

KBW Winter Financial Services Symposium

February 2019

Richard P. Smith – President & Chief Executive Officer
John S. Fleshood – EVP & Chief Operating 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; mergers and acquisitions; changes in the level of our nonperforming assets and charge-offs; 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 deposits and other sources of liquidity; changes in the financial performance and/or condition of our borrowers; the impact of competition from other financial service providers; the possibility that any of the anticipated benefits of our recent merger with FNBB will not be realized or will not be realized within the expected time period, or that integration of FNBB's operations will be more costly or difficult than expected; the challenges of integrating and retaining key employees; unanticipated regulatory or judicial proceedings; the costs and effects of litigation and of unexpected or adverse outcomes in such litigation; 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, 2017, which is on file with the Securities and Exchange Commission (the "SEC") and 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.

AGENDA

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



MOST RECENT QUARTER HIGHLIGHTS

Robust Earnings	<ul style="list-style-type: none"> • Q4 2018 return on average assets of 1.47% versus 1.05% linked quarter. • Loans to deposits ratio of 75% in Q4 2018, down slightly from 79% in Q3 2018.
Industry Leading Net Interest Margin	<ul style="list-style-type: none"> • Net Interest Margin increased 14 bps versus Q3 2018 and 20 bps versus Q4 2017. • Net Interest Income grew 23.2% on an annualized linked quarter basis versus prior quarter. • Yield on loans increased by 26 basis points linked quarter and 35 basis points versus prior year.
Low Efficiency Ratio	<ul style="list-style-type: none"> • Revenue growth and operating expense management resulted in improvement in the efficiency ratio to 59.1% for Q4 compared to 65.2% in the prior quarter and 66.1% for the prior year.
Profitable Deposit Base	<ul style="list-style-type: none"> • Average cost of total deposits rose 4 bps versus the prior quarter to 0.20%. • Total deposits grew 21.5% on an annualized linked quarter basis, with non-interest bearing demand deposits comprising 33% of total deposits.
Strong Capital Levels	<ul style="list-style-type: none"> • Tangible capital consistent at 9.5%. • Common dividend increased to \$0.19 during Q4 2018, and 11.8% increase over Q4 2017.

COMPANY OVERVIEW

COMPANY OVERVIEW

Asset Size: \$6.4 Billion

Founded: 1975

Deposits: \$5.4 Billion

Loans (net): \$4.0 Billion

Bank Branches: 79

ATMs: 99

Market Area: TriCo currently serves 29 counties throughout Northern and Central California. These counties represent over 30% of California's population.



COMPANY OVERVIEW

Nasdaq:	TCBK
Stock Price*:	\$37.76
Market Capitalization:	\$1.15 billion
Price to Book stated:	1.4x
Price to TBVPS	2.00x
Rank (Total Assets) among CA Publicly Traded Banks:	12
(Source: SNL Financial)	



