CROSSFIRST
BANKSHARES, INC.™

Truist
Dallas Investor Presentation

August 23, 2021

CROSSFIRST BANKSHARES, INC.

LEGAL DISCLAIMER

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. 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.

EXPERIENCED 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
- Graduate School of Banking at the University of Wisconsin – Madison
- Appointed to CEO June 1, 2020 after 12 years of service

Ben Clouse – *Chief Financial Officer*

- 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
- Obtained CPA designation and FINRA Series 27 license

David O'Toole – *Chief Investment Officer and Director*

- More than 40 years of experience in banking, accounting, valuation and investment banking
- Founding shareholder and director of CrossFirst Bank and was CFO from 2008 to July 2021
- Co-founder and managing partner of a national bank consulting and accounting firm
- Served on numerous boards of directors of banks and private companies, including the Continental Airlines, Inc. travel agency advisory board

Randy Rapp – *Chief Risk and Chief Credit Officer*

- More than 30 years of experience in banking, primarily as a credit analyst, commercial relationship manager and credit officer
- Joined CrossFirst in April 2019 after serving as Executive Vice President and Chief Credit Officer of Texas Capital Bank, National Association from May 2015 until March 2019
- Mr. Rapp joined Texas Capital Bank in 2000

Matt Needham – *Managing Director of Strategy and Investor Relations*

- More than 15 years experience in banking, strategy, accounting and investment banking, five with CrossFirst
- Extensive experience in capital markets including valuation, mergers, acquisitions and divestitures
- Provided assurance and advisory services with Ernst & Young
- Former Deputy Bank Commissioner in Kansas and has served on several bank boards
- MBA Wake Forest University, obtained CFA designation and CPA, Graduate School of Banking at the University of Colorado

Other Senior Executives

Aisha Reynolds
General Counsel of CrossFirst
15+ years of experience
Joined CrossFirst in 2018

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

Amy Fauss
COO & CHRO 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

Tom Robinson
Executive Director, Risk and Credit of CrossFirst
35+ years of banking experience
Joined CrossFirst in 2011

OUR ROAD TO SUCCESS

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:

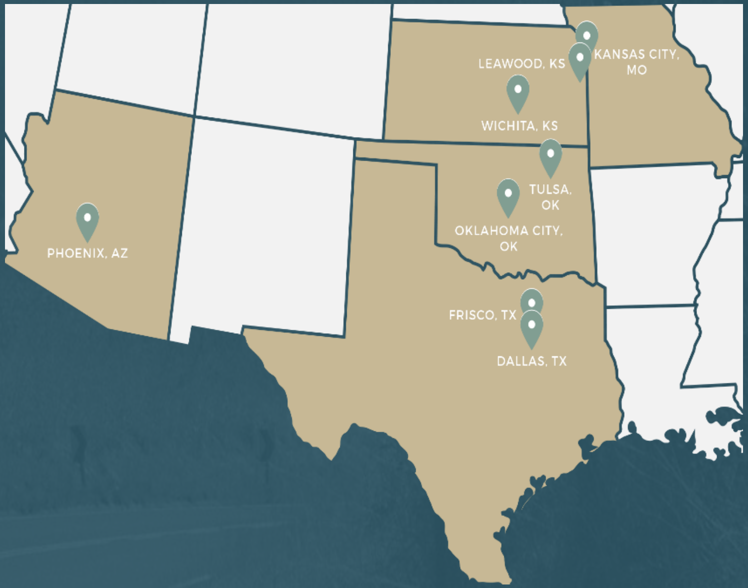
- Targeting Businesses and Professionals
- Branch-Lite – Technology Focused
- Delivering Extraordinary Service and Customer Experience

SHARED VISION

Focusing on:

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

3rd Largest Bank Headquartered in Kansas City MSA

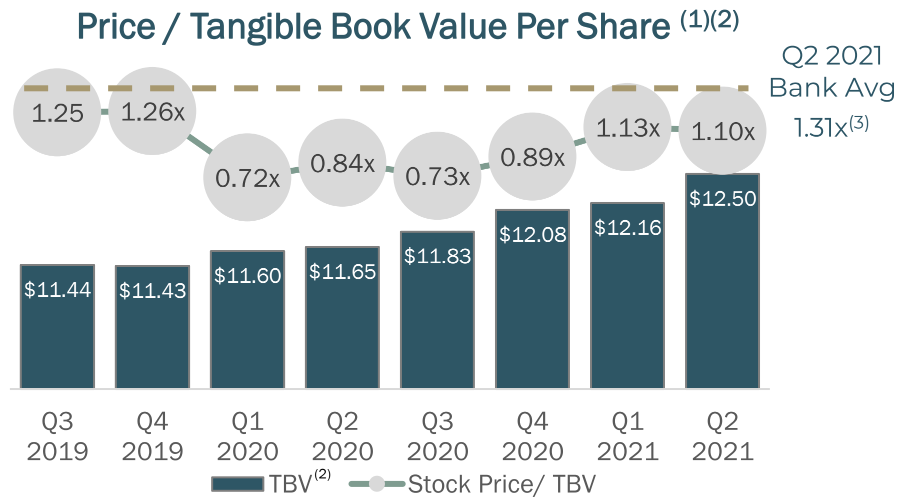


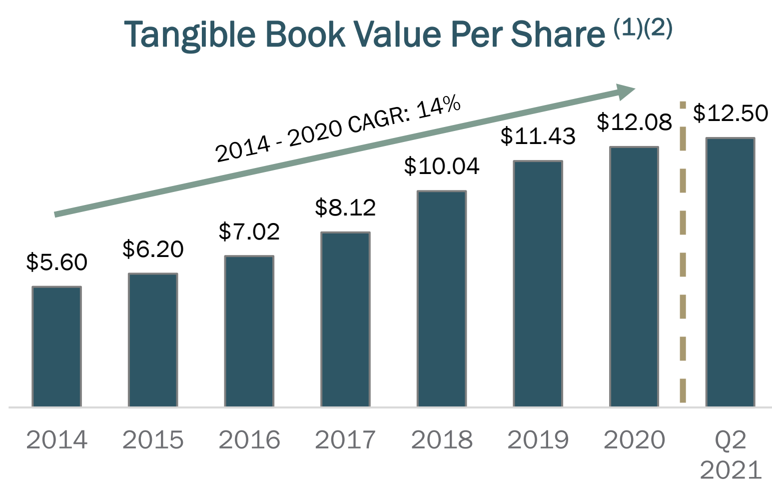
Total Assets	Gross Loans	Total Deposits	Book Value / Share
$5.3 billion	$4.3 billion	$4.4 billion	$12.50

Note: As of 6/30/21.

CROSSFIRST BANKSHARES VALUE PROPOSITION

- History of strong five-year book value growth; 14% CAGR
- Growing pre-tax, pre-provision profits
- Well capitalized with strong liquidity
  - Company remains well capitalized under extreme credit stress scenarios
- Proven expense management and improving efficiency with growth and scale
- Ability to capitalize on opportunities coming out of the pandemic
- Branch-lite strategy is a blend of the traditional banking model with increasingly digitized world
- Small mid-cap market capitalization of $709 million





(1) Financial information and pricing data as of quarter ended; CFB price of $13.75 at 6/30/2021
(2) Non-GAAP financial measure. See the non-GAAP reconciliation in the appendix
(3) Stock Price/ TBV: average for publicly traded companies with $1B - $10B in assets in the Midwest and Southwest regions from S&P Global; pricing data as of 6/30/2021

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Maintain earnings growth momentum of the franchise to improve profitability to peer levels and leverage scale potential of current investments

- Thoughtful and prudent management of expenses
- Capitalize on the benefits of a branch-lite banking model that is heavily invested in technology

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AREAS OF FOCUS

- Continue to execute our organic growth strategy in existing markets
- Focus on new expansion in target markets to optimize capital
- Evaluate expansion strategies in key target markets:
  - De Novo Expansion: Hiring of experienced talent to expand in key growth markets
  - Strategic Acquisition: Combine operational scale and synergies, with a focus on the addition of fee income generating lines of business, in key growth markets

POTENTIAL TARGET MARKETS

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

SECOND QUARTER 2021 SUMMARY & HIGHLIGHTS

Net Income	PTPP[1]	NIM (FTE)	Diluted EPS	ROAA
$15.6M	$22.3M	3.12%	$0.30	1.10%

Balance Sheet Update	0%[2] Loan growth YoY	1% Deposit growth YoY	9% DDA Deposit growth YoY	7%[1] TBV / Share growth YoY
Credit Performance	1.09% NPAs / Asset	0.23% NCOs / Avg Loans	1.87%[2] Reserves / Loans	24% Classified Loans / Capital + ALLL
Capital & Liquidity	12.40% CET 1 Capital Ratio	13.67% Total Risk-Based Capital	97% Loans / Deposits	18% Cash and Securities / Assets
Efficiency	53.61% Q2 2021 Efficiency Ratio	1.82% Non-Interest Expense / Avg Assets	$15.9M Assets / Employee	

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Note: Interim periods are annualized.

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

(2) Gross loans net of unearned income; excludes PPP loans.

Q2 2021 AND YTD 2021 HIGHLIGHTS AND SUMMARY

CROSSFIRST BANKSHARES, INC.

Financial Performance

- ✓ Strongest quarterly net income in Company's history during Q2 2021 of $15.6 million and YTD net income of $27.6 million (includes $11 million of loan loss provisions)
- ✓ Quarterly Return on Average Assets of 1.10% and Return on Equity of 9.86%
- ✓ Net Interest Margin Fully Tax Equivalent (FTE) of 3.12% compared to 3.00% in Q1 2021
- ✓ Efficiency ratio of 53.6% for Q2 2021 and 52.1% for the YTD, a non-GAAP core efficiency ratio (1) of 51.7% for YTD 2021 after adjusting for nonrecurring items
- ✓ At June 30, 2021, stockholders' equity totaled $637 million, or $12.50 per share, compared to $624 million, or $12.08 per share, at December 31, 2020

Balance Sheet

- ✓ $5.3 billion of assets, a quarter-over-quarter reduction to improve balance sheet efficiency
- ✓ Reduced cash position by strategically lowering core institutional, wholesale, and brokered deposit exposure
- ✓ 9% Demand Deposits growth from June 30, 2020 and now account for 19% of total deposits
- ✓ 2021 loan-to-deposit ratio of 97.3%

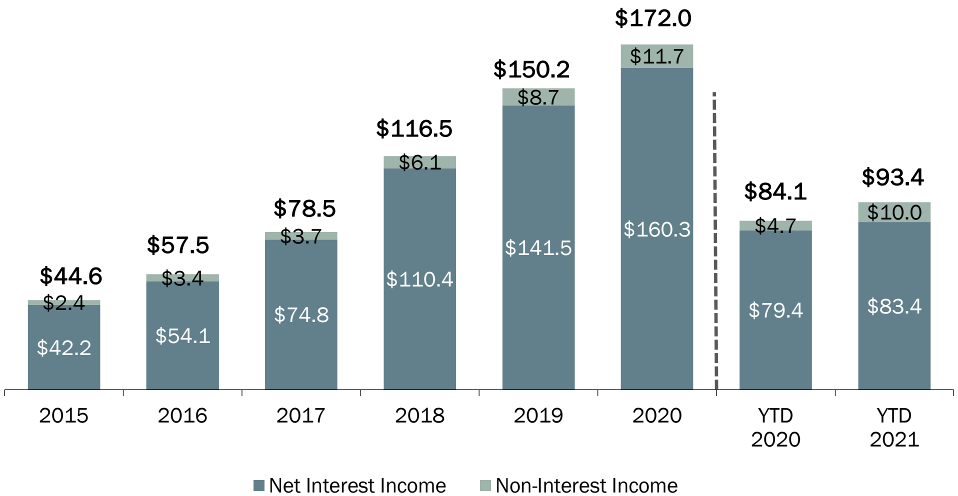
Strategic Initiatives

- ✓ Completed $20 million dollar share repurchase program at a weighted average price of $12.68
- ✓ Expanded into new Phoenix, AZ market and increased Frisco, TX office banking team
- ✓ Ben Clouse assumed the role of CFO, Dave O'Toole to assist with transition
- ✓ Further reduced Energy portfolio concentration

(1) Represents a Non-GAAP financial measure, see Non-GAAP reconciliation slides at the end of the presentation for more detail.

