



# Investor Presentation

## First Quarter 2022

**Richard P. Smith**, President & Chief Executive Officer  
**John S. Fleshood**, EVP & Chief Operating Officer  
**Peter G. Wiese**, EVP & Chief Financial 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 on the Company's business condition and financial operating results; the impact of changes in financial services 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 forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by law.

# Agenda

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



# Most Recent Quarter Highlights

Consistent Profitability	<ul style="list-style-type: none"> <li>Pre-tax pre-provision ROAA and ROAE were 1.69% and 14.70%, respectively, for the quarter ended March 31, 2022, and 2.13% and 17.65%, respectively, for the same quarter in the prior year</li> <li>Our efficiency ratio was 56.0% for the quarter ended March 31, 2022, compared to 54.1% and 50.4% for the quarters ended 12/31/2021 and 3/31/2021, respectively</li> <li>Adjusted for merger related expenses totaling \$4.03 million in the quarter, pre-tax pre-provision ROAA would have been 1.88% and efficiency ratio would have been 51.1%</li> </ul>
Growth to Drive Results	<ul style="list-style-type: none"> <li>Organic non-PPP net loan growth was \$187.9 million, a 15.5% annualized increase over the trailing quarter, non-PPP loan growth over the trailing twelve months was \$437.3 million or 9.5%</li> <li>Recently opened Southern California commercial banking centers contributed \$23.4 million and \$62.0 million in net loan growth for the three and twelve months ended March 31, 2022</li> <li>The merger with Valley Republic Bancorp (VRB) was completed on March 25, 2022, adding \$773 million in loans and \$1.215 billion in deposits</li> </ul>
Net Interest Income and Margin	<ul style="list-style-type: none"> <li>Net interest margin (FTE) of 3.39%, compared to 3.50% in the prior quarter, was influenced by declining income recognition from PPP loans, as well as a continued highly competitive lending environment</li> <li>The investment securities portfolio experienced growth in both volume and yield (FTE) which increased 20 basis points to 1.89% during the quarter</li> <li>Net interest margin, less the effect of acquired loan discount accretion and PPP yields (non-GAAP), on a tax equivalent basis was 3.29%, an increase of 4 basis points from 3.25% in the trailing quarter</li> </ul>
Credit Quality	<ul style="list-style-type: none"> <li>The allowance for credit losses to total loans was 1.64% as of March 31, 2022, compared to 1.74% as of the trailing quarter end, and 1.73% as of March 31, 2021</li> <li>Purchase credit deteriorated loans (PCD) from VRB totaled \$68.5 million and included \$2.04 million in ACL</li> <li>Nonperforming assets were reduced by \$15.9 million or 48.4% to \$17.0 million</li> </ul>
Diverse Deposit Base	<ul style="list-style-type: none"> <li>Non-interest-bearing deposits comprise 41.1% of total deposits</li> <li>Following the merger, TCBK ranks in the top 5 in deposit market share in 14 of the 31 counties in which we operate</li> </ul>
Capital Strategies	<ul style="list-style-type: none"> <li>Consistent quarterly dividend payments with a history of periodic increases</li> <li>Share repurchase program with demonstrated utilization was reactivated after the VRB merger close</li> <li>Strength in core earnings is key to self-financed and self-funded growth</li> </ul>

# Company Overview

Nasdaq:	<b>TCBK</b>
Headquarters:	<b>Chico, California</b>
Stock Price*:	<b>\$40.03</b>
Market Cap.:	<b>\$1.4 Billion</b>
Asset Size:	<b>\$10.1 Billion</b>
Loans:	<b>\$5.9 Billion</b>
Deposits:	<b>\$8.7 Billion</b>
Bank Branches:	<b>72</b>
ATMs:	<b>86 Bank ATMs, with access to over 37,000 network ATMs</b>
Market Area:	<b>TriCo currently serves 31 counties throughout California.</b>



