

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

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FORM 8-K

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CURRENT REPORT  
PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

February 5, 2019  
Date of Report (Date of earliest event reported)

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**Mercantil Bank Holding Corporation**

(Exact name of registrant as specified in its charter)

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Florida  
(State or other jurisdiction  
of incorporation)

001-38534

(Commission  
file number)

65-0032379  
(IRS Employer  
Identification Number)

220 Alhambra Circle  
Coral Gables, Florida  
(Address of principal executive offices)

(305) 460-4038  
(Registrant's telephone number, including area code)

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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**AMERANT**

**Investor Presentation**

February 5, 2019



## Important Notices and Disclaimers

Any statements in this presentation about our expectations, beliefs, plans, objectives, assumptions or future events or performance, including returns on assets, are not historical facts and are forward-looking statements. These statements are often, but not always, made through the use of words or phrases such as "believe," "will," "expect," "anticipate," "project," "target," "seek," "estimate," "intend," "indicate," "designed," "contemplate," "plan," "future," "would," and "should," "could," "continue," "predict," "target," "strategies" and similar words and expressions of the future. Forward-looking statements involve known and unknown risks, uncertainties and assumptions, including the risks outlined under "Risk Factors" in the preliminary prospectus and elsewhere in our filings with the SEC, which may cause actual results, levels of activity, financial condition, performance or achievements to differ materially from any results, levels of activity, financial condition, performance or achievements expressed or implied by any forward-looking statement. Although we believe that the expectations reflected in our forward-looking statements are reasonable, we cannot guarantee future results, events, levels of activity, performance or achievement. We are not under any duty to update any of the forward-looking statements after the date of this presentation to conform these statements to actual results, unless required by law. The Company has no obligation to update any forward-looking statement to reflect changes since the date of the forward-looking statement.

All written or oral forward-looking statements attributable to us are expressly qualified in their entirety by this cautionary notice, together with those risks and uncertainties described in the final prospectus dated December 18, 2018 included in our Registration Statement on Form S-1 filed with the U.S. Securities and Exchange Commission ("SEC"), as amended (the "Registration Statement"), and otherwise in our other SEC reports and filings.

This presentation contains non-GAAP financial measures not presented in accordance with generally accepted accounting principles in the U.S. ("GAAP"). Appendix 2 includes reconciliations of these non-GAAP financial measures to the most directly comparable financial measures calculated in accordance with GAAP. We use certain non-GAAP financial measures, certain of which are included in this presentation, both to explain our results to stockholders and the investment community and in the internal evaluation and management of our businesses. The Company believes that these non-GAAP financial measures and the information they provide enable investors to better understand our performance, especially in light of the one-time gain on our New York City building in 2017 and the additional costs we have incurred in 2017 and 2018 in connection with the spin-off from Mercantil Servicios Financieros, C.A. ("MSF") and related transactions. Certain non-GAAP adjustments for securities gains and losses in the presentation of non-interest income to total revenue for purposes of comparability to peer data from S&P Global Market Intelligence. While we believe that these non-GAAP financial measures are useful in evaluating our performance, this information should be considered supplemental in nature and not as a substitute for or superior to the related information prepared in accordance with GAAP.

All 2018 financial data is unaudited.

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**AMERANT**

## Who We Are

### History

- Founded in 1979
- Acquired in 1987 by MSF<sup>(1)</sup>
- 80.1% Spin-off in August 2018
- Adopted Amerant brand in October 2018
- Completed IPO in December 2018
- MSF no longer controls the Company<sup>(2)</sup>

### Headquarters

- Coral Gables, FL

### Employees

- 911 FTEs

### Footprint

- 23 branches throughout South Florida and Houston, with loan production offices in NYC and Dallas, Texas

### Market Share

- 3<sup>rd</sup> largest full-service bank headquartered in Florida
- Largest community bank in Florida<sup>(3)</sup>

### Assets

- \$8.1 billion

### Deposits

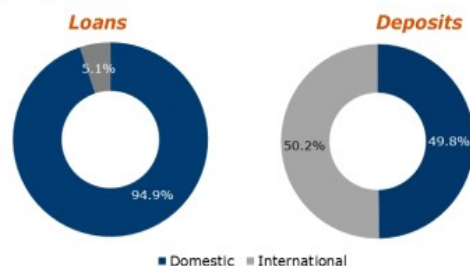
- \$6.0 billion

### AUM

- \$1.6 billion under management/custody

## Geographic Mix

December 31, 2018



## Financial Highlights

(\$ in millions, except per share data)	2015	2016	2017	2018
<b>Balance Sheet</b>				
Assets	\$ 8,163	\$ 8,434	\$ 8,437	\$ 8,124
Loans	5,623	5,765	6,066	5,920
Deposits	6,520	6,577	6,323	6,033
Tangible Common Equity	661	683	732	726 <sup>(4)</sup>
<b>Income Statement<sup>(5)(6)</sup></b>				
Net Income	\$ 15.0	\$ 23.6	\$ 43.1	\$ 45.8
Adjusted Net Income	\$ 15.0	\$ 23.6	\$ 48.4	\$ 57.9
Adjusted Net Income per Share	\$ 0.35	\$ 0.55	\$ 1.14	\$ 1.36
Adjusted ROAA	0.19%	0.29%	0.57%	0.69%
Adjusted ROATCE	2.3%	3.5%	6.5%	8.2%
Adjusted Efficiency Ratio	84.7%	78.0%	74.8%	74.0%
<b>Capital</b>				
Tier 1 Common Ratio	10.1%	10.3%	10.7%	11.1%
Tier 1 Capital Ratio	11.8%	11.9%	12.3%	12.7%
Total Risk-based Capital	12.9%	13.1%	13.3%	13.5%
Tangible Common Equity Ratio	8.1%	8.1%	8.7%	9.0%
Tangible Book Value per Common Share	\$ 15.56	\$ 16.08	\$ 17.23	\$ 16.82 <sup>(4)</sup>
<b>Credit</b>				
NPAs / Assets	0.95%	0.85%	0.32%	0.22%
NCOs (recoveries) / Avg Loans	(0.01)%	0.32%	0.11%	0.18%

(1) Mercantil Servicios Financieros, C.A. ("MSF").

(2) MSF owns no voting Company Class A shares and its remaining holdings of Company non-voting Class B shares are less than 5% of all Company shares. The Federal Reserve has formally determined that MSF does not control the Company.

(3) Community banks include those with less than \$10 billion in assets.

(4) Reflects special one-time dividend of \$40.0 million paid on March 13, 2018 to MSF in connection with the spin-off.

(5) GAAP income is presented in Appendix 2.

(6) "Adjusted" is a non-GAAP financial measure. See Appendix 2 for a historical reconciliation of "Adjusted" measures to GAAP metrics.

