CROSSFIRST BANKSHARES, INC.
NASDAQ: CFB

Earnings Conference Call
First Quarter 2022
April 19th, 2022

Mike Maddox, President & CEO
Ben Clouse, CFO
Randy Rapp, CCO & CRO
Heather Worley, Director of IR

LEGAL DISCLAIMER

CROSSFIRST BANKSHARES, INC.

FORWARD-LOOKING STATEMENTS. The financial results in this presentation reflect preliminary, unaudited results, which are not final until the Company's Quarterly Report on Form 10-Q is filed. This presentation and oral statements made during this meeting contain forward-looking statements. These forward-looking statements reflect our current views with respect to, among other things, future events and our financial performance. These statements are often, but not always, made through the use of words or phrases such as "may," "might," "should," "could," "predict," "potential," "believe," "expect," "continue," "will," "anticipate," "seek," "estimate," "intend," "plan," "strive," "projection," "goal," "target," "outlook," "aim," "would," "annualized" and "outlook," or the negative version of those words or other comparable words or phrases of a future or forward-looking nature. These forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about our industry, management's beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions, estimates and uncertainties that are difficult to predict. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. There are or will be important factors that could cause our actual results to differ materially from those indicated in these forward-looking statements, including, but not limited to, the following: risks relating to the COVID-19 pandemic; risks related to general business and economic conditions and any regulatory responses to such conditions; our ability to effectively execute our growth strategy and manage our growth, including identifying and consummating suitable mergers and acquisitions; the geographic concentration of our markets; fluctuation of the fair value of our investment securities due to factors outside our control; our ability to successfully manage our credit risk and the sufficiency of our allowance; regulatory restrictions on our ability to grow due to our concentration in commercial real estate lending; our ability to attract, hire and retain qualified management personnel; interest rate fluctuations; our ability to raise or maintain sufficient capital; competition from banks, credit unions and other financial services providers; the effectiveness of our risk management framework in mitigating risks and losses; our ability to maintain effective internal control over financial reporting; our ability to keep pace with technological changes; system failures and interruptions, cyber-attacks and security breaches; employee error, fraudulent activity by employees or clients and inaccurate or incomplete information about our clients and counterparties; our ability to maintain our reputation; costs and effects of litigation, investigations or similar matters; risk exposure from transactions with financial counterparties; severe weather, acts of god, acts of war or terrorism; compliance with governmental and regulatory requirements; changes in the laws, rules, regulations, interpretations or policies relating to financial institutions, accounting, tax, trade, monetary and fiscal matters; compliance with requirements associated with being a public company; level of coverage of our business by securities analysts; and future equity issuances.

Any forward-looking statement speaks only as of the date on which it is made, and we do not undertake any obligation to update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by law.

NON-GAAP FINANCIAL INFORMATION. This presentation contains certain non-GAAP measures. These non-GAAP measures, as calculated by CrossFirst, are not necessarily comparable to similarly titled measures reported by other companies. Additionally, these non-GAAP measures are not measures of financial performance or liquidity under GAAP and should not be considered alternatives to the Company's other financial information determined under GAAP. The Company believes that the non-GAAP financial measures presented reflect industry conventions, or standard measures within the industry, and provide useful information to the Company's management, investors and other parties interested in the Company's operating performance. See reconciliations of certain non-GAAP measures included at the end of this presentation.

MARKET AND INDUSTRY DATA. This presentation references certain market, industry and demographic data, forecasts and other statistical information. We have obtained this data, forecasts and information from various independent, third party industry sources and publications. Nothing in the data, forecasts or information used or derived from third party sources should be construed as advice. Some data and other information are also based on our good faith estimates, which are derived from our review of industry publications and surveys and independent sources. We believe that these sources and estimates are reliable but have not independently verified them. Statements as to our market position are based on market data currently available to us. Although we are not aware of any misstatements regarding the economic, employment, industry and other market data presented herein, these estimates involve inherent risks and uncertainties and are based on assumptions that are subject to change.

MANAGEMENT TEAM

CROSSFIRST BANKSHARES, INC.

Mike Maddox – President, CEO and Director

- Joined CrossFirst in 2008 after serving as Kansas City regional president for Intrust Bank
- Practicing lawyer for more than six years before joining Intrust Bank
- Appointed to CEO June 1, 2020 after 12 years of service
- B.S. Business, University of Kansas; J.D. Law, University of Kansas; Graduate School of Banking at the University of Wisconsin – Madison

Ben Clouse – Chief Financial Officer

- More than 25 years of experience in financial services, asset and wealth management, banking, retail and transportation, including public company CFO experience
- Joined CrossFirst in July 2021 after serving as CFO of Waddell & Reed Financial, Inc. (formerly NYSE: WDR) until its acquisition in 2021
- Significant experience leading financial operations as well as driving operational change
- B.S. Business, Kansas State University; Master of Accountancy, Kansas State University
- Obtained CPA designation and FINRA Series 27 license

Randy Rapp – Chief Risk Officer and Chief Credit Officer

- More than 33 years of commercial banking experience in Texas in various credit, production, risk and executive roles
- Joined CrossFirst in March 2019 after a 19-year career at Texas Capital Bank (NASDAQ:TCBI) serving as Executive Vice President and Chief Credit Officer from May 2015 until March 2019
- B.B.A. Accounting, The University of Texas at Austin and M.B.A. Finance, Texas Christian University
- Obtained CPA designation

Heather Worley –Director of Investor Relations

- More than 15 years of experience in marketing, communications and investor relations in banking and finance
- Joined CrossFirst in September 2021. Previously, SVP & Director of IR for Texas Capital Bancshares, Inc. (NASDAQ: TCBI)
- Recognized by *Institutional Investor* magazine All-America Executive Team 2017 | Top Investor Relations Professional & All-America Executive Team 2019 | Top Investor Relations Program
- B.A. Communications, Mississippi State University

Other Senior Executives

Steve Peterson
Chief Banking Officer
of CrossFirst Bank
21+ years of banking experience
Joined CrossFirst in 2011

Amy Fauss
Chief Operating & Chief Human Relations Officer
of CrossFirst Bank
28+ years of banking experience
Joined CrossFirst in 2009

Jana Merfen
Chief Technology Officer
of CrossFirst Bank
12+ years of technology experience
Joined CrossFirst in 2021

2022 STRATEGIC VISION

CROSSFIRST BANKSHARES, INC.

...As One Team.

- Invest in our people to enhance our culture
- Build our success to be recognized as a Gallup® Best Place To Work

...Operating as One Bank.

- Accelerate our growth to increase loans, deposits, and fee income through our existing markets and new business verticals while prudently managing risk
- Evaluate technology partnerships to enhance our client experience, improve efficiencies, and empower our team

...With a Shared Vision.

- Take a balanced approach to drive shareholder value and invest for future growth
- Support our strategic partners to make a positive impact in our communities

OUR APPROACH TO EMPLOYEES

CROSSFIRST BANKSHARES, INC.

GROWING TEAM

Added four new producers during Q1 2022, including a new leader of our restaurant finance group

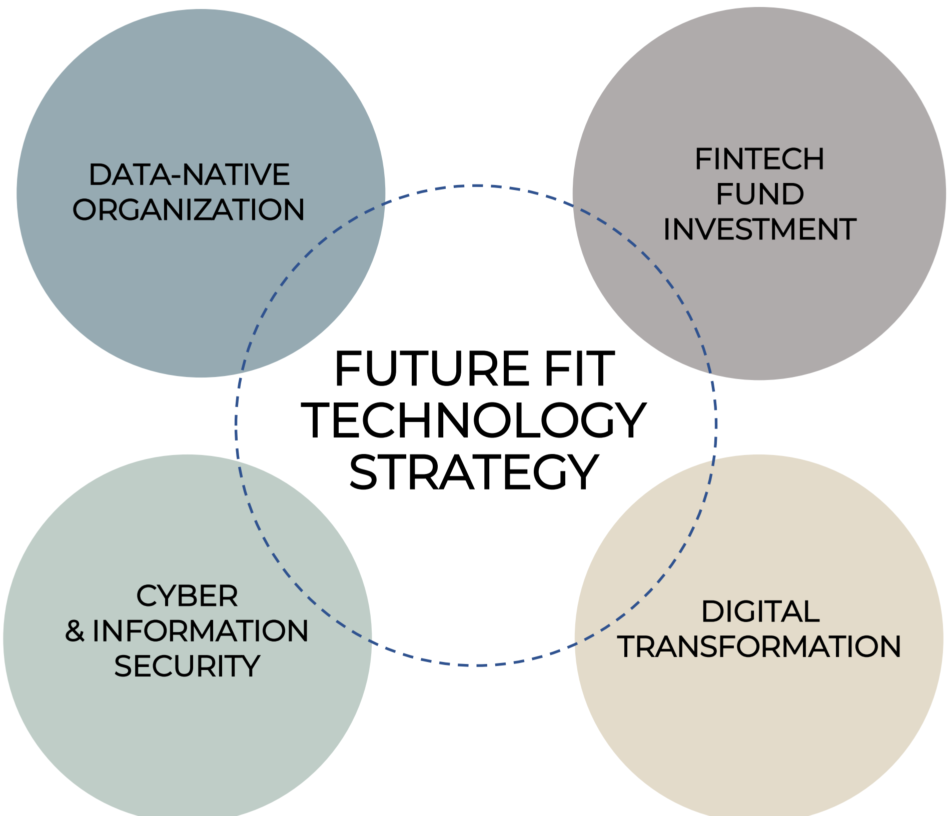
Gallup Focused Organization

- Companies focused on strengths have more engaged employees, higher customer engagement, and increased sales and profits
- We are committed to contributing to our employees' well-being and ensuring every employee has a voice
- We are focused on strengths, engagement and performance, to build an exceptional workplace, develop our employees, and deliver on our extraordinary service promise

Managers focused on strengths and performance development → **Engaged employees lead to engaged customers** → **Superior business performance**

TECHNOLOGY INVESTMENT

CROSSFIRST BANKSHARES, INC.