\* As of close of business March 31, 2022

# 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*



**Greg Gehlmann**  
SVP General Counsel  
*TriCo since 2017*



**Craig Carney**  
EVP Chief Credit Officer  
*TriCo since 1996*

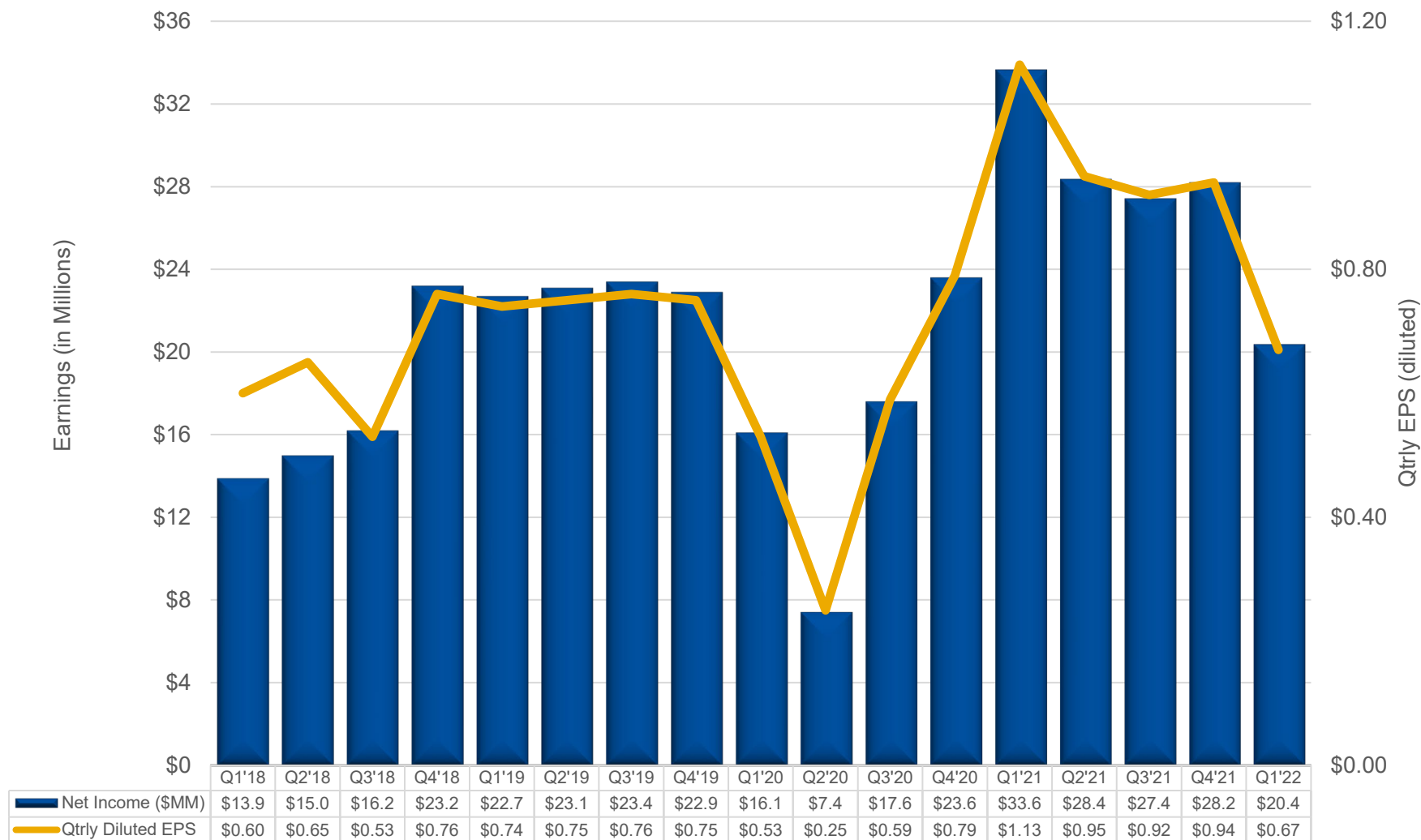


**Dan Bailey**  
EVP Chief Banking Officer  
*TriCo since 2007*



**Judi Giem**  
SVP Chief HR Officer  
*TriCo since 2020*

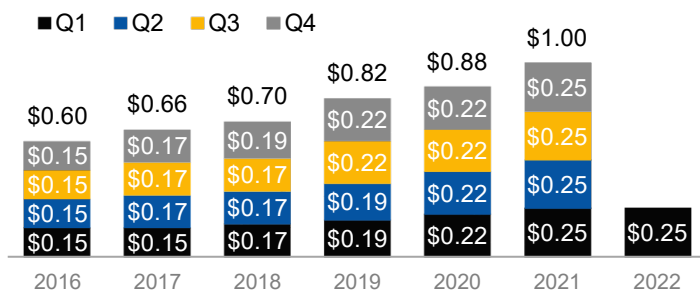
# Positive Earnings Track Record



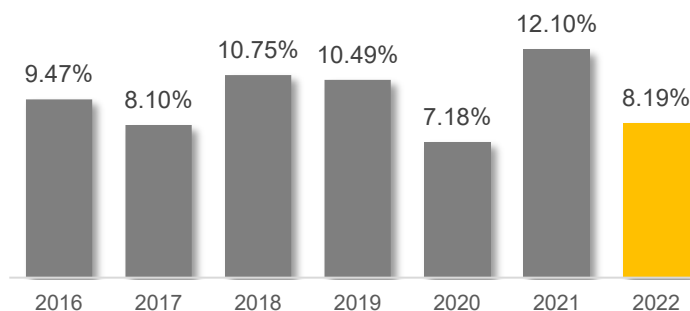


# Shareholder Returns

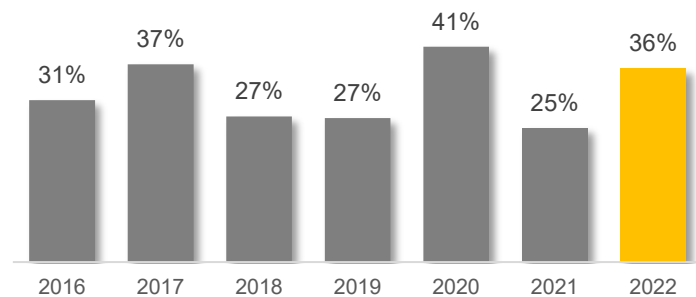
Dividends per Share: 10.6% CAGR\*



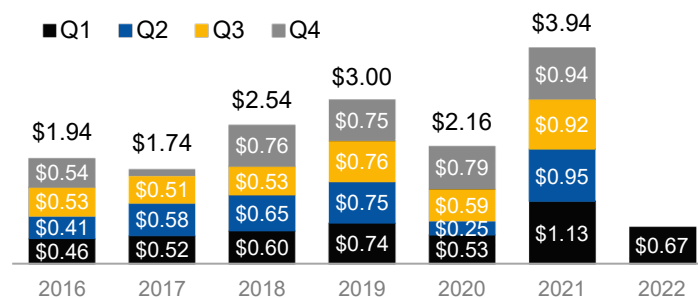
Return on Avg. Shareholder Equity



Dividends as % of Earnings



Diluted EPS

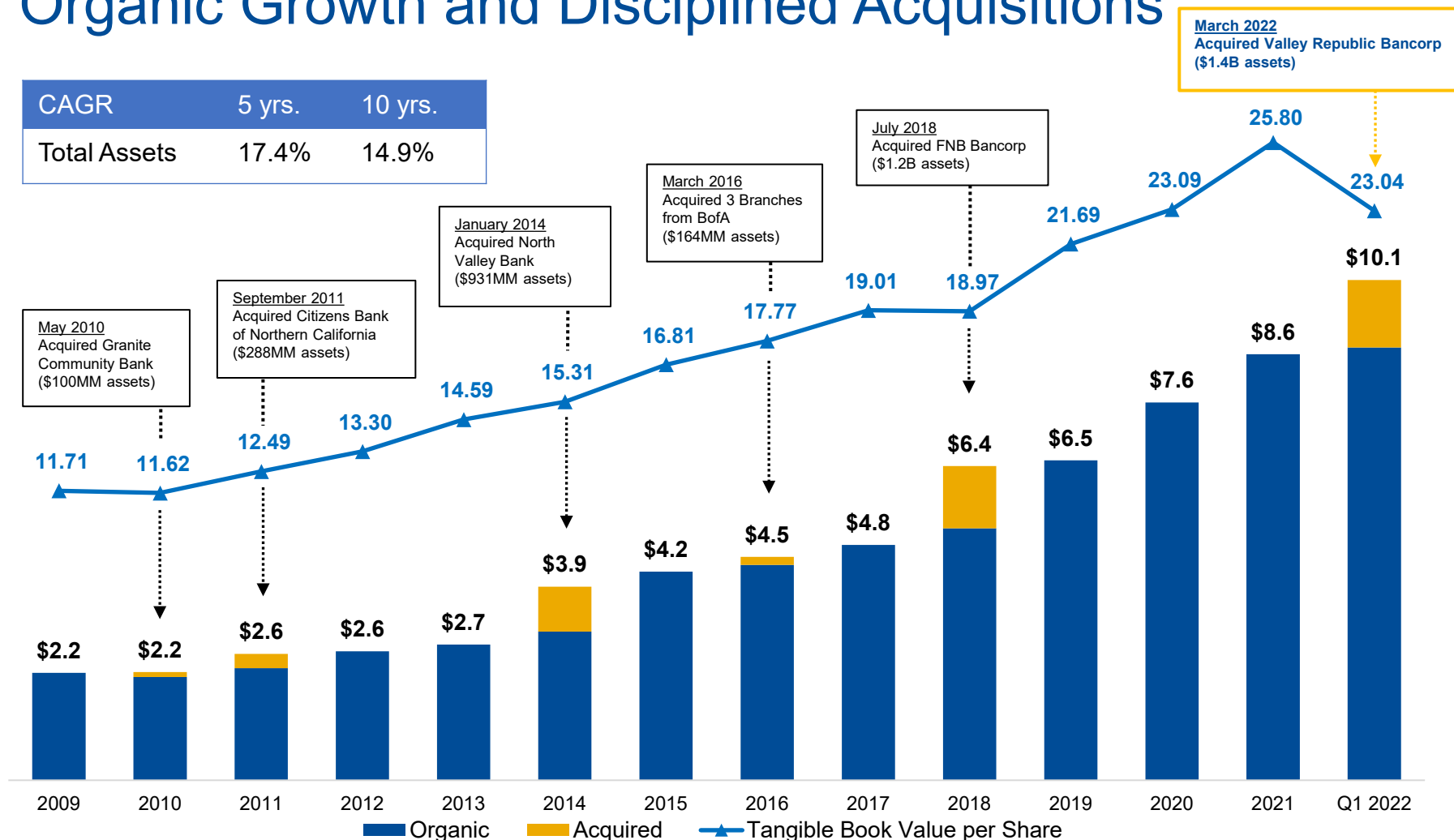




# Consistent Growth

## Organic Growth and Disciplined Acquisitions

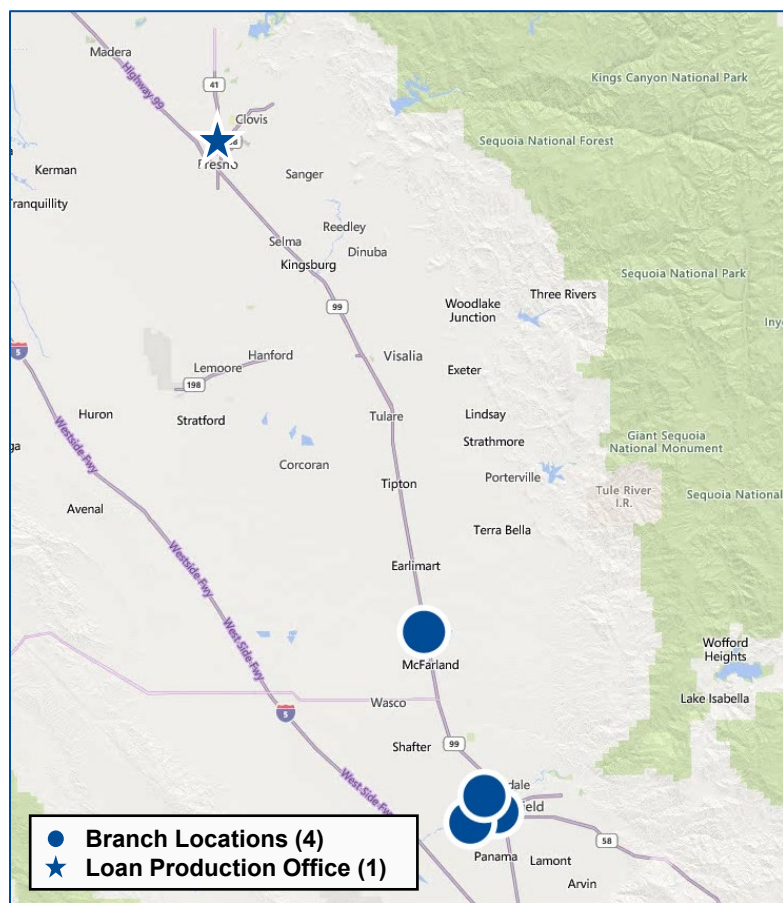
CAGR	5 yrs.	10 yrs.
Total Assets	17.4%	14.9%



• Asset Dollars in Billions.

# Merger – Valley Republic Bancorp

## Acquisition & Conversion Completed in March 2022



- Market share source: S&P Global
- Acquired balance sheet figures exclude purchase accounting

### Market Overview

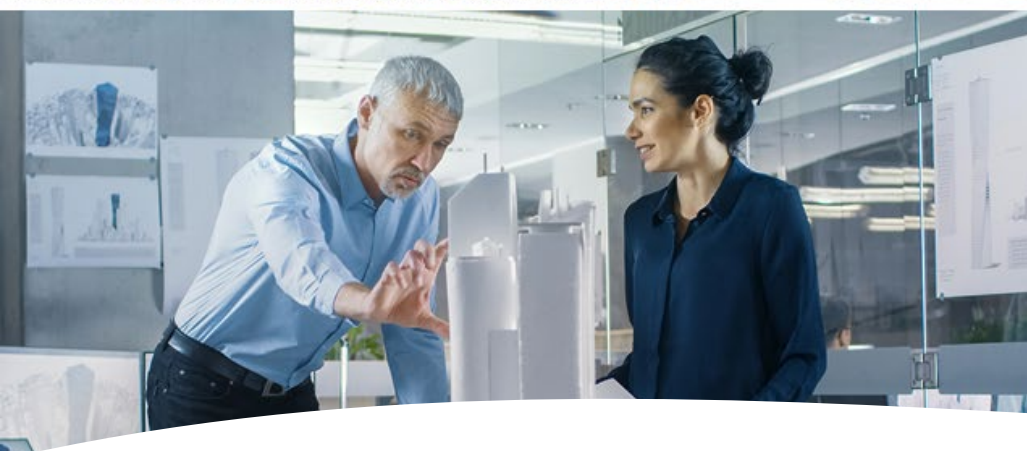
- Three full-service branches in Bakersfield and one in Delano, each converted to a Tri Counties Bank branch
- One loan production office in Fresno that will be incorporated into existing overlapping Tri Counties Bank facilities
- Combined banks rank 4<sup>th</sup> in Bakersfield deposit market share at 10.87%, with a 5-year CAGR of 21%

