



# Raymond James U.S. Bank Conference

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SEPTEMBER 7-8, 2016

NASDAQ: CUBN

# Forward Looking Statement

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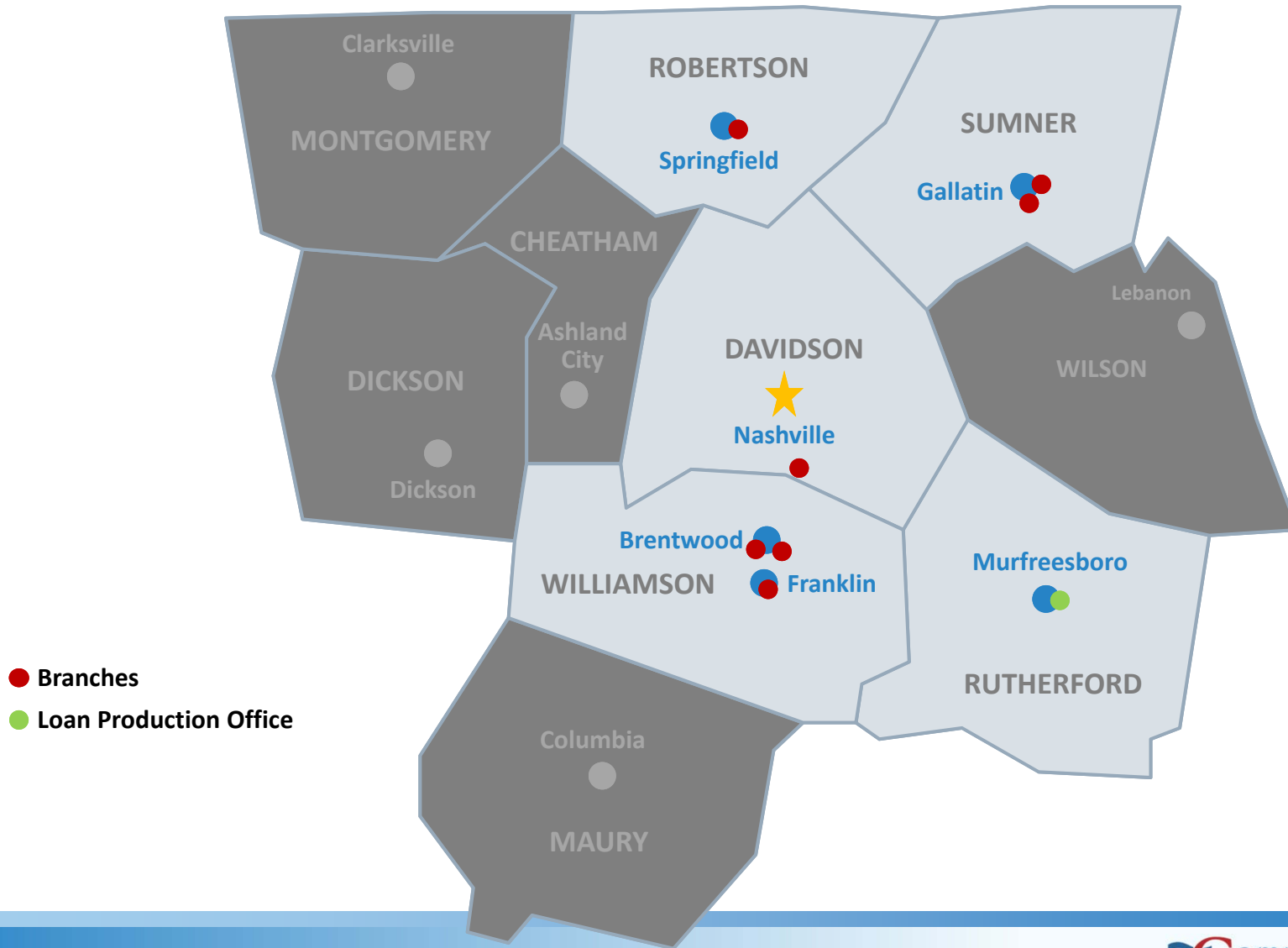
Statements in this presentation relating to Commerce Union Bancshares Inc.'s plans, objectives, expectations or future performance are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The words "believe," "may," "should," "anticipate," "estimate," "expect," "intend," "objective," "possible," "seek," "plan," "strive" or similar words, or negatives of these words, identify forward-looking statements. These forward-looking statements are based on management's current expectations. The Company's actual results in future periods may differ materially from those indicated by forward-looking statements due to various risks and uncertainties. These and other risks and uncertainties are described in greater detail under "Risk Factors" in the Form 10-K and subsequent periodic reports filed with the Securities and Exchange Commission. The forward-looking statements in this presentation are made as of the date of the release and the Company does not assume any responsibility to update these statements.

