CROSSFIRST BANKSHARES, INC.
NASDAQ: CFB

Stephens Texas Bank Tour
February 9, 2023

Mike Maddox, President & CEO
Randy Rapp, President, CrossFirst Bank
Ben Clouse, CFO
Heather Worley, Head of Investor Relations

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 Annual Report on Form 10-K is filed. This presentation and oral statements made relating to this presentation 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 forward-looking statements include, but are not limited to, statements regarding our business plans, the impacts of the acquisition of Central,* expansion targets and opportunities, and future financial performance. These statements are often, but not always, made through the use of words or phrases such as "positioned," "optimistic," "potential," "believe," "expect," "will make," "will," "anticipate," "growth," "intend," "plan," "future," "goal," "target," "uncertainty,“ “strategy,” “opportunities,” “feel,” “expectations,”and "assuming" 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 related to general business and economic conditions and any regulatory responses to such conditions; interest rate fluctuations, 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 key personnel; 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; risks relating to the ongoing COVID-19 pandemic; compliance with governmental and regulatory requirements; and changes in the laws, rules, regulations, interpretations or policies relating to financial institutions, accounting, tax, trade, monetary and fiscal matters. These and other factors that could cause results to differ materially from those described in the forward-looking statements, as well as a discussion of the risks and uncertainties that may affect our business, can be found in our Annual Report on Form 10-K, our Quarterly Reports on Form 10-Q and in other filings we make with the Securities and Exchange Commission. These forward-looking statements are made as of the date hereof, and we disclaim any obligation to update any forward-looking statement or to publicly announce the results of any revisions to any of the forward-looking statements included herein, except as required by law.

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.

* CrossFirst acquired Farmers & Stockmens Bank (referred to herein as “Central”) on November 22, 2022.

ABOUT NON-GAAP FINANCIAL MEASURES

CROSSFIRST BANKSHARES, INC.

In addition to disclosing financial measures determined in accordance with U.S. generally accepted accounting principles (GAAP), we disclose non-GAAP financial measures, including “adjusted net income”, “adjusted diluted earnings per share”, “pre-tax pre-provision profit”, “tangible common stockholders’ equity”, “tangible book value per share”, “adjusted return on average assets (ROAA)”, “adjusted return on common equity (ROE)” and “adjusted efficiency ratio – fully tax equivalent (FTE).”

We consider the use of select non-GAAP financial measures and ratios to be useful for financial and operational decision making and useful in evaluating period-to-period comparisons. We believe that these non-GAAP financial measures provide meaningful supplemental information regarding our performance by excluding certain expenditures or gains that we believe are not indicative of our primary business operating results. We believe that management and investors benefit from referring to these non-GAAP financial measures in assessing our performance and when planning, forecasting, analyzing and comparing past, present and future periods.

These non-GAAP financial measures should not be considered a substitute for financial information presented in accordance with GAAP and should not be relied on alone as measures of our performance. The non-GAAP financial measures we present may differ from non-GAAP financial measures used by our peers or other companies. We compensate for these limitations by providing the equivalent GAAP measures whenever we present the non-GAAP financial measures and by including a reconciliation of the impact of the components adjusted for in the non-GAAP financial measure so that both measures and the individual components may be considered when analyzing our performance. A reconciliation of non-GAAP financial measures to the comparable GAAP financial measures is provided at the end of this presentation.

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 – President, CrossFirst Bank

- 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

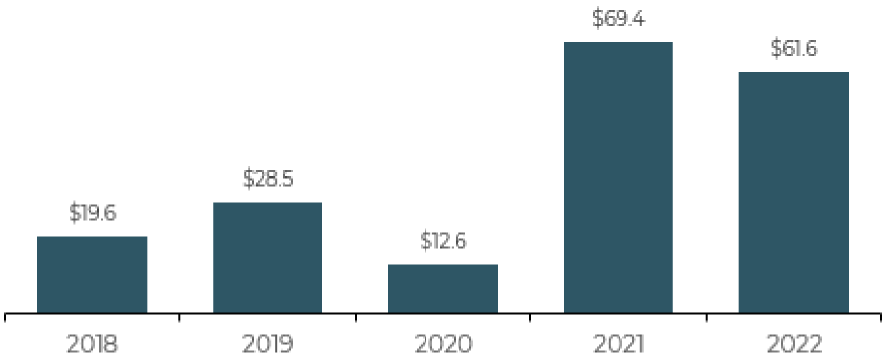
Heather Worley – Managing Director, Head of Investor Relations

- 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

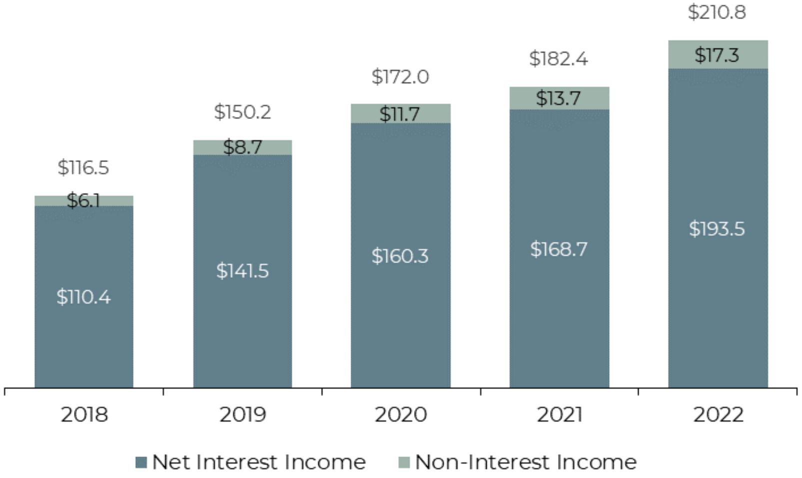
EXECUTING STRATEGIC INITIATIVES

CROSSFIRST BANKSHARES, INC.

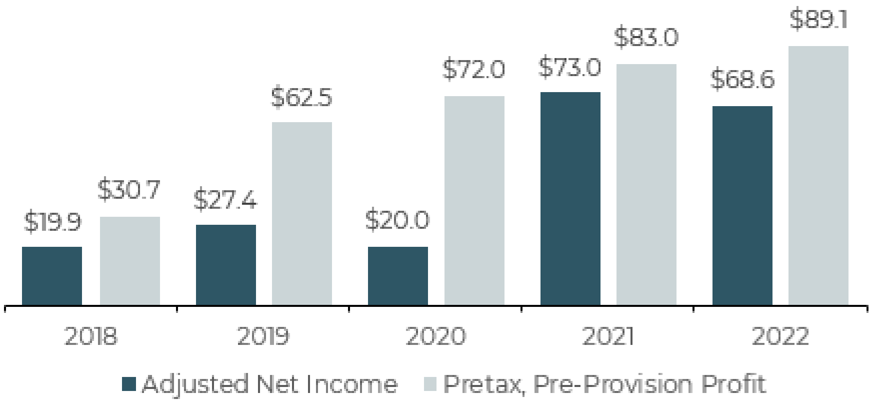
Net Income



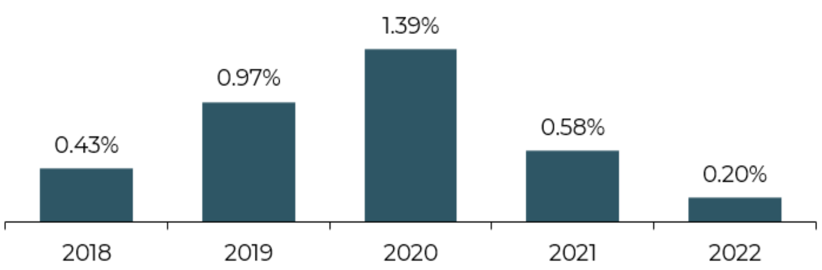
Operating Revenue(1)



Adjusted Net Income(2) & PTPP Profit(2)



Non-performing Assets / Total Assets



Note: Dollar amounts are in millions, other than per share amounts

(1) Defined as net interest income plus non-interest income

(2) Represents a non-GAAP financial measure, see non-GAAP reconciliation slides at the end of this presentation for more details

FULL YEAR 2022 HIGHLIGHTS

CROSSFIRST BANKSHARES, INC.

FINANCIAL PERFORMANCE

NET INCOME	DILUTED EPS	ROE	ROAA
$61.6 Million	$1.23	9.97%	1.07%
ADJUSTED(1) NET INCOME	**ADJUSTED(1) DILUTED EPS**	**ADJUSTED(1) ROE**	**ADJUSTED(1) ROAA**
$68.6 Million	$1.37	11.11%	1.19%

PROFITABILITY

- ✓ Net interest income increased 15% compared to 2021 due to the higher rate environment, coupled with strong organic loan growth
- ✓ Adjusted ROE of 11.11% is highest since our IPO in 2019
- ✓ Fully tax equivalent NIM increased 33bps to 3.50% for full year 2022 compared to full year 2021[(2)(3)]

BALANCE SHEET

- ✓ Completed acquisition of Central adding $389 million of loans and $570 million of deposits
- ✓ Loan portfolio increased $1.1 billion, or 26% from year-end 2021, with organic loan growth of 17% for the year
- ✓ Total deposits increased $968 million, including $570 million from the Central acquisition. DDA as a percentage of total deposits was 25% at December 31, 2022

CREDIT QUALITY

- ✓ Credit quality improved meaningfully with the non-performing assets ratio at 0.20% at year end and full year net charge offs of just 0.08%

(1) Represents a non-GAAP financial measure, see non-GAAP reconciliation slides at the end of this presentation for more details
(2) For all periods 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
(3) The incremental Federal income tax rate used in calculating tax exempt income on a tax equivalent basis is 21.0%

OUR ROAD TO SUCCESS

CROSSFIRST BANKSHARES, INC.

