

# Bank Watch

### Midwest

## **Specialty Finance Sector Shows Signs of M&A Life**

The M&A market for banks remains steady relative to Street expectations for a quicker pace, given well-documented earnings and regulatory challenges that smaller institutions face. Year-to-date through August 19, 2013, there were 137 announced bank and thrift transactions, which equates to about 210 deals on an annualized basis. This compares to 251 announced deals in 2012 and 178 in 2011. Pricing, as measured by the average price/tangible book multiple of 117%, is comparable to median pricing observed the past few years; however, P/E ratios have declined as earnings have recovered. The median P/E for 2013 was 23.2x, compared to 33.0x in 2012.

In particular, the specialty finance sector has seen a steady pace of transactions. According to *SNL Financial*, there have been 43 acquisitions of specialty finance companies year-to-date by banks and non-banks, for an aggregate value of \$7.4 billion. There were 80 deals valued at \$10.8 billion in 2012 and 70 deals valued at \$36.0 billion in 2011. Since 2008, the average price/book multiple has ranged between 187% (2011) and 78% (2010). The median year-to-date price/book multiple was 124%, while the median P/E was 7.8x. Sector pricing averages should be taken with a grain of salt as the homogeneity in the banking sector does not apply to the same degree in specialty finance.

While interest in mortgage banking may be waning with rising rates, other specialty finance sectors, such as commercial real estate (CRE), are receiving more attention as banks and non-banks return to the sector. As an example, Capital One Financial Corporation (COF) announced on August 16, 2013 that it would acquire Beech Street Capital for an undisclosed price. Beech Street was founded in 2009 by long-time banking executive Alan Fishman along with employees from Fannie Mae, Freddie Mac, and other lenders. Beech Street focuses on multi-family lending as a Fannie Mae "Delegated Underwriting and Servicing" ("DUS") lender. Such firms are approved to underwrite, close, and deliver most loans without a prior review by Fannie Mae. Capital One is acquiring one of the 24 designated DUS firms and will presumably gain a competitive advantage in underwriting multi-family loans at a time when the sector is benefiting from a resurgence of apartment construction.

Another transaction of note is the July 22, 2013 announcement that PacWest Bancorp (PACW) will acquire CapitalSource Inc. (CSE) for \$2.3 billion of stock and cash. Pricing equated to 169% of June 30 tangible book value and 19x consensus 2013 EPS. Although CapitalSource's primary subsidiary operated as a bank via its California industrial loan charter, the Company is more akin to a commercial finance company in a bank wrapper. PacWest will obtain a prodigious asset generator that will be funded with its core deposits.

Acquisitions of specialty finance companies by banks are not a panacea for challenges that face the industry; however, in some instances a transaction that is thoroughly vetted, well-structured, and attractively priced can provide the buyer a new growth channel while also obtaining revenue and earnings diversification. At Mercer Capital we have three decades of experience in valuing and evaluating a range of financial service companies for banks, private equity, and other investors. We would be happy to assist you in evaluating an opportunity that your institution may be considering.

Jeff K. Davis, CFA jeffdavis@mercercapital.com

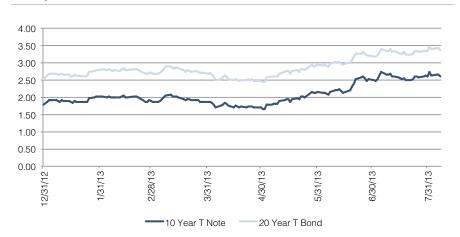
## **Evaporating Gains**

by Madeleine G. Davis

Comments by Federal Reserve Board Chairman Ben Bernanke in the second quarter of 2013 resulted in significant increases in Treasury rates during the quarter, particularly for longer-term securities. In May, Bernanke testified before Congress and outlined the Fed's eventual approach for exiting its accommodative monetary policy, which has included very low interest rates as well as purchases of mortgage-backed securities and Treasuries. Bernanke noted that the Fed would likely begin its exit strategy by gradually reducing asset purchases, prior to a focus on increasing interest rates. Prior releases by the Federal Open Market Committee indicated that rate increases likely will not begin until the unemployment rate has fallen below 6.5%, assuming inflation projections remain in line with longer-term goals. Bernanke's comments before Congress suggest, however, that some tightening of monetary policy could come earlier, through the reduction in asset purchases. In response to Bernanke's comments, longer-term interest rates began to tick up through May and into June.

On June 19th, Bernanke said in a press conference that the Fed could begin to reduce its asset purchases as early as the end of 2013 and could potentially cease such purchases in mid-2014. The near-term timeline for reducing asset purchases spurred a spike in interest rates that compounded the effect of the already-increasing trend in rates observed through May. Rates continued to exhibit volatility throughout the rest of June as markets reacted to Bernanke's comments.

#### **Treasury Rates**



The interest rate increases in the latter part of second quarter resulted in the evaporation of unrealized gains in banks' bond portfolios, which had been at very high levels given the persistently low rate environment. The table below summarizes the extent of losses in unrealized bond gains for banks in the second quarter. The number of banks with assets over \$250 million reporting unrealized gains embedded in their bond portfolios fell from 1,985 at March 31, 2013 to 1,018, or 49% fewer, while the number of banks reporting embedded losses tripled from 477 to 1,427.

Asset Size	Avg. ∆ Unrealized Gains* (\$000s)	Avg. ∆ Unrealized Gains* (%)	Avg. ∆ Accum. OCI (%)	Avg. ∆ Equity Capital (%)	Avg. Tang. Equity /Tang. Assets 3/31/13	Avg. Tang. Equity / Tang. Assets 6/30/13	∆ Avg. Tang. Equity /Tang. Assets
\$250 Mil - \$500 Mil	-1,275	-444%	-398%	-2.0%	10.8%	10.6%	-0.2%
\$500 Mil - \$1 Bil	-2,250	-316%	-347%	-1.2%	10.8%	10.6%	-0.2%
\$1 Bil - \$5 Bil	-5,654	-246%	-286%	1.2%	10.5%	10.3%	-0.2%
\$5 Bil - \$10 Bil	-16,382	-143%	-134%	1.9%	10.7%	10.8%	0.1%
\$10 Bil - \$250 Bil	-99,041	-227%	-738%	0.7%	10.2%	10.1%	-0.1%
More than \$250 Bil	-1,962,240	-93%	-64%	-0.6%	8.0%	7.9%	-0.1%
Average - All	-11,974	-355%	-368%	-1.0%	10.7%	10.5%	-0.2%

<sup>\*</sup> Unrealized Gains/(Losses) shown after tax

Source: Call Report data compiled by SNL Financial

At March 31, 2013, banks reported unrealized gains representing an average of 1.97% of their total Available for Sale ("AFS") portfolios. That figure declined to 0.84% at June 30, a decline in unrealized gains of 1.13% of total AFS. On average, banks lost more than 350% of reported amounts of unrealized gains embedded in bond portfolios, resulting in commensurate reductions in accumulated other comprehensive income. The impact of the lost AOCI on tangible equity, however, was moderated by the trend of improving earnings in the industry, and on average, equity capital declined by just 1%, while the average tangible equity/tangible assets ratio fell from 10.7% at March 31, 2013 to 10.5% at the end of second quarter.

