## Servis 1st Bank*

## ServisFirst Bancshares, Inc. Announces Results for First Quarter 2017

BIRMINGHAM, Ala., April 17, 2017 (GLOBE NEWSWIRE) -- ServisFirst Bancshares, Inc. (NASDAQ:SFBS), today announced earnings and operating results for the quarter ended March 31, 2017.

## FIRST QUARTER HIGHLIGHTS:

- Loans increased $\mathbf{2 0 \%}$ for the first quarter on an annualized basis
- Loans and deposits increased $19 \%$ and $24 \%$, respectively, year over year
- Diluted EPS increased $\mathbf{1 1 \%}$ from $\mathbf{\$ 0 . 3 8}$ to $\mathbf{\$ 0 . 4 2}$ year over year
- Quarterly dividend increased $25 \%$ as previously announced
- Tampa Bay Main office opened in March 2017, replacing the Pascoe County loan production office

Tom Broughton, President and CEO, said, "We are pleased with our loan growth in the first quarter which is typically the slowest growth quarter of the year. Business activity around our Southeastern footprint has greatly improved in 2017 to date." Bud Foshee, CFO, stated, "Our efficiency ratio has improved from $40.5 \%$ to $37.6 \%$ year over year."

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FINANCIAL SUMMARY (UNAUDITED)
(in Thousands except share and per share amounts)
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On December 20, 2016, the Company effected a two-for-one split of its common stock in the form of a stock dividend. All share and per share information for prior periods in this release has been adjusted to give effect to this stock split.
$\left.\begin{array}{llllll} \\ & & & & \begin{array}{c}\text { \% Change } \\ \text { From Period } \\ \text { Ending }\end{array} & \\ \text { December } \\ 31,\end{array}\right)$

Average Diluted Shares Outstanding

| BALANCE SHEET |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Assets | \$ | 6,336,165 | \$ | 6,370,448 | (1) | \% | \$ | 5,378,599 | 18 \% |
| Loans |  | 5,151,984 |  | 4,911,770 | 5 | \% |  | 4,340,900 | 19 \% |
| Non-interest-bearing Demand Deposits |  | 1,292,440 |  | 1,281,605 | 1 | \% |  | 1,070,275 | 21 \% |
| Total Deposits |  | 5,361,532 |  | 5,420,311 | (1) | \% |  | 4,339,747 | 24 \% |
| Stockholders' Equity |  | 545,148 |  | 522,889 | 4 | \% |  | 470,940 | 16 \% |

## DETAILED FINANCIALS

ServisFirst Bancshares, Inc. reported net income and net income available to common stockholders of $\$ 22.5$ million for the quarter
ended March 31, 2017, compared to net income and net income available to common stockholders of $\$ 20.0$ million for the same quarter in 2016. Basic and diluted earnings per common share were $\$ 0.43$ and $\$ 0.42$, respectively, for the first quarter of 2017, compared to $\$ 0.38$ for both basic and diluted earnings per share for the first quarter of 2016.

Return on average assets was $1.45 \%$ and return on average equity was $17.09 \%$ for the first quarter of 2017 , compared to $1.53 \%$ and $17.39 \%$, respectively, for the first quarter of 2016.

Net interest income was $\$ 52.1$ million for the first quarter of 2017, compared to $\$ 49.1$ million for the fourth quarter of 2016 and $\$ 44.2$ million for the first quarter of 2016. The net interest margin in the first quarter of 2017 was $3.53 \%$, an increase of 23 basis points from the fourth quarter of 2016 and a decrease of four basis points from the first quarter of 2016. The increase in net interest income on a linked quarter basis is attributable to a $\$ 301.3$ million increase in average loans outstanding and a $\$ 17.5$ million increase in average stockholders' equity, all resulting in a positive mix change in our balance sheet. A $\$ 35.0$ million decrease in average non-interestbearing deposits offset the positive mix change caused by increases in loans and stockholders' equity, while a $\$ 313.2$ million decrease in federal funds sold and interest-bearing balances with banks added to the positive mix change. The average yield on loans increased by six basis points to $4.51 \%$ on a linked quarter basis. This was primarily the result of repricing of loans following the Federal Reserve Bank's increase of interest rates in December 2016 and again in March 2017.

Average loans for the first quarter of 2017 were $\$ 5.00$ billion, an increase of $\$ 301.3$ million, or $6.4 \%$, over average loans of $\$ 4.70$ billion for the fourth quarter of 2016 , and an increase of $\$ 763.9$ million, or $18.0 \%$, over average loans of $\$ 4.24$ billion for the first quarter of 2016.

