

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT  
PURSUANT TO SECTION 13 OR 15(D)  
OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): November 14, 2019

**TRIUMPH BANCORP, INC.**

(Exact name of registrant as specified in its charter)

Texas  
(State or Other Jurisdiction  
of Incorporation)

001-36722  
(Commission  
File Number)

20-0477066  
(IRS Employer  
Identification No.)

12700 Park Central Drive, Suite 1700,  
Dallas, Texas  
(Address of Principal Executive Offices)

75251  
(Zip Code)

(214) 365-6900  
(Registrant's telephone number, including area code)

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instructions A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2b)
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4c)

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common stock, par value \$0.01 per share	TBK	NASDAQ Global Select Market

**Item 7.01. Regulation FD Disclosure**

Triumph Bancorp, Inc. executives may, from time to time, meet with investors in various meetings. A copy of the materials that may be used in such meetings are attached hereto as Exhibit 99.1. The information in this Item 7.01, including Exhibit 99.1, shall be considered furnished for purposes of the Securities Exchange Act of 1934 and shall not be deemed “filed” for any purpose.

**Forward-Looking Statements**

This Current Report on Form 8-K 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., and the operating assets of Interstate Capital Corporation and certain of its affiliates) 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 12, 2019.

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**Item 9.01. Financial Statements and Exhibits**

(d) Exhibits.

<u>Exhibit</u>	<u>Description</u>
99.1	<a href="#">Triumph Bancorp, Inc. Investor Presentation</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

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**EXHIBIT INDEX**

<u>Exhibit</u>	<u>Description</u>
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**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

TRIUMPH BANCORP, INC.

By: /s/ Adam D. Nelson

Name: Adam D. Nelson

Title: Executive Vice President & General Counsel

Date: November 14, 2019

Rethink Vanilla.



**TRIUMPH BANCORP, INC.**  
**TRANSPORTATION**  
**PRESENTATION**  
2019



# DISCLAIMER

## FORWARD-LOOKING STATEMENTS

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## 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 September 30, 2019.

# TRIUMPH BANCORP, INC. OVERVIEW

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

TOTAL ASSETS

**\$5.0 billion**

MARKET CAP

**\$808.7 million**

TOTAL LOANS

**\$4.2 billion**

TOTAL DEPOSITS

**\$3.7 billion**



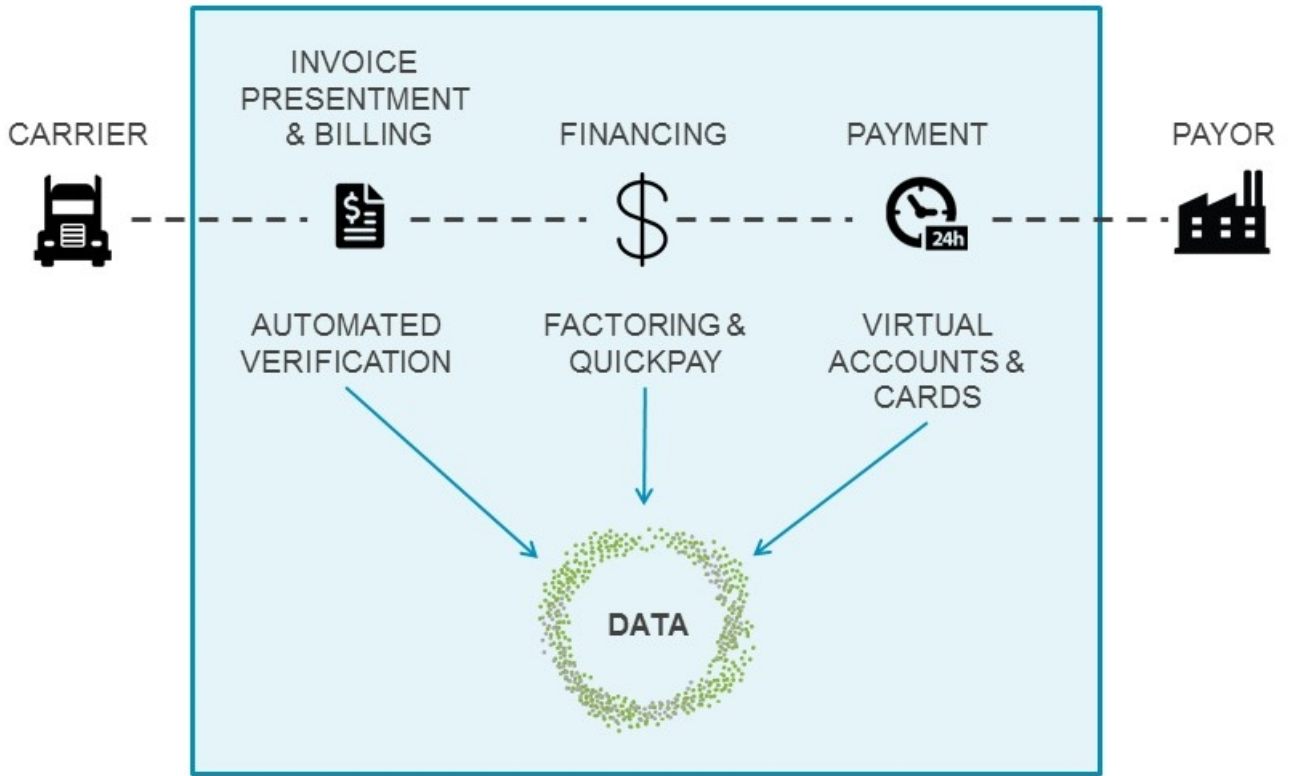
Rethink Vanilla.



# TRANSPORTATION FINTECH PLATFORM

 TRIUMPH

# WE'RE BUILDING THE TRANSPORTATION FINTECH PLATFORM



# THE NEXUS OF BILLING AND PAYMENTS IN TRUCKING



TriumphPay connects shippers, brokers, and carriers for the purpose of settling transactions.

All parties benefit from leveraging a single integrated secure platform for submitting paperwork, accessing supply chain financing options, and processing payments.



Triumph Business Capital accelerates the conversion of accounts receivable invoices into cash, providing timely working capital for carriers. The AI-enabled technology behind this process captures, aggregates and warehouses millions of data elements embedded within the invoices, creating a uniquely valuable data platform.

