

**Ameris Bancorp**  
**Investor Presentation**  
**September 2018**



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# The Ameris Bancorp Story

## Top Quartile Results

Consistent balance sheet growth, stable margin and improving efficiency ratio:

- Loan and deposit growth outlook still in double-digits
- Catalysts already in place for operating efficiency ratio improvement
- Maintain stable margin with loan product diversity and lines of business growth to offset compression effect of increasing deposit betas
- CRE concentrations are moderate and afford the Company room to grow; pipelines are strong and allow us to grow within regulatory guidance limits

## Leader in M&A in the Southeast

- Evaluate M&A opportunities that fit within our culture
- Focused on organizations that have diversified loan portfolios and stable core deposit mix
- Sensitive to TBV dilution and strategy dynamics as we evaluate additional M&A opportunities

# Clear Path to Future Increase in EPS

## Confidence in 2019 financial expectations:

- Maintain margin through funding expertise, capacity and better mix
- Continued double-digit balance sheet growth
- Reliable and profitable growth in all segments of loan production
- \$20 million of operating efficiencies announced (to include data processing, branch realignment, etc.)
- These efficiencies allow reinvestment in:
  - New commercial lenders and deposit sales strategy to bolster loan and deposit growth
  - Risk management
  - Data management
- These cost-saving initiatives buffer the Company against investor concerns regarding:
  - Margin compression due to deposit betas (8 quarters of stable and improving margins)
  - Loan growth slowdown (over 15% average organic loan growth over past 8 quarters)
  - Market and economic slowdown (Southeast economy remains amongst strongest in U.S.)

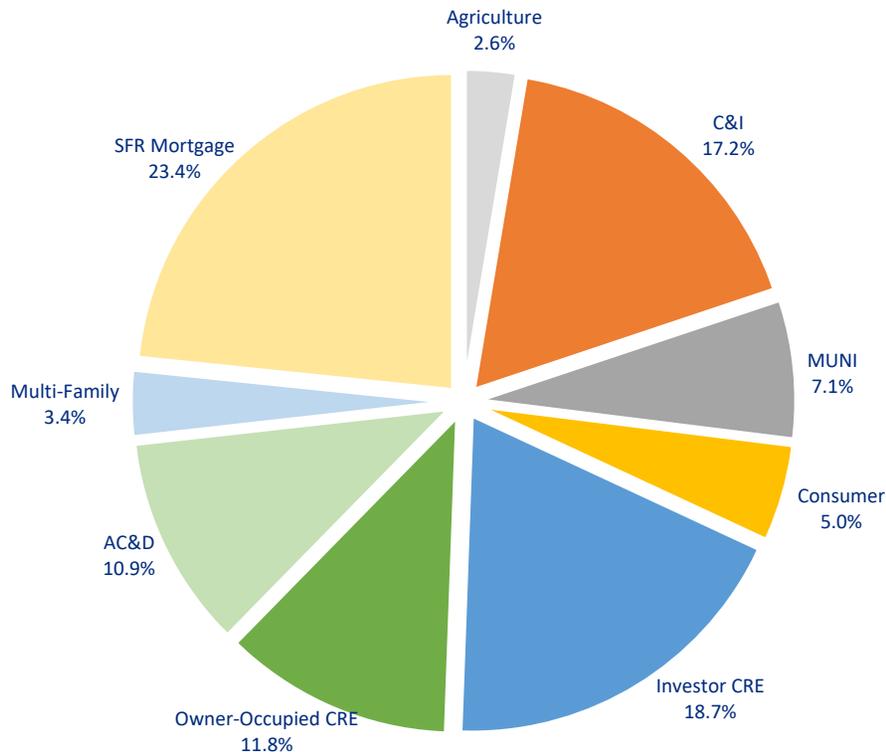
# 2Q18 Acquisitions Update

- Atlantic Coast Financial Corporation (“Atlantic”)
  - **Forecasted \$14.1 million of cost saves; Identified and realized \$15.7 million**
  - Data conversion also completed in 2Q18; operating efficiencies immediate in 3Q18
  - Customer base is stable and employees are focused on growing customer relationships in Jacksonville, Tampa and Orlando
  - Added \$874.9 million in total assets, \$758.5 million in loans and \$584.1 million in total deposits
  - Issued 2,631,520 shares of the Ameris common stock at a value on the closing date of \$147.8 million
  - Expected 3Q18 EPS contribution of \$0.05
- Hamilton State Bancshares, Inc. (“Hamilton”)
  - **Forecasted \$14.5 million of cost saves; Identified \$15.3 million**
  - Data conversion still targeted for early 4Q18; operating efficiencies effective 4Q18
  - Productive team is building strong pipeline and expanding due to additional capacity within Atlanta
  - Added \$1.8 billion in total assets, \$1.3 billion in loans and \$1.6 billion in total deposits
  - Issued 6,548,385 shares of the Ameris common stock at a value on the closing date of \$349.4 million
  - Expected impact to 3Q18 EPS of \$0.05; expected additional impact to 4Q18 EPS of \$0.03

# Credit Quality and Loan Diversification

Continued Diversity of Portfolio with No Concentration Expected

## 2Q 2018 Loan Portfolio



- Largest category of loans < 24% of total
- Participations purchased < 1% of total loans
- Average loan size = \$205M
- Only 10.9% of total loans in Construction or A&D
- CRE and C&D concentrations are 264 and 87%, respectively
- Approval authority vested in 6 Regional Credit Officers. Credit Admin team includes 34 Portfolio Managers, as well as credit support teams specifically for construction management, CRE underwriting and Municipal loans.

