

**BANK7 CORP.**

**EARNINGS  
RELEASE**

October 30, 2019



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This presentation and oral statements made regarding the subject of this presentation contain forward-looking statements. These forward-looking statements are subject to significant uncertainties because they are based upon: the amount and timing of future changes in interest rates, market behavior, and other economic conditions; future laws, regulations, and accounting principles; changes in regulatory standards and examination policies, and a variety of other matters. These other matters include, among other things, the direct and indirect effect of economic conditions on interest rates, credit quality, loan demand, liquidity, and monetary and supervisory policies of banking regulators. These forward-looking statements reflect Bank7 Corp.'s current views with respect to, among other things, future events and Bank7 Corp.'s financial performance. Any statements about Bank7 Corp.'s expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. These statements are often, but not always, made through the use of words or phrases such as "anticipate," "believes," "can," "could," "may," "predicts," "potential," "should," "will," "estimate," "plans," "projects," "continuing," "ongoing," "expects," "intends" and similar words or phrases. Any or all of the forward-looking statements in (or conveyed orally regarding) this presentation may turn out to be inaccurate. The inclusion of or reference to forward-looking information in this presentation should not be regarded as a representation by Bank7 Corp. or any other person that the future plans, estimates or expectations contemplated by Bank7 Corp. will be achieved. Bank7 Corp. has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that Bank7 Corp. believes may affect its financial condition, results of operations, business strategy and financial needs. Bank7 Corp.'s actual results could differ materially from those anticipated in such forward-looking statements as a result of risks, uncertainties and assumptions that are difficult to predict. If one or more events related to these or other risks or uncertainties materialize, or if Bank7 Corp.'s underlying assumptions prove to be incorrect, actual results may differ materially from what Bank7 Corp. anticipates. You are cautioned not to place undue reliance on forward-looking statements. Further, any forward-looking statement speaks only as of the date on which it is made and Bank7 Corp. undertakes no obligation to update or revise any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events, except as may be required by law. All forward-looking statements herein are qualified by these cautionary statements.

Within this presentation, we reference certain market, industry and demographic data, forecasts and other statistical information. We have obtained this data, forecasts and information from various independent, third party industry sources and publications. Nothing in the data, forecasts or information used or derived from third party sources should be construed as advice. Some data and other information are also based on our good faith estimates, which are derived from our review of industry publications and surveys and independent sources. We believe that these sources and estimates are reliable, but have not independently verified them. Statements as to our market position are based on market data currently available to us. Although we are not aware of any misstatements regarding the economic, employment, industry and other market data presented herein, these estimates involve inherent risks and uncertainties and are based on assumptions that are subject to change.

This presentation includes certain non-GAAP financial measures, including pro forma net income, tax-adjusted net income, tax-adjusted earnings per share, tax-adjusted return on average assets and tax-adjusted return on average shareholders' equity. These non-GAAP financial measures and any other non-GAAP financial measures that we discuss in this presentation should not be considered in isolation, and should be considered as additions to, and not substitutes for or superior to, measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of Bank7 Corp.'s non-GAAP financial measures as tools for comparison. See the table on Slide 15 of this presentation for a reconciliation of the non-GAAP financial measures used in (or conveyed orally during) this presentation to their most directly comparable GAAP financial measures.

- One of the Top Performing Community Banks in the United States<sup>(1)</sup>
- Track Record of Strong Profitability and Expense Control
- Intense Focus on Underwriting and Asset Quality
- Scalable and Consistently Growing Platform



	September 30, 2018	September 30, 2019	\$ Change	% Change
Assets	\$751 million	\$826 million	\$75 million	10.0%
Loans	\$585 million	\$675 million	\$90 million	15.4%
Deposits	\$664 million	\$722 million	\$58 million	8.7%

(1) Best-performing community banks of 2018 under \$3B in assets, S&P Global Market Intelligence - <https://www.spglobal.com/marketintelligence/en/news-insights/trending/5zt6a8x6w9-uBR3RAAq5xg2>

# Third Quarter Accomplishments



## YOY Balance Sheet Growth

- The Company ended the quarter with \$826.3 million in total assets, \$674.6 million in total loans, \$722.1 million in total deposits, and \$98.8 million in tangible shareholders' equity.
- Changes from Q3 2018 to Q3 2019:
  - Total assets increased \$75.2 million, or 10.0%
  - Total loans increased \$89.8 million, or 15.4%
  - Total deposit growth of \$57.8 million, or 8.7%
  - Tangible shareholders' equity increased \$18.1 million, or 22.4%

## Net Interest Income Growth

- The Company earned \$9.8 million in net interest income excluding fees in Q3 2019 compared to \$8.3 million for the same period in 2018.
- Yield on earning assets was 6.50% in Q3 2019 compared to 6.34% for the same period in 2018.
- Net interest margin excluding loan fees was 4.85% in Q3 2019 compared to 4.74% for the same period in 2018.

## Capital Management

- The Company's Board of Directors declared the establishment of a dividend, which pays 10 cents per share (40 cents per share annualized).
- The Company's Board of Directors authorized a stock repurchase program to purchase up to 500,000 shares.

## Footprint Expansion

- During the quarter, we were approved for a Tulsa branch location which we expect to open by January 2020.
- Completed renovations and additions at our Oklahoma City corporate headquarters and branch.

# Bank7 Corp. key statistics as of Q3 2019



## For the Nine Months Ended September 30, 2019

### Balance Sheet

Total assets	\$826.3
Total loans	674.6
Total deposits	722.1
Noninterest-bearing deposits	200.8
Tangible shareholders' equity <sup>(1)</sup>	98.8

### Profitability

		Pro Forma <sup>(2)(3)</sup>
Net Income <sup>(2)(3)</sup>	\$3.7	\$15.4
Efficiency ratio <sup>(2)(3)</sup>	73.32%	37.09%
Return on average assets <sup>(2)(3)</sup>	0.64	2.63
Return on average tangible common equity <sup>(2)(3)</sup>	5.31	21.93
Net interest margin	5.45	
Net interest margin (excluding loan fee income) <sup>(4)</sup>	4.84	
Loans to deposits	93.4	

