EARNINGS RELEASE

CONTACT

Rob Anderson Chief Financial Officer and Chief Administrative Officer (615) 732-6470



CAPSTAR FINANCIAL HOLDINGS, INC. ANNOUNCES THIRD QUARTER 2017 RESULTS

NASHVILLE, TN, October 16, 2017/GlobeNewswire/ -- CapStar Financial Holdings, Inc. ("CapStar") (NASDAQ:CSTR) reported net income of \$4.42 million, or \$0.35 per share on a fully diluted basis, for the three months ended September 30, 2017, compared to net income of \$2.11 million, or \$0.20 per share on a fully diluted basis, for the three months ended September 30, 2016.

"Our vision for CapStar is to be a high performing financial institution known for sound, profitable, growth," said Claire W. Tucker, CapStar's president and chief executive officer. "This was a record quarter for the company in terms of profitability, and we experienced strong growth in our DDA balances and non-interest income sources. CapStar remains a sound, well-capitalized institution, with no charge-offs during the quarter and a \$1.9 million recovery on a previously charged-off loan. We believe these results further demonstrate our ability to execute this strategy and vision, while creating long-term value for our shareholders."

Soundness

- The allowance for loan losses represented 1.45% of total loans at September 30, 2017 compared to 1.25% at September 30, 2016.
- Non-performing assets as a percentage of total loans and other real estate owned was 0.32% at September 30, 2017 compared to 0.45% at September 30, 2016.
- Annualized net charge-offs (recoveries) to average loans totaled -0.75% for the three months ended September 30, 2017 compared to 0.25% for the same period in 2016.
- The total risk based capital ratio was to 12.42% at September 30, 2017 compared to 12.45% at September 30, 2016.

Profitability

- Return on average assets ("ROAA") for the three months ended September 30, 2017 was 1.28% compared to 0.65% for the same period in 2016.
- Return on average tangible common equity ("ROATCE") for the three months ended September 30, 2017 was 13.88% compared to 8.84% for the same period in 2016.
- The net interest margin ("NIM") for the three months ended September 30, 2017 was 3.26% compared to 3.23% for the same period in 2016.

• The efficiency ratio for the three months ended September 30, 2017 was 59.6% compared to 64.0% for the same period in 2016.

Growth

- Average total assets for the quarter ended September 30, 2017 increased 5.5%, to \$1.37 billion, compared to \$1.30 billion for the same period in 2016.
- Average gross loans for the quarter ended September 30, 2017 increased 7.9%, to \$991.2 million, compared to \$918.3 million for the same period in 2016.
- Average total deposits for the quarter ended September 30, 2017 fell 3.3%, to \$1.09 billion, compared to \$1.13 billion for the same period in 2016.
- Average demand deposits for the quarter ended September 30, 2017 increased 26.7%, to \$237.2 million, compared to \$187.2 million for the same period in 2016.

"By many measures, this quarter's performance exceeded our expectations. We had record net income of \$4.4 million, an ROAA of 1.28%, expansion in our NIM, no credit charge-offs, and strong growth in our DDA and Treasury Management fees," said Rob Anderson, chief financial officer and chief administrative officer of CapStar. "Through consistent engagement with our clients, the CapStar associate base is building a loyal customer base."

Conference Call and Webcast Information

CapStar will host a conference call and webcast at 3:00 p.m. Central Time on Monday, October 16, 2017. During the call, management will review the third quarter results and operational highlights. Interested parties may listen to the call by dialing (844) 412-1002. The conference ID number is 90272640. A simultaneous webcast may be accessed on CapStar's website at ir.capstarbank.com by clicking on "News & Events". An archived version of the webcast will be available in the same location shortly after the live call has ended.

About CapStar Financial Holdings, Inc.

CapStar Financial Holdings, Inc. is a bank holding company headquartered in Nashville, Tennessee, and operates primarily through its wholly owned subsidiary, CapStar Bank, a Tennessee-chartered state bank. CapStar Bank is a commercial bank that seeks to establish and maintain comprehensive relationships with its clients by delivering customized and creative banking solutions and superior client service. As of September 30, 2017, on a consolidated basis, CapStar had total assets of \$1.3 billion, gross loans of \$974.5 million, total deposits of \$1.1 billion, and shareholders' equity of \$144.2 million. Visit www.capstarbank.com for more information.

Forward-Looking Statements

Certain statements in this earnings release are forward-looking statements that reflect CapStar's current views with respect to, among other things, future events and CapStar's financial and operational performance. These statements are often, but not always, made through the use of words or phrases such as "may," "should," "could," "predict," "potential," "believe," "will likely result," "expect," "continue," "will," "anticipate," "seek," "aspire," "achieve," "estimate," "intend," "plan," "project," "projection," "forecast," "roadmap," "goal," "target," "would," and "outlook," or the negative version of those words or other comparable words of a future or forward-looking nature. These forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about CapStar's industry, management's beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond CapStar's control. The inclusion of these forward-looking statements should not be regarded as a representation by CapStar or any other person that such expectations, estimates and projections will be achieved. Accordingly, CapStar cautions you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Although CapStar believes that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different

from the results expressed or implied by the forward-looking statements. There are or will be important factors that could cause CapStar's actual results to differ materially from those indicated in these forward-looking statements, including, but not limited to, any factors identified in this earnings release as well as those factors that are detailed from time to time in CapStar's periodic and current reports filed with the Securities and Exchange Commission, including those factors included in the Company's Annual Report on Form 10-K for the year ended December 31, 2016 under the headings "Item 1A. Risk Factors" and "Cautionary Note Regarding Forward Looking Statements" and in the Company's Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. If one or more events related to these or other risks or uncertainties materialize, or if CapStar's underlying assumptions prove to be incorrect, actual results may differ materially from our forward-looking statements. Accordingly, you should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date of this earnings release, and CapStar does not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by law. New risks and uncertainties may emerge from time to time, and it is not possible for CapStar to predict their occurrence or how they will affect CapStar.

