# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

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## FORM 8-K

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## CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934
Date of Report (Date of earliest event Reported): July 19, 2018

## ServisFirst Bancshares, Inc.

(Exact Name of Registrant as Specified in Charter)

## Delaware

(State or Other Jurisdiction of Incorporation)

001-36452
(Commission File Number)

2500 Woodcrest Place, Birmingham, Alabama 35209
(Address of Principal Executive Offices) (Zip Code)
(205) 949-0302
(Registrant's telephone number, including area code)
Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2). Emerging growth company [ ]

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. [ ]

## Item 2.02. Results of Operations and Financial Condition.

On July 19, 2018, ServisFirst Bancshares, Inc., a Delaware corporation ("ServisFirst"), issued a press release announcing its operating results for the quarter ended June 30, 2018. A copy of the press release is attached as Exhibit 99.1.

The information furnished pursuant to Item 2.02, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Company under the Securities Act of 1933 or the Exchange Act.

## Item 9.01. Financial Statements and Exhibits.

(a) Not applicable
(b) Not applicable
(c) Not applicable
(d) Exhibits. The following exhibits are included with this Current Report on Form 8-K:

Exhibit No. Description
99.1 Press Release dated July 19, 2018

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## ServisFirst Bancshares, Inc.

By: /s/ Thomas A. Broughton, III
Thomas A. Broughton, III
Chief Executive Officer

## ServisFirst Bancshares, Inc. Announces Results for Second Quarter of 2018

BIRMINGHAM, Ala., July 19, 2018 (GLOBE NEWSWIRE) -- ServisFirst Bancshares, Inc. (NASDAQ:SFBS), today announced earnings and operating results for the quarter and six months ended June 30, 2018.

## SECOND QUARTER 2018 HIGHLIGHTS:

- Net income of $\mathbf{\$ 3 3 . 5}$ million for the second quarter of 2018 compared to $\mathbf{\$ 2 4 . 2}$ million in the second quarter of 2017, a 39\% increase
- Diluted EPS of $\mathbf{\$ 0 . 6 2}$ for the second quarter of 2018 compared to $\mathbf{\$ 0 . 4 5}$ for the second quarter of $\mathbf{2 0 1 7}$, a $\mathbf{3 8 \%}$ increase
- Loans increased $\mathbf{1 4 \%}$ for the quarter on an annualized basis

Tom Broughton, President and CEO, said, "We saw good activity in loan demand in the second quarter and our pipeline remains strong." Bud Foshee, CFO, stated, "Our pretax income is up over $26 \%$ for YTD 2018 over 2017, reflective of our continued growth and improved profitability."

## FINANCIAL SUMMARY (UNAUDITED) <br> (in Thousands except share and per share amounts)



YEAR-TO-DATE OPERATING RESULTS

| Net Income | $\$$ | 66,143 | $\$$ |
| :--- | :---: | :---: | :---: |
| Net Income Available to Common Stockholders | $\$$ | 66,112 | 46,683 |
| Diluted Earnings Per Share | $\$$ | 1.22 | $\$$ |
| Return on Average Assets |  | $1.91 \%$ | 46,652 |
| Return on Average Common Stockholders' Equity | $21.13 \%$ | 0.86 |  |
| Average Diluted Shares Outstanding | $54,189,746$ | $1.50 \%$ |  |

BALANCE SHEET

| Total Assets | \$ | 7,084,562 | \$ | 7,011,735 | 1\% | \$ | 6,329,599 | 12\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans |  | 6,129,649 |  | 5,928,327 | 3\% |  | 5,343,688 | 15\% |
| Non-interest-bearing Demand Deposits |  | 1,481,447 |  | 1,407,592 | 5\% |  | 1,373,353 | 8\% |
| Total Deposits |  | 6,085,682 |  | 5,977,387 | 2\% |  | 5,394,810 | 13\% |
| Stockholders' Equity |  | 655,114 |  | 629,297 | 4\% |  | 567,086 | 16\% |

## DETAILED FINANCIALS

ServisFirst Bancshares, Inc. reported net income and net income available to common stockholders of $\$ 33.5$ million for the quarter ended June 30,2018 , compared to net income of $\$ 24.2$ million and net income available to common stockholders of $\$ 24.1$ million for the same quarter in 2017. Basic and diluted earnings per common share were $\$ 0.63$ and $\$ 0.62$, respectively, for the second quarter of 2018 , compared to $\$ 0.46$ and $\$ 0.45$, respectively, for the second quarter of 2017.

