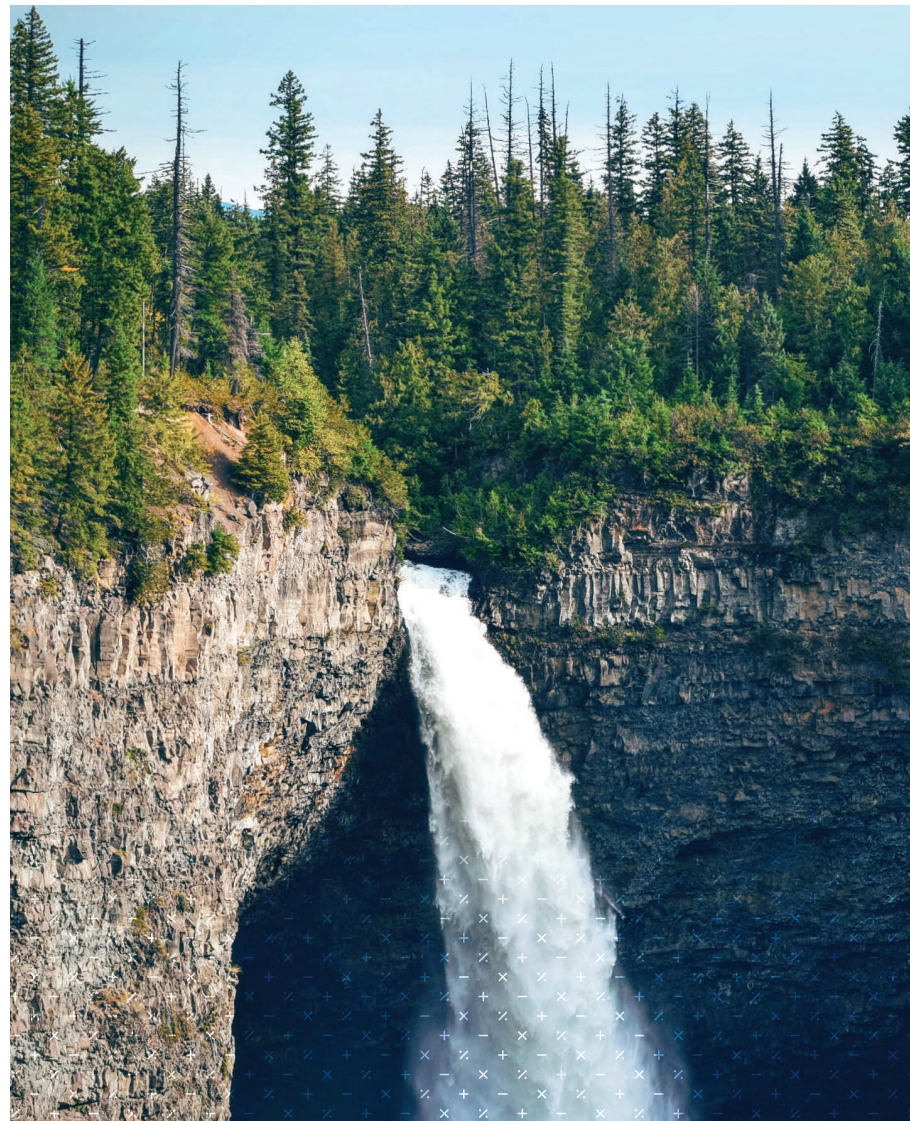




Bankers' Index

AN ANALYSIS OF WASHINGTON AND OREGON
COMMUNITY BANKS





The Bankers' Index is published by the Washington and Oregon offices of Moss Adams. For more information on the data presented in this report, contact **Rebecca Radell, Senior Manager**, at **(209) 955-6136**.

ASSET SIZE DEFINITION

Group A	Over \$1 billion
Group B	\$501 million–\$1 billion
Group C	\$251 million–\$500 million
Group D	\$0–\$250 million

Washington

BELLINGHAM

2219 Rimland Drive
Suite 215
Bellingham, WA 98226
(360) 676-1920

EVERETT

2707 Colby Avenue
Suite 801
Everett, WA 98201
(425) 259-7227

ISSAQUAH

385 Front Street North
Issaquah, WA 98027
(425) 961-7000

SEATTLE

999 Third Avenue
Suite 2800
Seattle, WA 98104
(206) 302-6500

SPOKANE

601 West Riverside
Suite 1800
Spokane, WA 99201
(509) 747-2600

TACOMA

1301 A Street
Suite 600
Tacoma, WA 98402
(253) 572-4100

TRI-CITIES

8836 Gage Boulevard
Suite 201-A
Kennewick, WA 99336
(509) 544-5010

WENATCHEE

123 Ohme Garden Road
Suite C
Wenatchee, WA 98801
(509) 888-0518

YAKIMA

402 East Yakima Avenue
Suite 110
Yakima, WA 98907
(509) 248-7750

Oregon

EUGENE

975 Oak Street
Suite 500
Eugene, OR 97401
(541) 686-1040

MEDFORD

221 Stewart Avenue
Suite 301
Medford, OR 97501
(541) 857-1040

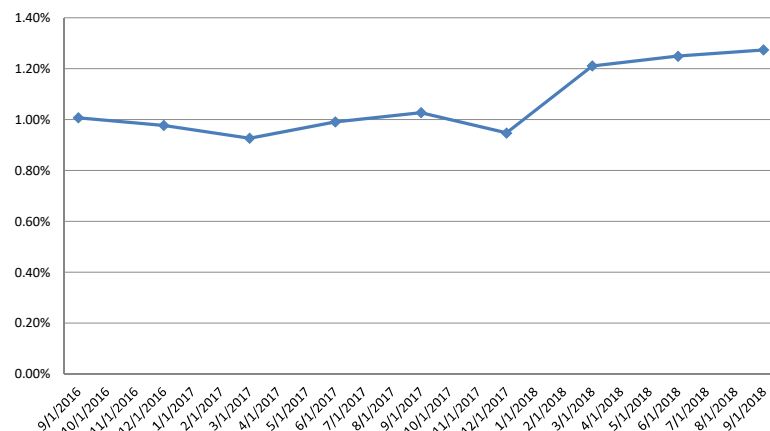
PORTLAND

805 SW Broadway
Suite 1200
Portland, OR 97205
(503) 242-1447

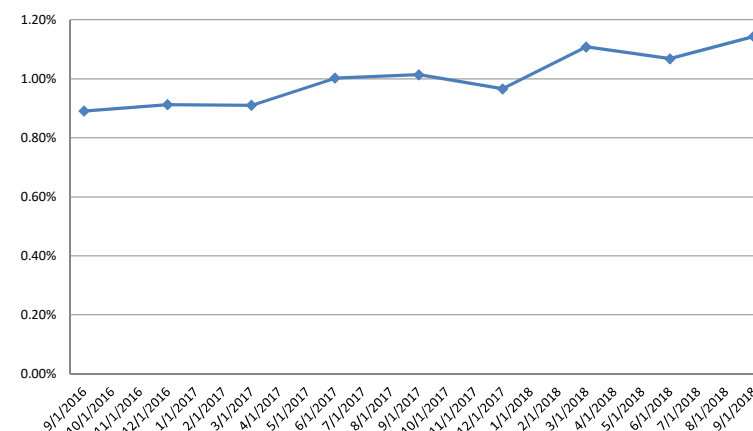
Washington

Performance Analysis

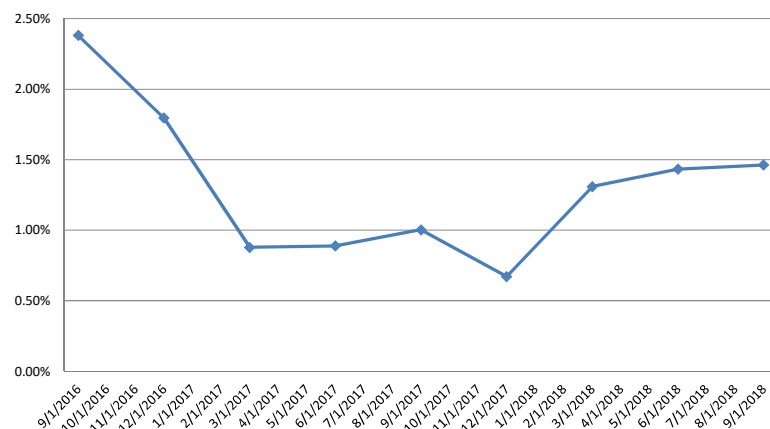
Summary Trends of Historical Asset Group Averages: Return on Average Assets

Asset Group A - Over \$1 billion in Total Assets
Year-to-Date

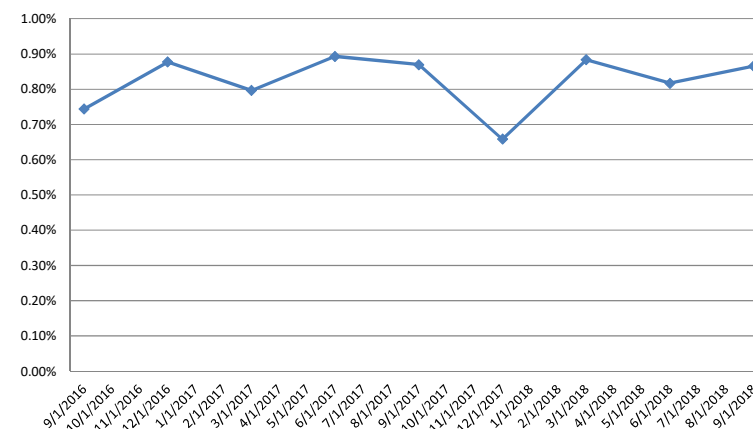
Return on Avg Assets	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	1.01%	0.98%	0.93%	0.99%	1.03%	0.95%	1.21%	1.25%	1.27%

Asset Group B - \$501 to \$1 billion in Total Assets
Year-to-Date

Return on Avg Assets	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	0.89%	0.91%	0.91%	1.00%	1.01%	0.97%	1.11%	1.07%	1.14%

Asset Group C - \$251 to \$500 million in Total Assets
Year-to-Date

Return on Avg Assets	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	2.38%	1.80%	0.88%	0.89%	1.00%	0.67%	1.31%	1.43%	1.46%

Asset Group D - \$0 to \$250 million in Total Assets
Year-to-Date

Return on Avg Assets	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	0.74%	0.88%	0.80%	0.89%	0.87%	0.66%	0.88%	0.82%	0.87%

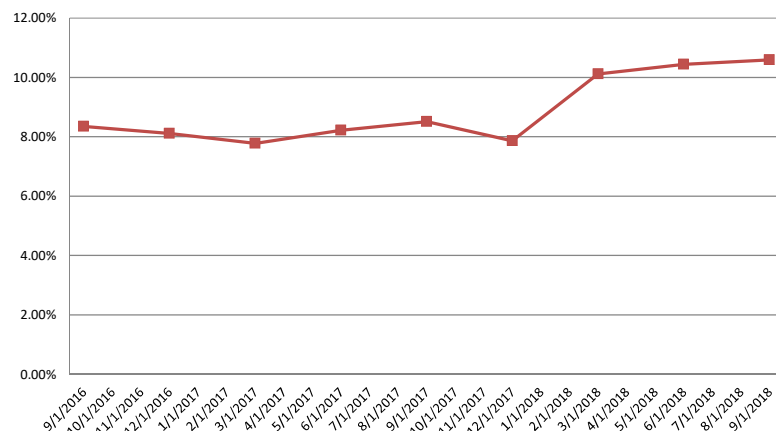
Source: SNL Financial

Note: Report includes only bank-level data.

