# **REPUBLIC BANCORP, INC.**



601 West Market Street Louisville, KY 40202-2700 502-584-3600 Fax 502-561-7188 www.republicbank.com

### Republic Bancorp, Inc. Reports a 22% Year-Over-Year Increase in Fourth Quarter Pre-Tax Net Income

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Contact: <u>Kevin Sipes</u> Executive Vice President & Chief Financial Officer (502) 560-8628

## Republic Bancorp, Inc. (NASDAQ: RBCAA), headquartered in Louisville, Kentucky, is the holding company of Republic Bank & Trust Company (the "Bank").

Louisville, KY – <u>Republic Bancorp, Inc.</u> ("Republic" or the "Company") is pleased to report fourth quarter net income of \$17.3 million, a 258% increase over the fourth quarter of 2017, resulting in Diluted Earnings per Class A Common Share ("Diluted EPS") of \$0.83. Year-to-date net income was \$77.9 million, a \$32.2 million, or 71%, increase from the same period in 2017, resulting in a return on average assets ("ROA") and a return on average equity ("ROE") of 1.52% and 11.67% for 2018.

Steve Trager, Chairman & CEO of Republic commented, "With the change in the tax law during 2018 playing such a large role in the comparability of our quarterly and year-over-year net income metrics, we have focused the benchmarks for our 2018 results using pre-tax net income, as we believe this is more reflective of the true operating performance of the Company on a comparable basis. I am excited about these results, as we were able to grow our pre-tax net income to \$20.3 million for the fourth quarter of 2018, an increase of 22% over the fourth quarter of 2017. In addition, pre-tax net income for the year ended December 31, 2018 increased \$15.9 million, or 20%, over the year ended December 31, 2017. A healthy expansion in our net interest margin was the primary driver for the increase in our net interest income and our solid year-over-year performance, despite less growth in our Core Bank loan portfolio than the recent past. We were able to achieve these results in our net interest margin thanks to our strong balance sheet management strategies and continued success in maintaining our noninterest-bearing deposit base.

"Looking ahead to 2019, an increase in short-term interest rates, a continued flattening of the yield curve, and stiff competition for lower-cost core deposits are all expected in the market for the coming year. We believe these projected headwinds will be a stern challenge for all in the banking industry. We further believe, however, that we are well positioned to face these challenges thanks to a strong management team and our 1,000+ dedicated associates that are willing to go the extra mile each and every day, in our efforts to make Republic one of the best performing banks in the industry," concluded Steve Trager.

The following table highlights Republic's financial performance for the fourth quarters and years ended December 31, 2018 and 2017:

	Th	ree Months	tal Com	pany	y Fi	nancial			nce Hig d Dec. 31.	hlig	ghts	
(dollars in thousands, except per share data)		2018	2017	<u>\$ Ch</u>	ange	% Change			2017	<u>\$</u> (	Change	% Change
Income Before Income Taxes*	\$	20,328	\$ 16,612	\$ 3.	,716	22 %	\$ 94,20	63 \$	5 78,386	\$	15,877	20 %
Net Income*		17,306	4,838	12,	,468	258	77,8	52	45,632		32,220	71
Diluted Earnings per Class A Common Stock		0.83	0.23	(	0.60	261	3.1	74	2.20		1.54	70
Return on Average Assets		1.37 %	0.39 %		NA	251	1.:	52 %	0.95 %	5	NA	60
Return on Average Equity		10.07	3.02		NA	233	11.0	57	7.26		NA	61

NA – Not applicable

\*See Segment Data at the End of this Earnings Release

### Results of Operations for the Fourth Quarter of 2018 Compared to the Fourth Quarter of 2017

**Core Bank**<sup>(1)</sup> – Net income from Core Banking was \$16.2 million for the fourth quarter of 2018, an increase of 9.2 million, or 134%, over the fourth quarter of 2017. The Core Bank's pre-tax net income for the fourth quarter of 2018 increased \$1.7 million, or 10%, over the same period in 2017, benefitting from growth in net interest income and noninterest income, as well as continued strong credit quality.

Core Bank net interest income increased \$2.0 million, or 4%, over the fourth quarter of 2017 driven by a 13 basis-point expansion in the Core Bank's net interest margin and further complemented by an increase of \$92 million, or 2%, in quarterly average Core Bank loans. The table below presents the overall change in the Core Bank's net interest income, as well as average and period-end loan balances by origination channel:

(dollars in thousands)	Th	Net Inter for ree Months	the			
Origination Channel		2018		2017	\$ Change	% Change
Fraditional Network	\$	41,964	\$	37,529	\$ 4,435	12 %
Warehouse Lending		3,557		4,460	(903)	(20)
Correspondent Lending		248		247	1	0
2012-FDIC Acquired Loans		89		1,648	(1,559)	(95)
Total Core Bank	\$	45,858	\$	43,884	\$ 1,974	4

(dollars in thousands)	Three Months	oan Balances Ended Dec. 31,			Period-End Loan Balances Dec. 31,		
Origination Channel	2018	2017	\$ Change	% Change	2018 2017	\$ Change	% Change
Traditional Network	\$ 3,434,020	\$ 3,247,472	\$ 186,548	6 %	\$ 3,475,999 \$ 3,286,582	\$ 189,417	6 %
Warehouse Lending	453,794	523,725	(69,931)	(13)	469,695 525,573	(55,878)	(11)
Correspondent Lending	97,252	120,734	(23,482)	(19)	94,827 116,792	(21,965)	(19)
2012-FDIC Acquired Loans	5,448	6,836	(1,388)	(20)	5,218 6,551	(1,333)	(20)
Total Core Bank	\$ 3,990,514	\$ 3,898,767	\$ 91,747	2	\$ 4,045,739 \$ 3,935,498	\$ 110,241	3

The primary drivers of the changes in the Core Bank's average loan balances and net interest income for the fourth quarter of 2018, as compared to the fourth quarter of 2017, follow:

