August 20, 2018

Dear Shareholder

We are pleased to review with you the results of the second quarter of 2018. Trinity Bank made good progress in a number of areas. Net Income of \$2,287,000, Return on Assets of 1.85%, and Return on Equity of 14.84% all represent new highs since we opened 15 years ago. The Press Release and Financial Summary are available on our website at www.trinitybk.com if you want more detail.

# A LOOK BACK

From inception, your bank produced a great "streak". For 54 quarters, every quarter was better than the preceding quarter – first full quarter being 3Q 2003 through 4Q 2016. Few banks, if any, can say that, especially considering the Great Recession of 2008-2009. Then we broke the streak. What happened? We encountered our first significant loan problem, but more importantly, we reached the point where we were doing all we could with existing staff and operating processes. All banks go through similar phases. As I have said before, we opened with 13 employees and no business. We reached \$200,000,000 in assets with 14 employees. To make the next step, we had to invest in a number of areas.

- 1. We doubled the size of our facility.
- 2. We've added 7 new employees (a 50% increase in staff)
- 3. We upgraded a number of operating systems.

All of these took time, money and attention. But now we have in place the resources to move to the next level – doubling our size to the \$500,000,000 level with less additional investment in fixed assets and human resources.

We are excited to see what the future holds. Trinity is performing at a high level comparative to peer banks. The North Texas economic environment is good. We are somewhat unique in that we have a much larger concentration in relationships with small and medium-sized businesses as opposed to most banks that are highly concentrated in real estate lending. The attitude of the people that own and run their own business (and with which we have a banking relationship) has improved dramatically. The reduction in corporate tax rates as well as the prospect of less government regulation and interference have generated a much more positive outlook for our customer base. We are starting to see the benefits of that attitude change in business activity and loan demand.

# A LOOK FORWARD

This is where we tend to get in trouble. No one, least of all anyone on our staff, can foresee the future, but there are a few things we know (facts) and a few things we think (opinions). Both have implications for Trinity Bank and how we generate shareholder value.



# Fact

The Tax Reduction Act was passed in December 2017 and was effective for 2018. Everyone expected the reduction in the corporate rate from 35% to 21% to have a positive impact on the bottom line. Last month we provided to the Board a comparison for the month of June 2017 to June 2018. Below is a condensed version.

	June 2017	June 2018	Trinity
Tax Provision	\$95,000	\$58,000	\$37,000
Interest Expense	\$52,075	\$83,880	(\$31,805)

## **Opinion**

A large part of the tax savings was absorbed by the increases in interest expense (higher rates). All banks are struggling to attract deposits and are raising the rates paid on deposits. Why? See below.

# Fact

Since the Great Recession of 2008-2009, the Federal Reserve "created" between \$3 and \$4 trillion and put it in the banking system. In addition the Fed manipulated interest rates to the lowest level in history. This last action penalized savers and rewarded borrowers (and we as a nation wonder why we have a debt problem). The Fed has now reversed course and is withdrawing those "created" dollars from the banking system. In late 2016, the Fed announced plans to increase interest rates and drain "created" dollars from the system in small but ever increasing amounts. We've now had seven increases in the Prime Rate, and in 4Q of 2018, the Fed will be draining \$50 billion a month from the system.

# **Opinion**

This has implications for Trinity and all of us. From a banker's viewpoint, I think the industry became complacent or lackadaisical when it came to generating deposits and the cost of those deposits. Things have fundamentally changed, and we must respond appropriately. Trinity Bank has historically experienced a noticeable drop in deposits around the March and April tax payment dates – usually recovering some time in June or July. This year, the drop was deeper and more prolonged. It is now mid-August and we are just now back to even. We made the decision to liquidate about 20% of our bond portfolio (\$16,000,000) to address the drop in deposits and increased loan demand.

# Fact

Nearly 40% of the banks in the US have a loan-to-deposit ratio of 90% or more (including the majority of banks in the DFW area). That means they don't have any securities to liquidate to cover a drop in deposits and/or an increase in loan demand.

## **Opinion**

Over the long run, that level of loan-to-deposits at 90% or more is not sustainable. Trinity continually operates with a 60-75% loan to deposit ratio. Why? Because when times get tough, we want to have money to lend to our customer base. One cannot have long-term relationships with quality people if one cannot provide funds when needed. Many bankers won't necessarily agree with our opinion, but time will tell. We are not predicting a "credit crunch", but we intend to be prepared just in case.



