



Earnings & Financial Performance

Q3 2026 Financial Results

October 21, 2026



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Financial Performance

- \$1.01 diluted EPS, up \$0.06 vs a year ago
- \$1.03 adjusted diluted EPS⁽¹⁾ up \$0.09 from a year ago
- Net interest income of \$260.7 million; NIM of 3.16%, up 16 bps vs a year ago
- Provision for credit losses of \$9.0 million, down \$2.6 million, or 23%, vs a year ago
- Criticized and classified loans down \$176 million, or 14%, vs year ago
- NPLs down \$116 million, or 30%, vs a year ago
- Net charge-offs ratio⁽²⁾ of 0.11%, down from 0.25% vs a year ago

Funding and Asset Mix

- Ending non-interest demand deposits (NIDDA) represented 32% of total deposits; up \$488 million, or 6%, vs a year ago
- Average NIDDA up \$824 million, or 10%, vs a year ago
- Average total deposits (excluding brokered) up \$1.0 billion vs a year ago
- Average core loans⁽³⁾ increased \$706 million, or 4%, vs a year ago

Capital

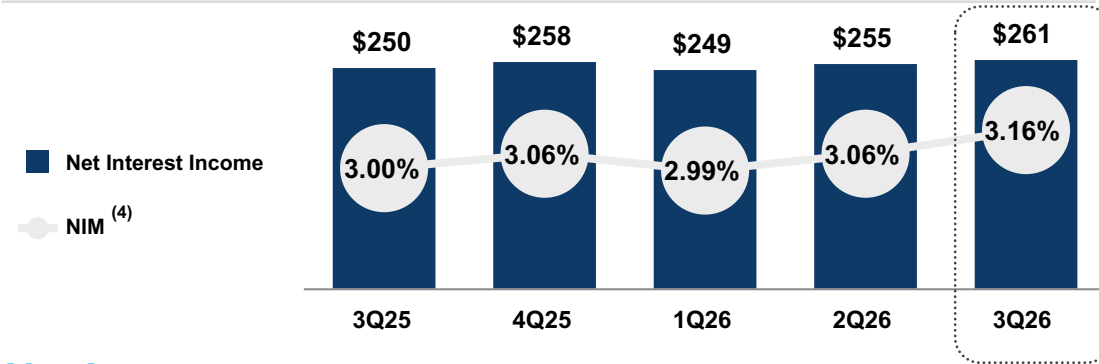
- CET1 ratio of 12.1%
- Returned \$97.0 million during the quarter and \$206.7 million during the nine months ended September 30, 2026 to shareholders through share repurchases⁽⁴⁾

(1) Excludes the impact of securities sales. See Non-GAAP reconciliation at page 21. (2) Annualized for the three months ended September 30, 2026 and three months ended September 30, 2025. (3) Core Loans include CRE, C&I, Mortgage Warehouse Lending, and Municipal Finance. (4) Returned \$44.5 million during the year ended December 31, 2025.

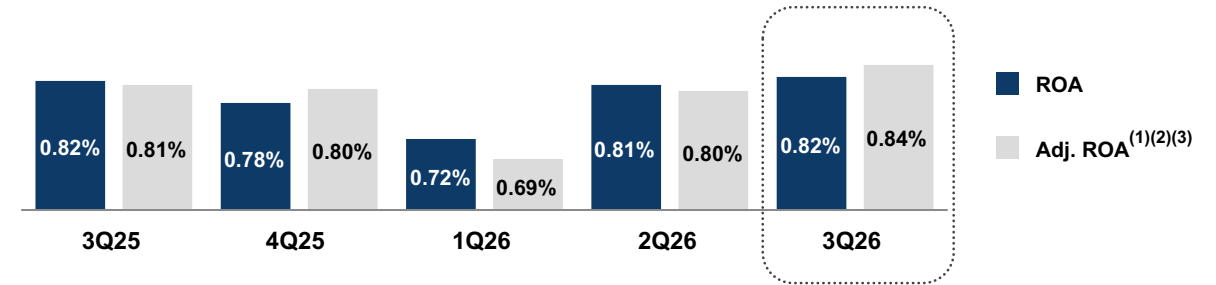
Key Profitability Metrics Are Steadily Improving (\$ in millions)



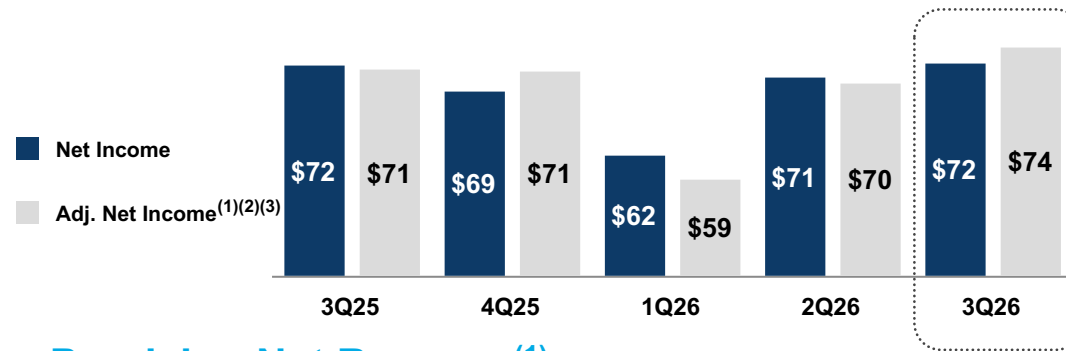
Net Interest Income & Net Interest Margin



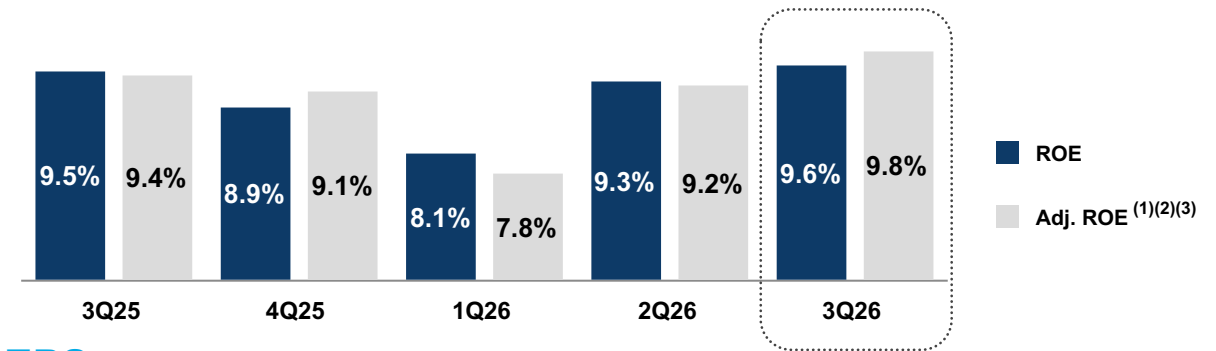
Return on Assets⁽³⁾



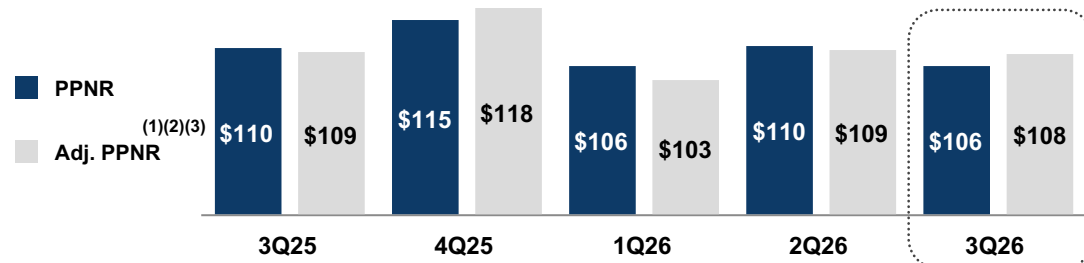
Net Income



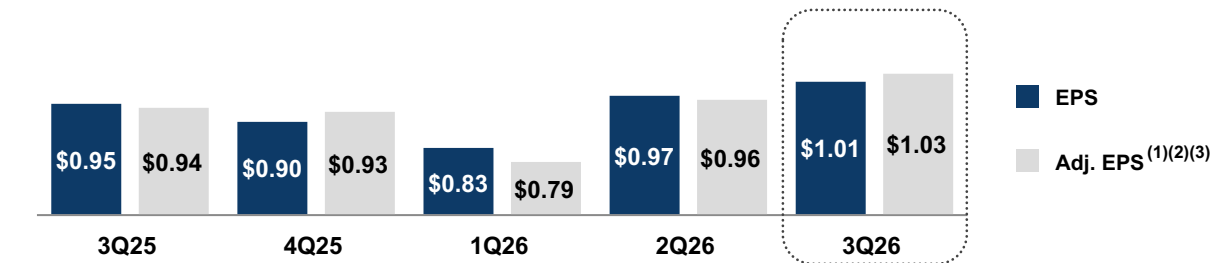
Return on Equity⁽³⁾



Pre-Provision Net Revenue⁽¹⁾



EPS



(1) Represents a non-GAAP measure. See appendix for a reconciliation of non-GAAP financial measures to GAAP financial measures. (2) Excludes the impact of securities sales. (3) Q42025 is adjusted for the impact of write downs of previously capitalized software totaling \$3.8 million before taxes. (4) Quarterly annualized ratios.

