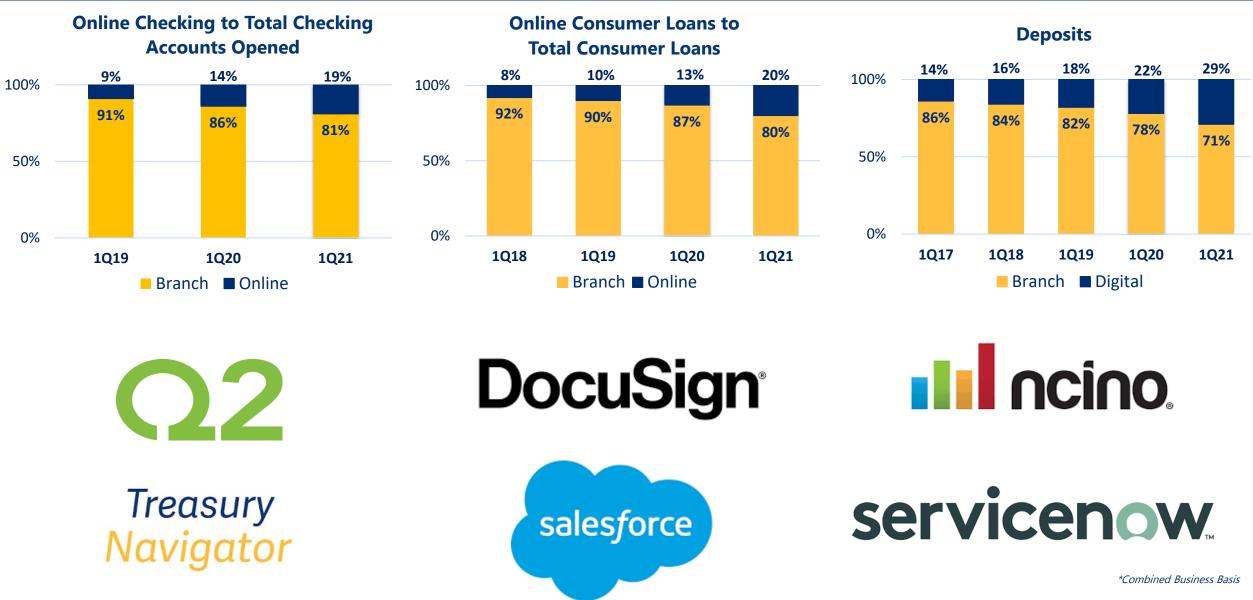
## Mobile Deposits

**136%** 

ATM Deposits

\*SSB Legacy Basis by Units

## **DIGITAL INVESTMENTS**







## LOSS ABSORPTION CAPACITY | 1Q 2021

		1Q21	% of 1	otal Loans (	(1)
Allowance for Credit Losses ("ACL")					
Non-PCD ACL	\$	284.2			
PCD ACL		122.2			
Total ACL	\$	406.4		1.80	%
Reserve for Unfunded Commitments					
Reserve for unfunded commitments		35.8		0.16	%
Total ACL plus Reserve for Unfunded Commitments	\$	442.2		1.96	%
Unrecognized Discount – Acquired Loans (2)		87.3		0.39	%
Loss Absorption Capacity	\$	529.5		2.34	%
Total Loans He	ld for I	nvestment <sup>(1)</sup>	\$	22,546	

Dollars in millions

(1) Excludes PPP loans and loan held for sale

(2) Includes mark on loans from CSFL and prior SSB acquisitions

## MERGER-RELATED EXPENSES/DEAL COSTS <sup>(1)</sup> | 2020 - 2021

		CSFL <sup>(2)</sup>	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			17,036	17,036
2020 \	YTD \$	36,602	\$ 82,953	\$ 119,555
1Q21			9,999	9,999
	LTD \$	36,602	\$ 92,952	\$ 129,554