# WHO ARE TRIUMHPAY AND TRIUMPH BUSINESS CAPITAL?

## TRIUMPH **PAY**

  
**\$2B**  
IN RUN RATE  
PAYMENTS

  
**150+**  
BROKERS AND  
ONE TOP 20  
BROKER

  
**25,000+**  
REGISTERED  
CARRIERS

  
**20%**  
QUICK PAY  
ADOPTION RATE

## TRIUMPH BUSINESS CAPITAL

  
**\$6B**  
INVOICES  
PURCHASED  
ANNUALLY

  
**3.5M**  
INVOICES  
PROCESSED  
ANNUALLY

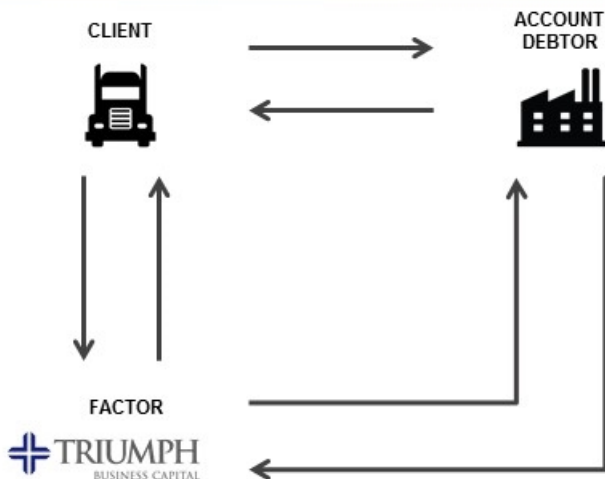
  
**6,500+**  
ACTIVE  
CLIENTS

  
**48**  
CONTIGUOUS  
STATES  
COVERED

# TRIUMPH'S COMPETITIVE ADVANTAGE

	OPERATIONAL COSTS			STRUCTURAL		CUSTOMER EXPERIENCE		
	Verification	Remittance	Cash Application	Capital	Control	Speed	Price - Large	Price - Small
FACTORS								
BANK FACTORS								
TRIUMPH BUSINESS CAPITAL								
TRIUMPH PAY								
TRIUMPH BUSINESS CAPITAL TRIUMPH PAY								

# 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 of an invoice, 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 \$60B.
  - 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.

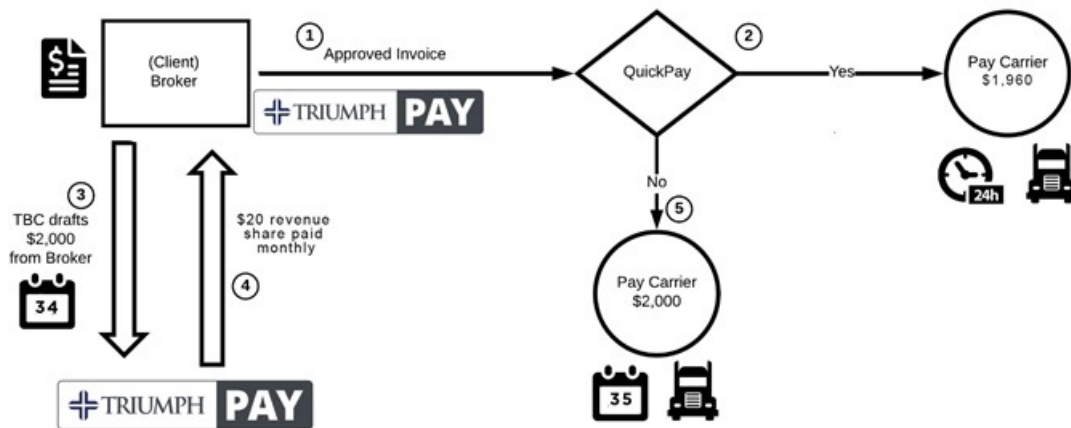
## WHO ARE OUR CLIENTS?

- Our typical client has limited financial systems.
- We can 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.)

# TRIUMHPAY 101



## WHAT IS TRIUMHPAY?

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.

## TRIUMHPAY ECONOMICS:\*

1. Client approves invoice for \$2,000. Payment terms are 35 days.
2. Carrier opts for QuickPay. Triumph pays the carrier \$1,960 same day or next day. The \$40 difference represents the QuickPay fee. In this example arrangement, that fee is then split between the broker and Triumph, \$20 each.
3. At day 35, Triumph drafts \$2,000 from the broker.
4. The \$20 fee retained by Triumph equates to an annualized yield of 9.6%

## NO QUICKPAY

5. If the carrier declines to use QuickPay, at day 34 Triumph drafts \$2,000 from Broker. Triumph then pays the Carrier on day 35 by wire, ACH or check. Two day average float to Triumph.

Rethink Vanilla.



