# Homeff Bancorp,Inc. 

## Gulf South Bank Conference

MAY 6-7, 2019



Certain comments in this presentation contain certain forward looking statements (as defined in the Securities Exchange Act of 1934 and the regulations thereunder). Forward looking statements are not historical facts but instead represent only the beliefs, expectations or opinions of Home Bancorp, Inc. and its management regarding future events, many of which, by their nature, are inherently uncertain. Forward looking statements may be identified by the use of such words as: "believe", "expect", "anticipate", "intend", "plan", "estimate", or words of similar meaning, or future or conditional terms such as "will", "would", "should", "could", "may", "likely", "probably", or "possibly." Forward looking statements include, but are not limited to, financial projections and estimates and their underlying assumptions; statements regarding plans, objectives and expectations with respect to future operations, products and services; and statements regarding future performance. Such statements are subject to certain risks, uncertainties and assumption, many of which are difficult to predict and generally are beyond the control of Home Bancorp, Inc. and its management, that could cause actual results to differ materially from those expressed in, or implied or projected by, forward looking statements. The following factors, among others, could cause actual results to differ materially from the anticipated results or other expectations expressed in the forward looking statements: (1) economic and competitive conditions which could affect the volume of loan originations, deposit flows and real estate values; (2) the levels of noninterest income and expense and the amount of loan losses; (3) competitive pressure among depository institutions increasing significantly; (4) changes in the interest rate environment causing reduced interest margins; (5) general economic conditions, either nationally or in the markets in which Home Bancorp, Inc. is or will be doing business, being less favorable than expected; (6) political and social unrest, including acts of war or terrorism; (7) we may not fully realize all the benefits we anticipated in connection with our acquisitions of other institutions or our assumptions made in connection therewith may prove to be inaccurate; or (8) legislation or changes in regulatory requirements adversely affecting the business of Home Bancorp, Inc. Home Bancorp, Inc. undertakes no obligation to update these forward looking statements to reflect events or circumstances that occur after the date on which such statements were made.

As used in this report, unless the context otherwise requires, the terms "we," "our," "us," or the "Company" refer to Home Bancorp, Inc. and the term the "Bank" refers to Home Bank, N.A., a national bank and wholly owned subsidiary of the Company. In addition, unless the context otherwise requires, references to the operations of the Company include the operations of the Bank.

For a more detailed description of the factors that may affect Home Bancorp's operating results or the outcomes described in these forward-looking statements, we refer you to our filings with the Securities and Exchange Commission, including our annual report on Form 10-K for the year ended December 31, 2018. Home Bancorp assumes no obligation to update the forward-looking statements made during this presentation. For more information, please visit our website www.home24bank.com.

## Non-GAAP Information

This presentation contains financial information determined by methods other than in accordance with generally accepted accounting principles ("GAAP"). The Company's management uses this non-GAAP financial information in its analysis of the Company's performance. In this presentation, information is included which excludes acquired loans, intangible assets, impact of the gain (loss) on the sale of a banking center, the impact of merger-related expenses and one-time tax effects. Management believes the presentation of this non-GAAP financial information provides useful information that is helpful to a full understanding of the Company's financial position and core operating results. This non-GAAP financial information should not be viewed as a substitute for financial information determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP financial information presented by other companies.

## Our Company

## Hometts Bancorp,Inc.



- Headquartered in Lafayette, Louisiana
- Founded in 1908
- IPO completed October 2008
- Ticker symbol: HBCP (Nasdaq Global)
- Market Cap = \$348MM as of April 30, 2019
- Assets = $\$ 2.2$ billion as of March 31, 2019 (third largest Louisiana-based bank)
- 40 locations
- Acquisition of Saint Martin Bancshares Closed December 2017
Converted March 2018
- Ownership

Institutional = 38\%
Insider/ESOP = 18\%

## Earnings

Homeft Bancorp,Inc.

Net Income (\$ millions)


Record earnings and EPS since 2014

## Profitability ${ }^{(1,2)}$

## Hometts Bancorp,Inc.

Return on Average Assets


Return on Tangible Common Equity


Return on Average Equity


Efficiency Ratio

(1) See appendix for reconciliation of Non-GAAP items
(2) Peers are publicly-owned banks with $\$ 1-3$ billion in assets. Source: S\&P Global

## Quarterly Financial Highlights

|  | $1 Q$ |
| :--- | :---: | :---: | :---: | :---: | :---: |

[^0](2) Income and ratios are Non-GAAP and have been adjusted to remove certain income and expense items. See appendix.
(3) Ratio reflects Non-GAAP net income to tangible common equity.

