



# Franklin Financial Network, Inc.

(NYSE:FSB)

Quarterly Investor Presentation

May 10, 2019

# Forward-Looking Statements



Except for the historical information contained herein, this presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. The forward-looking statements include, among other things, statements regarding intent, belief or expectations of the Company and can be identified by the use of words such as "may," "likely," "will," "should," "would," "could," "assume," "outlook," "seek," "plan," "believe," "intend," "estimate," "forecast," and other comparable terms. The Company intends that all such statements be subject to the "safe harbor" provisions of those Acts. Because forward-looking statements involve risks and uncertainties, actual results may differ materially from those expressed or implied. Investors are cautioned not to place undue reliance on these forward-looking statements and are advised to carefully review the discussion of forward-looking statements and risk factors in documents the Company files with the Securities and Exchange Commission. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless otherwise required by law.

## Use of non-GAAP Financial Measures

Some of the financial data included in this presentation and our selected historical consolidated financial information are not measures of financial performance recognized by GAAP. Our management uses these non-GAAP financial measures in its analysis of our performance:

- "Common equity" is defined as total shareholders' equity at end of period less the liquidation preference value of the preferred stock;
- "Tangible common equity" is common equity less goodwill and other intangible assets;
- "Total tangible assets" is defined as total assets less goodwill and other intangible assets;
- "Other intangible assets" is defined as the sum of core deposit intangible and SBA servicing rights;
- "Tangible book value per share" is defined as tangible common equity divided by total common shares outstanding. This measure is important to investors interested in changes from period-to-period in book value per share exclusive of changes in intangible assets;
- "Tangible common equity ratio" is defined as the ratio of tangible common equity divided by total tangible assets. We believe that this measure is important to many investors in the marketplace who are interested in relative changes from period-to-period in common equity and total assets, each exclusive of changes in intangible assets;
- "Core Return on Average Tangible Common Equity" is defined as annualized core net income available to common shareholders divided by average tangible common equity;
- "Core Efficiency Ratio" is defined as noninterest expense divided by our operating revenue, which is equal to net interest income plus noninterest income with all adjusted to certain one-time expenses;
- "Core Diluted Earnings Per Share" is defined as reported earnings per share adjusted for certain one-time expenses;
- "Core Non-Interest Income" is defined as non-interest income adjusted for certain one-time items;
- "Core Non-Interest Expense" is defined as non-interest expense adjusted for certain one-time items;
- "Core Compensation Expense" is defined as compensation expense adjusted for certain one-time items; and
- "Core Net Income" is defined as "Net Income Available to Common Shareholders" adjusted for certain one-time items.

We believe these non-GAAP financial measures provide useful information to management and investors that is supplementary to our financial condition, results of operations and cash flows computed in accordance with GAAP; 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 companies use.

## Driving long-term value creation



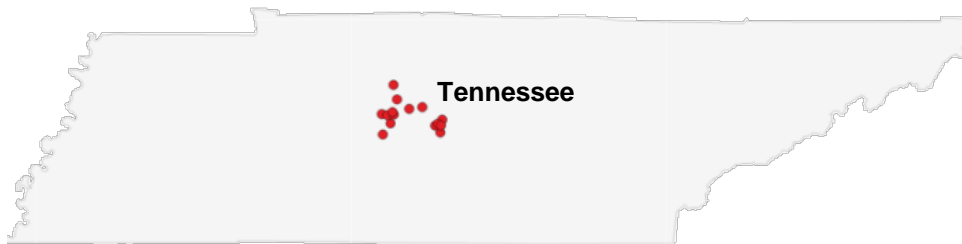
- Value-based client services
- Strong sense of community
- Relationship-driven commercial and private banking business
- Leadership and governance
- Leading position in great markets
- Strong capital and disciplined credit
- Scalable, efficient technology and systems

# Leading Nashville Bank



## Strong presence in Nashville MSA and industry lead in Williamson County

### Footprint

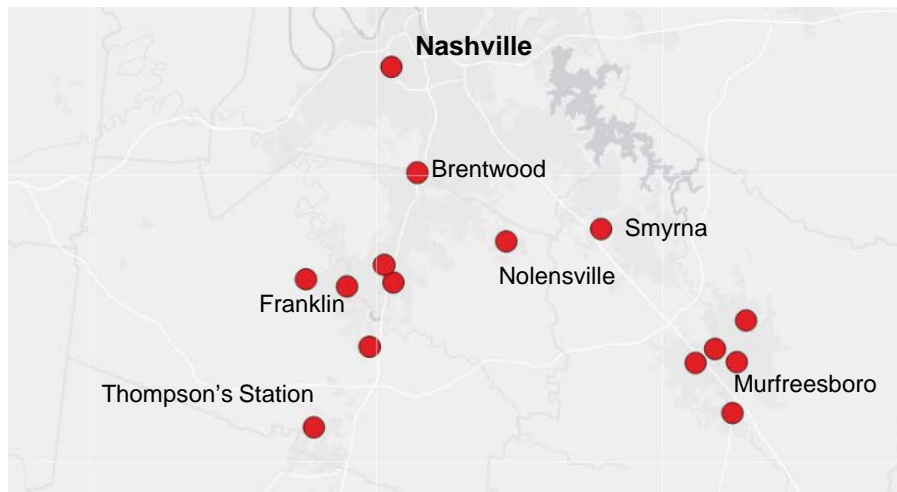


### Nashville MSA

Rank	Bank	Branches	Deposits (\$bn)	Market Share
1	Pinnacle	30	\$9,013	14.7 %
2	Bank of America	33	8,636	14.1
3	Regions	66	7,610	12.4
4	SunTrust	44	6,359	10.4
5	First Horizon	44	4,901	8.0
<b>6</b>	<b>Franklin Financial</b>	<b>14</b>	<b>3,401</b>	<b>5.5</b>
7	U.S. Bancorp	54	2,049	3.3
8	Wilson Bank	24	1,918	3.1
9	Fifth Third Bancorp	33	1,883	3.1
10	Wells Fargo	12	1,759	2.9
<b>Total Nashville MSA</b>		<b>-</b>	<b>\$61,413</b>	

### Market share by County

Rank	County	Branches	Deposits (\$bn)	Market Share
①	Williamson, TN	8	\$2,709	28.2 %
②	Rutherford, TN	6	609	13.4
10	Davidson, TN	1	83	0.2



Source: SNL Financial  
 Note: \$ in billions. Branch information pro forma as of June 30, 2018

