



2016 Annual Report

Helping small businesses fulfill their American Dream since 1997.



CONSOLIDATED FINANCIAL SUMMARY

YEAR (\$ in Thousands)	2012	2013	2014	2015	2016
Revenues	\$70,921	\$83,675	\$88,761	\$89,762	\$100,010
Net Income	\$11,697	\$16,231	\$19,350	\$15,966	\$17,279
Net Investment in Leases and Loans	\$503,017	\$597,075	\$629,507	\$682,432	\$796,717
Total Assets	\$602,348	\$702,207	\$758,449	\$772,984	\$892,158
Deposits	\$378,188	\$503,038	\$550,119	\$587,940	\$697,357
Total Stockholders' Equity	\$174,250	\$163,038	\$173,964	\$150,138	\$162,289

Return on Average Stockholders' Equity	6.96%	9.31%	11.47%	9.49%	11.15%
Diluted Earnings Per Share	\$0.91	\$1.25	\$1.49	\$1.25	\$1.38
Total Origination Volume	\$322,198	\$349,461	\$334,835	\$381,071	\$504,282
Net Interest and Fee Margin	13.42%	13.42%	12.72%	11.98%	11.46%
Net Charge-Offs	1.11%	1.41%	1.50%	1.59%	1.37%

REGULATORY CAPITAL RATIOS:

Tier 1 Leverage Capital	29.35%	23.46%	23.43%	19.63%	18.36%
Common Equity Tier 1 Risk-based Capital ⁽¹⁾				20.86%	19.37%
Tier 1 Risk-based Capital	31.76%	25.90%	26.14%	20.86%	19.37%
Total 1 Risk-based Capital	32.95%	27.15%	27.39%	22.02%	20.62%

(1) Common Equity Tier 1 Risk-based Capital became effective on January 1, 2015.

EXECUTIVE LEADERSHIP TEAM

JEFFREY A. HILZINGER
President & Chief Executive
Officer

EDWARD J. SICILIANO
Executive Vice President
& Chief Operating Officer

LOUIS E. MASLOWE
Senior Vice President
& Chief Credit Officer

EDWARD R. DIETZ, JR.
Senior Vice President
& General Counsel

W. TAYLOR KAMP
Senior Vice President
& Chief Financial Officer

BOARD OF DIRECTORS

LAWRENCE J. DEANGELO
Chairman

JOHN J. CALAMARI
SCOTT HEIMES

JEFFREY A. HILZINGER
MATTHEW J. SULLIVAN

J. CHRISTOPHER TEETS

JAMES W. WERT

ABOUT MARLIN

Marlin Business Services Corp.® is a nationwide provider of credit products and services to small businesses. Our products and services are offered directly to small businesses, and through intermediaries, which includes independent equipment dealers, franchisors, and brokers. Our mission is help small businesses achieve their American dream while delivering exceptional value and service to our customers. Marlin is publicly traded (NASDAQ: MRLN).

MISSION

We help small businesses fulfill their American Dream.

VISION

We are the preeminent provider of credit products and services to small businesses nationwide, delivering exceptional value and service to our customers, creating a rewarding environment for our employees and generating superior returns for our shareholders.

VALUES

- Integrity Without Compromise
- We Trust Each Other Implicitly
- We are Respectful
- We Take Initiative
- We Collaborate
- We Improve
- We Have Fun!

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