# Atlantic Union Bankshares Sandy Spring Bancorp

**Completing the "Golden Crescent"** 

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## **Merger Investor Presentation**

NYSE: AUB

October 21, 2024

## **Disclaimer and Caution About Forward-Looking Statements**

THE INFORMATION CONTAINED IN THIS PRESENTATION IS CONFIDENTIAL INFORMATION. ACCORDINGLY, THE INFORMATION INCLUDED HEREIN MAY NOT BE REFERRED TO, QUOTED OR OTHERWISE DISCLOSED BY YOU. IN REVIEWING THIS INFORMATION, YOU ARE ACKNOWLEDGING THE CONFIDENTIAL NATURE OF THIS INFORMATION AND ARE AGREEING TO ABIDE BY THE TERMS OF THIS DISCLAIMER. THIS CONFIDENTIAL INFORMATION IS BEING MADE AVAILABLE TO EACH RECIPIENT SOLELY FOR ITS INFORMATION AND IS SUBJECT TO AMENDMENT.

This presentation is made pursuant to Rule 163B of the Securities Act of 1933, as amended, and is intended solely for investors that are qualified institutional buyers or institutional accredited investors solely for the purposes of familiarizing such investors with Atlantic Union Bankshares (the "Company", "AUB", "we" or "us"), Sandy Spring Bancorp, Inc. ("Sandy Spring" or "SASR") and the proposed acquisition of Sandy Spring by Atlantic Union. We are not currently making any offer to sell, or soliciting any offer to buy, securities, and cannot accept any orders for securities at this time. Any offering will be made pursuant to the Company's effective shelf registration statement filed with the Securities and Exchange Commission (the "SEC") and will be made only by means of a prospectus supplement and accompanying base prospectus. You should read any such prospectus supplement before making any investment decision. This communication shall not constitute an offer to sell or the solicitation of an offer to buy these securities, nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

Certain statements in this presentation constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Examples of forward-looking statements include, but are not limited to, statements regarding the outlook and expectations of Atlantic Union and Sandy Spring with respect to the proposed transaction, the strategic benefits and financial benefits of the proposed transaction, including the expected impact of the proposed transaction on the combined company's future financial performance (including anticipated accretion to earnings per share, the tangible book value earn-back period and other operating and return metrics), the timing of the closing of the proposed transaction, the ability to successfully integrate the combined businesses, and statements on the slides entitled "Transaction Highlights," "Transaction Structure & Terms," "Key Transaction Assumptions, "Estimated Pro Forma Financial Metrics" and "Robust Ongoing Capital Generation." Such statements are often characterized by the use of qualified words (and their derivatives) such as "may," "will," "anticipate," "could," "should," "believe," "contemplate," "expect," "estimate," "contemplate," "expect," "estimate," "contemplate," "adl "repoint" and "intend," as words of similar and other factors that are based on assumptions or judgment of Atlantic Union or Sandy Spring or their management about future events. Forward-looking statements are based on assumptions as of the time they are made and are subject to risks, uncertainties and assumptions, include, among others, the following:

- the occurrence of any event, change or other circumstances that could give rise to the right of one or both of the parties to terminate the merger agreement;
- 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 the proposed transaction) and the approval by Atlantic Union shareholders and Sandy Spring shareholders, on a timely basis or at all;
- the possibility that the anticipated benefits of the proposed transaction, including anticipated cost savings and strategic gains, are not realized when expected or at all;
- · the possibility that the integration of the two companies may be more difficult, time-consuming or costly than expected;
- the impact of purchase accounting with respect to the proposed transaction, or any change in the assumptions used regarding the assets acquired and liabilities assumed to determine their fair value and credit marks;
- the outcome of any legal proceedings that may be instituted against Atlantic Union or Sandy Spring;
- the possibility that the proposed transaction may be more expensive or take longer 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 proposed transaction;
- · changes in Atlantic Union's or Sandy Spring's share price before closing;
- risks relating to the potential dilutive effect of shares of Atlantic Union's common stock to be issued in the proposed transaction;
- other factors that may affect future results of Atlantic Union or Sandy Spring including changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates; deposit flows; inflation; customer borrowing, repayment, investment and deposit practices; the impact, extent and timing of technological changes; capital management activities; and other actions of the Federal Reserve Board and legislative and regulatory actions and reforms.

Although each of Atlantic Union and Sandy Spring believes that its expectations with respect to forward-looking statements are based upon reasonable assumptions within the bounds of its existing knowledge of its business and operations, there can be no assurance that actual results of Atlantic Union or Sandy Spring will not differ materially from any projected future results expressed or implied by such forward-looking statements. Additional factors that could cause results to differ materially from those described above can be found in Atlantic Union's most recent annual report on Form 10-K and quarterly reports on Form 10-Q, and other documents subsequently filed by Atlantic Union with the SEC, and in Sandy Spring's most recent annual report on Form 10-K and quarterly reports on Form 10-Q, and other documents subsequently filed by Sandy Spring with the SEC. The actual results anticipated may not be realized or, even if substantially realized, they may not have the expected consequences to or effects on Atlantic Union, Sandy Spring or their respective businesses or operations. Investors are cautioned not to rely too heavily on any such forward-looking statements. Forward-looking statements speak only as of the date they are made and Atlantic Union and Sandy Spring undertake no obligation to update or clarify these forward-looking statements, whether as a result of new information, future events or otherwise.

#### Atlantic Union Bankshares

## **Additional Information**

Atlantic Union Bankshares

#### Important Additional Information and Where to Find It

In connection with the proposed transaction, Atlantic Union intends to file with the SEC a Registration Statement on Form S-4 ("Registration Statement") that will include a joint proxy statement of Atlantic Union and Sandy Spring, which also constitutes a prospectus of Atlantic Union, ("Proxy Statement/Prospectus"), that will be sent to shareholders of Atlantic Union and shareholders of Sandy Spring seeking their approval of the proposed transaction and other related matters. Each of Atlantic Union and Sandy Spring also may file with the SEC other relevant documents concerning the proposed transaction.

Investors and security holders of Atlantic Union and investors and security holders of Sandy Spring are urged to read the registration statement and proxy statement/prospectus included with the registration statement when they become available, as well as any other relevant documents filed with the SEC in connection with the proposed transaction or incorporated by reference into the proxy statement/prospectus, as well as any amendments or supplements to those documents, because they will contain important information about Atlantic Union, Sandy Spring, the proposed transaction and related matters.

This communication does not constitute an offer to sell or the solicitation of an offer to buy any securities or the solicitation of any vote or approval with respect to the proposed transaction between Atlantic Union and Sandy Spring. No offer of securities shall be made except by means of a prospectus meeting the requirements of the Securities Act of 1933, as amended, and no offer to sell or solicitation of an offer to buy shall be made in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction.

A copy of the Registration Statement, Proxy Statement/Prospectus, as well as other filings containing information about Atlantic Union and Sandy Spring, may be obtained, free of charge, at the SEC's website (http://www.sec.gov) when they are filed. You will also be able to obtain these documents, when they are filed, free of charge, from Atlantic

# Union by accessing Atlantic Union's website at https://investors.atlanticunionbank.com or from Sandy Spring by accessing Sandy Spring's website at https://sandyspringbancorp.q4ir.com/. Copies of the Registration Statement, Proxy Statement/Prospectus and the filings with the SEC that will be incorporated by reference therein can also be obtained, without charge, by directing a request to Atlantic Union Investor Relations, Atlantic Union Bankshares Corporation, 4300 Cox Road, Richmond, Virginia 23060, or by calling 804.448.0937, or to Sandy Spring by directing a request to Sandy Spring Investor Relations, Sandy Spring Bancorp, Inc., 17801 Georgia Avenue, Olney, Maryland 20832, or by calling 301.774.8455. The information on Atlantic Union's and Sandy Spring's websites is not, and shall not be deemed to be, a part of this communication or incorporated into other filings either company makes with the SEC.