ONE TEAM

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

ONE BANK

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

SHARED VISION

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

TOTAL ASSETS	GROSS LOANS	TOTAL DEPOSITS
$6.6 billion	$5.4 billion	$5.7 billion

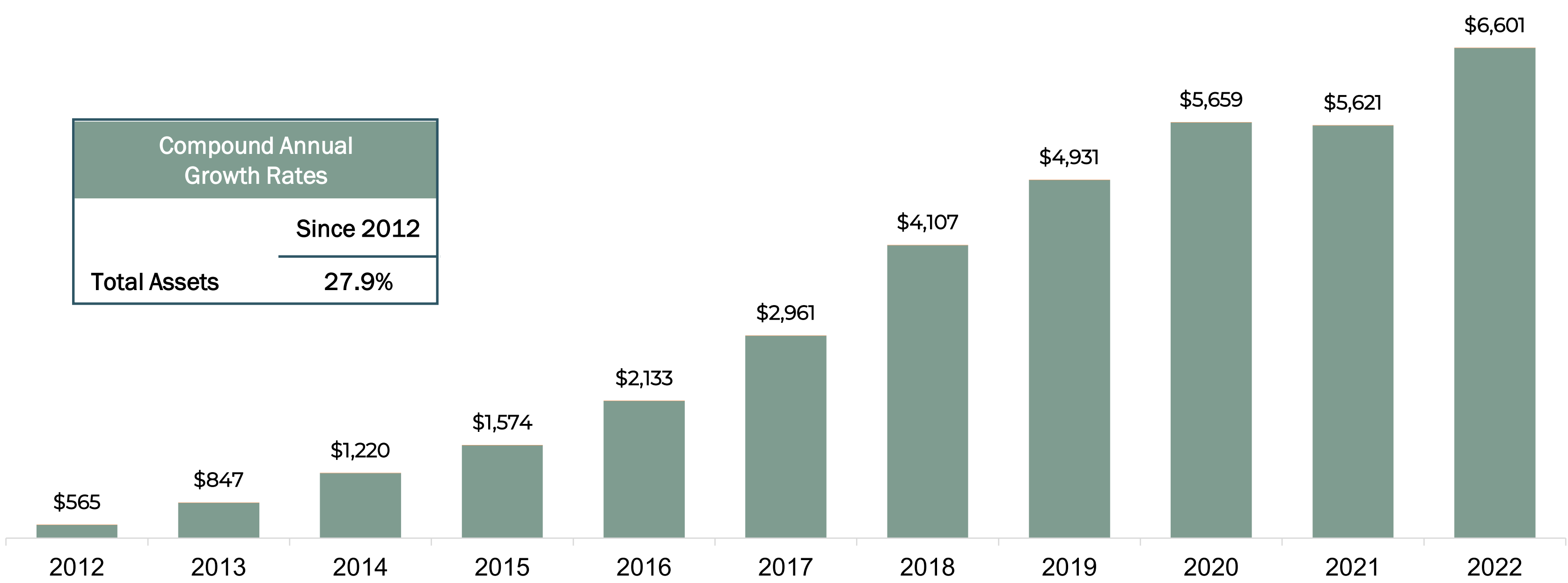
Note: Data as of December 31, 2022

OUR GROWTH

CROSSFIRST BANKSHARES, INC.

Total Assets

Compound Annual Growth Rates	
	Since 2012
Total Assets	27.9%



2012
Expanded into Wichita and Oklahoma City markets

2013
Expanded into Tulsa market through acquisition of Tulsa National Bancshares, Inc. (~$160mm in Total Assets)

2016
Expanded into Dallas market

2019
CrossFirst Bankshares, Inc. Initial Public Offering at $14.50; Nasdaq listed: CFB

2021
Expanded into Phoenix market

2022
Expanded into Colorado and New Mexico markets through acquisition of Central (~$666mm in Total Assets)

Note: Dollars in chart are in millions.

DRIVEN BY OUR EXTRAORDINARY CULTURE

CROSSFIRST BANKSHARES, INC.

FOCUSING ON OUR CORE VALUES

At CrossFirst Bank, extraordinary service is the unifying purpose at the very heart of our organization. To deliver on our purpose, each of our employees operates under four values that define our approach to banking: character, competence, commitment, and connection.

These are not just words at CrossFirst. They are core values that guide our actions, decisions, and vision. They define who we are.

CHARACTER
Who You Are

COMPETENCE
What You Can Do

COMMITMENT
What You Want To Do

CONNECTION
What Others See In You

INVESTING IN OUR PEOPLE & CLIENTS

We prioritize and invest in creating opportunities to help employees grow and build their careers using a variety of training and development programs. These include online, classroom, and on-the-job learning formats. Our CrossFirst Training programs include:

THE CrossFirst Way: A culture and leadership-driven onboarding program for new hires

CROSSFIRST UNIVERSITY: A development program designed for emerging leaders that explores core leadership concepts and foundational concepts of the banking industry

Top 5 CliftonStrengths®: As a GALLUP® Strengths-Based organization, our very first commitment to every new employee is that we will value them and provide access to their unique CliftonStrengths®.

POSITIONING FOR SUCCESS

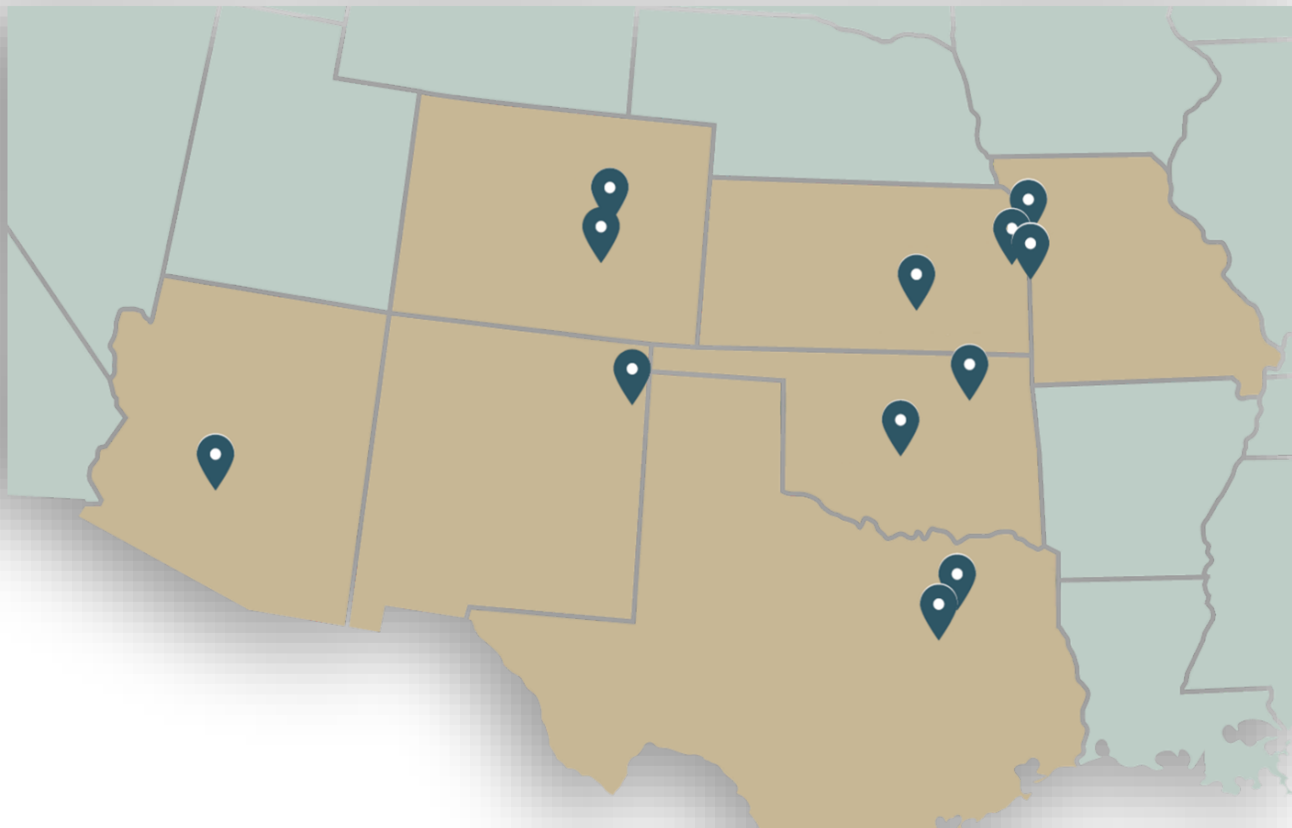
We strive to build an equitable and inclusive environment with diverse teams who support our core values and strategic initiatives. We strive to hire and retain top-tier talent to drive top-tier growth and extraordinary service.