Average total deposits for the first quarter of 2017 were $\$ 5.32$ billion, an increase of $\$ 45.4$ million, or $0.9 \%$, over average total deposits of $\$ 5.27$ billion for the fourth quarter of 2016 , and an increase of $\$ 1.05$ billion, or $24.6 \%$, over average total deposits of $\$ 4.27$ billion for the first quarter of 2016 .

Non-performing assets to total assets were $0.27 \%$ for the first quarter of 2017, a decrease of seven basis points compared to $0.34 \%$ for the fourth quarter of 2016 and an increase of seven basis points compared to $0.20 \%$ for the first quarter of 2016. Net credit charge-offs to average loans were $0.24 \%$, a 15 basis point increase compared to $0.09 \%$ for the fourth quarter of 2016 and a 21 basis point increase compared to $0.03 \%$ for the first quarter of 2016 . We recorded a $\$ 5.0$ million provision for loan losses in the first quarter of 2017 compared to $\$ 4.1$ million in the fourth quarter of 2016 and $\$ 2.1$ million in the first quarter of 2016 . The allowance for loan loss as a percentage of total loans was $1.05 \%$ at March 31, 2017 compared to $1.06 \%$ at December 31, 2016 and $1.04 \%$ at March 31, 2016. 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 $\$ 1.1$ million during the first quarter of 2017 , or $32 \%$, compared to the first quarter of 2016. Mortgage revenue increased $\$ 231,000$, or $35 \%$, to $\$ 899,000$ during the first quarter of 2017 , compared to $\$ 668,000$ during the first quarter of 2016 . Credit card revenue increased $\$ 710,000$, or $151 \%$, to $\$ 1.2$ million during the first quarter of 2017 , compared to $\$ 469,000$ during the first quarter of 2016.

Non-interest expense for the first quarter of 2017 increased $\$ 2.0$ million, or $10 \%$, to $\$ 21.3$ million from $\$ 19.3$ million in the first quarter of 2016, and decreased $\$ 770,000$, or $3 \%$, on a linked quarter basis. Salary and benefit expense for the first quarter of 2017 increased $\$ 646,000$, or $6 \%$, to $\$ 11.7$ million from $\$ 11.1$ million in the first quarter of 2016 , and increased $\$ 516,000$, or $5 \%$, on a linked quarter basis. We added seven production officers and had two terminations during the first quarter of 2017. Equipment and occupancy expense increased $\$ 265,000$, or $13 \%$, to $\$ 2.3$ million in the first quarter of 2017 , from $\$ 2.0$ million in the first quarter of 2016. This increase in equipment and occupancy expense was attributable to new offices in our Tampa Bay, Florida and Charleston, South Carolina regions, which were relocations from temporary facilities we previously occupied. Our efficiency ratio for the first quarter of 2017, fourth quarter of 2016 and first quarter of 2016 was $37.58 \%, 39.96 \%$ and $40.51 \%$, respectively.

Income tax expense increased $\$ 1.5$ million, or $24 \%$, to $\$ 7.8$ million in the first quarter of 2017 , compared to $\$ 6.3$ million in the first quarter of 2016. In the second quarter of 2016 we adopted the amendments in Accounting Standards Update 2016-09 using the modified retrospective method. Accordingly, we recognized excess tax benefits from the exercise and vesting of stock options and restricted stock of $\$ 2.1$ million in the first quarter of 2017, compared to $\$ 2.3$ million in the first quarter of 2016. Our effective tax rate for the first quarter of 2017 and 2016 was $25.8 \%$ and $24.0 \%$, 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.

