# Earnings Call 4Q 2022

January 27, 2023



#### **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," "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 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, 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, inflation, 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 interest rate environment, the number and pace of interest rate increases, 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 Atlantic Capital 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 Atlantic Capital's operations into SouthState's operations will be more costly or difficult than expected or that the parties are otherwise unable to successfully integrate Atlantic Capital's businesses into SouthState's businesses, (iii) the amount of the costs, fees, expenses and charges related to the merger, and (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 to efficiencies and the control environment due to the changing work environment; (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 deposit and loan 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-tomarket" 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 (ESG) matters, including the impact of recently issued proposed regulatory guidance and regulation relating to climate change; (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 Atlantic Capital integration, and potential difficulties in maintaining relationships with key personnel; (25) reputational risk and possible higher than estimated reduced revenue from announced changes in the Bank's consumer overdraft programs; (26) the risks of fluctuations in market prices for SouthState common stock that may or may not reflect economic condition or performance of SouthState; (27) 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's performance and other factors; (28) ownership dilution risk associated with potential acquisitions in which SouthState's stock may be issued as consideration for an acquired company; (29) operational, technological, cultural, regulatory, legal, credit and other risks associated with the exploration, consummation and integration of potential future acquisitions, whether involving stock or cash consideration; (30) major catastrophes such as hurricanes, tornados, earthquakes, floods or other natural or human disasters, including infectious disease outbreaks, such as the ongoing Covid19 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; (31) terrorist activities risk that results in loss of consumer confidence and economic disruptions; and (32) 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** (1)



Billion in assets

Billion in loans

Billion in deposits

Billion market cap

### BEST-IN-STATE **BANKS**



**#1** in Florida **#3** in South Carolina

> AMERICAN BANKER Best Banks to Work For

Top 50 **Public Banks 2021** 

Market Intelligence

Ranked #30 by S&P Global

16 Greenwich Excellence and Best Brand awards from Coalition Greenwich

Forbes 2022 **AMERICA'S BEST BANKS** 

**Top 30** Forbes 100 **Best Banks** in America 2022

# The SouthState Way CULTURAL CORNERSTONES



The WHY

To invest in the entrepreneurial spirit, pursue excellence and inspire a greater purpose.



### The **HOW**

### **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**

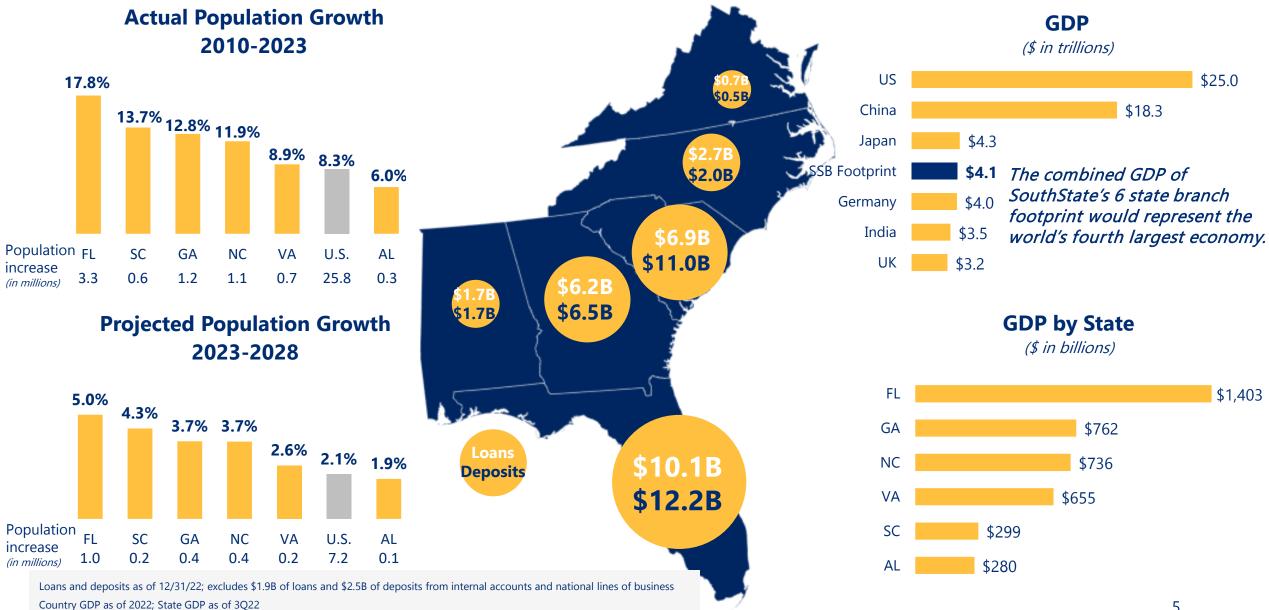
We communicate with candor and transparency. The relationship is more valuable than the transaction.

### **Greater Purpose**

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

### POSITIONED FOR THE FUTURE IN THE BEST GROWTH MARKETS IN AMERICA



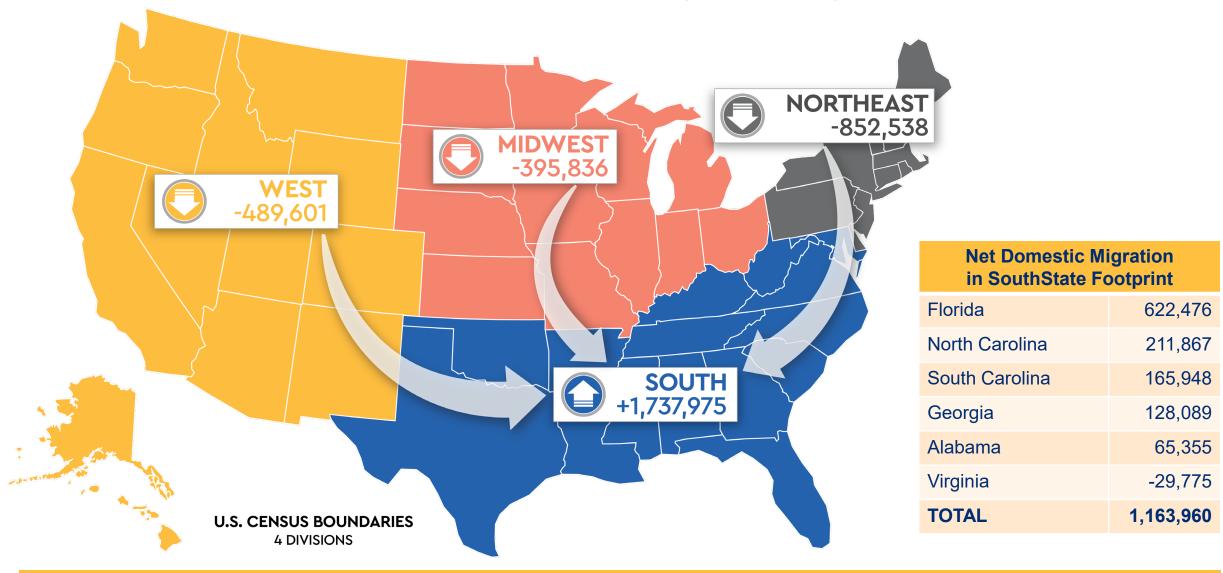


Sources: S&P Global, International Monetary Fund, US Bureau of Economic Analysis

### PANDEMIC ACCELERATES POPULATION MIGRATION TO THE SOUTH







### **INVESTMENT THESIS**



- 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
- True alternative to the largest banks with capital markets platform and upgraded technology solutions

