

2019 Annual Report

INTRUST FINANCIAL CORPORATION



TRADITION **FOR** *Today*

Our Foundation:

“You do business with people, not companies.”

C.Q. Chandler II
(1864-1943)

These words, spoken by my great grandfather in the early 1900s, continue to guide the employees of INTRUST Bank today. The values he believed in, including honesty, respect and humility, established a distinctive company culture, one I am proud to be a part of.

Since our founding, we have continued to rely on a principled approach to building personal relationships. It’s proven to be an effective business strategy, and helped us keep pace with the ever-evolving needs of our customers. As we enter the third decade of this millennium, we must prepare for the future of customer connection. It will require we invest in technology and strategic relationships to remain forward-thinking and continue to meet the growing needs of those we serve. It will also take significant resources, collaboration and hard work. I am confident it is a necessary commitment that will keep INTRUST well-positioned for decades to come.

These time-tested founding principles guide our path, and we will continue to grow and progress into the future. As the pace of change accelerates, so does the pace of our opportunity. We must continue to make choices that are true to our foundation and bond our business to a purpose. INTRUST Bank has, and always will, check every innovation against our fundamental values to ensure we’re staying true to ourselves, our customers and the communities we serve.



Charles Q. “Charlie” Chandler IV
Chairman, President and CEO, INTRUST Financial Corporation



INNOVATE | From the beginning, we have embraced innovative business principles and banking technologies. Those ideals continue to guide our course as we change to meet the times and provide stability for our customers.

GROW | We believe growth is the key to success for our employees and customers. We constantly work to develop our unique gifts and talents in order to provide you with valuable, trustworthy guidance through website articles, workshops and one-on-one conversations. This commitment holds true to the motto of our founder, C.Q. Chandler II: “You do business with people, not companies.”



SUPPORT | Investing in our community is evident in many forms, but the impact of our employees’ volunteerism efforts is by far one of the greatest assets we can offer. Whether it’s coaching young readers through the United Way’s Read to Succeed initiative or raising the wall of a new Habitat for Humanity home in one of our communities, a tradition of giving and service remains at the heart of what we do every day.

2019 Financials

INTRUST Financial Corporation Balance Sheets — Five-Year Summary (dollars in thousands)

Years ended December 31,

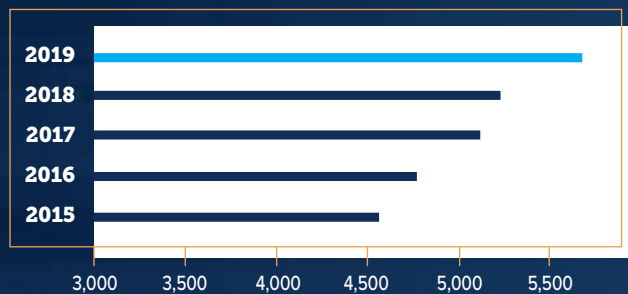
Assets	2019	2018	2017	2016	2015
Cash and cash equivalents:					
Cash and due from banks	\$255,323	\$167,066	\$388,247	\$204,109	\$125,271
Federal funds sold	3,495	125	5,480	7,855	8,205
Total cash and cash equivalents	258,818	167,191	393,727	211,964	133,476
Investment securities:					
Taxable investment securities	1,377,899	1,485,423	1,570,976	1,385,271	1,505,271
Nontaxable investment securities	232,563	16,879	20,141	27,935	30,267
Total investment securities	1,610,462	1,502,302	1,591,117	1,413,206	1,535,538
Loans, net of allowance for loan losses	3,609,337	3,357,508	2,972,382	2,866,255	2,602,538
Buildings and equipment	65,885	66,566	65,995	66,576	67,853
Other assets	149,113	123,069	113,871	93,435	91,562
Total assets	\$5,693,615	\$5,216,636	\$5,137,092	\$4,651,436	\$4,430,967
Liabilities and Stockholders' Equity					
Deposits:					
Demand	\$917,600	\$844,207	\$813,106	\$671,966	\$652,752
Savings and interest-bearing demand	2,787,555	2,482,873	2,559,880	2,815,798	2,543,719
Brokered	51,139	275,418	0	0	0
Time	988,702	619,338	584,002	324,632	315,927
Total deposits	4,744,996	4,221,836	3,956,988	3,812,396	3,512,398
Short-term debt	434,044	543,555	708,626	399,118	482,337
Long-term debt	123,719	123,719	123,719	128,869	128,869
Other liabilities	65,975	56,039	44,758	38,142	42,756
Total liabilities	5,368,734	4,945,149	4,834,091	4,378,525	4,166,360
Stockholders' equity	324,881	271,487	303,001	272,911	264,607
Total liabilities and stockholders' equity	\$5,693,615	\$5,216,636	\$5,137,092	\$4,651,436	\$4,430,967

INTRUST Financial Corporation Condensed Statements of Income — Five-Year Summary (dollars in thousands, except per-share data)

