

QCR HOLDINGS INC
Form 10-Q
November 08, 2018
Table of Contents

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 September 30, 2018

☐ 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 0 22208

QCR HOLDINGS, INC.

(Exact name of Registrant as specified in its charter)

| | |
|--|--------------------------------------|
| Delaware | 42-1397595 |
| (State or other jurisdiction of incorporation or organization) | (I.R.S. Employer Identification No.) |

3551 7th Street, Moline, Illinois 61265

(Address of principal executive offices, including zip code)

(309) 736 3580

(Registrant's telephone number, including area code)

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.

Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted 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 such files).

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Yes ☒ No ☐

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

| | | | | | |
|---------------------------|--------------------------|-------------------------------|-------------------------------------|--------------------------|--------------------------|
| Large accelerated filer | <input type="checkbox"/> | Accelerated filer | <input checked="" type="checkbox"/> | Non-accelerated filer | <input type="checkbox"/> |
| Smaller reporting company | <input type="checkbox"/> | Emerging growth company | <input type="checkbox"/> | | |

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

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

Yes ☐ No ☒

Indicate the number of shares outstanding of each of the issuer's classes of common stock as of the latest practicable date: As of November 1, 2018, the Registrant had outstanding 15,673,883 shares of common stock, \$1.00 par value per share.

Table of Contents

QCR HOLDINGS, INC. AND SUBSIDIARIES

TABLE OF CONTENTS

| | Page Number(s) |
|---|-------------------|
| Part I FINANCIAL INFORMATION | |
| Item 1 Consolidated Financial Statements (Unaudited) | |
| <u>Consolidated Balance Sheets</u> <u>As of September 30, 2018 and December 31, 2017</u> | 4 |
| <u>Consolidated Statements of Income</u> <u>For the Three Months Ended September 30, 2018 and 2017</u> | 5 |
| <u>Consolidated Statements of Income</u> <u>For the Nine Months Ended September 30, 2018 and 2017</u> | 6 |
| <u>Consolidated Statements of Comprehensive Income</u> <u>For the Three and Nine Months Ended September 30, 2018 and 2017</u> | 7 |
| <u>Consolidated Statements of Changes in Stockholders' Equity</u> <u>For the Three and Nine Months Ended September 30, 2018 and 2017</u> | 8 |
| <u>Consolidated Statements of Cash Flows</u> <u>For the Nine Months Ended September 30, 2018 and 2017</u> | 10 |
| <u>Notes to Consolidated Financial Statements</u> | 12 |
| <u>Note 1. Summary of Significant Accounting Policies</u> | 12 |
| <u>Note 2. Mergers and Acquisitions</u> | 14 |
| <u>Note 3. Investment Securities</u> | 17 |
| <u>Note 4. Loans/Leases Receivable</u> | 21 |
| <u>Note 5. Derivatives</u> | 31 |
| <u>Note 6. Earnings Per Share</u> | 32 |
| <u>Note 7. Fair Value</u> | 32 |
| <u>Note 8. Business Segment Information</u> | 35 |
| <u>Note 9. Regulatory Capital Requirements</u> | 36 |
| <u>Note 10. Revenue Recognition</u> | 37 |
| <u>Note 11. Subsequent Events - Acquisition</u> | 38 |
| Item 2 <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u> | 39 |
| <u>Introduction</u> | 39 |
| <u>General</u> | 39 |
| <u>Executive Overview</u> | 40 |
| <u>Long-Term Financial Goals</u> | 41 |

| | |
|---|----|
| <u>Strategic Developments</u> | 42 |
| <u>GAAP to Non-GAAP Reconciliations</u> | 43 |
| <u>Net Interest Income (Tax Equivalent Basis)</u> | 45 |
| <u>Critical Accounting Policies</u> | 51 |
| <u>Results of Operations</u> | 52 |
| <u>Interest Income</u> | 52 |

Table of Contents

| | |
|---|--------|
| <u>Interest Expense</u> | 52 |
| <u>Provision for Loan/Lease Losses</u> | 53 |
| <u>Noninterest Income</u> | 53 |
| <u>Noninterest Expense</u> | 56 |
| <u>Income Taxes</u> | 58 |
| <u>Financial Condition</u> | 58 |
| <u>Investment Securities</u> | 59 |
| <u>Loans/Leases</u> | 60 |
| <u>Allowance for Estimated Losses on Loans/Leases</u> | 61 |
| <u>Nonperforming Assets</u> | 63 |
| <u>Deposits</u> | 63 |
| <u>Borrowings</u> | 64 |
| <u>Stockholders' Equity</u> | 65 |
| <u>Liquidity and Capital Resources</u> | 66 |
| <u>Special Note Concerning Forward-Looking Statements</u> | 67 |
| <u>Item 3 Quantitative and Qualitative Disclosures About Market Risk</u> | 69 |
| <u>Item 4 Controls and Procedures</u> | 71 |
| <u>Part II OTHER INFORMATION</u> | 72 |
| <u>Item 1 Legal Proceedings</u> | 72 |
| <u>Item 1A Risk Factors</u> | 72 |
| <u>Item 2 Unregistered Sales of Equity Securities and Use of Proceeds</u> | 72 |
| <u>Item 3 Defaults upon Senior Securities</u> | 72 |
| <u>Item 4 Mine Safety Disclosures</u> | 72 |
| <u>Item 5 Other Information</u> | 72 |
| <u>Item 6 Exhibits</u> | 73 |
| <u>Signatures</u> | 74 |

Throughout this Quarterly Report on Form 10-Q, we use certain acronyms and abbreviations, as defined in Note 1.

Table of Contents

QCR HOLDINGS, INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS (UNAUDITED)

As of September 30, 2018 and December 31, 2017

| | September 30, 2018 | December 31, 2017 |
|---|-----------------------|----------------------|
| Assets | | |
| Cash and due from banks | \$ 73,406,657 | \$ 75,721,663 |
| Federal funds sold | 33,070,000 | 30,197,000 |
| Interest-bearing deposits at financial institutions | 96,590,367 | 55,765,012 |
| Securities held to maturity, at amortized cost | 395,421,195 | 379,474,205 |
| Securities available for sale, at fair value | 255,323,442 | 272,907,907 |
| Total securities | 650,744,637 | 652,382,112 |
| Loans receivable held for sale | 2,557,907 | 645,001 |
| Loans/leases receivable held for investment | 3,650,828,460 | 2,963,840,399 |
| Gross loans/leases receivable | 3,653,386,367 | 2,964,485,400 |
| Less allowance for estimated losses on loans/leases | (43,077,457) | (34,355,728) |
| Net loans/leases receivable | 3,610,308,910 | 2,930,129,672 |
| Bank-owned life insurance | 67,443,063 | 59,059,494 |
| Premises and equipment, net | 73,828,512 | 62,838,255 |
| Restricted investment securities | 28,679,400 | 19,782,525 |
| Other real estate owned, net | 12,203,780 | 13,558,308 |
| Goodwill | 73,618,426 | 28,334,092 |
| Core deposit intangible | 16,136,914 | 9,078,953 |
| Other assets | 56,701,829 | 45,817,687 |
| Total assets | \$ 4,792,732,495 | \$ 3,982,664,773 |
| Liabilities and Stockholders' Equity | | |
| Liabilities: | | |
| Deposits: | | |
| Noninterest-bearing | \$ 802,090,334 | \$ 789,547,696 |
| Interest-bearing | 2,986,186,588 | 2,477,107,360 |
| Total deposits | 3,788,276,922 | 3,266,655,056 |
| Short-term borrowings | 12,929,499 | 13,993,122 |
| Federal Home Loan Bank advances | 359,128,925 | 192,000,000 |
| Other borrowings | 73,950,426 | 66,000,000 |
| Junior subordinated debentures | 37,626,070 | 37,486,487 |
| Other liabilities | 63,433,264 | 53,242,979 |
| Total liabilities | 4,335,345,106 | 3,629,377,644 |

Stockholders' Equity:

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| | | |
|--|------------------|------------------|
| Preferred stock, \$1 par value; shares authorized 250,000 September 2018 and December 2017- No shares issued or outstanding | — | — |
| Common stock, \$1 par value; shares authorized 20,000,000 September 2018 - 15,673,760 shares issued and outstanding December 2017 - 13,918,168 shares issued and outstanding | 15,673,760 | 13,918,168 |
| Additional paid-in capital | 269,373,303 | 189,077,550 |
| Retained earnings | 179,826,524 | 151,962,661 |
| Accumulated other comprehensive loss: | | |
| Securities available for sale | (7,347,979) | (866,223) |
| Derivatives | (138,219) | (805,027) |
| Total stockholders' equity | 457,387,389 | 353,287,129 |
| Total liabilities and stockholders' equity | \$ 4,792,732,495 | \$ 3,982,664,773 |

See Notes to Consolidated Financial Statements (Unaudited)

Table of Contents

QCR HOLDINGS, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

Three Months Ended September 30,

| | 2018 | 2017 |
|---|---------------|---------------|
| Interest and dividend income: | | |
| Loans/leases, including fees | \$ 44,033,687 | \$ 29,245,320 |
| Securities: | | |
| Taxable | 1,521,789 | 1,367,212 |
| Nontaxable | 3,516,550 | 2,862,208 |
| Interest-bearing deposits at financial institutions | 323,636 | 141,331 |
| Restricted investment securities | 329,767 | 172,776 |
| Federal funds sold | 105,042 | 52,018 |
| Total interest and dividend income | 49,830,471 | 33,840,865 |
| Interest expense: | | |
| Deposits | 8,722,555 | 3,556,189 |
| Short-term borrowings | 78,053 | 33,248 |
| Federal Home Loan Bank advances | 1,272,538 | 607,751 |
| Other borrowings | 924,780 | 724,854 |
| Junior subordinated debentures | 519,062 | 362,475 |
| Total interest expense | 11,516,988 | 5,284,517 |
| Net interest income | 38,313,483 | 28,556,348 |
| Provision for loan/lease losses | 6,205,828 | 2,086,436 |
| Net interest income after provision for loan/lease losses | 32,107,655 | 26,469,912 |
| Noninterest income: | | |
| Trust department fees | 2,195,828 | 1,721,401 |
| Investment advisory and management fees | 1,059,413 | 968,452 |
| Deposit service fees | 1,655,529 | 1,522,461 |
| Gains on sales of residential real estate loans, net | 336,679 | 98,409 |
| Gains on sales of government guaranteed portions of loans, net | 46,417 | 91,974 |
| Swap fee income | 1,110,182 | 194,256 |
| Securities losses, net | — | (63,588) |
| Earnings on bank-owned life insurance | 474,426 | 428,002 |
| Debit card fees | 845,740 | 754,803 |
| Correspondent banking fees | 195,450 | 239,060 |
| Other | 889,161 | 746,073 |
| Total noninterest income | 8,808,825 | 6,701,303 |
| Noninterest expense: | | |
| Salaries and employee benefits | 17,432,632 | 13,423,943 |
| Occupancy and equipment expense | 3,318,470 | 2,516,274 |
| Professional and data processing fees | 2,537,027 | 2,950,839 |
| Acquisition costs | 1,292,043 | 407,997 |
| Post-acquisition compensation, transition and integration costs | 493,063 | 522,740 |

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| | | |
|--|--------------|--------------|
| FDIC insurance, other insurance and regulatory fees | 932,746 | 690,894 |
| Loan/lease expense | 369,379 | 257,540 |
| Net income from operations of other real estate | (50,362) | (160,640) |
| Advertising and marketing | 983,762 | 669,923 |
| Bank service charges | 461,656 | 460,153 |
| Correspondent banking expense | 205,121 | 204,189 |
| CDI amortization | 541,665 | 230,867 |
| Other | 1,982,408 | 1,221,028 |
| Total noninterest expense | 30,499,610 | 23,395,747 |
| Net income before income taxes | 10,416,870 | 9,775,468 |
| Federal and state income tax expense | 1,608,035 | 1,921,533 |
| Net income | \$ 8,808,835 | \$ 7,853,935 |
| | | |
| Basic earnings per common share | \$ 0.56 | \$ 0.60 |
| Diluted earnings per common share | \$ 0.55 | \$ 0.58 |
| | | |
| Weighted average common shares outstanding | 15,625,123 | 13,151,350 |
| Weighted average common and common equivalent shares outstanding | 15,922,324 | 13,507,955 |
| | | |
| Cash dividends declared per common share | \$ 0.06 | \$ 0.05 |
| See Notes to Consolidated Financial Statements (Unaudited) | | |

Table of Contents

QCR HOLDINGS, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

Nine Months Ended September 30,

| | 2018 | 2017 |
|---|----------------|---------------|
| Interest and dividend income: | | |
| Loans/leases, including fees | \$ 113,655,270 | \$ 84,571,466 |
| Securities: | | |
| Taxable | 4,671,333 | 3,770,022 |
| Nontaxable | 10,100,598 | 8,198,173 |
| Interest-bearing deposits at financial institutions | 748,953 | 559,697 |
| Restricted investment securities | 776,013 | 435,096 |
| Federal funds sold | 222,814 | 104,778 |
| Total interest and dividend income | 130,174,981 | 97,639,232 |
| Interest expense: | | |
| Deposits | 20,132,044 | 8,779,548 |
| Short-term borrowings | 173,469 | 76,365 |
| Federal Home Loan Bank advances | 3,218,769 | 1,365,433 |
| Other borrowings | 2,375,837 | 2,103,731 |
| Junior subordinated debentures | 1,473,965 | 1,042,227 |
| Total interest expense | 27,374,084 | 13,367,304 |
| Net interest income | 102,800,897 | 84,271,928 |
| Provision for loan/lease losses | 11,046,402 | 6,214,538 |
| Net interest income after provision for loan/lease losses | 91,754,495 | 78,057,390 |
| Noninterest income: | | |
| Trust department fees | 6,490,896 | 5,153,609 |
| Investment advisory and management fees | 3,069,423 | 2,798,886 |
| Deposit service fees | 4,797,385 | 4,297,210 |
| Gains on sales of residential real estate loans, net | 539,266 | 307,360 |
| Gains on sales of government guaranteed portions of loans, net | 404,851 | 1,129,668 |
| Swap fee income | 3,717,761 | 635,353 |
| Securities losses, net | — | (25,124) |
| Earnings on bank-owned life insurance | 1,291,686 | 1,357,049 |
| Debit card fees | 2,456,134 | 2,201,125 |
| Correspondent banking fees | 672,807 | 684,306 |
| Other | 2,822,331 | 2,228,133 |
| Total noninterest income | 26,262,540 | 20,767,575 |
| Noninterest expenses: | | |
| Salaries and employee benefits | 49,214,623 | 39,662,218 |
| Occupancy and equipment expense | 9,516,939 | 7,716,829 |
| Professional and data processing fees | 8,015,966 | 7,374,930 |
| Acquisition costs | 1,798,184 | 407,997 |
| Post-acquisition compensation, transition and integration costs | 658,377 | 522,740 |

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| | | |
|--|---------------|---------------|
| FDIC insurance, other insurance and regulatory fees | 2,529,415 | 1,957,413 |
| Loan/lease expense | 920,215 | 811,362 |
| Net cost of (income from) operations of other real estate | 11,190 | (118,453) |
| Advertising and marketing | 2,430,085 | 1,846,942 |
| Bank service charges | 1,368,318 | 1,331,499 |
| Correspondent banking expense | 614,212 | 604,233 |
| CDI amortization | 1,150,767 | 692,600 |
| Other | 4,504,639 | 3,263,183 |
| Total noninterest expenses | 82,732,930 | 66,073,493 |
| Income before income taxes | 35,284,105 | 32,751,472 |
| Federal and state income tax expense | 5,479,924 | 6,946,555 |
| Net income | \$ 29,804,181 | \$ 25,804,917 |
| | | |
| Basic earnings per common share | \$ 2.06 | \$ 1.96 |
| Diluted earnings per common share | \$ 2.02 | \$ 1.91 |
| | | |
| Weighted average common shares outstanding | 14,477,783 | 13,151,672 |
| Weighted average common and common equivalent shares outstanding | 14,786,777 | 13,509,566 |
| | | |
| Cash dividends declared per common share | \$ 0.18 | \$ 0.15 |
| See Notes to Consolidated Financial Statements (Unaudited) | | |

Table of Contents

QCR HOLDINGS, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (UNAUDITED)

Three and Nine Months Ended September 30, 2018 and 2017

| | Three Months Ended September 30, | |
|---|-------------------------------------|---------------|
| | 2018 | 2017 |
| Net income | \$ 8,808,835 | \$ 7,853,935 |
| Other comprehensive income (loss): | | |
| Unrealized gains (losses) on securities available for sale: | | |
| Unrealized holding gains (losses) arising during the period before tax | (1,652,382) | 289,086 |
| Less reclassification adjustment for gains (losses) included in net income before tax | — | (63,588) |
| | (1,652,382) | 352,674 |
| Unrealized gains (losses) on derivatives: | | |
| Unrealized holding losses arising during the period before tax | 576,559 | (8,446) |
| Less reclassification adjustment for ineffectiveness and caplet amortization before tax | (187,087) | (95,361) |
| | 763,646 | 86,915 |
| Other comprehensive income (loss), before tax | (888,736) | 439,589 |
| Tax expense (benefit) | (276,849) | 165,012 |
| Other comprehensive income (loss), net of tax | (611,887) | 274,577 |
| Comprehensive income | \$ 8,196,948 | \$ 8,128,512 |
| | | |
| | Nine Months Ended September 30, | |
| | 2018 | 2017 |
| Net income | \$ 29,804,181 | \$ 25,804,917 |
| Other comprehensive income (loss): | | |
| Unrealized gains (losses) on securities available for sale: | | |
| Unrealized holding gains (losses) arising during the period before tax | (8,530,983) | 2,057,586 |
| Less reclassification adjustment for gains (losses) included in net income before tax | — | (25,124) |
| Less reclassification adjustment for adoption of ASU 2016-01 | 855,039 | — |
| | (7,675,944) | 2,082,710 |
| Unrealized gains (losses) on derivatives: | | |
| Unrealized holding gains (losses) arising during the period before tax | 404,100 | (186,000) |
| | (89,914) | (354,813) |

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Less reclassification adjustment for ineffectiveness and caplet amortization
before tax

| | | |
|---|---------------|---------------|
| | 494,014 | 168,813 |
| Other comprehensive income (loss), before tax | (7,181,930) | 2,251,523 |
| Tax expense (benefit) | (2,033,882) | 864,468 |
| Other comprehensive income (loss), net of tax | (5,148,048) | 1,387,055 |
| Comprehensive income | \$ 24,656,133 | \$ 27,191,972 |

See Notes to Consolidated Financial Statements (Unaudited)

Table of Contents

QCR HOLDINGS, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY (UNAUDITED)

Three and Nine Months Ended September 30, 2018 and 2017

| | Common Stock | Additional Paid-In Capital | Retained Earnings | Accumulated Other Comprehensive (Loss) | Total |
|---|-----------------|----------------------------------|----------------------|---|----------------|
| Balance | | | | | |
| December 31, 2017 | \$ 13,918,168 | \$ 189,077,550 | \$ 151,962,661 | \$ (1,671,250) | \$ 353,287,129 |
| Net income | — | — | 10,549,961 | — | 10,549,961 |
| Other comprehensive loss, net of tax | — | — | — | (3,201,540) | (3,201,540) |
| Impact of adoption of ASU 2016-01 | — | — | 666,900 | (666,900) | — |
| Common cash dividends declared, \$0.06 per share | — | — | (833,730) | — | (833,730) |
| Issuance of 2,669 shares of common stock as a result of stock purchased under the Employee Stock Purchase Plan | 2,669 | 100,262 | — | — | 102,931 |
| Issuance of 13,074 shares of common stock as a result of stock options exercised | 13,074 | 192,522 | — | — | 205,596 |
| Stock-based compensation expense | — | 495,493 | — | — | 495,493 |
| Restricted stock awards - 6,860 shares of common stock | 6,860 | (6,860) | — | — | — |
| Exchange of 3,814 shares of common stock in connection with payroll taxes for restricted stock and in connection with stock options exercised | (3,814) | (174,109) | — | — | (177,923) |
| Balance, | | | | | |
| March 31, 2018 | \$ 13,936,957 | \$ 189,684,858 | \$ 162,345,792 | \$ (5,539,690) | \$ 360,427,917 |
| Net income | — | — | 10,445,385 | — | 10,445,385 |
| Other comprehensive loss, net of tax | — | — | — | (1,334,621) | (1,334,621) |

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|---|---------------|----------------|----------------|----------------|----------------|
| Common cash dividends declared, \$0.06 per share | — | — | (835,881) | — | (835,881) |
| Issuance of 5,728 shares of common stock as a result of stock purchased under the Employee Stock Purchase Plan | 5,728 | 215,173 | — | — | 220,901 |
| Issuance of 26,641 shares of common stock as a result of stock options exercised | 26,641 | 362,292 | — | — | 388,933 |
| Stock-based compensation expense | — | 291,912 | — | — | 291,912 |
| Restricted stock awards - 3,972 shares of common stock | 3,972 | (3,972) | — | — | — |
| Exchange of 642 shares of common stock in connection with payroll taxes for restricted stock and in connection with stock options exercised | 642 | (17,023) | — | — | (16,381) |
| Balance, June 30, 2018 | \$ 13,973,940 | \$ 190,533,240 | \$ 171,955,296 | \$ (6,874,311) | \$ 369,588,165 |
| Net income | — | — | 8,808,835 | — | 8,808,835 |
| Other comprehensive loss, net of tax | — | — | — | (611,887) | (611,887) |
| Common cash dividends declared, \$0.06 per share | — | — | (937,607) | — | (937,607) |
| Issuance of 1,699,414 shares of common stock, net of issuance costs as a result of merger with Springfield Bancshares | 1,699,414 | 78,831,543 | — | — | 80,530,957 |
| Issuance of 3,205 shares of common stock as a result of stock purchased under the Employee Stock Purchase Plan | 3,205 | 120,396 | — | — | 123,601 |
| Issuance of 1,754 shares of common stock as a result of stock options exercised | 1,754 | 32,300 | — | — | 34,054 |
| | — | 318,906 | — | — | 318,906 |

| | | | | | |
|---|---------------|----------------|----------------|----------------|----------------|
| Stock-based compensation expense | | | | | |
| Restricted stock awards - 5,300 shares of common stock | 5,300 | (5,300) | — | — | — |
| Exchange of 9,853 shares of common stock in connection with payroll taxes for restricted stock and in connection with stock options exercised | (9,853) | (457,782) | — | — | (467,635) |
| Balance | | | | | |
| September 30, 2018 | \$ 15,673,760 | \$ 269,373,303 | \$ 179,826,524 | \$ (7,486,198) | \$ 457,387,389 |

(Continued)

Table of Contents

QCR HOLDINGS, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY (UNAUDITED) - continued

Three and Nine Months Ended September 30, 2018 and 2017

| | Common Stock | Additional Paid-In Capital | Retained Earnings | Accumulated Other Comprehensive (Loss) | Total |
|---|-----------------|----------------------------------|----------------------|---|----------------|
| Balance | | | | | |
| December 31, 2016 | \$ 13,106,845 | \$ 156,776,642 | \$ 118,616,901 | \$ (2,459,589) | \$ 286,040,799 |
| Net income | — | — | 9,184,965 | — | 9,184,965 |
| Other comprehensive loss, net of tax | — | — | — | 410,739 | 410,739 |
| Common cash dividends declared, \$0.05 per share | — | — | (656,574) | — | (656,574) |
| Issuance of 3,573 shares of common stock as a result of stock purchased under the Employee Stock Purchase Plan | 3,573 | 83,091 | — | — | 86,664 |
| Issuance of 44,284 shares of common stock as a result of stock options exercised | 44,284 | 630,290 | — | — | 674,574 |
| Stock-based compensation expense | — | 388,753 | — | — | 388,753 |
| Restricted stock awards - 13,289 shares of common stock | 13,289 | (13,289) | — | — | — |
| Exchange of 6,772 shares of common stock in connection with payroll taxes for restricted stock and in connection with stock options exercised | (6,772) | (283,518) | — | — | (290,290) |
| Balance, March 31, 2017 | \$ 13,161,219 | \$ 157,581,969 | \$ 127,145,292 | \$ (2,048,850) | \$ 295,839,630 |
| Net income | — | — | 8,766,017 | — | 8,766,017 |
| Other comprehensive loss, net of tax | — | — | — | 701,739 | 701,739 |
| Common cash dividends declared, | — | — | (657,003) | — | (657,003) |

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| | | | | | |
|-------------------------|---------------|----------------|----------------|----------------|----------------|
| \$0.05 per share | | | | | |
| Issuance of 4,582 | | | | | |
| shares of common | | | | | |
| stock as a result of | | | | | |
| stock purchased under | | | | | |
| the Employee Stock | | | | | |
| Purchase Plan | 4,582 | 170,061 | — | — | 174,643 |
| Issuance of 8,027 | | | | | |
| shares of common | | | | | |
| stock as a result of | | | | | |
| stock options | | | | | |
| exercised | 8,027 | 109,392 | — | — | 117,419 |
| Stock-based | | | | | |
| compensation expense | — | 168,314 | — | — | 168,314 |
| Restricted stock | | | | | |
| awards - 2,000 shares | | | | | |
| of common stock | 2,000 | (2,000) | — | — | — |
| Exchange of 594 | | | | | |
| shares of common | | | | | |
| stock in connection | | | | | |
| with payroll taxes for | | | | | |
| restricted stock and in | | | | | |
| connection with stock | | | | | |
| options exercised | (594) | (26,730) | — | — | (27,324) |
| Balance, June 30, 2017 | \$ 13,175,234 | \$ 158,001,006 | \$ 135,254,306 | \$ (1,347,111) | \$ 305,083,435 |
| Net income | — | — | 7,853,935 | — | 7,853,935 |
| Other comprehensive | | | | | |
| income, net of tax | — | — | — | 274,577 | 274,577 |
| Common cash | | | | | |
| dividends declared, | | | | | |
| \$0.05 per share | — | — | (658,110) | — | (658,110) |
| Issuance of 2,319 | | | | | |
| shares of common | | | | | |
| stock as a result of | | | | | |
| stock purchased under | | | | | |
| the Employee Stock | | | | | |
| Purchase Plan | 2,319 | 88,052 | — | — | 90,371 |
| Issuance of 19,906 | | | | | |
| shares of common | | | | | |
| stock as a result of | | | | | |
| stock options | | | | | |
| exercised | 19,906 | 73,915 | — | — | 93,821 |
| Stock-based | | | | | |
| compensation expense | — | 300,599 | — | — | 300,599 |
| Restricted stock | | | | | |
| awards - 4,500 shares | | | | | |
| of common stock | 4,500 | (4,500) | — | — | — |
| Balance | | | | | |
| September 30, 2017 | \$ 13,201,959 | \$ 158,459,072 | \$ 142,450,131 | \$ (1,072,534) | \$ 313,038,628 |

See Notes to Consolidated Financial Statements (Unaudited)

Table of Contents

QCR HOLDINGS, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

Nine Months Ended September 30, 2018 and 2017

| | 2018 | 2017 |
|---|------------------|------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Net income | \$ 29,804,181 | \$ 25,804,917 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Depreciation | 3,256,799 | 2,810,971 |
| Provision for loan/lease losses | 11,046,402 | 6,214,538 |
| Stock-based compensation expense | 1,106,311 | 857,666 |
| Deferred compensation expense accrued | 1,453,042 | 1,098,741 |
| Losses (gains) on other real estate owned, net | 48,598 | (154,743) |
| Amortization of premiums on securities, net | 1,201,320 | 1,330,946 |
| Securities losses, net | — | 25,124 |
| Loans originated for sale | (39,923,078) | (40,423,117) |
| Proceeds on sales of loans | 38,954,289 | 42,705,325 |
| Gains on sales of residential real estate loans | (539,266) | (307,360) |
| Gains on sales of government guaranteed portions of loans | (404,851) | (1,129,668) |
| Amortization of core deposit intangible | 1,150,767 | 692,600 |
| Accretion of acquisition fair value adjustments, net | (2,951,021) | (4,063,435) |
| Increase in cash value of bank-owned life insurance | (1,291,686) | (1,357,049) |
| Increase (decrease) in other assets | (8,292,864) | 1,666,921 |
| Decrease (increase) in other liabilities | 2,252,939 | (8,610,333) |
| Net cash provided by operating activities | \$ 36,871,882 | \$ 27,162,044 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Net decrease (increase) in federal funds sold | (2,873,000) | 1,689,000 |
| Net decrease in interest-bearing deposits at financial institutions | 22,099,041 | 22,727,542 |
| Proceeds from sales of other real estate owned | 1,288,208 | 829,213 |
| Activity in securities portfolio: | | |
| Purchases | (66,419,802) | (103,509,208) |
| Calls, maturities and redemptions | 22,915,126 | 40,435,714 |
| Paydowns | 36,279,229 | 30,123,674 |
| Sales | 1,938,043 | 21,969,870 |
| Activity in restricted investment securities: | | |
| Purchases | (5,351,875) | (3,788,275) |
| Redemptions | 109,200 | 199,900 |
| Net increase in loans/leases originated and held for investment | (208,737,932) | (269,891,345) |
| Purchase of premises and equipment | (7,112,494) | (4,045,217) |
| Net cash paid for SFC Bank acquisition | (3,747,209) | — |
| Cash prepaid for Guaranty Bank acquisition | — | (7,803,420) |
| Net cash used in investing activities | \$ (209,613,465) | \$ (271,062,552) |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | |

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| | | |
|--|----------------|----------------|
| Net increase in deposit accounts | 82,308,885 | 225,109,315 |
| Net decrease in short-term borrowings | (2,207,101) | (23,960,582) |
| Activity in Federal Home Loan Bank advances: | | |
| Term advances | — | 1,600,000 |
| Calls and maturities | (27,000,000) | (6,000,000) |
| Net change in short-term and overnight advances | 120,330,000 | 35,955,000 |
| Activity in other borrowings: | | |
| Proceeds from other borrowings | 9,000,000 | 7,000,000 |
| Calls, maturities and scheduled principal payments | (10,612,500) | (9,500,000) |
| Payment of cash dividends on common stock | (2,362,486) | (1,836,150) |
| Proceeds from issuance of common stock, net | 969,779 | 1,237,492 |
| Net cash provided by financing activities | \$ 170,426,577 | \$ 229,605,075 |
| Net decrease in cash and due from banks | (2,315,006) | (14,295,433) |
| Cash and due from banks, beginning | 75,721,663 | 70,569,993 |
| Cash and due from banks, ending | \$ 73,406,657 | \$ 56,274,560 |

(Continued)

Table of Contents

QCR HOLDINGS, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED) - continued

Nine Months Ended September 30, 2018 and 2017

| | 2018 | 2017 |
|---|----------------|---------------|
| Supplemental disclosure of cash flow information, cash payments (receipts) for: | | |
| Interest | \$ 23,102,221 | \$ 13,140,273 |
| Income/franchise taxes | \$ (1,099,902) | \$ 10,881,610 |
| Supplemental schedule of noncash investing activities: | | |
| Change in accumulated other comprehensive income, unrealized gains on securities available for sale and derivative instruments, net | \$ (5,148,048) | \$ 1,387,055 |
| Exchange of shares of common stock in connection with payroll taxes for restricted stock and in connection with stock options exercised | \$ (661,939) | \$ (314,614) |
| Transfers of loans to other real estate owned | \$ 46,243 | \$ 286,212 |
| Due to broker for purchases of securities | \$ — | \$ 1,300,000 |
| Dividends payable | \$ 937,606 | \$ 658,110 |
| Decrease in the fair value of interest rate swap assets and liabilities | \$ 2,440,649 | \$ 264,721 |
| Transfer of equity securities from securities available for sale to other assets at fair value | \$ 2,614,261 | \$ — |
| Supplemental disclosure of cash flow information for acquisitions: | | |
| Fair value of assets acquired: | | |
| Cash and due from banks | \$ 4,586,326 | \$ — |
| Interest-bearing deposits at financial institutions | 62,924,396 | — |
| Securities | 4,845,441 | — |
| Loans receivable, net | 477,336,699 | — |
| Bank-owned life insurance | 7,091,883 | — |
| Premises and equipment, net | 6,091,978 | — |
| Restricted investment securities | 3,654,200 | — |
| Core deposit intangible | 8,208,728 | — |
| Other assets | 989,056 | — |
| Total assets acquired | \$ 575,728,707 | \$ — |
| Fair value of liabilities assumed: | | |
| Deposits | \$ 439,579,328 | \$ — |
| Short-term borrowings | 1,143,478 | — |
| FHLB advances | 73,610,427 | — |
| Other borrowings | 9,543,810 | — |
| Other liabilities | 8,408,464 | — |
| Total liabilities assumed | 532,285,507 | — |
| Net assets acquired | \$ 43,443,200 | \$ — |
| Consideration paid: | | |
| Cash paid * | \$ 8,333,535 | \$ — |
| Common stock | 80,637,194 | — |

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| | | |
|--------------------------|---------------|------|
| Total consideration paid | 88,970,729 | — |
| Goodwill | \$ 45,527,529 | \$ — |

* Net cash paid at closing totaled \$3,747,209

See Notes to Consolidated Financial Statements (Unaudited)

Table of Contents

Part I

Item 1

QCR HOLDINGS, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

September 30, 2018

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation: The interim unaudited consolidated financial statements contained herein should be read in conjunction with the audited consolidated financial statements and accompanying notes to the consolidated financial statements for the fiscal year ended December 31, 2017, included in the Company's Annual Report on Form 10-K filed with the SEC on March 12, 2018. Accordingly, footnote disclosures, which would substantially duplicate the disclosures contained in the audited consolidated financial statements, have been omitted.