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# Investment Opportunity Highlights

## Established Franchise in Attractive Markets

- Long history with strong reputation and deep client relationships
- Presence in high-growth markets of Florida, Texas, and New York
- Seasoned management team and board with long tenure
- Largest community bank headquartered in Florida<sup>(1)</sup> and one of the leading banks serving the Hispanic Community

## Strong and Diverse Deposit Base

- Combination of domestic and low-cost international deposits provides a stable funding source
- Domestic deposit base experiencing significant growth (approximately 14% CAGR since 2015)
- Low cost, loyal international deposit customers (0.27% average cost in 2018) are a strategic advantage

## Well-Positioned Loan Portfolio

- Loan book well-diversified across various asset classes and markets
- Asset sensitive balance sheet structured to drive NIM expansion
- Outstanding credit performance due to disciplined underwriting culture

## Significant Fee Income Platform

- Wealth management and brokerage platform with accompanying trust and private banking capabilities
- Approximately 20% noninterest income/total operating income

## Pathway to Strong Profitability

- Recent independence allows for clearer path to ROA/ROE improvement through efficiency, fee income, asset sensitivity, and other levers
- Building on improving financial performance as part of a multi-year shift towards increasing core domestic growth and profitability

(1) Community banks include those with less than \$10 billion in assets.

## Experienced Management Team



**Frederick Copeland**

77 years old

**Chairman of the Board**

- Chairman since January 2019
- Director of Company and Bank from 2007 to 2018
- Former President and CEO of Far East National Bank
- Former President and CEO of Aetna International, Inc.
- Former Chairman, President, and CEO of Fleet Bank, N.A. Connecticut
- Former President and CEO of Citibank Canada



**Millar Wilson**

66 years old

**Vice-Chairman & CEO**

- CEO since 2009 and Vice-Chairman since 2013
- Spearheaded MSF's entry into the U.S. in 1983
- 41 years of experience with MSF/AMTB, including Executive Director of International Business
- Director of the Federal Reserve Bank of Atlanta-Miami Branch Since 2013



**Alberto Peraza**

59 years old

**Co-President & CFO**

- Co-President and CFO since February 2018
- 26 years with MSF / AMTB
- President and COO from 2013 to 2018; CFO from 1995 to 2013
- Director of the Florida Bankers Association from 2010 to 2013



**Alfonso Figueredo**

57 years old

**Co-President & COO**

- Co-President and COO since February 2018
- 30 years with MSF/AMTB
- Executive Vice President of Operations and Administration of MSF from 2015 to 2018
- CFO of MSF from 2008 to 2015



**Alberto Capriles**

51 years old

**Executive Vice President & Chief Risk Officer**

- Executive Vice President and Chief Risk Officer since 2015
- 23 years with MSF/AMTB
- Corporate Treasurer of MSF from 2008 to 2015
- Corporate Market Risk Manager of MSF from 1999 to 2008



**Miguel Palacios**

50 years old

**Executive Vice President & Chief Business Officer**

- Executive Vice President and Chief Business Officer since February 2018
- All 26 years of banking experience spent with MSF/AMTB
- Domestic Personal and Commercial Manager from 2012 to 2018
- Special Assets Manager from 2009 to 2012

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# Deep Culture of Enterprise Risk Management

✓ Enterprise-Wide Risk Governance

✓ Risk Culture

✓ Risk Appetite

✓ Strategic Planning

Board of Directors

Senior Management

Three Lines of Defense



1

## Front Line Units

- Own and manage their risks
- Identify, measure, monitor, report, analyze and mitigate risks
- Internal controls
- Strong culture of compliance with BSA/AML and all regulatory standards
- Comprehensive daily OFAC screening of all clients and counterparties

2

## Risk Management

- Independent from front line units
- Direct access to the Board
- Sophisticated and specialized: Market Risk, Credit Risk, Operational Risk, Data Security, Model Risk, and Compliance
- Comprehensive and robust BSA/AML program with extensive experience and resources
- Proprietary BSA/AML monitoring and risk rating programs

3

## Internal Audit

- Direct report to the Board
- Independent
- Unrestricted
- Risk-based approach

AMERANT



## Rebranding

*Meant for You: A Different Kind of Bank*



### **Our new purpose**

All that we do, our attitude and behaviors, aim at our ultimate goal: offering the closest, most personal and exceptional service to our customers.

We have developed strong relationships for the past 40 years and we are excited to create new ones, always adapting to your lives and specific needs, in a dynamic and positive way.



### **We are evolving, just like you**

We are renewing our commitment to you by aiming to keep growing and making possible a brighter future for you, our investors, our communities, and our people.

*Everything we do is designed with our stakeholders in mind*

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## Attractive Franchise

Our footprint spans some of the most attractive markets in the US

### Miami-Dade MSA

- Major industry sectors of trade, tourism, services, manufacturing, education, real estate, and construction
- Unemployment rate of 3.3% as of December 2018
- Ranked #1 MSA for startup activity by the 2017 Kauffman Index among the 39 largest MSAs
- Top employers:

American Airlines  

 Baptist Health South Florida

 Carnival

 FPL

### Houston MSA

- Major industry sectors of health care, retail, oil/gas, travel, and services
- Unemployment rate of 3.9% as of December 2018
- Home to the world's largest medical complex
- Ranks #2 in manufacturing GDP nationwide
- Top employers:

Walmart 





THE UNIVERSITY OF TEXAS  
MDAnderson  
Cancer Center  
Making Cancer History™

 UNITED

### NYC MSA

- Major industry sectors of education, health care, tourism, financial services, and professional / business services
- Unemployment rate of 3.6% as of December 2018
- MSA has #1 GDP in the nation
- Top employers:

verizon 



North Shore LIJ

J.P.Morgan

Mount Sinai  
MEDICAL CENTER

*Our markets are diverse with growing demographics and industry*

Sources: S&P Global Market Intelligence. US Bureau of Labor Statistics. Greater Houston Partnership ([www.Houston.org](http://www.Houston.org)). Business Facilities' 2018 Metro Rankings Report. US Bureau of Economic Analysis. Center for Governmental Research. Company filings.

