



**Second Quarter 2019
Earnings Call
July 26, 2019**

Disclaimers

Terminology

The terms “we,” “our,” “us,” “the Company,” “CSTR” and “CapStar” that appear in this presentation refer to CapStar Financial Holdings, Inc. and its wholly owned subsidiary, CapStar Bank. The terms “CapStar Bank,” “the Bank” and “our Bank” that appear in this presentation refer to CapStar Bank.

Contents of Presentation

Except as is otherwise expressly stated in this presentation, the contents of this presentation are presented as of the date on the front cover of this presentation.

Market Data

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This presentation includes the following financial measures that have been prepared other than in accordance with generally accepted accounting principles in the United States (“non-GAAP financial measures”): pre-tax, pre-provision net income, pre-tax, pre-provision return on average assets, tangible equity, tangible common equity, tangible assets, return on average tangible equity, return on average tangible common equity, book value per share (as adjusted), tangible book value per share (as reported and as adjusted), tangible equity to tangible assets, tangible common equity to tangible assets and adjusted shares outstanding at the end of the period. CSTR non-GAAP financial measures (i) provide useful information to management and investors that is supplementary to its financial condition, results of operations and cash flows computed in accordance with GAAP, (ii) enable a more complete understanding of factors and trends affecting CSTR’s business, and (iii) allow investors to evaluate CSTR’s performance in a manner similar to management, the financial services industry, bank stock analysts and bank regulators; however, CSTR acknowledges that its non-GAAP financial measures have a number of limitations. As such, you should not view these disclosures as a substitute for results determined in accordance with GAAP, and they are not necessarily comparable to non-GAAP financial measures that other companies use. See the Appendix to this presentation for a reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures.

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Certain statements in this presentation are forward-looking statements that reflect our current views with respect to, among other things, future events and our financial and operational performance. These statements are often, but not always, made through the use of words or phrases such as “may,” “should,” “could,” “predict,” “potential,” “believe,” “will likely result,” “expect,” “continue,” “will,” “anticipate,” “seek,” “aspire,” “estimate,” “intend,” “plan,” “project,” “projection,” “forecast,” “roadmap,” “goal,” “target,” “guidance,” “would,” and “outlook” or the negative version of those words or other comparable words of a future or forward-looking nature. These forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about our industry, management’s beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. The inclusion of these forward-looking statements should not be regarded as a representation by us or any other person that such expectations, estimates and projections will be achieved. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. There are or will be important factors that could cause our actual results to differ materially from those indicated in these forward-looking statements, including, but not limited to, the following:

The acceptance by customers of Athens of the Company’s products and services; the ability of the Company to meet expectations regarding the benefits, costs, synergies, and financial and operational impact of the Athens merger; the possibility that any of the anticipated benefits, costs, synergies and financial and operational improvements of the Athens merger will not be realized or will not be realized as expected; the possibility that the Athens merger integration may be more expensive or take more time to complete than anticipated; the opportunities to enhance market share in certain markets and acceptance of the Company generally in new markets; economic conditions (including interest rate environment, government economic and monetary policies, the strength of global financial markets and inflation and deflation) that impact the financial services industry as a whole and/or our business; the concentration of our business in the Nashville metropolitan statistical area (“MSA”) and in Tennessee, and the effect of changes in the economic, political and environmental conditions on this market; increased competition in the financial services industry, locally, regionally or nationally, which may adversely affect pricing and the other terms offered to our clients; an increase in the cost of deposits, loss of deposits or a change in the deposit mix, which could increase our cost of funding; an increase in the costs of capital, which could negatively affect our ability to borrow funds, successfully raise additional capital or participate in strategic acquisition opportunities; our dependence on our management team and board of directors and changes in our management and board composition; our reputation in the community; our ability to execute our strategy and to achieve our loan ROAA and efficiency ratio goals, hire seasoned bankers, loan and deposit growth through organic growth and strategic acquisitions; credit risks related to the size of our borrowers and our ability to adequately identify, assess and limit our credit risk; our concentration of large loans to a small number of borrowers; the significant portion of our loan portfolio that originated during the past two years and therefore may less reliably predict future collectability than older loans; the adequacy of reserves (including our allowance for loan losses) and the appropriateness of our methodology for calculating such reserves; non-performing loans and leases; non-performing assets; charge-offs, non-accruals, troubled debt restructurings, impairments and other credit-related issues; adverse trends in the healthcare service industry, which is an integral component of our market’s economy; our management of risks inherent in our commercial real estate loan portfolio, and the risk of a prolonged downturn in the real estate market, which could impair the value of our collateral and our ability to sell collateral upon any foreclosure; governmental legislation and regulation, including changes in the nature and timing of the adoption and effectiveness of new requirements under the Dodd-Frank Act of 2010, as amended, Basel guidelines, capital requirements, accounting regulation or standards and other applicable laws and regulations; the impact of the Tax Cuts and Job Act of 2017, as amended, on the Company and its financial performance and results of operations; the loss of large depositor relationships, which could force us to fund our business through more expensive and less stable sources; operational and liquidity risks associated with our business, including liquidity risks inherent in correspondent banking; volatility in interest rates and our overall management of interest rate risk, including managing the sensitivity of our interest-earning assets and interest-bearing liabilities to interest rates, and the impact to our earnings from a change in interest rates; the potential for our bank’s regulatory lending limits and other factors related to our size to restrict our growth and prevent us from effectively implementing our business strategy; strategic acquisitions we may undertake to achieve our goals; the sufficiency of our capital, including sources of capital and the extent to which we may be required to raise additional capital to meet our goals; fluctuations in the fair value of our investment securities that are beyond our control; deterioration in the fiscal position of the U.S. government and downgrades in Treasury and federal agency securities; potential exposure to fraud, negligence, computer theft and cyber-crime; the adequacy of our risk management framework; our dependence on our information technology and telecommunications systems and the potential for any systems failures or interruptions; threats to and breaches of our information technology systems and data security, including cyber-attacks; our dependence upon outside third parties for the processing and handling of our records and data; our ability to adapt to technological change; the financial soundness of other financial institutions; our exposure to environmental liability risk associated with our lending activities; our engagement in derivative transactions; our involvement from time to time in legal proceedings and examinations and remedial actions by regulators; the susceptibility of our market to natural disasters and acts of God; and the effectiveness of our internal controls over financial reporting and our ability to remediate any future material weakness in our internal controls over financial reporting.