*as of 02/08/2019 COB

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



Craig Carney
EVP Chief Credit Officer
TriCo since 1996

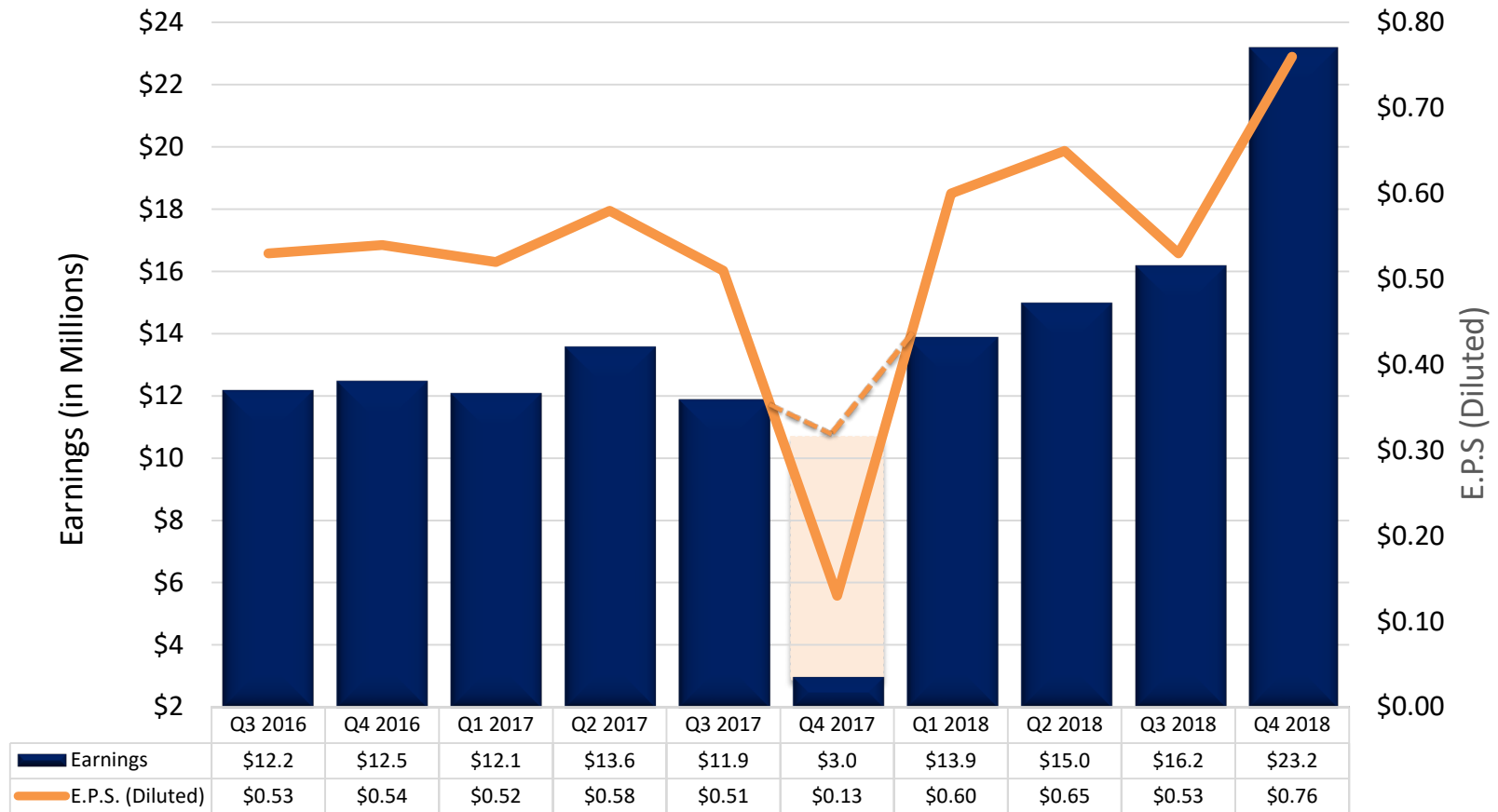


Richard O'Sullivan
EVP Chief Commercial
Lending Officer
TriCo since 1984

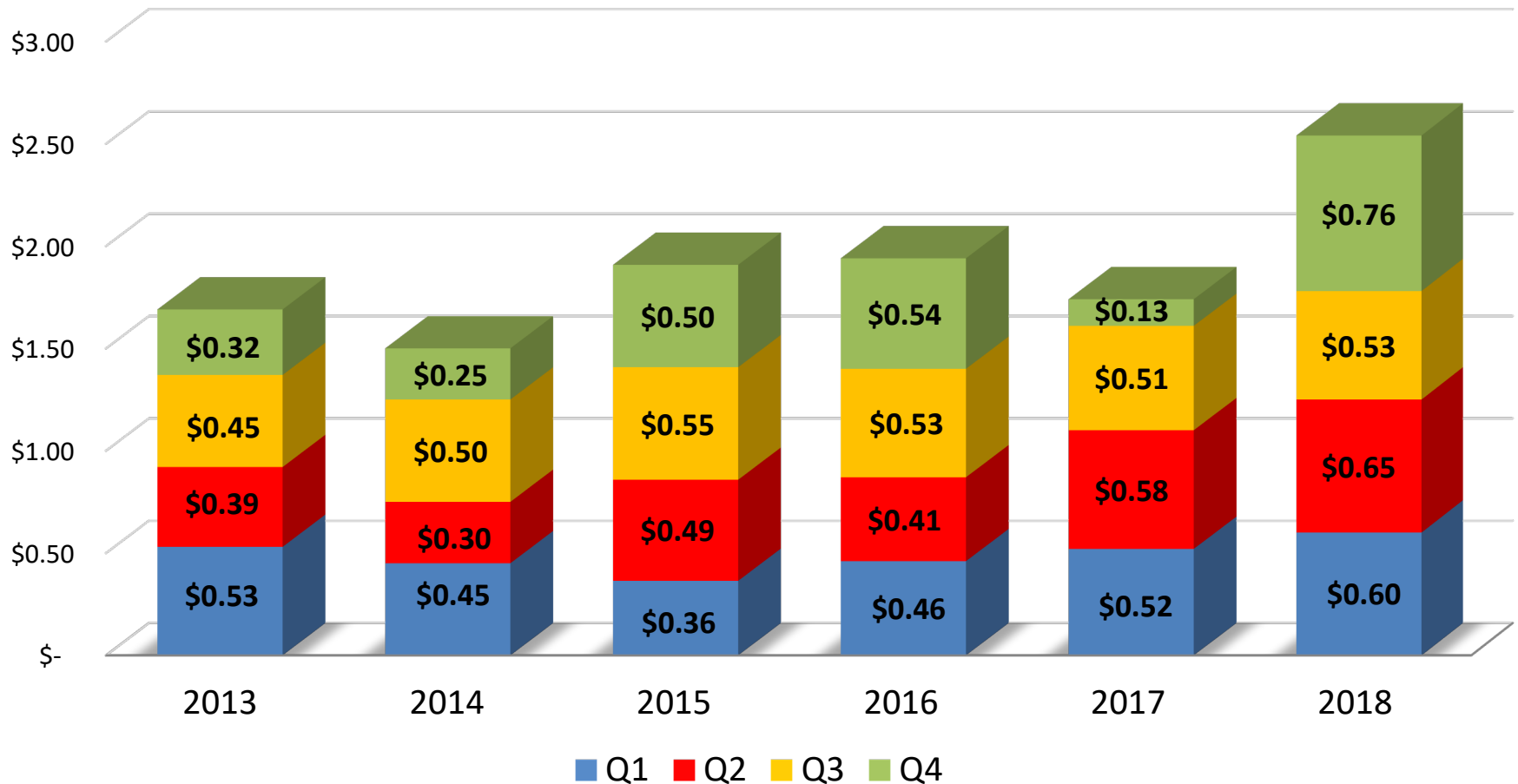


Dan Bailey
EVP Chief Retail Banking Officer
TriCo since 2007

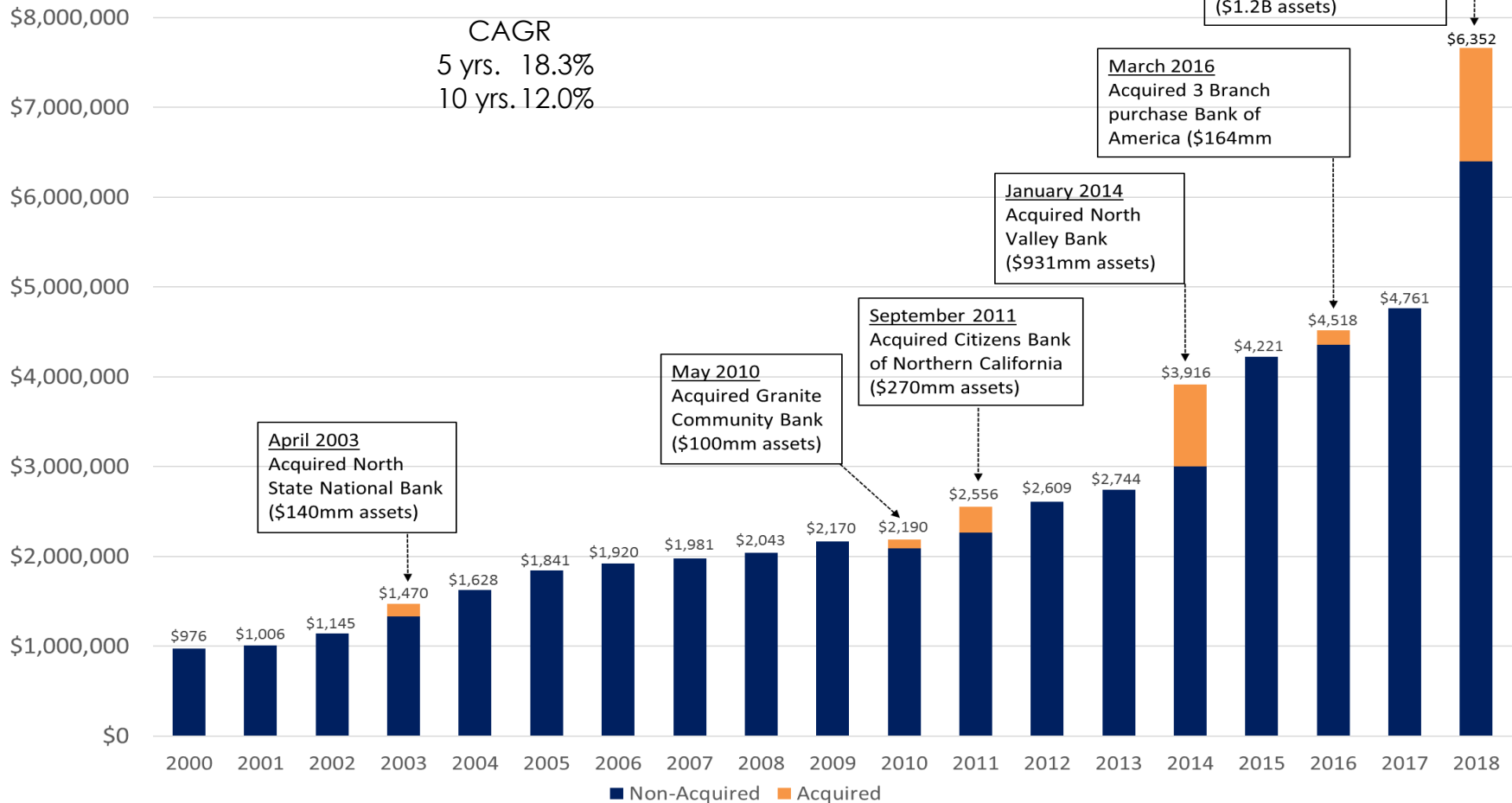
CONSISTENT EARNINGS TRACK RECORD



DILUTED EARNINGS PER SHARE



CONSISTENT ORGANIC GROWTH AND DISCIPLINED ACQUIRER

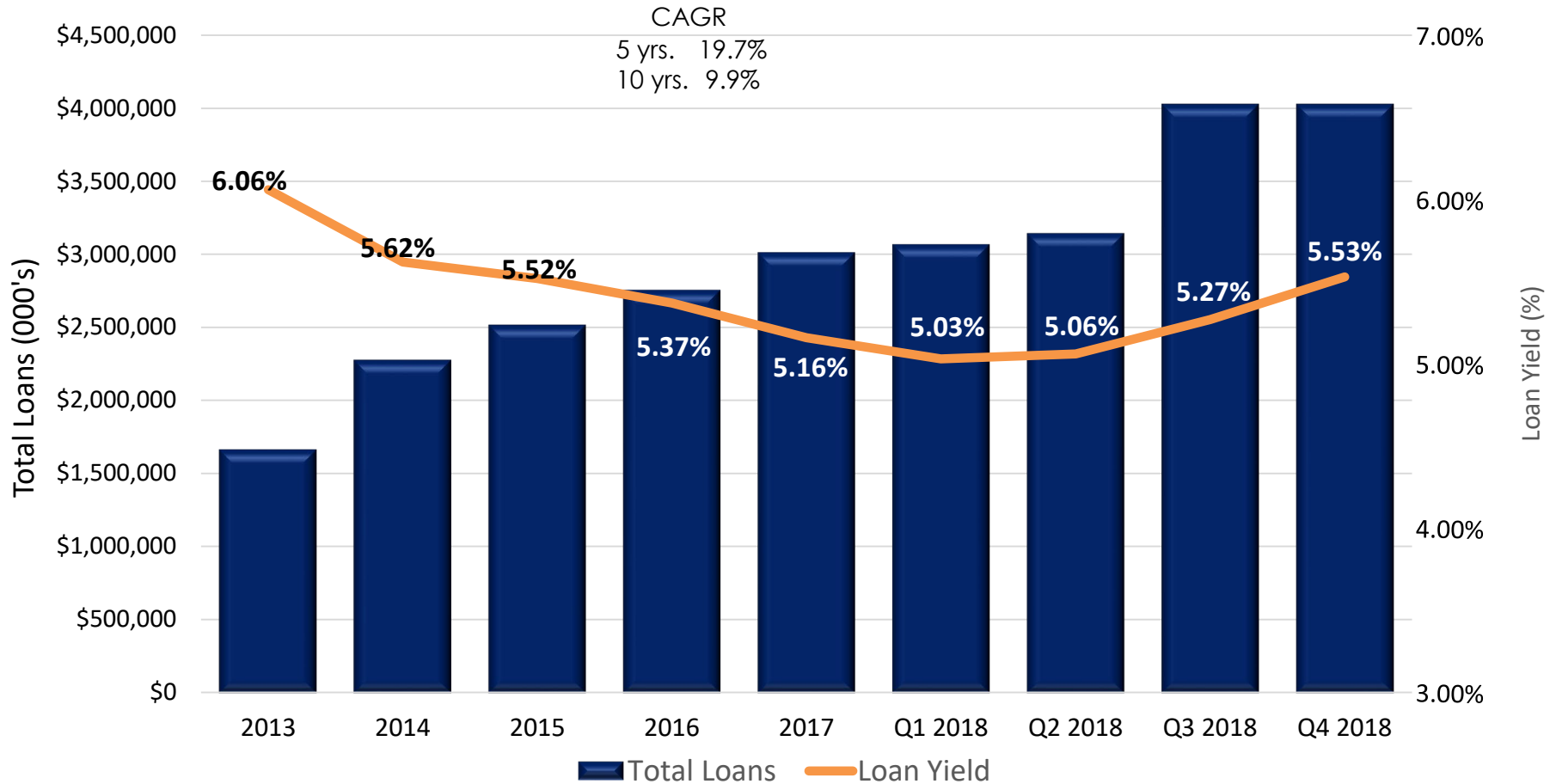


WHAT KEEPS US UP AT NIGHT?

