## TRICO BANCSHARES ANNOUNCES SECOND QUARTER 2022 RESULTS

## Notable Items for Second Quarter 2022

- Results for the quarter reflect the full operational impact of the March 25, 2022 merger with Valley Republic Bancorp.
- Organic loan growth, excluding PPP, for the quarter of $\$ 300.3$ million or $\mathbf{2 0 . 7} \%$ annualized and credit quality continued to show improvement, while organic deposit growth for the quarter was $\$ 42.3$ million or $1.9 \%$ annualized
- Net interest margin, excluding the benefit from acquired loan discount accretion and PPP loan yield, increased 0.28\% to $3.57 \%$
- Quarterly pre-tax pre-provision net revenues grew to $\$ 45.2$ million, inclusive of $\$ 2.2$ million in merger expenses, as compared to $\$ 36.6$ million, inclusive of $\$ 4.0$ million in merger expenses, in the trailing quarter and $\$ 38.9$ million in the same quarter of the prior year
"While we continue to build on the strength of our core franchise, we are cautiously optimistic despite the potential volatility which may be forthcoming for the financial services industry," noted Rick Smith, President and Chief Executive Officer. Peter Wiese, EVP and Chief Financial Officer added, "We are pleased with the increase in rates, as well as the mix shift of our average earning assets, which facilitated meaningful expansion of net interest margin and the growth in revenues for the quarter."

CHICO, CA - (July 27, 2022) - TriCo Bancshares (NASDAQ: TCBK) (the "Company"), parent company of Tri Counties Bank, today announced net income of $\$ 31,364,000$ for the quarter ended June 30, 2022, compared to $\$ 20,374,000$ during the trailing quarter ended March 31, 2022, and $\$ 28,362,000$ during the quarter ended June 30, 2021. Diluted earnings per share were $\$ 0.93$ for the second quarter of 2022, compared to $\$ 0.67$ for the first quarter of 2022 and $\$ 0.95$ for the second quarter of 2021.

## Financial Highlights

Performance highlights and other developments for the Company as of or for the three and six months ended June 30, 2022, included the following:

- For the three and six months ended June 30, 2022, the Company's return on average assets was $1.24 \%$ and $1.10 \%$, while the return on average equity was $11.53 \%$ and $9.93 \%$, respectively. These ratios were impacted by merger related expenses of $\$ 2,221,000$ and $\$ 6,253,000$ for the respective periods in 2022.
- Organic loan growth, excluding PPP and acquired loans, totaled $\$ 300.3$ million ( $20.7 \%$ annualized) for the current quarter and $\$ 638.4$ million ( $13.6 \%$ annualized) for the trailing twelve-month period.
- For the current quarter, net interest margin, less the effect of acquired loan discount accretion and PPP yields (non-GAAP), on a tax equivalent basis was $3.57 \%$, an increase of 28 basis points from $3.29 \%$ in the trailing quarter.
- The efficiency ratio was $55.45 \%$ for the three months ended June 30,2022 , as compared to $55.95 \%$ for the trailing quarter.
- As of June 30, 2022, the Company reported total loans, total assets and total deposits of $\$ 6.1$ billion, $\$ 10.1$ billion and $\$ 8.8$ billion, respectively. As a direct result of organic loan growth during the quarter, the loan to deposit ratio has increased to $69.8 \%$ as of June 30, 2022, as compared to $67.2 \%$ as of the trailing quarter.
- The average rate of interest paid on deposits, including non-interest-bearing deposits, equaled $0.04 \%$ during the second quarter of 2022, consistent with $0.04 \%$ during the trailing quarter, and representing a decrease of one basis point from the average rate paid of $0.05 \%$ during the same quarter of the prior year.
- Noninterest income related to service charges and fees was $\$ 13.0$ million for the three month period ended June 30, 2022, an increase of $19.3 \%$ when compared to the same period in 2021.
- The provision for credit losses for loans and debt securities was approximately $\$ 2.1$ million during the quarter ended June 30, 2022, as compared to a provision expense of $\$ 8.3$ million during the trailing quarter ended March 31,2022 , and a reversal of provision expense totaling $\$ 0.3$ million for the three month period ended June 30, 2021.
- The allowance for credit losses to total loans was $1.60 \%$ as of June 30,2022 , compared to $1.64 \%$ as of the trailing quarter end, and $1.74 \%$ as of June 30, 2021. Non-performing assets to total assets were $0.15 \%$ at June 30, 2022, as compared to $0.17 \%$ as of March 31, 2022, and $0.43 \%$ at June 30, 2021.


## Summary Results

The following is a summary of the components of the Company's operating results and performance ratios for the periods indicated:

| (dollars and shares in thousands, except per share data) | Three months ended |  |  |  | \$ Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, <br> 2022 |  | $\begin{gathered} \text { March } 31, \\ 2022 \end{gathered}$ |  |  |  |  |
| Net interest income | \$ | 85,046 | \$ | 67,924 | \$ | 17,122 | 25.2 \% |
| Provision for credit losses |  | $(2,100)$ |  | $(8,330)$ |  | 6,230 | (74.8)\% |
| Noninterest income |  | 16,430 |  | 15,096 |  | 1,334 | 8.8 \% |
| Noninterest expense |  | $(56,264)$ |  | $(46,447)$ |  | $(9,817)$ | 21.1 \% |
| Provision for income taxes |  | $(11,748)$ |  | $(7,869)$ |  | $(3,879)$ | 49.3 \% |
| Net income | \$ | 31,364 | \$ | 20,374 | \$ | 10,990 | 53.9 \% |
| Diluted earnings per share | \$ | 0.93 | \$ | 0.67 | \$ | 0.26 | 38.8 \% |
| Dividends per share | \$ | 0.25 | \$ | 0.25 | \$ | - | - \% |
| Average common shares |  | 33,561 |  | 30,050 |  | 3,511 | 11.7 \% |
| Average diluted common shares |  | 33,705 |  | 30,202 |  | 3,503 | 11.6 \% |
| Return on average total assets |  | 1.24 \% |  | 0.94 \% |  |  |  |
| Return on average equity |  | 11.53 \% |  | 8.19 \% |  |  |  |
| Efficiency ratio |  | 55.45 \% |  | 55.95 \% |  |  |  |


| (dollars and shares in thousands, except per share data) | Three months endedJune 30, |  |  |  | \$ Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022 |  | 2021 |  |  |  |  |
| Net interest income | \$ | 85,046 | \$ | 67,083 | \$ | 17,963 | 26.8 \% |
| (Provision for) reversal of credit losses |  | $(2,100)$ |  | 260 |  | $(2,360)$ | (907.7)\% |
| Noninterest income |  | 16,430 |  | 15,957 |  | 473 | 3.0 \% |
| Noninterest expense |  | $(56,264)$ |  | $(44,171)$ |  | $(12,093)$ | 27.4 \% |
| Provision for income taxes |  | $(11,748)$ |  | $(10,767)$ |  | (981) | 9.1 \% |
| Net income | \$ | 31,364 | \$ | 28,362 | \$ | 3,002 | 10.6 \% |
| Diluted earnings per share | \$ | 0.93 | \$ | 0.95 | \$ | (0.02) | (2.1)\% |
| Dividends per share | \$ | 0.25 | \$ | 0.25 | \$ | - | - \% |
| Average common shares |  | 33,561 |  | 29,719 |  | 3,842 | 12.9 \% |
| Average diluted common shares |  | 33,705 |  | 29,904 |  | 3,801 | 12.7 \% |
| Return on average total assets |  | 1.24 \% |  | 1.40 \% |  |  |  |
| Return on average equity |  | 11.53 \% |  | 11.85 \% |  |  |  |
| Efficiency ratio |  | 55.45 \% |  | 53.19 \% |  |  |  |


| (dollars and shares in thousands) | Six months endedJune 30, |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022 |  | 2021 |  | \$ Change |  | \% Change |
| Net interest income | \$ | 152,970 | \$ | 133,523 | \$ | 19,447 | 14.6 \% |
| Reversal of (provision for) credit losses |  | $(10,430)$ |  | 6,320 |  | $(16,750)$ | (265.0)\% |
| Noninterest income |  | 31,526 |  | 32,067 |  | (541) | (1.7)\% |
| Noninterest expense |  | $(102,711)$ |  | $(85,789)$ |  | $(16,922)$ | 19.7 \% |
| Provision for income taxes |  | $(19,617)$ |  | $(24,110)$ |  | 4,493 | (18.6)\% |
| Net income | \$ | 51,738 | \$ | 62,011 | \$ | $(10,273)$ | (16.6)\% |
| Diluted earnings per share | \$ | 1.62 | \$ | 2.07 | \$ | (0.45) | (21.7)\% |
| Dividends per share | \$ | 0.50 | \$ | 0.50 | \$ | - | - \% |
| Average common shares |  | 31,815 |  | 29,723 |  | 2,092 | 7.0 \% |
| Average diluted common shares |  | 31,963 |  | 29,904 |  | 2,059 | 6.9 \% |
| Return on average total assets |  | 1.10 \% |  | 1.57 \% |  |  |  |
| Return on average equity |  | 9.93 \% |  | 13.16 \% |  |  |  |
| Efficiency ratio |  | 55.67 \% |  | 51.81 \% |  |  |  |

## Balance Sheet

Total loans outstanding, excluding PPP, grew to $\$ 6.10$ billion as of June 30, 2022, an increase of $29.5 \%$ over the prior twelve months, of which $13.6 \%$ was related to organic loan growth. Investments increased to $\$ 2.80$ billion as of June 30, 2022, an increase of $33.2 \%$ annualized over the prior twelve months. Quarterly average earning assets to quarterly total average assets were generally unchanged at $92.2 \%$ at June 30, 2022, as compared to $92.9 \%$ and $92.8 \%$ at March 31, 2022, and June 30, 2021, respectively. The loan to deposit ratio was $69.8 \%$ at June 30, 2022, as compared to $67.2 \%$ and $70.7 \%$ at March 31, 2022, and June 30, 2021, respectively.

Total shareholders' equity decreased by $\$ 67,005,000$ during the quarter ended June 30, 2022, as a result of an increase in accumulated other comprehensive losses of $\$ 68,611,000$, share repurchases totaling approximately $\$ 21,750,000$, and cash dividend payments on common stock of $\$ 8,360,000$, partially offset by net income of $\$ 31,364,000$. As a result, the Company's book value was $\$ 31.25$ per share at June 30, 2022 as compared to $\$ 32.78$ and $\$ 32.53$ at March 31, 2022, and June 30, 2021, respectively. The Company's tangible book value per share, a non-GAAP measure, calculated by subtracting goodwill and other intangible assets from total shareholders' equity and dividing that sum by total shares outstanding, was $\$ 21.41$ per share at June 30 , 2022, as compared to $\$ 23.04$ and $\$ 24.60$ at March 31, 2022, and June 30, 2021, respectively.

