# FOR IMMEDIATE RELEASE



# 1st Capital Bank Announces First Quarter 2017 Financial Results Record Average Earning Assets

*Monterey, California* – April 28, 2017. **1st Capital Bank** (OTC Pink: FISB) reported unaudited net income of \$787 thousand for the three months ended March 31, 2017, an increase of 11.8% compared to net income of \$704 thousand in the first quarter of 2016 and a decrease of 23.6% compared to income of \$1.03 million in the fourth quarter of 2016, the immediately preceding quarter. Earnings per share were \$0.18 (diluted), compared to \$0.23 (diluted) for the prior quarter.

Total assets grew \$3 million in the first quarter, to \$553 million at March 31, 2016, compared to \$550 million at December 31, 2016. Net loans likewise increased \$3 million during the first quarter, from \$399 million at December 31, 2016 to \$402 million at March 31, 2017. Growth was concentrated in the commercial real estate portfolio, which organically grew \$12 million, or 6.0%, in the first quarter, and increased \$25.1 million, or 13.6% year over year, from \$185 million to \$210 million. Commercial and industrial loans declined \$671 thousand, or 1.5%, sequentially on lower utilization, while single-family residential loans declined \$9.0 million, or 6.8%, as a result of normal amortization and prepayments. Because of favorable changes in the loan portfolio mix and continuing declines in historical loss rates, no provision for loan losses was required in any of the first quarter of 2017, the fourth quarter of 2016, or the first quarter of 2016.

"We are pleased to report continued double digit annualized growth in additions to our core relationship banking portfolio," said Thomas E. Meyer, President and Chief Executive Officer. "While at the same time, we have diversified into selected consumer products and have begun to recognize brokerage fees on single-family mortgages and are now taking applications for home equity lines of credit. These efforts complement our efforts to build fee income from commercial accounts through a new and upgraded account analysis system and new relationships with money service businesses. Most significantly, our government-guaranteed loan pipeline has grown to \$8.8 million in pending applications within our traditional geographic footprint as of March 31, 2017."

Net interest income before provision for loan losses decreased \$121 thousand, or 2.6%, to \$4.45 million, compared to \$4.57 million in the prior quarter, when the Bank recognized \$78 thousand in interest in connection with the payoff of a nonaccrual loan and a \$117 thousand special dividend declared by the Federal Home Loan Bank of San Francisco. Net interest margin declined from 3.41% in the fourth quarter of 2016 to 3.36% in the first quarter of 2017, reflecting

the aforementioned items and greater on-balance sheet liquidity driven by seasonally higher deposits.

Non-interest income increased \$43 thousand, or 20.4%, from \$213 thousand in the fourth quarter of 2016 to \$256 thousand in the first quarter of 2017, as various fee income initiatives began to show demonstrative results. Deposits placed into the off-balance sheet Insured Cash Sweep ("ICS") program increased from \$24 million as of December 31, 2016 to \$52 million as of March 31, 2017. These deposits, which can be moved onto the Bank's balance sheet at the Bank's discretion, provided \$18 thousand in non-interest income in the first quarter of 2017, compared to \$3 thousand in the fourth quarter of 2016.

The Bank's efficiency ratio increased from 66.0% in the fourth quarter of 2016 to 72.4% in the first quarter of 2017, as the Bank added staff in its government-guaranteed and single-family residential lending units, where expense growth outpaced the quarterly increase in revenues.

#### NET INTEREST INCOME BEFORE PROVISION FOR CREDIT LOSSES

Net interest income before provision for credit losses was \$4.45 million in the first quarter of 2017, a decrease of \$121 thousand, or 2.6%, compared to \$4.57 million in the fourth quarter of 2016 and an increase of \$299 thousand, or 7.2%, compared to \$4.15 million in the first quarter of 2016.

Average earning assets were \$537 million during the first quarter of 2017, an increase of 0.7% compared to \$533 million in the fourth quarter of 2016. The yield on earning assets was 3.48% in the first quarter of 2017, compared to 3.53% in the fourth quarter of 2016, primarily due to a decrease in the average balance of loans from \$409 million in the fourth quarter of 2016 to \$400 million in the first quarter of 2017. In addition, interest and dividend income included \$78 thousand of interest recognized in connection with the payoff of a non-accrual loan and a special dividend of \$117 thousand declared by the Federal Home Loan Bank of San Francisco in the fourth quarter of 2016. The average balance of the investment portfolio decreased \$6 million, from \$82 million in the fourth quarter of 2016 to \$76 million in the first quarter of 2017, reflecting normal amortization and prepayments on the Bank's investments in mortgage-backed securities and collateralized mortgage obligations. The yield on the investment portfolio increased from 0.93% in the third quarter of 2016 to 1.03% in the fourth quarter of 2016 and 1.31% in the first quarter of 2017.

