

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 (%)	03/31/24	12/31/23	12/31/22	12/31/21
ROAA	1.22	0.60	0.99	0.75
ROAE	9.09	4.63	8.05	7.06
Net Interest Margin	3.68	3.28	3.23	2.41
Liquidity Ratio	14.02	0.63	0.69	13.09
Efficiency Ratio	76.80	87.50	77.50	80.80
Interest Income / Avg Assets	1.48	5.70	3.85	2.54
Interest Expense / Avg Assets	0.61	2.59	0.80	0.24
Net Interest Income / Avg Assets	0.87	3.11	3.06	2.30
Provision Expense / Avg Assets	0.00	0.00	0.13	0.00
Non Interest Income / Avg Assets	3.38	3.11	3.30	2.67
Non Interest Expense / Avg Assets	5.26	5.44	4.92	4.02

Balance Sheet Ratios (%)	03/31/24	12/31/23	12/31/22	12/31/21
Equity Capital / Assets	12.07	13.77	12.65	13.10
Tangible Equity / Assets	12.07	13.77	12.65	13.10
Cash & Equivalents / Assets	19.54	9.74	18.44	28.13
Total Securities / Assets	4.61	5.48	5.51	7.10
Pledged Securities / Securities	0.78	0.76	0.70	0.34
Total Loans / Deposits	95.71	116.24	114.45	98.12
Total Loans / Assets	70.30	78.70	71.70	61.10
Goodwill & Other Intangible / Assets	0.00	0.00	0.00	0.00
Deposit / Assets	73.50	67.70	62.70	62.20
Transaction Accounts / Deposits	58.92	44.09	54.12	84.84
Time Deposits (incl. Brokered) / Deposits	41.08	55.91	45.88	15.16
Brokered Deposits / Assets	15.43	18.30	13.20	4.14

Growth Rates (%)	03/31/24	12/31/23	12/31/22	12/31/21
Asset Growth Rate	5.10	(8.90)	1.10	(16.30)
Loan Growth Rate	3.80	(0.10)	18.70	0.40
Deposit Growth Rate	42.90	(1.60)	1.80	(26.00)

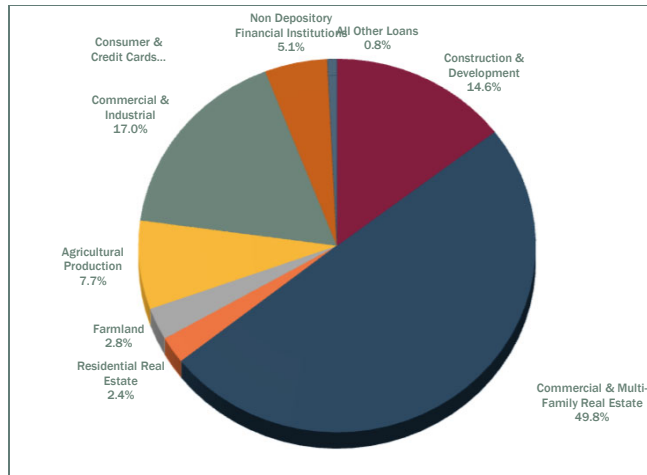
Regulatory Capital (%)	03/31/24	12/31/23	12/31/22	12/31/21
Tier I Leverage Ratio	14.05	13.66	12.81	11.33
Common Equity Tier I Ratio	14.10	14.42	13.88	16.28
Tier I Risk Based Capital Ratio	14.10	14.42	13.88	16.28
Total Risk Based Capital Ratio	15.35	15.67	15.13	17.54

Asset Quality (%)	03/31/24	12/31/23	12/31/22	12/31/21
Texas Ratio	0.00	0.00	0.00	0.30
Non Performing Assets / Assets	0.00	0.00	0.00	0.05
Other Real Estate Owned / Assets	0.00	0.00	0.00	0.00
Non Performing Assets / Loans	0.00	0.00	0.00	0.08
Non Performing Assets / Loans + OREO	0.00	0.00	0.00	0.08
Non Performing Loans / Loans	0.00	0.00	0.00	0.08
30-89 PD Loans / Loans	0.00	0.00	0.39	0.00
90+ PD Loans / Loans	0.00	0.00	0.00	0.00
Non Accrual Loans / Loans	0.00	0.00	0.00	0.07
Non Current Loans / Loans	0.00	0.00	0.39	0.08
Net Charge-Offs / Avg Loans	0.00	(0.01)	0.05	0.01
Provision Expense / Net Charge-Offs	0.00	0.00	4.34	0.00
ACL / Loans	1.78	1.86	1.85	2.02
ACL / Non Performing Assets	0.00	0.00	0.00	2,833.15
ACL / Non Performing Assets & 90+ PD	0.00	0.00	0.00	2,670.83

Yield / Cost Detail (%)	03/31/24	12/31/23	12/31/22	12/31/21
Yield on Loans & Leases	6.69	6.43	5.32	5.04
Yield on Earning Assets	6.30	6.02	4.08	2.66
Cost of Interest Bearing Deposits	2.35	2.42	0.64	0.37
Cost of Funds	2.82	3.14	0.97	0.30
Yield / Cost Spread	1.55	1.47	2.04	1.86

