# Bank7 Corp. Announces Record 4Q and Full Year 2018 Earnings 

PR Newswire<br>OKLAHOMA CITY

OKLAHOMA CITY, Jan. 30, 2019 /PRNewswire/ -- Bank7 Corp. (NASDAQ: BSVN) ("the Company"), the parent company of Oklahoma City-based Bank7 (the "Bank"), today reported unaudited results for the fiscal quarter and year ended December 31, 2018. "We are pleased to announce record pre-tax income for our 4Q and also for our full year results. Our 4Q and YTD results show continued balance sheet growth, especially in our core deposits. That growth, combined with our excellent efficiency ratio and asset quality, continues to produce outstanding return on average assets and return on average tangible common equity," said Thomas L. Travis, President and CEO of the Company.

Three months ended December 31, 2018 compared to three months ended December 31, 2017:

- Pre-tax income of $\$ 6.8$ million, a $47.83 \%$ increase
- Adjusted income of $\$ 5.9$ million, a $138.55 \%$ increase
- Diluted earnings per share of $\$ 0.57$, a $68.42 \%$ increase
- Interest income on loans, including loan fee income, totaled $\$ 11.8$ million, a $25.43 \%$ increase
- Average loans of $\$ 600.4$ million, a $9.29 \%$ increase
- Net interest margin, excluding loan fee income, of $4.85 \%$, a 34 basis point increase
- Adjusted return on average assets of $3.05 \%$, a 162 basis point increase
- Adjusted return on average tangible common equity of $27.38 \%$, a 1,295 basis point increase

Twelve months ended December 31, 2018 compared to twelve months ended December 31, 2017

- Pre-tax income of $\$ 25.8$ million, an $8.44 \%$ increase
- Adjusted income of $\$ 20.1$ million, a $40.60 \%$ increase
- Diluted earnings per share of $\$ 2.44$, a $24.37 \%$ increase
- Interest income on loans, including loan fee income, totaled $\$ 44.3$ million, a $6.83 \%$ increase
- Average loans of $\$ 583.8$ million, an $8.30 \%$ increase
- Core deposits of $\$ 615.9$ million, a $27.22 \%$ increase
- Net interest margin, excluding loan fee income, of $4.78 \%$, a 19 basis point increase
- Efficiency ratio of $37.04 \%$, compared to $37.24 \%$
- Adjusted return on average assets of $2.75 \%$, a 58 basis point increase
- Adjusted return on average tangible common equity of $25.69 \%$, a 322 basis point increase

Our results for the three and twelve months ended December 31, 2018 were positively impacted by a decrease in the federal tax rate to $21 \%$, from $35 \%$, as a result of the passing of the Tax Cuts and Jobs act at the end of 2017. Both the Bank's and the Company's capital levels continue to be significantly above the minimum levels required to be designated as "well-capitalized" for regulatory purposes. At December 31, 2018 the Tier 1 leverage ratio, common equity Tier 1 risk-based capital ratio, Tier 1 risk based capital ratio, and total risk-based capital ratios were $11.26 \%, 14.78 \%, 14.78 \%$, and $16.03 \%$ respectively for the Bank. At December 31, 2018 the Tier 1 leverage ratio, common equity Tier 1 risk-based capital ratio, Tier 1 risk based capital ratio, and total riskbased capital ratios were $11.13 \%, 14.61 \%, 14.61 \%$, and $15.86 \%$ respectively for the Company on a consolidated basis. Designation as a well-capitalized institution under regulations does not constitute a recommendation or endorsement by bank regulators.