The foregoing factors should not be construed as exhaustive and should be read in conjunction with those factors that are detailed from time to time in the Company’s periodic and current reports filed with the Securities and Exchange Commission, including those factors included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2018 under the headings “Item 1A. Risk Factors” and “Cautionary Note Regarding Forward-Looking Statements” and in the Company’s Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. If one or more events related to these or other risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, actual results may differ materially from our forward-looking statements. Accordingly, you should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date of this presentation, and we do not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by law. New risks and uncertainties may emerge from time to time, and it is not possible for us to predict their occurrence or how they will affect us.

Second Quarter 2019 Highlights

- Operating EPS⁽¹⁾ of \$0.38 which includes \$0.04 for the implementation of a hedging program for residential mortgage loans originated with the intent to sell. Excluding this, we have 17.2% year-over year EPS growth.
- Operating Return on Average Assets⁽¹⁾ of 1.40%; ROATE of 13.05%.
- Annualized AVG Deposit growth of 22.7% over 1Q19.
- Noninterest Income to Average Assets of 1.41% driven predominately by Mortgage and TriNet Fees.
- Current Criticized and Classified loans continue to be at a low level.

(1) Operating results are non-GAAP financial measures that adjust GAAP reported net income and other metrics for certain income and expense items as outlined in the non-GAAP reconciliation calculations included in the Appendix at the end of this presentation using a blended statutory income tax rate of 26.14% excluding non-deductible one-time merger related items.



CapStar Recognition in the Marketplace

- CapStar was named to the list of the Tennessean’s **Top Workplaces 2019**.
- CapStar East Tennessee was recognized by The Daily Post-Athenian as the “**Best of the Best**” TOP Workplaces 2019.
- CapStar was awarded **Preferred Lending Program** status from the Office of Credit Risk Management, a division of the Small Business Administration.
- CapStar earned a **Bauer Five-Star rating** from BauerFinancial based on capital adequacy, asset quality, profitability and liquidity.
- CapStar is a **Greenwich CX Leader** in U.S. Commercial Small Business Banking recognizing leadership in the increasingly important field of customer experience.



Sound, Profitable, Growth Financial Metrics - 2Q19

	Operating Metrics ¹	2Q19	1Q19	2Q18
Soundness	Allowance for Loan Losses to Total Loans	0.90%	0.88%	1.41%
	Net Charge-Offs to Average Loans (Periods Annualized)	0.02%	0.01%	0.01%
	Non-Performing Assets/Assets	0.12%	0.14%	0.39%
	Total Risk Based Capital Ratio	13.29%	12.64%	12.53%
	Tangible Equity / Tangible Assets	11.02%	10.76%	10.53%
Profitability	Return on Average Assets (ROAA)	1.40%	1.06%	1.08%
	Return on Average Equity (ROAE)	10.78%	8.23%	9.95%
	Return on Average Tangible Equity (ROATE)	13.05%	10.02%	10.38%
	Efficiency Ratio ²	61.39%	65.01%	67.38%
	Net Interest Margin ³ (tax equivalent basis)	3.68%	3.75%	3.46%
Growth	Operating Net Income	\$7.02	\$5.22	\$3.76
	Diluted EPS	\$0.38	\$0.28	\$0.29
	Tangible Book Value per Share	\$11.87	\$11.55	\$11.56
	Total Loans (Avg)	\$1,469	\$1,462	\$1,042
	Total Deposits (Avg)	\$1,678	\$1,588	\$1,138
	Total Assets (Avg)	\$2,004	\$1,988	\$1,396

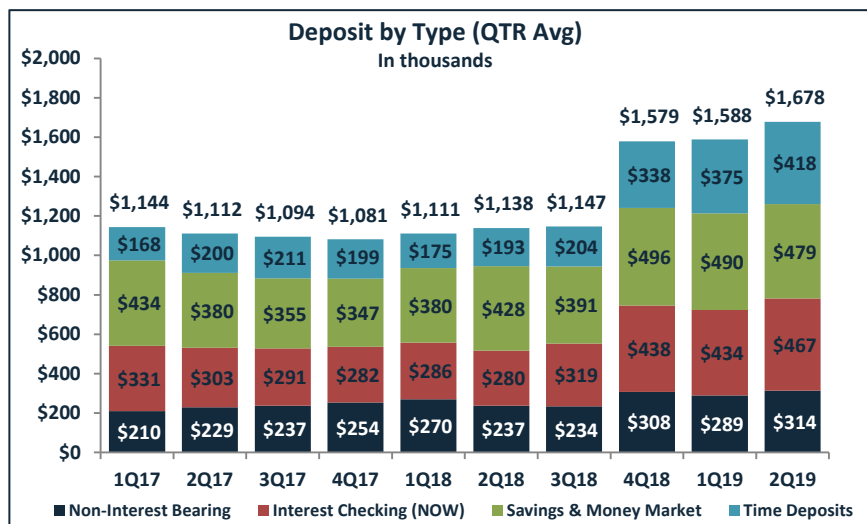
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(2) Efficiency ratio is Noninterest expense divided by the sum of net interest income and noninterest income