Holding Company Shareholder Info	03/31/24	12/31/23	12/31/22	12/31/21
Common Shares Outstanding	205,113	205,750	205,750	206,302
Book Value of Common Stock	\$236.58	\$233.34	\$230.74	\$227.44
Preferred Shares Outstanding	6,625	6,625	6,625	7,375
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	14.05%	5.00%	Pass
Common Equity Tier I Ratio	14.10%	6.50%	Pass
Tier I Risk-based Ratio	14.10%	8.00%	Pass
Total Risk Based Capital Ratio	15.35%	10.00%	Pass
Secondary Assessment Ratios			
Texas Ratio	0.00%	0.00%	0.00%
ACL / Loans	1.78%	1.86%	1.85%
ROAA	1.22%	0.60%	0.99%



Loan Portfolio Detail (\$000)	03/31/24	12/31/23	12/31/22	12/31/21
Construction & Development	45,931	45,264	62,611	40,980
Commercial & Multi-Family Real Estate	157,047	148,790	136,402	143,717
Residential Real Estate	7,430	7,984	4,809	3,568
Farmland	8,787	8,835	9,764	11,122
Agricultural Production	24,130	18,996	16,952	16,876
Commercial & Industrial	53,543	50,661	43,722	23,955
Consumer & Credit Cards	0	0	0	247
Non Depository Financial Institutions	16,067	14,709	21,497	9,392
All Other Loans	2,431	6,233	5,931	4,269
Total Loans	315,366	301,472	301,688	254,126

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

Concentrations (%)	03/31/24	12/31/23	12/31/22	12/31/21
Construction & Development / RBC	75.10	75.80	103.80	71.20
Commercial Real Estate / RBC	274.20	263.80	268.60	282.90
Agricultural Loans / RBC	53.90	46.60	44.30	48.60

Balance Sheet (\$000)	03/31/24	12/31/23	12/31/22	12/31/21
Cash & Balances Due	67,226	27,225	34,605	113,784
Federal Funds Sold	20,376	10,101	42,993	3,310
Securities	20,687	21,007	23,185	29,540
Total Cash & Securities	108,289	58,333	100,783	146,634
Total Loans & Leases	315,366	301,472	301,688	254,126
Allowance for Loan Losses	5,618	5,617	5,576	5,128
Net Loans & Leases	309,748	295,855	296,112	248,998
Other Real Estate Owned	0	0	0	0
Goodwill & Other Intangibles	0	0	0	0
Other Assets	14,952	13,759	10,613	7,548
Total Assets	448,425	383,301	420,737	416,200

Demand Deposits & Money Market	179,404	102,957	131,813	217,604
Respondent & QuickRate Time Deposits	55,888	60,383	56,179	21,675
Brokered Money Market & Time Deposits	69,207	70,162	55,545	17,222
Federal Funds Purchased	51,603	54,918	91,981	90,808
Other Borrowings	0	0	0	0
Other Liabilities	13,229	16,250	11,947	11,881
Total Liabilities	394,317	330,524	367,533	361,677

Total Equity Capital	54,108	52,777	53,204	54,523
Tier I Capital	56,167	54,952	55,353	53,436
Risk Based Capital	61,156	59,728	60,346	57,550

Assets Under Management (\$000)	03/31/24	12/31/23	12/31/22	12/31/21
Safekeeping (Par Value)	7,271,976	7,221,779	8,457,763	6,951,716
Loan Participations Sold	64,260	62,308	42,169	48,443
Agent Federal Funds (Daily Average)	928,579	865,078	1,250,561	1,495,110

Income Statement (\$000)	03/31/24	12/31/23	12/31/22	12/31/21
Interest Income on Loans & Leases	5,167	19,777	14,905	12,135
Interest Income on Due From & Other	426	1,880	1,102	265
Interest Income on Securities	148	612	484	329
Interest Income on Fed Funds Sold	137	1,091	349	13
Total Interest Income	5,914	23,432	16,899	12,839
Interest Expense on Deposits	1,728	6,046	1,646	1,170
Interest Expense on Fed Funds Purchased	727	4,600	1,847	33
Total Interest Expense	2,455	10,646	3,493	1,203
Net Interest Income before Provision	3,459	12,786	13,406	11,636
Provision for Losses	0	0	582	0
Net Interest Income After Provision	3,459	12,786	12,824	11,636

Non Interest Income (\$000)	03/31/24	12/31/23	12/31/22	12/31/21
Service Charges on Deposit Accounts	259	948	1,599	2,100
Other Non Interest Income	3,118	11,832	12,870	11,402
Total Non Interest Income	3,377	12,780	14,469	13,502

Non Interest Expense (\$000)	03/31/24	12/31/23	12/31/22	12/31/21
General & Administration	2,320	8,977	8,618	8,220
Other Non Interest Expense	2,931	13,398	12,978	12,100
Total Non Interest Expense	5,251	22,375	21,596	20,320

Gain / (Loss) on Sale of Assets (\$000)	03/31/24	12/31/23	12/31/22	12/31/21
Gain / (Loss) on Sale of Securities	0	0	0	0
Gain / (Loss) on Sale of OREO	0	0	0	142
Gain / (Loss) on Sale of Other Assets	0	0	1	0

Net Income (\$000)	03/31/24	12/31/23	12/31/22	12/31/21
Net Income Before Tax & Ext. Items	1,585	3,191	5,698	4,960
Income Tax	370	736	1,369	1,157
Extraordinary Items (adj. for taxes)	0	0	0	0
Net Income	1,215	2,455	4,329	3,803

Other Managed Volume (\$ Billions)	03/31/24	12/31/23	12/31/22	12/31/21
Domestic & International Wires	215.5	766.1	1,195.1	1,451.7
Direct Partner Merchants	75.1	354.3	341.7	343.9
Partner Credit Card Program	0.8	4.9	23.2	29.0
ATM / Debit Transactions (# Millions)	1,748	7,437	9,201	10,503