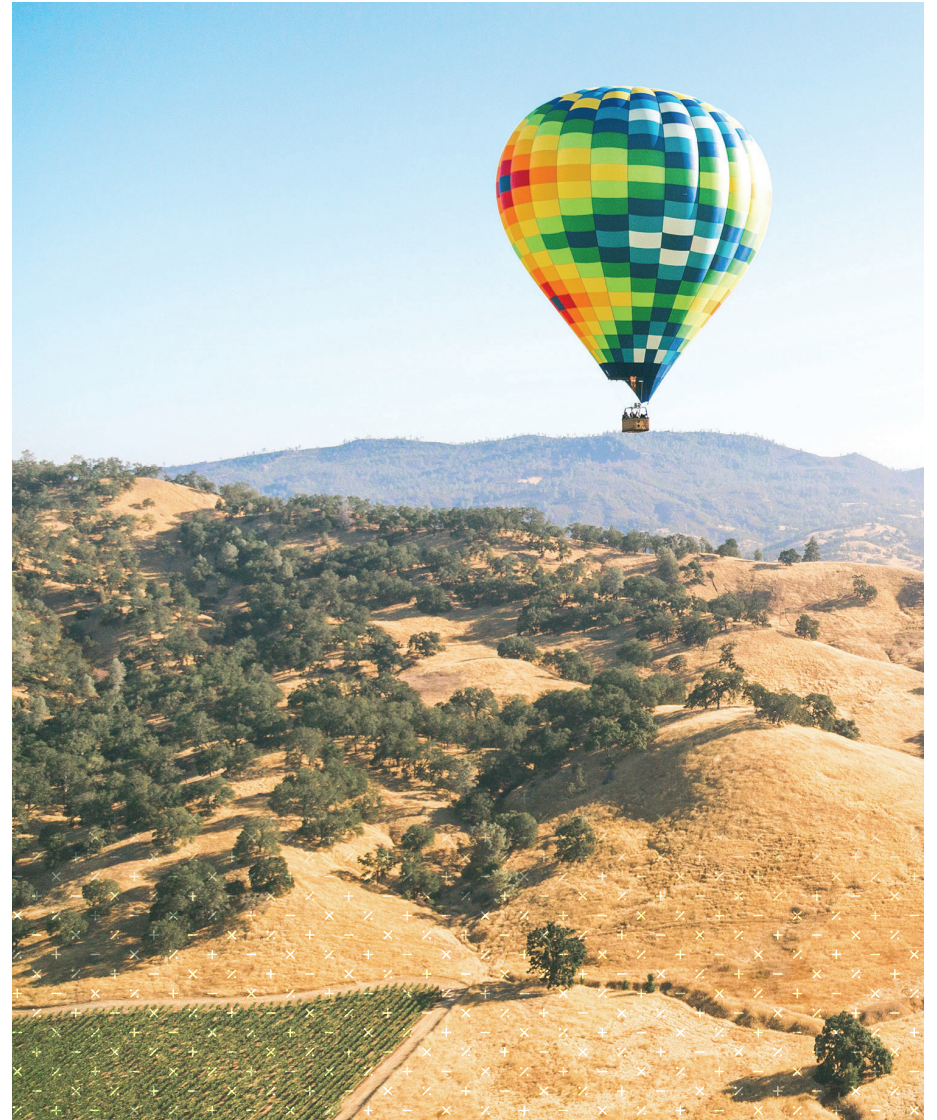


+ × -
%

Bankers' Index

AN ANALYSIS OF NEW MEXICO COMMUNITY BANKS





The Bankers' Index is published by the New Mexico office of Moss Adams. For more information on the data presented in this report, contact **Rebecca Radell, Senior Manager**, at **(209) 955-6136**.

New Mexico

ALBUQUERQUE

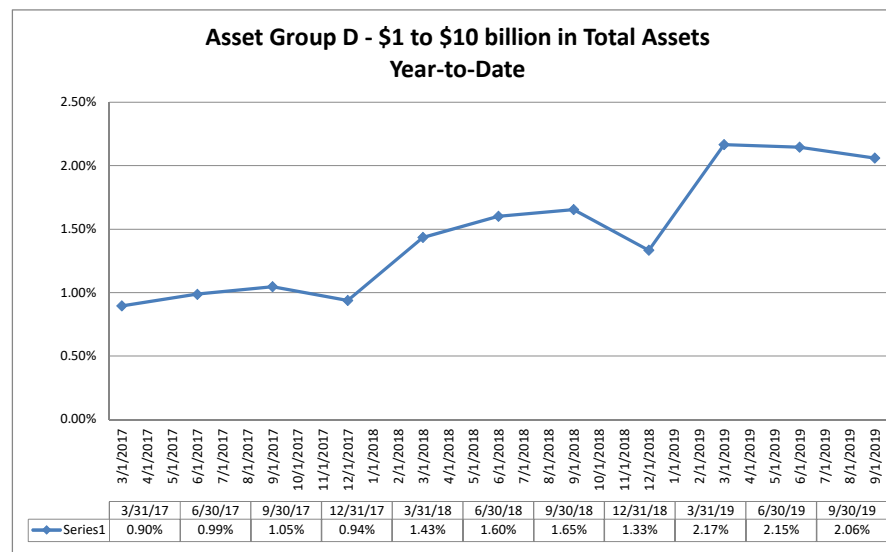
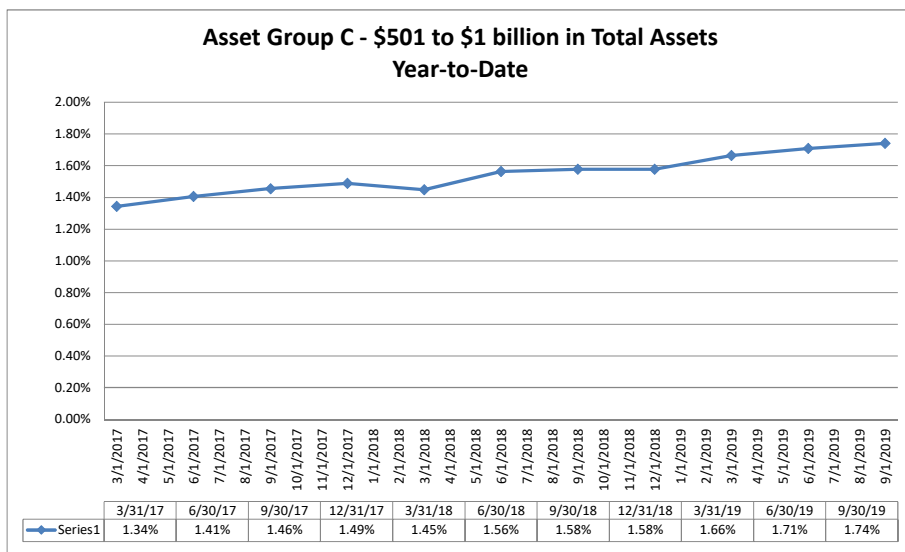
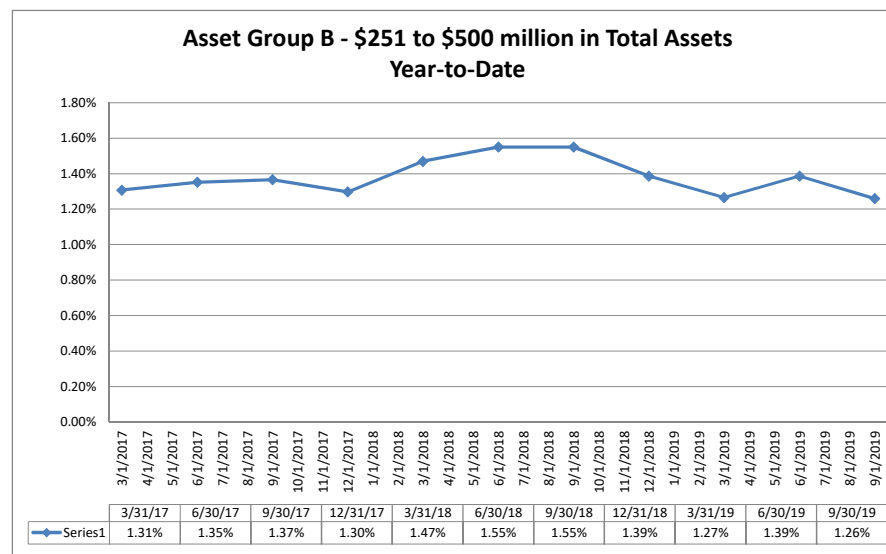
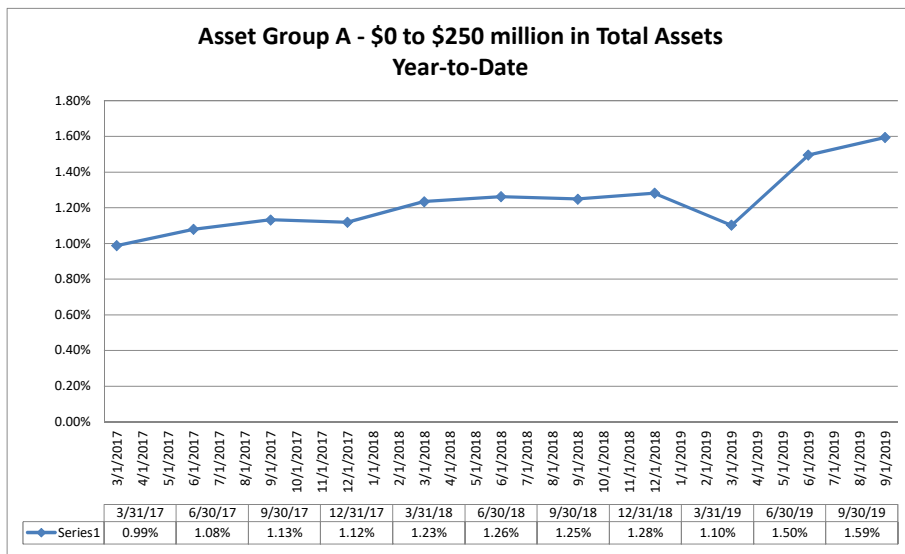
6565 Americas Parkway NE
Suite 600
Albuquerque, NM 87110
(505) 878-7200