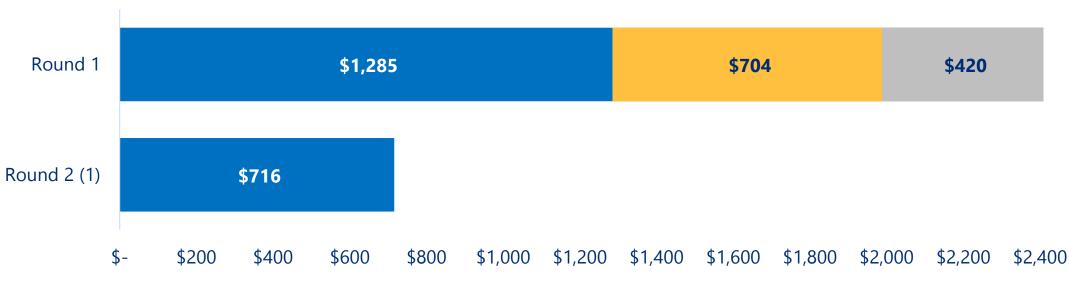
- System conversion scheduled for 2Q21
- Cost save realization process on track
- Estimated \$205 million total spend; \$75.4 million remaining

Dollars in thousands, unless otherwise noted

- (1) Only includes SSB/CSFL merger-related expenses
- (2) Merger-related expense occurred pre-merger

**PPP UPDATE** 



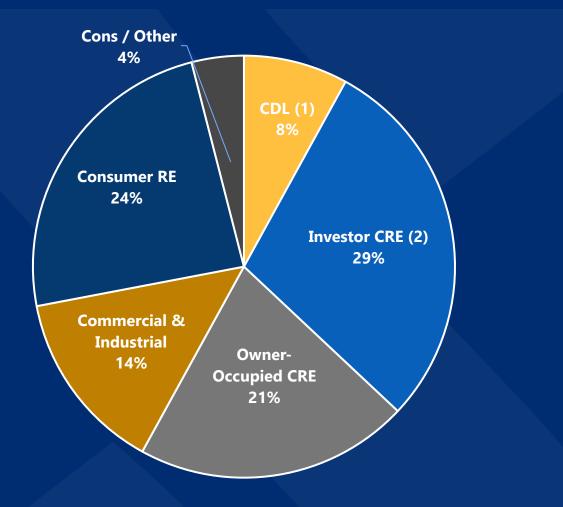


(1) Gross origination of \$731.8 million, net of \$15.9 million of deferred fees

- As of 1Q21, approximately 47%, or \$1,124 million of Round 1 PPP loans have been forgiven by the SBA <sup>(2)</sup>
- In 1Q21, we recognized PPP deferred fees of \$20.4 million
- Approximately \$33.3 million of PPP fees remaining to recognize

(2) The total forgiven dollar amount represents approved by the SBA and processed PPP loans

## TOTAL LOAN PORTFOLIO



#### Data as of March 31, 2021

Loan portfolio balances, average balances or percentage exclude loans held for sale and PPP loans (1) CDL includes residential construction, commercial construction, and all land development loans (2) Investor CRE includes nonowner-occupied CRE and other income producing property

Loan Type	No. of Loans	Balance	Avg. Loan Balance
Constr., Dev. & Land	5,473	\$ 1,889MM	\$ 345,100
Investor CRE	6,219	6,490MM	1,043,500
Owner-Occupied CRE	8,701	4,827MM	554,700
Commercial & Industrial	6,469	3,142MM	485,600
Consumer RE	44,816	5,313MM	118,600
Cons / Other	46,034	885MM	19,200
Total	117,712	\$ 22,546MM	\$ 191,500

### Loan Relationships

Top 10 Represents ~ 3% of total loan	S
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Top 20 Represents ~ 5% of total loans



## **Selected Industries** (% of total loan portfolio)

Lodging	\$978	4.3%
Restaurants	\$434	1.9%
Retail CRE	\$2,212	9.8%

Dollars in millions, unless otherwise noted

(1) Loan portfolio excluding loans held for sale and PPP loans

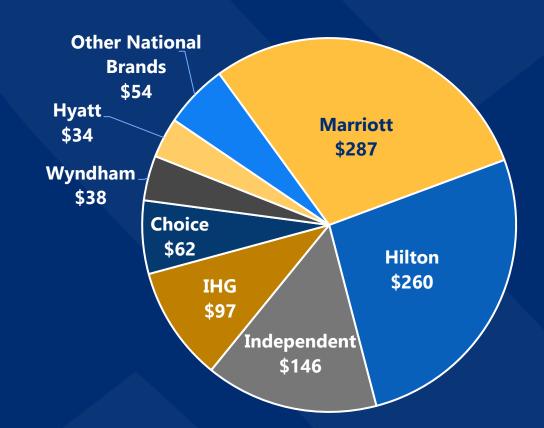
## LOANS - INDUSTRY EXPOSURES | LODGING PORTFOLIO