Return on average assets was $1.91 \%$ and return on average common stockholders' equity was $20.89 \%$ for the second quarter of 2018,
compared to $1.55 \%$ and $17.36 \%$, respectively, for the second quarter of 2017.
Net interest income was $\$ 64.5$ million for the second quarter of 2018, compared to $\$ 62.4$ million for the first quarter of 2018 and $\$ 55.6$ million for the second quarter of 2017. The net interest margin in the second quarter of 2018 was $3.82 \%$, a one basis point increase from the first quarter of 2018 and five basis point increase from the second quarter of 2017. The increase in net interest income on a linked quarter basis is attributable to a $\$ 104.8$ million increase in average loans outstanding, an $\$ 80.0$ million increase in average non-interest-bearing deposits and a $\$ 25.4$ million increase in average stockholders' equity, all resulting in a positive mix change in our balance sheet. The average yield on loans increased 13 basis points to $4.93 \%$ on a linked quarter basis, while the average rate paid on deposits increased by 17 basis points to $1.03 \%$ on a linked quarter basis.

Average loans for the second quarter of 2018 were $\$ 5.99$ billion, an increase of $\$ 104.8$ million, or $2 \%$, over average loans of $\$ 5.88$ billion for the first quarter of 2018 , and an increase of $\$ 754.7$ million, or $14 \%$, over average loans of $\$ 5.23$ billion for the second quarter of 2017 .

Average total deposits for the second quarter of 2018 were $\$ 6.04$ billion, an increase of $\$ 91.8$ million, or $2 \%$, over average total deposits of $\$ 5.95$ billion for the first quarter of 2018 , and an increase of $\$ 766.0$ million, or $15 \%$, over average total deposits of $\$ 5.27$ billion for the second quarter of 2017.

Non-performing assets to total assets were $0.28 \%$ for the second quarter of 2018, an increase of six basis points compared to $0.22 \%$ for the first quarter of 2018 and an increase of five basis points compared to $0.23 \%$ for the second quarter of 2017. Net credit charge-offs to average loans were $0.13 \%$, a three basis point increase compared to $0.10 \%$ for the first quarter of 2018 and a 12 basis point decrease compared to $0.25 \%$ for the second quarter of 2017 . We recorded a $\$ 4.1$ million provision for loan losses in the second quarter of 2018 compared to $\$ 4.1$ million in the first quarter of 2018 and $\$ 4.4$ million in the second quarter of 2017. The allowance for loan loss as a percentage of total loans was $1.05 \%$ at June 30, 2018 compared to $1.05 \%$ at March 31, 2018 and $1.03 \%$ at June 30, 2017. In management's opinion, the allowance is adequate and was determined by consistent application of ServisFirst Bank's methodology for calculating its allowance for loan losses.

Non-interest income increased $\$ 654,000$ during the second quarter of 2018 , or $14 \%$, compared to the second quarter of 2017. Deposit service charges increased $\$ 271,000$ in the second quarter of 2018 , or $20 \%$, compared to the second quarter of 2017. The number of transaction deposit accounts increased approximately $9 \%$ from June 30, 2017 to June 30, 2018, and the amount of overdraft fees increased $\$ 120,000$, or $34 \%$, from the second quarter of 2017 to the second quarter of 2018. Credit card revenue increased $\$ 567,000$, or $48 \%$, to $\$ 1.8$ million during the second quarter of 2018, compared to $\$ 1.2$ million during the second quarter of 2017 , driven by increased numbers of accounts and increased purchases per account. Mortgage banking revenue decreased by $\$ 275,000$ in the second quarter of 2018 , or $26 \%$, compared to the second quarter of 2017. The number of loans originated during the second quarter of 2018 decreased approximately $10 \%$ from the same quarter in 2017. Also, a larger percentage of loans originated during the second quarter of 2018 were placed into the Bank's portfolio instead of being sold into the secondary market.

Non-interest expense for the second quarter of 2018 increased $\$ 2.1$ million, or $10 \%$, to $\$ 24.0$ million from $\$ 21.9$ million in the second quarter of 2017 , and increased $\$ 498,000$, or $2 \%$, on a linked quarter basis. Salary and benefit expense for the second quarter of 2018 increased $\$ 1.1$ million, or $9 \%$, to $\$ 13.1$ million from $\$ 12.0$ million in the second quarter of 2017 , and decreased $\$ 198,000$, or $2 \%$, on a linked quarter basis. The number of FTE employees increased from 428 at June 30, 2017 to 447 at June 30, 2018. Equipment and occupancy expense decreased $\$ 152,000$, or $7 \%$, to $\$ 2.1$ million in the second quarter of 2018 , from $\$ 2.3$ million in the second quarter of 2017. Ownership costs of our new headquarters building in Birmingham for the second quarter of 2018 were approximately $\$ 85,000$ less than rental payments and amortization of leasehold improvements during the second quarter of 2017. Other operating expense for the second quarter of 2018 increased $\$ 922,000$, or $16 \%$, to $\$ 6.6$ million from $\$ 5.6$ million in the second quarter of 2017.

