

# INVESTOR PRESENTATION

Second Quarter 2021



Richard P. Smith – President & Chief Executive Officer  
John S. Fleshood – EVP & Chief Operating Officer  
Peter G. Wiese – EVP & Chief Financial Officer

# SAFE HARBOR STATEMENT

The statements contained herein that are not historical facts are forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects on the Company. Such statements involve inherent risks and uncertainties, many of which are difficult to predict and are generally beyond our control. There can be no assurance that future developments affecting us will be the same as those anticipated by management. We caution readers that a number of important factors could cause actual results to differ materially from those expressed in, or implied or projected by, such forward-looking statements. These risks and uncertainties include, but are not limited to, the following: the strength of the United States economy in general and the strength of the local economies in which we conduct operations; the effects of, and changes in, trade, monetary and fiscal policies and laws, including interest rate policies of the Board of Governors of the Federal Reserve System; inflation, interest rate, market and monetary fluctuations; the impact of changes in financial services policies, laws and regulations; technological changes; weather, natural disasters and other catastrophic events that may or may not be caused by climate change and their effects on economic and business environments in which the Company operates; the continuing adverse impact on the U.S. economy, including the markets in which we operate due to the COVID-19 global pandemic, and the impact of a slowing U.S. economy and increased unemployment on the performance of our loan portfolio, the market value of our investment securities, the availability of sources of funding and the demand for our products; the costs or effects of mergers, acquisitions or dispositions we may make; the ability to execute business plans in new lending market; the future operating or financial performance of the Company, including our outlook for future growth and changes in the level of our nonperforming assets and charge-offs; the appropriateness of the allowance for credit losses, including the timing and effects of the implementation of the current expected credit losses model; any deterioration in values of California real estate, both residential and commercial; the effect of changes in accounting standards and practices; possible other-than-temporary impairment of securities held by us; changes in consumer spending, borrowing and savings habits; our ability to attract and maintain deposits and other sources of liquidity; changes in the financial performance and/or condition of our borrowers; our noninterest expense and the efficiency ratio; competition and innovation with respect to financial products and services by banks, financial institutions and non-traditional providers including retail businesses and technology companies; the challenges of integrating and retaining key employees; the costs and effects of litigation and of unexpected or adverse outcomes in such litigation; a failure in or breach of our operational or security systems or infrastructure, or those of our third-party vendors or other service providers, including as a result of cyber-attacks and the cost to defend against such attacks; change to U.S. tax policies, including our effective income tax rate; the effect of a fall in stock market prices on our brokerage and wealth management businesses; the discontinuation of the London Interbank Offered Rate and other reference rates; and our ability to manage the risks involved in the foregoing. Additional factors that could cause results to differ materially from those described above can be found in our Annual Report on Form 10-K for the year ended December 31, 2020, which has been filed with the Securities and Exchange Commission (the "SEC") and are available in the "Investor Relations" section of our website, <https://www.tcbk.com/investor-relations> and in other documents we file with the SEC. Annualized, pro forma, projections and estimates are not forecasts and may not reflect actual results. We are under no obligation (and expressly disclaim any such obligation) to update or alter our forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by law.

# AGENDA

- Most Recent Quarter Recap
- Company Overview
- Lending Overview
- Deposit Overview
- Financials



# MOST RECENT QUARTER HIGHLIGHTS

<b>Consistent Profitability</b>	<ul style="list-style-type: none"> <li>• Pre-tax pre-provision ROAA and ROAE were 1.94% and 16.42%, respectively, for the quarter ended June 30, 2021, and 1.76% and 14.05%, respectively, for the same quarter in the prior year.</li> <li>• Management remains focused on disciplined expense management with increases in the current quarter being largely correlated to, loan growth, planned merit increases and seasonal activities. Our efficiency ratio was 53.2% in the current quarter compared to 50.4% in the trailing quarter and 59.7% in the same quarter of the prior year.</li> <li>• Organic earning asset growth along with PPP fee accretion continues to benefit increases in interest income.</li> </ul>
<b>Growth to Drive Results</b>	<ul style="list-style-type: none"> <li>• Organic non-PPP loan growth exceeded 8% on an annualized basis for the quarter.</li> <li>• While the volume of loan payoffs and paydowns remain elevated, new loan production offices in San Diego, Irvine, and Pasadena are poised to drive future loan growth. The addition of new team members will further promote growth as well as portfolio diversity.</li> <li>• Management is actively monitoring a variety of acquisition opportunities.</li> </ul>
<b>Net Interest Income and Margin</b>	<ul style="list-style-type: none"> <li>• Net interest margin (FTE) was 3.58% for Q2 2021, compared to 3.74% for Q1 2021 and 4.10% in Q2 2020.</li> <li>• Yields on non-PPP loans were 4.93% for Q2 2021, compared to 5.02% for Q1 2021 and 5.23% in Q2 2020.</li> <li>• Growth in non-interest-bearing deposits continue to drive improved funding costs where total cost of deposits was 0.05% in Q2 2021 compared to 0.12% Q2 2020.</li> </ul>
<b>Credit Quality</b>	<ul style="list-style-type: none"> <li>• Excluding PPP, loan loss reserves were 1.83% of total loans compared to 1.87% as of March 31, 2021 and 2.07% as of December 31, 2020 .</li> <li>• Nearly 90% of all round one PPP loans have been forgiven by the SBA.</li> <li>• Year-over-year increases in risk graded credits is nearly entirely due to management’s conservative decision to downgrade all COVID deferrals, with upgrades not anticipated until such credits have returned to their scheduled payments and demonstrated at least six months of performance.</li> </ul>
<b>Diverse Deposit Base</b>	<ul style="list-style-type: none"> <li>• Non-interest-bearing deposits comprise 40.7% of total deposits, and deposits form 97.1% of total liabilities.</li> </ul>
<b>Capital Strategies</b>	<ul style="list-style-type: none"> <li>• Strength in core earnings is key to self-financed and self-funded growth.</li> <li>• We remain well capitalized across all regulatory capital ratios.</li> <li>• Consistent dividend payments with a history of increases.</li> <li>• Active share repurchase program with demonstrated utilization.</li> </ul>



# COMPANY OVERVIEW



# COMPANY OVERVIEW

Nasdaq:	<b>TCBK</b>
Headquarters:	<b>Chico, California</b>
Stock Price*:	<b>\$42.58</b>
Market Cap.:	<b>\$1.3 Billion</b>
Asset Size:	<b>\$8.2 Billion</b>
Loans:	<b>\$4.9 Billion</b>
Deposits:	<b>\$7.0 Billion</b>
Bank Branches:	<b>70</b>
ATMs:	<b>93</b>
Market Area:	<b>TriCo currently serves 28 counties throughout Northern and Central California.</b>



\* As of close of business June 30, 2021

# EXECUTIVE TEAM



**Rick Smith**  
President & CEO  
*TriCo since 1993*



**John Fleshood**  
EVP Chief Operating Officer  
*TriCo since 2016*



**Peter Wiese**  
EVP Chief Financial Officer  
*TriCo since 2018*



**Greg Gehlmann**  
SVP General Counsel  
*TriCo since 2017*



**Craig Carney**  
EVP Chief Credit Officer  
*TriCo since 1996*



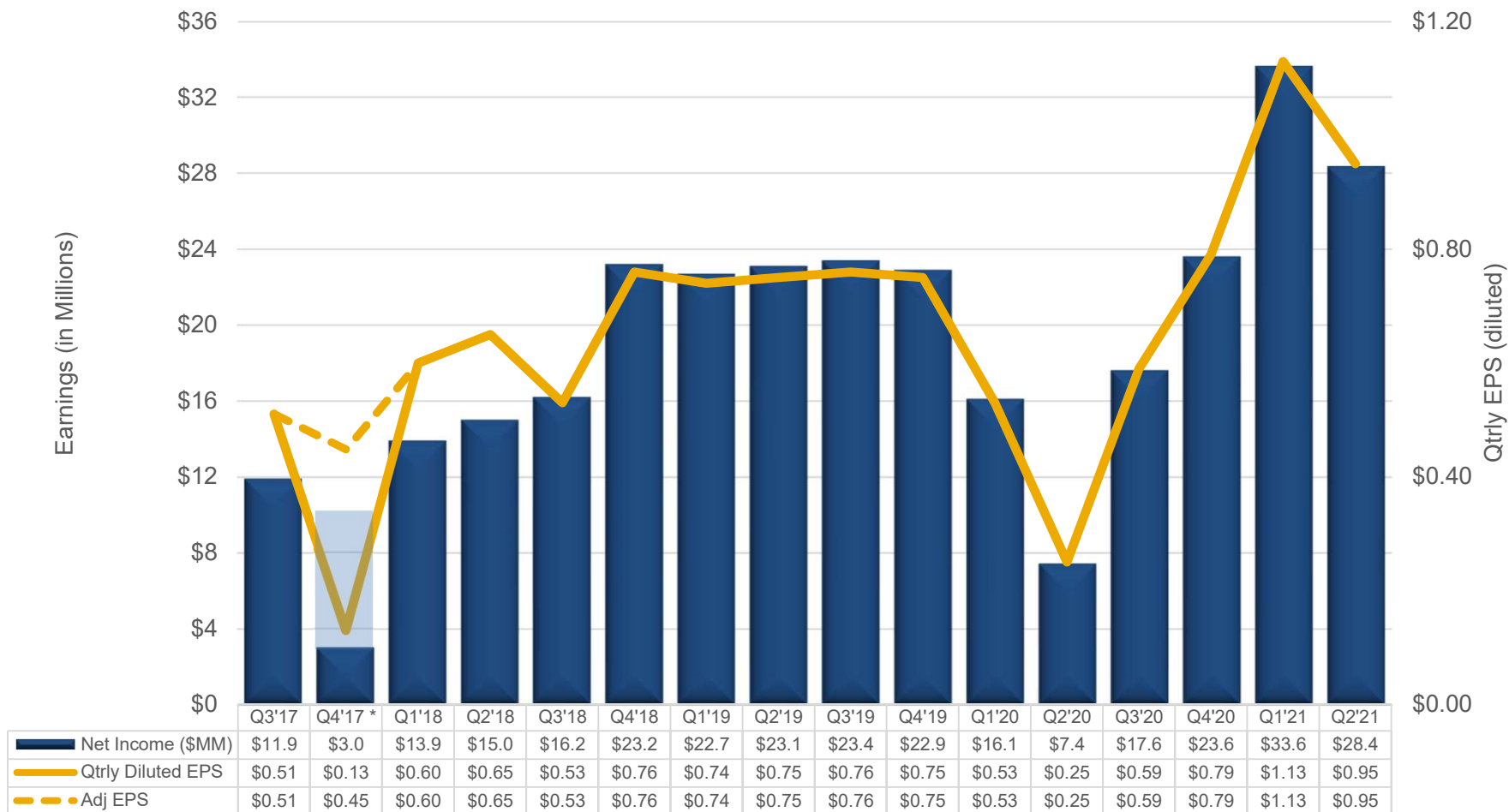
**Dan Bailey**  
EVP Chief Banking Officer  
*TriCo since 2007*