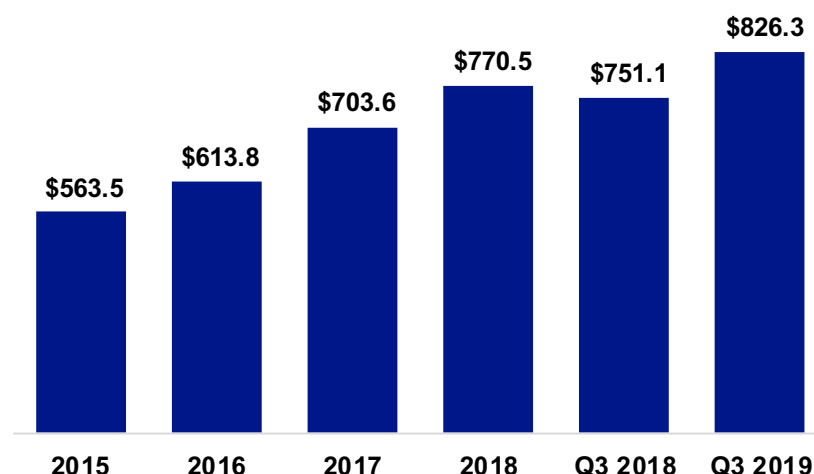
### Capital Ratios

Tangible shareholders' equity to tangible assets <sup>(1)</sup>	11.98%
Tier 1 leverage ratio <sup>(5)</sup>	12.27
Tier 1 risk-based capital ratio <sup>(5)</sup>	15.07
Total risk-based capital ratio <sup>(5)</sup>	16.27

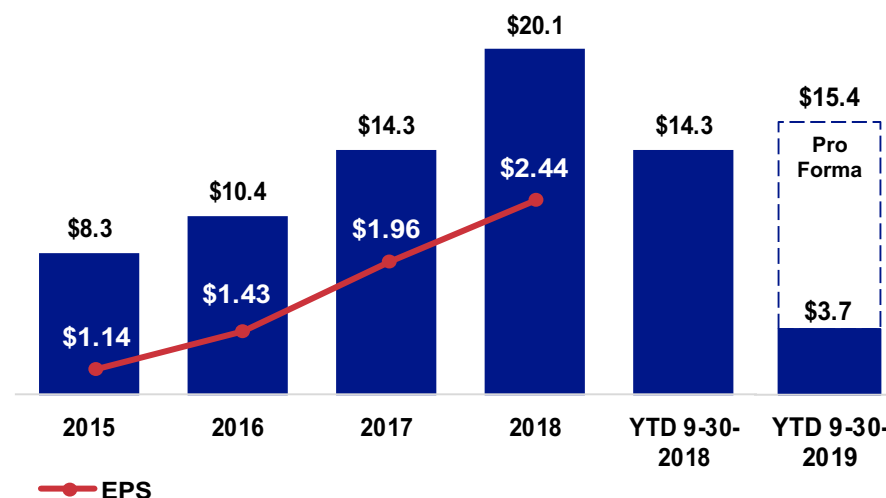
### Asset Quality

Nonperforming assets to loans and OREO	0.64%
Nonperforming loans to total loans	0.63
Allowance for loan losses to total loans	1.16
Allowance for loan losses to nonperforming loans	184.6
Net charge-offs to average loans	-0.002

## Total Assets



## After Tax Net Income & EPS <sup>(2)</sup>



Dollars are in millions, except earnings per share.

Financial data is as of or for the twelve months ended December 31 of each respective year and as of or for the nine months ended September 30, 2019 and 2018.

- (1) Tangible shareholders' equity and tangible shareholders' equity to tangible assets are non-GAAP financial measures. See non-GAAP reconciliation table for reconciliation to their most comparable GAAP measures.
- (2) Profitability metrics are tax-adjusted as if the Company were a C Corporation at the estimated tax rates for the respective periods. EPS calculation is based on diluted shares. Combined federal and state effective tax rates for 2018 and 2019 were 25.1% and 25.0%, respectively.
- (3) Pro Forma YTD net income is a non-GAAP financial measure which adds back the one-time, extraordinary compensation expense related to the non-cash executive stock transaction that took place during the period. See Pro Forma Net Income reconciliation table for detailed calculation of this measure.
- (4) Net interest margin (excluding loan fee income) is a non-GAAP financial measure. See non-GAAP reconciliation table for reconciliation to its most comparable GAAP measure.
- (5) At September 30, 2019, Tier 1 leverage ratio, Tier 1 risk based capital ratio, and total risk-based capital ratios were 12.25%, 15.05%, and 16.25% respectively for the Company.



# Pro Forma Net Income Reconciliation



- On September 5, 2019, our largest shareholders, the Haines Family Trusts, contributed approximately 6.5% of their shares to the Company. Subsequently, the Company immediately issued those shares to certain executive officers, which was charged as compensation expense through the income statement of the Company. This previously announced transaction was a one-time, non-cash expense; however, because the shares were simultaneously contributed into the Company by the Haines Family Trusts, the transaction had a virtual net-zero impact to shareholders' equity.

	For the Nine Months Ended September 30,			
	2019	2018	\$ Change	% Change
<i>(Dollars in thousands)</i>				
<b>Pro Forma Net Income</b>				
Total Interest Income	\$ 38,714	\$ 34,216	\$ 4,498	13.14%
Total Interest Expense	7,178	5,115	2,063	40.33
Net Interest Margin	<u>31,536</u>	<u>29,101</u>	<u>2,435</u>	<u>8.37</u>
Total Noninterest Income	\$ 1,027	\$ 1,069	\$ (42)	(3.89%)
Total Noninterest Expense	\$ 23,875	\$ 11,127	\$ 12,748	114.56%
Stock Transfer Compensation Expense	(11,796)	-	(11,796)	100.00
Pro Forma Noninterest Expense	<u>12,078</u>	<u>11,127</u>	<u>951</u>	<u>9.08</u>
Pro Forma Pre-Tax Income	\$ 20,485	\$ 19,043	\$ 1,442	7.57%
Pro Forma Income Tax Expense <sup>(1)</sup>	\$ 5,107	\$ 4,764	\$ 343	7.21%
Pro Forma Net After-Tax Income	<u>\$ 15,377</u>	<u>\$ 14,279</u>	<u>\$ 1,098</u>	<u>7.69%</u>

