



**ORIGIN BANCORP, INC.** \_\_\_\_\_

# FORWARD-LOOKING STATEMENTS AND NON-GAAP INFORMATION

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include information regarding Origin Bancorp, Inc.'s ("Origin" or the "Company") future financial performance, business and growth strategy, projected plans and objectives, including any expected purchases of its outstanding common stock, and related transactions, and other projections based on macroeconomic and industry trends, including expectations regarding interest rate cuts by the Federal Reserve and the impact of those cuts on Origin's results of operations, and expectations regarding the Company's liquidity, including in connection with advances obtained from the FHLB, which are all subject to change and may be inherently unreliable due to the multiple factors that impact broader economic and industry trends, and any such changes may be material. Such forward-looking statements are based on various facts and derived utilizing important assumptions and current expectations, estimates and projections about Origin and its subsidiaries, any of which may change over time and some of which may be beyond Origin's control. Statements preceded by, followed by or that otherwise include the words "assuming," "believes," "expects," "anticipates," "intends," "projects," "estimates," "plans" and similar expressions or future or conditional verbs such as "will," "should," "would," "may" and "could" are generally forward-looking in nature and not historical facts, although not all forward-looking statements include the foregoing words. Further, certain factors that could affect the Company's future results and cause actual results to differ materially from those expressed in the forward-looking statements include: deterioration of Origin's asset quality; changes in real estate values and liquidity in Origin's primary market areas; the financial health of Origin's commercial borrowers and the success of construction projects that Origin finances; changes in the value of collateral securing Origin's loans; business and economic conditions generally and in the financial services industry, nationally and within Origin's primary market areas; Origin's ability to prudently manage its growth and execute its strategy; changes in management personnel; Origin's ability to maintain important deposit customer relationships; volatility and direction of market interest rates, which may increase funding costs or reduce interest earning asset yields thus reducing margin; increased competition in the financial services industry, particularly from regional and national institutions; difficult market conditions and unfavorable economic trends in the United States generally, and particularly in the market areas in which Origin operates and in which its loans are concentrated, including the effects of declines in housing markets; an increase in unemployment levels and slowdowns in economic growth; Origin's level of nonperforming assets and the costs associated with resolving any problem loans including litigation and other costs; the credit risk associated with the substantial amount of commercial real estate, construction and land development, and commercial loans in Origin's loan portfolio; the extensive federal and state regulation, supervision and examination governing almost every aspect of Origin's operations including changes in regulations affecting financial institutions, including the Dodd-Frank Wall Street Reform and Consumer Protection Act and the rules and regulations being issued in accordance with this statute and potential expenses associated with complying with such regulations; Origin's ability to comply with applicable capital and liquidity requirements, including its ability to generate liquidity internally or raise capital on favorable terms, including continued access to the debt and equity capital markets; possible changes in trade, monetary and fiscal policies, laws and regulations and other activities of governments, agencies, and similar organizations; and the effects of weather and natural disasters such as floods, droughts, wind, tornadoes and hurricanes as well as effects from geopolitical instability and manmade disasters. For a discussion of these and other risks that may cause actual results to differ from expectations, please refer to the sections titled "Cautionary Note Regarding Forward-Looking Statements" and "Risk Factors" in Origin's most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission ("SEC") and any updates to those sections set forth in Origin's subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. If one or more events related to these or other risks or uncertainties materialize, or if Origin's underlying assumptions prove to be incorrect, actual results may differ materially from what Origin anticipates. Accordingly, you should not place undue reliance on any forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made, and Origin does not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise. New risks and uncertainties arise from time to time, and it is not possible for Origin to predict those events or how they may affect Origin. In addition, Origin cannot assess the impact of each factor on Origin's business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. All forward-looking statements, expressed or implied, included in this communication are expressly qualified in their entirety by this cautionary statement. This cautionary statement should also be considered in connection with any subsequent written or oral forward-looking statements that Origin or persons acting on Origin's behalf may issue. Annualized, pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results.

Origin reports its results in accordance with United States generally accepted accounting principles ("GAAP"). However, management believes that certain supplemental non-GAAP financial measures used in managing its business may provide meaningful information to investors about underlying trends in its business. Management uses these non-GAAP measures to evaluate the Company's operating performance and believes that these non-GAAP measures provide information that is important to investors and that is useful in understanding Origin's results of operations. However, non-GAAP financial measures are supplemental and should be viewed in addition to, and not as an alternative for, Origin's reported results prepared in accordance with GAAP. The following are the non-GAAP measures used in this presentation:

