Keefe Bruyette & Woods Tour

November 14-15, 2017
SAFE HARBOR STATEMENT

Certain comments included in this presentation may involve forward-looking statements, for which TriCo claims the protection of the “safe harbor” provisions credited by Federal securities laws. Such forward-looking statements are subject to risks and uncertainties which may cause TriCo’s actual results to differ materially from those contemplated by such statements. Additional information concerning certain of these risks and uncertainties are described in TriCo’s Annual Report of Form 10-K for the fiscal year ended December 31, 2016 and TriCo’s Quarterly Reports on Form 10-Q as filed with the SEC in fiscal 2017.
AGENDA

- Company Overview
- Recent Activities & Focus
- Key RevenueDrivers
- Challenges & Opportunities
- Financials
- Questions
OVERVIEW

Asset Size: $4.7 Billion
Location: Chico, CA
Founded: 1975
Deposits: $3.9 Billion
Loans (net): $2.9 Billion
Customers: 190,000
Bank Branches: 68*
ATMs: 84

*includes our telephone banking center
OVERVIEW

Nasdaq: TCBK

*Stock Price: $41.16

Market Capitalization: $944 million

*Price to Book stated: 1.9x
*Price to TBVPS 2.2x

**Asset Size Rank of CA Publicly Traded Banks: 14

*Valuation Information as of Market Close 11/03/2017
**Ranking as of 01/25/2015 – Source: SNL Financial
EXECUTIVE TEAM

Rick Smith  
President & CEO  
TriCo since 1993

John Fleshood  
EVP Chief Operating Officer  
TriCo since 2016

Tom Reddish  
EVP Chief Financial Officer  
TriCo since 1994

Craig Carney  
EVP Chief Credit Officer  
TriCo since 1996

Richard O’Sullivan  
EVP Commercial Banking  
TriCo since 1984

Dan Bailey  
EVP Retail Banking  
TriCo since 2007
2017 ACCOMPLISHMENTS

• New deposit product line-up implemented in Q1
• Strong fee revenue growth
  – Q3 year-over-year deposit fee income growth of 18%
• Several new technology projects for 2017:
  – Implementing new consumer and mortgage loan origination technologies
  – Loan and operational imaging projects
  – Leveraging 2016 core conversion investment into greater operating efficiencies
• Continued deposit market share expansion
POSITIONED FOR TODAY, PREPARED FOR THE FUTURE

• Strong and growing bank capital
• Competitive product set to compete with banks both large and small
• Superior reputation versus large bank competitors
• Continue to see strong organic growth in current environment
  – Loan growth of 6.2%*
  – Deposit growth of 1.0%*

*09/30/2017 vs. 09/30/2016
POSITIONED FOR TODAY, PREPARED FOR THE FUTURE continued

• Strong focus on risk management and new regulatory realities
  – Enterprise Risk
  – Strong focus on CRA
  – HMDA Reporting
  – Fair Lending

• Experienced project teams, well prepared for continued growth through acquisition
WHAT IS LONG TERM SUCCESS?

• Rewarding our shareholders
  – A winning culture with a motivated and talented work force (good people)
  – Significant and growing market share
  – Low cost core deposit base
  – Strong credit culture
  – Diversified revenue sources
  – Efficient operations
  – Strong risk management practices
KEY DRIVERS OF BANK REVENUES

• Deposits & Margin
  – Average Cost of Deposits of .11% as of 09/30/2017
  – Net Interest Margin in Q3 2017 was 4.24%

• Commercial Loans
  – Commercial Real Estate
    • Diverse portfolio of property types and geographies
  – Commercial & Industry Lines and Loans & Leases
  – Agricultural Loans
  – Asset-Based Loans

• Non-Interest Income
  – Service Charge & Fee Income
  – Mortgage Finance
  – Bank Wealth Management Program
KEY DRIVERS OF BANK REVENUES continued

• **Consumer Loans**
  – Home Equity Lines/Loans
    • Rising rates a positive for growth
  – Small Business

