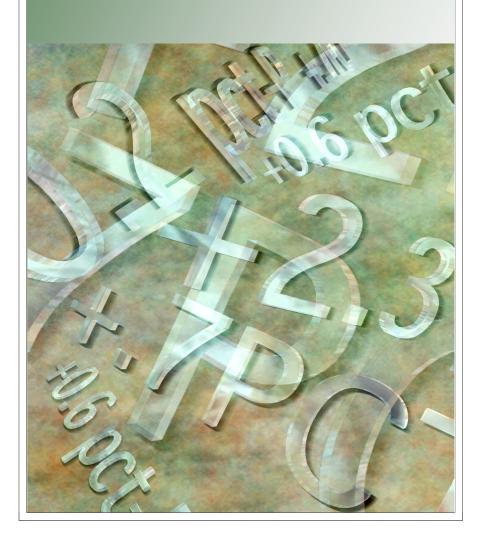
# Performance Edge TM

Earnings & Trends Analysis

, MN June 30, 2012







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#### Introduction

PerformanceEdge<sup>TM</sup> Earnings & Trends Analysis is a peer report analysis that utilizes a "Peer Score Criteria" to match the most relevant peer group to your financial institution. The Peer Score is calculated by summing the number of standard deviations each peer is from your financial institution based on the following criteria: Capital, Asset size, number of employees, number of Offices, and Tax Status.

If you have any questions or would like to discuss the information in this report, contact Jim Nowak or David Kvist at 1-800-752-8140.

#### Disclaimer:

Although the information included in this report has been obtained from what we believe to be reliable sources, we do not guarantee its accuracy. All assumptions and opinions in this report are subject to change without notice as deemed necessary. The decision whether or not to use this information as a basis for management decisions in not our responsibility.

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## **Key Ratio Analysis vs. Custom Peer Group**

, MN

Earnings								
	Your Bank	15 Bank Peer	Variance					
ROAE	4.78%	11.51%	-6.72%					
ROAA	0.45%	1.09%	-0.64%					
NIM/Earning Assets	3.79%	3.76%	0.03%					
NIM/Avg Assets	3.55%	3.43%	0.12%					
Efficiency Ratio	81.57	72.08	9.48					
Interest Income Coverage Ratio	1.12	1.13	0.00					

Liquidity									
	Your Bank	15 Bank Peer	Variance						
Loan & Leases/Deposit Ratio	66.96	62.55	4.41						
AFS Securities, Net Pledged/Total Assets	21.63%	17.00%	4.62%						
Net Non-core Funding Dependence	-10.74	-2.72	-8.02						

Income Statement								
	Your Bank	15 Bank Peer	Variance					
Avg Earning Assets-Avg Assets %	93.59%	91.22%	2.38%					
Asset Leverage Multiple	10.63%	10.50%	0.13%					
Interest Inc-% of Avg Assets	2.08%	2.06%	0.02%					
Interest Exp-% of Avg Assets	0.30%	0.34%	-0.04%					
Allowance for Loan Loss-% of Avg Assets	1.07%	0.74%	0.33%					
Interest Expense % of Interest Income	14.52%	16.68%	-2.16%					
Non-Int Expense % of Non-Int Income	1221.33%	428.71%	792.63%					

Per Employee Data								
Your Bank				Bank Peer		Variance		
Number of Full-Time Equivalent Employees		19		17		2		
Assets Per Employee (\$Millions)	\$	3.15	\$	3.53	\$	(0.38)		
Loans Per Employee (\$Millions)	\$	1.94	\$	1.96	\$	(0.02)		
Avg Salary & Benefits Per Emp (\$Thou)	\$	25.26	\$	28.94	\$	(3.68)		
Pre-tax Income Per Employee (\$Thou)	\$	7.00	\$	19.53	\$	(12.53)		