|  | $\begin{gathered} \text { At March 31, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { At December } \\ 31, \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { At September } \\ 30, \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { At June } 30, \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { At March 31, } \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Book value per share - GAAP | \$ | 10.32 | \$ | 9.93 | \$ | 9.65 | \$ | 9.32 | \$ | 8.99 |
| Total common stockholders' equity - GAAP Adjustments: |  | 545,148 |  | 522,889 |  | 507,886 |  | 489,097 |  | 470,940 |
| Adjusted for goodwill and core deposit intangible asset |  | 14,924 |  | 14,996 |  | 15,073 |  | 15,154 |  | 15,239 |
| Tangible common stockholders' equity - nonGAAP | \$ | 530,224 | \$ | 507,893 | \$ | 492,813 | \$ | 473,943 | \$ | 455,701 |
| Tangible book value per share - non-GAAP | \$ | 10.04 | \$ | 9.65 | \$ | 9.37 | \$ | 9.03 | \$ | 8.70 |
| Stockholders' equity to total assets - GAAP |  | 8.60 \% |  | 8.21 \% |  | 8.46 \% |  | 8.66 \% |  | 8.76 \% |
| Total assets - GAAP | \$ | 6,336,165 |  | 6,370,448 |  | 6,002,621 |  | 5,646,055 |  | 5,378,596 |
| Adjustments: |  |  |  |  |  |  |  |  |  |  |
| Adjusted for goodwill and core deposit intangible asset |  | 14,924 |  | 14,996 |  | 15,073 |  | 15,154 |  | 15,239 |
| Total tangible assets - non-GAAP | \$ | 6,321,241 | S | 6,355,452 | \$ | 5,987,548 | \$ | 5,630,901 | \$ | 5,363,357 |
| Tangible common equity to total tangible assets - non-GAAP |  | 8.39 \% |  | 7.99 \% |  | 8.23 \% |  | 8.42 \% |  | 8.50 \% |

## 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 http://servisfirstbancshares.investorroom.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 21E 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 tornados, 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, forward-looking 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 http://servisfirstbancshares.investorroom.com/ or by calling (205) 949-0302.

SELECTED FINANCIAL HIGHLIGHTS (UNAUDITED)
(In thousands except share and per share data)
CONSOLIDATED STATEMENT OF
INCOME

| Interest income | \$ | 59,517 | \$ | 56,200 | \$ | 54,691 | \$ | 52,050 | \$ | 49,961 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense |  | 7,465 |  | 7,091 |  | 6,773 |  | 6,159 |  | 5,782 |
| Net interest income |  | 52,052 |  | 49,109 |  | 47,918 |  | 45,891 |  | 44,179 |
| Provision for loan losses |  | 4,986 |  | 4,075 |  | 3,464 |  | 3,800 |  | 2,059 |
| Net interest income after provision for loan losses |  | 47,066 |  | 45,034 |  | 44,454 |  | 42,091 |  | 42,120 |
| Non-interest income |  | 4,546 |  | 6,039 |  | 4,791 |  | 3,847 |  | 3,435 |
| Non-interest expense |  | 21,267 |  | 22,037 |  | 20,162 |  | 19,504 |  | 19,290 |
| Income before income tax |  | 30,345 |  | 29,036 |  | 29,083 |  | 26,434 |  | 26,265 |
| Provision for income tax |  | 7,826 |  | 7,298 |  | 8,174 |  | 7,558 |  | 6,309 |
| Net income |  | 22,519 |  | 21,738 |  | 20,909 |  | 18,876 |  | 19,956 |
| Preferred stock dividends |  | - |  | 24 |  | - |  | 23 |  | - |
| Net income available to common stockholders | \$ | 22,519 | \$ | 21,714 | \$ | 20,909 | \$ | 18,853 | \$ | 19,956 |
| Earnings per share - basic (1) | \$ | 0.43 | \$ | 0.41 | \$ | 0.40 | \$ | 0.36 | \$ | 0.38 |
| Earnings per share - diluted (1) | \$ | 0.42 | \$ | 0.40 | \$ | 0.39 | \$ | 0.36 | \$ | 0.38 |
| Average diluted shares outstanding (1) |  | 54,133,722 |  | ,961,160 |  | 879,328 |  | 452,526 |  | 33,620 |

## CONSOLIDATED BALANCE SHEET DATA

Total assets
Loans
Debt securities
Non-interest-bearing demand deposits
Total deposits
Borrowings
Stockholders' equity
Shares outstanding (1)
Book value per share (1)
Tangible book value per share (1) (2)

| $\$$ | $6,336,165$ |  | \$, |
| ---: | ---: | ---: | ---: |
|  | $5,151,984,448$ |  |  |
|  | 526,023 |  | $4,911,770$ |
|  | $1,292,440$ |  | 447,427 |
|  | $5,361,532$ |  | $5,281,605$ |
|  | 55,169 |  | 520,311 |
|  | 545,148 | $\$$ | 522,889 |


| $\$$ | $6,002,621$ |
| ---: | ---: |
| $4,631,822$ |  |
|  | 377,270 |
|  | $1,269,726$ |
|  | $5,081,128$ |
|  | 55,356 |
| $\$$ | 507,866 |


