



**Summary Financial Statements and
Selected Financial Highlights**
Q3 2019
(unaudited)

W.T.B. Financial Corporation
Condensed Consolidated Statements of Financial Condition
(unaudited)

	September 30, 2019	June 30, 2019	September 30, 2018
ASSETS			
Cash and due from banks	\$ 151,941,730	\$ 115,834,959	\$ 106,029,130
Fed funds sold and resale agreements	-	100,000	225,000
Interest-bearing deposits with banks	83,278,993	207,117,564	650,873,185
Securities available for sale, at fair value	1,282,311,509	1,211,836,979	1,022,195,424
Securities held to maturity, at amortized cost	663,728,580	540,440,597	518,268,017
Federal Home Loan Bank and Pacific Coast Bankers' Bancshares stock, at cost	12,271,600	7,911,600	7,540,600
Loans receivable	4,539,107,318	4,394,500,010	4,054,934,767
Allowance for loan losses	(96,855,709)	(94,348,856)	(91,026,155)
Loans net of allowance for loan losses	4,442,251,609	4,300,151,154	3,963,908,612
Premises and equipment, net	80,114,117	79,519,299	54,128,425
Accrued interest receivable	21,628,833	23,756,764	20,922,133
Other assets	73,556,558	75,245,498	63,649,906
Total assets	\$ 6,811,083,529	\$ 6,561,914,414	\$ 6,407,740,432
LIABILITIES			
Deposits:			
Noninterest-bearing	\$ 2,489,637,342	\$ 2,348,097,509	\$ 2,375,481,763
Interest-bearing	3,105,692,021	3,172,732,740	3,173,508,190
Total deposits	5,595,329,363	5,520,830,249	5,548,989,953
Securities sold under agreements to repurchase	343,398,816	312,853,976	242,444,729
Other borrowings	109,000,000	-	-
Accrued interest payable	1,009,362	1,928,865	1,468,208
Other liabilities	75,802,551	66,771,056	47,590,617
Total liabilities	6,124,540,092	5,902,384,146	5,840,493,507
SHAREHOLDERS' EQUITY			
Common stock	27,429,552	31,207,193	31,531,734
Surplus	32,665,000	32,665,000	32,665,000
Undivided profits	632,791,104	614,946,149	563,300,471
	692,885,656	678,818,342	627,497,205
Less treasury stock, at cost	-	(604,789)	-
	692,885,656	678,213,553	627,497,205
Accumulated other comprehensive loss	(6,342,219)	(18,683,285)	(60,250,280)
Total shareholders' equity	686,543,437	659,530,268	567,246,925
Total liabilities and shareholders' equity	\$ 6,811,083,529	\$ 6,561,914,414	\$ 6,407,740,432

W.T.B. Financial Corporation
Condensed Consolidated Statements of Income
(unaudited)

	Three Months Ended		
	September 30, 2019	June 30, 2019	September 30, 2018
INTEREST REVENUE			
Loans, including fees	\$ 59,519,861	\$ 55,667,285	\$ 52,053,221
Deposits with banks	1,129,365	1,559,670	4,168,027
Securities	11,429,978	9,760,037	7,524,273
Other interest and dividend income	75,111	71,951	68,329
Total interest revenue	<u>72,154,315</u>	<u>67,058,943</u>	<u>63,813,850</u>
INTEREST EXPENSE			
Deposits	4,481,459	4,208,480	3,361,961
Funds purchased and other borrowings	1,103,517	571,854	143,980
Total interest expense	<u>5,584,976</u>	<u>4,780,334</u>	<u>3,505,941</u>
Net interest revenue	<u>66,569,339</u>	<u>62,278,609</u>	<u>60,307,909</u>
Provision for loan losses	800,000	400,000	600,000
Net interest revenue after provision for loan losses	<u>65,769,339</u>	<u>61,878,609</u>	<u>59,707,909</u>
NONINTEREST REVENUE			
Fiduciary income	4,360,646	4,562,568	4,178,519
Investment services fees	754,396	856,299	759,983
Bank and credit card fees, net	2,315,218	2,775,591	3,177,814
Mortgage banking revenue, net	908,063	890,094	1,733,028
Other fees on loans	245,733	262,658	270,789
Service charges on deposits	1,704,818	1,672,263	1,717,849
Other income (loss)	886,082	(1,562,803)	(225,350)
Total noninterest revenue	<u>11,174,956</u>	<u>9,456,670</u>	<u>11,612,632</u>
NONINTEREST EXPENSE			
Salaries and benefits	29,204,096	29,204,810	26,401,832
Occupancy, furniture and equipment expense	4,276,317	3,832,792	4,719,128
Other expense	14,851,753	13,548,445	14,917,972
Total noninterest expense	<u>48,332,166</u>	<u>46,586,047</u>	<u>46,038,932</u>
Income before provision for income taxes	<u>28,612,129</u>	<u>24,749,232</u>	<u>25,281,609</u>
Provision for income taxes	6,309,766	5,446,289	5,213,663
NET INCOME	<u>\$ 22,302,363</u>	<u>\$ 19,302,943</u>	<u>\$ 20,067,946</u>
PER SHARE DATA			
Weighted average number of common stock shares outstanding			
Basic	2,551,053	2,558,064	2,555,016
Diluted	2,555,543	2,561,438	2,563,132
Earnings per common share (based on weighted average shares outstanding)			
Basic	\$ 8.74	\$ 7.55	\$ 7.85
Diluted	\$ 8.73	\$ 7.54	\$ 7.83