Growth Rates YOY									
	Your Bank	15 Bank Peer	Variance						
Net Income	-45.93%	0.93%	-46.86%						
Total Assets	2.16%	2.51%	-0.36%						
Net Loans & Leases	-3.14%	-0.74%	-2.39%						
Investments	22.42%	2.12%	20.30%						
Non-Performing Loans (minus insured portion)	825.64%	-14.88%	840.52%						
Total Deposits	2.54%	3.11%	-0.56%						
Other Borrowed Funds	0.00%	-17.47%	17.47%						
Tier 1 Capital	-1.53%	0.85%	-2.38%						
Risk-Based Capital	-0.84%	0.60%	-1.44%						
Capital Formation Rate (current qtr. annualized)	3.01%	0.78%	2.23%						

### **Peer Group Summary**

The peer group has been customized to represent your institution's characteristics as closely as possible. The Peer group was defined by utilizing a "Peer Score Criteria"

The Peer Score is an indication of how similar each peer is to your Bank. The Peer Score is calculated by summing the number of standard deviations each peer is from your Bank based on the following criteria: Capital, Asset size, number of employees, number of offices, and tax status (sub S or C Corp). The Peer Score compares your Bank to your top 15 Bank Peers.

Estimated CAMELS Score presents how Veribanc Safety ratings theoretically line up with CAMELS ratings. The actual CAMELS ratings are confidential and are not released to the public by supervisory Agencies. Each letter in CAMELS stands for a type of measure as follows: Capital adequacy, Asset Quality, Management, earnings, Liquidity, and Sensitivity to market risk.

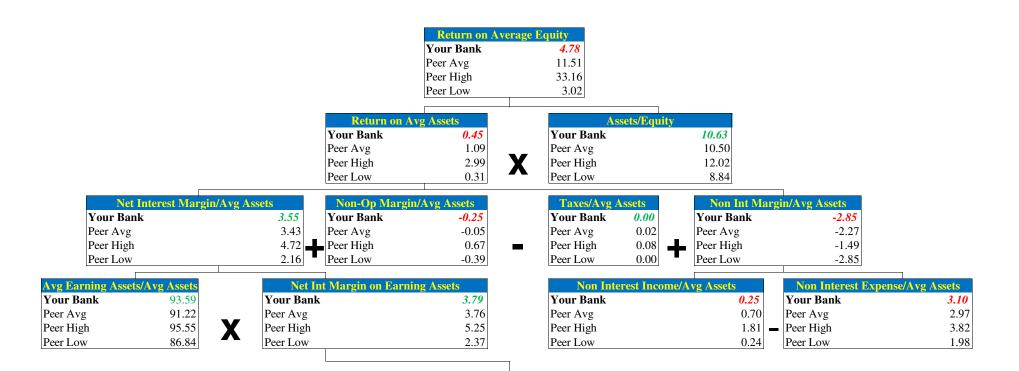
The ratings are assigned on a scale from 1 to 5, where 1 is the best and 5 the worst. Banks with ratings of 1 or 2 present very few supervisory concerns, while banks with ratings of 3,4,5 present moderate to extreme degrees of supervisory concern. In this theoretical line-up, each estimated CAMELS score equates to one or more Veribanc ratings as seen below:

Est CAMELS=1: Veribanc=Green/\*\*\*/B, Est CAMELS between 1 and 2 (not directly comparable: Green/\*\*\*, Est CAMELS=2: Green/\*\*\*, Est CAMELS between 2 and 3 (not directly comparable); Yellow/\*\* Est CAMELS=3: Green/\* and Green, Est CAMELS=4: Yellow/\* and Yellow, Est CAMELS=5: Red.

