



AMERICAN INTERSTATE BANK

Dear AIB Customer,

By now you have all heard about recent large bank failures on the West and East coasts. Understandably, these stories have shaken the financial world and the banking industry in particular. When we see these situations unfold, it is natural to wonder how this will affect *my* bank and *my* deposits. At American Interstate Bank we share your concerns, but we also are now given this valuable opportunity to share important information about our Bank and our very strong position in terms of financial strength and stability. It also is a good time to explain a little more about FDIC Deposit Insurance.

AIB remains very well-capitalized and well-positioned to serve our customers and our community. We were chartered in Elkhorn in 1915, remain the only bank so chartered, and will serve the community for generations to come. Our capital position currently stands at three times the amount of what the FDIC considers "well-capitalized". In fact, I am proud to report that, as of 12.31.22, AIB ranks #13 out of all 3,782 banks in the country with under \$3 billion in assets (see attached report). This puts us in the top 0.30% of all such banks while having the second highest level of capitalization in the top 25 of those banks. AIB's loan portfolio does not consist of any of the type of "risky" loans that caused the recent bank failures about which we have all read. Our loan portfolio of locally sourced loans to our neighbors, and their businesses, contains no under-performing loans. The conservative philosophy under which we operate provides an additional layer of security for each of our customers and their deposits.

About FDIC Deposit Insurance

The FDIC protects the money depositors place in insured banks in the unlikely event of an insured bank failure. Each depositor is insured to at least \$250,000 per insured account category. FDIC deposit insurance covers all types of deposits held at an insured bank. Since its creation in 1934, no one has ever lost a dime of FDIC insured deposits.

For customers who may have questions about FDIC deposit coverage, we are ready and prepared to assist you in identifying your coverage limits and ensuring that your deposit needs are being met. We also invite you to visit our website and go the "Resources" tab. Under the Education Center you will find a link that will take you to the FDIC Deposit Insurance calculator which will help you to determine your personal deposit coverage and how you can maximize your coverage limits.. The direct URL for this tool is: <https://edie.fdic.gov/calculator.html> We are also happy to help you navigate this in person or over the phone.

We sincerely appreciate your business and loyalty to AIB!

Cordially,

A handwritten signature in blue ink that reads "Daniel Palmquist". The signature is fluid and cursive.

Daniel Palmquist
President/CEO

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Best performing community banks of 2022 under \$3B in assets

