



**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, and related transactions, and other projections based on macroeconomic and industry trends, 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 "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 or 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 and 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 that is 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

# COMPANY SNAPSHOT

- Origin Bank was founded in 1912
- OBNK is headquartered in Ruston, LA
- 43 banking centers operating across Texas, Louisiana & Mississippi
- Strong commercial focus with 40% C&I and 43% CRE lending mix across our footprint

# FINANCIAL HIGHLIGHTS

**2Q2019** DOLLARS IN MILLIONS

**TOTAL ASSETS**  
\$5,120

**TOTAL LOANS HELD FOR INVESTMENT**  
\$3,985

**TOTAL DEPOSITS**  
\$3,855

**TOTAL STOCKHOLDERS' EQUITY**  
\$584

**TANGIBLE COMMON EQUITY <sup>(1)</sup>**  
\$552

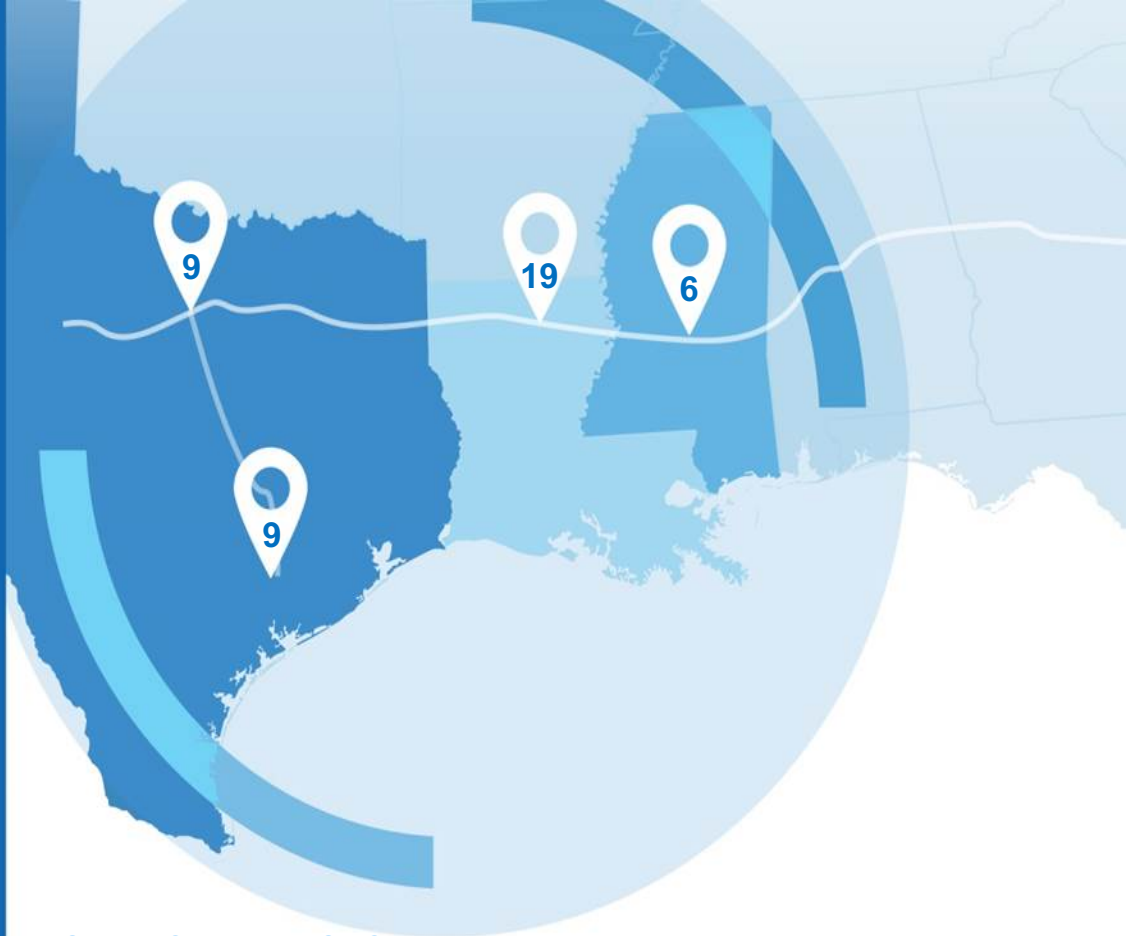
**TANGIBLE COMMON EQUITY/ TANGIBLE ASSETS <sup>(1)</sup>**  
10.85%

**TOTAL CAPITAL TO RISK-WEIGHTED ASSETS <sup>(2)</sup>**  
12.97%

*Note: All financial information and other Origin Bank data is as of 06/30/19.*

*(1) As used in this presentation, tangible common equity and tangible common equity/tangible assets are non-GAAP financial measures. For a reconciliation of these non-GAAP financial measures to their comparable GAAP measures, see slide 15 of this presentation*

*(2) Ratio is estimated and calculated at the Company level, which is subject to the capital adequacy requirements of the Federal Reserve Board.*



DOLLARS IN MILLIONS

## DALLAS - FORT WORTH

Entry: 2008  
Loans: \$1,386  
Deposits: \$892  
Banking Centers: 9

## NORTH LOUISIANA

Entry: 1912  
Loans: \$1,213  
Deposits: \$1,772  
Banking Centers: 19

## HOUSTON

Entry: 2013  
Loans: \$741  
Deposits: \$725  
Banking Centers: 9

## CENTRAL MISSISSIPPI

Entry: 2010  
Loans: \$645  
Deposits: \$466  
Banking Centers: 6

## SECOND QUARTER 2019 HIGHLIGHTS

- Net interest income increased by \$943,000, or 2.2%, over the previous quarter
- Yield earned on total loans held for investment during 2Q2019 was 5.29%, up one basis point from the previous quarter. Cost of total deposits increased eight basis points in the same period
- Net interest margin was 3.70% (FTE), representing a decrease of ten basis points over the previous quarter
- Made strategic funding decision to reduce certain brokered deposits and replace with short-term FHLB advances.