| $\$$ | $5,646,055$ |  | $\$$ |
| ---: | ---: | ---: | ---: |
|  | $4,536,338$ |  | 478,599 |
|  | 347,706 |  | 3640,900 |
|  | $1,185,668$ |  | $1,070,275$ |
|  | $4,664,795$ |  | $4,339,747$ |
|  | 55,450 |  | 55,543 |
| $\$$ | 489,097 | $\$$ | 470,940 |


|  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $52,812,396$ | $52,636,896$ | $52,610,896$ | $52,503,896$ | $52,365,396$ |  |  |  |
| $\$$ | 10.32 | $\$$ | 9.93 | $\$$ | 9.65 | $\$$ | 9.32 | $\$$ |
| $\$$ | 10.04 | $\$$ | 9.65 | $\$$ | 9.37 | $\$$ | 9.03 | $\$$ |

## SELECTED FINANCIAL RATIOS

| Net interest margin | $3.53 \%$ | $3.30 \%$ | $3.35 \%$ | $3.51 \%$ | $3.57 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Return on average assets | $1.45 \%$ | $1.39 \%$ | $1.39 \%$ | $1.37 \%$ | $1.53 \%$ |
| Return on average common <br> stockholders' equity | $17.09 \%$ | $16.71 \%$ | $16.66 \%$ | $15.79 \%$ | $17.39 \%$ |
| Efficiency ratio | $37.58 \%$ | $39.96 \%$ | $38.25 \%$ | $39.21 \%$ | $40.51 \%$ |
| Non-interest expense to average <br> earning assets | $1.43 \%$ | $1.46 \%$ | $1.39 \%$ | $1.50 \%$ | $1.56 \%$ |

CAPITAL RATIOS (3)

| Common equity tier 1 capital to risk- |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| weighted assets | $9.67 \%$ | $9.78 \%$ | $9.91 \%$ | $9.83 \%$ | $9.90 \%$ |  |
| Tier 1 capital to risk-weighted assets | $9.68 \%$ | $9.78 \%$ | $9.92 \%$ | $9.84 \%$ | $9.91 \%$ |  |
| Total capital to risk-weighted assets | $11.66 \%$ | $11.84 \%$ | $12.03 \%$ | $11.98 \%$ | $12.12 \%$ |  |
| Tier 1 capital to average assets | $8.46 \%$ | $8.22 \%$ | $8.20 \%$ | $8.52 \%$ | $8.65 \%$ |  |
| Tangible common equity to total |  |  |  |  |  |  |
| tangible assets (2) | $8.39 \%$ | $7.99 \%$ | $8.23 \%$ | $8.42 \%$ | $8.50 \%$ |  |

[^0]CONSOLIDATED BALANCE SHEETS (UNAUDITED)
(Dollars in thousands)

| March 31, <br> 2017 | March 31, <br> 2016 |
| :---: | :---: |

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
Held to maturity debt securities (fair value of $\$ 73,180$ and $\$ 28,409$ at
March 31, 2017 and 2016, respectively)
Restricted equity securities
Mortgage loans held for sale
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, Series A Senior Non-Cumulative Perpetual, par value \$0.001
(liquidation preference $\$ 1,000$ ), net of discount; no shares authorized or outstanding
at March 31, 2017 and 2016 - -
Preferred stock, par value $\$ 0.001$ per share; 1,000,000 authorized and undesignated at
March 31, 2017, and 1,000,000 authorized and 960,000 undesignated at March 31, 2016
Common stock, par value $\$ 0.001$ per share; 100,000,000 shares
authorized; 52,8712,396 shares
issued and outstanding at March 31, 2017, and 52,365,396 shares issued
and outstanding at
March 31, 2016 (1)
Additional paid-in capital
Retained earnings
Accumulated other comprehensive income
Noncontrolling interest
Total stockholders' equity
Total liabilities and stockholders' equity

| \$ 1,292,440 | \$ 1,070,275 | 21 \% |
| :---: | :---: | :---: |
| 4,069,092 | 3,269,472 | 24 \% |
| 5,361,532 | 4,339,747 | 24 \% |
| 358,241 | 497,885 | (28) \% |
| 55,169 | 55,543 | (1) \% |
| 16,075 | 14,484 | 11 |
| 5,791,017 | 4,907,659 | 18 \% |