OPERATING REVENUE AND BALANCE SHEET GROWTH

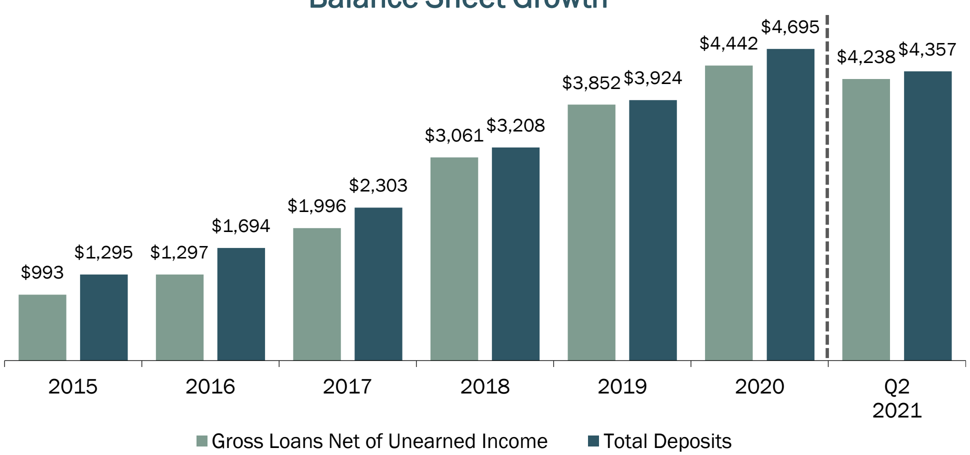
Operating Revenue[1]



- Historically, our balance sheet growth combined with a relatively stable net interest margin has enabled robust operating revenue growth
- The Company's core earnings power continued to increase as non-interest income offset net interest margin pressure

Operating Revenue	Q2 2021 QoQ	Q2 2021 YoY	FY 2020 YoY	2015 -2020 CAGR
Net Interest Income	▲ 3%	▲ 3%	▲ 13%	▲ 31%
Non-Interest Income	▲ 41%	▲ 121%	▲ 35%	▲ 38%
Total Revenue	▲ 6%	▲ 10%	▲ 15%	▲ 31%

Balance Sheet Growth



- The Company improved balance sheet efficiency in Q2 2021 which enhanced earnings, but impacted balance sheet growth metrics
- Loan growth affected by PPP forgiveness and paydowns of low yielding commercial and industrial lines drawn on during the pandemic
- Reduced excess cash compared to prior quarter by rolling off wholesale and non-relational institution deposits

Balance Sheet	Q2 2021 QoQ	Q2 2021 YoY	FY 2020 YoY	2015 -2020 CAGR
Gross Loans	▼ -6%	▼ -4%	▲ 15%	▲ 35%
Total Deposits	▼ -14%	▲ 1%	▲ 20%	▲ 29%
Total Assets	▼ -11%	▼ -3%	▲ 15%	▲ 29%

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Note: Dollars are in millions.
(1) Defined as net interest income plus non-interest income

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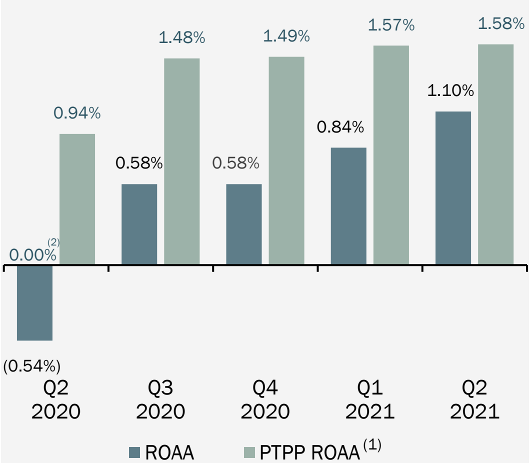
EARNINGS AND BOOK VALUE

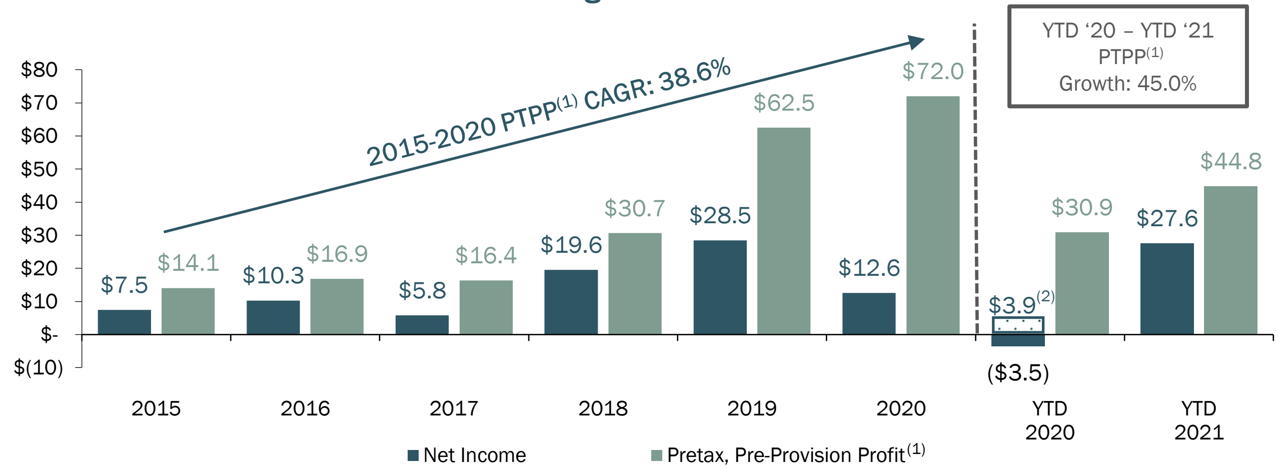
Commentary

- Strongest quarterly earnings in Company history in Q2 2021
- The Company's earnings power continued to increase in Q2 2021
  - Net Income grew from Q1 2021 despite elevated provisioning
- ROAA rebounding as provisioning decreased and the Company continued to increase profitability

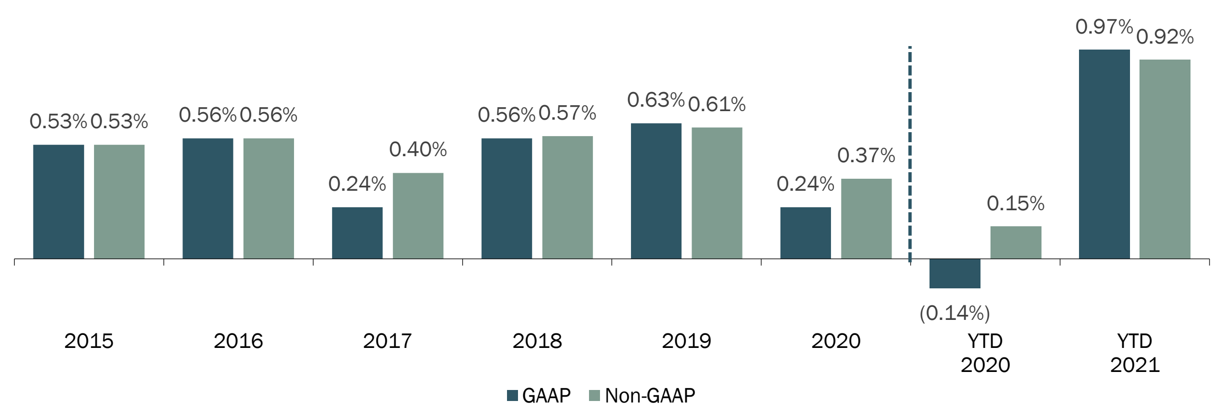
Pretax, pre-provision[1] ROAA



Earnings Performance



Return on Average Assets / Non-GAAP ROAA[1]



Note: Dollars in charts are in millions.
(1) Represents a Non-GAAP financial measure, see Non-GAAP reconciliation slides at the end of the presentation for more detail.
(2) 2020 Non-interest expense Non-GAAP label non-GAAP reconcile [Excludes $7.4 million goodwill impairment charge] recorded in Q2 of 2020

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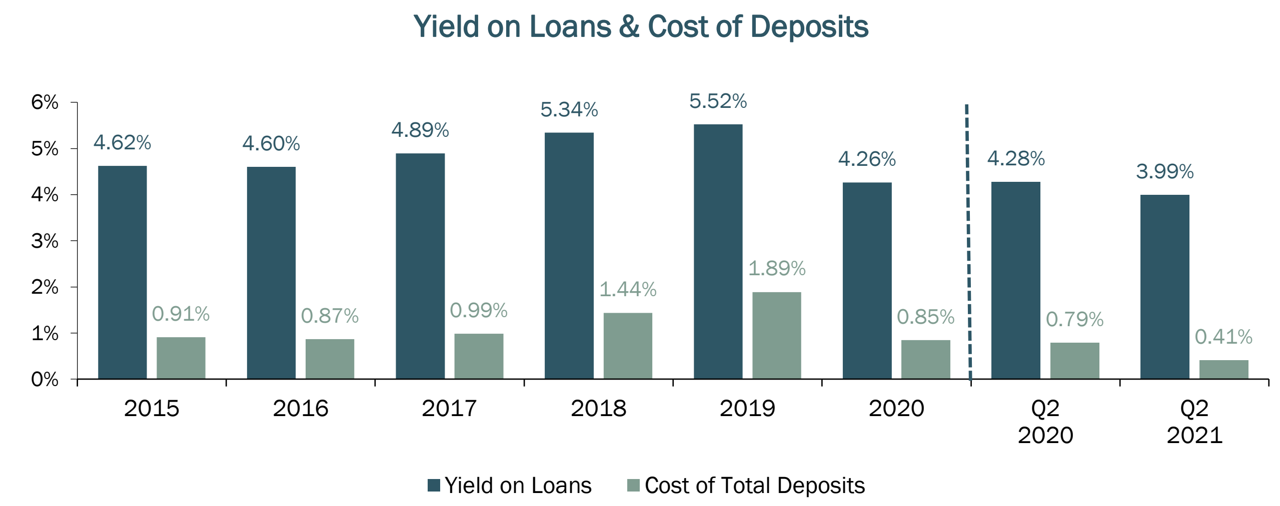
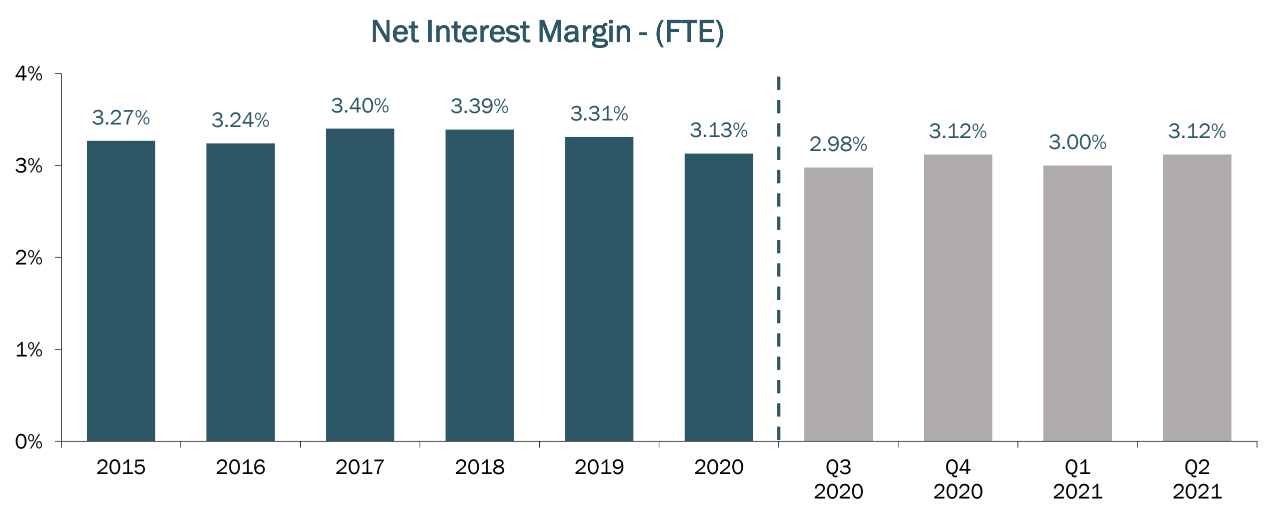
NET INTEREST MARGIN

Commentary

- Fully tax-equivalent net interest margin increased 12bps to 3.12% from Q1 2021 due to improvement in balance sheet and reduction of excess cash
- Loan yield increased 5bps compared to Q1 2021 from reduction of lower yielding commercial & industrial loans and increased fees
- The Company further offset margin pressure by adjusting deposit pricing which reduced total deposit costs by 7bps compared to Q1 2021
- Loan to deposit ratio increased to 97% from 89% in Q1 2021, but decreased from 103% in Q2 2020





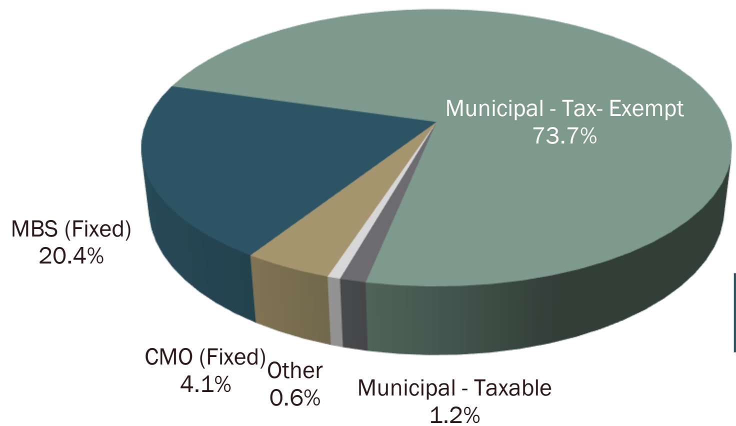
SECURITIES PORTFOLIO

CROSSFIRST BANKSHARES, INC.

