



EQUITY BANCSHARES, INC.

Q4 & 2017 Results Presentation

January 25, 2018

Disclaimers

Special Note Concerning Forward-Looking Statements

This investor presentation contains “forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements reflect the current views of Equity’s management with respect to, among other things, future events and Equity’s financial performance. These statements are often, but not always, made through the use of words or phrases such as “may,” “should,” “could,” “predict,” “potential,” “believe,” “will likely result,” “expect,” “continue,” “will,” “anticipate,” “seek,” “estimate,” “intend,” “plan,” “project,” “forecast,” “goal,” “target,” “would” and “outlook,” or the negative variations of those words or other comparable words of a future or forward-looking nature. These forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about Equity’s industry, management’s beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond Equity’s control. Accordingly, Equity cautions you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Although Equity believes that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. Factors that could cause actual results to differ materially from Equity’s expectations include competition from other financial institutions and bank holding companies; the effects of and changes in trade, monetary and fiscal policies and laws, including interest rate policies of the Federal Reserve Board; changes in the demand for loans; fluctuations in value of collateral and loan reserves; inflation, interest rate, market and monetary fluctuations; changes in consumer spending, borrowing and savings habits; and acquisitions and integration of acquired businesses, and similar variables. The foregoing list of factors is not exhaustive.

For discussion of these and other risks that may cause actual results to differ from expectations, please refer to “Cautionary Note Regarding Forward-Looking Statements” and “Risk Factors” in Equity’s Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 16, 2017 and any updates to those risk factors set forth in Equity’s subsequent Quarterly Reports on Form 10-Q or Current Reports on Form 8-K. If one or more events related to these or other risks or uncertainties materialize, or if Equity’s underlying assumptions prove to be incorrect, actual results may differ materially from what Equity anticipates. Accordingly, you should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made, and Equity does not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise. New risks and uncertainties arise from time to time, and it is not possible for us to predict those events or how they may affect us. In addition, Equity cannot assess the impact of each factor on Equity’s business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. All forward-looking statements, expressed or implied, included in this press release are expressly qualified in their entirety by this cautionary statement. This cautionary statement should also be considered in connection with any subsequent written or oral forward-looking statements that Equity or persons acting on Equity’s behalf may issue. Annualized, pro forma, projected and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results.

NON-GAAP FINANCIAL MEASURES

This presentation contains certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of non-GAAP financial measures to GAAP financial measures are provided at the end of this presentation. Numbers in the presentation may not sum due to rounding.



Additional Information for Investors and Shareholders

Additional Information for Investors and Shareholders

The information contained herein does not constitute an offer to sell or a solicitation of an offer to buy any securities or a solicitation of any vote or approval. In connection with the proposed merger of Equity and each of KBC and Adams, Equity will file a registration statement on Form S-4 with the Securities and Exchange Commission (the "SEC") with respect to the proposed merger. Each registration statement will include a proxy statement of KBC, and a proxy statement of Adams, respectively, and will constitute a prospectus of Equity, which KBC and Adams will send to their respective shareholders. Investors and shareholders are advised to read the proxy statement/prospectus when it becomes available because it will contain important information about Equity, KBC and Adams and the proposed transactions.

These documents will contain important information relating to the proposed transactions. When filed, this document and other documents relating to the merger filed by Equity can be obtained free of charge from the SEC's website at www.sec.gov. These documents also can be obtained free of charge by accessing Equity's website at www.equitybank.com under the tab "Investor Relations" and then under "Financials." Alternatively, these documents, when available, can be obtained free of charge from Equity by directing a request to Equity Bancshares, Inc., 7701 East Kellogg, Wichita, Kansas 67207, Attention: John J. Hanley, SVP and Director of Investor Relations, Telephone: (316) 612-6000; or to Kansas Bank Corporation, 1700 North Lincoln Avenue, Liberal, Kansas 67901, Attention: Tina Call, President & CEO, Telephone: (620) 624-1971; or to Adams Dairy Bancshares, Inc. 651 NE Coronado Drive, Blue Springs, Missouri, 64014, Attention: David Chinnery, Chairman & CEO, Telephone: (816) 655-3333.

Participants in the Transactions

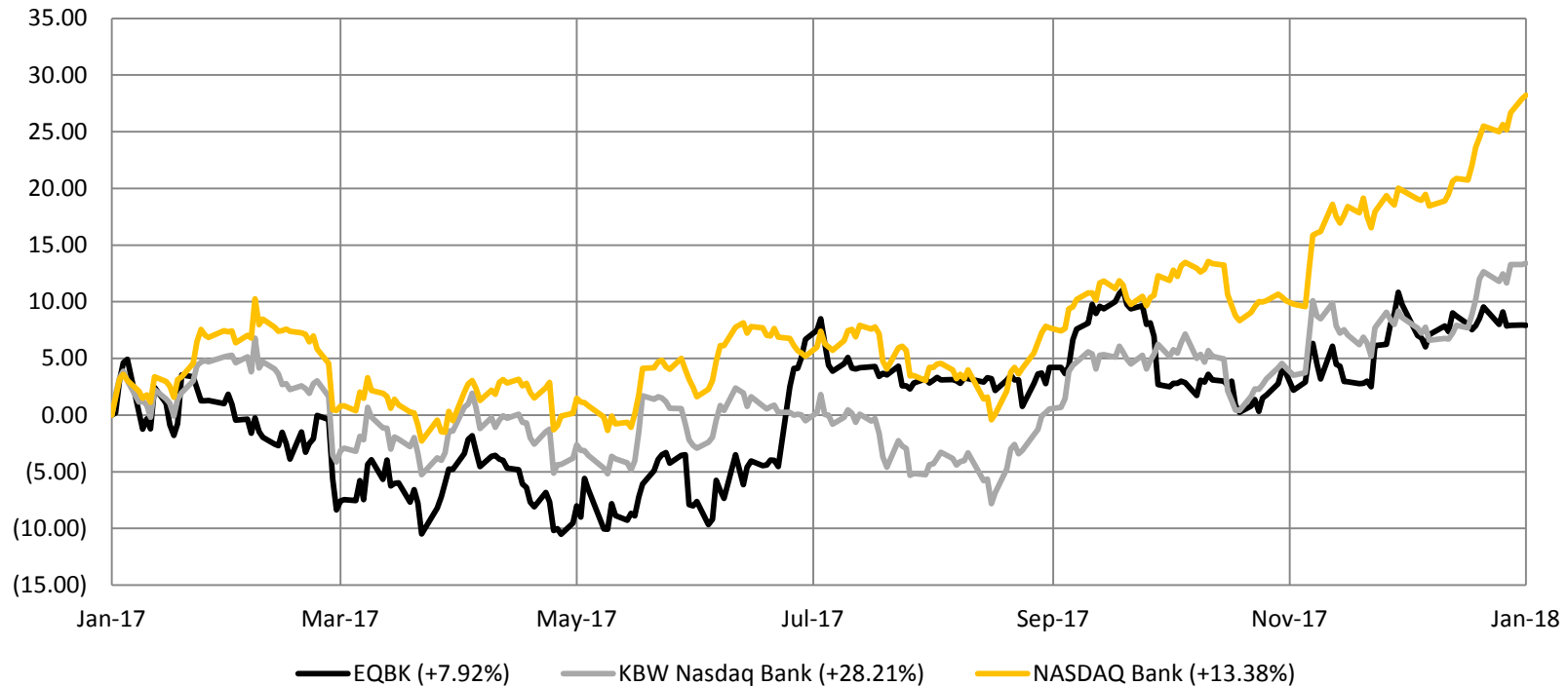
Equity, KBC, Adams, and certain of their respective directors and executive officers may be deemed under the rules of the SEC to be participants in the solicitation of proxies from the respective shareholders of KBC or Adams in connection with the proposed transaction. Certain information regarding the interests of these participants and a description of their direct and indirect interests, by security holdings or otherwise, will be included in the proxy statement/prospectus regarding each of the proposed transactions when it becomes available. Additional information about Equity and its directors and officers may be found in the definitive proxy statement of Equity relating to its 2017 Annual Meeting of Stockholders filed with the SEC on March 22, 2017 and Equity's annual report on Form 10-K for the year ended December 31, 2016 filed with the SEC on March 16, 2017. The definitive proxy statement and annual report can be obtained free of charge from the SEC's website at www.sec.gov.

No Offer or Solicitation

This press release shall not constitute an offer to sell, a solicitation of an offer to sell, or the solicitation or an offer to buy any securities. There will be no sale of securities in any jurisdiction in which such an offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offer of securities shall be made except by means of a prospectus meeting the requirement of Section 10 of the Securities Act of 1933, as amended.

