SAFE HARBOR STATEMENT

Certain statements contained herein that are not historical facts are forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects on the Company. Such statements involve inherent risks and uncertainties, many of which are difficult to predict and are generally beyond our control. There can be no assurance that future developments affecting us will be the same as those anticipated by management. We caution readers that a number of important factors could cause actual results to differ materially from those expressed in, or implied or projected by, such forward-looking statements. These risks and uncertainties include, but are not limited to, the following: the strength of the United States economy in general and the strength of the local economies in which we conduct operations; the effects of, and changes in, trade, monetary and fiscal policies and laws, including interest rate policies of the Board of Governors of the Federal Reserve System; inflation, interest rate, market and monetary fluctuations; the impact of changes in financial services policies, laws and regulations; technological changes; mergers and acquisitions; changes in the level of our nonperforming assets and charge-offs; any deterioration in values of California real estate, both residential and commercial; the effect of changes in accounting standards and practices; possible other-than-temporary impairment of securities held by us; changes in consumer spending, borrowing and savings habits; our ability to attract deposits and other sources of liquidity; changes in the financial performance and/or condition of our borrowers; the impact of competition from other financial service providers; the possibility that any of the anticipated benefits of our recent merger with FNBB will not be realized or will not be realized within the expected time period, or that integration of FNBB's operations will be more costly or difficult than expected; the challenges of integrating and retaining key employees; unanticipated regulatory or judicial proceedings; the costs and effects of litigation and of unexpected or adverse outcomes in such litigation; and our ability to manage the risks involved in the foregoing. Additional factors that could cause results to differ materially from those described above can be found in our Annual Report on Form 10-K for the year ended December 31, 2017, which is on file with the Securities and Exchange Commission (the “SEC”) and available in the “Investor Relations” section of our website, https://www.tcbk.com/investor-relations and in other documents we file with the SEC. Annualized, pro forma, projections and estimates are not forecasts and may not reflect actual results.
AGENDA

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

Asset Size: $6.3 Billion
Location: Chico, CA
Founded: 1975
Deposits: $5.1 Billion
Loans (net): $4.0 Billion
Bank Branches: 79
ATMs: 99
COMPANY OVERVIEW

Nasdaq: TCBK

Stock Price*: $36.72

Market Capitalization: $1.12 billion

Price to Book stated: 1.4x
Price to TBVPS  2.0x

Rank (Total Assets) among CA Publicly Traded Banks: 12
(Source: SNL Financial)

**as of 11/2/18 COB
EXECUTIVE TEAM

Rick Smith
President & CEO
TriCo since 1993

John Fleshood
EVP Chief Operating Officer
TriCo since 2016

Peter Wiese
EVP Chief Financial Officer
TriCo since 2018

Craig Carney
EVP Chief Credit Officer
TriCo since 1996

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

Dan Bailey
EVP Chief Retail Banking Officer
TriCo since 2007
2018 ACCOMPLISHMENTS

• Consistently strong growth in corporate treasury management service charges and deposit balances

• Technology projects
  – Corporate treasury management products
  – Support for consumer, mortgage, and small business lending products
  – Continuing to leverage 2016 core conversion investment into payment systems and transaction automation efficiency

• Completed acquisition and IT integration of FNB Bancorp
POSITIONED FOR TODAY, PREPARED FOR THE FUTURE

- Strong and growing bank capital
- Competitive product set to compete with banks both large and small - #1 Community Bank alternative in Northern California and on the San Francisco Peninsula
- Superior reputation versus large bank competitors
- Continue to see strong organic growth in current environment

Qtly. Avg. Balance v. Prior Year*
- Loan growth: 10.9%
- Deposit growth: 5.1%

*09/30/2018 vs. 09/30/2017
POSITIONED FOR TODAY, PREPARED FOR THE FUTURE

• Strong focus on risk management and new regulatory realities
  – Enterprise Risk
  – Strong Focus on CRA & Compliance
  – 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 **0.16%** as of 09/30/2018, including approx. $992 million of deposits from FNB
  – Net Interest Margin in Q3 2018 was **4.32%**

• **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 Card Processing Fee Opportunities
DEPOSIT STRUCTURE

- Non Interest Bearing: 34%
- Interest Demand: 22%
- Savings: 36%
- Time Deposits: 8%

Wtd. Avg. Rate:
- Non Interest Bearing: 0.92%
- Interest Demand: 0.09%
- Savings: 0.18%
- Time Deposits: 0.18%

Data as of 09.30.2018

November 2018
TOTAL ENDING DEPOSITS ($000’S)

