## INVESTAR

NASDAQ: ISTR

Q3 2023 Investor Presentation

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that reflect Investar's current views with respect to, among other things, future events and financial performance. Investar generally identifies forward-looking statements by terminology such as "outlook," "believes," "expects," "potential," "continues," "may," "will," "could," "should," "seeks," "approximately," "predicts," "intends," "plans," "estimates," "anticipates," or the negative version of those words or other comparable words.

Any forward-looking statements contained in this presentation are based on the historical performance of Investar and its subsidiaries or on Investar's current plans, estimates and expectations. The inclusion of this forwardlooking information should not be regarded as a representation by Investar that the future plans, estimates or expectations by Investar will be achieved. Such forward-looking statements are subject to various risks and uncertainties and assumptions relating to Investar's operations, financial results, financial condition, business prospects, growth strategy and liquidity. If one or more of these or other risks or uncertainties materialize, or if Investar's underlying assumptions prove to be incorrect, Investar's actual results may vary materially from those indicated in these statements. Investar does not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

A number of important factors could cause actual results to differ materially from those indicated by the forward-looking statements. These factors include, but are not limited to, the following, any one or more of which could materially affect the outcome of future events: (1) the significant risks and uncertainties for our business, results of operations and financial condition, as well as our regulatory capital and liquidity ratios and other regulatory requirements caused by business and economic conditions generally and in the financial services industry in particular, whether nationally, regionally or in the markets in which we operate, including risks and uncertainties caused by disruptions in the banking industry earlier this year, potential continued higher inflation and interest rates, supply and labor constraints, the wars in Ukraine and Israel and the ongoing COVID-19 pandemic; (2) our ability to achieve organic loan and deposit growth, and the composition of that growth; (3) changes (or the lack of changes) in interest rates, yield curves and interest rate spread relationships that affect our loan and deposit pricing, including potential continued increases in interest rates in 2023; (4) our ability to identify and enter into agreements to combine with attractive acquisition candidates, finance acquisitions, complete acquisitions after definitive agreements are entered into, and successfully integrate and grow acquired operations; (5) our adoption on January 1, 2023 of ASU 2016-13, and inaccuracy of the assumptions and estimates we make in establishing reserves for credit losses and other estimates; (6) changes in the quality or composition of our loan or investment portfolios, including adverse developments in borrower industries or in the repayment ability of individual borrowers; (7) a reduction in liquidity, including as a result of a reduction in the amount of deposits we hold or other sources of liquidity, which may continue to be adversely impacted by the disruptions in the banking industry earlier this year causing bank depositors to move uninsured deposits to other banks or alternative investments outside the banking industry; (8) changes in the quality and composition of, and changes in unrealized losses in, our investment portfolio, including whether we may have to sell securities before their recovery of amortized cost basis and realize losses; (9) the extent of continuing client demand for the high level of personalized service that is a key element of our banking approach as well as our ability to execute our strategy generally; (10) our dependence on our management team, and our ability to attract and retain qualified personnel; (11) the concentration of our business within our geographic areas of operation in Louisiana, Texas and Alabama; (12) concentration of credit exposure; (13) any deterioration in asset quality and higher loan charge-offs, and the time and effort necessary to resolve problem assets; (14) fluctuations in the price of oil and natural gas; (15) data processing system failures and errors; (16) cyberattacks and other security breaches; and (17) hurricanes, tropical storms, tropical depressions, floods, winter storms, droughts and other adverse weather events, all of which have affected Investar's market areas from time to time; other natural disasters; oil spills and other man-made disasters; acts of terrorism, an outbreak or intensifying of hostilities including the wars in Ukraine and Israel or other international or domestic calamities, acts of God and other matters beyond our control.

These factors should not be construed as exhaustive. Additional information on these and other risk factors can be found in Part I Item 1A. "Risk Factors" and in the "Special Note Regarding Forward-Looking Statements" in Part II Item 7. "Management's Discussion and Analysis of Financial Condition and Results of Operations" in Investar's Annual Report on Form 10-K for the year ended December 31, 2022 filed with the Securities and Exchange Commission (the "SEC") and in Part II Item 1A. "Risk Factors" in Investar's Quarterly Reports on Form 10-Q for the quarters ended March 31, 2023 and June 30, 2023 filed with the SEC.

## Non-GAAP Financial Measures

This presentation contains financial information determined by methods other than in accordance with generally accepted accounting principles in the United States of America, or GAAP. These measures and ratios include "tangible common equity," "tangible assets," "tangible equity to tangible assets," "tangible book value per common share," "core noninterest income," "core earnings before noninterest expense," "core noninterest expense," "core earnings before income tax expense," "core income tax expense," "core earnings," "core efficiency ratio," "core return on average assets," "core basic earnings per share," and "core diluted earnings per share." Management believes these non-GAAP financial measures provide information useful to investors in understanding Investar's financial results, and Investar believes that its presentation, together with the accompanying reconciliations, provide a more complete understanding of factors and trends affecting Investar's business and allow investors to view performance in a manner similar to management, the entire financial services sector, bank stock analysts and bank regulators. These non-GAAP measures should not be considered a substitute for GAAP basis measures and results, and Investar strongly encourages investors to review its consolidated financial statements in their entirety and not to rely on any single financial measure. Because non-GAAP financial measures are not standardized, it may not be possible to compare these financial measures with other companies' non-GAAP financial measures having the same or similar names. Reconciliation of the non-GAAP financial measures disclosed in this presentation to the comparable GAAP financial measures are included in the appendix.

