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# 1st Source Corporation Reports Record First Quarter Results, Increased Cash Dividend Declared

# **QUARTERLY HIGHLIGHTS**

- Net income was a record \$22.20 million, up 16.11% over the first quarter of 2018. Diluted net income per common share was also a record of \$0.86, up from the prior year's first quarter of \$0.73.
- Return on average assets increased to 1.43% and return on average common shareholders' equity increased to 11.61% from 1.31% and 10.67%, respectively in the first quarter of 2018.
- Net charge-offs of \$3.54 million and nonperforming assets to loans and leases of 0.49% compared to \$0.34 million and 0.74%, respectively in the first quarter of 2018.
- Average loans and leases grew \$269.40 million, up 5.87% from the first quarter of 2018.
- Average deposits grew \$350.92 million, up 7.45% from the first quarter of 2018.
- Net interest income increased \$4.42 million, up 8.74% from the first quarter of 2018.
- Noninterest income increased \$0.32 million, up 1.33% from the first quarter of 2018 (increased 1.27% excluding leased equipment depreciation).
- Noninterest expenses decreased \$0.35 million, down 0.77% from the first quarter of 2018 (decreased 1.15% excluding leased equipment depreciation).

**South Bend, IN** - 1st Source Corporation (NASDAQ: SRCE), parent company of 1st Source Bank, today reported a record high net income of \$22.20 million for the first quarter of 2019, an improvement of 16.11% compared to \$19.12 million reported in the first quarter a year ago. The net income comparison was positively impacted by increased net interest income of \$4.42 million primarily due to higher loan rates and higher average loan and lease balances. It was negatively impacted by a \$1.13 million increase in the provision for loan and lease losses to cover loan and lease growth along with higher net charge-offs. Non-recurring 2019 items included a negative \$1.10 million valuation adjustment on a repossessed asset and \$1.32 million gain on the sale of our former headquarters building.

Diluted net income per common share for the first quarter of 2019 was a record high of \$0.86, versus \$0.73 in the first quarter of 2018.

At its April 2019 meeting, the Board of Directors approved a cash dividend of \$0.27 per common share, up 12.5% from the \$0.24 per common share declared a year ago. The cash dividend is payable to shareholders of record on May 6, 2019 and will be paid on May 15, 2019.

For: Immediate Release April 18, 2019 According to Christopher J. Murphy III, Chairman, "1st Source Corporation had a strong first quarter. We continue to achieve steady growth in net income and see healthy increases in loans, leases, and deposits. Our biggest credit challenge in the quarter was due to a further charge-off of \$3.0 million on the large syndicated aircraft account which I have mentioned previously. The remaining balance is less than \$1.0 million, payment of which is anticipated to come from a final settlement of escrowed funds. The cost of resolving the complex issues of this bankruptcy from legal, investment banking, and consulting fees has proven to be exceedingly high. This reminds us we should be wary of complex lending structures."

"At 1st Source, we value integrity, teamwork, superior quality, outstanding client service, community leadership, true relationship banking and operating with strong capital and reserves. We believe it is these values that differentiate us from our competition, and it seems others have taken notice. In March, we once again received the BauerFinancial 'Superior' Five-Star rating - the highest rating possible. BauerFinancial bases its rating on capital ratio, profitability/loss trend, credit quality and CRA ratings. We would not be able to achieve high scores in such categories without conducting our daily business with those values at the core of what we do."

"Our focus on smaller businesses continues to receive recognition across the state of Indiana. For the sixth year in a row, we were honored with the 'Gold Level Award' in the Community Lender's category by the Small Business Administration. This award honors 1st Source Bank as #1 among Indiana Community Banks with less than \$10 billion in assets for making the greatest number of SBA loans during 2018. We have devoted over 155 years to serving small businesses and maintain a dedicated SBA department to ensure the highest level of service to our clients, and this recognition confirms our strategic focus is successful."

#### **FIRST QUARTER 2019 FINANCIAL RESULTS**

#### Loans

Average loans and leases of \$4.86 billion increased \$269.40 million, up 5.87% in the first quarter of 2019 from the year ago quarter and have increased \$22.19 million, up 0.46% from the fourth quarter of 2018.