Data-Native Organization

- Invested in infrastructure, enterprise data architecture plans, and integration of critical systems

Fintech Partnerships

- Invested in two additional FinTech funds
- Aim to positively impact the client experience, increase client engagement, and leverage technology to enhance client processes

Digital Transformation

- Investment in Digital Banking Platform to support client experience and growth opportunities
- Deployed new software to support automation and data efficiency

Cyber & Information Security

- Continued enhancements to the Cyber & Information Security program including third-party service providers

OUR ROAD TO SUCCESS

CROSSFIRST BANKSHARES, INC.

ONE TEAM

Focusing on:

- Elevating our Strong Corporate Culture by Living our CrossFirst Values
- Attracting and Retaining High Performing Talent
- Well-being of our Employees

ONE BANK

Focusing on:

- Targeting Businesses and Professionals
- Branch-Light – Technology Focused
- Delivering Extraordinary Service and Customer Experience

SHARED VISION

Focusing on:

- Performance & Profitability
- Seizing Growth Opportunities
- Strong Credit Quality
- Enhancing Products and Services
- Managing Enterprise Risk
- Contributing to our Communities

TOTAL ASSETS	GROSS LOANS	TOTAL DEPOSITS	BOOK VALUE/ SHARE
$5.5 billion	$4.3 billion	$4.6 billion	$12.53

FIRST QUARTER 2022 HIGHLIGHTS

CROSSFIRST BANKSHARES, INC.

FINANCIAL PERFORMANCE	NET INCOME	DILUTED EPS	ROE	ROA
	$16.8M	$0.33	10.4%	1.23%

NET INCOME

- ✓ Stable net interest income, sequentially declining 1% due to loan accrual changes and declining PPP fees masking growth; increased 5% from Q1 2021
- ✓ Fully tax equivalent NIM was stable decreasing 1bp during Q1 2022 and has expanded 28bps from Q1 2021
- ✓ Noninterest income increase of 3% from Q4 2021 and 19% increase from Q1 2021 on continued credit card and treasury business growth

BALANCE SHEET

- ✓ Loan portfolio increased 2% from Q4 2021, or 9% annualized. Ex-PPP,[1] the portfolio increased 3% from Q4 2021, or 12% annualized
- ✓ Total deposits decreased 1% from the prior quarter with a stable percentage of DDA

CREDIT QUALITY

- ✓ Classified loans / total capital + combined ACL ratio decreased to 10.7%[2] and has declined from 38.2% at Q1 2021
- ✓ NCOs / average loans of 0.10% compared to 0.07% in Q4 2021 and 0.74% in Q1 2021
- ✓ NPAs / average assets rose 6bps during the quarter to 0.64% and have declined 51bps from Q1 2021

(1) Represents a Non-GAAP financial measure, see Non-GAAP reconciliation slides at the end of the presentation for more detail.
(2) Includes the accrual for off-balance sheet credit risk from unfunded commitments ("RUC") that resulted from CECL adoption on January 1, 2022.

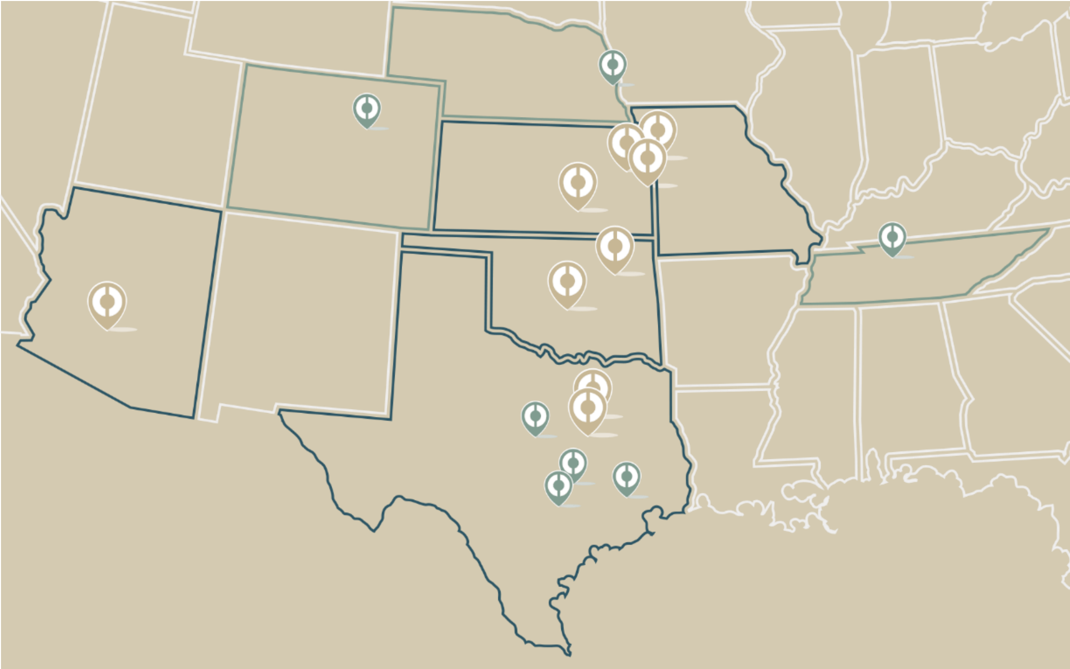
EXPANDING OUR FOOTPRINT

CROSSFIRST BANKSHARES, INC.

AREAS OF FOCUS

- Continue to execute our organic growth strategy in existing markets
- Focus on new expansion in target markets where we currently have client business
- Evaluate expansion strategies in key target markets:
  - De Novo Expansion:
    - Hire experienced talent to expand in key growth markets
  - Strategic Acquisition:
    - Provides operational scale and synergies
    - Adds new lines of business
    - Adds fee income opportunities

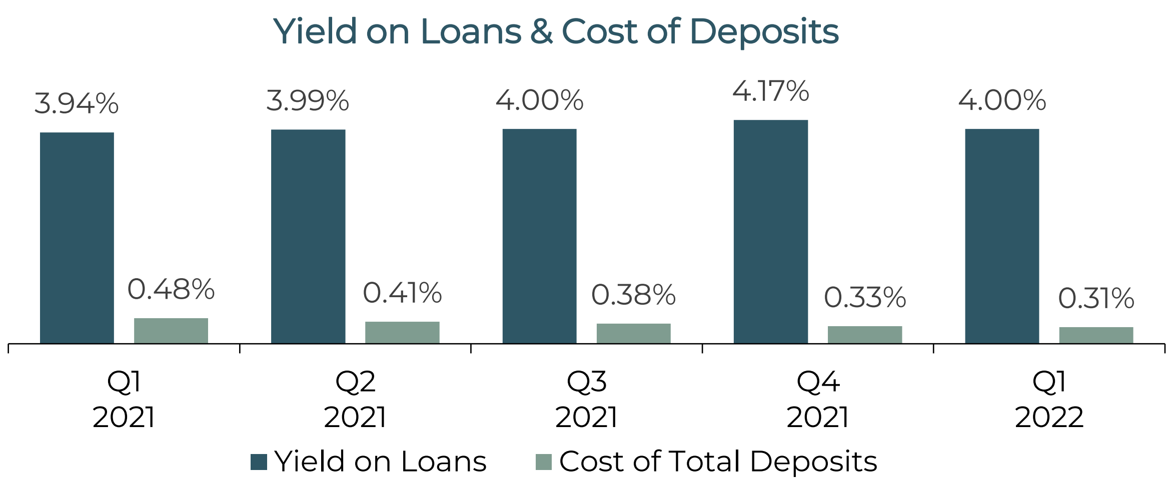
POTENTIAL TARGET MARKETS

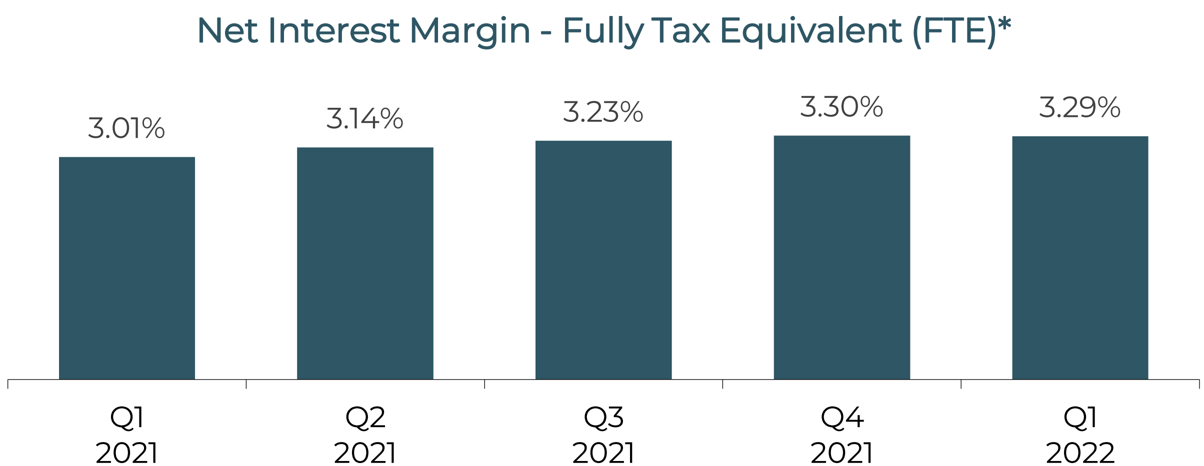


- Austin, Texas
- Fort Worth, Texas
- Nashville, Tennessee
- San Antonio, Texas
- Denver, Colorado
- Houston, Texas
- Omaha, Nebraska

NET INTEREST MARGIN

CROSSFIRST BANKSHARES, INC.



