

IBERIABANK CORP
Form 425
May 14, 2012

Filed by IBERIABANK Corporation

Pursuant to Rule 425 under the

Securities Act of 1933, as amended

Subject Company: Florida Gulf Bancorp, Inc.

Commission File No: 000-25756

Gulf South Banking Conference
May 2012
Gulf South Banking Conference
May 2012

2

Safe Harbor Language

Safe Harbor Language

In connection with the proposed acquisition of Florida Gulf Bancorp, Inc., IBERIABANK

Corporation

will

file

a

Registration

Statement

on

Form

S-4

that

will

contain

a

proxy

statement/prospectus.

INVESTORS

ARE

URGED

TO

CAREFULLY

READ

THE

PROXY

STATEMENT/PROSPECTUS REGARDING THE PROPOSED TRANSACTION WHEN IT BECOMES

AVAILABLE, BECAUSE IT WILL CONTAIN IMPORTANT INFORMATION. Investors may obtain a free

copy

of

the

proxy

statement/prospectus

(when

it

is

available)

and

other

documents

containing

information about IBERIABANK Corporation and Florida Gulf Bancorp, Inc., without charge, at the SEC's web site at <http://www.sec.gov>. Copies of the proxy statement/prospectus and the SEC filings that will be incorporated by reference in the proxy statement/prospectus may also be obtained for free from

the

IBERIABANK

Corporation

website,

www.iberiabank.com,

under

the

heading

Investor

Information .

Statements contained in this presentation which are not historical facts and which pertain to future operating results of IBERIABANK Corporation and its subsidiaries constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve significant risks and uncertainties. Actual results may differ materially from the results discussed in these forward-looking statements. Factors that might cause such a difference include, but are not limited to, those discussed in the Company's periodic filings with the SEC.

This communication is not a solicitation of any vote or approval, is not an offer to purchase shares of Florida Gulf Bancorp, Inc. common stock, nor is it an offer to sell shares of IBERIABANK Corporation common stock which may be issued in the proposed merger. Any issuance of IBERIABANK Corporation common stock in the proposed merger would have to be registered under the Securities Act of 1933, as amended, and such IBERIABANK Corporation common stock would be offered only by means of a prospectus complying with the Act.

3
Company
Company
Overview
Overview

4

Headquartered In Lafayette, Louisiana

Since 1887 Oldest And Largest LA-Based Bank

Approximately \$12 Billion in Assets

Market Cap of Approximately \$1.5 Billion

Relatively Strong Asset Quality Measures

Conservative and We Don't Cut Corners

Minimize Loan Concentrations

Core Funded

Slightly Asset Sensitive From An Interest Rate Risk Position

Large Fee-Based Businesses

Completed Five FDIC-Assisted Transactions

Completed Two Live-Bank Deals; 1 Live-Bank Deal
Pending

Operations in 12 States

IBKC Overview

IBKC Overview

Summary

Recent Conversions

Capital Activities

New Initiatives

ANB (Bentonville, AR) - 2Q09

Pulaski Bank & Trust Becomes

IBERIABANK fsb - 2Q09

Issued \$7 Million in Trust

Preferred - 1Q08

Added Teams in Mobile, New

Orleans and Houston - 1Q09

CapitalSouth Bank

(Birmingham, AL) - 3Q09

Converted Systems For

CapitalSouth Bank - 4Q09

Issued \$90 Million in TARP

Preferred Stock - 4Q08

Added Team In Birmingham -

3Q09

Orion Bank

(Naples, FL) - 4Q09

Converted Systems For Orion

Bank - 2Q10

Issued \$110 Million in Common

Stock - 4Q08

Launched IBERIA Capital

Partners - 4Q10

Century Bank

(Sarasota, FL) - 4Q09

Converted Systems For

Century Bank - 2Q10

First in the U.S. To Pay Back

TARP Preferred Stock - 1Q09

Launched IBERIA Wealth

Advisors - 4Q10

Sterling Bank

(Lantana, FL) - 3Q10

Converted Systems For

Sterling Bank - 3Q10

Second in the U.S. To Buy Back

TARP Warrants - 2Q09

OMNI BANCSHARES, Inc.

(Metairie, LA) - 1Q11

Merged And Converted

IBERIABANK fsb - 1Q11

Issued \$165 Million in Common

Stock - 3Q09

Florida Trust Company

(Naples/Ft. Lauderdale, FL) - 1Q11

Converted Systems For OMNI

Bancshares - 2Q11

Issued \$329 Million in Common
Stock - 1Q10

Cameron Bancshares, Inc.
(Lake Charles, LA) - 1Q11

Converted Systems for
Cameron Bancshares - 3Q11
Completed Share Repurchase
Program for 3% of outstanding
shares - 3Q11

Florida Gulf Bancorp, Inc.
(Fort Myers, FL) - 1Q12
Announced Share Repurchase
Program for 3% of outstanding
shares - 4Q11

Business

Type

Number of

Locations

2011 Revenues

(\$ MMs)

Number of

FTEs

IBERIABANK, incl Subs and Holding Co.

