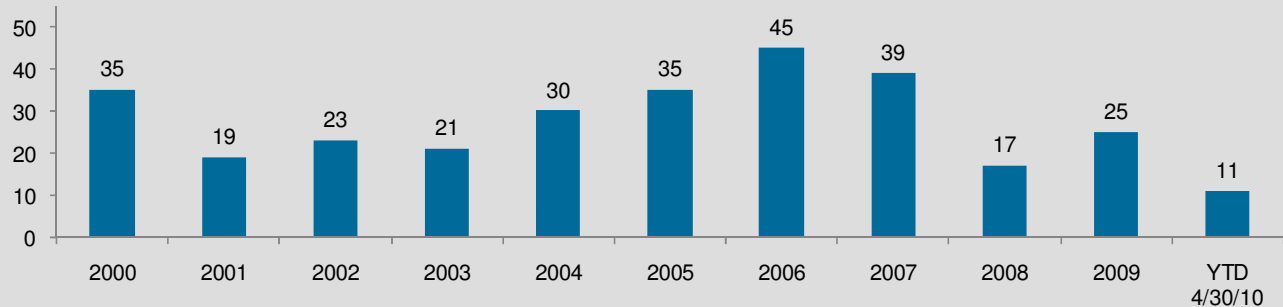
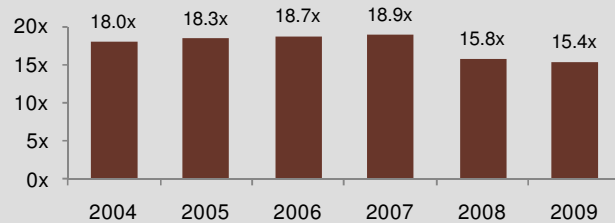


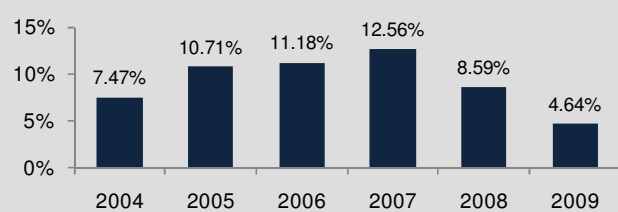
April 2010

## Regional M&amp;A Transaction Statistics

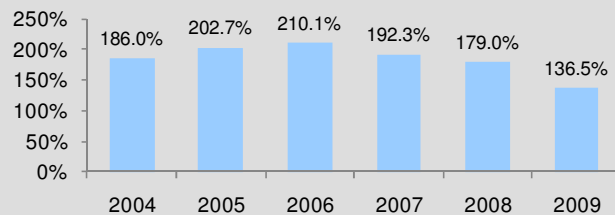
## Number of Regional Transactions

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

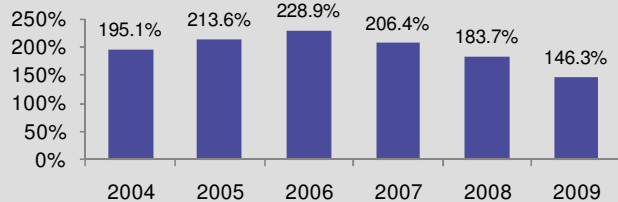
## Premium / Deposits



## 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 April 1, 2010, York, Nebraska-based **Cornerstone Bank** (\$860 million in assets), a unit of **First York Ban Corp.**, completed its acquisition of Harvard, Nebraska-based **Harvard State Bank** (\$40 million in assets), a unit of Harvard State Company. The acquisition will give Cornerstone Bank 30 banking facilities in 21 communities as well as 11 insurance locations. Terms of the deal were not disclosed.

On April 8, 2010, it was reported that Riley, Kansas-based **Riley State Bank** (\$45 million in assets), a subsidiary of **Riley County Bancshares, Inc.**, filed an application with the FDIC to acquire Wakefield, Kansas-based **Farmers & Merchants State Bank** (\$22 million in assets) from **Wakefield Bancshares Inc.** for an undisclosed price.