22% of 2022 new hires were ethnically diverse

61% of workforce is female, following new hires

68% GALLUP® Q12 Survey engaged employees; with more than 89% of employees responding

FOOTPRINT AND OPERATING STRUCTURE



METRO MARKETS

Kansas City
Dallas Fort-Worth
Phoenix
Denver

COMMUNITY MARKETS

Wichita
Oklahoma City
Tulsa
Colorado Springs
Clayton

INDUSTRY VERTICALS

Private & Relationship Banking
Enterprise Value
Financial Institutions
Restaurant Franchise Group
Commercial Real Estate
Energy
Mortgage
Small Business (SBA)

FOURTH QUARTER 2022 HIGHLIGHTS

CROSSFIRST BANKSHARES, INC.

FINANCIAL PERFORMANCE

NET INCOME $11.9 Million	**DILUTED EPS** $0.24	**ROE** 8.04%	**ROA** 0.77%
ADJUSTED[(1)] NET INCOME $17.9 Million	**ADJUSTED[(1)] DILUTED EPS** $0.36	**ADJUSTED[(1)] ROE** 12.03%	**ADJUSTED[(1)] ROA** 1.15%

PROFITABILITY

- ✓ Net interest income increased 9% from Q3 2022 and 24% from Q4 2021 due to the higher rate environment, coupled with strong organic loan growth
- ✓ Fully tax equivalent NIM increased 5bps to 3.61% during Q4 2022 and has expanded 31bps from Q4 2021[(2)(3)]

BALANCE SHEET

- ✓ Completed acquisition of Central adding $389 million of loans and $570 million of deposits
- ✓ Loan portfolio increased 26% annualized, excluding $389 million from the acquisition of Central
- ✓ Total deposits increased $664 million, including $570 million from the Central acquisition. DDA as a percentage of total deposits was 25% at December 31, 2022

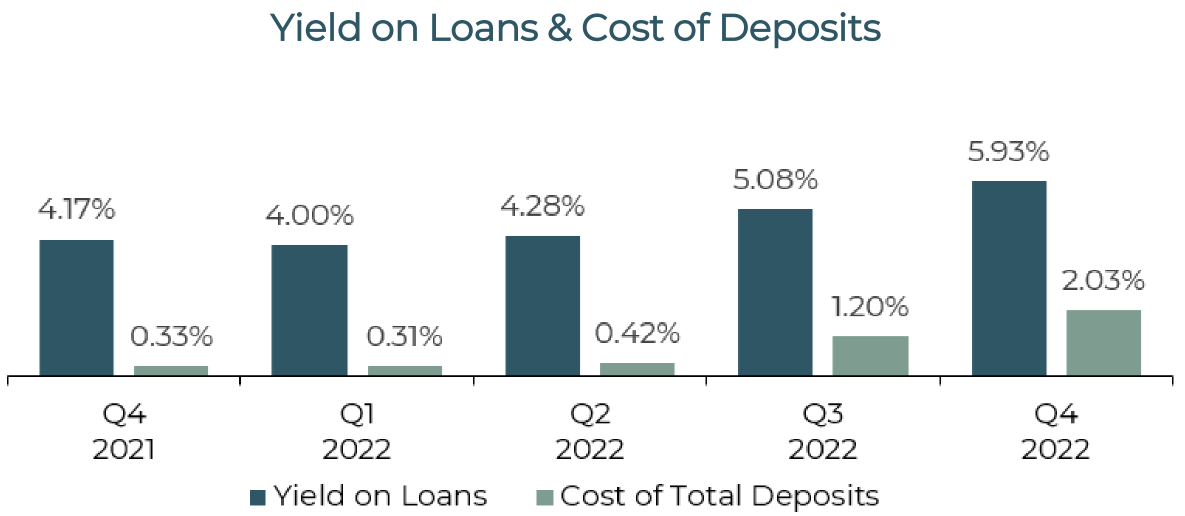
CREDIT QUALITY

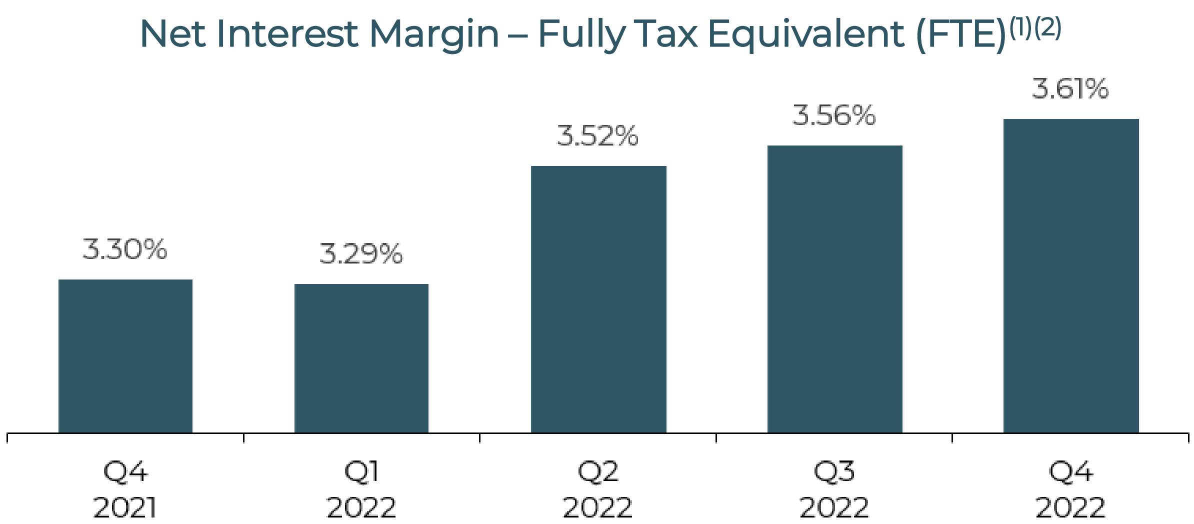
- ✓ Provisioned $4.4 million on acquired Central loans under the CECL model
- ✓ NCOs / average loans of (0.02%) annualized for the quarter compared to 0.07% for Q4 2021
- ✓ NPAs / assets decreased 11bps during the quarter to 0.20% and have declined 38bps from year-end 2021

(1) Represents a non-GAAP financial measure, see non-GAAP reconciliation slides at the end of this presentation for more details
(2) For all periods 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
(3) The incremental Federal income tax rate used in calculating tax exempt income on a tax equivalent basis is 21.0%

NET INTEREST MARGIN

CROSSFIRST BANKSHARES, INC.





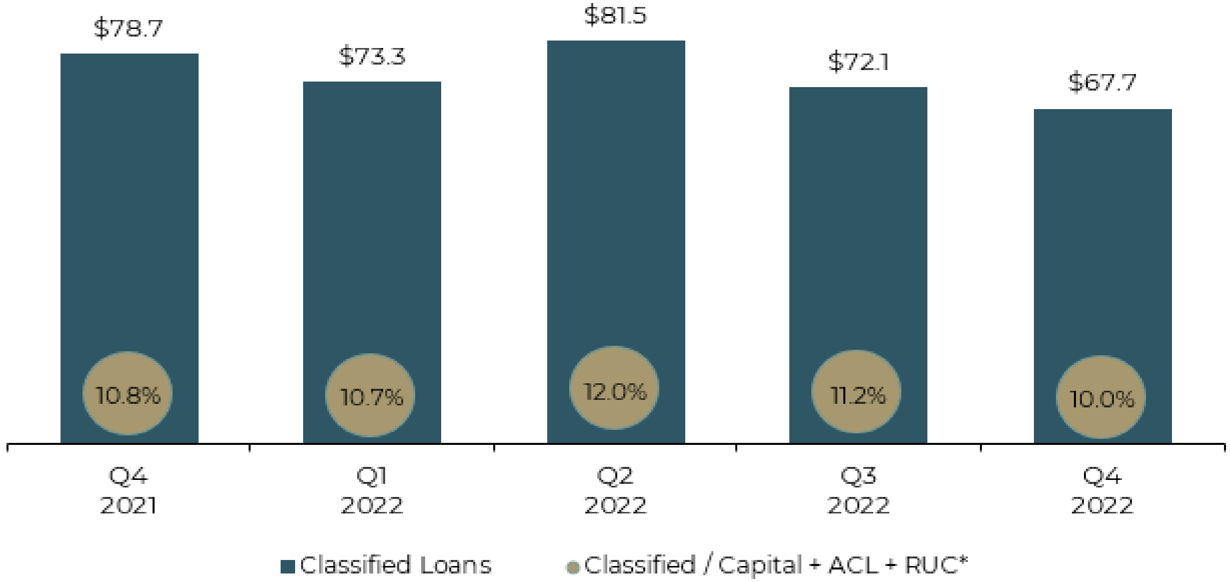
- Fully tax-equivalent net interest margin increased 5bps from Q3 2022, as increases in earning asset yields outpaced cost of funds
- Loan yields increased 85bps in the quarter due to repricing of existing loans and organic growth
- Cost of deposits increased 83bps from Q3 2022 due to market rate increases
- Loan to deposit ratio increased to 95% from 94% in Q3 2022
- Current funding structure allows for significant additional capacity for borrowing or wholesale funding if necessary

