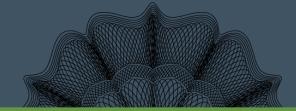


# Q4 2018 EARNINGS RELEASE

January 22, 2019

## **DISCLAIMER**



#### FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements. Any statements about our expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. You can identify forward-looking statements by the use of forward-looking terminology such as "believes," "expects," "could," "may," "will," "should," "seeks," "likely," "intends," "plans," "pro forma," "projects," "estimates" or "anticipates" or the negative of these words and phrases or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. You can also identify forward-looking statements by discussions of strategy, plans or intentions. Forward-looking statements involve numerous risks and uncertainties and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods that may be incorrect or imprecise and we may not be able to realize them. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). The following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements: business and economic conditions generally and in the bank and non-bank financial services industries, nationally and within our local market areas; our ability to mitigate our risk exposures; our ability to maintain our historical earnings trends; risks related to the integration of acquired businesses (including our acquisitions of First Bancorp of Durango, Inc., Southern Colorado Corp., the operating assets of Interstate Capital Corporation and certain of its affiliates, Valley Bancorp, Inc., and nine branches from Independent Bank in Colorado) and any future acquisitions: changes in management personnel; interest rate risk; concentration of our factoring services in the transportation industry; credit risk associated with our loan portfolio; lack of seasoning in our loan portfolio; deteriorating asset quality and higher loan charge-offs; time and effort necessary to resolve nonperforming assets; inaccuracy of the assumptions and estimates we make in establishing reserves for probable loan losses and other estimates; lack of liquidity; fluctuations in the fair value and liquidity of the securities we hold for sale; impairment of investment securities, goodwill, other intangible assets, or deferred tax assets; our risk management strategies; environmental liability associated with our lending activities; increased competition in the bank and non-bank financial services industries, nationally, regionally, or locally, which may adversely affect pricing and terms; the accuracy of our financial statements and related disclosures; material weaknesses in our internal control over financial reporting; system failures or failures to prevent breaches of our network security; the institution and outcome of litigation and other legal proceedings against us or to which we become subject; changes in carry-forwards of net operating losses; changes in federal tax law or policy; the impact of recent and future legislative and regulatory changes, including changes in banking, securities, and tax laws and regulations, such as the Dodd-Frank Wall Street Reform and Consumer Protection Act (the "Dodd-Frank Act") and their application by our regulators; governmental monetary and fiscal policies; changes in the scope and cost of the Federal Deposit Insurance Corporation insurance and other coverages; failure to receive regulatory approval for future acquisitions; and increases in our capital requirements.

While forward-looking statements reflect our good-faith beliefs, they are not guarantees of future performance. All forward-looking statements are necessarily only estimates of future results. Accordingly, actual results may differ materially from those expressed in or contemplated by the particular forward-looking statement, and, therefore, you are cautioned not to place undue reliance on such statements. Further, any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events or circumstances, except as required by applicable law. For a discussion of such risks and uncertainties, which could cause actual results to differ from those contained in the forward-looking statements, see "Risk Factors" and the forward-looking statement disclosure contained in Triumph's Annual Report on Form 10-K, filed with the Securities and Exchange Commission on February 13, 2018.

#### NON-GAAP FINANCIAL MEASURES

This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of non-GAAP financial measures to GAAP financial measures are provided at the end of the presentation. Numbers in this presentation may not sum due to rounding.

Unless otherwise referenced, all data presented is as of December 31, 2018.

# **COMPANY OVERVIEW**



Triumph Bancorp, Inc. (NASDAQ: TBK) ("Triumph") is a financial holding company headquartered in Dallas, Texas. Triumph offers a diversified line of community banking and commercial finance products through its bank subsidiary, TBK Bank, SSB.

www.triumphbancorp.com

## **Community Banking**

Full suite of deposit products and services focused on growing core deposits

Focused on business lending including CRE

Limited consumer lending and single-family mortgage origination

## **Commercial Finance**

Factoring, asset based lending, equipment finance, and premium finance

We focus on what we know: executives leading these platforms all have decades of experience in their respective markets

Credit risk is well diversified across industries, product type, and geography

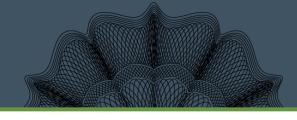
## **Differentiated Model**

Focus on core deposit funding as well as commercial finance produces top decile net interest margins