## Our Company

## Investar Holding Corp. is the Bank Holding Company for Investar Bank

- Headquartered in Baton Rouge, LA
- Founded in 2006
- Full service, commercially-oriented community bank


## Mission

Investar is a dynamic full service community bank focused on relationships that create value and opportunities for our customers, employees, shareholders and the community served

- 29 branches across Alabama, Louisiana and Texas
- Initial public offering and Nasdaq listing in 2014
- Completed 7 whole bank acquisitions and 1 branch transaction
- 40 consecutive quarters of dividends paid; 8 consecutive years of dividend growth


## Execution of Strategic Initiatives

## Loan Portfolio Transformation

- During the $3^{\text {rd }}$ quarter, we entered into an agreement to acquire commercial and industrial revolving lines of credit with an unpaid principal balance of $\$ 163$ million in two tranches. The purchase of the first tranche, consisting of loans with an unpaid principal balance of approximately $\$ 36$ million was completed in the third quarter. The purchase of the second tranche, consisting of loans with an unpaid principal balance of approximately $\$ 127$ million closed in the fourth quarter. The loans are variable rate and short-term in nature. The transaction is accretive to our core financial metrics, immediately increasing expected per share returns to our stockholders.
- These loans are to consumer finance lenders that possess a history of high credit quality and provide opportunities to deepen the relationships through our expansive services including treasury management. After a thorough due diligence process, we hand-selected the loans that align with our desired credit profile. Moreover, we hired two new lenders with over 50 years of combined experience within this lending segment. The borrowers primarily consist of seasoned operating companies with tenured management teams who have experience through many economic cycles.
- The purchase was funded with excess funds as well as the utilization of shorter term brokered CDs which were laddered to provide flexibility.
- Variable-rate loans as a percentage of total loans was $22 \%$ as of September 30, 2023 and increased approximately $5 \%$ upon the closing of the second tranche.
- Moreover, as part our strategy to optimize our balance sheet, we have made the decision to exit the consumer mortgage origination business as we transition into shorter duration and better risk-adjusted return asset classes. As of September 30, 2023, our consumer mortgage portfolio was approximately $\$ 264.1$ million.


## Balance Sheet Optimization

- As we look forward to the fourth quarter of 2023 and into 2024, we are beginning a pivot from a growth strategy to a focus on consistent, quality earnings. Accordingly, we intend to right-size the balance sheet.
- This transition will allow for repayment of higher cost borrowings with cash flows from loan and investment security maturities.
- Remain focused on consistently optimizing loan, deposit and other funding options.


## Execution of Strategic Initiatives (continued)

## Capital

- Remain focused on building capital levels through organic earnings coupled with strategic management of balance sheet, including disciplined pace of share repurchases.


## Funding

- Beginning in the second quarter of 2023, we began utilizing the Federal Reserve's Bank Term Funding Program ("BTFP") to secure fixed rate funding for up to a one-year term and reduce short-term Federal Home Loan Bank ("FHLB") advances, which are priced daily. The Bank utilized this source of funding due to its lower rate as compared to FHLB advances, the ability to prepay the obligations without penalty, and as a means to lock in funding. Brokered time deposits remain under $10 \%$ of total assets as of September 30, 2023.


## Expense Control and Efficiency

- Despite inflationary pressures, we reduced Q3 2023 year to date core noninterest expense by approximately $\$ 0.3$ million from $\$ 46.7$ million in 2022 to $\$ 46.4$ million in $2023 .{ }^{1}$
- Since the beginning of 2020, we have been proactive in our branch network strategy and have closed six branch locations, sold two branch locations and sold three tracts of land that were being held for future branch locations. The optimization of our branch footprint will continue to result in cost savings and allow us to focus more on our core markets.
- During the third quarter, we executed on the optimization of the branch and ATM footprint. As a result of a thorough review of our ATM footprint, we ceased operation of 14 ATMs which will result in future cost savings.


## Credit Quality and Resolution

- As of the $2^{\text {nd }}$ quarter, we have transitioned into the recovery phase of the impaired loan relationship impacted by Hurricane Ida in the 3rd quarter of 2021. We expect further progress as we transition towards a resolution of the related properties included in OREO as of September 30, 2023.
- Nonaccrual loans have declined by $\$ 27.6$ million to $\$ 5.3$ million since the 3rd quarter of 2021. Nonperforming assets to total assets was $0.36 \%$ at September 30 , 2023 compared to $0.40 \%$ at June 30, 2023. The allowance for credit losses to nonperforming loans increased to $534.08 \%$ at September 30, 2023 compared to 429.6\% at June 30, 2023.
- Over the last two years, we have increased our focus on underwriting high quality credits that are less susceptible to effects from a potential economic downturn and proactively exited credit relationships that do not fit this strategy.
INVESTAR ${ }^{\circ}{ }^{1}$ Non-GAAP financial measure; Q3 2022 year to date core noninterest expense is calculated using total noninterest expense of $\$ 47.0$ million, adjusted for $\$ 8,000$ in Non-GAAP financial measure; Q3 2022 year to date core noninterest expense is
severance and $\$ 0.2$ million in loss on early extinguishment of subordinated debt


## Financial Overview - 3rd Quarter 2023

## Highlights

- Recorded quarterly net income of $\$ 2.8$ million in the $3^{\text {rd }}$ quarter.
- Total revenues, or interest and noninterest income, for the $3^{\text {rd }}$ quarter totaled $\$ 34.8$ million, an increase of $\$ 0.3$ million, or $1.0 \%$, compared to the $2^{\text {nd }}$ quarter.
- Repurchased 52,407 shares during the 3 rd quarter. In July, the Board of Directors authorized an additional 350,000 shares for repurchase under our stock repurchase program.