Equity Bancshares – About Us

Recent Price ⁽¹⁾	\$	35.45
Median Consensus Price Target	\$	45.00
Tangible Book Value Per Share ⁽⁴⁾	\$	17.61
Price to 2018 Consensus Earnings ⁽¹⁾⁽²⁾		12.66 x
Price to Tangible Book Value Per Share ⁽¹⁾⁽⁴⁾		2.01 x
Q4 2017 / 2017 Diluted Earnings Per Share (EPS)	\$	0.31 / \$1.62
2018 EPS Consensus ⁽²⁾	\$	2.80
Market Capitalization (\$M) ⁽¹⁾⁽³⁾	\$	514.9 million



- (1) As of January 24, 2018 market closing.
- (2) Median consensus of 2018 analyst earnings expectations as of December 31, 2017, reported as \$2.80 per share.
- (3) Based on 14,605,607 shares outstanding as of December 31, 2017.
- (4) Non-GAAP financial measures. See the non-GAAP reconciliation at the end of this presentation.



About EQBK

Exchange / Ticker	<ul style="list-style-type: none">NASDAQ: EQBK
Market Cap	<ul style="list-style-type: none">14.6 million shares outstanding / \$514.9 million ⁽¹⁾
Total Assets	<ul style="list-style-type: none">\$3.17 billion
YTD ROAA / ROATCE ⁽²⁾	<ul style="list-style-type: none">0.84% / 9.81% Annualized
Efficiency Ratio ⁽²⁾	<ul style="list-style-type: none">61.4% YTD
Locations	<ul style="list-style-type: none">42 branches in Kansas, Missouri, Arkansas and Oklahoma
FTEs	<ul style="list-style-type: none">Approximately 526
Loan Portfolio	<ul style="list-style-type: none">47% of loans in commercial real estate, 18% in residential real estate, and 24% in commercial

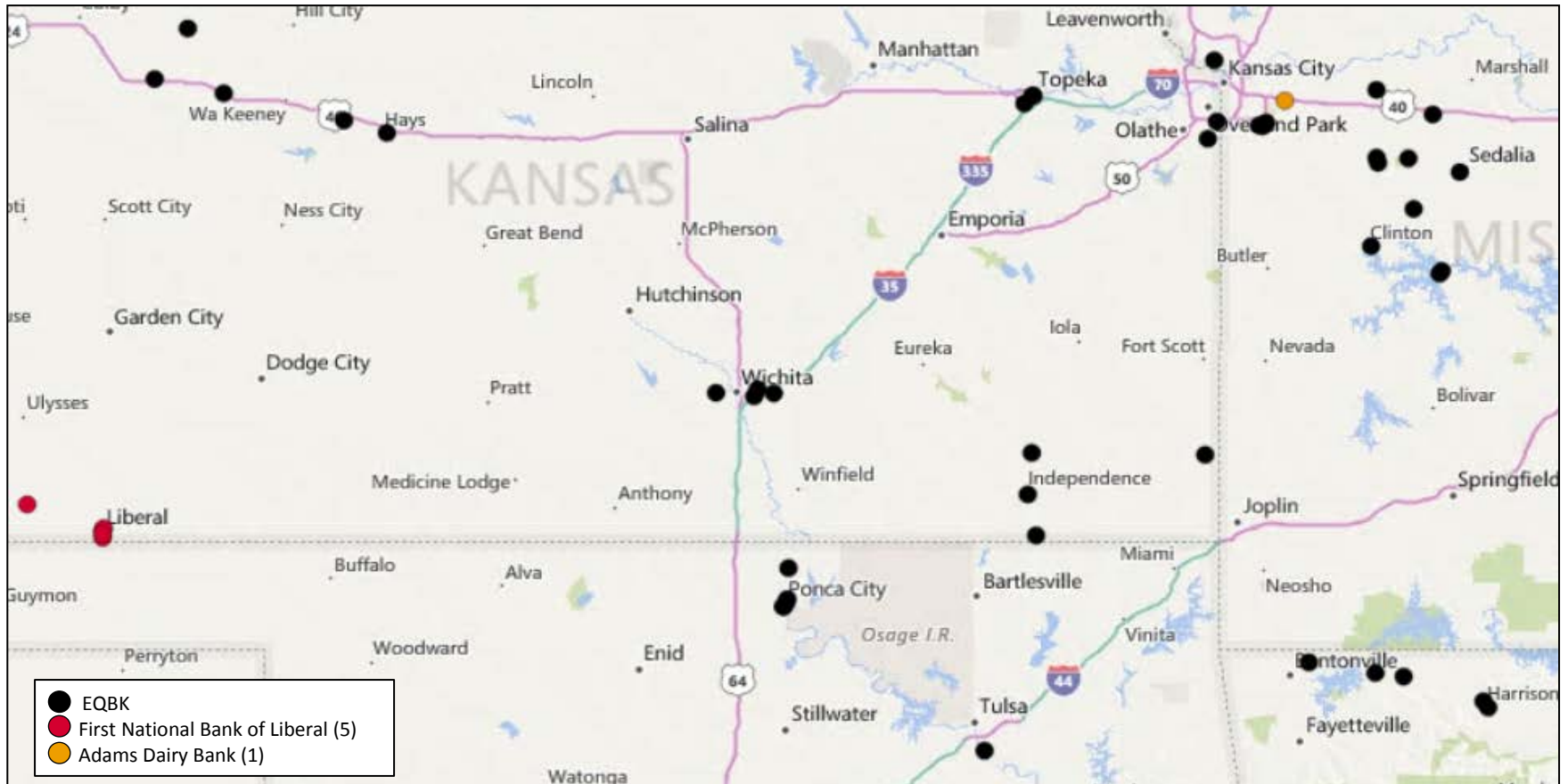
Note: All financial data is as of or for period ended December 31, 2017 unless otherwise noted.

(1) Market Cap calculated based on January 24, 2018 closing price of \$35.45.

(2) Non-GAAP financial measure. See the non-GAAP reconciliation at the end of this presentation.



Pro Forma Footprint & Demographics



Footprint

- 48 branches in 25 counties across 4 states
- Strong strategic positioning, with branches along I-70 and I-35
- Branches clustered around key areas such as Wichita, Topeka, Kansas City, Tulsa, South/West Kansas, North Arkansas and North Oklahoma
- Total population of current markets served of 5.0 million
- Median household income of \$51,356

Unemployment Rates⁽¹⁾

- Kansas: 3.0%
- Missouri: 3.4%
- Arkansas: 3.6%
- Oklahoma: 3.9%
- USA: 3.9%

Key Industries

- Transportation
- Manufacturing
- Healthcare
- Agriculture

2017 Fourth Quarter Highlights

Strategic Positioning

- Announced upcoming mergers with Kansas Bank Corporation of Liberal, Kansas, parent of First National Bank of Liberal/Hugoton and Adams Dairy Bancshares, Inc. of Blue Springs, Missouri, parent company of Adams Dairy Bank.
- Pre-tax income growth ahead of Tax Cuts And Jobs Act

Capital

- Bank level Tier 1 Leverage of 10.04% and Total Capital to Risk Weighted Assets of 12.20%
- Tangible Common Equity to Tangible Assets of 8.42% ⁽¹⁾
- Common share count of 14,605,607, up 2,925,299, or 25%, since December 31, 2016

Balance Sheet Management

- Total Assets at Dec. 31, 2017 of \$3.17 billion; Total Loans of \$2.10 billion, year-over-year growth 52%
- Total Deposits of \$2.38 billion, year-over-year growth of 46%
- Core deposit growth of 9.6% in 2017.
- Capacity for continued growth

