

# Banks and Thrifts Sold in October 2012

## SELLER INFORMATION

## DEAL PRICE INFORMATION

Region/Buyer	ST	Target	City	ST	Total Assets (\$000)	Tg Equity/ Assets (%)	Equity/ Assets (%)	NPAs/ Assets (%)	ROAA (%)	ROAE (%)	# Brn.	Ann Date	Cons Type	Price/ Book (x)	Price/ Tg Book (x)	Price/ 8% Tg Book (x)	Price/ LTM Earnings (x)	Price/ Assets (%)	Price/ Deposits (%)
<b>East - New England</b>																			
NBT Bancorp Inc.	NY	Alliance Financial Corp.	Syracuse	NY	1,422,838	10.32	7.85	0.62	0.84	8.63	28	10/7/12	Common Stock	1.57	2.12	2.05	19.07	16.21	20.85
F.N.B. Corp.	PA	Annapolis Bancorp Inc.	Annapolis	MD	437,624	7.18	7.18	1.91	0.70	8.40	8	10/22/2012	Payments	1.60	1.60	1.54	18.59	11.53	14.70
Penns Woods Bancorp Inc.	PA	Luzerne National Bank Corp.	Luzerne	PA	306,243	9.11	9.11	1.28	0.76	8.40	8	10/18/2012	Cash, Common Stock	1.65	1.65	1.74	20.32	15.04	17.15
<b>North Central</b>																			
Pinnacle Bancorp Inc.	NE	First State Bank of Joplin*	Joplin	MO	177,526	12.11	12.11	0.93	1.07	9.57	6	10/9/2012		NA	NA	NA	NA	NA	NA
Pinnacle Bancorp Inc.	NE	Hastings State Bank*	Hastings	NE	139,501	7.93	7.93	2.58	0.45	5.97	7	10/10/12		NA	NA	NA	NA	NA	NA
American State Bancshares Inc.	KS	Holcomb Bancshares Inc.	Holcomb	KS	56,543	14.10	14.10	0.13	1.48	10.36	1	10/17/2012	Cash	NA	NA	NA	NA	NA	NA
Exchange Bkshs Corp. of KS	KS	Bnkg ops of Troy State Bank*	Troy	KS	26,926	9.74	9.74	0.90	0.15	1.50	1	10/3/2012		NA	NA	NA	NA	NA	NA
Hanston Insurance Agency Inc.	KS	Farmers' State Bk of Jetmore	Jetmore	KS	25,531	8.48	8.48	0.01	-0.13	-1.38	1	10/4/12		NA	NA	NA	NA	NA	NA
<b>South</b>																			
Bank of the Ozarks Inc.	AR	Genala Banc Inc.	Geneva	AL	170,412	16.81	16.81	1.16	0.98	6.02	1	10/4/2012	Cash, Common Stock	0.95	0.95	0.90	16.68	16.02	19.27
<b>Midwest</b>																			
Talmer Bancorp Inc.	MI	First Place Bank	Warren	OH	2,639,028	5.85	5.79	7.74	1.00	17.52	43	10/26/2012	Capital Contribution, Cash	0.29	0.29	0.49	1.64	1.71	2.11
LCNB Corp.	OH	First Capital Bancshares Inc.	Chillicothe	OH	152,740	9.07	8.27	0.65	0.68	6.69	6	10/9/2012	Cash, Common Stock, Unclassified	1.41	1.55	1.57	21.55	12.81	14.36
Investor group	OH	Citizens Bank of De Graff	De Graff	OH	28,612	12.59	12.59	1.26	-0.14	-1.11	1	10/26/2012	Capital Contribution, Unclassified	1.11	1.11	1.17	NM	13.98	16.24
<b>Southwest</b>																			
Pacific Premier Bancorp	CA	First Associations Bank*	Dallas	TX	356,164	12.87	12.87	0.00	0.89	7.18	1	10/15/2012	Cash, Common Stock	1.18	1.18	1.29	17.67	15.20	17.72
Jeff Davis Bancshares Inc.	LA	Guaranty Capital Corp.	Mamou	LA	143,371	11.05	11.05	1.03	0.73	6.85	4	10/12/12	Cash	NA	NA	NA	NA	NA	NA
<b>West</b>																			
SKBHC Holdings LLC	WA	PremierWest Bancorp	Medford	OR	1,157,550	7.00	6.87	NA	-0.66	-9.74	32	10/29/12	Cash	0.41	0.43	0.77	NM	5.01	5.71
BBCN Bancorp Inc.	CA	Pacific International Bancorp	Seattle	WA	208,612	19.00	19.00	NA	NA	NA	4	10/22/12	Cash, Common Stock	0.37	0.37	-0.49	NA	7.06	9.21
Sterling Financial Corp.	WA	American Heritage Holdings	La Mesa	CA	149,770	8.55	8.55	11.97	0.02	0.24	4	10/22/2012	Cash	0.51	0.51	0.47	NM	4.34	5.00
Heartland Financial USA Inc.	IA	Heritage Bank NA*	Phoenix	AZ	106,949	11.79	11.79	2.77	-0.81	-6.88	2	10/11/2012	Cash	1.24	1.24	1.35	NM	14.62	18.68
Pacific Continental Corp.	OR	Century Bank	Eugene	OR	87,100	13.89	13.89	5.40	1.06	8.13	1	10/23/12	Cash	1.11	1.11	1.19	14.26	15.38	18.85

Number of Deals 19

Maximum	2,639,028	19.00	19.00	11.97	1.48	17.52	43
Minimum	25,531	5.85	5.79	0.00	-0.81	-9.74	1
Average	410,160	10.92	10.74	2.37	0.50	4.80	8
Median	152,740	10.32	9.74	1.16	0.71	6.77	4

1.65	2.12	2.05	21.55	16.21	20.85
0.29	0.29	-0.49	1.64	1.71	2.11
1.03	1.09	1.08	16.22	11.45	13.83
1.11	1.11	1.19	18.13	13.98	16.24

\* S-Corp Target; ratios reflect fully taxed earnings assuming a 35% tax rate.