The effect of volatility in unrealized bond gains may create fluctuations in tangible equity capital, but its effect on regulatory will be much more modest, given the recent issuance of the final Basel III capital rules, which require only banks with more than \$250 billion in assets to include such gains in regulatory capital measures beginning in 2014. Most smaller banks will not be required to include unrealized gains in regulatory capital calculations, with the exception of banks with foreign exposures exceeding \$10 billion.

Madeleine G. Davis davism@mercercapital.com

Madeleine G. Davis

#### **UPCOMING WEBINAR**

## U.S. Basel III Capital Rules: Finally Final

What Does It Mean for Community Banks?



#### Thursday, August 29, 2013

1:00pm - 2:00pm Eastern 12:00pm - 1:00pm Central 11:00am - 12:00pm Mountain 10:00am - 11:00am Pacific

#### Register at

#### http://mer.cr/webinar-0813

SPONSORED BY





Much of the financial rulemaking following the financial crisis set its sights on the largest banks with the community and smaller regional banking sector unaffected or impacted indirectly. However, the new rules regarding capital represent some of the most consequential post-financial crisis rulemakings, affecting banks large and small. Finalized at last, the regulations provide direction for bank capital management decisions.

This webinar, co-sponsored by Mercer Capital and Jones Day, reviews the final rules and assesses their impact on community banks.

#### Who Should Attend This Webinar?

- CFOs, CEOs, controllers, and treasurers of financial institutions with assets up to \$15 billion
- In-house counsel of financial institutions
- · Asset managers, investment managers and portfolio managers with exposure to the financial services industry
- Investment bankers, research analysts
- Regulators, accountants and consultants

#### **Learning Objectives**

After attending this webinar, you will:

- Understand how the final rules define "capital"
- Appreciate changes to existing concepts, such as risk-weighted assets, and be introduced to new concepts, such as capital buffers.
- Learn how investors in the public markets view the effect of Basel on the attractiveness of community banks as investments
- Be able to assess the impact of the new rules on different business lines and banking strategies
- Identify the significance of the new regulations to merger and acquisition strategies

#### **Webinar Presenters**

#### Jeff K. Davis, CFA

Managing Director Mercer Capital jeffdavis@mercercapital.com 615.345.0350

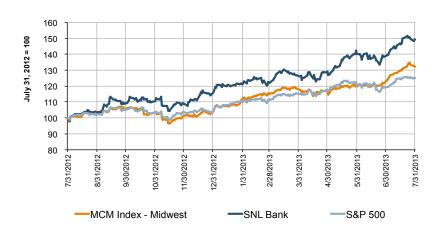
#### Andrew K. Gibbs, CFA, CPA/ABV

Senior Vice President
Mercer Capital
gibbsa@mercercapital.com
901.685.2120

#### Ralph F. MacDonald, III (Chip)

Partner
Jones Day
cmacdonald@jonesday.com
404.581.8622

#### **Community Bank Group Index Overview**



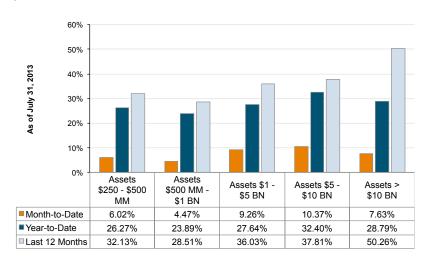
#### **Median Valuation Multiples**

as of July 31, 2013

	Midwest Community Bank Index	National Community Bank Index
Price / LTM EPS	12.05	14.20
Price / 2013 (E) EPS	12.47	14.67
Price / 2014 (E) EPS	12.60	14.12
Price / Book Value	106.82%	115.19%
Price / Tangible Book Value	117.05%	125.76%
Dividend Yield	2.21%	2.28%

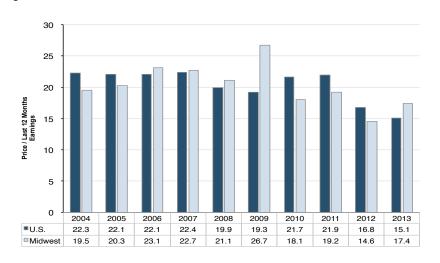
#### Return Stratification of U.S. Banks

by Asset Size



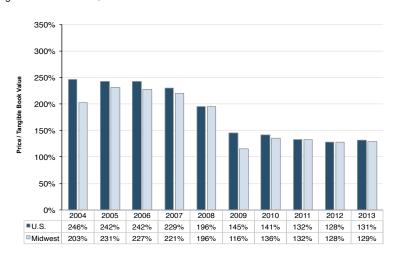
#### **Median Price/Earnings Multiples**

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



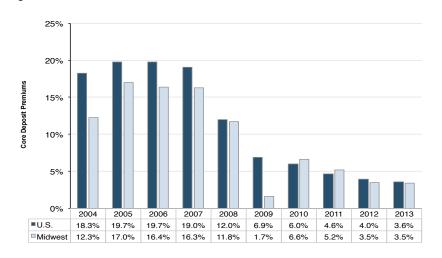
#### Median Price/Tangible Book Value Multiples

