

# INVESTOR PRESENTATION

THIRD QUARTER 2020

NASDAQ: CCBG



# FORWARD-LOOKING STATEMENT

**This presentation includes forward-looking statements, including statements about future results. These statements are subject to uncertainties and risks, which could cause the Company's future results to differ materially. The following factors, among others, could cause the Company's actual results to differ:** Our ability to successfully manage interest rate risk, liquidity risk, and other risks inherent to our industry; legislative or regulatory changes, including the Dodd-Frank Act, Basel III, and the ability to repay and qualified mortgage standards; the effects of security breaches and computer viruses that may affect our computer systems or fraud related to debit card products; the accuracy of our financial statement estimates and assumptions, including the estimates used for our loan loss provision, deferred tax asset valuation and pension plan; the frequency and magnitude of foreclosure of our loans; the effects of our lack of a diversified loan portfolio, including the risks of geographic and industry concentrations; the strength of the United States economy in general and the strength of the local economies in which we conduct operations; our ability to declare and pay dividends, the payment of which is now subject to our compliance with real estate markets; changes in monetary and fiscal policies of the U.S. Government; inflation, interest rate, market and monetary fluctuations; the effects of harsh weather conditions, including hurricanes, and man-made disasters; our ability to comply with the extensive laws and regulations to which we are subject, including the laws for each jurisdiction where we operate; the willingness of clients to accept third-party products and services rather than our products and services and vice versa; increased competition and its effect on pricing; technological changes; negative publicity and the impact on our reputation; changes in consumer spending and saving habits; growth and profitability of our noninterest income; changes in accounting principles, policies, practices or guidelines; the limited trading activity of our common stock; the concentration of ownership of our common stock; anti-takeover provisions under federal and state law as well as our Articles of Incorporation and our Bylaws; other risks described from time to time in our filings with the Securities and Exchange Commission; and our ability to manage the risks involved in the foregoing.

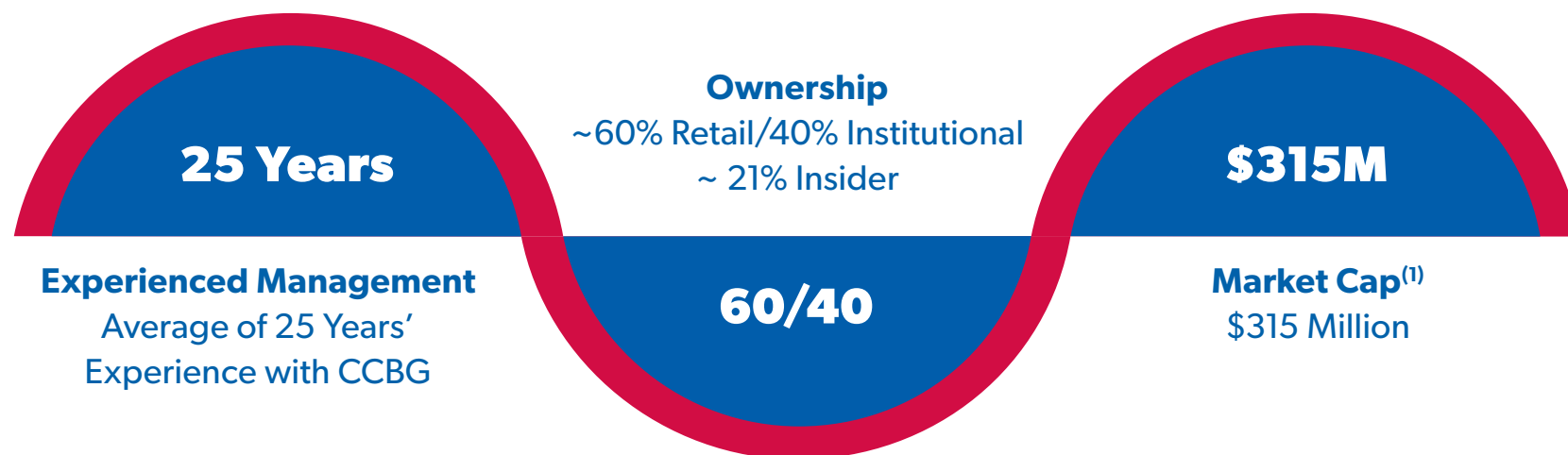
Additional factors can be found in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2019, and the Company's other filings with the SEC, which are available at the SEC's internet site (<http://www.sec.gov>). Forward-looking statements in this presentation speak only as of the date of this presentation. The Company assumes no obligation to update forward-looking statements or the reasons why actual results could differ.

# CORPORATE PROFILE

- Oldest Florida-based Publicly Traded Bank
- Managed Multiple Business Cycles Successfully
- \$3.6B Assets
- Loans HFI: \$2.0B/Deposits: \$3.0B
- 85% Florida/15% Georgia
- 50/50 Mix of Consumer and Commercial Clients (Deposits)
- \$1.8B Assets Under Management



# CORPORATE PROFILE



(1) As of 09/30/20

# FLORIDA AT A GLANCE

- ↘ Highest Migration Rate in U.S.
- ↘ 3rd Most Populous State -  
Projected Population Growth  
2X National Average
- ↘ Projected Population Change  
(2020-2025) of 6.6%
- ↘ Business-friendly State with  
No Personal Income Tax



Government  
Higher Education  
Healthcare  
Agriculture  
Manufacturing  
Retail Distribution  
Professional Associations  
Retirees  
Tourism  
Defense  
Technology  
Transportation

# GROWTH MARKETS

## TALLAHASSEE MSA

Total Deposits ( <i>in Thousands</i> )	\$1,276,973
Market Share <sup>(1)</sup>	14.7%
Market Share Rank <sup>(1)</sup>	#2
Top 3 Industries	Government, Education, Professional
Projected Population Growth <sup>(2)</sup>	4.5%
Projected HH Income Growth <sup>(2)</sup>	11.9%

## GAINESVILLE MSA

Total Deposits ( <i>in Thousands</i> )	\$377,325
Market Share <sup>(1)</sup>	7.3%
Market Share Rank <sup>(1)</sup>	#7
Top 3 Industries	Education, Healthcare, Retail Distribution
Projected Population Growth <sup>(2)</sup>	5.3%
Projected HH Income Growth <sup>(2)</sup>	9.2%

## MACON MSA

Total Deposits ( <i>in Thousands</i> )	\$87,076
Market Share <sup>(1)</sup>	2.3%
Market Share Rank <sup>(1)</sup>	#8
Top 3 Industries	Education, Healthcare, Defense
Projected Population Growth <sup>(2)</sup>	1.6%
Projected HH Income Growth <sup>(2)</sup>	8.6%

## RURAL COMBINED - 15 Markets<sup>(3)</sup>

Total Deposits ( <i>in Thousands</i> )	\$857,663
Market Share <sup>(1) (3)</sup>	10.3%
Market Champions	Agriculture, Manufacturing, County Seat
- Top 3 Market Share in 10 of 15 Markets	

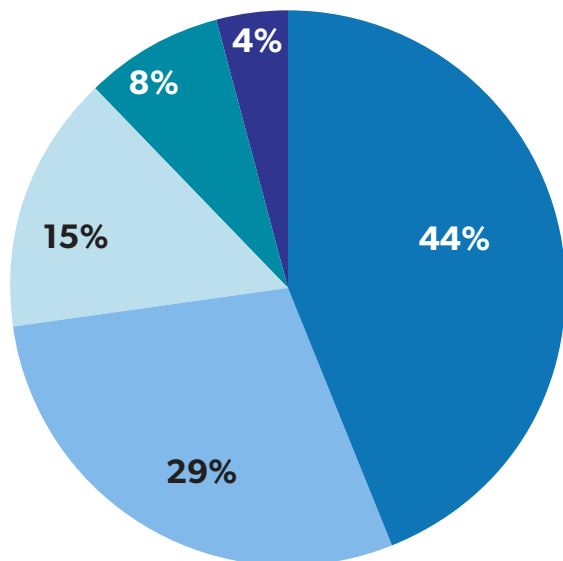
(1) Source: S&P Global Market Intelligence as of 6/30/2019

(2) Projected Change from 2020-2025 (Nielsen)

