

### **Investor Presentation**

February 2023

# Cadence by the Numbers



- Dual headquarters in Tupelo, Mississippi and Houston, Texas. The bank was originally chartered in 1876 and went public in 1986.
- Customer-focused business model with comprehensive line of financial products and banking services for individuals, small to mid-size, and large commercial businesses.
- Comprehensive products & services, including consumer banking, mortgages, credit cards, commercial and business banking, treasury management, specialized lending, asset-based lending, commercial real estate, equipment financing, correspondent banking, SBA, foreign exchange, wealth management, investment and trust, financial and retirement planning, and personal and business insurance.

**\$48.7 Billion**<sup>(1)</sup> In Total Assets

\$39.0 Billion<sup>(1)</sup> In Deposits

\$30.3 Billion<sup>(1)</sup> In Loans

Largest bank in

Largest Bank w/ HQ

in Mississippi<sup>(2)</sup>

Largest Bank w/

Corporate HQ in

Texas<sup>(2)</sup>

**30th** U.S. by total assets

size<sup>(2)</sup>

#1

#3

**>6,500** Teammates

### Nearly 400

Locations in Texas and Southeast

### **Attractive Growth Markets**

8 of the top 10 largest MSAs<sup>(3)</sup>

### **S&P Global Ratings**

Long-term issuer credit	<b>BBB</b> +
Short-term issuer credit	<b>A-2</b>

### Moody's

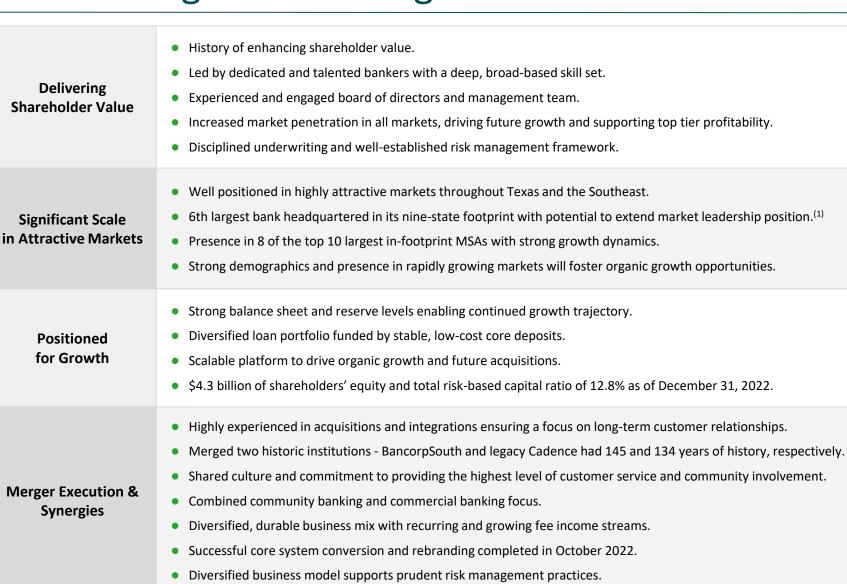
Counterparty Risk Rating **Baa1** Bank deposits **A2/P-1** 

(2) Bank ranking based on publicly-traded U.S. banks (excludes trust banks) with total assets reported as of December 31, 2022. Source: S&P Capital IQ.

<sup>(3)</sup> Based on the nine-state footprint: AL, AR, FL, GA, LA, MO, MS, TN and TX.

<sup>&</sup>lt;sup>(1)</sup> Financial information as of December 31, 2022.

# **Premier Regional Banking Franchise**





# **Diverse and Complementary Markets**

#### Loans & Deposits by State (12/31/22)

State	То	otal Loans (\$B)	% of Total	Total Deposits (\$B)	% of Total	Deposit Mkt. Share Rank <sup>(1)</sup>
Texas	\$	12.4	41%	\$ 12.7	33%	11
Mississippi		2.9	9%	9.2	24%	3
Alabama		2.6	8%	4.5	12%	6
Georgia		2.2	7%	3.9	10%	13
Florida		1.9	6%	2.0	5%	40
Tennessee		1.6	5%	2.3	6%	15
Louisiana		1.3	4%	1.8	5%	12
Arkansas		1.1	4%	2.1	5%	8
Missouri		0.5	2%	0.4	1%	69
Other		3.8	12%	-	-	-
Total	\$	30.3	100%	\$ 39.0	100%	-

- Future growth opportunities in large population centers in the Southeast and Texas complemented by meaningful market share in stable smaller markets.
- Texas is the 2nd largest economy among U.S. states and 9th largest global economy.<sup>(2)</sup>
- Georgia has 18 Fortune 500, 32 Fortune 1000 and over one million small businesses headquartered in the state.<sup>(2)</sup>
- Birmingham, Memphis, Tupelo, and other established Southeast markets provide stable, high-quality funding to complement middle market commercial growth.

#### Top 20 Largest Deposit Markets by MSA<sup>(1)</sup> - in footprint

FDIC Summary of Deposits – \$ amounts as of 6/30/22

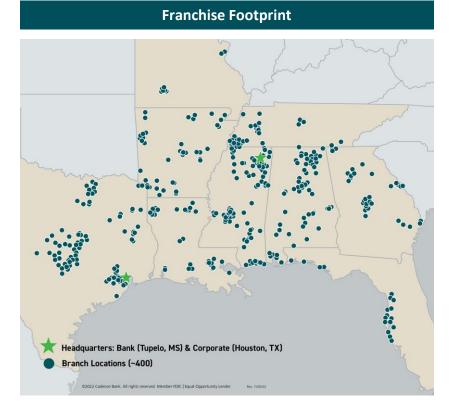
			Mkt.	Mkt.		
	Deposits	Branch	Share	Share	% of	Population
MSA	(\$B)	#	Rank	%	Franchise	(mm)
Houston, TX	\$ 7.6	20	7	2.1 %	18.9 %	7.4
Birmingham, AL	2.1	14	6	4.1	5.1	1.1
Memphis, TN	2.0	24	5	4.7	4.9	1.3
Atlanta, GA	1.8	6	15	0.8	4.5	6.2
Tupelo, MS	1.7	12	2	32.8	4.1	0.2
Jackson, MS	1.5	19	4	8.0	3.7	0.6
Killeen, TX	1.4	11	1	20.9	3.5	0.5
Macon, GA	1.4	8	2	25.4	3.4	0.2
Shreveport, LA	1.0	9	5	9.1	2.4	0.4
Jackson, TN	1.0	9	1	21.5	2.4	0.2
Tampa, FL	0.9	8	16	1.0	2.2	3.3
Hattiesburg, MS	0.8	8	1	18.3	2.0	0.2
Gulfport, MS	0.8	8	3	10.1	2.0	0.4
Huntsville, AL	0.8	5	6	6.6	1.9	0.5
Fort Smith, AR	0.7	8	3	10.9	1.7	0.2
Nacogdoches, TX	0.6	4	1	34.9	1.4	0.1
Dallas, TX	0.6	9	53	0.1	1.4	7.9
Austin, TX	0.5	14	22	0.7	1.3	2.4
Augusta, GA	0.5	6	9	3.9	1.2	0.6
Monroe, LA	0.5	5	3	9.7	1.2	0.2
Total (Top 20)	\$ 27.8	207		-	69.2 %	34.0

Note: Highlighted rows represent Top 5 market share ranking

<sup>&</sup>lt;sup>(2)</sup> Sources: www.bea.gov, businessintexas.com and www.georgia.org.



# Leading Bank in Texas & the Southeast



Nearly 400 Full-Service Branches 29 Insurance Locations (20 Stand Alone) 111 Mortgage Locations 32 Wealth Management Locations Top 10 Banks in the Company's TX & Southeast Footprint<sup>(1)</sup>

12/31/22

Rank	Company	Assets (\$B)
1	<b>Regions Financial Corporation</b>	\$155
2	Comerica Inc.	85
3	First Horizon Corporation	79
4	Synovus Financial Corp.	60
5	Cullen/Frost Bankers	53
6	Cadence Bank	49
7	South State Corporation	44
8	Pinnacle Financial Partners, Inc.	42
9	UMB Financial Corporation	39
10	Prosperity Bancshares, Inc.	38

### Attractive Footprint in Texas & the Southeast

35%

25%

15%

\$17.6

\$5.4

\$16.3

\$5.1

2019

\$15.7

\$4.9

2018

\$16.0



**CADENCE** 

Indicates CADE Presence



### Texas: 19.0%

**Meaningful Market Size** 

\$14.9

\$4.6

2017

Texas (2021): \$2.0Tn

\$14.3

\$4.4

2016

\$13.9

\$4.3

2015

\$20

Gross Domestic Product (\$Tn) 55 01 54 01

\$0

15%

10%

5%

0%

2010

**Cumulative Population Growth** 

#### **Bussiness Applications Growth Rate** 7% <sup>8%</sup> \$4.9 5% (0%) 2020 2021 (5%) 2015 2016 2017 2018 2019 **Favorable Demographic Trends**

8%

#### Low Unemployment Across Footprint

9%<sup>10%</sup>

34%

20%

2020

10% 9.1%13.1% 7.9% 8% Unemployment Over Time 6.2% 5.6% 5.6% 6% 5.3% 5.2% 5.1% 4.6% 5.8% 4.5% 4.1%4.0% 4.0% 3.9% 7% 3.6% 4% 2% 2022 2016 2018 2020 2015 2016 2017 2018 2019 2020 2021 2022

6

# Ideally Positioned in Rapidly Growing Markets

- Economic growth throughout CADE's footprint continues to outperform the broader US.
  - In particular, longstanding performance in the State of Texas.
- Driven by favorable demographic trends as well as a business-friendly atmosphere.
- Businesses and individuals are expected to continue migrating towards CADE's diverse footprint given the Southeast's highly competitive cost of doing business and extensive infrastructure.





