



THE SAME, ONLY DIFFERENT

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# Q4 2017 EARNINGS RELEASE

January 22, 2018

# DISCLAIMER

## FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements. Any statements about our expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. You can identify forward-looking statements by the use of forward-looking terminology such as “believes,” “expects,” “could,” “may,” “will,” “should,” “seeks,” “likely,” “intends,” “plans,” “pro forma,” “projects,” “estimates” or “anticipates” or the negative of these words and phrases or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. You can also identify forward-looking statements by discussions of strategy, plans or intentions. Forward-looking statements involve numerous risks and uncertainties and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods that may be incorrect or imprecise and we may not be able to realize them. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). The following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements: our limited operating history as an integrated company; business and economic conditions generally and in the bank and non-bank financial services industries, nationally and within our local market area; 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 acquisition of nine branches from Independent Bank in Colorado and our acquisition of Valley Bancorp, Inc.) 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 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 17, 2017 and Triumph’s Quarterly Report on Form 10-Q for the fiscal quarter ended September 30, 2017, filed with the Securities and Exchange Commission on October 20, 2017.

## NON-GAAP FINANCIAL MEASURES

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

Unless otherwise referenced, all data presented is as of December 31, 2017.

# COMPANY OVERVIEW

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

[www.triumphbancorp.com](http://www.triumphbancorp.com)

## Community Banking

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

Focused on business lending including CRE

Minimal consumer lending and no active single-family mortgage origination

## Commercial Finance

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

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

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

## Differentiated Model

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

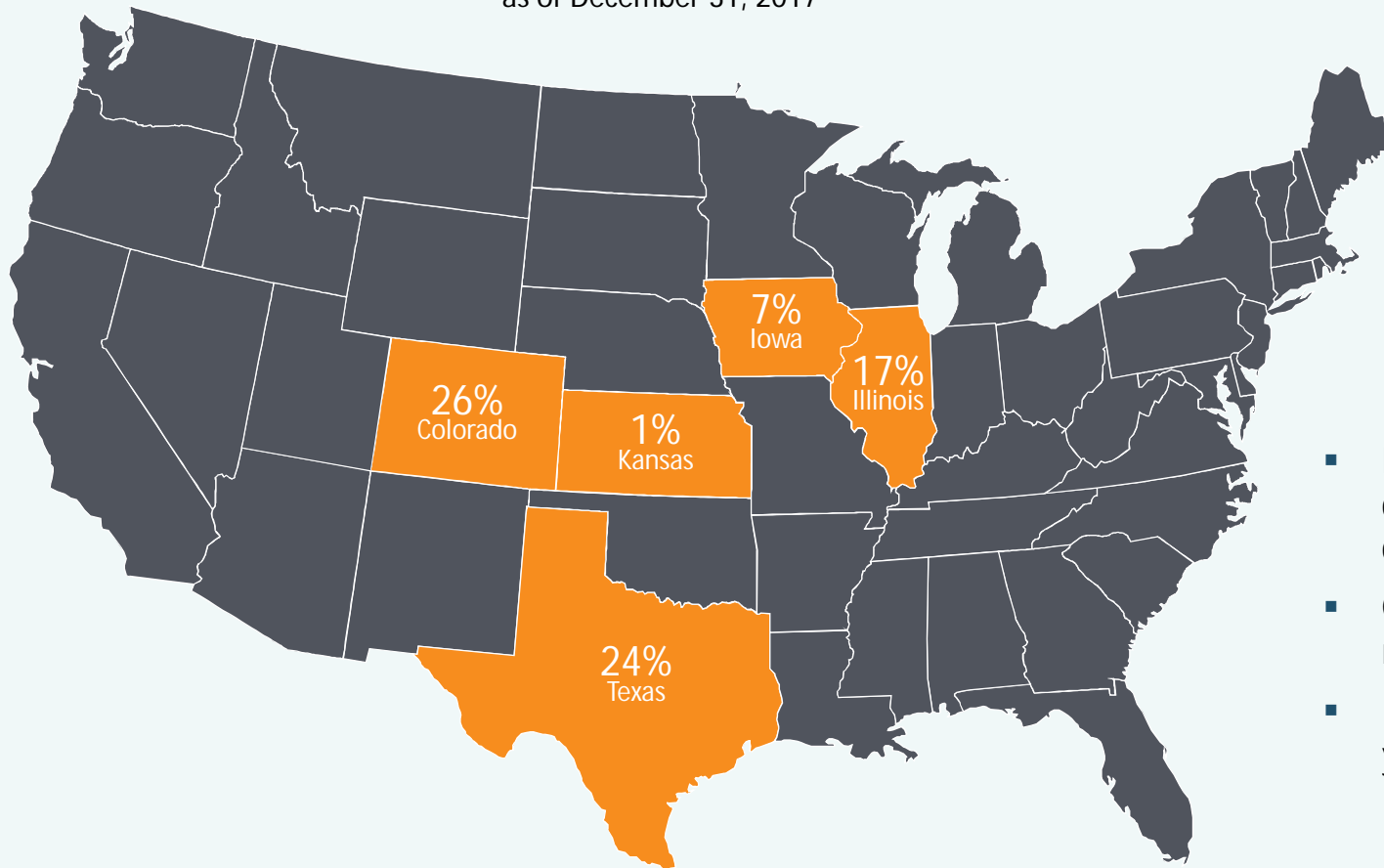
Multiple product types and broad geographic footprint creates a more diverse business model than other banks our size

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

# PLATFORM OVERVIEW - LENDING

## Geographic Concentrations<sup>1</sup>

as of December 31, 2017



- Diversification by asset class, geography, and collateral
- Commercial Finance target mix of 40%
- Industry leading portfolio yields