## Trailing Quarter Balance Sheet Change

| Ending balances |  | e 30, |  | 31 , |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) |  | 022 |  | 22 |  |  | Annualized <br> \% Change |
| Total assets | \$ | 10,120,611 | \$ | 10,118,328 | \$ | 2,283 | 0.1 \% |
| Total loans |  | 6,113,421 |  | 5,851,975 |  | 261,446 | 17.9 |
| Total loans, excluding PPP |  | 6,095,667 |  | 5,795,370 |  | 300,297 | 20.7 |
| Total investments |  | 2,802,815 |  | 2,569,706 |  | 233,109 | 36.3 |
| Total deposits | \$ | 8,756,775 | \$ | 8,714,477 | \$ | 42,298 | 1.9 \% |

Organic loan growth, excluding PPP, of $\$ 300,297,000$ or $20.7 \%$ on an annualized basis was realized during the quarter ended June 30, 2022, primarily within commercial real estate. During the quarter, and exclusive of PPP balance changes, loan originations totaled approximately $\$ 697$ million while payoffs of loans totaled $\$ 397$ million, which compares to origination and payoff activity during the three months ended March 31, 2022 of $\$ 396$ million and $\$ 225$ million, respectively. While management believes that loan pipelines are robust, loan activity during the quarter is reflective of increased customer awareness of the rising interest rate environment. Investment security growth was $\$ 233,109,000$ or $36.3 \%$ on an annualized basis as excess liquidity from strong deposit growth during the trailing 12 month period was put to use in higher yielding earning assets. Deposit balances increased, with an organic change of $\$ 42,298,000$ or $1.9 \%$ annualized during the period.

## Average Trailing Quarter Balance Sheet Change

| Quarterly average balances for the period ended (dollars in thousands) |  | June 30, <br> 2022 |  | March 31, 2022 | \$ Change |  | Acquired Balances |  | Organic \$ Change |  | Organic \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total assets | \$ | 10,121,714 | \$ | 8,778,256 | \$ | 1,343,458 | \$ | 1,302,928 | \$ | 40,530 | 1.8 \% |
| Total loans |  | 5,928,430 |  | 4,988,560 |  | 939,870 |  | 739,017 |  | 200,853 | 16.1 |
| Total loans, excluding PPP |  | 5,890,578 |  | 4,937,865 |  | 952,713 |  | 718,557 |  | 234,156 | 19.0 |
| Total investments |  | 2,732,466 |  | 2,457,077 |  | 275,389 |  | 104,840 |  | 170,549 | 27.8 |
| Total deposits | \$ | 8,743,320 | \$ | 7,521,930 | \$ | 1,221,390 | \$ | 1,161,458 | \$ | 59,932 | 3.2 \% |

## Year Over Year Balance Sheet Change

| Ending balances (dollars in thousands) | As of June 30, |  |  |  | \$ Change |  | Acquired Balances |  | Organic \$ Change |  | Organic \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2022 |  | 2021 |  |  |  |  |  |  |  |
| Total assets | \$ | 10,120,611 | \$ | 8,170,365 | \$ | 1,950,246 | \$ | 1,363,529 | \$ | 586,717 | 7.2 \% |
| Total loans |  | 6,113,421 |  | 4,944,894 |  | 1,168,527 |  | 773,390 |  | 395,137 | 8.0 |
| Total loans, excluding PPP |  | 6,095,667 |  | 4,705,302 |  | 1,390,365 |  | 751,978 |  | 638,387 | 13.6 |
| Total investments |  | 2,802,815 |  | 2,103,575 |  | 699,240 |  | 109,716 |  | 589,524 | 28.0 |
| Total deposits | \$ | 8,756,775 | \$ | 6,992,053 | \$ | 1,764,722 | \$ | 1,215,479 | \$ | 549,243 | 7.9 \% |

Non-PPP loan balances have increased as a result of organic activities by approximately $\$ 638,387,000$ during the twelve month period ending June 30, 2022. This, combined with earning assets acquired in the merger with Valley Republic Bank, has led to a long-term beneficial and meaningful shift in the makeup of the loan portfolio. Specifically, during the twelve months ended June 30, 2022 and excluding PPP balance changes, loan originations totaled approximately $\$ 2.2$ billion while payoffs of loans totaled $\$ 1.6$ billion. Investment securities increased to $\$ 2,802,815,000$ at June 30, 2022, an organic change of $\$ 589,524,000$ or $28.0 \%$ from the prior year.

## Net Interest Income and Net Interest Margin

The following is a summary of the components of net interest income for the periods indicated:
Three months ended

| (dollars in thousands) |  | e 30 , |  | ch 31, |  |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022 |  | 2022 |  | Change |  |  |
| Interest income | \$ | 86,955 | \$ | 69,195 | \$ | 17,760 | 25.7 \% |
| Interest expense |  | $(1,909)$ |  | $(1,271)$ |  | (638) | 50.2 \% |
| Fully tax-equivalent adjustment (FTE) ${ }^{(1)}$ |  | 397 |  | 283 |  | 114 | 40.3 \% |
| Net interest income (FTE) | \$ | 85,443 | \$ | 68,207 | \$ | 17,236 | 25.3 \% |
| Net interest margin (FTE) |  | 3.67 \% |  | 3.39 \% |  |  |  |
|  |  |  |  |  |  |  |  |
| Acquired loans discount accretion, net: |  |  |  |  |  |  |  |
| Amount (included in interest income) | \$ | 1,677 | \$ | 1,323 | \$ | 354 | 26.8 \% |
| Net interest margin less effect of acquired loan discount accretion ${ }^{(1)}$ |  | 3.60 \% |  | 3.32 \% |  | 0.28 \% |  |
| PPP loans yield, net: |  |  |  |  |  |  |  |
| Amount (included in interest income) | \$ | 964 | \$ | 1,097 | \$ | (133) | (12.1)\% |
| Net interest margin less effect of PPP loan yield ${ }^{(1)}$ |  | 3.65 \% |  | 3.36 \% |  | 0.29 \% |  |
| Acquired loans discount accretion and PPP loan yield, net: |  |  |  |  |  |  |  |
| Amount (included in interest income) | \$ | 2,641 | \$ | 2,420 | \$ | 221 | 9.1 \% |
| Net interest margin less effect of acquired loan discount accretion and PPP Ioan yield ${ }^{(1)}$ |  | 3.57 \% |  | 3.29 \% |  | 0.28 \% |  |


| (dollars in thousands) | Three months endedJune 30, |  |  |  | Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022 |  | 2021 |  |  |  |  |
| Interest income | \$ | 86,955 | \$ | 68,479 | \$ | 18,476 | 27.0 \% |
| Interest expense |  | $(1,909)$ |  | $(1,396)$ |  | (513) | 36.7 \% |
| Fully tax-equivalent adjustment (FTE) ${ }^{(1)}$ |  | 397 |  | 255 |  | 142 | 55.7 \% |
| Net interest income (FTE) | \$ | 85,443 | \$ | 67,338 | \$ | 18,105 | 26.9 \% |
| Net interest margin (FTE) |  | 3.67 \% |  | 3.58 \% |  |  |  |
|  |  |  |  |  |  |  |  |
| Acquired loans discount accretion, net: |  |  |  |  |  |  |  |
| Amount (included in interest income) | \$ | 1,677 | \$ | 2,566 | \$ | (889) | (34.6)\% |
| Net interest margin less effect of acquired loan discount accretion ${ }^{(1)}$ |  | 3.60 \% |  | 3.44 \% |  | 0.16 \% |  |
| PPP loans yield, net: |  |  |  |  |  |  |  |
| Amount (included in interest income) | \$ | 964 | \$ | 3,179 | \$ | $(2,215)$ | (69.7)\% |
| Net interest margin less effect of PPP loan yield ${ }^{(1)}$ |  | 3.65 \% |  | 3.57 \% |  | 0.08 \% |  |
| Acquired loans discount accretion and PPP loan yield, net: |  |  |  |  |  |  |  |
| Amount (included in interest income) | \$ | 2,641 | \$ | 5,745 | \$ | $(3,104)$ | (54.0)\% |
| Net interest margin less effect of acquired loan discount accretion and PPP loan yield ${ }^{\text {(1) }}$ |  | 3.57 \% |  | 3.43 \% |  | 0.14 \% |  |


| (dollars in thousands) | Six months ended June 30, |  |  |  | Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022 |  | 2021 |  |  |  |  |
| Interest income | \$ | 156,150 | \$ | 136,395 | \$ | 19,755 | 14.5 \% |
| Interest expense |  | $(3,180)$ |  | $(2,872)$ |  | (308) | 10.7 \% |
| Fully tax-equivalent adjustment (FTE) ${ }^{(1)}$ |  | 680 |  | 532 |  | 148 | 27.8 \% |
| Net interest income (FTE) | \$ | 153,650 | \$ | 134,055 | \$ | 19,595 | 14.6 \% |
| Net interest margin (FTE) |  | 3.54 \% |  | 3.66 |  |  |  |


| Acquired loans discount accretion, net: |
| :--- |
| Amount (included in interest income) |
| Net interest margin less effect of acquired loan discount accretion ${ }^{(1)}$ |

(1) Certain information included herein is presented on a fully tax-equivalent (FTE) basis and / or to present additional financial details which may be desired by users of this financial information. The Company believes the use of these non-generally accepted accounting principles (non-GAAP) measures provide additional clarity in assessing its results, and the presentation of these measures are common practice within the banking industry. See additional information related to non-GAAP measures at the back of this document.

Loans may be acquired at a premium or discount to par value, in which case, the premium is amortized (subtracted from) or the discount is accreted (added to) interest income over the remaining life of the loan. Generally, as time goes on, the dollar impact of loan discount accretion and loan premium amortization decrease as the purchased loans mature or pay off early. Upon the early pay off of a loan, any remaining unaccreted discount or unamortized premium is immediately taken into interest income; and as loan payoffs may vary significantly from quarter to quarter, so may the impact of discount accretion and premium amortization on interest income. As a result of the increase in interest rates, the prepayment rate of portfolio loans, inclusive of those acquired at a premium or discount, declined during the first two quarters of 2022. During the three months ended June 30, 2022, March 31, 2022, and June 30, 2021, purchased loan discount accretion was $\$ 1,677,000, \$ 1,323,000$, and $\$ 2,566,000$, respectively.