Income tax expense decreased $\$ 1.7$ million, or $17 \%$, to $\$ 8.3$ million in the second quarter of 2018 , compared to $\$ 10.0$ million in the second quarter of 2017. Lower corporate income tax rates resulting from the passage of the Tax Cuts and Jobs Act in December 2017 has resulted in lower effective tax rates. We also recognized a reduction in provision for income taxes resulting from excess tax benefits from the exercise and vesting of stock options and restricted stock during the second quarter of 2018 and 2017 of $\$ 457,000$ and $\$ 1.4$ million, respectively. Our effective tax rate for the second quarter of 2018 and 2017 was $19.9 \%$ and $29.2 \%$, respectively.

## GAAP Reconciliation and Management Explanation of Non-GAAP Financial Measures

This press release contains certain non-GAAP financial measures, including tangible common stockholders' equity, total tangible assets, tangible book value per share and tangible common equity to total tangible assets, each of which excludes goodwill and core deposit intangibles associated with our acquisition of Metro Bancshares, Inc. in January 2015. We believe these non-GAAP financial measures provide useful information to management and investors that is supplementary to our financial condition, results of operations and cash flows computed in accordance with GAAP; however, we acknowledge that these non-GAAP financial measures have a number of limitations. As such, you should not view these disclosures as a substitute for results determined in accordance with GAAP, and they are not necessarily comparable to non-GAAP financial measures that other companies, including those in our industry, use. The following reconciliation table provides a more detailed analysis of the non-GAAP financial measures as of and for the comparative periods presented in this press release. Dollars are in thousands, except share and per share data.

Book value per share - GAAP
Total common stockholders' equity - GAAP Adjustments:

|  | $\begin{gathered} \text { At June } 30, \\ 2018 \end{gathered}$ | $\begin{gathered} \text { At March 31, } \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { At December 31, } \\ 2017 \end{gathered}$ |  | At September 30, 2017 |  | $\begin{gathered} \text { At June 30, } \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 12.33 | \$ | 11.84 | \$ | 11.47 | \$ | 11.14 | \$ | 10.72 |
|  | 655,114 |  | 629,297 |  | 607,604 |  | 590,213 |  | 67,086 |

Adjusted for goodwill and core deposit intangible asset

| 14,584 |  | 14,652 |  | 14,719 |  | 14,787 |  | 14,855 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 640,530 | \$ | 614,645 | \$ | 592,885 | \$ | 575,426 | \$ | 552,231 |
| \$ 12.05 | \$ | 11.56 | \$ | 11.19 | \$ | 10.86 | , | 10.44 |
| 9.25\% |  | 8.98\% |  | 8.58\% |  | 8.79\% |  | 8.96\% |
| \$ 7,084,562 | \$ | 7,011,735 | \$ | 7,082,384 | \$ | 6,712,103 |  | 6,329,599 |
| 14,584 |  | 14,652 |  | 14,719 |  | 14,787 |  | 14,855 |
| \$ 7,069,978 | \$ | 6,997,083 | \$ | 7,067,665 | \$ | 6,697,316 |  | 6,314,744 |
| 9.06\% |  | 8.78\% |  | 8.39\% |  | 8.59\% |  | 8.75\% |

## About ServisFirst Bancshares, Inc.

ServisFirst Bancshares, Inc. is a bank holding company based in Birmingham, Alabama. Through its subsidiary ServisFirst Bank, ServisFirst Bancshares, Inc. provides business and personal financial services from locations in Birmingham, Huntsville, Montgomery, Mobile and Dothan, Alabama, Pensacola and Tampa Bay, Florida, Atlanta, Georgia, Charleston, South Carolina and Nashville, Tennessee.

ServisFirst Bancshares, Inc. files periodic reports with the U.S. Securities and Exchange Commission (SEC). Copies of its filings may be obtained through the SEC's website at www.sec.gov or at www.servisfirstbancshares.com.