*Data as of 09.30.2018 inclusive of the 2014 and 2018 mergers

- 2013: $2,410,483
- 2014: $3,380,423
- 2015: $3,631,266
- 2016: $3,895,560
- 2017: $4,009,131
- Q3 2018: $5,093,117

17.1% 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>Deposits ($000)</th>
<th>Market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>U.S. Bank National Association</td>
<td>OH</td>
<td>Federal</td>
<td>9,893,012</td>
<td>21.2%</td>
</tr>
<tr>
<td>2</td>
<td>Wells Fargo &amp; Company</td>
<td>SD</td>
<td>Federal</td>
<td>8,782,186</td>
<td>18.8%</td>
</tr>
<tr>
<td>3</td>
<td>Bank of America, National Association</td>
<td>NC</td>
<td>Federal</td>
<td>6,017,267</td>
<td>12.9%</td>
</tr>
<tr>
<td>4</td>
<td>Tri Counties Bank</td>
<td>CA</td>
<td>State</td>
<td>3,881,355</td>
<td>8.3%</td>
</tr>
<tr>
<td>5</td>
<td>JP Morgan Chase Bank, National Association</td>
<td>OH</td>
<td>Federal</td>
<td>2,994,175</td>
<td>6.4%</td>
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<tr>
<td>6</td>
<td>MUFG Union Bank, National Association</td>
<td>CA</td>
<td>Federal</td>
<td>2,177,323</td>
<td>4.7%</td>
</tr>
<tr>
<td>7</td>
<td>Bank of the West</td>
<td>CA</td>
<td>State</td>
<td>1,832,370</td>
<td>3.9%</td>
</tr>
<tr>
<td>8</td>
<td>Umpqua Bank</td>
<td>CA</td>
<td>State</td>
<td>1,636,359</td>
<td>3.5%</td>
</tr>
</tbody>
</table>

Source: FDIC Summary of Deposits, June 2017
NON-INTEREST INCOME

- Consistently Represents Approximately 20%+ of total revenues
- Wealth Management – recurring fee AUM model
- Deposit and Card products - Higher revenues from service charges and interchange income
- Corporate Treasury Management product fees continue to increase
CONSUMER LOANS

• Increased demand for consumer loans
  – Home equity values continue to increase
  – Borrowers using refinance of 1st mortgage to pay down debt

• Low rate environment continues to contribute to home equity pay downs and payoffs (re-fi), but production remains solid.
  – $41MM in Q3 2018 HELOC volume resulted in $2MM decrease in outstandings (net of FNB HELOC balances)
  – This is compared to $43MM in Q2 2018 volume resulting in a $1MM increase in outstandings
HOME EQUITY LOANS OUTSTANDING ($000’S)

Data as of 09.30.2018
November 2018
LOAN PORTFOLIO BY TYPE

Data as of 09.30.2018
November 2018
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  

• 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 7(a) program now offered
TOTAL LOANS

NET OF UNAMORTIZED DEFERRED LOAN FEES AND DISCOUNTS ($000’S)

2013 2014 2015 2016 2017 Q3 2018

$1,672,007  $2,282,524  $2,522,937  $2,759,593  $3,015,165  $4,027,436

20.3% CAGR*

*Data as of 09.30.2018 inclusive of the 2014 and 2018 mergers

November 2018
GROWTH OPPORTUNITIES – TCBK HISTORY (000’S)


- March 2016: Acquired 3 Branch purchase Bank of America ($164mm deposits)
- January 2014: Acquired North Valley Bank ($931mm assets)
- September 2011: Acquired Citizens Bank of Northern California ($270mm assets)
- May 2010: Acquired Granite Community Bank ($100mm assets)
- April 2003: Acquired North State National Bank ($140mm assets)
- July 2018: Acquired FNB Bancorp ($1.2B assets)
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
FINANCIALS
TOTAL ASSETS ($000’S)

*Data as of 09.30.2018 inclusive of the 2014 and 2018 mergers

November 2018
CAPITAL RATIOS ($000’S)

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

Data as of 09.30.2018

November 2018
NET INCOME ($000’S)

Data as of 09.30.2018

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$8,477</td>
<td>$7,365</td>
<td>$6,325</td>
<td>$7,361</td>
<td>$5,236</td>
</tr>
<tr>
<td>2014</td>
<td>$7,365</td>
<td>$8,234</td>
<td>$4,859</td>
<td>$5,650</td>
<td>$5,650</td>
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<tr>
<td>2015</td>
<td>$8,336</td>
<td>$11,366</td>
<td>$12,934</td>
<td>$12,694</td>
<td>$12,694</td>
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<td>2016</td>
<td>$10,674</td>
<td>$9,405</td>
<td>$12,199</td>
<td>$12,533</td>
<td>$12,533</td>
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<tr>
<td>2017</td>
<td>$12,079</td>
<td>$13,589</td>
<td>$11,897</td>
<td>$2,989</td>
<td>$2,989</td>
</tr>
<tr>
<td>2018 YTD</td>
<td>$13,910</td>
<td>$15,029</td>
<td>$16,170</td>
<td>$15,029</td>
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</tr>
</tbody>
</table>