# Highly Experienced Management Team

**J. Myers Jones, III**



**Chief Executive Officer**

- Previously served as President and CEO of Franklin National Bank for 13 years prior to its acquisition by Fifth Third Bank
- Held Executive Vice President of Commercial Lending role at Cadence bank
- Graduate of Austin Peay State University and Herbert V. Prochnow Graduate school of Banking at the University of Wisconsin

**Chris Black**



**Chief Financial Officer**

- Previously held senior roles at FB Financial
- Held positions at Merrill Lynch & Co. and ISI Group, specializing in the Banking Sector
- Served for over 9 years as officer and pilot in the U.S. Air Force
- B.S. Engineering from Cornell University and M.B.A from Auburn University

**Lee Moss**



**President**

- Joined Franklin Synergy Bank in 2014 upon the sale of MidSouth Bank to Franklin Synergy
- Served as Chairman and CEO of MidSouth Bank and has held roles at Third National Bank and SunTrust
- Graduate of the University of Tennessee, majoring in Banking

**Terry Howell**



**Chief Operating Officer**

- Previously served as Chief Operating Officer at Civic Bank & Trust and Chief Financial Officer at First Tennessee Bank
- Over 30 years of financial services experience
- Graduate of Executive Masters of Business Administration program at University of Memphis' Fogelman College of Business and undergrad from University of Tennessee

**David McDaniel**



**Chief Lending Officer**

- Leads the Williamson County, Corporate / Healthcare and Leasing banking teams
- 24 years of banking experience having previously held roles at Community First Bank, AmSouth Bank, First American Bank, Equitable Securities and Merrill Lynch
- Graduate of University of Tennessee and graduate of ABA Private Client Wealth Management school at Emory

**Eddie Maynard**

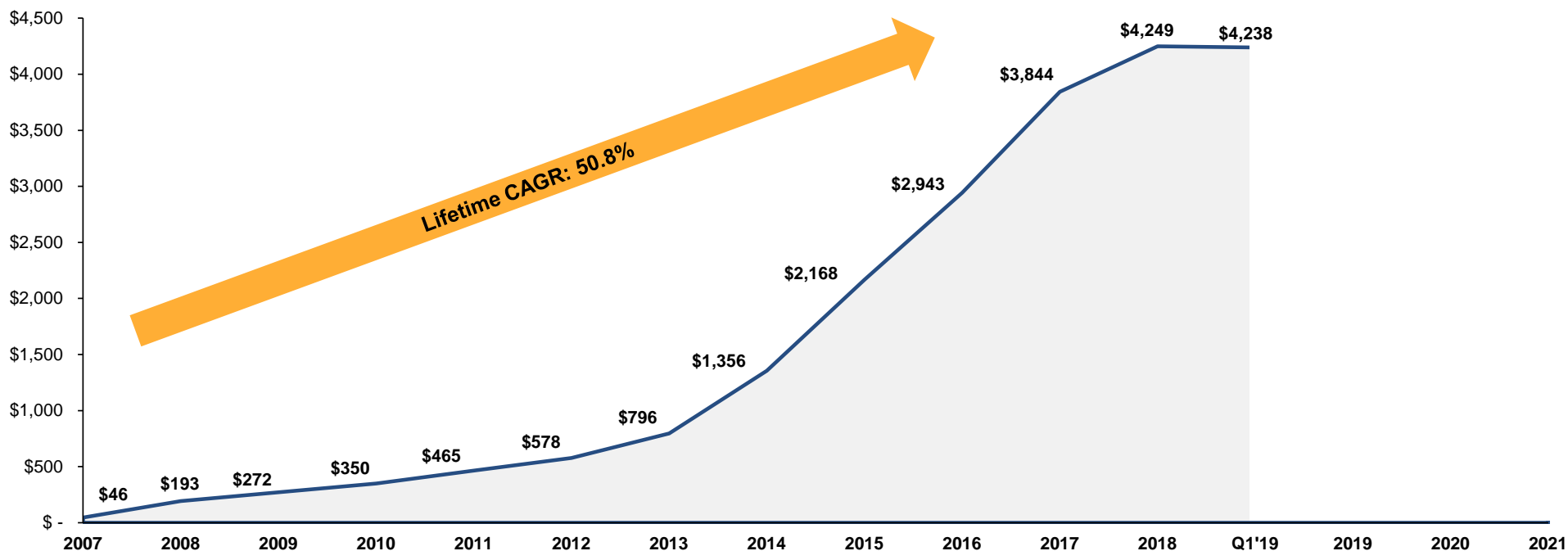


**Chief Credit Officer**

- Previously Vice President in Credit and Commercial areas at Franklin National Bank for 8 years prior to its acquisition by Fifth Third Bank
- Most recently served as Assistant Chief Credit Officer at Franklin Synergy Bank
- Graduate of West Virginia University and the Graduate School of Banking at Louisiana State University

# Evolution of the Franchise

## Total Assets (\$mn)



### Phase I: De-novo on solid foundation

- Formed as a Tennessee corporation in April 2007 and commenced banking operations in November 2007
- Raised \$26 million in equity from institutional & local investors

### Phase II: Growth & economies of scale

- Completed the acquisition of MidSouth Bank in July 2014, increasing the Nashville footprint
- Launched IPO in 2015
- Joins Russell 2000 index, S&P SmallCap 600 Index and NYSE Financial-100 Index
- 19.3% annualized EPS and 16.5% annualized TBVPS growth since 2013
- Completed acquisition of Civic Bank and Trust in 2018

### Phase III: Balanced growth & profitability

- Accelerated balance sheet rotation and optimization starting in 2018
- Declared initial dividend in January 2019 and declared another dividend in April 2019
- Authorized common stock repurchase plan

# Financial Highlights and Recent Developments



## Key Highlights

- Net interest margin (FTE) expansion of 11 basis points from 4Q'18 to 2.80%
- Book value per share of \$26.31, 14.5% growth year-over-year; tangible book value per share of \$25.00, 12.5% growth year-over-year<sup>(1)</sup>
- Net Income of \$2.9 million in 1Q'19; core net income of \$6.1 million in 1Q'19, including \$5.1 million credit provision<sup>(1)</sup>
- Balance sheet rotation more than 70% complete, optimization plans made significant progress
- Customer-driven loan growth of \$142.0 million, 21.6% annualized
- Core deposit growth (retail and reciprocal) of \$117.1 million, 25.6% annualized
- Reduction of non-core brokered deposits by \$79.1 million, 40.2% annualized
- Reduction in the securities portfolio of \$481.7 million since 1Q'18, 34.4% year-over-year
- Credit quality stable following previously disclosed \$3.5 million reserve related to a specific shared national credit ("SNC")
- Upon Richard Herrington's retirement, J. Myers Jones, III was appointed Interim CEO