#### Participants in the Solicitation

Atlantic Union, Sandy Spring and certain of their respective directors, executive officers and employees may be deemed to be participants in the solicitation of proxies from the shareholders of Atlantic Union and the shareholders of Sandy Spring in respect of the proposed transaction.

Information regarding Atlantic Union's directors and executive officers is available in its definitive proxy statement, which was filed with the SEC on March 26, 2024, and the other documents filed with the SEC. Information regarding Sandy Spring's directors and executive officers is available in its definitive proxy statement, which was filed with the SEC on April 10, 2024, and the other documents filed with the SEC. Information regarding the persons who may, under the rules of the SEC, be deemed participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, will be contained in the Registration Statement, Proxy Statement/Prospectus and other relevant materials to be filed with the SEC, when they become available. Free copies of these documents may be obtained as described in the preceding paragraph.

## **Additional Information**

#### Sandy Spring Data

Unless otherwise indicated, data about Sandy Spring provided in this presentation, including financial information, has been obtained from Sandy Spring management and its public filings with the SEC.

#### Pro Forma Forward-Looking Data

Neither Atlantic Union's nor Sandy Spring's independent registered public accounting firms have studied, reviewed or performed any procedures with respect to the pro forma forward-looking financial data for the purpose of inclusion in this presentation, and, accordingly, neither have expressed an opinion or provided any form of assurance with respect thereto for the purpose of this presentation. These pro forma forward-looking financial data are for illustrative purposes only and should not be relied on as necessarily being indicative of future results. The assumptions and estimates underlying the pro forma forward-looking financial data are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information, including those in the "Caution about Forward-Looking Statements" disclaimer on slide 2 of this presentation. Pro forma forward-looking financial data is inherently uncertain due to a number of factors outside of Atlantic Union's and Sandy Spring's control. Accordingly, there can be no assurance that the prospective results are indicative of future performance of the combined company after the proposed acquisition or that actual results will not differ materially from those presented in the pro forma forward-looking financial data. Inclusion of pro forma financial data in this presentation should not be regarded as a representation by any person that the results contained in the prospective financial information will be achieved.

#### **Non-GAAP Financial Measures**

This presentation includes certain financial measures derived from consolidated financial data but not presented in accordance with U.S. generally accepted accounting principles ("GAAP"). The Company believes that these non-GAAP measures, when taken together with its financial results presented in accordance with GAAP, provide meaningful supplemental information regarding its operating performance and facilitate internal comparisons of its historical operating performance on a more consistent basis. These non-GAAP financial measures, however, are subject to inherent limitations, may not be comparable to similarly titled measures used by other companies and should not be considered in isolation or as an alternative to GAAP measures. Please refer to the Appendix for more information about the non-GAAP financial measures, and reconciliations of the non-GAAP financial measures to their most directly comparable GAAP financial measures.

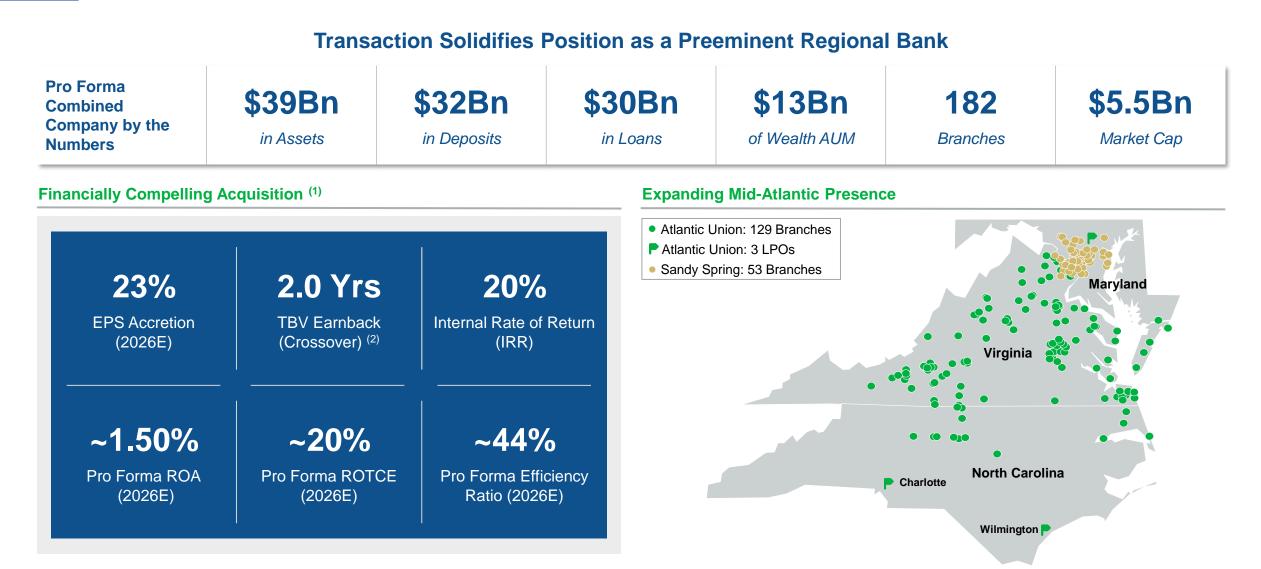
#### Market and Industry Data

Unless otherwise indicated, market data and certain industry forecast data used in this presentation were obtained from internal reports, where appropriate, as well as third party sources and other publicly available information. Data regarding the industries in which the Company competes, its market position and market share within these industries are inherently imprecise and are subject to significant business, economic and competitive uncertainties beyond the Company's control. In addition, assumptions and estimates of the Company and its industries' future performance are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause future performance to differ materially from assumptions and estimates.

#### Atlantic Union Bankshares

## **Overview of Sandy Spring Acquisition**

Atlantic



Source: Capital IQ (market data as of 10/18/2024), preliminary financial data as of the quarter ended 9/30/2024 Notes:

## The Transaction Will Enhance Our Shareholder Value Proposition

_	Shareholder Value Proposition	Sandy Spring's Impact	
	Leading Regional Presence Dense, uniquely valuable presence across attractive markets	<ul> <li>Enhances presence in attractive Mid-Atlantic markets throughout Washington D.C. and Baltimore MSAs</li> <li>156 year-old customer centric bank with compatible operating philosophies and community focus</li> <li>Creates #1 regional bank serving VA, MD, and D.C. <sup>(1)</sup></li> </ul>	,
Ð	<b>Financial Strength</b> Solid balance sheet & capital levels	<ul> <li>Robust pro forma balance sheet position with capacity for growth</li> <li>Proven track record of conservative credit; culturally-aligned commercial banking expertise</li> <li>Proactively taking actions to better position and de-risk pro forma balance sheet</li> </ul>	
	Strong Growth Potential Organic & acquisition opportunities	<ul> <li>Adds significant wealth capabilities</li> <li>Substantial capital and liquidity levels</li> <li>Ability to focus on pro forma organic growth opportunities</li> </ul>	,
8	<b>Peer-Leading Performance</b> Committed to top-tier financial performance	<ul> <li>Provides scale and efficiencies to improve positioning relative to peers</li> <li>Top-tier positioning across key financial metrics</li> </ul>	,
\$	Attractive Financial Profile Solid dividend yield & payout ratio with earnings upside	<ul> <li>Significant accretion to Earnings per Share <sup>(2)</sup></li> <li>Improves key profitability metrics including ROA, ROTCE, and Efficiency Ratio <sup>(2)</sup></li> <li>Meets stated financial metrics goals for M&amp;A</li> </ul>	r



