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, 2015 and TriCo’s Quarterly Reports on Form 10-Q as filed with the SEC in fiscal 2016.
AGENDA

• Company Overview
• Recent Activities & Focus
• Key Revenue Drivers
• Challenges & Opportunities
• Financials
• Questions
OVERVIEW

Asset Size: $4.5 Billion
Location: Chico, CA
Founded: 1975
Deposits: $3.9 Billion
Loans (net): $2.7 Billion
Customers: 190,000
Bank Branches: 68
ATMs: 80
OVERVIEW

Nasdaq: TCBK

*Stock Price: $35.29

Market Capitalization: $808 million

*Price to Book stated: 1.6x
*Price to TBVPS 1.9x

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

*Valuation Information as of Market Close 01/17/2017
**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
2016 ACCOMPLISHMENTS

• Purchase of 3 branches from Bank of America
  – Completed in March 2016
• Several new technology projects for 2016:
  – New Mobile Banking program
  – New Business On-Line Banking
  – Loan and Operational Imaging projects
  – Core Conversion
• 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 9.4%
  - Deposit growth of 7.8% (includes BofA branch purchase)
POSITIONED FOR TODAY, PREPARED FOR THE FUTURE  

- 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 .09% as of 12/31/2016
  – Net Interest Margin in 2016 was 4.23%

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

• Non-Interest Income
  – Service Charge & Fee Income
  – Mortgage Finance
  – Bank Wealth Management Program – AUM $577 million
KEY DRIVERS OF BANK REVENUES  

- **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 36%
  - Wtd. Avg. Rate – 0.13%
- Non Interest Bearing 33%
  - Wtd. Avg. Rate – 0.40%
- Interest Demand 23%
  - Wtd. Avg. Rate – 0.05%
- Time Deposits 8%
  - Wtd. Avg. Rate – 0.05%

Data as of 12.31.2016
TOTAL ENDING DEPOSITS

Data as of 12.31.2016

2012: $2,289,702
2013: $2,410,483
2014: $3,380,423
2015: $3,631,266
2016: $3,895,560

14.2% CAGR
### MARKET SHARE OF ALL BRANCHES

<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
• Lower revenues from service charges but increased interchange income
• Cash Management fees continue to increase following merger integration
• Merchant Card Services – $1.1 million in 2016
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
  – $33MM in Q4 2016 HELOC volume resulted in $14MM reduction in outstandings
  – Home equity lines/loans increasing in demand but cannot outpace 1st lien refi volume

• Auto loan demand constant
<table>
<thead>
<tr>
<th>Year</th>
<th>Home Equity Loans Outstanding</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$355,582</td>
</tr>
<tr>
<td>2013</td>
<td>$354,454</td>
</tr>
<tr>
<td>2014</td>
<td>$383,898</td>
</tr>
<tr>
<td>2015</td>
<td>$362,854</td>
</tr>
<tr>
<td>2016</td>
<td>$331,537</td>
</tr>
</tbody>
</table>

Data as of 12.31.2016
LOAN PORTFOLIO BY TYPE

- Secured by RE - Com'l: 63%
- Construction - RE: 11%
- Consumer - HELOCS: 11%
- Consumer - Home Eq: 2%
- Commercial: 8%
- Consumer - Other: 1%
- Construction - Commercial: 2%
- Secured by RE - Residential 1-4: 11%

Data as of 12.31.2016
COMMERCIAL LOANS

- Total Commercial: 76%
- Total Consumer: 24%

Data as of 12.31.2016
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
  - $177 million in CRE & C&I production in Q4 resulted in $62 million in net growth, excluding loan purchases
COMMERCIAL BANKING  continued

- Agricultural lending
  - Improving drought conditions
  - Ag prices declining may well be a positive
- 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 12.31.2016

<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>584</td>
<td>356,778,000</td>
<td>13%</td>
<td>623,000</td>
</tr>
<tr>
<td>Retail</td>
<td>422</td>
<td>316,792,000</td>
<td>11%</td>
<td>789,000</td>
</tr>
<tr>
<td>Multi-Family</td>
<td>360</td>
<td>291,643,000</td>
<td>11%</td>
<td>840,000</td>
</tr>
<tr>
<td>Special Purpose</td>
<td>220</td>
<td>233,001,000</td>
<td>8%</td>
<td>1,110,000</td>
</tr>
<tr>
<td>Gas Station, Mini Storage, Hotel/Motel, Restaurant</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>1,205</td>
<td>553,000,000</td>
<td>20%</td>
<td>500,000</td>
</tr>
<tr>
<td>Warehouse, Manufacturing, Bare Land, Agricultural Land + Structures</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>2,791</strong></td>
<td><strong>1,750,999,000</strong></td>
<td><strong>63%</strong></td>
<td><strong>-</strong></td>
</tr>
<tr>
<td><strong>Averages</strong></td>
<td><strong>-</strong></td>
<td><strong>-</strong></td>
<td><strong>-</strong></td>
<td><strong>661,000</strong></td>
</tr>
</tbody>
</table>

* RE Loan Type segment totals do not include all purchase discount adjustments
**AG PORTFOLIO AS OF 12.31.2016**

- Agricultural Loans (excluding RE secured) total $65 million in total commitments with $40 million outstanding.
- The highest crop concentrations by commitments are:

