



TRUXTON TRUST

A PRIVATE BANK

Annual Meeting of Shareholders

May 20, 2020

Thomas S. Stumb

Chairman and Chief Executive Officer

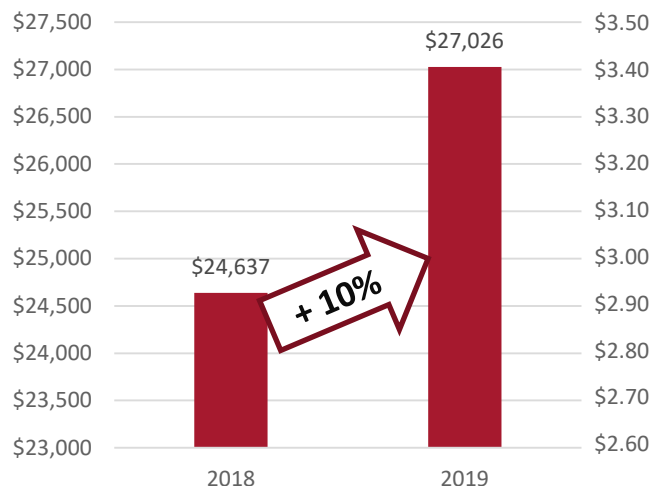
Andrew L. May

President and Chief Financial Officer

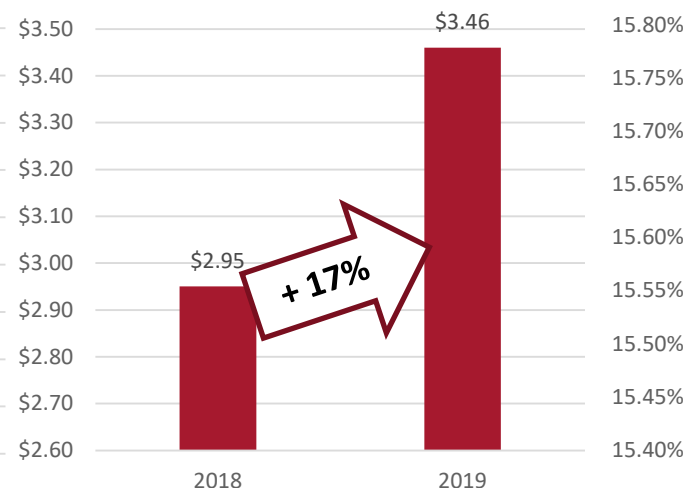


2019 Financial Highlights

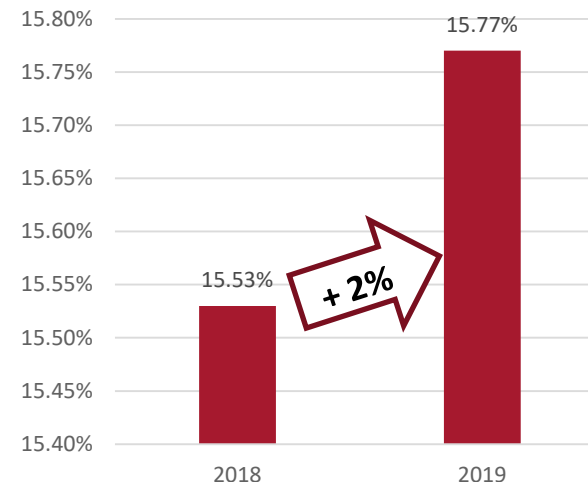
Revenue (000's)



Fully Diluted EPS



ROAE



- Fully diluted EPS increased 17% in 2019
- Adjusted ROAE increased 2% in 2019
- Dividend increased by 13.6% to an annualized \$1.00 per share in 2019
- Net Interest Margin decreased 4 basis points in 2019 compared to 2018
- “Bank” Tier 1 Leverage Ratio was 11.30% at year end 2019
- We ended 2019 with an Efficiency Ratio of 55.67%