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



#### **Median Core Deposit Multiples**

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



Perf		Low				Current	Market Cap	LTM	Price / Ear Core	FY 13	FY 14	Price/ BVPS	Price/ Tang. BVPS	Div. Yield	Tangible Equity / Assets	Efficiency Ratio	LTM ROE	LTM ROA	NPAs/ Loans + OREO	NCOs/ Avg. Loans	Loan Loss Reserve/ Loans	Assets
(%)	(\$)	(\$)	Company Name	Ticker	State	(\$)	(\$M)	(x)	LTM (x)	(x)	(x)	(x)	(x)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	(\$M)
6.51	\$23.94	\$18.39	Ames National Corporation	ATLO	IA	\$21.72	\$202	14.29	14.41	NM	NM	1.48	1.56	2.95	10.80	47.87	9.81	1.18	NA	0.04	1.52	\$1,206,914
5.70	\$30.99	\$22.40	Heartland Financial USA, Inc.	HTLF	IA	\$26.50	\$449	10.47	12.35	11.78	11.22	1.43	1.60	1.51	5.69	75.98	11.25	0.95	3.64	0.31	1.29	\$4,959,756
21.37	\$28.48	\$19.31	MidWestOne Financial Group, Inc.	MOFG	IA	\$25.57	\$217	12.06	11.81	12.29	12.54	1.26	1.33	1.96	9.42	58.00	10.44	1.03	1.27	0.11	1.71	\$1,741,884
35.16	\$14.50	\$9.75	West Bancorporation, Inc.	WTBA	IA	\$13.03	\$208	14.16	14.15	13.76	13.48	1.71	1.71	3.38	8.38	52.34	11.91	1.15	1.40	0.02	1.64	\$1,451,646
13.94			Median - Iowa					13.11	13.25	12.29	12.54	1.46	1.58	2.45	8.90	55.17	10.85	1.09	1.40	0.07	1.58	\$1,596,765
5.62	\$5.14	\$4.09	First Busey Corporation	BUSE	п	\$4.85	\$420	20.21	17.40	17.03	14.53	1.25	1.38	3.30	8.78	67.01	5.74	0.67	1.68	0.65	2.25	\$3,511,389
		\$11.52	First Midwest Bancorp, Inc.	FMBI	II.	\$15.72	\$420	NM	17.40 NM	17.03	14.84	1.25	1.70	1.02	8.62	67.01	(0.47)	(0.05)	2.64	2.78	1.72	\$8,343,325
43.66	\$29.74	\$17.00	MB Financial. Inc.	MBFI	II.	\$28.28	\$1,150	15.89	15.19	15.44	15.90	1.20	1.84	1.41	9.47	64.14	7.66	1.03	3.29	(0.16)	2.18	\$9,369,659
24.67	\$62.02		Northern Trust Corporation	NTRS	IL		\$13.592	19.72	18.92	18.73	16.38	1.76	1.91	2.19	7.35	71.80	9.30	0.76	1.37	0.12	1.01	\$97,236,000
319.97	\$6.92	\$1.10	Old Second Bancorp, Inc.	OSBC	IL	\$6.09	\$85	15.62	20.43	15.89	28.85	nm	nm	0.00	(0.18)	75.44	14.57	0.54	NA	0.08	3.16	\$1,932,934
47.15	\$24.82	\$13.32	PrivateBancorp, Inc.	PVTB	IL	\$23.43	\$1,783	18.74	18.22	16.29	15.57	1.48	1.61	0.17	8.43	52.98	8.03	0.76	2.23	0.71	1.69	\$13,476,493
24.93	\$16.96	\$11.40	QCR Holdings, Inc.	QCRH	IL	\$16.00	\$93	7.96	9.33	8.47	8.65	1.01	nm	0.50	NA	68.45	9.69	0.64	NA	0.21	1.38	\$2,446,771
30.37	\$23.16	\$12.97	Taylor Capital Group, Inc.	TAYC	IL	\$21.85	\$640	11.09	11.27	13.55	13.65	1.79	1.79	0.00	6.02	63.71	13.60	1.30	2.77	0.17	2.09	\$5,901,370
11.23	\$42.28	\$34.40	Wintrust Financial Corporation	WTFC	IL	\$40.89	\$1,624	15.67	16.35	15.74	14.97	0.93	1.20	0.44	7.44	63.33	7.15	0.75	2.14	0.60	0.90	\$17,613,546
30.37			Median - Illinois					15.78	16.87	15.89	14.97	1.23	1.70	0.50	7.94	67.01	8.03	0.75	2.23	0.21	1.72	\$8,343,325
28.64	\$28.82	\$19.70	1st Source Corporation	SRCE	IN	\$27.58	\$672	13.20	13.06	NM	NM	1.18	1.40	2.47	10.56	62.99	9.19	1.14	1.29	0.03	2.45	\$4,638,811
	\$11.55	\$6.00	Ameriana Bancorp	ASBI	IN	\$10.90	\$33	14.73	NA	NM	NM	0.88	0.91	0.37	8.02	77.00	6.00	0.49	NA	NA	NA	\$445,281
	\$19.57	\$12.14	Community Bank Shares of Indiana, Inc.	CBIN	IN	\$18.39	\$62	8.84	9.99	NM	NM	1.06	1.07	2.39	7.20	62.90	9.10	0.95	5.68	1.25	1.63	\$809,666
-	\$34.44 \$19.15	\$28.00	First Financial Corporation	THFF	IN IN	\$31.72 \$17.84	\$422 \$514	13.67 12.83	13.36 12.80	14.82 13.20	14.21 11.84	1.15	1.29 1.59	3.03 1.12	11.22 7.69	62.30 63.14	8.27 8.16	1.06	2.96 1.91	0.46 0.53	1.23 2.32	\$2,960,517 \$4,338,264
23.03		\$12.53 \$19.71	First Merchants Corporation  German American Bancorp, Inc.	FRME	IN	\$17.84	\$321	12.83	12.80	13.20	11.84	1.09	1.59	2.37	8.09	56.84	13.44	1.03	0.99	0.53	1.21	\$4,338,264
26.18	\$25.48	\$16.35	Horizon Bancorp	HBNC	IN	\$23.33	\$195	9.77	9.36	10.15	10.69	1.31	1.56	1.78	7.05	59.92	13.44	1.18	2.36	0.10	1.67	\$1,785,907
26.03		\$23.47	Lakeland Financial Corporation	LKFN	IN	\$32.23	\$530	14.58	14.46	14.13	13.55	1.71	1.74	2.36	10.18	50.36	12.12	1.22	1.92	0.43	2.16	\$2.975.462
	\$15.33	\$11.13	MainSource Financial Group, Inc.	MSFG	IN	\$14.11	\$288	11.76	11.16	11.65	11.44	0.96	1.26	2.27	NA	67.01	7.76	0.93	3.00	1.11	1.76	\$2,771,055
	\$16.69	\$10.75	MutualFirst Financial, Inc.	MFSF	IN	\$14.97	\$106	15.59	16.51	16.13	14.66	0.97	0.99	1.60	NA	72.09	5.98	0.58	3.34	0.47	1.60	\$1,408,261
10.88	\$15.12	\$10.87	Old National Bancorp	ONB	IN	\$13.71	\$1,383	14.43	13.42	13.87	13.03	1.19	1.72	2.92	NA	66.25	8.12	1.02	3.00	0.09	0.95	\$9,641,071
52.04	\$24.60	\$15.50	River Valley Bancorp	RIVR	IN	\$23.05	\$35	7.71	NA	nm	NM	1.23	nm	3.64	NA	65.14	14.10	1.09	NA	0.25	1.35	\$475,737
32.92	\$16.12	\$11.30	Tower Financial Corporation	TOFC	IN	\$15.20	\$71	10.48	10.98	10.71	11.18	1.15	1.15	2.11	NA	65.52	10.58	1.03	3.52	0.46	1.76	\$680,941
27.26			Median - Indiana					12.87	13.06	13.87	13.03	1.15	1.34	2.36	8.06	63.14	9.10	1.03	2.96	0.45	1.65	\$2,010,612
_	\$22.50	\$18.00	Landmark Bancorp, Inc.	LARK	KS	\$20.70	\$61	10.84	10.68	NM	NM	0.97	nm	3.67	NA	65.30	8.99	0.89	NA	0.70	1.47	\$641,886
12.76			Median - Kansas					10.84	10.68	NM	NM	0.97		3.67		65.30	8.99	0.89		0.70	1.47	\$641,886
27.27	624 52	620.60	Chamical Financial Composition	CUEC	М	627.05	6770	14.70	14.10	44.74	14.15	1.26	1.61	2.01	0.42	64.22	0.71	0.02	2.00	0.40	4.00	ØE 000 244
93.49	\$31.53 \$18.86	\$20.60 \$7.72	Chemical Financial Corporation Firstbank Corporation	CHFC	MI	\$27.95 \$17.66	\$770 \$143	14.79 12.89	14.18 12.21	14.71 11.53	14.15 11.99	1.26	1.61	3.01 1.36	8.43 6.77	61.32 65.07	8.71 8.18	0.92	3.08	0.48	1.89	\$5,806,211 \$1,457,046
169.73	\$18.86	\$2.61	Independent Bank Corporation	IBCP	MI	\$17.66	\$143 \$75	2.31	12.21 NA	7.38	10.15	0.61	0.63	0.00	5.58	79.68	65.63	3.96	11.37	0.85	2.07	\$1,457,046
49.54	\$6.10	\$2.80	Macatawa Bank Corporation	MCBC	MI	\$4.86	\$132	4.02	4.00	14.29	25.00	1.32	1.32	0.00	6.80	79.00	27.28	2.20	11.29	0.05	2.59	\$2,134,674
50.89	\$9.50	\$6.40	Mackinac Financial Corporation	MFNC	MI	\$9.44	\$52	13.68	13.68	nm	25.00 NM	0.84	0.84	1.69	11.30	69.48	6.22	0.76	NA	0.14	1.14	\$553,501
44.79	\$4.37	\$2.21	MBT Financial Corp.	MBTF	MI	\$4.17	\$75	7.58	7.72	nm	NM	0.94	NM	0.00	NA NA	72.92	11.77	0.78	12.51	1.30	2.79	\$1,162,672
18.40	\$20.99	\$13.41	Mercantile Bank Corporation	MBWM	MI	\$19.75	\$172	12.27	12.27	11.04	13.38	1.14	1.14	2.43	11.23	68.18	9.57	1.01	5.41	0.16	2.36	\$1,343,750
49.54			Median - Michigan					12.27	12.24	11.53	13.38	1.08	1.23	1.36	7.61	69.48	9.57	0.92	8.35	0.48	2.19	\$1,457,046

