Zacks Small-Cap Research

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Chesapeake Financial Shares, Inc. (CPKF-OTC)

CPKF: Reducing 2016 EPS Estimate by a Nickel, but Maintaining 2017 EPS Estimate

We have chosen the approximate $25.75 midpoint of the range of values based upon CPKF's 2017 P/E of $28.75 and forward Price/Tangible Book Value of $23.00 as our new target price.

Current Price (12/30/16)	$21.60
Valuation	**$25.75**

OUTLOOK

We are reducing our 2016 diluted EPS estimate by a nickel to $1.70 from $1.75, as we have increased our projection for total compensation expense. We are maintaining our 2017 diluted EPS estimate at $1.85. We expect strong loan growth and robust advances in merchant card income to drive these gains. As to merchant card, CPKF recently added a new high-volume merchant that processes several million dollars of card volume per month, following the recent hire of a new merchant card division head with extensive knowledge of the industry at Chesapeake Payment Systems, who wishes to further expand this business. More recently, CPKF approved three new independent sales organizations (ISOs), all of which began merchant card processing in 2016's first half. Thus, we expect steady growth in this business throughout the next couple of years. Moreover, additional upside is possible should CPKF add more merchants or ISO relationships later on. We estimate loan growth of 11% in 2016 and 8% in 2017, mainly due to strong growth expectations for commercial real estate. This will offset a declining net interest margin. CPKF earlier announced a 4.2% dividend increase to a $0.125 quarterly rate, having increased its annual dividend payment every year for the past twenty-five years since 1991. In 2016 for the ninth consecutive year, Chesapeake Financial Shares, Inc. has been included in the American Banker magazine listing of the "Top 200 Community Banks" in the United States, ranking #67 out of about 6,000 community banks. The 50,000 share buyback continues.

SUMMARY DATA

52-Week High	**$22.51**
52-Week Low	**$17.25**
One-Year Return (%)	**27.17**
Beta	**0.04**
Average Daily Volume (sh)	**160**
Shares Outstanding (mil)	**4**
Market Capitalization ($mil)	**$86**
Short Interest Ratio (days)	**N/A**
Institutional Ownership (%)	**0**
Insider Ownership (%)	**40**
Annual Cash Dividend	**$0.50**
Dividend Yield (%)	**2.31**
5-Yr. Historical Growth Rates	
Sales (%)	**3.5**
Earnings Per Share (%)	**3.1**
Dividend (%)	**9.3**
P/E using TTM EPS	**13.6**
P/E using 2016 Estimate	**12.8**
P/E using 2017 Estimate	**11.7**
Zacks Rank	**N/A**

Risk Level	**Average**
Type of Stock	**Small-Value**
Industry	**Banks-Southeast**
Zacks Rank in Industry	**N/A**

ZACKS ESTIMATES

Net Revenue
(in millions of $)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2014	9.0 A	9.6 A	9.3 A	9.7 A	37.7 A
2015	9.8 A	10.6 A	11.1 A	10.8 A	42.3 A
2016	10.5 A	11.2 A	11.9 A	11.8 E	45.4 E
2017					46.7 E

Earnings per Share*
(EPS is operating earnings before nonrecurring items)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2014	0.32 A	0.48 A	0.23 A	0.41 A	1.43 A
2015	0.47 A	0.54 A	0.40 A	0.22 A	1.64 A
2016	0.48 A	0.46 A	0.43 A	0.32 E	1.70 E
2017					1.85 E

* Quarterly EPS may not add to total dues to changes in shares outstanding. Per share data have been adjusted for a 5-for-6 stock split in mid-October 2014.

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THIRD QUARTER

We are reducing our 2016 diluted EPS estimate by a nickel to $1.70 from $1.75, as we have increased our projection for total compensation expense. We are maintaining our 2017 diluted EPS estimate at $1.85. Our 2016 estimate represents a $0.06, or 4%, increase over 2015's actual $1.64 EPS, while our EPS estimate for 2017 is a $0.15, or 9%, increase over our 2016 estimate. We expect strong loan growth and robust advances in merchant card income to drive these gains.