3<sup>rd</sup> Ranked Metro by Fortune 500 HQs; Largest City in the #1 Ranked State for Doing Business

#### Dallas / Forth Worth Metroplex



Fastest Growing Major Metro in the United States; Growing Innovation Hub

#### Houston



Diverse Economic Base Centered on Professional and Business Services; 2<sup>nd</sup> Ranked Metro by Job Growth in 2022

#### Memphis



Key Logistics and Transportation Hub with Below Average Business Costs; Growing Healthcare Sector

If Houston was a Country, it would be the 27<sup>th</sup> Largest Economy in the World; World Class Medical and Energy Industries

Tampa



Diverse and Rapidly Growing Economy Driven by Defense, Finance and Tourism Industries

#### Tamna



Austin

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# **Diversified Business Model**



			2022 METRICS:
BANKING	Community	<ul> <li>Nine-state footprint, from Texas to Florida.</li> <li>Comprehensive product suite delivered through nearly 400 locations.</li> <li>Leadership in community markets.</li> <li>Source of high-quality, low-beta deposits in urban and rural markets.</li> </ul>	\$30.3B Loans
BAINKING	Commercial	<ul> <li>Proven business model focused on high-touch client relationships.</li> <li>Well-positioned in large and fast-growing metro markets.</li> <li>Experienced and talented bankers.</li> <li>Sophisticated treasury / cash management products and services.</li> </ul>	\$39.0B Deposits
	Insurance	<ul> <li>740+ insurance teammates including 164 producers across ~30 locations.</li> <li>2<sup>nd</sup> largest U.S. bank-owned insurance brokerage.<sup>(1)</sup></li> <li>Property and casualty, commercial and employee benefits.</li> </ul>	\$493.0M
FINANCIAL SERVICES	Wealth, Investment Advisory & Trust	<ul> <li>\$19+ billion Assets Under Management and Administration.<sup>(2)</sup></li> <li>Affluent and high net worth segments; advisory through Linscomb &amp; Williams.</li> <li>Personal and institutional trust services.</li> </ul>	Fee Income 26.7% of Operating
	Mortgage	<ul> <li>Over 200 originators/production staff.</li> <li>\$3+ billion mortgage production in 2022.</li> <li>~\$8 billion of loans serviced for others.</li> </ul>	Revenue

<sup>(1)</sup> Business Insurance rankings based on 2021 brokerage revenue generated by U.S.-based clients.

<sup>(2)</sup> Assets under management include assets in escrow, safekeeping, custody and QSF.

<sup>(3)</sup> Financial results as of 12/31/22.

# **Digital & Technology - Foundation for Growth**

### **2023 Priorities**

### **Maintain Stability & Security**

- Fortify technology environment.
- Update equipment and consolidate infrastructure.

### **Prepare for Future Growth**

- New and updated digital initiatives.
- Dynamic payments platform.
- Enhance compliance and fraud systems.
- Build upon security and safety.

### **Facilitate Business Goals**

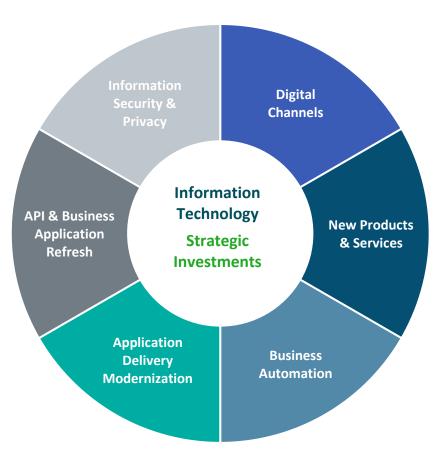
- Leverage customer relationships to empower technology.
- Deliver applications to serve diverse client needs.

### **CX / EX is the Driving Factor**

• Ongoing dedication to superior customer and employee experience.

### **Building for the Future**

**ADENCE** 



### **Diverse and Experienced Executives & Board**

### **Senior Executives**



**Dan Rollins** Chairman & CEO

**Board of Directors** 



Paul Murphy **Executive Vice Chairman** 



**Chris Bagley** President



Hank Holmes Chief Banking Officer



CADENCE Bank

Valerie Toalson Chief Financial Officer



**Gus Blass** 



Shannon Brown

Paul Murphy

**Deborah Cannon** 













Joe Evans





Virginia Hepner





Skipper Holliman



Tom Stanton





Keith Jackson





Kathy Waller

Tom Wiley



Dan Rollins

Marc Shapiro

10

Larry Kirk





# **Committed to ESG and Diversity**



### A Better World

- Committed to sustainability and prudent governance.
- Focused on reducing our carbon footprint to protect generations to come.
- Foster a diverse and inclusive workforce that positively impacts our clients, communities and shareholders.
- Working proactively with the community and government to serve the society at large.



### **Customers & Communities**

- Responsible business partner to every customer and community that we serve.
- Providing superior client service.
- Dedicated to low-to-moderate income and mass market clients offering financial education and targeted products.
- Giving back by supporting charitable events, employees volunteering their service, and through philanthropy.



### **Teammates & Culture**

- Proven and experienced leadership.
- Complementary cultures with disciplined approach to risk management.
- Operation centers maintained in key geographies across footprint.
- Expanded core competencies across organizations.
- Ensure that diversity is integrated into advancement and retention.

# Vision, Mission and Values



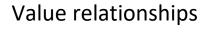
### Vision:

Helping people, companies, and communities prosper.

### **Mission:**

We meet customers where they are in their financial journey, providing expert advice and a broad array of products and services to help them reach their goals. While delivering value to our shareholders, we foster a workplace where teammates thrive and communities prosper.





Values:

Put customers at the center of our business



Do right by others



Embrace inclusivity



Create a great place to work

# Full Year 2022 Financial Highlights



Earnings Highlights	<ul> <li>Net income available to common shareholders of \$453.7 million, or \$2.46 per diluted common share, and adjusted net income available to common shareholders<sup>(1)</sup> of \$542.3 million, or \$2.94 adjusted earnings per common share,<sup>(1)</sup> reflecting strong business growth, stable credit, and continued operating leverage focus.</li> <li>Return on average common shareholders' equity was 10.3% and the adjusted return on average tangible common equity<sup>(1)</sup> was 19.3% for the year.</li> <li>Adjusted pre-tax pre-provision net revenue<sup>(1)</sup> of \$722.3 million in 2022, or 1.52% of average assets for the year.</li> </ul>
Balance Sheet	<ul> <li>Generated net organic loan growth of \$3.5 billion for the year, a 12.9% increase from the prior year. Total deposits declined \$861.1 million, a 2.2% decline versus a year ago, reflecting the impact of inflation on our consumer accounts and the decline of industry-wide deposits.</li> <li>Loan to deposit ratio of 77.9% and securities to assets of 24.5% at December 31, 2022.</li> </ul>
Credit	<ul> <li>The stable credit environment combined with a continued disciplined credit risk management approach contributed to strong asset quality metrics for the year.</li> <li>Total non-performing assets ("NPAs") decreased \$70.7 million, a 37.8% decline from a year ago, as the NPAs to total assets ratio was 0.24% in 2022 compared to 0.39% in 2021.</li> <li>Total recoveries offset total loans charged-off, resulting in net recoveries of \$49 thousand in 2022. Allowance for credit losses to total loans was 1.45% at December 31, 2022.</li> </ul>
Revenue and Expenses	<ul> <li>Total revenue of \$1.8 billion in 2022 up \$660.5 million or 55.8% from 2021, reflecting the full year impact of the legacy Cadence merger, increased loan production and higher interest rates.</li> <li>Non-interest revenue made up 26.7% of total revenue in 2022. A strong annual increase in insurance revenue and solid contribution from card revenues and wealth management offset a decline in mortgage revenue.</li> <li>The adjusted efficiency ratio<sup>(1)</sup> declined to 60.7% in 2022, from 61.6% in 2021.</li> </ul>
Capital	<ul> <li>Total shareholders' equity was \$4.3 billion at year-end and \$5.5 billion excluding AOCI.<sup>(1)</sup></li> <li>Tier 1 capital ratio of 10.7% and Total risk-based capital ratio of 12.8%, currently estimated as of December 31, 2022.</li> <li>Repurchased 6.1 million shares of common stock in 2022.</li> </ul>