## Liquidity

- Total deposits increased $\$ 28.6$ million, or $1.3 \%$, at September 30, 2023 to $\$ 2.21$ billion compared to $\$ 2.18$ billion at June 30, 2023.
- Uninsured deposits were 34\% of total deposits at September 30, 2023.
- Utilized the Federal Reserve's BTFP to secure fixed rate funding for up to a one-year term and reduced short-term FHLB advances, which are priced daily. The Bank utilized this source of funding due to its lower rate, the ability to prepay the obligations without penalty, and as a means to lock in funding.


## Loans and Credit Quality

- Total loans increased $\$ 18.2$ million, or $0.9 \%$, to $\$ 2.10$ billion at September 30, 2023 compared to $\$ 2.08$ billion at June 30, 2023.
- During the $3^{\text {rd }}$ quarter, we entered into an agreement to acquire commercial and industrial revolving lines of credit with an unpaid principal balance of $\$ 163$ million in two tranches and closed $\$ 36$ million in the $3^{\text {rd }}$ quarter.
- Nonperforming loans were $0.27 \%$ of total loans at September 30, 2023 compared $0.34 \%$ of total loans at June 30, 2023.

3rd Quarter Results
Balance Sheet (in millions)

| Assets | \$ | 2,790 |
| :---: | :---: | :---: |
| Net Loans | \$ | 2,073 |
| Deposits | \$ | 2,209 |
| Equity | \$ | 209 |
| Holding Company Capital |  |  |
| TCE/TA ${ }^{1}$ |  | 6.05\% |
| Tier 1 Leverage Capital |  | 8.53\% |
| Common Equity Tier 1 Capital |  | 9.40\% |
| Tier 1 Capital |  | 9.79\% |
| Total Capital |  | 12.87\% |
| Profitability (dollars in thousands) |  |  |
| Net Interest Margin |  | 2.66\% |
| ROAA |  | 0.40\% |
| ROAE |  | 5.01\% |
| Net Income | \$ | 2,781 |
| Pre-Tax, Pre-Provision Income ${ }^{1}$ | \$ | 3,332 |
| Per Share Information |  |  |
| Tangible Book Value ${ }^{1}$ | \$ | 17.00 |
| Earnings (Diluted) |  | 0.28 |
| Dividends |  | 0.10 |

## Leadership Team

## John J. D'Angelo, President and Chief Executive Officer

Mr. D'Angelo has been the President and Chief Executive Officer of the Company since our organization as a bank holding company in 2013. He has also served as the Bank's President and Chief Executive Officer since its organization in 2006. Prior to Investar Bank's organization, Mr. D'Angelo was manager of the private banking, small business banking, construction lending, brokerage and trust areas of Hibernia National Bank (the predecessor to Capital One Bank, N.A.) for more than six years in the East Baton Rouge Parish, Louisiana, market. From 1996 to 2005, Mr. D'Angelo was president and director of Aegis Lending Corporation, a company with lending operations in 46 states and the District of Columbia.


## Linda M. Crochet, Executive VP and Chief Operating Officer

Ms. Crochet joined the Bank in January 2019 as the Greater Baton Rouge Loan Portfolio President. In October 2021, she assumed the role of Chief Operations Officer of the Company and the Bank. Prior to joining the Bank, Ms. Crochet served as Senior Director of Credit Process and Technology within the Credit Risk Management department of Capital One Bank from 2005 to 2018. Ms. Crochet also spent 21 years at Hibernia National Bank, which was acquired by Capital One Bank in 2005, in various roles that include credit underwriting, credit policy, lending, and investor relations.

## John R. Campbell, Executive VP and Chief Financial Officer

Mr. Campbell joined the Bank in January 2023 as the Chief Financial Officer. Prior to joining the Bank, he served as the Director of Accounting and Corporate Controller for Laitram LLC, a global manufacturing company. Prior to joining Laitram LLC in 2005, Mr. Campbell served in corporate treasury, accounting and financial reporting, portfolio management, and lending roles for Hibernia National Bank for over ten years. Mr. Campbell also spent four years as an auditor with Ernst \& Young LLP serving both public and privately-held clients in a variety of industries, including financial services. He has a Bachelor of Science in Finance from Louisiana State University and is a licensed Certified Public Accountant.

## Jeffrey W. Martin, Executive VP and Chief Credit Officer

Mr. Martin joined the Bank in April 2020 as the Business Banking Director. In October 2021, he assumed the role of Chief Credit Officer. Prior to joining the Bank, he served as a Commercial Banking Executive for Regions Bank. He has over 30 years of banking experience, including senior roles in credit risk management, special assets, business development strategy and commercial banking.