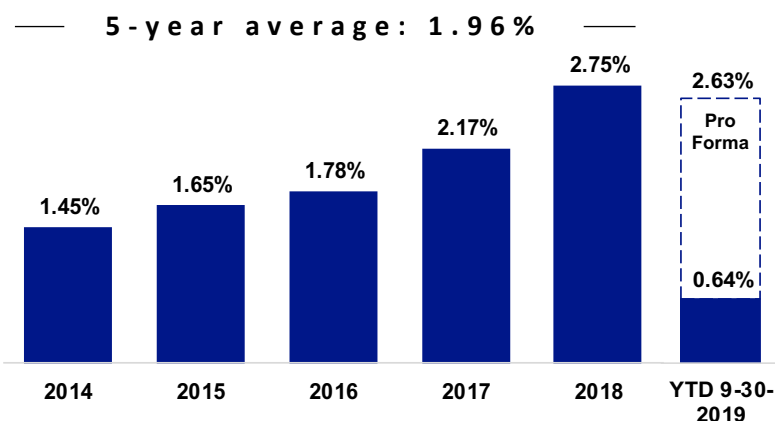
(1) Due to the Company's status as a subchapter S corporation for a portion of 2018, this Pro forma income tax expense was adjusted as if the Company were a C Corporation at the estimated tax rates for the period presented. Combined federal and state effective tax rate for 2018 was 25.1%.

# Strong Historical Performance

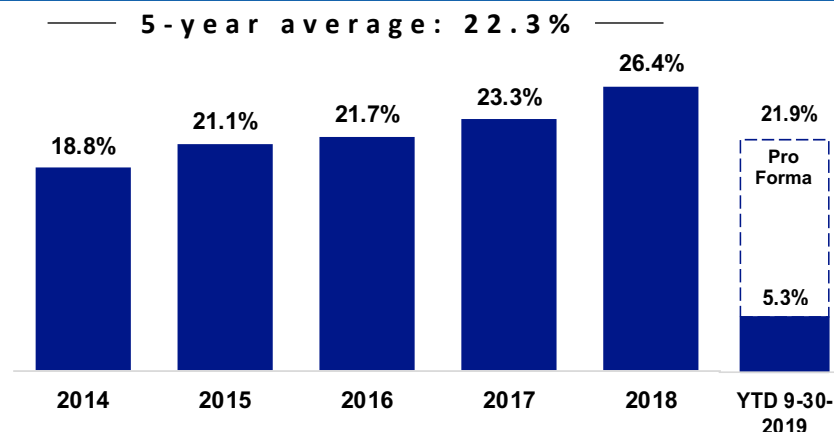


- We continue to produce excellent returns on average assets (ROAA) and also on average tangible common equity (ROATCE). Excluding the one-time non-cash executive stock transaction, pro forma ROAA and ROATCE were 2.63% and 21.9%, respectively.
- We have maintained our excellent efficiency ratio, as highlighted by our low noninterest expense to average assets ratio. Excluding the one-time non-cash executive stock transaction, our pro forma efficiency ratio was 37.1%.

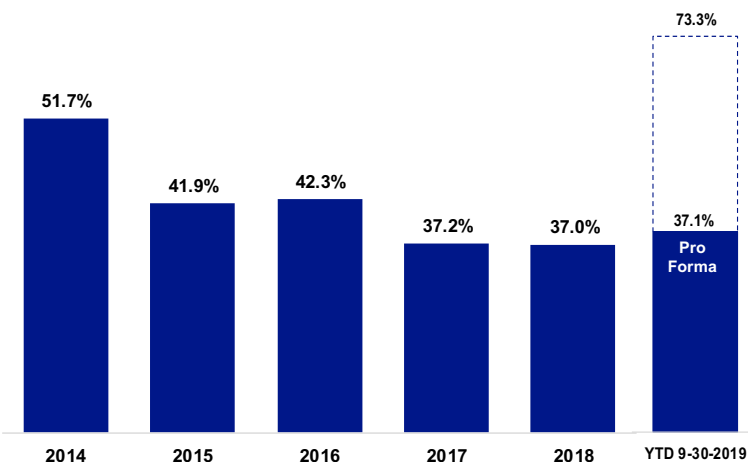
## Return on Average Assets <sup>(1)(2)</sup>



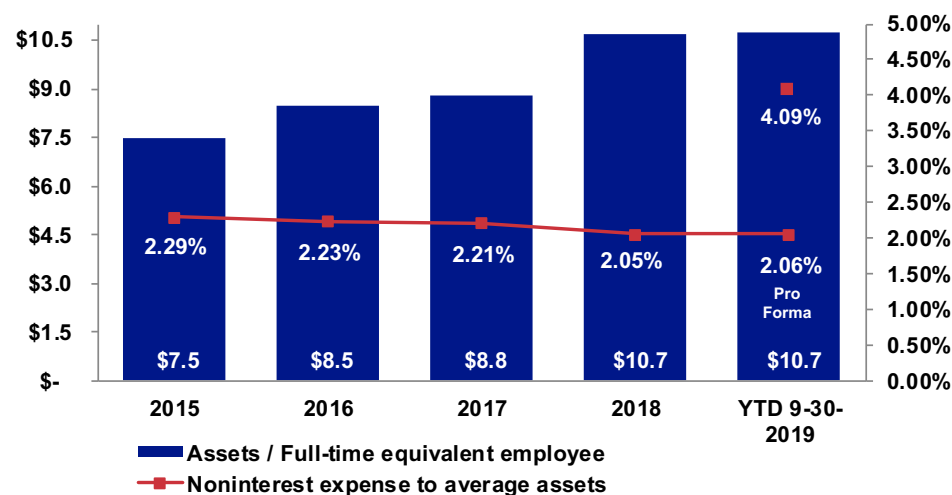
## Return on Average Tangible Common Equity <sup>(1) (2)</sup>



## Efficiency Ratio <sup>(2)</sup>



## Leveraging Our Employee Base <sup>(2)</sup>



Dollars are in millions

Financial data is as of or for the twelve months ended December 31 of each respective year and as of or for the nine months ended September 30, 2019.

(1) Profitability metrics are tax-adjusted as if the Company were a C Corporation at the estimated tax rates for the respective periods.