2013-2018

$5,000 $10,000 $15,000 $20,000 $25,000 $30,000 $35,000 $40,000 $45,000 $50,000

Q1
Q2
Q3
Q4

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Western Bank Symposium

Data as of 09.30.2018
November 2018
NET INTEREST MARGIN

Data as of 09.30.2018

Deposit Cost  Net Interest Margin

2014: 0.12%  4.17%
2015: 0.10%  4.39%
2016: 0.09%  4.23%
2017: 0.10%  4.22%
Q1 2018: 0.11%  4.14%
Q2 2018: 0.12%  4.14%
Q3 2018: 0.16%  4.32%
NON-INTEREST INCOME ($000'S)

Data as of 09.30.2018

November 2018
EFFICIENCY RATIO (FULLY TAXABLE EQUIVALENT)

Data as of 09.30.2018

2013 2014 2015 2016 2017 Q3 2018

- 2013: 67.3%
- 2014: 72.9%
- 2015: 64.7%
- 2016: 67.9%
- 2017: 65.5%
- Q3 2018: 65.2%
DILUTED EARNINGS PER SHARE

Data as of 09.30.2018

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
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</thead>
<tbody>
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<td>$0.53</td>
<td>$0.45</td>
<td>$0.36</td>
<td>$0.46</td>
<td>$0.52</td>
<td>$0.60</td>
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<tr>
<td>Q2</td>
<td>$0.39</td>
<td>$0.30</td>
<td>$0.49</td>
<td>$0.41</td>
<td>$0.58</td>
<td>$0.65</td>
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<tr>
<td>Q3</td>
<td>$0.45</td>
<td>$0.50</td>
<td>$0.55</td>
<td>$0.53</td>
<td>$0.51</td>
<td>$0.53</td>
</tr>
<tr>
<td>Q4</td>
<td>$0.25</td>
<td>$0.36</td>
<td>$0.49</td>
<td>$0.41</td>
<td>$0.53</td>
<td>$0.53</td>
</tr>
</tbody>
</table>

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November 2018

32
### DIVIDENDS PAID

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>YTD</th>
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<tr>
<td>2013</td>
<td>$0.09</td>
<td>$0.11</td>
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<td>2014</td>
<td>$0.11</td>
<td>$0.11</td>
<td>$0.11</td>
<td>$0.11</td>
<td>$0.11</td>
</tr>
<tr>
<td>2015</td>
<td>$0.11</td>
<td>$0.11</td>
<td>$0.11</td>
<td>$0.11</td>
<td>$0.11</td>
</tr>
<tr>
<td>2016</td>
<td>$0.15</td>
<td>$0.13</td>
<td>$0.13</td>
<td>$0.13</td>
<td>$0.13</td>
</tr>
<tr>
<td>2017</td>
<td>$0.15</td>
<td>$0.15</td>
<td>$0.15</td>
<td>$0.15</td>
<td>$0.15</td>
</tr>
<tr>
<td>2018 YTD</td>
<td>$0.17</td>
<td>$0.17</td>
<td>$0.17</td>
<td>$0.17</td>
<td>$0.17</td>
</tr>
</tbody>
</table>

**12.0% CAGR**

Data as of 09.30.2018

November 2018
NON-PERFORMING ASSETS TO TOTAL ASSETS

Data as of 09.30.2018

2013: 2.17%
2014: 1.34%
2015: 1.01%
2016: 0.53%
2017: 0.58%
Q3 2018: 0.46%
ALLOWANCE FOR LOAN LOSSES TO TOTAL LOANS

Data as of 09.30.2018

2013: 2.29%
2014: 1.60%
2015: 1.43%
2016: 1.18%
2017: 1.01%
Q3 2018: 0.78%
ANNUALIZED NET CHARGE-OFFS TO AVERAGE LOANS

*0.08% related to ASC 310-30 PCI loan adjustment

Data as of 09.30.2018

November 2018
RETURN ON AVERAGE ASSETS

Data as of 09.30.2018

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2013 2014 2015 2016 2017 Q3 2018

1.04% 0.87% 1.11% 1.03% 0.89% 1.05%

November 2018
RETURN ON AVERAGE SHAREHOLDER’S EQUITY

- **2013**: 11.34%
- **2014**: 8.67%
- **2015**: 10.04%
- **2016**: 9.47%
- **2017**: 8.10%
- **Q3 2018**: 9.11%

Data as of 09.30.2018

November 2018
TRICO BANCSHARES IS COMMITTED TO:

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