The following table shows the components of net interest income and net interest margin on a fully tax-equivalent (FTE) basis for the quarterly periods indicated:

## ANALYSIS OF CHANGE IN NET INTEREST MARGIN ON EARNING ASSETS (unaudited, dollars in thousands)

|  | Three months ended <br> June 30, 2022 |  |  |  | Three months ended <br> March 31, 2022 |  |  | Three months ended June 30, 2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Income/ <br> Expense | Yield/ Rate | Average Balance | Income/ Expense | Yield/ Rate |  | Average Balance | Income/ Expense | Yield/ Rate |
| Assets |  |  |  |  |  |  |  |  |  |  |  |
| Loans, excluding PPP | \$ 5,890,578 | \$ | 68,954 | 4.70 \% | \$ 4,937,865 | \$ 56,648 | 4.65 \% | \$ | 4,646,188 | \$ 57,125 | 4.93 \% |
| PPP loans | 37,852 |  | 964 | 10.22 \% | 50,695 | 1,097 | 8.78 \% |  | 332,277 | 3,179 | 3.84 \% |
| Investments-taxable | 2,536,362 |  | 14,350 | 2.27 \% | 2,313,204 | 10,223 | 1.79 \% |  | 1,875,056 | 7,189 | 1.54 \% |
| Investments-nontaxable ${ }^{(1)}$ | 196,104 |  | 1,720 | 3.52 \% | 143,873 | 1,225 | 3.45 \% |  | 132,034 | 1,106 | 3.36 \% |
| Total investments | 2,732,466 |  | 16,070 | 2.36 \% | 2,457,077 | 11,448 | 1.89 \% |  | 2,007,090 | 8,295 | 1.66 \% |
| Cash at Federal Reserve and other banks | 669,163 |  | 1,364 | 0.82 \% | 707,563 | 285 | 0.16 \% |  | 559,026 | 135 | 0.10 \% |
| Total earning assets | 9,330,059 |  | 87,352 | 3.76 \% | 8,153,200 | 69,478 | 3.46 \% |  | 7,544,581 | 68,734 | 3.65 \% |
| Other assets, net | 791,655 |  |  |  | 625,056 |  |  |  | 584,093 |  |  |
| Total assets | \$10,121,714 |  |  |  | \$ 8,778,256 |  |  | \$ | 8,128,674 |  |  |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing demand deposits | \$ 1,799,205 | \$ | 99 | 0.02 \% | \$ 1,597,309 | \$ 84 | 0.02 \% | \$ | 1,490,247 | \$ 77 | 0.02 \% |
| Savings deposits | 3,003,337 |  | 529 | 0.07 \% | 2,571,023 | 327 | 0.05 \% |  | 2,316,889 | 308 | 0.05 \% |
| Time deposits | 337,007 |  | 220 | $0.26 \%$ | 301,499 | 268 | 0.36\% |  | 324,867 | 443 | 0.55 \% |
| Total interest-bearing deposits | 5,139,549 |  | 848 | 0.07 \% | 4,469,831 | 679 | 0.06 \% |  | 4,132,003 | 828 | 0.08 \% |
| Other borrowings | 35,253 |  | 5 | 0.06 \% | 44,731 | 5 | 0.05 \% |  | 40,986 | 5 | 0.05 \% |
| Junior subordinated debt | 100,991 |  | 1,056 | 4.19 \% | 60,971 | 587 | 3.90 \% |  | 57,788 | 563 | 3.91 \% |
| Total interest-bearing liabilities | 5,275,793 |  | 1,909 | 0.15 \% | 4,575,533 | 1,271 | 0.11\% |  | 4,230,777 | 1,396 | 0.13\% |
| Noninterest-bearing deposits | 3,603,771 |  |  |  | 3,052,099 |  |  |  | 2,811,078 |  |  |
| Other liabilities | 150,696 |  |  |  | 141,400 |  |  |  | 126,674 |  |  |
| Shareholders' equity | 1,091,454 |  |  |  | 1,009,224 |  |  |  | 960,145 |  |  |
| Total liabilities and shareholders' equity | $\underline{\text { \$10,121,714 }}$ |  |  |  | \$ 8,778,256 |  |  | \$ | 8,128,674 |  |  |
| Net interest rate spread ${ }^{(1)(2)}$ |  |  |  | 3.61 \% |  |  | 3.35 \% |  |  |  | 3.52 \% |
| Net interest income and margin ${ }^{(1)(3)}$ |  |  | 85,443 | 3.67 \% |  | \$68,207 | 3.39 \% |  |  | \$ 67,338 | 3.58 \% |

(1) Fully taxable equivalent (FTE). All yields and rates are calculated using specific day counts for the period and year as applicable.
(2) Net interest spread is the average yield earned on interest-earning assets minus the average rate paid on interest-bearing liabilities.
(3) Net interest margin is computed by calculating the difference between interest income and interest expense, divided by the average balance of interest-earning assets.

Net interest income (FTE) during the three months ended June 30, 2022 increased $\$ 17,236,000$ or $25.3 \%$ to $\$ 85,443,000$ compared to $\$ 68,207,000$ during the three months ended March 31, 2022. In addition, net interest margin improved 28 basis points to $3.67 \%$, as compared to the trailing quarter. The increase in net interest income is primarily attributed to an additional $\$ 4,622,000$ in investment revenues and $\$ 1,079,000$ in revenues on cash balances due to increases in average volume and rates, respectively. As a partial offset, increases in the average balance and rates on subordinated debt resulted in an increase in interest expense of $\$ 469,000$ over the trailing quarter.

As compared to the same quarter in the prior year, average loan yields, excluding PPP, decreased 23 basis points from $4.93 \%$ during the three months ended June 30, 2021, to $4.70 \%$ during the three months ended June 30, 2022. The accretion of discounts from acquired loans added 11 and 22 basis points to loan yields during the quarters ended June 30, 2022 and June 30, 2021, respectively. Therefore, of the 23 basis point decrease in yields on loans during the comparable three month periods ended June 30, 2022 and 2021, 12 basis points was attributable to changes in competitive market rates, while 11 basis points resulted from less accretion of discounts.

The rates paid on interest bearing deposits generally remained flat during the quarter ended June 30, 2022 compared to the trailing quarter. The cost of interest-bearing deposits decreased by 1 basis point during the quarter ended June 30, 2022, to $0.07 \%$ from $0.08 \%$ during the same quarter of the prior year. In addition, the level of noninterest-bearing deposits continues to benefit the average cost of total deposits which remained flat at $0.04 \%$ in both the current and trailing quarter, compared to $0.5 \%$ in the second quarter of the prior year. Specifically, the ratio of average total noninterest-bearing deposits to total average deposits was $41.2 \%$ and $40.6 \%$ as of June 30 , 2022 and March 31, 2022, respectively, as compared to $40.5 \%$ for the quarter ended June 30, 2021.

|  | Six months ended June 30, 2022 |  |  |  |  | Six months ended June 30, 2021 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Balance |  | Income/ Expense |  | Yield/ Rate | Average Balance |  | Income/ Expense |  | Yield/ Rate |
| Assets |  |  |  |  |  |  |  |  |  |  |
| Loans, excluding PPP | \$ | 5,416,854 | \$ | 125,602 | 4.68 \% | \$ | 4,527,329 | \$ | 111,698 | 4.98 \% |
| PPP loans |  | 44,238 |  | 2,061 | 9.40 \% |  | 344,011 |  | 9,042 | 5.30 \% |
| Investments-taxable |  | 2,434,045 |  | 24,573 | 2.04 \% |  | 1,763,140 |  | 13,583 | 1.55 \% |
| Investments-nontaxable ${ }^{(1)}$ |  | 170,132 |  | 2,945 | 3.49 \% |  | 128,564 |  | 2,306 | 3.62 \% |
| Total investments |  | 2,604,177 |  | 27,518 | 2.13 \% |  | 1,891,704 |  | 15,889 | 1.69 \% |
| Cash at Federal Reserve and other banks |  | 688,257 |  | 1,649 | 0.48 \% |  | 629,952 |  | 298 | 0.10 \% |
| Total earning assets |  | 8,753,526 |  | 156,830 | 3.61 \% |  | 7,392,996 |  | 136,927 | 3.73 \% |
| Other assets, net |  | 700,170 |  |  |  |  | 575,138 |  |  |  |
| Total assets | \$ | 9,453,696 |  |  |  | \$ | 7,968,134 |  |  |  |
| Liabilities and shareholders' equity |  |  |  |  |  |  |  |  |  |  |
| Interest-bearing demand deposits | \$ | 1,698,815 | \$ | 183 | 0.02 \% | \$ | 1,461,377 | \$ | 153 | 0.02 \% |
| Savings deposits |  | 2,788,374 |  | 856 | 0.06 \% |  | 2,272,830 |  | 637 | 0.06 \% |
| Time deposits |  | 319,351 |  | 488 | 0.31 \% |  | 330,703 |  | 975 | 0.59 \% |
| Total interest-bearing deposits |  | 4,806,540 |  | 1,527 | 0.06 \% |  | 4,064,910 |  | 1,765 | 0.09 \% |
| Other borrowings |  | 39,966 |  | 10 | 0.05 \% |  | 36,870 |  | 9 | 0.05 \% |
| Junior subordinated debt |  | 81,092 |  | 1,643 | 4.09 \% |  | 57,739 |  | 1,098 | 3.83 \% |
| Total interest-bearing liabilities |  | 4,927,598 |  | 3,180 | 0.13 \% |  | 4,159,519 |  | 2,872 | 0.14 \% |
| Noninterest-bearing deposits |  | 3,329,459 |  |  |  |  | 2,734,922 |  |  |  |
| Other liabilities |  | 146,073 |  |  |  |  | 123,233 |  |  |  |
| Shareholders' equity |  | 1,050,566 |  |  |  |  | 950,460 |  |  |  |
| Total liabilities and shareholders' equity | \$ | 9,453,696 |  |  |  | \$ | 7,968,134 |  |  |  |
| Net interest rate spread ${ }^{(1)(2)}$ |  |  |  |  | 3.48 \% |  |  |  |  | 3.59 \% |
| Net interest income and margin ${ }^{(1)(3)}$ |  |  | \$ | 153,650 | 3.54 \% |  |  | \$ | 134,055 | 3.66 \% |

(1) Fully taxable equivalent (FTE). All yields and rates are calculated using specific day counts for the period and year as applicable.
(2) Net interest spread is the average yield earned on interest-earning assets minus the average rate paid on interest-bearing liabilities.
(3) Net interest margin is computed by calculating the difference between interest income and interest expense, divided by the average balance of interest-earning assets.