Peer Score	Bank Name	City	State	ROAE	ROAA	Avg Assets	Avg Loan Yield	Avg Sec Yield	Full-time Employees	Estimated CAMELS
	Kasson State Bank	Kasson	MN	4.78	0.45	\$ 59,084	5.76	2.64	19	1.5
0.09	Alton Bank	Alton	MO	15.01	1.70	\$ 59,845	7.32	1.90	16	1.0
0.09	Bank of Yates City	Yates City	IL	3.02	0.33	\$ 58,643	5.62	2.96	18	1.0
0.11	Citizens State Bank of Waverly	Waverly	MN	14.44	1.35	\$ 60,419	6.44	2.31	16	1.0
0.12	City Bank of Hartford	Hartford	AL	3.05	0.31	\$ 57,005	6.21	3.05	20	1.5
0.12	Landmands Bank	Audubon	IA	16.20	1.50	\$ 61,570	4.99	2.14	14	1.0
0.13	Bank of Milan	Milan	TN	11.09	1.06	\$ 64,075	6.56	2.84	19	1.0
0.13	Farmers and Merchants State Bank of No	Neola	IA	4.63	0.42	\$ 58,864	5.57	2.02	14	1.0
0.14	Riverside Bank	Sparkman	AR	33.16	2.99	\$ 57,919	6.96	4.05	17	1.5
0.15	DNB National Bank	Clear Lake	SD	4.94	0.46	\$ 62,445	5.81	3.06	21	1.5
0.16	Bank of Hartington	Hartington	NE	11.58	1.02	\$ 61,368	6.17	2.79	16	1.0
0.16	Bank of Turtle Lake	Turtle Lake	WI	9.29	0.81	\$ 67,654	5.72	2.24	17	1.0
0.16	First State Bank Minnesota	Le Roy	MN	10.96	0.91	\$ 63,583	5.91	2.00	18	1.0
0.17	BankStar Financial	Elkton	SD	9.56	0.91	\$ 62,297	5.89	3.15	17	1.0
0.17	Farmers State Bank	Booneville	KY	13.79	1.39	\$ 55,097	6.48	3.16	16	1.0
0.18	Prairie National Bank	Stewardson	IL	11.87	1.23	\$ 54,165	5.56	2.53	18	3.0
			Peer Minimum Peer Median Peer Average	11.09	0.31 1.02 1.09	\$54,165 \$60,419 \$60,330	4.99 5.91 6.08	1.90 2.79 2.68	14 17 17	1.0 1.0 1.2
			Peer Maximum		2.99	\$67,654	7.32	4.05	21	3.0