Growth & Profitability

## Financial Results

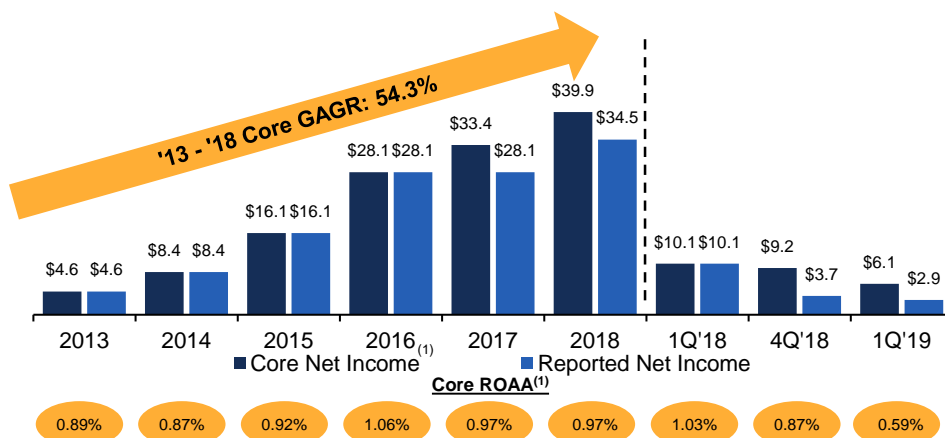
	Three months ended March 31, 2019	
	Reported GAAP results	Non-GAAP Core results <sup>(1)</sup>
Diluted EPS	\$0.19	\$0.41
Net income (\$mn)	\$2.9	\$6.1
ROAA	0.28%	0.59%
ROATCE	3.3%	6.9%
Efficiency ratio	73.2%	59.8%
<ul style="list-style-type: none"> <li>• <b>Net interest margin:</b> 2.80%</li> <li>• <b>TBVPS:</b> \$25.00</li> <li>• <b>Total assets (\$mn):</b> \$4,238.4</li> <li>• <b>Total deposits (\$mn):</b> \$3,315.8</li> <li>• <b>TCE / TA:</b> 8.6%</li> </ul>		

(1) Non-GAAP financial measures that adjust GAAP reported net income and other metrics for certain income and expense items. See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP financial measures

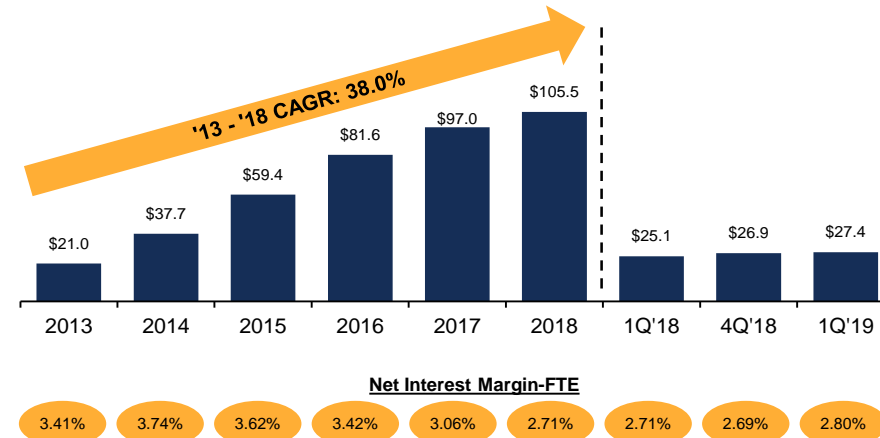
# Balancing Profitability and Growth



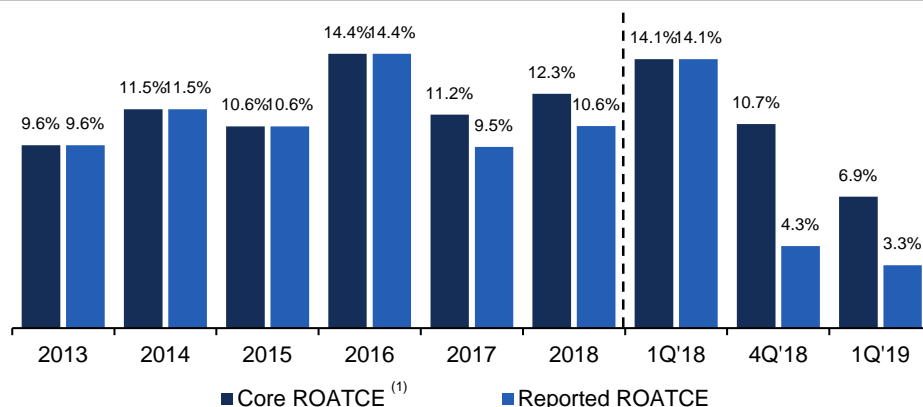
## Net Income<sup>(1)</sup> (\$mn)



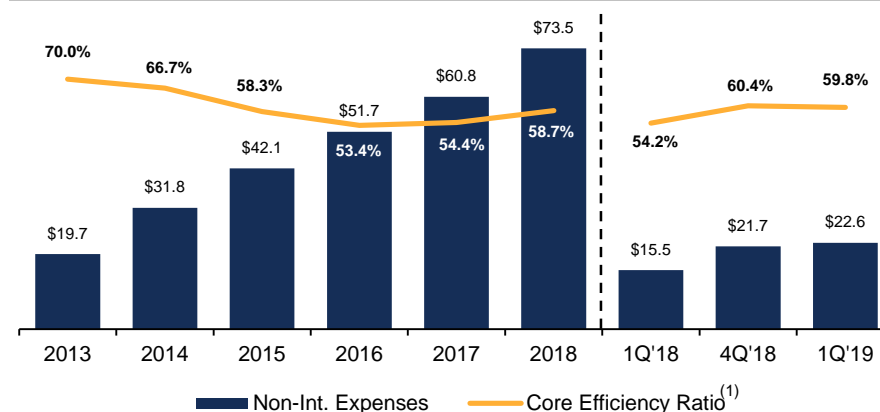
## Net Interest Income (\$mn)