• **Growth Opportunities**
  – Wealth Management – Bank Managed Program
    • Raymond James as Broker-Dealer
  – Mortgage Banking
  – Merchant Fee Opportunities
  – Higher stock valuations a plus for M&A activity
DEPOSIT STRUCTURE

- **Savings**: 35% (Wtd. Avg. Rate – 0.52%)
- **Interest Demand**: 24% (Wtd. Avg. Rate – 0.09%)
- **Non Interest Bearing**: 33%
- **Time Deposits**: 8% (Wtd. Avg. Rate – 0.12%)

Data as of 09.30.2017
TOTAL ENDING DEPOSITS

Data as of 09.30.2017

2013: $2,410,483
2014: $3,380,423
2015: $3,631,266
2016: $3,895,560
Q3 2017: $3,927,456

13.9% CAGR
# MARKET SHARE OF ALL BRANCHES
## SORTED BY ZIP CODE

<table>
<thead>
<tr>
<th>Rank</th>
<th>Institution Name</th>
<th>State (Hdqtrd)</th>
<th>Charter</th>
<th>Deposit ($000)</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Wells Fargo Bank, National Association</td>
<td>SD</td>
<td>Federal</td>
<td>8,700,167</td>
<td>24.56%</td>
</tr>
<tr>
<td>2</td>
<td>Bank of America, National Association</td>
<td>NC</td>
<td>Federal</td>
<td>4,135,930</td>
<td>11.68%</td>
</tr>
<tr>
<td>3</td>
<td>Rabobank, National Association</td>
<td>CA</td>
<td>Federal</td>
<td>3,785,681</td>
<td>10.69%</td>
</tr>
<tr>
<td>4</td>
<td>Tri Counties Bank</td>
<td>CA</td>
<td>State</td>
<td>3,376,219</td>
<td>9.53%</td>
</tr>
<tr>
<td>5</td>
<td>JP Morgan Chase Bank, National Association</td>
<td>OH</td>
<td>Federal</td>
<td>2,487,052</td>
<td>7.02%</td>
</tr>
<tr>
<td>6</td>
<td>U.S. Bank National Association</td>
<td>OH</td>
<td>Federal</td>
<td>1,610,128</td>
<td>4.55%</td>
</tr>
<tr>
<td>7</td>
<td>Umpqua Bank</td>
<td>OR</td>
<td>State</td>
<td>1,476,048</td>
<td>4.17%</td>
</tr>
<tr>
<td>8</td>
<td>Bank of the West</td>
<td>CA</td>
<td>State</td>
<td>1,100,271</td>
<td>3.11%</td>
</tr>
</tbody>
</table>

Source: FDIC Summary of Deposits, June 2016
NON-INTEREST INCOME

• Consistently Represents Approximately 25% of Total Bank Revenues

• Residential Home Mortgage Lending
  – Refinances remain consistent
  – Increasing numbers of purchase transactions and increasing overall activity for home loans
  – Higher rates will slow refinance market in 2017
NON-INTEREST INCOME continued

- Wealth Management revenues
- Higher revenues from service charges and interchange income
- Cash Management fees continue to increase
- Merchant Card Services
  - $939 thousand YTD 2017
CONSUMER LOANS

• Increased demand for consumer loans
  – Home equity values have increased
  – Borrowers in 2016 used refinance of 1st mortgage to pay down debt

• Low rate environment led to historically high refi activity
  – $51MM in Q3 2017 HELOC volume resulted in $7.1MM increase in outstandings
  – This is compared to $53MM in Q2 2017 volume resulting in $3.6MM in contraction
  – Home equity lines/loans increasing in demand and may begin outpacing 1st lien refi volume soon
HOME EQUITY LOANS OUTSTANDING

