BANNER CORPORATION

First Quarter 2025


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Siti Alimah


Photo by
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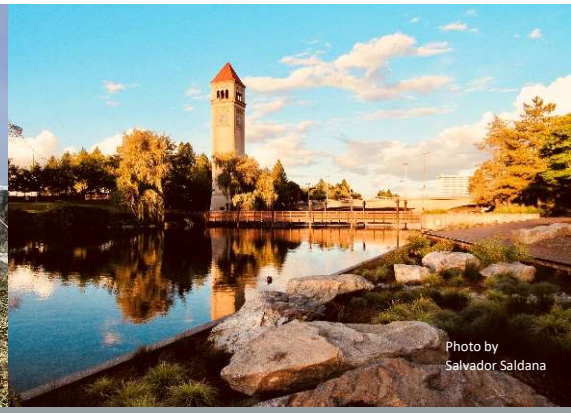
Photo by
Maria DeVecchio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Disclosure Statement

This presentation includes forward-looking statements. These statements include descriptions of management's plans, objectives or goals for future operations, products or services, forecast of financial or other performance measures and statements about Banner's general outlook for economic and other conditions. Additional forward-looking statements may be made in the question-and-answer period following the presentation. These forward-looking statements are subject to several risks and uncertainties and actual results may differ materially from those discussed today. Information on the risk factors that could cause actual results to differ are available from the earnings press release that was released April 16, 2025 as well as the Form 10-K for the year ended December 31, 2024. Forward-looking statements are effective only as of the date they are made, and Banner assumes no obligation to update information concerning its expectations.

First quarter 2025 highlights

- Net income of $45.1 million, compared to $46.4 million for the prior quarter
- HFI Loan growth of $570 million year-over-year (5%)
- Total loan originations (excluding HFS) were $536 million
- Total funding costs decreased 5 basis points; deposit costs decreased 6 basis points
- Net interest margin (tax equivalent) increased 10 basis points to 3.92%
- Efficiency ratio (GAAP) increased 126 basis points to 63.21%; adjusted, non-GAAP efficiency ratio increased 144 basis points to 62.18%
- Return on average assets of 1.15%, and return on average equity of 10.17%, compared to 1.15% and 10.35%, respectively, for the prior quarter
- $3.1 million provision for credit losses driven by risk rating downgrades and growth in loans; Allowance for credit losses – loans was 1.38% of total loans
- Non-performing assets remained low at 0.26% of total assets, up 2 basis points from last quarter
- Announced dividend of $0.48 per share to be paid in May 2025

Building value at Banner

Building value for stakeholders …

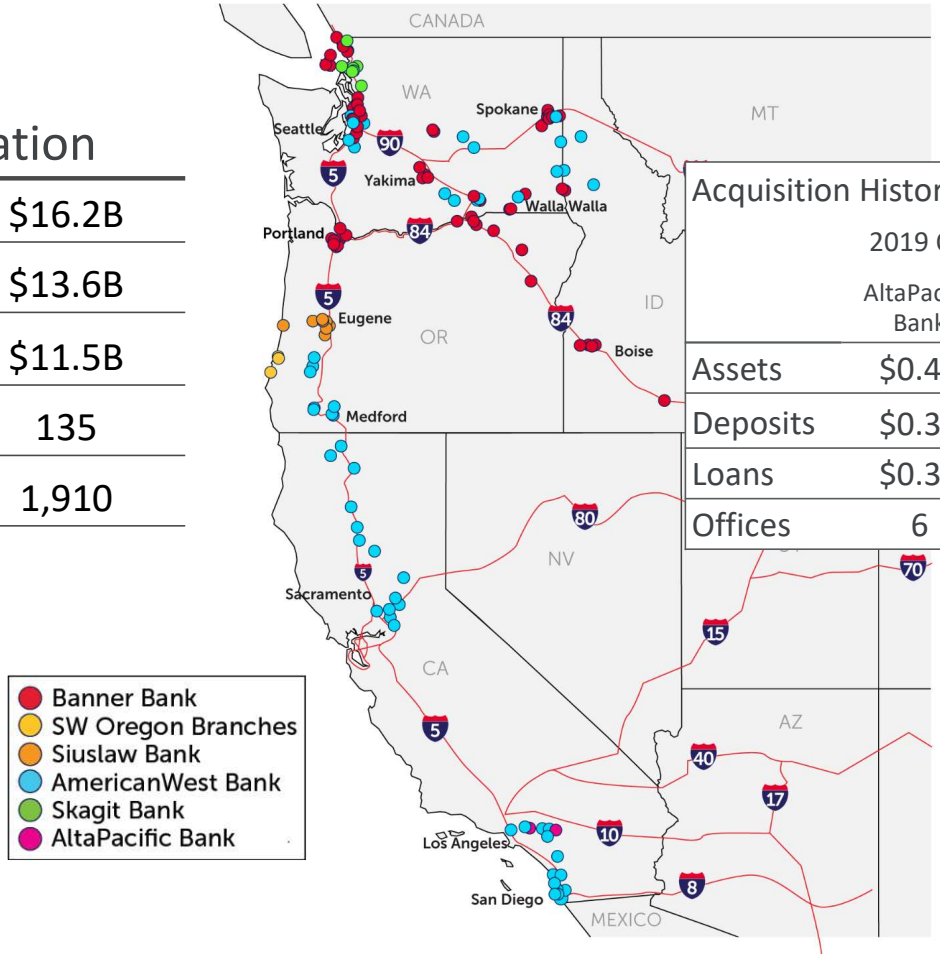
by focusing on core banking competency …

that is sustainable through change events …

and scalable with acquisition growth

Banner Corporation

Assets	$16.2B
Deposits	$13.6B
Loans	$11.5B
Offices	135
Employees	1,910



Acquisition History

	2019 Q4 AltaPacific Bank	2018 Q4 Skagit Bank	2015 Q4 AmericanWest Bank	2015 Q1 Siuslaw Bank	2014 Q2 SW Oregon Branches
Assets	$0.4B	$0.9B	$4.5B	$0.4B	$0.2B
Deposits	$0.3B	$0.8B	$3.6B	$0.3B	$0.2B
Loans	$0.3B	$0.6B	$3.0B	$0.2B	$0.1B
Offices	6	11	98	10	6

Building value at Banner

Core banking competency

- Growing revenue
- Protecting net interest margin
- Spending carefully
- Maintaining a moderate risk profile
- Employing capital wisely

Growing revenue

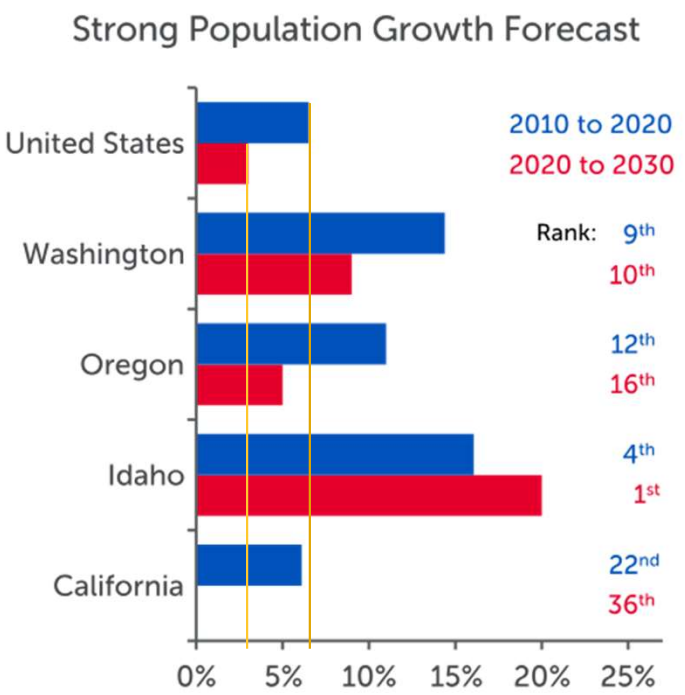
- Take advantage of ideal geography
- Offer super community bank value proposition
- Guard and improve reputation
- Grow market share