## Interest Rates and Loan Portfolio Composition

During the quarter ended June 30, 2022, market interest rates, including many rates that serve as reference indices for variable rate loans, increased modestly. However, the loan portfolio yield continues to have a temporary downward bias due to the timing associated with the repricing of variable rate loans and continued market competition. As of June 30, 2022, the Company's loan portfolio consisted of approximately $\$ 6.1$ billion in outstanding principal with a weighted average coupon rate of $4.39 \%$, inclusive of PPP loans. Excluding PPP loans, the Company's loan portfolio has approximately $\$ 6.09$ billion outstanding loan balances with a weighted average coupon rate of $4.40 \%$ as of June 30, 2022. Included in the June 30, 2022 loan total are variable rate loans totaling $\$ 3.5$ billion, of which, $\$ 875$ million are considered floating based on the Wall Street Prime index.

## Asset Quality and Credit Loss Provisioning

During the three months ended June 30, 2022, the Company recorded a provision for credit losses of $\$ 2,100,000$, as compared to a $\$ 8,330,000$ provision during the trailing quarter, and a reversal of provision expense of $\$ 260,000$ during the first quarter of 2021.

The following table presents details of the provision for credit losses for the periods indicated:

| (dollars in thousands) |  |  |  | ree mo | ths |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2022 |  | March 31, 2022 |  | December 31, 2021 |  | June 30, 2021 |  |
| Addition to (reversal of) allowance for credit losses | \$ | 1,940 | \$ | 8,205 | \$ | 715 | \$ | (145) |
| Addition to (reversal of) reserve for unfunded loan commitments |  | 160 |  | 125 |  | 265 |  | (115) |
| Total provision for (reversal of) credit losses | \$ | 2,100 | \$ | 8,330 | \$ | 980 | \$ | (260) |

The following table presents the activity in the allowance for credit losses on loans for the periods indicated:

| (dollars in thousands) | Three months ended |  |  |  | Six months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2022 |  | June 30, 2021 |  | June 30, 2022 |  | June 30, 2021 |  |
| Balance, beginning of period | \$ | 96,049 | \$ | 85,941 | \$ | 85,376 | \$ | 91,847 |
| ACL at acquisition for PCD loans |  | - |  | - |  | 2,037 |  | - |
| Provision for (reversal of) credit losses |  | 1,940 |  | (145) |  | 10,145 |  | $(6,385)$ |
| Loans charged-off |  | (401) |  | (387) |  | $(1,144)$ |  | (613) |
| Recoveries of previously charged-off loans |  | 356 |  | 653 |  | 1,530 |  | 1,213 |
| Balance, end of period | \$ | 97,944 | \$ | 86,062 | \$ | 97,944 | \$ | 86,062 |

The allowance for credit losses (ACL) was $\$ 97,944,000$ as of June 30, 2022, a net increase of $\$ 1,895,000$ over the immediately preceding quarter. The provision for credit losses of $\$ 1,940,000$ during the quarter was the net effect of increases in required reserves due to loan growth and net charge-offs totaling $\$ 45,000$. By comparison, the provision for credit losses of $\$ 10,145,000$ during the sixmonths ended June 30, 2022 was generally comprised of $\$ 10,820,000$ in association with the loans acquired from Valley Republic Bank and a net reversal of credit losses of $\$ 675,000$. The qualitative components of the ACL resulted in a net decline in required reserves due to continued improvement in US employment rates and tempered by a weaker outlook of US GDP. Meanwhile, the quantitative component of the ACL increased reserve requirements over the trailing quarter due to loan volume growth partially offset by decreases in reserves associated with specifically evaluated loans.

The Company utilizes a forecast period of approximately eight quarters and obtains the forecast data from publicly available sources as of the balance sheet date. This forecast data continues to evolve and included improving shifts in the magnitude of changes for both the unemployment and GDP factors leading up to the balance sheet date, particularly CA unemployment trends. However, management notes that the majority of economic forecasts utilized in the ACL calculation have remained directionally consistent with preceding quarters, as general economic conditions continue to improve, albeit at a pace slower than expected due to unforeseen disruptions in the supply chain and increasing energy prices. In addition, management notes that the actual and forecast increases in inflation that were previously identified by the Federal Reserve Board as "transitory", combined with overseas conflicts and leading to the rise in short-term interest rates and flattening or inversion of the yield curve, may be further indication of future economic contraction. As a result, management continues to believe that certain credit weakness are likely present in the overall economy and that it is appropriate to cautiously maintain a reserve level that incorporates such risk factors.
Loans past due 30 days or more decreased by $\$ 2,482,000$ during the quarter ended June 30, 2022 to $\$ 5,920,000$, as compared to $\$ 8,402,000$ at March 31, 2022. Non-performing loans were $\$ 11,925,000$ at June 30, 2022, a decrease of $\$ 2,163,000$ and $\$ 20,780,000$ from $\$ 14,088,000$ and $\$ 32,705,000$ as of March 31, 2022 and June 30, 2021, respectively.
The following table illustrates the total loans by risk rating and their respective percentage of total loans for the periods presented.

| (dollars in thousands) |  | June 30, $2022$ | \% of Total Loans |  | March 31, 2022 | \% of Total Loans |  | June 30, $2021$ | \% of Total Loans |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Risk Rating: |  |  |  |  |  |  |  |  |  |
| Pass | \$ | 5,960,781 | 97.5 \% | \$ | 5,682,026 | 97.1 \% | \$ | 4,756,381 | 96.2 \% |
| Special Mention |  | 105,819 | 1.7 \% |  | 120,684 | 2.1 \% |  | 130,232 | 2.6 \% |
| Substandard |  | 46,821 | 0.8 \% |  | 49,265 | 0.8 \% |  | 58,281 | 1.2 \% |
| Total | \$ | 6,113,421 |  | \$ | 5,851,975 |  | \$ | 4,944,894 |  |


| Classified loans to total loans | $0.77 \%$ | $0.84 \%$ | $1.18 \%$ |
| :--- | :--- | :--- | :--- |
| Loans past due $30+$ days to total loans | $0.10 \%$ | $0.14 \%$ | $0.19 \%$ |

The ratio of classified loans to total loans improved to $0.77 \%$ as of June 30, 2022 as compared to both $0.84 \%$ and $1.18 \%$ for the trailing quarter and same quarter of the prior year, respectively. The Company's criticized loan balances decreased during the current quarter by approximately $\$ 17,309,000$ to $\$ 152,640,000$ as of June 30,2022 . The improvement in criticized loans was the result of active management by the credit department, as there were no loan sales during the period. The five largest criticized credits upgraded or paid off totaled approximately $\$ 8,800,000$, and there were no charge-offs incurred in connection with the successful management of these credits.

There was one property added to other real estate owned totaling $\$ 375,000$ during the quarter ended June 30 , 2022, and no disposals. As of June 30, 2022, other real estate owned consisted of nine properties with a carrying value of approximately $\$ 3,379,000$.

Non-performing assets of \$15,304,000 at June 30, 2022 represented $0.15 \%$ of total assets, a decrease from the $\$ 16,995,000$ or $0.17 \%$ and $\$ 34,952,000$ or $0.43 \%$ as of March 31, 2022 and June 30, 2021, respectively. The improvement in non-performing assets during the current quarter was spread amongst several lending relationships.

## Allocation of Credit Loss Reserves by Loan Type

|  | As of June 30, 2022 |  |  | As of December 31, 2021 |  |  | As of June 30, 2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) | Amount |  | \% of Loans Outstanding | Amount |  | \% of Loans Outstanding | Amount |  | \% of Loans Outstanding |
| Commercial real estate: |  |  |  |  |  |  |  |  |  |
| CRE - Non Owner Occupied | \$ | 28,081 | 1.41 \% | \$ | 25,739 | 1.61 \% | \$ | 26,028 | 1.70 \% |
| CRE - Owner Occupied |  | 12,620 | 1.35 \% |  | 10,691 | 1.51 \% |  | 10,463 | 1.59 \% |
| Multifamily |  | 11,795 | 1.36 \% |  | 12,395 | 1.51 \% |  | 13,196 | 1.59 \% |
| Farmland |  | 2,954 | 1.17 \% |  | 2,315 | 1.34 \% |  | 1,950 | 1.13 \% |
| Total commercial real estate loans |  | 55,450 | 1.37 \% |  | 51,140 | 1.55 \% |  | 51,637 | 1.62 \% |
| Consumer: |  |  |  |  |  |  |  |  |  |
| SFR 1-4 1st Liens |  | 10,311 | 1.43 \% |  | 10,723 | 1.60 \% |  | 10,629 | 1.61 \% |
| SFR HELOCs and Junior Liens |  | 11,591 | 3.01 \% |  | 10,510 | 3.11 \% |  | 10,701 | 3.29 \% |
| Other |  | 2,029 | 3.41 \% |  | 2,241 | 3.34 \% |  | 2,620 | 3.73 \% |
| Total consumer loans |  | 23,931 | 2.06 \% |  | 23,474 | 2.19 \% |  | 23,950 | 2.27 \% |
|  |  |  |  |  |  |  |  |  |  |
| Commercial and Industrial |  | 9,979 | 1.97 \% |  | 3,862 | 1.49 \% |  | 4,511 | 1.00 \% |
| Construction |  | 7,522 | 2.40 \% |  | 5,667 | 2.55 \% |  | 4,951 | 2.47 \% |
| Agricultural Production |  | 1,046 | 1.47 \% |  | 1,215 | 2.39 \% |  | 1,007 | 2.40 \% |
| Leases |  | 16 | 0.20 \% |  | 18 | 0.27 \% |  | 6 | 0.12 \% |
| Allowance for credit losses |  | 97,944 | 1.60 \% |  | 85,376 | 1.74 \% |  | 86,062 | 1.74 \% |
| Reserve for unfunded loan commitments |  | 4,075 |  |  | 3,790 |  |  | 3,465 |  |
| Total allowance for credit losses | \$ | 102,019 | 1.67 \% | \$ | 89,166 | 1.81 \% | \$ | 89,527 | 1.81 \% |

For the periods presented in the table above and for purposes of calculating the "\% of Loans Outstanding", PPP loans are included in the segment "Commercial and Industrial." PPP loans are fully guaranteed and therefore would not require any loss reserve allocation. Excluding the net outstanding balances of PPP loans from the ratio of the ACL to total loans results in a reserve ratio of approximately $1.61 \%$ as of June 30, 2022. In addition to the allowance for credit losses above, the Company has acquired various performing loans whose fair value as of the acquisition date was determined to be less than the principal balance owed on those loans. This difference represents the collective discount of credit, interest rate and liquidity measurements which is expected to be amortized over the life of the loans. As of June 30, 2022, the unamortized discount associated with acquired loans totaled $\$ 33,100,000$ and, if aggregated with the ACL, would collectively represent $2.13 \%$ of total gross loans and $2.15 \%$ of total loans less PPP loans.