## Disciplined Acquirer Since IPO


(1) Cash is comprised of an aggregate $\$ 19.5$ million special cash distribution paid by St. Martin Bancshares to its shareholders.

## Steady Organic Loan Growth

 (excludes acquisition accounting)

## Loan Portfolio

 (as of March 31, 2019)
## Composition



Market Diversification


Balance = \$1.6 billion, 75\% of assets
1Q19 Yield = 5.64\%

## Loan Portfolio

(as of March 31, 2019)

## CRE \& Multifamily


\$708 million
Owner Occupied $=52 \%$
1Q19 yield $=5.42 \%$

1-4 Family

\$442 million
Acquired Balance $=48 \%$ 1Q19 yield = 5.14\%

## Construction \& Land


\$194 million
1 Q19 yield $=6.36 \%$

## Credit Quality

## Hometts Bancorp,Inc.

ALLL \%


NPAs (in millions)


- Built reserves for potential losses due to challenges in Louisiana and Mississippi markets
- Elevated charge offs in 2018 primarily from three problem credits
- Direct energy exposure (as of March 31, 2019)
- \$43 Million, or $3 \%$ of total loans
- $93 \%$ performing according to original loan agreement
- 2.43\% ALLL on direct originated energy loans
- No shared national credits

Annualized Net Charge Offs


## Credit Quality

## Home ffe Bancorp,Inc.

NPAs / Assets


Net Charge Offs / YTD Average Loans


## ALLL / NPAs



## Loans Past Due



* Net Charge offs is annualized in 1Q-19


## Deposits

(as of March 31, 2019)


## Louisiana Market Share ${ }^{(1)}$

| Bank | 2018 Rank | Deposits | Market Share |
| :---: | :---: | :---: | :---: |
| JPMorgan Chase | 1 | 17,989,141 | 17.4 |
| Capital One | 2 | 17,524,878 | 17.0 |
| Hancock Whitney | 3 | 12,952,562 | 12.5 |
| lberiabank | 4 | 7,978,813 | 7.7 |
| Regions | 5 | 7,340,297 | 7.1 |
| Origin | 6 | 1,840,250 | 1.8 |
| Home Bank | 7 | 1,642,421 | 1.6 |

(1) Source: S\&P Global; deposit ranking data as of 6/30/2018

## Net Interest Margin (TE)



- Continually higher NIM than peers
- Total loan yield in 1Q19 = 5.64\%
- Originated loan yield = 5.42\%
- Acquired loan yield = 6.11\%
- Non-interest deposits $=20 \%$ of assets
- Cost of interest-bearing liabilities during 1Q19 = 1.04\% (from 0.93\% in 4Q18)
- No overnight advances
- LT debt = \$63MM with average cost of $1.99 \%$ in 1Q19
- Deposit rates began to rise in 3Q18 as market competition has been intensifying


## Interest Rate Risk

## Hometts Bancorp,Inc.

1 Year Change in Net Interest Income (change from base case)

| -100 | +100 | +200 | +300 | Forward Curve |
| :---: | :---: | :---: | :---: | :---: |
| $-2.3 \%$ | $0.8 \%$ | $0.8 \%$ | $0.5 \%$ | $0.2 \%$ |

Cost of Interest Bearing Liabilities


## Significant IRR drivers

- No overnight or variable rate advances
- Non-interest deposits = 20\% of assets
- Investment securities portfolio comprising only $13 \%$ of assets
- No non-relationship brokered deposits
- Variable rate loans = $24 \%$ of Ioans
- Short-term construction loans = 12\% of total loans
- Loan/Deposit Ratio = 91\%


## Non-Interest Income \& Expense ${ }^{(1,2)}$

## Homeff Bancorp,Inc.



- New Treasury Management leadership in 2018
- Mortgage business remains challenging
- Expanded customer base through acquisition
- Leveraged expense base through acquisitions and organic growth
- Continued back office and infrastructure investments provide ability for continued expansion
(1) See appendix for reconciliation of Non-GAAP items


## HBCP Stock Performance

12/31/2008-4/30/2019
450\%

## HBCP - Distributions and Buybacks Homeff Bancorp,Inc.


*2Q19 dividend payable on May 17, 2019; 25\% payout ratio based on 1Q19 earnings; 2.3\% dividend yield based on HBCP price of $\$ 36.64$ (as of $4 / 30 / 19$ )

## Share Repurchases

- 4Q18
- Purchased 22,604 shares
- Average Price = \$36.03
- 1Q19
- Purchased 134,005 shares
- Average Price = \$35.71
- 202,077 shares remain under current repurchase program
- Total of $\$ 5.6$ million deployed in current share repurchase plan