<table>
<thead>
<tr>
<th>Crop</th>
<th>Total Commitment</th>
<th>Loans</th>
<th>Avg. Commitment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rice</td>
<td>$19.7 million</td>
<td>62</td>
<td>$318,000 Avg. Commitment</td>
</tr>
<tr>
<td>Multiple Crop</td>
<td>$18.8 million</td>
<td>19</td>
<td>$989,000 Avg. Commitment</td>
</tr>
<tr>
<td>Almonds</td>
<td>$5.1 million</td>
<td>10</td>
<td>$511,000 Avg. Commitment</td>
</tr>
<tr>
<td>Dairy</td>
<td>$1.2 million</td>
<td>6</td>
<td>$204,000 Avg. Commitment</td>
</tr>
<tr>
<td>Beef</td>
<td>$1.2 million</td>
<td>11</td>
<td>$108,000 Avg. Commitment</td>
</tr>
<tr>
<td>Walnuts</td>
<td>$1.2 million</td>
<td>4</td>
<td>$289,000 Avg. Commitment</td>
</tr>
</tbody>
</table>
CONSTRUCTION AND A&D

- Construction lending totals approx. $122,419,000 outstanding with $221,301,000 in commitments
- Residential construction approx. $55,429,000
- Commercial construction approx. $66,990,000
- Total construction, land development and land acquisition loans represent 4.4% of total loans outstanding

Data as of 12.31.2016
TOTAL LOANS
NET OF UNAMORTIZED DEFERRED LOAN FEES AND DISCOUNTS ($000’S)

Data as of 12.31.2016

<table>
<thead>
<tr>
<th>Year</th>
<th>Loans ($000's)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$1,564,823</td>
</tr>
<tr>
<td>2013</td>
<td>$1,672,007</td>
</tr>
<tr>
<td>2014</td>
<td>$2,282,524</td>
</tr>
<tr>
<td>2015</td>
<td>$2,522,937</td>
</tr>
<tr>
<td>2016</td>
<td>$2,759,593</td>
</tr>
</tbody>
</table>

15.2% CAGR
GROWTH OPPORTUNITIES

• Mergers and Acquisitions
  – 3 Branch purchase from 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?

- Rising Rate Pricing Adjustments
- Interest Rate Risk
- Aggressive Competitors
- Compliance Regulations
- The Cost of Compliance with New Regulations
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)

Data as of 12.31.2016

2012: $2,609,269
2013: $2,744,066
2014: $3,912,358
2015: $4,220,722
2016: $4,517,968

14.7% CAGR
Capital Ratios ($000's)

Data as of 12.31.2016
NET INTEREST MARGIN

Data as of 12.31.2016

<table>
<thead>
<tr>
<th>Year</th>
<th>Wtd. Avg. Deposit Rate</th>
<th>Net Interest Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>0.20%</td>
<td>4.32%</td>
</tr>
<tr>
<td>2013</td>
<td>0.15%</td>
<td>4.18%</td>
</tr>
<tr>
<td>2014</td>
<td>0.12%</td>
<td>4.17%</td>
</tr>
<tr>
<td>2015</td>
<td>0.10%</td>
<td>4.39%</td>
</tr>
<tr>
<td>2016</td>
<td>0.09%</td>
<td>4.23%</td>
</tr>
</tbody>
</table>
NON-INTEREST INCOME ($000’S)

Data as of 12.31.2016

- 2012: Q1 = $8,265, Q2 = $10,011, Q3 = $10,577, Q4 = $9,127
- 2013: Q1 = $7,352, Q2 = $10,131, Q3 = $9,127, Q4 = $10,131
- 2014: Q1 = $8,295, Q2 = $8,589, Q3 = $7,877, Q4 = $11,642
- 2015: Q1 = $10,180, Q2 = $12,080, Q3 = $11,445, Q4 = $11,066
- 2016: Q1 = $9,790, Q2 = $11,245, Q3 = $12,462, Q4 = $11,066

Data as of 12.31.2016
EFFICIENCY RATIO (FULLY TAXABLE EQUIVALENT)

Data as of 12.31.2016

<table>
<thead>
<tr>
<th>Year</th>
<th>Efficiency Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>70.2%</td>
</tr>
<tr>
<td>2013</td>
<td>67.3%</td>
</tr>
<tr>
<td>2014</td>
<td>72.9%</td>
</tr>
<tr>
<td>2015</td>
<td>64.7%</td>
</tr>
<tr>
<td>2016</td>
<td>67.9%</td>
</tr>
</tbody>
</table>
DILUTED EARNINGS PER SHARE

Data as of 12.31.2016

--- | --- | --- | --- | ---
$0.29 | $0.32 | $0.25 | $0.50 | $0.54
$0.31 | $0.45 | $0.35 | $0.55 | $0.53
$0.33 | $0.39 | $0.30 | $0.49 | $0.41
$0.25 | $0.53 | $0.45 | $0.36 | $0.46

Q1 | Q2 | Q3 | Q4
DIVIDENDS PER SHARE

Data as of 12.31.2016


Q1 Q2 Q3 Q4
NON-PERFORMING ASSETS TO TOTAL ASSETS

Data as of 12.31.2016
ALLOWANCE FOR
LOAN LOSSES TO TOTAL LOANS

Data as of 12.31.2016

- 2012: 2.73%
- 2013: 2.29%
- 2014: 1.60%
- 2015: 1.43%
- 2016: 1.18%
ANNUALIZED NET CHARGE-OFFS TO AVERAGE LOANS

Data as of 12.31.2016

- 2012: 0.82%
- 2013: 0.23%
- 2014: -0.13%
- 2015: -0.14%
- 2016: -0.19%
RETURN ON AVERAGE ASSETS

Data as of 12.31.2016

2012: 0.75%
2013: 1.04%
2014: 0.87%
2015: 1.11%
2016: 1.03%
RETURN ON AVERAGE SHAREHOLDER’S EQUITY

Data as of 12.31.2016
TRICO BANCSHARES IS COMMITTED TO:

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