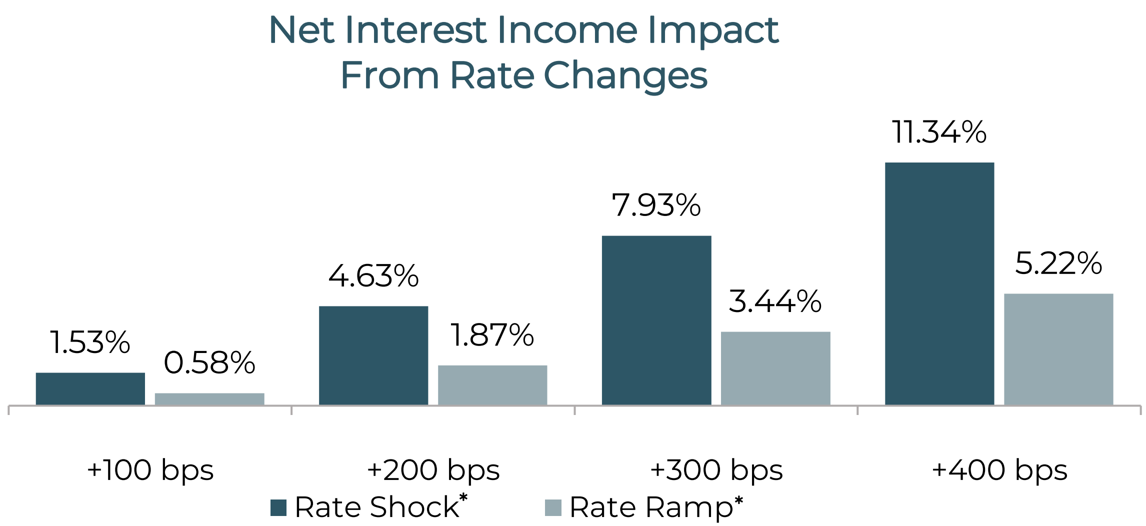


- Fully tax-equivalent net interest margin decreased 1bp to 3.29% in Q1 2022 from Q4 2021, primarily due to nonaccrual changes, fewer days and continued declines in PPP Fees
- Loan to deposit ratio increased to 94% from 91% in Q4 2021
- Current funding structure allows for significant additional capacity for borrowing or wholesale funding if necessary

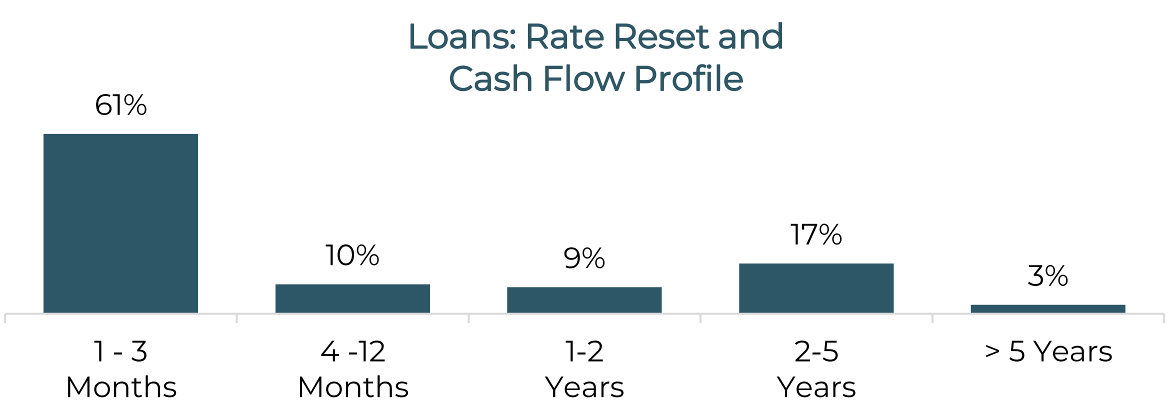
* For all quarters presented, investment yield accrual calculation changed to 30/360 from actual/actual and excludes unrealized gains and losses in the investment portfolio and earning assets

NET INTEREST INCOME SENSITIVITY

CROSSFIRST BANKSHARES, INC.



- Anticipated asset sensitivity with rate increases driving potential expansion of net interest income

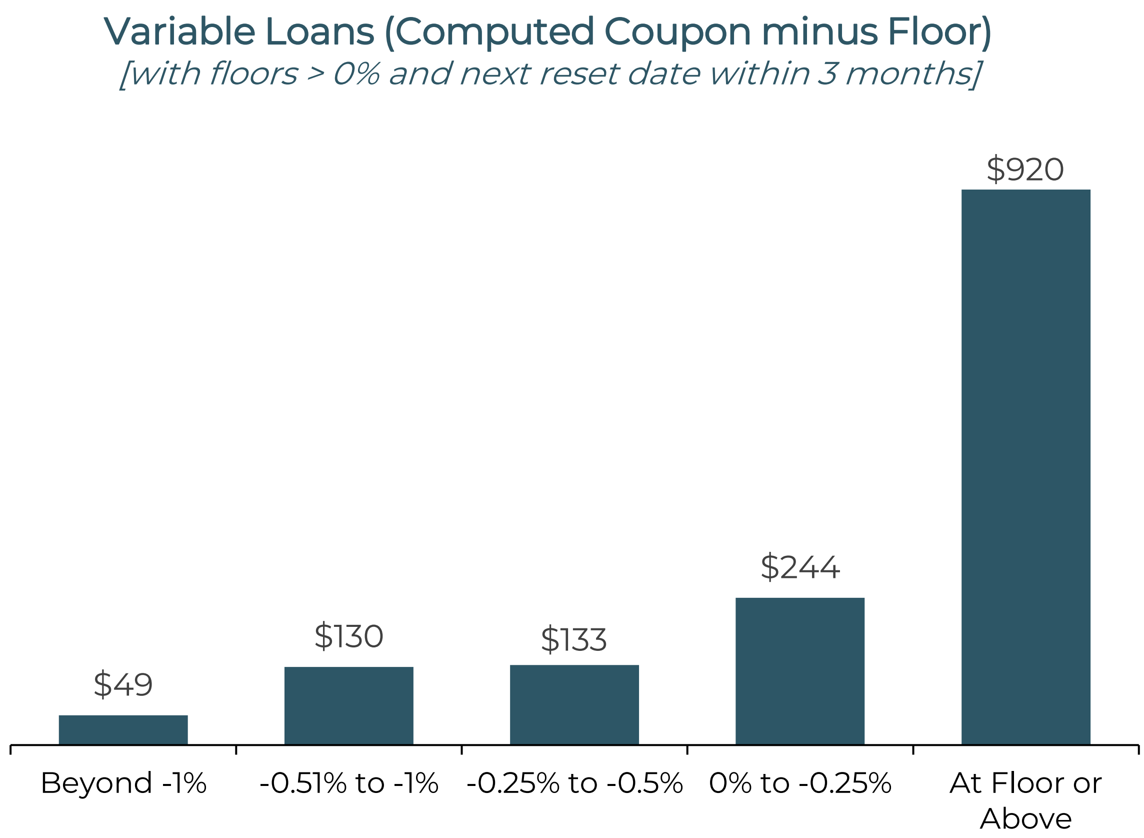


- Roughly 70% of Company's earning assets reprice or mature over the next 12 months, with 51% in month 1

Note: Data as of March 31, 2022
* Rate Shock analysis: measures instantaneous parallel shifts in market rates
Rate Ramp analysis: rate changes occur gradually over 12 months time
Balance sheet size and mix held constant from month end position and includes average YTD loan fees (excluding PPP fees)

LOAN FLOOR ANALYSIS

CROSSFIRST BANKSHARES, INC.



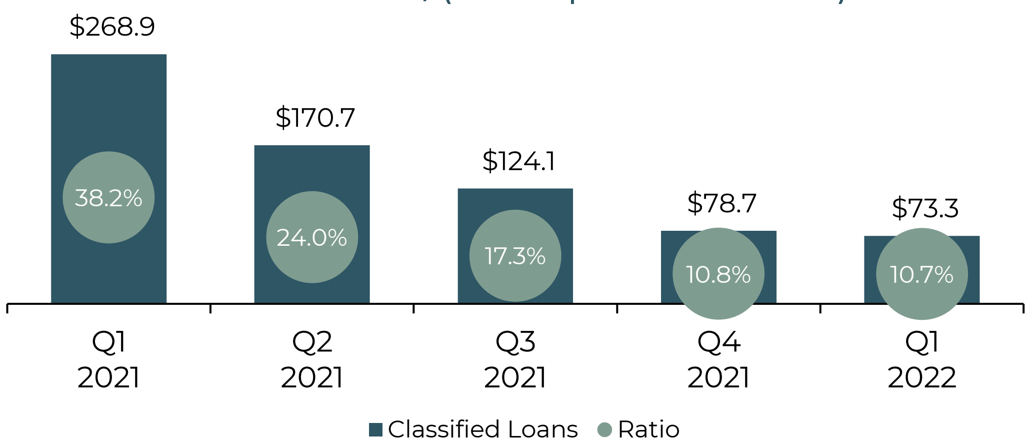
- $550 million of loans with floors in effect
- Future rate increases will drive higher loan yields as the impact of floors diminishes

Note: Dollar amounts are in millions.
Data as of March 31, 2022

ASSET QUALITY PERFORMANCE

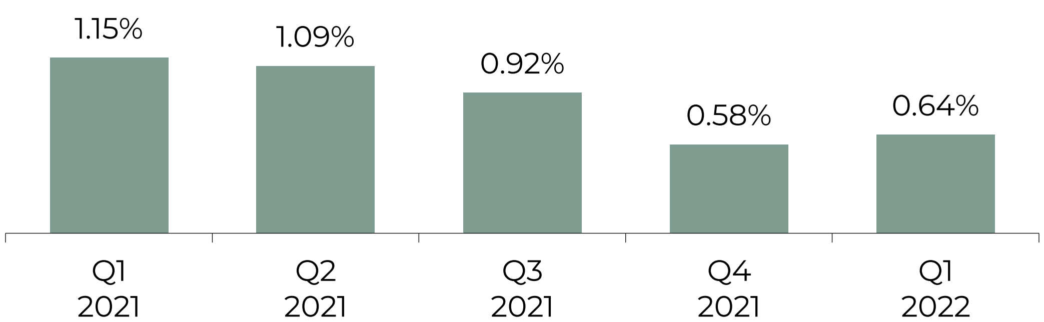
CROSSFIRST BANKSHARES, INC.