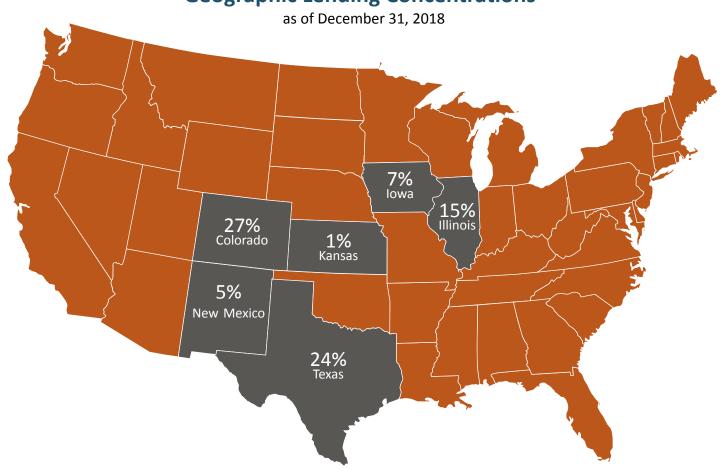
Multiple product types and broad geographic footprint creates a more diverse business model than other banks our size

Executive team and business unit leaders have deep experience in much larger financial institutions

# **PLATFORM OVERVIEW - LENDING**







<sup>&</sup>lt;sup>1</sup> Excludes factored receivables



# PLATFORM OVERVIEW – BRANCH NETWORK

## **WESTERN DIVISION**

- 30 branches in Colorado
- 2 branches in western Kansas





## **MIDWEST DIVISION**

- 10 branches in the Quad Cities metroplex
- 8 branches throughout northern and central Illinois

## **MOUNTAIN DIVISION**

- 7 branches in Colorado
- 3 branches in New Mexico

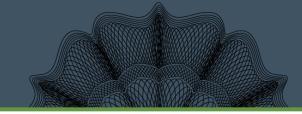




## **DALLAS**

- Corporate Headquarters
- 1 branch (Primarily CDs)
- Currently constructing a full service branch

# LOAN PORTFOLIO DETAIL



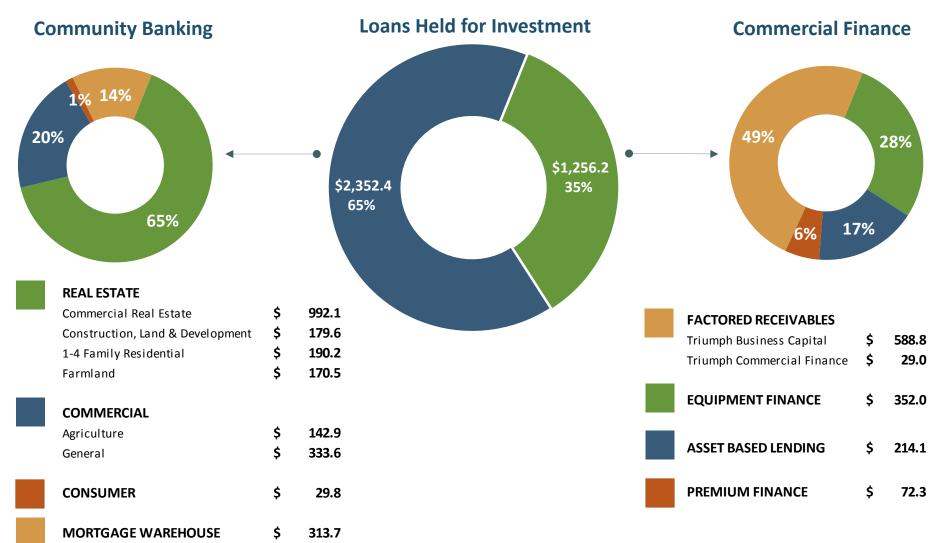
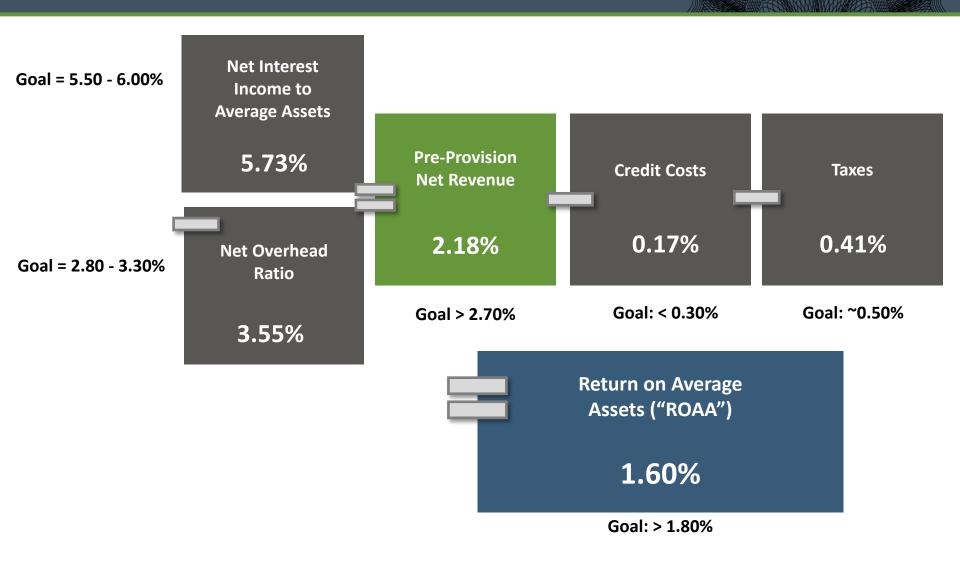


