#### Service With Solutions™

### 21<sup>st</sup> Annual D.A. Davidson Financial Institutions Conference

May 6-8, 2019

Richard P. Smith – President & Chief Executive Officer John S. Fleshood – EVP & Chief Operating Officer



# SAFE HARBOR STATEMENT

The statements contained herein that are not historical facts are forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects on the Company. Such statements involve inherent risks and uncertainties, many of which are difficult to predict and are generally beyond our control. There can be no assurance that future developments affecting us will be the same as those anticipated by management. We caution readers that a number of important factors could cause actual results to differ materially from those expressed in, or implied or projected by, such forward-looking statements. These risks and uncertainties include, but are not limited to, the following: the strength of the United States economy in general and the strength of the local economies in which we conduct operations; the effects of, and changes in, trade, monetary and fiscal policies and laws, including interest rate policies of the Board of Governors of the Federal Reserve System; inflation, interest rate, market and monetary fluctuations; the impact of changes in financial services policies, laws and regulations; technological changes; 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, 2018, which is on file with the Securities and Exchange Commission (the "SEC") and available in the "Investor Relations" section of our website, https://www.tcbk.com/investor-relations and in other documents we file with the SEC. Annualized, pro forma, projections and estimates are not forecasts and may not reflect actual results.



# AGENDA

- Most Recent Quarter Recap
- Company Overview
- Lending Overview
- Deposit Overview
- Financials





# • Q1 2019 return on average assets of 1.41% versus 1.17% in Q1 2018 and 1.47% in the

Earnings Consistency	<ul> <li>Average yield on earnings assets of 4.71% in Q1 2019 compared to 4.33% in Q1 2018 and 4.82% in the linked quarter.</li> </ul>
Industry Leading Net Interest Margin	<ul> <li>Net interest margin of 4.46% for Q1 2019 versus 4.14% in Q1 2018 and 4.53% in the linked quarter.</li> <li>Loan to deposit ratio remained stable at 74% at Q1 2019 compared to 75% at both the linked and similar quarter of the prior year.</li> </ul>
Superior Credit Quality	<ul> <li>Non-performing assets to total assets of 0.34% as of Q1 2019 which declined from 0.47% as of the trailing quarter.</li> <li>Net recoveries on charged-off loans during the last four quarters has totaled nearly \$900,000.</li> </ul>
Low Efficiency Ratio	• Expense control and improved efficiencies made possible through technology has resulted in a stable efficiency ratio which was 60.1% at Q1 2019 as compared to 59.1% in the trailing quarter.
Profitable Deposit Base	<ul> <li>Average cost of total deposits remained unchanged versus the prior quarter at 0.20%.</li> <li>Total deposits grew 4.8% on an annualized linked quarter basis, with non-interest bearing demand deposits comprising 32% of total deposits.</li> </ul>
Strong Capital Levels	<ul> <li>Tangible capital consistent at 9.7%.</li> <li>Consistent payment of quarterly cash dividend with a history of periodic increases.</li> </ul>



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# **COMPANY OVERVIEW**



# **COMPANY OVERVIEW**

\$4.0 Billion

79

**99** 

Asset Size: \$6.5 Billion

Founded: 1975

Deposits: \$5.4 Billion

Loans (net):

Bank Branches:

ATMs:

Market Area:

TriCo currently serves 29 counties throughout Northern and Central California. These counties represent over 30% of California's population.





# **COMPANY OVERVIEW**

Nasdaq:	ТСВК		
Stock Price*:	\$39.91		
Market Capitalization:	\$1.21 billion		
Price to Book stated: Price to TBVPS	1.4x 2.0x		
Rank (Total Assets) among CA Publicly Traded Banks: (Source: SNL Financial)	12		