## **Quarterly Results**



### HIGHLIGHTS | LINKED QUARTER



|  | 3Q22 |         | 4Q22        |
|--|------|---------|-------------|
| GAAP                                     |      |         |             |
| Net Income                               | \$   | 133.0   | \$<br>143.5 |
| EPS (Diluted)                            | \$   | 1.75    | \$<br>1.88  |
| Return on Average Assets                 |      | 1.17 %  | 1.28 %      |
| Non-GAAP <sup>(1)</sup>                  |      |         |             |
| Return on Average Tangible Common Equity |      | 17.99 % | 20.17 %     |
| Non-GAAP, Adjusted <sup>(1)</sup>        |      |         |             |
| Net Income                               | \$   | 143.7   | \$<br>144.7 |
| EPS (Diluted)                            | \$   | 1.89    | \$<br>1.90  |
| Return on Average Assets                 |      | 1.27 %  | 1.29 %      |
| Return on Average Tangible Common Equity |      | 19.36 % | 20.33 %     |

Dollars in millions, except per share data

<sup>(1)</sup> For end note descriptions, see Earnings Presentation End Notes starting on slide 42

### QUARTERLY HIGHLIGHTS | 4Q 2022



- Reported Earnings per Share ("EPS") of \$1.88; Adjusted Diluted EPS (non-GAAP) of \$1.90
- Pre-Provision Net Revenue ("PPNR")(non-GAAP)(2) of \$231.4 million, or 2.07% PPNR ROAA(2)
- PPNR per diluted share (non-GAAP)<sup>(2)</sup> of \$3.03, up 11% from the prior quarter's \$2.74 and up 60% from \$1.89 one year ago
- Loans increased \$1.3 billion, or 19% annualized from prior quarter; increased 17%<sup>(3)</sup> over the last year
- Deposits declined \$559 million, or 6% annualized; total deposit cost was 0.21%, up 13 basis points from prior quarter
- Core net interest income (non-GAAP)<sup>(4)</sup> increased \$36 million from prior quarter
- 5.5% revenue growth with 0.5% expense growth generated 5.0% operating leverage in the quarter
- Adjusted efficiency ratio (non-GAAP)<sup>(1)</sup> improved to 48% from the prior quarter's 50%
- Net charge-offs of \$873 thousand, or 0.01% annualized; net loan recoveries excluding DDA charge-offs;
   Provision for Credit Losses ("PCL") of \$47.1 million

### PPNR PER DILUTED SHARE<sup>(1)</sup>

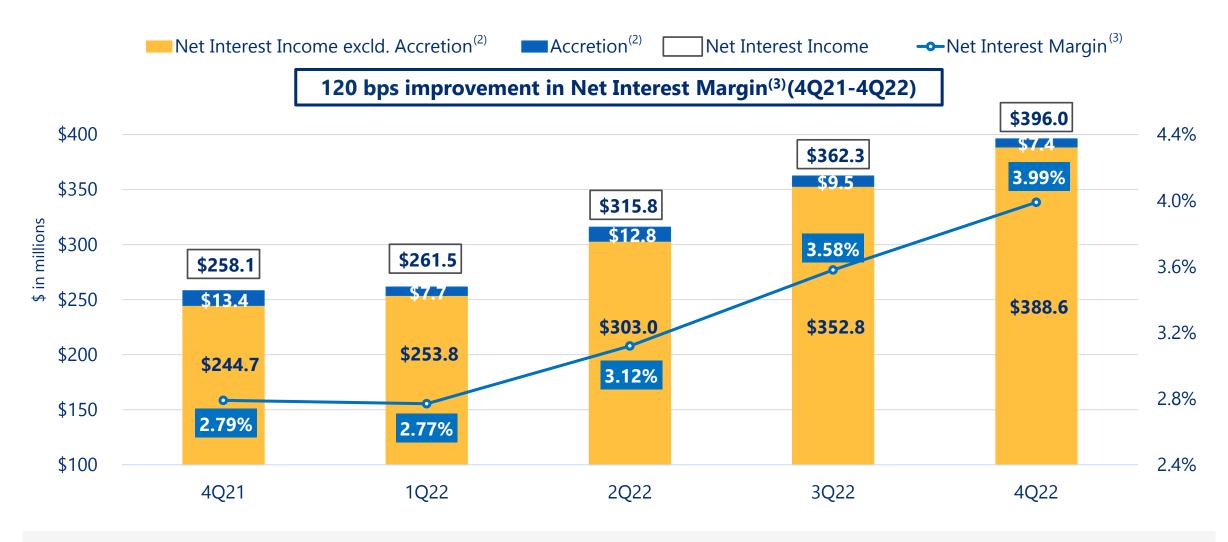




<sup>(1)</sup> For end note descriptions, Earnings Presentation End Notes starting on slide 42

### NET INTEREST MARGIN<sup>(1)</sup>





#### Dollars in millions

- (1) For end note descriptions, see Earnings Presentation End Notes starting on slide 42
- (2) Accretion includes PPP loans deferred fees and loan discount accretion
- (3) Tax equivalent

### LOAN PRODUCTION VS LOAN GROWTH





#### Dollars in millions

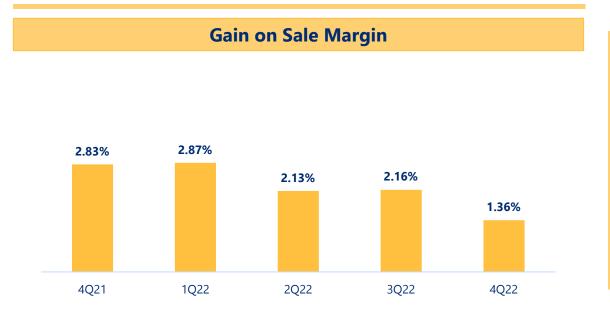
- (1) 2022 loan production excludes production by legacy ACBI from March ~ July 22 (pre-core system conversion); 2022 loan portfolio growth excludes acquisition date loan balances acquired from ACBI
- (2) 2019 Ioan production excludes production from National Bank of Commerce ("NBC") during 1Q19; National Commerce Corporation, the holding company of NBC, was acquired by CenterState in 2Q 2019
- (3) Excludes loans held for sale and PPP; loan production indicates committed balance total; loan portfolio growth indicates annual loan ending balance growth, excluding loans held for sale and PPP
- (4) For end note descriptions, see Earnings Presentation End Notes starting on slide 42

