Hovde Financial Services Conference

Homeff Bancorp, Inc.
November 4 - 52021

## Forward Looking Statements

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 circumstances that occur after the date on which such statements were made.


 statements are subject to the following additional risks, uncertainties and assumptions, among others:

- Demand for our products and services may decline;
- If high levels of unemployment continue, our loan delinquencies, non-performing assets and loan foreclosures may increase;
- Collateral for loans, especially real estate, may decline in value;
- Our allowance for loan losses may have to be increased if our borrowers continue to experience financial difficulties;

- A material decrease in our net income or a net loss over several quarters could result in a suspension of our stock repurchase program and/or a reduction of our quarterly stock dividend;
- Our cyber security risks may be increased as a result of more of our employees working remotely; and
- FDIC deposit insurance premiums may increase if the agency experiences additional resolution costs.
 subsidiary of the Company. In addition, unless the context otherwise requires, references to the operations of the Company include the operations of the Bank.

 information, please visit our website www.home24bank.com.


## Non-GAAP Information




 presented by other companies.

## Our Company

Headquarters: Lafayette, LA
Ticker: HBCP (NASDAQ Global)

## History:

- Founded in 1908
- IPO completed October 2008
- Five acquisitions completed since 2010
- 39 locations across south LA and western MS


## Highlights:

- Total Assets: $\$ 2.8$ billion at September 30, 2021
- Market Cap: $\$ 340$ million at October 27, 2021
- Ownership (S\&P Global as of October 27, 2021)
- Institutional: 41\%
- Insider/ESOP: 13\%



## Quarterly Financial Highlights

## Homefts Bancorp, Inc.

| (dollars in thousands, except per share data) |  | 3Q 2020 |  | 4Q 2020 |  | 1Q 2021 |  | 2Q 2021 |  | 3Q 2021 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profitability |  |  |  |  |  |  |  |  |  |  |
| Net income | \$ | 8,782 | \$ | 10,580 | \$ | 11,928 | \$ | 11,396 | \$ | 15,059 |
| Diluted EPS |  | 1.01 |  | 1.24 |  | 1.41 |  | 1.34 |  | 1.79 |
| ROA |  | 1.35 \% |  | 1.62 \% |  | 1.85 \% |  | 1.67 \% |  | 2.17 \% |
| ROE |  | 11.1 |  | 13.2 |  | 14.8 |  | 13.7 |  | 17.5 |
| ROATCE ${ }^{(1)}$ |  | 14.3 |  | 16.9 |  | 18.7 |  | 17.2 |  | 21.7 |
| Efficiency ratio |  | 59.5 |  | 54.7 |  | 54.8 |  | 60.5 |  | 50.5 |
| Provision (reversal) for loan losses |  | - |  | - |  | $(1,703)$ |  | $(3,425)$ |  | $(2,385)$ |
| Pre-tax, pre-provision, pre-PPP earnings ${ }^{(1)}$ |  | 9,221 |  | 10,460 |  | 9,295 |  | 8,839 |  | 11,344 |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| Assets | \$ | 2,578,735 | \$ | 2,591,850 | \$ | 2,707,517 | \$ | 2,764,756 | \$ | 2,763,466 |
| Loans |  | 1,955,297 |  | 1,979,954 |  | 1,979,868 |  | 1,918,488 |  | 1,875,176 |
| PPP loans |  | 254,487 |  | 221,220 |  | 235,681 |  | 197,614 |  | 95,560 |
| Loans excluding PPP loans |  | 1,700,810 |  | 1,758,734 |  | 1,744,187 |  | 1,720,874 |  | 1,779,616 |
| Cash and cash equivalents |  | 185,836 |  | 187,952 |  | 282,700 |  | 393,203 |  | 413,694 |
| Allowance for loan losses |  | $(33,002)$ |  | $(32,963)$ |  | $(29,993)$ |  | $(26,687)$ |  | $(24,149)$ |
| Total deposits |  | 2,207,494 |  | 2,213,821 |  | 2,328,365 |  | 2,370,764 |  | 2,365,717 |
| Per Share Data |  |  |  |  |  |  |  |  |  |  |
| Share price | \$ | 24.15 | \$ | 27.99 | \$ | 36.05 | \$ | 38.11 | \$ | 38.68 |
| Book value |  | 35.68 |  | 36.82 |  | 37.73 |  | 38.92 |  | 40.38 |
| Tangible book value ${ }^{(1)}$ |  | 28.49 |  | 29.60 |  | 30.52 |  | 31.72 |  | 33.08 |
| Price / tangible book value per share |  | 85 \% |  | 95 \% |  | 118 \% |  | 120 \% |  | 117 \% |
| Dividend paid | \$ | 0.22 | \$ | 0.22 | \$ | 0.22 | \$ | 0.23 | \$ | 0.23 |

(1) See appendix for reconciliation of Non-GAAP items.

