

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 8-K

CURRENT REPORT
Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

July 23, 2020
Date of Report (date of earliest event reported)
CROSSFIRST BANKSHARES, INC.
(Exact name of registrant as specified in its charter)

Kansas
(State or other jurisdiction of
incorporation or organization)

001-39028
(Commission File Number)

26-3212879
(I.R.S. Employer Identification No.)

11440 Tomahawk Creek Parkway Leawood Kansas
(Address of Principal Executive Offices)

66211
(Zip Code)

(913) 312-6822
Registrant's telephone number, including area code

N/A
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

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

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>	<u>Trading Symbol(s)</u>	<u>Name of each exchange on which registered</u>
Common Stock, par value \$0.01 per share	CFB	The Nasdaq Stock Market LLC

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

Emerging growth company

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

Item 2.02. Results of Operations and Financial Condition.

On July 23, 2020, CrossFirst Bankshares, Inc. (the "Company") issued a press release regarding its financial results for its second fiscal quarter ended June 30, 2020. A copy of the press release is attached hereto as Exhibit 99.1 and its investor presentation is furnished as Exhibit 99.2.

The information in Item 2.02 of this Current Report shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

Item 9.01. Financial Statements and Exhibits.

j) Exhibits

99.1 [Press Release Issued July 23, 2020](#)
99.2 [Investor Presentation](#)

SIGNATURE

Pursuant to the requirements of the Securities and Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: July 23, 2020

CROSSFIRST BANKSHARES, INC.

By: /s/ David L. O'Toole
David L. O'Toole
Chief Financial Officer



FOR IMMEDIATE RELEASE
July 23, 2020

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CrossFirst Bankshares, Inc. Reports Second Quarter 2020 Results

LEAWOOD, Kan., July 23, 2020 (GLOBE NEWSWIRE) -- CrossFirst Bankshares, Inc. (Nasdaq: CFB), the bank holding company for CrossFirst Bank, today reported its results for the second quarter of 2020, including a net loss of \$7.4 million, or \$(0.14) per diluted share and year-to-date 2020 net loss of \$3.5 million or \$(0.07) per diluted share.

"Our overall core operating performance remained strong. We achieved our 25th consecutive quarter of operating revenue growth. However, we also made a prudent decision to increase our allowance for loan loss by \$21 million as a result of the COVID-19 pandemic and volatility in energy prices. We remain focused on working with our customers and helping to provide solutions as the virus continues to take its toll on our local economies," said CrossFirst's CEO and President Mike Maddox.

In addition, the Company's market value, compared to book value, and adverse trends in economic conditions, caused the Company to record a \$7.4 million non-cash impairment charge, fully impairing the goodwill related to a previously acquired branch. Maddox continued, "Overall, this is a one-time impairment charge that has no impact on the long term value of our Company. Even with the challenging economy, our Company results reflect quarter over quarter balance sheet and operating revenue growth, increased efficiency, and stronger year-to-date pre-tax, pre-provision profit despite taking a goodwill impairment charge."

Second Quarter 2020 Highlights:

- \$5.5 billion of assets with 20% operating revenue growth compared to the second quarter of 2019
- Pre-tax, pre-provision profit, a non-GAAP financial measure, for the second quarter of \$12.8 million and year-to-date pre-tax, pre-provision profit of \$30.9 million, both of which include a one-time \$7.4 million goodwill impairment expense for 2020
- Achieved an efficiency ratio of 71% for the second quarter of 2020 and a non-GAAP core efficiency ratio of 53% after adjusting for nonrecurring or non-core items
- Grew loans by \$418 million from the previous quarter and \$953 million or 27% over the last twelve months; recorded \$369 million of PPP loans during the second quarter
- Grew deposits by \$331 million from the previous quarter and \$720 million or 20% over the last twelve months
- Book value per share of \$11.66 at June 30, 2020 compared to \$11.00 at June 30, 2019

	Quarter-to-Date June 30,		Year-to-Date June 30,	
	2019	2020	2019	2020
<i>(Dollars in millions except per share data)</i>				
Operating revenue ⁽¹⁾	\$ 36.5	\$ 43.8	\$ 71.8	\$ 84.1
Net income (loss)	\$ 9.4	\$ (7.4)	\$ 18.8	\$ (3.5)
Diluted earnings (loss) per share	\$ 0.20	\$ (0.14)	\$ 0.40	\$ (0.07)
Return on average assets	0.86 %	(0.54) %	0.88 %	(0.14) %
Non-GAAP core operating return on average assets ⁽²⁾	0.89 %	0.00 %	0.83 %	0.15 %
Return on average common equity	7.78 %	(4.84) %	7.87 %	(1.15) %
Non-GAAP return on average tangible common equity ⁽²⁾	7.90 %	(4.90) %	8.00 %	(1.16) %
Net interest margin	3.30 %	3.14 %	3.34 %	3.16 %
Net interest margin, fully tax-equivalent ⁽³⁾	3.35 %	3.19 %	3.40 %	3.22 %
Efficiency ratio	60.09 %	70.81 %	62.11 %	63.29 %
Non-GAAP core operating efficiency ratio, fully tax-equivalent ⁽²⁾⁽³⁾	58.43 %	53.09 %	60.71 %	53.61 %

⁽¹⁾ Net interest income plus non-interest income.

⁽²⁾ Represents a non-GAAP measure. See "Table 5. Non-GAAP Financial Measures" for a reconciliation of this measure.

⁽³⁾ Tax exempt income is calculated on a tax-equivalent basis. Tax-free municipal securities are exempt from federal taxes. The incremental federal tax rate used is 21.0%.

COVID-19 Update

The COVID-19 pandemic and measures taken in response thereto have created economic uncertainty and negatively impacted most of our customers in some capacity. During the second quarter of 2020, we continued to operate in accordance with our comprehensive pandemic plan, which includes social distancing measures for customers and employee interactions. In addition, the Company has continued to support key regulatory relief programs for customers, increased provisions for loan losses, increased monitoring of key loan portfolio segments, modified loans, experienced slower discretionary spending, and elevated its risk management activities. Our branch-lite strategy, technology, and relationship banking model, have allowed us to effectively operate through the pandemic, work remotely to be safe, and have the agility to effectively serve our customers when they need it most. The Company continues to assess and monitor the COVID-19 pandemic and federal and local requirements in evaluating the full re-opening of its offices and remains flexible regarding process and timeline.

Coronavirus Aid, Relief, and Economic Security Act (CARES Act) Programs

As a preferred lender with the Small Business Administration ("SBA"), we were in a unique position to respond immediately to the provisions of the CARES Act, specifically the Paycheck Protection Program ("PPP") component. We are committed to helping our local businesses and the communities that we serve during these extremely challenging times and will continue to help customers access regulatory relief and other programs. As of June 30, 2020, we received and funded over 1,000 loans, totaling \$369 million. The Company secured short term funding to support the PPP and plans to move the loans through the forgiveness process as quickly as possible. In addition to the PPP, we are granting loan modifications and 90/180 day payment deferrals for many customers who have requested additional relief. As of June 30, 2020, the Company has made modifications to \$709 million in loans related to COVID-19 on its balance sheet, which, excluding the PPP loans, represents almost 16% of our total loan balances. We are evaluating each modification on a case-by-case basis and assessing the borrowers' willingness and capacity to support the loan until maturity. The Company will continue to implement additional governmental assistance programs as more details become available around the processes and procedures for such programs and grant loan modifications when appropriate.

Income from Operations

Net Interest Income

The Company produced interest income of \$51.3 million for the second quarter of 2020, a decrease of 5% from the second quarter of 2019 and a decrease of 5% from the previous quarter. Interest income was down from the second quarter of 2019 primarily from the effect of declining interest rates. Average earning assets totaled \$5.3 billion for the second quarter of 2020, an increase of \$1 billion or 24% from the same quarter in 2019. The tax-equivalent yield on earning assets declined from 5.18% to 3.96% during the second quarter of 2020, compared to the second quarter of 2019, primarily due to the movement of variable rate assets indexed to declining market rates. Year-to-date the Company produced interest income of \$105.5 million, with little change from the same period in the prior year.

Interest expense for the second quarter of 2020 was \$10.1 million, or 48% lower than the second quarter of 2019 and 37% lower than the previous quarter. While average interest-bearing deposits increased to \$3.5 billion in the second quarter of 2020, an increase of 18% from the same quarter in 2019, overall interest expense on interest-bearing deposits declined as a result of declining interest rates. Non-deposit funding costs decreased to 1.35% from 1.72% in the first quarter of 2020 while overall cost of funds for the quarter was 0.85%, compared to 1.49% for the first quarter of 2020. Year-to-date, the Company had interest expense of \$26.1 million, a decrease of 30% from the same period in the prior year.

Tax-equivalent net interest margin decreased from 3.24% to 3.19% in the the current quarter and declined from 3.35% in the same quarter in 2019, reflecting the impact of the declining rate environment. Year-to-date, the Company had a tax equivalent margin of 3.22% compared to 3.40% over the same period in the prior year. As of June 30, 2020, CrossFirst is currently holding \$369 million of PPP loans made during 2020 with an average interest rate of 2.35%. Second quarter 2020 net interest margin benefited from \$2 million of loan fees that the Company will continue to recognize as the loans are forgiven. Over the course of the last several quarters, the Company has continued to shorten the duration of funding and adjusted variable rate accounts with market movements in interest rates, keeping pace with declining variable loan yields. The tax-equivalent adjustment, which accounts for income taxes saved on the interest earned on nontaxable securities and loans, was \$0.7 million for the second quarter of 2020. Net interest income totaled \$41.2 million for the second quarter of 2020 or 8% higher than the first quarter of 2020, and 18% higher than the second quarter of 2019.

Non-Interest Income

Non-interest income increased \$1.0 million in the second quarter of 2020 or 58% compared to the same quarter of 2019 and increased 26% compared to the first quarter of 2020. While the Company continued to increase fee and credit card income commensurate with its growth, during the second quarter of 2020 the Company recorded \$0.3 million of securities gains while the back-to-back swap fee income continued to remain low in the current interest rate environment. Year-to-date non-interest income increased 43% compared to the same period in the prior year.

Non-Interest Expense

Non-interest expense for the second quarter of 2020 was \$31.0 million which increased 41% compared to the second quarter of 2019 and increased 40% from the first quarter of 2020. The Company recorded a \$7.4 million expense related to a non-cash goodwill impairment charge in the second quarter of 2020 primarily as a result of current economic and industry conditions at June 30, 2020. In addition, during the second quarter of 2020, the Company incurred a \$1.1 million valuation write down on a foreclosed property held on the balance sheet that increased non-interest expense. During the quarter, salary and employment expenses decreased from the previous quarter as a result of adjustments made to our annual incentive plan expense based on the results of our quarterly assessment of performance. Year-to-date non-interest expense increased 19% compared to the same period in the prior year as a result of these adjustments.

CrossFirst's effective tax rate for the second quarter of 2020 was 10% as compared to 20% for the second quarter of 2019. The 2020 quarter-to-date income tax rate was impacted by a \$20 million decrease in income before income taxes that reduced taxes at the statutory rate by \$4 million; offset by \$1 million for the non-deductible goodwill impairment. For both of the comparable periods, the Company continued to benefit from the tax-exempt municipal bond portfolio and bank-owned life insurance.

Balance Sheet Performance & Analysis

During the second quarter of 2020, total assets increased by \$395 million or 8% compared to March 31, 2020 primarily as a result of the loans and funding required to support the PPP. Though total asset growth for CrossFirst was \$989 million or 22% since June 30, 2019, the Company has tightened its credit underwriting process, which slowed loan growth for conventional lending for the most recent quarter. During the second quarter of 2020, total available for sale investment securities decreased \$35 million to \$700 million compared to March 31, 2020, while the overall average for the second quarter was \$729 million. During the second quarter of 2020, tax-exempt municipal securities on average decreased \$13 million and mortgage-backed securities decreased \$21 million compared to March 31, 2020. The Company has continued to maintain a larger bond portfolio as part of management's strategy to manage liquidity and optimize income; however, as prepayments have continued to occur and rates have declined, CrossFirst has slowed its purchasing of new securities. The securities yields declined 14 basis points at a tax equivalent yield of 3.07% for the second quarter of 2020 compared to the prior quarter as a result of lower reinvestment yields and prepayments on mortgage backed securities increasing premium amortizations.

Loan Growth Results

The Company's period end loan growth of 10% during the second quarter of 2020 was primarily attributed to the \$369 million of loans from the PPP, and grew 27% year over year from June 30, 2019. Loan yields declined 70 basis points during the second quarter commensurate with the effects from adjustable rate loan movements in LIBOR and Prime during 2020 and lower loan yields from the PPP.

<i>(Dollars in millions)</i>	2Q19	3Q19	4Q19	1Q20	2Q20	% of Total	QoQ Growth (\$)	QoQ Growth (%) ⁽¹⁾	YoY Growth (\$)	YoY Growth (%) ⁽¹⁾
Average loans (gross)										
Commercial and industrial	1,224	1,284	1,315	1,339	1,381	31 %	\$ 42	3 %	\$ 157	13 %
Energy	383	389	400	412	404	9	(8)	(2)	21	6
Commercial real estate	946	974	1,007	1,034	1,115	26	81	8	169	18
Construction and land development	457	487	599	620	651	15	31	5	194	43
Residential real estate	342	362	384	455	517	12	62	13	175	51
Paycheck Protection Program	—	—	—	—	245	6	245	NA	245	NA
Consumer	46	45	45	45	44	1	(1)	—	(2)	(3)
Total	<u>\$ 3,398</u>	<u>\$ 3,541</u>	<u>\$ 3,750</u>	<u>\$ 3,905</u>	<u>\$ 4,357</u>	100 %	<u>\$ 452</u>	12 %	<u>\$ 959</u>	28 %

Yield on loans for the period ending

5.66 % 5.53 % 5.21 % 4.98 % 4.28 %

⁽¹⁾ Actual unrounded values are used to calculate the reported percent disclosed. Accordingly, recalculations using the amounts in millions as disclosed in this release may not produce the same amounts.

Deposit Growth & Other Borrowings

The Company continues to maintain a traditional deposit mix, with the goal of keeping pace with growth in the loan portfolio. Deposit growth continued to be funded primarily with money market accounts during the second quarter of 2020, which have historically adjusted with movements in Federal Funds rates. In addition, the Company saw growth in its non-interest bearing accounts as a result of PPP funding deposited into customer operating accounts. Notably, the Company's cost of interest bearing deposits declined 74 basis points reflective of changes made to deposit pricing in the prior quarter from declines in market rates.

