# **B** Financial Corporation

**First Quarter 2019 Earnings Presentation** 

April 23, 2019

## Forward looking statements

This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that have been made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. You can identify these forward-looking statements in some cases through the use of words such as "believes," "anticipates," "expects," "may," "will," "assumes," "should," "predicts," "could," "would," "intends," "targets," "estimates," "projects," "plans," "potential" and other similar words and expressions of the future or otherwise regarding the proposed acquisition, including the timing, anticipated benefits and financial impact thereof, and the outlook for our future business and financial performance.

These forward-looking statements include, without limitation, statements relating to FB Financial's assets, business, cash flows, condition (financial or otherwise), credit quality, financial performance, liquidity, short and long-term performance goals, prospects, results of operations, strategic initiatives and the timing, benefits, as well as statements relating to the anticipated benefits and financial impact of FB Financial's mortgage segment restructuring and the acquisition by FirstBank of the Atlantic Capital branches, including: acceptance by the customers of the acquired Atlantic Capital branches of FB Financial's products and services, the opportunities to enhance market share in certain markets, market acceptance of FB Financial generally in new markets, expectations regarding future investment in the acquired Atlantic Capital branches' markets and the integration of the acquired Atlantic Capital branches' operations, disposition, and other growth opportunities. Forward-looking statements are based on the information known to, and current beliefs and expectations of, FB Financial's management and are subject to significant risks and uncertainties. Actual results may differ materially from those contemplated by such forward-looking statements. A number of important factors could cause actual results to differ materially from those contemplated by the forward-looking statements in this presentation including, without limitation: FB Financial's ability to achieve the anticipated benefits and cost synergies of the mortgage segment restructuring, the parties' ability to meet expectations regarding the accounting and tax treatment of the Atlantic Capital acquisition; the possibility that any of the anticipated benefits of the Atlantic Capital acquisition will not be fully realized or will not be realized within the expected time period; the risk that integration of the acquired Atlantic Capital branches' operations with those of FB Financial or will be more costly than expected; the effect of the announcement of the closing of the Atlantic Capital acquisition on employee and customer relationships and operating results (including, without limitation, difficulties in maintaining relationships with employees and customers); general competitive, economic, political and market conditions and fluctuations; and the other risk factors set forth in our December 31, 2018 Form 10-K, filed with the Securities and Exchange Commission on March 12, 2019, under the captions "Cautionary note regarding forward-looking statements" and "Risk factors". Many of these factors are difficult to foresee and are beyond our ability to control or predict. We believe the forwardlooking statements contained herein are reasonable; however, undue reliance should not be placed on any forward-looking statements, which are based on current expectations and speak only as of the date that they are made. We do not assume any obligation to update any forward-looking statements as a result of new information, future developments or otherwise, except as otherwise may be required by law.



### Use of non-GAAP financial measures

This presentation contains certain financial measures that are not measures recognized under U.S. generally accepted accounting principles ("GAAP") and therefore are considered non-GAAP financial measures. These non-GAAP financial measures include, without limitation, adjusted net income, adjusted diluted earnings per share, core noninterest expense, core revenue, core noninterest income, core efficiency ratio (tax-equivalent basis), banking segment core efficiency ratio (tax-equivalent basis), mortgage segment core efficiency ratio (tax-efficiency basis), adjusted mortgage contribution, adjusted return on average assets and equity. Each of these non-GAAP metrics excludes certain income and expense items that the Company's management considers to be non-core/adjusted in nature. The Company refers to these non-GAAP measures as adjusted or core measures. The corresponding Earnings Release also presents tangible assets, tangible common equity, tangible book value per common share, tangible common equity to tangible assets, return on tangible common equity, return on average tangible common equity, adjusted return on average assets and equity, pro forma return on average assets and equity, pro forma adjusted return on average assets and equity. Each of these non-GAAP metrics excludes the impact of goodwill and other intangibles.