Efficiency and NIM Improvement

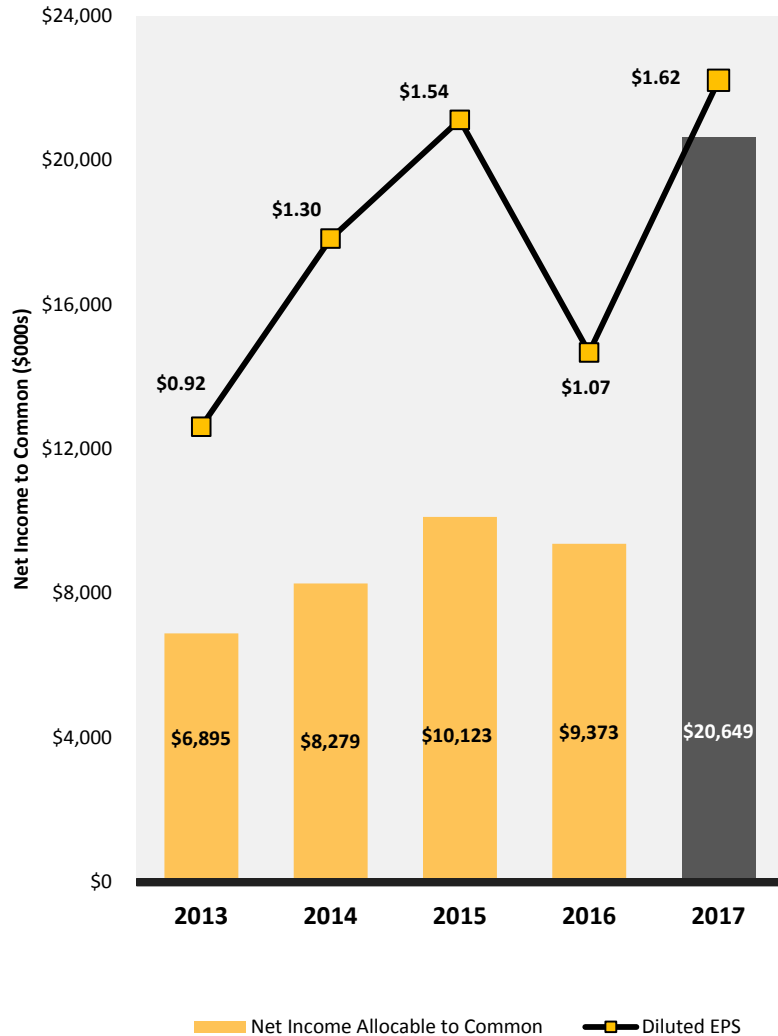
- Expanded annualized core net interest margin year-over-year
- Larger scale offers more efficiency
- Efficiency ratio of 61.4%, compared to 66.7% at Dec. 2016
- Organic growth remains attainable, 9% organic loan growth in 2017

(1) Non-GAAP financial measure. See the non-GAAP reconciliation at the end of this presentation.

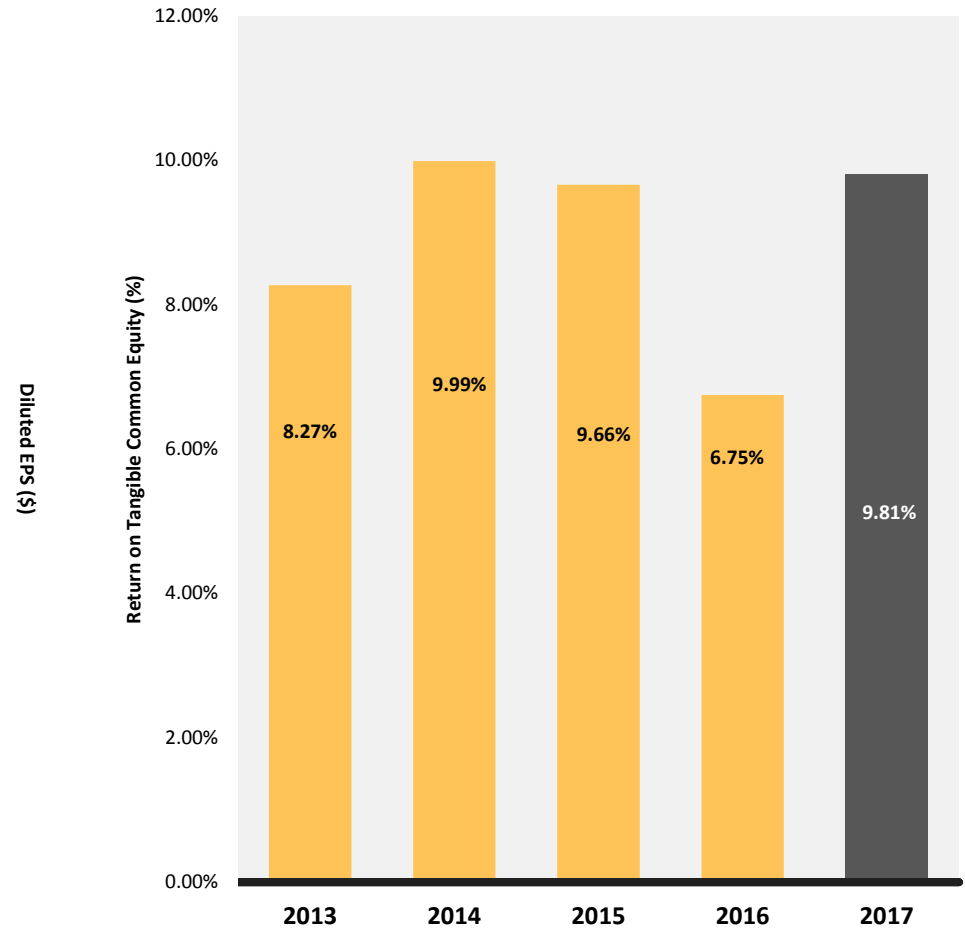


EPS & ROATCE⁽¹⁾

Diluted EPS and Net Income to Common



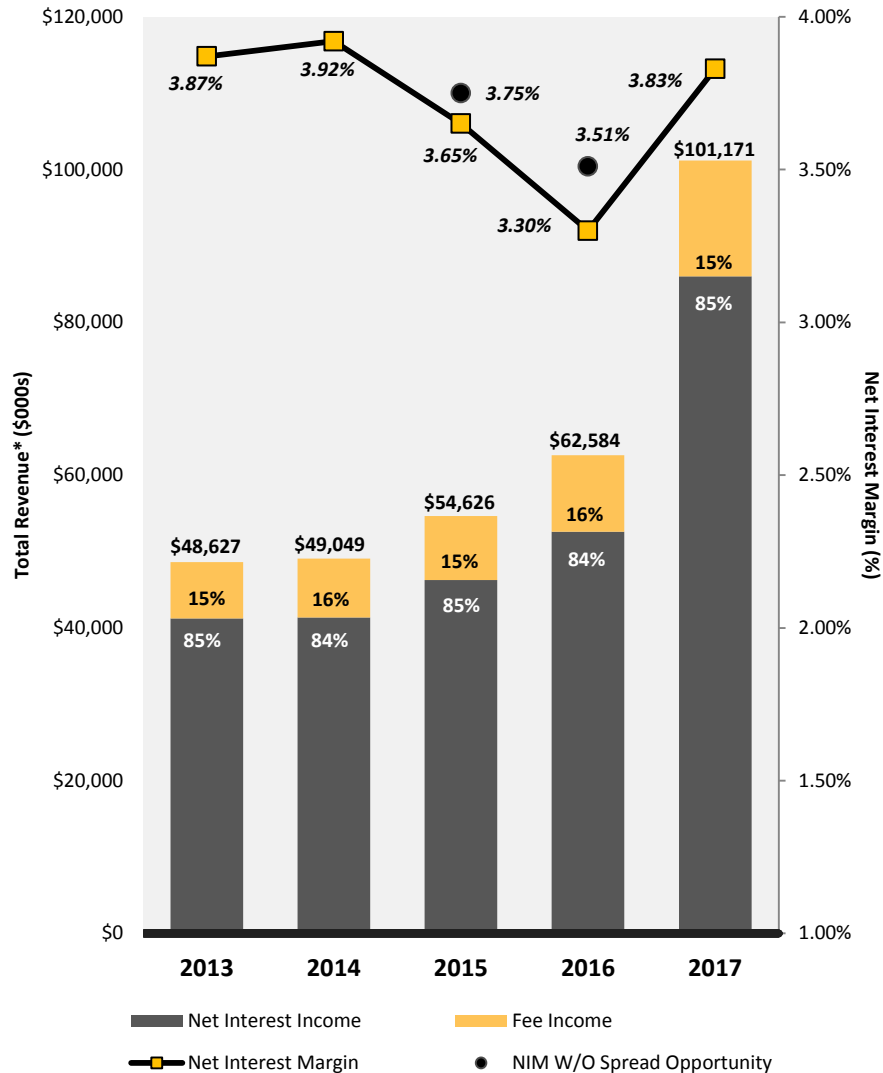
Return on Average Tangible Common Equity⁽¹⁾