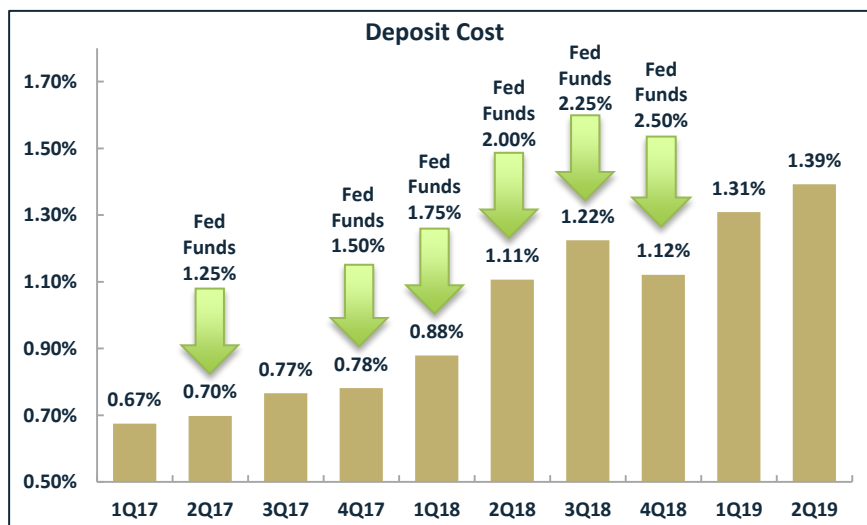
(3) Calculated on a tax equivalent basis.



Deposit Growth and Costs



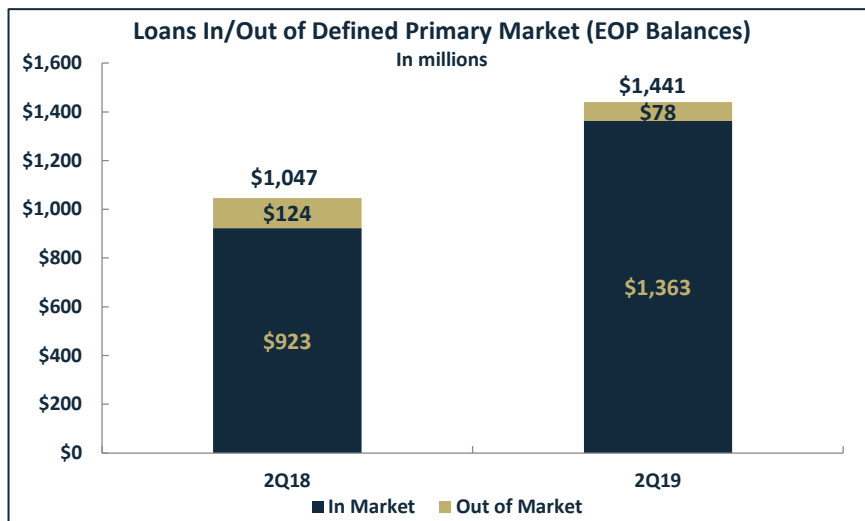
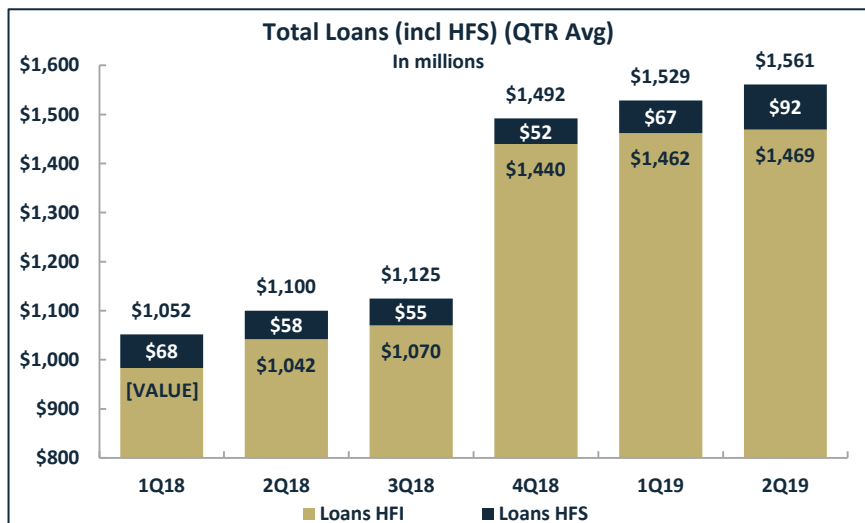
- Avg Deposit balances grew 22.7% on an annualized basis from 1Q19.
- EOP Deposits grew 10.5% on an annualized basis from 1Q19.
- Excluding Day 1 deposits from Athens, organic average deposit growth was 11.9% vs. 2Q18.