The Company's management uses these non-GAAP financial measures in their analysis of the Company's performance, financial condition and the efficiency of its operations as management believes such measures facilitate period-to-period comparisons and provide meaningful indications of its operating performance as they eliminate both gains and charges that management views as non-recurring or not indicative of operating performance. Management believes that these non-GAAP financial measures provide a greater understanding of ongoing operations and enhance comparability of results with prior periods as well as demonstrating the effects of significant non-core gains and charges in the current and prior periods. The Company's management also believes that investors find these non-GAAP financial measures useful as they assist investors in understanding the Company's underlying operating performance and in the analysis of ongoing operating trends. In addition, because intangible assets such as goodwill and other intangibles, and the other items excluded each vary extensively from company to company, the Company believes that the presentation of this information allows investors to more easily compare the Company's results to the results of other companies. However, the non-GAAP financial measures discussed herein should not be considered in isolation or as a substitute for the most directly comparable or other financial measures calculated in accordance with GAAP. Moreover, the manner in which the Company calculates the non-GAAP financial measures discussed herein may differ from that of other companies reporting measures with similar names. You should understand how such other banking organizations calculate their financial measures similar or with names similar to the non-GAAP financial measures to the most directly comparable GAAP financial measures.



## 1Q 2019 highlights

#### Key highlights

- Adjusted diluted EPS¹ of \$0.66, resulting in adjusted ROAA¹ of 1.63%
- Loans (HFI) grew to \$3.8 billion, a 16.7% increase from 1Q 2018; grew 13.2% annualized from 4Q 2018
- Customer deposits grew to \$4.2 billion, a 14.9% increase from 1Q 2018; grew 16.5% annualized from 4Q 2018
- Continued customer-focused balance sheet growth resulting in a net interest margin of 4.61% for 1Q 2019, compared to 4.50% for 4Q 2018 and 4.64% for 1Q 2018
- Announced planned exit of wholesale mortgage channels to be completed in 2Q 2019; total mortgage contribution, adjusted¹ of \$0.7 million in 1Q 1019, compared to loss of \$1.8 million in 4Q 2018 and contribution of \$2.1 million in 1Q 2018
- Continuing enhancing positive operating leverage;
   Banking Segment core efficiency ratio was 54.7%<sup>1,2</sup> in 1Q 2019, down 319 basis points from 1Q 2018
- Completed acquisition of branches from Atlantic Capital Bank with ~\$385 million in loans and ~\$598 million in deposits on April 5, 2019

#### **Financial results**

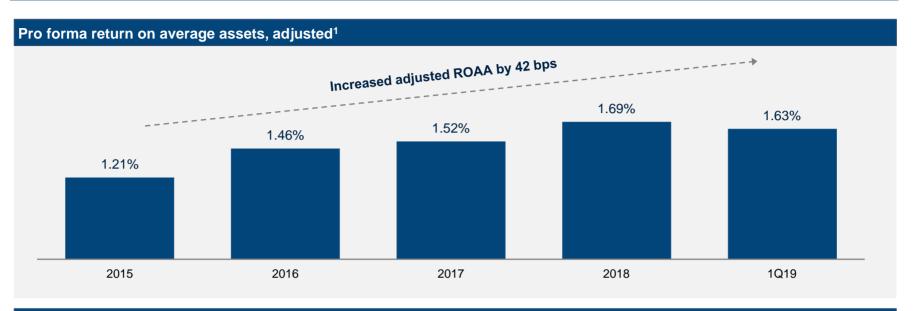
	1Q 2019
Diluted earnings per share  Adjusted diluted earnings per share <sup>1</sup>	\$0.62 \$0.66
Net income (\$million)  Adjusted net income <sup>1</sup> (\$million)	\$19.6 <i>\$20.8</i>
Net interest margin Impact of accretion and nonaccrual interest (bps)	4.61% <i>17</i>
Return on average assets  Adjusted return on average assets <sup>1</sup>	1.54% 1.63%
Return on average equity  Adjusted return on average equity <sup>1</sup>	11.6% <i>12.3%</i>
Return on average tangible common equity <sup>1</sup> Adjusted return on average tangible common equity <sup>1</sup>	14.8% <i>15.7%</i>
Efficiency ratio  Core efficiency ratio 1,2	67.2% <i>64.9%</i>
Banking Segment core efficiency ratio 1,2	54.7%

<sup>1</sup> Results are non-GAAP financial measures that adjust GAAP reported net income, total assets, equity and other metrics for certain intangibles, income and expense items as outlined in the non-GAAP reconciliation calculations, using a combined marginal income tax rate of 26.06% excluding one-time items. See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP financial measures.