- Tangible common equity is defined as total common stockholders' equity less goodwill and other intangible assets, net
- Tangible assets is defined as total assets less goodwill and other intangible assets, net
- Tangible common equity to tangible assets is a ratio determined by dividing tangible common equity by tangible assets
- Tangible book value per common share is determined by dividing tangible common equity by common shares outstanding at the end of the period

# FINANCIAL RESULTS - FOURTH QUARTER 2019

DOLLARS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS

	4Q2019	3Q2019	4Q2018	Linked Q Δ	YoY Δ
<b>Income Statement</b>					
Net Interest Income	\$ 44,095	\$ 44,622	\$ 42,061	(1.2)%	4.8 %
Provision for Credit Losses	2,377	4,201	1,723	(43.4)%	38.0 %
Noninterest Income	10,818	12,880	10,588	(16.0)%	2.2 %
Noninterest Expense	36,534	35,064	35,023	4.2 %	4.3 %
Net Income	12,827	14,617	13,178	(12.2)%	(2.7)%
Diluted EPS	\$ 0.55	\$ 0.62	\$ 0.55	(11.3)%	— %
Dividends Declared per Common Share	\$ 0.0925	\$ 0.0925	\$ 0.0325	— %	184.6 %
<b>Key Drivers/Ratios</b>					
Average Loans Held for Investment	\$ 4,167,550	\$ 4,066,937	\$ 3,649,919	2.5 %	14.2 %
Average Deposits	4,202,588	3,977,327	3,723,807	5.7 %	12.9 %
Net Interest Margin ("NIM") - fully tax equivalent ("FTE")	3.58%	3.69%	3.82%	-11 bp	-24 bp
Efficiency Ratio	66.53%	60.98%	66.52%	555 bp	1 bp
Return on Average Assets ("ROAA") (annualized)	0.97%	1.12%	1.10%	-15 bp	-13 bp
Return on Average Equity ("ROAE") (annualized)	8.51%	9.85%	9.66%	-134 bp	-115 bp

# FINANCIAL RESULTS - FULL YEAR 2019

DOLLARS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS

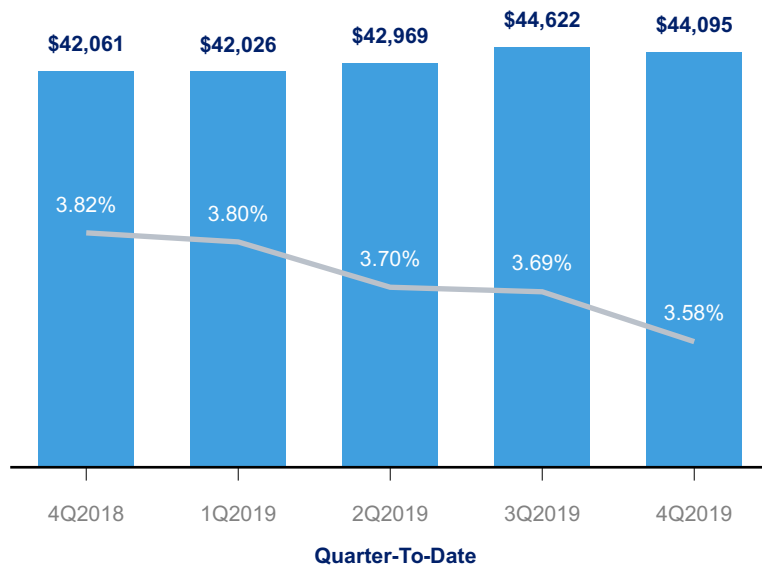
Balance Sheet	As of and Years Ended December 31,		YoY \$ Δ	YoY % Δ
	2019	2018		
Total Loans Held For Investment ("LHFI")	\$ 4,143,195	\$ 3,789,105	\$ 354,090	9.3 %
Total Assets	5,324,626	4,821,576	503,050	10.4 %
Total Deposits	4,228,612	3,783,138	445,474	11.8 %
Tangible Common Equity <sup>1</sup>	567,722	516,918	50,804	9.8 %
Book Value per Common Share	\$ 25.52	\$ 23.17	\$ 2.35	10.1 %
Tangible Book Value per Common Share <sup>1</sup>	\$ 24.18	\$ 21.79	\$ 2.39	11.0 %
<b>Income Statement</b>				
Net Interest Income	\$ 173,712	\$ 153,452	\$ 20,260	13.2 %
Provision for Credit Losses	9,568	1,014	8,554	843.6 %
Noninterest Income	46,478	41,240	5,238	12.7 %
Noninterest Expense	144,074	131,236	12,838	9.8 %
Net Income	53,882	51,605	2,277	4.4 %
Diluted EPS	\$ 2.28	\$ 2.20	\$ 0.08	3.6 %
Dividends Declared per Common Share	\$ 0.25	\$ 0.13	\$ 0.12	92.3 %
<b>Selected Ratios</b>				
NIM - FTE	3.69%	3.75%	-6 bp	(1.6)%
Efficiency Ratio	65.43%	67.41%	-198 bp	(2.9)%
ROAA	1.06%	1.16%	-10 bp	(8.6)%
ROAE	9.27%	10.07%	-80 bp	(7.9)%

<sup>1</sup>As used in this presentation, tangible common equity and tangible book value per common share are non-GAAP financial measures. For a reconciliation of these non-GAAP financial measures to their comparable GAAP measures, see slide 13 of this presentation.

