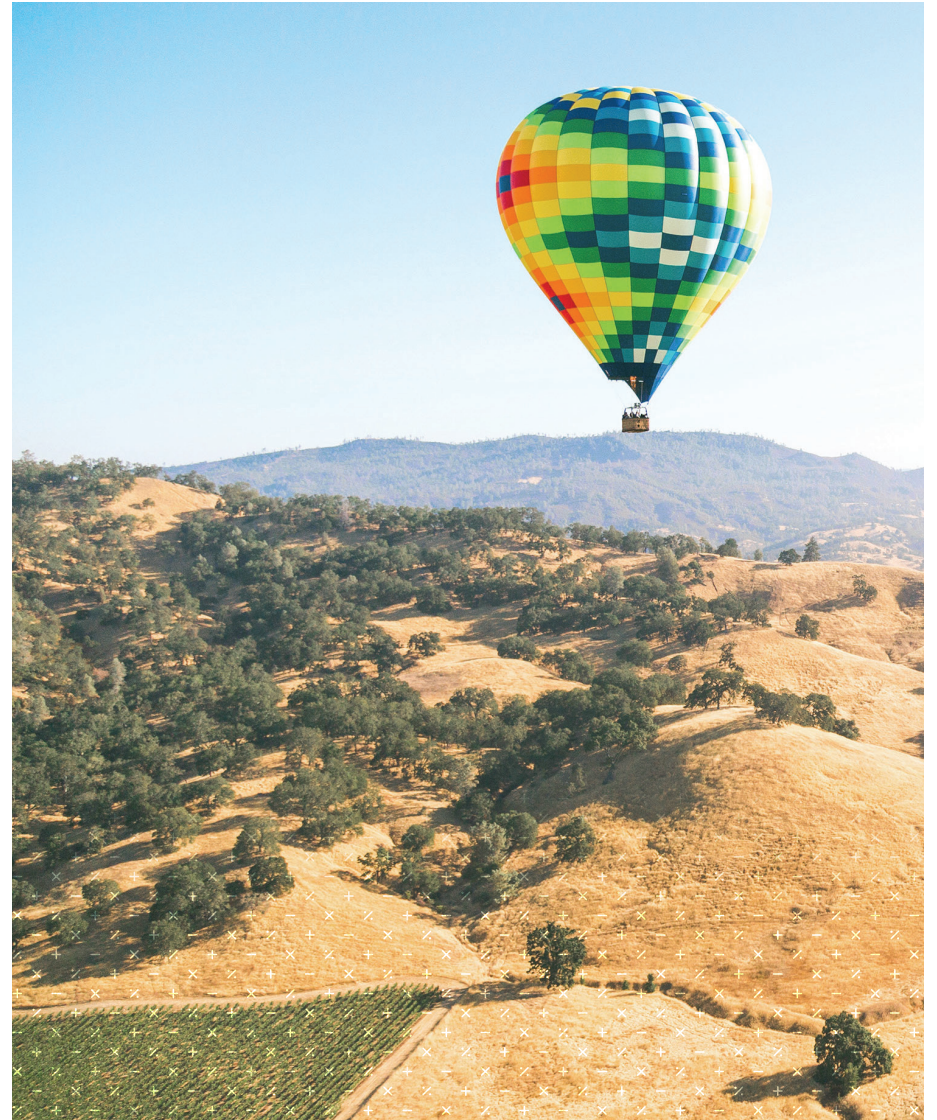


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Bankers' Index

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 fi@mossadams.com.

New Mexico

ALBUQUERQUE

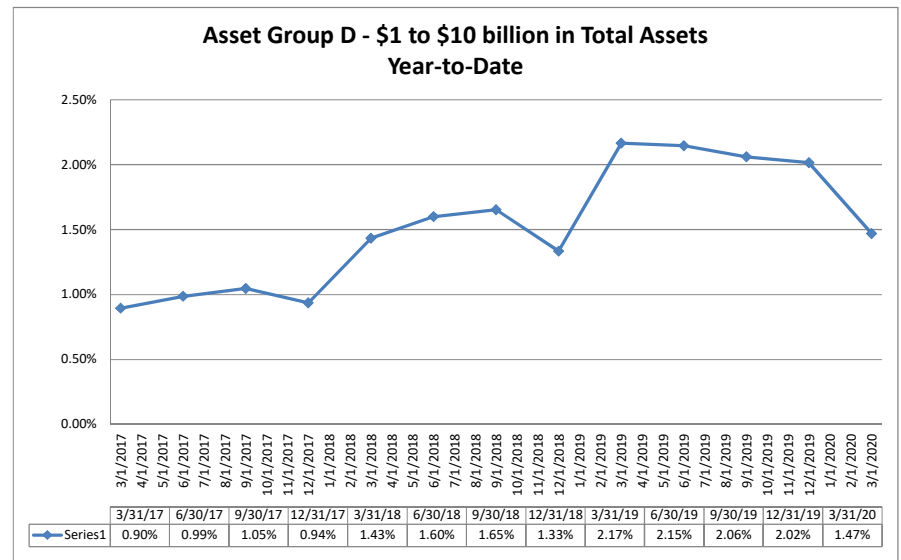
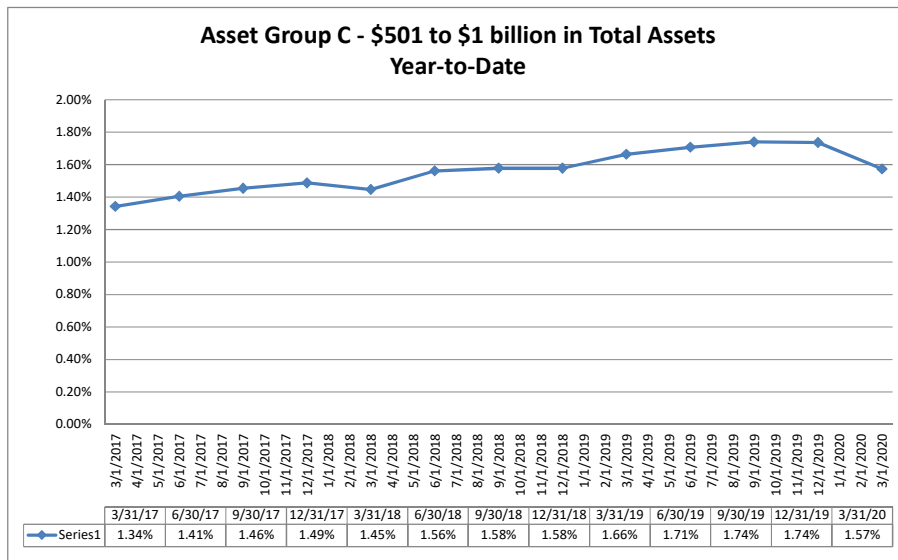
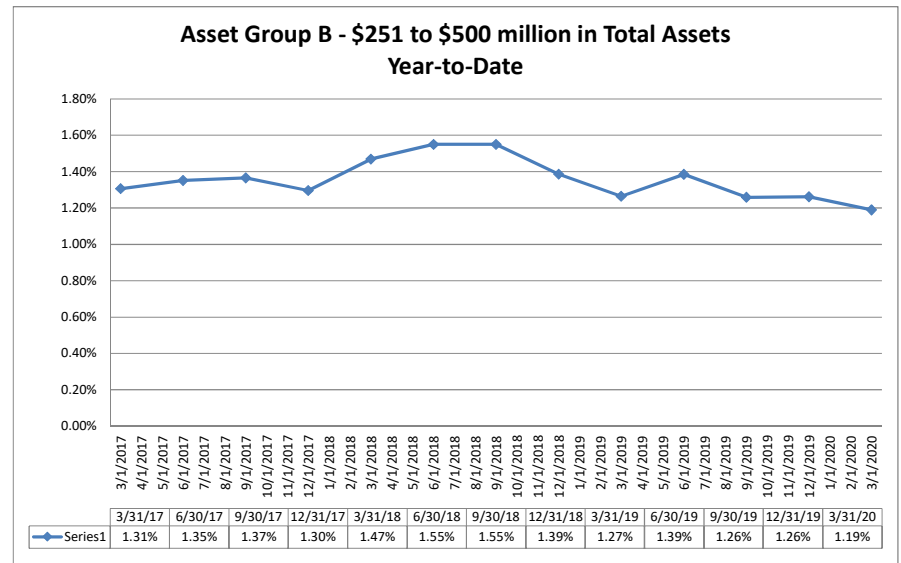
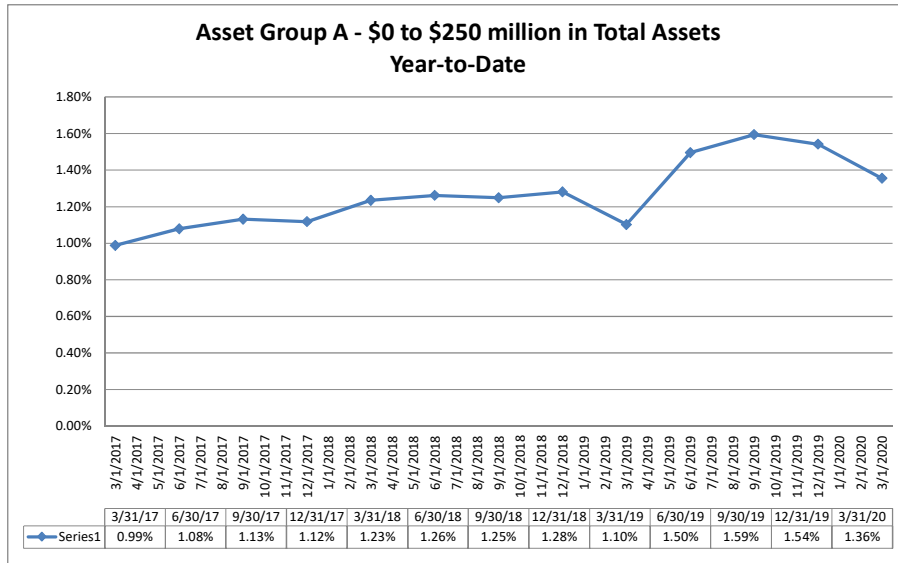
6565 Americas Parkway NE
Suite 600
Albuquerque, NM 87110
(505) 878-7200

