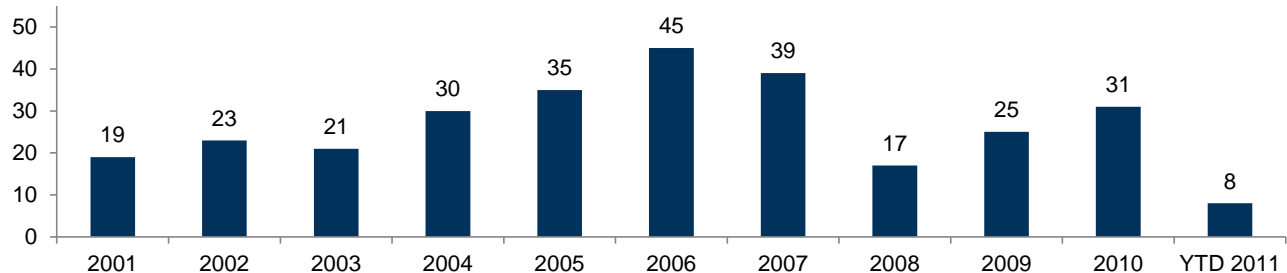
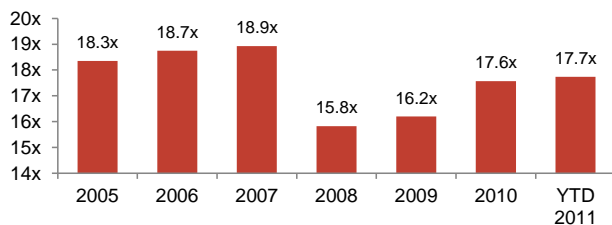


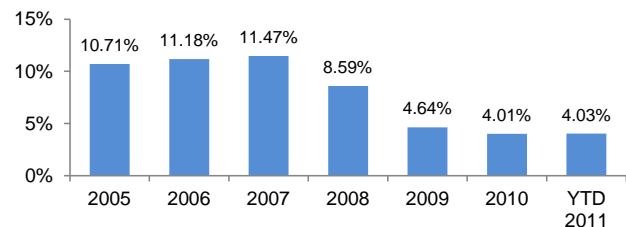
July 2011

## Regional M&amp;A Transaction Statistics

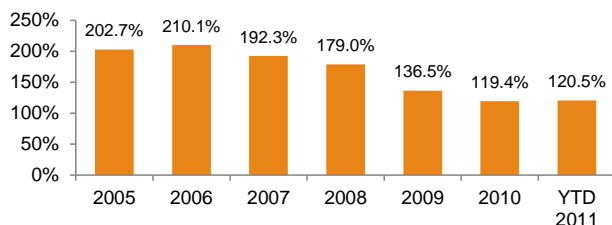
## Number of Regional Transactions

Price / LTM Earnings <sup>(1)</sup>

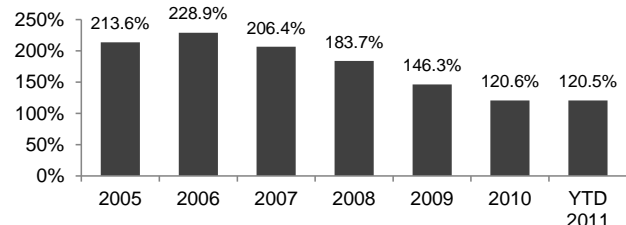
## Premium / Deposits



## Price / Book



## Price / Tangible Book



Note: Includes all announced transactions in AZ, CO, KS, MT, NE, NM, OK, UT and WY, excluding failed banks  
<sup>(1)</sup> Excludes multiples smaller than 8.0x and larger than 30.0x

Source: SNL Financial

## Recent Events and Transactions

On July 8<sup>th</sup>, the Colorado Division of Banking closed Castle Rock, Colorado-based **Colorado Capital Bank** (\$718 million in assets), a subsidiary of **BankVest Inc.** Raleigh, North Carolina-based **First Citizens Bank & Trust Company** (\$21.2 billion in assets), a subsidiary of **First Citizens BancShares, Inc.** (NASDAQ: FCNCA), assumed \$673 million in deposits at seven branches and entered into a loss share agreement for \$580 million of the failed bank assets. The acquisition represents First Citizens' second FDIC assisted transaction in Colorado in 2011.