<i>(Dollars in millions)</i>	2Q19	3Q19	4Q19	1Q20	2Q20	% of Total	QoQ Growth (\$)	QoQ Growth (%) ⁽¹⁾	YoY Growth (\$)	YoY Growth (%) ⁽¹⁾
Average deposits										
Non-interest bearing deposits	\$ 513	\$ 535	\$ 522	\$ 540	\$ 746	17 %	\$ 206	38 %	\$ 233	45 %
Transaction deposits	144	135	200	341	414	10 %	73	21 %	270	188 %
Savings and money market deposits	1,560	1,744	1,854	1,887	1,933	45 %	46	2 %	373	24 %
Time deposits	1,305	1,277	1,226	1,166	1,195	28 %	29	2 %	(110)	(8) %
Total	<u>\$ 3,522</u>	<u>\$ 3,691</u>	<u>\$ 3,802</u>	<u>\$ 3,934</u>	<u>\$ 4,288</u>	<u>100 %</u>	<u>\$ 354</u>	<u>9 %</u>	<u>\$ 766</u>	<u>22 %</u>
<i>Cost of deposits for the period ending</i>	1.99 %	1.94 %	1.70 %	1.46 %	0.79 %					
<i>Cost of interest-bearing deposits for the period ending</i>	2.33 %	2.26 %	1.97 %	1.69 %	0.95 %					

⁽¹⁾ Actual unrounded values are used to calculate the reported percent disclosed. Accordingly, recalculations using the amounts in millions as disclosed in this release may not produce the same amounts.

At June 30, 2020, other borrowings totaled \$501.4 million, as compared to \$374.6 million at December 31, 2019 and \$365.1 million as of June 30, 2019. The increase in borrowings was principally due to additional Federal Home Loan Bank advances with new advances having an average maturity of 6 months and an average rate of 0.48% in order to take advantage of lower cost funding.

Asset Quality Position

Overall credit quality metrics were elevated as the Company added \$21.0 million to the allowance for loan loss as a result of adverse movement of risk classifications due to the continued economic uncertainty resulting from the COVID-19 pandemic and volatility in energy prices. While the Company believes the reserve is reflective of the risk in the portfolio, in many cases the borrowers or specific impairments related to COVID-19 may have not yet been identified. The majority of loans that migrated to classified status during the quarter were related to the energy portfolio with some additional provisioning required for downgrades in the commercial and industrial portfolio.

Net charge-offs were \$1.3 million for the second quarter of 2020 as compared to net charge-offs of \$19.4 million for the first quarter in 2020. Nonperforming assets to total assets quarter over quarter increased to 0.74% primarily as a result of several energy loans that moved to non-accrual. The following table provides information regarding asset quality.

Asset quality (<i>Dollars in millions</i>)	2Q19	3Q19	4Q19	1Q20	2Q20
Non-accrual loans	\$ 50.0	\$ 43.6	\$ 39.7	\$ 26.3	\$ 37.5
Other real estate owned	2.5	2.5	3.6	3.6	2.5
Non-performing assets	52.8	46.7	47.9	29.9	40.3
Loans 90+ days past due and still accruing	0.2	0.6	4.6	—	0.2
Loans 30 - 89 days past due	23.6	64.7	6.8	19.5	34.9
Net charge-offs (recoveries)	—	4.7	5.5	19.4	1.3
Asset quality metrics (%)	2Q19	3Q19	4Q19	1Q20	2Q20
Non-performing assets to total assets	1.18 %	1.00 %	0.97 %	0.59 %	0.74 %
Allowance for loan loss to total loans	1.24	1.18	1.48	1.29	1.61
Allowance for loan loss to non-performing loans	85	97	129	196	189
Net charge-offs (recoveries) to average loans ⁽¹⁾	—	0.53	0.58	2.00	0.12
Provision to average loans ⁽¹⁾	0.34	0.54	2.05	1.44	1.94
Classified Loans / (Total Capital + ALLL)	16.3	13.2	13.2	15.8	34.9

⁽¹⁾ Interim periods annualized.

Depending upon the future impact of the COVID-19 pandemic, we may need to make additional increases to our provision in future periods. The future impact of the pandemic is highly uncertain and cannot be fully predicted. The extent of the impact on our customers and, in turn, on our business and operations, will depend on future developments, including actions taken to contain the pandemic. To the extent the pandemic continues to cause a recession or decreased economic activity for an extended time period, we expect our business and operations will be negatively impacted. Customers may continue to seek additional loan modifications or restructuring, or we may experience additional adverse movement in risk classifications, any of which could potentially result in the need to adjust the total allowances for loan losses.

Capital Position

At June 30, 2020, common equity totaled \$608 million, or \$11.66 per share, compared to \$602 million, or \$11.58 per share, at December 31, 2019. Tangible common equity was \$608 million and tangible book value per share was \$11.65 at June 30, 2020 compared to tangible common equity of \$594 million and tangible book value per common share of \$11.43 at December 31, 2019.

The ratio of common equity Tier 1 capital to risk-weighted assets was approximately 12% and the total capital to risk-weighted assets was approximately 13% at June 30, 2020. The Company continues to remain well capitalized and as previously disclosed, the Company opened a second smaller full-service branch in the Dallas MSA on July 13th.

Leadership Succession of Chief Executive Officer

George F. Jones, Jr. transitioned his role as President & Chief Executive Officer, effective June 1, 2020, to Mike Maddox, the President and Chief Executive Officer of the Bank. Mr. Jones will continue to serve on the Company's Board of Directors through 2021 and will serve as Vice Chairman. Mr. Jones will also continue to support the Company in growing and expanding our Dallas market. Additional information on Mr. Maddox's background can be found in our public filings.

Conference Call and Webcast

CrossFirst will hold a conference call and webcast to discuss second quarter 2020 results on Thursday, July 23, 2020 at 4 p.m. CDT / 5 p.m. EDT. The conference call and webcast may also include discussion of Company developments, forward-looking statements and other material information about business and financial matters. Investors, news media, and other participants should register for the call or audio webcast at <https://investors.CrossFirstBankshares.com>. Participants may dial into the call toll-free at (877) 621-5851 from anywhere in the U.S. or (470) 495-9492 internationally, using conference ID no. 4679884. Participants are encouraged to dial into the call or access the webcast approximately 10 minutes prior to the start time.

A replay of the webcast will be available on the Company's website. A replay of the conference call will be available two hours following the close of the call until July 30, 2020, accessible at (855) 859-2056 with conference ID no. 4679884.

Cautionary Notice about Forward-Looking Statements

The financial results in this press release reflect preliminary, unaudited results, which are not final until the Company's Quarterly Report on Form 10-Q is filed. This earnings release contains forward-looking statements. These forward-looking statements reflect the Company's current views with respect to, among other things, future events and its financial performance. Any statements about management's expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. These statements are often, but not always, made through the use of words or phrases such as "anticipate," "believes," "can," "could," "may," "predicts," "potential," "should," "will," "estimate," "plans," "projects," "continuing," "ongoing," "expects," "intends" and similar words or phrases. Any or all of the forward-looking statements in this earnings release may turn out to be inaccurate. The inclusion of forward-looking information in this earnings release should not be regarded as a representation by us or any other person that the future plans, estimates or expectations contemplated by us will be achieved. The Company has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that it believes may affect our financial condition, results of operations, business strategy and financial needs. Our actual results could differ materially from those anticipated in such forward-looking statements.

Accordingly, the Company cautions you that any such forward-looking statements are not a guarantee of future performance and that actual results may prove to be materially different from the results expressed or implied by the forward-looking statements due to a number of factors. Such factors include, without limitation, those listed from time to time in reports that the Company files with the Securities and Exchange Commission as well as the uncertain impact of the COVID-19 pandemic. These forward-looking statements are made as of the date of this communication, and the Company does not intend, and assumes no obligation, to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events or circumstances, except as required by law.

About CrossFirst

CrossFirst Bankshares, Inc., is a Kansas corporation and a registered bank holding company for its wholly owned subsidiary CrossFirst Bank, which is headquartered in Leawood, Kansas. CrossFirst Bank has eight full-service banking offices primarily along the I-35 corridor in Kansas, Missouri, Oklahoma and Texas.

Unaudited Financial Tables

- [Table 1. Consolidated Balance Sheets](#)
- [Table 2. Consolidated Statements of Income](#)
- [Table 3. 2019-2020 Year-to-Date Analysis of Changes in Net Interest Income](#)
- [Table 4. 2019 - 2020 Quarterly Analysis of Changes in Net Interest Income](#)
- [Table 5. Non-GAAP Financial Measures](#)

TABLE 1. CONSOLIDATED BALANCE SHEETS

	December 31, 2019	June 30, 2020 (unaudited)
	<i>(Dollars in thousands)</i>	
Assets		
Cash and cash equivalents	\$ 187,320	\$ 194,371
Available-for-sale securities - taxable	298,208	256,121
Available-for-sale securities - tax-exempt	443,426	443,962
Loans, net of allowance for loan losses of \$56,896 and \$71,185 at December 31, 2019 and June 30, 2020, respectively	3,795,348	4,342,039
Premises and equipment, net	70,210	68,889
Restricted equity securities	17,278	20,675
Interest receivable	15,716	19,399
Foreclosed assets held for sale	3,619	2,502
Deferred tax asset	13,782	14,841
Goodwill and other intangible assets, net	7,694	247
Bank-owned life insurance	65,689	66,598
Other	12,943	32,610
Total assets	<u>\$ 4,931,233</u>	<u>\$ 5,462,254</u>
Liabilities and stockholders' equity		
Deposits		
Noninterest bearing	\$ 521,826	\$ 750,333
Savings, NOW and money market	2,162,187	2,393,269
Time	1,239,746	1,160,541
Total deposits	<u>3,923,759</u>	<u>4,304,143</u>
Federal funds purchased and repurchase agreements	14,921	49,881
Federal Home Loan Bank advances	358,743	450,617
Other borrowings	921	942
Interest payable and other liabilities	31,245	48,579
Total liabilities	<u>4,329,589</u>	<u>4,854,162</u>
Stockholders' equity		
Common stock, \$0.01 par value:		
authorized - 200,000,000 shares, issued - 51,969,203 and 52,167,573 shares at December 31, 2019 and June 30, 2020, respectively	520	521
Additional paid-in capital	519,870	521,133
Retained earnings	64,803	61,344
Accumulated other comprehensive income	16,451	25,094
Total stockholders' equity	<u>601,644</u>	<u>608,092</u>
Total liabilities and stockholders' equity	<u>\$ 4,931,233</u>	<u>\$ 5,462,254</u>

TABLE 2. CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2019	2020	2019	2020
<i>(Dollars in thousands except per share data)</i>				
Interest Income				
Loans, including fees	\$ 47,989	\$ 46,323	\$ 92,992	\$ 94,662
Available for sale securities				
Available for sale securities - Taxable	2,335	1,358	4,655	3,132
Available for sale securities - Tax-exempt	2,916	3,260	5,851	6,572
Deposits with financial institutions	676	45	1,482	536
Dividends on bank stocks	276	268	529	560
Total interest income	54,192	51,254	105,509	105,462
Interest Expense				
Deposits	17,497	8,405	33,418	22,677
Fed funds purchased and repurchase agreements	133	46	427	108
Advances from Federal Home Loan Bank	1,651	1,620	3,110	3,231
Other borrowings	37	26	75	61
Total interest expense	19,318	10,097	37,030	26,077
Net Interest Income	34,874	41,157	68,479	79,385
Provision for Loan Losses	2,850	21,000	5,700	34,950
Net Interest Income after Provision for Loan Losses	32,024	20,157	62,779	44,435
Non-Interest Income				
Service charges and fees on customer accounts	211	647	369	1,155
Gain on sale of available for sale securities	406	320	433	713
Impairment of premises and equipment held for sale	(424)	—	(424)	—
Gain on sale of loans	79	—	158	—
Income from bank-owned life insurance	473	453	940	909
Swap fee income (loss), net	159	(32)	536	(41)
ATM and credit card interchange income	459	896	836	1,381
Other non-interest income	309	350	469	612
Total non-interest income	1,672	2,634	3,317	4,729
Non-Interest Expense				
Salaries and employee benefits	14,450	14,004	29,040	28,394
Occupancy	2,062	2,045	4,221	4,130
Professional fees	714	1,295	1,496	1,966
Deposit insurance premiums	881	1,039	1,718	2,055
Data processing	625	721	1,219	1,413
Advertising	477	223	1,190	723
Software and communication	828	937	1,507	1,813
Foreclosed assets, net	19	1,135	25	1,154
Goodwill impairment	—	7,397	—	7,397
Other non-interest expense	1,904	2,214	4,175	4,188
Total non-interest expense	21,960	31,010	44,591	53,233
Net Income (Loss) Before Taxes	11,736	(8,219)	21,505	(4,069)
Income tax expense (benefit)	2,297	(863)	2,716	(570)
Net Income (Loss)	9,439	(7,356)	18,789	(3,499)
Basic Earnings (Loss) Per Share	\$ 0.21	\$ (0.14)	\$ 0.41	\$ (0.07)
Diluted (Loss) Earnings Share	\$ 0.20	\$ (0.14)	\$ 0.40	\$ (0.07)

**TABLE 3. YEAR-TO-DATE ANALYSIS OF CHANGES IN NET INTEREST INCOME
(UNAUDITED)**

	Six Months Ended June 30,					
	2019			2020		
	Average Balance	Interest Income / Expense	Average Yield / Rate ⁽³⁾	Average Balance	Interest Income / Expense	Average Yield / Rate ⁽³⁾
	<i>(Dollars in thousands)</i>					
Interest-earning assets:						
Securities - taxable	\$ 333,879	\$ 5,184	3.13 %	\$ 299,456	\$ 3,692	2.48 %
Securities - tax-exempt ⁽¹⁾	371,538	7,080	3.84	444,948	7,952	3.59
Federal funds sold	19,934	256	2.59	2,057	18	1.74
Interest-bearing deposits in other banks	116,171	1,226	2.13	172,294	518	0.60
Gross loans, net of unearned income ⁽²⁾	3,287,935	92,992	5.70	4,132,279	94,662	4.61
Total interest-earning assets ⁽¹⁾	4,129,457	\$ 106,738	5.21 %	5,051,034	\$ 106,842	4.25 %
Allowance for loan losses	(40,314)			(59,267)		
Other non-interest-earning assets	196,625			218,043		
Total assets	<u>\$ 4,285,768</u>			<u>\$ 5,209,810</u>		
Interest-bearing liabilities						
Transaction deposits	\$ 124,125	\$ 753	1.22 %	\$ 377,883	\$ 1,131	0.60 %
Savings and money market deposits	1,551,996	17,773	2.31	1,909,881	9,388	0.99
Time deposits	1,235,317	14,892	2.43	1,180,704	12,158	2.07
Total interest-bearing deposits	2,911,438	33,418	2.31	3,468,468	22,677	1.31
FHLB and short-term borrowings	377,338	3,537	1.89	444,141	3,342	1.51
Trust preferred securities, net of fair value adjustments	890	75	17.10	928	58	12.64
Non-interest-bearing deposits	495,377	—	—	643,659	—	—
Cost of funds	3,785,043	\$ 37,030	1.97 %	4,557,196	\$ 26,077	1.15 %
Other liabilities	19,169			40,406		
Stockholders' equity	481,556			612,208		
Total liabilities and stockholders' equity	<u>\$ 4,285,768</u>			<u>\$ 5,209,810</u>		
Net interest income ⁽¹⁾		<u>\$ 69,708</u>			<u>\$ 80,765</u>	
Net interest spread ⁽¹⁾			3.24 %			3.10 %
Net interest margin ⁽¹⁾			3.40 %			3.22 %

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

⁽²⁾ Average loan balances include nonaccrual loans.