On April 16, 2010, Lansing, Michigan-based **Capitol Bancorp Ltd.** (\$5.1 billion in assets) announced that it entered into a collective stock redemption transaction with three Colorado affiliates: **Fort Collins Commerce Bank** (\$94 million in assets), **Larimer Bank of Commerce** (\$90 million in assets), and **Loveland Bank of Commerce** (\$40 million in assets). Capitol Bancorp will sell its 51% interest in each of the banks to its respective management teams and local investors. The transaction is expected to be

## FINANCIAL SERVICES MARKET REPORT

completed in 2010, and terms of the deals were not disclosed. *St. Charles Capital served as a financial advisor to management.*

On April 20, 2010, Fremont, Nebraska-based investor group, **Sandhills Financial Services, LLC**, completed its acquisition of Bassett, Nebraska-based **Commercial Bank** (\$30 million in assets), a unit of **Bassett Investment Company**. Sandhills Financial paid \$5.8 million (132% price/tangible equity and 8.7% deposit premium) in cash for the equity in Commercial Bank and also injected \$2.7 million of additional capital.

On April 23, 2010, Lincoln, Nebraska-based **Wilber Co.** and its subsidiary **First State Bank** (\$282 million in assets) agreed to acquire **De Witt State Bank** (\$39 million in assets) and **Farmers Bank of Cook** (\$81 million in assets) from Cook, Nebraska-based Bancook Corp. for an undisclosed price.

On April 26, 2010, Stillwater, Oklahoma-based **Southwest Bancorp, Inc.** (\$3.1 billion in assets) completed a public offering with gross proceeds of \$57.5 million. Proceeds from the offering will be used to increase the company's working capital and for general corporate purposes, including investment in subsidiaries **Stillwater National Bank & Trust Co.** (\$2.7 billion in assets) and **Bank of Kansas** (\$359 million in assets). The offering was completed at price/tangible equity of 76.6% and price/earnings of 15.6x.

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

During the month of April, the SCBI dramatically outperformed the S&P 500 Index and the S&P Bank Index, rising 19.8% versus the S&P Bank Index increase of 7.2% and the S&P 500 Index increase of 1.5%. In March and April, investors of public banks became more optimistic on the overall outlook for the regional and national financial sector especially institutions with higher levels of nonperforming assets.

| Bank Name                    | Symbol | State | Market Cap<br>(\$ in mil) | Stock Price<br>4/30/10 | Stock Price Change |              | Price /<br>LTM EPS | Price /<br>Book | Price /<br>Tang. Book | NPAs <sup>(1)</sup> /<br>Assets | ALLL /<br>Loans |
|------------------------------|--------|-------|---------------------------|------------------------|--------------------|--------------|--------------------|-----------------|-----------------------|---------------------------------|-----------------|
|                              |        |       |                           |                        | Monthly            | YTD          |                    |                 |                       |                                 |                 |
| CoBiz Financial, Inc.        | COBZ   | CO    | \$258                     | \$7.12                 | 14.3%              | 49.9%        | NA                 | 161.1%          | 166.0%                | 4.29%                           | 4.16%           |
| Guaranty Bancorp             | GBNK   | CO    | \$77                      | \$1.57                 | (1.3%)             | 18.9%        | NA                 | 64.3%           | 74.8%                 | 5.02%                           | 3.60%           |
| United Western Bancorp, Inc. | UWBK   | CO    | \$43                      | \$1.85                 | 21.7%              | (33.0%)      | NA                 | 34.0%           | 34.0%                 | 3.26%                           | 2.93%           |
| Capitol Federal Financial    | CFFN   | KS    | \$2,533                   | \$37.69                | 0.6%               | 19.8%        | 38.5x              | 293.1%          | 293.1%                | 0.43%                           | 0.27%           |
| Commerce Bancshares, Inc.    | CBSH   | MO    | \$3,385                   | \$41.42                | 0.7%               | 7.0%         | 18.7x              | 179.1%          | 192.8%                | 0.92%                           | 1.90%           |
| UMB Financial Corporation    | UMBF   | MO    | \$1,724                   | \$42.12                | 3.7%               | 7.0%         | 18.3x              | 165.6%          | 200.3%                | 0.30%                           | 1.56%           |
| Glacier Bancorp, Inc.        | GBCI   | MT    | \$1,289                   | \$18.49                | 21.4%              | 34.8%        | 40.2x              | 158.6%          | 195.9%                | 4.27%                           | 3.53%           |
| TierOne Corporation          | TONE   | NE    | \$4                       | \$0.45                 | 40.6%              | (30.8%)      | NA                 | 3.3%            | 3.4%                  | 16.37%                          | 2.28%           |
| First State Bancorporation   | FSNM   | NM    | \$12                      | \$0.73                 | 37.6%              | 82.5%        | NA                 | 46.5%           | 55.3%                 | 11.08%                          | 6.33%           |
| BancFirst Corporation        | BANF   | OK    | \$648                     | \$44.14                | 5.3%               | 19.2%        | 19.8x              | 154.9%          | 171.2%                | 1.08%                           | 1.33%           |
| BOK Financial Corporation    | BOKF   | OK    | \$3,774                   | \$54.43                | 3.8%               | 14.5%        | 18.0x              | 160.1%          | 189.0%                | 2.03%                           | 2.69%           |
| Southwest Bancorp, Inc.      | OKSB   | OK    | \$299                     | \$14.66                | 77.3%              | 111.2%       | 18.3x              | 87.3%           | 89.8%                 | 4.60%                           | 2.49%           |
| Zions Bancorporation         | ZION   | UT    | \$4,446                   | \$28.73                | 31.5%              | 123.9%       | NA                 | 106.8%          | 144.4%                | 5.74%                           | 4.04%           |
| <b>Average</b>               |        |       | <b>\$1,423</b>            |                        | <b>19.8%</b>       | <b>32.7%</b> |                    | <b>124.2%</b>   | <b>139.2%</b>         | <b>4.57%</b>                    | <b>2.85%</b>    |
|                              |        |       |                           |                        | S&P Bank           | 7.2%         | 27.2%              |                 |                       |                                 |                 |
|                              |        |       |                           |                        | S&P 500            | 1.5%         | 6.4%               |                 |                       |                                 |                 |