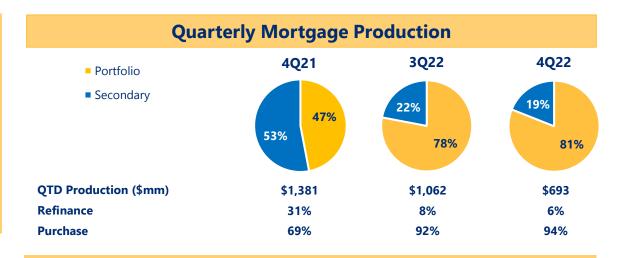
### MORTGAGE BANKING DIVISION



### **Highlights**

- Mortgage banking income of (\$545) thousand in 4Q
   2022 compared to \$2.3 million in 3Q 2022
- Secondary pipeline of \$39 million at 4Q 2022, as compared to \$76 million at 3Q 2022
- Recorded MSR write-down of \$3 million in Q4 2022





| banki | ng incor       | ne (\$   | mm)   |  |  |  |      |
|-------|----------------|--|---|--|--|--|------|
| 4Q21  |                | 4Q21 3Q22  |   |  | 3Q22   |  | 4Q22 |
| _     |                |  |   |  |  |  |      |
| \$    | 15,417         | \$   | 3,501   | \$   | 460  |  |      |
|       | (5,081)        |  | (1,968)   |  | 317  |  |      |
| \$    | 10,336         | \$   | 1,533   | \$   | 777  |  |      |
|       |                |  |   |  |  |  |      |
| \$    | 3,620          | \$   | 4,170   | \$   | 4,160  |  |      |
|       | (1,912)        |  | (3,441)   |  | (5,482)  |  |      |
| \$    | 1,708          | \$   | 729   | \$   | (1,322)  |  |      |
| \$    | 12,044         | \$   | 2,262   | \$   | (545)  |  |      |
|       | \$<br>\$<br>\$ | \$ 15,417<br>(5,081)<br>\$ 10,336<br>\$ 3,620<br>(1,912)<br>\$ 1,708 | \$ 15,417 \$ (5,081) \$ 10,336 \$ \$ \$ (1,912) \$ 1,708 \$ | \$ 15,417 \$ 3,501<br>(5,081) (1,968)<br>\$ 10,336 \$ 1,533<br>\$ 3,620 \$ 4,170<br>(1,912) (3,441)<br>\$ 1,708 \$ 729 | \$ 15,417 \$ 3,501 \$ (5,081) (1,968) \$ 10,336 \$ 1,533 \$ \$ \$ (1,912) (3,441) \$ 1,708 \$ 729 \$ |  |      |

### RESIDENTIAL MORTGAGE PORTFOLIO



**GAIN ON SALE ("GOS") MARGIN AND INTEREST RATES** 



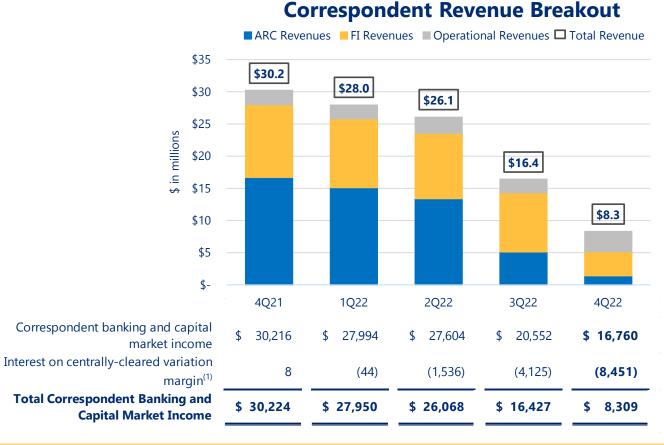
Dollars in millions

(1) & (2) For end note descriptions, see Earnings Presentation End Notes starting on slide 42

### CORRESPONDENT BANKING DIVISION







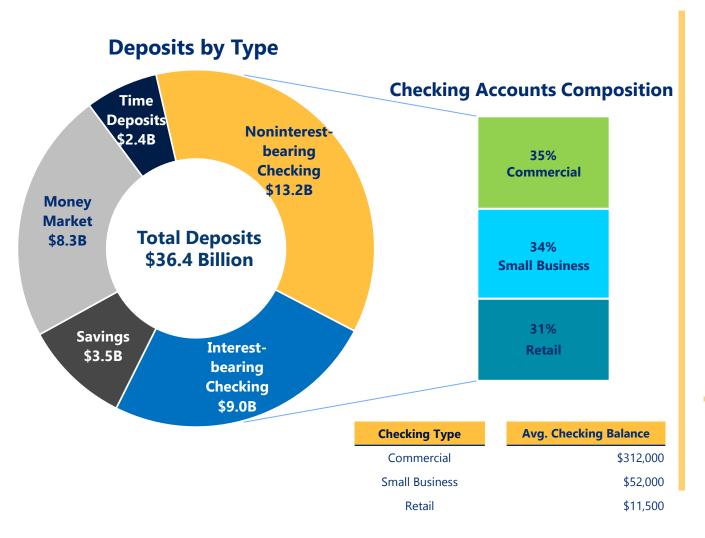
 Provides capital markets hedging (ARC), fixed income sales, international, clearing and other services to over 1,000 financial institutions across the country

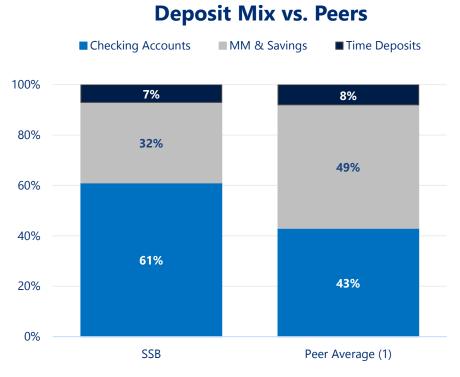
## **Interest Rate Sensitivity**



### PREMIUM CORE DEPOSIT FRANCHISE







Total cost of deposits for 4Q22: 21 bps

Data as of December 31, 2022

Dollars in billions except for average checking balances

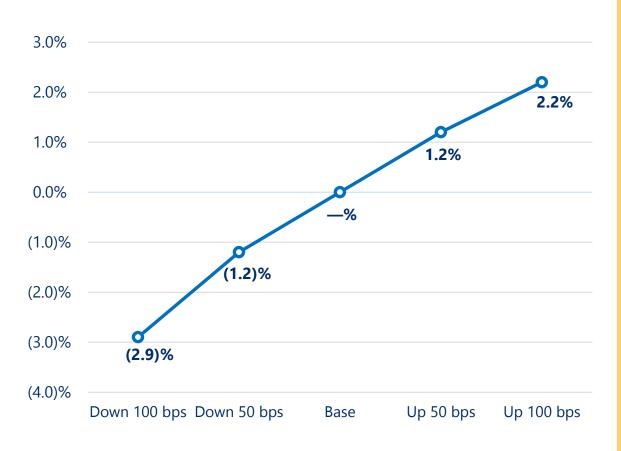
<sup>&</sup>lt;sup>+</sup> Core deposits defined as non-time deposits

<sup>(1)</sup> Source: S&P Global Market Intelligence; 4Q22 MRQs available as of January 25, 2023; Peers as disclosed in the most recent SSB proxy statement