⁽³⁾ Actual unrounded values are used to calculate the reported yield or rate disclosed. Accordingly, recalculations using the amounts in thousands as disclosed in this release may not produce the same amounts.

YEAR-TO-DATE VOLUME & RATE VARIANCE TO NET INTEREST INCOME (UNAUDITED)

	Six Months Ended		
	June 30, 2020 over 2019		
	Average Volume	Yield/Rate	Net Change ⁽²⁾
	<i>(Dollars in thousands)</i>		
Interest Income			
Securities - taxable	\$ (495)	\$ (997)	\$ (1,492)
Securities - tax-exempt ⁽¹⁾	1,351	(479)	872
Federal funds sold	(174)	(64)	(238)
Interest-bearing deposits in other banks	426	(1,134)	(708)
Gross loans, net of unearned income	21,387	(19,717)	1,670
Total interest income ⁽¹⁾	22,495	(22,391)	104
Interest Expense			
Transaction deposits	916	(538)	378
Savings and money market deposits	3,447	(11,832)	(8,385)
Time deposits	(628)	(2,106)	(2,734)
Total interest-bearing deposits	3,735	(14,476)	(10,741)
FHLB and short-term borrowings	576	(771)	(195)
Trust preferred securities, net of fair value adjustments	3	(20)	(17)
Total interest expense	4,314	(15,267)	(10,953)
Net interest income ⁽¹⁾	\$ 18,181	\$ (7,124)	\$ 11,057

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

⁽²⁾ The change in interest not due solely to volume or rate has been allocated in proportion to the respective absolute dollar amounts of the change in volume or rate.

TABLE 4. 2019 - 2020 QUARTERLY ANALYSIS OF CHANGES IN NET INTEREST INCOME (UNAUDITED)

	Three Months Ended					
	June 30,					
	2019			2020		
Average Balance	Interest Income / Expense	Average Yield / Rate ⁽³⁾	Average Balance	Interest Income / Expense	Average Yield / Rate ⁽³⁾	
<i>(Dollars in thousands)</i>						
Interest-earning assets:						
Securities - taxable	\$ 345,005	\$ 2,611	3.04 %	\$ 290,342	\$ 1,626	2.25 %
Securities - tax-exempt ⁽¹⁾	374,750	3,529	3.78	438,525	3,945	3.62
Federal funds sold	15,165	96	2.55	—	—	—
Interest-bearing deposits in other banks	110,460	580	2.10	186,388	45	0.10
Gross loans, net of unearned income ⁽²⁾⁽³⁾	3,398,297	47,989	5.66	4,357,055	46,323	4.28
Total interest-earning assets ⁽¹⁾	4,243,677	\$ 54,805	5.18 %	5,272,310	\$ 51,939	3.96 %
Allowance for loan losses	(41,277)			(60,889)		
Other non-interest-earning assets	199,602			230,092		
Total assets	<u>\$ 4,402,002</u>			<u>\$ 5,441,513</u>		
Interest-bearing liabilities						
Transaction deposits	\$ 144,020	\$ 477	1.33 %	\$ 413,870	\$ 266	0.26 %
Savings and money market deposits	1,559,979	8,955	2.30	1,932,723	2,653	0.55
Time deposits	1,305,244	8,065	2.48	1,195,445	5,486	1.85
Total interest-bearing deposits	3,009,243	17,497	2.33	3,542,038	8,405	0.95
FHLB and short-term borrowings	371,624	1,784	1.93	496,556	1,668	1.35
Trust preferred securities, net of fair value adjustments	895	37	16.79	933	24	10.61
Non-interest-bearing deposits	513,320	—	—	745,864	—	—
Cost of funds	3,895,082	\$ 19,318	1.99 %	4,785,391	\$ 10,097	0.85 %
Other liabilities	20,040			44,656		
Total stockholders' equity	486,880			611,466		
Total liabilities and stockholders' equity	<u>\$ 4,402,002</u>			<u>\$ 5,441,513</u>		
Net interest income ⁽¹⁾		<u>\$ 35,487</u>			<u>\$ 41,842</u>	
Net interest spread ⁽¹⁾			<u>3.19 %</u>			<u>3.11 %</u>
Net interest margin ⁽¹⁾			<u>3.35 %</u>			<u>3.19 %</u>

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

⁽²⁾ Average loan balances include non-accrual loans.

⁽³⁾ Actual unrounded values are used to calculate the reported yield or rate disclosed. Accordingly, recalculations using the amounts in thousands as disclosed in this release may not produce the same amounts.

QUARTER-TO-DATE VOLUME & RATE VARIANCE TO NET INTEREST INCOME (UNAUDITED)

	Three Months Ended		
	June 30, 2020 over 2019		
	Average Volume	Yield/Rate	Net Change ⁽²⁾
	<i>(Dollars in thousands)</i>		
Interest Income			
Securities - taxable	\$ (373)	\$ (612)	\$ (985)
Securities - tax-exempt ⁽¹⁾	572	(156)	416
Federal funds sold	(48)	(48)	(96)
Interest-bearing deposits in other banks	236	(771)	(535)
Gross loans, net of unearned income	11,615	(13,281)	(1,666)
Total interest income ⁽¹⁾	12,002	(14,868)	(2,866)
Interest Expense			
Transaction deposits	389	(600)	(211)
Savings and money market deposits	1,738	(8,040)	(6,302)
Time deposits	(641)	(1,938)	(2,579)
Total interest-bearing deposits	1,486	(10,578)	(9,092)
FHLB and short-term borrowings	505	(621)	(116)
Trust preferred securities, net of fair value adjustments	1	(14)	(13)
Total interest expense	1,992	(11,213)	(9,221)
Net interest income ⁽¹⁾	\$ 10,010	\$ (3,655)	\$ 6,355

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

⁽²⁾ The change in interest not due solely to volume or rate has been allocated in proportion to the respective absolute dollar amounts of the change in volume or rate.

TABLE 5. NON-GAAP FINANCIAL MEASURES

Non-GAAP Financial Measures

In addition to disclosing financial measures determined in accordance with GAAP, the Company discloses non-GAAP financial measures in this release. The Company believes that the non-GAAP financial measures presented in this release 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. These measurements should be considered in addition to, but not as a substitute for, financial information prepared in accordance with GAAP. We have defined below each of the non-GAAP measures we use in this release, but these measures may not be synonymous to similar measurement terms used by other companies.

CrossFirst provides reconciliations of these non-GAAP measures below. The measures used in this release include the following:

- We calculate "return on average tangible common equity" as net income (loss) available to common stockholders divided by average tangible common equity. Average tangible common equity is calculated as average common equity less average goodwill and intangibles and average preferred equity. The most directly comparable GAAP measure is return on average common equity.
- We calculate "non-GAAP core operating income (loss)" as net income (loss) adjusted to remove non-recurring or non-core income and expense items related to:
 - Impairment charges associated with two buildings that were held-for-sale - We acquired a new, larger corporate headquarters to accommodate our business needs, which eliminated the need for two smaller support buildings. The two smaller support buildings had been acquired recently and were extensively remodeled, which resulted in a difference between book and market value for those assets. We sold one of the buildings in 2018. The remaining building was sold during the second quarter of 2019.
 - State tax credits as a result of the purchase and improvement of our new corporate headquarters.
 - Goodwill impairment - We performed an interim review of goodwill as of June 30, 2020. The book value of goodwill exceeded its fair market value and resulted in a \$7.4 million impairment.

The most directly comparable GAAP financial measure for non-GAAP core operating income (loss) is net income (loss).

- We calculate "Non-GAAP core operating return on average assets" as non-GAAP core operating income (loss) (as defined above) divided by average assets. The most directly comparable GAAP financial measure is return on average assets, which is calculated as net income (loss) divided by average assets.
- We calculate "non-GAAP core operating return on average common equity" as non-GAAP core operating income (as defined above) less preferred dividends divided by average common equity. The most directly comparable GAAP financial measure is return on average common equity, which is calculated as net income less preferred dividends divided by average common equity.
- We calculate "tangible common stockholders' equity" as total stockholders' equity less goodwill and intangibles and preferred equity. The most directly comparable GAAP measure is total stockholders' equity.
- We calculate "tangible book value per share" as tangible common stockholders' equity (as defined above) divided by the total number of shares outstanding. The most directly comparable GAAP measure is book value per share.
- We calculate "non-GAAP core operating efficiency ratio - fully tax equivalent" as non-interest expense adjusted to remove non-recurring non-interest expenses as defined above under non-GAAP core operating income (loss) divided by net interest income on a fully tax-equivalent basis plus non-interest income adjusted to remove non-recurring non-interest income as defined above under non-GAAP core operating income. The most directly comparable financial measure is the efficiency ratio.
- We calculate "non-GAAP pre-tax pre-provision profit" as net income (loss) before taxes plus the provision for loan losses.

	Quarter Ended					Six Months Ended	
	06/30/2019	09/30/2019	12/31/2019	03/31/2020	06/30/2020	06/30/2019	06/30/2020
	(Dollars in thousands)						
Non-GAAP Return on average tangible common equity:							
Net income (loss) available to common stockholders	\$ 9,439	\$ 10,384	\$ (700)	\$ 3,857	\$ (7,356)	\$ 18,614	\$ (3,499)
Average common equity	486,880	543,827	605,960	612,959	611,466	476,749	612,208
Less: average goodwill and intangibles	7,759	7,733	7,708	7,683	7,576	7,772	7,629
Average tangible common equity	479,121	536,094	598,252	605,276	603,890	468,977	604,579
Return on average common equity	7.78 %	7.58 %	(0.46) %	2.53 %	(4.84) %	7.87 %	(1.15) %
Non-GAAP Return on average tangible common equity	7.90 %	7.68 %	(0.46) %	2.56 %	(4.90) %	8.00 %	(1.16) %

	Quarter Ended					Six Months Ended	
	06/30/2019	09/30/2019	12/31/2019	03/31/2020	06/30/2020	06/30/2019	06/30/2020
	(Dollars in thousands)						
Non-GAAP core operating income (loss):							
Net income (loss)	\$ 9,439	\$ 10,384	\$ (700)	\$ 3,857	\$ (7,356)	\$ 18,789	\$ (3,499)
Add: fixed asset impairments	424	—	—	—	—	424	—
Less: tax effect ⁽¹⁾	109	—	—	—	—	109	—
Fixed asset impairments, net of tax	315	—	—	—	—	315	—
Add: Goodwill impairment ⁽²⁾	—	—	—	—	7,397	—	7,397
Add: state tax credit ⁽²⁾	—	—	—	—	—	(1,361)	—
Non-GAAP core operating income (loss)	\$ 9,754	\$ 10,384	\$ (700)	\$ 3,857	\$ 41	\$ 17,743	\$ 3,898

⁽¹⁾ Represents the tax impact of the adjustments above at a tax rate of 25.73%

⁽²⁾ No tax effect

	Quarter Ended					Six Months Ended	
	06/30/2019	09/30/2019	12/31/2019	03/31/2020	06/30/2020	06/30/2019	06/30/2020
	(Dollars in thousands)						
Non-GAAP core operating return on average assets:							
Net income (loss)	\$ 9,439	\$ 10,384	\$ (700)	\$ 3,857	\$ (7,356)	\$ 18,789	\$ (3,499)
Non-GAAP core operating income (loss)	9,754	10,384	(700)	3,857	41	17,743	3,898
Average assets	4,402,002	4,610,958	4,809,579	4,975,531	5,441,513	4,285,768	5,209,810
Return on average assets	0.86 %	0.89 %	(0.06) %	0.31 %	(0.54) %	0.88 %	(0.14) %
Non-GAAP core operating return on average assets	0.89 %	0.89 %	(0.06) %	0.31 %	0.00 %	0.83 %	0.15 %

	Quarter Ended					Six Months Ended	
	06/30/2019	09/30/2019	12/31/2019	03/31/2020	06/30/2020	06/30/2019	06/30/2020
	(Dollars in thousands)						
Non-GAAP core operating return on common equity:							
Net income (loss)	\$ 9,439	\$ 10,384	\$ (700)	\$ 3,857	\$ (7,356)	\$ 18,789	\$ (3,499)
Non-GAAP core operating income (loss)	9,754	10,384	(700)	3,857	41	17,743	3,898
Less: Preferred stock dividends	—	—	—	—	—	175	—
Net income (loss) available to common stockholders	9,439	10,384	(700)	3,857	(7,356)	18,614	(3,499)
Non-GAAP core operating income (loss) available to common stockholders	9,754	10,384	(700)	3,857	41	17,568	3,898
Average common equity	\$ 486,880	\$ 543,827	\$ 605,960	\$ 612,959	\$ 611,466	\$ 476,749	\$ 612,208
Return on average common equity	7.78 %	7.58 %	(0.46) %	2.53 %	(4.84) %	7.87 %	(1.15) %
Non-GAAP core operating return on common equity	8.04 %	7.58 %	(0.46) %	2.53 %	0.03 %	7.43 %	1.28 %