Growing revenue … in a good place since 1890

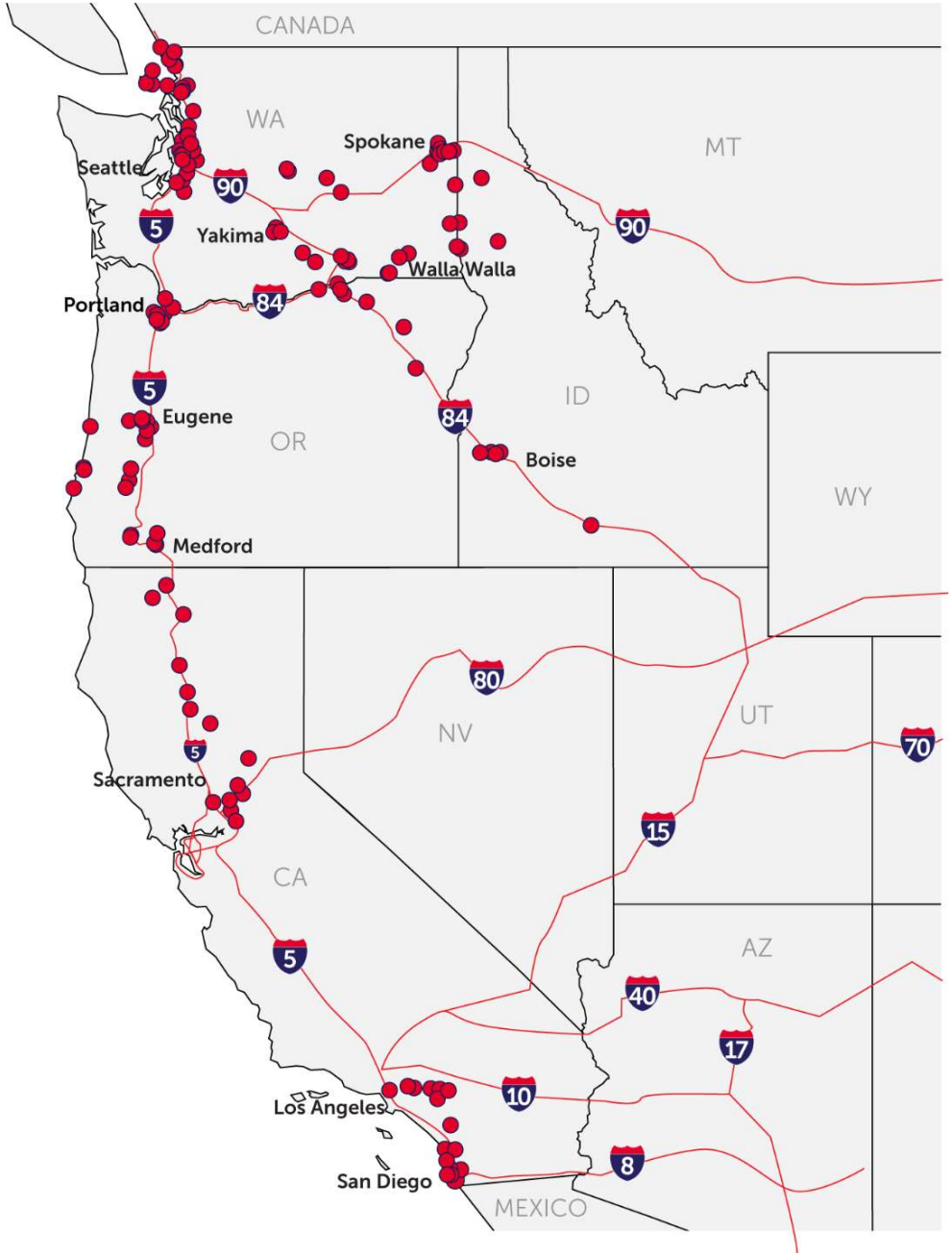
Population Estimate (millions)

	2020	2030	Growth
Washington	7.7	8.4	9%*
Oregon	4.2	4.5	5%
Idaho	1.8	2.2	20%*
California	39.5	39.5	0%
Region	53.3	54.6	2%
United States	*331.4*	*344.6*	*4%*

* Among the fastest growing in the country



Source: U.S. Census Bureau
Moody's Analytics Forecasted (June 2023)



Growing revenue … in an ideal geography

Powerful and diverse economic drivers

From Banner's Pacific Northwest base to …

Technology	Microsoft, intel, amazon, Micron, Expedia
Manufacturing	BOEING, intel, PACCAR
Consumer	amazon, COSTCO WHOLESALE, STARBUCKS, NIKE, NORDSTROM
Logistics	Port of Seattle, Port of Tacoma, PORT OF PORTLAND, THE PORT OF LOS ANGELES, Port of LONG BEACH, PORT of SAN DIEGO
Natural Resources	Weyerhaeuser, TRIMARINE, Trident SEAFOODS
Agriculture	Traditional, specialty crops, orchards, wineries, …

California

From Apple

to zoom

from Silicon Valley to the Central Valley … the world's 6th largest economy

Growing revenue

Our super community bank value proposition

Broad product offerings serving middle market, small business and consumer client base
Decision-making as close to client as possible
Delivery channels aligned to maximize tactical execution of strategic plan
Community investment

Growing revenue

Guard and protect our reputation

Best in Customer Satisfaction for Retail Banking in the Northwest
J.D. Power
*for J.D. Power 2025 Award Information, visit jdpower.com/awards



Most Trustworthy Companies in America
Newsweek 2023 & 2024

World's Most Trustworthy Companies
Newsweek 2023 & 2024 (Highest ranked U.S. based bank in 2024)





America's Best Regional Banks
Newsweek 2024 & 2025



Outstanding CRA Rating
FDIC 2021, most recent 3-year examination cycle



5-Star rating™ (highest category)
BauerFinancial; 11+ years



100 Best Banks in America
Forbes, 9 consecutive years (2017-2025)



Top 50 U.S. Public Banks (assets of $10B+)
S&P Global Market Intelligence 2021, 2022, 2023 & 2024