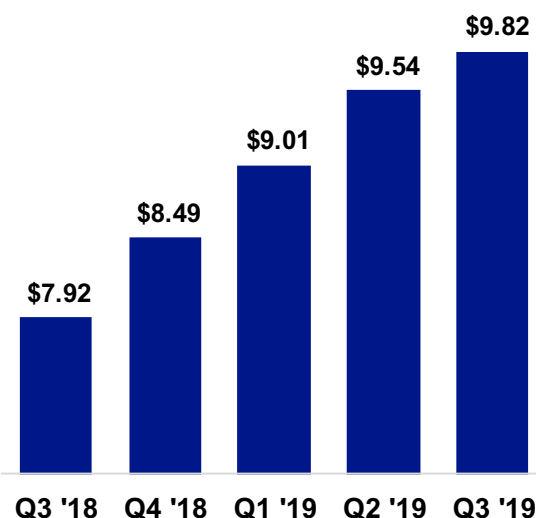
(2) Pro Forma YTD ROAA, ROATCE, efficiency ratio, and noninterest expense to average assets ratio are non-GAAP financial measures. See non-GAAP reconciliation table for reconciliation to their most comparable GAAP measures.

# Balance Sheet and Earnings Growth

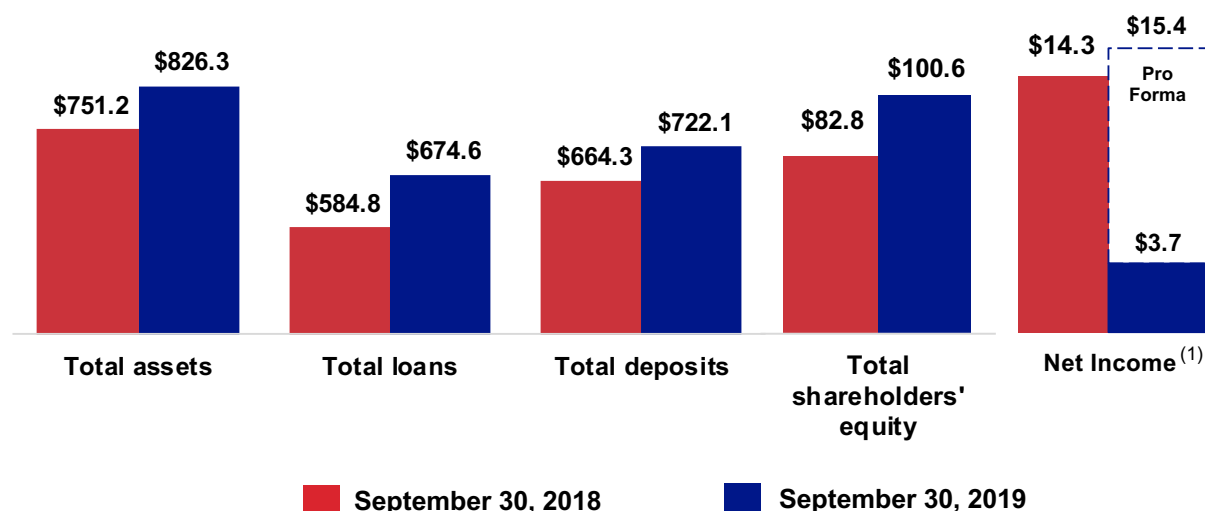


- For the quarter, tangible book value per share grew by \$0.28, or 2.9% (11.7% annualized). Excluding the one-time, non-cash executive stock transaction, tangible book value per share grew by \$0.55, or 5.8% (23.1% annualized).
- YOY balance sheet growth remains strong, highlighted by 15.4% loan growth, deposit growth of 8.7%, 10.0% total asset growth and 21.6% growth in total shareholders' equity.
- Excluding the one-time non-cash executive stock transaction, and despite expenses related to our newly opened Dallas and Tulsa locations, and expenses related to being a public company, we grew YOY earnings.

**Tangible Book Value Per Share <sup>(2)</sup>**



**Balance Sheet and Earnings Growth**



Dollars are in millions, except earnings per share.

Financial data is as of or for the nine months ended September 30, 2019 and 2018.

(1) Net income is tax-adjusted as if the Company were a C Corporation at the estimated tax rates for the respective periods.

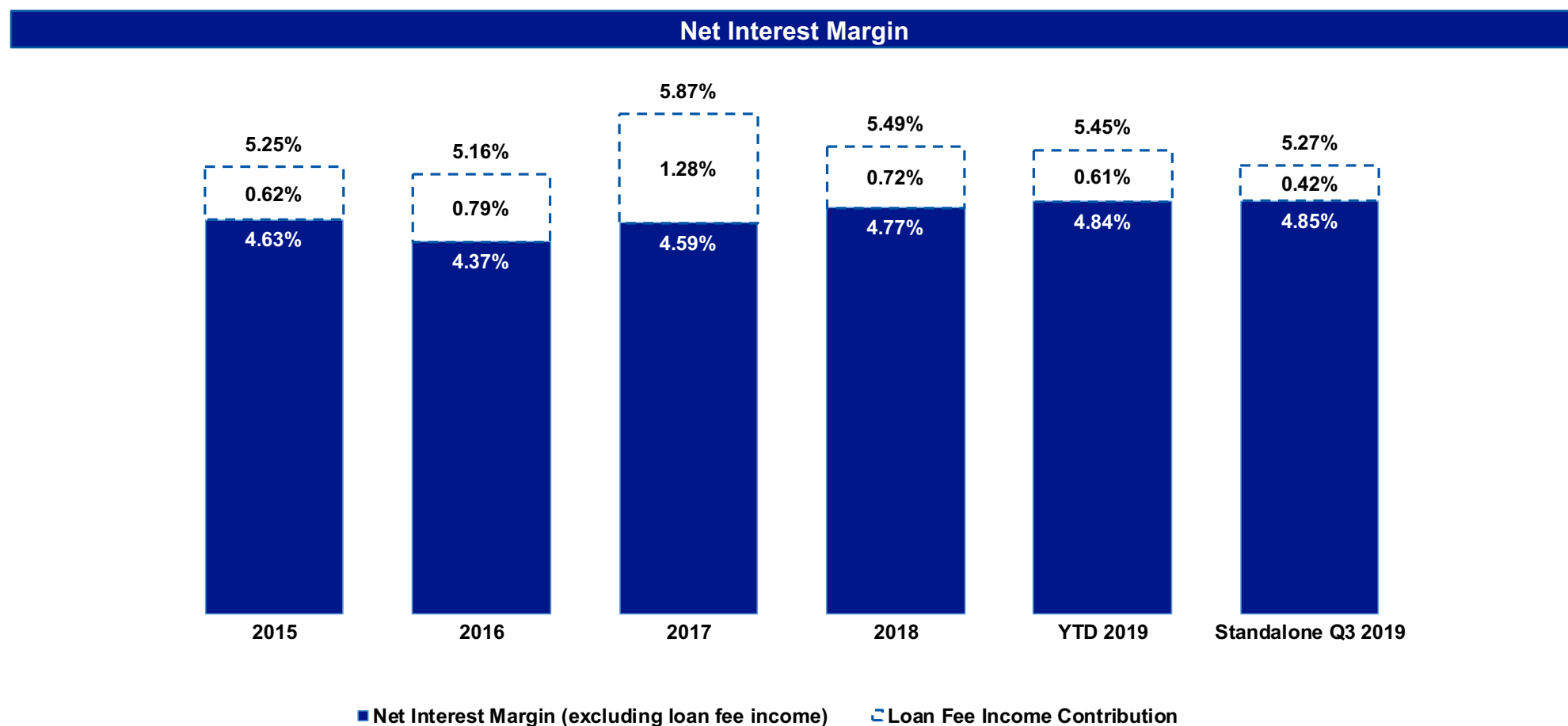
(2) Tangible book value per share is a non-GAAP financial measure. See Appendix for reconciliation to its most comparable GAAP measure.



