

Financial Highlights

(Dollars in Thousands)	2012 Y	2013 Y	2014 Y	2015 Y	2016 Y	1Q17	2Q17	3Q17	4Q17	2017 Y	1Q18
Balance Sheet Highlights											
Total Assets	\$ 1,031,839	\$ 1,009,485	\$ 1,128,395	\$ 1,206,427	\$ 1,333,675	\$ 1,381,464	\$ 1,371,613	\$ 1,338,399	\$ 1,344,368	\$ 1,344,368	\$ 1,382,576
Asset Growth Rate (%)	45.09	-2.17	11.78	6.92	10.55	14.33	-2.85	-9.69	1.78	0.80	11.37
Total Loans & Leases (Incl HFS)	\$ 624,328	\$ 626,382	\$ 728,463	\$ 844,125	\$ 977,361	\$ 1,038,805	\$ 1,070,190	\$ 1,027,755	\$ 1,021,630	\$ 1,021,630	\$ 1,094,107
Loan Growth Rate (%)	45.08	0.33	16.30	15.88	15.78	25.15	12.09	-15.86	-2.38	4.53	28.38
Total Loans & Leases/Assets (%)	60.51	62.05	64.56	69.97	73.28	75.20	78.02	76.79	75.99	75.99	79.14
Total Deposits (Incl Dom & For)	\$ 919,912	\$ 879,165	\$ 981,057	\$ 1,038,460	\$ 1,151,675	\$ 1,180,701	\$ 1,133,845	\$ 1,105,020	\$ 1,133,974	\$ 1,133,974	\$ 1,142,564
Deposit Growth Rate (%)	48.08	-4.43	11.59	5.85	10.90	10.08	-15.87	-10.17	10.48	-1.54	3.03
Total Loans/ Deposits (%)	67.87	71.25	74.25	81.29	84.86	87.98	94.39	93.01	90.09	90.09	95.76
Full-time Employees (Actual)	97	126	158	164	170	167	169	168	175	175	182
Performance Measures											
Bank Net Income	\$ 9,397	\$ 6,409	\$ 4,992	\$ 7,559	\$ 9,580	\$ 441	\$ (3,217)	\$ 4,607	\$ 293	\$ 2,124	\$ 3,418
ROAA (%)	1.12	0.62	0.47	0.66	0.76	0.13	-0.92	1.35	0.09	0.16	1.01
ROAE (%)	10.61	6.52	4.98	7.12	8.46	1.51	-10.61	14.41	0.89	1.71	10.26
Total Interest Income/AA (%)	4.04	4.01	3.59	3.55	3.60	3.57	3.70	3.95	3.95	3.79	4.07
Total Interest Expense/AA (%)	0.79	0.64	0.55	0.50	0.55	0.61	0.67	0.78	0.78	0.71	0.86
Net Interest Income/ AA (%)	3.25	3.37	3.04	3.05	3.05	2.96	3.03	3.17	3.16	3.08	3.21
Noninterest Income/ AA (%)	0.16	0.17	0.68	0.77	0.87	0.64	0.75	0.98	0.86	0.81	0.91
Noninterest Expense/ AA (%)	2.25	2.46	2.66	2.71	2.56	2.45	2.31	2.40	2.53	2.42	2.75
Net Interest Margin (Non-FTE) (%)	3.32	3.45	3.19	3.18	3.17	3.07	3.14	3.29	3.28	3.19	3.31
Yield/ Cost Spread (%)	3.15	3.31	3.05	3.04	3.00	2.88	2.90	2.99	2.95	2.93	2.95
Oper Exp/ Oper Rev (%)	66.07	69.47	71.46	70.92	65.42	67.89	60.99	57.64	62.91	62.15	66.59
Capitalization											
Bank Equity Capital	\$ 100,478	\$ 96,191	\$ 102,651	\$ 108,586	\$ 116,310	\$ 117,335	\$ 125,196	\$ 130,620	\$ 132,908	\$ 132,908	\$ 133,636
Tier 1 Capital	\$ 88,957	\$ 91,710	\$ 96,512	\$ 105,749	\$ 115,011	\$ 115,501	\$ 122,691	\$ 127,542	\$ 128,496	\$ 128,496	\$ 131,897