The cost of interest-bearing liabilities declined from 0.25% in the first quarter of 2016 to 0.22% in the fourth quarter of 2016 and the first quarter of 2017, while the average balance of interest-bearing liabilities decreased from \$285 million in the first quarter of 2016 to \$277 million in the fourth quarter of 2016 and increased to \$278 million in the first quarter of 2017, as the Bank experienced normal seasonal fluctuations in deposits, particularly from larger depositors, and managed its leverage ratio, primarily with the ICS program. The average balance of noninterest-bearing demand deposit accounts increased from \$196 million, or 40.7% of total deposits, in the first quarter of 2016 to \$215 million, or 43.7% of total deposits, in the fourth quarter of 2016 and \$220 million, or 44.2% of total deposits in the first quarter of 2017. The

Bank's overall cost of funds decreased, from 0.15% in the first quarter of 2016 to 0.13% in the fourth quarter of 2016 and the first quarter of 2017.

"During the first quarter of 2017, we continued to experience deposit inflows, while interest rates in our market remained stable. This environment, together with our strong portfolio of demand deposits, which made up 44.2% of average deposits in the first quarter, allowed us to maintain our overall cost of funds at 0.13%," noted Michael J. Winiarski, Chief Financial Officer.

#### PROVISION FOR CREDIT LOSSES

The provision for credit losses is a charge against current earnings in an amount determined by management to be necessary to maintain the allowance for loan losses at a level sufficient to absorb estimated probable losses inherent in the loan portfolio in light of losses historically incurred by the Bank and adjusted for qualitative factors associated with the loan portfolio.

The Bank did not record a provision for loan losses in the first or fourth quarter of 2016 or the first quarter of 2017, reflecting reductions in the level of criticized assets, changes in the mix of loan types within the portfolio and their respective historical loss rates, and management's assessment of the amounts expected to be realized from certain loans identified as impaired. Impaired loans totaled \$8.0 million at March 31, 2017, compared to \$8.0 million at December 31, 2016, and \$9.6 million at March 31, 2016.

At March 31, 2017, non-performing loans were 0.03% of the total loan portfolio, compared to 0.03% at December 31, 2016 and 0.44% at March 31, 2016. At March 31, 2017, the allowance for loan losses was 1.52% of outstanding loans, compared to 1.55% at December 31, 2016 and 1.56% at March 31, 2016, respectively. The Bank recorded net charge-offs of \$59 thousand in the first quarter of 2017, compared to net recoveries of \$12 thousand and \$19 thousand in the fourth quarter and first quarters of 2016, respectively.

### NON-INTEREST INCOME

Non-interest income recognized in the first quarter of 2017 was \$256 thousand, including \$76 thousand in gain on sale of Small Business Administration ("SBA") guaranteed loans, compared to \$213 thousand in the fourth quarter of 2016, after making certain reclassifications to fee income. The Bank recognized \$78 thousand in gain on sale of SBA loans in the fourth quarter of 2016 and no such gains in the first quarter of 2016. Overall, this represents an increase non-interest income of \$43 thousand compared to fourth quarter of 2016, and an increase of \$159 thousand compared to the first quarter of 2016, when non-interest income totaled \$97 thousand.

Management has been actively seeking to increase non-interest income across a range of sources, including account analysis fees, lockbox service fees, and mortgage brokerage fees. In addition, in the fourth quarter of 2016, the Bank increased its investment in Bank-owned life insurance ("BOLI") policies by \$5.0 million, from \$2.4 million to \$7.4 million. BOLI dividend

income increased from \$14 thousand in the third quarter of 2016 to \$38 thousand in the fourth quarter of 2016 and \$54 thousand in the first quarter of 2017.

### NON-INTEREST EXPENSES

Non-interest expenses increased \$238 thousand, or 7.5%, to \$3.41 million in the first quarter of 2017, compared to \$3.17 million for the fourth quarter of 2016, and increased \$347 thousand, or 11.3%, compared to \$3.06 million recognized in the first quarter of 2016.