**Judi Giem**  
SVP Chief HR Officer  
*TriCo since 2020*



# POSITIVE EARNINGS TRACK RECORD

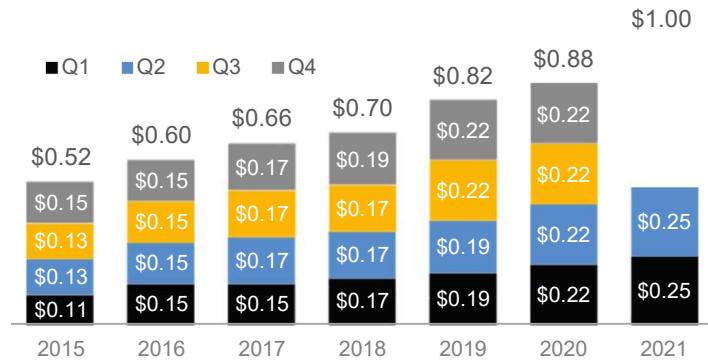


\* Impact of the Tax Cut and Jobs Act results in adjusted quarterly diluted EPS of \$0.45.

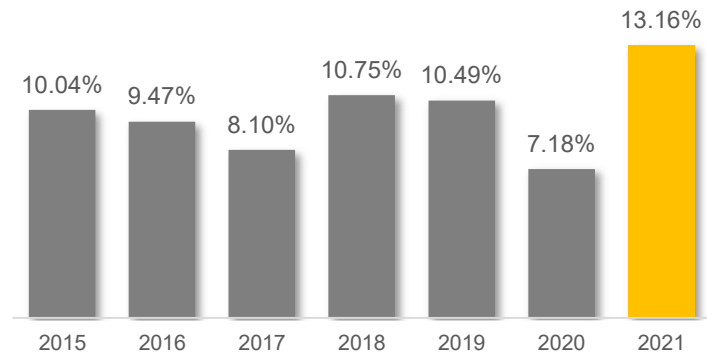


# SHAREHOLDER RETURNS

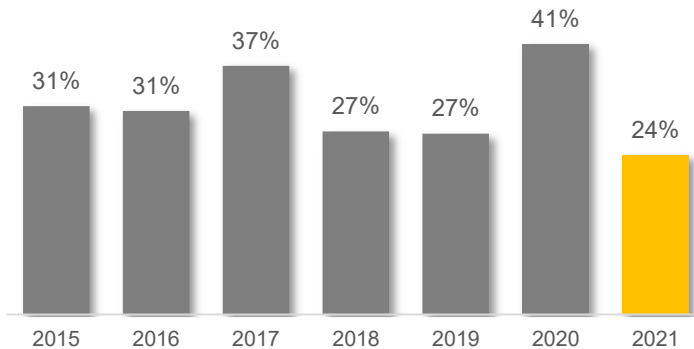
## Dividends per Share: 11.5% CAGR\*



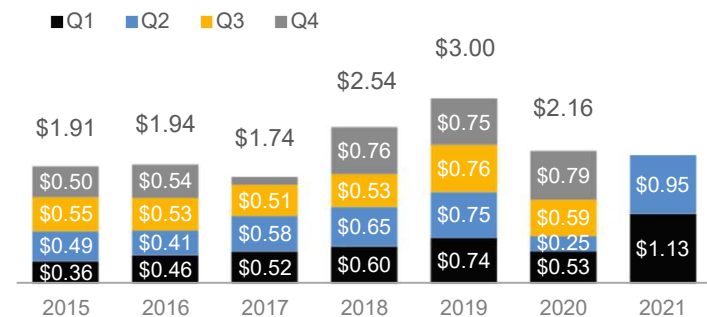
## Return on Avg. Shareholder Equity



## Dividends as % of Earnings



## Diluted EPS

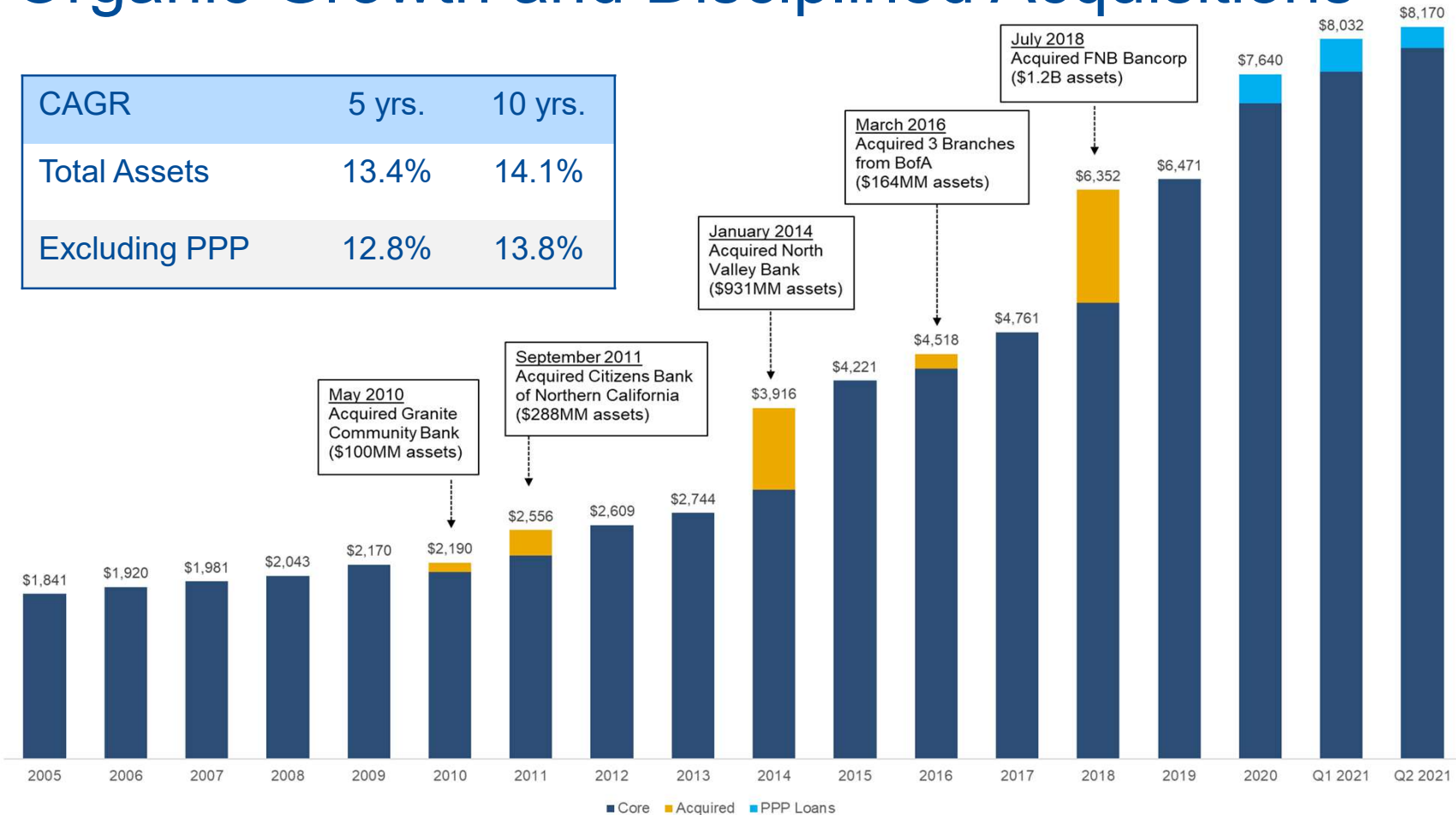


\* CAGR based upon 2015 full year to 2021 annualized; all figures through 6/30/2021.