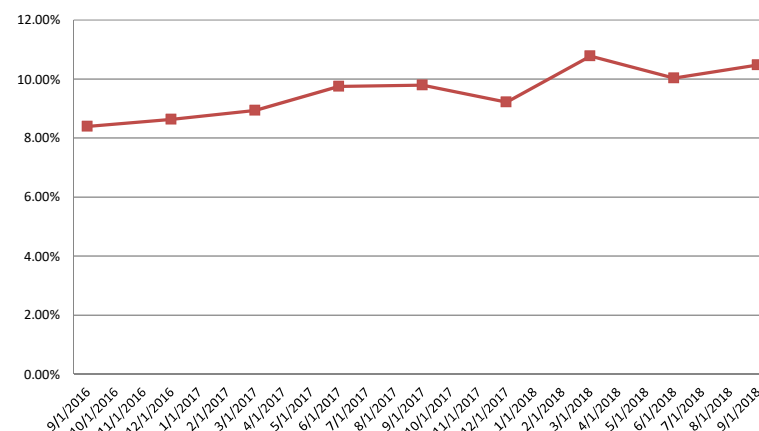
NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

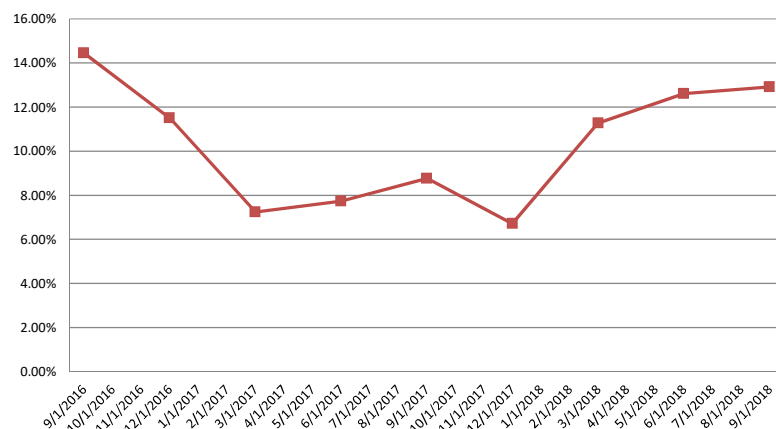
Summary Trends of Historical Asset Group Averages: Return on Average Equity

Asset Group A - Over \$1 billion in Total Assets
Year-to-Date

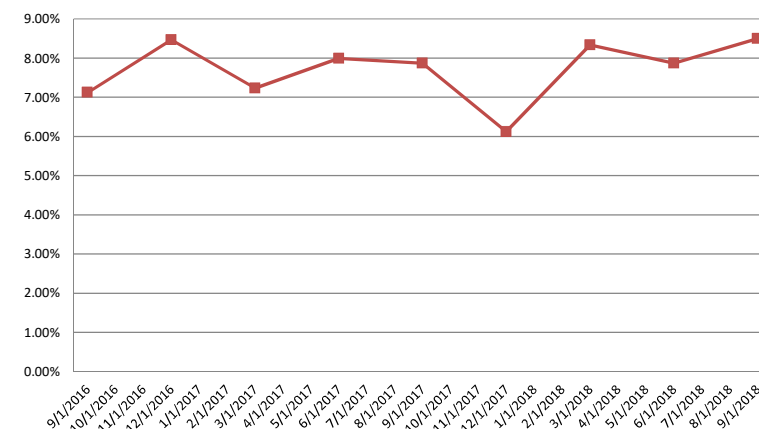
Return on Avg Equity	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	8.35%	8.11%	7.78%	8.22%	8.51%	7.87%	10.12%	10.44%	10.59%

Asset Group B - \$501 to \$1 billion in Total Assets
Year-to-Date

Return on Avg Equity	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	8.40%	8.63%	8.94%	9.75%	9.79%	9.22%	10.78%	10.03%	10.48%

Asset Group C - \$251 to \$500 million in Total Assets
Year-to-Date

Return on Avg Equity	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	14.45%	11.51%	7.24%	7.73%	8.76%	6.71%	11.27%	12.61%	12.92%

Asset Group D - \$0 to \$250 million in Total Assets
Year-to-Date

Return on Avg Equity	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	7.12%	8.46%	7.23%	7.99%	7.87%	6.12%	8.34%	7.87%	8.50%

Source: SNL Financial

Note: Report includes only bank-level data.

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Performance Analysis

September 30, 2018

Run Date: November 12, 2018

Region	Institution Name	As of Date	Quarter to Date					Year to Date				
		Total Assets (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)
Asset Group A - Over \$1 billion in total assets												
	Washington Federal, National Association	\$15,878,518	\$51,456	1.30%	10.40%	52.06%	\$67	\$152,439	1.29%	10.27%	50.48%	\$67
	Columbia State Bank	\$12,948,357	\$47,284	1.47%	9.49%	54.10%	\$93	\$130,817	1.37%	8.81%	56.32%	\$93
	Banner Bank	\$10,210,090	\$38,603	1.52%	11.96%	59.81%	\$88	\$101,673	1.35%	10.45%	62.60%	\$91
	HomeStreet Bank	\$6,982,876	\$13,876	0.79%	7.11%	82.33%	\$117	\$31,621	0.61%	5.43%	86.72%	\$127
	Washington Trust Bank	\$6,398,229	\$20,345	1.26%	14.96%	63.42%	\$109	\$59,132	1.25%	14.83%	62.63%	\$107
	Heritage Bank	\$5,272,173	\$17,381	1.31%	9.99%	60.87%	\$104	\$41,616	1.13%	8.70%	64.16%	\$94
	Yakima Federal Savings and Loan Association	\$1,777,333	\$6,429	1.45%	5.93%	41.72%	\$112	\$15,296	1.15%	4.75%	48.59%	\$127
	Peoples Bank	\$1,700,477	\$5,965	1.39%	12.41%	65.40%	\$90	\$16,531	1.31%	11.77%	67.28%	\$89
	Cashmere Valley Bank	\$1,515,519	\$5,758	1.52%	13.10%	52.38%	\$69	\$16,534	1.47%	12.61%	53.41%	\$69
	First Financial Northwest Bank	\$1,232,916	\$2,997	0.98%	9.52%	63.14%	\$123	\$13,478	1.47%	14.28%	61.77%	\$124
	First Federal Savings and Loan Association of Port Angeles	\$1,221,828	\$2,013	0.67%	5.82%	74.64%	\$90	\$5,213	0.58%	4.94%	76.71%	\$91
	1st Security Bank of Washington	\$1,189,916	\$4,219	1.45%	12.51%	64.02%	\$82	\$13,118	1.61%	13.31%	65.07%	\$84
	Kitsap Bank	\$1,147,486	\$3,815	1.33%	12.22%	69.61%	\$88	\$10,850	1.27%	11.61%	70.22%	\$86
	Riverview Community Bank	\$1,147,224	\$4,500	1.56%	12.84%	59.52%	\$85	\$12,275	1.44%	11.86%	62.13%	\$88
	Timberland Bank	\$1,015,687	\$4,535	1.80%	15.14%	55.77%	\$60	\$13,352	1.80%	15.30%	55.72%	\$61
	Average of Asset Group A	\$4,642,575	\$15,278	1.32%	10.89%	61.25%	\$92	\$42,263	1.27%	10.59%	62.92%	\$93
Asset Group B - \$501 million to \$1 billion in total assets												
	Bank of the Pacific	\$935,681	\$3,345	1.46%	13.13%	65.98%	\$90	\$8,492	1.27%	11.35%	69.98%	\$91
	Inland Northwest Bank	\$922,671	\$2,073	1.80%	11.60%	49.45%	\$75	\$2,073	1.80%	15.19%	49.45%	\$75
	Coastal Community Bank	\$916,917	\$2,768	1.26%	12.36%	62.24%	\$92	\$7,142	1.15%	11.57%	64.53%	\$88
	Sound Community Bank	\$714,532	\$1,889	1.08%	11.05%	67.56%	\$115	\$5,575	1.11%	11.20%	67.50%	\$110
	Olympia Federal Savings and Loan Association	\$645,615	\$907	0.57%	3.76%	80.38%	\$94	\$2,836	0.60%	3.94%	80.31%	\$95
	Seattle Bank	\$603,027	\$1,832	1.23%	12.14%	52.26%	\$143	\$3,025	0.91%	6.80%	63.23%	\$127
	Baker-Boyer National Bank	\$594,125	\$2,059	1.40%	15.67%	69.59%	\$89	\$5,197	1.16%	13.31%	73.27%	\$91
	Average of Asset Group B	\$761,795	\$2,125	1.26%	11.39%	63.92%	\$100	\$4,906	1.14%	10.48%	66.90%	\$97
Asset Group C - \$251 to \$500 million in total assets												
	Anchor Bank	\$478,333	\$1,583	1.34%	9.93%	60.25%	\$82	\$4,278	1.21%	9.14%	65.30%	\$89
	Security State Bank	\$451,784	\$1,913	1.70%	13.77%	62.04%	\$57	\$6,319	1.88%	15.38%	56.74%	\$56
	Wheatland Bank	\$423,302	\$1,314	1.25%	12.70%	69.82%	\$83	\$3,932	1.28%	13.33%	69.63%	\$77
	Mountain Pacific Bank	\$331,576	\$1,175	1.31%	15.87%	58.27%	\$100	\$2,870	1.18%	13.37%	61.73%	\$98
	Commencement Bank	\$321,824	\$1,361	1.65%	13.48%	50.94%	\$95	\$3,833	1.57%	13.06%	55.84%	\$94
	Community First Bank	\$303,473	\$997	1.29%	12.50%	74.79%	\$95	\$2,753	1.22%	11.68%	74.86%	\$88
	UniBank	\$296,112	\$1,376	1.92%	13.40%	53.38%	\$107	\$3,569	1.71%	11.83%	54.03%	\$99
	Islanders Bank	\$295,729	\$1,250	1.70%	16.45%	52.93%	\$75	\$3,498	1.65%	15.56%	53.22%	\$75
	Average of Asset Group C	\$362,767	\$1,371	1.52%	13.51%	60.30%	\$87	\$3,882	1.46%	12.92%	61.42%	\$84

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Performance Analysis

September 30, 2018

Run Date: November 12, 2018

		As of Date	Quarter to Date					Year to Date				
		Total Assets (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)
Region	Institution Name											
Asset Group D - \$0 to \$250 million in total assets												
	SaviBank	\$246,793	\$441	0.74%	5.92%	76.35%	\$77	\$1,678	0.98%	7.64%	72.90%	\$73
	Pacific Crest Savings Bank	\$224,678	\$1,015	1.80%	17.23%	48.28%	\$132	\$2,793	1.64%	16.13%	51.65%	\$157
	Bank of Washington	\$210,015	\$235	0.45%	4.70%	84.32%	\$98	\$712	0.47%	4.78%	83.67%	\$90
	State Bank Northwest	\$139,961	\$551	1.61%	14.37%	71.37%	\$112	\$1,473	1.44%	12.91%	72.86%	\$103
	RiverBank	\$137,074	\$149	0.43%	4.35%	89.01%	\$92	\$608	0.60%	6.00%	85.26%	\$91
	First Sound Bank	\$132,396	\$98	0.30%	2.92%	91.47%	\$129	\$236	0.23%	2.36%	93.41%	\$142
	Liberty Bay Bank	\$113,423	\$176	0.61%	7.58%	78.41%	\$103	\$348	0.43%	5.02%	84.61%	\$102
	Washington Business Bank	\$84,867	\$193	0.93%	8.44%	70.33%	\$108	\$537	0.88%	7.94%	71.47%	\$106
	Raymond Federal Bank	\$60,158	\$50	0.34%	3.26%	87.96%	\$66	(\$19)	(0.04%)	(0.41%)	102.29%	\$66
	Sound Banking Company	\$53,937	\$489	3.46%	36.53%	42.13%	\$135	\$1,163	2.76%	29.98%	48.31%	\$136
	Twin City Bank	\$53,499	\$126	0.98%	9.81%	78.21%	\$93	\$313	0.83%	8.29%	80.94%	\$88
	Lamont Bank of St. John	\$45,721	\$171	1.38%	12.23%	46.22%	\$74	\$603	1.62%	14.47%	38.20%	\$76
	Farmers State Bank	\$42,959	\$67	0.68%	7.05%	65.38%	\$53	\$159	0.56%	5.66%	69.99%	\$53
	Farmington State Bank	\$8,756	\$12	0.52%	2.96%	84.89%	\$57	(\$22)	(0.29%)	(1.80%)	101.04%	\$73
	Average of Asset Group D	\$111,017	\$270	1.02%	9.81%	72.45%	\$95	\$756	0.87%	8.50%	75.47%	\$97

Source: SNL Financial

Note: Report includes only bank-level data.

