## FOR IMMEDIATE RELEASE

## Bank First reports third quarter 2016 net income of $\$ 3.8$ million, or $\mathbf{\$ 0 . 6 0}$ per share, declares a cash dividend of $\mathbf{\$ 0 . 1 6}$ per share

Manitowoc, WI - October 20, 2016 - Bank First National Corporation (BFNC) reported net income for the third quarter of 2016 of $\$ 3.8$ million, or $\$ 0.60$ per share, up $11.1 \%$ from the same period in 2015. For the nine months ended September 30, 2016, Bank First earned $\$ 11.4$ million or $\$ 1.82$ per share, up $11.7 \%$ from the first nine months of 2015.

Net interest income after provision for loan losses was $\$ 9.7$ million for the quarter ended September 30, 2016, compared to $\$ 8.9$ million for the prior year third quarter, representing a $9.9 \%$ increase year-over-year. Through nine months ended September 30 , 2016, net interest income after provision for loan losses totaled $\$ 28.5$ million, up $9.8 \%$ from $\$ 26.0$ million through the first nine months of 2015.
"We continue to form quality customer relationships in the communities we serve, becoming the bank of choice for businesses and individuals," stated Mike Molepske, Chief Executive Officer. "We have experienced balanced growth over the last twelve months in loans and deposits." Bank First experienced total loan growth of $\$ 95.8$ million, or $10.3 \%$, from September 2015 to September 2016, ending the period at $\$ 1.03$ billion in total loans. This loan growth was funded by an increase in core deposits of \$94.7 million, or $9.6 \%$, over that same period. Demand deposit accounts, a very low cost source of funding, composed $\$ 36.2$ million of the overall core deposit growth.

Noninterest expense was $\$ 6.3$ million in the third quarter of 2016, compared to $\$ 5.4$ million during the third quarter of 2015. For the nine months ended September 30, 2016, noninterest expense was $\$ 18.4$ million, up $12.5 \%$ from $\$ 16.4$ million in the prior year period. Bank First's efficiency ratio was 50.2\% through the first nine months of 2016, compared to 48.8\% through the first nine months of 2015.

Asset quality remained very strong as of September 30, 2016. Nonperforming assets to total assets finished the quarter at $0.22 \%$. Through nine months of 2016 Bank First has realized a net loan recovery (recoveries have exceeded charge offs) of \$441,000.

The Corporation's Board of Directors approved a quarterly cash dividend of \$0.16 per common share, representing an increase of $6.7 \%$ from the prior quarter and an increase of $23.1 \%$ from the third quarter of 2015. The dividend is payable on January 4, 2017, to shareholders of record as of December 28, 2016.


#### Abstract

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 171 full-time equivalent staff and has assets of $\$ 1.35$ billion as of September 30, 2016. Further information about Bank First National Corporation is available by clicking on the Investor Relations tab at www.BankFirstNational.com.


\# \# \#

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

Total Assets

| 9/30/2016 |  | 12/31/2015 |  | 9/30/2015 |  | YOY Quarter Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 24,658,018 | \$ | 21,259,311 | \$ | 11,245,455 | \$ | 13,412,563 |
|  | 5,376,394 |  | 6,810,312 |  | 1,410,031 |  | 3,966,363 |
|  | 74,010,823 |  | 57,573,826 |  | 67,738,494 |  | 6,272,329 |
|  | 104,045,235 |  | 85,643,449 |  | 80,393,980 |  | 23,651,255 |
|  | 119,112,591 |  | 97,358,341 |  | 96,791,193 |  | 22,321,398 |
|  | 32,535,819 |  | 34,316,285 |  | 32,330,218 |  | 205,601 |
|  | 5,437,825 |  | 5,337,825 |  | 3,819,875 |  | 1,617,950 |
|  | 1,672,280 |  | 367,800 |  | 1,124,750 |  | 547,530 |
|  | 1,025,257,538 |  | 956,637,398 |  | 929,439,901 |  | 95,817,637 |
|  | $(10,772,377)$ |  | $(10,011,064)$ |  | (9,745,210) |  | $(1,027,167)$ |
| 1,014,485,161 |  |  | 946,626,334 |  | 919,694,691 |  | 94,790,470 |
| 13,081,942 |  |  | 12,959,781 |  | 12,054,234 |  | 1,027,708 |
| 7,983,933 |  |  | 7,983,933 |  | 7,983,933 |  | - |
| 7,567 |  |  | 21,188 |  | 25,728 |  | $(18,161)$ |
| 2,265,736 |  |  | 2,304,124 |  | 2,315,247 |  | $(49,511)$ |
| 19,286,830 |  |  | 17,372,616 |  | 17,254,450 |  | 2,032,380 |
| 926,788 |  |  | 1,475,278 |  | 1,621,134 |  | $(694,346)$ |
| 1,995,502 |  |  | 1,855,008 |  | 1,955,898 |  | 39,604 |
| 20,414,594 |  |  | 20,014,681 |  | 19,882,753 |  | 531,841 |
| 4,043,756 |  |  | 4,038,102 |  | 4,108,590 |  | $(64,834)$ |
| \$ | 1,347,295,559 | \$ | 1,237,674,745 | \$ | 1,201,356,674 | \$ | 145,938,885 |