<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 profitability data for each state in the SCBI regional index for the quarter ended March 31, 2010, taken from call reports. While states with the strongest profitability for Q1 2010 had the lowest cost of funds and the highest non-interest income as a percentage of average assets, states with the strongest return on average equity – Nebraska, New Mexico and Oklahoma – had the lowest levels of loan loss provision expense to average loans.

| Profitability Data - Q1 2010                        | AZ       | CO     | KS     | MT     | NE     | NM     | OK     | UT       | WY     |
|---|----------|--------|--------|--------|--------|--------|--------|----------|--------|
| ROAA <sup>(1)</sup>                                 | (1.43%)  | 0.53%  | 0.40%  | 0.80%  | 0.78%  | 0.91%  | 0.90%  | (0.69%)  | 0.76%  |
| ROAE <sup>(1)</sup>                                 | (27.10%) | 6.96%  | 2.35%  | 7.04%  | 7.61%  | 9.14%  | 8.96%  | (10.16%) | 7.32%  |
| Yield on Earning Assets                             | 5.01%    | 5.06%  | 4.96%  | 5.51%  | 5.36%  | 5.21%  | 5.45%  | 5.35%    | 5.21%  |
| Cost of Funds                                       | 1.36%    | 1.11%  | 1.41%  | 1.26%  | 1.50%  | 0.95%  | 1.23%  | 1.32%    | 1.21%  |
| Net Interest Margin                                 | 3.66%    | 3.97%  | 3.60%  | 4.30%  | 3.90%  | 4.29%  | 4.25%  | 4.04%    | 4.04%  |
| Non-Interest Income / Average Assets                | 0.20%    | 0.95%  | 0.83%  | 0.61%  | 0.65%  | 0.77%  | 1.00%  | 0.53%    | 0.92%  |
| Non-Interest Exp. / Average Assets                  | 3.59%    | 3.12%  | 2.93%  | 2.68%  | 2.69%  | 3.13%  | 3.22%  | 3.64%    | 3.15%  |
| Efficiency Ratio                                    | 86.95%   | 66.29% | 70.48% | 58.15% | 61.15% | 64.44% | 63.63% | 92.43%   | 64.30% |
| Non-Performing Assets / Total Assets <sup>(2)</sup> | 6.82%    | 3.99%  | 4.01%  | 4.21%  | 1.56%  | 4.01%  | 2.20%  | 7.75%    | 2.13%  |
| Provision Expense / Average Loans <sup>(3)</sup>    | 2.49%    | 1.15%  | 1.02%  | 1.07%  | 0.59%  | 0.62%  | 0.57%  | 1.97%    | 0.70%  |

