



Investor Deck

NASDAQ: TFIN



Safe Harbor Statement

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; changes in management personnel; interest rate risk; concentration of our products and 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; risks related to the integration of acquired businesses and any future acquisitions; our ability to successfully identify and address the risks associated with our possible future acquisitions, and the risks that our prior and possible future acquisitions make it more difficult for investors to evaluate our business, financial condition and results of operations, and impairs our ability to accurately forecast our future performance; 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 Act and their application by our regulators; governmental monetary and fiscal policies; changes in the scope and cost of FDIC, 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 Financial's Annual Report on Form 10-K, filed with the Securities and Exchange Commission on February 13, 2024.

Non-GAAP Financial Measures

This presentation may include certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of non-GAAP financial measures to GAAP financial measures, if included, are provided at the end of this presentation.

Triumph Financial is a financial and technology company serving the transportation industry

NASDAQ GS: TFIN (As of 11/14/24)

\$100.68



Market Cap

As of 11/14/24

\$2.3B

Revenue⁽¹⁾

2023A

\$418MM

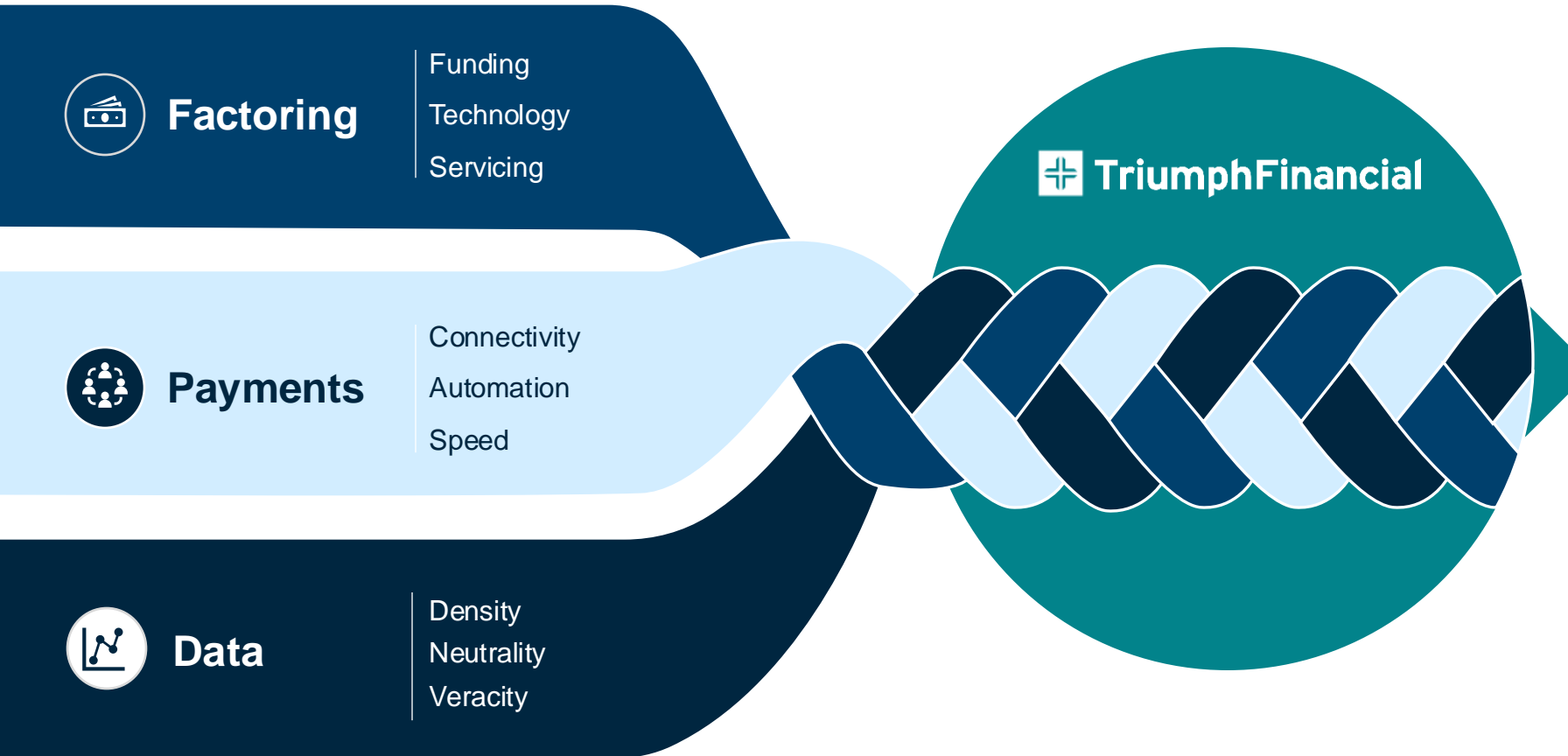
Net Income to Common Shareholders

2023A

\$38MM

¹ Revenue defined as net interest income + noninterest income for the year ending 12/31/2023

TFIN is building innovative solutions to support the U.S. freight and logistics industry



U.S. Freight and Logistics Industry

\$940B

gross freight revenue from U.S. trucking on primary shipments⁽¹⁾

3.7%

of U.S. GDP²

72.6%

of freight carried by trucks⁽¹⁾

¹ American Trucking Association data for 2022

² BEA.gov US GDP 2022 of \$25.46 trillion

+ TFIN: FACTORING



Factoring



Payments



Data

TFIN is a leading factor in the transportation industry



#2 transportation factor in North America



\$10B+ in transportation accounts receivable purchased over last 12 months



46.1% pre-tax operating margin¹

Factoring Highlights

Per Invoice Fee²
Average Discount Rate
~1.4%

Days to Collect²
~35 days

Portfolio Turn²
~10.4x Annually

Yield on NFE^{3,4}
~17.0%

Net Charge-offs to Average Receivables Balances³
0.34%

1. Pre-tax operating margin, defined as Pre-Tax Operating Income / (Net Interest Income + Noninterest Income) in the factoring segment, shown over the years 2021 through 3Q2024. Specifically: 2021 (57.2%), 2022 (55.0%), 2023 (27.4%) and YTD 2024 (23.4%) representing the impact of the peak post pandemic and subsequent freight recession trends. 2. Data as of 09/30/2024 3. Data as of YTD 9/30/2024. 4. Net funds employed equal the accounts receivable balance less any reserves and unpaid fees held against the account.