The financial information of the Company included herein has been prepared in accordance with GAAP for interim financial reporting and has been prepared pursuant to the rules and regulations for reporting on Form 10-Q and Rule 10-01 of Regulation S-X. Such information reflects all adjustments (consisting of normal recurring adjustments) that are, in the opinion of management, necessary for a fair presentation of the financial position and results of operations for the periods presented. Any differences appearing between the numbers presented in financial statements and management's discussion and analysis are due to rounding. The results of the interim period ended September 30, 2018 are not necessarily indicative of the results expected for the year ending December 31, 2018, or for any other period.

The acronyms and abbreviations identified below are used throughout this Quarterly Report on Form 10-Q. It may be helpful to refer back to this page as you read this report.

| | |
|---|--|
| Allowance: Allowance for estimated losses on loans/leases | Guaranty: Guaranty Bankshares, Ltd. |
| AOI: Accumulated other comprehensive income (loss) | Guaranty Bank: Guaranty Bank and Trust Company |
| AFS: Available for sale | HTM: Held to maturity |
| ASC: Accounting Standards Codification | m2: m2 Lease Funds, LLC |
| ASU: Accounting Standards Update | NIM: Net interest margin |
| Bates Companies: Bates Financial Advisors, Inc., Bates Financial Services, Inc., Bates Securities, Inc. and Bates Financial Group, Inc. | NPA: Nonperforming asset |
| BOLI: Bank-owned life insurance | NPL: Nonperforming loan |
| Caps: Interest rate cap derivatives | OREO: Other real estate owned |
| CDI: Core deposit intangible | OTTI: Other-than-temporary impairment |
| Community National: Community National Bancorporation | PCI: Purchased credit impaired |
| CRBT: Cedar Rapids Bank & Trust Company | Provision: Provision for loan/lease losses |
| CRE: Commercial real estate | QCBT: Quad City Bank & Trust Company |
| CSB: Community State Bank | RB&T: Rockford Bank & Trust Company |
| C&I: Commercial and industrial | ROAA: Return on Average Assets |
| Dodd-Frank Act: Dodd-Frank Wall Street Reform and | SBA: U.S. Small Business Administration |
| | SEC: Securities and Exchange Commission |
| | SFC Bank: Springfield First Community Bank |

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| | |
|---|--|
| Consumer Protection Act | Springfield Bancshares: Springfield Bancshares, Inc. |
| EPS: Earnings per share | TA: Tangible assets |
| Exchange Act: Securities Exchange Act of 1934, as amended | Tax Act: Tax Cuts and Jobs Act of 2017 |
| FASB: Financial Accounting Standards Board | TCE: Tangible common equity |
| FDIC: Federal Deposit Insurance Corporation | TDRs: Troubled debt restructurings |
| FHLB: Federal Home Loan Bank | TEY: Tax equivalent yield |
| FRB: Federal Reserve Bank of Chicago | The Company: QCR Holdings, Inc. |
| GAAP: Generally Accepted Accounting Principles | USDA: U.S. Department of Agriculture |

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries which include the accounts of five commercial banks: QCBT, CRBT, CSB, RB&T and SFC Bank. All are state-chartered commercial banks and all are members of the Federal Reserve system. The Company also engages in direct financing lease contracts through m2, a wholly-owned subsidiary of QCBT. All material intercompany transactions and balances have been eliminated in consolidation.

The acquisition of Guaranty Bank, headquartered in Cedar Rapids, Iowa occurred on October 2, 2017 and Guaranty Bank was merged into CRBT on December 2, 2017. The financial results for the periods since acquisition are included in this report. See Note 2 of the Company's Annual Report on Form 10 K for the year ended December 31, 2017 for additional information about the acquisition.

The merger with Springfield Bancshares occurred on July 1, 2018; therefore, the financial results for the period since acquisition is included in this report. See Note 2 to the Consolidated Financial Statements for additional information about the merger.

Recent accounting developments: In May 2014, FASB issued ASU 2014 09, Revenue from Contracts with Customers. ASU 2014 09 implements a common revenue standard that clarifies the principles for recognizing revenue. The core principle of ASU 2014 09 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To achieve that core principle, an entity should apply the following steps: (i) identify the contract(s) with a customer, (ii) identify the performance obligations in the contract, (iii) determine the transaction price, (iv) allocate the transaction price to the performance obligations in the contract and (v) recognize revenue when (or as) the entity satisfies a performance obligation. ASU 2014 09 was originally effective for the Company on January 1, 2017; however, FASB issued ASU 2015 14 which defers the effective date in order to provide additional time for both public and private entities to evaluate the impact. ASU 2014 09 was adopted by the Company on January 1, 2018 and did not have a significant impact on the Company's consolidated financial statements.

In January 2016, FASB issued ASU 2016 01, Financial Instruments—Overall. ASU 2016 01 makes targeted adjustments to GAAP by eliminating the AFS classification for equity securities and requiring equity investments to be measured at fair value with changes in fair value recognized in net income. The standard also requires public business entities to use the exit price notion when measuring fair value of financial instruments for disclosure purposes. The standard clarifies that an entity should evaluate the need for a valuation allowance on a deferred tax asset related to AFS securities in combination with the entity's other deferred tax assets. It also requires an entity to present separately (within other comprehensive income) the portion of the total change in the fair value of a liability resulting from a change in the instrument-specific credit risk when the entity has elected to measure the liability at fair value in accordance with the fair value option for financial instruments. Additionally, the standard eliminates the requirement for public business entities to disclose the methods and significant assumptions used to estimate the fair value that is required to be disclosed for financial instruments measured at amortized cost on the balance sheet. Upon adoption of ASU 2016 01 by the Company on January 1, 2018, the fair value of the Company's loan portfolio is now presented using an exit price method. Also, the Company is no longer required to disclose the methodologies used for estimating fair value of financial assets and liabilities that are not measured at fair value on a recurring or nonrecurring basis. The remaining requirements of this update had no significant impact on the consolidated financial statements.

In February 2016, the FASB issued ASU 2016 02, Leases. Under ASU 2016 02, lessees will be required to recognize a lease liability measured on a discounted basis and a right-of-use asset for all leases (with the exception of short-term leases). Lessor accounting is largely unchanged under ASU 2016 02. However, the definition of initial direct costs was updated to include only initial direct costs that are considered incremental. This change in definition will change the manner in which the Company recognizes the costs associated with originating leases. ASU 2016 02 is effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. Early adoption is permitted for all entities. The Company has analyzed the impact of adoption and has concluded that it will not have a significant impact on the consolidated financial statements.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

In June 2016, the FASB issued ASU 2016 13, Financial Instruments – Credit Losses. Under the standard, assets measured at amortized costs (including loans, leases and AFS securities) will be presented at the net amount expected to be collected. Rather than the “incurred” model that is currently being utilized, the standard will require the use of a forward-looking approach to recognizing all expected credit losses at the beginning of an asset's life. For public companies, ASU 2016 13 is effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. Companies may choose to early adopt for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. The Company is in the process of analyzing the impact of adoption on the Company's consolidated financial statements.

In February 2018, the FASB issued ASU 2018 02, Income Statement – Reporting Comprehensive Income: Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income. Under the standard, entities are allowed to make a one-time reclassification from AOCI to retained earnings for the effect of remeasuring deferred tax liabilities and assets originally recorded in other comprehensive income as a result of the change in the federal tax rate as defined by the Tax Act. ASU 2018 02 is effective for fiscal years beginning after December 15, 2018, including interim periods within those years. Companies may choose to early adopt for fiscal years or interim periods that have not been issued or made available for issuance as of February 14, 2018. The Company chose to early adopt ASU 2018 02 and apply the guidance to the consolidated financial statements for the year ended December 31, 2017.

Reclassifications: Certain amounts in the prior year's consolidated financial statements have been reclassified, with no effect on net income or stockholders' equity, to conform with the current period presentation.

NOTE 2 – MERGERS/ACQUISITIONS

SPRINGFIELD BANCSHARES, INC.

On July 1, 2018, the Company completed its previously announced merger with Springfield Bancshares, the holding company of SFC Bank, headquartered in Springfield, Missouri. The Company acquired 100% of Springfield Bancshares common stock in the merger. SFC Bank is a Missouri-chartered bank that operates one location in the Springfield, Missouri market. As a result of the transaction, SFC Bank became the Company's fifth independent charter.

The merger with Springfield Bancshares allowed the Company to enter the Springfield, Missouri market which is consistent with the Company's strategic plan to selectively acquire other high-performing financial institutions in vibrant mid-sized metropolitan markets with a concentration of commercial clients. Financial metrics related to the transaction were favorable, as measured by EPS and ROAA accretion.

Stockholders of Springfield Bancshares received 0.3060 shares of the Company's common stock and \$1.50 in cash in exchange for each common share of Springfield Bancshares held. On June 29, 2018, the last trading date before the closing, the Company's common stock closed at \$47.45, resulting in stock consideration valued at \$80.6 million and total consideration paid by the Company of \$89.0 million. To help fund the cash portion of the purchase price, on June 29, 2018, the Company borrowed \$4.1 million on its existing \$10.0 million revolving line of credit. The Company also borrowed \$4.9 million on this same revolving line of credit to fund the repayment of certain debt assumed in the merger shortly after closing. This note is included within other borrowings on the September 30, 2018 Consolidated

Balance Sheet. The remaining cash consideration paid to the shareholders of Springfield Bancshares came from operating cash.

The Company accounted for the business combination under the acquisition method of accounting in accordance with ASC 805. The Company recognized the full fair value of the assets acquired and liabilities assumed at the acquisition date, net of applicable income tax effects. The Company considers all purchase accounting adjustments as provisional and fair values are subject to refinement for up to one year after the closing date.

The excess of the consideration paid over the fair value of the net assets acquired is recorded as goodwill. This goodwill is not deductible for tax purposes.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

The fair values of the assets acquired and liabilities assumed including the consideration paid and resulting goodwill is as follows:

| | As of July 1, 2018 |
|---|-----------------------|
| ASSETS | |
| Cash and due from banks | \$ 4,586,326 |
| Interest-bearing deposits at financial institutions | 62,924,396 |
| Securities | 4,845,441 |
| Loans/leases receivable, net | 477,336,699 |
| Bank-owned life insurance | 7,091,883 |
| Premises and equipment | 6,091,978 |
| Restricted investment securities | 3,654,200 |
| Core deposit intangible | 8,208,728 |
| Other assets | 989,056 |
| Total assets acquired | \$ 575,728,707 |
| LIABILITIES | |
| Deposits | \$ 439,579,328 |
| Short-term borrowings | 1,143,478 |
| FHLB advances | 73,610,427 |
| Other borrowings | 9,543,810 |
| Other liabilities | 8,408,464 |
| Total liabilities assumed | \$ 532,285,507 |
| Net assets acquired | \$ 43,443,200 |
| CONSIDERATION PAID: | |
| Cash | \$ 8,333,535 |
| Common stock | 80,637,194 |
| Total consideration paid | \$ 88,970,729 |
| Goodwill | \$ 45,527,529 |

Loans acquired in a business combination are recorded and initially measured at their estimated fair value as of the acquisition date. Credit discounts are included in the determination of fair value. A third party valuation consultant assisted with the determination of fair value.

Purchased loans are segregated into two categories: PCI loans and non-PCI (performing) loans. PCI loans are accounted for in accordance with ASC 310-30, as they display significant credit deterioration since origination and it is probable, as of the acquisition date, that the Company will be unable to collect all contractually required payments from the borrower. Performing loans are accounted for in accordance with ASC 310-20, as these loans do not have evidence of significant credit deterioration since origination and it is probable that the contractually required payments will be received from the borrower.

For PCI loans, the difference between the contractually required payments at acquisition and the cash flows expected to be collected is referred to as the non-accretable discount. Further, any excess cash flows expected at acquisition over the estimated fair value is referred to as the accretable yield and is recognized in interest income over the expected remaining life of the loan. Subsequent to the purchase date, increases in cash flows over those expected at the purchase date are recognized as interest income prospectively. The present value of any decreases in expected cash flows after the purchase date is recognized by recording an allowance for loan and lease losses and provision for loan losses.

For performing loans, the difference between the estimated fair value of the loans and the principal balance outstanding is accreted over the remaining life of the loans.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

The following table presents the purchased loans as of the acquisition date:

| | PCI Loans | Performing Loans | Total |
|---|--------------|---------------------|----------------|
| Contractually required principal payments | \$ 7,552,912 | \$ 479,439,547 | \$ 486,992,459 |
| Nonaccretable discount | (1,562,455) | — | (1,562,455) |
| Principal cash flows expected to be collected | \$ 5,990,457 | \$ 479,439,547 | \$ 485,430,004 |
| Accretable discount | (293,445) | (7,799,860) | (8,093,305) |
| Fair Value of acquired loans | \$ 5,697,012 | \$ 471,639,687 | \$ 477,336,699 |

Changes in accretable yield for the loans acquired were as follows for the three months ended September 30, 2018:

| | PCI Loans | Performing Loans | Total |
|--|--------------|---------------------|----------------|
| Discount added at acquisition | \$ (293,445) | \$ (7,799,860) | \$ (8,093,305) |
| Reclassification of nonaccretable discount to accretable | (891,569) | — | (891,569) |
| Accretion recognized | 262,852 | 951,592 | 1,214,444 |
| Balance at the end of the period | \$ (922,162) | \$ (6,848,268) | \$ (7,770,430) |

During the current quarter, there was no nonaccretable discount that was accelerated due to the early repayment of PCI loans. However, \$891,569 of nonaccretable discount was reclassified to accretable during the third quarter of 2018 due to significant improvement on one specific credit subsequent to the acquisition date. Of this amount, \$262,852 was accreted to income in the third quarter of 2018, while the remainder will be accreted over the next 11 months, which is the remaining contractual life of the loan.

Premises and equipment acquired with a fair value of \$6,091,978 includes one branch location including a write-up of \$617,286. The fair value was determined with the assistance of a third party appraiser. The assets and related fair value adjustments will be recognized as an increase in depreciation expense over 39 years.

The Company recorded a core deposit intangible totaling \$8,208,728 which is the portion of the acquisition purchase price which represents the value assigned to the existing deposit base. The core deposit intangible has a finite life and is amortized using an accelerated method over the estimated useful life of the deposits (estimated to be ten years).

The following table presents the changes in the carrying amount of core deposit intangibles, gross carrying amount, accumulated amortization, and net book value:

| | September 30, 2018 |
|----------------------------------|-----------------------|
| Balance at acquisition | \$ 8,208,728 |
| Amortization expense | (237,114) |
| Balance at the end of the period | \$ 7,971,614 |

| | |
|--------------------------|--------------|
| Gross carrying amount | \$ 8,208,728 |
| Accumulated amortization | (237,114) |
| Net book value | \$ 7,971,614 |

The following presents the remaining estimated amortization of the core deposit intangible:

| Years ending December 31, | Amount |
|---------------------------|--------------|
| 2018 | \$ 237,114 |
| 2019 | 932,810 |
| 2020 | 915,051 |
| 2021 | 893,192 |
| 2022 | 867,227 |
| Thereafter | 4,126,220 |
| | \$ 7,971,614 |

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

FHLB advances and other borrowings assumed with a fair value of \$83,154,237 included \$40,000,000 in overnight FHLB advances, \$33,610,427 of FHLB term advances, \$4,743,810 in subordinated debentures and a \$4,800,000 bank stock loan. The \$4.8 million bank stock loan was paid off immediately after the acquisition date on July 2, 2018, at its book value.

The following table presents the assumed FHLB advances and other borrowings as of the acquisition date:

| | Amount | Rate | Terms | Maturity Date | Collateral |
|------------------------|--------------|-------|--|---------------|--|
| FHLB advance | \$40,000,000 | 2.10% | daily interest payments; principal due at maturity | 7/2/2018 | commercial and residential real estate loans |
| FHLB advance | 4,991,962 | 2.01% | monthly interest payments; principal due at maturity | 7/30/2018 | commercial and residential real estate loans |
| FHLB advance | 4,966,060 | 2.09% | monthly interest payments; principal due at maturity | 10/1/2018 | commercial and residential real estate loans |
| FHLB advance | 4,848,879 | 2.09% | monthly interest payments; principal due at maturity | 9/30/2019 | commercial and residential real estate loans |
| FHLB advance | 4,787,502 | 1.50% | monthly interest payments; principal due at maturity | 2/10/2020 | commercial and residential real estate loans |
| FHLB advance | 4,756,169 | 1.93% | monthly interest payments; principal due at maturity | 5/27/2020 | commercial and residential real estate loans |
| FHLB advance | 4,664,663 | 1.96% | monthly interest payments; principal due at maturity | 1/27/2021 | commercial and residential real estate loans |
| FHLB advance | 4,595,192 | 2.00% | monthly interest payments; principal due at maturity | 7/29/2021 | commercial and residential real estate loans |
| Subordinated debenture | 952,566 | 4.00% | monthly interest payments; principal due at maturity | 4/30/2021 | unsecured |
| Subordinated debenture | 952,566 | 4.00% | monthly interest payments; principal due at maturity | 4/30/2021 | unsecured |
| Subordinated debenture | 946,226 | 4.00% | monthly interest payments; principal due at maturity | 9/15/2021 | unsecured |

| | | | | | |
|--|------------------|-------|--|-----------|---|
| Subordinated debenture | 946,226 | 4.00% | monthly interest payments; principal due at maturity | 9/15/2021 | unsecured |
| Subordinated debenture | 946,226 | 4.00% | monthly interest payments; principal due at maturity | 9/15/2021 | unsecured |
| Bank stock loan | 4,800,000 | 5.25% | monthly interest payments; principal due at maturity | 3/13/2020 | 4,000,000 issued and outstanding shares of common stock of SFC Bank |
| Fair value of FHLB and other borrowings assumed | \$ 83,154,237 | | | | |

During the first nine months of 2018, the Company incurred \$1.4 million of expenses related to the acquisition, comprised primarily of legal, accounting, investment banking costs and personnel costs. SFC Bank results are included in the consolidated statements of income effective on the merger date. For the period July 1, 2018 to September 30, 2018, SFC Bank reported revenues of \$7.4 million and net income of \$2.2 million, which included \$279 thousand of after tax post-acquisition, compensation, transition and integration costs.

NOTE 3 – INVESTMENT SECURITIES

The amortized cost and fair value of investment securities as of September 30, 2018 and December 31, 2017 are summarized as follows:

| | Amortized Cost | Gross Unrealized Gains | Gross Unrealized (Losses) | Fair Value |
|---|-------------------|------------------------------|---------------------------------|----------------|
| September 30, 2018: | | | | |
| Securities HTM: | | | | |
| Municipal securities | \$ 394,371,195 | \$ 3,887,422 | \$ (10,753,857) | \$ 387,504,760 |
| Other securities | 1,050,000 | — | (13,480) | 1,036,520 |
| | \$ 395,421,195 | \$ 3,887,422 | \$ (10,767,337) | \$ 388,541,280 |
| Securities AFS: | | | | |
| U.S. govt. sponsored agency securities | \$ 37,715,802 | \$ 9,963 | \$ (1,234,016) | \$ 36,491,749 |
| Residential mortgage-backed and related securities | 162,933,727 | 35,691 | (7,236,822) | 155,732,596 |
| Municipal securities | 60,101,620 | 150,615 | (1,348,028) | 58,904,207 |
| Other securities | 4,254,364 | — | (59,474) | 4,194,890 |
| | \$ 265,005,513 | \$ 196,269 | \$ (9,878,340) | \$ 255,323,442 |

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

| | Amortized Cost | Gross Unrealized Gains | Gross Unrealized (Losses) | Fair Value |
|--|-------------------|------------------------------|---------------------------------|----------------|
| December 31, 2017: | | | | |
| Securities HTM: | | | | |
| Municipal securities | \$ 378,424,205 | \$ 2,763,718 | \$ (2,488,119) | \$ 378,699,804 |
| Other securities | 1,050,000 | — | — | 1,050,000 |
| | \$ 379,474,205 | \$ 2,763,718 | \$ (2,488,119) | \$ 379,749,804 |
| Securities AFS: | | | | |
| U.S. govt. sponsored agency securities | \$ 38,409,157 | \$ 37,344 | \$ (349,967) | \$ 38,096,534 |
| Residential mortgage-backed and related securities | 165,459,470 | 155,363 | (2,313,529) | 163,301,304 |
| Municipal securities | 66,176,364 | 660,232 | (211,100) | 66,625,496 |
| Other securities | 4,014,004 | 896,384 | (25,815) | 4,884,573 |
| | \$ 274,058,995 | \$ 1,749,323 | \$ (2,900,411) | \$ 272,907,907 |

The Company's HTM municipal securities consist largely of private issues of municipal debt. The large majority of the municipalities are located within the Midwest. The municipal debt investments are underwritten using specific guidelines with ongoing monitoring.

The Company's residential mortgage-backed and related securities portfolio consists entirely of government sponsored or government guaranteed securities. The Company has not invested in private mortgage-backed securities or pooled trust preferred securities.

Gross unrealized losses and fair value, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position as of September 30, 2018 and December 31, 2017, are summarized as follows:

| | Less than 12 Months | | 12 Months or More | | Total | |
|----------------------|---------------------|-------------------------------|-------------------|-------------------------------|----------------|-------------------------------|
| | Fair Value | Gross Unrealized Losses | Fair Value | Gross Unrealized Losses | Fair Value | Gross Unrealized Losses |
| September 30, 2018: | | | | | | |
| Securities HTM: | | | | | | |
| Municipal securities | \$ 170,633,644 | \$ (5,439,521) | \$ 64,984,249 | \$ (5,314,336) | \$ 235,617,893 | \$ (10,753,857) |
| Other securities | 536,520 | (13,480) | — | — | 536,520 | (13,480) |
| | \$ 171,170,164 | \$ (5,453,001) | \$ 64,984,249 | \$ (5,314,336) | \$ 236,154,413 | \$ (10,767,337) |
| Securities AFS: | | | | | | |
| | \$ 18,437,573 | \$ (521,633) | \$ 15,829,173 | \$ (712,383) | \$ 34,266,746 | \$ (1,234,016) |

U.S. govt. sponsored
agency securities
Residential

mortgage-backed and
related securities

Municipal securities

Other securities

| | | | | | |
|----------------|----------------|----------------|----------------|----------------|----------------|
| 44,903,593 | (1,712,003) | 105,007,537 | (5,524,819) | 149,911,130 | (7,236,822) |
| 79,442,346 | (976,811) | 10,952,533 | (371,217) | 90,394,879 | (1,348,028) |
| 4,194,890 | (59,474) | — | | 4,194,890 | (59,474) |
| \$ 146,978,402 | \$ (3,269,921) | \$ 131,789,243 | \$ (6,608,419) | \$ 278,767,645 | \$ (9,878,340) |

| | Less than 12 Months | | 12 Months or More | | Total | |
|------------------------|---------------------|-------------------------|-------------------|-------------------------|----------------|-------------------------|
| | Fair Value | Gross Unrealized Losses | Fair Value | Gross Unrealized Losses | Fair Value | Gross Unrealized Losses |
| December 31, 2017: | | | | | | |
| Securities HTM: | | | | | | |
| Municipal securities | \$ 23,750,826 | \$ (354,460) | \$ 72,611,780 | \$ (2,133,659) | \$ 96,362,606 | \$ (2,488,119) |
| Securities AFS: | | | | | | |
| U.S. govt. sponsored | | | | | | |
| agency securities | \$ 28,576,258 | \$ (200,022) | \$ 3,640,477 | \$ (149,945) | \$ 32,216,735 | \$ (349,967) |
| Residential | | | | | | |
| mortgage-backed | | | | | | |
| and related securities | 88,927,779 | (871,855) | 57,931,731 | (1,441,674) | 146,859,510 | (2,313,529) |
| Municipal securities | 10,229,337 | (41,151) | 9,997,433 | (169,949) | 20,226,770 | (211,100) |
| Other securities | 923,535 | (25,815) | — | — | 923,535 | (25,815) |
| | \$ 128,656,909 | \$ (1,138,843) | \$ 71,569,641 | \$ (1,761,568) | \$ 200,226,550 | \$ (2,900,411) |

At September 30, 2018, the investment portfolio included 613 securities. Of this number, 434 securities were in an unrealized loss position. The aggregate losses of these securities totaled approximately 3.2% of the total amortized cost of

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

the portfolio. Of these 434 securities, 171 securities had an unrealized loss for twelve months or more. All of the debt securities in unrealized loss positions are considered acceptable credit risks. Based upon an evaluation of the available evidence, including the recent changes in market rates, credit rating information and information obtained from regulatory filings, management believes the declines in fair value for these debt securities are temporary. In addition, the Company lacks the intent to sell these securities and it is not more-likely-than-not that the Company will be required to sell these debt securities before their anticipated recovery.

The Company did not recognize OTTI on any investment securities for the three or nine months ended September 30, 2018 and 2017.

All sales of securities for the three and nine months ended September 30, 2018 and 2017 were from securities identified as AFS. Information on proceeds received, as well as pre-tax gross gains and losses from sales on those securities are as follows:

| | Three Months Ended | | Nine Months Ended | |
|---------------------------------------|--------------------|--------------------|--------------------|--------------------|
| | September 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 |
| Proceeds from sales of securities | \$ 1,938,043 | \$ 8,415,795 | \$ 1,938,043 | \$ 21,969,870 |
| Gross gains from sales of securities | — | 6,312 | — | 65,880 |
| Gross losses from sales of securities | — | (69,900) | — | (91,004) |

The amortized cost and fair value of securities as of September 30, 2018 by contractual maturity are shown below. Expected maturities of residential mortgage-backed and related securities may differ from contractual maturities because

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

the residential mortgages underlying the residential mortgage-backed and related securities may be prepaid without any penalties. Therefore, these securities are not included in the maturity categories in the following table.

| | Amortized Cost | Fair Value |
|--|----------------|----------------|
| Securities HTM: | | |
| Due in one year or less | \$ 1,710,335 | \$ 1,711,153 |
| Due after one year through five years | 27,876,391 | 27,826,476 |
| Due after five years | 365,834,469 | 359,003,651 |
| | \$ 395,421,195 | \$ 388,541,280 |
| Securities AFS: | | |
| Due in one year or less | \$ 3,153,996 | \$ 3,156,871 |
| Due after one year through five years | 25,663,131 | 25,220,152 |
| Due after five years | 73,254,659 | 71,213,823 |
| | 102,071,786 | 99,590,846 |
| Residential mortgage-backed and related securities | 162,933,727 | 155,732,596 |
| | \$ 265,005,513 | \$ 255,323,442 |

Portions of the U.S. government sponsored agency securities and municipal securities contain call options, at the discretion of the issuer, to terminate the security at par and at predetermined dates prior to the stated maturity. These callable securities are summarized as follows:

| | Amortized Cost | Fair Value |
|--|----------------|----------------|
| Securities HTM: | | |
| Municipal securities | \$ 229,992,901 | \$ 226,439,711 |
| Securities AFS: | | |
| U.S. govt. sponsored agency securities | 4,998,969 | 4,847,750 |
| Municipal securities | 50,248,182 | 49,027,162 |
| Corporate securities | 4,006,462 | 3,948,640 |
| | \$ 59,253,613 | \$ 57,823,552 |

As of September 30, 2018, the Company's municipal securities portfolios were comprised of general obligation bonds issued by 113 issuers with fair values totaling \$86.2 million and revenue bonds issued by 163 issuers, primarily consisting of states, counties, towns, villages and school districts with fair values totaling \$360.2 million. The Company held investments in general obligation bonds in 27 states, including six states in which the aggregate fair value exceeded \$5.0 million. The Company held investments in revenue bonds in 19 states, including seven states in which the aggregate fair value exceeded \$5.0 million.

As of December 31, 2017, the Company's municipal securities portfolios were comprised of general obligation bonds issued by 131 issuers with fair values totaling \$108.0 million and revenue bonds issued by 145 issuers, primarily consisting of states, counties, towns, villages and school districts with fair values totaling \$337.3 million. The Company held investments in general obligation bonds in 26 states, including nine states in which the aggregate fair value exceeded \$5.0 million. The Company held investments in revenue bonds in 16 states, including seven states in

which the aggregate fair value exceeded \$5.0 million.

Both general obligation and revenue bonds are diversified across many issuers. As of September 30, 2018 and December 31, 2017, the Company did not hold general obligation or revenue bonds of any single issuer, the aggregate book or market value of which exceeded 5% of the Company's stockholders' equity. Of the general obligation and revenue bonds in the Company's portfolio, the majority are unrated bonds that represent small, private issuances. All unrated bonds were underwritten according to loan underwriting standards and have an average loan risk rating of 2, indicating very high

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

quality. Additionally, many of these bonds are funding essential municipal services such as water, sewer, education, and medical facilities.