As to merchant card, CPKF recently added a new high-volume merchant that processes several million dollars of card volume per month, following the recent hire of a new merchant card division head with extensive knowledge of the industry at Chesapeake Payment Systems, who wishes to further expand this business. More recently, CPKF approved three new independent sales organizations (ISOs), all of which began merchant card processing in 2016's first half. Thus, we expect steady growth in this business throughout the next couple of years. Moreover, additional upside is possible should CPKF add more merchants or ISO relationships later on.

We estimate loan growth of 11% in 2016 (up from our prior 10% estimate) and 8% in 2017 (higher than our previous 5% estimate), mainly due to strong growth expectations for commercial real estate. This will offset a declining net interest margin (4.37% in 2016—a decrease of 1 basis point from our prior 4.38% estimate—and a further 12 basis-point decline to 4.25% in 2017, down from 4.30% previously).

Headwinds primarily reflect higher expenses related to the expansion of the merchant card business, as well as additional staff and corresponding compensation costs related to CPKF's build-up of operations in 2015 and 2016. The Company hired a new commercial lender in the Richmond, Virginia market; in October 2015 opened a loan production office in Chester, Virginia (for commercial loans); hired a new sales representative for the cash flow business in the first quarter of 2015; and opened a new branch in Richmond in late September 2015, which entailed the hiring of about four new employees (this is down from the eight new hires originally expected as four positions have been filled with internal transfers). In June 2016, CPKF opened a new small branch in the high-end retirement community of Lakewood Manor, from which they expect to generate new business growth in deposits and asset management. It is the fourth retail branch in such a facility and integrates well with CPKF's wealth management subsidiary.

To review, CPKF's third quarter net earnings rose $0.1 million year over year, or 8%, to $1.8 million, while 2016's third quarter diluted EPS increased by $0.03, or 7%, to $0.43 from $0.40 posted a year ago.

This was worse than our estimate, which had called for a $0.4 million gain in net earnings to $2.0 million (off by $0.2 million) and a $0.09 advance in diluted EPS to $0.49 (off by $0.06).

The primary reason for the difference between reported results and our estimate was that compensation expense was $0.4 million worse than we had expected, with this partly offset by securities gains that were $0.2 million better than our projection.

The major reasons for the third quarter's $0.1 million increase in net earnings versus the prior-year quarter were a $0.8 million, or 7%, advance in net revenues due to higher net interest income (up $0.3 million) and larger noninterest income (up $0.5 million from merchant card income and other miscellaneous income), partly offset by a $0.6 million, or 10%, rise in total noninterest expense from greater compensation and merchant card expense.

CEO Szyperski announced earlier in the year that the Board of Directors had authorized a 50,000 share buyback during 2016, which is continuing.

On July 15, 2016, CPKF's Board of Directors approved a 4.2% increase in the quarterly dividend to $0.125 from $0.12, payable on September 15, 2016. Notably, CPKF has increased the annual dividend payment every year for the past twenty-five years since 1991.

In 2016 for the ninth consecutive year, Chesapeake Financial Shares, Inc. has been included in the American Banker magazine (formerly US Banker magazine) listing of the "Top 200 Community Banks" in the United States. The bank ranked at #67 in the nation out of approximately 6,000 community banks in the study, up from #148, when CPKF first broke into the rankings in 2008. The ranking is based on a three-year average of return on average equity (ROAE), which for CPKF was 11.18%.

Below, we discuss third quarter results more fully. Our projections are shown at the back of the report.

Net Interest Income

Net interest income increased $0.3 million, or 5%, year over year in the third quarter to $6.1 million ($0.1 million below our $6.2 million estimate), as a 5% increase in average interest-earning assets was partly offset by a net interest margin of 4.30% that was 3 basis points lower than the 4.33% earned in the year-ago quarter, and also less than our 4.33% NIM estimate.

