

# Bank Watch Midwest

## Bank M&A Market Activity Remains Steady

#### Significant Consolidation May Be Approaching

This article is excerpted from our recently published whitepaper, "**Community Bank Mergers: Creating the Potential for Shared Upside**," which examines the issues that can arise when community banks merge or sell to a larger, public institution.

The bank M&A market has defied predictions since 2010 of a broad-based consolidation wave, but M&A activity nonetheless remains steady. A confluence of factors, which could be derailed by a slump in the economy and/or capital markets, ensure in our view that significant consolidation will occur even though the pace is uncertain. In time we expect upwards of one-half of institutions with less than \$1 billion of assets to merge. As of September 30, 2012, there were 7,181 commercial banks and thrifts according to the FDIC, compared to 8,534 at year-end 2007 when the financial crisis began unfolding. There were about 18,000 institutions when the June 1985 Supreme Court decision *Northeast Bancorp, Inc. v. Board of Governors of Federal Reserve* upheld regional interstate banking compacts.

Would-be buyers among public institutions seem to be coalescing around 2014 as the year that activity will become more pronounced as regulators write more rules to codify Dodd-Frank. Also, valuation challenges created by credit marks presumably will be less of an issue to the extent real estate values firm a bit and sellers have another year to mark credits themselves. Still, one catalyst has to be overcome to see a pick-up in activity: would-be sellers' resistance to the reality of today's pricing, which is a function of lower profitability relative to the pre-crisis era. While circumstances can change, much of the industry may see ROE ease further in coming years in spite of another round of cost cutting initiatives. For buyers, the most important controllable variable that determines the return on investment is the price paid.

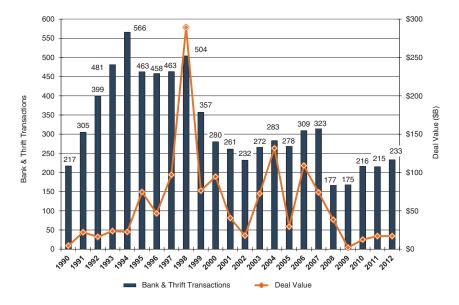
Unlike the frantic activity of the 1990s and to a lesser extent the years leading up to the financial crisis, we believe bank M&A will be dominated by the merger of privately held small banks with each other rather than large-scale, roll-up activity by regional banks. That is not to say regional banks will not be active, but most have a minimum asset threshold of \$500 million to \$1 billion of assets that precludes acquisition of broad swaths of small institutions. Only 559 of the 7,181 FDIC-insured

#### Mercer Capital's Midwest Bank Watch

institutions as of September 30, 2012 had assets greater than \$1 billion.

This trend is reflected in M&A metrics for 2012 in which there were 239 non-assisted acquisitions of banks and thrifts, which was the highest number since 2007 when 323 transactions occurred; however, aggregate acquired assets of \$142 billion was the second lowest total in the past 10 years, eclipsed only by the \$95 billion of assets acquired in non-assisted deals during 2009. The aggregate deal value was modest too at \$14 billion in 2012 as shown in Figure 1.

Figure 1: Non-Assisted Bank & Thrift Acquisitions 1990-2012



Source: SNL Financial

As for large bank deals, public policy now explicitly discourages the largest banks from getting bigger—at least until the next crisis. Even Capital One Financial (COF) had trouble getting regulatory approval for its February 2012 acquisition of ING Direct, which had \$77 billion of internet-based deposits compared to \$128 billion for Capital One. The combination of the two was hardly the next JP Morgan Chase (JPM).

Many bank M&A attorneys regularly remark that the current regulatory environment is the

toughest they have ever seen. There also appear to be too few banks rated "2" or better to have a robust M&A market with plenty of buyers, though perhaps the exam cycle over the next 12 to 18 months will entail a notable migration of "3" rated banks to "2" with improving asset quality and credit metrics.

Get the full whitepaper at http://mer.cr/community-bank-mergers

### Davis, Gibbs to Speak at 2013 Acquire or Be Acquired Conference

Andy Gibbs and Jeff Davis will be presenting the session "Capital Management: Alternatives and Uncertainties," at the 2013 Acquire or Be Acquired Conference sponsored by *Bank Director* magazine.