Based on financials for the year ended Dec. 31, 2022

Ranking metrics

Rank	Company (top-level ticker)	City, state	Total assets (\$M)	ROATCE before tax and extra (%)	Efficiency ratio (%)	Cost of funds (%)	5-year avg. operating revenue growth (%)	5-year avg. NCOs/avg. loans and leases (%)	NPAs & loans 90+ PD/ total assets (%)	Leverage ratio (%)
1	Central Bank of Kansas City	Kansas City, MO	376.7	62.98	41.78	0.22	25.2	-0.13	0.00	12.98
2	Park State Bank	Duluth, MN	1,082.6	25.35	45.00	0.28	74.0	-0.10	0.25	9.96
3	First Bank	Erick, OK	101.1	33.58	41.70	0.16	8.5	-0.17	0.00	16.60
4	First General Bank	Rowland Heights, CA	1,176.4	26.16	23.00	0.49	14.2	0.00	0.08	17.62
5	First Bank and Trust Co. of Illinois	Palatina, IL	203.9	25.81	34.85	0.42	65.1	0.00	0.00	11.89
6	Santa Cruz County Bank (SCZC)	Santa Cruz, CA	1,744.5	27.55	38.62	0.12	21.6	0.00	0.18	10.39
7	Nebraska State Bank	Oshkosh, NE	66.8	26.14	34.42	0.49	3.7	0.00	0.42	16.40
8	M1 Bank	Clayton, MO	828.3	32.02	22.25	1.38	167.6	0.00	0.00	9.12
9	Brighton Bank	Salt Lake City, UT	297.8	34.03	45.75	0.02	11.5	0.00	0.07	10.64
10	Bank of Old Monroe	Old Monroe, MO	601.9	44.18	44.47	0.29	8.7	-0.02	0.01	11.92
11	Pioneer Trust Bank NA	Salem, OR	727.0	28.68	30.15	0.16	5.9	0.12	0.00	11.89
12	HCV Bank	Riverside, CA	970.6	26.84	38.33	0.08	6.5	0.01	0.00	10.08
13	Ameriban Interstate Bank	Elkhorn, NE	124.9	15.95	49.04	0.14	2.2	-0.09	0.00	17.31
14	Liberty State Bank	Powers Lake, ND	124.4	30.31	42.97	0.38	4.1	0.01	0.00	12.53
15	Winter Park National Bank	Winter Park, FL	714.0	24.00	38.64	0.31	176.7	0.00	0.00	6.76
16	Main Bank	Albuquerque, NM	244.6	26.30	41.71	0.18	14.7	-0.02	0.00	9.07
17	Mission Bank (MSBC)	Bakersfield, CA	1,492.5	23.64	43.78	0.11	23.3	0.01	0.00	10.09
18	Fresno First Bank (FFST)	Fresno, CA	1,293.2	31.29	39.32	0.08	31.1	0.04	1.42	11.68
19	Bank of Dade	Trenton, GA	117.2	43.27	50.71	0.15	7.3	-0.23	0.20	9.45
20	Titan Bank N.A.	Mineral Wells, TX	466.6	23.60	43.41	0.16	30.7	0.03	0.05	9.22
21	Douglas National Bank	Douglas, GA	248.8	32.43	45.61	0.20	5.6	-0.01	0.09	10.31
22	ValueBank Texas	Corpus Christi, TX	305.1	30.99	32.34	0.10	10.2	0.00	0.00	10.59
23	Bank of Krentin	Kremlin, OK	269.3	22.99	43.32	0.47	104.3	0.05	0.51	9.93
24	Bank of Commerce	Ammon, ID	1,921.8	20.46	38.34	0.14	11.0	0.01	0.18	12.94
25	Primary Bank (PRBY)	Bedford, NH	653.9	20.97	39.81	0.43	61.5	0.01	0.37	11.38
26	Citizens Bank	Carthage, TN	726.8	19.34	26.34	0.40	4.5	0.08	0.18	18.40
27	North Valley Bank	Thronton, CO	290.6	23.34	43.41	0.20	7.2	0.01	0.00	11.53
28	St. Henry Bank	Saint Henry, OH	407.4	20.37	40.70	0.17	2.6	0.01	0.00	13.18
29	NorthStar Bank	Estherville, IA	221.6	14.78	46.23	0.35	413.0	0.00	0.00	10.82
30	Cumberland Security Bank Inc.	Somersets, KY	306.0	23.76	44.61	0.11	8.1	0.02	0.00	12.60
31	Blueharbor Bank (BLHK)	Mooresville, NC	403.4	22.19	43.85	0.17	17.9	0.00	0.02	11.21
32	State Bank of Texas	Dallas, TX	2,054.9	33.83	19.24	1.45	8.4	-0.01	0.43	14.99
33	Community Bank of Easton	Easton, IL	42.2	14.04	24.62	0.28	5.6	0.00	0.00	22.46
34	West Texas State Bank	Snyder, TX	224.1	22.26	47.48	0.49	291.0	0.16	0.01	10.27
35	Town-Country United Bank (UBAB)	Camden, AL	130.1	24.36	56.41	0.48	18.5	0.04	0.44	18.29
36	First Security Bank of Nevada	Las Vegas, NV	281.8	12.09	43.89	0.18	9.6	-0.04	0.00	20.22
37	Centinel Bank of Taos	Taos, NM	389.3	35.72	44.63	0.07	10.2	0.00	0.10	8.28
38	CommerceOne Bank	Birmingham, AL	556.4	18.85	40.77	0.98	103.8	0.00	0.00	11.15
39	WoodTrust Bank	Wisconsin Rapids, WI	644.1	30.74	41.41	0.29	8.0	-0.01	0.18	9.56
40	NRV Bank	Sainte Genevieve, MO	671.9	20.76	37.32	0.71	27.0	-0.03	0.00	9.69
41	Yellowstone Bank	Laurel, MT	1,189.9	15.33	42.41	0.19	5.6	-0.18	0.00	12.66
42	Liberty Bank Minnesota	Saint Cloud, MN	290.4	28.07	60.25	0.09	5.4	0.02	0.00	12.84
43	Bank of Montana	Missoula, MT	275.7	43.80	35.46	0.24	16.1	0.00	0.00	7.48
44	Bank of New England	Salem, NH	1,260.2	22.41	28.46	1.40	10.3	0.00	0.11	17.39
45	Surety Bank	Deland, FL	217.0	41.78	48.39	0.23	20.4	-0.01	0.71	10.77
46	Time Bank	Park Ridge, IL	482.5	19.03	37.39	0.34	10.5	0.00	0.11	14.16
47	Century Bank of Georgia	Cartersville, GA	343.3	27.01	53.77	0.19	8.3	-0.21	0.00	8.53
48	Charter Bank	Corpus Christi, TX	347.9	57.29	43.22	0.28	4.9	0.01	0.10	9.74
49	NewFirst National Bank	El Campo, TX	982.0	26.71	39.56	0.19	6.7	0.16	0.28	11.12
50	Plumas Bank (PLBC)	Quincy, CA	1,618.9	30.89	45.39	0.05	14.0	0.12	0.10	9.26
51	First Eagle Bank	Chicago, IL	573.1	14.92	38.07	0.39	2.9	0.00	0.00	19.08
52	Pinnacle Bank (PCLB)	Jasper, AL	331.9	40.59	54.38	0.18	8.5	0.03	0.01	10.73
53	Esquire Bank NA (ESQ)	Jaricho, NY	1,377.9	34.33	45.86	0.16	27.4	0.25	0.00	10.98

