

Service With Solutions™

# Investor Presentation

Third Quarter 2020

October 2020

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

 **trico bancshares**

# 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 future operating or financial performance of the Company, including our outlook for future growth, 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 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; the effect of a fall in stock market prices on our brokerage and wealth management businesses; 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, 2019, 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

<b>Consistent Profitability</b>	<ul style="list-style-type: none"> <li>• Pre-tax pre-provision return on average assets and average equity was 1.72% and 14.11%, respectively and 1.78% and 13.84%, respectively for the three- and nine-month respective periods ended September 30, 2020.</li> <li>• Focus on expense management strategies were made to benefit forward-looking results.</li> </ul>
<b>Net Interest Margin</b>	<ul style="list-style-type: none"> <li>• Net interest margin was 3.72% for Q3 2020 versus 4.10% for Q2 2020 and 4.44% in Q3 2019.</li> <li>• Non-interest-bearing deposits were 39.7% of total deposits.</li> <li>• Non-interest-bearing deposit growth contributed to more than \$400 million of excess balance sheet liquidity impacted net interest margin by 23 basis points in the quarter.</li> </ul>
<b>Credit Quality</b>	<ul style="list-style-type: none"> <li>• Nonperforming assets to total assets of 0.34% 0.31%, and 0.31% at Q3 2020 Q2 2020, and Q3 2019, respectively is considered low and consistently outperforms peer rates.</li> <li>• The ratio of loan loss reserves to total loans of 1.81% at Q3 2020 continued to build from 1.66% and 1.32% at Q2 and Q1 2020, respectively.</li> <li>• Net recoveries for the three and nine months ended September 30, 2020 were \$187,000 and \$308,000, respectively.</li> </ul>
<b>Experienced and Proven Team</b>	<ul style="list-style-type: none"> <li>• Well managed through past credit cycles.</li> <li>• Prudent and proactive risk management focus is complementary to strong asset quality.</li> <li>• Track record of well executed and accretive acquisitions.</li> </ul>
<b>Diverse Deposit Base</b>	<ul style="list-style-type: none"> <li>• Cost of total deposits was 0.09% in Q3 2020 versus 0.12% in Q2 2020 and 0.23% in Q3 2019.</li> </ul>
<b>Capital and Liquidity Strength</b>	<ul style="list-style-type: none"> <li>• We remain well capitalized across all regulatory capital ratios.</li> <li>• Recent stress tests performed by management do not support the need to access capital markets.</li> <li>• Quarterly dividends have been sustained while the share repurchase program has been paused.</li> </ul>



# COMPANY OVERVIEW





# COMPANY OVERVIEW

**Nasdaq:** TCBK  
**Headquarters:** Chico, California  
**Stock Price\*:** \$24.49  
**Market Capitalization:** \$729 Million  
**Asset Size:** \$7.4 Billion  
**Deposits:** \$6.3 Billion  
**Loans:** \$4.8 Billion  
**Bank Branches:** 75  
**ATMs:** 97  
**Market Area:** TriCo currently serves 29 counties throughout Northern and Central California. These counties represent over 30% of California's population.



\* As of close of business September 30, 2020

# 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*

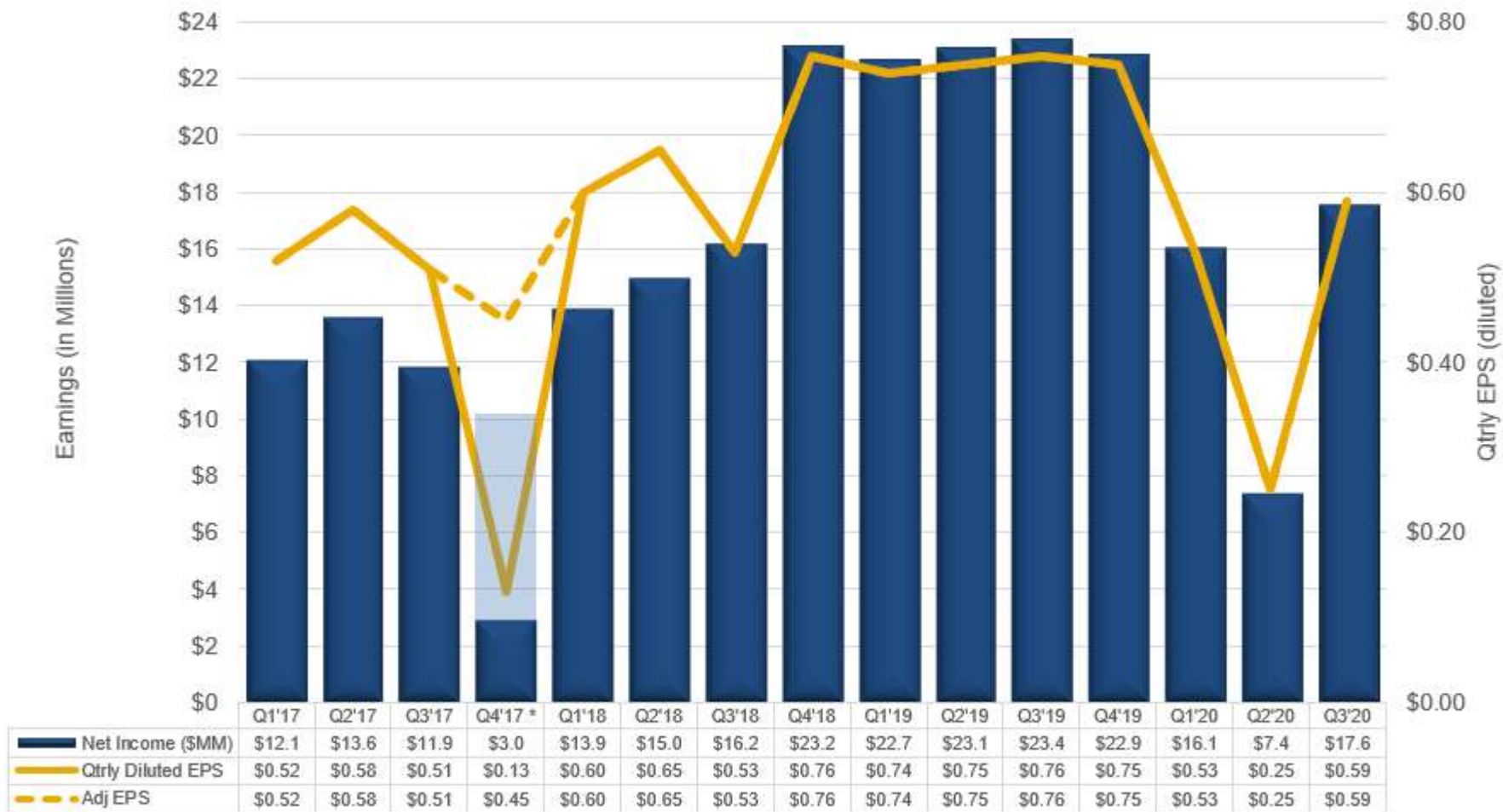


**Dan Bailey**  
EVP Chief Banking Officer  
*TriCo since 2007*



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

# POSITIVE EARNINGS TRACK RECORD

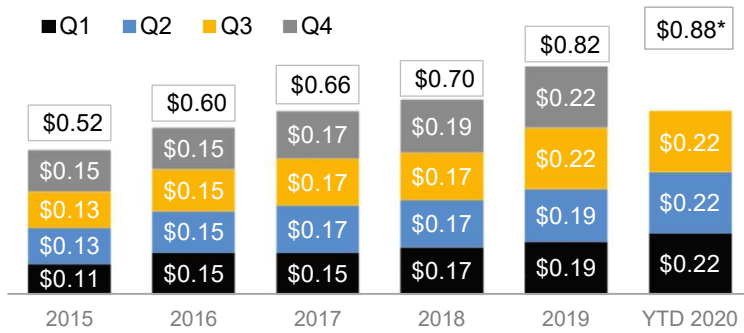


\* Impact of the Tax Cut and Jobs Act results in adjusted quarterly diluted EPS of \$0.45.