(1) 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
(2) The incremental Federal income tax rate used in calculating tax exempt income on a tax equivalent basis is 21.0%

ASSET QUALITY PERFORMANCE

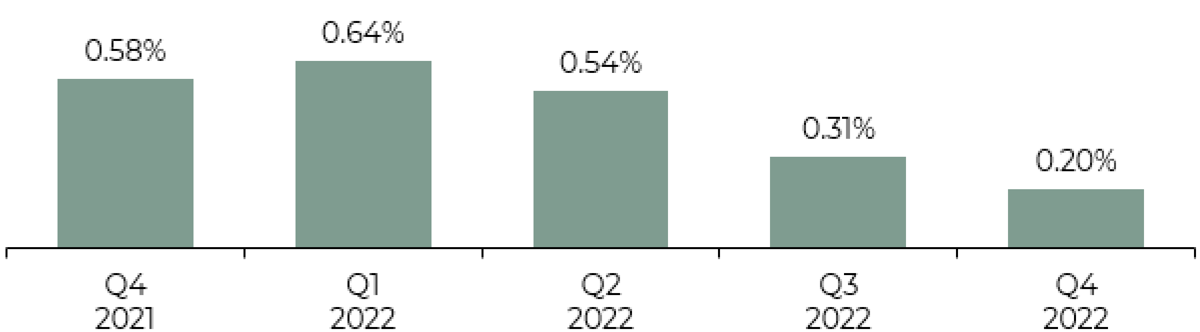
CROSSFIRST BANKSHARES, INC.

Classified Loans / Capital + ACL + RUC[1]



- Classified loans decreased 6% and included the addition of $5.7 million from Central during Q4 2022
- Without the impact of Central, classified loans decreased 19.2% in Q4 2022

Non-performing Assets / Total Assets



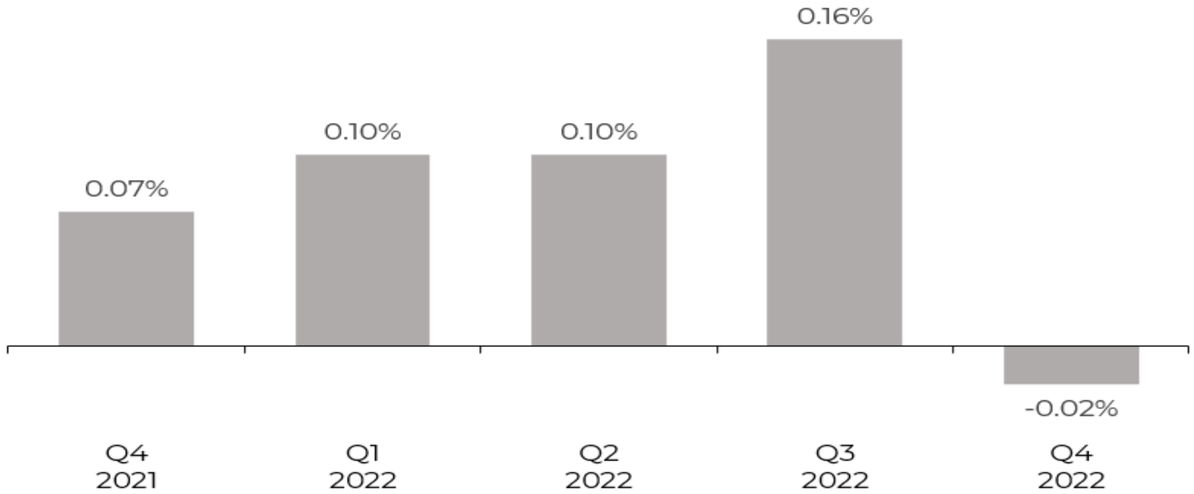
- NPAs decreased due to continued improvements and successful workouts with borrowers
- 9% of the non-performing asset balance in Q4 2022 relates to energy credits

Note: Dollar amounts are in millions.
(1)Beginning in 2022, 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

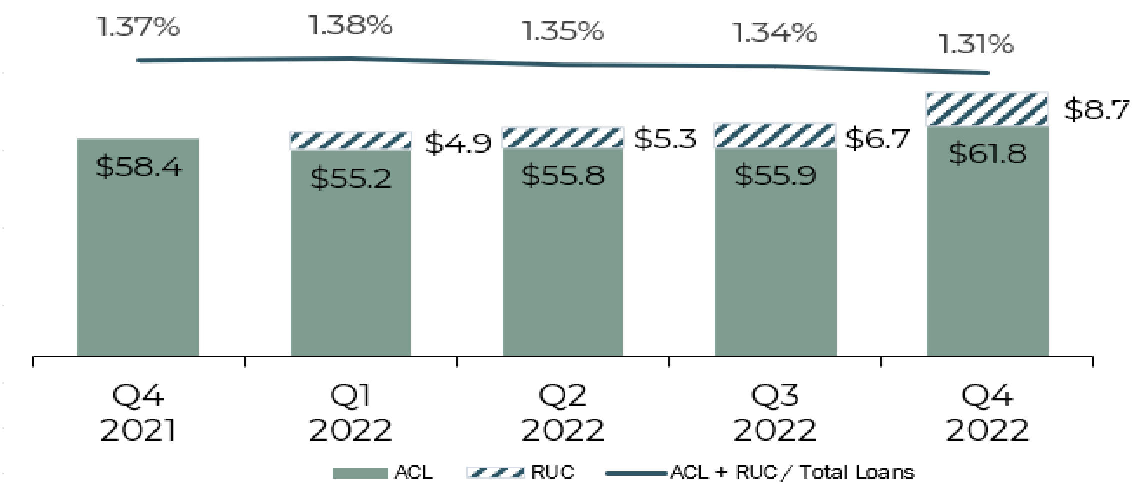
CROSSFIRST BANKSHARES, INC.

Net (Recoveries) Charge-offs / Average Loans[1]



- Q4 2022 included $0.3 million of net recoveries
- Full year 2022 net charge-offs to average loans was 0.08% compared to 0.30% for 2021

Allowance for Credit Losses / Total Loans



- ACL + RUC / Total Loans decreased slightly to 1.31% at end of Q4 2022 primarily due to improvements in qualitative adjustments for improved credit indicators
- Allowance for credit losses to non-accruing loans at the end of Q4 2022 was 548%

Note: Dollar amounts are in millions
(1) Ratio is annualized for interim periods.

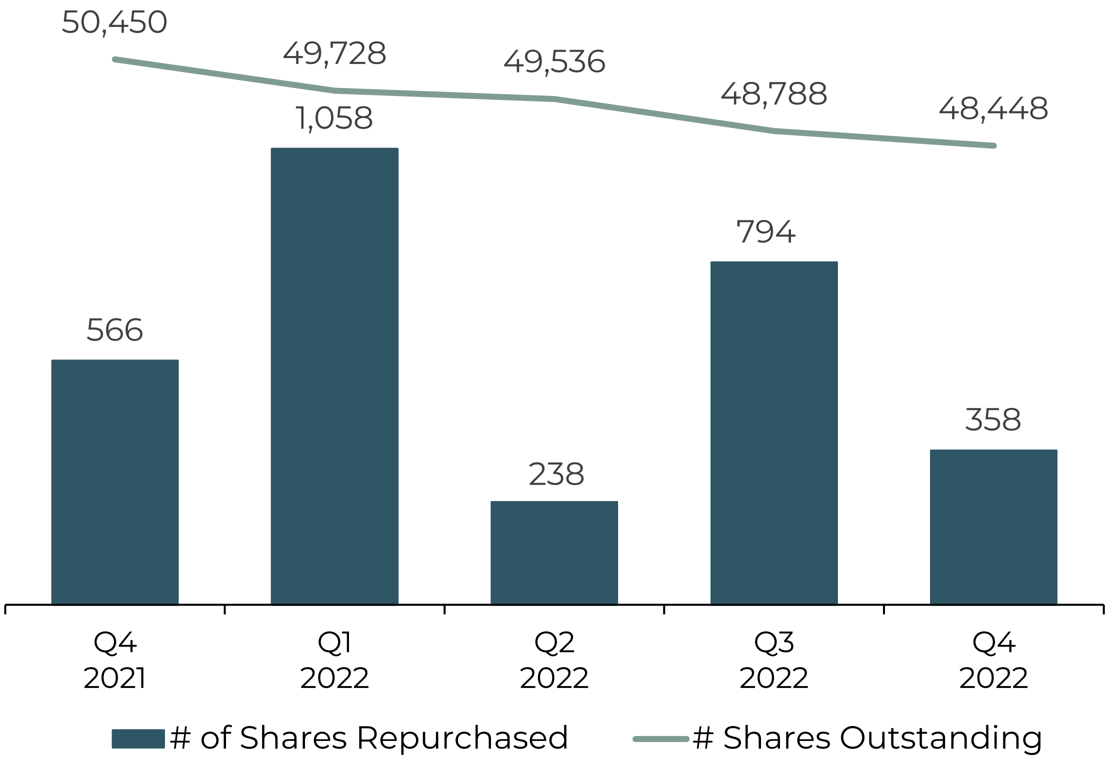
CROSSFIRST

BANKSHARES, INC.