Statements in this press release that are not historical facts, including, but not limited to, statements concerning future operations, results or performance, are hereby identified as "forward-looking statements" for the purpose of the safe harbor provided by Section $21 E$ of the Securities Exchange Act of 1934 and Section 27A of the Securities Act of 1933. The words "believe," "expect," "anticipate," "project," "plan," "intend," "will," "would," "might" and similar expressions often signify forward-looking statements. Such statements involve inherent risks and uncertainties. ServisFirst Bancshares, Inc. cautions that such forward-looking statements, wherever they occur in this press release or in other statements attributable to ServisFirst Bancshares, Inc., are necessarily estimates reflecting the judgment of ServisFirst Bancshares, Inc.'s senior management and involve a number of risks and uncertainties that could cause actual results to differ materially from those suggested by the forward-looking statements. Such forward-looking statements should, therefore, be considered in light of various factors that could affect the accuracy of such forward-looking statements, including: general economic conditions, especially in the credit markets and in the Southeast; the performance of the capital markets; changes in interest rates, yield curves and interest rate spread relationships; changes in accounting and tax principles, policies or guidelines; changes in legislation or regulatory requirements; changes in our loan portfolio and the deposit base; possible changes in laws and regulations and governmental monetary and fiscal policies, including, but not limited to, economic stimulus initiatives; the cost and other effects of legal and administrative cases and similar contingencies; possible changes in the creditworthiness of customers and the possible impairment of the collectability of loans and the value of collateral; the effect of natural disasters, such as hurricanes and tornadoes, in our geographic markets; and increased competition from both banks and non-bank financial institutions. The foregoing list of factors is not exhaustive. For discussion of these and other risks that may cause actual results to differ from expectations, please refer to "Cautionary Note Regarding Forward-looking Statements" and "Risk Factors" in our most recent Annual Report on Form 10-K and our other SEC filings. If one or more of the factors affecting our forward-looking information and statements proves incorrect, then our actual results, performance or achievements could differ materially from those expressed in, or implied by, forwardlooking information and statements contained herein. Accordingly, you should not place undue reliance on any forward-looking statements, which speak only as of the date made. ServisFirst Bancshares, Inc. assumes no obligation to update or revise any forward-looking statements that are made from time to time.

More information about ServisFirst Bancshares, Inc. may be obtained over the Internet at www.servisfirstbancshares.com or by calling (205) 949-0302.

CONTACT: ServisFirst Bank
Davis Mange (205) 949-3420
dmange@servisfirstbank.com

## SELECTED FINANCIAL HIGHLIGHTS

(UNAUDITED)
(In thousands except share and per share data)

| $\begin{gathered} \text { 2nd Quarter } \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { 1st Quarter } \\ 2018 \end{gathered}$ |  | 4th Quarter 2017 |  | $\begin{gathered} \text { 3rd Quarter } \\ 2017 \\ \hline \end{gathered}$ |  | 2nd Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 78,396 | \$ | 74,009 | \$ | 72,060 | \$ | 67,641 | \$ | 63,538 |
|  | 13,874 |  | 11,573 |  | 10,652 |  | 9,245 |  | 7,971 |
|  | 64,522 |  | 62,436 |  | 61,408 |  | 58,396 |  | 55,567 |
|  | 4,121 |  | 4,139 |  | 9,055 |  | 4,803 |  | 4,381 |

Net interest income after provision for loan losses
Non-interest income
Non-interest expense
Income before income tax
Provision for income tax
Net income
Preferred stock dividends
Net income available to common stockholders
Earnings per share - basic
Earnings per share - diluted
Average diluted shares outstanding

## CONSOLIDATED BALANCE SHEET DATA

Total assets
Loans
Debt securities
Non-interest-bearing demand deposits
Total deposits
Borrowings
Stockholders' equity

Shares outstanding
Book value per share
Tangible book value per share (1)

| 60,401 | 58,297 | 52,353 | 53,593 | 51,186 |
| :---: | :---: | :---: | :---: | :---: |
| 5,459 | 4,869 | 4,905 | 4,790 | 4,805 |
| 24,010 | 23,512 | 21,255 | 21,497 | 21,875 |
| 41,850 | 39,654 | 36,003 | 36,886 | 34,116 |
| 8,310 | 7,051 | 14,853 | 11,627 | 9,952 |
| 33,540 | 32,603 | 21,150 | 25,259 | 24,164 |
| 31 | - | 31 | - | 31 |
| \$ 33,509 | \$ 32,603 | \$ 21,119 | \$ 25,259 | \$ 24,133 |
| \$ 0.63 | \$ 0.61 | \$ 0.40 | \$ 0.48 | \$ 0.46 |
| \$ 0.62 | \$ 0.60 | \$ 0.39 | \$ 0.47 | \$ 0.45 |
| 54,196,023 | 54,183,400 | 54,161,788 | 54,099,672 | 54,100,604 |


| \$ | 7,084,562 | \$ | 7,011,735 | \$ | 7,082,384 | \$ | 6,712,103 | \$ | 6,329,599 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6,129,649 |  | 5,928,327 |  | 5,851,261 |  | 5,628,765 |  | 5,343,688 |
|  | 583,799 |  | 560,885 |  | 538,330 |  | 522,724 |  | 518,065 |
|  | 1,481,447 |  | 1,407,592 |  | 1,440,326 |  | 1,405,965 |  | 1,373,353 |
|  | 6,085,682 |  | 5,977,387 |  | 6,091,674 |  | 5,796,901 |  | 5,394,810 |
|  | 64,648 |  | 64,739 |  | 64,832 |  | 54,975 |  | 55,075 |
| \$ | 655,114 | \$ | 629,297 | \$ | 607,604 | \$ | 590,213 | \$ | 567,086 |
|  | 53,150,733 |  | 53,147,169 |  | 52,992,586 |  | 52,970,310 |  | 52,909,362 |
| \$ | 12.33 | \$ | 11.84 | \$ | 11.47 | \$ | 11.14 | \$ | 10.72 |
| \$ | 12.05 | \$ | 11.56 | \$ | 11.19 | \$ | 10.86 | \$ | 10.44 |