Non-GAAP Disclaimer

This earnings release includes the following financial measures that were prepared other than in accordance with generally accepted accounting principles in the United States ("non-GAAP financial measure"): return on average tangible common equity and tangible book value per share. These non-GAAP financial measures (i) provides useful information to management and investors that is supplementary to CapStar's financial condition, results of operations and cash flows computed in accordance with GAAP, (ii) enables a more complete understanding of factors and trends affecting CapStar's business, and (iii) allows investors to evaluate CapStar's performance in a manner similar to management, the financial services industry, bank stock analysts and bank regulators; however, CapStar acknowledges that these non-GAAP financial measures have a number of limitations. As such, you should not view these non-GAAP financial measures as a substitute for results determined in accordance with GAAP, and they are not necessarily comparable to non-GAAP financial measures that other companies use. See below for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measure.

Consolidated Statements of Income (unaudited) (dollars in thousands, except share data)

Third Quarter 2017 Earnings Release

		Three Mor			Nine Months Ended September 30,					
		2017		2016	2017			2016		
Interest income:										
Loans, including fees	\$	12,095	\$	10,659	\$	33,935	\$	29,532		
Securities:		000		=0=		2.025		2 70 5		
Taxable		838		787		2,827		2,596		
Tax-exempt		304		291		944		841		
Federal funds sold		7		4		26		12		
Restricted equity securities		108		71		271		210		
Interest-bearing deposits in financial institutions		169		63		387		197		
Totalinterestincome		13,521		11,875		38,390		33,388		
Interest expense:										
Interest-bearing deposits		635		404		1,839		1,096		
Savings and money market accounts		772		689		2,360		2,141		
Time deposits		706		546		1,750		1,566		
Federal funds purchased		2		13		13		21		
Securities sold under agreements to repurchase		_				_		1		
Federal Home Loan Bank advances		563		97		1,083		280		
Totalinterestexpense	<u> </u>	2,678		1,749		7,045		5,105		
Net interest income		10,843		10,126		31,345		28,283		
Provision for loan losses		(195)		1,639		12,900		2,759		
Net interest income after provision for loan losses		11,038		8,487	-	18,445		25,524		
Noninterest income:										
Treasury management and other deposit service charges		427		277		1,097		805		
Loan commitment fees		223		329		646		901		
Net gain (loss) on sale of securities		9		(4)		42		121		
Tri-Net fees		367		_		748		_		
Mortgage banking income		2,030		2,339		4,617		5,342		
Other noninterest income		316		250		1,021		961		
Total noninterest income		3,372		3,191		8,171		8,130		
Noninterest expense:		-,-,-		2,232		0,272		3,223		
Salaries and employee benefits		5,119		5,119		14,989		15,275		
Data processing and software		709		627		2,040		1,831		
Professional fees		336		391		1,050		1,148		
Occupancy		531		352		1,518		1,133		
Equipment		564		458		1,604		1,301		
Regulatory fees		270		250		877		742		
Other operating		946		1,330		2,988		3,057		
Total noninterest expense		8,475	_	8,527		25,066	_	24,487		
Income before income taxes		5,935		3,151		1,550		9,167		
Income tax expense		1,516		1,042		1,550		2,998		
Net income	\$	4,419	\$	2,109	\$	1,409	\$	6,169		
	φ	4,417	φ	2,109	Ψ	1,409	φ	0,109		
Per share information:	ф	0.00	ф	0.04	ф	0.10	ф	0.71		
Basic net income per share of common stock	<u>\$</u>	0.39	\$	0.24	\$	0.13	\$	0.71		
Diluted net income per share of common stock	\$	0.35	\$	0.20	\$	0.11	\$	0.58		
Weighted average shares outstanding:										
Basic	1	1,279,364		8,792,665		11,239,093		8,701,596		
Diluted		2,750,423	_	10,799,536		12,758,091	_	10,682,976		
			_	_ 5,,555			_	25,002,770		

Selected Quarterly Financial Data (unaudited) (dollars in thousands, except share data)