(1) 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 15 of this presentation.

# FINANCIAL HIGHLIGHTS

DOLLARS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS

	2Q2019	1Q2019	2Q2018	Linked Q Δ	YoY Δ
<b>Balance Sheet</b>					
Total Loans Held For Investment	\$ 3,984,597	\$ 3,838,343	\$ 3,372,096	3.8 %	18.2 %
Total Assets	5,119,625	4,872,201	4,371,792	5.1 %	17.1 %
Total Deposits	3,855,012	3,898,248	3,672,097	(1.1)%	5.0 %
Tangible Common Equity <sup>(1)</sup>	552,149	535,625	495,243	3.1 %	11.5 %
Book Value per Common Share	24.58	23.92	22.10	2.8 %	11.2 %
Tangible Book Value Per Common Share <sup>(1)</sup>	23.22	22.56	21.07	2.9 %	10.2 %
<b>Income Statement</b>					
Net Interest Income	\$ 42,969	\$ 42,026	\$ 37,170	2.2 %	15.6 %
Provision for Credit Losses	1,985	1,005	311	97.5 %	538.3 %
Noninterest Income	11,176	11,604	10,615	(3.7)%	5.3 %
Noninterest Expense	37,095	35,381	32,012	4.8 %	15.9 %
Net Income	12,283	14,155	12,702	(13.2)%	(3.3)%
Diluted EPS	\$ 0.52	\$ 0.60	\$ 0.53	(13.3)%	(1.9)%
Dividends Declared Per Common Share	\$ 0.0325	\$ 0.0325	\$ 0.0325	N/C	N/C
<i>(N/C: No change)</i>					
<b>Selected Ratios</b>					
Net Interest Margin (FTE)	3.70%	3.80%	3.74%		
Efficiency Ratio	68.51%	65.97%	66.99%		
Return on Average Assets (annualized)	0.98%	1.18%	1.17%		
Return on Average Equity (annualized)	8.54%	10.25%	9.94%		

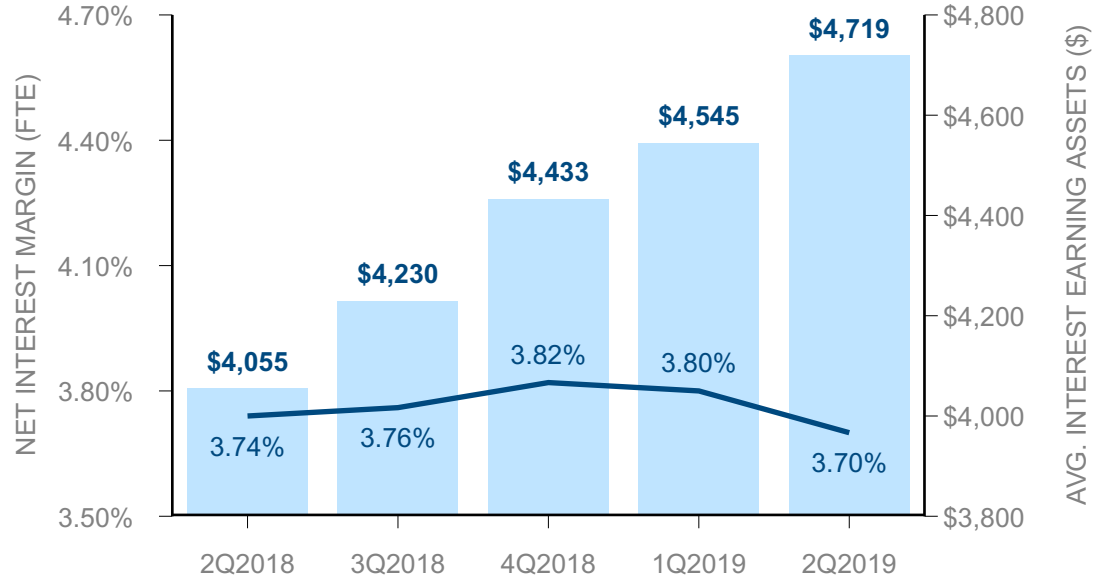
# HISTORICAL GROWTH & PROFITABILITY



- Consistent increase in average interest-earning assets
- Strong growth in average loan balances
- Pressure on NIM from deposit costs

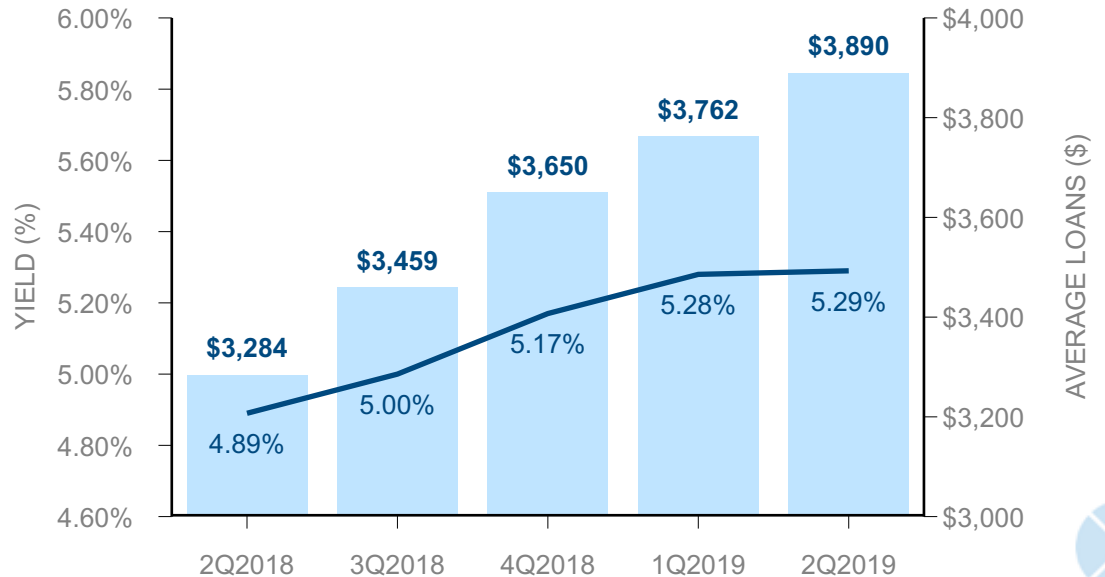
## AVERAGE INTEREST EARNING ASSETS & NIM (FTE)

