# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington，D．C． 20549 <br> FORM 10－Q 

（Mark One）

凹 QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15（d）OF THE SECURITIES EXCHANGE ACT OF 1934 For the quarterly period ended June 30， 2019

## OR

# TRANSITION REPORT PURSUANT TO SECTION 13 OR 15（d）OF THE SECURITIES EXCHANGE ACT OF 1934 For the transition period from <br> $\qquad$ to <br> $\qquad$ Commission file number 001－38487 <br> <br> Origin Bancorp，Inc． 

 <br> <br> Origin Bancorp，Inc．}

## （Exact name of registrant as specified in its charter）

| Louisiana | 72－1192928 |
| :---: | :---: |
| （State or other jurisdiction of | （I．R．S．Employer |
| incorporation or organization） | Identification Number） |

500 South Service Road East Ruston，Louisiana 71270
（318）255－2222
（Address，including zip code，and telephone number，including area code，of registrant＇s principal executive offices）
Securities registered pursuant to Section 12（b）of the Act：

| Title of each class | Trading Symbol（s） | Name of each exchange on which registered |
| :---: | :---: | :---: |
| Common Stock，par value $\$ 5.00$ per share | OBNK | Nasdaq Global Select Market |

Indicate by check mark whether the registrant（1）has filed all reports required to be filed by Section 13 or 15（d）of the Securities Exchange Act of 1934 during the preceding 12 months（or for such shorter period that the registrant was required to file such reports）and（2）has been subject to such filing requirements for the past 90 days．Yes $\square$ No $\boxtimes$

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S－T （ $\$ 232.405$ of this chapter）during the preceding 12 months（or for such shorter period that the registrant was required to submit such files）．Yes $\boxtimes$ No $\square$

Indicate by check mark whether the registrant is a large accelerated filer，an accelerated filer，a non－accelerated filer，a smaller reporting company，or an emerging growth company．See the definitions of＂large accelerated filer，＂＂accelerated filer，＂＂smaller reporting company＂and＂emerging growth company＂in Rule 12b－2 of the Exchange Act． （Check one）：

Large accelerated filer $\square$
Non－accelerated filer 区

Accelerated filer $\square$
Smaller reporting company $\square$ Emerging growth company 区

If an emerging growth company，indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13（a）of the Exchange Act．区

Indicate by check mark whether the registrant is a shell company（as defined in Rule $12 \mathrm{~b}-2$ of the Act）．Yes $\square$ No $\boxtimes$

Indicate the number of shares outstanding of each of the issuer＇s classes of common stock as of the latest practicable date： $23,474,238$ shares of Common Stock，par value $\$ 5.00$ per share，were issued and outstanding as of August 5， 2019.

## ORIGIN BANCORP, INC

## FORM 10-Q

## JUNE 30, 2019

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## Cautionary Note Regarding Forward-Looking Statements

This quarterly report on Form 10-Q 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. Statements preceded by, followed by or that otherwise include the words "anticipates," "believes," "estimates," "expects," "foresees," "intends," "plans," "projects" and similar expressions or future or conditional verbs such as "could," "may," "should," "will," "might" and "would," or variations or negatives of such terms are generally forward-looking in nature and not historical facts, although not all forward-looking statements include the foregoing words. Forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about our industry, management's beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Although we believe that the expectations reflected in our forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements.

There are or will be important factors that could cause our actual results to differ materially from those indicated in these forward-looking statements, including, but not limited to, the following:

- deterioration of our asset quality;
- factors that can impact the performance of our loan portfolio, including real estate values and liquidity in our primary market areas, the financial health of our commercial borrowers and the success of construction projects that we finance, including any loans acquired in acquisition transactions;
- changes in the value of collateral securing our loans;
- our ability to anticipate interest rate changes and manage interest rate risk;
- the effectiveness of our risk management framework and quantitative models;
- our inability to receive dividends from our bank subsidiary and to service debt, pay dividends to our common stockholders, repurchase our shares of common stock and satisfy obligations as they become due;
- business and economic conditions generally and in the financial services industry, nationally and within our local market area;
- changes in our operation or expansion strategy or our ability to prudently manage our growth and execute our strategy;
- changes in management personnel;
- our ability to maintain important deposit customer relationships, our reputation or otherwise avoid liquidity risks;
- increasing costs as we grow deposits;
- operational risks associated with our business;
- volatility and direction of market interest rates;
- increased competition in the financial services industry, particularly from regional and national institutions;
- changes in the laws, rules, regulations, interpretations or policies relating to financial institutions, as well as tax, trade, monetary and fiscal matters;
- periodic changes to the extensive body of accounting rules and best practices, including the current expected credit loss model, may change the treatment and recognition of critical financial line items and affect our profitability;
- further government intervention in the U.S. financial system;
- compliance with governmental and regulatory requirements, including the Dodd-Frank Wall Street Reform and Consumer Protection Act and others relating to banking, consumer protection, securities and tax matters;
- uncertainty regarding the future of the London Interbank Offered Rate and any replacement alternatives on our business;
- natural disasters and adverse weather, acts of terrorism, an outbreak of hostilities or other international or domestic calamities, and other matters beyond our control;
- cybersecurity threats and the cost of defending against them;
- other factors that are discussed in the sections titled "Item 1A. Risk Factors" in this report and in our annual report on Form 10-K for the year ended December 31, 2018; and
- our ability to manage the risks involved in the foregoing.

The foregoing factors should not be construed as exhaustive and should be read together with the other cautionary statements included in this report. If one or more events related to these or other risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, actual results may differ materially from what we anticipate. In addition, as a result of these and other factors, our past financial performance should not be relied upon as an indication of future performance. Accordingly, you should not place undue reliance on any forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made, and we do not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise. New risks and uncertainties emerge from time to time, and it is not possible for us to predict those events or how they may affect us. In addition, we cannot assess the impact of each factor on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements.

## PART I - FINANCIAL INFORMATION

 Item 1. Financial StatementsORIGIN BANCORP, INC.

## Condensed Consolidated Balance Sheets

(Dollars in thousands, except per share amounts)

|  | June 30, 2019 |  | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets | (Unaudited) |  |  |  |
| Cash and due from banks | \$ | 75,204 | \$ | 71,008 |
| Interest-bearing deposits in banks |  | 124,356 |  | 45,670 |
| Total cash and cash equivalents |  | 199,560 |  | 116,678 |
| Securities: |  |  |  |  |
| Available for sale |  | 548,980 |  | 575,644 |
| Held to maturity (fair value of \$29,334 and \$19,136 at June 30, 2019, and December 31, 2018, respectively) |  | 28,897 |  | 19,169 |
| Securities carried at fair value through income |  | 11,615 |  | 11,361 |
| Total securities |  | 589,492 |  | 606,174 |
| Non-marketable equity securities held in other financial institutions |  | 49,008 |  | 42,149 |
| Loans held for sale (\$34,401 and \$21,562 at fair value at June 30, 2019, and December 31, 2018, respectively) |  | 58,408 |  | 52,210 |
| Loans, net of allowance for loan losses of $\$ 36,683$ and $\$ 34,203$ at June 30, 2019, and December 31, 2018, respectively; $\$ 18,273$ and $\$ 18,571$ at fair value, at June 30, 2019, and December 31, 2018, respectively) |  | 3,947,914 |  | 3,754,902 |
| Premises and equipment, net |  | 80,672 |  | 75,014 |
| Mortgage servicing rights |  | 21,529 |  | 25,114 |
| Cash surrender value of bank-owned life insurance |  | 33,070 |  | 32,706 |
| Goodwill and other intangible assets, net |  | 32,144 |  | 32,861 |
| Accrued interest receivable and other assets |  | 107,828 |  | 83,768 |
| Total assets | \$ | 5,119,625 | \$ | 4,821,576 |
| Liabilities and Stockholders' Equity |  |  |  |  |
| Noninterest-bearing deposits | \$ | 1,003,499 | \$ | 951,015 |
| Interest-bearing deposits |  | 2,011,719 |  | 2,027,720 |
| Time deposits |  | 839,794 |  | 804,403 |
| Total deposits |  | 3,855,012 |  | 3,783,138 |
| Federal Home Loan Bank ("FHLB") advances and other borrowings |  | 601,346 |  | 445,224 |
| Junior subordinated debentures, net |  | 9,657 |  | 9,644 |
| Accrued expenses and other liabilities |  | 69,317 |  | 33,791 |
| Total liabilities |  | 4,535,332 |  | 4,271,797 |
| Commitments and contingencies |  |  |  |  |
| Stockholders' equity: |  |  |  |  |
| Preferred stock, no par value, 2,000,000 shares authorized, zero issued at June 30, 2019, and December 31, 2018 |  | - |  | - |
| Common stock ( $\$ 5.00$ par value; 50,000,000 shares authorized; $23,774,238$ and $23,726,559$ shares issued at June 30, 2019, and December 31, 2018, respectively) |  | 118,871 |  | 118,633 |
| Additional paid-in capital |  | 243,002 |  | 242,041 |
| Retained earnings |  | 216,801 |  | 191,585 |
| Accumulated other comprehensive income (loss) |  | 5,619 |  | $(2,480)$ |
| Total equity |  | 584,293 |  | 549,779 |
| Total liabilities and stockholders' equity | \$ | 5,119,625 | \$ | 4,821,576 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

## ORIGIN BANCORP, INC

## Condensed Consolidated Statements of Income

## (unaudited)

(Dollars in thousands, except per share amounts)

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  | 2019 |  | 2018 |  |
| Interest and dividend income |  |  |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 51,461 | \$ | 40,219 | \$ | 100,636 | \$ | 77,693 |
| Investment securities-taxable |  | 3,208 |  | 2,057 |  | 6,549 |  | 3,797 |
| Investment securities-nontaxable |  | 871 |  | 1,156 |  | 1,729 |  | 2,340 |
| Interest and dividend income on assets held in other financial institutions |  | 1,523 |  | 1,320 |  | 2,643 |  | 2,366 |
| Total interest and dividend income |  | 57,063 |  | 44,752 |  | 111,557 |  | 86,196 |
| Interest expense |  |  |  |  |  |  |  |  |
| Interest-bearing deposits |  | 11,540 |  | 6,820 |  | 22,037 |  | 12,800 |
| FHLB advances and other borrowings |  | 2,415 |  | 624 |  | 4,249 |  | 1,228 |
| Subordinated debentures |  | 139 |  | 138 |  | 276 |  | 274 |
| Total interest expense |  | 14,094 |  | 7,582 |  | 26,562 |  | 14,302 |
| Net interest income |  | 42,969 |  | 37,170 |  | 84,995 |  | 71,894 |
| Provision (benefit) for credit losses |  | 1,985 |  | 311 |  | 2,990 |  | $(1,213)$ |
| Net interest income after provision (benefit) for credit losses |  | 40,984 |  | 36,859 |  | 82,005 |  | 73,107 |
| Noninterest income |  |  |  |  |  |  |  |  |
| Service charges and fees |  | 3,435 |  | 3,157 |  | 6,751 |  | 6,171 |
| Mortgage banking revenue |  | 3,252 |  | 2,317 |  | 5,858 |  | 4,711 |
| Insurance commission and fee income |  | 3,036 |  | 1,826 |  | 6,546 |  | 3,933 |
| (Loss) gain on sales and disposals of other assets, net |  | (166) |  | 121 |  | (163) |  | 60 |
| Other fee income |  | 360 |  | 403 |  | 636 |  | 855 |
| Other income |  | 1,259 |  | 2,791 |  | 3,152 |  | 4,685 |
| Total noninterest income |  | 11,176 |  | 10,615 |  | 22,780 |  | 20,415 |
| Noninterest expense |  |  |  |  |  |  |  |  |
| Salaries and employee benefits |  | 22,764 |  | 19,859 |  | 45,377 |  | 38,100 |
| Occupancy and equipment, net |  | 4,200 |  | 3,793 |  | 8,244 |  | 7,446 |
| Data processing |  | 1,810 |  | 1,347 |  | 3,397 |  | 2,820 |
| Electronic banking |  | 892 |  | 680 |  | 1,581 |  | 1,423 |
| Communications |  | 647 |  | 510 |  | 1,233 |  | 1,025 |
| Advertising and marketing |  | 1,089 |  | 1,022 |  | 1,887 |  | 1,679 |
| Professional services |  | 839 |  | 598 |  | 1,743 |  | 1,263 |
| Regulatory assessments |  | 691 |  | 660 |  | 1,402 |  | 1,380 |
| Loan related expenses |  | 790 |  | 798 |  | 1,459 |  | 1,511 |
| Office and operations |  | 1,849 |  | 1,588 |  | 3,330 |  | 2,866 |
| Other expenses |  | 1,524 |  | 1,157 |  | 2,823 |  | 2,356 |
| Total noninterest expense |  | 37,095 |  | 32,012 |  | 72,476 |  | 61,869 |
| Income before income tax expense |  | 15,065 |  | 15,462 |  | 32,309 |  | 31,653 |
| Income tax expense |  | 2,782 |  | 2,760 |  | 5,871 |  | 5,544 |
| Net income | \$ | 12,283 | \$ | 12,702 | \$ | 26,438 | \$ | 26,109 |
| Preferred stock dividends | \$ | - | \$ | 808 | \$ | - | \$ | 1,923 |
| Net income allocated to participating stockholders |  | - |  | 40 |  | - |  | 921 |
| Net income available to common stockholders | \$ | 12,283 | \$ | 11,854 | \$ | 26,438 | \$ | 23,265 |
| Basic earnings per common share | \$ | 0.52 | \$ | 0.54 | \$ | 1.12 | \$ | 1.14 |
| Diluted earnings per common share |  | 0.52 |  | 0.53 |  | 1.11 |  | 1.13 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

## ORIGIN BANCORP, INC

## Condensed Consolidated Statements of Comprehensive Income

## (unaudited)

(Dollars in thousands)

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  | 2019 |  | 2018 |  |
| Net income | \$ | 12,283 | \$ | 12,702 | \$ | 26,438 | \$ | 26,109 |
| Other comprehensive income (loss) |  |  |  |  |  |  |  |  |
| Securities available for sale and transferred securities: |  |  |  |  |  |  |  |  |
| Net unrealized holding gains (losses) arising during the period |  | 5,351 |  | $(1,696)$ |  | 10,515 |  | $(7,380)$ |
| Net losses realized as a yield adjustment in interest on investment securities |  | (3) |  | (3) |  | (5) |  | (5) |
| Change in the net unrealized gains (losses) on investment securities, before tax |  | 5,348 |  | $(1,699)$ |  | 10,510 |  | $(7,385)$ |
| Income tax expense (benefit) related to net unrealized gains (losses) arising during the period |  | 1,123 |  | (357) |  | 2,207 |  | $(1,551)$ |
| Change in the net unrealized gain (loss) on investment securities, net of tax |  | 4,225 |  | $(1,342)$ |  | 8,303 |  | $(5,834)$ |
| Cash flow hedges: |  |  |  |  |  |  |  |  |
| Net unrealized (losses) gains arising during the period |  | (150) |  | 67 |  | (228) |  | 265 |
| Reclassification adjustment for gains (losses) included in net income |  | 14 |  | 5 |  | 30 |  | 21 |
| Change in the net unrealized (loss) gain on cash flow hedges, before tax |  | (164) |  | 62 |  | (258) |  | 244 |
| Income tax expense related to net unrealized (losses) gains on cash flow hedges |  | (34) |  | 13 |  | (54) |  | 51 |
| Change in the net unrealized (loss) gain on cash flow hedges, net of tax |  | (130) |  | 49 |  | (204) |  | 193 |
| Other comprehensive income (loss), net of tax |  | 4,095 |  | $(1,293)$ |  | 8,099 |  | $(5,641)$ |
| Comprehensive income | \$ | 16,378 | \$ | 11,409 | \$ | 34,537 | \$ | 20,468 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

## ORIGIN BANCORP, INC.

## Condensed Consolidated Statements of Changes in Stockholders' Equity (unaudited) <br> (Dollars in thousands, except per share amounts)



The accompanying notes are an integral part of these condensed consolidated financial statements.

## Condensed Consolidated Statements of Changes in Stockholders' Equity - Continued

 (unaudited)(Dollars in thousands, except per share amounts)

|  | $\begin{gathered} \text { Common } \\ \text { Shares } \\ \text { Outstanding } \\ \hline \end{gathered}$ | Preferred <br> Stock <br> Series <br> SBLF |  | Preferred Stock Series D |  | CommonStock |  | Additional Paid-In Capital |  | Retained Earnings |  | Accumulated Other Comprehensive Income (loss) |  | Less: <br> Retirement PlanOwned Shares |  | Total Stockholders' Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at January 1, 2019 | 23,726,559 | \$ | - | \$ | - | \$ | 118,633 | \$ | 242,041 | \$ | 191,585 | \$ | $(2,480)$ | \$ | - | \$ | 549,779 |
| Net income | - |  | - |  | - |  | - |  | - |  | 14,155 |  | - |  | - |  | 14,155 |
| Other comprehensive income, net of tax | - |  | - |  | - |  | - |  | - |  | - |  | 4,004 |  | - |  | 4,004 |
| Impact of adoption of ASU 2016-02 related to leases | - |  | - |  | - |  | - |  | - |  | 321 |  | - |  | - |  | 321 |
| Recognition of stock compensation, net | 19,426 |  | - |  | - |  | 97 |  | 538 |  | - |  | - |  | - |  | 635 |
| Dividends declared - common stock (\$0.0325 per share) | - |  | - |  | - |  | - |  | - |  | (772) |  | - |  | - |  | (772) |
| Balance at March 31, 2019 | 23,745,985 |  | - |  | - |  | 118,730 |  | 242,579 |  | 205,289 |  | 1,524 |  | - |  | 568,122 |
| Net income | - |  | - |  | - |  | - |  | - |  | 12,283 |  | - |  | - |  | 12,283 |
| Other comprehensive income, net of tax | - |  | - |  | - |  | - |  | - |  | - |  | 4,095 |  | - |  | 4,095 |
| Recognition of stock compensation, net | 28,253 |  | - |  | - |  | 141 |  | 423 |  | - |  | - |  | - |  | 564 |
| Dividends declared - common stock (\$0.0325 per share) | - |  | - |  | - |  | - |  | - |  | (771) |  | - |  | - |  | (771) |
| Balance at June 30, 2019 | $\underline{\text { 23,774,238 }}$ | \$ | - | \$ | - | \$ | 118,871 | \$ | 243,002 | \$ | 216,801 | \$ | 5,619 | \$ | - | \$ | 584,293 |

${ }^{(1)}$ The dividend rate on the Senior Non-Cumulative Perpetual Preferred stock, Series SBLF ("SBLF preferred stock") was payable quarterly at a fixed annual rate of 9\%. The Company redeemed all 48,260 shares of the SBLF preferred stock in June 2018.

The accompanying notes are an integral part of these condensed consolidated financial statements.

## ORIGIN BANCORP, INC.

## Condensed Consolidated Statements of Cash Flows

## (unaudited)

(Dollars in thousands)

| Cash flows from operating activities: | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  |
| Net income | \$ | 26,438 | \$ | 26,109 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Provision (benefit) for credit losses |  | 2,990 |  | $(1,213)$ |
| Depreciation and amortization |  | 3,294 |  | 2,698 |
| Net amortization on securities |  | 105 |  | 730 |
| Amortization of investments in tax credit funds |  | 810 |  | 975 |
| Deferred income tax (benefit) expense |  | (986) |  | 3,163 |
| Stock-based compensation expense |  | 1,034 |  | 417 |
| Originations of mortgage loans held for sale |  | $(123,922)$ |  | $(156,646)$ |
| Proceeds from mortgage loans held for sale |  | 110,469 |  | 159,321 |
| Gain on mortgage loans held for sale, including origination of servicing rights |  | $(3,078)$ |  | (993) |
| Net loss on disposals of premises and equipment |  | 73 |  | 19 |
| Increase in the cash surrender value of life insurance |  | (364) |  | (333) |
| Gain on equity securities without a readily determinable fair value |  | (367) |  | $(1,977)$ |
| Net losses (gains) on sales and write downs of other real estate owned |  | 90 |  | (79) |
| Other operating activities, net |  | 11,466 |  | $(2,173)$ |
| Net cash provided by operating activities |  | 28,052 |  | 30,018 |
| Cash flows from investing activities: |  |  |  |  |
| Purchases of securities available for sale |  | $(6,823)$ |  | $(318,649)$ |
| Maturities, paydowns and calls of securities available for sale |  | 43,898 |  | 207,554 |
| Purchases of securities held to maturity |  | $(10,000)$ |  | - |
| Maturities, paydowns and calls of securities held to maturity |  | 266 |  | 456 |
| Paydowns of securities carried at fair value |  | 240 |  | 230 |
| Net purchases of non-marketable equity securities held in other financial institutions |  | $(6,192)$ |  | - |
| Originations of mortgage warehouse loans |  | $(1,835,136)$ |  | (2,237,738) |
| Proceeds from pay-offs of mortgage warehouse loans |  | 1,818,065 |  | 2,222,288 |
| Net increase in loans, excluding mortgage warehouse and loans held for sale |  | $(173,969)$ |  | $(118,178)$ |
| Return of capital on limited partnership investments |  | 401 |  | 144 |
| Capital calls on limited partnership investments |  | (821) |  | $(2,125)$ |
| Purchases of premises and equipment |  | $(8,488)$ |  | $(2,261)$ |
| Proceeds from sales of premises and equipment |  | 27 |  | 111 |
| Proceeds from sales of other real estate owned |  | 95 |  | 586 |
| Net cash used in investing activities |  | $(178,437)$ |  | $(247,582)$ |

The accompanying notes are an integral part of these condensed consolidated financial statements.

## ORIGIN BANCORP, INC

## Condensed Consolidated Statements of Cash Flows - Continued

(Dollars in thousands)

| Cash flows from financing activities: | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  |
| Net increase in deposits | \$ | 71,874 | \$ | 160,083 |
| Repayments on long-term FHLB advances |  | (865) |  | (499) |
| Net increase (decrease) in short-term FHLB advances |  | 170,001 |  | - |
| Net decrease in securities sold under agreements to repurchase |  | $(6,372)$ |  | $(1,676)$ |
| Dividends paid |  | $(1,537)$ |  | $(4,407)$ |
| Taxes paid related to net share settlement of equity awards |  | - |  | (25) |
| Cash received from exercise of stock options |  | 166 |  | - |
| Proceeds from issuance of common stock, net of offering expenses |  | - |  | 94,735 |
| Redemption of Series SBLF preferred stock |  | - |  | $(48,260)$ |
| Net cash provided by financing activities |  | 233,267 |  | 199,951 |
| Net increase (decrease) in cash and cash equivalents |  | 82,882 |  | $(17,613)$ |
| Cash and cash equivalents at beginning of period |  | 116,678 |  | 187,187 |
| Cash and cash equivalents at end of period | \$ | 199,560 | \$ | 169,574 |
|  |  |  |  |  |
| Interest paid | \$ | 25,996 | \$ | 14,700 |
| Income taxes paid |  | 638 |  | 374 |
| Significant non-cash transactions: |  |  |  |  |
| Real estate acquired in settlement of loans |  | - |  | 662 |
| Conversion of Series D preferred stock to common stock |  | - |  | 16,998 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

## Note 1 - Significant Accounting Policies

Nature of Operations. Origin Bancorp, Inc. ("Company") is a financial holding company headquartered in Ruston, Louisiana. The Company's wholly owned bank subsidiary, Origin Bank ("Bank"), provides a broad range of financial services to businesses, municipalities, high net worth individuals and retail clients. The Company currently operates 43 banking centers located in North Louisiana, Central Mississippi, Dallas/Fort Worth and Houston, Texas. The Company principally operates in one business segment, community banking.

Basis of Presentation. The condensed consolidated financial statements in this quarterly report on Form 10-Q include the accounts of the Company and all other entities in which Origin Bancorp, Inc. has a controlling financial interest, including the Bank and Davison Insurance Agency, LLC. All significant intercompany balances and transactions have been eliminated in consolidation.

The condensed consolidated financial statements in this quarterly report on Form 10-Q have not been audited by an independent registered public accounting firm, excluding the figures as of December 31, 2018, but in the opinion of management, reflect all adjustments necessary for fair presentation of the Company's financial position and results of operations for the periods presented. These condensed consolidated financial statements of the Company have been prepared in accordance with U.S. generally accepted accounting principles ("U.S. GAAP") and with the rules and regulations of the Securities and Exchange Commission (the "SEC") for interim financial reporting. Accordingly, they do not include all of the information and footnotes required by U.S. GAAP for complete financial statements.

These condensed consolidated statements should be read in conjunction with the consolidated financial statements and notes thereto for the year ended December 31, 2018, included in the Company's annual report on Form 10-K ("2018 Form 10-K") filed with the SEC. Operating results for the interim periods disclosed herein are not necessarily indicative of results that may be expected for a full year. Certain prior year amounts have been reclassified to conform to the current year financial statement presentations. These reclassifications did not impact previously reported net income or comprehensive income.