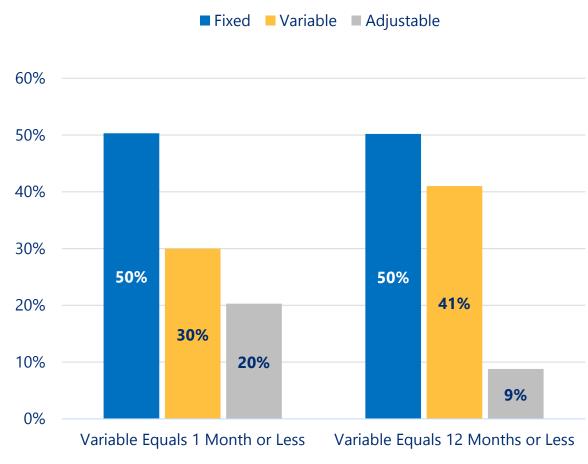
### INTEREST RATE RISK PROFILE







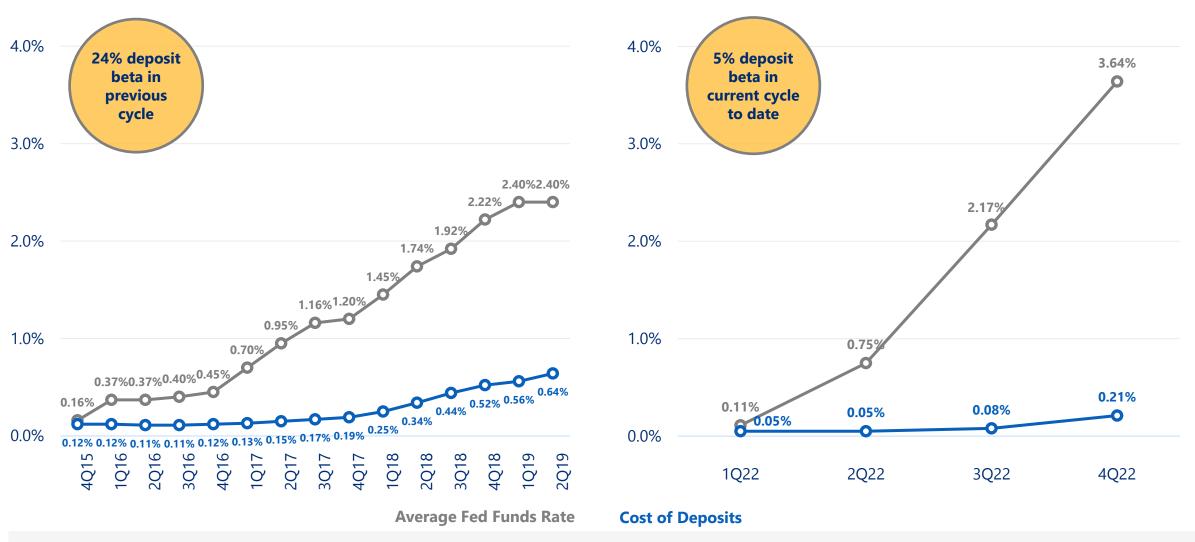
### Loan Repricing Frequency (excluding PPP)



<sup>(1)</sup> Denotes percentage change in net interest income from the base case scenario that reflects the consensus forecast published mid-January 2023. The consensus forecast projects yield curve inversion. Interest rate shocks are applied to consensus forecast. Deposit betas have been accelerated to reflect sensitivities from December 31, 2022. Weighted average total deposit costs have increased twenty-five basis points since the Federal Reserve began raising rates in March 2022.

## REMAIN WELL-POSITIONED DURING CURRENT CYCLE – PREVIOUS AND CURRENT RISING INTEREST RATE CYCLE





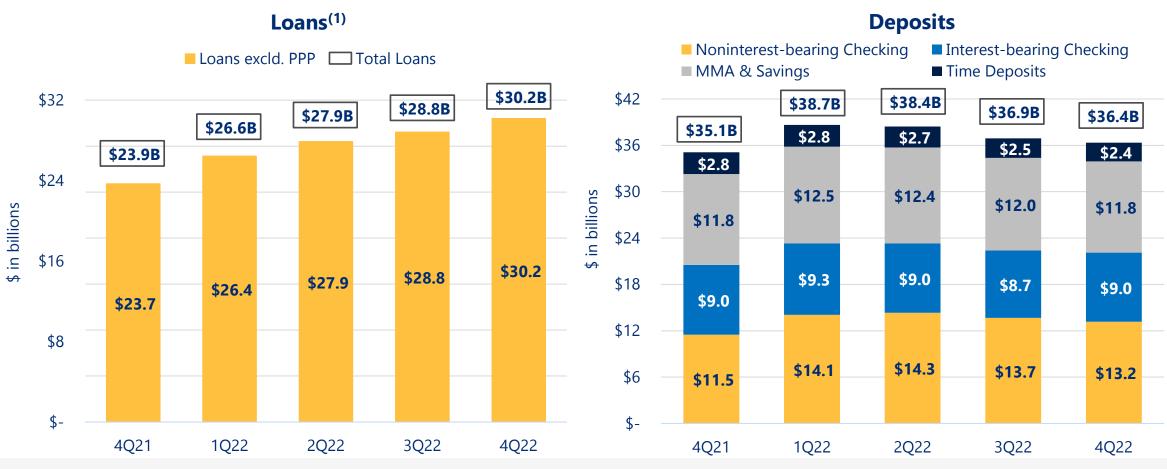
Historic deposit beta excludes legacy ACBI

## **Balance Sheet**



### LOAN AND DEPOSIT TRENDS





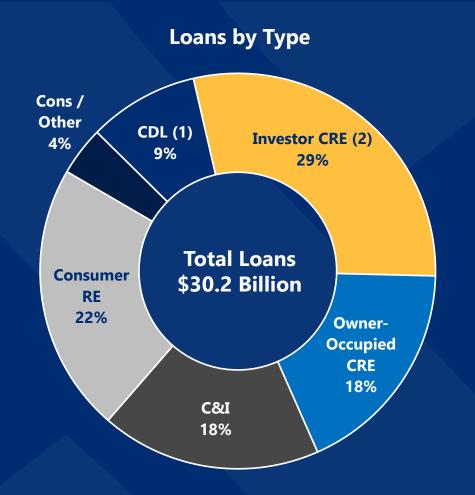
Dollars in billions

Amounts may not total due to rounding

(1) Excludes loans held for sale

### TOTAL LOAN PORTFOLIO





| Loan Type            | No. of Loans | Balance | Avg. Loan<br>Balance |
|----------------------|--------------|---------|----------------------|
| Constr., Dev. & Land | 5,357        | \$ 2.9  | B \$ 533,900         |
| Investor CRE         | 8,829 8.8    |         | B 993,300            |
| Owner-Occupied CRE   | 8,111        | 5.4     | B 673,200            |
| C & I                | 18,931       | 5.3     | B 280,200            |
| Consumer RE          | 41,324       | 6.5     | B 156,700            |
| Cons / Other(3)      | 46,851       | 1.1     | B 23,100             |
| Total <sup>(3)</sup> | 129,403      | \$ 30.0 | \$ 231,500           |

**Loan Relationships** 

Top 10 Represents ~ 2% of total loans
Top 20 Represents ~ 4% of total loans

Data as of December 31, 2022

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
- (3) Excludes SELF loans acquired from ACBI

### **ASSET QUALITY METRICS**



#### **Provision for Credit Losses & Net Charge-Offs (Recoveries)**



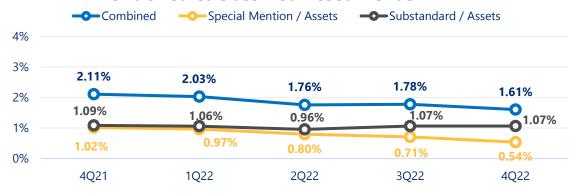
#### **Net Charge-Offs (Recoveries) to Loans**



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



#### **Criticized & Classified Asset Trends**



#### Dollars in millions

(1) Excludes loans held for sale and PPP loans

### CAPITAL RATIOS



|                                       | 3 <b>Q</b> 22 | 4Q22 <sup>(2)</sup> |
|---------------------------------------|---------------|---------------------|
| Tangible Common Equity <sup>(1)</sup> | 6.8 %         | 7.2 %               |
| Tier 1 Leverage                       | 8.4 %         | 8.7 %               |
| Tier 1 Common Equity                  | 11.0 %        | 11.0 %              |
| Tier 1 Risk-Based Capital             | 11.0 %        | 11.0 %              |
| Total Risk-Based Capital              | 13.0 %        | 13.0 %              |
| Bank CRE Concentration Ratio          | 248 %         | 249 %               |
| Bank CDL Concentration Ratio          | 60 %          | 65 %                |