# CUBN Overview

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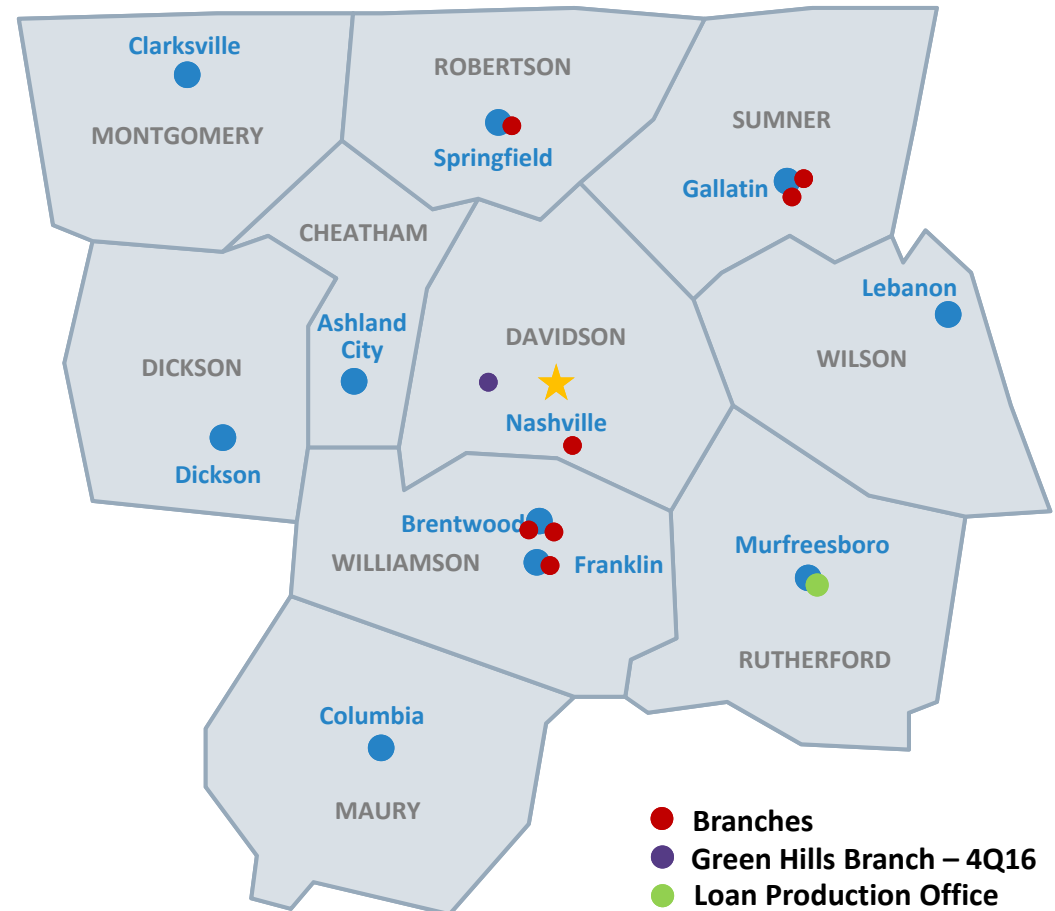
- Launched April 1, 2015 with merger of Commerce Union Bank and Reliant Bank
- Focused on fast growing middle Tennessee markets
- \$883 million in assets – June 30, 2016
- Superior asset quality
- Diversified markets and lending opportunities
- Experienced management team with local market knowledge
- Significant growth opportunities in existing markets

# Our Company Today



# Growth Opportunities

- Bigger bank with larger footprint in market
- Opportunities for larger loans
- M&A opportunities in market
- De novo expansion opportunities



# Accomplishments Since Merger

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- Continued focus on integration/cost savings
- Added key management in operations
- Completed core processor conversion
- Focused mortgage operations on middle Tennessee
- Rebranded bank to leverage marketing opportunities
- Improved stock liquidity after NASDAQ listing

# Strategic Focus

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- Maintain focus on strong, profitable organic growth
- Maintain superior asset quality
- Recruit revenue producing talent
- Expand branch and loan production offices
- Strengthen mortgage operations in local markets
- Focused on fast growing middle Tennessee markets

