

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](http://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