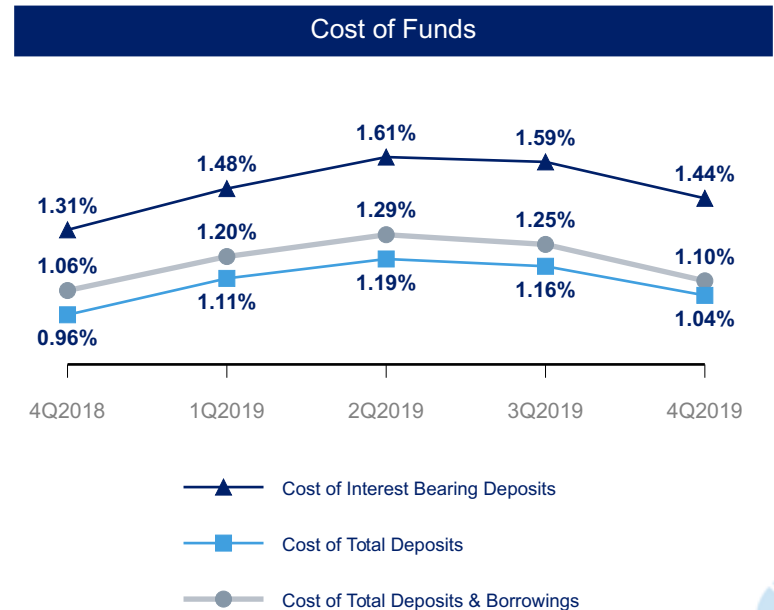
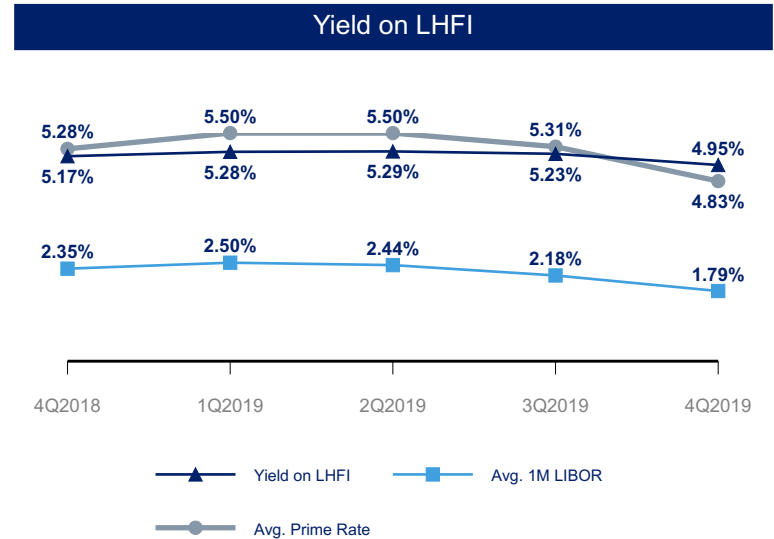
# NET INTEREST INCOME AND NIM TRENDS

DOLLARS IN THOUSANDS

- Net interest income increased \$2.0 million from 4Q18 to 4Q19, and decreased \$500 thousand from 3Q19 to 4Q19.
- Asset sensitive balance sheet throughout 2019 lead to quarterly NIM compression of 24 bps from 4Q18 to 4Q19.
- While the average 1M LIBOR and average Prime Rate declined 56 bps and 45 bps, respectively, from 4Q18 to 4Q19, average yields on LHF1 only fell 22 bps during the same period.
- Noninterest bearing deposits reduced total cost of deposits by 40 bps during 4Q19, compared to 35 bps during 4Q18.