## **Transaction Highlights**

	Shareholder Value Proposition	Pro Forma Company <sup>(1)</sup>		
	Leading Regional Presence Dense, uniquely valuable presence across attractive markets	<b>\$11.7Bn</b> Deposits Added in Northern Virginia, Maryland and Washington D.C.	<b>182</b> Pro Forma Branches	<b>#1</b> Largest Regional Bank in Mid-Atlantic <sup>(2)</sup>
Ð	<b>Financial Strength</b> Solid balance sheet & capital levels	<b>10.0%</b> Pro Forma CET1 Ratio	<b>13.8%</b> Pro Forma Total Risk-Based Capital Ratio	<b>87%</b> Pro Forma Loan-to-Deposit Ratio
	Strong Growth Potential Organic & acquisition opportunities	<b>\$13Bn</b> Combined Wealth AUM	+121bps Annual CET1 Generation from Core Retained Earnings <sup>(3)</sup>	+116bps CET1 Generation Over Next Three Years Through Interest Rate Mark Accretion <sup>(3)</sup>
8	<b>Peer-Leading Performance</b> Committed to top-tier financial performance	<b>~20%</b> Pro Forma ROTCE (2026E)	<b>~1.50%</b> Pro Forma ROA (2026E)	<b>~44%</b> Pro Forma Efficiency Ratio (2026E)
\$	Attractive Financial Profile Solid dividend yield & payout ratio with earnings upside	23% EPS Accretion (2026E)	<b>2.0 Yrs</b> TBV Earnback <sup>(4)</sup>	<b>20%</b> IRR

## Atlantic Union Bankshares

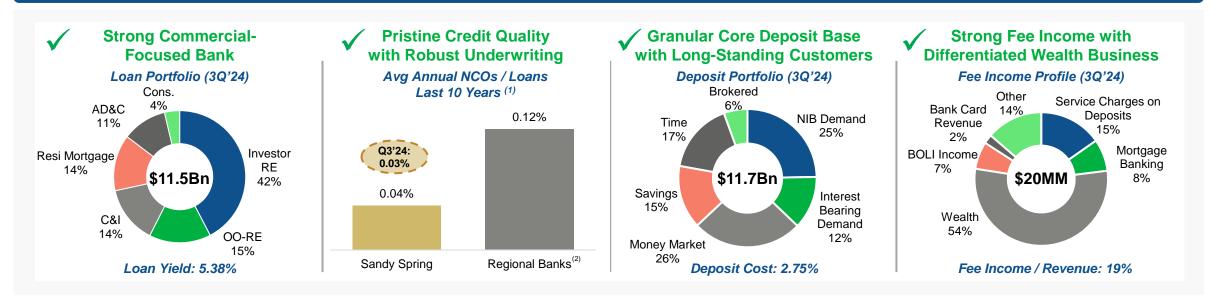
Notes: Estimated financial impact is presented for illustrative purposes only, as of the quarter ended 9/30/2024. Includes purchase accounting marks and transaction related expenses; see Appendix for Pro Forma Net Income and EPS reconciliation. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data"
 Regional banks defined as U.S. Banks with <\$100Bn in assets; Mid-Atlantic defined as Delaware, Maryland, New Jersey, Pennsylvania, Virginia, Washington D.C., and West Virginia</li>
 Prior to any risk-weighted asset growth

4. Earnback period calculation is based on the crossover method

## **Overview of Sandy Spring**

Key Franchise Hig	hlights	Financial Snapshot		
President, CEO & Chair of the Board	sident, CEO & Chair of the Board Daniel Schrider		\$14.4	
Headquarters	Olney, Maryland	Gross Loans (\$Bn)	\$11.5	
Branches	nches 53		\$11.7	
Ticker	ïcker SASR		11.3%	
Year Founded 1868		Reserves / Loans (%)	1.14%	

Sandy Spring: High-Quality Mid-Atlantic Banking Franchise

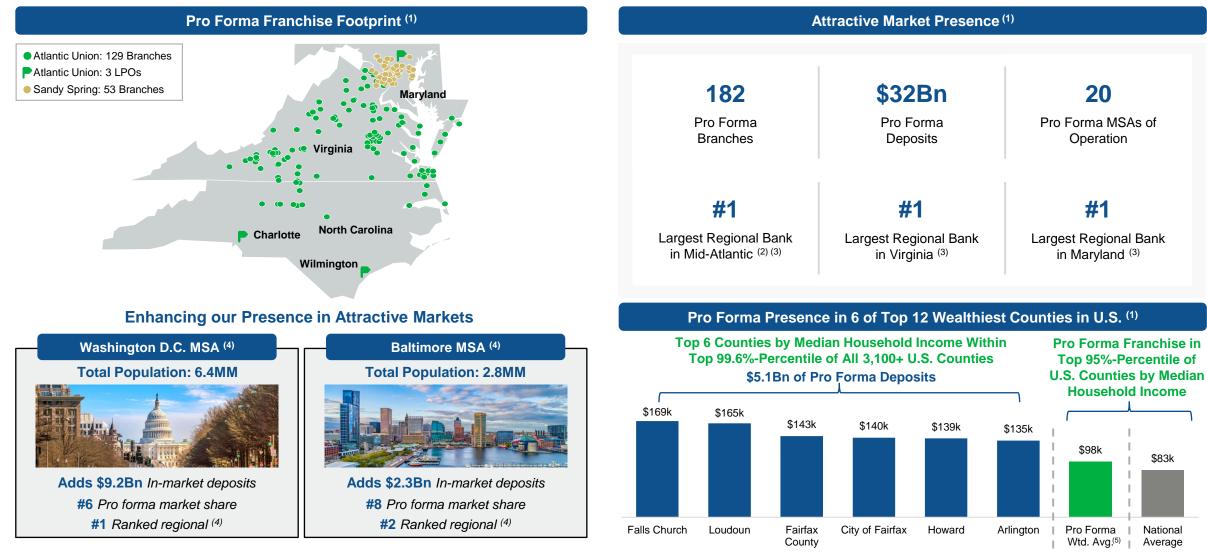




Source: Preliminary financial data as of the guarter ended 9/30/2024 Notes:

SNL Financial (For the period ending 2013 - 2023)
 Includes publicly-traded U.S. banks listed on a major exchange with assets between \$20Bn - \$80Bn

