# **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

> April 25, 2024 Date of Report (Date of earliest event reported)

#### Red River Bancshares, Inc.

(Exact Name of Registrant as Specified in Charter)

Louisiana (State or Other Jurisdiction of Incorporation) 001-38888 (Commission File Number)

72-1412058 (IRS Employer Identification No.)

1412 Centre Court Drive, Suite 301, Alexandria, Louisiana (Address of Principal Executive Offices)

71301 (Zip Code)

(318) 561-4000 Registrant's telephone number, including area code

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:

☐ Written communications pursuant to Rule 425 under the Securities Act (17	7 CFR 230.425)	
☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 C	CFR 240.14a-12)	
☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the	e Exchange Act (17 CFR 240.14d-2(b))	
☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the	e Exchange Act (17 CFR 240.13e-4(c))	
Securities registered pursuant to Section 12(b) of the Act:		
Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, no par value	RRBI	The Nasdaq Stock Market, LLC
Indicate by check mark whether the registrant is an emerging growth compar (§240.12b-2 of this chapter).	ny 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
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. 7.01 Regulation FD Disclosure.

Red River Bancshares, Inc. (the "Company") intends to participate in various conferences in April 2024. During these conferences, members of the Company's executive management team will meet with investors and analysts. Attached as Exhibit 99.1 to this Current Report on Form 8-K is the presentation the Company's executive management team will present. The presentation is also available on the Investor Relations page of the Company's website at

All information included in the presentation is presented as of the dates indicated, and the Company does not assume any obligation to correct or update such information in the future. In addition, the Company disclaims any inferences regarding the materiality of such information that may arise as a result of it furnishing such information under Item 7.01 of this Current Report on Form 8-K.

As provided in General Instruction B.2 to Form 8-K, the information furnished in Item 7.01 and Exhibit 99.1 of this Current Report on Form 8-K shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, and such information shall not be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

#### Item. 9.01 Financial Statements and Exhibits

(d) Exhibits. The following are furnished as exhibits to this Current Report on Form 8-K.

Exhibit Number Description of Exhibit

99.1 Red River Bancshares, Inc., Investor Presentation for April Conferences
104 Cover Page Interactive Data File (embedded within the Inline XBRL document).

#### SIGNATURES

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

Dated: April 25, 2024

#### RED RIVER BANCSHARES, INC.

Ву:

/s/ Isabel V. Carriere
Isabel V. Carriere, CPA, CGMA
Executive Vice President, Chief Financial Officer, and Assistant Corporate Secretary
(Principal Financial Officer and Principal Accounting Officer)





# RED RIVER BANCSHARES, INC.

# **INVESTOR PRESENTATION**

As of March 31, 2024 Nasdaq: RRBI

#### **Legal Disclosures**



Statements in this presentation regarding our expectations and beliefs about our future financial performance and financial condition, as well as trends in our business and markets, are "forward-looking statements" within the meaning of Section 27A of the Securities Exchange Act of 1934, as amended, Forward-looking statements often include words such as "believe," "expect," "anticipate," "intend," "plan," "estimate," "projed," "outloe," or words of similar meaning, or future or conditional verbs such as "believe," "expect," "anticipate," "intend," "plan," "estimate," "projed," "outloe," or words of similar meaning, or future or conditional verbs such as "bull; vould," "should," "could," or "may." The forward-looking statements in this presentation are based on current information and on assumptions that we make albow to future events and circumstances that are subject to a number of risks and uncertainties that are often difficult to predict and beyond our control. As a result of those risks and uncertainties, our actual financial results in the future could differ, possibly materially, from those expressed in or implied by the forward-looking statements contained in this presentation and could cause us to make changes to our future plans. Additional information regarding these and other risks and uncertainties to which our business and future financial performance are subject is contained in the section titled "Risk Factors" in our most recent Annual Report on Form 10-K, and subsequent quarterly reports on Form 10-Q, and in other documents that we file with the SEC from time to time. In addition, our actual financial results in the future may become, material to our business or operating results. Due to these and other possible uncertainties and risks, readers are cautioned not to place undue reliance on the forward-looking statements contained in this presentation or to make predictions based solely on historical financial performance. Any forward-looking statements peaks only as of the date on which it is ma

This presentation includes industry and trade association data, forecasts, and information that we have prepared based, in part, upon data, forecasts, and information obtained from independent trade associations, industry publications and surveys, government agencies, and other information publicly available to us, which information may be specific to particular markets or geographic locations. Some data is also based on our good faith estimates, which are derived from management's knowledge of the industry and independent sources. Industry publications, surveys, and forecasts generally state that the information contained therein has been obtained from sources believed to be reliable. Statements as to our market position are based on market data currently available to us. Although we believe these sources are reliable, we have not independently verified the information. While we are not aware of any misstatements regarding our industry data presented herein, our estimates involve risks and uncertainties and are subject to change based on various factors. Similarly, we believe our internal research is reliable, even though such research has not been verified by any independent sources.

Our accounting and reporting policies conform to United States GAAP and the prevailing practices in the banking industry, Certain financial measures used by management to evaluate our operating performance are discussed as supplemental non-GAAP performance measures. In accordance with SEC rules, we classify a financial measure as being a non-GAAP financial measure if that financial measure excludes or includes amounts, or is subject to adjustments that have the effect of excluding or including amounts, that are included or excluded, as the case may be, in the most directly comparable measure calculated and presented in accordance with GAAP as in effect from time to time in the U.S. Management and the board of directors review tangible book value per share, tangible common equity to tangible assets, and realized book value per share as part of managing operating performance. However, these non-GAAP financial measures should not be considered in isolation or as a substitute for the most directly comparable or other financial measures calculated in accordance with GAAP. Moreover, the manner that we calculate the non-GAAP financial measures that are discussed may differ from that of other companies perofring measures with similar names. It is important to understand how such other banking organizations calculate and name their financial measures similar to the non-GAAP financial measures included in the Appendix to this presentation.