(3) Excludes Markets with < 2% Share

# DEPOSIT PORTFOLIO DETAIL

## Average Deposit Portfolio Composition

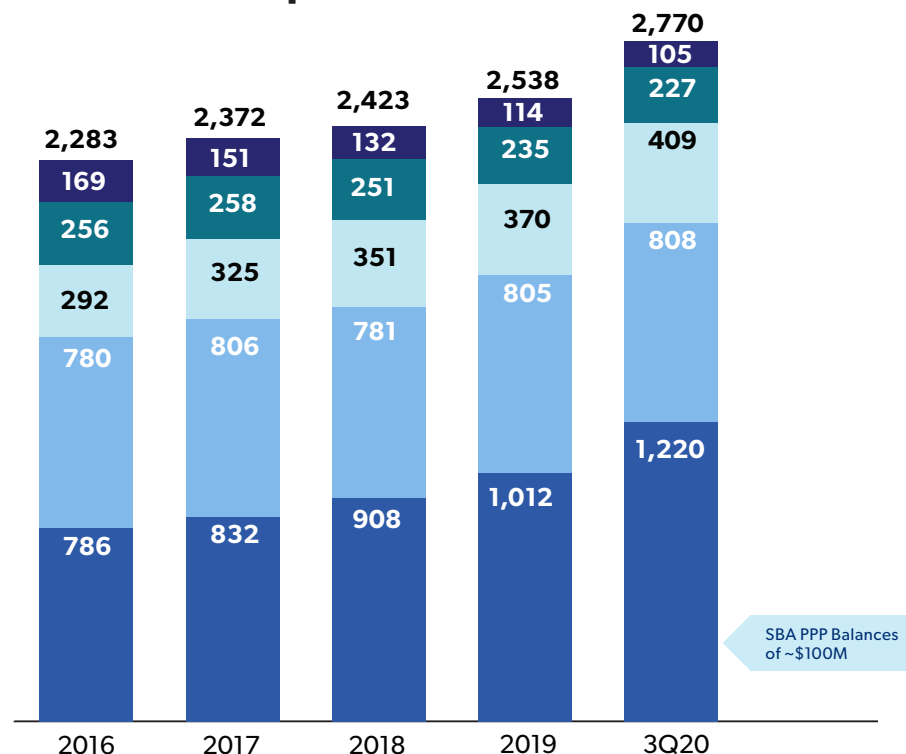


- Noninterest Bearing Deposits
- NOW Accounts
- Regular Savings Accounts
- Money Market Accounts
- Certificates of Deposit

## Deposit Portfolio Highlights

- CAGR<sup>(4)</sup> of ~ 11% DDA, ~ 3% MMA/SAV/NOW
- 96% Core Deposit<sup>(1)</sup> to Total Deposit<sup>(2)</sup>

## Total Deposit Growth



**Total Cost of Funds - CCBG<sup>(2)</sup>**

	2016	2017	2018	2019	3Q20
	0.13%	0.16%	0.27%	0.35%	0.16%

**Total Cost of Funds - Peer<sup>(3)</sup>**

	2016	2017	2018	2019	3Q20
	0.48%	0.53%	0.66%	0.89%	0.69%

- Noninterest Bearing Deposits
- NOW Accounts
- Regular Savings Accounts
- Money Market Accounts
- Certificates of Deposit

(1) Total Deposits less CDs

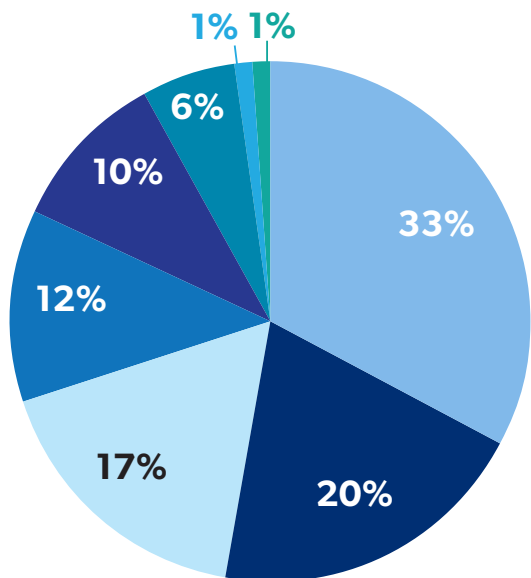
(2) YTD

(3) Publicly Traded \$1-\$5 Billion SE Commercial Banks (Source: S+P Market Intelligence)

(4) 2016 to 2020

# LOAN PORTFOLIO DIVERSIFICATION

**Loan Portfolio<sup>(1)</sup>**  
**\$1,998,160**

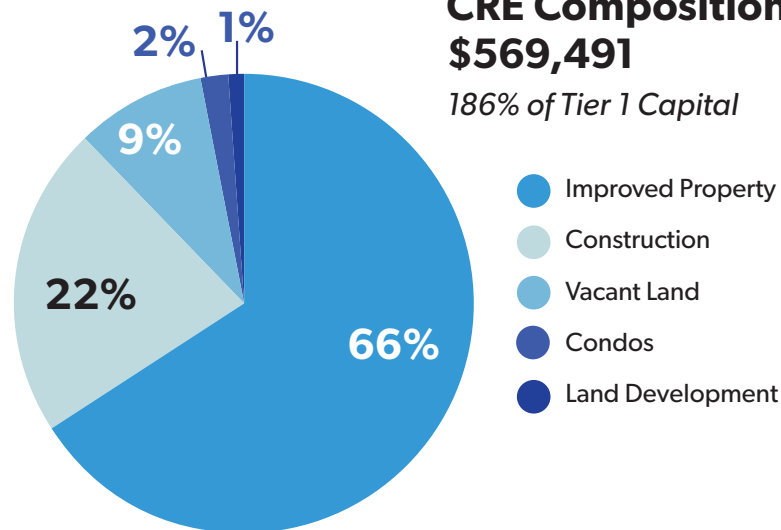


- Commercial R/E
- Commercial Loans
- Residential R/E
- Indirect Auto
- Home Equity R/E
- Construction R/E
- Direct Consumer
- Other Loans

Top 10 loans represent 6% of total loans

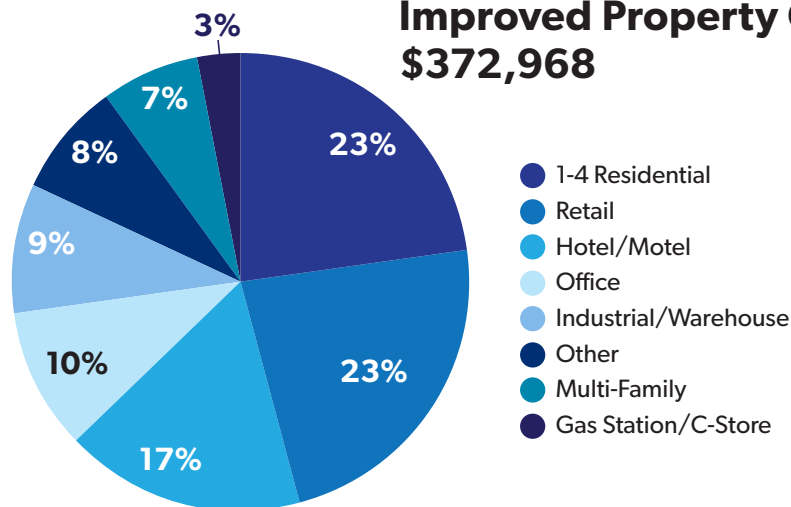
**CRE Composition**  
**\$569,491**

186% of Tier 1 Capital



- Improved Property
- Construction
- Vacant Land
- Condos
- Land Development

**Improved Property Composition**  
**\$372,968**



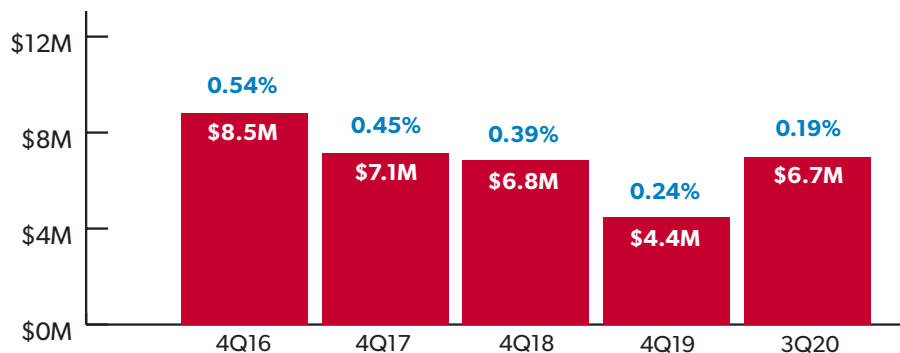
- 1-4 Residential
- Retail
- Hotel/Motel
- Office
- Industrial/Warehouse
- Other
- Multi-Family
- Gas Station/C-Store