We hope the preceding issues give you some idea of what we think is going on, what the implications are for your bank, and how we plan to respond. Again, we may be "off", but we are attempting to be prepared for all possible outcomes.

## SUCCESSION PLAN

The Board and the management are fully involved and making progress on our succession plan. There are many positive aspects to preparing the next generation for the future. First, we have all senior management executives (Barney Wiley, Matt Opitz, Richard Burt, and Jeff Harp) involved in the daily management issues and decision-making. More input from different perspectives always improves the quality of the decisions. As we move forward, you will be hearing more and more from the individuals on the team.

Second, we have formed a Leadership Council composed of middle management and supervisors to generate more input, identify areas where we can improve our customer service, and improve communication from the top down and bottom up.

Third, we are excited for the future. In spite of bumps last year (the loan loss and the increase in staff and overhead), we still generated better returns than our peer group banks in 2017. We have the pieces in place to move forward. It is very difficult to be focused on what we do best and make a profit while still retaining the flexibility to respond to the market and the economic environment. But our goal has always been to grow and generate shareholder value. We are blessed with good employees, good customers and a good economic environment. The management team just has to keep the boat sailing in the right direction.

Enough. Football season is approaching. For those of you that attend the TCU games, please come by the Trinity Bank tailgate on September 29, October 20, and November 24. It is in Lot 2 at the southwest corner of the stadium. Look for the Trinity Bank banner. We have good food and drinks.

Thank you for your investment in and support of Trinity Bank. We are doing our best to make you proud (and make you some money). As always, if you have any questions or have a topic you would like us to discuss, please call, email or come by.

Sincerely,

Jeffrey M. Harp

Richard A. Burt

Matt R. Opitz



# TRINITY BANK REPORTS 2018 $2^{ND}$ QUARTER NET INCOME OF \$1,159,000 $2^{ND}$ QUARTER RETURN ON ASSETS 1.85%

# 2<sup>ND</sup> QUARTER RETURN ON EQUITY 14.84%

FORT WORTH, Texas, July 19, 2018 – Trinity Bank N.A. (OTC Bulletin Board: TYBT) today announced operating results for the second quarter and the six months ending June 30, 2018.

## **Results of Operation**

For the second quarter 2018, Trinity Bank, N.A. reported Net Income after Taxes of \$1,159,000, an increase of 14.1% over second quarter 2017 earnings of \$1,016,000. Earnings per diluted common share for the second quarter 2018 amounted to \$1.03, an increase of 14.0% over second quarter 2017 results of \$0.91 per diluted common share.

For the first six months of 2018, Net Income after Taxes was \$2,287,000, an increase of 66.6% over the first half of 2017 results of \$1,373,000. Earnings per diluted common share for the first half of 2018 were \$2.03, an increase of 66.8% over the first half of 2017 results of \$1.22 per diluted common share.

President Jeffrey M. Harp stated, "Second Quarter 2018 results were favorable. Some of the high points are:

- 1. Loan Volume was up 12.0% over 2Q 2017.
- 2. We added a senior lender to our management team on March 28, 2018. The lender generated sufficient business to cover the additional overhead by quarter end. This is a remarkable achievement. Our existing book of business also generated good loan growth which is indicative of the efforts of our long-tenured employees and a good economy.
- 3. Return on Assets and Return on Equity are well above peer.

	Trinity	Peer
Return on Assets	1.85%	1.02%
Return on Equity	14.84%	9.56%

4. Investing for the future over the last several years, we have doubled the size of our facility and added 50% to our number of employees. This investment is already generating increased pre-tax income – another remarkable achievement.

Challenges remain. Trinity Bank historically experiences a drop in deposits in 2Q due to April 15 tax payments and 1Q 2018 estimates. This year, this decline has been deeper and more prolonged. Competition for deposits (and the resulting increase in interest expense) is very apparent.

In spite of the challenges, Trinity Bank enjoys a favorable economic environment, and we remain committed to producing exceptional results."