ASSET SIZE DEFINITION

Group A	\$0-\$250 million
Group B	\$251 million-\$500 million
Group C	\$501 million-\$1 billion
Group D	Over \$1 billion

Performance Analysis

Summary Trends of Historical Asset Group Averages: Return on Average Assets



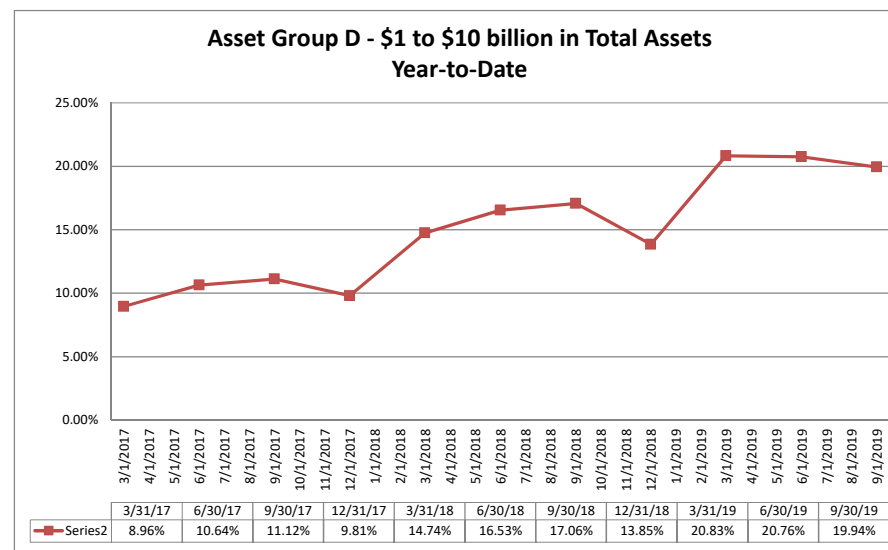
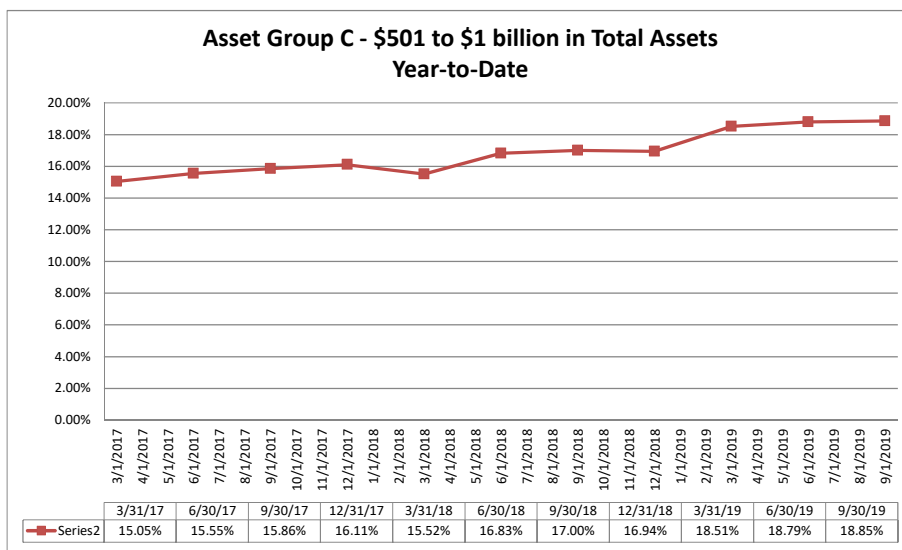
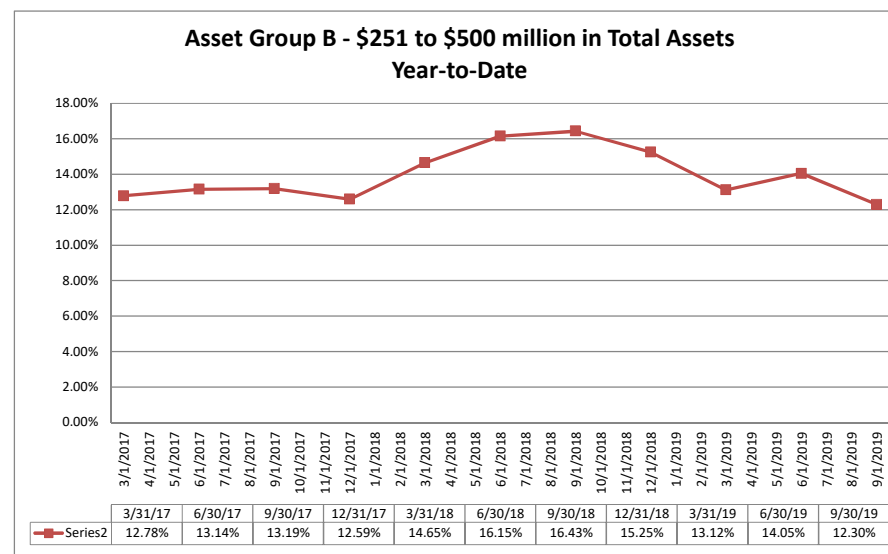
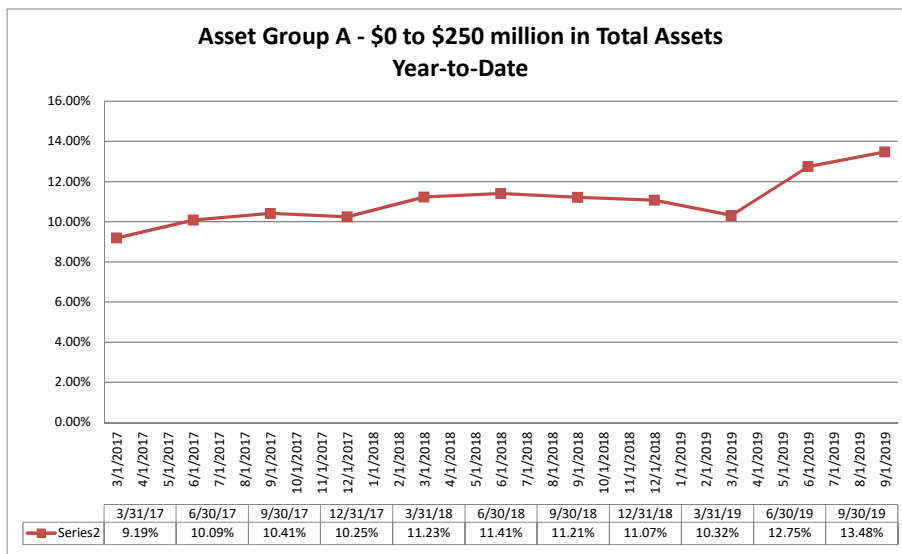
Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Summary Trends of Historical Asset Group Averages: Return on Average Equity



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Performance Analysis

September 30, 2019

Run Date: November 8, 2019

Region	Institution Name	As of Date	Quarter to Date					Year to Date				
		Total Assets (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)
Asset Group A - \$0 to \$250 million in total assets												
	DSRM National Bank	\$3,865	\$13	1.34%	1.58%	88.55%	\$97	\$43	1.48%	1.75%	88.08%	\$92
	Tucumcari Federal Savings and Loan Association	\$34,139	\$23	0.27%	1.78%	87.21%	\$78	\$64	0.25%	1.66%	89.27%	\$79
	Western Bank of Clovis	\$71,043	\$172	1.06%	7.23%	64.56%	\$59	\$643	1.11%	9.19%	61.24%	\$62
	American Heritage Bank	\$95,176	\$521	2.23%	18.33%	53.33%	\$66	\$1,263	1.86%	15.47%	59.70%	\$70
	First New Mexico Bank, Las Cruces	\$113,252	\$447	1.58%	10.46%	62.19%	\$76	\$1,371	1.60%	10.80%	58.82%	\$74
	First New Mexico Bank of Silver City	\$113,371	\$480	1.70%	13.76%	48.57%	\$60	\$1,329	1.57%	12.93%	52.37%	\$59
	Community 1st Bank Las Vegas	\$141,452	\$330	0.94%	9.06%	75.31%	\$59	\$1,074	1.02%	10.39%	74.01%	\$58
	Bank of the Southwest	\$156,239	\$575	1.50%	16.06%	76.72%	\$51	\$1,554	1.37%	14.52%	76.34%	\$52
	First State Bank	\$157,420	\$338	0.86%	8.41%	66.97%	\$52	\$927	0.81%	7.82%	68.88%	\$53
	Main Bank	\$166,267	\$833	2.03%	22.93%	46.05%	\$110	\$2,350	2.06%	22.22%	46.62%	\$102
	Valley Bank of Commerce	\$169,864	\$1,159	2.75%	25.69%	39.76%	\$89	\$3,339	2.54%	25.28%	40.61%	\$88
	Western Bank	\$188,923	\$1,423	3.02%	24.42%	54.75%	\$54	\$3,307	2.39%	19.76%	60.10%	\$62
	First New Mexico Bank	\$203,760	\$841	1.68%	11.34%	54.56%	\$63	\$2,450	1.61%	11.22%	54.26%	\$64
	Bank of Clovis	\$207,655	\$749	1.48%	11.21%	57.25%	\$109	\$1,983	1.31%	10.26%	61.46%	\$112
	Western Bank, Artesia, New Mexico	\$213,387	\$1,348	2.43%	24.08%	36.48%	\$72	\$4,025	2.43%	25.35%	36.89%	\$73
	Farmers & Stockmens Bank	\$217,964	\$1,231	2.35%	17.87%	69.43%	\$129	\$3,295	2.09%	16.16%	70.24%	\$114
	James Polk Stone Community Bank	\$233,744	\$1,017	1.75%	15.91%	65.69%	\$64	\$2,751	1.60%	14.38%	67.92%	\$67
	Average of Asset Group A	\$146,325	\$676	1.70%	14.12%	61.61%	\$76	\$1,869	1.59%	13.48%	62.75%	\$75
Asset Group B - \$251 to \$500 million in total assets												
	Western Heritage Bank	\$254,538	\$452	0.76%	6.42%	73.63%	\$65	\$1,288	0.77%	6.22%	76.49%	\$61
	Centinel Bank of Taos	\$276,271	\$1,448	2.13%	23.37%	46.93%	\$63	\$4,078	2.08%	23.25%	48.16%	\$61
	Southwest Capital Bank	\$344,327	\$1,648	1.82%	18.96%	65.60%	\$63	(\$149)	(0.05%)	(0.56%)	78.79%	\$62
	Lea County State Bank	\$345,672	\$3,392	3.99%	34.11%	62.12%	\$61	\$7,599	2.97%	27.87%	59.65%	\$58
	Citizens Bank of Clovis	\$346,968	\$1,744	2.01%	16.15%	46.22%	\$55	\$5,011	1.95%	16.08%	47.24%	\$56
	First National Bank	\$356,278	\$1,641	1.85%	14.85%	61.24%	\$59	\$4,026	1.52%	12.77%	64.26%	\$58
	InBank	\$365,001	(\$320)	(0.36%)	(2.20%)	102.75%	\$108	(\$700)	(0.26%)	(1.62%)	100.23%	\$101
	Four Corners Community Bank	\$370,888	\$623	0.69%	5.62%	62.17%	\$65	\$3,685	1.37%	11.35%	58.72%	\$64
	BANK 34	\$384,755	\$491	0.52%	4.90%	83.03%	\$116	\$224	0.08%	0.75%	81.71%	\$109
	CNB Bank	\$446,996	\$2,276	2.04%	24.85%	49.11%	\$73	\$6,844	2.16%	26.84%	48.37%	\$70
	Average of Asset Group B	\$349,169	\$1,340	1.55%	14.70%	65.28%	\$73	\$3,191	1.26%	12.30%	66.36%	\$70

