# UNITED STATES FEDERAL DEPOSIT INSURANCE CORPORATION Washington, D.C. 20429

#### 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): April 29, 2022

BANK OZK (Exact name of registrant as specified in its charter) 110 Arkansas 71-0130170 (State or other jurisdiction of incorporation) (FDIC Certificate Number) (IRS Employer Identification No.) 18000 Cantrell Road, Little Rock, Arkansas 72223 (Address of principal executive offices) (Zip Code) (501) 978-2265 (Registrant's telephone number, including area code) Not Applicable (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 Instruction A.2.): ( ) 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-2(b)) ( ) Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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, \$0.01 par value per share	OZK	Nasdaq Global Select Market
4.625% Series A Non-Cumulative Perpetual Preferred Stock, \$0.01 par value per share	OZKAP	Nasdaq Global Select Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2).

CIR (\$240.120-2).	
	Emerging growth company
If an emerging growth company, indicate by check mark if the registrant has extended transition period for complying with any new or revised financial pursuant to Section 13(a) of the Exchange Act. $\Box$	

#### Item 7.01 Regulation FD Disclosure

Bank OZK (the "Company") has updated its Investor Presentation to reflect First Quarter 2022 financial information and other data. A copy of the Company's Investor Presentation is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information furnished pursuant to this Item 7.01, including Exhibit 99.1, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities under that section, and shall not be deemed to be incorporated by reference into any filing of the Company under the Securities Act of 1933, as amended, or the Exchange Act except as expressly set forth by specific reference in such filing.

The information contained in this presentation is summary information that is intended to be considered in the context of the Company's filings with the Federal Deposit Insurance Corporation ("FDIC") and other public announcements that the Company may make, by press release or otherwise, from time to time. The Company undertakes no duty or obligation to publicly update or revise the information contained in this report, although it may do so from time to time as its management believes is warranted. Any such updating may be made through the filing of other reports or documents with the FDIC, through press releases, or through other public disclosure, including disclosure on the Company's website.

#### **Cautionary Statements Regarding Forward-Looking Information**

This Current Report on Form 8-K and certain other communications by the Company contain statements that constitute "forward-looking statements" within the meaning of, and subject to the protections of, Section 27A of the Securities Act of 1933 and Section 21E of the Exchange Act. Such statements are based on currently available information and are subject to various risks and uncertainties that could cause actual results to differ materially from the Company's present expectations. Undue reliance should not be placed on such forward-looking statements, as such statements speak only as of the date on which they are made and the Company undertakes no obligation to update such statements. Additional information regarding these and other risks is contained in the Company's filings with the FDIC.

#### Item 9.01 Financial Statements and Exhibits

- (d) Exhibits. The following exhibit is being furnished to this Current Report on Form 8-K:
  - 99.1 Bank OZK Investor Presentation (April 2022)

#### **SIGNATURES**

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.

#### **BANK OZK**

Date: April 29, 2022 By: /s/ Greg McKinney

Name: Greg McKinney

Title: Chief Financial Officer

#### **EXHIBIT INDEX**

**Exhibit No. Document Description** 

99.1 Bank OZK Investor Presentation (April 2022)



Nasdaq: OZK | April 2022

# **Forward-Looking Information**

This presentation and other communications by Bank OZK (the "Bank") include certain "forward-looking statements" regarding the Bank's plans, expectations, thoughts, beliefs, estimates, goals and outlook for the future that are intended to be covered by the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on management's expectations as well as certain assumptions and estimates made by, and information available to, management at the time. Those statements are not quarantees of future results or performance and are subject to certain known and unknown risks, uncertainties and other factors that may cause actual results to differ materially from those expressed in, or implied by, such forward-looking statements. These risks, uncertainties and other factors include, but are not limited to: potential delays or other problems in implementing the Bank's growth, expansion and acquisition strategies, including delays in identifying satisfactory sites, hiring or retaining qualified personnel, obtaining regulatory or other approvals, obtaining permits and designing, constructing and opening new offices or relocating, selling or closing existing offices; the ability to enter into and/or close additional acquisitions; the availability of and access to capital; possible downgrades in the Bank's credit ratings or outlook which could increase the costs of or decrease the availability of funding from capital markets; the ability to attract new or retain existing or acquired deposits or to retain or grow loans, including growth from unfunded closed loans; the ability to generate future revenue growth or to control future growth in non-interest expense; interest rate fluctuations, including changes in the yield curve between short-term and long-term interest rates or changes in the relative relationships of various interest rate indices; the potential impact of the transition from the London Interbank Offered Rate ("LIBOR") as a reference rate; competitive factors and pricing pressures, including their effect on the Bank's net interest margin or core spread; general economic, unemployment, credit market and real estate market conditions, and the effect of such conditions on the creditworthiness of borrowers, collateral values, the value of investment securities and asset recovery values; changes in legal, financial and/or regulatory requirements; recently enacted and potential legislation and regulatory actions and the costs and expenses to comply with new and/or existing legislation and regulatory actions, including those actions in response to the coronavirus ("COVID-19") pandemic such as the Coronavirus Aid, Relief and Economic Security Act, the Consolidated Appropriations Act of 2021, the American Rescue Plan Act of 2021, and any similar or related laws, rules and regulations; changes in U.S. government monetary and fiscal policy; FDIC special assessments or changes to regular assessments; the ability to keep pace with technological changes, including changes regarding maintaining cybersecurity; the impact of failure in, or breach of, our operational or security systems or infrastructure, or those of third parties with whom we do business, including as a result of cyber-attacks or an increase in the incidence or severity of fraud, illegal payments, security breaches or other illegal acts impacting the Bank or its customers; natural disasters or acts of war or terrorism; the adverse effects of the ongoing global COVID-19 pandemic, including the duration of the pandemic and actions taken to contain or treat COVID-19, on the Bank, the Bank's customers, the Bank's staff, the global economy and the financial markets; potential impact of supply chain disruptions or inflation; national, international or political instability or military conflict, including the ongoing war in Ukraine; the competition and costs of recruiting and retaining human talent; impairment of our goodwill or other intangible assets; adoption of new accounting standards, or changes in existing standards; and adverse results (including costs, fines, reputational harm and/or other negative effects) from current or future litigation, regulatory examinations or other legal and/or regulatory actions or rulings as well as other factors identified in this communication or as detailed from time to time in our public filings, including those factors described in the disclosures under the headings "Forward-Looking Information" and "Item 1A. Risk Factors" in our most recent Annual Report on Form 10-K for the year ended December 31, 2021 and our guarterly reports on Form 10-Q. Should one or more of the foregoing risks materialize, or should underlying assumptions prove incorrect, actual results or outcomes may vary materially from those described in, or implied by, such forward-looking statements. The Bank disclaims any obligation to update or revise any forward-looking statements based on the occurrence of future events, the receipt of new information or otherwise.