## Hometts Bancorp,Inc.

## INVESTMENT PERSPECTIVE

## Solid track record since IPO

Strong earnings and shareholder returns

Conservative, well-managed credit culture

Well capitalized with capacity for continued growth
Bank capital ratios as of March 31, 2019
Tier 1 leverage capital = 10.9\% Total risk based capital = 15.2\%

Disciplined acquirer

Insider owners committed to continual improvement


## GROWING. INVESTING. SERVING.

Home Bancorp, Inc. is a Louisiana corporation and the holding company for Home Bank, N.A., a national bank headquartered in Lafayette, Louisiana. Home Bank offers a full range of deposit and Ioan products through convenient banking centers in growing regions of South Louisiana and Western Mississippi: Acadiana, Baton Rouge, New Orleans, Northshore (of Lake Pontchartrain), Natchez, and Vicksburg.

## Home 㤢Bancorp,Inc.

## Appendix

## Homeff Bancorp,Inc.

## Non-GAAP Reconciliation

| (dollars in thousands) | 2014 | 2015 | 2016 | 2017 | 2018 | Q1 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$154,144 | \$165,046 | \$179,843 | \$277,871 | \$304,040 | \$308,935 |
| Less: Intangible assets | 4,266 | 15,304 | 12,762 | 68,034 | 66,055 | 65,645 |
| Non-GAAP tangible shareholders' equity | \$149,878 | \$149,742 | \$167,081 | \$209,837 | \$237,985 | \$243,290 |
| Total Assets | \$1,221,415 | \$1,551,912 | \$1,556,732 | \$2,228,121 | \$2,153,658 | \$2,202,675 |
| Less: Intangible assets | 4,266 | 15,304 | 12,762 | 68,034 | 66,055 | 65,645 |
| Non-GAAP tangible assets | \$1,217,149 | \$1,536,608 | \$1,543,970 | \$2,160,087 | \$2,087,603 | \$2,137,030 |
| Reported net income | \$9,872 | \$12,550 | \$16,008 | \$16,824 | \$31,590 | \$7,890 |
| Add: Amortization CDI, net tax | 465 | 483 | 520 | 496 | 1,458 | \$324 |
| Non-GAAP tangible income | \$10,337 | \$13,033 | \$16,528 | \$17,320 | \$33,048 | \$8,214 |
|  |  |  |  |  |  |  |
| Return on average equity | 6.7\% | 7.8\% | 9.2\% | 8.6\% | 10.9\% | 10.5\% |
| Add: Intangibles | 0.5 | 0.7 | 1.1 | 1.1 | 3.9 | 3.4 |
| Non-GAAP return on tangible common equity ${ }^{(1)}$ | 7.2\% | 8.5\% | 10.3\% | 9.7\% | 14.8\% | 13.9\% |
| Originated loans | \$705,435 | \$797,845 | \$884,690 | \$941,922 | \$1,095,160 | \$1,108,655 |
| Acquired loans | 203,533 | 426,521 | 343,143 | 715,873 | 554,594 | 540,313 |
| Reported loans | \$908,968 | \$1,224,366 | \$1,227,833 | \$1,657,795 | \$1,649,754 | \$1,648,968 |
|  |  |  |  |  |  |  |
| Originated allowance for loan losses | \$7,342 | \$9,174 | \$12,220 | \$14,303 | \$14,860 | \$14,829 |
| Acquired allowance for loan losses | 418 | 373 | 291 | 504 | 1,488 | 1,741 |
| Reported allowance for loan losses | \$7,760 | \$9,547 | \$12,511 | \$14,807 | \$16,348 | \$16,570 |
|  |  |  |  |  |  |  |
| Originated NPAs | \$5,677 | \$5,767 | \$13,012 | \$22,523 | \$15,526 | \$14,983 |
| Acquired NPAs | 7,729 | 5,616 | 3,634 | 3,238 | 10,444 | \$14,069 |
| Reported NPAs | \$13,406 | \$11,383 | \$16,646 | \$25,761 | \$25,970 | \$29,052 |
|  |  |  |  |  |  |  |
| Originated past due loans | \$8,282 | \$7,252 | \$5,653 | \$7,685 | \$9,549 | \$9,845 |
| Acquired past due loans | 17,836 | 8,953 | 5,912 | 21,120 | 22,493 | 14,138 |
| Reported loans past due | \$26,118 | \$16,205 | \$11,565 | \$28,805 | \$32,042 | \$23,983 |