# **Lodging Portfolio**

- 59% weighted average loan to value
- Lodging is \$978 million or 4.3% of loan portfolio<sup>(1)</sup>
- 13% of portfolio under deferral
- Top 3 MSA's: Charleston, Greenville, Charlotte

Dollars in millions

(1) Loan portfolio excluding loans held for sale and PPP loans



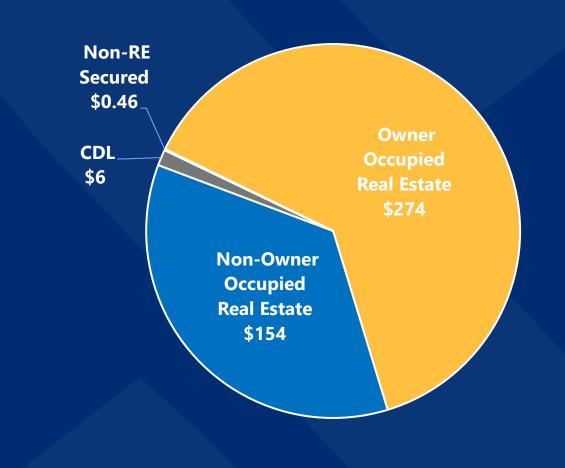
## LOANS – INDUSTRY EXPOSURES | RESTAURANT PORTFOLIO

## Restaurant Portfolio

- 56% weighted average loan to value
- Restaurant is \$434 million or 1.9% of loan portfolio<sup>(1)</sup>
- 1.6% of portfolio under deferral
- Top 3 MSA's: Atlanta, Jacksonville, Tampa

Dollars in millions

(1) Loan portfolio excluding loans held for sale and PPP loans

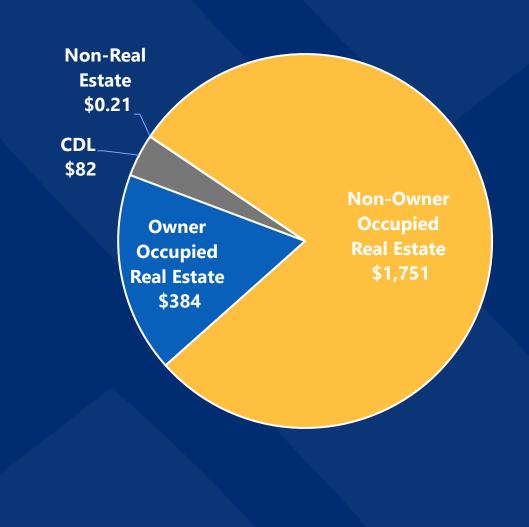


## LOANS - INDUSTRY EXPOSURES | RETAIL PORTFOLIO

# **Retail Portfolio**

- 53% weighted average loan to value
- Retail CRE is \$2.2 billion or 9.8% of loan portfolio<sup>(1)</sup>
- 0.03% of portfolio under deferral
- Top 3 MSA's: Orlando, Miami, Tampa