## Corporate Culture

## VALUES

Integrity Neighborly
Visionary
Empowerment
Star Service
Team Focused
Accountable
Responsive


## MJSSION

INVESTAR IS
a dynamic full service community bank focused on relationships that create value and opportunities for our customers, employees, shareholders and the community served

## Creating Shareholder Value

## Tangible Book Value Per Share ${ }^{1}$



## Dividend History



## Recent GAAP Earnings Performance

Net Income ( $\$ 000$ )



Earnings Per Share (Diluted)



## Core Earnings (\$000) ${ }^{1}$



## Core ROAA (\%) ${ }^{1}$



## Core Earnings Per Share (Diluted) ${ }^{1}$



Core Efficiency Ratio (\%) ${ }^{1}$


## Returns to Shareholders

## Shares Repurchased (\%) ${ }^{1}$



- In July 2023, the Board of Directors authorized an additional 350,000 shares for repurchase under our stock repurchase program.
- Repurchased 52,407 shares during the $3^{\text {rd }}$ quarter at an average price of $\$ 12.89$ and 190,682 shares year to date at an average price of $\$ 13.98$.
- QTD and YTD purchases represent discounts to tangible book value of $24 \%$ and $18 \%$, respectively, as of September 30, 2023.


## Dollars Returned to Shareholders (\$000)



- Since the inception of the stock repurchase program in 2015, the Company has paid $\$ 47.4$ million to repurchase $2,503,968$ shares at an average price of $\$ 18.92$.
- The repurchase program is complemented by our ongoing quarterly shareholder dividend, which has increased at 34\% per annum since our initial public offering to $\$ 0.10$ per share.


## Continued Execution of Acquisition Strategy

Investar Has Completed 7 Whole Bank Acquisitions and 1 Branch Transaction

## 2011

South LA Business Bank (LA)

First Community
Bank (LA)


Citizens
Bancshares (LA)


## Investment Portfolio - 3rd Quarter Update

| Available-for-Sale <br> (Dollars in thousands) | Book Value | Gain (Loss) |  | Fair Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Governmental Securities | \$ 66,500 | \$ | (680) | \$ | 65,820 |
| State and Political Subdivisions | 19,864 |  | $(3,071)$ |  | 16,793 |
| Corporate Bonds | 33,749 |  | $(4,240)$ |  | 29,509 |
| Residential Mortgage-backed Securites | 282,660 |  | $(58,335)$ |  | 224,325 |
| Commercial Mortgage-backed Securities | 78,523 |  | $(10,485)$ |  | 68,038 |
| Total | \$ 481,296 | \$ | $(76,811)$ |  | 404,485 |



## Investment Portfolio - Principal Cash Flows

~\$101 Million Maturing by Q4 '25


## Loan Portfolio - 3 ${ }^{\text {rd }}$ Quarter Update

- Loan yield improved to $5.53 \%$ for the 3 rd quarter compared to $5.44 \%$ for the $2^{\text {nd }}$ quarter.
- Total loans increased $\$ 18.2$ million, or $0.9 \%$, to $\$ 2.10$ billion at September 30, 2023, compared to $\$ 2.08$ billion at June 30, 2023.
- During the 3rd quarter, we entered into an agreement to acquire commercial and industrial loans with an unpaid principal balance of \$163 million.
- The purchase of the first tranche of approximately $\$ 36$ million was completed in the $3^{\text {rd }}$ quarter.
- The purchase of the second tranche of approximately $\$ 127$ million was completed in the $4^{\text {th }}$ quarter.

Increase in the business lending portfolio compared to June 30, 2023 is primarily driven by the purchase of commercial and industrial revolving lines of credit.


| (Dollars in thousands) | Loan Portfolio Detail - Quarterly Lookback |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/30/2021 |  | 3/31/2022 |  | 6/30/2022 |  | 9/30/2022 |  | 12/31/2022 |  | 3/31/2023 |  | 6/30/2023 |  | 9/30/2023 |  |
| Construction \& Development | \$ | 203,204 | \$ | 201,221 | \$ | 214,543 | \$ | 220,609 | \$ | 201,633 | \$ | 210,274 | \$ | 197,850 | \$ | 211,390 |
| 1-4 Family Residential |  | 364,307 |  | 367,520 |  | 380,028 |  | 391,857 |  | 401,377 |  | 401,329 |  | 414,380 |  | 415,162 |
| Multifamily |  | 59,570 |  | 52,500 |  | 56,491 |  | 57,306 |  | 81,812 |  | 80,980 |  | 80,424 |  | 102,974 |
| Farmland |  | 20,128 |  | 18,296 |  | 15,676 |  | 14,202 |  | 12,877 |  | 10,731 |  | 8,434 |  | 8,259 |
| Owner-Occupied Commercial Real Estate |  | 460,205 |  | 436,763 |  | 440,714 |  | 445,671 |  | 445,148 |  | 433,585 |  | 441,393 |  | 440,208 |
| Nonowner-Occupied Commercial Real Estate |  | 436,172 |  | 471,447 |  | 451,108 |  | 464,520 |  | 513,095 |  | 533,572 |  | 530,820 |  | 501,649 |
| Commercial \& Industrial |  | 310,831 |  | 314,093 |  | 343,355 |  | 397,759 |  | 435,093 |  | 425,093 |  | 399,488 |  | 411,290 |
| Consumer |  | 17,595 |  | 15,603 |  | 14,480 |  | 13,753 |  | 13,732 |  | 13,480 |  | 12,074 |  | 12,090 |
| Total Loans | \$ | 1,872,012 | \$ | 1,877,444 | \$ | 1,916,395 | \$ | 2,005,677 | \$ | 2,104,767 | \$ | 2,109,044 | \$ | 2,084,863 | \$ | 2,103,022 |