54	Western Commerce Bank	Carlsbad, NM	573.4	30.52	46.10	0.08	12.4	0.03	0.08	7.99
55	Iowa Trust and Savings Bank	Centerville, IA	237.2	27.07	47.80	0.23	5.5	0.00	0.02	10.00
56	CommercialWest Bank (CWBK)	Irvine, CA	1,432.6	23.87	39.04	0.15	15.2	0.18	0.04	11.01
57	First State Bank of Colva	Colva, ND	107.8	39.19	47.17	0.09	3.5	0.00	0.03	8.47
58	WestStar Bank	El Paso, TX	2,790.2	30.09	49.25	0.25	6.0	0.01	0.04	10.00
59	First National Bank of Brookfield	Brookfield, IL	331.4	21.47	45.72	0.49	18.9	-0.18	0.00	10.25
60	HNB National Bank	Hannibal, MO	871.9	21.55	47.98	0.20	4.8	0.00	0.25	13.13
61	Northern Bank & Trust Co.	Weburn, MA	2,834.4	23.51	35.32	0.37	12.3	0.12	0.89	15.07
62	Cache Valley Bank	Logan, UT	2,930.6	31.14	35.90	0.43	15.1	0.03	0.28	9.48
63	First Bank of Owasso	Owasso, OK	552.4	22.60	41.86	0.56	8.8	0.01	0.00	12.89
64	Peoples Bank	Sheridan, AR	203.7	16.54	41.43	0.30	6.5	0.03	0.01	14.59
65	Security National Bank of South Dakota (SNLC)	Dakota Dunes, SD	233.3	22.40	45.16	0.34	6.4	0.00	0.00	12.31
66	Builtwell Bank	Chattanooga, TN	1,857.0	28.84	49.87	0.11	12.8	0.05	0.47	10.07
67	FirstBank of Nebraska	Wahoo, NE	384.2	27.43	42.27	0.39	8.1	0.00	0.04	10.81
68	Lindell Bank & Trust Co.	Saint Louis, MO	848.3	13.07	49.23	0.06	9.7	-0.15	0.25	13.74
69	Bippus State Bank	Huntington, IN	320.4	25.36	47.00	0.32	17.6	0.14	0.39	12.42
70	RSNB Bank	Rock Springs, WY	393.9	25.39	58.45	0.31	1.4	-0.07	0.00	11.01
71	Intracoastal Bank	Palm Coast, FL	488.5	32.06	50.21	0.25	11.3	0.01	0.00	9.15
72	Horizon Bank SSE	Austin, TX	2,362.3	34.84	41.60	0.32	17.1	0.05	0.00	7.94
73	Commercial Bank	Crawford, GA	422.1	41.65	46.88	0.19	20.9	0.08	0.47	9.18
74	Sherburne State Bank	Becker, MN	230.6	28.93	52.40	0.26	15.7	0.02	0.00	9.22
75	Providence Bank (PBNC)	Rocky Mount, NC	849.8	24.16	33.82	0.80	23.5	0.02	0.01	12.18
76	Bank of Cleveland	Cleveland, TN	369.1	13.03	54.48	0.25	3.8	-0.13	0.30	16.18
77	Citizens Community Bank	Winchester, TN	344.8	24.80	41.20	0.38	5.1	0.13	0.04	12.28
78	Signature Bank	Rosemont, IL	1,584.6	35.74	40.57	0.44	17.0	0.02	0.43	8.39
79	Buckholts State Bank	Buckholts, TX	117.0	15.09	42.06	0.21	9.7	0.08	0.06	14.83
80	Cogent Bank	Orlando, FL	1,478.5	19.47	55.60	0.52	27.4	-0.12	0.29	8.93
81	Frontier Bank	Lamar, CO	421.5	24.43	47.63	0.27	4.6	-0.04	0.03	10.29
82	Solera National Bank (SLRK)	Lakewood, CO	994.9	41.59	35.68	0.63	46.8	0.01	0.53	7.90
83	First State Bank	Louise, TX	808.2	32.96	53.20	0.10	13.2	0.07	0.14	9.43
84	Tollson Pvt. Bank	Dallas, TX	918.8	27.50	42.45	0.43	11.2	0.00	0.03	8.78
85	First United Bank	Park River, ND	878.4	28.27	60.41	0.30	24.9	-0.03	0.11	9.62
86	First Metro Bank	Muscle Shoats, AL	867.0	24.42	44.95	0.30	6.7	0.05	0.03	10.97
87	Southeastern Bank (SEBC)	Darien, GA	667.0	21.52	54.87	0.07	8.1	-0.31	0.19	9.58
