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Old Point Financial Corporation (OPOF – NASDAQ CAPITAL MARKET)

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August 3, 2017

Price:	\$31.89	EPS *	2015A:	\$ 0.73	P/E	2015A:	43.7 x
52 Wk. Range:	\$19.00 - \$34.82	(FY: DEC)	2016A:	\$ 0.77		2016A:	41.4 x
Div/Div Yld:	\$0.44 / 1.4%		2017E:	\$ 0.94		2017E:	33.9 x
Shrs/Mkt Cap:	5.0 mm / \$159 mm	Book Value:		\$ 19.44	Price/Book Value:		1.64 x

* EPS are diluted.

Background

Old Point Financial Corporation ("the Company") is a Hampton, Virginia-based bank holding company with two bank subsidiaries, The Old Point National Bank of Phoebus ("Old Point National Bank") and Old Point Trust & Financial Services, N.A. ("Old Point Trust"). As of June 30, 2017, the Company had total assets of approximately \$952 million and was serving the Hampton, Newport News, Williamsburg/James City County, Norfolk, Chesapeake, Virginia Beach and Isle of Wight County areas through 17 active branch offices. Through Old Point National Bank, the Company offers a broad range of banking services to retail and commercial customers. Through Old Point Trust, the Company provides a full range of trust services, including retirement, estate, tax and financial planning and investment management services. The Company's stock trades on the Nasdaq SmallCap market under the symbol "OPOF."

Second Quarter Results Were Quite Encouraging

The second quarter of 2017 was a significant one for Old Point Financial. Financially speaking, earnings came in right in line with what we had been expecting, though there was a good deal of "noise" in the quarter. Balance sheet growth was particularly impressive, most notably in loans, which continue to benefit from improving momentum in the auto dealer lending division (see further discussion on the opposite page.) Finally, asset quality held relatively steady, with nonperforming assets increasing from the year-ago level but dropping on a linked quarter basis. On the nonfinancial front, the Company replaced its CFO (the former CFO retired) and completed its purchase of the mortgage company in which it previously had a partial ownership, both of which were obviously favorable developments. The stock has continued to appreciate and is up 5% from our May 2, 2017 report and 68% over the past twelve months.

Net income for the second quarter of 2017 was \$1,161,000, or \$0.23 per diluted share, versus \$552,000, or \$0.11 per diluted share, in the year-ago quarter. The current year's earnings included a \$550,000 gain on the purchase of the Company's remaining interest in Old Point Mortgage, LLC ("OPM"), \$87,000 in security gains (versus \$6,000 in the year-ago quarter) and a \$150,000 nonrecurring charge relating to the accrued retirement benefits of the retiring CFO. If we strip out all of the nonrecurring items and eliminate the provision for loan losses (which was \$1,000,000 in 2017's second quarter, versus \$1,250,000 in the year-ago quarter), pretax normalized earnings were still higher than the year-ago and linked quarterly levels. That is particularly good given the number of hires the Bank has had over the past year, particularly in lending. Net interest income grew 8% to \$7,388,000 in the second quarter of 2017, versus \$6,853,000 in the year-ago quarter. Margins slipped

SYMBOL: OPOF

ASSETS: \$952 MM

HQ: HAMPTON, VA

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2ND QUARTER HIGHLIGHTS:

**EARNINGS WERE STRONG,
BALANCE SHEET GROWTH WAS
COMMENDABLE AND ASSET
QUALITY WAS STABLE**

EPS: \$0.23 vs. \$0.11

**EVEN IF WE ELIMINATE THE
NONRECURRING ITEMS FROM
BOTH QUARTERS, EARNINGS
WERE QUITE STRONG**

**NET INTEREST INCOME WAS UP
8% AND BENEFITTED FROM
SOLID EARNING ASSET GROWTH**



CORE NONINTEREST INCOME WAS UP 5%, WHILE NONINTEREST EXPENSE INCREASED 9%, OR 7% EXCLUDING NONRECURRING ITEMS

about 9 basis points from the year-ago quarter to 3.64% in 2017's second quarter, although strong average earning assets growth of 10% more than offset the margin erosion. Core noninterest income (excluding the \$550,000 gain on the remainder purchase of OPM and security gains) was \$3,454,000 in 2017's second quarter, up 5% from \$3,280,000 in the year-ago quarter, with most of that increase due to the inclusion of the OPM mortgage-related revenues. Finally, noninterest expense increased 9% to \$9,270,000 in 2017's second quarter from a year-ago level of \$8,485,000, partly due to the inclusion of OPM's operations. The increase was roughly 7% excluding the nonrecurring retirement benefit charge.