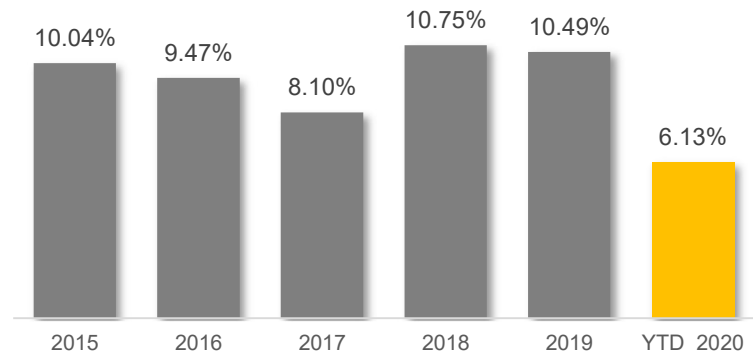


# SHAREHOLDER RETURNS

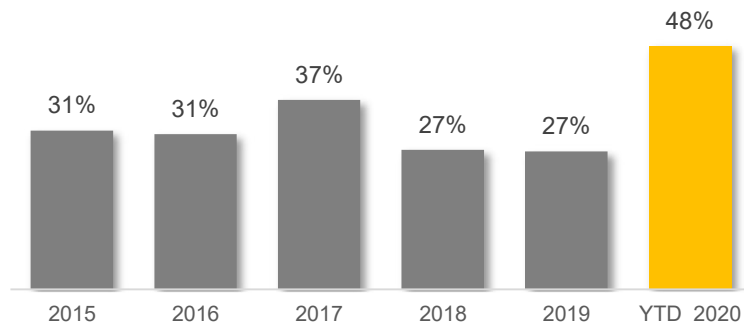
## Dividends per Share: 11.1% CAGR



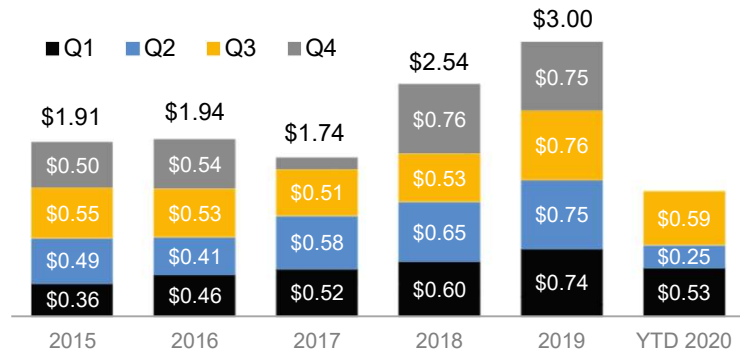
## Return on Avg. Shareholder Equity



## Dividends as % of Earnings



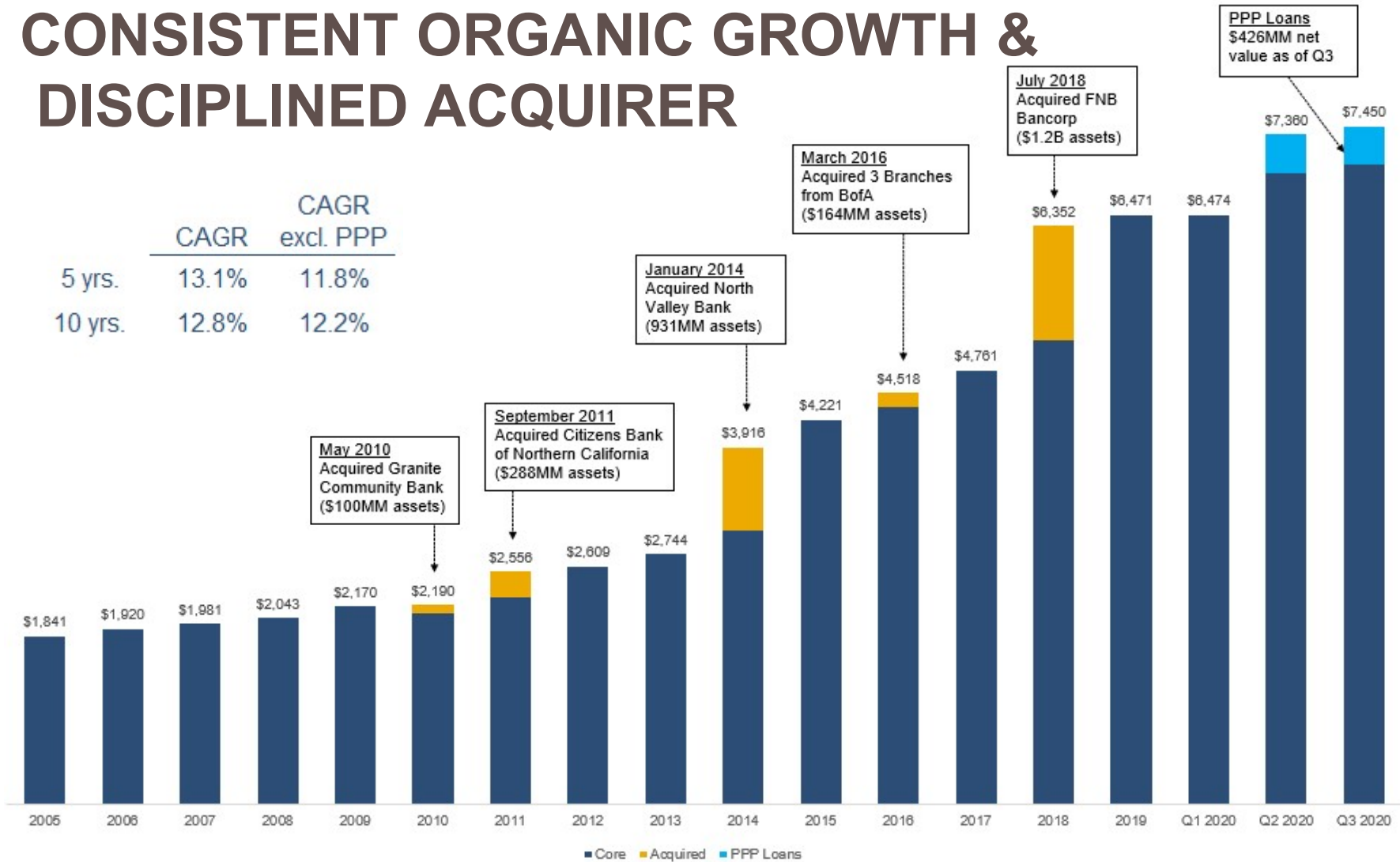
## Diluted EPS



\* 2020 annual Dividends per Share are based on annualized results through the second quarter.

# CONSISTENT ORGANIC GROWTH & DISCIPLINED ACQUIRER

	CAGR	CAGR excl. PPP
5 yrs.	13.1%	11.8%
10 yrs.	12.8%	12.2%



PPP Loans  
\$426MM net  
value as of Q3

July 2018  
Acquired FNB  
Bancorp  
(\$1.2B assets)

March 2016  
Acquired 3 Branches  
from BofA  
(\$164MM assets)

January 2014  
Acquired North  
Valley Bank  
(\$931MM assets)

September 2011  
Acquired Citizens Bank  
of Northern California  
(\$288MM assets)

May 2010  
Acquired Granite  
Community Bank  
(\$100MM assets)

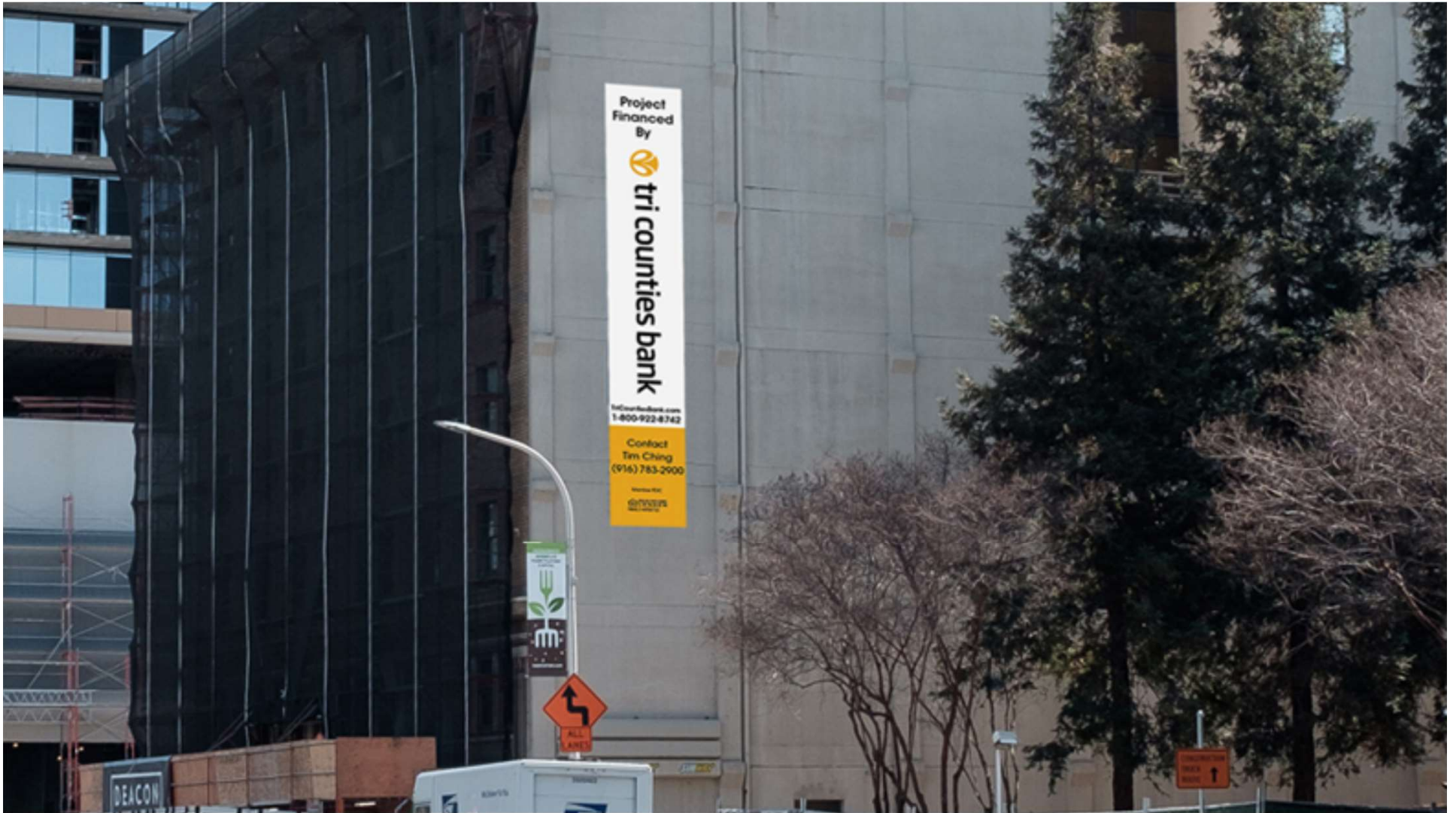
Dollars in millions. Total Assets for periods ending 2005 – Q3 2020.