The Company's municipal securities are owned by each of the five charters, whose investment policies set forth limits for various subcategories within the municipal securities portfolio. Each charter is monitored individually, and as of September 30, 2018, all were well within policy limitations approved by the board of directors. Policy limits are calculated as a percentage of each charter's total risk-based capital.

As of September 30, 2018, the Company's standard monitoring of its municipal securities portfolio had not uncovered any facts or circumstances resulting in significantly different credit ratings than those assigned by a nationally recognized statistical rating organization, or in the case of unrated bonds, the rating assigned using the credit underwriting standards.

NOTE 4 – LOANS/LEASES RECEIVABLE

The composition of the loan/lease portfolio as of September 30, 2018 and December 31, 2017 is presented as follows:

| | As of September 30, 2018 | As of December 31, 2017 |
|---|--------------------------------|-------------------------------|
| C&I loans* | \$ 1,380,542,524 | \$ 1,134,516,315 |
| CRE loans | | |
| Owner-occupied CRE | 449,056,125 | 332,742,477 |
| Commercial construction, land development, and other land | 224,295,259 | 186,402,404 |
| Other non owner-occupied CRE | 1,053,974,806 | 784,347,000 |
| | 1,727,326,190 | 1,303,491,882 |
| Direct financing leases ** | 126,751,783 | 141,448,232 |
| Residential real estate loans *** | 309,287,535 | 258,646,265 |
| Installment and other consumer loans | 100,191,471 | 118,610,799 |
| | 3,644,099,503 | 2,956,713,493 |
| Plus deferred loan/lease origination costs, net of fees | 9,286,864 | 7,771,907 |
| | 3,653,386,367 | 2,964,485,400 |
| Less allowance | (43,077,457) | (34,355,728) |
| | \$ 3,610,308,910 | \$ 2,930,129,672 |
| ** Direct financing leases: | | |
| Net minimum lease payments to be received | \$ 140,055,010 | \$ 156,583,887 |
| Estimated unguaranteed residual values of leased assets | 929,932 | 929,932 |
| Unearned lease/residual income | (14,233,159) | (16,065,587) |
| | 126,751,783 | 141,448,232 |
| Plus deferred lease origination costs, net of fees | 4,039,635 | 4,624,027 |
| | 130,791,418 | 146,072,259 |

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| | | |
|----------------|----------------|----------------|
| Less allowance | (2,632,247) | (2,382,098) |
| | \$ 128,159,171 | \$ 143,690,161 |

* Includes equipment financing agreements outstanding at m2, totaling \$98,823,351 and \$66,758,397 as of September 30, 2018 and December 31, 2017, respectively.

** Management performs an evaluation of the estimated unguaranteed residual values of leased assets on an annual basis, at a minimum. The evaluation consists of discussions with reputable and current vendors, which is combined with management's expertise and understanding of the current states of particular industries to determine informal

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

valuations of the equipment. As necessary and where available, management will utilize valuations by independent appraisers. The large majority of leases with residual values contain a lease options rider, which requires the lessee to pay the residual value directly, finance the payment of the residual value, or extend the lease term to pay the residual value. In these cases, the residual value is protected and the risk of loss is minimal. There were no losses related to residual values for the three and nine months ended September 30, 2018 and 2017.

*** Includes residential real estate loans held for sale totaling \$2,557,907 and \$645,001 as of September 30, 2018, and December 31, 2017, respectively.

Changes in accretable yield for acquired loans were as follows:

| | Three months ended September 30, 2018 | | | Nine months ended September 30, 2018 | | |
|--|---------------------------------------|---------------------|-----------------|--------------------------------------|---------------------|-----------------|
| | PCI Loans | Performing Loans | Total | PCI Loans | Performing Loans | Total |
| Balance at the beginning of the period | \$ (142,048) | \$ (5,051,424) | \$ (5,193,472) | \$ (191,132) | \$ (6,280,075) | \$ (6,471,207) |
| Discount added at acquisition | (293,445) | (7,799,860) | (8,093,305) | (293,445) | (7,799,860) | (8,093,305) |
| Reclassification of nonaccretable discount to accretable | (891,569) | — | (891,569) | (891,569) | — | (891,569) |
| Accretion recognized | 268,694 | 1,579,568 | 1,848,262 | 317,778 | 2,808,219 | 3,125,997 |
| Balance at the end of the period | \$ (1,058,368) | \$ (11,271,716) | \$ (12,330,084) | \$ (1,058,368) | \$ (11,271,716) | \$ (12,330,084) |

| | Three months ended September 30, 2017 | | | Nine months ended September 30, 2017 | | |
|--|---------------------------------------|---------------------|----------------|--------------------------------------|---------------------|----------------|
| | PCI Loans | Performing Loans | Total | PCI Loans | Performing Loans | Total |
| Balance at the beginning of the period | \$ (83,860) | \$ (5,325,471) | \$ (5,409,331) | \$ (194,306) | \$ (9,115,614) | \$ (9,309,920) |
| Accretion recognized | 25,158 | 658,547 | 683,705 | 135,604 | 4,448,690 | 4,584,294 |

| | | | | | | |
|----------------------------------|-------------|----------------|----------------|-------------|----------------|----------------|
| Balance at the end of the period | \$ (58,702) | \$ (4,666,924) | \$ (4,725,626) | \$ (58,702) | \$ (4,666,924) | \$ (4,725,626) |
|----------------------------------|-------------|----------------|----------------|-------------|----------------|----------------|

The aging of the loan/lease portfolio by classes of loans/leases as of September 30, 2018 and December 31, 2017 is presented as follows:

| As of September 30, 2018 | | | | | | | | | | | | | | | | | | | | | | | | |
|---|------------------|--|--------------|--|--------------|--|--------------|--|---------------------------------|--|------------------|------------|------|--|---|--|------|--|---|--|--------|--|---|--|
| Classes of Loans/Leases | 30-59 Days | | | | 60-89 Days | | | | Accruing Past Due 90 Days or | | | Nonaccrual | | | | | | | | | | | | |
| | Current | | Past Due | | Past Due | | More | | Loans/Leases | | Total | | | | | | | | | | | | | |
| C&I CRE | \$ 1,371,826,021 | | \$ 143,866 | | \$ 526,049 | | \$ — | | \$ 8,046,588 | | \$ 1,380,542,524 | | | | | | | | | | | | | |
| Owner-Occupied CRE | 447,031,462 | | 1,506,334 | | 109,681 | | — | | 408,648 | | 449,056,125 | | | | | | | | | | | | | |
| Commercial Construction, Land Development, and Other Land | 217,512,489 | | 3,994,986 | | — | | 1,131,975 | | 1,655,809 | | 224,295,259 | | | | | | | | | | | | | |
| Other Non Owner-Occupied CRE | 1,043,267,553 | | 413,292 | | — | | — | | 10,293,961 | | 1,053,974,806 | | | | | | | | | | | | | |
| Direct Financing Leases | 123,407,592 | | 1,153,460 | | 224,015 | | — | | 1,966,716 | | 126,751,783 | | | | | | | | | | | | | |
| Residential Real Estate | 306,900,388 | | — | | 1,142,787 | | 270,413 | | 973,947 | | 309,287,535 | | | | | | | | | | | | | |
| Installment and Other Consumer | 99,501,411 | | 38,912 | | 413,565 | | 6,967 | | 230,616 | | 100,191,471 | | | | | | | | | | | | | |
| | \$ 3,609,446,916 | | \$ 7,250,850 | | \$ 2,416,097 | | \$ 1,409,355 | | \$ 23,576,285 | | \$ 3,644,099,503 | | | | | | | | | | | | | |
| As a percentage of total loan/lease portfolio | 99.05 | | % | | 0.20 | | % | | 0.07 | | % | | 0.04 | | % | | 0.65 | | % | | 100.00 | | % | |

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

| Classes of Loans/Leases | As of December 31, 2017 | | | | Accruing Past Due 90 Days or Nonaccrual | |
|---|-------------------------|------------------------|------------------------|-----------------------------------|--|------------------|
| | Current | 30-59 Days Past Due | 60-89 Days Past Due | More Due 90 Days or Nonaccrual | Loans/Leases | Total |
| C&I CRE | \$ 1,124,734,486 | \$ 8,306,829 | \$ 243,647 | \$ — | \$ 1,231,353 | \$ 1,134,516,315 |
| Owner-Occupied CRE | 331,868,142 | 540,435 | — | — | 333,900 | 332,742,477 |
| Commercial Construction, Land Development, and Other Land | 181,558,092 | — | — | — | 4,844,312 | 186,402,404 |
| Other Non Owner-Occupied CRE | 782,526,249 | 572,877 | 4,146 | — | 1,243,728 | 784,347,000 |
| Direct Financing Leases | 137,708,397 | 1,305,191 | 259,600 | — | 2,175,044 | 141,448,232 |
| Residential Real Estate | 253,261,821 | 3,552,709 | 393,410 | 74,519 | 1,363,806 | 258,646,265 |
| Installment and Other Consumer | 117,773,259 | 517,537 | 56,760 | 14,152 | 249,091 | 118,610,799 |
| | \$ 2,929,430,446 | \$ 14,795,578 | \$ 957,563 | \$ 88,671 | \$ 11,441,234 | \$ 2,956,713,493 |

As a percentage
of total loan/lease
portfolio

99.08 % 0.50 % 0.03 % 0.00 % 0.39 % 100.00 %

NPLs by classes of loans/leases as of September 30, 2018 and December 31, 2017 are presented as follows:

| Classes of Loans/Leases | As of September 30, 2018 | | | | Percentage of | |
|----------------------------|--|---------------|---------------|--------------|---------------|---|
| | Accruing Past Due 90 Days or Nonaccrual | Loans/Leases* | Accruing TDRs | Total NPLs | Total NPLs | |
| C&I CRE | \$ — | \$ 8,046,588 | \$ 677,859 | \$ 8,724,447 | 29.85 | % |
| Owner-Occupied CRE | — | 408,648 | 106,470 | 515,118 | 1.76 | % |

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| | | | | | | |
|---|--------------|---------------|--------------|---------------|--------|---|
| Commercial Construction, Land Development, and Other Land | 1,131,975 | 1,655,809 | — | 2,787,784 | 9.54 | % |
| Other Non Owner-Occupied CRE | — | 10,293,961 | 2,975,703 | 13,269,664 | 45.41 | % |
| Direct Financing Leases | — | 1,966,716 | 163,681 | 2,130,397 | 7.29 | % |
| Residential Real Estate | 270,413 | 973,947 | 305,792 | 1,550,152 | 5.30 | % |
| Installment and Other Consumer | 6,967 | 230,616 | 10,410 | 247,993 | 0.85 | % |
| | \$ 1,409,355 | \$ 23,576,285 | \$ 4,239,915 | \$ 29,225,555 | 100.00 | % |

* Nonaccrual loans/leases included \$3,036,422 of TDRs, including \$336,168 in C&I loans, \$2,026,376 in CRE loans, \$587,613 in direct financing leases, \$82,151 in residential real estate loans, and \$4,114 in installment loans.

| Classes of Loans/Leases | As of December 31, 2017 Accruing Past Due 90 Days or More | | Nonaccrual Loans/Leases ** | | Percentage of Total NPLs | |
|---|---|---------------|----------------------------------|---------------|-----------------------------|---|
| | More | | Accruing TDRs | Total NPLs | Total NPLs | |
| C&I | \$ — | \$ 1,231,353 | \$ 5,224,182 | \$ 6,455,535 | 34.63 | % |
| CRE | — | 333,900 | 107,322 | 441,222 | 2.37 | % |
| Owner-Occupied CRE | — | 4,844,312 | — | 4,844,312 | 25.99 | % |
| Commercial Construction, Land Development, and Other Land | — | 1,243,728 | — | 1,243,728 | 6.67 | % |
| Other Non Owner-Occupied CRE | — | 2,175,044 | 1,494,448 | 3,669,492 | 19.68 | % |
| Direct Financing Leases | 74,519 | 1,363,806 | 272,493 | 1,710,818 | 9.18 | % |
| Residential Real Estate | 14,152 | 249,091 | 14,027 | 277,270 | 1.49 | % |
| Installment and Other Consumer | \$ 88,671 | \$ 11,441,234 | \$ 7,112,472 | \$ 18,642,377 | 100.00 | % |

** Nonaccrual loans/leases included \$2,282,495 of TDRs, including \$122,598 in C&I loans, \$1,336,871 in CRE loans, \$700,255 in direct financing leases, \$115,190 in residential real estate loans, and \$7,581 in installment loans.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

Changes in the allowance by portfolio segment for the three and nine months ended September 30, 2018 and 2017, respectively, are presented as follows:

| | Three Months Ended September 30, 2018 | | | | | |
|---|---------------------------------------|---------------|----------------------------|----------------------------|-----------------------------------|---------------|
| | C&I | CRE | Direct Financing Leases | Residential Real Estate | Installment and Other Consumer | Total |
| Balance, beginning | \$ 15,233,871 | \$ 15,819,040 | \$ 2,724,355 | \$ 2,433,102 | \$ 1,334,708 | \$ 37,545,076 |
| Provisions (credits) charged to expense | 3,698,588 | 2,254,313 | 124,803 | 131,977 | (3,853) | 6,205,828 |
| Loans/leases charged off | (87,040) | (387,499) | (427,638) | (58,241) | (30,230) | (990,648) |
| Recoveries on loans/leases previously charged off | 71,440 | 30,344 | 210,727 | — | 4,690 | 317,201 |
| Balance, ending | \$ 18,916,859 | \$ 17,716,198 | \$ 2,632,247 | \$ 2,506,838 | \$ 1,305,315 | \$ 43,077,457 |

| | Three Months Ended September 30, 2017 | | | | | |
|---|---------------------------------------|---------------|----------------------------|----------------------------|-----------------------------------|---------------|
| | C&I | CRE | Direct Financing Leases | Residential Real Estate | Installment and Other Consumer | Total |
| Balance, beginning | \$ 14,207,733 | \$ 12,999,233 | \$ 2,638,301 | \$ 2,430,454 | \$ 1,080,911 | \$ 33,356,632 |
| Provisions (credits) charged to expense | 469,977 | 1,349,393 | 179,190 | (11,654) | 99,530 | 2,086,436 |
| Loans/leases charged off | (338,361) | — | (268,669) | (25,822) | (16,872) | (649,724) |
| Recoveries on loans/leases previously charged off | 63,366 | 10,748 | 103,936 | 6,000 | 4,947 | 188,997 |

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| | | | | | | |
|--------------------|---------------|---------------|--------------|--------------|--------------|---------------|
| Balance, ending | \$ 14,402,715 | \$ 14,359,374 | \$ 2,652,758 | \$ 2,398,978 | \$ 1,168,516 | \$ 34,982,341 |
|--------------------|---------------|---------------|--------------|--------------|--------------|---------------|

Nine Months Ended September 30, 2018

| | C&I | CRE | Direct Financing Leases | Residential Real Estate | Installment and Other Consumer | Total |
|---|---------------|---------------|----------------------------|----------------------------|-----------------------------------|---------------|
| Balance, beginning | \$ 14,323,036 | \$ 13,962,688 | \$ 2,382,098 | \$ 2,466,431 | \$ 1,221,475 | \$ 34,355,728 |
| Provisions charged to expense | 5,283,763 | 4,091,170 | 1,417,494 | 149,923 | 104,052 | 11,046,402 |
| Loans/leases charged off | (911,429) | (387,499) | (1,505,824) | (110,566) | (36,063) | (2,951,381) |
| Recoveries on loans/leases previously charged off | 221,489 | 49,839 | 338,479 | 1,050 | 15,851 | 626,708 |
| Balance, ending | \$ 18,916,859 | \$ 17,716,198 | \$ 2,632,247 | \$ 2,506,838 | \$ 1,305,315 | \$ 43,077,457 |

Nine Months Ended September 30, 2017

| | C&I | CRE | Direct Financing Leases | Residential Real Estate | Installment and Other Consumer | Total |
|---|---------------|---------------|----------------------------|----------------------------|-----------------------------------|---------------|
| Balance, beginning | \$ 12,545,110 | \$ 11,670,609 | \$ 3,111,898 | \$ 2,342,344 | \$ 1,087,487 | \$ 30,757,448 |
| Provisions charged to expense | 2,345,121 | 2,655,521 | 981,877 | 148,017 | 84,002 | 6,214,538 |
| Loans/leases charged off | (630,704) | (10,375) | (1,611,432) | (101,006) | (40,436) | (2,393,953) |
| Recoveries on loans/leases previously charged off | 143,188 | 43,619 | 170,415 | 9,623 | 37,463 | 404,308 |
| Balance, ending | \$ 14,402,715 | \$ 14,359,374 | \$ 2,652,758 | \$ 2,398,978 | \$ 1,168,516 | \$ 34,982,341 |

The allowance by impairment evaluation and by portfolio segment as of September 30, 2018 and December 31, 2017 is presented as follows:

As of September 30, 2018

| C&I | CRE | Direct Financing Leases | Residential Real Estate | Installment and Other Consumer | Total |
|-----|-----|----------------------------|----------------------------|-----------------------------------|-------|
|-----|-----|----------------------------|----------------------------|-----------------------------------|-------|

| | | | | | | | | | | | |
|---|------------------|---|------------------|---|----------------|---|----------------|---|----------------|---|------------------|
| allowance for impaired leases | \$ 4,787,321 | | \$ 3,555,829 | | \$ 363,439 | | \$ 226,263 | | \$ 102,649 | | \$ 9,035,501 |
| allowance | | | | | | | | | | | |
| impaired leases | 14,129,538 | | 14,160,369 | | 2,268,808 | | 2,280,575 | | 1,202,666 | | 34,041,956 |
| | \$ 18,916,859 | | \$ 17,716,198 | | \$ 2,632,247 | | \$ 2,506,838 | | \$ 1,305,315 | | \$ 43,077,457 |
| impaired leases | \$ 11,064,848 | | \$ 15,944,006 | | \$ 2,147,125 | | \$ 1,148,009 | | \$ 241,614 | | \$ 30,545,602 |
| impaired leases | 1,369,477,676 | | 1,711,382,184 | | 124,604,658 | | 308,139,526 | | 99,949,857 | | 3,613,553,901 |
| | \$ 1,380,542,524 | | \$ 1,727,326,190 | | \$ 126,751,783 | | \$ 309,287,535 | | \$ 100,191,471 | | \$ 3,644,099,503 |
| allowance at percentage impaired leases | 43.27 | % | 22.30 | % | 16.93 | % | 19.71 | % | 42.48 | % | 29.58 |
| allowance at percentage | | | | | | | | | | | |
| impaired leases | 1.03 | % | 0.83 | % | 1.82 | % | 0.74 | % | 1.20 | % | 0.94 |
| allowance as percentage of total leases | 1.37 | % | 1.03 | % | 2.08 | % | 0.81 | % | 1.30 | % | 1.18 |

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

| | As of December 31, 2017 | | | | | | | | | | |
|---|-------------------------|------------------|----------------------------|----------------------------|-----------------------------------|------------------|--|--|--|--|--|
| | C&I | CRE | Direct Financing Leases | Residential Real Estate | Installment and Other Consumer | Total | | | | | |
| allowance for impaired loans/leases | \$ 715,627 | \$ 1,429,460 | \$ 504,469 | \$ 355,167 | \$ 38,596 | \$ 3,043,319 | | | | | |
| allowance | | | | | | | | | | | |
| impaired loans/leases | 13,607,409 | 12,533,228 | 1,877,629 | 2,111,264 | 1,182,879 | 31,312,409 | | | | | |
| | \$ 14,323,036 | \$ 13,962,688 | \$ 2,382,098 | \$ 2,466,431 | \$ 1,221,475 | \$ 34,355,728 | | | | | |
| impaired loans/leases | \$ 6,248,209 | \$ 6,529,262 | \$ 3,669,492 | \$ 1,704,846 | \$ 202,354 | \$ 18,354,163 | | | | | |
| impaired loans/leases | 1,128,268,106 | 1,296,962,620 | 137,778,740 | 256,941,419 | 118,408,445 | 2,938,359,330 | | | | | |
| | \$ 1,134,516,315 | \$ 1,303,491,882 | \$ 141,448,232 | \$ 258,646,265 | \$ 118,610,799 | \$ 2,956,713,493 | | | | | |
| allowance at percentage impaired loans/leases | 11.45 | % 21.89 | % 13.75 | % 20.83 | % 19.07 | % 16.58 | | | | | |
| allowance at percentage | | | | | | | | | | | |
| impaired loans/leases | 1.21 | % 0.97 | % 1.36 | % 0.82 | % 1.00 | % 1.07 | | | | | |
| allowance as percentage of total loans/leases | 1.26 | % 1.07 | % 1.68 | % 0.95 | % 1.03 | % 1.16 | | | | | |

Information for impaired loans/leases is presented in the tables below. The recorded investment represents customer balances net of any partial charge-offs recognized on the loan/lease. The unpaid principal balance represents the recorded balance outstanding on the loan/lease prior to any partial charge-offs.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

Loans/leases, by classes of financing receivable, considered to be impaired as of and for the nine months ended September 30, 2018 are presented as follows:

| Classes of Loans/Leases | Recorded Investment | Unpaid Principal Balance | Related Allowance | Average Recorded Investment | Interest Income Recognized | Interest Income Recognized for Cash Payments Received |
|--|------------------------|-----------------------------|----------------------|-----------------------------------|-------------------------------|--|
| Impaired Loans/Leases with No Specific Allowance Recorded: | | | | | | |
| C&I | \$ 4,549,509 | \$ 4,563,785 | \$ — | \$ 2,139,521 | \$ 145,605 | \$ 145,605 |
| CRE | | | | | | |
| Owner-Occupied | | | | | | |
| CRE | 288,409 | 288,409 | — | 288,936 | — | — |
| Commercial | | | | | | |
| Construction, | | | | | | |
| Land | | | | | | |
| Development, | | | | | | |
| and Other Land | — | — | — | — | — | — |
| Other Non | | | | | | |
| Owner-Occupied | | | | | | |
| CRE | 2,018,910 | 2,018,910 | — | 504,880 | 26,649 | 26,649 |
| Direct Financing | | | | | | |
| Leases | 1,569,905 | 1,569,905 | — | 2,295,387 | 10,852 | 10,852 |
| Residential Real | | | | | | |
| Estate | 663,167 | 737,946 | — | 649,064 | 207 | 207 |
| Installment and | | | | | | |
| Other Consumer | 130,814 | 130,814 | — | 104,290 | — | — |
| | \$ 9,220,714 | \$ 9,309,769 | \$ — | \$ 5,982,078 | \$ 183,313 | \$ 183,313 |
| Impaired Loans/Leases with Specific Allowance Recorded: | | | | | | |
| C&I | \$ 6,515,339 | \$ 6,515,339 | \$ 4,787,321 | \$ 1,845,156 | \$ 5,878 | \$ 5,878 |
| CRE | 138,201 | 138,201 | 34,701 | 145,082 | — | — |

| | | | | | | |
|---|---------------|---------------|--------------|---------------|------------|------------|
| Owner-Occupied CRE Commercial Construction, Land Development, and Other Land Other Non | 5,801,618 | 5,801,618 | 2,145,425 | 5,116,524 | — | — |
| Owner-Occupied CRE | 7,696,868 | 7,696,868 | 1,375,703 | 1,924,217 | 8,506 | 8,506 |
| Direct Financing Leases | 577,220 | 577,220 | 363,439 | 532,999 | — | — |
| Residential Real Estate | 484,842 | 507,918 | 226,263 | 447,006 | 8,877 | 8,877 |
| Installment and Other Consumer | 110,800 | 110,800 | 102,649 | 127,434 | 229 | 229 |
| | \$ 21,324,888 | \$ 21,347,964 | \$ 9,035,501 | \$ 10,138,418 | \$ 23,490 | \$ 23,490 |
| Total Impaired Loans/Leases: | | | | | | |
| C&I | \$ 11,064,848 | \$ 11,079,124 | \$ 4,787,321 | \$ 3,984,677 | \$ 151,483 | \$ 151,483 |
| CRE | | | | | | |
| Owner-Occupied CRE | 426,610 | 426,610 | 34,701 | 434,018 | — | — |
| Commercial Construction, Land Development, and Other Land Other Non | 5,801,618 | 5,801,618 | 2,145,425 | 5,116,524 | — | — |
| Owner-Occupied CRE | 9,715,778 | 9,715,778 | 1,375,703 | 2,429,097 | 35,155 | 35,155 |
| Direct Financing Leases | 2,147,125 | 2,147,125 | 363,439 | 2,828,386 | 10,852 | 10,852 |
| Residential Real Estate | 1,148,009 | 1,245,864 | 226,263 | 1,096,070 | 9,084 | 9,084 |
| Installment and Other Consumer | 241,614 | 241,614 | 102,649 | 231,724 | 229 | 229 |
| | \$ 30,545,602 | \$ 30,657,733 | \$ 9,035,501 | \$ 16,120,496 | \$ 206,803 | \$ 206,803 |
| Impaired loans/leases for which no allowance has been provided have adequate collateral, based on management's current estimates. | | | | | | |

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

Loans/leases, by classes of financing receivable, considered to be impaired as of and for the three months ended September 30, 2018 and 2017, respectively, are presented as follows:

| Classes of Loans/Leases | Three Months Ended September 30, 2018 | | | Three Months Ended September 30, 2017 | | |
|--|---------------------------------------|-------------------------------|--|---------------------------------------|-------------------------------|--|
| | Average Recorded Investment | Interest Income Recognized | Interest Income Recognized for Cash Payments Received | Average Recorded Investment | Interest Income Recognized | Interest Income Recognized for Cash Payments Received |
| | | | | | | |
| Impaired Loans/Leases with No Specific Allowance Recorded: | | | | | | |
| C&I | \$ 2,794,748 | \$ 16,792 | \$ 16,792 | \$ 1,301,977 | \$ 25,816 | \$ 25,816 |
| CRE | | | | | | |
| Owner-Occupied | | | | | | |
| CRE | 288,611 | — | — | 53,661 | 6,783 | 6,783 |
| Commercial | | | | | | |
| Construction, | | | | | | |
| Land | | | | | | |
| Development, and | | | | | | |
| Other Land | — | — | — | — | — | — |
| Other Non | | | | | | |
| Owner-Occupied | | | | | | |
| CRE | 1,009,590 | 9,189 | 9,189 | 1,173,629 | — | — |
| Direct Financing | | | | | | |
| Leases | 1,780,494 | 2,483 | 2,483 | 2,820,518 | 39,759 | 39,759 |
| Residential Real | | | | | | |
| Estate | 665,567 | 207 | 207 | 690,791 | — | — |
| Installment and | | | | | | |
| Other Consumer | 115,314 | — | — | 139,533 | — | — |
| | \$ 6,654,324 | \$ 28,671 | \$ 28,671 | \$ 6,180,109 | \$ 72,358 | \$ 72,358 |
| Impaired Loans/Leases with Specific Allowance Recorded: | | | | | | |
| C&I | \$ 3,401,073 | \$ 1,916 | \$ 1,916 | \$ 5,157,671 | \$ 53,127 | \$ 53,127 |
| CRE | | | | | | |

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| | | | | | | |
|---|---------------|-----------|-----------|---------------|------------|------------|
| Owner-Occupied CRE | 140,495 | — | — | 155,020 | — | — |
| Commercial Construction, Land Development, and Other Land | 5,483,757 | — | — | 4,345,880 | — | — |
| Other Non Owner-Occupied CRE | 3,848,434 | 8,506 | 8,506 | 4,929,960 | — | — |
| Direct Financing Leases | 557,572 | — | — | 893,042 | — | — |
| Residential Real Estate | 461,398 | 2,984 | 2,984 | 550,476 | 5,601 | 5,601 |
| Installment and Other Consumer | 113,122 | 69 | 69 | 48,164 | 99 | 99 |
| | \$ 14,005,851 | \$ 13,475 | \$ 13,475 | \$ 16,080,213 | \$ 58,827 | \$ 58,827 |
| Total Impaired Loans/Leases: | | | | | | |
| C&I CRE | \$ 6,195,821 | \$ 18,708 | \$ 18,708 | \$ 6,459,648 | \$ 78,943 | \$ 78,943 |
| Owner-Occupied CRE | 429,106 | — | — | 208,681 | 6,783 | 6,783 |
| Commercial Construction, Land Development, and Other Land | 5,483,757 | — | — | 4,345,880 | — | — |
| Other Non Owner-Occupied CRE | 4,858,024 | 17,695 | 17,695 | 6,103,589 | — | — |
| Direct Financing Leases | 2,338,066 | 2,483 | 2,483 | 3,713,560 | 39,759 | 39,759 |
| Residential Real Estate | 1,126,965 | 3,191 | 3,191 | 1,241,267 | 5,601 | 5,601 |
| Installment and Other Consumer | 228,436 | 69 | 69 | 187,697 | 99 | 99 |
| | \$ 20,660,175 | \$ 42,146 | \$ 42,146 | \$ 22,260,322 | \$ 131,185 | \$ 131,185 |
| Impaired loans/leases for which no allowance has been provided have adequate collateral, based on management's current estimates. | | | | | | |

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

Loans/leases, by classes of financing receivable, considered to be impaired as of December 31, 2017 are presented as follows:

| Classes of Loans/Leases | Recorded Investment | Unpaid Principal Balance | Related Allowance |
|--|---------------------|--------------------------|-------------------|
| Impaired Loans/Leases with No Specific Allowance Recorded: | | | |
| C&I | \$ 1,634,269 | \$ 1,644,706 | \$ — |
| CRE | | | |
| Owner-Occupied CRE | 289,261 | 289,261 | — |
| Commercial Construction, Land Development, and Other Land | — | — | — |
| Other Non Owner-Occupied CRE | 1,171,565 | 1,171,565 | — |
| Direct Financing Leases | 2,944,540 | 2,944,540 | — |
| Residential Real Estate | 943,388 | 1,018,167 | — |
| Installment and Other Consumer | 134,245 | 134,245 | — |
| | \$ 7,117,268 | \$ 7,202,484 | \$ — |
| Impaired Loans/Leases with Specific Allowance Recorded: | | | |
| C&I | \$ 4,613,940 | \$ 4,617,879 | \$ 715,627 |
| CRE | | | |
| Owner-Occupied CRE | 151,962 | 151,962 | 48,462 |
| Commercial Construction, Land Development, and Other Land | 4,844,312 | 4,844,312 | 1,379,235 |
| Other Non Owner-Occupied CRE | 72,163 | 72,163 | 1,763 |
| Direct Financing Leases | 724,953 | 724,953 | 504,469 |
| Residential Real Estate | 761,458 | 761,458 | 355,167 |
| Installment and Other Consumer | 68,109 | 68,109 | 38,596 |
| | \$ 11,236,897 | \$ 11,240,836 | \$ 3,043,319 |
| Total Impaired Loans/Leases: | | | |
| C&I | \$ 6,248,209 | \$ 6,262,585 | \$ 715,627 |
| CRE | | | |
| Owner-Occupied CRE | 441,222 | 441,222 | 48,462 |
| Commercial Construction, Land Development, and Other Land | 4,844,312 | 4,844,312 | 1,379,235 |
| Other Non Owner-Occupied CRE | 1,243,728 | 1,243,728 | 1,763 |
| Direct Financing Leases | 3,669,492 | 3,669,492 | 504,469 |
| Residential Real Estate | 1,704,846 | 1,779,625 | 355,167 |
| Installment and Other Consumer | 202,354 | 202,354 | 38,596 |

\$ 18,354,163 \$ 18,443,318 \$ 3,043,319

Impaired loans/leases for which no allowance has been provided have adequate collateral, based on management's current estimates.