## Appendix

## Homeft Bancorp,Inc.

## Non-GAAP Reconciliation

| (dollars in thousands) | 2014 | 2015 | 2016 | 2017 20 | 2018 | Q1 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported non-interest income | \$8,175 | \$8,770 | \$11,157 | \$9,962 | \$13,447 | \$3,165 |
| Less: Gain on sale of assets | - | - | 641 | (69) | - | - |
| Non-GAAP non-interest income | \$8,175 | \$8,770 | \$10,516 | \$10,031 | \$13,447 | \$3,165 |
| Reported Net Income | \$9,872 | \$12,550 | \$16,008 | \$16,824 | \$31,590 | \$7,890 |
| Less: Gain on sale of assets, net tax | - | - | 416 | (45) | - | - |
| Add: Impact of Tax Act and effect of cost segmentation | - |  |  | 2,721 | (819) | - |
| Add: Merger-related expenses, net tax | 1,497 | 1,166 | 560 | 835 | 1,587 | - |
| Non-GAAP Net Income | \$11,369 | \$13,716 | \$16,152 | \$20,425 | \$32,358 | \$7,890 |
| ROA (GAAP) | 0.80\% | 0.94\% | 1.04\% | 1.04\% | 1.46\% | 1.48\% |
| Less: (Loss) gain on closure or sale of premises | - | - | 0.03 | - | - | - |
| Add: Impact of Tax Act and effect of cost segmentation | - |  |  | 0.17 | (0.03) | - |
| Add: Merger-related expenses, net of tax | 0.12 | 0.09 | 0.04 | 0.05 | 0.07 | - |
| Non-GAAP ROA | 0.92\% | 1.03\% | 1.05\% | 1.26\% | 1.50\% | 1.48\% |
|  |  |  |  |  |  |  |
| ROE (GAAP) | 6.7\% | 7.8\% | 9.2\% | 8.6\% | 10.9\% | 10.5\% |
| Less: (Loss) gain on closure or sale of premises | - | - | 0.2 | - | - | - |
| Add: Impact of Tax Act and effect of cost segmentation | - | - |  | 1.4 | (0.3) |  |
| Add: Merger-related expenses, net of tax | 1.0 | 0.8 | 0.3 | 0.5 | 0.5 | - |
| Non-GAAP ROE | 7.7\% | 8.6\% | 9.3\% | 10.5\% | 11.1\% | 10.5\% |
| Add: Intangible Assets | 0.5 | 0.7 | 1.1 | 1.2 | 4.0 | 3.4 |
| Adjusted return on average tangible common equity | 8.2\% | 9.3\% | 10.4\% | 11.7\% | 15.1\% | 13.9\% |
|  |  |  |  |  |  |  |
| Efficiency Ratio (GAAP) | 70.5\% | 66.4\% | 63.6\% | 59.3\% | 60.0\% | 61.4\% |
| Effect of Sale or closure of assets and merger related expenses | (3.8) | (2.3) | (0.6) | (1.4) | (2.0) |  |
| Non-GAAP Efficiency Ratio | 66.7\% | 64.1\% | 63.0\% | 57.9\% | 58.0\% | 61.4\% |
| (dollars in thousands) 2012 | 2013 | 2014 | 2015 | 20162017 | 2018 | Q1 2019 |
| Reported non-interest expense \$32,763 | \$33,205 | \$41,772 | \$42,022 | \$46,797 \$46,177 | \$63,225 | \$15,291 |
| Less: Merger-related expenses | 307 | 2,286 | 1,411 | 856 1,086 | - 2,010 |  |
| Non-GAAP non-interest expense $\$ 32,763$ | \$32,898 | \$39,486 | \$40,611 | \$45,941 \$45,091 | 1 \$61,215 | \$15,291 |