<sup>1</sup> Excludes factored receivables

# PLATFORM OVERVIEW – BRANCH NETWORK

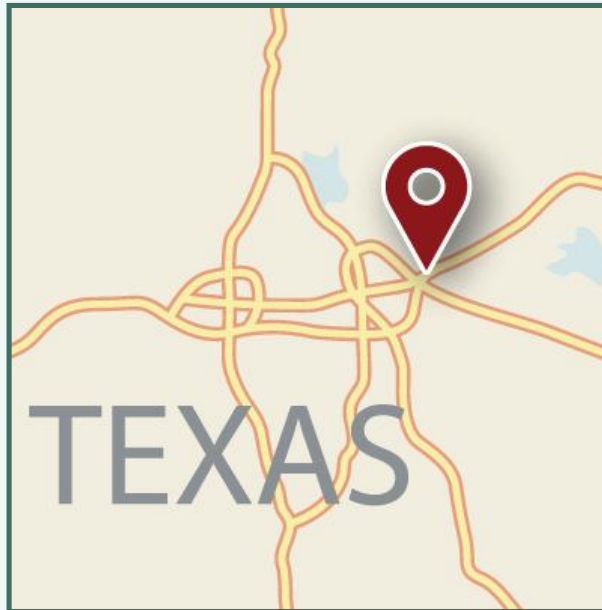
## WESTERN DIVISION

- 32 branches in Colorado
- 2 branches in western Kansas



## DALLAS

- Corporate Headquarters
- 1 branch (Primarily CODs)
- In Progress – Full service branch



## MIDWEST DIVISION

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



# PLATFORM OVERVIEW – COMMERCIAL FINANCE

We are a market leader for financial services  
to small businesses and the lower end of the middle market

## COMMERCIAL FINANCE

### Triumph Business Capital

#### FACTORING

- Among the largest discount factors in the transportation sector
- Clients include small owner-operator trucking companies, mid-sized fleets, and freight broker relationships
- Expanding client industry niches to include staffing, distribution, and other sectors

### Triumph Commercial Finance

#### ASSET BASED LENDING

- Borrowing base working capital lending
- Focus on facilities between \$1MM - \$20MM
- Core industries include manufacturing, distribution, and services

#### EQUIPMENT FINANCE

- Secured by revenue producing, essential-use equipment with broad resale markets
- Core markets include transportation, construction, and waste

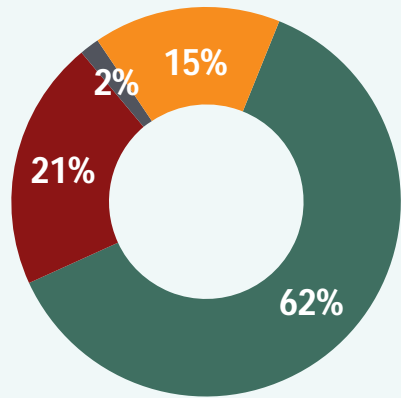
### Triumph Premium Finance

#### PREMIUM FINANCE

- Customized premium finance solutions for the acquisition of property and casualty insurance coverage

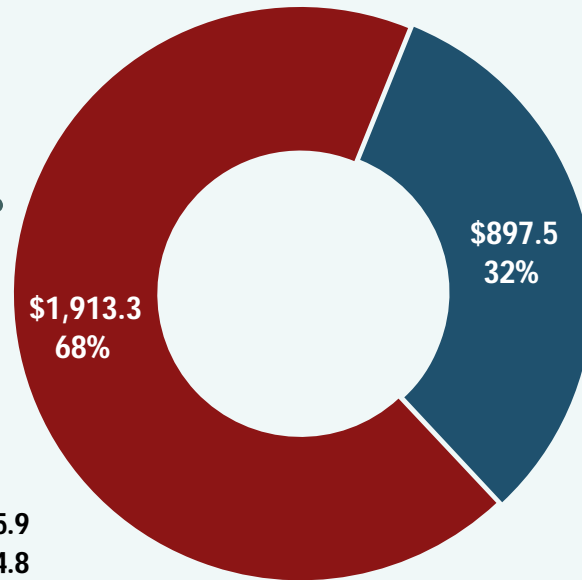
# LOAN PORTFOLIO DETAIL

## Community Banking

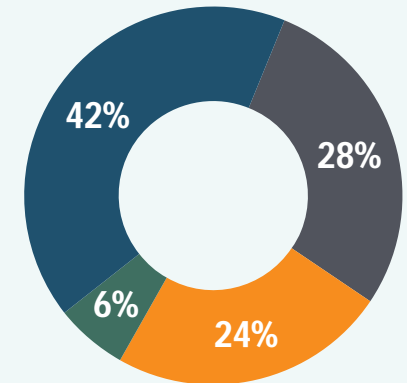


<span style="color: #38761d;">■</span> <b>REAL ESTATE</b>	
Commercial Real Estate	\$ 745.9
Construction, Land & Development	\$ 134.8
1-4 Family Residential	\$ 125.8
Farmland	\$ 180.1
<span style="color: #800000;">■</span> <b>COMMERCIAL</b>	
Agriculture	\$ 136.7
General	\$ 261.1
<span style="color: #555555;">■</span> <b>CONSUMER</b>	\$ 31.1
<span style="color: #ff8c00;">■</span> <b>MORTGAGE WAREHOUSE</b>	\$ 297.8