Pre-tax, pre-provision net income is defined as income before taxes and provision for loan losses. We believe the most directly comparable GAAP financial measure is income before taxes. Disclosure of this measure enables you to compare our operations to those of other banking companies before consideration of taxes and provision expense, which some investors may consider to be a more appropriate comparison given our S Corporation status prior to September 2018. We calculate our adjusted net income, return on average assets, return on average equity, and per share amounts by using a combined C Corporation effective tax rate for federal and state income taxes of $22.2 \%$ in 2018 and $40.0 \%$ in 2017. This calculation illustrates only the change from our status as a S Corporation into a C Corporation and does not give effect to any other transaction. However, we acknowledge that our 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 banking companies use. Other banking companies may use names similar to those we use for non-GAAP financial measures we disclose, but
may calculate them differently. You should understand how we and other companies each calculate their nonGAAP financial measures when making comparisons. The following reconciliation table provides a more detailed analysis of these non-GAAP financial measures:
(Dollars in thousands, except per share data)
Total loan interest income, including loan fee income
Loan fee income
Loan interest income excluding loan fee income
Average total loans
Yield on loans (including loan fee income)
Yield on loans (excluding loan fee income)

Net interest margin (excluding loan fees)
Net interest income
Loan fee income
Net interest income excluding loan fees
Average earning assets
Net interest margin (including loan fee income)
Net interest margin (excluding loan fee income)

Pre-tax, pre-provision net earnings
Net income before income taxes
Plus: Provision (reversal of) for loan losses
Pre-tax, pre-provision net earnings
Adjusted provision for income tax
Net income before income taxes
Total effective adjusted tax rate

Adjusted provision for income taxes
Adjusted net income
Net income before income taxes
Adjusted provision for income taxes
Adjusted net income

Adjusted net income
Adjusted ratios and per share data
Adjusted net income (numerator)
Average assets (denominator)
Adjusted return on average assets
Average stockholders' equity (denominator)
Adjusted return on average stockholders' equity
Average tangible common equity (denominator)
Adjusted return on average tangible common equity
Weighted average common shares outstanding basic (denominator)
Adjusted net income per common share--basic
Weighted average common shares outstanding diluted
(denominator)
Adjusted net income per common share--diluted

| Three months ended |  | For the Year Ended |  |
| :---: | :---: | :---: | :---: |
| December 31, |  | December 31, |  |
| 2018 | 2017 | 2018 | 2017 |
| \$11,789 | \$9,399 | \$44,279 | \$41,450 |
| $(1,229)$ | (732) | $(5,121)$ | $(8,331)$ |
| \$10,560 | \$8,667 | \$39,158 | \$33,119 |
| \$600,400 | \$549,367 | \$583,821 | \$539,078 |
| 7.79 | \% 6.79 | \% 7.58 | \% 7.69 |
| 6.98 | \% 6.26 | \% 6.71 | \% 6.14 |


| Less: Goodwill | $(1,995)$ | $(2,201)$ |
| :--- | :---: | :---: |
| Tangible assets | $\$ 768,516$ | $\$ 701,393$ |
|  |  |  |
| Tangible stockholders' equity | $\$ 88,467$ | $\$ 69,176$ |
| Total stockholders' equity | $(1,995)$ | $(2,201)$ |
| Less: Goodwill | $\$ 86,472$ | $\$ 66,975$ |
| Tangible stockholders' equity |  |  |
|  |  |  |
| Tangible stockholders' equity | $\$ 86,472$ | $\$ 66,975$ |
| Tangible stockholders' equity (numerator) | $\$ 768,516$ | $\$ 701,393$ |
| Tangible assets (denominator) | 11.25 | $\%$ |
| Tangible common equity to tangible assets |  |  |

Interest-earning assets:
Short-term investments ${ }^{(1)}$
Investment securities ${ }^{(2)}$
Loans held for sale
Total loans ${ }^{(3)}$
Total interest-earning assets
Noninterest-earning assets
Total assets
Funding sources:
Interest-bearing liabilities:
Deposits:
Transaction accounts
Time deposits
Total interest-bearing deposits
Other borrowings
Total interest-bearing liabilities
Noninterest-bearing liabilities:
Noninterest-bearing deposits
Other noninterest-bearing liabilities
Total noninterest-bearing liabilities
Shareholders' equity
Total liabilities and shareholders' equity
$\$ 88,467 \quad \$ 69,176$
(1,995)
\$66,975
\$86,472 \$66,975
11.25 \% 9.55
\% 9.55 \%