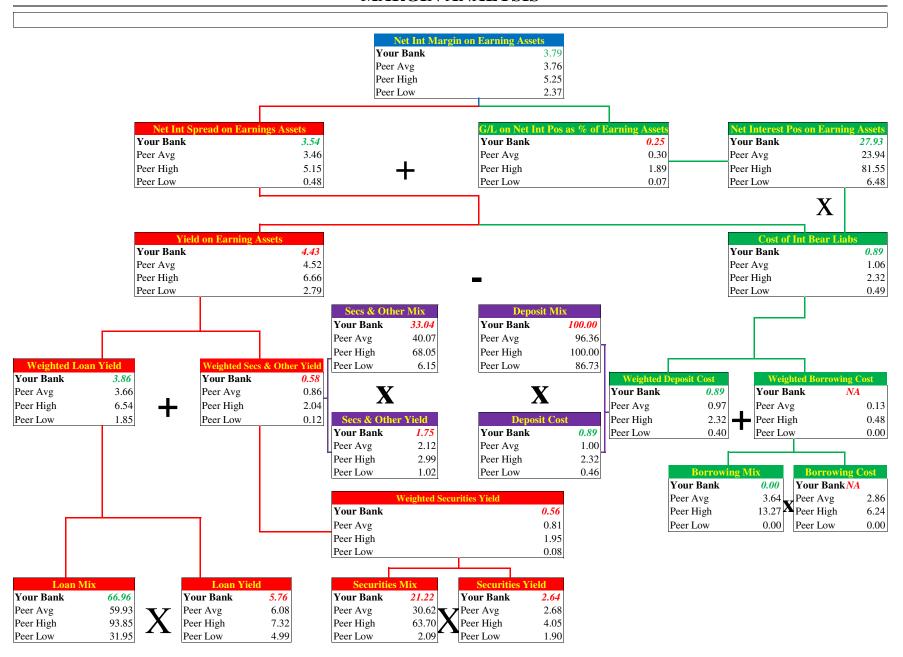
Source: SNL Financial Page 2

#### **ROAE ANALYSIS**



Source: SNL Financial Page 3

#### **MARGIN ANALYSIS**



Source: SNI. Financial Page 4

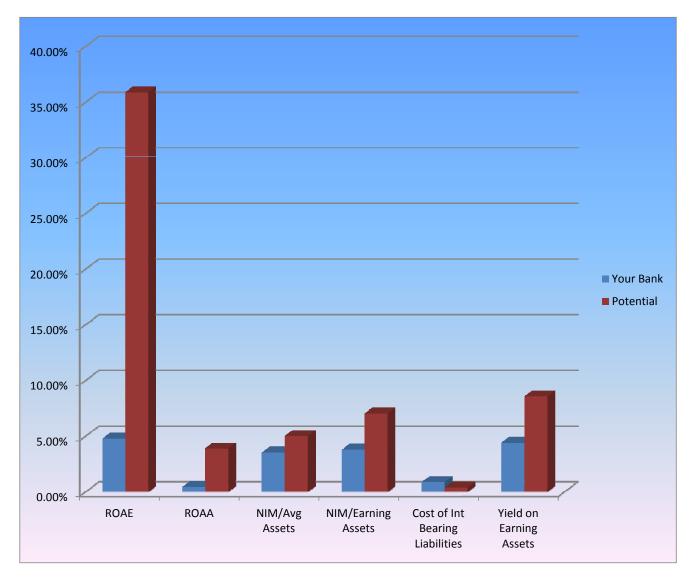
## **Income Statement Summary**

	Υ	our Bank	15 E	Bank Peer Avg	Variance
Loans secured by 1-4 family residential properties	\$	193	\$	299 \$	(106)
All other loans secured by real estate	\$	324	\$	315 \$	9
Commerical and Industrial loans	\$	342	_	140 \$	202
Credit Cards	\$		\$	5 \$	(5
	\$	142	\$	99 \$	43
Other (includes single payment, installment, all student loans, and revolving credit plans	_		_		
Loans to foreign governments and official institutions	\$		\$	- \$	-
All other loans	\$	65	\$	143   \$	(78
Interest and fee income on loans	\$	1,066	\$	1,000 \$	66
ncome from lease financing receivables	\$	-	\$	4   \$	(4
Interest income on balances due from depository institutions	\$	_	\$	9 \$	(9
U.S. Treasury Securities and U.S. Government agency obligations		24	\$	69 \$	(45
	\$		_		
Mortgage-backed securities	\$	47	\$	77 \$	(30
All other securities (includes securities issued by state and political subdivisions)	\$	84	\$	77   \$	7
Interest and dividend income on securities	\$	155	\$	223 \$	(68
Interest income from trading assets	\$	-	\$	- \$	-
Intererst income on federal funds sold and securities purchased under agreements to resell	\$	2	\$	3 \$	(1
Other Interest Income	\$	3	\$	2 \$	1
	Ψ	<u> </u>	Ψ	Ζ ] ψ	
Total Interest Income	\$	1,226	\$	1,241 \$	(15
Interest Expense	Υ	our Bank	15 E	Bank Peer Avg	Variance
Interest Expense on Deposits					
Transaction accounts (NOW, ATS, and telephone and preauthorized transfer accounts)	\$	2		11 \$	(9
Savings	\$	47	\$	41   \$	6
Time Deposits of \$100,000 or more	\$	41	\$	57 \$	(16
Time Depositis of less than \$100,000	\$	88	\$	79 \$	9
Expense of federal funds purchased and securities sold under agreements to repurchase	\$	-	\$	1 \$	(1
	_	_	_		
Interest on trading liabilities and other borrowed money	\$		\$		(18
interest on subordinated notes and debentures	\$	-	\$	- \$	-
Total Interest Expense	\$	178	\$	207 \$	(29
NET INTEREST INCOME	\$	1,048	\$	1,034 \$	14
Noninterest Income	.,	arm Danis	4	Danis Barn Arm	Vanianaa
Income from fiduciary activities	\$	our Bank -	\$	Bank Peer Avg	Variance
Service charges on deposit accounts	\$	71	\$	102 \$	(31
	_				•
Trading revenue	\$	-	\$	- \$	
Fees and commissions from securities brokerage	\$	-	\$	1 \$	(1
Investment banking, advisory, and underwriting fees and commissions	\$	-	\$	- \$	-
Fees and commissions from annuity sales	\$	-	\$	- \$	-
Underwriting income from insurance and reinsurance activities	\$	-	\$	- \$	-
Income from Other insurance activities	\$			00	
INCOME NOM CORE INSULANCE ACTIVITIES		-	\$	23   \$	(23
			\$	23 \$	(23
Venture capital revenue	\$	-	\$	- \$	-
Venture capital revenue Net servicing fees	\$	-	\$	- \$ - \$	(23 - -
Venture capital revenue Net servicing fees Net securitization income	\$ \$ \$	- - -	\$ \$ \$	- \$ - \$ - \$	- - -
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Venture capital revenue  Net servicing fees  Net securitization income  Net gains (losses) on sales of loans and leases  Net gains (losses) on sales of other real estate owned  Net gains (losses) on sales of other sasets (excluding securities)	\$ \$ \$ \$ \$ \$ \$	- - - -	\$ \$ \$	- \$ - \$ - \$ 11 \$ (4) \$ 3 \$	- - (11
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### POTENTIAL KEY RATIOS