On July 8<sup>th</sup>, the Colorado Division of Banking closed Windsor, Colorado-based **Signature Bank** (\$67 million in assets), a subsidiary of **Signature Bank Corporation.** Julesburg, Colorado-based **Points West Community Bank** (\$140 million in assets), a subsidiary of **First Nebraska Bancs, Inc.** assumed \$65 million in deposits at three branches and entered into a loss share agreement for essentially all of the failed bank assets.

According to a merger application dated June 22<sup>nd</sup>, El Paso, Texas-based **Strategic Growth Banking LLC**

# FINANCIAL SERVICES MARKET REPORT

and its subsidiary **Strategic Growth Banking Partners LLC**, announced the acquisition of Las Cruces, New Mexico-based **Las Cruces B.R.G., Inc.** and its subsidiary **Bank of the Rio Grande N.A.** (\$104 million in assets) as its platform acquisition. The purchase price was \$24.6 million in cash representing 207.4% of tangible book value and 36.1x earnings. Strategic Growth Banking LLC will enter Dona Ana County, New Mexico with three branches to be ranked sixth with a 5.9% share of \$1.6 billion in total market deposits. Strategic Growth Banking LLC, a private equity firm, is majority owned by William Sanders, Chairman and CEO, and Dallas, Texas-based Southwest Banking Partners. In connection with the acquisition, Strategic Growth Banking LLC is planning to raise \$200 million in capital in two phases to acquire banks in the southwestern U.S.

On July 22<sup>nd</sup>, the Colorado Division of Banking closed Greeley, Colorado-based **Bank of Choice** (\$1.1 billion in assets), a subsidiary of **Bank of Choice Holding Company**. Kansas City, Missouri-based **Bank Midwest, NA** (\$2.9 billion in assets), a subsidiary of **NBH Holdings Corp.** ("NBH"), assumed \$925 million in deposits at 17 branches and acquired \$853 million in failed bank assets with no loss share agreement. As part of the consideration, NBH issued value appreciation instruments giving the FDIC an opportunity for upside on the transaction. The acquisition represents NBH's second FDIC-assisted transaction and third total acquisition after forming in late 2009 and raising over \$1 billion in capital to acquire banking institutions.

## St. Charles Capital Regional Bank Index ("SCBI")

The S&P 500 and the S&P Bank index fell 2.2% and 1.9% in July driven by the uncertainty regarding the U.S. debt limit and the economy. Although earnings at 20 of the largest 25 banks increased year over year in Q2, banks stocks were penalized along with the market in July driven by anemic revenue growth announced at several of the large banks. The SCBI index decreased 6.0% in July resulting in a year-to-date loss of 8.0%. The decrease in the SCBI index was largely driven by a 37% decrease in price of Southwest Bancorp in July as the company reported its first quarterly loss since 1997.