# Why Nashville & Middle Tennessee?

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## **ECONOMY**

Regional & Diverse

## **TALENT**

Available & Educated

## **LOCATION**

Strategic & Low-Cost

## **LIVABILITY**

Attracts & Retains Talent





# Diversified Core Industries

- **Health Care**

- 250,000 jobs / \$38.8B Economic Impact

- **Music & Entertainment**

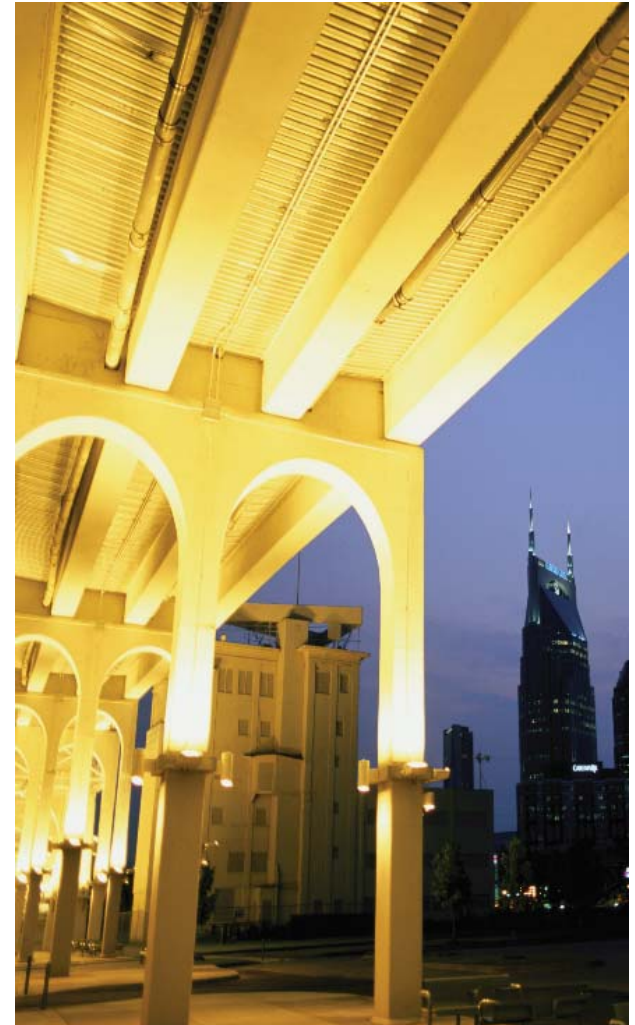
- 60,000 jobs / \$9.8B Economic Impact

- **Manufacturing**

- 70,700 jobs / \$9.5B Economic Impact

- **Tourism & Hospitality**

- 55,000 jobs / \$5.7B Economic Impact



# Since July 2015 – June 2016

- 133 relocations & expansions
- 12,125 new announced jobs
- \$2.71B capital investment
- 7.98M square feet

WARBY PARKER



ARCiPLEX



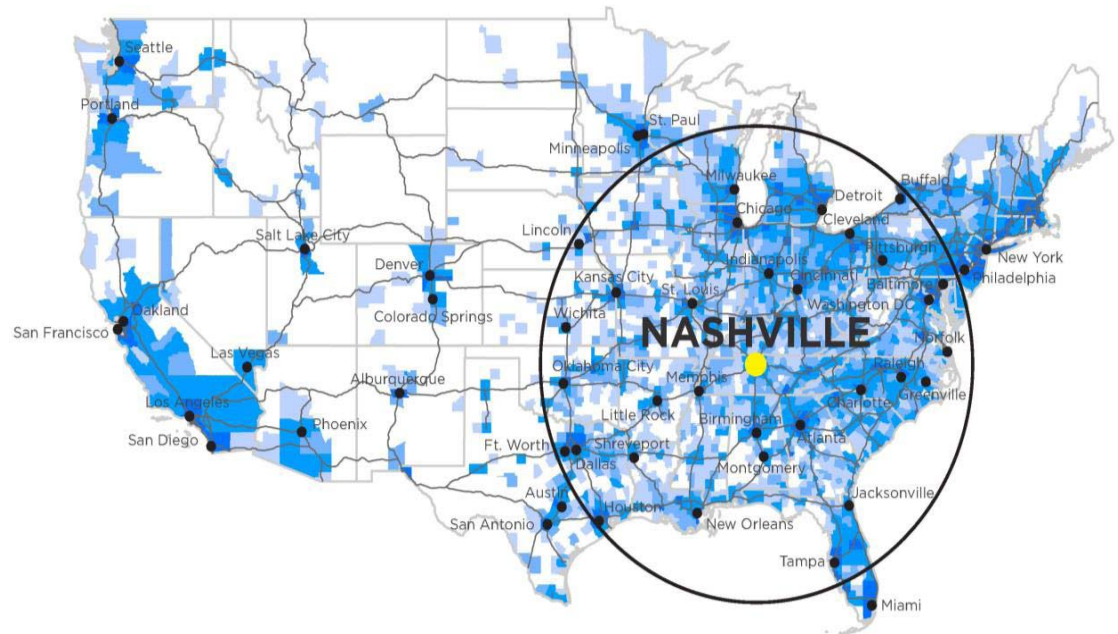
Google



# Location – Location - Location

## Accessible and Strategic

- **50% of the U.S. population** lives within 650 miles of Nashville
- **12M** people live within a 2.5 hour drive
- **75% of U.S. market** within a 2-hour flight
- One of only 6 U.S. cities where **3 interstates converge**