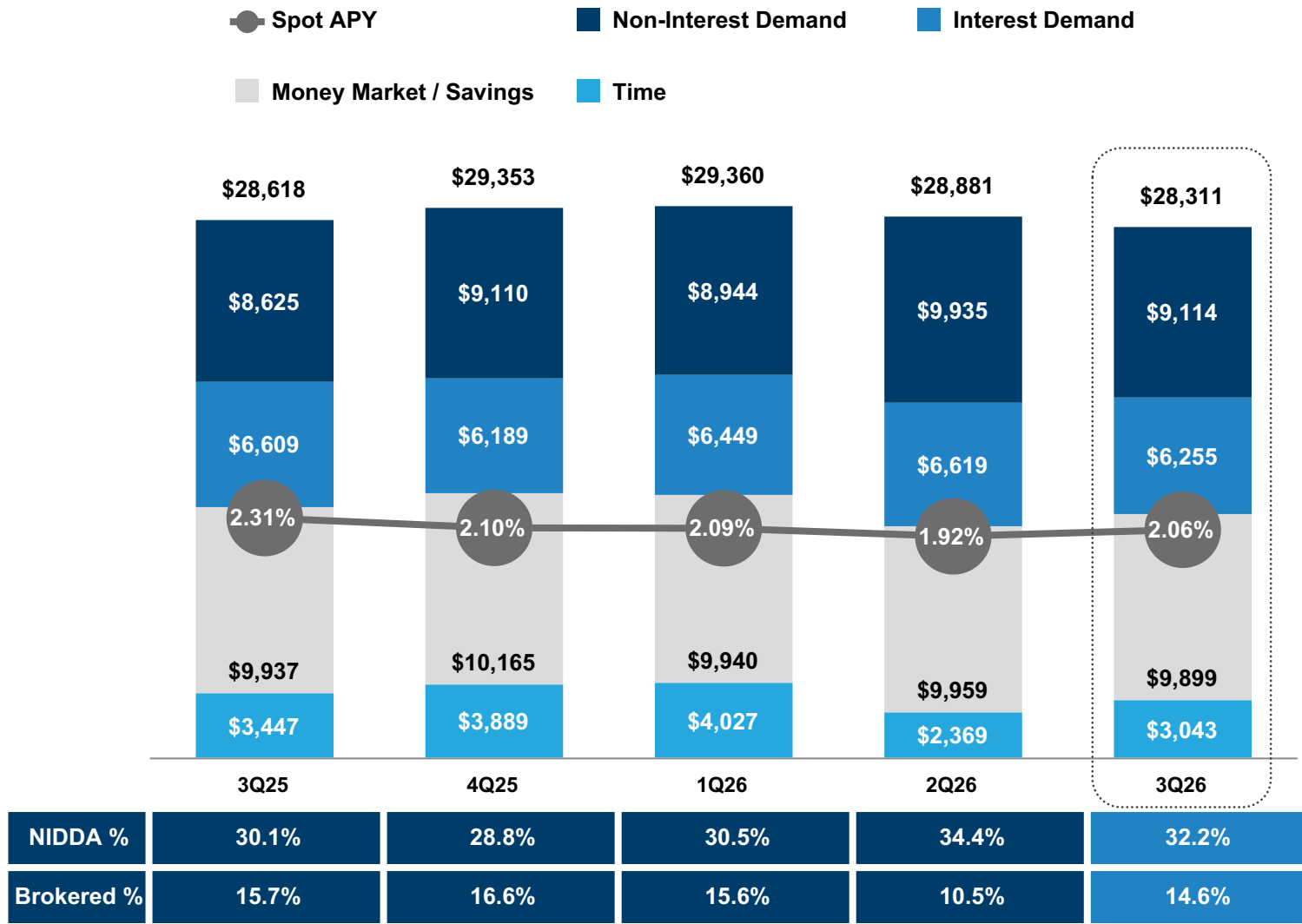
Third Quarter Earnings Highlights



(\$ in millions, except per share data)	3Q26	2Q26	3Q25	Change From	
				2Q26	3Q25
Income Statement					
Net Interest Income	\$261	\$255	\$250	\$6	\$11
Provision for Credit Losses	\$9	\$16	\$12	(\$7)	(\$3)
Total Non-Interest Income	\$20	\$29	\$26	(\$9)	(\$6)
Total Non-Interest Expense	\$175	\$175	\$166	\$—	\$9
Net Income	\$72	\$71	\$72	\$1	\$—
EPS	\$1.01	\$0.97	\$0.95	\$0.04	\$0.06
Net Interest Margin	3.16%	3.06%	3.00%	0.10%	0.16%
Balance Sheet					
Average Core Loans ⁽¹⁾	\$16,859	\$17,006	\$16,153	(\$147)	\$706
Average Total Loans	\$23,525	\$23,839	\$23,518	(\$314)	\$7
Ending Non-Interest DDA	\$9,114	\$9,935	\$8,625	(\$821)	\$489
Ending Total Deposits	\$28,311	\$28,881	\$28,618	(\$570)	(\$307)
Ending Core Deposits (excluding brokered)	\$24,165	\$25,848	\$24,115	(\$1,683)	\$50
Capital					
CET1	12.1%	12.3%	12.5%	(0.2)%	(0.4)%
Total Risk-Based Capital	13.7%	13.9%	14.4%	(0.2)%	(0.7)%
Asset Quality					
Non-Performing Assets to Total Assets ⁽²⁾	0.77%	0.66%	1.10%	0.11%	(0.33)%
ACL to Total Loans	0.93%	0.91%	0.93%	0.02%	—%
Commercial ACL to Commercial Loans ⁽³⁾	1.33%	1.30%	1.35%	0.03%	(0.02)%

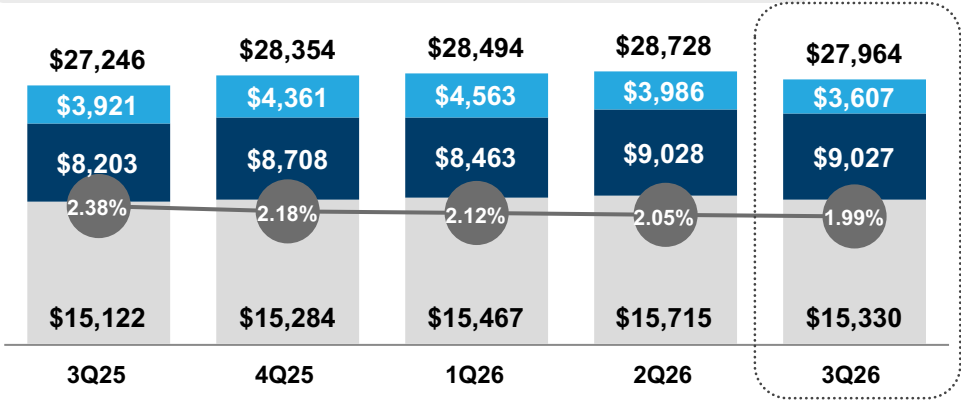
(1) Core Loans include CRE, C&I, Mortgage Warehouse Lending, and Municipal Finance. (2) Includes guaranteed portion of non-accrual SBA loans. (3) For purposes of this ratio, commercial loans includes the core C&I and CRE sub-segments as well as franchise and equipment finance. Due to their unique risk profiles, MWL and municipal finance are excluded from this ratio.

Ending Deposit Trend



Average Deposit Trend

NIDDA stable Q-o-Q; up \$824 million Y-o-Y



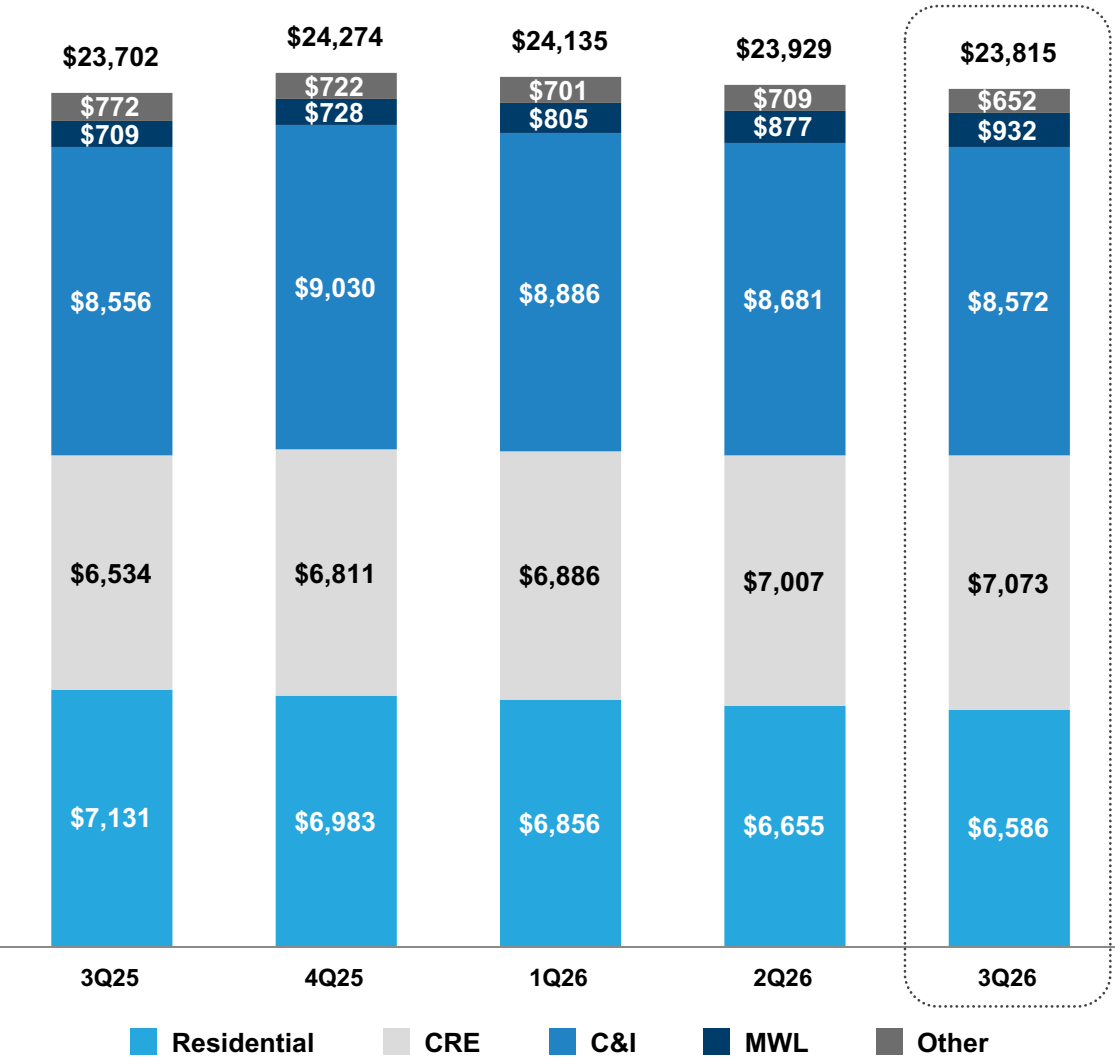
Quarterly Cost of Deposits, Avg Brokered IB Deposits, Avg NIDDA, Avg Core IB Deposits

Diverse deposit book by sector; largest industry verticals at September 30, 2026:

