

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 (%)	12/31/22	12/31/21	12/31/20	12/31/19
ROAA	0.99	0.75	1.16	1.12
ROAE	8.05	7.06	10.58	8.40
Net Interest Margin	3.23	2.41	2.48	3.53
Liquidity Ratio	0.69	13.09	31.44	14.89
Efficiency Ratio	77.50	80.80	83.80	78.30
Interest Income / Avg Assets	3.85	2.54	2.95	4.41
Interest Expense / Avg Assets	0.80	0.24	0.61	1.15
Net Interest Income / Avg Assets	3.06	2.30	2.34	3.26
Provision Expense / Avg Assets	0.13	0.00	0.11	0.02
Non Interest Income / Avg Assets	3.30	2.67	2.67	3.23
Non Interest Expense / Avg Assets	4.92	4.02	4.20	5.08

Balance Sheet Ratios (%)	12/31/22	12/31/21	12/31/20	12/31/19
Equity Capital / Assets	12.65	13.10	10.78	12.47
Tangible Equity / Assets	12.65	13.10	10.78	12.47
Cash & Equivalents / Assets	18.44	28.13	43.18	26.80
Total Securities / Assets	5.51	7.10	3.22	7.11
Pledged Securities / Securities	0.70	0.34	0.64	0.35
Total Loans / Deposits	114.45	98.12	72.35	90.84
Total Loans / Assets	71.70	61.10	50.90	62.20
Goodwill & Other Intangible / Assets	0.00	0.00	0.00	0.00
Deposit / Assets	62.70	62.20	70.30	68.50
Transaction Accounts / Deposits	54.12	84.84	72.12	52.45
Time Deposits (incl. Brokered) / Deposits	45.88	15.16	27.88	47.55
Brokered Deposits / Assets	13.20	4.14	5.28	9.95

Growth Rates (%)	12/31/22	12/31/21	12/31/20	12/31/19
Asset Growth Rate	1.10	(16.30)	23.50	10.50
Loan Growth Rate	18.70	0.40	1.00	(1.20)
Deposit Growth Rate	1.80	(26.00)	26.80	11.50

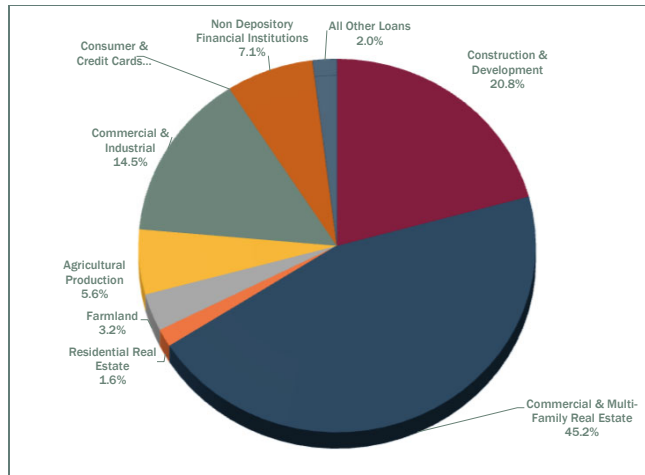
Regulatory Capital (%)	12/31/22	12/31/21	12/31/20	12/31/19
Tier I Leverage Ratio	12.81	11.33	10.32	13.09
Common Equity Tier I Ratio	13.88	16.28	17.26	15.57
Tier I Risk Based Capital Ratio	13.88	16.28	17.26	15.57
Total Risk Based Capital Ratio	15.13	17.54	18.51	16.82