\*as of 4/30/2019 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* 



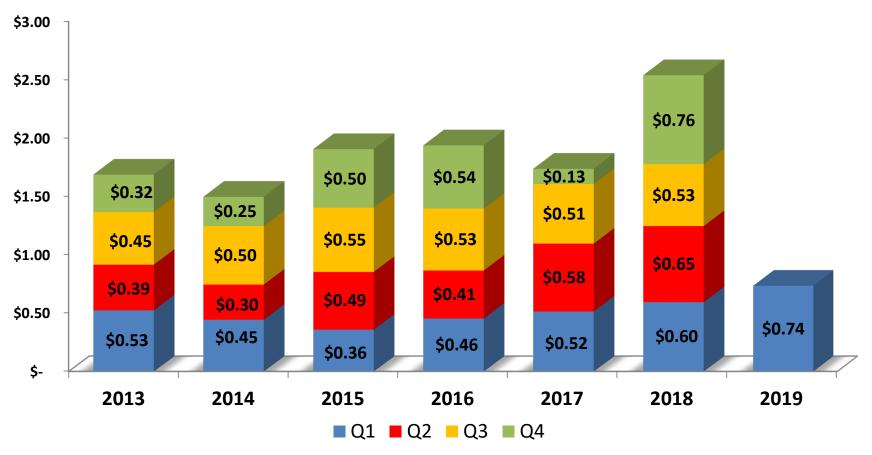
# **CONSISTENT EARNINGS TRACK RECORD**





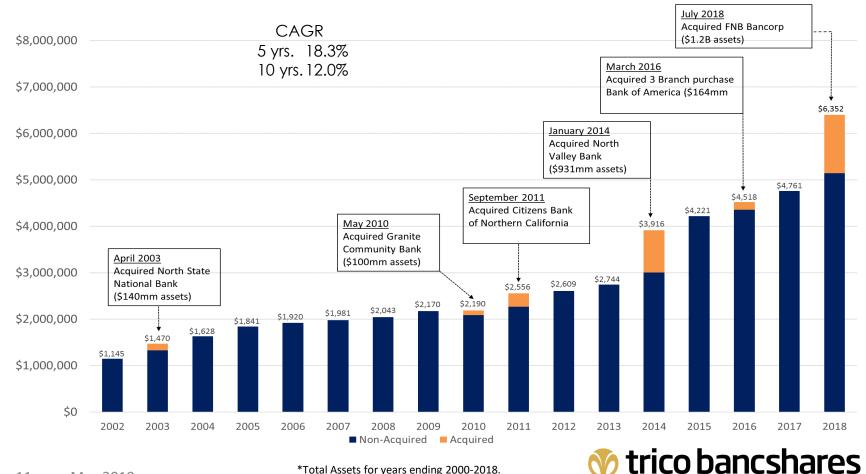
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# **DILUTED EARNINGS PER SHARE**





# **CONSISTENT ORGANIC GROWTH AND DISCIPLINED ACQUIRER**



May 2019 11

\*Total Assets for years ending 2000-2018.

# WHAT KEEPS US UP AT NIGHT?

- Flat and Inverted Yield Curves
- Deposit Betas
- Ability to Increase Loan Yields
- Interest Rate Risk
- Aggressive Competitors
- The Cost of Compliance with New Regulations
- Dysfunction in Washington