- The difference between the Core Bank's net interest margin and net interest spread was 32 basis points during the fourth quarter of 2018 compared to 22 basis points during the fourth quarter of 2017. The differential between the net interest margin and net interest spread represents the value of the Core Bank's noninterest-bearing deposits and stockholders' equity to its net interest margin. Because of rising short-term interest rates from December 31, 2017 to December 31, 2018, as measured by the increase of 100 basis points in the Federal Funds Target Rate during this period, the contribution of the Core Bank's noninterest-bearing deposits and stockholders' equity to the net interest margin increased significantly.
- The Traditional Network experienced solid growth in average loan balances of \$187 million, or 6%, from the fourth quarter of 2017 to the fourth quarter of 2018. This growth was largely concentrated in the commercial loan sector, with average commercial real estate balances growing \$43 million, or 4%, and average commercial and industrial balances growing \$63 million, or 21%.
- During the fourth quarter of 2017, the Core Bank's Traditional Network received a favorable payoff of a purchased credit-impaired loan acquired in the Company's 2016 acquisition of Cornerstone Bancorp, Inc. This favorable payoff contributed approximately \$670,000 of non-recurring interest income and approximately six basis points of net interest margin to the Core Bank for the fourth quarter of 2017.
- The Core Bank's 2012 FDIC-Acquired loans contributed \$1.6 million less in net interest income during the fourth quarter of 2018 compared to the same period in 2017. During the fourth quarter of 2017, a purchased credit-impaired loan paid off contributing approximately \$1.6 million of non-recurring interest income and approximately 13 basis points of net interest margin to the Core Bank for the fourth quarter of 2017. Substantially all discount on the Core Bank's 2012 FDIC-Acquired loans had been accreted by December 31, 2017.
- Average Warehouse Lending ("Warehouse") balances decreased \$70 million from the fourth quarter of 2017 to the fourth quarter of 2018, as increasing home-mortgage interest rates during 2018 drove an overall decline in demand for residential mortgage loans. Additionally, an internal change in the way the Company assigns a cost of funds to Warehouse through its Funds Transfer Pricing ("FTP") methodology resulted in a portion of the Warehouse segment's fluctuation in net interest income. Effective January 1, 2018, the Company changed its Warehouse FTP methodology to be more consistent with the FTP methodology used for other Core Bank loan products with similar pricing and duration characteristics. This change in FTP methodology had a \$287,000 negative comparable impact on the Warehouse net interest income for the fourth quarter of 2018 and a corresponding positive comparable impact of \$287,000 to the Traditional Network's net interest income.

The Core Bank's provision for loan and lease losses ("Provision") increased to \$1.3 million for the fourth quarter of 2018 from \$1.2 million for the same period in 2017. Overall, the Core Bank's credit quality metrics remained strong from period to period, with the Core Bank's ratios of nonperforming loans to total loans and delinquent loans to total loans remaining near historically low levels.

			As	of and for the	:		
		Quarte	s Ended:		Y	ears Ended:	
Core Banking Credit Quality Ratios	Dec. 31, 2018	Sep. 30, 2018	Jun. 30, 2018	Mar. 31, 2018	Dec. 31, 2018	Dec. 31, 2017	Dec. 31, 2016
Nonperforming loans to total loans	0.40 %	0.42 %	0.43 %	0.37 %	0.40 %	0.36 %	0.42 %
Nonperforming assets to total loans (including OREO)	0.40	0.42	0.43	0.38	0.40	0.36	0.46
Delinquent loans to total loans(2)	0.22	0.29	0.21	0.21	0.22	0.21	0.18
Net charge-offs to average loans (Quarterly rates annualized)	0.12	0.04	—	0.06	0.06	0.04	0.05
OREO = Other Real Estate Owned							

Noninterest income for the Core Bank was \$8.9 million during the fourth quarter of 2018, a \$986,000, or 13%, increase from the \$7.9 million achieved during the fourth quarter of 2017. The following primarily drove this increase:

- Service charges on deposits increased \$240,000, or 7%, consistent with an 8% increase in transactional accounts from December 31, 2017 to December 31, 2018.
- Mortgage banking income increased \$194,000, with secondary market loan originations increasing slightly from \$43 million during the fourth quarter of 2017 to \$44 million during the fourth quarter of 2018.
- Interchange fee income increased \$327,000, or 13%, driven primarily by a 9% year-over-year increase in active debit cards.

Core Bank noninterest expenses increased \$1.1 million, or 3%, during the fourth quarter of 2018 compared to the fourth quarter of 2017. The following primarily drove the increase:

- Salaries and employee benefits expense increased \$1.4 million, or 8%. This change was driven primarily by an increase of \$1.3 in employee base-salary expense resulting from an increase of 53 Core Bank full-time-equivalent employees ("FTEs") from December 31, 2017 to December 31, 2018.
- Marketing expense declined \$282,000 primarily due to a reduction in marketing spend for the Core Bank's separately branded digital banking product offerings.
- Data processing expense decreased \$376,000, with a large portion of this decrease due to estimated conversion-related expenses recorded during the fourth quarter of 2017 for a change to the Company's digital-banking platform for its commercial clients.
- Interchange-related expenses increased \$323,000, driven primarily by a 9% year-over-year increase in active debit cards.

### **Republic Processing Group**<sup>(3)</sup>

Republic Processing Group ("RPG") reported net income of \$1.2 million for the fourth quarter of 2018 compared to a net loss of \$2.0 million for the same period in 2017. RPG reported pre-tax net income of \$1.5 million for the fourth quarter of 2018 compared to a pre-tax loss of \$493,000 for the same period in 2017. Revenue growth within the Republic Credit Solutions ("RCS") line-of-credit product drove the overall improvement in RPG profitability, increasing \$1.5 million, or 22%, over the fourth quarter of 2017.

### **Total Company Income Taxes**<sup>(4)</sup>

As with the previous quarters of 2018, the Company's performance metrics and the comparability of those metrics for both the fourth quarter and the 12 months ending December 31, 2018 were positively impacted by the 2017 Tax Cuts and Jobs Act ("TCJA"). The TCJA, among other things, lowered the federal statutory corporate tax rate from 35% to 21%, effective for all of 2018. Along with the 14% lower 2018 statutory corporate tax rate, comparability between the fourth quarter of 2018 and the same period in 2017 was impacted by a \$6.3 million charge during the fourth quarter of 2017 representing the decrease in the value of Republic's net deferred tax assets ("DTAs") as a result of the passage of the TCJA in December 2017.

The Company estimates that the charge recorded during the fourth quarter of 2017 had a negative impact to the fourth quarter 2017 net income of \$6.3 million, a negative impact to fourth quarter 2017 Diluted EPS of \$0.30, and a reduction to fourth quarter 2017 ROA of 0.51% and ROE of 3.95%. Conversely, the on-going decrease in the federal statutory tax rate of 35% to 21% during 2018 benefitted the Company's fourth quarter 2018 net income approximately \$3.2 million, Diluted EPS by \$0.14, ROA by 0.25%, and ROE by 1.85%.

In addition to the TCJA, the income tax expense line item for the fourth quarters and years ended December 31, 2018 and 2017 contained other items impacting the overall effective tax rate for the Company. See Footnote 4 of this earnings release for a high-level summary of those items and their overall impact to the effective income tax rates of the Company for the fourth quarters and years ended December 31, 2018 and 2017.