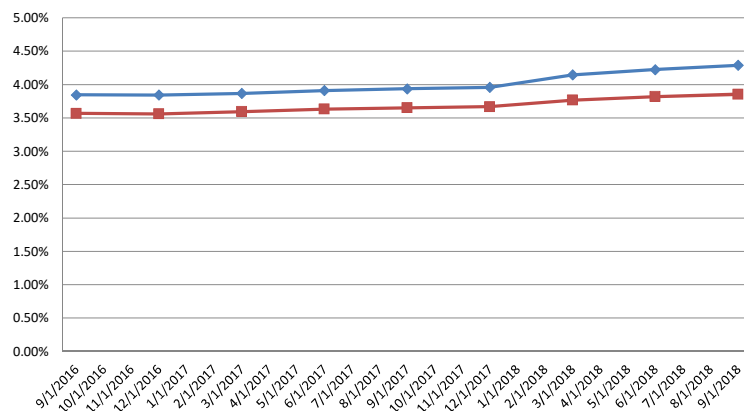
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Balance Sheet & Net Interest Margin

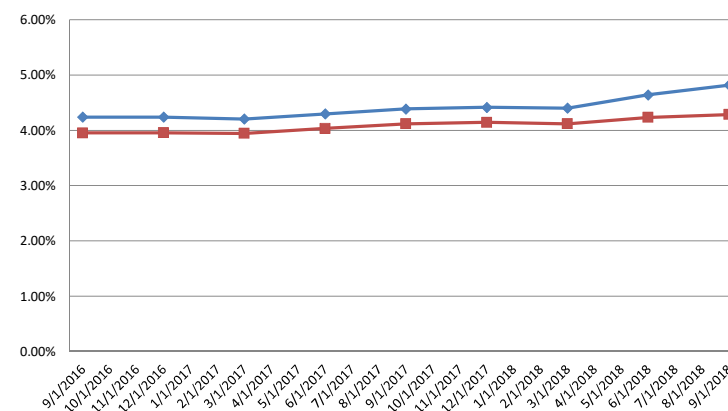
Summary Trends of Historical Asset Group Averages: Yield on Earning Assets & Net Interest Margin (FTE)

Asset Group A - Over \$1 billion in Total Assets
Year-to-Date



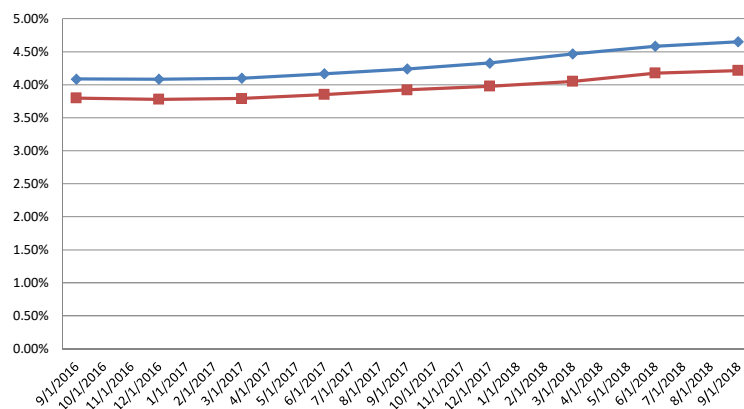
	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	3.84%	3.84%	3.87%	3.91%	3.93%	3.96%	4.14%	4.22%	4.29%
Net Interest Margin (FTE)	3.57%	3.56%	3.59%	3.63%	3.65%	3.67%	3.76%	3.82%	3.85%

Asset Group B - \$501 to \$1 billion in Total Assets
Year-to-Date



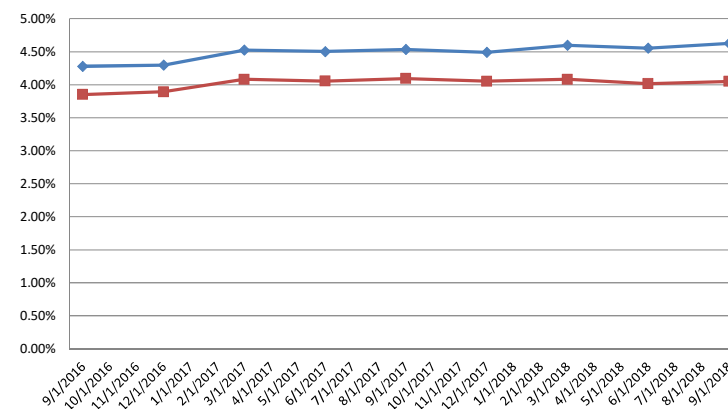
	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	4.24%	4.24%	4.20%	4.30%	4.39%	4.41%	4.40%	4.64%	4.81%
Net Interest Margin (FTE)	3.95%	3.95%	3.94%	4.03%	4.12%	4.14%	4.12%	4.23%	4.28%

Asset Group C - \$251 to \$500 million in Total Assets
Year-to-Date



	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	4.08%	4.08%	4.10%	4.16%	4.24%	4.33%	4.47%	4.58%	4.65%
Net Interest Margin (FTE)	3.80%	3.78%	3.79%	3.85%	3.92%	3.97%	4.05%	4.17%	4.21%

Asset Group D - \$0 to \$250 million in Total Assets
Year-to-Date



	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	4.28%	4.29%	4.52%	4.50%	4.53%	4.49%	4.60%	4.55%	4.62%
Net Interest Margin (FTE)	3.85%	3.89%	4.08%	4.05%	4.09%	4.05%	4.08%	4.01%	4.05%

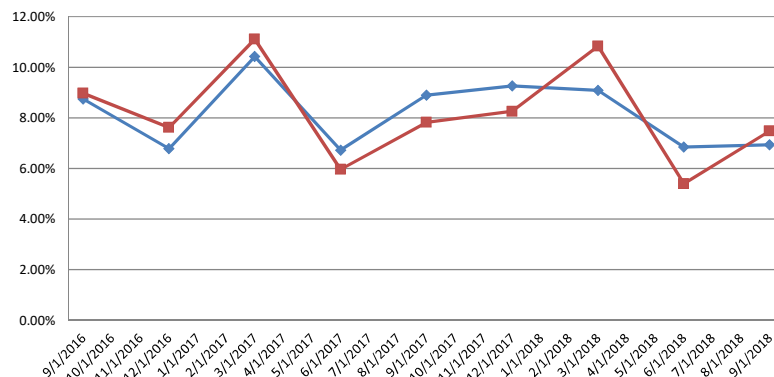
Source: SNL Financial

Note: Report includes only bank-level data.

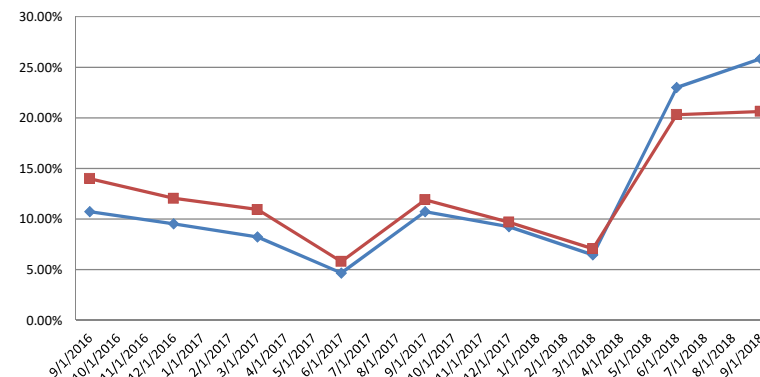
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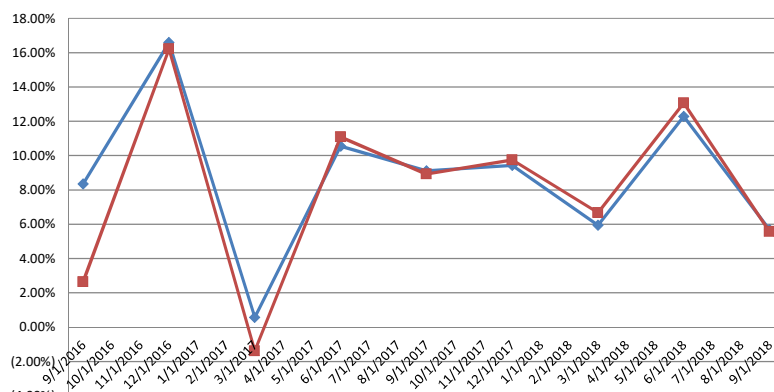
Summary Trends of Historical Asset Group Averages: Asset Growth Rate & Deposit Growth Rate

Asset Group A - Over \$1 billion in Total Assets
Year-to-Date

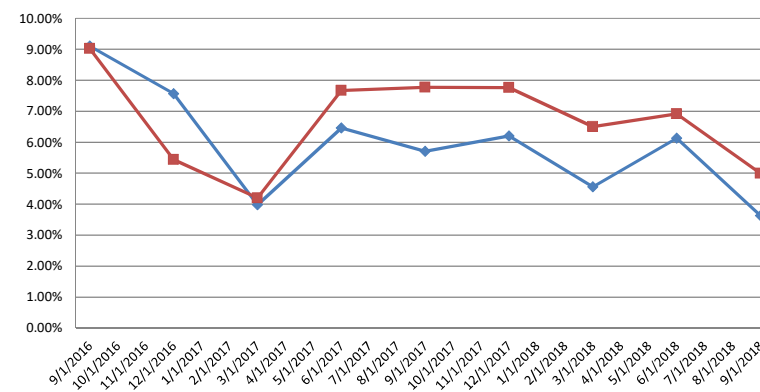
	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Asset Growth Rate	8.74%	6.79%	10.42%	6.72%	8.90%	9.26%	9.09%	6.85%	6.94%
Deposit Growth Rate	8.97%	7.62%	11.11%	5.97%	7.82%	8.26%	10.84%	5.40%	7.48%

Asset Group B - \$501 to \$1 billion in Total Assets
Year-to-Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Asset Growth Rate	10.73%	9.54%	8.22%	4.67%	10.72%	9.23%	6.46%	23.00%	25.84%
Deposit Growth Rate	13.98%	12.04%	10.93%	5.79%	11.91%	9.67%	7.07%	20.31%	20.62%

Asset Group C - \$251 to \$500 million in Total Assets
Year-to-Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Asset Growth Rate	8.35%	16.59%	0.57%	10.55%	9.11%	9.44%	5.94%	12.29%	5.68%
Deposit Growth Rate	2.64%	16.21%	(1.38%)	11.09%	8.93%	9.74%	6.66%	13.08%	5.57%

Asset Group D - \$0 to \$250 million in Total Assets
Year-to-Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Asset Growth Rate	9.11%	7.57%	3.98%	6.46%	5.71%	6.20%	4.56%	6.13%	3.63%
Deposit Growth Rate	9.02%	5.44%	4.20%	7.67%	7.77%	7.76%	6.50%	6.92%	5.00%

Source: SNL Financial

Note: Report includes only bank-level data.