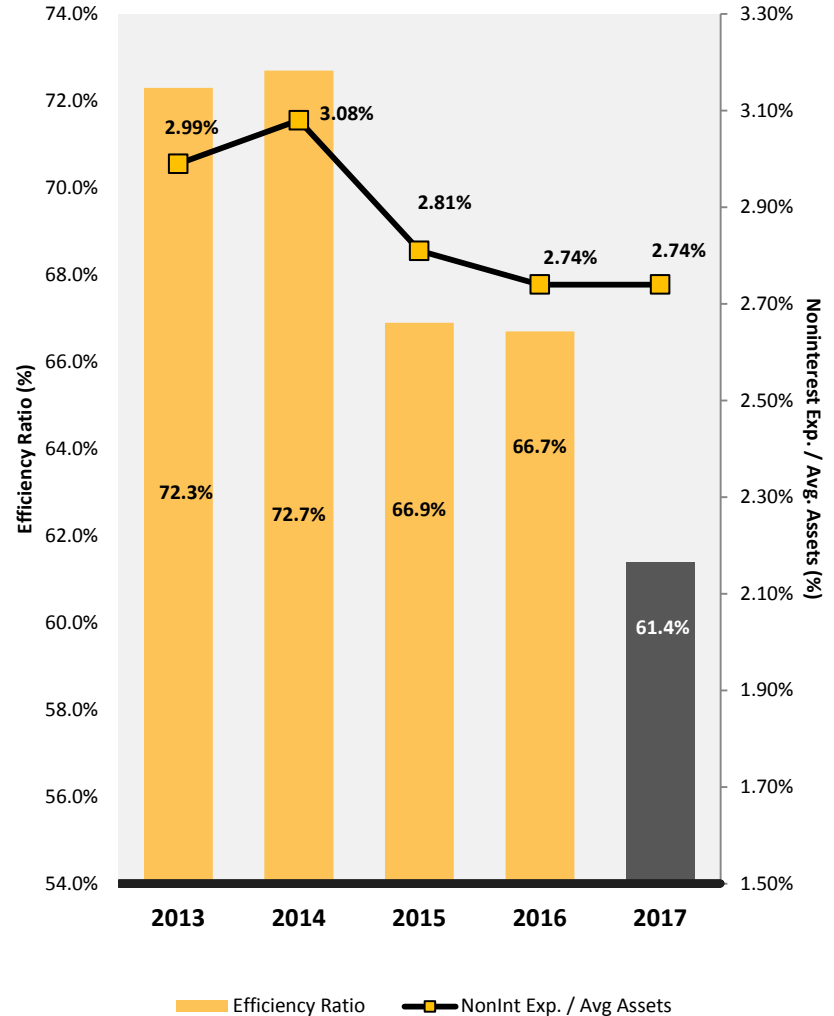
(1) Non-GAAP financial measure. See the non-GAAP reconciliation at the end of this presentation.

Revenue & Efficiency Ratio⁽¹⁾

Income and Margin



Efficiency Ratio⁽¹⁾ & Non Interest Expense/Average Assets



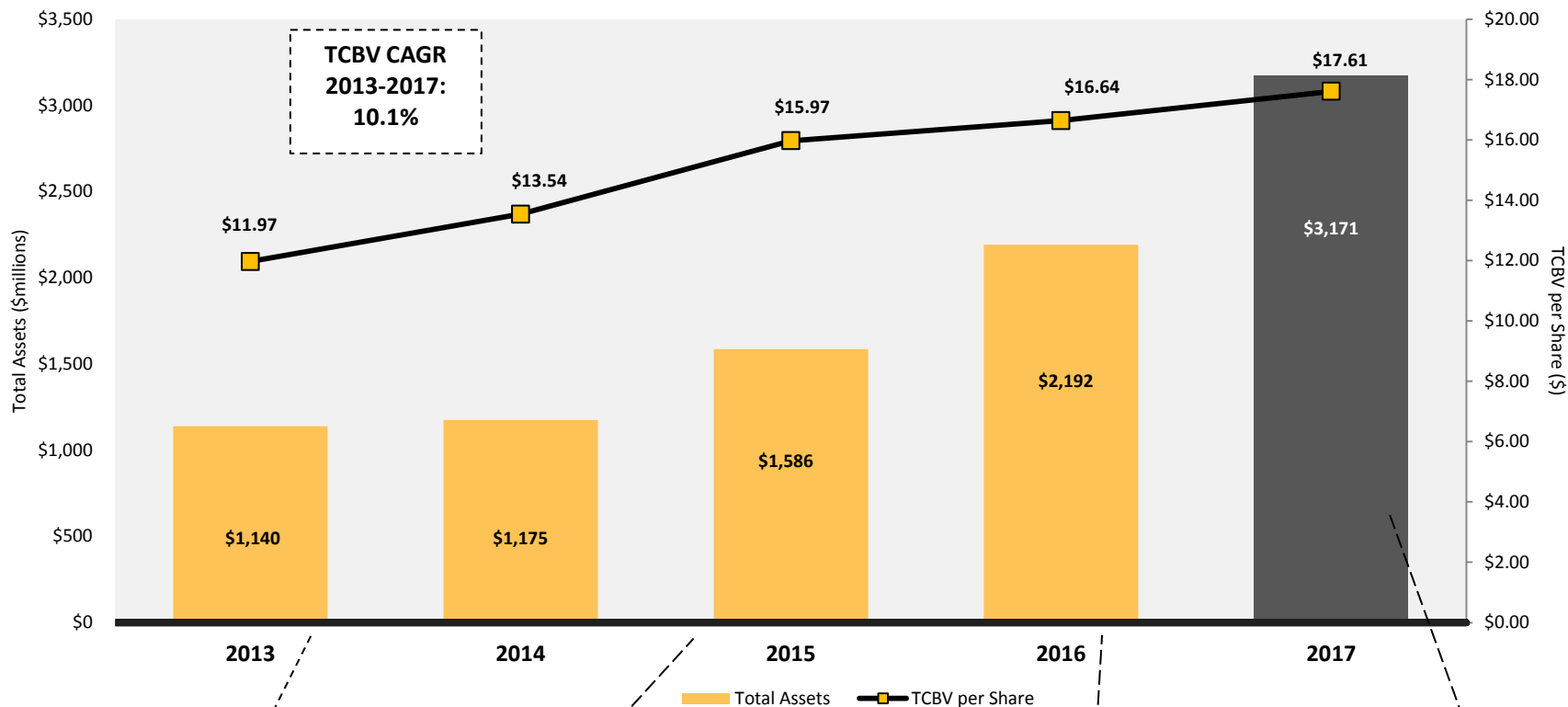
* Excluding net gain on securities transactions and net gain on acquisition.

(1) Non-GAAP financial measure. See the non-GAAP reconciliation at the end of this presentation.



Tangible Common Book Value⁽¹⁾

Tangible Common Book Value per Share⁽¹⁾ and Asset Growth



- 2014:**
- Repurchase 1.3MM shares.
 - Repayment of \$15.54MM of FCB TARP with a Bank stock loan.

- 2015:**
- Acquisition of FFSL.
 - IPO.

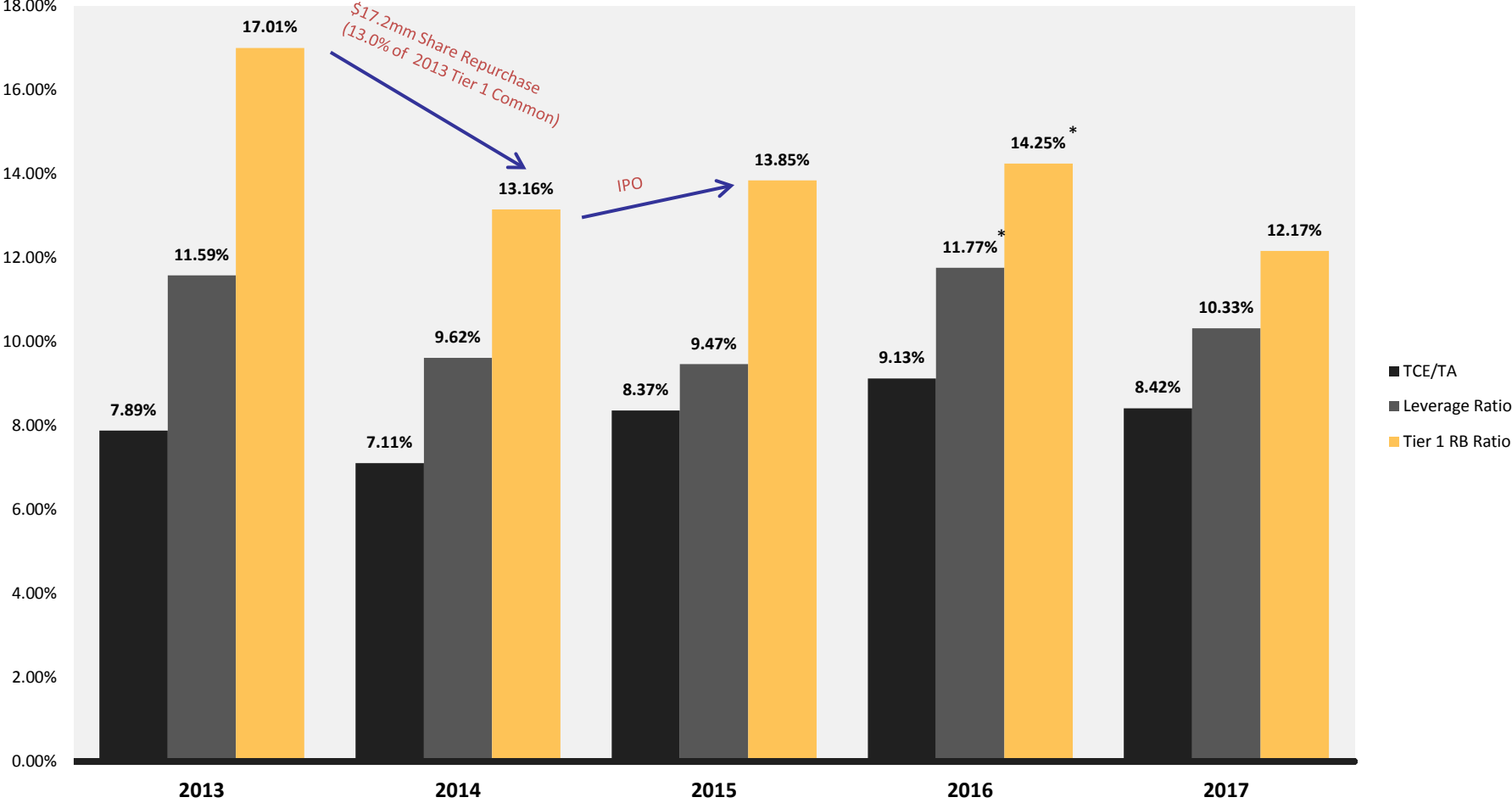
- 2016:**
- Paid off SBLF.
 - Restructured term bank stock loan into LOC.
 - Completed Community First Merger on Nov. 10, 2016
 - Announced Prairie Merger on Oct. 20, 2016
 - Completed PIPE in Dec 2016