88	Watermark Bank	Oklahoma City, OK	257.9	10.17	54.33	0.80	77.3	0.00	0.00	16.22
89	First National Bank & Trust of Elk City	Elk City, OK	310.8	30.02	46.78	0.38	1.5	0.05	0.27	11.43
90	Exchange Bank and Trust Co.	Natchitoches, LA	196.1	36.84	48.08	0.11	7.9	0.00	0.65	9.50
91	Citizens Bank of Las Cruces	Las Cruces, NM	971.1	28.27	52.98	0.20	8.7	0.00	0.01	8.93
92	Central Valley Community Bank (CVCY)	Fresno, CA	2,421.5	22.43	52.91	0.06	6.8	-0.02	0.10	10.86
93	Citizens State Bank of Cheney Kansas	Cheney, KS	75.3	27.69	54.21	0.20	4.7	0.02	0.01	9.91
94	First National Bank & Trust of Newtown (FBIP)	Newtown, PA	1,283.0	33.25	53.49	0.06	6.5	0.10	0.01	8.39
95	Nodaway Valley Bank	Maryville, MO	1,332.7	32.22	56.34	0.16	7.6	0.02	0.03	9.94
96	Valley Bank of Kalispell	Kalispell, MT	181.3	26.98	56.14	0.11	10.8	0.01	0.26	9.98
97	Citizens State Bank	Miles, TX	221.1	26.58	40.50	0.41	7.9	0.04	0.01	9.10
98	Pueblo Bank and Trust Co.	Pueblo, CO	833.0	22.19	60.41	0.03	15.5	-0.06	0.16	10.38
99	Union Bank of Mena	Mena, AR	350.7	28.47	48.72	0.22	5.7	0.10	0.30	10.58
100	Municipal Trust and Savings Bank	Bourbonnais, IL	343.4	15.94	40.65	0.24	4.9	0.00	0.10	13.19
	Top 100 median			26.91	44.18	0.24	10.0	0.00	0.04	10.75
	Median for all 3,782 banks*			14.18	65.65	0.39	6.0	0.04	0.28	10.27

Data compiled Mar. 3, 2023.

ROATCE = return on average tangible common equity; NPA = nonperforming assets; PD = past due.

S&P Global Market Intelligence used seven diversely weighted metrics to identify top-performing U.S. community banks under \$3 billion in asset size. The mean for each metric was identified across the dataset, and standard deviations from these means were calculated for each metric for each institution and aggregated to determine a relative performance score. Scores for each metric were also capped to help normalize the data.

Criteria for the ranking included a gross loans and leases-to-total assets ratio of at least 33% with no more than half of those loans in credit cards; a leverage ratio of at least 5%; no active severe enforcement action; a result other than "substantial noncompliance" or "needs to improve" in the bank's most recent CRA exam; a yield on loans and leases of no more than three times the industry median of 4.88%; and no more than half of the entity's revenue coming from nontraditional banking activities. Additionally, industrial banks, nondepository trusts, companies with a bankers' bank certification, and banks with parent companies that have total assets of \$3 billion or more were omitted.

* Represents all eligible banks in the analysis.

Rankings are based on regulatory filings. All ranking metrics must have been reported for company to be included.

Source: S&P Global Market Intelligence.

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