

Third Quarter 2019 Earnings Presentation

October 22, 2019

Forward looking statements

Certain statements contained in this presentation may constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements include, without limitation, statements relating to the timing, benefits, costs, and synergies of the proposed merger (the "FNB merger") with Farmers National Bank of Scottsville ("FNB"), and the future plans, results, strategies, and expectations of FB Financial Corporation ("FB Financial"). These statements can generally be identified by the use of the words and phrases "may," "will," "should," "could," "would," "goal," "plan," "potential," "estimate," "project," "believe," "intend," "anticipate," "expect," "target," "aim," "predict," "continue," "seek," "projection," and other variations of such words and phrases and similar expressions. The inclusion of these forward-looking statements should not be regarded as a representation by the FB Financial or any other person that such expectations, estimates, and projections will be achieved. Accordingly, FB Financial cautions shareholders and investors that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions, and uncertainties that are difficult to predict and that are beyond FB Financial's control. Although FB Financial believes that the expectations reflected in these forward-looking statements are reasonable as of the date of this presentation, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. A number of factors could cause actual results to differ materially from those contemplated by the forward-looking statements including, without limitation, (1) the risk that the cost savings and any revenue synergies from the proposed FNB merger or another acquisition may not be realized or take longer than anticipated to be realized, (2) disruption from the proposed FNB merger with customer, supplier, or employee relationships, (3) the occurrence of any event, change, or other circumstances that could give rise to the termination of the merger agreement with FNB, (4) the failure to obtain necessary regulatory approvals for the FNB merger, (5) the failure to obtain the approval of FNB's shareholders for the FNB merger, (6) the possibility that the costs, fees, expenses, and charges related to the FNB merger may be greater than anticipated, including as a result of unexpected or unknown factors, events, or liabilities, (7) the failure of the conditions to the FNB merger to be satisfied, (8) the risks related to the integration of acquired businesses (including the proposed FNB merger, FB Financial's recent acquisition of branches from Atlantic Capital Bank, and any future acquisitions), including the risk that the integration of the acquired operations with those of FB Financial will be materially delayed or will be more costly or difficult than expected, (9) the risks associated with FB Financial's pursuit of future acquisitions, (10) the risk of expansion into new geographic or product markets, (11) reputational risk and the reaction of the parties' customers to the FNB merger, (12) FB Financial's ability to successful execute its various business strategies, including its ability to execute on potential acquisition opportunities, (13) the risk of potential litigation or regulatory action related to the FNB merger, and (14) general competitive, economic, political, and market conditions, as well as the other risk factors set forth in our December 31, 2018 Form 10-K, filed with the Securities and Exchange Commission on March 12, 2019, under the captions "Cautionary note regarding forward-looking statements" and "Risk factors".



This presentation contains certain financial measures that are not measures recognized under U.S. generally accepted accounting principles ("GAAP") and therefore are considered non-GAAP financial measures. These non-GAAP financial measures include, without limitation, adjusted net income, adjusted diluted earnings per share, adjusted pro forma net income, adjusted pro forma diluted earnings per share, core noninterest expense, core revenue, core noninterest income, core efficiency ratio (tax-equivalent basis), banking segment core efficiency ratio (tax-equivalent basis), adjusted mortgage contribution, adjusted return on average assets and equity, pro forma return on average assets and equity, and pro form adjusted return on average assets and equity. Each of these non-GAAP metrics excludes certain income and expense items that the Company's management considers to be non-core/adjusted in nature. The Company refers to these non-GAAP measures as adjusted or core measures. The corresponding Earnings Release also presents tangible assets, tangible common equity, tangible book value per common share, tangible common equity to tangible assets, return on tangible common equity, return on average tangible common equity. Each of these non-GAAP metrics excludes the impact of goodwill and other intangibles.