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Performance Analysis

September 30, 2019

Run Date: November 8, 2019

Region	Institution Name	As of Date	Quarter to Date					Year to Date				
		Total Assets (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)
Asset Group C - \$501 million to \$1 billion in total assets												
	Western Commerce Bank	\$524,545	\$3,023	2.26%	30.87%	44.86%	\$63	\$8,920	2.29%	30.92%	44.79%	\$61
	Citizens Bank of Las Cruces	\$612,080	\$3,578	2.42%	22.51%	53.77%	\$97	\$9,982	2.31%	22.02%	55.13%	\$95
	Citizens Bank	\$680,843	\$3,053	1.79%	16.78%	52.20%	\$54	\$9,163	1.77%	17.17%	51.98%	\$54
	Pioneer Bank	\$819,721	\$2,115	1.01%	10.66%	69.61%	\$65	\$6,049	0.96%	10.59%	71.03%	\$65
	Century Bank	\$875,593	\$3,372	1.55%	13.94%	65.44%	\$109	\$8,921	1.37%	13.55%	66.67%	\$105
	Average of Asset Group C	\$702,556	\$3,028	1.81%	18.95%	57.18%	\$78	\$8,607	1.74%	18.85%	57.92%	\$76
Asset Group D - \$1 billion to \$10 billion in total assets												
	First American Bank	\$1,203,467	\$6,694	2.18%	21.26%	55.43%	\$91	\$19,734	2.21%	21.38%	54.41%	\$91
	New Mexico Bank & Trust	\$1,607,498	\$6,404	1.62%	15.55%	49.26%	\$77	\$21,885	1.91%	18.50%	49.67%	\$76
	Average of Asset Group D	\$1,405,483	\$6,549	1.90%	18.41%	52.35%	\$84	\$20,810	2.06%	19.94%	52.04%	\$83

Source: SNL Financial

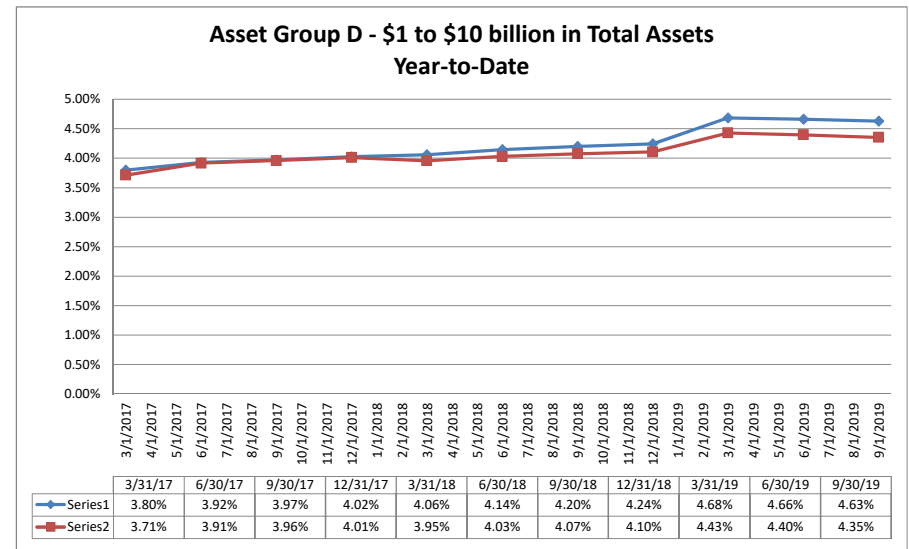
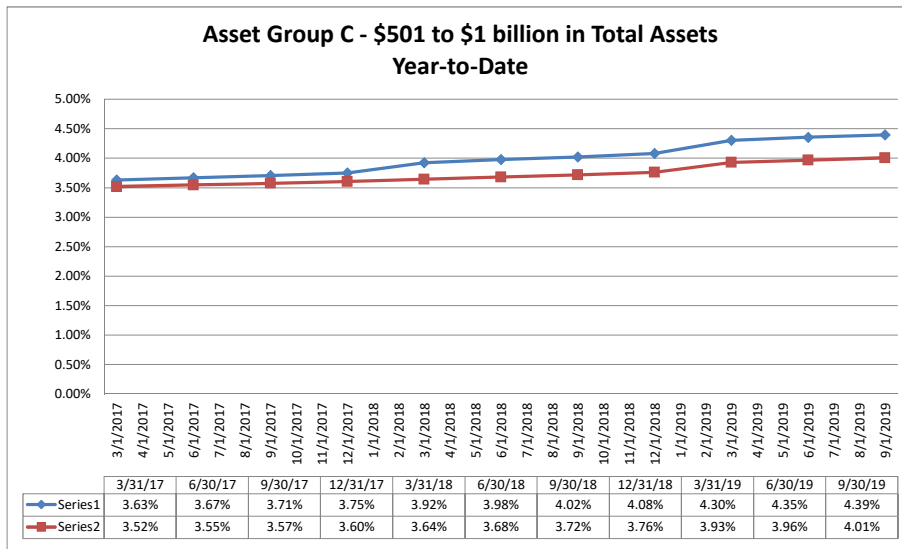
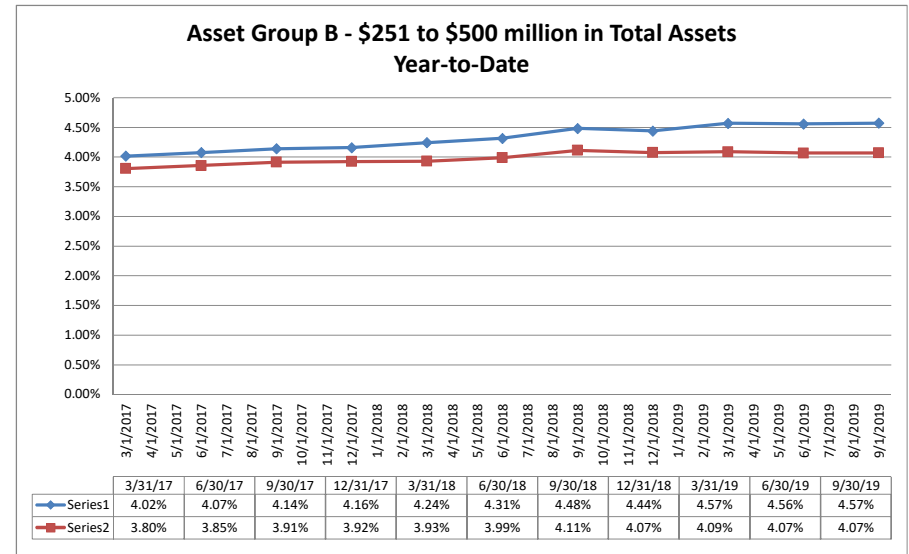
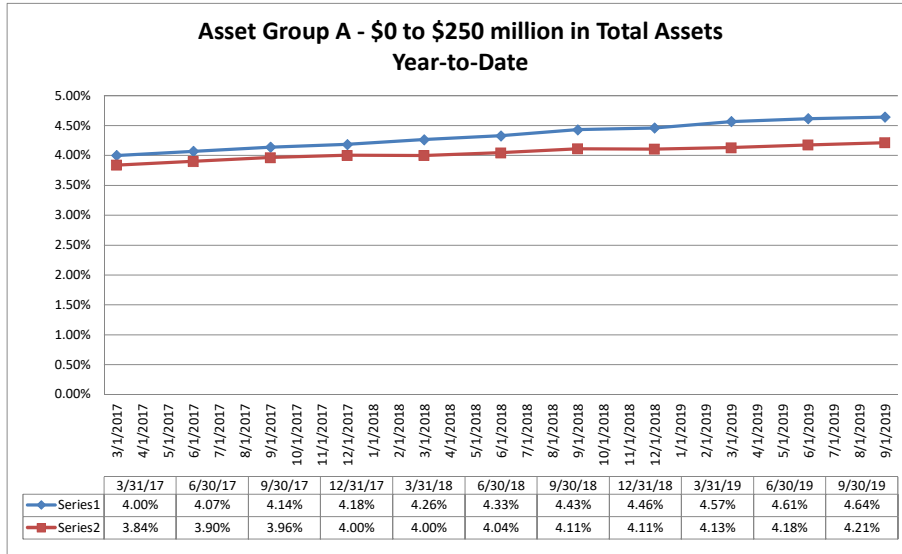
Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Balance Sheet & Net Interest Margin