The session will take place Monday, January 28th and discuss opportunities beyond bank M&A to manage capital in the current environment.

For more information visit http://www.bankdirector.com/conferences

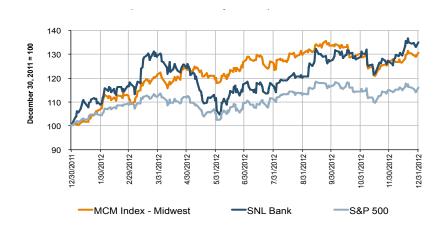
January 2013

#### Mercer Capital's Midwest Public Market Indicators

#### January 2013



#### Community Bank Group Index Overview



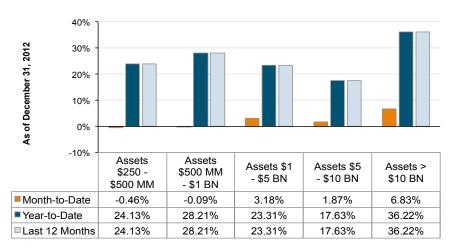
#### **Median Valuation Multiples**

as of December 31, 2012

	Midwest Community Bank Index	National Community Bank Index
Price / LTM EPS	10.50	11.85
Price / 2012 (E) EPS	10.41	12.67
Price / 2013 (E) EPS	10.39	12.37
Price / Book Value	86.35%	92.38%
Price / Tangible Book Value	93.19%	97.52%
Dividend Yield	2.27%	2.67%

#### Return Stratification of U.S. Banks

by Asset Size



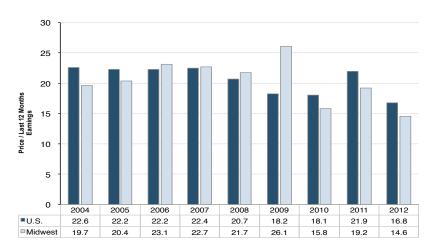
#### Mercer Capital's Midwest M&A Market Indicators

#### January 2013



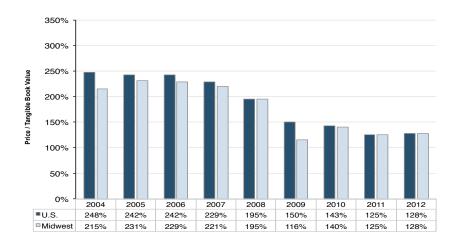
#### Median Price/Earnings Multiples

Target Banks Assets <\$5MM and LTM ROE >5%



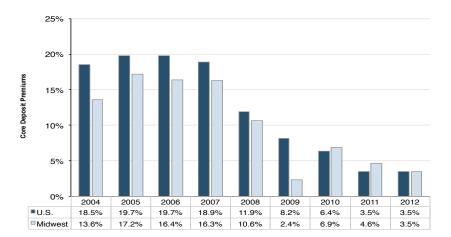
#### Median Price/Tangible Book Value Multiples