# Net Interest Margin



- Net interest margin excluding loan fee income continues to remain well within our historical range.

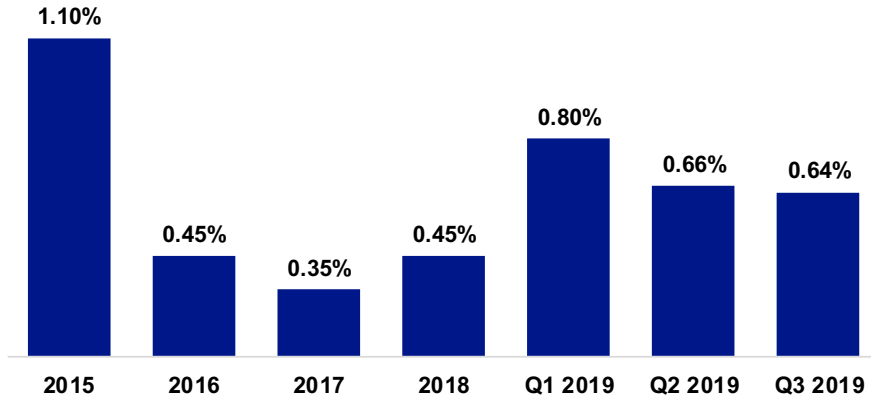


Financial data is as of or for the twelve months ended December 31 of each respective year and as of or for the nine months ended September 30, 2019. Net interest margin (excluding loan fee income) is a non-GAAP financial measure. See Appendix for reconciliation to their most comparable GAAP measures.

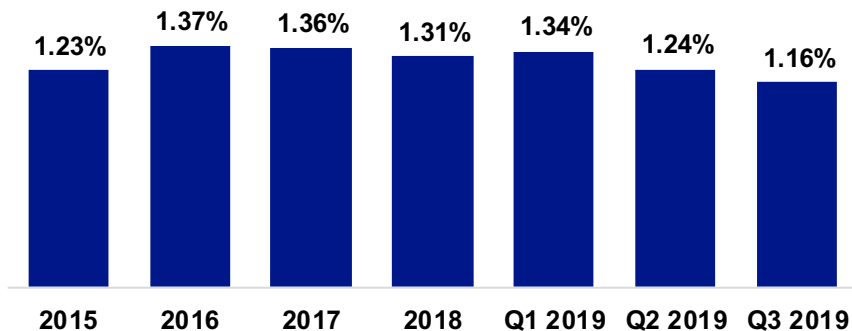
# Asset Quality



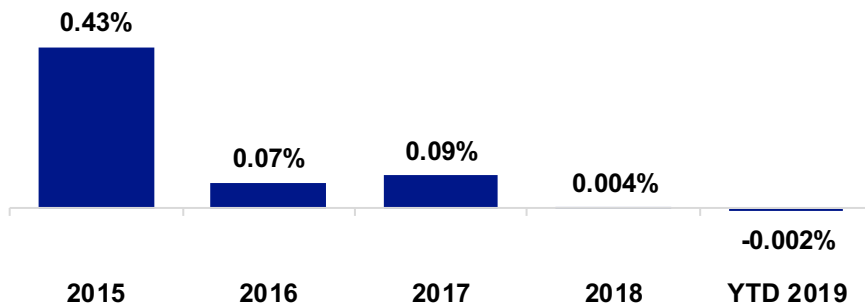
## Nonperforming Assets to Loans and OREO