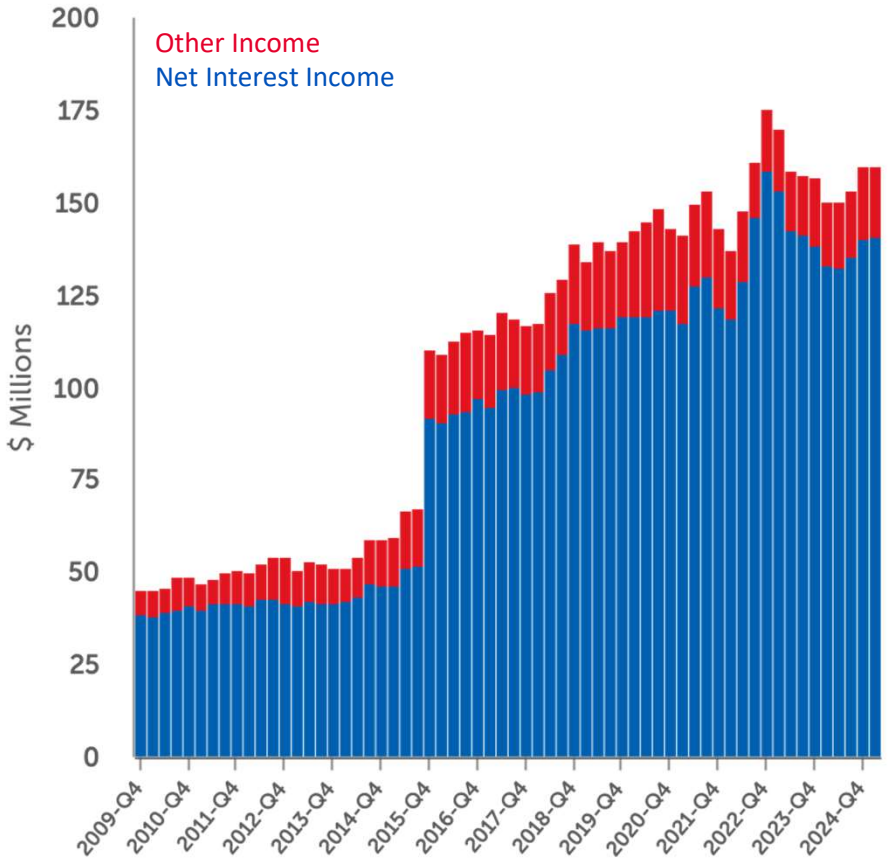
Growing revenue

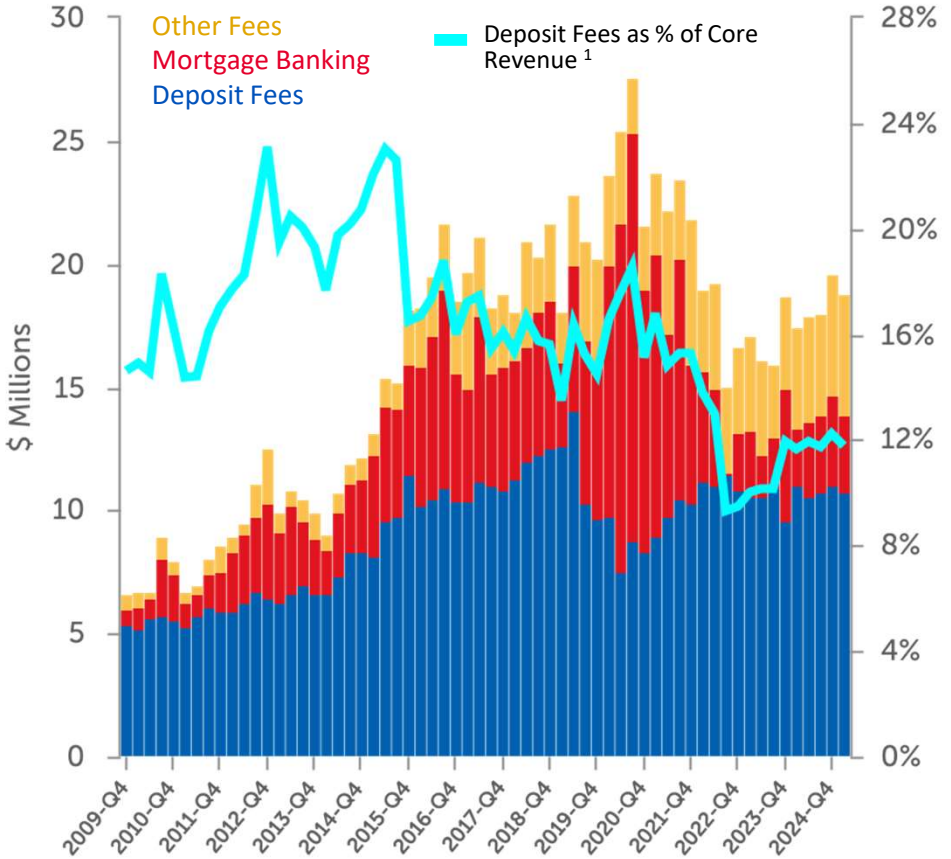
Core revenue[1]

Quarter Ending	Quarter Amount	Last 12 Months Amount
03/31/25	$160M	$624M
12/31/09	$45M	$177M

Noninterest income[1]

Quarter Ending	Quarter Amount	Last 12 Months Amount
03/31/25	$18.8M	$74.4M
12/31/09	$6.6M	$31.1M





1. Excludes net gain/loss on sale of securities and change in valuation of financial instruments carried at fair value.

Building value at Banner

Core banking competency

- Growing revenue
- Protecting net interest margin
- Spending carefully
- Maintaining a moderate risk profile
- Employing capital wisely

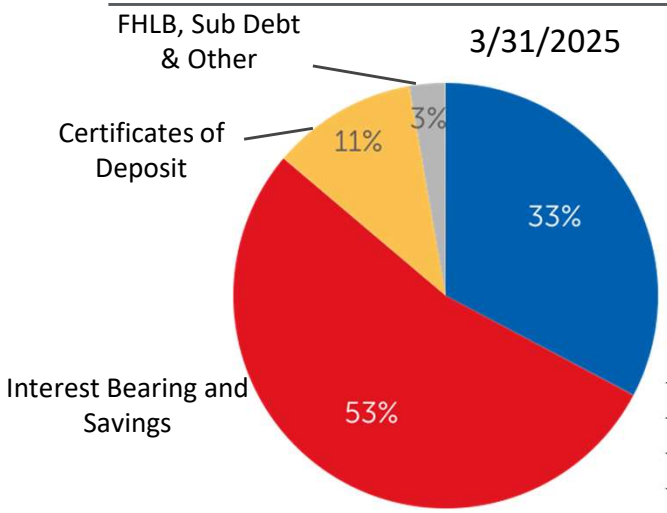
Protecting net interest margin

- Improve earning asset mix
- Improve funding mix
- Reduce deposit costs
- Maintain loan-to-deposit ratio

Protecting net interest margin

Low Cost Funding Mix

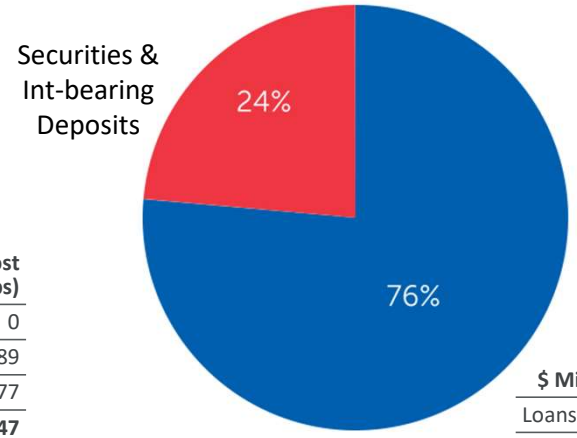
3/31/2025



$ Millions	Avg Bal	Cost (in bps)
Non-Interest	4,527	0
Interest Bearing	7,387	189
CDs	1,531	377
Subtotal Deposits	**13,445**	**147**
FHLB & Other	380	432
Total	**13,825**	**155**

Earning Asset Mix

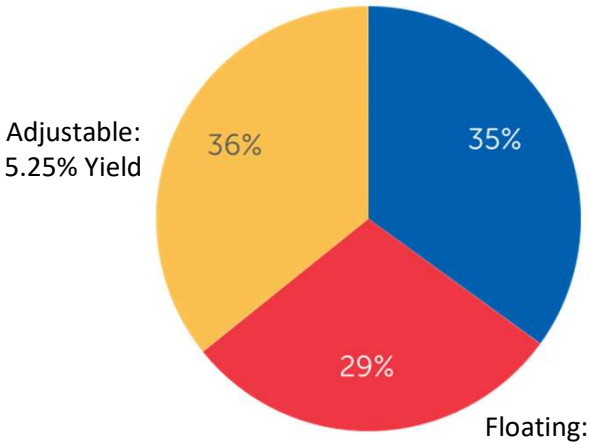
3/31/2025



$ Millions	Avg Bal	Yield (in bps)
Loans	11,417	607
Securities & Int-bearing Deposits	3,524	302
Total	**14,941**	**535**

Loan Repricing Structure

3/31/2025



65% of the loan portfolio is floating/adjustable
71% of the floating/adjustable loans have floors
25% of the loans that have floors are at the floor
28% of the loans that have floors are within 100 basis points of the floor