Target Banks Assets <\$5MM and LTM ROE >5%



#### Median Core Deposit Multiples

Target Banks Assets <\$5MM and LTM ROE >5%



Perf (%)	Perf High	52 Wk Low				Current Price	Market Cap	LTM	Price / Earr Core	nings FY	FY	Price/ BVPS	Price/ Tang. BVPS	Div. Yield	Tangible Equity ÷ Assets	Dividend Payout	Efficiency Ratio	LTM ROE	LTM ROA	NPAs/ Loans + OREO	NCOs/ Avg. Loans	Loan Loss Reserve/ Loans	Assets
	(%) (\$)		ompany Name	Ticker	State	(\$)	(\$M)	(x)	LTM (x)	(x)	(x)	(X)	(x)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(\$M)
15.78	(0.14) \$24.00	\$18.39 Ar	mes National Corporation	ATLO	IA	\$21.87	\$204	14.20	14.37	NM	NM	1.41	1.49	2.74	11.81	37.66	45.37	10.39	1.30	3.45	0.03	1.61	\$1,167,878
65.78	0.88 \$29.01	\$14.53 He	eartland Financial USA, Inc.	HTLF	IA	\$26.38	\$441	10.39	13.92	8.83	10.63	1.40	1.54	1.52	6.18	15.75	70.39	12.73	1.08	3.56	0.68	1.47	\$4,593,197
50.63	8.87 \$23.25	\$15.25 Mi	lidWestOne Financial Group, Inc.	MOFG	IA	\$22.33	\$190	12.14	11.22	11.21	10.88	1.10	1.17	2.24	9.45	17.66	59.80	9.76	0.93	1.39	0.23	1.71	\$1,721,630
		\$8.85 W	lest Bancorporation, Inc.	WTBA	IA	\$11.24	\$196	12.35	12.78	12.22	12.56	1.47	1.47	3.56	10.46	36.26	51.92	12.49	1.21	2.21	0.20	1.82	\$1,267,966
39.24	2.57	M	ledian - Iowa					12.24	13.35	11.21	10.88	1.41	1.48	2.49	9.96	26.96	55.86	11.44	1.14	2.83	0.22	1.66	\$1,494,798
(7.40)	(2.37) \$5.30	\$4.09 Fi	irst Busey Corporation	BUSE	IL	\$4.54	\$393	19.74	17.40	20.68	16.61	1.14	1.27	3.52	8.88	69.57	64.92	5.63	0.67	2.67	1.61	2.42	\$3,529,664
23.52	6.39 \$13.57	\$9.42 Fi	irst Midwest Bancorp, Inc.	FMBI	IL	\$13.32	\$997	NM	NM	nm	14.12	1.07	1.53	0.30	8.26	NM	63.63	(2.73)	(0.34)	2.90	3.74	1.85	\$8,167,176
22.54	8.71 \$22.46	\$17.00 M	B Financial, Inc.	MBFI	IL	\$21.47	\$1,176	14.61	13.78	13.52	12.70	0.93	1.39	1.86	9.35	2.72	61.77	6.61	0.89	3.20	0.29	2.15	\$9,463,545
(26.99)	- \$1.17	\$0.45 No	orthern States Financial Corporation	NSFC	IL	\$0.62	\$3	NM	NM	NM	NM	0.61	0.61	0.00	1.04	NM	76.66	(33.06)	(1.99)	NM	2.90	5.84	\$419,364
	(0.22) \$53.50	\$40.64 No	orthern Trust Corporation	NTRS	IL	\$50.05	\$11,958	17.81	17.48	15.59	13.81	1.59	nm	2.40	NA	41.99	72.62	9.34	0.74	NA	0.09	1.01	\$97,463,800
	13.11 \$1.98	\$1.10 OI	Id Second Bancorp, Inc.	OSBC	IL	\$1.38	\$19	NM	NM	nm	NM	nm	nm	0.00	(0.25)	NM	71.73	(6.26)	(0.24)	14.90	2.06	3.32	\$1,903,400