SUPPLEMENTAL INFORMATION

STOCK REPURCHASE ACTIVITY

CROSSFIRST BANKSHARES, INC.

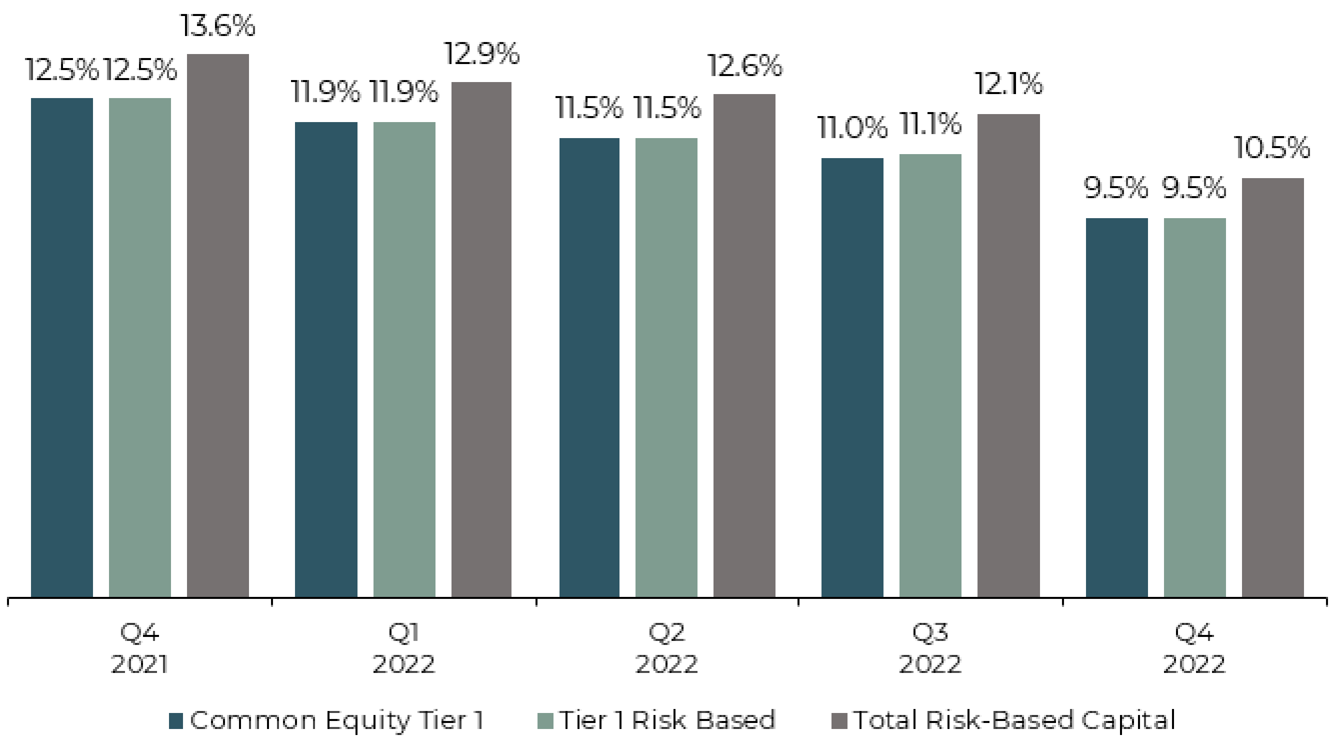


- Repurchased 4.9% of outstanding shares in 2022 and 0.7% of outstanding shares in Q4 2022
- Drives improvement in ROE and EPS
- Little tangible book value dilution and a short earnback period

Note: shares in thousands.

CAPITAL RATIOS

CROSSFIRST BANKSHARES, INC.

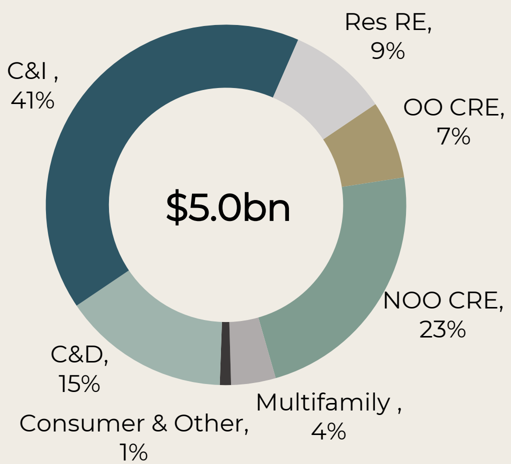


- Capital deployed during Q4 2022 with the closing of the Central acquisition on November 22, 2022 and through significant organic loan growth
- Maintaining strong capital levels to support future growth
- Remain well capitalized as we return capital to shareholders through share repurchases

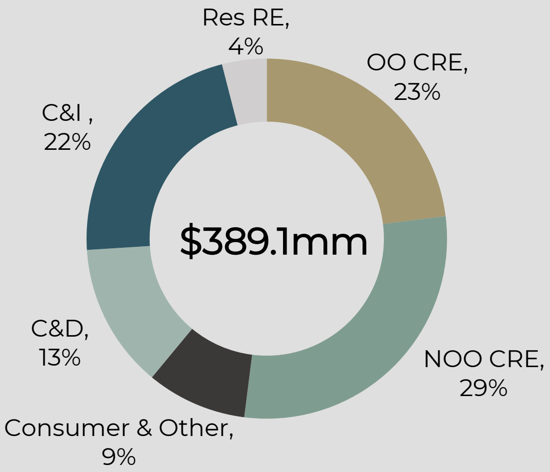
LOAN PORTFOLIO

CROSSFIRST BANKSHARES, INC.

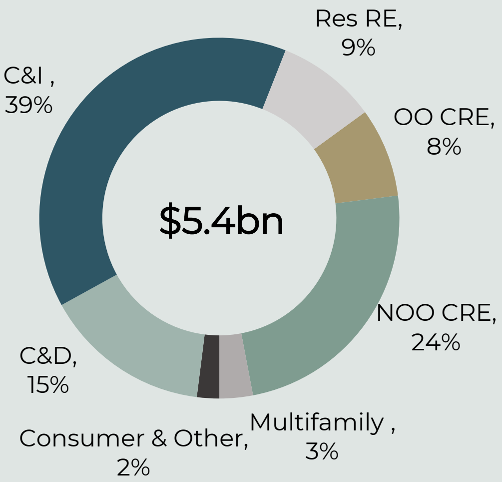
CrossFirst Loans Excluding Acquisition Day 1 Loans 12/31/2022



Central Day 1 Loans



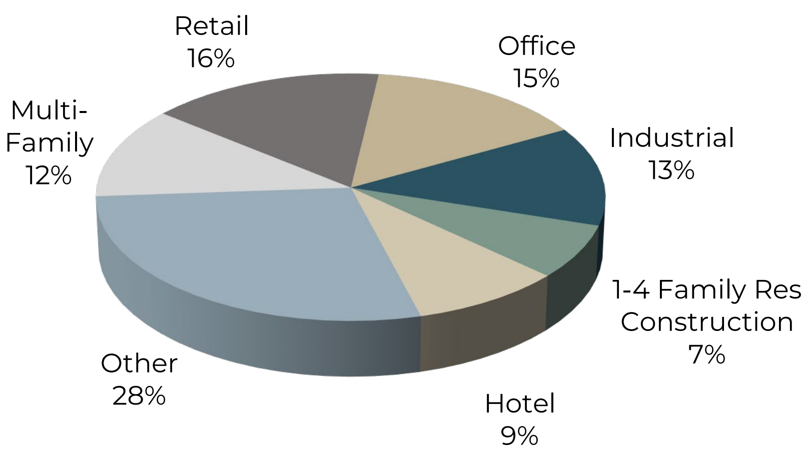
Consolidated Loans 12/31/2022



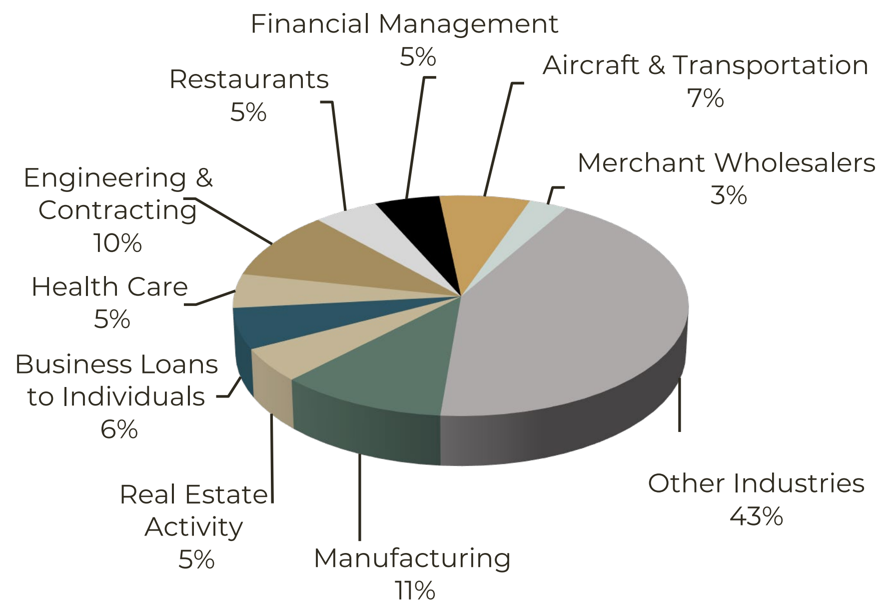
DIVERSE LOAN PORTFOLIO

CROSSFIRST BANKSHARES, INC.