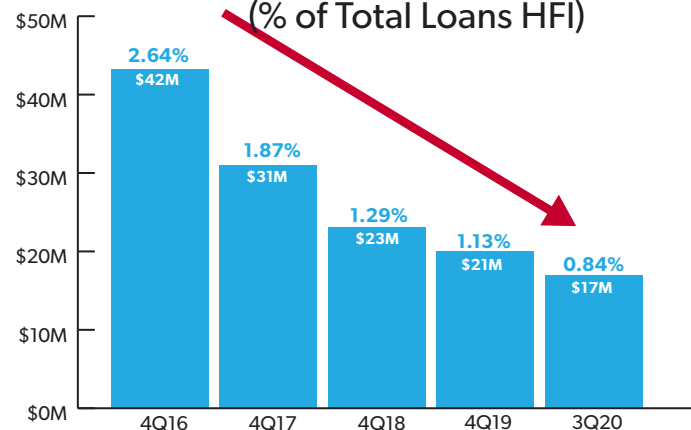
# CREDIT QUALITY

- Proven **strong** underwriting and risk management
- 5 year average annual credit losses of **12 basis points**
- **Strong credit** quality metrics at September 30, 2020
- Reserve build of **\$6.4 million** in response to Pandemic exposure
- Brings ACL coverage to **1.28% of loans** (ex-SBA/PPP)
- COVID-19: **88% of Loans** (\$) extended have resumed payments
- ~ **2% of total loans** (\$) still on extension

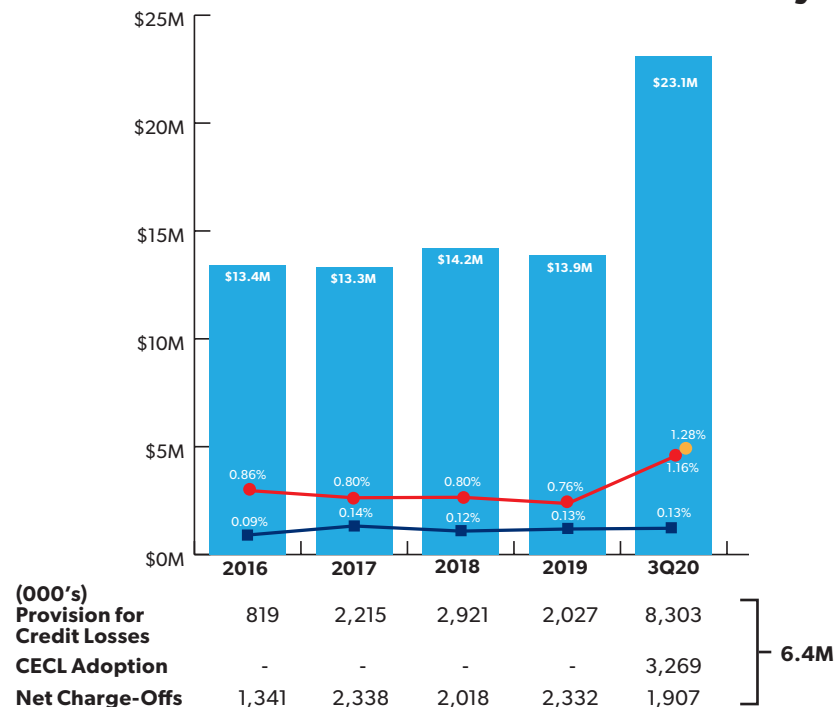
## Non-Performing Loans (% of Loans HFI)



## Classified Loans (% of Total Loans HFI)



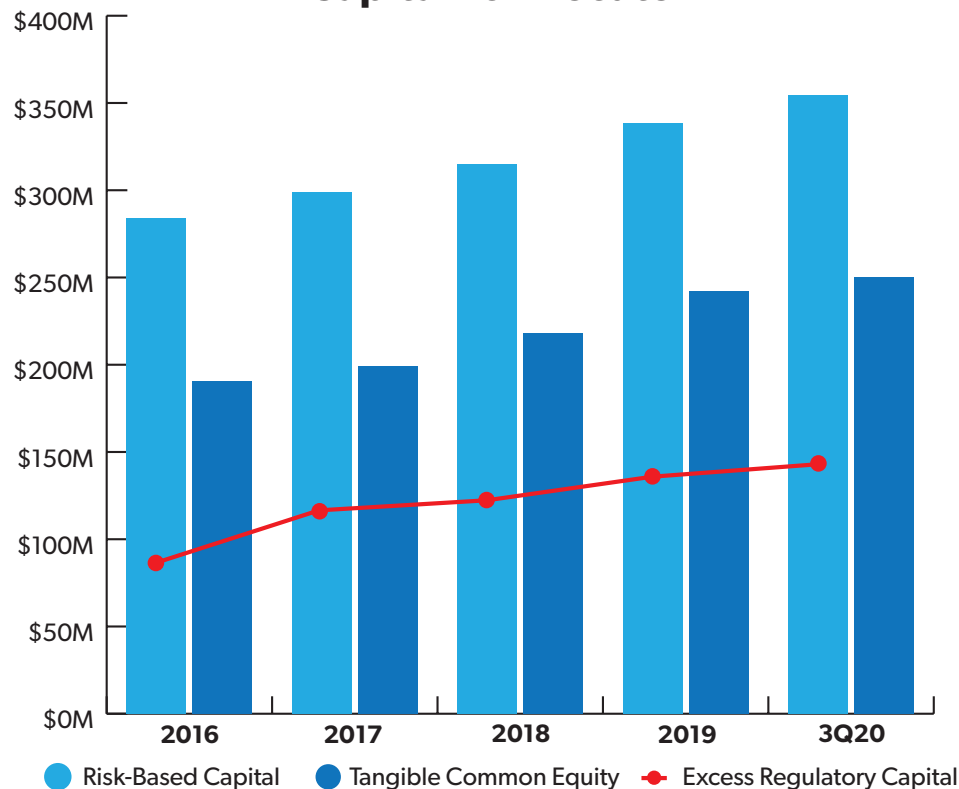
## Allowance for Credit Losses Activity



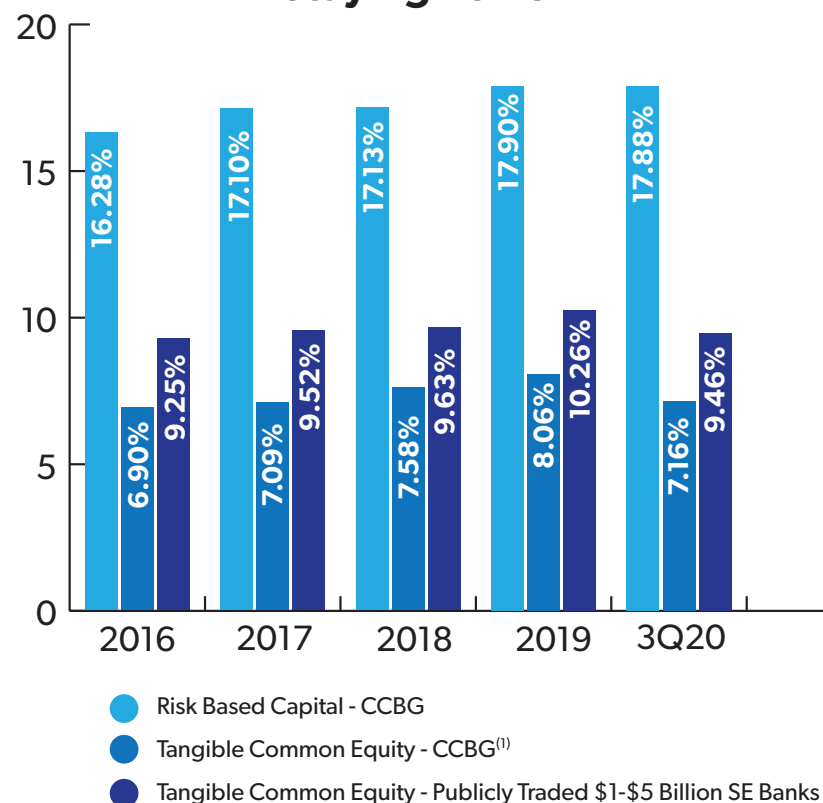
(1) HFI Loans only - does not include \$1.4M for unfunded loans.

# STRONG CAPITAL POSITION

## Capital To Execute



## Staying Power



(1) Adjusted Non-GAAP, See Appendix for Reconciliation.