TRIUMPH &  
TBK BANK

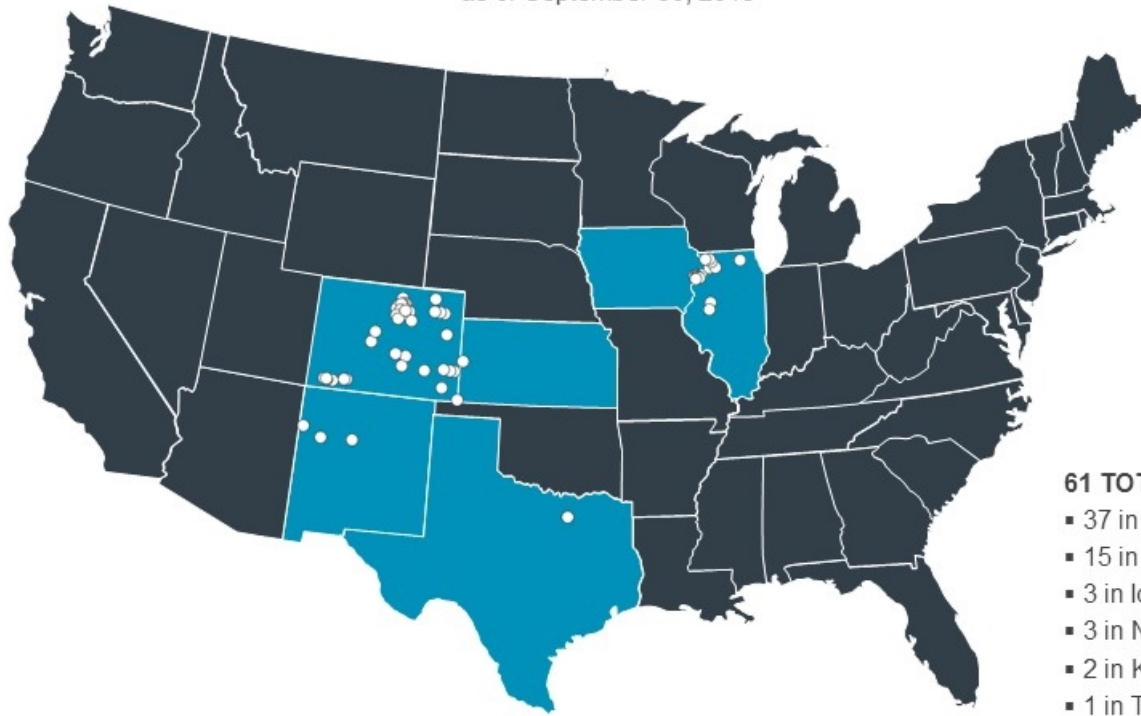
 TRIUMPH



# PLATFORM OVERVIEW – BRANCH NETWORK

## BRANCH LOCATIONS

as of September 30, 2019



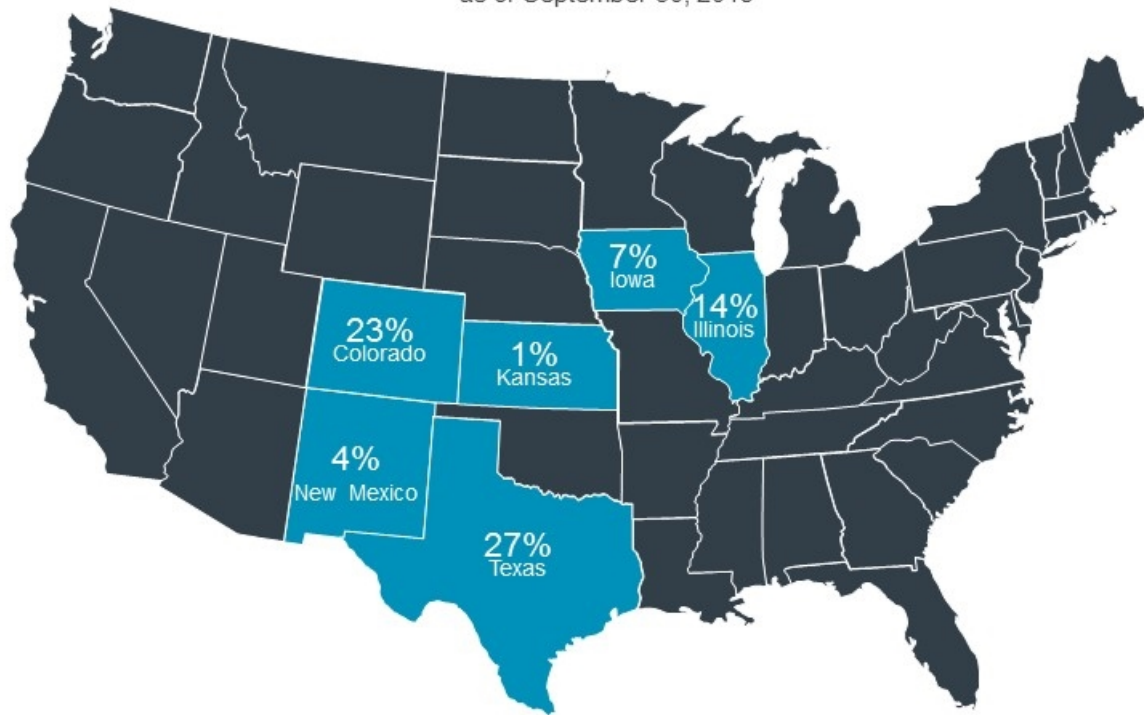
### 61 TOTAL BRANCHES

- 37 in Colorado
- 15 in Illinois
- 3 in Iowa
- 3 in New Mexico
- 2 in Kansas
- 1 in Texas

# PLATFORM OVERVIEW – LENDING

## GEOGRAPHIC LENDING CONCENTRATIONS<sup>1</sup>

as of September 30, 2019



# Q3 2019 RESULTS AND RECENT DEVELOPMENTS

- Diluted earnings per share of \$0.56 for the quarter
- Total loans held for investment portfolio growth of \$373.5 million
  - Diversified loan growth, including \$35.1 million in community banking, \$89.0 million in commercial finance, and \$249.4 million in national lending
- Deposit growth of \$38.9 million, or 1.1%
  - Noninterest bearing demand deposit growth of \$70.0 million, or 10.2%
- Repurchased 850,093 shares of common stock into treasury stock under the stock repurchase program at an average price of \$29.38, for a total of \$25.0 million