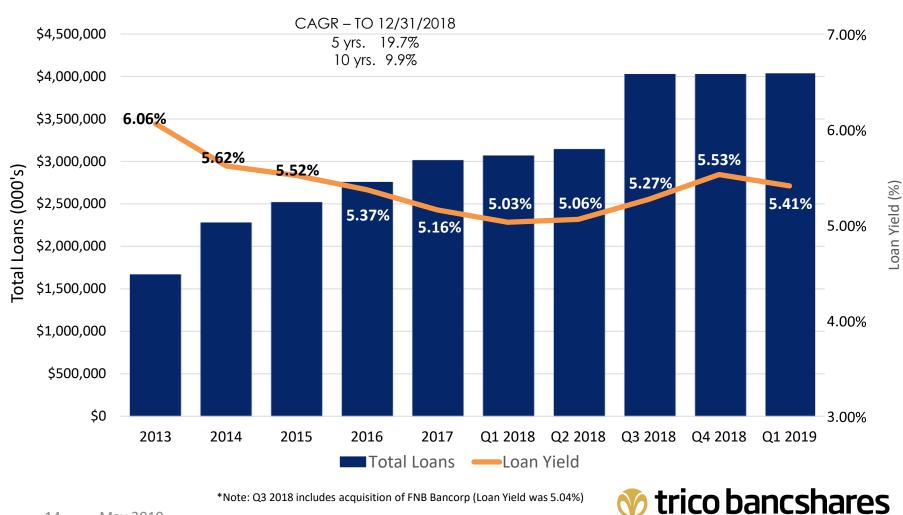


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# LOANS

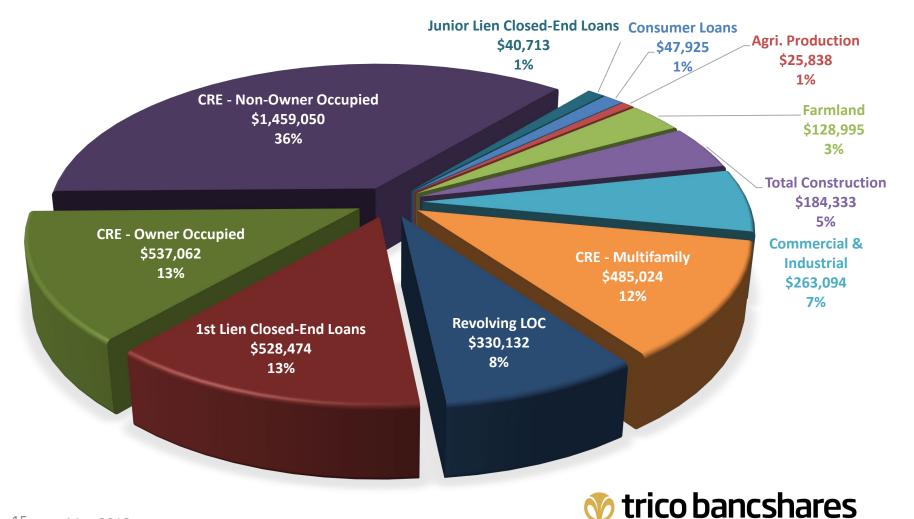


# **CONSISTENT LOAN GROWTH**

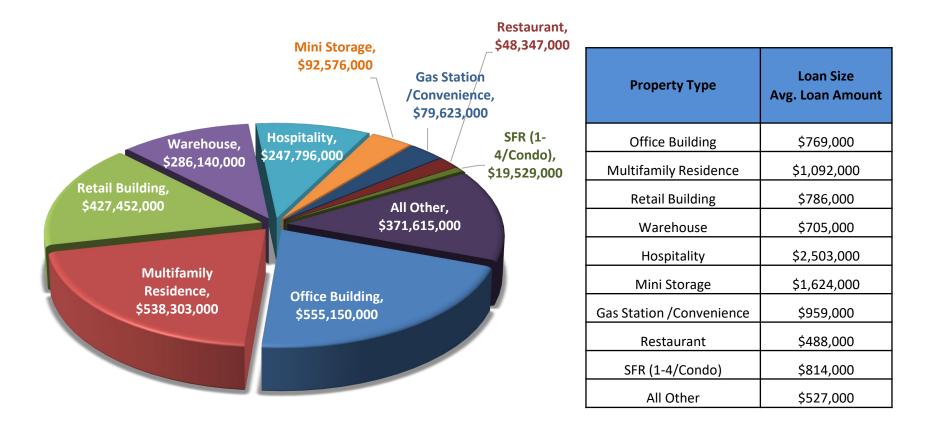


\*Note: Q3 2018 includes acquisition of FNB Bancorp (Loan Yield was 5.04%)