- 2017:**
- Completed Prairie Merger on March 10, 2017; Eastman & Patriot Mergers on November 10, 2017
 - Announced mergers with First National Bank and Adams Dairy Bank on December 18, 2017

(1) Non-GAAP financial measure. See the non-GAAP reconciliation at the end of this presentation.



Capital Position Over Time



* Paid off Series C preferred stock in January 2016

Capital

Summary

- All regulatory capital ratios remain above regulatory minimums to be considered “well capitalized”
- Strong relationship with regulators at holding company and bank level
- Efficiently positioned working capital, regulatory capital, and stockholders’ equity

Capital Ratios

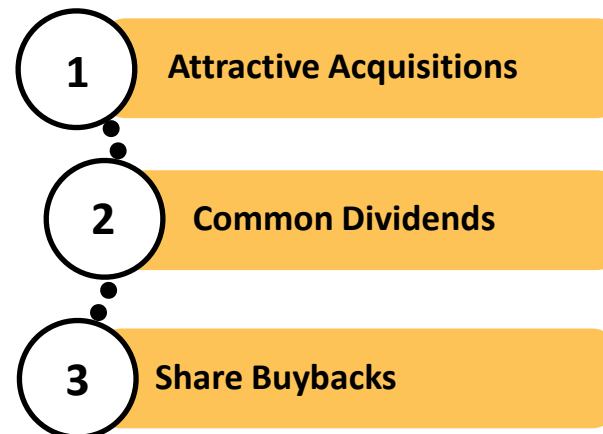
Equity Bancshares, Inc. as of December 31, 2017

	Ratio	Well Capitalized Minimum	Difference to Well Capitalized
Tier 1 capital ratio	12.2%	8.0%	4.2%
Total RBC ratio	12.5%	10.0%	2.5%
Tier 1 leverage ratio	10.3%	5.0%	5.3%
Common equity tier 1	11.6%	6.5%	5.1%
Tangible common equity / tangible assets	8.4%	-	-
Risk-weighted assets (\$M)	\$2,300	-	-

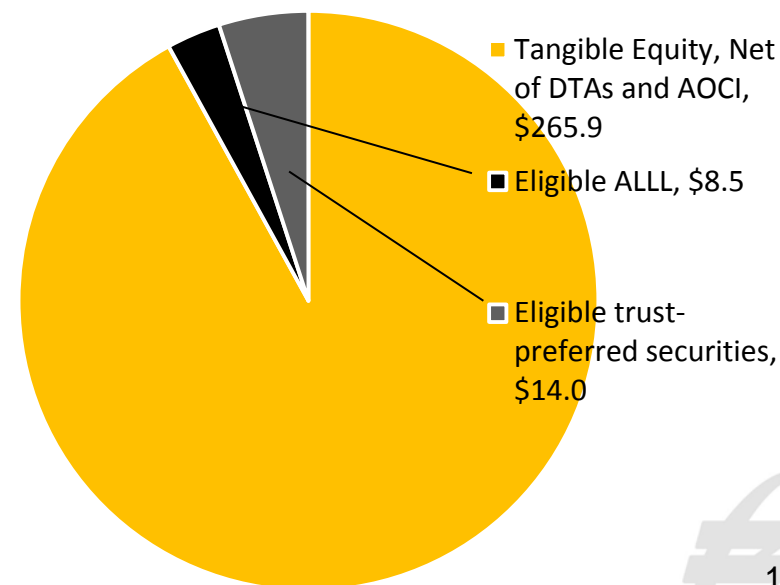
Equity Bank as of December 31, 2017

	Ratio	Well Capitalized Minimum	Difference to Well Capitalized
Tier 1 capital ratio	11.8%	8.0%	3.8%
Total RBC ratio	12.2%	10.0%	2.2%
Tier 1 leverage ratio	10.0%	5.0%	5.0%
Common equity tier 1	11.8%	6.5%	5.3%
Risk-weighted assets (\$M)	\$2,300	-	-

Excess Capital Priorities



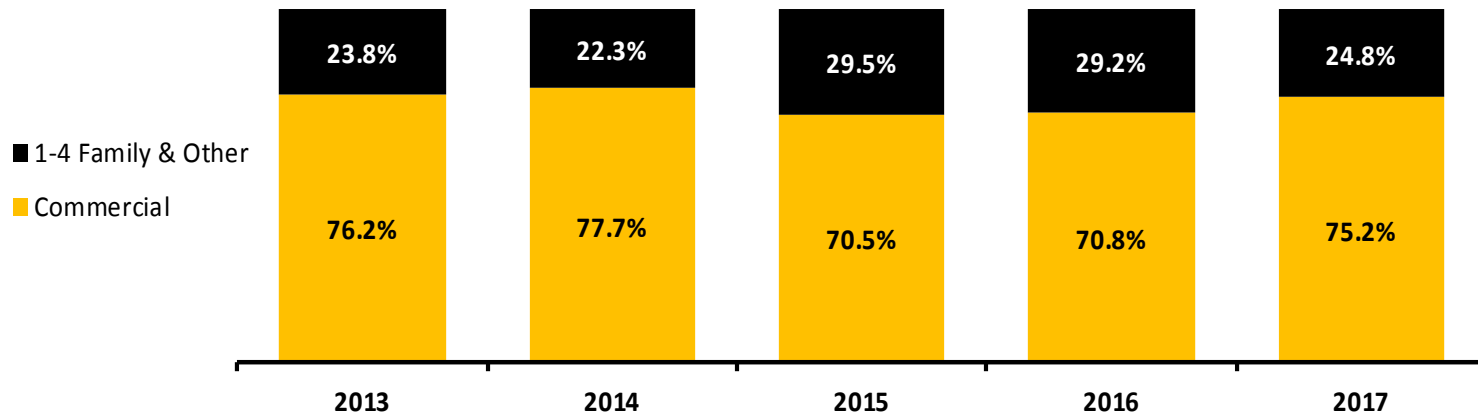
Total Capital Composition (\$M) as of December 31, 2017



Loan Portfolio Composition & Growth

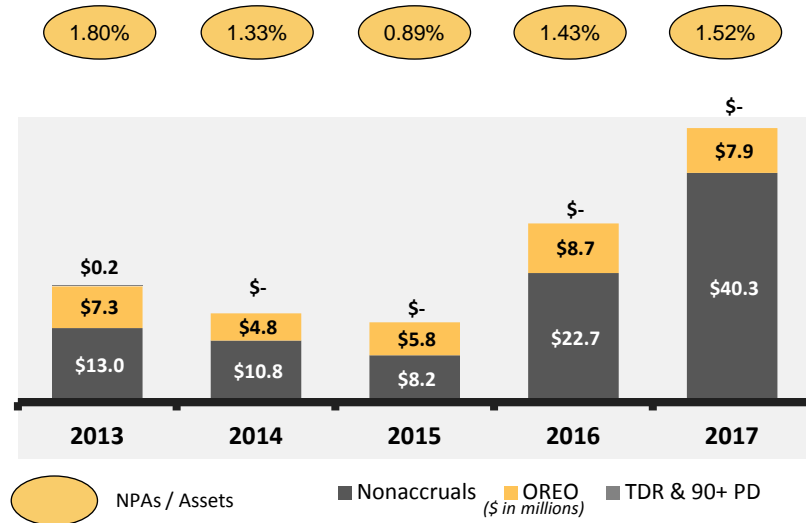
Loan Composition

Loan Composition (\$ in 000s)	2013	2014	2015	2016	2017	'13-'17 CAGR
Commercial Real Estate	\$ 341,512	\$ 364,096	\$ 397,017	\$ 593,108	\$ 987,661	30.41%
Commercial	139,365	183,100	262,032	348,465	507,519	38.14%
Agricultural Real Estate	22,092	17,083	18,180	38,331	86,486	40.66%
Total Commercial	502,969	564,279	677,229	979,904	1,581,666	33.17%
Residential Real Estate	125,395	134,455	250,216	338,387	376,705	31.65%
Consumer	7,961	7,875	17,103	40,902	49,361	57.80%
Agricultural	23,969	19,267	15,807	24,412	95,547	41.30%
Total 1-4 Family & Other	157,325	161,597	283,126	403,701	521,613	34.94%
Total Loans	\$ 660,294	\$ 725,876	\$ 960,355	\$ 1,383,605	\$ 2,103,279	33.59%
Yield on Loans	5.63%	5.63%	5.31%	4.98%	5.43%	