## NON-GAAP RECONCILIATIONS - CURRENT & HISTORICAL: EFFICIENCY RATIOS & NET INTEREST MARGIN(UNAUDITED)

Combined Business Basis													
			1Q20					2Q20			 3Q20	 4Q20	 1Q21
		SSB	CSFL	Co	mbined <sup>(1)</sup>		SSB	CSFL <sup>(2)</sup>	0	Combined	SSB	SSB	SSB
Noninterest expense (GAAP)	\$	107,247 \$	122,772	\$	230,019	\$	175,112 \$	132,703	\$	307,815	\$ 236,887	\$ 278,398	\$ 228,711
Less: Amortization of intangible assets		3,007	4,535		7,542		4,665	2,886		7,551	9,560	9,760	9,164
Adjusted noninterest expense (non-GAAP)	\$	104,240 \$	118,237	\$	222,477	\$	170,447 \$	129,817	\$	300,264	\$ 227,327	\$ 268,638	\$ 219,547
Net interest income (GAAP)	\$	128,013 \$	153,353	\$	281,366	\$	162,557 \$	5 111,624	\$	274,181	\$ 270,348	\$ 265,547	\$ 261,998
Tax Equivalent ("TE") adjustments		530	685		1,215		579	495		1,074	734	1,662	1,286
Net interest income, TE (non-GAAP)	\$	128,543 \$	154,038	\$	282,581	\$	163,136 \$	5 112,119	\$	275,255	\$ 271,082	\$ 267,209	\$ 263,284
Noninterest income (GAAP)	\$	44,132 \$	55,790	\$	99,922	\$	54,347 \$	\$ 94,271	\$	148,618	\$ 114,790	\$ 97,871	\$ 96,285
Less: Gain (loss) on sale of securities		-	-		-		-	40,276		40,276	15	35	-
Adjusted noninterest income (non-GAAP)	\$	44,132 \$	55,790	\$	99,922	\$	54,347 \$	53,995	\$	108,342	\$ 114,775	\$ 97,836	\$ 96,285
Efficiency Ratio (Non-GAAP)		<b>60</b> %	56%		58%		78%	78%	6	78%	59%	74%	61%
Noninterest expense (GAAP)	\$	107,247 \$	122,772	\$	230,019	\$	175,112 \$	132,703	\$	307,815	\$ 236,887	\$ 278,398	\$ 228,711
Less: Non-recurring items <sup>(3)</sup>		7,136	7,586		14,722		45,143	44,761		89,904	31,222	68,439	19,173
Adjusted noninterest expense (non-GAAP)	\$	100,111 \$	115,186	\$	215,297	\$	129,969 \$	\$ 87,942	\$	217,911	\$ 205,665	\$ 209,959	\$ 209,538
Adjusted Efficiency Ratio (Non-GAAP)		58%	55%		56%		<b>60%</b>	53%	6	57%	53%	58%	58%
Average Interest-earning Assets	\$	14,042,524 \$		\$ 2	28,915,531	\$	20,347,350 \$			32,761,612	\$ 33,503,666	\$ 33,853,006	\$ 34,265,903
Net interest income, TE (non-GAAP)		128,543	154,038		282,581		163,136	112,119		275,255	271,082	267,209	263,284
Net Interest Margin (Non-GAAP)		3.68%			3.94%		3.24%			3.38%	3.22%	3.14%	3.12%

Dollars in thousands

(1) Does not include purchase accounting adjustments

(2) Through June 7, 2020

(3) Non-recurring items include intangible assets' amortization expenses for the adjusted efficiency ratios

\* The combined historical information referred to in this presentation as the "Combined Business Basis" presented is based on the reported GAAP results of the Company and CenterState for the applicable periods without adjustments and the information included in this release has not been prepared in accordance with Article 11 of Regulation S-X, and therefore does not reflect any of the pro forma adjustments that would be required thereby. 34

## NON-GAAP RECONCILIATIONS – CURRENT & HISTORICAL: INVESTMENTS, FED FUNDS SOLD & INT. EARNING CASH(UNAUDITED)

			Combined B	usin	ess Basis								
		4Q19	1Q20				2Q20	3Q20	4Q20		 1Q21		
	SSB	CSFL	Combined <sup>(1)</sup>		SSB	CSFL	Combined	(1)	SSB	SSB		SSB	SSB
Fed Funds & Interest Earning Cash	\$ 426,685 \$	163,890	\$ 590,575	\$	1,003,257 \$	1,033,586	\$ 2,036,8	343	\$ 3,983,047	\$ 4,127,250	\$	4,245,949	\$ 5,581,581
Investments	2,005,171	2,094,614	4,099,785		2,034,189	2,342,822	4,377,0	)11	3,271,148	3,747,128		4,457,331	5,351,218
Total Assets	\$ 15,921,092 \$	17,142,025	\$ 33,063,117	\$	16,642,911 \$	18,596,292	\$ 35,239,2	203	\$ 37,725,356	\$ 37,819,366	\$	37,789,873	\$ 39,730,332
Fed Funds & Interest Earning Cash / Assets			1.8%				5.	8%	10.6%	10.9%		11.2%	14.1%
······································													
			10.40				10		0.70	0.000		11.000	12 500
Investments / Assets			12.4%				12.	4%	8.7%	9.9%		11.8%	13.5%