LIABILITIES AND SHAREHOLDERS' EQUITY

Deposits
Securities sold under repurchase agreements
Borrowed funds
Dividend 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

|  | 67,146 |  | 67,146 |  | 67,146 |  | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2,735,976 |  | 2,690,646 |  | 2,631,620 |  | 104,356 |
|  | 132,211,066 |  | 123,526,189 |  | 121,232,048 |  | 10,979,018 |
|  | 2,181,643 |  | 1,223,624 |  | 1,082,765 |  | 1,098,878 |
|  | $(10,711,238)$ |  | $(8,579,603)$ |  | $(8,022,650)$ |  | $(2,688,588)$ |
|  | 126,484,593 |  | 118,928,002 |  | 116,990,929 |  | 9,493,664 |
| \$ | 1,347,295,559 | \$ | 1,237,674,745 | \$ | 1,201,356,674 | \$ | 145,938,885 |

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

|  | 9/30/2016 |  | \% of gross revenue | 9/30/2015 |  | \% of gross revenue | YOY Quarter Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest/Dividend income: |  |  |  |  |  |  |  |  |
| Loans, including fees | \$ | 10,664,432 | 78.8\% | \$ | 9,630,497 | 79.7\% | \$ | 1,033,935 |
| Federal funds sold |  | 126,201 | 0.9\% |  | 39,606 | 0.3\% |  | 86,595 |
| Securities: |  |  |  |  |  |  |  |  |
| Taxable |  | 372,572 | 2.8\% |  | 336,331 | 2.8\% |  | 36,241 |
| Tax-exempt |  | 131,871 | 1.0\% |  | 282,473 | 2.3\% |  | $(150,602)$ |
| Other |  | 36,338 | 0.3\% |  | 76,978 | 0.6\% |  | $(40,640)$ |
| Total interest income |  | 11,331,414 | 83.7\% |  | 10,365,885 | 85.8\% |  | 965,529 |
| Interest expense: |  |  |  |  |  |  |  |  |
| Deposits |  | 1,369,310 | 10.1\% |  | 1,257,931 | 10.4\% |  | 111,379 |
| Securities sold under repurchase agreements |  | 14,209 | 0.1\% |  | 16,428 | 0.1\% |  | $(2,219)$ |
| Borrowed funds |  | 101,186 | 0.7\% |  | 23,896 | 0.2\% |  | 77,290 |
| Total interest expense |  | 1,484,705 | 11.0\% |  | 1,298,255 | 10.7\% |  | 186,450 |
| Net interest income |  | 9,846,709 | 72.8\% |  | 9,067,630 | 75.0\% |  | 779,079 |
| Provision for loan losses |  | 100,000 | 0.7\% |  | 200,000 | 1.7\% |  | $(100,000)$ |
| Net interest income after provision |  | 9,746,709 | 72.0\% |  | 8,867,630 | 73.4\% |  | 879,079 |
| Noninterest income: |  |  |  |  |  |  |  |  |
| Wealth Management Revenue |  | 20,988 | 0.2\% |  | 28,490 | 0.2\% |  | $(7,502)$ |
| Service charges |  | 660,428 | 4.9\% |  | 585,953 | 4.8\% |  | 74,475 |
| Income from Ansay |  | 19,900 | 0.1\% |  | 96,075 | 0.8\% |  | $(76,175)$ |
| Loan servicing income |  | 435,438 | 3.2\% |  | 230,870 | 1.9\% |  | 204,568 |
| Income from UFS |  | 568,935 | 4.2\% |  | 391,059 | 3.2\% |  | 177,876 |
| Net gain on sales of mortgage loans |  | 339,533 | 2.5\% |  | 147,433 | 1.2\% |  | 192,100 |
| Other |  | 153,793 | 1.1\% |  | 239,219 | 2.0\% |  | $(85,426)$ |
| Total Noninterest income |  | 2,199,015 | 16.3\% |  | 1,719,099 | 14.2\% |  | 479,916 |
| Noninterest expense: |  |  |  |  |  |  |  |  |
| Salaries, commissions, and employee benefits |  | 3,360,305 | 24.8\% |  | 3,104,606 | 25.7\% |  | 255,699 |
| Occupancy |  | 644,069 | 4.8\% |  | 620,332 | 5.1\% |  | 23,737 |
| Data processing |  | 656,416 | 4.9\% |  | 418,026 | 3.5\% |  | 238,390 |
| Loss (gain) on sales of OREO |  | 24,603 | 0.2\% |  | $(36,194)$ | -0.3\% |  | 60,797 |
| Postage, stationery, and supplies |  | 24,111 | 0.2\% |  | 83,561 | 0.7\% |  | $(59,450)$ |
| Advertising |  | 18,891 | 0.1\% |  | 27,143 | 0.2\% |  | $(8,252)$ |
| Outside service fees |  | 557,685 | 4.1\% |  | 387,364 | 3.2\% |  | 170,321 |
| Amortization of intangibles |  | 4,541 | 0.0\% |  | 4,541 | 0.0\% |  | - |
| Other |  | 1,009,759 | 7.5\% |  | 803,915 | 6.7\% |  | 205,844 |
| Total Noninterest expense |  | 6,300,380 | 46.6\% |  | 5,413,294 | 44.8\% |  | 887,086 |
| Income before provision for income taxes |  | 5,645,344 | 41.7\% |  | 5,173,435 | 42.8\% |  | 471,909 |
| Provision for income taxes |  | 1,894,604 | 14.0\% |  | 1,741,440 | 14.4\% |  | 153,164 |
| Net income | \$ | 3,750,740 |  | \$ | 3,431,995 |  | \$ | 318,745 |
| QTR Average Shares outstanding |  | 6,200,162 |  |  | 6,308,206 |  |  | $(108,044)$ |
| Earnings per share--common shareholders | \$ | 0.60 |  | \$ | 0.54 |  | \$ | 0.06 |