We are decreasing our NIM estimate for 2016 to 4.37% from 4.38%, primarily to reflect the third quarter's shortfall. We are also reducing our NIM estimate for 2017, to 4.25% from 4.30% before. The 2017 reduction reflects rising deposit costs due to expected higher interest rates, with loan rates constrained by floors in CPKF's lending agreements with customers.

We note that CPKF's balance sheet was slightly liability sensitive at the end of the third quarter, which will likely hurt the net interest margin in a rising interest-rate environment.

Noninterest Income

Noninterest income increased $0.5 million, or 10%, year over year to $5.8 million ($0.4 million more than the $5.4 million we had projected) due to strong growth in merchant card income (up $0.4 million, or 19%) and a $0.2 million, or 20%, increase in other miscellaneous income due to a write-up in an SBIC fund.

CPKF recently expanded its merchant card processing operations. Thus, we expect steady growth in this business throughout the next couple of years.

Loss Provision

The loan loss provision increased by $50,000 to $62,000 from $12,000 in the year-ago quarter and was the same as our estimate. Loan loss reserves fell $0.1 million to $4.8 million (1.07% of loans), which is below the second quarter's loss reserve of $4.9 million, or 1.11% of loans and the $5.6 million (1.41% of loans) posted in the year-ago quarter.

Including the loss allowance for cash flow receivables, the total loan loss allowance fell to $6.2 million (1.31% of loans plus cash flow receivables) from $6.6 million (1.59% of loans plus cash flow receivables) at the end of the comparable year-ago quarter and, and was up $0.5 million from the $5.7 million (1.24% of loans plus cash flow receivables) at the end of the previous quarter. This incease reflected a $500,000-plus Cash Flow loss recovery during the third quarter from a single client loan that was written off last year.

As to other asset quality measures, CPKF recorded net charge-offs of $131,000 in the third quarter. This compares to net charge-offs of $589,000 in the year-ago quarter and net charge-offs of $1,119,000 for the full year in 2015.

We are estimating that the loss provision will increase $0.3 million to $550,000 in 2016 ($241,000 actual in 2015) before falling $150,000 to an estimated $400,000 in 2017.

We project that the total loss allowance will fall from 1.51% of total loans plus receivables at the end of 2015 to 1.25% at yearend 2016 and 1.12% at the end of 2017.

Noninterest Expense

Noninterest expense advanced $0.6 million, or 10%, to $9.7 million ($0.6 million more than the $9.1 million we had projected) from the prior-year quarter, largely reflecting greater compensation expense (up $0.4 million, or 23%) and merchant card expense (up $0.3 million, or 19%).

The efficiency ratio deteriorated slightly, rising to 83.5% from 83.2% in the year-ago quarter and from the second quarter's 76.6%.

We are tweaking our projections for total compensation and benefits costs—comp will be about $18.0 million in 2016 (up from our prior $17.3 million estimate) and $18.4 million in 2017 (up from our previous $17.9 million estimate). Our estimates of noncompensation costs are $18.7 million in 2016 (up from $18.3 million before) and $18.8 million (down from $18.9 million previously) in 2017.

In total, we believe that the efficiency ratio will improve, falling from 82.0% for 2015 to an estimated 81.3% in 2016 and 79.7% in 2017 .

Income Taxes

The Company had a 15.9% effective tax rate in the third quarter, a decrease from 16.7% in the year-ago quarter. This compares to our estimate of an effective tax rate of 18.0%. We are decreasing our estimate of the effective tax rate in 2016 to 13.2% from 17.4%. This compares to a full-year effective tax rate of 15.3% in 2015. Our estimated tax rate for 2017 is 17.0%.

Net Income

CPKF's third quarter net earnings rose $0.1 million year over year, or 8%, to $1.8 million, while 2016's third quarter diluted EPS increased by $0.03, or 7%, to $0.43 from $0.40 posted a year ago.

This was worse than our estimate, which had called for a $0.4 million gain in net earnings to $2.0 million (off by $0.2 million) and a $0.09 advance in diluted EPS to $0.49 (off by $0.06).

