



**PROSPERITY** —  
**BANCSHARES, INC.®**

# **Investor Presentation**

— **Fourth Quarter 2022** —



# “Safe Harbor” Statement

## *Under the Private Securities Litigation Reform Act of 1995*

“Safe Harbor” Statement under the Private Securities Litigation Reform Act of 1995: This release contains, and the remarks by Prosperity’s management on the conference call may contain, forward-looking statements within the meaning of the federal securities laws, including Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. From time to time, oral or written forward-looking statements may also be included in other information released to the public. Such forward-looking statements are typically, but not exclusively, identified by the use in the statements of words or phrases such as “aim,” “anticipate,” “believe,” “estimate,” “expect,” “goal,” “guidance,” “intend,” “is anticipated,” “is expected,” “is intended,” “objective,” “plan,” “projected,” “projection,” “will affect,” “will be,” “will continue,” “will decrease,” “will grow,” “will impact,” “will increase,” “will incur,” “will reduce,” “will remain,” “will result,” “would be,” variations of such words or phrases (including where the word “could,” “may,” or “would” is used rather than the word “will” in a phrase) and similar words and phrases indicating that the statement addresses some future result, occurrence, plan or objective. Forward-looking statements include all statements other than statements of historical fact, including forecasts or trends, and are based on current expectations, assumptions, estimates and projections about Prosperity Bancshares and its subsidiaries. These forward-looking statements may include information about Prosperity’s possible or assumed future economic performance or future results of operations, including future revenues, income, expenses, provision for loan losses, provision for taxes, effective tax rate, earnings per share and cash flows and Prosperity’s future capital expenditures and dividends, future financial condition and changes therein, including changes in Prosperity’s loan portfolio and allowance for loan losses, future capital structure or changes therein, as well as the plans and objectives of management for Prosperity’s future operations, future or proposed acquisitions, including the proposed transactions with First Bancshares and Lone Star, the future or expected effect of acquisitions on Prosperity’s operations, results of operations, financial condition, and future economic performance, statements about the anticipated benefits of each of the proposed transactions, and statements about the assumptions underlying any such statement, as well as expectations regarding the effects of the COVID-19 pandemic on Prosperity’s operating income, financial condition and cash flows. These forward-looking statements are not guarantees of future performance and are based on expectations and assumptions Prosperity currently believes to be valid. Because forward-looking statements relate to future results and occurrences, many of which are outside of Prosperity’s control, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Many possible events or factors could adversely affect the future financial results and performance of Prosperity, First Bancshares, Lone Star or the combined company and could cause those results or performance to differ materially from those expressed in or implied by the forward-looking statements. Such risks and uncertainties include, among others: the occurrence of any event, change or other circumstance that could give rise to the right of a party to terminate the merger agreement with First Bancshares or Lone Star, as applicable, the outcome of any legal proceedings that may be instituted against Prosperity, First Bancshares or Lone Star, delays in completing either of the transactions, the failure to obtain necessary regulatory approvals (and the risk that such approvals may result in the imposition of conditions that could adversely affect the combined company or the expected benefits of each of the transactions) or First Bancshares shareholder approval or Lone Star shareholder approval or to satisfy any of the other conditions to the transactions on a timely basis or at all, the possibility that the anticipated benefits of the transactions are not realized when expected or at all, including as a result of the impact of, or problems arising from, the integration of the two companies or as a result of the strength of the economy and competitive factors generally, or specifically in the West Texas area and the West, North and Central Texas area where First Bancshares and Lone Star, respectively, do a majority of their respective business and Prosperity has a significant presence, the possibility that the transactions may be more expensive to complete than anticipated, including as a result of unexpected factors or events, diversion of management’s attention from ongoing business operations and opportunities, potential adverse reactions or changes to business or employee relationships, including those resulting from the announcement or completion of the transactions, Prosperity’s ability to complete the acquisition and integration of First Bancshares and of Lone Star successfully, and the dilution caused by Prosperity’s issuance of additional shares of its common stock in connection with the transactions. Prosperity disclaims any obligation to update such factors or to publicly announce the results of any revisions to any of the forward-looking statements included herein to reflect future events or developments. These and various other factors are discussed in Prosperity’s Annual Report on Form 10-K for the year ended December 31, 2021, and other reports and statements Prosperity has filed with the Securities and Exchange Commission (“SEC”). Copies of the SEC filings for Prosperity may be downloaded from the Internet at no charge from <http://www.prosperitybankusa.com>.

# Important Information

## **Additional Information about the First Bancshares Merger and Where to Find It**

In connection with the proposed merger of First Bancshares into Prosperity, Prosperity has filed with the SEC a registration statement on Form S-4 to register the shares of Prosperity common stock to be issued to the shareholders of First Bancshares. The registration statement includes a preliminary proxy statement/prospectus. The definitive proxy statement/prospectus will be sent to the shareholders of First Bancshares seeking their approval of the proposed transaction.

WE URGE INVESTORS AND SECURITY HOLDERS TO READ THE REGISTRATION STATEMENT ON FORM S-4, THE PROXY STATEMENT/PROSPECTUS INCLUDED WITHIN THE REGISTRATION STATEMENT ON FORM S-4 AND ANY OTHER RELEVANT DOCUMENTS TO BE FILED WITH THE SECURITIES AND EXCHANGE COMMISSION IN CONNECTION WITH THE PROPOSED TRANSACTION BECAUSE THEY CONTAIN IMPORTANT INFORMATION ABOUT PROSPERITY, FIRST BANCSHARES AND THE PROPOSED TRANSACTION.

Investors and security holders may obtain free copies of these documents through the website maintained by the SEC at <http://www.sec.gov>. You will also be able to obtain these documents, when they are filed, free of charge, from Prosperity at <http://www.prosperitybankusa.com>. Copies of the proxy statement/prospectus can also be obtained, when it becomes available, free of charge, by directing a request by telephone or mail to Prosperity Bancshares, Inc., Prosperity Bank Plaza, 4295 San Felipe, Houston, Texas 77027 Attn: Investor Relations, (281) 269-7199 or to First Bancshares of Texas, Inc., 310 West Wall Street, Suite 1200, Midland, Texas 79701, Attention: Ken Burgess, (844) 322-8392.

## **Additional Information about the Lone Star Merger and Where to Find It**

In connection with the proposed merger of Lone Star into Prosperity, Prosperity has filed with the SEC a registration statement on Form S-4 to register the shares of Prosperity common stock to be issued to the shareholders of Lone Star. The registration statement includes a proxy statement/prospectus. The definitive proxy statement/prospectus will be sent to the shareholders of Lone Star seeking their approval of the proposed transaction.

WE URGE INVESTORS AND SECURITY HOLDERS TO READ THE REGISTRATION STATEMENT ON FORM S-4, THE PROXY STATEMENT/PROSPECTUS INCLUDED WITHIN THE REGISTRATION STATEMENT ON FORM S-4 AND ANY OTHER RELEVANT DOCUMENTS TO BE FILED WITH THE SECURITIES AND EXCHANGE COMMISSION IN CONNECTION WITH THE PROPOSED TRANSACTION BECAUSE THEY CONTAIN IMPORTANT INFORMATION ABOUT PROSPERITY, LONE STAR AND THE PROPOSED TRANSACTION.

Investors and security holders may obtain free copies of these documents through the website maintained by the SEC at <http://www.sec.gov>. You will also be able to obtain these documents, when they are filed, free of charge, from Prosperity at <http://www.prosperitybankusa.com>. Copies of the proxy statement/prospectus can also be obtained, when it becomes available, free of charge, by directing a request by telephone or mail to Prosperity Bancshares, Inc., Prosperity Bank Plaza, 4295 San Felipe, Houston, Texas 77027 Attn: Investor Relations, (281) 269-7199 or to Lone Star State Bancshares, Inc., 6220 Milwaukee Avenue, Lubbock, Texas 79424, Attention: Alan Lackey, (806) 771-7717.

## **Participants in the Solicitation**

Prosperity, First Bancshares and their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from the shareholders of First Bancshares in connection with the proposed transaction. Certain information regarding the interests of these participants and a description of their direct and indirect interests, by security holdings or otherwise, is included in the registration statement and proxy statement/prospectus regarding the proposed transaction and other relevant materials to be filed with the SEC when they become available.

Prosperity, Lone Star and their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from the shareholders of Lone Star in connection with the proposed transaction. Certain information regarding the interests of these participants and a description of their direct and indirect interests, by security holdings or otherwise, is included in the registration statement and proxy statement/prospectus regarding the proposed transaction and other relevant materials to be filed with the SEC when they become available.

Additional information about Prosperity and its directors and executive officers may be found in the definitive proxy statement of Prosperity relating to its 2022 Annual Meeting of Shareholders filed with the SEC on March 14, 2022, and other documents filed by Prosperity with the SEC. These documents can be obtained free of charge from the sources described above.

## **No Offer or Solicitation**

This communication is for informational purposes only and is not intended to and does not constitute an offer to subscribe for, buy or sell, or the solicitation of an offer to subscribe for, buy or sell, or an invitation to subscribe for, buy or sell any securities or a solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issuance or transfer of securities in any jurisdiction in which such offer, invitation, sale or solicitation would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended, and otherwise in accordance with applicable law.

# Fourth Quarter Highlights

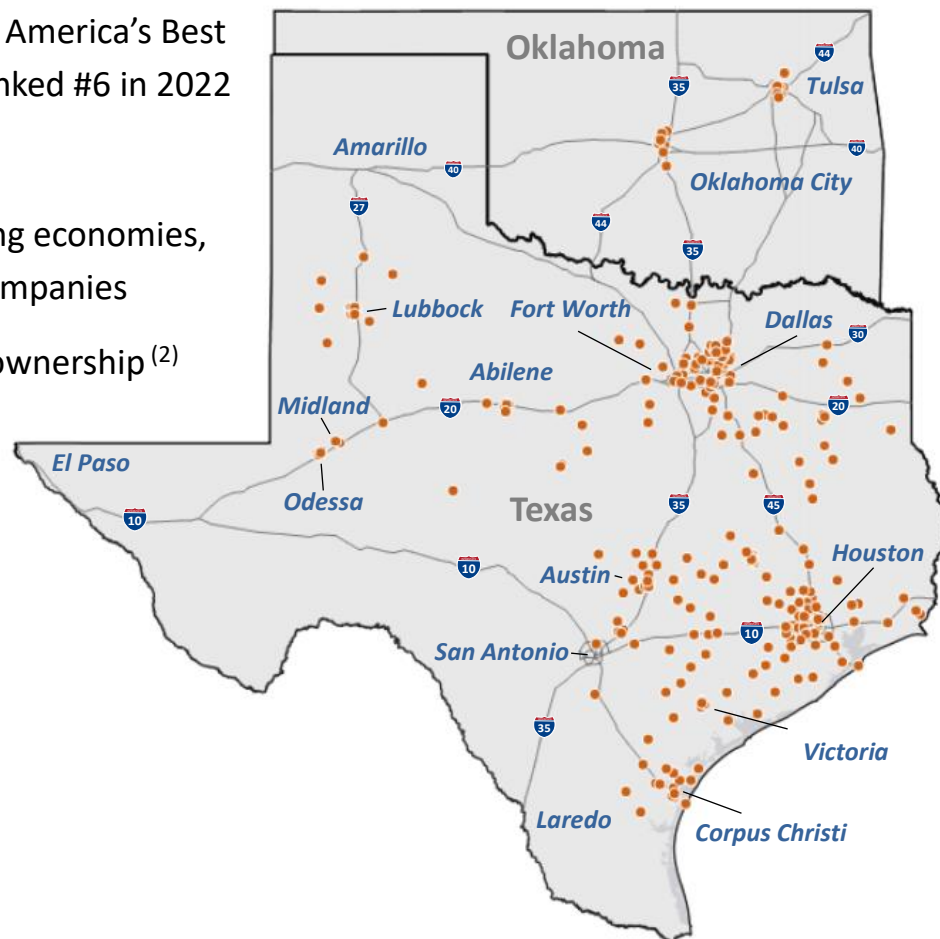
- Net income of \$137.9 million and earnings per share (diluted) of \$1.51 for three months ended December 31, 2022
- Assets of \$37.7 billion, total loans of \$18.8 billion, and deposits of \$28.5 billion at December 31, 2022
- Common equity tier 1 ratio of 15.88% and leverage ratio of 10.16% at December 31, 2022
- Loans, excluding Warehouse Purchase Program and SBA Paycheck Protection Program Loans, increased \$518.5 million or 3.0% (11.8% annualized) during the fourth quarter 2022
- Sound asset quality with annualized net charge-offs / quarterly average loans of 0.01%
- Nonperforming assets to average earning assets remain low at 0.08% or \$27.5 million for the fourth quarter 2022
- Allowance for credit losses on loans and on off-balance sheet credit exposure of \$311.5 million
- Allowance for credit losses to total loans, excluding Warehouse Purchase Program and SBA Paycheck Protection Program loans, of 1.56%
- Efficiency ratio of 40.9% for the fourth quarter 2022
- Declared cash dividend of \$0.55 for the first quarter 2023