INVESTAR

## CRE Portfolio Overview



| Portfolio Characteristics <br> September 30, 2023 |  |
| :--- | ---: |
| \% of Total Portfolio | $50.1 \%$ |
| Owner-Occupied as \% of CRE Portfolio | $41.8 \%$ |
| Nonowner-Occupied Office as a \% of Total Portfolio | $5.0 \%$ |
| Average Loan Size | $\$ 901 \mathrm{~K}$ |

## C\&I Portfolio Overview




|  | Portfolio Characteristics <br> September 30, 2023 |
| :---: | :---: |
| \% of Total Portfolio |  |
| Average Loan Size |  |

## Consumer Portfolio Overview



|  | Portfolio Characteristics <br> September 30, 2023 |
| :--- | :--- |

## Allowance for Credit Losses

## Allowance for Credit Losses / Total Loans (\%)



## Asset Quality Trends

Nonperforming Assets (\$000s)

## NPAs / Assets (\%)



Net Charge-offs / Avg. Loans (\%)



## Deposit Mix at September 30, 2023

- Total deposits increased $\$ 28.6$ million, or $1.3 \%$, to $\$ 2.21$ billion at September 30, 2023, compared to $\$ 2.18$ billion at June 30, 2023.
- Uninsured deposits were 34\% of total deposits at September 30, 2023.
- Beginning in the fourth quarter of 2022, management utilized brokered time deposits, entirely in denominations of less than $\$ 250,000$, to secure fixed cost funding and reduce shortterm borrowings. The remaining weighted average duration of brokered time deposits is approximately 13 months with a weighted average rate of $5.02 \%$.


| (Dollars in thousands) | Deposit Composition - Quarterly Lookback |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/2021 |  | 12/31/2021 |  | 3/31/2022 |  | 6/30/2022 |  | 9/30/2022 |  | 12/31/2022 |  | 3/31/2023 |  | 6/30/2023 |  | 9/30/2023 |  |
| Noninterest-bearing Demand | \$ | 597,452 | \$ | 585,465 | \$ | 614,416 | \$ | 615,779 | \$ | 590,610 | \$ | 580,741 | \$ | 508,241 | \$ | 488,311 | \$ | 459,519 |
| Interest-bearing Demand |  | 658,743 |  | 650,868 |  | 710,914 |  | 647,277 |  | 624,025 |  | 565,598 |  | 538,515 |  | 514,501 |  | 482,706 |
| Brokered Demand |  | 125,016 |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| Money Market |  | 264,846 |  | 255,501 |  | 276,112 |  | 243,795 |  | 251,213 |  | 208,596 |  | 180,402 |  | 158,984 |  | 186,478 |
| Savings |  | 174,953 |  | 180,837 |  | 182,532 |  | 176,760 |  | 167,131 |  | 155,176 |  | 137,336 |  | 125,442 |  | 131,743 |
| Brokered Time |  | - |  | - |  | - |  | - |  | - |  | 9,990 |  | 146,270 |  | 153,365 |  | 197,747 |
| Time |  | 482,631 |  | 447,595 |  | 402,030 |  | 379,059 |  | 419,704 |  | 562,264 |  | 634,883 |  | 740,250 |  | 751,240 |
| Total Deposits | \$ | 2,303,641 | \$ | 2,120,266 | \$ | 2,186,004 | \$ | 2,062,670 | \$ | 2,052,683 | \$ | 2,082,365 | \$ | 2,145,647 | \$ | 2,180,853 | \$ | 2,209,433 |


| Total Deposit Interest Rate ${ }^{1}$ | $0.32 \%$ | $0.22 \%$ | $0.18 \%$ | $0.17 \%$ | $0.25 \%$ | $0.58 \%$ | $1.20 \%$ | $1.78 \%$ | $2.14 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Non-Interest Expense