### **Glossary**



- 1Q22 First Quarter of 2022
- 2Q22 Second Quarter of 2022
- 3Q22 Third Quarter of 2022
- 1Q23 First Quarter of 2023
- 2Q23 Second Quarter of 2023
- 3Q23 Third Quarter of 2023
- 4Q23 Fourth Quarter of 2023
- 1Q24 First Quarter of 2024
- ACL Allowance for credit losses
- AFS Available-for-sale
- AOCI Accumulated other comprehensive income or loss

   GAAP Generally Accepted Accounting Principles in the United States of America

   ROA Return on average assets
- API Application programming interface
- B.A. Bachelor of Arts
- B.B.A. Bachelor of Business Administration
- BIC Borrower-in-custody program
- bp(s) Basis point(s)
- B.S. Bachelor of Science
- CAGR Compound annual growth rate

- CGMA Chartered Global Management L.L.C. Limited liability company
- CL(s) Criticized Loans
- CPA Certified Public Accountant
- CRA Community Reinvestment Act
- CRE Commercial real estate loans
- DDA Demand deposit accounts
- EPS Earnings per share
- FDIC Federal Deposit Insurance Corporation
  - FTE Fully taxable equivalent basis NPL(s) Nonperforming loan(s)
- HFI Held for investment
- HFS Held for sale
- HTM Held-to-maturity
- IPO Initial public offering
- J.D. Juris Doctor
- K Dollars in thousands
- C&D Construction and land development loans
  - LPO Loan production office

- L.L.P. Limited liability partnership
- M Dollars in millions
- M.B.A. Master of Business Administration
- MBS Mortgage-backed securities
- NIM Net interest margin
- NOO Non-owner occupied
- NOW Negotiable order of withdrawal
- NPA(s) Nonperforming asset(s)

- ROE Return on average equity
- RRB Red River Bank
- RRBI Red River Bancshares, Inc.
- SBIC Small Business Investment Company
- SEC United States Securities and Exchange Commission
- UBPR Uniform Bank Performance Report
- U.S. United States of America
- vs. Versus

# Strong. Stable.

We're your people.



redriverbank.net





- Established in 1998 in Alexandria, Louisiana
- Completed IPO in May 2019
- Included in Russell 2000 Index
- As of March 31, 2024:
  - Assets = \$3.07 billion
  - Loans HFI = \$2.04 billion
  - Securities = \$688.2 million
  - Deposits = \$2.75 billion
  - Market capitalization = \$343.2 million
- Ownership
  - Insiders = 32%
  - Institutions = 22%<sup>1</sup>
  - Public and other = 46%
- Named in American Banker's "Best Banks to Work For 2023"<sup>2</sup>
- Ranked 15<sup>th</sup> in S&P Global Market Intelligence's Top 50 Community Banks \$3.0 \$10.0 billion<sup>3</sup>
- Sixth largest Louisiana-headquartered bank based on assets as of December 31, 2023⁴







Company History	RED RIVER BANCSHARES, INC.
Completed first stock offering of \$12.4M	
Red River Bank opened in Rapides Parish	
2000 Completed stock offering of \$4.0M	
2003 Acquired Bank of Lecompte in Central Louisiana	
Expanded into Northwest Market via banking center and completed	d stock offering of \$5.0M
2009 Completed stock offering of \$7.4M	
Expanded into Capital Market via Fidelity Bancorp, Inc. acquisition	
Expanded into Southwest Market via LPO. Completed stock offering	g of \$12.1M
Expanded into Northshore Market via LPO. Completed IPO of \$26.	8M
Expanded into Acadiana Market via LDPO	
Expanded into New Orleans Market via LDPO	
	8

# **Expansion Highlights**



#### Southwest Market - Lake Charles, Louisiana

■ 1Q23 - Closed Lake Street Banking Center and moved staff and services to the expanded Country Club Banking Center

#### New Orleans Market - New Orleans, Louisiana

■ 2021 - Opened LDPO on Poydras Street in downtown New Orleans



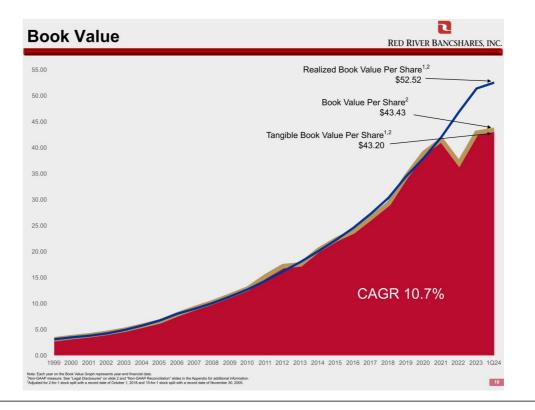
#### **Baronne Street Banking Center**

 3Q22 - Opened as a fullservice banking center



#### Veterans Memorial Boulevard Banking Center

- 1Q22 Purchased land in Metairie, Louisiana (a New Orleans suburb)
- 4Q23 Construction began on a new banking center
- Expected to open as a new full-service banking center in mid-2024



#### **Leadership Team**





- R. Blake Chatelain
  President, Chief Exer
  Founding manageme
  Previously Executive Blake Chatelain
  President, Chief Executive Officer, and Director
  Founding management
  Previously Executive Vice President of Rapides Bank & Trust
  Company, a subsidiary of First Commerce Corporation
  B.S. in Finance from Louisiana State University



- Isabel V. Carriere, CPA, CGMA

  Executive Vice President and Chief Financial Officer

  Founding management

  Previously Manager of the Financial Planning Department at
  Whitney National Bank, in the Financial Planning and
  Financial Reporting Department of First Commerce
  Corporation, and audited depository organizations with KPMG

  B.S. in Management from Tulane University



- Bryon C. Salazar

  Executive Vice President, Chief Banking Officer, and Director<sup>1</sup>

  Founding management

  Past Chairman for the Board of Trustees of Rapides Regional Medical Center

  Previously Commercial Banker at Rapides Bank & Trust Company

  B.S. in Finance from Louisiana State University



- Tammi R. Salazar

  Executive Vice President and Chief Operating Officer'

  Founding management
  Previously Vice President of Rapides Bank & Trust Company
  Director of the Rapides Children's Advocacy Network, River
  Oaks Art Center, and Christus Cabrini Foundation

  B.S. in Finance from Louisiana Tech University



- Julia E. Callis, J.D.