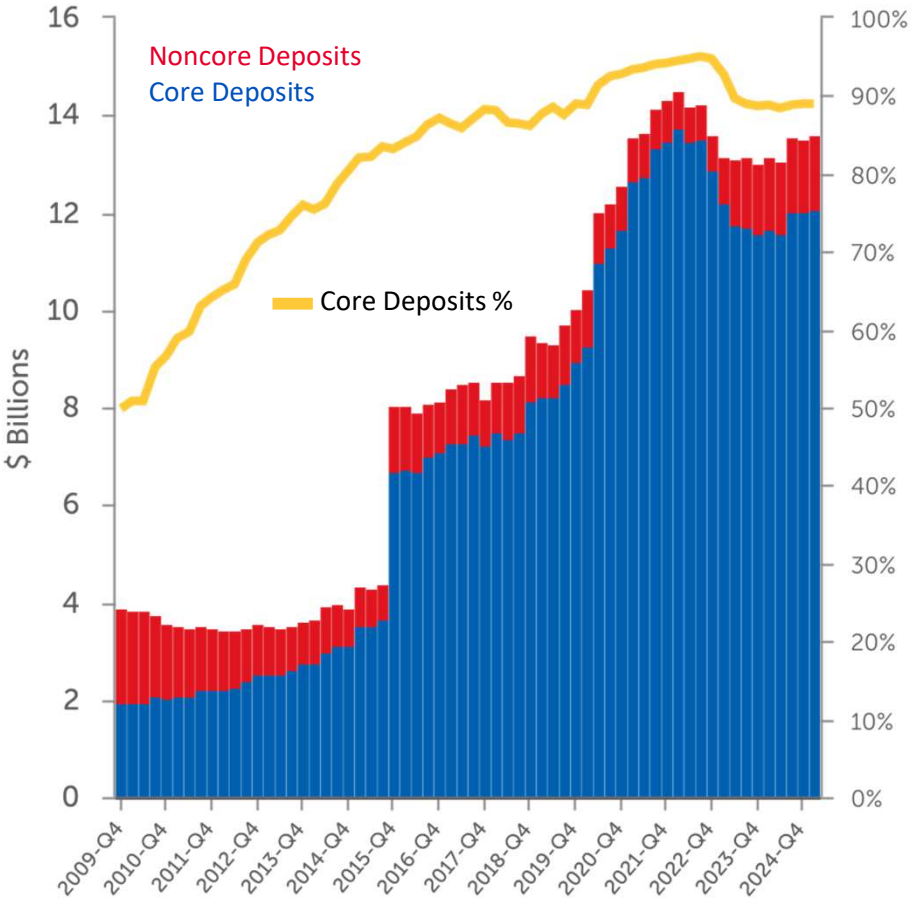
Protecting net interest margin

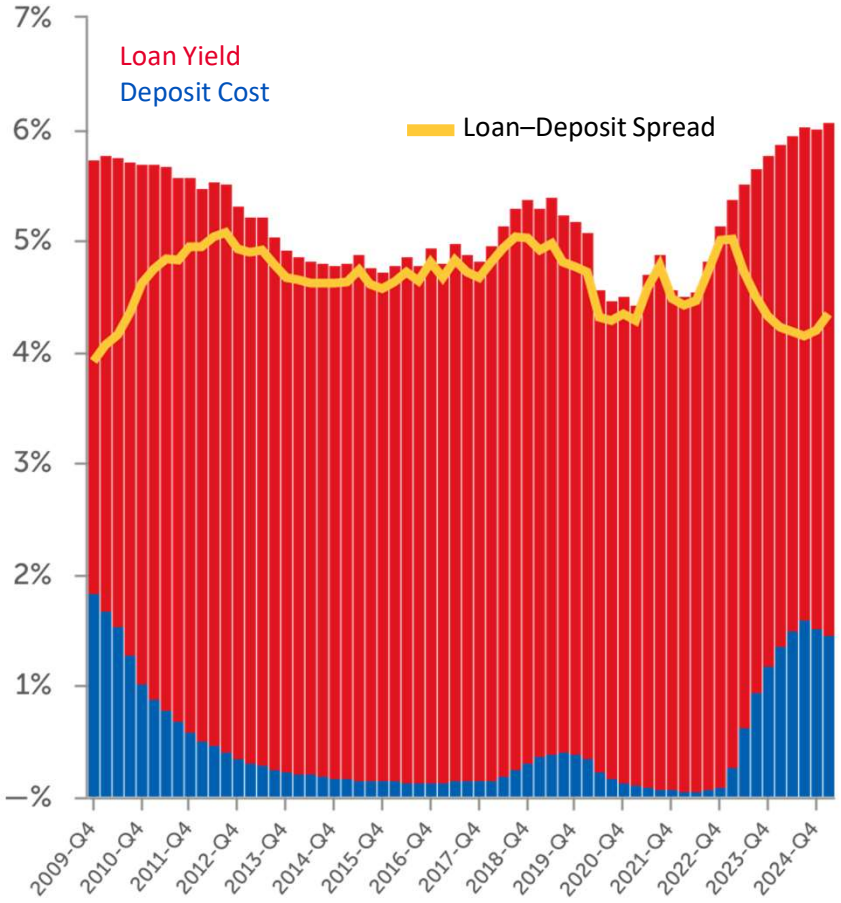
Focus on core deposits

Quarter Ending	Balance	% of Total Deposits
03/31/25	$12,089M	89%
12/31/09	$1,924M	50%

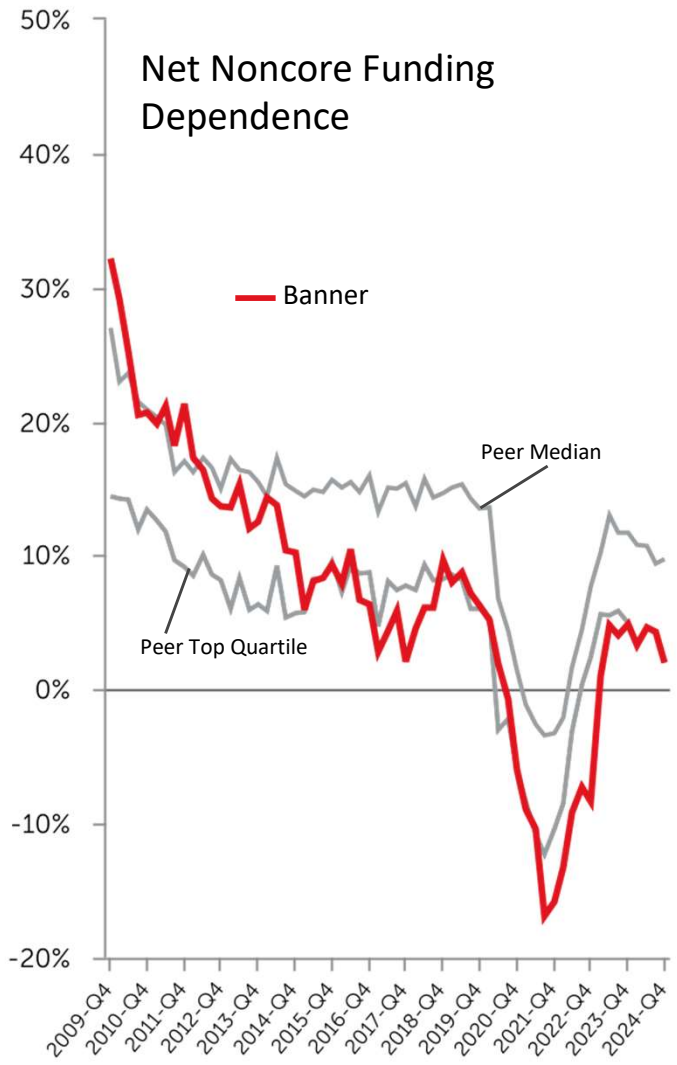
Manage deposit costs

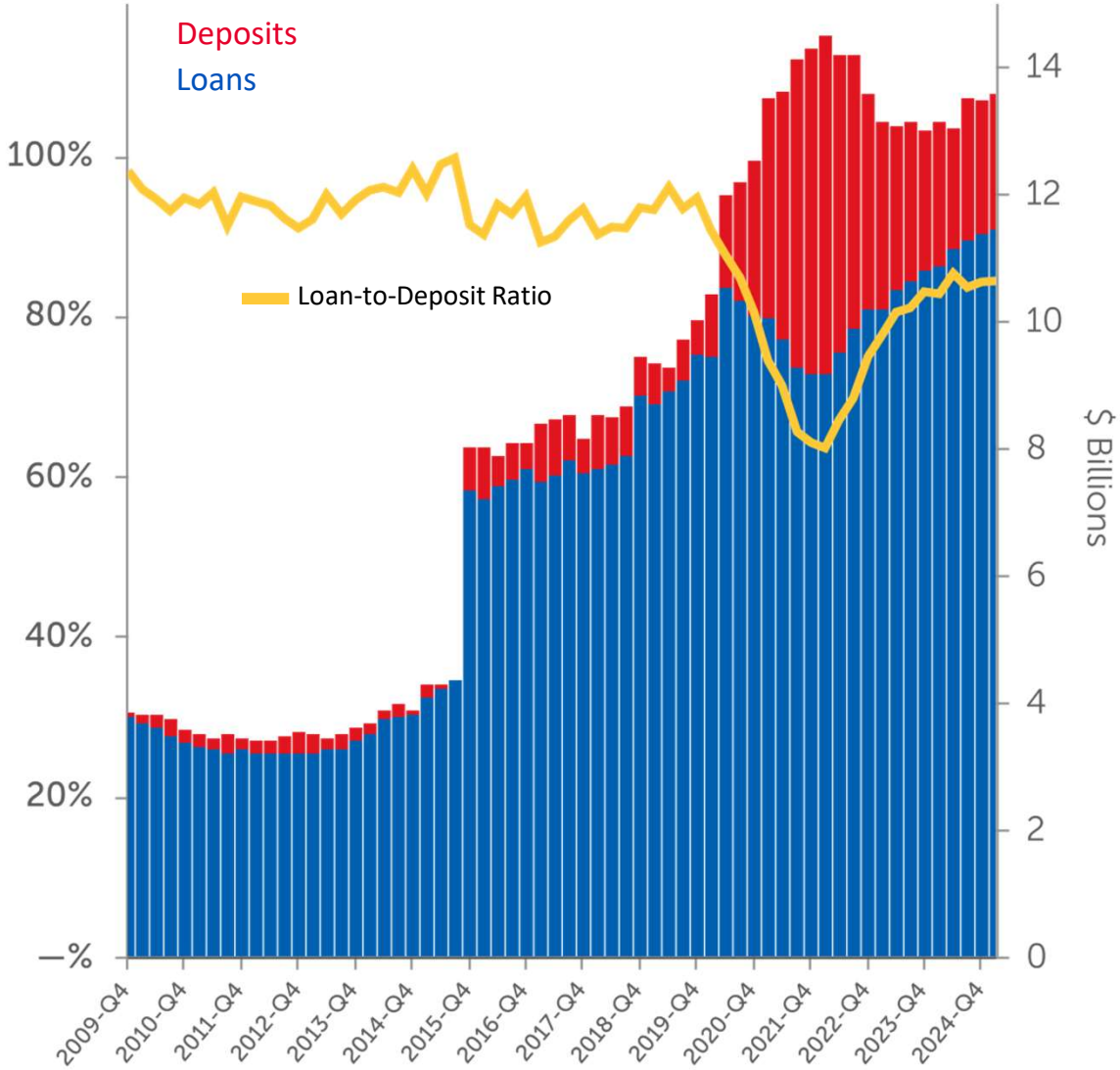
Quarter Ending	Quarter		Last 12 Months	
	Amount	Rate	Amount	Rate
03/31/25	$48.7M	1.47%	$203.6M	1.53%
12/31/09	$17.7M	1.83%	$83.2M	2.21%





