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People's Utah Bancorp
Form 10-Q
August 11, 2016

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2016

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission file number 001-37416

PEOPLE'S UTAH BANCORP

(Exact name of registrant as specified in its charter)

UTAH (State or other jurisdiction of incorporation or organization)	87-0622021 (IRS Employer Identification No.)
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1 East Main Street, American Fork, Utah (Address of principal executive offices)	84003 (Zip Code)
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(801) 642-3998

Registrant's telephone number, including area code

Not Applicable

(Former name, former address, and former fiscal year, if changed since last report)

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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. x Yes No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted 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 and post such files). x Yes No o

Indicate by checkmark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of “large accelerated filer”, “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer o

Accelerated filer o

Non-accelerated filer x (Do not check if a smaller reporting company) Smaller reporting company o

Indicate by checkmark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

o Yes No x

The number of shares of Registrant’s common stock outstanding on July 31, 2016 was 17,756,784. No preferred shares are issued or outstanding.

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PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

UNAUDITED CONSOLIDATED BALANCE SHEETS

(Dollars in thousands, except share data)	June 30, 2016	December 31, 2015
ASSETS		
Cash and due from banks	\$21,092	\$19,745
Interest bearing deposits	59,535	20,428
Federal funds sold	5,899	2,176
Total cash and cash equivalents	86,526	42,349
Investment securities:		
Available-for-sale, at fair value	280,705	332,736
Held-to-maturity, at historical cost	61,437	65,882
Total investment securities	342,142	398,618
Non-marketable equity securities	1,827	2,244
Loans held for sale	11,915	17,947
Loans:		
Loans held for investment	1,095,828	1,047,975
Less allowance for loan losses	(16,152)	(15,557)
Total loans held for investment, net	1,079,676	1,032,418
Premises and equipment, net	22,120	22,104
Accrued interest receivable	5,586	5,767
Deferred income tax assets	7,495	8,606
Other real estate owned	644	568
Bank-owned life insurance	19,448	19,170
Other assets	5,637	6,191
Total assets	\$1,583,016	\$1,555,982
LIABILITIES AND SHAREHOLDERS' EQUITY		
Deposits:		
Non-interest bearing deposits	\$429,995	\$408,508
Interest bearing deposits	916,368	900,677
Total deposits	1,346,363	1,309,185
Short-term borrowings	2,855	27,204
Accrued interest payable	303	314
Other liabilities	13,048	9,871
Total liabilities	1,362,569	1,346,574
Commitments and contingencies		
Shareholders' equity:		
Preferred shares, \$0.01 par value: 3,000,000 shares authorized, no shares issued	—	—
Common shares, \$0.01 par value: 30,000,000 shares authorized; 17,752,820	178	176

and 17,567,154 shares issued and outstanding as of June 30, 2016

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and December 31, 2015, respectively		
Additional paid-in capital	68,236	67,338
Retained earnings	150,568	142,223
Accumulated other comprehensive income (loss)	1,465	(329)
Total shareholders' equity	220,447	209,408
Total liabilities and shareholders' equity	\$1,583,016	\$1,555,982

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

UNAUDITED CONSOLIDATED STATEMENTS OF INCOME

(Dollars in thousands, except share and per share data)	Three Months Ended		Six Months Ended	
	June 30, 2016	2015	June 30, 2016	2015
Interest income				
Interest and fees on loans	\$16,420	\$14,346	\$32,271	\$28,155
Interest and dividends on investments	1,489	1,297	3,092	2,747
Total interest income	17,909	15,643	35,363	30,902
Interest expense	698	740	1,452	1,500
Net interest income	17,211	14,903	33,911	29,402
Provision for loan losses	225	450	425	600
Net interest income after provision for loan losses	16,986	14,453	33,486	28,802
Non-interest income				
Service charges on deposit accounts	531	614	1,044	1,257
Card processing	1,136	1,066	2,167	2,068
Mortgage banking	2,277	2,025	4,025	3,797
Other operating	454	438	925	1,165
Total non-interest income	4,398	4,143	8,161	8,287
Non-interest expense				
Salaries and employee benefits	7,959	7,308	15,843	14,502
Occupancy, equipment and depreciation	1,076	955	2,064	1,945
Data processing	740	764	1,447	1,379
FDIC premiums	188	191	383	378
Card processing	549	534	1,139	1,004
Other real estate owned	5	40	37	57
Marketing and advertising	290	204	459	377
Other	1,593	1,487	3,163	3,060
Total non-interest expense	12,400	11,483	24,535	22,702
Income before income tax expense	8,984	7,113	17,112	14,387
Income tax expense	3,407	2,449	6,292	4,925
Net income	\$5,577	\$4,664	\$10,820	\$9,462
Earnings per common share:				
Basic	\$0.31	\$0.31	\$0.61	\$0.63
Diluted	\$0.31	\$0.30	\$0.60	\$0.61
Weighted average common shares outstanding:				
Basic	17,738,182	15,197,106	17,685,235	14,984,885
Diluted	18,173,034	15,684,499	18,148,713	15,493,816

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

UNAUDITED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(in thousands)	Three Months		Six Months	
	Ended June 30, 2016	2015	Ended June 30, 2016	2015
Net income	\$5,577	\$4,664	\$10,820	\$9,462
Other comprehensive income				
Unrealized holding gains (losses) on securities available for sale	675	(1,331)	2,904	38
Tax effect	(258)	502	(1,110)	(16)
Unrealized holding gains (losses) on securities available for sale, net of tax	417	(829)	1,794	22
Total comprehensive income	\$5,994	\$3,835	\$12,614	\$9,484

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

UNAUDITED CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

Six Months Ended June 30, 2016 and 2015

(Dollars in thousands, except share data)	Common Shares	Amount	Additional Paid-in Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Total
Balance as of January 1, 2015	14,758,121	\$ 148	\$ 31,137	\$ 125,595	\$ 779	\$ 157,659
Comprehensive income	—	—	—	9,462	22	9,484
Cash dividends declared (\$0.06 per share)	—	—	—	(887)	—	(887)
Share-based compensation	—	—	218	—	—	218
Issuance of common shares	2,657,000	27	34,870	—	—	34,897
Exercise of stock options	36,980	—	200	—	—	200
Balance as of June 30, 2015	17,452,101	\$ 175	\$ 66,425	\$ 134,170	\$ 801	\$ 201,571
Balance as of January 1, 2016	17,567,154	\$ 176	\$ 67,338	\$ 142,223	\$ (329)	\$ 209,408
Comprehensive income	—	—	—	10,820	1,794	12,614
Cash dividends declared (\$0.14 per share)	—	—	—	(2,475)	—	(2,475)
Share-based compensation	—	—	252	—	—	252
Exercise of stock options	185,666	2	646	—	—	648
Balance as of June 30, 2016	17,752,820	\$ 178	\$ 68,236	\$ 150,568	\$ 1,465	\$ 220,447

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands)	Six Months Ended June 30,	
	2016	2015
Cash flows from operating activities:		
Net income	\$10,820	\$9,462
Adjustments to reconcile net income to net cash provided by operating activities:		
Provision for loan losses	425	600
Depreciation and amortization	1,290	1,250
Net (gain) loss on sales of other real estate owned	28	(160)
Deferred income taxes	—	(533)
Net amortization of securities discounts and premiums	1,512	1,536
Other	250	701
Gain on sale of loans held for sale	(3,033)	(2,792)
Originations of loans held for sale	(123,895)	(117,106)
Proceeds from sale of loans held for sale	132,960	122,848
Net changes in:		
Accrued interest receivable	181	(2,300)
Other assets	276	(85)
Accrued interest payable	(11)	(29)
Other liabilities	3,177	3,522
Net cash provided by operating activities	23,980	16,914
Cash flows from investing activities:		
Net change in loans held for investment	(47,920)	(51,061)
Purchase of available-for-sale securities	(12,997)	(39,233)
Purchase of held-to-maturity securities	—	(9,960)
Proceeds from maturities/sales of available-for-sale securities	66,721	57,105
Proceeds from maturities of held-to-maturity securities	4,143	7,231
Purchase of premises and equipment	(1,302)	(2,375)
Proceeds from sale of other real estate owned, net of improvements	133	1,218
Purchase of non-marketable equity securities	(2,663)	—
Proceeds from sale of non-marketable equity securities	3,080	984
Net cash provided by (used in) investing activities	9,195	(36,091)
Cash flows from financing activities:		
Net increase in non-interest bearing deposits	21,487	60,896
Net increase in interest bearing deposits	15,691	14,661
Issuance of common shares	—	34,897
Proceeds related to exercise of stock options	648	200
Net change in short-term borrowings	(24,349)	838
Cash dividends paid	(2,475)	(2,953)
Net cash provided by financing activities	11,002	108,539
Net change in cash and cash equivalents	44,177	89,362
Cash and cash equivalents, beginning of period	42,349	47,702
Cash and cash equivalents, end of period	\$86,526	\$137,064

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Supplemental disclosures of cash flow information:

Cash paid for interest	\$1,285	\$1,380
Income taxes paid	5,610	\$5,370

Supplemental disclosures of non-cash transactions:

Reclassifications from loans to other real estate owned	\$237	7
Unrealized gains on securities available for sale	\$2,904	\$37

See accompanying notes to the unaudited consolidated financial statements.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

Note 1 — Basis of Presentation

People's Utah Bancorp, Inc. ("PUB" or the "Company") is a Utah corporation headquartered in American Fork, Utah. The Company's subsidiary is People's Intermountain Bank ("PIB" or the "Bank"), which includes two banking divisions doing business as ("dba") Bank of American Fork ("BAF") and Lewiston State Bank ("LSB") and an equipment leasing division dba GrowthFunding Equipment Finance. BAF and LSB have over 100 years of history and will continue to do business as registered names of PIB.