The Key Ratio Analysis takes the best ratio from the ROAE pyramid categories and applies them to your bank. This shows the potential ROAE for your bank if you had the best ratio in each category.

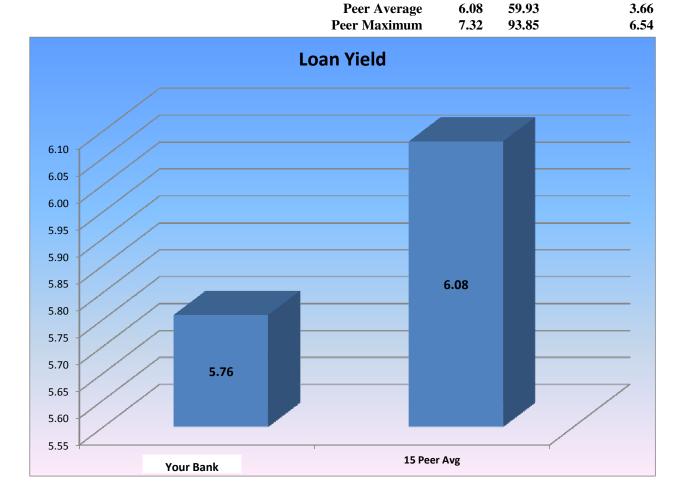
	Your Bank	Potential	Variance
ROAE	4.78%	35.89%	-31.11%
ROAA	0.45%	3.90%	-3.45%
NIM/Avg Assets	3.55%	5.02%	-1.47%
NIM/Earning Assets	3.79%	7.04%	-3.25%
Cost of Int Bearing Liabilities	0.89%	0.40%	0.49%
Yield on Earning Assets	4.43%	8.57%	-4.14%