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# Growing and Diverse Markets

## Branch Footprint



## Deposit Market Share

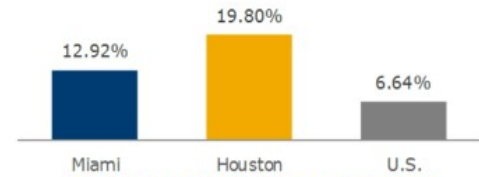
June 30, 2018

Market	Branches	Deposits (\$mm)	% of AMTB	Market Share %
Miami-Dade, FL	9	\$5,287	82.6	4.1
Broward, FL	5	351	5.5	0.6
Palm Beach, FL	1	124	1.9	0.2
<b>Florida</b>	<b>15</b>	<b>5,762</b>	<b>90.0</b>	<b>1.0</b>

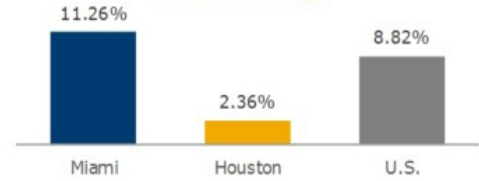
Market	Branches <sup>(3)</sup>	Deposits (\$mm)	% of AMTB	Market Share %
Harris, TX	7	\$574	9.0	1.0
Fort Bend, TX <sup>(1)</sup>	0	0	0	0
Montgomery, TX	1	65	1.0	0.6
<b>Texas</b>	<b>8</b>	<b>638</b>	<b>10.0</b>	<b>0.1</b>

## Market Demographics

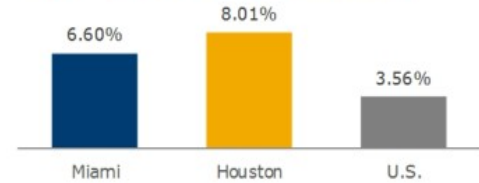
2010 – 2019 Est. Population Change



2019 – 2024 Median Est. Household Income Change



2019 – 2024 Est. Population Change



**Amerant is growing in attractive markets and is the largest community bank in the Miami-Dade MSA<sup>(2)</sup>**

(1) Our Sugar Land, TX branch also serves Fort Bend County and our newly opened Katy, TX branch lies adjacent to this market.  
 (2) Community banks include those with less than \$10 billion in assets.  
 (3) Includes the newly opened Katy, TX banking center. The City of Katy is in Harris, Fort Bend, and Waller Counties and the new facility will serve nearby areas of these counties.  
 (4) In January 2019, the Bank opened a Loan Production Office in Dallas, Texas.  
 Sources: Deposit data from FDIC as of June 30, 2018. Market demographics, and county data and market share from S&P Global Market Intelligence.

## Ongoing Business Transformation

### From...

Part of a diverse international financial group, with a sophisticated international customer base



### To...

Focused on traditional community banking business in the U.S. and an opportunistic international business

A number of non-core products and services were offered as a result of the relationship with former parent



No ongoing commercial or shared services relationship with former parent

Wide range of lending products with diverse underwriting standards



Double-digit loan growth in a refined U.S. product suite and tightened credit standards have led to much improved credit performance

Depositor base comprised substantially of individuals and corporations outside of the U.S.



Double-digit growth of domestic deposits over the last 3 years while continuing to benefit from loyal international deposit base

Value proposition "in development" and strong reliance of "non-relationship" assets and liabilities



Value proposition focused on expanding presence within target U.S. communities and strengthening relationships

*Pivot from an internationally focused bank to a traditional community bank with a Latin American heritage*

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# Summary of Our Strategic Plan

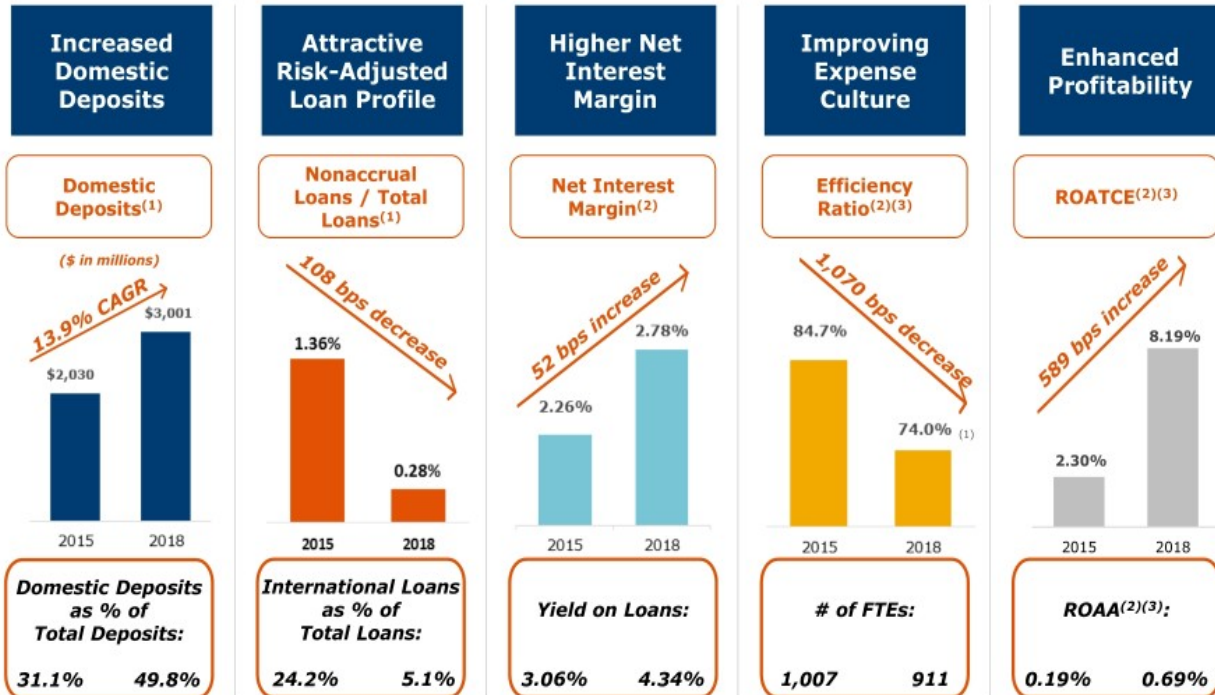
## Building on our strengths to shape our future



*Creating shareholder value through the implementation of a multi-dimensional strategic plan*

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# Build on Improving Financial Performance



Multi-year shift towards increasing core domestic growth and profitability

(1) As of December 31.

(2) Years ended December 31.

(3) 2018 Earnings excludes \$12.1 million after tax spin-off and restructuring costs. See Appendix 2 for reconciliation of non-GAAP adjusted net income.