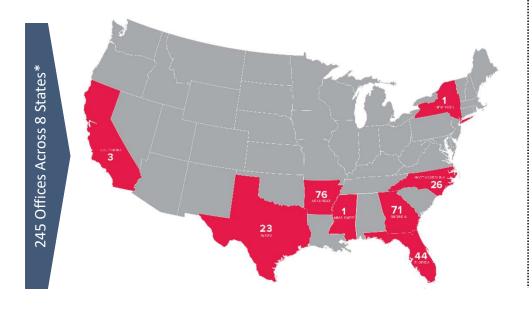




# Bank OZK (Nasdaq: OZK) – At a Glance

### Financial Highlights\*

•	Total assets	\$26.6 billion
•	Total loans	\$18.9 billion
•	Total deposits	\$20.3 billion
•	3M22 Net Interest Margin	4.24%
•	3M22 Efficiency Ratio	38.2%
•	3M22 Net Charge-off Ratio	-0.01%





Our mission is to be the best banking organization and corporate citizen in each of the communities we serve by:

- Providing <u>excellent service to our customers</u>
- Maximizing <u>long-term shareholder value</u>
- Being an <u>employer of choice</u>
- Being the <u>best bank for regulators</u>



<sup>\*</sup> As of March 31, 2022.



# **Key Investment Considerations**

#### **Asset Quality**

Maintaining excellent asset quality through disciplined application of our established credit standards is always our primary focus.

#### **Profitability**

Our profitability is powered by our highquality portfolio of earning assets and an efficiency ratio among the industry's best.

# Diversification & Growth

Our loan portfolio is broadly diversified, both by geography and product type, and is the fundamental driver of our earning asset growth.

### Liquidity & Capital

We maintain diverse and abundant sources of liquidity and have one of the strongest capital positions in the industry.

Bank OZK seeks to maximize long-term shareholder value through growth in earning assets, deposits, capital and profitability in a manner consistent with safe, sound and prudent banking practices.

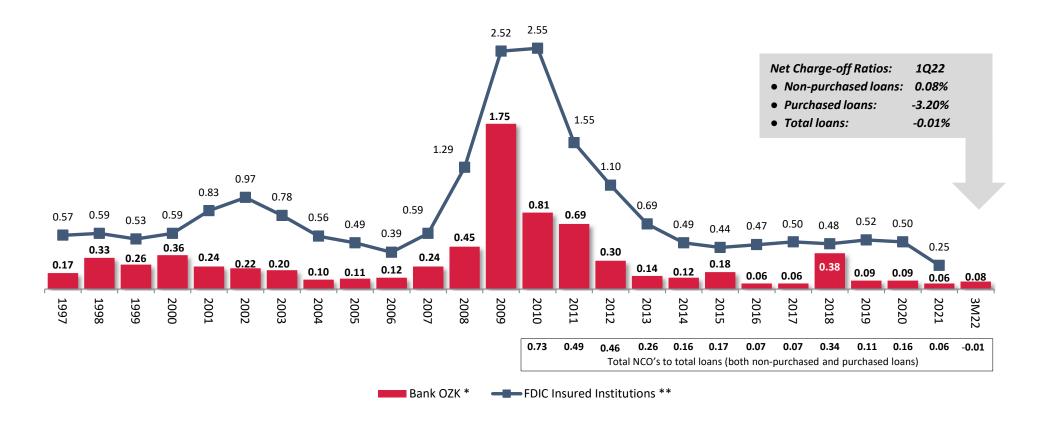




# **Asset Quality Consistently Better than the Industry Average**

#### **Net Charge-Off Ratio (%)**

(All data annualized where appropriate)



Since going public in 1997, our annual net charge-off ratio has averaged approximately one-third of the industry's net charge-off ratio, and has been better than the industry in EVERY year.



<sup>\*</sup> Bank OZK's data in bar graph excludes purchased loans and net charge-offs related to such loans.

<sup>\*\*</sup> Data for all FDIC insured institutions from the FDIC Quarterly Banking Profile, last updated fourth quarter 2021.

Annualized when appropriate.



# Our Favorable Ratios of Nonperforming Loans, Nonperforming Assets and Loans Past Due Provide Meaningful Data Points on our Asset Quality

#### **Asset Quality Overview**

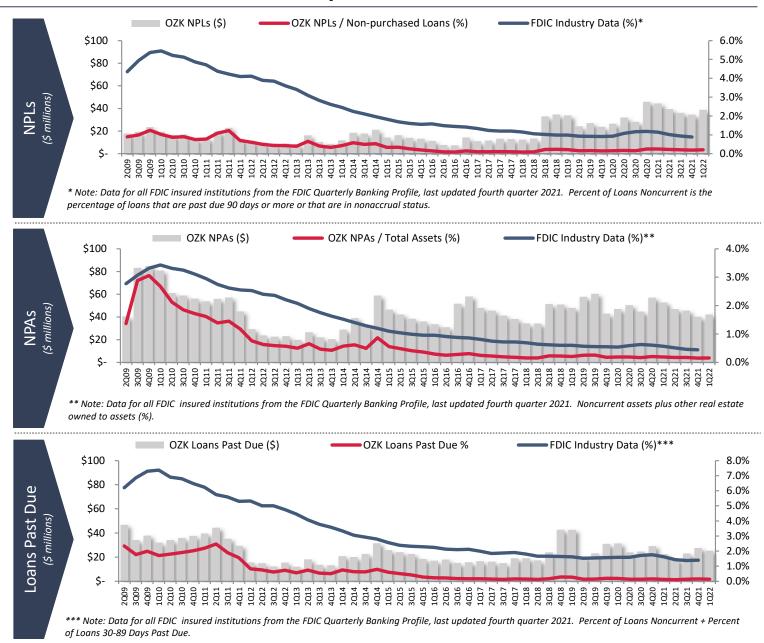
Our ratios for nonperforming nonpurchased loans ("NPLs"), nonperforming assets, excluding purchased loans ("NPAs") and nonpurchased loans past due 30+ days, including nonaccrual nonpurchased loans ("Loans Past Due") have been consistently better than the industry's ratios.

The dollar volumes of our NPLs, NPAs, and Loans Past Due have been relatively stable, even as our total non-purchased loans and assets have grown many-fold.

NPLs were just \$39 million, or 0.21% of total non-purchased loans, at 3/31/2022.

NPAs, which include NPLs and foreclosed assets, were just \$42 million, or 0.16% of total assets, at 3/31/2022.

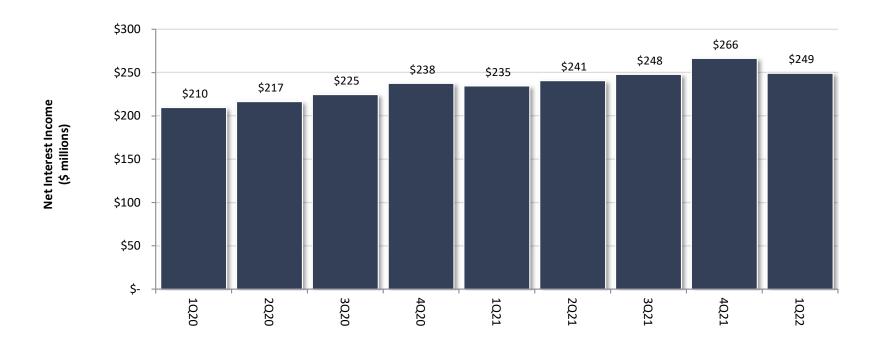
Loans Past Due, including past due nonaccrual non-purchased loans, were just \$25 million, or 0.14% of total non-purchased loans, at 3/31/2022





# **Net Interest Income Is Our Largest Category of Revenue**

- As shown below, our net interest income for the first quarter of 2022 was \$249.3 million, a \$14.7 million, or 6.3%, increase from the first quarter of 2021, but a \$17.0 million, or 6.3% not annualized, decrease from the fourth quarter of 2021.
- As expected, during the quarter just ended, our net interest income was lower compared to the fourth quarter of 2021 when we benefitted from unusually high levels of minimum interest and other interest income from loan repayments and short-term extensions, among other factors.