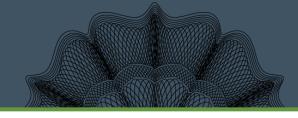
Chart data labels - dollars in millions

# LONG TERM PERFORMANCE GOALS VS ACTUAL Q4



Annualized performance metrics presented are for the three months ended December 31, 2018. Reconciliations of these financial measures can be found at the end of the presentation.

# **INVESTMENT CONSIDERATIONS**



## Normalized as of 12/31/2017 through 12/31/2018



## **Coverage Analysts:**

- Matthew Olney Stephens, Inc.
- Brad Milsaps Sandler O'Neill & Partners
- Brady Gailey Keefe, Bruyette & Woods, a Stifel Company
- Jared Shaw Wells Fargo Securities, LLC
- **Stephen Moss** B. Riley FBR, Inc.
- Brett Rabatin Piper Jaffray & Co.
- Gary Tenner D.A. Davidson & Co.



# Q4 2018 HIGHLIGHTS AND RECENT DEVELOPMENTS



- Diluted earnings per share of \$0.67 for the quarter
- Total loans held for investment portfolio growth of \$96.5 million
  - Commercial real estate growth of \$85.6 million
  - Mortgage warehouse growth of \$37.3 million
  - Commercial finance loan portfolio decrease of \$27.3 million, including a \$59.0 million decrease in assetbased lending, partially offset by a \$28.2 million increase in equipment lending

\$18.1 million

Net income to common stockholders

COMMERCIAL FINANCE LOAN GROWTH

(2.1)%

NIM

6.34%

Net Interest
Margin<sup>1</sup>

TCE/TA **10.03%** 

Tangible Common Equity / Tangible Assets<sup>2</sup> ROAA

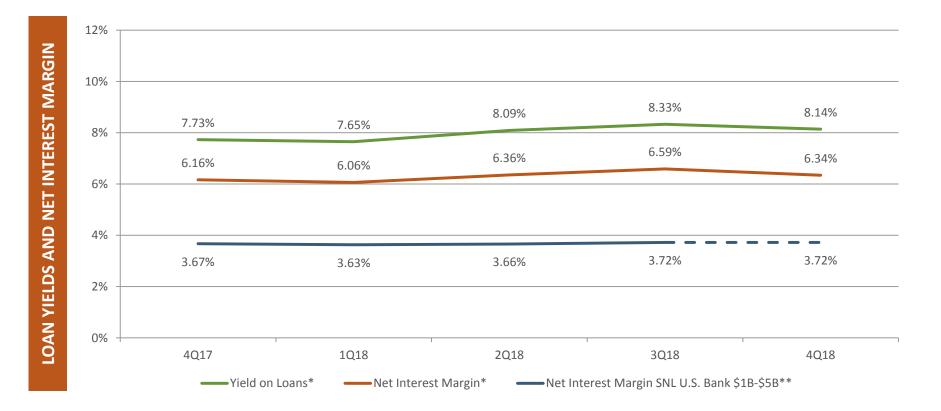
1.60%

Return on Average Assets

 $<sup>^{\</sup>mathrm{1}}$  Includes discount accretion on purchased loans of \$1,411 in Q4 2018

 $<sup>^{\</sup>rm 2}$  Reconciliations of non-GAAP financial measures can be found at the end of the presentation

# LOAN YIELDS AND NET INTEREST MARGIN



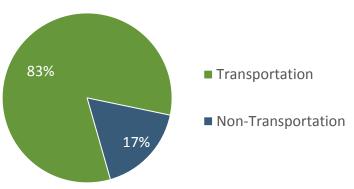
<sup>\*\*</sup>SNL U.S. Bank \$1-\$5B: Includes all Major Exchange (NYSE, NYSE MKT, NASDAQ) Banks in SNL's coverage universe with \$1B to \$5B in Assets. Q4 2018 SNL data not available