## SBA Paycheck Protection Program

In March 2020 (Round 1) and subsequently in December 2020 (Round 2), the Small Business Administration ("SBA") Paycheck Protection Program ("PPP") was created to help small businesses keep workers employed during the COVID-19 crisis. Tri Counties Bank, through its online portal, facilitated the ability for borrowers to open a new deposit account and submit PPP applications during the entirety of the Programs. The SBA ended PPP and did not accept new borrowing applications, effective May 31, 2021. The following is a summary of PPP loan related information as of the periods indicated:


As of June 30, 2022, there was approximately $\$ 318,000$ in net deferred fee income remaining to be recognized. During the three months ended June 30, 2022, the Company recognized $\$ 872,000$ in fees on PPP loans as compared with $\$ 974,000$ and $\$ 2,334,000$ for the three months ended March 31, 2022 and June 30, 2021, respectively. Based on the payment guarantee provided by the SBA as well as the expected short-term duration of the PPP loans acquired from VRB, the fair value of these loans approximates the principal balance outstanding as of the merger date, and therefore, no purchase discount was recorded.

## Non-interest Income

The following table presents the key components of non-interest income for the current and trailing quarterly periods indicated:

| (dollars in thousands) | Three months ended |  |  |  | Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2022 |  | March 31, 2022 |  |  |  |  |
| ATM and interchange fees | \$ | 6,984 | \$ | 6,243 | \$ | 741 | 11.9 \% |
| Service charges on deposit accounts |  | 4,163 |  | 3,834 |  | 329 | 8.6 \% |
| Other service fees |  | 1,279 |  | 882 |  | 397 | 45.0 \% |
| Mortgage banking service fees |  | 482 |  | 463 |  | 19 | 4.1 \% |
| Change in value of mortgage servicing rights |  | 136 |  | 274 |  | (138) | (50.4)\% |
| Total service charges and fees |  | 13,044 |  | 11,696 |  | 1,348 | 11.5 \% |
| Increase in cash value of life insurance |  | 752 |  | 638 |  | 114 | 17.9 \% |
| Asset management and commission income |  | 1,039 |  | 887 |  | 152 | 17.1 \% |
| Gain on sale of loans |  | 542 |  | 1,246 |  | (704) | (56.5)\% |
| Lease brokerage income |  | 238 |  | 158 |  | 80 | 50.6 \% |
| Sale of customer checks |  | 441 |  | 104 |  | 337 | 324.0 \% |
| Gain on sale of investment securities |  | - |  | - |  | - | $\mathrm{n} / \mathrm{m}$ |
| Loss on marketable equity securities |  | (94) |  | (137) |  | 43 | (31.4)\% |
| Other |  | 468 |  | 504 |  | (36) | (7.1)\% |
| Total other non-interest income |  | 3,386 |  | 3,400 |  | (14) | (0.4)\% |
| Total non-interest income | \$ | 16,430 | \$ | 15,096 | \$ | 1,334 | 8.8 \% |

Non-interest income increased $\$ 1,334,000$ or $8.8 \%$ to $\$ 16,430,000$ during the three months ended June 30, 2022, compared to $\$ 15,096,000$ during the quarter ended March 31, 2022. Generally, the quarter over quarter changes reflect the VRB merger timing of March 25, 2022, and therefore, had minimal benefit in the trailing quarter but are captured fully within the current quarter ended June 30, 2022. As an outlier, the gain on sale of mortgage loans declined by $\$ 704,000$ or $56.5 \%$ during the quarter ended June 30, 2022, attributed to the rapidly rising rate environment and resulting decline in mortgage application and origination volumes.

The following table presents the key components of non-interest income for the current and prior year periods indicated:

| (dollars in thousands) | Three months ended June 30, |  |  |  | Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022 |  | 2021 |  |  |  |  |
| ATM and interchange fees | \$ | 6,984 | \$ | 6,558 | \$ | 426 | 6.5 \% |
| Service charges on deposit accounts |  | 4,163 |  | 3,462 |  | 701 | 20.2 \% |
| Other service fees |  | 1,279 |  | 914 |  | 365 | 39.9 \% |
| Mortgage banking service fees |  | 482 |  | 467 |  | 15 | 3.2 \% |
| Change in value of mortgage servicing rights |  | 136 |  | (471) |  | 607 | (128.9)\% |
| Total service charges and fees |  | 13,044 |  | 10,930 |  | 2,114 | 19.3 \% |
| Increase in cash value of life insurance |  | 752 |  | 745 |  | 7 | 0.9 \% |
| Asset management and commission income |  | 1,039 |  | 947 |  | 92 | 9.7 \% |
| Gain on sale of loans |  | 542 |  | 2,847 |  | $(2,305)$ | (81.0)\% |
| Lease brokerage income |  | 238 |  | 249 |  | (11) | (4.4)\% |
| Sale of customer checks |  | 441 |  | 116 |  | 325 | 280.2 \% |
| Gain on sale of investment securities |  | - |  | - |  | - | $\mathrm{n} / \mathrm{m}$ |
| (Loss) gain on marketable equity securities |  | (94) |  | 8 |  | (102) | (1,275.0)\% |
| Other |  | 468 |  | 115 |  | 353 | 307.0 \% |
| Total other non-interest income |  | 3,386 |  | 5,027 |  | $(1,641)$ | (32.6)\% |
| Total non-interest income | \$ | 16,430 | \$ | 15,957 | \$ | 473 | 3.0 \% |

In addition to the discussion above, within the non-interest income for the three months ended June 30, 2022, ATM and interchange fees improved $\$ 426,000$ or $6.5 \%$, as did service charges on deposit accounts totaling $\$ 701,000$ or $20.2 \%$, both as a result of increased usage due to relaxed social distancing guidelines and growth in deposit customers during the six months ended June 30, 2022, when compared to the same period in the prior year. Further, changes in the value of mortgage service rights, while lesser in magnitude, typically have an inverse relationship with changes in mortgage banking activities.

| (dollars in thousands) | Six months ended June 30, |  |  |  | Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022 |  | 2021 |  |  |  |  |
| ATM and interchange fees | \$ | 13,227 | \$ | 12,419 | \$ | 808 | 6.5 \% |
| Service charges on deposit accounts |  | 7,997 |  | 6,731 |  | 1,266 | 18.8 \% |
| Other service fees |  | 2,161 |  | 1,785 |  | 376 | 21.1 \% |
| Mortgage banking service fees |  | 945 |  | 930 |  | 15 | 1.6 \% |
| Change in value of mortgage servicing rights |  | 410 |  | (459) |  | 869 | (189.3)\% |
| Total service charges and fees |  | 24,740 |  | 21,406 |  | 3,334 | 15.6 \% |
| Increase in cash value of life insurance |  | 1,390 |  | 1,418 |  | (28) | (2.0)\% |
| Asset management and commission income |  | 1,926 |  | 1,781 |  | 145 | 8.1 \% |
| Gain on sale of loans |  | 1,788 |  | 6,094 |  | $(4,306)$ | (70.7)\% |
| Lease brokerage income |  | 396 |  | 359 |  | 37 | 10.3 \% |
| Sale of customer checks |  | 545 |  | 235 |  | 310 | 131.9 \% |
| Gain on sale of investment securities |  | - |  | - |  | - | $\mathrm{n} / \mathrm{m}$ |
| Loss on marketable equity securities |  | (231) |  | (45) |  | (186) | 413.3 \% |
| Other |  | 972 |  | 819 |  | 153 | 18.7 \% |
| Total other non-interest income |  | 6,786 |  | 10,661 |  | $(3,875)$ | (36.3)\% |
| Total non-interest income | \$ | 31,526 | \$ | 32,067 | \$ | (541) | $\stackrel{(1.7) \%}{ }$ |

The changes in non-interest income for the six months ended June 30, 2022 and 2021 are generally consistent with changes in the three months periods discussed above.

## Non-interest Expense

The following table presents the key components of non-interest expense for the current and trailing quarterly periods indicated:

| (dollars in thousands) | Three months ended |  |  |  | Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2022 |  | March 31, 2022 |  |  |  |  |
| Base salaries, net of deferred loan origination costs | \$ | 22,169 | \$ | 18,216 | \$ | 3,953 | 21.7 \% |
| Incentive compensation |  | 4,282 |  | 2,583 |  | 1,699 | 65.8 \% |
| Benefits and other compensation costs |  | 6,491 |  | 5,972 |  | 519 | 8.7 \% |
| Total salaries and benefits expense |  | 32,942 |  | 26,771 |  | 6,171 | 23.1 \% |
| Occupancy |  | 3,996 |  | 3,575 |  | 421 | 11.8 \% |
| Data processing and software |  | 3,596 |  | 3,513 |  | 83 | 2.4 \% |
| Equipment |  | 1,453 |  | 1,333 |  | 120 | 9.0 \% |
| Intangible amortization |  | 1,702 |  | 1,228 |  | 474 | 38.6 \% |
| Advertising |  | 818 |  | 637 |  | 181 | 28.4 \% |
| ATM and POS network charges |  | 1,781 |  | 1,375 |  | 406 | 29.5 \% |
| Professional fees |  | 1,233 |  | 876 |  | 357 | 40.8 \% |
| Telecommunications |  | 564 |  | 521 |  | 43 | 8.3 \% |
| Regulatory assessments and insurance |  | 779 |  | 720 |  | 59 | 8.2 \% |
| Merger and acquisition expenses |  | 2,221 |  | 4,032 |  | $(1,811)$ | (44.9)\% |
| Postage |  | 313 |  | 228 |  | 85 | 37.3 \% |
| Operational (gain) loss |  | 456 |  | (183) |  | 639 | (349.2)\% |
| Courier service |  | 486 |  | 414 |  | 72 | 17.4 \% |
| Gain on sale or acquisition of foreclosed assets |  | (98) |  | - |  | (98) | $\mathrm{n} / \mathrm{m}$ |
| (Gain) loss on disposal of fixed assets |  | 5 |  | $(1,078)$ |  | 1,083 | (100.5)\% |
| Other miscellaneous expense |  | 4,017 |  | 2,485 |  | 1,532 | 61.6 \% |
| Total other non-interest expense |  | 23,322 |  | 19,676 |  | 3,646 | 18.5 \% |
| Total non-interest expense | \$ | 56,264 | \$ | 46,447 | \$ | 9,817 | 21.1 \% |
| Average full-time equivalent staff |  | 1,183 |  | 1,084 |  | 99 | 9.1 \% |

Non-interest expense for the quarter ended June 30, 2022 increased $\$ 9,817,000$ or $21.1 \%$ to $\$ 56,264,000$ as compared to $\$ 46,447,000$ during the trailing quarter ended March 31, 2022. Total salaries and benefits expense increased by $\$ 6,171,000$ or $23.1 \%$, led by wage related increases of $\$ 3,953,000$ or $21.7 \%$ to $\$ 22,169,000$ due to a net increase of 99 full-time equivalent positions following the aforementioned merger with VRB, an increase in vacation accruals which management believes are partially seasonal, and annual merit increases which averaged $3.1 \%$ and were effective March 28, 2022. Incentive compensation increased by $\$ 1,699,000$ or $65.8 \%$ to $\$ 4,282,000$ compared to the trailing quarter due to strong overall Company performance and elevated levels of loan production and growth. Merger and acquisition expenses associated with the VRB merger totaled $\$ 2,221,000$ during the current quarter and are not expected to be significant in future periods. Included in the current quarter's merger and acquisition expenses are costs associated with the contractual obligations owed to a former VRB executive whom recently resigned from the Company to accept employment outside of the banking industry.

