## HTRIUMPH



THE SAME，ONLY DIFFERENT

## Q3 2017 EARNINGS RELEASE

October 18， 2017

## DISCLAIMER

## FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements. Any statements about our expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. You can identify forward-looking statements by the use of forward-looking terminology such as "believes," "expects," "could," "may," "will," "should," "seeks," "likely," "intends," "plans," "pro forma," "projects," "estimates" or "anticipates" or the negative of these words and phrases or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. You can also identify forward-looking statements by discussions of strategy, plans or intentions. Forward-looking statements involve numerous risks and uncertainties and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods that may be incorrect or imprecise and we may not be able to realize them. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). The following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements: our limited operating history as an integrated company; business and economic conditions generally and in the bank and non-bank financial services industries, nationally and within our local market area; our ability to mitigate our risk exposures; our ability to maintain our historical earnings trends; risks related to the integration of acquired businesses (including our acquisition of nine branches from Independent Bank in Colorado and our pending acquisition of Valley Bancorp, Inc.) and any future acquisitions; changes in management personnel; interest rate risk; concentration of our factoring services in the transportation industry; credit risk associated with our loan portfolio; lack of seasoning in our loan portfolio; deteriorating asset quality and higher loan charge-offs; time and effort necessary to resolve nonperforming assets; inaccuracy of the assumptions and estimates we make in establishing reserves for probable loan losses and other estimates; lack of liquidity; fluctuations in the fair value and liquidity of the securities we hold for sale; impairment of investment securities, goodwill, other intangible assets or deferred tax assets; our risk management strategies; environmental liability associated with our lending activities; increased competition in the bank and non-bank financial services industries, nationally, regionally or locally, which may adversely affect pricing and terms; the accuracy of our financial statements and related disclosures; material weaknesses in our internal control over financial reporting; system failures or failures to prevent breaches of our network security; the institution and outcome of litigation and other legal proceedings against us or to which we become subject; changes in carry-forwards of net operating losses; changes in federal tax law or policy; the impact of recent and future legislative and regulatory changes, including changes in banking, securities and tax laws and regulations, such as the Dodd-Frank Wall Street Reform and Consumer Protection Act and their application by our regulators; governmental monetary and fiscal policies; changes in the scope and cost of the Federal Deposit Insurance Corporation insurance and other coverages; failure to receive regulatory approval for future acquisitions; and increases in our capital requirements.

While forward-looking statements reflect our good-faith beliefs, they are not guarantees of future performance. All forward-looking statements are necessarily only estimates of future results. Accordingly, actual results may differ materially from those expressed in or contemplated by the particular forward-looking statement, and, therefore, you are cautioned not to place undue reliance on such statements. Further, any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events or circumstances, except as required by applicable law. For a discussion of such risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements, see "Risk Factors" and the forward-looking statement disclosure contained in Triumph's Annual Report on Form 10-K, filed with the Securities and Exchange Commission on February 17, 2017 and Triumph's Quarterly Report on Form 10-Q for the fiscal quarter ended June 30, 2017, filed with the Securities and Exchange Commission on July 21, 2017.

## NON-GAAP FINANCIAL MEASURES

This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of non-GAAP financial measures to GAAP financial measures are provided at the end of the presentation. Numbers in this presentation may not sum due to rounding.

Unless otherwise referenced, all data presented is as of September 30, 2017.

## COMPANY OVERVIEW

Triumph Bancorp, Inc. (NASDAQ: TBK) ("Triumph") is a financial holding company headquartered in Dallas, Texas. Triumph offers a diversified line of community banking and commercial finance products through its bank subsidiary, TBK Bank, SSB.

## Community Banking

Full suite of deposit products and services focused on growing core deposits

Focused on business lending including CRE

Minimal consumer lending and no active single-family mortgage origination

## Commercial Finance

Factoring, asset based lending, equipment finance, and premium finance

We focus on what we know: executives leading these platforms all have decades of experience in their respective markets

Credit risk is well diversified across industries, product type, and geography

## Differentiated Model

Focus on core deposit funding as well as commercial finance produces top decile net interest margins

Multiple product types and broad geographic footprint creates a more diverse business model than other banks our size

Executive team and business unit leaders have deep experience in much larger financial institutions

## PLATFORM OVERVIEW - LENDING

## Geographic Concentrations ${ }^{1}$



- Diversification by asset class, geography, and collateral
- Commercial Finance target mix of 40\%
- Industry leading portfolio yields