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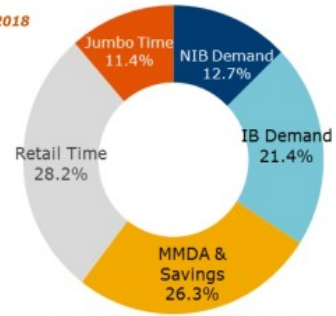
# Highly Attractive Deposit Franchise

## Commentary

- Focus on growing overall deposit base while maintaining pricing discipline
- AMTB has experienced substantial growth in domestic deposits
- Transition from international deposits to core domestic deposits

## Deposit Mix <sup>(1)</sup>

December 31, 2018



Total Deposits: \$6.0 billion

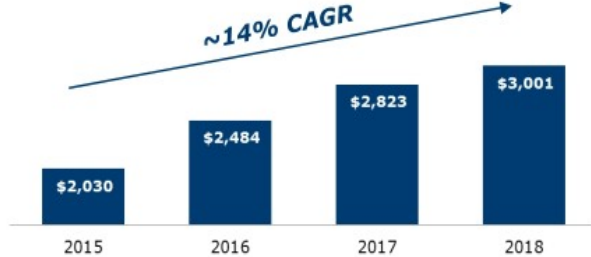
## International Deposits

(\$ in millions)



## Domestic Deposits

(\$ in millions)

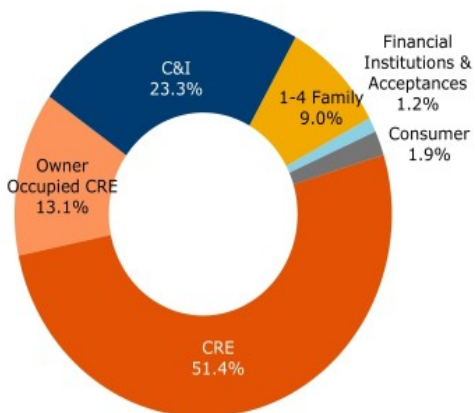


**Strategic transition away from certain international deposits while steadily growing domestic deposit base**

(1) Based on Bank's December 31, 2018 call report.

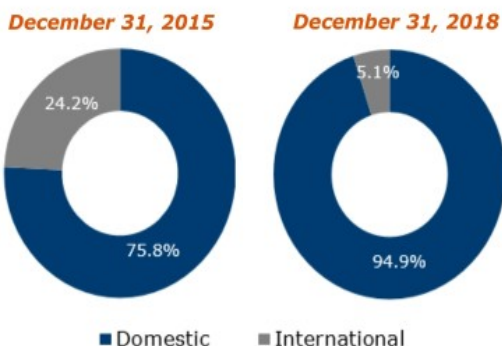
# Strategic Shift in Loan Mix Yielding Benefits

**Loan Portfolio<sup>(1)</sup>**  
December 31, 2018



**Total: \$5.9 billion**

## Loan Mix by Geography



### Highlights

- Annualized domestic loan growth at 11.7% since 2015
- Reduced international financial institution loans by \$635.9 million, or 60.5% CAGR since 2015
- Average loan yields have increased from 3.06% in 2015 to 4.34% in 2018
- Emphasis on select growth in Florida and continued expansion in Texas and New York to diversify portfolio

**Targeted reduction in international portfolio, coupled with growth in domestic C&I, CRE, and residential mortgages, has resulted in a better risk-adjusted loan book**

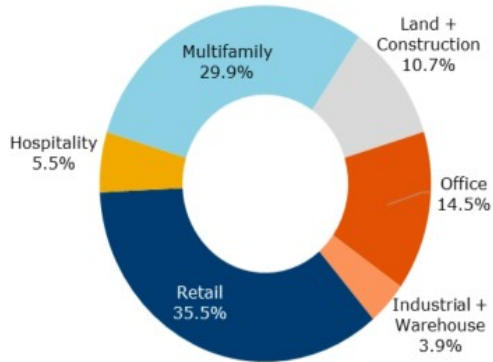
(1) Total percentages may not add to 100% due to rounding.



## Balanced CRE Loan Portfolio

### CRE Portfolio<sup>(1)</sup>

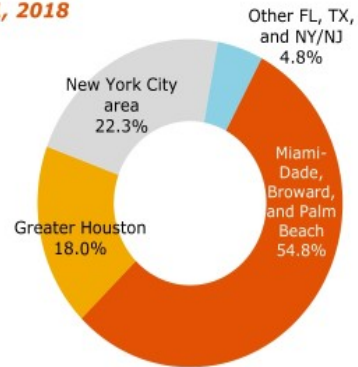
December 31, 2018



**Total: \$3.0 billion**

### CRE Loan Mix by Primary Market Area<sup>(2)</sup>

December 31, 2018



### Highlights

- Established board limits set for CRE as percentage of total risk-based capital
- Predominantly income producing and balanced between sectors
- Geographically diversified
- Total loan growth expected to be driven by select C&I, owner occupied, and 1-4 family loans – reduced focus on multifamily/non-owner occupied CRE loans as growth engine

**Our CRE loan portfolio is highly diversified across geographies and industry segments**

(1) Total percentages may not add to 100% due to rounding.

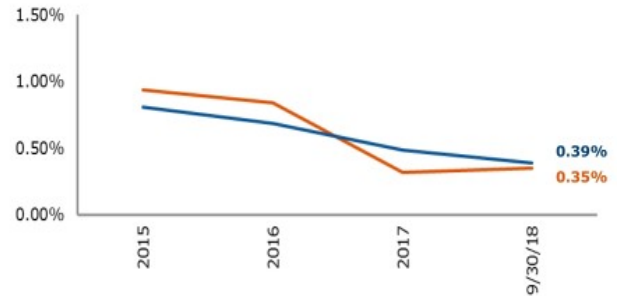
(2) Primary market areas are Miami-Dade, Broward, and Palm Beach counties; the Greater Houston market area; and the New York City area, including all five boroughs, respectively.

# Disciplined Credit Culture

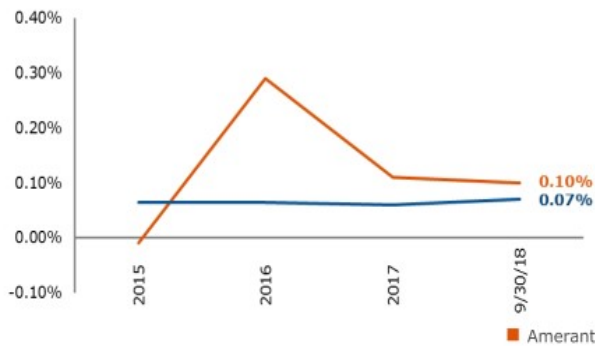
## Robust Underwriting Standards

- Credit metrics compare favorably to peers
- Increase in charge-offs in 2016 largely due to several international commercial credits; segment has been de-emphasized
- As of December 31, 2018, credit metrics were as follow:
  - Net Charge-offs/Average loans: 0.18%<sup>(2)</sup>
  - Non-Performing Assets/Assets: 0.22%
  - Reserve/Gross Loans was 1.04%

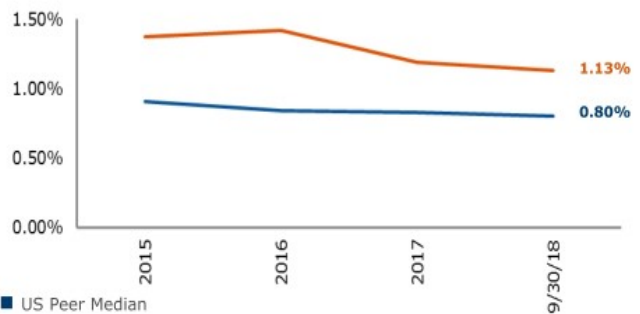
## Non-Performing Assets / Assets



## Net Charge-Offs / Average Loans



## Reserves / Gross Loans



**Prudent underwriting across portfolios has translated into exceptional credit performance**

- (1) Peers are SSB, HOMB, TRMK, HTH, IBOC, CADE, FCB, PFS, LTXB, FFBC, IBTX, TOWN, INDB, CSFL, WSFS, DCOM, FFIC, SBCF, LBAI, EBSB, EFSC and CNOB. Peer Data as of December 2018 is not available. Source: S&P Global Market Intelligence.
- (2) During the fourth quarter of 2018, the Company sold and charged-off \$5.8 million of a Houston CRE loan that originated in 2007, which had been restructured. This resulted in NCO/Average Loans of 0.18%.