Tier 1 Common Capital	\$ 72,457	\$ 75,210	\$ 80,012	\$ 90,272	\$ 99,130	\$ 99,311	\$ 106,483	\$ 111,334	\$ 112,165	\$ 112,165	\$ 115,397
Equity/ Assets (%)	9.74	9.53	9.10	9.00	8.72	8.49	9.13	9.76	9.89	9.89	9.67
Tang Equity/ Tang Assets (%)	9.71	9.50	8.58	8.52	8.29	8.08	8.71	9.34	9.47	9.47	9.26
Tang Common Equity/ Tang Assets (%)	8.11	7.87	7.11	7.14	7.05	6.88	7.50	8.10	8.23	8.23	8.06
Risk Based Capital Ratio (%)	12.86	12.19	11.55	11.43	10.67	10.32	10.52	11.33	11.40	11.40	11.09
Tier 1 Risk Based Ratio (%)	11.77	11.14	10.32	10.42	9.68	9.20	9.54	10.19	10.29	10.29	9.97
Tier 1 Common Risk-Based Ratio (%)	9.58	9.14	8.56	8.89	8.35	7.91	8.28	8.90	8.98	8.98	8.72
Leverage Ratio (%)	9.22	8.96	8.55	9.33	8.72	8.65	8.85	9.37	9.71	9.71	9.81
Common Dividends Declrd/ Net Inc (%)	0.00	0.00	0.00	0.00	15.66	0.00	0.00	0.00	0.00	0.00	0.00
Loan Composition (%)											
DOM: Constr & Land Dev/ Tot Loans	5.71	4.82	6.34	6.22	9.67	7.12	5.81	7.78	8.08	8.08	8.40
DOM: Tot 1-4 Fam Loans/ Tot Loans	11.79	9.77	12.78	15.36	14.23	13.03	12.18	11.86	12.55	12.55	11.51
DOM: Multifamily Loans/ Tot Loans	2.05	1.89	4.35	3.11	2.45	4.61	4.49	4.47	3.29	3.29	2.79
DOM: Farm Loans/ Tot Loans	0.07	0.06	0.04	0.03	1.03	0.94	0.90	0.74	0.74	0.74	0.68
DOM: CommRE(Nfarm/NRes)/ Tot Loans	26.32	27.17	25.78	26.62	27.44	29.19	34.67	33.60	35.04	35.04	35.86
Foreign RE Loans/ Tot Loans	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CON: Total RE Loans/ Tot Loans	45.95	43.71	49.29	51.34	54.84	54.90	58.05	58.45	59.70	59.70	59.25
CON: Total C&I Loans/ Tot Loans	44.81	49.85	45.80	41.86	38.84	40.51	38.00	38.39	36.53	36.53	37.32

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CON: Total Cons Loans/ Tot Loans	1.72	1.27	1.09	1.01	0.61	0.43	0.38	0.61	0.67	0.67	0.87
CON: Agricultural Prod/ Tot Loans	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CON:Other Loans/ Tot Loans	4.86	4.20	3.13	5.38	5.56	4.05	3.51	2.50	3.07	3.07	2.57
CON: Total Leases/ Tot Loans	2.81	1.18	0.90	0.58	0.25	0.18	0.12	0.08	0.06	0.06	0.05
CON: LESS: Uearn Inc/ Tot Loans	0.15	0.20	0.21	0.17	0.10	0.08	0.05	0.03	0.03	0.03	0.07
Deposit Composition (%)											
Nonint-Bear Deposits/ Deposits	11.18	15.42	16.04	18.35	19.17	20.85	21.52	23.85	27.85	27.85	23.91
Trans Accts/ Deposits	17.78	24.97	27.85	36.65	45.18	49.27	49.85	51.34	52.08	52.08	49.77