| \$ | 54,993 | \$ 56,714 | (3) \% |
| :---: | :---: | :---: | :---: |
|  | 283,181 | 440,513 | (36) \% |
|  | 127,390 | 28,410 | 348 \% |
|  | 465,564 | 525,637 | (11) \% |
|  | 453,956 | 334,567 | 36 \% |
|  | 72,057 | 27,539 | 162 \% |
|  | 1,034 | 5,667 | (82) \% |
|  | 6,599 | 5,090 | 30 \% |
|  | 5,151,984 | 4,340,900 | 19 \% |
|  | (53,892) | $(45,145)$ | 19 \% |
|  | 5,098,092 | 4,295,755 | 19 \% |
|  | 46,407 | 20,989 | 121 \% |
|  | 14,924 | 15,239 | (2) \% |
|  | 177,532 | 148,116 | 20 \% |
|  | 6,336,165 | \$ 5,378,599 | 18 \% |



| Taxable securities |  | 2,087 |  | 1,269 |
| :---: | :---: | :---: | :---: | :---: |
| Nontaxable securities |  | 765 |  | 858 |
| Federal funds sold |  | 519 |  | 73 |
| Other interest and dividends |  | 590 |  | 514 |
| Total interest income |  | 59,517 |  | 49,961 |
| Interest expense: |  |  |  |  |
| Deposits |  | 5,982 |  | 4,361 |
| Borrowed funds |  | 1,483 |  | 1,421 |
| Total interest expense |  | 7,465 |  | 5,782 |
| Net interest income |  | 52,052 |  | 44,179 |
| Provision for loan losses |  | 4,986 |  | 2,059 |
| Net interest income after provision for loan losses |  | 47,066 |  | 42,120 |
| Non-interest income: |  |  |  |  |
| Service charges on deposit accounts |  | 1,354 |  | 1,307 |
| Mortgage banking |  | 899 |  | 668 |
| Increase in cash surrender value life insurance |  | 724 |  | 624 |
| Other operating income |  | 1,569 |  | 836 |
| Total non-interest income |  | 4,546 |  | 3,435 |
| Non-interest expense: |  |  |  |  |
| Salaries and employee benefits |  | 11,713 |  | 11,067 |
| Equipment and occupancy expense |  | 2,250 |  | 1,985 |
| Professional services |  | 771 |  | 738 |
| FDIC and other regulatory assessments |  | 997 |  | 750 |
| Other real estate owned expense |  | 76 |  | 449 |
| Other operating expense |  | 5,460 |  | 4,301 |
| Total non-interest expense |  | 21,267 |  | 19,290 |
| Income before income tax |  | 30,345 |  | 26,265 |
| Provision for income tax |  | 7,826 |  | 6,309 |
| Net income |  | 22,519 |  | 19,956 |
| Dividends on preferred stock |  | - |  | - |
| Net income available to common stockholders | \$ | 22,519 | \$ | 19,956 |
| Basic earnings per common share (1) | \$ | 0.43 | \$ | 0.38 |
| Diluted earnings per common share (1) | \$ | 0.42 | \$ | 0.38 |

(1) Adjusted to reflect two-for-one stock split that occurred on December 20, 2016.

## LOANS BY TYPE (UNAUDITED)

(In thousands)

|  | 1st Quarter 2017 |  | 4th Quarter 2016 |  | 3rd Quarter 2016 |  | 2nd Quarter 2016 |  | 1st Quarter 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial, financial and agricultural | \$ | 2,061,503 | \$ | 1,982,267 | \$ | 1,885,315 | \$ | 1,892,870 | \$ | 1,799,132 |
| Real estate - construction |  | 345,777 |  | 335,085 |  | 292,721 |  | 251,144 |  | 254,254 |
| Real estate - mortgage: |  |  |  |  |  |  |  |  |  |  |
| Owner-occupied commercial |  | 1,262,578 |  | 1,171,719 |  | 1,138,308 |  | 1,117,514 |  | 1,055,852 |
| 1-4 family mortgage |  | 554,261 |  | 536,805 |  | 520,394 |  | 494,733 |  | 458,032 |
| Other mortgage |  | 872,955 |  | 830,683 |  | 740,127 |  | 725,336 |  | 723,542 |
| Subtotal: Real estate - mortgage |  | 2,689,794 |  | 2,539,207 |  | 2,398,829 |  | 2,337,583 |  | 2,237,426 |
| Consumer |  | 54,910 |  | 55,211 |  | 54,957 |  | 54,741 |  | 50,088 |
| Total loans | \$ | 5,151,984 | \$ | 4,911,770 | \$ | 4,631,822 | \$ | 4,536,338 | \$ | 4,340,900 |