# STRATEGIC INITIATIVES: Three Pillars of Execution

## DRIVE REVENUES

Generate Loan Growth > Interest Rate Profile > Grow & Diversify Fee Income

## DISCIPLINED EXPENSE MANAGEMENT

Committed to Expense Reduction > Efficiency Initiatives in Motion

## EFFECTIVELY DEPLOY CAPITAL

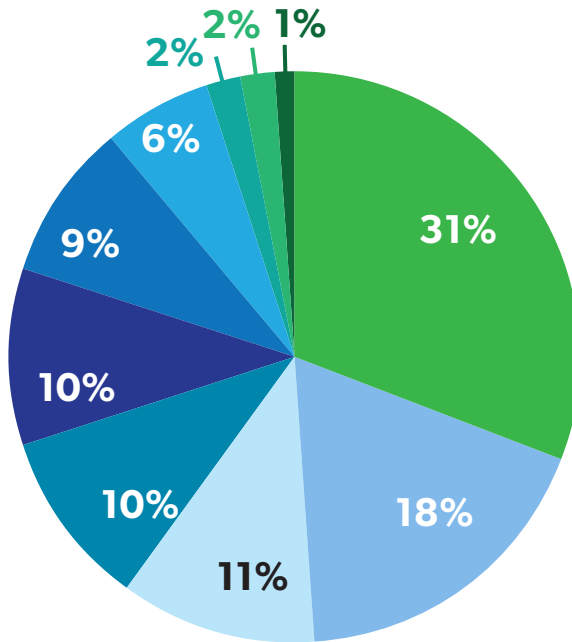
Organic Growth > Return Capital > Leverage Capital

**> Executed Under a Strong Risk Management & Credit Culture <**

# DRIVE REVENUES

## Diversified Revenues

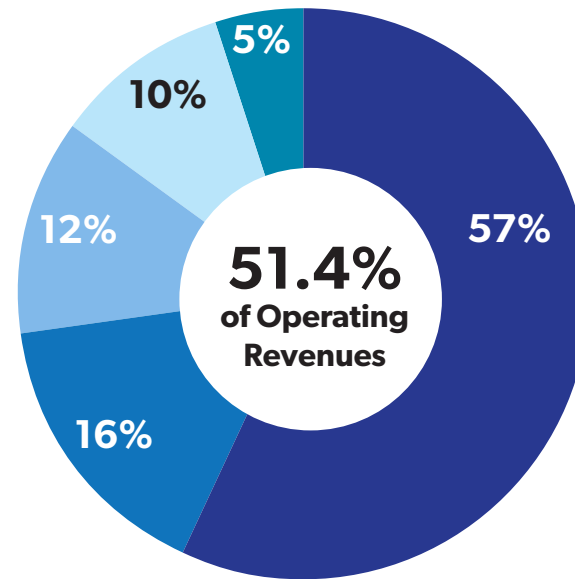
### INTEREST INCOME<sup>(1)</sup>



**\$80.0 Million**

- Commercial R/E
- Home Equity R/E
- Residential R/E
- Construction R/E
- Commercial Loans
- Direct Consumer
- Investment Securities
- Fees on Loans
- Indirect Auto
- Funds Sold

### FEE INCOME<sup>(1)</sup>



**\$80.6 Million**

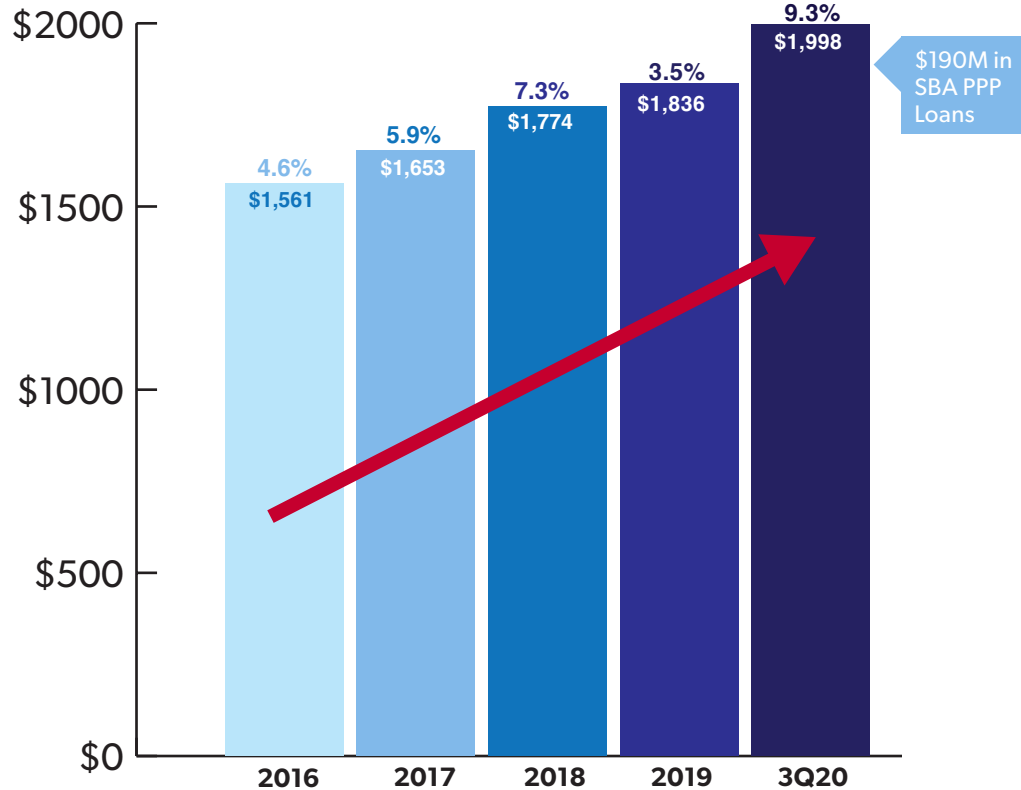
- Mortgage Banking Revenues - CCHL (51% ownership)
- Deposit Fees
- Bank Card Fees
- Wealth Management Fee
- Other