## Financial Profile

| (Dollars in thousands, except per share data) | As of December 31, |  |  |  |  | For the Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 | 2019 | 2020 | 2021 | 2022 | 12/31/2022 | 3/31/2023 | 6/30/2023 | 9/30/2023 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |
| Total Assets | \$ 1,786,469 | \$2,148,916 | \$ 2,321,181 | \$2,513,203 | \$ 2,753,807 | \$2,753,807 | \$ 2,751,669 | \$ 2,753,674 | \$ 2,789,533 |
| Total Loans | \$1,400,825 | \$1,691,975 | \$ 1,860,318 | \$1,872,012 | \$2,104,767 | \$2,104,767 | \$2,109,044 | \$2,084,863 | \$ 2,103,022 |
| Total Deposits | \$1,361,731 | \$1,707,706 | \$ 1,887,824 | \$2,120,266 | \$2,082,365 | \$2,082,365 | \$2,145,647 | \$2,180,853 | \$ 2,209,433 |
| Loans/Deposits | 102.87\% | 99.08\% | 98.54\% | 88.29\% | 101.08\% | 101.08\% | 98.29\% | 95.60\% | 95.18\% |
| Capital |  |  |  |  |  |  |  |  |  |
| TCA/TA ${ }^{1}$ | 9.20\% | 9.96\% | 9.22\% | 8.04\% | 6.37\% | 6.37\% | 6.48\% | 6.48\% | 6.05\% |
| Total Capital | 13.46\% | 15.02\% | 14.71\% | 12.99\% | 13.25\% | 13.25\% | 13.24\% | 13.49\% | 12.87\% |
| Tier 1 Capital | 11.59\% | 12.03\% | 11.36\% | 9.90\% | 10.21\% | 10.21\% | 10.06\% | 10.28\% | 9.79\% |
| Tier 1 Leverage Capital | 9.81\% | 10.45\% | 9.49\% | 8.12\% | 8.53\% | 8.53\% | 8.30\% | 8.45\% | 8.53\% |
| Profitability Measures |  |  |  |  |  |  |  |  |  |
| Net Interest Margin | 3.61\% | 3.51\% | 3.49\% | 3.53\% | 3.67\% | 3.50\% | 3.13\% | 2.82\% | 2.66\% |
| Non Interest Income / Average Assets | 0.26\% | 0.31\% | 0.53\% | 0.47\% | 0.70\% | 0.51\% | 0.16\% | 0.30\% | 0.24\% |
| Non Interest Expense / Average Assets | 2.48\% | 2.44\% | 2.51\% | 2.45\% | 2.34\% | 2.06\% | 2.40\% | 2.22\% | 2.29\% |
| Efficiency Ratio | 67.89\% | 67.81\% | 66.72\% | 65.79\% | 56.29\% | 53.59\% | 76.12\% | 74.50\% | 82.56\% |
| ROAA | 0.81\% | 0.85\% | 0.61\% | 0.31\% | 1.37\% | 1.32\% | 0.57\% | 0.96\% | 0.40\% |
| ROAE | 7.68\% | 8.21\% | 5.77\% | 3.22\% | 15.63\% | 16.69\% | 7.04\% | 11.85\% | 5.01\% |
| Diluted Earnings Per Share | \$ 1.39 | \$ 1.66 | \$ 1.27 | \$ 0.76 | \$ 3.50 | \$ 0.88 | \$ 0.38 | \$ 0.67 | \$ 0.28 |
| Net Income | \$ 13,606 | \$ 16,839 | \$ 13,889 | \$ 8,000 | \$ 35,709 | \$ 8,898 | \$ 3,812 | \$ 6,547 | \$ 2,781 |
| Asset Quality |  |  |  |  |  |  |  |  |  |
| NPAs / Assets | 0.54\% | 0.30\% | 0.62\% | 1.28\% | 0.44\% | 0.44\% | 0.23\% | 0.40\% | 0.36\% |
| NCOs / Avg Loans | 0.08\% | 0.04\% | 0.08\% | 1.18\% | -0.03\% | 0.00\% | 0.01\% | -0.11\% | -0.01\% |

## APPENDIX

## Non-GAAP Reconciliation

| (Dollars in thousands, except per share data) | As of December 31, |  |  |  |  |  |  |  |  |  | For the Three Months Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | 2019 |  | 2020 |  | 2021 |  | 2022 |  | 12/31/2022 |  | 3/31/2023 |  | 6/30/2023 |  | 9/30/2023 |  |
| Tangible common equity: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total stockholders' equity | \$ | 182,262 | \$ | 241,976 | \$ | 243,284 | \$ | 242,598 | \$ | 215,782 | \$ | 215,782 | \$ | 218,458 | \$ | 218,357 |  | 208,717 |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Goodwill |  | $(17,424)$ |  | $(26,132)$ |  | $(28,144)$ |  | $(40,088)$ |  | $(40,088)$ |  | $(40,088)$ |  | $(40,088)$ |  | $(40,088)$ |  | $(40,088)$ |
| Other intangibles |  | $(2,363)$ |  | $(4,903)$ |  | $(4,088)$ |  | $(3,948)$ |  | $(3,059)$ |  | $(3,059)$ |  | $(2,776)$ |  | $(2,589)$ |  | $(2,408)$ |
| Tangible common equity | \$ | 162,475 | \$ | 210,941 | \$ | 211,052 | \$ | 198,562 | \$ | 172,635 | \$ | 172,635 | \$ | 175,594 | \$ | 175,680 |  | 166,221 |
| AOCI |  | $(3,076)$ |  | 1,891 |  | 1,805 |  | 1,163 |  | $(48,913)$ |  | $(48,913)$ |  | $(44,250)$ |  | $(49,165)$ |  | $(60,452)$ |
| Tangible common equity excluding AOCl | \$ | 165,551 | \$ | 209,050 | \$ | 209,247 | \$ | 197,399 | \$ | 221,548 | \$ | 221,548 | \$ | 219,844 | \$ | 224,845 |  | 226,673 |
| Common shares outstanding |  | 9,484,219 |  | 1,228,775 |  | 0,608,829 |  | 0,343,494 |  | 9,901,847 |  | 9,901,847 |  | 9,900,648 |  | 9,831,145 |  | 9,779,688 |
| Book value per common share | \$ | 19.22 | \$ | 21.55 | \$ | 22.93 | \$ | 23.45 | \$ | 21.79 | \$ | 21.79 | \$ | 22.06 | \$ | 22.21 | \$ | 21.34 |
| Tangible book value per common share | \$ | 17.13 | \$ | 18.79 | \$ | 19.89 | \$ | 19.20 | \$ | 17.43 | \$ | 17.43 | \$ | 17.74 | \$ | 17.87 | \$ | 17.00 |
| Tangible book value per common share excluding AOCl | \$ | 17.46 | \$ | 18.62 | \$ | 19.72 | \$ | 19.08 | \$ | 22.37 | \$ | 22.37 | \$ | 22.21 | \$ | 22.87 | \$ | 23.18 |


