N E W S For Immediate Release

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### SILVERGATE BANK REPORTS FOURTH QUARTER AND FULL YEAR 2015 RESULTS

**LA JOLLA, CA, March 1, 2016** – Silvergate Bank today announced financial results for the quarter and fiscal year ended December 31, 2015, with net income of \$1.7 million and \$8.1 million, respectively. The Bank's total assets increased to \$948.2 million from \$864.7 million at year end 2014 and equity grew to \$83.5 million from \$75.6 million over the same time period.

"Our outstanding success in 2015 directly reflects the strong partnerships we've developed with our clients, and the successes they achieved during the year," said Alan Lane, the Bank's chief executive officer. "We are grateful for their support and continue to focus on providing valued services to help them achieve their goals. We are also pleased to report that 2015 was the Bank's eighteenth consecutive year of profitability and the highest net income year in its history."

## **Financial Performance**

The Bank's net income for the quarter was \$1.7 million, compared to \$2.3 million for the prior quarter and \$1.7 million for the fourth quarter last year. For the year ended December 31, 2015, net income totaled \$8.1 million, compared to \$5.1 million for the prior year, a 59% increase. Total loans increased by \$75.3 million from year-end 2014 reflecting increased growth in commercial, single-family, and construction loans. Total deposits increased by \$88.1 million over the same period, including \$31.0 million in non-interest bearing demand deposits and \$18.9 million in other transaction, money market and savings accounts.

The Bank's net interest income for the quarter ended December 31, 2015 was \$8.1 million, compared to \$7.7 million in the prior quarter and \$7.6 million in the fourth quarter last year. The Bank's net interest margin for the fourth quarter was 3.64%, compared to 3.59% for the prior quarter, and 3.80% for the fourth quarter last year. The increase in net interest income from prior quarters reflected higher loan volumes than in prior periods. Net interest income totaled \$31.5 million for the year ended 2015, a \$7.9 million, or 33%, increase over the same period in 2014, as both loan volumes and asset yields improved over the prior period.

The Bank's provision for loan losses totaled \$679 thousand in the fourth quarter and \$1.9 million for all of 2015, compared to \$671 thousand and \$1.1 million for the fourth quarter and full year of 2014, respectively. The Bank added to its allowance for loan losses in 2015 in response to strong loan growth and the expansion of its commercial lending activities. The Bank experienced net charge-offs of \$15 thousand in the fourth quarter of 2015 compared to net recoveries of \$17 thousand in the previous quarter, and net charge-offs of \$12 thousand in the fourth quarter of 2014. Total charge-offs in 2015 were \$56 thousand and recoveries were \$94 thousand, resulting in a net recovery of \$38 thousand for the year. Over the same period last year, net charge-offs were \$55 thousand and recoveries were \$18 thousand.

Noninterest income totaled \$375 thousand for the quarter ended December 31, 2015, compared to \$1.5 million for the prior quarter, and \$792,000 in the final quarter of 2014. The decrease from prior periods reflects gains on sales of loans and other assets recorded in the prior periods. For all of 2015, the Bank generated \$4.8 million in noninterest income, compared to \$5.6 million in 2014. The reduction from 2014 reflects lower income from asset sales.

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Noninterest expense was \$5.1 million for the fourth quarter of 2015, compared to \$5.2 million for the prior quarter and \$4.9 million for the same period last year. For the year ended December 31, 2015, noninterest expense totaled \$21.0 million, a 6.0% increase over the same period last year. The increase reflects higher compensation expense resulting from stronger production activity, and increases in communications and data processing expense.

"Robust loan production at more attractive yields continued to drive our earnings success in the final quarter of 2015," noted Derek Eisele, the Bank's president. "Through the efforts of our seasoned bankers, we continue to find attractive lending opportunities in southern California and in our national residential lending niches."

### **Balance Sheet Activity**

The Bank's total loan balance was \$835.5 million at December 31, 2015, a 6.2% increase from September 30, 2015, and a 9.9% increase from December 31, 2014. The Bank's Mortgage Warehouse Lending Division continued to produce strong volumes, with \$839.0 million and \$3.9 billion in loans funded in the fourth quarter and full year of 2015, respectively. This compares to \$858.8 million and \$2.6 billion in loans funded during the same periods last year.

Total commercial and commercial real estate loan balances increased 11.2% from last quarter, totaling \$280.9 million at December 31, 2015, compared to \$252.7 million and \$200.1 million as of September 30, 2015 and December 31, 2014, respectively. Residential loan balances, including reverse mortgage loans, totaled \$351.4 million at December 31, 2015, compared to \$335.4 million and \$405.2 million at September 30, 2015 and December 31, 2014, respectively.

At December 31, 2015, deposits totaled \$634.3 million, compared to \$639.4 million at the prior quarter end and \$546.2 million at December 31, 2014. Deposit balances have decreased by 0.8% since September 30, 2015 and increased by 16% from December 31, 2014. The year-over-year growth in deposits reflects focused marketing efforts, including increases of \$31.0 million in non-interest bearing demand deposits, \$18.9 million in other transaction, money market and savings accounts, and \$38.1 million in time deposits.

At December 31, 2015, Silvergate Bank's Tier 1 Leverage Capital Ratio was 9.40% and Total Risk-Based Capital Ratio was 14.04%, both substantially exceeding "well capitalized" minimums of 5.00% and 10.00%. The Bank's ratio of nonperforming loans to total loans decreased from the prior quarter to 0.48% while the nonperforming assets to total assets ratio remained the same at 0.56%.