# Fourth Quarter 2022 Financial Highlights 🦸

Earnings Highlights	<ul> <li>Net income available to common shareholders of \$95.6 million, or \$0.52 per diluted common share, and adjusted net income available to common shareholders<sup>(1)</sup> of \$142.9 million, or \$0.78 adjusted earnings per common share,<sup>(1)</sup> reflecting strong business growth, stable credit, and continued operating leverage focus.</li> <li>Return on average tangible common equity<sup>(1)</sup> was 15.4% and the adjusted return on average tangible common equity<sup>(1)</sup> was 23.0% for the quarter.</li> <li>Adjusted pre-tax pre-provision net revenue<sup>(1)</sup> of \$195.5 million in 4Q22, or 1.62% of average assets.</li> </ul>
Balance Sheet	<ul> <li>Generated net organic loan growth of \$1.1 billion for the fourth quarter, or 14.3% on an annualized basis, while total deposits were flat quarter over quarter.</li> <li>Loan to deposit ratio of 77.9% and securities to assets of 24.5% at December 31, 2022.</li> </ul>
Credit	<ul> <li>Credit quality metrics for the fourth quarter of 2022 reflect stability in overall credit quality, highlighted by net recoveries for the quarter (sixth quarter of net recoveries in the prior seven quarters), a decline in total non-performing assets, and a modest provision for credit losses necessary to support continued growth in loans and unfunded commitments.</li> <li>Total non-performing assets declined \$10.4 million, or 8.2%, in the fourth quarter from \$126.5 million at September 30, 2022 to \$116.1 million at December 31, 2022.</li> <li>Net recoveries in 4Q22 were \$5.0 million, or 0.07% of net loans and leases on an annualized basis.</li> </ul>
Revenue and Expenses	<ul> <li>Total revenue of \$474.2 million for the fourth quarter of 2022, compared with \$375.1 million for the fourth quarter of 2021 and \$479.8 million for the third quarter of 2022.</li> <li>Noninterest revenue was \$114.9 million for the fourth quarter of 2022, compared with \$103.9 million for the fourth quarter of 2021 and \$124.5 million for the third quarter of 2022.</li> <li>The adjusted efficiency ratio<sup>(1)</sup> declined to 58.7% in 4Q22, from 60.3% in 3Q22 and 63.5% in 4Q21.</li> </ul>
Capital	<ul> <li>Total shareholders' equity was \$4.3 billion, and \$5.5 billion excluding AOCI<sup>(1)</sup> as of December 31, 2022.</li> <li>Tier 1 capital ratio of 10.7% and total risk-based capital ratio of 12.8%, currently estimated as of December 31, 2022.</li> <li>Announced 10 million share repurchase authorization of common stock for the 2023 stock buyback program.</li> </ul>

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Bank

# Summary Financial Results



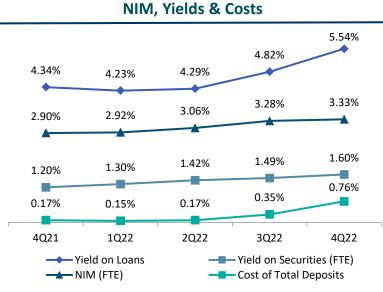
*\$ in millions, unless otherwise indicated* 

	Three Months/Period Ended							Year Ended				
					% Change							
		12/31/22		9/30/22	(QoQ)			12/31/22		12/31/21		
Net interest revenue	\$	359.4	\$	355.4	1.1 %		\$	1,351.3	\$	805.7		
Provision for credit losses		6.0		0.0	NM			7.0		138.1		
Noninterest revenue		114.9		124.5	(7.7)			493.0		378.2		
Noninterest expense		340.7		319.7	6.5			1,238.0		798.9		
Income before income taxes		127.6		160.1	(20.3)			599.4		246.9		
Income tax expense		29.6		36.7	(19.3)			136.1		51.8		
Net income	\$	97.9	\$	123.4	(20.6) %		\$	463.2	\$	195.2		
Less: Preferred dividends		2.4		2.4	-			9.5		9.5		
Net income available to common shareholders	\$	95.6	\$	121.0	(21.0) %		\$	453.7	\$	185.7		
Plus: Non-routine items, net of tax		47.3		22.6	109.0			88.5		162.9		
Adjusted net income available to common shareholders $^{(1)}$	\$	142.9	\$	143.7	(0.6) %		\$	542.3	\$	348.5		
Diluted earnings per share	\$	0.52	\$	0.66	(21.2) %		\$	2.46	\$	1.54		
Adjusted earnings per share <sup>(1)</sup>	\$	0.78	\$	0.78	-		\$	2.94	\$	2.89		
Return on average assets		0.81%		1.03%	(21.4) %			0.97%		0.65%		
Return on average common shareholders' equity		9.36%		11.06%	(15.4)			10.30%		5.86%		
Adjusted return on average assets <sup>(1)</sup>		1.21%		1.22%	(0.8) %			1.16%		1.19%		
Adjusted return on average tangible common equity $^{(1)}$		23.04%		20.66%	11.5			19.27%		16.26%		
Adjusted pre-tax pre-provision net revenue (PPNR) <sup>(1)</sup>	\$	195.5	\$	189.8	3.0 %		\$	722.3	\$	453.0		
Adjusted PPNR to total average assets <sup>(1)</sup>		1.62%		1.58%	2.5			1.52%		1.51%		
Tangible book value per share, including AOCI <sup>(1)</sup>	\$	13.99	\$	13.25	5.6 %		\$	13.99	\$	18.45		
Tangible book value per share, excluding AOCI <sup>(1)</sup>	\$	20.69	\$	20.36	1.6 %		\$	20.69	\$	19.19		

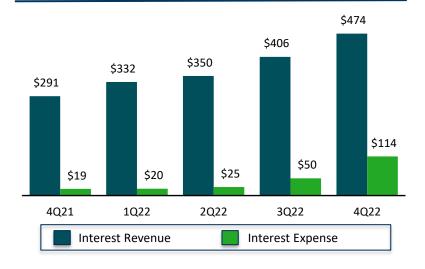
<sup>(1)</sup> Considered a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix. Note: "NM" abbreviation for "Not Meaningful."

# Net Interest Revenue / Net Interest Margin

\$ in millions, unless otherwise indicated



Interest Revenue & Interest Expense



### HIGHLIGHTS

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- Net interest margin increased 5 bp in the fourth quarter of 2022 to 3.33% reflecting continued improvement in earning asset yields which outpaced acceleration in rates on deposits and other funding. Rising rates and asset mix shifts (as runoff in the securities book is reinvested in loans) positively impacting asset yields.
- Yields on net loans, loans held for sale, and leases excluding accretion, were up 71 bp to 5.41% for the fourth quarter of 2022 compared with 4.70% for the third quarter of 2022.
- The average cost of deposits increased to 0.76% for the fourth quarter of 2022 compared to 0.35% in the prior quarter, and 0.17% in the year ago quarter, reflecting rate increases and continued competition.
- For the fourth quarter of 2022, the yield on total interest earning assets was 4.38% and total cost of interest bearing liabilities was 1.54%. Interest bearing liabilities to interest earning assets was 68.4% at December 31, 2022.
- Total interest revenue of \$474 million in 4Q22 included \$9.2 million in accretion income on acquired loans compared to \$8.1 million in the third quarter of 2022. Excluding the impact of accretion, the linked quarter net interest margin increased by 3 basis points.

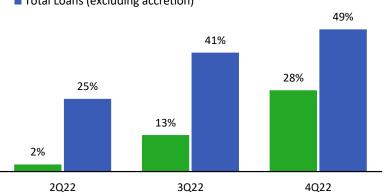
### **Interest Rate Sensitivity**



\$ in millions, unless otherwise indicated

#### **Quarterly Loan & Deposit Betas**





#### Loan & Deposit Betas (vs. Fed Effective)

	<u>1Q22</u>	<u>2Q22</u>	<u>3Q22</u>	<u>4Q22</u>
Fed Effective (average)	0.12%	0.76%	2.19%	3.65%
Deposit Costs				
Interest Bearing Deposits	0.23%	0.26%	0.53%	1.17%
Total Deposits	0.15%	0.17%	0.35%	0.76%
Quarterly Beta				
Total Interest Bearing Deposits	NM	5%	19%	44%
Total Deposits	NM	2%	13%	28%
Loan Yields				
Loans (excluding accretion)	3.96%	4.12%	4.70%	5.41%
Quarterly Beta				
Loans (excluding accretion)	NM	25%	41%	49%

#### Total Loans (excluding accretion)

### HIGHLIGHTS

- The balance sheet is modestly asset sensitive, with approximately 21% of loan rate structures are floating (repricing within 30 days), 51% of loans variable, and 28% fixed as of December 31, 2022.
- Inclusive of fixed rate loans, approximately 49% of total loans, or \$14.9 billion, are scheduled to reprice in the next twelve months, of which \$12.8 billion, or approximately 42% of the portfolio, are repricing within the next three months.
- Net interest income in a +100 bp rate shock scenario modeled over a 12-month period increases 4.6%, up 2.3% in +50 bp, and declines 4.6% in -100 bp.<sup>(1)</sup>
- The beta on total loans excluding accretion (compared to the Fed Funds effective rate) was 39% cycle-to-date,<sup>(2)</sup> demonstrating the interest-sensitivity of the loan portfolio.
- The cycle-to-date<sup>(2)</sup> total deposit beta is 17%, reflective of the slower repricing behavior within our community banking deposits.
- Total deposit beta was 28% during the fourth quarter of 2022, up from 13% in prior quarter. The quarterly deposit beta as a ratio of quarterly loan beta increased to 58% in 4Q22 from 32% in 3Q22 as deposit costs accelerated in the quarter.

