Community bank earnings recap: \$5B to \$10B in assets Earnings reported up to May 6

City, state

San Diego, CA

Birmingham, AL

Bethesda, MD

Topeka, KS

Irvine, CA

Boston, MA

San Juan, PR

Warren, PA

Dubuque, IA

Uniondale, NY

Honolulu, HI

Newark, OH

Analysis limited to top/bottom 10 banks and thrifts traded on the Nasdaq, NYSE or NYSE MKT by efficiency ratio for the quarter ended March 31, 2016. Only companies with total assets between \$5 billion and \$10 billion as of March 31, 2016, that reported earnings up to

Walla Walla, WA

Conway, AR

Rank Company name (ticker)

Lowest efficiency ratio 1 Bofl Holding Inc. (BOFI)2

4 Eagle Bancorp Inc. (EGBN)

2 Home BancShares Inc. (HOMB)

3 ServisFirst Bancshares Inc. (SFBS)

Banc of California Inc. (BANC)

Northwest Bancshares Inc. (NWBI)

7 Heartland Financial USA Inc. (HTLF)

9 Central Pacific Financial Corp. (CPF)

Flushing Financial Corp. (FFIC)

OFG Bancorp (OFG)

Banner Corp. (BANR)

10 Park National Corp. (PRK)

Data compiled May 9, 2016.

Bank and thrift median^

Boston Private Financial Holdings Inc. (BPFH)

5 Capitol Federal Financial Inc. (CFFN)1

6	Great Western Bancorp Inc. (GWB) ¹	Sioux Falls, SD	9.94	44.95
7	Opus Bank (OPB)	Irvine, CA	6.93	45.11
8	CVB Financial Corp. (CVBF)	Ontario, CA	7.92	46.08
9	FCB Financial Holdings Inc. (FCB)	Weston, FL	7.84	46.37
10	BBCN Bancorp Inc. (BBCN)	Los Angeles, CA	8.07	48.06
	Highest efficiency ratio			
1	HomeStreet Inc. (HMST)	Seattle, WA	5.42	84.27

6.87	70.11
9.75	67.81
8.92	67.31
8.25	67.20

5.81

5.24

7.43

9.62

7.41

YOY

(%)

55.50

28.14

19.62

13.06

NA

8.85

33.11

3.34

21.28

6.27

12.95

24.90

0.34

-18.59

82.71

15.36

23.08

9.57

3.56

5.34

10.89

operating

revenue

growth

ROAA

(%) trend*

1.95

1.78

1.35

1.54

0.77

1.24

1.02

1.21

1.19

1.20

0.51

0.89

1.03

0.81

0.73

0.81

1.00

0.66

0.87

1.01

1.01

YOY

 \blacksquare

 \mathbf{A}

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Efficiency ratio

O1'16 change

(%)

31.66

37.54

39.33

41.17

42.47

83.17

72.55

65.52

65.01

64.28

59.89

YOY

(pps)

-2.40

-3.30

-1.04

-4.39

-1.45

-6.79

-7.77

3.31

-2.60

-2.68

7.44

7.31

3.78

19.74

2.35

0.74

-2.48

1.14

-4.56

2.64

-1.35

Total

assets

01'16

(\$B)

7.71

9.40

5.38

6.13

9.32

Source: SNL Financial, an offering of S&P Global Market Intelligence

May 6 are shown. All data shown is for the quarter ended March 31, 2016, and is based on GAAP filings. ¹ The guarter ended March 31, 2016, is the fiscal second guarter of 2016 for the company. ² The quarter ended March 31, 2016, is the fiscal third quarter of 2016 for the company.

^{*} The year-over-year comparison represents the change in actual values, not the change in values rounded to two decimal places. ^ Median for all major exchange-traded banks and thrifts with assets between \$5 billion and \$10 billion that have reported earnings up to May 6.

Year-over-year compares the guarter ended March 31, 2016, to the guarter ended March 31, 2015.

ROAA = return on average assets; YOY = year-over-year; pps = percentage points; NA = not available