Commentary

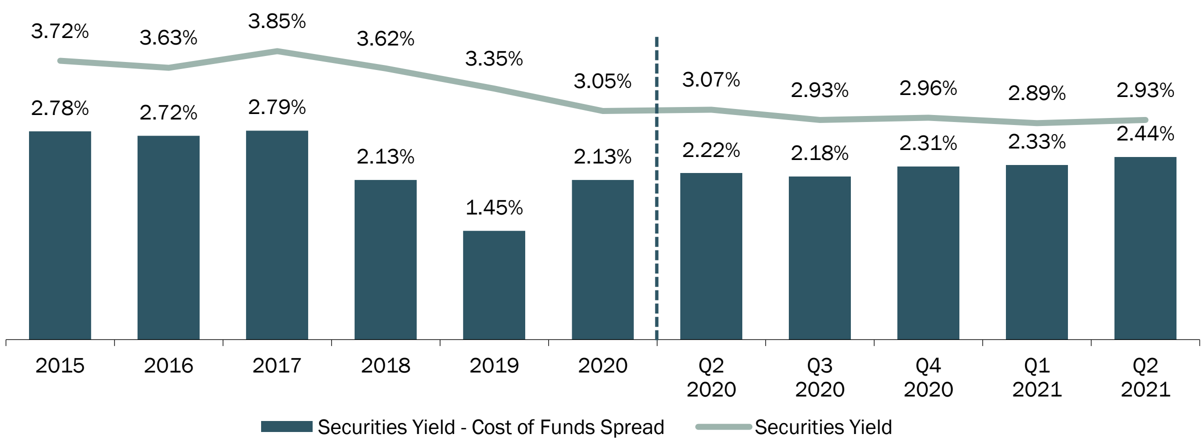
- Continue to exercise caution in the investment portfolio and maintain high-quality investment securities
- At the end of Q2 2021, the portfolio's duration was approximately 5.0 years
- The fully taxable equivalent yield for Q2 2021 rose 4bps to 2.93%
- During Q2 2021, \$23 million of MBS/CMO paydowns were received and no securities were sold
- During Q2 2021, \$49 million of new securities were purchased with an average tax equivalent yield of 2.24%
- The securities portfolio has unrealized gains of approximately \$35 million as of June 30, 2021

Investment Portfolio Breakout as of June 30, 2021[1]



Total: ~\$712 million[1]

Securities Yield - Fully Tax-Equivalent



(1) Based on approximate fair value.

NON-INTEREST EXPENSE MANAGEMENT

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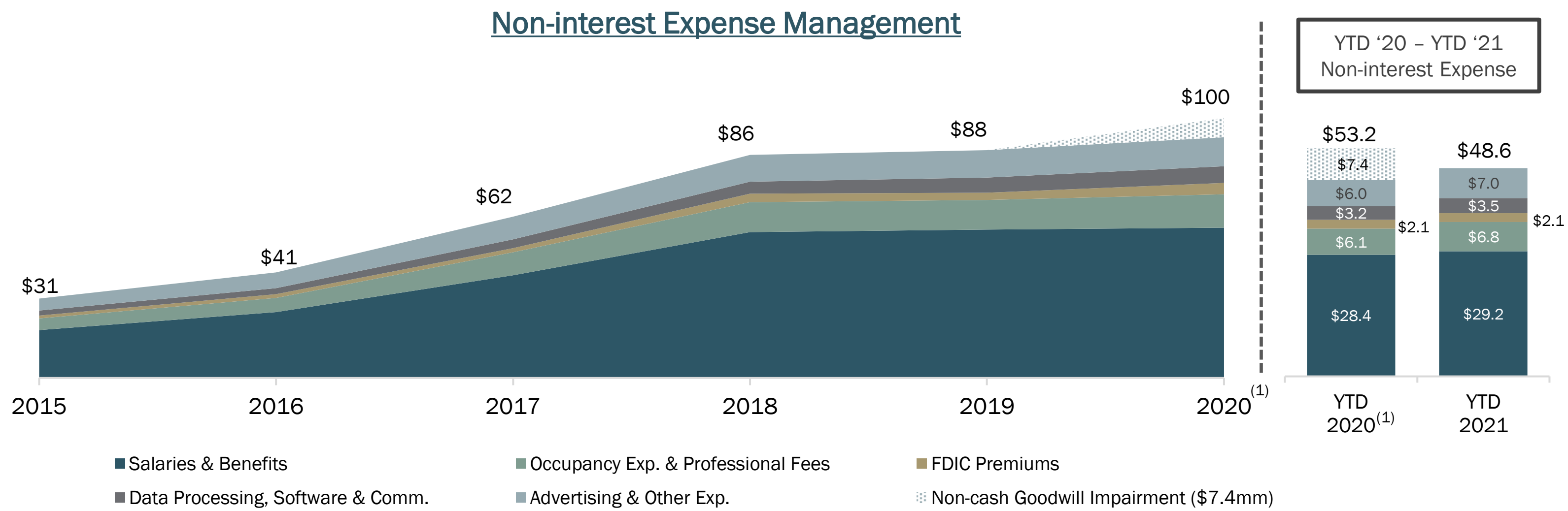

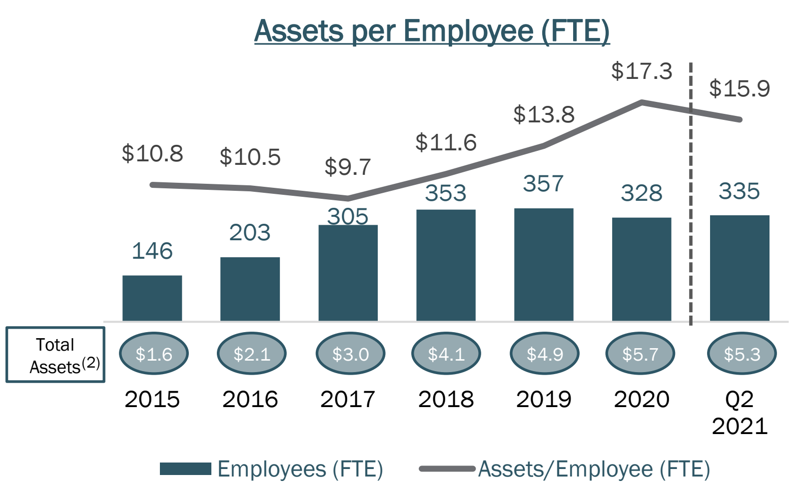

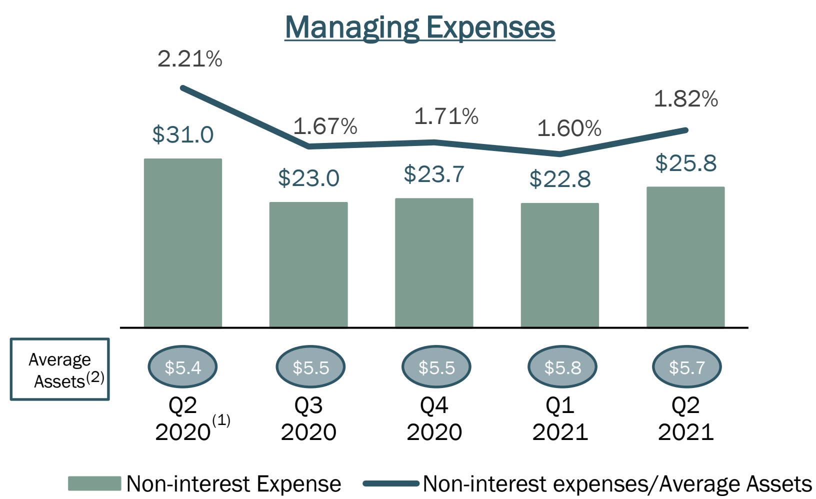

Note: Dollars are in millions and amounts shown are as of the end of the period unless otherwise specified.
(1) Includes $7.4mm Goodwill Impairment.
(2) Dollars are in billions.

OPERATING LEVERAGE

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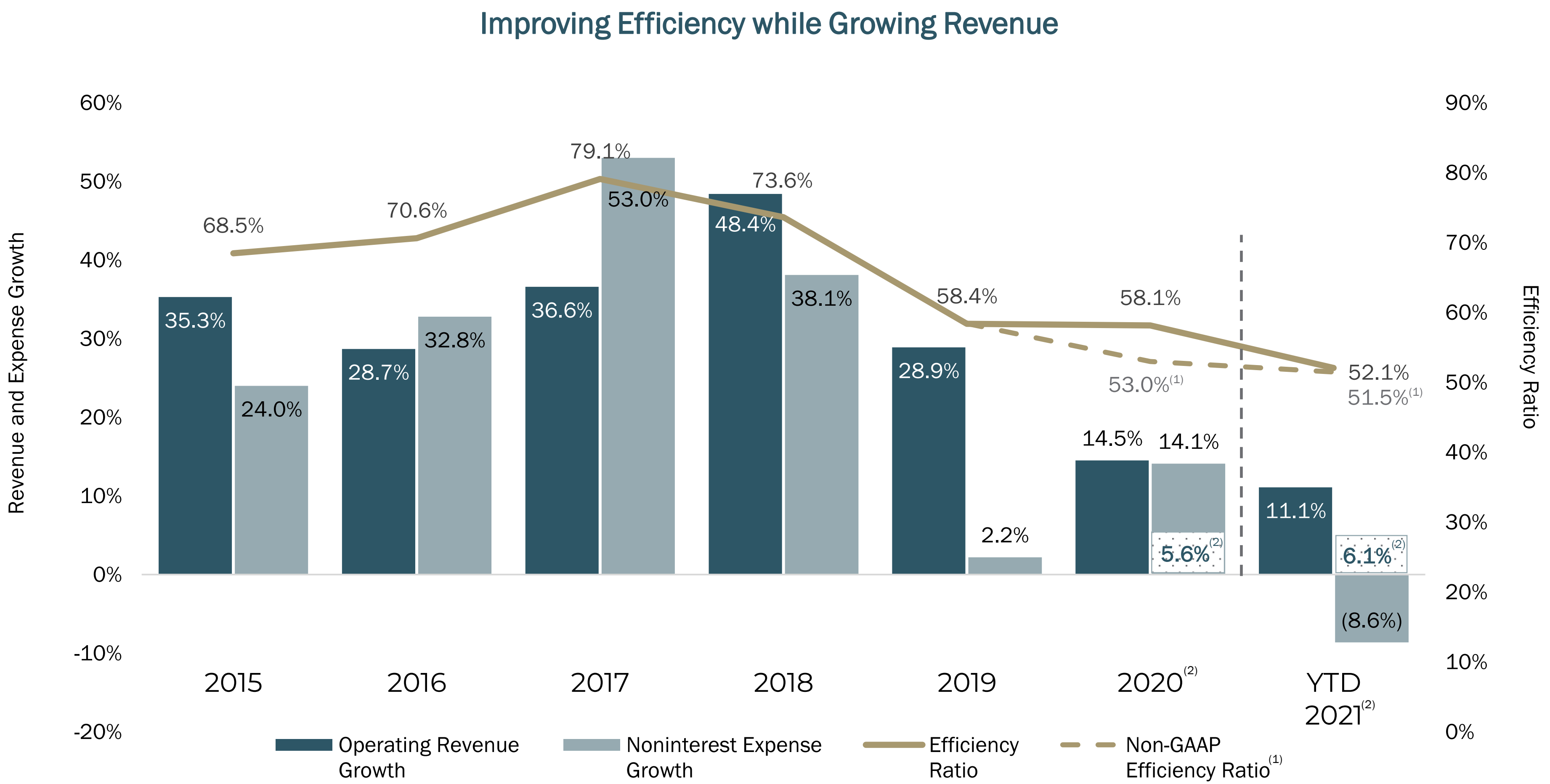

(1) Represents a Non-GAAP financial measure, see Non-GAAP reconciliation slides at the end of the presentation for more detail.
(2) 2020 Non-interest expense Non-GAAP label non-GAAP reconcile [Excludes $7.4 million goodwill impairment charge] recorded in Q2 of 2020