<sup>\*</sup>Includes discount accretion on purchased loans of \$1,697 in 4Q17, \$1,977 in 1Q18, \$3,637 in 2Q18, \$1,271 in 3Q18, and \$1,411 in 4Q18 (dollars in thousands)

# TRIUMPH BUSINESS CAPITAL FACTORING

## **Client Portfolio Mix**



- Yield of 18.24% in the current quarter
- Average annual charge-off rate of 0.37% over the past 3 years
- 6,191 factoring clients at December 31, 2018



<sup>\*</sup> On June 2, 2018, we acquired the transportation factoring assets of Interstate Capital Corporation and certain of its affiliates



# TRIUMPH'S TRANSPORTATION FINANCE OPPORTUNITY

## **Annual Gross Revenues (8% GDP)**

\$750 Billion: 4 Million Trucks

## **For-Hire**

\$400 Billion: 2.6 Million Trucks

**Contract** \$225 Billion





3PLs/Broker \$175 Billion

	11666 3126	- Carriers	Horr Hacks
	1 to 5	189,200	300,000
~\$60 Billion	6 to 25	32,200	350,000
	26 to 100	8,400	400,000
	101 to 1,000	2,500	550,000
	Over 1,000	200	1,000,000
	All Carriers	232,000	2,600,000

Annual Revenue	Nbr. 3 PLs	\$ Billions
Inactive	5,300	
Under \$1 Million	11,300	2
\$1 - \$10 Million	2,100	6
\$10 - \$100 Million	500	22
Over \$100 Million	300	145
All 3 PI s	19 500	175

#TRIUMPH PAY

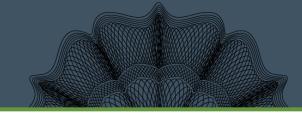
Triumph purchases ~10% of the available invoices from our ~\$60 billion target market



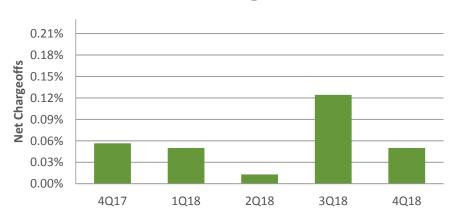
~\$170 Billion

<sup>\*</sup>This data utilizes high-level estimates from multiple data sources including FMCSA authority registrations, carrier reported numbers of power units, mercantile credit bureau reports and Triumph's own portfolio data