## “MONDAY MORNING EXECUTIVE TOPICS”

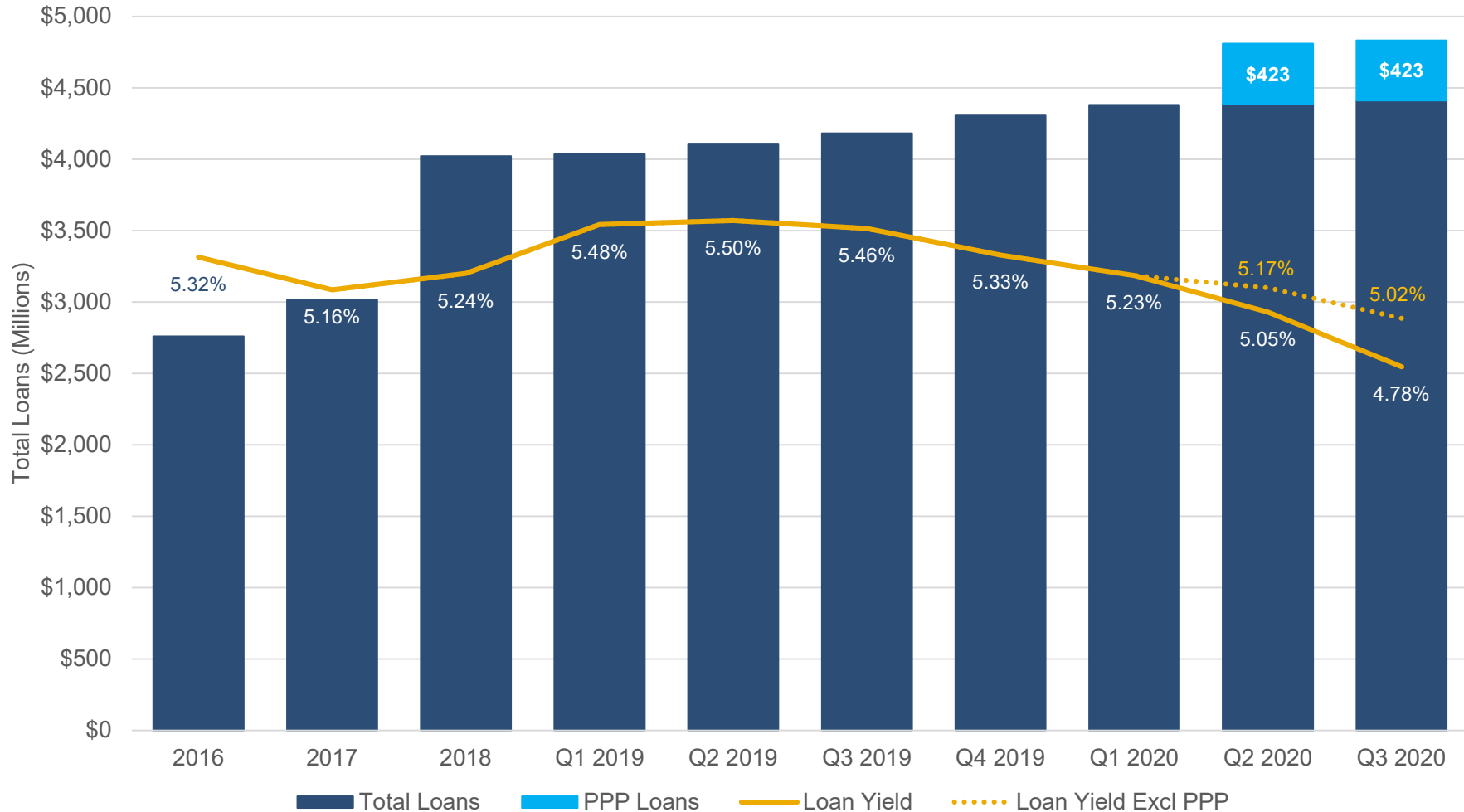
- Fiscal Policy Changes and the Effectiveness of Economic Stimulus Measures...if any
- Opportunities - Identification of New Markets, Along with Talent and Customer Acquisition Strategy Execution
- Digital Banking - Service and the Customer Experience with Fewer Branches
- Monitoring Credit Risks as Well as the Needs of Our Borrowers
- Process Redesign and Leveraging Technologies for Greater Efficiency and Cost Reductions
- Duration of a Low Rate Environment – Maximizing Margin and Growing Earning Assets
- Impacts of a Mobile Workforce on Culture
- Building and Growing the Bank of the Future