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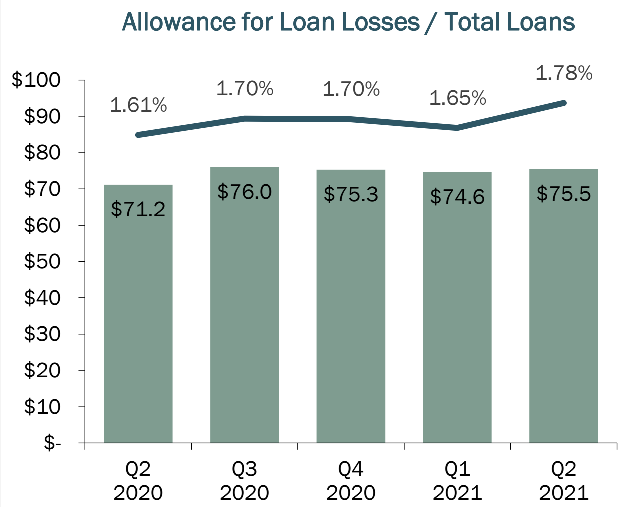
CREDIT QUALITY & CAPITAL RATIOS

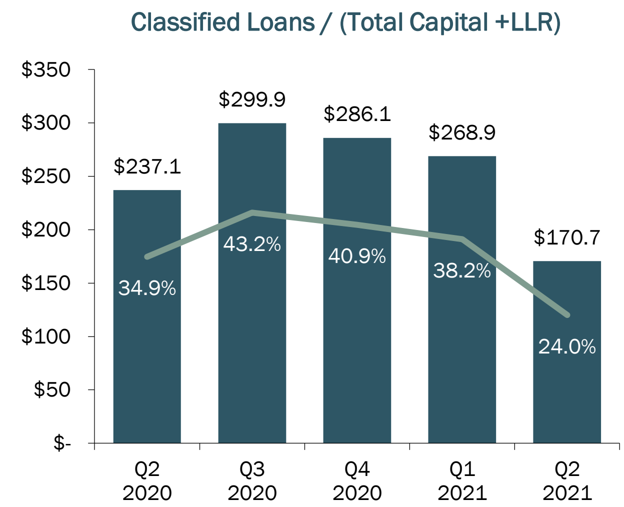
Commentary

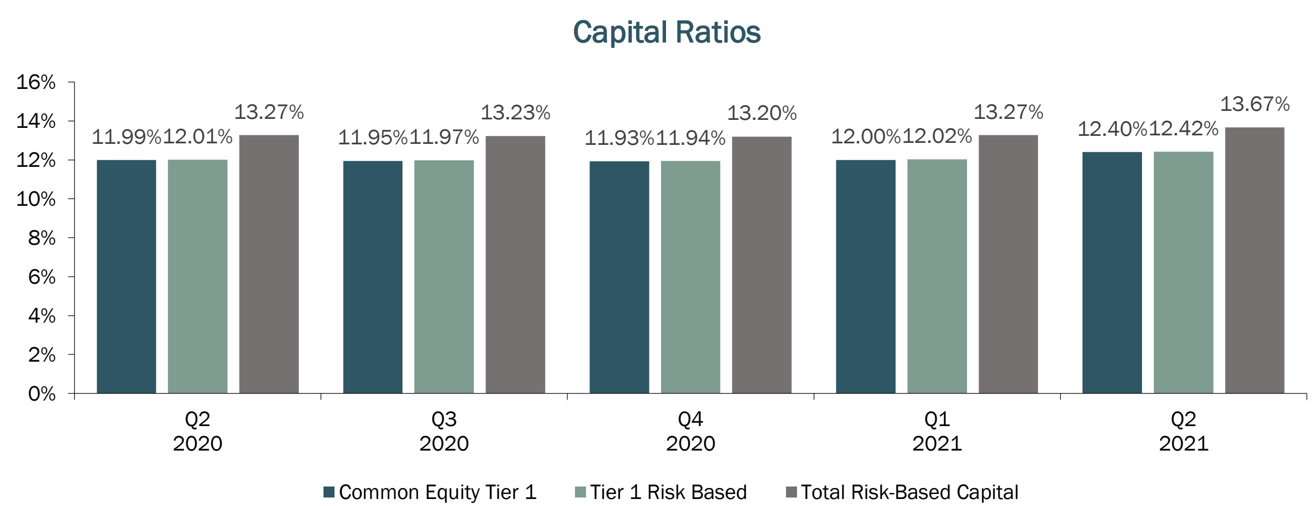
- Prudently maintained ALLL/Total Loans at 1.78%, or 1.87% excluding PPP loans, at end of Q2 2021
- Q2 2021 provision of $3.5 million which is down significantly from prior quarters based on lower charge-off activity and improved credit metrics
- Classified loans decreased materially due primarily to higher energy prices, improvements in customers' businesses, and improved economic conditions
- 43% of classifieds in Q2 2021 relate to Energy, but Energy classifieds decreased 38% during the quarter

Commentary

- Maintained strong capital levels to support future growth
- The Bank had $1.7 billion in unfunded loan commitments as of June 30, 2021
- Capital stress test shows CrossFirst well-capitalized under extreme scenarios

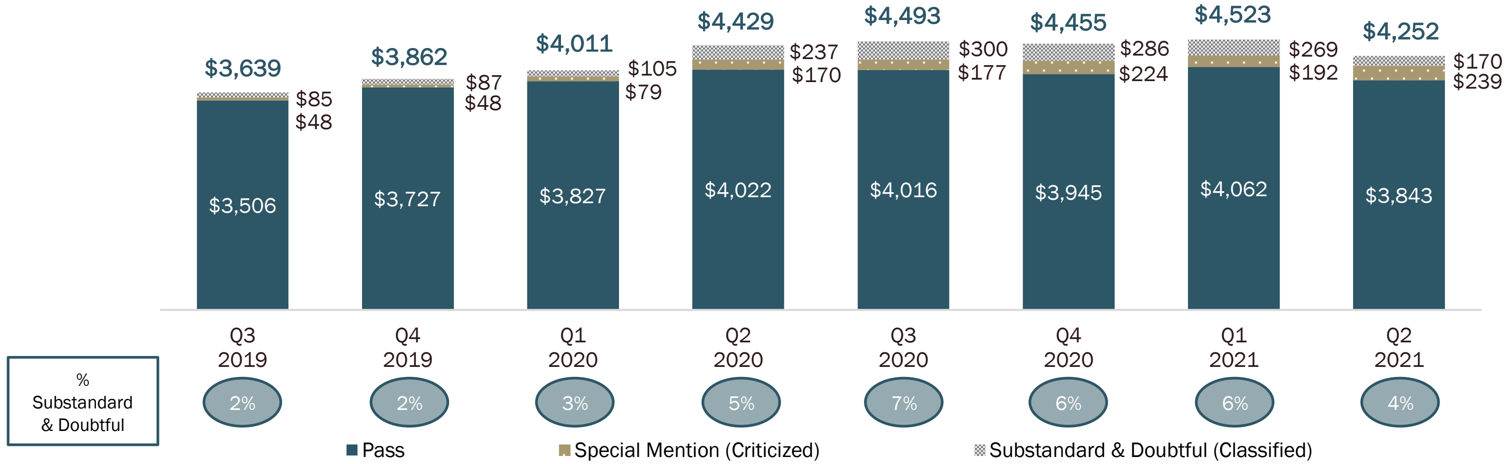




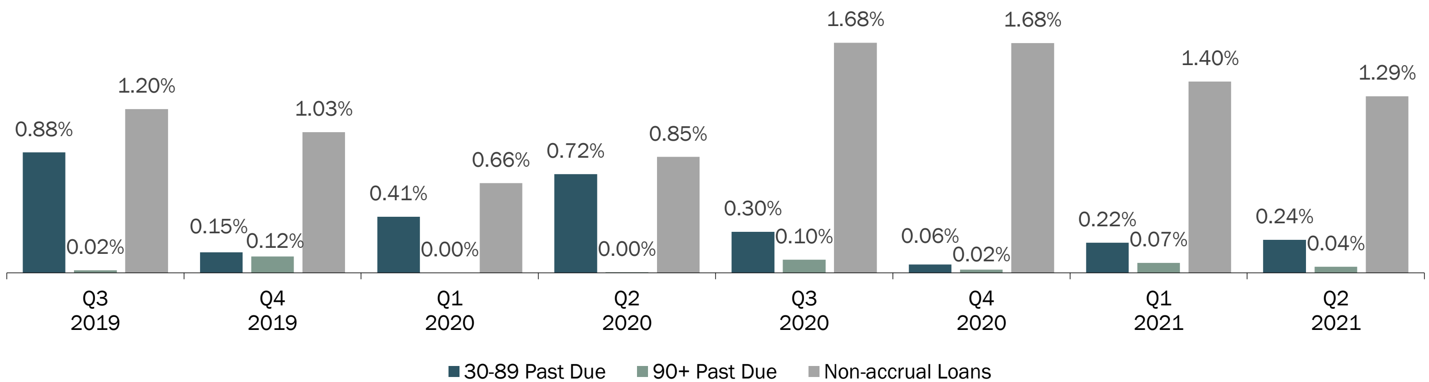


Note: Dollar amounts are in millions.

CREDIT MIGRATION AND METRICS



Past Due Trends as % of Total Loans



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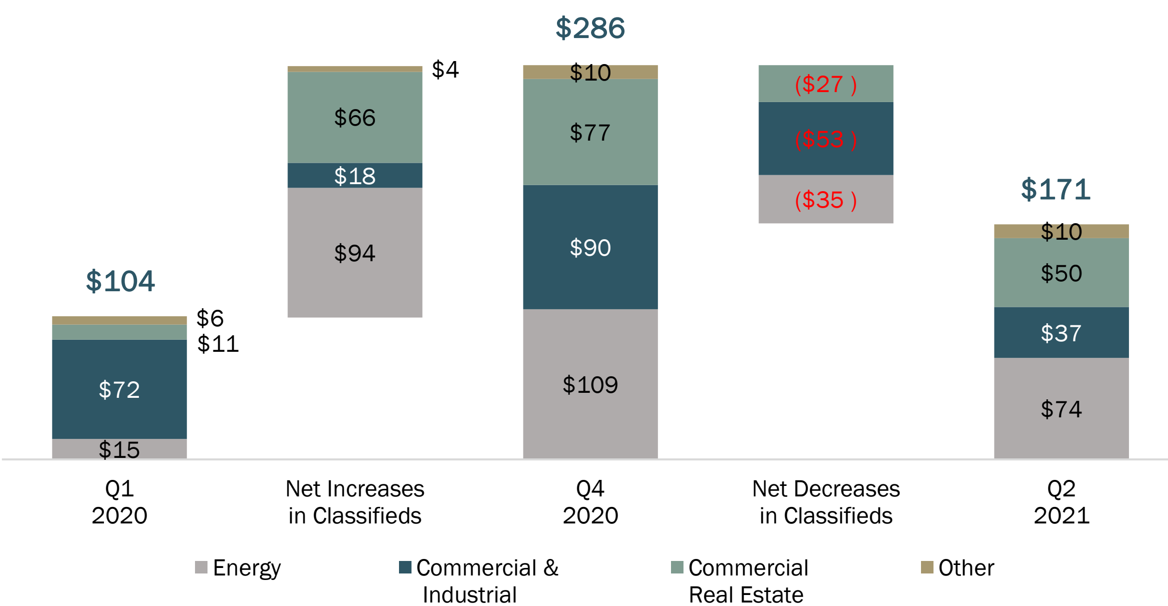
Note: Dollar amounts are in millions.

SIGNIFICANT IMPROVEMENT IN CREDIT QUALITY

Classified Loans Through the Pandemic



Summary of Q2 2020 to Q4 2020 Net Changes(1)

Loan Type	$
Energy	+$94
Commercial & Industrial	+$18
Commercial Real Estate	+$66
Other	+$4
Total Net Downgrades	**$182**

Summary of 2021 Changes(2)

Loan Type	$
Energy	($35)
Commercial & Industrial	($53)
Commercial Real Estate	($27)
Residential & Multifamily	$0
Total Net Upgrades	**($115)**

- Most of our classified assets at June 30, 2021 remain in Energy and COVID-related industries like hospitality, entertainment, travel, or other recreational activities directly impacted from the lockdowns

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Note: Dollar amounts are in millions.
(1) Represents net change from March 31, 2020, to December 31,2020.
(2) Represents net change from December 31, 2020, to June 30, 2021.