Classified Loans / (Total Capital + ACL + RUC *)



- Classified loans continue to trend down
- 22% of classifieds in Q1 2022 relate to Energy, down from 27% in Q4 2021
- The energy portfolio represents less than 45% of our total capital

Nonperforming Assets / Assets

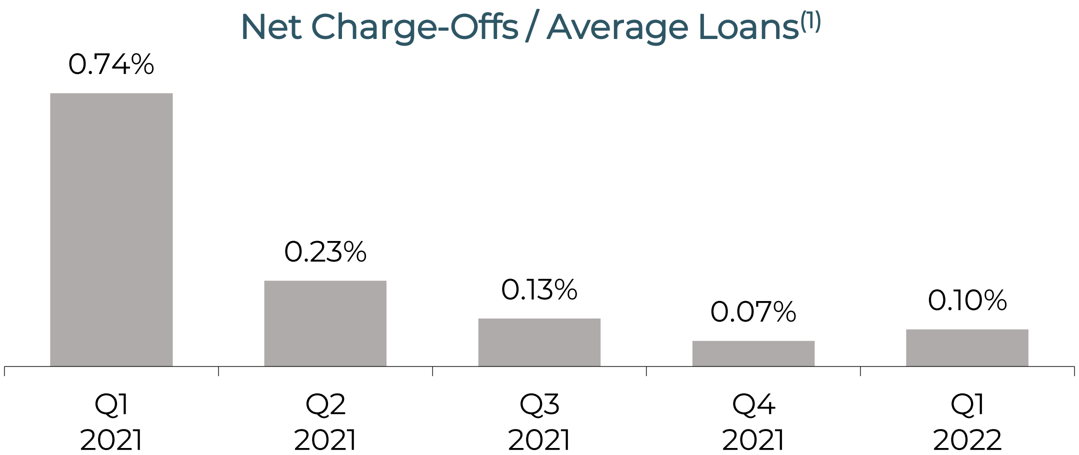


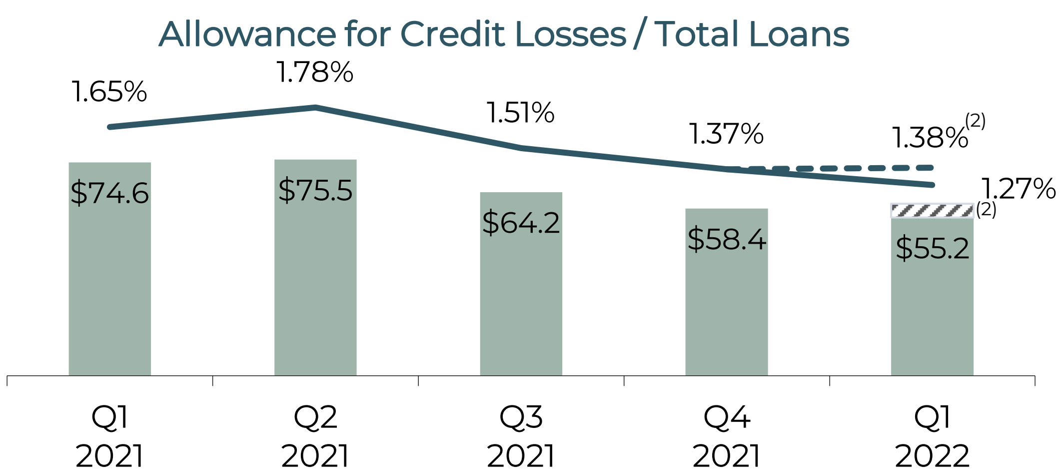
- NPAs increased slightly due primarily to the downgrade of a commercial and industrial loan
- 25% of the nonperforming asset balance in Q1 2022 relates to energy credits

Note: Dollar amounts are in millions.
* Includes the accrual for off-balance sheet credit risk from unfunded commitments (“RUC”) that resulted from CECL adoption on January 1, 2022.

ASSET QUALITY PERFORMANCE

CROSSFIRST BANKSHARES, INC.





- Q1 2022 had $1.1 million of net charge-offs which consisted of loans in both energy and commercial and industrial credits
- Based on CECL adoption, reduced ACL/Total Loans to 1.27% at end of Q1 2022 by releasing $625 thousand in reserves and added accrual for unfunded commitments of $5.5 million
- Combined allowance for credit losses to nonperforming assets at the end of Q1 2022 was 169%

Note: Dollar amounts are in millions
(1) Ratio is annualized for interim periods.
(2) Includes the $4.9 million accrual for off-balance sheet credit risk from unfunded commitments ("RUC") that resulted from CECL adoption on January 1, 2022.

2022 GUIDANCE

CROSSFIRST BANKSHARES, INC.

Business Driver	Annual Outlook
Loans	Expect 8-10% core loan growth
Deposits	Expect continued deposit growth to fund lending growth with a continued focus on improving the DDA mix
Net Interest Margin (NIM)	Expect NIM to increase throughout the year as rates move higher as roughly 70% of our earnings assets are variable
ACL / Loans	Anticipated to remain in the 1.30% to 1.45% range, based on current economic conditions
Effective Tax Rate	Expect to remain in the 20-23% range

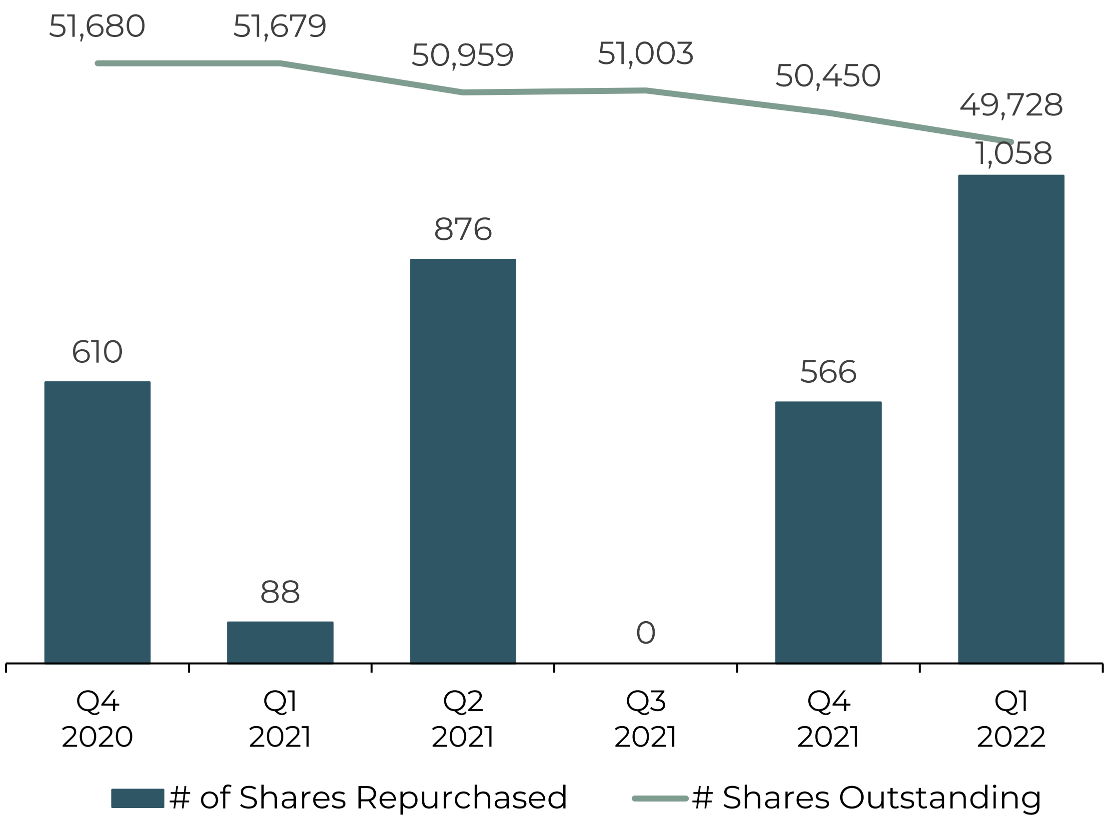
CROSSFIRST

BANKSHARES, INC.

SUPPLEMENTAL INFORMATION

STOCK REPURCHASE ACTIVITY

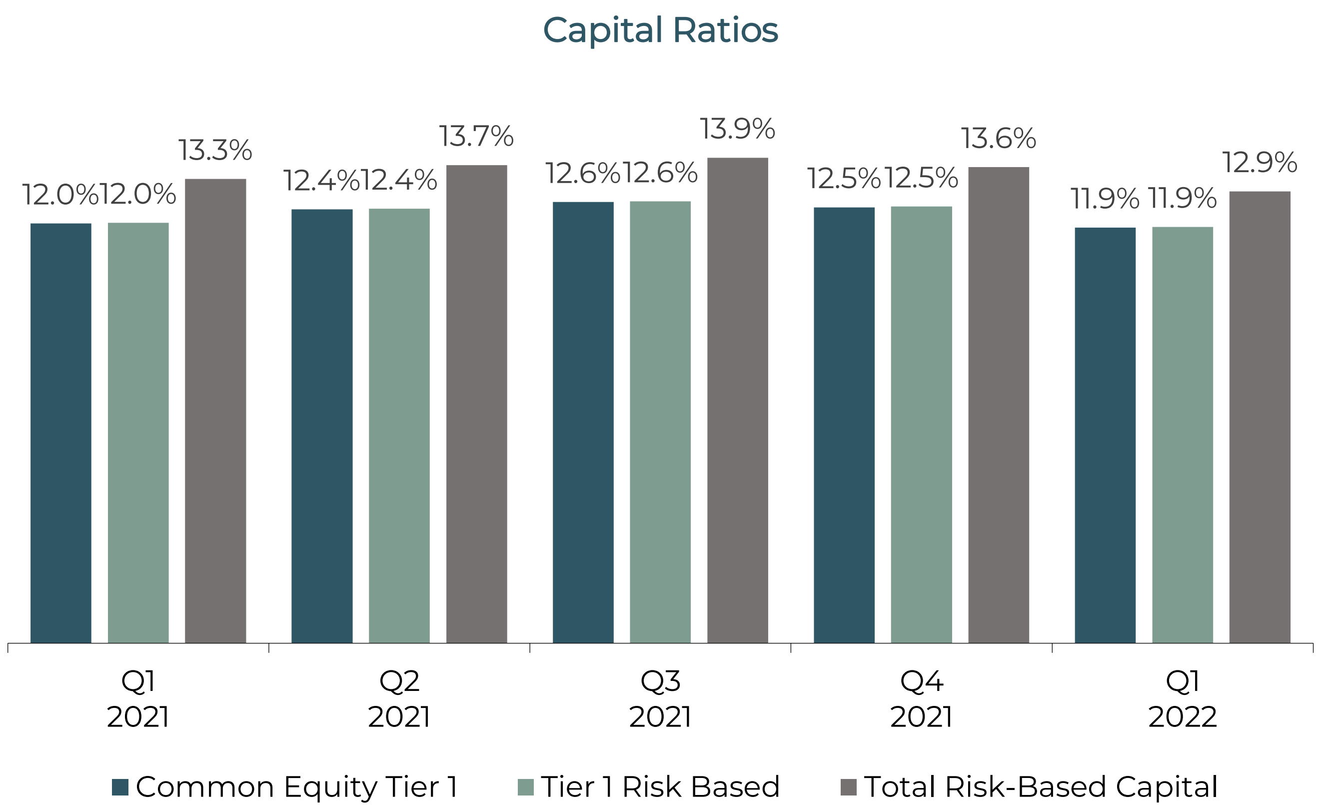
CROSSFIRST BANKSHARES, INC.