Third Quarter 2017 Earnings Release

	Five Quarter Comparison							
	9/30/17		6/30/17	3/31/17		12/31/16		9/30/16
Income Statement Data:					-			
Net interest income	\$ 10,843	\$	10,571	\$ 9,93		10,180	\$	10,126
Provision for loan losses	(195)		9,690	3,40	_	70		1,639
Net interest income after provision for loan losses	11,038		881	6,52		10,110		8,487
Treasury management and other deposit service charges	427		342	32	9	303		277
Loan commitment fees	223		187	23	6	217		329
Net gain (loss) on sale of securities	9		40	(6)	_		(4)
Tri-Net fees	367		297	8	4	125		_
Mortgage banking income	2,030		1,370	1,21	6	2,033		2,339
Other noninterest income	316		430	27	4	276		250
Total noninterest income	3,372		2,666	2,13	3	2,954		3,191
Salaries and employee benefits	5,119		4,784	5,08	6	5,185		5,119
Data processing and software	709		711	62		542		627
Professional fees	336		350	36	5	406		391
Occupancy	531		539	44		366		352
Equipment	564		544	49	6	443		458
Regulatory fees	270		301	30	7	348		250
Other operating	946		988	1,05		1,352		1,330
Total noninterest expense	8,475		8,217	8,37		8,642	_	8,527
Net income (loss) before income tax expense	5,935	_	(4,670)	28		4,422		3,151
Income tax (benefit) expense	1,516		(1,328)		7)	1,495		1.042
Net income (loss)	\$ 4,419	\$	(3,342)	\$ 33		2,927	\$	2,109
							Ė	
Weighted average shares - basic	11,279,364		1,226,216	11,210,94		11,194,534		8,792,665
Weighted average shares - diluted	12,750,423		2,740,104	12,784,11		12,787,677		0,799,536
Net income (loss) per share, basic	\$ 0.39	\$	(0.30)	\$ 0.0		0.26	\$	0.24
Net income (loss) per share, diluted	0.35		(0.26)	0.0	3	0.23		0.20
Balance Sheet Data (at period end):	ф. co. д co.	Φ	40.002	Φ 60.00	0 0	00.111	Φ.	70 451
Cash and cash equivalents	\$ 69,789	\$	48,093	\$ 60,03		80,111	\$	73,451
Securities available-for-sale	146,600		155,663	188,51		182,355		167,213
Securities held-to-maturity	45,635		46,458	46,85		46,864		46,228
Loans held for sale	53,225		73,573	35,37		42,111		61,252
Total loans	974,530		996,617	1,003,43		935,251		924,031
Allowance for loan losses	(14,122)		(12,454)	(13,99		(11,634)		(11,510)
Total assets	1,338,559		1,371,626	1,381,70		1,333,675		1,318,057
Non-interest-bearing deposits	250,007		231,169	223,45		197,788		191,469
Interest-bearing deposits	841,488		889,816	934,54		930,935		944,590
Federal Home Loan Bank advances	95,000		105,000	75,00		55,000		30,000
Total liabilities	1,194,355		1,233,596	1,241,49		1,194,468		1,179,631
Shareholders' equity	\$ 144,204		138,030	\$ 140,21		139,207		138,427
Total shares of common stock outstanding	11,346,498	1	1,235,255	11,218,32		11,204,515	1	1,191,021
Total shares of preferred stock outstanding	878,049		878,049	878,04		878,049		878,049
Book value per share of common stock	\$ 11.92	\$	11.48	\$ 11.7		11.62	\$	11.57
Tangible book value per share of common stock *	11.36		10.93	11.1	4	11.06		11.00
Market value per share of common stock	\$ 19.58	\$	17.74	\$ 19.0	7 \$	21.96	\$	16.92
Capital ratios:								
Total risk based capital	12.42 %	6	11.51%	12.1	3 %	12.60%)	12.45%
Tier 1 risk based capital	11.289	6	10.54%	11.0	1 %	11.61%)	11.46%
Common equity tier 1 capital	10.589	6	9.86%	10.3	2%	10.90%)	10.75%
Leverage	10.369	6	9.77%	10.3	7%	10.46%)	10.47%

^{*}This metric is a non-GAAP financial measure. See below for a reconciliation to the most directly comparable GAAP financial measure.

Selected Quarterly Financial Data (unaudited) (dollars in thousands, except share data)