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



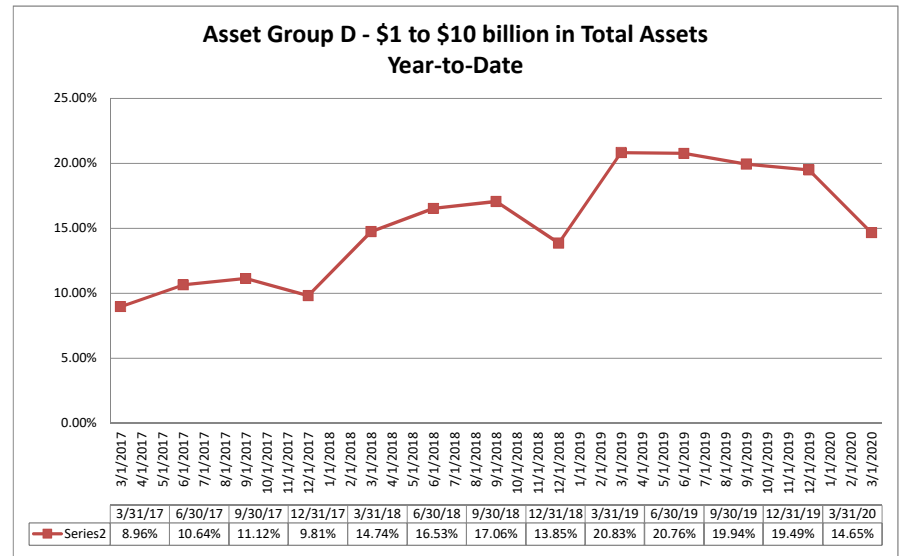
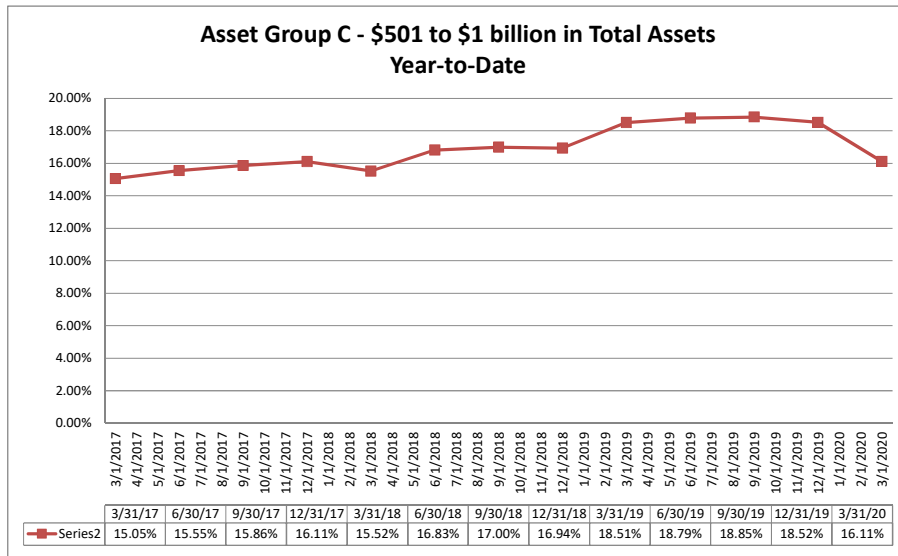
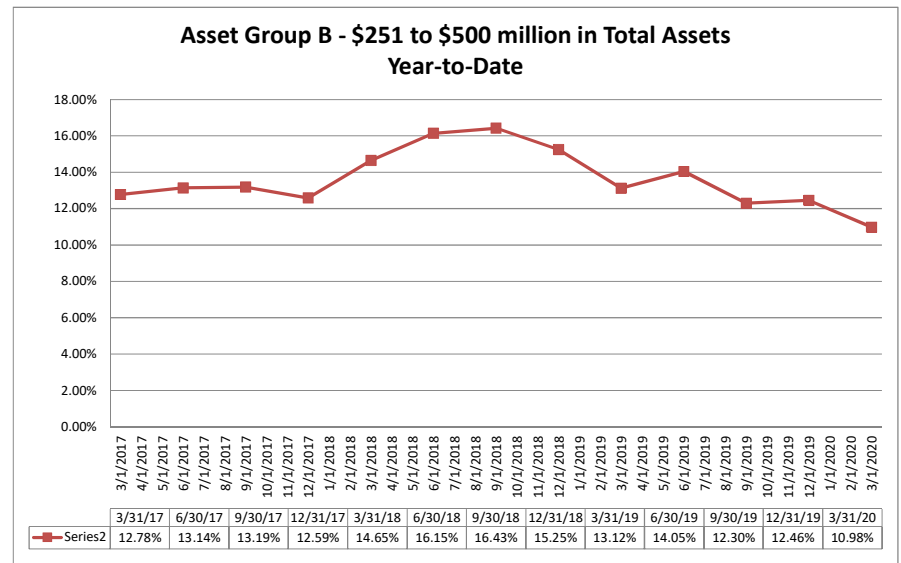
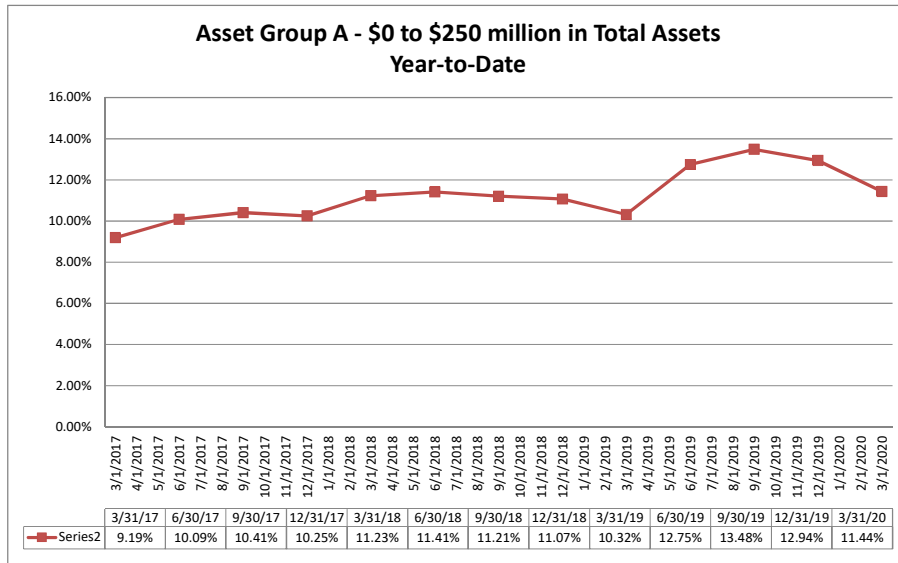
Source: SNL Financial