- Jila E. Callis, J.D.
  Senior Vice President, General Counsel, and Corporate
  Secretary
  Joined Red River Bank in 2020
  Previously with Cleco Corporate Holdings L.L.C. and
  Thompson & Knight L.L.P.
  B.A. in English from Vanderbilt University and J.D. from
  Louisiana State University



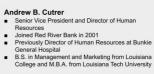
- G. Bridges Hall, IV

  Senior Vice President and Chief Credit Policy Officer¹
  Jolined Red River Bank in 2006
  Previously Credit Department Manager (Dallas) at Hilbernia National Bank
  B.S. in Business Administration from Northwestern State University, M.B.A. from Louisiana State University-Shreveport, and attended the Graduate School of Banking at Louisiana State University



- Debbie B. Triche
  Senior Vice President and Retail Administrator¹
  Joined Red River Bank in 2000
  Previously Vice President and Retail Branch Manager at Rapides Bank & Trust Company
  B.S. in Marketing from Louisiana Tech University
  Board of Trustees member of Rapides Regional Medical Center







#### David K. Thompson

- David K. Thompson

  Capital Market President¹

  Joined Red River Bank in 2015

  Previously Baton Rouge Commercial Group Lender at IBERIABANK

  B.B.A. in Finance from University of Louisiana-Monroe and attended the Graduate School of Banking at Louisiana State University

# **Growth Strategies**

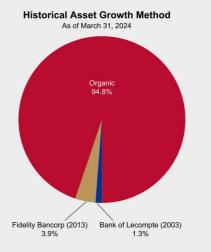


#### De Novo Growth Strategies

- Disciplined, targeted expansions for smart growth
- Target markets with significant disruption by competitors
- Concentrate on urban markets with growth potential
- Focus on markets where market share is held by large national and regional banks
- Hire experienced leadership from the market to build a team.
- Offer an authentic, full-service, relationship-based community bank experience
- Establish presence initially with an LDPO then build or buy and remodel a banking center

#### **Disciplined Acquisition Strategy**

 Successfully integrated two acquisitions and positioned to capitalize on future opportunities



# **Guiding Principles**



#### Relationship-Driven Client Focus

Our relationship-driven client focus and consistent lending philosophy results in loyal loan customers who also provide stable core deposits.

#### **Experienced Bankers**

In addition to a cohesive, long-tenured executive management team, we enjoy the benefits of an experienced group of client-facing bankers, which has resulted in steady, diversified, organic loan growth, combined with excellent quality metrics.

#### Conservative Credit Culture

Our founding management team developed the initial credit culture, predicated upon conservative underwriting principles carried over from regional bank experience. This same team has overseen the implementation and periodic adjustment of these core lending tenets over a 25-year time frame.

#### "Footprint" Lending

We have a low level of participations purchased and shared national credits. Our loan portfolio is well below CRE portfolio concentration guidelines and lower than the CRE portfolio is further characterized by modest hold limits, strong oversight, and rapid response to problem loan resolution.

#### Consistent Lending Standards

Fundamental goals continue to include disciplined, profitable growth, broad diversification, highquality performance, and consistent underwriting standards.

# **Digital Banking**



#### **Embracing Technology**

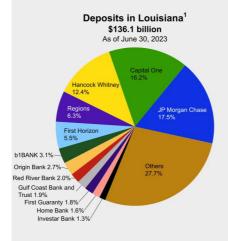
- Robust commercial treasury systems
- P2P payments platform provided by Zelle®
- Online and mobile banking channels: mobile deposit, digital receipts, Apple Pay, mobile wallet, and debit card controls
- Launched redesigned, contactless debit cards
- Online deposit account opening and mortgage applications
  - Implemented an upgrade to include a "Verification of Life" system in an effort to reduce fraud
- Implemented SQN Banking Systems' fraud detection system to reduce check fraud
- Mobile, automated small-dollar loan system
- Implementing MeridianLink system for end-to-end small business and consumer loan application system
- Completed our core system upgrade to improve efficiency, accuracy, and streamline operations
- Utilize API for automation of processes to improve efficiency and manage headcount
- Invested in the JAM FINTOP Banktech fund as a resource for technology systems



# **Competitive Landscape**



- Red River Bank holds 2.0% of Louisiana deposits¹
- 57.9% of Louisiana deposits are held by large national or regional banks¹
- Large banks de-emphasizing markets we serve



Deposit	Market	Share as of Ju	ıne	30, 202	3 <sup>1</sup>	
		Red River Ba	Total			
Markets	Rank	% of Marketshare	\$M			
Central Market	1 <sup>st</sup>	38.8%	\$	1,522	\$	3,927
Northwest Market	$9^{th}$	4.9%	\$	485	\$	9,841
Capital Market	8 <sup>th</sup>	2.2%	\$	496	\$	22,256
Southwest Market	12 <sup>th</sup>	1.3%	\$	72	\$	5,688
Northshore Market	20 <sup>th</sup>	0.4%	\$	33	\$	7,576
Acadiana Market	$24^{th}$	0.3%	\$	21	\$	8,363
New Orleans Market	21 <sup>st</sup>	0.1%	\$	44	\$	35,593
State of Louisiana	8 <sup>th</sup>	2.0%	\$	2,673	\$	136,127

<sup>1</sup>Source: FDIC, Deposits as of June 30, 2023.



# 2023 Highlights



- Assets increased 1.5% to \$3.13 billion
- Loans HFI increased 4.0% to \$1.99 billion
- Deposits were consistent between 12/31/23 and 12/31/22, but shifted from lower to higher yielding categories
- Repurchased 101,298 shares of common stock at an aggregate cost of \$5.0 million and completed the 2023 stock repurchase program

	As	of	
	12/31/23		12/31/22
\$	3,128,810	\$	3,082,686
\$	1,992,858	\$	1,916,267
\$	2,801,888	\$	2,798,936
\$	303,851	\$	265,753
\$	42.85	\$	36.99
\$	42.63	\$	36.78
\$	51.38	\$	46.90
	71.13%		68.46%
	32.71%		38.96%
	0.08%		0.08%
	0.13%		0.12%
	1.07%		1.08%
	9.71%		8.62%
	9.67%		8.57%
	18.28%		17.39%
	17.24%		16.38%
	11.56%		10.71%
40 40 40 40	6 6 6 6	12/31/23 5 3,128,810 5 1,992,858 5 2,801,888 5 303,851 5 42,85 6 42,85 6 42,63 71,13% 32,71% 0.08% 0.13% 1.07% 9.77% 18,28% 17,24%	\$ 3,128,810 \$ \$ 1,992,858 \$ \$ 2,801,888 \$ \$ 2,801,888 \$ \$ 303,851 \$ \$ 6 42.63 \$ \$ 6 42.63 \$ \$ 71.13% \$