Third Quarter 2017 Earnings Release

Cash and cash equivalents \$ 9,9352 \$ 0,2002 \$ 58,925 \$ 6,078 \$ 5,504 Investment securities 207,926 227,431 237,084 226,033 128,463 Loans held for sale 67,886 34,690 28,359 52,483 63,644 Loans 991,283 1,088,068 974,350 938,887 193,302 Assets 1,367,993 1,381,311 1,340,277 1,224,620 113,8779 Interest bearing deposits 1,094,500 1,111,833 1,43,873 1,132,038 Federal Home Loan Bank advances 1,226,481 1,250,481 1,198,686 1,188,091 1,179,480 Shareholders' equity 1,126,481 1,250,481 1,250,481 1,188,091 1,179,480 Shareholders' equity 1,226,481 1,250,481 1,250,481 1,188,991 1,179,480 Shareholders' equity 1,23,88 1,250,981 1,189,91 1,179,480 Shareholders' equity 1,23,88 1,250,981 1,189,91 1,179,480 Annualized return on average asets			Five Quarter Comparison								
Cash and cash equivalents \$9,352 \$0,2002 \$5,925 \$6,078 \$5,205 Investment securities 207,926 227,431 237,084 226,033 128,463 Loans L		_	9/30/17		6/30/17		3/31/17		12/31/16		9/30/16
Investment securities	Average Balance Sheet Data:										
Loans	Cash and cash equivalents	\$	59,352	\$	62,002	\$	58,925	\$	66,758	\$	55,054
	Investment securities		207,926		227,431		237,084		226,033		218,463
Name 1,367,993	Loans held for sale		67,886		34,690		28,359		52,483		63,640
Deposits 887,344 882,722 933,328 942,923 944,794 Deposits 1,094,500 1,111,833 1,143,636 1,138,779 1,132,038 Edecral Home Loam Bank advances 123,315 128,901 43,837 33,478 225,656 Liabilities 1,226,438 1,250,544 1,198,686 1,185,091 1,179,480 Sharcholders' equity 121,556 141,575 141,575 130,502 171,79,480 Sharcholders' equity 121,388 -0.96% 0,10% 0,888 0.65 Annualized return on average assets 1,288 -0.93% 0,95% 8,35% 7,15 Net interest margin 3,26% 3,15% 3,12% 3,17% 3,238 Annualized return on average assets 9,98% 0,93% 0,95% 63,5% 64,00 Net interest margin 3,26% 3,15% 3,12% 3,17% 3,238 Annualized return on average assets 9,98% 0,93% 0,95% 63,5% 64,00 Demonstrait margin 3,26% 3,15% 3,12% 3,17% 3,238 Annualized return on average assets 9,98% 0,93% 0,95% 63,5% 64,00 Demonstrait margin 3,26% 3,26% 3,27% 3,27% 3,238 Annualized return on average assets 9,98% 0,93% 0,98% 0,05% Efficiency ratio 5,96% 6,26% 6,40% 6,40% 6,58% 6,40% Demonstrait margin 3,94,600 5,96,63% 5,96,60% 5,976 6,40% Commercial real estate - owner occupied 103,183 97,035 92,213 106,735 106,395 Commercial real estate - owner occupied 263,595 288,123 264,22 195,58% 163,566 Consumer real estate 100,811 99,751 99,952 97,015 96,919 Consumer real estate 100,811 99,751 99,952 97,015 90,	Loans		991,238		1,028,968		974,350		938,887		918,302
Deposits	Assets		1,367,993		1,393,331		1,340,237		1,324,620		1,296,871
Pederal Home Loan Bank advances	Interest bearing deposits		857,344		882,722		933,328		942,923		944,794
Liabilities	Deposits		1,094,500		1,111,833		1,143,636		1,138,779		1,132,038
Sample S	Federal Home Loan Bank advances		123,315		128,901		43,837		33,478		29,565
Sample S	Liabilities		1,226,438		1,250,544		1,198,686		1,185,091		1,179,480
Performance Ratios:	Shareholders' equity			\$	142,787	\$	141,551	\$	139,529	\$	
Annualized return on average assets			,		,		,		,		,
Annualized return on average equity 12.38% 9.39% 0.95% 8.35% 7.15 Net interest margin 3.26% 3.15% 3.12% 3.17% 3.23 Annualized Non-interest income to average assets 0.98% 0.77% 0.65% 0.88% 0.98 Efficiency ratio 59.6% 62.1% 69.4% 65.8% 64.0 Loans by Type (at period end):			1.28%		-0.96%		0.10%		0.88%		0.65%
Net interest margin 3.26% 3.15% 3.12% 3.17% 3.23											7.15%
Annualized Non-interest income to average assets 0.98% 0.77% 0.65% 0.89% 0.98 Efficiency ratio 59.6% 62.1% 69.4% 65.8% 64.0 Leans by Type (at period end): Commercial and industrial \$ 394,600 \$ 406,636 \$ 420,825 \$ 379,620 \$ 389,718 Commercial real estate - owner occupied 103,183 97,635 92,213 106,735 108,921 Comstruction and development 79,951 62,152 74,007 94,491 91,366 Consumer cal estate 100,811 99,751 99,952 97,015 96,919 Consumer real estate 100,811 99,751 99,952 97,015 96,919 Consumer 6,289 4,096 4,495 5,974 7,046 Other \$ 26,460 \$ 38,783 \$ 43,983 56,766 \$ 6,886 Allowance for loan losses to total loans 1,45% 1,25% 1,39% 1,24 1,25 Allowance for loan losses to non-performing loans 3,165 3,229 \$ 13,624 \$ 3											3.23%
Efficiency ratio S9.6% 62.1% 69.4% 65.8% 64.0% Counse Type Counser Type Commercial and industrial S34,600 \$406,636 \$420,825 \$379,620 \$389,718 Commercial real estate - owner occupied 103,183 97,635 92,213 106,735 108,921 Commercial real estate - non-owner occupied 263,595 288,123 268,742 195,587 163,626 Construction and development 79,951 62,152 74,007 94,41 91,366 Consumer call estate 100,811 99,751 99,952 97,015 96,919 Consumer call estate 264,600 \$38,783 \$43,983 \$5,796 \$6,806 Consumer call estate 264,600 \$38,783 \$43,983 \$5,976 \$6,806 Consumer call estate 264,600 \$38,783 \$43,983 \$5,796 \$6,806 Consumer call estate 264,600 \$38,783 \$43,983 \$5,976 \$6,806 Consumer call estate 264,600 \$38,783 \$43,983 \$5,796 \$6,806 Consumer call estate 264,600 \$38,883 \$3,893 \$1,249 \$1,24	-										0.989
Commercial and industrial \$394,600 \$406,636 \$420,825 \$379,620 \$389,718	_										64.09