DOLLARS IN MILLIONS



## AVERAGE LOANS HELD FOR INVESTMENT & YIELDS

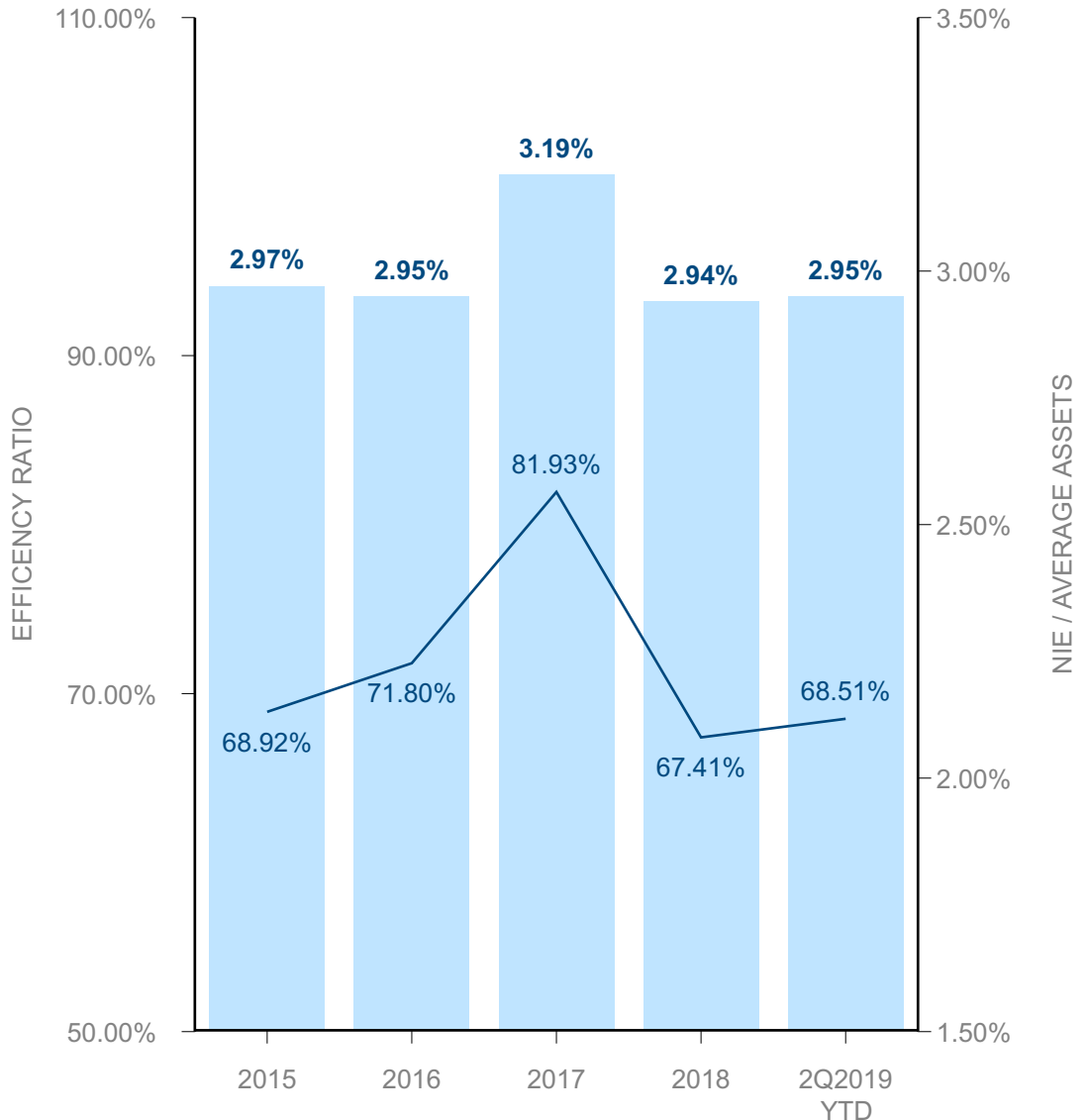
DOLLARS IN MILLIONS



## ABILITY TO LEVERAGE INFRASTRUCTURE

- *Cost-effective, centralized back office functions are performed in our North Louisiana operations center*
- *Infrastructure exists to support asset growth and increasing profitability*
  - *Investments in systems, technology, digital banking and enterprise risk management*
- *Opportunity to enhance ROAA through team lift-outs in our footprint*