Note: Loan and deposit betas are calculated by dividing the change in yields and costs by change in the average Fed Funds Effective Target rate.

<sup>(1)</sup> Based on December 31, 2022 interest rate sensitivity modeling of instantaneous rate shock over 1-12 months.

<sup>(2)</sup> Cycle-to-date reflects changes since fourth quarter 2021 and incorporates the increases in the average Fed Funds effective rate.

# Loans & Securities – Repricing and Maturity

\$ in millions, unless otherwise indicated

### Total Loans and Leases (net of unearned income)<sup>(1)</sup>

(At December 31, 2022)			Re	oricing Ter	m				Rate Structure			
	3 mos or less	3-12 mos	1-3 Years	3-5 Years	5-10 Years	10-15 Years	Over 15 Years	Total	Floating Rate	Variable Rate	Fixed Rate	
Non-real estate	\$ 6,760	\$ 293	\$ 700	\$ 811	\$ 367	\$ 23	\$ 31	\$ 8,986	\$2,517	\$ 5,187	\$1,282	
Owner occupied	796	308	568	726	965	690	16	4,069	443	1,871	1,754	
Commercial & industrial	7,556	601	1,268	1,537	1,332	713	47	13,054	2,960	7,058	3,036	
Construction, A&D	2,087	461	358	412	95	31	103	3,548	1,347	1,470	731	
Income producing	1,658	534	884	1,366	608	89	12	5,151	854	3,166	1,131	
Commercial real estate	3,746	995	1,242	1,778	703	120	115	8,699	2,201	4,637	1,861	
Residential mortgages	1,166	514	744	1,009	1,522	198	3,166	8,319	975	3,888	3,456	
Other consumer	156	23	43	44	9	0	2	277	148	3	127	
Total	\$12,623	\$2,133	\$3,297	\$4,367	\$3,567	\$1,032	\$3,331	\$ 30,349	\$6,284	\$ 15,586	\$8,479	
% of Total	42%	7%	11%	14%	12%	3%	11%	100%	21%	51%	28%	
Weighted Average Rate	7.11%	4.94%	4.71%	4.44%	3.96%	4.10%	4.15%	5.52%	7.53%	5.46%	4.15%	

#### Available-for-Sale Securities<sup>(2)</sup>

(At December 31, 2022)	Maturity Distribution									
	1 Year or less		1 to 5 Years	5	5 to 10 Years	0	ver 10 Years		rtgage- cked <sup>(3)</sup>	Total
Amortized Cost	\$ 2,330	\$	572	\$	272	\$	630	\$	9,678	\$ 13,481
% of Total	17%		4%		2%		5%		72%	100%
Estimated Fair Value	\$ 2,261	\$	517	\$	249	\$	507	\$	8,410	\$ 11,944
% of Total	19%		4%		2%		4%		70%	100%
Weighted Average Yield	1.01%		1.04%		3.43%		2.45%		1.54%	1.50%

<sup>(1)</sup> Based on maturity date for fixed rate loans.

<sup>(2)</sup> The amortized cost and estimated fair value of available-for-sale securities at December 31, 2022 by contractual maturity are shown. Actual maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

<sup>(3)</sup> Excludes prepayments and other cash flow items in advance of maturity.

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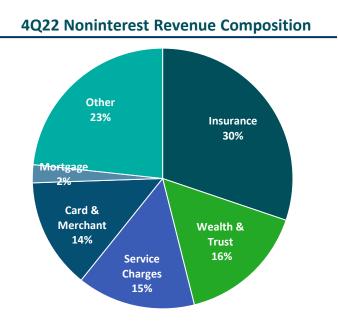
Bank



### **Noninterest Revenue**

*\$ in millions, unless otherwise indicated* 

		Thi	ree N	Aonths	Enc	led	% Ch	ange
	12/	31/22	9/	/30/22	12/	/31/21 <sup>(1)</sup>	QoQ	YoY <sup>(1)</sup>
Insurance commissions	\$	34.7	\$	39.9	\$	32.6	(13.0) %	6.3 %
Service charges		16.9		19.9		17.7	(15.4)	(4.6)
Card and merchant		15.8		14.5		12.0	8.6	31.1
Brokerage		9.1		9.7		8.0	(6.1)	13.8
Trust		9.1		9.0		7.9	1.1	15.5
Mortgage banking		5.4		4.7		8.0	13.9	(32.1)
MSR/MSR market adjustment		(2.8)		4.3		2.6	NM	NM
BOLI		5.4		3.5		3.1	53.7	75.5
Securities (losses) gains, net		(0.6)		(0.1)		(0.4)	NM	57.4
Other		21.9		19.0		12.3	15.6	78.2
Total	\$	114.9	\$	124.5	\$	103.9	(7.7) %	10.6 %
	ļ							
% of Total Revenue		24.2%		25.9%		27.7%		



#### HIGHLIGHTS

- Noninterest revenue was \$114.9 million for the fourth quarter of 2022, compared with \$103.9 million for the fourth quarter of 2021 and \$124.5 million for the third quarter of 2022. The linked quarter decline was driven primarily by insurance seasonality, a decline in analysis charges as a result of ECR increase, and a negative mortgage servicing rights market value adjustment.
- Insurance commission revenue totaled \$34.7 million for the fourth quarter of 2022, compared with \$32.6 million for the fourth quarter of 2021 and \$39.9 million for the third quarter of 2022, due to policy renewal seasonal slowdown in insurance commission revenue in the fourth quarter.
- Total assets under management were \$19.1 billion as of December 31, 2022, down from \$19.9 billion as of September 30, 2022 reflecting market volatility partially offset by organic growth.

(1) 4Q21 financial results prior to 10/29/21 reflect Legacy BancorpSouth on a standalone basis. As a result, 4Q21 financial results are not directly comparable to other periods.



# Noninterest Expense

#### \$ in millions, unless otherwise indicated

	Thi	ee Months	Ended	% Ch	ange	Operating Leverage
	12/31/22	9/30/22	12/31/21 <sup>(3)</sup>	QoQ	YoY <sup>(3)</sup>	\$450 \$480 \$474
Salaries and employee benefits	\$ 183.9	\$ 191.2	\$ 149.6	(3.8) %	27.8 %	. 5450
Occupancy and equipment	30.5	30.6	26.9	(0.2)	13.9	\$375
Data processing and software	29.3	28.1	24.8	4.3	13.0	\$341
Advertising and public relations	28.7	4.1	5.1	NM	(19.7)	\$220
Merger expense	20.3	19.7	44.8	3.0	(56.1)	\$289 \$289 \$281 \$286 \$272 \$286 \$272
Pension settlement expense	6.1	2.9	0.7	111.6	NM	\$239
Deposit insurance assessments	5.9	4.5	3.3	31.8	37.2	
Travel and entertainment	5.3	4.1	2.8	28.0	47.9	
Amortization of intangibles	5.3	5.4	5.5	(3.1)	(1.0)	
Other	25.4	29.1	25.7	(12.9)	13.1	- 63.5% 63.5%
Total	\$ 340.7	\$ 319.7	\$ 289.2	6.5 %	10.6 %	60.5% 60.3%
Merger expense <sup>(2)</sup>	20.3	19.7	44.8	3.0	(56.1)	58.7%
Incremental merger related expense <sup>(2)</sup>	32.7	6.9	5	NM	49.2	4Q21 <sup>(3)</sup> 1Q22 2Q22 3Q22 4Q22
Branch closing expense	2.3	0.0	-	NM	NM	4Q21 <sup>(2)</sup> 1Q22 2Q22 3Q22 4Q22
Pension settlement expense	6.1	2.9	1	111.6	NM	Total Revenue Noninterest Expense
Total adjusted expense	\$ 279.3	\$ 290.2	\$ 239.1	(3.8) %	21.4 %	Adjusted Expense <sup>(1)</sup> ———Adjusted Eff. Ratio <sup>(1)</sup>

#### HIGHLIGHTS

- Noninterest expense for the fourth quarter of 2022 was \$340.7 million compared with \$319.7 million for the third quarter of 2022 due to elevated merger and incremental merger expenses<sup>(2)</sup> of \$53.0 million in 4Q22, largely representing system and technology conversion expenses, franchise-wide rebranding and other employee retention and compensation expenses.
- The fourth quarter of 2022 included a charge of \$6.1 million to reflect the settlement accounting impact of elevated lump sum retirement pension payouts during the quarter and \$2.3 million of branch closing expense.
- Adjusted noninterest expense<sup>(1)</sup> for 4Q22 was \$279.3 million, compared with \$239.1 million in 4Q21 and \$290.2 million for 3Q22. See slide 10 for a detailed comparison of Adjusted noninterest expense.<sup>(1)</sup>

<sup>&</sup>lt;sup>(1)</sup> Considered a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix.

<sup>(2)</sup> Merger expenses are costs to complete the merger with no future benefit. Incremental merger related expenses to complete the merger are expected to provide a future benefit.

<sup>&</sup>lt;sup>(3)</sup> 4Q21 financial results prior to 10/29/21 reflect Legacy BancorpSouth on a standalone basis. As a result, 4Q21 financial results are not directly comparable to other periods.