## PLATFORM OVERVIEW - RETAIL

## WESTERN DIVISION

- 25 branches in Colorado, including 9 branches acquired on October 6, 2017
- 2 branches in western Kansas



## DALLAS

- Corporate Headquarters
- 1 branch



## MIDWEST DIVISION

- 10 branches in the Quad Cities metroplex
- 8 branches throughout northern and central Illinois



## PLATFORM OVERVIEW - COMMERCIAL FINANCE

## Our goal is to be a market leader for financial services to small businesses and the lower end of the middle market

## COMMERCIAL FINANCE

## Triumph Business Capital

## FACTORING

- Among the largest discount factors in the transportation sector
- Clients include small owner-operator trucking companies, mid-sized fleets, and freight broker relationships
- Expanding client industry niches to include staffing, distribution, and other sectors


## Triumph Commercial Finance

## ASSET BASED LENDING

- Borrowing base working capital lending
- Focus on facilities between \$1MM \$20MM
- Core industries include manufacturing, distribution, services, and healthcare


## EQUIPMENT FINANCE

- Secured by revenue producing, essential-use equipment with broad resale markets
- Core markets include transportation, construction, and waste


## Triumph Premium Finance

## PREMIUM FINANCE

- Customized premium finance solutions for the acquisition of property and casualty insurance coverage


## LOAN PORTFOLIO DETAIL

## Community Banking

## Loans Held for Investment

Commercial Finance


## LONG TERM PERFORMANCE GOALS VS ACTUAL Q3



Goal: > 5.00\% Goal: < 2.00\%
Goal: > 3.00\% Goal: ~0.40\%
Goal: ~0.95\%


Goal: > 1.50\%

## INVESTMENT CONSIDERATIONS

Normalized as of 9/30/2016 through 9/30/2017


## Coverage Analysts:

- Brad Milsaps - Sandler O’Neill \& Partners
- Jared Shaw - Wells Fargo Securities, LLC
- Stephen Moss - FBR Capital Markets \& Co.
- Brett Rabatin - Piper Jaffray \& Co.
- Gary Tenner - D.A. Davidson \& Co.
- Nicholas Grant - Keefe, Bruyette \& Woods, a Stifel Company
- Matthew Olney - Stephens, Inc.


## Q3 2017 HIGHLIGHTS

- Diluted earnings per share of $\$ 0.47$ for the third quarter
- Completed public offering of 2.53 million shares of common stock for net proceeds of approximately $\$ 65.5$ million
- Total loan portfolio growth of $\$ 130$ million
- Commercial finance loan portfolio growth of \$85 million, including a \$48 million increase in factored receivables
- Commercial real estate loan portfolio growth of $\$ 33$ million


## \$9.6 million

Net income to common stockholders

COMMERCIAL
FINANCE LOAN GROWTH
10.6\%

## NIM <br> 5.90\%

Net Interest
Margin
(5.69\% adjusted) ${ }^{1}$

TCE/TA
11.66\%

ROAA
1.36\%

Tangible Common
Equity / Tangible
Assets ${ }^{1}$

Return on
Average Assets

## LOAN YIELDS AND NET INTEREST MARGIN


*Reconciliations of non-GAAP financial measures can be found at the end of the presentation
**SNL U.S. Bank \$1-\$5B: Includes all Major Exchange (NYSE, NYSE MKT, NASDAQ) Banks in SNL's coverage universe with \$1B to \$5B in Assets. Q3 2017 SNL data not available

## TRIUMPH BUSINESS CAPITAL FACTORING

## Client Portfolio Mix



- Yield of $16.64 \%$ in the third quarter
- Average annual charge-off rate of $0.44 \%$ over the past 3 years
- 2,925 factoring clients at September 30, 2017