Growth is Continuing in 2020



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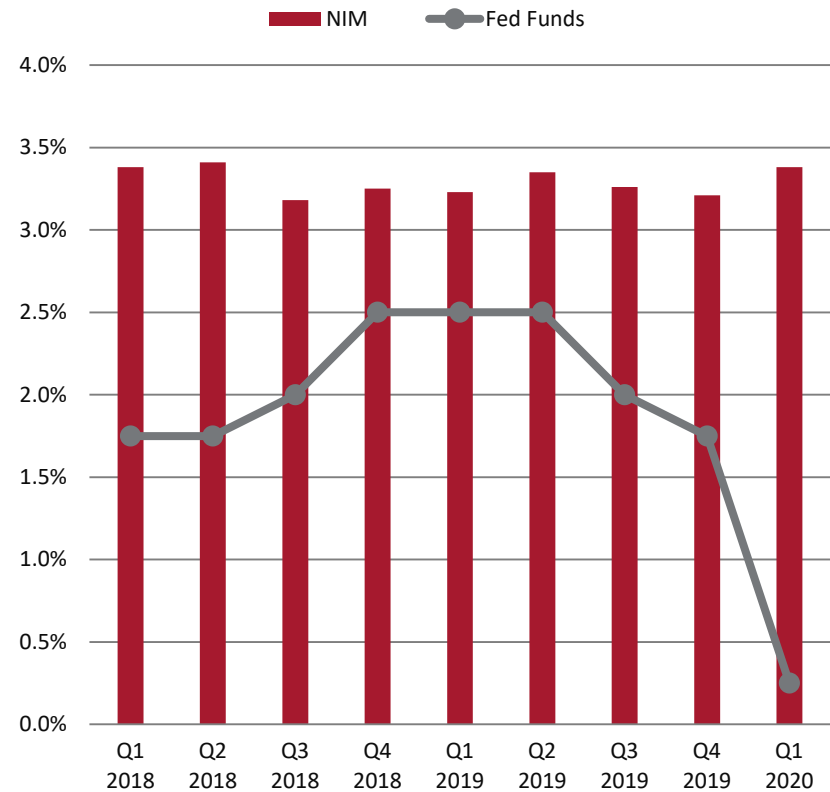
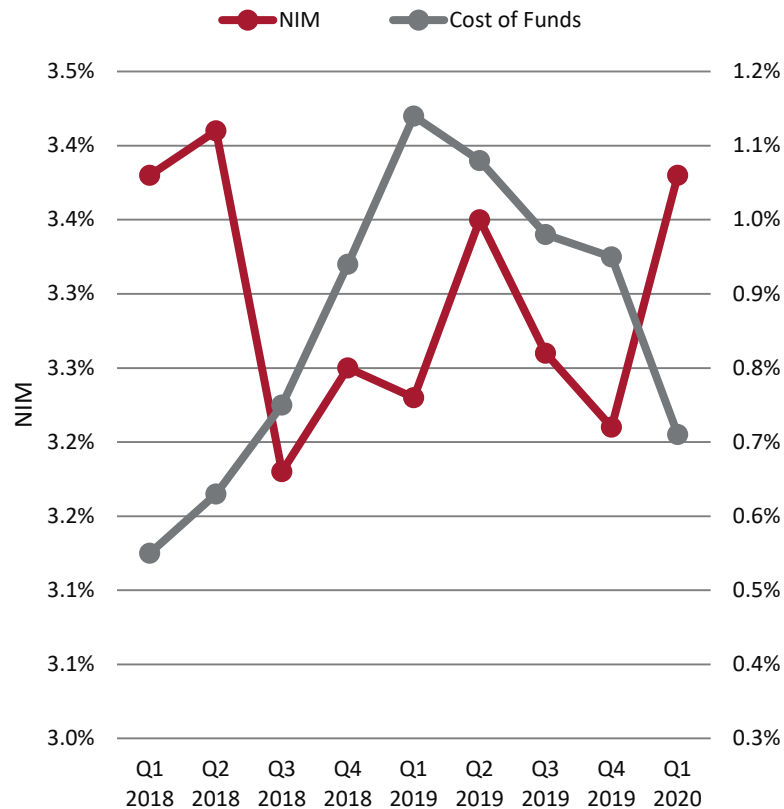
Truxton Trust continues to experience growth in the new year.
Pre-tax income increased 11.7% in Q1 2020 compared to Q1 2019

\$ in thousands Income Summary	Quarter Ended March 31		
	2020	2019	% Change
Net Interest Income	\$4,219	\$3,649	15.6%
Provision for Loan Losses	\$185	\$0	NM
Non-Interest Income	\$3,023	\$2,872	5.3%
Non-Interest Expense	\$4,030	\$3,810	5.8%
Earnings Before Taxes	\$3,027	\$2,711	11.7%
Income Tax Expense	\$550	\$523	5.2%
Net Income	\$2,477	\$2,188	13.2%
Balance Sheet			
Assets	\$541,364	\$494,046	9.6%
Loans	\$379,072	\$339,176	11.8%
Deposits	\$429,301	\$411,400	4.4%
Stockholders' Equity	\$65,347	\$59,293	10.2%
Asset Quality			
Allowance for Loan Losses	\$3,592	\$3,356	7.0%
Allowance to Gross Loans	0.95%	0.99%	-4.0%