Commercial and industrial \$ 394,600 \$ 406,636 \$ 420,825 \$ 379,620 \$ 389,718 Commercial real estate - owner occupied 103,183 97,635 92,213 106,735 108,921 Commercial real estate - non-owner occupied 263,595 288,123 268,742 195,587 163,626 Construction and development 79,951 62,152 74,007 94,491 91,366 Consumer 6,289 4,096 4,495 5,974 70,466 Other 26,460 38,783 43,983 56,796 67,806 Asset Quality Data: 6,289 4,096 4,495 5,974 70,466 Other 26,460 38,783 43,983 56,796 67,806 Asset Quality Data: 1 1,25% 1,398 1,24% 1,25 Allowance for loan losses to total loans 1,45% 1,25% 1,398 1,24% 1,25 Allowance for loan losses to non-performing loans 3,165 3,229 13,624 3,619 4,123 Total non-performing	-		37.070		02.170		07.170		03.0 70		01.07
Commercial real estate - owner occupied 103,183 97,635 92,213 106,735 108,921 Commercial real estate - non-owner occupied 263,595 288,123 268,742 195,587 163,626 Construction and development 79,951 62,152 74,007 94,491 91,366 Consumer 6,289 4,096 4,495 5,974 7,046 Other \$26,460 38,783 \$43,983 \$56,796 \$67,806 Asset Quality Data: Allowance for loan losses to total loans 1,45% 1,25% 1,39% 1,24% 1,25 Allowance for loan losses to non-performing loans 446% 386% 103% 321% 279 Nonaccrual loans 3,165 \$3,229 \$13,624 \$3,619 \$4,123 Toubled debt restructurings 1,222 1,239 1,256 1,272 1,288 Loans - 90 days past due and accruing 27 15 - - - - Total non-performing loans to total loans 3,165 \$3,229 \$13,624		\$	394 600	\$	406 636	\$	420 825	\$	379 620	\$	389 718
Commercial real estate - non-owner occupied 263,595 288,123 268,742 195,587 163,626 Construction and development 79,951 62,152 74,007 94,491 91,366 Consumer real estate 100,811 99,751 99,952 97,015 96,919 Consumer 6,289 4,096 4,495 5,974 7,046 Other 26,460 38,783 43,983 56,796 8,786 Asset Quality Data: 466 386% 1,39% 1,24% 1,25 Allowance for loan losses to total loans 1,45% 1,25% 1,39% 1,24% 1,25 Allowance for loan losses to non-performing loans 446% 386% 103% 321% 279 Nonaccrual loans 3,165 3,229 13,624 3,619 4,123 Total non-performing loans 3,165 3,229 13,624 3,619 4,123 OREO and repossessed assets - - - - - - - - - - <t< td=""><td></td><td>Ψ</td><td></td><td>Ψ</td><td></td><td>Ψ</td><td></td><td>Ψ</td><td></td><td>Ψ</td><td></td></t<>		Ψ		Ψ		Ψ		Ψ		Ψ	
Construction and development 79,951 62,152 74,007 94,491 91,366 Consumer real estate 100,811 99,751 99,952 97,015 96,919 Consumer 6,289 4,096 4,495 5,974 7,046 Other \$6,289 4,096 4,495 5,974 7,046 Allowance for loan losses to total loans 1,458 1,258 1,39% 1,24% 1,25 Allowance for loan losses to total loans 1,468 3,868 1,39% 1,24% 1,25 Allowance for loan losses to total loans 1,468 3,869 1,362 3,163 3,229 13,624 3,619 4,123 Coans 2,90 days past due and accruing 2,1 1,2 1,2 1,2 1,2 1,2 1,2 1,2 1							,		,		
Consumer real estate 100,811 99,751 99,952 97,015 96,919 Consumer 6,289 4,096 4,495 5,974 7,046 Other \$26,460 \$3,8783 \$43,983 \$56,796 \$67,806 Asset Quality Data: Allowance for loan losses to total loans 1,45% 1,25% 1,39% 1,24% 1,25 Allowance for loan losses to non-performing loans 446% 386% 103% 321% 279 Nonaccrual loans \$3,165 \$3,229 \$13,624 \$3,619 \$4,123 Toubled debt restructurings 1,222 1,239 1,256 1,272 1,288 Loans - 90 days past due and accruing 27 15 -											
Consumer 6,289 4,096 4,495 5,974 7,046 Other \$ 26,460 \$ 38,783 \$ 43,983 \$ 56,796 \$ 67,806 Asset Quality Data: ***********************************							,				
Other \$ 26,460 \$ 38,783 \$ 43,983 \$ 56,796 \$ 67,806 Asset Quality Data: Allowance for loan losses to total loans 1.45% 1.25% 1.39% 1.24% 1.25 Allowance for loan losses to non-performing loans 446% 3.36% 103% 321% 279 Nonaccrual loans \$ 3,165 \$ 3,229 \$ 13,624 \$ 3,619 \$ 4,123 Troubled debt restructurings 1,222 1,239 1,256 1,272 1,288 Loans - 90 days past due and accruing 27 15 -							,				
Asset Quality Data: Allowance for loan losses to total loans		•		Φ		Φ		Φ		Φ	
Allowance for loan losses to total loans 1.45% 1.25% 1.39% 1.24% 1.25 Allowance for loan losses to non-performing loans 446% 386% 103% 321% 279 Nonaccrual loans \$ 3,165 \$ 3,229 \$ 13,624 \$ 3,619 \$ 4,123 Troubled debt restructurings 1,222 1,239 1,256 1,272 1,288 Loans - 90 days past due and accruing 27 15 - - <td></td> <td>Ф</td> <td>20,400</td> <td>Ф</td> <td>36,763</td> <td>Ф</td> <td>43,963</td> <td>ф</td> <td>30,790</td> <td>Ф</td> <td>07,800</td>		Ф	20,400	Ф	36,763	Ф	43,963	ф	30,790	Ф	07,800
Allowance for loan losses to non-performing loans			1 45 0/		1 250/		1.200/		1 240/		1 25 0
Nonaccrual loans											
Troubled debt restructurings 1,222 1,239 1,256 1,272 1,288 Loans - 90 days past due and accruing 27 15 - - - Total non-performing loans 3,165 3,229 13,624 3,619 4,123 OREO and repossessed assets - - - - - - - Total non-performing assets \$ 3,165 3,229 \$ 13,624 3,619 4,123 Non-performing assets to total loans 0.32% 0.32% 1.36% 0.39% 0.45 Non-performing assets to total loans and OREO 0.32% 0.32% 1.36% 0.39% 0.45 Annualized net charge-offs to average loans -0.75% 4.38% 0.43% -0.02% 0.25 Net charge-offs (recoveries) \$ (1,863) \$ 11,233 \$ 1,041 \$ (53) \$ 582 Interest Rates and Yields: 2.40% 2.40% 2.44% 4.32% 4.36 Securities 2.40% 2.44% 2.37% 2.19% 2.10 Total		¢		Φ		Φ				Φ	