TFIN launches Factoring as a Service (FaaS)

Legacy Factoring

Closed inefficient market requiring extensive institutional knowledge

Off the shelf core systems lacking investment and features

People intensive to scale, little motivation to innovate

Significant risk of fraud

Capital intensive with significant funding requirements



TFIN FaaS

A platform empowering new entrants, leveraging our industry expertise, leading technology and extensive network

Purpose built, scalable core systems allowing instant purchase decisions of invoices and instant funding for carriers 24x7x365

Significant investments in technology to automate processes, reduce risk, improve the customer experience and efficiently scale new client business

AI/ML tools reduce legacy processes from hours to seconds improving accuracy and credit metrics while reducing fraud

Leverages TFIN's balance sheet and cost of funds

✚ TFIN: PAYMENTS



Factoring



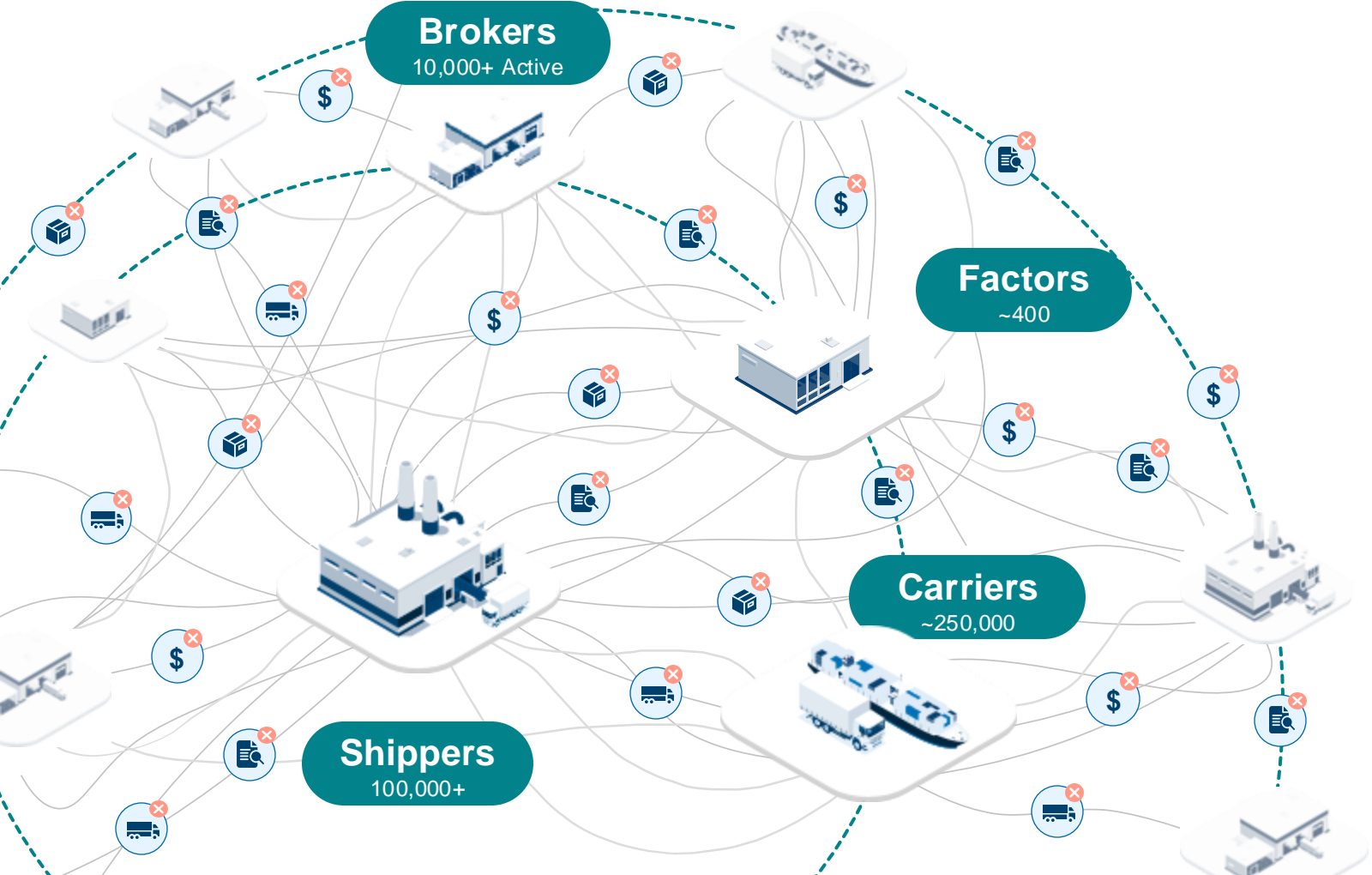
Payments



Data

Many ↔ Many ↔ Many ↔ Many

Complexity invites fraud and creates waste in billing and payments



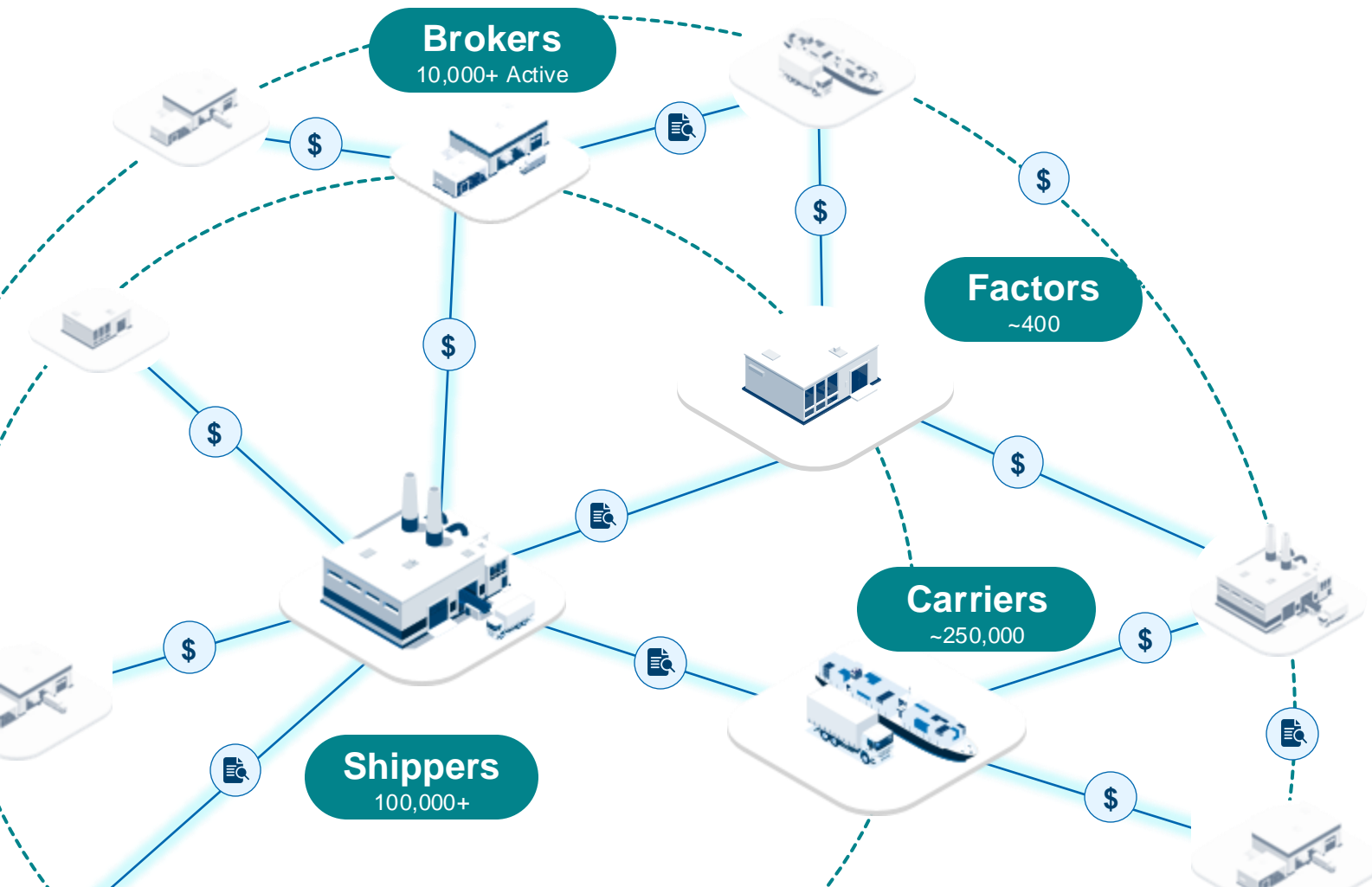
