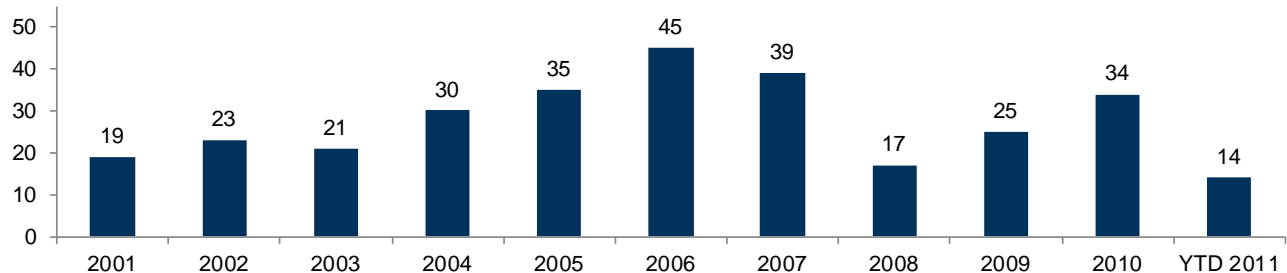
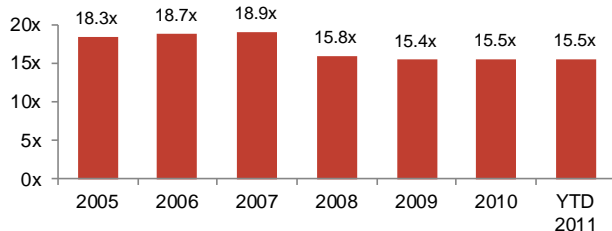


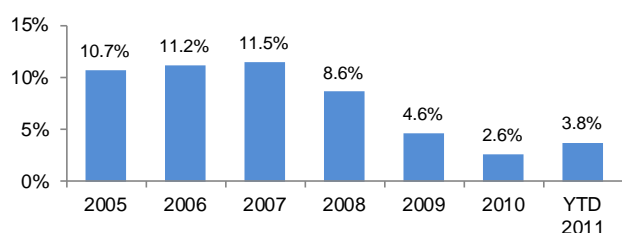
October 2011

## Regional M&amp;A Transaction Statistics

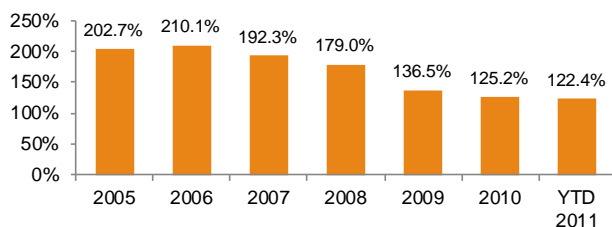
## Number of Regional Transactions

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

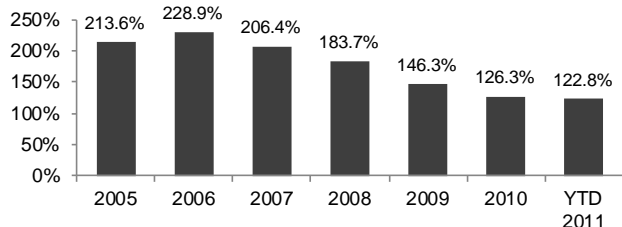
## Premium / Deposits



## 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 October 21<sup>st</sup>, Greenwood Village, Colorado-based **Community Banks of Colorado** (\$1.4 billion in assets), a unit of **Community Bankshares Inc.**, became the sixth bank in Colorado to fail in 2011. The FDIC entered into an agreement with Kansas City-based **Bank Midwest NA**, a unit of **NBH Holdings Corp.**, to assume all the deposits with no premium and essentially all the assets of the failed bank. The transaction is remarkable because Community Banks of Colorado had an agreement pending regulatory approval to sell 16 branches in a move to improve capital ratios and give the bank more time to address its problems. The Colorado bank authorities were in favor of the branch transaction but the Fed rejected the application and directly closed the bank.

On October 27<sup>th</sup>, Las Animas, Colorado-based **First National Bank of Las Animas** (\$248 million in assets), a unit of **First Bankshares of Las Animas Inc.**, announced its acquisition of Ordway, Colorado based **First National Bank of Ordway** (\$46 million in assets), a unit of **Lindoe, Inc.** The acquisition gives First Bankshares of Las Animas the top deposit market share in Crowley County, Colorado with \$36 million in total

deposits as well as the number one market share in Otero County, Colorado with \$379 million in total deposits. Pricing terms of the transaction were not disclosed.