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NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Balance Sheet & Net Interest Margin

September 30, 2018

Run Date: November 12, 2018

		As of Date						Year to Date					
		Total Assets (\$000)	Total Lns & Leases (\$000)	Total Deposits (\$000)	Loans/Deposits (%)	Liquidity Ratio (%)	Assets/Employees (\$000)	Yield on Earning Assets (%)	Cost of Interest Bearing Liab (%)	Cost of Funds (%)	Net Interest Margin (FTE) (%)	Asset Growth Rate (%)	Deposit Growth Rate (%)
Region	Institution Name												
Asset Group A - Over \$1 billion in total assets													
	Washington Federal, National Association	\$15,878,518	\$11,607,243	\$11,498,619	100.94%	18.82%	\$8,460	4.15%	1.15%	1.02%	3.21%	2.51%	4.82%
	Columbia State Bank	\$12,948,357	\$8,519,592	\$10,624,220	80.19%	25.04%	\$6,184	4.41%	0.26%	0.14%	4.33%	2.55%	0.98%
	Banner Bank	\$10,210,090	\$7,712,975	\$8,465,439	91.11%	17.66%	\$5,167	4.72%	0.42%	0.26%	4.50%	10.28%	8.08%
	HomeStreet Bank	\$6,982,876	\$5,471,179	\$5,175,127	105.72%	11.55%	\$3,455	4.22%	1.13%	0.94%	3.37%	5.62%	11.01%
	Washington Trust Bank	\$6,398,229	\$4,054,935	\$5,556,038	72.98%	31.87%	\$6,496	3.88%	0.31%	0.18%	3.73%	3.52%	2.60%
	Heritage Bank	\$5,272,173	\$3,650,936	\$4,424,427	82.52%	18.59%	\$6,005	4.44%	0.37%	0.26%	4.25%	37.68%	39.48%
	Yakima Federal Savings and Loan Association	\$1,777,333	\$666,062	\$1,318,337	50.52%	75.04%	\$13,567	3.19%	0.75%	0.74%	2.60%	(1.64%)	(3.56%)
	Peoples Bank	\$1,700,477	\$1,414,689	\$1,501,932	94.19%	16.28%	\$4,127	4.43%	0.38%	0.26%	4.19%	2.80%	1.76%
	Cashmere Valley Bank	\$1,515,519	\$953,881	\$1,322,694	72.12%	33.20%	\$6,368	3.42%	0.45%	0.37%	3.25%	(0.04%)	0.85%
	First Financial Northwest Bank	\$1,232,916	\$1,006,891	\$946,883	106.34%	13.80%	\$8,165	4.75%	1.36%	1.30%	3.56%	2.71%	13.64%
	First Federal Savings and Loan Association of Port Angeles	\$1,221,828	\$849,028	\$946,031	89.75%	22.76%	\$5,989	3.97%	0.98%	0.83%	3.21%	3.12%	8.67%
	1st Security Bank of Washington	\$1,189,916	\$1,014,408	\$957,381	105.96%	11.35%	\$3,449	5.27%	1.03%	0.80%	4.54%	28.31%	18.82%
	Kitsap Bank	\$1,147,486	\$730,254	\$1,006,844	72.53%	30.32%	\$3,943	4.28%	0.11%	0.07%	4.30%	1.16%	1.54%
	Riverview Community Bank	\$1,147,224	\$849,842	\$990,835	85.77%	21.76%	\$4,571	4.64%	0.18%	0.13%	4.52%	2.33%	1.47%
	Timberland Bank	\$1,015,687	\$736,706	\$889,812	82.79%	23.65%	\$3,922	4.56%	0.44%	0.33%	4.25%	3.19%	2.02%
	Average of Asset Group A	\$4,642,575	\$3,282,575	\$3,708,308	86.23%	24.78%	\$5,991	4.29%	0.62%	0.51%	3.85%	6.94%	7.48%

Asset Group B - \$501 million to \$1 billion in total assets

	Bank of the Pacific	\$935,681	\$699,837	\$815,490	85.82%	14.07%	\$3,982	4.83%	0.37%	0.26%	4.65%	6.21%	6.07%
	Inland Northwest Bank	\$922,671	\$702,961	\$721,159	97.48%	9.61%	\$4,961	5.75%	0.42%	0.28%	5.49%	15.61%	(0.49%)
	Coastal Community Bank	\$916,917	\$744,318	\$795,114	93.61%	16.38%	\$5,210	4.62%	0.60%	0.40%	4.25%	18.42%	16.93%
	Sound Community Bank	\$714,532	\$617,925	\$543,080	113.78%	10.43%	\$6,380	5.06%	0.95%	0.81%	4.31%	14.49%	6.72%
	Olympia Federal Savings and Loan Association	\$645,615	\$540,176	\$513,407	105.21%	11.08%	\$5,425	4.37%	0.69%	0.66%	3.76%	5.94%	4.12%
	Seattle Bank	\$603,027	\$547,889	\$468,295	117.00%	7.28%	\$12,563	5.45%	1.98%	1.75%	3.84%	122.90%	112.83%
	Baker-Boyer National Bank	\$594,125	\$288,315	\$528,511	54.55%	44.90%	\$3,301	3.62%	0.08%	0.05%	3.68%	(2.70%)	(1.84%)
	Average of Asset Group B	\$761,795	\$591,632	\$626,437	95.35%	16.25%	\$5,975	4.81%	0.73%	0.60%	4.28%	25.84%	20.62%

Asset Group C - \$251 to \$500 million in total assets

	Anchor Bank	\$478,333	\$374,716	\$371,841	100.77%	15.67%	\$5,143	5.47%	1.26%	1.07%	4.47%	1.73%	10.83%
	Security State Bank	\$451,784	\$216,011	\$388,728	55.57%	54.40%	\$4,303	4.01%	0.17%	0.13%	3.91%	0.65%	0.09%
	Wheatland Bank	\$423,302	\$334,441	\$367,925	90.90%	15.85%	\$3,307	4.71%	0.21%	0.11%	4.65%	6.22%	1.61%
	Mountain Pacific Bank	\$331,576	\$251,080	\$291,906	86.01%	21.27%	\$6,767	4.84%	1.03%	0.89%	3.92%	20.66%	23.91%
	Commencement Bank	\$321,824	\$271,820	\$277,086	98.10%	11.14%	\$6,189	5.33%	0.73%	0.50%	4.87%	(2.51%)	(3.19%)
	Community First Bank	\$303,473	\$188,197	\$270,893	69.47%	30.88%	\$3,263	3.68%	0.28%	0.17%	3.59%	(0.69%)	(1.23%)
	UniBank	\$296,112	\$201,773	\$237,883	84.82%	26.18%	\$6,300	5.01%	1.15%	0.95%	4.18%	10.75%	3.77%
	Islanders Bank	\$295,729	\$182,394	\$263,491	69.22%	38.80%	\$5,687	4.17%	0.16%	0.10%	4.11%	8.59%	8.76%
	Average of Asset Group C	\$362,767	\$252,554	\$308,719	81.86%	26.77%	\$5,120	4.65%	0.62%	0.49%	4.21%	5.68%	5.57%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Balance Sheet & Net Interest Margin

September 30, 2018

Run Date: November 12, 2018

		As of Date					Year to Date						
		Total Assets (\$000)	Total Lns & Leases (\$000)	Total Deposits (\$000)	Loans/Deposits (%)	Liquidity Ratio (%)	Assets/Employees (\$000)	Yield on Earning Assets (%)	Cost of Interest Bearing Liab (%)	Cost of Funds (%)	Net Interest Margin (FTE) (%)	Asset Growth Rate (%)	Deposit Growth Rate (%)
Region	Institution Name												
Asset Group D - \$0 to \$250 million in total assets													
	SaviBank	\$246,793	\$207,130	\$200,630	103.24%	12.76%	\$3,291	5.16%	1.06%	0.84%	4.38%	18.07%	16.72%
	Pacific Crest Savings Bank	\$224,678	\$169,393	\$184,848	91.64%	27.84%	\$13,216	4.83%	1.40%	1.36%	3.66%	2.97%	9.02%
	Bank of Washington	\$210,015	\$176,180	\$175,638	100.31%	12.67%	\$4,667	4.27%	1.12%	0.96%	3.38%	10.07%	6.04%
	State Bank Northwest	\$139,961	\$109,324	\$123,259	88.69%	20.46%	\$5,184	5.12%	0.42%	0.26%	4.91%	(0.26%)	(0.74%)
	RiverBank	\$137,074	\$103,548	\$117,923	87.81%	25.89%	\$4,154	4.87%	1.05%	0.76%	4.17%	6.86%	15.35%
	First Sound Bank	\$132,396	\$97,408	\$118,434	82.25%	26.61%	\$8,275	4.05%	0.96%	0.71%	3.39%	(11.05%)	(2.32%)
	Liberty Bay Bank	\$113,423	\$74,440	\$95,096	78.28%	19.26%	\$5,970	4.41%	0.93%	0.71%	3.74%	13.05%	27.69%
	Washington Business Bank	\$84,867	\$72,781	\$70,436	103.33%	12.61%	\$6,062	5.32%	1.27%	1.07%	4.32%	11.27%	12.95%
	Raymond Federal Bank	\$60,158	\$47,503	\$53,261	89.19%	23.10%	\$3,539	4.24%	0.63%	0.62%	3.69%	2.99%	2.51%
	Sound Banking Company	\$53,937	\$40,987	\$48,168	85.09%	19.16%	\$8,990	5.74%	0.29%	0.18%	5.55%	(1.12%)	(2.70%)
	Twin City Bank	\$53,499	\$44,741	\$45,692	97.92%	14.99%	\$3,821	5.19%	0.63%	0.39%	4.81%	5.15%	(1.66%)
	Lamont Bank of St. John	\$45,721	\$17,514	\$39,201	44.68%	48.89%	\$9,144	4.60%	0.86%	0.61%	4.05%	(7.73%)	(11.45%)
	Farmers State Bank	\$42,959	\$5,269	\$39,098	13.48%	92.02%	\$7,160	2.60%	0.29%	0.14%	2.46%	26.62%	29.07%
	Farmington State Bank	\$8,756	\$4,183	\$7,129	58.68%	63.05%	\$2,919	4.33%	0.22%	0.18%	4.17%	(26.14%)	(30.50%)
	Average of Asset Group D	\$111,017	\$83,600	\$94,201	80.33%	29.95%	\$6,171	4.62%	0.80%	0.63%	4.05%	3.63%	5.00%

Source: SNL Financial

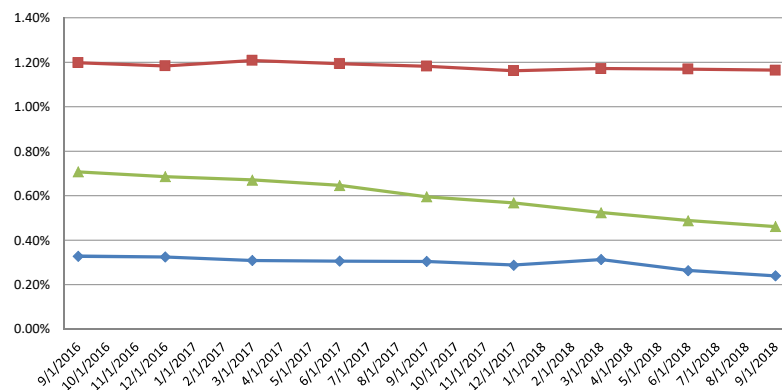
Note: Report includes only bank-level data.

NA = data was not available.

