



The Cereghino Group
Corporate Investor Relations

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BANK PERFORMANCE REPORT

Company Name	SaviBank	Communities First Financial Corporation	New Resources Bank	State Bank Corp.	Cortland Bancorp	Eagle Bancorp Montana	Community West Bancshares	California Bank of Commerce
Ticker	SVVB	CFST	NWBN	SBAZ	CLDB	EBMT	CWBC	CABC
Total Assets (\$000)	\$ 198,235	\$ 352,027	\$ 352,503	\$ 590,276	\$ 619,893	\$ 683,677	\$ 748,300	\$ 762,945
Market Value (\$M)	\$ 25.9	\$ 40.3	\$ 35.0	\$ 62.6	\$ 83.1	\$ 71.8	\$ 82.2	\$ 115.5
Closing Price (5/5/17)	\$ 1.75	\$ 14.39	\$ 6.00	\$ 7.80	\$ 18.73	\$ 18.85	\$ 10.15	\$ 19.66
Diluted EPS	\$ 0.50	\$ 1.16	\$ 0.24	\$ 0.62	\$ 1.03	\$ 1.35	\$ 0.63	NA
Book Value per Share	\$ 1.72	\$ 11.20	\$ 7.01	\$ 6.86	\$ 13.09	\$ 15.75	\$ 8.21	\$ 13.34
Price/ Book	1.02	1.29	0.86	1.14	1.43	1.20	1.24	1.47
Price/LTM Earnings	3.50	12.41	24.72	12.58	18.18	13.96	16.11	19.64
Tangible Book Value per Share	\$ 1.72	\$ 11.20	\$ 7.01	\$ 5.90	\$ 13.09	\$ 13.81	\$ 8.21	\$ 12.01
Price/Tangible Book	1.02	1.29	0.86	1.32	1.43	1.36	1.24	1.44
Equity Growth	75.2%	12.6%	3.0%	44.7%	-0.4%	6.2%	6.6%	-0.8%
Asset Growth	30.1%	18.4%	20.2%	74.5%	5.0%	6.3%	20.2%	19.8%
Loan/Deposit Ratio	118.3%	76.9%	82.4%	63.7%	76.8%	92.9%	95.1%	92.2%
Total Equity/Total Assets	12.9%	9.0%	11.6%	9.3%	9.4%	8.8%	8.9%	10.3%
Tangible Common Equity/Tangible Assets	10.8%	10.8%	10.8%	10.8%	9.4%	7.8%	8.9%	NA
ROAE	35.7%	10.9%	3.9%	9.2%	7.6%	8.9%	8.2%	7.8%
ROAA	3.5%	1.0%	0.4%	0.9%	0.7%	0.8%	0.8%	0.8%
Current Dividend Yield	0.00%	0.00%	0.00%	1.79%	1.71%	1.70%	1.58%	0.00%
Net Operating Exp/Avg. Assets	2.98%	2.02%	3.02%	1.91%	2.32%	1.92%	3.10%	2.18%
Efficiency Ratio	77.4%	55.9%	78.5%	63.1%	74.7%	76.8%	71.2%	61.3%
Net Interest Margin (MRQ)	4.43%	4.06%	4.30%	3.89%	3.52%	3.61%	4.45%	4.26%
NPA's/Assets	0.79%	0.00%	0.01%	0.87%	1.41%	0.35%	NA	0.27%
NCO's/Average Loans	-0.21%	0.89%	-0.08%	0.04%	NA	0.12%	-0.10%	NA
Reserves/Loans	1.15%	1.21%	1.52%	0.89%	1.44%	1.02%	1.16%	1.44%
Shares Outstanding	14,820,000	2,797,448	5,831,227	8,029,691	4,435,000	3,811,387	8,103,139	5,875,502
Headquarters Location	Burlington, WA	Fresno, CA	San Francisco, CA	Lake Havasu City, AZ	Cortland, OH	Helena, MT	Goleta, CA	Lafayette, CA

Source: SNL Financial and company filings

Results and ratios are at, or based on, unaudited trailing twelve months ended 3/31/17