The Company's management uses these non-GAAP financial measures in their analysis of the Company's performance, financial condition and the efficiency of its operations as management believes such measures facilitate period-to-period comparisons and provide meaningful indications of its operating performance as they eliminate both gains and charges that management views as non-recurring or not indicative of operating performance. Management believes that these non-GAAP financial measures provide a greater understanding of ongoing operations and enhance comparability of results with prior periods as well as demonstrating the effects of significant non-core gains and charges in the current and prior periods. The Company's management also believes that investors find these non-GAAP financial measures useful as they assist investors in understanding the Company's underlying operating performance and in the analysis of ongoing operating trends. In addition, because intangible assets such as goodwill and other intangibles, and the other items excluded each vary extensively from company to company, the Company believes that the presentation of this information allows investors to more easily compare the Company's results to the results of other companies. However, the non-GAAP financial measures calculated in accordance with GAAP. Moreover, the manner in which the Company calculates the non-GAAP financial measures discussed herein should not be considered in isolation or as a substitute for the most directly comparable or other financial measures discussed herein may differ from that of other companies reporting measures with similar names. You should understand how such other banking organizations calculate their financial measures similar to the non-GAAP financial measures to the most directly comparable GAAP financial measures.



3Q 2019 highlights

FB FirstBank

Key highlights	Financial results	
Adjusted diluted EPS ¹ of \$0.77, resulting in:		3Q19
 Adjusted ROAA¹ of 1.61% Adjusted ROATCE¹ of 17.7% 	Diluted earnings per share Adjusted diluted earnings per share ¹	\$0.76 <i>\$0.77</i>
Announced acquisition of FNB Financial Corporation in Scottsville, KY on September 17, 2019	Not income (fmillion)	\$24.0
Loans (HFI) grew to \$4.3 billion, a 22.8% increase from 3Q 2018	Net income (\$million) Adjusted net income ¹ (\$million)	\$24.0 \$24.3
 Year-over-year organic growth of 12.2% 3Q 2019 annualized growth of 5.2% 	Net interest margin Impact of accretion and nonaccrual interest (bps)	4.28% 16
 Customer deposits grew to \$4.9 billion, a 21.9% increase from 3Q 2018 Year-over-year organic growth of 7.2% 3Q 2019 annualized growth of 6.9% 	Return on average assets Adjusted return on average assets ¹	1.59% 1.61%
 Continued customer-focused balance sheet growth resulting in a net interest margin of 4.28% for 3Q 2019 Contractual yield on loans of 5.50%, down 7 bps 	Return on average equity Adjusted return on average equity ¹	13.0% <i>13.2%</i>
from 2Q 2019 – Cost of total deposits of 1.11%, down 3 bps from 2Q 2019	Return on average tangible common equity ¹ Adjusted return on average tangible common equity ¹	17.5% 17.7%
 Total mortgage contribution, adjusted¹ of \$5.4 million in 3Q 2019; completed the exit of wholesale mortgage channels in August 	Efficiency ratio Core efficiency ratio ¹	65.3% <i>64.5%</i>
	Results are non-GAAP financial measures that adjust GAAP report assets, equity and other metrics for certain intangibles, income ar	

assets, equity and other metrics for certain intangibles, income and expense items as outlined in the non-GAAP reconciliation calculations, using a combined marginal income tax rate of 26.06% excluding one-time items. See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP financial measures.

Delivering balanced profitability and growth



Drivers of profitability



¹ Our pro forma net income includes a pro forma provision for federal income taxes using a combined effective income tax rate of 35.08% and 36.75% for the years ended December 31, 2015 and 2016, respectively, and also includes the exclusion of a one-time tax charge from C Corp conversion in 3Q 2016 and the 4Q 2017 benefit from the 2017 Tax Cuts and Jobs Act. The years ended December 31, 2015, 2016, 2017 and 2018 are annual percentages. See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures.



Net interest margin remains strong



FB FirstBank

Consistent loan growth and balanced portfolio



Total loan growth¹ (\$million) and commercial real estate concentration

Commercial real estate (CRE)	% of Risk-I	Based Capital
concentrations ²	2Q19	3Q19 (preliminary)
C&D loans subject to 100% risk- based capital threshold	92%	89%
Total CRE loans subject to 300% risk-based capital threshold ³	267%	255%

Loan portfolio breakdown¹



¹ Exclude HFS loans, C&I includes owner-occupied CRE.