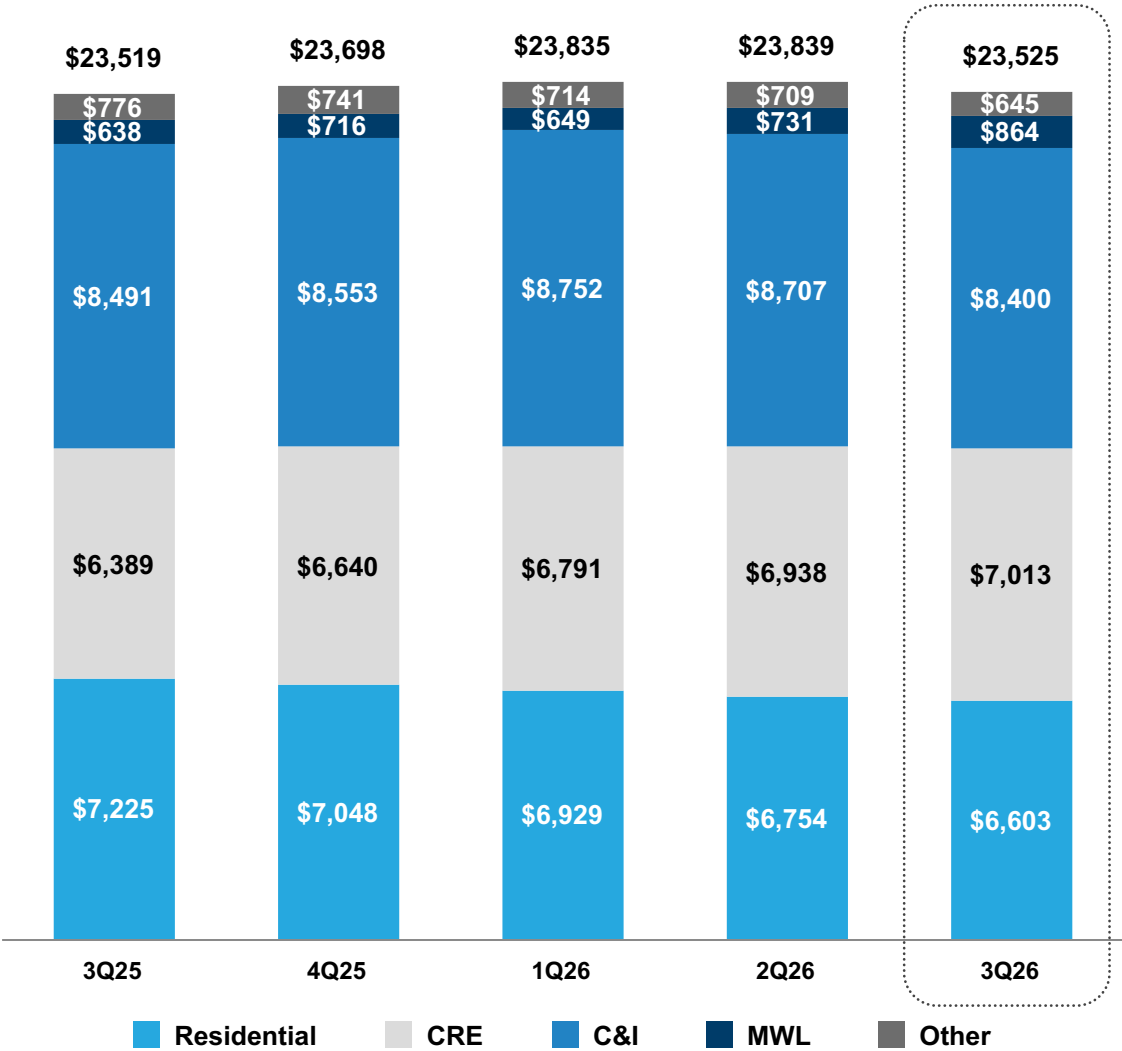
National Title Solutions
\$4.7 billion

National HOA
\$2.4 billion

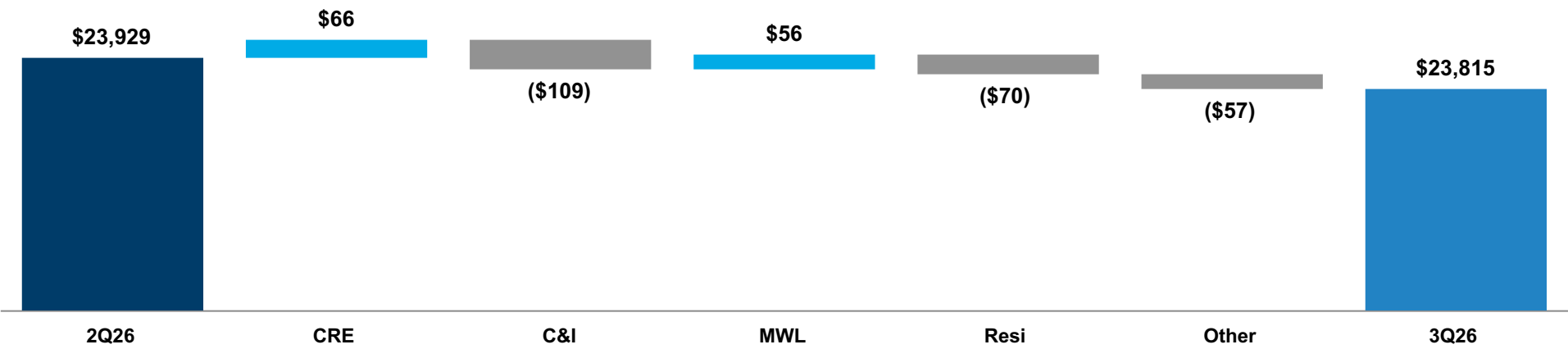
Ending Loan Portfolio Trend



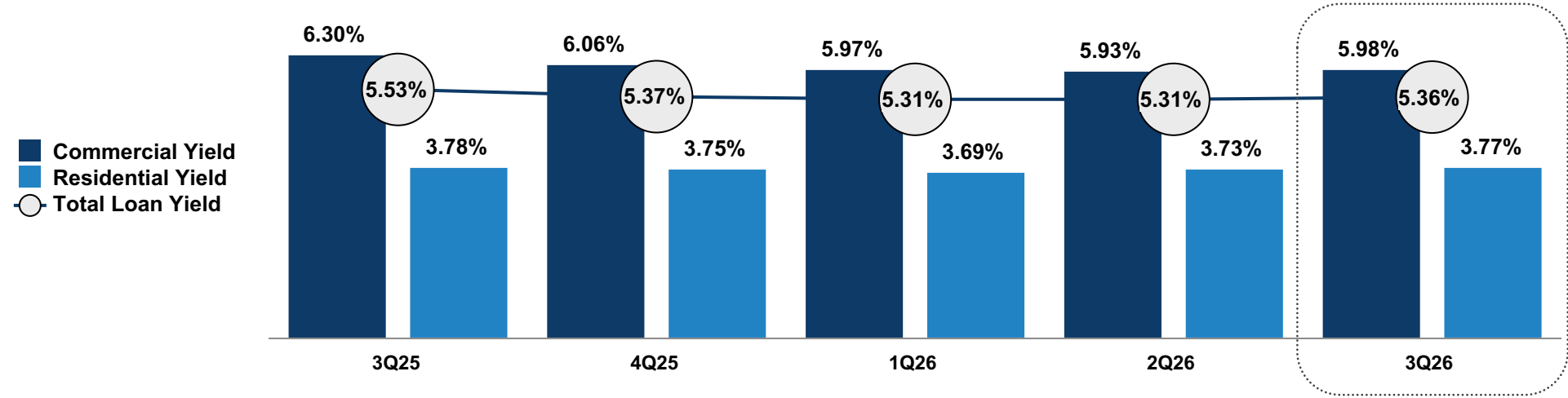
Average Loan Portfolio Trend



Third Quarter 2026 Ending Loan Attribution



Quarterly Loan Yield (Avg)

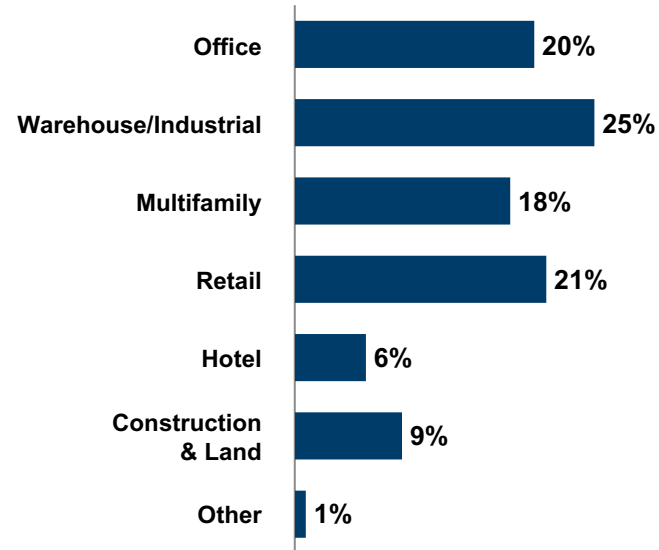


High Quality Diversified CRE Portfolio

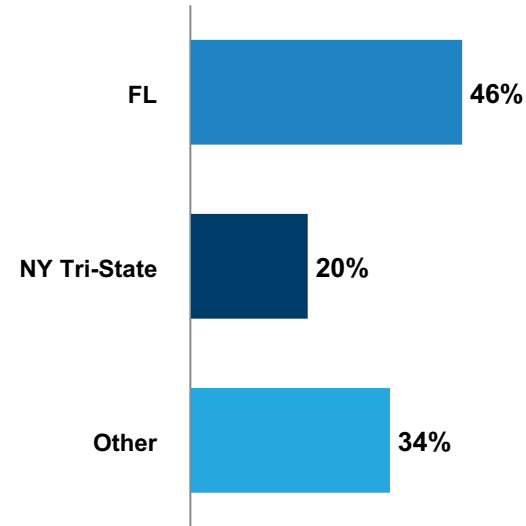
At September 30, 2026 (\$ in millions)