	2Q19		Change Vs. 1Q19*		Change Vs. 2Q18	
	\$	%	\$	%	\$	%
Balance Sheet (EOP Balances)						
Non-Interest Bearing	\$ 327		\$ 14	17.9%	\$ 103	46.1%
Interest Checking (NOW)	491		41	36.2%	199	68.3%
Savings & Money Market	508		16	12.9%	86	20.4%
Time Deposit's under \$100K	105		(15)	-49.2%	63	151.9%
Time Deposit's over \$100K	292		(12)	-15.6%	127	76.1%
Deposits	\$ 1,723		\$ 44	10.5%	\$ 578	50.5%

*Annualized % change from 1Q19 to 2Q19

Loan Growth

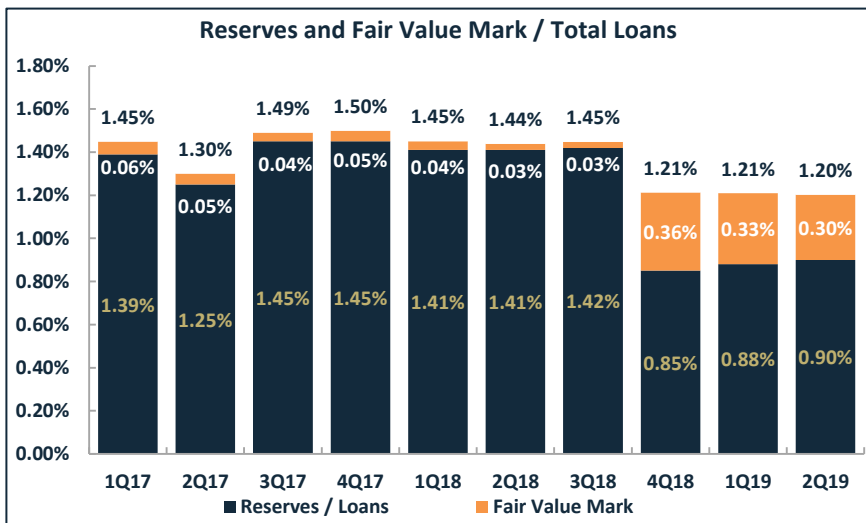


- Avg Loans increased 2.1% on an annualized basis from 1Q19.
- Excluding Day 1 loans from Athens, organic average loan growth is 7.9% over 2Q18.
- Total “in market” growth was 10.3% excluding Athens vs. 2Q18 while our “out of market” loans declined \$46MM from \$124MM in 2Q18 to \$78MM over the same period.

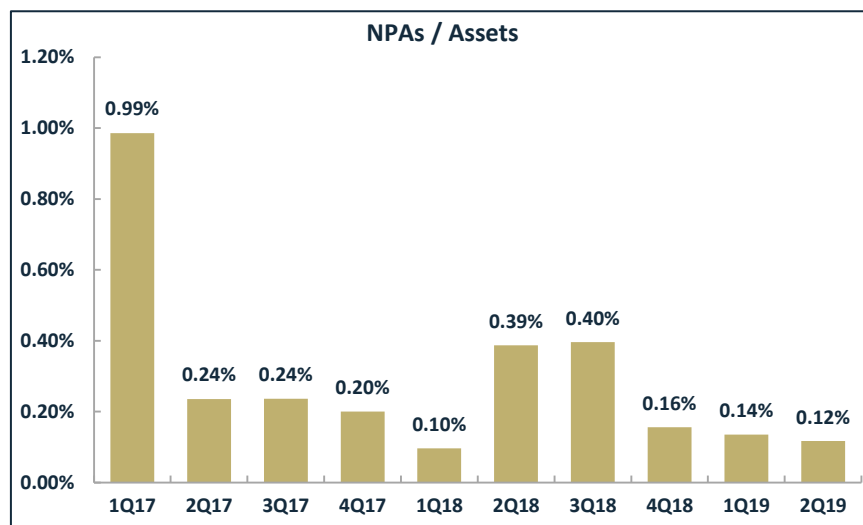
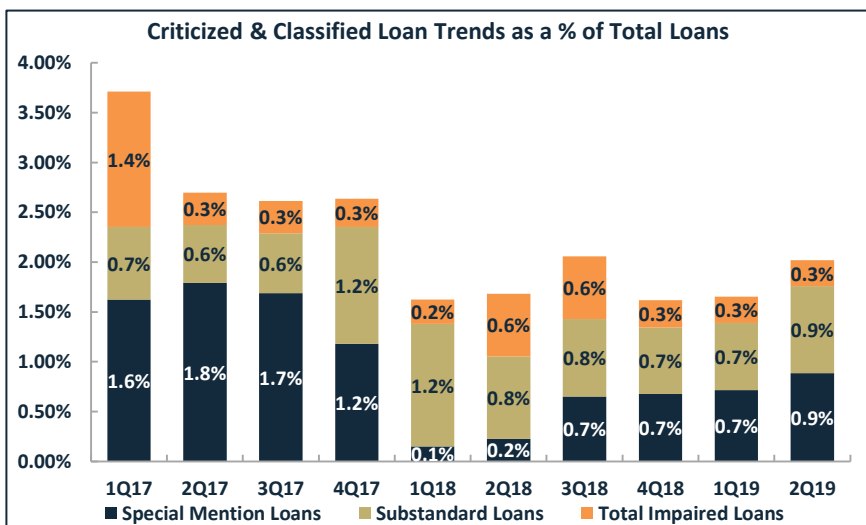
	2Q19		Change Vs. 1Q19*		Change Vs. 2Q18	
	\$	%	\$	%	\$	%
Balance Sheet (EOP Balances)						
Commercial and Industrial	\$ 405		\$ (15)	-14.5%	\$ 19	4.8%
Commercial Real Estate (Non Owner Occupied)	422		18	17.9%	135	47.0%
Commercial Real Estate (Owner Occupied)	173		3	6.7%	52	42.7%
Consumer Real Estate	255		6	9.8%	145	132.0%
Construction & Land Development	124		(38)	-94.8%	27	28.3%
Consumer	27		0	7.1%	17	176.1%
Other	35		(1)	-11.1%	(1)	-1.8%
Total Loans	\$ 1,441		\$ (27)	-7.4%	\$ 394	37.7%