(Dollars in thousands)

|  | $\begin{gathered} \text { 1st Quarter } \\ 2017 \end{gathered}$ |  |  | $\begin{gathered} \text { 4th Quarter } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 3rd Quarter } \\ 2016 \\ \hline \end{gathered}$ |  |  | $\begin{gathered} \text { 2nd Quarter } \\ 2016 \end{gathered}$ |  |  | $\begin{gathered} \text { 1st Quarter } \\ 2016 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance for loan losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning balance |  | 51,893 |  | \$ | 48,933 |  | 46,998 |  |  | 45,145 |  |  | 43,419 |  |
| Loans charged off: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial financial and agricultural |  | 2,855 |  |  | 1,059 |  | 1,270 |  |  | 1,412 |  |  | 50 |  |
| Real estate - construction |  | - |  |  | - |  | 79 |  |  | 355 |  |  | 381 |  |
| Real estate - mortgage |  | 266 |  |  | 45 |  | 144 |  |  | 191 |  |  | - |  |
| Consumer |  | 75 |  |  | 82 |  | 81 |  |  | 31 |  |  | 18 |  |
| Total charge offs |  | 3,196 |  |  | 1,186 |  | 1,574 |  |  | 1,989 |  |  | 449 |  |
| Recoveries: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial financial and agricultural |  | 190 |  |  | 10 |  | 35 |  |  | 1 |  |  | 3 |  |
| Real estate - construction |  | 16 |  |  | 12 |  | 9 |  |  | 39 |  |  | 16 |  |
| Real estate - mortgage |  | 2 |  |  | 46 |  | 1 |  |  | 2 |  |  | 97 |  |
| Consumer |  | 1 |  |  | 3 |  | - |  |  | - |  |  | - |  |
| Total recoveries |  | 209 |  |  | 71 |  | 45 |  |  | 42 |  |  | 116 |  |
| Net charge-offs |  | 2,987 |  |  | 1,115 |  | 1,529 |  |  | 1,947 |  |  | 333 |  |
| Provision for loan losses |  | 4,986 |  |  | 4,075 |  | 3,464 |  |  | 3,800 |  |  | 2,059 |  |
| Ending balance | \$ | 53,892 |  | \$ | 51,893 |  | 48,933 |  |  | 46,998 |  |  | 45,145 |  |
| Allowance for loan losses to total loans |  | 1.05 | \% |  | 1.06 \% |  | 1.05 | \% |  | 1.04 | \% |  | 1.04 | \% |
| Allowance for loan losses to total average |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-offs to total average loans |  | 0.24 | \% |  | 0.09 \% |  | 0.13 | \% |  | 0.18 | \% |  | 0.03 | \% |
| Provision for loan losses to total average loans |  | 0.40 | \% |  | 0.34 \% |  | 0.30 | \% |  | 0.34 | \% |  | 0.20 | \% |
| Nonperforming assets: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Nonaccrual loans | \$ | 12,084 |  | \$ | 10,624 | \$ | 6,647 |  | \$ | 4,730 |  | \$ | 6,133 |  |
| Loans 90+ days past due and accruing |  | 16 |  |  | 6,263 |  | 43 |  |  | 423 |  |  | 417 |  |
| Other real estate owned and repossessed assets |  | 5,102 |  |  | 4,988 |  | 3,035 |  |  | 4,260 |  |  | 4,044 |  |
| Total | \$ | 17,202 |  | \$ | 21,875 | \$ | 9,725 |  | \$ | 9,413 |  |  | 10,594 |  |
| Nonperforming loans to total loans |  | 0.23 | \% |  | 0.34 \% |  | 0.14 | \% |  | 0.11 | \% |  | 0.15 | \% |
| Nonperforming assets to total assets |  | 0.27 | \% |  | 0.34 \% |  | 0.16 | \% |  | 0.17 | \% |  | 0.20 | \% |
| Nonperforming assets to earning assets |  | 0.28 | \% |  | 0.35 \% |  | 0.16 | \% |  | 0.17 | \% |  | 0.20 | \% |
| Reserve for loan losses to nonaccrual loans |  | 445.98 | \% |  | 488.45 \% |  | 736.17 | \% |  | 993.62 | \% |  | 736.10 | \% |
| Restructured accruing loans | \$ | 536 |  | \$ | 558 | \$ | 6,738 |  | \$ | 6,753 |  |  | 6,763 |  |
| Restructured accruing loans to total Ioans |  | 0.01 | \% |  | 0.01 \% |  | 0.14 | \% |  | 0.15 | \% |  | 0.16 | \% |