Salaries and benefits increased \$281 thousand, or 14.7%, to \$2.19 million in the first quarter of 2017 from \$1.91 million in the fourth quarter of 2016 and increased \$297 thousand, or 15.7%, compared to \$1.89 million in the first quarter of 2016. These increases reflect the hiring primarily of loan production personnel, including those specializing in government-guaranteed lending and single-family residential lending to support the introduction of home equity lines of credit and the Bank's mortgage brokerage program. From the fourth quarter of 2016 to the first quarter of 2017, base salaries and wages increased \$117 thousand, or 7.8%, from \$1.49 million to \$1.60 million, health insurance premiums increased \$23 thousand, or 17.4%, from \$136 thousand to \$159 thousand, and the employer's portion of payroll taxes increased \$109 thousand, or 121.1%, from \$90 thousand to \$199 thousand, reflecting the seasonal pattern of such taxes. Payroll taxes increased \$44 thousand, or 28.0%, year over year. Other non-interest expenses reflect a reclassification of certain electronic transaction fees, but were otherwise relatively unchanged.

The efficiency ratio (non-interest expenses divided by the sum of net interest income before provision for loan losses and non-interest income) was 72.4% for the first quarter of 2017, compared to 66.0% for the fourth quarter of 2016 and 71.9% for the first quarter of 2016. Annualized non-interest expenses as a percent of average total assets were 2.53%, 2.33%, and 2.31% for the first quarter of 2017, the fourth quarter of 2016, and the first quarter of 2016, respectively.

### PROVISION FOR INCOME TAXES

The Bank's effective book tax rate was 39.4% in the first quarter of 2017, compared to 36.2% for the fourth quarter of 2016 and 40.7% for the first quarter of 2016. The lower effective rate in the fourth quarter or 2016 reflects the settlement of certain disputed Enterprise Zone interest deductions dating from 2011.

## **About 1st Capital Bank**

The Bank's primary target markets are commercial enterprises, professionals, real estate investors, family business entities, and residents along the Central Coast Region of California. The Bank provides a wide range of credit products, including loans under various government programs such as those provided through the U.S. Small Business Administration ("SBA") and the U.S. Department of Agriculture ("USDA"). A full suite of deposit accounts is also furnished, complemented by robust cash management services. The Bank operates full service branch offices in Monterey, Salinas, King City, and San Luis Obispo. The Bank's corporate offices are located at 5 Harris Court, Building N, Monterey, California 93940. The Bank's website is <a href="https://www.lstCapital.bank">www.lstCapital.bank</a>. The main telephone number is 831.264.4000. The primary facsimile number is 831.264.4001.

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### **Forward-Looking Statements**

Certain of the statements contained herein that are not historical facts are "forward-looking statements" within the meaning of and subject to the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements may contain words or phrases including, but not limited, to: "believe," "expect," "anticipate," "intend," "estimate," "target," "plans," "may increase," "may fluctuate," "may result in," "are projected," and variations of those words and similar expressions. All such forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those projected. Factors that might cause such a difference include, among other matters, changes in interest rates; economic conditions including inflation and real estate values in California and the Bank's market areas; governmental regulation and legislation; credit quality; competition affecting the Bank's businesses generally; the risk of natural disasters and future catastrophic events including terrorist related incidents and other factors beyond the Bank's control; and other factors. The Bank does not undertake, and specifically disclaims any obligation, to update or revise any forward-looking statements, whether to reflect new information, future events, or otherwise, except as required by law.

This news release is available at the www.1stCapital.bank internet site for no charge.

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--- financial data follow ---

### (Unaudited)

(Dollars in thousands, except share and per share data)