■ Net Interest Income    — NIM (FTE)

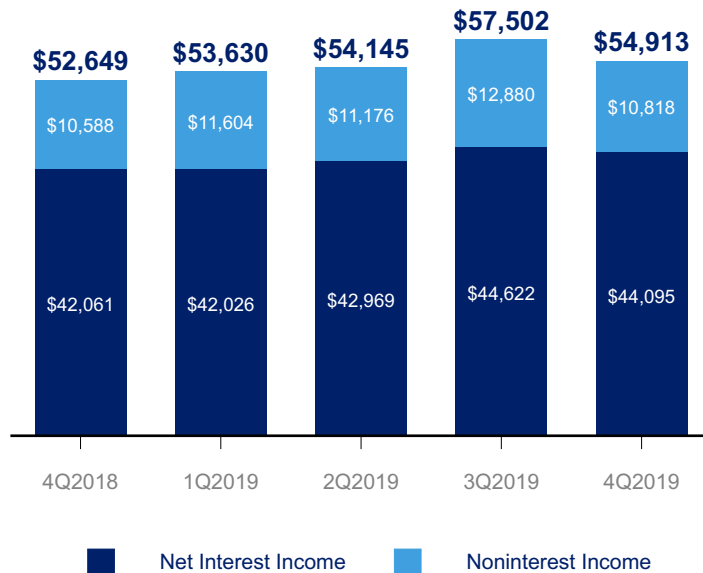


▲ Cost of Interest Bearing Deposits  
 ■ Cost of Total Deposits  
 ● Cost of Total Deposits & Borrowings