*Annualized % change from 1Q19 to 2Q19

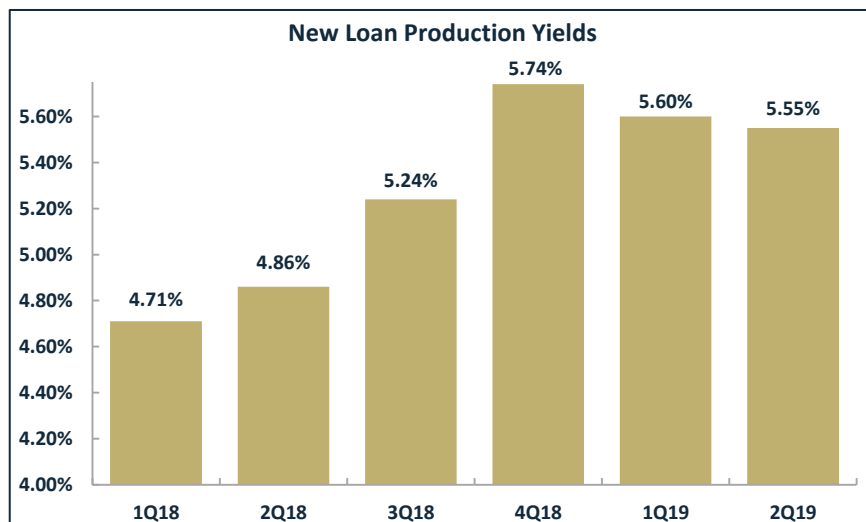
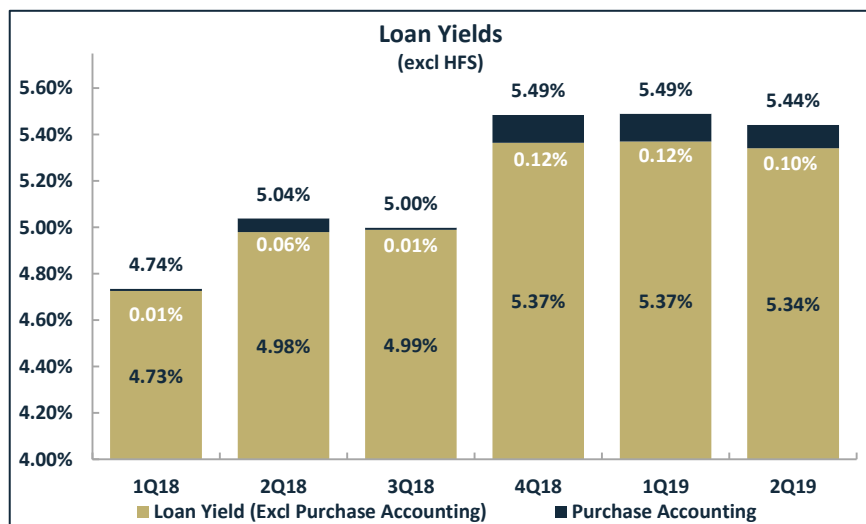
Credit Quality



- The current reserve of \$12.9MM plus the \$4.4MM fair value mark on acquired loans equates to a 1.20% reserve/loans.
- Criticized and Classified Loans remain at low levels. Average criticized and classified borrower credit balance is \$300K.
- Current NPAs/Assets remain at a low level.



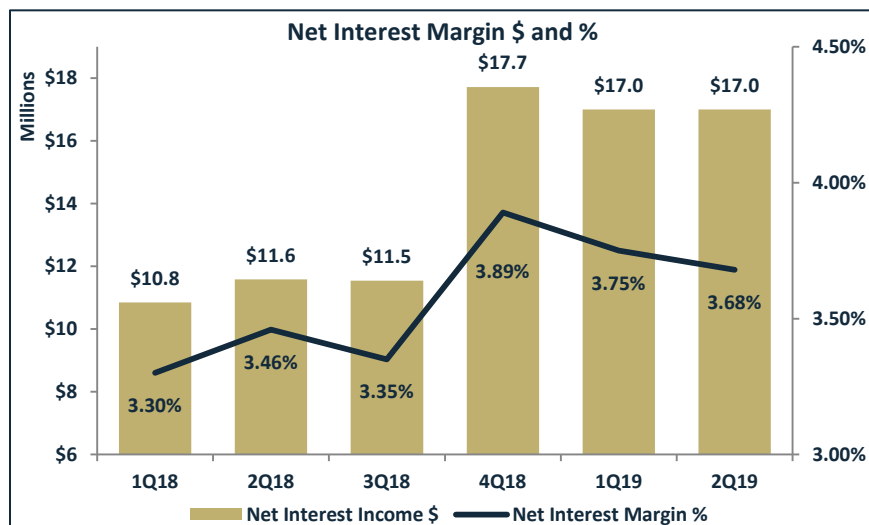
Loan Yields



- The yield on new loan production in 2Q19 was 5.55%.
- The last 3 quarters of new loan production yields are above our portfolio average.
- The average 1 month Libor rate was 2.45% and down 5 bps from the first quarter.

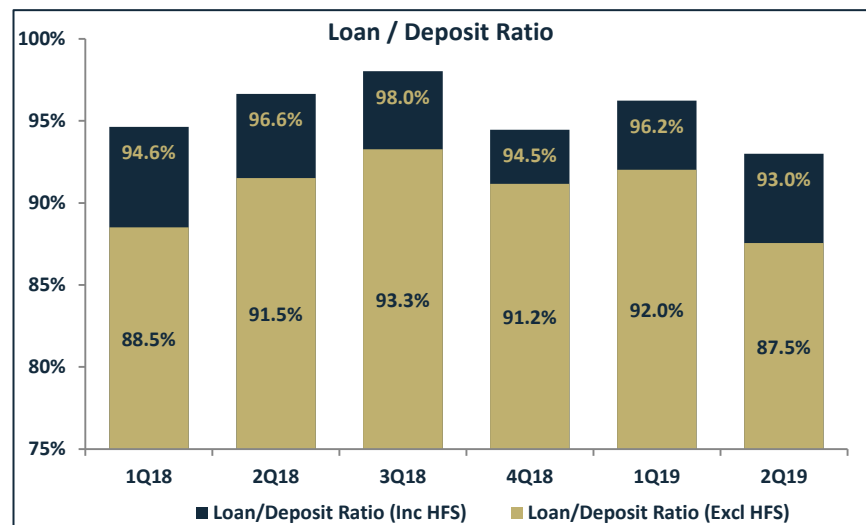
Loan Yield Rollforward	
1Q19 (Avg)	5.49%
Decrease in Purchase Accounting	(0.02%)
Loan Volume/Mix	(0.02%)
Decrease in Loan Fees	(0.01%)
2Q19 (Avg)	5.44%