On October 29, 2011, 1<sup>st</sup> Bank Yuma (\$139 million in assets), a unit of Yuma, Arizona-based **Western Arizona Bancorp, Inc.** entered into an agreement to acquire a branch from Phoenix-based **National Bank of Arizona** (\$4.4 billion in assets), a unit of **Zions Bancorporation**. The branch has total deposits of \$32 million and is located in San Luis, Arizona. With the acquisition, 1<sup>st</sup> Bank Yuma will grow its branch count to five, all located in Arizona.

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

Despite a sharp sell-off on the last trading day of the month, stocks performed extremely well in October after a poor performance in September. The market, as measured by the S&P 500, increased 10.8% in December, marking its best month since October 2002. Bank stocks performed particularly well through most of October as investor concerns around a Greek default were appeased. But notable gains recorded during the last week of the month were wiped away by news released on October 31<sup>st</sup> of Greece's Prime Minister announcing a referendum on the country's bailout. When the final trades occurred, the S&P Bank Index was up 9.4% for the month.

In a similar fashion, the St. Charles index of regional banks surged 15.1% during October. All banks in the index recorded gains in October, with Zions Bancorporation posting the highest monthly increase of 23%. In summary, for the year, although the stock market is essentially flat, banks are down 16.8%. Banks get no respect!

Bank Name	Symbol	State	Market Cap (\$ in mil)	Stock Price 10/31/11	Stock Price Change		Price / LTM EPS	Price / Book	Price / Tang. Book	NPAs <sup>(1)</sup> / Assets	ALLL / Loans
					Monthly	YTD					
BancFirst Corporation	BANF	OK	\$506	\$38.70	16.7%	(6.0%)	13.7x	123.4%	142.4%	0.74%	1.30%
BOK Financial Corporation	BOKF	OK	\$3,210	\$52.22	11.4%	(2.2%)	12.9x	130.0%	148.8%	1.88%	2.63%
Capitol Federal Financial Inc.	CFFN	KS	\$1,769	\$11.09	5.0%	(6.9%)	46.2x	95.8%	96.1%	0.38%	0.29%
CoBiz Financial, Inc.	COBZ	CO	\$166	\$5.26	17.7%	(13.5%)	NA	137.3%	140.9%	2.76%	3.74%
Commerce Bancshares, Inc.	CBSH	MO	\$3,018	\$38.80	11.7%	(2.3%)	13.2x	154.5%	168.8%	0.67%	2.06%
First Interstate BancSystem, Inc.	FIBK	MT	\$460	\$12.64	18.0%	(17.1%)	14.0x	75.7%	103.2%	3.63%	2.91%
Glacier Bancorp, Inc.	GBCI	MT	\$674	\$11.35	21.1%	(24.9%)	NM	95.9%	110.8%	3.75%	3.84%
Guaranty Bancorp	GBNK	CO	\$62	\$1.33	10.8%	(6.3%)	NA	81.5%	87.1%	4.94%	3.52%
Southwest Bancorp, Inc.	OKSB	OK	\$82	\$4.70	11.4%	(62.1%)	NM	30.6%	31.6%	7.59%	2.45%
UMB Financial Corporation	UMBF	MO	\$1,299	\$36.87	14.9%	(11.0%)	14.6x	127.3%	171.0%	0.23%	1.53%
Western Alliance Bancorporation	WAL	AZ	\$450	\$6.50	18.6%	(11.7%)	NA	108.8%	117.6%	3.05%	2.37%
Zions Bancorporation	ZION	UT	\$2,595	\$17.36	23.3%	(28.4%)	NA	70.1%	92.0%	3.16%	3.35%
<b>Average</b>			<b>\$1,191</b>		<b>15.1%</b>	<b>(16.0%)</b>		<b>102.6%</b>	<b>117.5%</b>	<b>2.73%</b>	<b>2.50%</b>
					S&P Bank	9.4%	(16.8%)				
					S&P 500	10.8%	(0.3%)				