# LOAN PORTFOLIO MIX:



### **DIVERSIFIED CRE & CONSTRUCTION PORTFOLIO**





### **CONSERVATIVE CONSTRUCTION AND CRE UNDERWRITING CULTURE – LTV DISTRIBUTION**



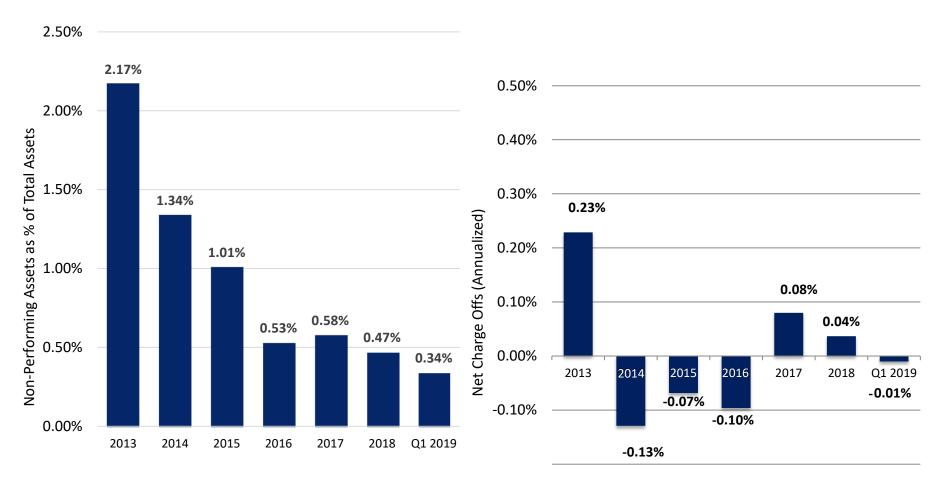
35%

#### **DIVERSIFIED GEOGRAPHY – CRE & CONSTRUCTION**

County	Principal City	Outstanding Balance	% of CRE- Related	Average Loan Amount
Bay Area	San Francisco	\$628,664,000	\$628,664,000 24%	
Sacramento	Sacramento/Elk Grove	\$253,822,000 10%		\$1,203,000
Kern	Bakersfield	\$191,885,000	7%	\$1,487,000
Butte	Chico	\$157,586,000	6%	\$461,000
Placer	Roseville/Auburn	\$114,251,000	5%	\$1,053,000
Shasta	Redding	\$140,287,000	5%	\$533,000
Stanislaus	Modesto	\$129,068,000	5%	\$963,000
Fresno	Fresno	\$84,872,000	3%	\$690,000
Sonoma	Sonoma/Santa Rosa	\$78,781,000	3%	\$856,000
Nevada	Truckee	\$78,158,000	3%	\$511,000
17 Other Counties	N.A.	\$779,170,000	29%	\$817,000
	TOTAL	\$2,666,533,000	AVG.	\$825,000