## OPERATING EFFICIENCY

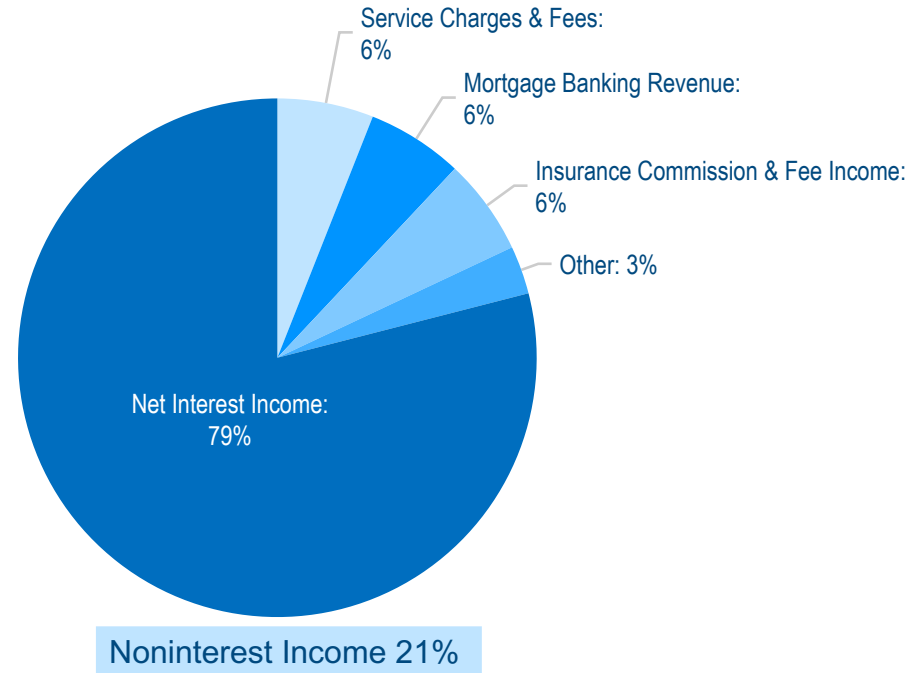


## DIVERSIFIED & GROWING REVENUE STREAMS

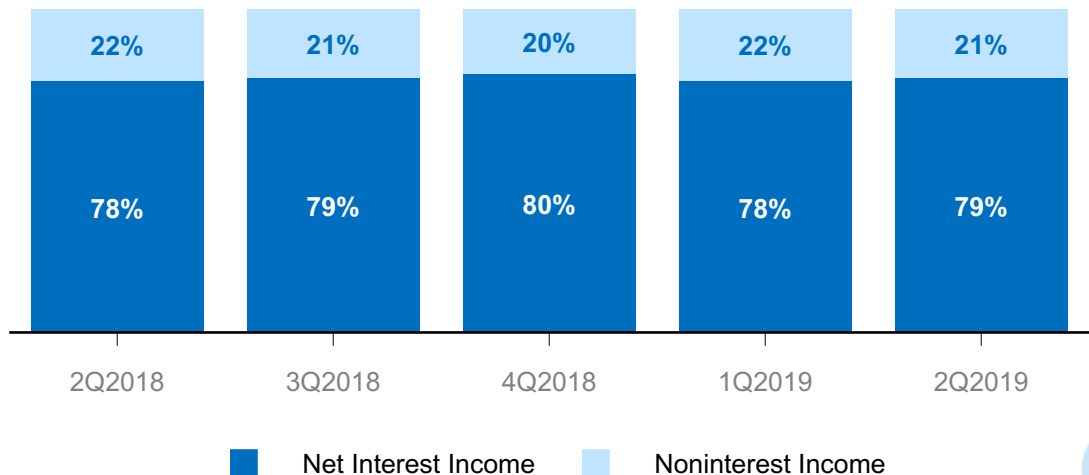


- *Meaningful noninterest income supplements interest-related revenue*
- *Comprehensive product suite delivered with high quality, responsive customer service*
- *Other revenue streams include insurance and mortgage products*
- *We believe these products provide revenue stream diversification and enhance client relationships*

## NET REVENUE DISTRIBUTION – 2Q2019



## NET REVENUE TREND



## OUR MARKETS

- DIVERSE GEOGRAPHIC FOOTPRINT

- *Attractive combination of stable, low cost markets and markets experiencing metropolitan growth*

- *Expansion through organic growth and strategic M&A opportunities*

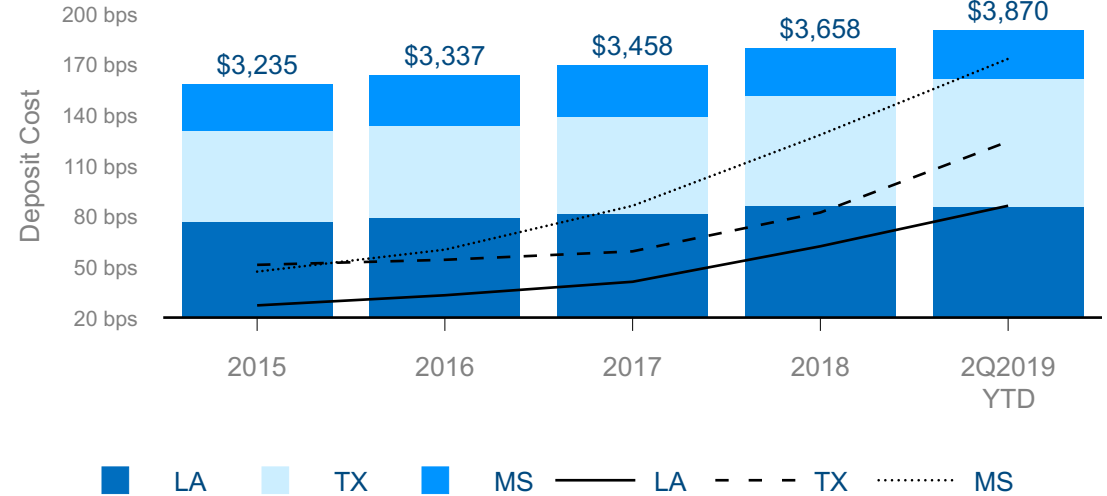
- TRACK RECORD OF GROWTH IN NEW MARKETS

- *Success in growing loans and deposits organically in diverse, new markets*

- *Culture and brand are unique, enabling Origin to attract talented bankers and banking relationships across markets*