² Risk-based capital at FirstBank as defined in Call Report. 3Q 2019 calculation is preliminary and subject to change.

³ Excludes owner-occupied CRE.



Stable core deposit franchise



Total deposits (\$million)





Noninterest-

bearing checking 25%

Interest-bearing

checking

21%

Noninterest bearing deposits (\$million)¹





¹ Includes mortgage servicing-related escrow deposits of \$78.0 million, \$53.5 million, \$70.1 million, \$70.4 million and \$121.4 million for the quarters ended September 30, 2018 December 31, 2018, March 31, 2019, June 30, 2019 and September 30, 2019 respectively.



Mortgage operations overview

Highlights

- Total Mortgage adjusted pre-tax contribution¹ of \$5.4 million for 3Q 2019; adjusted for \$0.1 million of restructuring related expenses
- Mortgage banking income \$29.2 million, up 9.5% from 3Q 2018 and up 19.0% from 2Q 2019
- Completed the exit of wholesale mortgage channels with disposition of correspondent channel on August 1, 2019
- Exit of wholesale origination channels allows additional focus on enhancing retail channels and improving operating efficiency moving forward
- Continue to add mortgage loan originators

Mortgage banking income (\$mm)

	3Q18	2Q19	3Q19
Gain on Sale	\$26.0	\$21.0	\$28.0
Fair value changes	(\$2.3)	\$3.3	\$2.3
Servicing Revenue	\$5.6	\$4.0	\$4.0
Fair value MSR change	(\$2.7)	\$(3.8)	\$(5.1)
Total Income	\$26.6	\$24.5	\$29.2

Quarterly mortgage production



Total pre-tax contribution, adjusted¹ (%)



See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP financial measures.

² As of the respective period-end.



Managing operating leverage

Managing operating efficiency

- Consolidated 3Q 2019 core efficiency ratio¹ of 64.5%
- Integration of Atlantic Capital branch acquisition completed and in line with expectations
- Improved mortgage profitability as restructuring continues, offset by reduced servicing income and higher net MSR fair value changes
- Core bank operating expense growth in mid-single digits
- Continued investment in revenue producers, technology and operational capabilities to improve on scalable platform

Core efficiency ratio (tax-equivalent basis)¹





¹ See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures.



Asset quality remains stable



Nonperforming ratios

Classified & PCI loans (\$million)



LLR / loans



Net charge-offs / average loans



¹ Includes acquired excess land and facilities held for sale – see page 14 of the Quarterly Financial Supplement.



Strong capital position for future growth

Capital position			
	3Q18	2Q19	3Q19 ¹
Shareholder's equity / Assets	12.8%	12.1%	12.2%
TCE / TA ²	10.2%	9.2%	9.4%
Common equity tier 1 / Risk-weighted assets	11.5%	10.4%	10.8%
Tier 1 capital / Risk- weighted assets	12.2%	11.0%	11.3%
Total capital / Risk- weighted assets	12.8%	11.6%	12.0%
Tier 1 capital / Average assets	11.3%	10.0%	10.1%

Tangible book value per share



Simple capital structure



¹ Total regulatory capital, FB Financial Corporation. 3Q 2019 calculation is preliminary and subject to change.

² See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures.