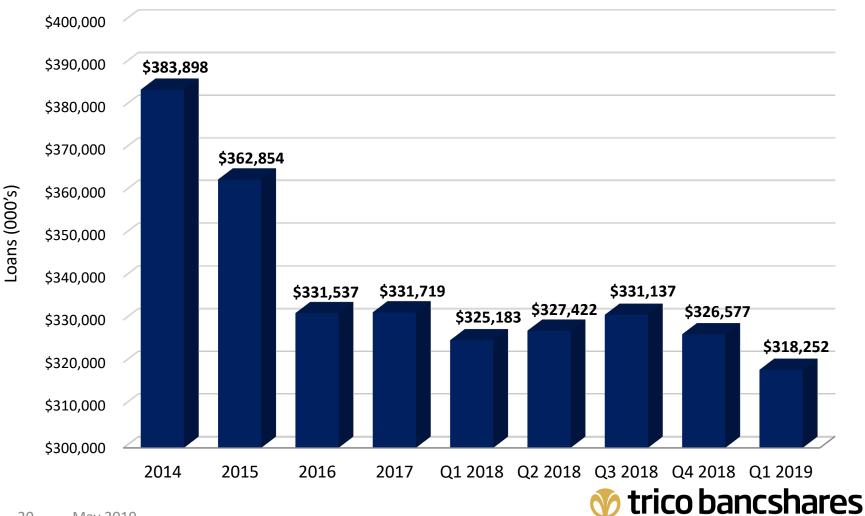


#### **NON-PERFORMING ASSETS & NET CHARGE OFFS**





# HOME EQUITY LOANS OUTSTANDING

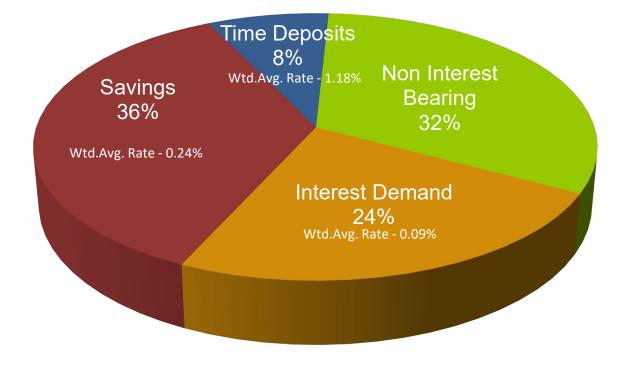


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# DEPOSITS



# **CONSISTENT AND BALANCED CORE DEPOSIT FUNDING\***



\*Weighted average costs of deposits for the quarter ended 3/31/2019



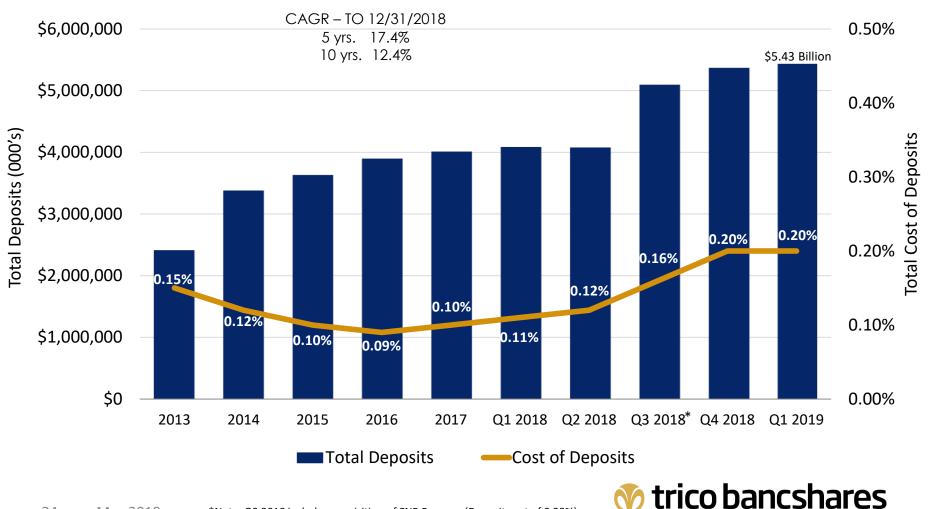
#### MARKET SHARE OF ALL BRANCHES SORTED BY ZIP CODE

Rank	Institution Name	State (Hdqtrd)	Charter	Deposits (\$000)	Market Share
1	U.S. Bank National Association	ОН	Federal	9,893,012	21.2%
2	Wells Fargo & Company	SD	Federal	8,782,186	18.8%
3	Bank of America, National Association	NC	Federal	6,017,267	12.9%
4	Tri Counties Bank	СА	State	3,881,355	8.3%
5	JP Morgan Chase Bank, National Association	ОН	Federal	2,994,175	6.4%
6	MUFG Union Bank, National Association	СА	Federal	2,177,323	4.7%
7	Bank of the West	СА	State	1,832,370	3.9%
8	Umpqua Bank	СА	State	1,636,359	3.5%

Source: FDIC Summary of Deposits, June 2018 \*Includes acquisition of FNB Bancorp – July 2018