	Quarter Ended					Six Months Ended	
	06/30/2019	09/30/2019	12/31/2019	03/31/2020	06/30/2020	06/30/2019	06/30/2020
	(Dollars in thousands except per share data)						
Tangible common stockholders' equity:							
Total stockholders' equity	\$ 499,195	\$ 602,435	\$ 601,644	\$ 611,946	\$ 611,946	\$ 608,092	\$ 608,092
Less: goodwill and other intangible assets	7,745	7,720	7,694	7,669	7,669	247	247
Tangible common stockholders' equity	\$ 491,450	\$ 594,715	\$ 593,950	\$ 604,277	\$ 604,277	\$ 607,845	\$ 607,845
Tangible book value per share:							
Tangible common stockholders' equity	\$ 491,450	\$ 594,715	\$ 593,950	\$ 604,277	\$ 604,277	\$ 607,845	\$ 607,845
Shares outstanding at end of period	45,367,641	51,969,203	51,969,203	52,098,062	52,098,062	52,167,573	52,167,573
Book value per share	\$ 11.00	\$ 11.59	\$ 11.58	\$ 11.75	\$ 11.75	\$ 11.66	\$ 11.66
Tangible book value per share	\$ 10.83	\$ 11.44	\$ 11.43	\$ 11.60	\$ 11.60	\$ 11.65	\$ 11.65

	Quarter Ended					Six Months Ended	
	06/30/2019	09/30/2019	12/31/2019	03/31/2020	06/30/2020	06/30/2019	06/30/2020
	(Dollars in thousands)						
Non-GAAP Core Operating Efficiency Ratio - Fully Tax Equivalent							
Non-interest expense	\$ 21,960	\$ 21,172	\$ 21,885	\$ 22,223	\$ 31,010	\$ 44,591	\$ 53,233
Less: goodwill impairment	—	—	—	—	7,397	—	7,397
Adjusted Non-interest expense (numerator)	\$ 21,960	\$ 21,172	\$ 21,885	\$ 22,223	\$ 23,613	\$ 44,591	\$ 45,836
Net interest income	34,874	35,786	37,179	38,228	41,157	68,479	79,385
Tax equivalent interest income ⁽¹⁾	613	624	670	695	685	1,229	1,380
Non-interest income	1,672	3,212	2,186	2,095	2,634	3,317	4,729
Add: fixed asset impairments	424	—	—	—	—	424	—
Total tax-equivalent income (denominator)	\$ 37,582	\$ 39,622	\$ 40,035	\$ 41,018	\$ 44,476	\$ 73,449	\$ 85,494
Efficiency Ratio	60.09 %	54.29 %	55.60 %	55.11 %	70.81 %	62.11 %	63.29 %
Non-GAAP Core Operating Efficiency Ratio - Fully Tax Equivalent	58.43 %	53.43 %	54.66 %	54.18 %	53.09 %	60.71 %	53.61 %

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

	Quarter Ended					Six Months Ended	
	06/30/2019	09/30/2019	12/31/2019	03/31/2020	06/30/2020	06/30/2019	06/30/2020
	(Dollars in thousands)						
Non-GAAP Pre-Tax Pre-Provision Profit							
Net income (loss) before taxes	\$ 11,736	\$ 12,976	\$ (1,870)	\$ 4,150	\$ (8,219)	\$ 21,505	\$ (4,069)
Add: Provision for loan losses	2,850	4,850	19,350	13,950	21,000	5,700	34,950
Non-GAAP Pre-Tax Pre-Provision Profit	<u>\$ 14,586</u>	<u>\$ 17,826</u>	<u>\$ 17,480</u>	<u>\$ 18,100</u>	<u>\$ 12,781</u>	<u>\$ 27,205</u>	<u>\$ 30,881</u>



CROSSFIRST
BANKSHARES, INC.

NASDAQ: CFB | July 23th, 2020

Q2 2020
EARNINGS PRESENTATION

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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 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 relating to general business and economic conditions and any regulatory responses to such conditions; our ability to effectively execute our growth strategy and maintain 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 for loan losses; 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; the 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



Mike Maddox – President, CEO of CrossFirst Bankshares (effective June 1st) and Director of CrossFirst

- 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



David O'Toole – CFO, Chief Investment Officer and Director of CrossFirst

- More than 40 years of experience in banking, accounting, valuation and investment banking
- Founding shareholder and director of CrossFirst Bank and became CFO in 2008
- 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 Credit Officer of CrossFirst Bank

- 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 of CrossFirst

- More than 15 years experience in banking, strategy, accounting and investment banking, five with CrossFirst
- Deep 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



George F. Jones Jr. – Vice Chairman (effective June 1st) and Director of CrossFirst

- Joined CrossFirst in 2016 after a short retirement from Texas Capital Bancshares, Inc. (TCBI)
- As former CEO of CrossFirst Bankshares, led CrossFirst through its initial public offering in 2019
- Founding executive of TCBI in 1998
- Led TCBI through 50 consecutive profitable quarters and growth to \$12 billion in assets

Other Senior Exec

Amy Fauss
Chief Operating Officer of
Bank
28+ years of banking ex
Joined CrossFirst in :

Tom Robinson
Chief Risk Officer of Cr
35+ years of banking ex
Joined CrossFirst in :

Aisha Reynolds
General Counsel of Cross
CrossFirst Bank
13+ years of experie
Joined CrossFirst in :

Steve Peterson
Chief Banking Officer of C
21+ years of experie
Joined CrossFirst in :

Delivering Long Term Value for CrossFirst Shareholders

Enhance
ROATCE, EPS
Growth, &
Efficiency

Capital
Optimization
through
Organic
Growth & M&A

Diversification
of Loan &
Deposit
Portfolio

Deliver Strong
Credit Quality

Exception
Reputation
Quality &
Service

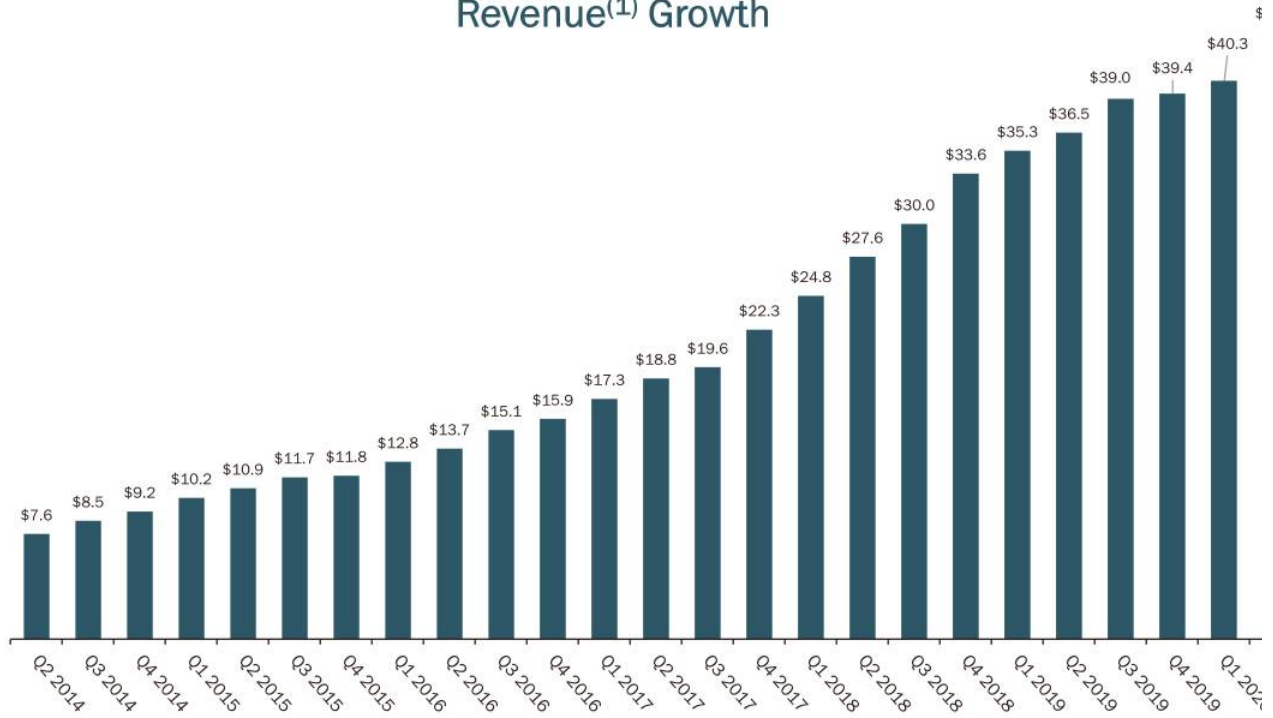
CrossFirst Strategic Approach:

1. Supporting our clients, employees, and communities through the COVID-19 Pandemic
2. Maintain a **branch-lite** business model with strategically placed locations
3. Focus on our core markets; grow organically using the **relationship banking model**
4. Execute on our **high-tech, high-touch** banking strategy; **leverage technology** for enhanced service
5. Attract, retain, and develop the **highest level of talent**
6. Improve **profitability and efficiency** for the organization; optimize excess capital to deliver shareholder return
7. Serve businesses, business owners, professionals and their networks in **extraordinary ways**
8. Employ effective **enterprise risk management**



CONSISTENT OPERATING REVENUE PERFORMANCE

25 Consecutive Quarters of Operating Revenue⁽¹⁾ Growth



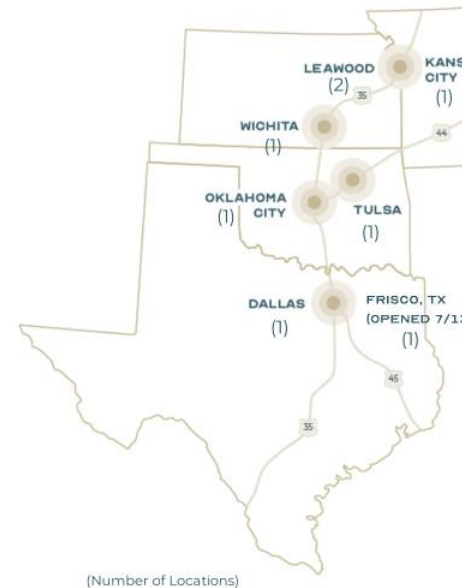
Note: Dollars in charts are in millions.
(1) Defined as net-interest income + non-interest income

1. **Comprehensive COVID-19 response plan** to support our clients, employees, and communities
2. **Strong capital position and liquidity** provides CrossFirst with financial flexibility to give customers relief and continue to invest for the long term in the business
3. **Closely monitoring and engaging clients** to mitigate risks and impact from COVID-19 especially customer modifications & energy portfolio
4. **Branch-lite business model and technology strategy** provides CrossFirst an advantage for strong business continuity through the pandemic
5. **Strong reserve build** of total loan loss reserves / loans of 1.61% including a quarterly provision of \$21 million
6. **Stress testing** of capital and credit scenarios show CrossFirst as well capitalized under several extreme scenarios
7. **Return to work planning** remains flexible with safety of employees, clients and other stakeholders as the highest priority
8. **Positioned for long term growth** after the market stabilizes

CROSSFIRST OVERVIEW



- **\$5.5 billion⁽¹⁾** asset banking operation founded in 2007
- **Branch-lite** structure operating 8 branches in key markets along the I-35 corridor
- **3rd largest** bank headquartered in the Kansas City MSA
- **High-growth** commercial banking franchise with 364 full time equivalent employees
- High quality people, strong culture & **relationship-oriented** business model
 - Serving businesses, business owners, professionals and their personal networks
- Core focus on **improving profitability & operating efficiency**



Financial Performance For Six Months Ended 6/30/20⁽²⁾

Balance Sheet		Performance (Year-to-Date)		Asset Quality Metrics	
Assets:	\$5,462	ROAA:	(0.14)%	NPAs / Assets:	0.74
Gross Loans: ⁽³⁾	\$4,413	ROACE:	(1.15)%	NCOs / Avg. Loans: ⁽⁴⁾	1.01
Deposits:	\$4,304	Efficiency Ratio:	63.29%	Reserves / Loans:	1.61
CET 1 Capital:	11.99%	NIM(FTE): ⁽⁴⁾	3.22%	Reserves / NPLs:	189
Total Risk-Based Capital:	13.27%	Net Income (loss):	(\$3.5)	Classified Loans / Capital + ALL	34.9

(1) As of June 30, 2020.
 (2) Dollars are in millions.
 (3) Net of unearned income
 (4) YTD Interim Periods Annualized

Commentary

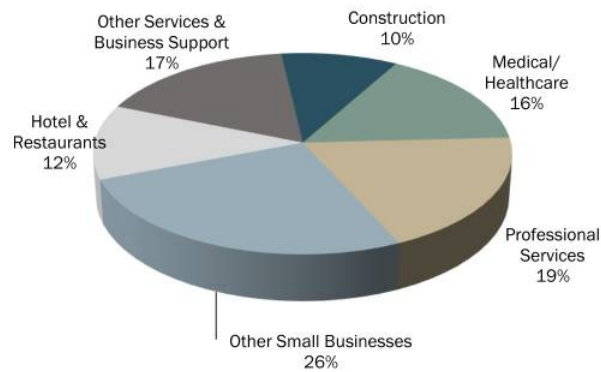
- CFB is a strong supporter of local businesses and communities we serve
- Preferred SBA lender
- Weighted average fee rate of approximately 2.4%, excluding fee impact to yield
- Total average loan size of \$312 thousand
- Management is working to expedite the forgiveness process of the PPP loans

CROSSFIRST PAYCHECK PROTECTION PLAN PERFORMANCE

SBA / PPP Applications			
	Existing Customers	New Customers	Totals
# of Applications Approved	886	298	1,184
\$ Loans Funded <i>(Dollars in millions)</i>	\$290	\$79	\$369

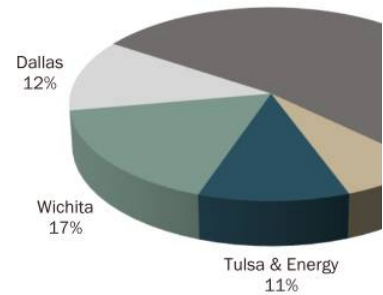
Loans Approved by Industry

(Based on \$ Funded)