# Page 2 – Trinity Bank second quarter 2018 earnings

Actual for Quarter

	3 Months	3 Months	
(in 000's)			
	06/30/2018	06/30/2017	<u>%</u>
Net Interest Income	\$ 2,350	\$ 2,094	12.2%
Non-Interest Income	137	130	5.4%
Non-Interest Expense	(1,139)	(886)	28.6%
Pretax Preprovision Income	1,348	1,338	.70%
Gains on Sale of Securities and Other Assets	7	3	N/M
Loan Loss Provision	(30)	(60)	N/M
Pretax Income	1,325	1,281	3.4%
			<i></i>
Income Tax	(166)	(265)	(37.4)%
Net Income	\$ 1,159	\$ 1,016	14.1%
Diluted Weighted Average Shares	1,122	1,121	
Earnings Per Share	1.03	.91	14.0%



# Actual for 6 months

	6 1	Months	6 N	Months			
(in 000's)							
	<u>06/</u>	30/2018	06/	/30/2017	<u>%</u>		
Net Interest Income	\$	4,627	\$	4,100	12.9%		
Non-Interest Income	Φ	266	Φ	259	2.7%		
Non-Interest Expense		(2,271)		(1,767)	28.5%		
Pretax Preprovision Income		2,622		2,592	1.2%		
Gains on Sale of Securities and Other Assets		7		3	N/M		
Gains on Sale of Foreclosed Assets		0		0	N/M		
Loan Loss Provision		(30)		(1,060)	N/M		
Pretax Income		2,599		1,535	69.3%		
Income Tax		(312)		(162)	92.6%		
Net Income	\$	2,287	\$	1,373	66.6%		
		1 124		1 122			
Diluted Weighted Average Shares		1,124		1,123			



Earnings Per Share

2.03

1.22

66.8%

## Page 4 – Trinity Bank second quarter 2018 earnings

Trinity Bank, N.A. is a commercial bank that began operations May 28, 2003. For a full financial statement, visit Trinity Bank's website: www.trinitybk.com Regulatory reporting format is also available at www.fdic.gov.

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## For information contact:

**Richard Burt** 

Executive Vice President

Trinity Bank

817-763-9966

This Press Release may contain certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 regarding future financial conditions, results of operations and the Bank's business operations. Such forward-looking statements involve risks, uncertainties and assumptions, including, but not limited to, monetary policy and general economic conditions in Texas and the greater Dallas-Fort Worth metropolitan area, the risks of changes in interest rates on the level and composition of deposits, loan demand and the values of loan collateral, securities and interest rate protection agreements, the actions of competitors and customers, the success of the Bank in implementing its strategic plan, the failure of the assumptions underlying the reserves for loan losses and the estimations of values of collateral and various financial assets and liabilities, that the costs of technological changes are more difficult or expensive than anticipated, the effects of regulatory restrictions imposed on banks generally, any changes in fiscal, monetary or regulatory policies and other uncertainties as discussed in the Bank's Registration Statement on Form SB-1 filed with the Office of the Comptroller of the Currency. Should one or more of these risks or uncertainties materialize, or should these underlying assumptions prove incorrect, actual outcomes may vary materially from outcomes expected or anticipated by the Bank. A forward-looking statement may include a statement of the assumptions or bases underlying the forward-looking statement. The Bank believes it has chosen these assumptions or bases in good faith and that they are reasonable. However, the Bank cautions you that assumptions or bases almost always vary from actual results, and the differences between assumptions or bases and actual results can be material. The Bank undertakes no obligation to publicly update or otherwise revise any forward-looking statements, whether as a result of new information, future events or otherwise, un