| $\$ 159,215 \$ 795$ | 1.98 | $\%$ | \$131,940\$443 | 1.33 | $\%$ |  |
| :---: | :--- | :--- | :---: | :--- | :--- | :--- |
| 1,055 | - | 0.00 | 1,047 | - | 0.00 |  |
| 199 | - | 0.00 | 310 | - | 0.00 |  |
| 600,400 | 10,560 | 6.98 | 549,367 | 8,667 | 6.26 |  |
| 760,869 | 11,355 | 5.92 | 682,664 | 9,110 | 5.72 |  |
| 8,301 |  |  | 6,619 |  |  |  |
| $\$ 769,170$ |  |  | $\$ 689,283$ |  |  |  |


| $\$ 259,614$ | 1,155 | 1.77 | $\% \$ 201,257$ | 499 | 0.98 | $\%$ |
| ---: | :--- | :--- | ---: | :--- | :--- | :--- |
| 196,696 | 899 | 1.81 | 246,543 | 795 | 1.28 |  |
| 456,310 | 2,054 | 1.79 | 447,800 | 1,294 | 1.15 |  |
| - | - | 0.00 | 5,600 | 59 | 4.18 |  |
| 456,310 | 2,054 | 1.79 | 453,400 | 1,353 | 1.18 |  |
|  |  |  |  |  |  |  |
| 221,716 |  |  | 163,680 |  |  |  |
| 5,354 |  | 3,967 |  |  |  |  |
| 227,070 |  | 167,647 |  |  |  |  |
| 85,790 |  | 68,236 |  |  |  |  |
| $\$ 769,170$ |  |  | $\$ 689,283$ |  |  |  |

Net interest income excluding loan fee income
Net interest spread excluding loan fee income ${ }^{(4)}$
\$9,301
\$7,757

Net interest margin excluding loan fee income

| 4.13 | $\%$ | 4.11 | $\%$ |
| :--- | :--- | :--- | :--- |
| 4.85 | $\%$ | 4.51 | $\%$ |

(1) Includes income and average balances for fed funds sold, interest-earning deposits in banks and other miscellaneous interest-earning assets.
(2)Includes income and average balances for FHLB and FRB stock.
(3)Non-accrual loans are included in loans.
(4) Net interest spread is the average yield on interest-earning assets minus the average rate on interest-
4) bearing liabilities.

| Net Inter <br> For the Y <br> 2018 | Years Ended Dec | $\begin{aligned} & \text { mber 31, } \\ & 2017 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: |
|  | Interest Average |  | Interest Average |
| Average |  | Average |  |
|  | Income/ Yield/ |  | Income/ Yield/ |
|  |  |  |  |
|  | Expense Rate |  | Expense Rate |

Interest-earning assets:
Short-term investments ${ }^{(1)}$
Investment securities ${ }^{(2)}$
Loans held for sale
Total loans ${ }^{(3)}$
Total interest-earning assets Noninterest-earning assets Total assets

| $\$ 136,880$ | $\$ 2,521$ | 1.84 | $\%$ | \% $109,410 \$ 1,420$ | 1.30 | $\%$ |
| :---: | :--- | :--- | :---: | :--- | :--- | :--- |
| 1,052 | - | 0.00 | 1,045 | - | 0.00 |  |
| 182 | - | 0.00 | 224 | - | 0.00 |  |
| 583,821 | 39,158 | 6.71 | 539,078 | 33,119 | 6.14 |  |
| 721,935 | 41,679 | 5.77 | 649,757 | 34,539 | 5.32 |  |
| 8,629 |  |  | 7,811 |  |  |  |
| $\$ 730,564$ |  |  | $\$ 657,568$ |  |  |  |