- Deposit Betas
- Ability to Increase Loan Yields
- Interest Rate Risk
- Aggressive Competitors
- The Cost of Compliance with New Regulations
- Dysfunction in Washington

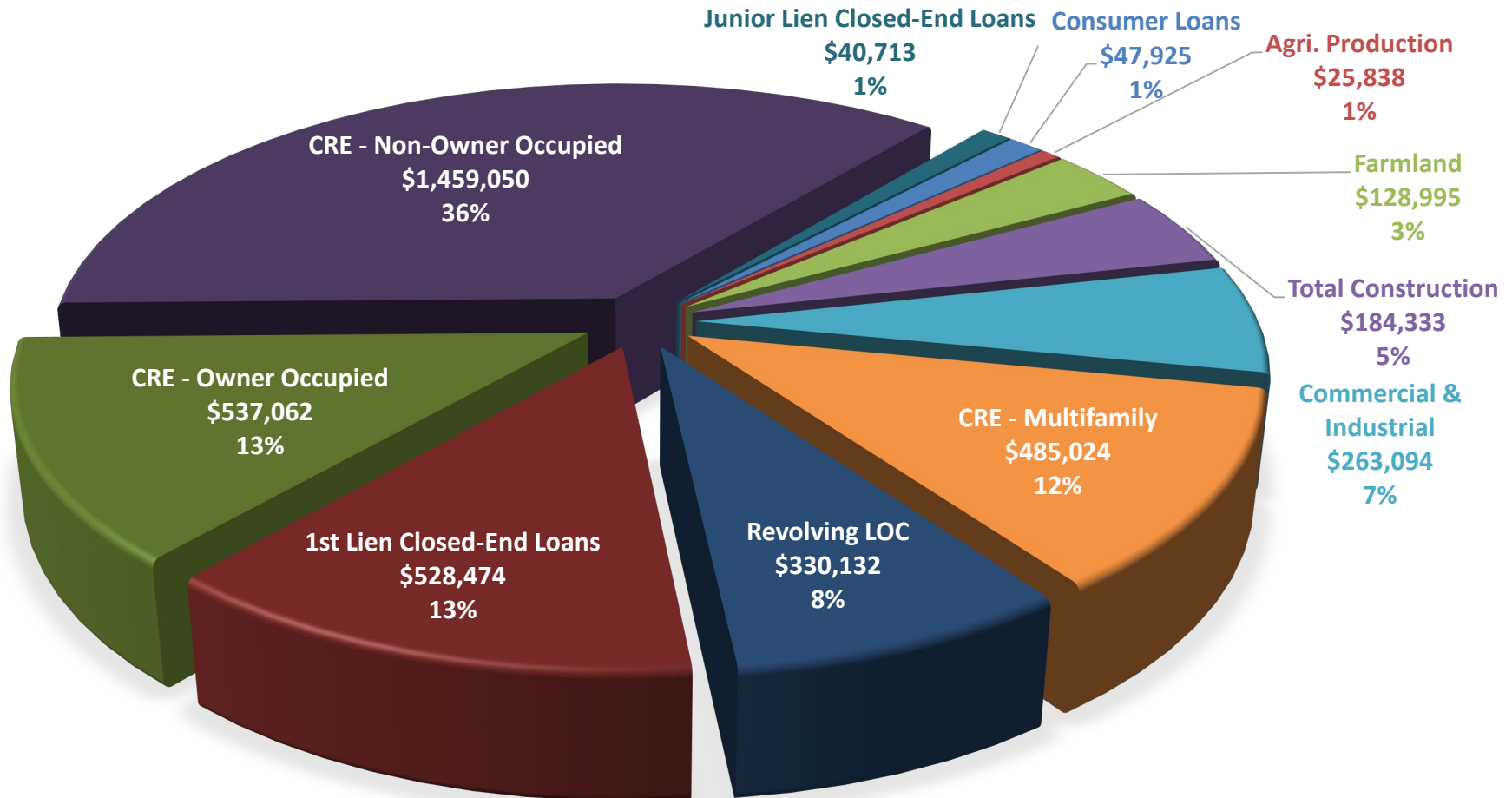
LOANS

CONSISTENT LOAN GROWTH

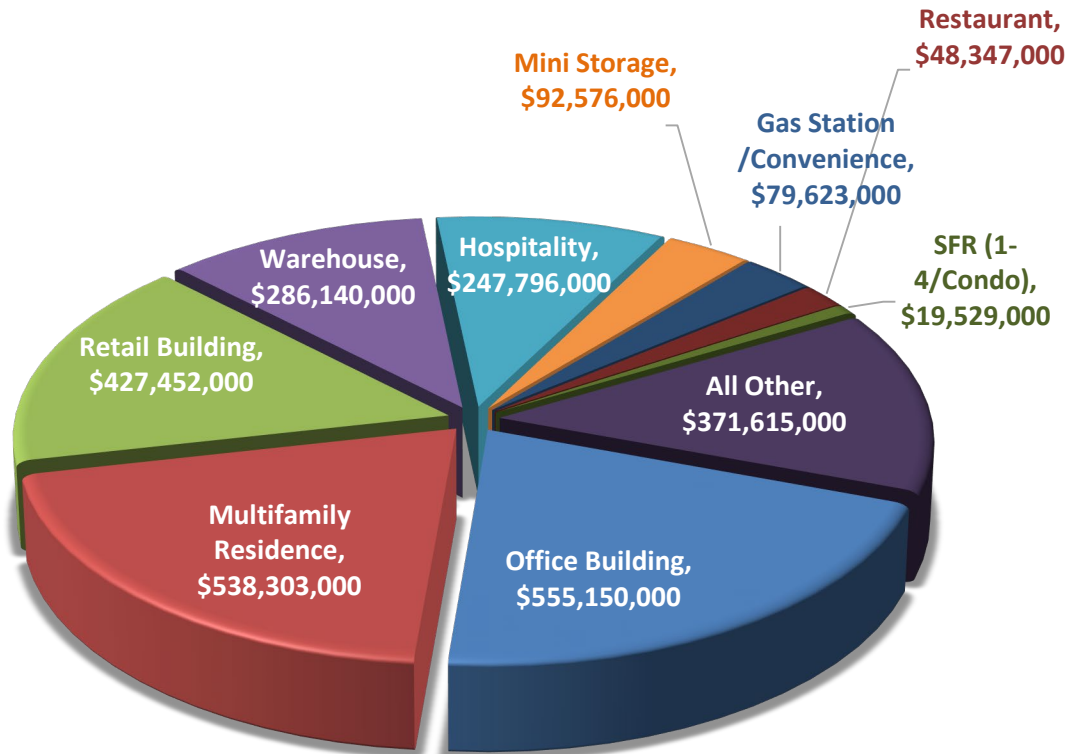


*Note: Q3 2018 includes acquisition of FNB Bancorp (Loan Yield was 5.04%)

LOAN PORTFOLIO MIX:

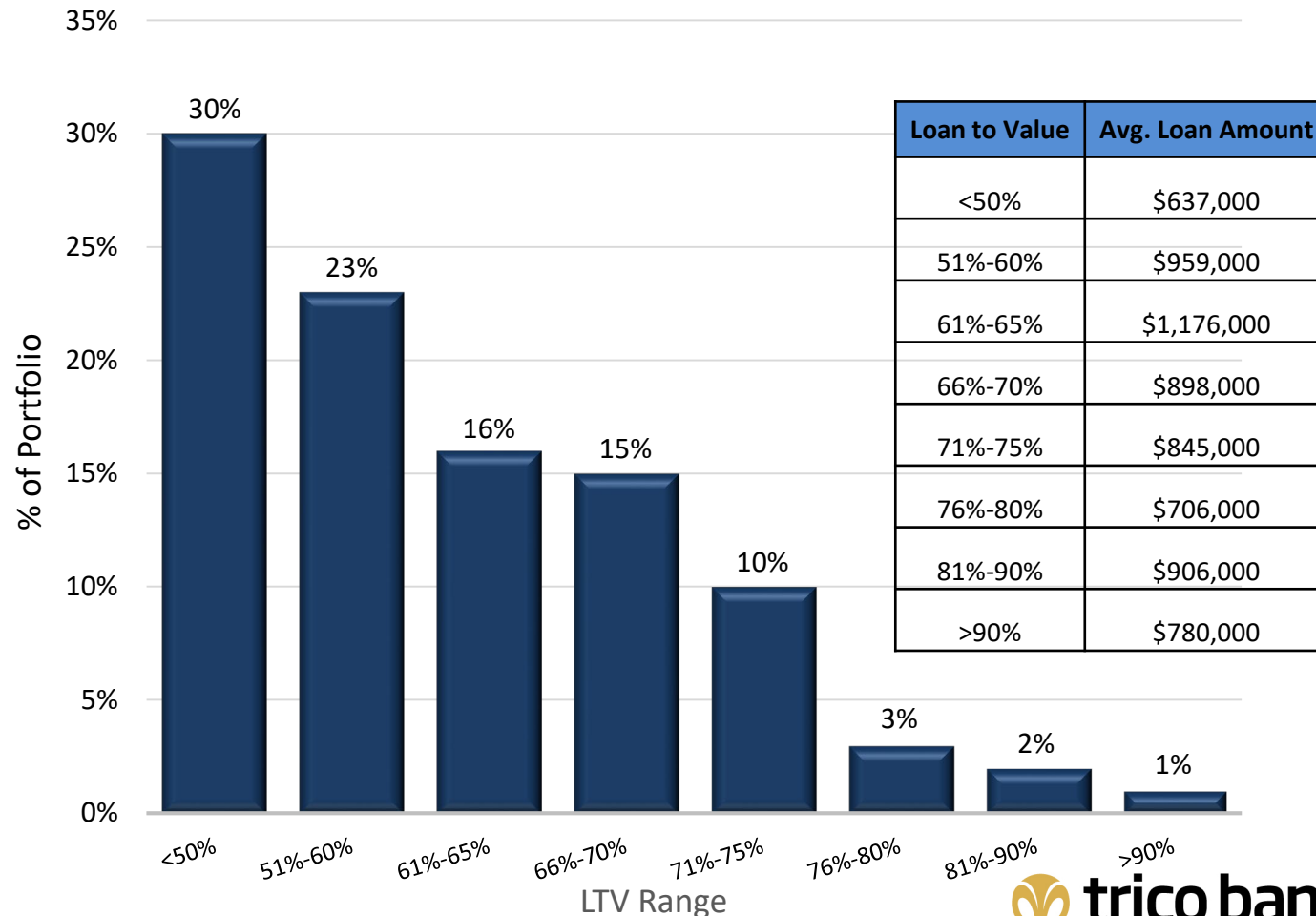


DIVERSIFIED CRE & CONSTRUCTION PORTFOLIO



Property Type	Loan Size Avg. Loan Amount
Office Building	\$769,000
Multifamily Residence	\$1,092,000
Retail Building	\$786,000
Warehouse	\$705,000
Hospitality	\$2,503,000
Mini Storage	\$1,624,000
Gas Station /Convenience	\$959,000
Restaurant	\$488,000
SFR (1-4/Condo)	\$814,000
All Other	\$527,000

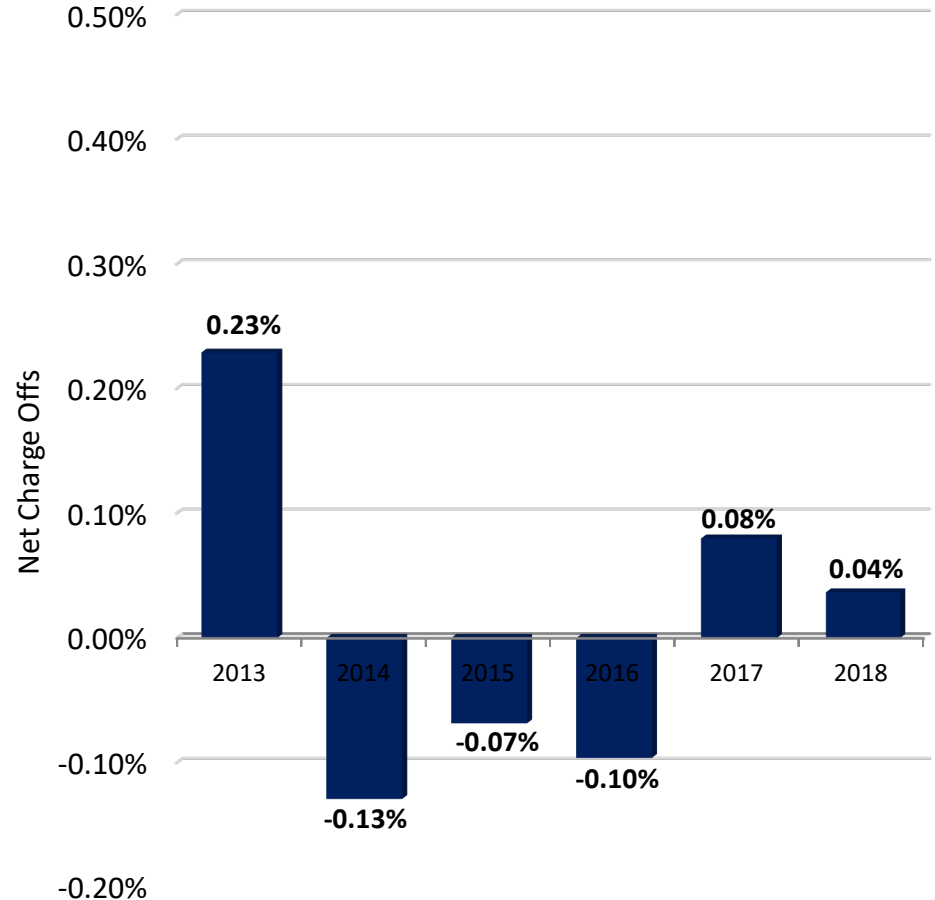
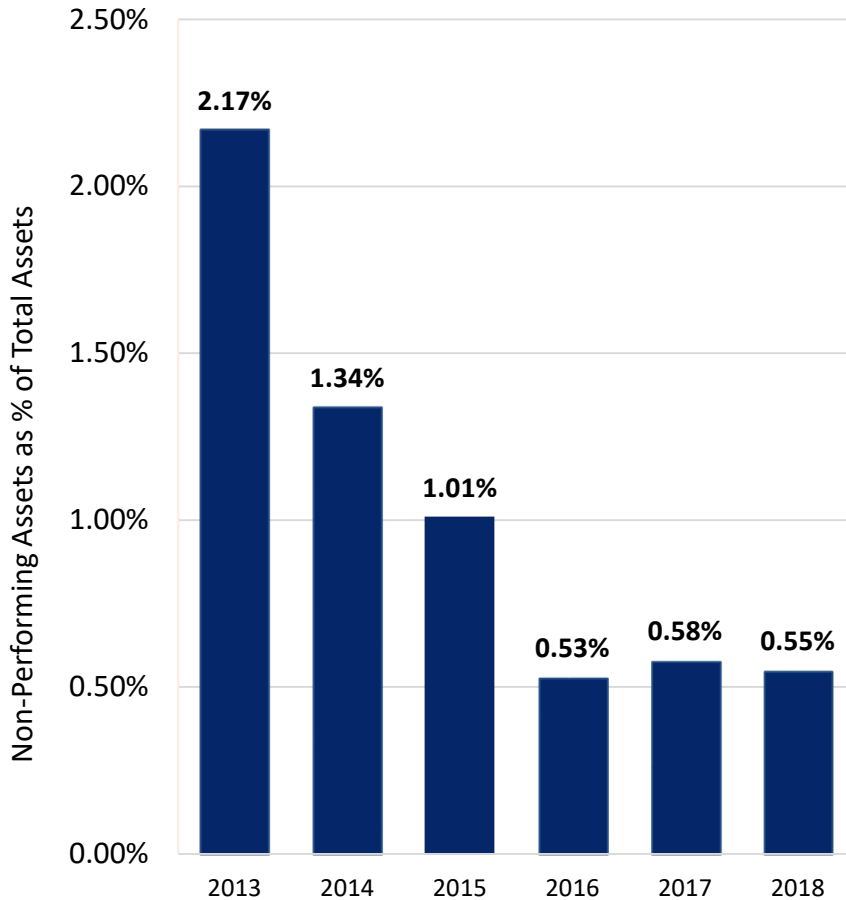
CONSERVATIVE CONSTRUCTION AND CRE UNDERWRITING CULTURE – LTV DISTRIBUTION