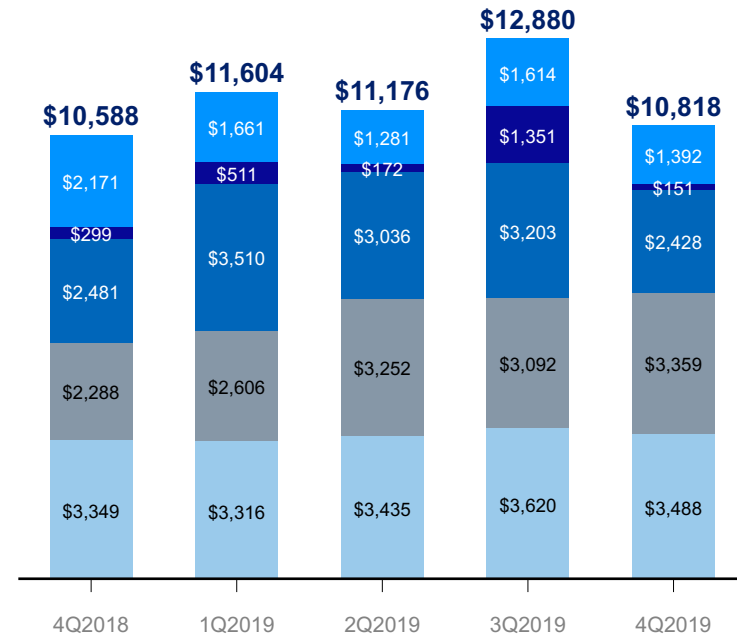
# NET REVENUE DISTRIBUTION

DOLLARS IN THOUSANDS

## Net Interest Income \ Noninterest Income



## Noninterest Income

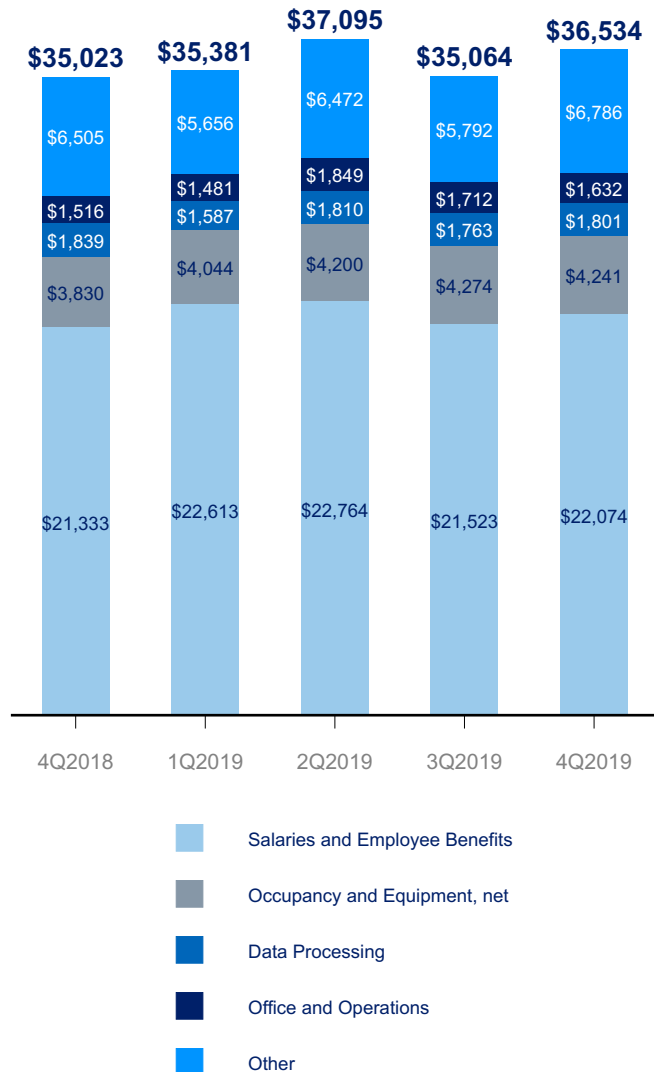


- Noninterest income regularly accounts for approximately 20% of total net revenue.
- Mortgage banking revenue has trended upwards with our continued focus on enhancing a community banking mortgage model.
- Swap fee income declined in 4Q19 from 3Q19 due to fewer customer swaps originated, but swap fee income generation continues to be a focus into 2020.
- Insurance commissions revenue was seasonably low in 4Q19.

- Service Charges & Fees
- Mortgage Banking Revenue
- Insurance Commission & Fee Income
- Swap Fee Income
- Other

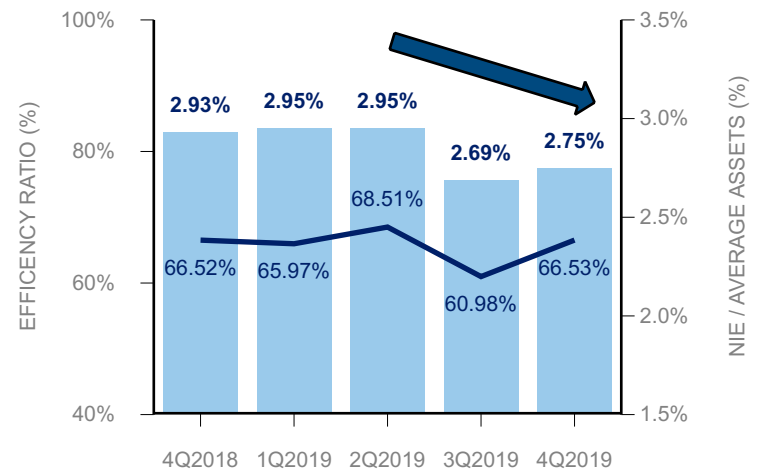
# NONINTEREST EXPENSE COMPOSITION

DOLLARS IN THOUSANDS



- Improving trend in efficiency ratio, coupled with a decline in the ratio of NIE to average assets as a result of expense stabilization in 2019.
- Efficiency improvements during year partially offset by declining interest margin.
- Other noninterest expense increased in 4Q19 compared to 3Q19 by \$1.0 million, driven largely by 3Q19 FDIC insurance fund credit.
- 2020 focus on technology strategy to build efficient scale to support additional organic growth.

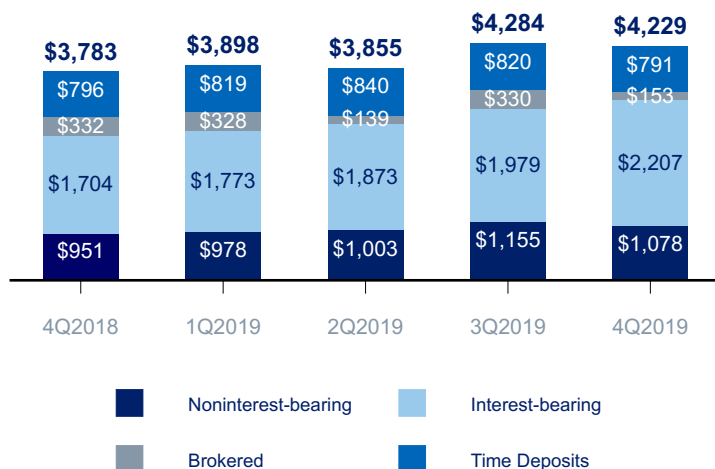
## Efficiency Ratio



# DEPOSITS

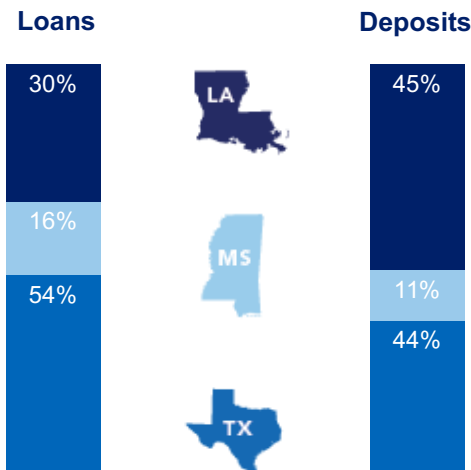
## Deposits

DOLLARS IN MILLIONS



- Increased total deposits of \$446 million or 11.8%, while simultaneously reducing brokered deposits by \$179 million during 2019, creating core deposit increase of 18.1% during 2019.
- Noninterest bearing growth accounted for over 28% of total deposit growth during 2019.
- Louisiana continues to be an important source of low-cost deposits (87 bps total cost in 2019) redeployed into higher loan growth markets in Texas.
- Continued focus on lowering deposit costs as rate guarantees mature in growth markets in early 2020.