#### **Deposits**

Average deposits of \$5.06 billion grew \$350.92 million, up 7.45% for the quarter ended March 31, 2019 from the year ago quarter and have decreased \$28.59 million, down 0.56% compared to the fourth quarter of 2018.

#### Net Interest Income and Net Interest Margin

First quarter 2019 net interest income of \$54.95 million increased \$4.42 million, up 8.74% from the first quarter a year ago and decreased \$0.90 million, down 1.60% from the prior quarter.

First quarter 2019 net interest margin was 3.78%, an improvement of nine basis points from the 3.69% for the same period in 2018 and increased one basis point from the fourth quarter of 2018. First quarter 2019 net interest margin on a fully tax-equivalent basis was 3.79%, an increase of eight basis points from the 3.71% for the same period in 2018 and was higher by one basis point compared to the prior quarter. With the Federal Reserve announcing rate increases will be put on hold, interest margins may have reached their peak. Also, there is significant competition for deposits with many local market participants increasing their rates and there is considerable price competition for loans.

#### **Noninterest Income**

First quarter 2019 noninterest income of \$24.12 million increased \$0.32 million, up 1.33% from the first quarter a year ago and was relatively flat from the fourth quarter of 2018.

Noninterest income during the three months ended March 31, 2019 was higher compared to a year ago mainly from increased equipment rental income from an increase in the average lease portfolio, higher insurance commissions primarily from increased business and higher contingent commissions, and higher debit card income from increased customer use. These positives were offset by reduced net gains on partnership investments and lower trust and wealth advisory fees resulting from a lower value of assets under management due to stock market movements.

#### **Noninterest Expense**

First quarter 2019 noninterest expense of \$45.20 million was down slightly from the first quarter a year ago and decreased \$2.49 million, down 5.21% from the prior quarter. Excluding depreciation on leased equipment, noninterest expenses were down 1.15% from the first quarter a year ago and down 5.97% from the prior quarter.

The decrease in noninterest expense from the fourth quarter was primarily the result of higher gains on the sale of fixed assets, reduced professional fees from consulting services, and fewer group insurance claims offset by higher repossessed asset valuation adjustments and lower gains on the sale of repossessed assets.

#### Credit

The reserve for loan and lease losses as of March 31, 2019 was 2.07% of total loans and leases compared to 2.08% at December 31, 2018 and 2.10% at March 31, 2018. Net charge-offs of \$3.54 million were recorded for the first quarter of 2019 compared with net charge-offs of \$0.34 million in the same quarter a year ago and up from the \$2.53 million of net charge-offs in the fourth quarter. The majority of the first quarter charge-offs was related to one relationship within the aircraft portfolio. This account had experienced significant charge-offs during the second half of 2018.

The provision for loan and lease losses was \$4.92 million for the first quarter of 2019, an increase of \$1.13 million compared with the same period in 2018 and an increase of \$0.22 million from the fourth quarter. The ratio of nonperforming assets to loans and leases was an improved 0.49% as of March 31, 2019, compared to 0.71% on December 31, 2018 and 0.74% on March 31, 2018.

## Capital

As of March 31, 2019, the common equity-to-assets ratio was 12.20%, compared to 12.11% at December 31, 2018 and 11.99% a year ago. The tangible common equity-to-tangible assets ratio was 11.03% at March 31, 2019 compared to 10.92% at December 31, 2018 and 10.75% a year earlier. The Common Equity Tier 1 ratio, calculated under banking regulatory guidelines, was 12.28% at March 31, 2019 compared to 12.38% at December 31, 2018 and 12.22% a year ago.

## **ABOUT 1ST SOURCE CORPORATION**

1st Source common stock is traded on the NASDAQ Global Select Market under "SRCE" and appears in the National Market System tables in many daily newspapers under the code name "1st Src." Since 1863, 1st Source has been committed to the success of its clients, individuals, businesses and the communities it serves. For more information, visit www.1stsource.com.