Protecting net interest margin



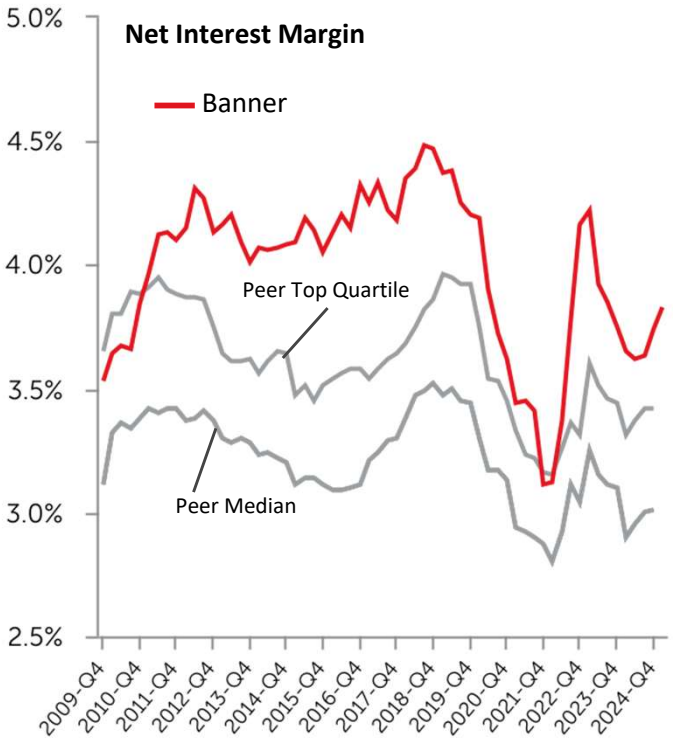


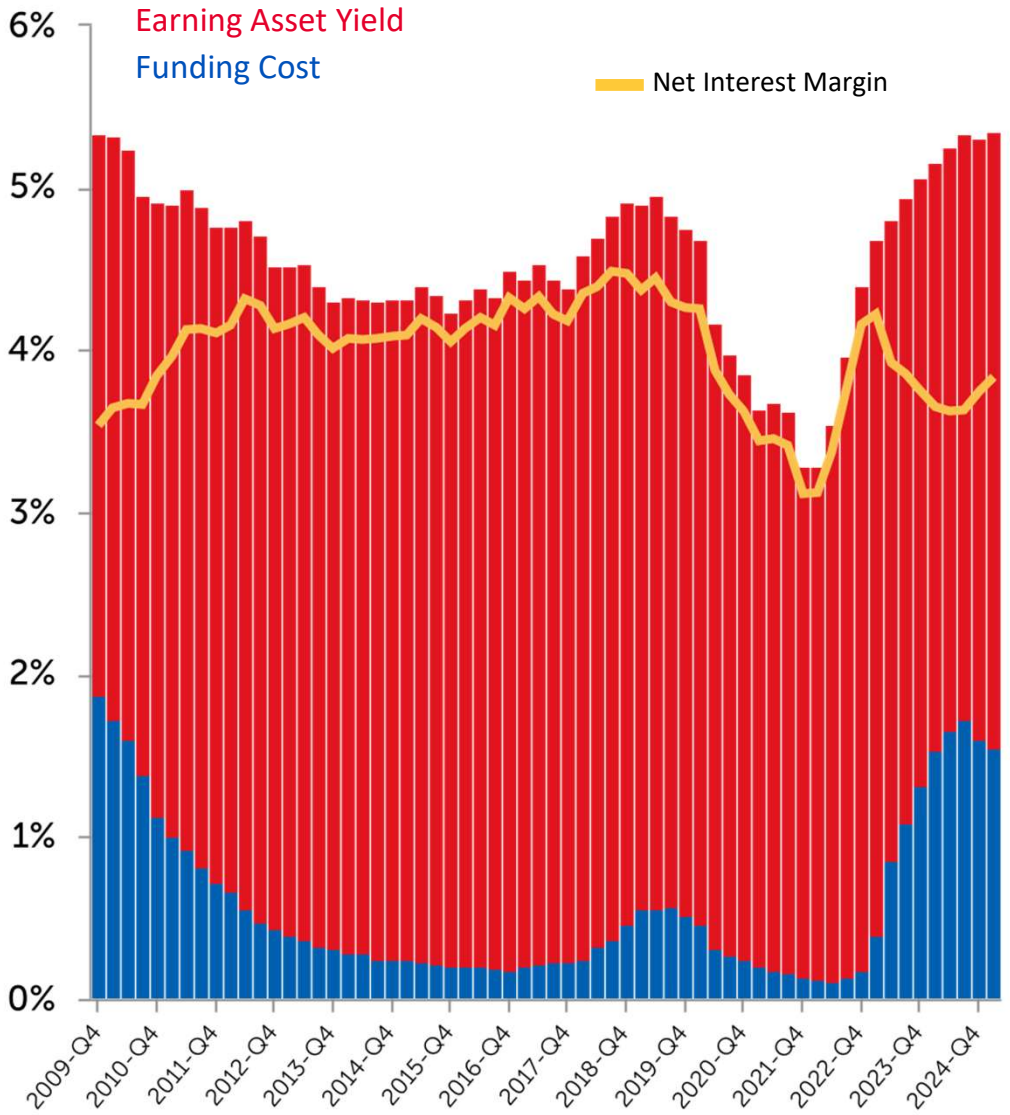
Peer source: Group 1 ($10B and over), Bank Holding Company Performance Report (BHCPR), National Information Center, Federal Reserve System, Division of Banking Supervision and Regulation

Protecting net interest margin

Maintain top quartile net interest margin

Quarter Ending	Quarter		Last 12 Months	
	Amount	Rate	Amount	Rate
03/31/25	$141M	3.83%	$550M	3.70%
12/31/09	$39M	3.53%	$146M	3.36%





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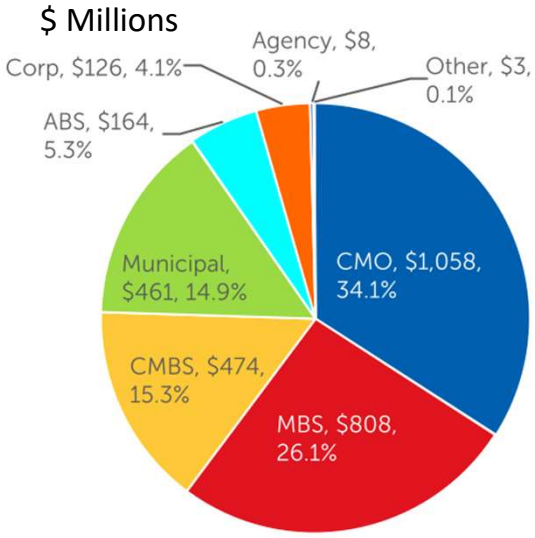
Conservative investment portfolio

12 Month Net Interest Income Sensitivity ($MM), % Change

	Ramp $MM	Ramp % Change	Shock $MM	Shock % Change
Up 200	610,184	1.0%	616,163	2.0%
Up 100	609,471	0.9%	616,017	1.9%
Base	604,363	0.0%	604,363	0.0%
Down 100	597,285	(1.2)%	588,152	(2.7)%
Down 200	591,412	(2.1)%	574,932	(4.9)%

Assumes flat forward balance sheet, parallel and sustained shift in market rates ratably over a 12-month period (ramp) or immediate (shock); Base as of 3/31/25

Investment Portfolio Composition ($3.10 billion)



79% of investments are Agency MBS/CMO or AAA rated

8.9% non-rated investments, principally CRA investments

Portfolio is a diversified mix of asset types and blend of fixed and floating rate instruments. It remains moderately asset sensitive.

Quarterly New Purchases: Average Duration



Quarterly New Purchases: Average Yield



Building value at Banner

Core banking competency

- Growing revenue
- Protecting net interest margin
- Spending carefully
- Maintaining a moderate risk profile
- Employing capital wisely