Republic Bancorp, Inc. (the "Company") is the parent company of Republic Bank & Trust Company (the "Bank"). The Bank currently has 45 full-service banking centers and one loan production office throughout five states: 32 banking centers in 11 Kentucky communities - Covington, Crestview Hills, Elizabethtown, Florence, Frankfort, Georgetown, Lexington, Louisville, Owensboro, Shelbyville, and Shepherdsville; three banking centers in southern Indiana – Floyds Knobs, Jeffersonville, and New Albany; seven banking centers in six Florida communities (Tampa MSA) – Largo, Port Richey, St. Petersburg, Seminole, Tampa, and Temple Terrace; two banking centers in Tennessee (Nashville MSA) – Cool Springs (Franklin) and Green Hills (Nashville) and one loan production office in Brentwood; and one banking center in Norwood (Cincinnati), Ohio. The Bank offers internet banking at www.republicbank.com. The Bank also offers separately branded, nation-wide digital banking at www.mymemorybank.com. The Company has \$5.2 billion in assets and is headquartered in Louisville, Kentucky. The Company's Class A Common Stock is listed under the symbol "RBCAA" on the NASDAQ Global Select Market.

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### Forward-Looking Statements

This press release contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The forward-looking statements in the preceding paragraphs are based on our current expectations and assumptions regarding our business, the future impact to our balance sheet and income statement resulting from changes in interest rates, the ability to develop products and strategies in order to meet the Company's long-term strategic goals, the economy, and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Our actual results may differ materially from those contemplated by forward-looking statements. We caution you therefore against relying on any of these forward-looking statements. They are neither statements of historical fact nor guarantees or assurances of future performance. Actual results could differ materially based upon factors disclosed from time to time in the Company's filings with the U.S. Securities and Exchange Commission, including those factors set forth as "Risk Factors" in the Company's Annual Report on Form 10-K for the period ended December 31, 2017. The Company undertakes no obligation to release revisions to these forward-looking statements to reflect events or conditions after the date of this release.

# Republic Bancorp, Inc. Financial Information Fourth Quarter 2018 Earnings Release (all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

Balance Sheet Data				
	De	c. 31, 2018	D	ec. 31, 2017
Assets:				
Cash and cash equivalents	\$	351,474	\$	299,351
Investment securities		543,771		591,458
Loans held for sale		21,809		16,989
Loans		4,148,227		4,014,034
Allowance for loan and lease losses		(44,675)		(42,769)
Loans, net		4,103,552		3,971,265
Federal Home Loan Bank stock, at cost		32,067		32,067
Premises and equipment, net		44,820		45,605
Goodwill		16,300		16,300
Other real estate owned ("OREO")		160		115
Bank owned life insurance ("BOLI")		64,883		63,356
Other assets and accrued interest receivable		61,568		48,856
Total assets	\$	5,240,404	\$	5,085,362
Liabilities and Stockholders' Equity:				
Deposits:				
Noninterest-bearing	\$	1,003,969	\$	1,022,042
Interest-bearing		2,452,176		2,411,116
Total deposits		3,456,145		3,433,158
Securities sold under agreements to repurchase and other short-term borrowings		182,990		204,021
Federal Home Loan Bank advances		810,000		737,500
Subordinated note		41,240		41,240
Other liabilities and accrued interest payable		60,095		37,019
Total liabilities		4,550,470		4,452,938
Stockholders' equity		689,934		632,424
Total liabilities and stockholders' equity	\$	5,240,404	\$	5,085,362

### Average Balance Sheet Data

	Т	hree Months	Ended	l Dec. 31,	Year Ende	2. 31,	
		2018		2017	 2018		2017
Assets:							
Investment securities, including FHLB stock	\$	579,429	\$	559,381	\$ 542,258	\$	574,027
Federal funds sold and other interest-earning deposits		199,134		229,638	255,708		188,427
Loans, including loans held for sale		4,092,004		3,967,211	4,094,918		3,831,406
Total interest-earning assets		4,870,567		4,756,230	4,892,884		4,593,860
Total assets		5,070,845		4,953,134	5,130,628		4,826,208
Liabilities and Stockholders' Equity:							
Noninterest-bearing deposits	\$	1,050,236	\$	1,045,939	\$ 1,147,432	\$	1,073,181
Interest-bearing deposits		2,477,962		2,383,196	2,445,385		2,267,663
Securities sold under agreements to							
repurchase and other short-term borrowings		252,073		271,434	225,145		219,515
Federal Home Loan Bank advances		515,413		537,326	557,090		563,552
Subordinated note		41,240		41,240	41,240		41,240
Total interest-bearing liabilities		3,286,688		3,233,196	3,268,860		3,091,970
Stockholders' equity		687,156		640,686	666,979		628,329

Income Statement Data	Three Months	Ended D	)ec. 31.	Year End	ed Dec. 3	1.
	 2018		2017	 2018		2017
Total interest income(5)	\$ 62,902	\$	56,349	\$ 256,181	\$	218,778
Total interest expense	8,626		5,711	30,123		20,258
Net interest income	 54,276		50,638	226,058		198,520
Provision for loan and lease losses	5,104		6,071	31,368		27,704
Noninterest income:						
Service charges on deposit accounts	3,565		3,325	14,273		13,357
Net refund transfer fees	55		171	20,029		18,500
Mortgage banking income	1,129		935	4,825		4,642
Interchange fee income	2,844		2,533	11,159		9,881
Program fees	1,520		1,851	6,225		5,824
Increase in cash surrender value of BOLI	392		384	1,527		1,562
Losses on available-for-sale debt securities	_		(136)	_		(136)
Net gains on OREO	29		254	729		676
Other	585		873	4,658		4,108
Total noninterest income	 10,119		10,190	63,425		58,414
Noninterest expense:						
Salaries and employee benefits	21,743		20,502	91,189		82,233
Occupancy and equipment, net	6,474		6,518	25,365		25,194
Communication and transportation	1,115		1,261	4,785		4,711
Marketing and development	784		1,098	4,432		5,188
FDIC insurance expense	264		328	1,494		1,378
Bank franchise tax expense	863		652	4,951		4,626
Data processing	2,434		2,606	9,613		7,748
Interchange related expense	1,237		931	4,480		3,988
Supplies	446		565	1,444		1,594
OREO expense	31		104	94		388
Legal and professional fees	753		616	3,459		2,410
Other	 2,819		2,964	 12,546		11,386
Total noninterest expense	 38,963		38,145	 163,852		150,844
Income before income tax expense	20,328		16,612	94,263		78,386
Income tax expense(4)	 3,022		11,774	 16,411		32,754
Net income	\$ 17,306	\$	4,838	\$ 77,852	\$	45,632