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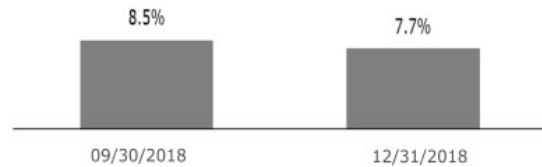
# Interest Income and Margin Trends

## Commentary

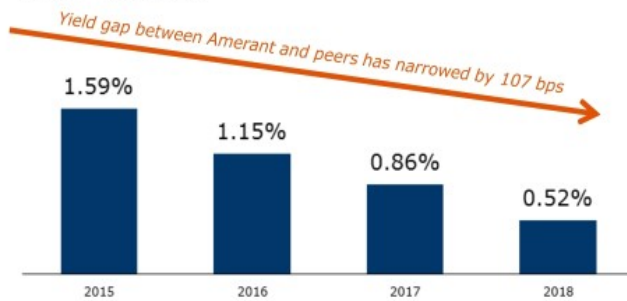
- Well positioned, asset sensitive balance sheet
- Increase in NIM through 2018 driven by rising interest rates and changes in loan portfolio composition
- NIM expected to improve and more closely approach peer levels

## Asset Sensitivity<sup>(1)</sup>

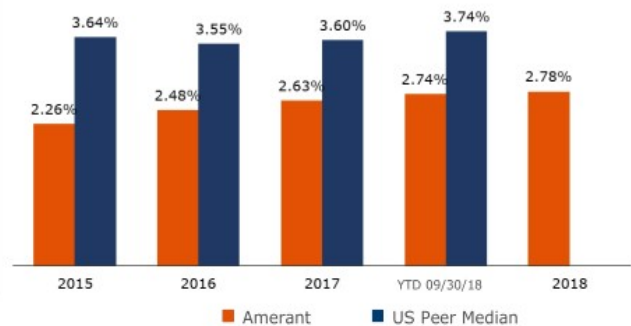
100 bps rate increase



## Loan Yield Gap



## Net Interest Margin<sup>(2)</sup>



**Balance sheet well-positioned for NIM expansion in rising rate environment**

(1) Represents the change in net interest income, and the percentage that change represents of the base scenario net interest income. The base scenario assumes (i) flat interest rates over the next 12 months, (ii) that total financial instrument balances are kept constant over time and (iii) that interest rate shocks are instant and parallel to the yield curve, for the various interest rates and indices that affect our net interest income.

(2) Peers are SSB, HOMB, TRMK, HTH, IBOC, CADE, FCB, PFS, LTXB, FFBC, IBTX, TOWN, INDB, CSFL, WSFS, DCOM, FFIC, SBCF, LBAI, EBSB, EFSC and CNOB. Data is shown as of the most recent quarter ended September 30, 2018. Peer data as of December 31, 2018 is not yet available.  
Source: S&P Global Market Intelligence.

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# Robust Wealth Management Franchise Anchors Non-Interest Income

## Wealth Management Platform

### Amerant Trust

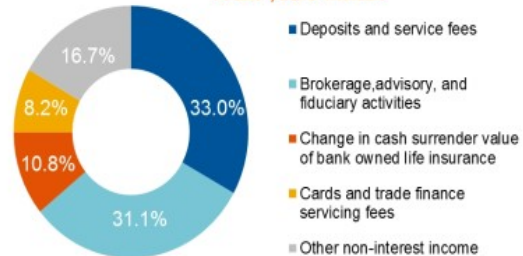
- Estate Planning
- Asset Protection
- Escrow Services

### Amerant Investments

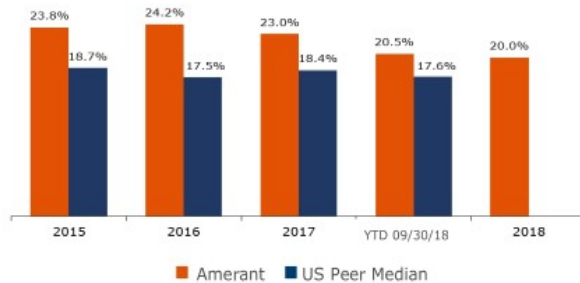
- Wealth Management
- Brokerage Services
- Investment Advisory Services

## 2018 Non-Interest Income Breakdown

Total: \$53.9 million



## Adjusted Noninterest Income as a % of Operating Revenue <sup>(1)(2)</sup>



## Key Considerations

- Sophisticated wealth management and brokerage platform serving affluent international clientele
  - \$1.6bn in assets under management/custody
  - Increased focus on domestic market cross-selling with commercial and middle market company owners
- Deposit and service fees also contribute significant portion to non-interest income

**Expansion of fee income capabilities a key focal point and growth lever**

(1) Peers are SSB, HOMB, TRMK, HTH, IBOC, CADE, FCB, PFS, LTXB, FFBC, IBTX, TOWN, INDB, CSFL, WSFS, DCOM, FFIC, SBCF, LBAI, EBSB, EFSC and CNOB. Peer data as of December 31, 2018 is not yet available. Source: S&P Global Market Intelligence.

(2) Noninterest Income adjusted to conform to S&P's calculation for peer comparison purposes. See Appendix 2 for Non-GAAP reconciliation of adjustments for gain on sale NY Building and losses on securities sold.