© 2013 Mercer Capital // Data provided by SNL Financial 6

14   15   16   16   16   16   16   16   16	52 Wk Perf (%)	52 Wk High (\$)	52 Wk Low (\$)	Company Name	Ticker	State	Current Price (\$)	Market Cap (\$M)	LTM (x)	Price / Ea Core LTM (x)	rnings FY 13 (x)	FY 14 (x)	Price/ BVPS (x)	Price/ Tang. BVPS (x)	Div. Yield (%)	Tangible Equity / Assets (%)	Efficiency Ratio (%)	LTM ROE (%)	LTM ROA (%)	NPAs/ Loans + OREO (%)	NCOs/ Avg. Loans (%)	Loan Loss Reserve/ Loans (%)	Assets (\$M)
Modes	40.14	\$16.68	\$10.32	TCF Financial Corporation	TCB	MN	\$14.40	\$2,369	24.83	26.99	17.29	13.34	0.88	0.88	1.39	7.67	67.56	6.24	0.63	NA	1.41	1.69	\$18,399,607
See	13.54	\$37.97	\$30.96	U.S. Bancorp	USB	MN	\$36.77	\$67,630	12.46	11.67	12.21	11.47	1.22	1.50	2.50	7.24	49.74	13.93	1.62	2.61	0.82	1.87	\$353,415,000
Second   S	26.84			Median - Minnesota					18.65	19.33	14.75	12.40	1.05	1.19	1.95	7.46	58.65	10.09	1.12	2.61	1.11	1.78	\$185,907,304
Second   18.00   18.00   18.00   18.00   18.00   18.00   18.00   18.00   18.00   18.00   19.																							
19.40   19.17   19.17   19.17   19.17   19.17   19.17   19.10   19.17   19.1																							
23.88   First Clares Banc Corp   FCA   \$7.02   \$84   \$9.77   \$8.40   \$8.71   \$8.10   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.00   \$1.50   \$4.70   \$1.50   \$4.70   \$1.50   \$4.70   \$1.50   \$4.70   \$1.50   \$4.70   \$1.50   \$4.70   \$1.50   \$4.70   \$4.70   \$4.50   \$4.70   \$4.50				· ·																			
7.1 81.00 91.02 Frage Presented Bancoup. FRUC OH \$10.12 \$10.00 15.07 13.00 15.03 14.79 15.4 17.70 15.66 12.25 17.00 15.0																							
20.08   23.27   \$1.28   FreeEnest Corporation   PARE   OH   \$2.20   \$3.74   \$1.70   \$1.52				· ·																			
SATIS   SATI																							
1806   18126   18126   18126   18126   18109   1889   13.99				· · · · · · · · · · · · · · · · · · ·																			
63.8   23.6   33.0   CMC Corp.   LON   CH   50.13   51.64   17.7   19.05   MM   NM   17.0   NM   3.18   NA   64.20   0.18   0.02   3.27   0.15   0.02   53.24   53.20   53.20   53.20   53.21   53.21   53.20   53.2				,																			****
59.72   \$9.87   \$3.75   \$1.06   \$9.60   \$9.6																							
20.98   20.81   81.507   NSET Prevaled Group, Inc.   NST   OH   \$22.22   \$76   16.96   23.44   NM   NM   11.2   NM   5.39   NA   7.452   0.96   0.96   NA   0.74   1.41   \$50.6827																							
19.88   23.20   \$17.56   Policy Malley Sparce Copy.   Oyl.   Oyl.   St.   St.   St.   Oyl.   Oyl.   St.   St.   St.   Oyl.   O				**																			
218 83278 400.80 Park National Corporation PRK OH 87133 \$1223 12.42 12.15 12.61 11.73 10.01 15.52 29 8.18 10.02 10.00 12																							
2.68 (23.93 S17.72 Peocles Bancorp Inc. PEBO OH \$21.61 \$233 12.42 12.15 12.61 11.73 1.04 15.9 2.59 8.18 71.65 8.43 0.99 12.9 (0.12) 1.65 \$1.980.841 82.8 19.72 Peocles Bancorp Inc. USCP OH \$77.0 \$37 6.88 6.57 N. NM O.99 11.22 15.0 0.00 72.57 10.34 0.89 NA 0.17 14.8 \$831.482 (24.03) 90.28 \$5.80 United Bancorp. Inc. USCP OH \$78.70 \$37 6.88 6.57 N. NM NM 0.99 11.22 15.0 0.00 72.57 70.08 8.60 NA 0.17 14.8 \$831.482 (24.03) 90.28 \$5.80 United Bancorp. Inc. USCP OH \$12.72 \$44 9.29 9.44 NM NM 0.09 11.02 407 8.73 78.83 50.07 0.42 NA 0.59 11.70 \$457.444 (25.13 18.8 57.4 United Bancorp. Inc. USCP OH \$12.72 \$44 9.29 9.44 NM NM NM 0.01 11.02 407 8.73 78.83 50.07 0.42 NA 0.59 11.70 \$457.444 (25.13 18.8 57.4 United Bancorp. Inc. USCP OH \$1.50 1																							
2440  \$828  \$858  United Rencopy, Inc.   URCP OH \$858  \$377   19.11   18.31   NM NM 10.11   1.02   4.07   8.73   78.83   5.07   0.42   NA 0.22   1.10   5414.889   4.10   513.18   827   United Rencopy, Inc.   URCH OH OH S12.72   544   9.28   9.44   9.28   9.44   1.11   1.21   2.52   8.72   70.08   8.73   70.08   7.43   0.84   NA 0.59   1.79   55.770.68   8.59   0.95   2.74   0.49   1.58   51,770.68   1.50   1.5	2.68		\$17.72	Peoples Bancorp Inc.	PEBO	ОН	\$21.61	\$233	12.42	12.15	12.61	11.73	1.04	1.53	2.59	8.18	71.65	8.43	0.99	1.29	(0.12)	1.65	\$1,899,841