**Fourth Quarter 2018 Earnings Release (continued)** (all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

### Selected Data and Ratios

	Th	ree Months	Ended	Dec. 31,	Year Ended	Dec.	31,
		2018		2017	 2018		2017
Per Share Data:							
Basic weighted average shares outstanding		20,975		21,149	20,960		20,921
Diluted weighted average shares outstanding		21,113		21,258	21,065		21,007
Period-end shares outstanding:							
Class A Common Stock		18,675		18,607	18,675		18,607
Class B Common Stock		2,213		2,243	2,213		2,243
Book value per share(6)	\$	33.03	\$	30.33	\$ 33.03	\$	30.33
Tangible book value per share(6)		31.98		29.27	31.98		29.27
Earnings per share ("EPS"):							
Basic EPS - Class A Common Stock	\$	0.83	\$	0.23	\$ 3.76	\$	2.21
Basic EPS - Class B Common Stock		0.76		0.21	3.41		2.01
Diluted EPS - Class A Common Stock		0.83		0.23	3.74		2.20
Diluted EPS - Class B Common Stock		0.75		0.21	3.40		2.00
Cash dividends declared per Common share:							
Class A Common Stock	\$	0.242	\$	0.220	\$ 0.968	\$	0.869
Class B Common Stock		0.220		0.200	0.880		0.790
Performance Ratios:							
Return on average assets		1.37 %		0.39 %	1.52 %		0.95 %
Return on average equity		10.07		3.02	11.67		7.26
Efficiency ratio(7)		61		63	57		59
Yield on average interest-earning assets(5)		5.17		4.74	5.24		4.76
Cost of average interest-bearing liabilities		1.05		0.71	0.92		0.66
Cost of average deposits(8)		0.59		0.35	0.47		0.29
Net interest spread(5)		4.12		4.03	4.32		4.10
Net interest margin - Total Company(5)		4.46		4.26	4.62		4.32
Net interest margin - Core Bank(1)		3.85		3.72	3.70		3.55
Other Information:							
End of period FTEs(9) - Total Company		1,051		997	1,051		997
End of period FTEs - Core Bank		968		915	968		915
Number of full-service banking centers		45		45	45		45

Credit Quality Data and Ratios		As of an	d for t	he	As of a	nd for	the
	Т	hree Months	Ended	Dec. 31,	 Year En	ded De	ec. 31,
		2018		2017	 2018		2017
Credit Quality Asset Balances:							
Nonperforming Assets - Total Company:							
Loans on nonaccrual status	\$	15,993	\$	14,118	\$ 15,993	\$	14,118
Loans past due 90-days-or-more and still on accrual		145		956	 145		956
Total nonperforming loans		16,138		15,074	16,138		15,074
OREO		160		115	160		115
Total nonperforming assets	\$	16,298	\$	15,189	\$ 16,298	\$	15,189
Nonperforming Assets - Core Bank(1):							
Loans on nonaccrual status	\$	15,993	\$	14,118	\$ 15,993	\$	14,118
Loans past due 90-days-or-more and still on accrual		13		19	 13		19
Total nonperforming loans		16,006		14,137	16,006		14,137
OREO		160		115	 160		115
Total nonperforming assets	\$	16,166	\$	14,252	\$ 16,166	\$	14,252
Delinquent loans:							
Delinquent loans - Core Bank	\$	8,875	\$	8,460	\$ 8,875	\$	8,460
Delinquent loans - RPG(3)		7,087		5,641	7,087		5,641
Total delinquent loans - Total Company	\$	15,962	\$	14,101	\$ 15,962	\$	14,101
Credit Quality Ratios - Total Company:							
Nonperforming loans to total loans		0.39 %		0.38 %	0.39 %		0.38 %
Nonperforming assets to total loans (including OREO)		0.39		0.38	0.39		0.38
Nonperforming assets to total assets		0.31		0.30	0.31		0.30
Allowance for loan and lease losses to total loans		1.08		1.07	1.08		1.07
Allowance for loan and lease losses to nonperforming loans		277		284	277		284
Delinquent loans to total loans(2)		0.38		0.35	0.38		0.35
Net charge-offs to average loans (annualized)		0.42		0.35	0.72		0.47
Credit Quality Ratios - Core Bank:							
Nonperforming loans to total loans		0.40 %		0.36 %	0.40 %		0.36 %
Nonperforming assets to total loans (including OREO)		0.40		0.36	0.40		0.36
Nonperforming assets to total assets		0.31		0.28	0.31		0.28
Allowance for loan and lease losses to total loans		0.78		0.77	0.78		0.77
Allowance for loan and lease losses to nonperforming loans		197		213	197		213
Delinquent loans to total loans		0.22		0.21	0.22		0.21
Net charge-offs to average loans (annualized)		0.12		0.06	0.06		0.04

**Fourth Quarter 2018 Earnings Release (***continued***)** (all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

### **Balance Sheet Data**

					Quar	terly Compar	ison			
	D	ec. 31, 2018	Se	ep. 30, 2018	Jı	ın. 30, 2018	Ma	ar. 31, 2018	D	ec. 31, 2017
Assets:										
Cash and cash equivalents	\$	351,474	\$	365,512	\$	386,956	\$	362,122	\$	299,351
Investment securities		543,771		513,766		485,622		483,573		591,458
Loans held for sale		21,809		28,899		26,337		14,295		16,989
Loans		4,148,227		4,136,195		4,195,984		4,052,500		4,014,034
Allowance for loan and lease losses		(44,675)		(43,824)		(45,047)		(52,341)		(42,769)
Loans, net		4,103,552		4,092,371		4,150,937		4,000,159		3,971,265
Federal Home Loan Bank stock, at cost		32,067		32,067		32,067		32,067		32,067
Premises and equipment, net		44,820		45,945		46,485		46,792		45,605
Goodwill		16,300		16,300		16,300		16,300		16,300
Other real estate owned		160		70		_		160		115
Bank owned life insurance		64,883		64,491		64,106		63,727		63,356
Other assets and accrued interest receivable		61,568		62,933		57,135		59,139		48,856
Total assets	\$	5,240,404	\$	5,222,354	\$	5,265,945	\$	5,078,334	\$	5,085,362
Liabilities and Stockholders' Equity:										
Deposits:										
Noninterest-bearing	\$	1,003,969	\$	1,103,461	\$	1,061,182	\$	1,241,127	\$	1,022,042
Interest-bearing		2,452,176		2,463,224		2,412,187		2,476,496		2,411,116
Total deposits		3,456,145		3,566,685		3,473,369		3,717,623		3,433,158
Securities sold under agreements to										
repurchase and other short-term borrowings		182,990		163,768		175,291		175,682		204,021
Federal Home Loan Bank advances		810,000		715,000		860,000		440,000		737,500
Subordinated note		41,240		41,240		41,240		41,240		41,240
Other liabilities and accrued interest payable		60,095		58,851		52,037		50,535		37,019
Total liabilities		4,550,470		4,545,544		4,601,937		4,425,080		4,452,938
Stockholders' equity		689,934		676,810		664,008		653,254		632,424
Total liabilities and stockholders' equity	\$	5,240,404	\$	5,222,354	\$	5,265,945	\$	5,078,334	\$	5,085,362