# **Adjusted Noninterest Expense**

#### \$ in millions, unless otherwise indicated

	Foui	rth Quarte	r 2022	Thi	rd Quarter	2022	4Q22	vs. 3Q22
	NIE	Adj.	Adj. NIE <sup>(1)</sup>	NIE	Adj.	Adj. NIE <sup>(1)</sup>	NIE	Adj. NIE <sup>(1)</sup>
Noninterest Expense (NIE):								
Salaries and employee benefits	\$183.9	\$ (9.4)	\$ 174.5	\$191.2	\$ (5.7)	\$ 185.5	\$ (7.3)	\$ (11.0)
Occupancy and equipment	30.5	(0.0)	30.5	30.6	(0.3)	30.3	(0.1)	0.2
Data processing and software	29.3	(0.6)	28.7	28.1	(0.5)	27.5	1.2	1.2
Advertising and public relations	28.7	(21.4)	7.3	4.1	(0.3)	3.8	24.6	3.5
Merger expense	20.3	(20.3)	-	19.7	(19.7)	-	0.6	-
Pension settlement expense	6.1	(6.1)	-	2.9	(2.9)	-	3.2	-
Deposit insurance assessments	5.9	-	5.9	4.5	-	4.5	1.4	1.4
Travel and entertainment	5.3	-	5.3	4.1	-	4.1	1.2	1.1
Amortization of intangibles	5.3	-	5.3	5.4	-	5.4	(0.2)	(0.2)
Other miscellaneous expense	25.4	(3.6)	21.8	29.1	(0.1)	29.0	(3.7)	(7.2)
TOTAL	\$340.7	\$(61.4)	\$ 279.3	\$319.7	\$ (29.5)	\$ 290.2	\$20.9	\$ (10.9)

#### HIGHLIGHTS

- On an adjusted basis, salaries and benefits expense declined \$11.0 million versus the prior quarter due primarily to revised estimates of various insurance accruals and employee benefit obligations impacted by higher discount rates given the increase in interest rates.
- Advertising and public relations expense, excluding adjustments, increased \$3.5 million related to increased activity post rebranding.
- Other miscellaneous expense, excluding adjustments, declined \$7.2 million with approximately half of the decline representing lower franchise tax, legal and other accruals, with the remaining reflective of various lower expenses in 4Q22.

# **Diversified Loan Portfolio**



\$ in millions, unless otherwise indicated

### HIGHLIGHTS

- Loans and leases, net of unearned income, reflect healthy growth and steady pipelines, increasing \$1.1 billion during the fourth quarter, or 14.3% annualized. Loan growth for the quarter was spread across the Corporate, Community, and Mortgage teams, as well as across our footprint. Our bankers have continued to produce meaningful business generation and are excited to continue helping our customers prosper in 2023.
- Total loans and leases finished at \$30.3 billion, up \$3.5 billion for the year. The portfolio mix remains well-balanced with commercial and industrial the largest segment at 43.0% of total loans, commercial real estate at 28.7% and consumer at 28.3% as of December 31, 2022.

	As of 12/	31/22	As of 9/3	30/22	As of 12/	31/21
	Balance	% of Total	Balance	% of Total	Balance	% of Total
Commercial and Industrial ("C&I")						
Non Real Estate	\$8,986	29.6%	\$8,803	30.0%	\$7 <i>,</i> 847	29.2%
Owner Occupied	4,069	13.4%	3,943	13.5%	3,568	13.3%
Total C&I	13,054	43.0%	12,747	43.5%	11,415	42.5%
Commercial Real Estate ("CRE")						
Construction, Acquisition and Development	3,548	11.7%	3,244	11.1%	2,924	10.9%
Income Producing	5,151	17.0%	5,098	17.4%	4,924	18.3%
Total CRE	8,699	28.7%	8,343	28.5%	7,849	29.2%
Consumer						
Residential Mortgages	8,319	27.4%	7,924	27.0%	7,311	27.2%
Other consumer	277	0.9%	282	1.0%	308	1.1%
Total Consumer	8,596	28.3%	8,207	28.0%	7,619	28.3%
Total Loans and Leases	\$30,349	100.0%	\$29,296	100.0%	\$26,883	100.0%

### **Period Ending Loans**

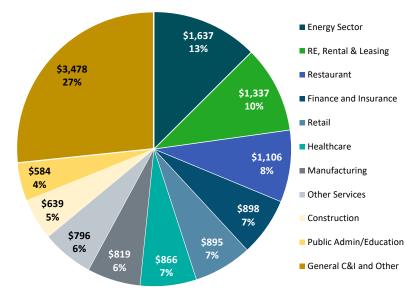


# **C&I and CRE Loan Breakdown**

*\$ in millions, unless otherwise indicated* 

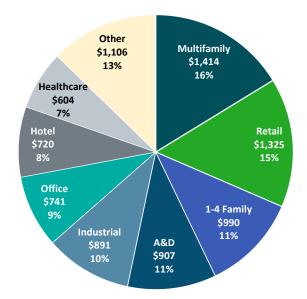
#### **Commercial and Industrial (C&I)**

	4Q22	Δ vs. 3Q22	Δ vs. 4Q21
Industry Breakout	4022	\$%	\$%
Energy Sector	\$ 1,637	\$155 10%	\$ 286 21%
RE, Rental & Leasing	\$ 1,337	\$ 28 2%	\$ 284 27%
Restaurant	\$ 1,106	\$ (17) -2%	\$ 27 2%
Finance and Insurance	\$ 898	\$ (35) -4%	\$ 106 13%
Retail	\$ 895	\$ 48 6%	\$ 157 21%
Healthcare	\$ 866	\$ 9 1%	\$ 28 3%
Manufacturing	\$ 819	\$ (12) -1%	\$ 87 12%
Other Services	\$ 796	\$ 33 4%	\$ 53 7%
Construction	\$ 639	\$ (7) -1%	\$ 60 10%
Public Admin/Education	\$ 584	\$ 23 4%	\$ 193 49%
General C&I and Other	\$ 3,478	\$ 83 2%	\$ 358 11%
TOTAL	\$ 13,054	<b>\$ 307</b> 2%	<b>\$1,639</b> 14%



#### **Commercial Real Estate (CRE)**

	,	4022	Δ	vs. 3	Q22	Ĺ	۷ vs. 4	1Q21
Industry Breakout		+QZZ		\$	%		\$	%
Multifamily	\$	1,414	\$	92	7%	\$	155	12%
Retail	\$	1,325	\$	22	2%	\$	76	6%
1-4 Family	\$	990	\$	39	4%	\$	284	40%
A&D	\$	907	\$	(10)	-1%	\$	55	6%
Industrial	\$	891	\$	168	23%	\$	293	49%
Office	\$	741	\$	(17)	-2%	\$	(63)	-8%
Hotel	\$	720	\$	(49)	-6%	\$	(108)	-13%
Healthcare	\$	604	\$	37	6%	\$	47	8%
Other	\$	1,106	\$	74	7%	\$	111	11%
TOTAL	\$	8,699	\$	356	4%	\$	850	11%



### **Strong Deposit Base**



\$ in millions, unless otherwise indicated

### HIGHLIGHTS

- Total deposits were flat for the fourth quarter at \$39.0 billion, while full year total deposits declined \$861.1 million, reflecting the impact of inflation on our consumer accounts and the decline of industry-wide deposits.
- Loan to deposits ratio of 77.9% at December 31, 2022, and securities to total assets of 24.5%, reflecting continued improvement in earning asset mix while maintaining strong balance sheet liquidity.
- Noninterest bearing deposits represented 32.7% of total deposits at the end of the fourth quarter of 2022, declining from 35.5% at September 30, 2022 as approximately \$1.1 billion in non-interest bearing balances shifted into interest bearing deposits.
- 75.7% of total deposits are housed in Community Banking throughout our nine-state footprint.