Data as of 09.30.2017

2013: $354,454
2014: $383,898
2015: $362,854
2016: $331,537
Q3 2017: $334,539
LOAN PORTFOLIO BY TYPE

- Secured by RE - Commercial 2%
- Secured by RE - Residential 1-4 13%
- Construction - Commercial 3%
- Construction - RE 13%
- Commercial 8%
- Consumer - HELOCS 10%
- Consumer - Other 1%
- Consumer - Home Eq 2%

Data as of 09.30.2017
COMMERCIAL BANKING

• Target loans of $2,000,000 to $15,000,000
• Personalized banking
  • Assigned Relationship Managers
  • Assigned Cash Management Officers
• In-market lending
• Competition is as fierce and diverse as it has ever been
COMMERCIAL BANKING continued

• Agricultural lending
  • Drought risk has subsided
  • Commodity prices have stabilized

• Loans <$1,000,000 served through alternate channel
  • Business Relationship Managers
  • Credit scoring combined with traditional underwriting

• SBA 7A program now offered
## COMMERCIAL REAL ESTATE PORTFOLIO
### AS OF 09.30.2017

<table>
<thead>
<tr>
<th>Real Estate Loan Type</th>
<th># of Loans</th>
<th>Outstandings*</th>
<th>% to Total Loans</th>
<th>Avg. Commitment Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Office</td>
<td>589</td>
<td>376,307,000</td>
<td>13%</td>
<td>650,000</td>
</tr>
<tr>
<td>Retail</td>
<td>421</td>
<td>326,629,000</td>
<td>12%</td>
<td>815,000</td>
</tr>
<tr>
<td>Multi-Family</td>
<td>378</td>
<td>308,130,000</td>
<td>11%</td>
<td>841,000</td>
</tr>
<tr>
<td>Special Purpose</td>
<td>220</td>
<td>257,676,000</td>
<td>9%</td>
<td>1,222,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>718</td>
<td>428,659,000</td>
<td>15%</td>
<td>636,000</td>
</tr>
<tr>
<td>Warehouse, Manufacturing, Bare Land, Agricultural Land + Structures</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td>2,326</td>
<td>1,697,401,000</td>
<td>58%</td>
<td>-</td>
</tr>
<tr>
<td>Averages</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>761,000</td>
</tr>
</tbody>
</table>

* RE Loan Type segment totals do not include all purchase discount adjustments
AG PORTFOLIO AS OF 09.30.2017

- Agricultural Loans (excluding RE secured) total $46 million in total commitments with $26 million outstanding
- The highest crop concentrations by commitments are:

<table>
<thead>
<tr>
<th>Crop Type</th>
<th>Total Loan</th>
<th>Number of Loans</th>
<th>Avg. Commitment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rice</td>
<td>$12.0 million</td>
<td>44 loans</td>
<td>$274,000</td>
</tr>
<tr>
<td>Multiple Crop</td>
<td>$8.8 million</td>
<td>11 loans</td>
<td>$801,000</td>
</tr>
<tr>
<td>Almonds</td>
<td>$6.9 million</td>
<td>10 loans</td>
<td>$685,000</td>
</tr>
<tr>
<td>Walnuts</td>
<td>$4.6 million</td>
<td>6 loans</td>
<td>$767,000</td>
</tr>
<tr>
<td>Misc. Row Crop</td>
<td>$1.0 million</td>
<td>4 loans</td>
<td>$261,000</td>
</tr>
<tr>
<td>Beef</td>
<td>$893 thousand</td>
<td>8 loan</td>
<td>$112,000</td>
</tr>
</tbody>
</table>
CONSTRUCTION AND A&D

- Construction lending totals approx. $147,939,000 outstanding with $314,605,000 in commitments
- Residential construction approx. $75,120,000
- Commercial construction approx. $72,820,000
- Total construction, land development and land acquisition loans represent 5.1% of total loans outstanding

Data as of 09.30.2017
TOTAL LOANS
NET OF UNAMORTIZED DEFERRED LOAN FEES AND DISCOUNTS ($000’S)