<sup>(1)</sup> For end note descriptions, see Earnings Presentation End Notes starting on slide 42

<sup>(2)</sup> Preliminary

# Appendix



### **BRANCH OPTIMIZATION**



2009 ...... 4Q 2022

85 Branches
Average Size \$40M

422 Branches
Acquired Plus

12 DeNovo Branches

268 Branches
Consolidated or
Sold

251 Branches
Average Size
\$145M

85



434

268

251

~263% growth in deposits per branch

4<sup>th</sup> Quarter 2022 Activity

252 Branches 3Q22

1 Legacy ACBI Branch Consolidated 251 Branches 4Q22





**Digital Sales** 



**Digital Services** 



♠ 6%Digital Deposits

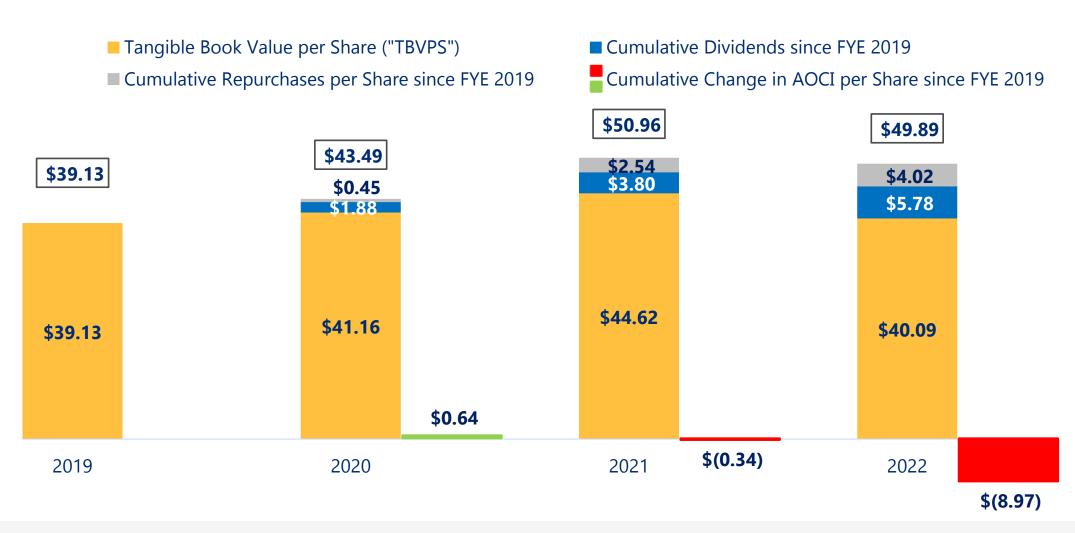


### **Digital Payments**

**1**03% Zelle Transactions

### TANGIBLE BOOK VALUE PER SHARE(1) PLUS CAPITAL RETURN PER SHARE

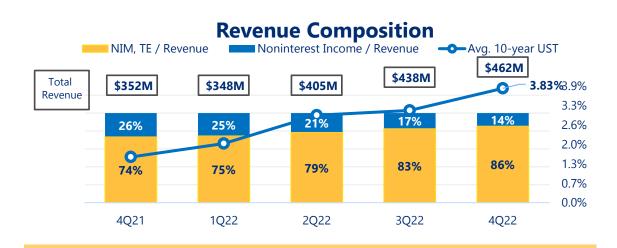


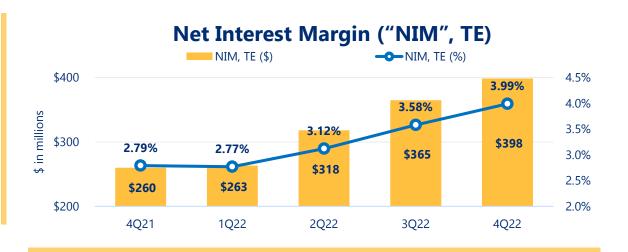


<sup>(1)</sup> For end note descriptions, see Earnings Presentation End Notes starting on slide 42

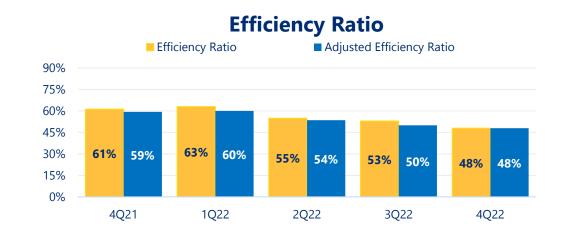
### CURRENT & HISTORICAL 5-QTR PERFORMANCE<sup>(1)</sup>











#### Dollars in millions

- (1) For end note descriptions, see Earnings Presentation End Notes starting on slide 42
- (2) Annualized

### LOSS ABSORPTION CAPACITY | 4Q 2022



|   | 4Q22                       |              | % of Total Loa |                         | (1) |             |  |
|---|----------------------------|--------------|----------------|-------------------------|-----|-------------|--|
| Allowance for Credit Losses ("ACL")                           |                            |              |                |                         |     |             |  |
| Non-PCD ACL   | \$                         | 309.6        |                |                         |     |             |  |
| PCD ACL   |                            | 46.8         |                |                         |     |             |  |
| Total ACL   | \$                         | 356.4        |                | 1.18                    | %   |             |  |
| Unrecognized Discount – Acquired Loans (2)                    | 72.1                       |              |                | 0.24                    | %   |             |  |
| <b>Total ACL plus Unrecognized Discount on Acquired Loans</b> | \$ 428.5                   |              |                | 1.42                    | %   |             |  |
| Total Loans He  | eld for In                 | vestment (1) | \$             | 30,168<br>6 of Unfunded |     |             |  |
|   | 4Q22                       |              | 4Q22           |                         |     | Commitments |  |
| Reserve for Unfunded Commitments                              |                            |              |                |                         |     |             |  |
| Reserve for unfunded commitments                              |                            | 67.2         |                | 0.66                    | %   |             |  |
| Total Unfu  | Total Unfunded Commitments |              |                |                         |     |             |  |

#### Dollars in millions

<sup>(1)</sup> Excludes PPP loans and loan held for sale

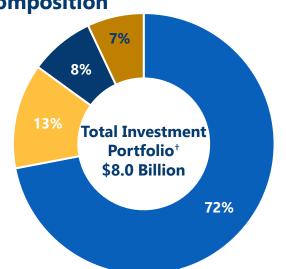
<sup>(2)</sup> Includes mark on loans from ACBI and prior SSB acquisitions Totals shown above may not foot due to rounding