# Workforce Talent – Available & Educated

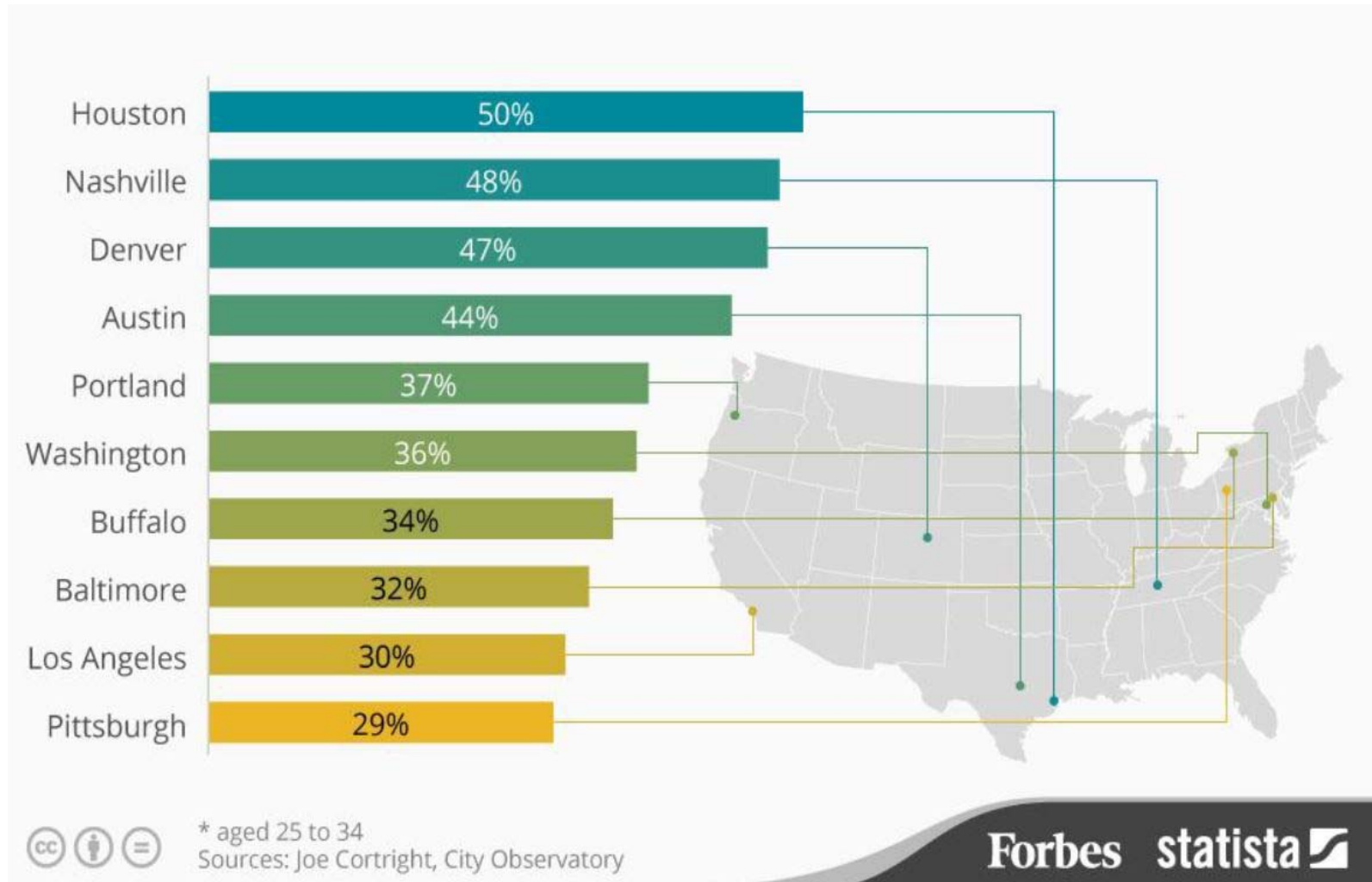
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- More than 20 colleges and universities in the region
- More than 117,000 students with 17,000 graduates annually
- 60% of graduates remain in the region
- 131,000+ with graduate or professional degree



# America's Boom Towns for College Graduates

% change in the number of college graduates living in U.S. cities from 2000 - 2012



# LIVABILITY – Cost of Living

	Composite Index	Grocery Items	Housing	Utilities	Transportation	Health Care	Misc. Goods and Services
Nashville	<b>95.2</b>	<b>95.7</b>	<b>82.1</b>	<b>97.5</b>	<b>98.1</b>	<b>86.6</b>	<b>105.7</b>
Raleigh	90.5	102.3	72.4	98	89.6	99.6	97.9
Austin	96	84.2	90.3	101.5	97.7	103.5	102.2
Atlanta	99.9	103.7	97.4	93.5	105	101.4	100.5
Chicago	116.2	116.7	135.7	104.2	114.5	99.1	106
LA	140.3	106.3	213.3	115.6	132.7	109.3	106.1
Boston	144.3	105	193.7	151.7	110	130.4	129.2
San Francisco	176.4	127.9	319.4	108.2	132	118.1	118.3
NYC	227.4	128.2	457.7	130.5	131.3	116.2	148.7

Source: Council for Community and Economic Research, 2015 Annual COLI

# Rankings

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## **#1** Market for Job Growth and Capital Investment

December 2015, Atlas Advertising

## **#1** Metro for Job Growth in Advanced Industries

February 2015, Brookings Institute

## **#1** City for Women-Owned Business

Feb. 2016, WalletHub

## **#2** Fastest-Growing City For Tech Jobs

Jan. 2015, Fortune

## **#4** City for White-Collar Employment Growth

July 2015, Forbes

## **#4** Best City for Millennial Entrepreneurs

September 2015, Thumbtack.com



# Economic Growth Engine

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**Growth in  
population +  
new businesses**