# Strong Presence in Texas and Oklahoma

- A Texas-based financial holding company with \$37.7 billion in total assets
- Prosperity has been ranked in the Top 10 of Forbes America's Best Banks since the list's inception in 2010, and was ranked #6 in 2022
- Ranked #2 in deposit market share in Texas <sup>(1)</sup>
- Texas and Oklahoma continue to benefit from strong economies, and are home to 56 Fortune 500 headquartered companies
- Shareholder driven with 4.2% fully diluted insider ownership <sup>(2)</sup>
- Successful completion of 43 acquisitions (whole bank, branch and failed bank transactions)

## 272 Full-Service Locations

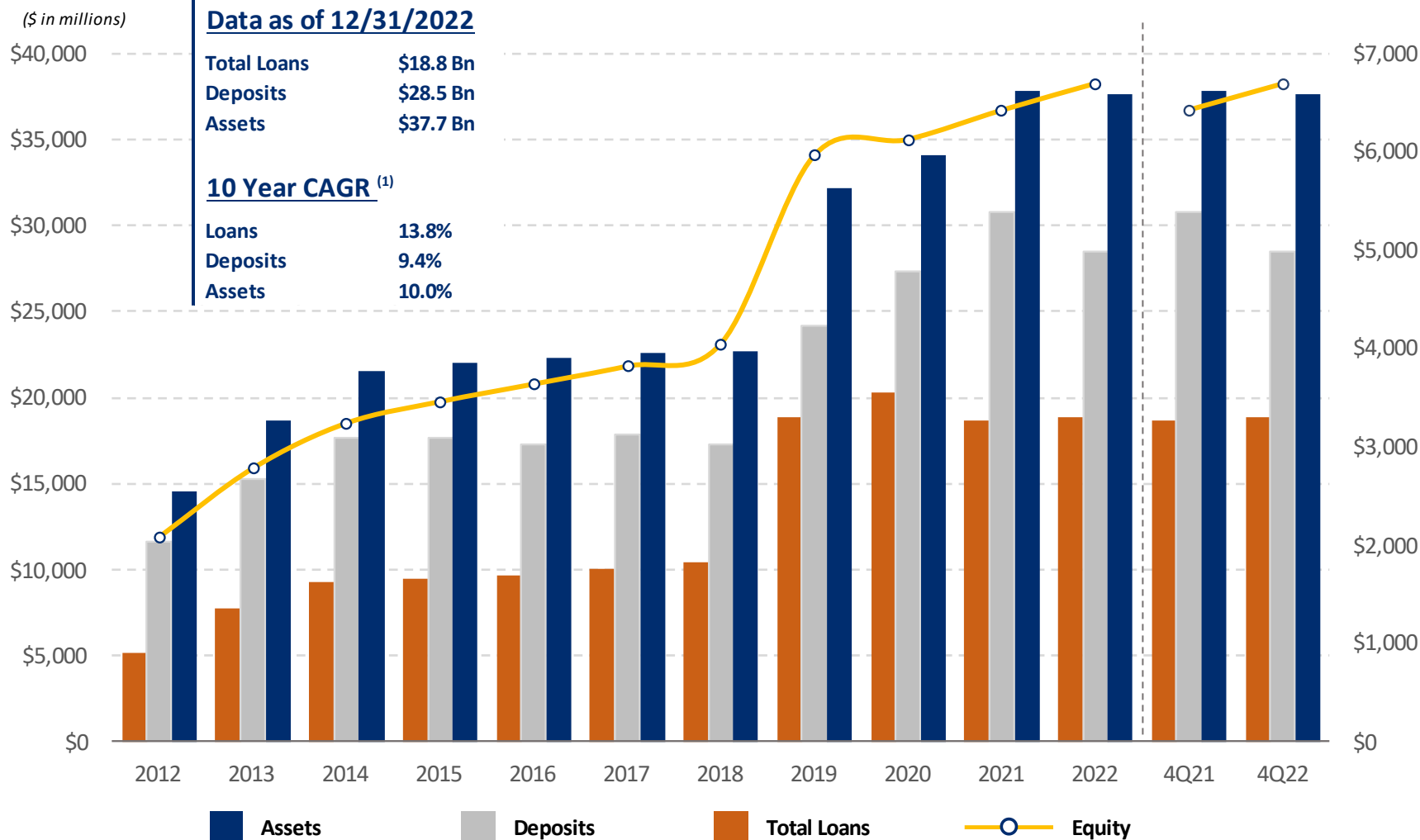
16	in Bryan/College Station Area
6	in Central Oklahoma Area
29	in Central Texas Area
62	in Dallas/Fort Worth Area
22	in East Texas Area
65	in Houston Area
30	in South Texas Area
8	in Tulsa Area
34	in West Texas Area



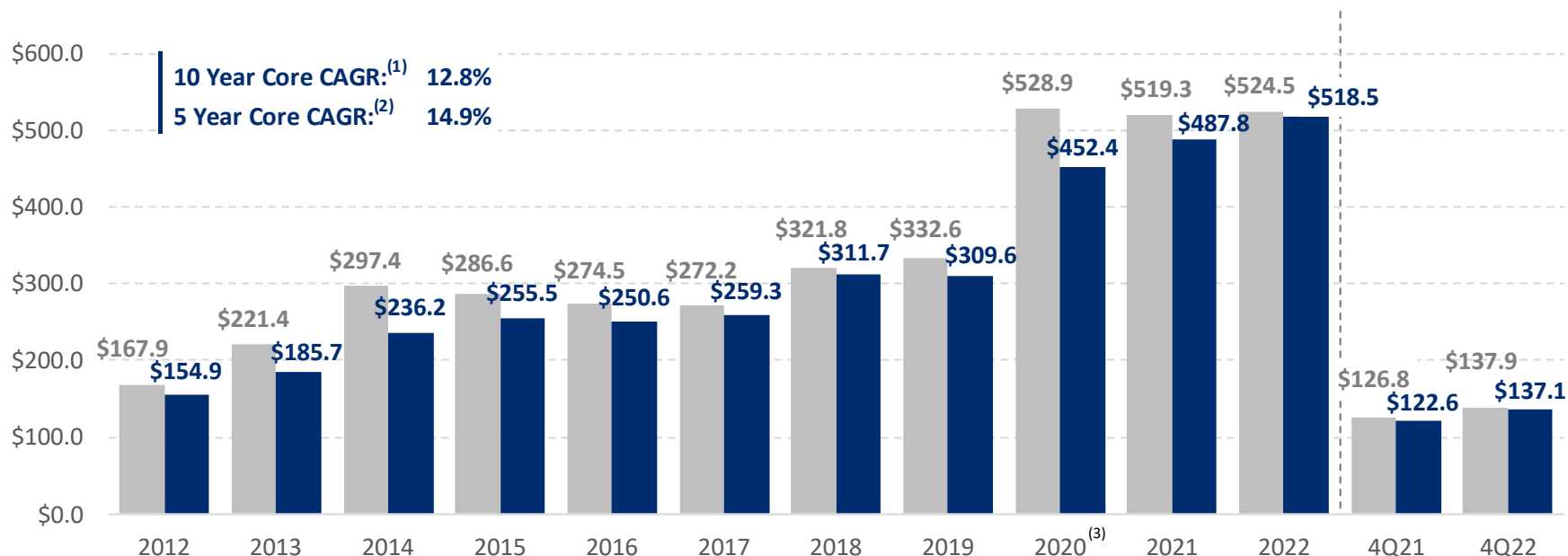
(1) Per FDIC; Includes Texas headquartered commercial banks; Deposits as of 6/30/2022

(2) Per proxy statement (Form DEF 14A) filed on 3/14/2022

# Balance Sheet Summary



# Net Income



Note: Net income includes the following (\$ in thousands)

<b>Provision for Credit Losses</b>	\$6,100	\$17,240	\$18,275	\$7,560	\$24,000	\$14,325	\$16,350	\$4,300	\$20,000	-	-	-	-
<b>Loan Discount Accretion</b>	\$26,413	\$62,723	\$95,875	\$52,122	\$38,970	\$21,906	\$13,909	\$28,045	\$91,341	\$39,278	\$7,401	\$5,366	\$913

Net Income Net Income (Excluding Purchase Accounting Adjustments)

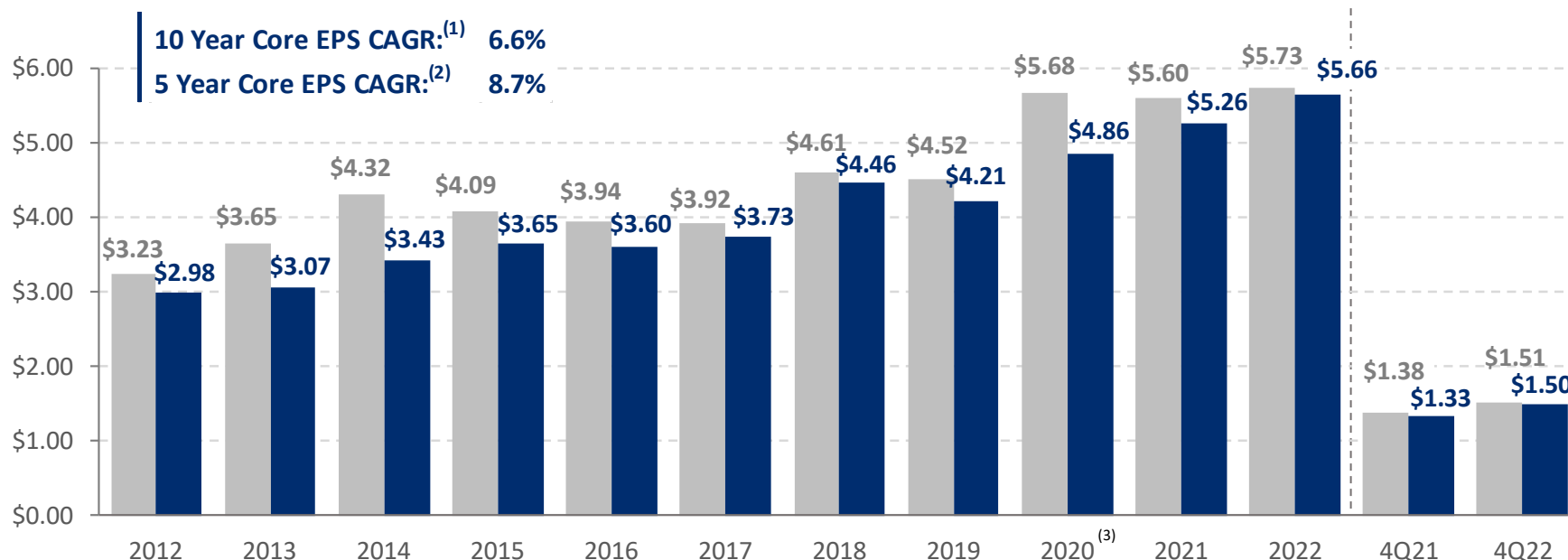
Source: Company Documents

(1) Represents the Compound Annual Growth Rate of net income (excluding purchase accounting adjustments) from 12/31/2012 – 12/31/2022

(2) Represents the Compound Annual Growth Rate of net income (excluding purchase accounting adjustments) from 12/31/2017 – 12/31/2022

(3) Includes NOL tax benefit of \$20.145 million related to the CARES Act

# Earnings Per Share



Note: Net income includes the following (\$ in thousands)