Appendix



Net income and diluted earnings per share, adjusted

				2019				20	18	
(Dollars in thousands, except share data)	TI	hird Quarter	Se	cond Quarter	F	irst Quarter	Fo	urth Quarter	T	hird Quarter
Pre-tax net income	\$	31,684	\$	25,002	\$	25,563	\$	22,680	\$	28,079
Plus merger and mortgage restructuring expenses		407		4,612		1,675		401		_
Pre-tax net income, adjusted		32,091		29,614		27,238		23,081		28,079
Income tax expense, adjusted		7,824		7,516		6,412		5,745		6,702
Net income, adjusted	\$	24,267	\$	22,098	\$	20,826	\$	17,336	\$	21,377
Weighted average common shares outstanding- fully diluted		31,425,573		31,378,018		31,349,198		31,344,949		31,339,628
Diluted earnings per share, adjusted										
Diluted earning per common share	\$	0.76	\$	0.59	\$	0.62	\$	0.54	\$	0.68
Plus merger and mortgage restructuring expenses		0.01		0.15		0.05		0.01		_
Less tax effect		_		0.04		0.01		_		-
Diluted earnings per share, adjusted	\$	0.77	\$	0.70	\$	0.66	\$	0.55	\$	0.68



Pro forma net income and diluted earnings per share, adjusted*

(Dollars in thousands, except share data)	YTD 2019	2018	2017	2016	2015
Pre-tax net income	\$ 82,249	\$ 105,854	\$ 73,485	\$ 62,324	\$ 50,824
Plus merger, conversion, offering, and mortgage restructuring expenses	6,694	2,265	19,034	3,268	3,543
Less significant (losses) gains on securities, other real estate owned and other items	 _	_	 _	(3,539)	4,638
Pre tax net income, adjusted	 88,943	108,119	92,519	69,131	49,729
Pro forma income tax expense, adjusted	21,751	26,034	34,749	25,404	18,425
Pro forma net income, adjusted	\$ 67,192	\$ 82,085	\$ 57,770	\$ 43,727	\$ 31,304
Weighted average common shares outstanding- fully diluted	 31,378,786	31,314,981	28,207,602	19,312,174	17,180,000
Pro forma diluted earnings per share, adjusted*					
Diluted earning per share	\$ 1.97	\$ 2.55	\$ 1.86	\$ 2.10	\$ 2.79
Plus merger, conversion, offering, and mortgage restructuring expenses	0.21	0.07	0.67	0.17	0.21
Less significant (losses) gains on securities, other real estate owned and other items	_	_	_	(0.18)	0.27
Less tax effect and benefit of enacted tax laws	 0.05	0.01	0.48	0.19	0.91
Pro forma diluted earnings per share, adjusted	\$ 2.13	\$ 2.61	\$ 2.05	\$ 2.26	\$ 1.82

*Prior to the IPO in the third quarter of 2016, the Company was an S corporation and did not incur federal income taxes. In conjunction with the IPO, the Company converted to a C corporation. These results are on a pro forma basis to reflect the results of the Company on a C corporation basis and combined effective tax rates of 35.08% and 36.75% for the years ended December 31, 2015 and 2016, respectively.



Core efficiency ratio (tax-equivalent basis)

				2019			2018					
(Dollars in thousands)	Thi	Third Quarter		Second Quarter		st Quarter	Fourth Quarter		Thi	rd Quarter		
Total noninterest expense	s	62,935	\$	64,119	\$	55,101	\$	53,736	\$	57,213		
Less merger and mortgage restructuring expenses		407		4,612		1,675		401		_		
Core noninterest expense	\$	62,528	\$	59,507	\$	53,426	\$	53,335	\$	57,213		
Net interest income (tax-equivalent basis)	\$	58,769	\$	57,488	\$	53,461	\$	51,799	\$	53,161		
Total noninterest income		38,145		32,979		29,039		27,249		34,355		
Less (loss) gain on sales or write-downs of other real estate owned and other assets		(82)		94		152		33		446		
Less (loss) gain from securities, net		(20)		52		43		_		(27)		
Core noninterest income		38,247		32,833		28,844		27,216		33,936		
Core revenue	\$	97,016	\$	90,321	\$	82,305	\$	79,015	\$	87,097		
Efficiency ratio (GAAP) ^(a)		65.3 %		71.2 %		67.2 %		68.4 %		65.7 %		
Core efficiency ratio (tax-equivalent basis)		64.5 %		65.9 %		64.9 %		67.5 %		65.7 %		

(a) Efficiency ratio (GAAP) is calculated by dividing noninterest expense by total revenue