# Operating Highlights

	<i>For the quarter</i>		<i>For the year to date period</i>	
	<b>2Q18</b>	<b>2Q17</b>	<b>2018</b>	<b>2017</b>
<b>Asset Growth <sup>(1)</sup></b>	<b>3,167,869</b>	<b>505,827</b>	<b>3,334,494</b>	<b>505,827</b>
<i>Asset Growth Rate</i>	<i>163.53%</i>	<i>14.68%</i>	<i>170.24%</i>	<i>14.68%</i>
<b>Organic Loan Growth</b>	<b>268,020</b>	<b>391,339</b>	<b>421,795</b>	<b>489,851</b>
<i>Organic Loan Growth Rate</i>	<i>18.35%</i>	<i>32.92%</i>	<i>14.83%</i>	<i>21.12%</i>
<b>Total Revenue <sup>(1)</sup></b>	<b>107,306</b>	<b>91,346</b>	<b>202,571</b>	<b>177,642</b>
<i>Total Revenue Growth</i>	<i>17.47%</i>	<i>10.10%</i>	<i>14.03%</i>	<i>12.65%</i>
<b>Core Operating Expenses <sup>(2)</sup></b>	<b>62,343</b>	<b>55,169</b>	<b>120,023</b>	<b>107,565</b>
<i>Core OPEX Growth</i>	<i>13.00%</i>	<i>8.08%</i>	<i>11.58%</i>	<i>6.21%</i>
<b>Operating Efficiency <sup>(3)</sup></b>	<b>57.53%</b>	<b>59.37%</b>	<b>58.67%</b>	<b>59.51%</b>
<b>Legacy NPAs / Assets</b>	<b>0.29%</b>	<b>0.41%</b>		
<b>Credit Related Costs</b>	<b>10,155</b>	<b>2,804</b>	<b>12,505</b>	<b>5,573</b>

(1) Asset growth is materially impacted in 2Q18 by the acquisitions of Atlantic and Hamilton

(2) Core Operating expenses exclude merger related charges, Executive Chairman retirement costs and gain/loss on sale of premises

(3) Operating efficiency ratio is Core Operating Expenses divided by Net Interest Income and Non-interest income

# Total Revenue



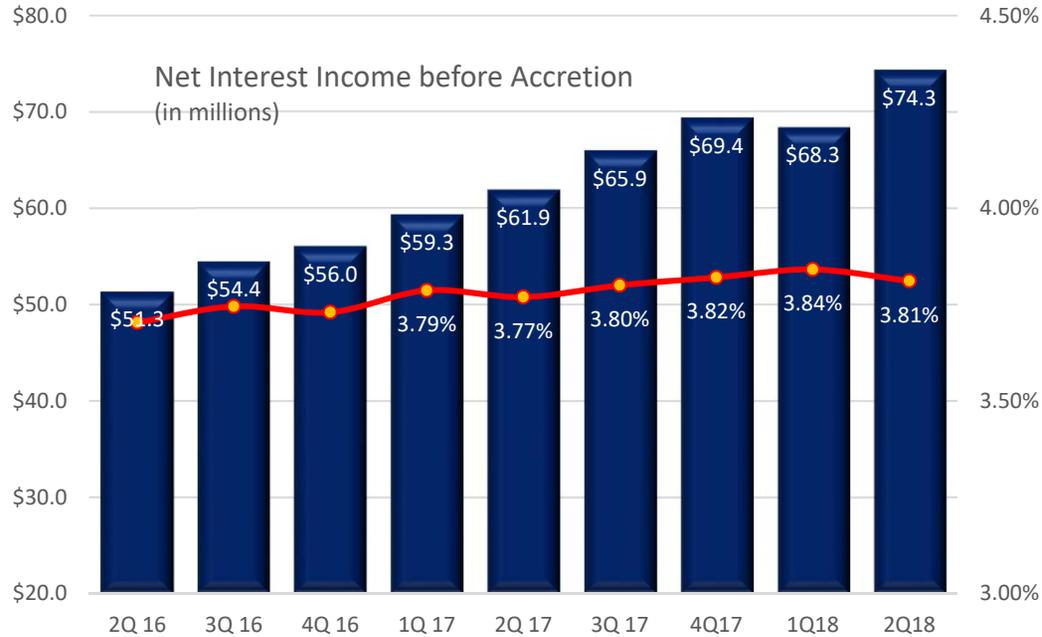
## Spread Revenues

- \$1.24 billion or 18.8% growth in average earning assets over 2Q 2018
- Steady margin with strong growth in existing rate environment. Margin (excluding accretion) of 3.81% in current quarter compared to 3.77% a year ago