# CONSISTENT GROWTH

## Organic Growth and Disciplined Acquisitions

CAGR	5 yrs.	10 yrs.
Total Assets	13.4%	14.1%
Excluding PPP	12.8%	13.8%



# “TOP OF MIND”

## Executive Management Themes and Topics

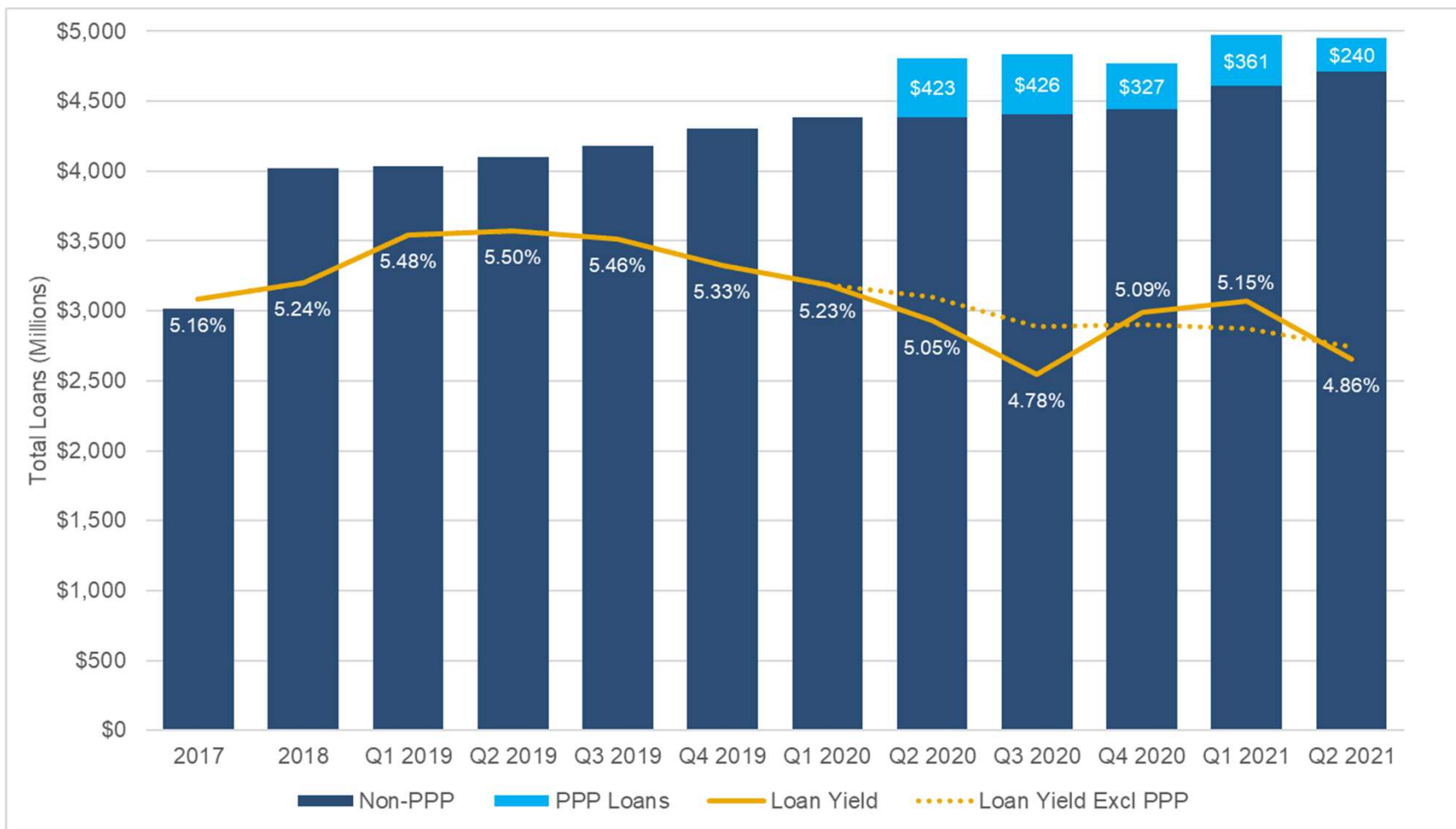
- Lending in Low and Flat Rate Environment; Transitory Versus Longer Term Impacts of Inflation; and the Timing of Fed Tapering and its Impact on Excess Market Liquidity, Consumer Spending, and Future Deposit Flows
- Fiscal Policy Changes – Tax Rates, Timing and Duration of Personal Spending and Consumption, Drivers of Small Business Growth and Competitive Pressures
- Life beyond \$10 Billion - Building and Growing the Bank of the Future, Including the Timing and Execution of Meaningful Acquisition and Loan Production Office Strategies
- Relentless Pursuit of Greater Operational Efficiency
- Maintaining Our Culture and Sense of Team...Virtually
- Talent Acquisition and Proactive Succession Planning

# LOANS AND CREDIT QUALITY



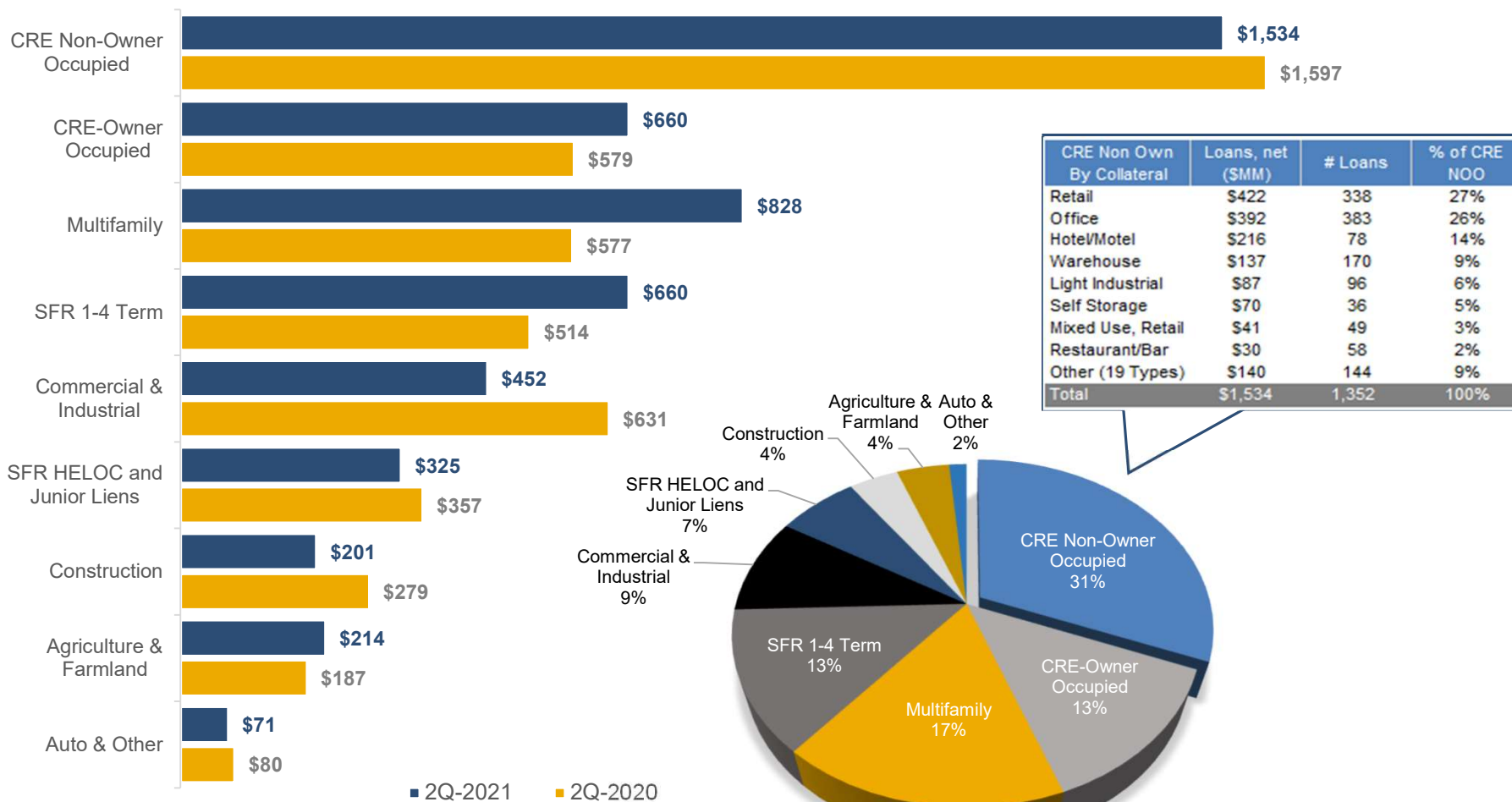


# CONSISTENT LOAN GROWTH



- 2018 includes acquisition of FNB Bancorp (Loan Yield was 5.04%)
- End of period balances are presented net of fees and include LHFS. Yields based on average balance and annualized quarterly interest income.