## Asset Growth



| Acquired Bank | Date | Assets $(\$$ in MM) <br> (at completion) | \% of TBV <br> (at announcement) | \# of <br> Branches | Consideration |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Statewide Bank | March 2010 | $\$ 199$ | FDIC-assisted | 6 | All Cash |
| Guaranty Savings Bank | July 2011 | $\$ 257$ | $95 \%$ | 5 | All Cash |
| Britton \& Koontz Bank | February 2014 | $\$ 301$ | $90 \%$ | 8 | All Cash |
| Bank of New Orleans | September 2015 | $\$ 346$ | $126 \%$ | 4 | All Cash |
| St. Martin Bank \& Trust | December 2017 | $\$ 597$ | $183 \%$ | 12 | $\sim 80 \%$ Stock, $20 \%$ Cash ${ }^{(1)}$ |

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

## Earnings

Homefts Bancorp,Inc.

Net Income
(\$ in millions)


## Diluted EPS


Q1Q2Q3
Q4

## Profitability

Return on Average Assets


Return on Tangible Common Equity ${ }^{(1)}$


Return on Average Equity


Efficiency Ratio


## Organic Loan Growth

(excludes acquisition accounting \& unearned income)


Net PPP loans at September 30, 2021 = $\$ 96$ million with $\$ 3.3$ million in remaining deferred lender fees

## Loan Portfolio Excluding PPP Loans

## Composition

Consumer, 2\%
Home Equity, 3\%


Market Diversification

Mississippi, 3\%


## Select Industry Exposure

Homefts Bancorp, Inc.
(as of September 30, 2021)

| (dollars in thousands) | Total |  | PPP Loans |  | Loans Excluding PPP |  | Allowance |  | \% ALL by Industry | \% ALL by Industry Excluding PPP | NPL's | NPL's / <br> Total Loans | NPL's / Loans Excluding PPP |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail CRE | \$ | 186,456 | \$ | - | \$ | 186,456 | \$ | 3,764 | 2.02 \% | 2.02 \% \$ | 1,165 | 0.06 \% | 0.07 \% |
| Hotels and short-term rentals |  | 103,457 |  | 5,461 |  | 97,996 |  | 3,835 | 3.71 | 3.91 | 702 | 0.04 | 0.04 |
| Restaurants and bars |  | 81,482 |  | 15,004 |  | 66,478 |  | 2,090 | 2.56 | 3.14 | - | - | - |
| Energy |  | 49,371 |  | 9,129 |  | 40,242 |  | 1,037 | 2.10 | 2.58 | 1,896 | 0.10 | 0.11 |
| Credit Cards |  | 3,948 |  | - |  | 3,948 |  | 314 | 7.95 | 7.95 | 13 | - | - |
| Other |  | 1,450,462 |  | 65,966 |  | 1,384,496 |  | 13,109 | 0.90 | 0.95 | 10,725 | 0.57 | 0.59 |
| Total |  | 1,875,176 | \$ | 95,560 |  | 1,779,616 | \$ | 24,149 | 1.29 \% | 1.36 \% \$ | 14,501 | 0.77 \% | 0.81 \% |

## Loans Excluding PPP



COVID-19 Loan Deferrals

| As of | Deferred Amount <br> (in millions) | $\%$ of Total Loans |
| :---: | :---: | :---: |
| $6 / 30 / 2020$ | $\$ 559$ | $28 \%$ |
| $12 / 31 / 2020$ | $\$ 36$ | $2 \%$ |
| $9 / 30 / 2021$ | $\$ 4$ | less than $1 \%$ |