Bank Name	Symbol	State	Market Cap (\$ in mil)	Stock Price 7/29/11	Stock Price Change		Price / LTM EPS	Price / Book	Price / Tang. Book	NPAs <sup>(1)</sup> / Assets	ALLL / Loans
					Monthly	YTD					
BancFirst Corporation	BANF	OK	\$583	\$38.14	(1.2%)	(7.4%)	13.8x	123.8%	142.8%	0.83%	1.30%
BOK Financial Corporation	BOKF	OK	\$3,728	\$54.46	(0.6%)	2.0%	14.5x	139.8%	160.7%	1.74%	2.63%
Capitol Federal Financial Inc.	CFFN	KS	\$1,916	\$11.44	(2.7%)	(3.9%)	52.0x	99.1%	99.1%	0.41%	0.29%
CoBiz Financial, Inc.	COBZ	CO	\$228	\$6.15	(6.0%)	1.2%	NA	155.6%	159.6%	2.75%	3.74%
Commerce Bancshares, Inc.	CBSH	MO	\$3,553	\$40.91	(4.9%)	3.0%	14.5x	166.8%	184.2%	0.67%	2.06%
First Interstate BancSystem, Inc.	FIBK	MT	\$575	\$13.38	(9.2%)	(12.2%)	16.3x	81.0%	111.1%	3.35%	2.91%
Glacier Bancorp, Inc.	GBCI	MT	\$945	\$13.14	(2.5%)	(13.0%)	23.1x	109.3%	133.3%	3.87%	3.84%
Guaranty Bancorp	GBNK	CO	\$72	\$1.39	3.0%	(2.1%)	NA	73.6%	83.9%	6.10%	3.52%
Southwest Bancorp, Inc.	OKSB	OK	\$121	\$6.20	(36.7%)	(50.0%)	34.4x	39.0%	40.3%	6.79%	2.45%
UMB Financial Corporation	UMBF	MO	\$1,681	\$41.50	(0.9%)	0.1%	16.9x	148.3%	202.6%	0.23%	1.53%
Western Alliance Bancorporation	WAL	AZ	\$577	\$7.03	(1.0%)	(4.5%)	NA	119.5%	129.5%	3.32%	2.37%
Zions Bancorporation	ZION	UT	\$4,036	\$21.90	(8.8%)	(9.6%)	NA	88.0%	115.6%	3.54%	3.35%
<b>Average</b>			<b>\$1,501</b>		<b>(6.0%)</b>	<b>(8.0%)</b>		<b>112.0%</b>	<b>130.2%</b>	<b>2.80%</b>	<b>2.50%</b>
				S&P Bank	(1.9%)	(9.4%)					
				S&P 500	(2.1%)	2.8%					

<sup>(1)</sup> Non-performing assets include non-accrual loans, loans 90+ days past due and OREO

Source: SNL Financial

## Bank Statistics by State

The following table presents balance sheet data for each state in our region taken from June 30, 2011 call reports for all banks and thrifts with assets between \$100 million to \$5 billion. All states experienced a decrease in the CRE I ratio from Q1 2010 to Q2 2011, with Arizona and Kansas showing the largest percentage declines. In addition, the CRE II ratio decreased in all states over the same period indicating lower overall real estate loan exposure relative to capital levels. Arizona, Colorado and Utah maintained the highest CRE ratios which correlate to higher Texas ratios. Ten banks have failed in the region in 2011 representing 16.4% of the total number of bank failures and 28.2% of total amount of failed bank assets in 2011.

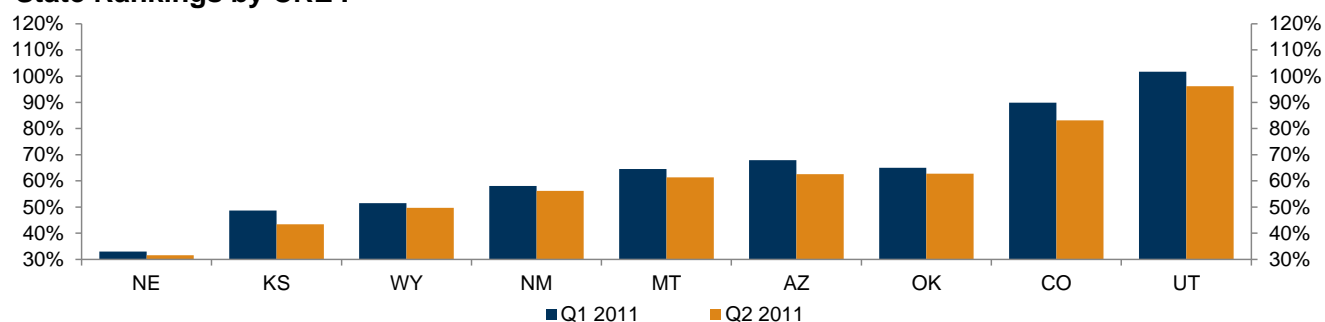
Balance Sheet Data Q2 2011	AZ	CO	KS	MT	NE	NM	OK	UT	WY
Loans / Deposits	82.1%	73.4%	69.3%	79.1%	89.5%	65.9%	74.4%	74.4%	60.9%
Equity / Assets	11.7%	10.1%	11.0%	11.7%	10.2%	10.2%	10.4%	12.1%	10.3%
Total Risk-Based Capital Ratio	16.0%	14.2%	17.0%	16.6%	13.9%	16.6%	14.9%	16.8%	16.8%
CRE I / Total Risk-Based Capital	62.5%	83.1%	43.4%	61.3%	31.6%	56.2%	62.7%	96.1%	49.7%
CRE II / Total Risk-Based Capital	200.3%	218.8%	130.7%	133.4%	107.8%	188.2%	186.6%	200.1%	122.8%
Texas Ratio <sup>(1)</sup>	31.7%	40.5%	37.0%	29.8%	11.2%	22.6%	19.9%	51.9%	14.2%