44.10 \$13.18 \$8.74 United Bencharres, Inc. UBOH OH \$12.72 \$44 \$9.28 \$9.44 \$N. N. N. N. N. O.70 \$0.22 \$1.57 \$0.76 \$7.09 \$7.43 \$0.84 \$N. N. O.99 \$1.79 \$8557.49£ \$28.49 \$1.50 \$1.20 \$1	8.92	\$9.55	\$6.20	SB Financial Group, Inc.	SBFG	ОН	\$7.70	\$37	6.88	6.57	NM	NM	0.69	1.02	1.56	6.00	72.57	10.34	0.86	NA	0.17	1.48	\$631,492
28.49 Median - Ohio 13.59 13.31 12.24 1.11 1.21 2.52 8.72 70.88 8.59 0.95 2.74 0.49 1.56 \$1,170,868   33.18 \$53.54 \$39.13 BancFirst Corporation BANF OK \$52.96 \$810 15.76 15.03 15.78 15.55 1.23 1.25 2.19 8.43 65.11 10.02 0.90 1.42 0.06 1.20 \$5.749,666   1877 \$69.36 \$50.69 BOK Financial Corporation BOKF OK \$56.89 84.229 13.39 13.78 13.84 13.83 1.12 1.24 2.31 9.38 61.16 11.40 1.25 1.58 0.12 1.39 \$27,868,200   34.43 \$16.13 \$9.57 Southwest Bancops, Inc. OKSB OK \$15.57 \$307 25.52 2.36 0.20 1.27 18.99 1.87 2.45 0.00 12.12 69.37 53.20 0.44 2.36 0.33 3.07 \$32,7368,200   33.18 \$43.49 \$27.72 Correction Incorporated CMA TX \$44.90 \$47.750 15.24 14.73 14.56 14.42 1.12 1.24 16.2 10.05 67.05 7.47 0.82 1.31 0.27 1.35 \$52,447.000   33.11 \$73.99 \$53.37 Outlen-Frost Bankers, Inc. OFR TX \$72.39 \$43.972 19.20 19.70 19.38 17.99 1.87 2.45 2.76 7.90 60.88 9.64 1.07 1.22 0.32 1.01 \$22.247,1514   74.84 \$63.39 \$3.40 \$57.725 Banchares, Inc. FFIN TX \$92.29 \$1.395 1.395 2.40 2.40 2.48 2.181 3.29 3.96 1.157 9.80 4.82 2.11 1.72 0.92 NA 0.09 1.32 \$43.92.000   35.50 \$35.55 \$16.92 International Banchares Corporation IBOC TX \$23.94 \$11.000 15.16 15.39 15.57 17.20 15.20 1	(24.03)	\$9.28	\$5.80	United Bancorp, Inc.	UBCP	ОН	\$6.88	\$37	19.11	18.31	NM	NM	1.01	1.02	4.07	8.73	78.83	5.07	0.42	NA	0.23	1.10	\$414,589
33.18 \$33.54 \$39.13 BancFirst Corporation BANF OK \$52.96 \$810 15.76 15.03 15.78 15.55 12.3 1.25 2.19 8.43 65.11 10.02 0.90 1.42 0.06 1.20 \$5.740.062 16.77 \$69.36 \$50.99 BOK Financial Corporation BOKF OK \$65.69 \$4,529 13.99 13.78 13.84 13.93 1.12 1.24 2.31 9.38 61.16 11.40 1.25 15.88 0.12 1.59 \$27.808.200 1.44.9 \$16.18 \$95.75 Southwest Bancop, Inc. OKSB OK \$15.57 \$307 25.52 23.00 22.78 19.99 1.87 2.45 0.00 12.12 68.37 5.32 0.64 2.36 0.33 3.07 \$2.019.92 33.18	44.10	\$13.18	\$8.74	United Bancshares, Inc.	UBOH	ОН	\$12.72	\$44	9.28	9.44	NM	NM	0.70	0.82	1.57	9.75	70.08	7.43	0.84	NA	0.59	1.79	\$557,494
18.77   \$69.36   \$50.89   BOK Financial Corporation   BOKF   OK   \$65.89   \$4,629   13.39   13.76   13.84   13.93   1.12   1.24   2.31   9.38   61.16   11.40   1.25   1.58   0.12   1.59   \$27,808,200   14.44   \$16.18   \$16.75   \$50.07	28.49			Median - Ohio					13.00	13.59	13.31	12.24	1.11	1.21	2.52	8.72	70.08	8.59	0.95	2.74	0.49	1.56	\$1,170,868
18.77   \$69.36   \$50.89   BOK Financial Corporation   BOKF   OK   \$65.89   \$4,629   13.39   13.76   13.84   13.93   1.12   1.24   2.31   9.38   61.16   11.40   1.25   1.58   0.12   1.59   \$27,808,200   14.44   \$16.18   \$16.75   \$50.07																							
44.43 \$16.18 \$9.57 Southwest Bancorp, Inc. OKSB OK \$15.57 \$307 25.52 23.60 22.78 19.89 1.87 2.45 0.00 12.12 68.37 5.32 0.84 2.38 0.33 3.07 \$2.031,982 13.18 Median - Oktahoma 15.78 15.03 15.04	33.18	\$53.54	\$39.13	BancFirst Corporation	BANF	OK	\$52.96	\$810	15.76	15.03	15.78	15.55	1.23	1.25	2.19	8.43	65.11	10.02	0.90	1.42	0.06	1.20	\$5,749,666
33.18 Median - Oktahoma 15.76 15.03 15.78 15.55 1.23 1.25 2.19 9.38 65.11 10.02 0.90 1.58 0.12 1.59 \$5,749,666 1.37 1.38 1.38 1.38 1.38 1.38 1.38 1.38 1.38				BOK Financial Corporation																			