## **Enhancing & Expanding our Presence in Key Mid-Atlantic Markets**



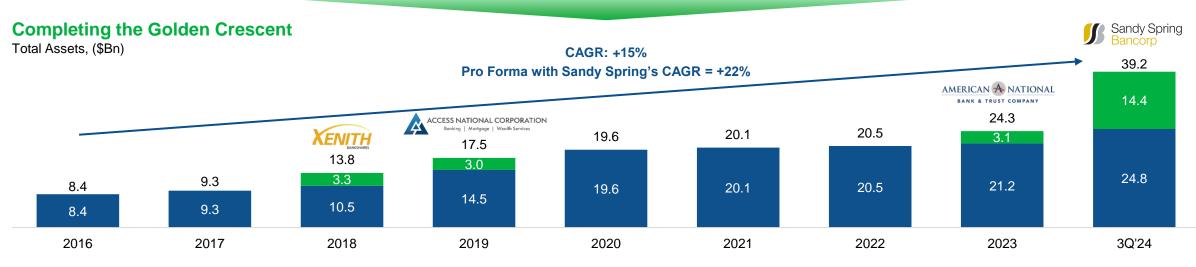
Atlantic Union Bankshares Notes: Estimated financial impact is presented for illustrative purposes only, as of the quarter ended 9/30/2024. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data"

- 1. Deposits and market share as of September 2024 FDIC depository data with a deposit cap of \$5Bn per branch
- 2. Regional market: Delaware, Maryland, New Jersey, Pennsylvania, Virginia, Washington D.C., and West Virginia
- 3. Regional banks defined as U.S. Banks with <\$100Bn in assets 4. Washington D.C. MSA and Baltimore MSA deposits per EDIC data and MSAs

Washington D.C. MSA and Baltimore MSA deposits per FDIC data and MSAs based on Metropolitan Statistical Area definitions
 Representative of deposit weighted metrics of all pro forma MSAs and counties of operation

## Sandy Spring Completes the "Golden Crescent"





Atlantic Union Bankshares Notes: Estimated financial impact is presented for illustrative purposes only, as of the quarter ended 9/30/2024. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data"

## **Transaction Structure & Terms**

Structure and Exchange Ratio	<ul> <li>0.90 shares of Atlantic Union common stock to be exchanged for each share of Sandy Spring common stock</li> <li>At closing, Sandy Spring will merge with and into Atlantic Union</li> <li>Pro forma ownership will include ~63% AUB shareholders / ~29% SASR shareholders / ~8% equity raise investors <sup>(1)</sup></li> </ul>
Transaction Value <sup>(2)</sup>	\$34.93 per Sandy Spring share     \$1.6Bn in aggregate transaction value
Implied Transaction Metrics	<ul> <li>Price / TBV: 1.28x</li> <li>Price / 2025E EPS: 13.5x</li> <li>Price / 2025E EPS with Pro Forma Adjustments <sup>(3)</sup>: 5.7x</li> <li>Core Deposit Premium <sup>(4)</sup>: 3.3%</li> </ul>
Board Representation & Management	<ul> <li>3 directors from Sandy Spring, including CEO Daniel Schrider, to join the Atlantic Union Board of Directors</li> <li>AUB's executive management team remains in place</li> <li>Sandy Spring Chief Banking Officer, Joseph O'Brien, will be appointed President of the Greater Washington D.C. Region and Maryland and as Integration Executive. He will serve on AUB's Executive Leadership Team</li> </ul>
Diligence & Timing	<ul> <li>Conducted extensive due diligence process across all key business functions</li> <li>Customary regulatory and both Atlantic Union and Sandy Spring shareholder approvals required</li> <li>Anticipated closing by the end of Q3'25</li> </ul>
	Notes: Estimated financial impact is presented for illustrative purposes only as of the quarter ended 9/30/2024. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data." See Appendix for a

## Atlantic Union Bankshares

- Notes: Estimated financial impact is presented for illustrative purposes only, as of the quarter ended 9/30/2024. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data." See Appendix for a
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   Pro forma ownership assumes common equity raise base offering of \$350MM with full exercise of 15% greenshoe of the base offering amount for illustrative purposes
   Based on AUB's closing share price as of 10/18/2024 and Sandy Spring's current outstanding shares on a fully diluted transaction basis
   Adjustments include all merger-related pro forma adjustments. Including cost savings, intangible amortization, loan credit mark, interest rate marks, earnings impact from equity raise and CRE loan sale, and other transaction adjustments. There is no assurance that we or Sandy Spring will be able to find a prospective purchaser for the CRE loan sale before the consummation of the merger or sell the loans at a price or other terms acceptable to us

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4. Core deposits for core deposit premium calculation defined as total deposits less jumbo time deposits

## **Key Transaction Assumptions**

Cost Savings & Merger Costs	<ul> <li>Cost savings of approximately 27% of Sandy Spring's annual operating expense</li> <li>50% phase-in during second half 2025 (25% for full year) and 100% in 2026 and thereafter</li> <li>\$115MM of after-tax one-time merger expenses; fully reflected in pro forma TBV dilution at closing</li> </ul>
Core Deposit and Other Intangibles	<ul> <li>Core Deposit Intangible of 2.75% of Sandy Spring's core deposits; amortized over 10 years using sum-of-years digits method</li> <li>\$66MM Wealth Intangible created; amortized over 13 years using straight-line method</li> </ul>
Loan Credit Mark <sup>(1)</sup>	<ul> <li>Gross loan credit mark of 1.50% of Sandy Spring's total loans</li> <li>Credit mark composition of 60% Non-PCD / 40% PCD</li> <li>Day 2 CECL reserve equal to 1.0x Non-PCD credit mark</li> <li>Non-PCD loan credit discount accreted into earnings over 7 years using sum-of-years digits method</li> </ul>
Interest Rates & Other Fair Value Adjustments <sup>(1)</sup>	<ul> <li>(\$575)MM loan interest rate fair value adjustment (5.0% of loans) at closing; accreted over 7 years using sum-of-years digits method</li> <li>(\$43)MM HTM securities interest rate fair value adjustment at closing; accreted over 5 years using sum-of-years digits method</li> <li>Other interest rate fair value adjustments net to \$5MM benefit on subordinated debt and time deposits at closing</li> <li>\$9MM write-up of fixed assets and PP&amp;E</li> </ul>
Common Equity Raise <sup>(2)</sup>	<ul> <li>\$350MM common equity offering priced at \$35.50 per share <sup>(2)</sup></li> <li>Equity forward settlement mechanism utilized to provide flexibility around the settlement date and amount; valid up to 18 months</li> </ul>
CRE Loan Sale <sup>(3)</sup>	<ul> <li>Up to \$2.0Bn of CRE loans expected to be sold after close</li> <li>Proceeds from transaction would be used to de-lever the acquired balance sheet</li> </ul>
Atlantic Union Bankshares	Notes: Estimated financial impact is presented for illustrative purposes only, as of the quarter ended 9/30/2024. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data" 1. All balance sheet marks are preliminary and subject to change 2. Represents common equity raise base offering of \$350MM; in addition, 15% greenshoe included in offering 3. There is no assumance that we or Sandy Soring will be able to find a prospective purchaser before the consummation of the merger or sell the loans at a price or other terms acceptable to us

**INCOMPARENTIAL** STATES 3. There is no assurance that we or Sandy Spring will be able to find a prospective purchaser before the consummation of the merger or sell the loans at a price or other terms acceptable to us

## **Estimated Pro Forma Financial Metrics**

Key Transa	action Impacts to Atlant	tic Union <sup>(1)</sup>	Pro Forma Capital at Close <sup>(1)</sup>			
	AUB M&A	Pro Forma		Pro Forma		
	Metrics			AUB	Bank	
EPS Accretion (2026E)	Immediately Accretive to Earnings	23%	Tangible Common Equity Ratio	7.5%	9.7%	
IRR	≥ 18%	20%	Common Equity Tier 1 Ratio	10.0%	12.4%	
			Tier 1 Ratio	10.5%	12.4%	
TBV Earnback	≤ 3.0	2.0 🗸				
Period <sup>(2)</sup>	Years	Years	Total RBC Ratio	13.8%	13.2%	
TBV Dilution	_	(8.2)%	CRE / TRBC Ratio <sup>(3)</sup>	272%	285%	