\$550B+
Total transactions among fragmented stakeholders

Challenges of Fragmentation

- Fraud**
\$500MM-\$700MM in double-brokering fraud estimated and growing⁽¹⁾
- Theft**
57% increase in cargo theft incidents in 2023 compared to 2022⁽²⁾
- Friction**
~\$20 per invoice in friction incurred by the broker factor and shipper⁽¹⁾

¹ Internal estimate from TriumphPay data
² CNBC 2024, "Cargo theft spiked over 57% in 2023 vs. 2022, new data shows"
\$ values presented are annualized unless otherwise stated

TFIN is creating a trusted network to connect parties, facilitate payments and reduce friction



Benefits of the Network

- ✓ **Operational efficiency** enabled through Triumph Financial's structured data between parties
- ✓ **Visibility** afforded in our Network strengthens the veracity of documentation and reduces fraud and misdirected payments
- ✓ **Access to liquidity** to extend DPO and reduce DSO
- ✓ **Insights and benchmarking** to inform better business decisions

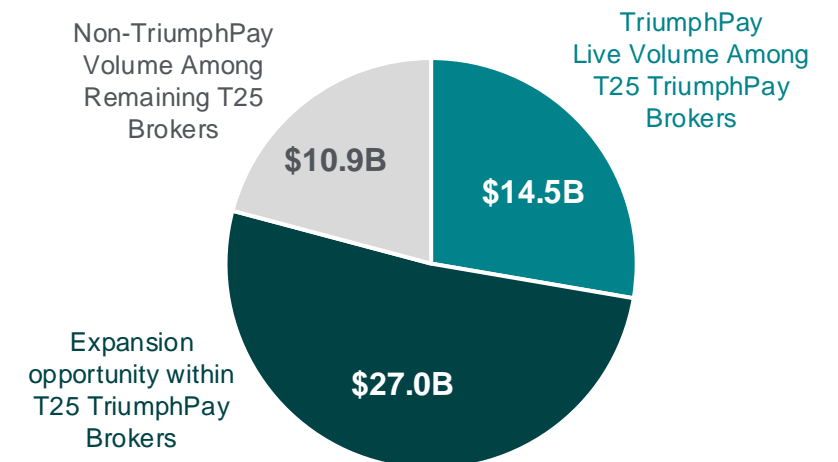
TFIN's density continues to grow in both client count and volume flowing through the network