## Appendix

## Hometts Bancorp,Inc.

## Non-GAAP Reconciliation

| (dollars in thousands) | 1Q 2018 | 2Q 2018 | 3Q 2018 | 4Q 2018 | 1Q 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Shareholders' Equity | \$283,089 | \$289,361 | \$295,688 | \$304,040 | \$308,935 |
| Less: Intangibles | 67,499 | 67,035 | 66,493 | 66,055 | 65,645 |
| Non-GAAP tangible shareholders' equity | \$215,590 | \$222,326 | \$229,195 | \$237,985 | \$243,290 |
| Total Assets | \$2,206,854 | \$2,159,976 | \$2,140,530 | \$2,153,658 | \$2,202,675 |
| Less: Intangibles | 67,499 | 67,035 | 66,493 | 66,055 | 65,645 |
| Non-GAAP tangible assets | \$2,139,355 | \$2,092,941 | \$2,074,037 | \$2,087,603 | \$2,137,030 |
|  |  |  |  |  |  |
| Common Equity Ratio | 12.8\% | 13.4\% | 13.8\% | 14.1\% | 14.0\% |
| Less: Intangibles | 2.7 | 2.8 | 2.7 | 2.7 | 2.6 |
| Non-GAAP tangible common equity ratio | 10.1\% | 10.6\% | 11.1\% | 11.4\% | 11.4\% |
|  |  |  |  |  |  |
| Book Value Per Share | \$30.09 | \$30.66 | \$31.19 | \$32.14 | \$32.62 |
| Less: Intangibles | 7.18 | 7.10 | 7.01 | 6.98 | 6.93 |
| Non-GAAP tangible book value per share | \$22.91 | \$23.56 | \$24.18 | \$25.16 | \$25.69 |
|  |  |  |  |  |  |
| Reported net income | \$7,463 | \$7,776 | \$8,262 | \$8,089 | \$7,890 |
| Add: Amortization CDI, net tax | 397 | 359 | 355 | 346 | 324 |
| Non-GAAP tangible shareholders' equity | \$7,860 | \$8,135 | \$8,617 | \$8,435 | \$8,214 |
|  |  |  |  |  |  |
| Return on average equity | 10.7\% | 10.9\% | 11.2\% | 10.7\% | 10.5\% |
| Add: Intangibles | 4.2 | 4.0 | 3.9 | 3.6 | 3.4 |
| Non-GAAP return on tangible common equity | 14.9\% | 14.9\% | 15.1\% | 14.3\% | 13.9\% |

## Appendix

## Home传Bancorp,Inc.

## Non-GAAP Reconciliation

| (dollars in thousands) | 1Q 2018 | 2Q 2018 | 3Q 2018 | 4Q 2018 | 1Q 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Reported non-interest expense | \$15,590 | \$16,322 | \$15,696 | \$15,617 | \$15,291 |
| Less: Merger-related expenses | 879 | 1,132 | - | - |  |
| Non-GAAP non-interest expense | \$14,711 | \$15,190 | \$15,696 | \$15,617 | \$15,291 |
|  |  |  |  |  |  |
| Reported Net Income | \$7,463 | \$7,776 | \$8,262 | \$8,089 | \$7,890 |
| Add: Impact of cost segregation | - | - |  | (819) |  |
| Add: Merger-related expenses, net tax | 694 | 894 | - | - |  |
| Non-GAAP Net Income | \$8,157 | \$8,670 | \$8,262 | \$7,270 | \$7,890 |
|  |  |  |  |  |  |
| Diluted EPS | \$0.81 | \$0.84 | \$0.89 | \$0.87 | \$0.85 |
| Add: Impact of cost segregation | - | - | - | (0.09) | - |
| Add: Merger-related expenses | 0.07 | 0.09 |  | - |  |
| Non-GAAP Diluted EPS | \$0.88 | \$0.93 | \$0.89 | \$0.78 | \$0.85 |
|  |  |  |  |  |  |
| ROA (GAAP) | 1.37\% | 1.44\% | 1.53\% | 1.50\% | 1.48\% |
| Add: Impact of cost segregation | - | - | - | (0.15) |  |
| Add: Merger-related expenses, net of tax | 0.13 | 0.17 | - | - |  |
| Non-GAAP ROA | 1.50\% | 1.61\% | 1.53\% | 1.35\% | 1.48\% |
|  |  |  |  |  |  |
| ROE (GAAP) | 10.7\% | 10.9\% | 11.2\% | 10.7\% | 10.5\% |
| Add: Impact of Tax Act and effect of cost segmentation | - | - | - | (1.1) |  |
| Add: Merger-related expenses, net of tax | 1.0 | 1.2 | - | - |  |
| Non-GAAP ROE | 11.7\% | 12.1\% | 11.2\% | 9.6\% | 10.5\% |
| Add: Intangible Assets | 4.5 | 4.4 | 3.9 | 3.4 | 3.4 |
| Adjusted return on average tangible common equity | 16.2\% | 16.5\% | 15.1\% | 13.0\% | 13.9\% |
|  |  |  |  |  |  |
| Efficiency Ratio (GAAP) | 60.0\% | 61.2\% | 58.5\% | 60.2\% | 61.4\% |
| Less: Merger-related expenses, net of tax | 3.4 | 4.3 | - | - |  |
| Non-GAAP Efficiency Ratio | 56.6\% | 56.9\% | 58.5\% | 60.2\% | 61.4\% |


[^0]:    1) ROATCE is a Non-GAAP ratio. Ratio reflects GAAP net income to tangible common equity. See appendix