Note: Based on all banks and thrifts with assets of \$100 million to \$5 billion

Source: SNL Financial

<sup>(1)</sup> Texas ratio defined as non-performing assets divided by tangible equity plus ALLL

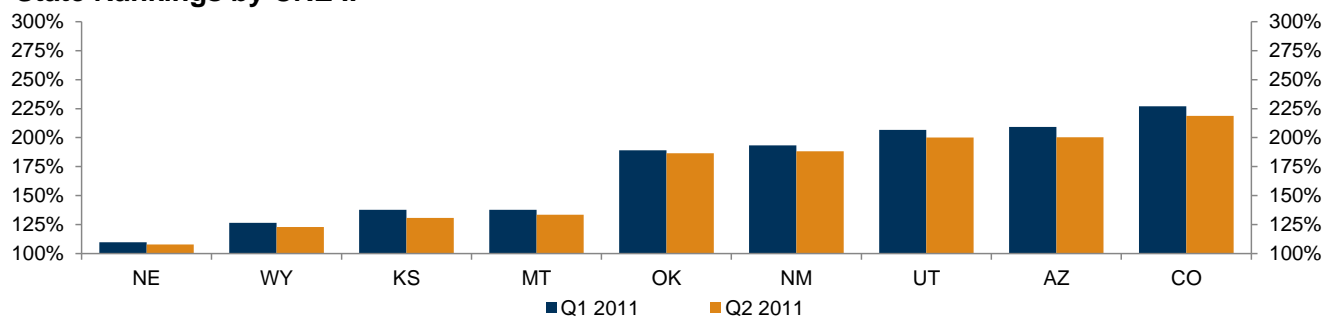
### State Rankings by CRE I



CRE I defined as construction and land development loans ("C&D") divided by total risk based capital

Source: SNL Financial

### State Rankings by CRE II



CRE II defined as C&D plus multifamily plus non-owner occupied commercial real estate loans divided by total risk based capital

Source: SNL Financial

# FINANCIAL SERVICES MARKET REPORT

## About St. Charles Capital

St. Charles Capital provides expert investment banking services for middle-market companies in the Rocky Mountain West Region and throughout the United States. St. Charles is distinguished by the experience of our senior partners, our deep industry expertise, and our track record of successful engagements. The firm maintains four industry practices – Diversified Industries, Financial Services, Healthcare and Technology. Collectively, our investment bankers have completed more than 200 merger and acquisition transactions valued in excess of \$7.1 billion in total consideration.


## About our Financial Services Group

Having conducted more than 250 assignments, the principals at St. Charles have extensive experience in serving the investment banking needs of financial institutions. We are experts at guiding financial institutions through the complex M&A process; the total value of our more than 70 M&A assignments exceeds \$2.3 billion. In addition, we offer services in private capital raises, valuations, strategic analyses and fairness opinions. Our principals, who have completed more than 80 capital raising assignments with a total value in excess of \$1.2 billion, understand the special capital needs of financial institutions.


## Recently Completed Transactions




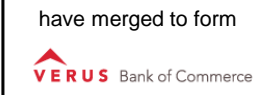
has been acquired by  
(pending)




LARIMER  
BANK OF COMMERCE




have merged to form





has been acquired by



has been acquired by



equity financing by



has been acquired by



**Wesley A. Brown**  
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