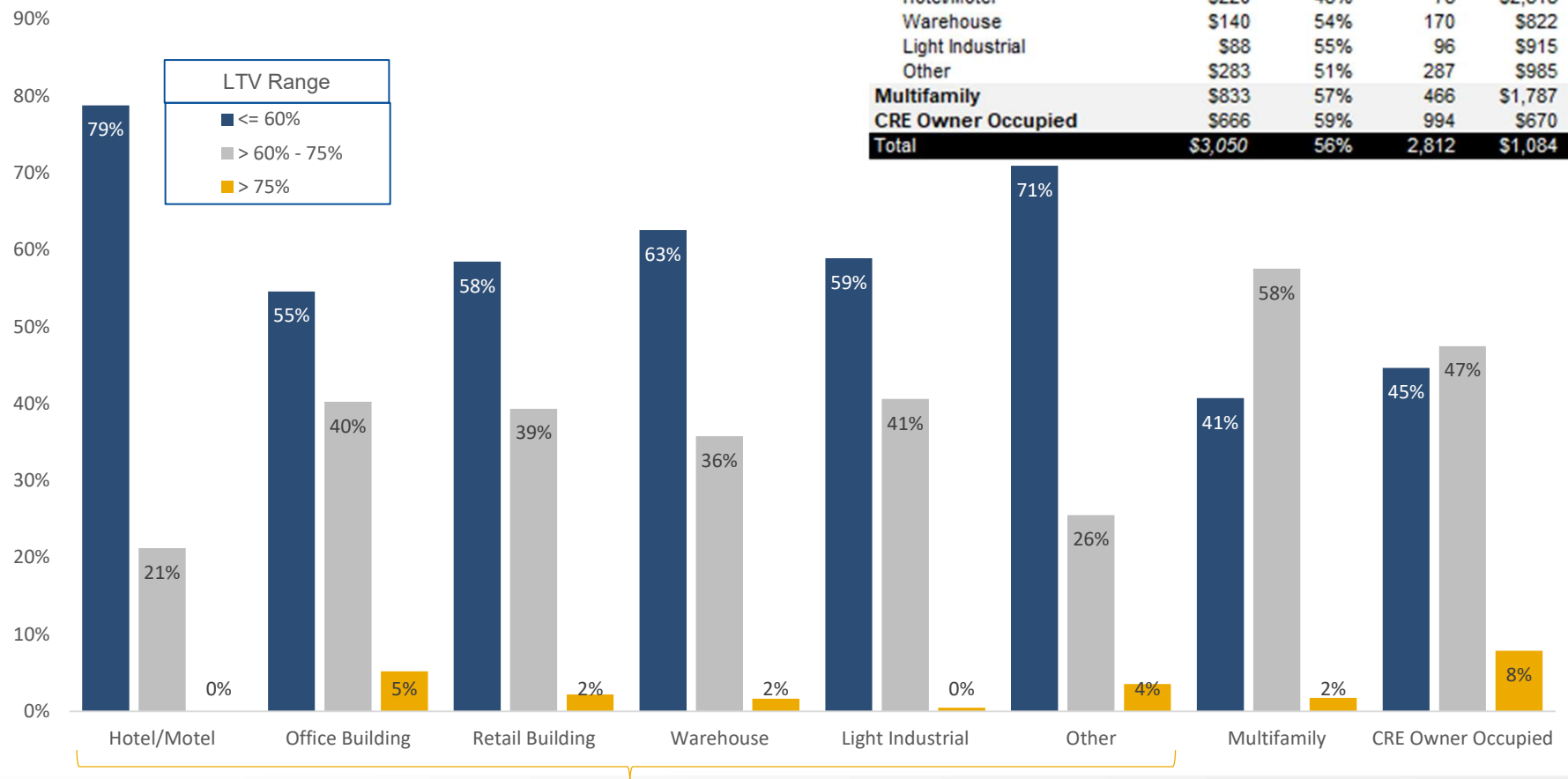
# DIVERSIFIED LOAN PORTFOLIO



Note: Dollars in millions, Net Book Value at period end, excludes LHFS; Auto & other includes Leases. Commercial & Industrial includes one Municipality Loan for \$2.58 mln.

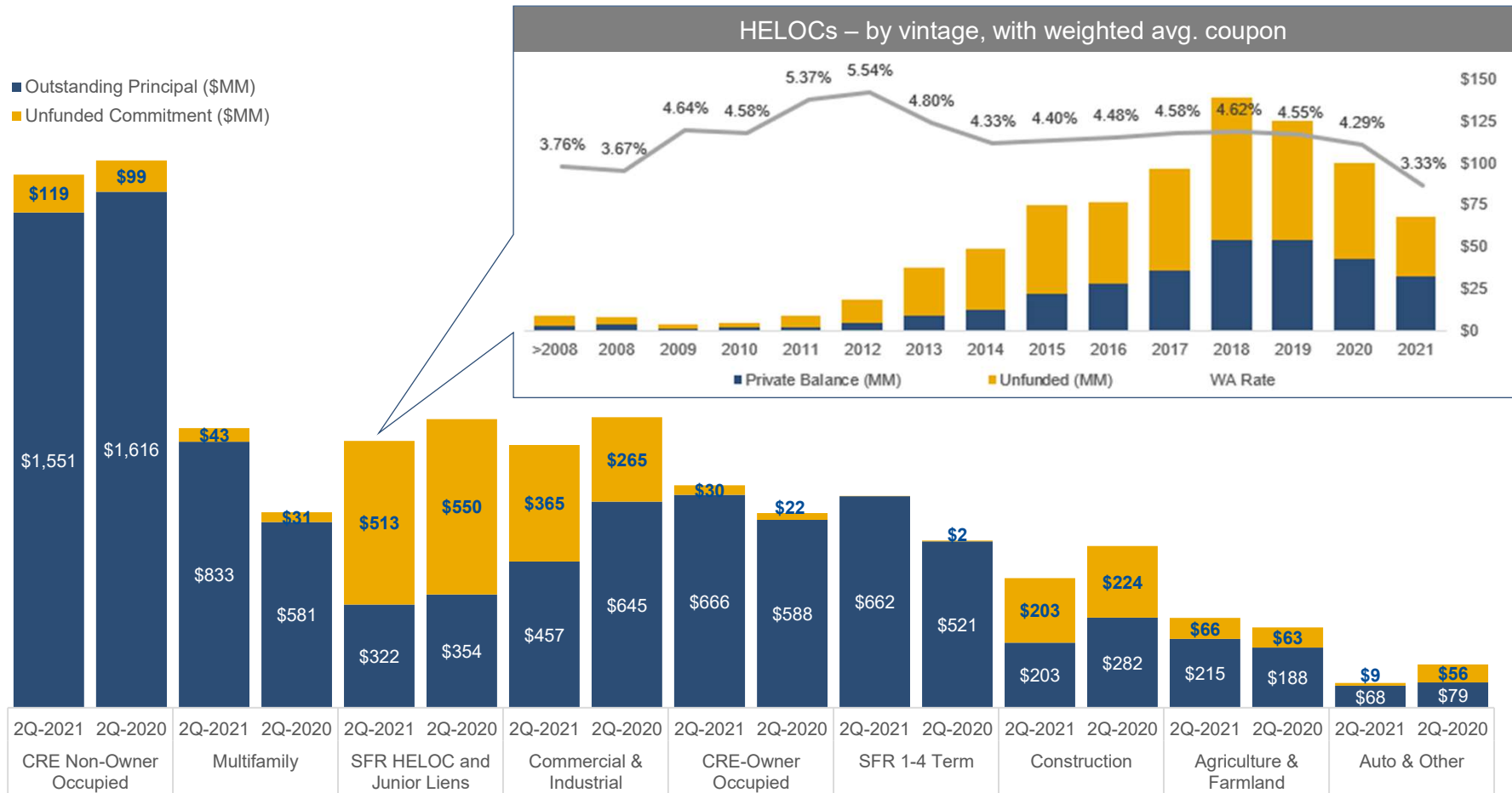
# CRE COLLATERAL VALUES

Loan Segment	Outstanding (\$MM)	LTV	# Loans	Avg Loan Size (000s)
<b>CRE Non Owner Occupied</b>	\$1,551	54%	1,352	\$1,147
Retail Building	\$426	54%	338	\$1,260
Office Building	\$395	58%	383	\$1,031
Hotel/Motel	\$220	48%	78	\$2,818
Warehouse	\$140	54%	170	\$822
Light Industrial	\$88	55%	96	\$915
Other	\$283	51%	287	\$985
<b>Multifamily</b>	\$833	57%	466	\$1,787
<b>CRE Owner Occupied</b>	\$666	59%	994	\$670
<b>Total</b>	<b>\$3,050</b>	<b>56%</b>	<b>2,812</b>	<b>\$1,084</b>