37.61 \$43.49 \$27.72 Comerica Incorporated CMA TX \$41.90 \$7.750 15.24 14.73 14.56 14.42 1.12 1.24 1.62 10.05 67.05 7.47 0.82 1.31 0.27 1.35 \$62.947.000   33.11 \$73.99 \$83.37 Cullen/Frost Bankers, Inc. CFR TX \$72.99 \$4.372 19.20 19.70 19.38 17.99 1.87 2.45 2.76 7.90 60.88 9.64 1.07 1.22 0.32 1.01 \$22.571.514   74.84 \$63.99 \$34.05 First Financial Bankshares, Inc. FFIN TX \$59.29 \$1.895 24.60 24.94 23.48 21.81 3.29 3.96 1.75 9.80 48.52 13.61 1.72 1.20 0.16 1.32 \$4.982.605   35.60 \$25.85 \$16.92 International Bankshares, Inc. MCBI TX \$52.94 \$1.699 16.18 15.89 15.77 14.98 1.15 1.45 1.67 9.81 57.40 7.22 0.92 NA 0.09 11.32 \$11.566.913   (19.2) \$11.45 \$8.70 MetroCorp Bancshares, Inc. MCBI TX \$10.54 \$197 17.28 17.28 17.28 17.30 14.34 1.11 1.21 0.76 10.40 72.99 6.52 0.75 2.31 0.35 1.85 \$1.585.786   49.87 \$60.72 \$38.55 Prosperity Bancshares, Inc. PB TX \$59.44 \$3.587 17.38 16.62 16.84 15.54 1.53 3.70 14.5 6.50 40.06 9.22 1.33 NA 0.09 0.91 \$16.270.718   27.03 \$25.09 \$19.11 Southside Bancshares, Inc. SBSI TX \$25.02 \$44.7 12.74 18.87 16.83 16.29 1.90 2.10 3.20 6.34 64.16 13.29 1.07 0.95 0.79 1.42 \$3.344.978   17.26 \$22.49 \$17.88 ViewPoint Financial Group, Inc. VPFG TX \$21.14 \$844 21.35 21.36 22.89 19.90 1.58 1.68 1.99 14.10 57.27 7.24 1.09 0.99 0.14 0.70 \$3.594.84   33.11 Median - Toxas  37.87 Average  37.87 Average  37.87 Average  37.87 Average  37.88 \$4.60 \$1.24 1.25 14.51 14.59 14.37 1.28 1.53 1.99 8.49 64.88 10.49 1.01 2.93 0.43 1.64 \$16.733.321   37.87 Average		\$16.18	\$9.57	1.	OKSB	OK	\$15.57	\$307															
33.11 \$73.99 \$53.37 Cullen/Frost Bankers, Inc. CFR TX \$72.39 \$4.372 19.20 19.70 19.38 17.99 1.87 2.45 2.76 7.90 60.88 9.64 1.07 1.22 0.32 1.01 \$22.571,514 74.84 \$63.99 \$34.05 First Financial Bankshares, Inc. FFIN TX \$59.29 \$1.895 24.60 24.94 23.48 21.81 3.29 3.96 1.75 9.80 48.52 13.61 1.72 1.20 0.16 1.32 \$4.982.605 35.60 \$25.85 \$16.92 International Bancshares Corporation IBOC TX \$23.94 \$1.609 16.18 15.89 15.17 14.98 1.15 1.45 1.67 9.81 57.40 7.22 0.92 NA 0.69 1.32 \$11,596.913 (0.92) \$11.45 \$8.70 Methodroor pancshares, Inc. MCBI TX \$10.54 \$17.28 17.28 17.30 14.34 1.11 1.21 0.76 10.40 72.99 6.52 0.75 2.31 0.35 1.85 \$15,956.786 49.87 \$60.72 \$38.56 Prosperity Bancshares, Inc. PB TX \$59.44 \$3.587 17.38 16.62 16.84 15.54 1.53 3.70 14.5 6.50 40.06 9.22 1.33 NA 0.09 0.91 \$16,270,718 27.03 \$26.09 \$19.11 Southside Bancshares, Inc. SBSI TX \$25.02 \$447 12.74 18.87 16.83 16.29 1.90 2.10 3.20 6.34 64.16 13.29 1.07 0.95 0.79 1.42 \$3.384.978 11.52 \$52.17 \$36.75 Texas Capital Bancshares, Inc. TCBI TX \$44.65 \$1.825 15.50 NA 15.32 13.38 2.06 2.11 NA 7.88 50.56 14.08 1.24 0.62 0.09 0.77 \$10.978 2.81 17.28 18.88 16.34 15.54 1.58 1.89 14.10 57.27 7.24 1.09 0.99 0.14 0.70 \$3.594.484 1.15 1.15 1.15 1.15 1.15 1.15 1.15 1.1	33.18			Median - Oklahoma					15.76	15.03	15.78	15.55	1.23	1.25	2.19	9.38	65.11	10.02	0.90	1.58	0.12	1.59	\$5,749,666
33.11 \$73.99 \$53.37 Cullen/Frost Bankers, Inc. CFR TX \$72.39 \$4.372 19.20 19.70 19.38 17.99 1.87 2.45 2.76 7.90 60.88 9.64 1.07 1.22 0.32 1.01 \$22.571,514 74.84 \$63.99 \$34.05 First Financial Bankshares, Inc. FFIN TX \$59.29 \$1.895 24.60 24.94 23.48 21.81 3.29 3.96 1.75 9.80 48.52 13.61 1.72 1.20 0.16 1.32 \$4.982.605 35.60 \$25.85 \$16.92 International Bancshares Corporation IBOC TX \$23.94 \$1.609 16.18 15.89 15.17 14.98 1.15 1.45 1.67 9.81 57.40 7.22 0.92 NA 0.69 1.32 \$11,596.913 (0.92) \$11.45 \$8.70 Methodroor pancshares, Inc. MCBI TX \$10.54 \$17.28 17.28 17.30 14.34 1.11 1.21 0.76 10.40 72.99 6.52 0.75 2.31 0.35 1.85 \$15,956.786 49.87 \$60.72 \$38.56 Prosperity Bancshares, Inc. PB TX \$59.44 \$3.587 17.38 16.62 16.84 15.54 1.53 3.70 14.5 6.50 40.06 9.22 1.33 NA 0.09 0.91 \$16,270,718 27.03 \$26.09 \$19.11 Southside Bancshares, Inc. SBSI TX \$25.02 \$447 12.74 18.87 16.83 16.29 1.90 2.10 3.20 6.34 64.16 13.29 1.07 0.95 0.79 1.42 \$3.384.978 11.52 \$52.17 \$36.75 Texas Capital Bancshares, Inc. TCBI TX \$44.65 \$1.825 15.50 NA 15.32 13.38 2.06 2.11 NA 7.88 50.56 14.08 1.24 0.62 0.09 0.77 \$10.978 2.81 17.28 18.88 16.34 15.54 1.58 1.89 14.10 57.27 7.24 1.09 0.99 0.14 0.70 \$3.594.484 1.15 1.15 1.15 1.15 1.15 1.15 1.15 1.1																							