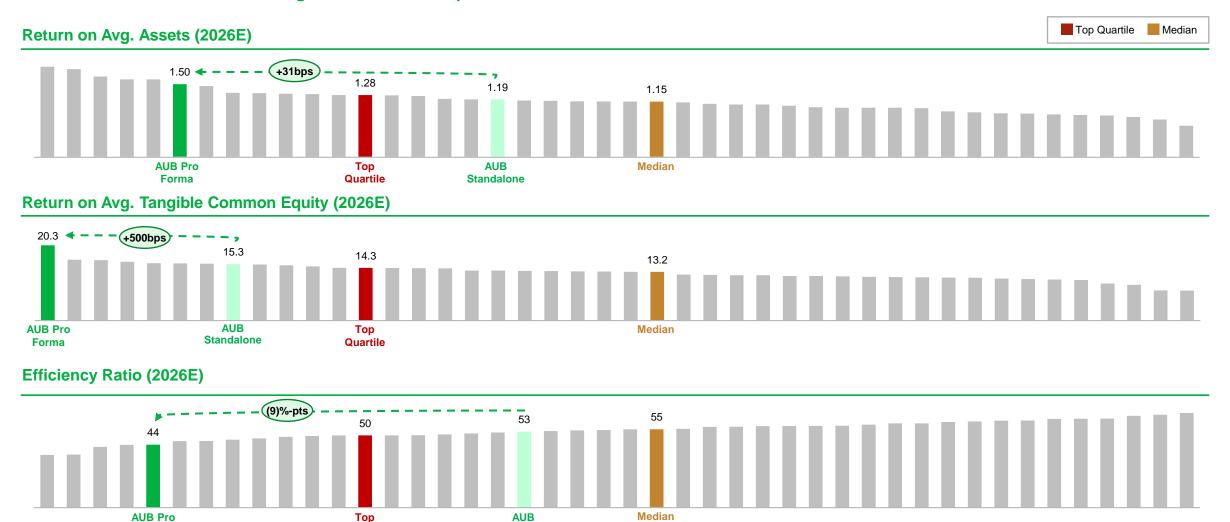


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2. Earnback period calculation is based on the crossover method

3. There is no assurance that we or Sandy Spring will be able to find a prospective purchaser before the consummation of the merger or sell the loans at a price or other terms acceptable to us

## Top Quartile Pro Forma Profitability Profile Relative to Peers (1) (2)



#### **Illustrative Performance Assuming Net Pro Forma Impacts**



Forma

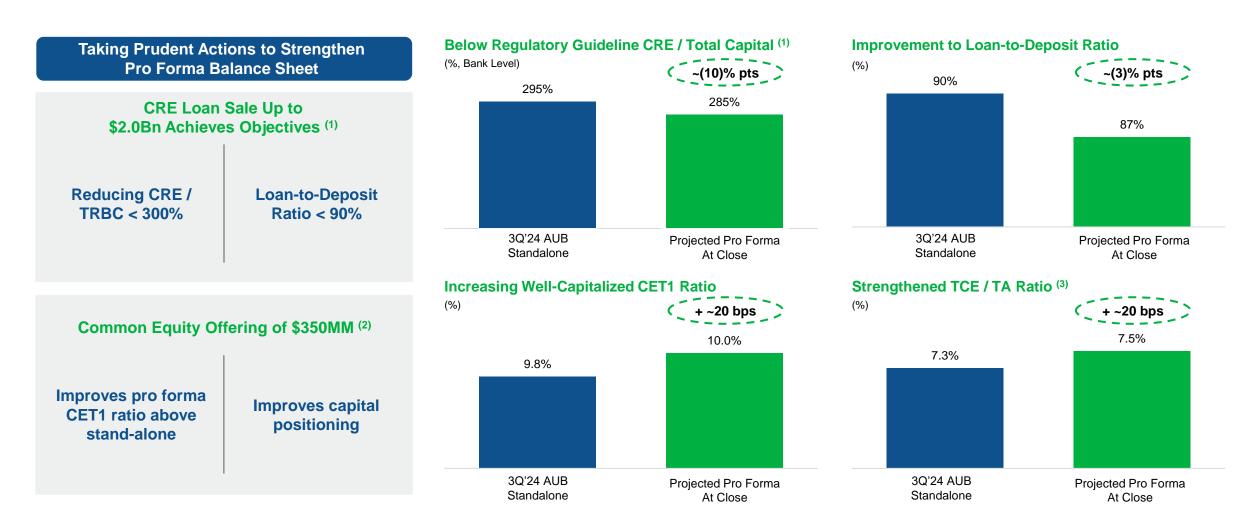
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S 2. Includes publicly-traded U.S. banks listed on a major exchange with assets between \$20Bn - \$80Bn; metrics based on 2026E consensus estimates

Standalone

Quartile

## **Balance Sheet & Capital Position Improve on Pro Forma Basis**





Notes: Preliminary financial data as of the quarter ended 9/30/2024. Estimated financial impact is presented for illustrative purposes only. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data" 1. There is no assurance that we or Sandy Spring will be able to find a prospective purchaser before the consummation of the merger or sell the loans at a price or other terms acceptable to us

2. Represents common equity raise base offering of \$350MM; in addition, 15% greenshoe included in offering

3. Non-GAAP financial measure; see reconciliation to most directly comparable GAAP measure in Appendix - Non-GAAP Reconciliations

## **Robust Ongoing Capital Generation**

Pro Forma Capital Ratios At Clo	se Combined Ea Se Cost Sav	
10.0% 8.9 CET1 Leve Ratio Ra	rage Cost Savings	ngs <sup>(1)</sup> \$150
otal Risk-Based Tangible	(Less) Dividends Core Retained Earnings Common / e Assets CET1 And	bps

Accretion of Interest Rate / Fair Market Value Adjustments

## ~\$364MM

accreted through earnings over the next 3 years <sup>(4)</sup>

+116 bps

**CET1** (3)

Combined Entity Benefits from Synergies and Prudent Asset and Liability Management



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- Reflects 2026E consensus street estimates as of 10/18/2024
   Values may not add up due to rounding
- Values may not add up due to rounding
   Prior to any risk-weighted asset growth
- Reflects after-tax interest rate marks through earnings post-close

## **Comprehensive Due Diligence Process**

- ✓ Utilized Atlantic Union's historical M&A experience and established a diligence team consisting of over 50 team members
- Leveraged our team of professionals across our business functions to review documents and conduct diligence sessions with Sandy Spring business units
- Engaged multiple third-party advisors and consultants to help with purchase accounting, loan review and due diligence
- Significant due diligence efforts were undertaken ahead of exclusivity period to confirm merger feasibility and estimate preliminary impacts
- ✓ In-person and virtual diligence meetings conducted between both companies across all diligence focus areas