	Qua June 3	rter Ended			nths Ending	%	
EARNINGS SUMMARY	2018	2017	Change	June 3 2018	2017	Change	
Interest income	\$2,591	\$2,244	15.5%	\$5,077	\$4,389	15.7%	
Interest expense	241	150	60.7%	450	289	55.7%	
Net Interest Income	2,350	2,094	12.2%	4,627	4,100	12.9%	
Service charges on deposits	37	38	-2.6%	73	80	-8.8%	
Other income	100	92	8.7%	193	179	7.8%	
Total Non Interest Income	137	130	5.4%	266	259	2.7%	
Salaries and benefits expense	731	499	46.5%	1,360	1,007	35.1%	
Occupancy and equipment expense	106	106	0.0%	227	210	8.1%	
Other expense	302	281	7.5%	684	550	24.4%	
Total Non Interest Expense	1,139	886	28.6%	2,271	1,767	28.5%	
Pretax pre-provision income	1,348	1,338	0.7%	2,622	2,592	1.2%	
Gain on sale of securities	7	3	N/M	7	3	N/M	
Gain on sale of foreclosed assets	0	0	N/M	0	0	N/M	
Gain on sale of assets	0	0	N/M	0	0	N/M	
Provision for Loan Losses	30	60	N/M	30	1,060	N/M	
Earnings before income taxes	1,325	1,281	3.4%	2,599	1,535	69.3%	
Provision for income taxes	166	265	-37.4%	312	162	92.6%	
Net Earnings	\$1,159	\$1,016	14.1%	\$2,287	\$1,373	66.6%	
Basic earnings per share	1.05	0.92	14.4%	2.07	1.24	66.9%	
Basic weighted average shares outstanding	1,103	1,106		1,105	1,108		
Diluted earnings per share - estimate	1.03	0.91	14.0%	2.03	1.22	66.8%	
Diluted weighted average shares outstanding	1,122	1,121		1,124	1,123		

		Average forQuarter June 30 %		Average for Six Months % June 30		
BALANCE SHEET SUMMARY	2018	2017	Change	2018	2017	Change
Total loans	\$147,227	\$131,481	12.0%	\$142,610	\$131,230	8.7%
Total short term investments	10,843	21,563	-49.7%	16,905	18,032	-6.3%
Total investment securities	84,981	84,656	0.4%	88,821	83,297	6.6%
Earning assets	243,051	237,700	2.3%	248,336	232,559	6.8%
Total assets	250,070	244,153	2.4%	255,098	239,134	6.7%
Noninterest bearing deposits	80,637	73,999	9.0%	81,427	72,336	12.6%
Interest bearing deposits	135,940	139,407	-2.5%	141,151	136,195	3.6%
Total deposits	216,577	213,406	1.5%	222,578	208,531	6.7%
Fed Funds Purchased and Repurchase Agreements	1,566	0	N/M	787	159	N/M
Shareholders' equity	\$31,236	\$30,024	4.0%	\$31,272	\$29,863	4.7%

	June 30,	March 31,	Dec 31,	Sept. 30,	June 30,
BALANCE SHEET SUMMARY	2018	2018	2017	2017	2017
Total loans	\$147,227	\$137,942	\$130,708	\$131,507	\$131,481
Total short term investments	10,843	23,035	33,929	26,349	21,563
Total investment securities	84,981	92,926	92,935	89,922	84,656
Earning assets	243,051	253,903	257,572	247,778	237,700
Total assets	250,070	260,399	264,668	254,291	244,153
Noninterest bearing deposits	80,637	82,622	81,387	75,572	73,999
Interest bearing deposits	135,940	146,206	150,771	146,331	139,407
Total deposits	216,577	228,828	232,158	221,903	213,406
Fed Funds Purchased and Repurchase Agreements	1,566	0	0	0	0
Shareholders' equity	\$31,236	\$31,308	\$31,546	\$31,428	\$30,024

	Quarter Ended									
	Ju	ine 30,	N	March 31,		Dec 31,		Sept. 30,		June 30,
HISTORICAL EARNINGS SUMMARY		2018		2018		2017		2017		2017
Interest income	9	\$2,591		\$2,486		\$2,407		\$2,345		\$2,244
Interest expense		241		209		192		175		150
Net Interest Income		2,350		2,277		2,215		2,170		2,094
Service charges on deposits		37		42		35		35		38
Other income		100		87		91		94		92
Total Non Interest Income		137		129		126		129		130
Salaries and benefits expense		731		628		575		520		499
Occupancy and equipment expense		106		121		112		110		106
Other expense		302		382		290		276		281
Total Non Interest Expense		1,139		1,131		977		906		886
Pretax pre-provision income		1,348		1,275		1,364		1,393		1,338
Gain on sale of securities		7		0		2		0		3
Gain on sale of foreclosed assets		0		0		0		0		0
Gain on sale of other assets		0		0		0		0		0
Provision for Loan Losses		30		0		507		60		60
Earnings before income taxes		1,325		1,275		859		1,333		1,281
Provision for income taxes		166		146		217		280		265
Net Earnings	\$	\$1,159		\$1,129		\$642		\$1,053		\$1,016
Diluted earnings per share	\$	1.03	\$	1.00	\$	0.57	\$	0.94	\$	0.91