## ASSET QUALITY

NCOs / Average Loans


ALLL / Non-performing Loans


NPAs / Total Assets


ALLL / Total Loans


## DEPOSIT MIX AND GROWTH

Deposit Growth


Deposit Mix
September 30, 2017


## FINANCIAL HIGHLIGHTS

## Key Metrics

As of and For the Three Months Ended

| Key Metrics | September 30, 2017 | $\begin{gathered} \hline \text { June 30, } \\ 2017 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March 31, } \\ 2017 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2016 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Performance ratios - annualized $\quad \square \longrightarrow-\longrightarrow$ |  |  |  |  |  |
| Return on average assets | 1.36\% | 1.42\% | 1.62\% | 0.96\% | 0.84\% |
| Return on average tangible common equity (ROATCE) ${ }^{(1)}$ | 12.28\% | 14.94\% | 17.49\% | 10.32\% | 7.60\% |
| Yield on loans | 7.44\% | 7.79\% | 7.15\% | 7.36\% | 7.42\% |
| Cost of total deposits | 0.64\% | 0.60\% | 0.58\% | 0.54\% | 0.57\% |
| Net interest margin | 5.90\% | 6.16\% | 5.37\% | 5.60\% | 5.79\% |
| Net non-interest expense to average assets | 3.35\% | 3.26\% | 1.17\% | 3.16\% | 3.43\% |
| Adjusted net non-interest expense to average assets ${ }^{(1)(2)}$ | 3.35\% | 3.26\% | 3.60\% | 3.16\% | 3.15\% |
| Efficiency ratio | 64.61\% | 62.44\% | 58.94\% | 67.70\% | 70.63\% |
| Adjusted efficiency ratio ${ }^{(1)(2)}$ | 64.61\% | 62.44\% | 77.65\% | 67.70\% | 66.20\% |
| $\text { Asset Quality }{ }^{(3)}$ |  |  |  |  |  |
| Non-performing assets to total assets | 1.42\% | 1.50\% | 1.92\% | 1.98\% | 2.05\% |
| ALLL to total loans | 0.84\% | 0.86\% | 0.94\% | 0.76\% | 0.76\% |
| Net charge-offs to average loans | 0.00\% | 0.03\% | 0.20\% | 0.10\% | 0.10\% |
| $\text { Capital }^{(4)}$ |  |  |  |  |  |
| Tier 1 capital to average assets | 13.50\% | 11.28\% | 11.32\% | 10.85\% | 12.04\% |
| Tier 1 capital to risk-weighted assets | 13.45\% | 11.30\% | 12.05\% | 11.85\% | 11.94\% |
| Common equity tier 1 capital to risk-weighted assets | 11.95\% | 9.73\% | 10.32\% | 10.18\% | 10.24\% |
| Total capital to risk-weighted assets | 15.91\% | 13.87\% | 14.87\% | 14.60\% | 14.77\% |
| Per Share Amounts |  |  |  |  |  |
| Book value per share | \$ 18.08 | \$ 16.59 | \$ 16.08 | \$ 15.47 | \$ 15.18 |
| Tangible book value per share ${ }^{(1)}$ | \$ 16.04 | \$ 14.20 | \$ 13.63 | \$ 12.89 | \$ 12.55 |
| Basic earnings per common share | \$ 0.48 | \$ 0.53 | \$ 0.57 | \$ 0.34 | \$ 0.25 |
| Diluted earnings per common share | \$ 0.47 | \$ 0.51 | \$ 0.55 | \$ 0.33 | \$ 0.25 |
| Adjusted diluted earnings per common share ${ }^{(1)(2)}$ | \$ 0.47 | \$ 0.51 | \$ 0.02 | \$ 0.33 | \$ 0.32 |
| (1) Reconciliations of non-GAAP financial measur <br> (2) Metric adjusted to exclude material gains and <br> (3) Asset quality ratios exclude loans held for sale <br> (4) Current quarter ratios are preliminary | d at the end of th ted to merger and | presentation acquisition-related | activities, net of | where applicabl |  |

## NON-GAAP FINANCIAL RECONCILIATION

Triumph uses certain non-GAAP financial measures to provide meaningful supplemental information regarding our operational performance and to enhance investors' overall understanding of such financial performance.

Metrics and non-GAAP financial reconciliation
(Dollars in thousands, except per share amounts)
Net income available to common stockholders
Gain on sale of subsidiary
Incremental bonus related to transaction
Transaction related costs
Tax effect of adjustments
Adjusted net income available to common stockholders
Dilutive effect of convertible preferred stock
Adjusted net income available to common stockholders - diluted

Weighted average shares outstanding - diluted
Adjusted effects of assumed Preferred Stock conversion
Adjusted weighted average shares outstanding - diluted
Adjusted diluted earnings per common share

