

## Comparative Performance Analysis

Mutuals vs. Other Financial Institutions (1)

Financial Date: 3/31/12 or Latest Available

	A			B			C			D			E			F			G			H			I			J			K			L			M			N			O			P			Q			R		
	Mutuals (2)									All Non-Mutuals (3)									MHCs									Stock Thrifts									Credit Unions									Commercial Banks								
Asset Size Class (\$)	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b	< 250m	250m < 750m	750m < 5b															
<b>Number and Age</b>																																																						
1 Number of Institutions	281	173	81	4,543	1,496	639	27	18	9	126	77	65	3,692	221	100	2,444	690	260																																				
2 Average Charter Age (Years) (4)	108	119	123	84	77	71	6	6	6	14	6	14	58	67	73	98	92	86																																				
<b>Bal Sheet/Capital (%)</b>																																																						
3 Asset Growth Rate (LTM)	1.1	2.1	2.9	4.5	3.9	4.3	0.6	(0.1)	(0.2)	1.7	1.3	1.2	2.9	5.7	7.3	4.1	4.2	4.4	Neutral Range:	+/- 1.00%																																		
4 Liquidity Ratio (7)	31.9	26.3	23.7	31.5	24.3	21.5	21.5	23.7	33.5	24.5	26.3	20.1	29.4	15.3	12.9	32.3	22.5	18.9	+/- 5.00%																																			
5 Loans/Deposits	76.9	80.8	84.9	68.6	76.1	77.2	82.3	75.5	69.4	82.6	82.1	87.0	57.2	71.4	75.1	71.6	77.1	77.6	+/- 5.00%																																			
6 Tier 1 Leverage Ratio (5)	10.8	10.7	10.7	9.9	9.4	9.4	9.8	9.5	10.0	9.9	10.2	9.5	11.7	9.7	9.8	9.8	9.4	9.0	+/- 1.00%																																			
7 Tier 1 RBC Ratio/RWA	21.4	17.5	16.1	15.7	14.1	13.6	18.2	16.4	18.5	16.3	16.7	14.5				15.0	13.5	12.5	+/- 1.00%																																			
<b>Asset Quality (%)</b>																																																						
8 NPAs/Assets (Excluding TDRs)	1.5	1.7	1.5	1.4	2.3	2.5	2.4	3.0	2.8	2.3	2.4	2.3	0.7	0.8	0.9	1.2	2.1	2.2	Neutral Range:	+/- 1.00%																																		
9 ALLL/Loans	1.0	1.1	1.0	1.6	1.7	1.8	1.1	1.3	1.6	1.3	1.4	1.6	1.0	1.0	1.0	1.5	1.7	1.7	+/- 0.25%																																			
10 Texas Ratio	14.2	15.6	14.4	13.5	21.4	24.0	24.3	25.8	28.8	20.9	22.0	19.7	5.1	7.5	7.8	11.2	20.7	23.1	+/- 5.00%																																			
11 NCOs/Avg Loans (LTM)	0.1	0.2	0.2	0.3	0.5	0.7	0.2	0.3	0.4	0.3	0.3	0.6	0.3	0.6	0.5	0.2	0.4	0.6	+/- 0.25%																																			
<b>Profitability (%)</b>																																																						
12 ROAA (LTM)	0.3	0.5	0.6	0.8	0.8	0.8	0.2	0.5	0.3	0.5	0.5	0.6	0.2	0.6	0.8	0.9	0.9	0.9	Neutral Range:	+/- 0.10%																																		
13 ROAE (LTM)	2.9	4.4	5.3	7.0	7.6	7.8	2.3	4.9	3.2	4.8	4.4	5.1	1.2	5.5	7.4	7.7	8.3	8.7	+/- 0.50%																																			
14 Net Interest Margin (LTM)	3.3	3.4	3.2	3.9	3.8	3.7	3.5	3.2	3.1	3.7	3.3	3.4	3.3	3.2	3.0	3.9	3.8	3.7	+/- 0.20%																																			
15 Non-Interest Income/AA (LTM)	0.3	0.5	0.6	0.5	0.6	0.8	0.2	0.4	0.5	0.4	0.6	0.5	0.0	0.0	0.0	0.5	0.7	0.9	+/- 0.10%																																			
16 Non-Interest Expense/ AA (LTM)	2.8	2.8	2.6	3.0	2.9	2.9	2.9	2.5	2.3	3.3	2.9	2.7	3.7	3.5	2.9	2.9	2.8	2.9	+/- 0.30%																																			
17 Efficiency Ratio (LTM)	82.0	76.5	72.3	77.7	71.0	68.6	83.4	73.6	73.1	85.8	75.3	67.3	83.4	65.1	55.8	74.2	68.1	66.5	+/- 5.00%																																			
18 Assets/Emp (\$)	4,690	4,895	5,686	3,899	4,319	4,586	4,896	4,905	5,730	4,054	4,563	5,854	2,769	3,588	4,934	3,893	4,375	4,498	+/- 500																																			
<b>Loan &amp; Deposit Mix (%) (6)</b>																																																						
19 1-4 Fam/Loans	80.8	63.1	62.3	26.4	25.2	25.0	71.5	71.1	51.5	58.6	48.5	46.3				25.8	25.4	24.3																																				
20 Non-Owner Occ CRE/Loans	2.5	8.5	11.5	8.3	14.6	17.2	6.2	6.2	14.7	5.8	13.9	17.3				6.5	13.2	16.9																																				
21 Const & Land Dev Lns/Loans	1.2	2.5	3.9	3.2	6.1	6.3	1.0	3.6	2.8	3.0	3.3	3.6				2.0	4.4	5.1																																				
22 Consumer Loans/Loans	1.2	0.5	0.5	4.8	2.5	2.0	1.2	0.9	0.4	1.8	1.1	0.4				4.7	2.2	2.2																																				
23 Retail Time Deps/Deposits	49.2	36.2	34.3	35.7	32.6	27.5	47.5	37.9	37.8	44.8	35.2	33.4				37.5	32.9	27.3																																				
24 Non-CD Deps/Deposits	54.0	43.2	41.0	41.0	38.0	33.2	49.0	41.5	42.8	50.9	41.0	37.2				41.8	37.5	31.6																																				
<b>Failures (Since 1998)</b>																																																						
25 Tot. Est. Cost to FDIC (\$Mil.)	244	195	727	6,787	14,973	27,574	72	69	-	445	1,948	1,385				6,270	12,956	26,188																																				
26 Number of Failed Institutions	8	4	2	237	125	79	2	1	-	25	21	6				210	103	73																																				
27 Cost to FDIC per Inst. (\$Mil.)	31	49	-	29	120	349	36	69	-	18	93	231				30	126	359																																				

