



# STEPHENS NON-DEAL ROADSHOW PREP PACKET

**TriState Capital Holdings (TSC) – San Diego, Portland and San Francisco**

June 11 – 12, 2019

## TriState Capital Holdings (TSC) – San Diego, Portland and San Francisco Non-Deal Roadshow

### Questions/Topics of Discussion

#### Loan Growth:

- With the recent macro events around tariffs are you seeing loan growth slow in your private banking portfolio? Are a significant portion of your clients affected by the tariffs?
- There has been a large amount of market disruption across the entire country as of late. Do you have any lenders on the target list that may come available to hire? Have you already hired any new lenders due to the disruption?

#### Net Interest Margin:

- The topic de jour as of late has been focused on the change in the Fed's rate outlook. With most of your loan book tied to LIBOR how big of an impact do you expect this to have on margin? Have you begun to hedge the potential of rate cut?
- On the deposit side ~1/4 of your deposits are tied to LIBOR. Do you expect to see deposit cost decline if rates continue down their current path? On non-variable deposits what have you seen in terms of pricing pressure?
- On the NII front, do you believe the current rate environment will allow you to maintain a ~15% growth rate?

#### M&A:

- With the recent capital raise it feels like an M&A deal is right around the corner. Could you give us an update on 1) the size and location of an asset manager you are looking for & 2) update us on the progress of completing a deal?

#### Chartwell:

- Could you just give us an update here? Any headwinds due to the volatile macro environment? Still comfortable with guidance of double digit organic growth?

#### Expenses:

- As a premier growth bank, it's a tall task to limit operating expense growth to single-digits. Could you walk us through your strategy to limiting op. expense growth? If you do limit the growth to single-digits what level of leverage do you expect to see on incremental revenue dollars?

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### **Stephens TSC Report:**

[Good Headline EPS; Solid Revenue Growth](#)

### **Stephens TSC Model:**

[TSC Model](#)

Stephens Inc. working model and published research report attached.  
For current disclosures on this company, please access the attached research report.

## OTHER DISCLOSURES

Note: The purpose of this document is to suggest questions investors might like to ask company management and to help investors develop their own questions. This document is not intended to express any opinion or investment recommendation.

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