Net Interest Margin⁽¹⁾



- Our NIM was 3.68% and decreased 7 bps.
- We have taken a number of actions to better position the balance sheet in a rates down scenario.
- EOP loan to deposit ratio decreased to 93.0% with loan payoffs late in the quarter.

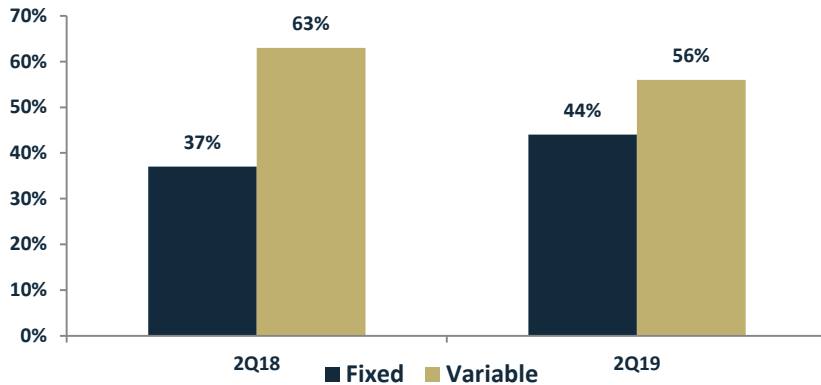
Net Interest Margin	
1Q19 (Avg)	3.75%
Increase in Deposit Balances and Costs	(0.14%)
Decrease in Investment Balances	(0.05%)
Decrease in Loan Yields	(0.04%)
Increase in Loan HFI/HFS Balances	0.07%
Decrease in Borrowing Balances	0.09%
2Q19 (Avg)	3.68%



(1) Calculated on a tax equivalent basis

IRR Summary

Our loan portfolio profile has changed with the acquisition of Athens:



Like most of the industry, we have interest rate risk; we are in the range of peers:

Name	Ticker	3/31/2019	
		DN 100	UP 100
Atlantic Capital	ACBI	-6.91%	6.83%
Pinnacle	PNFP	-5.30%	4.10%
First Bank	FBK	-4.90%	0.80%
Crescom	CARO	-3.90%	0.70%
Southern First	SFST	-3.53%	-0.46%
CapStar	CSTR	-3.50%	1.60%
First TN*	FHN	-2.70%	5.20%
Renasant	RNST	-2.69%	1.96%
Cadence	CADE	-0.98%	3.98%
Franklin Synergy	FSB	0.84%	-1.40%
Reliant	RBNC	1.70%	-1.00%

Source: S&P Global

*Percentage change is for a DN 50bps shock

We have taken the following actions to mitigate risk in a rates down scenario:

- Emphasized fixed rate lending with relationship managers.
- Restructured \$45MM of securities during the quarter, lowered floating rate allocation of securities portfolio to 6% and extended duration slightly to 3.5 years.
- Unwound \$20MM notional of fixed to floating interest rate swaps.
- Lowered rates on time deposits and shortened duration of wholesale liabilities to under 3 months.
- Relationship managers are proactively meeting with clients regarding opportunities to optimize deposit costs with potential rate cuts.

Noninterest Income

Noninterest Income was 1.41% of Average Assets.

(Dollars in thousands)	Three Months Ended				
	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018	June 30, 2018
Noninterest Income					
Treasury Management and Other Deposit Service Charges	\$ 813	\$ 798	\$ 793	\$ 528	\$ 427
Net Gain (Loss) on Sale of Securities	(121)	12	1	(1)	3
Tri-Net Fees	1,024	641	276	374	325
Mortgage Banking Income	3,087	1,385	1,324	1,634	1,383
Other	2,229	1,899	3,993	683	627
Total Noninterest Income	\$ 7,032	\$ 4,735	\$ 6,387	\$ 3,218	\$ 2,765
Average Assets	2,004,207	1,988,478	1,940,991	1,421,873	1,396,359
Noninterest Income / Average Assets	1.41%	0.97%	1.31%	0.90%	0.79%

- Treasury Management and other Deposit Service Charges continue to grow.
- Net loss on sale of securities due to repositioning of Investment Portfolio with anticipated rate cuts.
- Tri-Net fees of \$1MM.
- Mortgage income predominantly due to higher volumes and the implementation of forward rate locks and mandatory delivery vs. selling at best efforts (\$912K).
- Other fee businesses (Debit card Interchange, Wealth, BOLI, Title and Finance company) continue to demonstrate growth.

Noninterest Expense

Operating Efficiency Ratio of 61.39% was in line with previously provided guidance.