For C&I and CRE loans, the Company's credit quality indicator consists of internally assigned risk ratings. Each commercial loan is assigned a risk rating upon origination. The risk rating is reviewed every 15 months, at a minimum, and on an as-needed basis depending on the specific circumstances of the loan.

For certain C&I loans (equipment financing agreements), direct financing leases, residential real estate loans, and installment and other consumer loans, the Company's credit quality indicator is performance determined by delinquency status. Delinquency status is updated daily by the Company's loan system.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

For each class of financing receivable, the following presents the recorded investment by credit quality indicator as of September 30, 2018 and December 31, 2017:

| As of September 30, 2018 | | | | | | |
|---------------------------------|------------------|----------------|--|------------------|------------------|----------|
| Internally Assigned Risk Rating | CRE | | Non Owner-Occupied Commercial Construction, Land Development, and Other Land | | As a % of | |
| | C&I | CRE | and Other Land | Other CRE | Total | Total |
| Pass (Ratings 1 through 5) | \$ 1,236,971,045 | \$ 438,799,404 | \$ 216,655,705 | \$ 1,021,710,298 | \$ 2,914,136,452 | 96.85 % |
| Special Mention (Rating 6) | 28,051,461 | 6,972,157 | 3,850,042 | 10,356,053 | 49,229,713 | 1.64 % |
| Substandard (Rating 7) | 16,693,746 | 3,284,564 | 3,789,512 | 21,908,455 | 45,676,277 | 1.51 % |
| Doubtful (Rating 8) | 2,921 | — | — | — | 2,921 | — % |
| | \$ 1,281,719,173 | \$ 449,056,125 | \$ 224,295,259 | \$ 1,053,974,806 | \$ 3,009,045,363 | 100.00 % |

| As of September 30, 2018 | | | | | | |
|--------------------------|------------------|----------------|-------------------------|----------------|--------------------------------|----------|
| Delinquency Status * | Direct Financing | | Residential Real Estate | | Installment and Other Consumer | |
| | C&I | Leases | Estate | Other Consumer | Total | Total |
| Performing | \$ 98,150,050 | \$ 124,621,386 | \$ 307,737,383 | \$ 99,943,478 | \$ 630,452,297 | 99.28 % |
| Nonperforming | 673,301 | 2,130,397 | 1,550,152 | 247,993 | 4,601,843 | 0.72 % |
| | \$ 98,823,351 | \$ 126,751,783 | \$ 309,287,535 | \$ 100,191,471 | \$ 635,054,140 | 100.00 % |

As of December 31, 2017
CRE

Non Owner-Occupied

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| Internally Assigned Risk Rating | Owner-Occupied Commercial Construction, Land Development, and Other Land | | | | | As a % of | |
|---------------------------------------|--|----------------|----------------|----------------|------------------|-----------|---|
| | C&I | CRE | and Other Land | Other CRE | Total | Total | |
| Pass (Ratings 1 through 5) | \$ 1,031,963,703 | \$ 318,293,608 | \$ 179,142,839 | \$ 767,119,909 | \$ 2,296,520,059 | 96.85 | % |
| Special Mention (Rating 6) | 10,944,924 | 8,230,060 | 1,780,000 | 10,068,870 | 31,023,854 | 1.31 | % |
| Substandard (Rating 7) | 24,578,731 | 6,218,809 | 5,479,565 | 7,158,221 | 43,435,326 | 1.83 | % |
| Doubtful (Rating 8) | 270,559 | — | — | — | 270,559 | 0.01 | % |
| | \$ 1,067,757,917 | \$ 332,742,477 | \$ 186,402,404 | \$ 784,347,000 | \$ 2,371,249,799 | 100.00 | % |

As of December 31, 2017

| Delinquency Status * | Direct Financing Residential Real Estate Installment and | | | | | As a % of | |
|-------------------------|--|----------------|----------------|----------------|----------------|-----------|---|
| | C&I | Leases | Estate | Other Consumer | Total | Total | |
| Performing | \$ 65,847,177 | \$ 137,778,740 | \$ 256,935,447 | \$ 118,333,529 | \$ 578,894,893 | 98.88 | % |
| Nonperforming | 911,220 | 3,669,492 | 1,710,818 | 277,270 | 6,568,800 | 1.12 | % |
| | \$ 66,758,397 | \$ 141,448,232 | \$ 258,646,265 | \$ 118,610,799 | \$ 585,463,693 | 100.00 | % |

* Performing = loans/leases accruing and less than 90 days past due. Nonperforming = loans/leases on nonaccrual, accruing loans/leases that are greater than or equal to 90 days past due, and accruing TDRs.

As of September 30, 2018 and December 31, 2017, TDRs totaled \$7,276,337 and \$9,394,967, respectively.

For each class of financing receivable, the following presents the number and recorded investment of TDRs, by type of concession, that were restructured during the three and nine months ended September 30, 2018 and 2017. The difference between the pre-modification recorded investment and the post-modification recorded investment would be any partial

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

charge-offs at the time of the restructuring. No loans were restructured during the three months ended September 30, 2018.

| | For the three months ended September 30, 2018 | | | | For the three months ended September 30, 2017 | | | |
|---|---|--|---|-----------------------|---|--|---|--|
| | | Pre- Modification Recorded Investment | Post- Modification Recorded Investment | Specific Allowance | | Pre- Modification Recorded Investment | Post- Modification Recorded Investment | |
| Classes of Loans/Leases | Number of Loans / Leases | | | | Number of Loans / Leases | | | |
| CONCESSION - Payment | | | | | | | | |
| | 1 | \$ 273,717 | \$ 273,717 | \$ 273,717 | 4 | \$ 620,452 | \$ 620,452 | |
| Occupied CRE | 2 | 980,899 | 980,899 | 60,000 | — | — | — | |
| Financing Leases | 2 | 44,374 | 44,374 | — | 4 | 416,597 | 416,597 | |
| | 5 | \$ 1,298,990 | \$ 1,298,990 | \$ 333,717 | 8 | \$ 1,037,049 | \$ 1,037,049 | |
| CONCESSION - of Maturity | | | | | | | | |
| Occupied CRE | 2 | \$ 2,975,703 | \$ 2,975,703 | \$ 815,703 | — | \$ — | \$ — | |
| Real Estate | 1 | 35,287 | 35,287 | — | — | — | — | |
| | 3 | \$ 3,010,990 | \$ 3,010,990 | \$ 815,703 | — | \$ — | \$ — | |
| | 8 | \$ 4,309,980 | \$ 4,309,980 | \$ 1,149,420 | 8 | \$ 1,037,049 | \$ 1,037,049 | |
| | | | | | | | | |
| Classes of Loans/Leases | For the nine months ended September 30, 2018 | | | | For the nine months ended September 30, 2017 | | | |
| | Number of Loans/Leases | Pre- Modification Recorded Investment | Post- Modification Recorded Investment | Specific Allowance | Number of Loans/Leases | Pre- Modification Recorded Investment | Post- Modification Recorded Investment | |
| CONCESSION - Significant Payment Delay C&I | 1 | \$ 273,717 | \$ 273,717 | \$ 273,717 | 7 | \$ 801,650 | \$ 801,650 | |

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| | | | | | | | |
|--|----|--------------|--------------|--------------|----|--------------|------|
| Other Non Owner-Occupied CRE | 2 | 980,899 | 980,899 | 60,000 | — | — | — |
| Real Estate | 1 | 46,320 | 46,320 | — | — | — | — |
| Direct Financing Leases | 4 | 91,898 | 91,898 | — | 27 | 1,889,000 | 1 |
| | 8 | \$ 1,392,834 | \$ 1,392,834 | \$ 333,717 | 34 | \$ 2,690,650 | \$ 2 |
| CONCESSION - | | | | | | | |
| Extension of Maturity Other Non Owner-Occupied CRE | 2 | \$ 2,975,703 | \$ 2,975,703 | \$ 815,703 | — | \$ — | \$ — |
| Residential Real Estate | 1 | 35,287 | 35,287 | — | — | — | — |
| Direct Financing Leases | — | — | — | — | 2 | 104,382 | 1 |
| | 3 | \$ 3,010,990 | \$ 3,010,990 | \$ 815,703 | 2 | \$ 104,382 | \$ 1 |
| TOTAL | 11 | \$ 4,403,824 | \$ 4,403,824 | \$ 1,149,420 | 36 | \$ 2,795,032 | \$ 2 |

Of the loans restructured during the nine months ended September 30, 2018, four with a post-modification recorded balance of \$1,300,424 were on nonaccrual. Of the loans restructured during the nine months ended September 30, 2017, three with a post-modification recorded balance of \$1,384,680 were on nonaccrual. For the three and nine months ended September 30, 2018, two of the Company's TDRs redefaulted within 12 months subsequent to restructure where default is defined as delinquency of 90 days or more and/or placement on nonaccrual status. These TDRs related to customers whose loans were restructured in the third quarter of 2018 with pre-modification balances totaling \$774 thousand.

For the three and nine months ended September 30, 2017, four of the Company's TDRs redefaulted within 12 months subsequent to restructure where default is defined as delinquency of 90 days or more and/or placement on nonaccrual status. Two of these TDRs were related to the one customer whose loans were restructured in the second quarter of 2017 with pre-modification balances totaling \$112 thousand and the other two TDRs related to another customer whose loans were restructured in the fourth quarter of 2016 with pre-modification balances totaling \$195 thousand.

Not included in the table above, the Company had 8 TDRs that were restructured and charged off in 2018, totaling \$577,377. The Company had 2 TDRs that were restructured and charged off in 2017, totaling \$65,623.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

NOTE 5 – DERIVATIVES

The Company uses interest rate swap and cap instruments to manage interest rate risk related to the variability of interest payments due to changes in interest rates. The Company entered into interest rate caps on June 5, 2014 to hedge against the risk of rising interest rates on short-term liabilities. The short-term liabilities consist of \$30.0 million of 1-month FHLB advances, and the benchmark rate hedged is 1-month LIBOR. The interest rate caps are designated as a cash flow hedge in accordance with ASC 815. An initial premium of \$2.1 million was paid upfront for the two caps. The details of the interest rate caps are as follows:

| Hedged Instrument | Effective Date | Maturity Date | Balance Sheet Location | Notional Amount | 1-Month LIBOR Strike Rate | Fair Value as of | |
|----------------------|----------------|---------------|------------------------|-----------------|---------------------------|--------------------|-------------------|
| | | | | | | September 30, 2018 | December 31, 2017 |
| 1-month FHLB Advance | 6/3/2014 | 6/5/2019 | Other Assets | \$ 15,000,000 | 1.00 % | \$ 164,214 | \$ 190,085 |
| 1-month FHLB Advance | 6/5/2014 | 6/5/2021 | Other Assets | 15,000,000 | 1.50 % | 539,253 | 316,615 |
| | | | | \$ 30,000,000 | | \$ 703,467 | \$ 506,700 |

On June 21, 2018, the Company entered into interest rate swaps to hedge against the risk of rising rates on its variable rate trust preferred securities. The floating rate trust preferred securities are tied to 3-month LIBOR, and the interest rate swaps utilize 3-month LIBOR, so the hedge is effective. The interest rate swaps are designated as a cash flow hedge in accordance with ASC 815. The details of the interest rate swaps are as follows:

| Hedged Instrument | Effective Date | Maturity Date | Balance Sheet Location | Notional Amount | Receive Rate | Pay Rate | Fair Value as of September 30, 2018 |
|----------------------------------|----------------|---------------|------------------------|-----------------|--------------|----------|-------------------------------------|
| QCR Holdings Statutory Trust II | 9/30/2018 | 9/30/2028 | Other Liabilities | \$ 10,000,000 | 5.19 % | 5.85 % | \$ 54,280 |
| QCR Holdings Statutory Trust III | 9/30/2018 | 9/30/2028 | Other Liabilities | 8,000,000 | 5.19 % | 5.85 % | 43,424 |
| QCR Holdings Statutory Trust V | 7/7/2018 | 7/7/2028 | Other Liabilities | 10,000,000 | 3.90 % | 4.54 % | 52,884 |
| | 9/20/2018 | 9/20/2028 | | 3,000,000 | 4.49 % | 5.17 % | 15,703 |

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| | | | | | | | |
|---|------------|-----------|----------------------|---------------|-------|-------|------------|
| Community National Statutory Trust II | | | Other Liabilities | | | | |
| Community National Statutory Trust III | 9/15//2018 | 9/15/2028 | Other Liabilities | 3,500,000 | 4.09% | 4.75% | 17,956 |
| Guaranty Bankshares Statutory Trust I | 9/15/2018 | 9/15/2028 | Other Liabilities | 4,500,000 | 4.09% | 4.75% | 23,086 |
| | | | | \$ 39,000,000 | 4.58% | 5.24% | \$ 207,333 |

Changes in fair values of derivatives designated as cash flow hedges are recorded in OCI to the extent the hedge is effective, and reclassified to earnings as the hedged transaction (interest payments on debt) impact earnings.

The caps and swaps are valued by the transaction counterparty on a monthly basis and corroborated by a third party annually.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

NOTE 6 - EARNINGS PER SHARE

The following information was used in the computation of EPS on a basic and diluted basis:

| | Three months ended September 30, | | Nine months ended September 30, | |
|-------------|-------------------------------------|--------------|------------------------------------|---------------|
| | 2018 | 2017 | 2018 | 2017 |
| Net income | \$ 8,808,835 | \$ 7,853,935 | \$ 29,804,181 | \$ 25,804,917 |
| Basic EPS | \$ 0.56 | \$ 0.60 | \$ 2.06 | \$ 1.96 |
| Diluted EPS | \$ 0.55 | \$ 0.58 | \$ 2.02 | \$ 1.91 |

| | | | | |
|---|------------|------------|------------|------------|
| Weighted average common shares outstanding | 15,625,123 | 13,151,350 | 14,477,783 | 13,151,672 |
| Weighted average common shares issuable upon exercise of stock options and under the employee stock purchase plan | 297,201 | 356,605 | 308,994 | 357,894 |
| Weighted average common and common equivalent shares outstanding | 15,922,324 | 13,507,955 | 14,786,777 | 13,509,566 |

The increase in weighted average common shares outstanding when comparing the three and nine months ended September 30, 2018 to September 30, 2017 was primarily due to the common stock issuance as a result of the merger with Springfield Bانشares as discussed in Note 2 of the Consolidated Financial Statements, and in connection with the acquisition of Guaranty Bank.

NOTE 7 – FAIR VALUE

Accounting guidance on fair value measurement uses a hierarchy intended to maximize the use of observable inputs and minimize the use of unobservable inputs. This hierarchy includes three levels and is based upon the valuation techniques used to measure assets and liabilities. The three levels are as follows:

- Level 1 – Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities in markets;
- Level 2 – Inputs to the valuation methodology include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument; and
- Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

Assets and liabilities measured at fair value on a recurring basis comprise the following at September 30, 2018 and December 31, 2017:

| | Fair Value | Fair Value Measurements at Reporting Date Using | | |
|---|----------------|--|---|--|
| | | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| September 30, 2018: | | | | |
| Securities AFS: | | | | |
| U.S. govt. sponsored agency securities | \$ 36,491,749 | \$ — | \$ 36,491,749 | \$ — |
| Residential mortgage-backed and related securities | 155,732,596 | — | 155,732,596 | — |
| Municipal securities | 58,904,207 | — | 58,904,207 | — |
| Other securities | 4,194,890 | — | 4,194,890 | — |
| Interest rate caps | 703,467 | — | 703,467 | — |
| Interest rate swaps - assets | 7,045,220 | — | 7,045,220 | — |
| Total assets measured at fair value | \$ 263,072,129 | \$ — | \$ 263,072,129 | \$ — |
| Interest rate swaps - liabilities | \$ 6,837,887 | \$ — | \$ 6,837,887 | \$ — |
| Total liabilities measured at fair value | \$ 6,837,887 | \$ — | \$ 6,837,887 | \$ — |
| December 31, 2017: | | | | |
| Securities AFS: | | | | |
| U.S. govt. sponsored agency securities | \$ 38,096,534 | \$ — | \$ 38,096,534 | \$ — |
| Residential mortgage-backed and related securities | 163,301,304 | — | 163,301,304 | — |
| Municipal securities | 66,625,496 | — | 66,625,496 | — |
| Other securities | 4,884,573 | 1,028 | 4,883,545 | — |
| Interest rate caps | 506,700 | — | 506,700 | — |
| Interest rate swaps - assets | 4,397,238 | — | 4,397,238 | — |
| Total assets measured at fair value | \$ 277,811,845 | \$ 1,028 | \$ 277,810,817 | \$ — |
| Interest rate swaps - liabilities | \$ 4,397,238 | \$ — | \$ 4,397,238 | \$ — |
| Total liabilities measured at fair value | \$ 4,397,238 | \$ — | \$ 4,397,238 | \$ — |
| There were no transfers of assets or liabilities between Levels 1, 2, and 3 of the fair value hierarchy for the three and nine months ended September 30, 2018 or 2017. | | | | |

The securities AFS portfolio consists of securities whereby the Company obtains fair values from an independent pricing service. The fair values are determined by pricing models that consider observable market data, such as

interest rate volatilities, LIBOR yield curve, credit spreads and prices from market makers and live trading systems (Level 2 inputs).

Interest rate caps are used for the purpose of hedging interest rate risk. The fair values are determined by pricing models that consider observable market data for derivative instruments with similar structures (Level 2 inputs).

Interest rate swaps are executed for select commercial customers. The interest rate swaps are further described in Note 1 to the Consolidated Financial Statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 2017. The fair values are determined by comparing the contract rate on the swap with the then-current market rate for the remaining term of the transaction (Level 2 inputs).

Interest rate swaps are also used for the purpose of hedging interest rate risk on junior subordinated debt. The fair values are determined by comparing the contract rate on the swap with the then-current market rate for the remaining term of the transaction (Level 2 inputs).

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

Certain financial assets are measured at fair value on a non-recurring basis; that is, the assets are not measured at fair value on an ongoing basis but are subject to fair value adjustments in certain circumstances (for example, when there is evidence of impairment).

Assets measured at fair value on a non-recurring basis comprise the following at September 30, 2018 and December 31, 2017:

| | | Fair Value Measurements at Reporting Date Using | | |
|-----------------------|---------------|---|--|---------------------------------------|
| | | Quoted Prices in Active Markets for Identical Assets | Significant Other Observable Inputs | Significant Unobservable Inputs |
| | Fair Value | Level 1 | Level 2 | Level 3 |
| September 30, 2018: | | | | |
| Impaired loans/leases | \$ 13,400,072 | \$ — | \$ — | \$ 13,400,072 |
| OREO | 13,180,082 | — | — | 13,180,082 |
| | \$ 26,580,154 | \$ — | \$ — | \$ 26,580,154 |
| December 31, 2017: | | | | |
| Impaired loans/leases | \$ 8,972,337 | \$ — | \$ — | \$ 8,972,337 |
| OREO | 14,642,973 | — | — | 14,642,973 |
| | \$ 23,615,310 | \$ — | \$ — | \$ 23,615,310 |

Impaired loans/leases are evaluated and valued at the time the loan/lease is identified as impaired, at the lower of cost or fair value, and are classified as Level 3 in the fair value hierarchy. Fair value is measured based on the value of the collateral securing these loans/leases. Collateral may be real estate and/or business assets, including equipment, inventory and/or accounts receivable, and is determined based on appraisals by qualified licensed appraisers hired by the Company. Appraised and reported values are discounted based on management's historical knowledge, changes in market conditions from the time of valuation, and/or management's expertise and knowledge of the client and client's business.

OREO in the table above consists of property acquired through foreclosures and settlements of loans. Property acquired is carried at the estimated fair value of the property, less disposal costs, and is classified as Level 3 in the fair value hierarchy. The estimated fair value of the property is determined based on appraisals by qualified licensed appraisers hired by the Company. Appraised and reported values are discounted based on management's historical knowledge, changes in market conditions from the time of valuation, and/or management's expertise and knowledge of the property.

The following table presents additional quantitative information about assets measured at fair value on a non-recurring basis for which the Company has utilized Level 3 inputs to determine fair value:

Quantitative Information about Level Fair Value Measurements

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| | Fair Value September 30, 2018 | Fair Value December 31, 2017 | Valuation Technique | Unobservable Input | Range |
|--------------------------|-------------------------------------|------------------------------------|----------------------------|--------------------------|----------------------|
| Impaired loans/leases | \$ 13,400,072 | \$ 8,972,337 | Appraisal of collateral | Appraisal adjustments | (10.00)% to (30.00)% |
| OREO | 13,180,082 | 14,642,973 | Appraisal of collateral | Appraisal adjustments | 0.00 % to (35.00)% |

For the impaired loans/leases and OREO, the Company records carrying value at fair value less disposal or selling costs. The amounts reported in the tables above are fair values before the adjustment for disposal or selling costs.

There have been no changes in valuation techniques used for any assets or liabilities measured at fair value during the three and nine months ended September 30, 2018 and 2017.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

The following table presents the carrying values and estimated fair values of financial assets and liabilities carried on the Company's consolidated balance sheets, including those financial assets and liabilities that are not measured and reported at fair value on a recurring basis or non-recurring basis:

| | Fair Value Hierarchy Level | As of September 30, 2018 Carrying Value | Estimated Fair Value | As of December 31, 2017 Carrying Value | Estimated Fair Value |
|---|----------------------------------|---|-------------------------|--|-------------------------|
| Cash and due from banks | Level 1 | \$ 73,406,657 | \$ 73,406,657 | \$ 75,721,663 | \$ 75,721,663 |
| Federal funds sold | Level 2 | 33,070,000 | 33,070,000 | 30,197,000 | 30,197,000 |
| Interest-bearing deposits at financial institutions | Level 2 | 96,590,367 | 96,590,367 | 55,765,012 | 55,765,012 |
| Investment securities: | | | | | |
| HTM | Level 2 | 395,421,195 | 392,621,219 | 379,474,205 | 379,749,804 |
| | See Previous Table | | | | |
| AFS | | 255,323,442 | 255,323,442 | 272,907,907 | 272,907,907 |
| Loans/leases receivable, net | Level 3 | 12,407,474 | 13,400,072 | 8,307,719 | 8,972,337 |
| Loans/leases receivable, net | Level 2 | 3,597,901,436 | 3,527,043,000 | 2,921,821,953 | 2,892,963,000 |
| Interest rate caps | Level 2 | 703,467 | 703,467 | 506,700 | 506,700 |
| Interest rate swaps - assets | Level 2 | 7,045,220 | 7,045,220 | 4,397,238 | 4,397,238 |
| Deposits: | | | | | |
| Nonmaturity deposits | Level 2 | 2,917,002,466 | 2,917,002,466 | 2,670,583,178 | 2,670,583,178 |
| Time deposits | Level 2 | 871,274,455 | 863,227,000 | 596,071,878 | 591,772,000 |
| Short-term borrowings | Level 2 | 12,929,499 | 12,929,499 | 13,993,122 | 13,993,122 |
| FHLB advances | Level 2 | 359,128,925 | 358,357,000 | 192,000,000 | 192,115,000 |
| Other borrowings | Level 2 | 73,950,426 | 74,600,000 | 66,000,000 | 66,520,000 |
| Junior subordinated debentures | Level 2 | 37,626,070 | 29,946,263 | 37,486,487 | 29,253,624 |
| Interest rate swaps - liabilities | Level 2 | 6,837,887 | 6,837,887 | 4,397,238 | 4,397,238 |

NOTE 8 – BUSINESS SEGMENT INFORMATION

Selected financial and descriptive information is required to be disclosed for reportable operating segments, applying a “management perspective” as the basis for identifying reportable segments. The management perspective is determined by the view that management takes of the segments within the Company when making operating decisions, allocating resources, and measuring performance. The segments of the Company have been defined by the structure of the Company's internal organization, focusing on the financial information that the Company's operating decision-makers routinely use to make decisions about operating matters.

The Company's primary segment, Commercial Banking, is geographically divided by markets into the secondary segments comprised of the five subsidiary banks wholly owned by the Company: QCBT, CRBT, CSB, RB&T and SFC Bank. Each of these secondary segments offers similar products and services, but is managed separately due to different pricing, product demand, and consumer markets. Each offers commercial, consumer, and mortgage loans and deposit services.

The Company's Wealth Management segment represents the trust and asset management and investment management and advisory services offered at the Company's five subsidiary banks in aggregate. This segment generates income primarily from fees charged based on assets under administration for corporate and personal trusts, custodial services, and investments managed. No assets of the subsidiary banks have been allocated to the Wealth Management segment.

The Company's All Other segment includes the operations of all other consolidated subsidiaries and/or defined operating segments that fall below the segment reporting thresholds. This segment includes the corporate operations of the parent company.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

Selected financial information on the Company's business segments is presented as follows as of and for the three and nine months ended September 30, 2018 and 2017.

| Commercial Banking | CRBT | CSB | RB&T | SFC Bank | Wealth Management | All other | Interco Elimin |
|--------------------|---------------|---------------|---------------|--------------|-------------------|---------------|-------------------|
| 21,929 | \$ 16,799,795 | \$ 8,888,955 | \$ 5,244,856 | \$ 7,360,191 | \$ 3,255,241 | \$ 12,475,438 | \$ (12, |
| 8,192 | 10,832,532 | 7,101,066 | 3,414,760 | 5,700,566 | — | (958,624) | 4,99 |
| 86 | 452,742 | 20,000 | 4,849,000 | 475,000 | — | — | — |
| 7,397 | 4,868,765 | 2,533,392 | (2,519,016) | 2,197,448 | 768,095 | 8,600,144 | (12, |
| 2,688 | 14,979,984 | 9,888,225 | — | 45,527,529 | — | — | — |
| | 3,313,000 | 4,852,300 | — | 7,971,614 | — | — | — |
| 9,327,112 | 1,354,294,043 | 734,535,978 | 484,059,163 | 623,519,770 | — | 554,345,558 | (537 |
| | | | | | | | |
| 71,842 | \$ 10,892,025 | \$ 7,678,006 | \$ 4,534,768 | \$ — | \$ 2,689,853 | \$ 10,028,660 | \$ (7,0 |
| 54,970 | 7,903,483 | 6,379,111 | 3,245,346 | — | — | (636,562) | — |
| 0,436 | 200,000 | 574,000 | 172,000 | — | — | — | — |
| 9,158 | 3,130,319 | 1,669,209 | 726,926 | — | 539,091 | 7,853,935 | (9,9 |
| 2,688 | — | 9,888,225 | — | — | — | — | — |
| | 1,122,263 | 5,566,350 | — | — | — | — | — |
| 5,251,244 | 1,007,062,151 | 631,963,143 | 445,098,530 | — | — | 395,697,820 | (385 |
| | | | | | | | |
| 2,373 | \$ 49,301,104 | \$ 25,458,573 | \$ 15,362,717 | \$ 7,360,191 | \$ 9,560,319 | \$ 38,031,924 | \$ (38, |
| 8,528 | 32,149,435 | 20,579,523 | 10,281,763 | 5,700,566 | — | (2,543,909) | 4,99 |
| 8,988 | 1,682,312 | 816,602 | 5,288,500 | 475,000 | — | — | — |
| 6,167 | 14,190,335 | 6,560,327 | (964,098) | 2,197,448 | 2,335,871 | 29,520,347 | (37, |
| 2,688 | 14,979,984 | 9,888,225 | — | 45,527,529 | — | — | — |
| | 3,313,000 | 4,852,300 | — | 7,971,614 | — | — | — |
| 9,327,112 | 1,354,294,043 | 734,535,978 | 484,059,163 | 623,519,770 | — | 554,345,558 | (537 |

| | | | | | | | |
|-----------|---------------|---------------|---------------|------|--------------|---------------|---------|
| 7,823 | \$ 31,428,339 | \$ 23,981,019 | \$ 12,723,998 | \$ — | \$ 7,952,495 | \$ 30,086,617 | \$ (27, |
| 81,270 | 22,107,955 | 20,326,439 | 9,308,932 | — | — | (1,852,668) | — |
| 4,538 | 750,000 | 2,209,000 | 631,000 | — | — | — | — |
| 57,941 | 8,893,461 | 5,484,383 | 2,406,337 | — | 1,554,618 | 25,804,917 | (29, |
| 2,688 | — | 9,888,225 | — | — | — | — | — |
| | 1,122,263 | 5,566,350 | — | — | — | — | — |
| 5,251,244 | 1,007,062,151 | 631,963,143 | 445,098,530 | — | — | 395,697,820 | (385 |

NOTE 9 – REGULATORY CAPITAL REQUIREMENTS

The Company (on a consolidated basis) and the subsidiary banks are subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the Company and subsidiary banks' financial statements.

Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company and the subsidiary banks must meet specific capital guidelines that involve quantitative measures of their assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors. Quantitative measures established by regulation to ensure capital adequacy require the Company and the subsidiary banks to maintain minimum amounts and ratios (set forth in the following table) of total common equity Tier 1 and Tier 1 capital to risk-weighted assets and of Tier 1 capital to average assets, each as defined by regulation. Management believes, as of September 30, 2018 and December 31, 2017, that the Company and the subsidiary banks met all capital adequacy requirements to which they are subject.

Under the regulatory framework for prompt corrective action, to be categorized as “well capitalized,” an institution must maintain minimum total risk-based, Tier 1 risk-based, Tier 1 leverage and common equity Tier 1 ratios as set forth in the following tables. The Company and the subsidiary banks' actual capital amounts and ratios as of September 30, 2018 and December 31, 2017 are presented in the following table (dollars in thousands). As of September 30, 2018 and December 31, 2017, each of the subsidiary banks met the requirements to be “well capitalized”.