W.T.B. Financial Corporation
Condensed Consolidated Statements of Income
(unaudited)

	Nine Months Ended	
	September 30, 2019	September 30, 2018
INTEREST REVENUE		
Loans, including fees	\$ 168,001,381	\$ 148,622,878
Deposits with banks	6,668,436	10,456,911
Securities	30,115,373	21,395,418
Other interest and dividend income	226,703	258,322
Total interest revenue	205,011,893	180,733,529
INTEREST EXPENSE		
Deposits	12,792,405	7,347,189
Funds purchased and other borrowings	1,945,960	232,036
Total interest expense	14,738,365	7,579,225
Net interest revenue	190,273,528	173,154,304
Provision for loan losses	2,000,000	2,300,000
Net interest revenue after provision for loan losses	188,273,528	170,854,304
NONINTEREST REVENUE		
Fiduciary income	13,128,768	12,437,641
Investment services fees	2,359,739	2,624,794
Bank and credit card fees	7,865,152	9,154,339
Mortgage banking revenue, net	2,558,626	4,879,278
Other fees on loans	794,240	728,001
Service charges on deposits	5,163,717	5,214,234
Other income (loss)	(433,245)	2,005,849
Total noninterest revenue	31,436,997	37,044,136
NONINTEREST EXPENSE		
Salaries and benefits	86,632,553	79,770,025
Occupancy, furniture and equipment expense	12,433,536	13,593,180
Other expense	41,460,403	39,052,082
Total noninterest expense	140,526,492	132,415,287
Income before provision for income taxes	79,184,033	75,483,153
Provision for income taxes	17,407,394	16,499,437
NET INCOME	\$ 61,776,639	\$ 58,983,716

PER SHARE DATA

Weighted average number of common stock shares outstanding

Basic	2,555,901	2,553,396
Diluted	2,560,425	2,561,996
Earnings per common share (based on weighted average shares outstanding)		
Basic	\$ 24.17	\$ 23.10
Diluted	\$ 24.13	\$ 23.02

W.T.B. Financial Corporation
Selected Financial Highlights
(unaudited)

(dollars in thousands)

	Quarters Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
SELECTED DATA					
Interest-bearing deposits with banks	\$ 83,279	\$ 207,118	\$ 467,226	\$ 751,180	\$ 650,873
Securities	1,946,040	1,752,278	1,666,895	1,589,251	1,540,463
Total loans	4,539,107	4,394,500	4,100,672	4,047,398	4,054,935
Allowance for loan losses	96,856	94,349	92,975	90,749	91,026
Earning assets ¹	6,554,930	6,351,760	6,255,713	6,420,888	6,293,542
Total assets	6,811,084	6,561,914	6,393,519	6,552,350	6,407,740
Deposits	5,595,329	5,520,830	5,452,823	5,638,923	5,548,990
Interest-bearing liabilities	3,558,091	3,485,587	3,387,980	3,485,267	3,415,953
Total shareholders' equity	686,543	659,530	627,245	602,665	567,247
Total equity to total assets	10.08%	10.05%	9.81%	9.20%	8.85%
Full-time equivalent employees	1,013	1,004	994	994	992
ASSET QUALITY RATIOS					
Allowance for loan losses to total loans	2.13%	2.15%	2.27%	2.24%	2.24%
Allowance for loan losses to noncurrent loans	918%	502%	721%	755%	962%
Net charge-offs (recoveries) to total average loans	-0.04%	-0.02%	-0.04%	0.02%	-0.03%
Noncurrent loans and ORE to assets	0.15%	0.29%	0.20%	0.18%	0.15%
Noncurrent loans, ORE and TDRs to assets	0.17%	0.30%	0.21%	0.20%	0.16%

(1) Includes only the amortized cost for securities. Includes non-accrual loans.