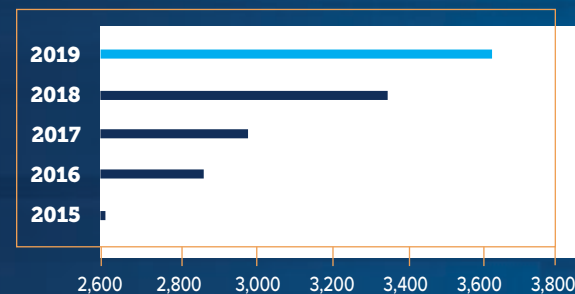
Years ended December 31,

	2019	2018	2017	2016	2015
Interest income:					
Loans	\$176,449	\$144,216	\$116,497	\$104,141	\$96,768
Investment securities	39,584	38,324	29,851	22,566	22,694
Federal funds sold and other	3,381	4,750	6,011	4,274	1,799
Total interest income	219,414	187,290	152,359	130,981	121,261
Interest expense:					
Deposits	38,130	21,561	10,039	6,153	6,210
Federal funds purchased and securities sold under agreements to repurchase	1,839	1,579	702	204	351
Other indebtedness	11,701	13,728	10,912	7,957	5,002
Total interest expense	51,670	36,868	21,653	14,314	11,563
Net interest income	167,744	150,422	130,706	116,667	109,698
Provision for loan losses	15,320	7,585	3,000	11,000	7,500
Net interest income after provision for losses	152,424	142,837	127,706	105,667	102,198
Non-interest income:					
Service charges	8,932	9,587	10,125	11,993	12,558
Fiduciary income	27,764	27,395	26,359	24,449	24,935
Credit card fees	4,745	4,575	4,497	8,146	12,101
Other income	27,471	31,315	22,764	29,448	19,161
Total non-interest income	68,912	72,872	63,745	74,036	68,755
Non-interest expense:					
Salaries and employee benefits	81,731	76,056	75,035	74,093	67,747
Net occupancy and equipment expense	17,018	17,219	16,075	15,198	15,121
Advertising and promotional activities	6,220	5,076	3,860	4,712	4,926
Data processing expense	20,875	15,132	13,748	14,625	13,975
Other expense	27,716	26,989	21,160	10,616	18,254
Total non-interest expense	153,560	140,472	129,878	119,244	120,023
Income before provision for income taxes	67,776	75,237	61,573	60,459	50,930
Provision for income taxes	(1,830)	3,819	3,037	2,788	2,357
Net income	\$69,606	\$71,418	\$58,536	\$57,671	\$48,573
Per-share data:					
Earnings per share	\$40.29	\$39.94	\$31.81	\$31.28	\$26.24
Book value per share	\$184.26	\$157.99	\$164.79	\$148.09	\$143.16

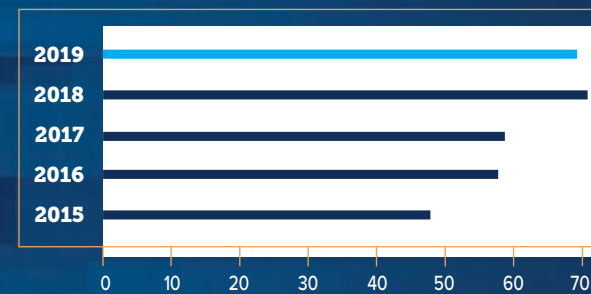
Total Assets (\$ Millions)



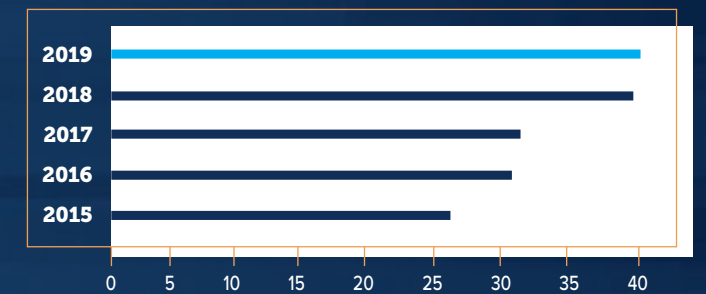
Loans (\$ Millions)



Net Income (\$ Millions)



Earnings per Share (Dollars/Share)



Board of Directors

Bob Buford
Zenith Drilling Corp.

C.Q. “Charlie” Chandler IV
INTRUST Bank

Steve Clark
Clark Investment Group

Rich Kerschen
The Law Co. Inc.

Charles Koch (Advisory Director)
Koch Industries Inc.

J.V. Lentell
INTRUST Bank

Kevin Lockett
Fulcrum Global Capital

Sam Marnick
Spirit AeroSystems

Dave Murfin (Advisory Director)
Murfin Inc.

Lynn Nichols
Yingling Aviation

Jon Rolph
Thrive Restaurant Group

Ken Shannon
Metal-Fab Inc.

Steve Slawson
Slawson Companies Inc.

Jay Smith
INTRUST Bank

John T. Stewart III
Stewart Companies

Jeff Turner
TNW Group

INTRUST Bank Executive Team

C.Q. “Charlie” Chandler IV
Chairman and Chief Executive Officer

Dan Eilert
Chief Credit Officer

Dan Heinz
Chief Lending Officer

Kim Klocek
Chief Financial Officer

Jeff Morris
Chief Human Resources Officer

Stan Ricketts
Executive Director – Regional Markets

Jay Smith
President and Chief Operating Officer