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

| | Actual Amount | Ratio | For Capital Adequacy Purposes Amount | | Ratio | For Capital Adequacy Purposes With Capital Conservation Buffer* | | Ratio | To Be Well Capitalized Under Prompt Corrective Action Provisions Amount | | Ratio |
|--------------------|------------------|---------|--|---|--------|--|---|---------|---|---|---------|
| December 30, 2018: | | | | | | | | | | | |
| any: | | | | | | | | | | | |
| risk-based | \$ 449,655 | 10.87 % | \$ 330,798 | > | 8.00 % | \$ 408,329 | > | 9.875 % | \$ 413,497 | > | 10.00 % |
| risk-based | 406,578 | 9.83 % | 248,098 | > | 6.00 | 325,629 | > | 7.875 | 330,798 | > | 8.00 |
| leverage | 406,578 | 8.87 % | 183,278 | > | 4.00 | 183,278 | > | 4.000 | 229,098 | > | 5.00 |
| non equity Tier | 368,952 | 8.92 % | 186,074 | > | 4.50 | 263,605 | > | 6.375 | 268,773 | > | 6.50 |
| City Bank & | | | | | | | | | | | |
| risk-based | \$ 160,806 | 11.72 % | \$ 109,744 | > | 8.00 % | \$ 135,466 | > | 9.875 % | \$ 137,180 | > | 10.00 % |
| risk-based | 147,532 | 10.75 % | 82,308 | > | 6.00 | 108,029 | > | 7.875 | 109,744 | > | 8.00 |
| leverage | 147,532 | 9.32 % | 63,297 | > | 4.00 | 63,297 | > | 4.000 | 79,121 | > | 5.00 |
| non equity Tier | 147,532 | 10.75 % | 61,731 | > | 4.50 | 87,452 | > | 6.375 | 89,167 | > | 6.50 |
| Rapids Bank | | | | | | | | | | | |
| st: | | | | | | | | | | | |
| risk-based | \$ 145,066 | 11.79 % | \$ 98,462 | > | 8.00 % | \$ 121,540 | > | 9.875 % | \$ 123,078 | > | 10.00 % |
| risk-based | 131,839 | 10.71 % | 73,847 | > | 6.00 | 96,924 | > | 7.875 | 98,462 | > | 8.00 |
| leverage | 131,839 | 9.83 % | 53,659 | > | 4.00 | 53,659 | > | 4.000 | 67,074 | > | 5.00 |
| non equity Tier | 131,839 | 10.71 % | 55,385 | > | 4.50 | 78,462 | > | 6.375 | 80,001 | > | 6.50 |
| Community State | | | | | | | | | | | |
| risk-based | \$ 72,601 | 11.43 % | \$ 50,801 | > | 8.00 % | \$ 62,708 | > | 9.875 % | \$ 63,501 | > | 10.00 % |
| risk-based | 67,149 | 10.57 % | 38,101 | > | 6.00 | 50,007 | > | 7.875 | 50,801 | > | 8.00 |
| leverage | 67,149 | 9.62 % | 27,918 | > | 4.00 | 27,918 | > | 4.000 | 34,898 | > | 5.00 |
| | 67,149 | 10.57 % | 28,576 | > | 4.50 | 40,482 | > | 6.375 | 41,276 | > | 6.50 |

non equity Tier

ord Bank &

risk-based

| | | | | | | | | | | |
|-----------|---------|-----------|---|--------|-----------|---|---------|-----------|---|---------|
| \$ 45,314 | 10.19 % | \$ 35,583 | > | 8.00 % | \$ 43,923 | > | 9.875 % | \$ 44,479 | > | 10.00 % |
|-----------|---------|-----------|---|--------|-----------|---|---------|-----------|---|---------|

risk-based

| | | | | | | | | | | |
|--------|--------|--------|---|------|--------|---|-------|--------|---|------|
| 39,692 | 8.92 % | 26,688 | > | 6.00 | 35,027 | > | 7.875 | 35,583 | > | 8.00 |
|--------|--------|--------|---|------|--------|---|-------|--------|---|------|

leverage

| | | | | | | | | | | |
|--------|--------|--------|---|------|--------|---|-------|--------|---|------|
| 39,692 | 8.20 % | 19,365 | > | 4.00 | 19,365 | > | 4.000 | 24,207 | > | 5.00 |
|--------|--------|--------|---|------|--------|---|-------|--------|---|------|

non equity Tier

| | | | | | | | | | | |
|--------|--------|--------|---|------|--------|---|-------|--------|---|------|
| 39,692 | 8.92 % | 20,016 | > | 4.50 | 28,356 | > | 6.375 | 28,912 | > | 6.50 |
|--------|--------|--------|---|------|--------|---|-------|--------|---|------|

field First

community Bank:

risk-based

| | | | | | | | | | | |
|-----------|---------|-----------|---|--------|-----------|---|---------|-----------|---|---------|
| \$ 54,108 | 11.64 % | \$ 37,196 | > | 8.00 % | \$ 45,914 | > | 9.875 % | \$ 46,495 | > | 10.00 % |
|-----------|---------|-----------|---|--------|-----------|---|---------|-----------|---|---------|

risk-based

| | | | | | | | | | | |
|--------|---------|--------|---|------|--------|---|-------|--------|---|------|
| 48,870 | 10.51 % | 27,897 | > | 6.00 | 36,615 | > | 7.875 | 37,196 | > | 8.00 |
|--------|---------|--------|---|------|--------|---|-------|--------|---|------|

leverage

| | | | | | | | | | | |
|--------|--------|--------|---|------|--------|---|-------|--------|---|------|
| 48,870 | 9.31 % | 20,988 | > | 4.00 | 20,988 | > | 4.000 | 26,235 | > | 5.00 |
|--------|--------|--------|---|------|--------|---|-------|--------|---|------|

non equity Tier

| | | | | | | | | | | |
|--------|---------|--------|---|------|--------|---|-------|--------|---|------|
| 48,870 | 10.51 % | 20,923 | > | 4.50 | 29,640 | > | 6.375 | 30,222 | > | 6.50 |
|--------|---------|--------|---|------|--------|---|-------|--------|---|------|

| Actual Amount | Ratio | For Capital Adequacy Purposes Amount | Ratio | For Capital Adequacy Purposes With Capital Conservation Buffer* | Ratio | To Be Well Capitalized Under Prompt Corrective Action Provisions Amount | Ratio |
|------------------|-------|--|-------|--|-------|---|-------|
|------------------|-------|--|-------|--|-------|---|-------|

ember 31, 2017:

any:

risk-based

| | | | | | | | | | | |
|------------|---------|------------|---|--------|------------|---|--------|------------|---|---------|
| \$ 383,282 | 11.15 % | \$ 275,090 | > | 8.00 % | \$ 318,073 | > | 9.25 % | \$ 343,862 | > | 10.00 % |
|------------|---------|------------|---|--------|------------|---|--------|------------|---|---------|

risk-based

| | | | | | | | | | | |
|---------|---------|---------|---|------|---------|---|------|---------|---|------|
| 348,530 | 10.14 % | 206,317 | > | 6.00 | 249,300 | > | 7.25 | 275,090 | > | 8.00 |
|---------|---------|---------|---|------|---------|---|------|---------|---|------|

leverage

| | | | | | | | | | | |
|---------|--------|---------|---|------|---------|---|------|---------|---|------|
| 348,530 | 8.98 % | 155,256 | > | 4.00 | 155,256 | > | 4.00 | 194,070 | > | 5.00 |
|---------|--------|---------|---|------|---------|---|------|---------|---|------|

non equity Tier

| | | | | | | | | | | |
|---------|--------|---------|---|------|---------|---|------|---------|---|------|
| 313,012 | 9.10 % | 154,738 | > | 4.50 | 197,721 | > | 5.75 | 223,510 | > | 6.50 |
|---------|--------|---------|---|------|---------|---|------|---------|---|------|

City Bank &

risk-based

| | | | | | | | | | | |
|------------|---------|------------|---|--------|------------|---|--------|------------|---|---------|
| \$ 160,112 | 12.35 % | \$ 103,711 | > | 8.00 % | \$ 119,916 | > | 9.25 % | \$ 129,639 | > | 10.00 % |
|------------|---------|------------|---|--------|------------|---|--------|------------|---|---------|

risk-based

| | | | | | | | | | | |
|---------|---------|--------|---|------|--------|---|------|---------|---|------|
| 147,472 | 11.38 % | 77,783 | > | 6.00 | 93,988 | > | 7.25 | 103,711 | > | 8.00 |
|---------|---------|--------|---|------|--------|---|------|---------|---|------|

leverage

| | | | | | | | | | | |
|---------|--------|--------|---|------|--------|---|------|--------|---|------|
| 147,472 | 9.52 % | 61,985 | > | 4.00 | 61,985 | > | 4.00 | 77,481 | > | 5.00 |
|---------|--------|--------|---|------|--------|---|------|--------|---|------|

non equity Tier

| | | | | | | | | | | |
|---------|---------|--------|---|------|--------|---|------|--------|---|------|
| 147,472 | 11.38 % | 58,337 | > | 4.50 | 74,542 | > | 5.75 | 84,265 | > | 6.50 |
|---------|---------|--------|---|------|--------|---|------|--------|---|------|

Rapids Bank

st:

risk-based

| | | | | | | | | | | |
|------------|---------|-----------|---|--------|------------|---|--------|------------|---|---------|
| \$ 138,492 | 11.88 % | \$ 93,272 | > | 8.00 % | \$ 107,846 | > | 9.25 % | \$ 116,590 | > | 10.00 % |
|------------|---------|-----------|---|--------|------------|---|--------|------------|---|---------|

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| | | | | | | | | | | | |
|-----------------|-----------|---------|-----------|---|--------|-----------|---|--------|-----------|---|-------|
| risk-based | | | | | | | | | | | |
| l | 126,601 | 10.86 % | 69,954 | > | 6.00 | 84,528 | > | 7.25 | 93,272 | > | 8.00 |
| leverage | 126,601 | 11.68 % | 43,348 | > | 4.00 | 43,348 | > | 4.00 | 54,185 | > | 5.00 |
| non equity Tier | | | | | | | | | | | |
| | 126,601 | 10.86 % | 52,465 | > | 4.50 | 67,039 | > | 5.75 | 75,783 | > | 6.50 |
| Community State | | | | | | | | | | | |
| risk-based | | | | | | | | | | | |
| l | \$ 66,271 | 11.71 % | \$ 45,293 | > | 8.00 % | \$ 52,370 | > | 9.25 % | \$ 56,616 | > | 10.00 |
| risk-based | | | | | | | | | | | |
| l | 61,941 | 10.94 % | 33,970 | > | 6.00 | 41,047 | > | 7.25 | 45,293 | > | 8.00 |
| leverage | 61,941 | 9.77 % | 25,354 | > | 4.00 | 25,354 | > | 4.00 | 31,693 | > | 5.00 |
| non equity Tier | | | | | | | | | | | |
| | 61,941 | 10.94 % | 25,477 | > | 4.50 | 32,554 | > | 5.75 | 36,801 | > | 6.50 |
| Ord Bank & | | | | | | | | | | | |
| risk-based | | | | | | | | | | | |
| l | \$ 45,684 | 11.28 % | \$ 32,413 | > | 8.00 % | \$ 37,477 | > | 9.25 % | \$ 40,516 | > | 10.00 |
| risk-based | | | | | | | | | | | |
| l | 40,615 | 10.02 % | 24,310 | > | 6.00 | 29,374 | > | 7.25 | 32,413 | > | 8.00 |
| leverage | 40,615 | 8.94 % | 18,177 | > | 4.00 | 18,177 | > | 4.00 | 22,721 | > | 5.00 |
| non equity Tier | | | | | | | | | | | |
| | 40,615 | 10.02 % | 18,232 | > | 4.50 | 23,297 | > | 5.75 | 26,335 | > | 6.50 |

* The minimums under Basel III increase by .625% (the capital conservation buffer) annually until 2019. The fully phased-in minimums are 10.5% (Total risk-based capital), 8.5% (Tier 1 risk-based capital), and 7.0% (Common equity Tier 1).

NOTE 10 – REVENUE RECOGNITION

As of January 1, 2018, the Company adopted ASU 2014 09 using the modified retrospective approach. The adoption of the guidance had no material impact on the measurement or recognition of revenue as approximately 89% of the Company's revenue (based on 2017 audited financial results) is outside the scope of this guidance; however, additional

Table of Contents

Part I

Item 1

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) – continued

disclosures have been added in accordance with the ASU. See Note 1 for additional information on this new accounting standard.

Descriptions of our revenue-generating contracts with customers that are within the scope of ASU 2014 09, which are presented in our income statements as components of non-interest income are as follows:

Trust department and Investment advisory and management fees: This is a contract between the Company and its customers for fiduciary and/or investment administration services on trust and brokerage accounts. Trust services and brokerage fee income is determined as a percentage of assets under management and is recognized over the period the underlying trust account is serviced. Such contracts are generally cancellable at any time, with the customer subject to a pro-rated fee in the month of termination.

Deposit service fees: The deposit contract obligates the Company to serve as a custodian of the customer's deposited funds and is generally terminable at will by either party. The contract permits the customer to access the funds on deposit and request additional services related to the deposit account. Deposit account related fees, including analysis charges, overdraft/nonsufficient fund charges, service charges, debit card usage fees, overdraft fees and wire transfer fees are within the scope of the guidance; however, revenue recognition practices did not change under the guidance, as deposit agreements are considered day-to-day contracts. Income for deposit accounts is recognized over the statement cycle period (typically on a monthly basis) or at the time the service is provided, if additional services are requested.

Correspondent banking fees: A contract between the Company and its correspondent banks for corresponding banking services. This line of business provides a strong source of noninterest bearing and interest bearing deposits, fee income, high-quality loan participations and bank stock loans. Correspondent banking fee income is tied to transaction activity and revenue is recognized monthly as earned for services provided.

NOTE 11 –SUBSEQUENT EVENTS - ACQUISITIONS

BATES COMPANIES

On October 1, 2018 the Company announced the successful completion of the previously announced acquisition of the Bates Companies, headquartered in Rockford, Illinois. The acquisition and subsequent merger of the Bates Companies into RB&T will enhance the wealth management services of RB&T by adding approximately \$700 million of assets under management.

In the acquisition, the Company acquired 100% of the Bates Companies' outstanding common stock for an aggregate consideration of \$3.0 million cash and up to \$3.0 million of the Company's common stock. Of the total cash consideration, \$1.5 million in cash was paid at closing. This was funded through operating cash. The additional \$1.5 million was recorded as a promissory note and will be repaid in five equal, annual installments of \$300,000 each on the first through fifth anniversaries of the closing date. Interest will be paid at a rate of 2.18% per annum, based on the applicable federal rate as of the closing date. Additionally, in a private placement exempt from registration with the SEC, the Company will issue \$1.0 million of Company stock in November 2018. Assuming all future performance based contingent consideration is realized, total stock consideration can reach \$3.0 million, which would

result in the Company issuing approximately 70,504 common shares based on the 10-day volume weighted average of the closing stock price of the Company ending five days prior to closing.

During the first nine months of 2018, the Company incurred \$401 thousand of expenses related to the acquisition, comprised primarily of legal and accounting costs.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

INTRODUCTION

This section reviews the financial condition and results of operations of the Company and its subsidiaries as of and for the three and nine months ending September 30, 2018. Some tables may include additional periods to comply with disclosure requirements or to illustrate trends. When reading this discussion, also refer to the Consolidated Financial Statements and related notes in this report. The page locations and specific sections and notes that are referred to are presented in the table of contents.

Additionally, a comprehensive list of the acronyms and abbreviations used throughout this discussion is included in Note 1 to the Consolidated Financial Statements.

GENERAL

QCR Holdings, Inc. is a financial holding company and the parent company of QCBT, CRBT, CSB, RB&T and SFC Bank.

QCBT, CRBT and CSB are Iowa-chartered commercial banks, RB&T is an Illinois-chartered commercial bank and SFC Bank is a Missouri-chartered commercial bank. With the exception of SFC Bank, all are members of the Federal Reserve system with depository accounts insured to the maximum amount permitted by law by the FDIC. SFC Bank's application to become a member of the Federal Reserve system is in process with the Federal Reserve.

- QCBT commenced operations in 1994 and provides full-service commercial and consumer banking, and trust and asset management services to the Quad City area and adjacent communities through its five offices that are located in Bettendorf and Davenport, Iowa and Moline, Illinois. QCBT also provides leasing services through its wholly-owned subsidiary, m2, located in Brookfield, Wisconsin. In addition, QCBT owns 100% of Quad City Investment Advisors, LLC, which is an investment management and advisory company.
- CRBT commenced operations in 2001 and provides full-service commercial and consumer banking, and trust and asset management services to Cedar Rapids, Iowa and adjacent communities through its five offices located in Cedar Rapids and Marion, Iowa. Cedar Falls and Waterloo, Iowa and adjacent communities are served through three additional CRBT offices (two in Waterloo and one in Cedar Falls).
- CSB was acquired by the Company in 2016 and provides full-service commercial and consumer banking to the Des Moines, Iowa area and adjacent communities through its 10 offices, including its main office located on North Ankeny Boulevard in Ankeny, Iowa.
- RB&T commenced operations in January 2005 and provides full-service commercial and consumer banking, and trust and asset management services to Rockford, Illinois and adjacent communities through its main office located on Guilford Road at Alpine Road in Rockford and its branch facility in downtown Rockford.
- SFC Bank was merged into the Company in 2018, as further described in Note 2 to the Consolidated Financial Statements. SFC Bank provides full-service commercial and consumer banking to the Springfield, Missouri area through its branch office located on Glenstone Avenue in Springfield, Missouri.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

EXECUTIVE OVERVIEW

The Company reported net income of \$8.8 million and diluted EPS of \$0.55 for the quarter ended September 30, 2018. By comparison, for the quarter ended June 30, 2018, the Company reported net income of \$10.4 million and diluted EPS of \$0.73. For the quarter ended September 30, 2017, the Company reported net income of \$7.9 million and diluted EPS of \$0.58. For the nine months ended September 30, 2018, the Company reported net income of \$29.8 million, and diluted EPS of \$2.02. By comparison, for the nine months ended September 30, 2017, the Company reported net income of \$25.8 million, and diluted EPS of \$1.91.

The third quarter of 2018 was highlighted by several significant items:

- Net income of \$8.8 million, or \$0.55 per diluted share;
- Core net income (non-GAAP) of \$10.4 million, or \$0.65 per diluted share;
- Annualized loan and lease growth of 7.9% for the quarter and 10.5% year-to-date;
- Provision for loan and lease losses of \$6.2 million for the quarter;
- Nonperforming loans increased \$15.3 million; and
- Completion of merger with Springfield Bancshares, Inc. on July 1, 2018.

Following is a table that represents various net income measurements for the Company.

| | For the three months ended | | For the nine months ended | | |
|--|----------------------------|---------------|---------------------------|--------------------|--------------------|
| | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 |
| Net income | \$ 8,808,835 | \$ 9,901,590 | \$ 7,853,935 | \$ 29,804,181 | \$ 25,804,917 |
| Diluted earnings per common share | \$ 0.55 | \$ 0.70 | \$ 0.58 | \$ 2.02 | \$ 1.91 |
| Weighted average common and common equivalent shares outstanding | 15,922,324 | 14,193,191 | 13,507,955 | 14,786,777 | 13,509,566 |

The increase in weighted average common shares outstanding from September 30, 2017 to September 30, 2018 was primarily due to the common stock issued as a result of the merger with Springfield Bancshares and the acquisition of Guaranty Bank.

Following is a table that represents the major income and expense categories for the Company.

| | For the three months ended | | For the nine months ended | | |
|---------------------|----------------------------|---------------|---------------------------|--------------------|--------------------|
| | September 30, 2018 | June 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 |
| Net interest income | \$ 38,313,483 | \$ 32,084,496 | \$ 28,556,348 | \$ 102,800,897 | \$ 84,271,928 |

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| | | | | | |
|--|--------------|---------------|--------------|---------------|---------------|
| Provision expense | 6,205,828 | 2,300,735 | 2,086,436 | 11,046,402 | 6,214,538 |
| Noninterest income | 8,808,825 | 8,912,266 | 6,701,303 | 26,262,540 | 20,767,575 |
| Noninterest expense | 30,499,610 | 26,369,823 | 23,395,747 | 82,732,930 | 66,073,493 |
| Federal and state income tax expense | 1,608,035 | 1,880,819 | 1,921,533 | 5,479,924 | 6,946,555 |
| Net income | \$ 8,808,835 | \$ 10,445,385 | \$ 7,853,935 | \$ 29,804,181 | \$ 25,804,917 |

40

Table of Contents

Part I

Item 2

MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

Following are some noteworthy changes in the Company's financial results:

- Net interest income in the third quarter of 2018 was up 19% compared to the second quarter of 2018. Net interest income increased 34% compared to the third quarter of 2017 and 22% when comparing the first nine months of 2018 to the same period in the prior year. This increase was primarily due to strong loan and lease growth and the acquisitions of SFC Bank and Guaranty Bank.
- Provision expense in the third quarter of 2018 increased 170% compared to the second quarter of 2018 and increased 197% from the same period of 2017. Provision expense increased 78% in the first nine months of 2018 from the same period of 2017. The increase was primarily attributable to two unrelated borrowers as well as to strong loan growth and accounting for acquired loans (as acquired loans renew, the discount associated with those loans is eliminated and the Company must establish an allowance). See the Provision for Loan Lease Losses section of this report for additional details.
- Noninterest income in the third quarter of 2018 decreased 1% compared to the second quarter of 2018 primarily due to lower swap fee income. Noninterest income in the third quarter of 2018 increased 31% from the third quarter of 2017 and 26% when comparing the first nine months of 2018 to the same period in the prior year. This increase was primarily attributable to higher swap fee income as well as solid growth in wealth management fee income and the acquisitions of Guaranty Bank and SFC Bank.
- Noninterest expense increased 16% from the second quarter of 2018. Noninterest expense increased 30% from the third quarter of 2017 and 25% when comparing the first nine months of 2018 to the same period in the prior year primarily due to the acquisitions of Guaranty Bank and SFC Bank.
- Federal and state income tax expense in the third quarter of 2018 decreased 15% compared to the second quarter of 2018. Federal and state income tax expense in the third quarter of 2018 decreased 16% compared to the third quarter of 2017 and decreased 21% when comparing the first nine months of 2018 to the same period in the prior year primarily due to a lower federal tax rate. See the “Income Taxes” section of this Report for additional details.

LONG-TERM FINANCIAL GOALS

As previously stated, the Company has established certain financial goals by which it manages its business and measures its performance. The goals are periodically updated to reflect changes in business developments. While the Company is determined to work prudently to achieve these goals, there is no assurance that they will be met. Moreover, the Company's ability to achieve these goals will be affected by the factors discussed under “Forward Looking Statements” as well as the factors detailed in the “Risk Factors” section included under Item 1A. of Part I of the Company's Annual Report on Form 10 K for the year ended December 31, 2017. The Company's long-term financial goals are as follows:

- Strong organic loan and lease growth in order to maintain a gross loans and leases to total assets ratio in the range of 73 – 78%;
- Improve profitability (measured by NIM and ROAA);
- Improve asset quality by reducing NPAs to total assets to below 0.75% and maintain charge-offs as a percentage of average loans/leases of under 0.25% annually;
- Grow core deposits to maintain reliance on wholesale funding at less than 15% of total assets;
- Grow noninterest bearing deposits to more than 30% of total assets;

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

- Continue to focus on generating gains on sales of government guaranteed portions of loans and swap fee income to more than \$4 million annually; and
- Grow wealth management net income by 10% annually.

The following table shows the evaluation of the Company's long-term financial goals:

| Goal | Key Metric | Target** | For the Quarter Ending | | | |
|---|--|------------------------|------------------------|----------------|--------------------|--|
| | | | September 30, 2018 | June 30, 2018 | September 30, 2017 | |
| Balance sheet efficiency | Gross loans and leases to total assets | 73% - 78% | 76 % | 76 % | 75 % | |
| | NIM TEY (non-GAAP)* | > 3.65% | 3.60 % | 3.52 % | 3.71 % | |
| Profitability | ROAA | > 1.10% | 0.75 % | 1.03 % | 0.90 % | |
| | Core ROAA (non-GAAP)* | > 1.10% | 0.89 % | 1.08 % | 0.97 % | |
| Asset quality | NPAs to total assets | < 0.75% | 0.87 % | 0.65 % | 0.95 % | |
| | Net charge-offs to average loans and leases*** | < 0.25% annually | 0.09 % | 0.11 % | 0.11 % | |
| Reliance on wholesale funding | Wholesale funding to total assets**** | < 15% | 16 % | 13 % | 12 % | |
| Funding mix | Noninterest bearing deposits as a percentage of total assets | > 30% | 17 % | 18 % | 20 % | |
| Consistent, high quality noninterest income revenue streams | Gains on sales of government guaranteed portions of loans and swap fee income*** | > \$4 million annually | \$ 5.5 million | \$ 5.9 million | \$ 2.4 million | |
| | Grow wealth management net income*** | > 10% annually | 50 % | 54 % | 24 % | |

* See "GAAP to Non-GAAP" reconciliations section.

** Targets will be re-evaluated and adjusted as appropriate.

*** Ratios and amounts provided for these measurements represent year-to-date actual amounts for the respective period that are then annualized for comparison.

**** Wholesale funding to total assets is calculated by dividing total borrowings and brokered deposits by total assets.

STRATEGIC DEVELOPMENTS

The Company took the following actions during the third quarter of 2018 to support its corporate strategy and the long-term financial goals shown above.

- The Company grew loans and leases in the third quarter of 2018 by 7.9% on an annualized basis, excluding acquired loans of SFC Bank. Strong loan and lease growth for the remainder of the year will help keep the Company's loan and leases to asset ratio within the targeted range of 73 - 78%.
- The Company has participated, and intends to continue to participate, in a prudent manner as an acquirer in the consolidation taking place in our markets to continue to grow EPS, further boost ROAA and improve the Company's efficiency ratio. The Company announced in July 2018 the completion of the merger of Springfield Bancshares. On October 1, 2018 the Company announced the successful completion of the previously announced acquisition of the Bates Companies, headquartered in Rockford, Illinois. The acquisition and subsequent merger of the Bates Companies into RB&T will enhance the wealth management services of RB&T by adding approximately \$700 million of assets under management. See Notes 2 and 11 to the Consolidated Financial Statements for additional details about these strategic transactions.

Table of Contents

Part I

Item 2

MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

- The Company has continued to focus on lowering the NPAs to total assets ratio. This ratio increased by 22 basis points to 0.87%, compared to the second quarter 2018. This increase was primarily due to two large credits in the Rockford, Illinois market. The Company remains committed to improving asset quality ratios in 2018 and beyond.
- Management has continued to focus on reducing the Company's reliance on wholesale funding, however, wholesale funding increased 3% in the third quarter of 2018. Management continues to prioritize core deposit growth through a variety of strategies including growth in correspondent banking.
- Correspondent banking has continued to be a core line of business for the Company. The Company is competitively positioned with experienced staff, software systems and processes to continue growing in the three states currently served – Iowa, Illinois and Wisconsin - and to expand into the Missouri market. The Company acts as the correspondent bank for 191 downstream banks with average total noninterest bearing deposits of \$197.5 million and average total interest bearing deposits of \$221.1 million during the first nine months of 2018. This line of business provides a strong source of noninterest bearing and interest bearing deposits, fee income, high-quality loan participations and bank stock loans.
- SBA and USDA lending is a specialty lending area on which the Company has focused. Once these loans are originated, the government-guaranteed portion of the loan can be sold to the secondary market for premiums.
- As a result of the relatively low interest rate environment including a flat yield curve, the Company has focused on executing interest rate swaps on select commercial loans. The interest rate swaps allow the commercial borrowers to pay a fixed interest rate while the Company receives a variable interest rate as well as an upfront fee dependent on the pricing. Management believes that these swaps help position the Company more favorably for rising rate environments. The Company will continue to review opportunities to execute these swaps at all of its subsidiary banks, as the circumstances are appropriate for the borrower and the Company.
- Wealth management is another core line of business for the Company and includes a full range of products, including trust services, brokerage and investment advisory services, asset management, estate planning and financial planning. As of September 30, 2018, the Company had \$2.71 billion of total financial assets in trust (and related) accounts and \$1.08 billion of total financial assets in brokerage (and related) accounts. Continued growth in assets under management will help drive trust and investment advisory fees. The Company offers trust and investment advisory services to the correspondent banks that it serves. As management continues to focus on growing wealth management fee income, expanding market share will continue to be a primary strategy, both through organic growth as well as the acquisition of managed assets. On October 1, 2018 the Company announced the successful completion of the previously announced acquisition of the Bates Companies, headquartered in Rockford, Illinois. The acquisition and subsequent merger of the Bates Companies into RB&T will enhance the wealth management services of RB&T by adding approximately \$700 million of assets under management.

GAAP TO NON-GAAP RECONCILIATIONS

The following table presents certain non-GAAP financial measures related to the “TCE/TA ratio”, “core net income”, “core net income attributable to QCR Holdings, Inc. common stockholders”, “core EPS”, “core ROAA”, “NIM (TEY)”, and “efficiency ratio”. In compliance with applicable rules of the SEC, all non-GAAP measures are reconciled to the most directly comparable GAAP measure, as follows:

- TCE/TA ratio (non-GAAP) is reconciled to stockholders' equity and total assets;
-

Core net income, core net income attributable to QCR Holdings, Inc. common stockholders, core EPS and core ROAA (all non-GAAP measures) are reconciled to net income;

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

- NIM (TEY) (non-GAAP) is reconciled to NIM; and
 - Efficiency ratio (non-GAAP) is reconciled to noninterest expense, net interest income and noninterest income.
- The TCE/TA non-GAAP ratio has been a focus for investors and management believes that this ratio may assist investors in analyzing the Company's capital position without regard to the effects of intangible assets.

The table following also includes several “core” non-GAAP measurements of financial performance. The Company's management believes that these measures are important to investors as they exclude non-recurring income and expense items; therefore, they provide a better comparison for analysis and may provide a better indicator of future run-rates.

NIM (TEY) is a financial measure that the Company's management utilizes to take into account the tax benefit associated with certain tax-exempt loans and securities. It is standard industry practice to measure net interest margin using tax-equivalent measures.

The efficiency ratio is a ratio that management utilizes to compare the Company to peers. It is a standard ratio in the banking industry and widely utilized by investors.