### Financial Highlights



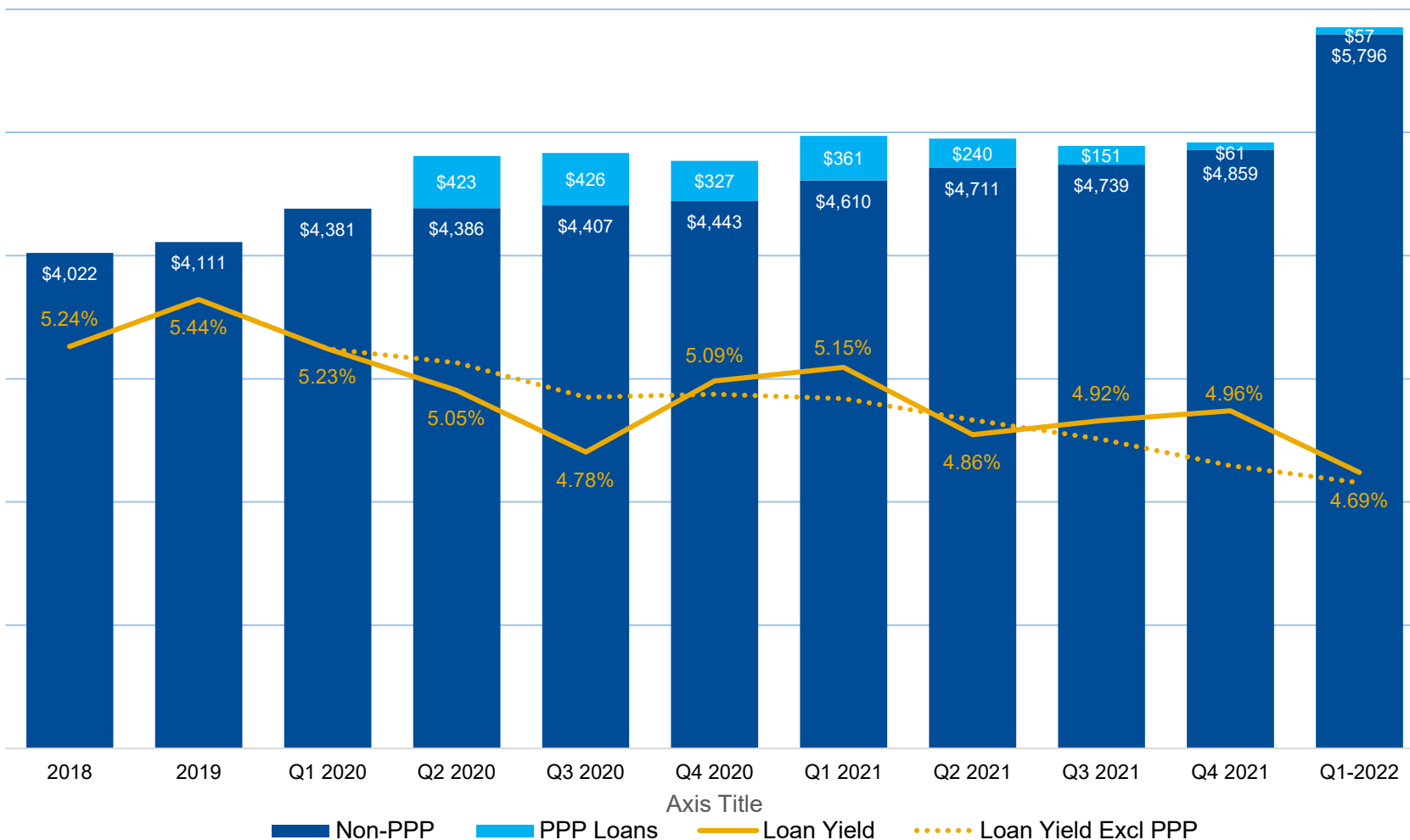
#### VALLEY REPUBLIC BANCORP

	FY 2019	FY 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Acq.
Total Assets (\$M)	939	1,236	1,350	1,366	1,412	1,380	1,368
Gross Loans (\$M)	625	849	988	904	886	829	795
PPP Loans (\$M)	-	177	247	171	120	41	22
Total Deposits (\$M)	829	1,084	1,198	1,212	1,254	1,217	1,216
Gross Loans / Deposits (%)	75.4	78.4	82.5	74.6	70.6	68.1	65.4
Net Income (\$M)	9.7	12.5	3.7	4.6	3.4	4.7	
ROAA (%)	1.13	1.12	1.15	1.34	0.97	1.31	
ROATCE (%)	13.3	14.5	15.5	18.5	12.9	17.3	
Efficiency Ratio (%)	56.8	47.9	44.2	40.8	46.6	46.0	



# Loans and Credit Quality

# Consistent Loan Growth



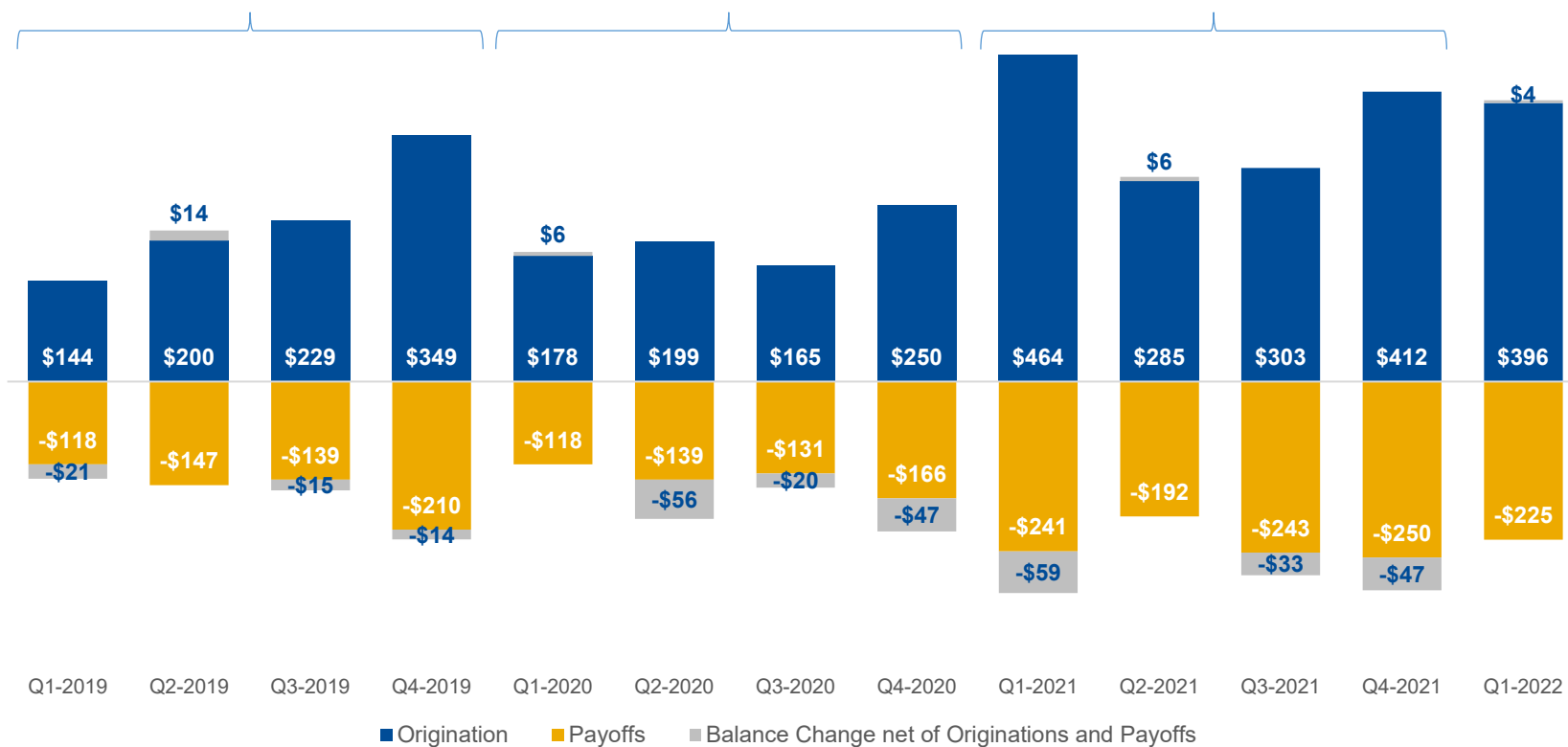
- Q1 2021 increase includes \$98MM Jumbo Mortgage pool purchase
- End of period balances are presented net of fees and include LHFS. Yields based on average balance and annualized quarterly interest income.
- Acquired VRB Loans of \$795MM upon 3/25/2022 with a WAR of 4.31%. VRB total includes \$21MM of PPP loans.

# Gross Production vs. Payoff

TCBK originated over \$0.9 billion in loans in 2019, while facing headwinds of outpacing payoffs in excess of \$0.6 billion.