Loans - 90 days past due and accruing 27 15 - - - Total non-performing loans 3,165 3,229 13,624 3,619 4,123 OREO and repossessed assets - - - - - - Total non-performing assets \$ 3,165 \$ 3,229 \$ 13,624 \$ 3,619 \$ 4,123 Non-performing loans to total loans 0.32% 0.32% 1.36% 0.39% 0.45 Non-performing assets to total assets 0.24% 0.24% 0.99% 0.27% 0.31 Non-performing assets to total loans and OREO 0.32% 0.32% 1.36% 0.39% 0.45 Annualized net charge-offs to average loans -0.75% 4.38% 0.43% -0.02% 0.25 Net charge-offs (recoveries) \$ (1,863) \$ 11,233 \$ 1,041 \$ (53) \$ 582 Interest Rates and Yields: 2.40% 2.44% 2.37% 2.19% 2.10 Total interest-earning assets 4.07% 3.85% 3.77% 3.74% 3.79		Þ		Э			,	ф	,	Э	
Total non-performing loans 3,165 3,229 13,624 3,619 4,123 OREO and repossessed assets -											
OREO and repossessed assets -<											
Total non-performing assets \$ 3,165 \$ 3,229 \$ 13,624 \$ 3,619 \$ 4,123 Non-performing loans to total loans 0.32% 0.32% 1.36% 0.39% 0.45 Non-performing assets to total assets 0.24% 0.24% 0.99% 0.27% 0.31 Non-performing assets to total loans and OREO 0.32% 0.32% 1.36% 0.39% 0.45 Annualized net charge-offs to average loans -0.75% 4.38% 0.43% -0.02% 0.25 Net charge-offs (recoveries) \$ (1,863) \$ 11,233 \$ 1,041 \$ (53) \$ 582 Interest Rates and Yields: Value Value 4.24% 4.32% 4.36 Securities 2.40% 2.44% 2.37% 2.19% 2.10 Total interest-earning assets 4.07% 3.85% 3.77% 3.74% 3.79 Deposits 0.77% 0.70% 0.67% 0.57% 0.58 Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interes											
Non-performing loans to total loans 0.32% 0.32% 1.36% 0.39% 0.45 Non-performing assets to total loans and OREO 0.24% 0.24% 0.99% 0.27% 0.31 Non-performing assets to total loans and OREO 0.32% 0.32% 1.36% 0.39% 0.45 Annualized net charge-offs to average loans -0.75% 4.38% 0.43% -0.02% 0.25 Net charge-offs (recoveries) \$ (1,863) \$ 11,233 \$ 1,041 \$ (53) \$ 582 Interest Rates and Yields: Loans 4.55% 4.29% 4.24% 4.32% 4.36 Securities 2.40% 2.44% 2.37% 2.19% 2.10 Total interest-earning assets 4.07% 3.85% 3.77% 3.74% 3.79 Deposits 0.77% 0.70% 0.67% 0.57% 0.58 Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71		Ф		Ф		Φ		Φ		Φ	4 102
Non-performing assets to total assets 0.24% 0.24% 0.99% 0.27% 0.31 Non-performing assets to total loans and OREO 0.32% 0.32% 1.36% 0.39% 0.45 Annualized net charge-offs to average loans -0.75% 4.38% 0.43% -0.02% 0.25 Net charge-offs (recoveries) \$ (1,863) \$ 11,233 \$ 1,041 \$ (53) \$ 582 Interest Rates and Yields: Loans 4.55% 4.29% 4.24% 4.32% 4.36 Securities 2.40% 2.44% 2.37% 2.19% 2.10 Total interest-earning assets 4.07% 3.85% 3.77% 3.74% 3.79 Deposits 0.77% 0.70% 0.67% 0.57% 0.58 Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71 Other Information:	. •	\$		3		3		3		\$	
Non-performing assets to total loans and OREO 0.32% 0.32% 1.36% 0.39% 0.45 Annualized net charge-offs to average loans -0.75% 4.38% 0.43% -0.02% 0.25 Net charge-offs (recoveries) \$ (1,863) \$ 11,233 \$ 1,041 \$ (53) \$ 582 Interest Rates and Yields: Loans 4.55% 4.29% 4.24% 4.32% 4.36 Securities 2.40% 2.44% 2.37% 2.19% 2.10 Total interest-earning assets 4.07% 3.85% 3.77% 3.74% 3.79 Deposits 0.77% 0.70% 0.67% 0.57% 0.58 Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71 Other Information:											
Annualized net charge-offs to average loans -0.75% 4.38% 0.43% -0.02% 0.25 Net charge-offs (recoveries) \$ (1,863) \$ 11,233 \$ 1,041 \$ (53) \$ 582 Interest Rates and Yields: Use of the part											
Net charge-offs (recoveries) \$ (1,863) \$ 11,233 \$ 1,041 \$ (53) \$ 582 Interest Rates and Yields: Use of the control of the											
Interest Rates and Yields: Loans 4.55% 4.29% 4.24% 4.32% 4.36 Securities 2.40% 2.44% 2.37% 2.19% 2.10 Total interest-earning assets 4.07% 3.85% 3.77% 3.74% 3.79 Deposits 0.77% 0.70% 0.67% 0.57% 0.58 Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71 Other Information:				4							
Loans 4.55% 4.29% 4.24% 4.32% 4.36 Securities 2.40% 2.44% 2.37% 2.19% 2.10 Total interest-earning assets 4.07% 3.85% 3.77% 3.74% 3.79 Deposits 0.77% 0.70% 0.67% 0.57% 0.58 Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71 Other Information:		\$	(1,863)	\$	11,233	\$	1,041	\$	(53)	\$	582
Securities 2.40% 2.44% 2.37% 2.19% 2.10 Total interest-earning assets 4.07% 3.85% 3.77% 3.74% 3.79 Deposits 0.77% 0.70% 0.67% 0.57% 0.58 Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71 Other Information:											
Total interest-earning assets 4.07% 3.85% 3.77% 3.74% 3.79 Deposits 0.77% 0.70% 0.67% 0.57% 0.58 Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71 Other Information:											4.36%
Deposits 0.77% 0.70% 0.67% 0.57% 0.58 Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71 Other Information: 0.00% </td <td></td> <td>2.10%</td>											2.10%
Borrowings and repurchase agreements 1.81% 1.18% 1.30% 2.32% 1.25 Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71 Other Information: 0.92% 0.85% 0.74% 0.71											3.79%
Total interest-bearing liabilities 1.08% 0.92% 0.85% 0.74% 0.71 Other Information:											0.589
Other Information:											1.25 9
	Total interest-bearing liabilities		1.08%		0.92%		0.85 %		0.74%		0.719
Full-time equivalent employees 168 169 168 170 168	Other Information:										
	Full-time equivalent employees		168		169		168		170		168