#### **CONSISTENT DEPOSIT GROWTH – ATTRACTIVE COST**

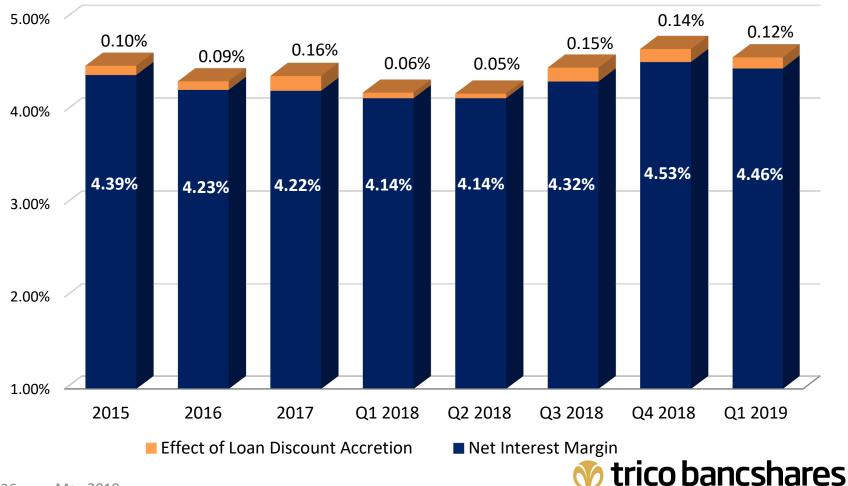


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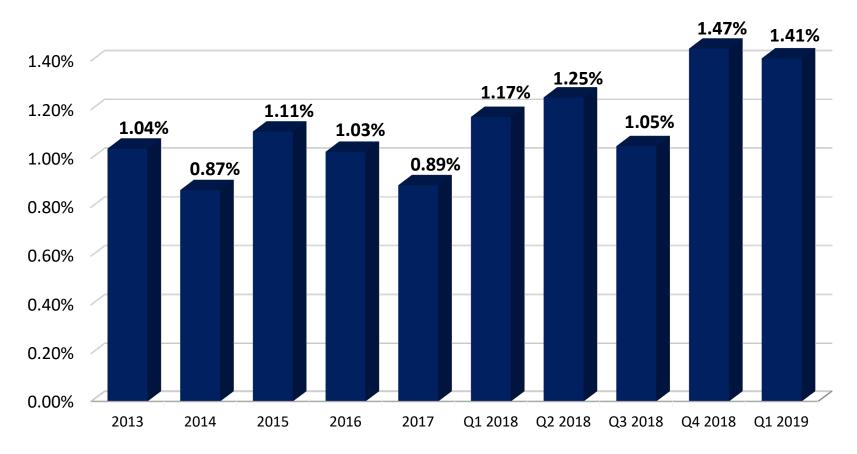
# FINANCIALS