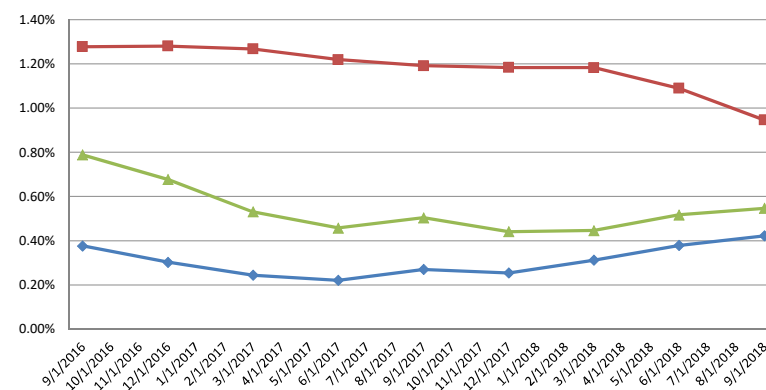
NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Asset Quality

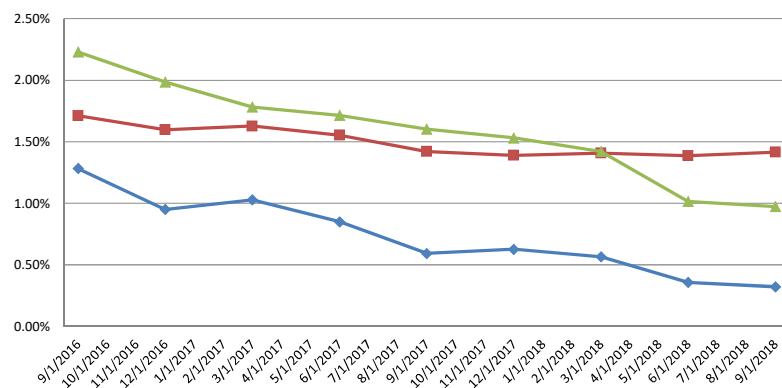
Summary Trends of Historical Asset Group Averages: Non accruals/Loans, Reserves/Loans & NPAs/Total Assets

Asset Group A - Over \$1 billion in Total Assets
As of Date

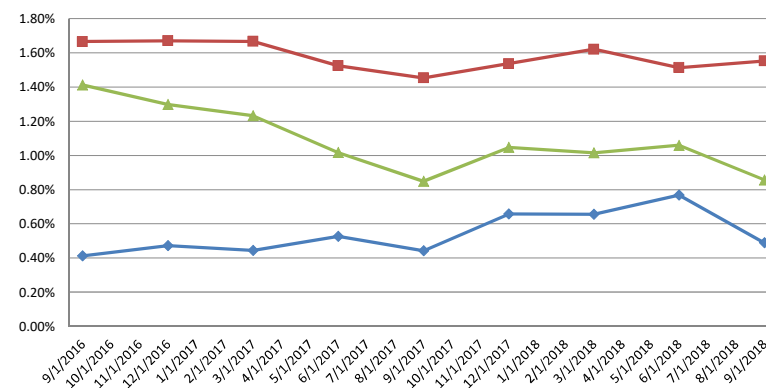
	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	0.33%	0.32%	0.31%	0.31%	0.30%	0.29%	0.31%	0.26%	0.24%
Reserves/Loans	1.20%	1.18%	1.21%	1.19%	1.18%	1.16%	1.17%	1.17%	1.16%
NPAs/Total Assets	0.71%	0.69%	0.67%	0.65%	0.59%	0.57%	0.52%	0.49%	0.46%

Asset Group B - \$501 to \$1 billion in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	0.38%	0.30%	0.24%	0.22%	0.27%	0.25%	0.31%	0.38%	0.42%
Reserves/Loans	1.28%	1.28%	1.27%	1.22%	1.19%	1.18%	1.18%	1.09%	0.95%
NPAs/Total Assets	0.79%	0.68%	0.53%	0.46%	0.50%	0.44%	0.45%	0.52%	0.55%

Asset Group C - \$251 to \$500 million in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	1.28%	0.95%	1.03%	0.85%	0.59%	0.63%	0.56%	0.36%	0.32%
Reserves/Loans	1.71%	1.60%	1.63%	1.55%	1.42%	1.39%	1.41%	1.39%	1.42%
NPAs/Total Assets	2.23%	1.98%	1.78%	1.71%	1.60%	1.53%	1.42%	1.02%	0.97%

Asset Group D - \$0 to \$250 million in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	0.41%	0.47%	0.44%	0.53%	0.44%	0.66%	0.66%	0.77%	0.49%
Reserves/Loans	1.67%	1.67%	1.67%	1.52%	1.45%	1.54%	1.62%	1.51%	1.55%
NPAs/Total Assets	1.41%	1.30%	1.23%	1.02%	0.85%	1.05%	1.02%	1.06%	0.86%

Source: SNL Financial

Note: Report includes only bank-level data.

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Asset Quality

September 30, 2018

Run Date: November 12, 2018

Region Institution Name		As of Date						
		Total Assets (\$000)	Tot Loans & Leases Nonaccrual (\$000)	Nonaccrual Loans/Total Loans (%)	Reserves/Loans (%)	Reserves/ NPLs (%)	NPA+ Loans 90PD / Tang Equity + LLRs (%) Texas Ratio	NPAs/Total Assets (%)
Asset Group A - Over \$1 billion in total assets								
	Washington Federal, National Association	\$15,878,518	\$55,685	0.48%	1.11%	145.69%	5.56%	0.63%
	Columbia State Bank	\$12,948,357	\$60,332	0.71%	0.98%	107.36%	6.82%	0.66%
	Banner Bank	\$10,210,090	\$13,564	0.18%	1.20%	509.15%	1.86%	0.18%
	HomeStreet Bank	\$6,982,876	\$9,787	0.18%	0.74%	58.31%	13.87%	1.02%
	Washington Trust Bank	\$6,398,229	\$9,312	0.23%	2.24%	887.97%	1.62%	0.16%
	Heritage Bank	\$5,272,173	\$14,775	0.40%	0.94%	87.94%	7.94%	0.78%
	Yakima Federal Savings and Loan Association	\$1,777,333	\$1,149	0.17%	0.55%	320.45%	0.26%	0.06%
	Peoples Bank	\$1,700,477	\$1,447	0.10%	1.25%	213.38%	4.03%	0.50%
	Cashmere Valley Bank	\$1,515,519	\$359	0.04%	1.13%	116.61%	5.22%	0.61%
	First Financial Northwest Bank	\$1,232,916	\$485	0.05%	1.30%	308.43%	3.44%	0.38%
	First Federal Savings and Loan Association of Port Angeles	\$1,221,828	\$2,474	0.29%	1.10%	148.50%	4.38%	0.51%
	1st Security Bank of Washington	\$1,189,916	\$2,172	0.21%	1.19%	554.56%	1.50%	0.18%
	Kitsap Bank	\$1,147,486	\$711	0.10%	1.09%	NM	0.64%	0.06%
	Riverview Community Bank	\$1,147,224	\$2,283	0.27%	1.35%	190.77%	4.81%	0.53%
	Timberland Bank	\$1,015,687	\$1,317	0.18%	1.29%	223.08%	5.24%	0.65%
	Average of Asset Group A	\$4,642,575	\$11,723	0.24%	1.16%	276.59%	4.48%	0.46%
Asset Group B - \$501 million to \$1 billion in total assets								
	Bank of the Pacific	\$935,681	\$696	0.10%	1.30%	868.49%	1.06%	0.11%
	Inland Northwest Bank	\$922,671	\$0	0.00%	0.00%	NA	0.18%	0.01%
	Coastal Community Bank	\$916,917	\$2,521	0.34%	1.22%	361.40%	2.35%	0.27%
	Sound Community Bank	\$714,532	\$2,384	0.39%	0.93%	97.29%	8.80%	0.91%
	Olympia Federal Savings and Loan Association	\$645,615	\$3,462	0.64%	0.27%	39.24%	3.88%	0.59%
	Seattle Bank	\$603,027	\$4,995	0.91%	0.73%	79.82%	14.74%	1.60%
	Baker-Boyer National Bank	\$594,125	\$1,635	0.57%	2.17%	319.60%	3.30%	0.33%
	Average of Asset Group B	\$761,795	\$2,242	0.42%	0.95%	294.31%	4.90%	0.55%
Asset Group C - \$251 to \$500 million in total assets								
	Anchor Bank	\$478,333	\$888	0.24%	1.18%	117.52%	6.53%	0.94%
	Security State Bank	\$451,784	\$1,985	0.92%	2.94%	207.79%	11.99%	1.55%
	Wheatland Bank	\$423,302	\$140	0.04%	1.02%	NM	4.01%	0.03%
	Mountain Pacific Bank	\$331,576	\$1,628	0.65%	1.63%	217.16%	18.02%	1.86%
	Commencement Bank	\$321,824	\$0	0.00%	1.07%	NA	0.00%	0.00%
	Community First Bank	\$303,473	\$379	0.20%	1.01%	499.47%	1.20%	0.12%
	UniBank	\$296,112	\$661	0.33%	1.14%	347.96%	1.74%	0.26%
	Islanders Bank	\$295,729	\$355	0.19%	1.33%	27.14%	27.04%	3.02%
	Average of Asset Group C	\$362,767	\$755	0.32%	1.42%	236.17%	8.82%	0.97%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

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Asset Quality
September 30, 2018
Run Date: November 12, 2018

Region	Institution Name	As of Date						
		Total Assets (\$000)	Tot Loans & Leases Nonaccrual (\$000)	Nonaccrual Loans/Total Loans (%)	Reserves/Loans (%)	Reserves/ NPLs (%)	NPA+ Loans 90PD / Tang Equity + LLRs (%) Texas Ratio	NPAs/Total Assets (%)
Asset Group D - \$0 to \$250 million in total assets								
	SaviBank	\$246,793	\$11	0.01%	1.00%	195.19%	5.65%	0.62%
	Pacific Crest Savings Bank	\$224,678	\$737	0.44%	1.64%	225.06%	4.65%	0.55%
	Bank of Washington	\$210,015	\$0	0.00%	1.40%	562.47%	5.08%	0.21%
	State Bank Northwest	\$139,961	\$1,985	1.82%	1.18%	47.01%	16.23%	1.96%
	RiverBank	\$137,074	\$396	0.38%	1.80%	204.39%	12.79%	1.46%
	First Sound Bank	\$132,396	\$1,824	1.87%	1.43%	76.37%	24.41%	2.71%
	Liberty Bay Bank	\$113,423	\$696	0.93%	1.01%	107.90%	7.11%	0.61%
	Washington Business Bank	\$84,867	\$0	0.00%	0.80%	NA	8.92%	0.70%
	Raymond Federal Bank	\$60,158	\$12	0.03%	1.42%	226.94%	4.35%	0.49%
	Sound Banking Company	\$53,937	\$159	0.39%	1.55%	398.74%	6.81%	0.29%
	Twin City Bank	\$53,499	\$438	0.98%	1.15%	59.79%	15.22%	1.60%
	Lamont Bank of St. John	\$45,721	\$0	0.00%	1.90%	226.53%	4.15%	0.32%
	Farmers State Bank	\$42,959	\$0	0.00%	3.25%	133.59%	5.00%	0.47%
	Farmington State Bank	\$8,756	\$0	0.00%	2.20%	NA	0.00%	0.00%
	Average of Asset Group D	\$111,017	\$447	0.49%	1.55%	205.33%	8.60%	0.86%

Source: SNL Financial

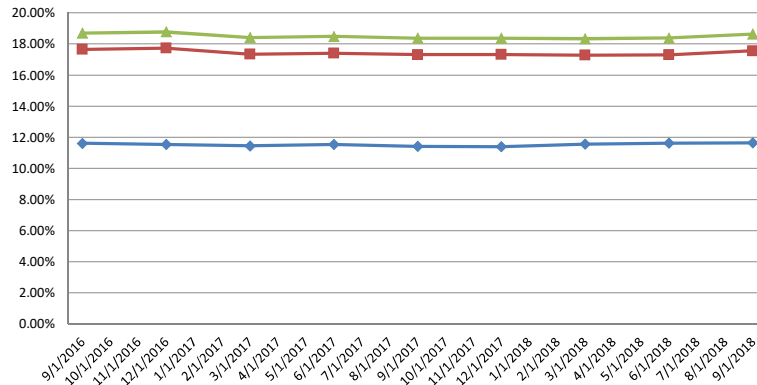
Note: Report includes only bank-level data.

NA = data was not available.