Summary Trends of Historical Asset Group Averages: Yield on Earning Assets & Net Interest Margin (FTE)



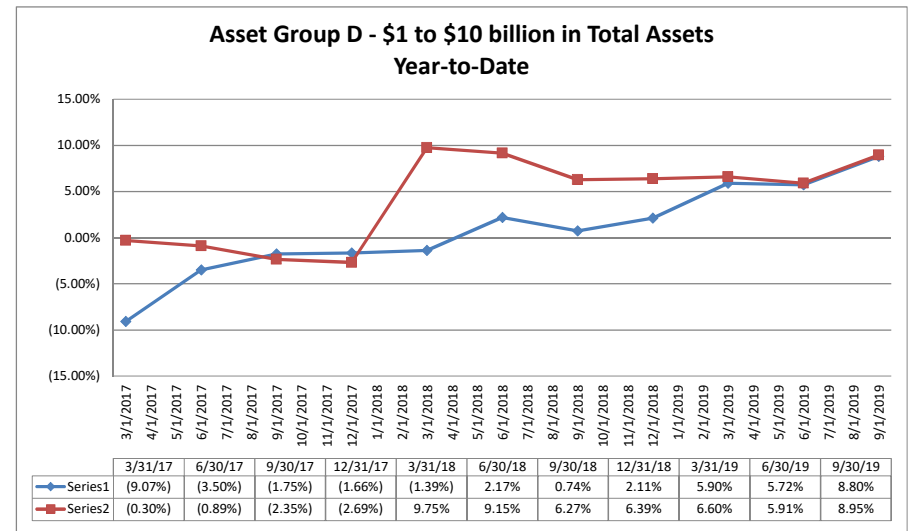
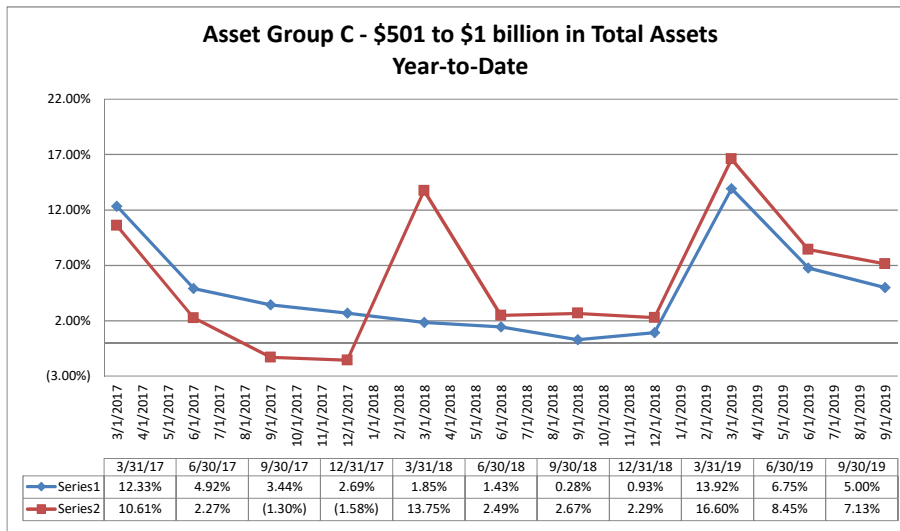
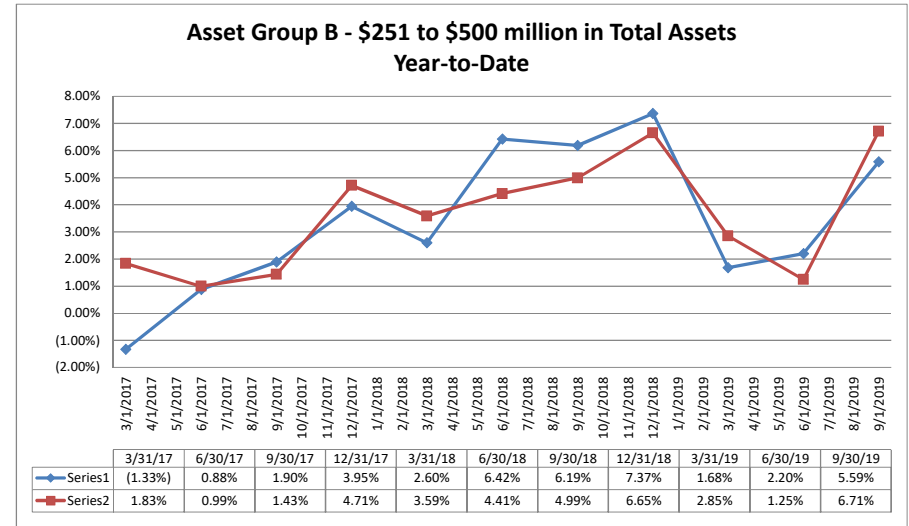
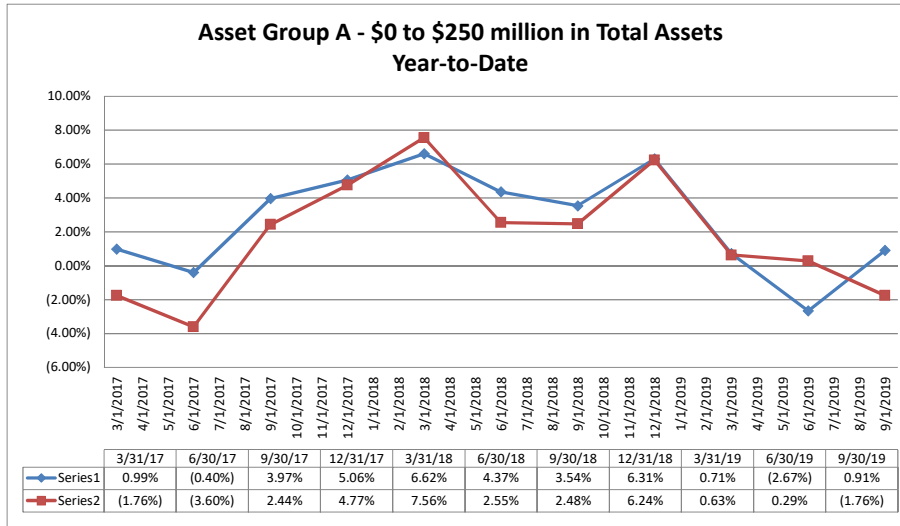
Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Summary Trends of Historical Asset Group Averages: Asset Growth Rate & Deposit Growth Rate



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Balance Sheet & Net Interest Margin

September 30, 2019

Run Date: November 8, 2019

Region	Institution Name	As of Date					Year to Date						
		Total Assets (\$000)	Total Lns & Leases (\$000)	Total Deposits (\$000)	Loans/Deposits (%)	Liquidity Ratio (%)	Assets/Employees (\$000)	Yield on Earning Assets (%)	Cost of Interest Bearing Liab (%)	Cost of Funds (%)	Net Interest Margin (FTE) (%)	Asset Growth Rate (%)	Deposit Growth Rate (%)
Asset Group A - \$0 to \$250 million in total assets													
	DSRM National Bank	\$3,865	\$0	\$500	0.00%	NM	\$1,288	1.86%	4.00%	4.00%	1.30%	1.43%	0.00%
	Tucumcari Federal Savings and Loan Association	\$34,139	\$22,318	\$22,855	97.65%	14.66%	\$4,877	4.98%	1.67%	1.65%	3.56%	4.46%	(4.20%)
	Western Bank of Clovis	\$71,043	\$41,541	\$48,316	85.98%	25.33%	\$6,458	4.67%	0.68%	0.56%	4.13%	(40.90%)	(57.27%)
	American Heritage Bank	\$95,176	\$57,784	\$76,041	75.99%	35.48%	\$5,009	5.25%	0.92%	0.68%	4.77%	11.74%	(0.62%)
	First New Mexico Bank, Las Cruces	\$113,252	\$60,573	\$92,612	65.41%	46.35%	\$3,775	5.42%	0.67%	0.44%	5.16%	0.96%	0.05%
	First New Mexico Bank of Silver City	\$113,371	\$51,034	\$96,389	52.95%	60.04%	\$4,199	4.52%	0.48%	0.40%	4.34%	2.67%	1.44%
	Community 1st Bank Las Vegas	\$141,452	\$50,233	\$126,357	39.75%	40.20%	\$3,929	4.12%	0.36%	0.29%	3.87%	(1.17%)	(3.62%)
	Bank of the Southwest	\$156,239	\$128,707	\$136,916	94.00%	12.79%	\$1,929	6.88%	0.18%	0.15%	6.73%	7.35%	13.91%
	First State Bank	\$157,420	\$7,821	\$140,894	5.55%	60.56%	\$5,428	3.53%	0.13%	0.12%	3.42%	8.38%	8.75%
	Main Bank	\$166,267	\$110,804	\$150,643	73.55%	31.43%	\$11,084	5.12%	1.30%	1.08%	4.09%	21.11%	21.63%
	Valley Bank of Commerce	\$169,864	\$75,750	\$150,939	50.19%	59.20%	\$8,940	4.28%	0.41%	0.23%	4.07%	(12.17%)	(13.76%)
	Western Bank	\$188,923	\$73,530	\$162,549	45.24%	58.55%	\$3,633	4.33%	0.70%	0.44%	4.07%	4.98%	2.67%
	First New Mexico Bank	\$203,760	\$93,295	\$171,287	54.47%	46.13%	\$5,822	4.33%	0.39%	0.28%	4.26%	(2.21%)	(3.95%)
	Bank of Clovis	\$207,655	\$109,736	\$169,677	64.67%	28.24%	\$6,699	4.87%	1.00%	0.74%	4.33%	7.89%	7.39%
	Western Bank, Artesia, New Mexico	\$213,387	\$86,841	\$190,503	45.59%	59.90%	\$8,207	4.02%	0.35%	0.17%	3.91%	(3.34%)	(6.06%)
	Farmers & Stockmens Bank	\$217,964	\$172,673	\$180,102	95.88%	20.27%	\$3,573	5.73%	1.44%	1.00%	4.82%	(3.83%)	(5.36%)
	James Polk Stone Community Bank	\$233,744	\$113,370	\$193,873	58.48%	35.88%	\$3,339	5.02%	0.53%	0.25%	4.80%	8.15%	9.14%
	Average of Asset Group A	\$146,325	\$73,883	\$124,144	59.14%	39.69%	\$5,188	4.64%	0.89%	0.73%	4.21%	0.91%	(1.76%)