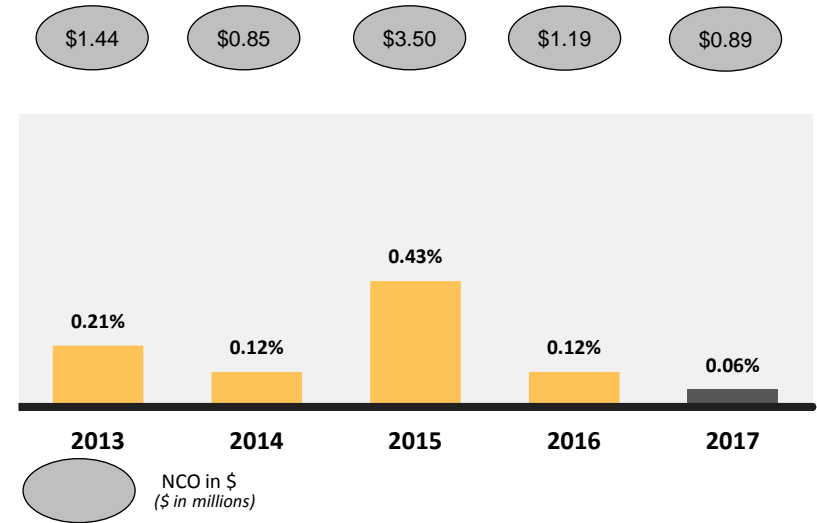


Asset Quality

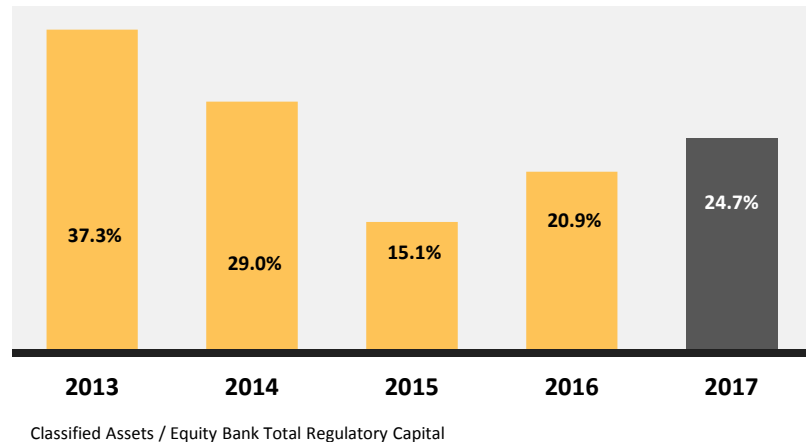
Nonperforming Assets



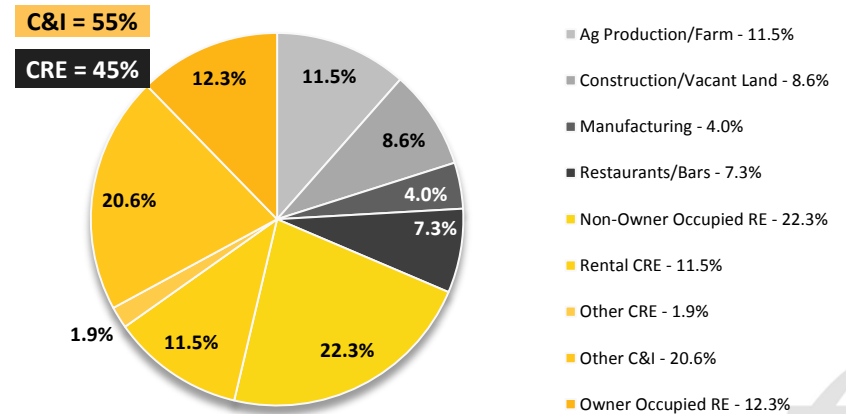
Net Charge Offs (NCO)/ Average Loans



Classified Assets to Total Regulatory Capital



Commercial Loans Outstanding by Concentrations

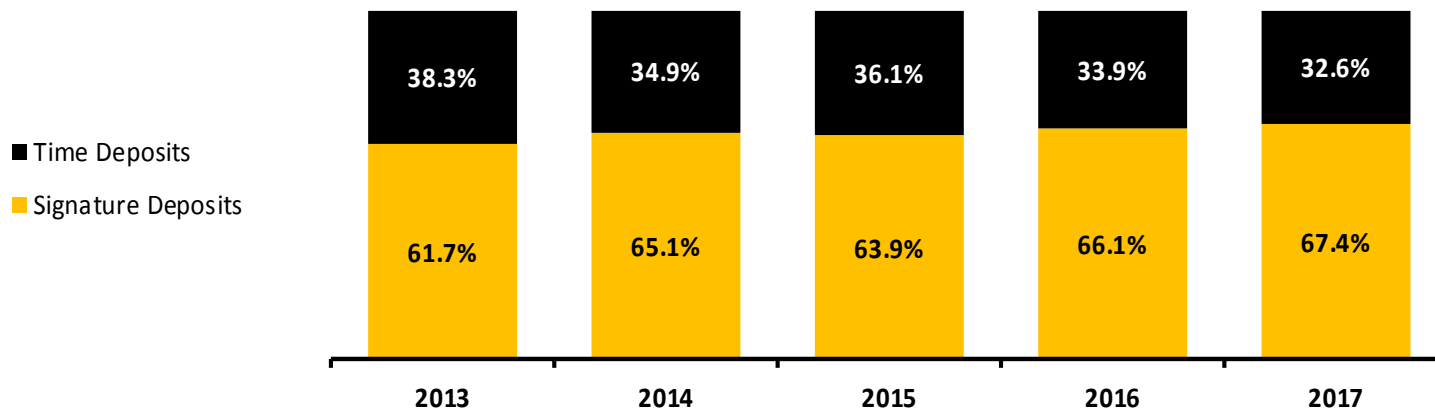


Core Deposit Franchise

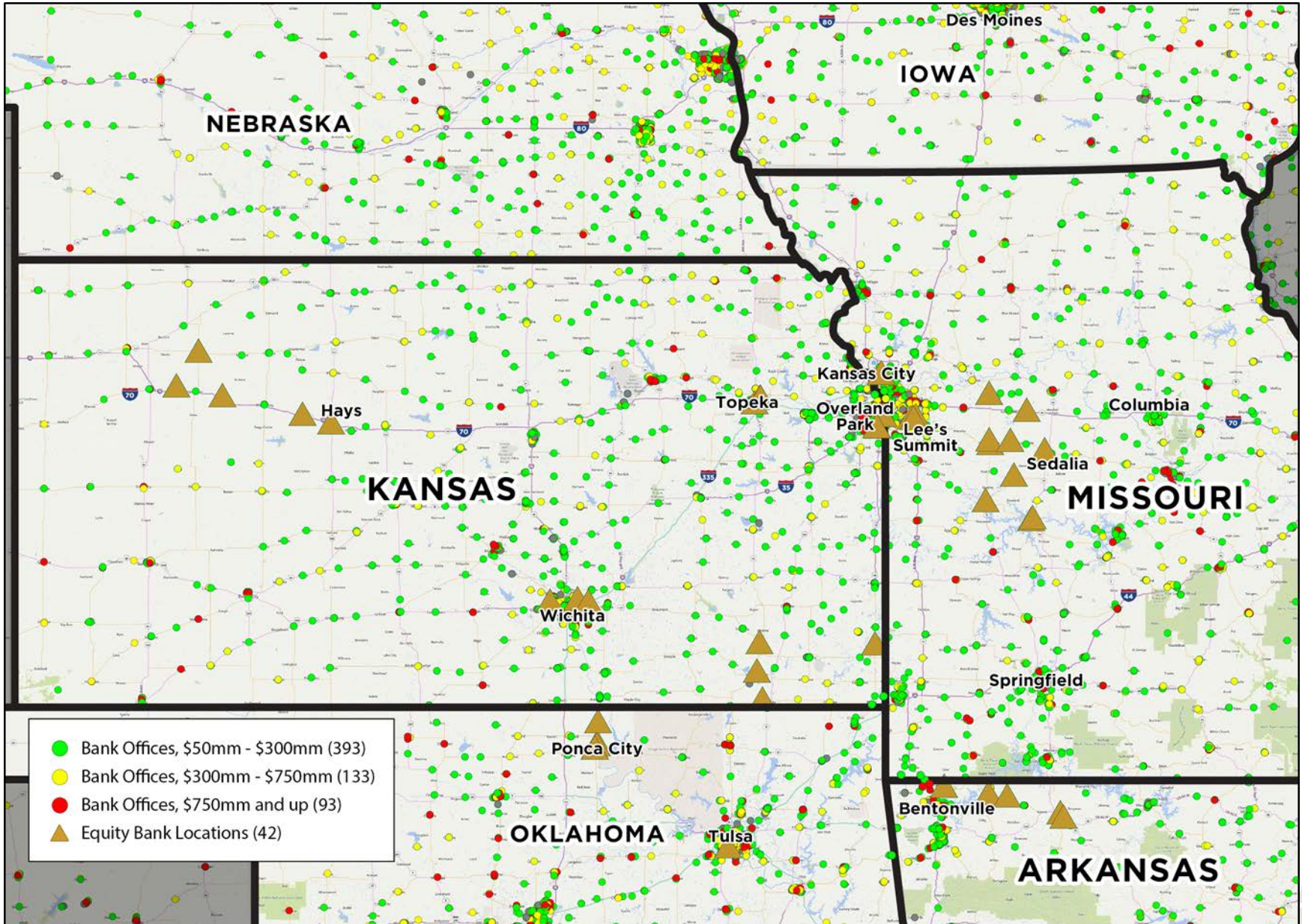
Deposit Portfolio Mix

Deposit Composition (\$ in 000s)	2013	2014	2015	2016	2017	'13-'17 CAGR
Time Deposits	\$ 363,210	\$ 342,160	\$ 438,612	\$ 553,158	\$ 776,499	20.92%
Signature Deposits	584,109	639,017	777,302	1,077,293	1,605,514	28.76%
Total Deposits	\$ 947,319	\$ 981,177	\$ 1,215,914	\$ 1,630,451	\$ 2,382,013	25.93%
Cost of Deposits*	0.53%	0.49%	0.55%	0.65%	0.79%	

* Interest Bearing



Footprint & Targets



Appendix

Experienced Management Team



BRAD ELLIOTT

Chairman & CEO

- Founded Equity Bank in 2002
- Served as Regional President of Sunflower Bank prior to forming Equity Bank
- More than 20 years of banking experience



GREG KOSSOVER

Chief Financial Officer

- Has served as CFO since 2013 and as a Board Director since 2011
- Previously served as president of Physicians Development Group and CEO of Value Place, LLC, growing the latter to more than 150 locations in 25 states



WENDELL BONTRAGER

President, Equity Bank

- Joined Equity Bank February 2017
- Previously Region President of Old National Bank (IN), EVP with Tower Bank (IN)
- More than 25 years of banking experience

Strategic Planning Team

Team Member	Role	Years with EQBK	Years in Banking
Patrick Harbert	EVP, Community Markets, Sales & Service	13	22
Julie Huber	EVP, Strategic Initiatives	13	23
Jennifer Johnson	EVP, Chief Operations Officer	5	31
John Blakeney	EVP, Chief Information Officer	1	30
Rolando Mayans	EVP, Chief Risk Officer	9	24
Beth Money	EVP, Retail Banking Director	8	27
Patrick Salmans	SVP, Human Resources Director	5	21
Mark Parman	SVP, President - Kansas City	4	36
John Hanley	SVP, Director of Marketing, Director of Investor Relations	4	13
Jeremy Machain	SVP, President – Wichita	8	14
Ann Main	SVP, President – Ozark Mountain	1	37
Michael E. Bezanson	SVP, CEO of Tulsa	1	35
Barbara Noyes	VP, Controller	6	31

EQBK Team has 373 Years of Combined Banking Experience

Diverse Market Segments

Diverse market segments with economies based on transportation, manufacturing and healthcare