### **Loans Are Our Largest Category of Earning Assets**

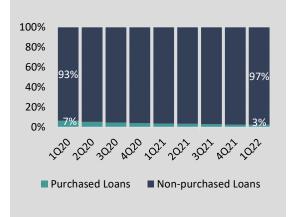
#### Loan Portfolio Overview

Our loan portfolio is the largest contributor to our net interest income.

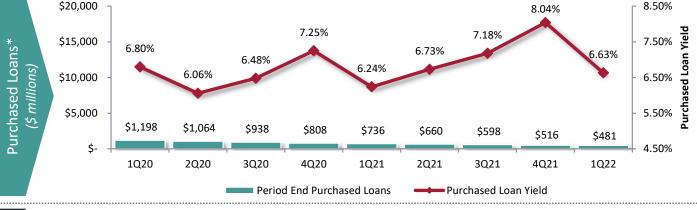
Non-purchased loans accounted for 75.8% of our average earning assets and 97.3% of our average total loans in the quarter just ended.

Purchased loans, accounted for 2.1% of our average earning assets and 2.7% of our average total loans in the quarter just ended.

The mix of non-purchased loans and purchased loans as a % of our total loan portfolio over the last nine quarters is illustrated below.













### **Variable Rate Loans and Their Floors**

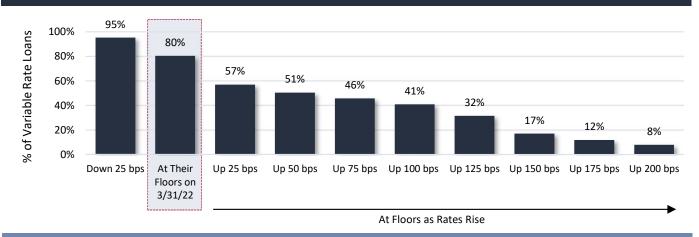
# Funded Balance of Variable Rate Loan Indexes

At March 31, 2022, 77% of our funded balance of total loans had variable rates, of which 76% were tied to 1-month LIBOR, 15% were tied to WSJ Prime, 8% were tied to 1-month term SOFR and 1% were tied to other indexes.

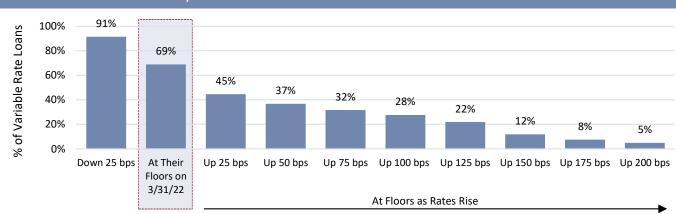
At March 31, 2022, 99% of our total variable rate loans (non-purchased and purchased) had floor rates. As of March 31, 2022, 80% of the funded balance of total variable rate loans and 69% of the total commitments of variable rate loans were at their floors.

The volume of our funded balance and our total commitments, respectively, of total variable rate loans that would be expected to be at their floors with future rate moves, either up or down, is illustrated below.

#### Summary of Funded Balance of Total Variable Rate Loans



#### Summary of Total Commitment of Total Variable Rate Loans

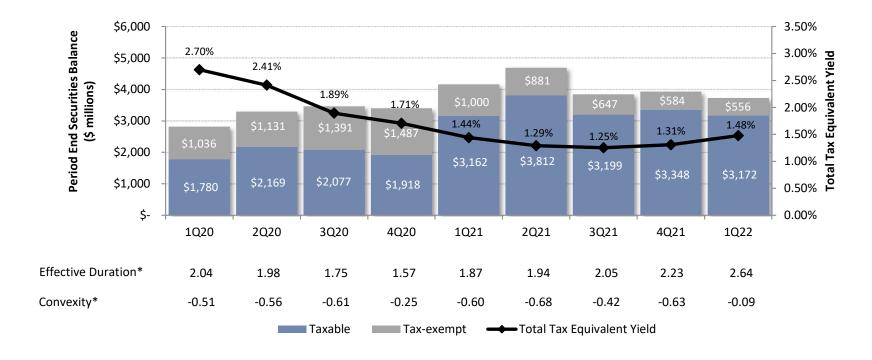






# **Investment Securities Are Our Second Largest Category of Earning Assets**

- At March 31, 2022, our investment securities portfolio was \$3.73 billion, which was an decrease of \$0.2 billion, or 5.2% not annualized, as compared to December 31, 2021, and a decrease of \$0.43 billion, or 10.4%, as compared to March 31, 2021.
- In the first quarter of 2022, the yield on our investment portfolio, on a fully taxable equivalent basis, was 1.48%, an increase of four bps from the first quarter of 2021, and an increase of 17 bps from the fourth quarter of 2021.
- As our liquidity position increased in recent years, we purchased high-quality, mostly short-term securities. Our intent was to have substantial cash flow from the portfolio to reinvest as interest rates increased or to otherwise deploy as needed.
- As a result, we estimate principal cash flow from maturities and other principal repayments in the second quarter of 2022 should be approximately \$0.35 billion, or about 9.3% of our total investment securities portfolio, and cumulative principal cash flow for the final three quarters of 2022 should be approximately \$0.78 billion, or about 20.5% of our total investment securities portfolio.
- We may increase or decrease our investment securities portfolio in future quarters based on changes in our liquidity position, prevailing market conditions and other factors.



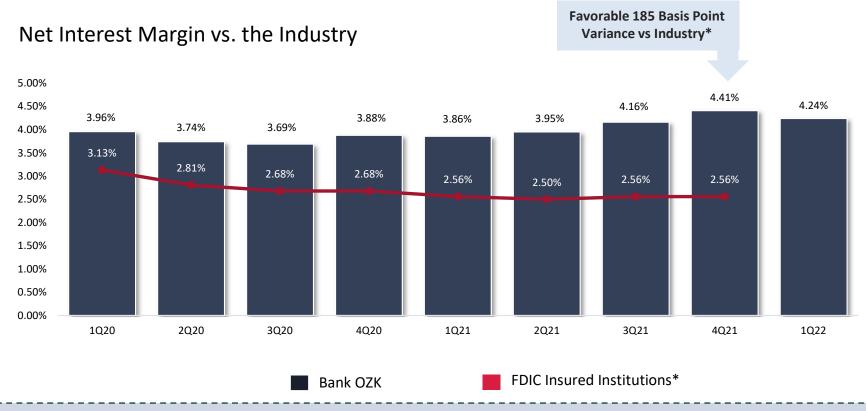
<sup>\*</sup> Effective duration and convexity data as of the end of each respective quarter.





### **Net Interest Margin Trends**

 As expected, during the quarter just ended, our net interest income was lower compared to the fourth quarter of 2021 when we benefitted from unusually high levels of minimum interest and other interest income from loan repayments and short-term extensions, among other factors.



Our net interest margin was 4.24% for the quarter just ended, an increase of 38 bps from the first quarter of 2021, but a decrease of 17 bps from the fourth quarter of 2021. We continue to outperform the industry on net interest margin. In fact, in the fourth quarter of 2021, the latest quarter for which comparative data is available, our net interest margin outperformed the industry by 185 bps.