Loans Approved by Market

(Based on \$ Funded)



Note: Information as of July 7, 2020

ASSET QUALITY PERFORMANCE

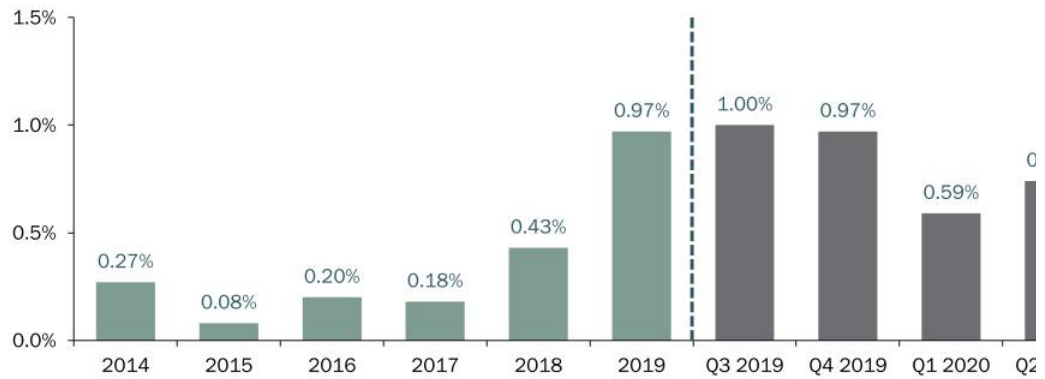
Commentary on NPA's

- Increase in NPAs stem primarily from the risk rating grade migration of energy credits and negative impacts caused by the COVID-19 pandemic

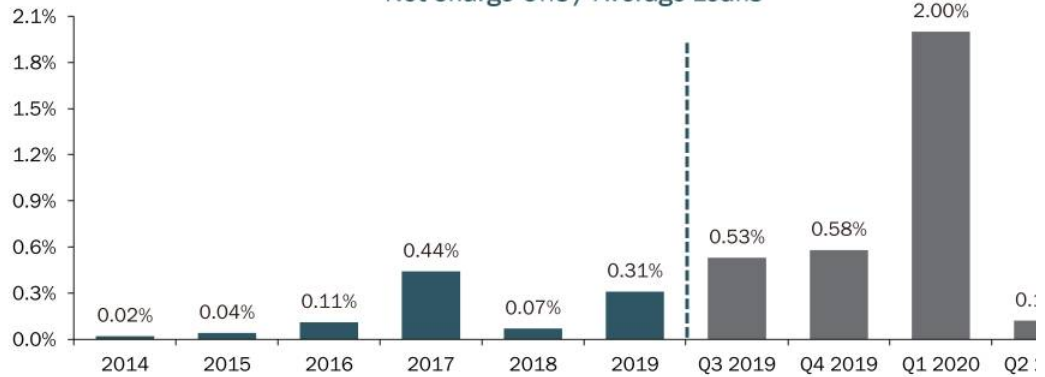
Commentary Charge-Offs

- \$1.3 million in net charge-offs for Q2 2020; includes a \$1 million charge-off to energy loan
- \$19.4 million in net charge-offs for Q1 2020 which primarily included \$17.9 million for the large previously disclosed NPA
- In Q4 2019, \$5.5 million of net charge-offs, included a \$5 million partial charge-off of the previously disclosed loan
- In Q3 2019 the Company had net charge-offs of \$4.7 million from two legacy NPAs, one C&I and one Energy

Nonperforming Assets / Assets



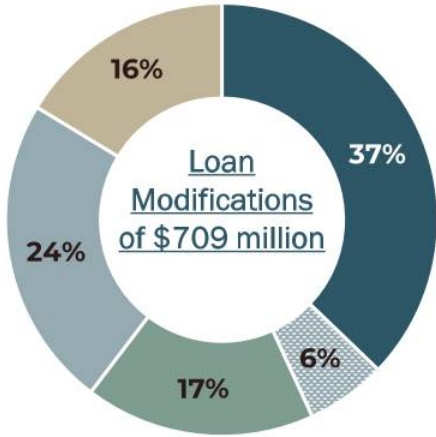
Net Charge-Offs / Average Loans⁽¹⁾



(1) Ratio is annualized.

COVID-19 EFFECT ON LOAN PORTFOLIO

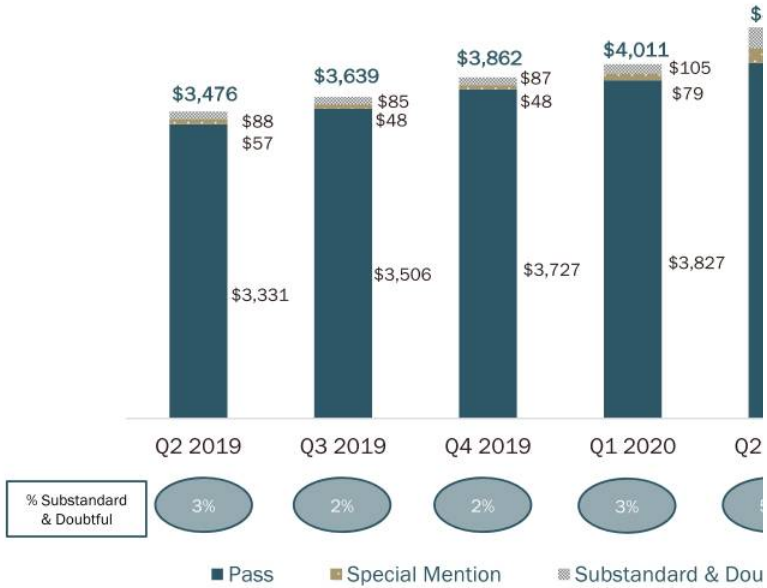
Modifications by Type
(As of June 30, 2020)



- Interest Only - 90 Days
- Interest Only - 90+ Days
- Payment Deferral - 90+ Days
- Payment Deferral - 90 Days
- Other

- Three Main Categories of Modifications: 33% Hotels, Restaurants, and Entertainment; 29% Real Estate Rental; and 16% Health Care
- ~90% of the modifications remained in Pass risk rating
- Majority of the modified loans that migrated in risk rating were from the Retail CRE and Hotel portfolios

Migration of Credit by Risk Weighting
(in \$millions)



- Majority of the increase in "Substandard & Doubtful" loans resulted from the Energy portfolio reassessment in Q2 2020

CREDIT QUALITY & CAPITAL RATIOS

Recent Credit Quality & ALL Trends

- Increase in classified assets primary from energy portfolio; energy portfolio has a 4.5% reserve at end of Q2 2020
- Provision for loan loss of \$21 million for Q2 2020; 1.61% ALLL / Loans
- The Company has not adopted CECL at this time and continues to run parallel scenarios to assess impact on the ALLL and capital
- Q1 2020 reduction in reserves was a result of net charge-offs of \$19.4 million; though Company added \$14 million to ALLL

Capital Analysis

- The Company continues to remain well capitalized with strong liquidity
- Unfunded commitments totaled \$1.4 billion as of the end of Q2 2020, 43% of which are commitments to fund C&I loans and 57% are other loan commitments

Allowance for Loan Losses / Total Loans



Classified Loans / (Total Capital + LL)



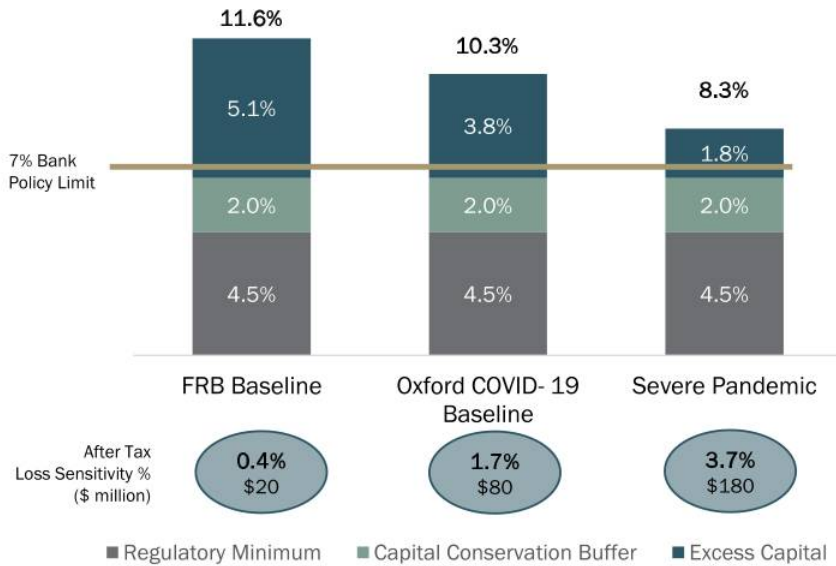
Capital Ratios



Dollar amounts are in millions.

CAPITAL REMAINS STRONG EVEN UNDER SEVERE SCENARIOS

Q2 2020 CET1 Ratio Stress Test Details¹



(in millions)	FRB	Oxford	Severe Pandemic
Allowance	\$71	\$71	\$71
Remaining Excess Capital	<u>\$222</u>	<u>\$162</u>	<u>\$62</u>
Excess Capital & ALLL after Stress Test	\$293	\$233	\$133

Results & Assumptions

- CFB has well capitalized balance sheet with \$58 million of CET1 regulatory capital or a ~12% CET1 ratio
 - \$242 million of excess capital over the Comptroller's policy level & \$71 million in available allowance for loan losses
- Regulatory Threshold of 6.5% not breached in Severe Pandemic Scenario

Scenarios Considered:

- Federal Reserve Board (FRB) & Oxford COVID-19 Baseline Scenarios with macro-economic risk factors
- Darling Consulting Group (DCG) Pandemic Scenario created from a combination of Oxford, FRB & DC

Key Assumptions:

- Scenarios assumes no loan loss utilization
- Expected loss rates over 13 quarters are immediately deducted from the capital ratios
- Does not include the impact of future ongoing earnings or balance sheet changes



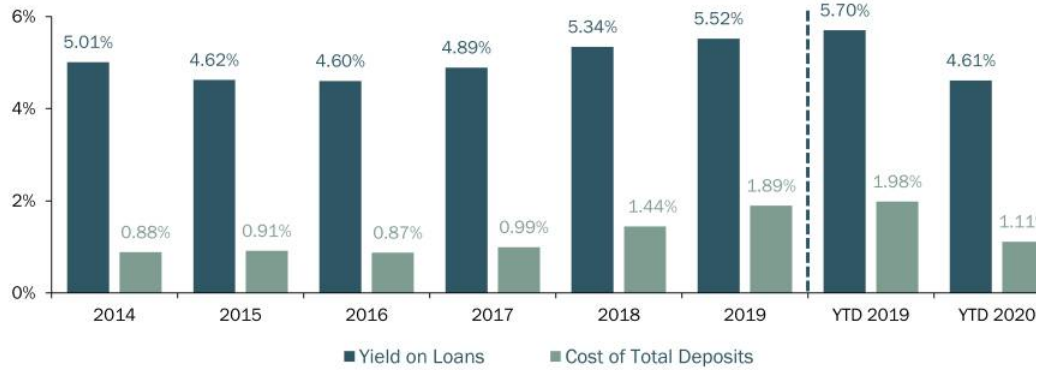
Note 1: This analysis is not an expected loss model or forecast, it is solely an illustration of the Company's ability to absorb economic stress to capital

Commentary

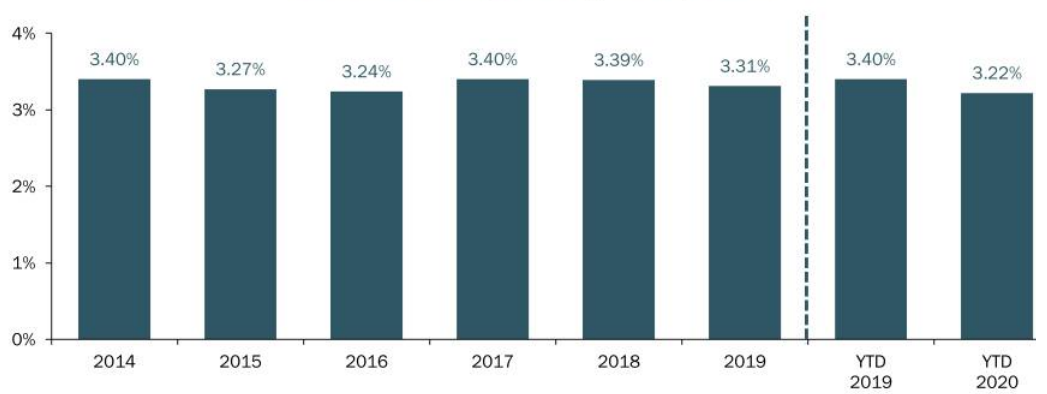
- Continued to grow core deposits and maintained wholesale funding levels
- Continued to maintain Margin (FTE) in Q2 2020 of 3.19%, compared to 3.24% in Q1 2020 despite significant rate cuts
- Company continued to shorten the duration of deposits and move deposit costs down to capture economics associated with FOMC rate cuts
- Loan to deposit ratio increased from 100.8 to 102.5 QoQ, as loans grew from PPP; the wholesale funding mix changed to include more FHLB advances