Non-GAAP financial measures have inherent limitations, are not required to be uniformly applied, and are not audited. Although these non-GAAP financial measures are frequently used by investors to evaluate a company, they have limitations as analytical tools and should not be considered in isolation, or as a substitute for analyses of results as reported under GAAP.

| GAAP TO NON-GAAP RECONCILIATIONS | As of | | | | | | | | | | | | | | |
|-------------------------------------|---|-----------|------------------|----|-------------------|---|----------------------|-----------|-----------------------|----|-----------|---|----|-----------|---|
| | September 30, 2018 | | June 30, 2018 | | March 31, 2018 | | December 31, 2017 | | September 30, 2017 | | | | | | |
| | (dollars in thousands, except per share data) | | | | | | | | | | | | | | |
| TCE/TA RATIO | | | | | | | | | | | | | | | |
| Stockholders' equity (GAAP) | \$ | 457,387 | | \$ | 369,588 | | \$ | 360,428 | | \$ | 353,287 | | \$ | 313,039 | |
| Less: Intangible assets | | 89,755 | | | 36,561 | | | 37,108 | | | 37,413 | | | 19,800 | |
| TCE (non-GAAP) | \$ | 367,632 | | \$ | 333,027 | | \$ | 323,320 | | \$ | 315,874 | | \$ | 293,239 | |
| | | | | | | | | | | | | | | | |
| Total assets (GAAP) | \$ | 4,792,732 | | \$ | 4,106,883 | | \$ | 4,026,314 | | \$ | 3,982,665 | | \$ | 3,550,463 | |
| Less: Intangible assets | | 89,755 | | | 36,561 | | | 37,108 | | | 37,413 | | | 198,000 | |
| TA (non-GAAP) | \$ | 4,702,977 | | \$ | 4,070,322 | | \$ | 3,989,206 | | \$ | 3,945,252 | | \$ | 3,352,463 | |
| | | | | | | | | | | | | | | | |
| TCE/TA ratio (non-GAAP) | | 7.82 | % | | 8.18 | % | | 8.10 | % | | 8.01 | % | | 8.31 | % |

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

| | For the Quarter Ended | | | For the Nine Months Ended | |
|---|---|------------------|----------------------|---------------------------|-----------------------|
| | September 30, 2018 | June 30, 2018 | December 31, 2017 | September 30, 2018 | September 30, 2017 |
| | (dollars in thousands, except per share data) | | | | |
| CORE NET INCOME | | | | | |
| Net income (GAAP) | \$ 8,809 | \$ 10,445 | \$ 9,902 | \$ 29,804 | \$ 25,805 |
| Less nonrecurring items (post-tax) (*): | | | | | |
| Income: | | | | | |
| Securities gains, net | \$ — | \$ — | \$ (41) | \$ — | \$ (16) |
| Total nonrecurring income (non-GAAP) | \$ — | \$ — | \$ (41) | \$ — | \$ (16) |
| Expense: | | | | | |
| Acquisition costs | \$ 1,495 | \$ 327 | \$ 430 | \$ 1,616 | \$ 265 |
| Post-acquisition compensation, transition and integration costs | 111 | 130 | 2,462 | 520 | 340 |
| Total nonrecurring expense (non-GAAP) | \$ 1,606 | \$ 457 | \$ 2,892 | \$ 2,136 | \$ 605 |
| Adjustment of tax expense related to the Tax Act | \$ — | \$ — | \$ 2,919 | \$ — | \$ — |
| Core net income (non-GAAP) | \$ 10,415 | \$ 10,902 | \$ 9,916 | \$ 31,940 | \$ 26,426 |
| CORE EPS | | | | | |

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| | | | | | | | | | | |
|--|--------------|---|--------------|---|--------------|---|--------------|---|--------------|---|
| Core net income (non-GAAP) (from above) | \$ 10,415 | | \$ 10,902 | | \$ 9,916 | | \$ 31,940 | | \$ 26,426 | |
| Weighted average common shares outstanding | 15,625,123 | | 13,919,565 | | 13,845,497 | | 14,477,783 | | 13,151,752 | |
| Weighted average common and common equivalent shares outstanding | 15,922,324 | | 14,232,423 | | 14,193,191 | | 14,786,777 | | 13,509,673 | |
| Core EPS (non-GAAP): | | | | | | | | | | |
| Basic | \$ 0.67 | | \$ 0.78 | | \$ 0.72 | | \$ 2.21 | | \$ 2.01 | |
| Diluted | \$ 0.65 | | \$ 0.77 | | \$ 0.70 | | \$ 2.16 | | \$ 1.96 | |
| CORE ROAA | | | | | | | | | | |
| Core net income (non-GAAP) (from above) | \$ 10,415 | | \$ 10,902 | | \$ 9,916 | | \$ 31,940 | | \$ 26,426 | |
| Average Assets | \$ 4,677,875 | | \$ 4,053,684 | | \$ 3,923,337 | | \$ 4,342,083 | | \$ 3,385,352 | |
| Core ROAA (annualized) (non-GAAP) | 0.89 | % | 1.08 | % | 1.01 | % | 1.00 | % | 1.04 | % |
| NIM (TEY)* | | | | | | | | | | |
| Net interest income (GAAP) | \$ 38,314 | | \$ 32,085 | | \$ 31,793 | | \$ 102,801 | | \$ 84,272 | |
| Plus: | | | | | | | | | | |
| Taxequivalent adjustment | 1,548 | | 1,462 | | 2,585 | | 4,329 | | 6,632 | |
| Net interest income - taxequivalent (non-GAAP) | \$ 39,862 | | \$ 33,547 | | \$ 34,378 | | \$ 107,130 | | \$ 90,904 | |
| Average earning assets | \$ 4,387,487 | | \$ 3,820,333 | | \$ 3,699,193 | | \$ 3,989,099 | | \$ 3,186,716 | |
| NIM (GAAP) | 3.46 | % | 3.37 | % | 3.41 | % | 3.45 | % | 3.54 | % |
| NIM (TEY) (non-GAAP) | 3.60 | % | 3.52 | % | 3.69 | % | 3.59 | % | 3.81 | % |
| EFFICIENCY RATIO | | | | | | | | | | |
| | \$ 30,500 | | \$ 26,370 | | \$ 31,351 | | \$ 82,733 | | \$ 66,073 | |

Noninterest
expense (GAAP)

| | | | | | |
|-------------------------------|-----------|-----------|-----------|------------|------------|
| Net interest income (GAAP) | \$ 38,314 | \$ 32,085 | \$ 31,793 | \$ 102,801 | \$ 84,272 |
| Noninterest income (GAAP) | 8,809 | 8,912 | 9,714 | 26,262 | 20,768 |
| Total income | \$ 47,123 | \$ 40,997 | \$ 41,507 | \$ 129,063 | \$ 105,040 |

Efficiency ratio
(noninterest
expense/total
income)

| | | | | | | | | | | |
|------------|-------|---|-------|---|-------|---|-------|---|-------|---|
| (non-GAAP) | 64.72 | % | 64.32 | % | 75.53 | % | 64.10 | % | 62.90 | % |
|------------|-------|---|-------|---|-------|---|-------|---|-------|---|

* Nonrecurring items (after-tax) are calculated using an estimated effective tax rate of 35% for periods prior to March 31, 2018 and 21% for periods including and after March 31, 2018.

NET INTEREST INCOME - (TAX EQUIVALENT BASIS)

As part of the Tax Act, the Company's federal income tax rate was reduced from 35% down to 21% effective January 1, 2018. In order to compare periods before and after the effective date of the Tax Act, it's important to note the difference in the federal income tax rate and the impact on the Company's tax exempt earning assets (loans and securities) and the related tax equivalent yield reporting.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

Net interest income, on a tax equivalent basis, increased 29% to \$39.9 million for the quarter ended September 30, 2018, compared to the same quarter of the prior year, and increased 18% to \$107.1 million for the nine months ended September 30, 2018 compared to the same period of the prior year. Excluding the tax equivalent adjustments, net interest income increased 34% for the quarter ended September 30, 2018 compared to the same quarter of the prior year, and increased 22% for the nine months ended September 30, 2018 compared to the same period of the prior year. Net interest income improved due to several factors:

- The merger of SFC Bank in the third quarter of 2018 and the acquisition of Guaranty Bank in the fourth quarter of 2017;
- Organic loan and lease growth has been strong over the past 12 months pushing loans/leases up to 76% of total assets; and
- The Company's continued strategy to redeploy funds from the lower yielding taxable securities portfolio into higher yielding loans and municipal bonds, especially with the Company's most recent acquisitions of CSB and Guaranty Bank.

A comparison of yields, spread and margin on a tax equivalent and GAAP basis is as follows:

| | Tax Equivalent Basis For the Quarter Ended | | | | | | GAAP For the Quarter Ended | | | | | |
|---|---|---|---------------------|---|--------------------------|---|-------------------------------|---|---------------------|---|--------------------------|---|
| | September 30, 2018 | | June 30, 2018 | | September 30, 2017 | | September 30, 2018 | | June 30, 2018 | | September 30, 2017 | |
| Average Yield on Interest-Earning Assets | 4.65 | % | 4.44 | % | 4.34 | % | 4.51 | % | 4.28 | % | 4.06 | % |
| Average Cost of Interest-Bearing Liabilities | 1.35 | % | 1.21 | % | 0.87 | % | 1.35 | % | 1.21 | % | 0.87 | % |
| Net Interest Spread NIM | 3.30 | % | 3.23 | % | 3.47 | % | 3.16 | % | 3.07 | % | 3.19 | % |
| NIM Excluding Acquisition Accounting Net Accretion | 3.60 | % | 3.52 | % | 3.71 | % | 3.46 | % | 3.37 | % | 3.43 | % |
| | 3.44 | % | 3.46 | % | 3.65 | % | 3.31 | % | 3.31 | % | 3.37 | % |

| Tax Equivalent Basis For the Nine Months Ended | | | | GAAP For the Nine Months Ended | | | |
|---|--|--------------------------|--|-----------------------------------|--|--------------------------|--|
| September 30, 2018 | | September 30, 2017 | | September 30, 2018 | | September 30, 2017 | |

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| | | | | | | | | |
|--|------|---|------|---|------|---|------|---|
| Average Yield on Interest-Earning Assets | 4.51 | % | 4.37 | % | 4.36 | % | 4.10 | % |
| Average Cost of Interest-Bearing Liabilities | 1.21 | % | 0.78 | % | 1.21 | % | 0.78 | % |
| Net Interest Spread | 3.30 | % | 3.59 | % | 3.15 | % | 3.32 | % |
| NIM | 3.59 | % | 3.81 | % | 3.45 | % | 3.54 | % |
| NIM Excluding Acquisition Accounting Net Accretion | 3.44 | % | 3.56 | % | 3.29 | % | 3.28 | % |

Acquisition accounting net accretion can fluctuate mostly depending on the payoff activity of the acquired loans. In evaluating net interest income and NIM, it's important to understand the impact of acquisition accounting net accretion when comparing periods. The above table reports NIM with and without the acquisition accounting net accretion to allow for more appropriate comparisons. A comparison of acquisition accounting net accretion included in NIM is as follows:

| | For the Quarter Ended | | | For the Nine Months Ended | |
|---|-----------------------|--------|-----------|---------------------------|-----------|
| | September | June | September | September | September |
| | 30, | 30, | 30, | 30, | 30, |
| | 2018 | 2018 | 2017 | 2018 | 2017 |
| | dollars in thousands | | | | |
| Acquisition Accounting Net Accretion in NIM | \$ 1,740 | \$ 545 | \$ 474 | \$ 2,984 | \$ 4,028 |

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

NIM on a tax equivalent basis was up 8 basis points on a linked quarter basis. Excluding acquisition accounting net accretion, NIM was down 2 basis points on a linked quarter basis. This modest margin compression was primarily due to the following:

- Increases in the cost of funds due to both mix and rate as the Company continues to grow larger commercial and public deposits which tend to have higher interest rate sensitivity;
- With the flat yield curve and continued competition in our markets, loan pricing continues to be pressured but the pressure has eased moderately as evidenced by the third quarter results. The Company had success in widening spreads as core loan yields increased 10 basis points on a linked quarter basis; however, the pace and magnitude of the widening has been offset by the increasing cost of funds; and
- The majority of the Company's earning asset growth in the third quarter of 2018 occurred at the end of the quarter. The Company's management closely monitors and manages NIM. From a profitability standpoint, an important challenge for the Company's subsidiary banks and leasing company is focusing on quality growth in conjunction with the improvement of their NIMs. Management continually addresses this issue with pricing and other balance sheet management strategies which included better loan pricing, reducing reliance on very rate-sensitive funding, closely managing deposit rate increases and finding additional ways to manage cost of funds through derivatives.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

The Company's average balances, interest income/expense, and rates earned/paid on major balance sheet categories, as well as the components of change in net interest income, are presented in the following tables:

| | For the three months ended September 30, 2018 | | | | 2017 | | | |
|--|--|-------------------------------|-----------------------------|---|--------------------|-------------------------------|-----------------------------|---|
| | Average Balance (dollars in thousands) | Interest Earned or Paid | Average Yield or Cost | | Average Balance | Interest Earned or Paid | Average Yield or Cost | |
| ASSETS | | | | | | | | |
| Interest earning assets: | | | | | | | | |
| Federal funds sold | \$ 23,199 | \$ 105 | 1.80 | % | \$ 19,966 | \$ 52 | 1.03 | % |
| Interest-bearing deposits at financial institutions | 61,815 | 323 | 2.07 | % | 42,178 | 141 | 1.33 | % |
| Investment securities (1) | 667,142 | 5,973 | 3.55 | % | 593,451 | 5,808 | 3.88 | % |
| Restricted investment securities | 22,683 | 330 | 5.77 | % | 17,793 | 173 | 3.86 | % |
| Gross loans/leases receivable (1) (2) (3) | 3,612,648 | 44,648 | 4.90 | % | 2,629,626 | 29,978 | 4.52 | % |
| Total interest earning assets | 4,387,487 | 51,379 | 4.65 | % | 3,303,014 | 36,152 | 4.34 | % |
| Noninterest-earning assets: | | | | | | | | |
| Cash and due from banks | 78,103 | | | | 64,272 | | | |
| Premises and equipment | 72,489 | | | | 61,585 | | | |
| Less allowance | (38,083) | | | | (34,086) | | | |
| Other | 177,879 | | | | 108,363 | | | |
| Total assets | \$ 4,677,875 | | | | \$ 3,503,148 | | | |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | | | | | | | |
| Interest-bearing liabilities: | | | | | | | | |
| Interest-bearing deposits | \$ 2,214,480 | 5,432 | 0.97 | % | \$ 1,613,162 | 2,230 | 0.55 | % |
| Time deposits | 825,020 | 3,290 | 1.58 | % | 530,120 | 1,326 | 0.99 | % |
| Short-term borrowings | 21,407 | 78 | 1.45 | % | 16,138 | 33 | 0.81 | % |
| FHLB advances | 209,111 | 1,273 | 2.42 | % | 146,556 | 608 | 1.65 | % |
| Other borrowings | 74,503 | 925 | 4.93 | % | 72,617 | 726 | 3.97 | % |
| | 37,600 | 519 | 5.48 | % | 33,563 | 362 | 4.28 | % |

| | | | | | | | |
|--|--------------|-----------|--------|--------------|-----------|--------|--|
| Junior subordinated debentures | | | | | | | |
| Total interest-bearing liabilities | 3,382,121 | 11,517 | 1.35 % | 2,412,156 | 5,285 | 0.87 % | |
| Noninterest-bearing demand deposits | 800,577 | | | 738,824 | | | |
| Other noninterest-bearing liabilities | 59,112 | | | 42,572 | | | |
| Total liabilities | 4,241,810 | | | 3,193,552 | | | |
| Stockholders' equity | 436,065 | | | 309,596 | | | |
| Total liabilities and stockholders' equity | \$ 4,677,875 | | | \$ 3,503,148 | | | |
| Net interest income | | \$ 39,862 | | | \$ 30,867 | | |
| Net interest spread | | | 3.30 % | | | 3.47 % | |
| Net interest margin | | | 3.60 % | | | 3.71 % | |
| Ratio of average interest-earning assets to average interest-bearing liabilities | 129.73 % | | | 136.93 % | | | |

-
- (1) Interest earned and yields on nontaxable investment securities and nontaxable loans are determined on a tax equivalent basis using a 35% tax rate for periods prior to March 31, 2018 and 21% for periods including and after March 31, 2018.
- (2) Loan/lease fees are not material and are included in interest income from loans/leases receivable in accordance with accounting and regulatory guidance.
- (3) Non-accrual loans/leases are included in the average balance for gross loans/leases receivable in accordance with accounting and regulatory guidance.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

Analysis of Changes of Interest Income/Interest Expense

For the three months ended September 30, 2018

| | Inc./(Dec.) from Prior Period 2018 vs. 2017 (dollars in thousands) | Components of Change (1) Rate | Volume |
|---|---|---|-----------|
| INTEREST INCOME | | | |
| Federal funds sold | \$ 53 | \$ 44 | \$ 9 |
| Interest-bearing deposits at financial institutions | 182 | 100 | 82 |
| Investment securities (2) | 165 | (2,261) | 2,426 |
| Restricted investment securities | 157 | 101 | 56 |
| Gross loans/leases receivable (2) (3) (4) | 14,670 | 2,694 | 11,976 |
| Total change in interest income | 15,227 | 678 | 14,549 |
| INTEREST EXPENSE | | | |
| Interest-bearing deposits | 3,202 | 2,162 | 1,040 |
| Time deposits | 1,964 | 1,014 | 950 |
| Short-term borrowings | 45 | 32 | 13 |
| Federal Home Loan Bank advances | 665 | 347 | 318 |
| Other borrowings | 199 | 180 | 19 |
| Junior subordinated debentures | 157 | 110 | 47 |
| Total change in interest expense | 6,232 | 3,845 | 2,387 |
| Total change in net interest income | \$ 8,995 | \$ (3,167) | \$ 12,162 |

-
- (1) The column "Inc./(Dec.) from Prior Period" is segmented into the changes attributable to variations in volume and the changes attributable to changes in interest rates. The variations attributable to simultaneous volume and rate changes have been proportionately allocated to rate and volume.
- (2) Interest earned and yields on nontaxable investment securities and nontaxable loans are determined on a tax equivalent basis using a 35% tax rate for periods prior to March 31, 2018 and 21% for periods including and after March 31, 2018.
- (3) Loan/lease fees are not material and are included in interest income from loans/leases receivable in accordance with accounting and regulatory guidance.
- (4) Non-accrual loans/leases are included in the average balance for gross loans/leases receivable in accordance with accounting and regulatory guidance.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

| | For the nine months ended September 30, 2018 | | | 2017 | | | |
|---|---|-------------------------------|-----------------------------|------|--------------------|-------------------------------|-----------------------------|
| | Average Balance (dollars in thousands) | Interest Earned or Paid | Average Yield or Cost | | Average Balance | Interest Earned or Paid | Average Yield or Cost |
| ASSETS | | | | | | | |
| Interest earning assets: | | | | | | | |
| Federal funds sold | \$ 20,488 | \$ 223 | 1.46 % | | \$ 16,600 | \$ 105 | 0.85 % |
| Interest-bearing deposits at financial institutions | 55,408 | 749 | 1.81 % | | 73,655 | 560 | 1.02 % |
| Investment securities (1) | 654,818 | 17,391 | 3.55 % | | 575,884 | 16,350 | 3.80 % |
| Restricted investment securities | 21,871 | 776 | 4.74 % | | 14,963 | 435 | 3.89 % |
| Gross loans/leases receivable (1) (2) (3) | 3,236,514 | 115,365 | 4.77 % | | 2,505,614 | 86,821 | 4.63 % |
| Total interest earning assets | 3,989,099 | 134,504 | 4.51 % | | 3,186,716 | 104,271 | 4.37 % |
| Noninterest-earning assets: | | | | | | | |
| Cash and due from banks | 71,198 | | | | 64,363 | | |
| Premises and equipment, net | 66,516 | | | | 61,296 | | |
| Less allowance for estimated losses on loans/leases | (36,726) | | | | (32,648) | | |
| Other | 151,996 | | | | 105,625 | | |
| Total assets | \$ 4,242,083 | | | | \$ 3,385,352 | | |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | | | | | | |
| Interest-bearing liabilities: | | | | | | | |
| Interest-bearing demand deposits | \$ 1,987,371 | 12,541 | 0.84 % | | \$ 1,528,971 | 5,205 | 0.46 % |

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| | | | | | | |
|--|--------------|------------|--------|--------------|-----------|--------|
| Time deposits | 702,441 | 7,591 | 1.44 % | 522,986 | 3,575 | 0.91 % |
| Short-term borrowings | 19,234 | 173 | 1.20 % | 19,754 | 76 | 0.51 % |
| Federal Home Loan | | | | | | |
| Bank advances | 206,875 | 3,219 | 2.08 % | 112,550 | 1,365 | 1.62 % |
| Other borrowings | 68,742 | 2,376 | 4.62 % | 73,126 | 2,104 | 3.85 % |
| Junior subordinated debentures | 37,557 | 1,474 | 5.25 % | 33,530 | 1,042 | 4.15 % |
| Total interest-bearing liabilities | 3,022,220 | 27,374 | 1.21 % | 2,290,917 | 13,367 | 0.78 % |
| Noninterest-bearing demand deposits | 784,401 | | | 751,318 | | |
| Other noninterest-bearing liabilities | 49,588 | | | 42,660 | | |
| Total liabilities | 3,856,209 | | | 3,084,895 | | |
| Stockholders' equity | 385,874 | | | 300,457 | | |
| Total liabilities and stockholders' equity | \$ 4,242,083 | | | \$ 3,385,352 | | |
| Net interest income | | \$ 107,130 | | | \$ 90,904 | |
| Net interest spread | | | 3.30 % | | | 3.59 % |
| Net interest margin | | | 3.59 % | | | 3.81 % |
| Ratio of average interest earning assets to average interest-bearing liabilities | 131.99 % | | | 139.10 % | | |

-
- (1) Interest earned and yields on nontaxable investment securities and nontaxable loans are determined on a tax equivalent basis using a 35% tax rate for periods prior to March 31, 2018 and 21% for periods including and after March 31, 2018.
- (2) Loan/lease fees are not material and are included in interest income from loans/leases receivable in accordance with accounting and regulatory guidance.
- (3) Non-accrual loans/leases are included in the average balance for gross loans/leases receivable in accordance with accounting and regulatory guidance.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

Analysis of Changes of Interest Income/Interest Expense
For the nine months ended September 30, 2018

| | Inc./ (Dec.) from Prior Period 2018 vs. 2017 (dollars in thousands) | Components of Change (1) Rate | Volume |
|---|--|---|-----------|
| INTEREST INCOME | | | |
| Federal funds sold | \$ 118 | \$ 89 | \$ 29 |
| Interest-bearing deposits at other financial institutions | 189 | 424 | (235) |
| Investment securities (2) | 1,041 | (1,585) | 2,626 |
| Restricted investment securities | 341 | 110 | 231 |
| Gross loans/leases receivable (2) (3) (4) | 28,544 | 2,556 | 25,988 |
| Total change in interest income | 30,233 | 1,594 | 28,639 |
| INTEREST EXPENSE | | | |
| Interest-bearing demand deposits | 7,336 | 5,430 | 1,906 |
| Time deposits | 4,016 | 2,525 | 1,491 |
| Short-term borrowings | 97 | 101 | (4) |
| Federal Home Loan Bank advances | 1,854 | 468 | 1,386 |
| Other borrowings | 272 | 470 | (198) |
| Junior subordinated debentures | 432 | 297 | 135 |
| Total change in interest expense | 14,007 | 9,291 | 4,716 |
| Total change in net interest income | \$ 16,226 | \$ (7,697) | \$ 23,923 |

-
- (1) The column "Inc./ (Dec.) from Prior Period" is segmented into the changes attributable to variations in volume and the changes attributable to changes in interest rates. The variations attributable to simultaneous volume and rate changes have been proportionately allocated to rate and volume.
- (2) Interest earned and yields on nontaxable investment securities and nontaxable loans are determined on a tax equivalent basis using a 35% tax rate for periods prior to March 31, 2018 and 21% for periods including and after March 31, 2018.
- (3) Loan/lease fees are not material and are included in interest income from loans/leases receivable in accordance with accounting and regulatory guidance.
- (4) Non-accrual loans/leases are included in the average balance for gross loans/leases receivable in accordance with accounting and regulatory guidance.

CRITICAL ACCOUNTING POLICIES

The Company's financial statements are prepared in accordance with GAAP. The financial information contained within these statements is, to a significant extent, financial information that is based on approximate measures of the financial effects of transactions and events that have already occurred. Certain critical accounting policies are described below.

ALLOWANCE FOR LOAN AND LEASE LOSSES

Based on its consideration of accounting policies that involve the most complex and subjective decisions and assessments, management has identified its most critical accounting policy to be that related to the allowance for loan and lease losses.

The Company's allowance methodology incorporates a variety of risk considerations, both quantitative and qualitative, in establishing an allowance that management believes is appropriate at each reporting date. Quantitative factors include the Company's historical loss experience, delinquency and charge-off trends, collateral values, changes in NPLs, and other factors. Quantitative factors also incorporate known information about individual loans/leases, including borrowers' sensitivity to interest rate movements.

Qualitative factors include management's view regarding the general economic environment in the Company's markets, including economic conditions throughout the Midwest and, in particular, the state of certain industries. Size and

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

complexity of individual credits in relation to loan/lease structures, existing loan/lease policies and pace of portfolio growth are other qualitative factors that are considered in the methodology.

Management may report a materially different amount for the provision in the statement of income to change the allowance if its assessment of the above factors were different. This discussion and analysis should be read in conjunction with the Company's financial statements and the accompanying notes presented elsewhere herein, as well as the section entitled "Financial Condition" of this Management's Discussion and Analysis that discusses the allowance.

Although management believes the level of the allowance as of September 30, 2018 was adequate to absorb losses in the loan/lease portfolio, a decline in local economic conditions, or other factors, could result in increasing losses that cannot be reasonably predicted at this time.

RESULTS OF OPERATIONS

INTEREST INCOME

Interest income on a tax equivalent basis increased 42%, comparing the third quarter of 2018 to the same period of 2017, and increased 29% comparing the first nine months of 2018 to the same period of 2017. This increase was primarily the result of the acquisitions of SFC Bank and Guaranty Bank, strong organic loan growth, and improved pricing with the rising rate environment. Although the latter has been less than the Company would like due to competitive pressures and the flat yield curve, the Company is focused on growing loans at higher rates with widening spreads to more than offset the effect of the rising cost of funds.

Overall, the Company's average earning assets increased 33%, comparing the third quarter of 2018 to the third quarter of 2017. During the same time period, average gross loans and leases increased 37%, while average investment securities increased 12% with a portion allocable to private placement tax-exempt municipal securities. Average earning assets increased 25%, comparing the first nine months of 2018 to the same period of 2017. Average gross loans and leases increased 29% and average investment securities increased 14%, comparing the first nine months of 2018 to the same period to 2017. These increases were also the result of the acquisition of SFC Bank and Guaranty Bank and strong loan growth.

The Company intends to continue to grow quality loans and leases as well as its private placement tax-exempt securities portfolio to maximize yield while minimizing credit and interest rate risk.

INTEREST EXPENSE

Interest expense for the third quarter of 2018 increased 118% from the third quarter of 2017 and increased 105% comparing the first nine months of 2018 to the same period of 2017. The acquisitions of Guaranty Bank and SFC Bank primarily contributed to this increase as the Company added over \$650 million in deposits and \$78 million in FHLB advances. Additionally, as the Company has grown organically at a significant pace over the past several years, the loan growth has been funded in larger part by bigger depositor relationships with higher rate sensitivity, many of which have pricing tied to a certain index. As a result, the cost of these funds is higher than the rest of the

Company's core deposit portfolio, and the cost rises at a higher rate (beta) as market interest rates rise (which has been the case over the past several quarters). The beta on the balance of the Company's core deposit portfolio has performed well and is much lower than the beta on relationships with pricing tied to a certain index. Additionally, the loan growth has outpaced deposit growth, short-term borrowings have increased to temporarily fill in the funding gap and the cost of these funds has increased with the rising rate environment.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

The Company's management intends to continue to shift the mix of funding from wholesale funds to well-priced core deposits, including noninterest-bearing deposits. Continuing this trend is expected to strengthen the Company's franchise value, reduce funding costs, and increase fee income opportunities through deposit service charges.

PROVISION FOR LOAN/LEASE LOSSES

The provision is established based on a number of factors, including the Company's historical loss experience, delinquencies and charge-off trends, the local, state and national economies and risk associated with the loans/leases in the portfolio as described in more detail in the "Critical Accounting Policies" section.

The Company's provision totaled \$6.2 million for the third quarter of 2018, which was an increase of \$4.1 million or 197% from the same quarter of the prior year. Provision for the first nine months of the year totaled \$11.0 million, which was up \$4.8 million or 78%, compared to the first nine months of 2017. The increases were primarily attributable to additional provision of \$4.7 million related to two unrelated borrowers as well as to loan growth and accounting for loans acquired through acquisitions.

In accordance with GAAP for business combination accounting, acquired loans are recorded at fair value; therefore, no allowance is associated with such loans at acquisition. As acquired loans renew, the discount associated with those loans is eliminated and the Company must establish an allowance through provision. This provision, when coupled with net charge-offs of \$2.3 million for the first nine months of 2018, increased the Company's allowance to \$43.1 million at September 30, 2018. As of September 30, 2018, the Company's allowance to total loans/leases was 1.18%, which was down from 1.21% at June 30, 2018 and down from 1.31% at September 30, 2017. Management continues to evaluate the allowance needed on acquired loans factoring in the net remaining discount (\$14.4 million and \$5.6 million at September 30, 2018 and September 30, 2017, respectively). When factoring this remaining discount into the Company's allowance to total loans and leases calculation, the Company's allowance as a percentage of total loans and leases increased from 1.18% to 1.57% as of September 30, 2018 and increased from 1.31% to 1.52% as of September 30, 2017.

A more detailed discussion of the Company's allowance can be found in the "Financial Condition" section of this Report.

NONINTEREST INCOME

| | Three Months Ended | | | |
|--|-----------------------|-----------------------|------------|----------|
| | September 30, 2018 | September 30, 2017 | \$ Change | % Change |
| Trust department fees | \$ 2,195,828 | \$ 1,721,401 | \$ 474,427 | 27.6 |
| Investment advisory and management fees | 1,059,413 | 968,452 | 90,961 | 9.4 |
| Deposit service fees | 1,655,529 | 1,522,461 | 133,068 | 8.7 |
| Gains on sales of residential real estate loans, net | 336,679 | 98,409 | 238,270 | 242.1 |

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| | | | | | |
|--|--------------|--------------|--------------|---------|---|
| Gains on sales of government guaranteed portions of loans, net | 46,417 | 91,974 | (45,557) | (49.5) | |
| Swap fee income | 1,110,182 | 194,256 | 915,926 | 471.5 | |
| Securities gains (losses), net | — | (63,588) | 63,588 | (100.0) | |
| Earnings on bank-owned life insurance | 474,426 | 428,002 | 46,424 | 10.8 | |
| Debit card fees | 845,740 | 754,803 | 90,937 | 12.0 | |
| Correspondent banking fees | 195,450 | 239,060 | (43,610) | (18.2) | |
| Other | 889,161 | 746,073 | 143,088 | 19.2 | |
| Total noninterest income | \$ 8,808,825 | \$ 6,701,303 | \$ 2,107,522 | 31.4 | % |

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

| | Nine Months Ended | | | | |
|--|-----------------------|-----------------------|--------------|----------|---|
| | September 30, 2018 | September 30, 2017 | \$ Change | % Change | |
| Trust department fees | \$ 6,490,896 | \$ 5,153,609 | \$ 1,337,287 | 25.9 | % |
| Investment advisory and management fees | 3,069,423 | 2,798,886 | 270,537 | 9.7 | |
| Deposit service fees | 4,797,385 | 4,297,210 | 500,175 | 11.6 | |
| Gains on sales of residential real estate loans, net | 539,266 | 307,360 | 231,906 | 75.5 | |
| Gains on sales of government guaranteed portions of loans, net | 404,851 | 1,129,668 | (724,817) | (64.2) | |
| Swap fee income | 3,717,761 | 635,353 | 3,082,408 | 485.1 | |
| Securities gains (losses), net | — | (25,124) | 25,124 | (100.0) | |
| Earnings on bank-owned life insurance | 1,291,686 | 1,357,049 | (65,363) | (4.8) | |
| Debit card fees | 2,456,134 | 2,201,125 | 255,009 | 11.6 | |
| Correspondent banking fees | 672,807 | 684,306 | (11,499) | (1.7) | |
| Other | 2,822,331 | 2,228,133 | 594,198 | 26.7 | |
| Total noninterest income | \$ 26,262,540 | \$ 20,767,575 | \$ 5,494,965 | 26.5 | % |

In recent years, the Company has been successful in expanding its wealth management customer base. Trust department fees continue to be a significant contributor to noninterest income and, due to favorable market conditions in 2018 coupled with strong growth in assets under management, trust department fees increased 28%, comparing the third quarter of 2018 to the same period of the prior year. Trust department fees increased 26% when comparing the first nine months of 2018 to the same period of the prior year. Income is generated primarily from fees charged based on assets under administration for corporate and personal trusts and for custodial services. The majority of the trust department fees are determined based on the value of the investments within the fully-managed trusts.