# LOANS & CREDIT QUALITY



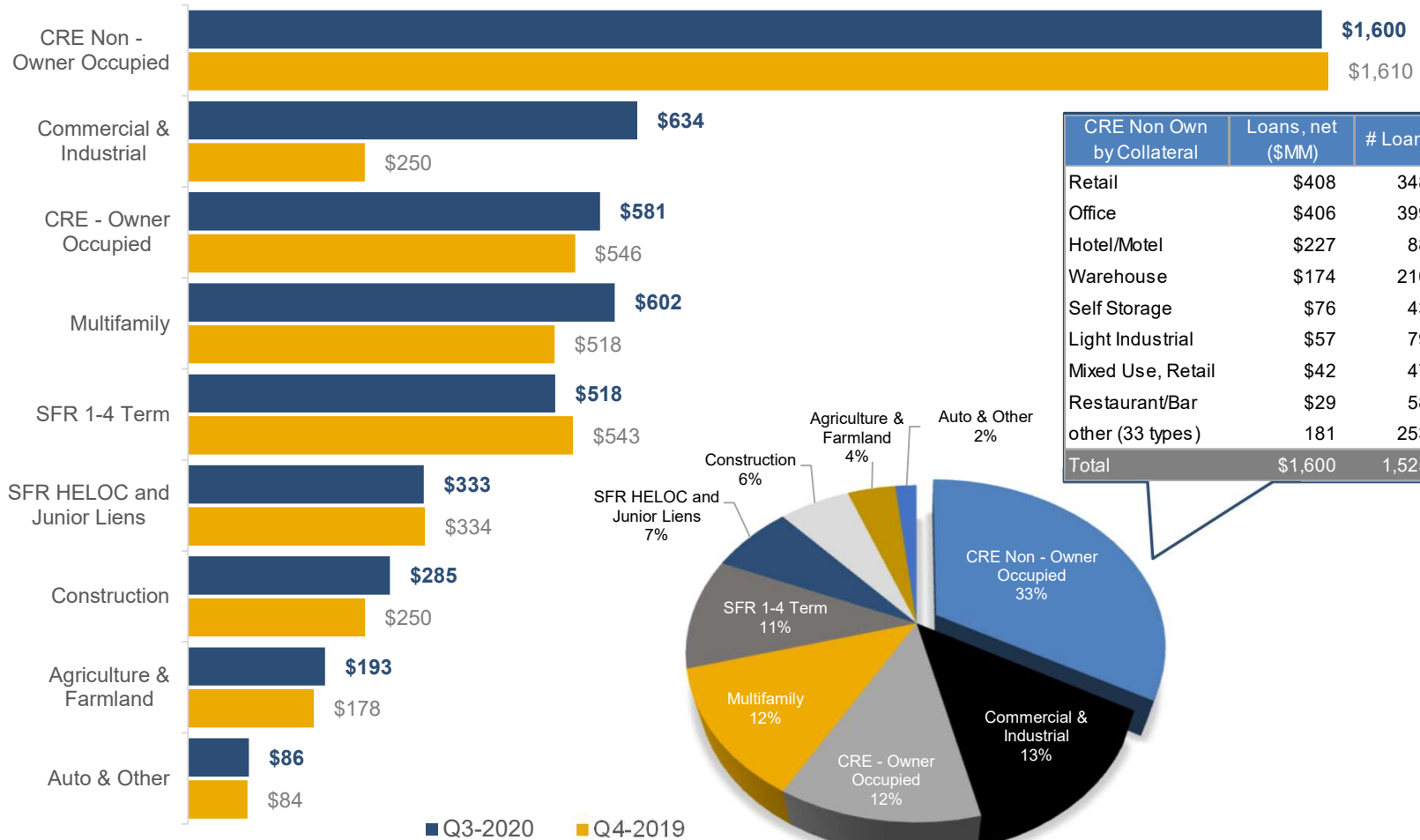


# CONSISTENT LOAN GROWTH



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

# DIVERSIFIED LOAN PORTFOLIO

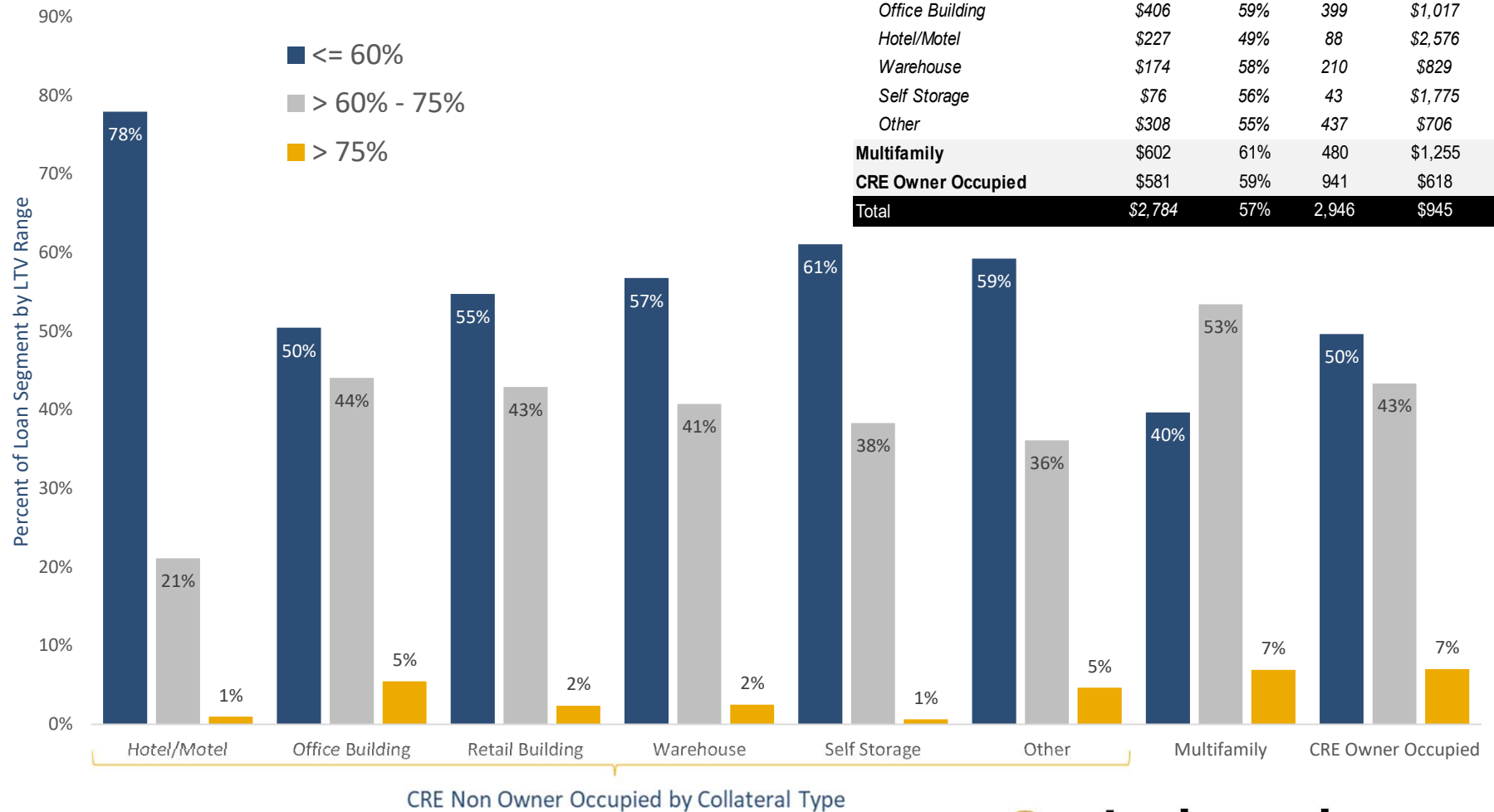


■ Dollars in millions, Net Book Value, excludes LHFS; Auto & other includes Leases

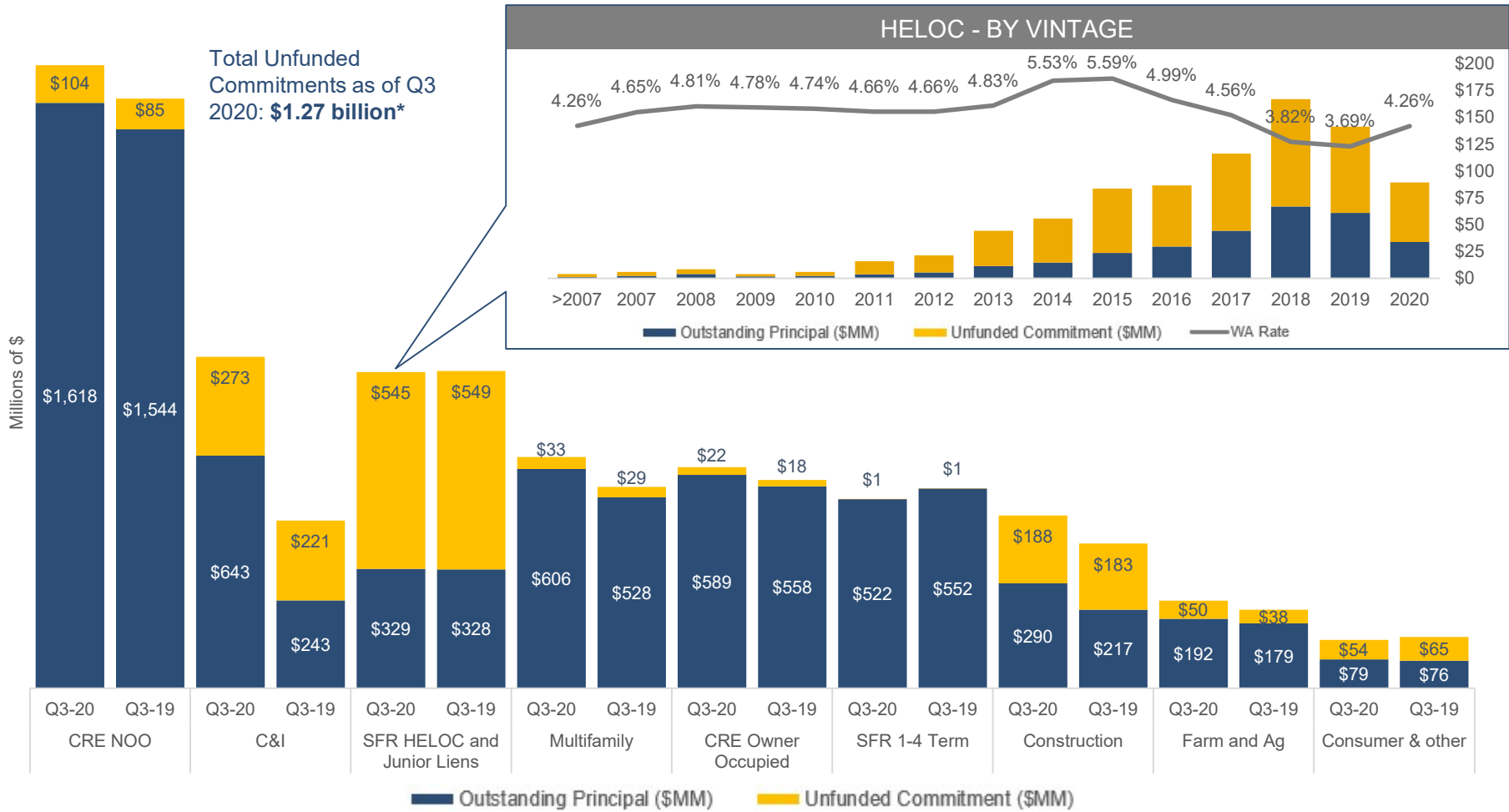


# CRE COLLATERAL VALUES

Loan Segment	Outstanding (\$MM)	LTV	# Loans	Avg Loan Size (000s)
<b>CRE Non Owner Occupied</b>	\$1,600	57%	1,525	\$1,049
<i>Retail Building</i>	\$408	55%	348	\$1,174
<i>Office Building</i>	\$406	59%	399	\$1,017
<i>Hotel/Motel</i>	\$227	49%	88	\$2,576
<i>Warehouse</i>	\$174	58%	210	\$829
<i>Self Storage</i>	\$76	56%	43	\$1,775
<i>Other</i>	\$308	55%	437	\$706
<b>Multifamily</b>	\$602	61%	480	\$1,255
<b>CRE Owner Occupied</b>	\$581	59%	941	\$618
<b>Total</b>	<b>\$2,784</b>	<b>57%</b>	<b>2,946</b>	<b>\$945</b>



# UNFUNDED LOAN COMMITMENTS

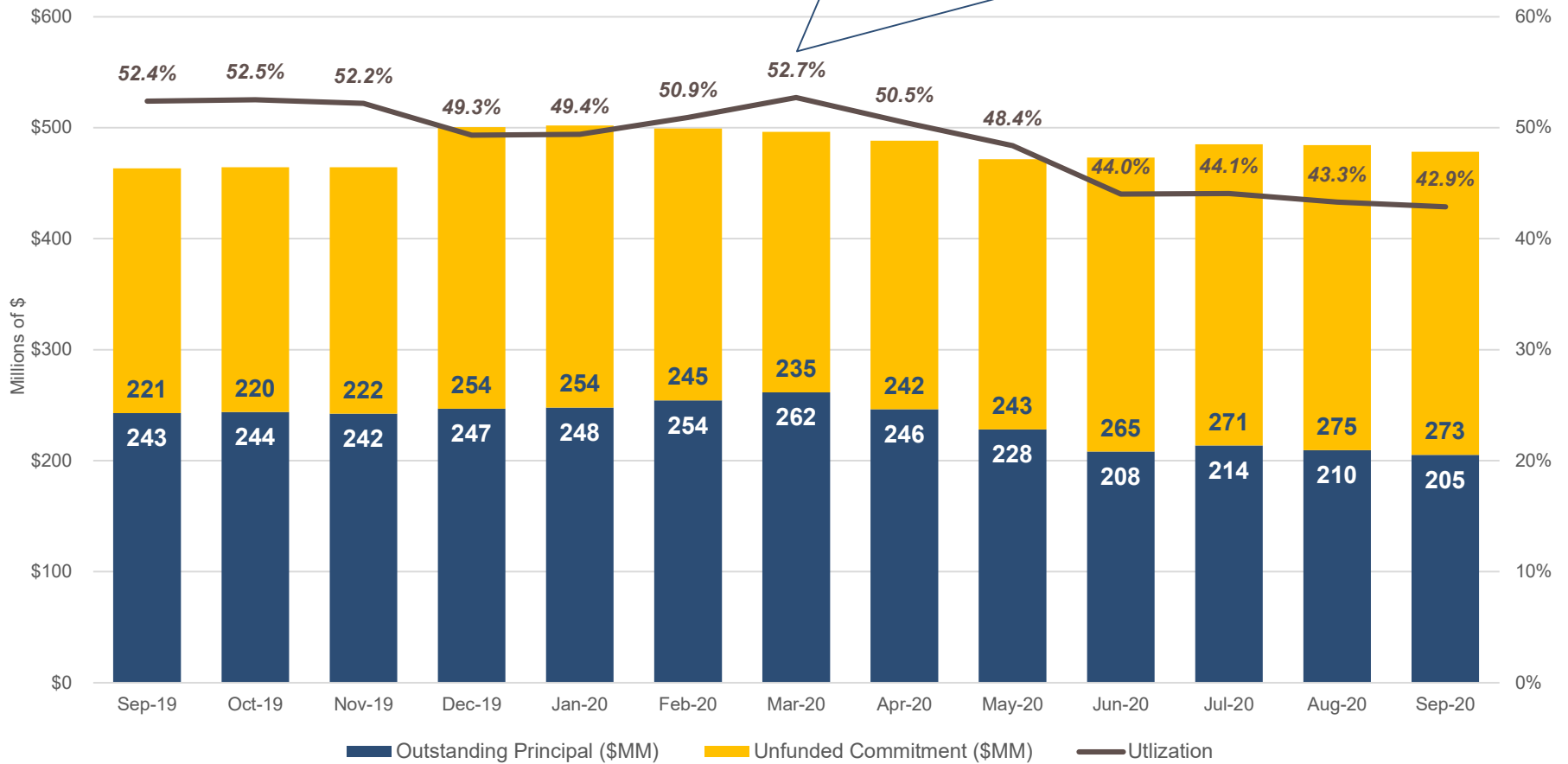


- Outstanding Principal excludes unearned fees and discounts/premiums (\$ in millions)
- Excludes Leases, DDA Overdraft, and Credit Card commitments



# C&I UTILIZATION

C&I balance and utilization peaked in the months leading up to the pandemic taking hold in the US and prior to the CARES Act and launch of the PPP loan program.