MMDAs+Savings/ Deposits	59.22	48.60	49.40	42.10	38.87	35.67	33.17	30.62	32.39	32.39	35.29
Retail Time Deposits/ Deposits	17.77	20.25	14.38	13.13	11.50	9.76	10.17	13.03	10.73	10.73	8.74
Jumbo Time Deposits/ Deposits	5.23	6.17	8.37	8.12	4.44	5.29	6.81	5.01	4.81	4.81	6.20
Foreign Deposits/ Deposits	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Asset Quality (%)											
Total Noncurrent Loans/ Loans	1.41	1.05	1.06	0.32	0.37	1.31	0.30	0.31	0.27	0.27	0.12
NPLs/ Loans	1.56	1.15	1.06	0.32	0.37	1.31	0.30	0.31	0.26	0.26	0.23
NPAs/ Assets	1.12	0.86	0.74	0.24	0.27	0.99	0.24	0.24	0.20	0.20	0.18
NPAs/ (Loans+OREO)	1.84	1.38	1.14	0.34	0.37	1.31	0.30	0.31	0.26	0.26	0.23
NPAs + 90 Days PD/ Assets	1.12	0.86	0.74	0.24	0.27	0.99	0.24	0.24	0.20	0.20	0.18
NPA+ Loans 90PD/ Tang Equity + LLR (%)	10.65	8.32	7.73	2.58	2.97	10.89	2.46	2.30	1.93	1.93	1.77
Loan Loss Reserves/Loans	1.32	1.35	1.55	1.20	1.19	1.35	1.16	1.37	1.34	1.34	1.33
Reserves/ NPAs	71.18	97.48	135.72	348.90	321.47	102.74	385.69	446.19	509.13	509.13	578.13
Net LCOs/ Avg Loans	0.40	0.11	0.15	0.36	0.14	0.42	4.22	-0.70	0.15	1.04	-0.06
Loan Loss Prov/ NCOs	200.30	135.35	369.89	58.94	213.19	326.78	86.26	10.42	-8.09	119.35	-413.41
Liquidity (%)											
Liquidity Ratio	25.66	18.48	20.26	15.63	14.62	14.00	9.20	11.34	13.82	13.82	9.73
Earning Assets/ IBL	120.65	124.37	125.13	128.62	129.62	131.34	132.12	136.61	145.42	145.42	137.01
Secs (FV)/ Secs (Amt Cost)	102.17	98.23	100.55	100.35	99.56	99.83	100.70	100.95	99.67	99.67	97.46
Pledged Secs/ Securities	54.62	58.94	52.55	67.34	57.52	50.44	67.25	65.27	56.98	56.98	63.88
Brokered Dep/ Deposits	8.84	12.56	7.49	8.29	13.11	11.70	11.84	16.09	13.45	13.45	11.83
Jumbo Time Dep/ Tot Domestic Deposits	5.23	6.17	8.37	8.12	4.44	5.29	6.81	5.01	4.81	4.81	6.20
Yields/Cost (%)											
Yield on Loans	5.47	5.46	4.71	4.49	4.29	4.18	4.28	4.57	4.56	4.40	4.65
Yield on Total Secs(Debt+Eq)	2.32	1.99	2.01	2.04	2.10	2.27	2.34	2.27	2.37	2.31	2.35
Yield on Earning Assets	4.13	4.11	3.77	3.71	3.74	3.70	3.83	4.10	4.09	3.93	4.19
Cost of Int Bearing Deposits	1.00	0.81	0.73	0.68	0.71	0.82	0.85	0.98	1.03	0.91	1.14
Cost of Borrowings (Non Deps)	0.28	0.68	0.62	0.50	1.46	0.89	1.72	2.26	2.31	1.86	2.31
Cost of Interest Bearing Liabilities	0.99	0.80	0.73	0.67	0.73	0.82	0.93	1.11	1.14	1.00	1.25
Cost of Funds	0.89	0.71	0.62	0.56	0.60	0.68	0.72	0.86	0.86	0.78	0.95

Source: SNL Interactive