# BANK FIRST NATIONAL CORPORATION AND SUBSIDIARIES 

Consolidated Statements of Income YTD

Interest/Dividend income:
Loans, including fees
Federal funds sold Securities:
Taxable
Tax-exempt
Other
Total interest income
Interest expense:
Deposits
Securities sold under repurchase agreements
Borrowed funds
Total interest expense
Net interest income
Provision for loan losses
Net interest income after provision
Noninterest income:
Wealth Management Revenue
Service charges
Income from Ansay
Loan servicing income
Income from UFS
Net gain on sales of mortgage loans
Net gain on sales of securities
Other
Total Noninterest income
Noninterst expense:
Salaries, commissions, and employee benefits
Occupancy
Data processing
Loss (gain) on sales of OREO
Postage, stationery, and supplies
Advertising
Outside service fees
Amortization of intangibles
Other
Total Noninterest expense
Income before provision for income taxes
Provision for income taxes
Net income

YTD Average Shares outstanding

## Earnings per share--common shareholders

| $\begin{gathered} \text { YTD } \\ \text { 9/30/2016 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { YTD } \\ \text { 12/31/2015 } \\ \hline \end{gathered}$ | $\begin{gathered} \text { YTD } \\ \text { 9/30/2015 } \\ \hline \end{gathered}$ | YOY Change |
| :---: | :---: | :---: | :---: |
| \$ 30,398,723 | 37,946,428 | \$ 28,209,416 | 2,189,307 |
| 406,587 | 149,593 | 91,882 | 314,705 |
| 1,164,766 | 1,690,536 | 1,075,157 | 89,609 |
| 1,252,262 | 1,279,935 | 1,087,687 | 164,575 |
| 99,701 | $(4,594)$ | 13,858 | 85,843 |
| 33,322,039 | 41,061,898 | 30,478,000 | 2,844,039 |
| 4,150,223 | 4,931,511 | 3,661,216 | $(489,007)$ |
| 45,076 | 72,291 | 55,593 | 10,517 |
| 269,976 | 59,202 | 31,952 | $(238,024)$ |
| 4,465,275 | 5,063,004 | 3,748,761 | $(716,514)$ |
| 28,856,764 | 35,998,894 | 26,729,239 | 2,127,525 |
| 320,000 | 1,007,500 | 730,000 | 410,000 |
| 28,536,764 | 34,991,394 | 25,999,239 | 2,537,525 |