The interim consolidated financial statements include the accounts of the Company together with its subsidiary Bank. All intercompany transactions and balances have been eliminated.

The accompanying unaudited interim consolidated financial statements have been prepared in accordance with U.S. generally accepted accounting principles ("GAAP") for interim financial information. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial information. In the opinion of management, the interim statements reflect all adjustments necessary for a fair presentation of the financial position, results of operations and cash flows of the Company on a consolidated basis and all such adjustments are of a normal recurring nature. These financial statements and the accompanying notes should be read in conjunction with the Company's audited financial statements for the year ended December 31, 2015 which are included in the Company's 2015 Form 10-K. Operating results for the six months ended June 30, 2016 are not necessarily indicative of the results that may be expected for the year ending December 31, 2016 or any other period.

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change in the near term relate to the determination of the allowance for loan losses, the valuation of real estate acquired through foreclosure, deferred tax assets, and share-based compensation.

Earnings per share — Basic earnings per common share represents income available to common shareholders divided by the weighted-average number of common shares outstanding during the period. Diluted earnings per share reflect additional common shares that would have been outstanding if dilutive potential common shares had been issued. Potential common shares includes shares that may be issued by the Company for outstanding stock options determined using the treasury stock method and for all outstanding restricted stock units ("RSU").

Earnings per common share have been computed based on the following:

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(in thousands, except share and per share data)	Three Months Ended		Six Months Ended	
	June 30, 2016	2015	June 30, 2016	2015
Numerator				
Net income	\$5,577	\$4,664	\$10,820	\$9,462
Denominator				
Weighted-average number of common shares outstanding	17,738,182	15,197,106	17,685,235	14,984,885
Incremental shares assumed for stock options and RSUs	434,852	487,393	463,478	508,931
Weighted-average number of dilutive shares outstanding	18,173,034	15,684,499	18,148,713	15,493,816
Basic earnings per common share	\$0.31	\$0.31	\$0.61	\$0.63
Diluted earnings per common share	\$0.31	\$0.30	\$0.60	\$0.61

Reclassifications — Certain amounts in the prior period's financial statements have been reclassified to conform to the current period's presentation.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 1 — Basis of Presentation – Continued

Impact of Recent Authoritative Accounting Guidance — The Financial Accounting Standard Board issued Accounting Standards Codification (“ASC”) 2016-13, Measurement of Credit Losses on Financial Instruments. The standard significantly changes how entities will measure credit losses for most financial assets and certain other instruments that are not measured at fair value through net income. The standard replaces today’s “incurred loss” approach with an “expected loss” model for instruments such as loans and held-to-maturity securities that are measured at amortized cost. The standard requires credit losses relating to available-for-sale debt securities to be recorded through an allowance for credit losses rather than a reduction of the carrying amount. It also changes the accounting for purchased credit-impaired debt securities and loans. The standard retains many of the current disclosure requirements in current GAAP and expands certain disclosure requirements. While we expect this standard will have a material impact on the Company’s financial statements, we are still in the process of conducting our evaluation. The standard will become effective for the Company in the first quarter of 2020.

Note 2 — Investment Securities

Amortized cost and approximate fair values of investment securities available for sale are summarized as follows:

(in thousands)	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses		Fair Value
			Less Than 12 Months	12 or Longer Months	
As of June 30, 2016					
U.S. Government-sponsored securities	\$ 79,713	\$ 188	\$(6)	\$ —	\$ 79,895
Municipal securities	30,384	844	-	—	31,228
Mortgage-backed securities	10,000	-	(251)	(91)	9,658
Corporate securities	158,236	2,089	(59)	(342)	159,924
	\$ 278,333	\$ 3,121	\$(316)	\$(433)	\$ 280,705
As of December 31, 2015					
U.S. Government-sponsored securities	\$ 104,591	\$ 11	\$(612)	\$ -	\$ 103,990
Municipal securities	36,820	926	(7)	(9)	37,730

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Mortgage-backed securities	181,857	940	(724)	(687)	181,386
Corporate securities	10,000	-	(253)	(117)	9,630
	\$ 333,268	\$ 1,877	\$(1,596)	\$(813)	\$ 332,736

Carrying amounts and estimated fair values of securities held-to-maturity are as follows:

(in thousands)	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses Less 12 Than Months 12 or Months Longer	Fair Value
As of June 30, 2016				
Municipal securities	\$ 59,205	\$ 623	\$(9) \$ (5)	\$59,814
Certificates of deposit	2,232	4	— —	2,236
	\$ 61,437	\$ 627	\$(9) \$ (5)	\$62,050
As of December 31, 2015				
Municipal securities	\$ 63,650	\$ 238	\$(74) \$ (2)	\$63,812
Certificates of deposit	2,232	5	- —	2,237
	\$ 65,882	\$ 243	\$(74) \$ (2)	\$66,049

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

The amortized cost and estimated fair values of investment securities that are available-for-sale and held-to-maturity at June 30, 2016, by contractual maturity, are as follows:

(in thousands)	Available-for-sale		Held-to-maturity	
	Amortized Cost	Fair Value	Amortized Cost	Fair Value
Securities maturing in:				
One year or less	\$16,591	\$16,680	\$10,513	\$10,528
After one year through five years	92,971	93,642	39,643	40,003
After five years through ten years	58,193	58,756	11,281	11,519
After ten years	110,578	111,627	—	—
	\$278,333	\$280,705	\$61,437	\$62,050

Expected maturities may differ from contractual maturities because issuers may have the right to call obligations with or without penalties.

As of June 30, 2016 and December 31, 2015, the Company held 80 and 234 investment securities, respectively, with fair values less than amortized cost. Management evaluated these investment securities and determined that the decline in value is temporary and related to the change in market interest rates since purchase. The decline in value is not related to any company or industry specific event. The Company anticipates full recovery of the amortized cost with respect to these securities at maturity, or sooner in the event of a more favorable market interest rate environment.

Note 3 — Loans and Allowance for Loan Losses

Loans are summarized as follows:

(in thousands)	June 30, 2016	December 31, 2015
Loans held for investment:		
Commercial real estate loans:		
Real estate term	\$592,253	\$577,804
Construction and land development	212,937	179,664
Total commercial real estate loans	805,190	757,468
Commercial and industrial loans	208,563	208,277

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Consumer loans:		
Residential and home equity	71,768	71,169
Consumer and other	14,617	14,945
Total consumer loans	86,385	86,114
Total gross loans	1,100,138	1,051,859
Less:		
Net deferred loan fees	(4,310)	(3,884)
Total loans held for investment	1,095,828	1,047,975
Less: allowance for loan losses	(16,152)	(15,557)
Total loans held for investment, net	\$1,079,676	\$1,032,418

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 3 — Loans and Allowance for Loan Losses – Continued

Changes in the allowance for loan losses (“ALLL”) are as follows:

(in thousands)	Three Months Ended June 30, 2016					
	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Balance at beginning of period	\$6,692	\$ 4,344	\$ 3,921	\$ 595	\$ 171	\$15,723
Additions: Provisions for loan losses	172	351	(224)	(44)	(30)	225
Deductions:						
Gross loan charge-offs	—	—	—	—	(56)	(56)
Recoveries	5	30	71	77	77	260
Net loan charge-offs	5	30	71	77	21	204
Balance at end of period	\$6,869	\$ 4,725	\$ 3,768	\$ 628	\$ 162	\$16,152

(in thousands)	Three Months Ended June 30, 2015					
	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Balance at beginning of period	\$5,564	\$ 4,125	\$ 4,682	\$ 670	\$ 256	\$15,297
Additions: Provisions for loan losses	(443)	(61)	986	(20)	(12)	450
Deductions:						
Gross loan charge-offs	(1)	(245)	(19)	—	(28)	(293)
Recoveries	64	33	45	42	17	201
Net loan charge-offs	63	(212)	26	42	(11)	(92)
Balance at end of period	\$5,184	\$ 3,852	\$ 5,694	\$ 692	\$ 233	\$15,655