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# Increasing Operating Efficiency

## Cost Initiatives

### Rationalization of Business Lines

- Simplification of business model and product offerings as part of separation from Mercantil
- Deemphasized international business resulting in less complexity and reduced costs

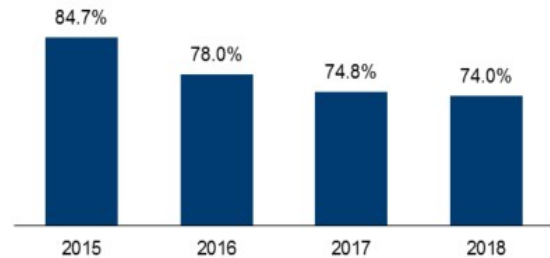
### Head Count Reduction

- Improved technological efficiencies expected to drive further reduction in back-office headcount

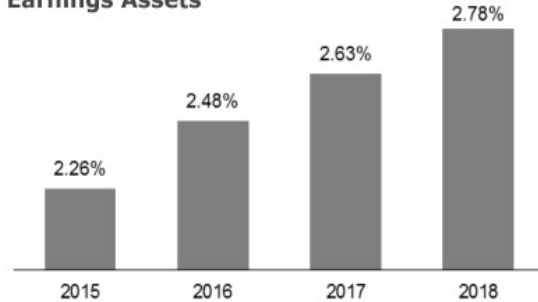
### Space Efficiencies

- Reduction and reorganization of existing office space to increase the amount available for lease to third parties
- Branch of the future model will be smaller

## Adjusted Efficiency Ratio<sup>(1)(2)</sup>



## Net Interest Income as a % of Average Earnings Assets



***Simplification of business model and new technology initiatives will allow for a significant reduction in headcount and further improvement in the efficiency ratio***

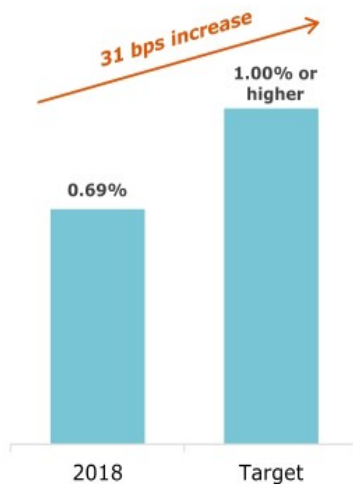
(1) In 2017, adjusted Non-GAAP numbers exclude spin-off totaling \$5.2 million. In 2018, adjusted Non-GAAP numbers exclude spin-off and restructuring costs totaling \$13.1 million. Estimated annual savings of approximately \$5.5 million related to staff reduction plans implemented during 2018.

(2) See Appendix 2 for reconciliation of non-GAAP adjusted efficiency ratio.

# ROA Expansion

## Enhanced Profitability

### Target ROAA (1)



## Improving Drivers

1

### Technology and Expense Saving Initiatives

Continue to rationalize expenses and improve scalable platform

2

### Changing Business Mix

Exit from lower yielding loans and securities and redeploy into higher yielding domestic C&I, CRE, and residential loans

3

### Fee Income Growth

Improve fee income including treasury management products, commercial loan-related fee income and leverage wealth management platform for larger and consistent fee income performance

4

### Asset Sensitivity – Margin Expansion

Asset sensitive balance sheet position: 100 bps increase would increase net interest income by approximately 7.7%.

## Multi-year shift towards increasing core domestic growth and profitability

(1) 2018 earnings exclude \$12.1 million in after tax spin-off and restructuring costs. See Appendix 2 for reconciliation of non-GAAP adjusted net income.

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## Investment Highlights

- ✓ Recent shift from preservation of capital to driving and growing shareholder value
- ✓ Substantial and continuing insider ownership, approximately 30%
- ✓ Strong asset quality and domestic loan growth coupled with an asset sensitive balance sheet
- ✓ Focus on expanding domestic deposit base throughout our high growth U.S. markets
- ✓ Low cost deposits from loyal international customers who view U.S. as a safe haven for their savings
- ✓ Diversification of revenue from attractive wealth management platform that is being emphasized and cross-sold to domestic customers
- ✓ Top shelf risk management culture stemming from being part of large, multi-national organization

The background is a solid orange color. On the right side, there are two overlapping abstract shapes: a large semi-circle at the top and a smaller inverted triangle below it, both in a slightly darker shade of orange. A thin white horizontal line is located at the bottom of the orange section.

# Appendices



# Appendix 1

## Summary Financial Statements

(\$ in millions)	Years ended December 31,			
	2015	2016	2017	2018
<b>Assets</b>				
Total Cash & Bal Due Dep Inst	\$138.3	\$135.0	\$153.4	\$85.7
Total Securities <sup>(1)</sup>	2,055.6	2,123.2	1,777.0	1,671.2
Loans & Leases Held for Sale (HFS)	9.7	--	5.6	--
Total Loans & Leases (Excl HFS)	5,623.2	5,764.8	6,066.2	5,920.2
Total Reserves	77.0	81.8	72.0	61.8
Net Loans & Leases (Excl HFS)	5,546.2	5,683.0	5,994.2	5,858.4
Premises & Fixed Assets	150.2	148.7	129.4	123.5
Total OREO	0.4	0.4	0.3	0.4
Goodwill	19.2	19.2	19.2	19.2
Bank Owned Life Insurance	100.4	164.9	200.3	206.1
Other Assets	142.8	159.9	157.3	159.8
<b>Total Assets</b>	<b>\$8,162.8</b>	<b>\$8,434.3</b>	<b>\$8,436.8</b>	<b>\$8,124.3</b>
<b>Liabilities</b>				
Total Deposits	\$6,519.7	\$6,577.4	\$6,323.0	\$6,033
Total Fed Funds & Repos	73.5	50.0	--	--
Total Other Borrowed Money	722.3	931.0	1,173.0	1,166.0
Trust Preferred Securities	118.1	118.1	118.1	118.1
Total Other Liabilities	46.9	53.1	69.2	60.1
<b>Total Liabilities</b>	<b>\$7,480.4</b>	<b>\$7,729.5</b>	<b>\$7,683.3</b>	<b>\$7,376.9</b>
<b>Shareholders' Equity</b>	<b>\$682.4</b>	<b>\$704.7</b>	<b>\$753.5</b>	<b>\$747.4</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>\$8,162.8</b>	<b>\$8,434.3</b>	<b>\$8,436.8</b>	<b>\$8,124.3</b>

(1) The balance of securities includes only held to maturity and available for sale. FHLB and FRB stock are included in "Other Assets".