$(15,863)$ 181,942
1,084,469
30,148
$(272,121)$ 183,689
14,849
$(71,406)$
1,135,707
$(833,731)$
$(1,808)$
$(578,474)$
$(50,629)$
377
$(3,312)$
$(88,993)$
$(484,002)$
$\begin{array}{r}(2,040,572) \\ \hline 1,632,660\end{array}$
$(558,811)$
\$ 1,073,849
$(65,854)$

| \$ | 1.82 | \$ | 2.13 | \$ | 1.63 | \$ | 0.19 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| Dec 2015 <br> Actual YTD |  |
| ---: | :--- |
|  | Net Income and per share data |
| $\$ 13,663,975$ | Net Income (Bank) |
| $\$ 13,395,385$ | Net Income (Consolidated) |
| $\$ 2.13$ | Earnings per Share (Consolidated) [2.26] |
| $6.90 \%$ | EPS change over prior period |
| $\$ 3,208,860$ | Dividends (Holding Co.) |
| $24 \%$ | Dividend Payout Ratio (DPS/EPS) (Consolidated) |
| $1.80 \%$ | Dividend Yield (DPS/Stock Price) (Consolidated) |
| $\$ 18.97$ | Book Value (Consolidated) |
| $\$ 17.50$ | Tangible Book Value less AFS impact (Consolidated) |
| $\$ 17.71$ | Tangible Book Value (Consolidated) |
| 13.55 | Price Earnings Ratio (Consolidated) |
| 1.52 | Book Value Multiple (Consolidated) |
| 28.85 | Market Value |
| $6,267,660$ | Period End Shares |
| $180,821,991$ | Market Capitalization |


| Sep 2016 | Sep 2015 |
| :---: | :---: |
| \$11,650,385 | \$10,468,298 |
| \$11,358,422 | \$10,284,571 |
| \$1.82 | \$1.63 |
| 11.6\% |  |
| \$2,672,958 | \$2,391,906 |
| 24\% | 23\% |
| 1.98\% | 2.16\% |
| \$20.39 | \$18.59 |
| \$18.75 | \$17.14 |
| \$19.11 | \$17.32 |
| 13.06 | 11.04 |
| 1.49 | 1.29 |
| \$30.30 | \$24.05 |
| 6,202,356 | 6,293,628 |
| 187,931,387 | 151,361,753 |


|  | Performance Ratios (1) |
| ---: | :--- |
| $3.32 \%$ | Net Interest Margin (ytd) |
| $17.17 \%$ | Fee Income to Total Revenue |
| $49.92 \%$ | Efficiency Ratio |
| $1.14 \%$ | ROA (Consolidated) [1.15\%] |
| $11.65 \%$ | ROE |
| 161.480 | FTE - period end |
| 158.558 | Avg. number of FTE |
| 84,483 | Earnings per Avg. Employee |
| $7,417,782$ | Avg Assets per Avg. Employee [7,510,000] |


| Balance Sheet Ratios |  |  |
| ---: | ---: | ---: |
| $86 \%$ Loans to Deposits | $95 \%$ | $94 \%$ |
| $11 \%$ Investments to Total Assets | $11 \%$ | $12 \%$ |
| $142 \%$ Avg Earnings to Avg Bearing Liabilities | $144 \%$ | $140 \%$ |
| $4 \%$ Repos to Total Deposits plus repos | $3 \%$ | $2 \%$ |
| $4 \%$ Wholesale funding to total Liabilities | $11 \%$ | $8 \%$ |
| $39 \%$ Wholesale funding to Risk Based Capital | $107 \%$ | $79 \%$ |
| $45 \%$ Total Liquidity (Greater than 15\%) | $56 \%$ | $45 \%$ |
| $4.02 \%$ Dependency Liquidity (Less than 30\%) | $1.00 \%$ | $4.02 \%$ |