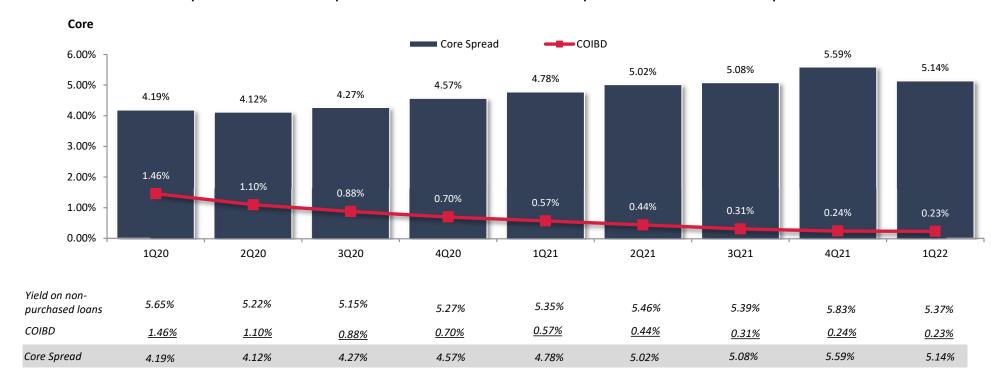


<sup>\*</sup> Data for all FDIC insured institutions from the FDIC Quarterly Banking Profile, last updated fourth quarter 2021.



# Our Core Spread and Cost of Interest Bearing Deposits ("COIBD")

Our core spread in the quarter just ended was 5.14%, an increase of 36 bps from the first quarter of 2021, but a
decrease of 45 bps from the fourth quarter of 2021. As reflected below, in the quarter just ended, our COIBD
decreased 34 bps from the first quarter of 2021 and one basis point from the fourth quarter of 2021



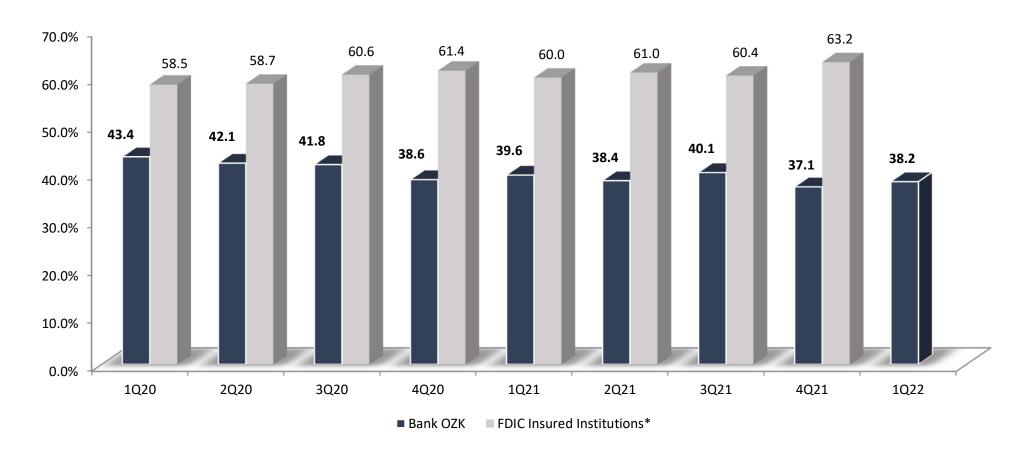
Given the current interest rate environment, we expect our COIBD to increase starting in the second quarter of 2022.





# **Efficiency Ratio Trends**

#### **Efficiency Ratio (%) vs. the Industry**



We have consistently been among the nation's most efficient banks, having ranked in the top decile of the industry for 20 consecutive years.\*\*



<sup>\*</sup> Data for all FDIC insured institutions from the FDIC Quarterly Banking Profile, last updated fourth quarter 2021.

<sup>\*\*</sup> Data from S&P Global Market Intelligence.

# Earning Asset Growth Engines & Diversification





### Real Estate Specialties Group ("RESG") – Our Largest Growth Engine

#### Portfolio Importance

RESG Loans at March 31, 2022 accounted for:

- 64% of our funded non-purchased loans
- 88% of our unfunded closed loans
- 75% of our total funded and unfunded balances of nonpurchased loans

#### **RESG Business Model Reduces Credit Risk**

- We are the sole senior secured lender giving us the lowest risk position in the capital stack
- Our transactions typically include some combination of four important factors:
  - Strong & capable sponsors, preferred equity and mezz debt providers
  - Marquee projects
  - Low leverage with substantial equity and mezz debt (equity relative to senior secured position)
  - Defensive loan structure providing substantial protection to the bank
- Over RESG's 19-year history, asset quality has been excellent with a weighted average annual net charge-off ratio (including OREO write-downs) of only nine bps

### Portfolio Statistics – as of March 31, 2022

Total funded balance	\$11.72 Billion
Total funded & unfunded commitment	\$25.06 Billion

Loan-to-cost ("LTC") ratio 53% \*
Loan-to-value ("LTV") ratio 44% \*

#### RESG's Life of Loan Focus

- Thorough underwriting including detailed modeling and testing for economic stress, interest rate stress, exit refinancing stress and cap rate stress
- <u>Rigorous economic analysis</u> including supply and demand metrics for the relevant market, submarket and micromarket, as appropriate
- Comprehensive and consistent documentation under the supervision of RESG's in-house legal team in coordination with outside counsel
- An emphasis on <u>precision at closing</u> handled by RESG's team of closers and paralegals
- Thorough <u>life-of-loan asset management</u> by teams of skilled asset managers



<sup>\*</sup>Weighted average; assumes all loans are fully funded; LTV data based on most recent appraisals and utilizing, in most cases, "as stabilized" values for income producing properties.



# **RESG Origination Trends by Year of Origination (Total Commitment)**

The table below illustrates the cadence of RESG loan originations and repayments and shows the amount of each year's originations which have been repaid and which remain as outstanding commitments, both funded and unfunded, as of March 31, 2022.



<sup>\*</sup> Amounts repaid are not shown for pre-2016 originations

**Total Originations / Amount Repaid / Remaining Commitment** 





# **Recent Trends in RESG Loan Originations and Repayments**

#### Quarterly RESG Originations (\$ billions)

	Q1	Q2	Q3	Q4	Total*
FY2017	\$2.30	\$2.04	\$2.21	\$2.56	\$9.11
FY2018	\$1.00	\$1.19	\$1.47	\$1.08	\$4.74
FY2019	\$1.86	\$1.15	\$2.03	\$1.44	\$6.48
FY2020	\$1.76	\$1.67	\$1.40	\$1.77	\$6.59
FY2021	\$1.28	\$1.46	\$2.21	\$2.99	\$7.94
FY2022	\$3.14				\$3.14

<sup>\*3</sup>M22 Not Annualized

- RESG loan originations for the first quarter of 2022 were a record of \$3.14 billion.
- Our cumulative RESG loan originations for the last four quarters were \$9.80 billion.
- We are very pleased with the job our RESG team is doing in finding good loan opportunities in an intensely competitive environment.
- We currently have a strong pipeline, which makes us optimistic about our potential loan origination volume in 2022.
- RESG's origination volume may vary significantly from quarter to quarter and may be impacted by economic conditions, competition or other factors.