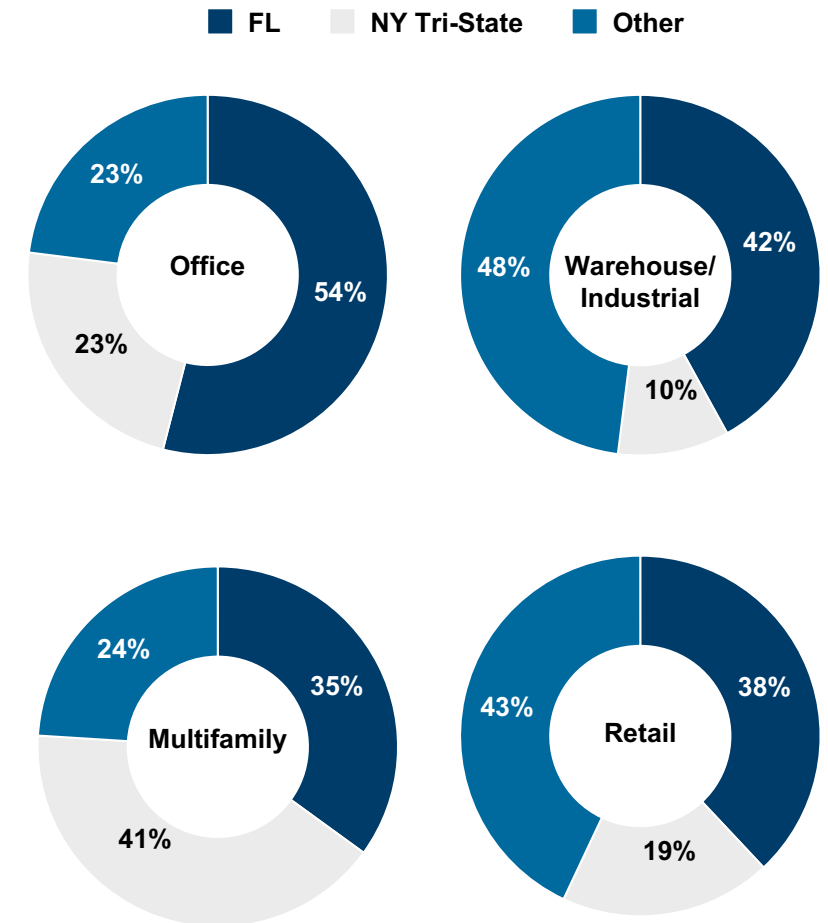
CRE Portfolio by Property Type



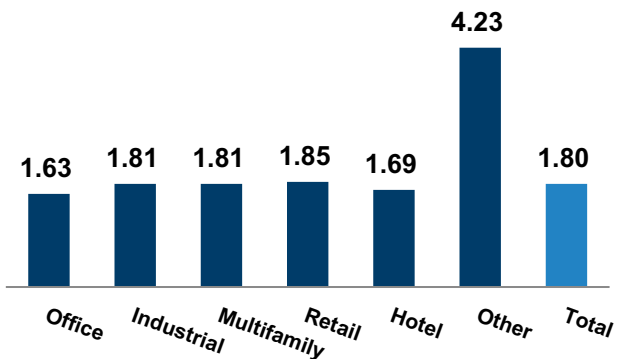
CRE Portfolio by Geography



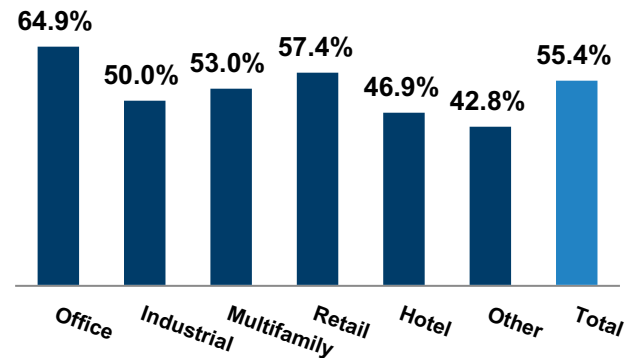
Geographic Data by Property Type⁽¹⁾



Wtd. Avg. DSCR by Property Type



Wtd. Avg. LTV by Property Type



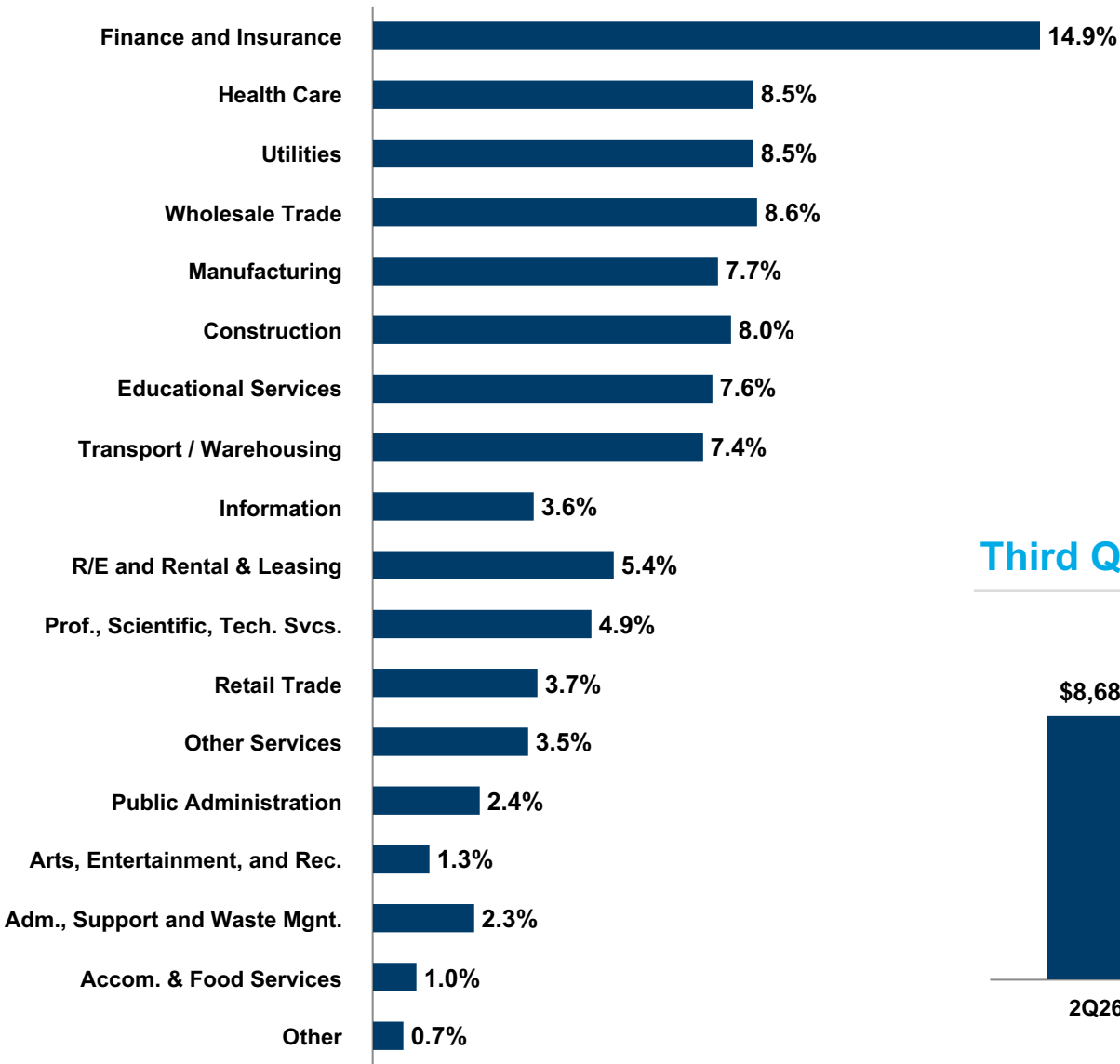
(1) Graphs below illustrate the largest property type concentrations in the CRE portfolio and exclude Hotel, Construction & Land, and other property types.

Commercial and Industrial Loans⁽¹⁾

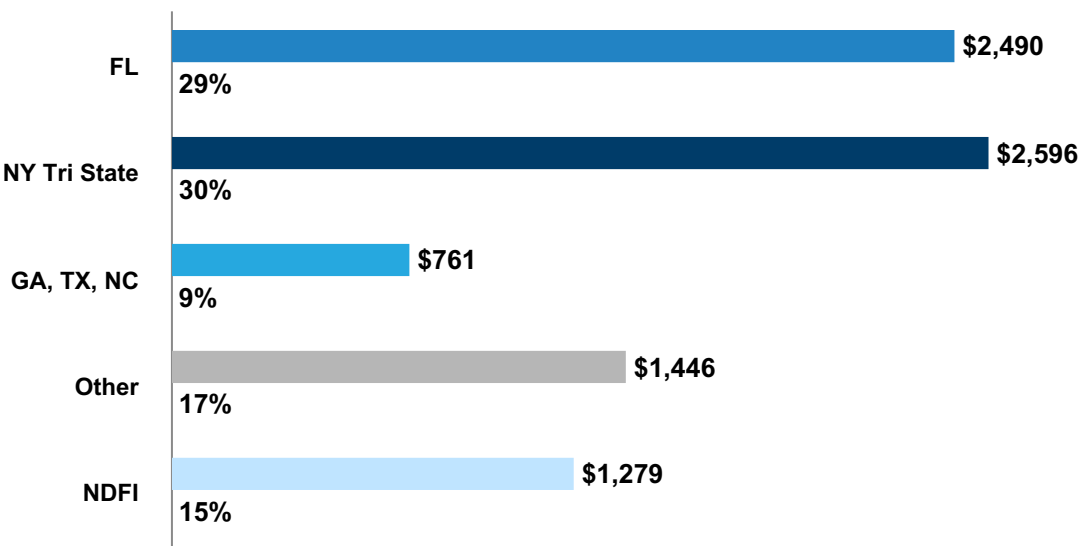
At September 30, 2026 (\$ in millions)