Deposit Costs are Falling



Decrease in Cost of Funds < Rise in Yield on Earning Assets = NIM expansion

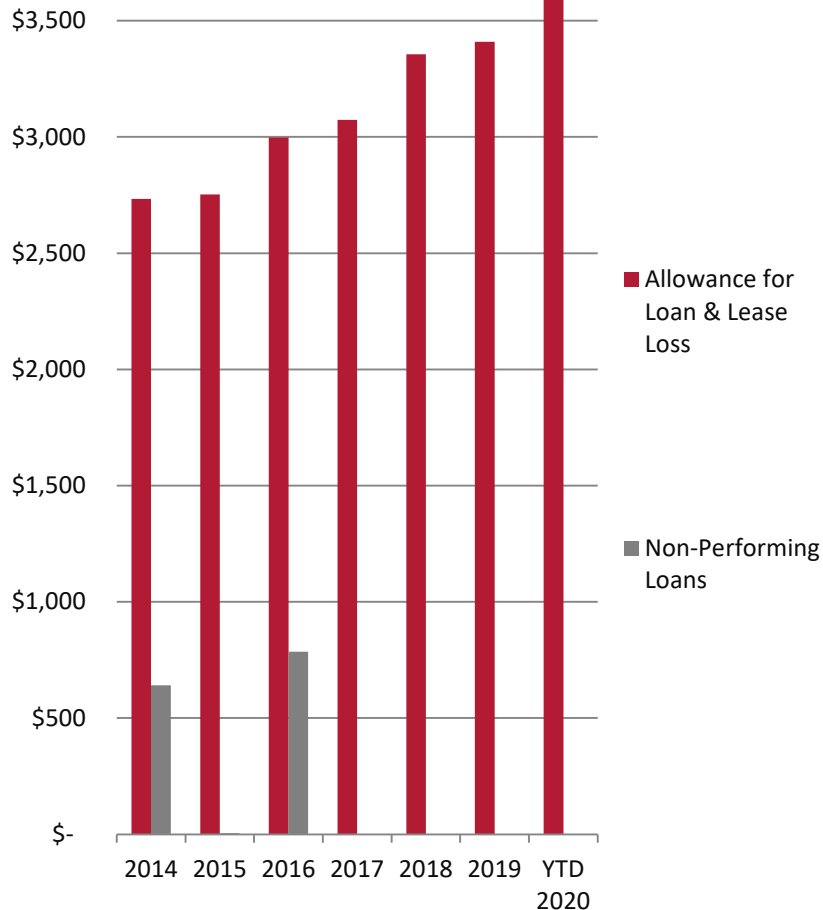


Safe and Reliable Credit Quality



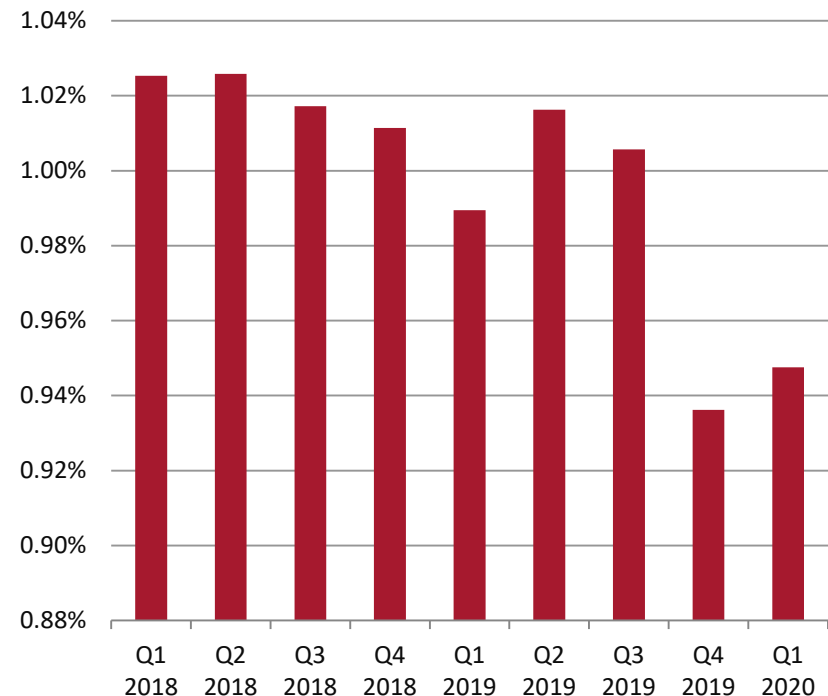
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Allowance vs. Non-Performing (\$000's)