<b>Provision for Credit Losses</b>	\$6,100	\$17,240	\$18,275	\$7,560	\$24,000	\$14,325	\$16,350	\$4,300	\$20,000	-	-	-	-
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EPS

Core EPS (Excluding Purchase Accounting Adjustments)

Source: Company Documents

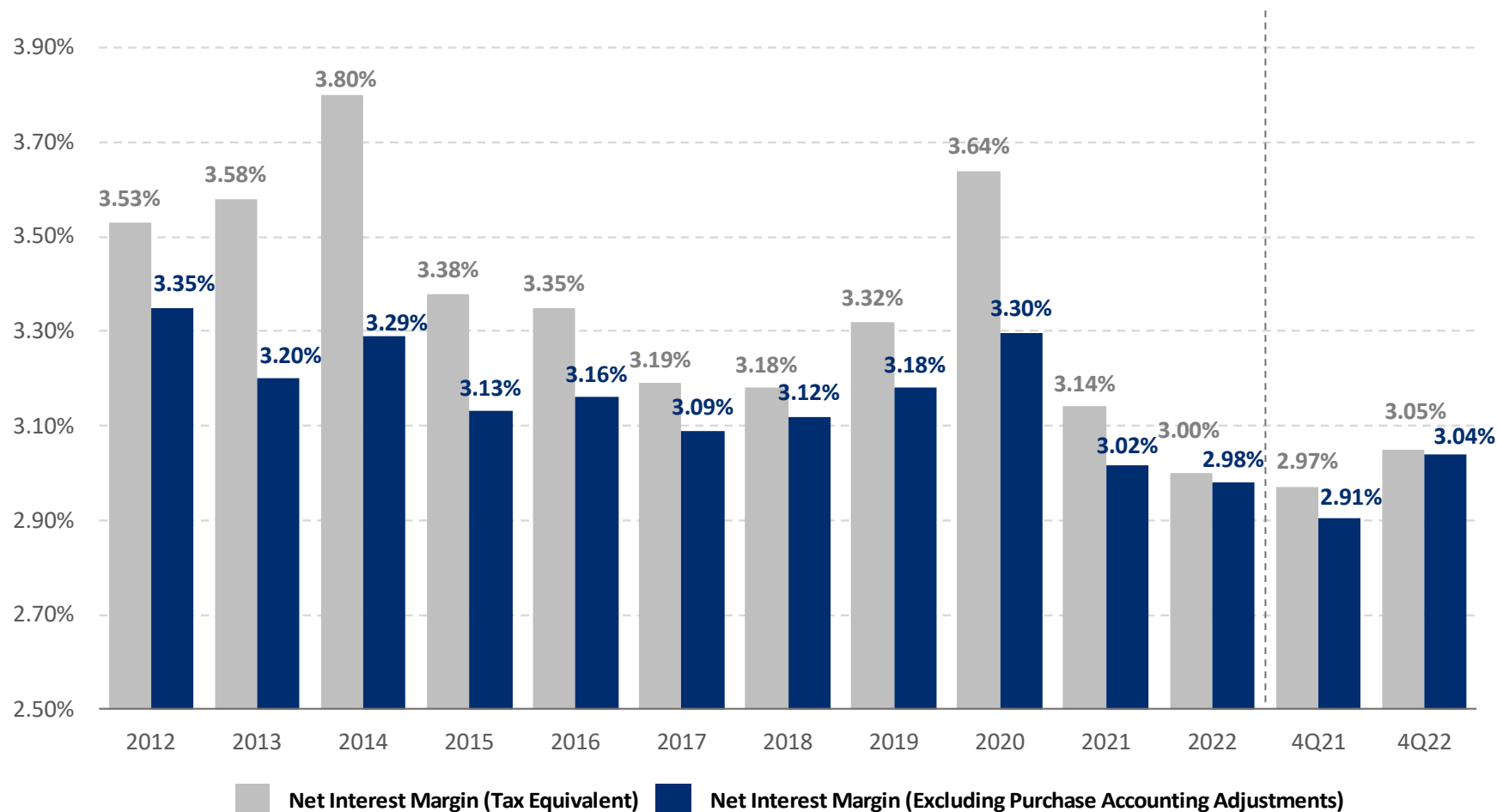
(1) Represents the Compound Annual Growth Rate for EPS (excluding purchase accounting adjustments) from 12/31/2012 – 12/31/2022

(2) Represents the Compound Annual Growth Rate for EPS (excluding purchase accounting adjustments) from 12/31/2017 – 12/31/2022

(3) Includes NOL tax benefit of \$20.145 million related to the CARES Act

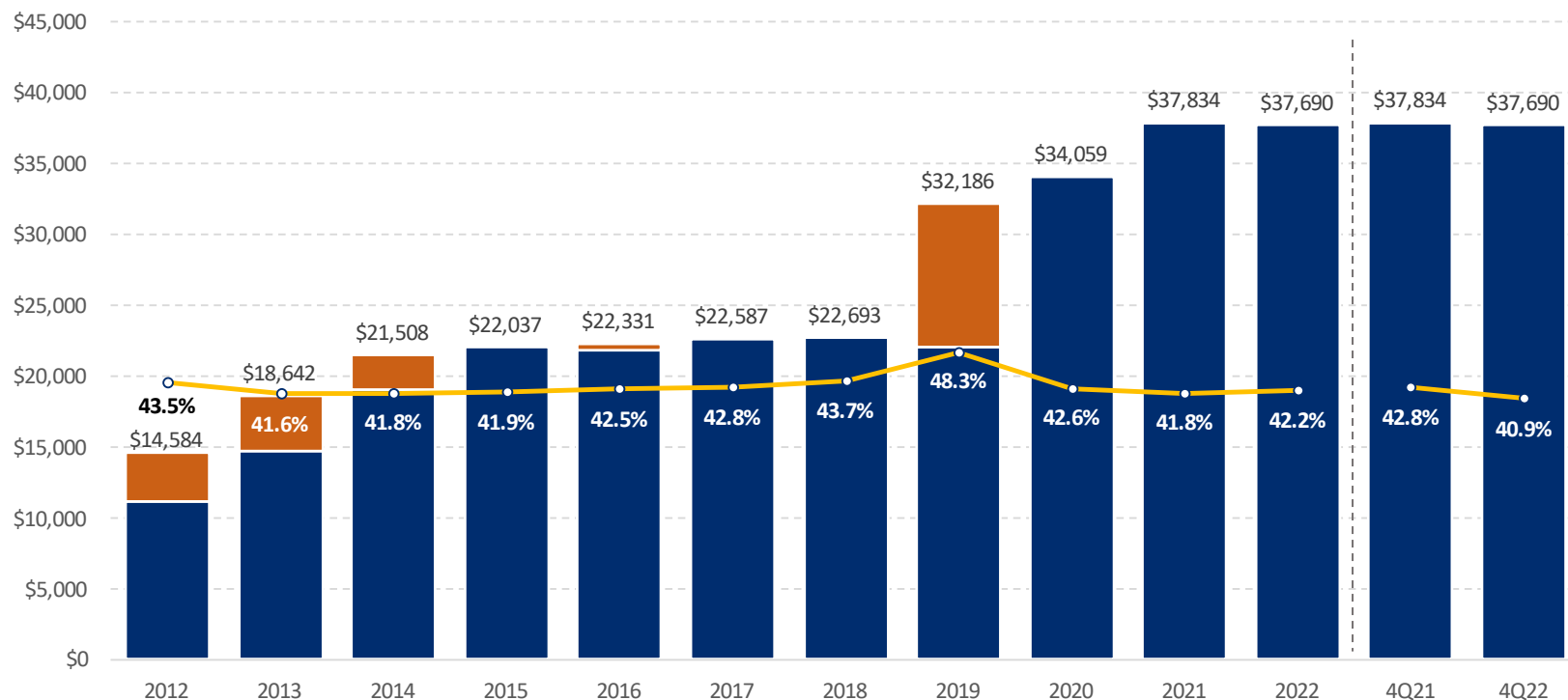


# Net Interest Margin



# Acquisitions & Efficiency Ratio

(\$'s in millions)



## % of Assets

Acquired 23.7% 20.9% 11.2% 0.0% 2.5% 0.0% 0.0% 31.3% 0.0% 0.0% 0.0% 0.0% 0.0%

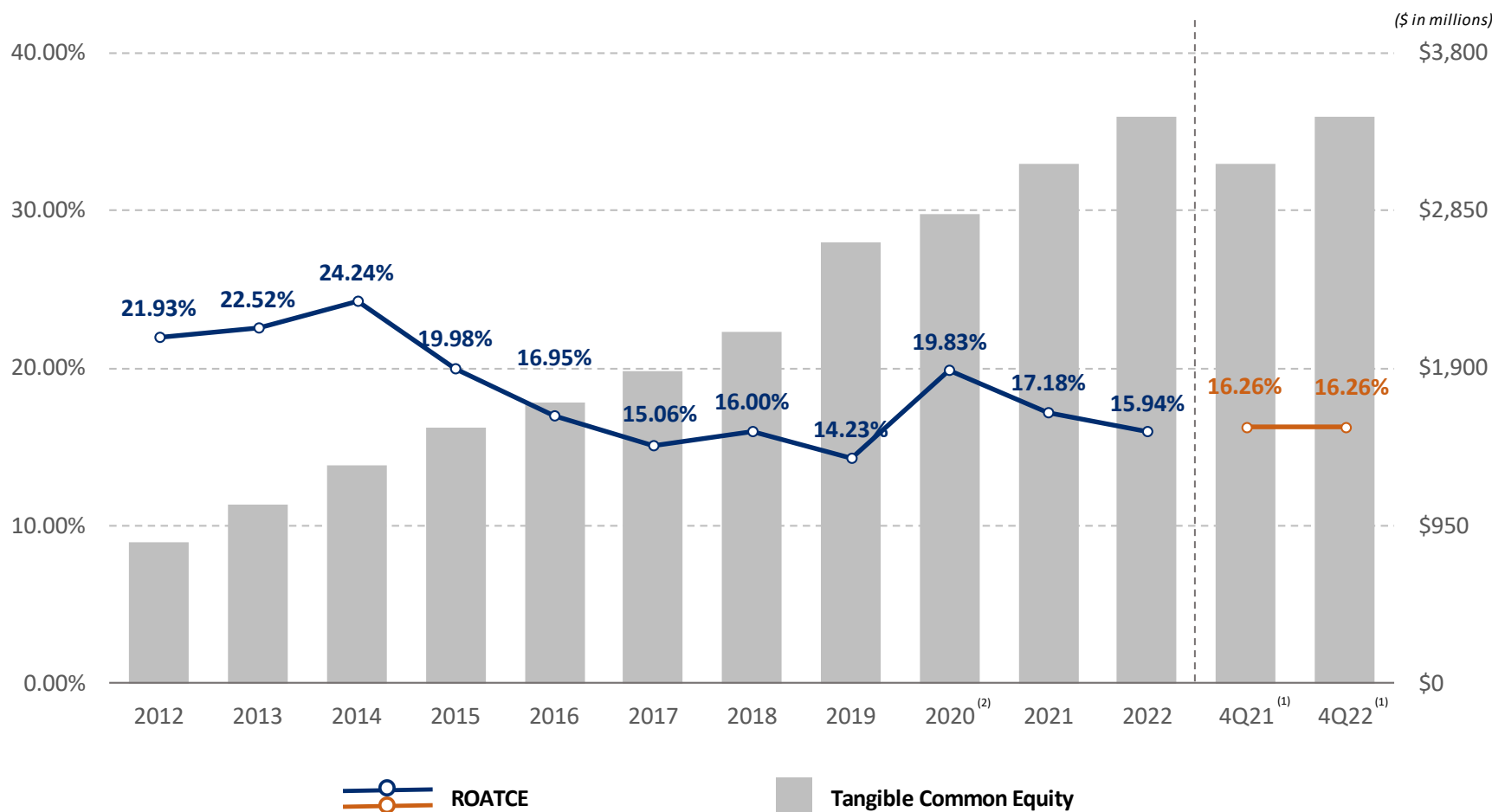
Total Assets Excluding Acquisitions
  Total Assets Acquired <sup>(1)</sup>
 Efficiency Ratio <sup>(2)</sup>