(1) YTD

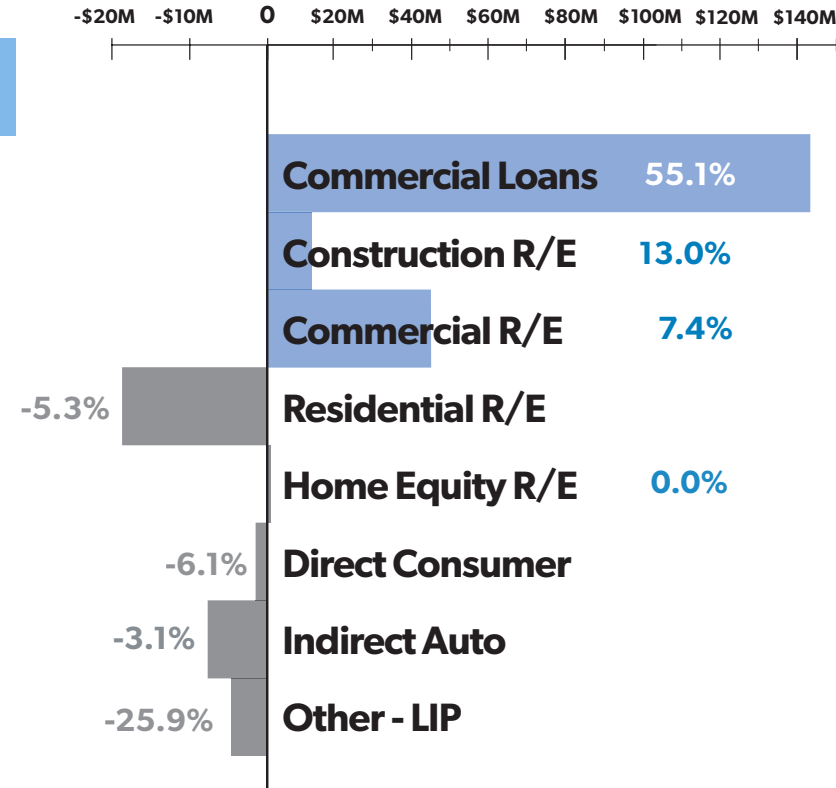
# DRIVE REVENUES

## Generate Loan Growth

**Period End Loans**  
(\$ In Millions / % Growth<sup>(1)</sup>)



**Growth By Segment<sup>(2)</sup>**



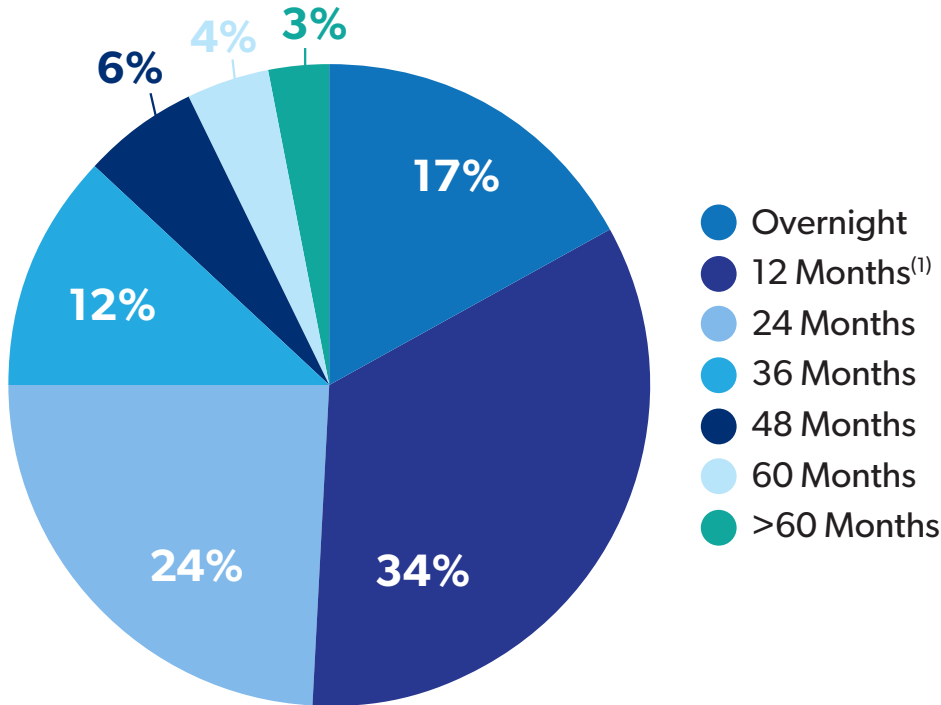
(1) Year over year

(2) 2020 vs. 2019

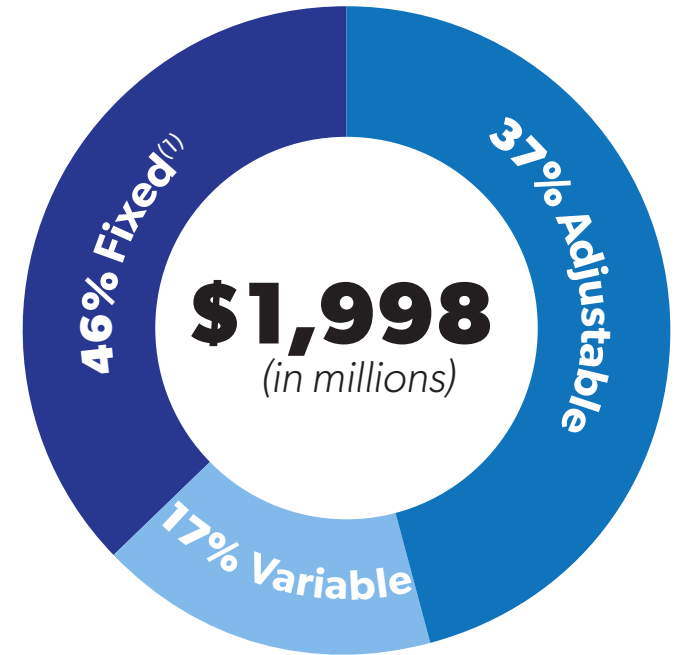
# DRIVE REVENUES

## Interest Rate Profile

Loan Repricing



Rate Mix



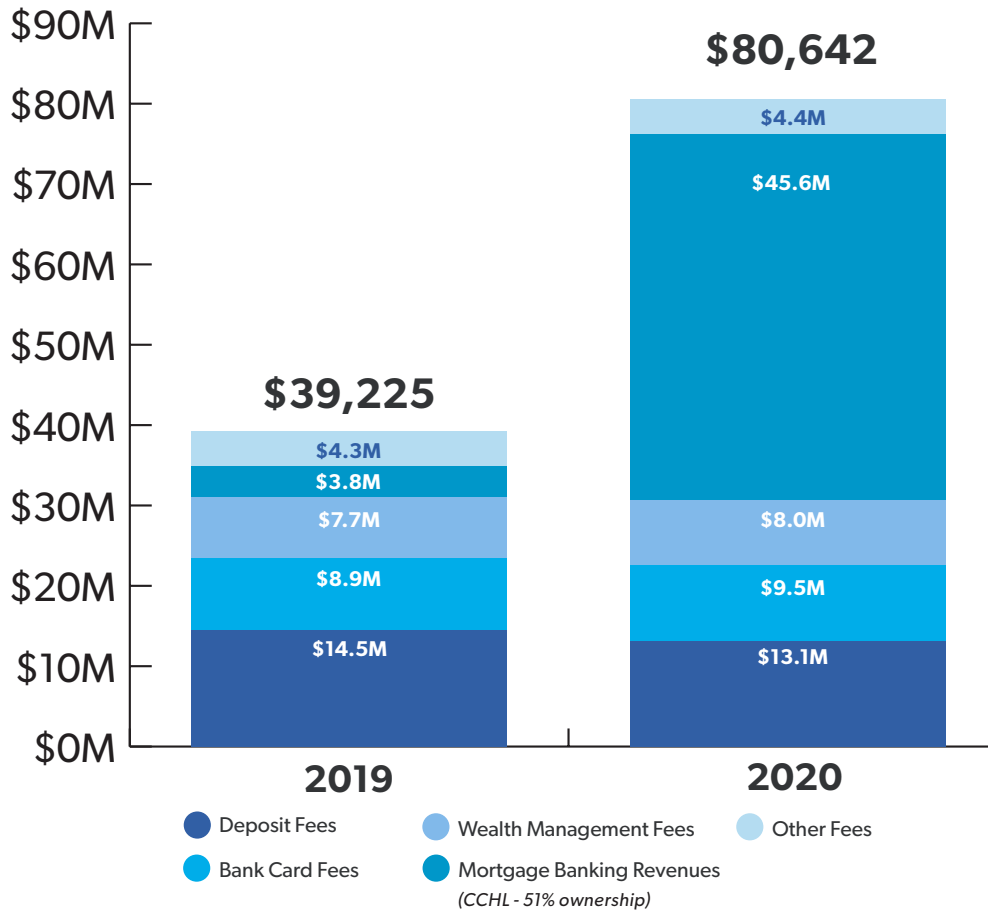
- 54% of Loan Portfolio is Variable or Adjustable
- 51% of Loan Portfolio Reprices within One Year