The Company's significant accounting policies, including those for loans, impaired loans, non-accrual loans and allowance for loan losses, are described in Note 1 of the Notes to Consolidated Financial Statements for the year ended December 31, 2018, included in the Company's 2018 Form 10-K ("Note 1"). Except as described in the following paragraph, there have been no changes to the Company's significant accounting policies since December 31, 2018.

Effective January 1, 2019, two accounting policies were revised and updated from the accounting policies described in Note 1. Effective January 1, 2019, the Company began calculating earnings per share using the treasury method due to the conversion and redemption of all material participating securities during 2018, which eliminated the requirement to calculate earnings per share using the two-class method. See the discussion below titled "Earnings Per Share" for an explanation of these methodologies. Additionally, on January 1, 2019, the Company adopted Accounting Standards Update ("ASU") 2016-02, Leases (Topic 842), resulting in a change to the Company's lease accounting policies. See the discussion below titled "Effect of Recently Adopted Accounting Standards" for a description of policy revisions resulting from the Company's adoption of ASU 2016-02. For interim reporting purposes, the Company follows the same accounting policies and considers each interim period as an integral part of an annual period.

Use of Estimates. The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Material estimates that are particularly susceptible to change include the allowance for loan losses; the evaluation of investment securities for other than temporary impairment; fair value measurements of assets and liabilities; and income taxes. Estimates and assumptions are reviewed periodically and the effects of revisions are reflected in the Company's consolidated financial statements in the period they are deemed necessary. While management uses its best judgment, actual results could differ from those estimates.

## ORIGIN BANCORP, INC

## Notes to Condensed Consolidated Financial Statements

Earnings Per Share. Basic and diluted earnings per common share for periods beginning after December 31, 2018, are calculated using the treasury method. Under the treasury method, basic earnings per share is calculated as net income divided by the weighted average number of common shares outstanding during the period. Diluted earnings per share includes the dilutive effect of additional potential common shares issuable under stock options and restricted stock awards.

Basic and diluted earnings per common share for periods ending on or before December 31, 2018, were calculated using the two-class method. The two-class method is an earnings allocation formula that determines earnings per share for each share of common stock and participating securities according to dividends declared (distributed earnings) and participation rights in undistributed earnings. Distributed and undistributed earnings were allocated between common and participating security stockholders based on their respective rights to receive dividends. Share-based payment awards that contain nonforfeitable rights to dividends or dividend equivalents were considered participating securities (e.g., restricted stock grants). Preferred stock that receives dividends based on dividends paid on common stock was also considered a participating security (e.g., Series D preferred stock). Net income attributable to common stockholders was then divided by the weighted average number of common shares outstanding during the period, net of participating securities.

Diluted income per common share under the two-class method considers common stock issuable under the assumed release of unvested restricted stock awards, convertible preferred stock being converted to common stock, and the assumed exercise of stock options granted. The dilutive effect of sharebased payment awards that were not deemed to be participating securities was calculated using the treasury stock method, which assumes that the proceeds from exercise were used to purchase common stock at the average market price for the period. The dilutive effect of participating securities was calculated using the more dilutive of the treasury stock method (which assumes that the participating securities are exercised/released) or the two-class method (which assumes that the participating securities are not exercised/released and earnings are reallocated between common and participating security stockholders). Potentially dilutive common stock equivalents were excluded from the computation of diluted earnings per common share in periods in which the effect would be antidilutive.

## Effect of Recently Adopted Accounting Standards

ASU No. 2016-02 — Leases (Topic 842). ASU 2016-02 requires lessees to recognize a lease liability and a right-of-use ("ROU") asset on the balance sheet for operating leases. Accounting for finance (formerly known as capital) leases is substantially unchanged. The Company adopted this ASU as of January 1, 2019. Please see Note 6 - Leases for more information.

## Effect of Newly Issued But Not Yet Effective Accounting Standards

ASU No. 2018-13, Fair Value Measurement - (Topic 820): Disclosure Framework - Changes to the Disclosure Requirements for Fair Value Measurement. The amendments in this ASU modify the disclosure requirements on fair value measurements in Topic 820, Fair Value Measurement, based on the concepts in Financial Accounting Standards Board ("FASB") Concepts Statement, Conceptual Framework for Financial Reporting-Chapter 8: Notes to Financial Statements, including the consideration of costs and benefits. For public business entities that file reports with the SEC, the amendments in the update are effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. The Company is evaluating the impact of this ASU on the consolidated financial statements and disclosures.

ASU No. 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. This ASU amends guidance on reporting credit losses for assets held at amortized cost basis and available for sale debt securities. For assets held at amortized cost basis, Topic 326 eliminates the probable initial recognition threshold in current U.S. GAAP and, instead, requires an entity to reflect its current estimate of all expected credit losses. The allowance for credit losses is a valuation account that is deducted from the amortized cost basis of the financial assets to present the net amount expected to be collected. For available for sale debt securities, credit losses should be measured in a manner similar to current U.S. GAAP. However, Topic 326 will require that credit losses be presented as an allowance rather than as a write-down. This ASU affects entities holding financial assets and net investment in leases that are not accounted for at fair value through net income. The amendments affect loans, debt securities, trade receivables, net investments in leases, off-balance sheet credit exposures, reinsurance receivables, and any other financial assets not excluded from the scope that have the contractual right to receive cash. The Company anticipates a significant change in the processes and procedures to calculate the allowance for credit losses, including changes in assumptions and estimates to consider expected credit losses over the life of the loan versus the current accounting practice that utilizes the incurred loss model. The Company expects to recognize a one-time cumulative effect adjustment to the allowance for loan losses at the beginning of the first reporting period in which the new standard is effective, but cannot yet determine the magnitude of any such one-time adjustment or the overall

## ORIGIN BANCORP, INC.

## Notes to Condensed Consolidated Financial Statements

impact on its results of operations, financial position or disclosures. However, the Company has begun developing processes and procedures to ensure the Company is compliant at the required adoption date. Among other things, the Company has (1) selected a third-party vendor to provide a software solution, (2) evaluated data needs and data gaps (3) considered pooling criteria, (4) evaluated different loss estimation methodologies, (5) considered various forecasting models and forecast periods, and (6) begun evaluating accounting processes and internal controls that will be impacted by the adoption of the new standard. For public business entities that are SEC filers, the amendments in the update are effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. The Company continues to evaluate the impact of this ASU on the consolidated financial statements and disclosures.

## Note 2 - Earnings Per Share

| (Dollars in thousands, except per share amounts) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $2019{ }^{(1)}$ |  | $2018{ }^{(1)}$ |  | $2019{ }^{(1)}$ |  | $2018{ }^{(1)}$ |  |
| Basic earnings per common share |  |  |  |  |  |  |  |  |
| Net income | \$ | 12,283 | \$ | 12,702 | \$ | 26,438 | \$ | 26,109 |
| Less: Dividends to preferred stock |  | - |  | 808 |  | - |  | 1,923 |
| Less: Net income allocated to participating stockholders |  | - |  | 40 |  | - |  | 921 |
| Net income available to common stockholders | \$ | 12,283 | \$ | 11,854 | \$ | 26,438 | \$ | 23,265 |
| Weighted average common shares outstanding |  | 585,040 |  | 22,107,489 |  | 577,335 |  | 20,451,960 |
| Basic earnings per common share | \$ | 0.52 | \$ | 0.54 | \$ | 1.12 | \$ | 1.14 |
| Diluted earnings per common share |  |  |  |  |  |  |  |  |
| Diluted earnings applicable to common stockholders ${ }^{(2)}$ | \$ | 12,283 | \$ | 11,876 | \$ | 26,438 | \$ | 23,318 |
| Weighted average diluted common shares outstanding: |  |  |  |  |  |  |  |  |
| Weighted average common shares outstanding |  | 585,040 |  | 22,107,489 |  | 577,335 |  | 20,451,960 |
| Dilutive effect of stock-based awards |  | 201,606 |  | 274,514 |  | 204,023 |  | 274,514 |
| Weighted average diluted common shares outstanding |  | 86,646 |  | 22,382,003 |  | 781,358 |  | 20,726,474 |
| Diluted earnings per common share | \$ | 0.52 | \$ | 0.53 | \$ | 1.11 | \$ | 1.13 |

[^0]
## ORIGIN BANCORP, INC.

## Notes to Condensed Consolidated Financial Statements

## Note 3 - Securities

The following table is a summary of the amortized cost and estimated fair value, including gross unrealized gains and losses, of available for sale, held to maturity and securities carried at fair value through income for the dates indicated:

| (Dollars in thousands) | Amortized Cost |  | Gross Unrealized Gains |  | Gross Unrealized Losses |  | Fair <br> Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2019 |  |  |  |  |  |  |  |  |
| Available for sale: |  |  |  |  |  |  |  |  |
| State and municipal securities | \$ | 91,894 | \$ | 2,574 | \$ | (5) | \$ | 94,463 |
| Corporate bonds |  | 11,017 |  | 643 |  | - |  | 11,660 |
| U.S. Government and agency securities |  | 61,578 |  | 267 |  | (8) |  | 61,837 |
| Commercial mortgage-backed securities |  | 12,082 |  | 339 |  | - |  | 12,421 |
| Residential mortgage-backed securities |  | 175,853 |  | 2,572 |  | (332) |  | 178,093 |
| Commercial collateralized mortgage obligations |  | 4,360 |  | 53 |  | - |  | 4,413 |
| Residential collateralized mortgage obligations |  | 185,089 |  | 1,471 |  | (467) |  | 186,093 |
| Total | \$ | 541,873 | \$ | 7,919 | \$ | (812) | \$ | 548,980 |
| Held to maturity: |  |  |  |  |  |  |  |  |
| State and municipal securities | \$ | 28,897 | \$ | 437 | \$ | - | \$ | 29,334 |
| Securities carried at fair value through income: |  |  |  |  |  |  |  |  |
| State and municipal securities ${ }^{(1)}$ | \$ | 11,263 | \$ | - | \$ | - | \$ | 11,615 |
|  |  |  |  |  |  |  |  |  |
| December 31, 2018 |  |  |  |  |  |  |  |  |
| Available for sale: |  |  |  |  |  |  |  |  |
| State and municipal securities | \$ | 99,780 | \$ | 1,266 | \$ | (163) | \$ | 100,883 |
| Corporate bonds |  | 10,997 |  | 102 |  | (65) |  | 11,034 |
| U.S. Government and agency securities |  | 61,122 |  | 82 |  | (54) |  | 61,150 |
| Commercial mortgage-backed securities |  | 16,672 |  | 94 |  | - |  | 16,766 |
| Residential mortgage-backed securities |  | 188,058 |  | 417 |  | $(2,160)$ |  | 186,315 |
| Residential collateralized mortgage obligations |  | 202,422 |  | 315 |  | $(3,241)$ |  | 199,496 |
| Total | \$ | 579,051 | \$ | 2,276 | \$ | $(5,683)$ | \$ | 575,644 |
| Held to maturity: |  |  |  |  |  |  |  |  |
| State and municipal securities | \$ | 19,169 | \$ | - | \$ | (33) | \$ | 19,136 |
| Securities carried at fair value through income: |  |  |  |  |  |  |  |  |
| State and municipal securities ${ }^{(1)}$ | \$ | 11,503 | \$ | - | \$ | - | \$ | 11,361 |

[^1]
## Notes to Condensed Consolidated Financial Statements

Securities with unrealized losses at June 30, 2019, and December 31, 2018, aggregated by investment category and those individual securities that have been in a continuous unrealized loss position for less than 12 months and for 12 months or more were as follows:

| (Dollars in thousands) <br> June 30, 2019 | Less than 12 Months |  |  |  | 12 Months or More |  |  |  | Total |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair Value |  | Unrealized Loss |  | Fair Value |  | Unrealized Loss |  | Fair Value |  | Unrealized Loss |  |
| Available for sale: |  |  |  |  |  |  |  |  |  |  |  |  |
| State and municipal securities | \$ | 1,489 | \$ | (1) | \$ | 1,187 | \$ | (4) | \$ | 2,676 | \$ | (5) |
| U.S. Government and agency securities |  | 731 |  | (8) |  | - |  | - |  | 731 |  | (8) |
| Residential mortgage-backed securities |  | 907 |  | (2) |  | 54,880 |  | (330) |  | 55,787 |  | (332) |
| Residential collateralized mortgage obligations |  | 7,358 |  | (29) |  | 46,569 |  | (438) |  | 53,927 |  | (467) |
| Total | \$ | 10,485 | \$ | (40) | \$ | 102,636 | \$ | (772) | \$ | 113,121 | \$ | (812) |
| Held to maturity: |  |  |  |  |  |  |  |  |  |  |  |  |
| State and municipal securities | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |

December 31, 2018

| Available for sale: |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| State and municipal securities | \$ | 13,101 | \$ | (50) | \$ | 8,463 | \$ | (113) | \$ | 21,564 | \$ | (163) |
| Corporate bonds |  | 7,932 |  | (65) |  | - |  | - |  | 7,932 |  | (65) |
| U.S. Government and agency securities |  | 56,271 |  | (54) |  | - |  | - |  | 56,271 |  | (54) |
| Residential mortgage-backed securities |  | 18,836 |  | (65) |  | 77,471 |  | $(2,095)$ |  | 96,307 |  | $(2,160)$ |
| Residential collateralized mortgage obligations |  | 14,711 |  | (79) |  | 120,601 |  | $(3,162)$ |  | 135,312 |  | $(3,241)$ |
| Total | \$ | 110,851 | \$ | (313) | \$ | 206,535 | \$ | $(5,370)$ | \$ | 317,386 | \$ | $(5,683)$ |
| Held to maturity: |  |  |  |  |  |  |  |  |  |  |  |  |
| State and municipal securities | \$ | 13,921 | \$ | (33) | \$ | - | \$ | - | \$ | 13,921 | \$ | (33) |

At June 30, 2019, the Company had 44 individual securities that were in an unrealized loss position. The unrealized losses for each of the securities related to market interest rate changes. The Company has considered the current market for the securities in an unrealized loss position, as well as the severity and duration of the impairments, and expects that the value will recover. Management does not intend to sell these investments until the fair value exceeds amortized cost and it is more likely than not that the Company will not be required to sell debt securities before the anticipated recovery of the amortized cost basis of the security; thus, the impairment is determined not to be other-than-temporary.

The following table presents the amortized cost and fair value of securities available for sale and held to maturity at June 30, 2019, grouped by contractual maturity. Mortgage-backed securities and collateralized mortgage obligations, which do not have contractual payments due at a single maturity date, are shown separately. Actual maturities for mortgage-backed securities and collateralized mortgage obligations will differ from contractual maturities as a result of prepayments made on the underlying mortgages.

| (Dollars in thousands) June 30, 2019 | Held to Maturity |  |  |  | Available for Sale |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost |  | Fair Value |  | Amortized Cost |  | Fair Value |  |
| Due in one year or less | \$ | - | \$ | - | \$ | 59,863 | \$ | 59,908 |
| Due after one year through five years |  | 13,687 |  | 13,784 |  | 24,594 |  | 25,037 |
| Due after five years through ten years |  | 10,000 |  | 10,328 |  | 75,818 |  | 78,645 |
| Due after ten years |  | 5,210 |  | 5,222 |  | 4,214 |  | 4,370 |
| Commercial mortgage-backed securities |  | - |  | - |  | 12,082 |  | 12,421 |
| Residential mortgage-backed securities |  | - |  | - |  | 175,853 |  | 178,093 |
| Commercial collateralized mortgage obligations |  | - |  | - |  | 4,360 |  | 4,413 |
| Residential collateralized mortgage obligations |  | - |  | - |  | 185,089 |  | 186,093 |
| Total | \$ | 28,897 | \$ | 29,334 | \$ | 541,873 | \$ | 548,980 |

## ORIGIN BANCORP, INC.

## Notes to Condensed Consolidated Financial Statements

The following table presents carrying amounts of securities pledged as collateral for public deposits and repurchase agreements as of the dates presented.

| (Dollars in thousands) | June 30, 2019 |  | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| Carrying value of securities pledged to secure public deposits | \$ | 312,971 | \$ | 364,055 |
| Carrying value of securities pledged to repurchase agreements |  | 40,500 |  | 48,847 |

## Note 4 - Loans

Loans consisted of the following:

| (Dollars in thousands) | June 30, 2019 |  | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| Loans held for sale | \$ | 58,408 | \$ | 52,210 |
| Loans held for investment: |  |  |  |  |
| Loans secured by real estate: |  |  |  |  |
| Commercial real estate | \$ | 1,219,470 | \$ | 1,228,402 |
| Construction/land/land development |  | 524,999 |  | 429,660 |
| Residential real estate |  | 651,988 |  | 629,714 |
| Total real estate |  | 2,396,457 |  | 2,287,776 |
| Commercial and industrial |  | 1,341,652 |  | 1,272,566 |
| Mortgage warehouse lines of credit |  | 224,939 |  | 207,871 |
| Consumer |  | 21,549 |  | 20,892 |
| Total loans held for investment ${ }^{(1)}$ |  | 3,984,597 |  | 3,789,105 |
| Less: Allowance for loan losses |  | 36,683 |  | 34,203 |
| Net loans held for investment | \$ | 3,947,914 | \$ | 3,754,902 |

${ }^{(1)}$ Includes net deferred loan fees of $\$ 3.5$ million and $\$ 3.2$ million at June 30, 2019, and December 31, 2018, respectively.
Included in total loans held for investment were $\$ 18.3$ million and $\$ 18.6$ million of commercial real estate loans for which the fair value option was elected as of June 30, 2019, and December 31, 2018, respectively. The Company mitigates the interest rate component of fair value risk on loans at fair value by entering into derivative interest rate contracts. See Note 5 - Fair Value of Financial Instruments for more information on loans for which the fair value option has been elected.

Credit quality indicators. As part of the Company's commitment to manage the credit quality of its loan portfolio, management annually updates and evaluates certain credit quality indicators, which include but are not limited to (i) weighted-average risk rating of the loan portfolio, (ii) net charge-offs, (iii) level of non-performing loans, (iv) level of classified loans, and (v) the general economic conditions in the states in which the Company operates. The Company maintains an internal risk rating system where ratings are assigned to individual loans based on assessed risk. Loan risk ratings are the primary indicator of credit quality for the loan portfolio and are continually evaluated to ensure they are appropriate based on currently available information.

The following is a summary description of the Company's internal risk ratings:

- Pass (1-6)

Minimal risk (1)
Moderate risk (2)
Better than average risk (3)

Average risk (4)

Loans within this risk rating are further categorized as follows:
Well-collateralized by cash equivalent instruments held by the Bank.
Borrowers with excellent asset quality and liquidity. Borrowers' capitalization and liquidity exceed industry norms. Borrowers in this category have significant levels of liquid assets and have a low level of leverage.
Borrowers with strong financial strength and excellent liquidity that consistently demonstrate strong operating performance. Borrowers in this category generally have a sizable net worth that can be converted into liquid assets within 12 months.
Borrowers with sound credit quality and financial performance, including liquidity. Borrowers are supported by sufficient cash flow coverage generated through operations across the full business cycle.

Marginally acceptable risk (5)

Watch (6)

- Special Mention (7)
- Substandard (8)
- Doubtful (9)
- Loss (0)

Loans generally meet minimum requirements for an acceptable loan in accordance with lending policy, but possess one or more attributes that cause the overall risk profile to be higher than the majority of newly approved loans.
A passing loan with one or more factors that identify a potential weakness in the overall ability of the borrower to repay the loan. These weaknesses are generally mitigated by other factors that reduce the risk of delinquency or loss.
This grade is intended to be temporary and includes borrowers whose credit quality has deteriorated and is at risk of further decline.
This grade includes "Substandard" loans under regulatory guidelines. Substandard loans exhibit a well-defined weakness that jeopardizes debt repayment in accordance with contractual agreements, even though the loan may be performing. These obligations are characterized by the distinct possibility that a loss may be incurred if these weaknesses are not corrected and repayment may be dependent upon collateral liquidation or secondary source of repayment.
This grade includes "Doubtful" loans under regulatory guidelines. Such loans are placed on nonaccrual status and repayment may be dependent upon collateral with no readily determinable valuation or valuations that are highly subjective in nature. Repayment for these loans is considered improbable based on currently existing facts and circumstances.
This grade includes "Loss" loans under regulatory guidelines. Loss loans are charged-off or written down when repayment is not expected.

The recorded investments in loans by credit quality indicator at June 30, 2019, and December 31, 2018, excluding loans held for sale, were as follows:

| (Dollars in thousands) | June 30, 2019 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pass |  | Special Mention |  | Substandard |  | Doubtful |  | Loss |  | Total |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 1,188,742 | \$ | 12,803 | \$ | 17,925 | \$ | - | \$ | - | \$ | 1,219,470 |
| Construction/land/land development |  | 523,414 |  | 154 |  | 1,431 |  | - |  | - |  | 524,999 |
| Residential real estate |  | 643,039 |  | 1,122 |  | 7,827 |  | - |  | - |  | 651,988 |
| Total real estate |  | 2,355,195 |  | 14,079 |  | 27,183 |  | - |  | - |  | 2,396,457 |
| Commercial and industrial |  | 1,265,515 |  | 26,906 |  | 49,231 |  | - |  | - |  | 1,341,652 |
| Mortgage warehouse lines of credit |  | 224,939 |  | - |  | - |  | - |  | - |  | 224,939 |
| Consumer |  | 21,393 |  | - |  | 156 |  | - |  | - |  | 21,549 |
| Total loans held for investment | \$ | 3,867,042 | \$ | 40,985 | \$ | 76,570 | \$ | - | \$ | - | \$ | 3,984,597 |


| (Dollars in thousands) | December 31, 2018 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pass |  | Special Mention |  | Substandard |  | Doubtful |  | Loss |  | Total |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 1,206,194 | \$ | 3,101 | \$ | 19,107 | \$ | - | \$ | - | \$ | 1,228,402 |
| Construction/land/land development |  | 426,770 |  | 157 |  | 2,733 |  | - |  | - |  | 429,660 |
| Residential real estate |  | 617,996 |  | 1,142 |  | 10,576 |  | - |  | - |  | 629,714 |
| Total real estate |  | 2,250,960 |  | 4,400 |  | 32,416 |  | - |  | - |  | 2,287,776 |
| Commercial and industrial |  | 1,190,718 |  | 34,964 |  | 46,884 |  | - |  | - |  | 1,272,566 |
| Mortgage warehouse lines of credit |  | 207,871 |  | - |  | - |  | - |  | - |  | 207,871 |
| Consumer |  | 20,712 |  | - |  | 180 |  | - |  | - |  | 20,892 |
| Total loans held for investment | \$ | 3,670,261 | \$ | 39,364 | \$ | 79,480 | \$ | - | \$ | - | \$ | 3,789,105 |

## Notes to Condensed Consolidated Financial Statements

The following tables present the Company's loan portfolio aging analysis at the dates indicated:

| (Dollars in thousands) | June 30, 2019 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30-59 Days Past <br> Due |  | 60-89 Days Past Due |  | Loans Past Due 90 Days or More |  | Total Past Due |  | Current Loans |  | Total Loans Receivable |  | Accruing <br> Loans 90 or More Days Past Due |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 2,822 | \$ | - | \$ | 7,857 | \$ | 10,679 | \$ | 1,208,791 | \$ | 1,219,470 | \$ | - |
| Construction/land/land development |  | 768 |  | 249 |  | 56 |  | 1,073 |  | 523,926 |  | 524,999 |  | - |
| Residential real estate |  | 663 |  | 838 |  | 3,063 |  | 4,564 |  | 647,424 |  | 651,988 |  | - |
| Total real estate |  | 4,253 |  | 1,087 |  | 10,976 |  | 16,316 |  | 2,380,141 |  | 2,396,457 |  | - |
| Commercial and industrial |  | 704 |  | 708 |  | 13,978 |  | 15,390 |  | 1,326,262 |  | 1,341,652 |  | - |
| Mortgage warehouse lines of credit |  | - |  | - |  | - |  | - |  | 224,939 |  | 224,939 |  | - |
| Consumer |  | 170 |  | - |  | 8 |  | 178 |  | 21,371 |  | 21,549 |  | - |
| Total loans held for investment | \$ | 5,127 | \$ | 1,795 | \$ | 24,962 | \$ | 31,884 | \$ | 3,952,713 | \$ | 3,984,597 | \$ | - |


|  | December 31, 2018 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) |  | ys Past e |  | ays Past ue |  | Past Due ays or ore |  | Past Due |  | rent Loans |  | tal Loans ceivable |  |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 458 | \$ | 1,409 | \$ | 7,224 | \$ | 9,091 | \$ | 1,219,311 | \$ | 1,228,402 | \$ | - |
| Construction/land/land development |  | 2,657 |  | - |  | 435 |  | 3,092 |  | 426,568 |  | 429,660 |  | - |
| Residential real estate |  | 2,137 |  | 527 |  | 4,149 |  | 6,813 |  | 622,901 |  | 629,714 |  | - |
| Total real estate |  | 5,252 |  | 1,936 |  | 11,808 |  | 18,996 |  | 2,268,780 |  | 2,287,776 |  | - |
| Commercial and industrial |  | 276 |  | 8,263 |  | 6,157 |  | 14,696 |  | 1,257,870 |  | 1,272,566 |  | - |
| Mortgage warehouse lines of credit |  | - |  | - |  | - |  | - |  | 207,871 |  | 207,871 |  | - |
| Consumer |  | 383 |  | 8 |  | 2 |  | 393 |  | 20,499 |  | 20,892 |  | - |
| Total loans held for investment | \$ | 5,911 | \$ | 10,207 | \$ | 17,967 | \$ | 34,085 | \$ | 3,755,020 | \$ | 3,789,105 | \$ | - |

The following tables detail activity in the allowance for loan losses by portfolio segment. Allocation of a portion of the allowance to one category of loans does not preclude its availability to absorb losses in other categories.