Source: Company Documents

(1) Representative of target assets at closing

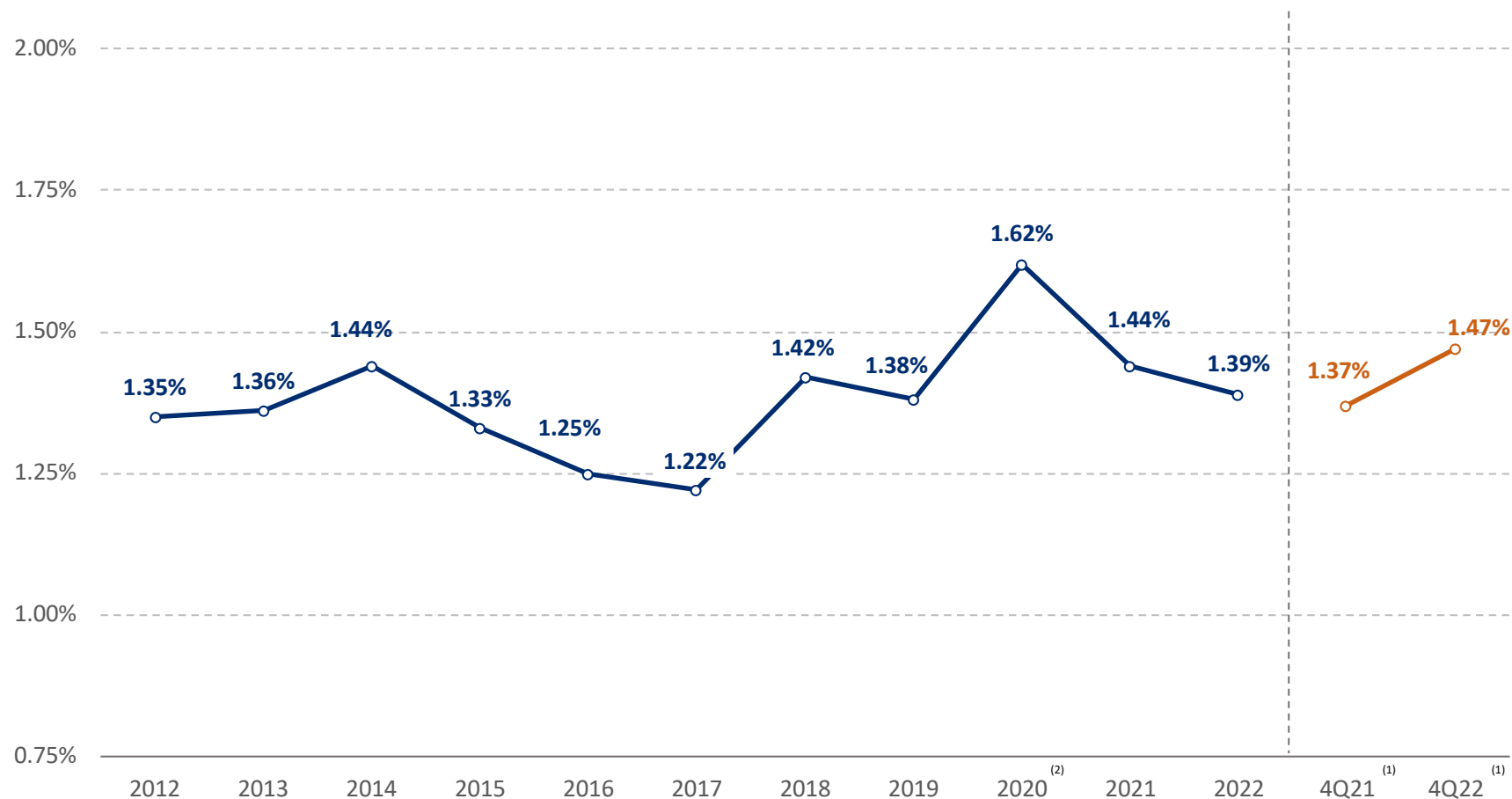
(2) Calculated by dividing total noninterest expense, excluding credit loss provisions, by net interest income plus noninterest income, excluding net gains and losses on the sale or write down of assets and securities. Additionally, taxes are not part of this calculation.

# Return on Average Tangible Common Equity



(1) Interim periods shown on an annualized basis  
 (2) Includes NOL tax benefit of \$20.145 million related to the CARES Act

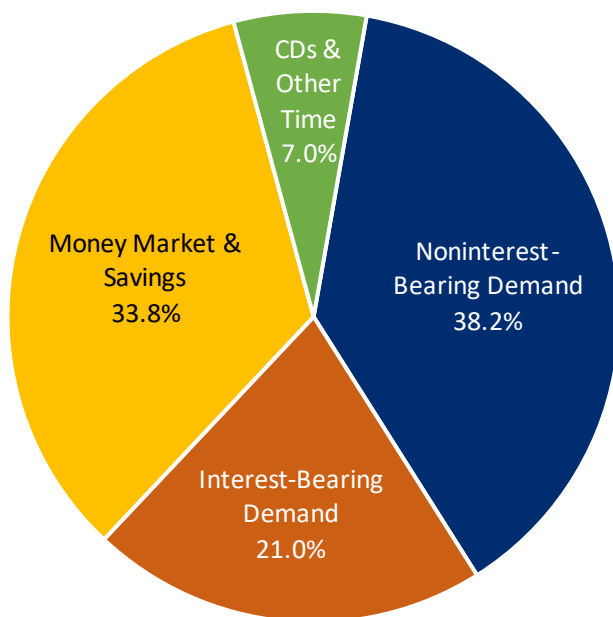
# Return on Average Assets



(1) Interim periods shown on an annualized basis  
(2) Includes NOL tax benefit of \$20.145 million related to the CARES Act

# Deposit Composition

As of December 31, 2022  
(\$ in millions)



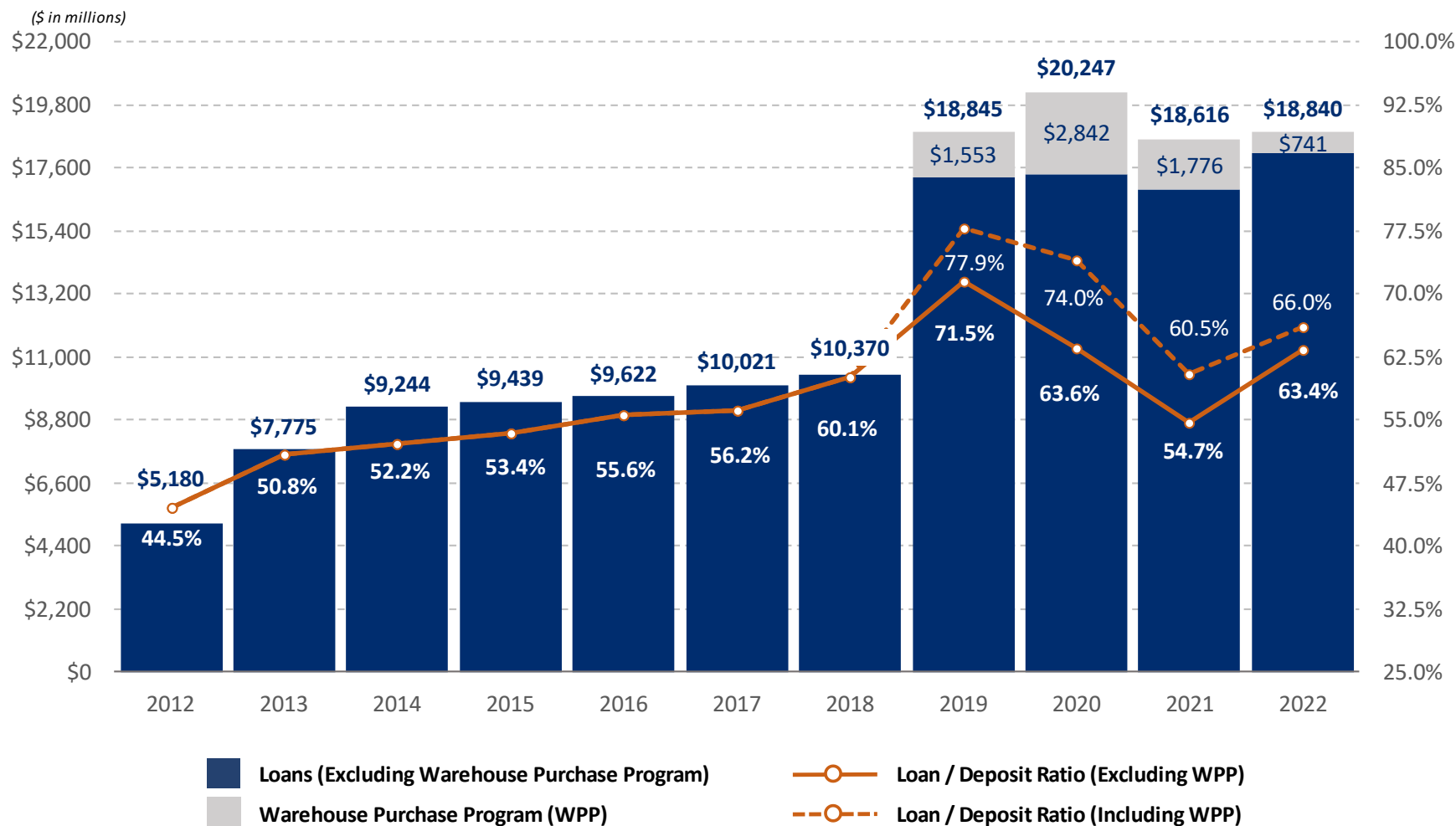
	\$mm	Cost (%) <sup>(1)</sup>
Noninterest-Bearing Demand	\$10,915	0.00%
Interest-Bearing Demand	\$5,986	0.22%
Money Market & Savings	\$9,636	1.13%
CDs & Other Time	\$1,996	0.94%

**Total Deposits: \$28.5Bn**

*Total Cost of Deposits: 0.50%<sup>(1)</sup>*

*Cost of Interest-Bearing Deposits: 0.81%<sup>(1)</sup>*

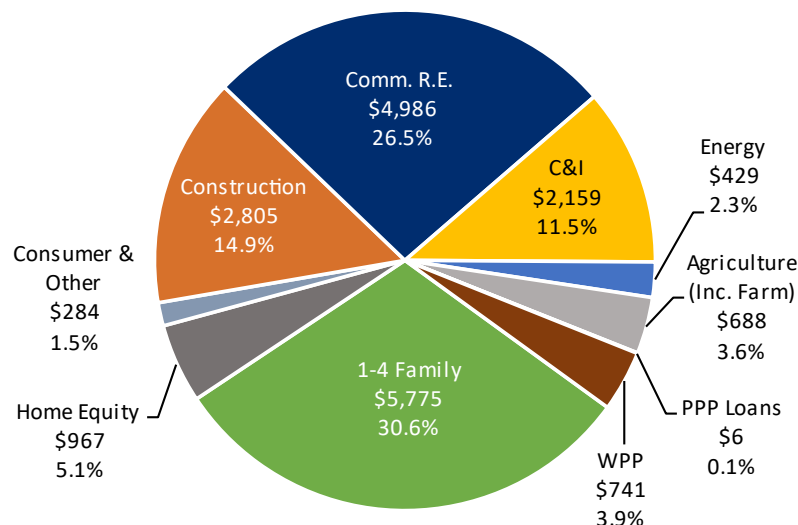
# Loan Growth



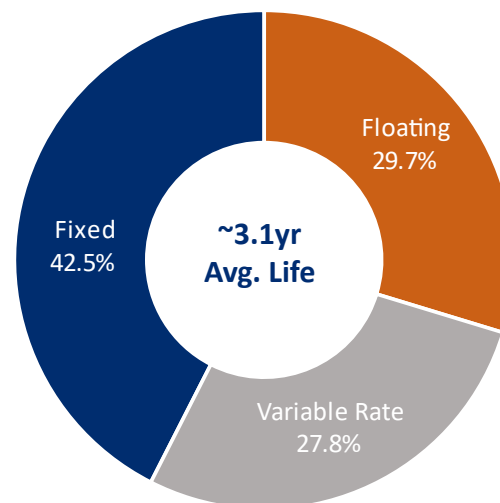
# Loan Portfolio Overview

As of December 31, 2022  
(\$ in millions)