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(in thousands)	Six Months Ended June 30, 2016					
	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Balance at beginning of period	\$6,783	\$ 3,984	\$ 3,941	\$ 603	\$ 246	\$15,557
Additions: Provisions for loan losses	77	695	(209)	(56)	(82)	425
Deductions:						
Gross loan charge-offs	—	—	(72)	—	(120)	(192)
Recoveries	9	46	108	81	118	362
Net loan charge-offs	9	46	36	81	(2)	170
Balance at end of period	\$6,869	\$ 4,725	\$ 3,768	\$ 628	\$ 162	\$16,152

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 3 — Loans and Allowance for Loan Losses – Continued

(in thousands)	Six Months Ended June 30, 2015					
	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Balance at beginning of period	\$5,181	\$ 4,425	\$ 4,608	\$ 671	\$ 266	\$15,151
Additions: Provisions for loan losses	(65)	(364)	1,004	(26)	51	600
Deductions:						
Gross loan charge-offs	(1)	(245)	(34)	—	(121)	(401)
Recoveries	69	36	116	47	37	305
Net loan charge-offs	68	(209)	82	47	(84)	(96)
Balance at end of period	\$5,184	\$ 3,852	\$ 5,694	\$ 692	\$ 233	\$15,655

Non-accrual loans are summarized as follows:

(in thousands)	June 30, 2016	December 31, 2015
Non-accrual loans, not troubled debt restructured:		
Real estate term	\$2,134	\$ 2,961
Construction and land development	364	56
Commercial and industrial	838	1,176
Residential and home equity	448	631
Consumer and other	7	88
Total non-accrual loans, not troubled debt restructured	3,791	4,912
Troubled debt restructured loans, non-accrual:		
Real estate term	849	1,153
Construction and land development	709	1,329
Commercial and industrial	19	21
Residential and home equity	—	—
Consumer and other	—	—
Total troubled debt restructured loans, non-accrual	1,577	2,503
Total non-accrual loans	\$5,368	\$ 7,415

Troubled debt restructured loans are summarized as follows:

	June	December
(in thousands)	30,	31,
	2016	2015
Accruing troubled debt restructured loans	\$6,127	\$ 7,049
Non-accrual troubled debt restructured loans	1,577	2,503
Total troubled debt restructured loans	\$7,704	\$ 9,552

A restructured loan is considered a troubled debt restructured loan (“TDR”), if the Company, for economic or legal reasons related to the debtor’s financial difficulties, grants a concession in terms or a below-market interest rate to the debtor that it would not otherwise consider. Each TDR loan is separately negotiated with the borrower and includes terms and conditions that reflect the borrower’s prospective ability to service the debt as modified.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 3 — Loans and Allowance for Loan Losses – Continued

Current and past due loans held for investment (accruing and non-accruing) are summarized as follows:

(in thousands)	June 30, 2016					Total Past Due	Total Loans
	Current	30-89 Days Past Due	90+ Days Past Due	Non-accrual			
Commercial real estate:							
Real estate term	\$588,384	\$886	\$ —	\$ 2,983	\$3,869	\$592,253	
Construction and land development	211,425	439	—	1,073	1,512	212,937	
Total commercial real estate	799,809	1,325	—	4,056	5,381	805,190	
Commercial and industrial	207,144	562	—	857	1,419	208,563	
Consumer:							
Residential and home equity	71,185	135	—	448	583	71,768	
Consumer and other	14,335	260	15	7	282	14,617	
Total consumer	85,520	395	15	455	865	86,385	
Total gross loans	\$1,092,473	\$2,282	\$ 15	\$ 5,368	\$7,665	\$1,100,138	
(in thousands)	December 31, 2015					Total Past Due	Total Loans
	Current	30-89 Days Past Due	90+ Days Past Due	Non-accrual			
Commercial real estate:							
Real estate term	\$567,886	\$5,804	\$ —	\$ 4,114	\$9,918	\$577,804	
Construction and land development	170,495	7,784	—	1,385	9,169	179,664	
Total commercial real estate	738,381	13,588	—	5,499	19,087	757,468	
Commercial and industrial	205,765	1,315	—	1,197	2,512	208,277	
Consumer:							
Residential and home equity	69,950	588	—	631	1,219	71,169	
Consumer and other	14,596	258	3	88	349	14,945	
Total consumer	84,546	846	3	719	1,568	86,114	
Total gross loans	\$1,028,692	\$15,749	\$ 3	\$ 7,415	\$23,167	\$1,051,859	

Credit Quality Indicators:

In addition to past due and non-accrual criteria, the Company also analyzes loans using a loan grading system. Performance-based grading follows the Company's definitions of Pass, Special Mention, Substandard and Doubtful, which are consistent with published definitions of regulatory risk classifications.

Definitions of Pass, Special Mention, Substandard and Doubtful are summarized as follows:

Pass: A Pass asset is higher quality and does not fit any of the other categories described below. The likelihood of loss is considered remote.

Special Mention: A Special Mention asset has potential weaknesses that may be temporary or, if left uncorrected, may result in a loss. While concerns exist, the Company is currently protected and loss is considered unlikely and not imminent.

Substandard: A Substandard asset is inadequately protected by the current sound net worth and paying capacity of the obligor or of the collateral pledged, if any. Assets so classified have well defined weaknesses and are characterized by the distinct possibility that the Company may sustain some loss if deficiencies are not corrected.

Doubtful: A Doubtful asset has all the weaknesses inherent in a Substandard asset with the added characteristics that the weaknesses make collection or liquidation in full highly questionable.

For Consumer loans, the Company generally assigns internal risk grades similar to those described above based on payment performance.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 3 — Loans and Allowance for Loan Losses – Continued

Outstanding loan balances (accruing and non-accruing) categorized by these credit quality indicators are summarized as follows:

(in thousands)	June 30, 2016			Total Loans	Total Allowance
	Pass	Special Mention	Substandard and Doubtful		
Commercial real estate:					
Real estate term	\$568,323	\$15,842	\$ 8,088	\$592,253	\$ 6,869
Construction and land development	206,947	2,617	3,373	212,937	4,725
Total commercial real estate	775,270	18,459	11,461	805,190	11,594
Commercial and industrial	200,441	986	7,136	208,563	3,768
Consumer loans:					
Residential and home equity	67,771	2,045	1,952	71,768	628
Consumer and other	14,506	13	98	14,617	162
Total consumer	82,277	2,058	2,050	86,385	790
Total	\$1,057,988	\$21,503	\$ 20,647	\$1,100,138	\$ 16,152

(in thousands)	December 31, 2015			Total Loans	Total Allowance
	Pass	Special Mention	Substandard and Doubtful		
Commercial real estate:					
Real estate term	\$551,001	\$16,326	\$ 10,477	\$577,804	\$ 6,783
Construction and land development	172,368	2,934	4,362	179,664	3,984
Total commercial real estate	723,369	19,260	14,839	757,468	10,767
Commercial and industrial	195,611	5,626	7,040	208,277	3,941
Consumer loans:					
Residential and home equity	67,088	1,666	2,415	71,169	603
Consumer and other	14,816	36	93	14,945	246
Total consumer	81,904	1,702	2,508	86,114	849
Total	\$1,000,884	\$26,588	\$ 24,387	\$1,051,859	\$ 15,557

The ALLL and outstanding loan balances reviewed according to the Company's impairment method are summarized as follows:

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(in thousands)	June 30, 2016					
	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	Total
Allowance for loan losses:						
Individually evaluated for impairment	\$275	\$ 67	\$ 818	\$ 75	\$ -	\$1,235
Collectively evaluated for impairment	6,594	4,658	2,950	553	162	14,917
Total	\$6,869	\$ 4,725	\$ 3,768	\$ 628	\$ 162	\$16,152
Outstanding loan balances:						
Individually evaluated for impairment	\$7,986	\$ 3,509	\$ 7,477	\$ 1,509	\$ 15	\$20,496
Collectively evaluated for impairment	584,267	209,428	201,086	70,259	14,602	1,079,642
Total gross loans	\$592,253	\$ 212,937	\$ 208,563	\$ 71,768	\$ 14,617	\$1,100,138

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 3 — Loans and Allowance for Loan Losses – Continued