			rivateBancorp, Inc.	PVTB	IL	\$16.95	\$1,249	23.54	22.85	19.35	14.27	1.09	1.21	0.24	7.70	5.56	53.81	4.97	0.52	3.44	1.31	1.91	\$13,278,554
59.68	6.93 \$15.50		CR Holdings, Inc.	QCRH	IL	\$14.14	\$69	8.27	9.39	7.99	7.47	0.80	0.83	0.57	4.09	4.68	68.16	8.94	0.64	2.26	0.41	1.56	\$2,023,946
	0.28 \$19.35		aylor Capital Group, Inc.	TAYC	IL	\$18.10	\$521	4.15	3.80	10.63	9.89	1.51	1.51	0.00	6.70	0.00	62.75	31.53	2.57	3.06	1.41	2.27	\$5,136,975
			/intrust Financial Corporation	WTFC	IL	\$38.23	\$1,409	16.55	17.37	15.33	14.00	0.87	1.12	0.47	7.36	7.79	62.93	6.56	0.67	2.34	0.65		\$17,519,613
22.53	5.28	M	ledian - Illinois					16.55	17.37	15.33	13.91	1.07	1.24	0.39	7.36	5.56	64.27	6.09	0.65	2.98	1.36	2.03	\$6,652,076
(3.85)	2.85 \$26.79	\$19.70 1s	st Source Corporation	SRCE	IN	\$22.72	\$552	11.53	11.36	NM	NM	1.00	1.18	2.99	10.59	32.99	64.54	9.04	1.09	1.80	0.17	2.54	\$4,488,219
90.42	(4.38) \$8.25	\$4.00 Ar	meriana Bancorp	ASBI	IN	\$7.85	\$23	13.53	14.89	NM	NM	0.65	0.67	0.51	7.80	6.90	80.20	4.90	0.39	8.00	0.45	1.35	\$447,834
34.14	5.00 \$14.22	\$10.26 Co	ommunity Bank Shares of Indiana, Inc.	CBIN	IN	\$13.65	\$46	6.83	8.55	NM	NM	0.79	0.80	2.93	7.06	20.00	59.65	9.24	0.95	7.82	1.17	1.74	\$811,349
(9.76)	(2.41) \$37.30	\$27.07 Fi	irst Financial Corporation	THFF	IN	\$29.51	\$391	11.35	11.11	12.21	12.45	1.06	1.19	3.25	11.52	36.15	59.98	9.67	1.20	3.70	0.60	1.15	\$2,879,241
69.24	2.29 \$15.78	\$8.92 Fi	irst Merchants Corporation	FRME	IN	\$15.18	\$435	11.41	13.61	10.67	12.15	0.95	1.42	0.79	7.46	6.02	64.59	8.06	1.00	2.77	0.84	2.43	\$4,250,168
20.52	1.06 \$25.42	\$17.86 Ge	erman American Bancorp, Inc.	GABC	IN	\$21.95	\$277	11.86	12.56	11.54	11.61	1.52	1.72	2.55	8.30	30.27	55.47	13.56	1.22	1.19	0.34	1.34	\$1,962,298
81.52	4.78 \$20.92	\$11.61 Ho	orizon Bancorp	HBNC	IN	\$20.59	\$179	9.36	8.88	8.83	9.03	1.24	1.49	1.94	6.55	16.06	60.72	13.65	1.14	2.27	0.32	1.58	\$1,846,776
1.87	(0.31) \$28.82	\$23.47 La	akeland Financial Corporation	LKFN	IN	\$25.76	\$419	12.09	11.75	11.69	11.33	1.42	1.45	2.64	9.84	30.52	48.59	12.47	1.19	2.72	0.20	2.35	\$2,952,208
	2.45 \$13.49		lainSource Financial Group, Inc.	MSFG	IN	\$12.98	\$264	11.19	12.86	10.72	10.59	0.86	1.12	0.92	NA	5.17	67.22	7.80	0.94	3.86	1.09	2.27	\$2,755,006