Transport Topics Top 25 Freight Brokers and Estimated Payment Volume^{1,2,3}

\$10.6B 1	\$5.6B 2	\$5.3B 3	\$3.4B 4	\$2.6B 5
\$2.5B 6	\$2.0B 7	\$1.9B 8	\$1.8B 9	\$1.6B 10
\$1.6B 11	\$1.5B 12	\$1.3B 13	\$1.2B 14	\$1.2B 15
\$1.0B 16	\$0.9B 17	\$0.9B 18	\$0.9B 19	\$0.9B 20
\$0.8B 21	\$0.8B 22	\$0.8B 23	\$0.8B 24	\$0.8B 25

1. Estimated payment volumes from Transport Topics Top 100 Freight Brokers, assuming a constant % of gross revenue to payment volume for each broker. 2. Accounts for recent consolidation of Brokers. 3. Highlighted brokers indicate that TriumphPay serves at least a portion of their volume through audit, payments, or both

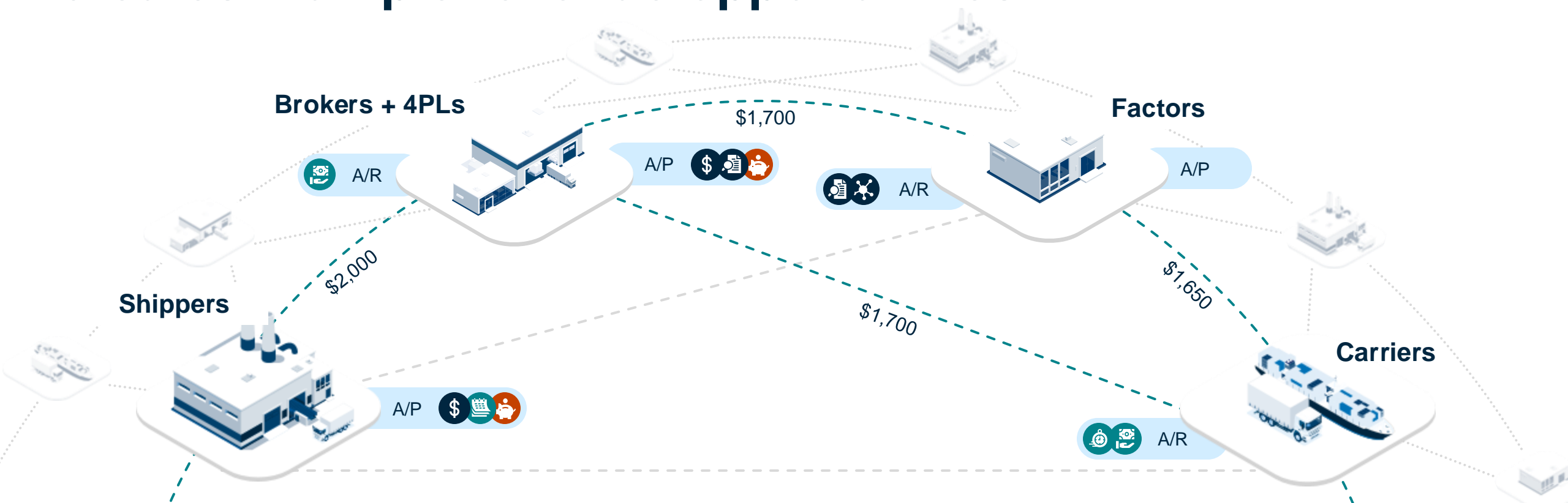
TriumphPay Penetration of Top 25 Broker Volume



Opportunities to Grow Penetration:

- ① Fully-ramp onboarded Brokers
- ② Add volume from new modes
- ③ New wins from remaining Brokers

Fees, Financing & Float - The density of our network creates multiple revenue opportunities