During the three months ended March 31, 2022, the Company sold a former administrative building and relocated a branch during the previous quarter resulting in a net gain on disposal of approximately $\$ 1,078,000$ as noted above.
The following table presents the key components of non-interest expense for the current and prior year quarterly periods indicated:

| (dollars in thousands) | Three months ended June 30, |  |  |  | Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022 |  | 2021 |  |  |  |  |
| Base salaries, net of deferred loan origination costs | \$ | 22,169 | \$ | 17,537 | \$ | 4,632 | 26.4 \% |
| Incentive compensation |  | 4,282 |  | 4,322 |  | (40) | (0.9)\% |
| Benefits and other compensation costs |  | 6,491 |  | 5,222 |  | 1,269 | 24.3 \% |
| Total salaries and benefits expense |  | 32,942 |  | 27,081 |  | 5,861 | 21.6 \% |
| Occupancy |  | 3,996 |  | 3,700 |  | 296 | 8.0 \% |
| Data processing and software |  | 3,596 |  | 3,201 |  | 395 | 12.3 \% |
| Equipment |  | 1,453 |  | 1,207 |  | 246 | 20.4 \% |
| Intangible amortization |  | 1,702 |  | 1,431 |  | 271 | 18.9 \% |
| Advertising |  | 818 |  | 734 |  | 84 | 11.4 \% |
| ATM and POS network charges |  | 1,781 |  | 1,551 |  | 230 | 14.8 \% |
| Professional fees |  | 1,233 |  | 1,046 |  | 187 | 17.9 \% |
| Telecommunications |  | 564 |  | 564 |  | - | - \% |
| Regulatory assessments and insurance |  | 779 |  | 618 |  | 161 | 26.1 \% |
| Merger and acquisition expenses |  | 2,221 |  | - |  | 2,221 | $\mathrm{n} / \mathrm{m}$ |
| Postage |  | 313 |  | 124 |  | 189 | 152.4 \% |
| Operational loss |  | 456 |  | 212 |  | 244 | 115.1 \% |
| Courier service |  | 486 |  | 288 |  | 198 | 68.8 \% |
| Gain on sale or acquisition of foreclosed assets |  | (98) |  | (15) |  | (83) | 553.3 \% |
| (Gain) loss on disposal of fixed assets |  | 5 |  | (426) |  | 431 | (101.2)\% |
| Other miscellaneous expense |  | 4,017 |  | 2,855 |  | 1,162 | 40.7 \% |
| Total other non-interest expense |  | 23,322 |  | 17,090 |  | 6,232 | 36.5 \% |
| Total non-interest expense | \$ | 56,264 | \$ | 44,171 | \$ | 12,093 | 27.4 \% |
| Average full-time equivalent staff |  | 1,183 |  | 1,020 |  | 163 | 16.0 \% |

Total non-interest expense increased $\$ 12,093,000$ or $27.4 \%$ to $\$ 56,264,000$ during the three months ended June 30,2022 as compared to $\$ 44,171,000$ for the trailing quarter ended, for reasons similar to those referenced above.

| (dollars in thousands) | Six months ended June 30, |  |  |  | Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2022 |  | 2021 |  |  |  |  |
| Base salaries, net of deferred loan origination costs | \$ | 40,385 | \$ | 33,048 | \$ | 7,337 | 22.2 \% |
| Incentive compensation |  | 6,865 |  | 7,902 |  | $(1,037)$ | (13.1)\% |
| Benefits and other compensation costs |  | 12,463 |  | 11,461 |  | 1,002 | 8.7 \% |
| Total salaries and benefits expense |  | 59,713 |  | 52,411 |  | 7,302 | 13.9 \% |
| Occupancy |  | 7,571 |  | 7,426 |  | 145 | 2.0 \% |
| Data processing and software |  | 7,109 |  | 6,403 |  | 706 | 11.0 \% |
| Equipment |  | 2,786 |  | 2,724 |  | 62 | 2.3 \% |
| Intangible amortization |  | 2,930 |  | 2,862 |  | 68 | 2.4 \% |
| Advertising |  | 1,455 |  | 1,114 |  | 341 | 30.6 \% |
| ATM and POS network charges |  | 3,156 |  | 2,797 |  | 359 | 12.8 \% |
| Professional fees |  | 2,109 |  | 1,640 |  | 469 | 28.6 \% |
| Telecommunications |  | 1,085 |  | 1,145 |  | (60) | (5.2)\% |
| Regulatory assessments and insurance |  | 1,499 |  | 1,230 |  | 269 | 21.9 \% |
| Merger and acquisition expenses |  | 6,253 |  | - |  | 6,253 | $\mathrm{n} / \mathrm{m}$ |
| Postage |  | 541 |  | 322 |  | 219 | 68.0 \% |
| Operational loss |  | 273 |  | 421 |  | (148) | (35.2)\% |
| Courier service |  | 900 |  | 582 |  | 318 | 54.6 \% |
| Gain on sale or acquisition of foreclosed assets |  | (98) |  | (66) |  | (32) | 48.5 \% |
| Gain on disposal of fixed assets |  | $(1,073)$ |  | (426) |  | (647) | 151.9 \% |
| Other miscellaneous expense |  | 6,502 |  | 5,204 |  | 1,298 | 24.9 \% |
| Total other non-interest expense |  | 42,998 |  | 33,378 |  | 9,620 | 28.8 \% |
| Total non-interest expense | \$ | 102,711 | \$ | 85,789 | \$ | 16,922 | 19.7 \% |
| Average full-time equivalent staff |  | 1,133 |  | 1,022 |  | 111 | 10.9 \% |

The changes in non-interest expense for the six months ended June 30, 2022 and 2021 are generally consistent with changes in the comparable three months periods discussed above.

## Provision for Income Taxes

The Company's effective tax rate was $27.5 \%$ for the six months ended June 30, 2022, as compared to $28.1 \%$ for the year ended December 31, 2021. Differences between the Company's effective tax rate and applicable federal and state blended statutory rate of approximately $29.6 \%$ are due to the proportion of non-taxable revenues, non-deductible expenses, and benefits from tax credits as compared to the levels of pre-tax earnings.

## About TriCo Bancshares

Established in 1975, Tri Counties Bank is a wholly-owned subsidiary of TriCo Bancshares (NASDAQ: TCBK) headquartered in Chico, California, providing a unique brand of customer Service with Solutions available in traditional stand-alone and in-store bank branches and loan production offices in communities throughout California. Tri Counties Bank provides an extensive and competitive breadth of consumer, small business and commercial banking financial services, along with convenient around-the-clock ATMs, online and mobile banking access. Brokerage services are provided by Tri Counties Advisors through affiliation with Raymond James Financial Services, Inc. Visit www.TriCountiesBank.com to learn more.

## Forward-Looking 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 on the Company's business condition and financial operating results; the impact of changes in financial services industry 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; adverse developments with respect to U.S. or global economic conditions and other uncertainties, including the impact of supply chain disruptions, inflationary pressures and labor shortages on the economic recovery and our business; the impacts of international hostilities or geopolitical events; the costs or effects of mergers, acquisitions or dispositions we may make, whether we are able to obtain any required governmental approvals in connection with any such mergers, acquisitions or dispositions, and/or our ability to realize the contemplated financial business benefits associated with any such activities; the regulatory and financial impacts associated with exceeding $\$ 10$ billion in total assets; the ability to execute our business plan in new lending markets; 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, 2021, 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 undertake no obligation (and expressly disclaim any such obligation) to update or alter our forwardlooking statements, whether as a result of new information, future events, or otherwise, except as required by law.