#### Quarterly RESG Repayments (\$ billions)

	Q1	Q2	Q3	Q4	Total*
FY2017	\$0.57	\$0.98	\$0.87	\$1.45	\$3.86
FY2018	\$0.79	\$1.40	\$1.52	\$1.11	\$4.82
FY2019	\$1.13	\$1.54	\$1.34	\$1.66	\$5.67
FY2020	\$1.00	\$0.69	\$0.65	\$1.19	\$3.54
FY2021	\$1.48	\$1.68	\$1.34	\$1.72	\$6.22
FY2022	\$1.31				\$1.31

<sup>\*3</sup>M22 Not Annualized

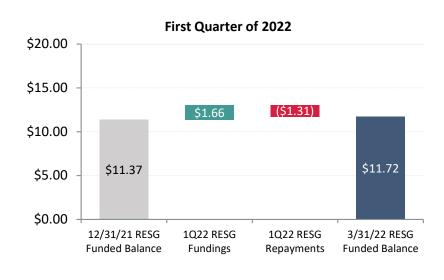
- RESG loan repayments for the first quarter of 2022 were \$1.31 billion, which was lower than in any quarter in 2021.
- As we have previously stated, we expect RESG loan repayments in 2022 to exceed the record level of 2021.
- Accordingly, we expect substantially higher loan repayments, on average, in the remaining quarters of 2022, and one or more quarters may be at a record quarterly level of repayments.
- The level of loan repayments may vary substantially from quarter to quarter and may have an outsized impact in one or more quarters.
- Notwithstanding the headwinds from expected loan repayments, we expect to achieve positive loan growth for RESG and total loans during 2022.

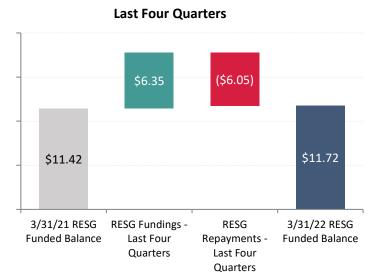




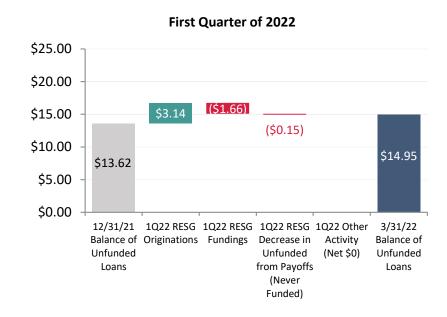
# Changes in the Funded Balance of RESG Loans and Our Total Unfunded Balance for the First Quarter of 2022 and Last Four Quarters

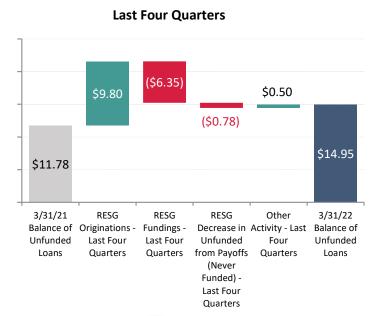
Activity in RESG Funded Balances (\$ billions)





Activity in Total
Unfunded
Balances
(\$ billions)



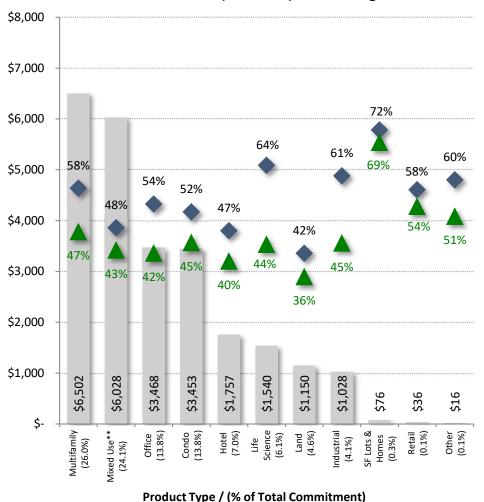




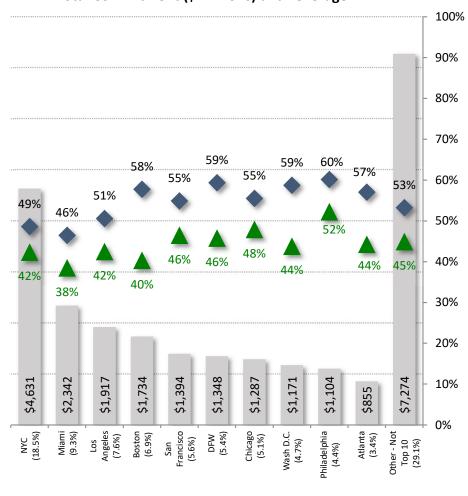


# RESG's Nationwide Influence Across Multiple Product Types Provides Exceptional Portfolio Diversification

# RESG Portfolio Details By Product Type As of March 31, 2022 Total Commitment (\$ millions) and Leverage

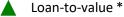


# RESG Portfolio Details by Geography As of March 31, 2022 Total Commitment (\$ millions) and Leverage



MSA / (% of Total Commitment)

Loan-to-cost \*



<sup>\*</sup> Weighted average; assumes all loans are fully funded; LTV data based on most recent appraisals and utilizing, in most cases, "as stabilized" values for income producing properties.



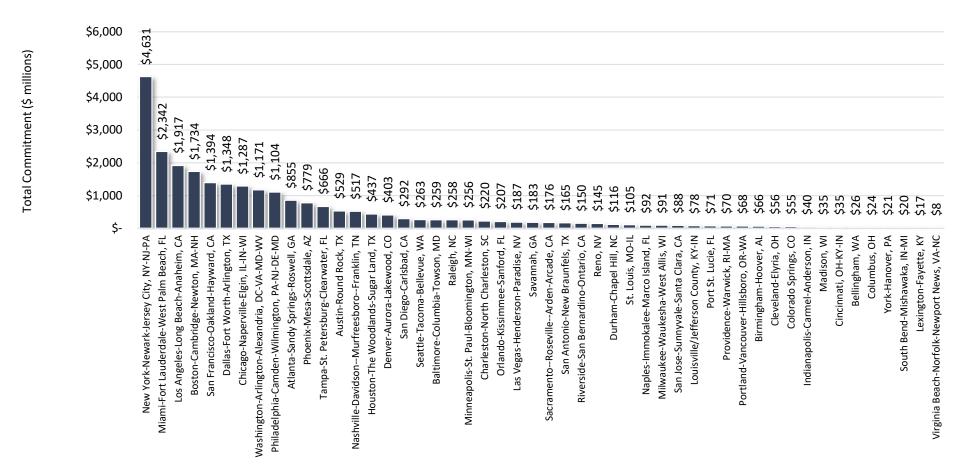
Total Commitment

<sup>\*\*</sup> Mixed use projects contain multiple property types, none of which individually contribute 75% or more of the project value.



### RESG's Portfolio Diversity - All Geographies (As of March 31, 2022)

RESG's total commitments in each MSA in which it currently has loans, reflecting the national scope and diversity achieved in RESG's business throughout its 19-year history, is presented below.



