## Bank First reports 11\% increase in quarterly earnings, increases per share cash dividend to $\mathbf{\$ 0 . 1 5}$

Bank First National Corporation (BFNC) reported net income for the second quarter of 2016 of $\$ 3.76$ million, or $\$ 0.60$ per share, as compared to $\$ 3.39$ million, or $\$ 0.54$ per share, for the second quarter of 2015, representing an 11\% year-over-year increase.

Net interest income after provision for loan losses was $\$ 9.59$ million for the quarter ended June 30, 2016, compared to $\$ 8.83$ million for the prior year quarter, representing a 9\% increase year-over-year. The increase in net interest margin was a result of $11 \%$ loan growth year-over-year, funded by a near matching 10\% increase in core deposits. Demand deposit balances, a low-cost source of funding, continue to be a major component of core deposits, comprising 27\% of the total balance at June 30, 2016.

Noninterest income was $\$ 2.17$ million for the quarter ended June 30, 2016, compared to $\$ 1.63$ million in the prior year quarter. Revenues contributed by the Bank's investment in Ansay \& Associates, LLC, continued to show significant improvement in 2016 as they moved past one-time expenses from a prior year business acquisition. Revenues contributed by this investment increased $\$ 0.64$ million during the second quarter of 2016 compared to the prior year quarter. This increase was partially offset by a $\$ 0.17$ million decline in revenues contributed by the Bank's investment in UFS, LLC.

Noninterest expense was $\$ 6.10$ million for the second quarter of 2016, up from $\$ 5.34$ million for the second quarter of 2015. Salary expense increased $\$ 0.29$ million, or $11 \%$, year-over-year as the Bank continued to invest in personnel to support growth in customer relationships. The Bank's efficiency ratio, a measure of how well resources are utilized by an institution, remained very strong at 49.7\%.
"We continue to see very strong growth in customer relationships across all communities we serve through the first half of 2016," said Mike Molepske, Chief Executive Officer. "This growth has been accomplished while maintaining consistent net
interest margins year-over-year. The Bank has also maintained very strong asset quality as displayed by our $0.37 \%$ ratio of non-performing assets to total assets."

Total assets were $\$ 1.30$ billion at June 30, 2016, up 16\% from $\$ 1.13$ billion at June 30, 2015.

The Corporation's Board of Directors approved a quarterly cash dividend of \$0.15 per common share, representing an increase of $7.1 \%$ from the prior quarter and 15.4\% from the dividend declared one year earlier. The dividend is payable on October 5, 2016, to shareholders of record as of September 28, 2016.

Bank First National Corporation (BFNC) provides financial services through its subsidiary, Bank First National, which was incorporated in 1894. The Bank is an independent community bank with 12 banking locations in Manitowoc, Brown, Sheboygan, Outagamie, and Winnebago counties. The Bank has grown through both acquisitions and de novo branch expansion. The Bank offers loan, deposit and treasury management products at each of its banking offices. Insurance services are available through our bond with Ansay \& Associates, LLC. Trust, investment advisory and other financial services are offered through the Bank's partnership with Legacy Private Trust, an alliance with Morgan Stanley and an affiliation with McKenzie Financial Services, LLC. The Bank is a co-member of a data processing subsidiary, UFS, LLC, which provides data services for over 50 Midwest banks. The Company employs approximately 169 full-time equivalent staff and has assets of $\$ 1.30$ billion as of June 30, 2016. Further information about Bank First National Corporation is available by clicking on the Investor Relations tab at www.BankFirstNational.com.

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Forward Looking Statements: This news release may contain certain "forward-looking statements" that represent Bank First National Corporation's expectations or beliefs concerning future events. Such forward-looking statements are about matters that are inherently subject to risks and uncertainties. Because of the risks and uncertainties inherent in forward looking statements, readers are cautioned not to place undue reliance on them, whether included in this news release or made elsewhere from time to time by Bank First National Corporation or on its behalf. Bank First National Corporation disclaims any obligation to update such forward-looking statements. In addition, statements regarding historical stock price performance are not indicative of or guarantees of future price performance.