(dollars in thousands, except per share data)

	Quarters Ended			% Change	
	September 30, 2019	June 30, 2019	September 30, 2018	Sequential Quarter	Year over Year
PERFORMANCE					
Net interest revenue, fully tax-equivalent	\$ 66,679	\$ 62,397	\$ 60,432	6.9%	10.3%
Fully tax-equivalent adjustment	110	118	124	-6.8%	-11.3%
Net interest revenue	66,569	62,279	60,308	6.9%	10.4%
Provision for loan losses	800	400	600	100.0%	33.3%
Net interest revenue after provision for loan losses	65,769	61,879	59,708	6.3%	10.2%
Noninterest revenue	11,175	9,457	11,613	18.2%	-3.8%
Noninterest expense	48,332	46,587	46,039	3.7%	5.0%
Income before provision for income taxes	28,612	24,749	25,282	15.6%	13.2%
Provision for income taxes	6,310	5,446	5,214	15.9%	21.0%
Net income	\$ 22,302	\$ 19,303	\$ 20,068	15.5%	11.1%
PER COMMON SHARE					
Earnings per common share - basic	\$ 8.74	\$ 7.55	\$ 7.85	15.8%	11.3%
Earnings per common share - diluted	8.73	7.54	7.83	15.8%	11.5%
Common cash dividends	1.75	1.75	1.15	0.0%	52.2%
Common shareholders' equity	268.25	256.68	220.67	4.5%	21.6%

	Quarters Ended			% Change	
	September 30, 2019	June 30, 2019	September 30, 2018	Sequential Quarter	Year over Year
PERFORMANCE RATIOS					
Return on average assets	1.32%	1.22%	1.24%	0.10%	0.08%
Return on average shareholders' equity	13.10%	12.11%	14.12%	0.99%	-1.02%
Margin on average earning assets ¹	4.07%	4.03%	3.77%	0.04%	0.30%
Noninterest expense to average assets	2.87%	2.94%	2.83%	-0.07%	0.04%
Noninterest revenue to average assets	0.66%	0.60%	0.71%	0.06%	-0.05%
Efficiency ratio	62.1%	64.8%	63.9%	-2.7%	-1.8%
Common cash dividends to net income	19.98%	23.19%	14.64%	-3.21%	8.55%

(1) Tax exempt interest has been adjusted to a taxable equivalent basis using a tax rate of 21%.

NM = not meaningful

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Selected Financial Highlights
(unaudited)

(dollars in thousands, except per share data)

	Nine Months Ended		% Change
	September 30, 2019	September 30, 2018	Year over Year
PERFORMANCE			
Net interest revenue, fully tax-equivalent	\$ 190,626	\$ 173,519	9.9%
Fully tax-equivalent adjustment	352	365	-3.6%
Net interest revenue	190,274	173,154	9.9%
Provision for loan losses	2,000	2,300	-13.0%
Net interest revenue after provision for loan losses	188,274	170,854	10.2%
Noninterest revenue	31,437	37,044	-15.1%
Noninterest expense	140,527	132,415	6.1%
Income before provision for income taxes	79,184	75,483	4.9%
Provision for income taxes	17,407	16,499	5.5%
Net income	\$ 61,777	\$ 58,984	4.7%
PER COMMON SHARE			
Earnings per common share - basic	\$ 24.17	\$ 23.10	4.6%
Earnings per common share - diluted	24.13	23.02	4.8%
Common cash dividends	5.25	3.45	52.2%
Common shareholders' equity	268.25	220.67	21.6%
PERFORMANCE RATIOS			
Return on average assets	1.27%	1.25%	0.02%
Return on average shareholders' equity	12.85%	14.39%	-1.54%
Margin on average earning assets ¹	4.01%	3.73%	0.28%
Noninterest expense to average assets	2.89%	2.81%	0.08%
Noninterest revenue to average assets	0.65%	0.79%	-0.14%
Efficiency ratio	63.3%	62.9%	0.4%
Common cash dividends to net income	21.72%	14.94%	6.78%

(1) Tax exempt interest has been adjusted to a taxable equivalent basis using a tax rate of 21%.