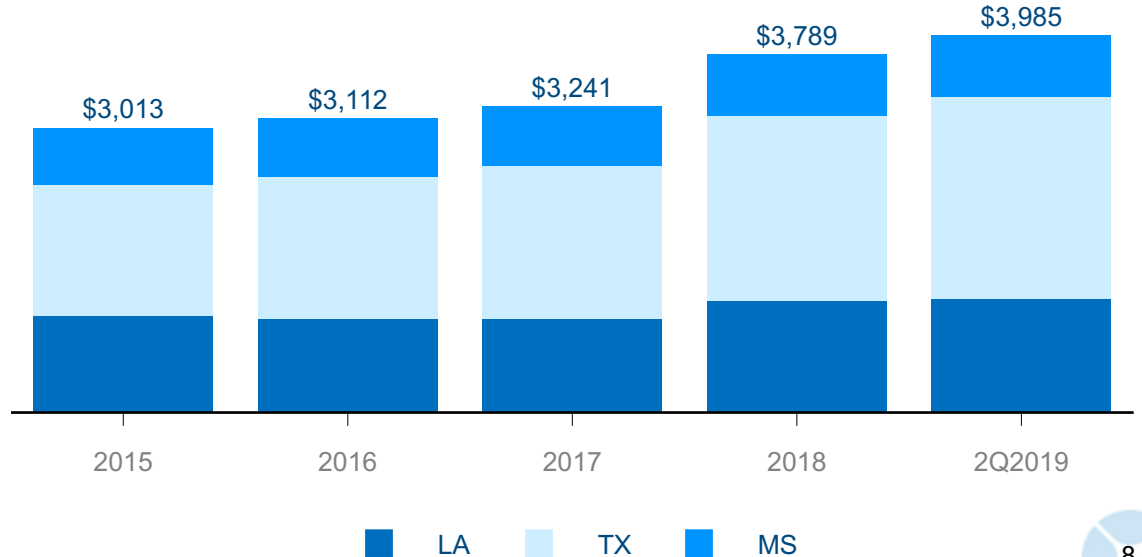
## AVERAGE DEPOSITS & DEPOSIT COST

DOLLARS IN MILLIONS



## LOANS HFI

DOLLARS IN MILLIONS



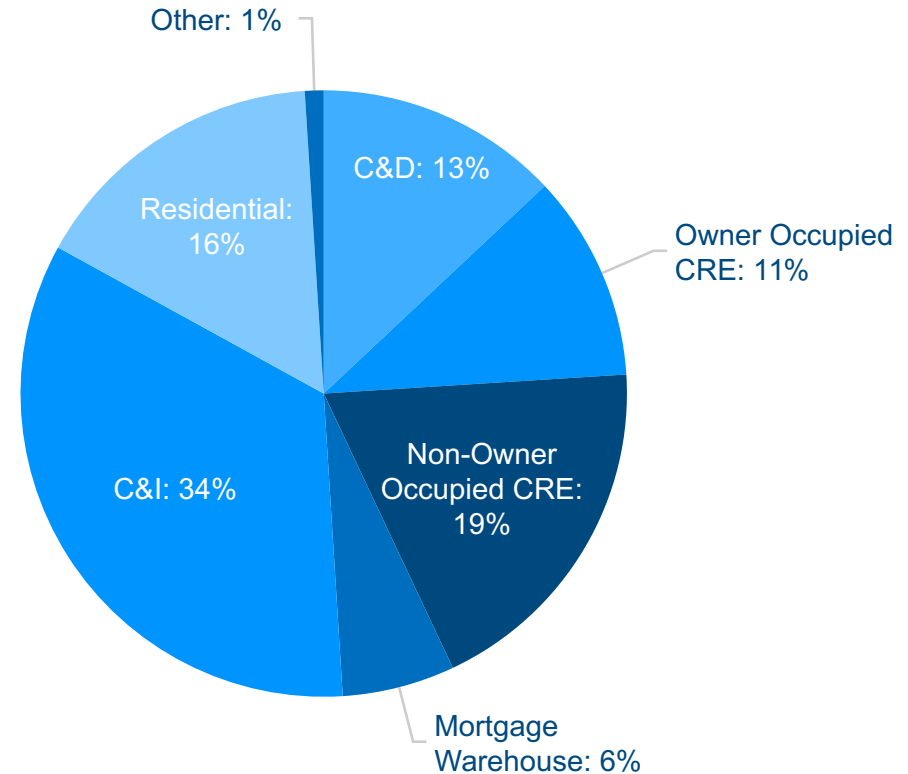


## DIVERSIFIED COMMERCIAL LOAN PORTFOLIO

- Focus on commercial lending to middle market and small businesses as well as their owners and executives
- Commercial loans represented an aggregate of 83% of our loan portfolio as of 06/30/19
- Loan growth potential enhanced by diverse portfolio
  - Commercial real estate loan concentrations remain below regulatory guidelines