### HIGH QUALITY INVESTMENT PORTFOLIO



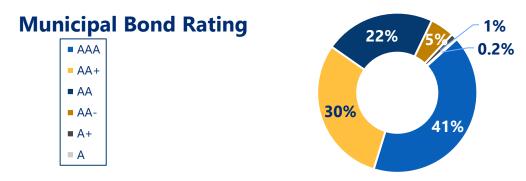
### **Investment Portfolio<sup>†</sup> Composition**





|                           | <u> </u> | AFS                              | <u>HTM</u> |                   |  |  |
|---------------------------|----------|----------------------------------|------------|-------------------|--|--|
| Туре                      | Balance  | Duration<br>(yrs) <sup>(3)</sup> | Balance    | Duration<br>(yrs) |  |  |
| Agency MBS <sup>(1)</sup> | \$3.3B   | 5.4                              | \$2.4B     | 6.0               |  |  |
| Municipal                 | \$1.1B   | 8.8                              | _          | _                 |  |  |
| Treasury & agency         | \$0.5B   | 2.5                              | \$0.2B     | 5.8               |  |  |
| Other                     | \$0.4B   | 3.5                              | \$0.1B     | 6.8               |  |  |
| Total                     | \$5.3B   | 5.7                              | \$2.7B     | 5.9               |  |  |

#### **Investment Securities Yield**(2) 2.29% 2.4% 2.06% 2.03% 2.1% 1.75% 1.53% 1.7% 1.4% 1.0% 4Q21 1Q22 2Q22 3Q22 4Q22



- 94% of municipal portfolio is AA or higher rated
- ~\$307 million in documented ESG investments and ~\$123 million CRA eligible investments<sup>(4)</sup>

Dollars in billions, unless otherwise noted; data as of December 31, 2022

Amounts may not total due to rounding

- † Investment portfolio excludes non-marketable equity
- (1) MBS issued by U.S. government agencies or sponsored enterprises (commercial and residential collateral)
- (2) Investment securities yield include non-marketable equity and trading securities
- (3) Excludes principal receivable balance as of December 31, 2022
- (4) Based on current par value

### LOAN PORTFOLIO - NON OWNER-OCCUPIED COMMERCIAL REAL ESTATE(1)



| Loan Type              | Balance | Avg Loan Size | Wtd Avg<br>DSC <sup>(2)</sup> | Wtd Avg<br>LTV <sup>(2)</sup> | AL% | FL% | GA% | NC% | SC% | VA% | OTHER<br>% | Non-<br>Accrual<br>% <sup>(3)</sup> | Substandard<br>& Accruing<br>% <sup>(3)</sup> | Special<br>Mention<br>% <sup>(3)</sup> |
|------------------------|---------|---------------|-------------------------------|-------------------------------|-----|-----|-----|-----|-----|-----|------------|-------------------------------------|---|--|
| Retail                 | \$2,144 | \$1.6         | 1.69                          | 57%                           | 2%  | 57% | 16% | 6%  | 10% | 2%  | 6%         | 0.00%                               | 0.53%   | 0.22%                                  |
| Office                 | 1,235   | 1.3           | 1.67                          | 62%                           | 3%  | 44% | 20% | 4%  | 21% | 4%  | 4%         | 0.03%                               | 0.54%   | 1.10%                                  |
| Hotel                  | 990     | 4.3           | 1.64                          | 59%                           | 4%  | 20% | 11% | 12% | 37% | 11% | 5%         | 0.19%                               | 3.09%   | 3.32%                                  |
| Warehouse / Industrial | 975     | 1.3           | 1.75                          | 59%                           | 5%  | 49% | 20% | 7%  | 11% | 3%  | 4%         | —%                                  | 0.29%   | 0.25%                                  |
| Multifamily            | 769     | 1.5           | 1.64                          | 57%                           | 8%  | 29% | 29% | 5%  | 22% | 4%  | 4%         | —%                                  | 0.42%   | 0.72%                                  |
| Medical                | 470     | 1.5           | 1.84                          | 59%                           | 2%  | 54% | 11% | 6%  | 13% | 8%  | 6%         | —%                                  | 0.26%   | 1.12%                                  |
| Self Storage           | 324     | 3.0           | 1.54                          | 58%                           | 6%  | 40% | 19% | 0%  | 26% | 0%  | 10%        | —%                                  | —%  | 0.19%                                  |
| Nursing Home           | 173     | 3.8           | 1.97                          | 59%                           | 1%  | 20% | 32% | 11% | 25% | 10% | 2%         | 12.04%                              | 2.95%   | 5.55%                                  |

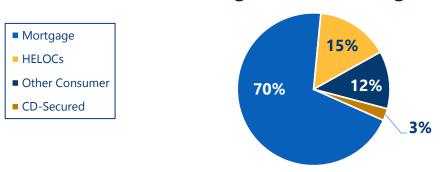
Balance and average loan size in millions

- (1) Includes loan types representing 2% or more of investor CRE portfolio; based on the total portfolio of \$8.1 billion, excluding 1-4 family rental properties and agricultural loans
- (2) Weighted average DSC and LTV information from the Company's September 30, 2022 stress test using commitment balances, totaling approximately \$5.5 billion; excludes loans below \$1.5 million, unless part of a larger relationship
- (3) Represents % of each loan type balance

### LOAN PORTFOLIO - CONSUMER, RESIDENTIAL MORTGAGE AND HELOC



### **Consumer, Residential Mtg and HELOC Segment**



• 43%<sup>(1)</sup> of HELOCs are first mortgage

| Credit Indicator                              | 3Q22  | 4Q22  |
|---|-------|-------|
| NPL Ratio (Non-Accruals & 90+ DPD & Accruing) | 0.37% | 0.35% |
| Net Charge-Offs Ratio                         | 0.01% | 0.00% |
| 30+ DPD Ratio (Accruing & Non-Accruing)       | 0.55% | 0.52% |
| 90+ DPD Ratio (Accruing and Non-Accruing)     | 0.14% | 0.12% |

|  | 30    | Q22      | 4     | Q22      |
|--|-------|----------|-------|----------|
| Credit Indicator                       | HELOC | MORTGAGE | HELOC | MORTGAGE |
| Wtd. Avg. Credit Score of Originations | 770   | 774      | 774   | 774      |
| Wtd. Avq. Credit Score of Portfolio    | 768   | 759      | 772   | 764      |
| Wtd. Avg. LTV <sup>(2)</sup>           | 59%   | 77%      | 59%   | 77%      |
| Wtd. Avg. DTI of Originations          | 31%   | 33%      | 31%   | 33%      |
| Utilization Rate                       | 37%   | N/A      | 38%   | N/A      |

<sup>(1)</sup> By net book balance

<sup>(2)</sup> LTV calculated using most recent appraisal and based on loan amount

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



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

|   | 3Q22            | 4Q22            |
|---|-----------------|-----------------|
| Net income (GAAP) Plus:   | \$<br>133,043   | \$<br>143,502   |
| Amortization of intangibles Effective tax rate, excluding DTA write-off | 7,837<br>22 %   | 8,027<br>21 %   |
| Amortization of intangibles, net of tax                                 | 6,095           | 6,303           |
| Net income plus after-tax amortization of intangibles (non-GAAP)        | \$<br>139,138   | \$<br>149,805   |
| Average shareholders' common equity                                     | \$<br>5,121,560 | \$<br>4,991,584 |
| Less: Average intangible assets   | 2,052,463       | 2,044,469       |
| Average tangible common equity  | \$<br>3,069,097 | \$<br>2,947,115 |
| Return on Average Tangible Common Equity (Non-GAAP)                     | 18.0%           | 20.2%           |

#### **PPNR Return on Average Assets**

|                           |           | 3Q22          | 4Q22          |
|---------------------------|-----------|---------------|---------------|
| PPNR, Adjusted (Non-GAAP) |           | \$<br>208,603 | \$<br>231,439 |
| Average assets            |           | 44,985,713    | 44,429,894    |
|                           |           |               |               |
|                           | PPNR ROAA | 1.84%         | 2.07%         |