- Top employers in the region include a diverse range of operations such as telecommunications, professional services, aircraft manufacturing, OEM manufacturing, and transportation.
- Equity Bancshares, including Kansas Bank Corporation and Adams Dairy Bancshares, Inc., ranks in the Top 10 for market share in 17 of 25 counties served and ranks in the Top 5 in 16 of those markets.

Operating Market				As of September 30, 2017		
Rank	Holding Company	Parent City	State	# of Branches	Total Deposits 2017 (\$000)	Market Share (%)
1	UMB Financial Corp.	Kansas City	MO	33	11,303,233	11.24
2	Bank of America Corp.	Charlotte	NC	58	11,207,546	11.14
3	BOK Financial Corp.	Tulsa	OK	34	9,203,552	9.15
4	Commerce Bancshares Inc.	Kansas City	MO	52	7,988,561	7.94
5	Arvest Bank Group Inc.	Bentonville	AR	73	6,064,866	6.03
6	Capitol Federal Financial Inc.	Topeka	KS	36	4,496,449	4.47
7	U.S. Bancorp	Minneapolis	MN	60	3,647,740	3.63
8	INTRUST Financial Corp.	Wichita	KS	34	3,309,319	3.29
9	Equity Bancshares Inc.	Wichita	KS	46	2,604,262	2.59
10	Central Banco. Inc.	Jefferson City	MO	43	2,216,203	2.20
11	CrossFirst Holdings LLC	Leawood	KS	4	1,547,234	1.54
12	Fidelity Financial Corp.	Wichita	KS	14	1,446,937	1.44
13	Valley View Bancshares Inc.	Overland Park	KS	25	1,361,883	1.35
14	Emprise Financial Corp.	Wichita	KS	28	1,254,726	1.25
15	National Bank Holdings Corp.	Greenwood Village	CO	19	1,120,769	1.11
16	Wells Fargo & Co.	San Francisco	CA	8	1,118,854	1.11
17	Prosperity Bancshares Inc.	Houston	TX	10	1,081,797	1.08
18	NASB Financial Inc.	Grandview	MO	7	922,779	0.92
19	BancFirst Corp.	Oklahoma City	OK	13	885,917	0.88
20	CCB Financial Corp.	Kansas City	MO	14	863,060	0.86
Total for Institutions in Market				1,226	100,572,793	100.00

Unemployment by County		11/30/2017	11/30/2016
Benton	AR	2.7	2.8
Boone	AR	3.1	3.4
Carroll	AR	2.8	2.8
Butler	KS	3.4	4.0
Crawford	KS	3.8	4.4
Ellis	KS	2.4	2.9
Gove	KS	2.3	2.5
Johnson	KS	2.8	3.1
Montgomery	KS	4.4	5.7
Sedgwick	KS	3.7	4.3
Seward	KS	3.0	3.9
Stevens	KS	3.2	3.5
Shawnee	KS	3.2	3.7
Sheridan	KS	2.3	2.5
Wilson	KS	4.4	5.9
Benton	MO	4.6	5.0
Henry	MO	3.3	4.0
Jackson	MO	3.7	4.4
Johnson	MO	3.9	3.8
Lafayette	MO	3.0	3.3
Pettis	MO	3.7	3.9
Platte	MO	2.6	3.1
Saline	MO	3.1	3.6
Kay	OK	5.2	6.2
Tulsa	OK	3.8	4.5

Source: SNL Financial, Market Share Data as of September 30, 2017. Employment Data as of August 31, 2017.

Operating Market includes all bank locations and counties in which Equity Bancshares Inc., Kansas Bank Corporation, or Adams Dairy Bancshares, Inc. has deposit market share as of September 30, 2017.