## Loans Held for Investment



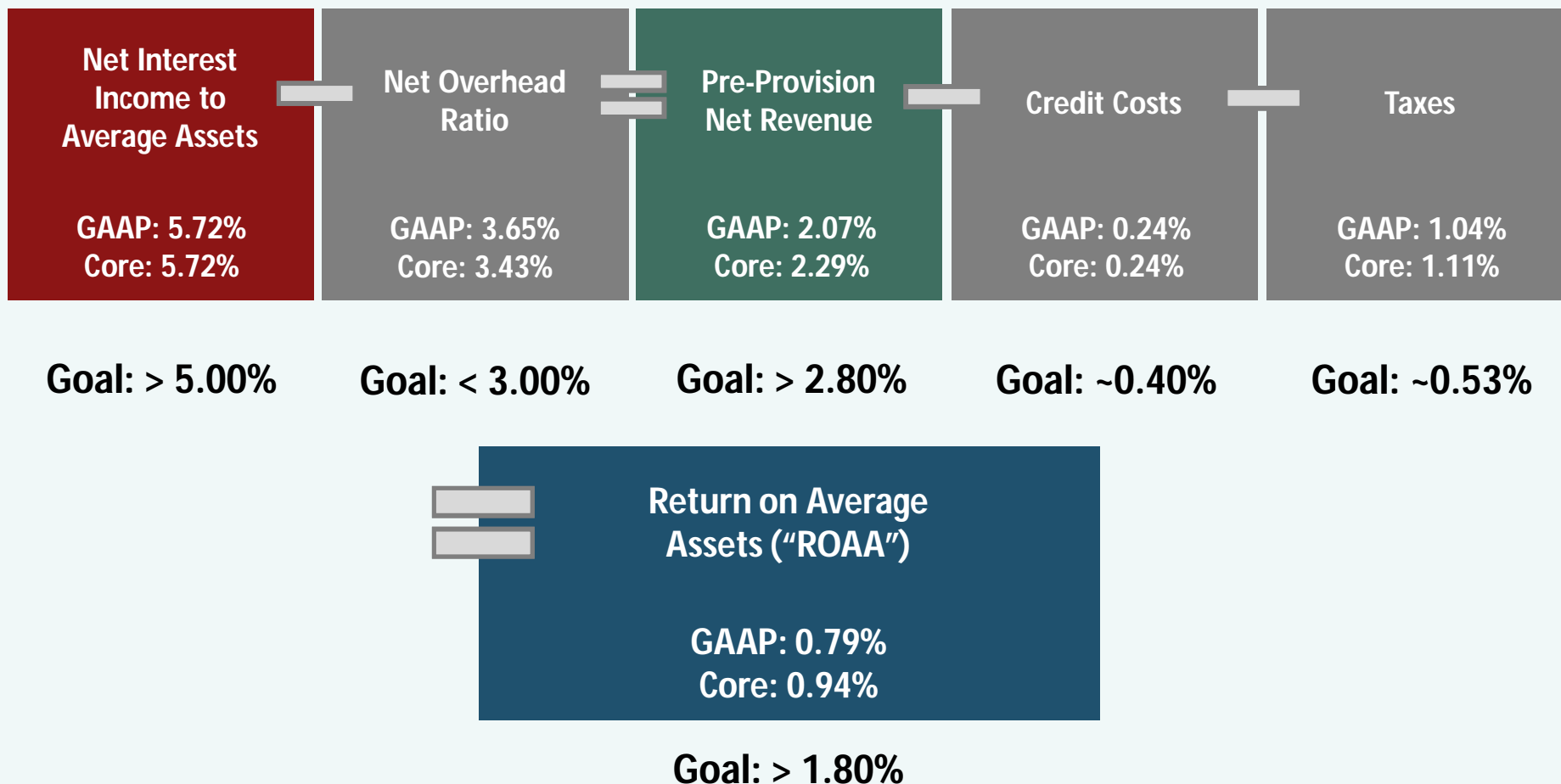
## Commercial Finance



<span style="color: #004a7c;">■</span> <b>FACTORED RECEIVABLES</b>	
Triumph Business Capital	\$ 346.3
Triumph Commercial Finance	\$ 28.1
<span style="color: #555555;">■</span> <b>EQUIPMENT FINANCE</b>	\$ 254.1
<span style="color: #ff8c00;">■</span> <b>ASSET BASED LENDING</b>	\$ 213.5
<span style="color: #38761d;">■</span> <b>PREMIUM FINANCE</b>	\$ 55.5

Chart data labels – dollars in millions

# LONG TERM PERFORMANCE GOALS VS ACTUAL Q4



Performance metrics presented are for the three months ended December 31, 2017. Core performance ratios are adjusted to exclude material gains and expenses associated with merger and acquisition-related activities, including divestitures. Reconciliations of these financial measures can be found at the end of the presentation.

Performance goals have been revised from the prior quarter to reflect the expected impact of the Tax Cuts and Jobs Act.



# INVESTMENT CONSIDERATIONS

Normalized as of 12/31/2016 through 12/31/2017



## Coverage Analysts:

- Brad Milsaps – Sandler O’Neill & Partners
- Jared Shaw – Wells Fargo Securities, LLC
- Stephen Moss – FBR Capital Markets & Co.
- Brett Rabatin – Piper Jaffray & Co.
- Gary Tenner – D.A. Davidson & Co.
- Nicholas Grant – Keefe, Bruyette & Woods, a Stifel Company
- Matthew Olney – Stephens, Inc.

# Q4 2017 HIGHLIGHTS

- Diluted earnings per share of \$0.29 for the fourth quarter
  - Net income for the quarter was impacted by (i) an income tax charge of \$3.0 million related to the re-measurement of our deferred tax assets and deferred tax liabilities at our new expected effective tax rate due to changes in federal income tax regulations, (ii) acquisition-related transaction costs of \$1.7 million, and (iii) a \$1.3 million impairment charge on core deposit intangible assets associated with acquired public deposits
- Completed acquisition of nine branches from Independent Bank Group, Inc. on October 6, 2017
- Completed acquisition of Valley Bancorp, Inc. on December 9, 2017
- Total loans held for investment portfolio growth of \$385.4 million
  - Organic loan growth of \$186.3 million
  - Commercial finance loan portfolio growth of \$78.6 million<sup>2</sup>, including a \$32.5 million increase in factored receivables
  - Organic commercial real estate loan portfolio growth of \$84.5 million