	As of 12,	/31/22	As of 9/	30/22	As of 12,	/31/21
	Balance	% of Total	Balance	% of Total	Balance	% of Total
Noninterest Bearing Demand	\$12,731	32.7%	\$13,840	35.5%	\$13,635	34.2%
Interest Bearing Demand	19,040	48.9%	18,034	46.2%	18,728	47.0%
Savings	3,474	8.9%	3,676	9.4%	3,556	8.9%
Other Time	3,712	9.5%	3,454	8.9%	3,900	9.8%
Total Deposits	\$38,957	100.0%	\$39,004	100.0%	\$39,818	100.0%
Total Cost of Deposits	0.76	%	0.35	%	0.17	%

### **Period Ending Deposits**

# Credit Quality



Cradit Matrice(1)



#### \$ in millions, unless otherwise indicated

		Qua	arter Endi	ng				Cr		etric	S <sup>(1)</sup>	
	12/31/21	3/31/22	6/30/22	9/30/22	12/31/22	-	Pr	ovisions	A	CL	ACL	/ Loans (%)
	****	4.0.4	400	400	400	:	\$446	\$439		\$440	\$433	\$440
Non-accrual	\$122	\$91	\$89	\$90	\$99							
90+ days Past Due (Accruing)	\$25	\$21	\$20	\$12	\$2	1.66%		1.61%	1.55%		1.48%	1.45%
Restructured (Accruing)	\$7	\$7	\$7	\$16	\$9							•
Non-performing Loans (NPLs)	\$154	\$119	\$116	\$118	\$109							
Non-performing Assets (NPAs)	\$187	\$148	\$131	\$126	\$116	\$134						
NPLs / Net Loans and Leases	0.57%	0.44%	0.41%	0.40%	0.36%			\$-	\$1		\$-	\$6
NPAs / Total Assets	0.39%	0.31%	0.27%	0.27%	0.24%							
Classified Assets	\$632	\$504	\$442	\$488	\$540	4Q2	21	1Q22	2Q	22	3Q22	4Q22
	-	-	•	•		\$4	.8	\$0.4	\$1	4	(\$6.7)	\$5.0
								Net re	coveries	s (char	ge-offs)	

### HIGHLIGHTS

- Credit quality metrics for the fourth quarter of 2022 reflect stability in overall credit quality, highlighted by net recoveries for the quarter (sixth quarter of net recoveries in the prior seven quarters), a decline in total non-performing assets, and a modest provision for credit losses necessary to support continued growth in loans and unfunded commitments.
- Net recoveries for the fourth quarter of 2022 were \$5.0 million, or 0.07% of net loans and leases on an annualized basis, compared with net charge-offs of \$6.7 million for the third quarter of 2022.
- The provision for credit losses for the fourth quarter of 2022 was \$6.0 million, which included a \$4 million reserve for unfunded commitments for the quarter. The allowance for credit losses was \$440.3 million, or 1.45% of net loans and leases at December 31, 2022, compared with \$433.4 million, or 1.48% of net loans and leases at September 30, 2022.

# **Capital Strength**

#### Cadence Bank

Cauence Dank					
	12/31/22	9/30/22	6/30/22	3/31/22	12/31/21
Total Regulatory Capital (\$ million) <sup>(1)</sup>	4,862	4,786	4,684	4,596	4,683
Total Risk-Weighted Assets (\$ million) <sup>(1)</sup>	37,963	37,271	36,062	34,624	33,786
Leverage Ratio (%) <sup>(1)</sup>	8.4	8.4	8.4	8.2	9.9
Common Equity Tier 1 Capital Ratio (%) <sup>(1)</sup>	10.2	10.3	10.3	10.6	11.1
Tier 1 Ratio (%) <sup>(1)</sup>	10.7	10.7	10.8	11.1	11.6
Total Capital Ratio (%) <sup>(1)</sup>	12.8	12.8	13.0	13.3	13.9
Total Shareholders' Equity (\$B)	4.3	4.2	4.4	4.6	5.2
Tangible Common Shareholders' Equity (\$B) <sup>(2)</sup>	2.6	2.4	2.7	2.9	3.5
Total shareholders' equity, ex. AOCI <sup>(2)</sup>	5.5	5.5	5.4	5.3	5.4
Common shareholders' equity, ex. AOCI <sup>(2)</sup>	5.4	5.3	5.2	5.1	5.2
Total Shares Outstanding (millions)	182.4	182.4	182.5	183.5	188.3
Book Value Per Share	\$22.72	\$21.92	\$23.41	\$24.40	\$26.98
Tangible Book Value Per Share <sup>(2)</sup>	\$13.99	\$13.25	\$14.73	\$15.67	\$18.45
Tangible Book Value Per Share, ex. AOCI <sup>(2)</sup>	\$20.69	\$20.36	\$19.87	\$19.29	\$19.19
Cash Dividends Per Share	\$0.22	\$0.22	\$0.22	\$0.22	\$0.20
					-

<sup>(1)</sup> Preliminary estimates for 12/31/22.

<sup>(2)</sup> Considered a non-GAAP financial measure. See "Non-GAAP Reconciliation" in the appendix.

### HIGHLIGHTS

- Regulatory capital ratios remain solid including a Total Capital Ratio of 12.8% and Tier 1 Ratio of 10.7% as of 12/31/22.
- Quarterly cash dividend of \$0.22 per common share, up \$0.02, or 10% per share compared to 4Q21.
- Tangible book value per share increased 5.6% during the quarter. The impact of unrealized markto-market changes in the available-for-sale securities portfolio declined in 4Q22.
- No shares were repurchased in 4Q22. In 2022, the company repurchased 6.1 million shares of common stock. The 2023 share repurchase authorization is 10 million shares of common stock.







# Net Interest Income Dynamics

#### *\$ in millions, unless otherwise indicated*

	Fo	urth Qua	irter	2022		TI	nird Quart	ter	2022		QoQ Co	ompare
	verage	Vield /	Con	tribution	to NIM	Average	Yield / C	ont	ribution	to NIM	Yield /	Margin
	Balance	Cost	com	\$	%	Balance	Cost	0111	Ś	%	Cost	Impact
Loans & Leases, ex. accretion (TE)	\$ 29,813	5.40%	\$	405.8	3.75%	\$ 28,872	4.69%	\$	341.3	3.14%	0.71%	0.60%
Accretion Income on Acquired Loans		0.12%		9.2	0.08%		0.11%		8.1	0.07%	0.01%	0.01%
Loans Held For Sale	63	11.35%		1.8	0.02%	103	8.61%		2.2	0.02%	2.74%	0.00%
Total Loans	\$ 29,875	5.54%	\$	416.8	3.85%	\$ 28,975	4.82%	\$	351.7	3.24%	0.72%	0.61%
Total Loans, ex. accretion	\$ <i>29,87</i> 5	5.41%	\$	407.6	3.76%	\$ 28,975	4.70%	\$	343.6	3.16%	0.71%	0.60%
Total Investment Securities (TE)	12,157	1.60%		49.0	0.45%	13,253	1.49%		49.9	0.46%	0.11%	-0.01%
Other Investments	944	3.69%		8.8	0.08%	851	2.32%		5.0	0.05%	1.37%	0.04%
Total Interest-Earning Assets (TE)	\$ 42,976	4.38%	\$	474.6	4.38%	\$ 43,079	3.74%	\$	406.6	3.74%	0.64%	0.64%
Demand Deposits	\$ 17,866	1.34%	\$	60.2	0.56%	\$ 18,675	0.60%	\$	28.2	0.26%	-0.74%	-0.30%
Savings Deposits	3,556	0.31%		2.8	0.03%	3,720	0.17%		1.6	0.01%	-0.14%	-0.01%
Time Deposits	3,606	1.25%		11.4	0.11%	3,389	0.65%		5.5	0.05%	-0.61%	-0.05%
CD Mark Accretion		-0.08%		(0.7)	-0.01%		-0.09%		(0.7)	-0.01%	-0.01%	0.00%
Total Time Deposits	3,606	1.17%		10.7	0.10%	3,389	0.56%		4.8	0.04%	-0.61%	-0.05%
Total Interest-Bearing Deposits	25,028	1.17%		73.7	0.68%	25,784	0.53%		34.6	0.32%	-0.64%	-0.36%
Non Interest Demand Deposits	13,344					13,817						
Total Deposits	\$ 38,372	0.76%	\$	73.7	0.68%	\$ 39,601	0.35%	\$	34.6	0.32%	-0.42%	-0.36%
Total Deposits, ex. accretion	\$ 38,372	0.77%	\$	74.4	0.69%	\$ 39,601	0.35%	\$	35.3	0.33%	-0.42%	-0.36%
Short-Term Borrowings	3,913	3.62%		35.7	0.33%	2,264	1.89%		10.8	0.10%	-1.73%	-0.23%
Long-Term Borrowings	464	4.15%		4.8	0.04%	466	4.15%		4.9	0.04%	0.00%	0.00%
Total Interest-Bearing Liabilities	\$ 29,405	1.54%	\$	114.2	1.05%	\$ 28,514	0.70%	\$	50.2	0.46%	-0.84%	-0.59%
Non Interest Demand Deposits	13,344					13,817						
Total Cost of Funds	42,749	1.06%		114.2	1.05%	 42,331	0.47%		50.2	0.46%	-0.59%	-0.59%
Net Interest Margin (TE)			Ś	360.4	3.33%			Ś	356.4	3.28%		0.05%



# Mortgage and Insurance Revenue

\$ in millions, unless otherwise indicated

#### Mortgage Lending Revenue

	_				Quar	ter Ended				
	12	/31/22	9	/30/22	6/	/30/22	3/	/31/22	12	/31/21
Origination Revenue	\$	1.8	\$	1.9	\$	4.0	\$	5.1	\$	6.0
Servicing Revenue		5.9		5.9		6.0		5.8		5.8
MSR Payoffs/Paydowns		(2.3)		(3.1)		(3.3)		(3.1)		(3.8)
Mortgage Production and Servicing Revenue		5.4		4.7		6.8		7.8		8.0
Mortgage Servicing Rights Valuation Adjustment		(2.8)		4.3		4.7		14.0		2.6
Total Mortgage Banking Revenue	\$	2.6	\$	9.1	\$	11.4	\$	21.8	\$	10.6
Production Volume	\$	554.5	\$	769.9	\$	913.0	\$	803.9	\$	817.7
Purchase Money Production	,	475.0	Ŷ	661.0	Ļ	776.0	Ļ	574.8	Ļ	548.0
Mortgage Loans Sold		163.9		285.6		361.1		413.0		533.7
Margin on Loans Sold		1.09%		0.67%		1.12%		1.24%		1.12%
Current Pipeline	\$	85.4	\$	166.0	\$	253.0	\$	332.7	Ś	322.6
Mortgage Originators	Ť	207.0	Ŷ	210.0	Ŷ	206.0	Ŷ	202.0	Ŷ	202.5
Insurance Commission Revenue										
Property and Casualty Commissions	\$	24.7	\$	30.0	\$	29.2	\$	25.9	\$	23.6
Life and Health Commissions		7.2		7.3		7.9		7.1		6.5
Risk Management Income		0.9		0.7		0.7		0.8		0.7
Other		2.0		1.9		2.2		2.0		1.8
Total Insurance Commissions	\$	34.7	\$	39.9	\$	40.0	\$	35.7	\$	32.6