**\$14.3 million**

Net income to common stockholders

**LOAN  
GROWTH**

**9.7%**

Loans Held for  
Investment

**NIM**

**5.85%**

Net Interest  
Margin<sup>1</sup>

**TCE/TA  
9.10%**

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

**ROATCE  
12.56%**

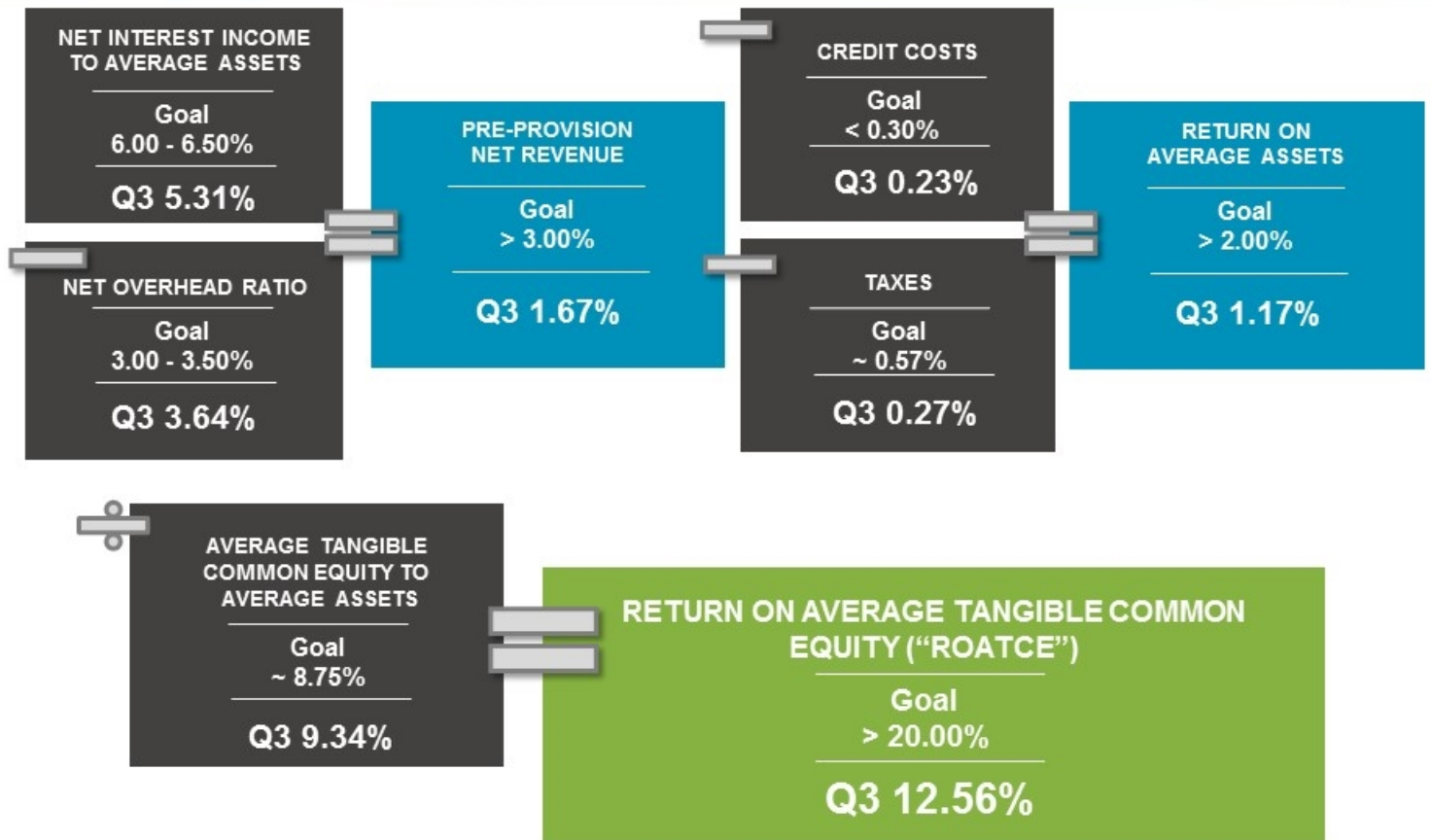
Return on  
Average Tangible  
Common Equity<sup>2</sup>



<sup>1</sup> Includes discount accretion on purchased loans of \$1,159 in Q3 2019

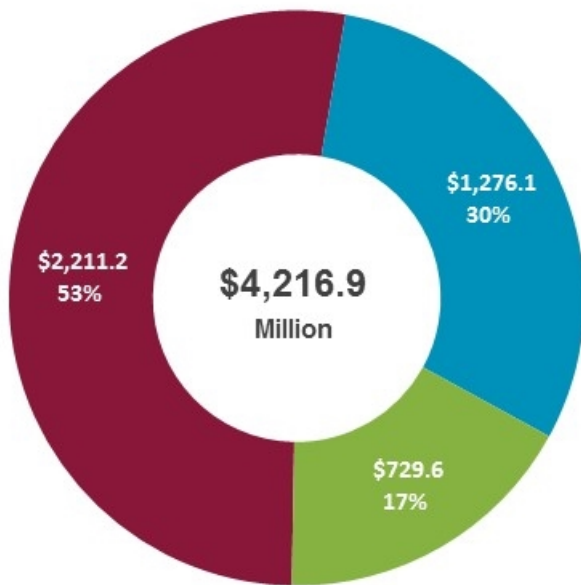
<sup>2</sup> Reconciliations of non-GAAP financial measures can be found at the end of the presentation

# LONG TERM PERFORMANCE GOALS VS ACTUAL Q3



# LOAN PORTFOLIO

## TOTAL LOANS



### COMMUNITY BANKING

Focused on core deposit generation and business lending in the communities we serve

### COMMERCIAL FINANCE

Factoring, asset based lending, and equipment finance produce top tier return on assets

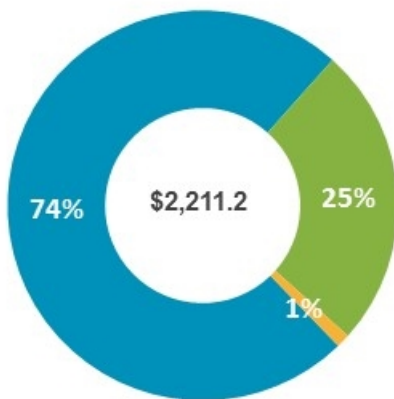
### NATIONAL LENDING

Mortgage warehouse to provide portfolio diversification, premium finance to complement our commercial finance products, and liquid credit to opportunistically scale our loan portfolio

# LOAN PORTFOLIO DETAIL

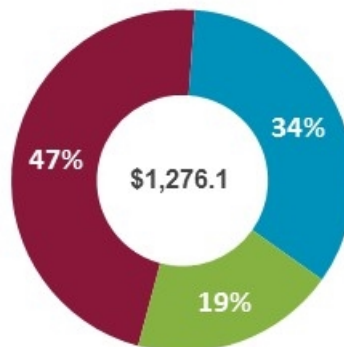
## COMMUNITY BANKING

53% of Total Portfolio



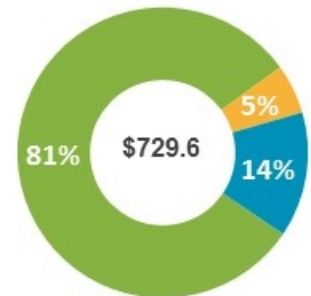
## COMMERCIAL FINANCE

30% of Total Portfolio





## NATIONAL LENDING

17% of Total Portfolio



	<b>REAL ESTATE</b>	
	Commercial Real Estate	\$ 1,115.6
	Construction, Land & Development	\$ 164.2
	1-4 Family Residential <sup>(1)</sup>	\$ 190.9
	Farmland	\$ 161.4
	<b>COMMERCIAL</b>	
	Agriculture	\$ 143.2
	General	\$ 410.9
	<b>CONSUMER</b>	\$ 25.0