(Dollars in thousands)	Three Months Ended				
	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018	June 30, 2018
Noninterest Expense					
Salaries and Employee Benefits	\$ 8,563	\$ 8,432	\$ 9,475	\$ 6,514	\$ 6,340
Data Processing & Software	1,862	1,474	1,424	803	810
Professional Fees	501	543	534	255	344
Occupancy	809	883	736	544	535
Equipment	1,026	852	810	520	602
Regulatory Fees	272	274	364	228	233
Merger Related Expenses	1,711	594	8,929	540	335
Amortization of Intangibles	419	430	442	3	10
Other Operating	1,307	1,243	1,118	663	796
Total Noninterest Expense	\$ 16,470	\$ 14,725	\$ 23,832	\$ 10,070	\$ 10,005
<i>Efficiency Ratio</i>	<i>68.51%</i>	<i>67.74%</i>	<i>98.88%</i>	<i>68.22%</i>	<i>69.71%</i>
<i>Average Assets</i>	<i>\$ 2,004,207</i>	<i>\$ 1,988,478</i>	<i>\$ 1,940,991</i>	<i>\$ 1,421,873</i>	<i>\$ 1,396,359</i>
<i>Noninterest Expense / Average Assets</i>	<i>3.30%</i>	<i>3.00%</i>	<i>4.87%</i>	<i>2.81%</i>	<i>2.87%</i>
<i>FTE</i>	<i>290</i>	<i>289</i>	<i>286</i>	<i>185</i>	<i>183</i>
Operating Noninterest Expense⁽¹⁾	\$ 14,759	\$ 14,131	\$ 14,903	\$ 9,530	\$ 9,670
Operating Efficiency Ratio⁽¹⁾	61.39%	65.01%	61.83%	64.56%	67.38%
Operating Noninterest Expense / Average Assets⁽¹⁾	2.95%	2.88%	3.05%	2.66%	2.78%

- Data Processing, Software and Equipment were elevated over the prior quarter due to the following:
 - \$50K of one-time expenses.
 - \$100K of “bubble” expenses for two managed IT providers; one vendor goes away in 4Q19.
 - \$200K of Equipment upgrades in East TN.
 - Implemented new modules for enhanced customer experience.
- Majority of Merger expenses are complete.

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Capital

- All of our capital ratios increased from the prior quarter and are above regulatory guidelines.

<u>Capital Ratios</u>	6/30/19	3/31/19	12/31/18	9/30/18	"Well Capitalized" Guidelines
Tangible Equity / Tangible Assets*	11.02%	10.76%	10.86%	10.72%	NA
Tangible Common Equity / Tangible Assets*	10.56%	10.31%	10.39%	10.09%	NA
Leverage	11.01%	10.97%	11.06%	11.02%	≥ 5.00%
Tier 1 Risk Based Capital	12.53%	11.90%	12.13%	11.49%	≥ 8.00%
Total Risk Based Capital	13.29%	12.64%	12.84%	12.62%	≥ 10.00%

- Shares repurchases:
 - 2Q19: 219,600 CSTR shares in 2Q19 at an average price of \$15.47 per share.
 - YTD 2019: 375,000 CSTR shares at an average price of \$15.53 per share.
- Paid quarterly cash dividend of \$0.05/share to all shareholders on May 24, 2019.

*Reconciliation provided in non-GAAP tables in the Appendix at the end of this presentation.

Points of Emphasis

- **CapStar's strategy remains one of sound, profitable growth with an overall objective of becoming a high performing financial institution:**
 - Continuing to build out a client-centric model committed to serving local consumers, small and medium sized businesses and their owners and employees in our target markets.
 - Expanding market share in Middle and East Tennessee.
 - Building a consistent and stable earnings franchise.
 - Improving our ability to grow stable, low cost deposits.
 - Maintaining a sound credit profile.
 - Exploring strategic and opportunistic M&A.



Appendix: Non-GAAP Reconciliations

Non-GAAP Financial Measures

	Three Months Ended				
(Dollars in thousands, except per share information)	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018	June 30, 2018
TANGIBLE EQUITY					
Total Shareholders' Equity	\$ 262,664	\$ 259,751	\$ 254,379	\$ 157,510	\$ 153,146
Less: Intangible Assets	45,199	45,618	46,048	6,219	6,222
Tangible Equity	217,465	214,133	208,331	151,291	146,924
TANGIBLE COMMON EQUITY					
Tangible Equity	\$ 217,465	\$ 214,133	\$ 208,331	\$ 151,291	\$ 146,924
Less: Preferred Equity	9,000	9,000	9,000	9,000	9,000
Tangible Common Equity	208,465	205,133	199,331	142,291	137,924
TANGIBLE EQUITY TO TANGIBLE ASSETS					
Tangible Equity	\$ 217,465	\$ 214,133	\$ 208,331	\$ 151,291	\$ 146,924
Total Assets	2,018,421	2,035,811	1,963,883	1,416,907	1,401,181
Less: Intangible Assets	45,199	45,618	46,048	6,219	6,222
Tangible Assets	1,973,223	1,990,193	1,917,835	1,410,689	1,394,959
Tangible Equity to Tangible Assets	11.02%	10.76%	10.86%	10.72%	10.53%
TANGIBLE COMMON EQUITY TO TANGIBLE ASSETS					
Tangible Common Equity	\$ 208,465	\$ 205,133	\$ 199,331	\$ 142,291	\$ 137,924
Tangible Assets	1,973,223	1,990,193	1,917,835	1,410,689	1,394,959
Tangible Common Equity to Tangible Assets	10.56%	10.31%	10.39%	10.09%	9.89%