- Net income decreased 5.5% to \$34.9 million for 2023
- EPS (diluted) was \$4.86 and ROA was 1.15%
- Increased cash dividend to \$0.32 per share for 2023, compared to \$0.28 per share for 2022
- Net interest income was fairly consistent for 2023 and 2022, with offsetting increases in interest income and interest expense
- NIM FTE increased 5 bps to 2.91%

For the Years Ended								
1	2/31/23	12/31/22						
\$	34,879	\$	36,916					
\$	4.86	\$	5.13					
\$	0.32	\$	0.28					
	1.15%		1.18%					
	12.44%		13.98%					
	2.91%		2.86%					
	59.39%		56.60%					
	0.02%		0.02%					
	\$ \$	12/31/23 \$ 34,879 \$ 4.86 \$ 0.32 1.15% 12.44% 2.91% 59.39%	12/31/23 1 \$ 34,879 \$ \$ 4.86 \$ \$ 0.32 \$ 1.15% 12.44% 2.91% 59.39%					

# 2023 Selected Income Comparison



	For the Ye	ears E	nded		nce	
(dollars in thousands)	 2/31/23	1.	2/31/22		\$	%
Total Interest and Dividend Income	\$ 118,568	\$	94,375	\$	24,193	25.6%
Total Interest Expense	32,130		7,736		24,394	315.3%
Net Interest Income	\$ 86,438	\$	86,639	\$	(201)	(0.2%)
Provision for Credit Losses	\$ 735	\$	1,750	\$	(1,015)	(58.0%)
Mortgage Loan Income	\$ 1,965	\$	3,096	\$	(1,131)	(36.5%)
SBIC Income	\$ 2,873	\$	563	\$	2,310	410.3%
Net Income	\$ 34,879	\$	36,916	\$	(2,037)	(5.5%)

- Interest and dividend income benefited from the higher interest rate environment and an improved asset mix.
- Interest expense increased due to deposit rate pressures, combined with larger balances in higher cost deposit accounts.
- Provision for credit losses decreased due to the current inflationary environment, changing monetary policy, current economic forecasts, and lower loan growth.
- Mortgage loan income decreased due to higher mortgage interest rates and reduced purchase activity.
- SBIC income increased due to the sale of an investment by the SBIC in 2023, which resulted in increased distributions.



## **1Q24 Financial Results**



- Consistent net interest margin and net income
- Net income benefited from \$800,000 of nonrecurring items
- Lower deposits and assets
- Good loan activity and growth
- Solid liquidity
- Consistent, good asset quality
- No borrowings, brokered deposits, or internet-sourced deposits
- Well capitalized
- Quarterly cash dividend increased to \$0.09 per share
- Completed significant stock buyback transaction
- Michael J. Brown joined the boards of directors
- RRB ranked 15th of the Top 50 bestperforming community banks in 2023 with assets between \$3.0 and \$10.0 billion²

(dollars in thousands, except per share data)	1Q24	4Q23	1Q23
Net Income	\$ 8,188	\$ 8,292	\$ 9,598
EPS, Diluted	\$ 1.16	\$ 1.16	\$ 1.33
Book Value Per Share	\$ 43.43	\$ 42.85	\$ 38.54
Tangible Book Value Per Share <sup>1</sup>	\$ 43.20	\$ 42.63	\$ 38.33
Realized Book Value Per Share <sup>1</sup>	\$ 52.52	\$ 51.38	\$ 48.09
Cash Dividends Per Share	\$ 0.09	\$ 0.08	\$ 0.08
ROA	1.07%	1.08%	1.28%
ROE	10.77%	11.63%	14.33%
NIM FTE	2.83%	2.82%	3.13%
Efficiency Ratio	60.37%	60.51%	56.84%
Loans HFI to Deposits	74.22%	71.13%	70.36%
Noninterest-bearing Deposits to Deposits	32.61%	32.71%	38.81%
NPAs to Assets	0.08%	0.08%	0.08%
ACL to Loans HFI	1.06%	1.07%	1.09%
Net Charge-offs to Average Loans	0.00%	0.01%	0.00%
Assets	\$ 3,073,298	\$ 3,128,810	\$ 3,030,582
Loans HFI	\$ 2,038,072	\$ 1,992,858	\$ 1,921,850
Deposits	\$ 2,745,891	\$ 2,801,888	\$ 2,731,385
Stockholders' Equity	\$ 299,314	\$ 303,851	\$ 276,640
Realized Common Equity <sup>1</sup>	\$ 362,014	\$ 364,345	\$ 345,181
Stockholders' Equity to Assets	9.74%	9.71%	9.13%
Tangible Common Equity to Tangible Assets <sup>1</sup>	9.69%	9.67%	9.08%
Total Risk-Based Capital Ratio	17.84%	18.28%	17.89%
Leverage Ratio	11.44%	11.56%	11.02%

'Non-GAAP measure. See 'Legal Disclosures' on slide 2 and 'Non-GAAP Reconciliation' slides in the Appendix for additional information.