- Repurchased 2% of outstanding shares in Q1 2022
- Return of accumulated capital and earnings to shareholders
- Drives improvement in ROE and EPS
- Little tangible book value dilution and a short earnback period

Note: shares in thousands

CAPITAL RATIOS

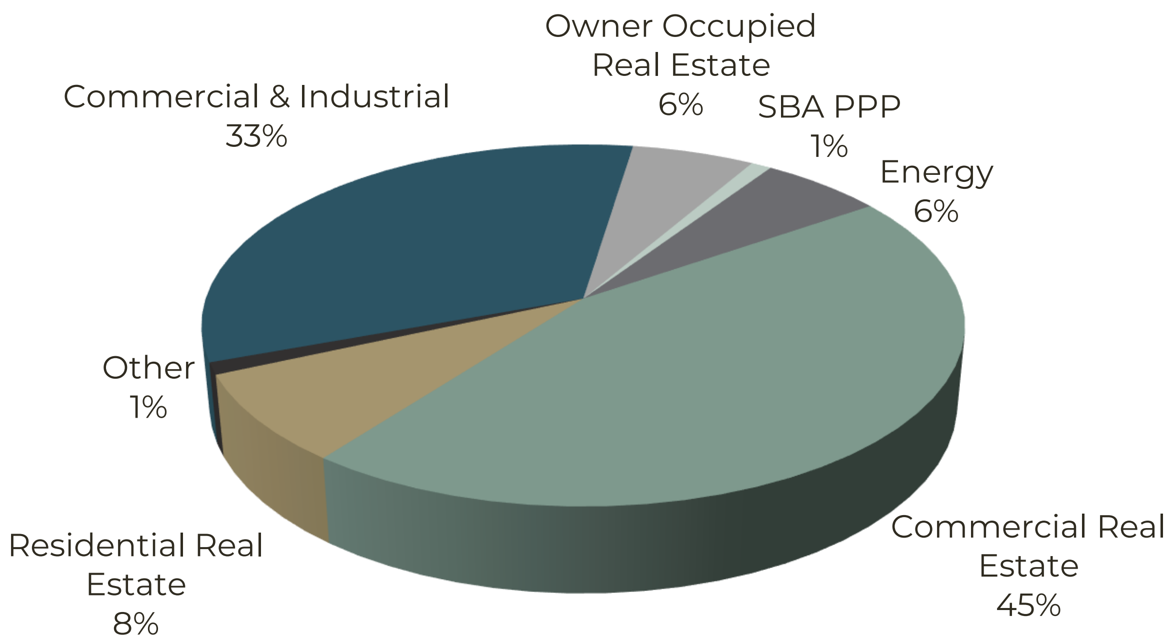


- Maintaining strong capital levels to support future growth
- Continue to remain well capitalized as we return capital to shareholders
- Execution of our profitable growth strategy supports capital ratios
- Capital ratios have decreased due to share repurchase activity and loan growth

DIVERSE LOAN PORTFOLIO

CROSSFIRST BANKSHARES, INC.

Loan Mix by Type ($4.3bn)

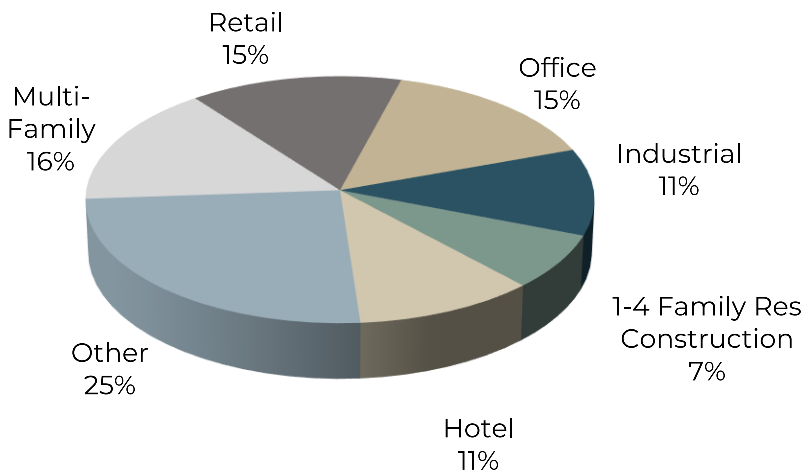


Note: Gross loans, (net of unearned income) data as of March 31, 2022.

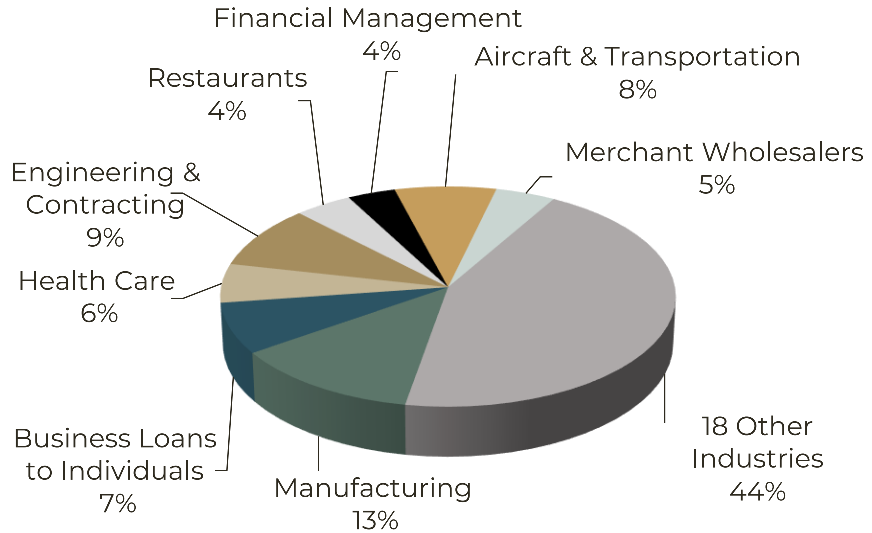
DIVERSE LOAN PORTFOLIO

CROSSFIRST BANKSHARES, INC.

CRE Loan Portfolio by Segment ($1.8bn)



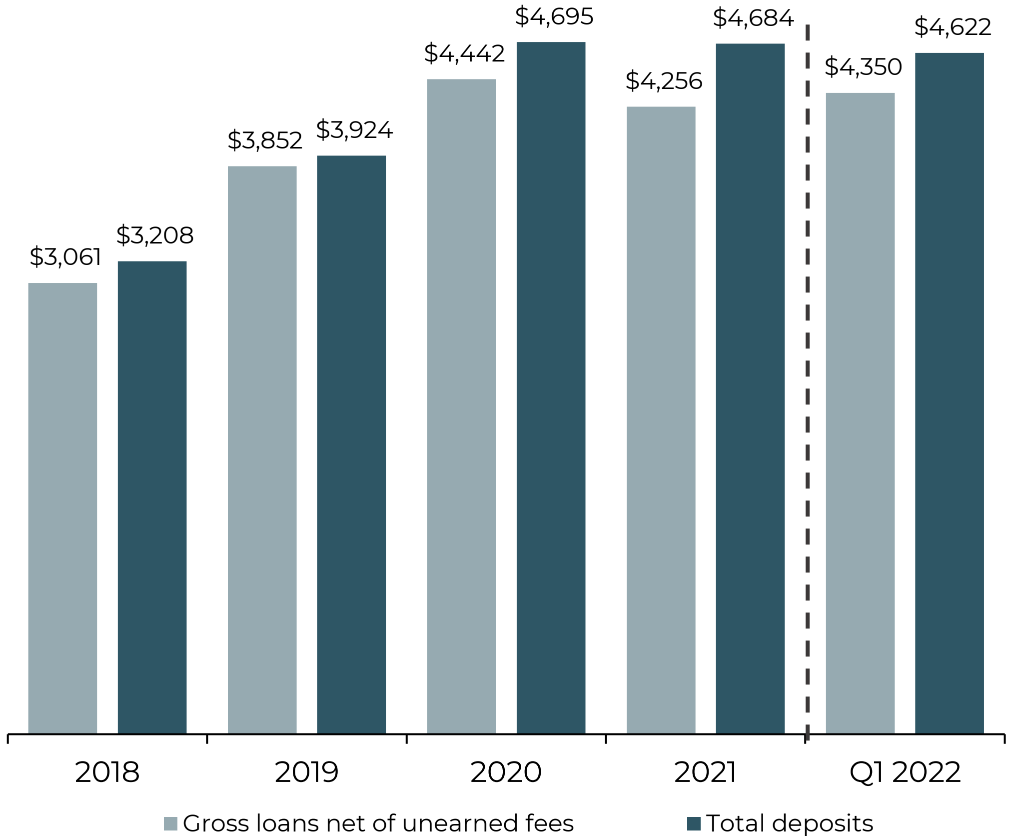
Commercial and Industrial Loan Breakdown by Type ($1.4bn)



Note: Data as of March 31, 2022.