1st Source serves the northern half of Indiana and southwest Michigan and is the largest locally controlled financial institution headquartered in the area. While delivering a comprehensive range of consumer and commercial banking services through its community bank offices, 1st Source has distinguished itself with highly personalized services. 1st Source Bank also competes for business nationally by offering specialized financing services for new and used private and cargo aircraft, automobiles for leasing and rental agencies, medium and heavy duty trucks, and construction equipment. The Corporation includes 80 banking centers, 19 1st Source Bank Specialty Finance Group locations nationwide, eight Wealth Advisory Services locations and ten 1st Source Insurance offices.

## FORWARD LOOKING STATEMENTS

Except for historical information contained herein, the matters discussed in this document express "forward-looking statements." Generally, the words "believe," "contemplate," "seek," "plan," "possible," "assume," "expect," "intend," "targeted," "continue," "remain," "estimate," "anticipate," "project," "will," "should," "indicate," "would," "may" and similar expressions indicate forward-looking statements. Those statements, including statements, projections, estimates or assumptions concerning future events or performance, and other statements that are other than statements of historical fact, are subject to material risks and uncertainties. 1st Source cautions readers not to place undue reliance on any forward-looking statements, which speak only as of the date made.

1st Source may make other written or oral forward-looking statements from time to time. Readers are advised that various important factors could cause 1st Source's actual results or circumstances for future periods to differ materially from those anticipated or projected in such forward-looking statements. Such factors, among others, include changes in laws, regulations or accounting principles generally accepted in the United States; 1st Source's competitive position within its markets served; increasing consolidation within the banking industry; unforeseen changes in interest rates; unforeseen downturns in the local, regional or national economies or in the industries in which 1st Source has credit concentrations; and other risks discussed in 1st Source's filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K, which filings are available from the SEC. 1st Source undertakes no obligation to publicly update or revise any forward-looking statements.

#### NON-GAAP FINANCIAL MEASURES

The accounting and reporting policies of 1st Source conform to generally accepted accounting principles ("GAAP") in the United States and prevailing practices in the banking industry. However, certain non-GAAP performance measures are used by management to evaluate and measure the Company's performance. Although these non-GAAP financial measures are frequently used by investors to evaluate a financial institution, they have limitations as analytical tools, and should not be considered in isolation, or as a substitute for analyses of results as reported under GAAP. These include taxable-equivalent net interest income (including its individual components), net interest margin (including its individual components), the efficiency ratio, tangible common equity-to-tangible assets ratio and tangible book value per common share. Management believes that these measures provide users of the Company's financial information a more meaningful view of the performance of the interest-earning assets and interest-bearing liabilities and of the Company's operating efficiency. Other financial holding companies may define or calculate these measures differently.

Management reviews yields on certain asset categories and the net interest margin of the Company and its banking subsidiaries on a fully taxable-equivalent ("FTE") basis. In this non-GAAP presentation, net interest income is adjusted to reflect tax-exempt interest income on an equivalent before-tax basis. This measure ensures comparability of net interest income arising from both taxable and tax-exempt sources. Net interest income on a FTE basis is also used in the calculation of the Company's efficiency ratio. The efficiency ratio, which is calculated by dividing non-interest expense by total taxable-equivalent net revenue (less securities gains or losses and lease depreciation), measures how much it costs to produce one dollar of revenue. Securities gains or losses and lease depreciation are excluded from this calculation to better match revenue from daily operations to operational expenses. Management considers the tangible common equity-to-tangible assets ratio and tangible book value per common share as useful measurements of the Company's equity.

See the table marked "Reconciliation of Non-GAAP Financial Measures" for a reconciliation of certain non-GAAP financial measures used by the Company with their most closely related GAAP measures.