## Allowance for Loan Losses to Total Loans



## Net Charge-Offs to Average Loans

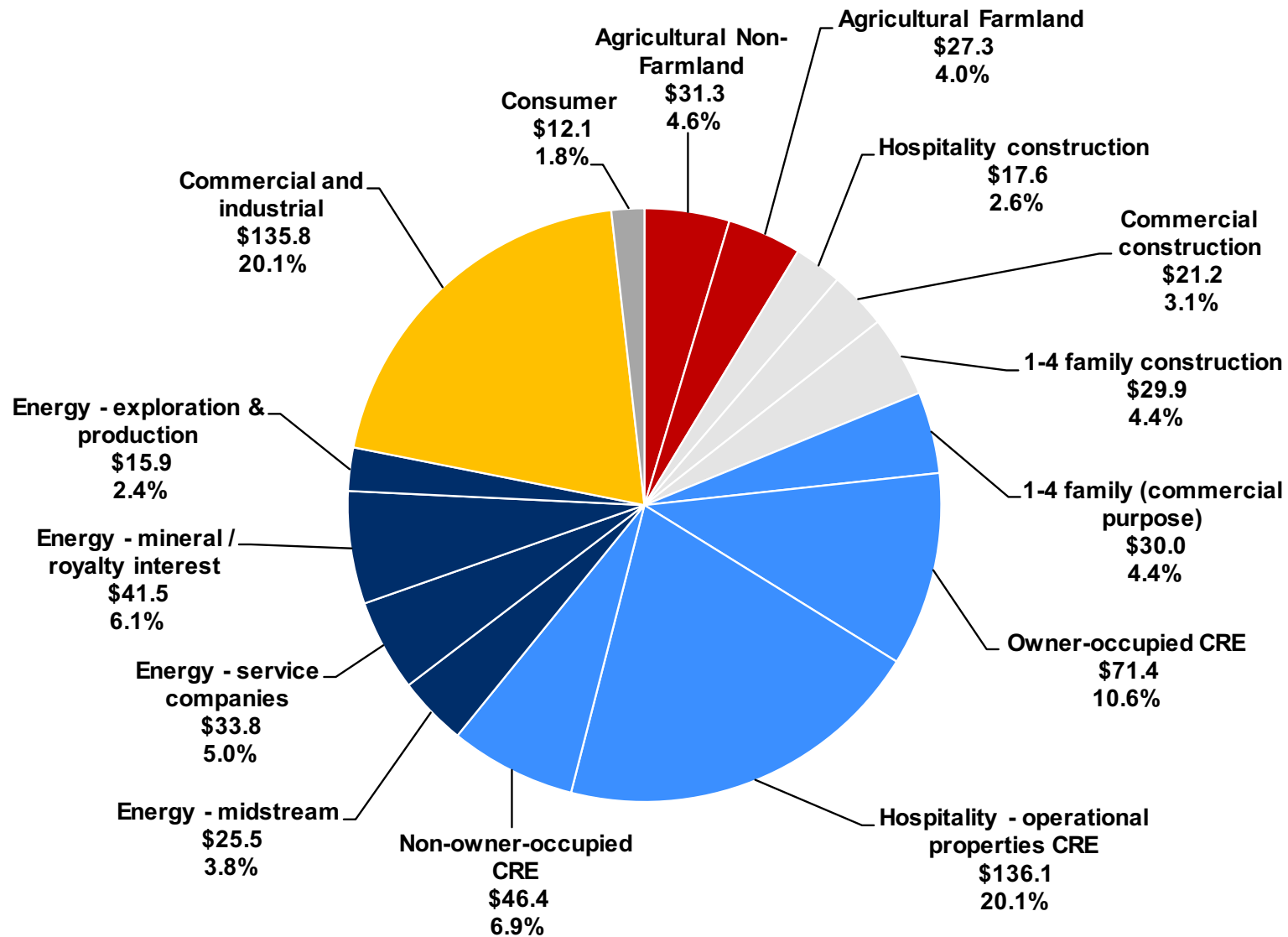


- Asset quality remains strong.
- Quality underwriting and disciplined lending practices have led to low nonperforming asset levels.
- We continue to maintain a strong loan loss reserve.
- Year-to-date net recoveries of \$9,000 as of September 30, 2019.

# Diversified Loan Portfolio



## Gross Loan Portfolio Composition by Purpose Type



# Deposit Composition



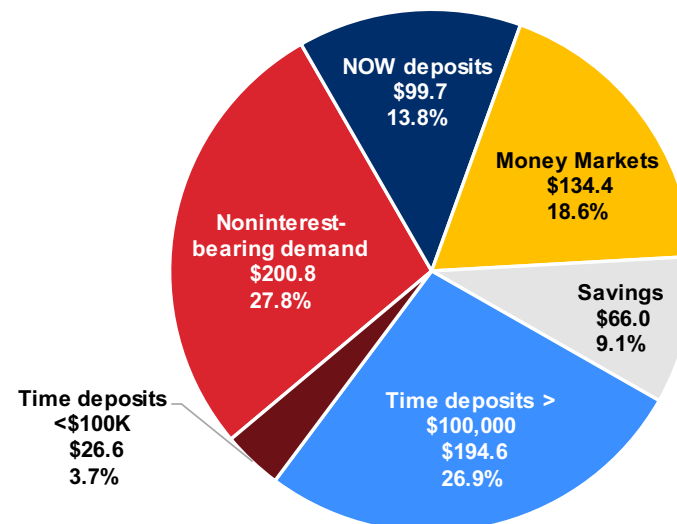
## Commentary

- 84.0% of our loan customers also had a deposit relationship with us as of September 30, 2019.