## Loan Portfolio by Category & Geography



## Loans by Rate Structure



### Loans By Area

Loans By Area	Amount <sup>(2)(4)</sup>	% of Total
Bryan / College Station	\$769	4.3%
Central Oklahoma	\$633	3.5%
Central Texas	\$2,291	12.7%
Dallas / Ft. Worth	\$6,397	35.4%
East Texas	\$731	4.0%
Houston	\$4,172	23.1%
South Texas	\$1,413	7.8%
Tulsa	\$577	3.2%
West Texas	\$1,078	6.0%

**Total Loans: \$18.8Bn**

**Loans HFI (Excl. WPP): \$18.1Bn**

*Yield on Total Loans: 5.02%<sup>(1)</sup>*

*Yield on Loans HFI (Excl. WPP): 4.98%<sup>(1)</sup>*

*Core Yield on Loans HFI (Excl. WPP): 4.96%<sup>(1)(3)</sup>*

Source: Company Documents

(1) Data for the three months ended December 31, 2022

(2) Excludes \$38 million in loans assigned to the Corporate Group

(3) Core yield excludes purchase accounting adjustments

(4) Excludes Warehouse Purchase Program (WPP) loans

# Loan Portfolio Detail

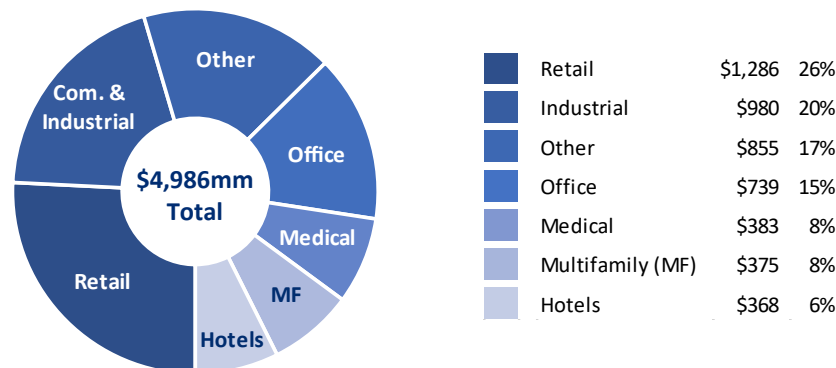
As of December 31, 2022  
(\$ in millions)

## Portfolio Commentary

- Loan portfolio is diversified across the Bank's market areas and by underlying collateral type
- 34% of commercial real estate is owner occupied
- CRE and construction loans conservatively underwritten to cost of collateral

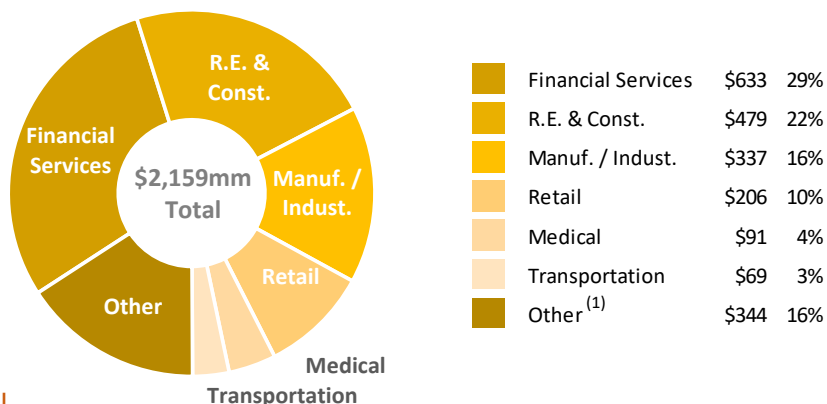
## Commercial Real Estate Detail

(\$ in millions)



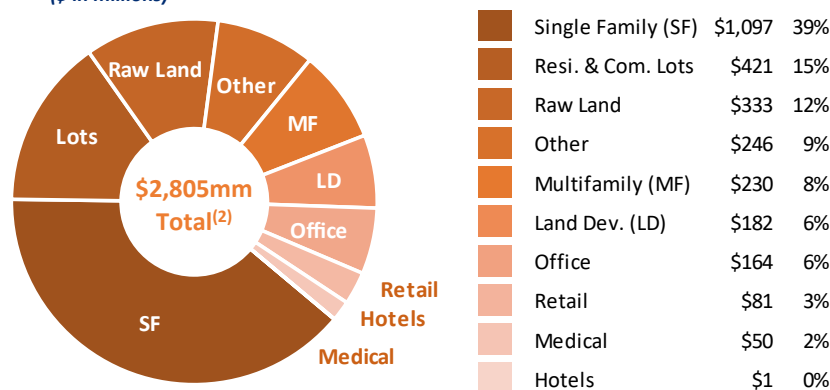
## C&I Detail (Excluding Energy Loans)

(\$ in millions)



## Construction Detail

(\$ in millions)



Source: Company Documents

(1) Includes State & Political loans

(2) Total includes a net unaccreted discount of (\$14,000) not shown in graph

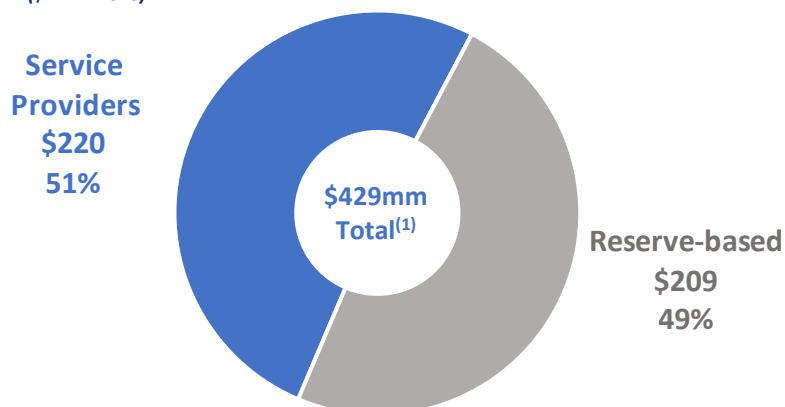


# Loan Portfolio Detail *(Continued)*

As of December 31, 2022  
(\$ in millions)

## Energy Detail - Outstanding Balance

(\$ in millions)

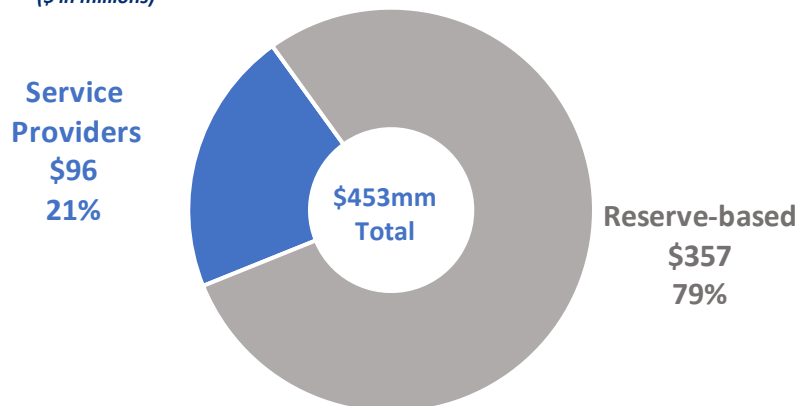


## Portfolio Commentary

- Total energy loan loss reserves of 2.1%, or \$9.2 million (excluding fair value marks)<sup>(1)</sup>
- \$9.5 million, or 2.2% of energy loans, are subject to fair value marks of \$0.3 million in addition to general and specific loan loss reserves
- Portfolio is company-led with only 3 Shared National Credits (SNC), all of which were originated and syndicated by Prosperity
- Portfolio focused on lending on proven producing reserves and therefore not dependent on ongoing development

## Energy Detail - Unfunded Commitments

(\$ in millions)

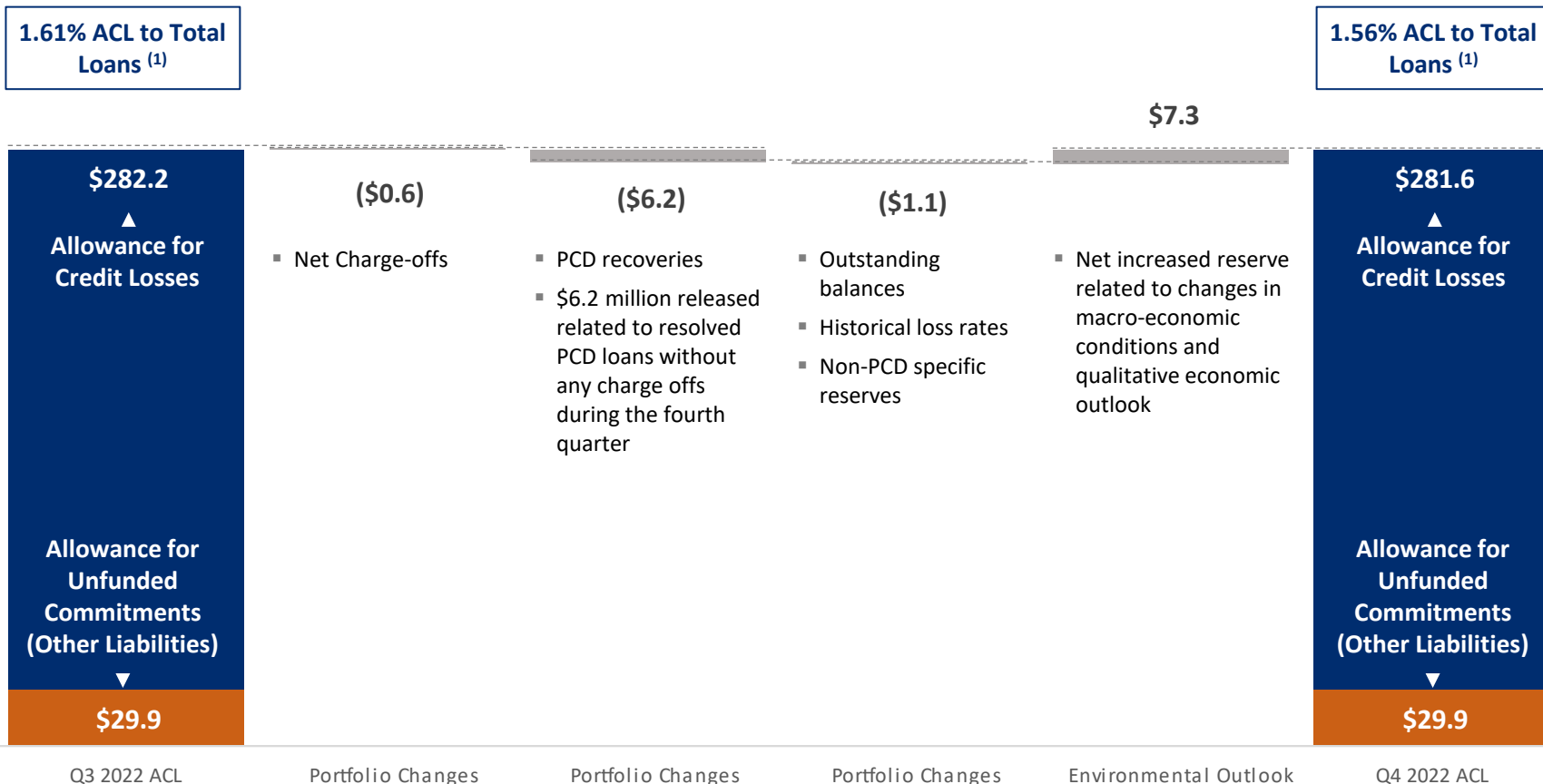


Source: Company Documents

(1) Amount shown net of discount related to purchase accounting; Excludes PPP loans