Segment core efficiency ratios (tax-equivalent basis)

				2019				20	18	
(Dollars in thousands)	Thi	rd Quarter	Seco	ond Quarter	Fire	st Quarter	Four	rth Quarter	Thi	rd Quarter
Banking segment core efficiency ratio (tax-equivalent basis)										
Core consolidated noninterest expense	s	62,528	\$	59,507	\$	53,426	\$	53,335	\$	57,213
Less Mortgage segment core noninterest expense		15,686		17,835		17,486		16,262		18,821
Core Banking segment noninterest expense	\$	46,842	\$	41,672	\$	35,940	\$	37,073	\$	38,392
Core revenue	\$	97,016	\$	90,321	\$	82,305	\$	79,015	\$	87,097
Less Mortgage segment total revenue		18,455		19,119		16,658		13,979		19,254
Core Banking segment total revenue	\$	78,561	\$	71,202	\$	65,647	\$	65,036	\$	67,843
Banking segment core efficiency ratio (tax-equivalent basis)		59.6 %		58.5 %		54.7 %		57.0 %		56.6 %
Mortgage segment core efficiency ratio (tax-equivalent basis)										
Mortgage segment noninterest expense	\$	15,798	\$	18,664	\$	18,540	\$	16,262	\$	18,821
Less mortgage restructuring expense		112		829		1,054		_		_
Core Mortgage segment noninterest expense	\$	15,686	\$	17,835	\$	17,486	\$	16,262	\$	18,821
Mortgage segment total revenue	\$	18,455	\$	19,119	\$	16,658	\$	13,979	\$	19,254
Mortgage segment core efficiency ratio (tax-equivalent basis)		85.0 %		93.3 %		N/A		N/A		97.8 %



Mortgage contribution, adjusted

				2019				20	18	
(Dollars in thousands)	Thi	rd Quarter	Seco	nd Quarter	Fire	st Quarter	Four	th Quarter	Thir	rd Quarter
Mortgage segment pre-tax net contribution (loss)	\$	2,657	\$	455	\$	(1,882)	\$	(2,283)	\$	433
Retail footprint:										
Mortgage banking income		10,693		5,451		4,386		5,041		7,417
Mortgage banking expenses		8,087		4,172		2,831		4,542		6,383
Retail footprint pre-tax net contribution		2,606		1,279		1,555		499		1,034
Total mortgage banking pre-tax net contribution (loss)	\$	5,263	\$	1,734	\$	(327)	\$	(1,784)	\$	1,467
Plus mortgage restructuring expense		112		829		1,054		_		_
Total mortgage banking pre-tax net contribution (loss), adjusted	\$	5,375	\$	2,563	\$	727	\$	(1,784)	\$	1,467
Pre-tax net income	\$	31,684	\$	25,002	\$	25,563	\$	22,680	\$	28,079
% total mortgage banking pre-tax net contribution		16.6 %		6.94 %		N/A		N/A		5.22 %
Pre-tax net income, adjusted	\$	32,091	\$	29,614	\$	27,238	\$	23,081	\$	28,079
% total mortgage banking pre-tax net contribution, adjusted		16.7 %		8.65 %		2.67 %		N/A		5.22 %