	<b>FACTORED RECEIVABLES</b>	
	Triumph Business Capital	\$ 562.0
	Other Factored Receivables	\$ 37.7
	<b>EQUIPMENT FINANCE</b>	\$ 429.4
	<b>ASSET BASED LENDING</b>	\$ 247.0




	<b>MORTGAGE WAREHOUSE</b>	\$ 587.7
	<b>LIQUID CREDIT<sup>(2)</sup></b>	\$ 40.3
	<b>PREMIUM FINANCE</b>	\$ 101.6

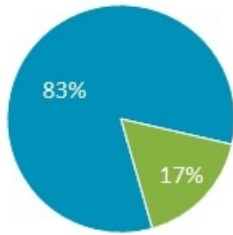


Chart data labels – dollars in millions

<sup>(1)</sup> Includes \$4.5 million of mortgage loans held for sale <sup>(2)</sup> Includes \$3.0 million of liquid credit loans held for sale

# TRIUMPH BUSINESS CAPITAL FACTORING

## CLIENT PORTFOLIO MIX



■ Transportation ■ Non-Transportation

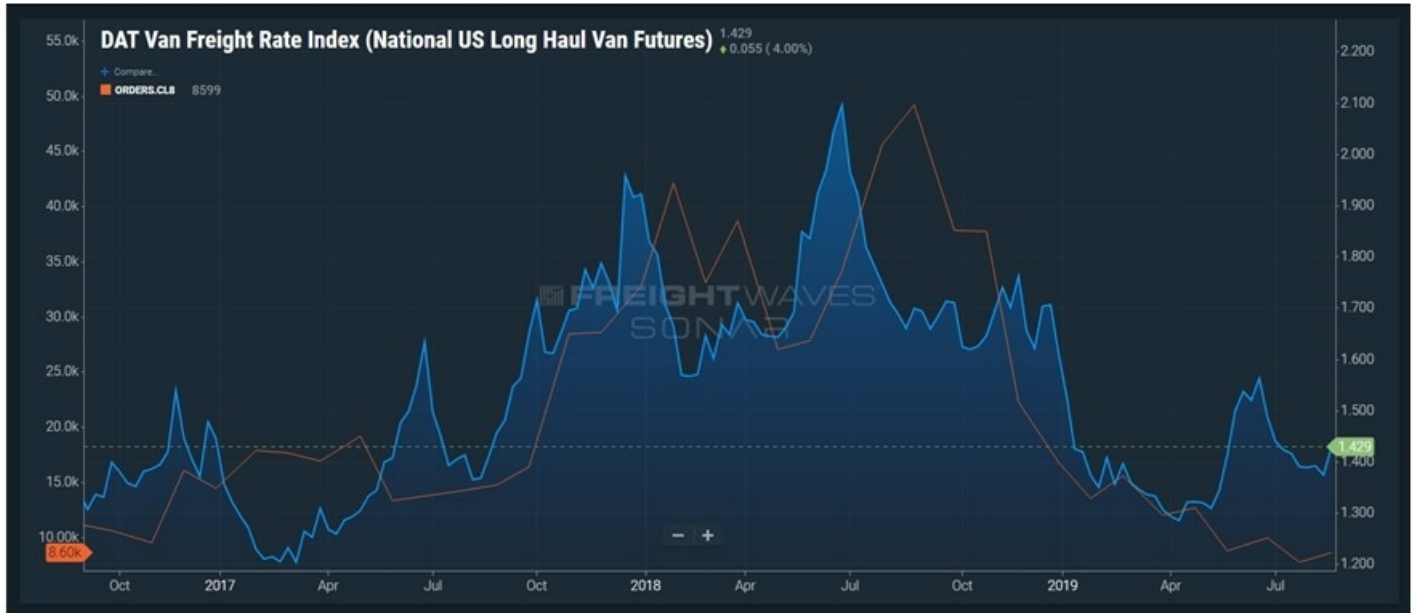
- Yield of 18.23% in the current quarter
- Average annual charge-off rate of 0.36% over the past 3 years
- 6,471 factoring clients at September 30, 2019



\* On June 2, 2018, we acquired \$131.0 million of transportation factoring assets via the acquisition of Interstate Capital Corporation and certain of its affiliates

# IMPACT OF SPOT RATES ON TRUCK ORDERS

Spot rates are highly correlated with new truck orders. The chart below shows three years of history demonstrating the relationship between spot rates and new truck orders. Greater orders of trucks, as we saw in 2018 lead to greater capacity in the market and pressure on spot rates, in the absence of increasing demand for freight services.





# 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

Fleet Size	Nbr. Carriers	Nbr. Trucks
1 to 5	189,200	300,000
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. 3PLs	\$ 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 3PLs	19,500	175

~\$60 Billion

~\$170 Billion

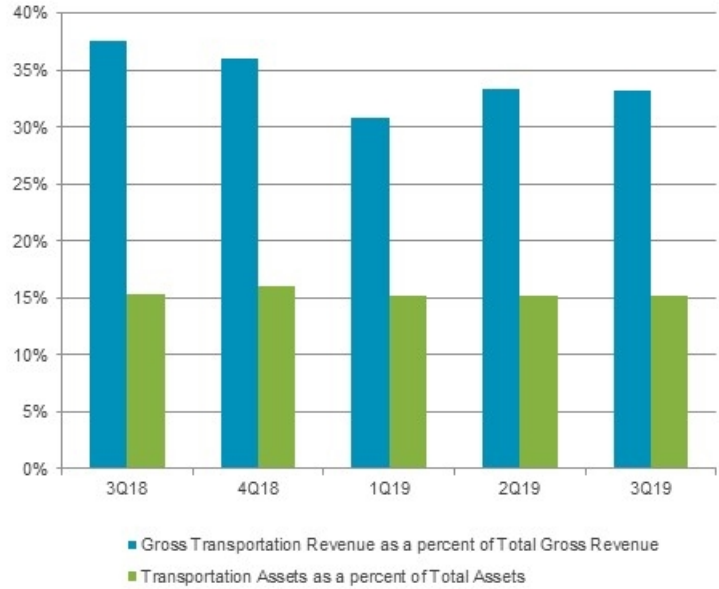


# TRANSPORTATION FINANCE

By proudly banking truckers, we intend to be a dominant player in a large industry that is a profitable sector for a well-positioned bank.

