FineMark
National bank \& Trust

Dear Shareholder:
The second quarter, ending June 30, 2016, was characterized by sustained market volatility, lower interest rates and a surprising Brexit vote in the UK. Despite this challenging environment, financial results for the quarter continue to be positive and demonstrate our ongoing commitment to existing clients and our ability to develop new relationships. FineMark experienced year-overyear growth in loans, deposits and assets under management and administration. Credit quality and capital levels also remain strong. Below is a summary of the results.

## Second Quarter Financial Highlights

FineMark's assets totaled $\$ 1.3$ billion as of June 30, 2016, compared to $\$ 966$ million at June 30, 2015. Pre-tax income reached $\$ 3$ million for the quarter, compared to $\$ 2.8$ million for the same period last year. While quarter-over-quarter pre-tax earnings did not increase substantially, second quarter of 2015 included $\$ 675,000$ in non-recurring estate settlement fees.

## Please refer to attached abbreviated financial statement.

## Net Interest Income

Net interest income totaled $\$ 8.6$ million for the quarter, 25 percent higher than the $\$ 6.9$ million for the second quarter 2015. Net loans increased 24 percent to $\$ 872$ million up from $\$ 703$ million at June 30, 2015, far exceeding the national loan growth average of 12 percent. The bank's loan portfolio continues to be centered in the residential real estate sector, comprising 63 percent of the total portfolio. While these types of loans generate lower yields, the risk related to residential loans is significantly lower than most other types of loans.

Deposits grew to $\$ 980$ million as of June 30, 2016 compared to $\$ 788$ million as of June 30, 2015. The bank continues to build new relationships and build deposits as a result of our reputation for delivering exceptional client service. Deposit growth continues to be sufficient to fund the bank's strong loan growth.

Net interest margin decreased to 2.95 percent from 3.02 percent a year ago as interest rates have declined. Quarter-over-quarter, the net interest margin was negatively affected by the prepayment of a number of loans. Several construction projects were completed, the properties sold and the loans repaid. Margin compression was also the result of both higher yielding loans and securities being replaced by lower yielding assets as the yield curve has flattened.

Noninterest Income
Noninterest income generated from asset management and trust fees decreased 9 percent to $\$ 2.9$ million in the second quarter 2016 , compared to $\$ 3.1$ million in the second quarter
2015. Recurring fee revenue grew steadily by 8 percent to $\$ 2.7$ million from $\$ 2.5$ million in the second quarter last year, representing new assets from both existing and new clients. However, as previously mentioned, non-recurring fees declined quarter-over-quarter. Over time, nonrecurring revenue is expected to be more consistent year-over-year.

Investment and trust assets under administration grew to $\$ 2.1$ billion as of June 30, 2016 up from $\$ 1.8$ billion at the same time last year. Approximately 60 percent of this growth resulted from new relationships with the balance from expanding existing relationships.

## Noninterest Expense

Second quarter noninterest expense was $\$ 8.5$ million, 19 percent higher than the $\$ 7.1$ million last year. The increase continues to be driven by the addition of new associates to support the growth of the bank. From June $30^{\text {th }}, 2015$ to June $30^{\text {th }} 2016$, FineMark hired 27 new associates for existing offices and the bank's newest office in Charleston, South Carolina.

## Credit Quality

The bank's overall credit quality continues to remain strong with low levels of classified loans relative to capital and total assets. Classified loans total $\$ 8.6$ million, which represents 7 percent of total capital and reserves. This figure remains favorable when compared to an industry average of 24.91 percent, however, it is higher than recent years. In the second quarter, the bank reclassified one loan to special mention. Management believes there is a low likelihood of any principal loss related to this loan. We remain fully committed to high credit standards and credit quality remains exceptional.

The allowance for loan loss balance was $\$ 10$ million or 1.15 percent of the total loans outstanding as of June 30, 2016. $\$ 2.3$ million was added year-over-year due to continued loan growth. Management continues to believe this level of reserve is sufficient to support the risk associated within the bank's loan portfolio.

## Capital

The bank's Tier 1 Capital ratio was 9.41 percent as of June 30, 2016 compared with 8.09 percent for second quarter 2015. When including capital held at the Holding Company, the consolidated Tier 1 Capital ratio is 10.26 percent. All capital ratios continue to be in excess of "wellcapitalized" regulatory requirements.

## Second Quarter 2016 Business Highlights

## FineMark Hires Chief Investment Officer

In June, FineMark hired Chris Battifarano as Executive Vice President and Chief Investment Officer. Chris is responsible for the investment process and philosophy at the bank, while leading the company's strategic and tactical investment recommendations. Chris is based in FineMark's Palm Beach office.

## FineMark secures office space in Charleston

FineMark's newest team in Charleston, South Carolina moved into office space located on Daniel Island, a premier island community located within the city of Charleston. Six associates, led by Michael Drohan, will work in the nearly 5,000 square foot office.

## Five Star Rating

During the second quarter, the bank was awarded its 21st consecutive 5-Star Superior Rating from Bauer Financial, the nation's leading independent bank rating and research firm.

As we look to the second quarter, the bank continues to invest in people and technology to support our growth. We thank you for your ongoing support and commitment to FineMark. Your contribution is an integral part of the bank's success.

(Dollars in Thousands, Except per Share Data) (Unaudited)

Consolidated Statement of Condition

|  | June 30, |  |
| :---: | :---: | :---: |
|  | 2016 | 2015 |
| Assets |  |  |
| Total Cash and Cash Equivalents | 19,046 | 10,542 |
| Total Investments | 326,700 | 217,420 |
| Loans, Net of Allowance for Loan Losses | 871,790 | 702,871 |
| Premises and Equipment, Net | 12,553 | 12,563 |
| Other Assets | 33,222 | 22,324 |
| Total Assets | \$1,263,311 | \$965,720 |
| Liabilities \& Shareholder's Equity |  |  |
| Liabilities: |  |  |
| Total Deposits | 979,635 | 787,752 |
| Other Borrowings | 9,954 | 7,288 |
| Federal Home Loan Bank Advances | 133,682 | 85,927 |
| Other Liabilities | 12,545 | 6,100 |
| Total Liabilities | \$1,135,816 | \$887,067 |
| Shareholder's Equity: |  |  |
| Preferred Stock | 0 | 5,665 |
| Common Shareholder's Equity | 127,495 | 72,988 |
| Total Liabilities \& Shareholder's Equity | \$1,263,311 | \$965,720 |
| Book Value per Common Share | 15.51 | 12.70 |
| Number of Common Shares Outstanding | 8,220,796 | 5,744,688 |

Consolidated Statement of Income