#### **Thorough Credit Review Process**

#### Comprehensive Loan Review Analysis <sup>(1)</sup>

- Engaged third party advisor to assist in loan review and provide an external assessment of the portfolio (no loans were rated Doubtful at time of review)
- Reviewed **70%** of Sandy Spring's **\$9.0Bn** (~**1,385 loans**) of outstanding commercial loan balances which included:
  - ~93% of commercial loans bank-rated Special Mention and Substandard, which collectively totaled 3.2% of the commercial loan portfolio
  - Reviewed ~82% of non-owner-occupied office exposure of Sandy Spring's \$790MM
    - Included all loans over \$2.35MM and all criticized loans
- Reviewed \$798MM of unfunded commercial loans commitments
- Full review of the Consumer and Mortgage loan portfolio with a focus on problem loans

#### **Diligence Focus Areas**





## **Combination Provides Benefits to the Communities We Serve**



#### We pride ourselves on being a partner, advocate and leader for the communities and people we serve

Combined Community and Workplace Awards <sup>(1)</sup>





#### **\$9.5Bn Community Impact Plan Over the Next 5 Years** to Help Strengthen Economic Growth and Financial Access



#### Mortgage and Small Business Lending

- \$6.0Bn of capital committed to originate residential lending and spurring economic mobility
- \$1.8Bn committed to support the local economies and supporting small and medium sized businesses
- \$1.5MM zero interest capital loan fund provided to jump start local entrepreneurs and businesses



#### **Community Development & Investment**

- \$1.5Bn in CRA-qualified community development lending and \$184MM in gualified grants and investments
- Expanding access to banking by opening 3 branches in low-to moderate-income majorityminority census tract areas
- Establish 5 community lending specialists across footprint



#### **Philanthropy & Community Service**

- Volunteer at least 50,000 hours of community service
- Create a supplier diversity spend goal of 15% Diversity, Equity, Inclusion, and Belonging (DEIB) program supporting our Teammates and communities
- Deliver at least 15,000 hours of financial education



PLACES

2024

USA

1. Based on pro forma combined metrics and awards 2. Pro forma, includes qualified Affordable Housing and Economic Development Loans 3. Pro forma, includes mortgage and equity loans

## **Combination is Beneficial to All Stakeholders**

#### **Shareholders**

- Significant estimated earnings accretion and short projected TBV earnback period
- Benefits of synergies accrue to both sets of shareholders

#### Teammates

- Compatible cultures with an established long-term relationship
- Shared beliefs and company missions
- · Ability to make additional investments in the organization
- Expanded career opportunities and firm mobility

# Atlantic Union Bankshares Sandy Spring Bancorp Co

#### **Customers**

- Provides a platform for further expansion and diversification
- Greater capabilities and expanded product suite
- Extends expertise to larger number of clients
- Additional convenience from expanded branch network

#### Communities

- Launching \$9.5Bn new community impacts plan
- Committed to the communities and markets that we serve
- Increased scale enables greater community investments
- 3 new branches in low-moderate income areas

#### Atlantic Union Bankshares



## **Enhancing Our Shareholder Value Proposition**



## Appendix

Atlantic nk nion Bank

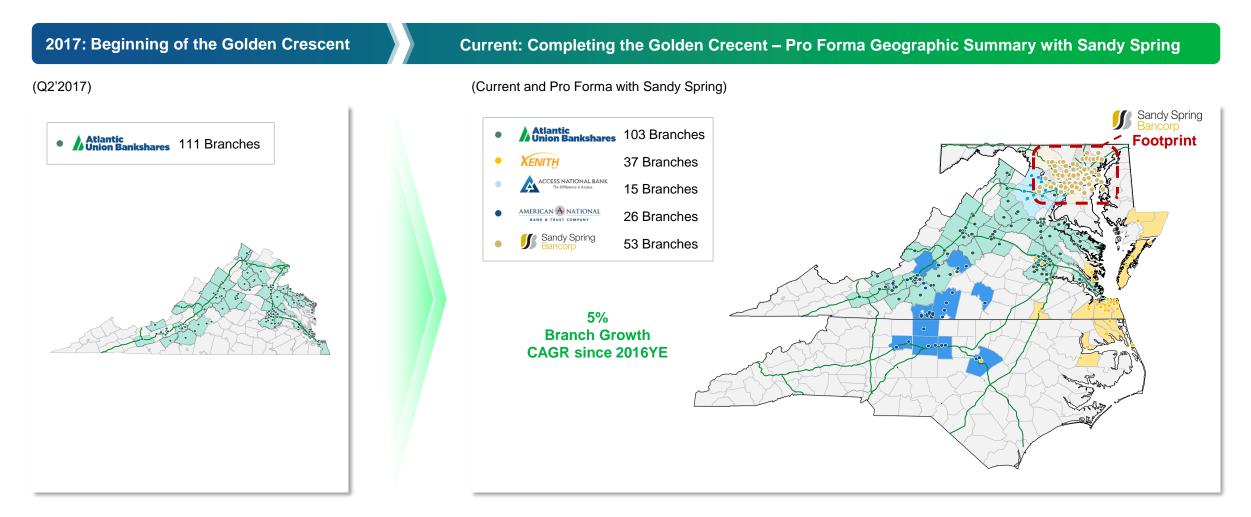


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## Sandy Spring Substantially Completes "Golden Crescent" Strategy

#### Experiencing Both Organic Growth and M&A Growth Since 2017





Source: SNL Financial

## **Creates #1 Regional Bank Deposit Franchise in Virginia and Maryland**

#### Summary of Sandy Spring Retail Deposit Market Share <sup>(1) (2)</sup>

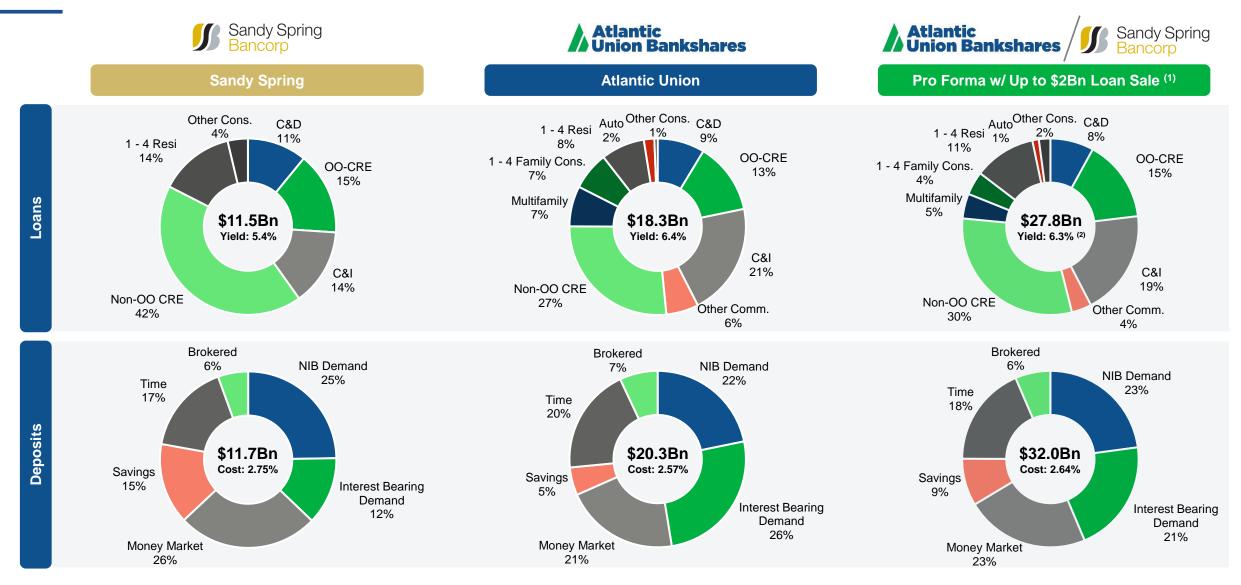
		Sandy Spring Bancorp				Atlantic Union Bankshares			Pro Forma					
		Deposits (\$MM)	Branches (#)	Reg. Rank (#)	DMS Rank (#)	Deposits (\$MM)	Branches (#)	Reg. Rank (#)	DMS Rank (#)	Deposits (\$MM)	Branches (#)	Reg. Rank (#)	DMS Rank (#)	Market Share (%)
Pro Forma States	Virginia	1,775	13	14	22	18,903	117	1	4	20,678	130	1	4	9.1
	Maryland	9,580	40	1	7	81	1	45	56	9,661	41	1	7	5.6
	North Carolina	NA	NA	NA	NA	1,036	11	18	26	1,036	11	18	26	0.4
Sandy Spring MSAs	Washington D.C.	9,157	44	2	8	4,544	22	5	13	13,701	66	1	6	5.7
Sandy MS	Baltimore	2,307	11	2	8	NA	NA	NA	NA	2,307	11	2	8	2.7