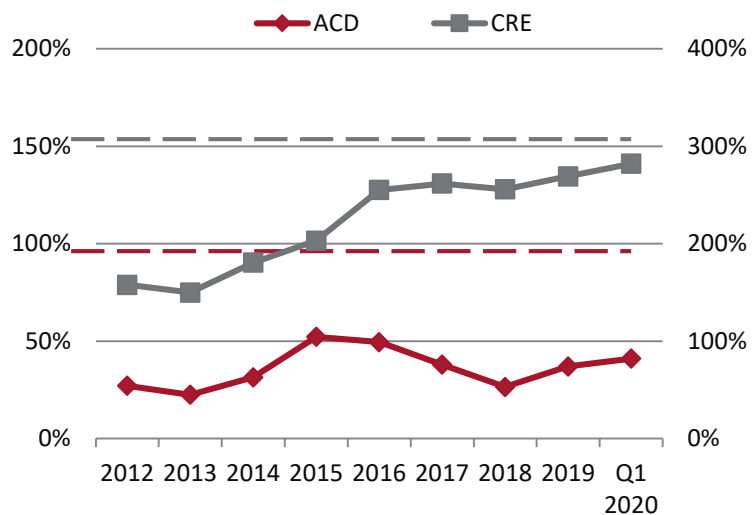
- 30+ days past due: \$341,000
- No Non-Performing Assets
- No “Other Real Estate Owned”

Reserves / Loans

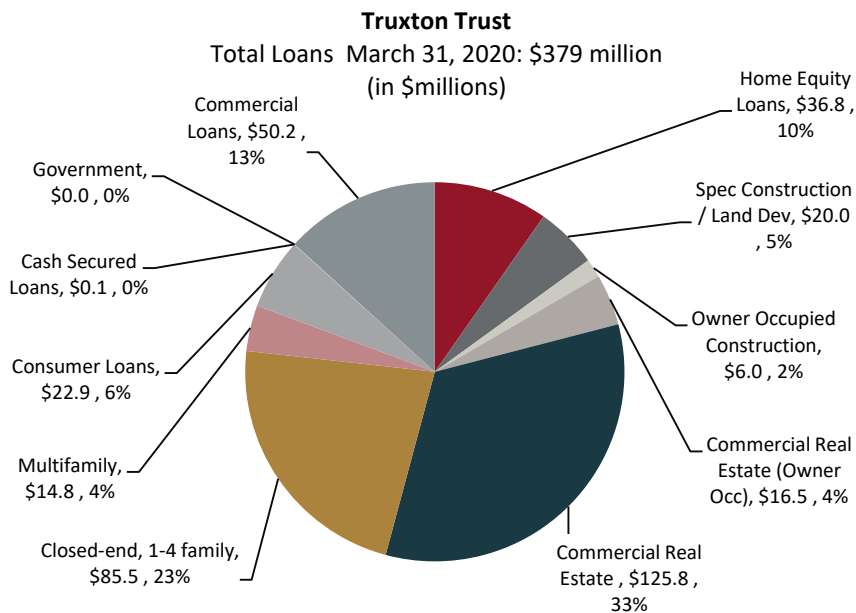




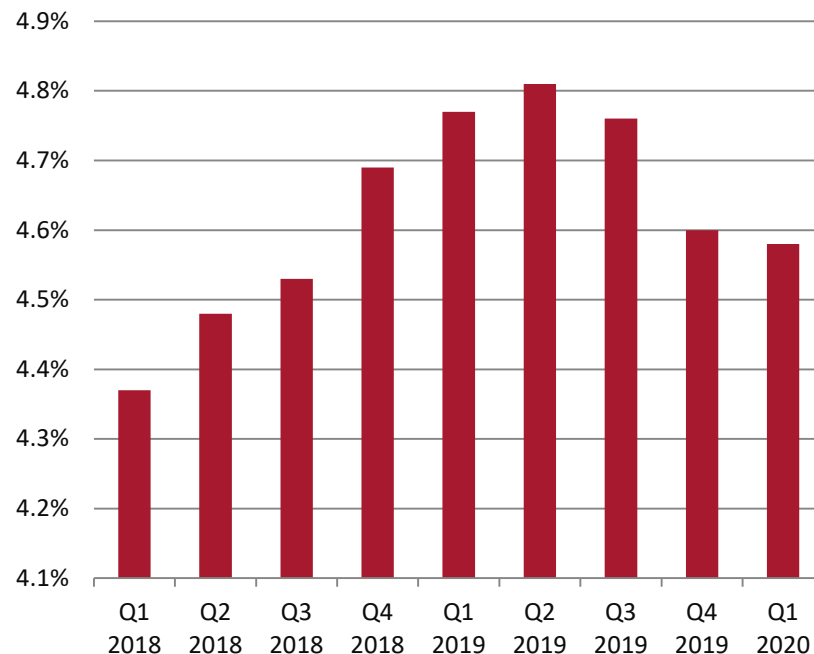
We Have Conservative, Diversified Loans



- Risky Commercial Real Estate below regulatory limits for Commercial Real Estate and Acquisition, Construction & Development, although we are approaching the CRE limit of 300%
- Our average loan yield has decreased with decreasing Fed rates