Commercial Banking

175

391

2,003

IBERIABANK Mortgage Company

Mortgage Lending

59

48

309

Lenders Title Company

Title Insurance

24

18

179

IBERIA Wealth Advisors

Wealth Advisory

IBERIA Capital Partners

Capital Markets

7

13

100

IBERIA Financial Services

Brokerage

IBERIABANK Corporation

265

470

2,591

Activities

IBKC Overview

IBKC Overview

Indicates
cities
in
which
our
11
members
of
Executive
Management

have

resided/worked

Indicates cities in which our members of Senior Management (Market Presidents, Executive Vice Presidents, etc.) have resided/worked.

Albuquerque, NM

Annapolis, MD

Boston, MA

Buffalo, NY

Charlottetown,

PE, Canada

Chennai, India

Cleveland, OH

Columbus, OH

Detroit, MI

Flint, MI

Hartford, CT

Experience in Additional Cities:

Indianapolis, IN

Las Vegas, NV

Mansfield, PA

Morris Plains, NJ

New York, NJ

Pittsburgh, PA

Phoenix, AZ

San Diego, CA

Scottsdale, AZ

Wilmington, DE

IBKC Overview

IBKC Overview

Where We Lived & Worked

Broad Experience Throughout

Broad Experience Throughout

Southeastern U.S.

Southeastern U.S.

6

Resides in Greensboro, GA

James B. Gburek, EVP

Chief Risk Officer

Resides in New Orleans, LA

Michael J. Brown, VC

Chief Operating Officer

Jefferson G. Parker, VC

Manager of Brokerage, Trust,
and Wealth and Management

Anthony J. Restel, SEVP

Chief Financial Officer

Robert B. Worley, EVP

General Counsel

Daryl G. Byrd

President and CEO

Beth A. Ardoin, EVP

Director of Communications

George J. Becker III, EVP

Director of Corporate Operations

Barry F. Berthelot, EVP

Director of Organizational Development

Resides in Lafayette, LA

Resides in Greensboro, NC

Gregg Strader, EVP

Chief Credit Officer

Resides in Raleigh, NC

John R. Davis, SEVP

Director of Financial Strategy and Mortgage

Resides in Annapolis, MD

Robert M. Kottler, EVP

Director of Retail and Small Business

Resides in Gastonia, NC

H. Spurgeon Mackie, EVP

Executive Credit Officer

Deposit Market Share as of June 30, 2011

Florida branch and deposit information reflects pro forma Florida Gulf Bank acquisition

Source: SNL Financial

Map Reflects Locations as of April 15, 2012

7

IBKC Overview

IBKC Overview

Locations

Locations 274

(Bank Branches 175)

Total Assets
\$ 11.8 Billion

Total Deposits \$ 9.5 Billion
Total Loans \$ 7.5 Billion
Market Capitalization \$ 1.5 Billion

Texas
4 Bank locations
3
Non-bank locations
7 Total locations
\$185 million deposits
#227 Rank

Louisiana
79 Bank locations
30
Non-bank locations
109 Total Locations
\$5.1 billion deposits
#5 Deposit Rank

Alabama
13 Bank Locations
6
Non-bank locations
19 Total locations
\$500 million deposits
#20 Rank

Florida
50 Bank locations
12
Non-bank locations
62 Total locations
\$2.5 billion deposits
#22 Rank

Arkansas
34 Bank locations
30
Non-bank locations
64 Total locations
\$1.0 billion deposits
#12 Rank

Tennessee
3 Bank locations
1
Non-bank locations
4 Total locations
\$155 million deposits
#113 Rank

8

IBKC Overview

IBKC Overview

Unemployment Rate by MSA

Consistently Low

Rates Of

Unemployment

In Our Legacy

MSAs

Many Of Our

Legacy Markets

Not Dependent
On Housing For
Growth

Assets In FDIC-
Assisted
Acquisition
Markets Are
Protected Under
Loss-Share
Agreements

* Markets entered via FDIC-
assisted acquisitions

0.0%

2.0%

4.0%

6.0%

8.0%

10.0%

12.0%

9.4%

11.9%

11.8%

9.7%

9.1%

11.1%

11.5%

7.6%

8.5%

8.3%

7.4%

7.2%

7.0%

6.8%

6.5%

6.8%

6.7%

5.6%

6.1%

7.2%

8.3%

March 2012

December 2010

12.6%

5.0%

Lafayette, LA

NW Arkansas

* Huntsville, AL

* Birmingham, AL

Lake Charles, LA

Little Rock, AR
Shreveport, LA
Alexandria, LA
New Orleans, LA
Baton Rouge, LA
Jonesboro, AR
Houston, TX
* Montgomery, AL
Monroe, LA
* Naples, FL
* Jacksonville, FL
US Average
* Mobile, AL
* Miami, FL
* Bradenton, FL
Memphis, TN
* Cape Coral, FL
Houma, LA
Unemployment Rate