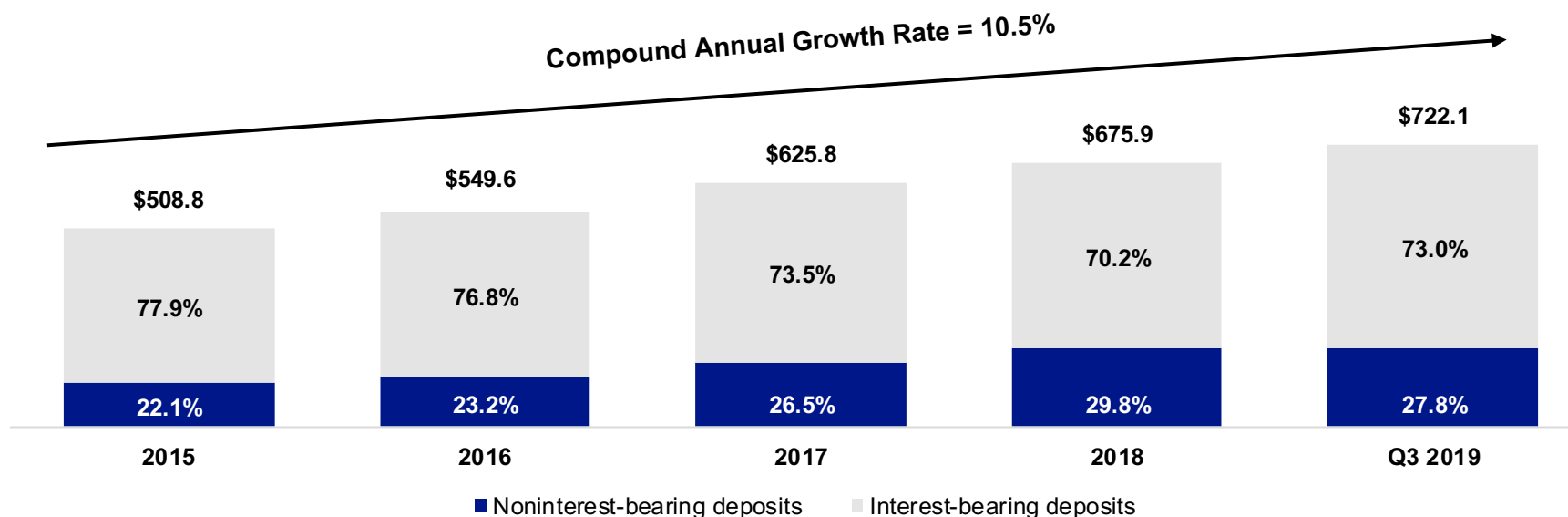
### Core Deposits<sup>(1)</sup>

- Total organic core deposit growth YOY was \$26.2M, or 4.4%.
- Core deposits totaled \$624.1 million as of September 30, 2019 compared to \$597.9 million as of September 30, 2018.

## Deposit Composition as of September 30, 2019



## Historical Deposit Growth



Dollars are in millions.

Financial data is as of or for the twelve months ended December 31 of each respective year and as of or for the nine months ended September 30, 2019.

(1) We define core deposits as deposits obtained directly from the depositor and exclude deposits obtained from listing services and brokered deposits that are obtained through an intermediary.

# Appendix

# Bank7 Corp. Financials



	As of or for the Nine Months Ended			For the Year Ended December 31,			
	September 30,						
	2019	2019	2018	2018	2017	2016	2015
(Dollars in thousands, except per share data)	Pro Forma						
Income Statement Data:							
Total interest income	\$ 38,714		\$ 34,216	\$ 46,800	\$ 42,870	\$ 33,153	\$ 28,361
Total interest expense	7,178		5,115	7,168	4,739	3,303	2,504
Provision for loan losses	-		100	200	1,246	1,554	2,566
Total noninterest income	1,027		1,069	1,331	1,435	1,643	2,005
Total noninterest expense	23,875	12,078	11,027	14,967	14,531	13,121	11,483
Provision (benefit) for income taxes	4,965	5,107	(395)	797	-	-	-
Pre-tax Net income	8,688	20,485	19,043	25,796	23,789	16,817	13,813
Net income – C Corp <sup>(1)</sup>	3,723	15,377	14,279	20,077	14,280	10,435	8,288
Balance Sheet Data:							
Cash and cash equivalents	\$ 142,484		\$ 157,015	\$ 159,849	\$ 130,222	\$ 103,665	\$ 95,357
Total loans	674,596		584,839	599,910	563,001	502,482	460,265
Allowance for loan losses	7,841		7,728	7,832	7,654	6,873	5,677
Total assets	826,349		751,173	770,511	703,594	613,771	563,513
Interest-bearing deposits	519,145		441,638	474,744	459,920	422,122	396,247
Noninterest-bearing deposits	202,989		222,675	201,159	165,911	127,434	112,523
Total deposits	722,134		664,313	675,903	625,831	549,556	508,770
Total shareholders' equity	100,615		82,765	88,466	69,176	55,136	45,314
Share and Per Share Data:							
Earnings per share (basic) – Pre-tax Net Income	\$ 0.85	\$ 2.00	\$ 2.57	\$ 3.18	\$ 3.26	\$ 2.31	\$ 1.90
Earnings per share (basic) – C Corp <sup>(1)</sup>	0.37	1.50	2.63	2.48	1.96	1.43	1.14
Earnings per share (diluted) – Pre-tax Net Income	0.85	2.00	2.57	3.13	3.26	2.31	1.90
Earnings per share (diluted) – C Corp <sup>(1)</sup>	0.37	1.50	2.62	2.44	1.96	1.43	1.14
Dividends per share	-		0.84	0.84	1.34	0.96	1.04
Book value per share	10.00		8.12	8.68	9.49	7.57	6.22
Tangible book value per share <sup>(2)</sup>	9.82		7.92	8.49	9.19	7.24	5.86
Weighted average common shares outstanding–basic	10,174,528	10,188,212	7,404,350	8,105,856	7,287,500	7,287,500	7,287,500
Weighted average common shares outstanding–diluted	10,176,360	10,190,044	7,416,181	8,238,753	7,287,500	7,287,500	7,287,500
Shares outstanding at end of period	10,057,506	10,206,931	10,187,500	10,187,500	7,287,500	7,287,500	7,287,500

(1) Net income and earnings per share are tax-adjusted as if the Company were a C Corporation at the estimated tax rates for the respective periods. EPS calculation is based on diluted shares. Combined federal and state effective tax rates for 2018 and 2019 were 25.1% and 25.0%, respectively.

(2) Represents a non-GAAP financial measure. See non-GAAP reconciliations table for reconciliation to its more comparable GAAP measure.



# Bank7 Corp. Financials



(Dollars in thousands, except per share data)

## Performance Ratios:

Return on average:

	As of or for the Nine Months Ended			For the Year Ended December 31,			
	2019	2019 Pro Forma	2018	2018	2017	2016	2015
Assets – Pre-tax	1.48%	3.50%	3.53%	3.53%	3.62%	2.86%	2.75%
Assets – C Corp <sup>(1)</sup>	0.64%	2.63%	2.65%	2.75	2.17	1.78	1.65
Tangible common equity – C Corp <sup>(1)</sup>	5.31%	21.93%	25.95%	26.40%	23.31%	21.73%	21.08%
Shareholders' equity – Pre-tax	12.14%	28.63%	33.54%	33.01	37.43	33.29	32.87
Shareholders' equity – C Corp <sup>(1)</sup>	5.20%	21.49%	25.15%	25.69	22.47	20.65	19.72
Yield on earnings assets	6.69%		6.44%	6.48	6.60	5.73	5.76
Yield on loans	7.77%		7.49%	7.58	7.69	6.71	6.87
Yield on loans excluding fees	7.02%		6.59%	6.71	6.14	5.76	6.11
Cost of funds	1.41%		1.07%	1.11	0.80	0.62	0.55
Cost of int bearing deposits	1.94%		1.42%	1.52	1.35	0.75	0.66
Cost of total deposits	1.41%		1.04%	1.08	0.77	0.58	0.49
Net interest margin	5.45%		5.47%	5.49	5.87	5.16	5.25
Net interest margin excluding loan fees	4.84%		4.74%	4.78	4.59	4.37	4.63
Noninterest expense to average assets	4.08%	2.06%	2.05%	2.05	2.21	2.23	2.29
Efficiency ratio <sup>(2)</sup>	73.32%	37.09%	37.06%	37.04	37.24	42.31	41.93
Loans to deposits	93.42%		88.04%	88.76	89.96	91.43	90.47