74.84 \$63.99 \$34.05 First Financial Bankshares, Inc.  FFIN TX \$59.29 \$1,895 24.60 24.94 23.48 21.81 3.29 3.96 1.75 9.80 48.52 13.61 1.72 1.20 0.16 1.32 \$4,982,605 3.560 \$25.85 \$16.92 International Bancshares Corporation  IBOC TX \$23.94 \$1,609 16.18 15.89 15.17 14.98 1.15 1.45 1.67 9.81 57.40 7.22 0.92 NA 0.69 1.32 \$11,596,913 (0.92) \$11.45 \$8.70 MetroCorp Bancshares, Inc.  MCBI TX \$10.54 \$17.28 17.28 17.28 17.30 14.34 1.11 1.21 0.76 10.40 72.99 6.52 0.75 2.31 0.35 1.85 \$1,596,718 1.87 18																							
35.60 \$25.85 \$16.92 International Bancshares Corporation   IBOC   TX   \$23.94   \$1.609   16.18   15.89   15.17   14.98   1.15   1.45   1.67   9.81   57.40   7.22   0.92   NA   0.69   1.32   \$11,596,913   (0.92) \$11.45   \$8.70   MetroCorp Bancshares, Inc.   MCBI   TX   \$10.54   \$197   17.28   17.30   14.34   1.11   1.21   0.76   10.40   72.99   6.52   0.75   2.31   0.35   1.85   \$1,585,786   49.87   \$60.72   \$38.56   Prosperity Bancshares, Inc.   PB   TX   \$59.44   \$3.587   17.38   16.62   16.84   15.54   1.53   3.70   1.45   6.50   40.06   9.22   1.33   NA   0.09   0.91   \$13,670,718   1.52   \$1.52   \$1.53   1.99   \$1.90   2.10   3.20   6.34   64.16   13.29   1.07   0.95   0.79   1.42   \$13,849,786   1.55   \$																							
(0.92) \$11.45 \$8.70 MetroCorp Bancshares, Inc. MCBI TX \$10.54 \$197 17.28 17.30 14.34 1.11 1.21 0.76 10.40 72.99 6.52 0.75 2.31 0.35 1.85 \$1,585,786 49.87 \$60.72 \$38.56 Prosperity Bancshares, Inc. PB TX \$59.44 \$3.587 17.38 16.62 16.84 15.54 1.53 3.70 1.45 6.50 40.06 9.22 1.33 NA 0.09 0.91 \$16,270,718 27.03 \$26.09 \$19.11 Southside Bancshares, Inc. SBSI TX \$25.02 \$447 12.74 18.87 16.83 16.29 1.90 2.10 3.20 6.34 64.16 13.29 1.07 0.95 0.79 1.42 \$3.384,978 1.50 \$1.06 \$22.49 \$17.88 ViewPoint Financial Group, Inc. VPFG TX \$21.14 \$844 21.35 21.36 22.89 19.90 1.58 1.68 1.89 14.10 57.27 7.24 1.09 0.99 0.14 0.70 \$33.94,484 17.28 17.28 18.08 16.84 15.54 1.58 2.10 1.71 9.80 57.40 9.22 1.07 1.20 0.27 1.32 \$10,978,288 1.33 \$33.8 \$17.62 \$12.13 Associated Banc-Corp ASBC WI \$17.01 \$2,823 15.90 15.67 16.08 16.16 1.01 1.52 1.88 8.25 67.86 6.41 0.83 2.29 0.43 1.74 \$23.616,944 42.93 \$33.95 \$22.38 First Business Financial Services, Inc. FBIZ WI \$32.65 \$12.8 9.38 9.48 9.98 9.66 1.24 1.24 1.72 8.09 59.01 12.81 0.95 1.36 0.16 1.60 \$1.276,069 38.2		******																					
49.67 \$60.72 \$38.56 Prosperity Bancshares, Inc. PB TX \$59.44 \$3.587 17.38 16.62 16.84 15.54 1.53 3.70 1.45 6.50 40.06 9.22 1.33 NA 0.09 0.91 \$16,270,718 27.03 \$26.09 \$19.11 Southside Bancshares, Inc. SBSi TX \$25.02 \$447 12.74 18.87 16.83 16.29 1.90 2.10 3.20 6.34 64.16 13.29 1.07 0.95 0.79 1.42 \$3.384,978 1.52 \$52.17 \$36.75 Texas Capital Bancshares, Inc. TCBI TX \$44.65 \$1,825 15.50 NA 15.32 13.38 2.06 2.11 NA 7.88 50.56 14.08 1.24 0.62 0.09 0.77 \$10,978,288 17.06 \$22.49 \$17.88 ViewPoint Financial Group, Inc. VPFG TX \$21.14 \$844 21.35 21.36 22.89 19.90 1.58 1.68 1.89 14.10 57.27 7.24 1.09 0.99 0.14 0.70 \$3.594,484 1.594 17.28 18.08 16.84 15.54 1.58 2.10 1.71 9.80 \$7.40 9.22 1.07 1.20 0.27 1.32 \$10,978,288 1.594				·																			
27.03 \$26.09 \$19.11 Southside Bancshares, Inc. SBS  TX \$25.02 \$447 12.74 18.87 16.83 16.29 1.90 2.10 3.20 6.34 64.16 13.29 1.07 0.95 0.79 1.42 \$3,384,978 1.52 \$52.17 \$36.75 Texas Capital Bancshares, Inc. TCB  TX \$44.65 \$1,825 15.50 NA 15.32 13.38 2.06 2.11 NA 7.88 50.56 14.08 1.24 0.62 0.09 0.77 \$10,978,288 17.06 \$22.49 \$17.88 ViewPoint Financial Group, Inc. VPFG TX \$21.14 \$844 21.35 21.36 22.89 19.90 1.58 1.68 1.89 14.10 57.27 7.24 1.09 0.99 0.14 0.70 \$3,594,484 1.554 1.554 1.554 1.554 1.554 1.554 1.554 1.555 1.055	` '																						
1.52 \$52.17 \$36.75 Texas Capital Bancshares, Inc.  TCBI TX \$44.65 \$1.825 15.50 NA 15.32 13.38 2.06 2.11 NA 7.88 50.56 14.08 1.24 0.62 0.09 0.77 \$10,978,288 17.06 \$22.49 \$17.88 ViewPoint Financial Group, Inc.  VPFG TX \$21.14 \$844 21.35 21.36 22.89 19.90 1.58 1.68 1.89 14.10 57.27 7.24 1.09 0.99 0.14 0.70 \$3,594,848 17.28 18.08 16.84 15.54 1.58 2.10 1.71 9.80 57.40 9.22 1.07 1.20 0.27 1.32 \$10,978,288 17.62 \$12.13 Associated Banc-Corp ASBC WI \$17.01 \$2,823 15.90 15.67 16.08 16.16 1.01 1.52 1.88 8.25 67.86 6.41 0.83 2.29 0.43 1.74 \$23,616,944 12.93 \$33.95 \$22.38 First Business Financial Services, Inc.  FBIZ WI \$32.65 \$128 9.38 9.48 9.98 9.66 1.24 1.24 1.72 8.09 59.01 12.81 0.95 1.36 0.16 1.60 \$1.276,069 12.84 12.58 13.03 12.91 1.13 1.38 1.80 8.17 63.43 9.61 0.89 1.82 0.30 1.67 \$12,446,507 12.84 12.58 13.07 12.81 1.57 12.81 1.57 12.81 1.57 1.28 1.28 1.28 1.28 1.24 1.24 1.24 1.24 1.24 1.24 1.24 1.24																							