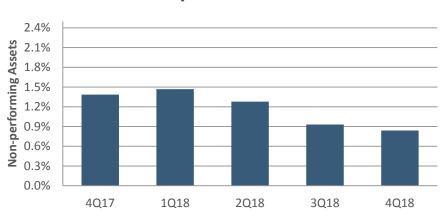
## LOAN PORTFOLIO



**NCOs / Average Loans** 



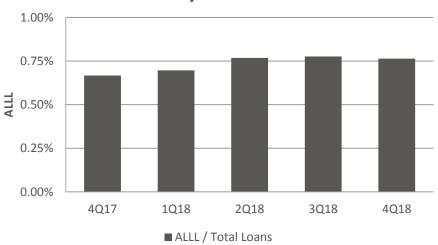
**NPAs / Total Assets** 



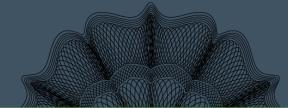
**Acquired Loans** 

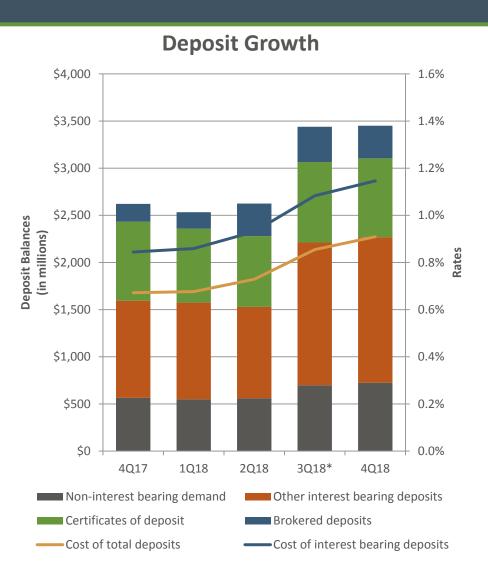


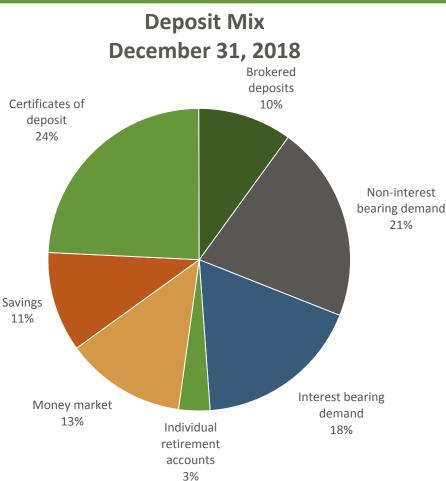
**ALLL / Total Loans** 



# **DEPOSIT MIX AND GROWTH**



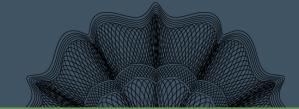




\*Deposits totaling \$601.2 million and \$73.5 million were assumed in the First Bancorp of Durango, Inc. and Southern Colorado Corp. acquisitions, respectively



# FINANCIAL HIGHLIGHTS



	As of and For the Three Months Ended								
Key Metrics	December 31	1,	September 30,	Ju	ne 30,	N	Iarch 31,	Dece	mber 31,
	2018		2018	2	2018		2018		2017
Performance ratios - annualized									
Return on average assets	1.60	%	0.90%		1.37%		1.43%		0.79%
Return on average tangible common equity (ROATCE) (1)	16.73	%	7.57%		9.95%		14.75%		7.33%
Yield on loans <sup>(2)</sup>	8.14	.%	8.33%		8.09%		7.65%		7.73%
Cost of total deposits	0.91	%	0.85%		0.73%		0.68%		0.67%
Net interest margin <sup>(2)</sup>	6.34	.%	6.59%		6.36%		6.06%		6.16%
Net non-interest expense to average assets	3.55	%	4.19%		3.59%		3.43%		3.65%
Adjusted net non-interest expense to average assets (1)(3)	3.55	%	3.62%		3.47%		3.56%		3.43%
Efficiency ratio	65.52	2%	72.15%		64.26%		65.09%		66.74%
Adjusted efficiency ratio (1)(3)	65.52	2%	63.49%		62.38%		66.45%		63.35%
Asset Quality <sup>(3)</sup>									
Non-performing assets to total assets	0.84	.%	0.93%		1.28%		1.47%		1.39%
ALLL to total loans	0.76	5%	0.78%		0.77%		0.70%		0.67%
Net charge-offs to average loans	0.05	%	0.12%		0.01%		0.05%		0.06%
Capital <sup>(4)</sup>									
Tier 1 capital to average assets	11.08	3%	11.75%		15.00%		11.23%		11.80%
Tier 1 capital to risk-weighted assets	11.53	%	11.16%		14.68%		11.54%		11.15%
Common equity tier 1 capital to risk-weighted assets	10.58	3%	9.96%		13.32%		10.05%		9.70%
Total capital to risk-weighted assets	13.40	)%	13.05%		16.73%		13.66%		13.21%
Per Share Amounts									
Book value per share	\$ 23.6	2	\$ 23.10	\$	22.76	\$	18.89	\$	18.35
Tangible book value per share (1)	\$ 16.22	2	\$ 15.42	\$	18.27	\$	15.82	\$	15.29
Basic earnings per common share	\$ 0.68	8	\$ 0.34	\$	0.48	\$	0.57	\$	0.29
Diluted earnings per common share	\$ 0.6	7	\$ 0.34	\$	0.47	\$	0.56	\$	0.29
Adjusted diluted earnings per common share (1)(3)	\$ 0.6	7	\$ 0.51	\$	0.50	\$	0.52	\$	0.34

- (1) Reconciliations of non-GAAP financial measures can be found at the end of the presentation
- (2) Includes discount accretion on purchased loans of \$1,697 in 4Q17, \$1,977 in 1Q18, \$3,637 in 2Q18, \$1,271 in 3Q18, and \$1,411 in 4Q18 (dollars in thousands)
- (3) Metric adjusted to exclude material gains and expenses related to merger and acquisition-related activities, net of tax where applicable
- (4) Asset quality ratios exclude loans held for sale
- (5) Current quarter ratios are preliminary



Triumph uses certain non-GAAP financial measures to provide meaningful supplemental information regarding our operational performance and to enhance investors' overall understanding of such financial performance.