	4.90 \$12.55		lutualFirst Financial, Inc.	MFSF	IN	\$11.99	\$84	17.38	18.05	18.57	13.41	0.76	0.78	2.00	NA	34.78	69.46	4.66	0.44	3.95	1.01	1.61	\$1,472,396
10.64	8.59 \$14.16		Id National Bancorp	ONB	IN	\$12.89	\$1,307	13.57	12.57	13.53	12.46	1.10	1.60	2.79	NA	35.79	66.34	8.59	1.05	3.88	0.31	1.04	\$9,383,044
	0.59 \$14.25		ower Financial Corporation	TOFC	IN	\$11.95	\$58	7.81	7.86	10.82	10.02	0.87	0.87	1.84	10.34	3.59	63.72	11.83	1.13	3.79	1.02	1.84	\$649,466
38.57	2.37	M	edian - Indiana					11.47	12.16	11.54	11.61	0.98	1.19	2.28	8.30	25.14	64.13	9.14	1.07	3.74	0.52	1.67	\$2,358,652
23.28	2.71 \$21.39	\$16.67 La	andmark Bancorp, Inc.	LARK	KS	\$20.43	\$60	9.89	9.61	NM	NM	0.95	1.22	3.54	7.78	34.61	62.04	10.01	0.97	2.70	0.05	1.91	\$644.218
	2.71		ledian - Kansas					9.89	9.61	NM	NM	0.95	1.22	3.54	7.78	34.61	62.04	10.01	0.97	2.70	0.05	1.91	\$644,218
16.82			hemical Financial Corporation	CHFC	MI	\$24.45	\$672	13.29	13.16	12.56	12.27	1.12	1.41	3.44	8.75	44.02	58.42	8.69	0.94	3.70	0.58	2.10	\$5,580,421
57.26			itizens Republic Bancorp, Inc.	CRBC	MI	\$20.24	\$820	2.38	2.35	4.86	16.59	0.77	1.10	0.00	7.91	0.00	64.42	32.99	3.85	1.97	1.84	2.24	\$9,724,790
	(1.03) \$11.62		irstbank Corporation	FBMI	MI	\$10.58	\$84	10.27	9.85	10.03	10.36	0.65	0.91	0.38	6.41	8.74	61.63	6.37	0.65	4.01	0.91	2.17	\$1,482
	12.72 \$4.35 21.11 \$3.66		dependent Bank Corporation	IBCP MCBC	MI	\$3.95 \$3.50	\$35 \$95	NM 6.14	NM 6.05	7.47 5.44	10.15 13.92	0.90	1.10 1.24	0.00	1.32 5.03	NM 0.00	82.59 76.55	5.07 15.51	0.24	12.96 12.72	1.49 0.19	3.15 2.55	\$2,401 \$1,517
40.66	4.55 \$8.00		ackinac Financial Corporation	MEBC	MI	\$3.50 \$7.41	\$95 \$41	5.08	5.08	5.44 nm	13.92 NM	0.67	0.67	2.16	11.24	0.00	67.23	10.44	1.02	3.34	0.19	2.55	\$1,517 \$551
	4.55 \$8.00 23.63 \$3.70		BT Financial Corporation	MENC	MI	\$7.41 \$2.93	\$41	16.28	26.20	nm	NM	0.67	0.67	0.00	6.40	0.00	70.94	4.29	0.27	3.34 13.39	1.50	2.94	\$1,236
			ercantile Bank Corporation	MBWM	MI	\$17.23	\$150	13.25	13.25	12.62	12.90	1.02	1.02	2.32	10.30	6.92	72.45	8.18	0.89	NA	0.45	2.75	\$1,423
	10.39 \$1.93		lonarch Community Bancorp, Inc.	MCBF	MI	\$0.85	\$2	NM	NM	NM	NM	0.59	0.62	0.00	1.44	NM	101.30	(17.96)	(0.92)	NA	1.38	2.49	\$194
	6.69		ledian - Michigan		_			10.27	9.85	8.75	12.58	0.77	1.02	-	6.41	-	70.94	8.18	0.89	4.01	0.91	2.49	\$1,482