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

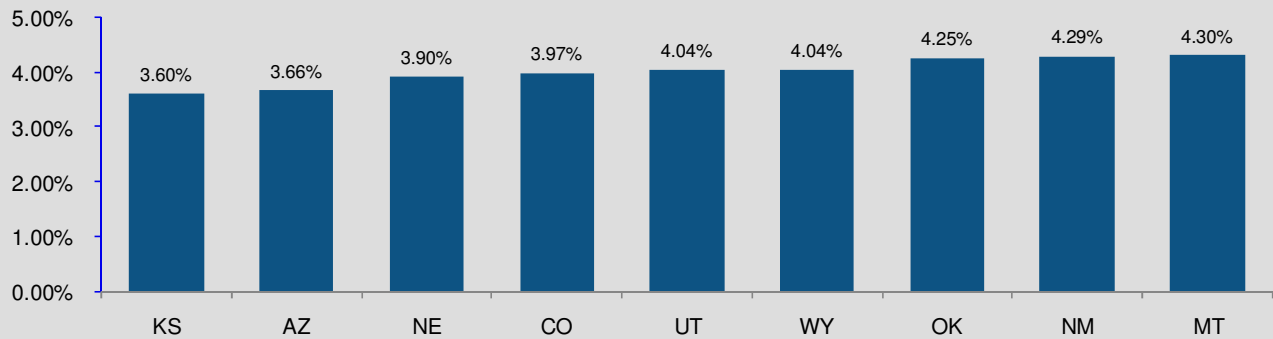
Source: SNL Financial

<sup>(1)</sup> Assumes taxes at 35% for S Corps

<sup>(2)</sup> Non-performing assets include non-accrual loans, loans 90+ days past due and OREO

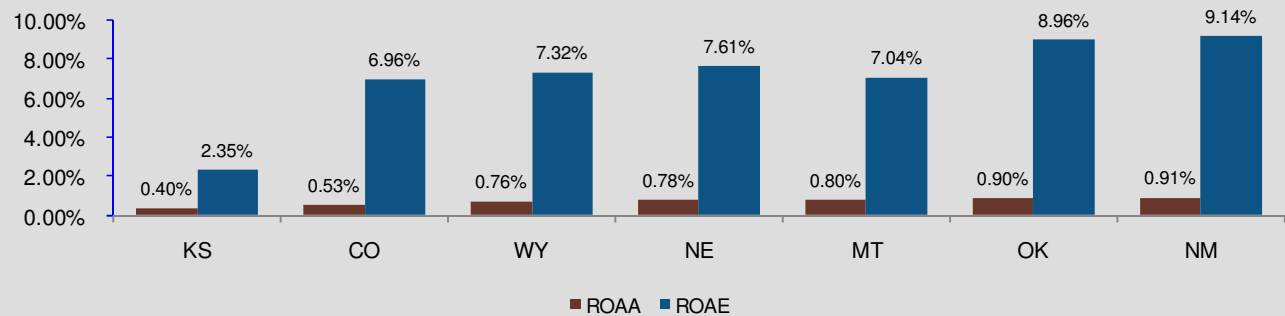
<sup>(3)</sup> Annualized

### Net Interest Margin - Q1 2010



Source: SNL Financial

### ROAA and ROAE - Q1 2010



Note: AZ and UT were excluded from this graph due to its negative profitability ratios

Source: SNL Financial

## 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

 **Farmers & Stockmens Bank**

has been acquired by





has been acquired by





has been acquired by




Charter of  
 **INTERNATIONAL BANK**  
Trinidad


has been acquired by



First Wyoming Bancorporation and its subsidiary



has acquired



Commerce Bankshares, Inc.  
and subsidiary



has been acquired by



**Wesley A. Brown**  
Managing Director  
[wbrown@stcharlescapital.com](mailto:wbrown@stcharlescapital.com)

**Adam C. Fiedor**  
Vice President  
[afiedor@stcharlescapital.com](mailto:afiedor@stcharlescapital.com)

**Michael B. Hobbs**  
Managing Director  
[mhobbs@stcharlescapital.com](mailto:mhobbs@stcharlescapital.com)

**Michael W. Scheuer**  
Analyst  
[mscheuer@stcharlescapital.com](mailto:mscheuer@stcharlescapital.com)