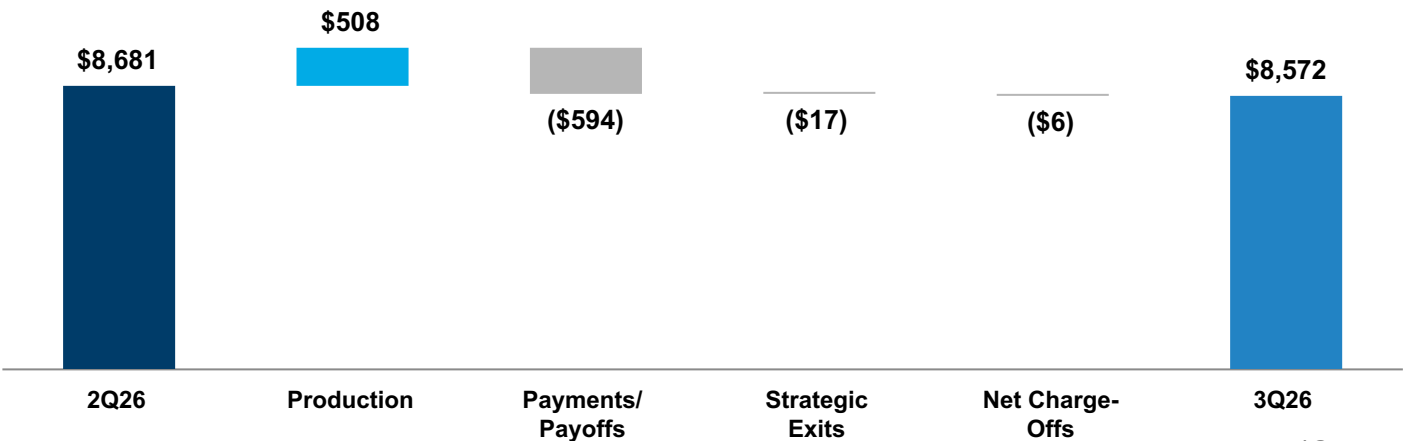
Diverse Industry Exposure



Geographic Distribution

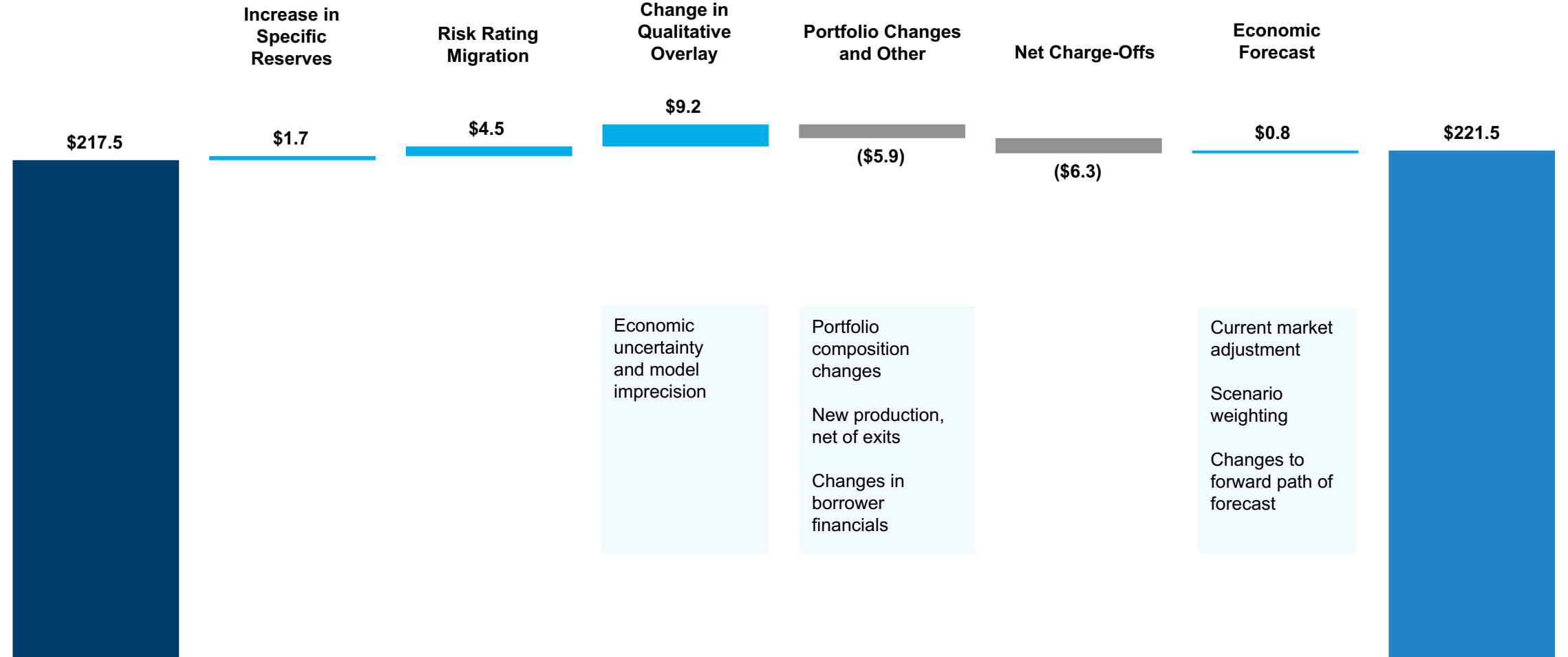


Third Quarter 2026 Ending C&I Loan Walk



(1) Includes \$2.1 billion in owner-occupied real estate, excludes MWL.

Drivers of Change in the ACL (\$ in millions)



Economic uncertainty and model imprecision

Portfolio composition changes
New production, net of exits
Changes in borrower financials

Current market adjustment
Scenario weighting
Changes to forward path of forecast

2Q26

3Q26

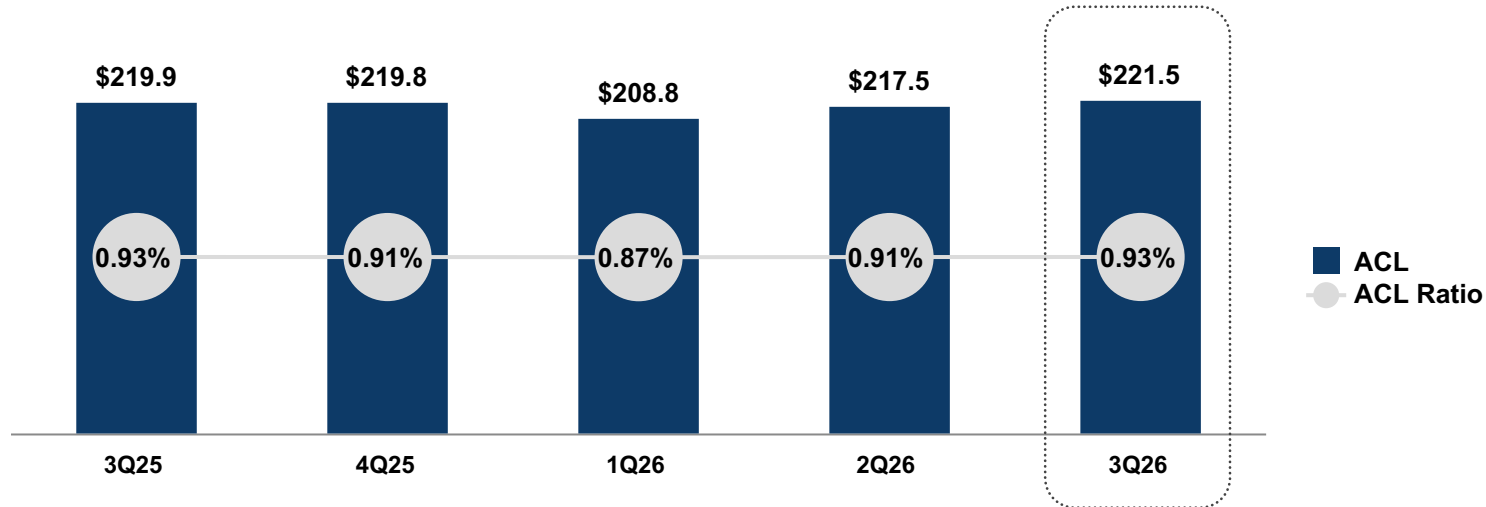
% of Total Loans

0.91%



0.93%

Allowance for Credit Losses

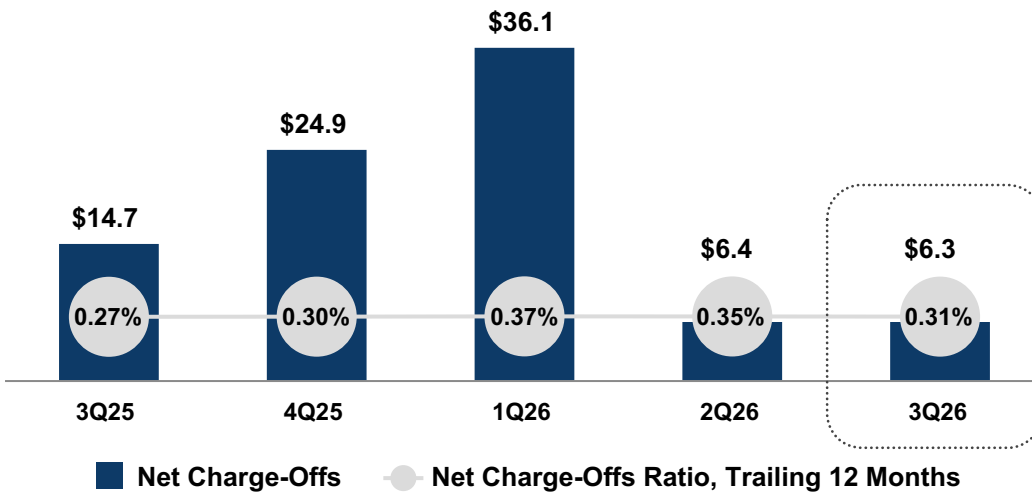


Relevant Metrics:

Office Portfolio ACL at 3Q26 was 2.04%

Net Charge-Offs, Trailing 12 months was 0.31%

Net Charge-Offs

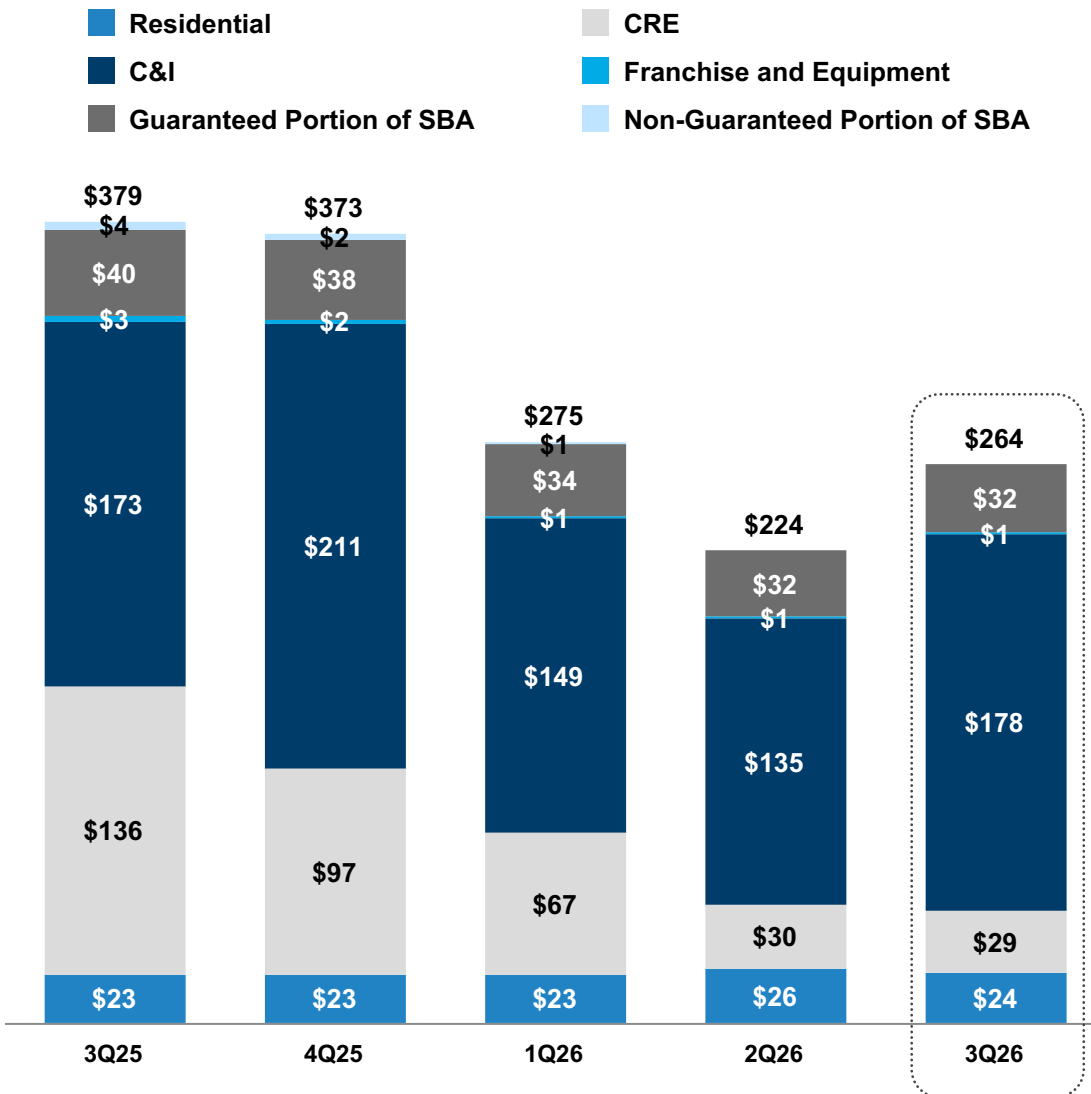


Composition of ACL at September 30, 2026

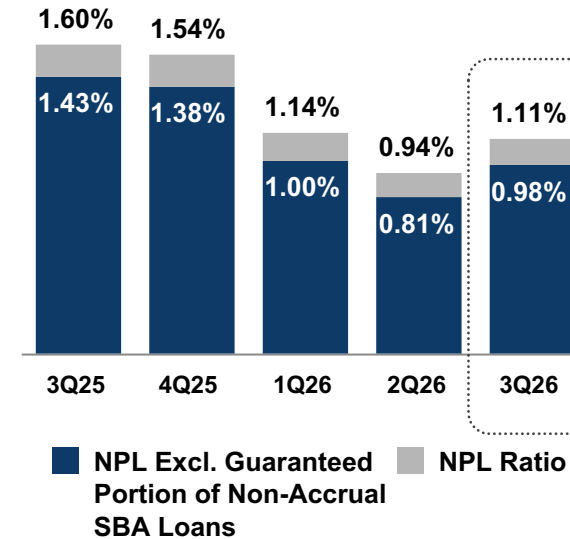
	Balance	% of Loans
Commercial:		
Commercial real estate	\$60.0	0.85 %
Commercial and industrial	148.1	1.73 %
Franchise and equipment finance	0.2	0.30 %
Total commercial ⁽¹⁾	208.3	1.33 %
Pinnacle - municipal finance	0.1	0.01 %
Residential and mortgage warehouse lending	13.1	0.17 %
Allowance for credit losses	\$221.5	0.93 %

(1) Due to their unique risk profiles, MWL and municipal finance are excluded and presented separately.