	March 31,		Dec	ember 31,	Sept	ember 30,	March 31,	
Financial Condition Data <sup>1</sup>	<u>2017</u>			<u>2016</u>		<u>2016</u>		<u>2016</u>
Assets								
Cash and due from banks	\$	20,999	\$	2,754	\$	3,585	\$	4,300
Funds held at the Federal Reserve Bank <sup>2</sup>		37,975		50,884		17,482		84,490
Time deposits at other financial institutions		747		2,490		996		4,233
Available-for-sale securities, at fair value		73,504		77,870		84,175		76,869
Loans receivable held for investment:								
Construction / land (including farmland)		20,155		18,993		16,453		16,403
Residential 1 to 4 units		113,397		120,983		127,010		122,437
Home equity lines of credit		10,207		11,609		11,578		7,342
Multifamily		53,471		53,338		53,763		44,360
Owner occupied commercial real estate		61,182		50,887		52,526		55,450
Investor commercial real estate		95,485		94,018		94,378		85,238
Commercial and industrial		44,548		45,219		47,440		42,802
Other loans		10,108		10,259		9,259		5,791
Total loans		408,553		405,306		412,407		379,823
Allowance for loan losses		(6,208)		(6,267)		(6,255)		(5,940)
Net loans		402,345		399,039		406,152		373,883
Premises and equipment, net		1,824		1,477		1,433		1,537
Bank owned life insurance		7,487		7,433		2,395		2,365
Investment in FHLB <sup>3</sup> stock, at cost		2,939		2,939		2,939		2,593
Accrued interest receivable and other assets		5,668		5,041		4,551		4,089
Total assets	\$	553,488	\$	549,927	\$	523,708	\$	554,359
Liabilities and shareholders' equity								
Deposits:								
Noninterest bearing demand deposits	\$	211,599	\$	239,799	\$	191,079	\$	193,334
Interest bearing checking accounts		36,907		33,888		36,479		30,154
Money market deposits		126,638		113,289		120,181		143,616
Savings deposits		115,094		100,601		113,052		124,759
Time deposits		13,181		13,044		14,503		15,511
Total deposits		503,419		500,621		475,294		507,374
Accrued interest payable and other liabilities		1,283		1,661		1,403		1,554
Shareholders' equity		48,786		47,645		47,011		45,431
Total liabilities and shareholders' equity	\$	553,488	\$	549,927	\$	523,708	\$	554,359
Shares outstanding		4,374,209		4,350,721		4,127,686		4,090,186
Nominal and tangible book value per share Ratio of net loans held for investment		\$ 11.15		\$ 10.96		\$ 11.23		\$ 11.11
to total deposits		79.92%		79.71%		85.45%		73.69%

<sup>1</sup> = Loans held for investment are presented according to definitions applicable to the regulatory Call Report. 2 = Includes cash letters in the process of collection settled through the Federal Reserve Bank. 3 = Federal Home Loan Bank

(Unaudited)

(Dollars in thousands, except share and per share data)

	Three Months Ended									
	1	March 31,	Dece	ember 31,	Sept	ember 30,		March 31,		
Operating Results Data <sup>1</sup>		<u>2017</u>		<u>2016</u>	_	2016		2016		
Interest and dividend income										
Loans	\$	4,187	\$	4,298	\$	4,028	\$	4,020		
Investment securities		246		213		203		190		
Federal Home Loan Bank stock		70		169		64		52		
Other		102		48		48		70		
Total interest and dividend income		4,605		4,728		4,343		4,332		
Interest expense										
Interest bearing checking		4		5		3		3		
Money market deposits		78		75		79		86		
Savings deposits		64		69		68		78		
Time deposits		8		7		11		13		
Total interest expense on deposits		154		156		161		180		
Interest expense on borrowings										
Total interest expense		154		156		161		180		
Net interest income		4,451		4,572		4,182		4,152		
Provision for loan losses						255				
Net interest income after provision										
for loan losses		4,451		4,572		3,927	-	4,152		
Noninterest income										
Service charges on deposits		52		41		32		35		
BOLI dividend income		54		38		14		15		
Gain on sale of loans		72		78						
Other		78		56		58		47		
Total noninterest income		256		213		104		97		

(Unaudited)

(Dollars in thousands, except share and per share data)

	Three Months Ended									
	March 31,	December 31,	September 30,	March 31,						
	<u>2017</u>	<u>2016</u>	<u>2016</u>	<u>2016</u>						
Noninterest expenses										
Salaries and benefits	2,191	1,910	1,801	1,894						
Occupancy	229	250	231	222						
Data and item processing	135	154	149	148						
Professional services	124	205	108	82						
Furniture and equipment	124	127	114	123						
Provision for unfunded loan										
commitments	18	(9)	(10)	15						
Other	587	533	550	577						
Total noninterest expenses	3,408	3,170	2,943	3,061						
Income before provision for income taxes	1,299	1,615	1,088	1,188						
Provision for income taxes	512	585	443	484						
Net income	\$ 787	\$ 1,030	\$ 645	\$ 704						
Common Share Data <sup>2</sup>										
Earnings per share										
Basic	\$ 0.18	\$ 0.24	\$ 0.15	\$ 0.16						
Diluted	\$ 0.18	\$ 0.23	\$ 0.15	\$ 0.16						
Weighted average shares outstanding										
Basic	4,374,209	4,340,153	4,329,406	4,276,215						
Diluted	4,444,823	4,392,963	4,377,177	4,326,712						