Profitability

CPKF posted an 8.8% ROE and 1.00% ROA for the third quarter of 2016, compared to 8.9% and 0.99%, respectively, in the prior-year quarter.

Loans and Asset Quality

Gross loans increased $55 million, or 14%, year over year, and $9 million, or 2%, sequentially to $450 million.

By category, construction and land development loans jumped $4.0 million, or 9%, to $50 million; cash management receivables surged $3.8 million, or 16%, to $27 million; commercial real estate increased $2.2 million, or 1%, to $185 million; 1-4 family loans grew $1.6 million, or 1% to $119 million; and commercial and industrial rose $1.0 million, or 2%, to $51 million. Consumer loans and other loans were flat at $8 million and $37 million, respectively.

We estimate loan growth of 11% in 2016 (up from our prior 10% estimate) and 8% in 2017 (higher than our previous 5% estimate), mainly due to strong growth expectations for commercial real estate. This compares to actual growth of 7% in full-year 2015.

Asset quality measures improved in the third quarter. Nonaccrual loans fell by $0.6 million, or 9%, to $6.2 million, other real estate owned declined $0.1 million, or 9%, to $1.3 million, and restructured loans decreased $39,000, or 1%, to $3.1 million.

In total, nonperforming assets (NPAs), including troubled debt restructurings that are current in payments, fell 22 basis points to 2.23% of outstandings + OREO at September 30, 2016 from 2.45% of outstandings + OREO at June 30, 2016, and decreased 120 basis points year over year from 3.43%.

The loss allowance as a percent of nonperforming assets increased sequentially to 45% from 43%, reflecting the decrease in nonperforming assets, as well as an increase in the loss reserve for loans and cash flow receivables.

Liquidity and Funding

Cash and equivalents decreased $2 million to $22 million sequentially, while the securities portfolio was flat at $182 million. By category, the municipal securities portfolio fell $1 million to $127 million, while the private-label mortgage securities portfolio dropped $1 million to $28 million and US government-related securities rose $2 million to $27 million.

On a relative basis, the private-label mortgage securities portfolio was 15% of the entire available-for-sale securities portfolio, US government-related securities were 15%, and the municipal securities portfolio was 70%.

CPKF's liquidity ratios improved slightly compared to the previous quarter. At September 30, 2016, liquid assets represented 7% of total assets (also 7% at the end of the second quarter) and covered purchased funds by 60% (up from 49%), while loans plus receivables accounted for 66% of total assets (flat with 66% at June 30, 2016).

Core deposits rose by $14.0 million sequentially to $519 million and funded 109% of loans and receivables.

Capital Adequacy and Dividends

The Company's capital adequacy ratios were mixed during the third quarter. The Tier 1 capital ratio fell 3 basis points sequentially to 14.28% at the end of 2016's third quarter from 14.31% at June 30, 2016, while the Total capital ratio increased 5 basis points, growing to 15.41% from 15.36%.

Total shareholders' equity was flat during the third quarter, as a $1.1 million growth in retained earnings plus $0.1 million of other capital increases were offset by a $1.2 million decline in unrealized gains on securities available for sale.

Reflecting these factors plus an 8,000 decrease in common shares outstanding, tangible book value per share rose during the third quarter, by $0.04 per share to $20.10 from $20.06. The total equity to total assets ratio fell, as the gain in total assets outpaced total common shareholders' equity growth, decreasing by 19 basis point to 11.24% from 11.43%.

OVERVIEW

Chesapeake Financial Shares, Inc. (CPKF or the Company) is a financial holding company headquartered in Kilmarnock, Virginia, with $719 million in total assets at September 30, 2016. CPKF is predominantly a small business lender with 14 branch offices and one loan production office that serve customers in the eastern region of Virginia between the Potomac and James Rivers. CPKF, which began as Lancaster National Bank on April 13, 1900, has a long history and strong ties with the communities it serves.