(in thousands)	December 31, 2015					Total
	Real Estate Term	Construction and Land Development	Commercial and Industrial	Residential and Home Equity	Consumer and Other	
Allowance for loan losses:						
Individually evaluated for impairment	\$283	\$ 67	\$ 1,078	\$ 79	\$ 15	\$1,522
Collectively evaluated for impairment	6,500	3,917	2,863	524	231	14,035
Total	\$6,783	\$ 3,984	\$ 3,941	\$ 603	\$ 246	\$15,557
Outstanding loan balances:						
Individually evaluated for impairment	\$10,225	\$ 4,219	\$ 7,009	\$ 2,451	\$ 15	\$23,919
Collectively evaluated for impairment	567,579	175,445	201,268	68,718	14,930	1,027,940
Total gross loans	\$577,804	\$ 179,664	\$ 208,277	\$ 71,169	\$ 14,945	\$1,051,859

Information on impaired loans is summarized as follows:

(in thousands)	June 30, 2016				
	Unpaid Principal Balance	Recorded Investment With No Allowance	Recorded Investment With Allowance	Total Recorded Investment	Related Allowance
Commercial real estate:					
Real estate term	\$8,164	\$5,084	\$ 2,902	\$ 7,986	\$ 275
Construction and land development	5,353	3,298	211	3,509	67
Total commercial real estate	13,517	8,382	3,113	11,495	342
Commercial and industrial	7,890	3,825	3,652	7,477	818
Consumer loans:					
Residential and home equity	1,573	1,103	406	1,509	75
Consumer and other	15	15	-	15	-
Total consumer	1,588	1,118	406	1,524	75
Total	\$22,995	\$13,325	\$ 7,171	\$ 20,496	\$ 1,235

December 31, 2015
Recorded Investment

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(in thousands)	Unpaid		With Allowance	Total	
	Principal Balance	With No Allowance		Recorded Investment	Related Allowance
Commercial real estate:					
Real estate term	\$10,430	\$7,266	\$ 2,959	\$ 10,225	\$ 283
Construction and land development	6,055	4,007	212	4,219	67
Total commercial real estate	16,485	11,273	3,171	14,444	350
Commercial and industrial	7,562	3,510	3,499	7,009	1,078
Consumer loans:					
Residential and home equity	2,514	2,019	432	2,451	79
Consumer and other	58	15	-	15	15
Total consumer	2,572	2,034	432	2,466	94
Total	\$26,619	\$16,817	\$ 7,102	\$ 23,919	\$ 1,522

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 3 — Loans and Allowance for Loan Losses – Concluded

The interest income recognized on impaired loans was as follows:

(in thousands)	Three Months Ended			
	June 30, 2016		June 30, 2015	
	Average	Interest	Average	Interest
	Recorded	Recognition	Recorded	Recognition
	Investmen	Investmen	Investmen	Investmen
Commercial real estate:				
Real estate term	\$8,416	\$ 74	\$11,616	\$ 109
Construction and land development	3,767	47	5,526	66
Total commercial real estate	12,183	121	17,142	175
Commercial and industrial	7,934	97	4,886	48
Consumer loans:				
Residential and home equity	1,794	12	3,358	40
Consumer and other	15	-	33	-
Total consumer	1,809	12	3,391	40
Total	\$21,926	\$ 230	\$25,419	\$ 263

(in thousands)	Six Months Ended			
	June 30, 2016		June 30, 2015	
	Average	Interest	Average	Interest
	Recorded	Recognition	Recorded	Recognition
	Investmen	Investmen	Investmen	Investmen
Commercial real estate:				
Real estate term	\$9,106	\$ 153	\$12,479	\$ 215
Construction and land development	3,865	102	5,271	146
Total commercial real estate	12,971	255	17,750	361
Commercial and industrial	7,243	185	4,994	92
Consumer loans:				
Residential and home equity	1,980	34	3,362	69
Consumer and other	15	-	32	1
Total consumer	1,995	34	3,394	70

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Total	\$22,209	\$ 474	\$26,138	\$ 523
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Loans and Deposits to affiliates — The Company has entered into loan transactions with certain directors, affiliated companies and executive committee members (“affiliates”). Such transactions were made in the ordinary course of business on substantially the same terms and conditions, including interest rates and collateral, as those prevailing at the same time for comparable transactions with other customers, and did not, in the opinion of management, involve more than normal credit risk or present other unfavorable features. Total outstanding loans with affiliates were approximately \$322,000 and \$48,000 as of June 30, 2016 and December 31, 2015, respectively. Available lines of credit for loans and credit cards to affiliates were approximately \$544,000 as of June 30, 2016. Deposits held by affiliates were \$9.8 million and \$7.9 million as of June 30, 2016 and December 31, 2015, respectively.

Note 4 — Income Taxes

Income tax expense was \$6.3 million and \$4.9 million for the six months ended June 30, 2016 and 2015, respectively. The Company’s effective tax rate was 36.8% and 34.2% for the six months ended June 30, 2016 and 2015, respectively.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 5 — Commitments and Contingencies

Litigation contingencies— The Company is involved in various claims, legal actions and complaints which arise in the ordinary course of business. In the Company's opinion, all such matters are adequately covered by insurance, are without merit or are of such kind, or involve such amounts, that unfavorable disposition would not have a material adverse effect on the financial condition or results of operations of the Company.

Commitments to extend credit — In the normal course of business, the Company has outstanding commitments and contingent liabilities, such as commitments to extend credit and unused credit card lines, which are not included in the accompanying consolidated financial statements. The Company's exposure to credit loss in the event of non-performance by other parties to the financial instruments for commitments to extend credit and unused credit card lines is represented by the contractual or notional amount of those instruments. The Company uses the same credit policies in making such commitments as it does for instruments that are included in the consolidated balance sheets.

Contractual amounts of off-balance sheet financial instruments were as follows:

(in thousands)	June 30, 2016	December 31, 2015
Commitments to extend credit, including unsecured		
commitments of \$13,093 and \$12,869 as of		
June 30, 2016 and December 31, 2015,		
respectively	\$437,558	\$382,928
Stand-by letters of credit and bond commitments,		
including unsecured commitments of \$3,321 and		
\$1,391 as of June 30, 2016 and December 31,		
2015, respectively	35,767	36,333
Unused credit card lines, all unsecured	26,430	25,512

Commitments to extend credit are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. The commitments to extend credit may expire without being drawn upon. Therefore, the total commitment amounts do not necessarily represent future cash requirements. The amount of collateral obtained, if it is deemed necessary by the Company, is based on management's credit evaluation of the customer.

Unused credit card lines are commitments for possible future extensions of credit to existing customers. These lines of credit are uncollateralized and usually do not contain a specified maturity date and may not be drawn upon to the total extent to which the Company is committed.

Note 6 — Regulatory Capital Matters

The consolidated Tier 1 Leverage ratio increased from 13.42% at December 31, 2015 to 14.0% as of June 30, 2016. Federal Reserve Board Regulations require maintenance of certain minimum reserve balances based on certain average deposits which as of June 30, 2016 and December 31, 2015 were \$8.1 million and \$8.7 million, respectively. The Company's Board of Directors may declare a cash or stock dividend out of retained earnings provided the regulatory minimum capital ratios are met. The Company plans to maintain capital ratios that meet the well-capitalized standards per the regulations and, therefore, plans to limit dividends to amounts that are appropriate to maintain those well-capitalized regulatory capital ratios.

Note 7 — Shareholders' Equity

The Board of Directors began declaring quarterly dividends in 2015. Dividends on quarterly earnings are generally declared and paid subsequent to the end of the quarter.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 8 — Incentive Share-Based Plan and Other Employee Benefits

In June 2014, the Board of Directors (“Board”) and shareholders of the Company approved a share-based incentive plan (“the Plan”). The Plan provides for various share-based incentive awards including incentive share-based options, non-qualified share-based options, restricted shares, and stock appreciation rights to be granted to officers, directors and other key employees. The maximum aggregate number of shares that may be issued under the Plan is 800,000 common shares. The share-based awards are granted to participants under the Plan at a price not less than the fair value on the date of grant and for terms of up to ten years. The Plan also allows for granting of share-based awards to directors and consultants who are not employees of the Company.

During the six months ended June 30, 2016, the Company granted options for the purchase of 73,844 common shares, which have a weighted average exercise price of \$15.51 per share and a weighted average fair value as of the date of grant of \$2.25 per share. The options generally vest over periods from one to three years. The Company recorded share-based compensation expense of \$252,000 and \$218,000 for the six months ended June 30, 2016 and 2015, respectively.

Note 9 — Fair Value

Fair value measurements — Fair value represents the exchange price that would be received for an asset or paid to transfer a liability (an 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. To measure fair value, GAAP has established a hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs. This hierarchy uses three levels of inputs to measure the fair value of assets and liabilities as follows:

Level Quoted prices in active markets for identical assets or liabilities.

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Level Observable inputs other than Level 1 including quoted prices for similar assets or liabilities, quoted prices in
2 less active markets, or other observable inputs that can be corroborated by observable market data.