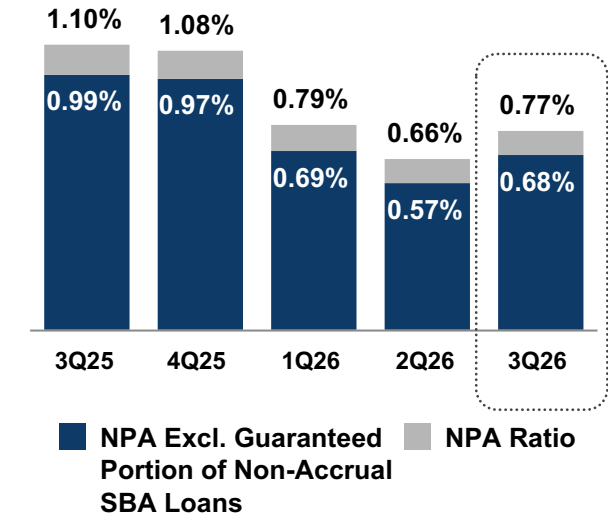
Non-Performing Loans by Portfolio Segment



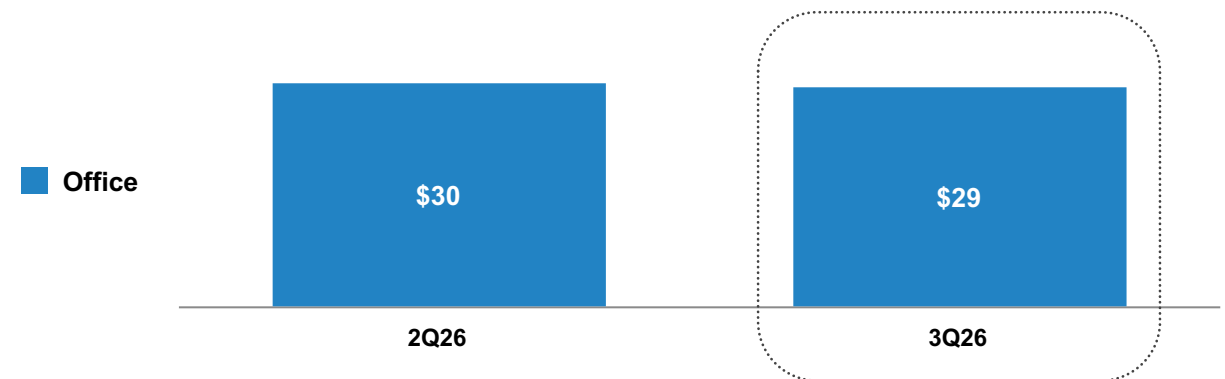
NPL Ratio



NPA Ratio



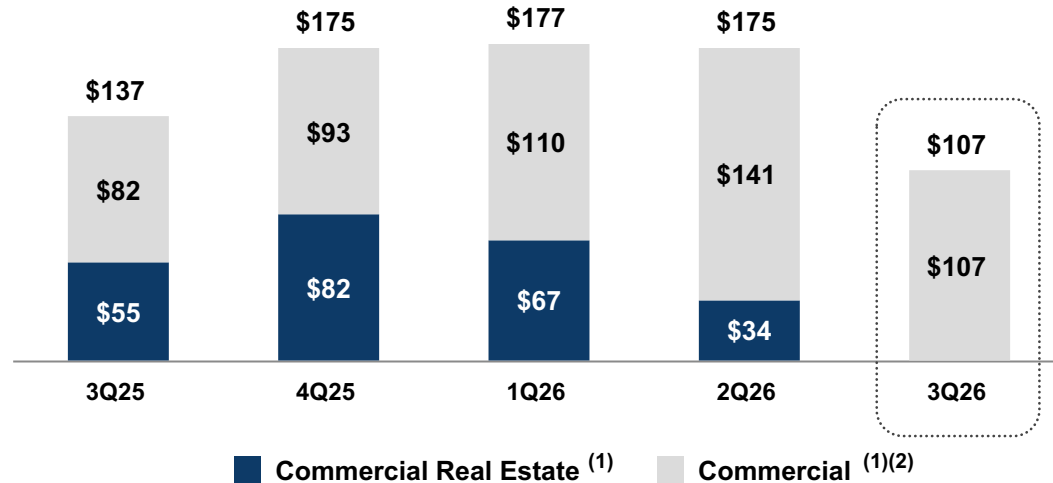
Non-Performing CRE Loans by Property Type



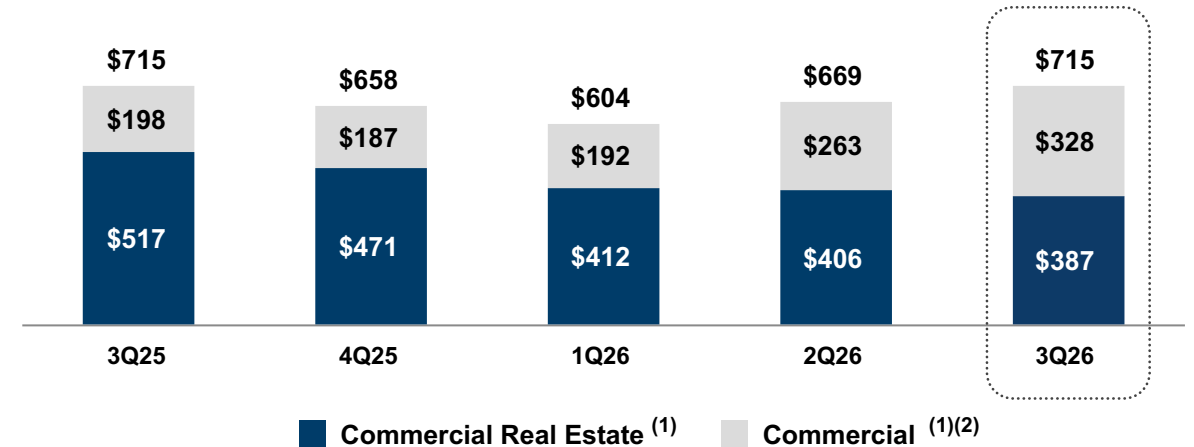
Criticized and Classified Loans Trend (\$ in millions)



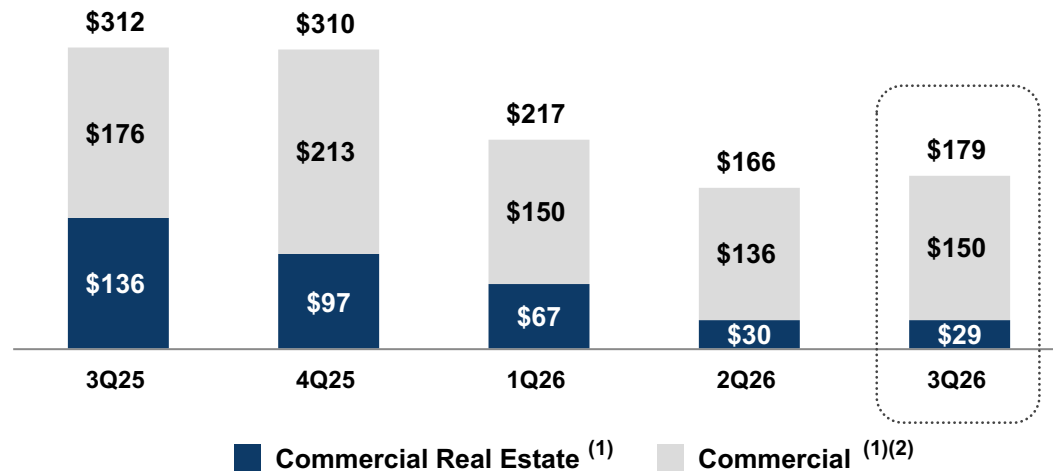
Special Mention



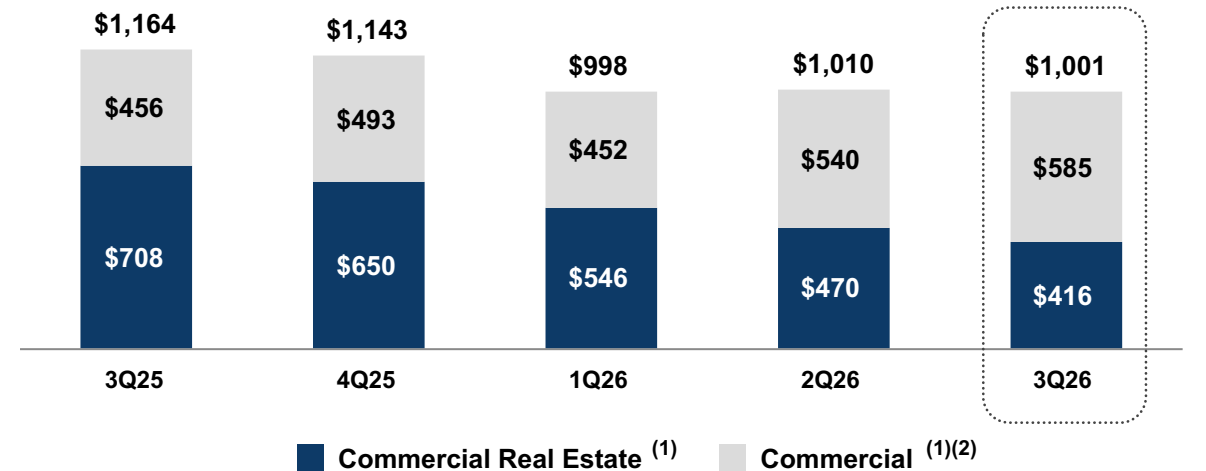
Substandard Accruing



Substandard Non-Accruing and Doubtful



Total Criticized and Classified



(1) Excludes SBA. (2) Includes C&I and franchise and equipment finance.