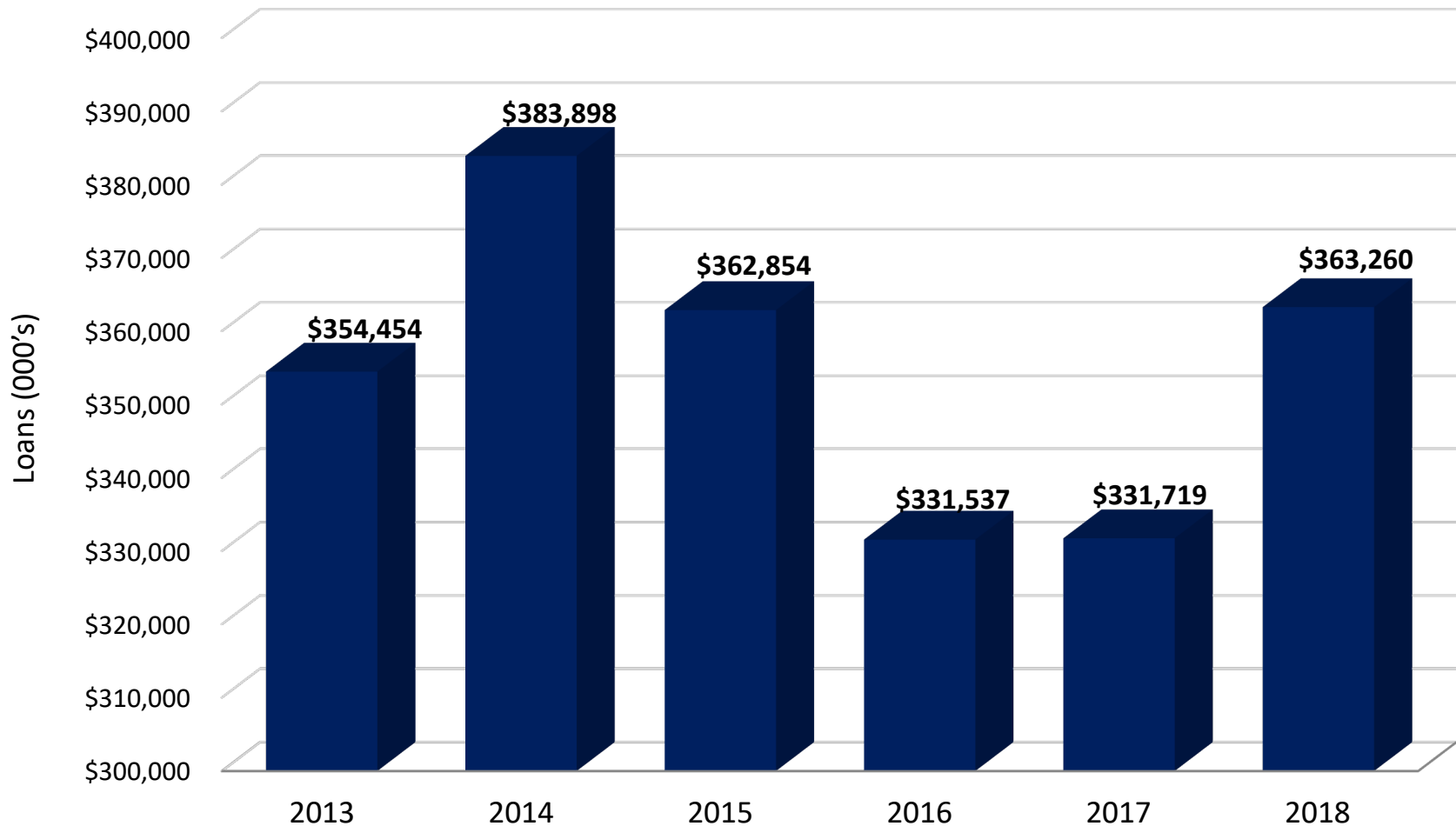
DIVERSIFIED GEOGRAPHY – CRE & CONSTRUCTION

County	Principal City	Outstanding Balance	% of CRE-Related	Average Loan Amount
Bay Area	San Francisco	\$628,664,000	24%	\$906,000
Sacramento	Sacramento/Elk Grove	\$253,822,000	10%	\$1,203,000
Kern	Bakersfield	\$191,885,000	7%	\$1,487,000
Butte	Chico	\$157,586,000	6%	\$461,000
Placer	Roseville/Auburn	\$114,251,000	5%	\$1,053,000
Shasta	Redding	\$140,287,000	5%	\$533,000
Stanislaus	Modesto	\$129,068,000	5%	\$963,000
Fresno	Fresno	\$84,872,000	3%	\$690,000
Sonoma	Sonoma/Santa Rosa	\$78,781,000	3%	\$856,000
Nevada	Truckee	\$78,158,000	3%	\$511,000
17 Other Counties	N.A.	\$779,170,000	29%	\$817,000
	TOTAL	\$2,666,533,000	AVG.	\$825,000