## Credit Quality Ratios:

Nonperforming assets to total assets	0.52%		0.17%	0.35%	0.28%	0.37%	0.90%
Nonperforming assets to total loans and OREO	0.64		0.21	0.45	0.35	0.45	1.10
Nonperforming loans to total loans	0.63		0.19	0.43	0.34	0.43	0.92
Allowance for loan losses to nonperforming loans	184.58		684.50	299.50	404.55	319.53	133.80
Allowance for loan losses to total loans	1.16		1.32	1.31	1.36	1.37	1.23
Net charge-offs to average loans	(0.002)		0.01	0.00	0.09	0.07	0.43

## Capital Ratios:

Total shareholders' equity to total assets	12.18%		11.02%	11.48%	9.83%	8.98%	8.04%
Tangible equity to tangible assets <sup>(3)</sup>	11.98		10.78	11.25	9.55	8.62	7.61
Tier 1 leverage ratio <sup>(4)</sup>	12.27		10.88	11.26	10.53	9.67	9.39
Tier 1 risk-based capital ratio <sup>(4)</sup>	15.07		13.86	14.78	12.58	11.33	10.42

(1) Return on average assets and shareholders' equity are tax-adjusted as if the Company were a C Corporation at the estimated tax rates for the respective periods.

(2) Efficiency ratio is calculated by dividing noninterest expense by the sum of net interest income on a tax equivalent basis and noninterest income.

(3) Represents a non-GAAP financial measure. See non-GAAP reconciliations table for reconciliation to its more comparable GAAP measure.

(4) Ratios are based on Bank level financial information rather than consolidated information. At September 30, 2019 Tier 1 leverage ratio, Tier 1 risk based capital ratio, and total risk-based capital ratios were 12.25%, 15.05%, and 16.25% respectively for the Company.

# Non-GAAP Reconciliations



(Dollars in thousands, except per share data)

## **Tangible Shareholders' Equity**

	As of or for the Nine Months Ended September 30,		For the Year Ended December 31,			
	2019	2018	2018	2017	2016	2015
Total shareholders equity	\$ 100,615	\$ 82,765	\$ 88,466	\$ 69,176	\$ 55,136	\$ 45,314
Goodwill and other intangibles	(1,840)	(2,046)	(1,995)	(2,201)	(2,407)	(2,613)
Tangible Shareholders Equity	<u>98,775</u>	<u>80,719</u>	<u>86,471</u>	<u>66,975</u>	<u>52,729</u>	<u>42,701</u>

## **Tangible Assets**

Total assets	\$ 826,349	\$ 751,173	\$ 770,511	\$ 703,594	\$ 613,771	\$ 563,513
Less: Goodwill and other Intangibles	(1,840)	(2,046)	(1,995)	(2,201)	(2,407)	(2,613)
Tangible assets	<u>824,509</u>	<u>749,127</u>	<u>768,516</u>	<u>701,393</u>	<u>611,364</u>	<u>560,900</u>

## **Average Tangible Common Equity**

Average shareholders equity	\$ 95,655	\$ 75,710	\$ 78,148	\$ 63,558	\$ 50,523	\$ 42,025
Less: Average goodwill and other Intangibles	(1,919)	(2,128)	(2,087)	(2,304)	(2,510)	(2,716)
Average Tangible Common Equity	<u>93,736</u>	<u>73,582</u>	<u>76,061</u>	<u>61,254</u>	<u>48,013</u>	<u>39,309</u>

End of period common shares outstanding	10,057,506	10,187,500	10,187,500	7,287,500	7,287,500	7,287,500
Book value per share	10.00	8.12	8.68	9.49	7.57	6.22
Tangible book value per share	9.82	7.92	8.49	9.19	7.24	5.86
Total shareholders' equity to total assets	12.18%	11.02%	11.48%	9.83%	8.98%	8.04%
Tangible shareholders' equity to tangible assets	11.98%	10.78%	11.25%	9.55%	8.62%	7.61%

## **Loan interest income (excluding loan fees):**

Total loan interest income, including fees	\$ 35,902	\$ 32,490	\$ 44,279	\$ 41,450	\$ 32,254	\$ 27,730
Loan fee income	(3,498)	(3,893)	(5,121)	(8,331)	(4,539)	(3,069)
Loan interest income excluding loan fees	<u>32,404</u>	<u>28,597</u>	<u>39,158</u>	<u>33,119</u>	<u>27,715</u>	<u>24,661</u>

Average Total Loans	\$ 617,398	\$ 578,411	\$ 583,821	\$ 539,302	\$ 481,028	\$ 403,669
Yield on loans	7.77%	7.49%	7.58%	7.69%	6.71%	6.87%
Yield on loans (excluding loan fee income)	7.02%	6.59%	6.71%	6.14%	5.76%	6.11%

## **Net interest margin (excluding loan fees):**

Net interest income	\$ 31,537	\$ 29,101	\$ 39,631	\$ 38,131	\$ 29,849	\$ 25,857
Loan fee income	(3,498)	(3,893)	(5,121)	(8,331)	(4,539)	(3,069)
Net interest income excluding loan fees	<u>28,039</u>	<u>25,208</u>	<u>34,510</u>	<u>29,800</u>	<u>25,310</u>	<u>22,788</u>

Average Earning Assets	\$ 773,752	\$ 708,875	\$ 721,935	\$ 649,757	\$ 578,832	\$ 492,703
Net interest margin	5.45%	5.47%	5.49%	5.87%	5.16%	5.25%
Net interest margin (excluding loan fee income)	4.84%	4.74%	4.78%	4.59%	4.37%	4.63%