### **Average Balance Sheet Data**

Average Balance Sheet Data											
	Quarterly Comparison										
	De	ec. 31, 2018	Se	ep. 30, 2018	Jı	ın. 30, 2018	Mar. 31, 2018		D	ec. 31, 2017	
Assets:											
Investment securities, including FHLB stock	\$	579,429	\$	530,468	\$	506,209	\$	552,760	\$	559,381	
Federal funds sold and other interest-earning deposits		199,134		265,111		276,246		283,161		229,638	
Loans, including loans held for sale		4,092,004		4,112,926		4,092,388		4,082,050		3,967,211	
Total interest-earning assets		4,870,567		4,908,505		4,874,843		4,917,971		4,756,230	
Total assets		5,070,845		5,101,286		5,074,781		5,278,204		4,953,134	
Liabilities and Stockholders' Equity:											
Noninterest-bearing deposits	\$	1,050,236	\$	1,076,967	\$	1,146,403	\$	1,319,860	\$	1,045,939	
Interest-bearing deposits		2,477,962		2,476,088		2,410,330		2,416,142		2,383,196	
Securities sold under agreements to											
repurchase and other short-term borrowings		252,073		213,195		178,063		257,439		271,434	
Federal Home Loan Bank advances		515,413		574,130		593,187		545,778		537,326	
Subordinated note		41,240		41,240		41,240		41,240		41,240	
Total interest-bearing liabilities		3,286,688		3,304,653		3,222,820		3,260,599		3,233,196	
Stockholders' equity		687,156		675,470		663,077		641,624		640,686	

**Fourth Quarter 2018 Earnings Release (***continued***)** (all amounts other than per share amounts, number of employees, and number of banking centers are expressed in thousands unless otherwise noted)

### **Income Statement Data**

		Three Months Ended									
	Dec.	31, 2018	Se	p. 30, 2018	Jun	. 30, 2018	Mar. 31, 201	8	Dec. 31, 20	17	
Total interest income(5)	\$	62,902	\$	61,090	\$	58,356	\$ 73,83	3	\$ 56,3	49	
Total interest expense		8,626		8,057		7,272	6,16	8	5,7	11	
Net interest income		54,276		53,033		51,084	67,66	5	50,6	38	
Provision for loan and lease losses		5,104		4,077		4,932	17,25	5	6,0	71	
Noninterest income:											
Service charges on deposit accounts		3,565		3,579		3,574	3,55		3,3		
Net refund transfer fees		55		149		3,473	16,35			71	
Mortgage banking income		1,129		1,360		1,316	1,02			35	
Interchange fee income		2,844		2,757		2,891	2,66		2,5		
Program fees		1,520		1,686		1,323	1,69		1,8		
Increase in cash surrender value of BOLI		392		385		379	37	1	-	84	
Losses on available-for-sale debt securities		—		_		_	_	-		36)	
Net gains on OREO		29		248		320	13	_		254	
Other		585		1,301		1,020	1,75	_		73	
Total noninterest income		10,119		11,465		14,296	27,54	5	10,1	90	
Noninterest expense:											
Salaries and employee benefits		21,743		22,846		22,766	23,83		20,5		
Occupancy and equipment, net		6,474		6,279		6,391	6,22		6,5	18	
Communication and transportation		1,115		1,047		1,241	1,38		1,2		
Marketing and development		784		1,449		1,283	91	~	1,0		
FDIC insurance expense		264		360		345	52			28	
Bank franchise tax expense		863		710		860	2,51			52	
Data processing		2,434		2,350		2,443	2,38		2,6		
Interchange related expense		1,237		1,138		1,098	1,00			31	
Supplies		446		314		303	38			65	
OREO expense		31		2		16	4			04	
Legal and professional fees		753		935		728	1,04			516	
Other		2,819		3,782		3,158	2,78		2,9		
Total noninterest expense		38,963		41,212		40,632	43,04	5	38,1	45	
Income before income tax expense		20,328		19,209		19,816	34,91	0	16,6	12	
Income tax expense(4)		3,022		1,798	_	4,150	7,44	1	11,7	74	
Net income	\$	17,306	\$	17,411	\$	15,666	\$ 27,46	9	\$ 4,8	38	

Selected Data and Ratios					1.6					
	D	21 2010	C.			the Three Mo				D. 21 2017
Per Share Data:	De	<u>c. 31, 2018</u>	<u>Se</u>	<u>p. 30, 2018</u>	<u>-</u>	Jun. 30, 2018		<u>Mar. 31, 2018</u>		Dec. 31, 2017
Basic weighted average shares outstanding		20,975		20,962		21,187		20,920		21,149
Diluted weighted average shares outstanding		21,113		21,120		21,331		21,018		21,258
Period-end shares outstanding:										
Class A Common Stock		18,675		18,682		18,677		18,645		18,607
Class B Common Stock		2,213		2,213		2,215		2,243		2,243
Book value per share(6)	\$	33.03	\$	32.39	\$	31.78	\$	31.27	\$	30.33
Tangible book value per share(6)		31.98		31.34		30.73		30.22		29.27
Earnings per share ("EPS"):										
Basic EPS - Class A Common Stock	\$	0.83	\$	0.84	\$	0.75	\$	1.32	\$	0.23
Basic EPS - Class B Common Stock		0.76		0.76		0.68		1.21		0.21
Diluted EPS - Class A Common Stock		0.83		0.83		0.74		1.32		0.23
Diluted EPS - Class B Common Stock		0.75		0.76		0.68		1.20		0.21
Cash dividends declared per Common share:										
Class A Common Stock	\$	0.242	\$	0.242	\$	0.242	\$	0.242	\$	0.220
Class B Common Stock		0.220		0.220		0.220		0.220		0.200
Performance Ratios:										
Return on average assets		1.37 %	Ď	1.37 %	б	1.23 %	)	2.08 %	)	0.39 %
Return on average equity		10.07		10.31		9.45		17.12		3.02
Efficiency ratio(7)		61		64		62		45		63
Yield on average interest-earning assets(5)		5.17		4.98		4.79		6.01		4.74
Cost of average interest-bearing liabilities		1.05		0.98		0.90		0.76		0.71
Cost of average deposits(8)		0.59		0.51		0.44		0.36		0.35
Net interest spread(5)		4.12		4.00		3.89		5.25		4.03
Net interest margin - Total Company(5)		4.46		4.32		4.19		5.50		4.26
Net interest margin - Core Bank(1)		3.85		3.76		3.64		3.55		3.72
Other Information:										
End of period FTEs(9) - Total Company		1,051		1,034		1,013		1,003		997
End of period FTEs - Core Bank		968		953		933		922		915
Number of full-service banking centers		45		45		45		45		45