NON-PERFORMING ASSETS & NET CHARGE OFFS

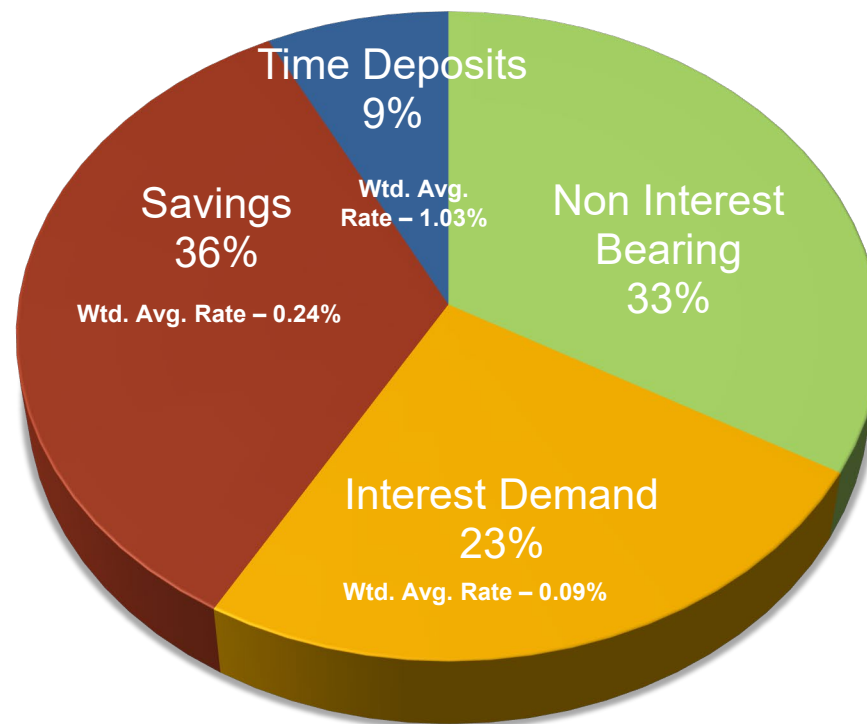


HOME EQUITY LOANS OUTSTANDING



DEPOSITS

CONSISTENT AND BALANCED CORE DEPOSIT FUNDING*



*Weighted average costs of deposits for the quarter ended 12/31/2018

MARKET SHARE OF ALL BRANCHES

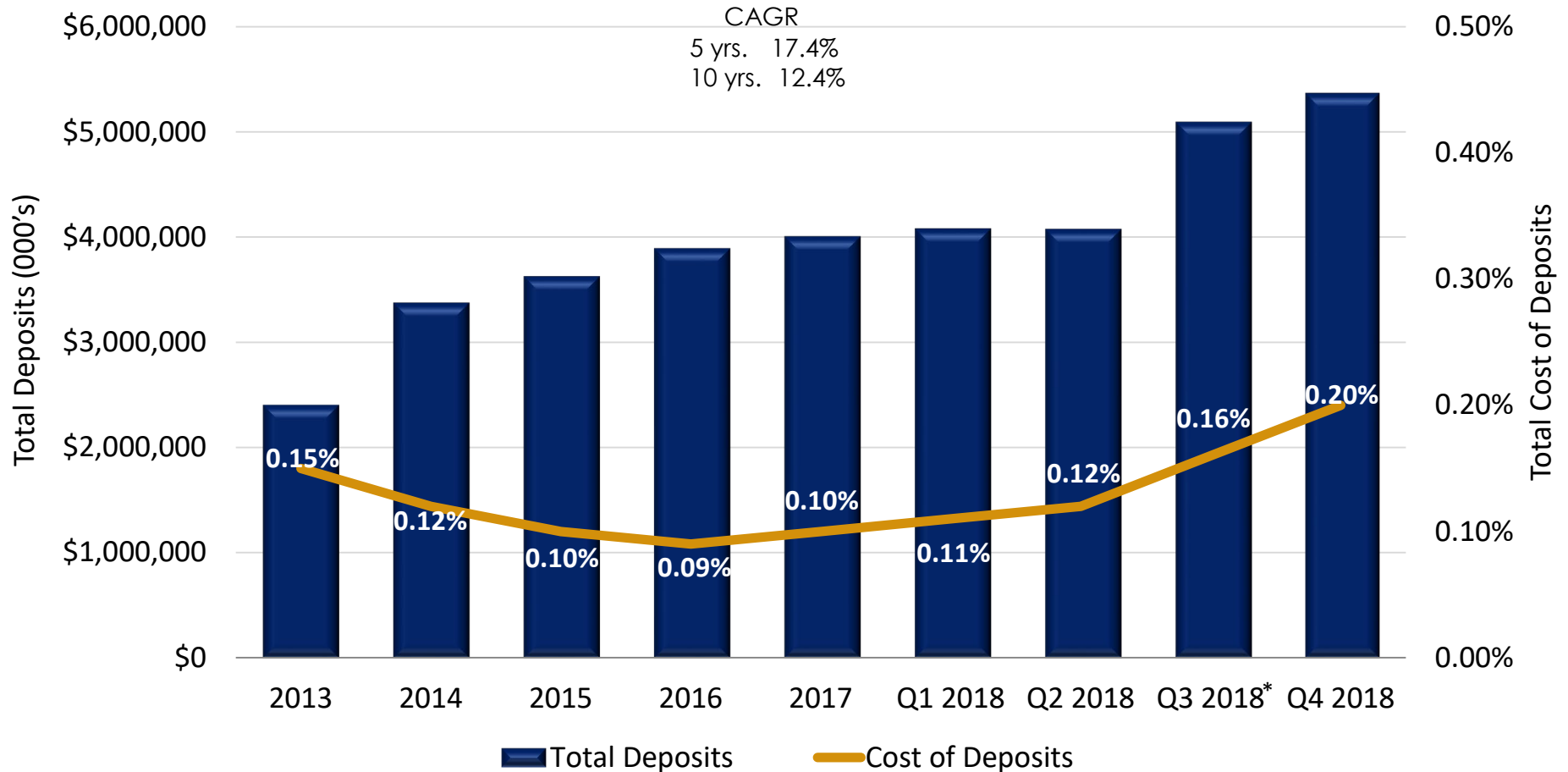
SORTED BY ZIP CODE

Rank	Institution Name	State (Hdqtrd)	Charter	Deposits (\$000)	Market Share
1	U.S. Bank National Association	OH	Federal	9,893,012	21.2%
2	Wells Fargo & Company	SD	Federal	8,782,186	18.8%
3	Bank of America, National Association	NC	Federal	6,017,267	12.9%
4	Tri Counties Bank	CA	State	3,881,355	8.3%
5	JP Morgan Chase Bank, National Association	OH	Federal	2,994,175	6.4%
6	MUFG Union Bank, National Association	CA	Federal	2,177,323	4.7%
7	Bank of the West	CA	State	1,832,370	3.9%
8	Umpqua Bank	CA	State	1,636,359	3.5%

Source: FDIC Summary of Deposits, June 2018

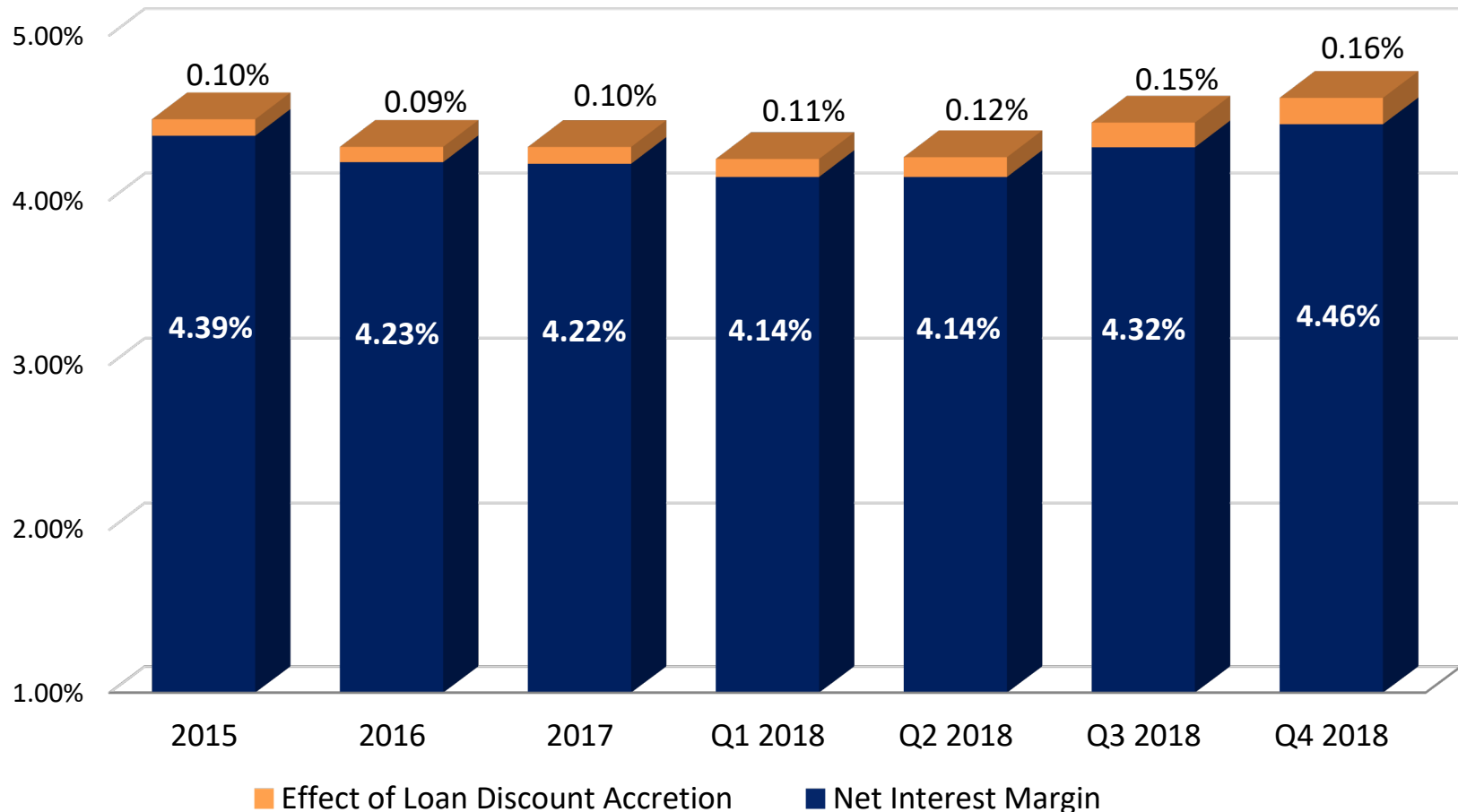
*Includes acquisition of FNB Bancorp – July 2018