9
IBKC Overview
IBKC Overview
Housing Market Trends

Impact Varies By
State And Market

Strength
TX & LA

Weakness: FL, GA &
VA

Very Limited

Rebound

Florida -
Decline

Georgia -
Decline

Virginia
Flatten

Large Embedded
Losses Remain In

Banks
Balance
Sheets

Source:

Local
Market
Monitor

4Q2011

14%

1%

2%

3%

42%

19%

12%

2%

9%

9%

7%

16%

9%

60%

50%

40%

30%

20%

10%

0%

10%

20%

Southeastern States

Alabama

Arkansas

Florida

Georgia

Louisiana

Mississippi

North Carolina

South Carolina

Tennessee

Texas

Virginia

Actual

Forecast

Florida

Georgia

Virginia

Louisiana

Texas

S.C.

39%

4%

1%

-

-

-

-

-

-

-

-

-

-

-

-

-

-

11
Solid Organic Loan Growth
Loans
Loans

\$164 Million
Organic Loan
Growth In
YTD 2012

Counter To
Industry
Trends

0%
10%
20%
30%
40%

50%
60%
70%
80%
Organic Loan Growth
December 2006 -
March 2012
IBKC
data
based
on
organic
growth
-
excluding
one-time
impact
of
acquisitions
IBERIABANK Corporation
U.S. Commercial Banks

12
Growth In Organic And Covered Loans
Loans
Loans

Organic Loan
Growth of \$1.3
Billion or 31%
Since December
2009 (14%
Annualized)

FDIC Covered
Loan Portfolio
Declined \$409
Million or -25%
Since December
2009 (-11%
Annualized)

\$ in millions

-\$150

-\$100

-\$50

\$0

\$50

\$100

\$150

\$200

\$250

\$300

Mar-10

Jun-10

Sep

-10

Dec

-10

Mar-11

Jun-11

Sep

-11

Dec

-11

Mar-12

\$64

\$58

\$43

\$173

\$149

\$257

\$109

\$262

\$164

Organic Loan Growth

Covered Loan Portfolio

13

\$7.5 Billion Loan
Portfolio

Acquired \$3.2 Billion
Of Gross Loans In
FDIC-Assisted
Acquisitions Covered
Under Loss Share
Agreements

Includes \$824 Million
Of Fair Value Loans
Acquired at Cameron
and OMNI

1Q12 Net Loan Yield
of 4.87%

Note: Loans Net of Purchase Discounts at March 31, 2012

Loan Portfolio Summary

Loans

Loans

14
Commercial Commitments Trend
Loans
Loans

Unfunded And
Unused
Commitments
Nearly Doubled
Over The Last 15
Months

Strength In
Houston, New
Orleans, Baton
Rouge And
Birmingham

Funding A
Significant
Portion Of These
Commitments
Would Expand
Our Balance
Sheet
\$863
\$952
\$747
\$990
\$1,683
\$1,819
\$-
\$200
\$400
\$600
\$800
\$1,000
\$1,200
\$1,400
\$1,600
\$1,800
\$2,000
Standby Letters of Credit
Unfunded Loan Commitments
Unused Commercial Lines
12/31/07
12/31/08
12/31/09
12/31/10
12/31/11
3/31/12

15
Deposits
Deposits
Growth In Organic Deposits

Organic Core
Deposit Growth Of
\$1.2 Billion Or
23% Since
December 2010
(19% Annualized)

Organic Non-
Interest Bearing
Deposit Growth of
\$435 Million or
50% Since

December 2010
(40% Annualized)

Cost of Core
Deposits Has
Fallen 34 bps To
0.47% Since
December 2010
Excludes acquired deposits
\$ in millions

16
Deposit Summary
Deposits
Deposits

Balanced And
Diverse
Deposit
Portfolio

Average Cost Of
Interest Bearing
Deposits Was

0.72% In 1Q12

Note: Deposits Net of Purchase Discounts at March 31 ,2012

Total Cost Of
Deposits Was
0.60% In 1Q12

Non-Interest
Bearing

17.0%

NOW

20.8%

Money Market

33.3%

Savings

3.7%

CD

25.2%

Louisiana

54.3%

Alabama

6.2%

Florida

24.1%

Arkansas

10.5%

Tennessee

1.5%

Texas

3.4%

17
Asset
Asset
Quality
Quality

18
Asset Quality
Asset Quality
U.S. Nonperforming Assets

Banks Invested In Real
Estate At The Top Of
The Cycle

Industry NPA Ratios
Improved; A Long Way
To Recovery

Historically, Typically
Takes Many Years To
Recover From Peak In
NPAs

Recovery Tied To:

Borrower Health

Property Values

Sustained Low

Interest Rates

U.S Bank Holding Companies

0.00%

2.00%

4.00%

6.00%

8.00%

10.00%

12.00%

14.00%

16.00%

12/31/11

NPAs/Total

Assets

-

US

BHCs

Top 10%

Median = 2.76%

Average = 4.07%

Our NPA Ratio: 0.83%

19
Peer Comparison Trends
Asset Quality
Asset Quality

\$812 Million in
NPAs, But \$729
Million Covered
Under FDIC Loss

Share Or Acquired
Impaired Assets

Legacy TDRs
Total Only \$27
Million

* Excludes FDIC Covered Assets

17% Of Loans
Are FDIC
Covered Assets

20
Asset Quality
Asset Quality
Classified Assets

Classified Assets
Are
Loans That Exhibit Stress
And Warrant Close
Watching

Classified Assets were
\$206 million at December
31, 2011 and \$194 million
at March 31, 2012

Our Classified Assets As A
Percentage Of Total Assets
Are Very Low, Particularly
Compared To Our Local
Peers

Note: Excludes FDIC Covered Assets.
Source: SNL, Company Filings for 2011
IBKC Data as
of
March
31
,2012
-

Excludes
covered
loans
related
to
FDIC-
Assisted Acquisitions

0%
1%
2%
3%
4%
5%
6%
7%
8%
9%
10%

STBZ
SBSI
HBOS
OZRK
IBERIABANK
SFNC
MSL
TSH
RNST
HOMB
TRMK
FFCH
HBHC
FBMS

CSFL
ECBE
SCBT
FMFC
BNCN
BXS
PFBX
CCBG
Classified
Assets-to-Total
Assets
At March 31, 2012

Financials

22

Financials

Financials

First Quarter 2012 vs. Fourth Quarter 2011

Revenues Up 1%

Expenses Up Less Than 1%

Margin Down 3 Bps.

EPS Up 11%

Stable Dividends

Assets Up Less Than 1%

Deposits Up 2%

Market Cap Up 9%

Book Value Per Share Up
Less Than 1%

Tangible Book Value Per
Share Up 1%

Share Price Up 8%

Strong Organic Growth:

Loans

Up

\$164

Million

(11%

Annualized)

Core

Deposits

Up

\$333

Million

(20%

Annualized)

Favorable Asset Quality Measures:

NPA/Assets

=

0.83%

(4Q11:

0.87%)

30+

Days

Past

Due

=

1.28%

(4Q11:

1.37%)

LLR/Loans

=

1.21%

(4Q11:

1.24%)

Net

COs/Avg.

Loans

=

0.09%

(4Q11:

0.31%)
Provision
=
\$3mm
(4Q11:
\$4mm)

Formidable Capital Position:

TCE
Ratio
=
9.64%
(4Q11:
9.52%)
Total
RB
Capital
=
16.10%
(4Q11:
16.20%)

23

Financials

Financials

Loan Yield Trends

Net Covered Loan Yield In 2Q12 Yield Is Expected To Be Approximately 5.05%

The Covered Portfolio Is Expected To Decline Approximately \$75 Million Based On Current FDIC Loss Share Accounting Assumptions And Estimates

4.78%

5.14%

4.87%

4.00%

4.20%

4.40%

4.60%

4.80%

5.00%

5.20%

5.40%

5.60%

5.80%

6.00%

Sep-10

Dec-10

Mar-11

Jun-11

Sep-11

Dec-11

Mar-12

Non Covered Loan Yield

Net Covered Loan Yield

Total Net Loan Yield

24

\$1.8 Billion In Aggregate Time Deposits Repricing Over The
Next 12 Months At A Weighted Average Rate Of 1.16%

Financials

Financials

Repricing Schedule

2Q12

3Q12

4Q12

1Q13

2Q13

Cash Equivalents

450.7

\$

-
\$
-
\$
-
\$
-
\$
0.61%
0.00%
0.00%
0.00%
0.00%
Investments
176.5
\$
142.2
\$
97.6
\$
84.6
\$
90.5
\$
3.15%
3.24%
3.23%
3.29%
3.17%
Loans
3,633.8
\$
354.1
\$
289.3
\$
293.8
\$
283.6
\$
3.94%
5.43%
5.50%
5.41%
4.82%
Time Deposits
653.5
\$
527.4
\$