CRE Non Owner Occupied by Collateral Type

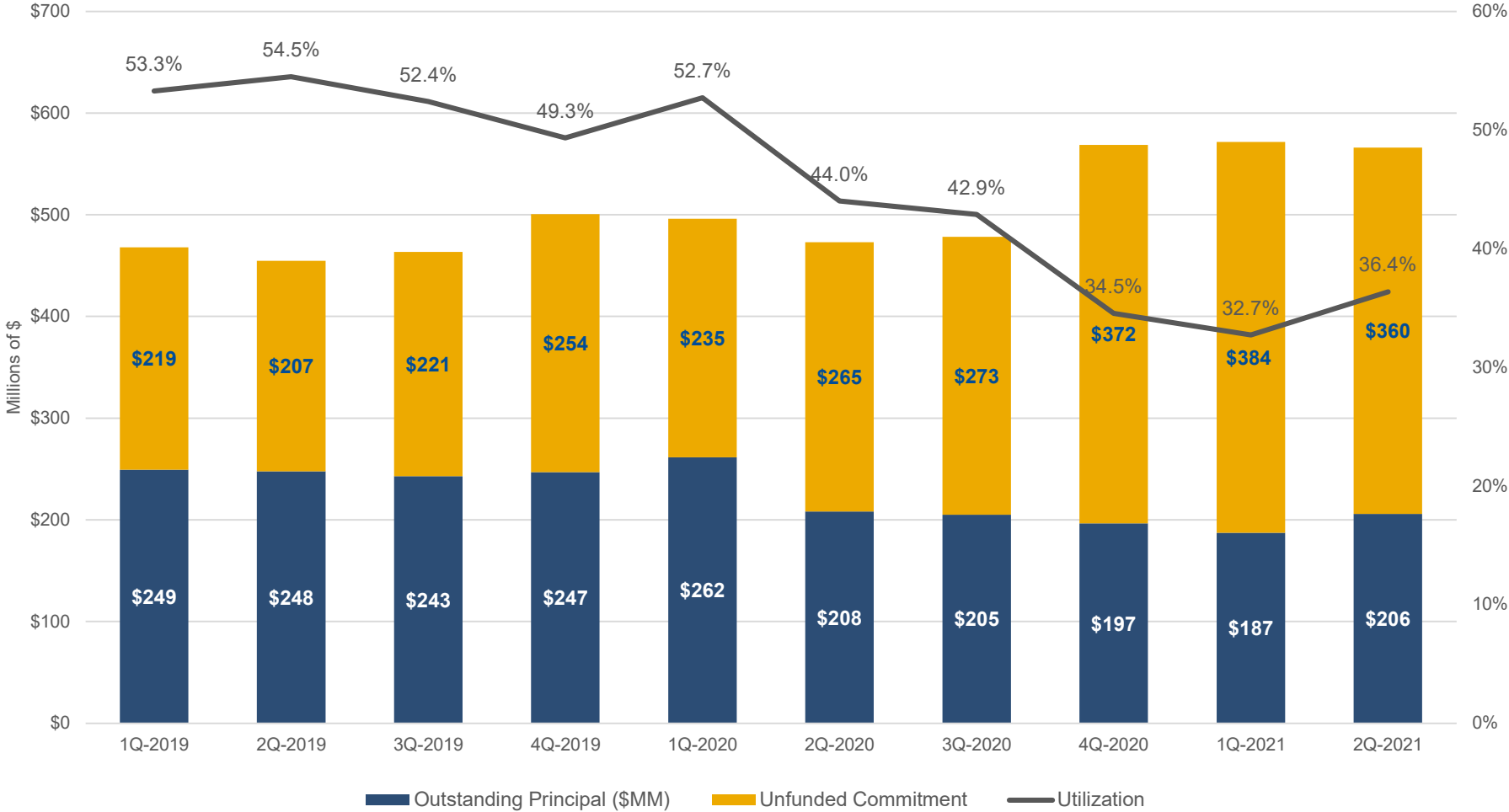
# UNFUNDED LOAN COMMITMENTS



- Outstanding Principal and Commitments exclude unearned fees and discounts/premiums, Leases, DDA Overdraft, and Credit Cards
- C&I includes PPP loans for \$249 million in Outstanding Principal.



# C&I UTILIZATION



■ Outstanding Principal excludes unearned fees and discounts/premiums (\$ millions)

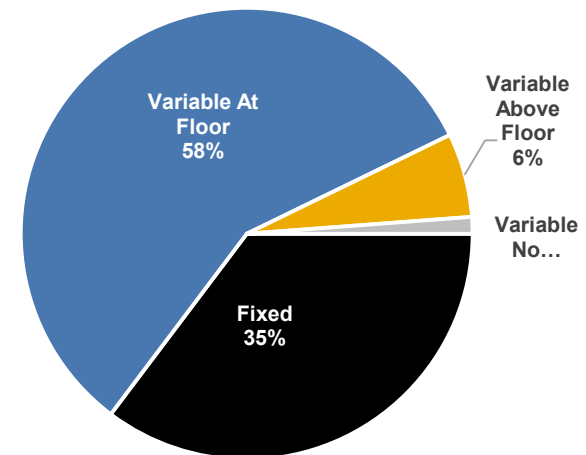
# LOAN YIELD COMPOSITION

- Variable rate loans at their floor as a percentage of total variable loans has risen marginally since the Q4-2020 total of 88% to 89% in Q2-2021.
- The most prominent index for the variable portfolio is 5 Year Treasury CMT

Loans, Fixed vs. Variable	Outstanding (\$MM)	Wtd Avg Rate
<b>Fixed excl PPP</b>	<b>\$1,668</b>	<b>4.32%</b>
<b>Variable</b>	<b>\$3,061</b>	<b>4.47%</b>
Variable At Floor	2,721	4.42%
Variable Above Floor	284	4.92%
Variable No Floor	56	4.71%
<b>Total excl PPP</b>	<b>\$4,729</b>	<b>4.42%</b>
PPP Loans	249	1.00%
<b>Total TCBK</b>	<b>\$4,978</b>	<b>4.25%</b>

Variable Rate Loan Floors			
Index Rate Decline Required to Reach Floor	Balance 06/30/2021	% of Variable Loans	Cumulative % of Variable Loans
Floor Reached	\$ 2,721	88.9%	88.9%
0-25 bps to Reach Floor	130	4.2%	93.1%
26-50 bps to Reach Floor	54	1.8%	94.9%
51-75 bps to Reach Floor	21	0.7%	95.6%
76-100 bps to Reach Floor	21	0.7%	96.3%
101-125 bps to Reach Floor	22	0.7%	97.0%
126-150 bps to Reach Floor	4	0.1%	97.1%
>150 bps to Reach Floor	31	1.0%	98.2%
No Floor	56	2%	100%
	<b>\$ 3,061</b>	<b>100%</b>	

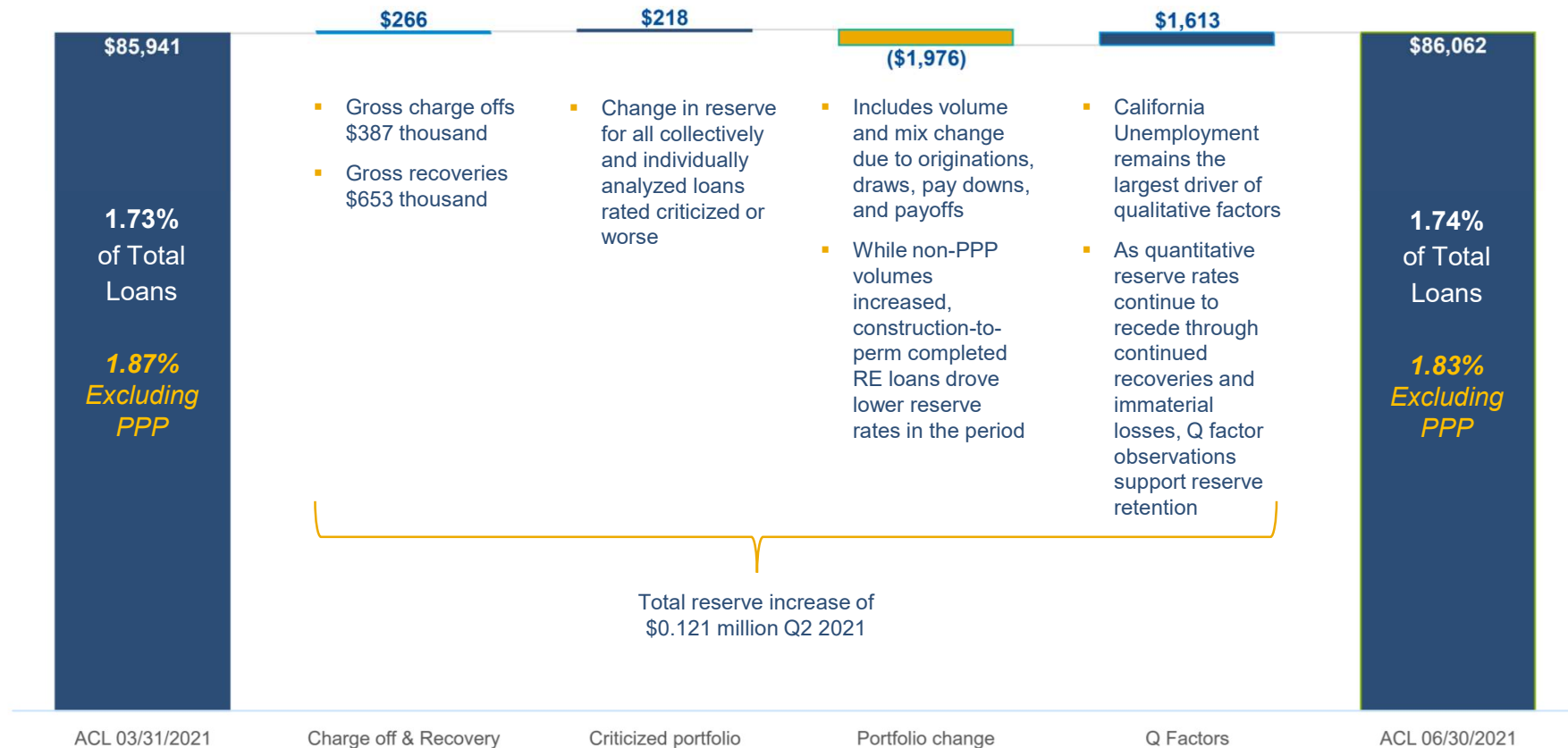
Fixed vs. Variable, Total Loans (ex-PPP)



▪ Dollars in millions, Wtd Avg Rate (weighted average rate) as of 06/30/2021 and based upon outstanding principal; excludes unearned fees and accretion/amortization therein