Fee Revenue

- Payment Fees
- Audit Fees
- Network Fees

Financing Revenue

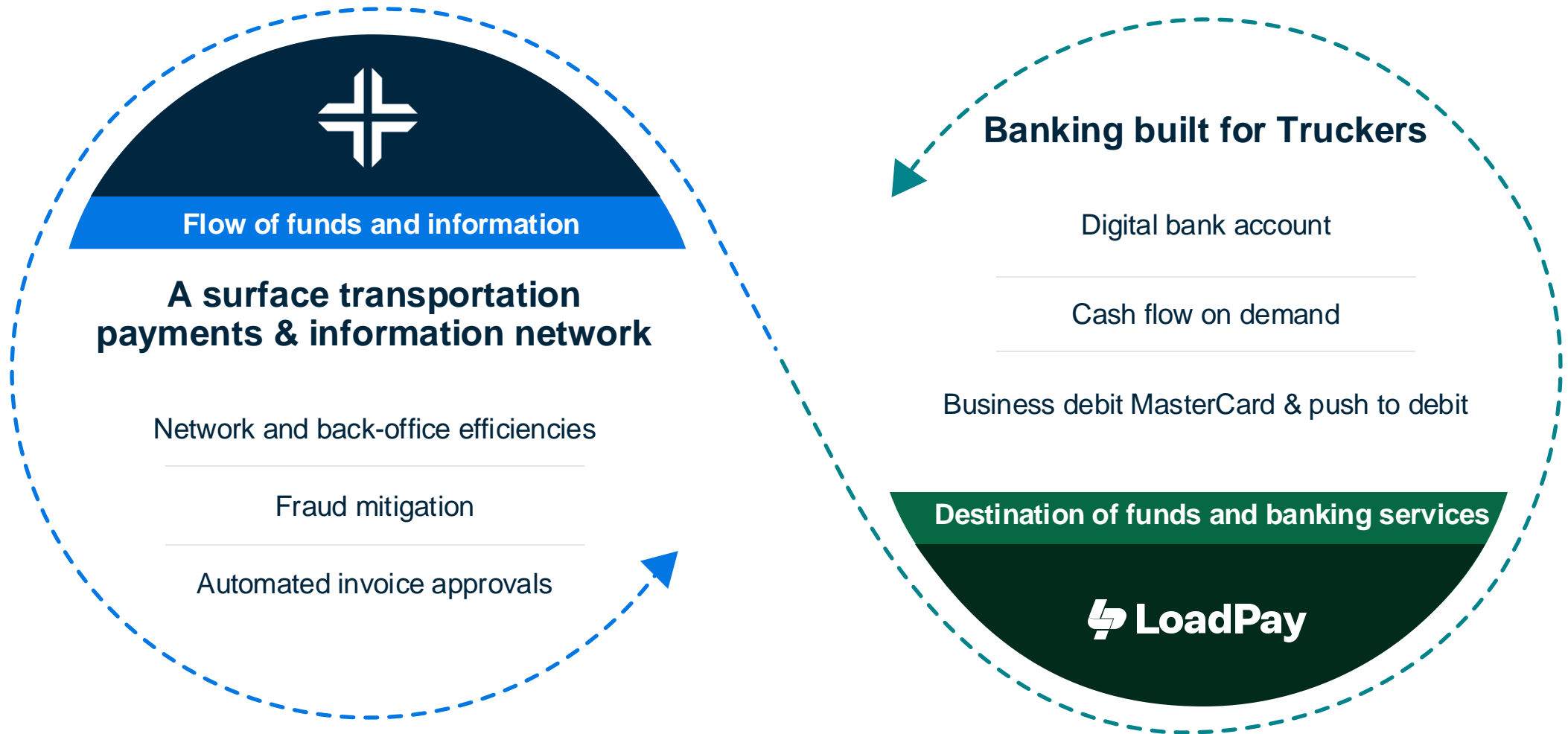
- Extended Pay
- Factoring
- Quick Pay

Float Revenue

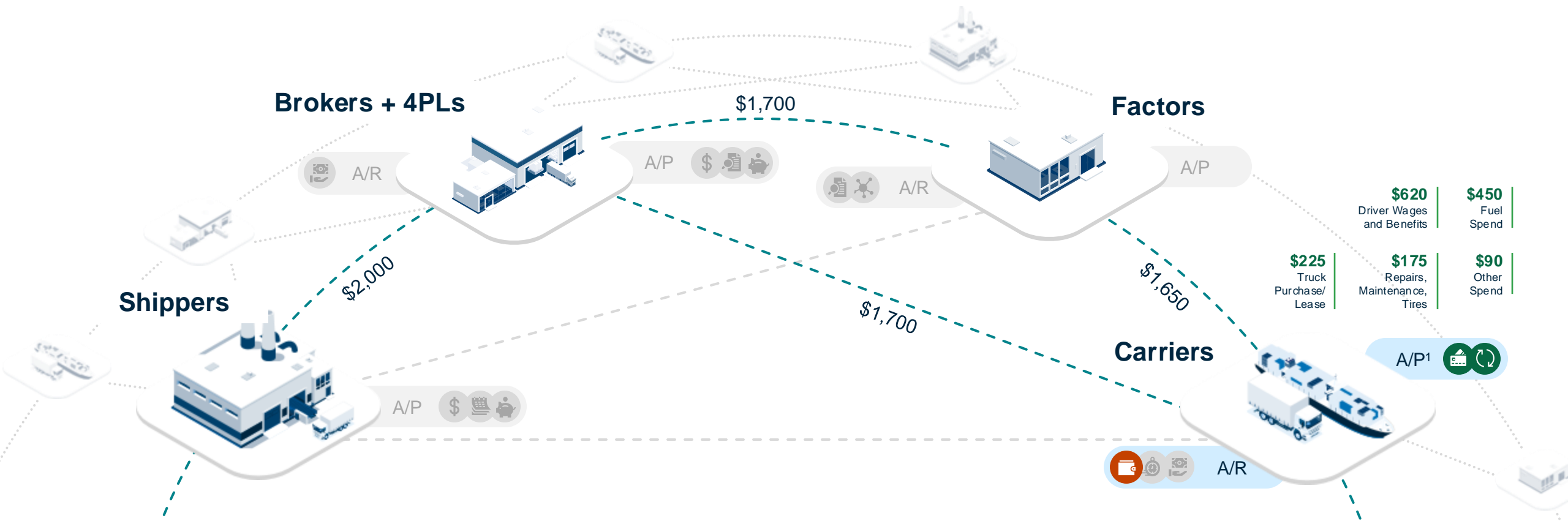
- Payments Float

Note: This illustration highlights the invoice lifecycle with the most intermediaries; some transactions bypass brokers, factors, or both.

LoadPay, powered by our network, collapses the time between delivering the load and getting paid to seconds, creating an unmatched carrier experience.