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ASSET QUALITY PERFORMANCE

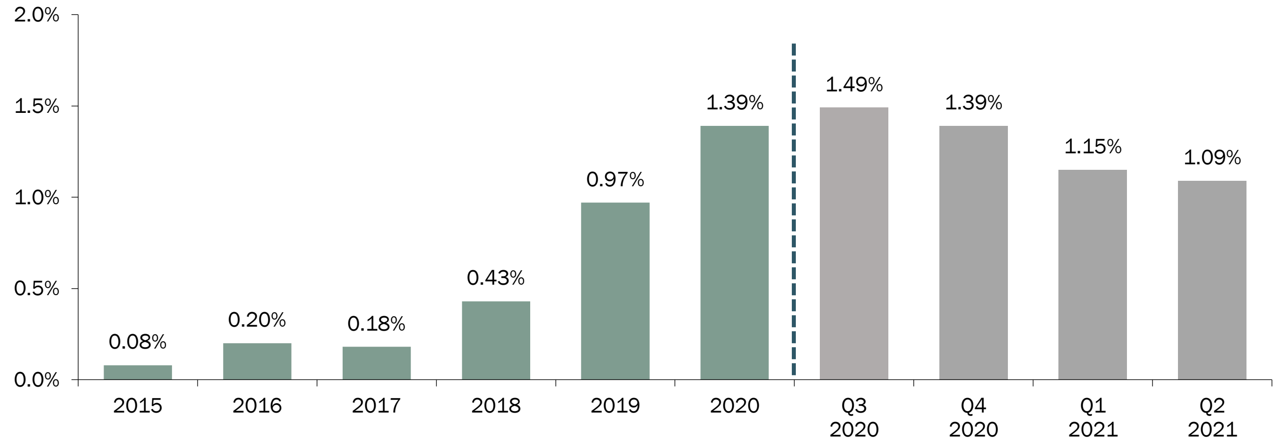
Commentary

- NPAs continue to improve as economic and business outlooks improve
- Reduction in NPAs mostly resulted from paydowns or upgrades in energy loans and commercial and industrial loans
- 46% of the nonperforming asset balance in Q2 2021 relates to energy credits

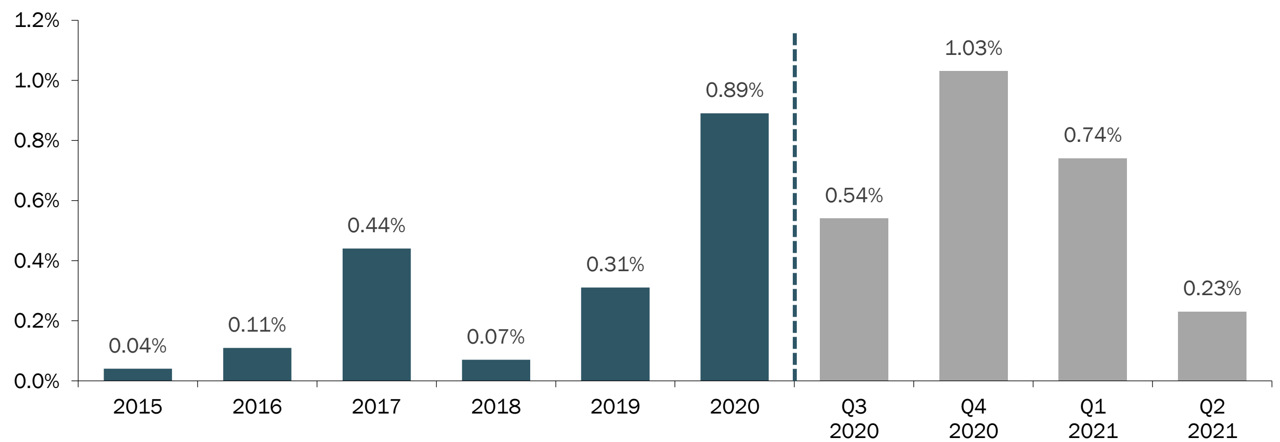
Commentary

- Q2 2021 had $2.6 million of net charge-offs related to two commercial and industrial credits
- Q1 2021 had $8.2 million of net charge-offs related to several commercial and industrial credits

Nonperforming Assets / Assets



Net Charge-Offs / Average Loans[1]



(1) Ratio is annualized for interim periods.

INVESTMENT HIGHLIGHTS

CROSSFIRST
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- Experienced and Invested Leadership
- Established Presence in Attractive Markets
- Scalable Infrastructure Designed to Accommodate Significant Growth
- Customer Base Consists of Sophisticated Businesses and their Owners
- Turning Robust Balance Sheet Growth into Earnings Growth
- Branch-lite and effective business model
- Investing in emerging bank technology to enhance efficiencies and customer experience
- Disciplined Underwriting and Standardized Credit Administration

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SUPPLEMENTAL INFORMATION

PPP LOAN SUMMARY

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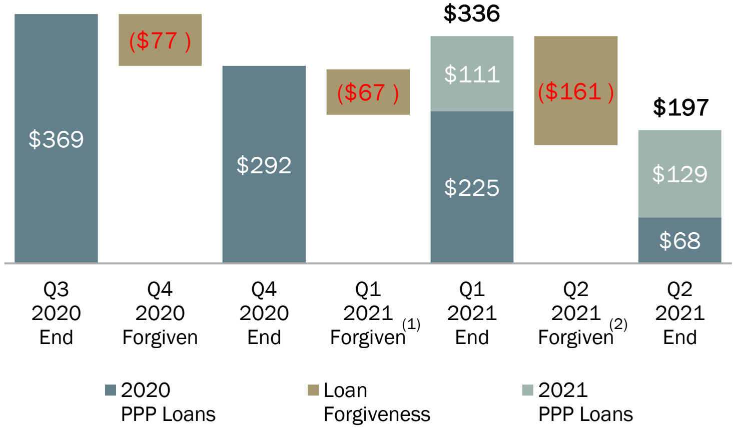
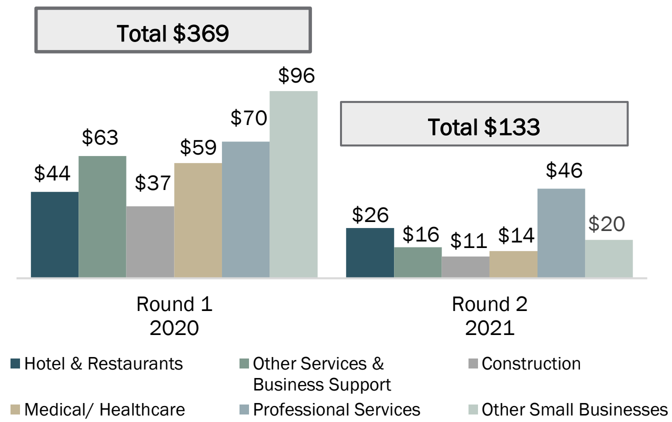
Commentary

- Weighted average rate of approximately 3.8%, in Q2 2021
- $4.7 million in anticipated fees remain from Rounds 1 and 2
- $22 million of new PPP loans were written in Q2 2021
- 53 new customers from Round 2 representing 9% of funding
- Round 1 (2020 programs) were 2-year programs while Round 2 (2021 program) is a 5-year program

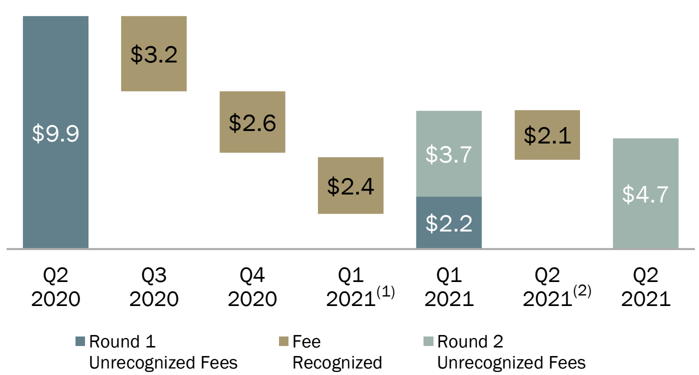
PPP Timeline



Loans Approved by Industry

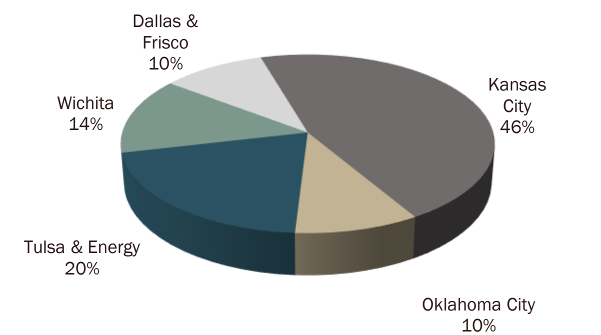


Fee Recognition



Round 2 PPP Loan Portfolio by Market

(Based on $197 million Funded)



Note: As of end of period; dollars in millions.
(1) $2.4 million consists of $1.9 million from Round 1 and $0.5 million from Round 2.
(2) $2.1 million consists of $1.7 million from Round 1 and $0.4 million from Round 2

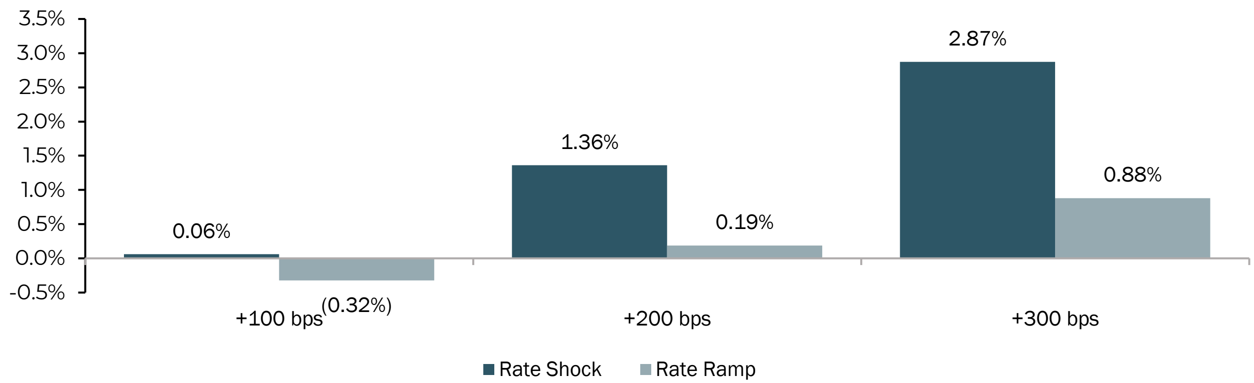
CROSSFIRST BANKSHARES, INC.

INTEREST RATE SENSITIVITY

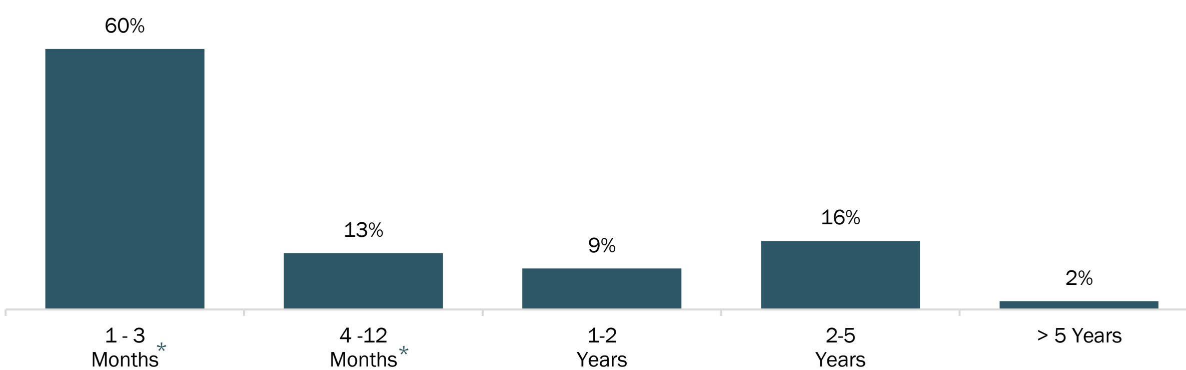
Commentary

- Company's position is relatively neutral to slightly asset sensitive as of June 30, 2021 and includes PPP loans
- Hypothetical change in net interest income in a +100 bp, +200 bp, and +300bp:
  - $695 million of floating rate loans have interest rate floors that are higher than current rates
    - 0% to 0.5%: $290 million
    - 0.51% to 1.0%: $315 million
    - Greater than 1.0%: $90 million
- Deposit rate structure is highly variable and typically adjusts with Fed Reserve movements
- Roughly 65% of Company's earning assets reprice or mature over the next 12 months
- Top 3 Indices for floating rate loans
  - LIBOR: $1,377 million
  - Prime: $1,012 million
  - US Treasury: $384 million

Net Interest Income Impact Rate Shock



Loans: Rate Reset and Cash Flow Profile



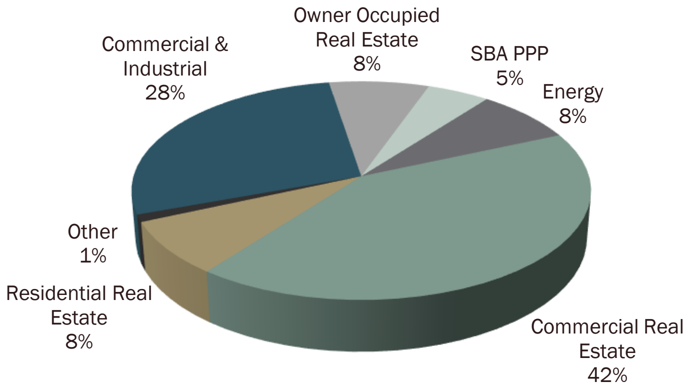
Note: Rate Shock analysis, measures instantaneous parallel shifts in market rates; Rate Ramp analysis, rate changes occur gradually over 12 months, time; Company decided to exclude the down rate environment from analysis due to Fed Funds Rate range of 0.0% - 0.25%