52 Wk Perf (%)	YTD 52 Wk Perf High (%) (\$)	52 Wk Low (\$)		Ticker	State	Current Price (\$)	Market Cap (\$M)	LTM (×)	Price / Ear Core LTM (x)	nings FY (x)	FY (x)	Price/ BVPS (x)	Price/ Tang. BVPS (x)	Div. Yield (%)	Tangible Equity ÷ Assets (%)	Dividend Payout (%)	Efficiency Ratio (%)	LTM ROE (%)	LTM ROA (%)	NPAs/ Loans + OREO (%)	NCOs/ Avg. Loans (%)	Loan Loss Reserve/ Loans (%)	Assets (\$M)
19.07	6.50 \$13.03	\$9.59	TCF Financial Corporation	TCB	MN	\$12.94	\$2,116	NM	37.05	NA	13.83	0.36	0.36	1.55	7.65	NM	69.15	(12.42)	(1.19)	7.55	1.65	1.74	\$17,878,393
16.65	2.57 \$35.46	\$27.30	U.S. Bancorp	USB	MN	\$32.76	\$61,228	11.54	NA	10.62	9.93	1.08	1.32	2.38	7.01	27.46	49.76	14.17	1.60	NA	0.93		\$353,855,000
17.86	4.53		Median - Minnesota					11.54	37.05	10.62	11.88	0.72	0.84	1.96	7.33	27.46	59.45	0.88	0.21	7.55	1.29	1.74	\$185,866,697
71.21	10.78 \$3.37	\$1.32	Camco Financial Corporation	CAFI	ОН	\$2.26	\$30	7.29	7.29	NM	NM	0.36	0.36	0.00	6.29	0.00	84.00	4.87	0.29	8.02	0.65	2.42	\$754
29.43	3.39 \$6.90	\$5.01	Farmers National Banc Corp.	FMNB	OH	\$6.41	\$121	11.87	13.50	12.66	11.11	1.00	1.05	1.87	10.20	27.78	71.51	8.85	0.94	2.73	0.55	1.49	\$1,133
21.59	7.17 \$16.39	\$12.04	Fifth Third Bancorp	FITB	ОН	\$16.29	\$14,370	9.81	11.20	10.08	9.68	1.08	1.32	2.46	9.10	21.69	63.62	11.45	1.34	NA	0.83	2.09	\$121,895
31.71	4.19 \$7.10	\$4.00	First Citizens Banc Corp	FCZA	OH	\$5.47	\$42	NA	NA	NM	7.60	nm	NM	2.19	NA	NA	NA	NA	NA	NA	NA	NA	NA
(9.87)	0.41 \$18.39	\$13.87	First Financial Bancorp.	FFBC	ОН	\$14.68	\$859	12.44	12.87	13.03	13.57	1.20	1.40	7.63	10.00	99.15	56.16	9.65	1.08	2.84	0.86	2.51	\$6,235
(1.69)	6.48 \$17.50		FirstMerit Corporation	FMER	OH	\$15.11	\$1,657	13.03	12.37	12.64	12.72	1.02	1.43	4.24	8.18	55.17	63.06	7.94	0.87	1.69	0.62	1.52	\$14,629
19.79	9.55 \$7.25	\$5.49	Huntington Bancshares Incorporated	HBAN	OH	\$7.00	\$5,900	9.86	9.30	10.52	10.06	1.09	1.22	2.29	8.69	22.54	61.76	11.30	1.15	NA	0.83	1.85	\$56,153
16.39	10.93 \$9.36	\$6.80		KEY	OH	\$9.34	\$8,720	10.74	11.01	11.03	10.74	0.88	0.98	2.14	10.39	18.39	68.79	8.55	1.00	1.75	0.78	1.71	\$86,950
15.34	1.46 \$14.49		LCNB Corp.	LCNB	OH	\$13.90	\$94	11.78	12.91	NM	NM	1.14	1.23	4.60	9.39	54.24	63.95	10.13	1.00	4.02	0.38	0.63	\$817
30.25	9.66 \$7.34		LNB Bancorp, Inc.	LNBB	OH	\$6.47	\$51	10.97	10.59	10.78	8.68	0.57	0.75	0.62	5.80	6.78	65.45	5.20	0.50	3.84	0.99	1.98	\$1,207
(0.99)	6.44 \$20.98	\$15.97		NBTF	OH	\$18.14	\$62	16.05	20.19	NM	NM	0.88	0.93	6.62	10.30	106.19	74.53	5.46	0.57	NA	1.15	1.18	\$651
(35.10) 3.60	3.84 \$17.70 (5.05) \$20.56	\$2.00	Ohio Legacy Corp Ohio Valley Banc Corp.	OLCB OVBC	OH	\$6.49 \$17.85	\$13 \$72	4.74 10.56	42.55 10.55	NM	NM	0.69	0.69	NA 4.71	10.87 9.36	0.00 52.07	108.46 66.81	15.07 9.29	1.79 0.83	4.36 3.50	0.21	1.70 1.46	\$172 \$796
1.80			Park National Corporation	PRK	OH	\$65.89	\$1.015	14.91	18.86	14.33	12.92	1.54	1.73	5.71	9.36	85.07	58.13	9.29	1.06	5.17	1.99	1.46	\$796
51.07	6.41 \$23.93	\$14.60	Peoples Bancorp Inc.	PEBO	ОН	\$21.74	\$232	14.91	11.12	14.33	11.62	1.04	1.73	2.21	8.46	22.87	69.87	9.46	1.12	1.94	0.20	1.20	\$1,867
133.33	4.30 \$8.02	\$2.89		RBNE	он	\$6.79	\$232	9.18	7.02	NM	NM	0.64	0.97	0.00	5.53	0.00	75.00	7.28	0.56	2.00	0.20	1.60	\$630