**Growth in loans,  
deposits and  
earnings**





# Dan Dellinger

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CHIEF FINANCIAL OFFICER

# Profitability – June 30, 2016

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- **EPS**

- **\$0.31 per diluted share** - EPS up 41% YOY fueled by loan growth and improved operating efficiencies since merger

- **Net Interest Margin**

- **4.33 %** - up 25 basis points YOY

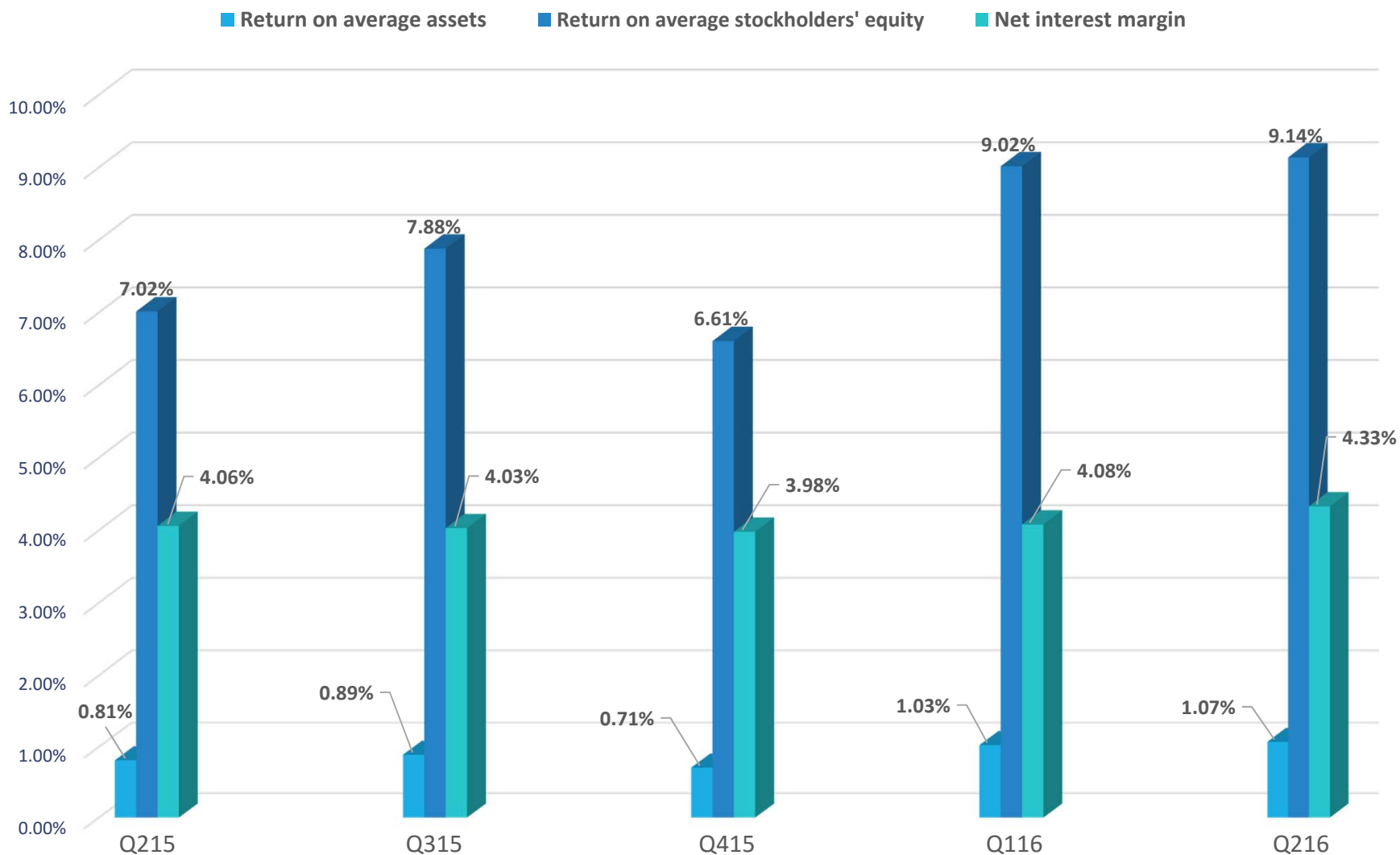