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

March 31, 2020

Run Date: June 1, 2020

| 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 | \$3,943 | \$14 | 1.43% | 1.69% | 89.14% | \$83 | \$14 | 1.43% | 1.69% | 89.14% | \$83 |
| | Tucumcari Federal Savings and Loan Association | \$35,320 | \$5 | 0.06% | 0.39% | 98.11% | \$85 | \$5 | 0.06% | 0.39% | 98.11% | \$85 |
| | Western Bank of Clovis | \$67,637 | \$167 | 0.93% | 6.77% | 67.23% | \$59 | \$167 | 0.93% | 6.77% | 67.23% | \$59 |
| | American Heritage Bank | \$98,896 | \$312 | 1.34% | 10.78% | 64.23% | \$75 | \$312 | 1.34% | 10.78% | 64.23% | \$75 |
| | First New Mexico Bank of Silver City | \$117,898 | \$428 | 1.47% | 11.89% | 65.46% | \$82 | \$428 | 1.47% | 11.89% | 65.46% | \$82 |
| | First New Mexico Bank, Las Cruces | \$122,339 | \$487 | 1.64% | 11.18% | 60.96% | \$73 | \$487 | 1.64% | 11.18% | 60.96% | \$73 |
| | Community 1st Bank Las Vegas | \$142,876 | \$489 | 1.36% | 12.75% | 67.14% | \$56 | \$489 | 1.36% | 12.75% | 67.14% | \$56 |
| | Bank of the Southwest | \$158,861 | \$364 | 0.92% | 10.24% | 85.21% | \$56 | \$364 | 0.92% | 10.24% | 85.21% | \$56 |
| | First State Bank | \$163,289 | \$41 | 0.10% | 1.01% | 70.44% | \$53 | \$41 | 0.10% | 1.01% | 70.44% | \$53 |
| | Main Bank | \$181,789 | \$856 | 1.93% | 22.06% | 46.67% | \$118 | \$856 | 1.93% | 22.06% | 46.67% | \$118 |
| | Valley Bank of Commerce | \$197,137 | \$1,115 | 2.33% | 23.82% | 42.26% | \$89 | \$1,115 | 2.33% | 23.82% | 42.26% | \$89 |
| | Western Bank | \$199,375 | \$1,040 | 2.14% | 17.97% | 58.89% | \$70 | \$1,040 | 2.14% | 17.97% | 58.89% | \$70 |
| | First New Mexico Bank | \$207,866 | \$798 | 1.52% | 10.66% | 51.69% | \$61 | \$798 | 1.52% | 10.66% | 51.69% | \$61 |
| | Bank of Clovis | \$226,903 | \$749 | 1.35% | 10.93% | 58.84% | \$109 | \$749 | 1.35% | 10.93% | 58.84% | \$109 |
| | Farmers & Stockmens Bank | \$228,248 | \$479 | 0.87% | 6.16% | 85.62% | \$130 | \$479 | 0.87% | 6.16% | 85.62% | \$130 |
| | Western Bank, Artesia, New Mexico | \$233,992 | \$1,322 | 2.33% | 23.99% | 37.52% | \$78 | \$1,322 | 2.33% | 23.99% | 37.52% | \$78 |
| | James Polk Stone Community Bank | \$235,848 | \$1,231 | 2.11% | 18.86% | 60.72% | \$63 | \$1,231 | 2.11% | 18.86% | 60.72% | \$63 |
| | Western Heritage Bank | \$240,916 | \$345 | 0.57% | 4.73% | 80.18% | \$72 | \$345 | 0.57% | 4.73% | 80.18% | \$72 |
| | Average of Asset Group A | \$159,063 | \$569 | 1.36% | 11.44% | 66.13% | \$78 | \$569 | 1.36% | 11.44% | 66.13% | \$78 |
| Asset Group B - \$251 to \$500 million in total assets | | | | | | | | | | | | |
| | Centinel Bank of Taos | \$290,680 | \$1,478 | 2.06% | 21.42% | 44.99% | \$61 | \$1,478 | 2.06% | 21.42% | 44.99% | \$61 |
| | Southwest Capital Bank | \$341,652 | (\$1,251) | (1.45%) | (13.43%) | 85.15% | \$56 | (\$1,251) | (1.45%) | (13.43%) | 85.15% | \$56 |
| | Citizens Bank of Clovis | \$355,099 | \$1,275 | 1.47% | 11.36% | 53.99% | \$60 | \$1,275 | 1.47% | 11.36% | 53.99% | \$60 |
| | Four Corners Community Bank | \$366,586 | \$1,822 | 1.98% | 16.00% | 48.75% | \$66 | \$1,822 | 1.98% | 16.00% | 48.75% | \$66 |
| | First National Bank | \$371,475 | \$1,830 | 1.96% | 15.48% | 57.40% | \$58 | \$1,830 | 1.96% | 15.48% | 57.40% | \$58 |
| | Lea County State Bank | \$393,095 | \$1,812 | 1.96% | 17.76% | 65.13% | \$70 | \$1,812 | 1.96% | 17.76% | 65.13% | \$70 |
| | BANK 34 | \$407,845 | \$317 | 0.32% | 3.05% | 78.16% | \$117 | \$317 | 0.32% | 3.05% | 78.16% | \$117 |
| | InBank | \$420,725 | \$5 | 0.00% | 0.03% | 96.56% | \$112 | \$5 | 0.00% | 0.03% | 96.56% | \$112 |
| | CNB Bank | \$462,619 | \$2,679 | 2.41% | 27.19% | 47.90% | \$81 | \$2,679 | 2.41% | 27.19% | 47.90% | \$81 |
| | Average of Asset Group B | \$378,864 | \$1,107 | 1.19% | 10.98% | 64.23% | \$76 | \$1,107 | 1.19% | 10.98% | 64.23% | \$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.

Performance Analysis

March 31, 2020

Run Date: June 1, 2020

| 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 | \$537,198 | \$2,539 | 1.91% | 24.67% | 49.90% | \$67 | \$2,539 | 1.91% | 24.67% | 49.90% | \$67 |
| | Citizens Bank of Las Cruces | \$641,427 | \$3,531 | 2.26% | 20.70% | 56.16% | \$102 | \$3,531 | 2.26% | 20.70% | 56.16% | \$102 |
| | Citizens Bank | \$713,998 | \$2,782 | 1.58% | 14.98% | 53.32% | \$56 | \$2,782 | 1.58% | 14.98% | 53.32% | \$56 |
| | Pioneer Bank | \$794,140 | \$1,886 | 0.96% | 9.35% | 73.04% | \$69 | \$1,886 | 0.96% | 9.35% | 73.04% | \$69 |
| | Century Bank | \$915,574 | \$2,621 | 1.16% | 10.87% | 70.08% | \$103 | \$2,621 | 1.16% | 10.87% | 70.08% | \$103 |
| | Average of Asset Group C | \$720,467 | \$2,672 | 1.57% | 16.11% | 60.50% | \$80 | \$2,672 | 1.57% | 16.11% | 60.50% | \$80 |
| Asset Group D - \$1 billion to \$10 billion in total assets | | | | | | | | | | | | |
| | First American Bank | \$1,263,696 | \$6,367 | 2.01% | 19.27% | 52.53% | \$84 | \$6,367 | 2.01% | 19.27% | 52.53% | \$84 |
| | New Mexico Bank & Trust | \$1,675,097 | \$3,985 | 0.93% | 10.03% | 52.91% | \$80 | \$3,985 | 0.93% | 10.03% | 52.91% | \$80 |
| | Average of Asset Group D | \$1,469,397 | \$5,176 | 1.47% | 14.65% | 52.72% | \$82 | \$5,176 | 1.47% | 14.65% | 52.72% | \$82 |

Source: SNL Financial

Note: Report includes only bank-level data.

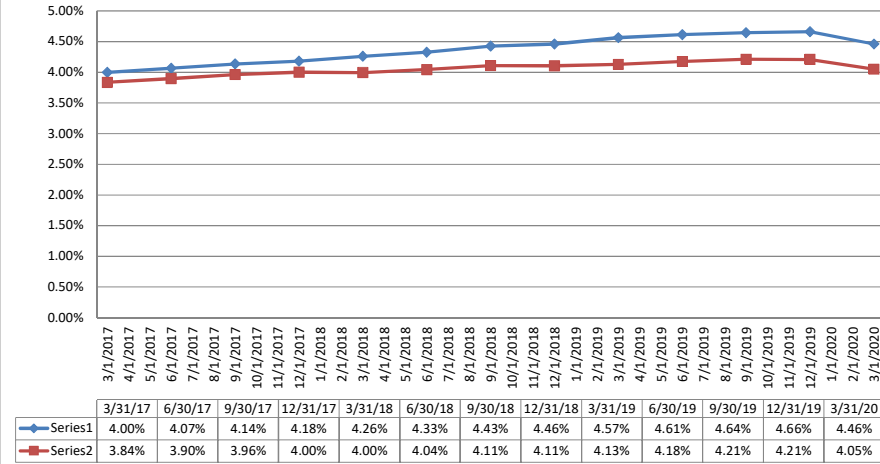
NA = data was not available.

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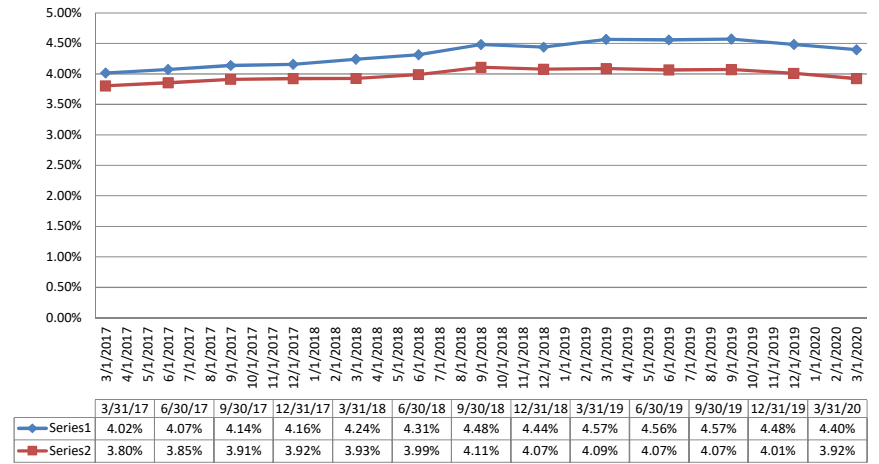
Balance Sheet & Net Interest Margin

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

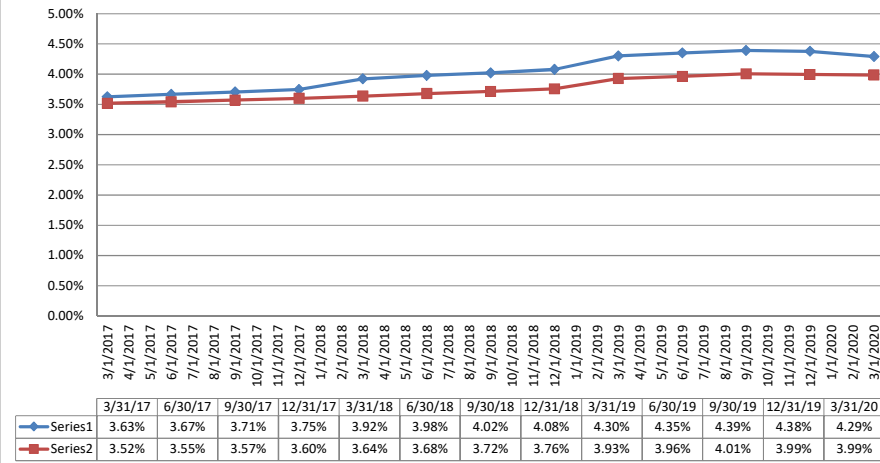
Asset Group A - \$0 to \$250 million in Total Assets
Year-to-Date