LoadPay expands TFIN's opportunity into new spend areas



Fee Revenue

- Payment Fees
- Audit Fees
- Network Fees

Financing Revenue

- Extended Pay
- Factoring
- Quick Pay

Float Revenue

- Payments Float
- LoadPay Float

Spend Revenue

- LoadPay Card Interchange
- LoadPay Instant Transfer

¹ Source: 2023 American Transportation Research Institute, An Analysis of the Operational Costs of Trucking: 2023 Update

+ TFIN: DATA



Factoring



Payments



Data

The TFIN Network and assets uniquely position us to offer visibility into accurate, actionable data

01

Density

- We touch ~50% of all brokered freight invoices
- We make \$38B+ in transportation payments¹

02

Neutrality

- We are a publicly traded bank
- We move data and money (not freight), so we are not a competitive threat to the industry we serve

03

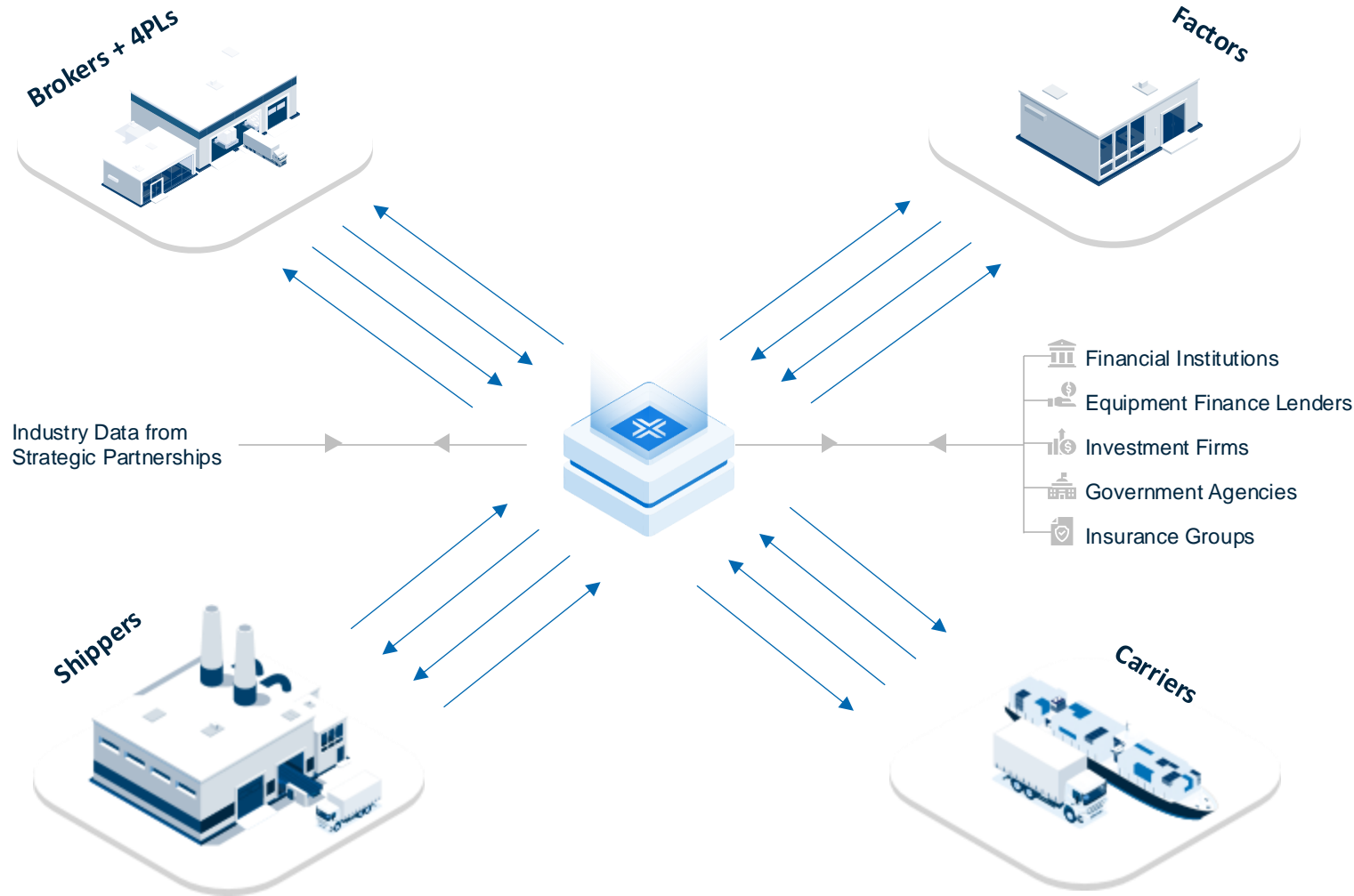
Veracity

- We receive data on real, cleared, verified transactions (e.g. not from potential or proposed loads)
- Our network directly connects core systems of record