<sup>(1)</sup> Includes \$190 Million SBA/PPP loans

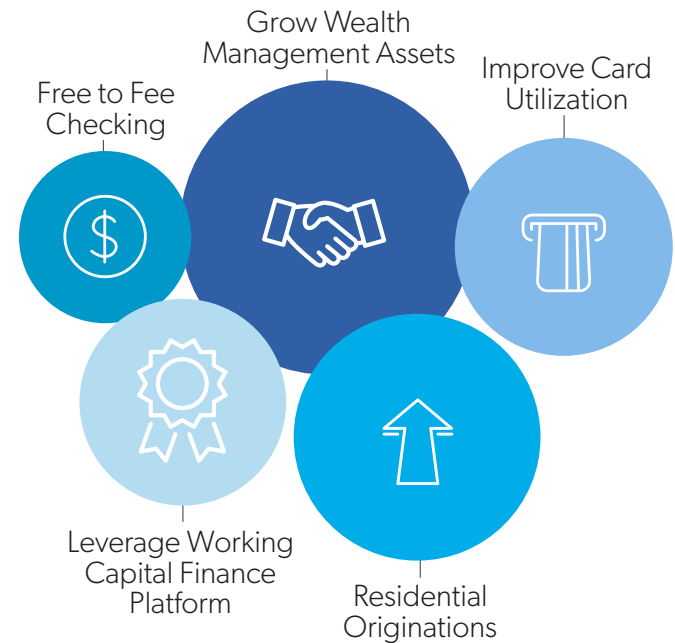
# DRIVE REVENUES

## Grow and Diversify Fee Income

**Fee Income Mix<sup>(1)</sup>**  
(In Millions)



## Growth Initiatives

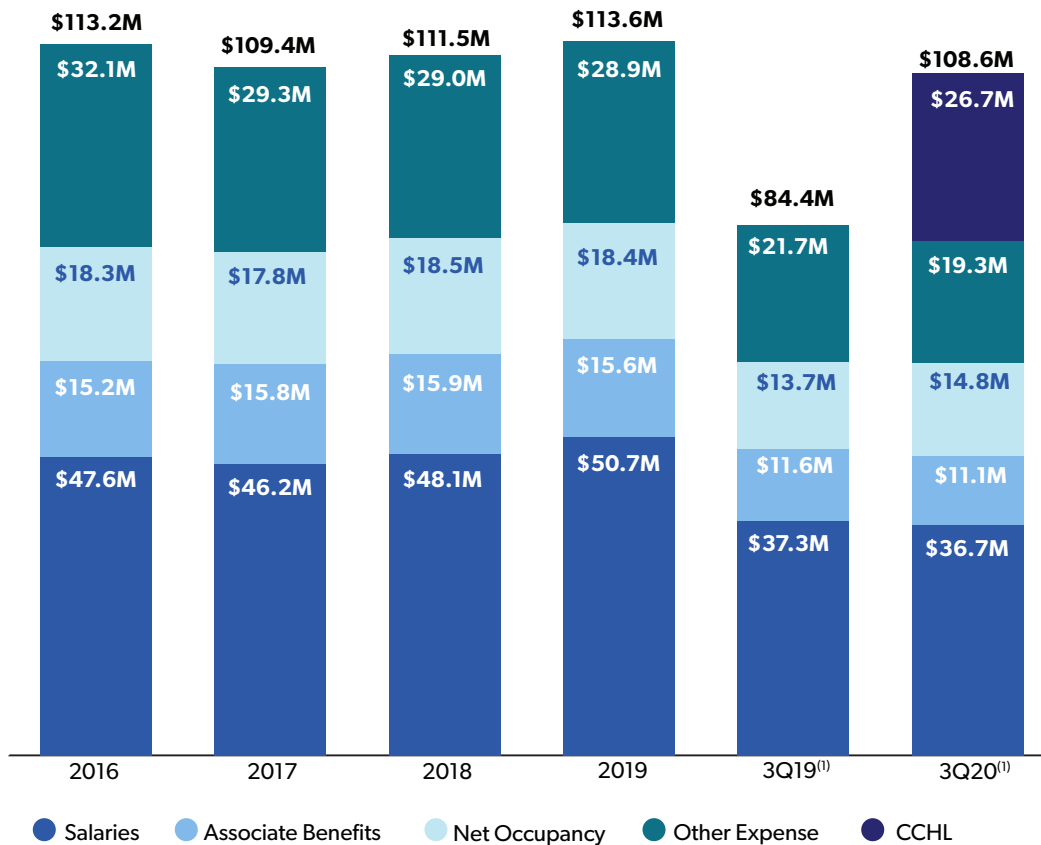


(1) YTD

# EXPENSE MANAGEMENT

Continued Focus on  
Expense Control

## Noninterest Expense Trend



## HIGHLIGHTS

- Continued control of expenses at Core CCBG
- Integration of CCHL late in 1Q.2020 added expenses, but improved efficiency due to revenues gains
- Efficiency Ratio of 69.0% for 2020 YTD versus 72.4% for 2019 YTD
- Initiatives in Motion  
(See Slide 17 for Detail):
  - Banking Office Optimization
  - Process Improvement
  - Digital



# EXPENSE MANAGEMENT

Efficiency Initiatives  
in Motion

## Banking Office Optimization

Sale/Leaseback  
Reduce SF

Close/Sell

Office/Market  
ROA Reviews

## Process Improvement

Consolidate  
Platforms

Electronic  
Documents

Eliminate  
Non-Value-Added  
Task

## Digital

Online Deposit  
Opening

Account  
Opening

Virtual Tellers

Mobile & Online  
Digital Lending

## Support Growth

Account  
Acquisition

Onboarding

Client Profitability

Client  
Segmentation

- **7:1 digital** client interactions to in-office transactions – June 2020
- **30%** of offices with **extended-hours Interactive Teller Machines**
- **49%** of offices offering **instant issue debit cards**
- **P2P** – June 2019
- **37% increase in mobile logins** from January 2018 to June 2020
- **Replaced entire ATM fleet** with image-enabled deposit-capable terminals – March 2020
- Major upgrade to end-to-end **online deposit account opening** – 3Q2020  
*(the “end-to-end” is significant because it is common for banks to still require new clients to come in to sign the signature card or complete other docs)*
- **Video banking** with document sharing & electronic signing capabilities – 4Q2020
- Opening **3rd digital office** (no teller line) – 4Q2020

# EFFECTIVELY DEPLOY CAPITAL



## ORGANIC GROWTH

- Technology Investments
- Leverage Infrastructure

## RETURN CAPITAL

- Dividend
- Share Repurchase Program

## LEVERAGE CAPITAL

- M&A Opportunities
- Non-Bank Businesses

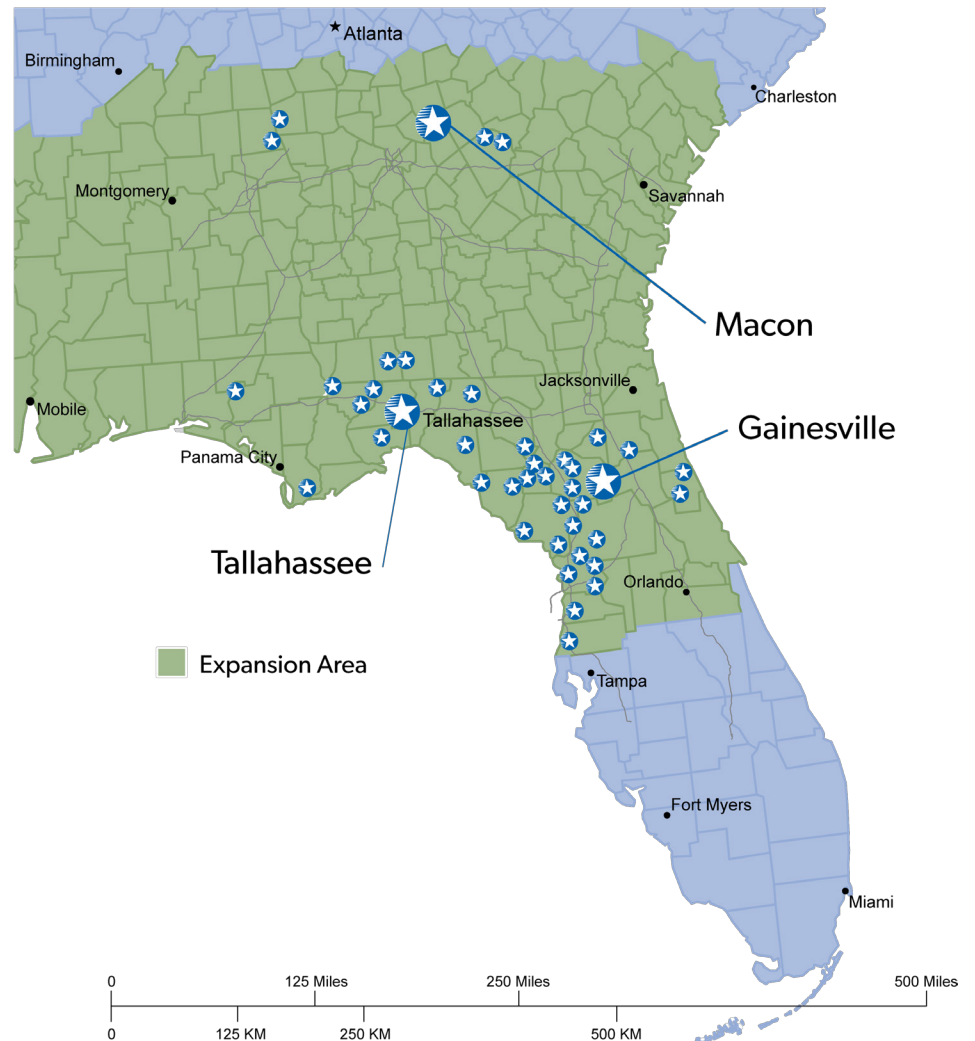
# ACQUISITION OPPORTUNITY

## PROFILE

- Banks with \$100-500M Assets  
~250 Total Banks
- TBV Pricing Attractive

## TARGETS

- Strong Core Deposit Base
- Lack of Scale to Absorb  
Regulatory Cost
- Succession Plan Unclear