<sup>1 =</sup> Certain reclassifications have been made to prior period financial statements to conform them to the current period presentation.
2 = Earnings per share and weighted average shares outstanding have been restated to reflect the effect of the 5% stock dividend declared November 23, 2016 and paid December 15, 2016.

(Unaudited)

(Dollars in thousands)

	March 31,			December 31,		September 30,			March 31,		
Asset Quality	<u>2017</u>		<u>2016</u>		<u>2016</u>		<u>2016</u>				
Loans past due 90 days or more and accruing		¢.			¢.		ф		ф		
interest Nonaccrual restructured loans		\$			\$		\$	 1 465	\$	1.507	
Other nonaccrual loans			124			139		1,465 154		1,507 183	
Other real estate owned			124			139		134		103	
Other real estate owned		\$	124		\$	139		1,619	\$	1,690	
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Allowance for loan losses to total loans			1.52%			1.55%		1.52%		1.56%	
Allowance for loan losses to nonperforming loan	S	5,		4,	508.63%		386.35%		351.48%		
Nonaccrual loans to total loans			0.03%			0.39%		0.44%			
Nonperforming assets to total assets			0.02%			0.03%		0.31%		0.30%	
Regulatory Capital and Ratios											
Common equity tier 1 capital		\$	49,137		\$	48,093	\$	46,924	\$	45,230	
Tier 1 regulatory capital		\$	49,137		\$	48,093	\$	46,924	\$	45,230	
Total regulatory capital		\$	53,889		\$	52,740	\$	51,469	\$	49,423	
Tier 1 leverage ratio			8.97%			8.89%		8.94%		8.58%	
Common equity tier 1 risk based capital ratio			12.98%			12.99%		12.97%		13.56%	
Tier 1 risk based capital ratio			12.98%			12.99%		12.97%		13.56%	
Total risk based capital ratio			14.23%			14.25%		14.23%		14.52%	
	Three Months Ended										
<del>-</del>		March 3	1,	December 31,		September 30,		]	March 31,		
Selected Financial Ratios <sup>1</sup>		<u>2017</u>			<u>2016</u>		<u>2016</u>			<u>2016</u>	
Return on average total assets		0.58%			0.76%		0.49%			0.54%	
Return on average shareholders' equity		6.61%			8.59%		5.48%			6.24%	
Net interest margin		3.36%			3.41%		3.20%			3.20%	
Net interest income to average total assets		3.30%			3.36%		3.17%			3.17%	
Efficiency ratio	72.40%				66.04	<b>!</b> %	6	8.45%		71.86%	
1 = All Selected Financial Ratios are annualized other than the Efficiency R	atio.										
_					Th						
		March	December 31,		September 30,		N	March 31,			
Selected Average Balances		_	017			<u> 2016</u>		<u>2016</u>		<u>2016</u>	
Gross loans	\$	400,		\$		,396	\$	389,580	\$	379,982	
Investment securities			057			2,195		87,364		79,454	
Federal Home Loan Bank stock			939			2,939		2,939		2,593	
Other interest earning assets		57,	376			3,453		39,513		60,156	
Total interest earning assets	\$	536,		\$		2,982	\$	519,396	\$	522,185	
Total assets	\$	546,	805	\$	540	),925	\$	524,905	\$	527,468	
Interest bearing checking accounts	\$	34,	223	\$	35	5,366	\$	32,142	\$	31,567	
Money market deposits		121,	748		114	1,818		121,476		123,018	
Savings deposits		108,703			112,046		113,052			109,319	
Time deposits		13,097			14,287			15,062		21,335	
Total interest bearing deposits		277,				5,517		281,732		285,239	
Noninterest bearing demand deposits		219,				1,675		194,335		195,684	
Total deposits	\$	497,	578	\$	491	,192	\$	476,067	\$	480,923	
Borrowings	\$			\$			\$	65	\$		
Shareholders' equity	\$	48,	260	\$	47	7,722	\$	46,844	\$	45,405	