

## 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 (%)	03/31/23	12/31/22	12/31/21	12/31/20
ROAA	0.78	0.99	0.75	1.16
ROAE	6.13	8.05	7.06	10.58
Net Interest Margin	3.51	3.23	2.41	2.48
Liquidity Ratio	(9.12)	0.69	13.09	31.44
Efficiency Ratio	83.00	77.50	80.80	83.80
Interest Income / Avg Assets	1.35	3.85	2.54	2.95
Interest Expense / Avg Assets	0.53	0.80	0.24	0.61
Net Interest Income / Avg Assets	0.83	3.06	2.30	2.34
Provision Expense / Avg Assets	0.00	0.13	0.00	0.11
Non Interest Income / Avg Assets	2.68	3.30	2.67	2.67
Non Interest Expense / Avg Assets	4.97	4.92	4.02	4.20

Balance Sheet Ratios (%)	03/31/23	12/31/22	12/31/21	12/31/20
Equity Capital / Assets	12.33	12.65	13.10	10.78
Tangible Equity / Assets	12.33	12.65	13.10	10.78
Cash & Equivalents / Assets	19.08	18.44	28.13	43.18
Total Securities / Assets	5.28	5.51	7.10	3.22
Pledged Securities / Securities	0.71	0.70	0.34	0.64
Total Loans / Deposits	131.76	114.45	98.12	72.35
Total Loans / Assets	71.20	71.70	61.10	50.90
Goodwill & Other Intangible / Assets	0.00	0.00	0.00	0.00
Deposit / Assets	54.00	62.70	62.20	70.30
Transaction Accounts / Deposits	45.86	54.12	84.84	72.12
Time Deposits (incl. Brokered) / Deposits	54.14	45.88	15.16	27.88
Brokered Deposits / Assets	13.86	13.20	4.14	5.28

Growth Rates (%)	03/31/23	12/31/22	12/31/21	12/31/20
Asset Growth Rate	(6.30)	1.10	(16.30)	23.50
Loan Growth Rate	12.30	18.70	0.40	1.00
Deposit Growth Rate	(23.50)	1.80	(26.00)	26.80

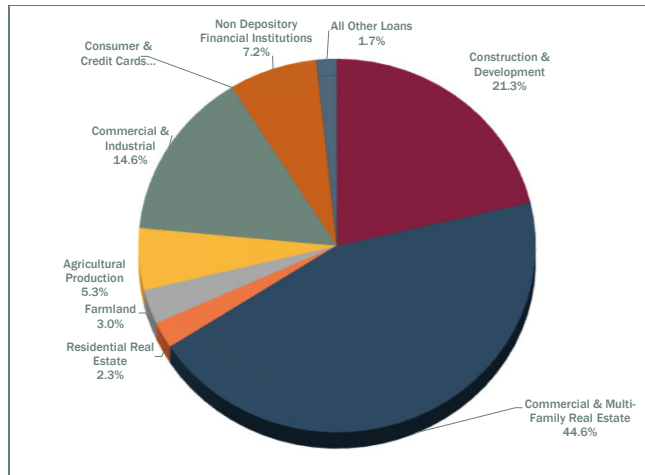
Regulatory Capital (%)	03/31/23	12/31/22	12/31/21	12/31/20
Tier I Leverage Ratio	13.19	12.81	11.33	10.32
Common Equity Tier I Ratio	14.09	13.88	16.28	17.26
Tier I Risk Based Capital Ratio	14.09	13.88	16.28	17.26
Total Risk Based Capital Ratio	15.34	15.13	17.54	18.51

Asset Quality (%)	03/31/23	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 / Assets	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	(0.02)	0.05	0.01	(0.13)
Provision Expense / Net Charge-Offs	0.00	4.34	0.00	(20.83)
ALLL / Loans	1.90	1.85	2.02	2.03
ALLL / Non Performing Assets	0.00	0.00	2,833.15	1,563.22
ALLL / Non Performing Assets & 90+ PD	0.00	0.00	2,670.83	1,563.22

Yield / Cost Detail (%)	03/31/23	12/31/22	12/31/21	12/31/20
Yield on Loans & Leases	6.23	5.32	5.04	5.14
Yield on Earning Assets	5.73	4.08	2.66	3.13
Cost of Interest Bearing Deposits	1.66	0.64	0.37	0.82
Cost of Funds	2.52	0.97	0.30	0.75
Yield / Cost Spread	1.95	2.04	1.86	1.59

Holding Company Shareholder Info	03/31/23	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	\$227.46	\$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			
<b>Correspondent Banking Risk</b>			
Primary Assessment Ratios	BBW	Limit	Result
Tier I Leverage Ratio	13.19%	5.00%	Pass
Common Equity Tier I Ratio	14.09%	6.50%	Pass
Tier I Risk-based Ratio	14.09%	8.00%	Pass
Total Risk Based Capital Ratio	15.34%	10.00%	Pass
<b>Secondary Assessment Ratios</b>			
Texas Ratio	0.00%	0.00%	0.30%
ALLL / Loans	1.90%	1.85%	2.02%
ROAA	0.78%	0.99%	0.75%