# 2020 FOCUS

## BROADER BASED LOAN GROWTH

- Small Business, Commercial Real Estate, Residential Real Estate, WCF/ABL, and Participations/Pools

## IMPLEMENT FEE INCOME INITIATIVES

- New Checking Account Platform, Account Acquisition, and Strategies to Drive Interchange Revenues

## EVALUATE ACQUISITION OPPORTUNITIES

- Evaluate Both Bank and Non-Bank Opportunities

## WHY CCBG?

- ↘ Florida is Growing
- ↘ Growth Measures Nearing Prior Peaks
- ↘ Stable Markets
- ↘ Strong Deposit Franchise
- ↘ Asset Sensitive Balance Sheet
- ↘ Strong Capital – Ability to Deploy
- ↘ Insider Ownership
- ↘ Seasoned and Experienced Bankers
- ↘ Low Execution Risk
- ↘ CCBG is One of the Few Remaining “Pure Plays” in Florida



**Capital City**  
**Bank Group**

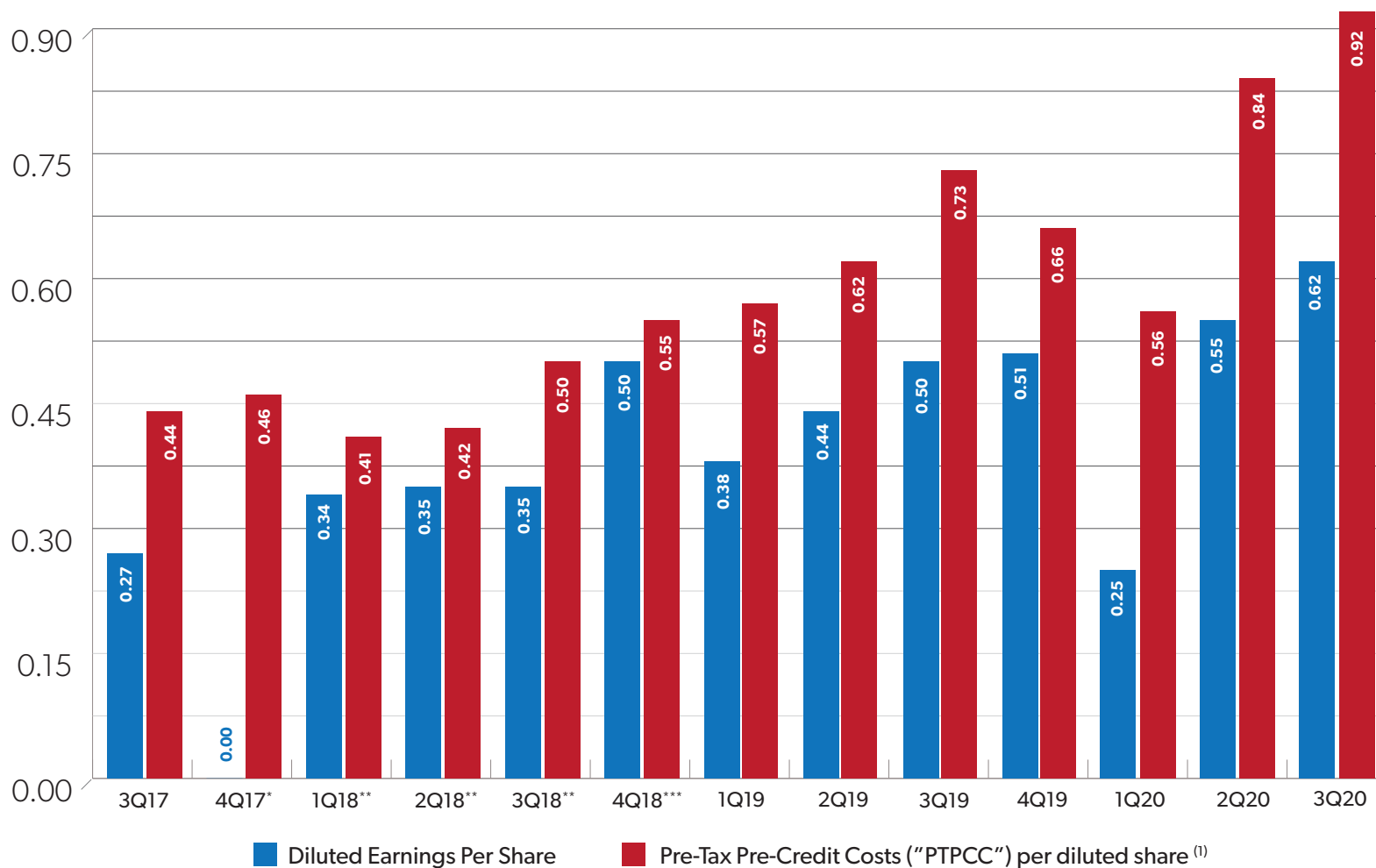
A blurred background image of a modern office interior. Several people are seated around a white table, and one person is standing in the background, possibly presenting. The scene is brightly lit with large windows.

# APPENDIX





# QUARTERLY RESULTS



\*Includes Deferred Tax Re-Measurement Expense of \$0.24 per Share

\*\*Includes Tax Benefits \$0.09, \$0.08, and \$0.02 per share for 1Q, 2Q, and 3Q respectively related to 2017 Plan Year Pension contributions

\*\*\*Includes Tax Benefit of \$0.02 per share related to a premises cost segregation analysis

(1) Adjusted Non-GAAP; See Appendix for Reconciliation

# THIRD QUARTER 2020

(Dollars in thousands)	3Q.2020		2Q.2020		\$ Change Core CCBG	% Change Core CCBG
	Core CCBG	CCHL	Core CCBG	CCHL		
Net Interest Income	25,105	17	25,349	109	(244)	-0.96%
Provision for Credit Losses	1,308	-	2,005	-	(697)	-34.76%
Deposit Fees	4,316	-	3,756	-	560	14.91%
Bank Card Fees	3,389	-	3,142	-	247	7.86%
Wealth Management Fees	2,808	-	2,554	-	254	9.95%
Mortgage Banking Fees	208	22,775	241	17,573	(33)	-13.69%
Other	1,182	287	1,147	1,786	35	3.05%
Total Noninterest Income	11,903	23,062	10,840	19,359	1,063	9.81%
Salaries	11,603	10,753	11,596	8,381	7	0.06%
Other Associate Benefits	3,616	192	3,477	204	139	4.00%
Total Compensation	15,219	10,945	15,073	8,585	146	0.97%
Occupancy, Net	5,061	845	5,030	768	31	0.62%
Other	6,930	1,342	6,599	1,248	331	5.02%
Total Noninterest Expense	27,210	13,132	26,702	10,601	508	1.90%
Operating Profit	8,490	9,947	7,482	8,867	1,008	13.47%
Income Taxes	1,947	1,218	1,785	187	162	9.10%
Net Income (Before CCHL)	6,543	8,729	5,697	8,680	846	14.84%
CCHL 51% Interest, net of tax	3,854	3,854	3,450	3,450	404	11.72%
CCBG Consolidated Net Income	10,397	-	9,146	-	1,251	13.68%
CCBG Consolidated Diluted EPS	0.39	0.23	0.35	0.20	0.04	11.46%

0.62

0.55

## HIGHLIGHTS

- Return on assets of 1.17% and efficiency ratio of 67%
- Diversified revenue and strong balance sheet continue to buffer impact of pandemic and lower interest rates
- Strong performance by Capital City Home Loans ("CCHL") contributed significantly (\$0.23/share)
- 11% increase in other fee revenues (deposit, bankcard, and wealth management)
- Credit quality remains strong with no significant problem loan migration
- 88% of loan balances extended in the first/second quarter have resumed payments. ~ 2% of Loans HFI remain on extension

(1) 51% Ownership Interest in CCHL was acquired on March 1, 2020 - Q1.2020 impact was immaterial

# SUPPORTING OUR CLIENTS

## LOAN EXTENSIONS - COVID-19

At October 2, 2020	Number of Loans	Loan Amount (\$ in thousands)	% of Loans Extended	
			Number of Loans	Loan Amount
Loans Extended	2,333	\$325,014		
Loans Resuming Payments	(2,129)	\$(284,548)	91%	<b>88%</b>
Loans Still on Extension	204	\$40,466	9%	12%
% Total (\$) Loans (Ex-SBA/PPP) Still on Extension		<b>2%</b>		

## SBA-PPP RESULTS

- Funded 2,208 loans totaling **\$193 million**
- **\$190 million** balance at September 30, 2020
- Deferred loan fees of **\$4 million** at September 30, 2020
- Average Loan Size was **\$86,000**
- Supported Approximately **30,000 Jobs**