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





# LOAN YIELD COMPOSITION

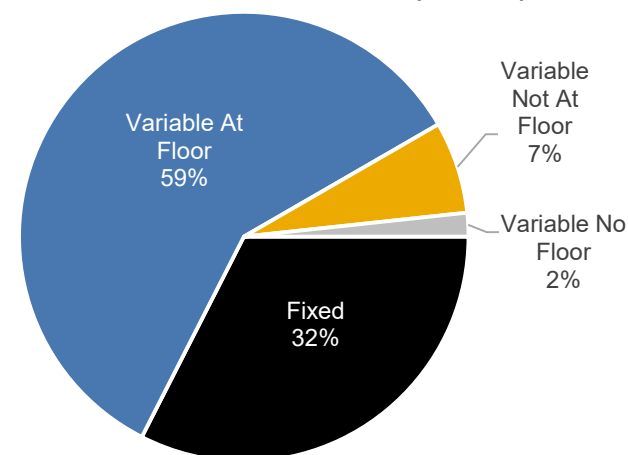
- Nearly 88% of the variable rate loans are already at floors as of Q3 2020
- The most prominent index for the variable portfolio is 5 Year Treasury CMT

Variable Rate Loan Floors			
Index Rate Decline Required to Reach Floor	Balance 9/30/2020	% of Variable Loans	Cumulative % of Variable Loans
Floor Reached	\$ 2,622	87.7%	87.7%
0-25 bps to Reach Floor	104	3.5%	91.1%
26-50 bps to Reach Floor	41	1.4%	92.5%
51-75 bps to Reach Floor	28	0.9%	93.5%
76-100 bps to Reach Floor	28	0.9%	94.4%
101-125 bps to Reach Floor	32	1.1%	95.5%
126-150 bps to Reach Floor	9	0.3%	95.8%
>150 bps to Reach Floor	51	1.7%	97.5%
No Floor	76	2.5%	100%
	<b>\$ 2,991</b>	<b>100%</b>	

Dollars in millions, Wtd Avg Rate (weighted average rate) is as of 9/30/2020 and based upon outstanding principal and does not include impact of unearned fees nor accretion/amortization therein

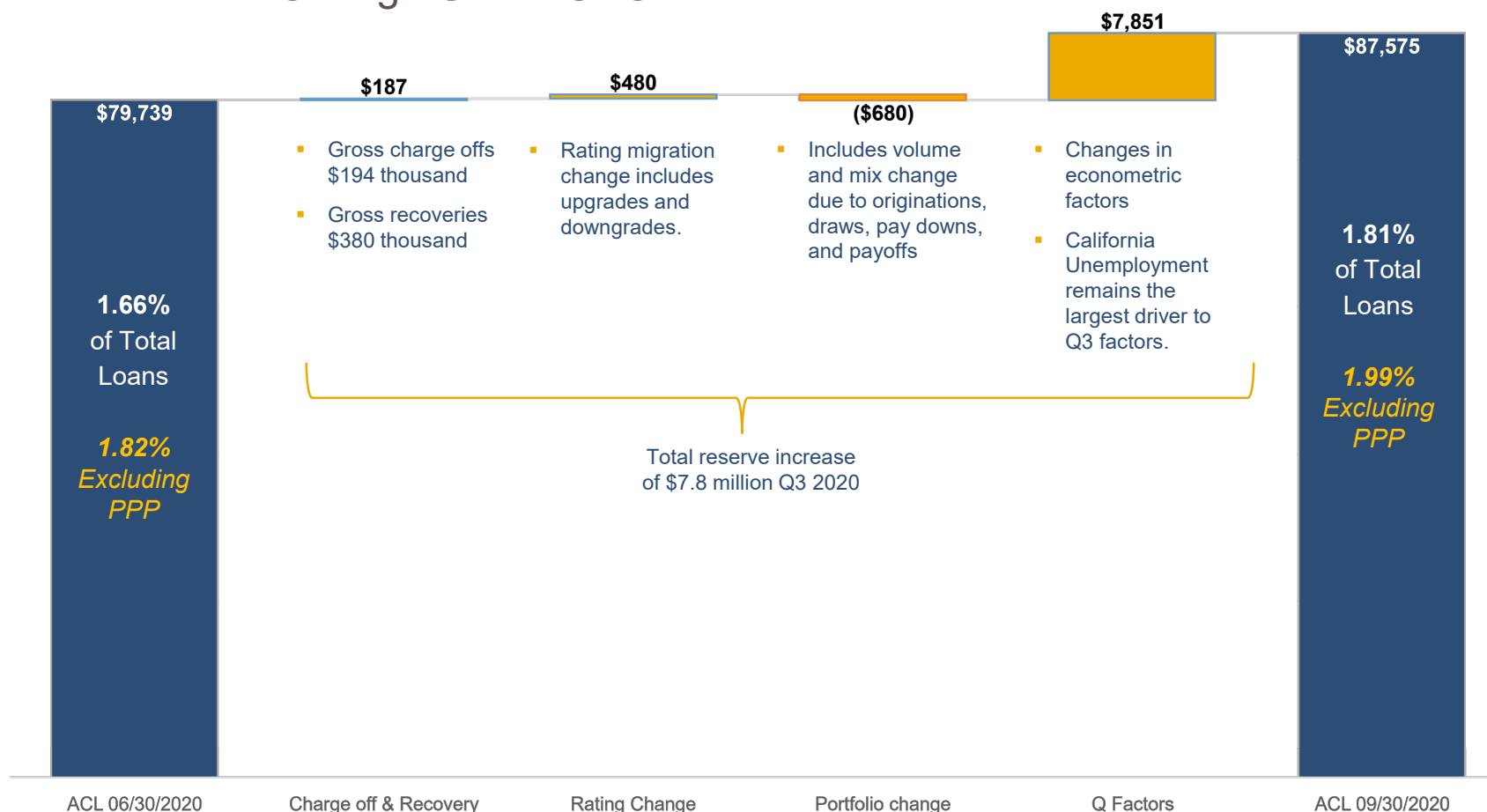
Loans, Fixed vs. Variable	Outstanding (\$MM)	Wtd Avg Rate
<b>Fixed excl PPP</b>	<b>\$1,440</b>	<b>4.72%</b>
<b>Variable</b>	<b>\$2,991</b>	<b>4.64%</b>
Variable At Floor	2,622	4.58%
Variable Above Floor	293	5.14%
Variable No Floor	76	4.79%
<b>Total excl PPP</b>	<b>\$4,431</b>	<b>4.66%</b>
PPP Loans	438	1.00%
<b>Total TCBK</b>	<b>\$4,869</b>	<b>4.34%</b>