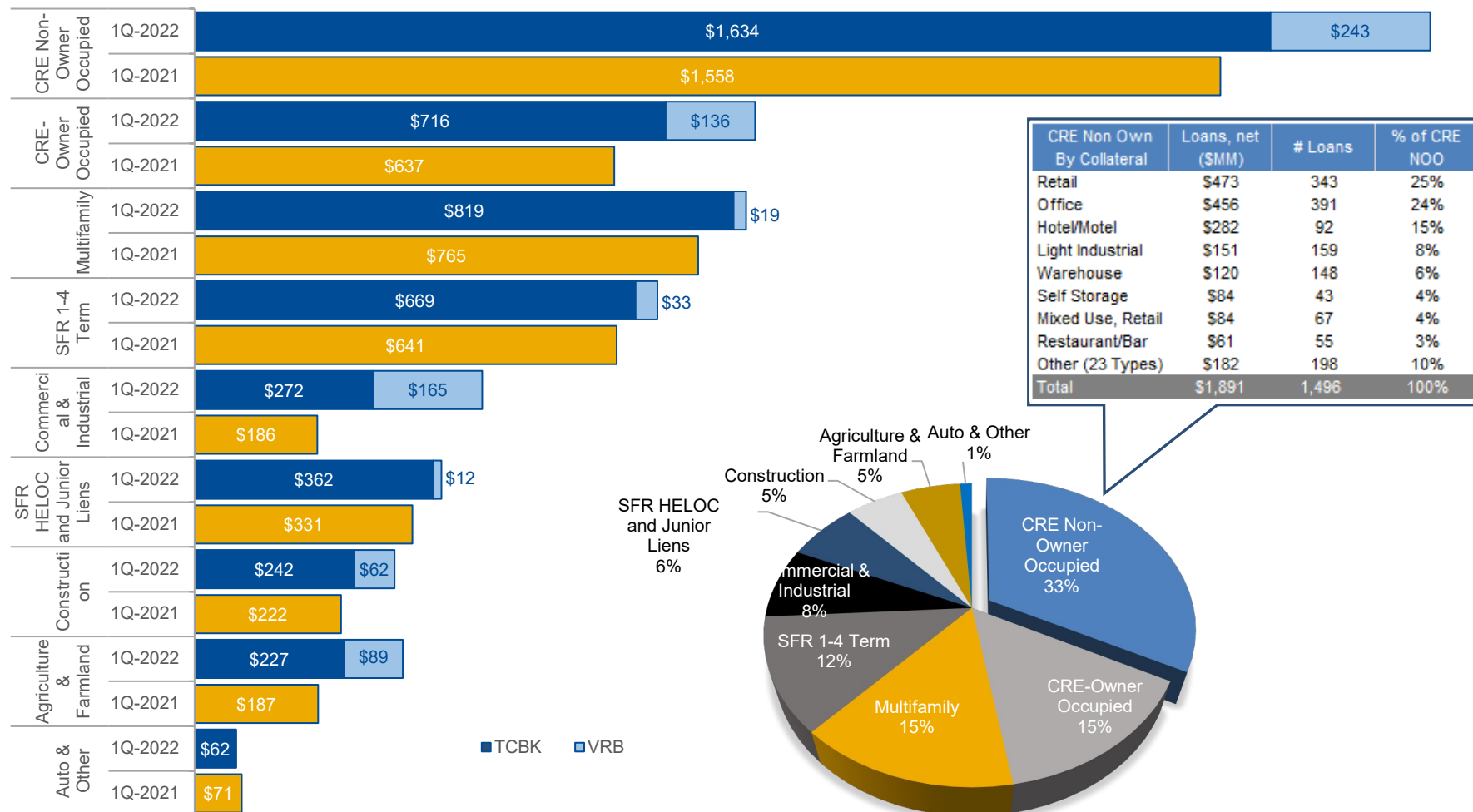
In addition to the nearly \$0.8 billion in non-PPP loan originations in 2020, TCBK originated over \$0.4 billion in PPP loans.

TCBK originated nearly \$1.5 billion in 2021, compared to nearly \$0.8 billion in 2020, while facing headwinds of an increased \$372 million in payoffs during 2021.



- Outstanding Principal in Millions, excludes PPP
- Includes Q1 2021 increase of \$98MM and Q4 2020 increase of \$40MM in Jumbo Mortgage pool purchases
- \$800MM in outstanding at close of Q1-2022 related to VRB Acquisitions (\$795MM at acquisition) excluded from the chart

# Diversified Loan Portfolio

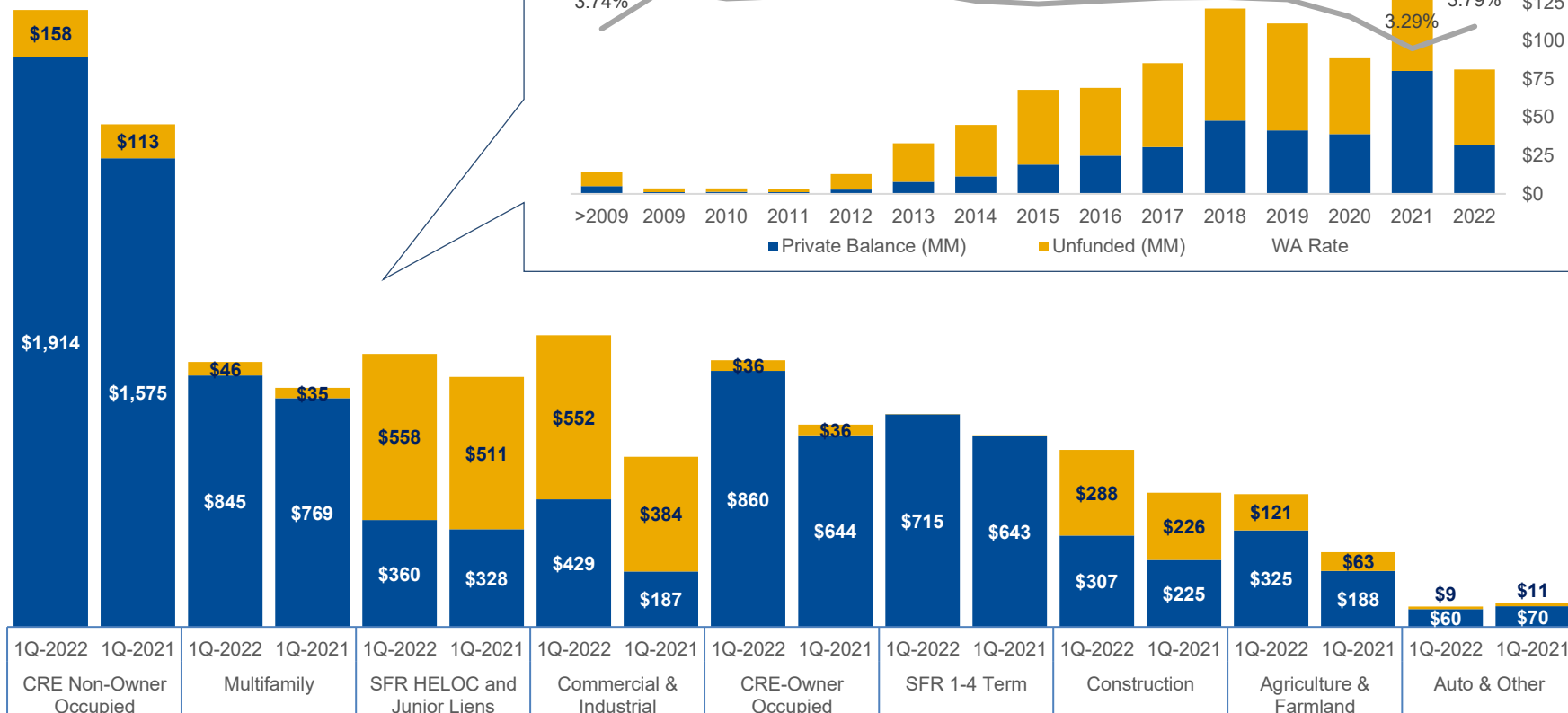


- Dollars in millions, Net Book Value at period end, excludes LHFS;
- Auto & other includes Leases; PPP Loans of \$57 mln 1Q-2022 and \$361 mln 1Q-2021. Commercial & Industrial includes six Municipality Loans for \$11.5 mln.



# Unfunded Loan Commitments

■ Outstanding Principal (\$MM)  
■ Unfunded Commitment (\$MM)