Asset Quality (%)	12/31/22	12/31/21	12/31/20	12/31/19
Texas Ratio	0.00	0.30	0.60	0.70
Non Performing Assets / Assets	0.00	0.05	0.07	0.09
Other Real Estate Owned / Assets	0.00	0.00	0.00	0.00
Non Performing Assets / Loans	0.00	0.08	0.13	0.14
Non Performing Assets / Loans + OREO	0.00	0.08	0.13	0.14
Non Performing Loans / Loans	0.00	0.08	0.13	0.14
30-89 PD Loans / Loans	0.39	0.00	0.00	0.39
90+ PD Loans / Loans	0.00	0.00	0.00	0.00
Non Accrual Loans / Loans	0.00	0.07	0.13	0.14
Non Current Loans / Loans	0.39	0.08	0.13	0.53
Net Charge-Offs / Avg Loans	0.05	0.01	(0.01)	(0.01)
Provision Expense / Net Charge-Offs	4.34	0.00	(20.83)	(5.13)
ALLL / Loans	1.85	2.02	2.03	1.84
ALLL / Non Performing Assets	0.00	2,833.15	1,563.22	1,290.22
ALLL / Non Performing Assets & 90+ PD	0.00	2,670.83	1,563.22	1,290.22

Yield / Cost Detail (%)	12/31/22	12/31/21	12/31/20	12/31/19
Yield on Loans & Leases	5.32	5.04	5.14	5.82
Yield on Earning Assets	4.08	2.66	3.13	4.77
Cost of Interest Bearing Deposits	0.64	0.37	0.82	1.21
Cost of Funds	0.97	0.30	0.75	1.34
Yield / Cost Spread	2.04	1.86	1.59	2.49

Holding Company Shareholder Info	12/31/22	12/31/21	12/31/20	12/31/19
Common Shares Outstanding	205,750	206,302	209,227	209,557
Book Value of Common Stock	\$230.74	\$227.44	\$218.32	\$201.40
Preferred Shares Outstanding	6,625	7,375	8,375	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	BBW	Limit	Result
Tier I Leverage Ratio	12.81%	5.00%	Pass
Common Equity Tier I Ratio	13.88%	6.50%	Pass
Tier I Risk-based Ratio	13.88%	8.00%	Pass
Total Risk Based Capital Ratio	15.13%	10.00%	Pass
Secondary Assessment Ratios			
Texas Ratio	Dec 22	Dec 21	Dec 20
ALLL / Loans	1.85%	2.02%	2.03%
ROAA	0.99%	0.75%	1.16%



Loan Portfolio Detail (\$000)	12/31/22	12/31/21	12/31/20	12/31/19
Construction & Development	62,611	40,980	30,752	32,567
Commercial & Multi-Family Real Estate	136,402	143,717	137,259	119,194
Residential Real Estate	4,809	3,568	978	1,671
Farmland	9,764	11,122	12,080	14,293
Agricultural Production	16,952	16,876	20,351	31,189
Commercial & Industrial	43,722	23,955	34,441	30,973
Consumer & Credit Cards	0	247	162	226
Non Depository Financial Institutions	21,497	9,392	11,170	12,571
All Other Loans	5,931	4,269	5,995	8,031
Total Loans	301,688	254,126	253,188	250,715

Loans Past Due	12/31/22	12/31/21	12/31/20	12/31/19
Loans 30-89 Days Past Due	1,165	0	0	969
Loans 90+ Days Past Due	0	11	0	0
Loans on Non Accrual	0	181	329	358
Total Loans Past Due	1,165	192	329	1,327
Loans Restructured and not Past Due	0	0	0	0

Concentrations (%)	12/31/22	12/31/21	12/31/20	12/31/19
Construction & Development / RBC	103.80	71.20	54.40	61.10
Commercial Real Estate / RBC	268.60	282.90	277.30	266.40
Agricultural Loans / RBC	44.30	48.60	57.40	85.30

Balance Sheet (\$000)	12/31/22	12/31/21	12/31/20	12/31/19
Cash & Balances Due	34,605	113,784	214,345	107,158
Federal Funds Sold	42,993	3,310	500	840
Securities	23,185	29,540	16,029	28,640
Total Cash & Securities	100,783	146,634	230,874	136,638
Total Loans & Leases	301,688	254,126	253,188	250,715
Allowance for Loan Losses	5,576	5,128	5,143	4,619
Net Loans & Leases	296,112	248,998	248,045	246,096
Other Real Estate Owned	0	0	0	0
Goodwill & Other Intangibles	0	0	0	0
Other Assets	10,613	7,548	7,285	6,220
Total Assets	420,737	416,200	497,536	402,964