## LOAN COMPOSITION – 2Q2019

DOLLARS IN MILLIONS

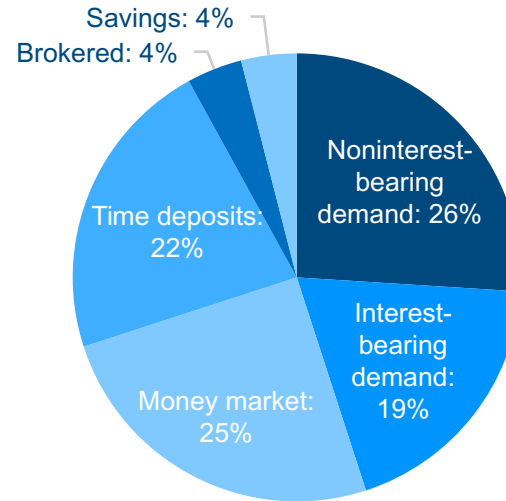


Total Ending Loans HFI at 06/30/19: \$3,985

## GROWING CORE DEPOSIT FRANCHISE

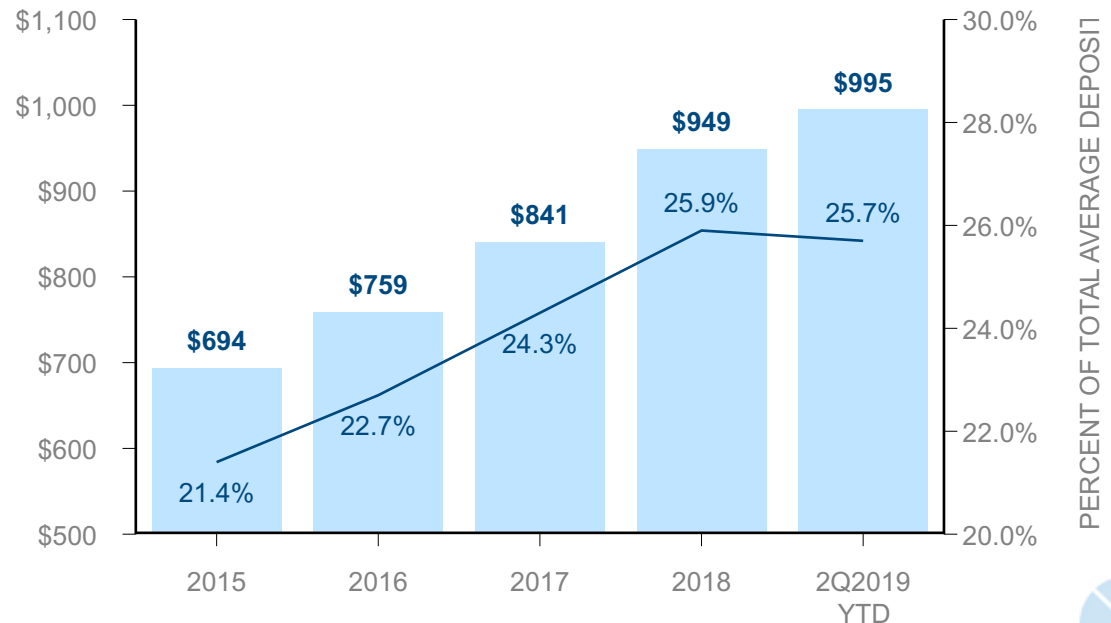
- Continued success in growing core deposits, especially noninterest-bearing deposits
- Low cost deposits driven by legacy North Louisiana franchise
  - Ranked 1st in deposit market share in Ruston, LA and Monroe, LA MSAs
- Relationship bankers motivated to grow core deposits
  - Builds and strengthens client relationships and provides stable funding for growth
- Expansion markets generating further growth in noninterest-bearing deposits