Three Months Ended June 30, 2019


[^2]| (Dollars in thousands) | Three Months Ended June 30, 2018 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Beginning Balance |  | Charge-offs |  | Recoveries |  | Provision (Benefit) ${ }^{(1)}$ |  | Ending Balance |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 10,144 | \$ | - | \$ | 89 | \$ | (465) | \$ | 9,768 |
| Construction/land/land development |  | 2,707 |  | - |  | - |  | 446 |  | 3,153 |
| Residential real estate |  | 5,471 |  | - |  | 30 |  | (33) |  | 5,468 |
| Commercial and industrial |  | 15,337 |  | 766 |  | 546 |  | 182 |  | 15,299 |
| Mortgage warehouse lines of credit |  | 158 |  | - |  | - |  | 45 |  | 203 |
| Consumer |  | 315 |  | 28 |  | 8 |  | (35) |  | 260 |
| Total | \$ | 34,132 | \$ | 794 | \$ | 673 | \$ | 140 | \$ | 34,151 |

${ }^{(1)}$ The $\$ 311,000$ provision for credit losses on the condensed consolidated statements of income includes a $\$ 140,000$ net loan loss provision and a $\$ 171,000$ provision for off-balance sheet commitments for the three months ended June 30, 2018.

| (Dollars in thousands) <br> Loans secured by real estate: | Six Months Ended June 30, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Beginning Balance |  | Charge-offs |  | Recoveries |  | Provision (Benefit) ${ }^{(1)}$ |  | Ending Balance |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 8,999 | \$ | 195 | \$ | 59 | \$ | 557 | \$ | 9,420 |
| Construction/land/land development |  | 3,331 |  | 38 |  | 1 |  | 647 |  | 3,941 |
| Residential real estate |  | 5,705 |  | - |  | 45 |  | (118) |  | 5,632 |
| Commercial and industrial |  | 15,616 |  | 1,133 |  | 1,195 |  | 1,499 |  | 17,177 |
| Mortgage warehouse lines of credit |  | 316 |  | 29 |  | - |  | (24) |  | 263 |
| Consumer |  | 236 |  | 53 |  | 23 |  | 44 |  | 250 |
| Total | \$ | 34,203 | \$ | 1,448 | \$ | 1,323 | \$ | 2,605 | \$ | 36,683 |

${ }^{(1)}$ The $\$ 3.0$ million provision for credit losses on the condensed consolidated statements of income includes a $\$ 2.6$ million net loan loss provision and a $\$ 385,000$ provision for off-balance sheet commitments for the six months ended June 30, 2019.

| (Dollars in thousands) | Six Months Ended June 30, 2018 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Beginning Balance |  | Charge-offs |  | Recoveries |  | Provision (Benefit) ${ }^{(1)}$ |  | Ending Balance |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 8,998 | \$ | 9 | \$ | 216 | \$ | 563 | \$ | 9,768 |
| Construction/land/land development |  | 2,950 |  | - |  | 1 |  | 202 |  | 3,153 |
| Residential real estate |  | 5,807 |  | 9 |  | 49 |  | (379) |  | 5,468 |
| Commercial and industrial |  | 18,831 |  | 2,469 |  | 720 |  | $(1,783)$ |  | 15,299 |
| Mortgage warehouse lines of credit |  | 214 |  | - |  | - |  | (11) |  | 203 |
| Consumer |  | 283 |  | 45 |  | 32 |  | (10) |  | 260 |
| Total | \$ | 37,083 | \$ | 2,532 | \$ | 1,018 | \$ | $(1,418)$ | \$ | 34,151 |

[^3]
## Notes to Condensed Consolidated Financial Statements

The following tables present the balance of loans receivable by method of impairment evaluation at the dates indicated:

(1) Excludes $\$ 18.3$ million of commercial real estate loans at fair value, which are not evaluated for impairment due to the fair value option election. See Note 5 - Fair Value of Financial Instruments for more information.


[^4]
## Notes to Condensed Consolidated Financial Statements

The following tables present impaired loans at the dates indicated. No mortgage warehouse lines of credit were impaired at either June 30, 2019, or December 31, 2018.

| (Dollars in thousands) | June 30, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unpaid Contractual Principal Balance |  | Recorded Investment with no Allowance |  | Recorded Investment with an Allowance |  | Total Recorded Investment |  | Allocation of Allowance for Loan Losses |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 12,224 | \$ | 9,776 | \$ | 119 | \$ | 9,895 | \$ | 2 |
| Construction/land/land development |  | 1,525 |  | 827 |  | 329 |  | 1,156 |  | 2 |
| Residential real estate |  | 5,584 |  | 4,274 |  | 430 |  | 4,704 |  | 8 |
| Total real estate |  | 19,333 |  | 14,877 |  | 878 |  | 15,755 |  | 12 |
| Commercial and industrial |  | 18,631 |  | 15,651 |  | 380 |  | 16,031 |  | 181 |
| Consumer |  | 140 |  | - |  | 131 |  | 131 |  | 3 |
| Total impaired loans | \$ | 38,104 | \$ | 30,528 | \$ | 1,389 | \$ | 31,917 | \$ | 196 |


| (Dollars in thousands) | December 31, 2018 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unpaid Contractual Principal Balance |  | Recorded Investment with no Allowance |  | Recorded Investment with an Allowance |  | Total Recorded Investment |  | Allocation of Allowance for Loan Losses |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 10,894 | \$ | 8,725 | \$ | 48 | \$ | 8,773 | \$ | 5 |
| Construction/land/land development |  | 1,329 |  | 838 |  | 179 |  | 1,017 |  | 19 |
| Residential real estate |  | 7,815 |  | 6,092 |  | 784 |  | 6,876 |  | 68 |
| Total real estate |  | 20,038 |  | 15,655 |  | 1,011 |  | 16,666 |  | 92 |
| Commercial and industrial |  | 18,883 |  | 15,806 |  | 622 |  | 16,428 |  | 255 |
| Consumer |  | 202 |  | - |  | 184 |  | 184 |  | 19 |
| Total impaired loans | \$ | 39,123 | \$ | 31,461 | \$ | 1,817 | \$ | 33,278 | \$ | 366 |

The average recorded investment and interest recognized on impaired loans while classified as impaired for the three and six months ended June 30, 2019 and 2018, were as follows:

| (Dollars in thousands) | Three Months Ended June 30, |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  |  |  | 2018 |  |  |  |
|  | Average Recorded Investment |  | Interest Income Recognized |  | Average Recorded Investment |  | Interest Income Recognized |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 9,880 | \$ | 6 | \$ | 10,093 | \$ | 15 |
| Construction/land/land development |  | 1,145 |  | 2 |  | 1,368 |  | 2 |
| Residential real estate |  | 4,830 |  | 5 |  | 7,543 |  | 11 |
| Total real estate |  | 15,855 |  | 13 |  | 19,004 |  | 28 |
| Commercial and industrial |  | 15,885 |  | 3 |  | 13,198 |  | 56 |
| Consumer |  | 165 |  | 1 |  | 274 |  | 1 |
| Total impaired loans | \$ | 31,905 | \$ | 17 | \$ | 32,476 | \$ | 85 |

## Notes to Condensed Consolidated Financial Statements

| (Dollars in thousands) | Six Months Ended June 30, |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  |  |  | 2018 |  |  |  |
|  | Average Recorded Investment |  | Interest Income Recognized |  | Average Recorded Investment |  | Interest Income Recognized |  |
| Loans secured by real estate: |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 9,532 | \$ | 11 | \$ | 9,942 | \$ | 43 |
| Construction/land/land development |  | 1,090 |  | 4 |  | 1,650 |  | 11 |
| Residential real estate |  | 5,467 |  | 12 |  | 7,619 |  | 36 |
| Total real estate |  | 16,089 |  | 27 |  | 19,211 |  | 90 |
| Commercial and industrial |  | 16,083 |  | 9 |  | 15,792 |  | 105 |
| Consumer |  | 172 |  | 2 |  | 266 |  | 3 |
| Total impaired loans | \$ | 32,344 | \$ | 38 | \$ | 35,269 | \$ | 198 |

All interest accrued but not received for loans placed on nonaccrual status is reversed against interest income. Subsequent receipts on nonaccrual loans are recorded as a reduction of principal, and interest income is recorded only after principal recovery is reasonably assured. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured. Troubled debt restructurings ("TDRs") are included in certain loan categories within impaired loans. At June 30, 2019, the Company had no funding commitments in connection with impaired loans.

Non-performing (nonaccrual) loans held for investment were as follows:

| (Dollars in thousands) | June 30, 2019 |  | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| Loans secured by real estate: |  |  |  |  |
| Commercial real estate | \$ | 9,423 | \$ | 8,281 |
| Construction/land/land development |  | 1,111 |  | 935 |
| Residential real estate |  | 4,978 |  | 6,668 |
| Total real estate |  | 15,512 |  | 15,884 |
| Commercial and industrial |  | 14,810 |  | 15,792 |
| Consumer |  | 156 |  | 180 |
| Total nonaccrual loans | \$ | 30,478 | \$ | 31,856 |

For the six months ended June 30, 2019 and 2018, gross interest income that would have been recorded if the nonaccruing loans had been current in accordance with their original terms was $\$ 797,000$ and $\$ 651,000$, respectively. No interest income was recorded on these loans while they were considered nonaccrual during the six months ended June 30, 2019 or 2018.

The Company elects the fair value option for recording certain residential mortgage loans held for sale, as well as certain commercial real estate and commercial and industrial loans, in accordance with U.S. GAAP. The Company had $\$ 2.0$ million of nonaccrual mortgage loans held for sale that were recorded using the fair value option election at June 30, 2019, and $\$ 741,000$ at December 31, 2018. There were no nonaccrual loans held for investment that were recorded using the fair value option election at June 30, 2019, or December 31, 2018.

The following is a summary of loans classified as TDRs.

| (Dollars in thousands) | June 30, 2019 |  | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| TDRs |  |  |  |  |
| Nonaccrual TDRs | \$ | 5,857 | \$ | 5,793 |
| Performing TDRs |  | 2,015 |  | 2,054 |
| Total | \$ | 7,872 | \$ | 7,847 |

## Notes to Condensed Consolidated Financial Statements

The following table presents the pre-modification balance of TDR modifications that occurred during the periods indicated and the ending balances by concession type as of the period presented.

|  | Three Months Ended June 30, 2019 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Number of Loans Restructured | Pre-modification Recorded Balance |  | Term Concessions |  | Combination of Term and Rate Concessions |  | Total <br> Modifications |  |
| Commercial and industrial | 2 | \$ | 789 | \$ | 779 | \$ | - | \$ | 779 |
| Consumer | 1 |  | 11 |  | 11 |  | - |  | 11 |
| Total | 3 | \$ | 800 | \$ | 790 | \$ | - | \$ | 790 |


|  | Six Months Ended June 30, 2019 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Number of Loans Restructured | Pre-modification Recorded Balance |  | Term Concessions |  | Combination of Term and Rate Concessions |  | Total <br> Modifications |  |
| Construction/land/land development | 1 | \$ | 361 | \$ | - | \$ | 354 | \$ | 354 |
| Commercial and industrial | 3 |  | 808 |  | 796 |  | - |  | 796 |
| Consumer | 1 |  | 11 |  | 11 |  | - |  | 11 |
| Total | 5 | \$ | 1,180 | \$ | 807 | \$ | 354 | \$ | 1,161 |


|  | Three Months Ended June 30, 2018 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Number of Loans Restructured | Pre-modification Recorded Balance |  | Term Concessions |  | Interest Rate Concessions |  | Combination of Term and Rate Concessions |  | Total Modifications |  |
| Residential real estate | 4 | \$ | 92 | \$ | 51 | \$ | 21 | \$ | 17 | \$ | 89 |
| Consumer | 1 |  | 33 |  | - |  | - |  | 32 |  | 32 |
| Total | 5 | \$ | 125 | \$ | 51 | \$ | 21 | \$ | 49 | \$ | 121 |


|  | Six Months Ended June 30, 2018 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Number of Loans Restructured | Pre-modification Recorded Balance |  | Term Concessions |  | Interest Rate Concessions |  | Combination of Term and Rate Concessions |  | Total Modifications |  |
| Residential real estate | 5 | \$ | 187 | \$ | 51 | \$ | 21 | \$ | 106 | \$ | 178 |
| Consumer | 1 |  | 33 |  | - |  | - |  | 32 |  | 32 |
| Total | 6 | \$ | 220 | \$ | 51 | \$ | 21 | \$ | 138 | \$ | 210 |

During the six months ended June 30, 2019, no loan defaulted after having been modified as a TDR within the previous 12 months. During the six months ended June 30, 2018, two loans with a combined outstanding principal balance of $\$ 68,000$ defaulted after having been modified as a TDR within the previous 12 months. A payment default is defined as a loan that was 90 or more days past due. The modifications made during the six months ended June 30 , 2019, did not significantly impact the Company's determination of the allowance for loan losses. The Company monitors the performance of the modified loans to their restructured terms on an ongoing basis. In the event of a subsequent default, the allowance for loan losses continues to be reassessed on the basis of an individual evaluation of the loan.

## Notes to Condensed Consolidated Financial Statements

## Note 5 - Fair Value of Financial Instruments

Fair value is the exchange price that is expected to be received for an asset or paid to transfer a liability (exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Certain assets and liabilities are recorded in the Company's condensed consolidated financial statements at fair value. Some are recorded on a recurring basis and some on a non-recurring basis.

The Company utilizes fair value measurement to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. The determination of fair values of financial instruments often requires the use of estimates. In cases where quoted market values in an active market are not available, the Company utilizes valuation techniques that are consistent with the market approach, the income approach and/or the cost approach to estimate the fair values of its financial instruments. Such valuation techniques are consistently applied.

A hierarchy for fair value has been established which categorizes the valuation techniques into three levels used to measure fair value. The three levels are as follows:

Level 1 - Fair value is based on unadjusted quoted prices in active markets for identical assets or liabilities.
Level 2 - Fair value is based on significant other observable inputs that are generally determined based on a single price for each financial instrument provided to the Company by an unrelated third-party pricing service and is based on one or more of the following:

- Quoted prices for similar, but not identical, assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in markets that are not active;
- Inputs other than quoted prices that are observable, such as interest rate and yield curves, volatilities, prepayment speeds, loss severities, credit risks and default rates; and
- Other inputs derived from or corroborated by observable market inputs.

Level 3 - Prices or valuation techniques that require inputs that are both significant and unobservable in the market. These instruments are valued using the best information available, some of which is internally developed, and reflects the Company's own assumptions about the risk premiums that market participants would generally require and the assumptions they would use.

There were no transfers between fair value reporting levels for any period presented.

# ORIGIN BANCORP, INC. 

## Notes to Condensed Consolidated Financial Statements

## Fair Values of Assets and Liabilities Recorded on a Recurring Basis

The following tables summarize financial assets and financial liabilities recorded at fair value on a recurring basis at June 30, 2019, and December 31, 2018, segregated by the level of valuation inputs within the fair value hierarchy utilized to measure fair value.

| (Dollars in thousands) | June 30, 2019 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1 |  | Level 2 |  | Level 3 |  | Total |  |
| State and municipal securities | \$ | - | \$ | 55,911 | \$ | 38,552 | \$ | 94,463 |
| Corporate bonds |  | - |  | 11,660 |  | - |  | 11,660 |
| U.S. Government and agency securities |  | 56,254 |  | 5,583 |  | - |  | 61,837 |
| Commercial mortgage-backed securities |  | - |  | 12,421 |  | - |  | 12,421 |
| Residential mortgage-backed securities |  | - |  | 178,093 |  | - |  | 178,093 |
| Commercial collateralized mortgage obligations |  | - |  | 4,413 |  | - |  | 4,413 |
| Residential collateralized mortgage obligations |  | - |  | 186,093 |  | - |  | 186,093 |
| Securities available for sale |  | 56,254 |  | 454,174 |  | 38,552 |  | 548,980 |
| Securities carried at fair value through income |  | - |  | - |  | 11,615 |  | 11,615 |
| Loans held for sale |  | - |  | 34,401 |  | - |  | 34,401 |
| Loans at fair value |  | - |  | - |  | 18,273 |  | 18,273 |
| Mortgage servicing rights |  | - |  | - |  | 21,529 |  | 21,529 |
| Other assets - derivatives |  | - |  | 9,350 |  | - |  | 9,350 |
| Total recurring fair value measurements - assets | \$ | 56,254 | \$ | 497,925 | \$ | 89,969 | \$ | 644,148 |
|  |  |  |  |  |  |  |  |  |
| Other liabilities - derivatives | \$ | - | \$ | $(9,187)$ | \$ | - | \$ | $(9,187)$ |
| Total recurring fair value measurements - liabilities | \$ | - | \$ | $(9,187)$ | \$ | - | \$ | $(9,187)$ |


| (Dollars in thousands) | December 31, 2018 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Level 1 |  | Level 2 |  | Level 3 |  | Total |  |
| State and municipal securities | \$ | - | \$ | 61,522 | \$ | 39,361 | \$ | 100,883 |
| Corporate bonds |  | - |  | 11,034 |  | - |  | 11,034 |
| U.S. Government and agency securities |  | 55,515 |  | 5,635 |  | - |  | 61,150 |
| Commercial mortgage-backed securities |  | - |  | 16,766 |  | - |  | 16,766 |
| Residential mortgage-backed securities |  | - |  | 186,315 |  | - |  | 186,315 |
| Residential collateralized mortgage obligations |  | - |  | 199,496 |  | - |  | 199,496 |
| Securities available for sale |  | 55,515 |  | 480,768 |  | 39,361 |  | 575,644 |
| Securities carried at fair value through income |  | - |  | - |  | 11,361 |  | 11,361 |
| Loans held for sale |  | - |  | 21,562 |  | - |  | 21,562 |
| Loans at fair value |  | - |  | - |  | 18,571 |  | 18,571 |
| Mortgage servicing rights |  | - |  | - |  | 25,114 |  | 25,114 |
| Other assets - derivatives |  | - |  | 3,563 |  | - |  | 3,563 |
| Total recurring fair value measurements - assets | \$ | 55,515 | \$ | 505,893 | \$ | 94,407 | \$ | 655,815 |
|  |  |  |  |  |  |  |  |  |
| Other liabilities - derivatives | \$ | - | \$ | $(2,846)$ | \$ | - | \$ | $(2,846)$ |
| Total recurring fair value measurements - liabilities | \$ | - | \$ | $(2,846)$ | \$ | - | \$ | $(2,846)$ |

## ORIGIN BANCORP, INC.

## Notes to Condensed Consolidated Financial Statements

The changes in Level 3 assets and liabilities measured at fair value on a recurring basis for the six months ended June 30, 2019 and 2018 , are summarized as follows:

| (Dollars in thousands) | Loans at Fair Value |  | MSRs |  | Securities Available for Sale |  | Securities at Fair Value Through Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at January 1, 2019 | \$ | 18,571 | \$ | 25,114 | \$ | 39,361 | \$ | 11,361 |
| Gain (loss) recognized in earnings: |  |  |  |  |  |  |  |  |
| Mortgage banking revenue ${ }^{(1)}$ |  | - |  | $(4,291)$ |  | - |  | - |
| Other noninterest income |  | 213 |  | - |  | - |  | 494 |
| Gain recognized in accumulated other comprehensive income |  | - |  | - |  | 1,010 |  | - |
| Purchases, issuances, sales and settlements: |  |  |  |  |  |  |  |  |
| Originations |  | - |  | 706 |  | - |  | - |
| Settlements |  | (511) |  | - |  | $(1,819)$ |  | (240) |
| Balance at June 30, 2019 | \$ | 18,273 | \$ | 21,529 | \$ | 38,552 | \$ | 11,615 |
|  |  |  |  |  |  |  |  |  |
| Balance at January 1, 2018 | \$ | 26,611 | \$ | 24,182 | \$ | 42,015 | \$ | 12,033 |
| Gain (loss) recognized in earnings: |  |  |  |  |  |  |  |  |
| Mortgage banking revenue ${ }^{(1)}$ |  | - |  | 563 |  | - |  | - |
| Other noninterest income |  | (387) |  | - |  | - |  | (390) |
| Loss recognized in accumulated other comprehensive income |  | - |  | - |  | (858) |  | - |
| Purchases, issuances, sales, and settlements: |  |  |  |  |  |  |  |  |
| Originations |  | - |  | 993 |  | - |  | - |
| Purchases |  | - |  | - |  | 259 |  | - |
| Settlements |  | $(5,352)$ |  | - |  | $(1,655)$ |  | (230) |
| Balance at June 30, 2018 | \$ | 20,872 | \$ | 25,738 | \$ | 39,761 | \$ | 11,413 |

(1) Total mortgage banking revenue includes changes in fair value due to market changes and run-off.

The following methodologies were used to measure the fair value of financial assets and liabilities valued on a recurring basis:

## Securities Available for Sale

Securities classified as available for sale are reported at fair value utilizing Level 1, Level 2 or Level 3 inputs. For Level 2 securities, the Company obtains fair value measurements from an independent pricing service. The fair value measurements consider observable data that includes, but is not limited to dealer quotes, market spreads, cash flows, the U.S. Treasury yield curve, live trading levels, market consensus prepayment speeds, credit information and the security's terms and conditions. In order to ensure the fair values are consistent with Accounting Standards Codification ("ASC") 820, Fair Value Measurements and Disclosures, the Company periodically checks the fair value by comparing them to other pricing sources. The third-party pricing service is subject to an annual review of internal controls in accordance with the Statement on Standards for Attestation Engagement No.16, which was made available to the Company. In certain cases where Level 2 inputs are not available, securities are classified within Level 3 of the hierarchy.

## Mortgage Servicing Rights ("MSRs")

The carrying amounts of the MSRs equal fair value and are valued on a discounted cash flow valuation technique. The significant assumptions used to value MSRs were as follows:

|  | June 30, 2019 |
| :--- | :--- |
|  | $13.01 \%$ |
| Discount rate | 10.18 |

## ORIGIN BANCORP, INC

## Notes to Condensed Consolidated Financial Statements

In recent years, there have been significant market-driven fluctuations in the assumptions listed above. These fluctuations can be rapid and may continue to be significant. Therefore, estimating these assumptions within ranges that market participants would use in determining the fair value of MSRs requires significant management judgment.

## Derivatives

Fair values for interest rate swap agreements are based upon the amounts that are required to settle the contracts. Fair values for derivative loan commitments and forward loan sale commitments are based on fair values of the underlying mortgage loans and the probability of such commitments being exercised. Significant management judgment and estimation is required in determining these fair value measurements.

## Fair Values of Assets Recorded on a Recurring Basis for which the Fair Value Option has been Elected

Certain assets are measured at fair value on a recurring basis due to the Company's election to adopt fair value accounting treatment for those assets. This election allows for a more effective offset of the changes in fair values of the assets and the derivative instruments used to economically hedge them without the burden of complying with the requirements for hedge accounting under ASC 815, Derivatives and Hedging. For assets for which the fair value has been elected, the earned current contractual interest payment is recognized in interest income, loan origination costs and fees on fair value option loans are recognized in earnings as incurred and not deferred. At June 30, 2019, and December 31, 2018, there were no gains or losses recorded attributable to changes in instrument-specific credit risk. The following tables summarize the difference between the fair value and the unpaid principal balance for financial instruments for which the fair value option has been elected.

| (Dollars in thousands) | June 30, 2019 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Aggregate Fair Value |  | Aggregate Unpaid Principal Balance |  | Difference |  |
| Loans held for sale ${ }^{(1)}$ | \$ | 34,401 | \$ | 33,470 | \$ | 931 |
| Commercial real estate loans held for investment ${ }^{(2)}$ |  | 18,273 |  | 17,880 |  | 393 |
| Securities carried at fair value through income |  | 11,615 |  | 11,263 |  | 352 |
| Total | \$ | 64,289 | \$ | 62,613 | \$ | 1,676 |

[^5]| (Dollars in thousands) | December 31, 2018 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Aggregate Fair Value |  | Aggregate Unpaid Principal Balance |  | Difference |  |
| Loans held for sale ${ }^{(1)}$ | \$ | 21,562 | \$ | 21,173 | \$ | 389 |
| Commercial real estate loans held for investment ${ }^{(2)}$ |  | 18,571 |  | 18,391 |  | 180 |
| Securities carried at fair value through income |  | 11,361 |  | 11,503 |  | (142) |
| Total | \$ | 51,494 | \$ | 51,067 | \$ | 427 |

[^6]
## ORIGIN BANCORP, INC

## Notes to Condensed Consolidated Financial Statements

Changes in the fair value of assets for which the Company elected the fair value option are classified in the condensed consolidated statement of income line items reflected in the following table.

| (Dollars in thousands) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  | 2019 |  | 2018 |  |
| Mortgage banking revenue: |  |  |  |  |  |  |  |  |
| Mortgage loans held for sale | \$ | 504 | \$ | 271 | \$ | 541 | \$ | (52) |
| Other income: |  |  |  |  |  |  |  |  |
| Loans at fair value held for investment |  | 141 |  | (92) |  | 213 |  | (387) |
| Securities carried at fair value through income |  | 345 |  | (80) |  | 494 |  | (390) |
| Total impact on other income ${ }^{(1)}$ |  | 486 |  | (172) |  | 707 |  | (777) |
| Total fair value option impact on noninterest income | \$ | 990 | \$ | 99 | \$ | 1,248 | \$ | (829) |

${ }^{(1)}$ The fair value option impact on other income is offset by the derivative gain/loss recognized in other income. Please see Note 7 - Mortgage Banking for more detail.
The following methodologies were used to measure the fair value of financial assets valued on a recurring basis for which the fair value option was elected:

## Securities at Fair Value through Income

Securities carried at fair value through income are valued using a discounted cash flow with a credit spread applied to each instrument based on the creditworthiness of each issuer. Credit spreads ranged from 126 to 227 basis points at both June 30, 2019, and December 31, 2018. The Company believes the fair value approximates the price it would receive upon a sale in an orderly market transaction ("exit price").