Level Unobservable inputs supported by little or no market activity for financial instruments whose value is
3 determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 9 — Fair Value – Continued

The following is a description of the valuation methodologies used for instruments measured at fair value, as well as the general classification of such instruments pursuant to the valuation methodology:

Investment securities, available for sale — Where quoted prices are available in an active market, securities are classified within Level 1 of the hierarchy. Level 1 includes securities that have quoted prices in an active market for identical assets. If quoted market prices are not available, then fair values are estimated using pricing models, quoted prices of securities with similar characteristics or discounted cash flows, and accordingly, are classified as Level 2 or 3. The Company has categorized its available-for-sale investment securities as Level 1 or 2.

Impaired loans and other real estate owned — Fair value applies to loans and other real estate owned measured for impairment. Impaired loans are measured at an observable market price (if available) or at the fair value of the loan's collateral (if collateral dependent). Fair value of the loan's collateral is determined by appraisals or independent valuation which is then adjusted for the cost related to liquidation of the collateral. The Company has categorized its impaired loans and other real estate owned as Level 2.

Assets measured at fair value are summarized as follows:

(in thousands)	Level 1	Level 2	Level 3	Total
As of June 30, 2016				
Fair valued on a recurring basis:				
Investment securities available for sale	\$6,024	\$274,681	\$ —	\$280,705
Fair valued on a non-recurring basis:				
Impaired loans	—	5,936	—	5,936
Other real estate owned	—	407	—	407
As of December 31, 2015				
Fair valued on a recurring basis:				
Investment securities available for sale	\$2,017	\$330,719	\$ —	\$332,736
Fair valued on a non-recurring basis:				
Impaired loans	—	5,580	—	5,580
Other real estate owned	—	460	—	460

PEOPLE'S UTAH BANCORP AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 9 — Fair Value – Continued

Fair value of financial instruments — The following table summarizes carrying amounts, estimated fair values and assumptions used to estimate fair values of financial instruments:

(in thousands)	Carrying Value	Estimated Fair Value
As of December 31, 2015		
Financial Assets:		
Net loans held for investment	\$1,032,418	\$1,029,540
Financial Liabilities:		
Interest bearing deposits	900,677	901,211

The fair values of financial assets and liabilities as of June 30, 2016 were not presented because the assumptions used to estimate fair values have not changed significantly from those used at December 31, 2015.

The above summary excludes financial assets and liabilities for which carrying value approximates fair value. For financial assets, these include cash and cash equivalents, held-to-maturity securities (see Note 2), loans held for sale, bank-owned life insurance, accrued interest receivable and FHLB stock. For financial liabilities, these include non-interest bearing deposits, short-term borrowings, and accrued interest payable. Also excluded from the summary are financial instruments recorded at fair value on a recurring basis, as previously described.

Fair values of off-balance sheet commitments such as lending commitments, standby letters of credit and guarantees are based on fees currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the counterparties' credit standing. The fair value of the fees as of June 30, 2016 and December 31, 2015 were insignificant.

The following methods and assumptions were used to estimate the fair value of financial instruments:

Net loans — The fair value is estimated by discounting the future cash flows and estimated prepayments using the current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining term. Some loan types were valued at carrying value because of their floating rate or expected maturity characteristics.

Interest bearing deposits — The fair value of interest bearing deposits is estimated by discounting the estimated future cash flows using the rates currently offered for deposits with similar remaining maturities.

Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instrument. Fair value estimates are based on judgments regarding future expected loss experience, current economic conditions, risk characteristics of various financial instruments, and other factors. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and, therefore, cannot be determined with precision. Changes in the above methodologies and assumptions could significantly affect the estimates. Further, certain financial instruments and all non-financial instruments are excluded from the applicable

disclosure requirements. Therefore, the fair value amounts shown in the table do not, by themselves, represent the underlying value of the Company as a whole.

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

The following discussion is intended to provide a more comprehensive review of People's Utah Bancorp's operating results and financial condition than can be obtained from reading the Unaudited Consolidated Financial Statements alone. The discussion should be read in conjunction with the Unaudited Consolidated Financial Statements and the notes thereto included in "Part I. Item 1. Financial Statements."

FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q may contain certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect our current views and are not historical facts. These statements can generally be identified by use of phrases such as "believe," "expect," "will," "seek," "should," "anticipate," "estimate," "intend," "plan," "target," "project," "commit" or other words of similar import. Similarly, statements that describe our future financial condition, results of operations, objectives, strategies, plans, goals or future performance and business are also forward-looking statements. These forward-looking statements include but are not limited to, (i) our plans to originate direct equipment leasing nationwide through our GrowthFunding Equipment Finance division, and (ii) our plans to open new branches in the latter half of 2016 and the first quarter of 2017. Statements that project future financial conditions, results of operations and shareholder value are not guarantees of performance and many of the factors that will determine these results and values are beyond our ability to control or predict. For those statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. These are forward-looking statements and involve known and unknown risks, uncertainties and other factors, including, but not limited to, those described in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections in this report and our Annual Report on Form 10-K for the year ended December 31, 2015 ("Form 10-K"), and other parts of this report that could cause our actual results to differ materially from those anticipated in these forward-looking statements. The following is a non-exclusive list of factors which could cause our actual results to differ materially from our forward-looking statements in this prospectus:

- changes in general economic conditions, either nationally or in our local market;
- inflation, interest rates, securities market volatility and monetary fluctuations;
- increases in competitive pressures among financial institutions and businesses offering similar products and services;
- higher defaults on our loan portfolio than we expect;
 - changes in management's estimate of the adequacy of the allowance for loan losses;
- risks associated with our growth and expansion strategy and related costs;
- increased lending risks associated with our high concentration of real estate loans;
- ability to successfully grow our business in Utah and neighboring states;
- legislative or regulatory changes or changes in accounting principles, policies or guidelines;
- technological changes;
- regulatory or judicial proceedings; and
- other factors and risks including those described under "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in this report and our Annual Report on Form 10-K for the year ended December 31, 2015.

Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated, expected, projected, intended, committed or believed.

Please take into account that forward-looking statements speak only as of the date of this Form 10-Q. We do not undertake any obligation to release publicly our revisions to such forward-looking statements to reflect events or

circumstances after the date of this Form 10-Q.

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Overview

We are a bank holding company, formed in 1998 and headquartered in American Fork, Utah, which is located on the I-15 corridor between the cities of Salt Lake City and Provo. We have three divisions in our wholly-owned subsidiary, People's Intermountain Bank ("PIB" or the "Bank"). We have 18 banking locations operating through two banking divisions, dba, BAF and LSB, which began offering banking services in 1913 and 1905, respectively. Our third division is GrowthFunding Equipment Finance, an equipment leasing operation which originates direct equipment leasing products to businesses nationwide and to our banking customers. In the past we have acquired rental streams of payments from third-party leasing companies. We provide full-service retail banking in many of the leading population centers in the state of Utah, including a wide range of banking and related services to locally-owned businesses, professional firms, real estate developers, residential home builders, high net-worth individuals, investors and other customers. Our primary customers are small and medium-sized businesses that require highly personalized commercial banking products and services.

We believe our growth is a result of our ability to attract and retain high-quality associates, add branches in attractive markets and provide good customer service, as well as due to the expansion of our construction, land acquisition and development and commercial and industrial lending. The primary source of funding for our asset growth has been the generation of core deposits, which we accomplish through a combination of competitive pricing for local deposits coupled with expansion of our branch system. We plan to open two new branches, one in the latter half of 2016 and the other branch in the second quarter of 2017.

Our results of operations are largely dependent on net interest income. Net interest income is the difference between interest income we earn on interest earning assets, which are comprised of loans, investment securities and short-term investments and the interest we pay on our interest bearing liabilities, which are primarily deposits, and, to a lesser extent, other borrowings. Deposits are our primary source of funding. Management strives to match the re-pricing characteristics of the interest earning assets and interest bearing liabilities to protect net interest income from changes in market interest rates and changes in the shape of the yield curve.

We measure our performance by calculating our net interest margin, return on average assets, and return on average equity. Net interest margin is calculated by dividing net interest income, which is the difference between interest income on interest earning assets and interest expense on interest bearing liabilities, by average interest earning assets. Net interest income is our largest source of revenue. Interest rate fluctuations, as well as changes in the amount and type of earning assets and liabilities, combine to affect net interest income. We also measure our performance by our efficiency ratio, which is calculated by dividing non-interest expense less merger-related costs, if applicable, by the sum of net interest income and non-interest income.

Key Factors in Evaluating Our Financial Condition and Results of Operations

As a bank holding company, we focus on a number of key factors in evaluating our financial condition and results of operations including:

Return on average equity;

- Return on average assets;

Asset quality;

Asset growth;

Capital and liquidity;

Net interest margin; and

Operating efficiency.