## Appendix 1 Summary Financial Statements (cont'd)

(\$ in thousands)	Years ended December 31,			
	2015	2016	2017	2018
Total Interest Income	\$208,199	\$238,827	\$273,320	\$309,358
Total Interest Expense	35,914	46,894	63,610	90,319
Net Interest Income	\$172,285	\$191,933	\$209,710	\$219,039
Provision for Loan & Lease Losses	11,220	22,110	(3,490)	375
Total Noninterest Income	54,756	62,270	71,485	53,875
Total Noninterest Expense	192,262	198,303	207,636	214,973
Net Income before Income Taxes	23,559	33,790	77,049	57,566
Income Taxes	8,514	10,211	33,992	11,733
<b>Net Income</b>	<b>\$15,045</b>	<b>\$23,579</b>	<b>\$43,057</b>	<b>\$45,833</b>

## Appendix 2

### Non-GAAP Financial Measures Reconciliations

#### Explanation of Certain Non-GAAP Financial Measures

This Presentation contains certain adjusted financial information, and their effects on noninterest income, noninterest expense, income taxes, net income, efficiency ratios, ROA and ROE. These adjustments include:

- the \$10.5 million net gain on the sale of the Company's New York City building during the third quarter of 2017,
- the \$9.6 million expense in the fourth quarter of 2017 resulting from the 2017 Tax Act,
- spin-off expenses totaling \$6.7 million in 2018 and \$5.2 million in 2017, beginning in the fourth quarter of 2017 and continuing to the fourth quarter of 2018, which are not deductible for Federal and state income tax purposes,
- the \$6.4 million incurred in our various restructuring activities during the fourth quarter of 2018, including \$4.7 million of voluntary early retirement and involuntary severance staff reduction expenses.

These as-adjusted measures are not in accordance with generally accepted accounting principles ("GAAP"). Appendix 2 reconciles these adjustments to reported results.

The Company uses certain non-GAAP financial measures, within the meaning of SEC Regulation G, which are included in this Presentation to explain our results and which are used in our internal evaluation and management of the Company's businesses. The Company's management believes these non-GAAP financial measures and the information they provide are useful to investors since these measures permit investors to view the Company's performance using the same tools that management uses to evaluate the Company's past performance and prospects for future performance. The Company believes these are especially useful in 2018 and 2017, in light of the effects of our spin-off and related restructuring expenses, as well as the sale of our New York City building in third quarter 2017 and the charges to our deferred tax assets in fourth quarter 2017 resulting from the enactment of the 2017 Tax Act in December 2017.

The adjustments for securities gains and losses are made to for comparability to peer data from S&P Global Market Intelligence.

## Appendix 2 Non-GAAP Financial Measures Reconciliations (cont'd)

(\$ in thousands, except per share amounts and percentages)	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	2018	2017
Total noninterest income	\$ 11,994	\$ 12,950	\$ 14,986	\$ 13,945	\$ 15,419	\$ 53,875	\$ 71,485
Less: net gain on sale of New York building	--	--	--	--	--	--	(10,469)
Adjusted noninterest income <sup>(1)</sup>	\$ 11,994	\$ 12,950	\$ 14,986	\$ 13,945	\$ 15,419	\$ 53,875	\$ 61,016
Total noninterest expenses	\$ 54,648	\$ 52,042	\$ 52,638	\$ 55,645	\$ 55,601	\$ 214,973	\$ 207,636
Less Spin-off costs:							
Legal fees	353	186	2,000	1,000	2,000	3,539	2,000
Additional contribution to non-qualified deferred compensation plan on behalf of participants to mitigate tax effects of unexpected early distribution <sup>(2)</sup>	--	--	1,200	--	--	1,200	--
Accounting and consulting fees	--	90	--	1,294	2,400	1,384	2,400
Other expenses	--	--	--	544	845	544	845
Total Spin-off costs	\$ 353	\$ 276	\$ 3,200	\$ 2,838	\$ 5,245	\$ 6,667	\$ 5,245
Less: Restructuring costs <sup>(3)</sup> :							
Staff reduction costs <sup>(4)</sup>	4,709	--	--	--	--	4,709	--
Legal and strategy advisory costs	1,176	--	--	--	--	1,176	--
Rebranding costs	400	--	--	--	--	400	--
Other costs	110	--	--	--	--	110	--
Total restructuring costs	\$ 6,395	\$ -	\$ -	\$ -	\$ -	\$ 6,395	\$ -
Adjusted noninterest expenses	\$ 47,900	\$ 51,766	\$ 49,438	\$ 52,807	\$ 50,356	\$ 201,911	\$ 202,391
Total net income before income tax	\$ 15,505	\$ 14,941	\$ 16,187	\$ 10,933	\$ 27,058	\$ 57,566	\$ 77,049
Plus: Restructuring costs	6,395	--	--	--	--	6,395	--
Plus: total Spin-off costs	353	276	3,200	2,838	5,245	6,667	5,245
Less: net gain on sale of New York building	--	--	--	--	--	--	(10,469)
Adjusted net income before income tax	\$ 22,253	\$ 15,217	\$ 19,387	\$ 13,771	\$ 32,303	\$ 70,628	\$ 71,825
Total net income	\$ 14,430	\$ 11,551	\$ 10,423	\$ 9,429	\$ 8,818	\$ 45,833	\$ 43,057

(1) Adjusted non-interest income includes gain and losses on sale of available for sale securities.

(2) The spin-off caused an unexpected early distribution for U.S. federal income tax purposes from our deferred compensation plan. This distribution is taxable to plan participants as ordinary income during 2018. We partially compensated plan participants, in the aggregate amount of \$1.2 million, for the higher tax expense they will incur as a result of the distribution increasing the plan participants' estimated effective federal income tax rates by recording a contribution to the plan on behalf of its participants. The after tax net effect of this \$1.2 million contribution for the period ended September 30, 2018, was approximately \$952,000. As a result of the early taxable distribution to plan participants, we have expensed and deducted for federal income tax purposes, previously deferred compensation of approximately \$8.1 million, resulting in an estimated tax credit of \$1.7 million, which exceeds the amount of the tax gross-up paid to plan participants.

(3) Expenses incurred for actions designed to implement the Company's strategy as a new independent company. These actions include, but are not limited to, a reduction in workforce, streamlining operational processes, rolling out the Amerant brand, implementation of new technology system applications, enhanced sales tools and training, expanded product offerings and improved customer analytics to identify opportunities.

(4) On October 30, 2018, the Board of Directors of the Company adopted a voluntary early retirement plan (the "Voluntary Plan") for certain eligible long-term employees and an involuntary severance plan (the "Involuntary Plan") for certain other positions. The Company has incurred approximately \$4.2 million of expenses in 2018 in connection with the Voluntary Plan, substantially all of which will be paid over time in the form of installment payments until January 2021. The Company has incurred approximately \$0.5 million of expenses in 2018 in connection with the Involuntary Plan, substantially all of which will be paid over time in the form of installment payments until December 2019.