## Loans Held for Sale

Fair values for loans held for sale are established using anticipated sale prices for loans allocated to a sale commitment, and those unallocated to a commitment are valued based on the interest rate and term for similar loans allocated. The Company believes the fair value approximates an exit price.

## Loans Held for Investment

For loans held for investment for which the fair value option has been elected, fair values are calculated using a discounted cash flow model with inputs including observable interest rate curves and unobservable credit adjustment spreads based on credit risk inherent in the loan. Credit spreads ranged from 290 to 413 basis points at both June 30, 2019, and December 31, 2018. The Company believes the fair value approximates an exit price.

## Fair Value of Assets Recorded on a Nonrecurring Basis

## Equity Securities without Readily Determinable Fair Values

Equity securities without readily determinable fair values totaled $\$ 49.0$ million at June 30, 2019, and are shown on the face of the condensed consolidated balance sheet. The majority of the Company's equity investments qualify for the practical expedient allowed for equity securities without a readily determinable fair value, such that the Company has elected to carry these securities at cost adjusted for any observable transactions during the period, less any impairment. To date, no impairment has been recorded on the Company's investments in equity securities that do not have readily determinable fair values. The gain recognized during the six months ended June 30, 2019, and June 30, 2018, on equity securities without readily determinable fair values was $\$ 367,000$ and $\$ 2.0$ million, respectively.

## Government National Mortgage Association Repurchase Asset

The Company recorded $\$ 24.0$ million and $\$ 30.6$ million, respectively, at June 30, 2019, and December 31, 2018, for Government National Mortgage Association ("GNMA") repurchase assets included in mortgage loans held for sale on the condensed consolidated balance sheet. The assets are valued at the lower of cost or market and, where market is lower than cost, valued using anticipated sale prices for loans allocated to a sale commitment, and those unallocated to a commitment are

## ORIGIN BANCORP, INC

## Notes to Condensed Consolidated Financial Statements

valued based on the interest rate and term for similar loans allocated. The Company believes the fair value approximates an exit price. Please see Note 7 Mortgage Banking for more information on the GNMA repurchase asset.

## Collateral Dependent Impaired Loans

Loans for which it is probable that the Company will not collect all principal and interest due according to contractual terms are measured for impairment. Allowable methods for determining the amount of impairment include estimating fair value using the fair value of the collateral for collateraldependent loans. If the impaired loan is identified as collateral-dependent, the fair value method of measuring the amount of impairment is utilized. This method requires obtaining a current independent appraisal of the collateral and applying a discount factor to the value. Impaired loans that are collateraldependent are classified within Level 3 of the fair value hierarchy when impairment is determined using the fair value method. The fair value of impaired loans with specific allocated losses was approximately $\$ 1.2$ million and $\$ 1.4$ million at June 30, 2019, and December 31, 2018, respectively.

## Non-Financial Assets

Foreclosed assets held for sale are the only non-financial assets valued on a non-recurring basis that are initially recorded by the Company at fair value, less estimated costs to sell. At foreclosure, if the fair value, less estimated costs to sell, of the real estate acquired is less than the Company's recorded investment in the related loan, a write-down is recognized through a charge to the allowance for loan losses. Additionally, valuations are periodically performed by management and any subsequent reduction in value is recognized by a charge to income. The carrying value and fair value of foreclosed assets held for sale is estimated using Level 3 inputs based on observable market data and was $\$ 3.6$ million at June 30, 2019, and $\$ 3.7$ million at December 31, 2018. At June 30, 2019, the Company had $\$ 2.6$ million in residential mortgage loans in the process of foreclosure.

## Fair Values of Financial Instruments Not Recorded at Fair Value

The carrying value and estimated fair values of financial instruments not recorded at fair value are as follows:

| (Dollars in thousands) | June 30, 2019 |  |  |  | December 31, 2018 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Value |  | Estimated <br> Fair Value |  | Carrying Value |  | Estimated <br> Fair Value |  |
| Level 1 inputs: |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 199,560 | \$ | 199,560 | \$ | 116,678 | \$ | 116,678 |
| Level 2 inputs: |  |  |  |  |  |  |  |  |
| Securities held to maturity |  | 28,897 |  | 29,334 |  | 19,169 |  | 19,136 |
| Non-marketable equity securities held in other financial institutions |  | 49,008 |  | 49,008 |  | 42,149 |  | 42,149 |
| Accrued interest and loan fees receivable |  | 16,789 |  | 16,789 |  | 16,454 |  | 16,454 |
| Level 3 inputs: |  |  |  |  |  |  |  |  |
| Loans held for investment, net ${ }^{(1)}$ |  | 3,929,641 |  | 3,764,158 |  | 3,736,331 |  | 3,605,142 |
| Financial liabilities: |  |  |  |  |  |  |  |  |
| Level 2 inputs: |  |  |  |  |  |  |  |  |
| Deposits |  | 3,855,012 |  | 3,711,638 |  | 3,783,138 |  | 3,537,283 |
| FHLB advances and other borrowings |  | 601,346 |  | 616,875 |  | 445,224 |  | 444,286 |
| Junior subordinated debentures |  | 9,657 |  | 10,719 |  | 9,644 |  | 10,723 |
| Accrued interest payable |  | 3,245 |  | 3,245 |  | 2,679 |  | 2,679 |

${ }^{(1)}$ Loans held for investment, net does not include loans for which the fair value option had been elected at June 30, 2019, or December 31, 2018, as these loans are carried at fair value on a recurring basis.

## Note 6 - Leases

The Company adopted ASU No. 2016-02 - Leases (Topic 842) as of January 1, 2019, and recognized a $\$ 321,000$ cumulative effect adjustment credit, net of tax, to retained earnings. The Company elected the package of practical expedients, which among other things, does not require reassessment of lease classification.

## ORIGIN BANCORP, INC.

## Notes to Condensed Consolidated Financial Statements

The Company determines if an arrangement is a lease at inception. Operating lease assets are included in accrued interest receivable and other assets, operating lease liabilities are included in accrued expenses and other liabilities in the Company's consolidated balance sheets. The Company has made an accounting policy election not to recognize short-term lease assets and liabilities (less than a 12-month term) or immaterial equipment and server space leases in its balance sheets, the Company recognizes the lease expense for these leases on a straight-line basis over the life of the lease. The Company has no material finance leases.

ROU assets represent the Company's right to use an underlying asset for the lease term and lease liabilities represent the Company's obligation to make lease payments arising from the lease. ROU lease assets and liabilities are recognized at the lease commencement date based on the estimated present value of lease payments over the lease term. The Company uses an estimated incremental collateralized borrowing rate, which is derived from information available at the lease commencement date and gives consideration to the applicable FHLB borrowing rates, when determining the present value of lease payments.

The Company's lease term includes options to extend the lease when it is reasonably certain that the Company will exercise that option. The Company's lease agreements do not contain any residual value guarantees. All of the Company's operating long-term leases are real estate leases, which are accounted for as a single lease component.

The Company leases certain real estate for its banking and insurance operations, as well as certain equipment, under non-cancelable operating leases that expire at various dates through 2038.

The balance sheet details and components of the Company's lease expense were as follows:

| (Dollars in thousands) |  |
| :--- | :--- |
| Operating lease right of use assets (included in Accrued interest receivable and other assets) | June 30, 2019 |
| Operating lease liabilities (included in Accrued expenses and other liabilities) | 25,334 <br> Finance lease liabilities (included in Accrued expenses and other liabilities) |
|  | 27,302 |
| Weighted average remaining lease term (years) - operating leases | 380 |
| Weighted average discount rate - operating leases | 9.94 |


| (Dollars in thousands) | Three Months Ended June 30, 2019 |  | Six Months Ended <br> June 30, 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Lease expense: |  |  |  |  |
| Operating lease expense | \$ | 1,186 | \$ | 2,332 |
| Other lease expense |  | 62 |  | 124 |
| Total lease expense | \$ | 1,248 | \$ | 2,456 |
| Right of use assets obtained in exchange for new operating lease liabilities | \$ | - | \$ | 940 |

Total lease expense was $\$ 1.0$ million and $\$ 2.0$ million for the three and six months ended June 30, 2018. Maturities of operating lease liabilities at June 30, 2019 were as follows:

|  | June 30, 2019 |  |
| :---: | :---: | :---: |
| Year 1 | \$ | 4,750 |
| Year 2 |  | 4,290 |
| Year 3 |  | 3,806 |
| Year 4 |  | 3,609 |
| Year 5 |  | 3,031 |
| Year 6 and thereafter |  | 13,292 |
| Total lease payments |  | 32,778 |
| Less: Imputed interest |  | 5,476 |
| Total lease obligations | \$ | 27,302 |

## ORIGIN BANCORP, INC.

## Notes to Condensed Consolidated Financial Statements

The Company had one sale-leaseback transaction from 2017 that resulted in a loss on sale. The loss was previously deferred and was being amortized to lease expense over the term of the lease. Upon the Company's adoption of ASU 842, the deferred loss of $\$ 962,000$ was combined with the ROU asset.

Supplemental cash flow related to leases was as follows:

|  |  | Three Months Ended June 30, 2019 |  | Six Months Ended June 30, 2019 |
| :---: | :---: | :---: | :---: | :---: |
| Cash paid for operating leases | \$ | 1,200 | \$ | 2,373 |

## Note 7 - Mortgage Banking

The following table presents the Company's revenue from mortgage banking operations:

| (Dollars in thousands) <br> Mortgage banking revenue | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  | 2019 |  | 2018 |  |
| Origination | \$ | 235 | \$ | 242 | \$ | 365 | \$ | 452 |
| Gain on sale of loans held for sale |  | 1,275 |  | 1,336 |  | 2,372 |  | 3,360 |
| Servicing |  | 1,646 |  | 1,774 |  | 3,345 |  | 3,611 |
| Total gross mortgage revenue |  | 3,156 |  | 3,352 |  | 6,082 |  | 7,423 |
| Mortgage derivatives gain (loss) |  | 807 |  | 311 |  | 1,017 |  | (228) |
| MSR change due to payoffs and paydowns |  | (918) |  | $(1,047)$ |  | $(1,636)$ |  | $(1,831)$ |
| MSR and hedge fair value adjustment |  | 207 |  | (299) |  | 395 |  | (678) |
| Gain on MSR sale ${ }^{(1)}$ |  | - |  | - |  | - |  | 25 |
| Mortgage banking revenue | \$ | 3,252 | \$ | 2,317 | \$ | 5,858 | \$ | 4,711 |

(1) Amount shown during the six months ended June 30, 2018, reflects final settlement on a loan servicing portfolio sold during the three months ended December 31, 2017.

Management uses forward contracts on mortgage-backed securities to mitigate the impact of changes in fair value of MSRs. See Note 8 - Derivative Financial Instruments for further information.

## Mortgage Servicing Rights

Activity in MSRs was as follows:

| (Dollars in thousands) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  | 2019 |  | 2018 |  |
| Balance at beginning of period | \$ | 23,407 | \$ | 25,999 | \$ | 25,114 | \$ | 24,182 |
| Origination of servicing rights |  | 423 |  | 450 |  | 706 |  | 993 |
| Change in fair value, including amortization, net |  | $(2,301)$ |  | (711) |  | $(4,291)$ |  | 563 |
| Balance at end of period | \$ | 21,529 | \$ | 25,738 | \$ | 21,529 | \$ | 25,738 |

The Company receives annual servicing fee income approximating $0.28 \%$ of the outstanding balance of the underlying loans. In connection with the Company's activities as a servicer of mortgage loans, the investors and the securitization trusts have no recourse to the Company's assets for failure of debtors to pay when due.

The Company is potentially subject to losses in its loan servicing portfolio due to loan foreclosures. The Company has obligations to either repurchase the outstanding principal balance of a loan or make the purchaser whole for the economic benefits of a loan if it is determined that the loan sold was in violation of representations or warranties made by it at the time of the sale, which the Company refers to as mortgage loan servicing putback expenses. Such representations and warranties typically include those made regarding loans that had missing or insufficient file documentation and/or loans obtained through fraud by borrowers or other third parties. Putback claims may be made until the loan is paid in full. When a putback

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claim is received, the Company evaluates the claim and takes appropriate actions based on the nature of the claim. The Company is required by Federal National Mortgage Association and Federal Home Loan Mortgage Corporation to provide a response to putback claims within 60 days of the date of receipt.

There were no mortgage loan servicing putback expenses incurred by the Company for any of the three or six months ended June 30, 2019 or 2018. At both June 30, 2019, and December 31, 2018, the reserve for mortgage loan servicing putback expenses totaled $\$ 196,000$. There is inherent uncertainty in reasonably estimating the requirement for reserves against future mortgage loan servicing putback expenses. Future putback expenses depend on many subjective factors, including the review procedures of the purchasers, the potential refinance activity on loans sold with servicing released and the subsequent consequences under the representations and warranties.

GNMA optional repurchase programs allow financial institutions to buy back individual delinquent mortgage loans that meet certain criteria from the securitized loan pool for which the institution provides servicing. At the servicer's option and without GNMA's prior authorization, the servicer may repurchase a delinquent loan for an amount equal to $100 \%$ of the remaining principal balance of the loan. This buy-back option is considered a conditional option until the delinquency criteria are met, at which time the option becomes unconditional. When the Company is deemed to have regained effective control over these loans under the unconditional buy-back option, the loans can no longer be reported as sold and must be included in the balance sheet as mortgage loans held for sale, regardless of whether the Company intends to exercise the buy-back option. These loans totaled $\$ 24.0$ million and $\$ 30.6$ million at June 30, 2019, and December 31, 2018, respectively, and were recorded as mortgage loans held for sale, at the lower of cost or fair value with a corresponding liability in FHLB advances and other borrowings on the Company's condensed consolidated balance sheets.

## Note 8 - Derivative Financial Instruments

## Risk Management Objective of Using Derivatives

The Company enters into derivative financial instruments to manage risks related to differences in the amount, timing and duration of the Company's known or expected cash receipts and its known or expected cash payments, as well as to manage changes in fair values of some assets which are marked at fair value through the condensed consolidated statement of income on a recurring basis.

## Cash Flow Hedges of Interest Rate Risk

The Company is a party to two interest rate swap agreements under which the Company receives interest at a variable rate and pays at a fixed rate. The derivative instruments represented by the swap agreements are designated as cash flow hedges of the Company's forecasted variable cash flows under its junior subordinated debentures. During the term of the swap agreements, the effective portion of changes in the fair value of the derivative instruments are recorded in accumulated other comprehensive income and subsequently reclassified into earnings in the periods that the hedged forecasted variable-rate interest payments affected earnings. There was no ineffective portion of the changes in fair value of the derivatives recognized directly in earnings. The entire swap fair values will be reclassified into earnings before the respective expiration dates of the swap agreements.

## Derivatives Not Designated as Hedges

## Customer interest rate derivative program

The Company offers certain derivatives products, primarily interest rate swaps, directly to qualified commercial banking customers to facilitate their risk management strategies. In some instances, the Company acts only as an intermediary, simultaneously entering into offsetting agreements with unrelated financial institutions, thereby mitigating its net risk exposure resulting from such transactions without significantly impacting its results of operations. Because the interest rate derivatives associated with this program do not meet hedge accounting requirements, changes in the fair value of both the customer derivatives and any offsetting derivatives are recognized directly in earnings as a component of noninterest income.

## Mortgage banking derivatives

The Company enters into certain derivative agreements as part of its mortgage banking and related risk management activities. These agreements include interest rate lock commitments on prospective residential mortgage loans and forward

## ORIGIN BANCORP, INC

## Notes to Condensed Consolidated Financial Statements

contracts to sell these loans to investors on a mandatory delivery basis. The Company also economically hedges the value of MSRs by entering into a series of commitments to purchase mortgage-backed securities in the future.

## Fair Values of Derivative Instruments on the Balance Sheet

The following tables disclose the fair value of derivative instruments in the Company's condensed consolidated balance sheets at June 30, 2019, and December 31, 2018, as well as the effect of these derivative instruments on the Company's condensed consolidated statements of income for the six months ended June 30, 2019 and 2018:

| (Dollars in thousands) <br> Derivatives designated as cash flow hedging instruments: | Notional Amounts ${ }^{(1)}$ |  |  |  | Fair Values |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2019 |  | December 31, 2018 |  | June 30, 2019 |  | December 31, 2018 |  |
| Interest rate swaps included in other assets (liabilities) | \$ | 10,500 | \$ | 10,500 | \$ | (106) | \$ | 152 |
|  |  |  |  |  |  |  |  |  |
| Derivatives not designated as hedging instruments: |  |  |  |  |  |  |  |  |
| Interest rate swaps included in other assets | \$ | 151,616 | \$ | 127,512 | \$ | 7,885 | \$ | 2,302 |
| Interest rate swaps included in other liabilities |  | 181,050 |  | 145,857 |  | $(8,823)$ |  | $(2,625)$ |
| Forward commitments to purchase mortgage-backed securities included in other assets |  | 240,000 |  | 140,000 |  | 552 |  | 709 |
| Forward commitments to sell residential mortgage loans included in other liabilities |  | 65,350 |  | 24,750 |  | (258) |  | (221) |
| Interest rate-lock commitments on residential mortgage loans included in other assets |  | 48,191 |  | 16,244 |  | 913 |  | 400 |
|  | \$ | 686,207 | \$ | 454,363 | \$ | 269 | \$ | 565 |

${ }^{(1)}$ Notional or contractual amounts, which represent the extent of involvement in the derivatives market, are used to determine the contractual cash flows required in accordance with the terms of the agreement. These amounts are typically not exchanged, significantly exceed amounts subject to credit or market risk and are not reflected in the condensed consolidated balance sheets.

The weighted-average interest rates paid and received for interest rate swaps at June 30, 2019, were as follows:

|  | Weighted-Average |  |
| :---: | :---: | :---: |
| Interest rate swaps: | Interest Rate Paid | Interest Rate Received |
| Cash flow hedges | 4.81\% | 5.25\% |
| Non-hedging interest rate swaps - financial institution counterparties | 5.02 | 4.66 |
| Non-hedging interest rate swaps - customer counterparties | 4.72 | 5.06 |

Gains and losses recognized on derivative instruments not designated as hedging instruments were as follows:

| (Dollars in thousands) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Derivatives not designated as hedging instruments: | 2019 |  | 2018 |  | 2019 |  | 2018 |  |
| Amount of gain (loss) recognized in mortgage banking revenue ${ }^{(1)}$ | \$ | 1,587 | \$ | (545) | \$ | 2,898 | \$ | $(2,206)$ |
| Amount of (loss) gain recognized in other non-interest income |  | (391) |  | 215 |  | (615) |  | 738 |

${ }^{(1)}$ Gains and losses on these instruments are largely offset by market fluctuations in MSRs. See Note 7 - Mortgage Banking for more information on components of mortgage banking revenue.

Some interest rate swaps included in other assets were subject to a master netting arrangement with the counterparty in all years presented and could be offset against some amounts included in interest rate swaps included in other liabilities. The Company has chosen not to net these exposures in the condensed consolidated balance sheets, and any impact of netting these amounts would not be significant.

## ORIGIN BANCORP, INC.

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At June 30, 2019, and December 31, 2018, the Company had cash collateral on deposit with swap counterparties totaling $\$ 9.3$ million and $\$ 1.9$ million, respectively. These amounts are included in interest-bearing deposits in banks in the condensed consolidated balance sheets and are considered restricted cash until such time as the underlying swaps are settled.

## Note 9 - Stock and Incentive Compensation Plans

The Company has granted, and currently has outstanding, stock and incentive compensation awards subject to the provisions of the Company's 2012 Stock Incentive Plan (the "2012 Plan"). Additionally, awards have been issued prior to the establishment of the 2012 Plan, some of which are still outstanding at June 30, 2019. The 2012 Plan is designed to provide flexibility to the Company regarding its ability to motivate, attract and retain the services of key officers, employees and directors. The 2012 Plan allows the Company to make grants of dividend equivalent rights, incentive stock options, non-qualified stock options, performance unit awards, restricted stock awards, restricted stock units and stock appreciation rights. At June 30, 2019, the maximum number of shares of the Company's common stock available for issuance under the 2012 Plan was 956,859 shares.

Share-based compensation cost charged to income for the three and six months ended June 30, 2019 and 2018, is presented below:

| (Dollars in thousands) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  | 2019 |  | 2018 |  |
| Restricted stock | \$ | 564 | \$ | 223 | \$ | 1,034 | \$ | 417 |
| Related tax benefits recognized in net income |  | 118 |  | 47 |  | 217 |  | 88 |

## Restricted Stock Grants

The Company's restricted stock grants are time-vested awards and are granted to the Company's directors, executives and senior management team. The service period in which time-vested awards are earned ranges from one to five years. Time-vested awards are valued utilizing the fair value of the Company's stock at the grant date. These awards are expensed on a straight-line basis over the requisite service period, with forfeitures recognized as they occur.

The following table summarizes the Company's time-vested award activity:

|  | Six Months Ended June 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  |  | 2018 |  |  |
|  | Shares | Weighted Average Grant-Date Fair Value |  | Shares | Weighted Average Grant-Date Fair Value |  |
| Nonvested shares, January 1, | 174,407 | \$ | 35.01 | 61,293 | \$ | 24.61 |
| Granted | 30,098 |  | 32.94 | 39,151 |  | 35.21 |
| Vested | $(23,691)$ |  | 30.41 | $(14,632)$ |  | 24.48 |
| Forfeited | $(2,419)$ |  | 28.24 | - |  | - |
| Nonvested shares, June 30, | 178,395 | \$ | 35.36 | 85,812 | \$ | 29.47 |

During the six months ended June 30, 2019, no shares were retired by the Company upon vesting of restricted stock awards. During the six months ended June 30, 2018, award recipients surrendered, and the Company retired 2,187 shares to cover taxes owed upon the vesting of restricted stock awards.

At June 30, 2019, there was $\$ 5.2$ million of total unrecognized compensation cost related to nonvested restricted shares awarded under the 2012 Plan. That cost is expected to be recognized over a weighted average period of 2.83 years.

## Stock Option Grants

The Company issues common stock options to select officers and employees through individual agreements and as a result of obligations assumed in association with certain business combinations. As a result, both incentive and nonqualified stock options have been issued and may be issued in the future. The exercise price of each option varies by agreement and is based on either the fair value of the stock at the date of the grant in circumstances where option grants occurred or based on the previously committed exercise price in the case of options acquired through merger. No outstanding stock option has a

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## Notes to Condensed Consolidated Financial Statements

term that exceeds twenty years. Vesting periods range from immediate to ten years from the date of grant or merger. The Company recognizes compensation cost for stock option grants over the required service period based upon the grant date fair-value, which is established using a Black-Scholes valuation model. The Black-Scholes valuation model uses assumptions of risk-free interest rates, expected term of stock options, expected stock price volatility and expected dividends. Forfeitures are recognized as they occur.