# Changes to Allowance for Credit Losses

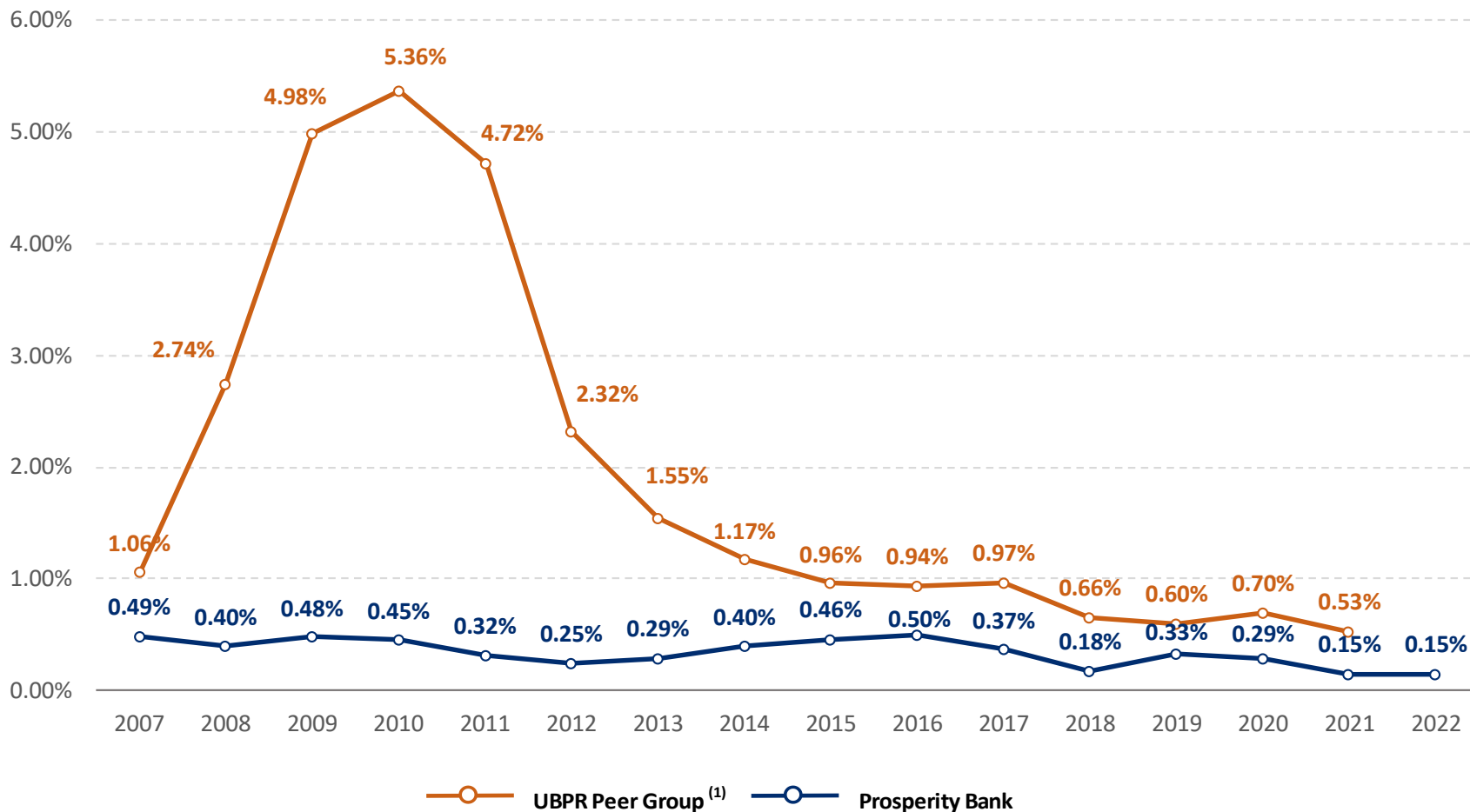
(\$ in millions)



(1) Excludes Warehouse Purchase Program (WPP) and SBA Paycheck Protection Program (PPP) loans

# Asset Quality

## *NPA's / Loans + OREO*



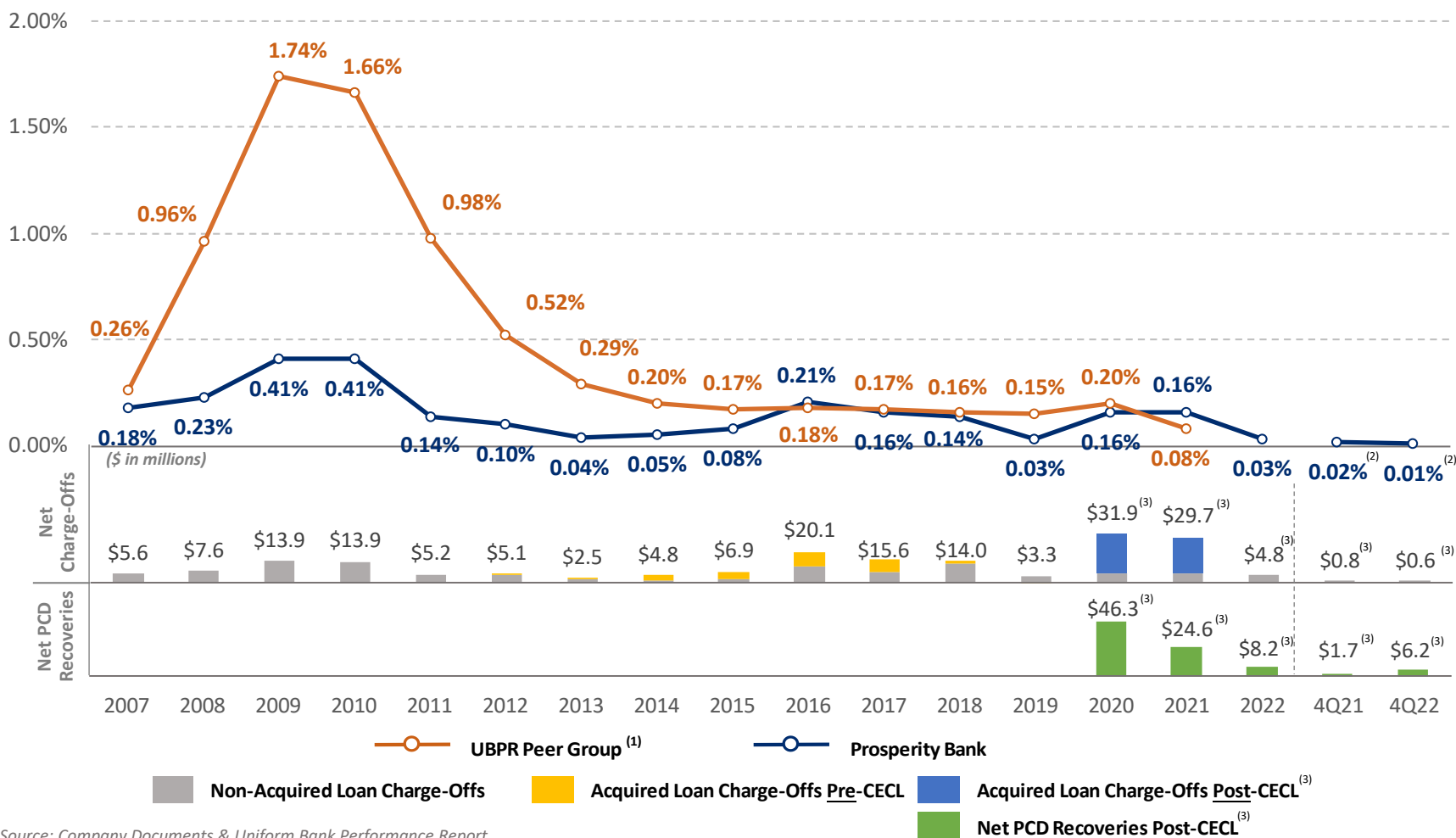
Source: Company Documents & Uniform Bank Performance Report

Note: NPA's include loans past due 90 days and still accruing

(1) UBPR = Uniform Bank Performance Report; Peer Group 2 (111 banks) – Insured commercial banks having assets between \$10 billion and \$100 billion

# Asset Quality

## Net Charge-Offs / Average Loans



Source: Company Documents & Uniform Bank Performance Report  
 Note: NPAs include loans past due 90 days and still accruing

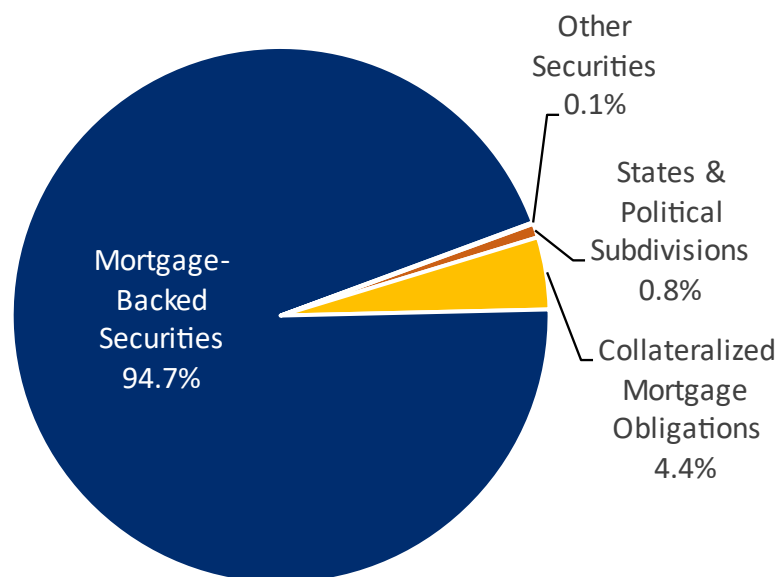
(1) UBPR = Uniform Bank Performance Report; Peer Group 2 (111 banks) – Insured commercial banks having assets between \$10 billion and \$100 billion

(2) Interim period net charge-off ratios shown on an annualized basis

(3) Reflects all charge-offs and recoveries on acquired loans in accordance with CECL accounting practices; Prior to the adoption of CECL in the first quarter of 2020, PCD loans were classified as Purchased Credit Impaired (PCI) loans and their assigned fair-value marks were netted against the outstanding loan balance with a charge-off only being recorded when the loss exceeded the amount of fair-value marks remaining.

# Securities Portfolio Detail

As of December 31, 2022  
(\$ in millions)



*96.8% Held to Maturity  
3.2% Available for Sale*

	\$mm
Mortgage-Backed Securities	\$13,713
Collateralized Mortgage Obligations	\$629
States & Political Subdivisions	\$122
Other Securities	\$12