Asset Group B - \$251 to \$500 million in total assets

	Western Heritage Bank	\$254,538	\$184,743	\$215,256	85.82%	25.99%	\$3,689	5.28%	1.32%	0.90%	4.44%	31.40%	37.37%
	Centinel Bank of Taos	\$276,271	\$101,916	\$248,197	41.06%	54.84%	\$5,638	3.72%	0.29%	0.18%	3.63%	12.16%	10.25%
	Southwest Capital Bank	\$344,327	\$237,805	\$304,621	78.07%	25.87%	\$3,784	5.12%	0.63%	0.43%	4.73%	(13.18%)	(13.58%)
	Lea County State Bank	\$345,672	\$98,154	\$281,701	34.84%	61.84%	\$5,159	3.67%	0.56%	0.25%	3.64%	4.35%	(6.16%)
	Citizens Bank of Clovis	\$346,968	\$195,325	\$287,883	67.85%	30.37%	\$5,783	4.59%	1.12%	0.86%	3.78%	(2.21%)	(5.69%)
	First National Bank	\$356,278	\$127,191	\$310,464	40.97%	47.23%	\$3,599	4.11%	0.48%	0.22%	3.94%	1.58%	(1.12%)
	InBank	\$365,001	\$214,142	\$304,764	70.26%	13.21%	\$3,725	4.97%	1.15%	0.77%	4.26%	3.18%	15.63%
	Four Corners Community Bank	\$370,888	\$269,827	\$292,284	92.32%	16.74%	\$4,469	4.80%	0.80%	0.53%	4.34%	7.43%	8.19%
	BANK 34	\$384,755	\$304,103	\$297,960	102.06%	15.35%	\$6,634	5.20%	1.72%	1.43%	3.86%	0.75%	13.47%
	CNB Bank	\$446,996	\$216,229	\$407,078	53.12%	41.94%	\$5,805	4.26%	0.23%	0.43%	4.07%	10.44%	8.72%
	Average of Asset Group B	\$349,169	\$194,944	\$295,021	66.64%	33.34%	\$4,829	4.57%	0.83%	0.60%	4.07%	5.59%	6.71%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Balance Sheet & Net Interest Margin

September 30, 2019

Run Date: November 8, 2019

Region	Institution Name	As of Date					Year to Date						
		Total Assets (\$000)	Total Lns & Leases (\$000)	Total Deposits (\$000)	Loans/Deposits (%)	Liquidity Ratio (%)	Assets/Employees (\$000)	Yield on Earning Assets (%)	Cost of Interest Bearing Liab (%)	Cost of Funds (%)	Net Interest Margin (FTE) (%)	Asset Growth Rate (%)	Deposit Growth Rate (%)
Asset Group C - \$501 million to \$1 billion in total assets													
	Western Commerce Bank	\$524,545	\$253,245	\$483,927	52.33%	39.22%	\$5,464	4.66%	0.46%	0.19%	4.40%	8.25%	8.72%
	Citizens Bank of Las Cruces	\$612,080	\$422,262	\$542,328	77.86%	17.65%	\$5,417	4.82%	0.58%	0.39%	4.49%	12.44%	11.58%
	Citizens Bank	\$680,843	\$262,977	\$551,932	47.65%	49.80%	\$5,319	3.89%	0.68%	0.52%	3.52%	0.23%	1.92%
	Pioneer Bank	\$819,721	\$373,473	\$552,786	67.56%	34.23%	\$5,123	3.55%	0.97%	0.80%	2.79%	(0.03%)	7.63%
	Century Bank	\$875,593	\$545,114	\$756,335	72.07%	26.24%	\$4,707	5.03%	0.61%	0.33%	4.83%	4.09%	5.82%
	Average of Asset Group C	\$747,059	\$371,414	\$577,462	63.49%	33.43%	\$5,206	4.39%	0.66%	0.45%	4.01%	5.00%	7.13%
Asset Group D - \$1 billion to \$10 billion in total assets													
	First American Bank	\$1,203,467	\$641,124	\$1,033,982	62.01%	29.57%	\$5,210	4.76%	0.54%	0.36%	4.48%	7.32%	7.11%
	New Mexico Bank & Trust	\$1,607,498	\$1,038,219	\$1,413,170	73.47%	22.85%	\$10,239	4.49%	0.60%	0.36%	4.22%	10.27%	10.78%
	Average of Asset Group D	\$1,405,483	\$839,672	\$1,223,576	67.74%	26.21%	\$7,725	4.63%	0.57%	0.36%	4.35%	8.80%	8.95%

Source: SNL Financial

Note: Report includes only bank-level data.

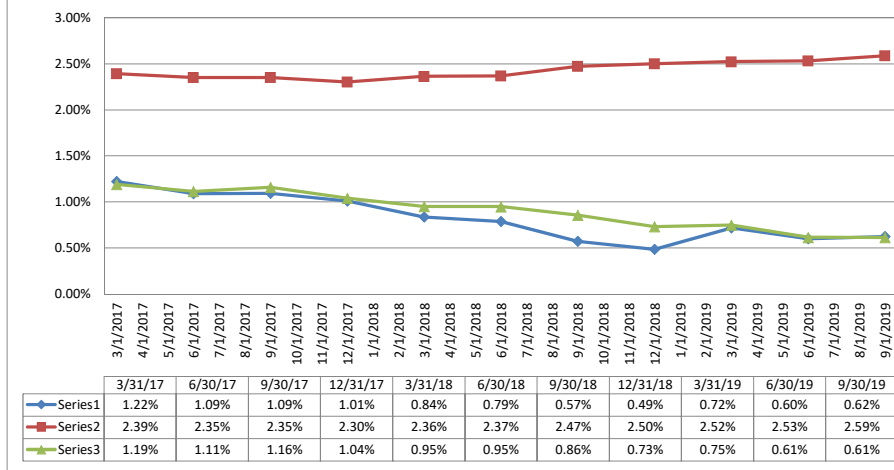
NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

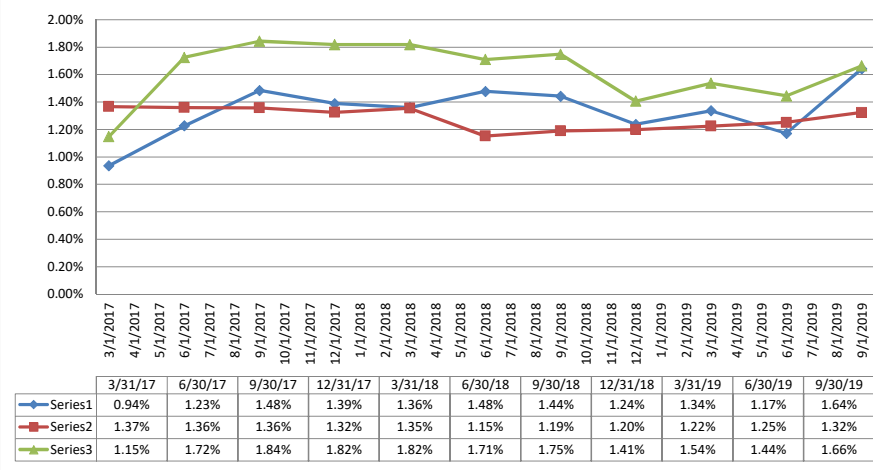
Asset Quality

Summary Trends of Historical Asset Group Averages: Non accruals/Loans, Reserves/Loans & NPAs/Total Assets

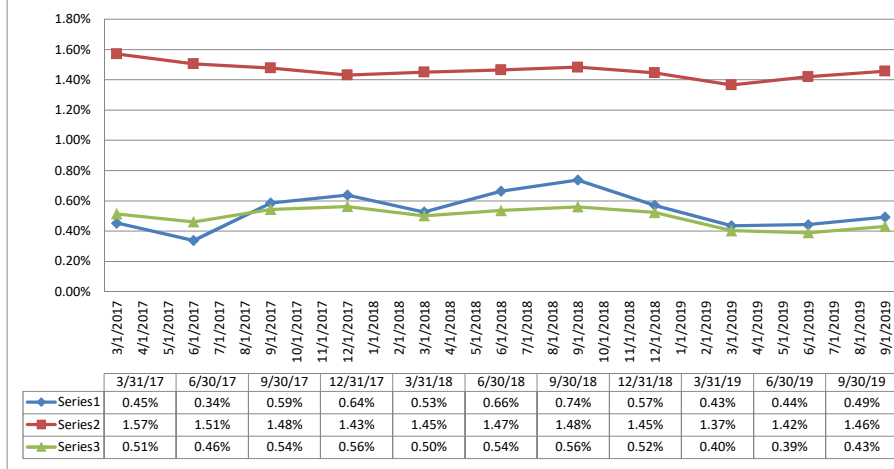
Asset Group A - \$0 to \$250 million in Total Assets
As of Date



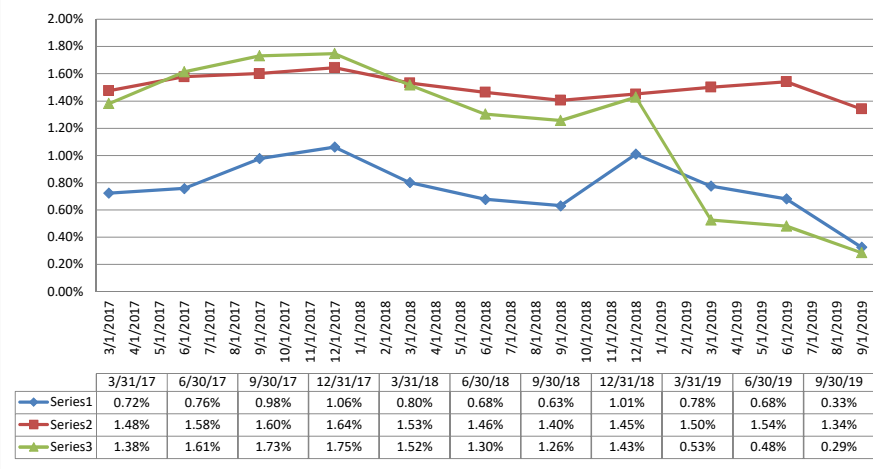
Asset Group B - \$251 to \$500 million in Total Assets
As of Date