355.5

\$

250.3

\$

84.3

\$

1.19%

1.27%

1.00%

1.04%

1.01%

Borrowed Funds

407.8

\$

1.5

\$

5.8

\$

7.1

\$

37.7

\$

1.22%

4.00%

2.23%

3.28%

3.44%

Source: Bancware March 31, 2012

25

Financials

Financials

Interest Rate Risk

IRR Simulation Results

Source: Bancware March 31, 2012

Source: Bloomberg

-2.00%

-1.00%

0.00%

1.00%

2.00%

3.00%

4.00%

5.00%

6.00%

7.00%
8.00%
-200 bps
-100 bps
Base
Case
+100
bps
+200
bps
Forward
Curve
Change in Net Interest Income
Change in Economic Value of Equity
Interest Rate Trends
2
Year Treasury
5-Year Treasury
10
Year Treasury
30
Year Treasury
Fed Funds
-
-
-
1.04%
2.21%
2.89%
0.13%
0.00%
2.00%
4.00%
6.00%
8.00%
10.00%
12.00%
14.00%
16.00%
18.00%
20.00%
0.33%
Quarters

26

Financials

Financials

Service Charges As A Percentage Of Revenues

0.0%

2.0%

4.0%

6.0%

8.0%

10.0%

12.0%

14.0%

16.0%

18.0%

PBIB

IBKC
CSFL
SBCF
HOMB
UCBI
OZRK
PFBX
HBHC
FSGI
RNST
TRMK
BXS
SFNC
FMFC
SBSI
CCBG
MSL
IBKC = 5%

Less Reliance On
Service Charge
Income And
Consumer Fees
Than Peers

Source: SNLData as of most recent quarter

Non-Interest Income Excludes Gains on Acquisitions and Investment Sales

27
Financials
Financials
Quarterly Trend In Revenues
IBERIA Capital Partners And IBERIA Wealth Advisors

Steady
Progress In
Revenue
Growth
Since
Launch In
4Q10

ICP/IWA
Revenues Of
\$1.9 Million

(+25% Vs.

4Q11)

\$0.0

\$0.2

\$0.4

\$0.8

\$1.0

\$1.2

\$1.4

\$1.6

\$1.8

\$2.0

1Q11

2Q11

3Q11

4Q11

1Q12

\$0.6

28

Financials

Financials

U.S. Tangible Efficiency Ratio

Our Strategic Goal Is

A Tangible Efficiency

Ratio Of Less Than

60%

Efficiency Gains Via:

Revenue

Improvements

Expense Discipline

Consolidation Within

The Banking Industry

May Improve Industry
Efficiency Over Time

Our Tangible
Efficiency Ratio:

65%

Median = 70%

Average = 83%

Tangible Efficiency
Ratio Less Than

60%

Source: SNL

4Q11

Tangible
Efficiency

Ratio

-

US

BHCs

0.00%

10.00%

20.00%

30.00%

40.00%

50.00%

60.00%

70.00%

80.00%

90.00%

100.00%

110.00%

120.00%

130.00%

140.00%

150.00%

160.00%

170.00%

180.00%

190.00%

200.00%

29
Acquisitions
Acquisitions

30
Acquisitions
Acquisitions
Forces Accelerating Consolidation
30

Environmental Issues

Credit

Interest Rate

Regulatory

Legislative

Real Estate Sector

Client Issues

Deleveraging

Core Client Base Aging

Technological Change

Competitive Issues

Shadow Banks

Government Backing

Government Life Support

Future Disintermediation

Fluid Capital/Returns

Company-Specific Issues

Asset Concentration

Broken Business Models

Limited Access To Capital

31

Total Assets of \$4.4 Billion

Total Deposits of \$3.5 Billion

Net Loans of \$1.9 Billion

Loans Bought at a \$515
Million Discount

Loans Have FDIC Loss
Share Protection

Pre-Tax Gain of \$243 Million

60 Offices in 10 MSAs in
Alabama, Arkansas & Florida

Average 121 Days To
Convert Systems

Total Assets of \$3.5 Billion

Total Deposits of \$2.7 Billion

Net Loans of \$2.1 Billion

Issued Common Equity of
\$507 Million

Goodwill of \$324 Million

84 Offices in 9 MSAs in LA,
AR & Memphis

Average of 43 Days to
Convert Systems

Acquisitions

Acquisitions

Completed Acquisitions Since 2003

Completed FDIC

Acquisitions

Completed Live Bank

Acquisitions

32

Source: SNL Financial Deposit Data as of June 2011

Announced March 19, 2012

Adds 8 branches in Fort Myers-Cape
Coral, Florida MSA

Attractive, established client base
complements our existing client base

Total Loans: \$262 million

Total Assets: \$350 million

Total Deposits: \$279 million

Total Equity: \$24 million common stock
plus \$4 million preferred stock

Total deal value of \$35 million for
common stock, \$4 million for preferred
stock outstanding, plus up to additional
\$4 million based on performance of
certain acquired loans over 3-year
period

Includes \$28 million, pre-tax credit mark
(11% of loans)

Price / Tangible Book: 1.41x

Adjusted Core Deposit Premium: 4.9%

Accretive to EPS

Slightly dilutive to TBVS

IRR in excess of cost of capital
Proposed Acquisition of
Proposed Acquisition of
Florida Gulf Bancorp, Inc.