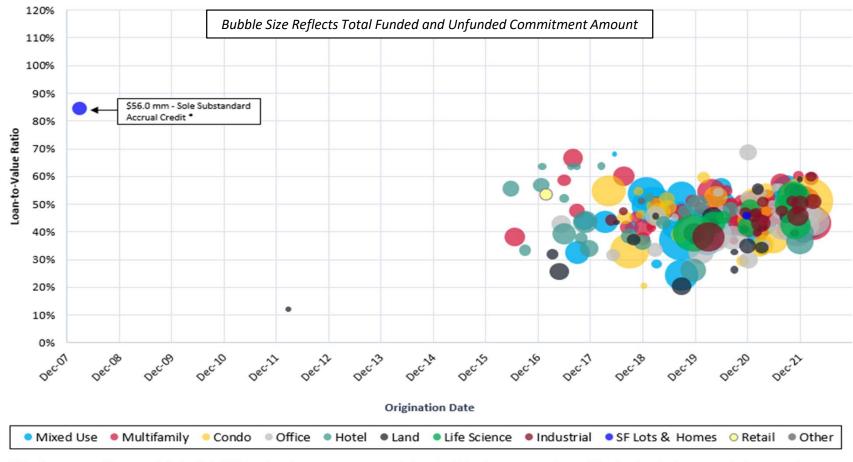






### **RESG Portfolio By Origination Date & LTV (As of March 31, 2022)**

Assuming full funding of every RESG loan, as of March 31, 2022, the weighted average LTC for the RESG portfolio was a conservative 53%, and the weighted average LTV was even lower at just 44%. Other than the one substandard-accruing credit specifically referenced below, all other credits in the RESG portfolio have LTV ratios less than 69%.



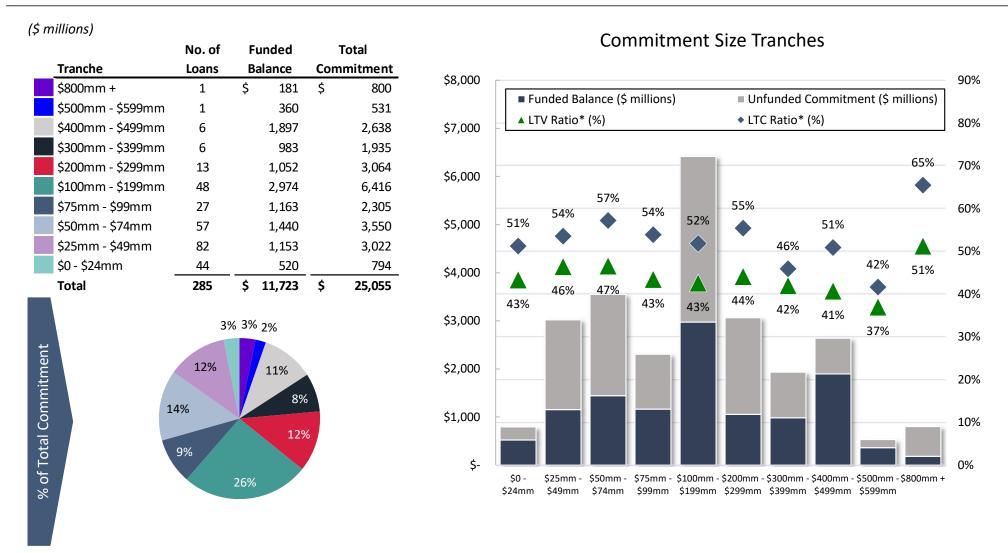
LTV ratios assume all loans are fully funded. LTV data based on most recent appraisals and utilizing, in most cases, "as stabilized" values for income producing properties.

<sup>\*</sup>During the first quarter of 2022, the borrower closed on 1 lot, with gross sales proceeds of \$650,000, and 4 townhomes, with gross proceeds of \$7 million. At March 31, 2022, the borrower had 15 townhomes under contract for \$29.2 million. At March 31, 2022, the Bank had a total ACL of \$11.5 million, or approximately 20% of the total commitment, related to this credit.





# The RESG Portfolio Includes Loans of Many Different Sizes



<sup>\*</sup> Assumes all loans are fully funded; calculation based on total commitment by tranche as a % of total cost and total appraised value of loans within each tranche. LTV data based on most recent appraisals and utilizing, in most cases, "as stabilized" values for income producing properties.





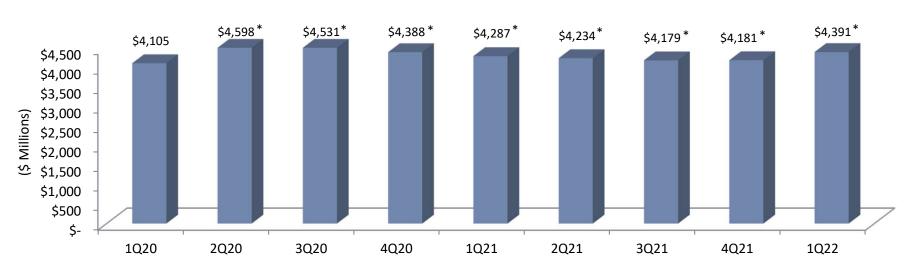
### Community Bank Lending - An Important & Well-Established Growth Engine

#### Community Banking Business Model

Community Bank Lending is our oldest and most established loan growth engine. In recent years, we have developed a number of specialty lending teams. While we have originated loans for decades in many of these specialty categories, recently we have enhanced our programs by developing teams with specialized expertise to originate these loans, as opposed to handling this business through "generalist" lenders. This specialization is intended to enhance credit quality, profitability and growth.

- Consumer & Small Business Lending
- Commercial (Generalist) Lending
- Specialty Lending Channels in Community Banking:
  - Middle Market Commercial Real Estate
  - Agricultural (including Poultry) Lending Division
  - Homebuilder Finance Division
  - Affordable Housing Lending Group
  - Government Guaranteed Lending Division
  - Business Aviation Group
  - Equipment Finance / Capital Solutions

#### Community Banking's Non-purchased Loans



■ Period End Non-purchased Community Banking Loans

<sup>\*</sup> Includes the net balance of loans originated through the Small Business Administration's ("SBA") Paycheck Protection Program ("PPP"). For the first quarter of 2022 and full year of 2021, that includes net payoffs of SBA PPP loans of \$35 million and \$338 million, respectively.



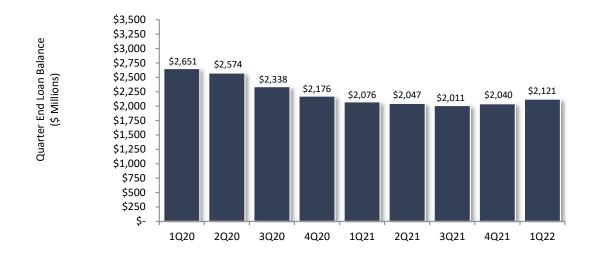


### **Indirect RV & Marine Lending – A Nationwide Business**

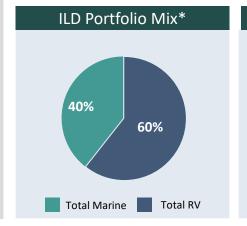
#### **ILD Trends**

- ILD was the largest contributor to our loan growth in 2018 and 2019, but we allowed this portfolio to shrink in 2020 and in 2021.
- During 2020, we enhanced our underwriting and pricing with the expectation that we would maintain or improve on the portfolio's already excellent credit quality while increasing our profit margins.
- We have slowly gained momentum with this enhanced business plan, and we how now achieved growth in the two most recent quarters.
- We expect to see net growth in this portfolio in some or all of the remaining quarters of 2022.
- Our objective is to maintain it within a range of at or near 10% of our total loans up to 15% of our total loans.

