

# Bankers' Bank of the West

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Holding Company: Bankers' Bank of the West Bancorp, Inc.

Affiliates: Bank Strategies, LLC <http://bankstrategiesllc.com>  
Civitas Bank Solutions, LLC <http://acivitas.com>  
First Bankers' Banc Securities <http://fbbsinc.com>

Financial Highlights (%)	12/31/23	12/31/22	12/31/21	12/31/20
ROAA	0.60	0.99	0.75	1.16
ROAE	4.63	8.05	7.06	10.58
Net Interest Margin	3.28	3.23	2.41	2.48
Liquidity Ratio	0.63	0.69	13.09	31.44
Efficiency Ratio	87.50	77.50	80.80	83.80
Interest Income / Avg Assets	5.70	3.85	2.54	2.95
Interest Expense / Avg Assets	2.59	0.80	0.24	0.61
Net Interest Income / Avg Assets	3.11	3.06	2.30	2.34
Provision Expense / Avg Assets	0.00	0.13	0.00	0.11
Non Interest Income / Avg Assets	3.11	3.30	2.67	2.67
Non Interest Expense / Avg Assets	5.44	4.92	4.02	4.20

Balance Sheet Ratios (%)	12/31/23	12/31/22	12/31/21	12/31/20
Equity Capital / Assets	13.77	12.65	13.10	10.78
Tangible Equity / Assets	13.77	12.65	13.10	10.78
Cash & Equivalents / Assets	9.74	18.44	28.13	43.18
Total Securities / Assets	5.48	5.51	7.10	3.22
Pledged Securities / Securities	0.76	0.70	0.34	0.64
Total Loans / Deposits	116.24	114.45	98.12	72.35
Total Loans / Assets	78.70	71.70	61.10	50.90
Goodwill & Other Intangible / Assets	0.00	0.00	0.00	0.00
Deposit / Assets	67.70	62.70	62.20	70.30
Transaction Accounts / Deposits	44.09	54.12	84.84	72.12
Time Deposits (incl. Brokered) / Deposits	55.91	45.88	15.16	27.88
Brokered Deposits / Assets	18.30	13.20	4.14	5.28

Growth Rates (%)	12/31/23	12/31/22	12/31/21	12/31/20
Asset Growth Rate	(8.90)	1.10	(16.30)	23.50
Loan Growth Rate	(0.10)	18.70	0.40	1.00
Deposit Growth Rate	(1.60)	1.80	(26.00)	26.80

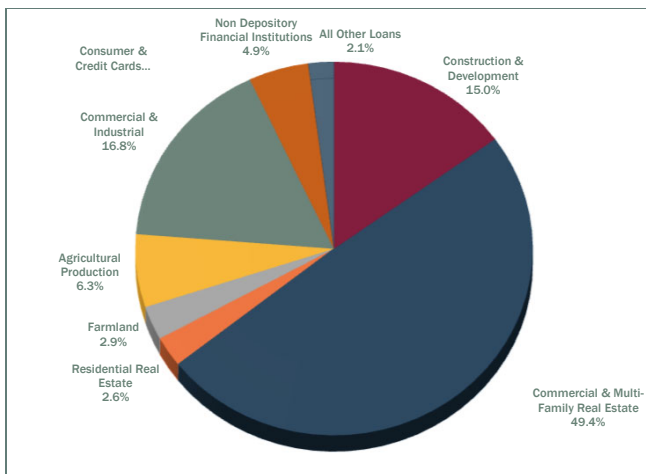
Regulatory Capital (%)	12/31/23	12/31/22	12/31/21	12/31/20
Tier I Leverage Ratio	13.66	12.81	11.33	10.32
Common Equity Tier I Ratio	14.42	13.88	16.28	17.26
Tier I Risk Based Capital Ratio	14.42	13.88	16.28	17.26
Total Risk Based Capital Ratio	15.67	15.13	17.54	18.51