Loan Portfolio Detail (\$000)	03/31/23	12/31/22	12/31/21	12/31/20
Construction & Development	64,629	62,611	40,980	30,752
Commercial & Multi-Family Real Estate	135,475	136,402	143,717	137,259
Residential Real Estate	7,071	4,809	3,568	978
Farmland	9,038	9,764	11,122	12,080
Agricultural Production	16,183	16,952	16,876	20,351
Commercial & Industrial	44,480	43,722	23,955	34,441
Consumer & Credit Cards	0	0	247	162
Non Depository Financial Institutions	21,866	21,497	9,392	11,170
All Other Loans	5,017	5,931	4,269	5,995
<b>Total Loans</b>	<b>303,759</b>	<b>301,688</b>	<b>254,126</b>	<b>253,188</b>

	03/31/23	12/31/22	12/31/21	12/31/20
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 (%)	03/31/23	12/31/22	12/31/21	12/31/20
Construction & Development / RBC	108.20	103.80	71.20	54.40
Commercial Real Estate / RBC	281.60	268.60	282.90	277.30
Agricultural Loans / RBC	42.20	44.30	48.60	57.40

Balance Sheet (\$000)	03/31/23	12/31/22	12/31/21	12/31/20
Cash & Balances Due	67,368	34,605	113,784	214,345
Federal Funds Sold	14,030	42,993	3,310	500
Securities	22,532	23,185	29,540	16,029
Total Cash & Securities	103,930	100,783	146,634	230,874
Total Loans & Leases	303,759	301,688	254,126	253,188
Allowance for Loan Losses	5,763	5,576	5,128	5,143
Net Loans & Leases	297,996	296,112	248,998	248,045
Other Real Estate Owned	0	0	0	0
Goodwill & Other Intangibles	0	0	0	0
Other Assets	11,486	10,613	7,548	7,285
<b>Total Assets</b>	<b>426,694</b>	<b>420,737</b>	<b>416,200</b>	<b>497,536</b>

	03/31/23	12/31/22	12/31/21	12/31/20
Demand Deposits	99,780	131,813	217,604	249,538
Time Deposits - Non-Brokered	58,646	56,179	21,675	70,206
Time Deposits - Brokered	59,161	55,545	17,222	26,275
Federal Funds Purchased	132,501	91,981	90,808	82,844
Other Borrowings	0	0	0	0
Other Liabilities	11,019	11,947	11,881	11,117
<b>Total Liabilities</b>	<b>374,065</b>	<b>367,533</b>	<b>361,677</b>	<b>443,916</b>

	03/31/23	12/31/22	12/31/21	12/31/20
Total Equity Capital	52,629	53,204	54,523	53,620
Tier I Capital	54,865	55,353	53,436	52,708
Risk Based Capital	59,744	60,346	57,550	56,542

Assets Under Management (\$000)	03/31/23	12/31/22	12/31/21	12/31/20
Safekeeping (Par Value)	7,904,372	8,457,763	6,951,716	4,458,797
Loan Participations Sold	44,818	42,169	48,443	52,741
Agent Federal Funds (Daily Average)	894,149	1,250,561	1,495,110	1,026,150

Income Statement (\$000)	03/31/23	12/31/22	12/31/21	12/31/20
Interest Income on Loans & Leases	4,680	14,905	12,135	12,881
Interest Income on Due From & Other	472	1,102	265	493
Interest Income on Securities	153	484	329	411
Interest Income on Fed Funds Sold	301	349	13	23
Total Interest Income	5,626	16,899	12,839	13,852
Interest Expense on Deposits	1,023	1,646	1,170	2,644
Interest Expense on Fed Funds Purchased	1,162	1,847	33	218
Total Interest Expense	2,185	3,493	1,203	2,862
Net Interest Income before Provision	3,441	13,406	11,636	10,990
Provision for Losses	0	582	0	500
Net Interest Income After Provision	3,441	12,824	11,636	10,490

Non Interest Income (\$000)	03/31/23	12/31/22	12/31/21	12/31/20
Service Charges on Deposit Accounts	211	1,599	2,100	1,902
Other Non Interest Income	2,578	12,870	11,402	10,648
<b>Total Non Interest Income</b>	<b>2,789</b>	<b>14,469</b>	<b>13,502</b>	<b>12,550</b>

Non Interest Expense (\$000)	03/31/23	12/31/22	12/31/21	12/31/20
General & Administration	2,177	8,618	8,220	8,312
Other Non Interest Expense	2,991	12,978	12,100	11,420
<b>Total Non Interest Expense</b>	<b>5,168</b>	<b>21,596</b>	<b>20,320</b>	<b>19,732</b>

Gain / (Loss) on Sale of Assets (\$000)	03/31/23	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)	03/31/23	12/31/22	12/31/21	12/31/20
Net Income Before Tax & Ext. Items	1,062	5,698	4,960	7,178
Income Tax	251	1,369	1,157	1,742
Extraordinary Items (adj. for taxes)	0	0	0	0
<b>Net Income</b>	<b>811</b>	<b>4,329</b>	<b>3,803</b>	<b>5,445</b>

Other Managed Volume (\$ Billions)	03/31/23	12/31/22	12/31/21	12/31/20
Domestic & International Wires	195.7	1,195.1	1,451.7	939.5
Direct Partner Merchants	78.2	341.7	343.9	316.2
Partner Credit Card Program	1.3	23.2	29.0	24.6
ATM / Debit Transactions (# Millions)	1,833	9,201	10,503	9,753