## SELECTED FINANCIAL RATIOS

|  | $3.82 \%$ | $3.81 \%$ | $3.66 \%$ | $3.77 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Net interest margin | $1.91 \%$ | $1.91 \%$ | $1.20 \%$ | $1.55 \%$ |
| Return on average assets | $20.89 \%$ | $21.40 \%$ | $13.97 \%$ | $17.28 \%$ |
| Return on average common stockholders' equity | $34.31 \%$ | $34.93 \%$ | $32.05 \%$ | $34.02 \%$ |
| Efficiency ratio | $1.42 \%$ | $1.43 \%$ | $1.26 \%$ | $1.38 \%$ |
| Non-interest expense to average earning assets |  |  |  | $17.55 \%$ |
|  |  |  |  |  |
| CAPITAL RATIOS (2) | $10.08 \%$ | $9.88 \%$ | $9.51 \%$ |  |
| Common equity tier 1 capital to risk-weighted assets | $10.08 \%$ | $9.88 \%$ | $9.52 \%$ | $9.60 \%$ |
| Tier 1 capital to risk-weighted assets | $12.10 \%$ | $11.91 \%$ | $11.52 \%$ | $11.57 \%$ |
| Total capital to risk-weighted assets | $9.21 \%$ | $8.95 \%$ | $8.51 \%$ | $8.91 \%$ |
| Tier 1 capital to average assets | $9.06 \%$ | $8.78 \%$ | $8.39 \%$ | $8.59 \%$ |
| Tangible common equity to total tangible assets (1) |  |  |  | $9.72 \%$ |

(1) See "GAAP Reconciliation and Management Explanation of Non-GAAP Financial Measures" for a discussion of these Non-GAAP financial measures.
(2) Regulatory capital ratios for most recent period are preliminary.

CONSOLIDATED BALANCE SHEETS (UNAUDITED)
(Dollars in thousands)

ASSETS
Cash and due from banks
Interest-bearing balances due from depository institutions
Federal funds sold
Cash and cash equivalents
Available for sale debt securities, at fair value
June 30, 2018 June 30, 2017 \% Change
$\begin{array}{lllll}\$ & 68,344 & \$ & 71,181 & (4) \%\end{array}$
81,742 134,694

| 15,585 | 49,443 | (68) \% |
| :---: | :---: | :---: |
| 165,671 | 255,318 | (35) \% |
| 583,549 | 438,808 | 33 \% |

Held to maturity debt securities (fair value of $\$ 250$ and $\$ 80,532$ at
June 30, 2018 and 2017, respectively)
$250 \quad 79,257 \quad(100) \%$
Restricted equity securities
993 1,037
(4) \%

Mortgage loans held for sale
4,605
(19) \%

Loans
Less allowance for loan losses
Loans, net
Premises and equipment, net
Goodwill and other identifiable intangible assets
Other assets
Total assets
LIABILITIES AND STOCKHOLDERS' EQUITY
Liabilities:
Deposits:
Non-interest-bearing
Interest-bearing
Total deposits
Federal funds purchased
Other borrowings
Other liabilities
Total liabilities
Stockholders' equity:
Preferred stock, par value $\$ 0.001$ per share; $1,000,000$ authorized and undesignated at June 30, 2018 and June 30, 2017
Common stock, par value $\$ 0.001$ per share; $100,000,000$ shares authorized; $53,150,733$ shares issued and outstanding at June 30, 2018, and 52,909,362 shares issued and outstanding at June 30, 2017
Additional paid-in capital
Retained earnings
Accumulated other comprehensive income
Noncontrolling interest
Total stockholders' equity
Total liabilities and stockholders' equity

| \$ | 1,481,447 | \$ 1,373,353 | 8 \% |
| :---: | :---: | :---: | :---: |
|  | 4,604,235 | 4,021,457 | 14 \% |
|  | 6,085,682 | 5,394,810 | 13 \% |
|  | 262,659 | 300,226 | (13) \% |
|  | 64,648 | 55,075 | 17 \% |
|  | 16,459 | 12,402 | 33 \% |
|  | 6,429,448 | 5,762,513 | 12 \% |


| $\begin{array}{r} 6,129,649 \\ (64,239) \\ \hline \end{array}$ |  |  | 5,343,688 | 15 \% |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | $(55,059)$ | 17 \% |
|  | 6,065,410 |  | 5,288,629 | 15 \% |
|  | 58,299 |  | 51,797 | 13 \% |
|  | 14,584 |  | 14,855 | (2) \% |
|  | 191,200 |  | 194,225 | (2) \% |
| \$ | 7,084,562 | \$ | 6,329,599 | 12 \% |


|  | 53 |  | 53 | - \% |
| :---: | :---: | :---: | :---: | :---: |
|  | 217,765 |  | 217,271 | - \% |
|  | 443,972 |  | 348,517 | 27 \% |
|  | $(7,178)$ |  | 743 | N/M |
|  | 502 |  | 502 | - \% |
|  | 655,114 |  | 567,086 | 16 \% |
| \$ | 7,084,562 | \$ | 6,329,599 | 12 \% |

## CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

(In thousands except per share data)


Total non-interest income
Non-interest expense:
Salaries and employee benefits

|  | 5,459 |  | 4,805 |  | 10,328 |  | 9,351 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 13,098 |  | 12,031 |  | 26,394 |  | 23,744 |
|  | 2,113 |  | 2,265 |  | 4,067 |  | 4,505 |
|  | 924 |  | 808 |  | 1,729 |  | 1,579 |
|  | 1,159 |  | 1,081 |  | 2,292 |  | 2,078 |
|  | 160 |  | 56 |  | 476 |  | 132 |
|  | 6,556 |  | 5,634 |  | 12,564 |  | 11,104 |
|  | 24,010 |  | 21,875 |  | 47,522 |  | 43,142 |
|  | 41,850 |  | 34,116 |  | 81,504 |  | 64,461 |
|  | 8,310 |  | 9,952 |  | 15,361 |  | 17,778 |
|  | 33,540 |  | 24,164 |  | 66,143 |  | 46,683 |
|  | 31 |  | 31 |  | 31 |  | 31 |
| \$ | 33,509 | \$ | 24,133 | \$ | 66,112 | \$ | 46,652 |
| \$ | 0.63 | \$ | 0.46 | \$ | 1.24 | \$ | 0.88 |
| \$ | 0.62 | \$ | 0.45 | \$ | 1.22 | \$ | 0.86 |

LOANS BY TYPE (UNAUDITED)
(In thousands)

|  | 2nd Quarter 2018 |  | 1st Quarter 2018 |  | 4th Quarter 2017 |  | 3rd Quarter 2017 |  | 2nd Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial, financial and agricultural | \$ | 2,345,879 | \$ | 2,329,904 | \$ | 2,279,366 | \$ | 2,223,910 | \$ | 2,123,498 |
| Real estate - construction |  | 522,788 |  | 506,050 |  | 580,874 |  | 467,838 |  | 395,398 |
| Real estate - mortgage: |  |  |  |  |  |  |  |  |  |  |
| Owner-occupied commercial |  | 1,383,882 |  | 1,349,679 |  | 1,328,666 |  | 1,323,383 |  | 1,272,659 |
| 1-4 family mortgage |  | 584,133 |  | 581,498 |  | 603,063 |  | 593,180 |  | 565,121 |
| Other mortgage |  | 1,225,906 |  | 1,099,482 |  | 997,079 |  | 962,690 |  | 931,788 |
| Subtotal: Real estate - mortgage |  | 3,193,921 |  | 3,030,659 |  | 2,928,808 |  | 2,879,253 |  | 2,769,568 |
| Consumer |  | 67,061 |  | 61,714 |  | 62,213 |  | 57,764 |  | 55,224 |
| Total loans | \$ | 6,129,649 | \$ | 5,928,327 | \$ | 5,851,261 | \$ | 5,628,765 | \$ | 5,343,688 |

## SUMMARY OF LOAN LOSS EXPERIENCE (UNAUDITED)

(Dollars in thousands)

Allowance for loan losses:
Beginning balance
Loans charged off:
Commercial, financial and agricultural
Real estate - construction
Real estate - mortgage
Consumer
Total charge offs
Recoveries:
Commercial, financial and agricultural
Real estate - construction
Real estate - mortgage
Consumer
Total recoveries
$\underline{\text { 2nd Quarter } 2018}$ 1st Quarter 2018 4th Quarter 2017 3rd Quarter 2017 2nd Quarter 2017
$\begin{array}{llllllllll}\$ & 62,050 & \$ & 59,406 & \$ & 58,459 & \$ & 55,059 & \$ & 53,892\end{array}$

| 1,732 | 1,088 | 7,064 | 924 | 3,067 |
| ---: | ---: | ---: | ---: | ---: |
| - | - | - | 16 | 40 |
| 440 | 381 | 1,134 | 550 | 106 |
| 47 | 88 | 137 | 65 | 33 |
| 2,219 | 1,557 | 8,335 | 1,555 | 3,246 |