Credit Quality Data and Ratios										
				As of and f	or th	e Three Mo	nths l	Ended		
	De	c. 31, 2018	Se	Sep. 30, 2018		n. 30, 2018	Ma	ar. 31, 2018	De	ec. 31, 2017
Credit Quality Asset Balances:										
Nonperforming Assets - Total Company:										
Loans on nonaccrual status	\$	15,993	\$	17,015	\$	17,502	\$	14,849	\$	14,118
Loans past due 90-days-or-more and still on accrual		145		254		858		1,279		956
Total nonperforming loans		16,138		17,269		18,360		16,128		15,074
OREO		160		70				160		115
Total nonperforming assets	\$	16,298	\$	17,339	\$	18,360	\$	16,288	\$	15,189
Nonperforming Assets - Core Bank(1):										
Loans on nonaccrual status	\$	15,993	\$	17,015	\$	17,502	\$	14,849	\$	14,118
Loans past due 90-days-or-more and still on accrual		13		5		22		27		19
Total nonperforming loans		16,006		17,020		17,524		14,876		14,137
OREO		160		70		_		160		115
Total nonperforming assets	\$	16,166	\$	17,090	\$	17,524	\$	15,036	\$	14,252
Delinquent Loans:										
Delinquent loans - Core Bank	\$	8,875	\$	11,840	\$	8,703	\$	8,303	\$	8,460
Delinquent loans - RPG(3)(10)		7,087		5,986		4,429		17,530		5,641
Total delinquent loans - Total Company	\$	15,962	\$	17,826	\$	13,132	\$	25,833	\$	14,101
Credit Quality Ratios - Total Company:										
Nonperforming loans to total loans		0.39 %		0.42 %		0.44 %		0.40 %		0.38 %
Nonperforming assets to total loans (including OREO)		0.39		0.42		0.44		0.40		0.38
Nonperforming assets to total assets		0.31		0.33		0.35		0.32		0.30
Allowance for loan and lease losses to total loans		1.08		1.06		1.07		1.29		1.07
Allowance for loan and lease losses to nonperforming loans		277		254		245		325		284
Delinquent loans to total loans(2)(10)		0.38		0.43		0.31		0.64		0.35
Net charge-offs to average loans (annualized)		0.42		0.52		1.19		0.75		0.35
Credit Quality Ratios - Core Bank:										
Nonperforming loans to total loans		0.40 %		0.42 %		0.43 %		0.37 %		0.36 %
Nonperforming assets to total loans (including OREO)		0.40		0.42		0.43		0.38		0.36
Nonperforming assets to total assets		0.31		0.33		0.34		0.31		0.28
Allowance for loan and lease losses to total loans		0.78		0.78		0.76		0.77		0.77
Allowance for loan and lease losses to nonperforming loans		197		184		179		205		213
Delinquent loans to total loans		0.22		0.29		0.21		0.21		0.21
Net charge-offs to average loans (annualized)		0.12		0.04				··		0.06

### Segment Data:

Reportable segments are determined by the type of products and services offered and the level of information provided to the chief operating decision maker, who uses such information to review performance of various components of the business (such as banking centers and business units), which are then aggregated if operating performance, products/services, and clients are similar.

As of December 31, 2018, the Company was divided into five reportable segments: Traditional Banking, Warehouse Lending ("Warehouse"), Mortgage Banking, Tax Refund Solutions ("TRS"), and Republic Credit Solutions ("RCS"). Management considers the first three segments to collectively constitute "Core Bank" or "Core Banking" operations, while the last two segments collectively constitute Republic Processing Group ("RPG") operations. The Bank's Correspondent Lending channel and the Company's national branchless banking platform, MemoryBank<sup>®</sup>, are considered part of the Traditional Banking segment.

The nature of segment operations and the primary drivers of net revenues by reportable segment are provided below:

Reportable Segment:	Primary Drivers of Net Revenue:	
Core Banking:		
Traditional Banking	Provides traditional banking products to clients in its market footprint primarily via its network of banking centers and to clients outside of its market footprint primarily via its Digital and Correspondent Lending delivery channels.	Loans, investments, and deposits.
Warehouse Lending	Provides short-term, revolving credit facilities to mortgage bankers across the United States.	Mortgage warehouse lines of credit.
Mortgage Banking	Primarily originates, sells and services long-term, single family, first lien residential real estate loans primarily to clients in the Bank's market footprint.	Loan sales and servicing.
Republic Processing Group:		
Tax Refund Solutions	TRS offers tax-related credit products and facilitates the receipt and payment of federal and state tax refund products. The RPS division of TRS offers general- purpose reloadable cards. TRS and RPS products are primarily provided to clients outside of the Bank's market footprint.	Loans, refund transfers, and prepaid cards.
Republic Credit Solutions	Offers consumer credit products. RCS products are primarily provided to clients outside of the Bank's market footprint, with a substantial portion of RCS clients considered subprime or near-prime borrowers.	Unsecured, consumer loans.

The accounting policies used for Republic's reportable segments are the same as those described in the summary of significant accounting policies in the Company's 2017 Annual Report on Form 10-K. Republic evaluates segment performance using operating income. The Company allocates goodwill to the Traditional Banking segment. Republic generally allocates income taxes based on income before income tax expense unless Republic can reasonably make specific segment allocations. The Company makes transactions among reportable segments at carrying value.

Segment information for the quarters and years ended December 31, 2018 and 2017 follows:

	Three Months Ended December 31, 2018														
			Core l	Banl	king			R	epublic Pr	oces	("RPG")				
							Total		Tax	]	Republic				
	Traditional		Warehouse		Mortgage		Core		Refund		Credit		Total		Total
(dollars in thousands)	Banking		Lending		Banking		Banking		Solutions	5	Solutions		RPG		Company
Net interest income	\$ 42,207	\$	3,557	\$	94	\$	45,858	\$	76	\$	8,342	\$	8,418	\$	54,276
Provision for loan and lease losses	1,552		(230)		—		1,322		(554)		4,336		3,782		5,104
									~~						
Net refund transfer fees	—								55		—		55		55
Mortgage banking income	-		_		1,129		1,129						_		1,129
Program fees									19		1,501		1,520		1,520
Other noninterest income	7,374		10		339		7,723		17		(325)	_	(308)		7,415
Total noninterest income	7,374		10		1,468		8,852		91		1,176		1,267		10,119
m a transformation and	22 705		044		005		24 524		2 222		1 107		4 420		20.072
Total noninterest expense	32,785	_	844		905	_	34,534		3,232		1,197		4,429		38,963
Income (loss) before income tax expense	15,244		2,953		657		18,854		(2,511)		3,985		1,474		20,328
Income tax expense (benefit)	1,913		676		138		2,727		(631)		926		295		3,022
Net income (loss)	\$ 13,331	\$	2,277	\$	519	\$	16,127	\$	(1,880)	\$	3,059	\$	1,179	\$	17,306
		-		-		<u> </u>	- /	-	( ) /	-	- /	-		<u> </u>	
Period-end assets	\$ 4,647,037	\$	470,126	\$	14,246	\$	5,131,409	\$	20,288	\$	88,707	\$	108,995	\$	5,240,404
Net interest margin	3.92 %		3.14 %		NM		3.85 %		NM		NM		NM		4.46 %
Net-revenue concentration*	77 %		6 %		2 %		85 %		<u> </u>	6	15 9	6	15 %	,	100 %