1. Inclusive of TFIN's factoring payments



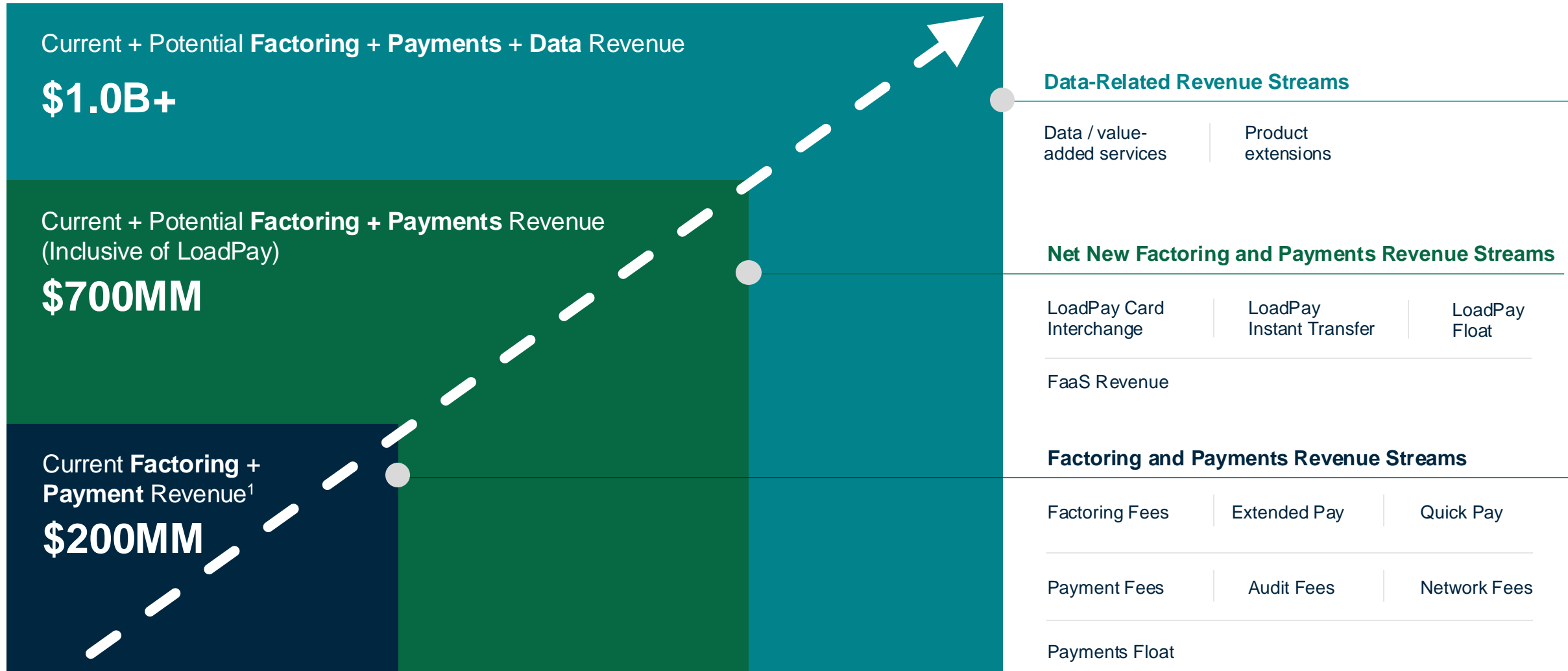
TFIN believes there is an opportunity to return data and develop value added services to benefit the industry



Opportunities to Add Value

- ✓ Return aggregated and verified data to our customers
- ✓ Develop new products and services to reduce friction and fraud
- ✓ Provide market-level insights to the broader industry

TFIN has sightline to over \$1B in transportation revenue



¹: Annualized as of the quarter ending 09/30/2024



✦ Sustainable Business Practices

Our Values

Invest for the future

Do not allow the immediate to crowd out the important. Success that endures is built upon a long-term perspective.

Unique is good

Be wary of following the crowd. Being unique can be difficult, but if it were easy, everyone would do it.

Mission is more than money

Make everything you're involved in better. This includes doing good in the areas of greatest need – in your community and around the world.

Respect

Treat others as you want to be treated. Put the needs of others and the needs of the team before promoting your own agenda.

People make the difference

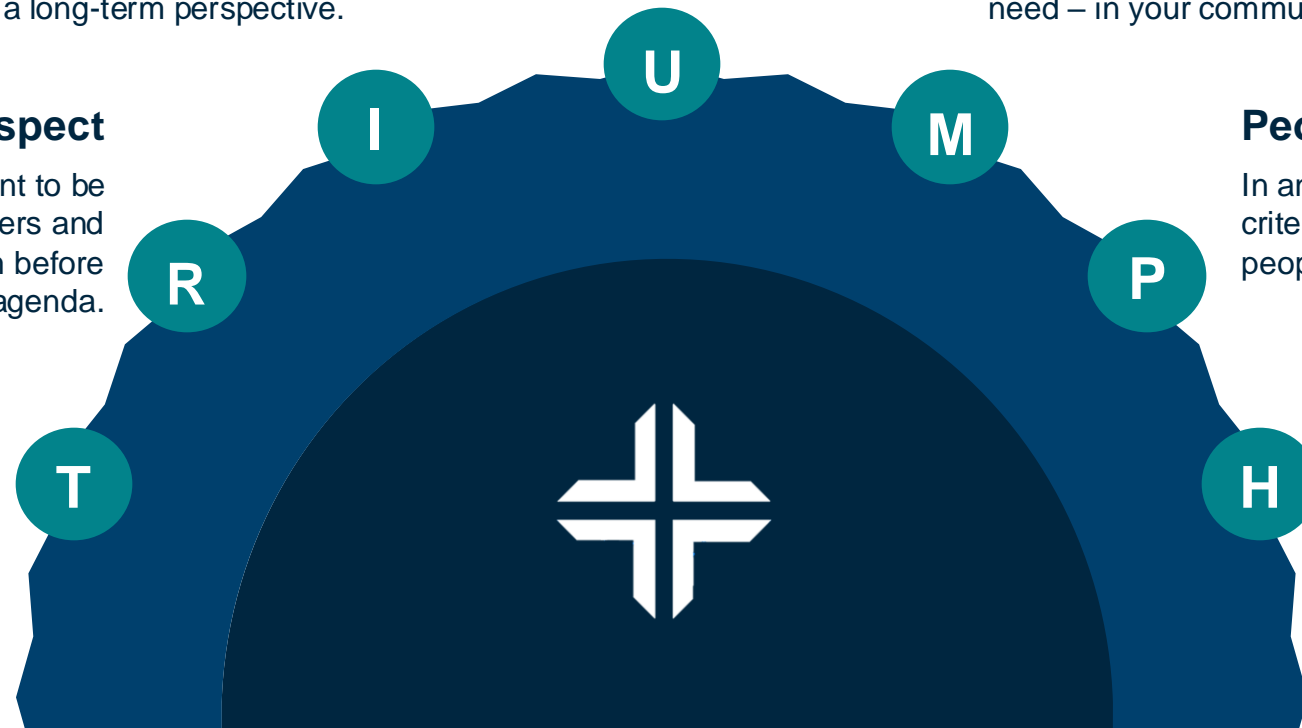
In any situation, the most important criteria for success are the quality of people and the quality of their thinking.