- **ROAA**

- **1.07%** - up 26 basis points YOY

- **ROAE**

- **9.14 %** - up 212 basis points YOY

# Profitability Trends



# Balance Sheet Growth– June 30, 2016

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- **Loan Growth**

- 13.1% YOY to \$649.3 million

- **Deposit Growth**

- 7.5% YOY to \$647.9 million

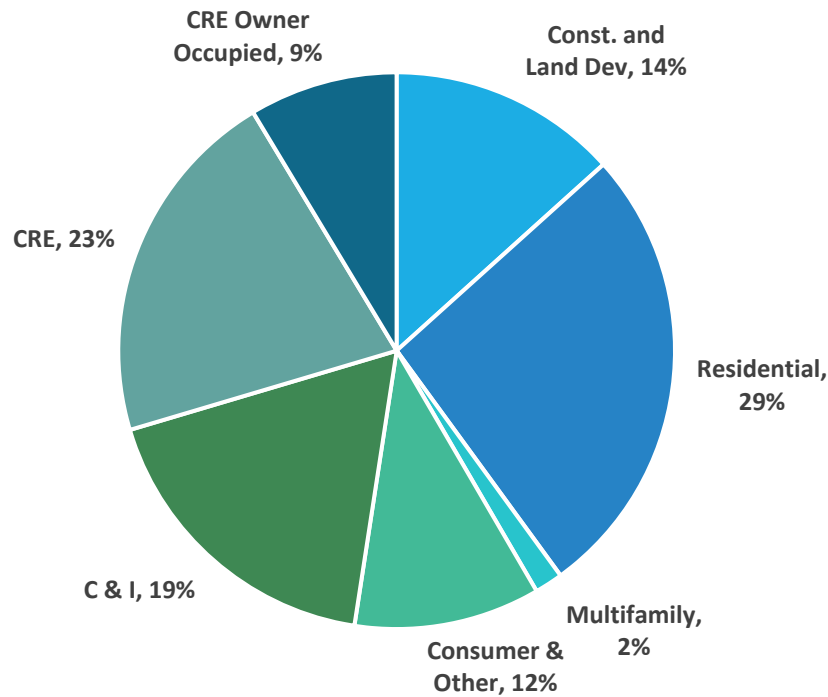
- **Asset Growth**

- 10.5% YOY to \$883.2

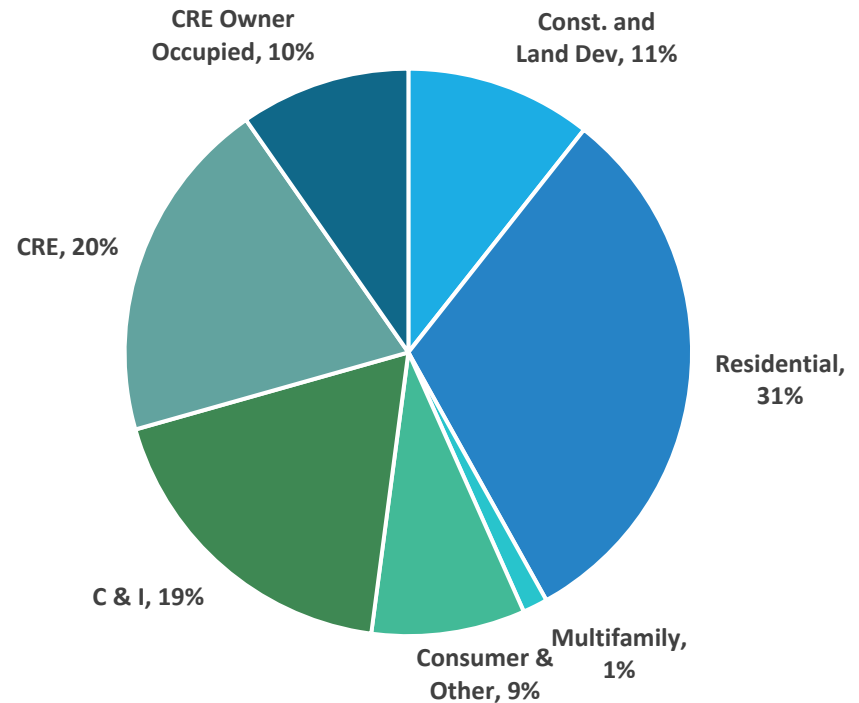