# FINANCIAL HIGHLIGHTS

<i>Dollars in Thousands, except Earnings per Share</i>	2014	2015	2016	2017	2018	2019	YTD 2020
<b>Interest Income</b>	\$78,221	\$79,658	\$81,154	\$86,930	\$99,395	\$112,836	\$80,043
<b>Interest Expense</b>	3,580	3,307	3,189	3,948	6,891	9,493	3,690
<b>Net Interest Income</b>	74,641	76,351	77,965	82,982	92,504	103,343	76,353
<b>Provision for Credit Losses</b>	1,905	1,594	819	2,215	2,921	2,027	8,303
<b>Noninterest Income</b>	52,536	54,091	53,681	51,746	51,565	53,053	80,642
<b>Noninterest Expense</b>	114,358	115,273	113,214	109,447	111,503	113,609	108,614
<b>Income Taxes</b>	1,654	4,459	5,867	12,203	3,421	9,953	7,397
<b>Less: NCI</b>	—	—	—	—	—	—	8,851
<b>Net Income - Common</b>	9,260	9,116	11,746	10,863	26,224	30,807	23,830
<b>Diluted Earnings Per Share - Common</b>	.53	.53	.69	.64	1.54	1.83	1.42
<b>Ratios</b>							
<b>Return on Average Assets</b>	.36%	.34%	.43%	.39%	.92%	1.03 %	0.96%
<b>Return on Average Equity</b>	3.27	3.31	4.22	3.83	8.89	9.72	9.50
<b>Net Interest Margin</b>	3.36	3.31	3.25	3.37	3.64	3.85	3.42
<b>Net Charge-offs to Average Loans</b>	.53	.35	.09	.14	.12	0.13	0.13
<b>Efficiency Ratio (FTE)</b>	89.68	87.94	85.34	80.50	77.05	72.40	69.04
<b>Dividend Payout Ratio</b>	16.98	24.53	24.64	37.50	20.78	26.23	29.52

# FINANCIAL HIGHLIGHTS

<b>As of Period-End</b> <i>Dollars in Thousands</i>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>3Q20</b>
<b>Investments</b>	\$505,129	\$638,920	\$700,099	\$697,590	\$663,477	\$643,140	\$530,846
<b>Loans Held for Investment</b>	1,431,375	1,492,275	1,561,289	1,653,492	1,774,225	1,835,929	1,998,161
<b>Total Assets</b>	2,627,169	2,797,860	2,845,197	2,898,794	2,959,183	3,088,953	3,587,041
<b>Noninterest Bearing Deposits</b>	659,115	758,283	791,182	874,583	947,858	1,044,699	1,378,314
<b>Interest Bearing Deposits</b>	1,487,679	1,544,566	1,621,104	1,595,294	1,583,998	1,600,755	1,631,132
<b>Total Deposits</b>	2,146,794	2,302,849	2,412,286	2,469,877	2,531,856	2,645,454	3,009,446
<b>Capital</b>	272,540	274,352	275,168	284,210	302,587	327,016	339,425
<b>Ratios</b>							
<b>Risk Based Capital</b>	17.76%	17.25%	16.28%	17.10%	17.13%	17.90%	17.88%
<b>Tangible Equity</b>	7.38	6.99	6.90	7.09	7.58	8.06	7.16
<b>Nonperforming Assets to Total Assets</b>	2.00	1.06	0.67	0.38	0.31	0.18	0.19
<b>Reserve to Loans (ex. SBA PPP)</b>	1.22	0.93	0.86	0.80	0.80	0.75	1.28
<b>Reserve to Nonperforming Loans</b>	104.60	135.40	157.40	185.87	206.79	310.99	420.30

# MARKET DEMOGRAPHIC

ANCHOR AND SMALL-TOWN AMERICA MARKETS MORE STABLE AND PREDICTABLE.

	Population Growth Rate		Household	
	2010-2020	2020-2025	Median Income 2020	Projected Change 2020-2025
<b>Tallahassee MSA</b>	7.00%	4.50%	\$55,732	11.91%
<b>CCBG Florida Markets</b>	13.15%	5.59%	\$52,521	9.59%
<b>Florida</b>	15.92%	6.63%	\$58,586	11.56%
<b>US</b>	7.00%	3.27%	\$66,010	9.87%

Sources: S&P Global Market Intelligence; ESRI; US Census Bureau

# DEPOSIT MARKET SHARE

State	Number of Offices	CCBG Deposits in Market (\$000)*	Percent of Total CCBG Franchise	Ranking: Counties with 2019 Market Share in Top 4	Deposit Market Share**
Florida	47	\$2,283,096	87.04%	12 of 18	8.26%
Georgia	8	\$286,551	11.03%	2 of 4	5.09%
Alabama	2	\$29,390	1.13%	–	8.70%
<b>TOTALS</b>	<b>57</b>	<b>\$2,599,037</b>	<b>100.00%</b>	–	

- Market Share Gives Pricing Leverage
- Keeps Cost of Funds Low
- Organic Growth Going Forward

\* Sources: SNL Balances as of 6/30/2019

\*\* CCBG Aggregate Market Share for Counties Where CCBG Has a Market Share of >.50%.

# ANALYST ESTIMATES

ANALYST	2020 EPS	PRICE TARGET	RATING
HOVDE	\$1.89	\$23.00	Market Perform
KBW	\$1.92	\$26.00	Market Perform
Janney/FIG	\$1.87	\$20.00	Neutral
Piper/Sandler	\$1.87	\$21.00	Neutral
D. A. Davidson	\$1.84	\$23.50	Neutral



# NON-GAAP FINANCIAL MEASURES

We present a tangible common equity ratio that removes the effect of goodwill resulting from merger and acquisition activity. We believe this measure is useful to investors because it allows investors to more easily compare our capital adequacy to other companies in the industry. The GAAP to non-GAAP reconciliation is provided below.

<i>Dollars in Thousands</i>		2014	2015	2016	2017	2018	2019	3Q20
<b>TANGIBLE COMMON EQUITY RATIO</b>								
<b>Shareowners' Equity (GAAP)</b>		\$272,540	\$274,352	\$275,168	\$284,210	\$302,587	\$327,016	\$339,425
<b>Less: Goodwill (GAAP)</b>		\$84,811	\$84,811	\$84,811	\$84,811	\$84,811	\$84,810	\$89,095
<b>Tangible Shareowners' Equity (non-GAAP)</b>	A	\$187,729	\$189,541	\$190,357	\$199,399	\$217,776	\$242,206	\$250,330
<b>Total Assets (GAAP)</b>		\$2,627,169	\$2,797,860	\$2,845,197	\$2,898,794	\$2,959,183	\$3,088,953	\$3,587,041
<b>Less: Goodwill (GAAP)</b>		\$84,811	\$84,811	\$84,811	\$84,811	\$84,811	\$84,810	\$89,095
<b>Tangible Assets (non-GAAP)</b>	B	\$2,542,358	\$2,713,049	\$2,760,386	\$2,813,983	\$2,874,372	\$3,004,143	\$3,497,946
<b>Tangible Common Equity Ratio</b>	A/B	7.38%	6.99%	6.90%	7.09%	7.58%	8.06%	7.16%

Pre-tax pre-credit costs per diluted share is a measure used by management to evaluate core operating results exclusive of credit costs, including loan loss provision and other real estate expenses. We believe this measure is useful to investors because it allows investors to more easily compare our core operating results to other companies in the industry. The GAAP to non-GAAP reconciliation is provided below.

<i>Dollars in Thousands</i>		2017	2018	2019	YTD 2020
<b>PRE-TAX PRE-CREDIT COSTS Per Diluted Share</b>					
<b>Income Before Income Taxes (GAAP)</b>		\$23,066	\$29,645	\$40,761	\$31,229
<b>Plus: Provision for Loan Losses (GAAP)</b>		\$2,215	\$2,921	\$2,027	\$8,303
<b>Plus: Other Real Estate Owned Expense (GAAP)</b>		\$1,135	\$(442)	\$545	\$(463)
<b>Pre-Tax Pre-Credit Costs (non-GAAP)</b>	A	\$26,416	\$32,124	\$43,333	\$39,069
<b>Average Diluted Common Shares (GAAP)</b>	B	17,013	17,072	16,827	16,823
<b>Pre-Tax Pre-Credit Costs Per Diluted Share</b>	A/B	\$1.55	\$1.88	\$2.58	\$2.32



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