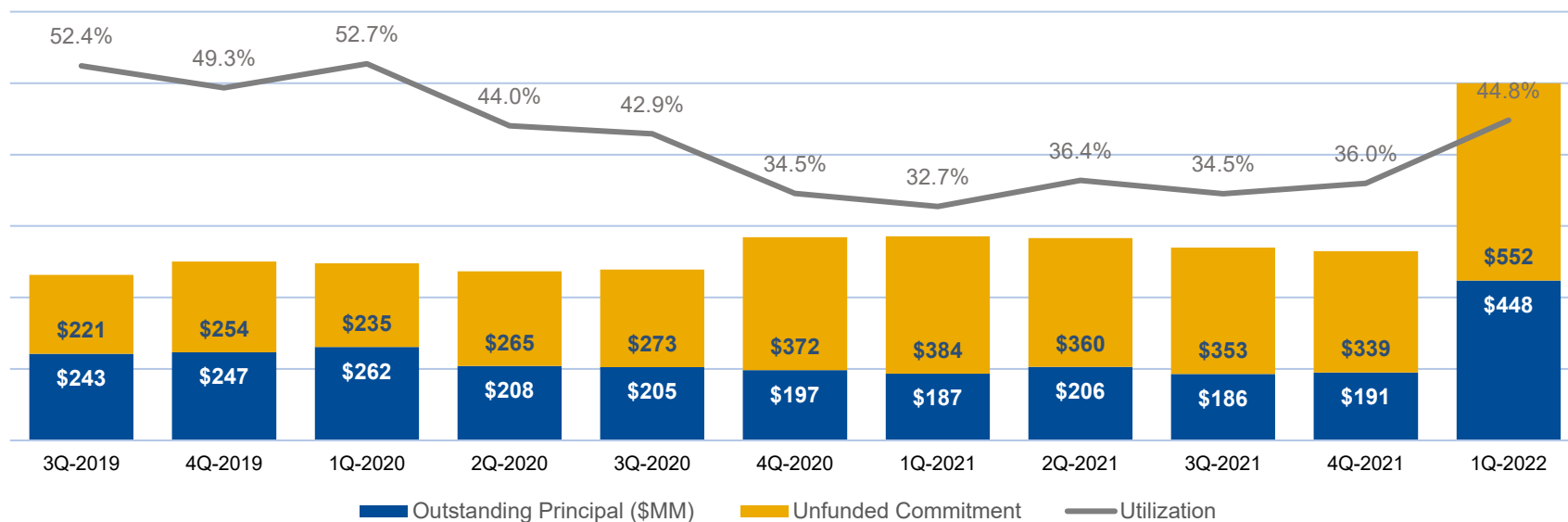
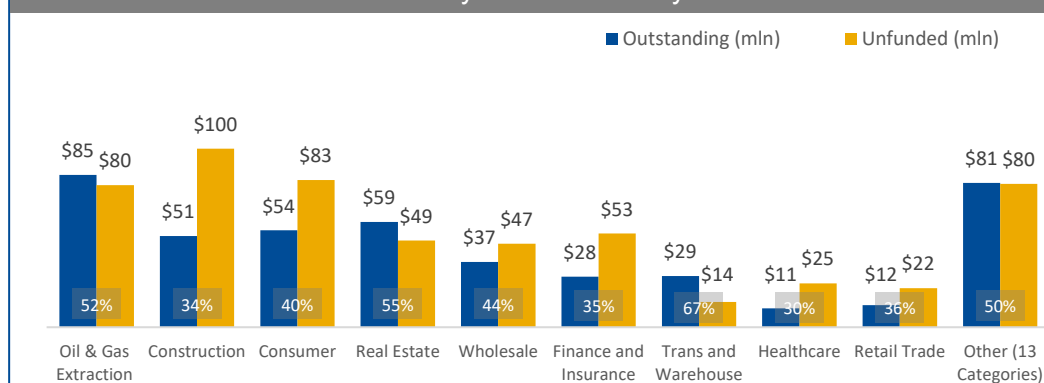
- Outstanding Principal and Commitments exclude unearned fees and discounts/premiums, Leases, DDA Overdraft, and Credit Cards
- PPP Excluded from C&I includes for \$57 million and \$370 million in Outstanding Principal as of Q1 2022 and Q1 2021, respectively.



# C&I Utilization

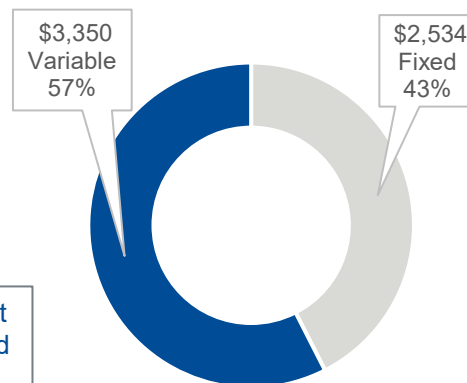
- Benefits of the VRB merger include increased actual and potential utilization rate and balance growth
- Treasury management service integration is key to most of these relationships

C&I Utilization by NAICS Industry: 1Q-2022



Excludes PPP loans; Outstanding Principal excludes unearned fees and discounts/premiums (\$ millions)

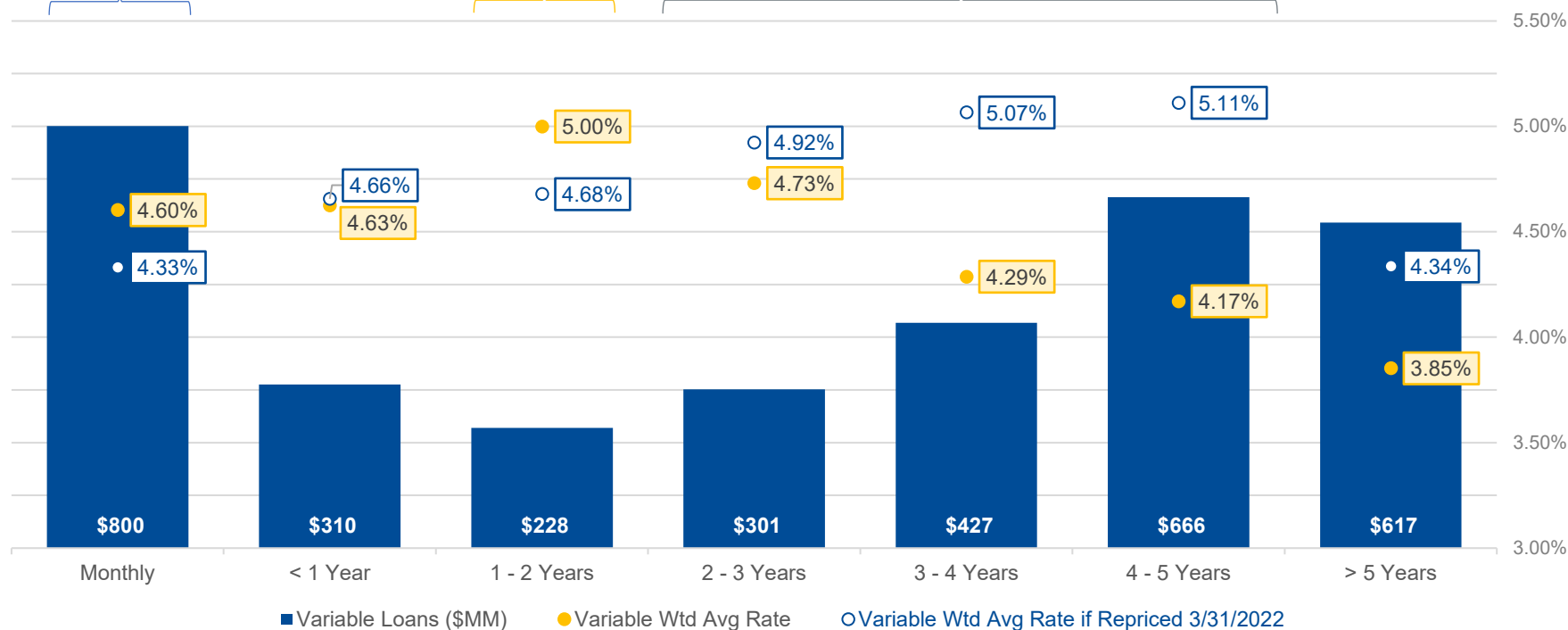
# Loan Yield Composition



40% of loans repricing monthly are at floor rates, 99% are benchmarked to Prime

72% of variable loans repricing 1-2 yrs. are at rate floors, and 77% are benchmarked to 5 Year Treasury

Loans repricing or maturing in the next 2-5 present upside in yield as exhibited in the difference between the current spread over index vs. the current rate

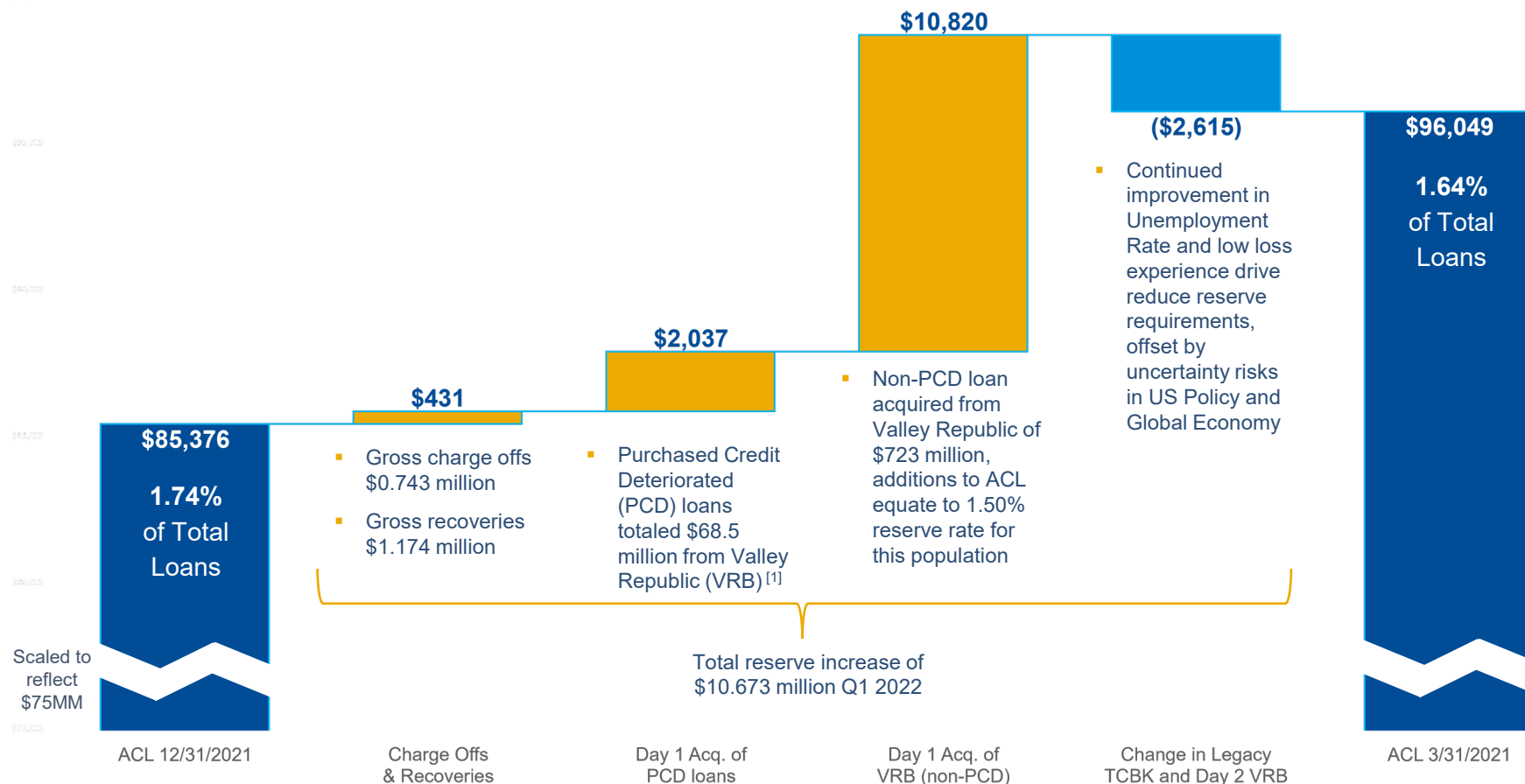


▪ Dollars in millions, excludes PPP as well as unearned fees and accretion/amortization therein

▪ Wtd Avg Rate (weighted average rate) as of 3/21/2022 and based upon outstanding principal; Next Reprice signifies either the next scheduled reprice date or maturity.