Source: Call Report Data provided by SNL Financial

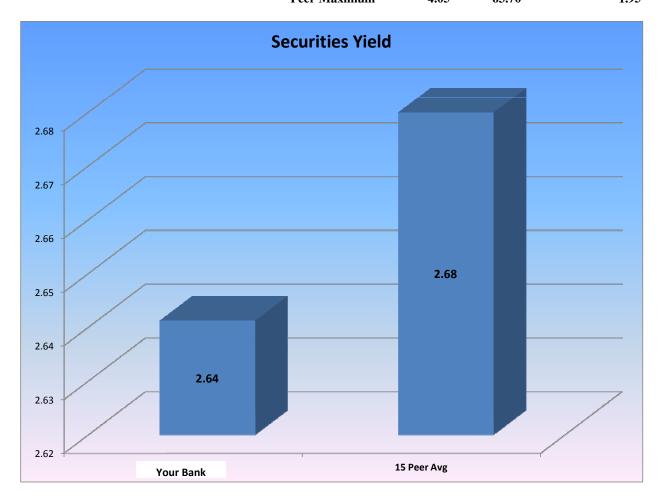
## **LOAN MIX SUMMARY**

Peer Score	Bank Name	City	State	Loan Yield	Loan Mix	Weighted Loan Yield
	Kasson State Bank	Kasson	MN	5.76	66.96	3.86
0.09	Alton Bank	Alton	МО	7.32	56.73	4.15
0.09	Bank of Yates City	Yates City	IL	5.62	53.33	3.00
0.11	Citizens State Bank of Waverly	Waverly	MN	6.44	71.74	4.62
0.12	City Bank of Hartford	Hartford	AL	6.21	54.29	3.37
0.12	Landmands Bank	Audubon	ΙA	4.99	85.08	4.25
0.13	Bank of Milan	Milan	TN	6.56	56.16	3.68
0.13	Farmers and Merchants State Bank of N	Neola	ΙA	5.57	38.99	2.17
0.14	Riverside Bank	Sparkman	AR	6.96	93.85	6.54
0.15	DNB National Bank	Clear Lake	SD	5.81	31.95	1.85
0.16	Bank of Hartington	Hartington	NE	6.17	55.98	3.45
0.16	Bank of Turtle Lake	Turtle Lake	WI	5.72	50.18	2.87
0.16	First State Bank Minnesota	Le Roy	MN	5.91	53.49	3.16
0.17	BankStar Financial	Elkton	SD	5.89	78.89	4.65
0.17	Farmers State Bank	Booneville	KY	6.48	62.28	4.04
0.18	Prairie National Bank	Stewardson	IL	5.56	56.07	3.12
		Peer Mi	nimum	4.99	31.95	1.85
		Peer N	<b>Aedian</b>	5.91	56.07	3.45
		Door A	******	6.08	50 03	3 66



### **SECURITIES MIX SUMMARY**

Peer Score	Bank Name	City	State	Securities Yield	Securities Mix	Weighted Securities Yield
	Kasson State Bank	Kasson	MN	2.64	21.22	0.56
0.09	Alton Bank	Alton	MO	1.90	33.64	0.64
	Bank of Yates City	Yates City	IL	2.96		
0.11	Citizens State Bank of Waverly	Waverly	MN	2.31	11.61	0.27
0.12	City Bank of Hartford	Hartford	AL	3.05	22.35	0.68
0.12	Landmands Bank	Audubon	IA	2.14	13.08	0.28
0.13	Bank of Milan	Milan	TN	2.84	43.44	1.23
0.13	Farmers and Merchants State Bank of I	Neola	ΙA	2.02	27.36	0.55
0.14	Riverside Bank	Sparkman	AR	4.05	2.09	0.08
0.15	DNB National Bank	Clear Lake	SD	3.06	63.70	1.95
0.16	Bank of Hartington	Hartington	NE	2.79	34.79	0.97
0.16	Bank of Turtle Lake	Turtle Lake	WI	2.24	37.83	0.85
0.16	First State Bank Minnesota	Le Roy	MN	2.00	34.84	0.70
0.17	BankStar Financial	Elkton	SD	3.15	16.65	0.52
0.17	Farmers State Bank	Booneville	KY	3.16	31.23	0.99
0.18	Prairie National Bank	Stewardson	IL	2.53	40.03	1.01
		Peer Mi	nimum	1.90	2.09	0.08
		Peer N	<b>Iedian</b>	2.79	33.64	0.70
		Peer A	verage	2.68	30.62	0.81
		Peer Max	ximum	4.05	63.70	1.95



# Balance Sheet Summary Prior Quarter Change

Full-Time Empl.