## TROUBLED DEBT RESTRUCTURINGS (TDRs) (UNAUDITED)

(In thousands)

Beginning balance:
Net (paydowns) / advances


Transfers to other real estate owned
$\xlongequal{\frac{-}{\$ 7,269}} \xlongequal{\frac{-}{\$ 7,292}} \xlongequal{\$ 6,738} \xlongequal{\frac{-}{\$ 6,753}} \xlongequal{\frac{(954)}{6,763}}$

|  | $\begin{gathered} \text { 1st Quarter } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { 4th Quarter } \\ & 2016 \end{aligned}$ |  | $\begin{gathered} \text { 3rd Quarter } \\ 2016 \end{gathered}$ |  | $\begin{gathered} \text { 2nd Quarter } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { 1st Quarter } \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income: |  |  |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 55,556 | \$ | 52,533 | \$ | 51,598 | \$ | 49,210 | \$ | 47,247 |
| Taxable securities |  | 2,087 |  | 1,604 |  | 1,107 |  | 1,238 |  | 1,269 |
| Nontaxable securities |  | 765 |  | 785 |  | 823 |  | 834 |  | 858 |
| Federal funds sold |  | 519 |  | 377 |  | 347 |  | 210 |  | 73 |
| Other interest and dividends |  | 590 |  | 901 |  | 816 |  | 558 |  | 514 |
| Total interest income |  | 59,517 |  | 56,200 |  | 54,691 |  | 52,050 |  | 49,961 |
| Interest expense: |  |  |  |  |  |  |  |  |  |  |
| Deposits |  | 5,982 |  | 5,817 |  | 5,358 |  | 4,611 |  | 4,361 |
| Borrowed funds |  | 1,483 |  | 1,274 |  | 1,415 |  | 1,548 |  | 1,421 |
| Total interest expense |  | 7,465 |  | 7,091 |  | 6,773 |  | 6,159 |  | 5,782 |
| Net interest income |  | 52,052 |  | 49,109 |  | 47,918 |  | 45,891 |  | 44,179 |
| Provision for loan losses |  | 4,986 |  | 4,075 |  | 3,464 |  | 3,800 |  | 2,059 |
| Net interest income after provision for loan losses |  | 47,066 |  | 45,034 |  | 44,454 |  | 42,091 |  | 42,120 |
| Non-interest income: |  |  |  |  |  |  |  |  |  |  |
| Service charges on deposit accounts |  | 1,354 |  | 1,375 |  | 1,367 |  | 1,306 |  | 1,307 |
| Mortgage banking |  | 899 |  | 1,044 |  | 1,112 |  | 901 |  | 668 |
| Securities gains |  | - |  | - |  | - |  | (3) |  | - |
| Increase in cash surrender value life insurance |  | 724 |  | 745 |  | 770 |  | 655 |  | 624 |
| Other operating income |  | 1,569 |  | 2,875 |  | 1,542 |  | 988 |  | 836 |
| Total non-interest income |  | 4,546 |  | 6,039 |  | 4,791 |  | 3,847 |  | 3,435 |
| Non-interest expense: |  |  |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 11,713 |  | 11,197 |  | 10,958 |  | 10,733 |  | 11,067 |
| Equipment and occupancy expense |  | 2,250 |  | 1,877 |  | 2,100 |  | 2,023 |  | 1,985 |
| Professional services |  | 771 |  | 1,058 |  | 1,182 |  | 999 |  | 738 |
| FDIC and other regulatory assessments |  | 997 |  | 1,072 |  | 775 |  | 803 |  | 750 |
| Other real estate owned expense |  | 76 |  | 91 |  | 178 |  | 41 |  | 449 |
| Other operating expense |  | 5,460 |  | 6,742 |  | 4,969 |  | 4,905 |  | 4,301 |
| Total non-interest expense |  | 21,267 |  | 22,037 |  | 20,162 |  | 19,504 |  | 19,290 |
| Income before income tax |  | 30,345 |  | 29,036 |  | 29,083 |  | 26,434 |  | 26,265 |
| Provision for income tax |  | 7,826 |  | 7,298 |  | 8,174 |  | 7,558 |  | 6,309 |
| Net income |  | 22,519 |  | 21,738 |  | 20,909 |  | 18,876 |  | 19,956 |
| Dividends on preferred stock |  | - |  | 24 |  | - |  | 23 |  | - |
| Net income available to common stockholders | \$ | 22,519 | \$ | 21,714 | \$ | 20,909 | \$ | 18,853 | \$ | 19,956 |
| Basic earnings per common share (1) | \$ | 0.43 | \$ | 0.41 | \$ | 0.40 | \$ | 0.36 | \$ | 0.38 |
| Diluted earnings per common share (1) | \$ | 0.42 | \$ | 0.40 | \$ | 0.39 | \$ | 0.36 | \$ | 0.38 |

(1) Adjusted to reflect two-for-one stock split that occurred on December 20, 2016.