**Total Securities: \$14.5Bn**

*Yield on Securities: 1.96%<sup>(1)</sup>*

*Duration: ~4.5 Yrs.<sup>(2)</sup>*

*Avg. Yearly Cash Flow: ~\$2.2Bn*

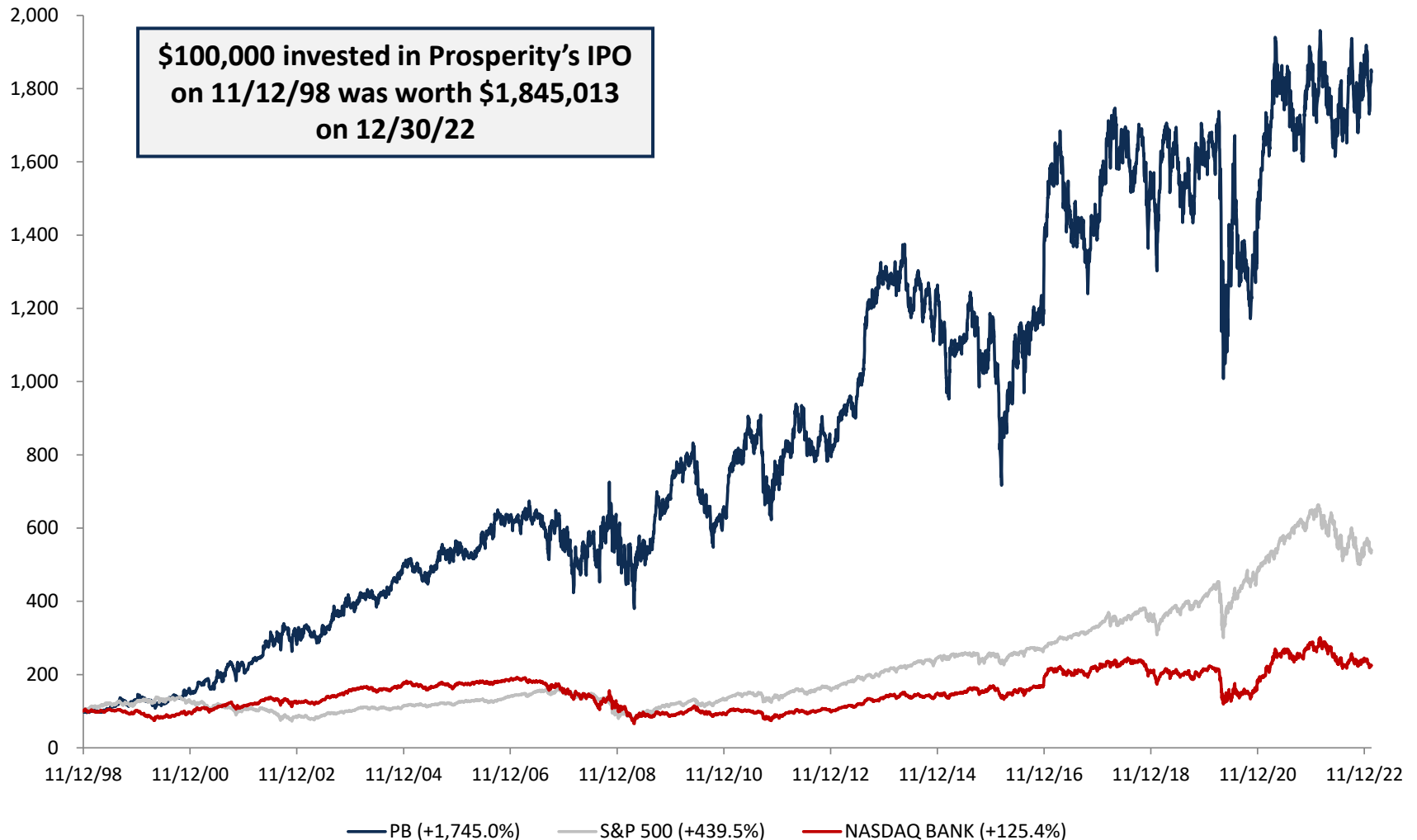
Source: Company Documents

(1) Data for the three months ended December 31, 2022

(2) Effective duration +300bps shown; Effective duration -300bps equal to 4.4 years; Weighted average life equal to 5.3 years

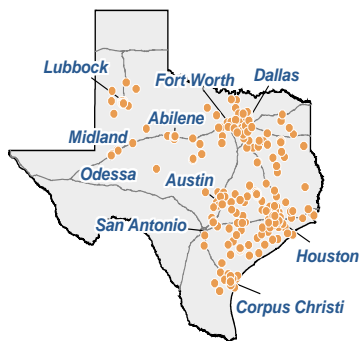
# Total Return Performance

*IPO (November 12, 1998) to December 30, 2022*



# Presence in Fast-Growing Markets

## Positioned in Strong Markets



- Today, Texas is the 2<sup>nd</sup> largest state in the U.S by population with over 29 million residents
- Ranked #1 on the Fortune 500 list with 53 headquartered companies in 2022
- Ranked #1 state for business for the 9<sup>th</sup> consecutive time by U.S. corporate executives in an International Economic Development Council survey



- Oklahoma City and Tulsa MSAs comprise over 60% of the state's population
- Oklahoma is home to 3 of the 2022 Fortune 500 Companies
- Top 4 state for production of natural gas, net electricity generation from wind, and production of crude oil
- Oklahoma is one of the top 5 producers of wheat in the United States

## Top 10 Fastest Growing MSAs in the U.S. <sup>(1)</sup>

Metropolitan Statistical Area	Prosperity Presence	Prosperity Deposits (\$mm)	2023 - 2028 Population Growth
Austin-Round Rock-Georgetown, TX	✓	\$1,491	7.8%
Raleigh-Cary, NC			7.4%
Jacksonville, FL			6.9%
Orlando-Kissimmee-Sanford, FL			6.3%
Nashville-Davidson--Murfreesboro--Franklin, TN			6.1%
Charlotte-Concord-Gastonia, NC-SC			5.8%
Tampa-St. Petersburg-Clearwater, FL			5.2%
San Antonio-New Braunfels, TX	✓	\$585	5.0%
Dallas-Fort Worth-Arlington, TX	✓	\$8,161	5.0%
Houston-The Woodlands-Sugar Land, TX	✓	\$6,677	4.8%

- Presence in the four of the fastest growing MSAs in the United States

# Corporate Relocations to Texas

## Corporate Relocations to Texas (2004 – Present)

### California

Astronomy  
AccentCare  
Active Networks  
AEND Industries, Inc.  
AECOM  
The Allen Group, Inc.  
Allied Electronic Recycling  
AllyMe Group, Inc.  
ALL-Q-TELL Corp.  
Amazing Magnets  
Amerflight LLC  
Aviat Networks, Inc.  
Aviatix  
Banker's Toolbox, Inc.  
Boreland Software Corporation  
Caliber Collision Centers  
Calpine  
CCRA Travel Solutions  
Channell Commercial Corp.  
CompassLearning  
Consolidated Electrical Distributors  
Copart (CPRT)  
Core-Mark  
Dargis, Inc. (DAEG)  
DASAN Zhong Solutions, Inc.  
DBG  
Digital Realty  
Dimensional Fund Advisors  
DMX MUSIC, Inc.  
DynaPump, Inc.  
EDM Laboratories  
Epicore Software Corporation  
Farmer Brothers (FARM)  
Finical, Inc.  
Firefly Space Systems  
First Foundation, Inc.  
Fluor Corporation (FLR)  
Freebirds World Burrito  
Fonality  
Green Dot  
Glenmount Global Solutions  
Harmonte  
HBC HUB  
Hewlett Packard Enterprise  
HID Global  
Hutto  
Ironclad Performance Wear Corp.  
Jacobs Engineering  
Jamba Juice Company  
Kabuto  
Liberty Fitness Holdings, LLC  
loanDepot, LLC  
Marco Fine Arts  
MC Endeavour, Inc. (MSMY)  
McKesson Corp (MCK)  
MDB Capital  
Mitratech  
Monkey Sports Inc.  
MVTransportation  
Noodoe EV  
Occidental Petroleum (OXY)  
OmniTracs  
Oracle Corporation  
OriginClear, Inc.  
Pacific Union Financial  
Pain Therapeutics (PTIE)  
Primoris Services Corporation (PRIM)  
Quality Custom Distribution Services, Inc.  
QuestionPro Inc.  
R2SONIC  
Red Mango, Inc.  
Review Wave  
Revionics, Inc.  
Rifle Gear  
Right On Brands, Inc.  
Sanyo Energy  
Sionix Corp. (SINX)  
Solera Holdings (SLH)  
Sovereign Flavors  
Superconductor Technologies (SCON)  
Telmor Network Technology, Inc.  
Tonet Healthcare (THC)  
Tesla, Inc. (TSLA)  
ThermaSol  
Toyota USA (TM)  
Trend Micro (TYO-4704)  
Vendor Resource Management  
Vermillion, Inc. (VRML)  
Visual Numerics  
W3Global  
Waste Connections, Inc. (WCN)  
WebSense  
Xaris Pharmaceuticals

### Washington

LifeLast, Inc.  
National Scooter Co.  
Prometheus Energy Company

### Oregon

Socati Corp.  
Crowdstreet, Inc.

### Nevada

CoreSpace

### Arizona

Quest Resource Holdings Corp. (QRHC)

### Colorado

Cagney Global Logistics  
Global Clean Energy, Inc. (GCEI)  
Heartland Oil & Gas Corp.  
Magpul Industries  
Par Petroleum Corporation (PARR)  
Quovadx  
Sun River Energy, Inc. (SNRV)

### Montana

VIZn

### Canada

Absolute Software (ABT)  
Bio-Solutions Corp (BISU)  
Direct Energy  
Mitel Corp (MITL)  
QI Systems Inc.  
MoneyGram (MGI)  
Speed Commerce

### Kansas

Alco Stores (ALCS)  
Layne Christensen Co. (LAYN)  
Lulu's Dessert Corp  
Enerlex Resources, Inc.

### Oklahoma

Casedhole Solutions, Inc.  
CITGO Petroleum Corp  
Global Power Equipment Group  
Hilti North America  
LinkAmerica  
NATCO Group, Inc.  
Petrohawk Energy Corp  
Ring Energy, Inc. (REI)  
Soalr Winds (SWI)  
Trinity Hospice Inc.

### Minnesota

American Environmental Energy, Inc. (AEEI)  
EmpowerMX  
LecTec Corp.  
Enerlex Resources, Inc.  
Ottobock Healthcare  
MoneyGram (MGI)  
Resideo Technologies Inc.  
Speed Commerce

### Illinois

BL Restaurant Group  
Eleko  
Ferris Manufacturing  
MedMark Services, Inc.  
Monolith Technology Hlds, LLC  
Neovia Logistics  
RMG Networks (RMGN)  
Schumacher Electric  
State Farm  
SolarBridge Technologies, Inc.  
Top Golf  
Boeing (Global Services Business)  
Great Lakes Dredge & Dock Corporation  
Caterpillar  
Parus Interactive, Inc.  
Extenet Systems

### Michigan

Comerica (CMA)  
Cambium Learning (ABCD)

### Ohio

Covington Group, Inc.  
Robbins & Myers  
CyrusOne (CONE)  
Victory Capital

### Washington D.C.

EF Johnson Technologies, Inc.

### Tennessee

Elite Data Services, Inc. (DEAC)  
Miller Energy Resources, Inc.  
Forward Air Corp. (FWRD)

### Mississippi

Elite Advanced Polymers

### Alabama

Torchmark Corporation (TMK)  
Zoes Kitchen (ZOES)

### Louisiana

Bristow Group, Inc. (BRS)  
EPL Oil & Gas, Inc.  
Fluence Analytics  
NGC Transmission

### Florida

CCS Medical  
DreamVision  
iWorld Projects & Systems, Inc. (IWPS)  
LikeWize  
Optym  
PGA of America  
Pugat Technologies, Inc. (PUGE)  
SoftServe  
QSAM Biosciences  
Firehawk Aerospace

### New York

American Locker Group Inc. (ALGI)  
DataTreasury Corp  
Fiesta Restaurant Group (FRGI)  
Greatbatch (GB)  
HMS Holdings (HMSY)  
Six Flags Entertainment (SIX)  
Signature Systems Group  
Visionworks of America  
JP Morgan (6,000 workers)  
Banorte-Ixe Securities International, LTD  
DarkPulse  
Alkegen

### Massachusetts

Cimagine Novasoft  
Circor Energy (CIR)  
Invenisys Process Systems  
Liberty Mutual  
NTT Data Inc. (TYO.9613)  
VCE Corp.  
Raytheon

### Connecticut

Accudyne Industries  
iCall Inc.  
TradeCapture Inc.

### New Jersey

Big Brothers Big Sisters  
Hyllion  
Linn Energy, LLC (LINE)  
MPOWER Mobile  
Union Drilling, Inc.  
CDI Engineering  
Archeae Energy  
ATI Inc.