Funding sources:
Interest-bearing liabilities:
Deposits:
Transaction accounts
Time deposits
Total interest-bearing deposits
Other borrowings
Total interest-bearing liabilities
Noninterest-bearing liabilities:
Noninterest-bearing deposits
Other noninterest-bearing liabilities
183,750
142,035
Total noninterest-bearing liabilities
Shareholders' equity
Total liabilities and shareholders' equity

| $\$ 240,881$ | 3,584 | 1.49 | $\% \$ 242,790$ | 2,214 | 0.91 | $\%$ |
| :---: | :--- | :--- | :---: | :--- | :--- | :--- |
| 220,023 | 3,410 | 1.55 | 200,513 | 2,288 | 1.14 |  |
| 460,904 | 6,994 | 1.52 | 443,303 | 4,502 | 1.02 |  |
| 3,652 | 175 | 4.79 | 5,740 | 237 | 4.13 |  |
| 464,556 | 7,169 | 1.54 | 449,043 | 4,739 | 1.06 |  |
|  |  |  |  |  |  |  |
| 183,750 |  |  | 142,035 |  |  |  |
| 4,110 |  | 2,932 |  |  |  |  |
| 187,860 |  | 144,967 |  |  |  |  |
| 78,148 |  | 63,558 |  |  |  |  |
| $\$ 730,564$ |  | $\$ 657,568$ |  |  |  |  |

Net interest income excluding loan fee income
$\$ 34,510 \quad \$ 29,800$
$\begin{array}{llll}\text { Net interest spread excluding loan fee income }{ }^{(4)} & 4.23 & \% & 4.26 \\ \text { Net interest margin excluding loan fee income } & 4.78 & \% & 4.59\end{array}$
(1) Includes income and average balances for fed funds sold, interest-earning deposits in banks and other miscellaneous interest-earning assets.
(2)Includes income and average balances for FHLB and FRB stock.
(3)Non-accrual loans are included in loans.
(4) Net interest spread is the average yield on interest-earning assets minus the average rate on interestbearing liabilities.

Interest-earning assets:
Short-term investments ${ }^{(1)}$
Invactmant coruritiac (2)

Net Interest Margin With Loan Fee Income
For the Three Months Ended December 31, 2018

2017
Interest Average
Average
Income/ Yield/
Balance
Expense Rate
(Dollars in thousands)

Interest Average
Average
Balance Income/ Yield/

Expense Rate

Loans held for sale
Total loans ${ }^{(3)}$
Total interest－earning assets Noninterest－earning assets
Total assets

| －usu |  | u．uv | －， |  | u．uv |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 199 | － | 0.00 | 310 | － | 0.00 |
| 600，400 | 11，789 | 7，79 | 549，367 | 9，399 | 6.79 |
| 760，869 | 12，584 | 6.56 | 682，664 | 9，842 | 5.72 |
| 8，301 |  |  | 6，619 |  |  |
| \＄769，170 |  |  | \＄689，283 |  |  |

Funding sources：
Interest－bearing liabilities：
Deposits：
Transaction accounts
Time deposits
Total interest－bearing deposits
Other borrowings
Total interest－bearing liabilities

| $\$ 259,614$ | 1,155 | 1.77 | $\% \$ 201,257$ | 499 | 0.98 |
| ---: | :--- | :--- | ---: | :--- | :--- |
| 196,696 | 899 | 1.81 | 246,543 | 795 | 1.28 |
| 456,310 | 2,054 | 1.79 | 447,800 | 1,294 | 1.15 |
| - | - | 0.00 | 5,600 | 59 | 4.18 |
| 456,310 | 2,054 | 1.79 | 453,400 | 1,353 | 1.18 |

Noninterest－bearing liabilities：
Noninterest－bearing deposits
Other noninterest－bearing liabilities
221，716
163，680
Total noninterest－bearing liabilities Shareholders＇equity
Total liabilities and shareholders＇equity