Asset Quality (%)	12/31/23	12/31/22	12/31/21	12/31/20
Texas Ratio	0.00	0.00	0.30	0.60
Non Performing Assets / Assets	0.00	0.00	0.05	0.07
Other Real Estate Owned / Assets	0.00	0.00	0.00	0.00
Non Performing Assets / Loans	0.00	0.00	0.08	0.13
Non Performing Assets / Loans + OREO	0.00	0.00	0.08	0.13
Non Performing Loans / Loans	0.00	0.00	0.08	0.13
30-89 PD Loans / Loans	0.00	0.39	0.00	0.00
90+ PD Loans / Loans	0.00	0.00	0.00	0.00
Non Accrual Loans / Loans	0.00	0.00	0.07	0.13
Non Current Loans / Loans	0.00	0.39	0.08	0.13
Net Charge-Offs / Avg Loans	(0.01)	0.05	0.01	(0.01)
Provision Expense / Net Charge-Offs	0.00	4.34	0.00	(20.83)
ACL / Loans	1.86	1.85	2.02	2.03
ACL / Non Performing Assets	0.00	0.00	2,833.15	1,563.22
ACL / Non Performing Assets & 90+ PD	0.00	0.00	2,670.83	1,563.22

Yield / Cost Detail (%)	12/31/23	12/31/22	12/31/21	12/31/20
Yield on Loans & Leases	6.43	5.32	5.04	5.14
Yield on Earning Assets	6.02	4.08	2.66	3.13
Cost of Interest Bearing Deposits	2.42	0.64	0.37	0.82
Cost of Funds	3.14	0.97	0.30	0.75
Yield / Cost Spread	1.47	2.04	1.86	1.59

Holding Company Shareholder Info	12/31/23	12/31/22	12/31/21	12/31/20
Common Shares Outstanding	205,750	205,750	206,302	209,227
Book Value of Common Stock	\$233.34	\$230.74	\$227.44	\$218.32
Preferred Shares Outstanding	6,625	6,625	7,375	8,375
Redemption Value of Preferred Stock	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00

Correspondent Banking Risk Policy Compliance			
Correspondent Banking Risk			
Primary Assessment Ratios			
Tier I Leverage Ratio	BBW	Limit	Result
Common Equity Tier I Ratio	13.66%	5.00%	Pass
Tier I Risk-based Ratio	14.42%	6.50%	Pass
Total Risk Based Capital Ratio	15.67%	10.00%	Pass
Secondary Assessment Ratios			
Texas Ratio	Dec 23	Dec 22	Dec 21
ACL / Loans	0.00%	0.00%	0.30%
ROAA	1.86%	1.85%	2.02%
	0.60%	0.99%	0.75%



Loan Portfolio Detail (\$000)	12/31/23	12/31/22	12/31/21	12/31/20
Construction & Development	45,264	62,611	40,980	30,752
Commercial & Multi-Family Real Estate	148,790	136,402	143,717	137,259
Residential Real Estate	7,984	4,809	3,568	978
Farmland	8,835	9,764	11,122	12,080
Agricultural Production	18,996	16,952	16,876	20,351
Commercial & Industrial	50,661	43,722	23,955	34,441
Consumer & Credit Cards	0	0	247	162
Non Depository Financial Institutions	14,709	21,497	9,392	11,170
All Other Loans	6,233	5,931	4,269	5,995
Total Loans	301,472	301,688	254,126	253,188

Loans 30-89 Days Past Due	0	1,165	0	0
Loans 90+ Days Past Due	0	0	11	0
Loans on Non Accrual	0	0	181	329
Total Loans Past Due	0	1,165	192	329
Loans Restructured and not Past Due	0	0	0	0

Concentrations (%)	12/31/23	12/31/22	12/31/21	12/31/20
Construction & Development / RBC	75.80	103.80	71.20	54.40
Commercial Real Estate / RBC	263.80	268.60	282.90	277.30
Agricultural Loans / RBC	46.60	44.30	48.60	57.40