Asset Group C - \$501 to \$1 billion in Total Assets
As of Date



Asset Group D - \$1 to \$10 billion in Total Assets
As of Date



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Asset Quality

September 30, 2019

Run Date: November 8, 2019

Region	Institution Name	As of Date						
		Total Assets (\$000)	Tot Loans & Leases Nonaccrual (\$000)	Nonaccrual Loans/Total Loans (%)	Reserves/Loans (%)	Reserves/ NPLs (%)	NPA+ Loans 90PD / Tang Equity + LLRs (%) Texas Ratio	NPAs/Total Assets (%)
Asset Group A - \$0 to \$250 million in total assets								
	DSRM National Bank	\$3,865	\$0	NM	NM	NM	0.00%	0.00%
	Tucumcari Federal Savings and Loan Association	\$34,139	\$486	2.18%	1.08%	49.38%	11.48%	1.42%
	Western Bank of Clovis	\$71,043	\$0	0.00%	1.53%	566.07%	1.10%	0.16%
	American Heritage Bank	\$95,176	\$739	1.28%	1.41%	103.81%	6.36%	0.83%
	First New Mexico Bank, Las Cruces	\$113,252	\$0	0.00%	2.55%	NM	0.00%	0.00%
	First New Mexico Bank of Silver City	\$113,371	\$139	0.27%	2.03%	743.88%	0.92%	0.12%
	Community 1st Bank Las Vegas	\$141,452	\$216	0.43%	1.90%	326.71%	18.31%	2.03%
	Bank of the Southwest	\$156,239	\$28	0.02%	1.01%	NM	11.33%	1.13%
	First State Bank	\$157,420	\$77	0.98%	14.10%	530.29%	1.20%	0.13%
	Main Bank	\$166,267	\$0	0.00%	1.33%	NM	0.00%	0.00%
	Valley Bank of Commerce	\$169,864	\$0	0.00%	1.65%	NM	3.26%	0.00%
	Western Bank	\$188,923	\$469	0.64%	3.83%	181.61%	12.57%	1.20%
	First New Mexico Bank	\$203,760	\$303	0.32%	1.71%	527.39%	1.80%	0.28%
	Bank of Clovis	\$207,655	\$916	0.83%	1.80%	176.41%	3.86%	0.54%
	Western Bank, Artesia, New Mexico	\$213,387	\$2,052	2.36%	1.84%	77.73%	9.28%	1.06%
	Farmers & Stockmens Bank	\$217,964	\$0	0.00%	1.34%	NM	0.75%	0.09%
	James Polk Stone Community Bank	\$233,744	\$772	0.68%	2.27%	116.16%	13.81%	1.43%
	Average of Asset Group A	\$146,325	\$365	0.62%	2.59%	309.04%	5.65%	0.61%
Asset Group B - \$251 to \$500 million in total assets								
	Western Heritage Bank	\$254,538	\$380	0.21%	0.70%	339.21%	1.36%	0.15%
	Centinel Bank of Taos	\$276,271	\$281	0.28%	1.56%	566.19%	2.52%	0.10%
	Southwest Capital Bank	\$344,327	\$15,603	6.56%	2.76%	42.08%	60.56%	7.38%
	Lea County State Bank	\$345,672	\$0	0.00%	1.31%	NM	0.15%	0.02%
	Citizens Bank of Clovis	\$346,968	\$12	0.01%	1.17%	NM	0.03%	0.00%
	First National Bank	\$356,278	\$1,377	1.08%	1.77%	95.05%	7.24%	0.88%
	InBank	\$365,001	\$1,526	0.71%	0.33%	12.54%	16.98%	2.20%
	Four Corners Community Bank	\$370,888	\$16,995	6.30%	1.54%	24.44%	36.66%	4.78%
	BANK 34	\$384,755	\$3,563	1.17%	1.01%	84.48%	8.37%	0.94%
	CNB Bank	\$446,996	\$205	0.09%	1.08%	289.95%	2.65%	0.18%
	Average of Asset Group B	\$349,169	\$3,994	1.64%	1.32%	181.74%	13.65%	1.66%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Asset Quality

September 30, 2019

Run Date: November 8, 2019

		As of Date						
Region	Institution Name	Total Assets (\$000)	Tot Loans & Leases Nonaccrual (\$000)	Nonaccrual Loans/Total Loans (%)	Reserves/Loans (%)	Reserves/ NPLs (%)	NPA+ Loans 90PD / Tang Equity + LLRs (%) Texas Ratio	NPAs/Total Assets (%)
Asset Group C - \$501 million to \$1 billion in total assets								
	Western Commerce Bank	\$524,545	\$857	0.34%	1.11%	327.54%	3.73%	0.31%
	Citizens Bank of Las Cruces	\$612,080	\$647	0.15%	1.81%	588.07%	1.99%	0.23%
	Citizens Bank	\$680,843	\$1,710	0.65%	1.80%	276.61%	2.77%	0.30%
	Pioneer Bank	\$819,721	\$4,580	1.23%	1.15%	78.61%	6.58%	0.67%
	Century Bank	\$875,593	\$472	0.09%	1.41%	364.24%	5.38%	0.64%
	Average of Asset Group C	\$702,556	\$1,653	0.49%	1.46%	327.01%	4.09%	0.43%
Asset Group D - \$1 billion to \$10 billion in total assets								
	First American Bank	\$1,203,467	\$2,750	0.43%	1.85%	398.69%	2.84%	0.32%
	New Mexico Bank & Trust	\$1,607,498	\$2,332	0.22%	0.83%	370.80%	2.39%	0.25%
	Average of Asset Group D	\$1,405,483	\$2,541	0.33%	1.34%	384.75%	2.61%	0.29%

Source: SNL Financial

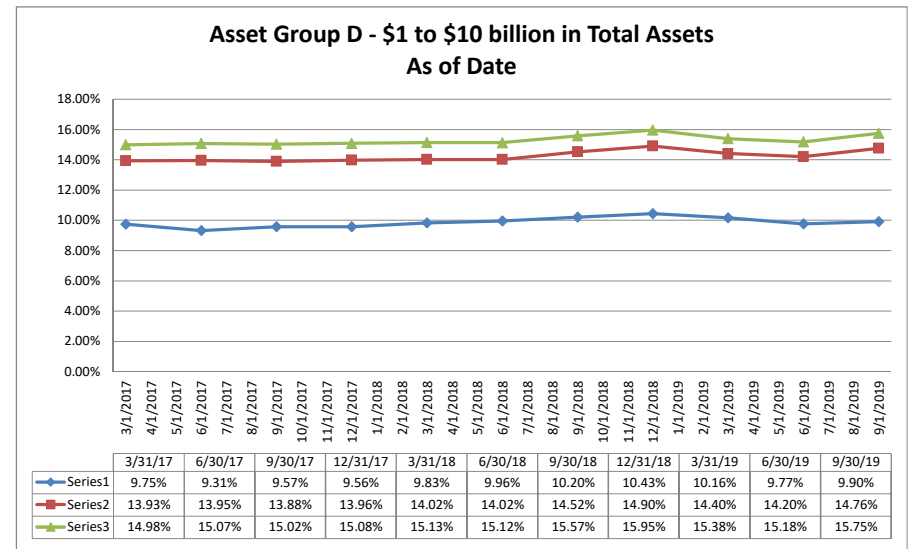
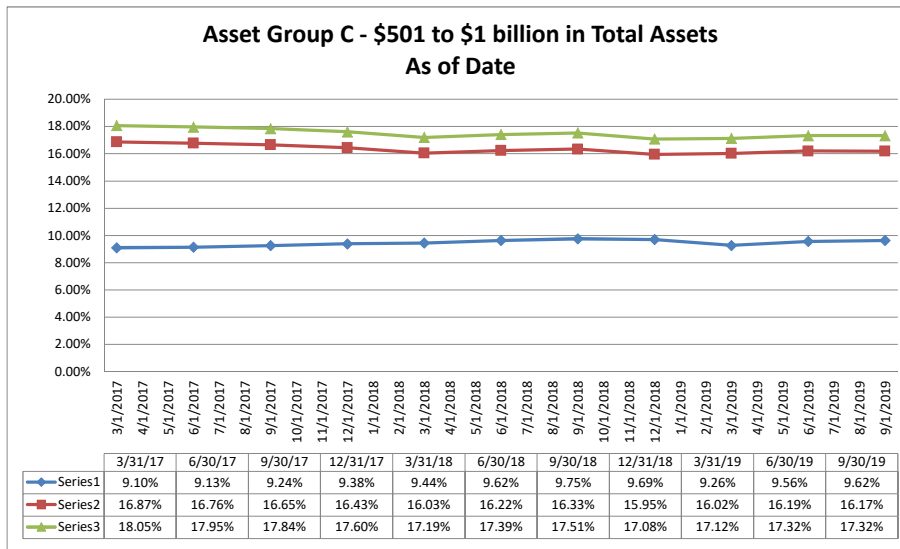
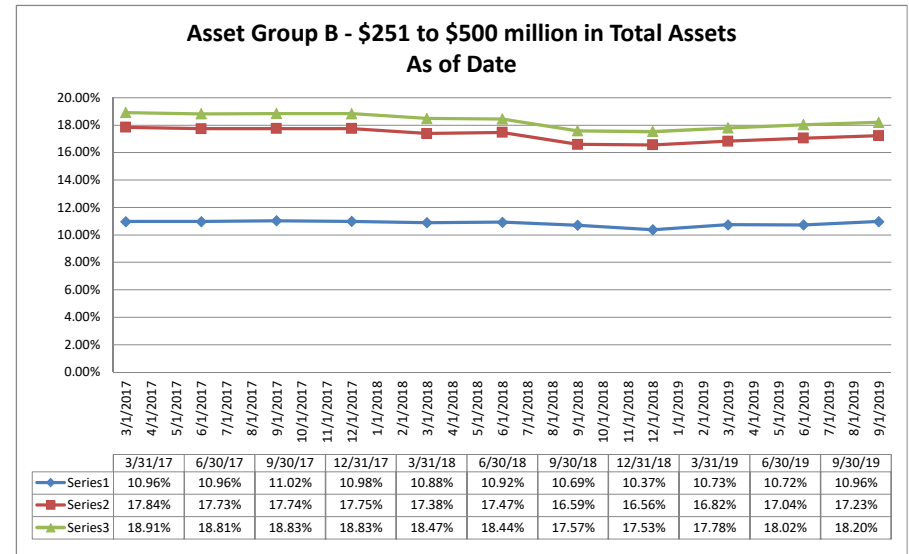
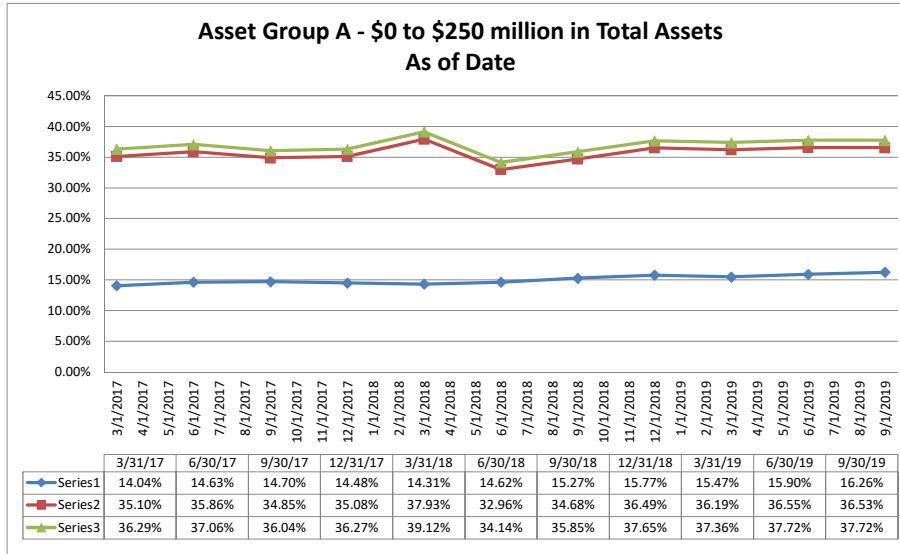
Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Capital Adequacy