Net charge-offs
Provision for loan losses
Ending balance

|  | 173 |  | 4 |  | 64 |  | 67 |  | 16 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97 |  | 7 |  | 126 |  | 12 |  | 14 |
|  | 2 |  | 42 |  | 26 |  | 59 |  | 2 |
|  | 15 |  | 9 |  | 11 |  | 14 |  | - |
|  | 287 |  | 62 |  | 227 |  | 152 |  | 32 |
|  | 1,932 |  | 1,495 |  | 8,108 |  | 1,403 |  | 3,214 |
|  | 4,121 |  | 4,139 |  | 9,055 |  | 4,803 |  | 4,381 |
| \$ | 64,239 | \$ | 62,050 | \$ | 59,406 | \$ | 58,459 | \$ | 55,059 |



TROUBLED DEBT RESTRUCTURINGS (TDRs) (UNAUDITED)
(In thousands)

Beginning balance:
Additions
Removal from TDR
Net (paydowns) / advances
Charge-offs

| 2nd Quarter 2018 |  | 1st Quarter 2018 |  | 4th Quarter 2017 |  | 3rd Quarter 2017 |  | 2nd Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 18,792 | \$ | 20,572 | \$ | 16,354 | \$ | 16,370 | \$ | 7,269 |
|  | - |  | - |  | 4,233 |  | - |  | 12,716 |
|  | - |  | - |  | - |  | - |  | (535) |
|  | (267) |  | $(1,080)$ |  | (15) |  | (16) |  | $(1,380)$ |
|  | $(1,268)$ |  | (700) |  | - |  | - |  | $(1,700)$ |
| \$ | 17,257 | \$ | 18,792 | \$ | 20,572 | \$ | 16,354 | \$ | 16,370 |

## CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

(In thousands except per share data)

Interest income:
Interest and fees on loans
Taxable securities
Nontaxable securities
Federal funds sold
Other interest and dividends
Total interest income
Deposits
Borrowed funds
Total interest expense
Net interest income
Provision for loan losses
Net interest income after provision for loan losses
Service charges on deposit accounts
Mortgage banking
Credit card income
Securities gains
Increase in cash surrender value life insurance

| $\begin{gathered} \text { 2nd Quarter } \\ 2018 \end{gathered}$ | $\begin{gathered} \text { 1st Quarter } \\ 2018 \end{gathered}$ | 4th Quarter 2017 | 3rd Quarter 2017 | $\begin{gathered} \text { 2nd Quarter } \\ 2017 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| \$ 73,620 | \$ 69,674 | \$ 67,357 | \$ 63,857 | \$ 59,912 |
| 3,127 | 2,745 | 2,468 | 2,288 | 2,274 |
| 623 | 656 | 702 | 729 | 752 |
| 694 | 551 | 508 | 379 | 287 |
| 332 | 383 | 1,025 | 388 | 313 |
| 78,396 | 74,009 | 72,060 | 67,641 | 63,538 |
| 11,714 | 9,621 | 8,954 | 7,574 | 6,321 |
| 2,160 | 1,952 | 1,698 | 1,671 | 1,650 |
| 13,874 | 11,573 | 10,652 | 9,245 | 7,971 |
| 64,522 | 62,436 | 61,408 | 58,396 | 55,567 |
| 4,121 | 4,139 | 9,055 | 4,803 | 4,381 |
| 60,401 | 58,297 | 52,353 | 53,593 | 51,186 |
| 1,653 | 1,585 | 1,499 | 1,467 | 1,382 |
| 789 | 518 | 894 | 978 | 1,064 |
| 1,756 | 1,578 | 1,298 | 1,149 | 1,189 |
| - | 4 | - | - |  |
| 786 | 777 | 797 | 825 | 785 |

Other operating income
Total non-interest income
Salaries and employee benefits
Equipment and occupancy expense
Professional services

|  | 475 |  | 407 |  | 417 |  | 371 |  | 385 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 5,459 |  | 4,869 |  | 4,905 |  | 4,790 |  | 4,805 |
|  | 13,098 |  | 13,296 |  | 11,432 |  | 12,428 |  | 12,031 |
|  | 2,113 |  | 1,954 |  | 1,566 |  | 1,947 |  | 2,265 |
|  | 924 |  | 805 |  | 833 |  | 805 |  | 808 |
|  | 1,159 |  | 1,133 |  | 1,030 |  | 810 |  | 1,081 |
|  | 160 |  | 316 |  | 160 |  | 31 |  | 56 |
|  | 6,556 |  | 6,008 |  | 6,234 |  | 5,476 |  | 5,634 |
|  | 24,010 |  | 23,512 |  | 21,255 |  | 21,497 |  | 21,875 |
|  | 41,850 |  | 39,654 |  | 36,003 |  | 36,886 |  | 34,116 |
|  | 8,310 |  | 7,051 |  | 14,853 |  | 11,627 |  | 9,952 |
|  | 33,540 |  | 32,603 |  | 21,150 |  | 25,259 |  | 24,164 |
|  | 31 |  | - |  | 31 |  | - |  | 31 |
| \$ | 33,509 | \$ | 32,603 | \$ | 21,119 | \$ | 25,259 | \$ | 24,133 |
| \$ | 0.63 | \$ | 0.61 | \$ | 0.40 | \$ | 0.48 | \$ | 0.46 |
| \$ | 0.62 | \$ | 0.60 | \$ | 0.39 | \$ | 0.47 | S | 0.45 |