#### 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**

|   | 3Q22          | 4Q22          |
|---|---------------|---------------|
| Net income (GAAP)   | \$<br>133,043 | \$<br>143,502 |
| Plus:   |               |               |
| Securities gains, net of tax                                | (24)          | -             |
| Merger and branch consolidation related expense, net of tax | 10,638        | 1,211         |
| Adjusted Net Income (Non-GAAP)                              | \$<br>143,657 | \$<br>144,713 |

### **Adjusted EPS**

|  |                                  |          | 3Q22    | 4Q22          |
|--|----------------------------------|----------|---------|---------------|
| Diluted weighted-average common shares |                                  |          | 76,182  | 76,327        |
|  |                                  |          |         |               |
| Adjusted net income (non-GAAP)         |                                  | \$       | 143,657 | \$<br>144,713 |
|  | Adi at dEDC Dil (ad (Na CAAD)    | <b>.</b> | 4.00    | 4.00          |
|  | Adjusted EPS, Diluted (Non-GAAP) |          | 1.89    | \$<br>1.90    |

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



#### **Adjusted Return on Average Assets**

|  | 3Q22          | 4Q22          |
|--|---------------|---------------|
| Adjusted net income (non-GAAP)               | \$<br>143,657 | \$<br>144,713 |
|  |               |               |
| Total average assets                         | 44,985,713    | 44,429,894    |
|  |               |               |
| Adjusted Return on Average Assets (Non-GAAP) | 1.27%         | 1.29%         |

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

|   | 3Q22            | 4Q22            |
|---|-----------------|-----------------|
| Adjusted net income (non-GAAP)  | \$<br>143,657   | \$<br>144,713   |
| Plus:   |                 |                 |
| Amortization of intangibles, net of tax                                   | 6,095           | 6,303           |
| Adjusted net income plus after-tax amortization of intangibles (non-GAAP) | \$<br>149,752   | \$<br>151,016   |
| Average tangible common equity  | \$<br>3,069,097 | \$<br>2,947,115 |
| Adjusted Return on Average Tangible Common Equity (Non-GAAP)              | 19.36%          | 20.33%          |

#### 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 - NET INTEREST MARGIN & CORE NET INTEREST INCOME (EXCLD. FMV & PPP ACCRETION)



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

|   |      | 4Q21      |      | 1Q22       |      | 2Q22       |      | 3Q22      |     | 4Q22      |
|---|------|-----------|------|------------|------|------------|------|-----------|-----|-----------|
| Net interest income (GAAP)                      | \$   | 258,096   | \$   | 261,518    | \$   | 315,815    | \$   | 362,334   | \$  | 396,004   |
| Tax equivalent adjustments                      |      | 1,734     |      | 1,885      |      | 2,249      |      | 2,345     |     | 2,397     |
| Net interest income (tax equivalent) (Non-GAAP) | \$   | 259,830   | \$   | 263,403    | \$   | 318,064    | \$   | 364,679   | \$  | 398,401   |
| Average interest earning assets                 | \$ 3 | 6,895,644 | \$ 3 | 38,564,661 | \$ 4 | 10,899,365 | \$ 4 | 0,451,174 | \$3 | 9,655,736 |
| Net Interest Margin - Tax Equivalent (Non-GAAP) |      | 2.79%     |      | 2.77%      |      | 3.12%      |      | 3.58%     |     | 3.99%     |

### **Core Net Interest Margin excluding FMV & PPP Accretion (Non-GAAP)**

|   | 4Q21          | 1Q22          | 2Q22          | 3Q22          | 4Q22          |
|---|---------------|---------------|---------------|---------------|---------------|
| Net interest income (GAAP)  | \$<br>258,096 | \$<br>261,518 | \$<br>315,815 | \$<br>362,334 | \$<br>396,004 |
| Less:   |               |               |               |               |               |
| Total accretion on acquired loans                                 | 7,707         | 6,741         | 12,770        | 9,550         | 7,350         |
| Deferred fees on PPP loans  | 5,655         | 983           | 8             | -             |               |
| Core Net Interest Margin excluding FMV & PPP Accretion (Non-GAAP) | \$<br>244,734 | \$<br>253,794 | \$<br>303,037 | \$<br>352,784 | \$<br>388,654 |

## NON-GAAP RECONCILIATIONS - PPNR, ADJUSTED, PPNR/WEIGHTED AVG. CS & CORRESPONDENT & CAPITAL MARKETS INCOME (UNAUDITED)



3022

4022

#### PPNR, Adjusted & PPNR, Adjusted per Weighted Avg. Common Shares Oustanding, Diluted (Non-GAAP)

|  | 4021                                  | IQZZ                                  | ZQZZ       | 3Q22       | 4022       |
|--|---------------------------------------|---------------------------------------|------------|------------|------------|
|  | SSB                                   | SSB                                   | SSB        | SSB        | SSB        |
| Net interest income (GAAP)   | \$ 258,096                            | \$ 261,518                            | \$ 315,815 | \$ 362,334 | \$ 396,004 |
| Plus:  |                                       |                                       |            |            |            |
| Noninterest income   | 91,902                                | 86,046                                | 86,756     | 73,053     | 63,392     |
| Less:  |                                       | 1 1                                   |            |            |            |
| Gain on sale of securities   | 2                                     | -                                     | -          | 30         | -          |
| Total revenue, adjusted (non-GAAP)   | \$ 349,996                            | \$ 347,564                            | \$ 402,571 | \$ 435,357 | \$ 459,396 |
| Less:  |                                       |                                       |            |            |            |
| Noninterest expense  | 224,037                               | 228,600                               | 231,169    | 240,433    | 229,499    |
| PPNR (Non-GAAP)  | \$ 125,959                            | \$ 118,964                            | \$ 171,402 | \$ 194,924 | \$ 229,897 |
| Plus:  |                                       |                                       |            |            |            |
| Merger and branch consolidation related expense                                | 6,645                                 | 10,276                                | 5,390      | 13,679     | 1,542      |
| FHLB prepayment penalty  | -                                     | -                                     | -          | -          | -          |
| Branch consolidation and cost save initiatives                                 | -                                     | -                                     | -          | -          | -          |
| Extinguishment of debt cost  | -                                     | -                                     | -          | -          | -          |
| Total adjustments  | \$ 6,645                              | \$ 10,276                             | \$ 5,390   | \$ 13,679  | \$ 1,542   |
| PPNR, Adjusted (Non-GAAP)  | \$ 132,604                            | \$ 129,240                            | \$ 176,792 | \$ 208,603 | \$ 231,439 |
| Weighted average common shares outstanding, diluted                            | 70,290                                | 72,111                                | 76,094     | 76,182     | 76,327     |
|  |                                       |                                       |            |            |            |
| PPNR, Adjusted per Weighted Avg. Common Shares Outstanding, Diluted (Non-GAAP) | \$ 1.89                               | \$ 1.79                               | \$ 2.32    | \$ 2.74    | \$ 3.03    |
|  | · · · · · · · · · · · · · · · · · · · | · · · · · · · · · · · · · · · · · · · |            |            |            |