* Represents 73% of entire loan repricing schedule over next twelve months

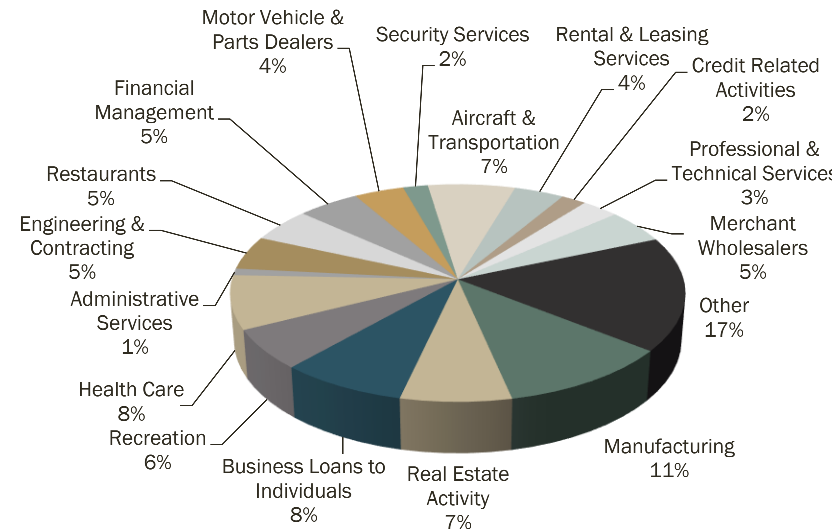
DIVERSE LOAN PORTFOLIO

CROSSFIRST BANKSHARES, INC.

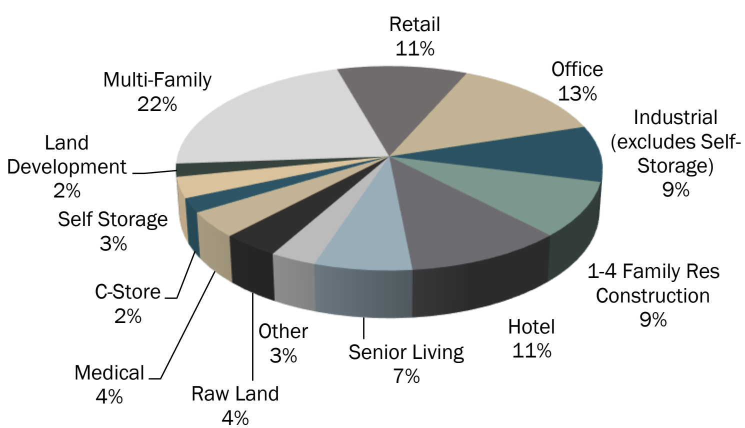
Loan Mix by Type ($4.3bn) (1)



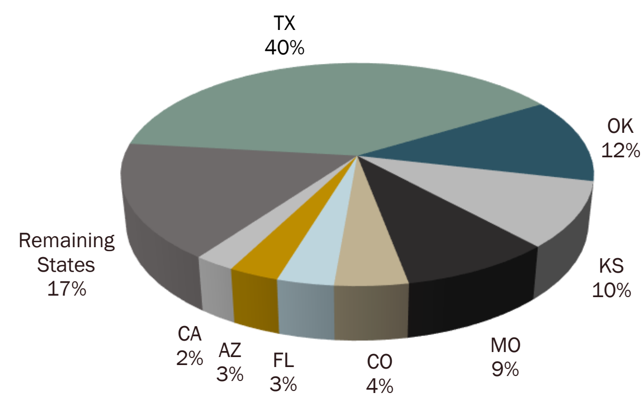
Commercial and Industrial Loan Breakdown by Type ($1.2bn)



CRE Loan Portfolio by Segment ($1.8bn)(1)



CRE Loans by Geography ($1.8bn)(1)



Note: Data as of June 30, 2021.

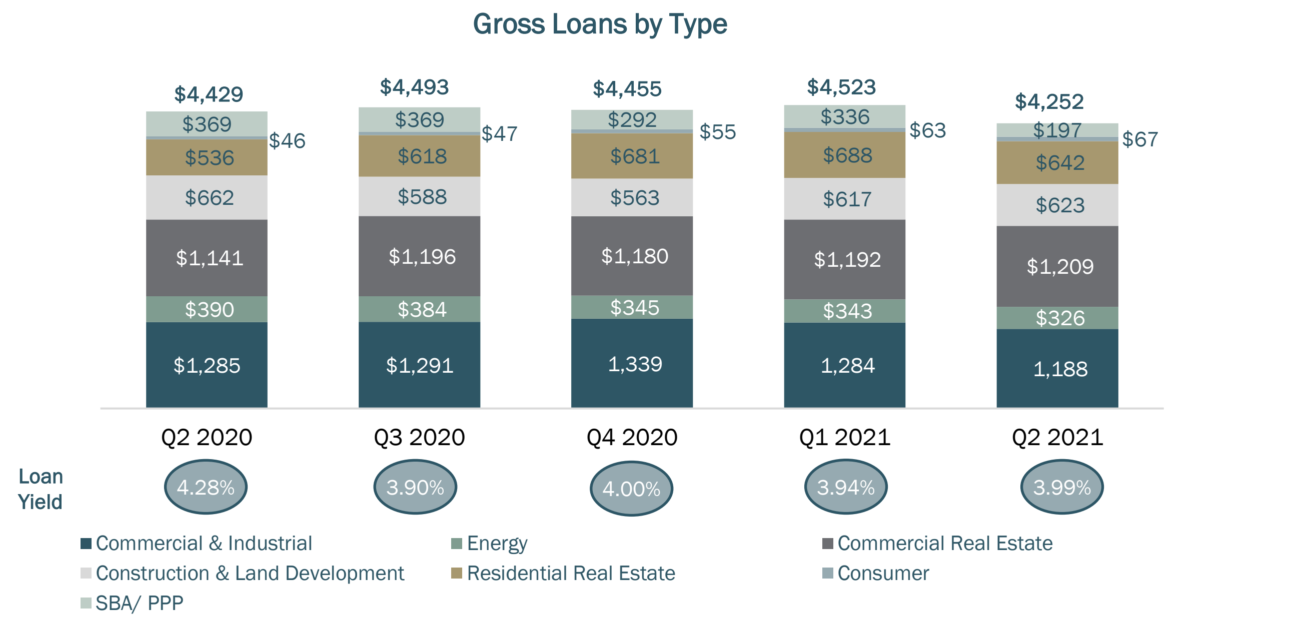
(1) CRE as defined by regulators (including construction and development).

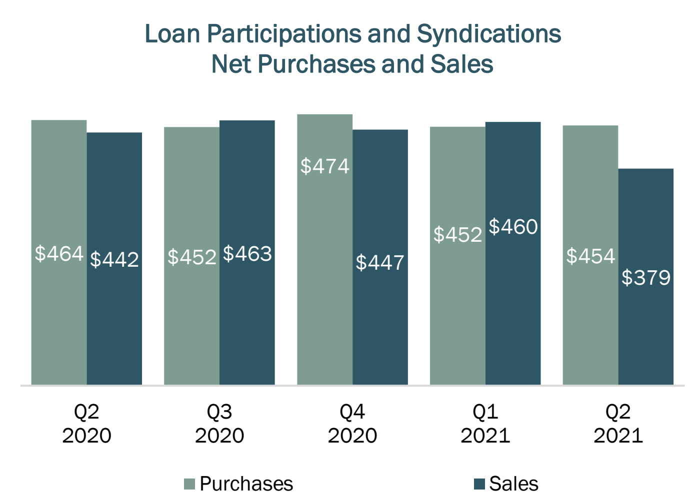
CROSSFIRST BANKSHARES, INC.

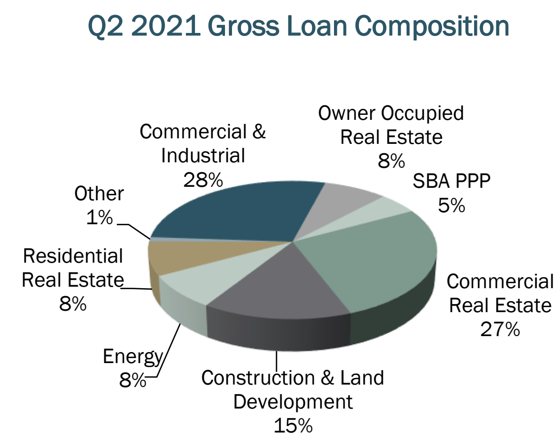
LOAN PORTFOLIO DETAILS

Commentary

- Historically, loan growth has been primarily organic and very strong
- The loan portfolio, excluding PPP loans, at Q2 2021 contracted 3% from previous quarter
- Diversification remains a core tenet
- Generally, the Company only buys syndicated loans with borrowers for which the Company could lead the next borrowing opportunity
  - Purchased loan participations totaled $103 million and a combination of shared national credits and syndications purchased totaled $351 million at June 30, 2021
  - Loan participations sold of $253 million and syndications sold of $126 million at June 30, 2021







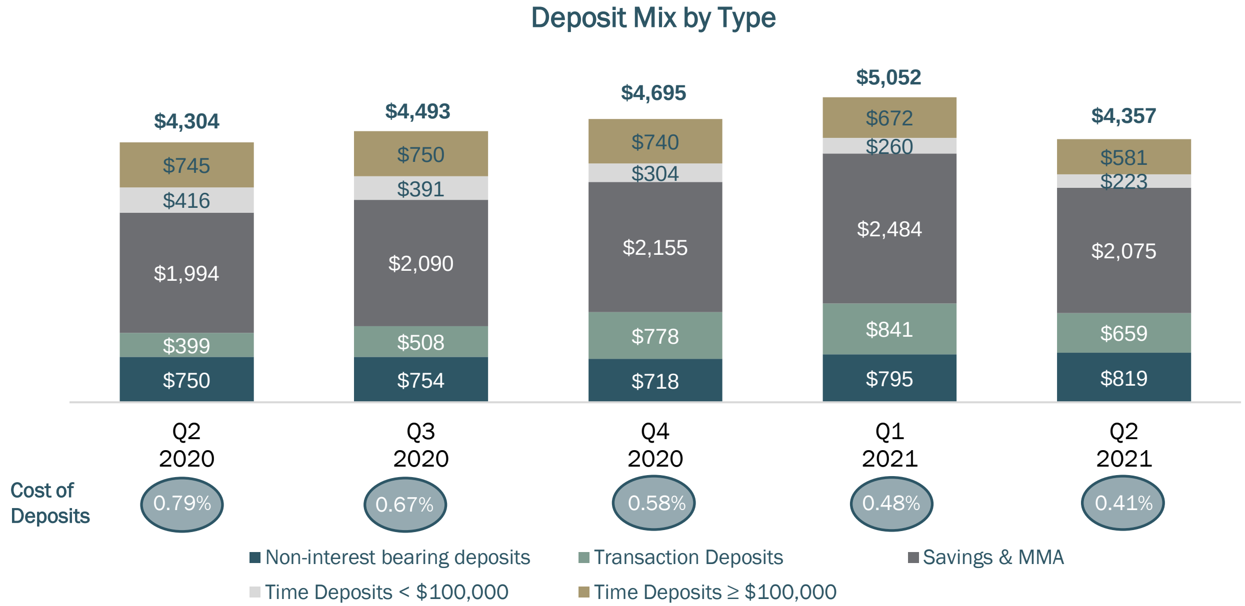
Note: Dollars in charts are in millions. Amounts shown are as of the end of the period.

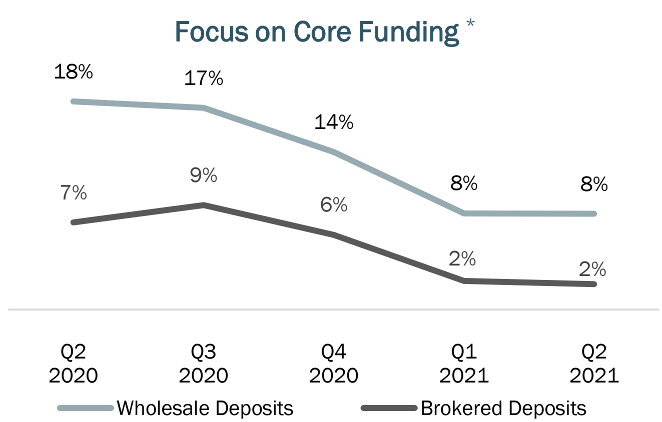
CROSSFIRST BANKSHARES, INC.