## Loans & Deposits by State at 12/31/19



## Deposit Change by Region

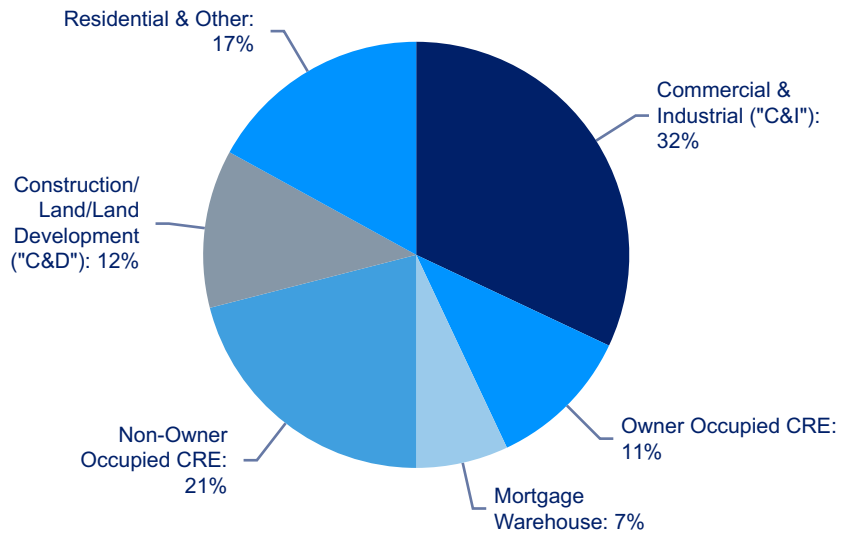
DOLLARS IN MILLIONS

	As of December 31,	
	2018	2019
LA	\$ 1,678	\$ 1,765
TX	1,393	1,851
MS	380	460
Brokered	332	153
<b>Total</b>	<b>\$ 3,783</b>	<b>\$ 4,229</b>
	<b>2018 Growth</b>	<b>2019 Growth</b>
LA	— %	5.2 %
TX	18.9 %	32.9 %
MS	(1.6)%	21.1 %
Brokered	20.3 %	(53.9)%
<b>Total Growth</b>	<b>7.7 %</b>	<b>11.8 %</b>