Analysis of Interest Income and Expense, Rates and Yields (unaudited) (dollars in thousands)

Third Quarter 2017 Earnings Release

	For the Three Months Ended September 30,									
		2017		2016						
	Average Outstanding Balance	Interest Income/ Expense	Average Yield/ Rate	Average Outstanding Balance	Interest Income/ Expense	Average Yield/ Rate				
Interest-Earning Assets										
Loans (1)	\$ 991,238	\$ 11,375	4.55 %	\$ 918,302	\$ 10,072	4.36%				
Loans held for sale	67,886	720	4.21 %	63,640	587	3.67%				
Securities:										
Taxable investment securities (2)	156,979	946	2.41 %	170,382	858	2.01%				
Investment securities exempt from										
federal income tax (3)	50,947	304	2.39 %	48,081	291	2.42%				
Total securities	207,926	1,250	2.40 %	218,463	1,149	2.10%				
Cash balances in other banks	49,151	169	1.36%	45,122	63	0.56%				
Funds sold	1,711	7	1.67 %	1,510	4	0.95%				
Total interest-earning assets	1,317,912	13,521	4.07 %	1,247,037	11,875	3.79%				
Noninterest-earning assets	50,081			49,834						
Totalassets	\$ 1,367,993			\$ 1,296,871						
Interest-Bearing Liabilities										
Interest-bearing deposits:										
Interest-bearing transaction accounts	\$ 291,250	635	0.87 %	\$ 303,727	404	0.53%				
Savings and money market deposits	354,972	772	0.86%	437,827	689	0.63%				
Time deposits	211,122	706	1.32 %	203,240	546	1.07%				
Total interest-bearing deposits	857,344	2,113	0.98 %	944,794	1,639	0.69%				
Borrowings and repurchase agreements	123,859	565	1.81 %	34,946	110	1.25%				
Total interest-bearing liabilities	981,203	2,678	1.08 %	979,740	1,749	0.71%				
Noninterest-bearing deposits	237,156			187,244						
Total funding sources	1,218,359			1,166,984						
Noninterest-bearing liabilities	8,078			12,497						
Shareholders' equity	141,556			117,390						
Total liabilities and shareholders' equity	\$ 1,367,993			\$ 1,296,871						
Net interest spread (4)			2.99 %			3.08%				
Net interest income/margin (5)		\$ 10,843	3.26%		\$ 10,126	3.23%				
6 ()										

For the Three Months Ended Contember 20

⁽¹⁾ Average loan balances include nonaccrual loans. Interest income on loans includes amortization of deferred loan fees, net of deferred loan costs.

⁽²⁾ Taxable investment securities include restricted equity securities.

⁽³⁾ Balances for investment securities exempt from federal income tax are not calculated on a tax equivalent basis.