### **About Silvergate Bank**

Silvergate Bank is a San Diego-based bank that specializes in meeting the needs of businesses and residential loan producers through a comprehensive offering of lending products and personalized banking services. Silvergate Bank opened in 1988 and is a subsidiary of Silvergate Capital Corporation. Bank branches are located in Carlsbad, Escondido, La Jolla, and La Mesa and a loan production office is located in Seal Beach in Orange County. Silvergate Bank's headquarters office is located at 4275 Executive Square, Suite 800, La Jolla, CA 92037. The Bank's website is <a href="www.silvergatebank.com">www.silvergatebank.com</a>.

Statements concerning future performance, developments or events, expectations for growth and income forecasts, and any other guidance on future periods, constitute forward-looking statements that are subject to a number of risks and uncertainties. Actual results may differ materially from stated expectations. When used in this release, the words or phrases such as "will continue," "is anticipated," "estimate," "expect," "projected," "believe," "seeking," or similar expressions, are intended to identify "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Readers should not place undue reliance on the forward-looking statements, which reflect views only as of the date hereof. Neither Silvergate Capital Corporation nor Silvergate Bank undertakes any obligation to publicly revise these forward-looking statements to reflect subsequent events or circumstances.

# Silvergate Bank Selected Financial and Operating Data (Dollars in Thousands - Unaudited)

	Three Months Ended								Twelve Months Ended				
		December 31,		September 30,		December 31,		Annual	December 31,		December 31,		- Annual
INCOME STATEMENT		2015		2015		2014	Change		2015		2014	Change	
Interest Income	\$	9,420	\$	8,997	\$	8,832		7%	\$	36,708	\$	28,520	29%
Interest Expense		1,350		1,280		1,248		8%		5,175	_	4,837	7%
Net Interest Income		8,070		7,717		7,584		6%		31,533		23,683	33%
Provision for Loan Losses		679		247		671		1%		1,906		1,068	79%
Total Noninterest Income		375		1,499		792		-53%		4,797		5,630	-15%
Total Noninterest Expense		5,135		5,193		4,915		4%		21,047	_	19,832	6%
Income Before Taxes		2,631		3,775		2,790		-6%		13,378		8,413	59%
Income Tax Expense		979		1,496	_	1,110		-12%	_	5,235	_	3,304	58%
Net Income	\$	1,652	\$	2,279	\$	1,680		-2%	\$	8,142	\$	5,109	59%
Performance Ratios													
Net Interest Margin		3.64%		3.59%		3.80%				3.61%		3.36%	
Return on Average Assets		0.74%		1.06%		0.84%				0.93%		0.72%	
Return on Average Equity		7.90%		11.14%		8.90%				10.11%		6.97%	
Efficiency Ratio		60.81%		56.35%		58.68%				57.93%		67.66%	
Net Loan Charge-Offs to Average Total Loans		0.01%		-0.01%		0.01%				0.00%		0.01%	
	Dec	cember 31,	Sep	otember 30,		June 30,	М	larch 31,	De	cember 31,		Annual	
BALANCE SHEET		2015		2015		2015		2015		2014	_	Change	
Cash and Due from Banks	\$	46,477	\$	33,684	\$	45,404	\$	46,062	\$	38,138		22%	
Investments		54,416		58,915		58,014		58,368		57,112		-5%	
Total Cash & Investments		100,893		92,599		103,418		104,430		95,250		6%	
Securitzed Loans, at fair value		28,785		29,914		29,814		29,460		29,635		-3%	
Loans Held for Investment ("HFI")		644,410		596,397		617,221		675,798		628,392		3%	
Allowance for Loan Losses		(6,900)		(6,228)		(5,972)		(5,340)		(4,957)		39%	
Loans HFI, net		637,510		590,169		611,249		670,458		623,435		2%	
Loans Held for Sale		169,190		166,795		181,471		139,165		107,068		58%	
Real Estate Owned ("REO")		1,292		920		630		117		-		n/a	
Other Assets		10,500		9,248		9,930		9,464		9,304		13%	
Total Assets	\$	948,170	\$	889,645	\$	936,512	\$	953,094	\$	864,692		10%	
Noninterest Bearing Demand Deposits	\$	119,664	\$	141,049	\$	125,610	\$	93,179	\$	88,660		35%	
Interest Bearing Demand Deposits		14,831		20,884		24,219		8,900		8,811		68%	
NOW, Money Market, and Savings Accounts		229,717		214,475		188,769		190,054		216,796		6%	
Certificates of Deposit		270,078		262,971		290,714		243,200		231,941		16%	
Total Deposits		634,290		639,379		629,312		535,333		546,208		16%	
FHLB Advances and Other Borrowings		199,000		135,000		193,000		309,000		210,000		-5%	
Payables under Securitizations		27,536		29,375		27,917		28,297		29,177		-6%	
Other Liabilities		3,880		3,848	_	6,376	_	3,729		3,740		4%	
Total Liabilities		864,706		807,602		856,605		876,359		789,125		10%	
Total Shareholder's Equity		83,464		82,043		79,907	_	76,735		75,567		10%	
Total Liabilities and Shareholder's Equity	\$	948,170	\$	889,645	\$	936,512	\$	953,094	\$	864,692		10%	
Asset Quality Ratios													
Nonperforming Loans to Total Loans		0.48%		0.51%		0.58%		0.69%		0.63%			
Loss Allowance to Nonperforming Loans		171.63%		153.96%		123.89%		92.19%		103.27%			
Allowance for Loan Losses to Loans HFI		1.07%		1.04%		0.97%		0.79%		0.79%			
Nonperforming Assets to Total Assets		0.56%		0.56%		0.58%		0.62%		0.56%			
Capital Ratios													
Tier I Leverage Capital Ratio		9.40%		9.53%		8.61%		9.09%		9.45%			
Total Risk-Based Capital Ratio		14.04%		14.40%		14.11%		13.08%		14.75%			