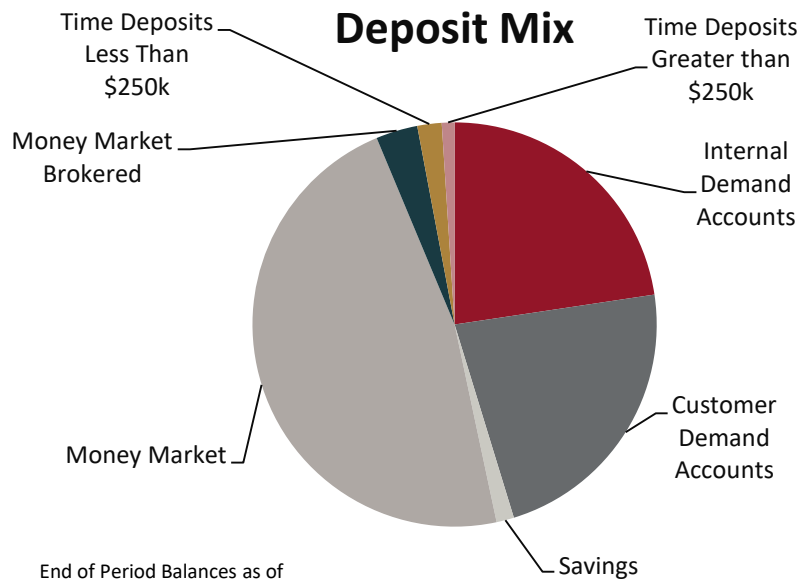


Average Loan Yield

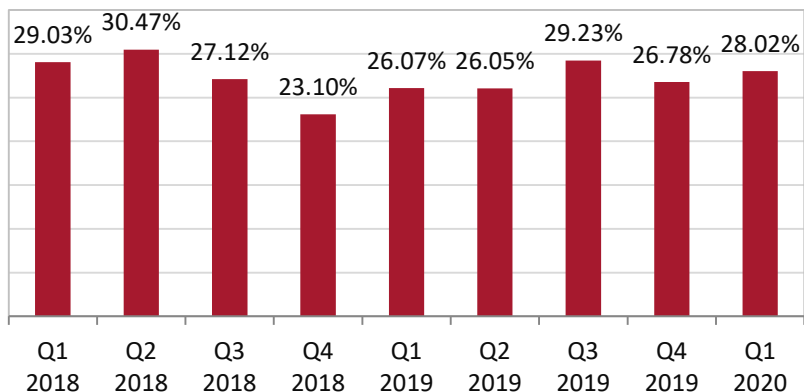




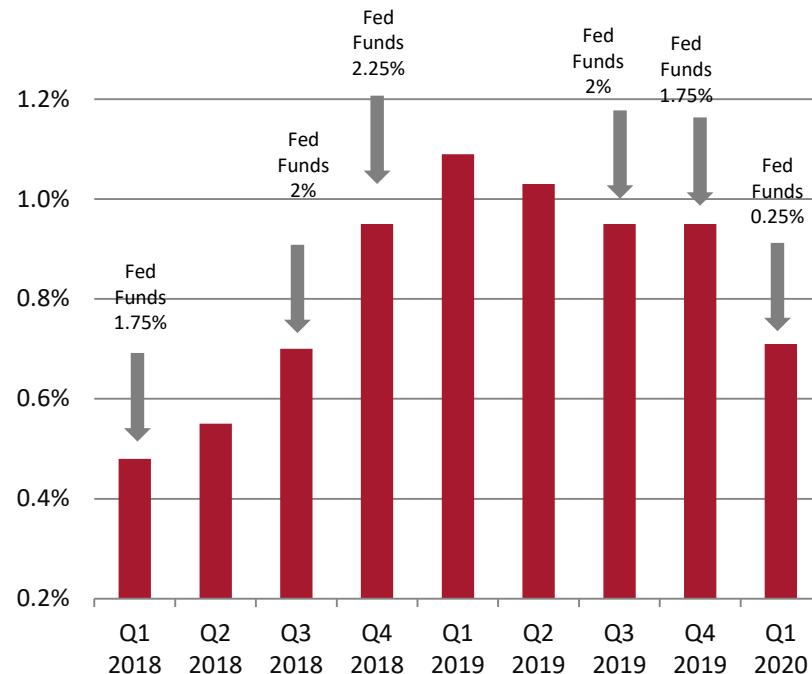