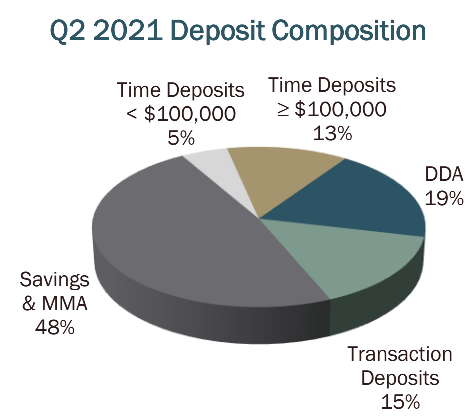
GROWING CORE FUNDING BASE

Commentary

- CrossFirst worked to improve the efficiency of its balance sheet in Q2 2021, lowering brokered, wholesale and institutional interest-bearing accounts
- Brokered deposits were $117 million at end of Q2 2021, down 62% from Q2 2020, and down 20% from Q1 2021
- Deposit costs have trended down due to the persistent low-rate environment and management's balance sheet strategy
- Demand deposits increased
  - +9% compared to Q2 2020
  - +3% compared to Q1 2021







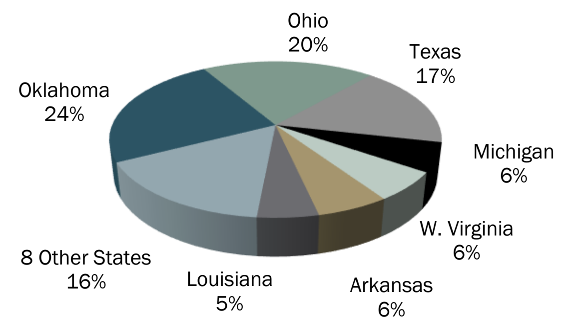
Note: Dollars are in millions and amounts shown are as of the end of the period.
* As a percentage of Bank assets

CROSSFIRST ENERGY PORTFOLIO

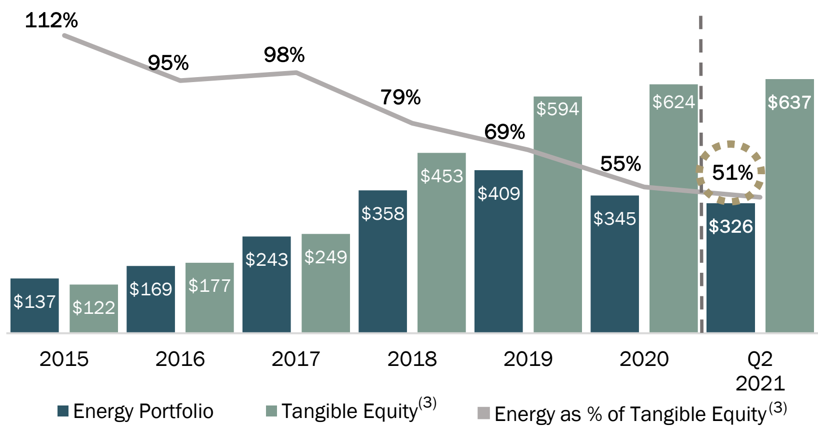
CROSSFIRST BANKSHARES, INC.

Energy by Composition 6/30/2021					
	# Loans	$ Loan Amount	% Total	Avg % Hedged(1)	Hedge Price(2)
Oil	37	$195	60%	36%	$47.00
Natural Gas	14	$123	38%	49%	$2.53
Other Sources	3	$8	2%	0%	
Total	**54**	**$326**	**100%**	**40%** (1)	

Energy Exposure by State

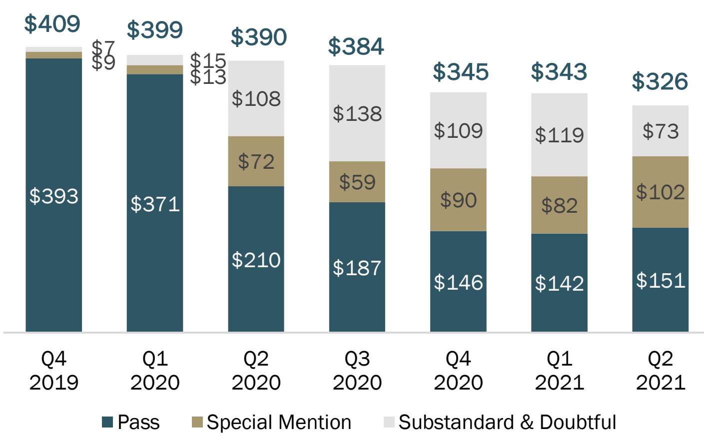


Energy Portfolio and Tangible Equity(3)



Energy Loans by Risk Rating

5.5% of Reserves on Energy Portfolio



Note: Data as of 6/30/21.

Note: Loan dollars in millions; collateral base is predominately comprised of properties with sufficient production history to establish reliable production trends; typically, only lend as a senior secured lender in single bank transactions and as a cash flow lender; Exploration & Production lending only on proven and producing reserves; CrossFirst typically does not lend to shale, oil field services, or midstream energy companies.

(1) Weighted Average.

(2) Hedged rolling 12 month; Oil price in $ per barrel and natural gas price in $ per MMBtu.

(3) Represents a non-GAAP financial measure, see non-GAAP reconciliation slides in the supplemental information for more detail.

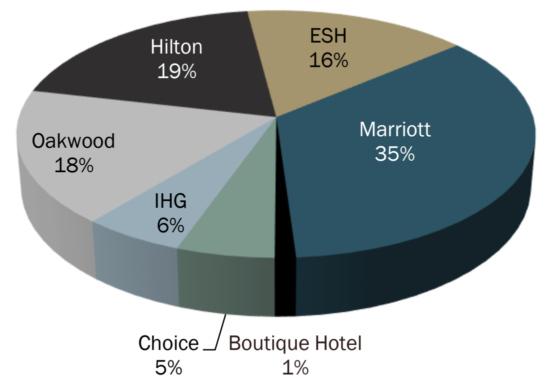
CROSSFIRST HOTEL & LODGING PORTFOLIO

CROSSFIRST BANKSHARES, INC.

Hotel & Lodging Portfolio Dynamics

- Primarily loaning to established brand names
- No "conference center" hotels and ~75% of the properties are in major MSAs; mostly in the Midwest
- $21 million of outstanding hotel loans in the portfolio are classified, the same amount as in Q1 2021
- 96% of the outstanding loans, by dollar amount, have recourse provisions
- Hotel Construction borrowers are sophisticated sponsors with significant invested equity and resources
- $5.5 million of reserves are allocated to hotel portfolio, representing 3.0% of the total outstanding hotel portfolio

Hotels by Brand Ownership



Hotel & Lodging 6/30/2021 *($ millions)*					
	# Loans	Amount Outstanding	Unfunded Commitments	Average Size	Amount Classified
Completed Hotels	15	$168	$0	$11	$21
In-Progress Construction	2	$15	$10	$8	$0
Total	**17**	**$183**	**$10**	**$11**(1)	**$21**

Note: Data as of 6/30/21.
(1) Weighted average.

BOARD OF DIRECTORS

CROSSFIRST BANKSHARES, INC.

Name	State	Biography
Rod Brenneman (Non-Exec. Chairman)	MO	The Mr. Brenneman has been an independent business consultant and advisor. From 2011 until August 2014, Mr. Brenneman served as the President and Chief Executive Officer of Butterball LLC, the largest integrated turkey processing company in the United States and a joint venture of Seaboard Corporation and Maxwell Foods, LLC. Previously, Mr. Brenneman served in various financial and management capacities at Seaboard Corporation, a global agribusiness and transportation company, from 1989 until 2011. Mr. Brenneman served as President and Chief Executive Officer of Seaboard Foods from 2001 until 2011, as Senior Vice-President and Chief Financial Officer of Seaboard Foods from 1999 to 2001, as Senior Vice President, Live Production for Seaboard Foods from 1996 until 1999 and Vice President – Finance and Administration of Seaboard Foods from 1994 to 1996. His previous experience includes several years with Arthur Andersen.
George Bruce	KS	Mr. Bruce has served as the CEO of Aladdin Petroleum Corporation, an oil and gas exploration and production company since 1993. Mr. Bruce has also served as general counsel for Aladdin Middle-East, Ltd., a private petroleum exploration, production and drilling company, primarily drilling in the Republic of Turkey since 1980 and serves as its Vice Chairman and Executive Vice President. In his legal career, Mr. Bruce was a law partner of Hall, Pike & Bruce from 1980-1988 before joining Martin, Pringle, Oliver, Wallace & Bauer, LLP, where he served as managing partner and continues to serve of counsel. Mr. Bruce served as corporate counsel for Union Bankshares, Inc., the holding company for Union National Bank of Wichita, for 10 years from 1985 through its acquisition by Commerce Bank in 1995. Mr. Bruce also served as legal counsel for numerous banks in obtaining de novo charters and in connection with sales and acquisitions.
Steven Caple	TX	Mr. Caple has served as President of Unity Hunt, Inc., the company through which the Lamar Hunt family oversees its holdings, since January 2011. Additionally, Mr. Caple serves in various roles for many of the Lamar Hunt family's trusts and portfolio companies. Mr. Caple is also the co-owner of TRL Management, LLC. Prior to joining Unity Hunt, Mr. Caple served as President of VFT Capital, LP ("VFT"). Before joining VFT, Mr. Caple served as President of Novo Networks, Inc., and he previously held legal and management positions with GTE Corporation, Chancellor Media Corporation and Marcus Cable, LP. Mr. Caple also practiced law with the firm of Patton, Haltom, Roberts, McWilliams & Greer, LLP.
Ron Geist	KS	Mr. Geist has served since June 2014 as President of RAGE Administrative and Marketing Services ("RAMS"), a large franchisee of restaurants. Prior to being appointed President Mr. Geist served as Real Estate Director at RAMS. Additionally, Mr. Geist has served as Managing Partner of Starwood Investments, L.P. ("Starwood") since February 2012 Starwood has holdings in securities, real estate, and other investments. Prior to joining RAMS and Starwood, Mr. Geist served as President of Blue Ribbon Technologies, a provider of document imaging and storage, as well as customizable web design. Before joining Blue Ribbon, Mr. Geist was Managing Partner and owner of Zland of Denver, a company that provides integrated web-based applications for the marketing, commerce and operations of business.
Jennifer Grigsby	OK	Jennifer M. Grigsby has served as the Secretary of Economic Administration (subject to confirmation) for the State of Oklahoma since March 2021. Ms. Grigsby served as Executive Vice President and Chief Financial Officer of Ascent Resources, LLC, an oil and gas exploration and production company located in Oklahoma City, OK, from July 2015 through May 2020. Ms. Grigsby previously served as CFO of American Energy – Woodford, LLC and CEO and CFO of American Energy Minerals, LLC from February 2015 to July 2015. Prior to joining American Energy, Ms. Grigsby was Senior Vice President – Corporate and Strategic Planning for Chesapeake Energy Corporation, an oil and gas exploration and production company from August 2013 to May 2014.
George Hansen, III	KS	Mr. Hansen served as Chief Executive Officer and President of the Enterprise Center in Johnson County, a non-profit organization that provides education, connections to capital, mentoring and office space to Kansas City entrepreneurs, from June 2013 to February 2020. Additionally, Mr. Hansen also served as a manager and internal consultant for Murfin Drilling from November 2013 until January 2021. Prior to his roles with the Enterprise Center in Johnson County and Murfin Drilling, Mr. Hansen was Executive Vice President for Thorn EMI, PLC.
Mason King, CFA	TX	Mr. King is a Principal of Luther King Capital Management, an investment management company. He joined the firm in 2004 and serves as a portfolio manager and equity analyst.
James Kuykendall	OK	Mr. Kuykendall owns and operates Equipment World, Inc., a construction equipment dealership located in Tulsa, Oklahoma. The business sells equipment across the country and serves a regional area providing rentals, parts and services. Mr. Kuykendall joined the company in 1987 upon his graduation from Oklahoma State University and has spent over 30 years working to build the business
Lance Humphreys	OK	Mr. Humphreys has served as Manager – Lead Investor of Triad Marketing Inc., since May 2010. Mr. Humphreys previously served as Manager of Covenant Hospitality, LLC from February 2011 through May 2016.
Mike Maddox	KS	See management bios
David O'Toole	KS	See management bios
Kevin Rauckman	KS	Mr. Rauckman is the owner of, and financial consultant for, Rauckman Advisors, LLC, where he has worked since November 2017. Mr. Rauckman was previously a financial advisor for MoBank (formerly Bank of Kansas City), a subsidiary of BOK Financial Corporation, from February 2015 through May 2016. Prior to joining the Bank of Kansas City, Mr. Rauckman served as the Chief Financial Officer and Treasurer of Garmin Ltd. From January 1999 until December 2014. He was named CFO of the Year by the Kansas City Business Journal in 2008.
Michael Robinson	KS	Since March 2006, Mr. Robinson has owned and worked for Leadergy Catalyst LLC, a senior executive advisory company specializing in technology innovation leadership. Prior to Leadergy Catalyst LLC, he served as President and Chief Operating Officer of Motricity, a provider of mobile marketing and advertising solutions, from February 2005 until March 2006, and as Senior Vice President for Sprint Corporation from September 1973 until February 2005.
Jay Shadwick	KS	Mr. Shadwick is a partner with the law firm of Duggan, Shadwick, Doerr and Kurlbaum LLC, where he has worked since 1994. Mr. Shadwick has practiced law for 31 years with an emphasis in banking, real estate, and business transactions.
Grey Stogner	TX	Mr. Stogner is the President and Owner of Crestview Real Estate, LLC ("Crestview"), which is a full-service commercial real estate company based in Dallas, Texas. Crestview specializes in development, leasing, property management, and asset management of commercial real estate. Mr. Stogner is also a principal in The Cogent Group, LLC, which is an investment company that specializes in net leased investments. Mr. Stogner has served as President of Crestview and as a principal in The Cogent Group, LLC since April 2008.
Stephen Swinson	TX	Mr. Swinson currently serves as President and CEO of Thermal Energy Corporation ("TECO"), a not-for-profit district energy system. TECO is the largest district energy chilled water system in North America. Mr. Swinson has served in this role at TECO since 2005.