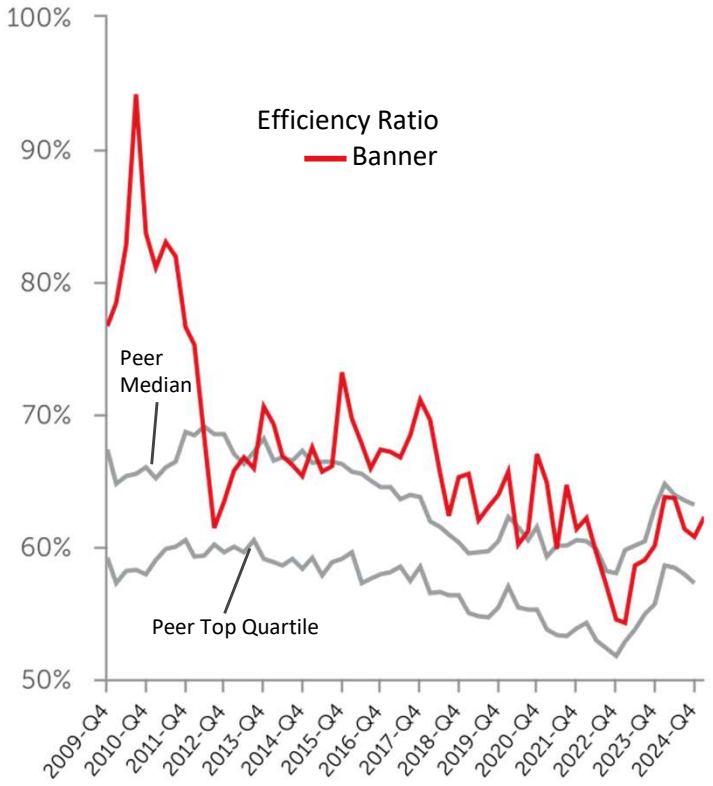
Spending carefully

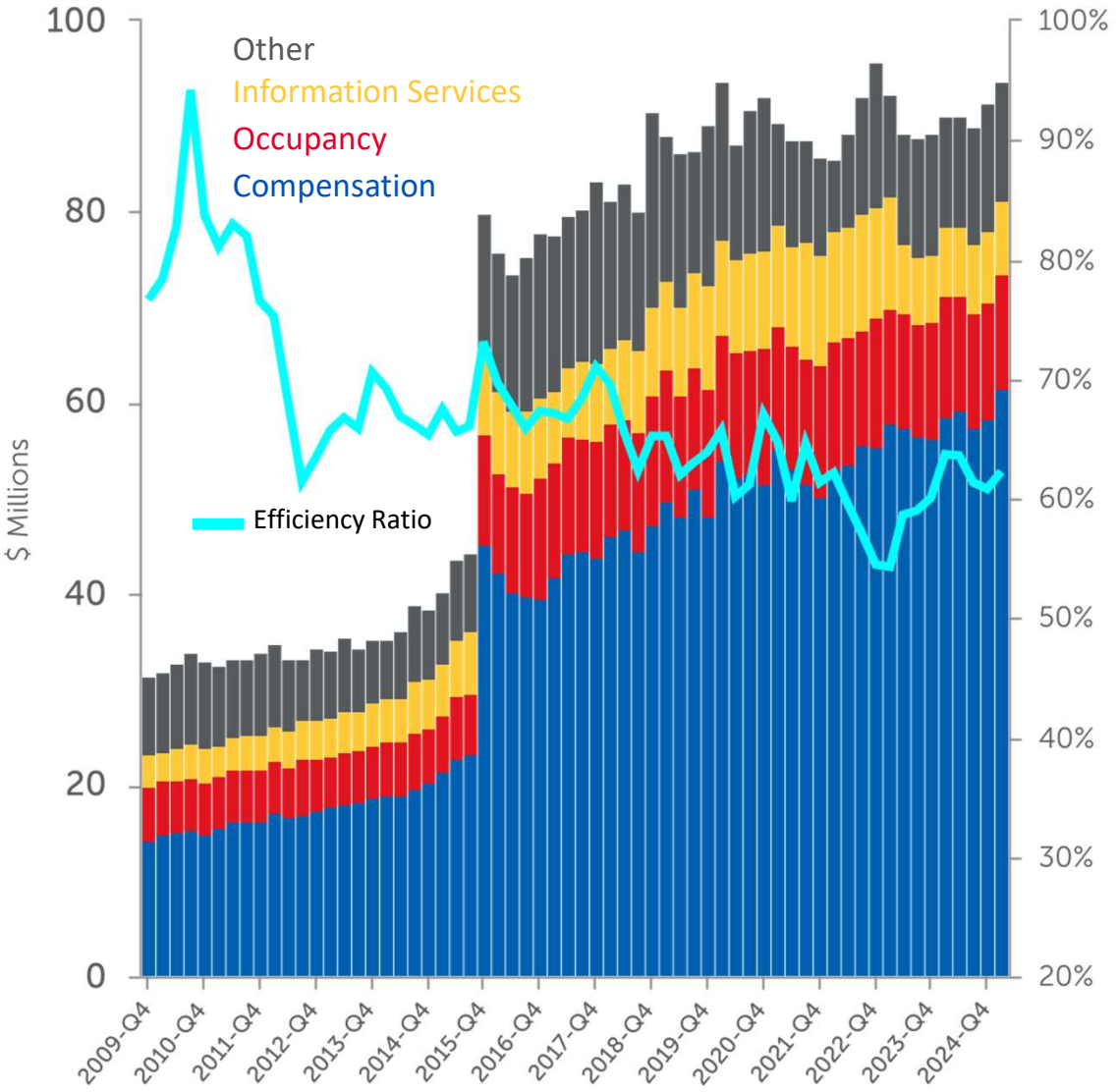
- Benefit from scale
- Control core operating expense

Spending carefully

Control core operating expense

Quarter Ending	Quarter	Last 12 Months
	Amount	Amount
03/31/25	$99M	$387M
12/31/09	$31M	$132M





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Building value at Banner

Core banking competency

- Growing revenue
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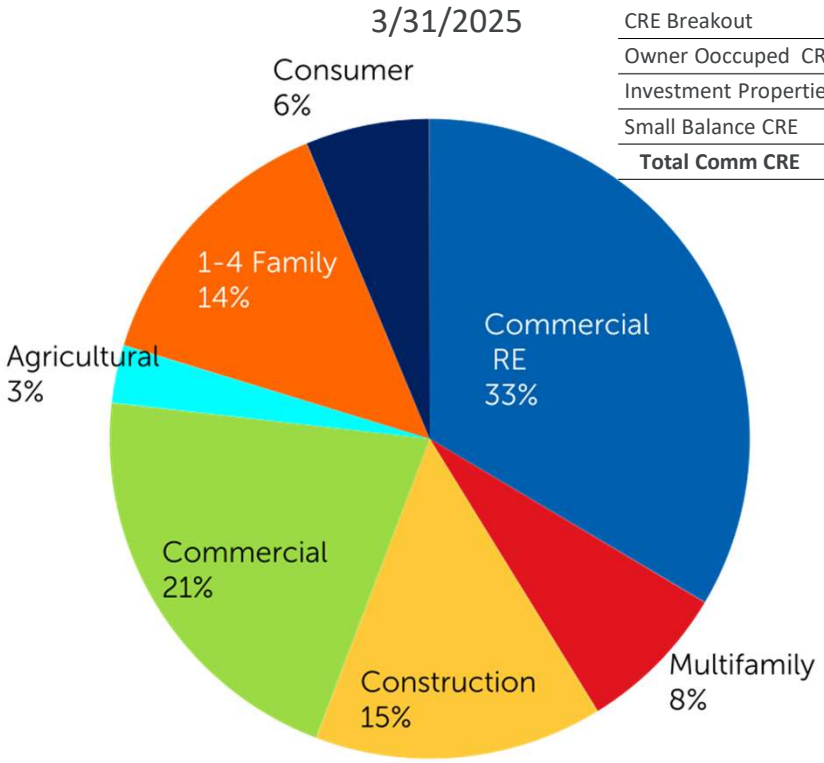
- Employing capital wisely

Maintaining a moderate risk profile

- Embrace effective enterprise risk management
- Minimize nonperforming assets
- Maintain appropriate loan loss reserve
- Maintain appropriate risk capital

Diversified loan portfolio

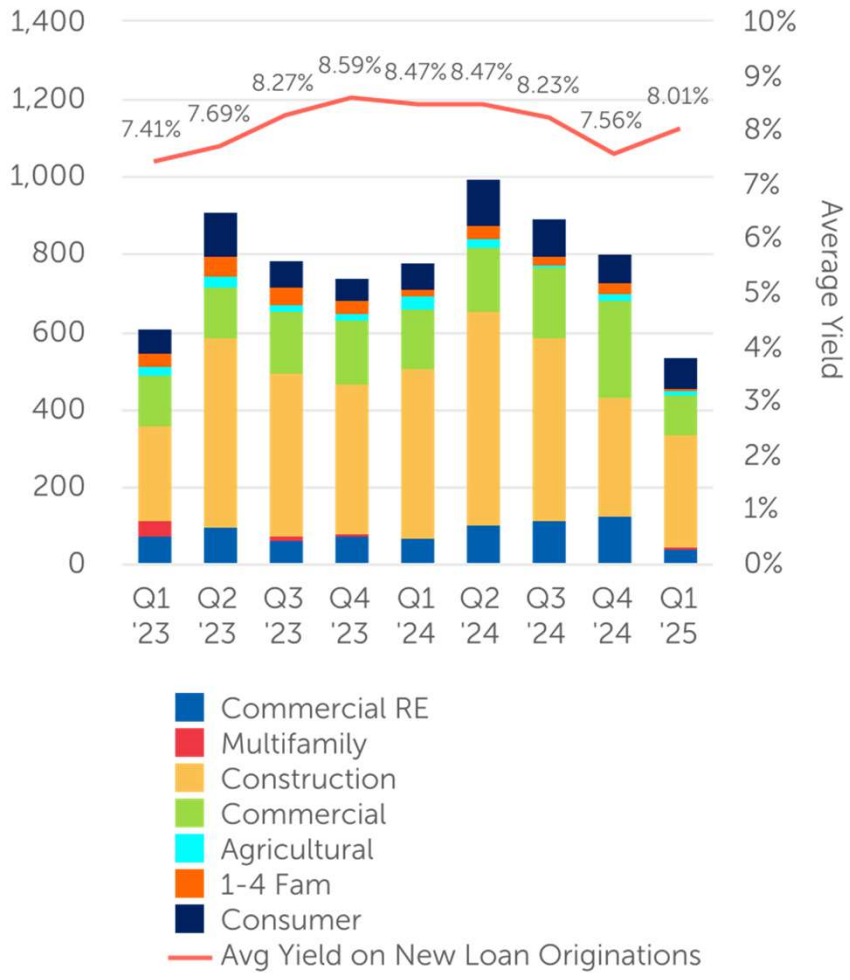
Loan Composition



CRE Breakout	$MM	%
Owner Ooccuped CRE	1,021	9 %
Investment Properties	1,598	14 %
Small Balance CRE	1,217	10 %
Total Comm CRE	**3,837**	**33 %**