Indirect RV & Marine lending ("ILD") is a nationwide business that has allowed us to originate consumer loans while maintaining our conservative credit-quality standards.



■ Non-purchased Loans - Indirect RV & Marine



#### ILD Non-purchased Loans By Loan Size\*

	RV	Portfolio	Marine Portfolio						
Loan Size	Total #	\$ thousands	Total #		\$ thousands				
\$1 million +	-	\$ -	39	\$	81,723				
\$750k - \$999k	-	-	34		29,515				
\$250k - \$749k	424	132,647	415		157,729				
\$50k - \$249k	9,119	989,241	4,504		500,235				
< \$50k	5,953	150,169	2,642		79,513				
Total	15,496	\$ 1,272,056	7,634	\$	848,715				





# Loan Portfolio Diversification - Non-purchased Loan Growth



<sup>\*</sup> Includes the net balance of loans originated through the SBA's PPP. For the first quarter of 2022 and last four quarters, that includes net payoffs of SBA PPP loans of \$35 million and \$338 million, respectively.



<sup>\*\*</sup> Corporate & Business Specialties Group ("CBSG") is a team focused on subscription finance, other secured non-real estate lending opportunities, and our small shared national credit portfolio.

<sup>\*\*\*</sup> Asset Based Lending Group ("ABLG").

# Deposit Growth, Abundant Sources of Liquidity and Strong Capital Position





# **Deposits and Liquidity**

We have worked to improve the mix and quality of our deposit base by focusing significant efforts on growing our consumer and commercial noninterest bearing and other non-time deposits, as shown below. We believe that we have significant capacity for future deposit growth in our existing network of 228 branches.

Deposit
Composition
Overview
(\$ millions)

	Period Ended													
		3/31/20	021			12/31/2	2021	3/31/2022						
Noninterest Bearing	\$	4,197	19.7%		\$	4,984	24.7%	\$	5,009	24.6%				
Consumer and Commercial														
Interest Bearing:														
Consumer - Non-time		3,751	17.6%			4,334	21.4%		4,491	22.1%				
Consumer - Time		6,199	29.1%			4,319	21.4%		4,089	20.1%				
Commercial - Non-time		2,313	10.9%			2,635	13.0%		2,646	13.0%				
Commercial - Time		1,147	5.4%			905	4.5%		793	3.9%				
Public Funds		1,954	9.2%			2,095	10.4%		2,044	10.1%				
Brokered		1,210	5.7%			452	2.2%		755	3.7%				
Reciprocal		525	2.5%			485	2.4%		504	2.5%				
Total	\$	21,296	100.0%		\$	20,209	100.0%	\$	20,330	100.0%				

Primary & Secondary Liquidity Sources

Total as of 3-31-2022	\$10,442,171,107
Funds Available through Fed Discount Window	439,784,534
Unsecured Lines of Credit	1,075,000,000
FHLB Borrowing Availability	4,307,830,480
Unpledged Investment Securities	3,013,744,356
Cash and Cash Equivalents	\$1,605,811,737

### Credit Ratings

Moody's Rating = baa2 (Baseline Credit Assessment)

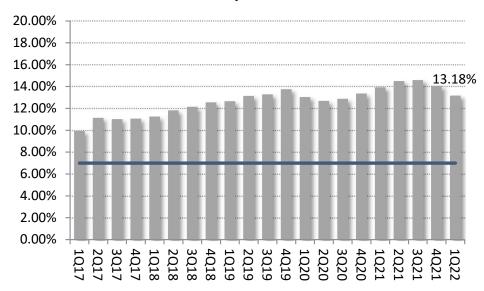
Kroll Rating = A-(Senior Unsecured Debt)



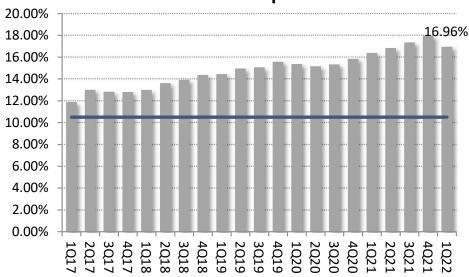


# **Strong Capital Position**

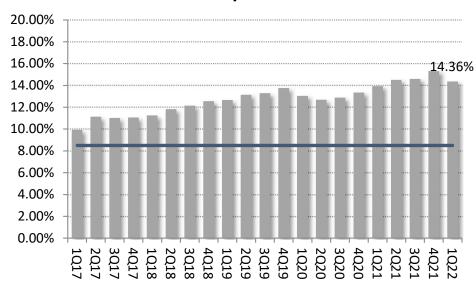
**CET 1 Capital Ratio** 



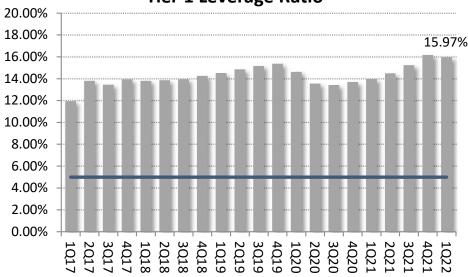
**Total Risk Based Capital Ratio** 



**Tier 1 Capital Ratio** 



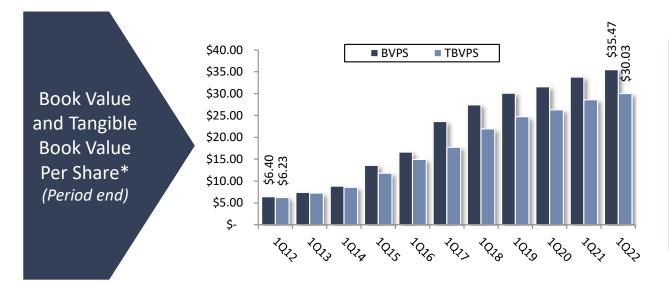
Tier 1 Leverage Ratio







### **Building Capital and Delivering for Shareholders**

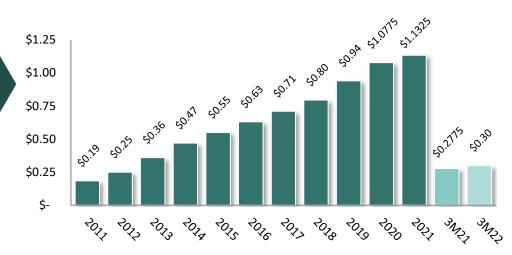


As of March 31, 2022, our book value and tangible book value per share were \$35.47 and \$30.03, respectively.

Over the last 10 years, we have increased book value and tangible book value per common share by a cumulative 454% and 382%, respectively, resulting in compound annual growth rates of 18.7% and 17.0%, respectively.

Common
Dividend
Payments
Per Share
and Stock
Repurchase
Program

We have increased our common stock cash dividend in each of the last 47 quarters and every year since our IPO in 1997. We expect to continue to increase our common stock cash dividend in future quarters, in tandem with the continued use of our stock repurchase program.



# \*Calculation of the Bank's tangible book value per common share, including the reconciliation to the most directly comparable GAAP financial measure is included in the schedule at the end of this presentation. Management believes presentation of the non-GAAP financial measures provides useful supplemental information that contributes to a proper understanding of the financial results and capital levels of the Bank.