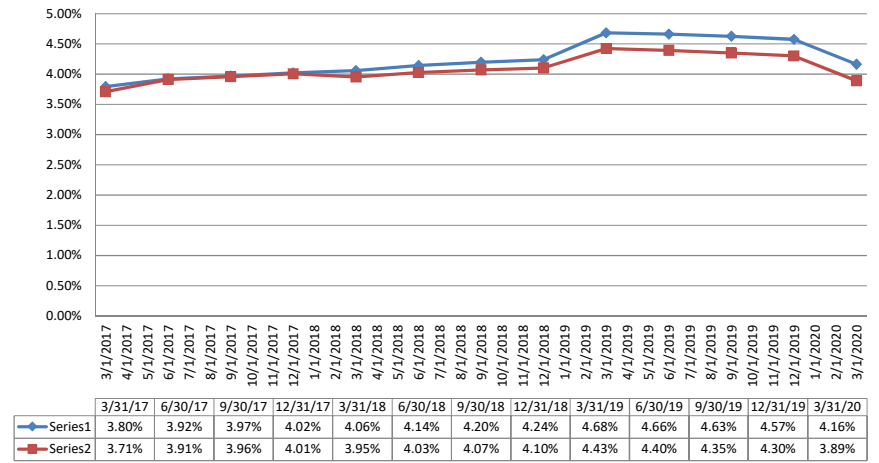
Asset Group B - \$251 to \$500 million in Total Assets
Year-to-Date



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



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



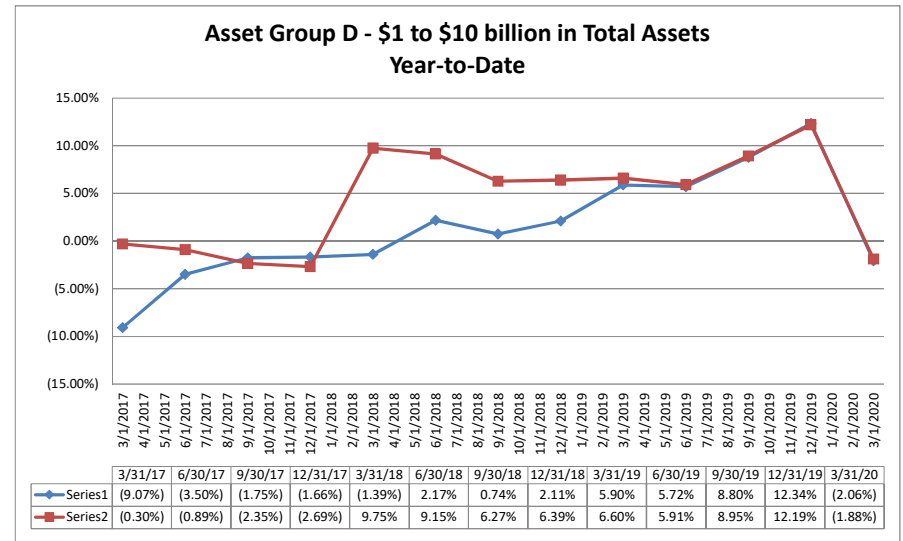
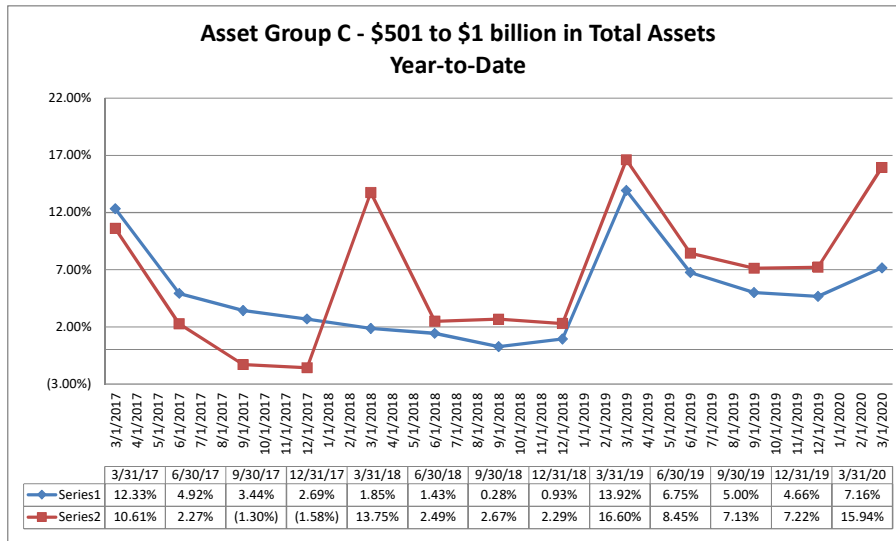
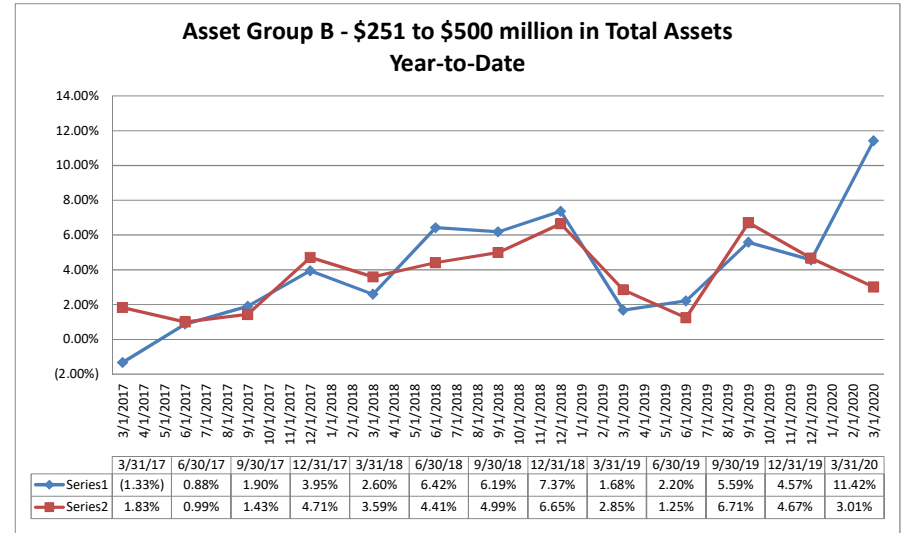
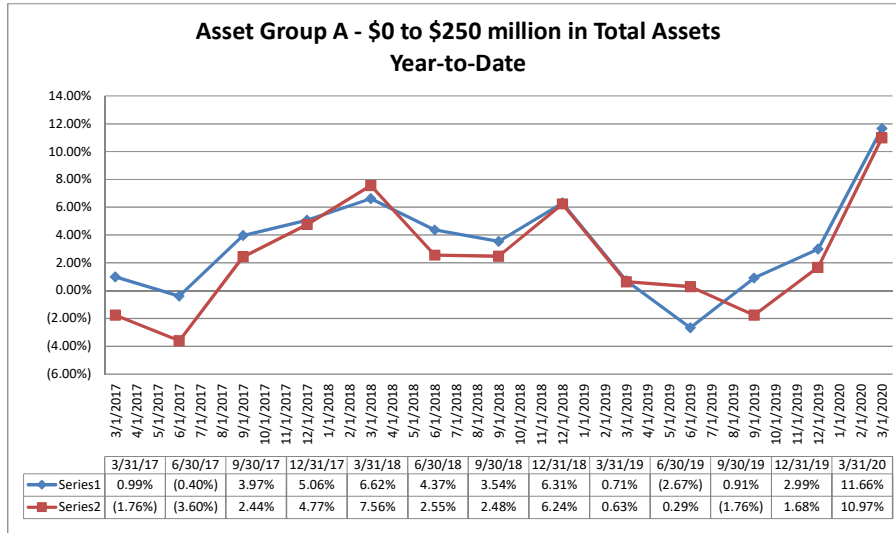
Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

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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