IBERIABANK branches
Florida Gulf branches

Summary
Summary

34

Total Return Since August 2007

Summary

Summary

34

* August 2007 -

signifies the start of the financial crisis

Source: SNL Through April 16, 2012

Outperformed

During A Very

Tumultuous

Time Period

Driven By Our

Very Unique
Position And
Opportunities

-80%

-70%

-60%

-50%

-40%

-30%

-20%

-10%

0%

10%

20%

30%

SNL Southeast U.S. Bank

SNL U.S. Bank < \$250M

SNL Micro Cap U.S. Bank

SNL Mid Cap U.S. Bank

S&P Bank

SNL U.S. Bank > \$10B

KBW Bank

S&P Financials

SNL U.S. Bank < \$500M

SNL TARP Participants

SNL U.S. Bank

SNL Large Cap U.S. Bank

SNL Mid-Atlantic U.S. Bank

SNL U.S. Bank \$250M-\$500M

SNL U.S. Bank \$500M-\$1B

SNL All Financial Institutions

SNL U.S. Bank \$1B-\$5B

SNL Midwest U.S. Bank

NASDAQ Bank

SNL Small Cap U.S. Bank

SNL New England U.S. Bank

SNL U.S. Bank \$5B-\$10B

SNL Southwest U.S. Bank

NASDAQ Finl

NYSE

SNL Western U.S. Bank

S&P 500

Russell 3000

Russell 2000

S&P Small-Cap

S&P Mid-Cap

NASDAQ

+28%

IBERIABANK Corporation

35
Over The Past Four Years
Summary
Summary
35

Total Revenues Of \$1.8 Billion

Earned \$320 Million; \$15.79
EPS

Paid
\$125
Million

In
Dividends,
Or \$5.78 Per Share (39%
Payout)

Improved Asset Quality And
Capital Strength

Added:

+\$6.9 Billion Assets

+124 New Locations

+1,297 Associates

+\$18.17 In Tangible BVS

+\$1.0 Billion Market Cap.

At
The
End
Of
1Q12:

Total
Assets
Of
\$11.8
Billion

2,591
Associates

Operations

In
12
States
-75%
-25%
25%
75%
125%
175%

Loans
Deposits
Assets
Offices
FTE

BVS

TBVS

Stock Price

Market Cap

22%

46%

41%

33%

20%

-28%

-23%

-13%

13%

118%

172%

140%

87%

100%

30%

95%

14%

165%

IBERIABANK

Gulf South Peers

% Change Since 2007

36

Summary

Summary

IBERIABANK Corporation

Longevity And Experience

Economically Vibrant Legacy Markets

Diversified Markets And Revenues

Multiple Growth Engines (Organic And M&A)

Disciplined, Yet Opportunistic

Exceptional Asset Quality

Outsized FDIC Loss Share Protection

Tremendous Liquidity And Capital

Funded By Stable Core Deposits

Asset-Sensitive (Interest Rate Risk Position)

Unique Business Model

Favorable Risk/Return Trade-Off

36

Appendix
Appendix
Other
Other
38

39

Appendix

Appendix

MSA Home Price Trends

Source: Local Market Monitor 4Q2011

-60%

-50%

-40%

-30%

-20%

-10%

0%

10%

20%

Louisiana MSAs

Alexandria, LA
Baton Rouge, LA
Houma-Bayou
Cane-Thibodaux,
LA
Lafayette, LA
Lake Charles, LA
Monroe, LA
New
Orleans-Metairie-Kenner,
LA
Shreveport-Bossier
City,
LA
Forecast
Actual

Appendix
Appendix
MSA Home Price Trends

- 17%
- 2%
- 4%
- 13%
- 3%
- 60%
- 50%
- 40%
- 30%
- 20%
- 10%

0%

10%

20%

Fayetteville-Springdale-Rogers,

AR-MO

Little

Rock-North

Little

Rock-Conway,

AR

Jonesboro, AR

Actual

Forecast

Source: Local Market **Monitor**

4Q2011

40

Arkansas MSAs

Appendix

Appendix

MSA Home Price Trends

Source: Local Market Monitor 4Q2011

-34%

-44%

-51%

-47%

-54%

-39%

-46%

-48%

-70%

-60%

-50%

-40%

-30%

-20%

-10%

0%

10%

20%

Cape Coral-Fort Myers, FL

Jacksonville, FL

Miami-Miami

Beach-Kendall,

FL

(MSAD)