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



# ALLOWANCE FOR CREDIT LOSSES

## Drivers of Change Under CECL



▪ Dollars in thousands

# ALLOWANCE FOR CREDIT LOSSES

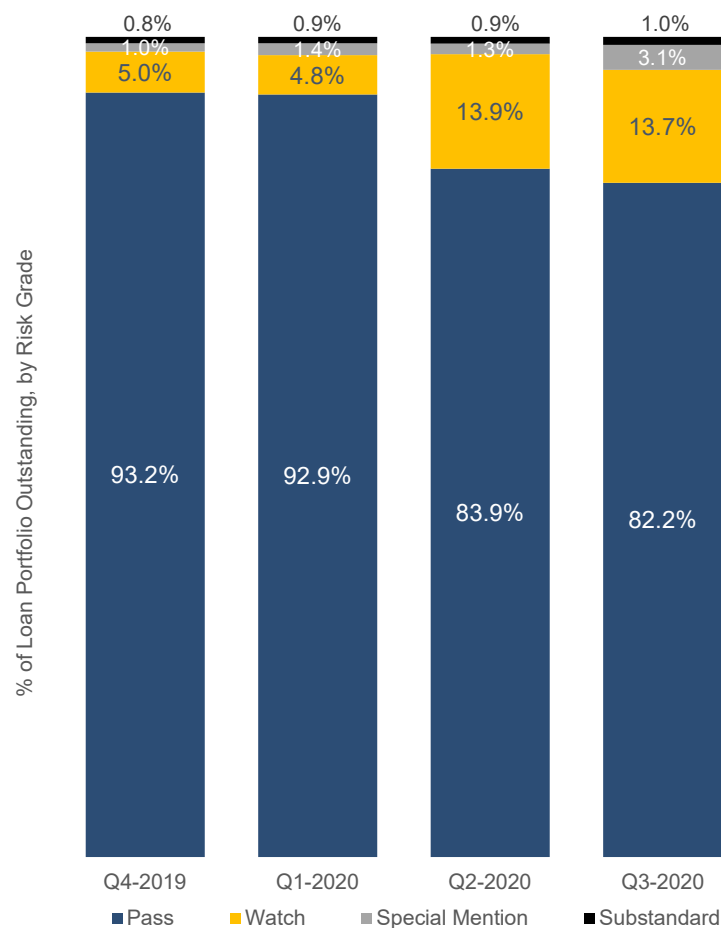
## Allocation of Allowance by Segment

(\$ Thousands)	January 1, 2020 CECL Adoption		June 30, 2020		September 30, 2020		
	Amount	% of Credit Outstanding	Amount	% of Credit Outstanding	Amount	% of Credit Outstanding	% of Credit excluding PPP Loans
<b>Allowance for Credit Losses</b>							
<b>Commercial real estate:</b>							
CRE non-owner occupied	\$ 12,649	0.79%	\$ 26,091	1.63%	\$ 28,847	1.80%	1.80%
CRE owner occupied	4,308	0.79%	8,710	1.50%	9,625	1.66%	1.66%
Multifamily	5,633	1.09%	8,581	1.49%	10,032	1.67%	1.67%
Farmland	1,253	0.86%	1,468	0.97%	1,790	1.17%	1.17%
<b>Total commercial real estate loans</b>	<b>\$ 23,843</b>	<b>0.85%</b>	<b>\$ 44,850</b>	<b>1.54%</b>	<b>\$ 50,293</b>	<b>1.71%</b>	<b>1.71%</b>
<b>Consumer:</b>							
SFR 1-4 1st DT	\$ 4,981	0.97%	\$ 8,015	1.56%	\$ 8,937	1.72%	1.72%
SFR HELOCs and junior liens	10,821	2.98%	12,108	3.38%	11,676	3.51%	3.51%
Other	2,566	3.15%	3,042	3.77%	3,394	4.18%	4.18%
<b>Total consumer loans</b>	<b>\$ 18,368</b>	<b>1.92%</b>	<b>\$ 23,165</b>	<b>2.43%</b>	<b>\$ 24,007</b>	<b>2.57%</b>	<b>2.57%</b>
Commercial and industrial	\$ 2,906	1.16%	\$ 4,018	0.63%	\$ 4,534	0.72%	<b>2.18%</b>
Construction	4,321	1.73%	6,775	2.43%	7,640	2.68%	2.68%
Agriculture production	82	0.25%	919	2.59%	1,093	2.69%	2.69%
Leases	9	0.70%	12	0.68%	7	0.19%	0.19%
<b>Allowance for Loan and Lease Losses</b>	<b>\$ 49,529</b>	<b>1.15%</b>	<b>\$ 79,739</b>	<b>1.66%</b>	<b>\$ 87,575</b>	<b>1.81%</b>	<b>1.99%</b>
Reserve for Unfunded Loan Commitments	2,775		3,000		3,000		
<b>Allowance for Credit Losses</b>	<b>\$ 52,304</b>	<b>1.21%</b>	<b>\$ 82,739</b>	<b>1.72%</b>	<b>\$ 90,575</b>	<b>1.88%</b>	<b>2.06%</b>
Discounts on Acquired Loans	33,033		30,446		28,570		
<b>Total ACL Plus Discounts</b>	<b>\$ 85,337</b>	<b>1.98%</b>	<b>\$ 113,185</b>	<b>2.36%</b>	<b>\$ 119,145</b>	<b>2.47%</b>	<b>2.71%</b>

▪ Dollars in thousands



# RISK GRADE MIGRATION



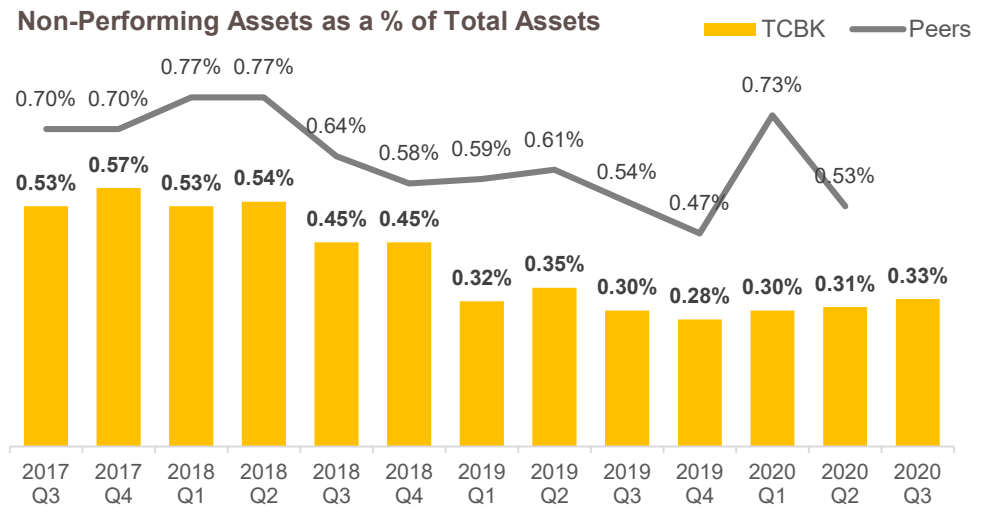
■ Zero balance in Doubtful and Loss

Special Mention (NBV)								
Pool	Q4-2019			Q3-2020			Diff	
	%	(mln)	# Loans	%	(mln)	# Loans	(mln)	# Loans
CRE Owner Occupied	0.8%	\$4.6	16	2.3%	\$13.3	18	\$8.7	2
CRE NOO	0.8%	\$12.2	12	4.1%	\$65.3	33	\$53.1	21
Multifamily	0.5%	\$2.6	2	7.4%	\$44.8	10	\$42.2	8
SFR 1-4 Term	1.1%	\$5.9	51	0.9%	\$5.1	47	-\$0.8	-4
HELOC	1.3%	\$4.2	85	1.7%	\$5.2	92	\$1.1	7
C&I	1.6%	\$3.8	60	0.2%	\$1.3	35	-\$2.5	-25
Farm and Ag	3.2%	\$5.6	6	4.9%	\$9.3	8	\$3.7	2
Consumer & other	0.9%	\$0.7	184	1.0%	\$0.8	173	\$0.1	-11
Construction	1.8%	\$4.5	2	0.7%	\$2.1	3	-\$2.4	1
<b>Grand Total</b>	<b>1.0%</b>	<b>\$44.2</b>	<b>418</b>	<b>3.1%</b>	<b>\$147.3</b>	<b>419</b>	<b>\$103.1</b>	<b>1</b>

Substandard (NBV)								
Pool	Q4-2019			Q3-2020			Diff	
	%	(mln)	# Loans	%	(mln)	# Loans	(mln)	# Loans
CRE Owner Occupied	1.0%	\$5.7	16	1.4%	\$8.3	18	\$2.6	2
CRE NOO	0.3%	\$4.8	15	0.4%	\$7.2	17	\$2.4	2
Multifamily	0.4%	\$2.0	2	0.0%	\$0.0	0	-\$2.0	-2
SFR 1-4 Term	1.6%	\$8.5	81	2.3%	\$12.4	103	\$3.9	22
HELOC	1.1%	\$3.8	65	1.7%	\$5.3	83	\$1.5	18
C&I	1.7%	\$4.2	80	0.6%	\$3.7	64	-\$0.5	-16
Farm and Ag	3.0%	\$5.3	18	3.5%	\$6.7	20	\$1.4	2
Consumer & other	0.2%	\$0.1	29	0.8%	\$0.6	38	\$0.5	9
Construction	0.1%	\$0.2	2	1.6%	\$4.7	4	\$4.4	2
<b>Grand Total</b>	<b>0.8%</b>	<b>\$34.7</b>	<b>306</b>	<b>1.0%</b>	<b>\$48.7</b>	<b>347</b>	<b>\$14.0</b>	<b>41</b>

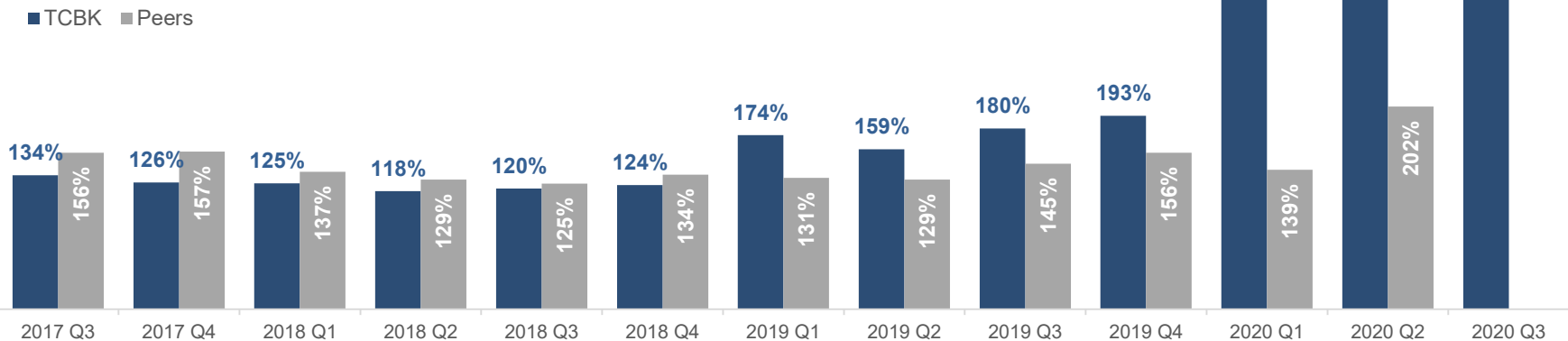
# ASSET QUALITY

NPAs have remained below peers while loss coverage has expanded, with CECL transition and allowance build up resulting in a coverage ratio nearly 2X that of peers.