## Return on Average Tangible Common Equity<sup>(1)</sup>



## Non-Interest Expenses (\$mn)



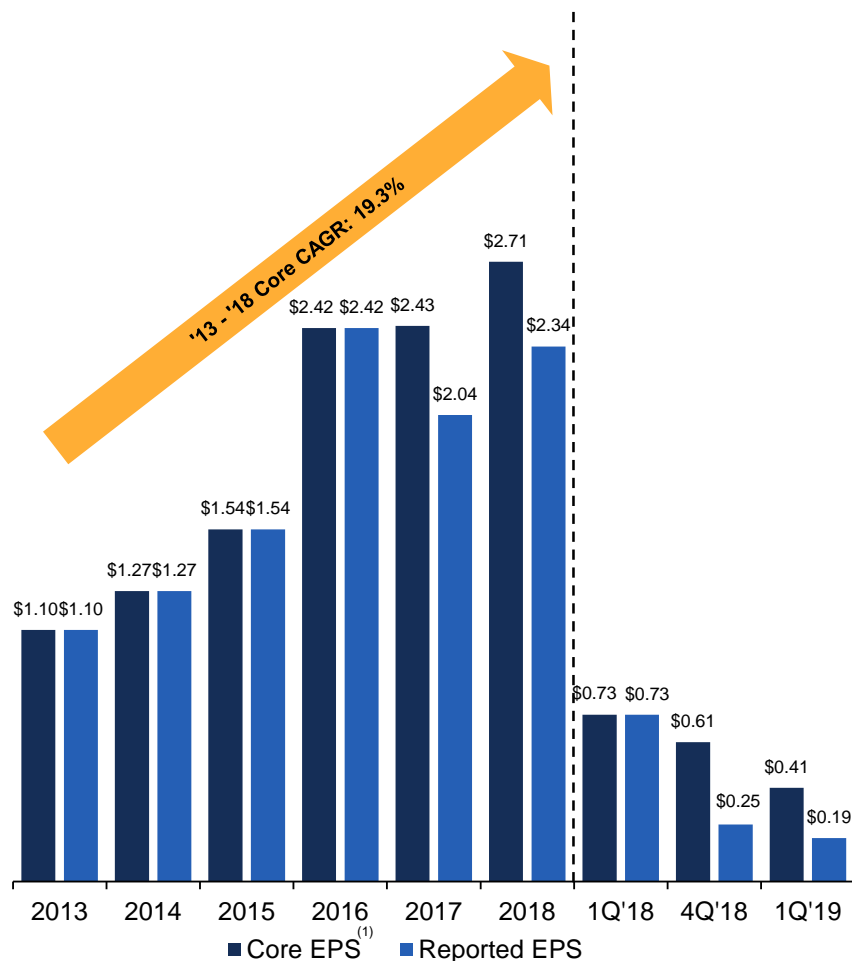
**Strong, sustainable earnings and return metrics driven by loan growth and disciplined credit and expenses**

(1) Non-GAAP financial measures that adjust GAAP reported net income and other metrics for certain income and expense items. Excludes compensation-related non-recurring expenses and securities losses. 2017 metrics adjusted for DTA write-down that was recorded in December 2017 related to the change in income tax regulations that resulted from the Tax Cuts and Jobs Act that was passed in late December 2017. See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP financial measures

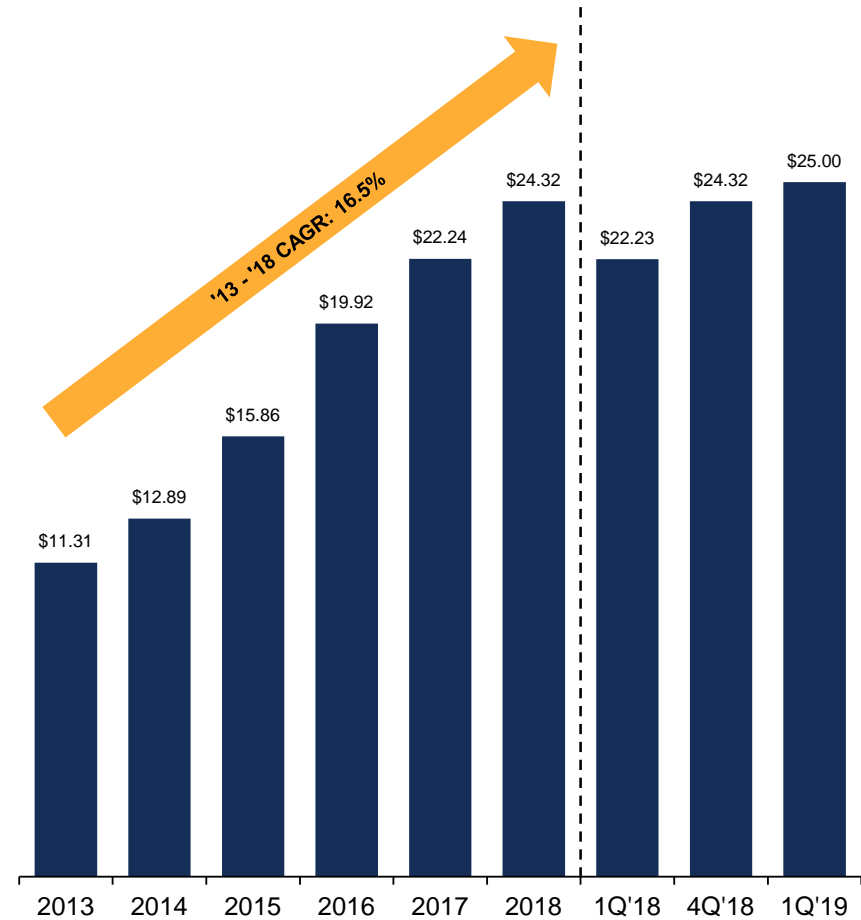


# Sustaining Earnings Momentum and Tangible Book Value Growth

## Earnings Per Share



## Tangible Book Value Per Share<sup>(1)</sup>



**Earnings continue to support the growth and future profitability of the franchise while building tangible book value per share<sup>(2)</sup>**