# ALLOWANCE FOR CREDIT LOSSES

## Drivers of Change under CECL



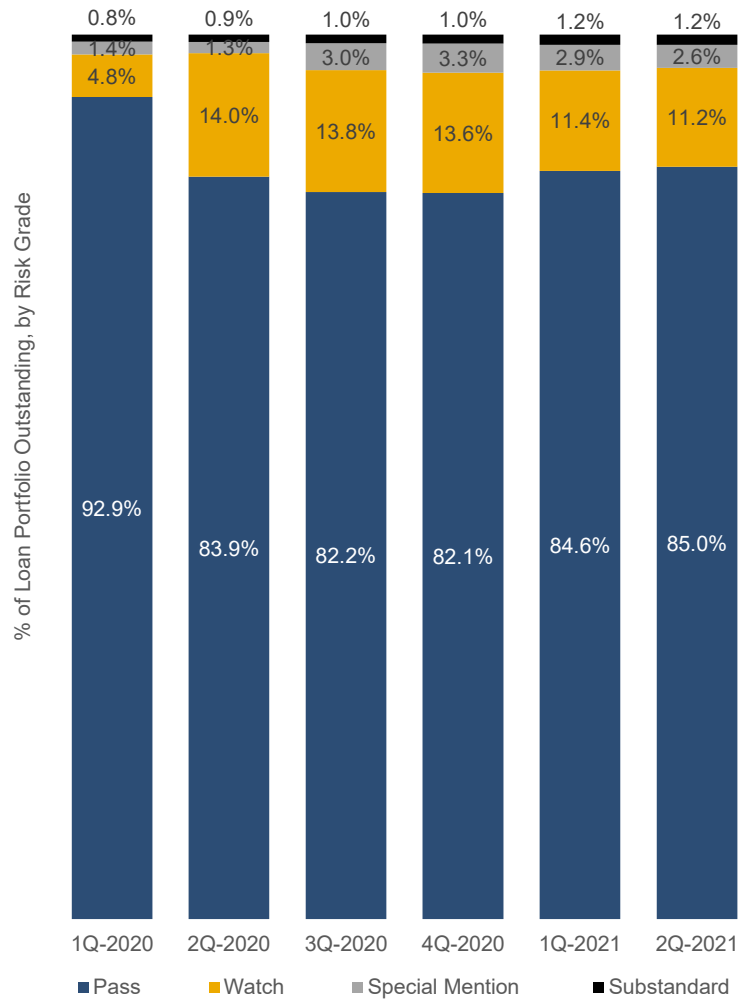
# ALLOWANCE FOR CREDIT LOSSES

## Allocation of Allowance by Segment

(\$ Thousands)	December 31, 2020			March 31, 2021			June 30, 2021		
	Amount	% of Credit Outstanding	% of Credit excluding PPP Loans	Amount	% of Credit Outstanding	% of Credit excluding PPP Loans	Amount	% of Credit Outstanding	% of Credit excluding PPP Loans
<b>Allowance for Credit Losses</b>									
<b>Commercial real estate:</b>									
CRE non-owner occupied	\$ 29,380	1.91%	1.91%	\$ 26,434	1.70%	1.70%	\$ 26,028	1.70%	1.70%
CRE owner occupied	10,861	1.74%	1.74%	9,874	1.54%	1.54%	10,463	1.59%	1.59%
Multifamily	11,472	1.79%	1.79%	12,371	1.62%	1.62%	13,196	1.59%	1.59%
Farmland	1,980	1.30%	1.30%	1,724	1.17%	1.17%	1,950	1.13%	1.13%
<b>Total commercial real estate loans</b>	<b>\$ 53,693</b>	<b>1.82%</b>	<b>1.82%</b>	<b>\$ 50,403</b>	<b>1.62%</b>	<b>1.62%</b>	<b>\$ 51,637</b>	<b>1.62%</b>	<b>1.62%</b>
<b>Consumer:</b>									
SFR 1-4 1st DT	\$ 10,117	1.83%	1.83%	\$ 10,665	1.66%	1.66%	\$ 10,629	1.61%	1.61%
SFR HELOCs and junior liens	11,771	3.59%	3.59%	11,079	3.34%	3.34%	10,701	3.29%	3.29%
Other	3,260	4.20%	4.20%	2,860	3.99%	3.99%	2,620	3.73%	3.73%
<b>Total consumer loans</b>	<b>\$ 25,148</b>	<b>2.62%</b>	<b>2.62%</b>	<b>\$ 24,604</b>	<b>2.36%</b>	<b>2.36%</b>	<b>\$ 23,950</b>	<b>2.27%</b>	<b>2.27%</b>
Commercial and industrial	\$ 4,252	0.81%	<b>2.13%</b>	\$ 4,464	0.81%	<b>2.35%</b>	\$ 4,511	1.00%	<b>2.15%</b>
Construction	7,540	2.65%	2.65%	5,476	2.47%	2.47%	4,951	2.47%	2.47%
Agriculture production	1,209	2.74%	2.74%	988	2.49%	2.49%	1,007	2.40%	2.40%
Leases	5	0.13%	0.13%	6	0.13%	0.13%	6	0.12%	0.12%
<b>Allowance for Loan and Lease Losses</b>	<b>\$ 91,847</b>	<b>1.93%</b>	<b>2.07%</b>	<b>\$ 85,941</b>	<b>1.73%</b>	<b>1.87%</b>	<b>\$ 86,062</b>	<b>1.74%</b>	<b>1.83%</b>
Reserve for Unfunded Loan Commitments	3,400			3,580			3,465		
<b>Allowance for Credit Losses</b>	<b>\$ 95,247</b>	<b>2.00%</b>	<b>2.15%</b>	<b>\$ 89,521</b>	<b>1.80%</b>	<b>1.94%</b>	<b>\$ 89,527</b>	<b>1.81%</b>	<b>1.90%</b>
Discounts on Acquired Loans	25,461			22,652			20,087		
<b>Total ACL Plus Discounts</b>	<b>\$ 120,708</b>	<b>2.53%</b>	<b>2.72%</b>	<b>\$ 112,173</b>	<b>2.26%</b>	<b>2.44%</b>	<b>\$ 109,614</b>	<b>2.22%</b>	<b>2.33%</b>



# RISK GRADE MIGRATION



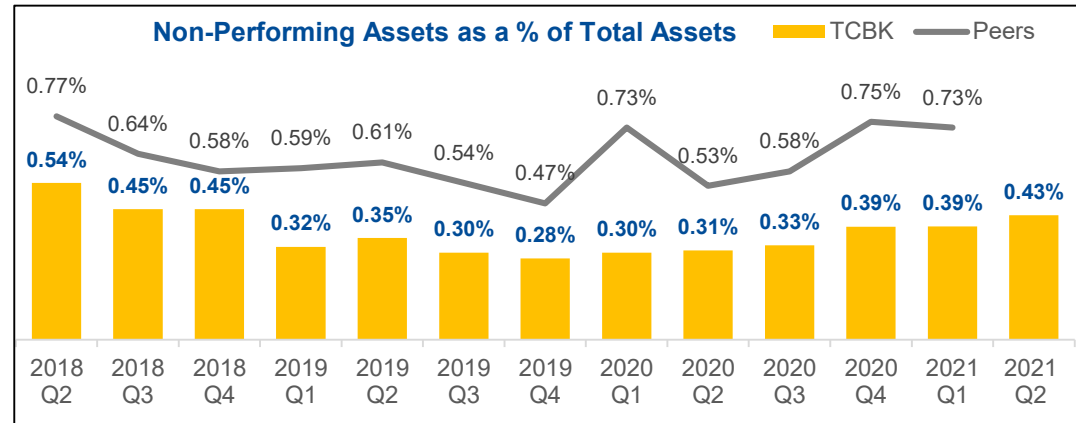
Special Mention (NBV)								
Pool	Q2-2020			Q2-2021			Diff	
	%	(mln)	# Loans	%	(mln)	# Loans	(mln)	# Loans
CRE Non-Owner Occupied	1.4%	\$22.0	18	3.2%	\$49.4	17	\$27.5	-1
Multifamily	0.4%	\$2.1	3	5.0%	\$41.8	6	\$39.6	3
CRE-Owner Occupied	2.4%	\$13.7	18	2.4%	\$15.5	19	\$1.8	1
Agriculture & Farmland	3.4%	\$6.3	6	4.0%	\$8.6	11	\$2.3	5
SFR HELOC and Junior Liens	1.6%	\$5.7	111	1.6%	\$5.4	99	-\$0.3	-12
SFR 1-4 Term	0.6%	\$3.2	25	0.9%	\$5.6	33	\$2.4	8
Construction	2.4%	\$6.6	4	0.9%	\$1.8	2	-\$4.7	-2
Commercial & Industrial	0.3%	\$1.7	35	0.3%	\$1.4	37	-\$0.3	2
Auto & Other	0.8%	\$0.7	180	1.0%	\$0.7	149	\$0.1	-31
<b>Grand Total</b>	<b>1.3%</b>	<b>\$61.9</b>	<b>400</b>	<b>2.6%</b>	<b>\$130.2</b>	<b>373</b>	<b>\$68.3</b>	<b>-27</b>

Substandard/Doubtful/Loss (NBV)								
Pool	Q2-2020			Q2-2021			Diff	
	%	(mln)	# Loans	%	(mln)	# Loans	(mln)	# Loans
CRE Non-Owner Occupied	0.3%	\$5.1	16	1.0%	\$14.9	17	\$9.9	1
CRE-Owner Occupied	1.1%	\$6.2	15	1.2%	\$8.2	16	\$1.9	1
Multifamily	0.4%	\$2.0	2	0.5%	\$4.5	2	\$2.5	0
SFR 1-4 Term	1.8%	\$9.2	58	1.1%	\$7.2	22	-\$1.9	-36
Commercial & Industrial	0.6%	\$3.7	83	1.1%	\$4.9	64	\$1.3	-19
SFR HELOC and Junior Liens	2.2%	\$7.8	126	2.2%	\$7.0	113	-\$0.8	-13
Construction	0.1%	\$0.2	2	2.2%	\$4.5	3	\$4.3	1
Agriculture & Farmland	3.5%	\$6.5	22	3.0%	\$6.5	13	\$0.0	-9
Auto & Other	0.5%	\$0.4	31	0.7%	\$0.5	36	\$0.1	5
<b>Grand Total</b>	<b>0.9%</b>	<b>\$41.1</b>	<b>355</b>	<b>1.2%</b>	<b>\$58.3</b>	<b>286</b>	<b>\$17.1</b>	<b>-69</b>