CONSISTENT DEPOSIT GROWTH – ATTRACTIVE COST

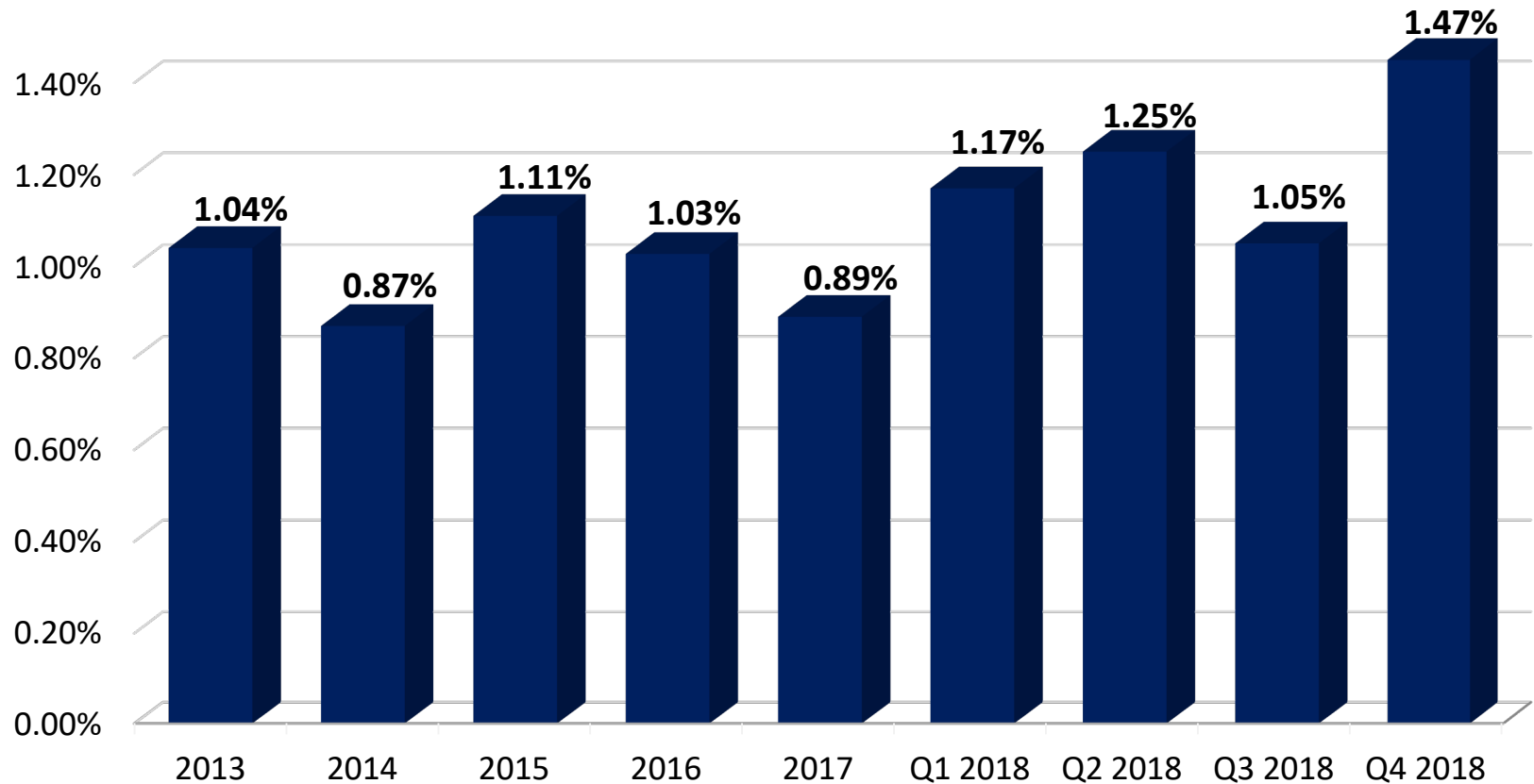


FINANCIALS

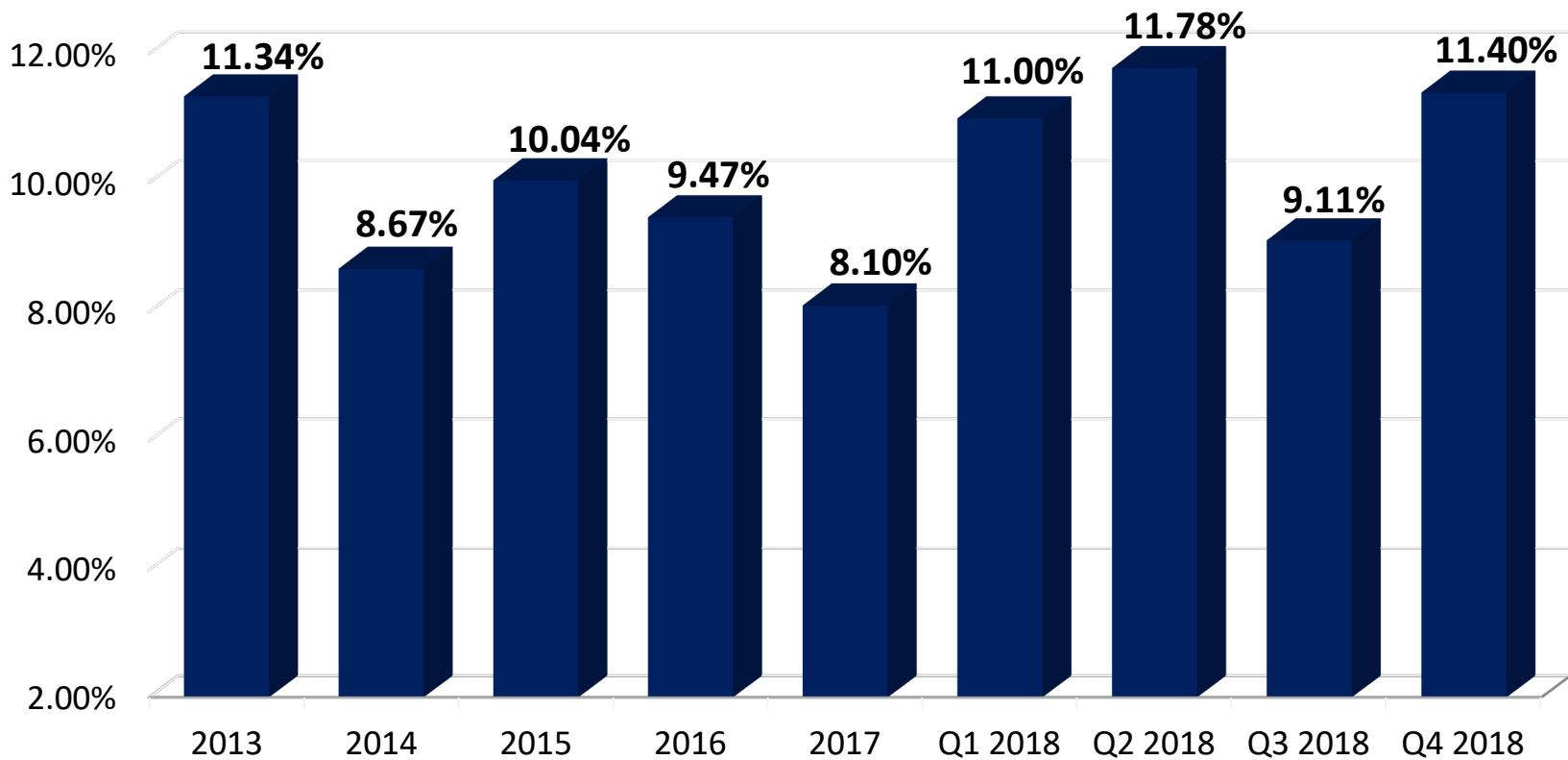
NET INTEREST MARGIN – CONTRIBUTION FROM DISCOUNT ACCRETION



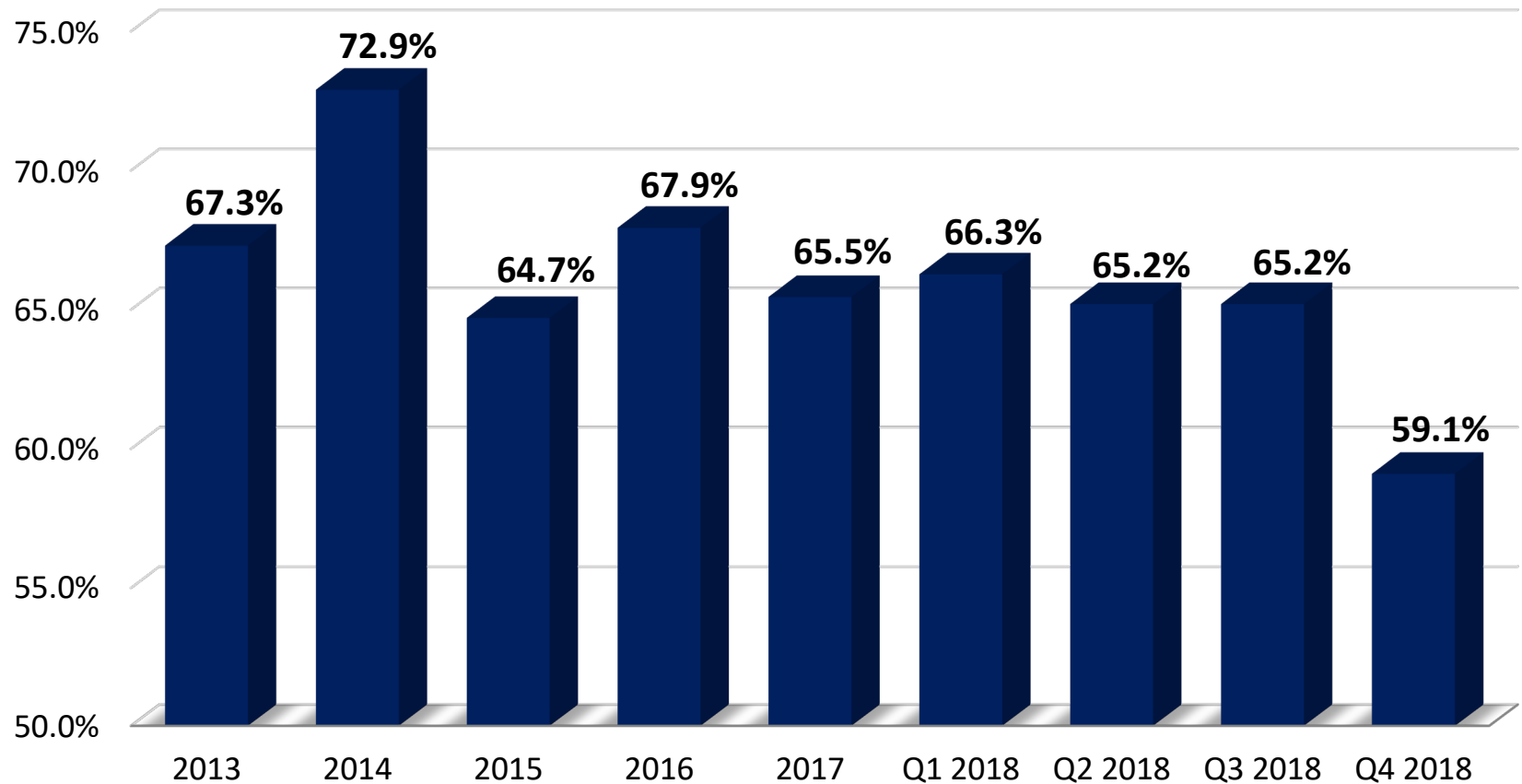
RETURN ON AVERAGE ASSETS



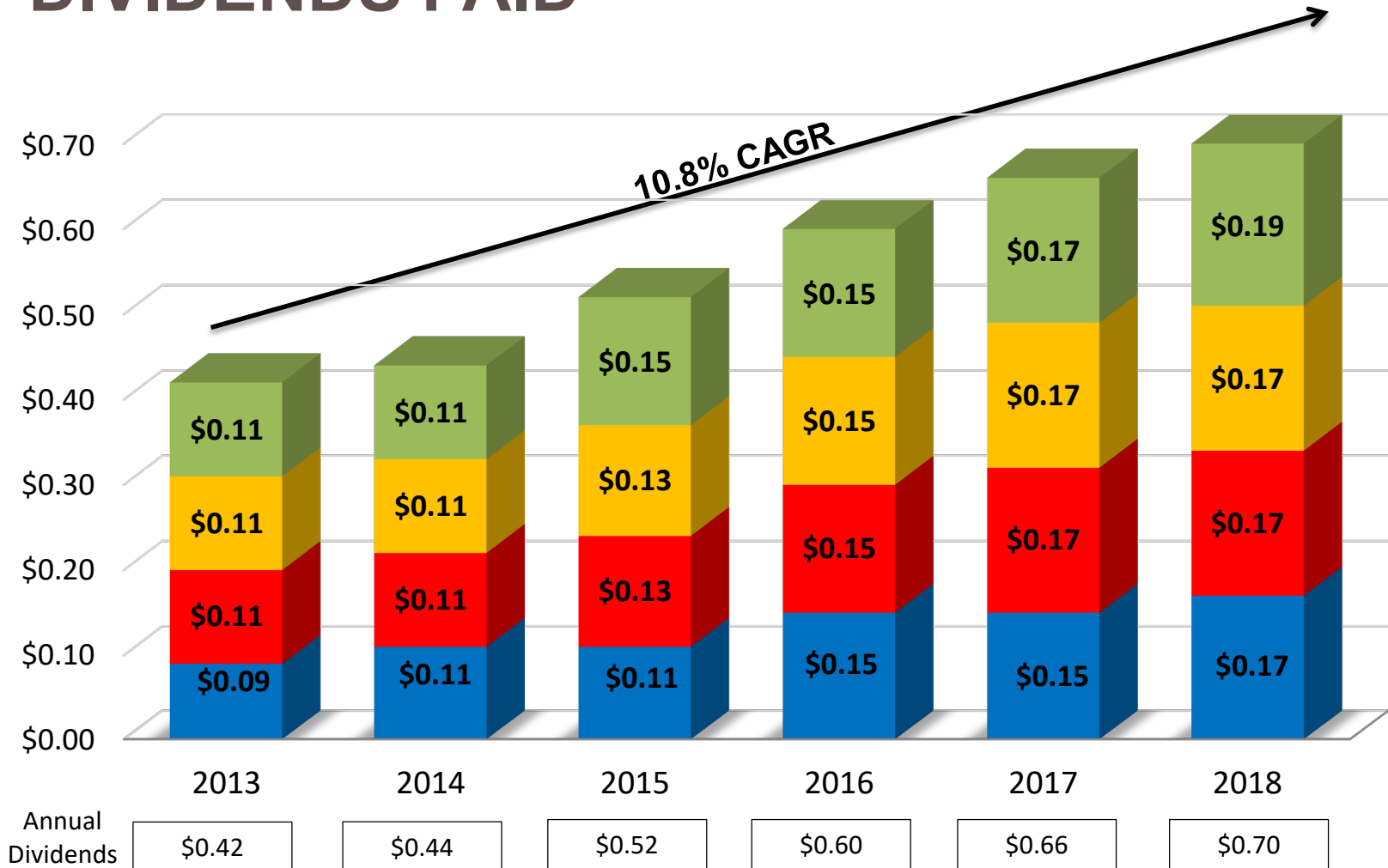