Deposits



NIBA / Total Deposits



Cost of Deposits After Effect of NIBA

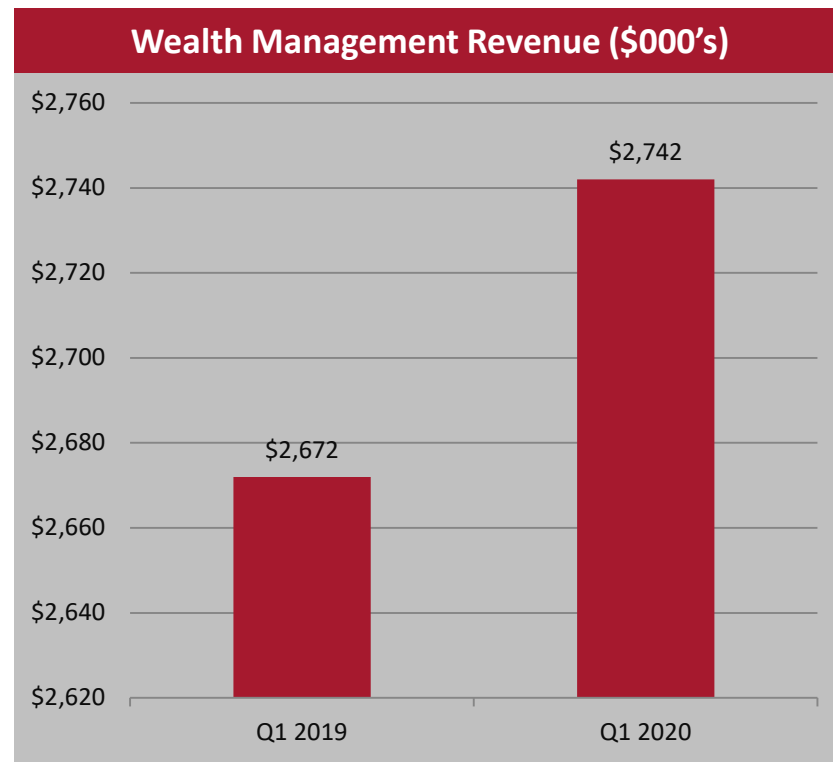
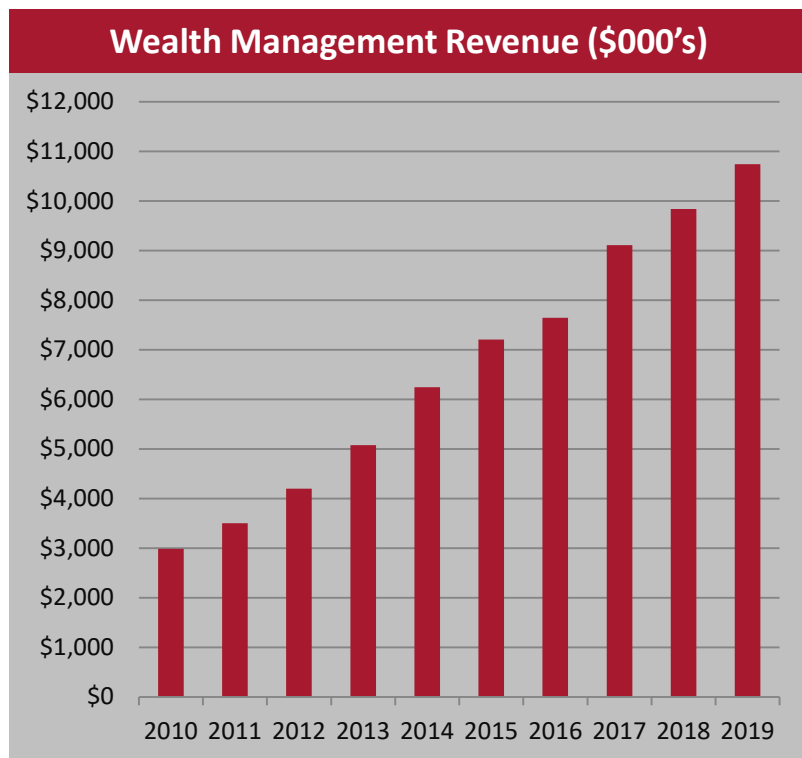