**\$6.1 million**

Net income to common stockholders

**COMMERCIAL  
FINANCE LOAN  
GROWTH<sup>2</sup>**

**9.6%**

**NIM**

**6.16%**

Net Interest  
Margin  
(5.93% adjusted)<sup>1</sup>

**TCE/TA**

**9.26%**

Tangible Common  
Equity / Tangible  
Assets<sup>1</sup>

**ROAA**

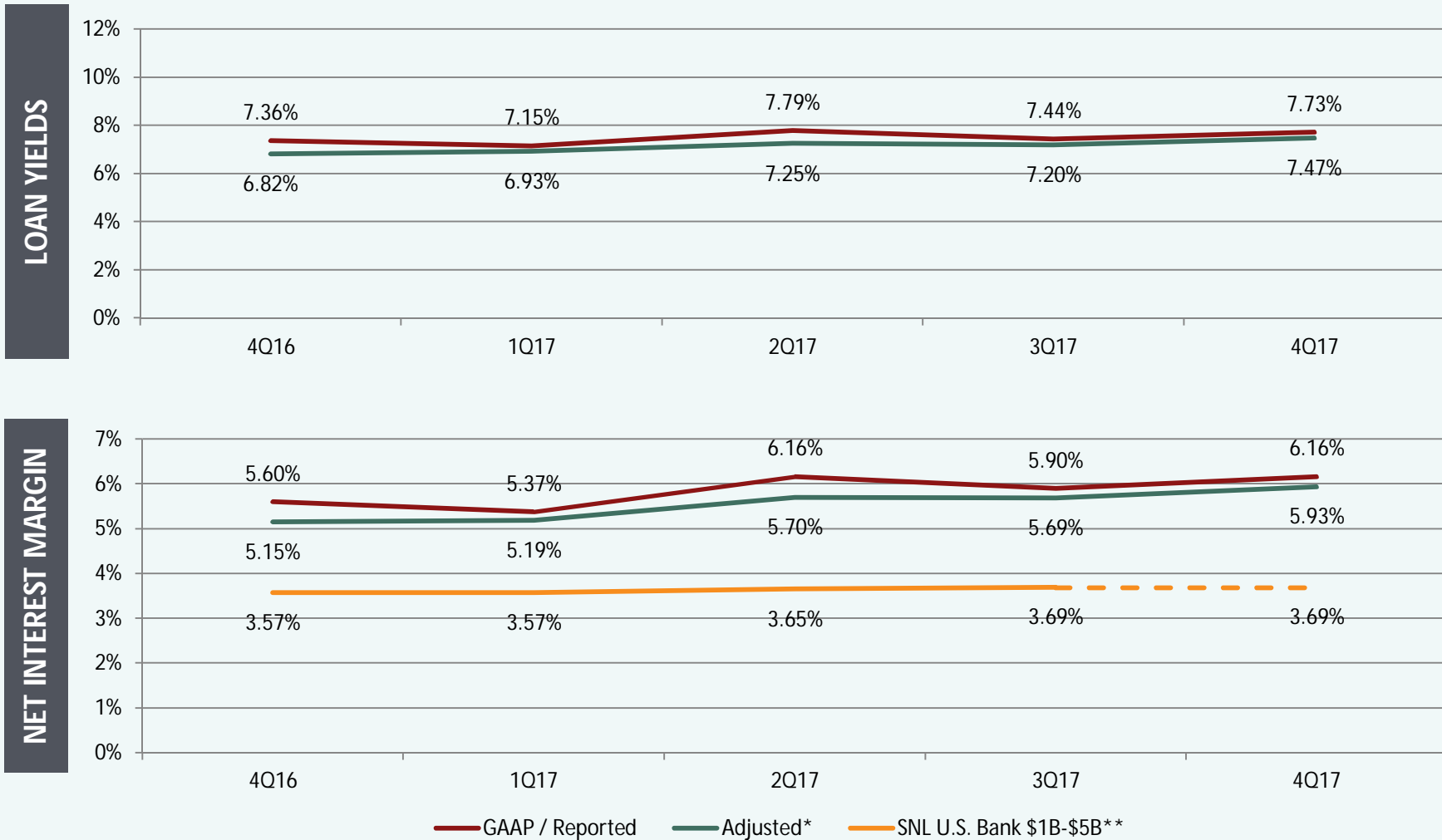
**0.79%**

Return on  
Average Assets

<sup>1</sup> Reconciliations of non-GAAP financial measures can be found at the end of the presentation

<sup>2</sup> Excludes impact of THF loan reclassification

# LOAN YIELDS AND NET INTEREST MARGIN

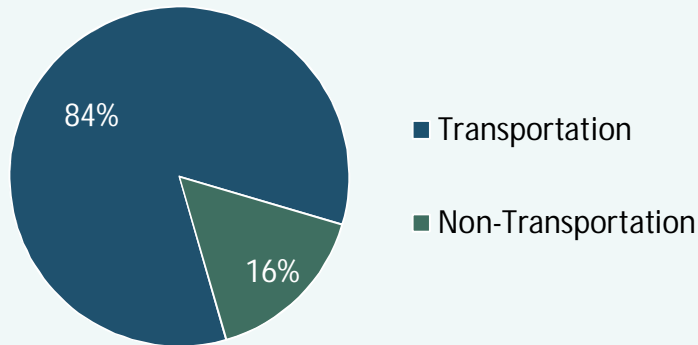


\*Reconciliations of non-GAAP financial measures can be found at the end of the presentation