March 31, 2020

Run Date: June 1, 2020

| 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 | \$3,943 | \$0 | \$500 | 0.00% | NM | \$1,314 | 1.82% | 3.20% | 3.20% | 1.33% | 4.62% | 0.00% |
| | Tucumcari Federal Savings and Loan Association | \$35,320 | \$22,362 | \$23,797 | 93.97% | 17.55% | \$5,046 | 4.60% | 1.61% | 1.61% | 3.19% | 18.81% | 22.57% |
| | Western Bank of Clovis | \$67,637 | \$43,722 | \$43,034 | 101.60% | 19.39% | \$6,764 | 4.60% | 0.89% | 0.72% | 3.95% | (38.56%) | (55.56%) |
| | American Heritage Bank | \$98,896 | \$54,653 | \$83,561 | 65.40% | 41.91% | \$5,494 | 4.64% | 0.89% | 0.65% | 4.13% | 34.81% | 25.86% |
| | First New Mexico Bank of Silver City | \$117,898 | \$49,507 | \$100,627 | 49.20% | 63.35% | \$4,367 | 4.43% | 0.45% | 0.37% | 4.27% | 14.45% | 17.58% |
| | First New Mexico Bank, Las Cruces | \$122,339 | \$63,657 | \$101,484 | 62.73% | 48.09% | \$4,078 | 5.04% | 0.73% | 0.49% | 4.71% | 25.58% | 31.02% |
| | Community 1st Bank Las Vegas | \$142,876 | \$54,726 | \$126,862 | 43.14% | 44.62% | \$3,969 | 4.10% | 0.36% | 0.30% | 3.86% | (10.26%) | (13.56%) |
| | Bank of the Southwest | \$158,861 | \$126,443 | \$139,847 | 90.42% | 16.11% | \$1,914 | 6.18% | 0.16% | 0.13% | 6.05% | 4.24% | 5.47% |
| | First State Bank | \$163,289 | \$7,693 | \$147,008 | 5.23% | 63.38% | \$5,631 | 3.21% | 0.12% | 0.11% | 3.12% | 11.11% | 13.39% |
| | Main Bank | \$181,789 | \$117,191 | \$165,423 | 70.84% | 34.39% | \$12,119 | 4.73% | 1.11% | 0.92% | 3.86% | 35.74% | 38.27% |
| | Valley Bank of Commerce | \$197,137 | \$86,844 | \$178,562 | 48.64% | 59.15% | \$9,857 | 4.09% | 0.31% | 0.17% | 3.93% | 20.35% | 25.34% |
| | Western Bank | \$199,375 | \$72,850 | \$169,732 | 42.92% | 60.24% | \$4,747 | 3.92% | 0.54% | 0.32% | 3.75% | 12.15% | 2.31% |
| | First New Mexico Bank | \$207,866 | \$95,459 | \$175,423 | 54.42% | 46.79% | \$5,939 | 4.27% | 0.36% | 0.24% | 4.22% | 7.04% | 8.67% |
| | Bank of Clovis | \$226,903 | \$117,397 | \$187,049 | 62.76% | 27.46% | \$7,091 | 4.65% | 0.98% | 0.71% | 4.12% | 28.65% | 36.11% |
| | Farmers & Stockmens Bank | \$228,248 | \$175,500 | \$183,399 | 95.69% | 23.49% | \$3,084 | 5.41% | 1.15% | 0.73% | 4.75% | 9.27% | (5.98%) |
| | Western Bank, Artesia, New Mexico | \$233,992 | \$100,431 | \$211,170 | 47.56% | 57.02% | \$9,360 | 4.02% | 0.37% | 0.17% | 3.90% | 25.98% | 26.26% |
| | James Polk Stone Community Bank | \$235,848 | \$125,212 | \$201,628 | 62.10% | 35.26% | \$3,231 | 5.33% | 0.20% | 0.09% | 5.29% | 10.53% | 25.48% |
| | Western Heritage Bank | \$240,916 | \$186,596 | \$200,884 | 92.89% | 20.58% | \$3,706 | 5.23% | 1.21% | 0.81% | 4.44% | (4.57%) | (5.72%) |
| | Average of Asset Group A | \$159,063 | \$83,347 | \$135,555 | 60.53% | 39.93% | \$5,428 | 4.46% | 0.81% | 0.65% | 4.05% | 11.66% | 10.97% |
| Asset Group B - \$251 to \$500 million in total assets | | | | | | | | | | | | | |
| | Centinel Bank of Taos | \$290,680 | \$105,491 | \$258,322 | 40.84% | 54.27% | \$6,319 | 3.57% | 0.24% | 0.15% | 3.52% | 16.02% | 11.15% |
| | Southwest Capital Bank | \$341,652 | \$218,152 | \$299,387 | 72.87% | 31.54% | \$4,067 | 4.82% | 0.62% | 0.41% | 4.43% | 3.85% | 2.66% |
| | Citizens Bank of Clovis | \$355,099 | \$193,837 | \$298,899 | 64.85% | 33.45% | \$5,918 | 4.03% | 1.10% | 0.83% | 3.24% | 9.19% | 8.01% |
| | Four Corners Community Bank | \$366,586 | \$265,804 | \$284,413 | 93.46% | 16.22% | \$4,471 | 4.74% | 0.91% | 0.60% | 4.23% | 1.69% | (4.53%) |
| | First National Bank | \$371,475 | \$136,734 | \$321,470 | 42.53% | 45.89% | \$3,752 | 4.03% | 0.45% | 0.21% | 3.86% | (15.95%) | (22.36%) |
| | Lea County State Bank | \$393,095 | \$116,567 | \$327,531 | 35.59% | 60.36% | \$5,697 | 3.52% | 0.67% | 0.34% | 3.27% | 33.89% | 25.11% |
| | BANK 34 | \$407,845 | \$312,840 | \$308,231 | 101.50% | 17.98% | \$7,155 | 5.43% | 1.61% | 1.38% | 4.13% | 14.87% | 2.77% |
| | InBank | \$420,725 | \$260,449 | \$295,864 | 88.03% | 4.94% | \$4,085 | 4.99% | 1.03% | 0.76% | 4.37% | 27.56% | (9.52%) |
| | CNB Bank | \$462,619 | \$241,422 | \$419,281 | 57.58% | 37.71% | \$6,008 | 4.43% | 0.21% | 0.43% | 4.26% | 11.63% | 13.83% |
| | Average of Asset Group B | \$378,864 | \$205,700 | \$312,600 | 66.36% | 33.60% | \$5,275 | 4.40% | 0.76% | 0.57% | 3.92% | 11.42% | 3.01% |

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

March 31, 2020

Run Date: June 1, 2020

| 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 | \$537,198 | \$257,363 | \$497,310 | 51.75% | 39.38% | \$5,655 | 4.41% | 0.37% | 0.16% | 4.20% | 10.99% | 14.50% |
| | Citizens Bank of Las Cruces | \$641,427 | \$449,515 | \$565,987 | 79.42% | 17.01% | \$5,627 | 4.72% | 0.57% | 0.39% | 4.38% | 18.18% | 18.13% |
| | Citizens Bank | \$713,998 | \$267,004 | \$584,272 | 45.70% | 55.65% | \$5,805 | 3.74% | 0.65% | 0.49% | 3.38% | 12.64% | 21.75% |
| | Pioneer Bank | \$794,140 | \$393,743 | \$599,060 | 65.73% | 31.53% | \$4,902 | 3.71% | 0.54% | 0.44% | 3.27% | (9.22%) | 18.41% |
| | Century Bank | \$915,574 | \$590,317 | \$815,176 | 72.42% | 26.43% | \$4,819 | 4.88% | 0.52% | 0.27% | 4.70% | 3.22% | 6.92% |
| | Average of Asset Group C | \$766,285 | \$391,588 | \$612,361 | 63.00% | 34.00% | \$5,362 | 4.29% | 0.53% | 0.35% | 3.99% | 7.16% | 15.94% |
| Asset Group D - \$1 billion to \$10 billion in total assets | | | | | | | | | | | | | |
| | First American Bank | \$1,263,696 | \$661,658 | \$1,092,857 | 60.54% | 31.37% | \$5,377 | 4.19% | 0.48% | 0.31% | 3.95% | 15.83% | 25.39% |
| | New Mexico Bank & Trust | \$1,675,097 | \$1,098,994 | \$1,451,041 | 75.74% | 11.20% | \$12,595 | 4.14% | 0.60% | 0.38% | 3.83% | (19.95%) | (29.14%) |
| | Average of Asset Group D | \$1,469,397 | \$880,326 | \$1,271,949 | 68.14% | 21.29% | \$8,986 | 4.16% | 0.54% | 0.35% | 3.89% | (2.06%) | (1.88%) |