The chart below shows these key financial measures:

(Dollars in thousands except per share amounts)	Year to Date	
	June 30, 2016	June 30, 2015
Net income	\$ 10,820	\$ 9,462
Basic earnings per share	0.61	0.63
Diluted earnings per share	0.60	0.61
Total assets	1,583,016	1,488,859
Total loans, net	1,091,591	985,089
Total deposits	1,346,363	1,274,790
Net interest margin	4.63 %	4.43 %
Efficiency ratio	58.32 %	60.24 %
Return on average assets	1.40 %	1.36 %
Return on average equity	10.07 %	11.46 %
Average equity to average assets	13.89 %	11.83 %
Non-performing assets to total assets	0.38 %	0.62 %
Liquidity ratio ⁽¹⁾	28.81 %	32.09 %
Dividend Payout Ratio ⁽²⁾	23.00 %	9.40 %

(1) The liquidity ratio is the sum of cash equivalents and investment securities, less investment securities pledged as collateral against short-term borrowings, all divided by total liabilities. Pledged investment securities were \$36.1 million and \$38.2 million at June 30, 2016 and 2015, respectively.

(2) The dividend payout ratio is dividends declared divided by net income for the period. During the year-to-date period in 2015 only one quarterly dividend was declared.

Return on Average Equity. We measure the return to our shareholders through a return on average equity, or ROE, calculation. Our net income for the six months ended June 30, 2016 increased 14.4% to \$10.8 million from \$9.5 million for the comparable period in 2015. Net income for the six months ended June 30, 2016 increased primarily due to an increase to net loans from loan growth, a higher net interest margin, a lower loan loss provision, an increase in non-interest income, and offset by an increase in operating expenses and income tax expense. Basic earnings per share, or EPS, was \$0.61 for the six months ended June 30, 2016 compared to \$0.63 for the comparable period in 2015. Diluted EPS was \$0.60 per share for the six months ended June 30, 2016 compared to \$0.61 per share for the comparable period in 2015. Earnings per share was impacted by a 2.7 million or 18.0% increase in weighted average shares resulting from our initial public offering (“IPO”) in June 2015. Our ROE decreased to 10.07% for the six months ended June 30, 2016 compared to 11.46% for the comparable period in 2015 due primarily from the additional equity of \$34.9 million from our IPO. Future returns on average equity may be impacted by the additional equity from the IPO.

Return on Average Assets. We measure asset utilization through a return on average assets, or ROA, calculation. For the six months ended June 30, 2016 our ROA increased to 1.40% compared to 1.36% for the six months ended June 30, 2015. The increase in ROA is a result of improved operating results as discussed throughout this Management's Discussion & Analysis.

Asset Quality. Since the majority of our performing assets are loans, we measure asset quality in terms of non-performing assets as a percentage of total assets. This measurement is used in determining asset quality and its potential effect on future earnings. Due to improving asset quality, non-performing assets as a percentage of total assets were 0.38% as of June 30, 2016 compared to 0.62% as

of June 30, 2015. Nonperforming assets are loans that are 90 days or more past due or have been placed on nonaccrual status, or are other real estate owned, or OREO.

Asset Growth. Revenue growth and EPS are directly related to earning assets growth. In descending order, our earning assets are loans, investments (including federal funds) and interest earning balances. As of June 30, 2016 compared to June 30, 2015, total assets grew 6.3%, total net loans increased by 10.8% and interest-earning cash equivalents combined with investment securities declined by 5.8%. Loan growth in 2016 came primarily from the increased level of real estate lending activities.

Capital and Liquidity. Maintaining appropriate capital and liquidity levels is imperative for us to continue our strong growth levels. We have been successful in maintaining capital levels well above the minimum regulatory requirements, which we believe has enabled our growth strategy. We raised approximately \$34.9 million in new capital from our IPO. We plan to utilize the additional capital for expansion purposes, both organic and through acquisition, and for general corporate purposes. Our average equity to average assets ratio as of June 30, 2016 was 13.89% compared to 11.83% as of June 30, 2015. We monitor liquidity levels to ensure we have adequate sources available to fund our loan growth and to accommodate daily operations. The key measure we use to monitor liquidity is our liquidity ratio which is calculated as cash and cash equivalents plus unpledged investment securities divided by total liabilities. Our liquidity ratio was 28.81% as of June 30, 2016, compared to 32.09% as of June 30, 2015.

Net Interest Margin. Net interest margin is a metric that allows us to gauge our loan pricing and funding cost relationship. For the six months ended June 30, 2016 and 2015, our net interest margin was 4.63% and 4.43%, respectively. The improvement in net interest margin is attributable primarily to a higher loan volume which contributed to a higher percentage of loans in our earning asset mix, higher loan yields and lower costs of interest-bearing liabilities.

Operating Efficiency. Operating efficiency is the measure of how much it costs us to generate each dollar of revenue. A lower percentage indicates a better operating efficiency. Our efficiency ratio is calculated as the sum of non-interest expense less merger related expenses, if applicable, divided by the sum of net interest income and non-interest income and was 58.32% for the six months ended June 30, as compared to 60.24% for the six months ended June 30, 2015.

Results of Operations

Factors that determine the level of net income include the volume of earning assets and interest bearing liabilities, yields earned and rates paid, fee income, non-interest expense, the level of non-performing loans and other non-earning assets, and the amount of non-interest bearing liabilities supporting earning assets. Non-interest income primarily includes service charges and other fees on deposits, and mortgage banking income. Non-interest expense consists primarily of employee compensation and benefits, occupancy, equipment and depreciation expense, and other operating expenses.

Average Balance and Yields. The following tables set forth a summary of average balances with corresponding interest income and interest expense as well as average yield, cost and net interest margin information for the periods presented. Average balances are derived from daily balances. Average non-accrual loans are derived from quarterly balances and are included as non-interest earning assets for purposes of these tables.

(Dollars in thousands, except footnotes)	Three Months Ended June 30, 2016			June 30, 2015		
	Average Balance	Interest Income/ Expense	Average Yield/ Rate	Average Balance	Interest Income/ Expense	Average Yield/ Rate
ASSETS						
Interest earning deposits in other banks and federal funds sold	\$20,952	\$20	0.38 %	\$53,436	\$38	0.29 %
Securities: ⁽¹⁾						
Taxable securities	271,850	1,047	1.55 %	235,488	867	1.48 %
Non-taxable securities ⁽²⁾	90,428	646	2.87 %	77,852	678	3.49 %
Loans ^{(3) (4)}	1,096,584	16,421	6.02 %	977,277	14,346	5.89 %
Non-marketable equity securities	2,065	2	0.39 %	2,301	1	0.17 %
Total interest earning assets	1,481,879	\$18,136	4.92 %	1,346,354	\$15,930	4.75 %
Allowance for loan losses	(15,873)			(15,339)		
Non-interest earning assets	97,503			93,301		
Total average assets	\$1,563,509			\$1,424,316		
LIABILITIES AND SHAREHOLDERS' EQUITY						
Interest bearing deposits:						
Demand and savings accounts	\$591,976	\$415	0.28 %	\$555,401	\$385	0.28 %
Money market accounts	144,747	83	0.23 %	138,153	78	0.23 %
Certificates of deposit, under \$100,000	96,545	76	0.32 %	108,148	110	0.41 %
Certificates of deposit, \$100,000 and over	75,228	123	0.66 %	84,089	166	0.79 %
Total interest bearing deposits	908,496	697	0.31 %	885,791	739	0.33 %
Short-term borrowings	9,651	1	0.04 %	2,271	1	0.18 %
Total interest bearing liabilities	918,147	\$698	0.31 %	888,062	\$740	0.33 %
Other non-interest bearing liabilities	426,657			364,355		
Shareholders' equity	218,705			171,899		
Total average liabilities and shareholders' equity	\$1,563,509			\$1,424,316		
Net interest income (tax-equivalent)		\$17,438			\$15,190	
Interest rate spread (tax-equivalent)			4.61 %			4.42 %
Net interest margin (tax-equivalent) ⁽⁵⁾			4.73 %			4.53 %

⁽¹⁾ Excludes average unrealized gains of \$1.5 million and \$2.6 million for the three months ended June 30, 2016 and 2015, respectively, which are included in non-interest earning assets.

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- (2) Calculated on a fully tax equivalent basis using an assumed tax rate of 35%, which includes federal tax benefits relating to income earned on municipal securities totaling \$226,000 and \$286,000 for the three months ended June 30, 2016 and 2015, respectively.
- (3) Loan interest income includes loan fees of \$1.4 million and \$1.1 million for the three months ended June 30, 2016 and 2015, respectively.
- (4) Average loans do not include average non-accrual loans of \$5.3 million and \$7.4 million for the three months ended June 30, 2016 and 2015, respectively, which are included in non-interest earning assets.
- (5) Net interest margin is computed by dividing net interest income (tax-equivalent) by average interest earning assets.