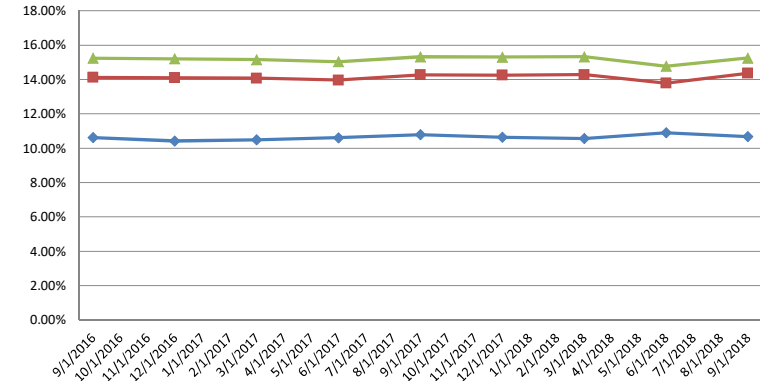
NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Capital Adequacy

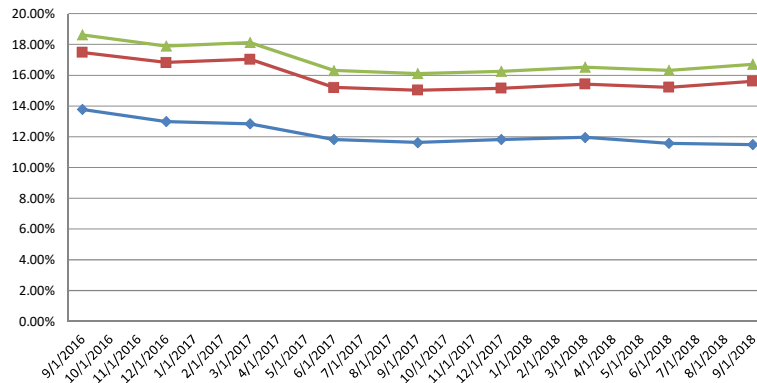
Summary Trends of Historical Asset Group Averages: Leverage Ratio, Tier 1 Risk Based Ratio & Risk Based Capital Ratio

Asset Group A - Over \$1 billion in Total Assets
As of Date

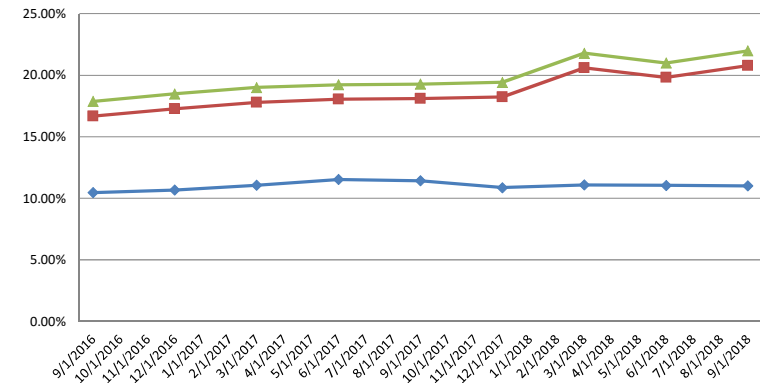
	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	11.60%	11.53%	11.44%	11.54%	11.41%	11.40%	11.55%	11.62%	11.64%
Tier 1 Risk Based Ratio	17.65%	17.72%	17.33%	17.40%	17.30%	17.32%	17.27%	17.30%	17.55%
Risk Based Capital Ratio	18.70%	18.77%	18.40%	18.47%	18.36%	18.36%	18.34%	18.38%	18.63%

Asset Group B - \$501 to \$1 billion in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	10.61%	10.42%	10.48%	10.60%	10.78%	10.63%	10.55%	10.89%	10.67%
Tier 1 Risk Based Ratio	14.12%	14.10%	14.07%	13.96%	14.26%	14.24%	14.27%	13.78%	14.36%
Risk Based Capital Ratio	15.23%	15.19%	15.15%	15.03%	15.32%	15.30%	15.31%	14.78%	15.24%

Asset Group C - \$251 to \$500 million in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	13.77%	12.99%	12.83%	11.81%	11.62%	11.81%	11.95%	11.56%	11.49%
Tier 1 Risk Based Ratio	17.48%	16.82%	17.03%	15.19%	15.02%	15.15%	15.41%	15.21%	15.60%
Risk Based Capital Ratio	18.61%	17.89%	18.12%	16.30%	16.11%	16.25%	16.52%	16.30%	16.70%

Asset Group D - \$0 to \$250 million in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	10.46%	10.66%	11.04%	11.52%	11.42%	10.86%	11.09%	11.03%	10.99%
Tier 1 Risk Based Ratio	16.67%	17.26%	17.79%	18.04%	18.09%	18.22%	20.59%	19.80%	20.77%
Risk Based Capital Ratio	17.88%	18.47%	18.99%	19.22%	19.27%	19.41%	21.78%	20.99%	21.97%

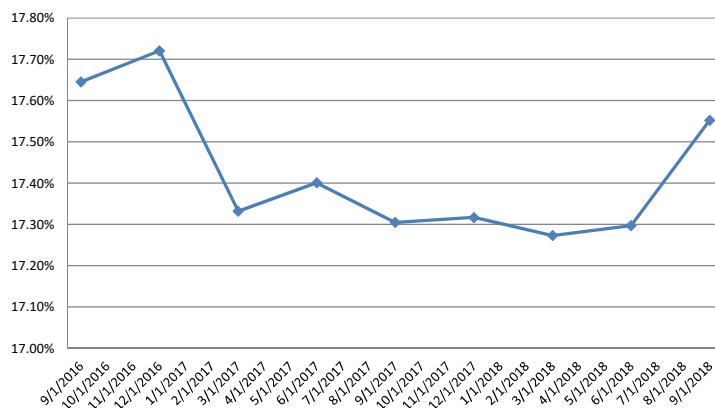
Source: SNL Financial

Note: Report includes only bank-level data.

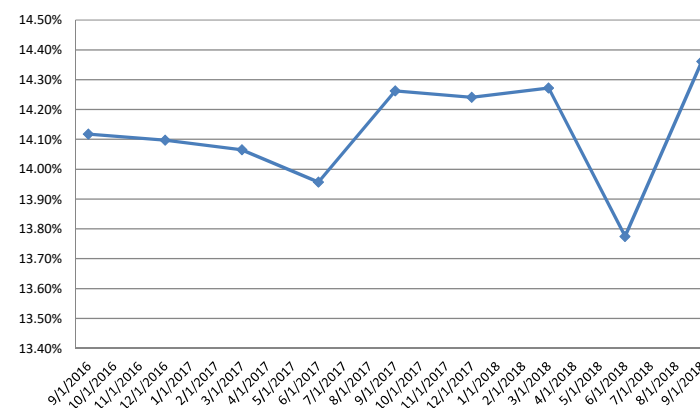
NA = data was not available.

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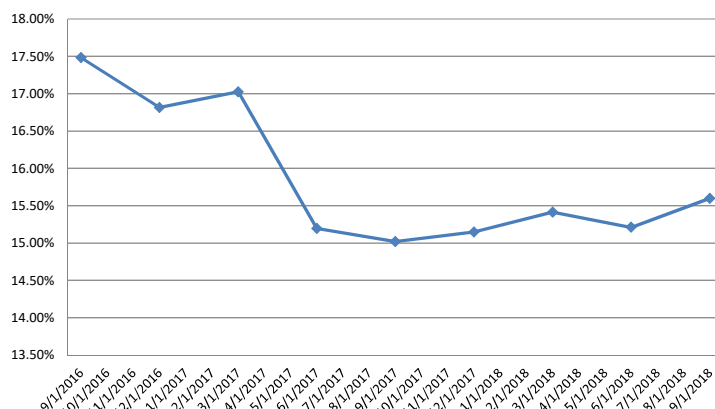
Summary Trends of Historical Asset Group Averages: Common Equity Tier 1 Risk Based Ratio

Asset Group A - Over \$1 billion in Total Assets
As of Date

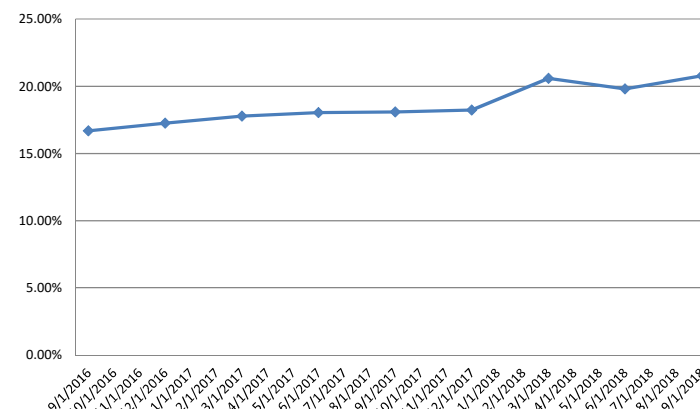
Common Equity Tier 1 RB Ratio	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	17.65%	17.72%	17.33%	17.40%	17.30%	17.32%	17.27%	17.30%	17.55%

Asset Group B - \$501 to \$1 billion in Total Assets
As of Date

Common Equity Tier 1 RB Ratio	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	14.12%	14.10%	14.07%	13.96%	14.26%	14.24%	14.27%	13.78%	14.36%

Asset Group C - \$251 to \$500 million in Total Assets
As of Date

Common Equity Tier 1 RB Ratio	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	17.48%	16.82%	17.03%	15.19%	15.02%	15.15%	15.41%	15.21%	15.60%

Asset Group D - \$0 to \$250 million in Total Assets
As of Date

Common Equity Tier 1 RB Ratio	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	16.67%	17.26%	17.79%	18.04%	18.09%	18.22%	20.59%	19.80%	20.77%

Source: SNL Financial

Note: Report includes only bank-level data.

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Capital Adequacy

September 30, 2018

Run Date: November 12, 2018

Region	Institution Name	As of Date						
		Total Assets (\$000)	Total Equity Capital (\$000)	Tier1 Capital (\$000)	Common Equity Tier 1 Capital (\$000)	Leverage Ratio (%)	Tier 1 Risk Based Ratio (%)	Risk Based Capital Ratio (%)

Asset Group A - Over \$1 billion in total assets

Washington Federal, National Association	\$15,878,518	\$1,980,062	\$1,661,628	\$1,661,628	10.74%	14.55%	15.75%	14.55%
Columbia State Bank	\$12,948,357	\$1,999,173	\$1,257,433	\$1,257,433	10.43%	12.67%	13.55%	12.67%
Banner Bank	\$10,210,090	\$1,297,323	\$1,038,456	\$1,038,456	10.49%	11.93%	13.03%	11.93%
HomeStreet Bank	\$6,982,876	\$784,369	\$672,842	\$672,842	9.70%	13.26%	14.15%	13.26%
Washington Trust Bank	\$6,398,229	\$550,726	\$610,973	\$610,973	9.46%	12.68%	13.94%	12.68%
Heritage Bank	\$5,272,173	\$749,219	\$504,538	\$504,538	10.03%	11.47%	12.26%	11.47%
Yakima Federal Savings and Loan Association	\$1,777,333	\$436,799	\$437,186	\$437,186	24.67%	65.91%	66.47%	65.91%
Peoples Bank	\$1,700,477	\$194,825	\$194,920	\$194,920	11.38%	13.48%	14.70%	13.48%
Cashmere Valley Bank	\$1,515,519	\$176,038	\$173,892	\$173,892	11.57%	17.53%	18.65%	17.53%
First Financial Northwest Bank	\$1,232,916	\$126,533	\$127,041	\$127,041	10.37%	13.58%	14.83%	13.58%
First Federal Savings and Loan Association of Port Angeles	\$1,221,828	\$134,113	\$139,408	\$139,408	11.63%	17.36%	18.55%	17.36%
1st Security Bank of Washington	\$1,189,916	\$136,514	\$135,780	\$135,780	11.73%	13.95%	15.20%	13.95%
Kitsap Bank	\$1,147,486	\$124,994	\$112,269	\$112,269	9.91%	13.61%	14.58%	13.61%
Riverview Community Bank	\$1,147,224	\$141,973	\$120,388	\$120,388	10.72%	14.57%	15.82%	14.57%
Timberland Bank	\$1,015,687	\$121,818	\$117,336	\$117,336	11.73%	16.74%	17.99%	16.74%
Average of Asset Group A	\$4,642,575	\$596,965	\$486,939	\$486,939	11.64%	17.55%	18.63%	17.55%