## Non-Interest Income

- **Mortgage Revenue** – increased \$947,000, or 6.8% over 2Q 2017 despite tighter gain on sale. Production increased 30.5% to offset the reduced gain on sale
- **Service charges** – remained steady at \$10.6 million due to competitive service charge routines – we remain focused on attracting quality customers
- **SBA revenues** – remained stable compared to 2Q18 due to steady production and slightly increased premium on sale

# Net Interest Margin



*Slight margin compression despite growth in earning assets in current rate environment*

## Spread Income and Margin supported by:

- Growth in average earning assets of \$1.24 billion or 18.8% compared to 2Q17
- Margin (excluding accretion) higher by 4bps compared to 2Q17; despite tax equivalent yield affect of 6bps due to tax law change
- Margin (excluding accretion) lower by 3bps compared to 1Q18 due to higher loan yields offset by increased funding costs

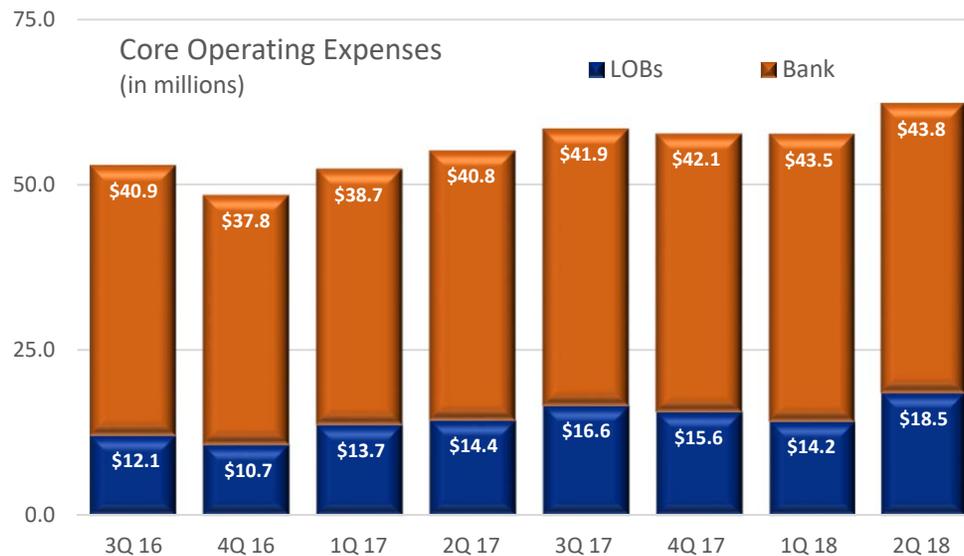
## Accretion income a decreasingly lower part of our revenues:

- 2.0% of revenue in YTD 2018 (6 mos)
- 2.9% of revenue in YTD 2017
- 4.3% of revenue in YTD 2016

Period	Loan Production Details				Total	
	Fixed Rate <sup>(2)</sup>		Variable Rate <sup>(2)</sup>			
2Q18	242.7	5.36%	254.4	5.51%	497.1	5.44%
1Q18	230.4	5.10%	187.2	5.30%	417.6	5.19%
4Q17	264.2	4.79%	203.9	5.03%	468.1	4.89%

# Expenses – 2Q18

## Steady, Adjusted Operating Expenses<sup>(1)</sup>



## OPEX Highlights:

- No appreciable increase in core bank operating expenses
- Increase in operating expense in lines of business relates to higher commissions and incentives, due to increased production
- Continue to monitor expense control throughout the company and look for efficiencies in our administrative functions
- Adjusted operating expenses<sup>(1)</sup> increased \$4.6 million in 2Q18, compared with 1Q18:
  - \$2.2 million increase in commissions and incentives due to increased production
  - \$1.3 million increase in intangible amortization due to acquisitions
  - \$496,000 increase in loss on OREO
  - \$708,000 net increase in all other operating expenses

# Capital and TBV – 2Q18



## Consistent Growth in TBV

- Historically, consistent growth in TBV
- TBV increased \$0.26 in 2Q18, even with completion of 2 acquisitions
- TBV can grow with consistent earnings while maintaining focus on M&A

## Steady Capital Levels Support Growth Rate

- Focus to grow TCE / TA back to peer averages through consistent earnings
- 2Q 2018 Operating ROTCE of 17.3%
- Normalized ROTCE in the range of 16%-18% for 2018

# Investment Rationale

## Operating Performance

- Top quartile return on assets
- Strong ROTCE's that support organic and M&A growth
- Efficiency ratio below 60% with catalysts that will drive us into lower 50% range over next 18 months

## Organic Growth Opportunities

- Organic growth opportunities creates steady double-digit growth
- Recently merged teams have settled into the Ameris culture and are gaining momentum
- Competition for deposits is brisk; however, we have grown deposits while preserving margin, even with increasing deposit betas

## Valuation

- Material discount on earnings relative to Southeastern peer group suggests upside, particularly considering:
  - Top quartile operating ratios
  - Reliable growth outlook (balance sheet and earnings) that are not dependent on increasing prices for M&A.