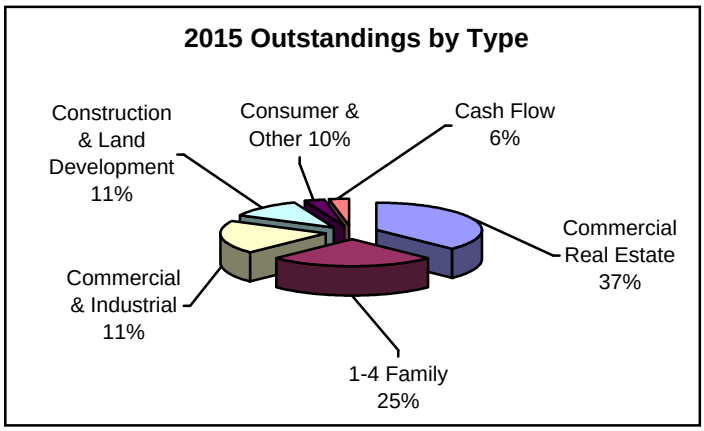
Operations are carried on through Chesapeake Bank, a state-chartered bank as well as Federal Reserve and FDIC member bank, and Chesapeake Investment Group, Inc. (CIG), an independent wealth management firm that manages about $385 million in assets (at 2015 yearend) through its subsidiaries involved in asset management (CIG is a registered investment adviser), brokerage, and trust services. Other activities of the Company include Chesapeake Payment Systems, Cash Flow program, Clear Sky accounts, and its secondary market mortgage banking operation.

Chesapeake Payment Systems offers merchant processing services such as credit card and debit card processing, electronic benefits transfers, and loyalty and gift card processing to companies involved in travel, entertainment, restaurant, hospitality, retail, mail order, and e-commerce. At yearend 2015, Chesapeake Payment Systems had 531 merchants in its system and processed over $200 million in merchant card transactions. In addition, Chesapeake Payment Systems has also partnered with three independent sales organizations (ISOs) to expand its processing footprint.

The Cash Flow program, which provides an attractive financing option to growing businesses, involves the purchase of the client company's accounts receivables. The Cash Flow program is currently offered in the Eastern half of the United States and had 72 customers at the end of 2015.

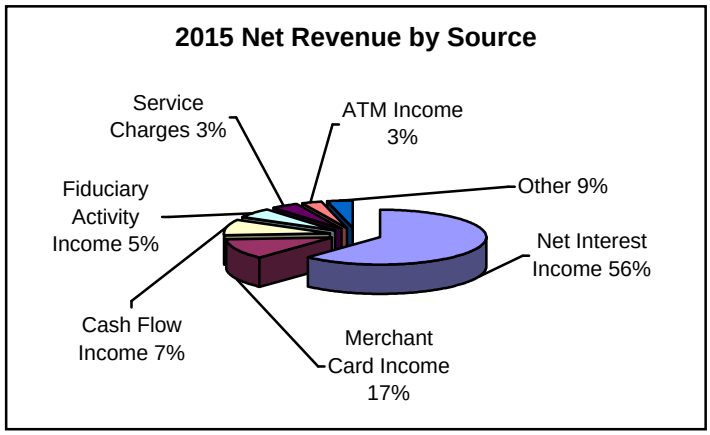
Clear Sky accounts, which offer internet-based retail deposit services for checking and saving accounts and certificates of deposit (CDs), expands CPKF's retail deposit base geographically. At December 31, 2015, Clear Sky deposits totalled $26.6 million.

Through Chesapeake's secondary market mortgage banking operation, the Company services a $220 million loan portfolio (as of December 31, 2015) of residential mortgage loans for Federal Home Loan Mortgage Corporation (FHLMC or Freddie Mac), for which it earns a 25 basis-point fee (approximately $552,000 annually) on the outstanding loan portfolio balance. Additionally, CPKF earns a pare-off fee for residential mortgage loans that are originated and closed with FHLMC, which added $490,000 to revenues in 2015 (both types of fees are included in other noninterest income in the Company's financial statements).