Investment advisory and management fees increased 9%, comparing the third quarter of 2018 to the same period of the prior year, and they increased 10% when comparing the first nine months of 2018 to the first nine months of 2017. Management has placed a stronger emphasis on growing its investment advisory and management services. Part of this initiative has been to restructure the Company's Wealth Management Division to allow for more efficient delivery of products and services through selective additions of talent as well as the leverage of and collaboration among existing resources (including the aforementioned trust department). Similar to trust department fees, these fees are largely determined based on the value of the investments managed. On October 1, 2018 the Company announced the successful completion of the previously announced acquisition of the Bates Companies, headquartered in Rockford, Illinois. The acquisition and subsequent merger of the Bates Companies into RB&T will enhance the wealth management services of RB&T by adding approximately \$700 million of assets under management.

Deposit service fees expanded 9% comparing the third quarter of 2018 to the same period of the prior year and expanded 12% when comparing the first nine months of 2018 to the same period of the prior year. This increase was primarily the result of the growth in deposits due to the acquisitions of Guaranty Bank and SFC Bank. Additionally, the Company continues its emphasis on shifting the mix of deposits from brokered and retail time deposits to

non-maturity demand deposits across all its markets. With this continuing shift in mix, the Company has increased the number of demand deposit accounts, which tend to be lower in interest cost and higher in service fees. The Company plans to continue this shift in mix and to further focus on growing deposit service fees.

Gains on sales of residential real estate loans increased 242% when comparing the third quarter of 2018 to the same period of the prior year and increased 76% when comparing the first nine months of 2018 to the same period of the prior year. Overall, with the continued low interest rate environment, refinancing activity has slowed, as many of the Company's existing and prospective customers have already executed a refinancing. Therefore, this area has generally become a smaller contributor to overall noninterest income.

The Company's gains on the sale of government-guaranteed portions of loans for the third quarter of 2018 decreased 50% compared to the third quarter of 2017 and decreased 64% when comparing the first nine months of 2018 to the same period of the prior year. Given the nature of these gains, large fluctuations can occur from quarter-to-quarter and year-to-year. As one of its core strategies, the Company continues to leverage its expertise by taking advantage of programs offered by the

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

SBA and the USDA. In the past several years, the Company's portfolio of government-guaranteed loans has grown as a direct result of the Company's strong expertise in SBA and USDA lending. In some cases, it is more beneficial for the Company to sell the government-guaranteed portion on the secondary market for a premium rather than retain the loans in the Company's portfolio. Sales activity for government-guaranteed portions of loans tends to fluctuate depending on the demand for loans that fit the criteria for the government guarantee. Further, the size of the transactions can vary and, as the gain is determined as a percentage of the guaranteed amount, the resulting gain on sale can vary. Lastly, a strategy for improved pricing is packaging loans together for sale. From time to time, the Company may execute on this strategy, which may delay the gains on sales of some loans to achieve better pricing. Recently, competitors have been offering SBA loan candidates traditional financing without the guarantee and the Company is not willing to relax its structure for those lending opportunities.

As a result of the continued relatively low interest rate environment including a flat yield curve, the Company was able to execute numerous interest rate swaps on select commercial loans. The interest rate swaps allow the commercial borrowers to pay a fixed interest rate while the Company receives a variable interest rate as well as an upfront fee dependent upon the pricing. Management believes that these swaps help position the Company more favorably for rising rate environments. Management will continue to review opportunities to execute these swaps at all of its subsidiary banks, as the circumstances are appropriate for the borrower and the Company. An optimal interest rate swap candidate must be of a certain size and sophistication which can lead to volatility in activity from quarter to quarter. Swap fee income totaled \$1.1 million for the third quarter of 2018, compared to \$194 thousand for the third quarter of 2017. Swap fee income totaled \$3.7 million for the first nine months of 2018 compared to \$635 thousand in the first nine months of 2017. Future levels of swap fee income are also dependent upon prevailing interest rates.

Earnings on BOLI increased 11% comparing the third quarter of 2018 to the second quarter of 2018 and decreased 5% comparing the first nine months of 2018 to the first nine months of 2017. There were no purchases of BOLI within the last 12 months. Notably, a small portion of the Company's BOLI is variable rate whereby the returns are determined by the performance of the equity market. Equity market performance accounted for the majority of the decrease in earnings on BOLI. Management intends to continue to review its BOLI investments to be consistent with policy and regulatory limits in conjunction with the rest of its earning assets in an effort to maximize returns while minimizing risk.

Debit card fees are the interchange fees paid on certain debit card customer transactions. Debit card fees increased 12% comparing the third quarter of 2018 to the third quarter of the prior year and 12% comparing the first nine months of 2018 to the first nine months of 2017. This increase was primarily related to the acquisition of Guaranty Bank in the fourth quarter of 2017. These fees can vary based on customer debit card usage, so fluctuations from period to period may occur. As an opportunity to maximize fees, the Company offers a retail deposit product with a higher interest rate that incentivizes debit card activity, which has been taken advantage of by the Company's customers.

Correspondent banking fees decreased 18% comparing the third quarter of 2018 to the third quarter of the prior year and decreased 2% comparing the first nine months of 2018 to the first nine months of 2017. Management will continue to evaluate earnings credit rates and the resulting impact on deposit balances and fees while balancing the ability to grow market share. Correspondent banking continues to be a core strategy for the Company, as this line of

business provides a high level of deposits that can be used to fund loan growth as well as a steady source of fee income. The Company now serves approximately 191 banks in Iowa, Illinois and Wisconsin.

Other noninterest income increased 19% comparing the third quarter of 2018 to the third quarter of the prior year and increased 27% comparing the first nine months of 2018 to the first nine months of 2017. These increases were primarily driven by fluctuations in net gains recognized on the disposal of leased assets.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

NONINTEREST EXPENSE

The following tables set forth the various categories of noninterest expense for the three and nine months ended September 30, 2018 and 2017.

| | Three Months Ended | | | | |
|---|-----------------------|-----------------------|--------------|----------|---|
| | September 30, 2018 | September 30, 2017 | \$ Change | % Change | % |
| Salaries and employee benefits | \$ 17,432,632 | \$ 13,423,943 | \$ 4,008,689 | 29.9 | % |
| Occupancy and equipment expense | 3,318,470 | 2,516,274 | 802,196 | 31.9 | |
| Professional and data processing fees | 2,537,027 | 2,950,839 | (413,812) | (14.0) | |
| Acquisition costs | 1,292,043 | 407,997 | 884,046 | 216.7 | |
| Post-acquisition compensation, transition and integration costs | 493,063 | 522,740 | (29,677) | (5.7) | |
| FDIC insurance, other insurance and regulatory fees | 932,746 | 690,894 | 241,852 | 35.0 | |
| Loan/lease expense | 369,379 | 257,540 | 111,839 | 43.4 | |
| Net cost of (income from) operations of other real estate | (50,362) | (160,640) | 110,278 | (68.6) | |
| Advertising and marketing | 983,762 | 669,923 | 313,839 | 46.8 | |
| Bank service charges | 461,656 | 460,153 | 1,503 | 0.3 | |
| Correspondent banking expense | 205,121 | 204,189 | 932 | 0.5 | |
| CDI amortization expense | 541,665 | 230,867 | 310,798 | 134.6 | |
| Other | 1,982,408 | 1,221,028 | 761,380 | 62.4 | |
| Total noninterest expense | \$ 30,499,610 | \$ 23,395,747 | \$ 7,103,863 | 30.4 | % |

| | Nine Months Ended | | | | |
|---|-----------------------|-----------------------|--------------|----------|---|
| | September 30, 2018 | September 30, 2017 | \$ Change | % Change | % |
| Salaries and employee benefits | \$ 49,214,623 | \$ 39,662,218 | \$ 9,552,405 | 24.1 | % |
| Occupancy and equipment expense | 9,516,939 | 7,716,829 | 1,800,110 | 23.3 | |
| Professional and data processing fees | 8,015,966 | 7,374,930 | 641,036 | 8.7 | |
| Acquisition costs | 1,798,184 | 407,997 | 1,390,187 | 340.7 | |
| Post-acquisition compensation, transition and integration costs | 658,377 | 522,740 | 135,637 | 25.9 | |
| FDIC insurance, other insurance and regulatory fees | 2,529,415 | 1,957,413 | 572,002 | 29.2 | |
| Loan/lease expense | 920,215 | 811,362 | 108,853 | 13.4 | |
| | 11,190 | (118,453) | 129,643 | (109.4) | |

Net cost of (income from) operations of
other real estate

| | | | | |
|-------------------------------|---------------|---------------|---------------|--------|
| Advertising and marketing | 2,430,085 | 1,846,942 | 583,143 | 31.6 |
| Bank service charges | 1,368,318 | 1,331,499 | 36,819 | 2.8 |
| Correspondent banking expense | 614,212 | 604,233 | 9,979 | 1.7 |
| CDI amortization | 1,150,767 | 692,600 | 458,167 | 66.2 |
| Other | 4,504,639 | 3,263,183 | 1,241,456 | 38.0 |
| Total noninterest expense | \$ 82,732,930 | \$ 66,073,493 | \$ 16,659,437 | 25.2 % |

Management places a strong emphasis on overall cost containment and is committed to improving the Company's general efficiency. One-time charges relating to acquisitions are expected to impact expense throughout 2018.

Salaries and employee benefits, which is the largest component of noninterest expense, increased from the third quarter of 2017 to the third quarter of 2018 by 30%. This line item also increased 24% when comparing the first nine months of 2018 to the first nine months of 2017. This increase was primarily related to the addition of SFC Bank and Guaranty Bank employees, new hires and merit increases. To help support recent and expected growth, the Company is adding to operational infrastructure and investing in additional staffing both at the corporate level and at some of the bank charters. Some of these hires are opportunistic, as the Company takes advantage of talent availability in the marketplace as a result of ongoing industry consolidation.

Occupancy and equipment expense increased 32%, comparing the third quarter of 2018 to the same period of the prior year and increased 23% comparing the first nine months of 2018 to the same period of the prior year. The increased expense was primarily due to the addition of Guaranty Bank and SFC Bank.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

Professional and data processing fees decreased 14%, comparing the third quarter of 2018 to the same period in 2017, and increased 9% comparing the first nine months of 2018 to the same period of the prior year. This increased expense was partially due to the addition of SFC Bank. Additionally, legal expense was also elevated due to a legal matter at RB&T where two employees have been charged with wrongdoing in connection with an SBA loan application. The Company anticipates these legal expenses will continue to increase until the court proceedings are completed, which the Company expects to occur in mid 2019. Neither RB&T nor the Company have been charged in the case. Generally, professional and data processing fees can fluctuate depending on certain one-time project costs. Management will continue to focus on minimizing one-time costs and driving recurring costs down through contract renegotiation or managed reduction in activity where costs are determined on a usage basis.

Acquisition costs totaled \$1.3 million for the third quarter of 2018 and \$1.8 million for the first nine months of 2018. Acquisition costs for the third quarter and the first nine months of 2017 totaled \$408 thousand. These costs were comprised primarily of legal, accounting and investment banking costs related to the acquisitions described in Notes 2 and 11 to the Consolidated Financial Statements.

Post-acquisition costs totaled \$493 thousand for the third quarter of 2018 and \$658 thousand for the first nine months of 2018. These costs were comprised primarily of personnel costs, IT integration, and data conversion costs related to acquisitions.

FDIC insurance, other insurance and regulatory fee expense increased 35%, comparing the third quarter of 2018 to the third quarter of 2017 and increased 29% comparing the first nine months of 2018 to the same period of the prior year. The increase in expense was due to the acquisitions of Guaranty Bank and SFC Bank.

Loan/lease expense increased 43% when comparing the third quarter of 2018 to the same quarter of 2017 and increased 13% comparing the first nine months of 2018 to the same period of the prior year. Generally, loan/lease expense has a direct relationship with the level of NPLs; however, it may deviate depending upon the individual NPLs.

Net cost of/income from operations of other real estate includes gains/losses on the sale of OREO, write-downs of OREO and all income/expenses associated with OREO. Net income from operations of other real estate totaled \$50 thousand for the third quarter of 2018, compared to \$161 thousand for the third quarter of 2017. Net cost of operations of other real estate totaled \$11 thousand for the first nine months of 2018 compared to net income from operations of \$118 thousand for the same period of the prior year.

Advertising and marketing expense increased 47%, comparing the third quarter of 2018 to the third quarter of 2017 and increased 32% comparing the first nine months of 2018 to the same period of the prior year. The increase in expense was primarily due to the additions of Guaranty Bank and SFC Bank.

Bank service charges, a large portion of which includes indirect costs incurred to provide services to QCBT's correspondent banking customer portfolio, remained flat from the third quarter of 2017 to the third quarter of 2018 and increased 3%, comparing the first nine months of 2018 to the same period of the prior year. As transactions volumes continue to increase and the number of correspondent banking clients increases, the associated expenses will

also increase.

Correspondent banking expense was flat when comparing the third quarter of 2018 to the third quarter of 2017 and increased 2% when comparing the first nine months of 2018 to the same period of the prior year. These are direct costs incurred to provide services to QCBT's correspondent banking customer portfolio, including safekeeping and cash management services.

CDI amortization expense increased 135% when comparing the third quarter of 2018 to the third quarter of 2017 and increased 66% when comparing the first nine months of 2018 to the same period of the prior year. The increase was due to the acquisitions of Guaranty Bank and SFC Bank.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

Other noninterest expense was up 62% when comparing the third quarter of 2018 to the third quarter of 2017 and increased 38% when comparing the first nine months of 2018 to the same period of the prior year. Included in other noninterest expense are items such as subscriptions, sales and use tax and expenses related to wealth management. A portion of this increase is related to lease termination fees at Guaranty Realty as well as the additions of Guaranty Bank and SFC Bank.

INCOME TAXES

In the third quarter of 2018, the Company incurred income tax expense of \$1.6 million. During the first nine months of the year, the Company incurred income tax expense of \$5.5 million. Following is a reconciliation of the expected income tax expense to the income tax expense included in the consolidated statements of income for the three and nine months ended September 30, 2018 and 2017.

| | For the Three Months Ended September 30, 2018 | | | For the Three Months Ended September 30, 2017 | | | For the Nine Months Ended September 30, 2018 | | | For the Nine Months Ended September 30, 2017 | | |
|--|--|--------------------------|---|--|--------------------------|---|---|--------------------------|---|---|--------------------------|---|
| | Amount | % of Pretax Income | | Amount | % of Pretax Income | | Amount | % of Pretax Income | | Amount | % of Pretax Income | |
| Computed expected income tax expense | \$ 2,187,543 | 21.0 | % | \$ 3,421,414 | 35.0 | % | \$ 7,409,662 | 21.0 | % | \$ 11,463,015 | 35.0 | % |
| Non-deductible expenses, net of tax | (1,046,728) | (10.0) | | (1,479,786) | (15.1) | | (2,945,918) | (8.3) | | (4,219,116) | (12.9) | |
| Bank-owned life insurance | (89,489) | (0.9) | | (149,802) | (1.5) | | (261,114) | (0.7) | | (474,968) | (1.4) | |
| State income taxes, net of federal benefit | 392,789 | 3.8 | | 389,200 | 4.0 | | 1,501,913 | 4.3 | | 1,191,935 | 3.6 | |
| Current year less tax benefit on stock options exercised | (8,802) | (0.1) | | (190,554) | (1.9) | | (341,807) | (1.0) | | (813,421) | (2.5) | |
| Restricted stock awards | | | | | | | | | | | | |

| | | | | | | | | | |
|----------|--------------|--------|--------------|--------|--------------|--------|--------------|--------|--|
| ted | | | | | | | | | |
| er | 172,722 | 1.6 | (68,939) | (0.8) | 117,188 | 0.2 | (200,890) | (0.6) | |
| eral and | | | | | | | | | |
| e income | | | | | | | | | |
| expense | \$ 1,608,035 | 15.4 % | \$ 1,921,533 | 19.7 % | \$ 5,479,924 | 15.5 % | \$ 6,946,555 | 21.2 % | |

The effective tax rate for the quarter ended September 30, 2018 was 15.4% which was a 4.3% decrease from the effective tax rate of 19.7% for the quarter ended September 30, 2017. The effective tax rate for the nine months ended September 30, 2018 was 15.5%, which was a decrease over the effective tax rate of 21.2% for the nine months ended September 30, 2017. The Tax Act, enacted on December 22, 2017 and effective January 1, 2018, reduced the federal corporate tax rate from 35% to 21%.

FINANCIAL CONDITION

Following is a table that represents the major categories of the Company's balance sheet.

| | As of September 30, 2018 (dollars in thousands) | | June 30, 2018 | | December 31, 2017 | | September 30, 2017 | |
|--|---|-------|---------------|-------|-------------------|-------|--------------------|-------|
| | Amount | % | Amount | % | Amount | % | Amount | % |
| Cash and due from banks | \$ 73,407 | 1 % | \$ 69,069 | 2 % | \$ 75,722 | 2 % | \$ 56,275 | 2 % |
| Federal funds sold and interest-bearing deposits | 129,660 | 3 % | 51,667 | 1 % | 85,962 | 2 % | 61,789 | 2 % |
| Securities | 650,745 | 14 % | 657,997 | 16 % | 652,382 | 16 % | 583,936 | 16 % |
| Net loans/leases | 3,610,309 | 75 % | 3,077,247 | 75 % | 2,930,130 | 74 % | 2,641,772 | 74 % |
| Other assets | 328,611 | 7 % | 250,903 | 6 % | 238,469 | 6 % | 206,691 | 6 % |
| Total assets | \$ 4,792,732 | 100 % | \$ 4,106,883 | 100 % | \$ 3,982,665 | 100 % | \$ 3,550,463 | 100 % |
| Total deposits | \$ 3,788,277 | 79 % | \$ 3,298,276 | 81 % | \$ 3,266,655 | 82 % | \$ 2,894,268 | 82 % |
| Total borrowings | 483,635 | 10 % | 380,392 | 9 % | 309,480 | 8 % | 296,145 | 8 % |
| Other liabilities | 63,433 | 1 % | 58,627 | 1 % | 53,243 | 1 % | 47,011 | 1 % |
| Total stockholders' equity | 457,387 | 10 % | 369,588 | 9 % | 353,287 | 9 % | 313,039 | 9 % |
| Total liabilities and stockholders' equity | \$ 4,792,732 | 100 % | \$ 4,106,883 | 100 % | \$ 3,982,665 | 100 % | \$ 3,550,463 | 100 % |

During the third quarter of 2018, the Company's total assets increased \$685.8 million, or 17%, to a total of \$4.8 billion. This included \$575.7 million in assets acquired and new goodwill of \$45.5 million as part of the SFC Bank acquisition (further described in Note 2 to the Consolidated Financial Statements). The Company organically grew its net loan/lease portfolio \$61.3 million, which was primarily funded by an increase in short-term wholesale funding. Deposits grew \$50.3

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

million in the third quarter of 2018, excluding the \$439.6 million of deposits acquired. Borrowings increased \$18.9 million in the third quarter of 2018, excluding the \$84.3 million of borrowings acquired.

INVESTMENT SECURITIES

The composition of the Company's securities portfolio is managed to meet liquidity needs while prioritizing the impact on interest rate risk, maximizing return and minimizing credit risk. Over the past five years, the Company has further diversified the portfolio by decreasing U.S government sponsored agency securities and increasing residential mortgage-backed and related securities and tax-exempt municipal securities. Of the latter, the large majority are privately placed tax-exempt debt issuances by municipalities located in the Midwest (with some in or near the Company's existing markets) and require a thorough underwriting process before investment.

Following is a breakdown of the Company's securities portfolio by type, the percentage of unrealized gains (losses) to carrying value on the total portfolio, and the portfolio duration:

| | As of September 30, 2018 | | | June 30, 2018 | | | December 31, 2017 | | | September 30, 2017 | | |
|---|-----------------------------|-------|--|---------------|-------|--|-------------------|-------|--|--------------------|-------|--|
| | Amount | % | | Amount | % | | Amount | % | | Amount | % | |
| | (dollars in thousands) | | | | | | | | | | | |
| U.S. govt. sponsored agency securities | \$ 36,492 | 5 % | | \$ 35,667 | 5 % | | \$ 38,097 | 6 % | | \$ 39,340 | 7 % | |
| Municipal securities | 453,275 | 70 % | | 458,510 | 70 % | | 445,049 | 68 % | | 379,694 | 65 % | |
| Residential mortgage-backed and related securities | 155,733 | 24 % | | 158,534 | 24 % | | 163,301 | 25 % | | 158,969 | 27 % | |
| Other securities | 5,245 | 1 % | | 5,286 | 1 % | | 5,935 | 1 % | | 5,933 | 1 % | |
| | \$ 650,745 | 100 % | | \$ 657,997 | 100 % | | \$ 652,382 | 100 % | | \$ 583,936 | 100 % | |
| Securities as a % of Total Assets | 13.58 | % | | 16.02 | % | | 16.38 | % | | 16.45 | % | |
| Net Unrealized Losses as a % of Amortized Cost | (1.47) | % | | (1.58) | % | | (0.13) | % | | (0.16) | % | |
| Duration (in years) | 7.0 | | | 7.0 | | | 7.0 | | | 6.4 | | |
| Quarterly Yield on Investment Securities (TEY) | 3.55 | % | | 3.56 | % | | 3.82 | % | | 3.88 | % | |

Quarterly Yield
on Investment
Securities

| | | | | | | | | |
|--------|------|---|------|---|------|---|------|---|
| (GAAP) | 3.02 | % | 3.02 | % | 2.77 | % | 2.85 | % |
|--------|------|---|------|---|------|---|------|---|

Management monitors the level of unrealized gains/losses including performing quarterly reviews of individual securities for evidence of OTTI. Management identified no OTTI in any of the periods presented.

The duration of the securities portfolio shortened modestly with the TEY on the portfolio decreasing 28 bps in the first nine months of 2018; however, excluding the tax benefit and the related variance due to the lower tax rate, the portfolio yield expanded 25 basis points.

The Company has not invested in private mortgage-backed securities or pooled trust preferred securities.

See Note 2 to the Consolidated Financial Statements for additional information regarding the Company's investment securities.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

LOANS/LEASES

Total loans/leases grew 7.9% on an annualized basis during the third quarter of 2018. The mix of the loan/lease types within the Company's loan/lease portfolio is presented in the following table.

| | As of September 30, 2018 | | | June 30, 2018 | | | December 31, 2017 | | | September 30, 2017 | | |
|---|-----------------------------|-----|---|---------------|-----|---|-------------------|-----|---|--------------------|-----|---|
| | Amount | % | | Amount | % | | Amount | % | | Amount | % | |
| | (dollars in thousands) | | | | | | | | | | | |
| C&I loans | \$ 1,380,543 | 39 | % | \$ 1,273,000 | 42 | % | \$ 1,134,516 | 38 | % | \$ 1,034,531 | 39 | % |
| CRE loans | 1,727,326 | 47 | % | 1,349,319 | 43 | % | 1,303,492 | 44 | % | 1,157,856 | 43 | % |
| Direct financing leases | 126,752 | 3 | % | 133,196 | 4 | % | 141,448 | 5 | % | 147,063 | 6 | % |
| Residential real estate loans | 309,287 | 8 | % | 257,434 | 8 | % | 258,646 | 9 | % | 239,958 | 9 | % |
| Installment and other consumer loans | 100,191 | 3 | % | 92,952 | 3 | % | 118,611 | 4 | % | 89,605 | 3 | % |
| Total loans/leases | \$ 3,644,099 | 100 | % | \$ 3,105,901 | 100 | % | \$ 2,956,713 | 100 | % | \$ 2,669,013 | 100 | % |
| Plus deferred loan/lease origination costs, net of fees | 9,287 | | | 8,891 | | | 7,773 | | | 7,741 | | |
| Less allowance | (43,077) | | | (37,545) | | | (34,356) | | | (34,982) | | |
| Net loans/leases | \$ 3,610,309 | | | \$ 3,077,247 | | | \$ 2,930,130 | | | \$ 2,641,772 | | |

As CRE loans have historically been the Company's largest portfolio segment, management places a strong emphasis on monitoring the composition of the Company's CRE loan portfolio. For example, management tracks the level of owner-occupied CRE loans relative to non owner-occupied loans. Owner-occupied loans are generally considered to have less risk. As of September 30, 2018 and December 31, 2017, approximately 26% of the CRE loan portfolio was owner-occupied.

Over the past several quarters, the Company has been successful in shifting the mix of its commercial loan portfolio by adding more C&I loans. C&I loans grew \$107.5 million during the current quarter.

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A syndicated loan is a commercial loan provided by a group of lenders and is structured, arranged and administered by one or several commercial or investment banks known as arrangers. The nationally syndicated loans invested in by the Company consist of fully funded, highly liquid term loans for which there is a liquid secondary market. As of September 30, 2018 and December 31, 2017, the amount of nationally syndicated loans totaled \$48.4 million and \$51.2 million, respectively.

Following is a listing of significant industries within the Company's CRE loan portfolio:

| | As of September 30, 2018 | | | As of June 30, 2018 | | | As of December 31, 2017 | | | As of September 30, 2017 | | |
|---------------------------------------|-----------------------------|-------|--|------------------------|-------|--|----------------------------|-------|--|-----------------------------|-------|--|
| | Amount | % | | Amount | % | | Amount | % | | Amount | % | |
| | (dollars in thousands) | | | | | | | | | | | |
| Lessors of Nonresidential Buildings | \$ 605,517 | 35 % | | \$ 439,067 | 33 % | | \$ 388,648 | 30 % | | \$ 345,387 | 30 % | |
| Lessors of Residential Buildings | 321,357 | 19 % | | 230,187 | 17 % | | 199,047 | 15 % | | 159,542 | 14 % | |
| Hotels | 87,850 | 5 % | | 73,335 | 5 % | | 70,447 | 5 % | | 42,121 | 4 % | |
| Nonresidential Property Managers | 56,600 | 3 % | | 55,979 | 4 % | | 51,621 | 4 % | | 53,231 | 5 % | |
| Land Subdivision | 50,252 | 3 % | | 39,883 | 3 % | | 44,192 | 3 % | | 41,795 | 3 % | |
| Nursing Care Facilities | 39,306 | 2 % | | 37,417 | 3 % | | 47,008 | 4 % | | 41,264 | 3 % | |
| New Housing For-Sale Builders | 37,911 | 2 % | | 38,392 | 3 % | | 61,480 | 5 % | | 56,390 | 5 % | |
| Lessors of Other Real Estate Property | 34,376 | 2 % | | 28,149 | 2 % | | 29,078 | 2 % | | 21,160 | 2 % | |
| Other * | 494,157 | 29 % | | 406,910 | 30 % | | 411,971 | 32 % | | 396,966 | 34 % | |
| Total CRE Loans | \$ 1,727,326 | 100 % | | \$ 1,349,319 | 100 % | | \$ 1,303,492 | 100 % | | \$ 1,157,856 | 100 % | |

* "Other" consists of all other industries. None of these had concentrations greater than \$34.0 million, or approximately 2% of total CRE loans in the most recent period presented.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

The Company's residential real estate loan portfolio includes the following:

- Certain loans that do not meet the criteria for sale into the secondary market. These are often structured as adjustable rate mortgages with maturities ranging from three to seven years to avoid the long-term interest rate risk.
 - A limited amount of 15 year and 20 year fixed rate residential real estate loans that meet certain credit guidelines.
- The remaining residential real estate loans originated by the Company were sold on the secondary market to avoid the interest rate risk associated with longer term fixed rate loans. Loans originated for this purpose were classified as held for sale and are included in the residential real estate loans above. The Company has not originated any subprime, Alt-A, no documentation, or stated income residential real estate loans throughout its history.

Following is a listing of significant equipment types within the m2 loan and lease portfolio:

| | As of September 30, 2018 Amount % (dollars in thousands) | | | As of June 30, 2018 Amount % | | | As of December 31, 2017 Amount % | | | As of September 30, 2017 Amount % | | |
|--------------------------------------|---|-----|---|---|-----|---|--|-----|---|---|-----|---|
| Trucks, Vans and Vocational Vehicles | \$ 37,942 | 16 | % | \$ 35,814 | 15 | % | \$ 19,927 | 9 | % | \$ 18,146 | 8 | % |
| Construction - General | 17,201 | 7 | % | 18,494 | 8 | % | 18,705 | 9 | % | 18,807 | 9 | % |
| Manufacturing - General | 16,666 | 7 | % | 16,794 | 7 | % | 16,571 | 8 | % | 16,997 | 8 | % |
| Food Processing Equipment | 15,490 | 7 | % | 14,377 | 6 | % | 12,965 | 6 | % | 13,317 | 6 | % |
| Marine - Travelifts | 12,729 | 5 | % | 12,875 | 6 | % | 10,802 | 5 | % | 10,417 | 5 | % |
| Trailers | 10,016 | 4 | % | 10,137 | 4 | % | 8,983 | 4 | % | 9,272 | 4 | % |
| Computer Hardware | 9,656 | 4 | % | 10,141 | 4 | % | 11,340 | 5 | % | 11,483 | 5 | % |
| Manufacturing - CNC | 6,990 | 3 | % | 6,344 | 3 | % | 6,742 | 3 | % | 6,722 | 3 | % |
| Other * | 106,156 | 47 | % | 108,321 | 47 | % | 109,201 | 51 | % | 109,798 | 52 | % |
| Total m2 loans and leases | \$ 232,846 | 100 | % | \$ 233,297 | 100 | % | \$ 215,236 | 100 | % | \$ 214,959 | 100 | % |

* "Other" consists of all other equipment types. None of these had concentrations greater than 3% of total m2 loan and lease portfolio in the most recent period presented.

See Note 3 to the Consolidated Financial Statements for additional information regarding the Company's loan and lease portfolio.