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(Dollars in thousands, except footnotes)	Six Months Ended June 30, 2016			June 30, 2015		
	Average Balance	Interest Income/ Expense	Average Yield/ Rate	Average Balance	Interest Income/ Expense	Average Yield/ Rate
ASSETS						
Interest earning deposits in other banks and federal funds sold	\$18,400	\$38	0.42 %	\$53,672	\$65	0.24 %
Securities: ⁽¹⁾						
Taxable securities	281,738	2,186	1.56 %	241,419	1,890	1.58 %
Non-taxable securities ⁽²⁾	92,923	1,328	2.87 %	77,277	1,216	3.17 %
Loans ⁽³⁾⁽⁴⁾	1,078,687	32,272	6.02 %	963,058	28,155	5.90 %
Non-marketable equity securities	2,401	4	0.34 %	2,460	2	0.16 %
Total interest earning assets	1,474,149	\$35,828	4.89 %	1,337,886	\$31,328	4.72 %
Allowance for loan losses	(15,733)			(15,290)		
Non-interest earning assets	96,811			85,192		
Total average assets	\$1,555,227			\$1,407,788		
LIABILITIES AND SHAREHOLDERS' EQUITY						
Interest bearing deposits:						
Demand and savings accounts	\$586,911	\$818	0.28 %	\$548,372	\$758	0.28 %
Money market accounts	146,018	177	0.24 %	139,372	157	0.23 %
Certificates of deposit, under \$100,000	97,183	161	0.33 %	109,697	234	0.43 %
Certificates of deposit, \$100,000 and over	75,545	258	0.69 %	86,155	349	0.82 %
Total interest bearing deposits	905,657	1,414	0.31 %	883,596	1,498	0.34 %
Short-term borrowings	20,507	38	0.37 %	1,978	2	0.20 %
Total interest bearing liabilities	926,164	\$1,452	0.32 %	885,574	\$1,500	0.34 %
Other non-interest bearing liabilities	412,989			355,689		
Shareholders' equity	216,074			166,525		
Total average liabilities and shareholders' equity	\$1,555,227			\$1,407,788		
Net interest income (tax-equivalent)		\$34,376			\$29,828	
Interest rate spread (tax-equivalent)			4.57 %			4.38 %
Net interest margin (tax-equivalent) ⁽⁵⁾			4.69 %			4.50 %

⁽¹⁾Excludes average unrealized gains of \$1.1million and \$2.2 million for the six months ended June 30, 2016 and 2015, respectively, which are included in non-interest earning assets.

⁽²⁾Calculated on a fully tax equivalent basis using an assumed tax rate of 35%, which includes federal tax benefits relating to income earned on municipal securities totaling \$464,000 and \$426,000 for the six months ended June 30, 2016 and 2015, respectively.

⁽³⁾Loan interest income includes loan fees of \$2.8 million and \$2.1 million for the six months ended June 30, 2016 and 2015, respectively.

⁽⁴⁾Average loans do not include average non-accrual loans of \$5.8 million and \$7.2 million for the six months ended June 30, 2016 and 2015, respectively, which are included in non-interest earning assets.

⁽⁵⁾Net interest margin is computed by dividing net interest income (tax-equivalent) by average interest earning assets.

Rate/Volume Analysis. The following table shows the change in interest income and interest expense and the amount of change attributable to variances in volume, rates and the combination of volume and rates based on the relative changes of volume and rates. For purposes of this table, the change in interest due to both volume and rate has been allocated to change due to volume and rate in proportion to the relationship of absolute dollar amounts of change in each.

(in thousands)	Three Months Ended June 30, 2016 vs. 2015			Six Months Ended June 30, 2016 vs. 2015		
	Increase (Decrease) Due to:			Increase (Decrease) Due to:		
	Volume	Rate	Net	Volume	Rate	Net
Interest income:						
Interest earning deposits in other banks and federal funds sold	\$(27)	\$9	\$(18)	\$(57)	\$30	\$(27)
Taxable securities	130	50	180	313	(17)	296
Non-taxable securities ⁽¹⁾	100	(132)	(32)	231	(119)	112
Loans	1,782	293	2,075	3,447	670	4,117
Federal Home Loan Bank stock	-	1	1	-	2	2
Total interest income (tax-equivalent)	1,985	221	2,206	3,934	566	4,500
Interest expense:						
Demand and savings accounts	26	4	30	54	6	60
Money market accounts	4	1	5	8	12	20
Certificates of deposit, under \$100,000	(11)	(23)	(34)	(25)	(48)	(73)
Certificates of deposit, \$100,000 and over	(16)	(27)	(43)	(40)	(51)	(91)
Short-term borrowings	1	(1)	-	33	3	36
Total interest expense	4	(46)	(42)	30	(78)	(48)
Net interest income (tax-equivalent)	\$1,981	\$267	\$2,248	\$3,904	\$644	\$4,548

⁽¹⁾Tax equivalent income calculated on a fully tax-equivalent basis using an assumed tax rate of 35%.

Net interest income (tax-equivalent) increased \$2.2 million for the three months ended June 30, 2016 compared to same period in 2015. The increase in interest income was primarily driven by increased organic loan volumes. Additional increases in interest income from slightly higher loan yields were offset by lower average rates on investment securities. Additionally, interest expense also decreased for the three months ended June 30, 2016 compared to the same period in 2015 due principally to lower deposit interest rates.

Net interest income (tax-equivalent) increased \$4.5 million for the six months ended June 30, 2016 compared to same period in 2015. The increase in interest income was primarily driven by increased organic loan volumes. Additional increases in interest income from slightly higher loan yields were offset by lower average rates on investment securities. Additionally, interest expense also decreased for the six months ended June 30, 2016 compared to the same period in 2015 due primarily from lower deposit interest rates.

Financial Overview for the Three Months Ended June 30, 2016 and 2015

(in thousands)	Three Months Ended		\$	%	
	June 30, 2016	June 30, 2015			
Interest income	\$17,909	\$15,643	\$2,266	14.5	%
Interest expense	698	740	(42)	-5.7	%
Net interest income	17,211	14,903	2,308	15.5	%
Provision for loan losses	225	450	(225)	-50.0	%
Net interest income after provision for loan losses	16,986	14,453	2,533	17.5	%
Non-interest income	4,398	4,143	255	6.2	%
Non-interest expense	12,400	11,483	917	8.0	%
Income before income tax expense	8,984	7,113	1,871	26.3	%
Income tax expense	3,407	2,449	958	39.1	%
Net income	\$5,577	\$4,664	\$913	19.6	%

Net Income. Our net income grew by \$913,000 or 19.6% to \$5.6 million for the quarter ended June 30, 2016 as compared to \$4.7 million for the same quarter in 2015. This was attributable principally to an increase in net interest income of \$2.3 million, a lower loan loss provision of \$225,000, higher non-interest income of \$255,000, and offset by an increase of \$917,000 in non-interest expenses and \$958,000 of higher income tax expense.

Net Interest Income and Net Interest Margin. The increase in net interest income for the quarter ended June 30, 2016 compared to the same quarter in 2015 was primarily driven by interest earned on a higher volume in average loans attributable to organic growth. An increase in interest income from slightly higher loan yields was offset by a decrease from lower yields on investment securities. Interest expense in the quarter ended June 30, 2016 decreased from the same period in 2015 due to lower rates paid on deposits.

The tax-equivalent yield on our average interest earning assets was 4.92% for the quarter ended June 30, 2016 compared to 4.75% for the comparable quarter in 2015. The cost of funding our earning assets declined in the quarter ended June 30, 2016 to 0.31% from 0.33% in the comparable quarter in 2015 because of lower rates paid on deposits and accretion of fair value adjustments to certificates of deposit.

Provision for Loan Losses. The provision for loan losses in each period is a charge against earnings in that period. The provision is that amount required to maintain the allowance for loan losses at a level that, in management's judgment, is adequate to absorb loan losses inherent in the loan portfolio.

The provision for loan losses for the quarters ended June 30, 2016 and 2015 was \$225,000 and \$450,000, respectively. We have experienced improving credit quality in our loan portfolio and experienced a net recovery of \$204,000 compared to net charge-offs of \$92,000 in the comparable quarter in 2015. The provision for loan losses in both periods was primarily due to relative increases in loan balances.

Non-interest Income. The following table presents, for the periods indicated, the major categories of non-interest income:

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	Three Months				
	Ended				
	June	June			
	30,	30,	\$	%	
(in thousands)	2016	2015	Change	Change	
Service charges on deposit accounts	\$531	\$614	\$ (83)	-13.5	%
Card processing	1,136	1,066	70	6.6	%
Mortgage banking	2,277	2,025	252	12.4	%
Other operating	454	438	16	3.7	%
Total non-interest income	\$4,398	\$4,143	\$ 255	6.2	%

The increase in total non-interest income during the quarter ended June 30, 2016 compared to the same quarter in 2015 was primarily influenced by higher mortgage banking income from higher mortgage volumes, offset by lower service charges on deposit accounts primarily due to reduced volume of processed and returned items in the second quarter of 2016.