⁽⁴⁾ Net interest spread is the average yield on total average interest-earning as sets minus the average rate on total average interest-bearing liabilities.

⁽⁵⁾ Net interest margin is net interest income divided by total average interest-earning as sets and is presented in the table above on an annualized basis.

Analysis of Interest Income and Expense, Rates and Yields (unaudited) (dollars in thousands)

Third Quarter 2017 Earnings Release

Timi u Quai tei 2017 Lai iniigs Refease	For the Nine Months Ended September 30,										
		2017	•	•	2016						
	Average Outstanding Balance	Interest Income/ Expense	Average Yield/ Rate	Average Outstanding Balance	Interest Income/ Expense	Average Yield/ Rate					
Interest-Earning Assets											
Loans (1)	\$ 998,247	\$ 32,580	4.36%	\$ 871,637	\$ 28,252	4.33%					
Loans held for sale	43,790	1,355	4.14 %	45,564	1,280	3.75%					
Securities:											
Taxable investment securities (2)	170,810	3,098	2.42 %	178,388	2,806	2.10%					
Investment securities exempt from											
federal income tax (3)	53,230	944	2.36%		841	2.47%					
Total securities	224,040	4,042	2.41 %	223,758	3,647	2.17%					
Cash balances in other banks	48,980	387	1.06%	49,430	197	0.53%					
Funds sold	2,359	26	1.46%	2,053	12	0.79%					
Total interest-earning assets	1,317,416	38,390	3.90 %	1,192,442	33,388	3.74%					
Noninterest-earning assets	49,873			49,550							
Totalassets	\$ 1,367,289			\$ 1,241,992							
Interest-Bearing Liabilities											
Interest-bearing deposits:											
Interest-bearing transaction accounts	\$ 307,992	1,839	0.80%	\$ 263,251	1,096	0.56%					
Savings and money market deposits	389,425	2,360	0.81 %	442,740	2,141	0.65%					
Time deposits	193,436	1,750	1.21 %	191,440	1,566	1.09%					
Total interest-bearing deposits	890,853	5,949	0.89 %	897,431	4,803	0.71%					
Borrowings and repurchase agreements	100,221	1,096	1.46%	31,926	302	1.26%					
Total interest-bearing liabilities	991,074	7,045	0.95 %	929,357	5,105	0.73%					
Noninterest-bearing deposits	225,623			187,058							
Total funding sources	1,216,697			1,116,415							
Noninterest-bearing liabilities	8,627			11,970							
Shareholders' equity	141,965			113,607							
Total liabilities and shareholders' equity	\$ 1,367,289			\$ 1,241,992							
Net interest spread (4)			2.95 %			3.01%					
Net interest income/margin (5)		\$ 31,345	3.18%		\$ 28,283	3.17%					

⁽¹⁾ Average loan balances include nonaccrual loans. Interest income on loans includes amortization of deferred loan fees, net of deferred loan costs.

⁽²⁾ Taxable investment securities include restricted equity securities.

⁽³⁾ Balances for investment securities exempt from federal income tax are not calculated on a tax equivalent basis.

⁽⁴⁾ Net interest spread is the average yield on total average interest-earning as sets minus the average rate on total average interest-bearing liabilities.

⁽⁵⁾ Net interest margin is net interest income divided by total average interest-earning as sets and is presented in the table above on an annualized basis.

Non-GAAP Financial Measures (unaudited) (dollars in thousands)

Third Quarter 2017 Earnings Release

Ç	Three Months Ended September 30,					Nine Months Ended September 30,				
		2017		2016		2017		2016		
Average Tangible Equity:										
Average Total shareholders' equity	\$	141,556	\$	117,390	\$	141,965	\$	113,607		
Less: average intangible as sets		(6,258)		(6,312)		(6,271)		(6,325)		
Average Tangible equity	\$	135,298	\$	111,078	\$	135,694	\$	107,282		
Average Tangible Common Equity:										
Average tangible equity	\$	135,298	\$	111,078	\$	135,694	\$	107,282		
Less: average preferred equity		(9,000)		(16,174)		(9,000)		(16,391)		
Average tangible common equity	\$	126,298	\$	94,904	\$	126,694	\$	90,891		
Annualized Return on Average Tangible Common Equity (ROATCE):										
Average tangible common equity	\$	126,298	\$	94,904	\$	126,694	\$	90,892		
Net income	\$	4,419	\$	2,109	\$	1,409	\$	6,169		
Annualized return on average tangible										
common equity (ROATCE)		13.88%		<u>8.84</u> %		1.49 %	, 	9.07%		
Town that Francisco		9/30/17		9/30/16						
Tangible Equity: Total shareholders' equity	\$	144,204	\$	138,427						
Less: intangible assets	Ф		Ф	(6,303)						
	\$	(6,252)	\$							
Tangible equity	<u>\$</u>	137,952	<u> </u>	132,124						
Tangible Common Equity:										
Tangible equity	\$	137,952	\$	132,124						
Less: preferred equity		(9,000)		(9,000)						
Tangible common equity	\$	128,952	\$	123,124						
Tomoible Dook Volve mon Change of Common Charles										
Tangible Book Value per Share of Common Stock: Tangible common equity	\$	128,952	\$	123,124						
	Ψ	*	- T							
Total shares of common stock outstanding	\$	1,346,498 11.36	\$	1,191,021						
Tangible book value per share of common stock	D	11.30	D	11.00						