### Summary Balance Sheet – Period End

*\$ in millions, unless otherwise indicated* 

	12/31/22	9/30/22	6/30/22	3/31/22	12/31/21
Assets					
Cash and Due from Banks	\$756.9	\$694.0	\$770.3	\$781.3	\$656.1
Deposits with Other Banks & Fed Funds	1,241.2	895.6	1,069.4	880.7	638.5
Available-for-sale securities, at fair value	11,944.1	12,441.9	13,450.6	14,371.6	15,606.5
Loans	30,349.3	29,296.5	28,360.5	27,189.7	26,883.0
Loans Held for Sale	187.9	198.4	213.5	302.2	340.2
Allowance for Credit Losses	(440.3)	(433.4)	(440.1)	(438.7)	(446.4)
Goodwill & Other Intangibles	1,591.6	1,582.5	1,582.6	1,600.7	1,606.2
Other Assets	3,022.8	3,024.2	2,741.0	2,516.6	2,385.6
Total Assets	\$48,653.4	\$47,699.7	\$47,747.7	\$47,204.1	\$47,669.8
Liabilities					
Total Deposits	\$38,956.6	\$39,003.9	\$40,189.1	\$40,568.1	\$39,817.7
Fed Funds and short-term borrowings	3,300.2	2,495.0	1,200.0	-	595.0
Subordinated & Long-term debt	462.6	463.3	465.1	465.7	482.4
Other Liabilities	1,622.6	1,570.5	1,455.6	1,526.6	1,526.7
Total Liabilities	\$44,342.0	\$43,532.7	\$43,309.8	\$42,560.3	\$42,421.8
Total Shareholders' Equity	\$4,311.4	\$4,166.9	\$4,437.9	\$4,643.8	\$5,248.0
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Liabilities and Shareholders' Equity	\$48,653.4	\$47,699.7	\$47,747.7	\$47,204.1	\$47,669.8



### Summary Income Statement

*\$ in millions, unless otherwise indicated* 

		Qı	arter Ende	d		Year E	Inded
	12/31/22	9/30/22	6/30/22	3/31/22	12/31/21	12/31/22	12/31/21
Interest Revenue	\$473.5	\$405.6	\$349.6	\$331.9	\$290.6	\$1,560.6	\$882.0
Interest Expense	114.2	50.2	24.8	20.1	19.4	209.3	76.3
Net Interest Revenue	359.4	355.4	324.8	311.8	271.2	1,351.3	805.7
Noninterest Income	114.9	124.5	125.2	128.4	103.9	493.0	378.2
Total Revenue	\$474.2	\$479.8	\$450.0	\$440.3	\$375.1	\$1,844.3	\$1,183.9
Noninterest Expense	340.7	319.7	285.9	291.7	289.2	1238.0	798.9
Provision (release) for Credit Losses	6.0	-	1.0	-	133.6	7.0	138.1
Pre-Tax Income (Loss)	\$127.6	\$160.1	\$163.1	\$148.6	(\$47.7)	\$599.4	\$246.9
Income Tax Expense (benefit)	29.6	36.7	36.2	33.6	(13.0)	136.1	51.8
Net Income (Loss)	\$97.9	\$123.4	\$127.0	\$114.9	(\$34.7)	\$463.2	\$195.2
Less: Preferred dividends	2.4	2.4	2.4	2.4	2.4	9.5	9.5
Net Income (Loss) Available to Common	\$95.6	\$121.0	\$124.6	\$112.6	(\$37.0)	\$453.7	\$185.7
Pre-Tax Pre-Provision Net Revenue <sup>(1)</sup>	\$133.6	\$160.1	\$164.1	\$148.6	\$85.9	\$606.4	\$385.0
Adjusted Pre-Tax Pre-Provision Net Revenue <sup>(1)</sup>	\$195.5	\$189.8	\$176.7	\$160.4	\$136.4	\$722.3	\$453.0

<sup>(1)</sup> Considered a non-GAAP financial measure. See "Non-GAAP Measures and Ratio Reconciliation" in the appendix. Note: Figures may not total due to rounding.



### **Non-GAAP Reconciliation**

#### *\$ in millions, unless otherwise indicated*

		Quarter Ended							Year Ended						
		12/	31/22	9/3	30/22	6,	/30/22	3/	'31/22	12	/31/21	12,	/31/22	12/	31/21
Net In	come (Loss)	\$	98	\$	123	\$	127	\$	115	\$	(35)	\$	463	\$	195
Plus:	Merger Expense <sup>(1)</sup>		20		20		7		4		45		51		60
	Incremental Merger Related Expense <sup>(1)</sup>		33		7		6		7		5		52		5
	Initial Provision for Acquired Loans		-		-		-		-		132		-		144
	Branch Closing Expense		2		0		1		0		-		3		-
	Pension Settlement Expense		6		3		-		-		1		9		3
Less:	Security Gains (Losses)		(1)		(0)		1		(1)		(0)		(0)		(0)
	Tax Adjustment		15		7		3		3		41		27		49
-	ed Net Income	\$	145	\$	146	\$	137	\$	124	\$	106	\$	552	\$	358
	Preferred Dividends		2		2		2		2		2		9		9
Adjusted net Income avail. to common shareholders		\$	143	\$	144	\$	134	\$	122	\$	104	\$	542	\$	349
Net In	come (Loss)	\$	98	\$	123	\$	127	\$	115	\$	(35)	\$	463	\$	195
Plus:	Provision (Release) for Credit Losses		6		-		1		-		134		7		138
	Income Tax Expense (Benefit)		30		37		36		34		(13)		136		52
Pre-tax Pre-provision Net Revenue		\$	134	\$	160	\$	164	\$	149	\$	86	\$	606	\$	385
Net (Lo	oss) Income		98	\$	123	\$	127	\$	115	\$	(35)		463	\$	195
Plus:	Provision (Release) for Credit Losses		6		-		1		-		134		7		138
	Merger Expense <sup>(1)</sup>		20		20		7		4		45		51		60
	Incremental Merger Related Expense <sup>(1)</sup>		33		7		6		7		5		52		5
	Branch Closing Expense		2		0		1		0		-		3		-
	Pension Settlement Expense		6		3		-		-		1		9		3
	Income Tax Expense (Benefit)		30		37		36		34		(13)		136		52
Less:	Security Gains (Losses)		(1)		(0)		1		(1)		(0)		(0)		(0)
Adjust	ed Pre-tax Pre-provision Net Revenue	\$	196	\$	190	\$	177	\$	160	\$	136	\$	722	\$	453
Total N	Noninterest Expense	\$	341	\$	320	\$	286	\$	292	\$	289	\$	1,238	\$	799
Less:	Merger Expense <sup>(1)</sup>		20		20		7		4		45		51		60
	Incremental Merger Related Expense <sup>(1)</sup>		33		7		6		7		5		52		5
	Branch Closing Expense		2		0		1		0		-		3		-
	Pension Settlement Expense		6		3		-		-		1		9		3
Total A	Adjusted Expense	\$	279	\$	290	\$	272	\$	281	\$	239	\$	1,122	\$	731

<sup>(1)</sup> Merger expenses represent costs to complete the merger with no future benefit, while incremental merger related expenses represent costs to complete the merger for which the entity receives a future benefit.