- We have a well balanced Deposit Mix
- Our cost of Funds continues to decrease along with decreasing Fed Funds rates



Wealth Management Growth Continues

- Non-interest income constituted 43% of total revenue in 2019
- Wealth management services represents 90.7% of total non-interest income YTD 2020
- Wealth management revenue increased 2.62% in Q1 2020 compared to Q1 2019



TRUX Financial Returns are Excellent



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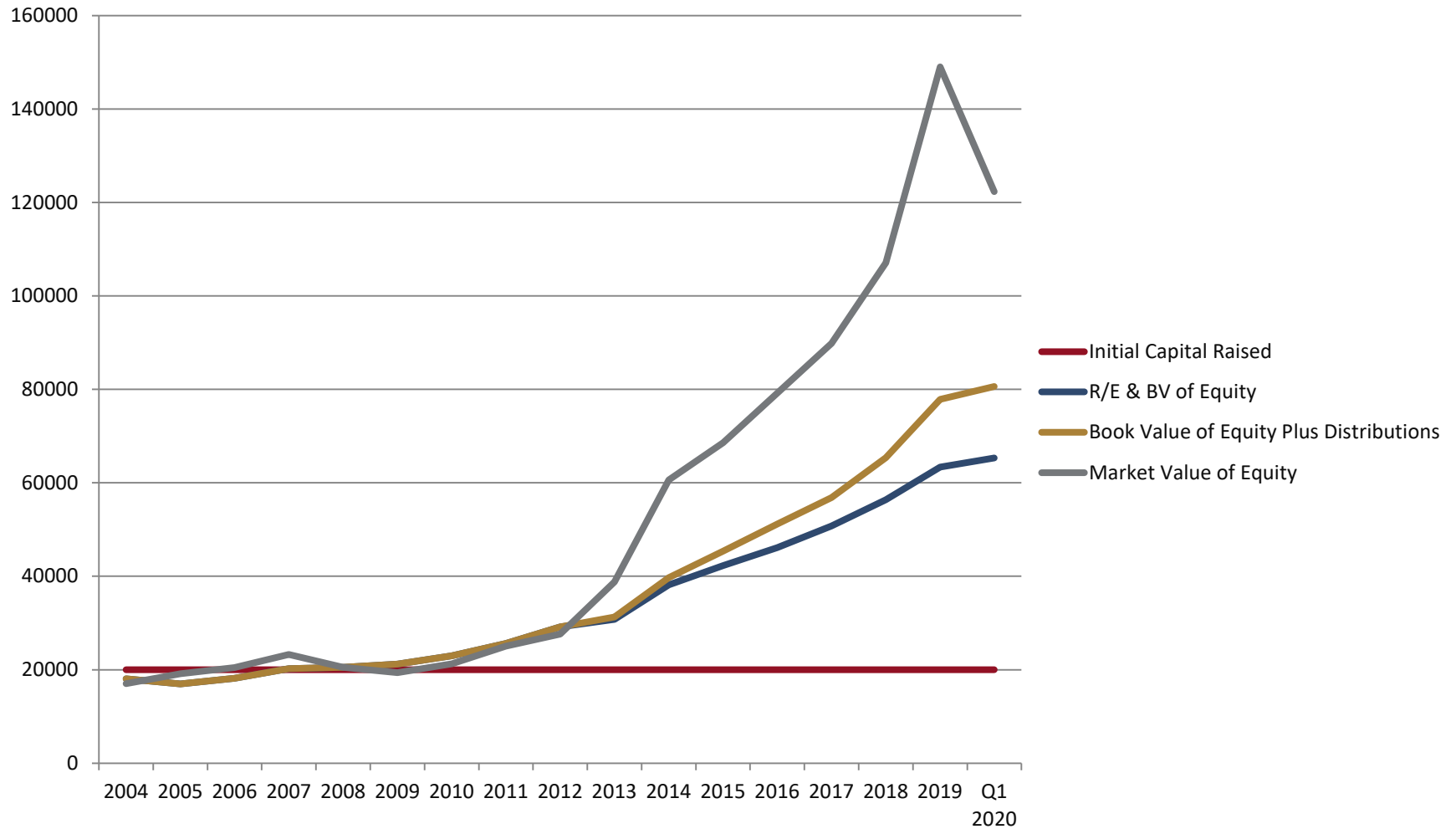
- Efficiency ratio decreased by 12.32% in Q1 2020 compared to Q1 2019
- Net interest margin (NIM) increased 4.64% compared to Q1 2019
- Return on average assets (ROAA) up 4 basis points from Q1 2019
- Return on average equity (ROAE) down 19 basis points from Q1 2019
- Tier 1 Leverage Ratio for the Bank remains very conservative – making the returns more impressive