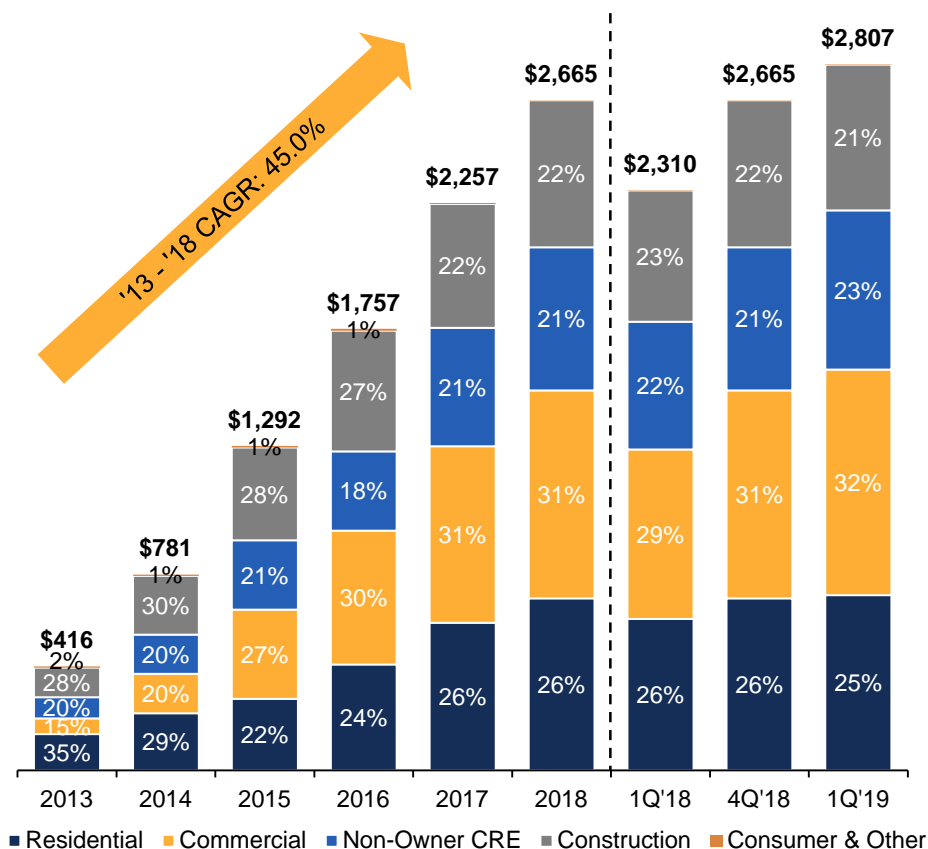
(1) Non-GAAP financial measures that adjust GAAP reported net income and other metrics for certain income and expense items. Core EPS excludes compensation-related non-recurring expenses and securities losses from 4Q'18 and 1Q'19. 2017 metrics adjusted for DTA write-down that was recorded in December 2017 related to the change in income tax regulations that resulted from the Tax Cuts and Jobs Act that was passed in late December 2017. See "Use of non-GAAP financial measures" and the Appendix hereto for a discussion and reconciliation of non-GAAP financial measures

(2) See Forward-Looking Statements on page 1

# Diversified and Disciplined Loan Portfolio



## Loan Portfolio<sup>(1,2)</sup> (\$mn)



## CRE & CLD Concentration

- Positive trend in CRE and CLD concentration ratio due to continued shift in loan portfolio mix and strong increase in capital
  - No OREO on Balance Sheet as of March 31, 2019
  - CLD loan concentration is down from 211% at 4Q'14 to 128% as of 1Q'19 (which is under management guidance of 140%) and has been steady since 2017
  - Total CRE loan concentration is down from 352% at 4Q'14 to 270% as of 1Q'19, and has been steady since 2017

Commercial real estate (CRE) concentrations	% of Risk-Based Capital <sup>(3)</sup>		
	1Q'18	4Q'18	1Q'19
CLD loans	135%	132%	128%
Total CRE	269%	263%	270%

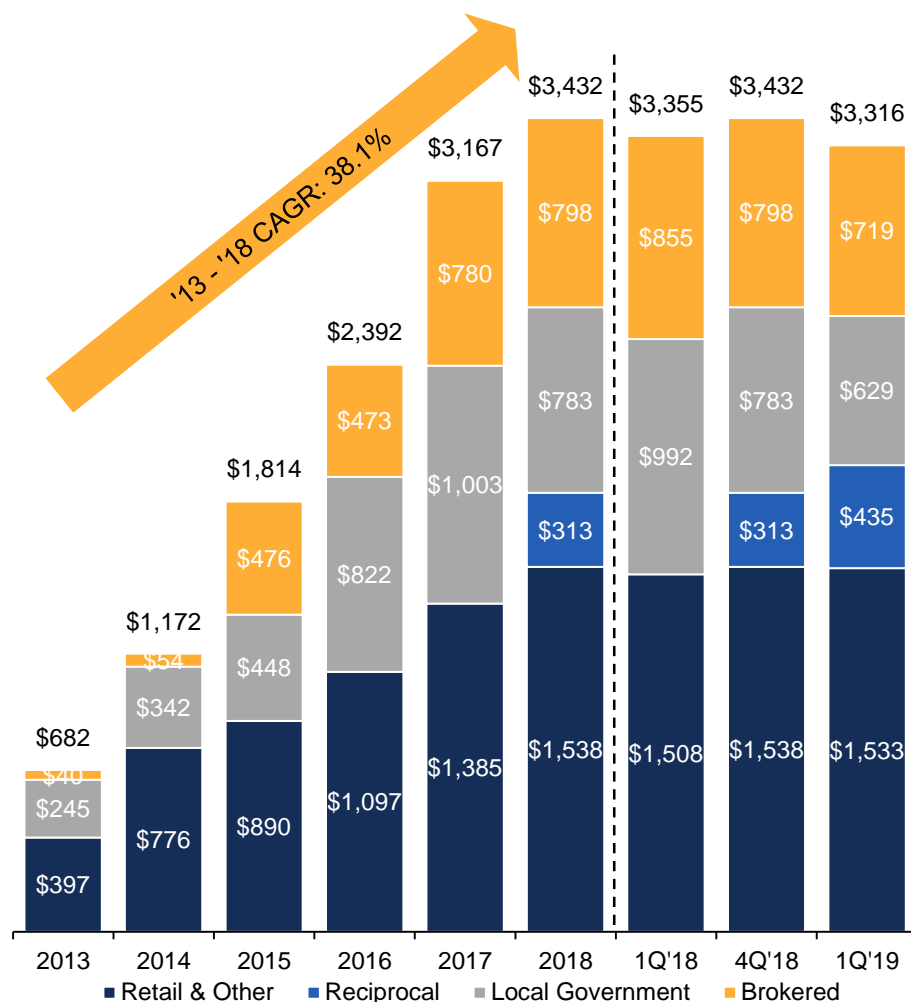
**Franchise defined by strong loan growth while maintaining diversification and credit discipline**