<sup>&</sup>lt;sup>2</sup> During the first quarter of 2019, the Company changed its presentation of the total and operating segments core efficiency ratio calculation to no longer exclude the change in fair value of MSRs; therefore, prior periods have been revised to reflect this change.

## Delivering balanced profitability and growth

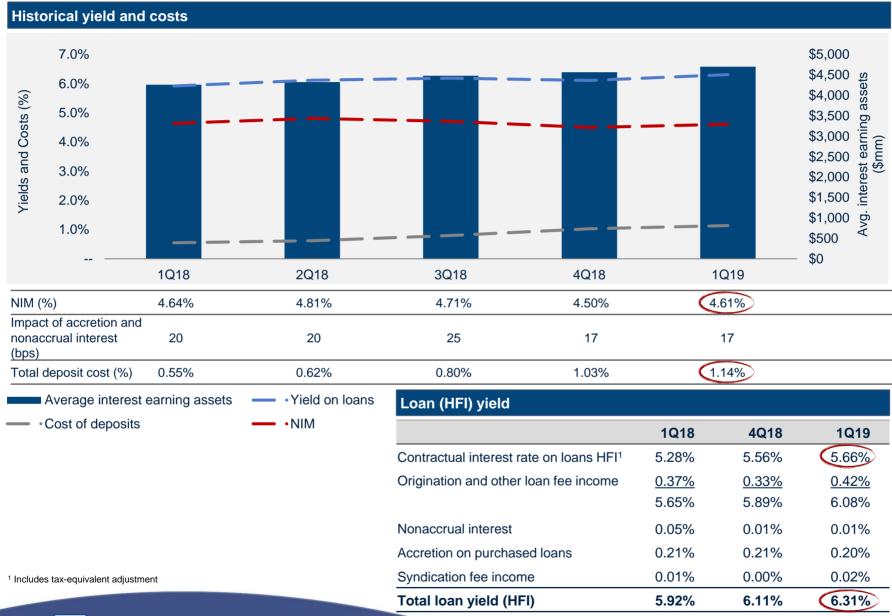




Our pro forma net income includes a pro forma provision for federal income taxes using a combined effective income tax rate of 35.08% and 36.75% for the years ended December 31, 2015 and 2016, respectively, and also includes the exclusion of a one-time tax charge from C Corp conversion in 3Q 2016 and the 4Q 2017 benefit from the 2017 Tax Cuts and Jobs Act. The years ended December 31, 2015, 2016, 2017 and 2018 are annual percentages. See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures.



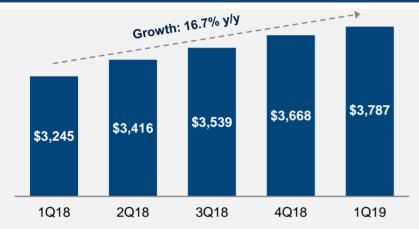
## Net interest margin remains strong





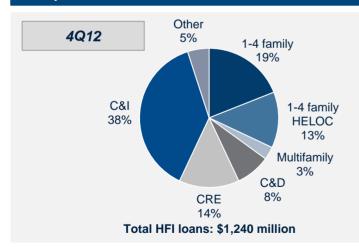
## Consistent loan growth and balanced portfolio

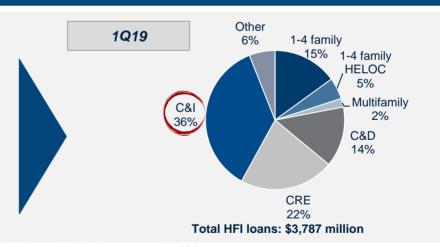
## Total loan growth¹ (\$million) and commercial real estate concentration



Commercial real estate (CRE)	% of Risk-I	Based Capital
concentrations <sup>2</sup>	4Q18	1Q19 (preliminary)
C&D loans subject to 100% risk- based capital threshold <sup>3</sup>	99%	91%
Total CRE loans subject to 300% risk-based capital threshold <sup>3</sup>	238%	242%

#### Loan portfolio breakdown<sup>1</sup>



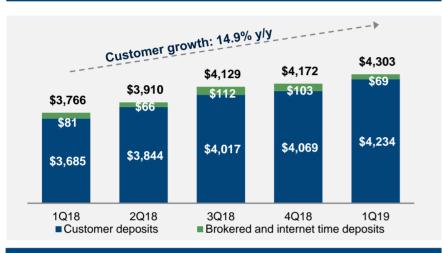


- <sup>1</sup> Exclude HFS loans, C&I includes owner-occupied CRE.
- <sup>2</sup> Risk-based capital at FirstBank as defined in Call Report. 1Q 2019 calculation is preliminary and subject to change.
- <sup>3</sup> Excludes owner-occupied CRE.