2 Source: According to press release issued by S&P Global Market Intelligence on March 20, 2024.

# **Balance Sheet**



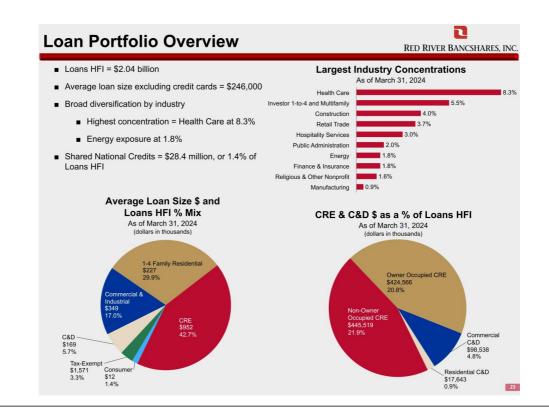
			As of		
	(dollars in thousands)	3/31/24	12/31/23	3/31/23	
Assets decreased 1.8% to \$3.07	Assets				
billion	Cash and due from banks	\$ 19,401	\$ 53,062	\$	34,491
Loans HFI increased 2.3% to	Interest-bearing deposits in other banks	210,404	252,364		194,727
\$2.04 billion with new loan activity in	Securities AFS, at fair value	545,967	570,092		611,794
various markets	Securities HTM, at amortized cost	139,328	141,236		149,417
various markets	Equity securities, at fair value	2,934	2,965		4,010
Deposits decreased 2.0% due to the	Loans HFS	1,653	1,306		2,046
seasonal outflow of funds from public	Loans HFI	2,038,072	1,992,858		1,921,85
entity customers	Allowance for credit losses	(21,564)	(21,336)		(20,854
Completed a privately negotiated	Other Assets	137,103	136,263		133,10
stock repurchase of 200,000 shares	Total Assets	\$ 3,073,298	\$ 3,128,810	\$	3,030,58
for \$10.0 million, supplemental to the	Liabilities				
2024 stock repurchase program	Noninterest-bearing deposits	\$ 895,439	\$ 916,456	\$	1,060,042
All \$5.0 million of the 2024 stock	Interest-bearing deposits	1,850,452	1,885,432		1,671,34
repurchase program is available	Total Deposits	2,745,891	2,801,888		2,731,38
reparenace program to available	Other borrowed funds	_	10-		_
Equity decreased with stock buyback	Other accrued expenses and liabilities	28,093	23,071		22,557
and cash dividends, and increased	Total Liabilities	2,773,984	2,824,959		2,753,942
with net income	Stockholders' Equity				
Noninterest-bearing deposits to	Preferred stock, no par value	_	_		_
deposits ratio = 32.61%	Common stock, no par value	45,177	55,136		59,788
	Additional paid-in capital	2,485	2,407		2,15
Loans HFI to deposits ratio = 74.22%	Retained earnings	314,352	306,802		283,236
	AOCI	(62,700)	(60,494)		(68,54
	Total Stockholders' Equity	299,314	303,851		276,64
	Total Liabilities and Stockholders' Equity	\$ 3,073,298	\$ 3,128,810	\$	3,030,582

# **1Q24 Selected Income Comparison**



F	or the Qua	Variance					
3	/31/24	12/31/23			\$	%	
\$	33,018	\$	32,041	\$	977	3.0%	
	11,655		10,747		908	8.4%	
\$	21,363	\$	21,294	\$	69	0.3%	
\$	1,022	\$	875	\$	147	16.8%	
\$	352	\$	393	\$	(41)	(10.4%)	
\$	347	\$	631	\$	(284)	(45.0%)	
\$	(42)	\$	256	\$	(298)	(116.4%)	
\$	8,188	\$	8,292	\$	(104)	(1.3%)	
	\$ \$ \$ \$ \$	3/31/24 \$ 33,018 11,655 \$ 21,363 \$ 1,022 \$ 352 \$ 347 \$ (42)	3/31/24 12 \$ 33,018 \$ 11,655 \$ 21,363 \$  \$ 1,022 \$ \$ 352 \$ \$ 347 \$ \$ (42) \$	\$ 33,018 \$ 32,041 11,655 10,747 \$ 21,363 \$ 21,294 \$ 1,022 \$ 875 \$ 352 \$ 393 \$ 347 \$ 631 \$ (42) \$ 256	3/31/24         12/31/23           \$ 33,018         \$ 32,041         \$ 11,655           \$ 21,363         \$ 21,294         \$ 21,294           \$ 352         \$ 393         \$ 347           \$ 347         \$ 631         \$ (42)           \$ 256         \$ 360         \$ 360	3/31/24         12/31/23         \$           \$ 33,018         \$ 32,041         \$ 977           \$ 11,655         \$ 10,747         908           \$ 21,363         \$ 21,294         \$ 69           \$ 1,022         \$ 875         \$ 147           \$ 352         \$ 393         \$ (41)           \$ 347         \$ 631         \$ (284)           \$ (42)         \$ 256         \$ (298)	

- Interest and dividend income increased due to higher rates on new and renewed loans, increased loans HFI balances, and higher yields on securities recently purchased.
- Interest expense increased due to higher rates on new and renewed time deposits, combined with larger balances in certain higher cost deposit accounts.
- Debit card income, net, included \$145,000 of nonrecurring income from the termination of our existing debit card provider contract. In January 2024, a newly negotiated debit card provider contract became effective.
- SBIC income includes periodic distribution payments. We received distribution payments of \$114,000 in the first quarter of 2024 and \$166,000 in the fourth quarter of 2023.
- Data processing expense decreased due to receipt of a \$284,000 periodic refund from our data processing center in the first quarter of 2024.
- Loan and deposit expense decreased primarily due to the receipt of a \$262,000 negotiated, variable rebate from a vendor in the first quarter of 2024.

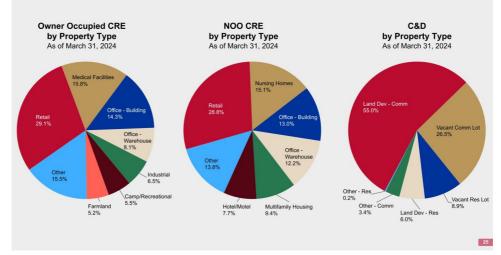


# Health Care Loans Largest industry concentration Health Care loans = \$168.1 million, or 8.3%, of loans HFI Average loan size = \$368,000 No shared national credits, real estate investment trusts, or assisted living facilities Skilled nursing care facilities operate under a certificate of need system in Louisiana Nursing facilities are managed by Louisiana-based owner operators Health Care Loans by Subtype % of Loans HFI As of March 31, 2024 Nursing & Residential Care Facilities 4.6% Physicians & Dental Practices 3.5%

# **Commercial Real Estate Loans**



- CRE = \$870.1 million, or 42.7% of loans HFI
- C&D = \$116.2 million, or 5.7% of loans HFI
- CRE criticized loans = \$10.6 million, or 1.2% of total CRE loans and 0.5% of loans HFI
- CRE NPLs = \$711,000, or 0.08% of total CRE loans and 0.03% of loans HFI



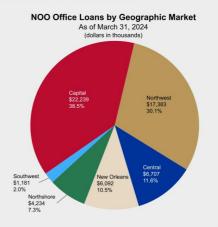
# **CRE - NOO Office Loans**



- NOO office loans = \$57.8 million, or 2.8% of loans HFI
- Primarily centered in low-rise suburban areas
- Average size = \$980,000
- Average loan-to-value for NOO office loans = 51.3%
- Criticized NOO office loans = \$3.2 million, 5.6% of total NOO office loans or < 0.2% of loan HFI