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(charts attached)

## 1st SOURCE CORPORATION 1st QUARTER 2019 FINANCIAL HIGHLIGHTS

(Unaudited - Dollars in thousands, except per share data)

	 Three Months Ended					
	 March 31, 2019	D	ecember 31, 2018		March 31, 2018	
AVERAGE BALANCES						
Assets	\$ 6,290,386	\$	6,270,544	\$	5,939,574	
Earning assets	5,896,697		5,873,476		5,552,779	
Investments	987,593		976,856		916,979	
Loans and leases	4,858,183		4,835,995		4,588,782	
Deposits	5,059,362		5,087,948		4,708,439	
Interest bearing liabilities	4,315,545		4,304,067		4,154,214	
Common shareholders' equity	775,657		758,450		726,242	
Total equity	777,217		759,220		726,242	
INCOME STATEMENT DATA						
Net interest income	\$ 54,948	\$	55,843	\$	50,532	
Net interest income - FTE <sup>(1)</sup>	55,130		56,034		50,744	
Provision for loan and lease losses	4,918		4,702		3,786	
Noninterest income	24,124		24,160		23,807	
Noninterest expense	45,204		47,691		45,557	
Net income	22,196		21,446		19,116	
Net income available to common shareholders	22,196		21,446		19,116	
PER SHARE DATA						
Basic net income per common share	\$ 0.86	\$	0.82	\$	0.73	
Diluted net income per common share	0.86		0.82		0.73	
Common cash dividends declared	0.27		0.25		0.22	
Book value per common share <sup>(2)</sup>	30.33		29.56		27.96	
Tangible book value per common share <sup>(1)</sup>	27.05		26.30		24.72	
Market value - High	50.15		54.30		54.65	
Market value - Low	39.11		38.44		48.26	
Basic weighted average common shares outstanding	25,759,186		25,876,687		25,950,386	
Diluted weighted average common shares outstanding	25,759,186		25,876,687		25,950,386	
KEY RATIOS			,,		,,,	
Return on average assets	1.43%	6	1.36%	6	1.31%	
Return on average common shareholders' equity	11.61	-	11.22	-	10.67	
Average common shareholders' equity to average assets	12.33		12.10		12.23	
End of period tangible common equity to tangible assets <sup>(1)</sup>	11.03		10.92		10.75	
Risk-based capital - Common Equity Tier 1 <sup>(3)</sup>	12.28		12.38		12.22	
Risk-based capital - Tier $1^{(3)}$	13.32		13.42		13.29	
Risk-based capital - Total <sup>(3)</sup>	14.58		14.68		14.54	
Net interest margin	3.78		3.77		3.69	
Net interest margin - FTE <sup>(1)</sup>	3.79		3.78		3.71	
Efficiency ratio: expense to revenue	57.17		59.61		61.28	
Efficiency ratio: expense to revenue - adjusted <sup>(1)</sup>	53.20		55.90		57.47	
Net charge offs to average loans and leases	0.30		0.21		0.03	
Loan and lease loss reserve to loans and leases	2.07		2.08		2.10	

	March 31,	D	December 31,	S	eptember 30,	June 30,	March 31,
	2019		2018		2018	2018	2018
END OF PERIOD BALANCES							
Assets	\$ 6,379,086	\$	6,293,745	\$	6,293,169	\$ 6,320,058	\$ 6,051,463
Loans and leases	4,926,187		4,835,464		4,825,553	4,839,823	4,691,097
Deposits	5,124,091		5,122,322		5,061,977	5,108,439	4,781,325
Reserve for loan and lease losses	101,852		100,469		98,300	103,007	98,331
Goodwill and intangible assets	83,992		83,998		84,097	84,104	84,124
Common shareholders' equity	778,422		762,082		750,437	740,277	725,609
Total equity	781,101		763,590		750,437	740,277	725,609
ASSET QUALITY							
Loans and leases past due 90 days or more	\$ 178	\$	366	\$	125	\$ 263	\$ 123
Nonaccrual loans and leases	13,622		27,859		36,028	34,582	25,360
Other real estate	417		299		432	133	1,184
Repossessions	10,411		6,666		13,041	9,389	9,432
Equipment owned under operating leases	64		126		48	_	2
Total nonperforming assets	\$ 24,692	\$	35,316	\$	49,674	\$ 44,367	\$ 36,101

(1) See "Reconciliation of Non-GAAP Financial Measures" for more information on this performance measure/ratio.