Construction Breakout	$MM	%
Commercial	146	1 %
Multifamily	619	6 %
1-4 Family	504	5 %
Land	396	3 %
Total Construction	**1,666**	**15 %**

Loan Originations (commitments, $MM)



Characteristics of highlighted loan segments

Office [1]	
Balances ($MM)	$613.8
Percent of Total Loans	5.4%
Total Investor Office	$267.4
Total Owner Occupied	$346.5
Average Loan Size	$0.8
Largest Loan Size	$18.6
30 + days Past Due	$0.1
Adversely Classified	$6.3

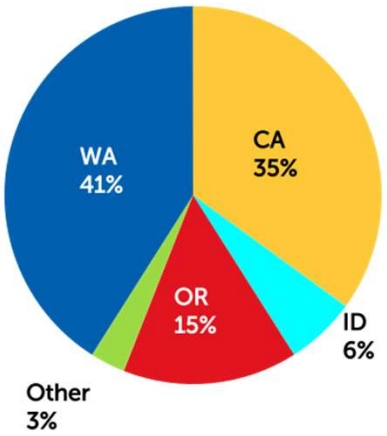
Retail [2]	
Balances ($MM)	$1,398.1
Percent of Total Loans	12.3%
Balance of Retail Loans Secured by CRE *	$1,291.3
Average Loan Size	$0.6
Average CRE Secured Loan Size	$0.8
Largest Loan Size	$21.7
30 + days Past Due	$5.2
Adversely Classified	$18.3

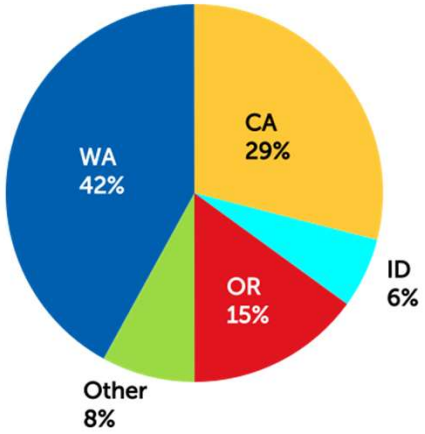
* No mall exposure

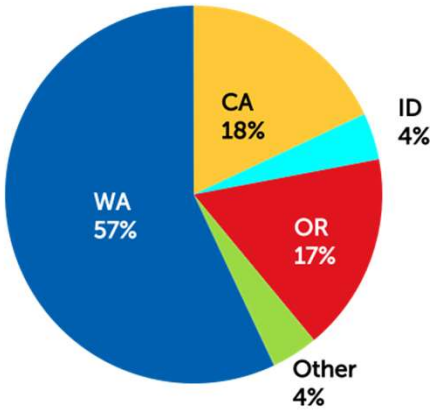
Healthcare [3]	
Balances ($MM)	$411.9
Percent of Total Loans	3.6%
Balance Secured by Medical Office *	$159.3
Medical Office as a % of Total Loans	1.4%
Average Loan Size	$0.5
Average Medical Office Size	$0.7
Largest Loan Size	$16.0
30 + days Past Due	$0.2
Adversely Classified	$24.4

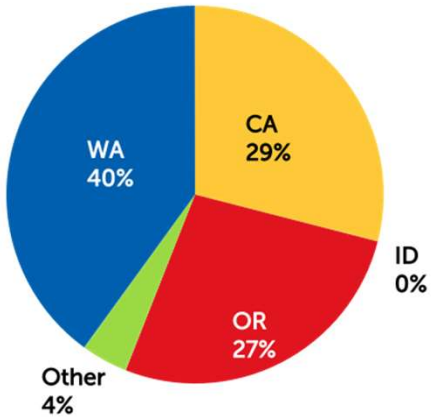
* No hospital exposure

Multifamily	
Balances ($MM)	$877.7
Percent of Total Loans	7.7%
Total Affordable Housing	$384.2
Total Market Rent/Middle Income	$493.5
Average Loan Size	$1.7
Largest Loan Size	$30.0
30 + days Past Due	$0.0
Adversely Classified	$2.1









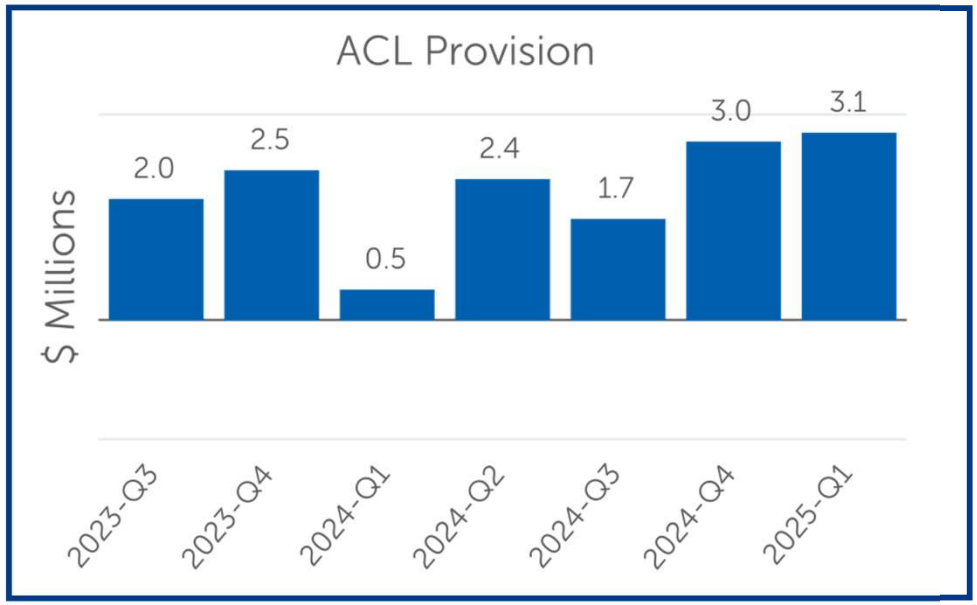
[1] By collateral code
[2] Retail business loans, both commercial and commercial real estate secured loans
[3] All healthcare and social services, including both commercial and commercial real estate secured loans

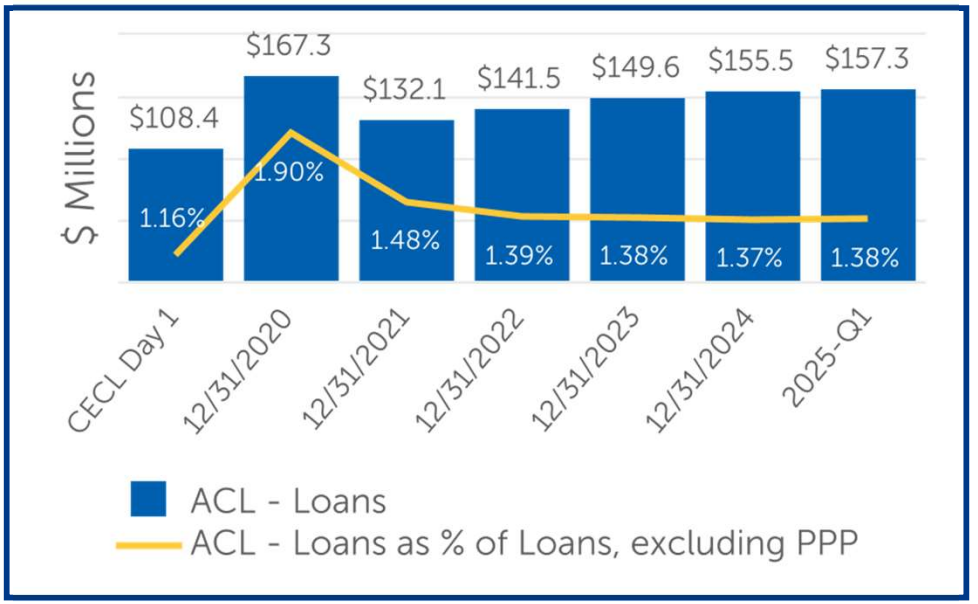
Characteristics of highlighted loan segments