NET INTEREST MARGIN

Yield on Loans and Cost of Total Deposits



Net Interest Margin – Fully Tax Equivalent

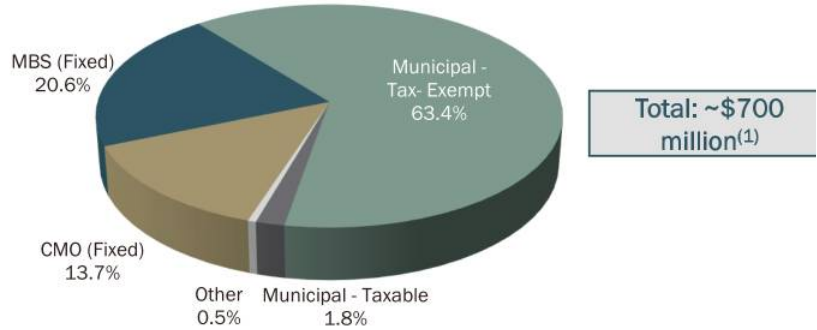


SECURITIES PORTFOLIO

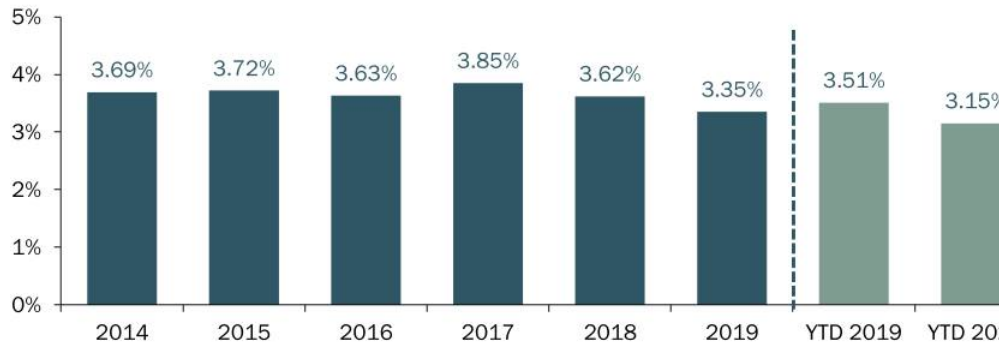
Commentary

- At the end of Q2 2020, the portfolio's duration was approximately 4.2 years and the fully taxable equivalent (FTE) yield for Q2 2020 declined to 3.07%
- ~\$35 million of MBS and CMO prepayments were accelerated due to lower rates
- \$15 million of securities were purchased in Q2 2020 to replace prepayments with an average FTE yield of 2.24%
- During Q2 2020, \$13.7 million of municipals were sold to manage credit exposure resulting in \$322 thousand in realized profits
- The marketable securities portfolio has substantial unrealized gains of approximately \$33 million as of June 30, 2020
- Portfolio primarily comprised of low risk, investment grade securities

Investment Portfolio Breakout as of June 30, 2020⁽¹⁾



Average Yield on Securities – Fully Tax Equivalent



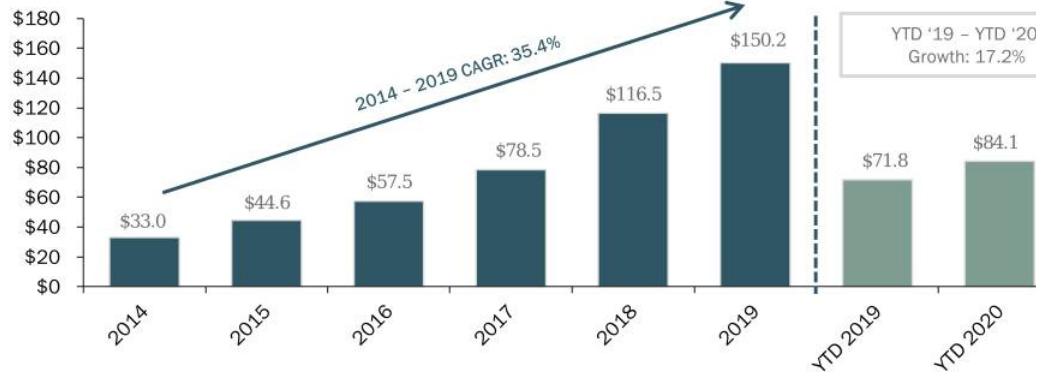
(1) Based on approximate fair value.

Commentary

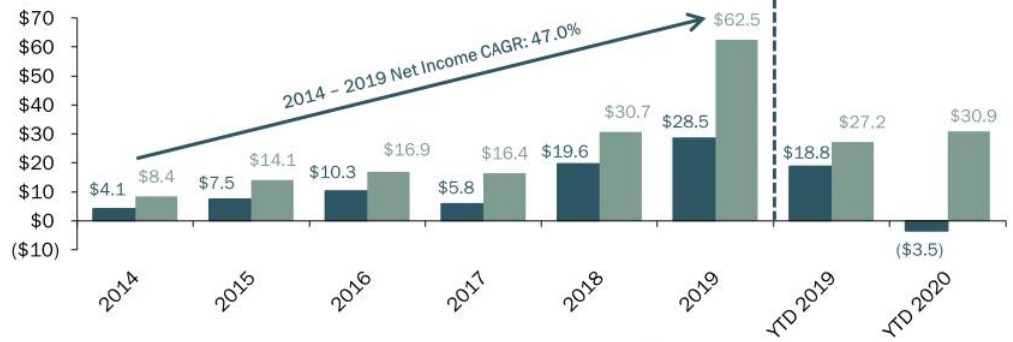
- Our balance sheet growth, combined with a relatively stable net interest margin, has historically enabled robust operating revenue growth
- Core earnings power of the Company continues to increase
- 25th consecutive quarter of operating revenue growth
- Pretax, pre-provision profit⁽²⁾ continues to grow and also includes a one-time, non-cash charge of \$7.4 million for goodwill impairment in Q2
- Year-to-date income impacted by \$14 million in first quarter and \$21 million in second quarter for provisioning as a result of economic uncertainty, and migration of Energy credits

OPERATING REVENUE AND PROFITABILITY

Operating Revenue⁽¹⁾



Earnings Performance



Note: Dollars in charts are in millions.

(1) Defined as net-interest income + non-interest income.

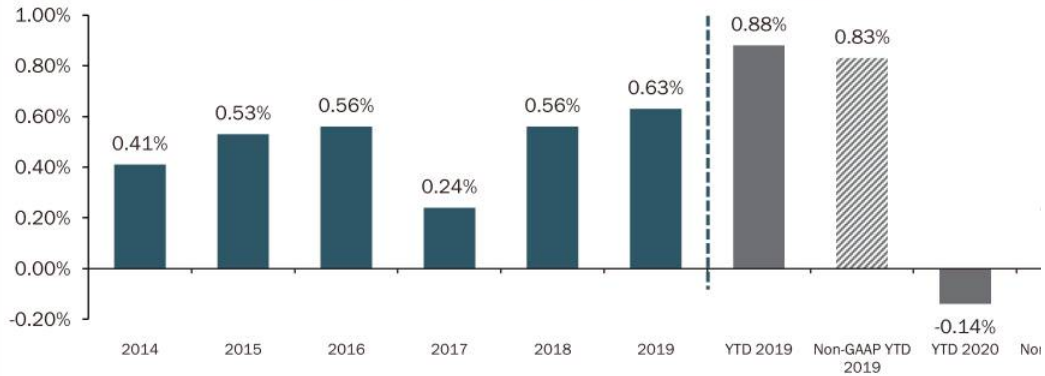
(2) Represents a Non-GAAP financial measure, see Non-GAAP reconciliation slides at the end of the presentation for more detail. In addition, pre-tax net profits may also be found presented in the supplemental information

INCOME PERFORMANCE METRICS

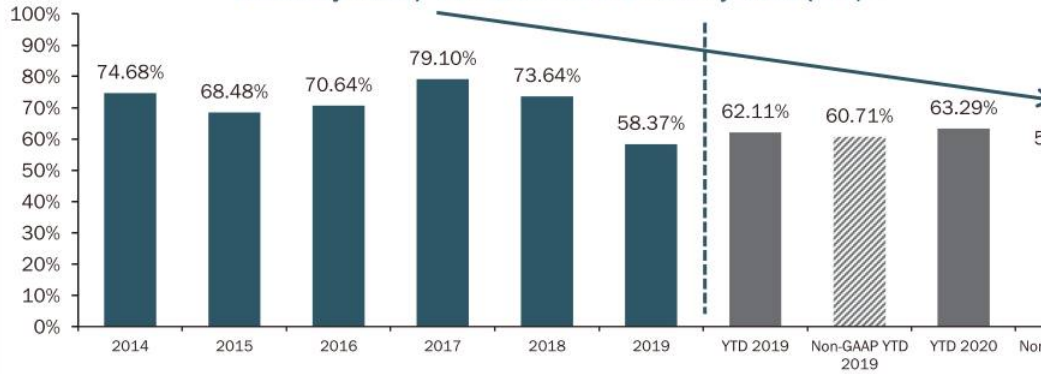
Commentary

- CrossFirst's branch-lite model is an efficient and scalable infrastructure to support additional efficiency
- Core efficiency performance is trending down consistent with management's initiatives
- Quarterly ROAA significantly impacted by COVID-19 provisioning in 2020 to \$35 million YTD
- One-time \$7.4 million goodwill impairment in Q2 impacted ROAA and Efficiency Ratios

Return on Average Assets / Non-GAAP ROAA⁽¹⁾



Efficiency Ratio / Non-GAAP Core Efficiency Ratio (FTE)⁽¹⁾



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



CROSSFIRST

BANKSHARES, INC.

SUPPLEMENTAL INFORMATION

CROSSFIRST LOAN PORTFOLIOS WITH ESCALATED MONITORING FROM COVID-19 ECONOMIC UNCERTAINTY

Industry	Total Exposure ⁽¹⁾	% of Gross Loans
Energy Oil (excludes Natural Gas)	\$251	6.2%
Retail Commercial Real Estate	\$198	4.9%
Hotel & Lodging	\$167	4.1%
Healthcare C&I	\$142	3.5%
Entertainment & Recreation ⁽²⁾	\$100	2.5%
Restaurant ⁽³⁾	\$61	1.5%

Industry categories selected based on the following criteria:

- Lower consumption from COVID-19 pandemic compounded with high production and inventory supplies from ongoing political disputes
- Implementation of travel, entertainment, and restaurant restrictions
- Cancellation of all events and large gatherings
- Cessation of revenue due to business being considered “nonessential”

(1) Loan values recorded on balance sheet in millions as of June 30, 2020; excludes PPP loans

(2) Includes Native American Gaming, Parking Lots and Garages

(3) Restaurant information includes both C&I and CRE exposure



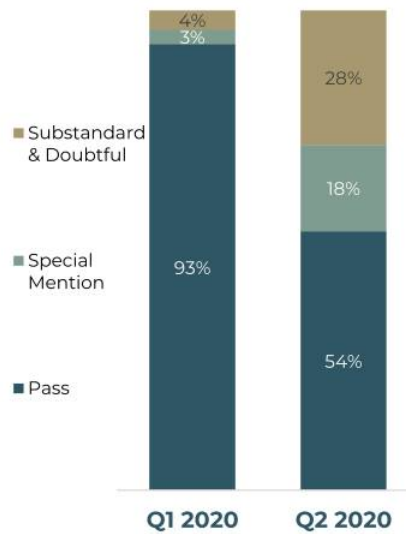
CROSSFIRST ENERGY PORTFOLIO

Energy Portfolio Dynamics

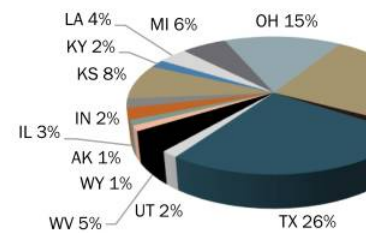
- Typically only lend as a senior secured lender in single bank transactions and as a cash flow lender
- Exploration & Production lending only on proven and producing reserves
- As of June 30, 2020, CrossFirst does not have any shale, oil field services, or mid-stream energy company loans
- Collateral base is predominately comprised of properties with sufficient production history to establish reliable production trends; long-life assets
- 2020 portfolio⁽¹⁾ hedges
 - 48% of Oil exposure hedged at \$49.16 / barrel
 - 52% Natural Gas hedged at \$2.08 / MMBtu
- \$17.4 million of Reserves are allocated to Energy, representing 4.5% of the total energy portfolio
- Customers continue to actively manage operating expenses

Energy by Composition 6/30/2020 (\$ millions)					
	# Loans	Outstanding	% Total	Unfunded Commitments	Average Size
Oil	42	\$251	64%	\$21	\$6
Natural Gas	14	\$139	36%	\$13	\$10
Other Sources	2	\$0	0%	\$37	\$1
Total	58	\$390	100%	\$71	\$7

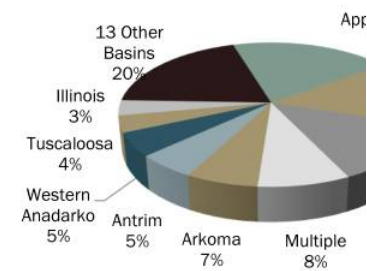
Energy Credit Classifications



Energy Exposure by State



Energy Commitments by Basin

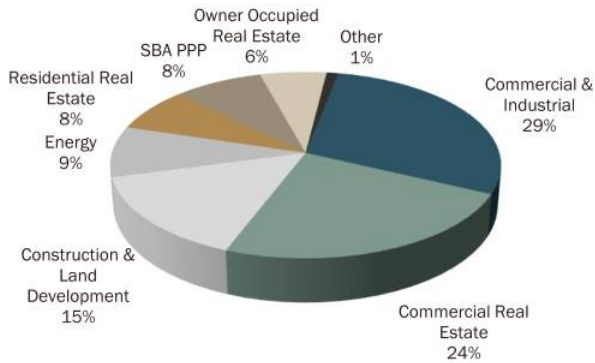


Data as of 6/30/20
(1) Weighted Average

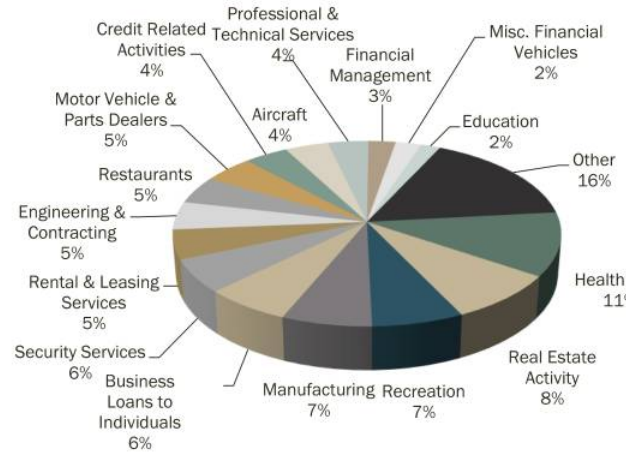
DIVERSE LOAN PORTFOLIO



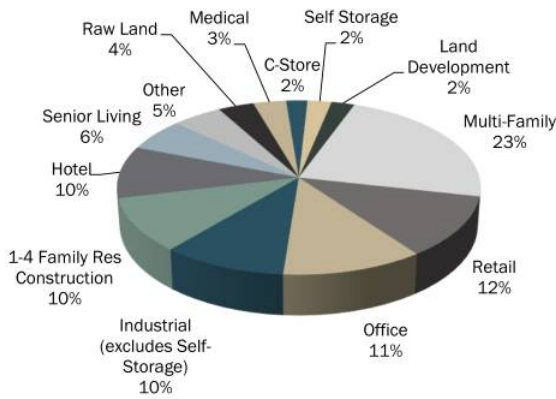
Loan Mix by Type (\$4.4bn)⁽¹⁾



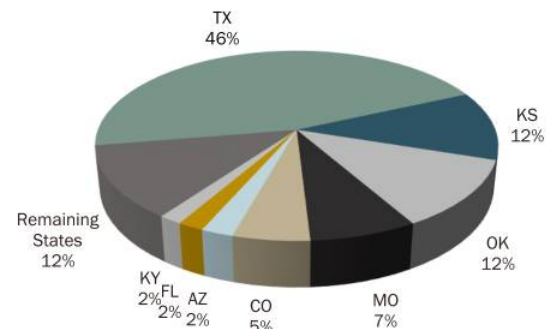
C&I Loan Breakdown by Type (\$1.3bn)



CRE Loan Portfolio by Segment (\$1.7bn)⁽²⁾



CRE Loans by Geography (\$1.7bn)⁽²⁾



Note: Data as of June 30, 2020.