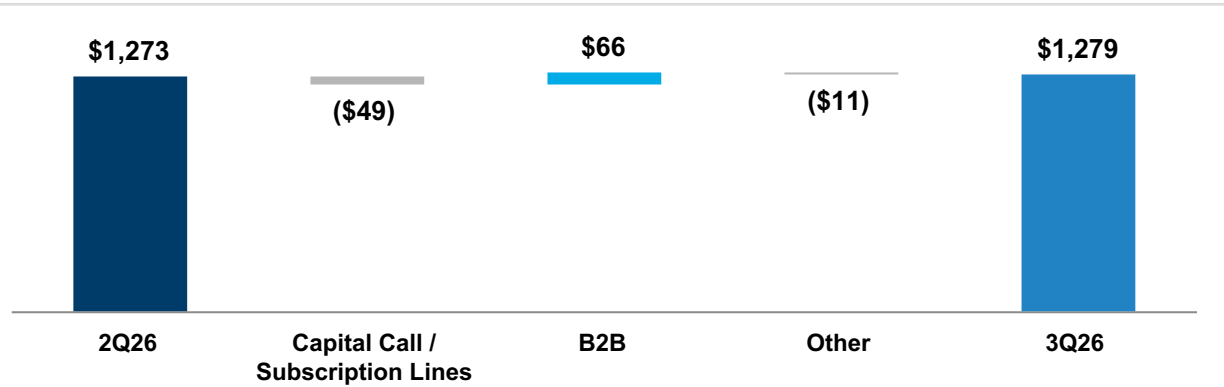
Metric	Q4 Guidance
Ending Core Loans	~\$17.6 Billion - \$17.7 Billion
Fourth Quarter Average NIDDA	~\$8.65 Billion
Net Interest Income	~\$265 Million
Fourth Quarter NIM	~3.20%
Non-Interest Income	~\$28 Million
Non-Interest Expense	~\$178 Million
PPNR	~\$115 Million
Credit Provision	~\$15 Million
Tax Rate	~25.5%

Key Assumption Updates

- Continued economic strength
- 25 bps rate increase in December 2026
- Utilize remaining stock buyback capacity by year end

Appendix

Third Quarter 2026 Ending NDFI Walk (\$ in millions)



NDFI Portfolio Characteristics

\$1.3B NDFI Exposure - down \$200 million YTD

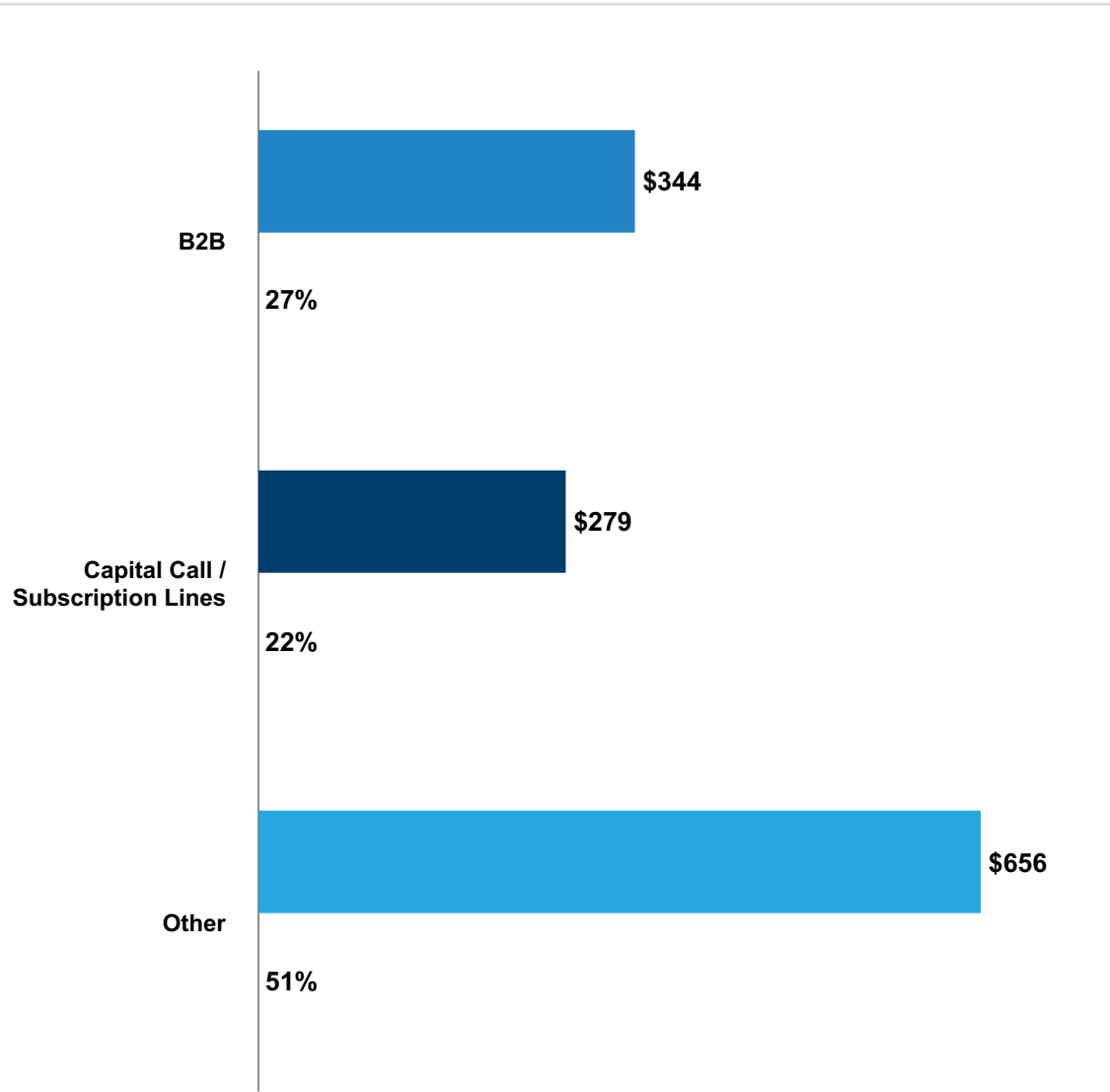
5% of total loans; 7% of commercial loans

Excludes \$932 million in MWL

One loan past due 30 - 59 days

“Other” includes REITs, B2C, Private Equity Funds, Insurance Carriers and Investment Services

NDFI Portfolio Distribution (\$ in millions)



	September 30, 2026		June 30, 2026		December 31, 2025	
	Balance	% of Loans	Balance	% of Loans	Balance	% of Loans
Commercial:						
Commercial real estate	\$60.0	0.85 %	\$58.6	0.84 %	\$58.3	0.86 %
Commercial and industrial	148.1	1.73 %	145.6	1.68 %	148.6	1.65 %
Franchise and equipment finance	0.2	0.30 %	0.4	0.60 %	1.0	0.93 %
Total commercial	208.3	1.33 %	204.6	1.30 %	207.9	1.30 %
Pinnacle - municipal finance	0.1	0.01 %	0.1	0.02 %	0.1	0.02 %
Residential and mortgage warehouse lending	13.1	0.17 %	12.8	0.17 %	11.8	0.15 %
Allowance for credit losses	\$221.5	0.93 %	\$217.5	0.91 %	\$219.8	0.91 %

Office Portfolio ACL: 2.04% at September 30, 2026, 1.98% at June 30, 2026

Asset Quality Ratios	September 30, 2026	June 30, 2026	December 31, 2025
Non-performing loans to total loans ⁽¹⁾	1.11 %	0.94 %	1.54 %
Non-performing loans, excluding the guaranteed portion of non-accrual SBA loans, to total loans	0.98 %	0.81 %	1.38 %
Non-performing assets to total assets ⁽¹⁾	0.77 %	0.66 %	1.08 %
Non-performing assets, excluding the guaranteed portion of non-accrual SBA loans, to total assets	0.68 %	0.57 %	0.97 %
Allowance for credit losses to non-performing loans ⁽¹⁾	83.96 %	97.14 %	58.99 %
Net charge-offs to average loans ⁽²⁾	0.28 %	0.36 %	0.30 %
Net charge-offs to average loans, trailing twelve months	0.31 %	0.35 %	0.30 %

(1) Non-performing loans and assets include the guaranteed portion of non-accrual SBA loans totaling \$31.5 million, \$31.8 million and \$37.9 million at September 30, 2026, June 30, 2026 and December 31, 2025, respectively.

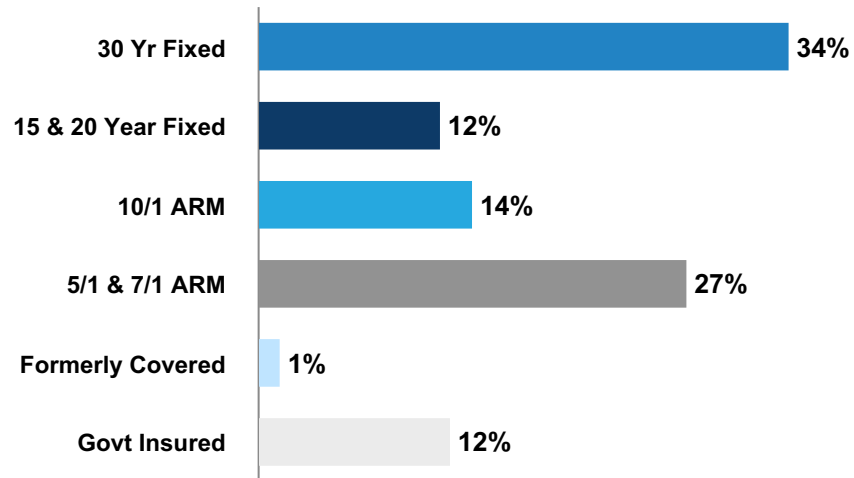
(2) Annualized for the six months ended June 30, 2026 and the nine months ended September 30, 2026.