Products we offer to transportation clients include:

- Checking
- Payments
- Treasury management
- Factoring
- Equipment finance
- TriumphPay
- Commercial lending
- Fuel cards
- Premium finance
- Insurance brokerage

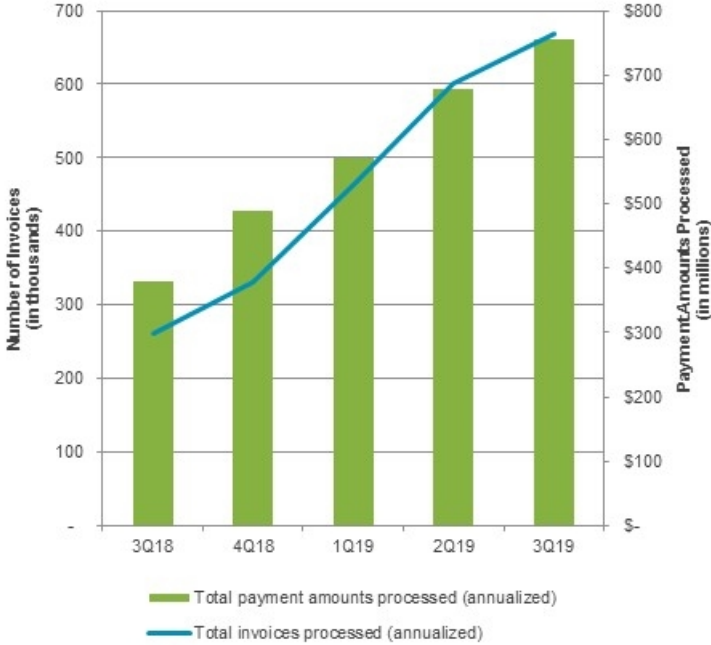


Gross transportation revenue consists of factoring revenue from transportation clients, interest and fees from commercial loans to borrowers in transportation industries, transportation related insurance commissions, and revenue from TriumphPay. Total gross revenue consists of total interest income and noninterest income. Transportation assets include transportation related factored receivables and commercial loans to borrowers in transportation industries.