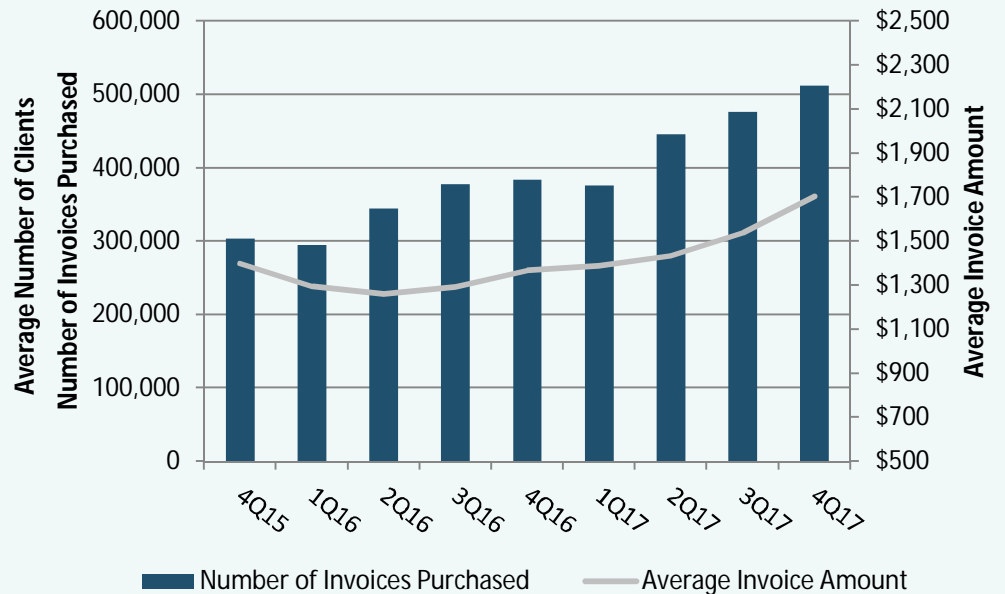
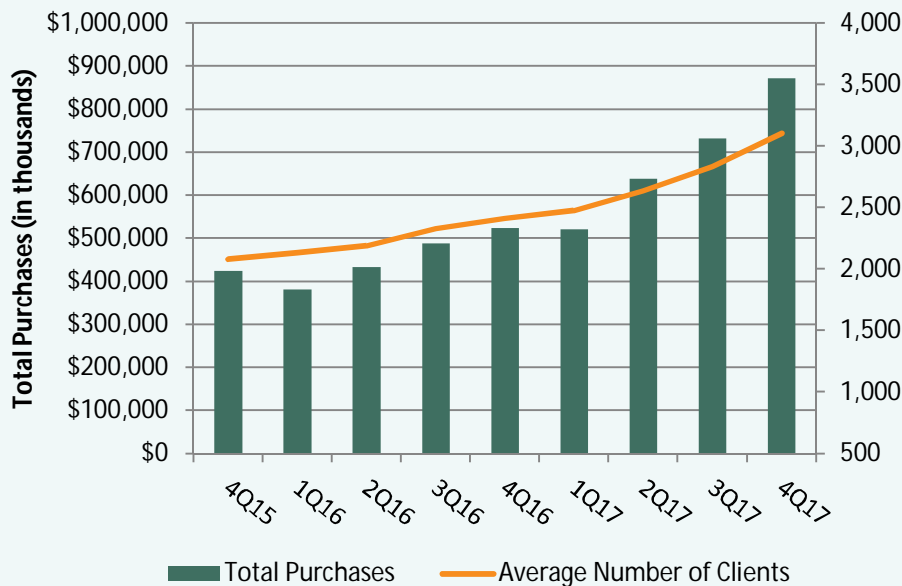
\*\*SNL U.S. Bank \$1-\$5B: Includes all Major Exchange (NYSE, NYSE MKT, NASDAQ) Banks in SNL's coverage universe with \$1B to \$5B in Assets. Q4 2017 SNL data not available

# TRIUMPH BUSINESS CAPITAL FACTORING

## Client Portfolio Mix

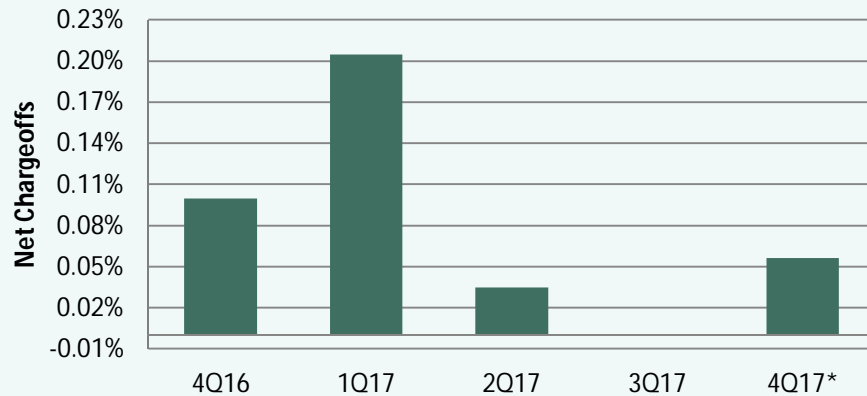


- Yield of 16.91% in the fourth quarter
- Average annual charge-off rate of 0.41% over the past 3 years
- 3,158 factoring clients at December 31, 2017