BALANCE SHEET GROWTH

CROSSFIRST BANKSHARES, INC.



Balance Sheet	Q1 2022 QoQ	2018 - Q1 2022 CAGR
Gross Loans	▲ 2%	▲ 11%
Gross Loans ex PPP *	▲ 3%	-
Total Deposits	▼ -1%	▲ 12%
Total Assets	▼ -2%	▲ 10%

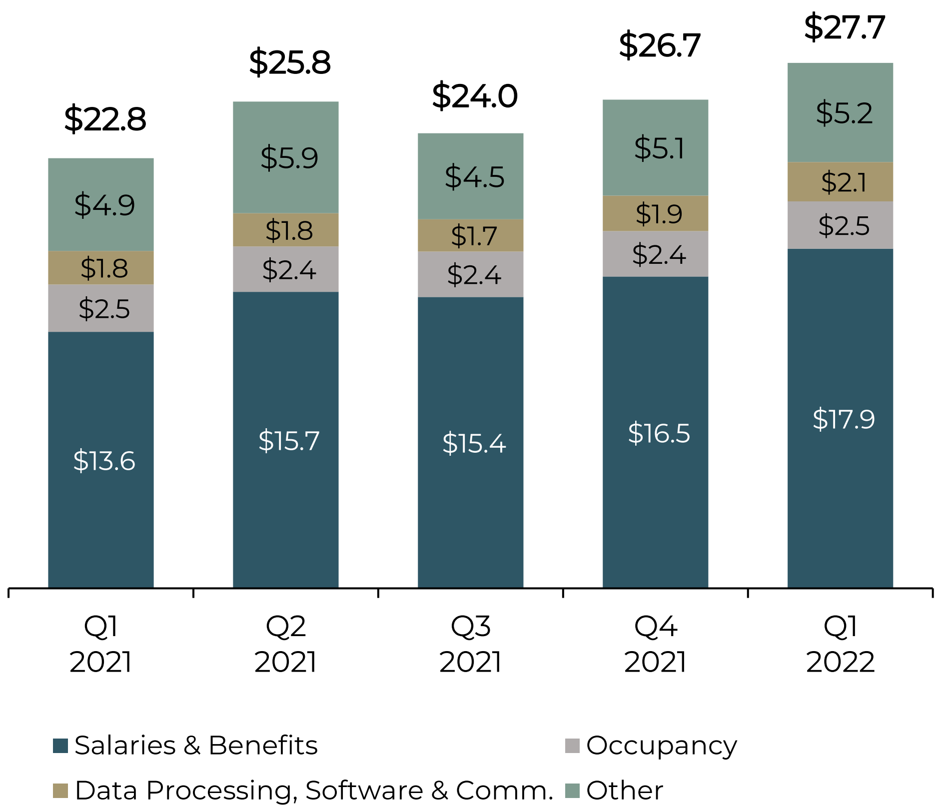
- Annualized loan growth of 12% during Q1 2022, excluding the impact of PPP*
  - $34 million in PPP loans were forgiven in Q1 2022
  - $304 million in PPP loans were forgiven in 2021

Note: Dollars are in millions.

* Represents a non-GAAP financial measure. See Non-GAAP Reconciliation slides at the end of this presentation for additional detail.

EXPENSE MANAGEMENT

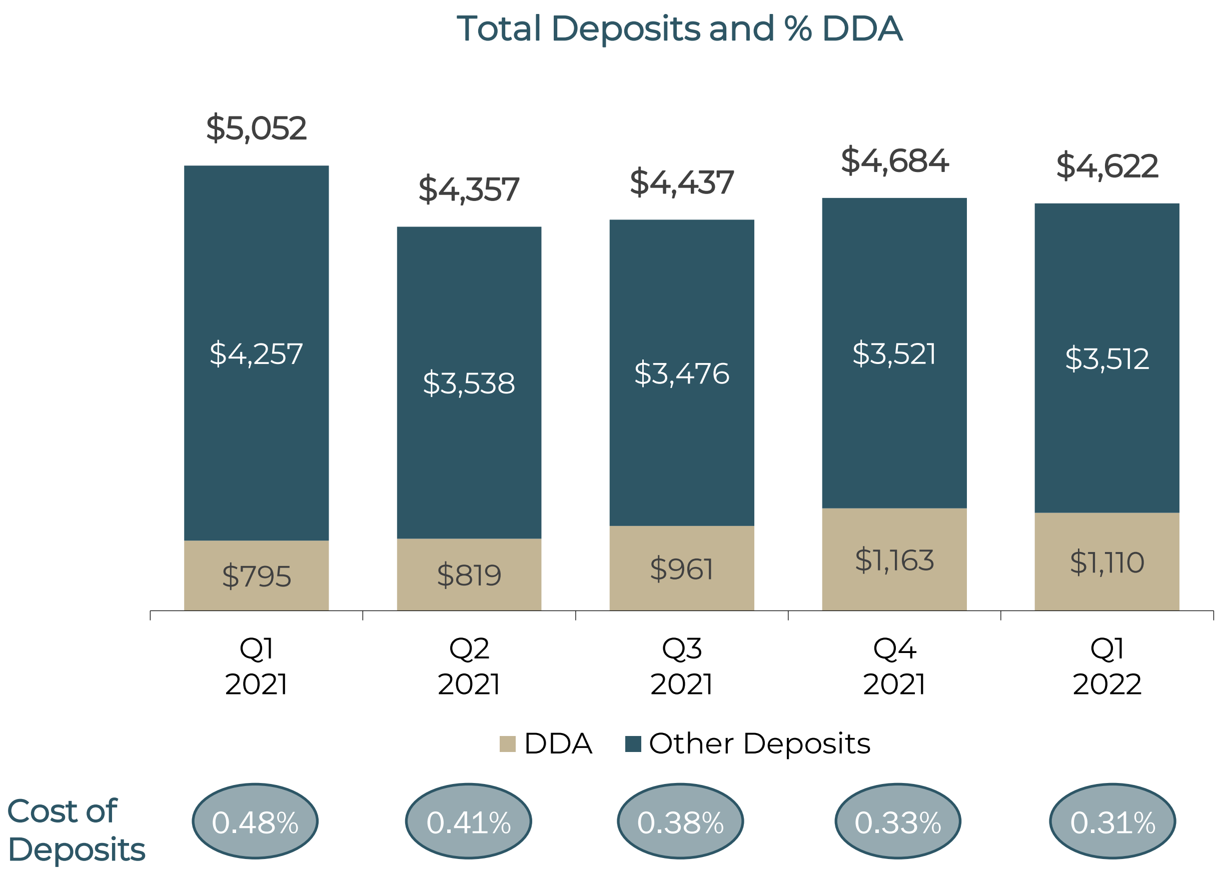
CROSSFIRST BANKSHARES, INC.



- Investments in talent and technology continue to account for the increase in expenses
- The increase in salaries and benefits was driven by continued hiring for production talent and annual merit increases

Note: Dollars are in millions and amounts shown are as of the end of the period unless otherwise specified.

IMPROVING CORE FUNDING BASE

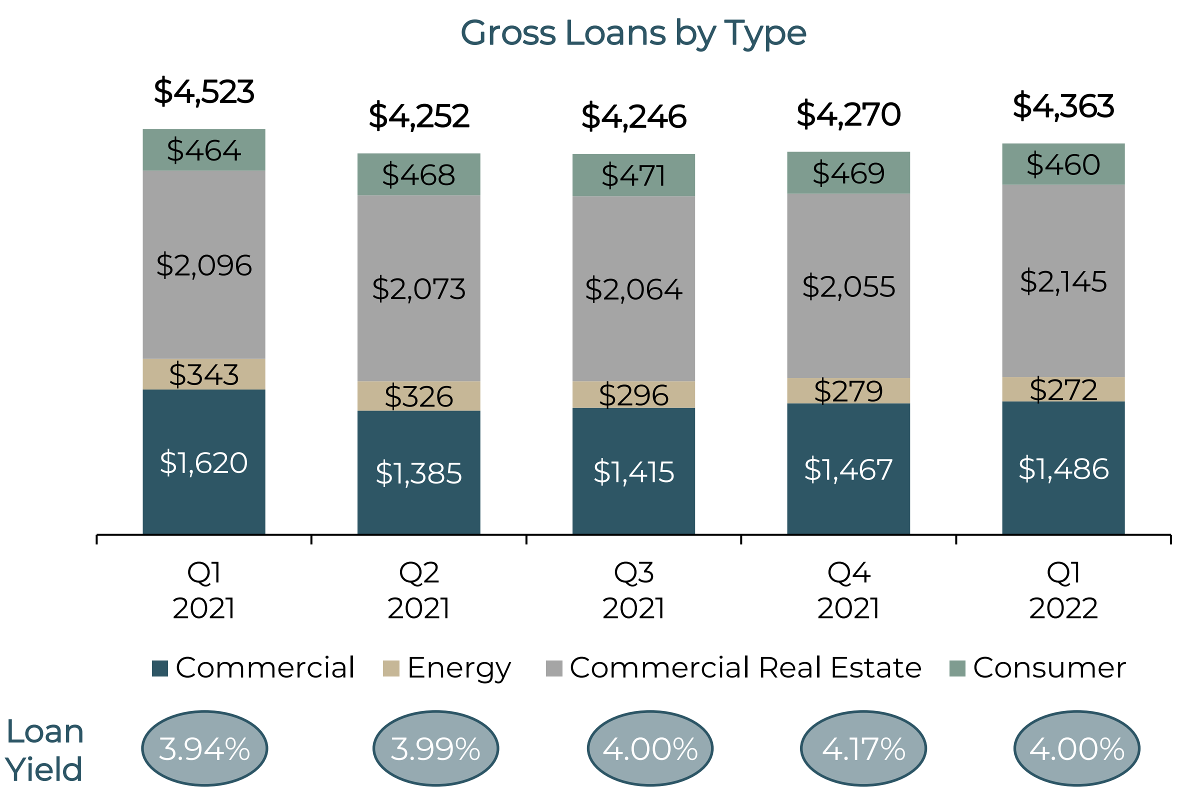


- Demand deposits have increased 40% since Q1 2021
- Deposit costs have trended down due to the persistent low-rate environment
- DDA decreased due to seasonality related to tax payments

Note: Dollars are in millions and amounts shown are as of the end of the period.