Metrics and non-GAAP financial reconciliation	and non-GAAP financial reconciliation  As of and for the Three Months Ended					
	December 31, September 30,		June 30,	March 31,	December 31,	
(Dollars in thousands, except per share amounts)	2018	2018	2018	2018	2017	
Net income available to common stockholders	\$ 18,085	\$ 8,975	\$ 12,192	\$ 11,878	\$ 6,111	
Gain on sale of subsidiary	_	_	_	(1,071)	_	
Transaction related costs	_	5,871	1,094	_	1,688	
Tax effect of adjustments		(1,392)	(257)	248	(601)	
Adjusted net income available to common stockholders	\$ 18,085	\$ 13,454	\$ 13,029	\$ 11,055	\$ 7,198	
Dilutive effect of convertible preferred stock		195	193	190	194	
Adjusted net income available to common stockholders - diluted	\$ 18,085	\$ 13,649	\$ 13,222	\$ 11,245	\$ 7,392	
Weighted average shares outstanding - diluted	26,979,949	26,991,830	26,315,878	21,560,524	21,518,469	
Adjusted effects of assumed Preferred Stock conversion	_	_		_	_	
Adjusted weighted average shares outstanding - diluted	26,979,949	26,991,830	26,315,878	21,560,524	21,518,469	
Adjusted diluted earnings per common share	\$ 0.67	\$ 0.51	\$ 0.50	\$ 0.52	\$ 0.34	
Net income available to common stockholders	\$ 18,085	\$ 8,975	\$ 12,192	\$ 11,878	\$ 6,111	
Average tangible common equity	428,748	470,553	491,492	326,614	330,819	
Return on average tangible common equity	16.73%	7.57%	9.95%	14.75%	7.33%	

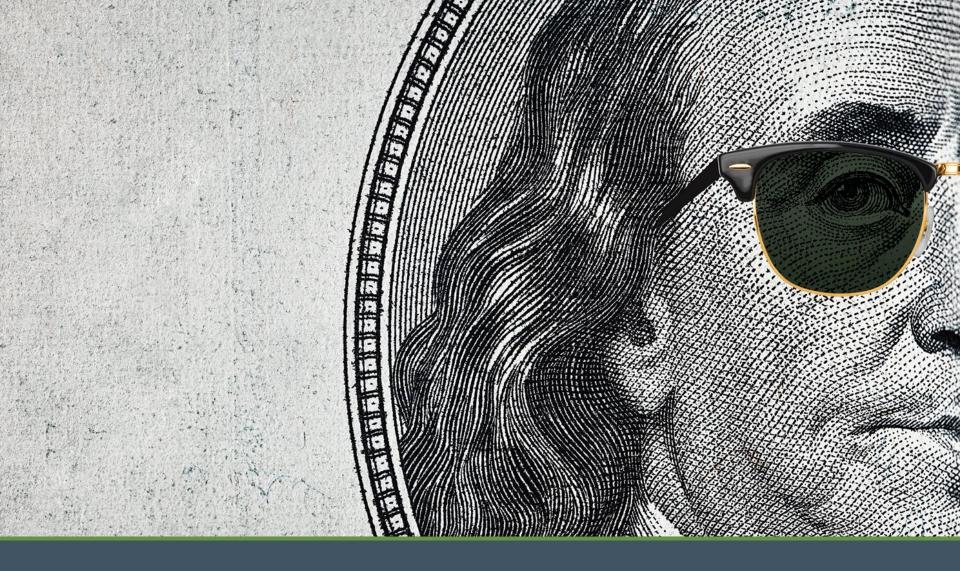
Metrics and non-GAAP financial reconciliation (cont'd)	As of and for the Three Months Ended				
	December 31, September 30,		June 30,	March 31,	December 31,
(Dollars in thousands, except per share amounts)	2018	2018	2018	2018	2017
Adjusted efficiency ratio:					
Net interest income	\$ 64,881	\$ 61,782	\$ 53,257	\$ 47,130	\$ 45,796
Non-interest income	6,794	6,059	4,945	5,172	3,998
Operating revenue	71,675	67,841	58,202	52,302	49,794
Gain on sale of subsidiary	_	_	_	(1,071)	
Adjusted operating revenue	\$ 71,675	\$ 67,841	\$ 58,202	\$ 51,231	\$ 49,794
Non-interest expenses	\$ 46,962	\$ 48,946	\$ 37,403	\$ 34,042	\$ 33,231
Transaction related costs	_	(5,871)	(1,094)	_	(1,688)
Adjusted non-interest expenses	\$ 46,962	\$ 43,075	\$ 36,309	\$ 34,042	\$ 31,543
Adjusted efficiency ratio	65.52%	63.49%	62.38%	66.45%	63.35%
Adjusted net non-interest expense to average assets ratio:					
Non-interest expenses	\$ 46,962	\$ 48,946	\$ 37,403	\$ 34,042	\$ 33,231
Transaction related costs	_	(5,871)	(1,094)	_	(1,688)
Adjusted non-interest expenses	\$ 46,962	\$ 43,075	\$ 36,309	\$ 34,042	\$ 31,543
Total non-interest income	\$ 6,794	\$ 6,059	\$ 4,945	\$ 5,172	\$ 3,998
Gain on sale of subsidiary	_	_	_	(1,071)	_
Adjusted non-interest income	\$ 6,794	\$ 6,059	\$ 4,945	\$ 4,101	\$ 3,998
Adjusted net non-interest expenses	\$ 40,168	\$ 37,016	\$ 31,364	\$ 29,941	\$ 27,545
Average total assets	4,488,918	4,060,560	3,628,960	3,410,883	3,181,697
Adjusted net non-interest expense to average assets ratio	3.55%	3.62%	3.47%	3.56%	3.43%