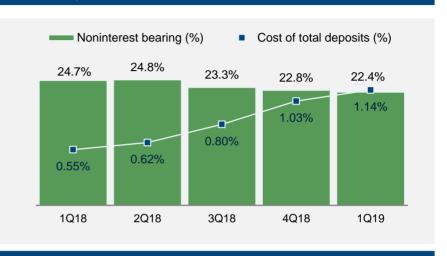


## Stable core deposit franchise

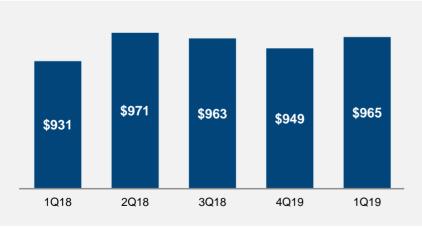
#### **Total deposits (\$million)**



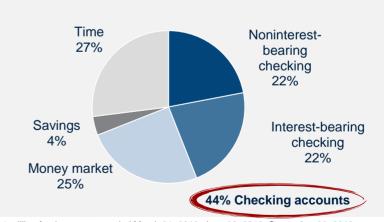
#### **Cost of deposits**



#### Noninterest bearing deposits (\$million)<sup>1</sup>



#### **Deposit composition**



<sup>&</sup>lt;sup>1</sup> Includes mortgage servicing-related escrow deposits of \$74.1 million, \$88.4 million, \$78.0 million, \$53.5 million and \$70.1 million for the quarters ended March 31, 2018, June 30, 2018, September 30, 2018 December 31, 2018 and March 31, 2019, respectively.



## Mortgage operations overview

#### **Highlights**

- Total Mortgage adjusted pre-tax contribution<sup>1</sup> of \$0.7 million for 1Q 2019; adjusted for \$1.1 million of restructuring related expenses
- Mortgage banking income \$21.0 million, down 20.6% from 1Q 2018 and 10.7% from 4Q 2018
- Announced the exit of wholesale origination channels (TPO & Correspondent); closing expected in 2Q 2019 with estimated total restructuring charges of up to \$2.5 million<sup>2</sup> (\$1.1 million included in 1Q 2019)
- Exit of wholesale origination channels allows additional focus on enhancing retail channels and improving operating efficiency moving forward

#### Mortgage banking income (\$mm)

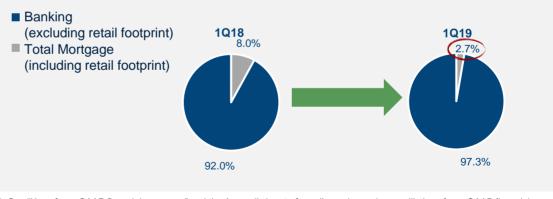
	1Q18	4Q18	1Q19	
Gain on Sale	\$23.5	\$21.5	\$15.9	
Fair value changes	\$(0.1)	\$(4.6)	\$2.2	
Servicing Revenue	\$4.8	\$4.6	\$4.8	
Fair value MSR change	\$(1.7)	\$(2.5)	\$(1.9)	
Total Income	\$26.5	\$19.0	\$21.0	

#### **Quarterly mortgage production** ■ Consumer Direct 4Q18 Correspondent 1Q19 1Q18 Third party originated (TPO) Retail Retail footprint IRLC volume: \$2,129mm \$1,311mm \$1,365mm IRLC pipeline<sup>3</sup>: \$693mm \$319mm \$493mm Refinance %: 42% 34% 39%

58%

#### Total pre-tax contribution, adjusted<sup>1</sup> (%)

Purchase %:



66%

61%

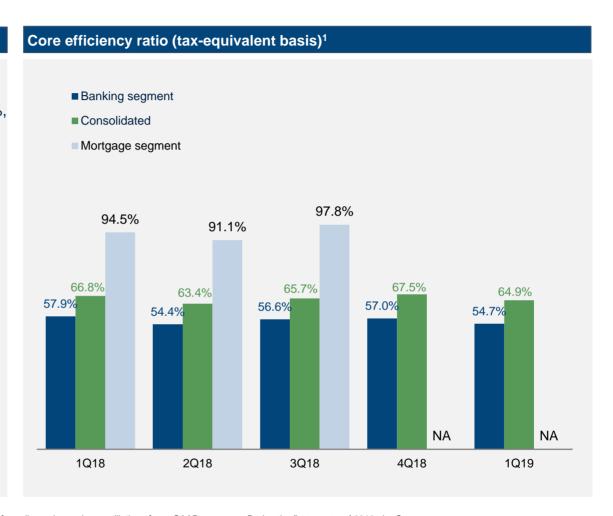
- 1 See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP financial measures.
- <sup>2</sup> See Forward Looking Statements on Slide 1.
- <sup>3</sup> As of the respective period-end.



## Improving operating leverage

#### Improving operating efficiency

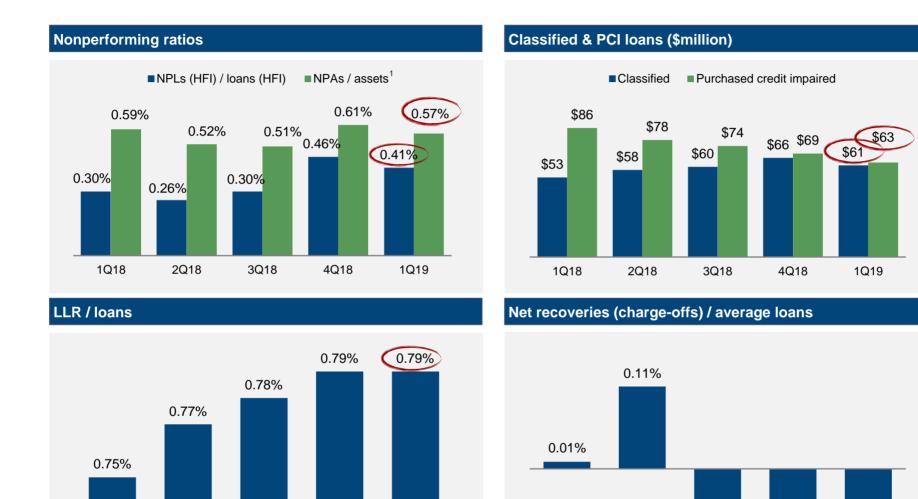
- Consolidated 1Q 2019 core efficiency ratio<sup>1</sup> of 64.9% driven by Banking segment core efficiency ratio<sup>1</sup> of 54.7%, which has decreased by 319 basis points since 1Q 2018
- 1Q 2019 illustrates solidified operating leverage achieved through organic growth, merger and ongoing cost efficiencies
- Continued investment in revenue producers, technology and operational capabilities to improve on scalable platform



<sup>&</sup>lt;sup>1</sup> See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures. During the first quarter of 2019, the Company changed its presentation of the total and operating segments core efficiency ratio calculation to no longer exclude the change in fair value of MSRs; therefore, prior periods have been revised to reflect this change.



## Asset quality remains stable



4Q18

1Q19

3Q18



2Q18

1Q18

(0.06%)

(0.06%)

4Q18

(0.06%)

3Q18

1Q18

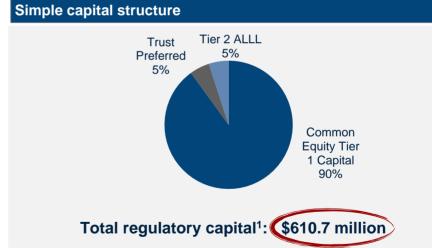
2Q18

<sup>&</sup>lt;sup>1</sup> Includes acquired excess land and facilities held for sale – see page 11 of the Quarterly Financial Supplement.

## Strong capital position for future growth

Capital position			
	1Q18	4Q18	1Q19¹
Shareholder's equity / Assets	12.9%	13.1%	13.0%
TCE / TA <sup>2</sup>	10.1%	10.5%	10.5%
Common equity tier 1 / Risk-weighted assets	11.0%	11.7%	12.0%
Tier 1 capital / Risk- weighted assets	11.8%	12.4%	12.7%
Total capital / Risk- weighted assets	12.3%	13.0%	13.4%
Tier 1 capital / Average assets	10.7%	11.4%	11.5%





<sup>&</sup>lt;sup>1</sup> Total regulatory capital, FB Financial Corporation. 1Q 2019 calculation is preliminary and subject to change.