## BANK FIRST NATIONAL CORPORATION AND SUBSIDIARIES <br> Consolidated Balance Sheets

ASSETS
Cash and due from Banks
Interest-bearing deposits
Federal funds sold
Cash and cash equivalents
Securities available for sale, at fair value
Securities held to maturity, at cost
Other investments, at cost
Loans held for sale
Loans
Allowance for loan loss
Loans, net
Premises and equipment, net
Goodwill
Intangible assets, net
Mortgage Servicing Rights
Investment in minority owned subsidiaries
Deferred tax
Other real estate owned
Cash value of life insurance
Other assets

LIABILITIES AND SHAREHOLDERS' EQUITY
Deposits
Fed funds purchased
Securities sold under repurchase agreements
Borrowed funds
Dividend Payable
Notes payable
Other liabilities
Total liabilities

Stockholders' Equity
Common stock--\$0.01 par value: Authorized--
20,000,000 shares Issued--6,714,252
Additional paid-in-capital
Retained earnings
Accumulated other comprehensive income
Treasury stock, at cost
Total stockholders' equity
Total Liabilities and Stockholders' Equity

| 6/30/2016 |  | 12/31/2015 |  | 6/30/2015 |  | YOY Quarter Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 22,438,727 | \$ | 21,259,311 | \$ | 20,955,364 | \$ | 1,483,363 |
|  | 7,532,670 |  | 6,810,312 |  | 3,451,344 | \$ | 4,081,326 |
|  | 74,571,090 |  | 57,573,826 |  | 11,586,141 |  | 62,984,949 |
|  | 104,542,487 |  | 85,643,449 |  | 35,992,849 |  | 68,549,638 |
|  | 96,096,958 |  | 97,358,341 |  | 92,424,053 |  | 3,672,905 |
|  | 33,269,156 |  | 34,316,285 |  | 32,632,488 |  | 636,668 |
|  | 5,337,825 |  | 5,337,825 |  | 2,958,417 |  | 2,379,408 |
|  | 761,100 |  | 367,800 |  | 443,000 |  | 318,100 |
|  | 1,003,416,632 |  | 956,637,398 |  | 903,941,654 |  | 99,474,978 |
|  | $(10,543,981)$ |  | $(10,011,064)$ |  | $(9,544,533)$ |  | $(999,448)$ |
|  | 992,872,651 |  | 946,626,334 |  | 894,397,121 |  | 98,475,530 |
|  | 13,665,984 |  | 12,959,781 |  | 11,437,482 |  | 2,228,502 |
|  | 7,983,933 |  | 7,983,933 |  | 7,983,933 |  | - |
|  | 12,108 |  | 21,188 |  | 30,268 |  | $(18,160)$ |
|  | 2,265,736 |  | 2,304,124 |  | 2,315,247 |  | $(49,511)$ |
|  | 19,102,899 |  | 17,372,616 |  | 17,132,960 |  | 1,969,939 |
|  | 926,788 |  | 1,475,278 |  | 2,061,443 |  | $(1,134,655)$ |
|  | 1,885,894 |  | 1,855,008 |  | 2,926,577 |  | $(1,040,683)$ |
|  | 20,279,335 |  | 20,014,681 |  | 19,749,460 |  | 529,875 |
|  | 3,434,782 |  | 4,038,102 |  | 4,025,433 |  | $(590,651)$ |
| \$ | 1,302,437,636 | \$ | 1,237,674,745 | \$ | 1,126,510,731 | \$ | 175,926,905 |
| \$ | 1,064,278,970 | \$ | 1,062,567,565 | \$ | 968,908,862 | \$ | 95,370,108 |
| \$ | - |  | - |  | - |  | - |
|  | 7,175,758 |  | 45,617,414 |  | 23,302,113 |  | $(16,126,355)$ |
|  | 100,000,000 |  | - |  | 13,000,000 |  | 87,000,000 |
|  | 867,472 |  | 816,955 |  | 819,667 |  | 47,805 |
|  | - |  | - |  | - |  | - |
|  | 6,197,195 |  | 9,744,809 |  | 6,329,452 |  | $(132,257)$ |
| 1,178,519,395 |  |  | 1,118,746,743 |  | 1,012,360,094 |  | 166,159,301 |
| 67,146 |  |  | 67,146 |  | 67,146 |  | - |
| 2,622,352 |  |  | 2,690,646 |  | 2,555,939 |  | 66,413 |
| 129,390,623 |  |  | 123,526,189 |  | 118,618,223 |  | 10,772,400 |
| 2,665,391 |  |  | 1,223,624 |  | 653,240 |  | 2,012,151 |
| $(10,827,271)$ |  |  | $(8,579,603)$ |  | $(7,743,911)$ |  | $(3,083,360)$ |
| 123,918,241 |  |  | 118,928,002 |  | 114,150,637 |  | 9,767,604 |
| \$ | 1,302,437,636 | \$ | 1,237,674,745 | \$ | 1,126,510,731 | \$ | 175,926,905 |