Summary Trends of Historical Asset Group Averages: Leverage Ratio, Tier 1 Risk Based Ratio & Risk Based Capital Ratio



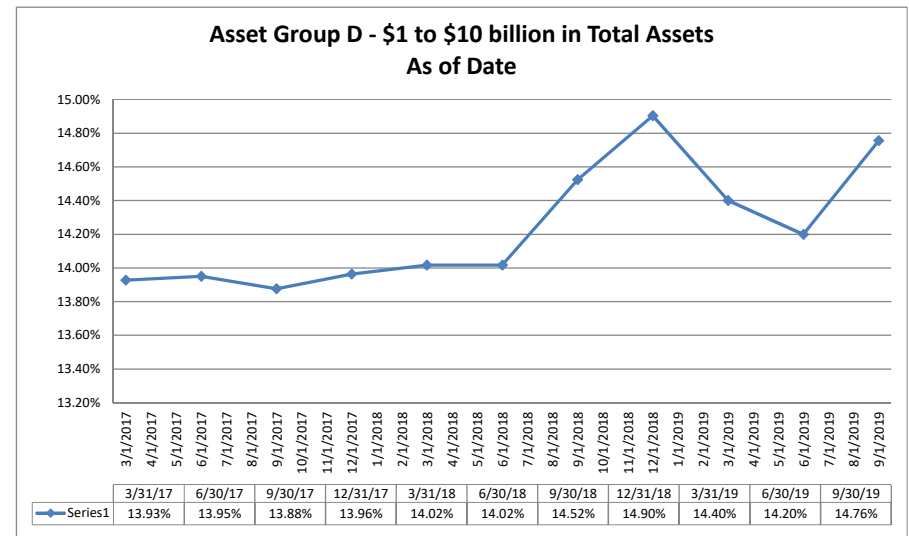
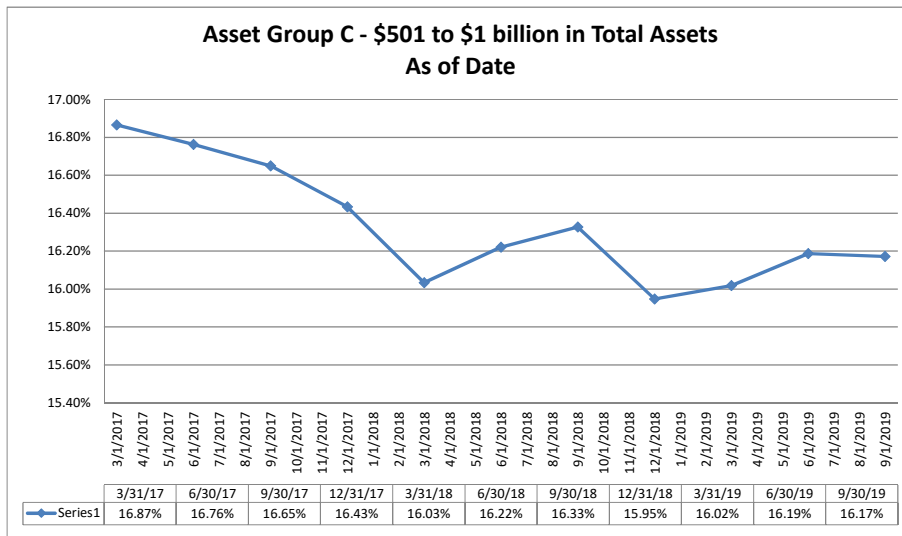
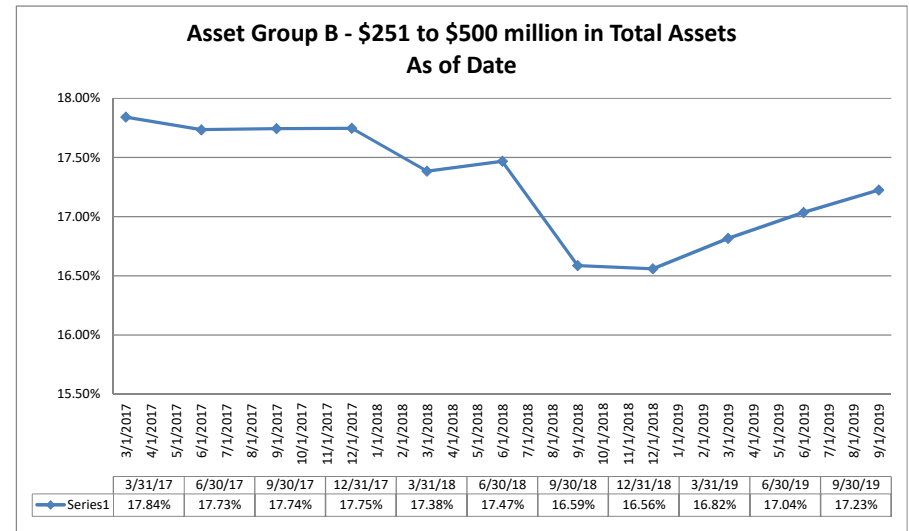
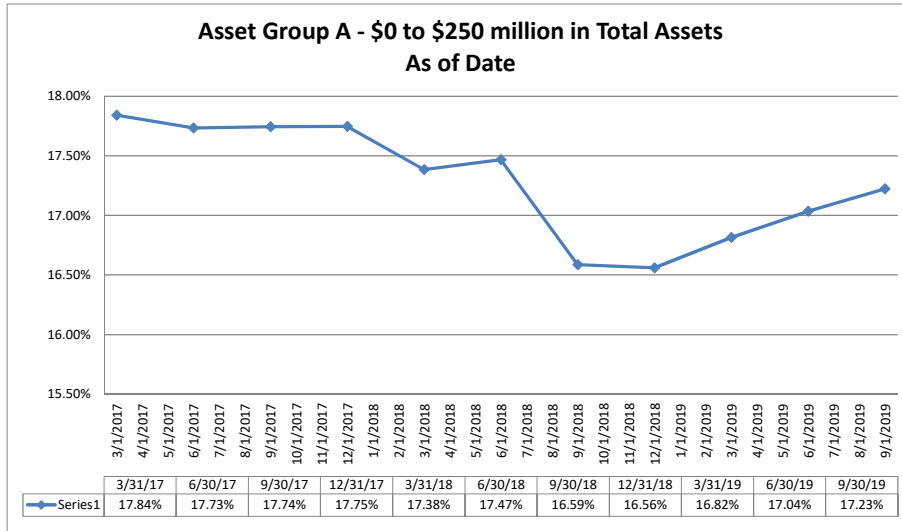
Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Summary Trends of Historical Asset Group Averages: Common Equity Tier 1 Risk Based Ratio



Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Capital Adequacy

September 30, 2019

Run Date: November 8, 2019

Region	Institution Name	As of Date							
		Total Assets (\$000)	Total Equity Capital (\$000)	Tier 1 Capital (\$000)	Common Equity Tier 1 Capital (\$000)	Leverage Ratio (%)	Tier 1 Risk Based Ratio (%)	Risk Based Capital Ratio (%)	Common Equity Tier 1 Risk Based Ratio (%)
Asset Group A - \$0 to \$250 million in total assets									
	DSRM National Bank	\$3,865	\$3,291	\$3,291	\$3,291	85.02%	270.20%	270.20%	270.20%
	Tucumcari Federal Savings and Loan Association	\$34,139	\$5,194	\$5,156	\$5,156	15.13%	32.33%	33.58%	32.33%
	Western Bank of Clovis	\$71,043	\$9,591	\$9,591	\$9,591	14.72%	19.33%	20.58%	19.33%
	American Heritage Bank	\$95,176	\$11,641	\$10,941	\$10,941	11.69%	14.79%	15.90%	14.79%
	First New Mexico Bank, Las Cruces	\$113,252	\$17,168	\$17,168	\$17,168	15.17%	23.86%	25.12%	23.86%
	First New Mexico Bank of Silver City	\$113,371	\$14,090	\$14,090	\$14,090	12.50%	23.63%	24.89%	23.63%
	Community 1st Bank Las Vegas	\$141,452	\$14,745	\$13,787	\$13,787	9.85%	20.53%	21.78%	20.53%
	Bank of the Southwest	\$156,239	\$14,342	\$14,342	\$14,342	9.36%	12.42%	13.55%	12.42%
	First State Bank	\$157,420	\$16,233	\$15,936	\$15,936	10.18%	45.21%	46.97%	45.21%
	Main Bank	\$166,267	\$14,802	\$14,833	\$14,833	9.05%	12.65%	13.90%	12.65%
	Valley Bank of Commerce	\$169,864	\$18,451	\$18,450	\$18,450	10.95%	22.77%	24.03%	22.77%
	Western Bank	\$188,923	\$23,739	\$22,574	\$22,574	11.99%	23.65%	24.92%	23.65%
	First New Mexico Bank	\$203,760	\$29,832	\$29,832	\$29,832	14.88%	22.46%	23.68%	22.46%
	Bank of Clovis	\$207,655	\$27,020	\$26,627	\$26,627	13.13%	26.15%	27.41%	26.15%
	Western Bank, Artesia, New Mexico	\$213,387	\$22,735	\$21,850	\$21,850	9.86%	18.28%	19.55%	18.28%
	Farmers & Stockmens Bank	\$217,964	\$27,866	\$24,542	\$24,542	11.88%	13.69%	14.94%	13.69%
	James Polk Stone Community Bank	\$233,744	\$25,604	\$25,696	\$25,696	11.06%	19.01%	20.27%	19.01%
	Average of Asset Group A	\$146,325	\$17,432	\$16,983	\$16,983	16.26%	36.53%	37.72%	36.53%
Asset Group B - \$251 to \$500 million in total assets									
	Western Heritage Bank	\$254,538	\$28,418	\$26,785	\$26,785	11.27%	12.96%	13.58%	12.96%
	Centinel Bank of Taos	\$276,271	\$25,343	\$23,890	\$23,890	8.79%	22.34%	23.59%	22.34%
	Southwest Capital Bank	\$344,327	\$35,402	\$35,467	\$35,467	9.81%	13.46%	14.73%	13.46%
	Lea County State Bank	\$345,672	\$40,622	\$37,219	\$37,219	10.93%	22.75%	23.54%	22.75%
	Citizens Bank of Clovis	\$346,968	\$43,709	\$44,436	\$44,436	12.83%	19.72%	20.74%	19.72%
	First National Bank	\$356,278	\$44,705	\$42,929	\$42,929	12.07%	23.27%	24.52%	23.27%
	InBank	\$365,001	\$58,130	\$45,387	\$45,387	13.04%	14.46%	14.69%	14.46%
	Four Corners Community Bank	\$370,888	\$44,313	\$43,613	\$43,613	12.06%	14.84%	16.10%	14.84%
	BANK 34	\$384,755	\$40,483	\$39,317	\$39,317	10.38%	13.32%	14.38%	13.32%
	CNB Bank	\$446,996	\$37,605	\$37,556	\$37,556	8.42%	15.13%	16.09%	15.13%
	Average of Asset Group B	\$349,169	\$39,873	\$37,660	\$37,660	10.96%	17.23%	18.20%	17.23%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Capital Adequacy

September 30, 2019

Run Date: November 8, 2019

		As of Date							
Region	Institution Name	Total Assets (\$000)	Total Equity Capital (\$000)	Tier 1 Capital (\$000)	Common Equity Tier 1 Capital (\$000)	Leverage Ratio (%)	Tier 1 Risk Based Ratio (%)	Risk Based Capital Ratio (%)	Common Equity Tier 1 Risk Based Ratio (%)
Asset Group C - \$501 million to \$1 billion in total assets									
	Western Commerce Bank	\$524,545	\$40,129	\$40,128	\$40,128	7.51%	16.10%	17.23%	16.10%
	Citizens Bank of Las Cruces	\$612,080	\$64,676	\$62,107	\$62,107	10.50%	12.85%	14.10%	12.85%
	Citizens Bank	\$680,843	\$73,351	\$71,094	\$71,094	10.43%	21.39%	22.65%	21.39%
	Pioneer Bank	\$819,721	\$78,969	\$79,651	\$79,651	9.55%	18.53%	19.57%	18.53%
	Century Bank	\$875,593	\$98,342	\$87,917	\$87,917	10.13%	11.99%	13.04%	11.99%
	Average of Asset Group C	\$702,556	\$71,093	\$68,179	\$68,179	9.62%	16.17%	17.32%	16.17%
Asset Group D - \$1 billion to \$10 billion in total assets									
	First American Bank	\$1,203,467	\$128,989	\$122,219	\$122,219	10.00%	16.78%	18.04%	16.78%
	New Mexico Bank & Trust	\$1,607,498	\$169,447	\$153,385	\$153,385	9.80%	12.73%	13.45%	12.73%
	Average of Asset Group D	\$1,405,483	\$149,218	\$137,802	\$137,802	9.90%	14.76%	15.75%	14.76%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Definitions



Total assets	All assets owned by the company as of the date indicated, as carried on the balance sheet and defined under the indicated accounting principles.	Cost of funds (%)	Interest incurred on liabilities as a percent of average non-interest-bearing deposits and interest-bearing liabilities.
Net income	Net income after taxes, minority interest, and extraordinary and other after-tax items. Noncontrolling interest may be included, per relevant accounting standards. FASB Accounting Standards Codification® (ASC) Section 810-10-65, which includes noncontrolling interests for fiscal years starting after December 15, 2008, for example.	Net interest margin (FTE) (%)	Net interest income, on a fully taxable-equivalent basis if available, as a percent of average earning assets.
Return on average assets (%)	Return on average assets; net income as a percent of average assets.	Asset growth rate (%)	Growth in total assets. Annualized is equal to (current period total assets minus previous period total assets) divided by previous period total assets.
Return on average equity (%)	Return on average equity; net income as a percent of average equity.	Deposit growth rate (%)	Growth in deposits. Annualized is equal to ((current period deposits minus previous period deposits) times (domestic and foreign office)) divided by previous period deposits.
Efficiency ratio (FTE) (%)	Noninterest expense before foreclosed property expense, amortization of intangibles, and goodwill impairments as a percent of net interest income (fully taxable equivalent, if available) and noninterest revenues, excluding only gains from securities transactions and nonrecurring items.	Total loans and leases nonaccrual	Amount of loans and finance leases, gross of reserves, on which interest is no longer accruing.
Salary expense ÷ employees	Salary and benefits expense divided by number of full-time equivalent employees at end of period.	Nonaccrual loans ÷ total loans (%)	Nonaccrual loans, net of guaranteed loans, as a percent of total gross loans.
Total loans and leases	The total of loans and lease financing receivables, net of unearned income. Includes loans secured by real estate; loans to depository institutions; loans to finance agricultural production and other loans to farmers; commercial and industrial loans; acceptances of other banks (both US and foreign); loans to individuals for household, family, and other personal expenditures; loans to foreign governments and official institutions; obligations of states and political subdivisions in the United States; other loans (for purchasing or carrying securities, for example, and not including consumer loans); lease financing receivables (net of unearned income); and less any unearned income on loans reflected in items above.	Reserves ÷ loans (%)	Reserves for loan losses as a percent of loans before reserves.
Total deposits	Amounts in customers' banking deposits; any accounts subject to federal banking deposit insurance, including any portions in jumbo deposits that aren't insured but subject to the FDIC deposit regulations.	Reserves ÷ nonperforming loans (%)	Loan loss reserves as a percent of nonperforming loans.
Liquidity ratio (%)	Liquid assets (cash and balance due to deposit institution plus securities plus federal funding and repurchasing plus trading accounts minus pledged securities divided by total liabilities.	Nonperforming assets / total assets (%)	Nonperforming assets (nonperforming loans and leases, renegotiated loans and leases, and real estate owned) as a percent of assets.
Total assets ÷ employees	Total assets divided by number of full-time equivalent employees at end of period.	Nonperforming assets + loans 90PD ÷ tangible equity + loan loss reserves (%)	Nonperforming assets plus loans 90 days or more past due divided by tangible common equity and reserves. This is also known as the common version of the Texas ratio.
Loans ÷ deposits (%)	Loans held for investment, before reserves, as a percent of total insured deposits.	Total equity capital	Equity as defined under the indicated accounting principles. Includes par value, paid in capital, retained earnings, and other adjustments to equity. Minority interest may be included, per relevant accounting standards. ASC Section 810-10-65, which includes minority interest for fiscal years starting after December 15, 2008, for example.
Yield on earning assets (%)	Return earned on interest-earning assets, expressed as a percent. Total interest and dividend income divided by average earning assets.	Tier 1 capital	For Office of Thrift Supervision (OTS)-regulated institutions, it represents the amount of core capital as defined under the latest OTS guidelines at period-end. For FDIC-regulated institutions it represents the amount of Tier 1 capital as defined by the latest regulatory agency guidelines.
Cost of interest-bearing liability (%)	Interest incurred on liabilities as a percent of average interest-bearing liabilities. Total interest expense divided by average interest-bearing liabilities.	Leverage ratio (%)	Tier 1 leverage ratio according to regulatory capital guidelines. Usually defined as Tier 1 capital as a percent of tangible assets.
		Tier 1 risk-based ratio (%)	Tier 1 capital as a percent of total risk-adjusted assets.
		Risk-Based Capital Ratio (%)	The regulatory risk-based capital ratio as defined under the latest OTS or FDIC guidelines at period-end. This ratio is usually equal to total risk-based capital divided by total risk-adjusted assets.
		Common Equity Tier Risk Based Ratio (%)	Tier 1 common capital as a percent of risk-weighted assets.