CRE Loan Portfolio by Segment[1] ($2.1bn)



C&I Loan Breakdown[1] by Type ($2.2bn)

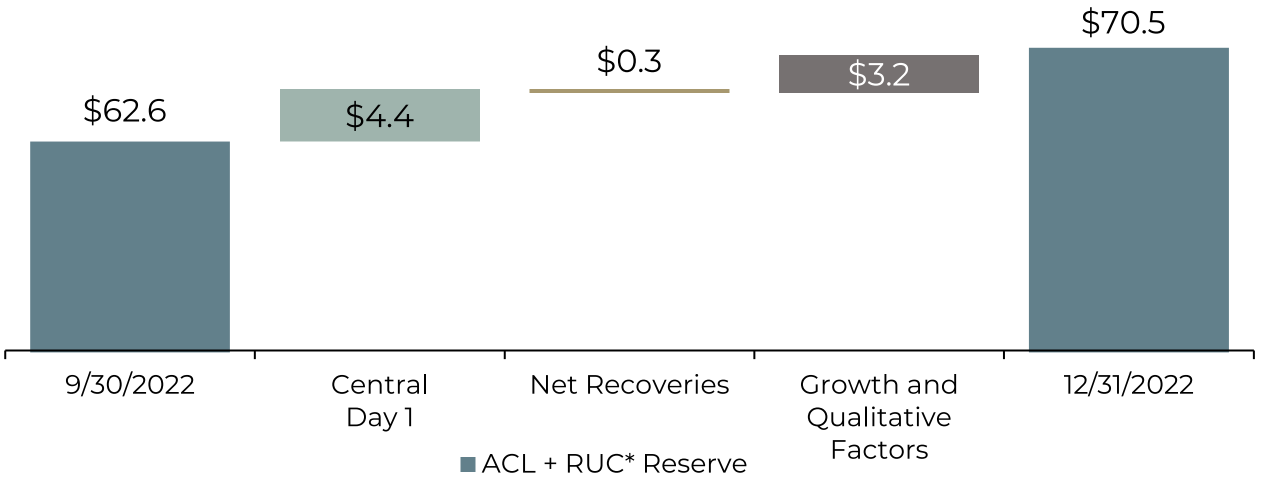


Note: Data as of December 31, 2022.
(1) Portfolio breakdown by type includes loans originated by CrossFirst Bank legacy locations and excludes loans originated by the newly acquired Central locations

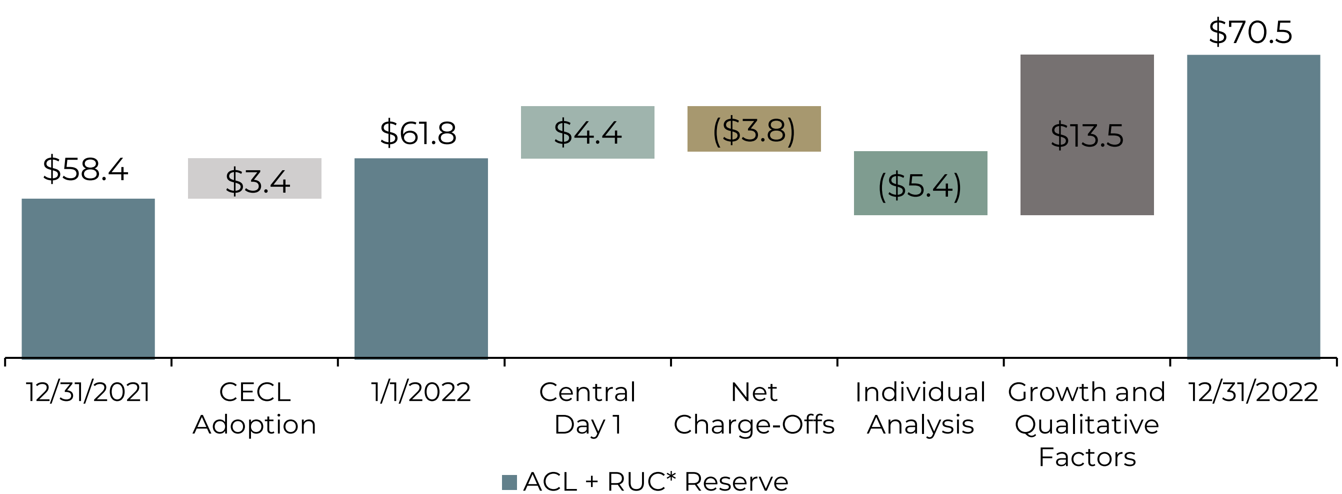
COMBINED ALLOWANCE FOR CREDIT LOSSES

CROSSFIRST BANKSHARES, INC.

ACL and Reserve for Unfunded Commitments



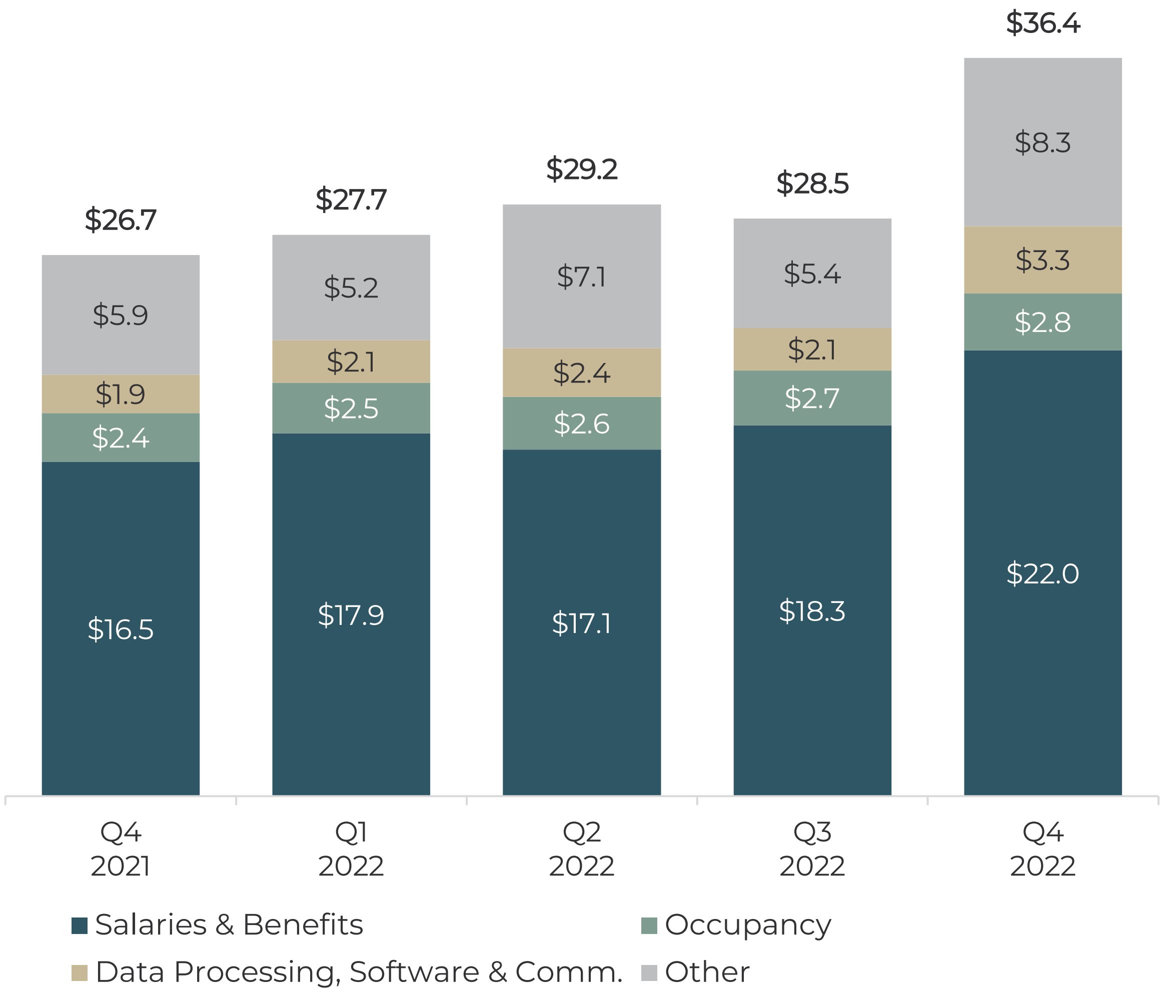
ACL and Reserve for Unfunded Commitments



Note: As of end of period; dollars in millions.
* Includes the accrual for off-balance sheet credit risk from unfunded commitments (“RUC”) that resulted from CECL adoption on January 1, 2022.