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Company Name	<i>Citizens Community Bancorp</i>	<i>Heartland BancCorp</i>	<i>Pacific Financial Corporation</i>	<i>Timberland Bancorp</i>	<i>Riverview Bancorp</i>	<i>Northrim Bancorp</i>	<i>Heritage Commerce Corporation</i>	<i>Banner Corporation</i>
Ticker	CZWI	HLAN	PFLC	TSBK	RVSB	NRIM	HTBK	BANR
Total Assets (\$000)	\$ 668,453	\$ 790,626	\$ 824,637	\$ 946,682	\$ 1,133,939	\$ 1,512,580	\$ 2,641,791	\$ 10,068,378
Market Value (\$M)	\$ 74.3	\$ 104.3	\$ 70.2	\$ 161.0	\$ 160.1	\$ 217.7	\$ 558.5	\$ 1,865.4
Closing Price (5/5/17)	\$ 14.10	\$ 65.99	\$ 6.75	\$ 21.92	\$ 7.11	\$ 31.50	\$ 14.70	\$ 56.41
Diluted EPS	\$ 0.57	\$ 5.41	\$ 0.54	\$ 1.59	\$ 0.33	\$ 2.13	\$ 0.73	\$ 2.72
Book Value per Share	\$ 12.22	\$ 45.48	\$ 7.33	\$ 14.27	\$ 4.94	\$ 27.40	\$ 6.95	\$ 39.92
Price/ Book	1.15	1.45	0.92	1.54	1.44	1.15	2.12	1.41
Price/LTM Earnings	24.74	12.20	12.50	13.79	21.55	14.79	20.14	20.74
Tangible Book Value per Share	\$ 11.19	\$ 45.21	\$ 6.03	\$ 13.50	\$ 3.68	\$ 25.04	\$ 5.57	\$ 31.68
Price/Tangible Book	1.26	1.46	1.12	1.62	1.93	1.26	2.64	1.78
Equity Growth	2.3%	11.9%	5.2%	13.6%	2.8%	5.0%	4.9%	0.2%
Asset Growth	11.1%	12.9%	10.7%	11.1%	23.1%	0.8%	13.5%	3.3%
Loan/Deposit Ratio	100.7%	89.0%	87.5%	84.8%	79.5%	77.0%	64.9%	88.1%
Total Equity/Total Assets	9.6%	9.1%	9.2%	11.1%	9.8%	12.5%	10.0%	13.1%
Tangible Common Equity/Tangible Assets	8.9%	9.0%	7.7%	10.5%	7.5%	11.6%	8.2%	10.7%
ROAE	4.7%	12.6%	7.4%	11.9%	6.7%	8.4%	10.8%	6.9%
ROAA	0.4%	1.2%	0.7%	1.3%	0.8%	1.0%	1.1%	0.9%
Current Dividend Yield	0.00%	2.37%	3.26%	2.01%	1.13%	2.67%	2.72%	1.77%
Net Operating Exp/Avg. Assets	2.22%	2.13%	2.62%	1.69%	2.38%	2.12%	1.91%	2.28%
Efficiency Ratio	74.3%	62.9%	78.1%	61.3%	76.0%	75.1%	55.0%	66.8%
Net Interest Margin (MRQ)	3.31%	3.90%	4.02%	3.88%	3.97%	4.39%	4.06%	4.25%
NPA's/Assets	1.05%	0.66%	0.62%	0.60%	0.27%	1.22%	0.21%	0.21%
NCO's/Average Loans	0.08%	0.07%	0.10%	0.03%	-0.10%	0.03%	0.10%	0.00%
Reserves/Loans	NA	0.97%	1.30%	1.39%	1.35%	2.01%	1.26%	1.15%
Shares Outstanding	5,266,895	1,580,228	10,394,828	7,345,477	22,510,890	6,909,865	37,995,085	33,068,076
Headquarters Location	Eau Claire, WI	Gahanna, OH	Aberdeen, WA	Hoquiam, WA	Vancouver, WA	Anchorage, AK	San Jose, CA	Walla Walla, WA

Source: SNL Financial and company filings

Results and ratios are at, or based on, unaudited trailing twelve months ended 3/31/17

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