|  | nd |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June } 30, \\ 2022 \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2022 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2021 \end{gathered}$ |  | $\begin{aligned} & \text { September 30, } \\ & 2021 \end{aligned}$ |  | $\begin{gathered} \hline \text { June 30, } \\ 2021 \end{gathered}$ |  |
| Revenue and Expense Data |  |  |  |  |  |  |  |  |  |  |
| Interest income | \$ | 86,955 | \$ | 69,195 | \$ | 71,024 | \$ | 69,628 | \$ | 68,479 |
| Interest expense |  | 1,909 |  | 1,271 |  | 1,241 |  | 1,395 |  | 1,396 |
| Net interest income |  | 85,046 |  | 67,924 |  | 69,783 |  | 68,233 |  | 67,083 |
| Provision for (benefit from) credit losses |  | 2,100 |  | 8,330 |  | 980 |  | $(1,435)$ |  | (260) |
| Noninterest income: |  |  |  |  |  |  |  |  |  |  |
| Service charges and fees |  | 13,044 |  | 11,696 |  | 11,277 |  | 11,265 |  | 10,930 |
| Gain on sale of investment securities |  | - |  | - |  | - |  | - |  | - |
| Other income |  | 3,386 |  | 3,400 |  | 5,225 |  | 3,830 |  | 5,027 |
| Total noninterest income |  | 16,430 |  | 15,096 |  | 16,502 |  | 15,095 |  | 15,957 |
| Noninterest expense (2): |  |  |  |  |  |  |  |  |  |  |
| Salaries and benefits |  | 34,370 |  | 28,597 |  | 27,666 |  | 26,274 |  | 27,081 |
| Occupancy and equipment |  | 5,449 |  | 4,925 |  | 5,011 |  | 5,107 |  | 4,907 |
| Data processing and network |  | 5,468 |  | 5,089 |  | 5,444 |  | 5,381 |  | 4,752 |
| Other noninterest expense |  | 10,977 |  | 7,836 |  | 8,558 |  | 9,045 |  | 7,431 |
| Total noninterest expense |  | 56,264 |  | 46,447 |  | 46,679 |  | 45,807 |  | 44,171 |
| Total income before taxes |  | 43,112 |  | 28,243 |  | 38,626 |  | 38,956 |  | 39,129 |
| Provision for income taxes |  | 11,748 |  | 7,869 |  | 10,404 |  | 11,534 |  | 10,767 |
| Net income | \$ | 31,364 | \$ | 20,374 | \$ | 28,222 | \$ | 27,422 | \$ | 28,362 |
| Share Data |  |  |  |  |  |  |  |  |  |  |
| Basic earnings per share | \$ | 0.93 | \$ | 0.68 | \$ | 0.95 | \$ | 0.92 | \$ | 0.95 |
| Diluted earnings per share | \$ | 0.93 | \$ | 0.67 | \$ | 0.94 | \$ | 0.92 | \$ | 0.95 |
| Dividends per share | \$ | 0.25 | \$ | 0.25 | \$ | 0.25 | \$ | 0.25 | \$ | 0.25 |
| Book value per common share | \$ | 31.25 | \$ | 32.78 | \$ | 33.64 | \$ | 33.05 | \$ | 32.53 |
| Tangible book value per common share (1) | \$ | 21.41 | \$ | 23.04 | \$ | 25.80 | \$ | 25.16 | \$ | 24.60 |
| Shares outstanding |  | 3,350,974 |  | ,837,935 |  | 730,424 |  | 714,609 |  | 716,294 |
| Weighted average shares |  | ,561,389 |  | ,049,919 |  | 723,791 |  | 713,558 |  | 718,603 |
| Weighted average diluted shares |  | 3,705,280 |  | ,201,698 |  | 870,059 |  | 850,530 |  | 903,560 |
| Credit Quality |  |  |  |  |  |  |  |  |  |  |
| Allowance for credit losses to gross loans |  | 1.60 \% |  | 1.64 \% |  | 1.74 \% |  | 1.72 \% |  | 1.74 \% |
| Loans past due 30 days or more | \$ | 5,920 | \$ | 8,402 | \$ | 4,332 | \$ | 10,539 | \$ | 9,292 |
| Total nonperforming loans | \$ | 11,925 | \$ | 14,088 | \$ | 30,350 | \$ | 28,790 | \$ | 32,705 |
| Total nonperforming assets | \$ | 15,304 | \$ | 16,995 | \$ | 32,944 | \$ | 31,440 | \$ | 34,952 |
| Loans charged-off | \$ | 401 | \$ | 743 | \$ | 197 | \$ | 1,582 | \$ | 387 |
| Loans recovered | \$ | 356 | \$ | 1,174 | \$ | 552 | \$ | 1,321 | \$ | 653 |
| Selected Financial Ratios |  |  |  |  |  |  |  |  |  |  |
| Return on average total assets |  | 1.24 \% |  | 0.94 \% |  | 1.31 \% |  | 1.30 \% |  | 1.40 \% |
| Return on average equity |  | 11.53 \% |  | 8.19 \% |  | 11.20 \% |  | 11.02 \% |  | 11.85 \% |
| Average yield on loans, excluding PPP |  | 4.70 \% |  | 4.65 \% |  | 4.73 \% |  | 4.85 \% |  | 4.93 \% |
| Average yield on interest-earning assets |  | 3.76 \% |  | 3.46 \% |  | 3.56 \% |  | 3.57 \% |  | 3.65 \% |
| Average rate on interest-bearing deposits |  | 0.07 \% |  | 0.06 \% |  | 0.06 \% |  | 0.08 \% |  | 0.08 \% |
| Average cost of total deposits |  | 0.04 \% |  | 0.04 \% |  | 0.04 \% |  | 0.05 \% |  | 0.05 \% |
| Average rate on borrowings \& subordinated debt |  | 3.12 \% |  | 2.27 \% |  | 1.98 \% |  | 2.02 \% |  | 2.31 \% |
| Average rate on interest-bearing liabilities |  | 0.15 \% |  | 0.11 \% |  | 0.11 \% |  | 0.13 \% |  | 0.13 \% |
| Net interest margin (fully tax-equivalent) (1) |  | 3.67 \% |  | 3.39 \% |  | 3.50 \% |  | 3.50 \% |  | 3.58 \% |
| Loans to deposits |  | 69.81 \% |  | 67.15 \% |  | 66.74 \% |  | 67.54 \% |  | 70.72 \% |
| Efficiency ratio |  | 55.45 \% |  | 55.95 \% |  | 54.10 \% |  | 54.97 \% |  | 53.19 \% |
| Supplemental Loan Interest Income Data |  |  |  |  |  |  |  |  |  |  |
| Discount accretion on acquired loans | \$ | 1,677 | \$ | 1,323 | \$ | 1,780 | \$ | 2,034 | \$ | 2,566 |
| All other loan interest income (excluding PPP) (1) | \$ | 67,277 | \$ | 55,325 | \$ | 54,930 | \$ | 55,184 | \$ | 54,559 |
| Total loan interest income (excluding PPP) (1) | \$ | 68,954 | \$ | 56,648 | \$ | 56,710 | \$ | 57,218 | \$ | 57,125 |

(1) Non-GAAP measure
(2) Inclusive of merger related expenses

| Balance Sheet Data | $\begin{aligned} & \text { June 30, } \\ & 2022 \end{aligned}$ |  | $\begin{gathered} \text { March 31, } \\ 2022 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2021 \end{gathered}$ |  | $\begin{aligned} & \text { September 30, } \\ & 2021 \end{aligned}$ |  | $\begin{gathered} \text { June } 30, \\ 2021, \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and due from banks | \$ | 488,868 | \$ | 1,035,683 | \$ | 768,421 | \$ | 740,236 | \$ | 639,740 |
| Securities, available for sale, net |  | 2,608,771 |  | 2,365,708 |  | 2,210,876 |  | 2,098,786 |  | 1,850,547 |
| Securities, held to maturity, net |  | 176,794 |  | 186,748 |  | 199,759 |  | 216,979 |  | 235,778 |
| Restricted equity securities |  | 17,250 |  | 17,250 |  | 17,250 |  | 17,250 |  | 17,250 |
| Loans held for sale |  | 1,216 |  | 1,030 |  | 3,466 |  | 3,072 |  | 5,723 |
| Loans: |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate |  | 4,049,893 |  | 3,832,974 |  | 3,306,054 |  | 3,222,737 |  | 3,194,336 |
| Consumer |  | 1,162,989 |  | 1,136,712 |  | 1,071,551 |  | 1,053,653 |  | 1,050,609 |
| Commercial and industrial |  | 507,685 |  | 500,882 |  | 259,355 |  | 345,027 |  | 452,069 |
| Construction |  | 313,646 |  | 303,960 |  | 222,281 |  | 216,680 |  | 200,714 |
| Agriculture production |  | 71,373 |  | 69,339 |  | 50,811 |  | 44,410 |  | 41,967 |
| Leases |  | 7,835 |  | 8,108 |  | 6,572 |  | 4,989 |  | 5,199 |
| Total loans, gross |  | 6,113,421 |  | 5,851,975 |  | 4,916,624 |  | 4,887,496 |  | 4,944,894 |
| Allowance for credit losses |  | $(97,944)$ |  | $(96,049)$ |  | $(85,376)$ |  | $(84,306)$ |  | $(86,062)$ |
| Total loans, net |  | 6,015,477 |  | 5,755,926 |  | 4,831,248 |  | 4,803,190 |  | 4,858,832 |
| Premises and equipment |  | 73,811 |  | 73,692 |  | 78,687 |  | 78,968 |  | 79,178 |
| Cash value of life insurance |  | 132,857 |  | 132,104 |  | 117,857 |  | 120,932 |  | 120,287 |
| Accrued interest receivable |  | 25,861 |  | 22,769 |  | 19,292 |  | 18,425 |  | 18,923 |
| Goodwill |  | 307,942 |  | 307,942 |  | 220,872 |  | 220,872 |  | 220,872 |
| Other intangible assets |  | 20,074 |  | 21,776 |  | 12,369 |  | 13,562 |  | 14,971 |
| Operating leases, right-of-use |  | 27,154 |  | 28,404 |  | 25,665 |  | 26,815 |  | 26,365 |
| Other assets |  | 224,536 |  | 169,296 |  | 109,025 |  | 98,943 |  | 81,899 |
| Total assets | \$ | 10,120,611 | \$ | 10,118,328 | \$ | 8,614,787 | \$ | 8,458,030 | \$ | 8,170,365 |
| Deposits: |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing demand deposits | \$ | 3,604,237 | \$ | 3,583,269 | \$ | 2,979,882 | \$ | 2,943,016 | \$ | 2,843,783 |
| Interest-bearing demand deposits |  | 1,796,580 |  | 1,788,639 |  | 1,568,682 |  | 1,519,426 |  | 1,486,321 |
| Savings deposits |  | 3,028,787 |  | 2,993,873 |  | 2,521,011 |  | 2,447,706 |  | 2,337,557 |
| Time certificates |  | 327,171 |  | 348,696 |  | 297,584 |  | 326,674 |  | 324,392 |
| Total deposits |  | 8,756,775 |  | 8,714,477 |  | 7,367,159 |  | 7,236,822 |  | 6,992,053 |
| Accrued interest payable |  | 755 |  | 653 |  | 928 |  | 1,056 |  | 1,026 |
| Operating lease liability |  | 29,283 |  | 30,500 |  | 26,280 |  | 27,290 |  | 26,707 |
| Other liabilities |  | 155,529 |  | 126,348 |  | 112,070 |  | 107,282 |  | 85,388 |
| Other borrowings |  | 35,089 |  | 36,184 |  | 50,087 |  | 45,601 |  | 40,559 |
| Junior subordinated debt |  | 101,003 |  | 100,984 |  | 58,079 |  | 57,965 |  | 57,852 |
| Total liabilities |  | 9,078,434 |  | 9,009,146 |  | 7,614,603 |  | 7,476,016 |  | 7,203,585 |
| Common stock |  | 696,441 |  | 706,672 |  | 532,244 |  | 531,339 |  | 531,038 |
| Retained earnings |  | 491,705 |  | 479,868 |  | 466,959 |  | 446,948 |  | 427,575 |
| Accum. other comprehensive income (loss) |  | $(145,969)$ |  | $(77,358)$ |  | 981 |  | 3,727 |  | 8,167 |
| Total shareholders' equity | \$ | 1,042,177 | \$ | 1,109,182 | \$ | 1,000,184 | \$ | 982,014 | \$ | 966,780 |
| Quarterly Average Balance Data |  |  |  |  |  |  |  |  |  |  |
| Average loans, excluding PPP | \$ | 5,890,578 | \$ | 4,937,865 | \$ | 4,759,294 | \$ | 4,684,492 | \$ | 4,646,188 |
| Average interest-earning assets | \$ | 9,330,059 | \$ | 8,153,200 | \$ | 7,947,798 | \$ | 7,758,169 | \$ | 7,544,581 |
| Average total assets | \$ | 10,121,714 | \$ | 8,778,256 | \$ | 8,546,004 | \$ | 8,348,111 | \$ | 8,128,674 |
| Average deposits | \$ | 8,743,320 | \$ | 7,521,930 | \$ | 7,304,659 | \$ | 7,137,263 | \$ | 6,943,081 |
| Average borrowings and subordinated debt | \$ | 136,244 | \$ | 105,702 | \$ | 108,671 | \$ | 106,221 | \$ | 98,774 |
| Average total equity | \$ | 1,091,454 | \$ | 1,009,224 | \$ | 999,764 | \$ | 987,026 | \$ | 960,145 |
| Capital Ratio Data |  |  |  |  |  |  |  |  |  |  |
| Total risk-based capital ratio |  | 14.1 \% |  | 15.0 \% |  | 15.4 \% |  | 15.4 \% |  | 15.3 \% |
| Tier 1 capital ratio |  | 12.3 \% |  | 13.1 \% |  | 14.2 \% |  | 14.2 \% |  | 14.1 \% |
| Tier 1 common equity ratio |  | 11.5 \% |  | 12.3 \% |  | 13.2 \% |  | 13.2 \% |  | 13.0 \% |
| Tier 1 leverage ratio |  | 9.3 \% |  | 10.8 \% |  | 9.9 \% |  | 9.9 \% |  | 9.9 \% |
| Tangible capital ratio (1) |  | 7.3 \% |  | 8.0 \% |  | 9.2 \% |  | 9.1 \% |  | 9.2 \% |