(1) Excluding Loans Held for Sale, commercial includes owner-occupied commercial real estate loans  
 (2) Totals may not sum due to rounding  
 (3) Risk-based capital at bank-level as defined in Call Report

# Deposits Drive Strategic Repositioning



## Deposit Portfolio (\$mn)



**Continued focus on retail deposits while leveraging public funds**

## Accelerated Balance Sheet Actions

### Public Funds Deposit Reciprocation Unlocks Balance Sheet

#### Step 1: Balance Sheet Rotation

- Through Q1'19, more than 70% of planned \$300mn of lower-yielding securities into higher-yielding assets
  - ◆ Expect continued positive impact on core profitability metrics<sup>(1)</sup>
  - ◆ Positive capital impact as less capital exposed to mark-to-market accounting

#### Step 2: Balance Sheet Optimization

- Brokered deposits decreased \$79.1mn from Q4'18, a decline of 40.2%, annualized
- Reciprocal deposits increased \$122.5mn from Q4'18, an increase of 158.9%, annualized
  - ◆ Expect continued positive impact on core profitability metrics<sup>(1)</sup>
  - ◆ Will temporarily increase capital ratios as most capital efficient means of deployment identified

(1) See Forward-Looking Statements on page 1

# Solid Credit and Low Risk Balance Sheet



		1Q'18	4Q'18	1Q'19
Asset Quality	Nonperforming Assets / Assets	0.12%	0.13%	0.28%
	Net Charge-Offs (Recoveries) / Loans <sup>(1)</sup>	0.01%	0.00%	0.10%
Capacity	Common Equity Tier 1 <sup>(2)</sup>	11.5%	12.2%	11.3%
	Tier 1 Capital <sup>(2)</sup>	11.5%	12.2%	11.3%
	Total Risk-Based Capital <sup>(2)</sup>	14.4%	14.9%	14.0%
Liquidity	Cash & Securities / Assets	40.4%	33.8%	28.8%
	Loans <sup>(1)</sup> / Deposits	68.8%	77.7%	84.7%
Risk Weight	Risk-Weighted Assets / Assets <sup>(2)</sup>	66.3%	70.9%	77.0%

**Low risk, liquid balance sheet**

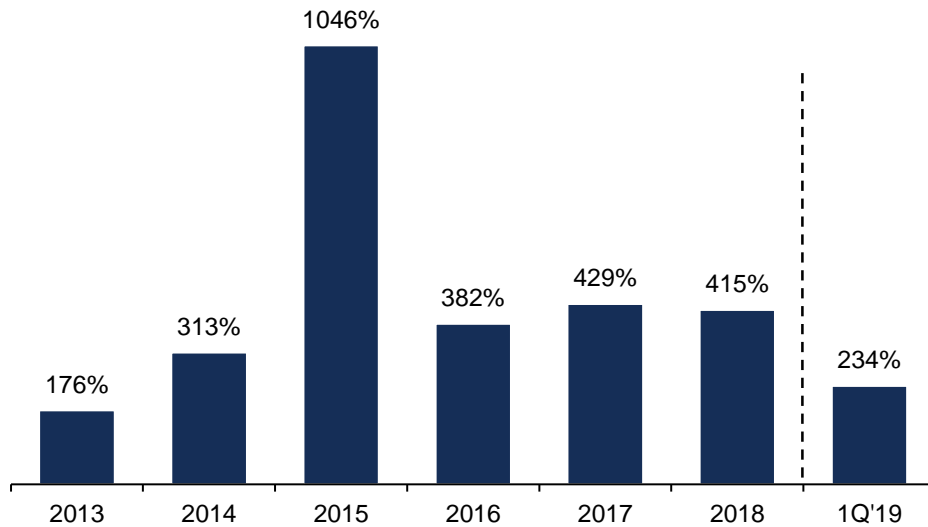
(1) Excluding Loans Held for Sale

(2) 1Q'19 calculation is preliminary and subject to change with regulatory reporting