	June 30,	March 31,	ding Balance Dec 31,	Sept. 30,	June 30,
HISTORICAL BALANCE SHEET	2018	2018	2017	2017	2017
Total loans	\$150,833	\$142,848	\$139,818	\$129,762	\$132,854
Total short term investments	7,454	20,766	19,027	39,662	20,090
Total investment securities	78,840	93,034	93,518	91,467	88,902
Total earning assets	237,127	256,648	252,363	260,891	241,846
Allowance for loan losses	(1,634)	(1,604)	(1,600)	(1,493)	(2,731)
Premises and equipment	2,729	2,725	2,731	2,747	2,780
Other Assets	7,582	5,046	5,817	6,050	6,433
Total assets	245,804	262,815	259,311	268,195	248,328
Noninterest bearing deposits	79,678	86,903	84,445	79,366	75,867
Interest bearing deposits	133,922	143,929	143,638	155,790	140,577
Total deposits	213,600	230,832	228,083	235,156	216,444
Fed Funds Purchased and Repurchase Agreements	0	0	0	0	0
Other Liabilities	610	1,143	352	1,548	872
Total liabilities	214,210	231,975	228,435	236,704	217,316
Shareholders' Equity Actual	31,594	31,497	30,993	30,310	29,886
Unrealized Gain - AFS	(650)	(657)	(117)	1,181	1,126
Total Equity	\$30,944	\$30,840	\$30,876	\$31,491	\$31,012

	June 30,	March 31,	Dec 31,	Sept. 30,	June 30,
NONPERFORMING ASSETS	2018	2018	2017	2017	2017
Nonaccrual loans	\$179	\$224	\$394	\$921	\$2,345
Restructured loans	\$0	\$0	\$0	\$0	\$0
Other real estate & foreclosed assets	\$0	\$0	\$0	\$0	\$0
Accruing loans past due 90 days or more	\$0	\$0	\$0	\$0	\$0
Total nonperforming assets	\$179	\$224	\$394	\$921	\$2,345
Accruing loans past due 30-89 days	\$458	\$0	\$0	\$0	\$0
Total nonperforming assets as a percentage of loans and foreclosed assets	0.12%	0.16%	0.28%	0.66%	1.81%
	0.1270	0.1070	0.2070	0.0070	1.0170

	Quarter Ending							
ALLOWANCE FOR	June 30,	March 31,	Dec 31,	Sept. 30,	June 30,			
LOAN LOSSES	2018	2018	2017	2017	2017			
Balance at beginning of period	\$1,604	\$1,600	\$1,493	\$2,731	\$2,662			
Loans charged off	0	0	400	1,300	0			
Loan recoveries	0	4	0	2	9			
Net (charge-offs) recoveries	0	4	(400)	(1,298)	9			
Provision for loan losses	30	0	507	60	60			
Balance at end of period	\$1,634	\$1,604	\$1,600	\$1,493	\$2,731			
Allowance for loan losses								
as a percentage of total loans	1.08%	1.12%	1.14%	1.15%	2.06%			
Allowance for loan losses								
as a percentage of nonperforming assets	913%	716%	406%	162%	116%			
Net charge-offs (recoveries) as a								
percentage of average loans	0.00%	-0.01%	0.31%	0.99%	-0.01%			
Provision for loan losses								
as a percentage of average loans	0.02%	0.00%	0.39%	0.05%	0.05%			