## Changes in ALL

## Homefts Bancorp,Inc.



| (dollars in thousands) | 9/30/2020 | 12/31/2020 | 3/31/2021 | 6/30/2021 | 9/30/2021 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Loans | \$ 1,955,297 | \$ 1,979,954 | \$ 1,979,868 | \$ 1,918,488 | \$ 1,875,176 |
| Less: PPP Loans | 254,487 | 221,220 | 235,681 | 197,614 | 95,560 |
| Loans Excluding PPP Loans | \$ 1,700,810 | \$ 1,758,734 | \$ 1,744,187 | \$ 1,720,874 | \$ 1,779,616 |
| Nonperforming Loans | \$ 22,853 | \$ 18,679 | \$ 15,693 | \$ 13,976 | \$ 14,501 |
| ALL / Total Loans | 1.69 \% | 1.66 \% | 1.51 \% | 1.39 \% | 1.29 \% |
| ALL / Loans Excluding PPP | 1.94 \% | 1.87 \% | 1.72 \% | 1.55 \% | 1.36 \% |
| ALL / NPL's | 144 \% | 176 \% | 191 \% | 191 \% | 167 \% |
| ALL / Assets | 1.28 \% | 1.27 \% | 1.11 \% | 0.97 \% | 0.87 \% |

## Credit Quality Trends

NPAs / Assets


NPAs / Total Assets — Originated NPAs / Total Assets
Net Charge-offs / YTD Average Loans


Homefts Bancorp, Inc.

## ALL / NPAs



Loans Past Due


[^0]- Originated Past Due / Originated Loans


## Deposits

Homefts Bancorp, Inc.


- Post 2019 deposit growth largely due to government stimulus \& other factors related to COVID-19
- NOW account deposits include $\$ 41$ million in brokered deposits, which were acquired in 2020.

| (dollars in thousands) | 12/31/2019 |  | 12/31/2020 |  | 9/30/2021 |  | Change |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2021 vs 2020 | 2021 vs 2019 |  |
| Demand Deposits | \$ | 437,828 |  |  | \$ | 615,700 | \$ | 728,352 | \$ | 112,652 | \$ | 290,524 |
| Savings |  | 201,887 |  | 250,165 |  |  |  | 280,651 |  | 30,486 |  | 78,764 |
| Money Market |  | 273,741 |  | 333,078 |  | 355,923 |  | 22,845 |  | 82,182 |
| NOW |  | 512,054 |  | 646,085 |  | 669,414 |  | 23,329 |  | 157,360 |
| CDs |  | 395,465 |  | 368,793 |  | 331,377 |  | $(37,416)$ |  | $(64,088)$ |
| Total Deposits | \$ | 1,820,975 | \$ | 2,213,821 | \$ | 2,365,717 | \$ | 151,896 | \$ | 544,742 |

Baton Rouge, 4\%


## Yields



Yield on Loans ${ }^{(1)}$


## Homefts Bancorp, Inc.

- As of September 2021 for PPP loans:
- Average YTD loans: $\$ 203.5$ million
- YTD lender fee income: $\$ 9.4$ million
- Average QTD loans: $\$ 144.6$ million
- QTD lender fee income: $\$ 4.4$ million
- As of September 30, 2021:
- Cash up $\$ 228$ million, or $123 \%$, YoY
- $72 \%$ of total loans have a fixed rate

Cost of Interest-Bearing Liabilities


## Noninterest Income \& Expense

Noninterest Income ${ }^{(1)} /$ Assets


Noninterest Expense ${ }^{(1)} /$ Assets


| (dollars in thousands) | $\begin{gathered} \hline 3 Q \\ 2020 \end{gathered}$ | $\begin{gathered} \hline 4 \mathrm{Q} \\ 2020 \end{gathered}$ | $\begin{gathered} 1 Q \\ 2021 \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ 2021 \end{gathered}$ | $\begin{gathered} 3 Q \\ 2021 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Service fees and charges | \$ 1,123 | \$ 1,117 | \$ 1,072 | \$ 1,146 | \$ 1,260 |
| Bank card fees | 1,331 | 1,273 | 1,306 | 1,591 | 1,519 |
| Gain on sale of loans | 904 | 1,082 | 1,168 | 559 | 415 |
| Loss on sale of assets, net | - | - | - | (457) | (3) |
| Other | 436 | 578 | 514 | 455 | 2,192 |
| Total noninterest income | \$ 3,794 | \$ 4,050 | \$ 4,060 | \$ 3,294 | \$ 5,383 |