| Tangible assets: |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total assets | \$ 1,786,469 | \$ 2,148,916 | \$ 2,321,181 | \$ 2,513,203 | \$ 2,753,807 | \$ 2,753,807 | \$ 2,751,669 | \$ 2,753,674 | \$ 2,789,533 |
| Adjustments: |  |  |  |  |  |  |  |  |  |
| Goodwill | $(17,424)$ | $(26,132)$ | $(28,144)$ | $(40,088)$ | $(40,088)$ | $(40,088)$ | $(40,088)$ | $(40,088)$ | $(40,088)$ |
| Other intangibles | $(2,363)$ | $(4,903)$ | $(4,088)$ | $(3,948)$ | $(3,059)$ | $(3,059)$ | $(2,776)$ | $(2,589)$ | $(2,408)$ |
| Tangible assets | \$ 1,766,682 | \$ 2,117,881 | \$ 2,288,949 | \$ 2,469,167 | \$ 2,710,660 | \$ 2,710,660 | \$ 2,708,805 | \$ 2,710,997 | \$ 2,747,037 |
| Total stockholders' equity to total assets ratio | 10.20\% | 11.26\% | 10.48\% | 9.65\% | 7.84\% | 7.84\% | 7.94\% | 7.93\% | 7.48\% |
| Tangible common equity to tangible assets ratio | 9.20\% | 9.96\% | 9.22\% | 8.04\% | 6.37\% | 6.37\% | 6.48\% | 6.48\% | 6.05\% |

## Non-GAAP Reconciliation (continued)

| (Dollars in thousands) | For the Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3/31/2022 |  | 6/30/2022 |  | 9/30/2022 |  | 12/31/2022 |  | 3/31/2023 |  | 6/30/2023 |  | 9/30/2023 |  |
| Net Income | \$ | 10,103 | \$ | 9,404 | \$ | 7,304 | \$ | 8,898 | \$ | 3,812 | \$ | 6,547 | \$ | 2,781 |
| Plus: Provision for Credit Losses |  | (449) |  | 941 |  | 1,162 |  | 1,268 |  | 388 |  | $(2,840)$ |  | (34) |
| Plus: Income Tax Expense |  | 2,600 |  | 2,459 |  | 1,699 |  | 1,881 |  | 874 |  | 1,509 |  | 585 |
| Pre-Tax, Pre-Provision Net Income | \$ | 12,254 | \$ | 12,804 | \$ | 10,165 | \$ | 12,047 | \$ | 5,074 | \$ | 5,216 | \$ | 3,332 |

## Non-GAAP Reconciliation (continued)

| [Dollars in thousands) | For the Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/2021 |  | 12/31/2021 |  | 3/31/2022 |  | 6/30/2022 |  | 9/30/2022 |  | 12/31/2022 |  | 3/31/2023 |  | 6/30/2023 |  | 9/30/2023 |  |
| Interest on Deposits | \$ | 1,854 | \$ | 1,217 | \$ | 976 | \$ | 907 | \$ | 1,315 | \$ | 3,052 | \$ | 6,221 | \$ | 9,534 | \$ | 11,733 |
| Average Interest-Bearing Deposits |  | 1,691,318 |  | 1,597,556 |  | 1,576,643 |  | 1,498,354 |  | 1,456,826 |  | 1,482,268 |  | 1,557,665 |  | 1,655,506 |  | 1,707,848 |
| Average Noninterest-Bearing Deposits |  | 581,397 |  | 603,162 |  | 586,556 |  | 611,618 |  | 612,777 |  | 590,020 |  | 550,503 |  | 490,123 |  | 462,525 |
| Average Total Deposits |  | 2,272,715 |  | 2,200,718 |  | 2,163,199 |  | 2,109,972 |  | 2,069,603 |  | 2,072,288 |  | 2,108,168 |  | 2,145,629 |  | 2,170,373 |
| Total Deposit Interest Rate |  | 0.32\% |  | 0.22\% |  | 0.18\% |  | 0.17\% |  | 0.25\% |  | 0.58\% |  | 1.20\% |  | 1.78\% |  | 2.14\% |

## Non-GAAP Reconciliation (continued)

| (Dollars in thousands) | For the Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9/30/2022 |  | 12/31/2022 |  | 3/31/2023 |  | 6/30/2023 |  | 9/30/2023 |  |
| Netinterest income | \$ | 23,467 | \$ | 22,519 | \$ | 20,173 | \$ | 18,387 | \$ | 17,469 |
| Provision for creditlosses |  | 1,162 |  | 1,268 |  | 388 |  | $(2,840)$ |  | (34) |
| Net interest income after provision for credit losses | \$ | 22,305 | \$ | 21,251 | \$ | 19,785 | \$ | 21,227 | \$ | 17,503 |
| Noninterest income |  | 2,665 |  | 3,441 |  | 1,076 |  | 2,070 |  | 1,637 |
| Loss on call or sale of investment securities, net |  | - |  | - |  | 1 |  | - |  | - |
| Loss on sale or disposition of fixed assets, net |  | 103 |  | 67 |  | 859 |  | 58 |  | 367 |
| (Gain) loss on sale of other real estate owned, net |  | (50) |  | (2) |  | 142 |  | (5) |  | (23) |
| Gain on sale of loans ${ }^{1}$ |  | - |  | - |  | (75) |  | - |  | - |
| Change in the fair value of equity securites |  | 27 |  | (12) |  | 4 |  | 107 |  | (22) |
| Income from insurance proceeds ${ }^{2}$ |  | - |  | $(1,384)$ |  | - |  | - |  | - |
| Change in the net asset value of other investments ${ }^{3}$ |  | (305) |  | 44 |  | 33 |  | (78) |  | 105 |
| Core noninterest income | \$ | 2,440 | \$ | 2,154 | \$ | 2,040 | \$ | 2,152 | \$ | 2,064 |
| Core earnings before noninterest expense |  | 24,745 |  | 23,405 |  | 21,825 |  | 23,379 |  | 19,567 |
| Total noninterest expense |  | 15,967 |  | 13,913 |  | 16,175 |  | 15,241 |  | 15,774 |
| Severance ${ }^{4}$ |  | - |  | (624) |  | - |  | - |  | (123) |
| Employee retention credit, net of consulting fees ${ }^{5}$ |  | - |  | 2,342 |  | - |  | - |  | - |
| Divestiure expense ${ }^{6}$ |  | - |  | - |  | (651) |  | - |  | - |
| Loan purchase expense ${ }^{7}$ |  | - |  | - |  | - |  | - |  | (29) |
| Core noninterest expense | \$ | 15,967 | \$ | 15,631 | \$ | 15,524 | \$ | 15,241 | \$ | 15,622 |
| Core earnings before income tax expense | \$ | 8,778 | \$ | 7,774 | \$ | 6,301 | \$ | 8,138 | \$ | 3,945 |
| Core income tax expense ${ }^{8}$ |  | 1,659 |  | 1,555 |  | 1,178 |  | 1,522 |  | 686 |
| Core earnings | \$ | 7,119 | \$ | 6,219 | \$ | 5,123 | \$ | 6,616 | \$ | 3,259 |