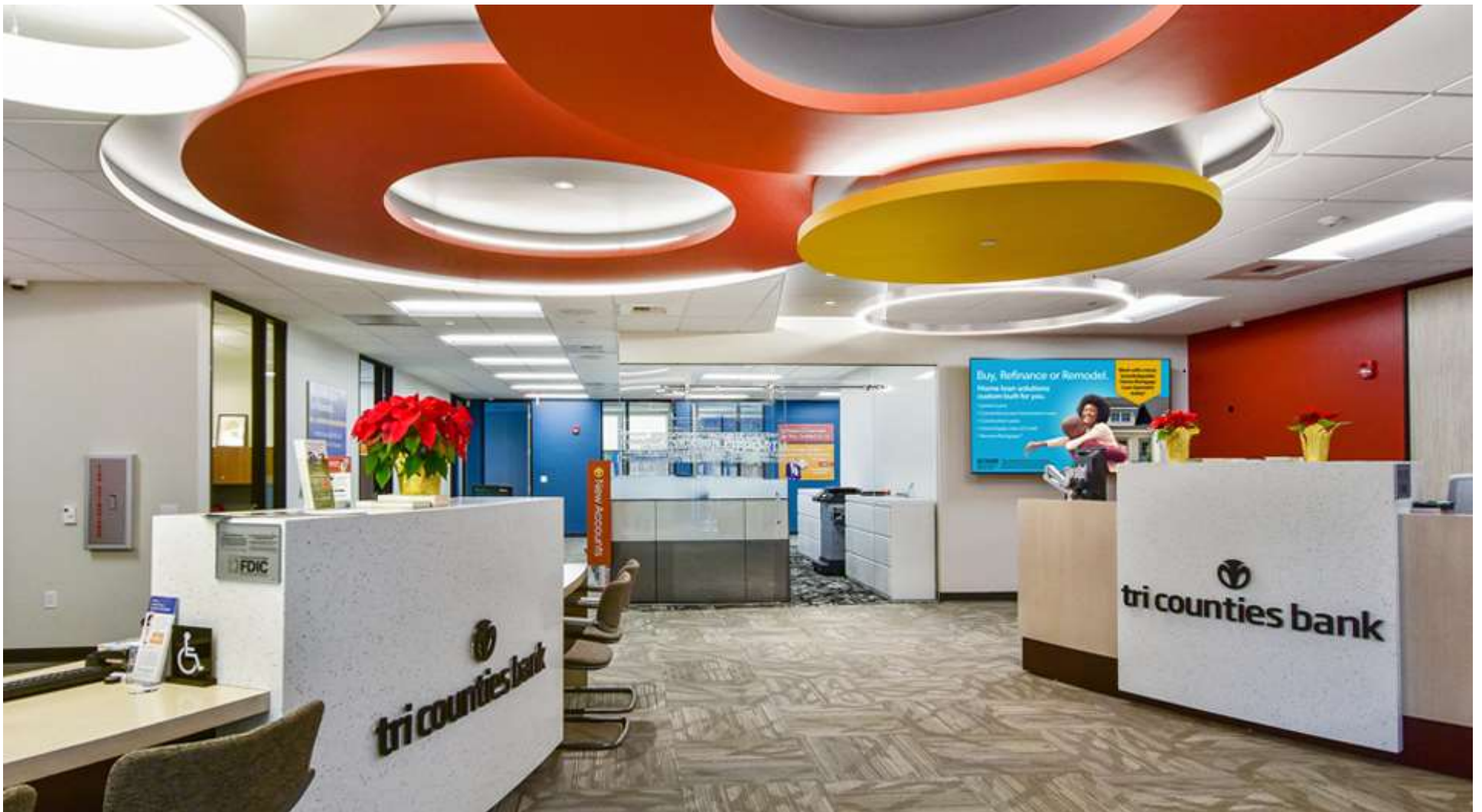
# COVERAGE RATIO

Allowance as a % of Non-Performing Loans



- Peer group consists of 99 closest peers in terms of asset size, range \$4.1-8.8 Billion source: BankRegData.com
- NPA and NPL ratios displayed are net of guarantees