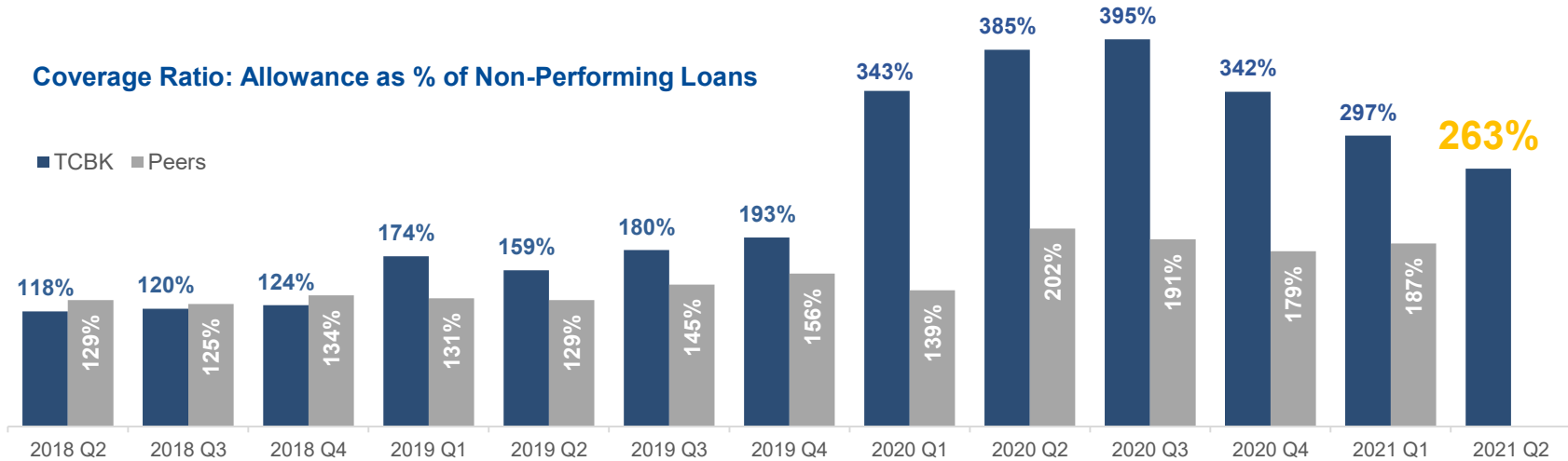
■ Zero balance in Doubtful and Loss

# ASSET QUALITY

NPAs have remained below peers while loss coverage has expanded, first with the adoption of CECL, then through the on-going concerns of the pandemic; resulting in an increase in the coverage ratio of non-performing loans.



## Coverage Ratio: Allowance as % of Non-Performing Loans



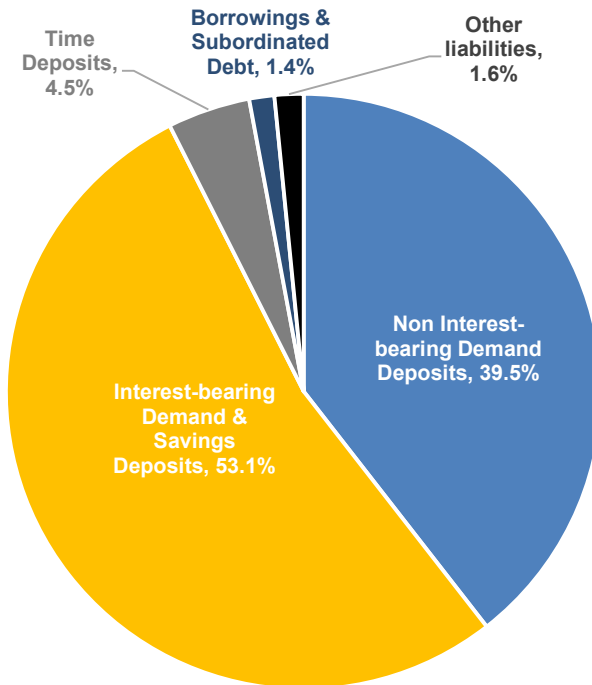
- Peer group consists of 99 closest peers in terms of asset size, range \$4.1-11.5 Billion source: BankRegData.com
- NPA and NPL ratios displayed are net of guarantees

# DEPOSITS



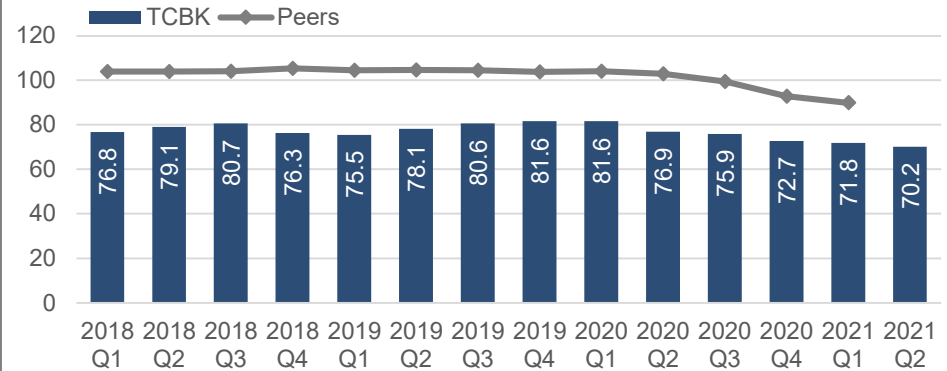
# DEPOSITS: STRENGTH IN FUNDING

Liability Mix 06/30/2021

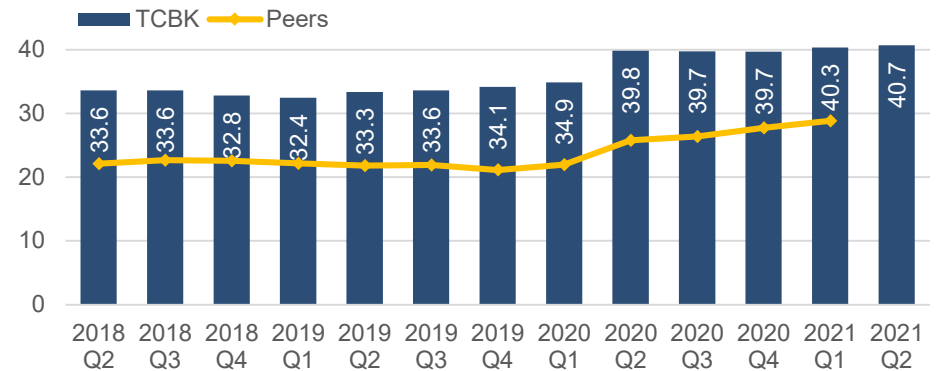


Total Deposits = \$6.99 billion  
**98.4% of Total Liabilities**

Loans to Core Deposits



Non Interest-bearing Deposits as % of Total Deposits

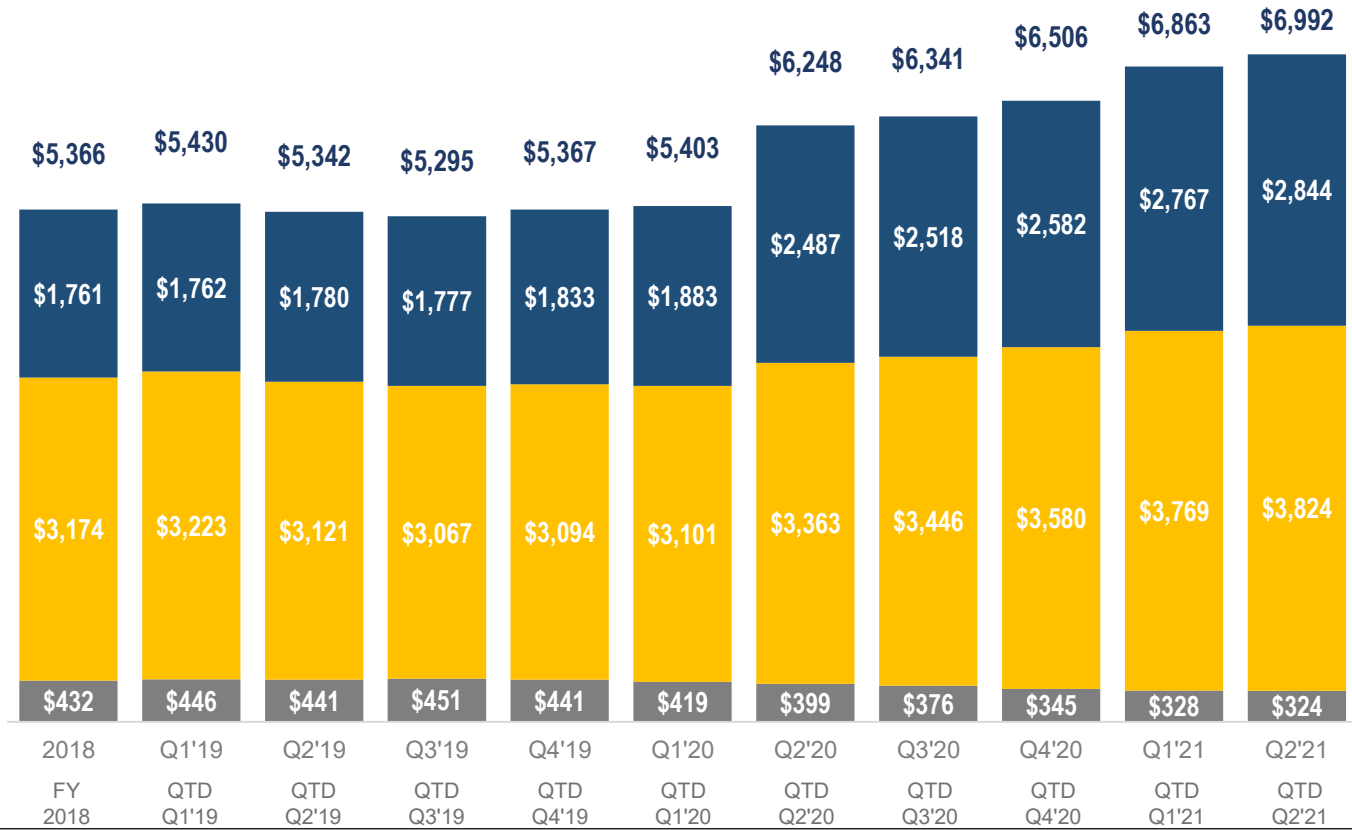


- Peer group consists of 99 closest peers in terms of asset size, range \$4.7-11.5 Billion; source: BankRegData.com
- Net Loans includes LHFS and Allowance for Credit Loss; Core Deposits = Total Deposits less CDs > 250k



# DEPOSITS: STRENGTH IN COST OF FUNDS

- Continued growth in the volume of non-interest bearing deposits both in terms of dollars and as a percent of total deposits.
- Industry leading cost of total deposits.