The table below summarizes the status of the Company's stock options and changes during the six months ended June 30, 2019 and 2018.

| (Dollars in thousands, except per share amounts) | Number of Shares | Weighted Average Exercise Price |  | Weighted Average Remaining Contractual Term (in years) | Aggregate Intrinsic Value |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Six Months Ended June 30, 2018 |  |  |  |  |  |  |
| Outstanding at January 1, 2018 | 319,500 | \$ | 10.65 | 7.07 | \$ | 4,840 |
| Outstanding at June 30, 2018 | 319,500 |  | 10.65 | 6.57 |  | 9,677 |
|  |  |  |  |  |  |  |
| Six Months Ended June 30, 2019 |  |  |  |  |  |  |
| Outstanding at January 1, 2019 | 274,000 | \$ | 10.38 | 6.75 | \$ | 6,493 |
| Exercised | $(20,000)$ |  | 8.25 | - |  | - |
| Outstanding at June 30, 2019 | 254,000 |  | 10.55 | 6.31 |  | 5,703 |
| Exercisable at June 30, 2019 | 254,000 | \$ | 10.55 | 6.31 | \$ | 5,703 |

## Note 10 - Income Taxes

The provision for income taxes was as follows:

| (Dollars in thousands) | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  | 2019 |  | 2018 |  |
| Federal income taxes: |  |  |  |  |  |  |  |  |
| Current | \$ | 3,179 | \$ | (138) | \$ | 6,345 | \$ | 2,037 |
| Deferred |  | (620) |  | 2,658 |  | (956) |  | 3,159 |
| State income taxes: |  |  |  |  |  |  |  |  |
| Current |  | 243 |  | 268 |  | 512 |  | 344 |
| Deferred |  | (20) |  | (28) |  | (30) |  | 4 |
| Income tax expense | \$ | 2,782 | \$ | 2,760 | \$ | 5,871 | \$ | 5,544 |
| Effective income tax rate |  | 18.5\% |  | 17.9\% |  | 18.2\% |  | 17.5\% |

The effective income tax rates differed from the U.S. statutory federal income tax rates of $21 \%$ during 2019 and 2018, primarily due to the effect of tax-exempt income from securities, low income housing and qualified school construction bond tax credits, tax-exempt income from life insurance policies and income tax effects associated with stock-based compensation. Because of these items, the Company expects the effective income tax rate to continue to remain below the U.S. statutory rate. These tax-exempt items can have a larger than proportional effect on the effective income tax rate as net income decreases.

During the first quarter of 2018, the Company adopted the provisions of ASU 2018-02, which resulted in a $\$ 282,000$ adjustment from accumulated other comprehensive income to retained earnings.

The Company files a consolidated income tax return in the U.S. federal jurisdiction and various states. With few exceptions, the Company is no longer subject to income tax examinations by tax authorities in these taxing jurisdictions for the years before 2015.

## Note 11 - Accumulated Other Comprehensive Income

Accumulated other comprehensive income ("AOCI") includes the after-tax change in unrealized gains and losses on available for sale ("AFS") securities and cash flow hedging activities.

| (Dollars in thousands) | Unrealized Gains on AFS Securities |  | Cash Flow Hedges |  | Accumulated Other Comprehensive Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at January 1, 2019 | \$ | $(2,601)$ | \$ | 121 | \$ | $(2,480)$ |
| Net change |  | 8,303 |  | (204) |  | 8,099 |
| Balance at June 30, 2019 | \$ | 5,702 | \$ | (83) | \$ | 5,619 |
|  |  |  |  |  |  |  |
| Balance at January 1, 2018 | \$ | 1,280 | \$ | 27 | \$ | 1,307 |
| Net change |  | $(5,834)$ |  | 193 |  | $(5,641)$ |
| Reclassification of tax effects related to the adoption of ASU 2018-02 ${ }^{(1)}$ : |  |  |  |  |  |  |
| Current |  | (293) |  | 17 |  | (276) |
| Deferred |  | 569 |  | (11) |  | 558 |
| Balance at June 30, 2018 | \$ | $(4,278)$ | \$ | 226 | \$ | $(4,052)$ |

(1) During the first quarter of 2018, the Company adopted ASU 2018-02. The ASU was issued by the FASB in February 2018, to address the issue of other comprehensive income or loss that became stranded in AOCI as a result of the re-measurement of an entity's deferred income tax assets and liabilities following the reduction of the U.S. federal corporate tax rate from $35 \%$ to $21 \%$ pursuant to the enactment of the Tax Cuts and Jobs Act in December 2017. The Company also had certain current tax amounts stranded in AOCI that resulted from a tax accounting election to tax net gains and losses on AFS securities and cash flow hedges as current items beginning in 2016. The Company reclassifies the taxes from AOCI to earnings as the individual securities and hedges are realized. Due to the change in corporate tax rates, the Company had certain net gains and losses taxed at the $35 \%$ rate reflected in AOCI. As these transactions are realized over time, they will flow through income tax expense at the $21 \%$ rate. Rather than adjusting income tax expense for the difference as each of these securities and instruments are realized, the Company elected to adjust the difference (stranded tax effect) to retained earnings, consistent with the treatment of the deferred tax adjustment.

## Note 12 - Capital and Regulatory Matters

The Company (on a consolidated basis) and the Bank are subject to various regulatory capital requirements administered by federal and state banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the Company's consolidated financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company and the Bank must meet specific capital guidelines that involve quantitative measures of assets, liabilities and certain off-balance sheet items as calculated under regulatory accounting practices. The capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings and other factors.

The Company is subject to the Basel III regulatory capital framework (the "Basel III Capital Rules"). Starting in January 2016, the implementation of the capital conservation buffer was effective for the Company starting at the $0.625 \%$ level, and increasing $0.625 \%$ each year thereafter, until it reached $2.5 \%$ on January 1, 2019. The capital conservation buffer is designed to absorb losses during periods of economic stress and requires increased capital levels for the purpose of capital distributions and other payments. Failure to meet the full amount of the buffer will result in restrictions on the Company's ability to make capital distributions, which includes dividend payments, stock repurchases and discretionary bonus payments to executive officers.

Quantitative measures established by regulation to ensure capital adequacy require the Company and the Bank to maintain minimum amounts and ratios (set forth in the table below) of total, CET1 and Tier 1 capital (as defined in the regulations) to risk-weighted assets (as defined), and of Tier 1 capital (as defined) to average assets (as defined). Management believes, at June 30, 2019, and December 31, 2018, that the Company and the Bank met all capital adequacy requirements to which they are subject, including the capital buffer requirement.

## Notes to Condensed Consolidated Financial Statements

At June 30, 2019, and December 31, 2018, the Bank's capital ratios exceeded those levels necessary to be categorized as "well capitalized" under the regulatory framework for prompt corrective action. To be categorized as "well capitalized," the Bank must maintain minimum total risk based, CET1, Tier 1 risk based and Tier 1 leverage ratios as set forth in the table below.

The actual capital amounts and ratios of the Company and Bank at June 30, 2019, and December 31, 2018, are presented in the following table:

| (Dollars in thousands)June 30, 2019 | Actual |  |  | Minimum Capital Required Basel III Fully Phased-In |  |  | To be Well Capitalized Under Prompt Corrective Action Provisions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | mount | Ratio |  | Amount | Ratio |  | Amount | Ratio |
| Common Equity Tier 1 Capital to Risk-Weighted Assets |  |  |  |  |  |  |  |  |  |
| Origin Bancorp, Inc. | \$ | 546,659 | 11.93\% | \$ | 320,847 | 7.00\% |  | N/A | N/A |
| Origin Bank |  | 534,753 | 11.70 |  | 319,987 | 7.00 | \$ | 297,131 | 6.50\% |
| Tier 1 Capital to Risk-Weighted Assets |  |  |  |  |  |  |  |  |  |
| Origin Bancorp, Inc. |  | 555,990 | 12.13 |  | 389,599 | 8.50 |  | N/A | N/A |
| Origin Bank |  | 534,753 | 11.70 |  | 388,556 | 8.50 |  | 365,699 | 8.00 |
| Total Capital to Risk-Weighted Assets |  |  |  |  |  |  |  |  |  |
| Origin Bancorp, Inc. |  | 594,507 | 12.97 |  | 481,267 | 10.50 |  | N/A | N/A |
| Origin Bank |  | 573,270 | 12.54 |  | 479,984 | 10.50 |  | 457,128 | 10.00 |
| Leverage Ratio |  |  |  |  |  |  |  |  |  |
| Origin Bancorp, Inc. |  | 555,990 | 11.10 |  | 200,377 | 4.00 |  | N/A | N/A |
| Origin Bank |  | 534,753 | 10.70 |  | 199,913 | 4.00 |  | 249,892 | 5.00 |
| December 31, 2018 |  |  |  |  |  |  |  |  |  |
| Common Equity Tier 1 Capital to Risk-Weighted Assets |  |  |  |  |  |  |  |  |  |
| Origin Bancorp, Inc. | \$ | 519,468 | 11.94\% | \$ | 304,431 | 7.00\% |  | N/A | N/A |
| Origin Bank |  | 508,826 | 11.73 |  | 303,621 | 7.00 | \$ | 281,934 | 6.50\% |
| Tier 1 Capital to Risk-Weighted Assets |  |  |  |  |  |  |  |  |  |
| Origin Bancorp, Inc. |  | 528,786 | 12.16 |  | 369,668 | 8.50 |  | N/A | N/A |
| Origin Bank |  | 508,826 | 11.73 |  | 368,683 | 8.50 |  | 346,996 | 8.00 |
| Total Capital to Risk-Weighted Assets |  |  |  |  |  |  |  |  |  |
| Origin Bancorp, Inc. |  | 564,437 | 12.98 |  | 456,647 | 10.50 |  | N/A | N/A |
| Origin Bank |  | 544,477 | 12.55 |  | 455,430 | 10.50 |  | 433,743 | 10.00 |
| Leverage Ratio |  |  |  |  |  |  |  |  |  |
| Origin Bancorp, Inc. |  | 528,786 | 11.21 |  | 188,711 | 4.00 |  | N/A | N/A |
| Origin Bank |  | 508,826 | 10.81 |  | 188,229 | 4.00 |  | 235,287 | 5.00 |

In the ordinary course of business, the Company depends on dividends from the Bank to provide funds for the payment of dividends to stockholders and to provide for other cash requirements. Banking regulations may limit the amount of dividends that may be paid. Approval by regulatory authorities is required if the effect of dividends declared would cause the regulatory capital of the Bank to fall below specified minimum levels. Approval is also required if dividends declared and paid exceed the Bank's year-to-date net income combined with the retained net income for the preceding year. Under the foregoing dividend restrictions and while maintaining its "well capitalized" status, management believes that at June 30, 2019, the Bank could pay aggregate dividends of up to $\$ 71.4$ million to the Company without prior regulatory approval.

## Note 13 - Commitments and Contingencies

## Credit Related Commitments

In the normal course of business, the Company enters into financial instruments, such as commitments to extend credit and letters of credit, to meet the financing needs of its customers. Such instruments are not reflected in the

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## Notes to Condensed Consolidated Financial Statements

accompanying consolidated financial statements until they are funded, although they expose the Company to varying degrees of credit risk and interest rate risk in much the same way as funded loans.

Commitments to extend credit include revolving commercial credit lines, nonrevolving loan commitments issued mainly to finance the acquisition and development or construction of real property or equipment, and credit card and personal credit lines. The availability of funds under commercial credit lines and loan commitments generally depends on whether the borrower continues to meet credit standards established in the underlying contract and has not violated other contractual conditions. Loan commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee by the borrower. Credit card and personal credit lines are generally subject to cancellation if the borrower's credit quality deteriorates. A number of commercial and personal credit lines are used only partially or, in some cases, not at all before they expire, and the total commitment amounts do not necessarily represent future cash requirements of the Company.

A substantial majority of the letters of credit are standby agreements that obligate the Company to fulfill a customer's financial commitments to a third party if the customer is unable to perform. The Company issues standby letters of credit primarily to provide credit enhancement to its customers' other commercial or public financing arrangements and to help them demonstrate financial capacity to vendors of essential goods and services.

The contract amounts of these instruments reflect the Company's exposure to credit risk. The Company undertakes the same credit evaluation in making loan commitments and assuming conditional obligations as it does for on-balance sheet instruments and may require collateral or other credit support. These off-balance sheet financial instruments are summarized below:

| (Dollars in thousands) | June 30, 2019 |  | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| Commitments to extend credit | \$ | 1,289,157 | \$ | 1,178,735 |
| Standby letters of credit |  | 42,393 |  | 46,860 |

In addition to the above, the Company guarantees the credit card debt of certain customers to the merchant bank that issues the credit cards. These guarantees are in place for as long as the guaranteed credit card is open. At June 30, 2019, and December 31, 2018, these credit card guarantees totaled $\$ 558,075$ and $\$ 772,000$, respectively. This amount represents the maximum potential amount of future payments under the guarantee for which the Company would be responsible in the event of customer non-payment.

At June 30, 2019, and December 31, 2018, the Company had FHLB letters of credit totaling $\$ 172.2$ million and $\$ 172.0$ million, respectively, available to secure public deposits, and for other purposes required or permitted by law.

Management establishes an asset-specific allowance for certain lending-related commitments and computes a formula-based allowance for performing consumer and commercial lending-related commitments. These are computed using a methodology similar to that used for the commercial loan portfolio, modified for expected maturities and probabilities of drawdown. The reserve for lending-related commitments was $\$ 1.8$ million and $\$ 1.4$ million at June 30, 2019, and December 31, 2018, respectively, and is included in other liabilities in the accompanying condensed consolidated balance sheets.

## Loss Contingencies

From time to time the Company is also party to various legal actions arising in the ordinary course of business. At this time, management does not expect that loss contingencies, if any, arising from any such proceedings, either individually or in the aggregate, would have a material adverse effect on the consolidated financial position or liquidity of the Company.

## Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Unless the context indicates otherwise, references in this report to "we," "us," "our," "our company," "the Company" or "Origin" refer to Origin Bancorp, Inc., a Louisiana corporation, and its consolidated subsidiaries. All references to "Origin Bank" or "the Bank" refer to Origin Bank, our wholly owned bank subsidiary.

The following discussion and analysis presents our financial condition and results of operations on a consolidated basis. However, we conduct all of our material business operations through our wholly owned bank subsidiary, Origin Bank, and the discussion and analysis that follows primarily relates to activities conducted at the Bank level.

The following discussion and analysis should be read in conjunction with our unaudited condensed consolidated financial statements and related notes contained in Item 1 of this report. To the extent that this discussion describes prior performance, the descriptions relate only to the periods listed, which may not be indicative of our future financial outcomes. In addition to historical information, this discussion contains forward-looking statements that involve risks, uncertainties and assumptions that could cause results to differ materially from management's expectations. Factors that could cause such differences are discussed in the sections titled "Cautionary Note Regarding Forward-Looking Statements" and "Item 1A. Risk Factors." We assume no obligation to update any of these forward looking statements.

## General

We are a financial holding company headquartered in Ruston, Louisiana. Through our wholly owned bank subsidiary, Origin Bank, we provide a broad range of financial services to small and medium-sized businesses, municipalities, high net worth individuals and retail clients through 43 banking centers in Louisiana, Texas and Mississippi. As a financial holding company operating through one segment, we generate the majority of our revenue from interest earned on loans and investments, service charges and fees on deposit accounts.

We incur interest expense on deposits and other borrowed funds and noninterest expense, such as salaries and employee benefits and occupancy expenses. We analyze our ability to maximize income generated from interest-earning assets and expense of our liabilities through our net interest margin. Net interest margin is a ratio calculated as net interest income divided by average interest-earning assets. Net interest income is the difference between interest income on interest-earning assets, such as loans, securities and interest-bearing cash, and interest expense on interest-bearing liabilities, such as deposits and borrowings. Net interest spread is the average yield on interest-earning assets minus the average rate on interest-bearing liabilities.

Changes in market interest rates and the interest rates we earn on interest-earning assets or pay on interest-bearing liabilities, as well as in the volume and types of interest-earning assets, interest-bearing and noninterest-bearing liabilities and stockholders' equity, are usually the largest drivers of periodic changes in net interest spread, net interest margin and net interest income. Fluctuations in market interest rates are driven by many factors, including governmental monetary policies, inflation, deflation, macroeconomic developments, changes in unemployment, the money supply, political and international conditions and conditions in domestic and foreign financial markets. Periodic changes in the volume and types of loans in our loan portfolio are affected by, among other factors, economic and competitive conditions, as well as developments affecting the real estate, technology, financial services, insurance, transportation and manufacturing sectors within our target markets.

## 2019 Second Quarter Summary

- Net interest income reached a historical quarterly high of $\$ 43.0$ million for the quarter ended June 30 , 2019, compared to $\$ 42.0$ million for the quarter ended March 31, 2019, and $\$ 37.2$ million for the quarter ended June 30, 2018.
- Net income was $\$ 12.3$ million for the quarter ended June 30, 2019, compared to $\$ 14.2$ million for the quarter ended March 31, 2019, and $\$ 12.7$ million for the quarter ended June 30, 2018.
- Total loans held for investment were $\$ 3.98$ billion, an increase of $\$ 146.3$ million, or $3.8 \%$, from March 31, 2019, and an increase of $\$ 612.5$ million, or $18.2 \%$, from June 30, 2018. The yield earned on total loans held for investment during the quarter ended June 30, 2019, was $5.29 \%$, compared to $5.28 \%$ for the quarter ended March 31, 2019, and $4.89 \%$ for the quarter ended June 30, 2018.
- Noninterest-bearing deposits increased by $\$ 25.6$ million, or $2.6 \%$, compared to the quarter ended March 31, 2019, and increased by $\$ 53.4$ million, or $5.6 \%$, from June 30, 2018. Total deposits decreased by $\$ 43.2$ million,
or 1.1\%, from March 31, 2019, primarily related to the strategic decision to replace certain brokered deposits with advances from the Federal Home Loan Bank ("FHLB"), and increased by $\$ 182.9$ million, or $5.0 \%$, from June 30, 2018. The average rate paid on interest-bearing deposits was $1.61 \%$ for the quarter ended June 30 , 2019, compared to $1.48 \%$ for the quarter ended March 31, 2019, and $1.01 \%$ for the quarter ended June 30, 2018.
- Nonperforming loans held for investment to total loans held for investment was $0.76 \%$ at June 30,2019 , compared to $0.79 \%$ at both March 31, 2019, and June 30, 2018.
- The Company opened two full service branches on April 1, 2019, and July 1, 2019, respectively.
- The board of directors of the Company authorized a $\$ 40$ million stock buyback program.
- The Company increased the quarterly cash dividend by $\$ 0.06$ from $\$ 0.0325$ to $\$ 0.0925$, payable in August 2019.


## Comparison of the Results of Operations for the Three Months Ended June 30, 2019 and 2018

## Net Interest Income

Net interest income for the quarter ended June 30, 2019, was $\$ 43.0$ million, an increase of $\$ 5.8$ million, or $15.6 \%$, compared to the quarter ended June 30, 2018. The increase was primarily due to a combined increase of $\$ 11.2$ million in interest income earned on loans, which included increases of $\$ 5.1$ million, $\$ 2.5$ million and $\$ 2.5$ million in commercial and industrial loans, construction, land and land development loans and commercial real estate loans, respectively. Of this combined increase, $66.4 \%$ was driven by average volumes and $33.6 \%$ was driven by yields on the loans in these portfolios. The increase in net interest income was partially offset by higher costs of funding, largely as a result of increases in market interest rates impacting deposit accounts, as well as an increase in the average balance of outstanding borrowings. Average short-term FHLB advances increased $\$ 162.4$ million compared to the quarter ended June 30, 2018, in part due to a strategic decision to replace certain brokered deposits with lower rate short-term advances from the FHLB and to fund short-term liquidity needs. Additionally, we obtained a $\$ 250.0$ million FHLB long-term advance in the third quarter of 2018, which was re-deployed into higher yielding assets and replaced higher rate FHLB advances.

The fully tax-equivalent net interest margin was $3.70 \%$ for the second quarter of 2019, a four basis point decrease from the second quarter of 2018, while the net interest spread was reduced by 19 basis points to $3.17 \%$ from $3.36 \%$. Both decreases were primarily due to deposit pricing pressures, increases in average FHLB borrowings and higher interest-bearing balances due from banks. The rate paid on total interest-bearing liabilities for the quarter ended June 30,2019 , was $1.68 \%$, representing an increase of 61 basis points compared to the quarter ended June 30,2018 . The yield earned on interest-earning assets increased to $4.85 \%$ from $4.43 \%$, or 42 basis points, compared to the quarter ended June 30, 2018.

The following table presents average balance sheet information, interest income, interest expense and the corresponding average yields earned and rates paid for the three months ended June 30, 2019 and 2018.

| (Dollars in thousands)Assets | Three Months Ended June 30, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  |  |  |  | 2018 |  |  |  |  |
|  | Average <br> Balance ${ }^{(1)}$ |  | Income/Expense |  | Yield/Rate ${ }^{(2)}$ | Average <br> Balance ${ }^{(1)}$ |  | Income/Expense |  | Yield/Rate ${ }^{(2)}$ |
| Commercial real estate | \$ | 1,209,645 | \$ | 15,576 | 5.16\% | \$ | 1,090,888 | \$ | 13,122 | 4.82\% |
| Construction/land/land development |  | 505,119 |  | 7,175 | 5.70 |  | 351,342 |  | 4,666 | 5.33 |
| Residential real estate |  | 640,123 |  | 7,843 | 4.90 |  | 586,956 |  | 6,710 | 4.57 |
| Commercial and industrial |  | 1,310,611 |  | 17,530 | 5.36 |  | 1,024,981 |  | 12,394 | 4.85 |
| Mortgage warehouse lines of credit |  | 203,524 |  | 2,765 | 5.45 |  | 208,809 |  | 2,774 | 5.33 |
| Consumer |  | 20,902 |  | 366 | 7.01 |  | 20,774 |  | 354 | 6.83 |
| Loans held for investment |  | 3,889,924 |  | 51,255 | 5.29 |  | 3,283,750 |  | 40,020 | 4.89 |
| Loans held for sale |  | 23,927 |  | 206 | 3.45 |  | 20,491 |  | 199 | 3.88 |
| Loans receivable |  | 3,913,851 |  | 51,461 | 5.27 |  | 3,304,241 |  | 40,219 | 4.88 |
| Investment securities-taxable |  | 492,169 |  | 3,208 | 2.61 |  | 363,960 |  | 2,057 | 2.26 |
| Investment securities-non-taxable |  | 103,485 |  | 871 | 3.37 |  | 128,504 |  | 1,156 | 3.60 |
| Non-marketable equity securities held in other financial institutions |  | 44,974 |  | 426 | 3.80 |  | 23,040 |  | 276 | 4.80 |
| Interest-bearing balances due from banks |  | 164,686 |  | 1,097 | 2.67 |  | 235,299 |  | 1,044 | 1.78 |
| Total interest-earning assets |  | 4,719,165 | \$ | 57,063 | 4.85\% |  | 4,055,044 | \$ | 44,752 | 4.43\% |
| Noninterest-earning assets ${ }^{(3)}$ |  | 324,786 |  |  |  |  | 311,279 |  |  |  |
| Total assets | \$ | 5,043,951 |  |  |  | \$ | 4,366,323 |  |  |  |

## Liabilities and Stockholders' Equity

Liabilities

| Savings and interest-bearing transaction accounts | \$ | 2,050,058 | \$ | 7,120 | 1.39\% | \$ | 2,017,453 | \$ | 4,443 | 0.88\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Time deposits |  | 830,399 |  | 4,420 | 2.13 |  | 699,765 |  | 2,377 | 1.36 |
| Total interest-bearing deposits |  | 2,880,457 |  | 11,540 | 1.61 |  | 2,717,218 |  | 6,820 | 1.01 |
| Federal funds purchased |  | 118 |  | 1 | 2.89 |  | - |  | - | - |
| FHLB advances |  | 436,142 |  | 2,298 | 2.11 |  | 75,189 |  | 570 | 3.04 |
| Securities sold under agreements to repurchase |  | 34,049 |  | 116 | 1.36 |  | 30,233 |  | 54 | 0.71 |
| Subordinated debentures |  | 9,654 |  | 139 | 5.69 |  | 9,628 |  | 138 | 5.67 |
| Total interest-bearing liabilities |  | 3,360,420 | \$ | 14,094 | 1.68\% |  | 2,832,268 | \$ | 7,582 | 1.07\% |
| Noninterest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 1,018,081 |  |  |  |  | 942,533 |  |  |  |
| Other liabilities ${ }^{(3)}$ |  | 88,689 |  |  |  |  | 79,141 |  |  |  |
| Total liabilities |  | 4,467,190 |  |  |  |  | 3,853,942 |  |  |  |
| Stockholders' Equity |  | 576,761 |  |  |  |  | 512,381 |  |  |  |
| Total liabilities and stockholders' equity | \$ | 5,043,951 |  |  |  | \$ | 4,366,323 |  |  |  |
| Net interest spread |  |  |  |  | 3.17\% |  |  |  |  | 3.36\% |
| Net interest income and margin |  |  | \$ | 42,969 | 3.65\% |  |  | \$ | 37,170 | 3.68\% |
| Net interest income and margin - (tax equivalent) ${ }^{(4)}$ |  |  | \$ | 43,504 | 3.70\% |  |  | \$ | 37,781 | 3.74\% |

[^7](3) Includes Government National Mortgage Association ("GNMA") repurchase average balances of $\$ 25.8$ million and $\$ 29.3$ million for the three months ended June 30 , 2019, and June 30, 2018, respectively. The GNMA repurchase asset and liability accounts are recorded as equal offsetting amounts in the condensed consolidated balance sheets, with the asset included in loans held for sale and the liability included in FHLB advances and other borrowings. For more information on the GNMA repurchase option, see Note 7 - Mortgage Banking in the notes to our condensed consolidated financial statements.
${ }^{(4)}$ In order to present pre-tax income and resulting yields on tax-exempt investments comparable to those on taxable investments, a tax-equivalent adjustment has been computed. This adjustment also includes income tax credits received on Qualified School Construction Bonds. Income from tax-exempt investments and tax credits were computed using a federal income tax rate of 21\% for the three months ended June 30, 2019 and 2018.