<sup>&</sup>lt;sup>2</sup> See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP measures.

**Appendix** 



		2019				20	18			
(Dollars in thousands, except share data)	Fi	rst Quarter	Fo	urth Quarter	Th	nird Quarter	Se	cond Quarter	F	irst Quarter
Pre-tax net income	\$	25,563	\$	22,680	\$	28,079	\$	29,859	\$	25,236
Plus merger, offering, and mortgage restructuring-related expenses		1,675		401		_		671		1,193
Pre-tax net income, adjusted	\$	27,238	\$	23,081	\$	28,079	\$	30,530	\$	26,429
Income tax expense, adjusted		6,412		5,745		6,702		7,794		5,793
Net income, adjusted	\$	20,826	\$	17,336	\$	21,377	\$	22,736	\$	20,636
Weighted average common shares outstanding fully diluted		31,349,198		31,344,949		31,339,628		31,294,044		31,421,830
Diluted earnings per share, adjusted										
Diluted earning per common share	\$	0.62	\$	0.54	\$	0.68	\$	0.70	\$	0.63
Plus merger, offering, and mortgage restructuring-related expenses		0.05		0.01		_		0.02		0.04
Less tax effect		0.01		_		_		_		(0.01)
Diluted earnings per share, adjusted	\$	0.66	\$	0.55	\$	0.68	\$	0.72	\$	0.66



Pro forma net income and diluted earnings pe	er share, ac	ljusted				
(Dollars in thousands, except share data)		YTD 2019	2018	2017	2016	2015
Pre-tax net income	\$	25,563	\$ 105,854	\$ 73,485	\$ 62,324	\$ 50,824
Plus merger, conversion, offering, and mortgage restructuring-related expenses		1,675	2,265	19,034	3,268	3,543
Less significant (losses) gains on securities, other real estate owned and other items		_	_	_	(3,539)	4,638
Pre tax net income, adjusted	\$	27,238	\$ 108,119	\$ 92,519	\$ 69,131	\$ 49,729
Pro forma income tax expense, adjusted		6,412	26,034	34,749	25,404	18,425
Pro forma net income, adjusted	\$	20,826	\$ 82,085	\$ 57,770	\$ 43,727	\$ 31,304
Weighted average common shares outstanding fully diluted		31,349,198	31,314,981	28,207,602	19,312,174	17,180,000
Pro forma diluted earnings per share, adjusted						
Diluted earning per share	\$	0.62	\$ 2.55	\$ 1.86	\$ 2.10	\$ 2.79
Plus merger, conversion, offering, and mortgage restructuring-related expenses		0.05	0.07	0.67	0.17	0.21
Less significant (losses) gains on securities, other real estate owned and other items		_	_	_	(0.18)	0.27
Tax effect and benefit of enacted tax laws		(0.01)	(0.01)	(0.48)	(0.19)	(0.91)
Pro forma diluted earnings per share, adjusted	\$	0.66	\$ 2.61	\$ 2.05	\$ 2.26	\$ 1.82



Core efficiency ratio (tax-equivalent basis)(a)													
		2019 2018											
(Dollars in thousands)	Fi	First Quarter		Fourth Quarter		ird Quarter	Second Quarter		Fi	rst Quarter			
Total noninterest expense	\$	55,101	\$	53,736	\$	57,213	\$	56,358	\$	56,151			
Less merger, offering, and mortgage restructuring-related expenses		1,675		401		_		671		1,193			
Core noninterest expense		53,426		53,335		57,213		55,687		54,958			
Net interest income (tax-equivalent basis)		53,461		51,799		53,161		51,909		48,799			
Total noninterest income		29,039		27,249		34,355		35,763		33,275			
Less gain on sales or write-downs of other real estate owned and other assets		152		33		446		(132)		(118)			
Less gain from securities, net		43		_		(27)		(42)		(47)			
Core noninterest income		28,844		27,216		33,936		35,937		33,440			
Core revenue	\$	82,305	\$	79,015	\$	87,097	\$	87,846	\$	82,239			
Efficiency ratio (GAAP)(b)	_	67.2 %		68.4 %		65.7 %		64.6 %		68.7 %			
Core efficiency ratio (tax-equivalent basis)		64.9 %		67.5 %		65.7 %		63.4 %		66.8 %			

<sup>(</sup>a) During the first quarter of 2019, the Company changed its presentation of the total and operating segments core efficiency ratio calculation to no longer exclude the change in fair value of MSRs; therefore, prior periods have been revised to reflect this change.