Dollars in thousands

(1) Does not include purchase accounting adjustments

\* The combined historical information referred to in this presentation as the "Combined Business Basis" presented is based on the reported GAAP results of the Company and CenterState for the applicable periods without adjustments and the information included in this release has not been prepared in accordance with Article 11 of Regulation S-X, and therefore does not reflect any of the pro forma adjustments that would be required thereby.

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#### PPNR, Adjusted (Non-GAAP)

		 1021
		SSB
Net interest income (GAAP)		\$ 261,998
Plus:		
Noninterest income		96,285
Less:		
Gain (loss) on sale of securities		 -
Total revenue, adjusted (non-GAAP) Less:		\$ 358,283
Noninterest expense		228,711
PPNR (Non-GAAP)		\$ 129,572
Plus:		
	Non-recurring items	10,009
	PPNR, Adjusted (Non-GAAP)	\$ 139,581

#### **Correspondent & Capital Market Income**

	 Combined Business Basis													
			1Q20				2Q20					3Q20	4Q20	1Q21
	 SSB		CSFL	Con	nbined <sup>(1)</sup>		SSB	C	CSFL <sup>(2)</sup>	Со	mbined	SSB	SSB	SSB
ARC revenues	\$ -	\$	21,821	\$	21,821	\$	6,037	\$	16,003	\$	22,040	\$ 17,682	\$ 19,446	\$ 10,370
FI revenues	-		4,603		4,603		1,848		3,348		5,196	5,157	6,139	15,052
Operational revenues	493		1,385		1,878		2,182		986		3,168	3,593	2,166	3,326
Total Correspondent & Capital Market Income	\$ 493	\$	27,809	\$	28,302	\$	10,067	\$	20,337	\$	30,404	\$ 26,432	\$ 27,751	\$ 28,748

Dollars in thousands

(1) Does not include purchase accounting adjustments

(2) Through June 7, 2020

## NON-GAAP RECONCILIATIONS – TANGIBLE BOOK VALUE / SHARE & TANGIBLE COMMON EQUITY RATIO

#### **Tangible Book Value per Common Share**

	1Q20		2Q20	3Q20	4	Q20	1Q21
Shareholders' common equity (excludes preferred stock)	\$ 2,321,043	\$	4,491,850	\$ 4,563,413	\$	4,647,880	\$ 4,719,820
Less: Intangible assets	1,049,709		1,774,294	1,738,161		1,726,534	1,733,619
Tangible shareholders' common equity (excludes preferred stock)	\$ 1,271,334	\$	2,717,556	\$ 2,825,252	\$	2,921,346	\$ 2,986,201
Common shares issued and outstanding	33,444,236		70,907,119	70,928,304		70,973,477	71,060,446
Tangible Book Value per Common Share (Non-GAAP)	\$ 38.01	\$	38.33	\$ 39.83	\$	41.16	\$ 42.02

#### Tangible Common Equity ("TCE") Ratio

	4Q20			1Q21		
Shareholders' equity (GAAP) Less:	\$	4,647,880	\$	4,719,820		
Intangible assets		1,726,534		1,733,619		
Tangible common equity (non-GAAP)	\$	2,921,346	\$	2,986,201		
Total assets (GAAP) Less:		37,789,873		39,730,332		
Intangible assets		1,726,534		1,733,619		
Tangible asset (non-GAAP)	\$	36,063,339	\$	37,996,713		
TCE Ratio (Non-GAAP)		8.1%		7.9%		