### Maryland

Broadwing Corp.  
Hanger Inc. (HGR)  
Geico Insurance Division  
SG LLC

### Virginia

Capital One

### North Carolina

Dex Media (DXM)

### Georgia

Cyntech Technologies (CYNT)  
NYLO Hotels



# Houston Market Highlights

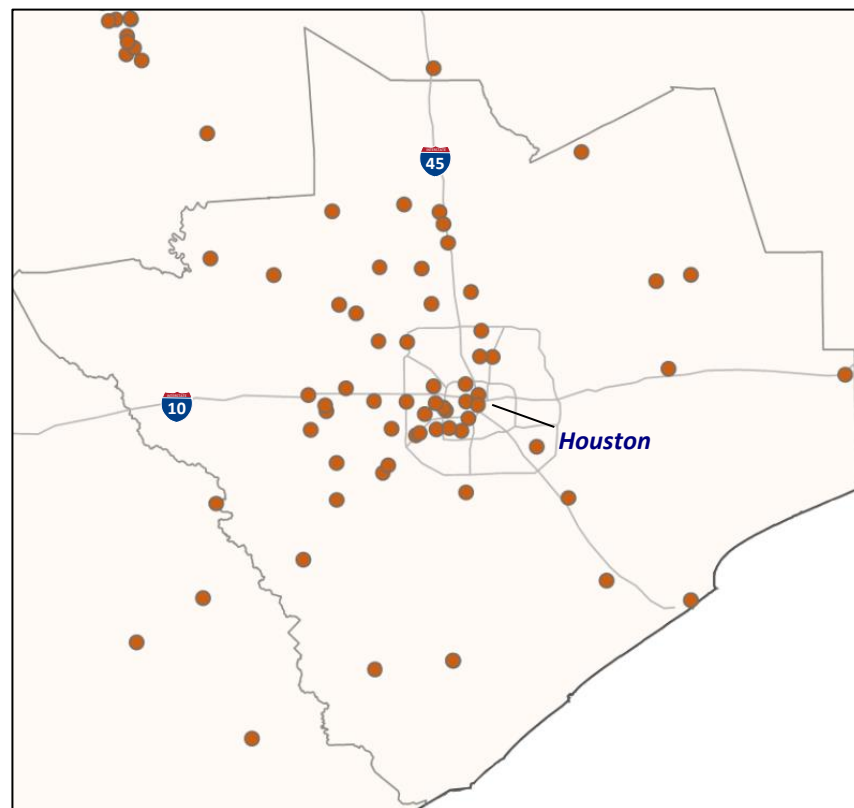
## Market Highlights

- Houston MSA is the 5<sup>th</sup> largest in the United States by population with nearly 7.4 million residents
  - Population is expected to grow 4.8% from 2023 - 2028
- Home to NASA's Johnson Space Center and Texas Medical Center – the world's largest medical complex
- As of November 2022, total nonfarm employment has increased 5.6% YoY, compared to the 12 month statewide increase of 5.1% and the nationwide increase of 2.3%
  - Employment in Houston has increased 15.8% YoY in the leisure and hospitality sector and 8.6% YoY in construction, compared to 11.9% and 3.9% statewide, respectively
- Houston has the largest export market in the U.S.
  - The Port of Houston is ranked 1<sup>st</sup> in the U.S. in international waterborne tonnage and in total waterborne tonnage handled

## Select Fortune 500 Companies



## Houston Franchise



# Dallas/Ft. Worth Market Highlights

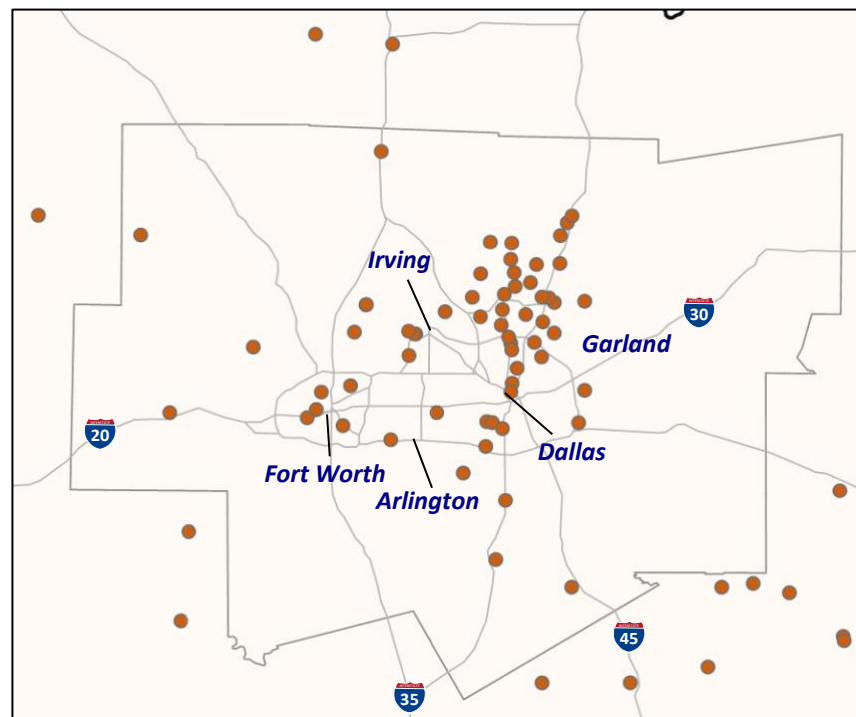
## Market Highlights

- Dallas/Ft. Worth MSA is the 4<sup>th</sup> largest in the United States by population with over 7.9 million residents
  - Population is expected to grow 5.0% from 2023 - 2028
- As of November 2022, total nonfarm employment has increased 6.1% YoY, compared to the 12 month statewide increase of 5.1% and the nationwide increase of 2.3%
  - Unemployment rate is 3.3%, down from 4.9% in August 2021
- As of November 2022, employment increased 8.2% YoY in Mining, Logging and Construction and 6.2% in Financial Activities
  - Among the 12 largest MSAs by population, Dallas had both the highest YoY increase in employment in financial activities and total nonfarm employment
- Headquarters to 22 Fortune 500 companies

## Select Fortune 500 Companies



## Dallas / Ft. Worth Franchise



# Austin Market Highlights

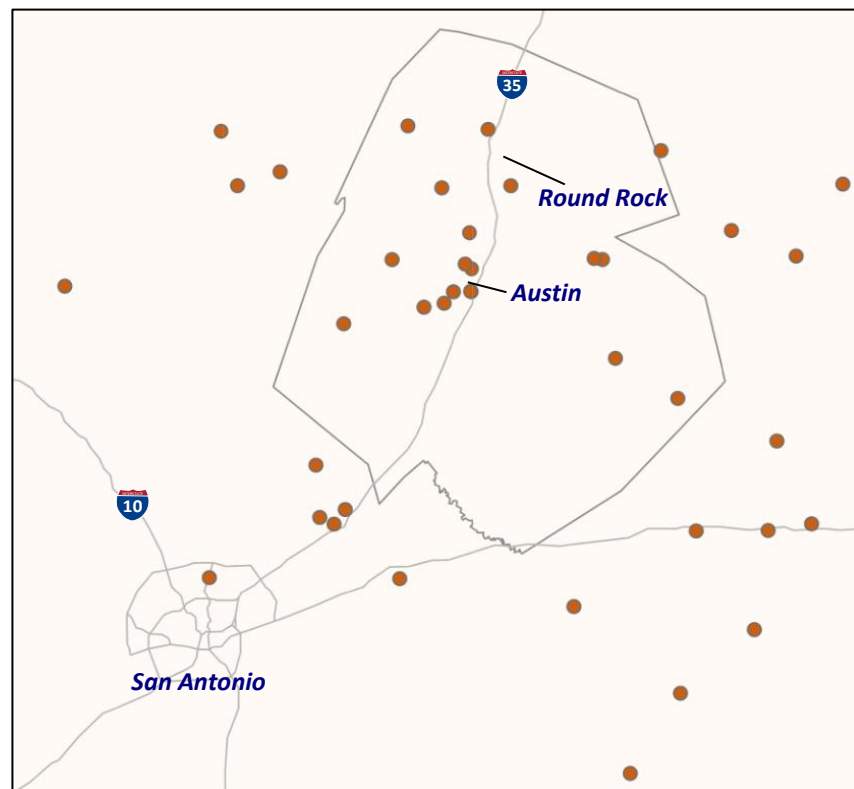
## Market Highlights

- Population grew by 33% from 2010 to 2020, the highest of any major MSA in the country
  - Ranks first among MSAs for new residents as a percent of total population
- Expected population growth of 7.8% from 2023 - 2028
- As of November 2022, total nonfarm employment has increased 4.7% YoY, compared to the 12 month statewide increase of 5.1% and the nationwide increase of 2.3%
  - Unemployment rate is 2.8%, compared to 4.0% statewide and 3.4% nationwide
  - Employment in Austin has increased 19.4% YoY in the leisure and hospitality sector and 9.2% YoY in manufacturing, compared to 11.9% and 5.3% statewide, respectively
- 15 companies have begun operations and 15 companies expanded their existing operations in the Austin-Round Rock MSA in Q4 2022
- Austin-Round Rock ranks 2<sup>nd</sup> for best MSA for STEM professionals amongst the top 100 MSAs

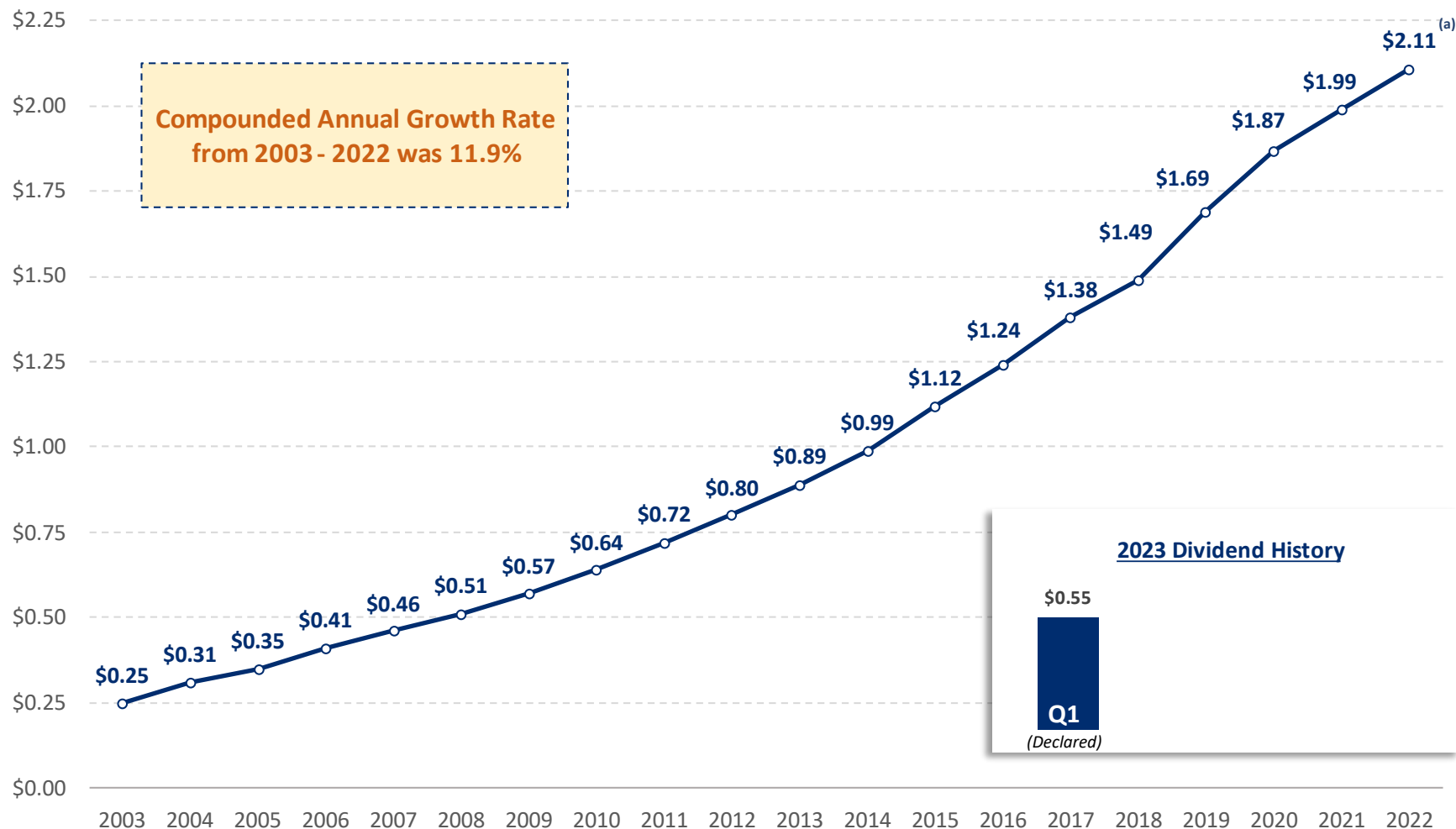
## Select Fortune 500 Companies



## Austin Franchise



# Dividend History



(a) 2022 dividend consists of \$0.52 per share declared in Q1 2022, 2Q 2022, 3Q 2022 and \$0.55 per share declared in 4Q 2022

# Contact Information

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## Corporate Headquarters

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281-269-7199 Telephone

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