Balance Sheet (\$000)	12/31/23	12/31/22	12/31/21	12/31/20
Cash & Balances Due	27,225	34,605	113,784	214,345
Federal Funds Sold	10,101	42,993	3,310	500
Securities	21,007	23,185	29,540	16,029
Total Cash & Securities	58,333	100,783	146,634	230,874
Total Loans & Leases	301,472	301,688	254,126	253,188
Allowance for Loan Losses	5,617	5,576	5,128	5,143
Net Loans & Leases	295,855	296,112	248,998	248,045
Other Real Estate Owned	0	0	0	0
Goodwill & Other Intangibles	0	0	0	0
Other Assets	13,759	10,613	7,548	7,285
Total Assets	383,301	420,737	416,200	497,536

Demand Deposits & Money Market	102,957	131,813	217,604	249,538
Respondent & QuickRate Time Deposits	60,383	56,179	21,675	70,206
Brokered Money Market & Time Deposits	70,162	55,545	17,222	26,275
Federal Funds Purchased	54,918	91,981	90,808	82,844
Other Borrowings	0	0	0	0
Other Liabilities	16,250	11,947	11,881	11,117
Total Liabilities	330,524	367,533	361,677	443,916

Total Equity Capital	52,777	53,204	54,523	53,620
Tier I Capital	54,952	55,353	53,436	52,708
Risk Based Capital	59,728	60,346	57,550	56,542

Assets Under Management (\$000)	12/31/23	12/31/22	12/31/21	12/31/20
Safekeeping (Par Value)	7,221,779	8,457,763	6,951,716	4,458,797
Loan Participations Sold	62,308	42,169	48,443	52,741
Agent Federal Funds (Daily Average)	865,078	1,250,561	1,495,110	1,026,150

Income Statement (\$000)	12/31/23	12/31/22	12/31/21	12/31/20
Interest Income on Loans & Leases	19,777	14,905	12,135	12,881
Interest Income on Due From & Other	1,880	1,102	265	493
Interest Income on Securities	612	484	329	411
Interest Income on Fed Funds Sold	1,091	349	13	23
Total Interest Income	23,432	16,899	12,839	13,852
Interest Expense on Deposits	6,046	1,646	1,170	2,644
Interest Expense on Fed Funds Purchased	4,600	1,847	33	218
Total Interest Expense	10,646	3,493	1,203	2,862
Net Interest Income before Provision	12,786	13,406	11,636	10,990
Provision for Losses	0	582	0	500
Net Interest Income After Provision	12,786	12,824	11,636	10,490

Non Interest Income (\$000)	12/31/23	12/31/22	12/31/21	12/31/20
Service Charges on Deposit Accounts	948	1,599	2,100	1,902
Other Non Interest Income	11,832	12,870	11,402	10,648
Total Non Interest Income	12,780	14,469	13,502	12,550

Non Interest Expense (\$000)	12/31/23	12/31/22	12/31/21	12/31/20
General & Administration	8,977	8,618	8,220	8,312
Other Non Interest Expense	13,398	12,978	12,100	11,420
Total Non Interest Expense	22,375	21,596	20,320	19,732

Gain / (Loss) on Sale of Assets (\$000)	12/31/23	12/31/22	12/31/21	12/31/20
Gain / (Loss) on Sale of Securities	0	0	0	2,807
Gain / (Loss) on Sale of OREO	0	0	142	1,063
Gain / (Loss) on Sale of Other Assets	0	1	0	0

Net Income (\$000)	12/31/23	12/31/22	12/31/21	12/31/20
Net Income Before Tax & Ext. Items	3,191	5,698	4,960	7,178
Income Tax	736	1,369	1,157	1,742
Extraordinary Items (adj. for taxes)	0	0	0	0
Net Income	2,455	4,329	3,803	5,445

Other Managed Volume (\$ Billions)	12/31/23	12/31/22	12/31/21	12/31/20
Domestic & International Wires	766.1	1,195.1	1,451.7	939.5
Direct Partner Merchants	354.3	341.7	343.9	316.2
Partner Credit Card Program	4.9	23.2	29.0	24.6
ATM / Debit Transactions (# Millions)	7,437	9,201	10,503	9,753