### CLIENTS ON PLATFORM

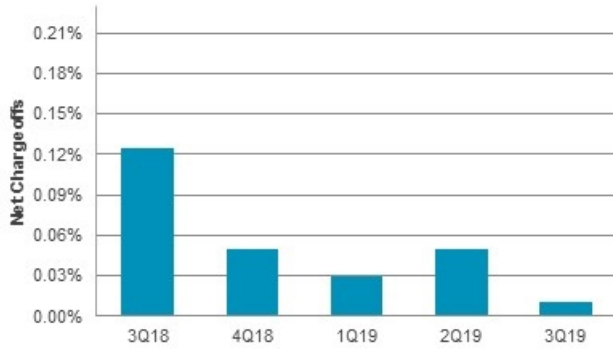


### INVOICE AND PAYMENT TRENDS

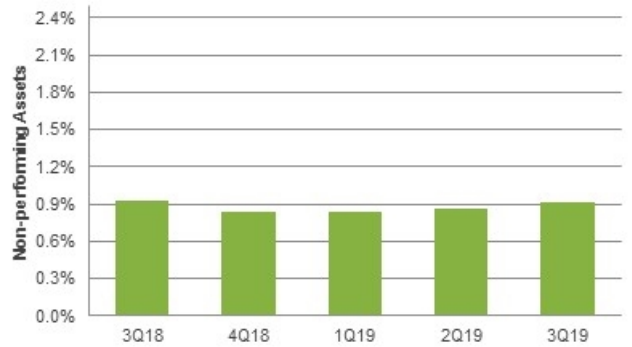


# LOAN PORTFOLIO

## NCOs / AVERAGE LOANS



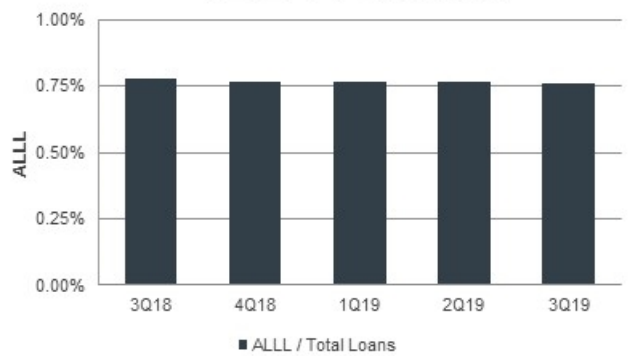
## NPAs / TOTAL ASSETS



## ACQUIRED LOANS

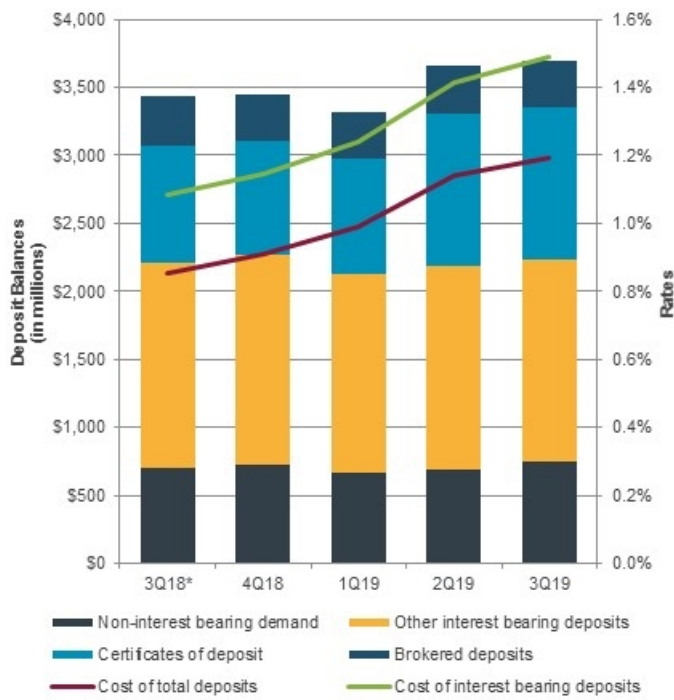


## ALLL / TOTAL LOANS

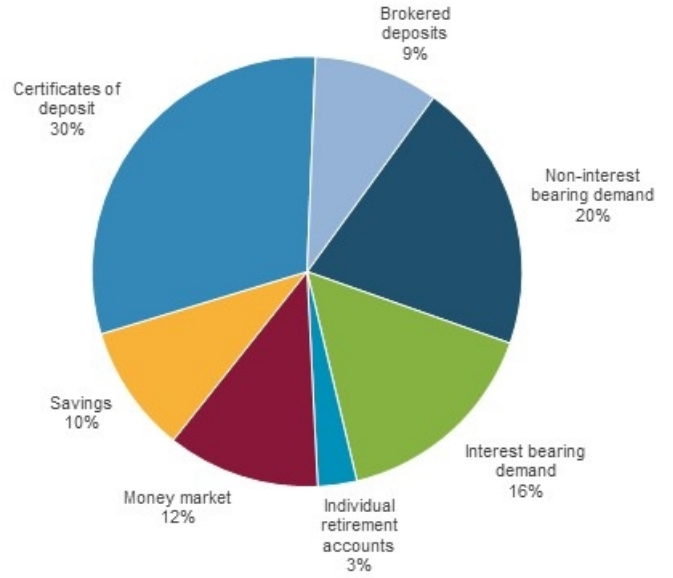


# DEPOSIT MIX

## DEPOSIT BALANCES



## DEPOSIT MIX SEPTEMBER 30, 2019



# FINANCIAL HIGHLIGHTS

Key Metrics	As of and For the Three Months Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>Performance ratios - annualized</b>					
Return on average assets	1.17%	1.09%	1.33%	1.60%	0.90%
Return on average tangible common equity (ROATCE) <sup>(1)</sup>	12.56%	11.19%	13.43%	16.73%	7.57%
Yield on loans <sup>(2)</sup>	7.63%	7.95%	7.99%	8.14%	8.33%
Cost of total deposits	1.19%	1.14%	0.99%	0.91%	0.85%
Net interest margin <sup>(2)</sup>	5.85%	5.99%	6.15%	6.34%	6.59%
Net non-interest expense to average assets	3.64%	3.68%	3.70%	3.55%	4.19%
Adjusted net non-interest expense to average assets <sup>(1)</sup>	3.64%	3.68%	3.70%	3.55%	3.62%
Efficiency ratio	71.93%	71.37%	70.54%	65.52%	72.15%
Adjusted efficiency ratio <sup>(1)</sup>	71.93%	71.37%	70.54%	65.52%	63.49%
<b>Asset Quality<sup>(3)</sup></b>					
Non-performing assets to total assets	0.91%	0.86%	0.84%	0.84%	0.93%
ALLL to total loans	0.76%	0.77%	0.76%	0.76%	0.78%
Net charge-offs to average loans	0.01%	0.05%	0.03%	0.05%	0.12%
<b>Capital<sup>(4)</sup></b>					
Tier 1 capital to average assets	10.37%	10.84%	11.32%	11.08%	11.75%
Tier 1 capital to risk-weighted assets	10.08%	11.08%	11.76%	11.49%	11.16%
Common equity tier 1 capital to risk-weighted assets	9.26%	10.19%	10.81%	10.55%	9.96%
Total capital to risk-weighted assets	11.79%	12.88%	13.62%	13.35%	13.05%
<b>Per Share Amounts</b>					
Book value per share	\$ 24.99	\$ 24.56	\$ 24.19	\$ 23.62	\$ 23.10
Tangible book value per share <sup>(1)</sup>	\$ 17.40	\$ 17.13	\$ 16.82	\$ 16.22	\$ 15.42
Basic earnings per common share	\$ 0.56	\$ 0.48	\$ 0.55	\$ 0.68	\$ 0.34
Diluted earnings per common share	\$ 0.56	\$ 0.48	\$ 0.55	\$ 0.67	\$ 0.34
Adjusted diluted earnings per common share <sup>(1)</sup>	\$ 0.56	\$ 0.48	\$ 0.55	\$ 0.67	\$ 0.51

1) Reconciliations of non-GAAP financial measures can be found at the end of the presentation. Adjusted metrics exclude material gains and expenses related to merger and acquisition-related activities, net of tax where applicable. 2) Includes discount accretion on purchased loans of \$1,271 in 3Q18, \$1,411 in 4Q18, \$1,557 in 1Q19, \$1,297 in 2Q19, and \$1,159 in 3Q19 (dollars in thousands). 3) Asset quality ratios exclude loans held for sale. 4) Current quarter ratios are preliminary