Transparency

Communicate the truth consistently, directly and professionally. Open communication is the foundation of strong relationships.

Humility

Model humility in all that you do. Humility is not passivity, as it requires the courage to prefer others' needs over your own.



Our Environmental Practices

What we Believe



We recognize that our activities may have an impact on our planet

We are committed to sustainable finance, balancing environmental stewardship with responsible business operations and complying with all applicable laws

We focus our efforts on responsible resource use while creating comfortable, safe and healthy workplaces for our team members and stakeholders

[Our ESG Report](#) ↗

What we Practice

- ✓ Preference for environmentally friendly products
- ✓ Leverage document and image technology to reduce paper consumption, our largest waste product
- ✓ Newest branch operates solar panels and geothermal heat pumps
- ✓ New offices use LED lighting and occupancy sensors. Existing branches are being upgraded

What we Monitor



Limits set on concentrations of certain types of lending or industries

The company requires Board oversight and approval of relationships exceeding certain thresholds

The company employs external loan review and between 70% and 75% of the portfolio is reviewed annually

The company stress tests the portfolio regularly and evaluates whether climate change loss factors should be included in credit loss forecasting

[Our Environmental Policy](#) ↗

Our Diversity

The diversity of Triumph Financial team members is a tremendous asset.

We are committed to providing equal employment and advancement opportunities to qualified individuals and will not tolerate illegal discrimination or harassment of any kind.

To ensure this, we employ:

- ✓ A CEO council on diversity & inclusion
- ✓ Expansion of affirmative action plans
- ✓ Team member satisfaction surveys
- ✓ Training & educational assistance
- ✓ Working conditions that are safe and healthy
- ✓ Significant benefits beyond medical and retirement plans

[Our Human Treatment Statement](#) ↗

As of December 31, 2023

Women represent:

63%

of our overall team members

65%

of our non-management team members

64%

of our management team members

33%

of management, senior vice president and above

Ethnic minorities represent:

43%

of our overall team members

34%

of our non-management team members

33%

of our management structure through vice president

11%

of management, senior vice president and above

Triumph Financial's age related demographics were:

56%

of our team members were **40 years of age or younger**

44%

of our team members were **41 years of age and older**

Our Philanthropy

In 2023,

435

Team members
volunteered

8,692

Volunteer hours
were reported

407

Organizations
were supported

Triumph Financial's Matching Gifts Program

Aside from volunteering, Triumph Financial's Matching Gifts Program, supports organizations important to team members by matching their charitable contributions to qualified organizations, dollar-for-dollar, **up to \$1,000 for each team member, each calendar year.**

\$48,522 

Donated through the Matching Gifts
Program in 2023

Major Charitable Initiatives



Triumph Workshop

Triumph Workshop provides the tools, knowledge, and connections to foster a community of creation, innovation and success. Triumph Financial and TBK Bank established Triumph Workshop as a makerspace to serve the community through programs focusing on workforce development, education initiatives and entrepreneur support.



TBK Scholars Program

In 2023, we completed our 5th annual scholarship program, awarding fifteen \$1,000 scholarships to high school seniors from low-to-moderate income ("LMI") families in the communities the bank serves.



Watermark Community Development Program

Triumph Financial has donated over \$191,000 to this organization since 2017 for matching funds of an Individual Development Account program to benefit low-to-moderate income individuals in Dallas, Texas.



Crosshairs Charitable Foundation

This organization provides an opportunity for others to participate in community development and charitable activities that Triumph Financial supports.



✚ Appendix

Executive Team



Aaron Graft

Founder, Vice Chairman,
and Chief Executive Officer
14 Years at TFIN

Graft began his career as an attorney with Fulbright & Jaworski, LLP (now Norton Rose Fulbright LLP), where he focused on distressed loan workout. He received a Bachelor of Arts, Cum Laude, and a Juris Doctorate, Cum Laude, from Baylor University. Graft previously served on the Baylor University Hankamer School of Business Advisory Board.



Brad Voss

EVP,
Chief Financial Officer
13 Years at TFIN

Voss joined Triumph Financial from CSG Investments where he led the sourcing, analysis and execution of investments in distressed securities. Before that, Voss served as a Portfolio Manager for Highland Capital Management, L.P. He holds a Bachelor of Business Administration in accounting and finance from Texas Christian University and a Master of Business Administration from the University of Texas at Austin. He is a Chartered Financial Analyst (CFA) charter holder.



Melissa Forman

President,
TriumphPay
5 Years at TFIN
27 Years in Payments & Transportation

Before joining TriumphPay, Forman spent nearly a decade leading sales and strategic partnerships for eCapital, LLC. She has held various leadership roles in the transportation technologies and finance industries. Forman received a Master of Business Administration in International Business from California State University, Dominguez Hills, and a Bachelor of Science in Business Management from the University of Phoenix.



Tim Valdez

President,
Triumph Factoring
3 Years at TFIN
29 Years in Factoring

Before joining, Valdez served as Vice President of WEX Fleet One Factoring. Prior to that he co-founded Pavestone Capital, a recourse factoring company serving small and middle-market transportation businesses and prior to that served as Chief Lending Officer for Transportation Alliance Bank.



Todd Ritterbusch

President,
TBK Bank, SSB
5 Years at TFIN
22 Years in Banking

Ritterbusch was previously a managing director and market executive in JP Morgan Chase's commercial bank. Ritterbusch earned a Bachelor of Science with distinction in interdisciplinary engineering from Purdue University and a Master of Business Administration from the Kellogg School of Management and a Master of Engineering Management from the McCormick School of Engineering at Northwestern University.

✦ **Thank You!**