(1) Shown as a percentage of bank capital.

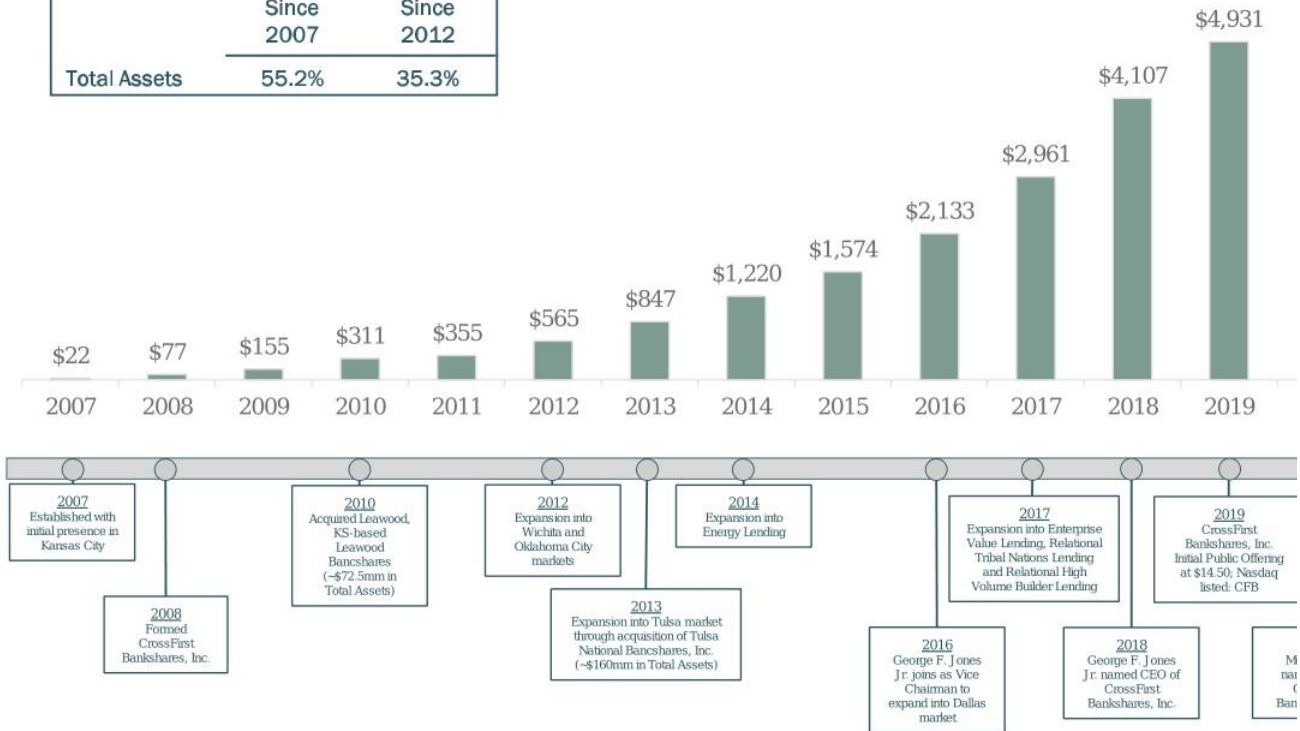
(2) CRE as defined by regulators (including construction and development).

OUR HISTORY OF STRONG GROWTH



Compound Annual Growth Rates		
	Since 2007	Since 2012
Total Assets	55.2%	35.3%

Total Assets



Dollars in chart are in millions.

LOAN PORTFOLIO DETAILS

Commentary

- Loan growth has been primarily all organic and historically been very strong
- Loan growth, excluding PPP loans, was a modest 1.2% compared to the previous quarter
- Diversification remains a core tenet
- Loan yields have trended downward due to the declining rate environment

Gross Loans (Net of Unearned Income)



Gross Loans by Type



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

GROWING CORE FUNDING BASE

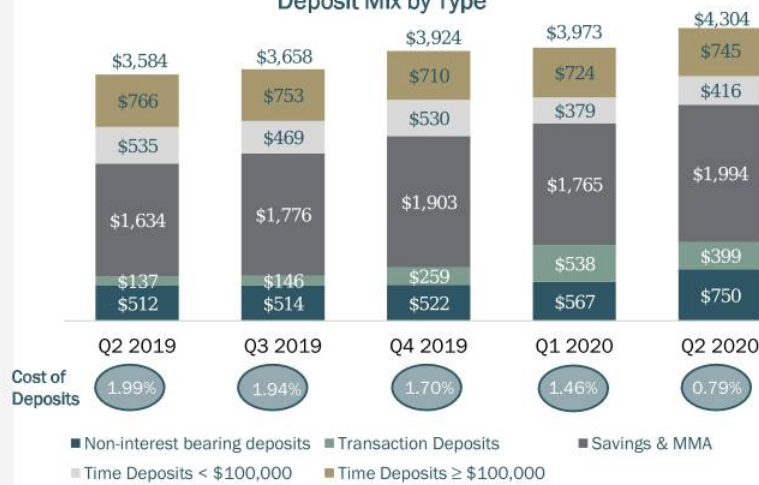
Commentary

- CrossFirst has generated significant growth in core deposits and maintained wholesale funding to support the PPP and securities portfolio
- Company continued to shorten time deposit portfolio which typically lags in a declining rate environment

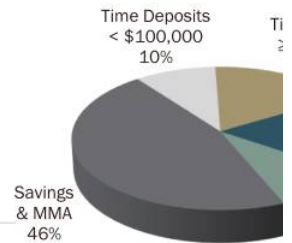
Total Deposits



Deposit Mix by Type



Q2 2020 Deposit Cor



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

HISTORICAL FINANCIAL INFORMATION



(Dollars thousands, except per share data)	As of and for the Year Ended					As of and for the Six M
	December 31,					June 30,
	2015	2016	2017	2018	2019	2019
Income Statement Data						
Interest income	\$54,116	\$69,069	\$97,816	\$156,880	\$216,218	\$105,509
Interest expense	11,849	15,016	22,998	46,512	74,774	37,030
Net interest income	42,267	54,053	74,818	110,368	141,444	68,479
Provision for loan losses	5,975	6,500	12,000	13,500	29,900	5,700
Non-interest income	2,365	3,407	3,679	6,083	8,715	3,317
Non-interest expense	30,562	40,587	62,089	85,755	87,648	44,591
Income before taxes	8,095	10,373	4,408	17,196	32,611	21,505
Income tax expense (benefit)	626	62	(1,441)	(2,394)	4,138	2,716
Net income (loss)	7,469	10,311	5,849	19,590	28,473	18,789
Preferred stock dividends	2,066	2,100	2,100	2,100	175	175
Net income available to common stockholders	5,403	8,211	3,749	17,490	28,298	18,614
Non-GAAP core operating income ⁽¹⁾	7,469	10,311	9,716	19,940	27,427	17,743
Balance Sheet Data						
Cash and cash equivalents	\$79,418	\$155,972	\$130,820	\$216,541	\$187,320	\$141,373
Available-for-sale securities	460,542	593,012	703,581	663,678	741,634	704,776
Gross loans (net of unearned income)	992,726	1,296,886	1,996,029	3,060,747	3,852,244	3,467,204
Allowance for loan losses	(15,526)	(20,786)	(26,091)	(37,826)	(56,896)	(42,852)
Goodwill and other intangibles	8,100	7,998	7,897	7,796	7,694	7,745
Total assets	1,574,346	2,133,106	2,961,118	4,107,215	4,931,233	4,473,182
Non-interest-bearing deposits	123,430	198,088	290,906	484,284	521,826	511,837
Total deposits	1,294,812	1,694,301	2,303,364	3,208,097	3,923,759	3,584,136
Borrowings and repurchase agreements	112,430	216,709	357,837	388,391	373,664	364,246
Trust preferred securities, net of fair value adj.	792	819	850	884	921	902
Preferred Stock, liquidation value	30,000	30,000	30,000	30,000	0	0
Total Stockholders' Equity	160,004	214,837	287,147	490,336	601,644	499,195
Tangible Stockholders' Equity ⁽¹⁾	121,904	176,839	249,250	452,540	593,950	491,450
Share and Per Share Data:						
Basic earnings per share	\$0.29	\$0.39	\$0.12	\$0.48	\$0.59	\$0.41
Diluted earnings per share	0.28	0.39	0.12	0.47	0.58	0.40
Book value per share	6.61	7.34	8.38	10.21	11.58	11.00
Tangible book value per share ⁽¹⁾	6.20	7.02	8.12	10.04	11.43	10.83
Wtd. avg. common shares out. - basic	18,640,678	20,820,784	30,086,530	36,422,612	47,679,184	45,165,248
Wtd. avg. common shares out. - diluted	19,378,290	21,305,874	30,963,424	37,492,567	48,576,135	46,159,825
Shares outstanding at end of period	19,661,718	25,194,872	30,686,256	45,074,322	51,969,203	45,367,641

Historic share counts and per share figures reflect 2:1 stock split effected on 12/21/18.

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

HISTORICAL FINANCIAL INFORMATION



	As of and for the Year Ended					As of and for the Six M
	December 31,					June 30,
	2015	2016	2017	2018	2019	2019
Selected Ratios:						
Return on average assets	0.53%	0.56%	0.24%	0.56%	0.63%	0.88%
Non-GAAP core operating return on average assets ⁽¹⁾	0.53	0.56	0.40	0.57	0.61	0.83
Return on average common equity ⁽¹⁾	4.60	5.51	1.53	5.34	5.38	7.87
Non-GAAP core operating return on average common equity ⁽¹⁾	4.60	5.51	3.11	5.45	5.18	7.43
Yield on earning assets - tax equivalent ⁽²⁾	4.14	4.08	4.37	4.77	5.04	5.21
Yield on securities - tax equivalent ⁽²⁾	3.72	3.63	3.85	3.62	3.35	3.51
Yield on loans	4.62	4.60	4.89	5.34	5.52	5.70
Cost of interest-bearing deposits	1.01	0.96	1.12	1.71	2.21	2.31
Cost of funds	0.94	0.91	1.06	1.49	1.90	1.97
Cost of total deposits	0.91	0.87	0.99	1.44	1.89	1.98
Net interest margin - tax equivalent ⁽²⁾	3.27	3.24	3.40	3.39	3.31	3.40
Non-interest expense to average assets	2.17	2.21	2.53	2.45	1.95	2.10
Efficiency ratio ⁽³⁾	68.48	70.64	79.10	73.64	58.37	62.11
Non-GAAP core operating efficiency ratio FTE ⁽¹⁾⁽³⁾	64.66	66.04	72.33	67.68	57.25	60.71
Non-interest-bearing deposits to total deposits	9.53	11.69	12.63	15.10	13.30	14.28
Loans to deposits	76.67	76.54	86.66	95.41	98.18	96.74
Credit Quality Ratios:						
Allowance for loans losses to total loans	1.56%	1.60%	1.30%	1.23%	1.48%	1.24%
Non-performing assets to total assets	0.08	0.20	0.18	0.43	0.97	1.18
Non-performing loans to total loans	0.12	0.33	0.27	0.58	1.15	1.45
Allowance for loans losses to non-performing loans	1,336.38	493.14	481.68	212.30	128.54	85.22
Net charge-offs to average loans	0.04	0.11	0.44	0.07	0.31	0.04
Capital Ratios:						
Total stockholders' equity to total assets	10.16%	10.07%	9.70%	11.94%	12.20%	11.16%
Common equity tier 1 capital ratio	8.50	9.78	8.62	11.75	12.20	11.02
Tier 1 risk-based capital ratio	10.70	11.38	9.70	12.53	12.22	11.04
Total risk-based capital ratio	11.82	12.51	10.65	13.51	13.43	12.04
Tier 1 leverage ratio	9.72	10.48	9.71	12.43	12.06	10.87

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

(2) 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 for fiscal year 2018 and after and a tax rate of 35% is used for fiscal years 2017 and prior.

(3) Efficiency ratio is non-interest expense divided by the sum of net interest income and non-interest income.