LOAN PORTFOLIO

CROSSFIRST BANKSHARES, INC.



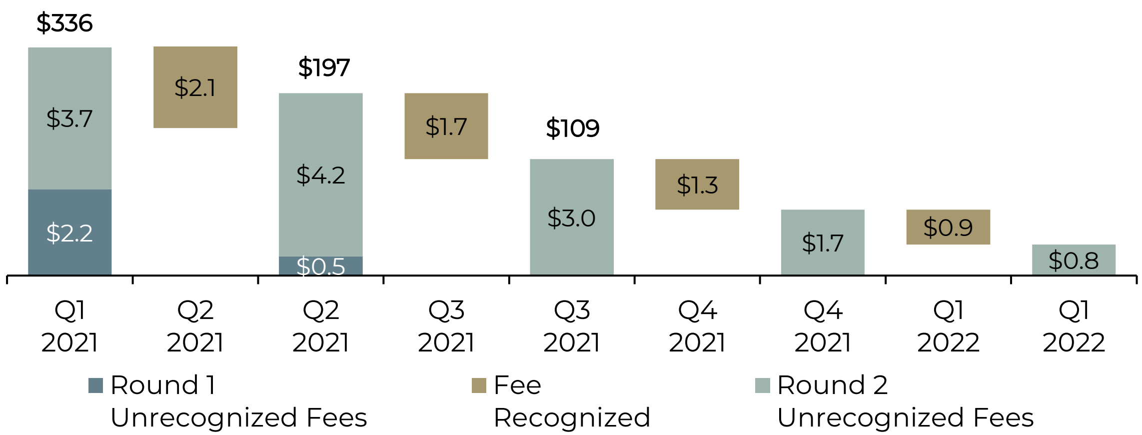
- The loan portfolio, excluding PPP loans*, at Q1 2022 grew 3.0% from previous quarter
- Loan growth primarily driven by commercial real estate and commercial and industrial portfolios
- Line utilization continues to be less than historical average
- Grew loans despite $362mm in borrower paydowns
- Net balance of participations and syndications was $54 million as of Q1 2022

Note: Dollars are in millions and amounts shown are as of the end of the period.
* Represents a non-GAAP financial measure. See Non-GAAP Reconciliation slides at the end of this presentation for additional detail.

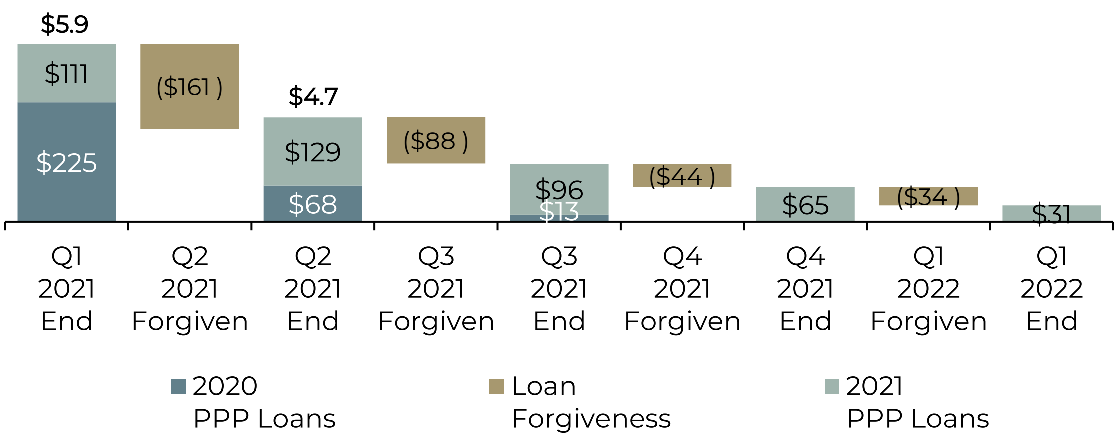
PPP LOAN SUMMARY

CROSSFIRST BANKSHARES, INC.

Fee Recognition



PPP Timeline

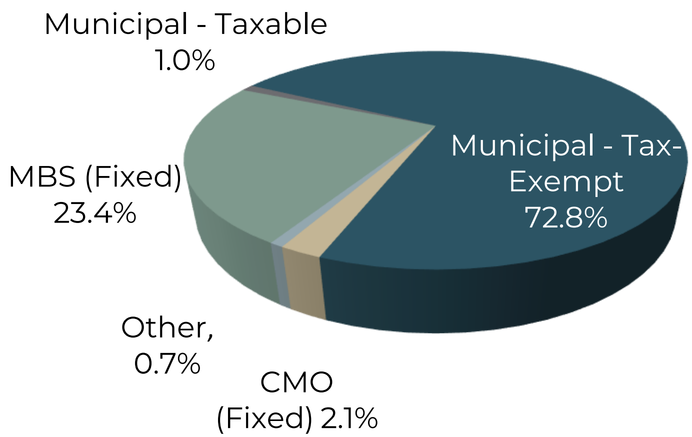


Note: As of end of period; dollars in millions.

SECURITIES PORTFOLIO

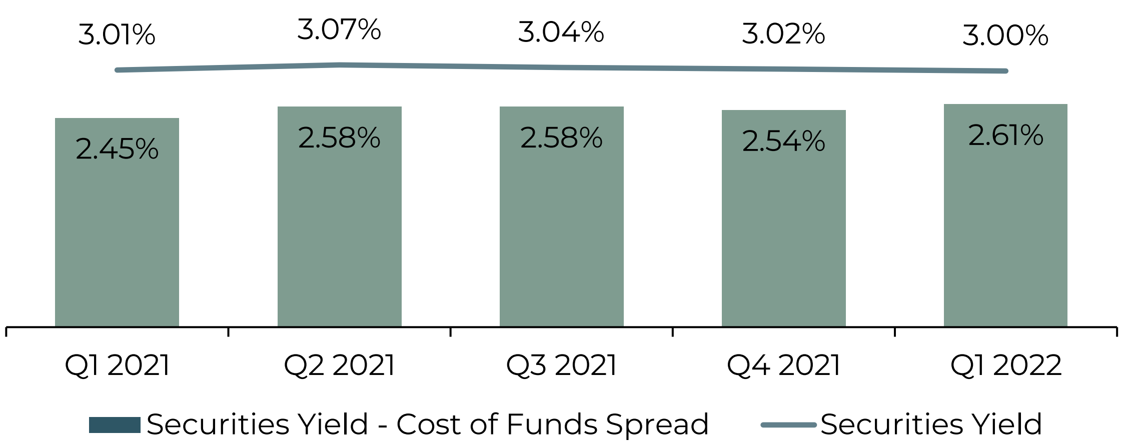
CROSSFIRST BANKSHARES, INC.

Investment Portfolio Breakout as of March 31, 2022



Total: ~$723 million[(1)]

Securities Yield - Fully Tax Equivalent[(2)]



- At the end of Q1 2022, the portfolio's duration was approximately 4.8 years
- The fully taxable equivalent yield for Q1 2022 decreased 2bps to 3.00%
- The securities portfolio has unrealized loss of approximately $30 million as of March 31, 2022
- During Q1 2022, $47 million of securities were purchased at an average tax-equivalent yield of 2.63% and there were $10 million in MBS paydowns

(1) Based on approximate fair value.
(2) A tax rate of 21% is used to calculate the fully tax equivalent yield

QUARTERLY SELECTED FINANCIALS

CROSSFIRST BANK

(Dollars in thousands, except per share data)

CrossFirst Bankshares, Inc. Quarterly Financials

For the Three Months Ended

	3/31/22	12/31/21	9/30/21	6/30/21	3/31/21
Income Statement Data:					
Interest income	$ 47,760	$ 49,202	$ 47,311	$ 48,484	$ 48,153
Interest expense	4,645	5,757	5,510	6,156	7,036
Net interest income	43,115	43,445	41,801	42,328	41,117
Provision for credit losses	(625)	(5,000)	(10,000)	3,500	7,500
Non-interest income	4,942	4,796	(1,105)	5,825	4,144
Non-interest expense	27,666	26,715	24,036	25,813	22,818
Net income before taxes	21,016	26,526	26,660	18,840	14,943
Income tax expense	4,188	5,725	5,660	3,263	2,908
Net income	16,828	20,801	21,000	15,577	12,035
Non-GAAP core operating income[1]	$ 16,828	$ 20,801	$ 25,898	$ 14,245	$ 12,035
Balance Sheet Data:					
Cash and cash equivalents	$ 276,927	$ 482,727	$ 316,722	$ 220,814	$ 630,787
Securities	722,778	745,969	708,106	712,217	685,454
Gross loans (net of unearned income)	4,349,568	4,256,213	4,233,117	4,237,944	4,508,600
Allowance for credit losses[2]	55,231	58,375	64,152	75,493	74,551
Goodwill and intangibles	110	130	149	169	188
Total assets	5,518,121	5,621,457	5,401,151	5,311,434	5,998,074
Non-interest bearing deposits	1,110,284	1,163,224	960,999	818,887	794,559
Total deposits	4,621,680	4,683,597	4,436,597	4,356,627	5,051,570
Borrowings and repurchase agreements	226,600	236,600	276,600	283,100	286,394
Trust preferred securities, net of fair value adjustments	1,022	1,009	997	986	974
Stockholders' Equity	623,199	667,573	652,407	637,190	628,834
Tangible common stockholders' equity[1]	$ 623,089	$ 667,443	$ 652,257	$ 637,021	$ 628,646
Share and Per Share Data:					
Basic earnings per common share	$ 0.33	$ 0.41	$ 0.41	$ 0.30	$ 0.23
Diluted earnings per common share	0.33	0.40	0.41	0.30	0.23
Book value per share	12.53	13.23	12.79	12.50	12.17
Tangible book value per share[1]	$ 12.53	$ 13.23	$ 12.79	$ 12.50	$ 12.16
Basic weighted average common shares outstanding	50,251,297	50,893,493	50,990,113	51,466,885	51,657,204
Diluted weighted average common shares outstanding	50,910,490	51,660,723	51,605,721	52,209,541	52,381,474
Shares outstanding at end of period	49,728,253	50,450,045	51,002,698	50,958,680	51,678,669

(1) Represents a non-GAAP financial measure. See Non-GAAP Reconciliation slides at the end of this presentation for additional detail.
(2) Implemented CECL on January 1, 2022, all prior quarters presented represent the allowance for loan losses.