NON-GAAP RECONCILIATION

CROSSFIRST BANKSHARES, INC.

(Dollars in thousands)	For the Year Ended December 31,						For the Six Months Ended June 30,	
	2015	2016	2017	2018	2019	2020	2020	2021
Non-GAAP Core Operating Income:								
Net Income (loss)	$7,469	$10,311	$5,849	$19,590	$28,473	$12,601	($3,499)	$27,612
Add: restructuring charges	0	0	0	4,733	0	0	0	0
Less: Tax effect(1)	0	0	0	1,381	0	0	0	0
Restructuring charges, net of tax	0	0	0	3,352	0	0	0	0
Add: fixed asset impairments	0	0	1,903	171	424	0	0	0
Less: Tax effect(2)	0	0	737	44	109	0	0	0
Fixed asset impairments, net of tax	0	0	1,166	127	315	0	0	0
Add: Goodwill impairment(3)	0	0	0	0	0	7,397	7,397	0
Add: State tax credit(3)	0	0	0	(3,129)	(1,361)	0	0	0
Add: 2017 Tax Cut and Jobs Act(3)	0	0	2,701	0	0	0	0	0
Add: Accelerated employee benefits	0	0	0	0	0	0	0	719
Less: Tax effect(2)	0	0	0	0	0	0	0	210
Accelerated employee benefits, net of tax	0	0	0	0	0	0	0	509
Less: BOLI settlement benefits(3)	0	0	0	0	0	0	0	1,841
Non-GAAP core operating income	$7,469	$10,311	$9,716	$19,940	$27,427	$19,998	$3,898	$26,280
Non-GAAP Core Operating Return on Average Assets:								
Net Income (loss)	$7,469	$10,311	$5,849	$19,590	$28,473	$12,601	($3,499)	$27,612
Non-GAAP core operating income	7,469	10,311	9,716	19,940	27,427	19,998	3,898	26,280
Average Assets	1,410,447	1,839,563	2,452,797	3,494,655	4,499,764	5,358,479	5,209,810	5,735,558
GAAP return on average assets	0.53%	0.56%	0.24%	0.56%	0.63%	0.24%	(0.14%)	0.97%
Non-GAAP core operating return on average assets	0.53%	0.56%	0.40%	0.57%	0.61%	0.37%	0.15%	0.92%
Non-GAAP Core Operating Return on Average Equity:								
Net Income (loss)	$7,469	$10,311	$5,849	$19,590	$28,473	$12,601	($3,499)	$27,612
Non-GAAP core operating income	7,469	10,311	9,716	19,940	27,427	19,998	3,898	26,280
Less: Preferred stock dividends	2,066	2,100	2,100	2,100	175	0	0	0
Net Income (loss) available to common stockholders	5,403	8,211	3,749	17,490	28,298	12,601	(3,499)	27,612
Non-GAAP core operating income available to common stockholders	5,403	8,211	7,616	17,840	27,252	19,998	3,898	26,280
Average common equity	117,343	149,132	245,193	327,446	526,225	614,726	612,208	629,667
Intangible Assets	8,152	8,050	7,949	7,847	7,746	208	7,629	189
Average Tangible Equity	109,191	141,082	237,244	319,599	518,479	614,518	604,579	629,478
GAAP return on average common equity	4.60%	5.51%	1.53%	5.34%	5.38%	2.05%	(1.15%)	8.84%
Non-GAAP core return on average tangible common equity	4.95%	5.82%	3.21%	5.58%	5.26%	3.25%	1.30%	8.42%
Non-GAAP Core Operating Efficiency Ratio:								
Non-interest expense	$30,562	$40,587	$62,089	$85,755	$87,640	$99,968	$53,233	$48,631
Less: accelerated employee benefits	0	0	0	0	0	0	0	719
Less: goodwill impairment	0	0	0	0	0	7,397	7,397	0
Less: restructuring charges	0	0	0	4,733	0	0	0	0
Non-GAAP non-interest expense (numerator)	30,562	40,587	62,089	81,022	87,640	92,571	45,836	47,912
Net interest income	42,267	54,053	74,818	110,368	141,444	160,249	79,385	83,445
Tax-equivalent interest income	2,637	4,001	5,439	3,099	2,522	2,732	1,380	1,438
Non-interest income	2,365	3,407	3,679	6,083	8,707	11,733	4,729	9,969
Add: fixed asset impairments	0	0	1,903	171	424	0	0	0
Less: BOLI settlement benefits(1)	0	0	0	0	0	0	0	1,841
Non-GAAP Operating revenue (denominator)	47,269	61,461	83,936	119,550	152,673	174,714	85,494	93,011
GAAP efficiency ratio	68.48%	70.64%	79.10%	73.64%	58.37%	58.13%	63.29%	52.06%
Non-GAAP core operating efficiency ratio (FTE)	64.66%	66.04%	73.97%	67.77%	57.41%	52.98%	53.61%	51.51%

(1) Represents the tax impact of the adjustments above at a tax rate of 25.73% from 2015 through 2020 and at 21% for 2021, plus a permanent tax benefit associated with stock-based grants.
(2) Represents the tax impact of the adjustments above at a tax rate of 25.73% for fiscal years 2018 and after; 38.73% for fiscal years prior to 2018.
(3) No tax effect associated with the 2017 Tax Act adjustment or state tax credit or the goodwill impairment.

NON-GAAP RECONCILIATION (CONT.)

CROSSFIRST BANKSHARES, INC.

(Dollars in thousands)	For the Three Months Ended June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021
Non-GAAP Core Operating Income:					
Net Income (loss)	($7,356)	$8,006	$8,094	$12,035	$15,577
Add: Goodwill Impairment[1]	7,397	0	0	0	0
Add: Accelerated employee benefits	0	0	0	0	719
Less: Tax effect[2]	0	0	0	0	210
Accelerated employee benefits, net of tax	0	0	0	0	509
Less: BOLI settlement benefits[1]	0	0	0	0	1,841
Non-GAAP core operating income	$41	$8,006	$8,094	$12,035	$14,245
Non-GAAP Core Operating Return on Average Assets:					
Net Income (loss)	($7,356)	$8,006	$8,094	$12,035	$15,577
Non-GAAP core operating income	41	8,006	8,094	12,035	14,245
Average Assets	5,441,513	5,486,252	5,523,196	5,798,167	5,673,638
GAAP return on average assets[2]	(0.54%)	0.58%	0.58%	0.84%	1.10%
Non-GAAP core operating return on average assets[2]	0.00%	0.58%	0.58%	0.84%	1.01%
Non-GAAP Core Operating Return on Average Equity:					
Net Income (loss) available to common stockholders	($7,356)	$8,006	$8,094	$12,035	$15,577
Non-GAAP core operating income available to common stockholders	41	8,006	8,094	12,035	14,245
Average common equity	611,466	613,910	620,496	625,875	633,417
Less: Average Goodwill and Intangible Assets	7,576	238	218	199	179
Average Tangible Equity	603,890	613,672	620,278	625,676	633,238
GAAP return on average common equity	(4.84%)	5.19%	5.19%	7.80%	9.86%
Non-GAAP core return on average tangible common equity	0.03%	5.19%	5.19%	7.80%	9.02%
Non-GAAP Core Operating Efficiency Ratio:					
Non-interest expense	$31,010	$23,011	$23,732	$22,818	$25,813
Less: Accelerated employee benefits	0	0	0	0	719
Less: Goodwill Impairment	7,397	0	0	0	0
Non-GAAP non-interest expense (numerator)	23,613	23,011	23,732	22,818	25,094
Net interest income	41,157	39,327	41,537	41,117	42,328
Tax-equivalent interest income	685	669	683	704	734
Non-interest income	2,634	4,063	2,949	4,144	5,825
Less: BOLI settlement benefits[1]	0	0	0	0	1,841
Non-GAAP operating revenue (denominator)	44,476	44,059	45,169	45,965	47,046
GAAP efficiency ratio	70.81%	53.03%	53.35%	50.41%	53.61%
Non-GAAP core operating efficiency ratio (FTE)	53.09%	52.23%	52.54%	49.64%	53.34%

(1) No tax effect associated with the goodwill impairment and BOLI settlement benefits.
(2) Interim periods are annualized.

NON-GAAP RECONCILIATIONS (CONT.)

CROSSFIRST BANKSHARES, INC.

(Dollars in thousands, except per share data)	For the Year Ended December 31,						For the Six Months Ended June 30,	
	2015	2016	2017	2018	2019	2020	2020	2021
Pre-Tax Pre-Provision Profit								
Income before Taxes	8,095	10,373	4,408	17,196	32,611	15,314	(4,069)	33,783
Provision for Credit loss	5,975	6,500	12,000	13,500	29,900	56,700	34,950	11,000
Pre-Tax Pre-Provision Profit	**14,070**	**16,873**	**16,408**	**30,696**	**62,511**	**72,014**	**30,881**	**44,783**
Average Assets	1,410,447	1,839,563	2,452,797	3,494,655	4,499,764	5,358,479	5,209,810	5,735,558
Pre-Tax Pre-Provision Return on Average Assets	**1.00%**	**0.92%**	**0.67%**	**0.88%**	**1.39%**	**1.34%**	**1.20%**	**1.57%**
Tangible Stockholders' Equity:								
Stockholders' equity	$160,004	$214,837	$287,147	$490,336	$601,644	$624,428	$608,092	$637,190
Less: goodwill and intangible assets	8,100	7,998	7,897	7,796	7,694	208	247	169
Less: preferred stock	30,000	30,000	30,000	30,000	0	0	0	0
Tangible Stockholders' Equity	$121,904	$176,839	$249,250	$452,540	$593,950	$624,220	$607,845	$637,021
Shares outstanding at end of period	19,661,718	25,194,872	30,686,256	45,074,322	51,969,203	51,679,516	52,167,573	50,958,680
Book value per common share	$6.61	$7.34	$8.38	$10.21	$11.58	$12.08	$11.66	$12.50
Tangible book value per common share	**$6.20**	**$7.02**	**$8.12**	**$10.04**	**$11.43**	**$12.08**	**$11.65**	**$12.50**

(Dollars in thousands, except per share data)	For the Three Months Ended				
	6/30/20	9/30/20	12/31/20	3/31/21	6/30/21
Pre-Tax Pre-Provision Profit					
Income (loss) before Taxes	(8,219)	9,504	9,879	14,943	18,840
Provision for Credit loss	21,000	10,875	10,875	7,500	3,500
Pre-Tax Pre-Provision Profit	**12,781**	**20,379**	**20,754**	**22,443**	**22,340**
Average Assets	5,441,513	5,486,252	5,523,196	5,798,167	5,673,638
Pre-Tax Pre-Provision Return on Average Assets	**0.94%**	**1.48%**	**1.49%**	**1.57%**	**1.58%**
Tangible Stockholders' Equity:					
Stockholders' equity	$608,092	$617,883	$624,428	$628,834	$637,190
Less: goodwill and intangible assets	247	227	208	188	169
Less: preferred stock	0	0	0	0	0
Tangible Stockholders' Equity	$607,845	$617,656	$624,220	$628,646	$637,021
Shares outstanding at end of period	52,167,573	52,195,778	51,679,516	51,678,669	50,958,680
Book value per common share	$11.66	$11.84	$12.08	$12.17	$12.50
Tangible book value per common share	**$11.65**	**$11.83**	**$12.08**	**$12.16**	**$12.50**