# WELL DIVERSIFIED LOAN PORTFOLIO

## LHFI at 12/31/19

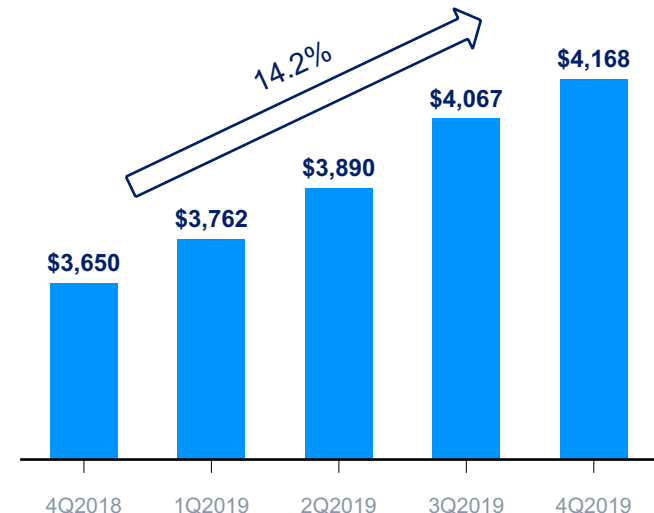


## LHFI: Fixed \ Variable (by Index) at 12/31/19

DOLLARS IN MILLIONS

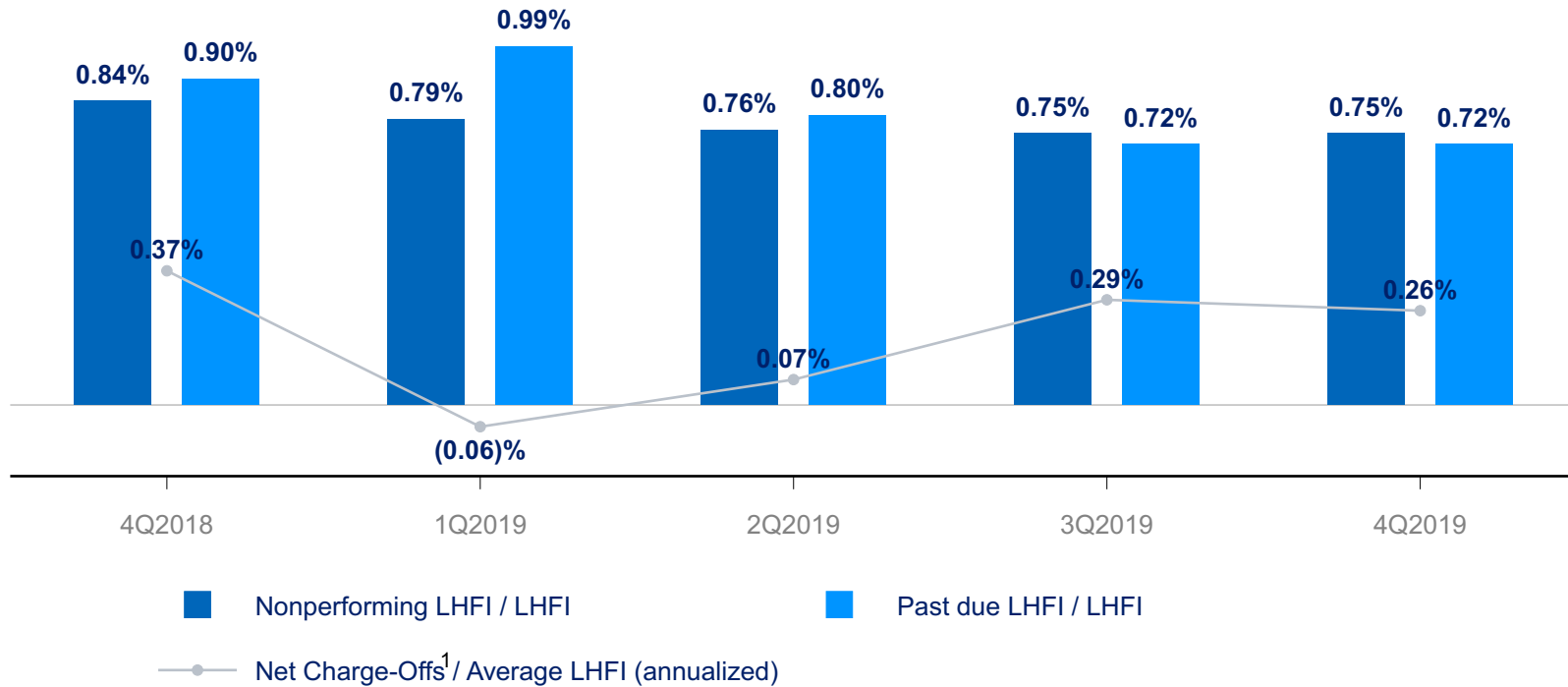
	Amounts	% of Total
Fixed	\$ 1,661	40%
1 month LIBOR	1,117	27%
12 month LIBOR	254	6%
Prime	1,047	25%
Other	64	2%
<b>Total LHFI</b>	<b>\$ 4,143</b>	<b>100%</b>

## Average LHFI



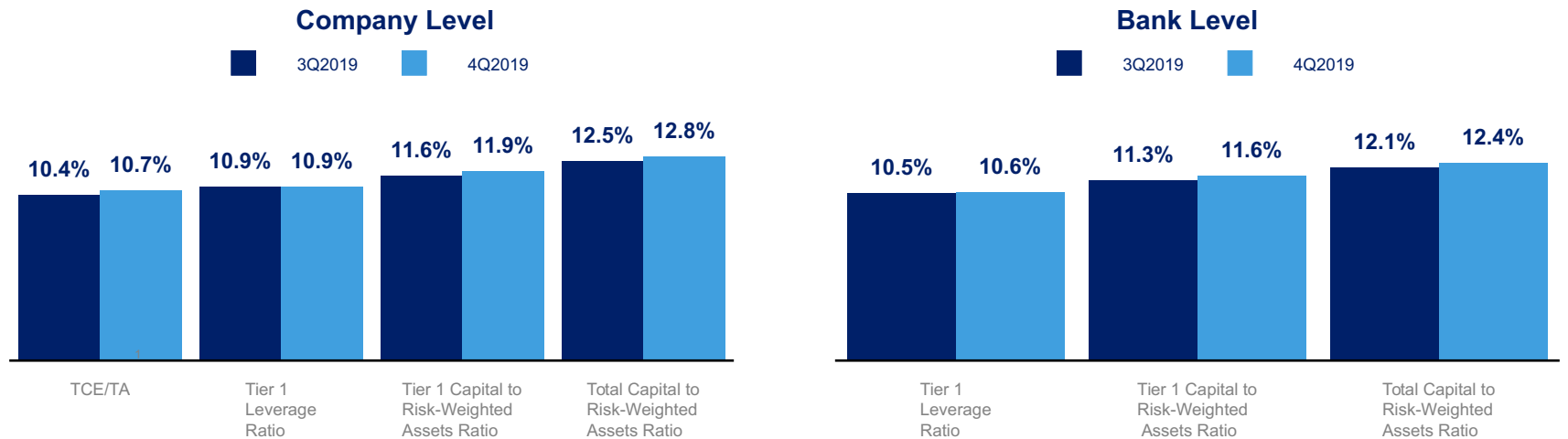
- LHFI ended the year at \$4.14 billion, an increase of \$354.1 million, or 9.3%, compared to the end of 2018.
- Average loans held for investment increased \$517.6 million (14.2%) from 4Q18 to 4Q19.
- Approximately 50% of LHFI are associated with C&I, Owner Occupied CRE and Mortgage Warehouse.
- Variable rate LHFI make up 60% of total LHFI, with over 25% resetting monthly based on LIBOR.
- Loan make-up consistent with prior year.