<sup>(</sup>b) Efficiency ratio (GAAP) is calculated by dividing noninterest expense by total revenue

		2019	2018										
(Dollars in thousands)	Fire	st Quarter	Four	rth Quarter	Third Quarter		arter Second Quarter		Fire	st Quarter			
Banking segment core efficiency ratio (tax-equivalent basis)													
Core consolidated noninterest expense	\$	53,426	\$	53,335	\$	57,213	\$	55,687	\$	54,958			
Less Mortgage segment core noninterest expense		17,486		16,262		18,821		19,582		18,910			
Core Banking segment noninterest expense		35,940		37,073		38,392		36,105		36,048			
Core revenue		82,305		79,015		87,097		87,846		82,239			
Less Mortgage segment total revenue		16,658		13,979		19,254		21,498		20,021			
Core Banking segment total revenue	\$	65,647	\$	65,036	\$	67,843	\$	66,348	\$	62,218			
Banking segment core efficiency ratio (tax-equivalent basis)		54.7 %		57.0 %		56.6 %		54.4 %		57.9 %			
Mortgage segment core efficiency ratio (tax-equivalent basis)													
Mortgage segment noninterest expense	\$	18,540	\$	16,262	\$	18,821	\$	19,582	\$	18,910			
Less mortgage restructuring expense		1,054		_		_		_		_			
Core Mortgage segment noninterest expense	\$	17,486	\$	16,262	\$	18,821	\$	19,582	\$	18,910			
Mortgage segment total revenue	\$	16,658	\$	13,979	\$	19,254	\$	21,498	\$	20,021			
Mortgage segment core efficiency ratio (tax-equivalent basis)		N/A		N/A		97.8 %		91.1 %		94.5 %			

<sup>(</sup>a) During the first quarter of 2019, the Company changed its presentation of the total and operating segments core efficiency ratio calculation to no longer exclude the change in fair value of MSRs; therefore, prior periods have been revised to reflect this change.



		2019				20	18			
(Dollars in thousands)	Fir	st Quarter	Fou	rth Quarter	Thi	ird Quarter	Seco	ond Quarter	Fire	st Quarter
Mortgage segment pre-tax net contribution	\$	(1,882)	\$	(2,283)	\$	433	\$	1,916	\$	1,111
Retail footprint:										
Mortgage banking income		4,386		5,041		7,417		6,894		6,108
Mortgage banking expenses		2,831		4,542		6,383		5,649		5,097
Retail footprint pre-tax net contribution		1,555		499		1,034		1,245		1,011
Total mortgage banking pre-tax net (loss) contribution	\$	(327)	\$	(1,784)	\$	1,467	\$	3,161	\$	2,122
Plus mortgage restructuring expense		1,054		_		_		_		_
Total mortgage banking pre-tax net contribution (loss), adjusted	\$	727	\$	(1,784)	\$	1,467	\$	3,161	\$	2,122
Pre-tax net income	\$	25,563	\$	22,680	\$	28,079	\$	29,859	\$	25,236
% total mortgage banking pre-tax net contribution		N/A		N/A		5.2 %		10.6 %		8.4 %
Pre-tax net income, adjusted	\$	27,238	\$	23,081	\$	28,079	\$	30,530	\$	26,429
% total mortgage banking pre-tax net contribution, adjusted		2.7 %		N/A		5.2 %		10.4 %		8.0 %