## DEPOSIT COMPOSITION – 2Q2019



2Q2019 Cost of Deposits: 1.19%

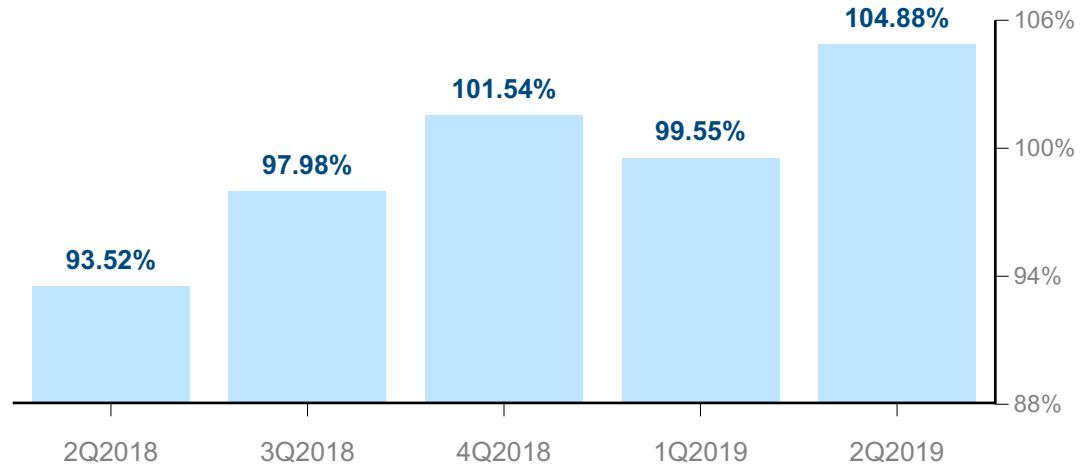
## AVERAGE NONINTEREST-BEARING DEPOSITS



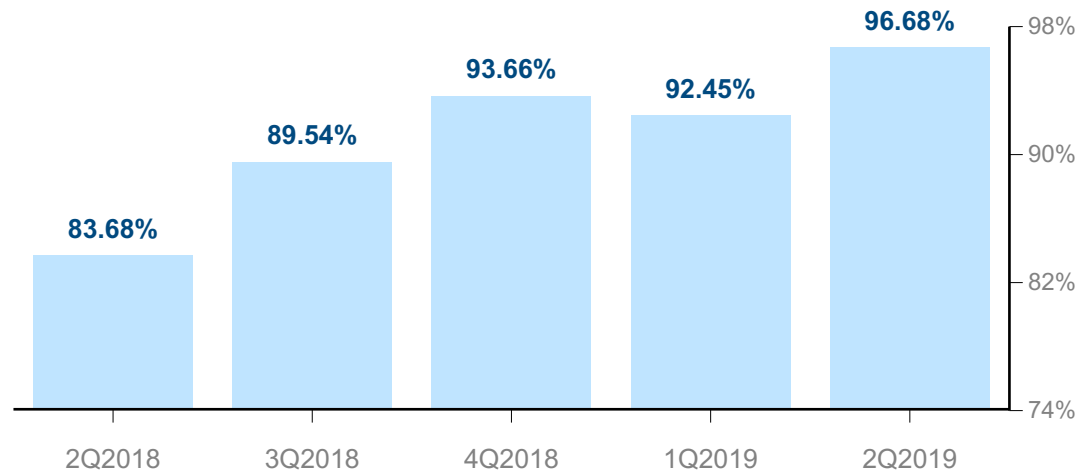
## LIQUIDITY MEASURES

- A key priority for our markets is to deliver strong, high quality loan growth while focusing on core deposit growth.
- Stable deposit sources are primarily used to fund our loans held for investment
- Replaced certain brokered deposits with lower cost short term advances from the FHLB during the second quarter of 2019, which increased our loan to deposit ratio.

## Total Loans / Total Deposits



## LHFI excl. Warehouse / Total Deposits and Repos

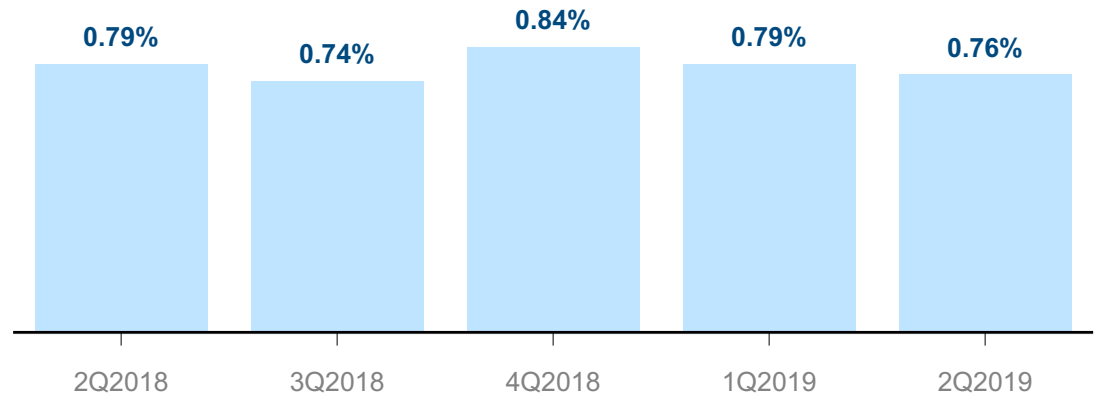


## UNDERWRITING & CREDIT CULTURE

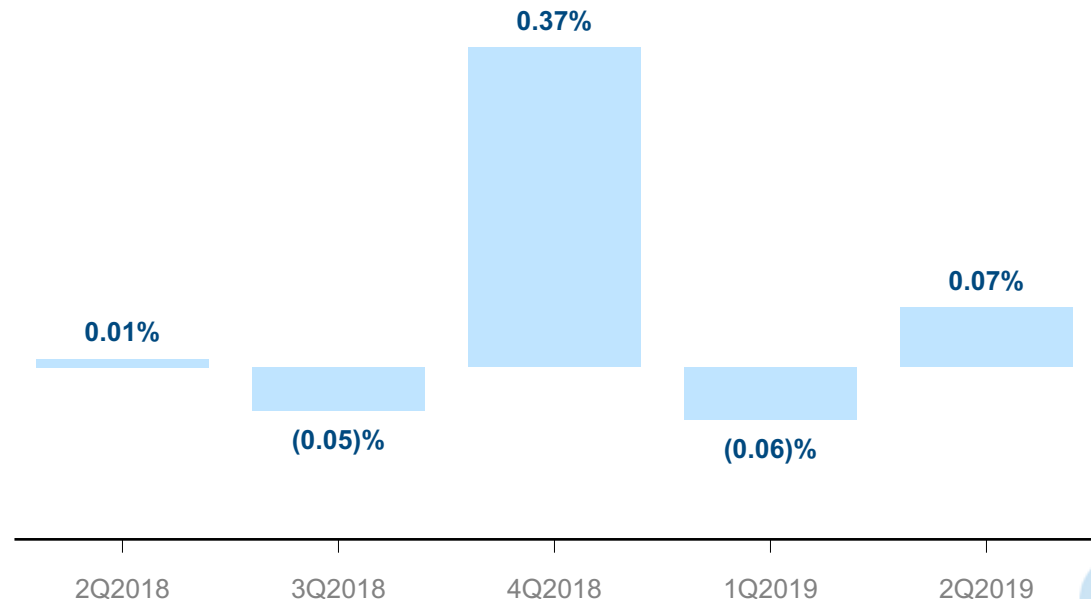


- *Excellent track record of credit quality across core commercial lending portfolio*
- *Seasoned lenders with strong credit backgrounds and significant experience in our markets*
- *Centralized underwriting with strong guidelines including global cash flow analysis and secondary sources of repayment*
- *Total past due loans HFI as a percentage of HFI: 0.80%*