### Non-GAAP Reconciliation, continued

#### *\$ in millions, unless otherwise indicated*

	_		Quarter Ended							Year Ended				
	1	2/31/22	ç	/30/22	6	/30/22	3	/31/22	12	2/31/21	12	2/31/22	12	2/31/21
Total Assets	\$	48,653	\$	47,700	\$	47,748	\$	47,204	\$	47,670	\$	48,653	\$	47,670
Less: Goodwill		1,459		1,450		1,444		1,409		1,408		1,459		1,408
Other Identifiable Intangible Assets		133		133		138		192		198		133		198
Total tangible assets	\$	47,062	\$	46,117	\$	46,165	\$	45,603	\$	46,064	\$	47,062	\$	46,064
Less: Accumulated other comprehensive loss		(1,223)		(1,298)		(936)		(664)		(139)		(1,223)		(139)
Total tangible assets, excluding AOCI	\$	48,284	\$	47,415	\$	47,101	\$	46,267	\$	46,203	\$	48,284	\$	46,203
Total Shareholders' Equity	\$	4,311	\$	4,167	\$	4,438	\$	4,644	\$	5,248	\$	4,311	\$	5,248
Less: Accumulated other comprehensive loss		1,223		(1,298)		(936)		(664)		(139)		1,223		(139)
Total shareholders' equity, ex. AOCI	\$	5,534	\$	5,465	\$	5,374	\$	5,308	\$	5,387	\$	5,534	\$	5,387
Total Shareholders' Equity	\$	4,311	\$	4,167	\$	4,438	\$	4,644	\$	5,248	\$	4,311	\$	5,248
Less: Preferred Stock		167		167		167		167		167		167		167
Less: Accumulated other comprehensive loss		(1,223)		(1,298)		(936)		(664)		(139)		(1,223)		(139)
Total common shareholders' equity, ex. AOCI	\$	5,367	\$	5,298	\$	5,207	\$	5,141	\$	5,220	\$	5,367	\$	5,220
Total Shareholders' Equity <sup>(1)</sup>	\$	4,216	\$	4,507	\$	4,523	\$	5,062	\$	4,509	\$	4,574	Ś	3,338
Less: Goodwill <sup>(1)</sup>	Ť	1,457	Ŧ	1,444	Ŧ	1,407	Ŧ	1,408	Ŧ	1,116	Ť	1,429	Ŧ	960
Other Identifiable Intangible Assets <sup>(1)</sup>		132		136		189		196		107		163		67
Preferred Stock <sup>(1)</sup>		167		167		167		167		167		167		167
Total Tangible Common Shareholders' Equity <sup>(1)</sup>	\$	2,459	\$	2,759	\$	2,760	\$	3,292	\$	3,120	\$	2,815	\$	2,144
Total Shareholders' Equity	Ś	4,311	Ś	4,167	\$	4,438	\$	4,644	\$	5,248	\$	4,311	Ś	5,248
Less: Goodwill	Ť	1,459	Ŧ	1,450	Ŧ	1,444	Ŧ	1,409	Ŧ	1,408	Ť	1,459	Ŧ	1,408
Other identifiable Intangible Assets		133		133		, 138		192		198		133		198
Preferred Stock		167		167		167		167		167		167		167
Total Tangible Common Shareholders' Equity	\$	2,553	\$	2,417	\$	2,688	\$	2,876	\$	3,475	\$	2,553	\$	3,475
Less: Accumulated other comprehensive loss		(1,223)		(1,298)		(936)		(664)		(139)		(1,223)		(139)
Total tangible common shareholders' equity, ex. AOC	I \$	3,775	\$	3,715	\$	3,625	\$	3,540	\$	3,614	\$	3,775	\$	3,614
Total Average Assets	\$	47,790	\$	47,596	\$	47,065	\$	47,680	\$	40,990	\$	47,533	\$	29,995
Total Shares of Common Stock Outstanding (millions)		182.4	-	182.4		182.5		183.5		188.3		182.4	-	188.3
Average Diluted Shares Outstanding (millions)		183.7		183.3		183.7		187.3		164.7		184.5		120.7



# Non-GAAP Reconciliation, continued

		Q	Year Ended				
	12/31/22	9/30/22	6/30/22	3/31/22	12/31/21	12/31/22	12/31/21
Tangible Common Shareholders' Equity to Tangible Assets $^{(1)}$	5.42%	5.24%	5.82%	6.31%	7.54%	5.42%	7.54%
Tangible Common Shareholders' Equity to Tangible Assets, excluding AOCI $^{\left( 2 ight) }$	7.82%	7.84%	7.70%	7.65%	7.82%	7.82%	7.82%
Return on Average Tangible Common Equity <sup>(3)</sup>	15.42%	17.40%	18.11%	13.87%	-4.71%	16.12%	8.66%
Adjusted Return on Average Tangible Common Equity <sup>(4)</sup>	23.04%	20.66%	19.50%	14.98%	13.24%	19.26%	16.26%
Adjusted Return on Average Assets <sup>(5)</sup>	1.21%	1.22%	1.16%	1.05%	1.01%	1.16%	1.19%
Adjusted Return on Average Common Shareholders' Equity <sup>(6)</sup>	14.00%	13.13%	12.36%	10.07%	9.51%	12.30%	10.99%
Pre-tax Pre-provision Net Revenue to Total Average Assets <sup>(7)</sup>	1.11%	1.33%	1.40%	1.26%	0.83%	1.28%	1.28%
Adjusted Pre-tax Pre-provision Net Revenue to Total Average Assets <sup>(8)</sup>	1.62%	1.58%	1.51%	1.36%	1.32%	1.52%	1.51%
Tangible Book Value per Common Share <sup>(9)</sup>	\$ 13.99	\$ 13.25	\$ 14.73	\$ 15.67	\$ 18.45	\$ 13.99	\$ 18.45
Tangible Book Value per Common Share, excluding AOCI <sup>(10)</sup>	\$ 20.69	\$ 20.36	\$ 19.87	\$ 19.29	\$ 19.19	\$ 20.69	\$ 19.19
Adjusted Earnings per Common Share (11)	\$ 0.78	\$ 0.78	\$ 0.73	\$ 0.65	\$ 0.63	\$ 2.94	\$ 2.89
Adjusted Dividend Payout Ratio <sup>(12)</sup>	28.21%	28.21%	30.14%	33.85%	31.75%	22.45%	20.07%



# Non-GAAP Reconciliation, continued

#### **Definitions of Non-GAAP Measures:**

- (1) Tangible common shareholders' equity to tangible assets is defined by the Company as total shareholders' equity less preferred stock, goodwill and other identifiable intangible assets, divided by the difference of total assets less goodwill and other identifiable intangible assets.
- (2) Tangible common shareholders' equity to tangible assets, excluding AOCI, is defined by the Company as total shareholders' equity less preferred stock, goodwill, other identifiable intangible assets and accumulated other comprehensive loss, divided by the difference of total assets less goodwill, accumulated other comprehensive loss, and other identifiable intangible assets.
- (3) Return on average tangible common equity is defined by the Company as annualized net income available to common shareholders divided by average tangible common shareholders equity.
- (4) Adjusted return on average tangible common equity is defined by the Company as annualized net adjusted income available to common shareholders divided by average tangible common shareholders' equity.
- (5) Adjusted return on average assets is defined by the Company as annualized net adjusted income divided by total average assets.
- (6) Adjusted return on average common shareholders' equity is defined by the Company as annualized net adjusted income available to common shareholders divided by average common shareholders' equity.
- (7) Pre-tax pre-provision net revenue to total average assets is defined by the Company as annualized pre-tax pre-provision net revenue divided by total average assets.
- (8) Adjusted pre-tax pre-provision net revenue to total average assets is defined by the Company as annualized adjusted pre-tax pre-provision net revenue divided by total average assets adjusted for items included in the definition and calculation of net adjusted income.
- (9) Tangible book value per common share is defined by the Company as tangible common shareholders' equity divided by total shares of common stock outstanding.
- (10) Tangible book value per common share, excluding AOCI is defined by the Company as tangible common shareholders' equity less accumulated other comprehensive loss divided by total shares of common stock outstanding.
- (11) Adjusted earnings per common share is defined by the Company as net adjusted income available to common shareholders divided by average common shares outstanding-diluted.
- (12) Adjusted dividend payout ratio is defined by the Company as common share dividends divided by net adjusted income available to common shareholders.

#### Efficiency Ratio-Fully Taxable Equivalent and Adjusted Efficiency Ratio-Fully Taxable Equivalent Definitions

The efficiency ratio and the adjusted efficiency ratio are supplemental financial measures utilized in management's internal evaluation of the Company's use of resources and are not defined under GAAP. The efficiency ratio is calculated by dividing total noninterest expense by total revenue, which includes net interest income plus noninterest income plus the tax equivalent adjustment. The adjusted efficiency ratio excludes income and expense items otherwise disclosed as non-routine from total noninterest expense.

### **Forward-Looking Statements**



Certain statements made in this presentation constitute "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and are subject to safe harbor under the Private Securities Litigation Reform Act of 1995 as well as the "bespeaks caution" doctrine. The Company believes that the expectations reflected in these forward-looking statements are reasonable as of the date of this news release, but if one or more events related to these or other risks or uncertainties materialize, or if the Company's underlying assumptions prove to be incorrect, actual results may prove to be materially different. The forward-looking statements in this presentation should be read in conjunction with risk disclosures in the Company's periodic and current reports filed with the FDIC, including explicitly, the risk factors in the Company's Annual Report on Form 10-K for the year ended December 31, 2021, in the Company's Quarterly Reports on Form 10-Q, and in the Company's Current Reports on Form 8-K, which may be found at https://ir.cadencebank.com/home. The forward-looking statements speak only as of the date of this news release, and the Company expressly disclaims any obligation to publicly update or review any forward-looking statement, except as required by applicable law.



Cadence Bank's common stock is listed on the New York Stock Exchange under the symbol CADE and its Series A Preferred Stock is listed under the symbol CADE-PrA. Additional information can be found at <u>https://ir.cadencebank.com</u>.\*

As a reminder, all of the Company's Securities Exchange Act filings are made with the Federal Deposit Insurance Corporation and can be found at <u>https://efr.fdic.gov/fcxweb/efr/index.html</u>.

### **INVESTOR INQUIRIES:**

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\*References to Cadence Bank's website does not constitute incorporation by reference of the information contained on the website and is not, and should not be, deemed part of this presentation.