- Strong YTD income on the sale of mortgage loans
- Natchez, MS branch sold and leased back in June 2021
- Sale of Vicksburg, MS location to close in January 2022
- Other includes BOLI benefits of \$1.7 million in 3Q 2021

| (dollars in thousands) | $\mathbf{3 Q}$ | $\mathbf{4 Q}$ | $\mathbf{1 Q}$ | $\mathbf{2 Q}$ | $\mathbf{3 Q}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 1}$ |
| Compensation | $\$ 9,740$ | $\$ 9,417$ | $\$ 9,664$ | $\$ 9,687$ | $\$ 9,809$ |
| Data processing | 1,851 | 1,913 | 1,986 | 2,159 | 2,118 |
| Occupancy | 1,686 | 1,719 | 1,696 | 1,733 | 1,717 |
| Provision for unfunded | - | - | - | 375 | - |
| Other | 2,839 | 2,947 | $\mathbf{2 , 6 2 0}$ | 2,614 | 2,787 |
| Total noninterest expense | $\mathbf{\$ 1 6 , 1 1 6}$ | $\mathbf{\$ 1 5 , 9 9 6}$ | $\mathbf{\$ 1 5 , 9 6 6}$ | $\mathbf{\$ 1 6 , 5 6 8}$ | $\mathbf{\$ 1 6 , 4 3 1}$ |

Noninterest expense excl. provision for unfunded
\$16,116 \$15,996 \$15,966 \$16,193 \$16,431

- Continued investment in technology, infrastructure and people to enhance customer experience.
- Additional branch closed in October 2021
(1) Excludes noncore items. See appendix for reconciliation of non-GAAP items.


## HBCP Stock Performance

(as of October 27, 2021)
Total Return (Monthly \%) - Since 2008


Total Return (Daily \%) - 3 Years


## Capital

Dividends Per Share


## Share Repurchase Activity

- 2020 Repurchase Plan Highlights
- 143,920 shares repurchased in 2020 at an average price of $\$ 25.79$
- 243,497 shares repurchased in 2021 at an average price of $\$ 36.13$
- Total cash deployed of $\$ 12.5$ million
- 56,583 shares remaining under 2020 Repurchase Plan at September 30, 2021
- 2021 Repurchase Plan announced for 430,000 shares on October 26, 2021

Capital Ratios (Bank only)


- Tier 1 leverage capital reduced in 2020 and 2021 due to:
- PPP loan growth
- Increased cash associated with deposit growth


## Investment Perspective

Strong earnings and shareholder returns

Conservative, well-managed credit culture

Market disruption creates new opportunities

Well capitalized with capacity for continued growth

Disciplined acquirer

Insider owners committed to continual improvement

## Home㤢Bancorp,Inc.

## WE ARE

## ONETEAM,

CREATING

## EXCEPTIONAL

 CUSTOMER
## EXPERIENCES



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## Appendix

## (non-GAAP reconciliation)

## Home姷Bancorp,Inc.

| (dollars in thousands, except per share data) | 3Q 2020 |  | 4Q 2020 |  | 1Q 2021 |  | 2Q 2021 |  | 3Q 2021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total shareholders' equity | \$ | 315,068 | \$ | 321,842 | \$ | 328,610 | \$ | 337,812 | \$ | 344,149 |
| Less: intangible assets | 63,439 |  | 63,112 |  | 62,813 |  | 62,520 |  | 62,229 |  |
| Non-GAAP tangible shareholders' equity | \$ | 251,629 | \$ | \$ 258,730 | \$ | \$ 265,797 |  | \$ 275,292 | \$ | 281,920 |
|  |  |  |  |  |  |  |  |  |  |  |
| Reported net income | \$ | 8,782 | \$ | 10,580 | \$ | 11,928 | \$ | 11,396 | \$ | 15,059 |
| Add: amortization CDI, net tax |  | 267 |  | 258 |  | 237 |  | 232 |  | 230 |
| Non-GAAP tangible net income | \$ | 9,049 | \$ | 10,838 | \$ | 12,165 | \$ | 11,628 | \$ | 15,289 |
|  |  |  |  |  |  |  |  |  |  |  |
| Return on average equity |  | 11.1 \% |  | 13.2 \% |  | 14.8 \% |  | 13.7 \% |  | 17.5 \% |
| Add: intangible assets |  | 3.2 |  | 3.7 |  | 3.9 |  | 3.5 |  | 4.2 |
| Non-GAAP return on tangible common equity |  | 14.3 \% |  | 16.9 \% |  | 18.7 \% |  | 17.2 \% |  | $\underline{21.7}$ \% |
|  |  |  |  |  |  |  |  |  |  |  |
| Book value per share | \$ | 35.68 | \$ | 36.82 | \$ | 37.73 | \$ | 38.92 | \$ | 40.38 |
| Less: intangible assets |  | 7.19 |  | 7.22 |  | 7.21 |  | 7.20 |  | 7.30 |
| Non-GAAP tangible book value per share | \$ | 28.49 | \$ | 29.60 | \$ | 30.52 | \$ | 31.72 | \$ | 33.08 |