	Quarter Ending							
	June 30,	March 31,	Dec 31,	Sept. 30,	June 30,			
SELECTED RATIOS	2018	2018	2017	2017	2017			
Return on average assets (annualized)	1.85%	1.73%	0.97%	1.66%	1.66%			
Return on average equity (annualized)	14.84%	14.42%	8.14%	13.40%	13.54%			
Return on average equity (excluding unrealized gain on investments)	14.51%	14.34%	8.44%	13.90%	13.78%			
Average shareholders' equity to average assets	12.49%	12.02%	11.92%	12.36%	12.30%			
Yield on earning assets (tax equivalent)	4.53%	4.19%	4.17%	4.22%	4.19%			
Effective Cost of Funds	0.40%	0.33%	0.29%	0.28%	0.25%			
Net interest margin (tax equivalent)	4.13%	3.86%	3.88%	3.94%	3.94%			
Efficiency ratio (tax equivalent)	43.0%	43.9%	37.2%	35.3%	35.8%			
End of period book value per common share	\$28.13	\$27.88	\$27.92	\$28.47	\$28.04			
End of period book value (excluding unrealized gain on investments)	\$28.72	\$28.48	\$28.02	\$27.41	\$27.02			
End of period common shares outstanding (in 000's)	1,100	1,106	1,106	1,106	1,106			

			Quarter Ending					
		June 3	0,2018		June 30,2017			
YIELD ANALYSIS	Average Balance	Interest	Yield	Tax Equivalent Yield	Average Balance	Interest	Yield	Tax Equivalent Yield
Interest Earning Assets: Short term investment FRB Stock Taxable securities Tax Free securities Loans	\$ 10,466 377 154 84,827 147,227	50 6 1 599 1,935	1.91% 6.00% 2.60% 2.82% 5.26%	1.91% 6.00% 2.60% 3.58% 5.26%	\$ 21,189 374 220 84,436 131,481	66 6 0 569 1,603	1.25% 6.00% 0.00% 2.70% 4.88%	1.25% 6.00% 0.00% 3.88% 4.88%
Total Interest Earning Assets	243,051	2.591	4.26%	4.53%	237,700	2,244	3.78%	4.19%
Noninterest Earning Assets: Cash and due from banks Other assets Allowance for loan losses Total Noninterest Earning Assets	4,400 4,229 (1,610) <b>7,019</b>				4,585 4,556 (2,688) <b>6,453</b>			
Total Assets	\$250,070				\$244,153			
Interest Bearing Liabilities: Transaction and Money Market accounts Certificates and other time deposits Other borrowings	112,148 23,792 1,566	166 65 10	0.59% 1.09% 2.55%	0.59% 1.09% 2.55%	111,772 27,635 0	94 56 0	0.34% 0.81% 0.30%	0.34% 0.81% 0.30%
Total Interest Bearing Liabilities	137,506	241	0.70%	0.70%	139,407	150	0.43%	0.43%
Noninterest Bearing Liabilities: Demand deposits Other liabilities Shareholders' Equity	80,637 691 31,236				73,999 723 30,024			
Total Liabilities and Shareholders Equity Net Interest Income and Spread	\$250,070	2,350	3.56%	3.83%	\$244,153	2,094	3.34%	3.76%
		2,350	3.56%	3.83% 4.13%		2,094	3.34% 3.52%	3.76%
Net Interest Margin			3.86%	4.13%			3.52%	3.94%

	June 30 2018	%	June 30 2017	%
LOAN PORTFOLIO				
Commercial and industrial Real estate:	\$88,292	58.54%	\$74,775	54.52%
Commercial	20,961	13.90%	19,560	18.79%
Residential	23,518	15.59%	21,337	16.31%
Construction and development	17,387	11.53%	16,432	9.04%
Consumer	675	0.45%	750	1.34%
Total loans (gross)	150,833	100.00%	132,854	100.00%
Unearned discounts	0	0.00%	0	0.00%
Total loans (net)	\$150,833	100.00%	\$132,854	100.00%
	June 30		June 30	
	2018		2017	
REGULATORY CAPITAL DATA				
Tier 1 Capital	\$32,244		\$29,886	
Total Capital (Tier 1 + Tier 2)	\$33,878		\$31,820	
Total Risk-Adjusted Assets	\$164,787		\$153,768	
Tier 1 Risk-Based Capital Ratio	19.56%		19.44%	
Total Risk-Based Capital Ratio	20.56%		20.69%	
Tier 1 Leverage Ratio	12.89%		12.24%	
OTHER DATA Full Time Equivalent				
Employees (FTE's)	20		17	
Stock Price Range (For the Three Months Ended):				
High	\$60.00		\$63.00	
Low	\$59.75		\$57.00	
Close	\$60.00		\$61.00	