Capital Ratios	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
Efficiency Ratio	58.53%	54.60%	57.97%	55.67%	65.74%
Net Interest Margin	3.23%	3.35%	3.26%	3.21%	3.38%
ROAA	1.81%	2.05%	1.97%	1.89%	1.85%
ROAE	15.41%	16.69%	16.02%	15.77%	15.22%
Tier 1 Leverage Ratio (Bank)	11.14%	11.15%	11.33%	11.30%	11.21%
Tangible Equity / Tangible Assets	12.00%	12.70%	12.35%	11.76%	12.07%

We are Creating Value from your Capital

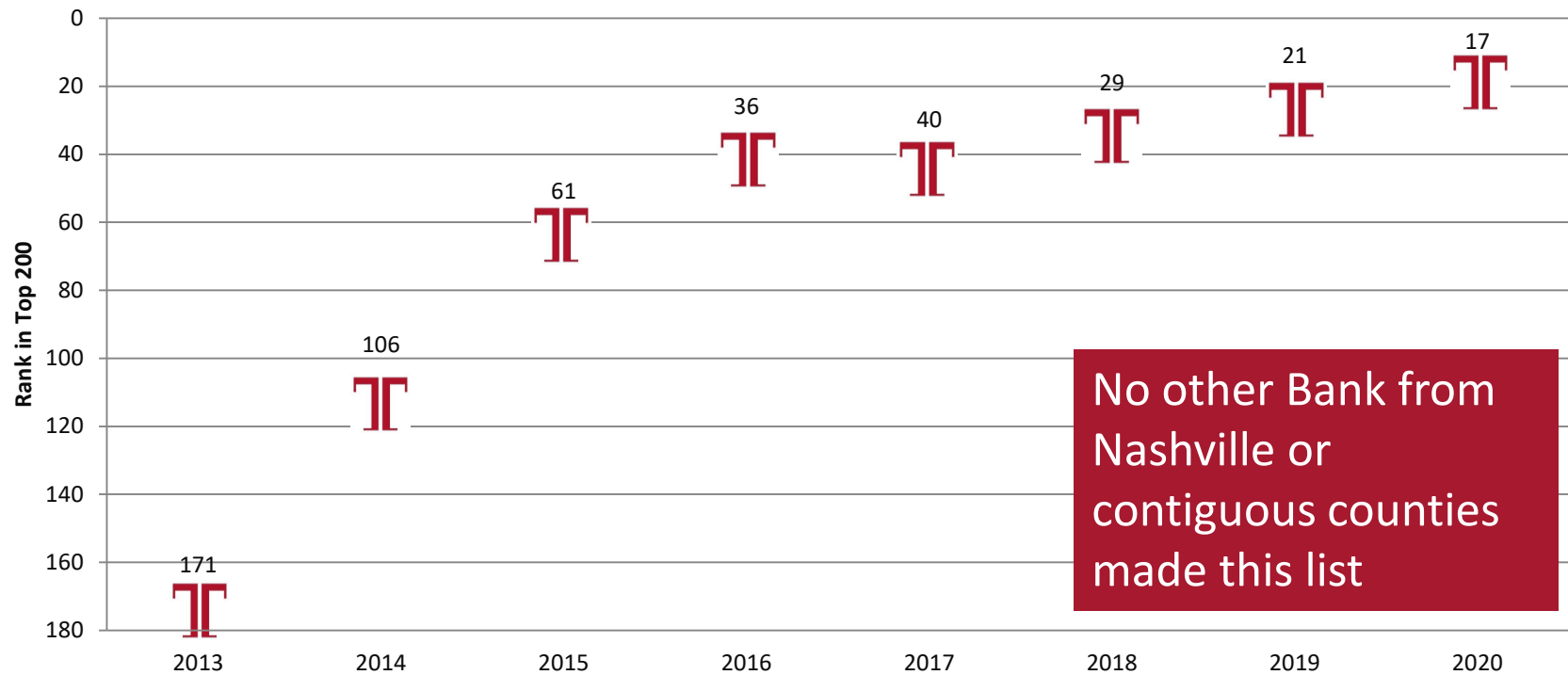


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External Validation

American Banker Top 200 Community Banks



To do the right thing every day,
putting our clients' interests first,
with distinctive, comprehensive financial solutions
that protect and promote
client prosperity and quality of life.