EXPENSE MANAGEMENT

CROSSFIRST BANKSHARES, INC.



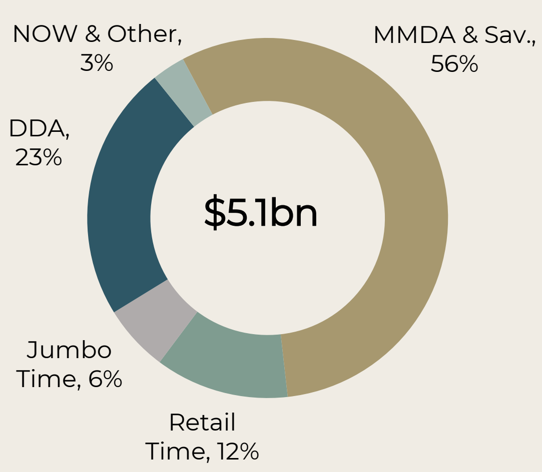
- Investments in talent and technology continue to account for the increase in expenses year over year, driven by impacts from the Central acquisition
- Expenses in Q4 2022 included $3.6 million of acquisition-related items, compared to $80 thousand in Q3 2022
- Salaries and benefits were higher due to the Central acquisition, coupled with increased hiring in new markets and business lines and increased performance-based incentive compensation

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

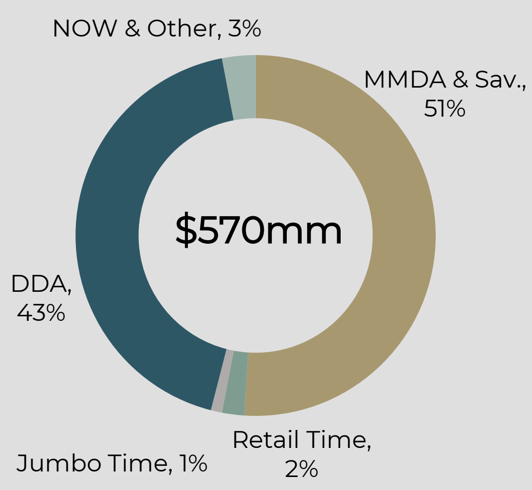
DEPOSIT COMPOSITION

CROSSFIRST BANKSHARES, INC.

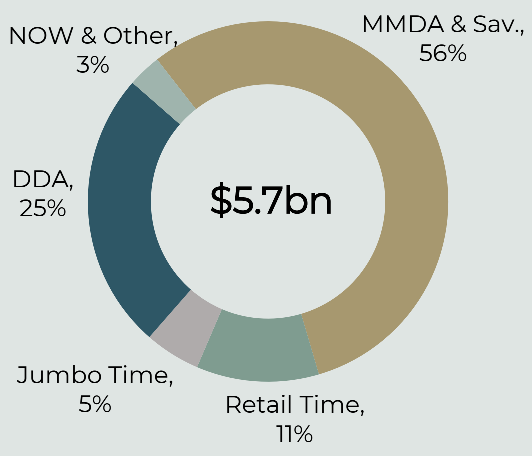
CrossFirst Deposits Excluding Acquisition Day 1 Deposits 12/31/2022



Central Day 1 Deposits



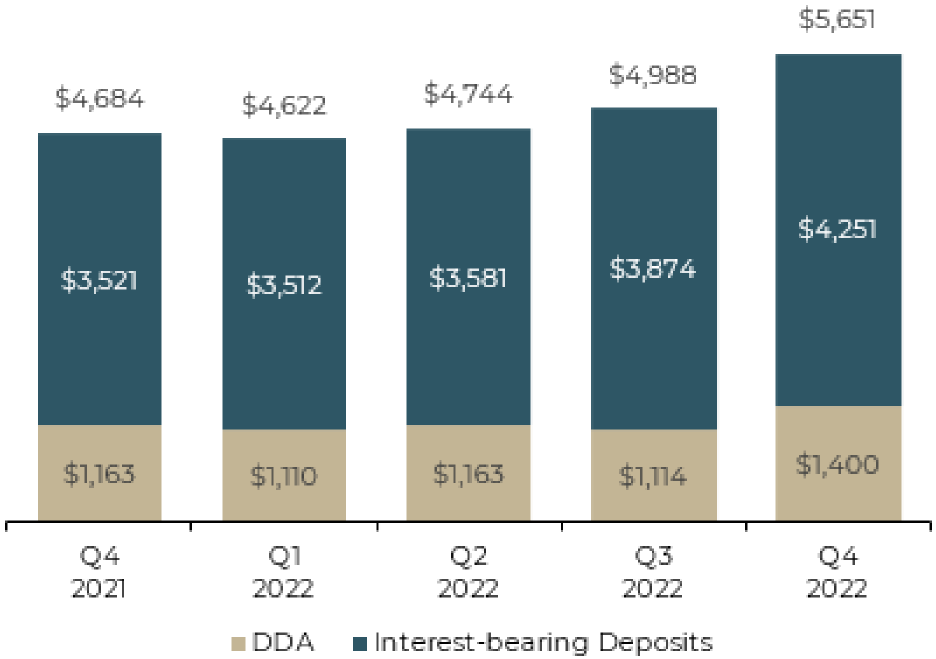
Consolidated Deposits 12/31/2022



IMPROVING CORE DEPOSIT BASE

CROSSFIRST BANKSHARES, INC.

Total Deposits and % DDA



- Total demand deposits increased 26% since Q3 2022, including $225 million as part of the Central acquisition
- Cost of deposits increased 83bps this quarter, due to market rate increases
- Non-interest-bearing deposits were 25% of total deposits this quarter

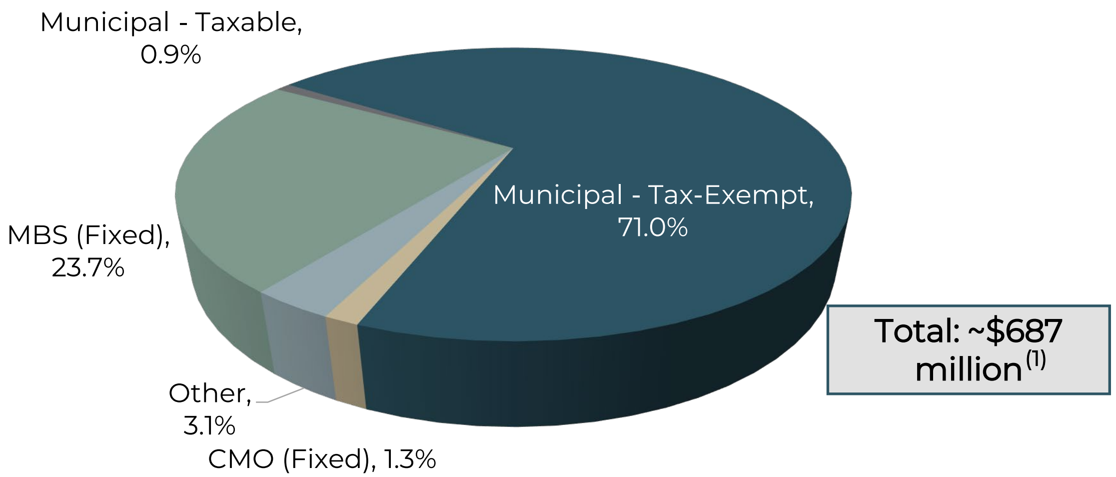
Cost of Deposits	0.33%	0.31%	0.42%	1.20%	2.03%

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

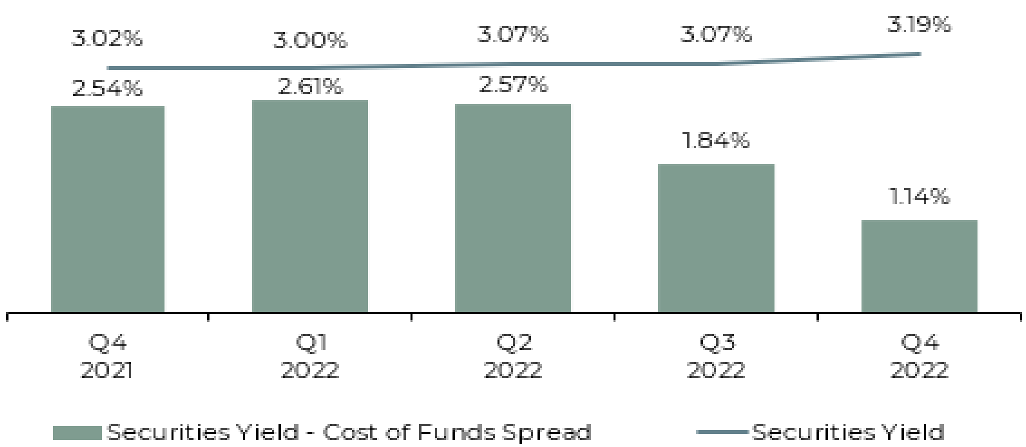
SECURITIES PORTFOLIO

CROSSFIRST BANKSHARES, INC.