# ASSET QUALITY TRENDS



<sup>1</sup> Based on annualized quarterly net charge-offs. Year-to-date net charge-offs were \$5.9 million (0.15% net charge-offs/average LHFI) and \$4.5 million (0.13% net charge-offs/average LHFI) at December 31, 2019 and 2018, respectively.

# CAPITAL RATIOS



## 2019 Capital Actions

- **Stock Buyback Program**

- Authorized a \$40.0 million stock buyback program
- Repurchased \$10.1 million in common stock (300,000 shares)

- **2019 Return to Shareholders**

- Return of \$16.0 million (\$10.1 million in stock buyback and \$5.9 million in common dividends) YTD

<sup>1</sup> As used in this presentation, tangible common equity (TCE) and tangible common equity to tangible assets (TA) are non-GAAP financial measures. For a reconciliation of these non-GAAP financial measures to their comparable GAAP measures, see slide 13 of this presentation

# OUR STRATEGIC FOCUS



## STRATEGIC FOCUS

## KEY ACTION ITEMS

*Improve operational efficiency and increase profitability*



*Increase scale across the franchise, particularly in Houston*

*Focused effort to defend margin and risk-adjusted returns*

*Continue our disciplined approach to organic loan and deposit growth*



*Grow client base and continue capturing market share*

*Successfully recruit experienced lenders and teams*

*Continue to evaluate potential M&A opportunities*



*Focus on existing and contiguous markets*

# RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

DOLLARS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS

	4Q2019	3Q2019	2Q2019	1Q2019	4Q2018
<b>Calculation of Tangible Common Equity:</b>					
Total Common Stockholders' Equity	\$ 599,262	\$ 588,363	\$ 584,293	\$ 568,122	\$ 549,779
Less: Goodwill and Other Intangible Assets, Net	31,540	31,842	32,144	32,497	32,861
<b>Tangible Common Equity</b>	<b>\$ 567,722</b>	<b>\$ 556,521</b>	<b>\$ 552,149</b>	<b>\$ 535,625</b>	<b>\$ 516,918</b>
Common Shares Outstanding at the End of the Period	23,480,945	23,481,781	23,774,238	23,745,985	23,726,559
<b>Book Value per Common Share</b>	<b>\$ 25.52</b>	<b>\$ 25.06</b>	<b>\$ 24.58</b>	<b>\$ 23.92</b>	<b>\$ 23.17</b>
<b>Calculation of Tangible Assets:</b>					
Total Assets	\$ 5,324,626	\$ 5,396,928	\$ 5,119,625	\$ 4,872,201	\$ 4,821,576
Less: Goodwill and Other Intangible Assets, Net	31,540	31,842	32,144	32,497	32,861
<b>Tangible Assets</b>	<b>\$ 5,293,086</b>	<b>\$ 5,365,086</b>	<b>\$ 5,087,481</b>	<b>\$ 4,839,704</b>	<b>\$ 4,788,715</b>
<b>Tangible Common Equity to Tangible Assets</b>	<b>10.73%</b>	<b>10.37%</b>	<b>10.85%</b>	<b>11.07%</b>	<b>10.79%</b>
<b>Calculation of Tangible Book Value per Common Share:</b>					
Common Shares Outstanding at the End of the Period	23,480,945	23,481,781	23,774,238	23,745,985	23,726,559
<b>Tangible Book Value per Common Share</b>	<b>\$ 24.18</b>	<b>\$ 23.70</b>	<b>\$ 23.22</b>	<b>\$ 22.56</b>	<b>\$ 21.79</b>