The lending portfolio is dominated by real estate loans, as shown in the chart at left. At December 31, 2015, the lending book consisted of commercial real estate (accounting for 37% of total gross outstandings), 1-4 family (25%), commercial and industrial (11%), construction and land development (11%), consumer and other (10%), and cash flow (6%). A majority of loans are secured, usually by real estate, inventory, accounts receivable, equipment, machinery, or corporate assets.

At December 31, 2015, the liquidity portfolio, which consists of cash, short-term investments, federal funds sold, and US agency mortgage obligations, represented about 6% of total assets and 15% of the securities portfolio. In addition, the available-for-sale portfolio includes municipal and private label mortgage securities, which accounted for 65% and 19%, respectively, of the total. Core deposits represented 86% of total deposits at December 31, 2015, with certificates of deposit larger than $100,000 at 14%.



In 2015, net interest income contributed 56% of net revenue, with a significant 44% coming from noninterest income sources. Major contributors to noninterest income include merchant card income (17% of net revenues), cash flow income (7%), income from fiduciary activities (5%), service charges on deposit accounts (3%), and ATM income (3%).

VALUATION

At its current price, CPKF is trading at a discount to the industry median P/E of 25% in 2017, based upon our current CPKF EPS estimate for 2017. Assuming a small-cap bank industry valuation of 15.6X for 2017, CPKF's target price based upon our 2017 EPS estimate is about $28.75.

Turning to Price/Tangible Book Value, CPKF is currently valued at 1.07X. Assuming a similar multiple based upon our estimated book value twelve months out, our target price is about $23.00, which compares to CPKF's current book value of $20.10.

We have chosen the approximate $25.75 midpoint of the range of values based upon CPKF's 2017 P/E of $28.75 and forward Price/Tangible Book Value of $23.00 as our new target price.

Industry Comparables - Small-cap Banks

	Pr Chg YTD	EPS TTM*	EPS 2016E	EPS 2017E	ROE TTM*	ROE 5-Yr Avg	ROA TTM*	ROA 5-Yr Avg	Div Yld
Chesapeake Finc'l	**-----**	**13.6**	**12.8**	**11.7**	**9.0**	**14.5**	**1.00**	**1.41**	**2.3**
S&P 500	-----	22.8	17.5	17.5	28.3		10.3		2.0
Median	**-----**	**18.7**	**17.5**	**15.6**	**8.9**	**8.7**	**0.91**	**0.84**	**1.7**
Average	-----	20.3	17.4	15.6	8.0	8.1	0.8	0.8	1.6
High	-----	75.9	21.9	19.3	18.6	14.5	2.0	1.4	4.3
Low	-----	9.8	11.7	11.0	(27.6)	(3.5)	(3.2)	(0.3)	-----

*Trailing twelve months

Chesapeake Financial Shares, Inc.

Income Statement and Balance Sheet

(Dollars in millions, except per share data)