Investment Portfolio Breakout as of December 31, 2022



Securities Yield – Fully Tax Equivalent(2)



- At the end of Q4 2022, the portfolio's duration was approximately 5.2 years
- The fully taxable equivalent yield for Q4 2022 increased 12bps to 3.19%
- The securities portfolio has net unrealized losses of approximately $83 million as of December 31, 2022
- During Q4 2022, $30 million of securities were purchased at an average tax-equivalent yield of 5.11% and there were $5 million in MBS paydowns

(1) Based on approximate fair value.
(2) A tax rate of 21.0% is used to calculate the fully tax equivalent yield

NON-GAAP RECONCILIATIONS

CROSSFIRST BANKSHARES, INC.

	Twelve Months Ended				
	12/31/2022	12/31/2021	12/31/2020	12/31/2019	12/31/2018
	(Dollars in thousands, except per share data)				
Adjusted net income:					
Net income	$ 61,599	$ 69,413	$ 12,601	$ 28,473	$ 19,590
Add: Acquisition costs	3,890	-	-	-	-
Add: Acquisition - Day 1 CECL provision	4,400	-	-	-	-
Add: Employee separation	1,063	-	-	-	-
Add: Unrealized loss on equity security	-	6,200	-	-	-
Add: Accelerated employee benefits	-	719	-	-	-
Add: Goodwill impairment(1)	-	-	7,397	-	-
Add: Fixed asset impairment	-	-	-	424	171
Less: State tax credit(1)	-	-	-	(1,361)	(3,129)
Add: Restructuring charges	-	-	-	-	4,733
Less: BOLI settlement benefits(1)	-	(1,841)	-	-	-
Less: Tax effect(2)	(2,335)	(1,512)	-	(109)	(1,425)
Adjusted net income	$ 68,617	$ 72,979	$ 19,998	$ 27,427	$ 19,940
Diluted weighted average common shares outstanding	50,002,054	52,030,582	52,548,547	48,576,135	37,492,567
Diluted earnings per share	$ 1.23	$ 1.33	$ 0.24	$ 0.58	$ 0.47
Adjusted diluted earnings per share	$ 1.37	$ 1.40	$ 0.38	$ 0.56	$ 0.48

	Quarter Ended				
	12/31/2022	9/30/2022	6/30/2022	3/31/2022	12/31/2021
	(Dollars in thousands, except per share data)				
Adjusted net income:					
Net income	$ 11,946	$ 17,280	$ 15,545	$ 16,828	$ 20,801
Add: Acquisition costs	3,570	81	239	-	-
Add: Acquisition - Day 1 CECL provision	4,400	-	-	-	-
Add: Employee separation	-	-	1,063	-	-
Less: Tax effect(2)	(2,045)	(17)	(273)	-	-
Adjusted net income	$ 17,871	$ 17,344	$ 16,574	$ 16,828	$ 20,801
Diluted weighted average common shares outstanding	49,165,578	49,725,207	50,203,725	50,910,490	50,910,490
Diluted earnings per share	$ 0.24	$ 0.35	$ 0.31	$ 0.33	$ 0.40
Adjusted diluted earnings per share	$ 0.36	$ 0.35	$ 0.33	$ 0.33	$ 0.40

(1) No tax effect
(2) Represents the tax impact of the adjustments at a tax rate of 21.0%, plus permanent tax expense associated with merger related transactions and permanent tax benefit associated with stock-based grants

NON-GAAP RECONCILIATIONS

CROSSFIRST BANKSHARES, INC.

	Twelve Months Ended				
	12/31/2022	12/31/2021	12/31/2020	12/31/2019	12/31/2018
	(Dollars in thousands)				
Pre-Tax Pre-Provision Profit:					
Net income before taxes	$ 77,572	$ 86,969	$ 15,314	$ 32,611	$ 17,196
Add: Provision for credit losses	11,501	(4,000)	56,700	29,900	13,500
Pre-Tax Pre-Provision Profit	$ 89,073	$ 82,969	$ 72,014	$ 62,511	$ 30,696

	Quarter Ended					Twelve Months Ended	
	12/31/2022	9/30/2022	6/30/2022	3/31/2022	12/31/2021	12/31/2022	12/31/2021
	(Dollars in thousands)						
Adjusted return on average assets:							
Net income	$ 11,946	$ 17,280	$ 15,545	$ 16,828	$ 20,801	$ 61,599	$ 69,413
Adjusted net income	17,871	17,344	16,574	16,828	20,801	68,617	72,979
Average assets	$ 6,159,783	$ 5,764,347	$ 5,545,657	$ 5,563,738	$ 5,490,482	$ 5,760,031	$ 5,591,471
Return on average assets	0.77 %	1.19 %	1.12 %	1.23 %	1.50 %	1.07 %	1.24 %
Adjusted return on average assets	1.15 %	1.19 %	1.20 %	1.23 %	1.50 %	1.19 %	1.31 %

	Quarter Ended					Twelve Months Ended	
	12/31/2022	9/30/2022	6/30/2022	3/31/2022	12/31/2021	12/31/2022	12/31/2021
	(Dollars in thousands)						
Adjusted return on common equity:							
Net income	$ 11,946	$ 17,280	$ 15,545	$ 16,828	$ 20,801	$ 61,599	$ 69,413
Adjusted net income	17,871	17,344	16,574	16,828	20,801	68,617	72,979
Average common equity	$ 589,587	$ 613,206	$ 614,541	$ 653,747	$ 656,415	$ 617,582	$ 656,415
Return on average common equity	8.04 %	11.18 %	10.15 %	10.44 %	12.57 %	9.97 %	10.57 %
Adjusted return on common equity	12.03 %	11.22 %	10.82 %	10.44 %	12.57 %	11.11 %	11.12 %

NON-GAAP RECONCILIATIONS

CROSSFIRST BANKSHARES, INC.

	Quarter Ended				
	12/31/2022	9/30/2022	6/30/2022	3/31/2022	12/31/2021
	(Dollars in thousands except per share data)				
Tangible common stockholders' equity:					
Total stockholders' equity	$ 608,599	$ 580,547	$ 608,016	$ 623,199	$ 667,573
Less: goodwill and other intangible assets	29,081	71	91	110	130
Tangible common stockholders' equity	$ **579,518**	$ **580,476**	$ **607,925**	$ **623,089**	$ **667,443**
Tangible book value per share:					
Tangible common stockholders' equity	$ 579,518	$ 580,476	$ 607,925	$ 623,089	$ 667,443
Shares outstanding at end of period	48,448,215	48,787,696	49,535,949	49,728,253	50,450,045
Book value per share	$ 12.56	$ 11.90	$ 12.27	$ 12.53	$ 13.23
Tangible book value per share	$ 11.96	$ 11.90	$ 12.27	$ 12.53	$ 13.23

	Quarter Ended					Twelve Months Ended	
	12/31/2022	9/30/2022	6/30/2022	3/31/2022	12/31/2021	12/31/2022	12/31/2021
	(Dollars in thousands)						
Adjusted Efficiency Ratio - Fully Tax Equivalent (FTE)[1]:							
Non-interest expense	$ 36,423	$ 28,451	$ 29,203	$ 27,666	$ 26,715	$ 121,742	$ 99,382
Less: Acquisition costs	(3,570)	(81)	(239)	-	-	(3,890)	-
Less: Core deposit intangible amortization	(291)	-	-	-	-	(291)	-
Less: Employee separation	-	-	(1,063)	-	-	(1,063)	-
Less: Accelerated employee benefits	-	-	-	-	-	-	(719)
Adjusted Non-interest expense (numerator)	$ 32,562	$ 28,370	$ 27,901	$ 27,666	$ 26,715	$ 116,498	$ 98,663
Net interest income	54,015	49,695	46,709	43,115	43,445	193,534	168,691
Tax equivalent interest income[1]	818	820	808	775	762	3,221	2,948
Non-interest income	4,359	3,780	4,201	4,942	4,796	17,281	13,660
Add: Unrealized loss on equity security	-	-	-	-	-	-	6,200
Less: BOLI settlement benefits	-	-	-	-	-	-	(1,841)
Total tax-equivalent income (denominator)	$ 59,192	$ 54,295	$ 51,718	$ 48,832	$ 49,003	$ 214,036	$ 189,658
Efficiency Ratio	62.40 %	53.20 %	57.36 %	57.57 %	55.38 %	57.75 %	54.50 %
Adjusted Efficiency Ratio - Fully Tax Equivalent (FTE)[1]	55.01 %	52.25 %	53.95 %	56.66 %	54.52 %	54.43 %	52.02 %

(1) Tax exempt income (tax-free municipal securities) is calculated on a tax equivalent basis. The incremental tax rate used is 21.0%.