## Non-GAAP Reconciliation (continued)

|  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

${ }^{1}$ Adjustment to noninterest income recorded upon completion of the sale of the Alice and Victoria branches for remaining discount on loans sold.
${ }^{2}$ Income from insurance proceeds represents nontaxable income related to an insurance policy for the former Chief Financial Officer of Investar and the Bank.
${ }^{3}$ Change in net asset value of other investments represents unrealized gains or losses on Investar's investments in Small Business Investment Companies and other investment funds and is included in other operating income in the accompanying consolidated statements of income.
${ }^{4}$ Severance in the fourth quarter of 2022 represents a comprehensive severance package for the former Chief Financial Officer of Investar and the Bank. Severance in the third quarter of 2023 represents adjustments to noninterest expense directly attributable to Investar's exit from its consumer mortgage origination business, consisting of salaries and employee benefits.
${ }^{5}$ Employee retention credit represents a broad based refundable payroll tax credit that incentivized businesses to retain employees on the payroll during the COVID-19 pandemic.
${ }^{6}$ Adjustments to noninterest expenses directly attributable to the sale of the Alice and Victoria, Texas branch locations, consisting of $\$ 0.4$ million of occupancy expense to terminate the remaining contractually obligated lease payments, $\$ 0.1$ million of salaries and employee benefits for severance, $\$ 0.1$ million of professional fees for legal and consulting services, and $\$ 0.1$ million of depreciation and amortization to accelerate the amortization of the remaining core deposit intangible.
${ }^{7}$ Adjustments to noninterest expense directly attributable to the purchase of loans, consisting of professional fees for legal and consulting services.
${ }^{8}$ Core income tax expense is calculated using the effective tax rates of $17.4 \%, 18.7 \%, 18.7 \%$ and $18.9 \%$ for the quarters ended September 30, 2023, June 30, 2023, March 31, 2023 and September 30, 2022, respectively. Core income tax expense for the quarter ended December 31, 2022 is calculated using an effective tax rate of $20.0 \%$, which is adjusted to account for the exclusion of the income from insurance proceeds, which is nontaxable income, from the calculation of core earnings.
${ }^{9}$ Core earnings used in calculation. No adjustments were made to average assets.

## Non-GAAP Reconciliation (continued)

| (Dollars in thousands) | 2018 |  | 2019 |  | 2020 |  | 2021 |  | 2022 |  | YTD 2023 |  | YTD 2023 Annualized |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total noninterest expense | \$ | 41,882 | \$ | 48,168 | \$ | 57,131 | \$ | 63,062 | \$ | 60,865 | \$ | 47,190 | \$ | 62,920 |
| Severance |  | (293) |  | - |  | (289) |  | (181) |  | (632) |  | (123) |  |  |
| Loan purchase expense |  | - |  | - |  | - |  | - |  | - |  | (29) |  |  |
| Acquisition expense |  | $(1,445)$ |  | $(2,089)$ |  | $(1,062)$ |  | $(2,448)$ |  | - |  | - |  |  |
| Employee retention credit, net of consulting fees |  | - |  | - |  | - |  | 1,759 |  | 2,342 |  | - |  |  |
| Loss on early extinguishment of subordinated debt |  | - |  | - |  | - |  | - |  | (222) |  | - |  |  |
| Divestiture expense |  | - |  | - |  | - |  | - |  | - |  | (651) |  |  |
| PPP incentive |  | - |  | - |  | (200) |  | - |  | - |  | - |  |  |
| Community grant |  | - |  | - |  | (100) |  | - |  | - |  | - |  |  |
| Write down of other real estate owned |  | (567) |  | - |  | - |  | - |  | - |  | - |  |  |
| Non-routine legal expense |  | (89) |  | - |  | - |  | - |  | - |  | - |  |  |
| Core noninterest expense | \$ | 39,488 | \$ | 46,079 | \$ | 55,480 | \$ | 62,192 | \$ | 62,353 | \$ | 46,387 | \$ | 61,849 |