(2) Calculated as common shareholders' equity divided by common shares outstanding at the end of the period.

(3) Calculated under banking regulatory guidelines.

### CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

(Unaudited - Dollars in thousands)

(ondanica Donars in moasunas)		March 31, 2019	D	ecember 31, 2018	S	eptember 30, 2018		March 31, 2018
ASSETS								
Cash and due from banks	\$	64,619	\$	94,907	\$	68,362	\$	29,404
Federal funds sold and interest bearing deposits with other banks		3,062		4,172		45,514		21,748
Investment securities available-for-sale		1,002,809		990,129		972,172		942,076
Other investments		28,404		28,404		28,159		27,265
Mortgages held for sale		9,210		11,290		11,149		8,626
Loans and leases, net of unearned discount:								
Commercial and agricultural		1,146,031		1,073,205		1,062,907		1,011,700
Auto and light truck		554,078		559,987		562,546		511,051
Medium and heavy duty truck		285,631		283,544		271,601		280,010
Aircraft		830,437		803,111		836,458		868,419
Construction equipment		641,035		645,239		654,605		619,219
Commercial real estate		818,459		809,886		781,093		748,926
Residential real estate and home equity		514,719		523,855		523,391		518,130
Consumer		135,797		136,637		132,952		133,642
Total loans and leases		4,926,187		4,835,464		4,825,553		4,691,097
Reserve for loan and lease losses		(101,852)		(100,469)		(98,300)		(98,331)
Net loans and leases		4,824,335		4,734,995		4,727,253		4,592,766
Equipment owned under operating leases, net		131,594		134,440		137,492		144,129
Net premises and equipment		51,357		52,139		53,479		54,841
Goodwill and intangible assets		83,992		83,998		84,097		84,124
Accrued income and other assets		179,704		159,271		165,492		146,484
Total assets	\$	6,379,086	\$	6,293,745	\$	6,293,169	\$	6,051,463
I LADII ITIES								
LIABILITIES Demonstration								
Deposits:	¢	1 146 647	¢	1 217 120	¢	1 151 572	¢	1 020 002
Noninterest-bearing demand	\$	1,146,647	\$	1,217,120	\$	1,151,573	\$	1,030,902
Interest-bearing deposits:		1 5 60 0 40		1 (14.050		1 (0) ( 1(2)		1 514 200
Interest-bearing demand		1,560,840		1,614,959		1,606,462		1,514,299
Savings		851,564		822,477		822,246		855,729
Time		1,565,040		1,467,766		1,481,696		1,380,395
Total interest-bearing deposits		3,977,444		3,905,202		3,910,404		3,750,423
Total deposits		5,124,091		5,122,322		5,061,977		4,781,325
Short-term borrowings:		1 40 172		112 (27		124 (20		1 42 01 2
Federal funds purchased and securities sold under agreements to repurchase		149,172		113,627		124,630		143,913
Other short-term borrowings		106,216		85,717		166,077		212,051
Total short-term borrowings		255,388		199,344		290,707		355,964
Long-term debt and mandatorily redeemable securities		71,439		71,123		70,919		71,335
Subordinated notes		58,764		58,764		58,764		58,764
Accrued expenses and other liabilities		88,303		78,602		60,365		58,466
Total liabilities		5,597,985		5,530,155		5,542,732		5,325,854
SHAREHOLDERS' EQUITY								
Preferred stock; no par value								
Authorized 10,000,000 shares; none issued or outstanding								
Common stock; no par value								
Authorized 40,000,000 shares; issued 28,205,674 shares at March 31, 2019,		436,538		436,538		436,538		436,538
December 31, 2018, September 30, 2018, and March 31, 2018, respectively		,		· ·				,
Retained earnings		414,428		398,980		383,943		354,608
Cost of common stock in treasury (2,537,741, 2,421,946, 2,239,928, and 2,250,503 shares at March 31,2019, December 31, 2018, September 30, 2018, and March 31,								
2018, respectively)		(69,136)		(62,760)		(54,369)		(54,602)
Accumulated other comprehensive loss		(3,408)		(10,676)		(15,675)		(10,935)
Total shareholders' equity		778,422		762,082		750,437		725,609
Noncontrolling interests		2,679		1,508				. 23,007
Total equity		781,101		763,590		750,437		725,609
Total liabilities and equity	\$	6,379,086	\$	6,293,745	\$	6,293,169	\$	6,051,463
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## CONSOLIDATED STATEMENTS OF INCOME