# NOO Office Loans by Maturity As of March 31, 2024 (dollars in thousands)

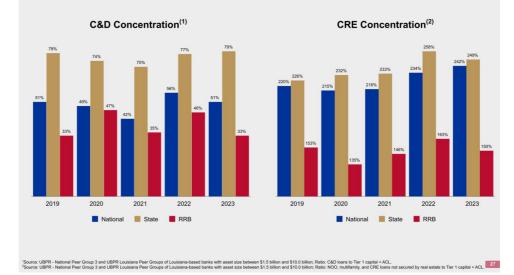
Maturing in:		\$	% of Total
2024	\$	4,746	8.2 %
2025		16,185	28.0 %
2026		1,535	2.6 %
2027		9,457	16.4 %
2028		13,961	24.1 %
2029 and beyond		11,952	20.7 %
Total NOO Offices	s	57 836	100.0 %



# **C&D** and **CRE** Historical Concentrations



- Low levels of CRE relative to state, regional, and national peers
- Concentration ratios as a % of risk-based capital are well below bank regulatory guidelines
- As of 1Q24, RRB CRE Ratio = 150.4% and RRB C&D Ratio = 31.0%



# **Loans by Market**



- Expanding operations in Southwest, Acadiana, Northshore, and Capital Markets
- In the New Orleans Market, opened an LDPO in 2021 and a full-service banking center in 2022

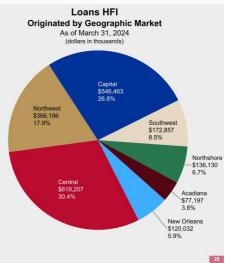
#### **Opportunities and Challenges to Future Loans**

#### **Opportunities**

- Expansion in larger Louisiana markets
- Competitor disruption
- New lender capacity

#### Challenges

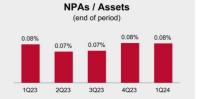
- Higher rates impacting future borrowing activity
- Economic uncertainty and inflation
- Slowing loan demand
- Robust competition for new loans
- Tight labor market hampering business expansion



# **Asset Quality**

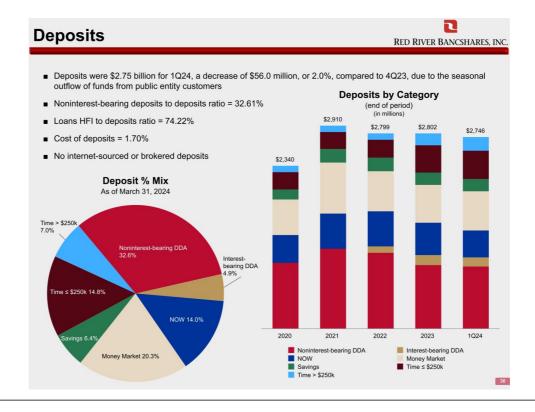


- NPAs decreased slightly to \$2.5 million
  - NPAs to Assets = 0.08%
- Provision expense totaled \$300,000 in 1Q24
- ACL to loans HFI = 1.06%
- Net charge-offs to average loans since Red River Bank's opening in 1999 = 0.05%



# Asset Quality Metrics As of and for the quarters ended

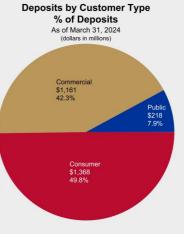
 		•						
3/31/23		6/30/23		9/30/23		12/31/23		3/31/24
\$ 2,361	\$	1,958	\$	2,046	\$	2,533	\$	2,530
0.12%		0.10%		0.10%		0.13%		0.12%
\$ 2,383	\$	1,980	\$	2,068	\$	2,602	\$	2,530
0.08%		0.07%		0.07%		0.08%		0.08%
\$ 21,944	\$	20,711	\$	25,323	\$	24,283	\$	25,129
1.14%		1.06%		1.30%		1.22%		1.23%
\$ _	\$	300	\$	185	\$	250	\$	300
1.09%		1.08%		1.09%		1.07%		1.06%
0.00%		0.00%		0.00%		0.01%		0.00%
\$	\$ 2,361 0.12% \$ 2,383 0.08% \$ 21,944 1.14% \$ — 1.09%	\$ 2,361 \$ 0.12% \$ 0.08% \$ 0.08% \$ 1.14% \$ 1.09%	\$ 2,361 \$ 1,958 0.10% \$ 2,383 \$ 1,980 0.07% \$ 21,944 \$ 20,711 1.14% \$ \$ 300 \$ 1.09% 1.08%	\$ 2,361 \$ 1,958 \$ 0.12% \$ 0.10% \$ \$ 2,383 \$ 1,980 \$ 0.07% \$ \$ 21,944 \$ 20,711 \$ 1.14% \$ 1.06% \$ \$ — \$ 300 \$ \$ 1.08% \$ \$ \$ 1.09% \$ 1.08%	\$ 2,361 \$ 1,958 \$ 2,046   0.12%	\$ 2,361 \$ 1,958 \$ 2,046 \$ 0.12%	\$ 2,361       \$ 1,958       \$ 2,046       \$ 2,533         0.12%       0.10%       0.10%       0.13%         \$ 2,383       \$ 1,980       \$ 2,068       \$ 2,602         0.08%       0.07%       0.07%       0.08%         \$ 21,944       \$ 20,711       \$ 25,323       \$ 24,283         1.14%       1.06%       1.30%       1.22%         \$ 300       \$ 185       \$ 250         1.09%       1.07%	\$ 2,361       \$ 1,958       \$ 2,046       \$ 2,533       \$ 2,010%       \$ 2,533       \$ 2,010%       \$ 2,602       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003       \$ 2,003



# **Deposit Characteristics**



- Granular, diversified deposit portfolio and customer base throughout
  - Average deposit account size = \$28,000
- Public entity deposits
  - Relationship-based Louisiana public entities
  - Public entity deposits = \$217.5 million, 7.9% of deposits
- Estimated Uninsured Deposits
  - Estimated uninsured deposits<sup>1</sup> = \$809.5 million, 29.5% of deposits
  - Estimated uninsured deposits, excluding collateralized public funds² = \$635.7 million, 23.2% of deposits
  - Cash and cash equivalents combined with available borrowing capacity represent 232.2% of estimated uninsured deposits and 295.7% of estimated uninsured deposits, excluding collateralized public funds



<sup>1</sup>Calculated based on the same methodologies and assumptions used for regulatory reporting purposes.

<sup>2</sup>Public entity deposits above the FDIC insurance limit are fully collateralized.