SIX MONTHS HIGHLIGHTS:

EPS: \$0.42 vs. \$0.32

For the first six months of 2017, net income was \$2,103,000, or \$0.42 per diluted share, versus \$1,573,000, or \$0.32 per diluted share, in the year-ago period. Similar to the quarterly results, there were a number of nonrecurring items in both periods, which included the previously mentioned quarterly items but also a FHLB prepayment penalty in last year's first six months. The pretax, pre-provision core earnings increased roughly 10% over the period. Net interest income grew 8%, noninterest income (excluding nonrecurring items) was up 3% and noninterest expense (excluding the year-ago prepayment penalty) increased 5%.

PRETAX, PRE-PROVISION CORE INCOME WAS UP 10%

Strength in Auto Dealer Program is Boosting Loan Growth

As was stated previously, balance sheet growth has been quite good and has benefitted from the auto dealer financing program. The auto loan portfolio totaled roughly \$68 million at June 30, 2017, up from less than a million at the year-ago date, and has accounted for much of the Company's overall loan growth. Despite the rapid growth and size of the auto loan portfolio, we would make the point that the overall loan portfolio remains quite diversified, as can be seen in

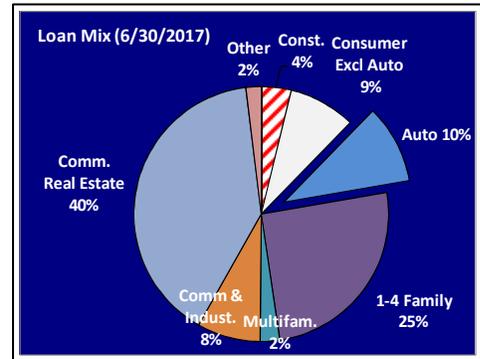
BALANCE SHEET GROWTH CONTINUES TO BENEFIT FROM THE SUCCESS OF THE AUTO DEALER LENDER PROGRAM



AUTO LOANS HAVE INCREASED BY ROUGHLY \$67 MILLION IN THE PAST YEAR

the adjacent pie chart. At the current level, auto loans only account for 10% of the portfolio, with other consumer loans accounting for another 9%. Including the growth in auto loans, gross loans have increased 14% over the past year, while deposits grew 7% and total assets were up 6%. Old Point remains in an excellent position to maintain this growth from a capital standpoint, as its total equity was \$96.9 million at June 30, 2017, or 10.2% of assets.

OLD POINT'S LOAN PORTFOLIO REMAINS VERY DIVERSIFIED



THE CAPITAL POSITION REMAINS STRONG

NPAs Were Up From the Year-Ago Level But Dropped Slightly From March 31, 2017

NPAs/ASSETS: 1.57%

At June 31, 2017, NPAs (which exclude performing restructured loans) were \$14.9 million, or 1.57% of assets, at June 30, 2017, versus \$15.1 million, or 1.63% of assets, at March 31, 2017 and \$9.0 million, or 1.00% of total assets, at June 31, 2016. Approximately \$2.8 million of loans more than 90 days past due were student loans that are at least 97% government guaranteed. The allowance for loan losses was \$8.8 million, or 1.30% of total loans, at June 31, 2017, up from \$7.9 million, or 1.33% of total loans, at the year-ago date.

RESERVES/GROSS LOANS: 1.30%

Projections Maintained

**EPS:
2015A: \$0.73
2016A: \$0.77
2017E: \$0.94**

Based on the most recent results, we are maintaining our 2017 earnings projection at \$4.7 million, or \$0.94 per share. These projections are subject to wide variation and could increase or decrease significantly based on changing conditions.

ADDITIONAL INFORMATION UPON REQUEST

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