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

Source: SNL Financial

# FINANCIAL SERVICES MARKET REPORT

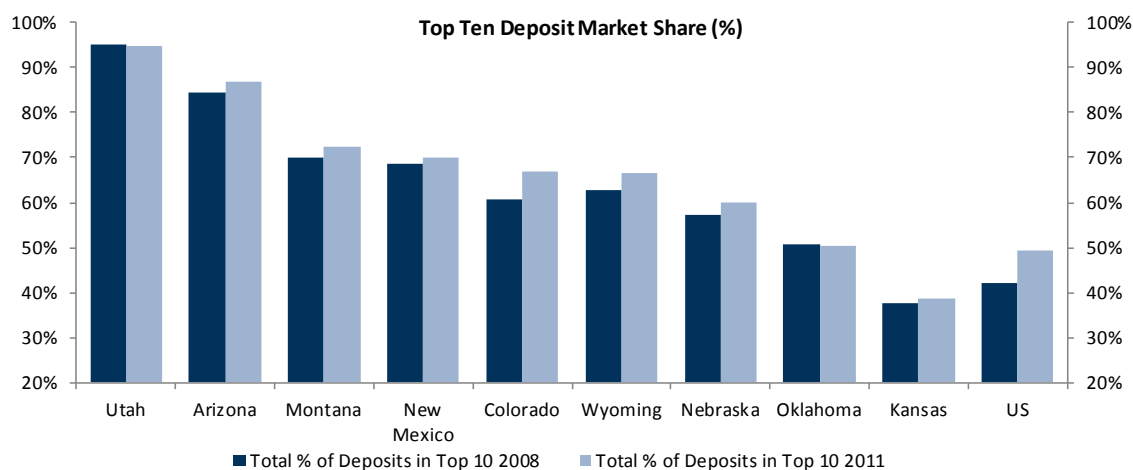
## Branch Statistics by State

What has been happening with bank branches in the region? The following charts reflect total branches and deposits at 6/30/2008 and 6/30/2011. As a whole, the region experienced a total decline in bank branches of 0.6% over the period, while the national decline in total branches was 1.1% over the same three-year period. Montana and Oklahoma increased total branches by 1.5% and 1.4% respectively, while Kansas, Nebraska, and Wyoming were effectively flat during the period. The four states with the weakest real estate markets also saw real declines in the number of branches with Arizona's branches falling 2.9% followed by Utah, Colorado, and New Mexico. Since 2008, total deposits in the region, not including Utah, increased on average by 14.0% over the period. Total deposits in Utah decreased sharply pushing the regional average down to 7.7%; this was partially caused by reclassifications. In all states of the region but Utah, the average size of branches is below the national average.

State	Total Active Branches 2008	Total Active Branches 2011	% Change Total Active Branches	Market Total Deposits 2011 (\$000)	% Change Total Deposits	Average Deposits per Active Branch (\$000)
Arizona	1,397	1,357	(2.9%)	84,683,555	7.7%	62,405
Colorado	1,662	1,634	(1.7%)	95,885,512	18.7%	58,681
Kansas	1,560	1,555	(0.3%)	60,988,076	5.5%	39,221
Montana	389	395	1.5%	18,009,218	16.0%	45,593
Nebraska	1,082	1,084	0.2%	46,815,805	21.2%	43,188
New Mexico	515	509	(1.2%)	26,227,346	17.6%	51,527
Oklahoma	1,388	1,408	1.4%	71,004,547	12.8%	50,429
Utah	588	577	(1.9%)	56,148,527	(43.0%)	97,311
Wyoming	231	230	(0.4%)	12,413,460	12.3%	53,972
US	99,185	98,073	(1.1%)	7,421,365,470	13.8%	75,672

Note: Includes active bank and thrift branches. Non-retail branches not included. Source: SNL Financial

Since 2008, the market share of the top ten banks has increased in most of the western states and nationally. The increase represents the flight of deposits from smaller community banks into larger national banks due to a combination of additional product depth and perceived safety. On a regional basis, the total percent of deposits of top-ten-market-share banks increased approximately 3.5%. With decreases in top-ten-market-share banks of 0.2% and 0.3% respectively, Oklahoma and Utah were the only two regional states where community banks gained ground. The movement of deposits to larger institutions is much more pronounced in Colorado and Wyoming, where the percent of total deposits held at top-ten-market-share banks increased 10.2% and 6.1% respectively over the period.



Note: Includes active bank and thrift branches. Non-retail branches not included.

Source: SNL Financial

# FINANCIAL SERVICES MARKET REPORT

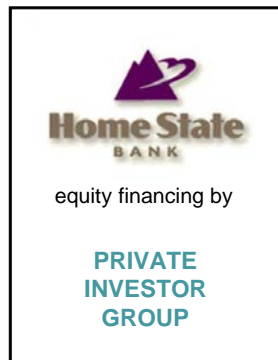
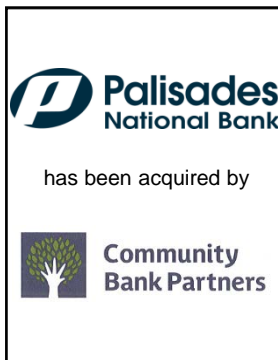
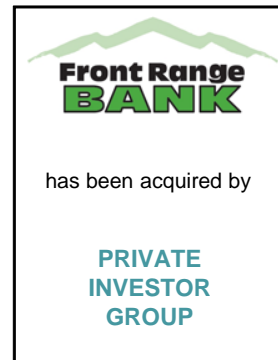
## About St. Charles Capital

St. Charles Capital provides expert investment banking services for middle-market companies nationally. 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 300 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 85 M&A assignments exceeds \$2.6 billion. In addition, we offer services in private capital raises, valuations, strategic analyses and fairness opinions. Our principals, who have completed more than 85 capital raising assignments with a total value in excess of \$1.2 billion, understand the special capital needs of financial institutions.

## Recently Completed Transactions



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