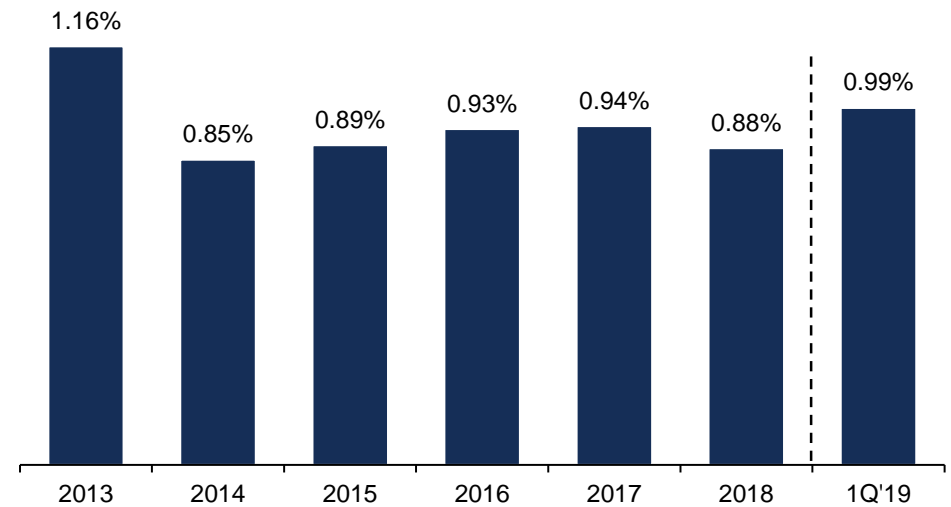
# Asset Quality Remains Strong



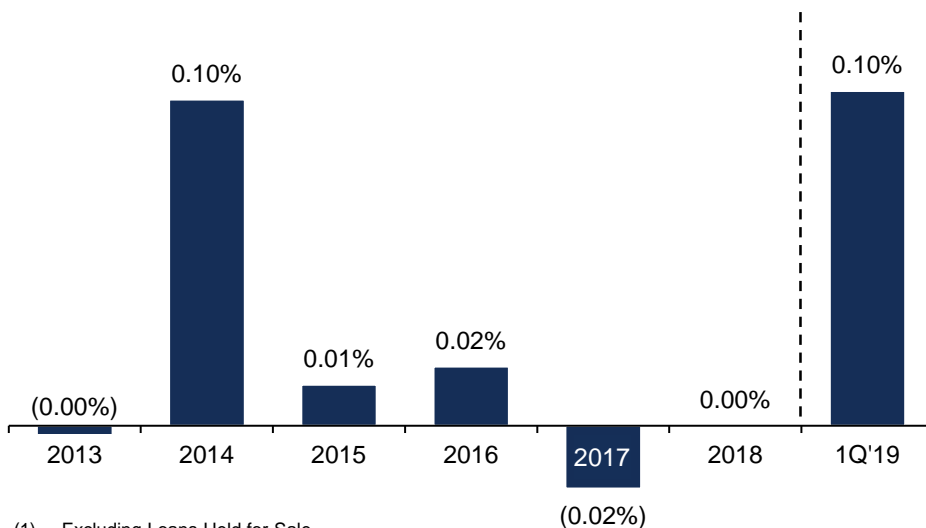
## ALLL / NPAs



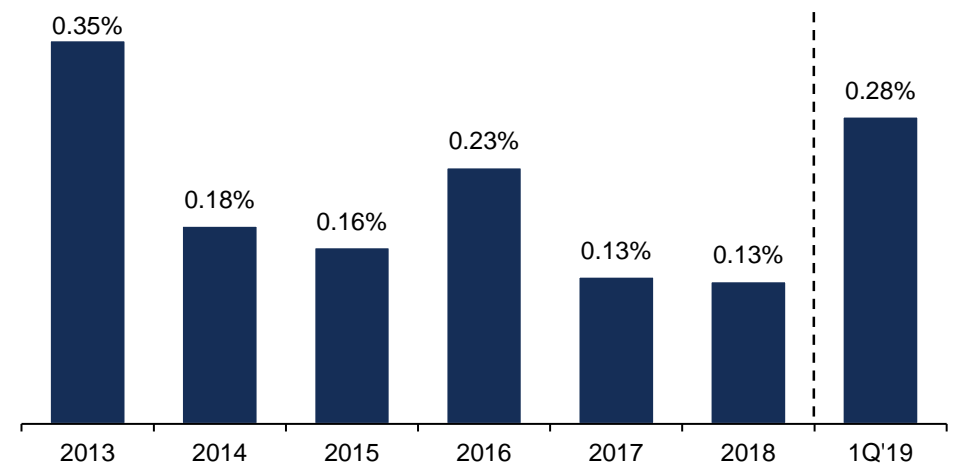
## ALLL / Gross Loans<sup>(1)</sup>



## NCOs / Avg. Loans<sup>(1)</sup>



## NPAs + 90 day PD / Avg. Assets



(1) Excluding Loans Held for Sale

(0.02%)

# New Medium-Term Performance Targets

Achieving these objectives will result in considerable performance enhancements – and we have a roadmap<sup>(1)</sup>

## Roadmap Drivers

Balance sheet optimization

Focus on deepening client relationships

Maintain credit quality focus and discipline

Exceed return hurdle rates

## Areas of Focus

Re-deployment of capital

Attract best talent

Deposit gathering

Diversified, sound loan growth

## Target Goals

**ROATCE > 14.0%**

**ROAA > 1.20%**

**NIM > 3.00%**

(1) See Forward-Looking Statements on page 1

# Key Drivers of FSB Performance





# Appendix



# Shared National Credit (“SNC”) & Healthcare Portfolios



	2018				2019	QoQ	YoY
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Quarter	Growth*	Growth
<b>Total SNC</b>	<b>\$117,721</b>	<b>\$155,799</b>	<b>\$162,587</b>	<b>\$249,033</b>	<b>\$229,608</b>	<b>(31.6%)</b>	<b>95.0%</b>
% of Total Loans HFI	5.1%	6.3%	6.4%	9.3%	8.2%		
<b>Healthcare</b>	<b>\$199,425</b>	<b>\$257,225</b>	<b>\$285,284</b>	<b>\$290,464</b>	<b>\$318,020</b>	<b>38.5%</b>	<b>59.5%</b>
SNC	89,162	107,894	103,772	123,097	107,156	(52.5%)	20.2%
Non-SNC	110,263	149,331	181,512	167,367	210,864	105.4%	91.2%

Note: \$ in 000s  
\* Annualized

# Non-GAAP Reconciliations



Core net income	2019	2018			
	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
<b>Pre-tax net income</b>	\$ 3,235	\$ 3,873	\$ 11,617	\$ 12,432	\$ 12,511
Non-core items:					
Noninterest income					
(Gain) / Loss On Sales of Securities	-	4,160	-	-	-
Noninterest expenses					
Post employment and retirement expense	4,143	3,151	-	-	-
<b>Pre tax core net income</b>	\$ 7,378	\$ 11,184	\$ 11,617	\$ 12,432	\$ 12,511
Core income tax expense	1,275	1,998	1,068	2,263	2,459
<b>Core net income</b>	\$ 6,103	\$ 9,186	\$ 10,549	\$ 10,169	\$ 10,052
Less: earnings attributable to noncontrolling interest	-	8	-	8	-
<b>Core net income available to common shareholders</b>	<b>6,103</b>	<b>9,178</b>	<b>10,549</b>	<b>10,161</b>	<b>10,052</b>
Less: earnings allocated to participating securities	71	100	190	161	102
<b>Core net income allocated to common shareholders</b>	<b>6,032</b>	<b>9,078</b>	<b>10,359</b>	<b>10,000</b>	<b>9,950</b>
Weighted average common shares outstanding fully diluted	14,804,830	14,821,540	14,903,751	14,814,059	13,672,384

Core diluted earnings per share	2019	2018			
	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
<b>Diluted earnings per share</b>	\$ 0.19	\$ 0.25	\$ 0.70	\$ 0.68	\$ 0.73
Non-core items:					
Noninterest income					
(Gain) / Loss On Sales of Securities	-	0.28	-	-	-
Noninterest expenses					
Accrual for Post Employment Benefits	0.28	0.21	-	-	-
Add'l earnings available to participative stock grants	-	-	-	-	-
Tax effect	(0.06)	(0.13)	-	-	-
<b>Core diluted earnings per share</b>	\$ 0.41	\$ 0.61	\$ 0.70	\$ 0.68	\$ 0.73