#### **Securities** RED RIVER BANCSHARES, INC. Key Securities Metrics as of March 31, 2024 ■ Securities AFS portfolio at fair value = \$546.0 million, net of \$65.3 million Securities of unrealized loss (end of period) (in millions) ■ Securities HTM portfolio at amortized cost = \$139.3 million \$776.1 ■ Unrealized loss on HTM portfolio = \$24.5 million \$714.3 ■ 1Q24 yield = 2.12% \$688.2 \$667.0 ■ Effective duration = 5.2 years ■ Estimated cash flows from securities, assuming consistent interest rates

- \$70.0 million principal repayments in 2025 ■ Securities AFS (fair value) and HTM (amortized cost) pledged as
- No investment in subordinated debentures of other financial institutions

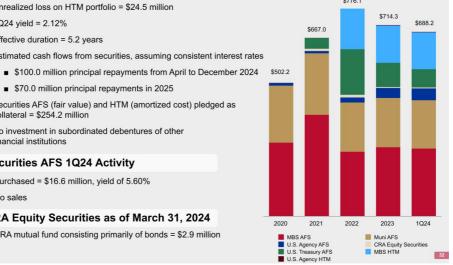
#### Securities AFS 1Q24 Activity

collateral = \$254.2 million

- Purchased = \$16.6 million, yield of 5.60%

#### CRA Equity Securities as of March 31, 2024

■ CRA mutual fund consisting primarily of bonds = \$2.9 million



# **Liquidity and Borrowing Availability**

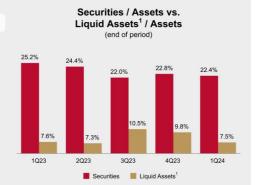


#### Liquidity

- Liquid Assets¹ = \$229.8 million, or 7.48% of assets, as of March 31, 2024 with \$254.7 million average for 1Q24
- Estimated cash flows from securities, assuming consistent interest rates
  - \$100.0 million principal repayments from April to December 2024
  - \$70.0 million principal repayments in 2025

#### **Borrowing Availability**

- \$1.65 billion in available borrowing capacity through the following sources:
  - Federal Home Loan Bank = \$953.2 million
  - Federal Funds Lines = \$95.0 million
  - Other revolving lines = \$6.0 million
  - Federal Reserve Bank Discount Window amounts pledged as collateral:
    - Loans (BIC) = \$143.0 million
    - Securities AFS = \$43.0 million
  - Securities unencumbered = \$409.7 million

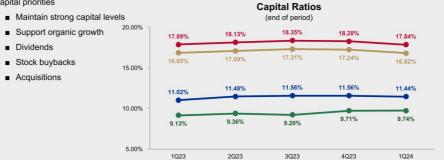


Liquid Assets, as presented, refers to total cash and cash equivalents

# Capital

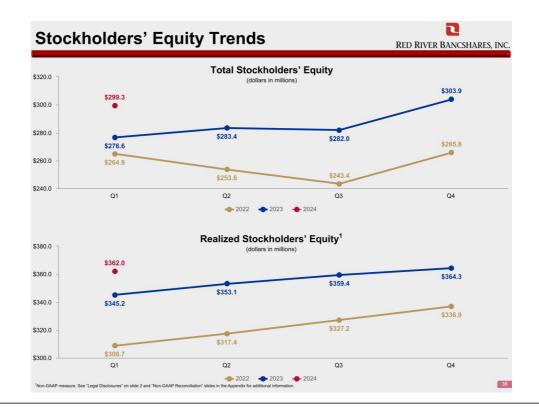
- Well capitalized position
- Includes \$62.7 million of net unrealized losses on securities AFS and HTM, 20.9% of capital as of March 31, 2024
- Stock repurchases
  - In 2023, we repurchased 101,298 shares of common stock for \$5.0 million, which completed the 2023 stock repurchase program
  - Stock repurchase program renewed for 2024 for \$5.0 million, which will expire December 31, 2024
  - In 1Q24, we entered into a privately negotiated stock repurchase agreement for 200,000 shares of common stock for \$10.0 million; this repurchase was supplemental to the 2024 stock repurchase program
- Quarterly dividend increased in 1Q24 to \$0.09 per share from \$0.08 per share in 4Q23

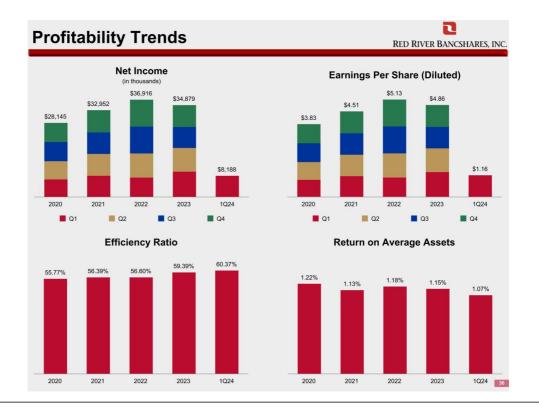




Total Risk-Based Capital
 Leverage Ratio

Tier 1 Risk-Based Capital
 Stockholders' Equity to Assets

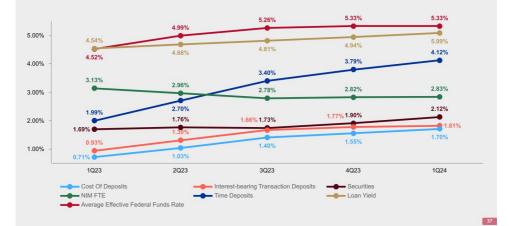




# Net Interest Margin FTE (1Q24 vs. 4Q23)



- NIM FTE increased 1 bp to 2.83% for 1Q24
- Improved yields on earning assets offset by higher deposit costs
- Securities yield increased 22 bps due to reinvesting securities cash flows into higher yielding securities
- Loan yield increased 15 bps. Rates on new and renewed loans were 7.56% in 1Q24 compared to 7.39% in 4Q23
- Rate on time deposits increased 33 bps in 1Q24, as time deposits renewed at higher rates
- Cost of deposits increased 15 bps in 1Q24 to 1.70%



# **Net Interest Margin Update**



	Average Yie	Basis Points	
	1Q24	4Q23	Increase (Decrease)
Loans	5.09%	4.94%	15
Securities	2.12%	1.90%	22
Total interest-earning assets	4.35%	4.20%	15
Interest-bearing transaction deposits	1.81%	1.77%	4
Time deposits	4.12%	3.79%	33
Cost of deposits	1.70%	1.55%	15
NIM FTE	2.83%	2.82%	1