Net income available to common stockholders
Average tangible common equity
Return on average tangible common equity

| $\begin{gathered} \hline \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June } 30, \\ 2017 \end{gathered}$ |  | $\begin{gathered} \hline \text { March 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September } 30, \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 9,587 | \$ | 9,467 | \$ | 10,281 | \$ | 6,064 | \$ | 4,506 |
| - |  | - |  | $(20,860)$ |  | - |  | - |
| - |  | - |  | 4,814 |  | - |  | - |
| - |  | - |  | 325 |  | - |  | 1,618 |
| - |  | - |  | 5,754 |  | - |  | (251) |
| \$ 9,587 | \$ | 9,467 | \$ | 314 | \$ | 6,064 | \$ | 5,873 |
| 195 |  | 193 |  | - |  | 197 |  | 197 |
| \$ 9,782 | \$ | 9,660 | \$ | 314 | \$ | 6,261 | \$ | 6,070 |
| 20,645,469 |  | 893,158 |  | ,912,358 |  | 764,541 |  | 101,676 |
| - |  | - |  | $(676,351)$ |  | - |  | 676,351 |
| 20,645,469 |  | 893,158 |  | ,236,007 |  | 764,541 |  | ,778,027 |
| \$ 0.47 | \$ | 0.51 | \$ | 0.02 | \$ | 0.33 | \$ | 0.32 |
| \$ 9,587 | \$ | 9,467 | \$ | 10,281 | \$ | 6,064 | \$ | 4,506 |
| 309,624 |  | 254,088 |  | 238,405 |  | 233,733 |  | 235,938 |
| 12.28\% |  | 14.94\% |  | 17.49\% |  | 10.32\% |  | 7.60\% |

## NON-GAAP FINANCIAL RECONCILIATION

Metrics and non-GAAP financial reconciliation (cont'd)
(Dollars in thousands, except per share amounts)
Adjusted efficiency ratio:
Net interest income
Non-interest income
Operating revenue
Gain on sale of subsidiary
Adjusted operating revenue
Non-interest expenses
Incremental bonus related to transaction
Transaction related costs
Adjusted non-interest expenses
Adjusted efficiency ratio

Adjusted net non-interest expense to average assets ratio:
Non-interest expenses
Incremental bonus related to transaction
Transaction related costs
Adjusted non-interest expenses
Total non-interest income
Gain on sale of subsidiary
Adjusted non-interest income
Adjusted net non-interest expenses
Average total assets
Adjusted net non-interest expense to average assets ratio

As of and for the Three Months Ended

| September 30, 2017 |  | $\begin{gathered} \hline \text { June } 30, \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { September 30, } \\ 2016 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 39,512 | \$ | 38,557 | \$ | 31,819 | \$ | 33,544 | \$ | 30,418 |
|  | 4,171 |  | 5,202 |  | 27,285 |  | 6,208 |  | 6,099 |
|  | 43,683 |  | 43,759 |  | 59,104 |  | 39,752 |  | 36,517 |
|  | - |  | - |  | $(20,860)$ |  | - |  | - |
| \$ | 43,683 | \$ | 43,759 | \$ | 38,244 | \$ | 39,752 | \$ | 36,517 |
| \$ | 28,225 | \$ | 27,321 | \$ | 34,837 | \$ | 26,911 | \$ | 25,792 |
|  | - |  | - |  | $(4,814)$ |  | - |  | - |
|  | - |  | - |  | (325) |  | - |  | $(1,618)$ |
| \$ | 28,225 | \$ | 27,321 | \$ | 29,698 | \$ | 26,911 | \$ | 24,174 |
|  | 64.61\% |  | 62.44\% |  | 77.65\% |  | 67.70\% |  | 66.20\% |
| \$ | 28,225 | \$ | 27,321 | \$ | 34,837 | \$ | 26,911 | \$ | 25,792 |
|  | - |  | - |  | $(4,814)$ |  | - |  |  |
|  | - |  | - |  | (325) |  | - |  | $(1,618)$ |
| \$ | 28,225 | \$ | 27,321 | \$ | 29,698 | \$ | 26,911 | \$ | 24,174 |
| \$ | 4,171 | \$ | 5,202 | \$ | 27,285 | \$ | 6,208 | \$ | 6,099 |
|  | - |  | - |  | $(20,860)$ |  | - |  | - |
| \$ | 4,171 | \$ | 5,202 | \$ | 6,425 | \$ | 6,208 | \$ | 6,099 |
| \$ | 24,054 | \$ | 22,119 | \$ | 23,273 | \$ | 20,703 | \$ | 18,075 |
|  | 2,849,170 |  | 2,723,303 |  | 2,619,282 |  | 2,603,226 |  | 2,282,279 |
|  | 3.35\% |  | 3.26\% |  | 3.60\% |  | 3.16\% |  | 3.15\% |

## NON-GAAP FINANCIAL RECONCILIATION

Metrics and non-GAAP financial reconciliation (cont'd)
(Dollars in thousands, except per share amounts)
Reported yield on loans
Effect of accretion income on acquired loans
Adjusted yield on loans

Reported net interest margin
Effect of accretion income on acquired loans
Adjusted net interest margin