## NPLs<sup>(1)</sup> / LOANS HFI



## NCOs / AVERAGE LOANS HFI<sup>(2)</sup>



(1) NPLs do not include nonperforming loans held for sale

(2) Based on annualized quarterly net charge-offs

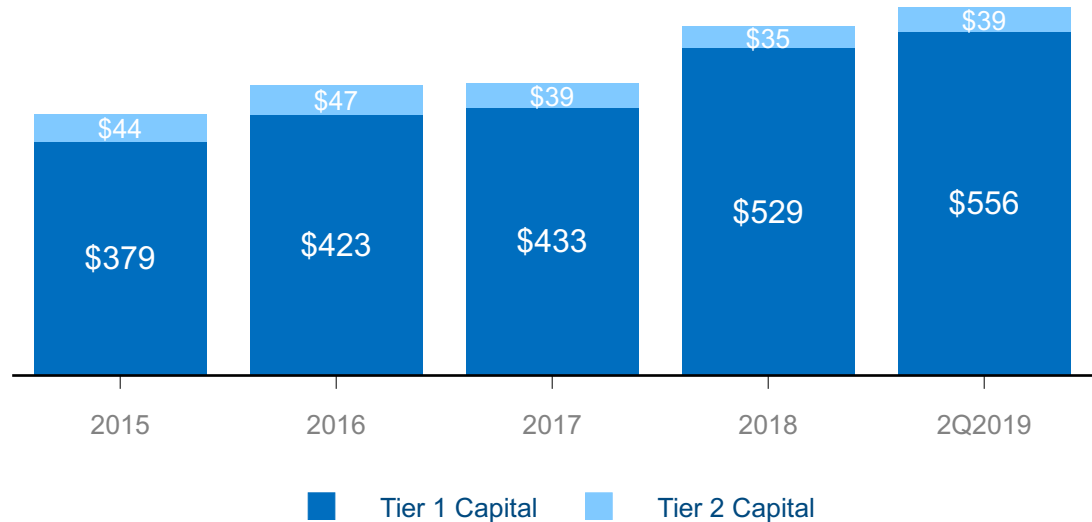
## STRONG CAPITAL POSITION



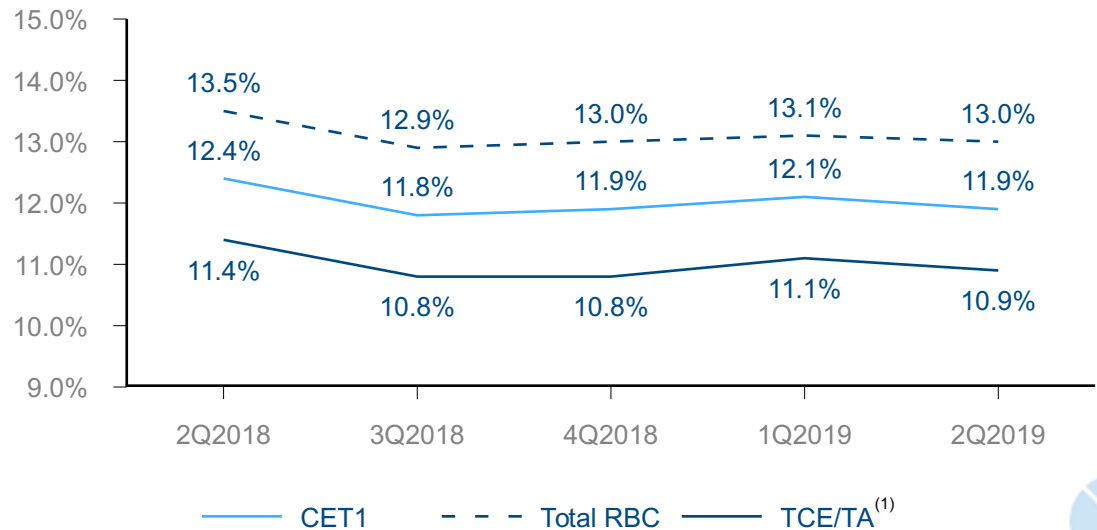
- Robust capital levels with opportunity for deployment through organic growth and strategic acquisitions
- Management focused on effectively deploying capital to enhance returns

## TOTAL RISK-BASED CAPITAL

DOLLARS IN MILLIONS



## CAPITAL RATIOS



(1) As used in this presentation, tangible common equity to tangible assets is a non-GAAP financial measure. For a reconciliation of non-GAAP financial measures to their comparable GAAP measures, see slide 15 of this presentation.

# OUR STRATEGIC FOCUS



## STRATEGIC FOCUS

## KEY ACTION ITEMS

*Improve operational efficiency and increase profitability*



*Increase scale across the franchise, and particularly in Houston*

*Focused effort to improve 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

	2Q2019	1Q2019	4Q2018	3Q2018	2Q2018
<b>Calculation of Tangible Common Equity:</b>					
Total Common Stockholders' Equity	\$ 584,293	\$ 568,122	\$ 549,779	\$ 531,919	\$ 519,356
Less: Goodwill and Other Intangible Assets, Net	32,144	32,497	32,861	33,228	24,113
<b>Tangible Common Equity</b>	<b>\$ 552,149</b>	<b>\$ 535,625</b>	<b>\$ 516,918</b>	<b>\$ 498,691</b>	<b>\$ 495,243</b>
<b>Calculation of Tangible Assets:</b>					
Total Assets	\$ 5,119,625	\$ 4,872,201	\$ 4,821,576	\$ 4,667,564	\$ 4,371,792
Less: Goodwill and Other Intangible Assets, Net	32,144	32,497	32,861	33,228	24,113
<b>Tangible Assets</b>	<b>\$ 5,087,481</b>	<b>\$ 4,839,704</b>	<b>\$ 4,788,715</b>	<b>\$ 4,634,336</b>	<b>\$ 4,347,679</b>
<b>Tangible Common Equity to Tangible Assets</b>	<b>10.85%</b>	<b>11.07%</b>	<b>10.79%</b>	<b>10.76%</b>	<b>11.39%</b>
<b>Calculation of Tangible Book Value per Common Share:</b>					
Common Shares Outstanding at the End of the Period	23,774,238	23,745,985	23,726,559	23,621,235	23,504,063
<b>Tangible Book Value per Common Share</b>	<b>\$ 23.22</b>	<b>\$ 22.56</b>	<b>\$ 21.79</b>	<b>\$ 21.11</b>	<b>\$ 21.07</b>