Residential Portfolio Overview

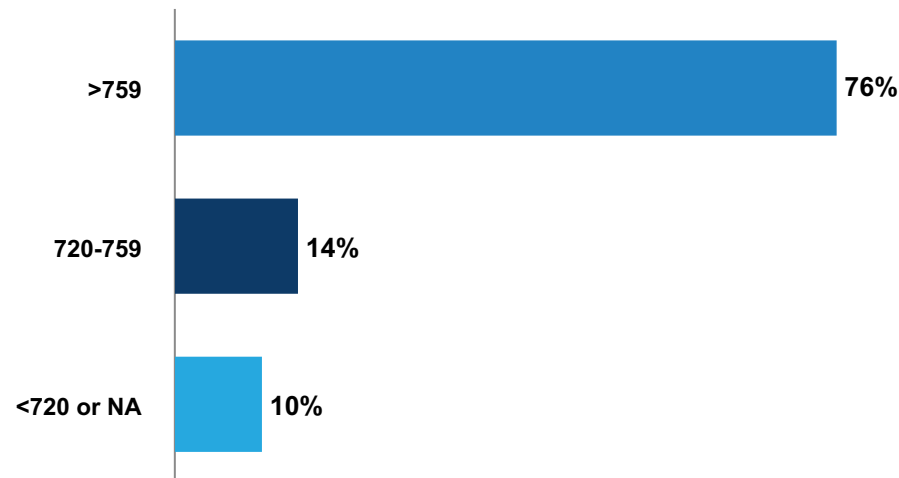
At September 30, 2026



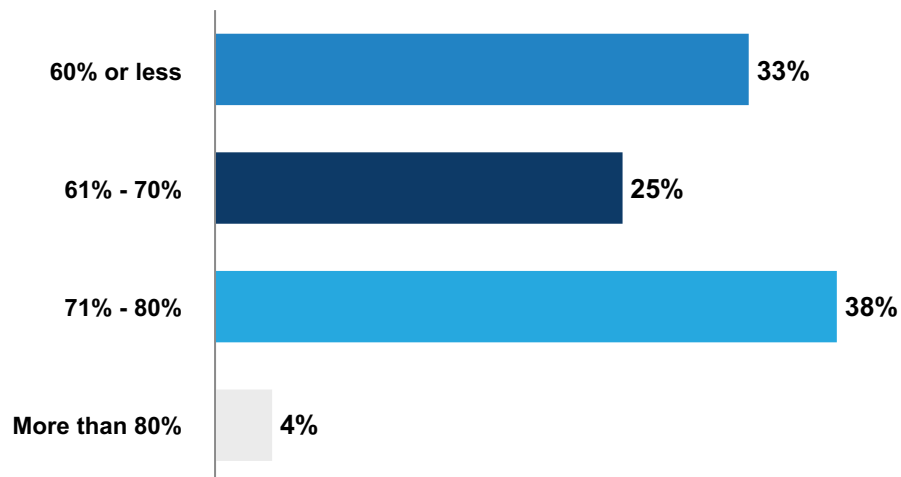
Residential Loan Product Type



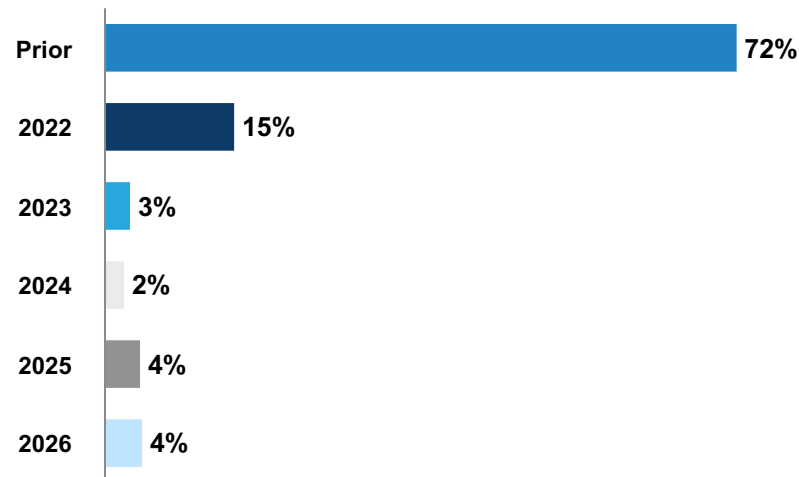
FICO Distribution⁽¹⁾



Breakdown by LTV⁽¹⁾



Breakdown by Vintage⁽¹⁾



High quality residential portfolio consists primarily of high FICO, low LTV, prime jumbo mortgages with de-minimis charge-offs since inception as well as government insured loans

(1) Excludes government insured residential loans. FICO's are refreshed routinely. LTV's are typically at origination.

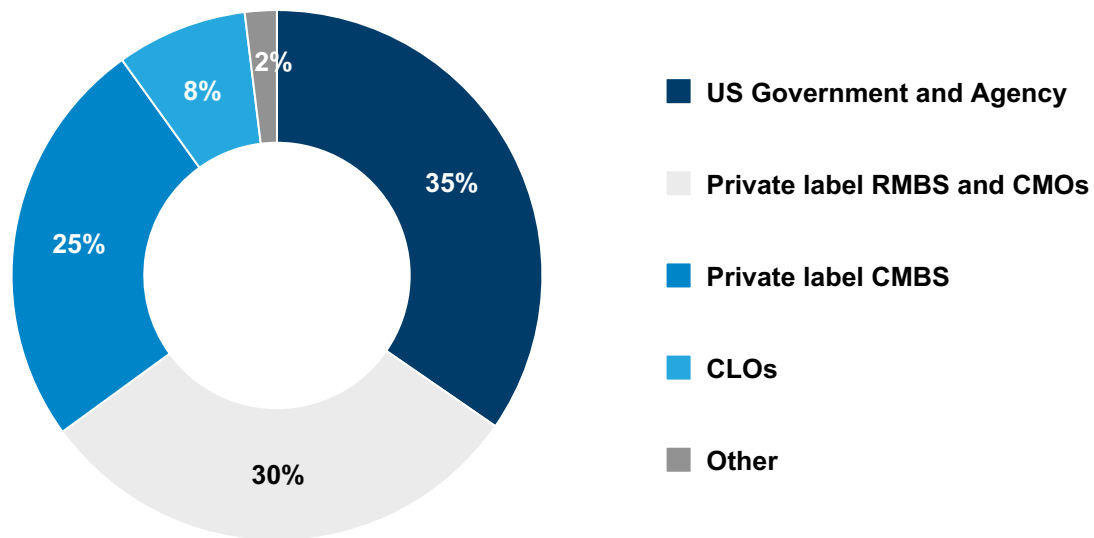
Portfolio	September 30, 2026		June 30, 2026		December 31, 2025	
	Net Unrealized Loss	Fair Value	Net Unrealized Loss	Fair Value	Net Unrealized Loss	Fair Value
US Government and Agency	(\$146)	\$3,081	(\$57)	\$3,340	(\$51)	\$3,424
Private label RMBS and CMOs	(270)	2,702	(201)	2,526	(193)	2,491
Private label CMBS	(25)	2,234	(15)	2,364	(14)	2,168
CLOs	(1)	709	(1)	772	—	781
Other	(11)	174	(8)	309	(9)	394
	<u>(\$453)</u>	<u>\$8,900</u>	<u>(\$282)</u>	<u>\$9,311</u>	<u>(\$267)</u>	<u>\$9,258</u>

No expected credit losses on AFS securities

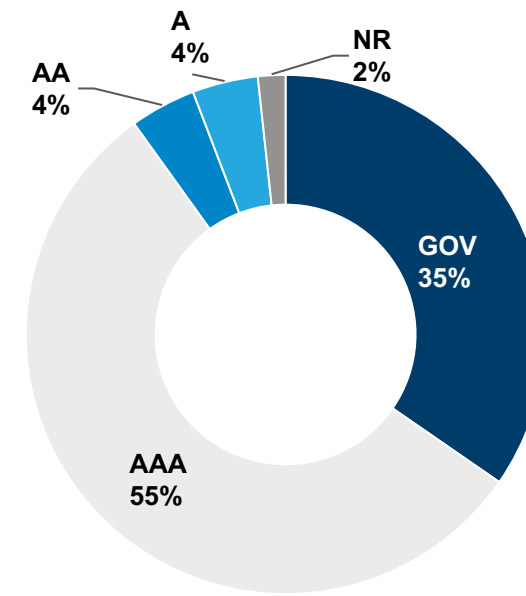
Unrealized losses just 5% of amortized cost

**AFS portfolio duration of 2.57;
approximately 60% of the portfolio
floating rate**

Portfolio Composition



Rating Distribution



Non-GAAP Financial Measures



Net income, EPS, ROA and ROE excluding the impact of gains and losses on the sale of investment securities and write downs for capitalized software are non-GAAP financial measures. Disclosure of these measures enhances the reader's ability to compare the Company's performance for 3Q26 to other periods presented.

The following table reconciles these non-GAAP financial measurements to the comparable GAAP financial measurements of net income, EPS, ROA and ROE for 3Q26 to the periods presented (in millions except share and per share data):

	3Q26	2Q26	1Q26	4Q25	3Q25
Net income (GAAP)	\$ 72.2	\$ 70.7	\$ 61.9	\$ 69.3	\$ 71.9
Write downs on capitalized software - tax effected	—	—	—	2.8	—
(Gain)/Loss on investment securities - tax effected	\$ 1.7	(0.7)	(2.5)	(0.8)	(0.5)
Adjusted net income	\$ 73.9	\$ 70.0	\$ 59.4	\$ 71.2	\$ 71.4
Pre-tax income	\$ 96.9	\$ 94.4	\$ 81.7	\$ 89.8	\$ 97.9
Provision for credit losses	9.0	15.6	24.6	25.6	11.6
PPNR	\$ 105.9	\$ 109.9	\$ 106.3	\$ 115.4	\$ 109.5
Write downs on capitalized software - before tax	—	—	—	3.8	—
(Gain)/Loss on investment securities - before tax	2.3	(0.9)	(3.3)	(1.1)	(0.6)
Adjusted PPNR	\$ 108.2	\$ 109.0	\$ 103.0	\$ 118.1	\$ 108.9
Average assets	\$ 34,718	\$ 35,046	\$ 35,089	\$ 35,186	\$ 34,894
ROA (GAAP)	0.82 %	0.81 %	0.72 %	0.78 %	0.82 %
Adjusted ROA	0.84 %	0.80 %	0.69 %	0.80 %	0.81 %
Average stockholders' equity	\$ 2,993	\$ 3,040	\$ 3,104	\$ 3,095	\$ 3,015
ROE (GAAP)	9.6 %	9.3 %	8.1 %	8.9 %	9.5 %
Adjusted ROE	9.8 %	9.2 %	7.8 %	9.1 %	9.4 %
EPS (GAAP)	\$ 1.01	\$ 0.97	\$ 0.83	\$ 0.90	\$ 0.95
Write downs on capitalized software - tax effected	—	—	—	0.04	—
(Gain)/Loss on investment securities - tax effected	0.02	(0.01)	(0.04)	(0.01)	(0.01)
Adjusted EPS	\$ 1.03	\$ 0.96	\$ 0.79	\$ 0.93	\$ 0.94

PPNR is a non-GAAP financial measure. Management believes this measure is relevant to understanding the performance of the Company attributable to elements other than the provision for credit losses and the ability of the Company to generate earnings sufficient to cover estimated credit losses. This measure also provides a meaningful basis for comparison to other financial institutions since it is commonly employed and is a measure frequently cited by investors and analysts. Tangible book value per common share is also a non-GAAP financial measure. Management believes this measure is relevant to understanding the capital position and performance of the Company. Disclosure of this non-GAAP financial measure also provides a meaningful basis for comparison to other financial institutions as it is a metric commonly used in the banking industry.

The following table reconciles these non-GAAP financial measurements to the comparable GAAP financial measurements of Income before income taxes and Book value per common share for the periods presented (in millions except share and per share data):

	3Q26	2Q26	1Q26	4Q25	3Q25
Pre-Provision Net Revenue ("PPNR")					
Income before income taxes (GAAP)	\$ 97	\$ 94	\$ 82	\$ 90	\$ 98
Plus: provision for credit losses	9	16	25	26	12
PPNR	\$ 106	\$ 110	\$ 106	\$ 115	\$ 110
Total stockholders' equity	\$ 2,822	\$ 3,003	\$ 3,016	\$ 3,054	\$ 3,032
Less: goodwill and other intangible assets	78	78	78	78	78
Tangible stockholders' equity	\$ 2,745	\$ 2,926	\$ 2,938	\$ 2,976	\$ 2,955
Common shares issued and outstanding	70,188,199	72,276,530	73,354,206	74,138,066	75,242,935
Book value per common share (GAAP)	\$ 40.21	\$ 41.55	\$ 41.11	\$ 41.19	\$ 40.30
Tangible book value per common share	\$ 39.10	\$ 40.48	\$ 40.05	\$ 40.14	\$ 39.27