RETURN ON AVERAGE SHAREHOLDER'S EQUITY



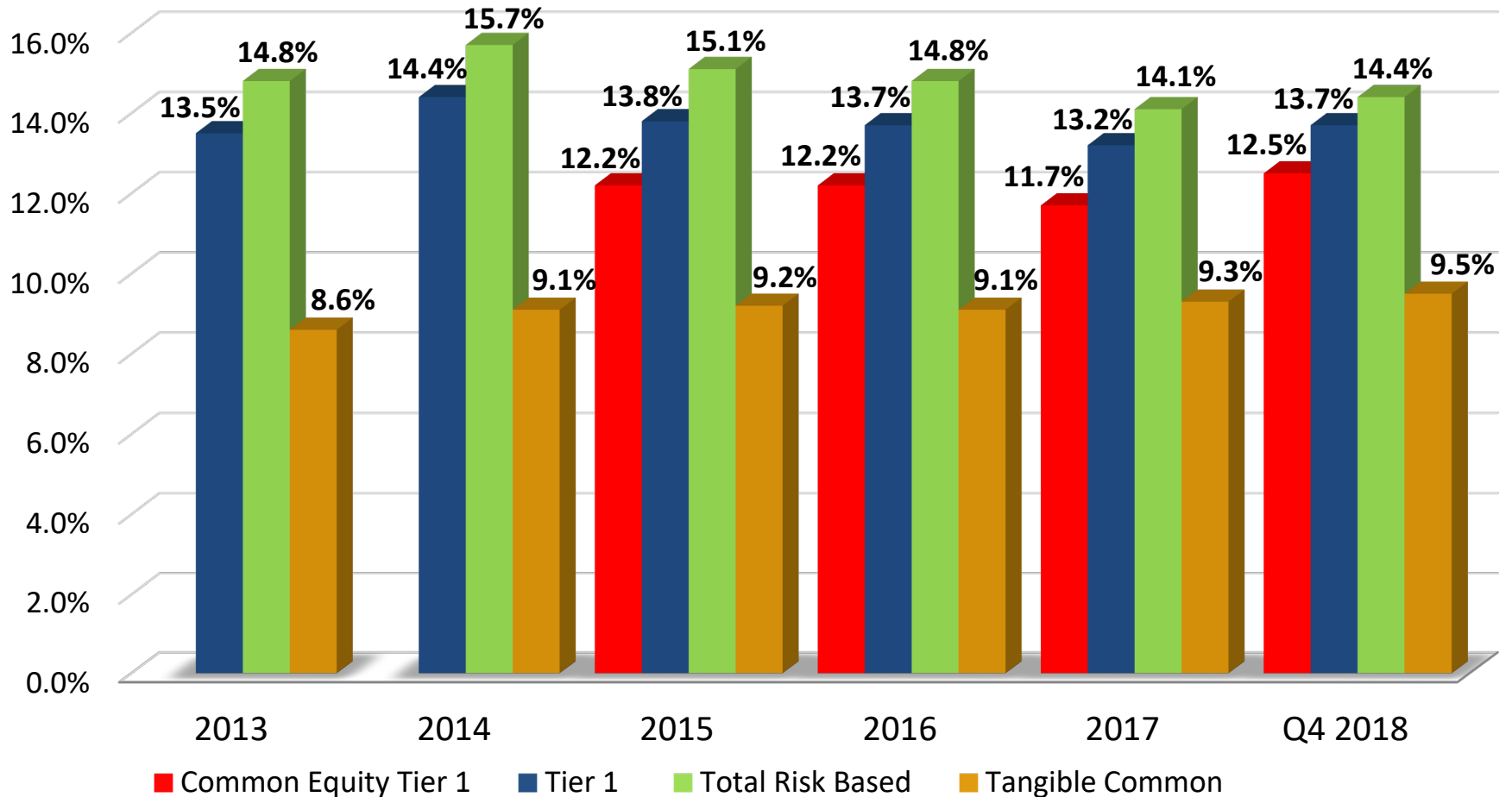
EFFICIENCY RATIO (FULLY TAXABLE EQUIVALENT)



DIVIDENDS PAID



CAPITAL RATIOS (\$000'S)





TRICO BANCSHARES IS COMMITTED TO:

Improving the financial success and well-being of our shareholders, customers, communities and employees.