5，354
227，070
85，790
\＄769，170

3，967
167，647
68，236
\＄689，283

Net interest income excluding loan fee income
Net interest spread excluding loan fee income ${ }^{(4)}$
Net interest margin excluding loan fee income
\＄10，530
4.78 \％
$5.49 ~ \% ~$
\＄8，489
4.54 \％
（1）Includes income and average balances for fed funds sold，interest－earning deposits in banks and other miscellaneous interest－earning assets．
（2）Includes income and average balances for FHLB and FRB stock．
（3）Non－accrual loans are included in loans．
（4）Net interest spread is the average yield on interest－earning assets minus the average rate on interest－ bearing liabilities．

Interest－earning assets：
Short－term investments ${ }^{(1)}$
Investment securities ${ }^{(2)}$
Loans held for sale
Total loans ${ }^{(3)}$
Total interest－earning assets Noninterest－earning assets Total assets

Net Interest Margin With Loan Fee Income For the Years Ended December 31， 20182017

| AverageInterest Average <br> Income／Yield／ | Average <br> Interest Average |  |
| :--- | :--- | :--- |
| Balance | Income／Yield／ |  |
| Expense Rate | Balance | Expense Rate |
| （Dollars in thousands） |  |  |


| $\% \$ 109,410$ | $\$ 1,420$ | 1.30 | $\%$ |
| :---: | :--- | :--- | :--- |
| 1,045 | - | 0.00 |  |
| 224 | - | 0.00 |  |
| 539,078 | 41,450 | 7.69 |  |
| 649,757 | 42,870 | 6.60 |  |
| 7,811 |  |  |  |
| $\$ 657,568$ |  |  |  |


| $\$ 136,880$ | $\$ 2,521$ | 1.84 |
| :---: | :--- | :--- |
| 1,052 | - | 0.00 |
| 182 | - | 0.00 |
| 583,821 | 44,279 | 7.58 |
| 721,935 | 46,800 | 6.48 |
| 8,629 |  |  |
| $\$ 730,564$ |  |  |

Funding sources：
Interest－bearing liabilities：
Deposits：
Transaction accounts
Time deposits
Total interest－bearing deposits

| \＄240，881 | 3，584 | 1.49 | \％\＄242，790 | 2，214 | 0.91 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 220，023 | 3，410 | 1.55 | 200，513 | 2，288 | 1.14 |
| 460，904 | 6，994 | 1.52 | 443，303 | 4，502 | 1.02 |
| ว ¢ ¢ | 175 | 1 าก | ᄃ 7 ィn | つつד | 110 |


(1) Includes income and average balances for fed funds sold, interest-earning deposits in banks and other miscellaneous interest-earning assets.
(2)Includes income and average balances for FHLB and FRB stock.
(3)Non-accrual loans are included in loans.
(4) Net interest spread is the average yield on interest-earning assets minus the average rate on interestbearing liabilities.

## Bank7 Corp.

Consolidated Balance Sheets

|  | Unaudited as of |
| :--- | :--- |
| Assets | 2018 |
|  | December 31 September 30 December 31 |


| Cash and due from banks | $\$ 128,090$ | $\$ 127,248$ | $\$ 100,054$ |
| :--- | :--- | :--- | :--- |
| Interest-bearing time deposits in other banks | 31,759 | 29,767 | 30,168 |
| Loans, net | 592,078 | 577,111 | 555,347 |
| Loans held for sale | 512 | 0 | 388 |
| Premises and equipment, net | 7,753 | 7,767 | 9,602 |
| Nonmarketable equity securities | 1,055 | 1,055 | 1,049 |
| Foreclosed assets held for sale | 110 | 110 | 100 |
| Goodwill and intangibles | 1,995 | 2,046 | 2,201 |
| Interest receivable and other assets | 7,159 | 6,069 | 4,685 |
| Total assets | $\$ 770,511$ | $\$ 751,173$ | $\$ 703,594$ |