Source: SNL Financial

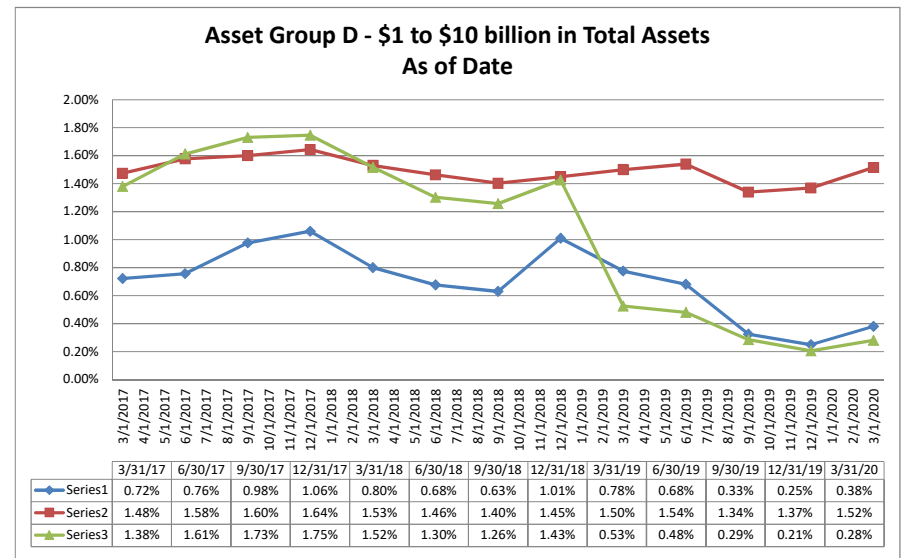
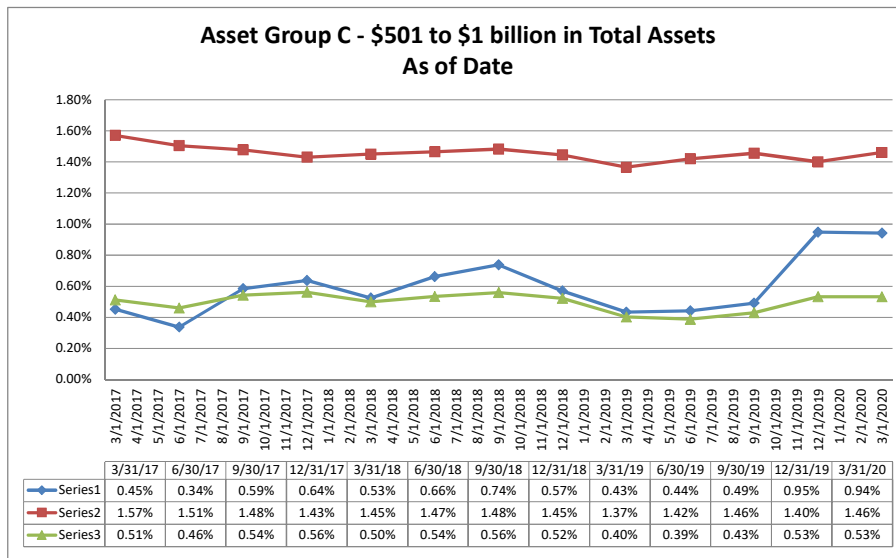
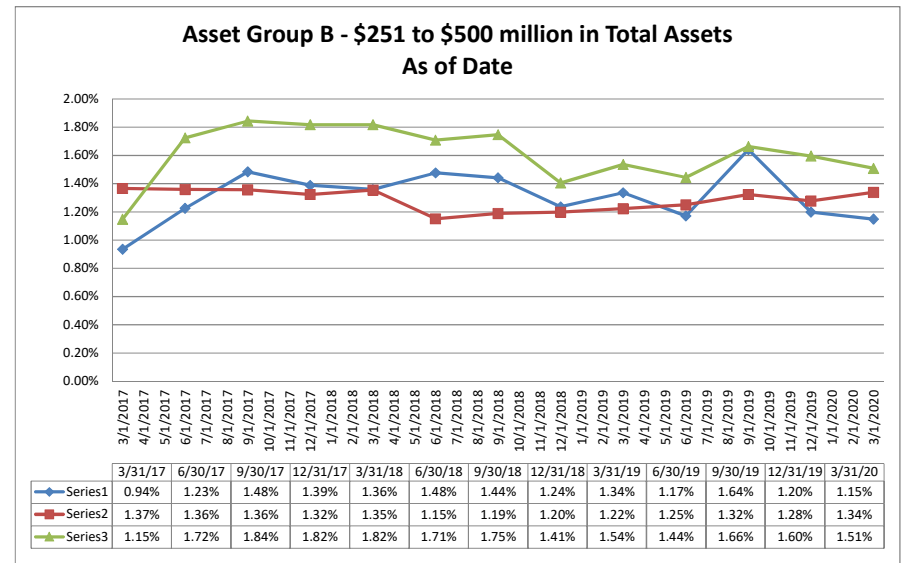
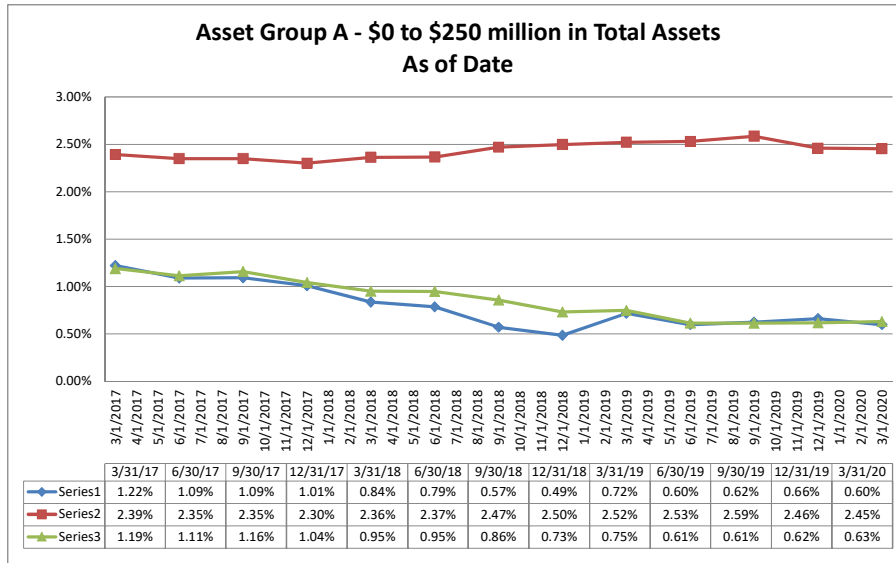
Note: Report includes only bank-level data.

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



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

March 31, 2020

Run Date: June 1, 2020

| 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 | NPA's/Total Assets (%) |
| Asset Group A - \$0 to \$250 million in total assets | | | | | | | | |
| | DSRM National Bank | \$3,943 | \$0 | NA | NA | NA | 0.00% | 0.00% |
| | Tucumcari Federal Savings and Loan Association | \$35,320 | \$501 | 2.24% | 1.10% | 49.10% | 10.77% | 1.42% |
| | Western Bank of Clovis | \$67,637 | \$0 | 0.00% | 1.48% | 35.77% | 17.09% | 2.67% |
| | American Heritage Bank | \$98,896 | \$520 | 0.95% | 1.65% | 173.85% | 4.24% | 0.53% |
| | First New Mexico Bank of Silver City | \$117,898 | \$30 | 0.06% | 1.90% | NM | 0.19% | 0.03% |
| | First New Mexico Bank, Las Cruces | \$122,339 | \$102 | 0.16% | 2.45% | NM | 0.53% | 0.08% |
| | Community 1st Bank Las Vegas | \$142,876 | \$194 | 0.35% | 1.76% | 358.74% | 8.91% | 0.99% |
| | Bank of the Southwest | \$158,861 | \$333 | 0.26% | 1.01% | 382.28% | 12.28% | 1.19% |
| | First State Bank | \$163,289 | \$69 | 0.90% | 14.19% | 713.73% | 0.90% | 0.09% |
| | Main Bank | \$181,789 | \$0 | 0.00% | 1.31% | NA | 0.00% | 0.00% |
| | Valley Bank of Commerce | \$197,137 | \$570 | 0.66% | 1.44% | 219.82% | 3.36% | 0.29% |
| | Western Bank | \$199,375 | \$133 | 0.18% | 3.88% | 232.35% | 5.29% | 0.61% |
| | First New Mexico Bank | \$207,866 | \$1,071 | 1.12% | 1.76% | 156.58% | 4.10% | 0.59% |
| | Bank of Clovis | \$226,903 | \$935 | 0.80% | 1.79% | 185.06% | 3.89% | 0.50% |
| | Farmers & Stockmens Bank | \$228,248 | \$24 | 0.01% | 1.40% | NM | 1.17% | 0.17% |
| | Western Bank, Artesia, New Mexico | \$233,992 | \$1,969 | 1.96% | 1.67% | 85.37% | 11.27% | 0.91% |
| | James Polk Stone Community Bank | \$235,848 | \$650 | 0.52% | 2.21% | 136.10% | 13.56% | 1.27% |
| | Western Heritage Bank | \$240,916 | \$0 | 0.00% | 0.72% | NA | 0.00% | 0.00% |
| | Average of Asset Group A | \$159,063 | \$395 | 0.60% | 2.45% | 227.40% | 5.42% | 0.63% |

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

| | | | | | | | | |
|--|-----------------------------|-----------|----------|-------|-------|---------|--------|-------|
| | Centinel Bank of Taos | \$290,680 | \$281 | 0.27% | 1.52% | 571.53% | 2.29% | 0.10% |
| | Southwest Capital Bank | \$341,652 | \$2,260 | 1.04% | 1.97% | 50.75% | 39.96% | 4.93% |
| | Citizens Bank of Clovis | \$355,099 | \$764 | 0.39% | 1.18% | 299.48% | 1.63% | 0.22% |
| | Four Corners Community Bank | \$366,586 | \$15,903 | 5.98% | 1.66% | 27.79% | 33.55% | 4.52% |
| | First National Bank | \$371,475 | \$1,633 | 1.19% | 1.77% | 93.32% | 6.51% | 0.90% |
| | Lea County State Bank | \$393,095 | \$88 | 0.08% | 1.26% | NM | 0.31% | 0.03% |
| | BANK 34 | \$407,845 | \$3,410 | 1.09% | 1.09% | 97.61% | 7.66% | 0.85% |
| | InBank | \$420,725 | \$629 | 0.24% | 0.48% | 21.44% | 16.20% | 1.98% |
| | CNB Bank | \$462,619 | \$171 | 0.07% | 1.11% | NM | 1.01% | 0.04% |
| | Average of Asset Group B | \$378,864 | \$2,793 | 1.15% | 1.34% | 165.99% | 12.13% | 1.51% |

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

March 31, 2020

Run Date: June 1, 2020

| 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 C - \$501 million to \$1 billion in total assets | | | | | | | | |
| | Western Commerce Bank | \$537,198 | \$1,148 | 0.45% | 1.20% | 268.21% | 4.86% | 0.35% |
| | Citizens Bank of Las Cruces | \$641,427 | \$566 | 0.13% | 1.77% | 510.98% | 2.16% | 0.26% |
| | Citizens Bank | \$713,998 | \$8,160 | 3.06% | 1.78% | 58.17% | 10.11% | 1.14% |
| | Pioneer Bank | \$794,140 | \$3,904 | 0.99% | 1.14% | 100.70% | 5.38% | 0.56% |
| | Century Bank | \$915,574 | \$475 | 0.08% | 1.41% | 855.53% | 3.11% | 0.35% |
| | Average of Asset Group C | \$720,467 | \$2,851 | 0.94% | 1.46% | 358.72% | 5.12% | 0.53% |
| Asset Group D - \$1 billion to \$10 billion in total assets | | | | | | | | |
| | First American Bank | \$1,263,696 | \$2,937 | 0.44% | 1.93% | 404.30% | 2.37% | 0.26% |
| | New Mexico Bank & Trust | \$1,675,097 | \$3,501 | 0.32% | 1.10% | 345.93% | 3.23% | 0.30% |
| | Average of Asset Group D | \$1,469,397 | \$3,219 | 0.38% | 1.52% | 375.12% | 2.80% | 0.28% |