(1) Non-GAAP measure

## TRICO BANCSHARES—NON-GAAP FINANCIAL MEASURES

(Unaudited. Dollars in thousands)
In addition to results presented in accordance with generally accepted accounting principles in the United States of America (GAAP), this press release contains certain non-GAAP financial measures. Management has presented these non-GAAP financial measures in this press release because it believes that they provide useful and comparative information to assess trends in the Company's core operations reflected in the current quarter's results, and facilitate the comparison of our performance with the performance of our peers. However, these non-GAAP financial measures are supplemental and are not a substitute for any analysis based on GAAP. Where applicable, comparable earnings information using GAAP financial measures is also presented. Because not all companies use the same calculations, our presentation may not be comparable to other similarly titled measures as calculated by other companies. For a reconciliation of these non-GAAP financial measures, see the tables below:

|  | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) | $\begin{gathered} \text { June 30, } \\ 2022 \end{gathered}$ | $\begin{aligned} & \text { March 31, } \\ & 2022 \end{aligned}$ | $\begin{gathered} \text { June } 30, \\ 2021 \\ \hline \end{gathered}$ | June 30, $2022$ | $\begin{aligned} & \text { June 30, } \\ & 2021 \end{aligned}$ |
| Net interest margin |  |  |  |  |  |
| Acquired loans discount accretion, net: |  |  |  |  |  |
| Amount (included in interest income) | \$1,677 | \$1,323 | \$2,566 | \$3,000 | \$4,278 |
| Effect on average loan yield | 0.11 \% | 0.11 \% | 0.22 \% | 0.11 \% | 0.18 \% |
| Effect on net interest margin (FTE) | 0.07 \% | 0.07 \% | 0.14 \% | 0.03 \% | 0.12 \% |
| Net interest margin (FTE) | 3.67 \% | 3.39 \% | 3.58 \% | 3.54 \% | 3.66 \% |
| Net interest margin less effect of acquired loan discount accretion (NonGAAP) | 3.60 \% | 3.32 \% | 3.44 \% | 3.51 \% | 3.54 \% |
| PPP loans yield, net: |  |  |  |  |  |
| Amount (included in interest income) | \$964 | \$1,097 | \$3,179 | \$2,061 | \$9,042 |
| Effect on net interest margin (FTE) | 0.03 \% | 0.03 \% | 0.01 \% | 0.03 \% | 0.07 \% |
| Net interest margin less effect of PPP loan yield (Non-GAAP) | 3.65 \% | 3.36 \% | 3.57 \% | 3.51 \% | 3.59 \% |
| Acquired loan discount accretion and PPP loan yield, net: |  |  |  |  |  |
| Amount (included in interest income) | \$2,641 | \$2,420 | \$5,745 | \$5,061 | \$13,320 |
| Effect on net interest margin (FTE) | 0.10 \% | 0.10 \% | 0.15 \% | 0.10 \% | 0.19 \% |
| Net interest margin less effect of acquired loan discount accretion and PPP yields, net (Non-GAAP) | 3.57 \% | 3.29 \% | 3.43 \% | 3.44 \% | 3.46 \% |


| (dollars in thousands) | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June 30, } \\ 2022 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2022 \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2021 \end{gathered}$ | $\begin{aligned} & \text { June 30, } \\ & 2022 \end{aligned}$ | $\begin{gathered} \text { June } 30, \\ 2021, \end{gathered}$ |
| Pre-tax pre-provision return on average assets or equity |  |  |  |  |  |
| Net income (GAAP) | \$31,364 | \$20,374 | \$28,362 | \$51,738 | \$62,011 |
| Exclude income tax expense | 11,748 | 7,869 | 10,767 | 19,617 | 24,110 |
| Exclude provision (benefit) for credit losses | 2,100 | 8,330 | (260) | 10,430 | $(6,320)$ |
| Net income before income tax and provision expense (Non-GAAP) | \$45,212 | \$36,573 | \$38,869 | \$81,785 | \$79,801 |
|  |  |  |  |  |  |
| Average assets (GAAP) | \$10,121,714 | \$8,778,256 | \$8,128,674 | \$9,453,696 | \$7,968,134 |
| Average equity (GAAP) | \$1,091,454 | \$1,009,224 | \$960,145 | \$1,050,566 | \$950,460 |
|  |  |  |  |  |  |
| Return on average assets (GAAP) (annualized) | 1.24 \% | 0.94 \% | 1.40 \% | 1.10 \% | 1.57 \% |
| Pre-tax pre-provision return on average assets (Non-GAAP) (annualized) | 1.79 \% | 1.69 \% | 1.92 \% | 1.74 \% | 2.03 \% |
| Return on average equity (GAAP) (annualized) | 11.53 \% | 8.19 \% | 11.85 \% | 9.93 \% | 13.16 \% |
| Pre-tax pre-provision return on average equity (Non-GAAP) (annualized) | 16.61 \% | 14.70 \% | 16.24 \% | 15.70 \% | 16.98 \% |


| (dollars in thousands) | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June 30, } \\ 2022 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2022 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2021, \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2022 \end{gathered}$ | $\begin{aligned} & \text { June 30, } \\ & 2021, \end{aligned}$ |
| Return on tangible common equity |  |  |  |  |  |
| Average total shareholders' equity | \$1,091,454 | \$1,009,224 | \$960,145 | \$1,050,566 | \$950,460 |
| Exclude average goodwill | 307,942 | 226,676 | 220,872 | 267,533 | 220,872 |
| Exclude average other intangibles | 21,040 | 12,604 | 15,687 | 16,845 | 19,264 |
| Average tangible common equity (Non-GAAP) | \$762,472 | \$769,944 | \$723,586 | \$766,188 | \$710,324 |
|  |  |  |  |  |  |
| Net income (GAAP) | \$31,364 | \$20,374 | \$28,362 | \$51,738 | \$62,011 |
| Exclude amortization of intangible assets, net of tax effect | 1,199 | 865 | 1,008 | 2,064 | 2,016 |
| Tangible net income available to common shareholders (Non-GAAP) | \$32,563 | \$21,239 | \$29,370 | \$53,802 | \$64,027 |
|  |  |  |  |  |  |
| Return on average equity | 11.53 \% | 8.19 \% | 11.85 \% | 9.93 \% | 13.16 \% |
| Return on average tangible common equity (Non-GAAP) | 17.13 \% | 11.19 \% | 16.28 \% | 14.16 \% | 18.18 \% |


| (dollars in thousands) | Three months ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June 30, } \\ 2022 \\ \hline \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2022 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September 30, } 2021 \\ \hline \end{gathered}$ | $\begin{gathered} \text { June 30, } \\ 2021 \end{gathered}$ |
| Tangible shareholders' equity to tangible assets |  |  |  |  |  |
| Shareholders' equity (GAAP) | \$1,042,177 | \$1,109,182 | \$1,000,184 | \$982,014 | \$966,780 |
| Exclude goodwill and other intangible assets, net | 328,016 | 329,718 | 233,241 | 234,434 | 235,843 |
| Tangible shareholders' equity (Non-GAAP) | \$714,161 | \$779,464 | \$766,943 | \$747,580 | \$730,937 |
|  |  |  |  |  |  |
| Total assets (GAAP) | \$10,120,611 | \$10,118,328 | \$8,614,787 | \$8,458,030 | \$8,170,365 |
| Exclude goodwill and other intangible assets, net | 328,016 | 329,718 | 233,241 | 234,434 | 235,843 |
| Total tangible assets (Non-GAAP) | \$9,792,595 | \$9,788,610 | \$8,381,546 | \$8,223,596 | \$7,934,522 |
|  |  |  |  |  |  |
| Shareholders' equity to total assets (GAAP) | 10.30 \% | 10.96 \% | 11.61 \% | 11.61 \% | 11.83 \% |
| Tangible shareholders' equity to tangible assets (NonGAAP) | 7.29 \% | 7.96 \% | 9.15 \% | 9.09 \% | 9.21 \% |


|  | Three months ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (dollars in thousands) | $\begin{gathered} \text { June 30, } \\ 2022 \end{gathered}$ | $\begin{gathered} \text { March } 31, ~ \\ 2022 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 2021 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2021 \end{gathered}$ | $\begin{gathered} \text { June } 30 \text {, } \\ 2021 \end{gathered}$ |
| Tangible common shareholders' equity per share |  |  |  |  |  |
| Tangible s/h equity (Non-GAAP) | \$714,161 | \$779,464 | \$766,943 | \$747,580 | \$730,937 |
|  |  |  |  |  |  |
| Common shares outstanding at end of period | 33,350,974 | 33,837,935 | 29,730,424 | 29,714,609 | 29,716,294 |
|  |  |  |  |  |  |
| Common s/h equity (book value) per share (GAAP) | \$31.25 | \$32.78 | \$33.64 | \$33.05 | \$32.53 |
| Tangible common shareholders' equity (tangible book value) per share (Non-GAAP) | \$21.41 | \$23.04 | \$25.80 | \$25.16 | \$24.60 |