Metrics and non-GAAP financial reconciliation (cont'd)	As of and for the Three Months Ended						
	December 31,	September 30,	June 30,	March 31,	December 31,		
(Dollars in thousands, except per share amounts)	2018	2018	2018	2018	2017		
Total stockholders' equity	\$ 636,607	\$ 616,641	\$ 607,225	\$ 402,944	\$ 391,698		
Preferred stock liquidation preference		(9,658)	(9,658)	(9,658)	(9,658)		
Total common stockholders' equity	636,607	606,983	597,567	393,286	382,040		
Goodwill and other intangibles	(199,417)	(201,842)	(117,777)	(63,923)	(63,778)		
Tangible common stockholders' equity	\$ 437,190	\$ 405,141	\$ 479,790	\$ 329,363	\$ 318,262		
Common shares outstanding at end of period	26,949,936	26,279,761	26,260,785	20,824,509	20,820,445		
Tangible book value per share	\$ 16.22	\$ 15.42	\$ 18.27	\$ 15.82	\$ 15.29		
Total assets at end of period	\$ 4,559,779	\$ 4,537,102	\$ 3,794,631	\$ 3,405,010	\$ 3,499,033		
Goodwill and other intangibles	(199,417)	(201,842)	(117,777)	(63,923)	(63,778)		
Adjusted total assets at period end	\$ 4,360,362	\$ 4,335,260	\$ 3,676,854	\$ 3,341,087	\$ 3,435,255		
Tangible common stockholders' equity ratio	10.03%	9.35%	13.05%	9.86%	9.26%		

#### Metrics and non-GAAP financial reconciliation (cont'd)

(Dollars in thousands, except per share amounts)	 hree Months Ended mber 31, 2018 GAAP
Net interest income to average total assets:	 
Net interest income	\$ 64,881
Average total assets	4,488,918
Net interest income to average assets	5.73%
Net noninterest expense to average total assets:	
Total noninterest expense	\$ 46,962
Total noninterest income	6,794
Net noninterest expense	\$ 40,168
Average total assets	4,488,918
Net noninterest expense to average assets ratio	3.55%
Pre-provision net revenue to average total assets:	
Net interest income	\$ 64,881
Adjusted net noninterest expense	(40,168)
Pre-provision net revenue	\$ 24,713
Average total assets	4,488,918
Pre-provision net revenue to average assets	2.18%

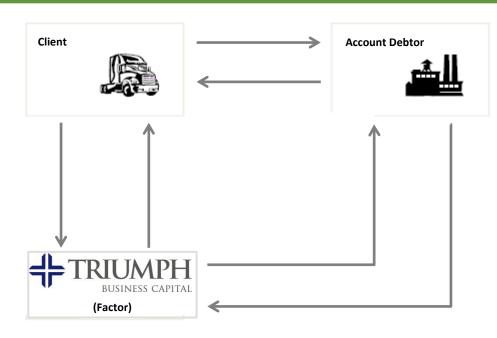
(Dollars in thousands, except per share amounts)	 hree Months Ended mber 31, 2018 GAAP
Credit costs to average total assets:	
Provision for loan losses	\$ 1,910
Average total assets	4,488,918
Credit costs to average assets	0.17%
Taxes to average total assets:	
Income tax expense	\$ 4,718
Average total assets	4,488,918
Taxes to average assets	0.41%
Return on average total assets:	
Net interest income to average assets	5.73%
Net noninterest expense to average assets ratio	(3.55%)
Pre-provision net revenue to average assets	 2.18%
Credit costs to average assets	(0.17%)
Taxes to average assets	(0.41%)
Return on average assets	1.60%