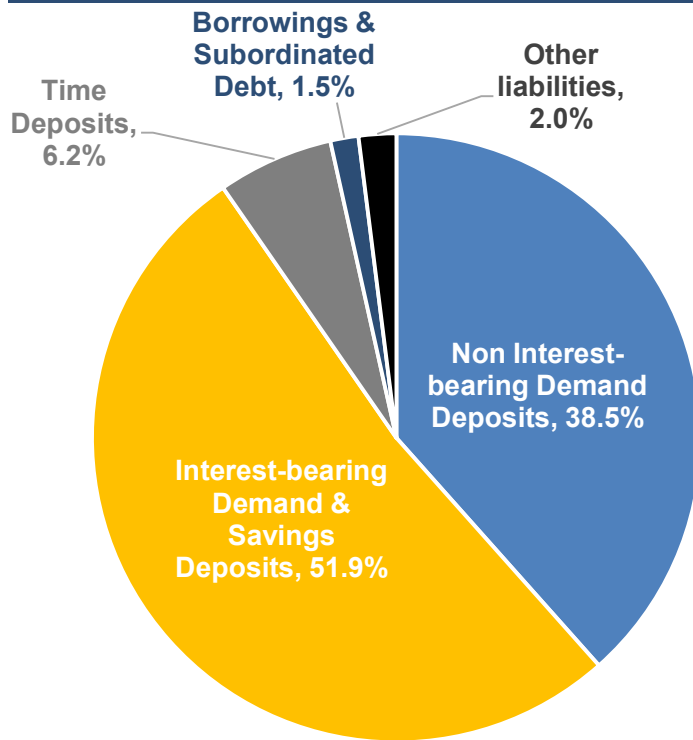
# DEPOSITS





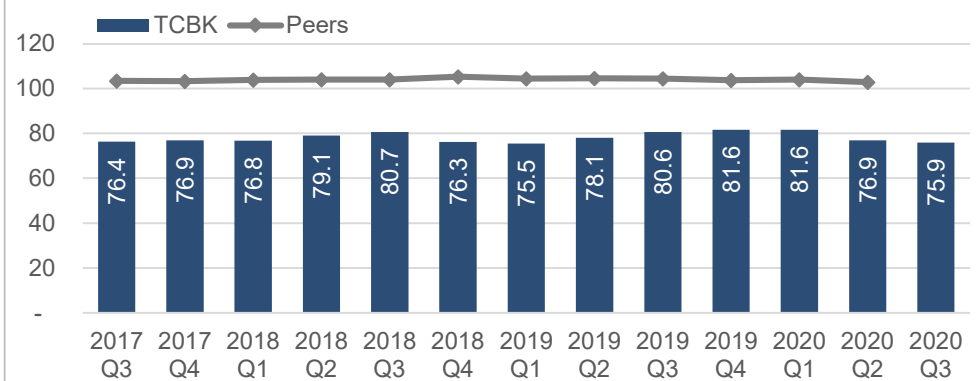
# DEPOSITS: STRENGTH IN FUNDING

## Liability Mix 9/30/2020

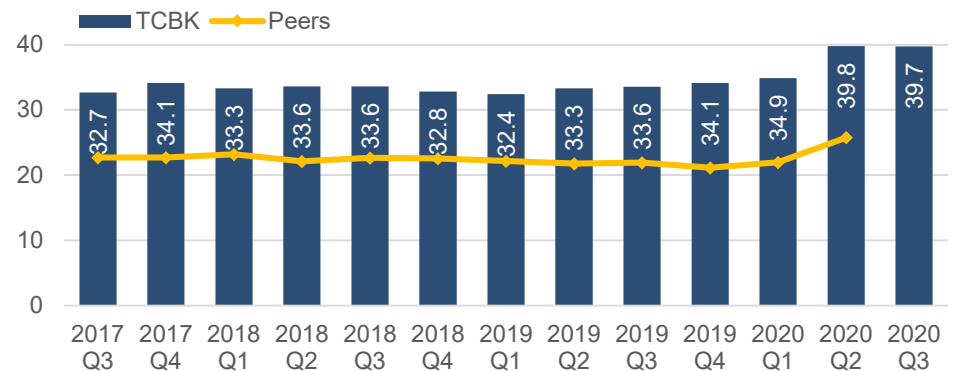


Total Deposits = \$6.34 billion  
**96.8% of Total Liabilities**

## Net Loans to Core Deposits \*



## Non Interest-bearing Deposits as % of Total Deposits

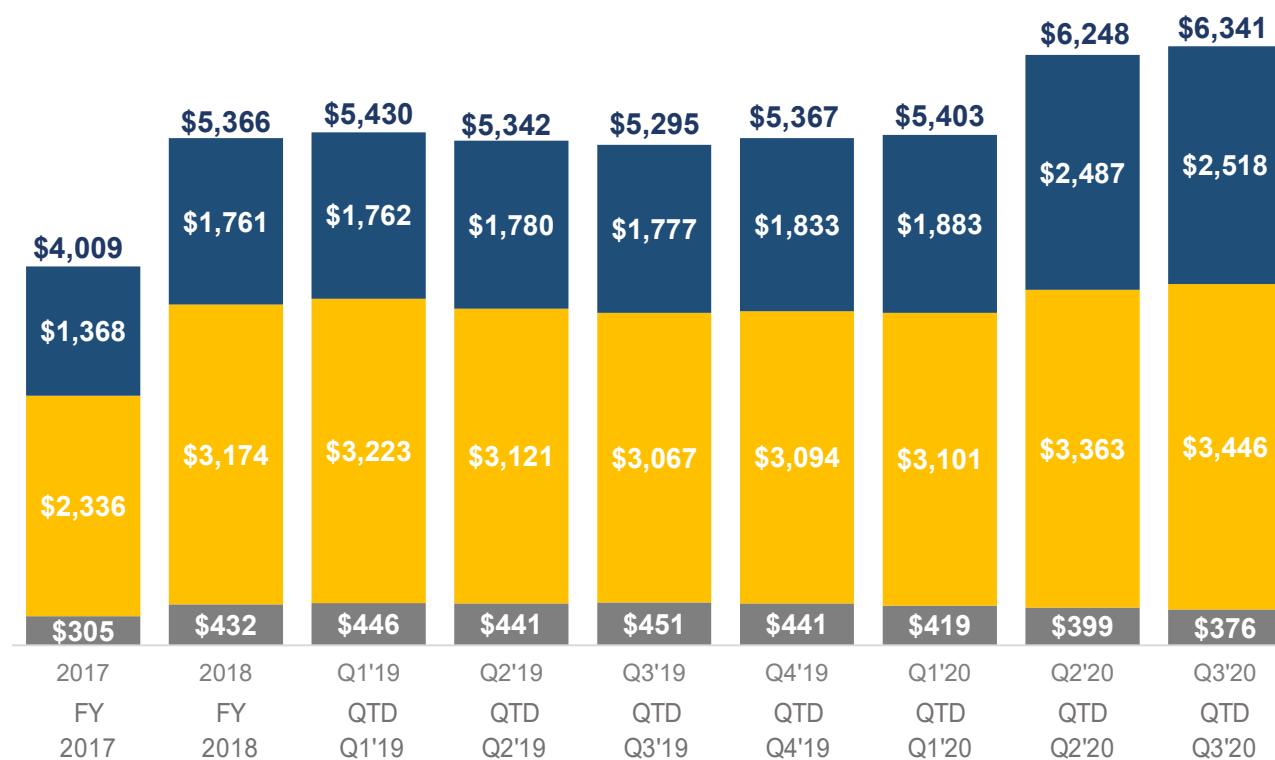


- Peer group consists of 99 closest peers in terms of asset size, range \$4.1-8.8 Billion; source: BankRegData.com
- Net Loans includes LHFS and Allowance for Credit Loss; Core Deposits = Total Deposits less CDs > 250k

# DEPOSITS: STRENGTH IN COST OF FUNDS

➤ Q2 2020 includes \$413 million increase QvQ directly attributed to PPP borrowers

➤ 2018 includes FNB acquisition



Cost of Deposits	2017	2018	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20
Noninterest-Bearing Demand	-	-	-	-	-	-	-	-	-
Int-Bearing Demand & Savings	0.10%	0.14%	0.18%	0.20%	0.19%	0.19%	0.16%	0.09%	0.06%
Time Deposits	0.48%	0.86%	1.18%	1.28%	1.39%	1.27%	1.23%	1.09%	0.91%
<b>Total Deposits</b>	<b>0.10%</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>
<i>Interest-bearing Deposits</i>	<i>0.15%</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>

■ Regulated bank level deposits

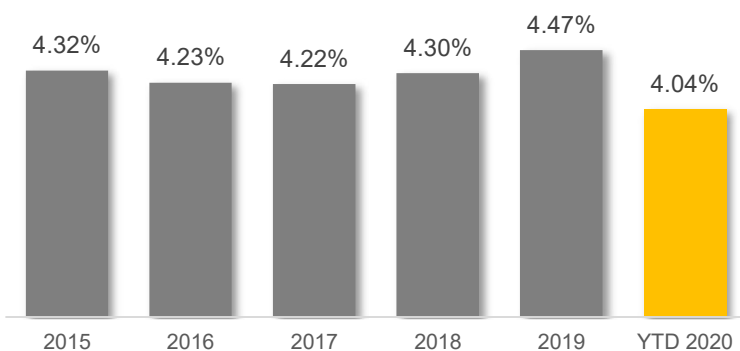
# FINANCIALS



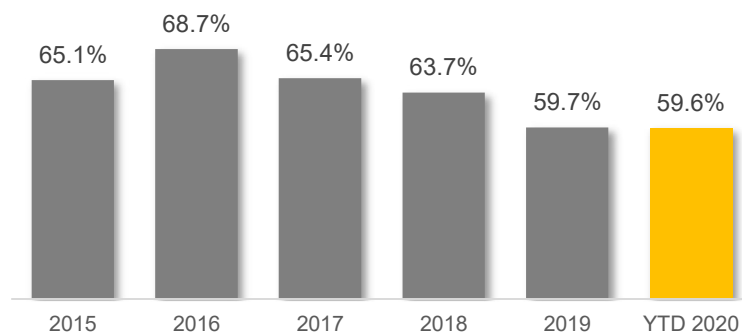


# CONSISTENT OPERATING METRICS

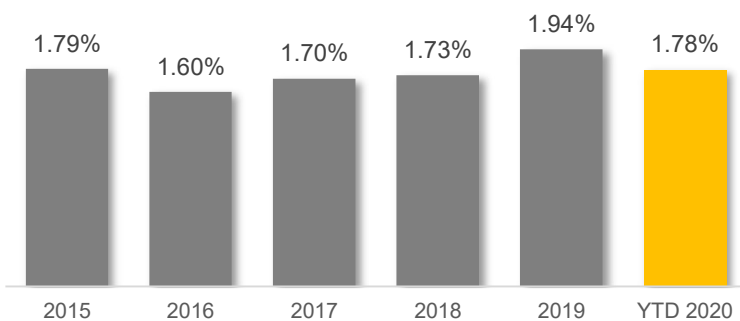
Net Interest Margin (FTE)



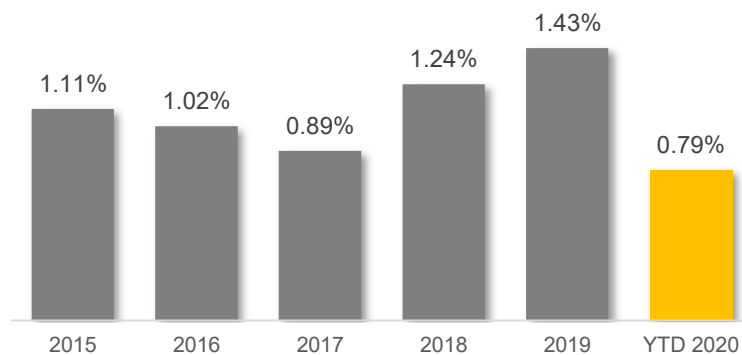
Efficiency Ratio



PPNR as % of Average Assets

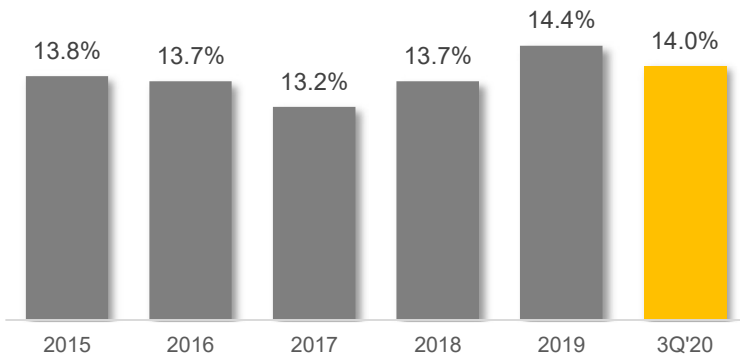


ROAA

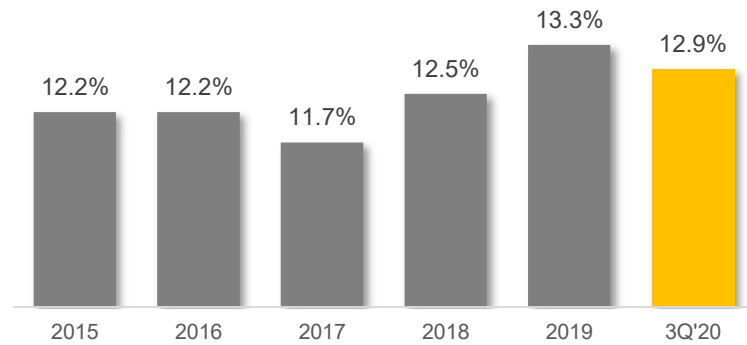


# WELL CAPITALIZED

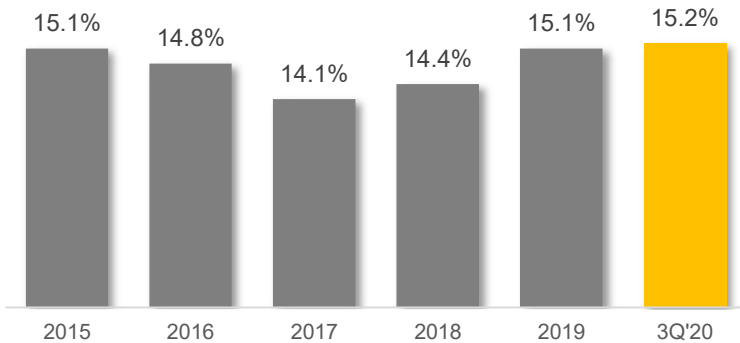
## Tier 1 Capital Ratio



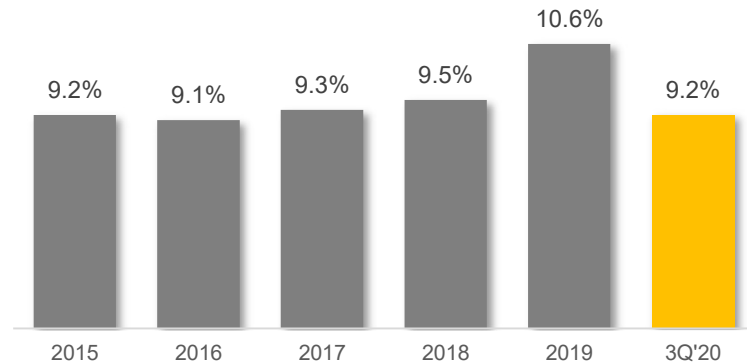
## CET1 Ratio



## Total Risk Based Capital Ratio



## Tangible Common Equity Ratio





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