### **NET INTEREST MARGIN** – CONTRIBUTION FROM DISCOUNT ACCRETION

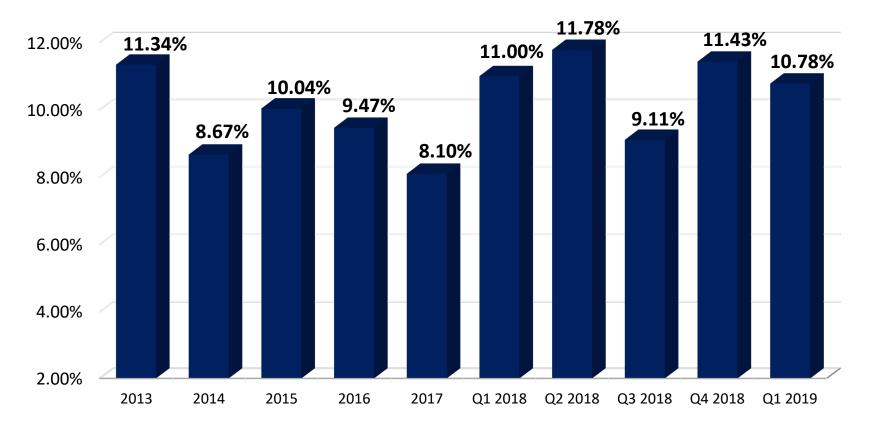


# **RETURN ON AVERAGE ASSETS**



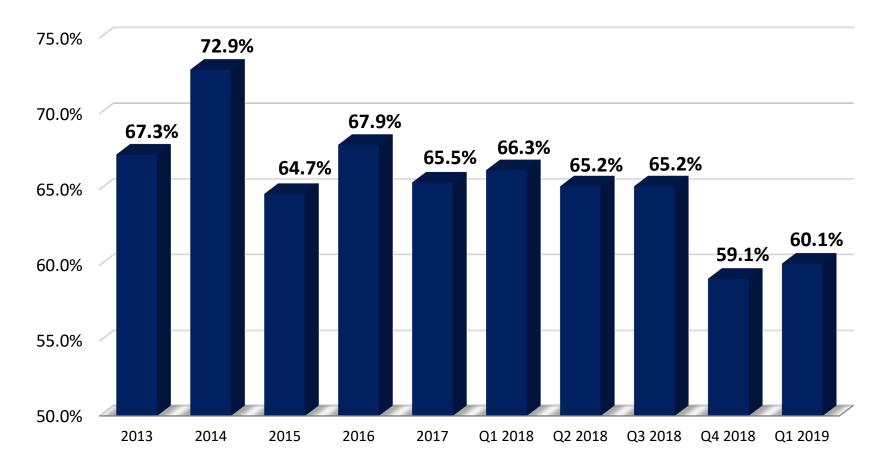


# RETURN ON AVERAGE SHAREHOLDER'S EQUITY

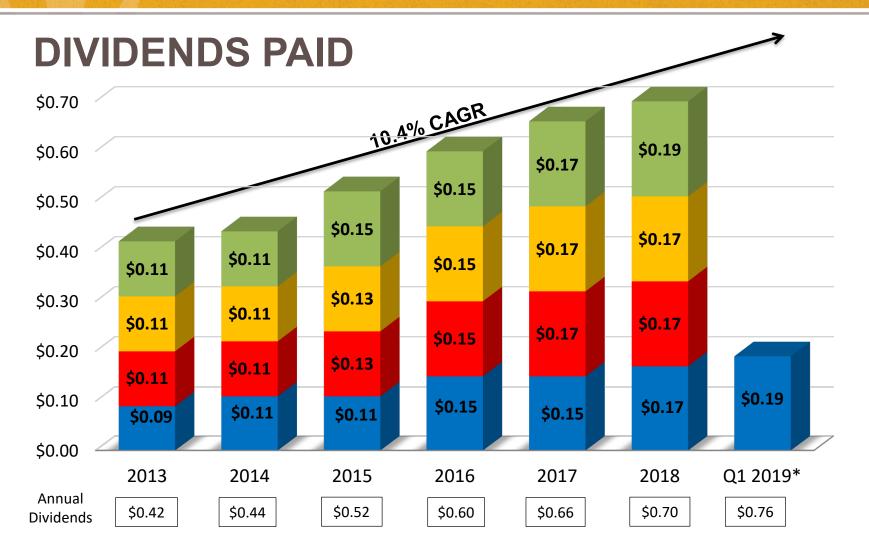




### EFFICIENCY RATIO (FULLY TAXABLE EQUIVALENT)



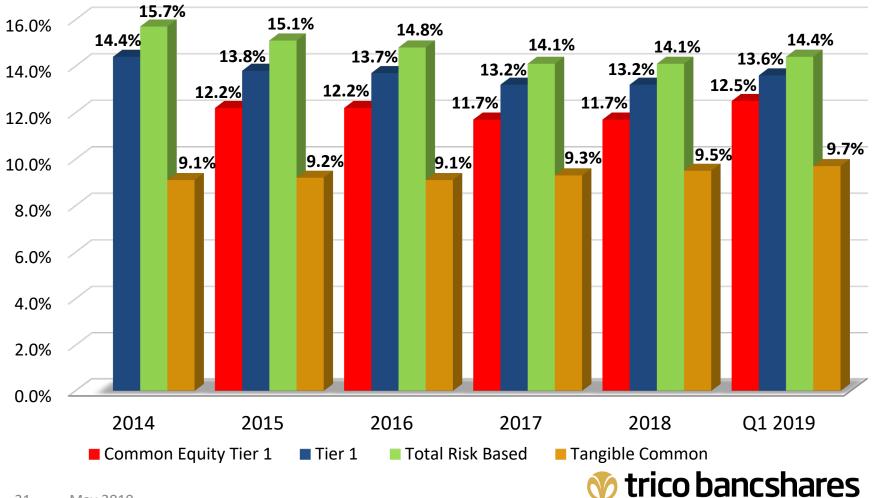




\*Annual dividends for 2019 assumes four quarterly dividends at \$0.19 per quarter.



# CAPITAL RATIOS (\$000'S)





# TRICO BANCSHARES IS COMMITTED TO:

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