Non-GAAP Financial Measures

	Three Months Ended				
(Dollars in thousands, except per share information)	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018	June 30, 2018
RETURN ON AVERAGE TANGIBLE EQUITY (ROATE)					
Total Average Shareholders' Equity	\$ 261,197	\$ 257,105	\$ 245,811	\$ 156,264	\$ 151,535
Less: Average Intangible Assets	45,456	45,890	45,687	6,220	6,228
Average Tangible Equity	215,741	211,215	200,124	150,044	145,307
Net Income	5,756	4,780	(708)	3,656	3,513
Return on Average Tangible Equity (ROATE)	10.70%	9.18%	-1.40%	9.67%	9.70%
RETURN ON AVERAGE TANGIBLE COMMON EQUITY (ROATCE)					
Average Tangible Equity	\$ 215,741	\$ 211,215	\$ 200,124	\$ 150,044	\$ 145,307
Less: Preferred Equity	9,000	9,000	9,000	9,000	9,000
Average Tangible Common Equity	206,741	202,215	191,124	141,044	136,307
Net Income	5,756	4,780	(708)	3,656	3,513
Return on Average Tangible Common Equity (ROATCE)	11.17%	9.59%	-1.47%	10.28%	10.34%

Non-GAAP Financial Measures

	Three Months Ended				
(Dollars in thousands, except per share information)	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018	June 30, 2018
TANGIBLE BOOK VALUE PER SHARE, REPORTED					
Tangible Common Equity	\$ 208,465	\$ 205,133	\$ 199,331	\$ 142,291	\$ 137,924
Shares of Common Stock Outstanding	17,561,476	17,765,124	17,724,721	12,125,122	11,931,131
Tangible Book Value Per Share, Reported	\$11.87	\$11.55	\$11.25	\$11.74	\$11.56
SHARES OUTSTANDING AT END OF PERIOD					
Shares of Common Stock Outstanding	17,561,476	17,765,124	17,724,721	12,125,122	11,931,131
Shares of Preferred Stock Outstanding	878,048	878,048	878,048	878,048	878,049
Total Shares Outstanding at End of Period	18,439,524	18,643,172	18,602,769	13,003,170	12,809,180
TANGIBLE BOOK VALUE PER SHARE, ADJUSTED					
Tangible Equity	\$ 217,465	\$ 214,133	\$ 208,331	\$ 151,291	\$ 146,924
Total Shares Outstanding at End of Period	18,439,524	18,643,172	18,602,769	13,003,170	12,809,180
Tangible Book Value Per Share, Adjusted	\$11.79	\$11.49	\$11.20	\$11.63	\$11.47

Non-GAAP Financial Measures

	Three Months Ended				
	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018	June 30, 2018
(Dollars in thousands, except per share information)					
OPERATING NET INCOME					
Net Income	\$ 5,756	\$ 4,780	\$ (708)	\$ 3,656	\$ 3,513
Add: Merger Related Expense	1,711	594	8,929	540	335
Less: Income Tax Impact	(447)	(155)	(1,985)	(141)	(88)
Operating Net Income	7,020	5,219	6,236	4,055	3,760
OPERATING DILUTED NET INCOME PER SHARE					
Operating Net Income	\$ 7,020	\$ 5,219	\$ 6,236	\$ 4,055	\$ 3,760
Average Diluted Shares Outstanding	18,650,706	18,830,933	18,716,562	13,113,775	13,067,223
Operating Diluted Net Income per Share	\$0.38	\$0.28	\$0.33	\$0.31	\$0.29
OPERATING RETURN ON AVERAGE ASSETS (ROAA)					
Operating Net Income	\$ 7,020	\$ 5,219	\$ 6,236	\$ 4,055	\$ 3,760
Total Average Assets	2,004,207	1,988,478	1,940,991	1,421,873	1,396,359
Operating Return on Average Assets (ROAA)	1.40%	1.06%	1.27%	1.13%	1.08%
OPERATING RETURN ON AVERAGE TANGIBLE EQUITY (ROATE)					
Average Tangible Equity	\$ 215,741	\$ 211,215	\$ 200,124	\$ 150,044	\$ 145,307
Operating Net Income	7,020	5,219	6,236	4,055	3,760
Operating Return on Average Tangible Equity (ROATE)	13.05%	10.02%	12.36%	10.72%	10.38%

Operating results are non-GAAP financial measures that adjust GAAP reported net income and other metrics for certain income and expense items as outlined in the non-GAAP reconciliation calculations above using a blended statutory income tax rate of 26.14% excluding non-deductible one-time merger related items.

Non-GAAP Financial Measures

	Three Months Ended				
	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018	June 30, 2018
(Dollars in thousands, except per share information)					
OPERATING NONINTEREST EXPENSE					
Noninterest Expense	\$ 16,470	\$ 14,725	\$ 23,832	\$ 10,070	\$ 10,005
Less: Merger Related Expense	(1,711)	(594)	(8,929)	(540)	(335)
Operating Noninterest Expense	14,759	14,131	14,903	9,530	9,670
OPERATING NONINTEREST EXPENSE / AVERAGE ASSETS					
Operating Noninterest Expense	\$ 14,759	\$ 14,131	\$ 14,903	\$ 9,530	\$ 9,670
Total Average Assets	2,004,207	1,988,478	1,940,991	1,421,873	1,396,359
Operating Noninterest Income / Average Assets	2.95%	2.88%	3.05%	2.66%	2.78%
OPERATING EFFICIENCY RATIO					
Operating Noninterest Expense	\$ 14,759	\$ 14,131	\$ 14,903	\$ 9,530	\$ 9,670
Net Interest Income	17,008	17,002	17,716	11,543	11,587
Non Interest Income	7,032	4,735	6,387	3,218	2,765
Total Revenues	24,040	21,737	24,103	14,761	14,352
Operating Efficiency Ratio	61.39%	65.01%	61.83%	64.56%	67.38%

Operating results are non-GAAP financial measures that adjust GAAP reported net income and other metrics for certain income and expense items as outlined in the non-GAAP reconciliation calculations above using a blended statutory income tax rate of 26.14% excluding non-deductible one-time merger related items.

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