## AVERAGE BALANCE SHEETS AND NET INTEREST ANALYSIS (UNAUDITED) ON A FULLY TAXABLE-EQUIVALENT BASIS <br> (Dollars in thousands)

Assets:
Interest-earning assets:
Loans, net of unearned income (1)

Taxable
Tax-exempt (2)
Total loans, net of unearned income
Mortgage loans held for sale
Debt securities:
Taxable
Tax-exempt (2)
Total securities (3)
Federal funds sold
Restricted equity securities
Interest-bearing balances
with banks
Total interest-earning assets
Non-interest-earning assets:
Cash and due from banks
Net premises and equipment
Allowance for loan losses, accrued interest and other assets
Total assets

| 2nd Quarter 2018 |  | 1st Quarter 2018 |  | 4th Quarter 2017 |  | 3rd Quarter 2017 |  | 2nd Quarter 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yield |  | Yield |  | Yield |  | Yield |  |  |
| Average | / | Average | / | Average | / | Average | / | Average | Yield / |
| Balance | Rate | Balance | Rate | Balance | Rate | Balance | Rate | Balance | Rate |


| Checking | \$ | 827,540 | 0.56\% | \$ | 899,311 | 0.52\% | \$ | 899,334 | 0.46\% | \$ | 800,437 | 0.42\% | \$ | 779,916 | 0.39\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings |  | 54,842 | 0.34 |  | 53,269 | 0.31 |  | 49,697 | 0.31 |  | 48,313 | 0.30 |  | 48,150 | 0.30 |
| Money market |  | 3,089,595 | 1.10 |  | 3,027,176 | 0.90 |  | 3,065,298 | 0.80 |  | 2,774,061 | 0.74 |  | 2,567,817 | 0.64 |
| Time deposits |  | 596,450 | 1.36 |  | 576,857 | 1.21 |  | 576,010 | 1.16 |  | 546,020 | 1.10 |  | 537,220 | 1.06 |
| Total interest-bearing deposits |  | 4,568,427 | 1.03 |  | 4,556,613 | 0.86 |  | 4,590,339 | 0.77 |  | 4,168,831 | 0.72 |  | 3,933,103 | 0.64 |
| Federal funds purchased |  | 295,309 | 1.87 |  | 297,051 | 1.60 |  | 271,248 | 1.37 |  | 282,806 | 1.34 |  | 336,344 | 1.11 |
| Other borrowings |  | 64,699 | 4.84 |  | 64,805 | 4.89 |  | 60,829 | 4.98 |  | 55,034 | 5.17 |  | 55,130 | 5.22 |
| Total interest-bearing liabilities | \$ | 4,928,435 | 1.13\% |  | 4,918,469 | 0.95\% | \$ | 4,922,416 | 0.86\% | \$ | 4,506,671 | 0.81\% |  | 4,324,577 | 0.74\% |

Non-interest-bearing liabilities:

| Non-interest-bearing demand | 1,469,194 |  | 1,389,217 |  | 1,444,338 |  |  | 1,363,207 |  | 1,338,514 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other liabilities | 13,079 |  | 15,007 |  | 22,029 |  |  | 15,070 |  | 13,739 |  |
| Stockholders' equity | 650,641 |  | 621,004 |  | 599,754 |  |  | 578,626 |  | 556,521 |  |
| Unrealized gains on securities and derivatives | $(7,346)$ |  | $(3,092)$ |  | 194 |  |  | 1,348 |  | 1,187 |  |
| Total liabilities and stockholders' equity | \$ 7,054,003 |  | 6,940,605 | \$ | 6,988,731 |  | \$ | 6,464,922 |  | \$6,234,538 |  |
| interest spread |  |  |  |  |  | 3.43\% |  |  | 3.56\% |  | 3.56\% |
| interest margin |  |  |  |  |  | 3.66\% |  |  | $3.77 \%$ |  | 3.77\% |

(1) Average loans include loans on which the accrual of interest has been discontinued.

Interest income and yields are presented on a fully taxable equivalent basis using a tax rate of $21 \%$ for the quarters in 2018 and $35 \%$ for the (2) quarters in 2017.
(3) Unrealized (losses) gains on available-for-sale debt securities are excluded from the yield calculation.

