

Acquirer: Webster Bank

Candidate: Sterling National Bank

(This is an **example** of a bank combination report, designed to illustrate BankVQ's analytics and insights on a prospective bank combination; it does not include any information obtained from either Webster Bank or Sterling National Bank.)

Valuation

Candidate Multiples-Based Value (\$MM) ¹	4,753
Synergy & Perf. Improvement Value (\$MM)	442
Value to Acquirer (\$MM)	5,194
Predicted Purchase Price (\$MM)	5,003
Value Creation (\$MM)	192

Annual Synergy & Pro Forma Financials

Cost Synergy	87.2
Cost Performance Improvement	0.0
Total Synergy & Improvement	87.2

	Acquirer	Combined (Post-Syn)
Net Income After Tax (\$MM)	245	569
Return on Tang. Equity (ROTE)	9.2%	10.0%
Cost / Income Ratio	62.1%	50.3%

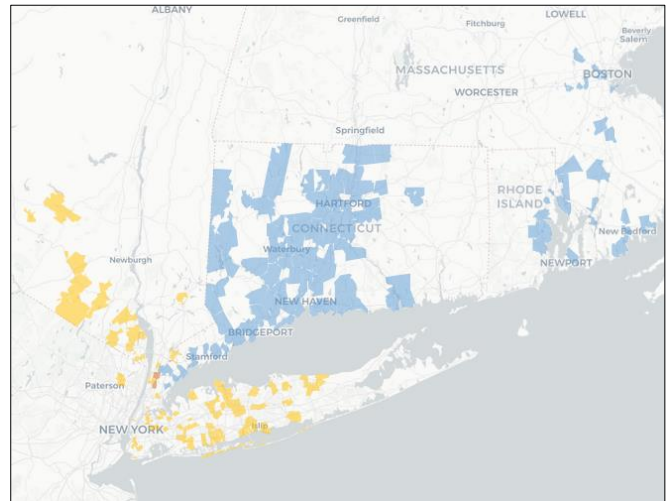
Business Mix & Similarity

	Acquirer	Combined
Consumer Income %	52%	36%
Comm'l & Inv.-Banking Income %	48%	64%
Non-interest Income % of Income	23%	18%
Loan / Deposit Ratio	77%	84%
Mortgage + CRE Loans / Loans	61%	60%
Income Similarity		71%
Assets Similarity		72%
Deposit Mix Similarity		98%
Local vs Nat'l Deposits Similarity		99%

Deposit Performance

	Acquirer	Combined
Total Deposits (\$B)	26.7	50.4
Local Market (LM) Deposits (\$B) ²	15.5	29.1
% Local Market Deposits	58.0%	57.6%
LM Deposits / Branch (\$MM)	98.6	123.1
Bank Total Deposits 4-yr CAGR	8.9%	15.1%
Bank LM Deposits 4-yr CAGR	6.3%	12.9%

Footprint Overlap Map



■ Acquirer
 ■ Candidate
 ■ Overlap

Footprint Competitive Position (LM Dep.)

	Acquirer	Combined
Share of LM Deposits %	9.4%	10.0%
Rank in Footprint	3	3
Wins / Losses	309 / 768	553 / 1235
Winning %	40.2%	44.8%
CompetitiveStrength™	53 (61 st percentile)	58 (69 th percentile)

Footprint Participation: Geographic

	Acquirer	Combined
MSAs	7	9
Overlap MSAs		1
Local Markets (zip codes)	138	211
Overlap Local Markets		3
Branches	157	236

Footprint Similarity: Demographic

Income	90%
Education	95%
Population Density	71%
Age	77%
% Foreign	86%
CompetitiveStrength™	57%
Online Banking Propensity	81%

1. Based on 90-day average; 2. Local market deposits refer to the sum of deposits across all branches, with deposits clipped at a maximum of \$1B in any branch