33.11 Median - Toxas 17.28 18.08 16.84 15.54 1.58 2.10 1.71 9.80 57.40 9.22 1.07 1.20 0.27 1.32 \$10,978,288    33.38 \$17.62 \$12.13 Associated Banc-Corp ASBC WI \$17.01 \$2,823 15.90 15.67 16.08 16.16 1.01 1.52 1.88 8.25 67.86 6.41 0.83 2.29 0.43 1.74 \$23,616,944    42.93 \$33.95 \$22.38 First Business Financial Services, Inc. FBIZ WI \$32.65 \$128 9.38 9.48 9.98 9.66 1.24 1.24 1.72 8.09 59.01 12.81 0.95 1.36 0.16 1.60 \$1,276,069    38.2 Median - Wisconsin 12.64 12.58 13.03 12.91 1.13 1.38 1.80 8.17 63.43 9.61 0.89 1.82 0.30 1.67 \$12,446,507     37.87 Average 13.87 14.51 14.59 14.37 1.28 1.53 1.99 8.49 64.98 10.49 1.01 2.93 0.43 1.64 \$16,733,921    38.9 \$1.90		\$52.17	\$36.75			TX		\$1,825					2.06				50.56		1.24		0.09		
33.38 \$17.62 \$12.13 Associated Banc-Corp ASBC WI \$17.01 \$2,823 15.90 15.67 16.08 16.16 1.01 1.52 1.88 8.25 67.86 6.41 0.83 2.29 0.43 1.74 \$23,616,944 42.93 \$33.95 \$22.38 First Business Financial Services, Inc. FBIZ WI \$32.65 \$128 9.38 9.48 9.98 9.66 1.24 1.24 1.72 8.09 59.01 12.81 0.95 1.36 0.16 1.60 \$1.276,069 1.88 1.89 1.89 1.89 1.89 1.89 1.89 1.8	17.06	\$22.49	\$17.88	ViewPoint Financial Group, Inc.	VPFG	TX	\$21.14	\$844	21.35	21.36	22.89	19.90	1.58	1.68	1.89	14.10	57.27	7.24	1.09	0.99	0.14	0.70	\$3,594,484
42.93 \$33.95 \$22.38 First Business Financial Services, Inc. FBIZ WI \$32.65 \$128 9.38 9.48 9.98 9.66 1.24 1.24 1.72 8.09 59.01 12.81 0.95 1.36 0.16 1.60 \$1,276,069 38.2 Median - Wisconsin 12.64 12.58 13.03 12.91 1.13 1.38 1.80 8.17 63.43 9.61 0.89 1.82 0.30 1.67 \$12,446,507    37.87 Average 13.87 14.51 14.59 14.37 1.28 1.53 1.99 8.49 64.98 10.49 1.01 2.93 0.43 1.64 \$16,733,921	33.11			Median - Texas					17.28	18.08	16.84	15.54	1.58	2.10	1.71	9.80	57.40	9.22	1.07	1.20	0.27	1.32	\$10,978,288
42.93 \$33.95 \$22.38 First Business Financial Services, Inc. FBIZ WI \$32.65 \$128 9.38 9.48 9.98 9.66 1.24 1.24 1.72 8.09 59.01 12.81 0.95 1.36 0.16 1.60 \$1,276,069 38.2 Median - Wisconsin 12.64 12.58 13.03 12.91 1.13 1.38 1.80 8.17 63.43 9.61 0.89 1.82 0.30 1.67 \$12,446,507    37.87 Average 13.87 14.51 14.59 14.37 1.28 1.53 1.99 8.49 64.98 10.49 1.01 2.93 0.43 1.64 \$16,733,921																							
38.2 Median - Wisconsin 12.64 12.58 13.03 12.91 1.13 1.38 1.80 8.17 63.43 9.61 0.89 1.82 0.30 1.67 \$12,446,507	33.38	\$17.62	\$12.13	Associated Banc-Corp	ASBC	WI	\$17.01	\$2,823	15.90	15.67	16.08	16.16	1.01	1.52	1.88	8.25	67.86	6.41	0.83	2.29	0.43	1.74	\$23,616,944
37.87 Average 13.87 14.51 14.59 14.37 1.28 1.53 1.99 8.49 64.98 10.49 1.01 2.93 0.43 1.64 \$16,733,921	42.93	\$33.95	\$22.38	First Business Financial Services, Inc.	FBIZ	WI	\$32.65	\$128	9.38	9.48	9.98	9.66	1.24	1.24	1.72	8.09	59.01	12.81	0.95	1.36	0.16	1.60	\$1,276,069
·	38.2			Median - Wisconsin					12.64	12.58	13.03	12.91	1.13	1.38	1.80	8.17	63.43	9.61	0.89	1.82	0.30	1.67	\$12,446,507
30.37 Median 13.78 13.73 14.56 14.15 1.19 1.45 1.94 8.43 65.14 9.19 0.95 2.36 0.33 1.64 \$2,865,786	37.87			Average				_	13.87	14.51	14.59	14.37	1.28	1.53	1.99	8.49	64.98	10.49	1.01	2.93	0.43	1.64	\$16,733,921
	30.37			Median				_	13.78	13.73	14.56	14.15	1.19	1.45	1.94	8.43	65.14	9.19	0.95	2.36	0.33	1.64	\$2,865,786

© 2013 Mercer Capital // Data provided by SNL Financial



# 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

**Mercer Capital** 

5100 Poplar Avenue, Suite 2600 Memphis, Tennessee 38137 901.685.2120 (P) Andrew K. Gibbs, CFA, CPA/ABV

901.322.9726 gibbsa@mercercapital.com

www.mercercapital.com

Jay D. Wilson, Jr., CFA, ASA, CBA 901.322.9725 wilsonj@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.