Summary Financial Data	12/11	12/12	12/13	12/14	12/15	12/16E	12/17E
Net interest income	22.8	23.1	23.3	23.1	23.4	24.6	25.4
Non-interest income	13.7	15.0	15.7	14.6	18.9	20.8	21.3
Total net revenue	36.5	38.1	39.0	37.7	42.3	45.4	46.7
Loan loss provision	1.2	0.6	1.1	0.6	0.2	0.5	0.4
Non-interest expense	26.4	27.8	29.8	30.5	34.1	36.8	37.2
Income taxes & other	1.9	2.0	1.5	0.8	1.3	1.1	1.5
Zacks adjusted income before NRI	7.0	7.7	6.6	5.8	6.7	7.0	7.6
GAAP net income	7.0	7.7	7.4	6.5	7.4	7.0	7.6
Diluted EPS before NRI	1.80	1.94	1.66	1.43	1.64	1.70	1.85
Reported EPS	1.80	1.94	1.84	1.62	1.82	1.70	1.85
Dividends per share	0.33	0.38	0.43	0.45	0.47	0.49	0.50
Liquid assets	97.9	92.1	89.9	62.8	43.2	52.4	53.2
Outstandings, gross	373.1	397.6	401.0	410.4	439.0	487.1	527.2
Total assets	638.0	667.7	661.8	663.2	679.1	729.7	759.3
Core deposits	430.4	459.0	467.2	480.5	489.1	529.2	550.6
Purchased funds	113.3	118.4	105.3	82.4	92.4	86.6	88.0
Long-term debt	39.6	26.0	25.9	20.6	21.1	15.0	15.0
Shareholders' equity	51.2	60.9	61.8	70.6	76.0	81.6	87.2
Profitability							
Return on avg assets	1.13%	1.19%	1.01%	0.87%	0.99%	0.99%	1.02%
Return on avg equity	15.31%	14.87%	10.74%	9.14%	9.08%	8.77%	8.95%
Net interest margin	4.70%	4.60%	4.60%	4.60%	4.38%	4.37%	4.25%
Loan loss provision % avg assets	0.19%	0.09%	0.17%	0.09%	0.04%	0.08%	0.05%
Noninterest income % avg assets	2.21%	2.33%	2.40%	2.20%	2.80%	2.95%	2.86%
Noninterest expense % avg assets	4.27%	4.32%	4.55%	4.61%	5.08%	5.21%	5.00%
Preprovision pretax income % avg assets	1.62%	1.60%	1.41%	1.09%	1.21%	1.22%	1.28%
Tangible efficiency ratio	71%	71%	75%	81%	82%	81%	80%
Payout ratio	18%	19%	23%	28%	26%	29%	27%
Asset Quality							
Net charge-offs % avg outstandings	0.22%	0.18%	0.29%	0.14%	0.26%	0.38%	0.16%
Allowance % outstandings	2.01%	1.88%	1.75%	1.88%	1.51%	1.25%	1.12%
NPAs % loans + OREO	4.48%	4.93%	5.20%	4.20%	3.09%	2.11%	1.68%
Allowance % NPAs	44%	32%	30%	37%	40%	59%	66%
Liquidity & Funding							
Liquid assets % purchased funds	86%	78%	85%	76%	47%	60%	60%
Core deposits % outstandings	115%	115%	117%	117%	111%	109%	104%
Liquid assets % assets	15%	14%	14%	9%	6%	7%	7%
Outstandings % assets	58%	60%	61%	62%	65%	67%	69%
Capital Adequacy							
Total equity % assets	8.03%	9.12%	9.34%	10.65%	11.19%	11.19%	11.48%
Tangible equity % assets	8.03%	9.12%	9.34%	10.65%	11.19%	11.19%	11.48%
Tier 1 capital ratio	12.20%	13.55%	14.23%	14.69%	13.95%		
Total capital ratio	13.40%	14.80%	15.48%	15.94%	15.19%		
Parent Company Statistics							
Interest coverage	2.1X	4.4X	9.2X	27.3X	61.5X	7.5X	7.5X
Interest & dividend coverage	0.9X	1.5X	1.5X	3.7X	3.5X	1.3X	1.2X
Short-term debt coverage	Lge	Lge	Lge	Lge	Lge	Lge	Lge
Total debt coverage	0.8X	0.9X	1.0X	0.9X	1.1X	0.9X	0.9X
Double leverage	127.2%	121.7%	119.7%	109.3%	101.7%	103.1%	105.3%

Chesapeake Financial Shares, Inc.

Income Statement and Balance Sheet

(Dollars in millions, except per share data)