## BANK FIRST NATIONAL CORPORATION AND SUBSIDIARIES <br> Consolidated Quarterly Statements of Income

|  | 6/30/2016 |  | \% of gross revenue | 6/30/2015 |  | \% of gross revenue | YOY Quarter Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest/Dividend income: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 9,961,204 | 75.0\% | \$ | 9,139,251 | 76.8\% | \$ | 821,953 |
| Federal funds sold |  | 119,897 | 0.9\% |  | 32,784 | 0.3\% |  | 87,113 |
| Securities: |  |  |  |  |  |  |  |  |
| Taxable |  | 396,589 | 3.0\% |  | 342,683 | 2.9\% |  | 53,906 |
| Tax-exempt |  | 597,342 | 4.5\% |  | 743,954 | 6.3\% |  | $(146,612)$ |
| Other |  | 33,255 | 0.3\% |  | 8,557 | 0.1\% |  | 24,698 |
| Total interest income |  | 11,108,287 | 83.6\% |  | 10,267,229 | 86.3\% |  | 841,058 |
| Interest expense: |  |  |  |  |  |  |  |  |
| Deposits |  | 1,410,149 | 10.6\% |  | 1,213,138 | 10.2\% |  | 197,011 |
| Securities sold under repurchase agreements |  | 12,807 | 0.1\% |  | 20,673 | 0.2\% |  | $(7,866)$ |
| Borrowed funds |  | 92,195 | 0.7\% |  | 5,473 | 0.0\% |  | 86,722 |
| Total interest expense |  | 1,515,151 | 11.4\% |  | 1,239,284 | 10.4\% |  | 275,867 |
| Net interest income |  | 9,593,136 | 72.2\% |  | 9,027,945 | 75.9\% |  | 565,191 |
| Provision for loan losses |  | - | 0.0\% |  | 200,000 | 1.7\% |  | $(200,000)$ |
| Net interest income after provision |  | 9,593,136 | 72.2\% |  | 8,827,945 | 74.2\% |  | 765,191 |
| Noninterest income: |  |  |  |  |  |  |  |  |
| Wealth Management Revenue |  | 25,792 | 0.2\% |  | 28,802 | 0.2\% |  | $(3,010)$ |
| Service charges |  | 543,005 | 4.1\% |  | 566,579 | 4.8\% |  | $(23,574)$ |
| Income from Ansay |  | 540,631 | 4.1\% |  | $(101,037)$ | -0.8\% |  | 641,668 |
| Loan servicing income |  | 243,992 | 1.8\% |  | 196,076 | 1.6\% |  | 47,916 |
| Income from UFS |  | 421,642 | 3.2\% |  | 590,418 | 5.0\% |  | $(168,776)$ |
| Net gain on sales of mortgage loans |  | 209,481 | 1.6\% |  | 182,376 | 1.5\% |  | 27,105 |
| Other |  | 186,738 | 1.4\% |  | 171,625 | 1.4\% |  | 15,113 |
| Total Noninterest income |  | 2,171,281 | 16.4\% |  | 1,634,839 | 13.7\% |  | 536,442 |
| Noninterest expense: |  |  |  |  |  |  |  |  |
| Salaries, commissions, and employee benefits |  | 3,079,547 | 23.2\% |  | 2,785,569 | 23.4\% |  | 293,978 |
| Occupancy |  | 665,558 | 5.0\% |  | 630,531 | 5.3\% |  | 35,027 |
| Data processing |  | 665,576 | 5.0\% |  | 430,397 | 3.6\% |  | 235,179 |
| Loss (gain) on sales of OREO |  | $(8,609)$ | -0.1\% |  | $(1,225)$ | 0.0\% |  | $(7,384)$ |
| Postage, stationery, and supplies |  | 140,364 | 1.1\% |  | 102,573 | 0.9\% |  | 37,791 |
| Advertising |  | 57,068 | 0.4\% |  | 73,624 | 0.6\% |  | $(16,556)$ |
| Outside service fees |  | 327,950 | 2.5\% |  | 450,694 | 3.8\% |  | $(122,744)$ |
| Amortization of intangibles |  | 4,540 | 0.0\% |  | 4,540 | 0.0\% |  | - |
| Other |  | 1,166,164 | 8.8\% |  | 864,229 | 7.3\% |  | 301,935 |
| Total Noninterest expense |  | 6,098,158 | 45.9\% |  | 5,340,932 | 44.9\% |  | 757,226 |
| Income before provision for income taxes |  | 5,666,259 | 42.7\% |  | 5,121,852 | 43.0\% |  | 544,407 |
| Provision for income taxes |  | 1,907,193 | 14.4\% |  | 1,732,290 | 14.6\% |  | 174,903 |
| Net income | \$ | 3,759,066 |  | \$ | 3,389,562 |  | \$ | 369,504 |
| QTR Average Shares outstanding |  | 6,214,418 |  |  | 6,308,206 |  |  | $(93,788)$ |
| Earnings per share--common shareholders | \$ | 0.60 |  | \$ | 0.54 |  | \$ | 0.07 |