\$ in 000s except per share data

# Non-GAAP Reconciliations



Core efficiency ratio	2019	2018			
	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
Total noninterest expense	\$ 22,616	\$ 21,689	\$ 18,251	\$ 18,050	\$ 15,488
Less post employment and retirement expense	(4,143)	(3,151)	-	-	-
<b>Core noninterest expense</b>	<b>\$ 18,473</b>	<b>\$ 18,538</b>	<b>\$ 18,251</b>	<b>\$ 18,050</b>	<b>\$ 15,488</b>
Net interest income	27,420	26,921	26,562	26,905	25,116
Total noninterest income	3,486	(384)	3,442	4,147	3,456
(Gain) / Loss On Sales of Securities	-	4,160	-	-	-
<b>Core noninterest income</b>	<b>3,486</b>	<b>3,776</b>	<b>3,442</b>	<b>4,147</b>	<b>3,456</b>
Core revenue	<b>\$ 30,906</b>	<b>\$ 30,697</b>	<b>\$ 30,004</b>	<b>\$ 31,052</b>	<b>\$ 28,572</b>
Efficiency ratio (GAAP) <sup>(1)</sup>	73.2 %	81.7 %	60.8 %	58.1 %	54.2 %
Core efficiency ratio	59.8 %	60.4 %	60.8 %	58.1 %	54.2 %

Tangible Assets	2019	2018			
	First Quarter	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
<b>Tangible Assets</b>					
Total assets	\$ 4,238,436	\$ 4,249,439	\$ 4,167,813	\$ 4,165,238	\$ 4,083,663
Less goodwill	18,176	18,176	18,176	18,176	9,124
Less intangibles, net	844	991	1,151	1,323	950
<b>Tangible assets</b>	<b>\$ 4,219,416</b>	<b>\$ 4,230,272</b>	<b>\$ 4,148,486</b>	<b>\$ 4,145,739</b>	<b>\$ 4,073,589</b>
<b>Tangible Common Equity</b>					
Total shareholders' equity	383,421	372,740	356,074	348,059	304,762
Less goodwill	18,176	18,176	18,176	18,176	9,124
Less intangibles, net	844	991	1,151	1,323	950
<b>Tangible common equity</b>	<b>\$ 364,401</b>	<b>\$ 353,573</b>	<b>\$ 336,747</b>	<b>\$ 328,560</b>	<b>\$ 294,688</b>
Common shares outstanding	14,574,339	14,538,085	14,525,351	14,480,240	13,258,142
Book value per common share	\$ 26.31	\$ 25.64	\$ 24.51	\$ 24.04	\$ 22.99
<b>Tangible book value per common share</b>	<b>\$ 25.00</b>	<b>\$ 24.32</b>	<b>\$ 23.18</b>	<b>\$ 22.69</b>	<b>\$ 22.23</b>
Total shareholders' equity to total assets	9.0 %	8.8 %	8.5 %	8.4 %	7.5 %
Tangible common equity to tangible assets	8.6 %	8.4 %	8.1 %	7.9 %	7.2 %

Note: \$ in 000s except per share data

(1) Efficiency ratio (GAAP) is calculated by dividing reported noninterest expense by reported total revenue

# Non-GAAP Reconciliations



	2019		2018			
	First Quarter		Fourth Quarter	Third Quarter	Second Quarter	First Quarter
<b>Return on average tangible common equity</b>						
Total average shareholders' equity	\$ 377,116		\$ 360,709	\$ 351,293	\$ 340,175	\$ 299,840
Less average goodwill	18,176		18,176	18,176	18,383	9,124
Less intangibles, net	933		1,092	1,257	1,477	1,012
<b>Average tangible common equity</b>	<b>\$ 358,007</b>		<b>\$ 341,441</b>	<b>\$ 331,860</b>	<b>\$ 320,315</b>	<b>\$ 289,704</b>
<b>Net income available to common shareholders<sup>(1)</sup></b>	<b>\$ 2,901</b>		<b>\$ 3,743</b>	<b>\$ 10,549</b>	<b>\$ 10,161</b>	<b>\$ 10,052</b>
<b>Return on average tangible common equity</b>	<b>3.3 %</b>		<b>4.3 %</b>	<b>12.6 %</b>	<b>12.7 %</b>	<b>14.1 %</b>
<b>Core return on average tangible equity</b>						
Pre-tax net income	\$ 3,235		\$ 3,873	\$ 11,617	\$ 12,432	\$ 12,511
Adjustments:						
Add non-core items	4,143		7,311	-	-	-
Less core income tax expense	1,275		1,998	1,068	2,271	2,459
<b>Core net income<sup>(2)</sup></b>	<b>\$ 6,103</b>		<b>\$ 9,178</b>	<b>\$ 10,549</b>	<b>\$ 10,161</b>	<b>\$ 10,052</b>
<b>Core return on average tangible common equity</b>	<b>6.9 %</b>		<b>10.7 %</b>	<b>12.6 %</b>	<b>12.7 %</b>	<b>14.1 %</b>
<b>Core return on average assets equity</b>						
Net income	\$ 2,901		\$ 3,743	\$ 10,549	\$ 10,161	\$ 10,052
Average assets	4,220,255		4,183,703	4,132,501	4,169,453	3,971,864
Average equity	377,116		360,709	351,293	340,175	299,840
<b>Return on average assets</b>	<b>0.28 %</b>		<b>0.35 %</b>	<b>1.01 %</b>	<b>0.98 %</b>	<b>1.03 %</b>
<b>Return on average equity</b>	<b>3.1 %</b>		<b>4.1 %</b>	<b>11.9 %</b>	<b>12.0 %</b>	<b>13.6 %</b>
Core net income	\$ 6,103		\$ 9,178	\$ 10,549	\$ 10,161	\$ 10,052
<b>Core return on average assets</b>	<b>0.59 %</b>		<b>0.87 %</b>	<b>1.01 %</b>	<b>0.98 %</b>	<b>1.03 %</b>
<b>Core return on average equity</b>	<b>6.6 %</b>		<b>10.1 %</b>	<b>11.9 %</b>	<b>12.0 %</b>	<b>13.6 %</b>
<b>Core total revenue</b>						
Net interest income	\$ 27,420		\$ 26,921	\$ 26,562	\$ 26,905	\$ 25,116
Noninterest income	3,486		(384)	3,442	4,147	3,456
Adjustments:						
(Gain) / Loss On Sales of Securities	-		4,160	-	-	-
<b>Core total revenue</b>	<b>\$ 30,906</b>		<b>\$ 30,697</b>	<b>\$ 30,004</b>	<b>\$ 31,052</b>	<b>\$ 28,572</b>
<b>Annualized net income available to common shareholders<sup>(1)</sup></b>	<b>\$ 11,765</b>					
<b>Annualized core net income<sup>(2)</sup></b>	<b>\$ 24,752</b>					

\$ in 000s except per share data

(1) Annualized net income available to common shareholders utilized in calculating year-to-date return on average tangible common equity

(2) Annualized core net income utilized in calculating core return on average tangible common equity and core return on average assets and average equity