### **NIM Opportunities**

- Deploy investment cash flows into higher yielding assets
- Good loan pipeline
- Slowing migration into time deposits
- Growth opportunity in new and legacy markets

### **NIM Challenges**

- Uncertainty regarding future interest rate environment
- Deposit rate pressures
- Deposit mix shift to higher cost products
- Uncertainty regarding customer deposit activity
- Competition for new loans

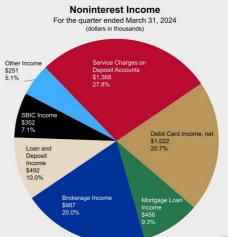
### **Expectations**

- Reinvest cash flows from securities into higher yielding assets
- Mitigate deposit rate pressure
- Net interest income and net interest margin projected to improve slightly throughout 2024

# Noninterest Income (1Q24 vs. 4Q23)



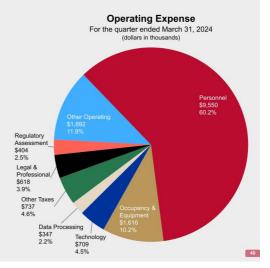
- Noninterest income decreased \$259,000 to \$4.9 million for 1Q24
- Equity securities had a loss of \$31,000 for 1Q24 compared to a gain of \$132,000 for 4Q23
- Service charges on deposit accounts decreased \$91,000 to \$1.4 million for 1Q24 mainly due to adjustments to the deposit fee schedule in 1Q24
- Loan and deposit income decreased \$83,000 to \$492,000 for 1Q24 primarily related to less annual renewals of letters of credit in 1Q24
- SBIC income decreased \$41,000 to \$352,000 for 1Q24 due to the receipt of \$114,000 in distribution payments in 1Q24 compared to \$166,000 in 4Q23
- Debit card income, net, increased \$147,000 to \$1.0 million for 1Q24
  - Terminated existing debit card provider contract resulting in \$145,000 of nonrecurring income in 1024
  - In January 2024, a newly negotiated debit card provider contract became effective



# Operating Expense (1Q24 vs. 4Q23)



- Operating expenses decreased \$150,000 to \$15.9 million for 1Q24
- Loan and deposit expenses decreased \$298,000 to (\$42,000) for 1Q24 primarily due to receipt of a \$262,000 negotiated, variable rebate from a vendor
- Data processing expenses decreased \$284,000 to \$347,000 for 1Q24 due to receipt of a \$284,000 periodic refund from our data processing center
- Personnel expenses increased \$317,000 to \$9.6 million for 1Q24 primarily due to net staff changes, restarting of payroll tax expense, and increased revenue-based commission compensation
- Other taxes increased \$58,000 to \$737,000 for 1Q24 primarily due to higher stock repurchase tax expense related to higher stock repurchases in 1Q24



# **Strategic Outlook**



- Continue building a strong, Louisiana-based, super-community bank by leveraging existing infrastructure and creating strong brand loyalty
- Continue disciplined capital management and consistent dividends
- Focus on liquidity and gathering core deposits
- Mitigate deposit rate pressure
- Manage net interest income and net interest margin in a consistent or decreasing interest rate environment
- Monitor asset quality trends and maintain appropriate level of allowance for credit losses
- Disciplined focus on personal, relationship banking and building shareholder value
- Continue de novo, organic expansion strategy
- Expand market share in newer South Louisiana markets
- Open new Veterans Memorial Boulevard Banking Center in the New Orleans Market in mid-2024
- Monitor markets for opportunity for organic growth or key acquisitions
- Continue to build out digital offerings as needed in order to serve our target customer base
- Continue to expand mortgage operations and investments division across markets
- Seek to take advantage of disruption in the marketplace

# Well positioned for the future Well capitalized with 11.44% leverage ratio and stockholders' equity to assets of 9.74% Diversified loan portfolio with solid asset quality and a good loan pipeline Granular, diversified deposit portfolio Strong liquidity and borrowing capacity



# **Non-GAAP Reconciliation**



		As of					
(dollars in thousands, except per share data)		3/31/24		12/31/23	3/31/23		12/31/22
Tangible common equity							
Total stockholders' equity	\$	299,314	\$	303,851	\$ 276,640	\$	265,753
Adjustments:							
Intangible assets	_	(1,546)	_	(1,546)	 (1,546)	_	(1,546)
Total tangible common equity (non-GAAP)	\$	297,768	\$	302,305	\$ 275,094	\$	264,207
Realized common equity							
Total stockholders' equity	\$	299,314	\$	303,851	\$ 276,640	\$	265,753
Adjustments:							
Accumulated other comprehensive (income) loss		62,700		60,494	68,541		71,166
Total realized common equity (non-GAAP)	\$	362,014	\$	364,345	\$ 345,181	\$	336,919
Common shares outstanding		6,892,448		7,091,637	7,177,650		7,183,915
Book value per share	\$	43.43	\$	42.85	\$ 38.54	\$	36.99
Tangible book value per share (non-GAAP)	\$	43.20	\$	42.63	\$ 38.33	\$	36.78
Realized book value per share (non-GAAP)	\$	52.52	\$	51.38	\$ 48.09	\$	46.90
Tangible assets							
Total assets	\$	3,073,298	\$	3,128,810	\$ 3,030,582	\$	3,082,686
Adjustments:							
Intangible assets		(1,546)		(1,546)	(1,546)		(1,546)
Total tangible assets (non-GAAP)	\$	3,071,752	\$	3,127,264	\$ 3,029,036	\$	3,081,140
Stockholders' equity to assets		9.74%		9.71%	9.13%		8.62%
Tangible common equity to tangible assets (non-GAAP)		9.69%		9.67%	9.08%		8.57%

### Non-GAAP Reconciliation (continued) RED RIVER BANCSHARES, INC. 9/30/23 6/30/23 Realized common equity \$ 281,951 \$ 283,372 \$ 243,413 \$ 253,596 \$ Total stockholders' equity Adjustments: Accumulated other comprehensive (income) loss 77,486 69,693 83,744 63,804 43,819 308,693 Total realized common equity (non-GAAP) <u>\$ 359,437</u> <u>\$ 353,065</u> <u>\$ 327,157</u> <u>\$ 317,400</u> <u>\$</u>