(19.10)	3.83 \$10.25	\$5.88	United Bancorp. Inc.	UBCP	ОН	\$6.50	\$35	11.82	11.47	NM	NM	0.96	0.96	4.31	7.87	89.09	72.28	7.55	0.64	NA	0.53	0.97	\$460
49.01	5.64 \$10.75		United Bancshares, Inc.	UBOH	OH	\$10.30	\$35	8.37	8.68	NM	NM	0.56	0.65	1.94	10.06	0.00	71.70	6.98	0.74	6.06	0.55	2.22	\$555
18.09	4.97		Median - Ohio					10.97	11.20	11.03	10.92	0.96	0.98	2.29	9.10	22.87	68.79	8.85	0.94	3.50	0.62	1.70	\$1,133
10.24	(0.50) \$44.90	\$36.40	BancFirst Corporation	BANF	ок	\$42.15	\$642	12.70	12.01	12.89	13.02	0.96	1.00	2.75	7.86	33.13	64.19	10.37	0.91	1.61	0.06	1.20	\$5,836,751
1.74	4.17 \$60.00			BOKE	OK	\$56.73	\$3,870	11.58	11.90	10.77	11.94	0.91	1.00	2.68	9.67	28.98	59.87	11.85	1.31	1.78	0.00	1.92	
89.02	10.71 \$13.05		Southwest Bancorp. Inc.	OKSB	OK	\$12.40	\$241	NM	NM	15.72	14.70	1.48	1.91	0.00	11.22	NM	59.48	(13.59)	(1.83)	2.83	5.93	2.95	\$2.156.750
10.24	4.17		Median - Oklahoma					12.14	11.96	12.89	13.02	0.96	1.00	2.68	9.67	31.06	59.87	10.37	0.91	1.78	0.24	1.92	\$5,836,751
16.26	40.45 \$24.00	607.40	Comerica Incorporated	CMA	тх	\$33.51	\$6.309	12.55	NA	12.26	12.12	0.91	1.00	1.79	9.72	20.60	67.76	7.43	0.83	1.52	0.39	1.37	\$65.359
7.05	7.04 \$61.11	\$53.37		CIMA	TX	\$58.09	\$3,570	12.55	15.25	15.25	15.20	1.48	1.00	3.31	8.80	49.74	60.26	10.01	1.15	1.52	0.39	1.37	\$05,359
26.05			First Financial Bankshares, Inc.	FFIN	TX	\$42.11	\$1,326	18.15	18.51	17.70	17.17	2.41	2.77	2.37	11.28	42.24	47.71	14.07	1.13	1.51	0.19	1.74	\$4,311
2.40	8.46 \$21.89			IBOC	TX	\$19.62	\$1,319	13.44	14.01	13.64	12.74	0.92	1.16	2.04	9.65	27.40	58.74	6.99	0.96	4.72	0.64	1.49	\$12,117
59.32	(5.91) \$11.82	\$6.14		MCBI	TX	\$10.34	\$194	25.85	20.28	17.21	15.72	1.11	1.21	0.00	10.59	0.00	66.47	4.57	0.53	4.36	0.57	2.33	\$1,526
10.14	8.33 \$47.66	\$38.56		PB	TX	\$45.50	\$2,592	14.49	13.82	14.16	13.24	1.25	3.15	1.89	6.49	24.84	39.09	9.16	1.38	0.33	0.13	1.00	\$13,712
10.67	0.66 \$23.54	\$19.52		SBSI	TX	\$21.20	\$368	10.18	16.71	11.86	12.76	1.33	1.45	3.77	7.95	44.82	62.71	13.51	1.08	1.29	0.69	1.71	\$3,221
47.43	4.44 \$52.17	\$30.94	Texas Capital Bancshares, Inc.	TCBI	TX	\$46.81	\$1,900	15.98	15.92	15.19	13.66	2.37	2.43	NA	7.93	0.00	49.70	17.45	1.35	0.95	0.08	0.79	\$9,882
64.60	3.30 \$21.99	\$13.33	ViewPoint Financial Group, Inc.	VPFG	ТΧ	\$21.63	\$856	21.63	21.20	21.42	17.63	1.66	1.76	1.85	13.46	25.00	57.93	7.55	1.05	1.38	0.05	0.74	\$3,636
16.26	7.04		Median - Texas					15.37	16.31	15.19	13.66	1.33	1.76	1.96	9.65	25.00	58.74	9.16	1.08	1.51	0.19	1.37	\$9,882
18.31	7.55 \$14.73	\$11.67	Associated Banc-Corp	ASBC	WI	\$14.11	\$2,389	14.11	14.11	13.82	13.35	0.83	1.24	2.27	8.54	23.00	69.30	6.07	0.81	2.62	0.57	1.90	\$23,532
46.73			First Business Financial Services, Inc.	FBIZ	WI	\$23.91	\$94	7.18	7.25	7.13	7.66	0.90	0.90	1.17	5.92	8.41	59.23	13.15	0.75	1.81	0.44	1.67	\$1,192
32.5	5.9		Median - Wisconsin					10.64	10.68	10.47	10.50	0.87	1.07	1.72	7.23	15.70	64.27	9.61	0.78	2.21	0.50	1.79	\$12,362
33.56	4.95		Average					12.22	13.66	12.50	12.30	1.05	1.23	2.06	8.15	25.95	65.23	7.88	0.83	3.83	0.82	1.86	\$9,055,355
22.91	4.36		Median					11.84	12.78	12.22	12.51	1.00	1.19	2.09	8.46	22.70	64.19	8.94	0.94	2.87	0.58	1.74	\$121,895