# Loan Portfolio Mix

Balanced Loan Portfolio With 13.1% Year-Over-Year Growth

Q2 2016 Loan Portfolio

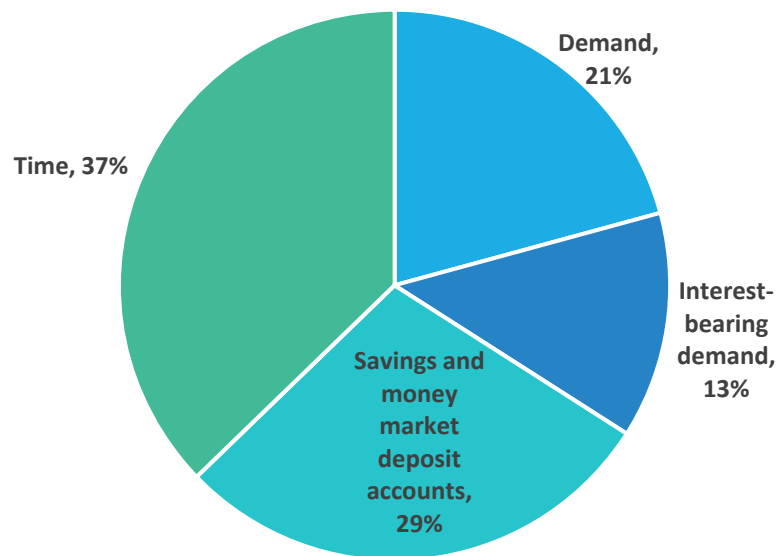


Q2 2015 Loan Portfolio



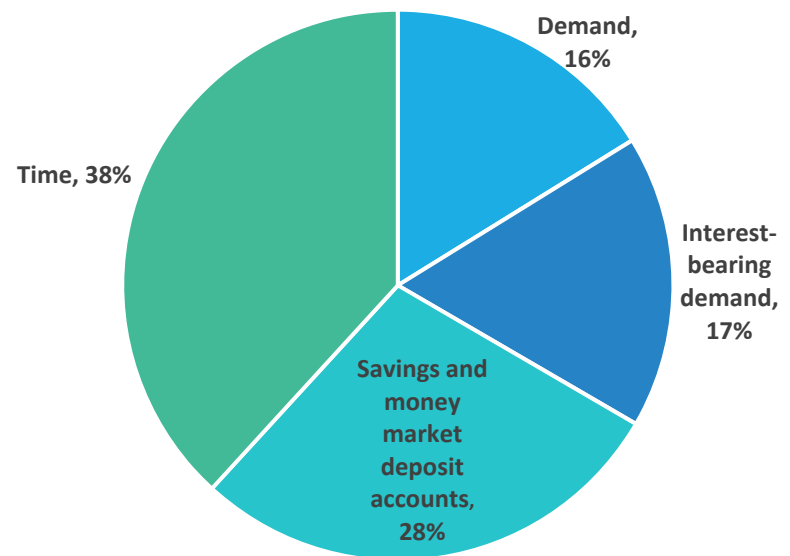
# Deposit Mix – June 30, 2016

Q2 2016



\$648 million

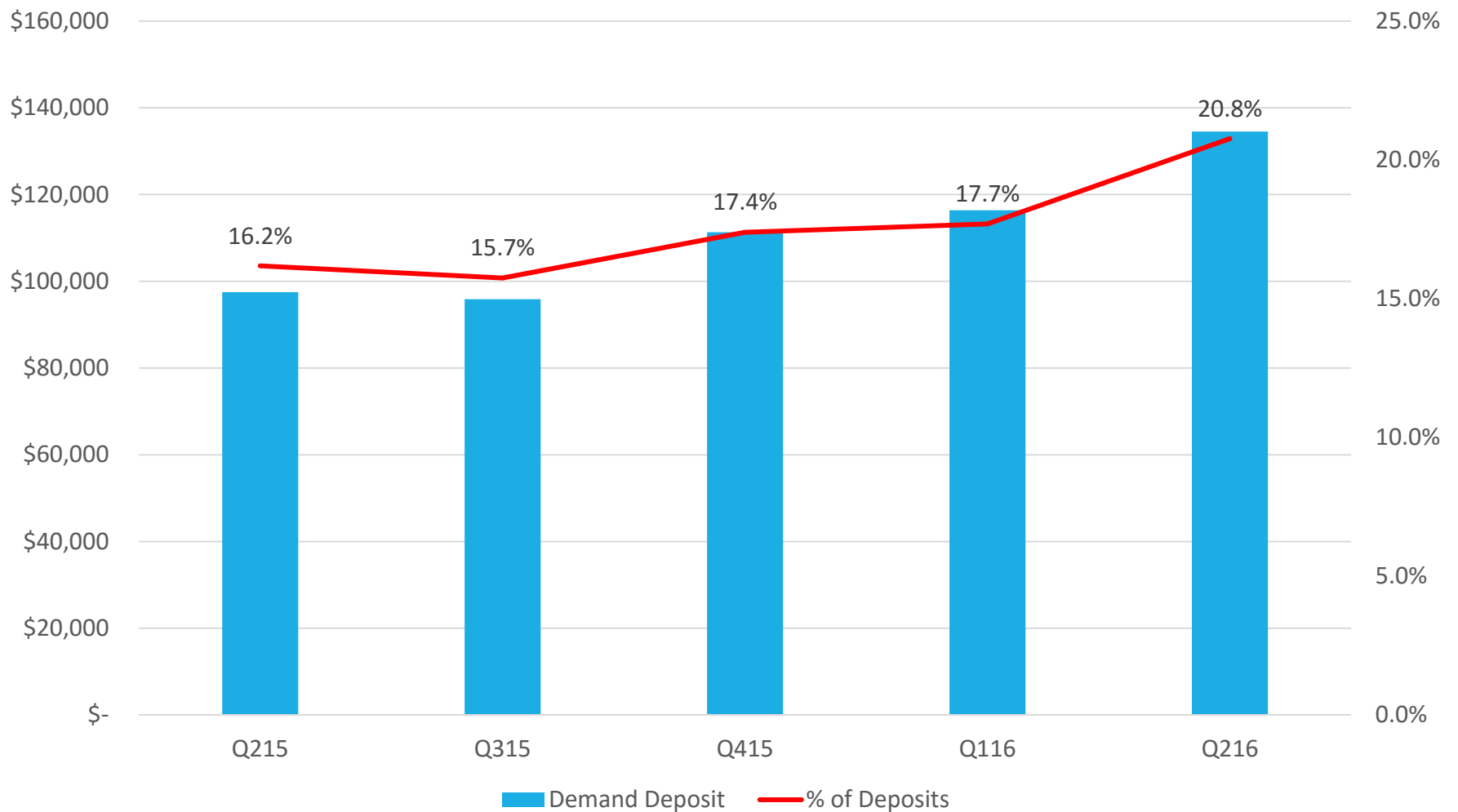
Q2 2015



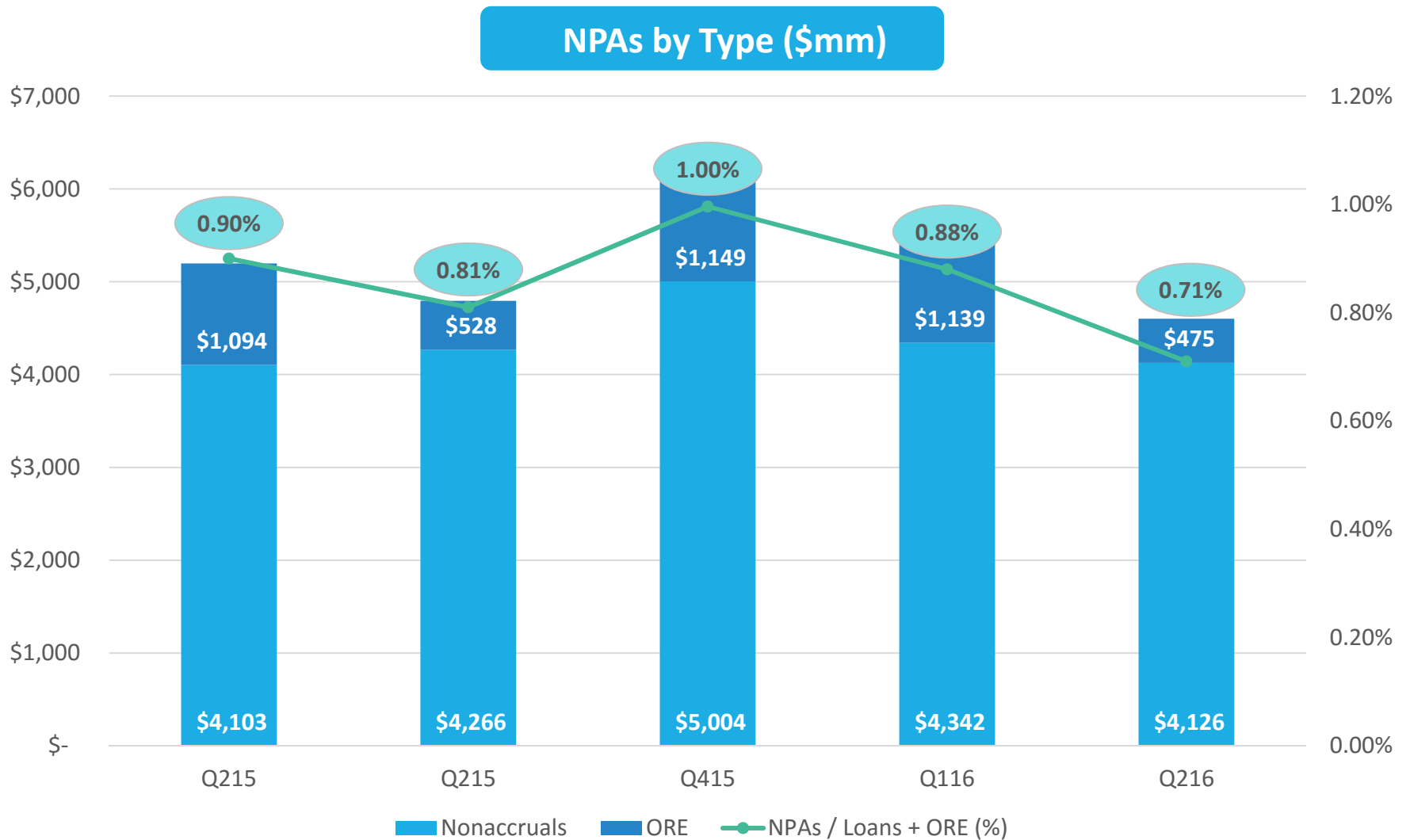
\$603 million

# Demand Deposit Trends – June 30, 2016

Demand deposits have grown 38% Year-Over-Year



# Asset Quality – June 30, 2016





# Strategy for 2016

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- Continued growth in loans
- Growth in non-interest bearing deposits
- Consistent focus on asset quality
- Maintain strong net interest margin
- Improve operating efficiency
- Branch expansion in Green Hills
- Local focus of mortgage operations
- Add revenue producing talent
- Deepen existing relationships



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