Origination Year						
Portfolio Segment	Balance	% Owner Occupied	2025	2024	2023	2022 and earlier
Office	$613.8	56%	$8.8	$27.6	$39.8	$537.6
Retail (CRE Secured)	$1,291.3	53%	$13.6	$228.7	$140.0	$909.0
Medical Office	$159.3	52%	$1.2	$14.7	$8.0	$135.5
Multifamily	$877.7	0%	$10.4	$34.4	$64.3	$768.6

Scheduled Maturity or Next Reprice Date (excludes variable rate loans)						
Portfolio Segment	Balance	< 12 months	1 - 2 years	2 - 3 years	3 - 5 years	> 5 years
Office	$613.8	$72.3	$111.2	$61.8	$178.6	$128.4
Retail (CRE Secured)	$1,291.3	$108.0	$175.8	$150.5	$419.8	$192.8
Medical Office	$159.3	$18.3	$26.5	$16.5	$38.9	$30.8
Multifamily	$877.7	$124.1	$161.7	$62.0	$69.2	$383.1

Allowance for credit losses



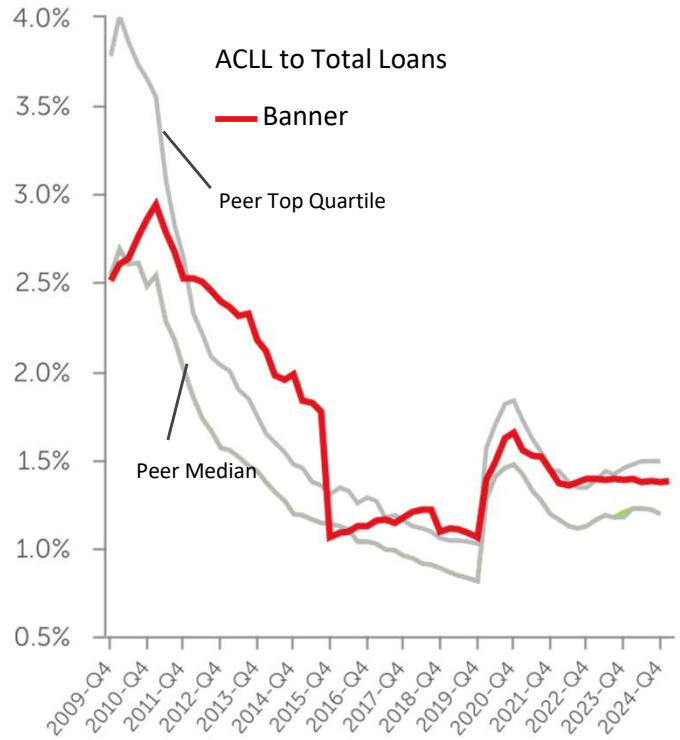


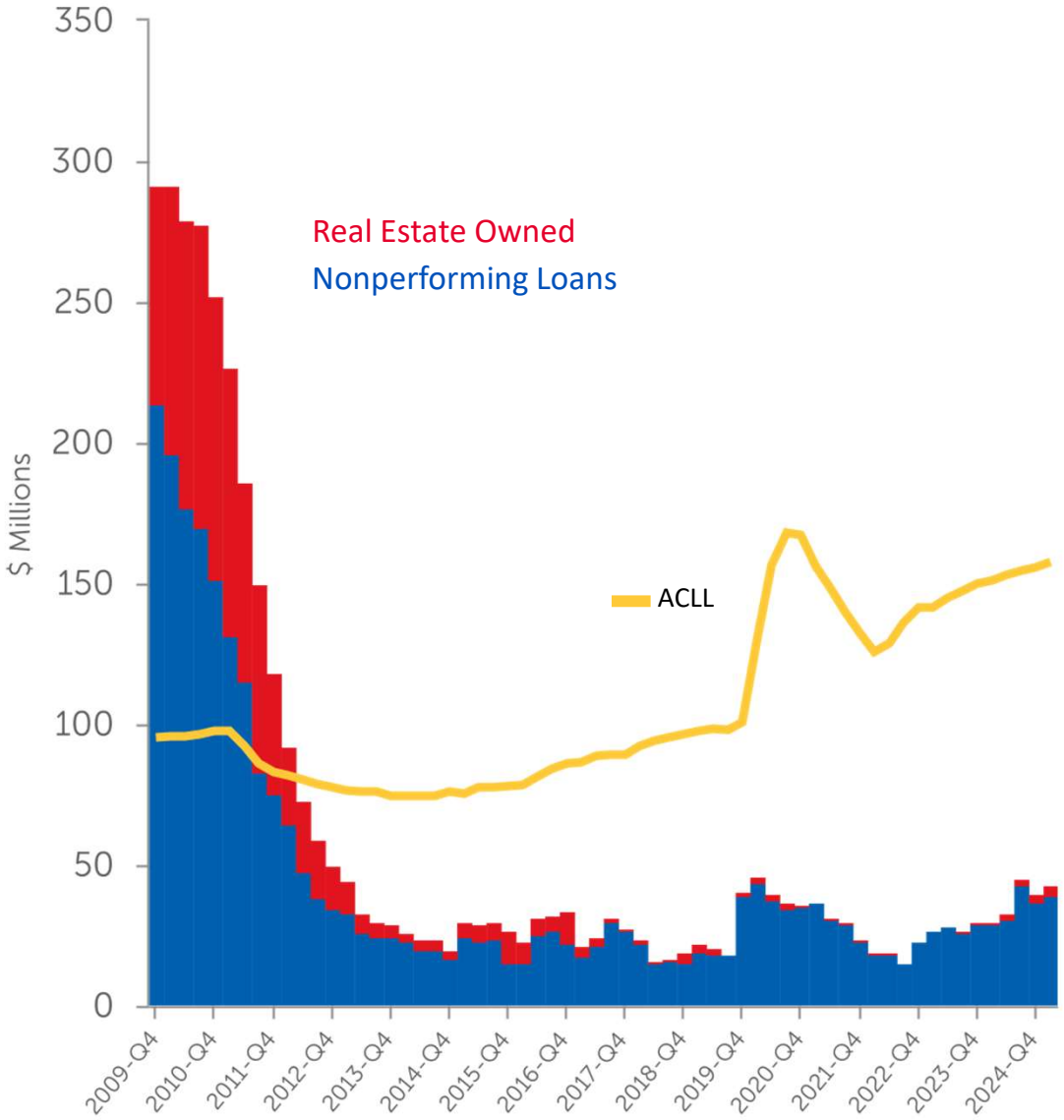
Allocation of Allowance for Credit Losses-Loans				
	Allowance ($000)	% Coverage	Non Performing ($000)	% Coverage NPLs
Commercial RE	40,076	1.04%	2,182	1,837%
Multifamily	10,109	1.15%	0	0%
Construction	32,042	1.92%	4,359	735%
1-4 Family	20,752	1.30%	10,457	198%
Commercial	38,665	1.61%	6,631	583%
Agricultural	5,641	1.68%	10,301	55%
Consumer	10,038	1.40%	5,029	200%
Total	157,323	1.38%	38,959	404%

Maintaining a moderate risk profile

Minimize nonperforming assets

Quarter Ending	NPAs		REO	
	Amount	% of TA	Amount	% of TA
03/31/25	$43M	0.26%	$3M	0.02%
12/31/09	$292M	6.11%	$78M	2.01%





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Building value at Banner

Core banking competency

- Growing revenue
- Protecting net interest margin
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- Maintaining a moderate risk profile
- Employing capital wisely

Employing capital wisely

- Maintain premium to tangible book value
- Pay appropriate dividends
- Prepare for future opportunities

Reconciliation of non-GAAP measures

$ Thousands	Quarters Ended		
PRE-TAX PRE-PROVISION EARNINGS	**Mar 31, 2025**	**Dec 31, 2024**	**Mar 31, 2024**
Income before provision for income taxes (GAAP)	$ 55,793	$ 58,093	$ 46,389
Provision for credit losses	3,139	3,000	520
Pretax pre provision earnings (non-GAAP)	58,932	61,093	46,909
Exclude net loss/(gain) on sale of securities	—	(275)	4,903
Exclude net change in valuation of financial instruments carried at fair value	(315)	(161)	992
Adjusted pretax pre provision earnings (non-GAAP)	$ 58,617	$ 60,657	$ 52,804

Building value at Banner

Building value for …

Shareholders by delivering top quartile financial performance
Clients by delivering super community bank service and products
Employees by offering opportunity and reward
Communities by providing capital and staying involved