Naples-Marco

Island,

FL

North

Port-Bradenton-Sarasota-Venice,

FL

Actual

Forecast

41

Florida MSAs

42
Appendix
Appendix
MSA Home Price Trends
Source:
Local
Market
Monitor
4Q2011
-60%
-50%
-40%
-30%
-20%

-10%

0%

10%

20%

Other MSAs

Birmingham-Hoover, AL

Houston-Sugar

Land-Baytown,

TX

Huntsville, AL

Memphis,

TN-MS-AR

Mobile, AL

Montgomery, AL

Actual

Forecast

43
Appendix
Appendix
MSA Housing Price Declines
Last Year
Source: Freddie Mac, FMHPI data series for 4Q2011

44

Appendix

Appendix

Housing Price Decline Probability

Next 2 Years

Source: PMI Economic Real Estate Trends: 2Q11 data

0%

10%

20%

30%

40%

50%

60%

70%
80%
90%
100%
2Q11
1Q11
4Q10
2Q10
Shreveport, LA 17.6%
Jonesboro, AR 17.7%
Lafayette, LA 18.1%
Mobile, AL 39.4%
Baton Rouge, LA 40.9%
New Orleans, LA 45.9%
Memphis, TN 46.0%
Lake Charles, LA 47.8%
Little Rock, AR 23.7%
NW Arkansas, 25.0%
W. Palm Beach, FL 90.0%
Jacksonville, FL 92.6%
Tampa, FL 93.2%
Bradenton, FL 93.5%
Cape Coral, FL 96.0%
Naples, FL 96.8%
Monroe, LA 31.3%
Houston, TX 32.7%
Birmingham, AL 33.3%
Huntsville, AL 36.5%
Montgomery, AL 36.8%

45
Appendix
Appendix
Energy Price Trends

46
Appendix
Appendix
Low Risk Balance Sheet At March 31, 2012
Cash and
Equivalents,
5%
Investment
Securities, 17%
Mortgage
Loans Held
For Sale, 1%
Acquired
Loans -
Fair
Value, 0.3%
Loans -

FDIC
Covered, 11%
FDIC Loss
Share
Receivable, 5%
Loans -
Noncovered,
52%
Other Assets,
9%
39%
Of
Balance
Sheet
In
Very
Low
Risk
Components

47
Appendix
Appendix
FDIC Covered Loan Portfolio Roll Forward
(\$ in thousands)
Average
Income /
Expense
Average
Yield
Average
Income /
Expense
Average
Yield

Average
Income /
Expense
Average
Yield

Average
Income /
Expense
Average
Yield

Covered Loans

1,489,782

40,454

10.768%

1,421,784

28,201

7.819%

1,350,935

55,518

16.139%

1,293,160

52,019

15.968%

Mortgage Loans

243,303

4,487

7.378%

229,678

5,209

9.072%

218,922

4,799

8.768%

211,640

4,946

9.347%

Indirect Automobile

-

-

0.000%

-

-

0.000%

-

-

0.000%

-

-

0.000%

Credit Card

1,026

17

6.721%

972

16

6.693%

957

15

6.246%

901

14

6.199%

Consumer

189,022

(234)

-0.497%

172,391

3,780

8.698%

162,815

3,701

9.019%

155,406

3,895

10.080%

Line Of Credit-Consumer Loans

81,575

2,967

14.588%

80,650

2,372

11.669%

79,220

2,502

12.528%

75,164

2,927

15.663%

Commercial & Business Banking

975,301

33,217

13.477%

938,554

16,824

7.018%

889,481

44,502

19.581%

850,519

40,238

18.719%
 Loans in Process
 (445)
 -
 0.000%
 (460)
 -
 0.000%
 (461)
 -
 0.000%
 (469)
 -
 0.000%
 Overdrafts
 0
 -
 0.000%
 0
 -
 0.000%
 0
 -
 0.000%
 0
 -
 0.000%
 FDIC Loss Share Receivable
 666,159
 (18,315)
 -10.877%
 626,551
 (2,602)
 -1.625%
 592,985
 (29,255)
 -19.305%
 573,776
 (27,927)
 -19.255%
 Net Covered Loan Portfolio
 2,155,941
 22,139
 4.080%
 2,048,335
 25,599
 4.930%
 1,943,920
 26,263
 5.327%