ALLOWANCE FOR ESTIMATED LOSSES ON LOANS/LEASES

Changes in the allowance for the three and nine months ended September 30, 2018 and 2017 are presented as follows:

| | Three Months Ended | | Nine Months Ended | |
|---|------------------------|-----------|------------------------|-----------|
| | September | September | September | September |
| | 30, 2018 | 30, 2017 | 30, 2018 | 30, 2017 |
| | (dollars in thousands) | | (dollars in thousands) | |
| Balance, beginning | \$ 37,545 | \$ 33,357 | \$ 34,356 | \$ 30,757 |
| Provisions charged to expense | 6,206 | 2,086 | 11,046 | 6,215 |
| Loans/leases charged off | (991) | (650) | (2,951) | (2,394) |
| Recoveries on loans/leases previously charged off | 317 | 189 | 626 | 404 |
| Balance, ending | \$ 43,077 | \$ 34,982 | \$ 43,077 | \$ 34,982 |

The allowance was determined based on factors that included the overall composition of the loan/lease portfolio, types of loans/leases, past loss experience, loan/lease delinquencies, potential substandard and doubtful credits, economic conditions, collateral positions, governmental guarantees and other factors that, in management's judgment, deserved evaluation. To ensure that an adequate allowance was maintained, provisions were made based on a number of factors, including the increase in loans/leases and a detailed analysis of the loan/lease portfolio. The loan/lease portfolio is reviewed

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

and analyzed quarterly with specific detailed reviews completed on all loans risk-rated worse than “fair quality”, as described in Note 1 to the Consolidated Financial Statements contained in the Company's Annual Report on Form 10 K for the year ended December 31, 2017, and carrying aggregate exposure in excess of \$250 thousand. The adequacy of the allowance is monitored by the loan review staff and reported to management and the board of directors.

The Company's levels of criticized and classified loans are reported in the following table.

| Internally Assigned Risk Rating * | As of September 30, 2018 (dollars in thousands) | | | | December 31, 2017 | | September 30, 2017 | |
|--|---|---|-----------|---|-------------------|---|--------------------|---|
| Special Mention (Rating 6) | \$ 49,230 | | \$ 44,202 | | \$ 31,024 | | \$ 27,315 | |
| Substandard (Rating 7) | 45,676 | | 42,492 | | 43,435 | | 50,323 | |
| Doubtful (Rating 8) | 3 | | — | | 271 | | — | |
| | \$ 94,909 | | \$ 86,694 | | \$ 74,730 | | \$ 77,638 | |
| Criticized Loans ** | \$ 94,909 | | \$ 86,694 | | \$ 74,730 | | \$ 77,638 | |
| Classified Loans *** | \$ 45,679 | | \$ 42,492 | | \$ 43,706 | | \$ 50,323 | |
| Criticized Loans as a % of Total Loans/Leases | 2.60 | % | 2.79 | % | 2.52 | % | 2.90 | % |
| Classified Loans as a % of Total Loans/Leases | 1.25 | % | 1.37 | % | 1.47 | % | 1.88 | % |

Allowance /
Gross

| | | | | | | | | |
|--------------|--------|---|--------|---|--------|---|--------|---|
| Loans/Leases | 1.18 | % | 1.21 | % | 1.16 | % | 1.31 | % |
| Allowance / | | | | | | | | |
| NPLs | 147.39 | % | 270.09 | % | 184.28 | % | 123.05 | % |

Although management believes that the allowance at September 30, 2018 was at a level adequate to absorb losses on existing loans/leases, there can be no assurance that such losses will not exceed the estimated amounts or that the Company will not be required to make additional provisions in the future. Unpredictable future events could adversely affect cash flows for both commercial and individual borrowers, which could cause the Company to experience increases in problem assets, delinquencies and losses on loans/leases, and require further increases in the provision. Asset quality is a priority for the Company and its subsidiaries. The ability to grow profitably is in part dependent upon the ability to maintain that quality. The Company continually focuses efforts at its subsidiary banks and leasing company with the intention to improve the overall quality of the Company's loan/lease portfolio.

See Note 4 to the Consolidated Financial Statements for additional information regarding the Company's allowance.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

NONPERFORMING ASSETS

The table below presents the amount of NPAs and related ratios.

| | As of September 30, 2018 (dollars in thousands) | | As of June 30, 2018 | | As of December 31, 2017 | | As of September 30, 2017 | |
|--|---|--------|------------------------|--------|----------------------------|--------|-----------------------------|--------|
| Nonaccrual loans/leases (1) (2) | \$ | 23,576 | \$ | 12,554 | \$ | 11,441 | \$ | 20,443 |
| Accruing loans/leases past due 90 days or more | | 1,410 | | 20 | | 89 | | 423 |
| TDRs - accruing | | 4,240 | | 1,327 | | 7,113 | | 7,563 |
| Total NPLs | | 29,226 | | 13,901 | | 18,643 | | 28,429 |
| OREO | | 12,204 | | 12,750 | | 13,558 | | 5,135 |
| Other repossessed assets | | 150 | | 150 | | 80 | | 120 |
| Total NPAs | \$ | 41,580 | \$ | 26,801 | \$ | 32,281 | \$ | 33,684 |
| NPLs to total loans/leases | 0.80 | % | 0.45 | % | 0.63 | % | 1.06 | % |
| NPAs to total loans/leases plus repossessed property | 1.13 | % | 0.86 | % | 1.08 | % | 1.26 | % |
| NPAs to total assets | 0.87 | % | 0.65 | % | 0.81 | % | 0.95 | % |

(1) Includes government guaranteed portion of loans, as applicable.

(2) Includes TDRs of \$1.8 million at September 30, 2018, \$2.6 million at March 31, 2018, \$2.3 million at December 31, 2017, and \$2.2 million at September 30, 2017.

NPAs at September 30, 2018 were \$41.6 million, up \$14.8 million from June 30, 2018 and up \$7.9 million from September 30, 2017. The increase in the third quarter of 2018 was primarily due to three loans that were downgraded and moved to nonaccrual status.

The ratio of NPAs to total assets was 0.87% at September 30, 2018, up from 0.65% at June 30, 2018 and down from 0.95% at September 30, 2017. SFC Bank had no NPAs at the end of the third quarter.

The large majority of the NPAs consist of nonaccrual loans/leases, accruing TDRs, and OREO. For nonaccrual loans/leases and accruing TDRs, management has thoroughly reviewed these loans/leases and has provided specific allowances as appropriate.

OREO is carried at the lower of carrying amount or fair value less costs to sell.

The Company's lending/leasing practices remain unchanged and asset quality remains a priority for management.

DEPOSITS

Deposits increased \$490.0 million during the third quarter of 2018, primarily due to the acquisition of SFC Bank. The table below presents the composition of the Company's deposit portfolio.

| | As of September 30, 2018 | | | June 30, 2018 | | | December 31, 2017 | | | September 30, 2017 | | |
|-------------------------------------|-----------------------------|-------|--|---------------|-------|--|-------------------|-------|--|--------------------|-------|--|
| | Amount | % | | Amount | % | | Amount | % | | Amount | % | |
| (dollars in thousands) | | | | | | | | | | | | |
| Noninterest bearing demand deposits | \$ 802,090 | 21 % | | \$ 746,822 | 23 % | | \$ 789,548 | 24 % | | \$ 715,537 | 25 % | |
| Interest bearing demand deposits | 2,094,814 | 55 % | | 1,865,382 | 56 % | | 1,855,893 | 57 % | | 1,614,894 | 55 % | |
| Time deposits | 615,323 | 16 % | | 519,999 | 16 % | | 516,058 | 16 % | | 430,270 | 15 % | |
| Brokered deposits | 276,050 | 8 % | | 166,073 | 5 % | | 105,156 | 3 % | | 133,567 | 5 % | |
| | \$ 3,788,277 | 100 % | | \$ 3,298,276 | 100 % | | \$ 3,266,655 | 100 % | | \$ 2,894,268 | 100 % | |

Quarter-end balances can greatly fluctuate due to large customer and correspondent bank activity.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

In an effort to strengthen the relationship and maximize the liquidity potential of its correspondent banking clients, the Company introduced an interest-bearing money market deposit account to its correspondent banking clients and this generated strong deposit growth in 2017.

Management will continue to focus on growing its core deposit portfolio, including its correspondent banking business at QCBT, as well as shifting the mix from brokered and other higher cost deposits to lower cost core deposits.

BORROWINGS

The subsidiary banks offer short-term repurchase agreements to a few of their significant customers. Also, the subsidiary banks purchase federal funds for short-term funding needs from the FRB or from their correspondent banks. The table below presents the composition of the Company's short-term borrowings.

| | As of September 30, 2018 (dollars in thousands) | | December 31, 2017 | September 30, 2017 |
|---------------------------------|---|-----------|-------------------|--------------------|
| Overnight repurchase agreements | \$ 4,259 | \$ 2,186 | \$ 7,003 | \$ 3,671 |
| Federal funds purchased | 8,670 | 15,400 | 6,990 | 12,340 |
| | \$ 12,929 | \$ 17,586 | \$ 13,993 | \$ 16,011 |

The Company's federal funds purchased fluctuates based on the short-term funding needs of the Company's subsidiary banks.

As a result of their memberships in either the FHLB of Des Moines or Chicago, the subsidiary banks have the ability to borrow funds for short or long-term purposes under a variety of programs. Generally, FHLB advances are utilized for loan matching as a hedge against the possibility of rising interest rates and when these advances provide a less costly or more readily available source of funds than customer deposits.

The table below presents the Company's term and overnight FHLB advances.

| | As of September 30, 2018 (dollars in thousands) | | December 31, 2017 | September 30, 2017 |
|-------------------------|---|------------|-------------------|--------------------|
| Term FHLB advances | \$ 63,399 | \$ 46,600 | \$ 56,600 | \$ 58,600 |
| Overnight FHLB advances | 295,730 | 207,500 | 135,400 | 110,455 |
| | \$ 359,129 | \$ 254,100 | \$ 192,000 | \$ 169,055 |

Term FHLB advances increased \$16.8 million in the current quarter, as compared to the prior quarter. Overnight FHLB advances increased by \$88.2 million in the third quarter of 2018 due to the acquisition of SFC Bank and strong loan and lease growth, which outpaced the Company's deposit growth.

The table below presents the composition of the Company's other borrowings.

| | As of September 30, 2018 | | December 31, 2017 | September 30, 2017 |
|--|-----------------------------|-----------|-------------------|--------------------|
| | 2018 | | 2017 | 2017 |
| | (dollars in thousands) | | | |
| Wholesale structured repurchase agreements | \$ 35,000 | \$ 35,000 | \$ 35,000 | \$ 45,000 |
| Term notes | 25,187 | 27,125 | 31,000 | 32,500 |
| Subordinated debentures | 4,763 | — | — | — |
| Revolving line of credit | 9,000 | 9,000 | — | — |
| | \$ 73,950 | \$ 71,125 | \$ 66,000 | \$ 77,500 |

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

Other borrowings include structured repos which are utilized as an alternative funding source to FHLB advances and customer deposits. Structured repos are collateralized by certain U.S. government agency securities and residential mortgage backed and related securities.

As described in Note 11 to the Consolidated Financial Statements included in the Company's Annual Report on Form 10 K for the year ended December 31, 2017, the Company has outstanding term notes and an available revolving line of credit. As of September 30, 2018, the term debt had been paid down to \$25.2 million, as scheduled. The term notes and revolving line of credit have been used to fund acquisitions as described in Note 2 to the Consolidated Financial Statements. As of September 30, 2018, \$1.0 million of the \$10.0 million line of credit was available. Interest is calculated at the effective LIBOR rate plus 2.50% per annum (4.90% at September 30, 2018).

It is management's intention to reduce its reliance on wholesale funding, including FHLB advances, structured repos, and brokered deposits. Replacement of this funding with core deposits helps to reduce interest expense as wholesale funding tends to be higher cost. However, the Company may choose to utilize advances and/or brokered deposits to supplement funding needs, as this is a way for the Company to effectively and efficiently manage interest rate risk.

The table below presents the maturity schedule including weighted average interest cost for the Company's combined wholesale funding portfolio.

| Maturity: | September 30, 2018 | | | December 31, 2017 | | |
|--------------------------|-------------------------------|--------------------------------|---|-------------------|--------------------------------|---|
| | Amount Due | Weighted Average Interest Rate | | Amount Due | Weighted Average Interest Rate | |
| | (dollar amounts in thousands) | | | | | |
| Year ending December 31: | | | | | | |
| 2018 | \$ 422,889 | 2.28 | % | \$ 273,677 | 1.68 | % |
| 2019 | 185,976 | 2.14 | | 31,950 | 2.32 | |
| 2020 | 48,694 | 2.31 | | 26,600 | 2.44 | |
| 2021 | 10,000 | 1.98 | | — | — | |
| 2022 | 3,970 | 2.00 | | — | — | |
| Total Wholesale Funding | \$ 671,529 | 2.24 | % | \$ 332,227 | 1.80 | % |

During the first nine months of 2018, wholesale funding increased \$339.3 million. Year-to-date, the Company has repaid \$147.2 million of term borrowings at maturity. However, this was more than offset by growth in short-term borrowings used to temporarily fund strong earning asset growth.

STOCKHOLDERS' EQUITY

The table below presents the composition of the Company's stockholders' equity.

As of

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| | September 30, 2018 | | December 31, 2017 | | September 30, 2017 | |
|----------------------------|------------------------|------------|-------------------|---|--------------------|---|
| | September 30, 2018 | | December 31, 2017 | | September 30, 2017 | |
| | (dollars in thousands) | | | | | |
| Common stock | \$ 15,674 | \$ 13,974 | \$ 13,918 | | \$ 13,202 | |
| Additional paid in capital | 269,373 | 190,533 | 189,078 | | 158,459 | |
| Retained earnings | 179,826 | 171,955 | 151,962 | | 142,450 | |
| AOCI (loss) | (7,486) | (6,874) | (1,671) | | (1,072) | |
| Total stockholders' equity | \$ 457,387 | \$ 369,588 | \$ 353,287 | | \$ 313,039 | |
| TCE* / TA | 7.82 | % | 8.18 | % | 8.01 | % |

* TCE is defined as total common stockholders' equity excluding goodwill and other intangibles. This ratio is a non-GAAP financial measure. See GAAP to Non-GAAP Reconciliations.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

LIQUIDITY AND CAPITAL RESOURCES

Liquidity measures the ability of the Company to meet maturing obligations and its existing commitments, to withstand fluctuations in deposit levels, to fund its operations, and to provide for customers' credit needs. The Company monitors liquidity risk through contingency planning stress testing on a regular basis. The Company seeks to avoid over-concentration of funding sources and to establish and maintain contingent funding facilities that can be drawn upon if normal funding sources become unavailable. One source of liquidity is cash and short-term assets, such as interest-bearing deposits in other banks and federal funds sold, which averaged \$163.1 million during the third quarter of 2018 and \$164.0 million during the full year of 2017. The Company's on balance sheet liquidity position can fluctuate based on short-term activity in deposits and loans.

The subsidiary banks have a variety of sources of short-term liquidity available to them, including federal funds purchased from correspondent banks, FHLB advances, wholesale structured repurchase agreements, brokered deposits, lines of credit, borrowing at the Federal Reserve Discount Window, sales of securities AFS, and loan/lease participations or sales. The Company also generates liquidity from the regular principal payments and prepayments made on its loan/lease portfolio, and on the regular monthly payments on its securities portfolio (both residential mortgage-backed securities and municipal securities).

At September 30, 2018, the subsidiary banks had 33 lines of credit totaling \$371.9 million, of which \$2.9 million was secured and \$369.0 million was unsecured. At September 30, 2018, the full \$371.9 million was available.

At December 31, 2017, the subsidiary banks had 34 lines of credit totaling \$375.0 million, of which \$3.0 million was secured and \$372.0 million was unsecured. At December 31, 2017, the full \$375.0 million was available.

The Company has emphasized growing the number and amount of lines of credit in an effort to strengthen this contingent source of liquidity. Additionally, the Company maintains a \$10.0 million secured revolving credit note with a variable interest rate and a maturity of September 30, 2019. At September 30, 2018, \$1.0 million of the \$10.0 million was available.

As of September 30, 2018, the Company had \$418.6 million in average correspondent banking deposits spread over 191 relationships. While the Company believes that these funds are relatively stable, there is the potential for large fluctuations that can impact liquidity. Seasonality and the liquidity needs of these correspondent banks can impact balances. Management closely monitors these fluctuations and runs stress scenarios to measure the impact on liquidity and interest rate risk with various levels of correspondent deposit run-off.

Investing activities used cash of \$209.6 million during the first nine months of 2018, compared to \$271.1 million for the same period of 2017. The net increase in federal funds sold was \$2.9 million for the first nine months of 2018, compared to a net decrease of \$1.7 million for the same period of 2017. The net decrease in interest-bearing deposits at financial institutions was \$22.1 million for the first nine months of 2018, compared to \$22.7 million for the same period of 2017. Proceeds from calls, maturities, and paydowns of securities were \$61.1 million for the first nine months of 2018, compared to \$92.5 million for the same period of 2017. Purchases of securities used cash of \$66.4 million for the first nine months of 2018, compared to \$103.5 million for the same period of 2017. The net

increase in loans/leases used cash of \$208.7 million for the first nine months of 2018 compared to \$269.9 million for the same period of 2017.

Financing activities provided cash of \$170.4 million for the first nine months of 2018, compared to \$229.6 million for same period of 2017. Net increases in deposits totaled \$82.3 million for the first nine months of 2018, compared to \$225.1 million for the same period of 2017. During the first nine months of 2018, the Company's short-term borrowings decreased \$2.2 million, compared to \$24.0 million for the same period of 2017. In the first nine months of 2018, the Company increased short-term and overnight FHLB advances by \$120.3 million and increased other borrowings by \$9.0 million. Maturities and principal payments on FHLB term advances totaled \$27.0 million and on other borrowings totaled \$10.6 million in the first nine months of 2018. In the first nine months of 2017, the Company increased FHLB advances and

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

borrowings by \$44.6 million through a mixture of term advances, proceeds from other borrowings and net change in short-term and overnight advances, while borrowing maturities and principal payments on borrowings totaled \$15.5 million.

Total cash provided by operating activities was \$36.9 million for the first nine months of 2018, compared to \$27.2 million for the same period of 2017.

Throughout its history, the Company has secured additional capital through various sources, including the issuance of common and preferred stock, as well as trust preferred securities.

The following table presents the details of the trust preferred securities outstanding as of September 30, 2018 and December 31, 2017.

| Name | Date Issued | Amount Outstanding September 30, 2018 | Amount Outstanding December 31, 2017 | Interest Rate | Interest Rate as of September 30, 2018 | | Interest Rate as of December 31, 2017 | |
|---|-------------------|--|---|--------------------------------|---|---|--|---|
| QCR Holdings Statutory Trust II | February 2004 | \$ 10,310,000 | \$ 10,310,000 | 2.85% over 3-month LIBOR | 5.25 | % | 4.54 | % |
| QCR Holdings Statutory Trust III | February 2004 | 8,248,000 | 8,248,000 | 2.85% over 3-month LIBOR | 5.25 | % | 4.54 | % |
| QCR Holdings Statutory Trust V | February 2006 | 10,310,000 | 10,310,000 | 1.55% over 3-month LIBOR | 3.89 | % | 2.91 | % |
| Community National Statutory Trust II | September 2004 | 3,093,000 | 3,093,000 | 2.17% over 3-month LIBOR | 4.51 | % | 3.80 | % |
| Community National Statutory Trust III | March 2007 | 3,609,000 | 3,609,000 | 1.75% over 3-month LIBOR | 4.08 | % | 3.32 | % |
| Guaranty Bankshares Statutory Trust I | May 2005 | 4,640,000 | 4,640,000 | 1.75% over 3-month LIBOR | 4.08 | % | 3.34 | % |

| | | Weighted | | | |
|---------------|---------------|--------------|------|---|------|
| \$ 40,210,000 | \$ 40,210,000 | Average Rate | 4.60 | % | 3.82 |

As described in Note 5 to the Consolidated Financial Statements, on June 21, 2018, the Company entered into interest rate swaps to hedge against the risk of rising rates on its variable rate trust preferred securities. The floating rate trust preferred securities are tied to 3-month LIBOR, and the interest rate swaps utilize 3-month LIBOR, so the hedge is effective. The interest rate swaps are designated as a cash flow hedge in accordance with ASC 815. See Note 5 for the notional amount swapped and the related effective fixed rates. The Company assumed the trust preferred securities originally issued by Community National in connection with its acquisition in May 2013. The Company assumed the trust preferred securities originally issued by Guaranty in connection with its acquisition in October 2017. As a result of acquisition accounting, the liabilities were recorded at fair value upon acquisition with the resulting discount being accreted as interest expense on a level yield basis over the expected term. As of September 30, 2018, the remaining discount was \$2.6 million.

The Company (on a consolidated basis) and the subsidiary banks are subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the Company and subsidiary banks' financial statements. Refer to Note 9 of the Consolidated Financial Statements for additional information regarding regulatory capital.

SPECIAL NOTE CONCERNING FORWARD-LOOKING STATEMENTS

This document (including information incorporated by reference) contains, and future oral and written statements of the Company and its management may contain, forward-looking statements, within the meaning of such term in the Private Securities Litigation Reform Act of 1995, with respect to the financial condition, results of operations, plans, objectives, future performance and business of the Company. Forward-looking statements, which may be based upon beliefs, expectations and assumptions of the Company's management and on information currently available to management, are generally identifiable by the use of words such as "believe," "expect," "anticipate," "bode," "predict," "suggest," "project," "appear," "plan," "intend," "estimate," "may," "will," "would," "could," "should," "likely," or other similar terms. Additionally, all statements in this document, including forward-looking statements, speak only as of the date they are made, and the Company undertakes no obligation to update any statement in light of new information or future events.

Table of Contents

Part I

Item 2

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS – continued

The Company's ability to predict results or the actual effect of future plans or strategies is inherently uncertain. Factors that could have a material adverse effect on the operations and future prospects of the Company and its subsidiaries include, but are not limited to, the following:

- The strength of the local, state, and national economy (including the impact of tariffs, a U.S. withdrawal from or significant renegotiation of trade agreements, trade wars and other changes in trade regulation).
- Changes in the interest rate environment.
- The economic impact of past and any future terrorist attacks, acts of war or threats thereof and the response of the United States to any such threats and attacks.
- The impact of cybersecurity risks.
- The costs, effects and outcomes of existing or future litigation.
- Changes in accounting policies and practices, as may be adopted by state and federal regulatory agencies, the FASB, the SEC or the PCAOB.
- Unexpected results of acquisitions which may include failure to realize the anticipated benefits of the acquisition.
- The economic impact of exceptional weather occurrences such as tornadoes, floods and blizzards.
- The ability of the Company to manage the risks associated with the foregoing as well as anticipated.
- The imposition of tariffs or other governmental policies impacting the value of the agricultural or other products of our borrowers.

These risks and uncertainties should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. For a discussion of the factors that could have a material adverse effect on the operations and future prospects of the Company and its subsidiaries, see the "Risk Factors" section included under Item 1A of Part I of the Company's Annual Report on Form 10-K for the year ended December 31, 2017.

Table of Contents

Part I

Item 3

QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company, like other financial institutions, is subject to direct and indirect market risk. Direct market risk exists from changes in interest rates. The Company's net income is dependent on its net interest income. Net interest income is susceptible to interest rate risk to the degree that interest-bearing liabilities mature or reprice on a different basis than interest-earning assets. When interest-bearing liabilities mature or reprice more quickly than interest-earning assets in a given period, a significant increase in market rates of interest could adversely affect net interest income. Similarly, when interest-earning assets mature or reprice more quickly than interest-bearing liabilities, falling interest rates could result in a decrease in net interest income.

In an attempt to manage the Company's exposure to changes in interest rates, management monitors the Company's interest rate risk. Each subsidiary bank has an asset/liability management committee of the board of directors that meets quarterly to review the bank's interest rate risk position and profitability, and to make or recommend adjustments for consideration by the full board of each bank.

Internal asset/liability management teams consisting of members of the subsidiary banks' management meet weekly to manage the mix of assets and liabilities to maximize earnings and liquidity and minimize interest rate and other risks. Management also reviews the subsidiary banks' securities portfolios, formulates investment strategies, and oversees the timing and implementation of transactions to assure attainment of the board's objectives in an effective manner. Notwithstanding the Company's interest rate risk management activities, the potential for changing interest rates is an uncertainty that can have an adverse effect on net income.

In adjusting the Company's asset/liability position, the board of directors and management attempt to manage the Company's interest rate risk while maintaining or enhancing net interest margins. At times, depending on the level of general interest rates, the relationship between long-term and short-term interest rates, market conditions and competitive factors, the board of directors and management may decide to increase the Company's interest rate risk position somewhat in order to increase its net interest margin. The Company's results of operations and net portfolio values remain vulnerable to increases in interest rates and to fluctuations in the difference between long-term and short-term interest rates.

One method used to quantify interest rate risk is a short-term earnings at risk summary, which is a detailed and dynamic simulation model used to quantify the estimated exposure of net interest income to sustained interest rate changes. This simulation model captures the impact of changing interest rates on the interest income received and interest expense paid on all interest sensitive assets and liabilities reflected on the Company's consolidated balance sheet. This sensitivity analysis demonstrates net interest income exposure annually over a five-year horizon, assuming no balance sheet growth and various interest rate scenarios including no change in rates; 200, 300, 400, and 500 basis point upward shifts; and a 100 basis point downward shift in interest rates, where interest-bearing assets and liabilities reprice at their earliest possible repricing date.

The model assumes parallel and pro rata shifts in interest rates over a twelve-month period for the 200 basis point upward shift and 100 basis point downward shift. For the 400 basis point upward shift, the model assumes a parallel and pro rata shift in interest rates over a twenty-four month period. For the 500 basis point upward shift, the model assumes a flattening and pro rata shift in interest rates over a twelve-month period where the short-end of the yield curve shifts upward greater than the long-end of the yield curve.

Further, in recent years, the Company added additional interest rate scenarios where interest rates experience a parallel and instantaneous shift upward of 100, 200, 300, and 400 basis points and a parallel and instantaneous shift downward of 100 and 200 basis points. The Company will run additional interest rate scenarios on an as-needed basis.

The asset/liability management committees of the subsidiary bank boards of directors have established policy limits of a 10% decline in net interest income for the 200 basis point upward parallel shift and the 100 basis point downward parallel shift. For the 300 basis point upward shock, the established policy limit has been increased to 25% decline in net interest

Table of Contents

Part I

Item 3

QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK - continued

income. The increased policy limit is appropriate as the shock scenario is extreme and unlikely and warrants a higher limit than the more realistic and traditional parallel/pro-rata shift scenarios.

Application of the simulation model analysis for select interest rate scenarios at the most recent quarter-end available is presented in the following table:

| | | NET INTEREST INCOME EXPOSURE in YEAR 1 | | | |
|-----------------------------------|--------------|--|---------|-----------------------|---|
| | | As of September 30, | | As of December 31, | |
| INTEREST RATE SCENARIO | POLICY LIMIT | 2018 | 2017 | 2016 | |
| 100 basis point downward shift | (10.0) | % 0.7 | % 0.3 | % (1.7) | % |
| 200 basis point upward shift | (10.0) | % (3.5) | % (3.7) | % (1.2) | % |
| 300 basis point upward shock | (25.0) | % (8.8) | % (8.4) | % (1.4) | % |

The simulation is well within the board-established policy limits for all three scenarios. Additionally, for all of the various interest rate scenarios modeled and measured by management (as described above), the results at September 30, 2018 were within established risk tolerances as established by policy or by best practice (if the interest rate scenario didn't have a specific policy limit).

In 2014, the Company executed two interest rate cap transactions, each with a notional value of \$15.0 million, for a total of \$30.0 million. The interest rate caps purchased essentially set a ceiling to the interest rate paid on the \$30.0 million of short-term FHLB advances that are being hedged, minimizing the interest rate risk associated with rising interest rates.

On June 21, 2018, the Company entered into interest rate swaps to hedge against the risk of rising rates on its variable rate trust preferred securities, for a total of \$39.0 million.

The Company will continue to analyze and evaluate similar transactions as an alternative and cost effective way to mitigate interest rate risk.

Interest rate risk is considered to be one of the most significant market risks affecting the Company. For that reason, the Company engages the assistance of a national consulting firm and its risk management system to monitor and control the Company's interest rate risk exposure. Other types of market risk, such as foreign currency exchange rate risk and commodity price risk, do not arise in the normal course of the Company's business activities.

Table of Contents

Part I

Item 4

CONTROLS AND PROCEDURES

Evaluation of disclosure controls and procedures. An evaluation was performed under the supervision and with the participation of the Company's management, including the Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures (as defined in Rule 13a-15(e) and 15d-15(e) promulgated under the Exchange Act of 1934) as of September 30, 2018. Based on that evaluation, the Company's management, including the Chief Executive Officer and Chief Financial Officer, concluded that the Company's disclosure controls and procedures were effective, as of the end of the period covered by this report, to ensure that information required to be disclosed in the reports filed and submitted under the Exchange Act was recorded, processed, summarized and reported as and when required.

Changes in Internal Control over Financial Reporting. There have been no significant changes to the Company's internal control over financial reporting during the period covered by this report that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

Table of Contents

Part II

QCR HOLDINGS, INC. AND SUBSIDIARIES

PART II - OTHER INFORMATION

Item 1 Legal Proceedings

There are no material pending legal proceedings to which the Company or any of its subsidiaries is a party other than ordinary routine litigation incidental to their respective businesses.

Item 1A Risk Factors

There have been no material changes in the risk factors applicable to the Company from those disclosed in Part I, Item 1.A. "Risk Factors," in the Company's Annual Report on Form 10-K for the year ended December 31, 2017. Please refer to that section of the Company's Form 10-K for disclosures regarding the risks and uncertainties related to the Company's business.

Item 2 Unregistered Sales of Equity Securities and Use of Proceeds

None

Item 3 Defaults Upon Senior Securities

None

Item 4 Mine Safety Disclosures

Not applicable

Item 5 Other Information

None

72

Table of Contents

Part II

QCR HOLDINGS, INC. AND SUBSIDIARIES

PART II - OTHER INFORMATION

Item 6 Exhibits

- 10.1 First Amendment to Employment Agreement between QCR Holdings, Inc. and Ronald Nagel, dated September 10, 2018 (incorporated by reference to Exhibit 10.1 to the Company's 8-K filed with the SEC on September 10, 2018).
- 31.1 Certification of Chief Executive Officer Pursuant to Rule 13a-14(a)/15d-14(a).
- 31.2 Certification of Chief Financial Officer Pursuant to Rule 13a-14(a)/15d-14(a).
- 32.1 Certification of Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 32.2 Certification of Chief Financial Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- 101 Interactive data files pursuant to Rule 405 of Regulation S-T: (i) Consolidated Balance Sheets as of September 30, 2018 and December 31, 2017; (ii) Consolidated Statements of Income for the three and nine months ended September 30, 2018 and September 30, 2017; (iii) Consolidated Statements of Comprehensive Income for the three and nine months ended September 30, 2018 and September 30, 2017; (iv) Consolidated Statements of Changes in Stockholders' Equity for the three and nine months ended September 30, 2018 and September 30, 2017; (v) Consolidated Statements of Cash Flows for the nine months ended September 30, 2018 and September 30, 2017; and (vi) Notes to the Consolidated Financial Statements.

Table of Contents

SIGNATURES

Pursuant to the requirements of the Exchange Act, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

QCR HOLDINGS, INC.

(Registrant)

Date November 8, 2018 /s/ Douglas M. Hultquist
Douglas M. Hultquist, President
Chief Executive Officer

Date November 8, 2018 /s/ Todd A. Gipple
Todd A. Gipple, Executive Vice President
Chief Operating Officer
Chief Financial Officer

Date November 8, 2018 /s/ Elizabeth A. Grabin
Elizabeth A. Grabin, First Vice President
Director of Financial Reporting
Principal Accounting Officer