Liabilities	12/31/22	12/31/21	12/31/20	12/31/19
Demand Deposits	131,813	217,604	249,538	142,572
Time Deposits - Non-Brokered	56,179	21,675	70,206	89,141
Time Deposits - Brokered	55,545	17,222	26,275	40,103
Federal Funds Purchased	91,981	90,808	82,844	63,568
Other Borrowings	0	0	0	0
Other Liabilities	11,947	11,881	11,117	13,167
Total Liabilities	367,533	361,677	443,916	352,732

Equity	12/31/22	12/31/21	12/31/20	12/31/19
Total Equity Capital	53,204	54,523	53,620	50,232
Tier I Capital	55,353	53,436	52,708	49,354
Risk Based Capital	60,346	57,550	56,542	53,325

Assets Under Management (\$000)	12/31/22	12/31/21	12/31/20	12/31/19
Safekeeping (Par Value)	8,457,763	6,951,716	4,458,797	3,742,803
Loan Participations Sold	42,169	48,443	52,741	54,803
Agent Federal Funds (Daily Average)	1,250,561	1,495,110	1,026,150	607,529

Income Statement (\$000)	12/31/22	12/31/21	12/31/20	12/31/19
Interest Income on Loans & Leases	14,905	12,135	12,881	13,946
Interest Income on Due From & Other	1,102	265	493	1,538
Interest Income on Securities	484	329	411	736
Interest Income on Fed Funds Sold	349	13	23	224
Total Interest Income	16,899	12,839	13,852	16,492
Interest Expense on Deposits	1,646	1,170	2,644	3,275
Interest Expense on Fed Funds Purchased	1,847	33	218	1,016
Total Interest Expense	3,493	1,203	2,862	4,291
Net Interest Income before Provision	13,406	11,636	10,990	12,201
Provision for Losses	582	0	500	77
Net Interest Income After Provision	12,824	11,636	10,490	12,124

Non Interest Income (\$000)	12/31/22	12/31/21	12/31/20	12/31/19
Service Charges on Deposit Accounts	1,599	2,100	1,902	1,090
Other Non Interest Income	12,870	11,402	10,648	10,969
Total Non Interest Income	14,469	13,502	12,550	12,059

Non Interest Expense (\$000)	12/31/22	12/31/21	12/31/20	12/31/19
General & Administration	8,618	8,220	8,312	7,172
Other Non Interest Expense	12,978	12,100	11,420	11,816
Total Non Interest Expense	21,596	20,320	19,732	18,988

Gain / (Loss) on Sale of Assets (\$000)	12/31/22	12/31/21	12/31/20	12/31/19
Gain / (Loss) on Sale of Securities	0	0	2,807	0
Gain / (Loss) on Sale of OREO	0	142	1,063	250
Gain / (Loss) on Sale of Other Assets	1	0	0	(1)

Net Income (\$000)	12/31/22	12/31/21	12/31/20	12/31/19
Net Income Before Tax & Ext. Items	5,698	4,960	7,178	5,444
Income Tax	1,369	1,157	1,742	1,293
Extraordinary Items (adj. for taxes)	0	0	0	0
Net Income	4,329	3,803	5,445	4,184

Other Managed Volume (\$ Billions)	12/31/22	12/31/21	12/31/20	12/31/19
Domestic & International Wires	1,195.1	1,451.7	939.5	537.4
Direct Partner Merchants	341.7	343.9	316.2	312.0
Partner Credit Card Program	23.2	29.0	24.6	25.9
ATM / Debit Transactions (# Millions)	9,201	10,503	9,753	10,003