Source: SNL Financial

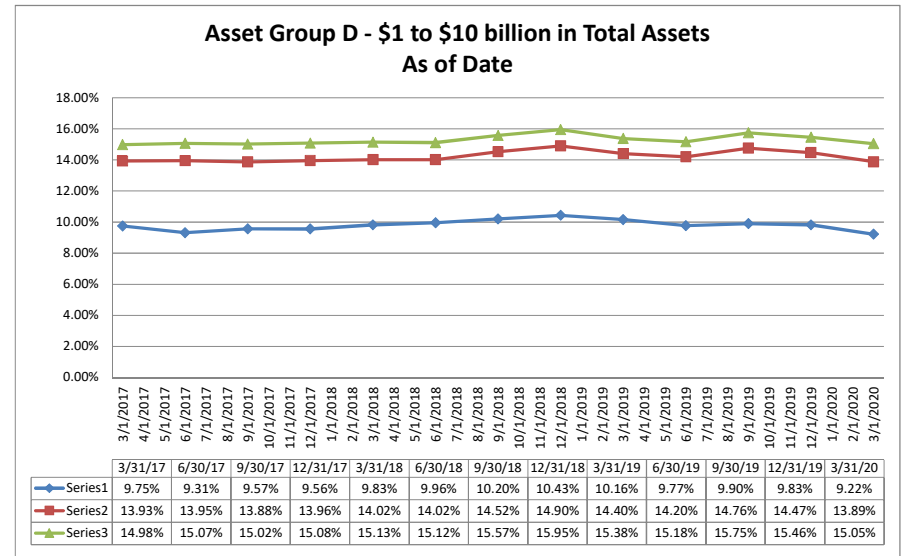
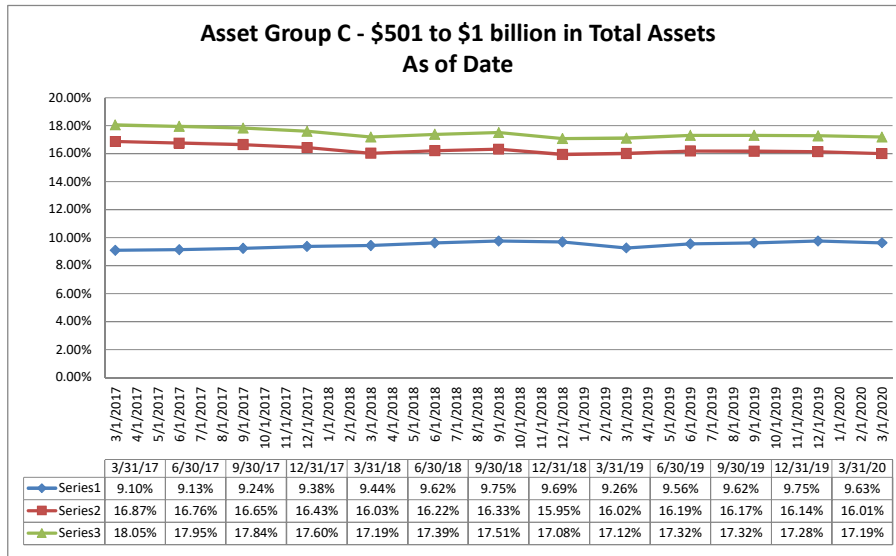
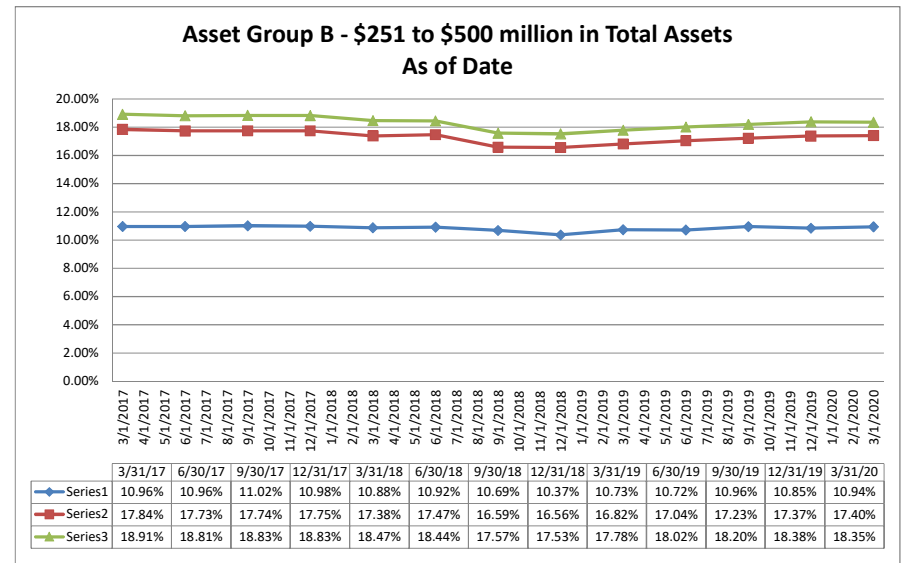
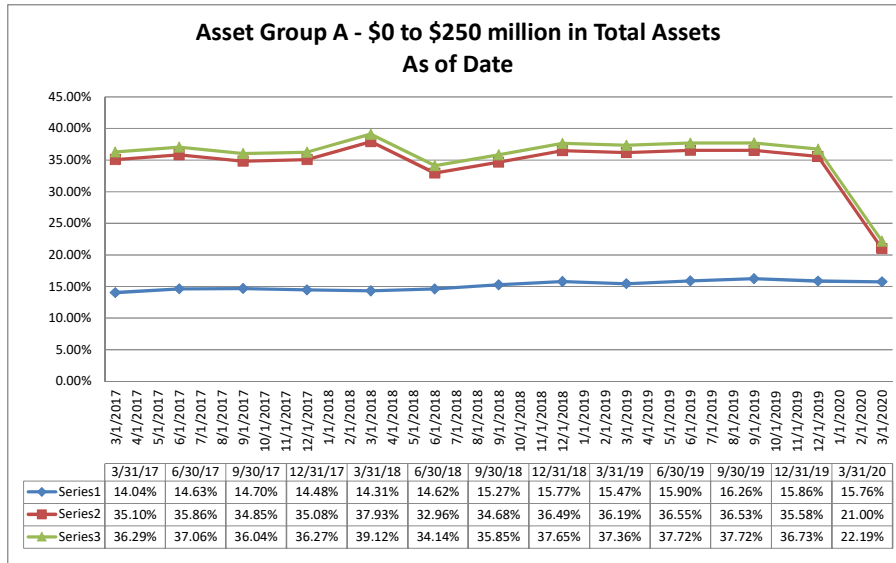
Note: Report includes only bank-level data.

NA = data was not available.