	2015				2016			
Summary Financial Data	**Q1 A**	**Q2 A**	**Q3 A**	**Q4 A**	**Q1 A**	**Q2 A**	**Q3 A**	**Q4 E**
Net interest income	5.9	5.8	5.8	6.0	6.1	6.1	6.1	6.3
Non-interest income	3.9	4.8	5.3	4.8	4.4	5.1	5.8	5.5
Total net revenue	9.8	10.6	11.1	10.8	10.5	11.2	11.9	11.8
Loan loss provision	0.1	0.1	0.0	0.1	0.1	0.4	0.1	0.1
Non-interest expense	7.4	7.8	9.1	9.9	8.0	8.6	9.7	10.5
Income taxes & other	0.4	0.5	0.3	(0.1)	0.4	0.3	0.3	(0.1)
Zacks adjusted income before NRI	1.9	2.2	1.7	0.9	2.0	1.9	1.8	1.3
GAAP net income	2.6	2.2	1.7	0.9	2.0	1.9	1.8	1.3
Diluted EPS before NRI	0.48	0.54	0.40	0.22	0.48	0.46	0.43	0.32
Reported EPS	0.66	0.54	0.40	0.22	0.48	0.46	0.43	0.32
Dividends per share	0.11	0.11	0.11	0.12	0.12	0.12	0.13	0.13
Liquid assets	51.1	55.6	51.9	43.2	48.1	48.9	52.2	52.4
Outstandings, gross	420.6	414.0	418.6	439.0	450.7	463.9	476.6	487.1
Total assets	663.1	665.1	665.8	679.1	692.7	707.6	718.9	729.7
Core deposits	482.0	486.1	489.8	489.1	504.3	504.8	518.8	529.2
Purchased funds	82.9	84.4	79.5	92.4	90.0	100.2	86.3	86.6
Long-term debt	19.3	15.5	15.4	21.1	15.4	15.3	25.3	15.0
Shareholders' equity	73.2	72.9	74.6	76.0	77.6	80.9	80.8	81.6
Profitability								
Return on avg assets*	1.16%	1.00%	0.99%	0.54%	1.15%	1.09%	1.00%	0.73%
Return on avg equity *	10.67%	12.49	8.95%	4.85%	10.26%	9.61%	8.80%	6.50%
Net interest margin*	4.41%	4.32%	4.33%	4.47%	4.46%	4.42%	4.30%	4.30%
Loan loss provision % avg assets*	0.04%	0.13%	0.01%	0.05%	0.04%	0.21%	0.04%	0.03%
Noninterest income % avg assets*	2.36%	2.00%	3.18%	2.85%	2.57%	2.90%	3.26%	3.05%
Noninterest expense % avg assets*	4.44%	4.54%	5.46%	5.90%	4.68%	4.90%	5.44%	5.78%
Preprovision pretax inc.% avg assets*	1.46%	1.22%	1.20%	0.54%	1.44%	1.50%	1.22%	0.73%
Tangible efficiency ratio	77%	75%	83%	92%	76%	77%	83%	89%
Payout ratio	17%	21%	28%	54%	25%	26%	29%	39%
Asset Quality								
Net charge-offs % avg outstandings*	0.27%	0.06%	0.57%	0.17%	0.42%	0.80%	0.11%	0.17%
Allowance % outstandings	1.80%	1.72%	1.59%	1.51%	1.40%	1.24%	1.31%	1.25%
NPAs % loans + OREO	3.48%	3.95%	3.43%	3.09%	2.77%	2.45%	2.23%	2.11%
Allowance % NPAs	42%	38%	39%	40%	41%	43%	45%	59%
Liquidity & Funding								
Liquid assets % purchased funds	62%	66%	65%	47%	54%	49%	60%	60%
Core deposits % outstandings	115%	117%	117%	111%	112%	109%	109%	109%
Liquid assets % assets	8%	8%	8%	6%	7%	7%	7%	7%
Outstandings % assets	63%	62%	63%	65%	65%	66%	66%	67%
Capital Adequacy								
Total equity % assets	11.05%	10.97%	11.21%	11.19%	11.20%	11.43%	11.24%	11.19%
Tangible equity % assets	11.05%	10.97%	11.21%	11.19%	11.20%	11.43%	11.24%	11.19%
Tier 1 capital ratio	13.85%	14.15%	14.23%	13.95%	14.09%	14.31%	14.28%	
Total capital ratio	15.10%	15.40%	15.48%	15.19%	15.25%	15.36%	15.41%	

*Annualized.

HISTORICAL STOCK PRICE



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