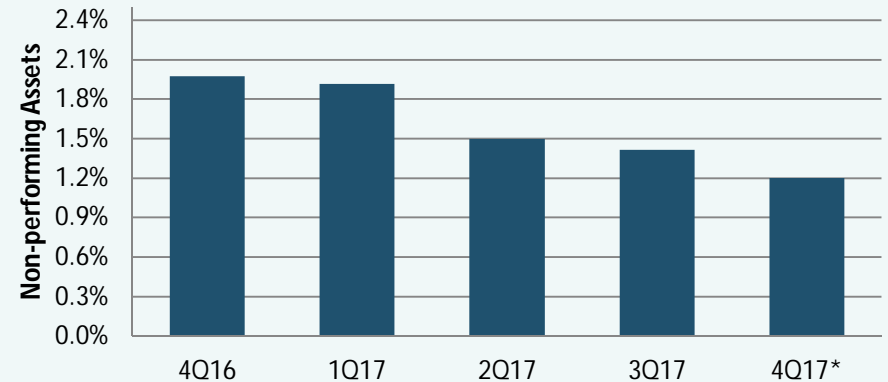


# ASSET QUALITY

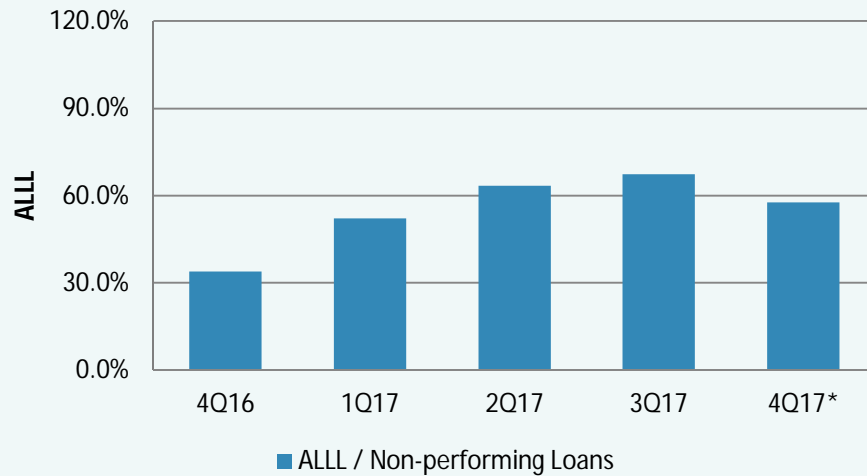
## NCOs / Average Loans



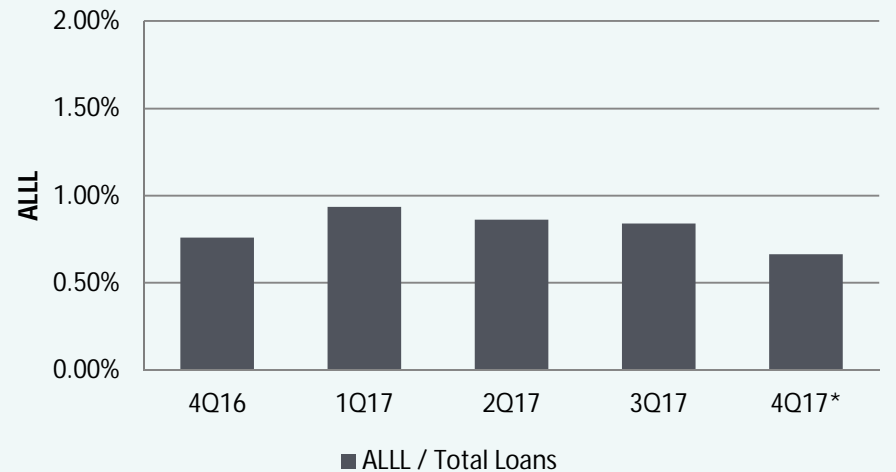
## NPAs / Total Assets



## ALLL / Non-performing Loans



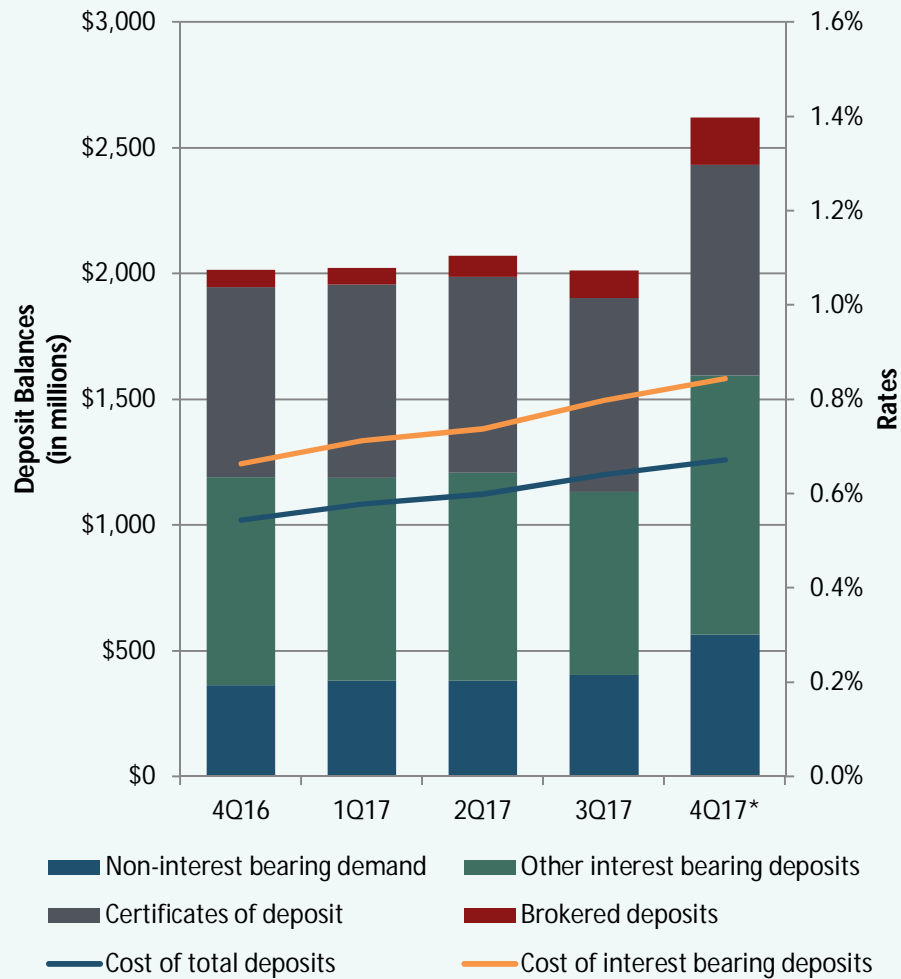
## ALLL / Total Loans



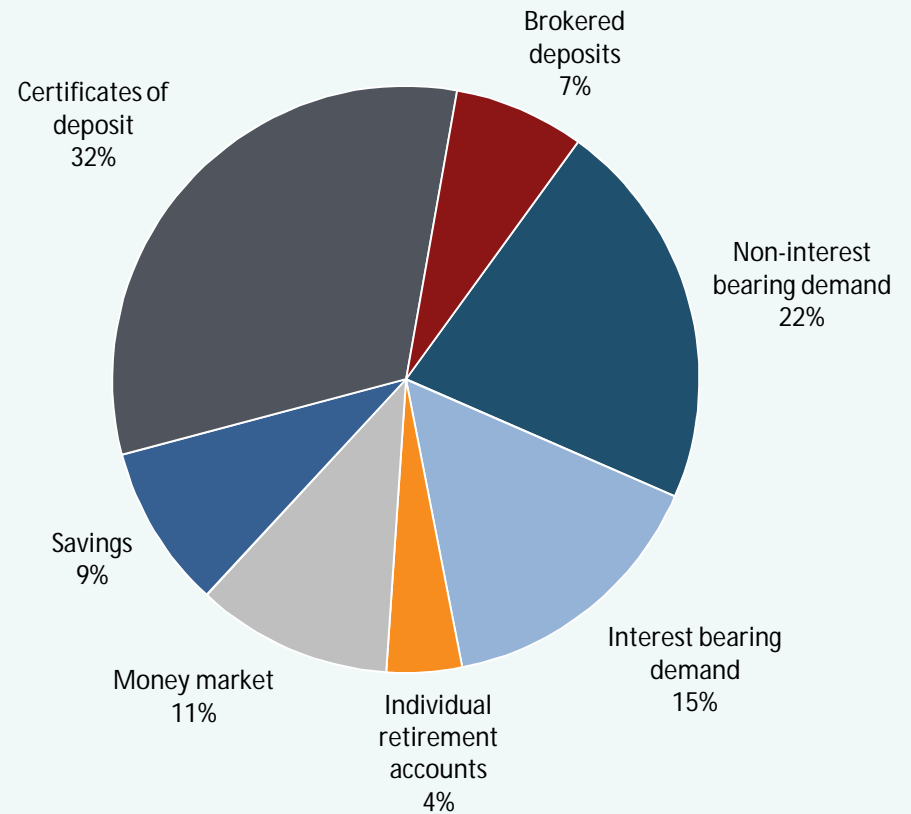
\*Loans with a fair value of \$95.8 million and original purchase discount of \$3.4 million were acquired in the Independent Bank Group, Inc. branch acquisition, and loans with a fair value of \$171.2 million and original purchase discount of \$6.6 million were acquired in the Valley Bancorp, Inc. acquisition.