Asset Group B - \$501 million to \$1 billion in total assets

Bank of the Pacific	\$935,681	\$103,076	\$91,779	\$91,779	10.18%	12.29%	13.53%	12.29%
Inland Northwest Bank	\$922,671	\$190,113	\$77,647	\$77,647	9.72%	9.86%	9.86%	9.86%
Coastal Community Bank	\$916,917	\$98,428	\$100,297	\$100,297	11.42%	12.82%	14.03%	12.82%
Sound Community Bank	\$714,532	\$69,237	\$68,213	\$68,213	9.76%	11.35%	12.35%	11.35%
Olympia Federal Savings and Loan Association	\$645,615	\$96,946	\$98,464	\$98,464	15.39%	23.91%	24.28%	23.91%
Seattle Bank	\$603,027	\$61,295	\$53,472	\$53,472	9.12%	14.46%	15.54%	14.46%
Baker-Boyer National Bank	\$594,125	\$53,023	\$53,786	\$53,786	9.12%	15.84%	17.10%	15.84%
Average of Asset Group B	\$761,795	\$96,017	\$77,665	\$77,665	10.67%	14.36%	15.24%	14.36%

Asset Group C - \$251 to \$500 million in total assets

Anchor Bank	\$478,333	\$64,510	\$65,742	\$65,742	13.90%	17.07%	18.22%	17.07%
Security State Bank	\$451,784	\$55,257	\$53,917	\$53,917	12.02%	22.34%	23.61%	22.34%
Wheatland Bank	\$423,302	\$41,968	\$42,336	\$42,336	10.09%	10.95%	11.87%	10.95%
Mountain Pacific Bank	\$331,576	\$30,209	\$29,444	\$29,444	8.22%	10.50%	11.75%	10.50%
Commencement Bank	\$321,824	\$41,020	\$39,741	\$39,741	12.14%	14.53%	15.65%	14.53%
Community First Bank	\$303,473	\$32,276	\$30,860	\$30,860	10.04%	14.32%	15.22%	14.32%
UniBank	\$296,112	\$41,409	\$42,480	\$42,480	14.80%	18.33%	19.32%	18.33%
Islanders Bank	\$295,729	\$30,614	\$31,511	\$31,511	10.69%	16.73%	17.98%	16.73%
Average of Asset Group C	\$362,767	\$42,158	\$42,004	\$42,004	11.49%	15.60%	16.70%	15.60%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Capital Adequacy

September 30, 2018

Run Date: November 12, 2018

		As of Date							
		Total Assets (\$000)	Total Equity Capital (\$000)	Tier1 Capital (\$000)	Common Equity Tier 1 Capital (\$000)	Leverage Ratio (%)	Tier 1 Risk Based Ratio (%)	Risk Based Capital Ratio (%)	Common Equity Tier 1 Risk Based Ratio (%)
Region	Institution Name								
Asset Group D - \$0 to \$250 million in total assets									
	SaviBank	\$246,793	\$30,048	\$27,760	\$27,760	11.79%	12.56%	13.53%	12.56%
	Pacific Crest Savings Bank	\$224,678	\$23,793	\$23,895	\$23,895	10.59%	14.61%	15.87%	14.61%
	Bank of Washington	\$210,015	\$20,078	\$20,387	\$20,387	9.72%	12.11%	13.36%	12.11%
	State Bank Northwest	\$139,961	\$15,585	\$15,741	\$15,741	11.49%	13.88%	15.02%	13.88%
	RiverBank	\$137,074	\$13,779	\$13,785	\$13,785	10.01%	12.68%	13.93%	12.68%
	First Sound Bank	\$132,396	\$13,456	\$13,347	\$13,347	10.13%	12.86%	14.23%	12.86%
	Liberty Bay Bank	\$113,423	\$9,347	\$9,425	\$9,425	8.22%	12.78%	13.81%	12.78%
	Washington Business Bank	\$84,867	\$9,226	\$9,227	\$9,227	11.10%	13.92%	14.81%	13.92%
	Raymond Federal Bank	\$60,158	\$6,151	\$6,151	\$6,151	10.44%	22.44%	23.71%	22.44%
	Sound Banking Company	\$53,937	\$5,626	\$5,626	\$5,626	9.94%	14.25%	15.50%	14.25%
	Twin City Bank	\$53,499	\$5,198	\$5,168	\$5,168	10.10%	12.82%	14.07%	12.82%
	Lamont Bank of St. John	\$45,721	\$5,614	\$6,434	\$6,434	12.96%	26.61%	27.86%	26.61%
	Farmers State Bank	\$42,959	\$3,848	\$3,899	\$3,899	9.87%	55.04%	56.31%	55.04%
	Farmington State Bank	\$8,756	\$1,626	\$1,626	\$1,626	17.48%	54.25%	55.52%	54.25%
	Average of Asset Group D	\$111,017	\$11,670	\$11,605	\$11,605	10.99%	20.77%	21.97%	20.77%

Source: SNL Financial

Note: Report includes only bank-level data.

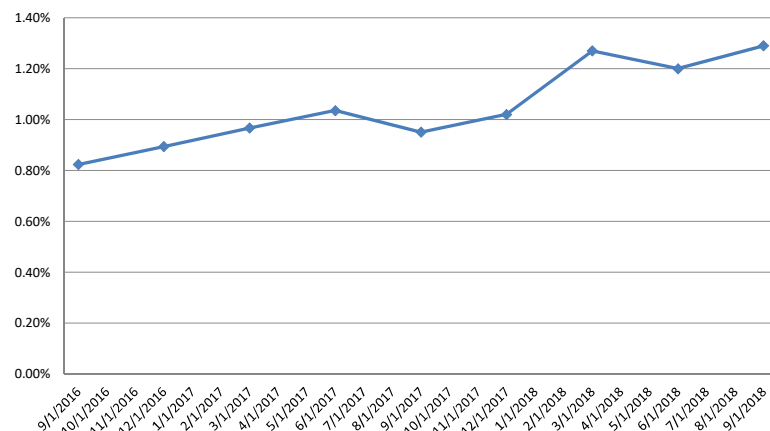
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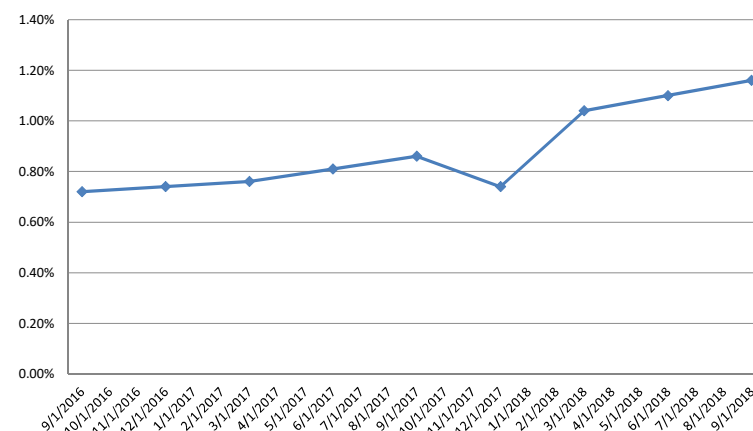
Oregon

Performance Analysis

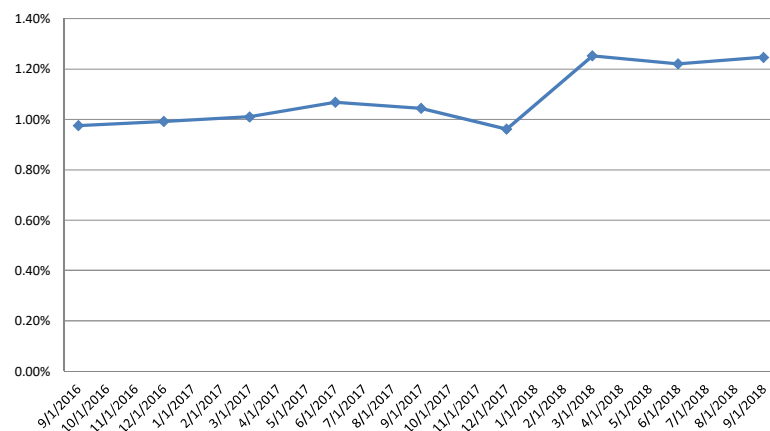
Summary Trends of Historical Asset Group Averages: Return on Average Assets

Asset Group A - Over \$1 billion in Total Assets
Year-to-Date

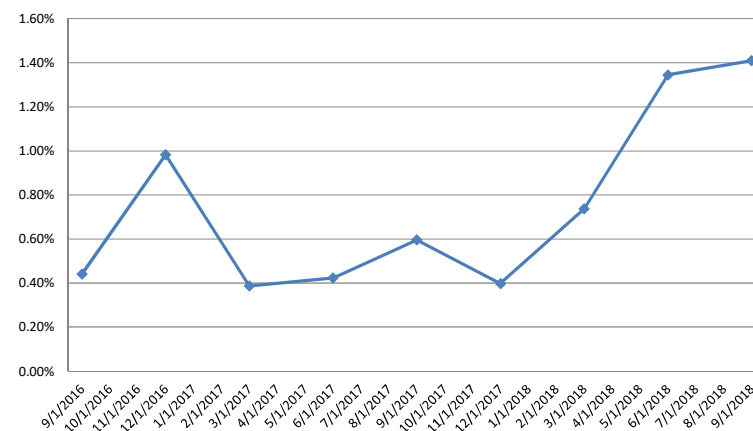
Return on Avg Assets	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	0.82%	0.89%	0.97%	1.04%	0.95%	1.02%	1.27%	1.20%	1.29%

Asset Group B - \$501 to \$1 billion in Total Assets
Year-to-Date

Return on Avg Assets	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	0.72%	0.74%	0.76%	0.81%	0.86%	0.74%	1.04%	1.10%	1.16%

Asset Group C - \$251 to \$500 million in Total Assets
Year-to-Date

Return on Avg Assets	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	0.98%	0.99%	1.01%	1.07%	1.04%	0.96%	1.25%	1.22%	1.25%

Asset Group D - \$0 to \$250 million in Total Assets
Year-to-Date

Return on Avg Assets	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	0.44%	0.98%	0.39%	0.42%	0.60%	0.40%	0.74%	1.34%	1.41%

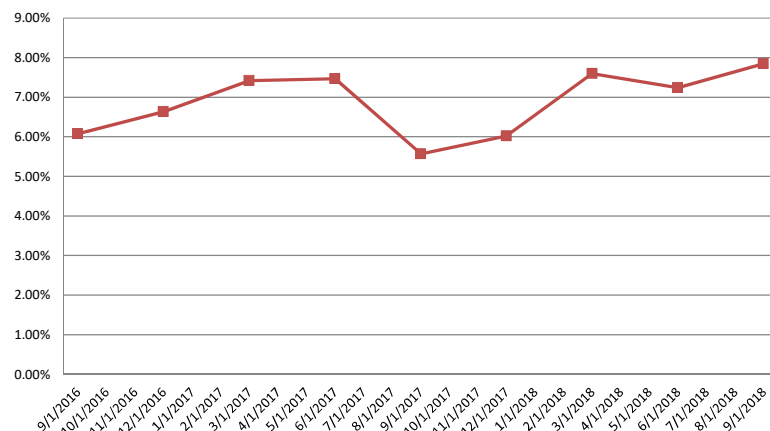
Source: SNL Financial

Note: Report includes only bank-level data.