(Unaudited - Dollars in thousands, except per share amounts)

(Unauaitea - Dollars in thousands, except per share amounts)		Three Months Ende				
		March 31, 2019	D	ecember 31, 2018		March 31, 2018
Interest income:						
Loans and leases	\$	62,683	\$	62,283	\$	53,691
Investment securities, taxable		5,515		5,363		4,608
Investment securities, tax-exempt		385		419		531
Other		438		452		408
Total interest income		69,021		68,517		59,238
Interest expense:						
Deposits		11,470		10,345		6,562
Short-term borrowings		931		718		776
Subordinated notes		928		916		883
Long-term debt and mandatorily redeemable securities		744		695		485
Total interest expense		14,073		12,674		8,706
Net interest income		54,948		55,843		50,532
Provision for loan and lease losses		4,918		4,702		3,786
Net interest income after provision for loan and lease losses		50,030		51,141		46,746
Noninterest income:						
Trust and wealth advisory		4,858		4,974		5,188
Service charges on deposit accounts		2,498		2,778		2,484
Debit card		3,220		3,462		3,103
Mortgage banking		936		962		884
Insurance commissions		2,174		1,477		1,958
Equipment rental		7,982		7,957		7,755
Losses on investment securities available-for-sale		_		—		(345
Other		2,456		2,550		2,780
Total noninterest income		24,124		24,160		23,807
Noninterest expense:						
Salaries and employee benefits		23,495		24,466		22,531
Net occupancy		2,772		2,537		2,866
Furniture and equipment		6,024		6,491		5,455
Depreciation – leased equipment		6,524		6,556		6,428
Professional fees		1,598		2,052		2,017
Supplies and communication		1,493		1,633		1,553
FDIC and other insurance		645		656		698
Business development and marketing		949		1,191		1,533
Loan and lease collection and repossession		1,361		296		951
Other		343		1,813		1,525
Total noninterest expense		45,204		47,691		45,557
Income before income taxes		28,950		27,610		24,996
Income tax expense		6,754		6,164		5,880
Net income		22,196		21,446		19,116
Net (income) loss attributable to noncontrolling interests		_				
Net income available to common shareholders	\$	22,196	\$	21,446	\$	19,116
Per common share:	-		<i>•</i>	6 0 <b>-</b>	<i>*</i>	
Basic net income per common share	\$	0.86	\$	0.82	\$	0.73
Diluted net income per common share	\$	0.86	\$	0.82	\$	0.73
Cash dividends	\$	0.27	\$	0.25	\$	0.22
Basic weighted average common shares outstanding		25,759,186		25,876,687		25,950,386
Diluted weighted average common shares outstanding		25,759,186		25,876,687		25,950,386

## DISTRIBUTION OF ASSETS, LIABILITIES AND SHAREHOLDERS' EQUITY

INTEREST RATES AND INTEREST DIFFERENTIAL

(Unaudited - Dollars in thousands)