QUARTERLY SELECTED FINANCIALS



(Dollars thousands, except per share data)

	As of or for the Three Months Ended			
	6/30/19	9/30/19	12/31/19	3/31/20
Income Statement Data				
Interest income	\$54,192	\$55,529	\$55,180	\$54,208
Interest expense	19,318	19,743	18,001	15,980
Net interest income	34,874	35,786	37,179	38,228
Provision for loan losses	2,850	4,850	19,350	13,950
Non-interest income	1,672	3,212	2,186	2,095
Non-interest expense	21,960	21,172	21,885	22,223
Income before taxes	11,736	12,976	(1,870)	4,150
Income tax expense (benefit)	2,297	2,592	(1,170)	293
Net income (loss)	9,439	10,384	(700)	3,857
Preferred stock dividends	0	0	0	0
Net income available to common stockholders	9,439	10,384	(700)	3,857
Non-GAAP core operating income ⁽¹⁾	9,754	10,384	(700)	3,857
Balance Sheet Data				
Cash and cash equivalents	\$141,373	\$128,126	\$187,320	\$158,987
Securities	704,776	733,093	741,634	735,231
Gross loans (net of unearned income)	3,467,204	3,629,792	3,852,244	4,002,451
Allowance for loan losses	(42,852)	(42,995)	(56,896)	(51,458)
Goodwill and intangibles	7,745	7,720	7,694	7,669
Total assets	4,473,182	4,651,313	4,931,233	5,067,407
Non-interest bearing deposits	511,837	513,832	521,826	567,215
Total deposits	3,584,136	3,658,108	3,923,759	3,972,822
Borrowings and repurchase agreements	364,246	357,614	373,664	441,626
Trust preferred securities, net of fair value adj.	902	912	921	931
Preferred Stock	0	0	0	0
Stockholders' Equity	499,195	602,435	601,644	611,946
Tangible Stockholders' Equity ⁽¹⁾	491,450	594,715	593,950	604,277
Share and Per Share Data:				
Basic earnings per common share	\$0.21	\$0.22	(\$0.01)	\$0.07
Dilutive earnings per common share	0.20	0.21	(0.01)	0.07
Book value per common share	11.00	11.59	11.58	11.75
Tangible book value per common share ⁽¹⁾	10.83	\$11.44	\$11.43	\$11.60
Wtd. avg. common shares out. - basic	45,236,264	48,351,553	51,952,712	52,071,484
Wtd. avg. common shares out. - diluted	46,211,780	49,164,549	52,748,312	52,660,270
Shares outstanding at end of period	45,367,641	51,969,203	51,969,203	52,098,062

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

QUARTERLY SELECTED FINANCIALS



CrossFirst Bankshares, Inc Quarterly Financials

	As of or for the Three Months Ended				
	6/30/19	9/30/19	12/31/19	3/31/20	6/3
Selected Ratios:					
Return on average assets ⁽¹⁾	0.86%	0.89%	(0.06%)	0.31%	
Non-GAAP core operating return on average assets ⁽¹⁾⁽²⁾	0.89	0.89	(0.06)	0.31	
Return on average common equity	7.78	7.58	(0.46)	2.53	
Yield on earning assets	5.12	4.94	4.71	4.52	
Yield on earning assets - tax equivalent ⁽³⁾	5.18	5.00	4.76	4.57	
Yield on securities	3.08	2.85	2.86	2.85	
Yield on securities - tax equivalent ⁽³⁾	3.42	3.19	3.22	3.21	
Yield on loans	5.66	5.53	5.21	4.98	
Costs of interest bearing liabilities	2.29	2.24	1.96	1.70	
Cost of interest-bearing deposits	2.33	2.26	1.97	1.69	
Cost of funds	1.99	1.94	1.71	1.49	
Cost of Deposits	1.99	1.94	1.70	1.46	
Cost of other borrowings	1.93	1.95	1.86	1.72	
Net interest margin - tax equivalent ⁽³⁾	3.35	3.24	3.23	3.24	
Noninterest expense to average assets	2.00	1.82	1.81	1.80	
Efficiency ratio ⁽⁴⁾	60.09	54.29	55.60	55.11	
Non-GAAP core operating efficiency ratio (FTE) ⁽²⁾⁽⁴⁾	58.43	53.43	54.66	54.18	
Noninterest bearing deposits to total deposits	14.28	14.05	13.30	14.28	
Loans to deposits	96.74	99.23	98.18	100.75	
Credit Quality Ratios:					
Allowance for loans losses to total loans	1.24%	1.18%	1.48%	1.29%	
Nonperforming assets to total assets	1.18	1.00	0.97	0.59	
Nonperforming loans to total loans	1.45	1.22	1.15	0.66	
Allowance for loans losses to nonperforming loans	85.20	97.12	128.54	195.99	
Net charge-offs to average loans ⁽¹⁾	0.00	0.53	0.58	2.00	
Capital Ratios:					
Total stockholders' equity to total assets	11.16%	12.95%	12.20%	12.08%	
Common equity tier 1 capital ratio	11.02	12.91	12.20	12.08	
Tier 1 risk-based capital ratio	11.04	12.93	12.22	12.10	
Total risk-based capital ratio	12.04	13.90	13.43	13.17	
Tier 1 leverage ratio	10.87	12.57	12.06	11.81	

(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 for 2018, 2019 & 2020.

(4) Efficiency ratio is non-interest expense divided by the sum of net interest income and non-interest income

NON-GAAP RECONCILIATION



(Dollars in thousands)	As of or for the Year Ended						As of or for the Six Months Ended
	2014	2015	2016	2017	2018	2019	June 30, 2020
Non-GAAP Core Operating Income:							
Net Income (loss)	\$4,143	\$7,469	\$10,311	\$5,849	\$19,590	\$28,473	\$18,789
Add: restructuring charges	0	0	0	0	4,733	0	0
Less: Tax effect ⁽¹⁾	0	0	0	0	1,381	0	0
Restructuring charges, net of tax	0	0	0	0	3,352	0	0
Add: fixed asset impairments	0	0	0	1,903	171	424	424
Less: Tax effect ⁽²⁾	0	0	0	737	44	109	109
Fixed asset impairments, net of tax	0	0	0	1,166	127	315	315
Add: Goodwill Impairment ⁽³⁾	0	0	0	0	0	0	0
Add: State tax credit ⁽³⁾	0	0	0	0	(3,129)	(1,361)	(1,361)
Add: 2017 Tax Cut and Jobs Act ⁽³⁾	0	0	0	2,701	0	0	0
Non-GAAP core operating income	\$4,143	\$7,469	\$10,311	\$9,716	\$19,940	\$27,427	\$17,743
Non-GAAP Core Operating Return on Average Assets:							
Net Income (loss)	\$4,143	\$7,469	\$10,311	\$5,849	\$19,590	\$28,473	\$18,789
Non-GAAP core operating income	4,143	7,469	10,311	9,716	19,940	27,427	17,743
Average Assets	1,003,991	1,410,447	1,839,563	2,452,797	3,494,655	4,499,764	4,285,768
GAAP return on average assets	0.41%	0.53%	0.56%	0.24%	0.56%	0.63%	0.88%
Non-GAAP core operating return on average assets	0.41%	0.53%	0.56%	0.40%	0.57%	0.61%	0.83%
Non-GAAP Core Operating Return on Average Equity:							
Net Income	\$4,143	\$7,469	\$10,311	\$5,849	\$19,590	\$28,473	\$18,789
Non-GAAP core operating income	4,143	7,469	10,311	9,716	19,940	27,427	17,743
Less: Preferred stock dividends	1,485	2,066	2,100	2,100	2,100	175	175
Net Income available to common stockholders	2,658	5,403	8,211	3,749	17,490	28,298	18,614
Non-GAAP core operating income available to common stockholders	2,658	5,403	8,211	7,616	17,840	27,252	17,568
Average common equity	86,273	117,343	149,132	245,193	327,446	526,225	476,749
Tangible Assets	8,201	8,152	8,050	7,949	7,847	7,746	7,772
Average Tangible Equity	78,072	109,191	141,082	237,244	319,599	518,479	468,977
GAAP return on average common equity	3.08%	4.60%	5.51%	1.53%	5.34%	5.38%	7.87%
Non-GAAP core return on average tangible common equity	3.08%	4.95%	5.82%	3.21%	5.58%	5.26%	7.55%
Non-GAAP Core Operating Efficiency Ratio:							
Non-interest expense	\$24,640	\$30,562	\$40,587	\$62,089	\$85,755	\$87,648	\$44,591
Less: goodwill impairment	0	0	0	0	4,733	0	0
Non-GAAP non-interest expense (numerator)	24,640	30,562	40,587	62,089	81,022	87,648	44,591
Net interest income	31,090	42,267	54,053	74,818	110,368	141,444	68,479
Tax-equivalent interest income	1,712	2,637	4,001	5,439	3,099	2,522	1,229
Non-interest income	1,904	2,365	3,407	3,679	6,083	8,715	3,317
Add: fixed asset impairments	0	0	0	1,903	171	424	424
Non-GAAP Operating revenue (denominator)	34,706	47,269	61,461	85,839	119,721	153,105	73,449
GAAP efficiency ratio	74.68%	68.48%	70.64%	79.10%	73.64%	58.37%	62.11%
Non-GAAP core operating efficiency ratio (FTE)	71.00%	64.66%	66.04%	72.33%	67.68%	57.25%	60.71%

- (1) Represents the tax impact of the adjustments above at a tax rate of 25.73%, plus a permanent tax benefit associated with stock-based grants that were exercised prior to our former CEO's departure.
(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.

QUARTERLY NON-GAAP RECONCILIATION



(Dollars in thousands)	As of or for the Three Months Ended				
	June 30, 2019	September 30, 2019	December 31, 2019	March 31, 2020	June 30, 2020
Non-GAAP Core Operating Income:					
Net Income (loss)	\$9,439	\$10,384	(\$700)	\$3,857	(\$7,35)
Add: restructuring charges	0	0	0	0	
Less: Tax effect ⁽¹⁾	0	0	0	0	
Restructuring charges, net of tax	0	0	0	0	
Add: fixed asset impairments	424	0	0	0	
Less: Tax effect ⁽²⁾	109	0	0	0	
Fixed asset impairments, net of tax	315	0	0	0	
Add: Goodwill Impairment ⁽³⁾	0	0	0	0	7,35
Add: State tax credit ⁽³⁾	0	0	0	0	
Add: 2017 Tax Cut and Jobs Act					
Non-GAAP core operating income	\$9,754	\$10,384	(\$700)	\$3,857	\$4
Non-GAAP Core Operating Return on Average Assets:					
Net Income (loss)	\$9,439	\$10,384	(\$700)	\$3,857	(\$7,35)
Non-GAAP core operating income	9,754	10,384	(700)	3,857	4
Average Assets	4,402,002	4,610,958	4,809,579	4,975,531	5,441,51
GAAP return on average assets ⁽⁴⁾	0.86%	0.89%	(0.06%)	0.31%	(0.
Non-GAAP core operating return on average assets ⁽⁴⁾	0.89%	0.89%	(0.06%)	0.31%	0.
Non-GAAP Core Operating Efficiency Ratio:					
Non-interest expense	\$21,960	\$21,172	\$21,885	\$22,223	\$31,01
Less: Goodwill Impairment	\$0	\$0	\$0	\$0	\$7,35
Less: restructuring charges	0	0	0	0	
Non-GAAP non-interest expense (numerator)	21,960	21,172	21,885	22,223	23,61
Net interest income	34,874	35,786	37,179	38,228	41,15
Tax-equivalent interest income	612	624	670	695	68
Non-interest income	1,672	3,212	2,186	2,095	2,63
Add: fixed asset impairments	424	0	0	0	
Non-GAAP operating revenue (denominator)	37,582	39,622	40,035	41,018	44,47
GAAP efficiency ratio	60.09%	54.29%	55.60%	55.11%	70.
Non-GAAP core operating efficiency ratio (FTE)	58.43%	53.43%	54.66%	54.18%	53.

(1) Represents the tax impact of the adjustments above at a tax rate of 25.73%, plus a permanent tax benefit associated with stock-based grants that were exercised prior to our former CEO's departure.

(2) Represents the tax impact of the adjustments above at a tax rate of 25.73%.

(3) No tax effect associated with the state tax credit or the goodwill impairment

(4) Interim periods are annualized.

NON-GAAP RECONCILIATIONS (CONT.)



(Dollars in thousands, except per share data)	As of or for the Year Ended						As of or for the Six M
	December 31,						June 30,
	2014	2015	2016	2017	2018	2019	2019
Non-GAAP Pre-Tax Pre-Provision Profit							
Income before Taxes (loss)	4,439	8,095	10,373	4,408	17,196	32,611	21,505
Provision for Credit loss	3,915	5,975	6,500	12,000	13,500	29,900	5,700
Non-GAAP Pre-Tax Pre-Provision Profit	8,354	14,070	16,873	16,408	30,696	62,511	27,205
Average Assets	1,003,991	1,410,447	1,839,563	2,452,797	3,494,655	4,499,764	4,285,768
Non-GAAP Pre-Tax Pre-Provision Return on Average Assets	0.83%	1.00%	0.92%	0.67%	0.88%	1.39%	1.28%
Tangible Stockholders' Equity:							
Stockholders' equity	\$137,098	\$160,004	\$214,837	\$287,147	\$490,336	\$601,644	\$499,195
Less: goodwill and intangible assets	8,201	8,100	7,998	7,897	7,796	7,694	7,745
Less: preferred stock	28,614	30,000	30,000	30,000	30,000	0	0
Tangible Stockholders' Equity	\$100,283	\$121,904	\$176,839	\$249,250	\$452,540	\$593,950	\$491,450
Shares outstanding at end of period	17,908,862	19,661,718	25,194,872	30,686,256	45,074,322	51,969,203	45,367,641
Book value per common share	\$6.06	\$6.61	\$7.34	\$8.38	\$10.21	\$11.58	\$11.00
Tangible book value per common share	\$5.60	\$6.20	\$7.02	\$8.12	\$10.04	\$11.43	\$10.83

(Dollars in thousands, except per share data)	As of or for the Three Months Ended				
	6/30/19	9/30/19	12/31/19	3/31/20	6/30/20
Non-GAAP Pre-Tax Pre-Provision Profit					
Income before Taxes	11,736	12,976	(1,870)	4,150	(8,219)
Provision for Credit loss	2,850	4,850	19,350	13,950	21,000
Non-GAAP Pre-Tax Pre-Provision Profit	14,586	17,826	17,480	18,100	12,781
Average Assets	4,402,002	4,610,958	4,809,579	4,975,531	5,441,513
Non-GAAP Pre-Tax Pre-Provision Return on Average Assets	1.33%	1.53%	1.44%	1.46%	0.94%
Tangible Stockholders' Equity:					
Stockholders' equity	\$499,195	\$602,435	\$601,644	\$611,946	\$608,092
Less: goodwill and intangible assets	7,745	7,720	7,694	7,669	247
Less: preferred stock	0	0	0	0	0
Tangible Stockholders' Equity	\$491,450	\$594,715	\$593,950	\$604,277	\$607,845
Shares outstanding at end of period	45,367,641	51,969,203	51,969,203	52,098,062	52,167,573
Book value per common share	\$11.00	\$11.59	\$11.58	\$11.75	\$11.66
Tangible book value per common share	\$10.83	\$11.44	\$11.43	\$11.80	\$11.65