Market Data

Demographics	Kansas	Missouri	Arkansas	Oklahoma	National
Current Population	2,914,920	6,117,659	3,003,556	3,959,551	326,533,070
Historical Population Change (2010-2018)	2.17%	2.15%	3.01%	5.55%	5.76%
Median Household Income (2018)	\$58,348	\$53,831	\$44,901	\$52,112	\$61,045
Projected Household Income Change (2018-2023)	6.65%	8.53%	4.70%	3.43%	8.86%
November 2017 Unemployment Rate	3.0%	3.4%	3.6%	3.9%	3.9%

Major Employers in Equity Bank Footprint

- Boeing
- Cargill Meat Solutions
- Cessna Aircraft Co.
- Spirit AeroSystems Inc.
- Blue Cross and Blue Shield of Kansas and Oklahoma
- Payless Shoe Source
- Hill's Pet Nutrition
- Goodyear Tire Co.
- Jostens Publishing
- Hallmark Cards, Inc.
- H&R Block
- Honeywell
- Sprint
- Garmin
- Teva
- DST Systems Inc.
- Whiteman Airforce Base
- Stahl Specialty Co.
- Western Missouri Medical Center
- HaysMed
- Walmart
- FedEx
- Tyson Foods
- FlexSteel
- Wabash National
- Wichita St. University
- Pittsburg St. University
- Washburn University
- Fort Hays St. University
- University of Central Mo.
- University of Mo-KC
- KU – Edwards/Professional
- Phillips 66
- Albertsons
- Lindsay
- AAON
- QuikTrip
- Williams

Selected Income Statement Data

Delivering earnings growth

Selected Income Statement Data (\$000s)

	2013	2014	2015	2016	2017
Interest income	\$46,845	\$46,794	\$53,028	\$61,799	\$102,693
Interest expense	5,610	5,433	6,766	9,202	16,691
Net interest income	41,235	41,361	46,262	52,597	86,002
Provision for loan losses	2,583	1,200	3,047	2,119	2,953
Net interest income after provision	38,652	40,161	43,215	50,478	83,049
Other income	7,892	8,674	9,802	10,466	15,440
Other expenses	35,137	35,645	38,575	47,075	67,463
Income before income taxes	11,407	13,190	14,442	13,869	31,026
Income taxes	3,534	4,203	4,142	4,495	10,377
Net income	7,873	8,987	10,300	9,374	20,649
Less: dividends and discounts accretion on preferred stock	978	708	177	1	0
Net income allocable to common shareholders	\$6,895	\$8,279	\$10,123	\$9,373	\$20,649

Selected Balance Sheet Data

Demonstrating balance sheet strength

Selected Balance Sheet Data (\$000s)

ASSETS	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017
Cash and cash equivalents ⁽¹⁾	\$24,615	\$37,702	\$62,074	\$38,845	\$55,691
Investment securities ⁽²⁾	354,107	318,314	452,362	578,093	722,107
Net loans	655,027	720,810	958,353	1,382,003	2,111,125
Other assets	106,148	97,689	112,938	193,251	281,586
Total assets	\$1,139,897	\$1,174,515	\$1,585,727	\$2,192,192	\$3,170,509
LIABILITIES & STOCKHOLDERS' EQUITY					
Deposits	\$947,319	\$981,177	\$1,215,914	\$1,630,451	\$2,382,013
Borrowings	43,365	70,370	194,064	293,909	401,652
Other liabilities	9,340	5,239	8,516	9,868	12,700
Total liabilities	1,000,024	1,056,786	1,418,494	1,934,228	2,796,365
Stockholders' Equity	139,873	117,729	167,233	257,964	374,144
Total liabilities and stockholders' equity	\$1,139,897	\$1,174,515	\$1,585,727	\$2,192,192	\$3,170,509

(1) Includes interest-bearing deposits in other banks

(2) Includes Federal Reserve Bank and Federal Home Loan Bank stock

Capitalization

Maintaining a strong regulatory capital position

Ratio	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017
Leverage Ratio	11.59%	9.62%	9.47%	11.81%	10.33%
Tier 1 Risk-Based Capital Ratio	17.01%	13.16%	13.85%	14.25%	12.17%
Total Risk-Based Capital Ratio	17.30%	13.86%	14.35%	14.67%	12.54%
Common Equity Tier-1 Capital to RWA	NA	NA	12.35%	13.34%	11.56%
Tangible Book Value per Common Share ⁽¹⁾	\$11.97	\$13.54	\$15.97	\$16.64	\$17.61

Source: SNL Financial and company documents

(1) Total common equity less goodwill and intangibles divided by shares outstanding as of period end. Non-GAAP financial measure. See the non-GAAP reconciliation at the end of this presentation.



The subsequent tables present non-GAAP reconciliations of the following calculations:

- Tangible Common Equity (TCE) to Tangible Assets (TA) Ratio
- Tangible Book Value per Common Share
- Return on Average Tangible Common Equity (ROATCE)
- Efficiency Ratio

TCE to TA and Tangible Book Value per Share

Non-GAAP Financial Measures (Unaudited)

(Dollars in thousands, except per share data)

	As of and for the years ended				
	December 31, 2017	December 31, 2016	December 31, 2015	December 31, 2014	December 31, 2013
Total stockholders' equity.....	\$ 374,144	\$ 257,964	\$ 167,233	\$ 117,729	\$ 139,873
Less: preferred stock.....	-	-	16,372	16,359	31,892
Less: goodwill.....	104,907	58,874	18,130	18,130	18,130
Less: core deposit intangibles, net.....	10,738	4,715	1,549	1,107	1,470
Less: mortgage servicing asset, net.....	17	23	29	-	-
Less: naming rights, net.....	1,260	-	-	-	-
Tangible common equity.....	\$ 257,222	\$ 194,352	\$ 131,153	\$ 82,133	\$ 88,381
Common shares outstanding at period end (1).....	14,605,607	11,680,308	8,211,727	6,067,511	7,385,603
Book value per common share (1).....	\$ 25.62	\$ 22.09	\$ 18.37	\$ 16.71	\$ 14.62
Tangible book value per common share (1).....	\$ 17.61	\$ 16.64	\$ 15.97	\$ 13.54	\$ 11.97
Total assets.....	\$ 3,170,509	\$ 2,192,192	\$ 1,585,727	\$ 1,174,515	\$ 1,139,897
Less: goodwill.....	104,907	58,874	18,130	18,130	18,130
Less: core deposit intangibles, net.....	10,738	4,715	1,549	1,107	1,470
Less: mortgage servicing asset, net.....	17	23	29	-	-
Less: naming rights, net.....	1,260	-	-	-	-
Tangible assets.....	\$ 3,053,587	\$ 2,128,580	\$ 1,566,019	\$ 1,155,278	\$ 1,120,297
Tangible common equity to tangible assets.....	8.42%	9.13%	8.37%	7.11%	7.89%

(1) Share and per share data includes Class A and Class B common stock issued and outstanding

ROATCE and Efficiency Ratio

Non-GAAP Financial Measures, continued (Unaudited)

(Dollars in thousands, except per share data)	As of and for the years ended				
	December 31, 2017	December 31, 2016	December 31, 2015	December 31, 2014	December 31, 2013
Total average stockholders' equity.....	\$ 293,798	\$ 168,822	\$ 125,808	\$ 123,181	\$ 137,936
Less: average intangible assets and preferred stock.....	76,320	25,882	19,165	37,924	50,646
Average tangible common equity (3).....	\$ 217,478	\$ 142,940	\$ 106,643	\$ 85,257	\$ 87,290
Net income allocable to common stockholders	\$ 20,649	\$ 9,373	\$ 10,123	\$ 8,279	\$ 6,895
Amortization of intangibles.....	1,070	419	275	363	487
Less: tax effect of amortization of intangibles (2).....	375	147	96	127	166
Adjusted net income allocable to common stockholders.....	\$ 21,344	\$ 9,645	\$ 10,302	\$ 8,515	\$ 7,216
Return on average tangible common equity (ROATCE) (4).....	9.81%	6.75%	9.66%	9.99%	8.27%
Non-interest expense.....	\$ 67,463	\$ 47,075	\$ 38,575	\$ 35,645	\$ 35,137
Less: merger expenses.....	5,352	5,294	1,691	-	-
Less: loss on debt extinguishment.....	-	58	316	-	-
Non-interest expense, excluding merger expenses and loss on debt extinguishment.....	\$ 62,111	\$ 41,723	\$ 36,568	\$ 35,645	\$ 35,137
Net interest income.....	\$ 86,002	\$ 52,597	\$ 46,262	\$ 41,361	\$ 41,235
Non-interest income.....	\$ 15,440	\$ 10,466	\$ 9,802	\$ 8,674	\$ 7,892
Less: net gains from securities transactions.....	271	479	756	986	500
Less: net gain on acquisition.....	-	-	682	-	-
Non-interest income, excluding net gains on securities transactions and net gain on acquisition.....	\$ 15,169	\$ 9,987	\$ 8,364	\$ 7,688	\$ 7,392
Efficiency ratio.....	61.39%	66.67%	66.94%	72.67%	72.26%

(1) Share and per share data includes Class A and Class B common stock issued and outstanding

(2) Tax rates used in this calculation were 35% for 2017, 2016, 2015 and 2014 and 34% for 2013

(3) All periods disclosed, except 2017 and 2016, were calculated using a simple average of tangible common equity

(4) Annualized





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