Dollars in thousands, except for per share data

## NON-GAAP RECONCILIATIONS – RETURN ON AVG. TANGIBLE COMMON EQUITY & PPNR RETURN ON AVG. ASSETS

#### **Return on Average Tangible Common Equity**

			1Q2 <sup>-</sup>	1
Net income (GAAP)	\$	86,236	\$	146,949
Plus:				
Amortization of intangibles		9,760		9,164
Effective tax rate, excluding DTA write-off		18%		22 %
Amortization of intangibles, net of tax		7,998		7,163
Net income plus after-tax amortization of intangibles (non-GAAP)	\$	94,234	\$	154,112
Average shareholders' common equity, excluding preferred stock Less:	\$	4,607,356	\$	4,687,149
Average intangible assets		1,735,035		1,733,522
Average tangible common equity	\$	2,872,321	\$	2,953,627
Return on Average Tangible Common Equity (Non-GAAP)_		13.05%		21.16%

#### **PPNR (adjusted) Return on Average Assets**

PPNR, Adjusted (Non-GAAP) Average assets	-	1Q21 \$ 139,581 38,245,410
	PPNR ROAA	1.48%

#### Dollars in thousands

The tangible measures are non-GAAP measures and exclude the effect of period end or average balance of intangible assets; the tangible returns on equity and common equity measures also add back the after-tax amortization of intangibles to GAAP basis net income.

### NON-GAAP RECONCILIATIONS – ADJUSTED NET INCOME & ADJUSTED EARNINGS PER SHARE ("EPS")

#### **Adjusted Net Income**

	4Q20		1Q21	
Net income (GAAP)	\$	86,236	\$	146,949
Plus:				
Securities gain, net of tax		(29)		
Income tax benefit - carryback of tax losses under the CARES Act		(31,468)		7,824
Merger and branch consolidation related expense, net of tax		16,255		
Swap termination expense		31,784		
FHLB prepayment penalty		46		-
Adjusted Net Income (Non-GAAP)	\$	102,824	\$	154,773

#### **Adjusted EPS**

	4Q20		1Q21	
Adjusted diluted weighted-average common shares		71,295		71,484
Net income (GAAP)	\$	86,236	\$	146,949
Plus:				
Securities gain, net of tax		(29)		-
Income tax benefit - carryback of tax losses under the CARES Act		(31,468)		
Merger and branch consolidation related expense, net of tax		16,255		7,824
Swap termination expense		31,784		-
FHLB prepayment penalty		46		-
Adjusted net income (non-GAAP)	\$	102,824	\$	154,773
Adjusted EPS, Diluted (Non-GAAP)	\$	1.44	\$	2.17

Dollars in thousands, except for per share data

## \$

#### Adjusted Return on Average Assets

		4Q20	1Q21
Adjusted net income (non-GAAP)		\$ 102,824	\$ 154,773
Total average assets		38,027,111	38,245,410
	Adjusted Return on Average Assets (Non-GAAP)	1.08%	1.64%

#### Adjusted Return on Average Tangible Common Equity

	4Q20		<b>1Q2</b> 1	l
Adjusted net income (non-GAAP)	\$	102,824	\$	154,773
Plus:				
Amortization of intangibles, net of tax		7,998		7,163
Adjusted net income plus after-tax amortization of intangibles (non-GAAP)	\$	110,822	\$	161,936
Average tangible common equity	\$	2,872,321	\$	2,953,627
Adjusted Return on Average Tangible Common Equity (Non-GAAP)		15.35%		22.24%

#### Dollars in thousands

The tangible measures are non-GAAP measures and exclude the effect of period end or average balance of intangible assets; the tangible returns on equity and common equity measures also add back the after-tax amortization of intangibles to GAAP basis net income.



#### **Net Interest Margin - Tax Equivalent (Non-GAAP)**

net interest margin hax Equivalent (non GAA)									
	1Q20	2Q20		3Q20		4Q20		4Q20 1	
Net interest income (GAAP)	\$ 128,013	\$	162,557	\$	270,348	\$	265,547	\$	261,998
Tax equivalent adjustments	530		579		734		1,662		1,286
Net interest income (tax equivalent) (Non-GAAP)	\$ 128,543	\$	163,136	\$	271,082	\$	267,209	\$	263,284
Average interest earning assets	\$ 14,042,524	\$	20,262,035	\$	33,503,666	\$	33,853,006	\$	34,231,928
Net Interest Margin - Tax Equivalent (Non-GAAP)	3.68%		3.24%		3.22%		3.14%		3.12%

Dollars in thousands