Total Assets		59,820		60,136	
Investments		Currer	ıt Quarter	Prior (	<b>Quarter</b>
	(511)	17,425	% of Total	17,936	% of Total
Fed Funds		4,692	26.93%	7,205	40.17%
Treasury		-	0.00%	-	0.00%
Agency		2,549	14.63%	2,059	11.48%
Muni's		7,902	45.35%	5,209	29.04%
MBS		794	4.56%	509	2.84%
CMO's		1,488	8.54%	2,954	16.47%
ABS		-	0.00%	-	0.00%
Mutual Funds		-	0.00%	-	0.00%
AFS		13,328	100.00%	11,326	100.00%
HTM		-	0.00%	-	0.00%
Pledged		391	2.93%	391	3.45%
% of Total Assets		29.13%		29.83%	

**Current Quarter** 

Loans	Current	Current Quarter		Prior Quarter	
(23	36,850	% of Total	36,873	% of Total	
Real Estate	20,523	55.69%	21,647	58.71%	
L.O.C.	768	2.08%	203	0.55%	
Bankers Acceptance	-	0.00%	-	0.00%	
Ag	2,213	6.01%	1,870	5.07%	
Commercial	8,130	22.06%	8,005	21.71%	
Consumer	5,216	14.15%	5,148	13.96%	
Other	-	0.00%	-	0.00%	
Unearned Discount	-	0.00%	-	0.00%	
% of Total Assets	61.60%		61.32%		
Net Charge-offs/Avg. To	Loans	0.36%			
30-89 Days Past Due Stil	l Accruing	\$187			
High-Risk Loans/Tier 1 C	Capital	262.98%			
Unused Commitments/To	t Assets	0.47%			

**Current Quarter** 

**Prior Quarter** 

IntBearing Liab.	Curren	t Quarter	Prior Quarter		
(384)	39,736	% of Total	40,120	% of Total	
NOW Accounts	2,846	7.16%	3,259	8.12%	
Savings	16,720	42.08%	16,613	41.41%	
Money Market	1,686	4.24%	1,846	4.60%	
CD's > \$100K	6,199	15.60%	6,175	15.39%	
CD's < \$100K	12,506	31.47%	12,563	31.31%	
Other Borrowed	-	0.00%	-	0.00%	
Fed Funds Purchased	-	0.00%	-	0.00%	
% of Total Liabilities	73.29%		73.53%		
Core Deposits/Tot Liab	99.75%		99.69%		
Non-Int. Bearing					
Non-Int. Bearing Dep.	14,348		14,273		
% of Total Liabilities	26.71%		26.47%		
\$Amount Deposit Acct >\$250K/Total Deposits	8.67%		9.97%		

Capital	<b>Current Quarter</b>	Prior Quarter
Total Capital	5,602	5,572
Tier 1 Captial	5,349	5,304
Total Risk-Based	5,916	5,871
Net unrealized gain (loss)	253	268
on AFS Securities (% of AFS pe	ort) 1.90%	2.37%
Holding Company Transactio	ns 0	0
Dividends Paid	0	0
Total Risk-Based Capital (RE	3C)-Current:	12.69%
At your current capital format	3.01%	
and your risk-wieghted asset	4.33%	
Your projected RBC ratio nex	12.65%	
Your projected RBC ratio 4 qtr's. out:		12.53%

### Income Statement

Income Statement ( 000's)	Current Quarter	Prior Quarter	\$ Change
Interest income	\$615	\$628	(\$13)
Non-Interest Income	\$28	\$71	(\$43)
nterest Expense	\$84	\$110	(\$26)
on-Interest Expense	\$460	\$495	(\$35)
ovision For Loan Loss	\$50	\$0	\$50
ealized Gain/(Loss) On Securities	-\$4	\$1	(\$5)
xes Paid	\$0	\$0	\$0
rrent Quarter's Net Income	\$45	\$95	(\$50)
r Interest Expense % of Interest Income	13.66%	17.52%	-3.86%
tr Non-Int Expense % of Non-Int Inocme	1642.86%	697.18%	945.67%
r Current Interest Income Coverage Ratio	1.13	1.04	0.09