## AVERAGE BALANCE SHEETS AND NET INTEREST ANALYSIS (UNAUDITED)

ON A FULLY TAXABLE-EQUIVALENT BASIS
(Dollars in thousands)

| 1st Quarter 2017 | 4th Quarter 201 | 3rd Quarter 2016 | 2nd Quarter 2016 |
| :---: | :---: | :---: | :---: |


|  | Average Balance | Yield / Rate | Average Balance | Yield / Rate | Average Balance | Yield / Rate | Average Balance | Yield / Rate | Av Ba |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets: |  |  |  |  |  |  |  |  |  |
| Interest-earning assets: <br> Loans, net of unearned income (1) |  |  |  |  |  |  |  |  |  |
| Taxable | \$ 4,976,933 | 4.50 \% | \$ 4,676,565 | 4.45 \% | \$ 4,554,900 | 4.47 \% | \$ 4,406,107 | 4.47 \% | \$ 4, |
| Tax-exempt (2) | 27,322 | 4.72 | 26,344 | 4.74 | 21,939 | 4.37 | 16,315 | 4.54 |  |
| Total loans, net of unearned income | 5,004,255 | 4.51 | 4,702,909 | 4.45 | 4,576,839 | 4.47 | 4,422,422 | 4.47 | 4, |
| Mortgage loans held for sale | 5,637 | 4.10 | 6,271 | 3.36 | 6,724 | 3.79 | 7,323 | 3.62 |  |
| Debt securities: |  |  |  |  |  |  |  |  |  |
| Taxable | 368,349 | 2.27 | 295,608 | 2.17 | 224,825 | 2.19 | 208,113 | 2.38 |  |
| Tax-exempt (2) | 132,578 | 3.45 | 134,748 | 3.54 | 135,272 | 3.73 | 135,954 | 3.73 |  |
| Total securities (3) | 500,927 | 2.58 | 430,356 | 2.60 | 360,097 | 2.77 | 344,067 | 2.91 |  |
| Federal funds sold | 234,460 | 0.90 | 242,211 | 0.62 | 217,158 | 0.64 | 144,206 | 0.59 |  |
| Restricted equity securities | 1,030 | 1.57 | 3,042 | 8.24 | 5,658 | 4.01 | 5,659 | 3.62 |  |
| Interest-bearing balances with banks | 295,648 | 0.80 | 601,143 | 0.55 | 590,675 | 0.51 | 393,782 | 0.52 |  |
| Total interestearning assets | 6,041,957 | 4.03 \% | 5,985,932 | 3.77 \% | 5,757,151 | 3.81 \% | 5,317,459 | 3.97 \% | 5, |
| Non-interest-earning assets: |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | 59,697 |  | 55,593 |  | 58,809 |  | 65,318 |  |  |
| Net premises and equipment | 44,739 |  | 30,421 |  | 25,000 |  | 23,241 |  |  |
| Allowance for loan losses, accrued interest and other assets | 138,289 |  | 140,721 |  | 145,804 |  | 127,640 |  |  |
| Total assets | \$ 6,284,682 |  | $\underline{\$(6,212,667}$ |  | $\underline{\$ 5,986,764}$ |  | \$ 5,533,658 |  | $\underline{\text { \$5, }}$ |



(1) Average loans include loans on which the accrual of interest has been discontinued.
(2) Interest income and yields are presented on a fully taxable equivalent basis using a tax rate of $35 \%$.
(3) Unrealized gains on available-for-sale debt securities are excluded from the yield calculation.

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Source: ServisFirst Bancshares, Inc.


[^0]:    (1) Adjusted to reflect two-for-one stock split that occurred on December 20, 2016.
    (2) See "GAAP Reconciliation and Management Explanation of Non-GAAP Financial Measures" for a discussion of these Non-GAAP financial measures.
    (3) Regulatory capital ratios for most recent period are preliminary.