Cost of Deposits	2018	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21
Noninterest-Bearing Demand	-	-	-	-	-	-	-	-	-	-	-
Int-Bearing Demand & Savings	0.14%	0.18%	0.20%	0.19%	0.19%	0.16%	0.09%	0.06%	0.05%	0.04%	0.04%
Time Deposits	0.86%	1.18%	1.28%	1.39%	1.27%	1.23%	1.09%	0.89%	0.68%	0.64%	0.55%
<b>Total Deposits</b>	<b>0.15%</b>	<b>0.20%</b>	<b>0.22%</b>	<b>0.23%</b>	<b>0.22%</b>	<b>0.19%</b>	<b>0.12%</b>	<b>0.09%</b>	<b>0.07%</b>	<b>0.06%</b>	<b>0.05%</b>
<i>Interest-bearing Deposits</i>	<i>0.23%</i>	<i>0.30%</i>	<i>0.33%</i>	<i>0.34%</i>	<i>0.33%</i>	<i>0.29%</i>	<i>0.20%</i>	<i>0.15%</i>	<i>0.12%</i>	<i>0.10%</i>	<i>0.08%</i>

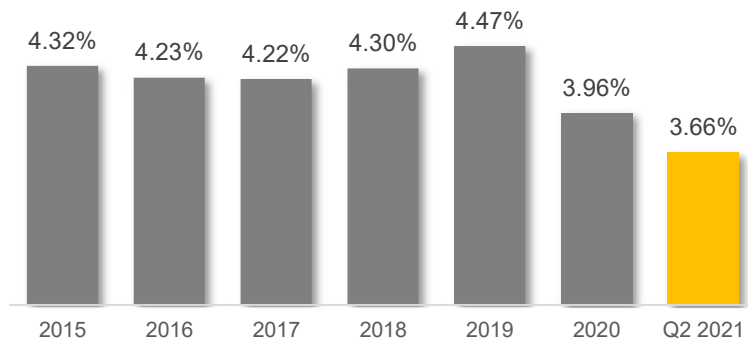
■ Regulated bank level deposits

# FINANCIALS

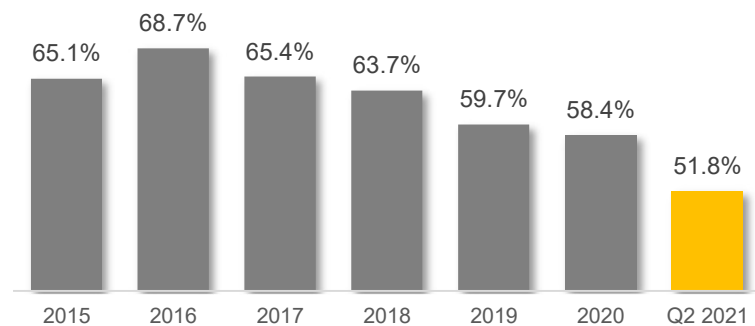


# CONSISTENT OPERATING METRICS

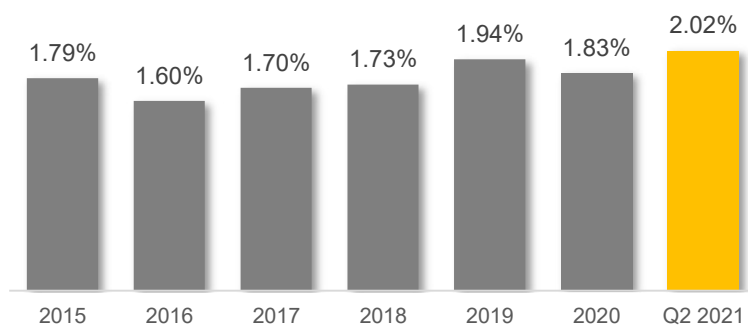
Net Interest Margin (FTE)



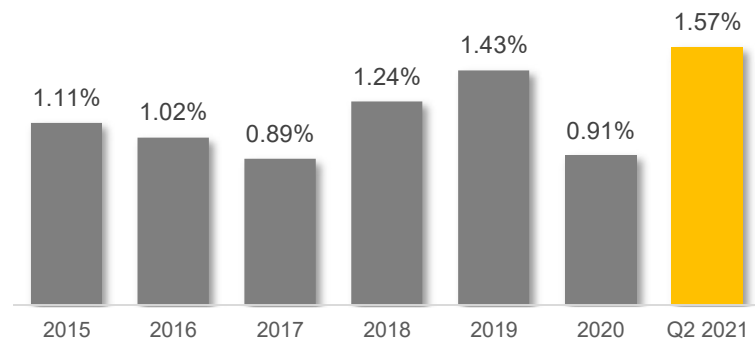
Efficiency Ratio



PPNR as % of Average Assets

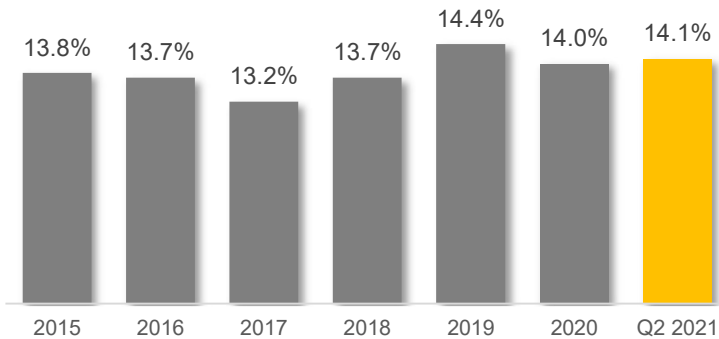


ROAA

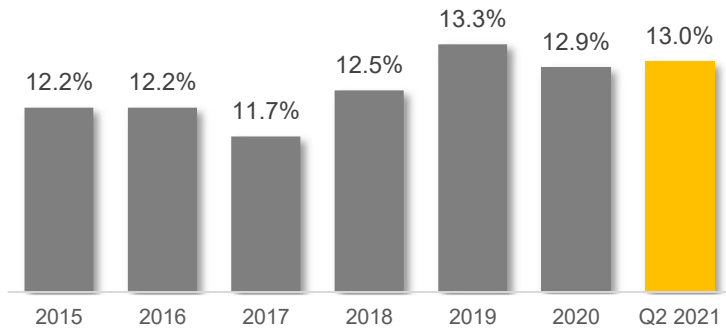


# WELL CAPITALIZED

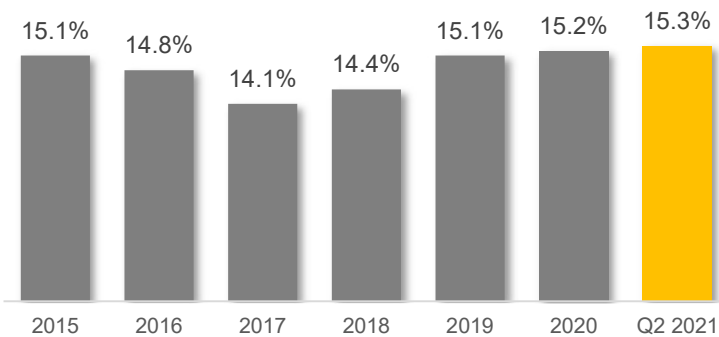
## Tier 1 Capital Ratio



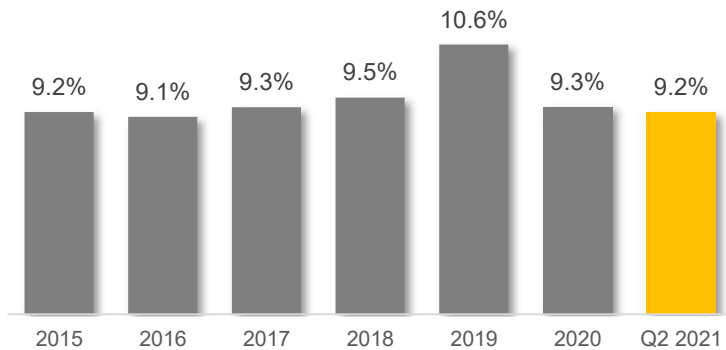
## CET1 Ratio



## Total Risk Based Capital



## Tangible Common Equity Ratio







 **tri counties bank**

**Trico Bancshares is committed to:**  
Improving the financial success and  
well-being of our shareholders, customers,  
communities and employees.