## Liabilities and Shareholders' Equity

Deposits

| Noninterest-bearing | $\$ 201,159$ | $\$ 222,675$ | $\$ 165,911$ |
| :--- | :--- | :--- | :--- |
| Interest-bearing | 474,743 | 441,638 | 459,920 |
| Total deposits | 675,902 | 664,313 | 625,831 |
| Borrowings | - | - | 5,600 |
| Interest payable and other liabilities | 6,142 | 4,095 | 2,987 |
| Total liabilities | 682,044 | 668,408 | 634,418 |
| Common stock | 102 | 102 | 73 |
| Additional paid-in capital | 80,275 | 80,136 | 6,987 |
| Retained earnings | 8,090 | 2,527 | 62,116 |
| Total shareholders' equity | 88,467 | 82,765 | 69,176 |

## Bank7 Corp.

Consolidated Quarterly Statements of Income

outšanding - diluted

## About Bank7 Corp.

We are Bank7 Corp., a bank holding company headquartered in Oklahoma City, Oklahoma. Through our whollyowned subsidiary, Bank7, we operate seven full-service branches in Oklahoma, the Dallas/Fort Worth, Texas metropolitan area and Kansas. We are focused on serving business owners and entrepreneurs by delivering fast, consistent and well-designed loan and deposit products to meet their financing needs. We intend to grow organically by selectively opening additional branches in our target markets as well as pursue strategic acquisitions.

## Conference call

Bank7 Corp. has scheduled a conference call to discuss its fourth quarter 2018 results, which will be broadcast live over the Internet, on Thursday, January 31, 2019 at 4:30 p.m. Eastern Time. To participate in the call, dial 1-888-317-6016, or access it live over the Internet at https://services.choruscall.com/links/bsvn190138-K1.html. For those who cannot listen to the live call, a replay will be available through February 14, 2019 and may be accessed by dialing 1-877-344-7529 and using pass code 10127728. Also, an archive of the webcast will be available shortly after the call at https://services.choruscall.com/links/bsvn190131.html for 1 year.

## Cautionary Statements Regarding Forward-Looking Information

This communication contains a number of forward-looking statements. These forward-looking statements reflect Bank7 Corp.'s current views with respect to, among other things, future events and Bank7 Corp.'s financial performance. Any statements about Bank7 Corp.'s expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. These statements are often, but not always, made through the use of words or phrases such as "anticipate," "believes," "can," "could," "may," "predicts," "potential," "should," "will," "estimate," "plans," "projects," "continuing," "ongoing," "expects," "intends" and similar words or phrases. Any or all of the forward-looking statements in (or conveyed orally regarding) this presentation may turn out to be inaccurate. The inclusion of or reference to forward-looking information in this presentation should not be regarded as a representation by Bank7 Corp. or any other person that the future plans, estimates or expectations contemplated by Bank7 Corp. will be achieved.

These forward-looking statements are subject to significant uncertainties because they are based upon: the amount and timing of future changes in interest rates, market behavior, and other economic conditions; future laws, regulations, and accounting principles; changes in regulatory standards and examination policies, and a variety of other matters. These other matters include, among other things, the direct and indirect effect of economic conditions on interest rates, credit quality, loan demand, liquidity, and monetary and supervisory policies of banking regulators. Bank7 Corp. has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that Bank7 Corp. believes may affect its financial condition, results of operations, business strategy and financial needs. Bank7 Corp.'s actual results could differ materially from those anticipated in such forward-looking statements as a result of risks, uncertainties and assumptions that are difficult to predict. If one or more events related to these or other risks or uncertainties materialize, or if Bank7 Corp.'s underlying assumptions prove to be incorrect, actual results may differ materially from what Bank7 Corp. anticipates. You are cautioned not to place undue reliance on forward-looking statements. Further, any forward-looking statement speaks only as of the date on which it is made and Bank7 Corp. undertakes no obligation to update or revise any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events, except as may be required by law. All forward-looking statements herein are qualified by these cautionary statements.

## About Non-GAAP Financial Measures

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

## Contact:

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