# Allowance for Credit Losses

## Drivers of Change under CECL



[1] Acquired balance reflect unpaid principal at 3/25/2022 and does not include purchase accounting discounts and premiums

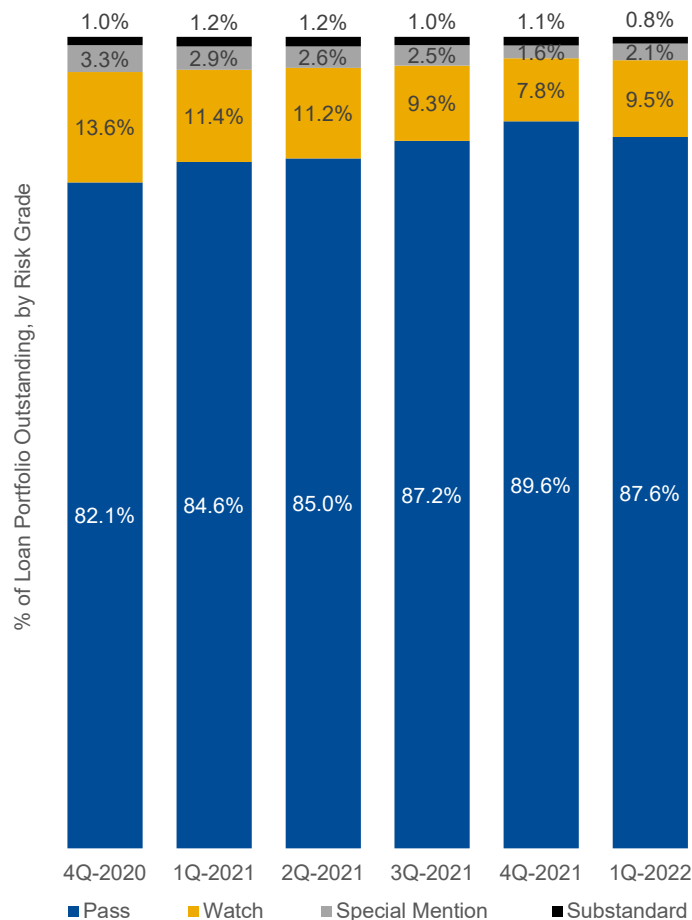
# Allowance for Credit Losses

## Allocation of Allowance by Segment

(\$ Thousands)	CECL Adoption January 1, 2020			December 31, 2021			March 31, 2022		
	Loans (Excl LHFS)	ACL Amount	ACL % of Loans	Loans (Excl LHFS)	ACL Amount	ACL % of Loans	Loans (Excl LHFS)	ACL Amount	ACL % of Loans
<b>Allowance for Credit Losses</b>									
<b>Commercial real estate:</b>									
CRE non-owner occupied	\$ 1,609,556	\$ 12,649	0.79%	\$ 1,603,141	\$ 25,739	1.61%	\$ 1,891,021	\$ 28,055	1.48%
CRE owner occupied	546,434	4,308	0.79%	706,307	10,691	1.51%	851,434	12,071	1.42%
Multifamily	517,725	5,633	1.09%	823,500	12,395	1.51%	839,918	11,987	1.43%
Farmland	145,067	1,253	0.86%	173,106	2,315	1.34%	250,600	2,879	1.15%
<b>Total commercial real estate loans</b>	<b>\$ 2,818,782</b>	<b>\$ 23,843</b>	<b>0.85%</b>	<b>\$ 3,306,054</b>	<b>\$ 51,140</b>	<b>1.55%</b>	<b>\$ 3,832,973</b>	<b>\$ 54,992</b>	<b>1.43%</b>
<b>Consumer:</b>									
SFR 1-4 1st DT	\$ 509,508	\$ 4,981	0.98%	\$ 666,960	\$ 10,723	1.61%	\$ 711,389	\$ 10,669	1.50%
SFR HELOCs and junior liens	362,886	10,821	2.98%	337,513	10,510	3.11%	362,501	10,843	2.99%
Other	82,656	2,566	3.10%	67,078	2,241	3.34%	62,822	2,167	3.45%
<b>Total consumer loans</b>	<b>\$ 955,050</b>	<b>\$ 18,368</b>	<b>1.92%</b>	<b>\$ 1,071,551</b>	<b>\$ 23,474</b>	<b>2.19%</b>	<b>\$ 1,136,712</b>	<b>\$ 23,679</b>	<b>2.08%</b>
Commercial and industrial	\$ 249,791	\$ 2,906	1.16%	\$ 259,355	\$ 3,862	1.49%	\$ 500,883	\$ 9,042	1.81%
Construction	249,827	4,321	1.73%	222,281	5,667	2.55%	303,960	7,437	2.45%
Agriculture production	32,633	82	0.25%	50,811	1,215	2.39%	69,339	883	1.27%
Leases	1,283	9	0.70%	6,572	18	0.27%	8,108	16	0.20%
<b>Total Loans and ACL</b>	<b>\$ 4,307,366</b>	<b>\$ 49,529</b>	<b>1.15%</b>	<b>\$ 4,916,624</b>	<b>\$ 85,376</b>	<b>1.74%</b>	<b>\$ 5,851,975</b>	<b>\$ 96,049</b>	<b>1.64%</b>
Reserve for Unfunded Loan Commitments		2,775			3,790			3,915	
<b>Allowance for Credit Losses</b>	<b>\$ 4,307,366</b>	<b>\$ 52,304</b>	<b>1.21%</b>	<b>\$ 4,916,624</b>	<b>\$ 89,166</b>	<b>1.81%</b>	<b>\$ 5,851,975</b>	<b>\$ 99,964</b>	<b>1.71%</b>
Discounts on Acquired Loans		33,033			16,107			34,908	
<b>Total ACL Plus Discounts</b>	<b>\$ 4,307,366</b>	<b>\$ 85,337</b>	<b>1.98%</b>	<b>\$ 4,916,624</b>	<b>\$ 105,273</b>	<b>2.14%</b>	<b>\$ 5,851,975</b>	<b>\$ 134,872</b>	<b>2.30%</b>

▪ Municipal loans included in Commercial and industrial segment within the presented table

# Risk Grade Migration



Special Mention (NBV)								
Pool	Q1-2021			Q1-2022			Diff	
	%	(mln)	# Loans	%	(mln)	# Loans	(mln)	# Loans
CRE Non-Owner Occupied	3.9%	\$61.2	24	1.9%	\$35.3	24	-\$25.9	0
CRE-Owner Occupied	2.6%	\$16.4	21	2.8%	\$23.5	16	\$7.1	-5
Multifamily	5.6%	\$42.8	7	0.0%	\$0.0	0	-\$42.8	-7
Agriculture & Farmland	3.4%	\$6.4	8	5.2%	\$16.9	9	\$10.5	1
SFR 1-4 Term	0.8%	\$5.3	26	1.3%	\$9.6	32	\$4.3	6
SFR HELOC and Junior Liens	1.6%	\$5.2	97	1.1%	\$4.2	85	-\$1.0	-12
Commercial & Industrial	1.9%	\$3.6	40	1.0%	\$4.8	31	\$1.2	-9
Construction	0.9%	\$2.1	3	8.4%	\$25.4	2	\$23.3	-1
Auto & Other	1.0%	\$0.7	151	1.1%	\$1.0	135	\$0.3	-16
<b>Grand Total</b>	<b>3.1%</b>	<b>\$143.7</b>	<b>377</b>	<b>2.1%</b>	<b>\$120.7</b>	<b>334</b>	<b>-\$23.0</b>	<b>-43</b>