## Rate/Volume Analysis

The following table presents the dollar amount of changes in interest income and interest expense for major components of interest-earning assets and interest-bearing liabilities. It distinguishes between the changes related to outstanding balances and those due to changes in interest rates. The change in interest attributable to rate changes has been determined by applying the change in rate between periods to average balances outstanding in the earlier period. The change in interest due to volume has been determined by applying the rate from the earlier period to the change in average balances outstanding between periods. For purposes of this table, changes attributable to both rate and volume that cannot be segregated have been allocated to rate.

Three Months Ended June 30, 2019,
vs. Three Months Ended June 30, 2018


## Provision for Credit Losses

The provision for credit losses, which includes both the provision for loan losses and provision for off-balance sheet commitments, is based on management's assessment of the adequacy of both our allowance for loan losses and our reserve for off-balance sheet lending commitments. Factors impacting the provision include inherent risk characteristics in our loan portfolio, the level of nonperforming loans and net charge-offs, both current and historic, local economic and credit
conditions, the direction of the change in collateral values, and the funding probability on unfunded lending commitments. The provision for credit losses is charged against earnings in order to maintain our allowance for loan losses, which reflects management's best estimate of probable losses inherent in our loan portfolio at the balance sheet date, and our reserve for off-balance sheet lending commitments, which reflects management's best estimate of probable losses inherent in our legally binding lending-related commitments. The allowance is increased by the provision for loan losses and decreased by charge-offs, net of recoveries.

We recorded provision expense of $\$ 2.0$ million for the quarter ended June 30, 2019, an increase of $\$ 1.7$ million from $\$ 311,000$ for the quarter ended June 30, 2018. The increase in provision expense from the quarter ended June 30, 2018, was primarily due to loan growth of $\$ 612.5$ million, or $18.2 \%$. Our allowance for loan losses was $0.92 \%$ of total loans held for investment at June 30, 2019, compared to $1.01 \%$ at June 30, 2018, due to improvement in the overall credit quality of our loan portfolio. Allowance for loan losses as a percentage of nonperforming loans held for investment was $120.36 \%$ at June 30 , 2019, compared to $127.46 \%$ at June 30, 2018, and specific reserves on impaired loans totaled $\$ 196,000$ and $\$ 2.9$ million at June 30, 2019, and 2018, respectively. Reserves on impaired loans decreased primarily due to $\$ 2.5$ million of charge-offs recorded subsequent to June 30 , 2018.

## Noninterest Income

The table below presents the various components of, and changes in, our noninterest income for the periods indicated.

| (Dollars in thousands)Noninterest income: | Three Months Ended June 30, |  |  |  | \$ Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  |  |  |  |
| Service charges and fees | \$ | 3,435 | \$ | 3,157 | \$ | 278 | 8.8 \% |
| Mortgage banking revenue |  | 3,252 |  | 2,317 |  | 935 | 40.4 |
| Insurance commission and fee income |  | 3,036 |  | 1,826 |  | 1,210 | 66.3 |
| (Loss) gain on sales and disposals of other assets, net |  | (166) |  | 121 |  | (287) | N/M |
| Other fee income |  | 360 |  | 403 |  | (43) | (10.7) |
| Other income |  | 1,259 |  | 2,791 |  | $(1,532)$ | (54.9) |
| Total noninterest income | \$ | 11,176 | \$ | 10,615 | \$ | 561 | 5.3 \% |

Noninterest income for the three months ended June 30, 2019, increased by $\$ 561,000$, or $5.3 \%$, to $\$ 11.2$ million, compared to $\$ 10.6$ million for the three months ended June 30, 2018. The primary drivers were increases of $\$ 1.2$ million and $\$ 935,000$ in insurance commission and fee income and mortgage banking revenue, respectively, which were partially offset by a $\$ 1.5$ million decrease in other income.

The growth in insurance commission and fee income was due to our increased presence in North Louisiana after our acquisition of Reeves, Coon and Funderburg ("RCF") in July 2018. The increase in mortgage banking revenue compared to the three months ended June 30, 2018, was driven by an improvement in the performance of our mortgage servicing portfolio of $\$ 506,000$ and a $\$ 103,000$ increase in valuation impact in our mortgage servicing portfolio.

The decrease in other income was driven by a $\$ 367,000$ positive valuation adjustment recorded in the second quarter of 2019 on a common stock investment compared to a $\$ 2.0$ million positive valuation adjustment recorded in the second quarter of 2018.

## Noninterest Expense

The following table presents the significant components of noninterest expense for the periods indicated.

| (Dollars in thousands) <br> Noninterest expense: | Three Months Ended June 30, |  |  |  | \$ Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  |  |  |  |
| Salaries and employee benefits | \$ | 22,764 | \$ | 19,859 | \$ | 2,905 | 14.6 \% |
| Occupancy and equipment, net |  | 4,200 |  | 3,793 |  | 407 | 10.7 |
| Data processing |  | 1,810 |  | 1,347 |  | 463 | 34.4 |
| Electronic banking |  | 892 |  | 680 |  | 212 | 31.2 |
| Communications |  | 647 |  | 510 |  | 137 | 26.9 |
| Advertising and marketing |  | 1,089 |  | 1,022 |  | 67 | 6.6 |
| Professional services |  | 839 |  | 598 |  | 241 | 40.3 |
| Regulatory assessments |  | 691 |  | 660 |  | 31 | 4.7 |
| Loan related expenses |  | 790 |  | 798 |  | (8) | (1.0) |
| Office and operations |  | 1,849 |  | 1,588 |  | 261 | 16.4 |
| Other |  | 1,524 |  | 1,157 |  | 367 | 31.7 |
| Total noninterest expense | \$ | 37,095 | \$ | 32,012 | \$ | 5,083 | 15.9 \% |

Noninterest expense for the three months ended June 30, 2019, increased by $\$ 5.1$ million, or $15.9 \%$, to $\$ 37.1$ million, compared to $\$ 32.0$ million for the three months ended June 30 , 2018. This increase was primarily driven by increases of $\$ 2.9$ million, $\$ 463,000, \$ 407,000$ and $\$ 367,000$ in salaries and employee benefits, data processing, occupancy and equipment, net and other noninterest expense, respectively.

Salaries and employee benefits. The $\$ 2.9$ million increase in salaries and employee benefits between the quarters was driven by an increase in salary expense reflected in the quarter ended June 30, 2019, due to the acquisition of RCF in July 2018 and addition of a Houston lift-out team during the second quarter of 2018. Excluding the impact of the RCF acquisition and addition of the Houston lift-out team, salary expense increased by $\$ 1.2$ million, or $9.7 \%$ compared to the three months ended June 30, 2018. This increase was primarily driven by annual salary increases and salary market adjustments for existing positions. The RCF acquisition and Houston lift-out team contributed $\$ 990,000$ and $\$ 715,000$, respectively, to the total increase in salaries and employee benefits compared to the three months ended June 30, 2018.

Data processing. The increase in data processing costs compared to the quarter ended June 30, 2018, was primarily due to new software implementations during the intervening period.

Occupancy and equipment, net. The $\$ 407,000$ increase in occupancy and equipment expense, net, was due to our acquisition of additional locations as part of the RCF acquisition in July 2018, the opening of one new banking center in the second quarter of 2019 and preparations to open an additional banking center at the start of the third quarter of 2019.

Other. Amortization expense of intangible assets as a result of the RCF acquisition in July 2018 drove a $\$ 258,000$ increase in other noninterest expense for the three months ended June 30, 2019.

## Income Tax Expense

For the three months ended June 30, 2019, we recognized income tax expense of $\$ 2.8$ million, an increase of $\$ 22,000$ over the three months ended June 30, 2018. Our effective tax rate for the three months ended June 30, 2019, was 18.5\%, compared to $17.9 \%$ for the three months ended June 30, 2018.

Our effective income tax rates have differed from the U.S. statutory rate of $21 \%$ during the three months ended June 30, 2019 and 2018, due to the effect of tax-exempt income from securities, low income housing and qualified school construction bond tax credits, tax-exempt income from life insurance policies and income tax effects associated with stock-based compensation. Because of these items, we expect our effective income tax rate to continue to remain below the U.S. statutory rate. These tax-exempt items can have a smaller than proportional effect on the effective income tax rate as net income increases.

## Comparison of the Results of Operations for the Six Months Ended June 30, 2019 and 2018

## Net Interest Income

Net interest income for the six months ended June 30, 2019, was $\$ 85.0$ million, an increase of $\$ 13.1$ million over the six months ended June 30 , 2018. The increase was largely driven by growth in the average balance and higher yields earned on loans held for investment. Increases in average balances accounted for $\$ 14.2$ million, or $61.5 \%$, of the increase in interest income on loans held for investment. The increase in yield earned on loans held for investment, driven by rising market interest rates during the intervening period, provided $\$ 8.9$ million, or $38.5 \%$, of the increase in interest income on loans held for investment. The yield earned on the total loan portfolio was $5.28 \%$ for the six months ended June 30, 2019, compared to $4.81 \%$ for the six months ended June 30, 2018. Average total loans were $\$ 3.85$ billion for the six months ended June 30, 2019, compared to $\$ 3.26$ billion for the six months ended June 30, 2018. These increases were partially offset by higher costs of funding, which were primarily driven by increases in market interest rates and higher average balances in FHLB borrowings.

Interest-bearing liability rates increased during the six months ended June 30, 2019, compared to the six months ended June 30, 2018, primarily due to higher average savings and interest-bearing transaction account rates. The average rate paid on interest-bearing deposits was $1.55 \%$ for the six months ended June 30, 2019, an increase of 60 basis points from $0.95 \%$ for the six months ended June 30, 2018.

The following table presents average balance sheet information, interest income, interest expense and the corresponding average yields earned and rates paid for the six months ended June 30, 2019 and 2018.

| (Dollars in thousands)Assets | Six Months Ended June 30, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  |  |  |  | 2018 |  |  |  |  |
|  | Average <br> Balance ${ }^{(1)}$ |  | Income/Expense |  | Yield/Rate ${ }^{(2)}$ | Average <br> Balance ${ }^{(1)}$ |  | Income/Expense |  | Yield/Rate ${ }^{(2)}$ |
| Commercial real estate | \$ | 1,212,149 | \$ | 31,072 | 5.17\% | \$ | 1,088,258 | \$ | 25,688 | 4.76\% |
| Construction/land/land development |  | 481,280 |  | 13,648 | 5.72 |  | 339,473 |  | 8,598 | 5.11 |
| Residential real estate |  | 637,221 |  | 15,476 | 4.86 |  | 581,265 |  | 13,148 | 4.52 |
| Commercial and industrial |  | 1,299,100 |  | 34,528 | 5.36 |  | 1,013,501 |  | 24,170 | 4.81 |
| Mortgage warehouse lines of credit |  | 175,644 |  | 4,810 | 5.52 |  | 191,855 |  | 4,920 | 5.17 |
| Consumer |  | 20,693 |  | 716 | 6.92 |  | 20,913 |  | 694 | 6.64 |
| Loans held for investment |  | 3,826,087 |  | 100,250 | 5.28 |  | 3,235,265 |  | 77,218 | 4.81 |
| Loans held for sale |  | 20,824 |  | 386 | 3.70 |  | 23,769 |  | 475 | 4.00 |
| Loans receivable |  | 3,846,911 |  | 100,636 | 5.28 |  | 3,259,034 |  | 77,693 | 4.81 |
| Investment securities-taxable |  | 495,433 |  | 6,549 | 2.64 |  | 337,387 |  | 3,797 | 2.25 |
| Investment securities-non-taxable |  | 102,644 |  | 1,729 | 3.37 |  | 130,570 |  | 2,340 | 3.58 |
| Non-marketable equity securities held in other financial institutions |  | 43,575 |  | 727 | 3.36 |  | 23,004 |  | 444 | 3.89 |
| Interest-bearing deposits in banks |  | 144,120 |  | 1,916 | 2.68 |  | 226,356 |  | 1,922 | 1.71 |
| Total interest-earning assets |  | 4,632,683 | \$ | 111,557 | 4.86\% |  | 3,976,351 | \$ | 86,196 | 4.37\% |
| Noninterest-earning assets ${ }^{(3)}$ |  | 325,294 |  |  |  |  | 306,203 |  |  |  |
| Total assets | \$ | 4,957,977 |  |  |  | \$ | 4,282,554 |  |  |  |

## Liabilities and Stockholders' Equity

## Liabilities

| Interest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Savings and interest-bearing transaction accounts | \$ | 2,035,331 | \$ | 13,379 | 1.33\% | \$ | 2,045,133 | \$ | 8,602 | 0.85\% |
| Time deposits |  | 839,464 |  | 8,658 | 2.08 |  | 659,603 |  | 4,198 | 1.28 |
| Total interest-bearing deposits |  | 2,874,795 |  | 22,037 | 1.55 |  | 2,704,736 |  | 12,800 | 0.95 |
| Federal funds purchased |  | 69 |  | 1 | 2.89 |  | - |  | - | - |
| FHLB advances |  | 386,294 |  | 3,996 | 2.09 |  | 75,314 |  | 1,141 | 3.06 |
| Securities sold under agreements to repurchase |  | 36,887 |  | 252 | 1.38 |  | 29,477 |  | 87 | 0.60 |
| Subordinated debentures |  | 9,650 |  | 276 | 5.69 |  | 9,625 |  | 274 | 5.66 |
| Total interest-bearing liabilities |  | 3,307,695 | \$ | 26,562 | 1.62\% |  | 2,819,152 | \$ | 14,302 | 1.02\% |
| Noninterest-bearing liabilities |  |  |  |  |  |  |  |  |  |  |
| Noninterest-bearing deposits |  | 995,475 |  |  |  |  | 903,758 |  |  |  |
| Other liabilities ${ }^{(3)}$ |  | 86,335 |  |  |  |  | 73,332 |  |  |  |
| Total liabilities |  | 4,389,505 |  |  |  |  | 3,796,242 |  |  |  |
| Stockholders' Equity |  | 568,472 |  |  |  |  | 486,312 |  |  |  |
| Total liabilities and stockholders' equity | \$ | 4,957,977 |  |  |  | \$ | 4,282,554 |  |  |  |
| Net interest spread |  |  |  |  | 3.24\% |  |  |  |  | 3.35\% |
| Net interest income and margin |  |  | \$ | 84,995 | 3.70\% |  |  | \$ | 71,894 | 3.65\% |
| Net interest income and margin - (tax equivalent) ${ }^{(4)}$ |  |  | \$ | 86,058 | 3.75\% |  |  | \$ | 73,120 | 3.71\% |

[^8]${ }^{(3)}$ Includes GNMA repurchase average balances of $\$ 27.9$ million and $\$ 30.7$ million for the six months ended June 30, 2019, and June 30, 2018, respectively. The GNMA repurchase asset and liability are recorded as equal offsetting amounts in the consolidated balance sheets, with the asset included in loans held for sale and the liability included in FHLB advances and other borrowings. For more information on the GNMA repurchase option, see Note 7 - Mortgage Banking in the consolidated notes to the financial statements.
(4) In order to present pre-tax income and resulting yields on tax-exempt investments comparable to those on taxable investments, a tax-equivalent adjustment has been computed. This adjustment also includes income tax credits received on Qualified School Construction Bonds. Income from tax-exempt investments and tax credits were computed using a Federal income tax rate of 21\% for the six months ended June 30, 2019 and 2018.

## Rate/Volume Analysis

The following table presents the dollar amount of changes in interest income and interest expense for major components of interest-earning assets and interest-bearing liabilities. It distinguishes between the changes related to outstanding balances and those due to changes in interest rates. The change in interest attributable to rate changes has been determined by applying the change in rate between periods to average balances outstanding in the earlier period. The change in interest due to volume has been determined by applying the rate from the earlier period to the change in average balances outstanding between periods. For purposes of this table, changes attributable to both rate and volume that cannot be segregated have been allocated to rate.

| (Dollars in thousands) | Six Months Ended June 30, 2019, vs. Six Months Ended June 30, 2018 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Increase (Decrease) due to Change in |  |  |  | Total Change |  |
| Interest-earning assets | Volume |  | Yield/Rate |  |  |  |
| Loans: |  |  |  |  |  |  |
| Commercial real estate | \$ | 2,924 | \$ | 2,460 | \$ | 5,384 |
| Construction/land/land development |  | 3,592 |  | 1,458 |  | 5,050 |
| Residential real estate |  | 1,266 |  | 1,062 |  | 2,328 |
| Commercial and industrial |  | 6,811 |  | 3,547 |  | 10,358 |
| Mortgage warehouse lines of credit |  | (416) |  | 306 |  | (110) |
| Consumer |  | (7) |  | 29 |  | 22 |
| Loans held for sale |  | (59) |  | (30) |  | (89) |
| Loans receivable |  | 14,111 |  | 8,832 |  | 22,943 |
| Investment securities-taxable |  | 1,779 |  | 973 |  | 2,752 |
| Investment securities-non-taxable |  | (501) |  | (110) |  | (611) |
| Non-marketable equity securities held in other financial institutions |  | 397 |  | (114) |  | 283 |
| Interest-bearing deposits in banks |  | (698) |  | 692 |  | (6) |
| Total interest-earning assets |  | 15,088 |  | 10,273 |  | 25,361 |
| Interest-bearing liabilities |  |  |  |  |  |  |
| Savings and interest-bearing transaction accounts |  | (41) |  | 4,818 |  | 4,777 |
| Time deposits |  | 1,145 |  | 3,315 |  | 4,460 |
| Federal funds purchased |  | - |  | 1 |  | 1 |
| FHLB advances |  | 4,712 |  | $(1,857)$ |  | 2,855 |
| Securities sold under agreements to repurchase |  | 22 |  | 143 |  | 165 |
| Junior subordinated debentures |  | 1 |  | 1 |  | 2 |
| Total interest-bearing liabilities |  | 5,839 |  | 6,421 |  | 12,260 |
| Net interest income | \$ | 9,249 | \$ | 3,852 | \$ | 13,101 |

## Provision for Credit Losses

We recorded provision expense of $\$ 3.0$ million for the six months ended June 30 , 2019, a $\$ 4.2$ million increase from a provision benefit of $\$ 1.2$ million for the six months ended June 30, 2018. Provision expense for the six months ended June 30, 2019, was driven by an increase in the general reserve resulting from growth in loans held for investment. The release of provision for the six months ended June 30, 2018, was largely driven by improvement in certain collateral dependent impaired loans, resulting in a decrease of specific reserves recorded on impaired loans. General reserves totaled $\$ 36.5$ million, or $0.92 \%$ of total loans held for investment at June 30, 2019, compared to $\$ 31.2$ million, or $0.93 \%$ at June 30, 2018. Specific reserves totaled $\$ 196,000$ at June 30, 2019, compared to $\$ 2.9$ million at June 30, 2018.

## Noninterest Income

The table below presents the various components of, and changes in, our noninterest income for the periods indicated.

| (Dollars in thousands) <br> Noninterest income: | Six Months Ended June 30, |  |  |  | \$ Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  |  |  |  |
| Service charges and fees | \$ | 6,751 | \$ | 6,171 | \$ | 580 | 9.4 \% |
| Mortgage banking revenue |  | 5,858 |  | 4,711 |  | 1,147 | 24.3 |
| Insurance commission and fee income |  | 6,546 |  | 3,933 |  | 2,613 | 66.4 |
| (Loss) gain on sales and disposals of other assets, net |  | (163) |  | 60 |  | (223) | N/M |
| Other fee income |  | 636 |  | 855 |  | (219) | (25.6) |
| Other income |  | 3,152 |  | 4,685 |  | $(1,533)$ | (32.7) |
| Total noninterest income | \$ | 22,780 | \$ | 20,415 | \$ | 2,365 | 11.6 \% |

Noninterest income for the six months ended June 30, 2019, increased by $\$ 2.4$ million, or $11.6 \%$, to $\$ 22.8$ million, compared to $\$ 20.4$ million for the six months ended June 30, 2018. The increase in noninterest income was driven primarily by increases of $\$ 2.6$ million and $\$ 1.1$ million in income and insurance commission and fee income and mortgage banking revenue, respectively. These increases were partially offset by a $\$ 1.5$ million decrease in other noninterest income.

Insurance commission and fee income. The $\$ 2.6$ million increase in insurance commission and fee income was primarily driven by our increased presence in the North Louisiana market after the RCF acquisition in July 2018.

Mortgage banking revenue. The $\$ 1.1$ million increase in mortgage banking revenue compared to the six months ended June 30, 2018, was driven by improvement in the performance of our mortgage servicing portfolio, including with respect to delinquencies and foreclosures in the portfolio, and was slightly offset by the valuation impact of runoff in our mortgage servicing portfolio.

Other income. The $\$ 1.5$ million decrease in other noninterest income for the six months ended June 30, 2019, compared to the same period in 2018, was due to a $\$ 367,000$ positive valuation adjustment that was recorded in the second quarter of 2019 on a common stock investment compared to a $\$ 2.0$ million positive valuation adjustment that was recorded in the second quarter of 2018.

## Noninterest Expense

The following table presents the significant components of noninterest expense for the periods indicated:

| (Dollars in thousands) <br> Noninterest expense: | Six Months Ended June 30, |  |  |  | \$ Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  | 2018 |  |  |  |  |
| Salaries and employee benefits | \$ | 45,377 | \$ | 38,100 | \$ | 7,277 | 19.1 \% |
| Occupancy and equipment, net |  | 8,244 |  | 7,446 |  | 798 | 10.7 |
| Data processing |  | 3,397 |  | 2,820 |  | 577 | 20.5 |
| Electronic banking |  | 1,581 |  | 1,423 |  | 158 | 11.1 |
| Communications |  | 1,233 |  | 1,025 |  | 208 | 20.3 |
| Advertising and marketing |  | 1,887 |  | 1,679 |  | 208 | 12.4 |
| Professional services |  | 1,743 |  | 1,263 |  | 480 | 38.0 |
| Regulatory assessments |  | 1,402 |  | 1,380 |  | 22 | 1.6 |
| Loan related expenses |  | 1,459 |  | 1,511 |  | (52) | (3.4) |
| Office and operations |  | 3,330 |  | 2,866 |  | 464 | 16.2 |
| Other expenses |  | 2,823 |  | 2,356 |  | 467 | 19.8 |
| Total noninterest expense | \$ | 72,476 | \$ | 61,869 | \$ | 10,607 | 17.1 \% |

Noninterest expense for the six months ended June 30 , 2019, increased by $\$ 10.6$ million, or $17.1 \%$, to $\$ 72.5$ million, compared to $\$ 61.9$ million for the six months ended June 30, 2018. The most significant drivers of the increase were salaries and employee benefits, occupancy and equipment, net, and data processing, which rose by $\$ 7.3$ million, $\$ 798,000$ and $\$ 577,000$, respectively.

Salaries and employee benefits. The $\$ 7.3$ million increase in salaries and employee benefits expense during the six months ended June 30, 2019 compared to the six months ended June 30, 2018 was primarily driven by an increase in salary expense and increases in total salaries and employee benefits expense attributed to the addition of a Houston lift-out team during the second quarter of 2018 and the RCF acquisition in July 2018. Excluding the increase attributed to the Houston lift-out team and RCF acquisition, salary expense increased by $\$ 2.5$ million. This increase was largely driven by annual salary increases and salary market adjustments for existing positions. The Houston lift-out team and RCF acquisition contributed $\$ 2.0$ million and $\$ 1.9$ million of total salaries and employee benefit expense, respectively. Additionally, incentive compensation expense, excluding the amount attributed to the Houston liftout team and RCF acquisition, increased by $\$ 789,000$ during the six months ended June 30, 2019, compared to the six months ended June 30, 2018, driven by the overall improvement in performance of the Company during 2019, which resulted in more performance targets being met.

Occupancy and equipment, net. The increase in occupancy and equipment, net during the six months ended June 30, 2019, compared to the same period in 2018 was driven by the RCF acquisition in July 2018, the opening of one new banking center in the second quarter of 2019 and preparations to open an additional banking center at the start of the third quarter of 2019.

Data processing. The increase in data processing costs during the six months ended June 30, 2019, compared to the six months ended June 30, 2018, was primarily due to the implementation of new software during the intervening period.

## Income Tax Expense

For the six months ended June 30, 2019, we recognized income tax expense of $\$ 5.9$ million, compared to $\$ 5.5$ million for the six months ended June 30, 2018. Our effective tax rate for the six months ended June 30, 2019, was $18.2 \%$ compared to $17.5 \%$ for the six months ended June $30,2018$.

Our effective income tax rates differed from the U.S. statutory rate of $21 \%$ during the six months ended June 30, 2019 and 2018, due to the effect of tax-exempt income from securities, low income housing and qualified school construction bond tax credits, tax-exempt income from life insurance policies and income tax effects associated with stock-based compensation. Because of these items, we expect our effective income tax rate to continue to remain below the U.S. statutory rate. These tax-exempt items can have a larger than proportional effect on the effective income tax rate as net income decreases.