	Three Months Ended												
	N	larc	h 31, 2019		De	December 31, 2018				March 31, 2018			
	Average Balance	h	interest 1come/E xpense	Yield/ Rate	Average Balance	Ir	Interest ncome/E xpense	Yield/ Rate	Average Balance	Ir	Interest ncome/E xpense	Yield/ Rate	
ASSETS													
Investment securities available-for-sale:													
Taxable	\$ 909,422	\$	5,515	2.46% \$	895,204	\$	5,363	2.38% \$	813,144	\$	4,608	2.30%	
Tax exempt <sup>(1)</sup>	78,171		472	2.45%	81,652		516	2.51%	103,835		655	2.56%	
Mortgages held for sale	8,826		101	4.64%	9,018		107	4.71%	7,719		80	4.20%	
Loans and leases, net of unearned discount <sup>(1)</sup>	4,858,183		62,677	5.23%	4,835,995		62,270	5.11%	4,588,782		53,699	4.75%	
Other investments	42,095		438	4.22%	51,607		452	3.47%	39,299		408	4.21%	
Total earning assets <sup>(1)</sup>	5,896,697		69,203	4.76%	5,873,476		68,708	4.64%	5,552,779		59,450	4.34%	
Cash and due from banks	63,886				67,437				61,395				
Reserve for loan and lease losses	(101,697)				(99,182)				(95,707)				
Other assets	431,500				428,813				421,107				
Total assets	\$ 6,290,386			\$	6,270,544			\$	5,939,574				
LIABILITIES AND SHAREHOLDERS'													
Interest-bearing deposits	\$ 3,934,921	\$	11,470		3,932,453	\$	10,345		3,702,882	\$	6,562	0.72%	
Short-term borrowings	251,379		931	1.50%	241,979		718	1.18%	322,257		776		
Subordinated notes	58,764		928									0.98%	
			720	6.40%	58,764		916	6.18%	58,764		883	0.98% 6.09%	
Long-term debt and mandatorily redeemable securities	70,481		744	6.40% 4.28%	58,764 70,871		916 695	6.18% 3.89%			883 485		
	70,481 4,315,545				,				58,764			6.09%	
securities			744	4.28%	70,871		695	3.89%	58,764 70,311		485	6.09% 2.80%	
securities Total interest-bearing liabilities	4,315,545		744	4.28%	70,871 4,304,067		695	3.89%	58,764 70,311 4,154,214		485	6.09% 2.80%	
securities Total interest-bearing liabilities Noninterest-bearing deposits	4,315,545 1,124,441		744	4.28%	70,871 4,304,067 1,155,495		695	3.89%	58,764 70,311 4,154,214 1,005,557		485	6.09% 2.80%	
securities Total interest-bearing liabilities Noninterest-bearing deposits Other liabilities	4,315,545 1,124,441 73,183		744	4.28%	70,871 4,304,067 1,155,495 51,762		695	3.89%	58,764 70,311 4,154,214 1,005,557 53,561		485	6.09% 2.80%	
securities Total interest-bearing liabilities Noninterest-bearing deposits Other liabilities Shareholders' equity	4,315,545 1,124,441 73,183 775,657		744	4.28% 1.32%	70,871 4,304,067 1,155,495 51,762 758,450		695	3.89% 1.17%	58,764 70,311 4,154,214 1,005,557 53,561		485	6.09% 2.80%	
securities Total interest-bearing liabilities Noninterest-bearing deposits Other liabilities Shareholders' equity Noncontrolling interests	4,315,545 1,124,441 73,183 775,657 1,560		744	4.28% 1.32%	70,871 4,304,067 1,155,495 51,762 758,450 770		695	3.89% 1.17%	58,764 70,311 4,154,214 1,005,557 53,561 726,242 —		485	6.09% 2.80%	
securities Total interest-bearing liabilities Noninterest-bearing deposits Other liabilities Shareholders' equity Noncontrolling interests Total liabilities and equity	4,315,545 1,124,441 73,183 775,657 1,560	\$	744 14,073	4.28% 1.32%	70,871 4,304,067 1,155,495 51,762 758,450 770	\$	695 12,674	3.89% 1.17%	58,764 70,311 4,154,214 1,005,557 53,561 726,242 —	\$	485 8,706	6.09% 2.80%	
securities Total interest-bearing liabilities Noninterest-bearing deposits Other liabilities Shareholders' equity Noncontrolling interests Total liabilities and equity Less: Fully tax-equivalent adjustments	4,315,545 1,124,441 73,183 775,657 1,560	\$	744 14,073 (182)	4.28% 1.32% \$	70,871 4,304,067 1,155,495 51,762 758,450 770	\$	695 12,674 (191)	3.89% 1.17% \$	58,764 70,311 4,154,214 1,005,557 53,561 726,242 —	\$	485 8,706 (212)	6.09% 2.80% 0.85%	

(1) See "Reconciliation of Non-GAAP Financial Measures" for more information on this performance measure/ratio.

#### RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(Unaudited - Dollars in thousands, except per share data)

			Th	<b>Three Months Ended</b>			
		—	March 31, 2019	December 31, 2018	March 31, 2018		
Calculat	tion of Net Interest Margin						
(A) In	nterest income (GAAP)	\$	69,021	\$ 68,517 \$	59,238		
	Fully tax-equivalent adjustments:						
(B)	– Loans and leases		95	94	88		
(C)	- Tax exempt investment securities		87	97	124		
(D)	Interest income – FTE (A+B+C)		69,203	68,708	59,450		
(E) In	nterest expense (GAAP)		14,073	12,674	8,706		
(F) N	let interest income (GAAP) (A-E)		54,948	55,843	50,532		
(G)	Net interest income - FTE (D-E)		55,130	56,034	50,744		
(H) A	nnualization factor		4.056	3.967	4.056		
(I) To	otal earning assets	\$	5,896,697	\$ 5,873,476 \$	5,552,779		
Ν	let interest margin (GAAP-derived) (F*H)/I		3.78%	3.77%	3.69%		
	Net interest margin – FTE (G*H)/I		3.79%	3.78%	3.71%		
<u>Calculat</u>	tion of Efficiency Ratio						
(F) N	let interest income (GAAP)	\$	54,948	\$ 55,843 \$	50,532		
(G) N	let interest income – FTE		55,130	56,034	50,744		
(J) Pl	lus: noninterest income (GAAP)		24,124	24,160	23,807		
(K) La	ess: gains/losses on investment securities and partnership investments		(17)	(57)	(32)		
(L) Le	ess: depreciation – leased equipment		(6,524)	(6,556)	(6,428)		
(M) To	otal net revenue (GAAP) (F+J)		79,072	80,003	74,339		
	otal net revenue – adjusted (G+J–K–L)		72,713	73,581	68,091		
	loninterest expense (GAAP)		45,204	47,691	45,557		
	ess:depreciation – leased equipment		(6,524)	(6,556)	(6,428)		
(Q) N	loninterest expense – adjusted (O–L)		38,680	41,135	39,129		
E	fficiency ratio (GAAP-derived) (O/M)		57.17%	59.61%	61.28%		
	Efficiency ratio – adjusted (Q/N)		53.20%	55.90%	57.47%		
		_		End of Period			
			March 31,	December 31,	March 31,		
			2019	2018	2018		
<u>Calculat</u>	tion of Tangible Common Equity-to-Tangible Assets Ratio						
(R) To	otal common shareholders' equity (GAAP)	\$	778,422	\$ 762,082 \$	725,609		
(S) La	ess: goodwill and intangible assets		(83,992)	(83,998)	(84,124)		
(T) To	otal tangible common shareholders' equity (R-S)	\$	694,430	\$ 678,084 \$	641,485		
(U) To	otal assets (GAAP)		6,379,086	6,293,745	6,051,463		
(S) Le	ess: goodwill and intangible assets		(83,992)	(83,998)	(84,124)		
(V) To	otal tangible assets (U–S)	\$	6,295,094	\$ 6,209,747 \$	5,967,339		
С	ommon equity-to-assets ratio (GAAP-derived) (R/U)		12.20%	12.11%	11.99%		
	Tangible common equity-to-tangible assets ratio (T/V)		11.03%	10.92%	10.75%		
Calculat	tion of Tangible Book Value per Common Share						
(R) To	otal common shareholders' equity (GAAP)	\$	778,422	\$ 762,082 \$	725,609		
(W) A	ctual common shares outstanding		25,667,933	25,783,728	25,955,171		
B	ook value per common share (GAAP-derived) (R/W)*1000	\$	30.33	\$ 29.56 \$	27.96		
	Tangible common book value per share (T/W)*1000	\$	27.05	\$ 26.30 \$	24.72		

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