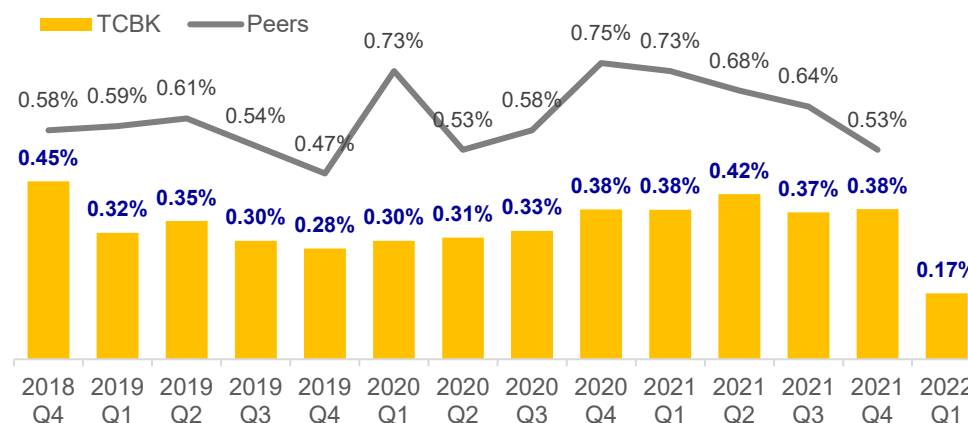
Substandard/Doubtful/Loss (NBV)								
Pool	Q1-2021			Q1-2022			Diff	
	%	(mln)	# Loans	%	(mln)	# Loans	(mln)	# Loans
CRE Non-Owner Occupied	0.9%	\$13.9	16	0.4%	\$8.8	13	-\$5.1	-3
CRE-Owner Occupied	1.1%	\$6.9	16	0.8%	\$7.1	11	\$0.3	-5
Multifamily	0.6%	\$4.4	1	0.0%	\$0.1	1	-\$4.2	0
Agriculture & Farmland	4.2%	\$8.0	16	5.5%	\$18.4	13	\$10.4	-3
SFR 1-4 Term	1.3%	\$8.3	109	0.9%	\$6.5	27	-\$1.8	-82
SFR HELOC and Junior Liens	2.4%	\$7.8	126	1.2%	\$4.5	75	-\$3.3	-51
Commercial & Industrial	2.1%	\$3.8	65	0.6%	\$2.8	63	-\$1.0	-2
Construction	2.1%	\$4.6	3	0.2%	\$0.6	22	-\$4.0	19
Auto & Other	0.7%	\$0.5	34	0.6%	\$0.4	40	-\$0.1	6
<b>Grand Total</b>	<b>1.3%</b>	<b>\$58.1</b>	<b>386</b>	<b>0.8%</b>	<b>\$49.3</b>	<b>265</b>	<b>-\$8.9</b>	<b>-121</b>

■ Zero balance in Doubtful and Loss

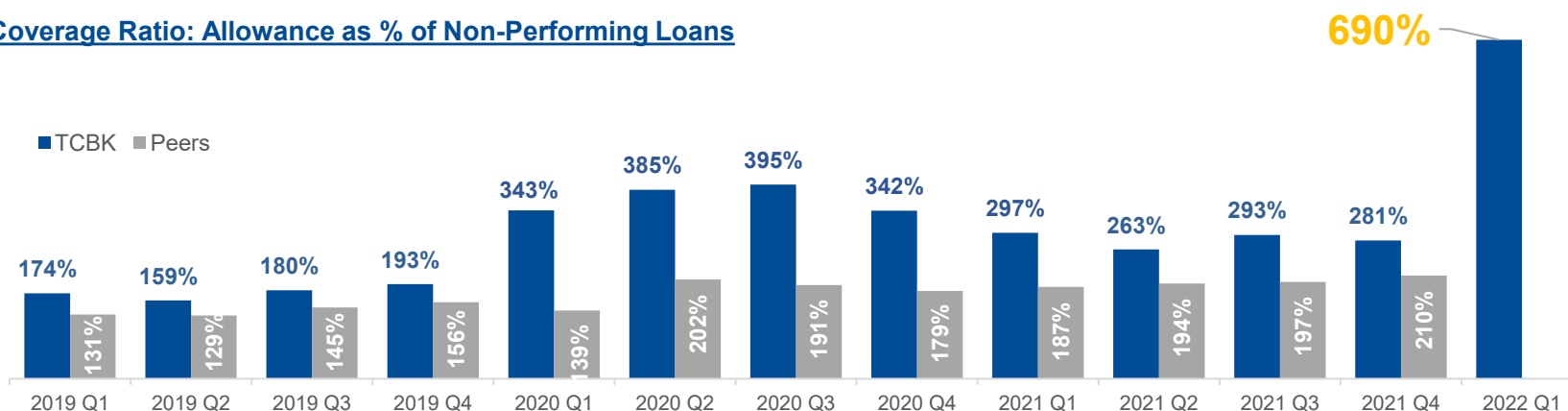
# Asset Quality

NPAs have remained below peers while loss coverage has expanded, first with the adoption of CECL, then through the on-going concerns of the pandemic; resulting in an increase in the coverage ratio throughout 2020. Improved rate of 0.17% due to sale of Non-Performing Assets, paired with rising Total Assets post acquisition.

**Non-Performing Assets as a % of Total Assets**



**Coverage Ratio: Allowance as % of Non-Performing Loans**



- Peer group consists of 99 closest peers in terms of asset size, range \$4.1-11.5 Billion source: BankRegData.com
- NPA and NPL ratios displayed are net of guarantees

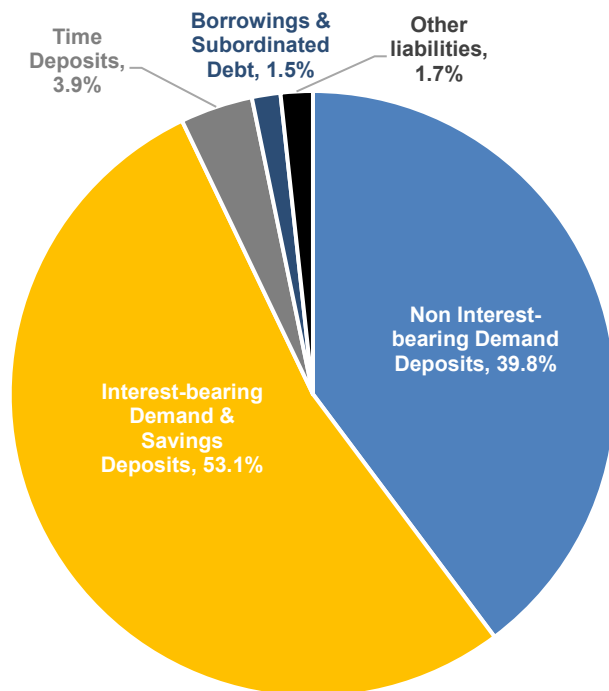


# Deposits



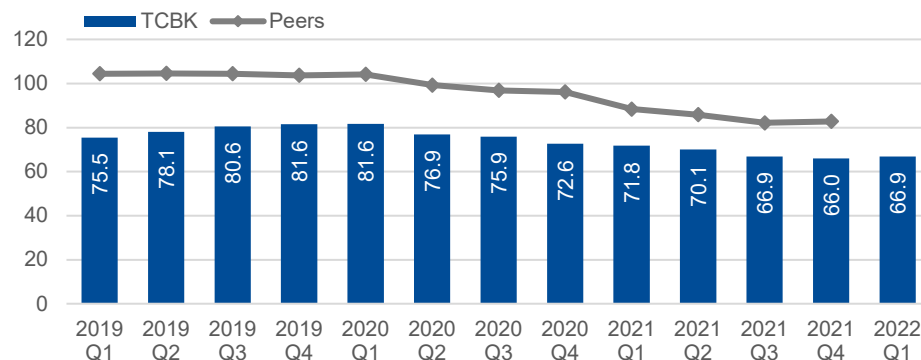
# Deposits: Strength in Funding

Liability Mix 03/31/2022

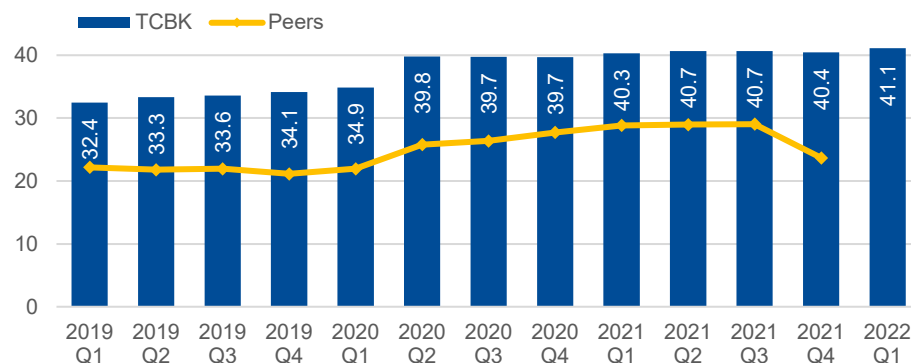


Total Deposits = \$8.72 billion  
**98.5% of Funding Liabilities**

Loans to Core Deposits (%)