Data as of 09.30.2017

2013 $1,672,007
2014 $2,282,524
2015 $2,522,937
2016 $2,759,593
Q3 2017 $2,931,613

16.2% CAGR
GROWTH OPPORTUNITIES

• Mergers and Acquisitions
  – 3 Branch purchase Bank of America 2016
  – North Valley Bancorp 2014
  – Citizens Bank of Northern California 2011
  – Granite Community Bank 2010
  – North State National Bank 2003
  – 9 Branch purchase Wells Fargo 1997
  – Sutter Butte Savings 1996
  – Country National Bank 1993
  – Branch purchase from Wells Fargo 1987
  – Shasta County Bank 1981
WHAT KEEPS US UP AT NIGHT?

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

• Big Banks
  – Aggressive banking in community bank space
  – Bad reputations
  – Large banks cost saving a new opportunity in rural markets

• Technology and Banking
  – New technology is expensive
  – New technology will streamline banking ultimately lowering costs

• Bank Operations and Efficiency
  – Managing multiple delivery channels

• Enterprise Risk Management
  – Many threats, so little time
FINANCIALS
TOTAL ASSETS ($000’S)

- 2013: $2,744,066
- 2014: $3,912,358
- 2015: $4,220,722
- 2016: $4,517,968
- Q3 2017: $4,656,435

Data as of 09.30.2017

15.1% CAGR
**CAPITAL RATIOS ($000’S)**

- **Common Equity Tier 1**
- **Tier 1**
- **Total Risk Based**
- **Tangible Common**

Data as of 09.30.2017

2017 Keefe Bruyette & Woods Tour
NET INCOME ($000’S)

Data as of 09.30.2017

Q1  Q2  Q3  Q4

2013  $5,236  $7,361  $6,325  $8,477
2014  $5,650  $8,234  $4,859  $7,365
2015  $11,422  $12,694  $11,366  $8,336
2016  $12,533  $12,199  $9,405  $10,674
2017  $11,897  $13,589  $12,079  $12,533
NET INTEREST MARGIN

![Bar chart showing the net interest margin for the years 2013 to Q3 2017. The data is as of 09.30.2017.](#)
NON-INTEREST INCOME ($000’S)

Data as of 09.30.2017

Q1 | Q2 | Q3 | Q4

2017: $12,930
2016: $12,462
2015: $11,445
2014: $9,755
2013: $10,219

Data as of 09.30.2017
EFFICIENCY RATIO  (FULLY TAXABLE EQUIVALENT)

Data as of 09.30.2017

2013: 67.3%
2014: 72.9%
2015: 64.7%
2016: 67.9%
Q3 2017: 64.6%
DILUTED EARNINGS PER SHARE

Data as of 09.30.2017
2017 Keefe Bruyette & Woods Tour

PAYOUT RATIO

Data as of 09.30.2017

DIVIDENDS PAID

DIVIDEND YIELD

Data as of 09.30.2017

38 | November 2017
NON-PERFORMING ASSETS TO TOTAL ASSETS

Data as of 09.30.2017

2013: 2.17%
2014: 1.34%
2015: 1.01%
2016: 0.53%
Q3 2017: 0.54%
ALLOWANCE FOR
LOAN LOSSES TO TOTAL LOANS

Data as of 09.30.2017
ORIGINATED ALLL TO TOTAL ORIGINATED LOANS

Data as of 09.30.2017
ANNUALIZED NET CHARGE-OFFS TO AVERAGE LOANS

Data as of 09.30.2017

*0.08% related to ASC 310-30 PCI loan adjustment
RETURN ON AVERAGE ASSETS

2013: 1.04%
2014: 0.87%
2015: 1.11%
2016: 1.03%
Q3 2017: 1.04%

Data as of 09.30.2017
RETURN ON AVERAGE SHAREHOLDER’S EQUITY

- 2013: 11.34%
- 2014: 8.67%
- 2015: 10.04%
- 2016: 9.47%
- Q3 2017: 9.38%

Data as of 09.30.2017
TRICO BANCSHARES IS COMMITTED TO:

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