## Mercer Capital

**Financial Institutions Services** 

## Mercer Capital assists banks, thrifts, and credit unions with significant corporate valuation requirements, transactional advisory services, and other strategic decisions.

Mercer Capital pairs analytical rigor with industry knowledge to deliver unique insight into issues facing banks. These insights underpin the valuation analyses that are at the heart of Mercer Capital's services to depository institutions.

Mercer Capital is a thought-leader among valuation firms in the banking industry. In addition to scores of articles and books, *The ESOP Handbook for Banks* (2011), *Acquiring a Failed Bank* (2010), *The Bank Director's Valuation Handbook* (2009), and *Valuing Financial Institutions* (1992), Mercer Capital professionals speak at industry and educational conferences.

The Financial Institutions Group of Mercer Capital publishes *Bank Watch*, a monthly e-mail newsletter covering five U.S. regions. In addition, Jeff Davis, Managing Director, is a regular contributor to SNL Financial.

For more information about Mercer Capital, visit www.mercercapital.com.

### **Contact Us**

Jeff K. Davis, CFA 615.345.0350 jeffdavis@mercercapital.com Andrew K. Gibbs, CFA, CPA/ABV 901.322.9726 gibbsa@mercercapital.com

Jay D. Wilson, Jr., CFA, CBA 901.322.9725 wilsonj@mercercapital.com

Mercer Capital 5100 Poplar Avenue, Suite 2600 Memphis, Tennessee 38137 901.685.2120 (P)

www.mercercapital.com

Copyright © 2013 Mercer Capital Management, Inc. All rights reserved. It is illegal under Federal law to reproduce this publication or any portion of its contents without the publisher's permission. Media quotations with source attribution are encouraged. Reporters requesting additional information or editorial comment should contact Barbara Walters Price at 901.685.2120. Mercer Capital's Industry Focus is published quarterly and does not constitute legal or financial consulting advice. It is offered as an information service to our clients and friends. Those interested in specific guidance for legal or accounting matters should seek competent professional advice. Inquiries to discuss specific valuation matters are welcomed. To add your name to our mailing list to receive this complimentary publication, visit our web site at www.mercercapital.com.