# DEPOSIT MIX AND GROWTH

## Deposit Growth



## Deposit Mix December 31, 2017



\*Deposits totaling \$160.7 million were assumed in the Independent Bank Group, Inc. branch acquisition, and deposits totaling \$293.4 million were assumed in the Valley Bancorp, Inc. acquisition.

# FINANCIAL HIGHLIGHTS

Key Metrics	As of and For the Three Months Ended				
	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016
<b>Performance ratios - annualized</b>					
Return on average assets	0.79%	1.36%	1.42%	1.62%	0.96%
Return on average tangible common equity (ROATCE) <sup>(1)</sup>	7.33%	12.28%	14.94%	17.49%	10.32%
Yield on loans	7.73%	7.44%	7.79%	7.15%	7.36%
Cost of total deposits	0.67%	0.64%	0.60%	0.58%	0.54%
Net interest margin	6.16%	5.90%	6.16%	5.37%	5.60%
Net non-interest expense to average assets	3.65%	3.35%	3.26%	1.17%	3.16%
Adjusted net non-interest expense to average assets <sup>(1)(2)</sup>	3.43%	3.35%	3.26%	3.60%	3.16%
Efficiency ratio	66.74%	64.61%	62.44%	58.94%	67.70%
Adjusted efficiency ratio <sup>(1)(2)</sup>	63.35%	64.61%	62.44%	77.65%	67.70%
<b>Asset Quality<sup>(3)</sup></b>					
Non-performing assets to total assets	1.21%	1.42%	1.50%	1.92%	1.98%
ALLL to total loans	0.67%	0.84%	0.86%	0.94%	0.76%
Net charge-offs to average loans	0.06%	0.00%	0.03%	0.20%	0.10%
<b>Capital<sup>(4)</sup></b>					
Tier 1 capital to average assets	11.80%	13.50%	11.28%	11.32%	10.85%
Tier 1 capital to risk-weighted assets	11.39%	13.45%	11.30%	12.05%	11.85%
Common equity tier 1 capital to risk-weighted assets	9.92%	11.95%	9.73%	10.32%	10.18%
Total capital to risk-weighted assets	13.50%	15.91%	13.87%	14.87%	14.60%
<b>Per Share Amounts</b>					
Book value per share	\$ 18.35	\$ 18.08	\$ 16.59	\$ 16.08	\$ 15.47
Tangible book value per share <sup>(1)</sup>	\$ 15.29	\$ 16.04	\$ 14.20	\$ 13.63	\$ 12.89
Basic earnings per common share	\$ 0.29	\$ 0.48	\$ 0.53	\$ 0.57	\$ 0.34
Diluted earnings per common share	\$ 0.29	\$ 0.47	\$ 0.51	\$ 0.55	\$ 0.33
Adjusted diluted earnings per common share <sup>(1)(2)</sup>	\$ 0.34	\$ 0.47	\$ 0.51	\$ 0.02	\$ 0.33

(1) Reconciliations of non-GAAP financial measures can be found at the end of the presentation

(2) Metric adjusted to exclude material gains and expenses related to merger and acquisition-related activities, net of tax where applicable

(3) Asset quality ratios exclude loans held for sale

(4) Current quarter ratios are preliminary

# NON-GAAP FINANCIAL RECONCILIATION

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

## Metrics and non-GAAP financial reconciliation

	As of and for the Three Months Ended				
	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016
<i>(Dollars in thousands, except per share amounts)</i>					
Net income available to common stockholders	\$ 6,111	\$ 9,587	\$ 9,467	\$ 10,281	\$ 6,064
Gain on sale of subsidiary	—	—	—	(20,860)	—
Incremental bonus related to transaction	—	—	—	4,814	—
Transaction related costs	1,688	—	—	325	—
Tax effect of adjustments	(601)	—	—	5,754	—
Adjusted net income available to common stockholders	\$ 7,198	\$ 9,587	\$ 9,467	\$ 314	\$ 6,064
Dilutive effect of convertible preferred stock	194	195	193	—	197
Adjusted net income available to common stockholders - diluted	\$ 7,392	\$ 9,782	\$ 9,660	\$ 314	\$ 6,261
Weighted average shares outstanding - diluted	21,518,469	20,645,469	18,893,158	18,912,358	18,764,541
Adjusted effects of assumed Preferred Stock conversion	—	—	—	(676,351)	—
Adjusted weighted average shares outstanding - diluted	21,518,469	20,645,469	18,893,158	18,236,007	18,764,541
Adjusted diluted earnings per common share	\$ 0.34	\$ 0.47	\$ 0.51	\$ 0.02	\$ 0.33
Net income available to common stockholders	\$ 6,111	\$ 9,587	\$ 9,467	\$ 10,281	\$ 6,064
Average tangible common equity	330,819	309,624	254,088	238,405	233,733
Return on average tangible common equity	7.33%	12.28%	14.94%	17.49%	10.32%