QUARTERLY SELECTED FINANCIALS

CROSSFIRST BANK

CrossFirst Bankshares, Inc. Quarterly Financials

For the Three Months Ended

	3/31/22	12/31/21	9/30/21	6/30/21	3/31/21
Selected Ratios:					
Return on average assets(1)	1.23 %	1.50 %	1.54 %	1.10 %	0.84 %
Non-GAAP core operating return on average assets(1)(2)	1.23	1.50	1.90	1.01	0.84
Return on average common equity	10.44	12.57	12.92	9.86	7.80
Yield on earning assets	3.59	3.65	3.56	3.51	3.45
Yield on earning assets - tax equivalent(3)	3.64	3.72	3.64	3.59	3.52
Yield on securities	2.59	2.49	2.46	2.52	2.48
Yield on securities - tax equivalent(3)	3.00	3.02	3.04	3.07	3.01
Yield on loans	4.00	4.17	4.00	3.99	3.94
Cost of funds	0.39	0.48	0.46	0.49	0.56
Cost of interest-bearing liabilities	0.51	0.61	0.57	0.59	0.65
Cost of interest-bearing deposits	0.41	0.43	0.47	0.50	0.57
Cost of deposits	0.31	0.33	0.38	0.41	0.48
Cost of other borrowings	1.95	3.03	1.82	1.79	1.79
Net interest margin - tax equivalent(3)	3.29	3.30	3.23	3.14	3.01
Non-interest expense to average assets	2.02	1.93	1.76	1.82	1.60
Efficiency ratio(4)	57.57	55.38	59.06	53.61	50.41
Non-GAAP core operating efficiency ratio (FTE)(2)(4)	56.66	54.52	50.45	53.34	49.64
Non-interest bearing deposits to total deposits	24.02	24.84	21.66	18.80	15.73
Loans to deposits	94.11 %	90.87 %	95.41 %	97.28 %	89.25 %
Credit Quality Ratios:					
Allowance for credit losses to total loans	1.27 %	1.37 %	1.51 %	1.78 %	1.65 %
Allowance for credit losses + RUC to total loans(5)	1.38	-	-	-	-
Nonperforming assets to total assets	0.64	0.58	0.92	1.09	1.15
Nonperforming loans to total loans	0.79	0.74	1.15	1.33	1.48
Allowance for credit losses to nonperforming loans	159.60	185.19	131.76	133.79	112.10
Net charge-offs (recoveries) to average loans(1)	0.10 %	0.07 %	0.13 %	0.23 %	0.74 %
Capital Ratios:					
Total stockholders' equity to total assets	11.29 %	11.88 %	12.08 %	12.00 %	10.48 %
Common equity tier 1 capital ratio	11.88	12.46	12.61	12.40	12.00
Tier 1 risk-based capital ratio	11.90	12.48	12.63	12.42	12.02
Total risk-based capital ratio	12.92	13.61	13.88	13.67	13.27
Tier 1 leverage ratio	11.61 %	11.84 %	11.77 %	10.81 %	10.51 %

(1) Interim periods are annualized.
(2) Represents a non-GAAP financial measure. See Non-GAAP Reconciliation slides at the end of this presentation for additional detail.
(3) Tax-exempt income is calculated on a tax-equivalent basis. Tax-exempt income includes municipal securities, which is exempt from federal taxation. A tax rate of 21% is used.
(4) Efficiency ratio is non-interest expense divided by the sum of net interest income and non-interest income; non-GAAP core operating efficiency ratio (FTE) is adjusted for non-core or non-recurring items
(5) Includes the accrual for off-balance sheet credit risk from unfunded commitments ("RUC") that resulted from CECL adoption on January 1, 2022. As of March 31, 2022, the allowance for credit losses was $55.2 million and the accrual for off-balance sheet credit risk from unfunded commitments was $4.9 million.

NON-GAAP RECONCILIATIONS

CROSSFIRST BANK

(Dollars in thousands)	For the Three Months Ended 3/31/22	12/31/21	9/30/21	6/30/21	3/31/21
Non-GAAP Core Operating Income:					
Net income	$ 16,828	$ 20,801	$ 21,000	$ 15,577	$ 12,035
Add: Unrealized loss on equity security	-	-	6,200	-	-
Less: Tax effect(2)	-	-	1,302	-	-
Unrealized loss on equity security, net of tax	-	-	4,898	-	-
Add: Accelerated employee benefits	-	-	-	719	-
Less: Tax effect (3)	-	-	-	210	-
Accelerated employee benefits, net of tax	-	-	-	509	-
Less: BOLI settlement benefits(1)	-	-	-	1,841	-
Non-GAAP core operating income	$ 16,828	$ 20,801	$ 25,898	$ 14,245	$ 12,035
Non-GAAP Core Operating Return on Average Assets:					
Net income	$ 16,828	$ 20,801	$ 21,000	$ 15,577	$ 12,035
Non-GAAP core operating income	16,828	20,801	25,898	14,245	12,035
Average assets	$ 5,563,739	$ 5,490,482	$ 5,408,984	$ 5,673,638	$ 5,798,167
GAAP return on average assets	1.23 %	1.50 %	1.54 %	1.10 %	0.84 %
Non-GAAP core operating return on average assets	1.23 %	1.50 %	1.90 %	1.01 %	0.84 %
Non-GAAP Core Operating Return on Average Equity:					
Net income available to common stockholders	$ 16,828	$ 20,801	$ 21,000	$ 15,577	$ 12,035
Non-GAAP core operating income available to common stockholders	16,828	20,801	25,898	14,245	12,035
Average common equity	653,747	656,415	644,715	633,417	625,875
Less: average goodwill and intangibles	121	140	160	179	199
Average Tangible Equity	$ 653,626	$ 656,275	$ 644,555	$ 633,238	$ 625,676
GAAP return on average common equity	10.44 %	12.57 %	12.92 %	9.86 %	7.80 %
Non-GAAP core return on average tangible common equity	10.44 %	12.57 %	15.94 %	9.02 %	7.80 %
Non-GAAP Core Operating Efficiency Ratio:					
Non-interest expense	$ 27,666	$ 26,715	$ 24,036	$ 25,813	$ 22,818
Less: Accelerated employee benefits	-	-	-	719	-
Non-GAAP non-interest expense (numerator)	$ 27,666	$ 26,715	$ 24,036	$ 25,094	$ 22,818
Net interest income	43,115	43,445	41,801	42,328	41,117
Tax equivalent interest income(4)	775	762	748	734	704
Non-interest income	4,942	4,796	(1,105)	5,825	4,144
Add: Unrealized loss on equity security	-	-	6,200	-	-
Less: BOLI settlement benefits	-	-	-	1,841	-
Non-GAAP operating revenue (denominator)	$ 48,832	$ 49,003	$ 47,644	$ 47,046	$ 45,965
GAAP Efficiency Ratio	57.57 %	55.38 %	59.06 %	53.61 %	50.41 %
Non-GAAP core operating efficiency ratio (FTE)	56.66 %	54.52 %	50.45 %	53.34 %	49.64 %

(1) No tax effect.
(2) Represents the tax impact of the adjustments at a tax rate of 21.0%.
(3) Represents the tax impact of the adjustments above at a tax rate of 21.0%, plus a permanent tax benefit associated with stock-based grants.
(4) Tax exempt income (tax-free municipal securities) is calculated on a tax equivalent basis. The incremental tax rate used is 21.0%.

NON-GAAP RECONCILIATIONS

CROSSFIRST BANK

(Dollars in thousands, except per share data)	3/31/22	12/31/21	9/30/21	6/30/21	3/31/21
	For the Three Months Ended				
Tangible common stockholders' equity:					
Stockholders' equity	$ 623,199	$ 667,573	$ 652,407	$ 637,190	$ 628,834
Less: goodwill and other intangible assets	110	130	149	169	188
Tangible Stockholders' Equity	$ 623,089	$ 667,443	$ 652,258	$ 637,021	$ 628,646
Shares outstanding at end of period	49,728,253	50,450,045	51,002,698	50,958,680	51,678,669
Book value per share	$ 12.53	$ 13.23	$ 12.79	$ 12.50	$ 12.17
Tangible book value per share	$ 12.53	$ 13.23	$ 12.79	$ 12.50	$ 12.16

	3/31/2022	12/31/2021	9/30/2021	6/30/2021	3/31/2021
	For the Three Months Ended				
Gross loans, net of unearned income	$ 4,349,558	$ 4,256,213	$ 4,233,117	$ 4,237,944	$ 4,508,600
Less: PPP loans, net of unearned income	31,200	64,805	109,465	197,084	336,355
Non-PPP gross loans, net of unearned income	$ 4,318,358	$ 4,191,408	$ 4,123,652	$ 4,040,860	$ 4,172,245
Year-over-year loan growth	(3.53) %				
Non-GAAP year-over-year loan growth excluding PPP loans	4.00				
Linked quarter loan growth	2.19				
Non-GAAP linked quarter loan growth excluding PPP loans	3.03 %				
Allowance for loan losses	$ 55,231	$ 58,375	$ 64,152	$ 75,493	$ 74,551
Allowance for loan losses to gross loans, net of unearned income	1.27 %	1.37 %	1.51 %	1.78 %	1.65 %
Allowance for loan losses to non-PPP gross loans, net of unearned income	1.28 %	1.39 %	1.56 %	1.87 %	1.79 %