## * 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 | $-0.06 \%$ | $0.05 \%$ |
| $0.14 \%$ Nonaccrual loans to total loans | $0.06 \%$ | $0.16 \%$ |
| $0.06 \%$ Loans past due 30 days to total loans | $0.06 \%$ | $0.17 \%$ |
| $0.43 \%$ Non-performing assets to total assets [1.70\%] | $0.22 \%$ | $0.44 \%$ |
| $16.38 \%$ Total classified assets to risk based capital | $18.50 \%$ | $15.34 \%$ |
| $3.93 \%$ Criticized Assets to Total risk based capital | $11.73 \%$ | $4.01 \%$ |
| $1,348,682$ Nonaccrual loans | 581,404 | $1,446,470$ |
| 272,649 | Loans 90 days past due | 387,914 |


| Dec 2015 <br> Actual YTD |  | Sep 2016 <br> Actual YTD | Sep 2015 <br> Actual YTD |
| :---: | :---: | :---: | :---: |
| \$1,007,500 | Provision for loan losses | \$320,000 | \$730,000 |
| 338,388 | Gross charge-offs | 178,614 | 312,503 |
| $(84,089)$ | Recoveries | $(619,927)$ | $(69,850)$ |
| \$254,299 | Net Charge-offs | $(\$ 441,314)$ | \$242,653 |
| \$753,201 | Provision less charge-offs | \$761,314 | \$487,347 |
|  | Capital Ratios: (Bank) |  |  |
| 11.47\% | Total risk-based capital ratio (Well cap limit = 10\%) | 11.19\% | 11.80\% |
| 10.52\% | Tier 1 risk-based capital ratio (Well cap limit = 6\%) | 10.23\% | 10.82\% |
| 9.08\% | Leverage ratio (Well cap limit $=5 \%$ ) | 8.76\% | 9.30\% |
| \$117,659,000 | Risk Based Capital | \$123,808,000 | \$115,045,000 |
| 9.02\% | Tangible Equity Ratio | 8.71\% | 9.13\% |
|  | Selected Financial Condition (EOP) |  |  |
| \$57,573,826 | Fed Funds Sold | \$73,953,222 | \$54,475,611 |
| \$137,012,451 | Total Securities | \$157,086,235 | \$138,818,677 |
| \$957,005,198 | Total Loans | \$1,026,929,818 | \$930,564,651 |
| \$10,011,064 | Allowance for loan losses | \$10,772,377 | \$9,745,210 |
| \$1,237,674,744 | Total Assets | \$1,368,595,559 | \$1,201,356,673 |
| \$1,176,151,229 | Average Assets | \$1,312,995,996 | \$1,154,972,063 |
| \$1,062,567,566 | Core Deposits | \$1,080,799,854 | \$986,890,937 |
| \$0 | Brokered Deposits (includes CDARS one-way buys) | \$0 | \$0 |
| \$5,603,480 | CDARS Core Deposits | \$6,312,873 | \$5,599,397 |
| \$0 | FHLB Advances | \$100,000,000 | \$70,000,000 |
| \$45,617,414 | Repos | \$32,027,837 | \$20,884,198 |
| \$45,617,414 | Total Wholesale Funding | \$132,027,837 | \$90,884,198 |
| \$0 | Fed Funds Purchased | \$0 | \$0 |
| \$118,928,001 | Total Equity | \$126,484,593 | \$116,990,927 |

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

|  | Condensed Income Statement |  |  |
| :---: | :---: | :---: | :---: |
| 149,593 | Short-term investment income | 406,588 | 91,882 |
| 2,881,439 | Investment securities income | 1,809,931 | 2,176,700 |
| 38,030,865 | Loan income | 31,105,520 | 28,209,416 |
| \$41,061,896 | Total Interest Income | \$33,322,039 | \$30,477,999 |
| 4,931,511 | Deposit interest expense | 4,150,223 | 3,661,216 |
| 72,268 | Repo interest expense | 45,076 | 55,570 |
| 59,225 | Other borrowings interest expense | 269,975 | 31,974 |
| \$5,063,004 | Total Interest Expense | \$4,465,275 | \$3,748,760 |
| 35,998,893 | Net interest income | 28,856,765 | 26,729,926 |
| 1,007,500 | Provision for loan losses | 320,000 | 730,000 |
| \$34,991,393 | Net interest income after provision for loan loss | \$28,536,765 | \$25,999,926 |
| 7,462,923 | Noninterest income | 7,008,782 | 5,873,072 |
| 22,304,283 | Noninterest expense | 18,410,908 | 16,370,335 |
| \$20,150,033 | Net Income before Taxes | \$17,134,638 | \$15,501,976 |
| \$6,754,648 | Taxes | \$5,776,216 | \$5,217,405 |
| \$13,395,385 | NET INCOME | \$11,358,422 | \$10,284,571 |

* Key Performance Indicators for Full Year