Tangible assets and equity										
		2019				20	18			
(Dollars in thousands, except share data)	F	irst Quarter	Fo	urth Quarter	TI	hird Quarter	Se	cond Quarter	F	irst Quarter
Tangible Assets										
Total assets	\$	5,335,156	\$	5,136,764	\$	5,058,167	\$	4,923,249	\$	4,725,416
Less goodwill		137,190		137,190		137,190		137,190		137,190
Less intangibles, net		10,439		11,628		12,403		13,203		14,027
Tangible assets	\$	5,187,527	\$	4,987,946	\$	4,908,574	\$	4,772,856	\$	4,574,199
Tangible Common Equity										
Total shareholders' equity	\$	694,577	\$	671,857	\$	648,731	\$	630,959	\$	611,075
Less goodwill		137,190		137,190		137,190		137,190		137,190
Less intangibles, net		10,439		11,628		12,403		13,203		14,027
Tangible common equity	\$	546,948	\$	523,039	\$	499,138	\$	480,566	\$	459,858
Common shares outstanding	_	30,852,665		30,724,532		30,715,792		30,683,353		30,671,763
Book value per common share	\$	22.51	\$	21.87	\$	21.12	\$	20.56	\$	19.92
Tangible book value per common share	\$	17.73	\$	17.02	\$	16.25	\$	15.66	\$	14.99
Total shareholders' equity to total assets		13.0 %		13.1 %		12.8 %		12.8 %		12.9 %
Tangible common equity to tangible assets		10.5 %		10.5 %		10.2 %		10.1 %		10.1 %
Net income	\$	19,588	\$	17,040	\$	21,377	\$	22,065	\$	19,754
Return on tangible common equity		14.5 %		12.9 %		17.0 %		18.4 %		17.4 %

Return on average tangible common equity											
		2019 2018									
(Dollars in thousands)	F	irst Quarter	Fou	urth Quarter	Th	ird Quarter	Sec	ond Quarter	Fi	rst Quarter	
Total average shareholders' equity	\$	684,545	\$	659,050	\$	638,388	\$	615,950	\$	599,198	
Less average goodwill		137,190		137,190		137,190		137,190		137,190	
Less intangibles, net		10,856		12,016		12,803		13,615		14,465	
Average tangible common equity	\$	536,499	\$	509,845	\$	488,395	\$	465,145	\$	447,544	
Net income	\$	19,588	\$	17,040	\$	21,377	\$	22,065	\$	19,754	
Return on average tangible common equity		14.8 %		13.3 %		17.4 %		19.0 %		17.9 %	



Return on average tangible equity, adjusted										
		2019				20	18			
(Dollars in thousands)	Fir	st Quarter	Fou	rth Quarter	Third Quarter		Second Quarter		First Quarter	
Average tangible common equity	\$	536,499	\$	509,845	\$	488,395	\$	465,145	\$	447,544
Net income, adjusted		20,826		17,336		21,377		22,736		20,636
Return on average tangible common equity, adjusted		15.7 %		13.5 %		17.4 %		19.6 %		18.7 %

Return on average assets and equity, adjusted											
		2019	2018								
(Dollars in thousands)		First Quarter		Fourth Quarter		Third Quarter		Second Quarter		First Quarter	
Net income	\$	19,588	\$	17,040	\$	21,377	\$	22,065	\$	19,754	
Average assets		5,174,918		5,005,158		4,932,197		4,763,991		4,678,494	
Average equity		684,545		659,050		638,388		615,950		599,198	
Return on average assets		1.54 %		1.35 %		1.72 %		1.86 %		1.71 %	
Return on average equity		11.6 %		10.3 %		13.3 %		14.4 %		13.4 %	
Net income, adjusted	\$	20,826	\$	17,336	\$	21,377	\$	22,736	\$	20,636	
Return on average assets, adjusted		1.63 %		1.37 %		1.72 %		1.91 %		1.79 %	
Return on average equity, adjusted		12.3 %		10.4 %		13.3 %		14.8 %		14.0 %	



Pro forma return on average assets and equity, adjusted										
(Dollars in thousands)	YTD 2019		2018		2017		2016		2015	
Pro forma net income	\$	19,588	\$	80,236	\$	52,398	\$	39,422	\$	32,995
Average assets		5,174,918		4,844,865		3,811,158		3,001,275		2,577,895
Average equity		684,545		629,922		466,219		276,587		228,844
Pro forma return on average assets		1.54 %		1.66 %		1.37 %		1.31 %		1.28 %
Pro forma return on average equity		11.6 %		12.7 %		11.2 %		14.3 %		14.4 %
Pro forma net income, adjusted	\$	20,826	\$	82,085	\$	57,770	\$	43,727	\$	31,304
Pro forma return on average assets, adjusted		1.63 %		1.69 %		1.52 %		1.46 %		1.21 %
Pro forma return on average equity, adjusted		12.3 %		13.0 %		12.4 %		15.8 %		13.7 %