1,866,937
24,092
5.142%
Average
Income /
Expense
Average
Yield
Average
Income /
Expense
Average
Yield
Average
Income /
Expense
Average
Yield
Average
Income /
Expense
Average
Yield
Covered Loans
1,489,782
40,454
10.768%
1,421,784
28,201
7.819%
1,350,935
55,518
16.139%
1,293,160
52,019
15.968%
240,511
5,196
8.536%
227,549
(1,827)
-3.080%
209,043
14,372
26.967%
198,491
6,203
12.416%
Orion Bank
794,202

29,013
 14.479%
 759,860
 24,875
 12.861%
 734,021
 29,565
 15.817%
 710,111
 34,820
 19.448%
 Century Bank
 323,681
 4,105
 5.072%
 303,773
 3,024
 3.979%
 281,888
 5,261
 7.387%
 264,864
 6,697
 10.080%
 Sterling Bank
 131,388
 2,140
 6.464%
 130,602
 2,130
 6.405%
 125,983
 6,319
 19.631%
 119,694
 4,299
 14.239%
 FDIC Loss Share Receivable
 666,159
 (18,315)
 -10.877%
 626,551
 (2,602)
 -1.625%
 592,985
 (29,255)
 -19.305%
 573,776
 (27,927)
 -19.255%

58,676
(4,456)
-30.041%
57,146
5,754
39.402%
56,241
(8,707)
-60.581%
49,433
(1,917)
-15.338%
Orion Bank
392,880
(13,256)
-13.348%
375,943
(11,021)
-11.472%
355,317
(16,430)
-18.095%
349,685
(21,626)
-24.466%
Century Bank
157,959
(756)
-1.894%
145,807
2,505
6.723%
137,868
(761)
-2.160%
136,205
(2,380)
-6.913%
Sterling Bank
56,644
152
1.065%
47,655
159
1.310%
43,559
(3,357)
-30.153%
38,453
(2,004)

-20.621%

Net Covered Loan Portfolio

2,155,941

22,139

4.080%

2,048,335

25,599

4.930%

1,943,920

26,263

5.327%

1,866,937

24,092

5.142%

299,187

740

0.954%

284,696

3,927

5.448%

265,284

5,665

8.406%

247,924

4,286

6.882%

Orion Bank

1,187,083

15,757

5.269%

1,135,803

13,853

4.807%

1,089,338

13,135

4.756%

1,059,796

13,194

4.952%

Century Bank

481,639

3,349

2.787%

449,580

5,529

4.869%

419,756

4,500

4.252%

401,069

4,317

4.309%

Sterling Bank

188,032

2,293

4.838%

178,257

2,290

5.043%

169,542

2,963

6.841%

158,148

2,294

5.763%

4Q2011

4Q2011

3Q2011

1Q2012

2Q2011

3Q2011

1Q2012

2Q2011

Capital South Bank

Capital South Bank

Capital South Bank

48

Appendix

Appendix

Industry Profitability Trends

Industry Profitability Has
Improved, But Structurally Well
Below Historical Levels

Highly Regulated Industry

Industry Actions Needed:

Favorable Asset Quality

Watch Interest Rate Risk

Offset Regulatory Costs

Improve Efficiency

Add Revenues

Improve L/T Earnings

Hit Investor Expectations

Consolidation Is Likely Required

To Achieve These Actions

Source: SNL

49
New Charters, Acquisitions & Failures
Appendix
Appendix
Source:
FDIC
And
OTS.

data
through
December
31,
2011

New Charters
Have Gone
Away

The Number
of Bank
Mergers Has
Declined

The Number
of Failures
Has
Increased .

But Remain
Well Below
The Last
Cycle
(1,200)
(1,000)
(800)
(600)
(400)
(200)

-

200

400

Failures & Others
Mergers
New Charters

50

Florida Gulf Bancorp, Inc. Distribution

Fort Myers -

College Pointe

Deposits: \$92 million

Fort Myers -

First Street

Deposits: \$65 million

Fort Myers -

Daniels Parkway

Deposits: \$27 million

Cape Coral -

Del Prado Blvd

Deposits: \$21 million

Fort Myers -Winkler Road

Deposits: \$30 million

Fort Myers -
Dani Drive
Deposits: \$20 million
Appendix
Appendix

51
Shareholder Return Over Last 10 Years
Appendix
Appendix
51

The Result Has Been
A Dramatic Reduction
In Bank Stock Prices

In Contrast, Our Share
Price Was Up 93%
Over The Last 10
Years

Many Banks Slashed
Or Eliminated
Dividends Over That
Period To Conserve
Capital

Our Dividends Per
Share Increased 136%
Over The Last 10
Years

IBKC = 149%

Source: SNL and Bloomberg

-100%

0%

100%

200%

300%

400%

500%

600%

10 Year Total Cumulative Return %

Publicly Traded BHCs in AL, AR, FL, GA, LA, MS, NC, SC, TN, TX