	Three Months Ended December 31, 2017														
			Core	Banl	king			R	epublic Pr	oces	ssing Gro	up (	(" <b>RPG</b> ")		
(dollars in thousands)	Traditional Banking		Warehouse Lending		Mortgage Banking		Total Core Banking		Tax Refund Solutions		Republic Credit Solutions		Total RPG		Total Company
Net interest income	\$ 39,333	\$	4,460	\$	91	\$	43,884	\$	18	\$	6,736	\$	6,754	\$	50,638
Provision for loan and lease losses	1,312		(114)		—		1,198		(228)		5,101		4,873		6,071
Net refund transfer fees	_		_		_		_		171		_		171		171
Mortgage banking income	—		_		935		935		_		_		_		935
Program fees	_		_		_		_		73		1,778		1,851		1,851
Other noninterest income	6,834		10		87		6,931		12		290		302		7,233
Total noninterest income	6,834		10		1,022		7,866		256		2,068		2,324		10,190
Total noninterest expense	31,085	_	944		1,418	_	33,447		3,600		1,098		4,698	_	38,145
Income (loss) before income tax expense	13,770		3,640		(305)		17,105		(3,098)		2,605		(493)		16,612
Income tax expense (benefit)	9,518		1,512		(808)		10,222		(1,125)		2,677		1,552		11,774
Net income (loss)	\$ 4,252	\$	2,128	\$	503	\$	6,883	\$	(1,973)	\$	(72)	\$	(2,045)	\$	4,838
Period-end assets	\$ 4,470,932	\$	525,246	\$	11,115	\$	5,007,293	\$	12,450	\$	65,619	\$	78,069	\$	5,085,362
Net interest margin	3.76 %	ó	3.41 %		NM		3.72 %		NM		NM		NM		4.26 %
Net-revenue concentration*	77 %	, D	7 %		2 %		86 %		_ 9	%	14 9	%	14 %		100 %

\*Net revenue represents net interest income plus total noninterest income. Net-revenue concentration equals segment-level net revenue divided by total Company net revenue.

	Year Ended December 31, 2018													
			Core	Bank	king			R	epublic Pi	oce	ssing Gro	up	("RPG")	
(dollars in thousands)	Traditional Banking	,	Warehouse Lending		Mortgage Banking		Total Core Banking		Tax Refund Solutions		Republic Credit Solutions		Total RPG	Total Company
Net interest income	\$ 160,398	\$	15,726	\$	402	\$	176,526	\$	19,203	\$	30,329	\$	49,532	\$ 226,058
Provision for loan and lease losses	3,710		(142)		—		3,568		10,919		16,881		27,800	31,368
Net refund transfer fees	—						_		20,029		_		20,029	20,029
Mortgage banking income	_		_		4,825		4,825		-		—		_	4,825
Program fees	—		_		—		_		295		5,930		6,225	6,225
Other noninterest income	29,965		40		550		30,555		1,229		562	_	1,791	 32,346
Total noninterest income	29,965		40		5,375		35,380		21,553		6,492		28,045	63,425
Total noninterest expense	136,439		3,367		4,356		144,162		14,686		5,004	_	19,690	 163,852
Income before income tax expense	50,214		12,541		1,421		64,176		15,151		14,936		30,087	94,263
Income tax expense	6,819		2,869		298		9,986		3,033		3,392		6,425	16,411
Net income	\$ 43,395	\$	9,672	\$	1,123	\$	54,190	\$	12,118	\$	11,544	\$	23,662	\$ 77,852
Period-end assets	\$ 4,647,037	\$	470,126	\$	14,246	\$	5,131,409	\$	20,288	\$	88,707	\$	108,995	\$ 5,240,404
Net interest margin	3.76 %		3.17 %		NM		3.70 %		NM		NM		NM	4.62 %
Net-revenue concentration*	66 %		5 %		2 %		73 %		14 9	%	13 9	6	27 %	100 %

						Yea	r Ended Decen	ıber	31, 2017						
			Core	Banl	king			R	epublic Pı	oce	ssing Gro	up (	"RPG")		
(dollars in thousands)	Traditional Banking		Warehouse Lending		Mortgage Banking		Total Core Banking		Tax Refund Solutions		Republic Credit Solutions		Total RPG		Total Company
Net interest income	\$ 142,823	\$	17,533	\$	346	\$	160,702	\$	15,197	\$	22,621	\$	37,818	\$	198,520
Provision for loan and lease losses	3,923		(150)		—		3,773		6,535		17,396		23,931		27,704
Net refund transfer fees	_		—		_		—		18,500		_		18,500		18,500
Mortgage banking income	_		—		4,642		4,642		_		_		_		4,642
Program fees									176		5,648		5,824		5,824
Other noninterest income	27,452		37		279		27,768		164		1,516	_	1,680		29,448
Total noninterest income	27,452		37		4,921		32,410		18,840		7,164		26,004		58,414
Total noninterest expense	124,637	_	3,392		4,765		132,794		14,491		3,559		18,050	_	150,844
Income before income tax expense	41,715		14,328		502		56,545		13,011		8,830		21,841		78,386
Income tax expense	18,202		5,421		(526)		23,097		4,721		4,936		9,657		32,754
Net income	\$ 23,513	\$	8,907	\$	1,028	\$	33,448	\$	8,290	\$	3,894	\$	12,184	\$	45,632
Period-end assets	\$ 4,470,932	\$	525,246	\$	11,115	\$	5,007,293	\$	12,450	\$	65,619	\$	78,069	\$	5,085,362
Net interest margin	3.55 %		3.53 %		NM		3.55 %		NM		NM		NM		4.32 %
Net-revenue concentration*	66 %		7 %		2 %		75 %		13 9	6	12 9	6	25 %		100 %

\*Net revenue represents net interest income plus total noninterest income. Net-revenue concentration equals segment-level net revenue divided by total Company net revenue.

- (1) "Core Bank" or "Core Banking" operations consist of the Traditional Banking, Warehouse Lending, and Mortgage Banking segments.
- (2) The delinquent loans to total loans ratio equals loans 30-days-or-more past due divided by total loans. Depending on loan class, loan delinquency is determined by the number of days or the number of payments past due.
- (3) Republic Processing Group operations consist of the Tax Refund Solutions and Republic Credit Solutions segments.
- (4) The 2017 Tax Cuts and Jobs Act ("TCJA"), enacted on December 22, 2017, lowered the federal corporate tax rate from 35% to 21%, effective January 1, 2018. With the TCJA's meaningful impact during 2018 and the fourth quarter of 2017, the Company's effective tax rate per quarter was as follows: 14.9% (quarter ended December 31, 2018); 9.4% (quarter ended September 30, 2018); 20.9% (quarter ended June 30, 2018); 21.3% (quarter ended March 31, 2018); and 70.9% (quarter ended December 31, 2017).