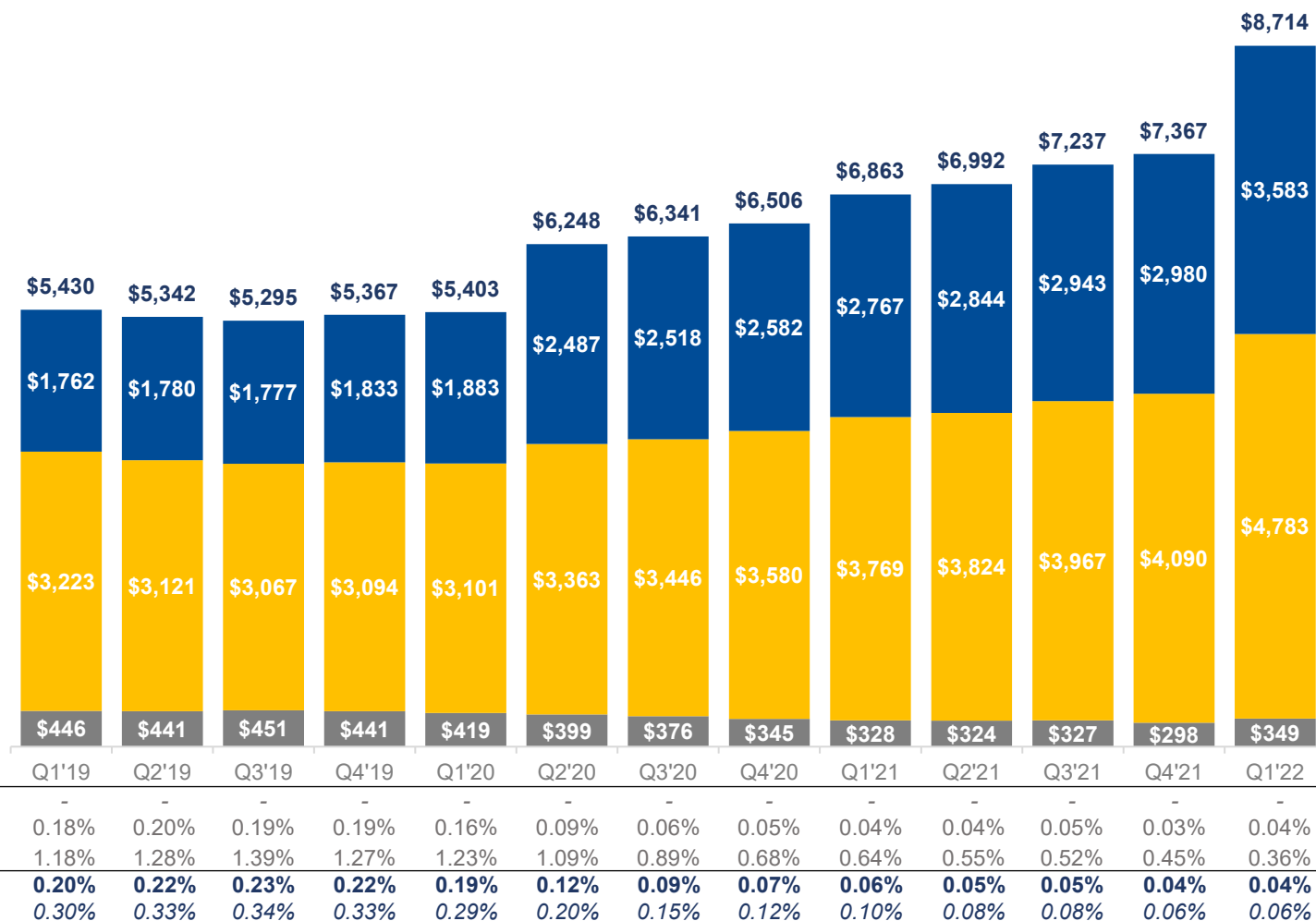
Non Interest-bearing Deposits as % of Total Deposits



- Peer group consists of 99 closest peers in terms of asset size, range \$4.7-11.5 Billion; source: BankRegData.com
- Net Loans includes LHFS and Allowance for Credit Loss; Core Deposits = Total Deposits less CDs > 250k and Brokered Deposits

# Deposits: Strength in Cost of Funds

- Continued growth in the volume of noninterest-bearing deposits both in terms of dollars and as a percent of total deposits.
- Industry leading cost of total deposits, driven by better than peer mix of non-interest-bearing deposits.



■ Balances presented in millions, end of period

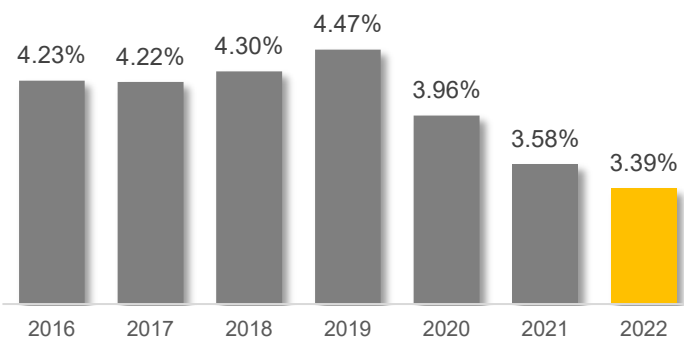


## Financials

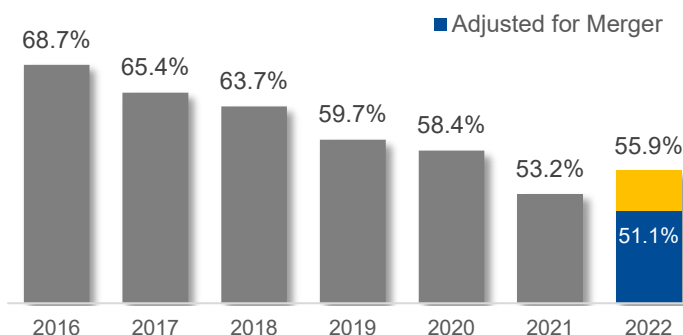


# Current Operating Metrics

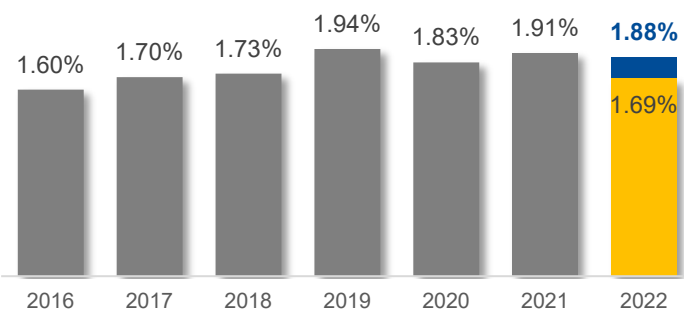
## Net Interest Margin (FTE)



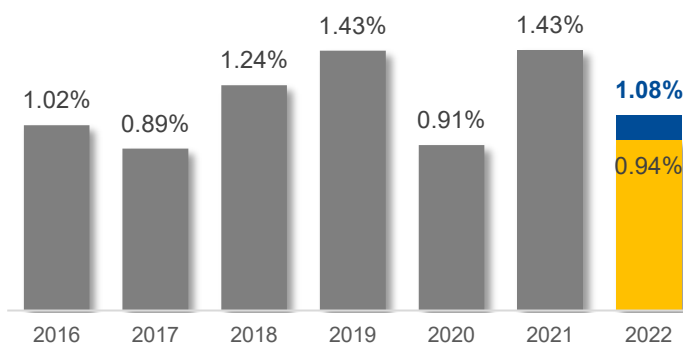
## Efficiency Ratio



## PPNR as % of Average Assets



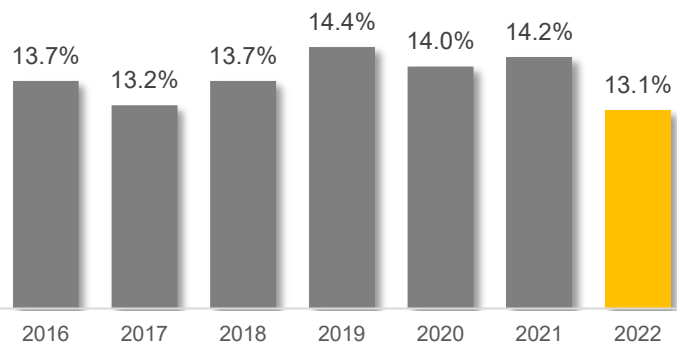
## ROAA



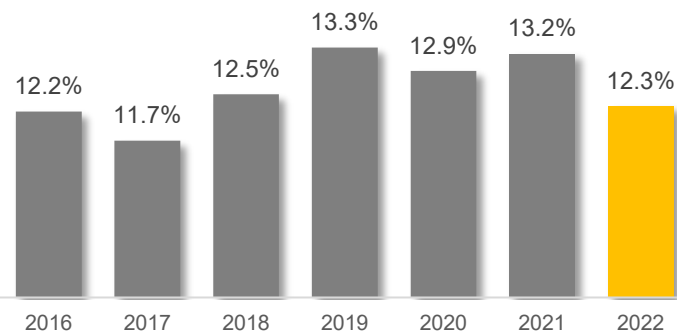
- 2022 values QTD through 3/31/2022, annualized
- Adjusted for Merger values reflect \$4.032 million in merger related expenses incurred in Q1 2022, tax effected for ROAA

# Well Capitalized

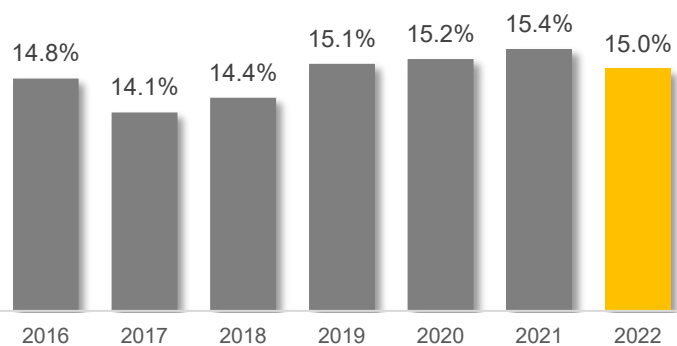
## Tier 1 Capital Ratio



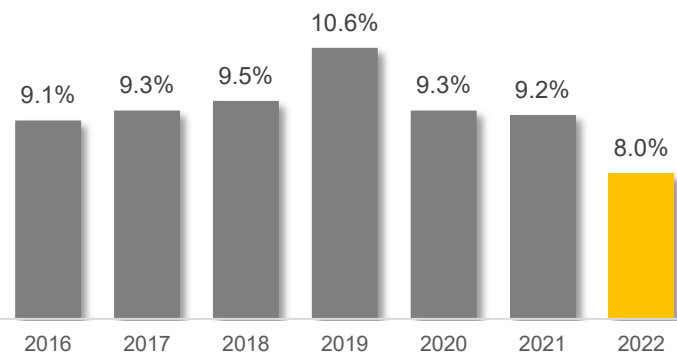
## CET1 Ratio



## Total Risk Based Capital



## Tangible Common Equity Ratio



■ 2022 values at quarter ended 3/31/2022





**Trico Bancshares is committed to:**  
Improving the financial success and  
well-being of our shareholders, customers,  
communities and employees.