Total stockholders' equity
Preferred stock liquidation preference
Total common stockholders' equity
Goodwill and other intangibles
Tangible common stockholders' equity
Common shares outstanding at end of period
Tangible book value per share

Total assets at end of period
Goodwill and other intangibles
Adjusted total assets at period end
Tangible common stockholders' equity ratio

As of and for the Three Months Ended

| $\begin{gathered} \text { September 30, } \\ 2017 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2017 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2017 \\ \hline \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2016 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| 7.44\% | 7.79\% | 7.15\% | 7.36\% | 7.42\% |
| (0.24\%) | (0.54\%) | (0.22\%) | (0.54\%) | (0.32\%) |
| $\underline{7.20 \%}$ | 7.25\% | 6.93\% | 6.82\% | 7.10\% |
| 5.90\% | 6.16\% | 5.37\% | 5.60\% | 5.79\% |
| (0.21\%) | (0.46\%) | (0.18\%) | (0.45\%) | (0.26\%) |
| 5.69\% | 5.70\% | 5.19\% | 5.15\% | 5.53\% |
| \$ 386,097 | \$ 310,467 | \$ 300,425 | 289,345 | \$ 284,521 |
| $(9,658)$ | $(9,658)$ | $(9,746)$ | $(9,746)$ | $(9,746)$ |
| 376,439 | 300,809 | 290,679 | 279,599 | 274,775 |
| $(42,452)$ | $(43,321)$ | $(44,233)$ | $(46,531)$ | $(47,449)$ |
| \$ 333,987 | \$ 257,488 | \$ 246,446 | \$ 233,068 | \$ 227,326 |
| 20,820,900 | 18,132,585 | 18,078,769 | 18,078,247 | 18,106,978 |
| \$ 16.04 | \$ 14.20 | \$ 13.63 | \$ 12.89 | \$ 12.55 |
| \$ 2,906,161 | \$ 2,836,684 | \$ 2,635,358 | \$ 2,641,067 | \$ 2,575,490 |
| $(42,452)$ | $(43,321)$ | $(44,233)$ | $(46,531)$ | $(47,449)$ |
| \$ 2,863,709 | \$ 2,793,363 | \$ 2,591,125 | \$ 2,594,536 | \$ 2,528,041 |
| 11.66\% | 9.22\% | 9.51\% | 8.98\% | 8.99\% |

## NON-GAAP FINANCIAL RECONCILIATION

Metrics and non-GAAP financial reconciliation (cont'd)

For the Three Months Ended September 30, 2017
(Dollars in thousands, except per share amounts)
Net Interest Income to Average Total Assets:

## Net Interest Income

Average Total Assets
Net Interest Income to Average Assets

Net Noninterest Expense to Average Total Assets:
Total Noninterest Expense
Incremental bonus related to transaction
Transaction related costs
Adjusted Noninterest Expense
Total Noninterest Income
Gain on sale of subsidiary
Adjusted Noninterest Income
Net Noninterest Expense
Average Total Assets
Net Noninterest Expense to Average Assets Ratio

Assets:
Net Interest Income
Net Noninterest Expense
Pre-Provision Net Revenue
Average Total Assets
Pre-Provision Net Revenue to Average Assets

39,512

| $\$$ | 39,512 |
| ---: | ---: |
| $2,849,170$ |  |


| $\$$ | 28,225 |
| :--- | ---: |
|  | - |
|  | - |
|  | 28,225 |
| 4,171 |  |
|  | - |
|  | 4,171 |
| $\$$ | 24,054 |
|  | $2,849,170$ |


| $\$$ | 39,512 <br> $(24,054)$ |
| :--- | ---: |
| $\$$ | 15,458 |
|  | $2,849,170$ |
|  | $2.15 \%$ |

For the Three Months Ended September 30, 2017
(Dollars in thousands, except per share amounts)
Credit Costs to Average Total Assets:
Provision for Loan Losses
Average Total Assets

Credit Costs to Average Assets

Taxes to Average Total Assets:
Income Tax Expense
Tax effect of adjustments
Adjusted Tax Expense
Average Total Assets
Taxes to Average Assets

| \$ | 572 |
| :---: | :---: |
|  | 2,849,170 |
|  | 0.08\% |
| \$ | 5,104 |
|  | - |
|  | 5,104 |
|  | 2,849,170 |
|  | 0.71\% |
|  | $\begin{array}{r} 5.50 \% \\ (3.35 \%) \\ \hline \end{array}$ |
|  | 2.15\% |
|  | (0.08\%) |
|  | (0.71\%) |
|  | 1.36\% |