Tangible assets and equity

				2019				20)18	
(Dollars in thousands, except share data)	T	hird Quarter	Sec	cond Quarter	Fi	irst Quarter	Fo	ourth Quarter	TI	hird Quarter
Tangible Assets										
Total assets	\$	6,088,895	\$	5,940,402	\$	5,335,156	\$	5,136,764	\$	5,058,167
Less goodwill		168,486		168,486		137,190		137,190		137,190
Less intangibles, net		18,748		19,945		10,439		11,628		12,403
Tangible assets	\$	5,901,661	\$	5,751,971	\$	5,187,527	\$	4,987,946	\$	4,908,574
Tangible Common Equity										
Total shareholders' equity	\$	744,835	s	718,759	\$	694,577	\$	671,857	s	648,731
Less goodwill		168,486		168,486		137,190		137,190		137,190
Less intangibles, net		18,748		19,945		10,439		11,628		12,403
Tangible common equity	\$	557,601	\$	530,328	\$	546,948	\$	523,039	\$	499,138
Common shares outstanding		30,927,664		30,865,636		30,852,665		30,724,532		30,715,792
Book value per common share	\$	24.08	\$	23.29	\$	22.51	\$	21.87	\$	21.12
Tangible book value per common share	\$	18.03	\$	17.18	\$	17.73	\$	17.02	\$	16.25
Total shareholders' equity to total assets		12.2 %		12.1 %		13.0 %		13.1 %		12.8 %
Tangible common equity to tangible assets		9.45 %		9.22 %		10.5 %		10.5 %		10.2 %

Return on average tangible common equity

			2019	2018						
(Dollars in thousands)	Th	ird Quarter	Sec	ond Quarter	Fir	st Quarter	Fou	rth Quarter	Thi	rd Quarter
Total average shareholders' equity	\$	731,701	\$	708,557	\$	684,545	\$	659,050	\$	638,388
Less average goodwill		168,486		167,781		137,190		137,190		137,190
Less average intangibles, net		19,523		20,214		10,856		12,016		12,803
Average tangible common equity	S	543,692	\$	520,562	s	536,499	\$	509,845	\$	488,395
Net income	s	23,966	\$	18,688	\$	19,588	\$	17,040	\$	21,377
Return on average tangible common equity		17.5 %		14.4 %		14.8 %		13.3 %		17.4 %



Return on average tangible common equity, adjust	ed									
				2019				20	18	
(Dollars in thousands)	Th	ird Quarter	Sec	ond Quarter	Fir	st Quarter	Fou	rth Quarter	Th	ird Quarter
Average tangible common equity	\$	543,692	\$	520,562	\$	536,499	\$	509,845	\$	488,395
Net income, adjusted		24,267		22,098		20,826		17,336		21,377
Return on average tangible common equity, adjusted		17.7 %		17.0 %		15.7 %		13.5 %		17.4 %

Return on average assets and equity, adjusted

		2019							2018			
(Dollars in thousands)	1	Third Quarter		Second Quarter		First Quarter		Fourth Quarter		Third Quarter		
Net income	s	23,966	\$	18,688	\$	19,588	\$	17,040	\$	21,377		
Average assets		5,988,572		5,771,371		5,174,918		5,005,158		4,932,197		
Average equity		731,701		708,557		684,545		659,050		638,388		
Return on average assets		1.59 %		1.30 %		1.54 %		1.35 %		1.72 %		
Return on average equity		13.0 %		10.6 %		11.6 %		10.3 %		13.3 %		
Net income, adjusted	S	24,267	\$	22,098	s	20,826	\$	17,336	\$	21,377		
Return on average assets, adjusted		1.61 %		1.54 %		1.63 %		1.37 %		1.72 %		
Return on average equity, adjusted		13.2 %		12.5 %		12.3 %		10.4 %		13.3 %		



Pro forma return on average assets and equity, adjusted

(Dollars in thousands)	YTD 2019	2018	2017	2016	2015
Pro forma net income	\$ 62,242	\$ 80,236	\$ 52,398	\$ 39,422	\$ 32,995
Average assets	5,647,705	4,844,865	3,811,158	3,001,275	2,577,895
Average equity	708,436	629,922	466,219	276,587	228,844
Pro forma return on average assets	1.47 %	1.66 %	1.37 %	1.31 %	1.28 %
Pro forma return on average equity	11.7 %	12.7 %	11.2 %	14.3 %	14.4 %
Pro forma net income, adjusted	\$ 67,192	\$ 82,085	\$ 57,770	\$ 43,727	\$ 31,304
Pro forma return on average assets, adjusted	1.59 %	1.69 %	1.52 %	1.46 %	1.21 %
Pro forma return on average equity, adjusted	12.7 %	13.0 %	12.4 %	15.8 %	13.7 %