## Appendix

## (non-GAAP reconciliation)

## Home Bancorp, inc.

| (dollars in thousands) | 3Q 2020 |  | 4Q 2020 |  | 1Q 2021 |  | 2Q 2021 |  | 3Q 2021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported net income | \$ | 8,782 | \$ | 10,580 | \$ | 11,928 | \$ | 11,396 | \$ | 15,059 |
| Less: PPP loan income |  | 1,729 |  | 2,793 |  | 3,894 |  | 2,372 |  | 4,742 |
| Add: provision (reversal) for loan losses |  | - |  | - |  | $(1,703)$ |  | $(3,425)$ |  | $(2,385)$ |
| Add: provision for credit losses on unfunded commitments |  | - |  | - |  | - |  | 375 |  | - |
| Add: income tax expense |  | 2,168 |  | 2,673 |  | 2,964 |  | 2,865 |  | 3,412 |
| Pre-tax, pre-provision, pre-PPP earnings | \$ | 9,221 | \$ | 10,460 | \$ | 9,295 | \$ | 8,839 | \$ | 11,344 |
|  |  |  |  |  |  |  |  |  |  |  |
| Average total loans |  | 971,174 |  | 1,984,969 |  | ,987,264 |  | 963,935 |  | 896,808 |
| Less: average PPP loans |  | 252,504 |  | 243,721 |  | 238,813 |  | 228,114 |  | 144,626 |
| Average total loans excluding PPP loans |  | 718,670 |  | 1,741,248 |  | ,748,451 |  | 735,821 |  | 752,182 |
|  |  |  |  |  |  |  |  |  |  |  |
| Loan yield |  | 4.94 \% |  | 5.20 \% |  | 5.21 \% |  | 4.95 \% |  | 5.60 \% |
| Negative (positive) impact of PPP loans |  | 0.34 |  | 0.11 |  | (0.18) |  | 0.11 |  | (0.60) |
| Loan yield excluding PPP loans |  | 5.28 \% |  | 5.31 \% |  | 5.03 \% |  | 5.06 \% |  | 5.00 \% |
|  |  |  |  |  |  |  |  |  |  |  |
| Net interest margin |  | 3.82 \% |  | 4.11 \% |  | 4.14 \% |  | 3.75 \% |  | 4.16 \% |
| Negative (positive) impact of PPP loans |  | 0.14 |  | (0.05) |  | (0.26) |  | (0.04) |  | (0.52) |
| Net interest margin excluding PPP loans |  | 3.96 \% |  | 4.06 \% |  | 3.88 \% |  | 3.71 \% |  | 3.64 \% |

## Appendix

(non-GAAP reconciliation)
Homeffs Bancorp, Inc.


## Appendix

## (non-GAAP reconciliation)

| (dollars in thousands) | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  | Sep-21 YTD |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported noninterest income | \$ | 8,770 | \$ | 11,157 | \$ | 9,962 | \$ | 13,447 | \$ | 14,415 | \$ | 14,305 | \$ | 12,737 |
| Less: BOLI benefit |  | - |  | - |  | - |  | - |  | 1,194 |  | - |  | 1,717 |
| Less: gain (loss) on sale of assets |  | - |  | 641 |  | (69) |  | - |  | (347) |  | - |  | (457) |
| Non-GAAP noninterest income | \$ | 8,770 | \$ | 10,516 | \$ | 10,031 | \$ | 13,447 | $\stackrel{1}{ }$ | 13,568 | \$ | 14,305 | \$ | 11,477 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Reported noninterest expense | \$ | 42,022 | \$ | 46,797 | \$ | 46,177 | \$ | 63,225 | \$ | 63,605 | \$ | 62,981 | \$ | 48,965 |
| Less: lease termination |  | - |  | - |  | - |  | - |  | 291 |  | - |  | - |
| Less: severance pay |  | - |  | - |  | - |  | - |  | 287 |  | - |  | - |
| Less: merger-related expenses |  | 1,411 |  | 856 |  | 1,086 |  | 2,010 |  | - |  | - |  | - |
| Non-GAAP noninterest expense | \$ | 40,611 | \$ | 45,941 | \$ | 45,091 | \$ | 61,215 | \$ | 63,027 | \$ | 62,981 | \$ | 48,965 |


[^0]:    - Past Due Loans / Loans