## Appendix 2 Non-GAAP Financial Measures Reconciliations (cont'd)

(\$ in thousands, except per share amounts and percentages)	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	2018	2017
Plus after-tax restructuring costs:							
Restructuring costs before income tax effect	6,395	--	--	--	--	6,395	--
Income tax effect	(1,303)	--	--	--	--	(1,303)	--
Total after-tax restructuring costs	5,092	--	--	--	--	5,092	--
Plus after-tax total Spin-off costs:							
Total Spin-off costs before income tax effect	353	276	3,200	2,838	5,245	6,667	5,245
Income tax effect <sup>(5)</sup>	60	143	519	(391)	(2,314)	331	(2,314)
Total after-tax Spin-off costs	413	419	3,719	2,447	2,931	6,998	2,931
Less after-tax net gain on sale of New York building:							
Net gain on sale of New York building before income tax effect	--	--	--	--	--	--	(10,469)
Income tax effect <sup>(6)</sup>	--	--	--	--	--	--	3,320
Total after-tax net gain on sale of New York building	--	--	--	--	--	--	(7,149)
Plus impact of lower rate under the 2017 Tax Act:							
Remeasurement of net deferred tax assets, other than balances corresponding to items in AOCI	--	--	--	--	8,470	--	8,470
Remeasurement of net deferred tax assets corresponding to items in AOCI	--	--	--	--	1,094	--	1,094
Total impact of lower rate under the 2017 Tax Act	--	--	--	--	9,564	--	9,564
<b>Adjusted net income</b>	<b>\$ 19,935</b>	<b>\$ 11,970</b>	<b>\$ 14,142</b>	<b>\$ 11,876</b>	<b>\$ 21,313</b>	<b>\$ 57,923</b>	<b>\$ 48,403</b>

(5) Calculated based upon the estimated annual effective tax rate for the periods, which excludes the tax effect of discrete items, and the amounts that resulted from the difference between permanent spin-off costs that are non-deductible for Federal and state income tax purposes, and total spin-off costs recognized in the consolidated financial statements. The estimated annual effective rate applied for the calculation differs from the reported effective tax rate since it is based on a different mix of statutory rates applicable to these expenses and to the rates applicable to the Company and its subsidiaries.

(6) Calculated based upon an estimated annual effective rate of 31.71%.

## Appendix 2 Non-GAAP Financial Measures Reconciliations (cont'd)

<i>(\$ in thousands, except per share amounts and percentages)</i>	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	2018	2017
Basic and diluted income per common share	\$ 0.34	\$ 0.27	\$ 0.25	\$ 0.22	\$ 0.21	\$ 1.08	\$ 1.01
Plus: after tax impact of restructure costs	0.12	--	--	--	--	0.12	--
Plus: after tax impact of total spin-off costs	0.01	0.01	0.08	0.06	0.07	0.16	0.07
Plus: effect of lower rate under the 2017 Tax Act	--	--	--	--	0.23	--	0.23
Less: after-tax net gain on sale of New York building	--	--	--	--	--	--	(0.17)
Total adjusted basic and diluted income per common share	\$ 0.47	\$ 0.28	\$ 0.33	\$ 0.28	\$ 0.51	\$ 1.36	\$ 1.14
Net income / Average total assets (ROA)	0.70%	0.55%	0.50%	0.45%	0.42%	0.55%	0.51%
Plus: after tax impact of restructuring costs	0.25%	0.00%	0.00%	0.00%	0.00%	0.06%	0.00%
Plus: after tax impact of total spin-off costs	0.02%	0.02%	0.17%	0.12%	0.14%	0.08%	0.03%
Plus: effect of lower rate under the 2017 Tax Act	0.00%	0.00%	0.00%	0.00%	0.46%	0.00%	0.11%
Less: after-tax net gain on sale of New York building	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-0.08%
Adjusted net income / Average total assets (ROA)	0.97%	0.57%	0.67%	0.57%	1.02%	0.69%	0.57%
Net income / Average stockholders' equity (ROE)	7.88%	6.13%	5.57%	5.04%	4.69%	6.29%	5.62%
Plus: after tax impact of restructuring costs	2.78%	0.00%	0.00%	0.00%	0.00%	0.70%	0.00%
Plus: after tax impact of total spin-off costs	0.23%	0.22%	1.99%	1.31%	1.56%	0.96%	0.38%
Plus: effect of lower rate under the 2017 Tax Act	0.00%	0.00%	0.00%	0.00%	5.09%	0.00%	1.25%
Less: after-tax net gain on sale of New York building	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-0.93%
Adjusted net income / stockholders' equity (ROE)	10.89%	6.35%	7.56%	6.35%	11.34%	7.95%	6.32%
Noninterest expense / Average total assets	2.64%	2.46%	2.50%	2.65%	2.65%	2.57%	2.45%
Less: effect of restructuring costs	-0.31%	0.00%	0.00%	0.00%	0.00%	-0.08%	0.00%
Less: effect of total spin-off costs	-0.02%	-0.01%	-0.15%	-0.14%	-0.25%	-0.08%	-0.07%
Adjusted Noninterest expense / Average total assets	2.31%	2.45%	2.35%	2.51%	2.40%	2.41%	2.38%

## Appendix 2 Non-GAAP Financial Measures Reconciliations (cont'd)

<i>(\$ in thousands, except per share amounts and percentages)</i>	Q4 2018	Q3 2018	Q2 2018	Q1 2018	Q4 2017	2018	2017
Efficiency ratio	79.46%	75.88%	76.31%	83.58%	79.12%	78.77%	73.84%
Less: effect of restructuring costs	-9.30%	0.00%	0.00%	0.00%	0.00%	-2.34%	0.00%
Less: effect of total spin-off costs	-0.52%	-0.40%	-4.63%	-4.26%	-7.46%	-2.44%	-1.86%
Plus: after-tax net gain on sale of New York building	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.78%
Adjusted efficiency ratio	69.64%	75.48%	71.68%	79.32%	71.66%	73.99%	74.76%
Tangible common equity ratio:							
Shareholders' equity	\$ 747,418	\$ 727,675	\$ 719,382	\$ 712,272	\$ 753,450	\$ 747,418	\$ 753,450
Less: Goodwill and other intangibles	(21,042)	(21,078)	(21,114)	(21,151)	(21,186)	(21,042)	(21,186)
Tangible common shareholders' equity	\$ 726,376	\$ 706,597	\$ 698,268	\$ 691,121	\$ 732,264	\$ 726,376	\$ 732,264
Total assets	8,124,347	8,435,802	8,530,464	8,423,594	8,436,767	8,124,347	8,436,767
Less: Goodwill and other intangibles	(21,042)	(21,078)	(21,114)	(21,151)	(21,186)	(21,042)	(21,186)
Tangible assets	\$8,103,305	\$8,414,724	\$8,509,350	\$8,402,443	\$8,415,581	\$8,103,305	\$8,415,581
Common shares outstanding	43,183	42,489	42,489	42,489	42,489	43,183	42,489
Tangible common equity ratio	8.96%	8.40%	8.21%	8.23%	8.70%	8.96%	8.70%
Tangible book value per common share	\$ 16.82	\$ 16.63	\$ 16.43	\$ 16.27	\$ 17.23	\$ 16.82	\$ 17.23

**AMERANT**

**Thank you**