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

|                      |   | 4Q21      | 1Q22      | 2Q22      | 3Q22      | 4Q22     |
|----------------------|---|-----------|-----------|-----------|-----------|----------|
|                      |   | SSB       | SSB       | SSB       | SSB       | SSB      |
| ARC revenues         |   | \$ 16,695 | \$ 15,106 | \$ 13,389 | \$ 5,102  | \$ 1,398 |
| FI revenues          |   | 11,317    | 10,697    | 10,151    | 9,201     | 3,757    |
| Operational revenues |   | 2,212     | 2,147     | 2,528     | 2,124     | 3,154    |
|                      | Total Correspondent & Capital Market Income | \$ 30,224 | \$ 27,950 | \$ 26,068 | \$ 16,427 | \$ 8,309 |

Dollars and weighted average commons share outstanding in thousands except per share data

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



|   | 4Q21          | 1 <b>Q</b> 22 | 2 <b>Q</b> 22 | <br>3Q22      | 4Q22          |
|---|---------------|---------------|---------------|---------------|---------------|
| Noninterest expense (GAAP)                      | \$<br>224,037 | \$<br>228,600 | \$<br>231,169 | \$<br>240,433 | \$<br>229,499 |
| Less: Amortization of intangible assets         | 8,517         | 8,494         | 8,847         | 7,837         | 8,027         |
| Adjusted noninterest expense (non-GAAP)         | \$<br>215,520 | \$<br>220,106 | \$<br>222,322 | \$<br>232,596 | \$<br>221,472 |
| Net interest income (GAAP)                      | \$<br>258,096 | \$<br>261,518 | \$<br>315,815 | \$<br>362,334 | \$<br>396,004 |
| Tax Equivalent ("TE") adjustments               | 1,734         | 1,885         | 2,249         | 2,345         | 2,397         |
| Net interest income, TE (non-GAAP)              | \$<br>259,830 | \$<br>263,403 | \$<br>318,064 | \$<br>364,679 | \$<br>398,401 |
| Noninterest income (GAAP)                       | \$<br>91,902  | \$<br>86,046  | \$<br>86,756  | \$<br>73,053  | \$<br>63,392  |
| Less: Gain on sale of securities                | 2             | _             | -             | 30            | -             |
| Adjusted noninterest income (non-GAAP)          | \$<br>91,900  | \$<br>86,046  | \$<br>86,756  | \$<br>73,023  | \$<br>63,392  |
| Efficiency Ratio (Non-GAAP)                     | 61%           | 63%           | 55%           | 53%           | 48%           |
| Noninterest expense (GAAP) Less:                | \$<br>224,037 | \$<br>228,600 | \$<br>231,169 | \$<br>240,433 | \$<br>229,499 |
| Merger and branch consolidation related expense | 6,645         | 10,276        | 5,390         | 13,679        | 1,542         |
| Amortization of intangible assets               | 8,517         | 8,494         | 8,847         | 7,837         | 8,027         |
| Total adjustments                               | \$<br>15,162  | \$<br>18,770  | \$<br>14,237  | \$<br>21,516  | \$<br>9,569   |
| Adjusted noninterest expense (non-GAAP)         | \$<br>208,875 | \$<br>209,830 | \$<br>216,932 | \$<br>218,917 | \$<br>219,930 |
| Adjusted Efficiency Ratio (Non-GAAP)            | 59%           | 60%           | 54%           | 50%           | 48%           |

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



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

|   | 2019            | 2020            | 2021            | 2022            |
|---|-----------------|-----------------|-----------------|-----------------|
| Shareholders' common equity                     | \$<br>2,373,013 | \$<br>4,647,880 | \$<br>4,802,940 | \$<br>5,074,927 |
| Less: Intangible assets                         | 1,052,716       | 1,726,534       | 1,709,152       | 2,039,556       |
| Tangible shareholders' common equity            | \$<br>1,320,297 | \$<br>2,921,346 | \$<br>3,093,788 | \$<br>3,035,371 |
| Common shares issued and outstanding            | 33,744,385      | 70,973,477      | 69,332,297      | 75,704,563      |
| Tangible Book Value per Common Share (Non-GAAP) | \$<br>39.13     | \$<br>41.16     | \$<br>44.62     | \$<br>40.09     |

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

|                                   |                      | 3Q22             | 4Q22             |
|-----------------------------------|----------------------|------------------|------------------|
| Tangible common equity (non-GAAP) |                      | \$<br>2,873,271  | \$<br>3,035,371  |
| Total assets (GAAP) Less:         |                      | 44,422,377       | 43,918,696       |
| Intangible assets                 |                      | 2,047,915        | 2,039,556        |
| Tangible asset (non-GAAP)         |                      | \$<br>42,374,462 | \$<br>41,879,140 |
|                                   | TCE Ratio (Non-GAAP) | 6.8%             | 7.2%             |

### **EARNINGS PRESENTATION END NOTES**



#### **Slide 9 End Notes**

(1) 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; other adjusted figures presented are also Non-GAAP financial measures that exclude the impact of branch consolidation and merger-related expenses and gain on sales of securities - See reconciliation of GAAP to Non-GAAP measures in Appendix.

#### Slide 10 End Notes

- (1) Adjusted figures exclude the impact of merger and branch consolidation related expense and gain on sale of securities; Core net interest income excluding loan accretion and net deferred fees on PPP is also a non-GAAP financial measure; Adjusted efficiency ratio is calculated by taking the noninterest expense excluding merger and branch consolidation related expense, gain on sales of securities, and amortization of intangible assets See reconciliation of GAAP to Non-GAAP measures in Appendix.
- (2) Adjusted PPNR, PPNR ROAA and PPNR per weighted average diluted share are Non-GAAP financial measures that exclude the impact of merger and branch consolidation related expense and gain on sales of securities See reconciliation of GAAP to Non-GAAP measures in Appendix.
- (4) Excluding loan accretion and net deferred fees on PPP loans

#### **Slide 11 End Notes**

(1) Adjusted PPNR per weighted average diluted shares; this is a Non-GAAP financial measure that excludes the impact of merger and branch consolidation related expense and gain on sale of securities - See reconciliation of GAAP to Non-GAAP measures in Appendix.

#### **Slide 12 End Notes**

(1) Tax equivalent NIM is a Non-GAAP financial measure - See reconciliation of GAAP to Non-GAAP measures in Appendix.

#### Slide 13 End Notes

(4) 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. The combined historical information excludes ACBI.

#### **Slide 15 End Notes**

- (1) 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. The combined historical information excludes ACBI.
- (2) As a result of the conversion of legacy CenterState's core system to the Company's core system completed in 2Q 2021, several loans were reclassified to conform with the Company's loan segmentation, most notably residential investment loans which were reclassed from consumer R/E to investor commercial real estate category. Consumer R/E loans as of 1Q20, therefore, were reported based on the pre-reclassification figures. The Company estimated re-classifications for the 2Q20 from 1Q20 and for the 1Q20 from 4Q19 growth percentages for the comparison purposes.

#### Slide 25 End Notes

(1) 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.

### **EARNINGS PRESENTATION END NOTES**



#### **Slide 29 End Notes**

(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.

#### **Slide 30 End Notes**

(1) Total revenue and noninterest income are adjusted by gains or losses on sales of securities and tax equivalent adjustments; Tax equivalent NIM, efficiency ratio and adjusted efficiency ratio are Non-GAAP financial measures; Adjusted Efficiency Ratio excludes the impact of merger and branch consolidation related expense, gain on sales of securities, and amortization expense on intangible assets, as applicable – See Current & Historical Efficiency Ratios and Net Interest Margin reconciliation in Appendix.

# SouthState