In addition to the TCJA lowering the Company's 2018 federal income tax rate, Republic's relatively low effective tax rate during the third quarter of 2018 was driven by approximately \$2.8 million in income tax benefits recognized during the third quarter of 2018 as part of preparing the Company's fiscal-year 2017 federal tax return due October 15, 2018. The Company considers approximately \$2.6 million of the \$2.8 million in federal income tax benefits to be nonrecurring in nature, with a portion of the remaining benefits to be realizable in the future.

A \$6.3 million charge to income tax expense upon remeasurement of the Company's deferred tax assets and liabilities at a 21% corporate tax rate drove the relatively high effective tax rate for the fourth quarter of 2017.

	1	Three Months	End	led Dec. 31,		Year Ended Dec. 31,								
	2018	3		2017			2018			2017				
(in thousands)	 Amount	Effective Tax Rate		Amount	Effective Tax Rate		Amount	Effective Tax		Amount	Effective Tax Rate			
Income before income tax expense	\$ 20,328		\$	16,612		\$	94,263		\$	78,386				
Income tax expense, before adjusting items Adjustments relating to:	\$ 4,269	21.00 %	\$	5,814	35.00 %	\$	19,795	21.00 %	\$	27,435	35.00 %			
Enactment of the TCJA	(389)	(1.91)		6,327	38.09		(2,762)	(2.93)		6,327	8.07			
Nontaxable Income	(250)	(1.23)		(405)	(2.44)		(933)	(0.99)		(1,488)	(1.90)			
State Taxes, net of federal benefit	422	2.08		174	1.05		1,569	1.66		700	0.89			
General business tax credits	(213)	(1.05)		_	_		(1,355)	(1.44)		_	_			
Tax Benefit of Vesting Employee Benefits	(191)	(0.94)		(243)	(1.46)		(191)	(0.20)		(243)	(0.31)			
Reduction of uncertain tax positions	(210)	(1.03)		(433)	(2.61)		(210)	(0.22)		(433)	(0.55)			
Other, net	(416)	(2.05)		540	3.25		498	0.53		456	0.58			
Total Adjustments	 (1,247)	(6.13)		5,960	35.88		(3,384)	(3.59)		5,319	6.79			
Income tax expense, as reported	\$ 3,022	14.87 %	\$	11,774	70.88 %	\$	16,411	17.41 %	\$	32,754	41.79 %			

The following table reflects the impact of the TCJA on Republic's income tax expense and effective tax rate for the fourth quarters and years ended December 31, 2018 and 2017.

(5) The amount of loan fee income can meaningfully impact total interest income, loan yields, net interest margin, and net interest spread. The amount of loan fee income included in total interest income was \$9.4 million and \$9.4 million for the quarters ended December 31, 2018 and 2017. The amount of loan fee income included in total interest income was \$53.8 million and \$46.2 million for the years ended December 31, 2018 and 2017.

The amount of loan fee income included in total interest income per quarter was as follows: \$9.4 million (quarter ended December 31, 2018); \$9.0 million (quarter ended September 30, 2018); \$8.5 million (quarter ended June 30, 2018); \$26.9 million (quarter ended March 31, 2018); and \$9.4 million (quarter ended December 31, 2017).

Interest income for Easy Advances ("EAs") is composed entirely of loan fees. The loan fees disclosed above included EA fees of \$17.8 million and \$14.2 million for the years ended December 31, 2018 and 2017. EAs are only offered during the first two months of each year.

(6) The following table provides a reconciliation of total stockholders' equity in accordance with U.S. Generally Accepted Accounting Principles ("GAAP") to tangible stockholders' equity in accordance with applicable regulatory requirements, a non-GAAP disclosure. The Company provides the tangible book value per share, a non-GAAP measure, in addition to those defined by banking regulators, because of its widespread use by investors as a means to evaluate capital adequacy.

	Quarterly Comparison											
(dollars in thousands, except per share data)	I	Dec. 31, 2018	S	ep. 30, 2018	J	un. 30, 2018	Ν	Iar. 31, 2018	D	ec. 31, 2017		
Total stockholders' equity - GAAP (a)	\$	689,934	\$	676,810	\$	664,008	\$	653,254	\$	632,424		
Less: Goodwill		16,300		16,300		16,300		16,300		16,300		
Less: Mortgage servicing rights		4,919		4,925		4,914		4,925		5,044		
Less: Core deposit intangible		654		705		756	_	807	_	858		
Tangible stockholders' equity - Non-GAAP (c)	\$	668,061	\$	654,880	\$	642,038	\$	631,222	\$	610,222		
	_				_				-			
Total assets - GAAP (b)	\$	5,240,404	\$	5,222,354	\$	5,265,945	\$	5,078,334	\$	5,085,362		
Less: Goodwill		16,300		16,300		16,300		16,300		16,300		
Less: Mortgage servicing rights		4,919		4,925		4,914		4,925		5,044		
Less: Core deposit intangible		654		705		756		807		858		
Tangible assets - Non-GAAP (d)	\$	5,218,531	\$	5,200,424	\$	5,243,975	\$	5,056,302	\$	5,063,160		
					_							
Total stockholders' equity to total assets - GAAP (a/b)		13.17 %	ó	12.96 %	ò	12.61 %	6	12.86 %	6	12.44 %		
Tangible stockholders' equity to tangible assets - Non-GAAP (c/d)		12.80 %	ó	12.59 %	ò	12.24 9	6	12.48 9	6	12.05 %		
Number of shares outstanding (e)		20,888		20,895		20,892		20,888		20,850		
Book value per share - GAAP (a/e)	\$	33.03	\$	32.39	\$	31.78	\$	31.27	\$	30.33		
Tangible book value per share - Non-GAAP (c/e)		31.98		31.34		30.73		30.22		29.27		

- (7) The efficiency ratio, a non-GAAP measure, equals total noninterest expense divided by the sum of net interest income and noninterest income. The ratio excludes net gains (losses) on sales, calls, and impairment of investment securities, if applicable.
- (8) The cost of average deposits ratio equals annualized total interest expense on deposits divided by total average interestbearing deposits plus total average noninterest-bearing deposits.
- (9) FTEs Full-time-equivalent employees.
- (10) Delinquent loans for the RPG segment included \$13 million of EAs at March 31, 2018. EAs were only offered during the first two months of 2018. EAs do not have a contractual due date but are eligible for delinquency consideration three weeks after the taxpayer-customer's tax return is submitted to the applicable tax authority. All unpaid EAs are charged-off by the end of the second quarter of each year.

*NM* – *Not meaningful* 

CONTACT: Republic Bancorp, Inc. Kevin Sipes Executive Vice President & Chief Financial Officer (502) 560-8628