## Comparison of Financial Condition at June 30, 2019, and December 31, 2018

## General

Total assets increased by $\$ 298.0$ million, or $6.2 \%$, to $\$ 5.12$ billion at June 30, 2019, from $\$ 4.82$ billion at December 31, 2018. The increase was primarily attributable to an increase in loans held for investment of $\$ 195.5$ million and an increase in cash and cash equivalents of $\$ 82.9$ million.

## Loan Portfolio

At June 30, 2019, 69.9\% of our loan portfolio held for investment consisted of commercial and industrial loans, mortgage warehouse lines of credit and commercial real estate loans, which were primarily originated within our market areas of North Louisiana, Texas and Mississippi.

The following table presents the ending balance of our loan portfolio held for investment by purpose category at the dates indicated.

| (Dollars in thousands) | June 30, 2019 |  |  | December 31, 2018 |  |  | \$ Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  | Percent | Amount |  | Percent |  |  |  |
| Real estate: |  |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 1,219,470 | 30.6\% | \$ | 1,228,402 | 32.4\% | \$ | $(8,932)$ | (0.7)\% |
| Construction/land/land development |  | 524,999 | 13.2 |  | 429,660 | 11.3 |  | 95,339 | 22.2 |
| Residential real estate |  | 651,988 | 16.4 |  | 629,714 | 16.6 |  | 22,274 | 3.5 |
| Total real estate |  | 2,396,457 | 60.2 |  | 2,287,776 | 60.3 |  | 108,681 | 4.8 |
| Commercial and industrial |  | 1,341,652 | 33.7 |  | 1,272,566 | 33.6 |  | 69,086 | 5.4 |
| Mortgage warehouse lines of credit |  | 224,939 | 5.6 |  | 207,871 | 5.5 |  | 17,068 | 8.2 |
| Consumer |  | 21,549 | 0.5 |  | 20,892 | 0.6 |  | 657 | 3.1 |
| Total loans held for investment | \$ | 3,984,597 | 100.0\% | \$ | 3,789,105 | 100.0\% | \$ | 195,492 | 5.2 \% |

At June 30, 2019, total loans held for investment were $\$ 3.98$ billion, an increase of $\$ 195.5$ million, or $5.2 \%$, compared to $\$ 3.79$ billion at December 31, 2018. The increase was driven primarily by growth in construction/land/land development and commercial and industrial loans. The increase in construction/land/land development was not driven by any particular strategic decision aside from increasing loan demand in our Texas markets. We currently do not plan to significantly alter the real estate concentrations within our loan portfolio.

## Loan Portfolio Maturity Analysis

The table below presents the maturity distribution of our loans held for investment at June 30, 2019. The table also presents the portion of our loans that have fixed interest rates, rather than interest rates that fluctuate over the life of the loans based on changes in the interest rate environment.

| (Dollars in thousands) | June 30, 2019 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | One Year or Less |  | Over One Year Through Five Years |  | Over Five Years |  | Total |  |
| Real estate: |  |  |  |  |  |  |  |  |
| Commercial real estate | \$ | 194,079 | \$ | 786,851 | \$ | 238,540 | \$ | 1,219,470 |
| Construction/land/land development |  | 149,927 |  | 324,604 |  | 50,468 |  | 524,999 |
| Residential real estate loans |  | 84,080 |  | 249,154 |  | 318,754 |  | 651,988 |
| Total real estate |  | 428,086 |  | 1,360,609 |  | 607,762 |  | 2,396,457 |
| Commercial and industrial loans |  | 567,042 |  | 686,176 |  | 88,434 |  | 1,341,652 |
| Mortgage warehouse lines of credit |  | 224,939 |  | - |  | - |  | 224,939 |
| Consumer loans |  | 6,370 |  | 14,444 |  | 735 |  | 21,549 |
| Total loans held for investment | \$ | 1,226,437 | \$ | 2,061,229 | \$ | 696,931 | \$ | 3,984,597 |
|  |  |  |  |  |  |  |  |  |
| Amounts with fixed rates | \$ | 254,436 | \$ | 1,106,079 | \$ | 315,901 | \$ | 1,676,416 |
| Amounts with variable rates |  | 972,001 |  | 955,150 |  | 381,030 |  | 2,308,181 |
| Total | \$ | 1,226,437 | \$ | 2,061,229 | \$ | 696,931 | \$ | 3,984,597 |

## Nonperforming Assets

Nonperforming assets consist of nonperforming loans and property acquired through foreclosures or repossession. Our nonperforming loans are comprised of nonaccrual loans and accruing loans that are contractually 90 days or more past due.

Loans are considered past due when principal and interest payments have not been received at the date such payments are contractually due. We discontinue accruing interest on loans when we determine the borrower's financial condition is such that collection of interest and principal payments in accordance with the terms of the loan are not reasonably assured. Loans may be placed on nonaccrual status even if the contractual payments are not past due if information becomes available that causes substantial doubt about the borrower's ability to meet the contractual obligations of the loan. All interest accrued but not collected for loans that are placed on nonaccrual status is reversed against interest income. Interest income is subsequently recognized only to the extent cash payments are received in excess of principal outstanding. Loans are returned to accrual status when all principal and interest amounts contractually due are brought current and future payments are reasonably assured. If a loan is determined by management to be uncollectible, regardless of size, the portion of the loan determined to be uncollectible is then charged to the allowance for loan losses.

We manage the quality of our lending portfolio in part through a disciplined underwriting policy and through continual monitoring of loan performance and each borrower's financial condition. There can be no assurance, however, that our loan portfolio will not become subject to losses due to declines in economic conditions or deterioration in the financial condition of our borrowers.

The following table shows our nonperforming loans and nonperforming assets at the dates indicated.

| (Dollars in thousands) | June 30, 2019 |  | December 31, 2018 |  |
| :---: | :---: | :---: | :---: | :---: |
| Nonperforming loans held for investment |  |  |  |  |
| Commercial real estate | \$ | 9,423 | \$ | 8,281 |
| Construction/land/land development |  | 1,111 |  | 935 |
| Residential real estate |  | 4,978 |  | 6,668 |
| Commercial and industrial |  | 14,810 |  | 15,792 |
| Consumer |  | 156 |  | 180 |
| Total nonperforming loans held for investment |  | 30,478 |  | 31,856 |
| Nonperforming loans held for sale |  | 2,049 |  | 741 |
| Total nonperforming loans |  | 32,527 |  | 32,597 |
| Other real estate owned |  |  |  |  |
| Commercial real estate, construction/land/land development |  | 2,992 |  | 2,993 |
| Residential real estate |  | 562 |  | 746 |
| Total other real estate owned |  | 3,554 |  | 3,739 |
| Total nonperforming assets | \$ | 36,081 | \$ | 36,336 |
| Troubled debt restructuring loans - nonaccrual | \$ | 5,857 | \$ | 5,793 |
| Troubled debt restructuring loans - accruing |  | 2,015 |  | 2,054 |
| Total loans held for investment |  | 3,984,597 |  | 3,789,105 |
| Total allowance for loan losses |  | 36,683 |  | 34,203 |
| Ratio of allowance for loan losses to total nonperforming loans held for investment |  | 120.36\% |  | 107.37\% |
| Ratio of nonperforming loans held for investment to total loans held for investment |  | 0.76 |  | 0.84 |
| Ratio of nonperforming assets to total assets |  | 0.70 |  | 0.75 |

At June 30, 2019, total nonperforming loans held for investment decreased by $\$ 1.4$ million, or $4.3 \%$, over December 31, 2018, primarily as a result of a $\$ 1.2$ million nonperforming residential real estate loan that was paid off during the six months ended June 30, 2019. This decrease was offset by a $\$ 1.3$ million increase in total nonperforming loans held for sale during the six months ended June 30, 2019. Historically, we have not experienced losses as a result of nonperforming loans held for sale. Over the last two years, we have experienced improvements in impaired and past due loans to the point that we currently feel our overall credit profile has stabilized. Please see Note 4 -Loans in the notes to our condensed consolidated financial statements for more information on nonperforming loans.

## Potential Problem Loans

From a credit risk standpoint, we classify loans in one of five categories: pass, special mention, substandard, doubtful or loss. The classifications of loans reflect a judgment about the risks of default and loss associated with the loan. We review the ratings on loans and adjust them to reflect the degree of risk and loss that is felt to be inherent in each loan. The methodology is structured so that reserve allocations are increased in accordance with deterioration in credit quality (and a corresponding increase in risk and loss) or decreased in accordance with improvement in credit quality (and a corresponding decrease in risk and loss). Loans rated special mention reflect borrowers who exhibit credit weaknesses or downward trends deserving close attention. If left uncorrected, these potential weaknesses may result in deterioration of the repayment prospects for the asset or in the Bank's credit position at some future date. While potentially weak, no loss of principal or interest is envisioned and these borrowers currently do not pose sufficient risk to warrant adverse classification. Loans rated substandard are those borrowers with deteriorating trends and well-defined weaknesses that jeopardize the orderly liquidation of debt. A substandard loan is inadequately protected by the current sound worth and paying capacity of the obligor or by the collateral pledged, if any. Normal repayment from the borrower might be in jeopardy, although no loss of principal is envisioned.

Loans rated as doubtful have the weaknesses of substandard assets with the additional characteristic that the weaknesses make collection or liquidation in full questionable and there is a high probability of loss based on currently existing facts, conditions and values. Loans classified as loss are charged-off and we have no expectation of the recovery of any payments in respect to loans rated as loss. Information regarding the internal risk ratings of our loans at June 30, 2019, is included in Note 4 -Loans in the notes to our condensed consolidated financial statements included in Item 1 of this report.

## Allowance for Loan Losses

We maintain an allowance for loan losses that represents management's estimate of loan losses inherent within the portfolio of loans held for investment at the respective balance sheet date. The allowance for loan losses is maintained at a level that management believes is adequate to absorb all existing probable losses on loans in the loan portfolio. The amount of the allowance for loan losses should not be interpreted as an indication that charge-offs in future periods will necessarily occur in those amounts, or at all. In determining the allowance for loan losses, we estimate losses on specific loans, or groups of loans, where the probable loss can be identified and reasonably determined. The balance of the allowance for loan losses is based on internally assigned risk classifications of loans, historical loan loss rates, changes in the nature of the loan portfolio, overall portfolio quality, industry concentrations, delinquency trends, current economic factors and the estimated impact of current economic conditions on certain historical loan loss rates.

The amount of the allowance is affected by loan charge-offs, which decrease the allowance, recoveries on loans previously charged off, which increase the allowance, as well as the provision for loan losses charged to income, which increases the allowance. We allocate the allowance for loan losses either to specific allocations, or to general allocations for each major loan category. In determining the provision for loan losses, management monitors fluctuations in the allowance resulting from actual charge-offs and recoveries and periodically reviews the size and composition of the loan portfolio in light of current and anticipated economic conditions. If actual losses exceed the amount of allowance for loan losses, it could materially and adversely affect our earnings.

As a general rule, when it becomes evident that the full principal and accrued interest of a loan may not be collected, or at 90 days past due, we will reflect that loan as nonperforming. It will remain nonperforming until it performs in a manner that it is reasonable to expect that we will collect principal and accrued interest in full. When the amount or likelihood of a loss on a loan has been confirmed, a charge-off will be taken in the period it is determined.

We establish general allocations for each major loan category and credit quality. The general allocation is based, in part, on historical charge-off experience and the expected loss given default, derived from our internal risk rating process. Other adjustments may be made to the allowance for pools of loans after an assessment of internal or external influences on credit quality that are not fully reflected in the historical loss or risk rating data. We give consideration to trends, changes in loan mix, delinquencies, prior losses and other related information.

In connection with the review of our loan portfolio, we consider risk elements attributable to particular loan types or categories in assessing the quality of individual loans. Some of the risk elements we consider include:

- for commercial real estate loans, the debt service coverage ratio, operating results of the owner in the case of owner occupied properties, the loan to value ratio, the age and condition of the collateral and the volatility of income, property value and future operating results typical of properties of that type;
- for construction, land and land development loans, the perceived feasibility of the project including the ability to sell developed lots or improvements constructed for resale or the ability to lease property constructed for lease, the quality and nature of contracts for presale or prelease, if any, experience and ability of the developer and loan to value ratio;
- for residential mortgage loans, the borrower's ability to repay the loan, including a consideration of the debt to income ratio and employment and income stability, the loan-to-value ratio, and the age, condition and marketability of the collateral; and
- for commercial and industrial loans, the debt service coverage ratio (income from the business in excess of operating expenses compared to loan repayment requirements), the operating results of the commercial, industrial or professional enterprise, the borrower's business, professional and financial ability and expertise, the specific risks and volatility of income and operating results typical for businesses in that category and the value, nature and marketability of collateral.

Our allowance for loan losses increased by $\$ 2.5$ million, or $7.4 \%$, to $\$ 36.7$ million at June 30,2019 , from $\$ 34.2$ million at December 31, 2018. The ratio of the allowance for loan losses to loans held for investment at June 30, 2019, and December 31, 2018, was $0.92 \%$ and $0.90 \%$, respectively. The increase in the total allowance for loan losses was driven primarily by growth in loans held for investment. Our general reserve, a part of our total reserve, was approximately $0.92 \%$ of total loans held for investment at June 30, 2019, compared to $0.89 \%$ at December 31, 2018. Specific reserves on impaired
loans at June 30, 2019, and December 31, 2018, totaled $\$ 196,000$ and $\$ 366,000$, respectively.

| (Dollars in thousands) | Six Months Ended June 30, |  |  |  | Year Ended December 31, |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Loans held for investment |  |  |  |  |  |  |
| Allowance for loan losses |  |  |  |  |  |  |
| Balance at beginning of period | \$ | 34,203 | \$ | 37,083 | \$ | 37,083 |
| Provision (benefit) for loan losses |  | 2,605 |  | $(1,418)$ |  | 1,581 |
| Charge-offs: |  |  |  |  |  |  |
| Commercial real estate |  | 195 |  | 9 |  | 1,300 |
| Construction/land/land development |  | 38 |  | - |  | 228 |
| Residential real estate |  | - |  | 9 |  | 407 |
| Commercial and industrial |  | 1,133 |  | 2,469 |  | 5,068 |
| Mortgage warehouse lines of credit |  | 29 |  | - |  | - |
| Consumer |  | 53 |  | 45 |  | 121 |
| Total charge-offs |  | 1,448 |  | 2,532 |  | 7,124 |
| Recoveries: |  |  |  |  |  |  |
| Commercial real estate |  | 59 |  | 216 |  | 226 |
| Construction/land/land development |  | 1 |  | 1 |  | 6 |
| Residential real estate |  | 45 |  | 49 |  | 133 |
| Commercial and industrial |  | 1,195 |  | 720 |  | 2,206 |
| Consumer |  | 23 |  | 32 |  | 92 |
| Total recoveries |  | 1,323 |  | 1,018 |  | 2,663 |
| Net charge-offs |  | 125 |  | 1,514 |  | 4,461 |
| Balance at end of period | \$ | 36,683 | \$ | 34,151 | \$ | 34,203 |
| Ratio of allowance for loan losses to: |  |  |  |  |  |  |
| Nonperforming loans held for investment |  | 120.36\% |  | 127.46\% |  | 107.37\% |
| Total loans held for investment |  | 0.92 |  | 1.01 |  | 0.90 |

## Securities

Our securities portfolio totaled $\$ 589.5$ million at June 30, 2019, representing a decrease of $\$ 16.7$ million, or $2.8 \%$, from $\$ 606.2$ million at December 31, 2018. Please see Note 3 - Securities in the notes to our condensed consolidated financial statements for more information on our securities portfolio.

## Deposits

Deposits are the primary funding source used to fund our loans, investments and operating needs. We offer a variety of products designed to attract and retain both consumer and commercial deposit customers. These products consist of noninterest and interest-bearing checking accounts, savings deposits, money market accounts and time deposits. Deposits are primarily gathered from individuals, partnerships and corporations in our market areas. We also obtain deposits from local municipalities and state agencies. Our policy also permits the acceptance of brokered deposits on a limited basis, and our current deposits labeled as brokered are primarily relationship-based accounts that we believe are stable.

We manage our interest expense on deposits through specific deposit product pricing that is based on competitive pricing, economic conditions and current and anticipated funding needs. We may use interest rates as a mechanism to attract or deter additional deposits based on our anticipated funding needs and liquidity position. We also consider potential interest rate risk caused by extended maturities of time deposits when setting the interest rates in periods of future economic uncertainty.

The following table presents our deposit mix at the dates indicated and the dollar and percentage change between periods.

| (Dollars in thousands) | June 30, 2019 |  |  | December 31, 2018 |  |  | \$ Change |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance |  | \% of Total |  | alance | \% of Total |  |  |  |
| Noninterest-bearing demand | \$ | 1,003,499 | 26.0\% | \$ | 951,015 | 25.1\% | \$ | 52,484 | 5.5 \% |
| Interest-bearing demand |  | 724,304 | 18.8 |  | 738,725 | 19.5 |  | $(14,421)$ | (2.0) |
| Money market |  | 1,000,564 | 26.0 |  | 815,997 | 21.6 |  | 184,567 | 22.6 |
| Time deposits |  | 833,240 | 21.6 |  | 796,552 | 21.1 |  | 36,688 | 4.6 |
| Brokered ${ }^{(1)}$ |  | 139,181 | 3.6 |  | 332,341 | 8.8 |  | $(193,160)$ | (58.1) |
| Savings |  | 154,224 | 4.0 |  | 148,508 | 3.9 |  | 5,716 | 3.8 |
| Total deposits | \$ | 3,855,012 | 100.0\% | \$ | 3,783,138 | 100.0\% | \$ | 71,874 | 1.9 \% |

(1) Brokered time deposits of $\$ 6.6$ million and $\$ 7.9$ million are included in the brokered category for June 30, 2019, and December 31, 2018, respectively.

The following table reflects the classification of our average deposits and the average rate paid on each deposit category for the periods indicated.

| (Dollars in thousands) | Six Months Ended June 30, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 |  |  |  |  | 2018 |  |  |  |  |
|  | Average Balance |  | Interest Expense |  | Annualized <br> Average <br> Rate Paid | Average Balance |  | Interest Expense |  | Annualized Average Rate Paid |
| Interest-bearing demand | \$ | 702,960 | \$ | 2,944 | 0.84\% | \$ | 711,178 | \$ | 1,846 | 0.52\% |
| Money market |  | 906,684 |  | 6,940 | 1.54\% |  | 913,967 |  | 4,225 | 0.93\% |
| Time deposits |  | 833,729 |  | 8,573 | 2.07\% |  | 659,603 |  | 4,198 | 1.28\% |
| Brokered ${ }^{(1)}$ |  | 278,903 |  | 3,463 | 2.50\% |  | 272,243 |  | 2,437 | 1.81\% |
| Savings |  | 152,519 |  | 117 | 0.15\% |  | 147,745 |  | 94 | 0.13\% |
| Total interest-bearing | \$ | 2,874,795 | \$ | 22,037 | 1.55\% | \$ | 2,704,736 | \$ | 12,800 | 0.95\% |
| Noninterest-bearing demand |  | 995,475 |  |  |  |  | 903,758 |  |  |  |
| Total average deposits | \$ | 3,870,270 | \$ | 22,037 | 1.15\% | \$ | 3,608,494 | \$ | 12,800 | 0.72\% |

(1) Average brokered time deposits of $\$ 7.2$ million are included in the brokered category for June 30, 2019. No average brokered time deposits are included in the brokered category for June 30, 2018.

Our average deposit balance was $\$ 3.87$ billion for the six months ended June 30, 2019, an increase of $\$ 261.8$ million, or $7.3 \%$, from $\$ 3.61$ billion for the six months ended June 30, 2018. This increase was primarily due to our continued relationship-based efforts to attract deposits within our key markets. The average annualized rate paid on our interest-bearing deposits for the six months ended June 30, 2019, was $1.55 \%$, compared to $0.95 \%$ for the six months ended June 30, 2018. The increase in the average cost of our deposits was primarily the result of increases in market interest rates that have occurred since June 30, 2018, causing rates to increase across every deposit product line and driving a $59.7 \%$ increase in our total average deposit costs period over period. The Federal Reserve raised the federal funds rate four times during 2018, resulting in an aggregate $1.00 \%$ total increase from December 2017 to June 2019. We have also experienced significant deposit growth in our North Texas and Houston markets, which have carried higher cost of deposits than those in North Louisiana. We expect to continue seeing pressure on our deposit costs as we grow deposits to fund loans.

Average noninterest-bearing deposits at June 30, 2019, were $\$ 995.5$ million, compared to $\$ 903.8$ million at June 30, 2018, an increase of $\$ 91.7$ million, or $10.1 \%$. Average noninterest-bearing deposits represented $25.7 \%$ and $25.0 \%$ of average total deposits for the six months ended June 30 , 2019 and 2018, respectively.

## Borrowings

Short-term advances from the FHLB increased by $\$ 170.0$ million at June 30, 2019, compared to December 31, 2018. The increase in short-term FHLB advances was part of a strategic decision to replace certain brokered deposits with lower rate short-term advances from the FHLB.

The table below shows FHLB advances by maturity and weighted average rate at June 30, 2019:

| (Dollars in thousands) | Balance |  | Weighted Average Rate |
| :---: | :---: | :---: | :---: |
| Less than 90 days | \$ | 270,000 | 2.33\% |
| 90 days to less than one year |  | 1,065 | 4.96 |
| One to three years |  | 3,595 | 5.19 |
| Three to five years |  | 5,386 | 5.44 |
| After five years ${ }^{(1)}$ |  | 263,352 | 1.78 |
| Total | \$ | 543,398 | 2.12\% |

(1) Included in the after five years category is a single FHLB advance of $\$ 250.0$ million, with a final maturity in 2033 that may be called quarterly at the option of the FHLB beginning in the third quarter of 2019. The advance carries a rate of $1.65 \%$.

At June 30, 2019, we were eligible to borrow an additional $\$ 402.5$ million from the FHLB.

## Liquidity and Capital Resources

Management oversees our liquidity position to ensure adequate cash and liquid assets are available to support our operations and satisfy current and future financial obligations, including demand for loan funding and deposit withdrawals. Management continually monitors, forecasts and tests our liquidity and non-core dependency ratios to ensure compliance with targets established by our Asset-Liability Management Committee and approved by our board of directors.

Management measures our liquidity position by giving consideration to both on-balance sheet and off-balance sheet sources of, and demands for, funds on a daily and weekly basis. At June 30, 2019, and December 31, 2018, our cash and liquid securities totaled $7.1 \%$ and $5.0 \%$ of total assets, respectively, providing liquidity to support our existing operations.

The Company, which is a separate legal entity apart from the Bank, must provide for its own liquidity, including payment of any dividends that may be declared for its common stockholders and interest and principal on any outstanding debt or trust preferred securities incurred by the Company. The Company had available cash balances of $\$ 4.8$ million and $\$ 5.9$ million at June 30, 2019, and December 31, 2018, respectively. This cash is available for general corporate purposes described above, as well as providing capital support to the Bank. In addition, the Company has up to \$50.0 million available under a line of credit. There are regulatory restrictions on the ability of the Bank to pay dividends under federal and state laws, regulations and policies, please see Note 12 - Capital and Regulatory Matters for more information on the availability of Bank dividends.

In addition to cash generated from operations, we utilize a number of funding sources to manage our liquidity, including core deposits, investment securities, cash and cash equivalents, loan repayments, federal funds lines of credit available from other financial institutions, as well as advances from the FHLB. We may also use the discount window at the Federal Reserve Bank ("FRB") as a source of short-term funding.

Core deposits, which are total deposits excluding time deposits greater than $\$ 250,000$ and brokered deposits, are a major source of funds used to meet our cash flow needs. Maintaining the ability to acquire these funds as needed in a variety of markets is the key to assuring our liquidity.

The investment portfolio is another source for meeting our liquidity needs. Monthly payments on mortgage-backed securities are used for short-term liquidity, and our investments are generally traded in active markets that offer a readily available source of cash through sales, if needed. Securities in our investment portfolio are also used to secure certain deposit types, such as deposits from state and local municipalities.

Other sources available for meeting liquidity needs include long- and short-term advances from the FHLB, and federal funds lines of credit. Longterm funds obtained from the FHLB are primarily used as an alternative source to fund long-term growth of the balance sheet by supporting growth in loans and other long-term interest-earning assets. We typically rely on such funding when the cost of such borrowings compares favorably to the rates that we would be required to pay for other funding sources, including certain deposits.

We also had unsecured federal funds lines of credit available to us, with no amounts outstanding at either date. These lines of credit primarily provide short-term liquidity and in order to ensure the availability of these funds, we test these
lines of credit at least annually. Interest is charged at the prevailing market rate on federal funds purchased and FHLB advances.
Additionally, we had the ability to borrow at the discount window of the FRB using our commercial and industrial loans as collateral. There were no borrowings against this line as of June 30, 2019.