Source: SNL Financial Notes:

Deposits and market share is as of September 2024 FDIC depository data with a deposit cap of \$5Bn per branch
 Regional ("Reg.") rank based on banks defined as U.S. Banks with <\$100Bn in assets</li>

## **Pro Forma Loan and Deposit Mix**

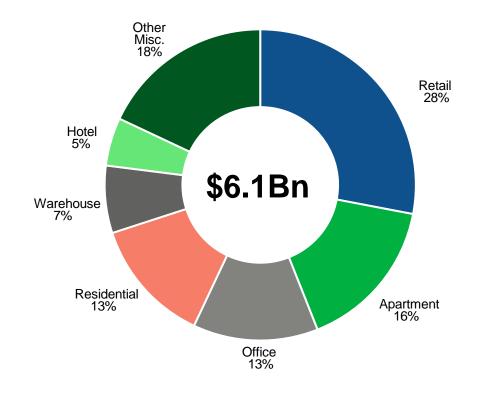




Notes: Preliminary financial data as of the quarter ended 9/30/2024. Estimated financial impact is presented for illustrative purposes only. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data" 1. There is no assurance that we or Sandy Spring will be able to find a prospective purchaser for the CRE loan sale before the consummation of the merger or sell the loans at a price or other terms acceptable to us 2. Pro forma loan yield of 6.0% on a stated basis `

## Sandy Spring: Overview of CRE Loan Portfolio

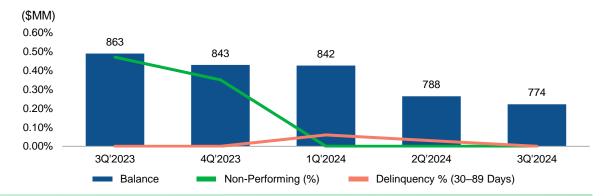
CRE Portfolio by Collateral Type <sup>(1)</sup>



Overview of CRE Office Portfolio







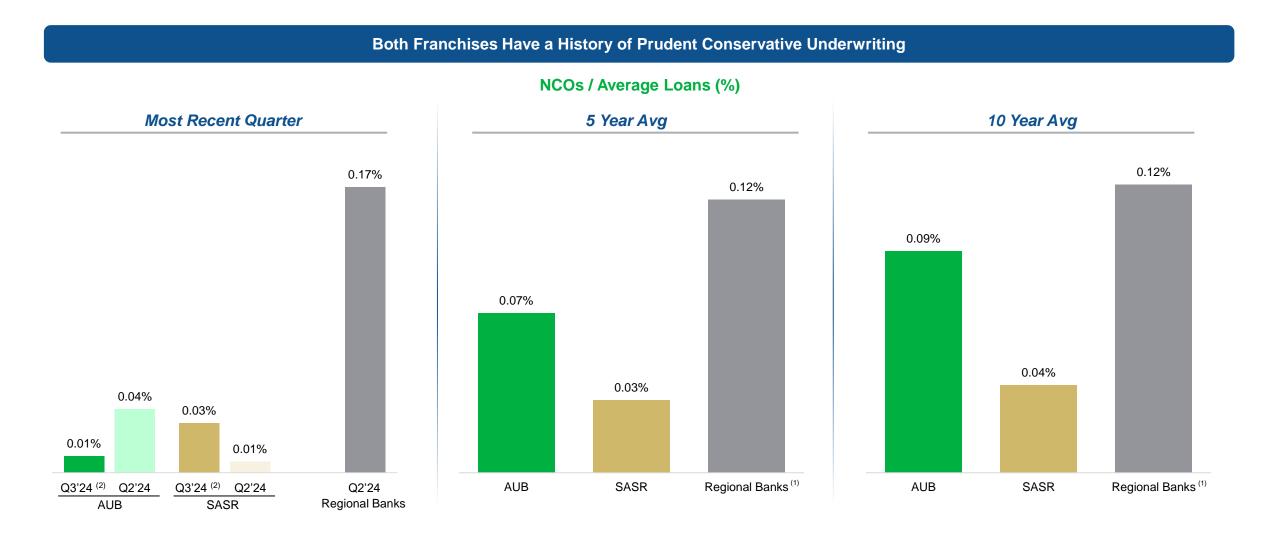
#### Conservative Underwriting and Strategic Portfolio Management to Optimize Performance of CRE Portfolio



Source: Sandy Spring Materials (as of 3Q'2024)
Notes:

1. Commercial real estate portfolio disaggregation based on Sandy Spring's stratifications

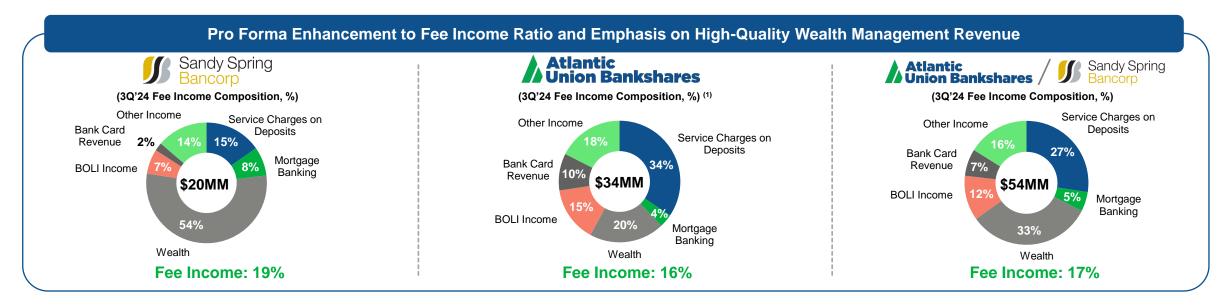
## **History of Strong Credit Quality**





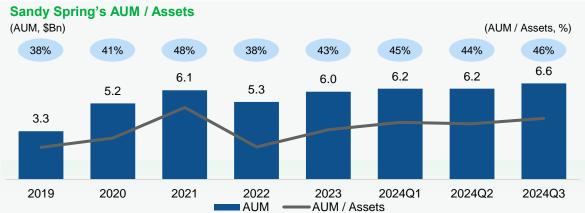
Source: SNL Financial (As of Q2'24) Notes: 1. Includes publicly-traded U.S. banks listed on a major exchange with assets between \$20Bn - \$80Bn 2. Preliminary financial data as of the quarter ended 9/30/2024