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Capital Adequacy

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



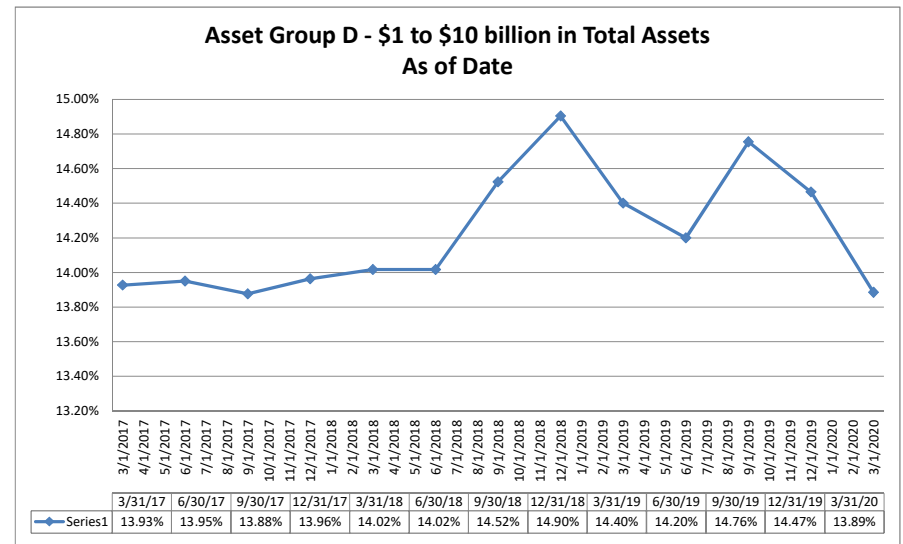
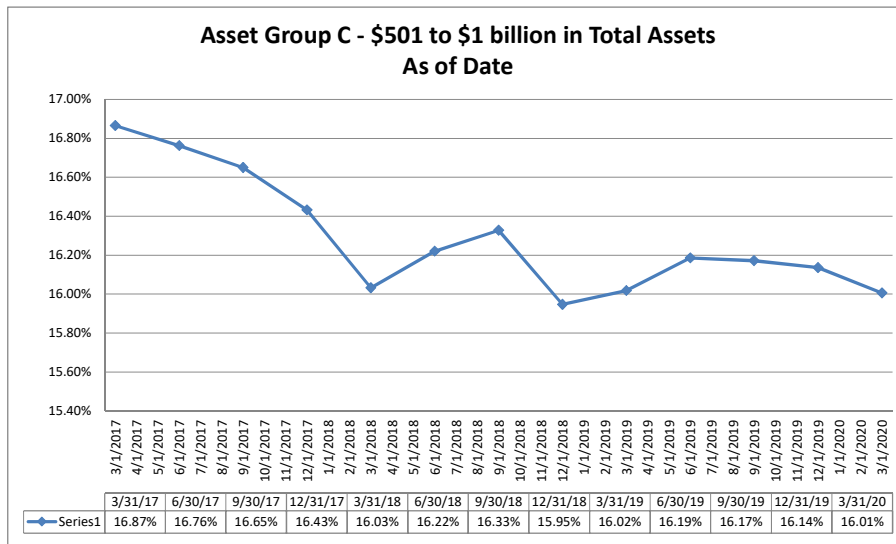
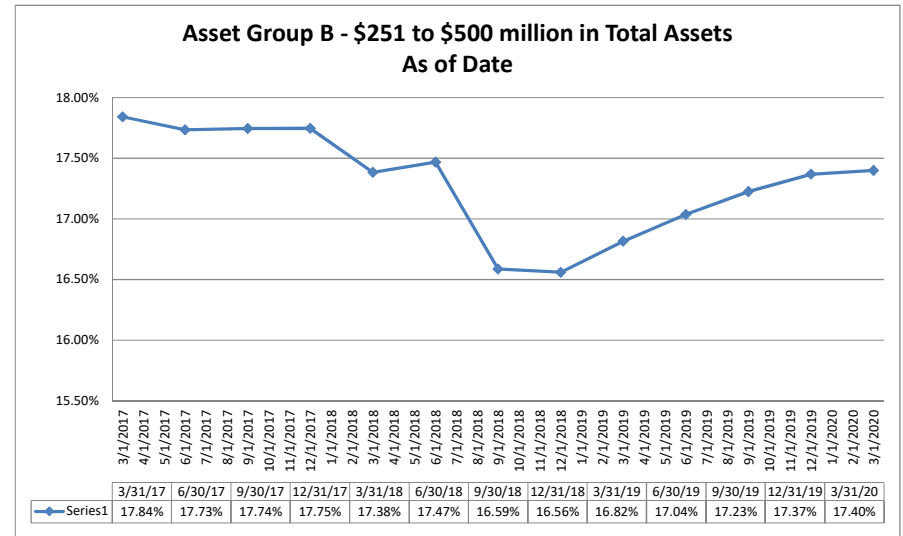
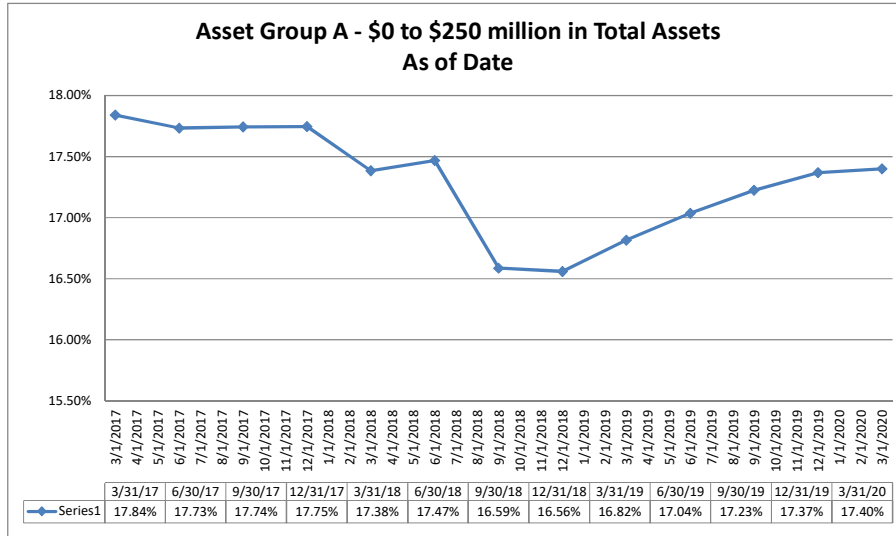
Source: SNL Financial

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

March 31, 2020

Run Date: June 1, 2020

| | | 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 A - \$0 to \$250 million in total assets | | | | | | | | | |
| | DSRM National Bank | \$3,943 | \$3,321 | \$3,321 | \$3,321 | 84.68% | NA | NA | NA |
| | Tucumcari Federal Savings and Loan Association | \$35,320 | \$5,020 | \$5,174 | \$5,174 | 15.15% | 31.93% | 33.19% | 31.93% |
| | Western Bank of Clovis | \$67,637 | \$9,941 | \$9,941 | \$9,941 | 13.86% | NA | NA | NA |
| | American Heritage Bank | \$98,896 | \$11,348 | \$10,522 | \$10,522 | 11.30% | 14.32% | 15.55% | 14.32% |
| | First New Mexico Bank of Silver City | \$117,898 | \$14,470 | \$14,354 | \$14,354 | 12.36% | 18.82% | 20.06% | 18.82% |
| | First New Mexico Bank, Las Cruces | \$122,339 | \$17,514 | \$17,514 | \$17,514 | 14.76% | 23.44% | 24.70% | 23.44% |
| | Community 1st Bank Las Vegas | \$142,876 | \$15,666 | \$14,471 | \$14,471 | 10.07% | 21.04% | 22.29% | 21.04% |
| | Bank of the Southwest | \$158,861 | \$14,138 | \$14,138 | \$14,138 | 8.91% | 12.33% | 13.45% | 12.33% |
| | First State Bank | \$163,289 | \$15,985 | \$15,985 | \$15,985 | 9.80% | 45.15% | 46.42% | 45.15% |
| | Main Bank | \$181,789 | \$15,711 | \$15,617 | \$15,617 | 8.79% | 12.40% | 13.64% | 12.40% |
| | Valley Bank of Commerce | \$197,137 | \$18,251 | \$18,248 | \$18,248 | 9.54% | 19.99% | 21.24% | 19.99% |
| | Western Bank | \$199,375 | \$23,565 | \$22,270 | \$22,270 | 11.43% | 25.01% | 26.28% | 25.01% |
| | First New Mexico Bank | \$207,866 | \$29,829 | \$29,829 | \$29,829 | 14.16% | NA | NA | NA |
| | Bank of Clovis | \$226,903 | \$27,168 | \$27,854 | \$27,854 | 12.55% | 25.57% | 26.83% | 25.57% |
| | Farmers & Stockmens Bank | \$228,248 | \$33,258 | \$30,043 | \$30,043 | 13.78% | 15.66% | 16.91% | 15.66% |
| | Western Bank, Artesia, New Mexico | \$233,992 | \$22,649 | \$21,232 | \$21,232 | 9.34% | 15.57% | 16.80% | 15.57% |
| | James Polk Stone Community Bank | \$235,848 | \$25,838 | \$27,159 | \$27,159 | 11.66% | NA | NA | NA |
| | Western Heritage Bank | \$240,916 | \$29,326 | \$27,756 | \$27,756 | 11.58% | 12.74% | 13.36% | 12.74% |
| | Average of Asset Group A | \$159,063 | \$18,500 | \$18,079 | \$18,079 | 15.76% | 21.00% | 22.19% | 21.00% |
| Asset Group B - \$251 to \$500 million in total assets | | | | | | | | | |
| | Centinel Bank of Taos | \$290,680 | \$29,589 | \$25,822 | \$25,822 | 8.98% | 22.90% | 24.15% | 22.90% |
| | Southwest Capital Bank | \$341,652 | \$37,814 | \$38,064 | \$38,064 | 11.04% | NA | NA | NA |
| | Citizens Bank of Clovis | \$355,099 | \$44,623 | \$44,137 | \$44,137 | 12.69% | NA | NA | NA |
| | Four Corners Community Bank | \$366,586 | \$46,067 | \$45,646 | \$45,646 | 12.38% | NA | NA | NA |
| | First National Bank | \$371,475 | \$49,038 | \$43,734 | \$43,734 | 11.69% | 21.32% | 22.54% | 21.32% |
| | Lea County State Bank | \$393,095 | \$42,395 | \$37,913 | \$37,913 | 10.24% | 20.74% | 21.55% | 20.74% |
| | BANK 34 | \$407,845 | \$42,168 | \$40,418 | \$40,418 | 10.36% | 12.91% | 14.00% | 12.91% |
| | InBank | \$420,725 | \$62,392 | \$48,652 | \$48,652 | 12.42% | 12.70% | 13.03% | 12.70% |
| | CNB Bank | \$462,619 | \$41,636 | \$38,483 | \$38,483 | 8.67% | 13.83% | 14.83% | 13.83% |
| | Average of Asset Group B | \$378,864 | \$43,969 | \$40,319 | \$40,319 | 10.94% | 17.40% | 18.35% | 17.40% |

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

March 31, 2020

Run Date: June 1, 2020

| | | 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 | \$537,198 | \$39,597 | \$39,596 | \$39,596 | 7.45% | 15.93% | 17.17% | 15.93% |
| | Citizens Bank of Las Cruces | \$641,427 | \$69,943 | \$65,627 | \$65,627 | 10.51% | 12.60% | 13.86% | 12.60% |
| | Citizens Bank | \$713,998 | \$77,390 | \$70,676 | \$70,676 | 10.05% | 21.21% | 22.46% | 21.21% |
| | Pioneer Bank | \$794,140 | \$81,544 | \$80,435 | \$80,435 | 10.25% | 18.43% | 19.50% | 18.43% |
| | Century Bank | \$915,574 | \$96,100 | \$89,005 | \$89,005 | 9.90% | 11.86% | 12.97% | 11.86% |
| | Average of Asset Group C | \$720,467 | \$72,915 | \$69,068 | \$69,068 | 9.63% | 16.01% | 17.19% | 16.01% |
| Asset Group D - \$1 billion to \$10 billion in total assets | | | | | | | | | |
| | First American Bank | \$1,263,696 | \$129,593 | \$124,711 | \$124,711 | 9.87% | 16.56% | 17.81% | 16.56% |
| | New Mexico Bank & Trust | \$1,675,097 | \$156,486 | \$145,518 | \$145,518 | 8.57% | 11.21% | 12.29% | 11.21% |
| | Average of Asset Group D | \$1,469,397 | \$143,040 | \$135,115 | \$135,115 | 9.22% | 13.89% | 15.05% | 13.89% |

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. |