# NON-GAAP FINANCIAL RECONCILIATION

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

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

	As of and for the Three Months Ended				
	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016
Adjusted efficiency ratio:					
Net interest income	\$ 45,796	\$ 39,512	\$ 38,557	\$ 31,819	\$ 33,544
Non-interest income	3,998	4,171	5,202	27,285	6,208
Operating revenue	49,794	43,683	43,759	59,104	39,752
Gain on sale of subsidiary	—	—	—	(20,860)	—
Adjusted operating revenue	\$ 49,794	\$ 43,683	\$ 43,759	\$ 38,244	\$ 39,752
Non-interest expenses	\$ 33,231	\$ 28,225	\$ 27,321	\$ 34,837	\$ 26,911
Incremental bonus related to transaction	—	—	—	(4,814)	—
Transaction related costs	(1,688)	—	—	(325)	—
Adjusted non-interest expenses	\$ 31,543	\$ 28,225	\$ 27,321	\$ 29,698	\$ 26,911
Adjusted efficiency ratio	63.35%	64.61%	62.44%	77.65%	67.70%
Adjusted net non-interest expense to average assets ratio:					
Non-interest expenses	\$ 33,231	\$ 28,225	\$ 27,321	\$ 34,837	\$ 26,911
Incremental bonus related to transaction	—	—	—	(4,814)	—
Transaction related costs	(1,688)	—	—	(325)	—
Adjusted non-interest expenses	\$ 31,543	\$ 28,225	\$ 27,321	\$ 29,698	\$ 26,911
Total non-interest income	\$ 3,998	\$ 4,171	\$ 5,202	\$ 27,285	\$ 6,208
Gain on sale of subsidiary	—	—	—	(20,860)	—
Adjusted non-interest income	\$ 3,998	\$ 4,171	\$ 5,202	\$ 6,425	\$ 6,208
Adjusted net non-interest expenses	\$ 27,545	\$ 24,054	\$ 22,119	\$ 23,273	\$ 20,703
Average total assets	3,181,697	2,849,170	2,723,303	2,619,282	2,603,226
Adjusted net non-interest expense to average assets ratio	3.43%	3.35%	3.26%	3.60%	3.16%

# NON-GAAP FINANCIAL RECONCILIATION

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

	As of and for the Three Months Ended				
	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016
<i>(Dollars in thousands, except per share amounts)</i>					
Reported yield on loans	7.73%	7.44%	7.79%	7.15%	7.36%
Effect of accretion income on acquired loans	(0.26%)	(0.24%)	(0.54%)	(0.22%)	(0.54%)
Adjusted yield on loans	7.47%	7.20%	7.25%	6.93%	6.82%
Reported net interest margin	6.16%	5.90%	6.16%	5.37%	5.60%
Effect of accretion income on acquired loans	(0.23%)	(0.21%)	(0.46%)	(0.18%)	(0.45%)
Adjusted net interest margin	5.93%	5.69%	5.70%	5.19%	5.15%
Total stockholders' equity	\$ 391,698	\$ 386,097	\$ 310,467	\$ 300,425	\$ 289,345
Preferred stock liquidation preference	(9,658)	(9,658)	(9,658)	(9,746)	(9,746)
Total common stockholders' equity	382,040	376,439	300,809	290,679	279,599
Goodwill and other intangibles	(63,778)	(42,452)	(43,321)	(44,233)	(46,531)
Tangible common stockholders' equity	\$ 318,262	\$ 333,987	\$ 257,488	\$ 246,446	\$ 233,068
Common shares outstanding at end of period	20,820,445	20,820,900	18,132,585	18,078,769	18,078,247
Tangible book value per share	\$ 15.29	\$ 16.04	\$ 14.20	\$ 13.63	\$ 12.89
Total assets at end of period	\$ 3,499,033	\$ 2,906,161	\$ 2,836,684	\$ 2,635,358	\$ 2,641,067
Goodwill and other intangibles	(63,778)	(42,452)	(43,321)	(44,233)	(46,531)
Adjusted total assets at period end	\$ 3,435,255	\$ 2,863,709	\$ 2,793,363	\$ 2,591,125	\$ 2,594,536
Tangible common stockholders' equity ratio	9.26%	11.66%	9.22%	9.51%	8.98%

# NON-GAAP FINANCIAL RECONCILIATION

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

<i>(Dollars in thousands, except per share amounts)</i>	For the Three Months Ended December 31, 2017		<i>(Dollars in thousands, except per share amounts)</i>	For the Three Months Ended December 31, 2017	
	GAAP	Core		GAAP	Core
Net Interest Income to Average Total Assets:			Credit Costs to Average Total Assets:		
Net Interest Income	\$ 45,796	\$ 45,796	Provision for Loan Losses	\$ 1,931	\$ 1,931
Average Total Assets	3,181,697	3,181,697	Average Total Assets	3,181,697	3,181,697
Net Interest Income to Average Assets	<u>5.72%</u>	<u>5.72%</u>	Credit Costs to Average Assets	<u>0.24%</u>	<u>0.24%</u>
Net Noninterest Expense to Average Total Assets:			Taxes to Average Total Assets:		
Total Noninterest Expense	\$ 33,231	\$ 33,231	Income Tax Expense	\$ 8,327	\$ 8,327
Incremental bonus related to transaction	—	—	Tax effect of adjustments	—	(601)
Transaction related costs	—	(1,688)	Adjusted Tax Expense	8,327	8,928
Adjusted Noninterest Expense	33,231	31,543	Average Total Assets	3,181,697	3,181,697
Total Noninterest Income	3,998	3,998	Taxes to Average Assets	<u>1.04%</u>	<u>1.11%</u>
Gain on sale of subsidiary	—	—	Return on Average Total Assets:		
Adjusted Noninterest Income	3,998	3,998	Net Interest Income to Average Assets	5.72%	5.72%
Net Noninterest Expense	\$ 29,233	\$ 27,545	Net Noninterest Expense to Average Assets Ratio	(3.65%)	(3.43%)
Average Total Assets	3,181,697	3,181,697	Pre-Provision Net Revenue to Average Assets	2.07%	2.29%
Net Noninterest Expense to Average Assets Ratio	<u>3.65%</u>	<u>3.43%</u>	Credit Costs to Average Assets	(0.24%)	(0.24%)
Assets:			Taxes to Average Assets	(1.04%)	(1.11%)
Net Interest Income	\$ 45,796	\$ 45,796	Return on Average Assets	<u>0.79%</u>	<u>0.94%</u>
Net Noninterest Expense	(29,233)	(27,545)			
Pre-Provision Net Revenue	\$ 16,563	\$ 18,251			
Average Total Assets	3,181,697	3,181,697			
Pre-Provision Net Revenue to Average Assets	<u>2.07%</u>	<u>2.29%</u>			