# NON-GAAP FINANCIAL RECONCILIATION

## Metrics and non-GAAP financial reconciliation

*(Dollars in thousands, except per share amounts)*

	As of and for the Three Months Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
Net income available to common stockholders	\$ 14,317	\$ 12,730	\$ 14,788	\$ 18,085	\$ 8,975
Gain on sale of subsidiary or division	—	—	—	—	—
Transaction related costs	—	—	—	—	5,871
Tax effect of adjustments	—	—	—	—	(1,392)
Adjusted net income available to common stockholders	\$ 14,317	\$ 12,730	\$ 14,788	\$ 18,085	\$ 13,454
Dilutive effect of convertible preferred stock	—	—	—	—	195
Adjusted net income available to common stockholders - diluted	\$ 14,317	\$ 12,730	\$ 14,788	\$ 18,085	\$ 13,649
Weighted average shares outstanding - diluted	25,734,471	26,486,423	26,793,685	26,979,949	26,991,830
Adjusted effects of assumed Preferred Stock conversion	—	—	—	—	—
Adjusted weighted average shares outstanding - diluted	25,734,471	26,486,423	26,793,685	26,979,949	26,991,830
Adjusted diluted earnings per common share	\$ 0.56	\$ 0.48	\$ 0.55	\$ 0.67	\$ 0.51
Average total stockholders' equity	\$ 646,041	\$ 652,347	\$ 644,960	\$ 632,126	\$ 618,682
Average preferred stock liquidation preference	—	—	—	2,624	9,658
Average total common stockholders' equity	646,041	652,347	644,960	629,502	609,025
Average goodwill and other intangibles	193,765	196,002	198,389	200,754	138,471
Average tangible common stockholders' equity	\$ 452,276	\$ 456,346	\$ 446,571	\$ 428,748	\$ 470,553
Net income available to common stockholders	\$ 14,317	\$ 12,730	\$ 14,788	\$ 18,085	\$ 8,975
Average tangible common equity	452,276	456,346	446,571	428,748	470,553
Return on average tangible common equity	12.56%	11.19%	13.43%	16.73%	7.57%

# NON-GAAP FINANCIAL RECONCILIATION

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

	As of and for the Three Months Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<i>(Dollars in thousands, except per share amounts)</i>					
Adjusted efficiency ratio:					
Net interest income	\$ 64,765	\$ 63,419	\$ 61,311	\$ 64,881	\$ 61,782
Non-interest income	7,742	7,623	7,538	6,794	6,059
Operating revenue	72,507	71,042	68,849	71,675	67,841
Gain on sale of subsidiary or division	—	—	—	—	—
Adjusted operating revenue	\$ 72,507	\$ 71,042	\$ 68,849	\$ 71,675	\$ 67,841
Non-interest expenses	\$ 52,153	\$ 50,704	\$ 48,566	\$ 46,962	\$ 48,946
Transaction related costs	—	—	—	—	(5,871)
Adjusted non-interest expenses	\$ 52,153	\$ 50,704	\$ 48,566	\$ 46,962	\$ 43,075
Adjusted efficiency ratio	71.93%	71.37%	70.54%	65.52%	63.49%
Adjusted net non-interest expense to average assets ratio:					
Non-interest expenses	\$ 52,153	\$ 50,704	\$ 48,566	\$ 46,962	\$ 48,946
Transaction related costs	—	—	—	—	(5,871)
Adjusted non-interest expenses	\$ 52,153	\$ 50,704	\$ 48,566	\$ 46,962	\$ 43,075
Total non-interest income	\$ 7,742	\$ 7,623	\$ 7,538	\$ 6,794	\$ 6,059
Gain on sale of subsidiary or division	—	—	—	—	—
Adjusted non-interest income	\$ 7,742	\$ 7,623	\$ 7,538	\$ 6,794	\$ 6,059
Adjusted net non-interest expenses	\$ 44,411	\$ 43,081	\$ 41,028	\$ 40,168	\$ 37,016
Average total assets	4,840,540	4,694,647	4,501,760	4,488,918	4,060,560
Adjusted net non-interest expense to average assets ratio	3.64%	3.68%	3.70%	3.55%	3.62%



# NON-GAAP FINANCIAL RECONCILIATION

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

	As of and for the Three Months Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<i>(Dollars in thousands, except per share amounts)</i>					
Total stockholders' equity	\$ 633,693	\$ 643,362	\$ 646,216	\$ 636,607	\$ 616,641
Preferred stock liquidation preference	—	—	—	—	(9,658)
Total common stockholders' equity	633,693	643,362	646,216	636,607	606,983
Goodwill and other intangibles	(192,440)	(194,668)	(197,015)	(199,417)	(201,842)
Tangible common stockholders' equity	\$ 441,253	\$ 448,694	\$ 449,201	\$ 437,190	\$ 405,141
Common shares outstanding at end of period	25,357,985	26,198,308	26,709,411	26,949,936	26,279,761
Tangible book value per share	\$ 17.40	\$ 17.13	\$ 16.82	\$ 16.22	\$ 15.42
Total assets at end of period	\$ 5,039,697	\$ 4,783,189	\$ 4,529,783	\$ 4,559,779	\$ 4,537,102
Goodwill and other intangibles	(192,440)	(194,668)	(197,015)	(199,417)	(201,842)
Tangible assets at period end	\$ 4,847,257	\$ 4,588,521	\$ 4,332,768	\$ 4,360,362	\$ 4,335,260
Tangible common stockholders' equity ratio	9.10%	9.78%	10.37%	10.03%	9.35%

# NON-GAAP FINANCIAL RECONCILIATION

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

	For the Three Months Ended September 30, 2019			For the Three Months Ended September 30, 2019	
<i>(Dollars in thousands, except per share amounts)</i>	GAAP		<i>(Dollars in thousands, except per share amounts)</i>	GAAP	
Net interest income to average total assets:			Return on average total assets:		
Net interest income	\$	64,765	Net interest income to average assets		5.31%
Average total assets		4,840,540	Net noninterest expense to average assets ratio		(3.64%)
Net interest income to average assets		5.31%	Pre-provision net revenue to average assets		1.67%
Net noninterest expense to average total assets:			Credit costs to average assets		(0.23%)
Total noninterest expense	\$	52,153	Taxes to average assets		(0.27%)
Total noninterest income		7,742	Return on average assets		1.17%
Net noninterest expense	\$	44,411	Average tangible common equity to average assets:		
Average total assets		4,840,540	Average tangible equity	\$	452,276
Net noninterest expense to average assets ratio		3.64%	Average assets		4,840,540
Pre-provision net revenue to average total assets:			Average tangible equity to average assets		9.34%
Net interest income	\$	64,765	Return on average tangible common equity:		
Net noninterest expense		44,411	Return on average assets		1.17%
Pre-provision net revenue	\$	20,354	Average tangible equity to average assets		9.34%
Average total assets		4,840,540	Return on average tangible common equity:		12.56%
Pre-provision net revenue to average assets		1.67%			
Credit costs to average total assets:					
Provision for loan losses	\$	2,865			
Average total assets		4,840,540			
Credit costs to average assets		0.23%			
Taxes to average total assets:					
Income tax expense	\$	3,172			
Average total assets		4,840,540			
Taxes to average assets		0.27%			