**Notes**

- (1) Only Mutuals, MHCs, Stock Thrifts, Credit Unions, and Commercial Banks in the Mid-Atlantic, New England, or Midwest regions are considered for comparability purposes. Does not apply to "All Non-Mutuals".
- (2) Includes Mutuals, Co-Ops, and Non-Stock MHCs. Non-Stock MHCs are excluded from the MHC category.
- (3) Includes all non-credit union US financial institutions from all regions of US; credit unions excluded due to reporting differences.
- (4) For MHCs and Stock Thrifts, the number shown is median Years Since IPO Date.
- (5) For credit unions, the ratio shown here is Equity to Assets.
- (6) Only major loan categories are shown. Totals may not add to 100%.
- (7) Liquidity ratio = (Cash & Balances Due + Securities + Fed Funds Sold & Repos) / Total Liabilities

**Regional Institutions: by Classification (1)**

Mutuals	MHCs	Stock Thrifts	Credit Unions	Comm. Banks	Regional Total
535	54	268	4,013	3,394	8,264

**Regional Institutions: by Assets (1)**

< 250m	250m < 750m	750m < 5b
6,570	1,179	515

**Key: Performance Assessment Relative to Mutuals Average**

Outperforming Mutuals of Similar Asset Size
Comparable to Mutuals of Similar Asset Size
Lagging Mutuals of Similar Asset Size

**Totals**

Regional Total	All US Mutuals	All US Fin. Institutions
8,264	571	14,169

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