**APPENDIX** 

## **FACTORING 101**





## **Triumph Business Capital Economics:**

- 1. Our client performs services for the account debtor.
- 2. The client generates an invoice for \$1,000 payable in 30 days.
- 3. The client sells the invoice to Triumph (factor), who pays the client \$900 (\$1,000 less a 10% cash reserve or "holdback").
- 4. Triumph employs \$900 of funds to acquire the invoice. We charge a 2.5% discount fee (\$25), which reflects a ~2.8% yield on the actual funds employed. Assuming a similarly sized invoice, with the client, was collected ("turned") every 36 days (or ~10 times per year) Triumph's annualized yield on the \$900 of Net Funds Employed is ~28% (\$25 fee \* 10 purchases annually / \$900).
- 5. When the invoice is collected, the 10% holdback less our fee is paid to the client.

## What is factoring?

- Factoring is one of the oldest forms of finance.
- Factoring is a financial transaction in which a business sells its
  accounts receivable to a third party (factor) at a discount. A business
  typically factors its receivable assets to meet its present and
  immediate cash needs. The transaction is a purchase, not a loan.

#### What is the market?

- Factoring industry data is limited. Based on IFA\* studies and discussions with industry experts, we estimate the market, excluding traditional factoring (textiles, furniture, etc.), at ~\$120B in annual purchases.
  - Given these estimates, we assume transportation factoring is 45-50% of that market or approximately \$60mm.
    - We represent ~5% of the total market and ~10% of the transportation market.
    - We are among the 3 largest discount transportation factors and in the top 10 overall of discount factors.

#### Who are our clients?

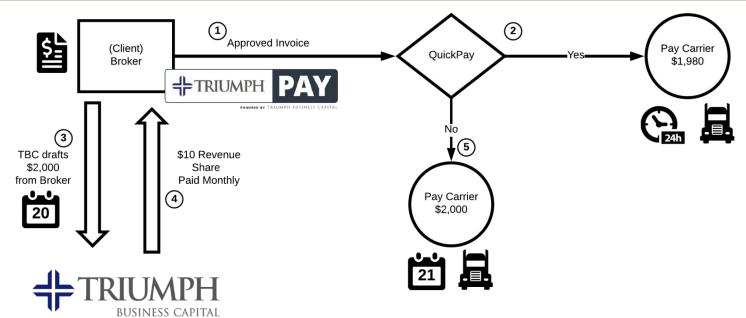
- Our typical client has limited financial systems.
- We factor clients with historical losses, little (if any) net worth, early stage (less than 3 years activity) businesses, turnarounds and restructurings.

### Who is Triumph Business Capital?

- We are a highly specialized factor in the transportation space factoring 3 groups of clients:
  - Recourse trucking
  - Non-recourse trucking (owner / operators)
  - Freight brokers
  - Other industry verticals
    - Similar collateral and portfolio servicing characteristics (staffing, warehousing, etc.)

# **TRIUMPHPAY 101**





## What is TriumphPay?

TriumphPay is a reverse factoring product that connects our proprietary payment processing system with a broker or third party logistics' (3PL) transportation management and accounting system to facilitate payments to carriers, provide improved liquidity options to clients, and generate enhanced revenue opportunities for both TBK and the client through QuickPay programs.

#### What is the market?

Based on our analysis of the third party logistics/broker portion of the for-hire trucking market, we estimate the market to be **~\$170 billion**.

#### Who is the Customer?

Large and mid-sized freight brokers and 3PL firms who are suffering from factor fatigue, desire enhanced liquidity options and expanded revenue opportunities.

## **TriumphPay Economics:**

- 1. Client approves invoice for \$2,000. Payment terms are 21 days.
- 2. Carrier opts for QuickPay. Triumph pays the carrier \$1,980 same day or next day. The \$20 difference represents the QuickPay fee. In this example arrangement, that fee is then split between the broker and Triumph, \$10 each.
- 3. At day 20, Triumph drafts \$2,000 from the broker.
- 4. The \$10 fee retained by Triumph equates to an annualized yield of 9.2% (\$10 fee / \$1,980 advanced x 365 days / 20 days).

## No QuickPay

5. If the carrier declines to use QuickPay, at day 20 Triumph drafts \$2,000 from Broker. Triumph then pays the Carrier on day 21. One day float to Triumph.