## Sandy Spring's Attractive Fee Income Driven by Strong Wealth Business



#### **Overview of Sandy Spring's Wealth Management**

- Services consist of fiduciary and trust services, private banking and custom-designed wealth management and portfolio management
- Niche focus on medical professionals
- Wealth management income is comprised of trust and estate services and private banking from the Bank, and investment management fees by West Financial and RPJ – Sandy Spring's investment management subsidiaries
- Acquired RPJ, a wealth advisory firm located in Falls Church, Virginia, which added over \$1.5Bn in AUM in 2020



Atlantic Union Bankshares

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## **Pro Forma Net Income and EPS Reconciliation**

#### Dollar values in millions, except per share amounts

#### **Earnings per Share**

	2026E Pro Forma
Atlantic Union Net Income to Common (Consensus)	\$313.0
Sandy Spring Net Income to Common (Consensus)	150.2
Atlantic Union Earnings per Share (Consensus)	3.49
After-Tax Acquisition Adjustments - Fully Phased-In	
Cost Savings	\$61.4
Intangible Amortization	(28.4)
Purchase Accounting Fair Value Adjustments	133.1
Incremental Capital Raise	11.9
Earnings Impact from CRE Loan Sale (1)	(28.1)
Opportunity Cost of Cash	(4.6)
Total After-Tax Acquisition Adjustments	145.5
Pro Forma Net Income to Common	\$608.6
Average Diluted Shares Outstanding (Pro Forma)	142.3
Pro Forma Earnings Per Share	\$4.28
EPS Accretion (2026E Fully-Phased-In) (\$)	\$0.79
EPS Accretion (2026E Fully-Phased-In) (%)	22.7%

#### **Goodwill Reconciliation**

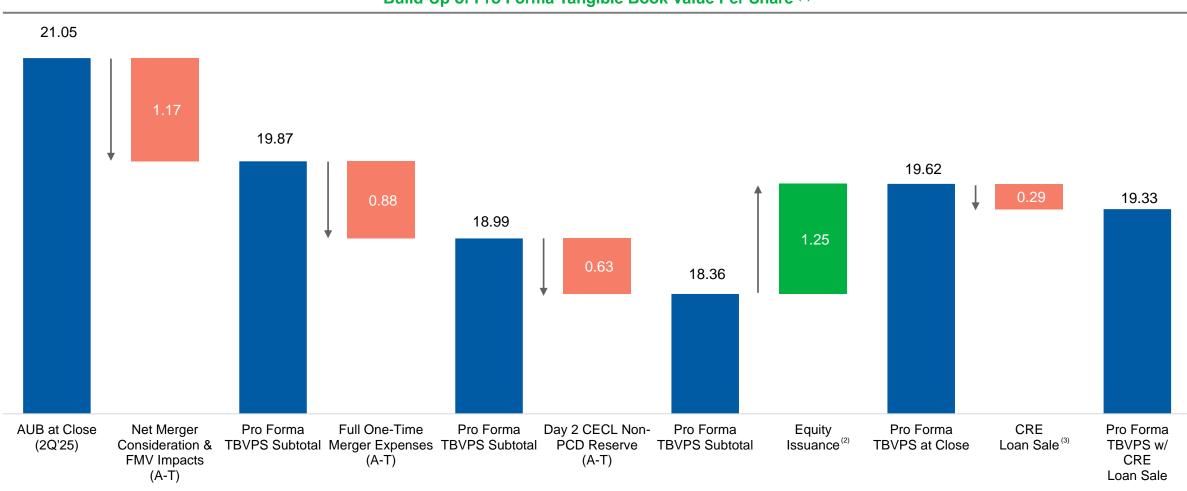
Sandy Spring Tangible Book Value at Closing	1,275
Pre-Tax Fair Value Adjustments	(647)
Net DTA / (DTL) Created	149
After-Tax Fair Value Adjustments	(498)
Adjusted TCE with After-Tax Fair Value Adjustments (Pre-CDI & WI)	777
Core Deposit Intangible (CDI) & Wealth Intangible (WI)	278
Net DTA / (DTL) Created	(64)
Sandy Spring Adjusted Tangible Common Equity at Closing	991
Deal Value	1,598
Goodwill Created	607
Memo: Total Intangibles Created (Gross)	885



Notes: Estimated financial impact is presented for illustrative purposes only. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data"
1. There is no assurance that we or Sandy Spring will be able to find a prospective purchaser for the CRE loan sale before the consummation of the merger or sell the loans at a price or other terms acceptable to us

## **Pro Forma Tangible Book Value Reconciliation**

#### Values in dollars per share



#### Build-Up of Pro Forma Tangible Book Value Per Share <sup>(1)</sup>



Notes: Estimated financial impact is presented for illustrative purposes only. Pro Forma data is subject to various assumptions and uncertainties. See disclaimer "Pro Forma Forward-Looking Data"
1. Non-GAAP measure. A reconciliation of forward-looking non-GAAP financial measures is not provided, due to the inherent difficulty in forecasting and quantifying certain amounts for such a reconciliation
2. Assumes common equipy raise base of \$350MM with full exercise of 15% greensbee of the base of forma enount

Assumes common equity raise base case of \$350MM with full exercise of 15% greenshoe of the base offering amount
 There is no assurance that we or Sandy Spring will be able to find a prospective purchaser for the CRE loan sale before the consummation of the merger or sell the loans at a price or other terms acceptable to us

## **Non-GAAP Reconciliations**

Tangible assets and tangible common equity are used in the calculation of certain profitability, capital, and per share ratios. The Company believes tangible assets, tangible common equity and the related ratios are meaningful measures of capital adequacy because they provide a meaningful base for period-toperiod and company-to-company comparisons, which the Company believes will assist investors in assessing the capital of the Company and its ability to absorb potential losses. The Company believes tangible common equity is an important indication of its ability to grow organically and through business combinations, as well as its ability to pay dividends and to engage in various capital management strategies.

	Q3'24 Tangible Assets and Tangible Common Equity			
	Atlantic Union	Sandy Spring		
(Dollars in thousands, except per share amounts)	Bankshares	Bancorp		
Tangible Assets				
Ending Asset (GAAP)	24,803,723	14,383,073		
Less: Ending goodwill	1,212,710	363,436		
Less: Ending amortizable intangibles	90,176	30,514		
Ending tangible assets (non-GAAP)	23,500,837	13,989,123		
Tangible Common Equity				
Ending equity (GAAP)	3,182,416	1,628,837		
Less: Goodwill	1,212,710	363,436		
Less: Other intangibles, net	90,176	30,514		
Less: Perpetual preferred stock	166,357	-		
Ending total tangible common equity (non-GAAP)	1,713,173	1,234,887		
Common shares outstanding	89,093,456	45,125,078		
Tangible common equity (tangible book value) per share (non-GAAP)	19.23	27.37		
Tangible common equity / tangible assets (non-GAAP) (%)	7.3	8.8		
Current share price at 10/18/2024		32.61		
Transaction premium (%)		7.1%		
Transaction share price at 10/18/2024		34.93		
Transaction Price / Tangible Book Value (non-GAAP)		1.3x		

#### Atlantic Union Bankshares

Notes: Preliminary financial data as of the quarter ended 9/30/2024
1. Common shares outstanding used for calculating Atlantic Union's tangible common equity per share excludes the impact of 680,936 unvested restricted stock awards ("RSAs") outstanding as of September 30, 2024; total common shares outstanding including RSAs of 89,774,392