### Efficiency/Productivity

	<b>Current Quarter</b>	Prior Quarter	% Change	Annualized
Efficiency Ratio	82.29	84.04	-2.08%	-8.36%
Assets Per Employee (\$Millions)	\$3.15	\$3.17	-0.53%	-2.11%
Loans Per Employee (\$Millions)	\$1.94	\$1.94	-0.06%	-0.25%
Avg Salary & Benefits Per Emp (\$Thou)	\$12.26	\$12.84	-4.51%	-18.08%

#### **DEFINITIONS**

**Description** Formula

Asset Leverage Multiple Average Assets/Average Equity

Borrowing Cost (Int Expense: Total Deposits - Int Expense: Total)/ Average Borrowings

Borrowing Mix Average Borrowings/Average Interest Bearing Liabilities\*100

Cost of Int Bear Liabs Weighted Deposit Cost + Weighted Borrowing Cost

Deposit Cost Int Exp:Total Deposits/Avg Int Bearing Deposits

Deposit Mix Average Int Bearing Deposits/Avg Int Bearing Liabilities\*100

G/L on Net Int Pos as % of EA Cost of Interest Bearing Liabilities x Net Interest Position on Earning Assets

Loan Mix Avg Loans & Leases/Average Earning Assets x 100

Loan Yield Int Income:Loans & Leases/Avg Loans & Leases x 100

Net Int Margin on Earning Assets Net Interest Spread on Earning Assets + (Gain (loss) on Net Interest Position/Earning Assets)

Net Int Spread on Earnings Assets Yield on Earning Assets - Cost of Interest Bearing Liabilities

Net Int Margin/Average Assets (Average Earning Assets/Average Assets) x (Net Interest Margin/Average Earning Assets)

Net Int Position on Earning Assets (Average Earning Assets - Average Interest Bearing Liabilities)/Average Earning Assets

Non Int Margin/Avg Assets (Non Interest Income/Average Assets) - (Non Interest Expense/Average Assets)

Non Int Expense/Avg Assets Non Interest Expense/Average Assets

Non Int Income/Avg Assets Non Interest Income/Average Assets

Non-Operating Margin/Avg Assets [(Total gain (loss) on securities + Extraordinary items) - (Net income (noncontrolling interests) +

Minority Interest (BHC only))/Average Assets] -

[(Total Prov for losses/ Avg Earning Assets) x (Avg Earnings Assets/Avg Assets]

Return on Average Assets (ROAA) (Non Operating Margin/Average Assets) + (Net Interest Margin/Average Assets) -

(Taxes/Average Assets) + (Non Interest Margin/Average Assets)

Return on Equity (ROAE) Return on Average Assets x (Average Assets/Average Equity)

Secs & Other Mix 100 - Loan Mix

Secs & Other Yield (Int Income: Total - Int Income: Loans & Leases)/(Avg Earning Assets - Avg Loans & Leases) x 100

Securities Mix Avg Securities/Avg Earning Assets x 100

Securities Yield Int Income: Total Securities/Avg Securities x 100

Taxes/Avg Assets Income tax/Average Assets

Weighted Borrowing Cost Borrowing Cost x (Borrowing Mix/100)

Weighted Deposit Cost Deposit Cost x (Deposit Mix/100)

Weighted Loan Yield Loan Yield x Loan Mix/100

Weighted Secs & Other Yield Securities & Other Yield x Securities & Other Mix/100

Weighted Securities Yield Securities Yield x Securities Mix/100

Yield on Earning Assets Weighted Loan Yield + Weighted Securities & Other Yield