BANK FIRST NATIONAL CORPORATION AND SUBSIDIARIES Consolidated Statements of Income YTD

|  | YTD 6/30/2016 |  | $\begin{gathered} \text { YTD } \\ 6 / 30 / 2015 \end{gathered}$ |  | YOY <br> Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest/Dividend income: |  |  |  |  |  |  |
| Loans, including fees | \$ | 19,734,291 | \$ | 18,118,672 | \$ | 1,615,619 |
| Federal funds sold |  | 280,386 |  | 52,276 |  | 228,110 |
| Securities: |  |  |  |  |  |  |
| Taxable |  | 792,194 |  | 738,826 |  | 53,368 |
| Tax-exempt |  | 1,120,391 |  | 1,180,214 |  | $(59,823)$ |
| Other |  | 63,363 |  | 22,127 |  | 41,236 |
| Total interest income |  | 21,990,625 |  | 20,112,115 |  | 1,878,510 |
| Interest expense: |  |  |  |  |  |  |
| Deposits |  | 2,780,913 |  | 2,403,285 |  | $(377,628)$ |
| Securities sold under repurchase agreements |  | 30,867 |  | 39,165 |  | 8,298 |
| Borrowed funds |  | 168,790 |  | 8,056 |  | $(160,734)$ |
| Total interest expense |  | 2,980,570 |  | 2,450,506 |  | $(530,064)$ |
| Net interest income |  | 19,010,055 |  | 17,661,609 |  | 1,348,446 |
| Provision for loan losses |  | 220,000 |  | 530,000 |  | 310,000 |
| Net interest income after provision |  | 18,790,055 |  | 17,131,609 |  | 1,658,446 |
| Noninterest income: |  |  |  |  |  |  |
| Wealth Management Revenue |  | 46,837 |  | 55,198 |  | $(8,361)$ |
| Service charges |  | 1,144,724 |  | 1,037,257 |  | 107,467 |
| Income from Ansay |  | 1,602,292 |  | 441,648 |  | 1,160,644 |
| Loan servicing income |  | 416,050 |  | 590,470 |  | $(174,420)$ |
| Income from UFS |  | 887,046 |  | 1,337,043 |  | $(449,997)$ |
| Net gain on sales of mortgage loans |  | 363,198 |  | 371,609 |  | $(8,411)$ |
| Net gain on sales of securities |  | 14,849 |  | - |  | 14,849 |
| Other |  | 334,771 |  | 320,751 |  | 14,020 |
| Total Noninterest income |  | 4,809,767 |  | 4,153,976 |  | 655,791 |
| Noninterst expense: |  |  |  |  |  |  |
| Salaries, commissions, and employee benefits |  | 6,571,920 |  | 5,993,888 |  | $(578,032)$ |
| Occupancy |  | 1,328,131 |  | 1,350,060 |  | 21,929 |
| Data processing |  | 1,195,749 |  | 855,665 |  | $(340,084)$ |
| Loss (gain) on sales of OREO |  | $(8,609)$ |  | 1,559 |  | 10,168 |
| Postage, stationery, and supplies |  | 239,337 |  | 180,264 |  | $(59,073)$ |
| Advertising |  | 117,929 |  | 106,365 |  | $(11,564)$ |
| Outside service fees |  | 764,785 |  | 846,113 |  | 81,328 |
| Amortization of intangibles |  | 9,080 |  | 9,080 |  | - |
| Other |  | 1,892,206 |  | 1,614,048 |  | $(278,158)$ |
| Total Noninterest expense |  | 12,110,528 |  | 10,957,042 |  | $(1,153,486)$ |
| Income before provision for income taxes |  | 11,489,294 |  | 10,328,543 |  | 1,160,751 |
| Provision for income taxes |  | 3,881,612 |  | 3,475,965 |  | $(405,647)$ |
| Net income | \$ | 7,607,682 | \$ | 6,852,578 | \$ | 755,104 |