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Non-interest Expense. The following table presents, for the periods indicated, the major categories of non-interest expense:

(in thousands)	Three Months Ended		\$	%	
	June 30, 2016	June 30, 2015			
Salaries and employee benefits	\$7,959	\$7,308	\$ 651	8.9	%
Occupancy, equipment and depreciation	1,076	955	121	12.7	%
Data processing	740	764	(24)	-3.1	%
FDIC premiums	188	191	(3)	-1.6	%
Card processing	549	534	15	2.8	%
Other real estate owned	5	40	(35)	-87.5	%
Marketing and advertising	290	204	86	42.2	%
Other	1,593	1,487	106	7.1	%
Total non-interest expense	\$12,400	\$11,483	\$ 917	8.0	%

Non-interest expense for the second quarter of 2016 increased \$917,000 compared to the comparable period in 2015, primarily due to higher salaries and benefits of \$0.7 million and various other expenses of \$0.2 million, including expenses related to higher occupancy, marketing and other costs. The increase in salaries and benefits is primarily due to annual salary increases, higher payroll tax and medical benefits, new hires related to the expansion of our leasing division, and variable compensation costs to support our balance sheet and income growth.

Provision for Income Taxes. We recorded a tax provision of \$3.4 million for the second quarter ended June 30, 2016 compared to \$2.4 million for the same period in 2015. The effective tax rate for the second quarter of 2016 was 37.9% compared to 34.4% in the second quarter of 2015. The tax rate in 2016 is higher than 2015 due primarily to a one-time tax credit of approximately \$400,000 in 2015 and due to adjustments in the expected recoverability of certain tax credits in 2016.

Financial Overview for the Six Months Ended June 30, 2016 and 2015

(in thousands)	Six Months Ended		\$	%	
	June 30, 2016	June 30, 2015			
Interest income	\$35,363	\$30,902	\$ 4,461	14.4	%
Interest expense	1,452	1,500	(48)	-3.2	%
Net interest income	33,911	29,402	4,509	15.3	%
Provision for loan losses	425	600	(175)	-29.2	%
Net interest income after provision for loan losses	33,486	28,802	4,684	16.3	%
Non-interest income	8,161	8,287	(126)	-1.5	%
Non-interest expense	24,535	22,702	1,833	8.1	%
Income before income tax expense	17,112	14,387	2,725	18.9	%
Income tax expense	6,292	4,925	1,367	27.8	%
Net income	\$10,820	\$9,462	\$ 1,358	14.4	%

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Net Income. Our net income grew by \$1.4 million or 14.4% to \$10.8 million for the six months ended June 30, 2016 as compared to \$9.5 million for the same period in 2015. This was attributable principally to an increase in net interest income of \$4.5 million, a lower loan loss provision expense of \$175,000, offset by a decline in non-interest income of \$126,000, an increase of \$1.8 million in non-interest expenses and \$1.4 million of higher income tax expense.

Net Interest Income and Net Interest Margin. The increase in net interest income for the six months ended June 30, 2016 compared to the same period in 2015 was primarily driven by interest earned on a higher volume in average loans attributable to internal growth, which contributed to a higher mix of loans in our earning assets portfolio. An increase in interest income from higher loan yields was offset by a decrease from lower yields on investment securities. Interest expense in the six months ended June 30, 2016 declined from the same period in 2015 due to lower rates paid on deposits.

The tax-equivalent yield on our average interest earning assets was 4.89% for the six months ended June 30, 2016 compared to 4.72% for the comparable quarter in 2015. The cost of funding our earning assets declined in the six months ended June 30, 2016 to

0.32% from 0.34% in the comparable period in 2015 because of lower rates paid on deposits and accretion of fair value adjustments to certificates of deposit.

Provision for Loan Losses. The provision for loan losses in each period is a charge against earnings in that period. The provision is that amount required to maintain the allowance for loan losses at a level that, in management's judgment, is adequate to absorb loan losses inherent in the loan portfolio.

The provision for loan losses for the quarters ended June 30, 2016 and 2015 was \$425,000 and \$600,000, respectively. We have experienced improving credit quality in our loan portfolio and experienced a net recovery of \$170,000 in the six months ended June 30, 2016 compared to net charge-offs of \$96,000 in the comparable period in 2015. The provision for loan losses in both periods was primarily due to relative increases in loan balances.

Non-interest Income. The following table presents, for the periods indicated, the major categories of non-interest income:

	Six Months Ended		\$	%
	June 30, 2016	June 30, 2015		
(in thousands)			Change	Change
Service charges on deposit accounts	\$1,044	\$1,257	\$ (213)	-16.9 %
Card processing	2,167	2,068	99	4.8 %
Mortgage banking	4,025	3,797	228	6.0 %
Other operating	925	1,165	(240)	-20.6 %
Total non-interest income	\$8,161	\$8,287	\$ (126)	-1.5 %

The increase in total non-interest income during the six months ended June 30, 2016 compared to the same period in 2015 was primarily influenced by higher mortgage banking income from higher mortgage volumes, offset by lower service charges on deposit accounts primarily due to reduced volume of processed and returned items in the six month period ended 2016. The six months ended June 30, 2015 included a gain of approximately \$330,000 on the sale of other foreclosed assets during the period.

Non-interest Expense. The following table presents, for the periods indicated, the major categories of non-interest expense:

	Six Months Ended		\$	%
	June 30, 2016	June 30, 2015		
(in thousands)			Change	Change
Salaries and employee benefits	\$15,843	\$14,502	\$ 1,341	9.2 %
Occupancy, equipment and depreciation	2,064	1,945	119	6.1 %
Data processing	1,447	1,379	68	4.9 %
FDIC premiums	383	378	5	1.3 %
Card processing	1,139	1,004	135	13.4 %
Other real estate owned	37	57	(20)	-35.1 %

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Marketing and advertising	459	377	82	21.8	%
Other	3,163	3,060	103	3.4	%
Total non-interest expense	\$24,535	\$22,702	\$ 1,833	8.1	%

Non-interest expense for the six months ended 2016 increased \$1.8 million compared to the comparable period in 2015, primarily due to higher salaries and benefits of \$1.3 million and various other expenses of \$0.5 million, including expenses related primarily to higher occupancy, card processing, marketing and other expenses. The increase in salaries and benefits is primarily due to annual salary increases, higher payroll tax and medical benefits, new hires related to the expansion of our leasing division, and variable compensation costs to support our balance sheet and income growth.

Provision for Income Taxes. We recorded a tax provision of \$6.3 million for the six months ended June 30, 2016 compared to \$4.9 million for the same period in 2015. The effective tax rate for the six months of 2016 was 36.8% compared to 34.2% in the comparable period of 2015. The tax rate in 2016 is higher than 2015 due primarily to a one-time tax credit of approximately \$400,000 in 2015 and due to adjustments in the expected recoverability of certain tax credits in 2016.

Financial Condition

Our total assets as of June 30, 2016 were \$1.58 billion, a 1.7% increase compared to December 31, 2015. Our total loans held for investment as of June 30, 2016 were \$1.10 billion, an increase of 4.6% from December 31, 2015. Total deposits as of June 30, 2016 were \$1.35 billion, an increase of 2.8% compared to December 31, 2015. We had approximately \$25 million in Federal Home Loan Bank borrowings as of December 31, 2015, which was paid down as of June 30, 2016.

Loans

The following table sets forth information regarding the composition of the loan portfolio at the end of each of the periods presented.

(Dollars in thousands)	June 30, 2016	December 31, 2015
Loans held for sale	\$11,915	\$17,947
Loans held for investment:		
Commercial real estate loans:		
Real estate term	592,253	577,804
Construction and land development	212,937	179,664
Total commercial real estate loans	805,190	757,468
Commercial and industrial	208,563	208,277
Consumer loans:		
Residential and home equity	71,768	71,169
Consumer and other	14,617	14,945
Total consumer loans	86,385	86,114
Total loans held for investment	1,100,138	1,051,859
Net deferred loan fees	(4,310)	(3,884)
Allowance for loan losses	(16,152)	(15,557)
Loans held for investment, net	1,079,676	1,032,418
Total loans, net	\$1,091,591	\$1,050,365

(Percentage of total loans held for investment)	June 30, 2016	December 31, 2015	
Loans held for investment:			
Commercial real estate loans:			
Real estate term	53.8%	54.9%	%
Construction and land development	19.4%	17.1%	%
Total commercial real estate loans	73.2%	72.0%	%
Commercial and industrial	19.0%	19.8%	%
Consumer loans:			
Residential and home equity			