#### Stock Repurchase Program Details

- Authorization \$650 million maximum, with \$325 million remaining as of March 31, 2022
- Expiration November 4, 2022
- 1Q22 Activity 2.88 million shares for a total of \$131.6 million

We may suspend our stock repurchase program at any time.



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# **Non-GAAP Reconciliations**





# **Non-GAAP Reconciliations**

# Calculation of Total Common Stockholders' Equity, Total Tangible Common Stockholders' Equity and Tangible Book Value per Share

Unaudited (Dollars in Thousands, Except per Share)

	As of March 31,											
		2012		2013		2014		2015		2016		2017
Total stockholders' equity before noncontrolling interest	\$	442,646	\$	523,679	\$	653,208	\$	1,179,256	\$	1,508,080	\$	2,873,317
Less preferred stock												
Total common stockholders' equity		442,646		523,679		653,208		1,179,256		1,508,080		2,873,317
Less intangible assets:												
Goodwill		(5,243)		(5,243)		(5,243)		(125,603)		(125,693)		(660,789)
Core deposit and other intangibles, net of accumulated amortization		(6,455)		(6,015)		(15,750)		(29,907)		(25,172)		(57,686)
Total intangibles		(11,698)		(11,258)		(20,993)		(155,510)		(150,865)		(718,475)
Total tangible common stockholders' equity	\$	430,948	\$	512,421	\$	632,215	\$	1,023,746	\$	1,357,215	\$	2,154,842
Common shares outstanding (thousands)		69,142		70,734		73,888		86,758		90,714		121,575
Book value per common share	\$	6.40	\$	7.40	\$	8.84	\$	13.59	\$	16.62	\$	23.63
Tangible book value per common share	\$	6.23	\$	7.24	\$	8.56	\$	11.80	\$	14.96	\$	17.72

As of March 31,										As of
2018		2019		2020		2021		2022	De	c. 31, 2021
\$ 3,526,605	\$	3,882,643	\$	4,083,150	\$	4,383,205	\$	4,690,057	\$	4,836,243
								(338,980)		(338,980)
3,526,605		3,882,643		4,083,150		4,383,205		4,351,077		4,497,263
(660,789)		(660,789)		(660,789)		(660,789)		(660,789)		(660,789)
(45, 107)		(32,527)		(20,958)		(12,939)		(6,757)		(8,274)
(705,896)		(693,316)		(681,747)		(673,728)		(667,546)		(669,063)
\$ 2,820,709	\$	3,189,327	\$	3,401,403	\$	3,709,477	\$	3,683,531	\$	3,828,200
128,612		128,948		129,324		129,719		122,677		125,444
\$ 27.42	\$	30.11	\$	31.57	\$	33.79	\$	35.47	\$	35.85
\$ 21.93	\$	24.73	\$	26.30	\$	28.60	\$	30.03	\$	30.52
\$	3,526,605 3,526,605 (660,789) (45,107) (705,896) \$ 2,820,709 128,612 \$ 27.42	\$ 3,526,605 \$	\$ 3,526,605 \$ 3,882,643	2018         2019           3,526,605         \$ 3,882,643         \$           3,526,605         3,882,643         \$           (660,789)         (660,789)         (660,789)           (45,107)         (32,527)         (705,896)         (693,316)           \$ 2,820,709         \$ 3,189,327         \$           128,612         128,948         \$           \$ 27.42         \$ 30.11         \$	2018         2019         2020           3,526,605         \$ 3,882,643         \$ 4,083,150           3,526,605         3,882,643         4,083,150           (660,789)         (660,789)         (660,789)           (45,107)         (32,527)         (20,958)           (705,896)         (693,316)         (681,747)           \$ 2,820,709         \$ 3,189,327         \$ 3,401,403           128,612         128,948         129,324           \$ 27.42         \$ 30.11         \$ 31.57	2018         2019         2020           3,526,605         \$ 3,882,643         \$ 4,083,150         \$ 3,526,605           3,526,605         3,882,643         4,083,150           (660,789)         (660,789)         (660,789)           (45,107)         (32,527)         (20,958)           (705,896)         (693,316)         (681,747)           \$ 2,820,709         \$ 3,189,327         \$ 3,401,403         \$ 128,612           \$ 27,42         \$ 30.11         \$ 31.57         \$	2018         2019         2020         2021           3,526,605         \$ 3,882,643         \$ 4,083,150         \$ 4,383,205           3,526,605         3,882,643         4,083,150         4,383,205           (660,789)         (660,789)         (660,789)         (660,789)           (45,107)         (32,527)         (20,958)         (12,939)           (705,896)         (693,316)         (681,747)         (673,728)           \$ 2,820,709         \$ 3,189,327         \$ 3,401,403         \$ 3,709,477           128,612         128,948         129,324         129,719           \$ 27.42         \$ 30.11         \$ 31.57         \$ 33.79	2018         2019         2020         2021           3,526,605         \$ 3,882,643         \$ 4,083,150         \$ 4,383,205         \$ 3,526,605         \$ 3,882,643         4,083,150         4,383,205           (660,789)         (660,789)         (660,789)         (660,789)         (660,789)           (45,107)         (32,527)         (20,958)         (12,939)           (705,896)         (693,316)         (681,747)         (673,728)           \$ 2,820,709         \$ 3,189,327         \$ 3,401,403         \$ 3,709,477         \$ 128,612           \$ 27.42         \$ 30.11         \$ 31.57         \$ 33.79         \$	2018         2019         2020         2021         2022           4         \$ 3,526,605         \$ 3,882,643         \$ 4,083,150         \$ 4,383,205         \$ 4,690,057           -         -         -         -         -         (338,980)           3,526,605         3,882,643         4,083,150         4,383,205         4,351,077           (660,789)         (660,789)         (660,789)         (660,789)         (660,789)           (45,107)         (32,527)         (20,958)         (12,939)         (6,757)           (705,896)         (693,316)         (681,747)         (673,728)         (667,546)           \$ 2,820,709         \$ 3,189,327         \$ 3,401,403         \$ 3,709,477         \$ 3,683,531           128,612         128,948         129,324         129,719         122,677           \$ 2,742         \$ 30.11         \$ 31.57         \$ 33.79         \$ 35.47	2018         2019         2020         2021         2022         De           4         \$ 3,526,605         \$ 3,882,643         \$ 4,083,150         \$ 4,383,205         \$ 4,690,057         \$ (338,980)           3,526,605         3,882,643         4,083,150         4,383,205         4,351,077           (660,789)         (660,789)         (660,789)         (660,789)         (660,789)           (45,107)         (32,527)         (20,958)         (12,939)         (6,757)           (705,896)         (693,316)         (681,747)         (673,728)         (667,546)           \$ 2,820,709         \$ 3,189,327         \$ 3,401,403         \$ 3,709,477         \$ 3,683,531         \$           \$ 27,42         \$ 30.11         \$ 31.57         \$ 33.79         \$ 35.47         \$

Note: All share and per share data adjusted to reflect impact of 2-for-1 stock splits on August 16, 2011 and June 23, 2014.

Represents ending balances, as determined in accordance with accounting principles generally accepted in the U.S., ending shares outstanding and tangible book value per share as of the date indicated. Unaudited, financial data in thousands, except per share amounts.