| $\$$ | 1.22 |
| :--- | :--- | :--- | :--- |
|  | $\$ 1.09$ |


| Dec 2015 <br> Actual YTD | Jun 2016 |  |
| ---: | ---: | ---: |
|  | Net Income and per share data | Jun 2015 |
| Actual YTD |  |  |

## * Key Performance Indicators for Full Year [Target]

| Asset Quality |  |  |
| ---: | ---: | ---: |
| $1.05 \%$ | Allowance for probable credit losses to toal loans | $1.05 \%$ |
| $0.03 \%$ | Net charge-offs to average total loans | $-0.06 \%$ |
| $0.14 \%$ | Nonaccrual loans to total loans | $0.09 \%$ |
| $0.06 \%$ | Loans past due 30 days to total loans | $0.05 \%$ |
| $0.43 \%$ | Non-performing assets to total assets [1.70\%] | $0.37 \%$ |
| $16.38 \%$ | Total classified assets to risk based capital | $19.49 \%$ |
| $3.93 \%$ Criticized Assets to Total risk based capital | $11.05 \%$ | $0.16 \%$ |
| $1,348,682$ Nonaccrual loans | 950,147 | $0.09 \%$ |
| 272,649 Loans 90 days past due | 151,526 | $12.96 \%$ |
| $1,855,008$ | Other Real Estate Owned | $1,885,894$ |


(1) Interim amounts are for bank only, annual amounts are consolidated

|  | Condensed Income Statement |  |  |
| :---: | :---: | :---: | :---: |
| 149,593 | Short-term investment income | 280,386 | 52,276 |
| 2,881,439 | Investment securities income | 1,076,429 | 1,818,471 |
| 38,030,865 | Loan income | 20,633,810 | 18,242,053 |
| \$41,061,896 | Total Interest Income | \$21,990,625 | \$20,112,800 |
| 4,931,511 | Deposit interest expense | 2,780,913 | 2,403,285 |
| 72,268 | Repo interest expense | 30,534 | 39,142 |
| 59,225 | Other borrowings interest expense | 169,124 | 8,079 |
| \$5,063,004 | Total Interest Expense | \$2,980,570 | \$2,450,506 |
| 35,998,893 | Net interest income | 19,010,054 | 17,662,295 |
| 1,007,500 | Provision for loan losses | 220,000 | 530,000 |
| \$34,991,393 | Net interest income after provision for loan loss | \$18,790,054 | \$17,132,295 |
| 7,462,923 | Noninterest income | 4,801,158 | 4,155,760 |
| 22,304,283 | Noninterest expense | 12,101,919 | 10,959,512 |
| \$20,150,033 | Net Income before Taxes | \$11,489,294 | \$10,328,541 |
| \$6,754,648 | Taxes | \$3,881,612 | \$3,475,965 |
| \$13,395,385 | NET INCOME | \$7,607,682 | \$6,852,576 |

* Key Performance Indicators for Full Year