In July 2019, our board of directors authorized a stock buyback program pursuant to which we may, from time to time, purchase up to $\$ 40$ million of our outstanding common stock. The shares may be repurchased in the open market or in privately negotiated transactions from time to time, depending upon market conditions and other factors, and in accordance with applicable regulations of the Securities and Exchange Commission. The stock buyback program is intended to expire in three years, but may be terminated or amended by our board of directors at any time. The stock buyback program does not obligate us to purchase any shares at any time.

We did not repurchase any shares under the stock buyback program during the period covered by this report. Following the period covered by this report, on July 31, 2019, we repurchased 300,000 shares of our common stock pursuant to our stock buyback program at a price per share of $\$ 33.50$ for an aggregate purchase price of $\$ 10.1$ million. As a result of the repurchase, our total stockholders' equity was $\$ 574.2$ million following the settlement of the transaction on August 2, 2019. As of the date of this report, approximately $\$ 29.9$ million may yet be purchased under the stock buyback program.

## Off-Balance Sheet Arrangements and Contractual Obligations

In the normal course of business as a financial services provider, we enter into financial instruments, such as certain contractual obligations and commitments to extend credit and letters of credit, to meet the financing needs of our customers. These commitments involve elements of credit risk, interest rate risk and liquidity risk. Some instruments may not be reflected in our condensed consolidated financial statements until they are funded, and a significant portion of commitments to extend credit may expire without being drawn, although they expose us to varying degrees of credit risk and interest rate risk in much the same way as funded loans.

The table below presents the funding requirements of our most significant financial commitments, excluding interest and purchase discounts at June 30, 2019.

| (Dollars in thousands) | Payments Due by Period |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than One Year |  | One-Three Years |  | Three-Five Years |  | Greater than Five Years |  | Total |  |
| FHLB advances ${ }^{(1)}$ | \$ | 271,065 | \$ | 3,595 | \$ | 5,386 | \$ | 263,352 | \$ | 543,398 |
| Subordinated debentures |  | - |  | - |  | - |  | 10,826 |  | 10,826 |
| Time deposits |  | 516,293 |  | 279,621 |  | 43,499 |  | 381 |  | 839,794 |
| Limited partnership investments ${ }^{(2)}$ |  | 4,395 |  | - |  | - |  | - |  | 4,395 |
| Low income housing tax credits |  | 505 |  | 165 |  | 204 |  | 402 |  | 1,276 |
| Overnight repurchase agreements with depositors |  | 33,941 |  | - |  | - |  | - |  | 33,941 |
| Total contractual obligations | \$ | 826,199 | \$ | 283,381 | \$ | 49,089 | \$ | 274,961 | \$ | 1,433,630 |

${ }^{(1)}$ Included in the greater than five years category is a single FHLB advance of $\$ 250.0$ million, which has a final maturity in 2033 that may be called quarterly at the option of the FHLB beginning in the third quarter of 2019.
${ }^{(2)}$ These commitments represent amounts we are obligated to contribute to various limited partnership investments in accordance with the provisions of the respective limited partnership agreements. The capital contributions may be required at any time, and are therefore reflected in the less than one year category.

## Credit Related Commitments

Commitments to extend credit include revolving commercial credit lines, non-revolving loan commitments issued mainly to finance the acquisition and development or construction of real property or equipment, and credit card and personal credit lines. The availability of funds under commercial credit lines and loan commitments generally depends on whether the borrower continues to meet credit standards established in the underlying contract and has not violated other contractual conditions. Loan commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee by the borrower. Credit card and personal credit lines are generally subject to cancellation if the borrower's credit quality deteriorates. A number of commercial and personal credit lines are used only partially or, in some cases, not at all before they expire, and the total commitment amounts do not necessarily represent future cash requirements.

A substantial majority of the letters of credit are standby agreements that obligate us to fulfill a customer's financial commitments to a third party if the customer is unable to perform. We issue standby letters of credit primarily to provide credit enhancement to our customers' other commercial or public financing arrangements and to help them demonstrate financial capacity to vendors of essential goods and services.

The table below presents our commitments to extend credit by commitment expiration date at June 30, 2019.

| (Dollars in thousands) | Less than One Year |  | One-Three Years |  | Three-Five Years |  | Greater than Five Years |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commitments to extend credit ${ }^{(1)}$ | \$ | 483,464 | \$ | 498,096 | \$ | 227,271 | \$ | 80,326 | \$ | 1,289,157 |
| Standby letters of credit |  | 37,064 |  | 5,329 |  | - |  | - |  | 42,393 |
| Total off-balance sheet commitments | \$ | 520,528 | \$ | 503,425 | \$ | 227,271 | \$ | 80,326 | \$ | 1,331,550 |

${ }^{(1)}$ Includes \$403.4 million of unconditionally cancellable commitments at June 30, 2019.

## LIBOR Transition

On July 27, 2017, the United Kingdom's Financial Conduct Authority, which regulates London Interbank Offered Rate ("LIBOR"), announced that it will no longer persuade or require banks to submit rates for the calculation of LIBOR after 2021. Given LIBOR's extensive use across financial markets, the transition away from LIBOR presents various risks and challenges to financial markets and institutions, including to the Company. The Company's commercial and consumer businesses issue, trade and hold various products that are currently indexed to LIBOR. Among other products, as of June 30, 2019, the Company had approximately $\$ 1.29$ billion of loans indexed to LIBOR, including loans that mature after 2021. The Company's products that are indexed to LIBOR are significant, and if not sufficiently planned for, the discontinuation of LIBOR could result in financial, operational, legal, reputational or compliance risks to the Company.

The Alternative Reference Rates Committee ("ARRC") has proposed that the Secured Overnight Financing Rate as its preferred rate as an alternative to LIBOR. In early 2019, the ARRC released final recommended fallback contract language for new issuances of LIBOR indexed bilateral business loans, syndicated loans, floating rate notes and securitizations. The International Swaps and Derivatives Association, Inc. is also expected to provide guidance on fallback contract language related to derivative transactions in late 2019.

Due to the uncertainty surrounding the future of LIBOR, it is expected that the transition will span several reporting periods through the end of 2021. One of the major identified risks is inadequate fallback language in the various instruments' contracts that may result in issues establishing an alternative index and adjusting the margin as applicable. The Company continues to monitor this activity and evaluate the related risks. For additional information related to the potential impact surrounding the transition from LIBOR on the Company’s business, see the section titled "Item 1A. Risk Factors" in this report.

## Stockholders' Equity

Stockholders' equity provides a source of permanent funding, allows for future growth and provides a degree of protection to withstand unforeseen adverse developments. At June 30, 2019, stockholders' equity was $\$ 584.3$ million, representing an increase of $\$ 34.5$ million, or $6.3 \%$, compared to $\$ 549.8$ million at December 31, 2018. Net income of $\$ 26.4$ million and other comprehensive income of $\$ 8.1$ million for the six months ended June 30, 2019, were the primary drivers of the increase in stockholders' equity compared to December 31, 2018.

## Regulatory Capital Requirements

Together with the Bank, we are subject to various regulatory capital requirements administered by federal banking agencies. Failure to meet minimum capital requirements may result in certain actions by regulators that, if enforced, could have a direct material effect on our financial statements. At June 30, 2019, and December 31, 2018, we and the Bank were in compliance with all applicable regulatory capital requirements, and the Bank was classified as "well capitalized" for purposes of the prompt corrective action regulations of the Federal Deposit Insurance Corporation. As we deploy capital and continue to grow operations, regulatory capital levels may decrease depending on the level of earnings. However, we expect to monitor and control growth in order to remain "well capitalized" under applicable regulatory guidelines and in compliance with all applicable regulatory capital standards.

The following table presents our regulatory capital ratios, as well as those of the Bank, at the dates indicated.

| (Dollars in thousands) | June 30, 2019 |  |  | December 31, 2018 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Origin Bancorp, Inc. | Amount |  | Ratio | Amount |  | Ratio |
| Common equity tier 1 capital (to risk-weighted assets) | \$ | 546,659 | 11.93\% | \$ | 519,468 | 11.94\% |
| Tier 1 capital (to risk-weighted assets) |  | 555,990 | 12.13 |  | 528,786 | 12.16 |
| Total capital (to risk-weighted assets) |  | 594,507 | 12.97 |  | 564,437 | 12.98 |
| Tier 1 capital (to average assets) |  | 555,990 | 11.10 |  | 528,786 | 11.21 |
|  |  |  |  |  |  |  |
| Origin Bank |  |  |  |  |  |  |
| Common equity tier 1 capital (to risk-weighted assets) | \$ | 534,753 | 11.70\% | \$ | 508,826 | 11.73\% |
| Tier 1 capital (to risk-weighted assets) |  | 534,753 | 11.70 |  | 508,826 | 11.73 |
| Total capital (to risk-weighted assets) |  | 573,270 | 12.54 |  | 544,477 | 12.55 |
| Tier 1 capital (to average assets) |  | 534,753 | 10.70 |  | 508,826 | 10.81 |

## Item 3. Quantitative and Qualitative Disclosures About Market Risk

## Interest Rate Sensitivity and Market Risk

As a financial institution, our primary component of market risk is interest rate volatility. Our financial management policy provides management with guidelines for effective funds management and we have established a measurement system for monitoring the net interest rate sensitivity position.

Fluctuations in interest rates will ultimately impact both the level of income and expense recorded on most of our assets and liabilities, and the market value of all interest-earning assets and interest-bearing liabilities, other than those which have a short term to maturity. Interest rate risk is the potential of economic losses due to future interest rate changes. These economic losses can be reflected as a loss of future net interest income and/or a loss of current fair market values. The objective is to measure the effect on net interest income and to adjust the balance sheet to minimize the inherent risk while at the same time maximizing income.

We manage exposure to interest rates by structuring the balance sheet in the ordinary course of business. Additionally, from time to time we enter into derivatives and futures contracts to mitigate interest rate risk from specific transactions. Based upon the nature of operations, we are not subject to foreign exchange or commodity price risk. We have entered into interest rate swaps to mitigate interest rate risk in limited circumstances, but it is not our policy to enter into such transactions on a regular basis.

Our exposure to interest rate risk is managed by the Bank's Asset-Liability Management Committee in accordance with policies approved by the Bank's board of directors. The committee formulates strategies based on appropriate levels of interest rate risk. In determining the appropriate level of interest rate risk, the committee considers the impact on earnings and capital of the current outlook on interest rates, potential changes in interest rates, regional economies, liquidity, business strategies and other factors.

The committee meets regularly to review, among other things, the sensitivity of assets and liabilities to interest rate changes, the book and market values of assets and liabilities, unrealized gains and losses, purchase and sale activities, commitments to originate loans and the maturities of investments and borrowings. Additionally, the committee reviews liquidity, cash flow flexibility, maturities of deposits and consumer and commercial deposit activity. We employ methodologies to manage interest rate risk which include an analysis of relationships between interest-earning assets and interest-bearing liabilities, and an interest rate shock simulation model.

We use interest rate risk simulation models and shock analyses to test the interest rate sensitivity of net interest income and fair value of equity, and the impact of changes in interest rates on other financial metrics. Contractual maturities and re-pricing opportunities of loans are incorporated in the model as are prepayment assumptions, maturity data and call options within the investment portfolio. The average life of non-maturity deposit accounts is based on our balance retention rates using a vintage study methodology. The assumptions used are inherently uncertain and, as a result, the model cannot precisely measure future net interest income or precisely predict the impact of fluctuations in market interest rates on net
interest income. Actual results will differ from the model's simulated results due to timing, magnitude and frequency of interest rate changes as well as changes in market conditions and the application and timing of various management strategies.

On a quarterly basis, we run various simulation models including a static balance sheet and dynamic growth balance sheet. These models test the impact on net interest income and fair value of equity from changes in market interest rates under various scenarios. Under the static model, rates are shocked instantaneously and ramped rates change over a twelve-month and twenty-four month horizon based upon parallel yield curve shifts. Parallel shock scenarios assume instantaneous parallel movements in the yield curve compared to a flat yield curve scenario. Additionally, we run non-parallel simulation involving analysis of interest income and expense under various changes in the shape of the yield curve. Internal policy regarding interest rate risk simulations currently specifies that for instantaneous parallel shifts of the yield curve, estimated net interest income at risk for the subsequent one-year period should not decline by more than $8.0 \%$ for a 100 basis point shift, $15.0 \%$ for a 200 basis point shift, $20.0 \%$ for a 300 basis point shift, and $25.0 \%$ for a 400 basis point shift. We continue to monitor our asset sensitivity and evaluate strategies to prevent being significantly impacted by future changes in interest rates.

The following table summarizes the impact of an instantaneous, sustained simulated change in net interest income and fair value of equity over a 12month horizon at the date indicated.

| Change in Interest Rates (basis points) | June 30, 2019 |  |
| :---: | :---: | :---: |
|  | \% Change in Net Interest Income | \% Change in Fair Value of Equity |
| +400 | 22.7 \% | 1.7 \% |
| +300 | 17.3 | 2.3 |
| +200 | 12.0 | 3.0 |
| +100 | 6.7 | 4.3 |
| Base |  |  |
| -100 | (4.6) | 0.1 |
| -200 | (10.5)\% | (6.3)\% |

We have found that, historically, interest rates on deposits change more slowly than changes in the discount and federal funds rates. This assumption is incorporated into the simulation model and is generally not fully reflected in a gap analysis, meaning that process by which we measure the gap between interest rate sensitive assets versus interest rate sensitive liabilities. The assumptions incorporated into the model are inherently uncertain and, as a result, the model cannot precisely measure future net interest income or precisely predict the impact of fluctuations in market interest rates on net interest income. Actual results will differ from the model's simulated results due to timing, magnitude and frequency of interest rate changes as well as changes in market conditions and the application and timing of various strategies.

## Impact of Inflation

Our condensed consolidated financial statements and related notes included in this quarterly report on Form 10-Q have been prepared in accordance with U.S. GAAP. These require the measurement of financial position and operating results in terms of historical dollars, without considering changes in the relative value of money over time due to inflation or recession. Inflation generally increases the costs of funds and operating overhead, and to the extent loans and other assets bear variable rates, the yields on such assets. Unlike most industrial companies, virtually all of the assets and liabilities of a financial institution are monetary in nature. As a result, interest rates generally have a more significant effect on the performance of a financial institution than the effects of general levels of inflation. In addition, inflation affects a financial institution's cost of goods and services purchased, the cost of salaries and benefits, occupancy expense and similar items. Inflation and related increases in interest rates generally decrease the market value of investments and loans held and may adversely affect liquidity, earnings and stockholders' equity.

## Item 4. Controls and Procedures

Evaluation of disclosure controls and procedures - As of the end of the period covered by this report, in accordance with Rule 13a-15(b) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), an evaluation was performed by the Company's management, including its Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures. In designing and evaluating the disclosure controls and procedures, management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management was required to apply judgment in evaluating its controls and procedures. Based on this evaluation, the Company's Chief Executive Officer and Chief Financial Officer concluded that the Company's disclosure controls and procedures (as defined in Rules 13a-15(e) or 15d-15(e) under the Exchange Act) were effective at the end of the period covered by this report.

Changes in internal control over financial reporting - There were no changes in the Company's internal control over financial reporting (as such term is defined in Rules 13a-15(e) and 15d-15(f) under the Exchange Act) during the quarter ended June 30, 2019, that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

## PART II: OTHER INFORMATION

## Item 1. Legal Proceedings

Refer to Note 13 - Commitments and Contingencies - Loss contingencies in the notes to the condensed consolidated financial statements included in Item 1 of this report for additional information regarding legal proceedings not reportable under this Item.

## Item 1A. Risk Factors

There have been no material changes to the risk factors previously disclosed in the Company's annual report on Form 10-K for the year ended December 31, 2018, except for the risk factor included below.

## The phasing out and ultimate replacement of the London Interbank Offered Rate ("LIBOR") with an alternative reference rate and changes in the manner of calculating other reference rates may adversely impact the value of loans and other financial instruments we hold that are linked to LIBOR or other reference rates in ways that are difficult to predict and could adversely impact our financial condition and results of operations.

The United Kingdom’s Financial Conduct Authority, which regulates LIBOR, announced in July 2017 that it will no longer persuade or require banks to submit rates for the calculation of LIBOR after 2021. Given LIBOR’s extensive use across financial markets, the transition away from LIBOR presents various risks and challenges to financial markets and institutions, including to us. It is not possible to predict the effect of these changes, other reforms or the establishment of alternative reference rates in the United Kingdom or elsewhere. While Intercontinental Exchange, Inc., the company that administers LIBOR, plans to continue publishing LIBOR, liquidity in the interbank markets that those LIBOR estimates are based upon has been declining. Accordingly, there is considerable uncertainty regarding the publication of such rates beyond 2021. Whether or not the Secured Overnight Financing Rate attains market acceptance as a LIBOR replacement remains in question and the future of LIBOR at this time is uncertain. We have a significant amount of loans and other financial obligations or extensions of credit that may be adversely affected by the discontinuation of LIBOR and uncertainty regarding its replacement. In addition, uncertainty regarding the nature of such potential changes, alternative reference rates or other reforms may adversely affect the trading market for securities on which the interest or dividend is determined by reference to LIBOR. The discontinuation of LIBOR could also result in operational, legal and compliance risks, and if we are unable to adequately manage such risks, they could have a material adverse impact on our reputation and on our business, financial condition, results of operations or future prospects.

## Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

In May 2018, the Company sold $3,045,426$ shares of the Company's common stock at a public offering price of $\$ 34.00$ per share in its initial public offering, including 545,426 shares sold in connection with the exercise of the underwriters' option to purchase additional shares, and certain selling stockholders sold $1,136,176$ shares in the offering. The offer and sale of all the shares in the initial public offering were registered under the Securities Act of 1933, as amended, pursuant to a registration statement on Form S-1 (File No. 333-224225), which was declared effective by the SEC on May 8, 2018.

There has been no material change in the planned use of proceeds from our initial public offering as described in the prospectus filed with the SEC on May 9, 2018, pursuant to Rule 424(b)(4) under the Securities Act of 1933, as amended.

In July 2019, the Company's board of directors authorized a stock buyback program pursuant to which the Company may, from time to time, purchase up to $\$ 40$ million of its outstanding common stock. The stock buyback program does not obligate the Company to purchase any shares at any time. See "Management's Discussion and Analysis of Financial Condition and Results of Operations - Comparison of Financial Condition at June 30, 2019, and December 31, 2018 - Liquidity and Capital Resources" for more information.

The Company did not repurchase any shares under the stock buyback program for the period covered by this report.

## Item 3. Defaults Upon Senior Securities

Not applicable.

## Item 4. Mine Safety Disclosures

Not applicable.
Item 5. Other Information
None.

## Item 6. Exhibits

| 3.1 | Restated Articles of Incorporation, dated August 7, 2018 (incorporated by reference to Exhibit 3.1 to the Company's Form 10-Q filed August 9, 2018)_(File No. 001-38487): |
| :---: | :---: |
| 3.2 | Bylaws (incorporated by reference to Exhibit 3.2 to the Company's Registration Statement on Form S-1 filed April 10, 2018 (File No. 333-224225)), |
| 31.1 | Certification by Chief Executive Officer pursuant to Rule 13a-14(a) and Rule 15d-14(a), |
| 31.2 | Certification by Chief Financial Officer pursuant to Rule 13a-14(a) and Rule 15d-14(a), |
| 32.1 | Certification by Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. |
| 32.2 | Certification by Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. |
| 101 | The following financial information from Origin Bancorp, Inc. Quarterly Report on Form 10-Q for the quarter ended June 30, 2019, is formatted in XBRL: (i) the Unaudited Condensed Consolidated Statements of Financial Condition, (ii) the Unaudited Condensed Consolidated Statements of Income, (iii) the Unaudited Condensed Consolidated Statements of Stockholders' Equity and Comprehensive Income, (iv) the Unaudited Condensed Consolidated Statements of Cash Flows, and (v) the Notes to Unaudited Condensed Consolidated Financial Statements |
| 101.INS | XBRL Instance Document |
| 101.SCH | XBRL Taxonomy Extension Schema Document |
| 101.CAL | XBRL Taxonomy Extension Calculation Linkbase Document |
| 101.DEF | XBRL Taxonomy Extension Definition Linkbase Document |
| 101.LAB | XBRL Taxonomy Extension Label Linkbase |
| 101.PRE | XBRL Taxonomy Extension Presentation Linkbase Document |

## SIGNATURES

Pursuant to the requirements of the Exchange Act, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Origin Bancorp, Inc.

Date: August 07, 2019

Date: August 07, 2019

By: /s/ Drake Mills
Drake Mills
Chairman, President and Chief Executive Officer

By: /s/ Stephen H. Brolly
Stephen H. Brolly
Executive Vice President and Chief Financial Officer

## CERTIFICATION OF THE CHIEF EXECUTIVE OFFICER

I, Drake Mills, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Origin Bancorp, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d15(f)) for the registrant and have:
a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

## CERTIFICATION OF THE CHIEF FINANCIAL OFFICER

## I, Stephen H. Brolly, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Origin Bancorp, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d15(f)) for the registrant and have:
a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

## STATEMENT FURNISHED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002, 18 U.S.C. SECTION 1350

In connection with the Quarterly Report on Form 10-Q of Origin Bancorp, Inc. (the "Company") for the period ended June 30, 2019, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Drake Mills, Chairman, President and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that, to my knowledge:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company at the dates and for the periods presented in the financial statements included in such Report.

## STATEMENT FURNISHED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002, 18 U.S.C. SECTION 1350

In connection with the Quarterly Report on Form 10-Q of Origin Bancorp, Inc. (the "Company") for the period ended June 30, 2019, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Stephen H. Brolly, Executive Vice President and Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that, to my knowledge:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company at the dates and for the periods presented in the financial statements included in such Report.

By: /s/ Stephen H. Brolly
Stephen H. Brolly
Executive Vice President and Chief Financial Officer


[^0]:    (1) Series D preferred stockholders were participating stockholders during the three and six months ended June 30, 2018, requiring the Company to calculate earnings per share using the two-class method. Subsequent to the conversion of all Series D preferred stock in June 2018, the Company used the treasury method for the computation of earnings per share.
    ${ }^{(2)}$ The two-class method for the computation of earnings per share was used for the three and six months ended June 30, 2018. Net income available to common stockholders for basic and diluted earnings per share may differ under the two-class method as a result of adding common stock equivalents for options to dilutive shares outstanding, which alters the ratio used to allocate earnings to common stockholders and participating securities for the purposes of calculating diluted earnings per share.

[^1]:    ${ }^{(1)}$ Securities carried at fair value through income have no unrealized gains or losses at the balance sheet date as all changes in value have been recognized in the condensed consolidated statements of income. See Note 5 - Fair Value of Financial Instruments for more information.

[^2]:    (1) The $\$ 2.0$ million provision for credit losses on the condensed consolidated statements of income includes a $\$ 1.8$ million net loan loss provision and a $\$ 203,000$ provision for off-balance sheet commitments for the three months ended June 30, 2019.

[^3]:    ${ }^{(1)}$ The $\$ 1.2$ million benefit for credit losses on the condensed consolidated statements of income includes a $\$ 1.4$ million net loan loss benefit and a $\$ 205,000$ provision for off-balance sheet commitments for the six months ended June 30, 2018.

[^4]:    ${ }^{(1)}$ Excludes $\$ 18.6$ million of commercial real estate loans at fair value, which are not evaluated for impairment due to the fair value option election. See Note 5 - Fair Value of Financial Instruments for more information.

[^5]:    ${ }^{(1)}$ A total of $\$ 2.0$ million of loans held for sale were designated as nonaccrual or 90 days or more past due at June 30 , 2019. Of this balance, $\$ 1.5$ million was guaranteed by U.S. Government agencies.
    ${ }^{(2)}$ There were no commercial real estate loans for which the fair value had been elected that were designated as nonaccrual or 90 days or more past due at June 30 , 2019.

[^6]:    (1) A total of $\$ 741,000$ of loans held for sale were designated as nonaccrual or 90 days or more past due at December 31, 2018. Of this balance, $\$ 582,000$ was guaranteed by U.S. Government agencies.
    (2) There were no commercial real estate loans for which the fair value had been elected that were designated as nonaccrual or 90 days or more past due at December 31, 2018.

[^7]:    ${ }^{(1)}$ Nonaccrual loans are included in their respective loan category for the purpose of calculating the yield earned. All average balances are daily average balances.
    (2) Yields earned and rates paid are calculated at the portfolio level using the actual number of days in each month over the actual number of days in the year, except for our securities, consumer real estate and held for sale loan portfolios, which are calculated using 30 days in a month over 360 days in a year. Rates paid for subordinated debentures are calculated at the portfolio level using the actual number of days in each month over 360 days in a year.

[^8]:    ${ }^{(1)}$ Nonaccrual loans are included in their respective loan category for the purpose of calculating the yield earned. All average balances are daily average balances.
    ${ }^{(2)}$ Yields earned and rates paid are calculated at the portfolio level using the actual number of days in each month over the actual number of days in the year, except for our securities, consumer real estate and held for sale loan portfolios, which are calculated using 30 days in a month over 360 days in a year.