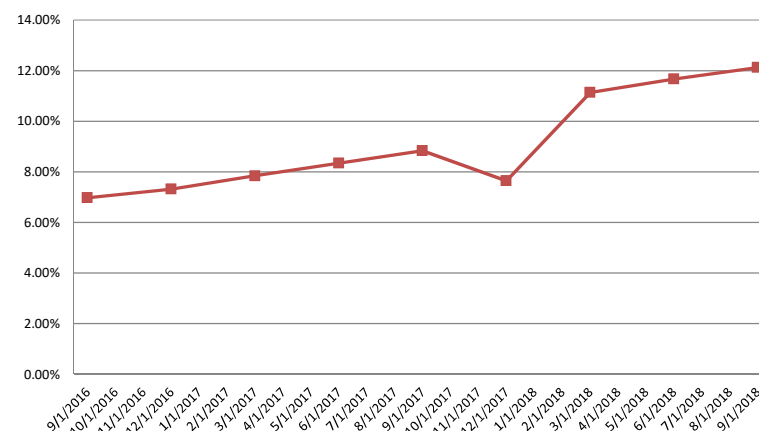
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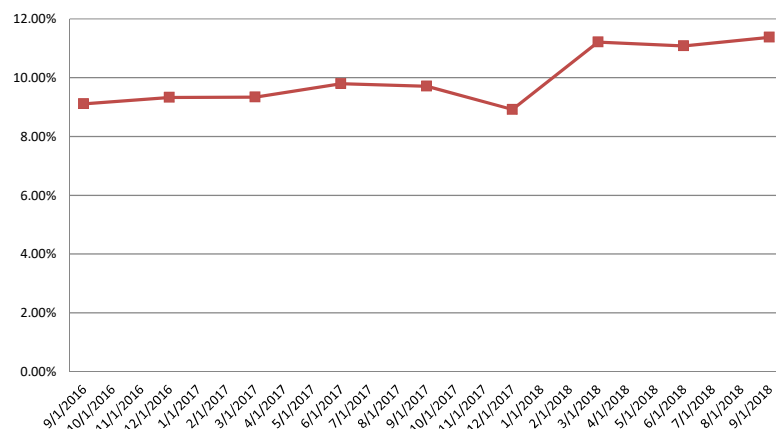
Summary Trends of Historical Asset Group Averages: Return on Average Equity

Asset Group A - Over \$1 billion in Total Assets
Year-to-Date

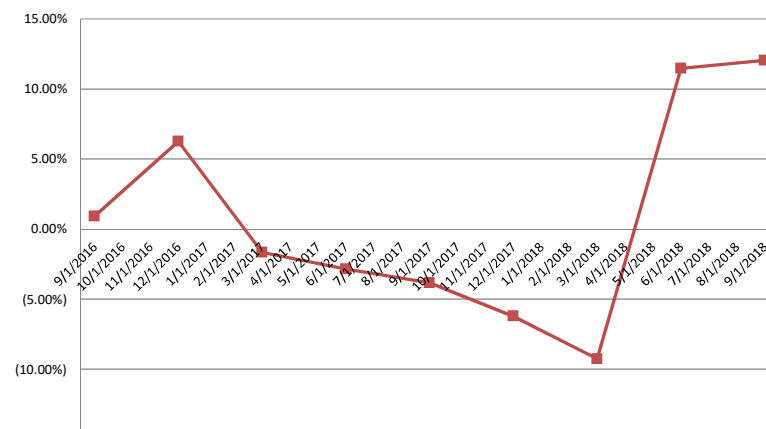
	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Return on Avg Equity	6.07%	6.64%	7.42%	7.47%	5.57%	6.02%	7.60%	7.24%	7.85%

Asset Group B - \$501 to \$1 billion in Total Assets
Year-to-Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Return on Avg Equity	6.97%	7.32%	7.84%	8.34%	8.83%	7.64%	11.13%	11.67%	12.12%

Asset Group C - \$251 to \$500 million in Total Assets
Year-to-Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Return on Avg Equity	9.11%	9.33%	9.33%	9.80%	9.71%	8.92%	11.21%	11.08%	11.38%

Asset Group D - \$0 to \$250 million in Total Assets
Year-to-Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Return on Avg Equity	0.93%	6.27%	(1.66%)	(2.86%)	(3.82%)	(6.22%)	(9.26%)	11.46%	12.05%

Source: SNL Financial

Note: Report includes only bank-level data.

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Performance Analysis

September 30, 2018

Run Date: November 12, 2018

Region	Institution Name	As of Date	Quarter to Date					Year to Date				
		Total Assets (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)	Net Income (Loss) (\$000)	Return on Avg Assets (%)	Return on Avg Equity (%)	Efficiency Ratio (FTE) (%)	Salary Exp/ Employees (\$000)
Asset Group A - Over \$1 billion in total assets												
	Umpqua Bank	\$26,585,821	\$97,286	1.47%	9.08%	53.69%	\$100	\$252,563	1.29%	7.85%	57.98%	\$104
	Average of Asset Group A	\$26,585,821	\$97,286	1.47%	9.08%	53.69%	\$100	\$252,563	1.29%	7.85%	57.98%	\$104
Asset Group B - \$501 million to \$1 billion in total assets												
	Citizens Bank	\$787,688	\$2,467	1.27%	12.99%	55.36%	\$76	\$6,734	1.16%	12.12%	57.38%	\$77
	Average of Asset Group B	\$787,688	\$2,467	1.27%	12.99%	55.36%	\$76	\$6,734	1.16%	12.12%	57.38%	\$77
Asset Group C - \$251 to \$500 million in total assets												
	Pioneer Trust Bank, National Association	\$506,201	\$3,249	2.56%	21.47%	34.96%	\$83	\$9,580	2.59%	21.53%	34.75%	\$82
	Evergreen Federal Bank	\$460,745	\$1,086	0.95%	8.20%	66.75%	\$89	\$3,083	0.90%	7.90%	67.12%	\$90
	First Federal Savings and Loan Association of McMinnville	\$434,331	\$922	0.86%	6.08%	69.85%	\$79	\$2,494	0.79%	5.54%	71.50%	\$79
	Community Bank	\$404,954	\$1,145	1.14%	12.88%	72.06%	\$60	\$3,559	1.19%	13.34%	71.20%	\$61
	Bank of Eastern Oregon	\$401,372	\$1,308	1.30%	12.44%	69.89%	\$76	\$3,108	1.04%	10.06%	69.41%	\$75
	Summit Bank	\$397,607	\$1,404	1.44%	14.90%	52.67%	\$109	\$3,790	1.36%	13.89%	54.02%	\$102
	People's Bank of Commerce	\$336,494	\$947	1.11%	11.30%	72.67%	\$82	\$2,516	1.04%	10.30%	73.96%	\$79
	Oregon Pacific Banking Co.	\$302,631	\$737	1.01%	8.26%	72.07%	\$73	\$2,223	1.06%	8.46%	71.22%	\$67
	Average of Asset Group C	\$405,542	\$1,350	1.30%	11.94%	63.87%	\$81	\$3,794	1.25%	11.38%	64.15%	\$79
Asset Group D - \$0 to \$250 million in total assets												
	Oregon Coast Bank	\$236,984	\$969	1.67%	16.29%	57.93%	\$73	\$2,004	1.19%	11.25%	68.35%	\$73
	Willamette Valley Bank	\$235,306	\$2,511	4.34%	36.61%	73.15%	\$152	\$6,381	3.89%	33.28%	74.52%	\$139
	Clackamas County Bank	\$227,442	\$924	1.64%	14.24%	64.46%	\$72	\$2,894	1.74%	14.89%	65.18%	\$72
	Lewis & Clark Bank	\$196,770	\$551	1.15%	10.08%	66.24%	\$138	\$1,578	1.15%	9.85%	66.35%	\$138
	Willamette Community Bank	\$140,425	\$183	0.53%	4.01%	81.86%	\$74	\$395	0.40%	3.08%	85.33%	\$74
	Clatsop Community Bank	\$101,940	\$192	0.80%	7.18%	73.09%	\$88	\$607	0.88%	7.72%	71.54%	\$85
	Pacific West Bank	\$65,263	\$86	0.53%	3.68%	83.21%	\$79	\$297	0.61%	4.29%	81.16%	\$77
	Average of Asset Group D	\$172,019	\$774	1.52%	13.16%	71.42%	\$96	\$2,022	1.41%	12.05%	73.20%	\$94

Source: SNL Financial

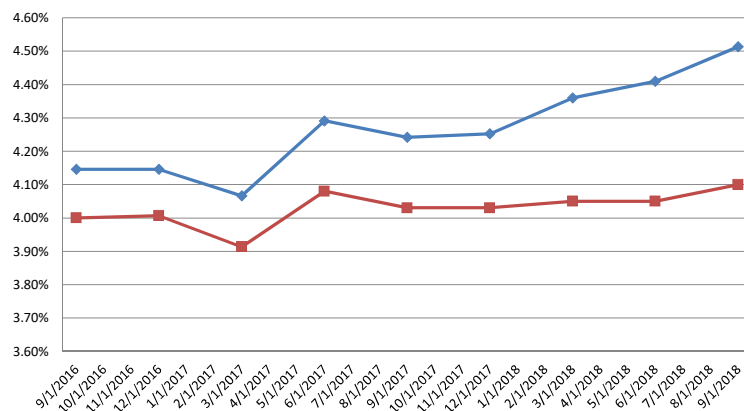
Note: Report includes only bank-level data.

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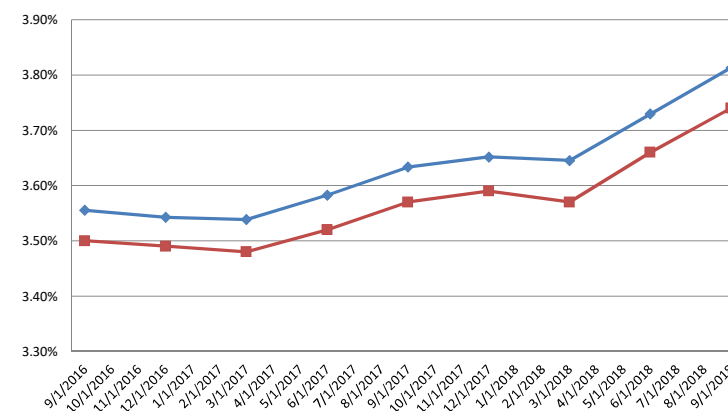
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Balance Sheet & Net Interest Margin

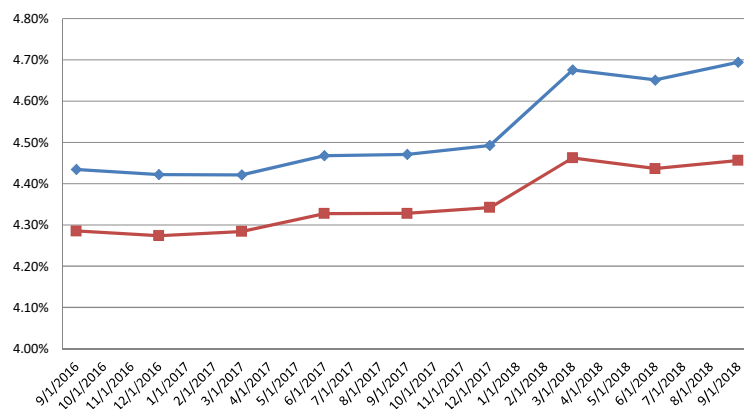
Summary Trends of Historical Asset Group Averages: Yield on Earning Assets & Net Interest Margin (FTE)

Asset Group A - Over \$1 billion in Total Assets
Year-to-Date

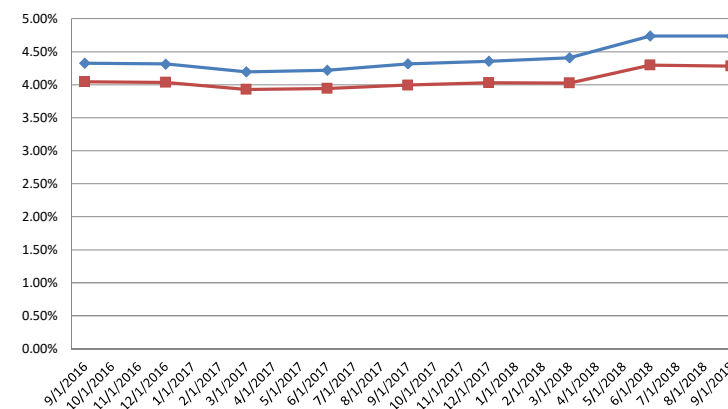
	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	4.15%	4.15%	4.07%	4.29%	4.24%	4.25%	4.36%	4.41%	4.51%
Net Interest Margin (FTE)	4.00%	4.01%	3.91%	4.08%	4.03%	4.03%	4.05%	4.05%	4.10%

Asset Group B - \$501 to \$1 billion in Total Assets
Year-to-Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	3.56%	3.54%	3.54%	3.58%	3.63%	3.65%	3.65%	3.73%	3.81%
Net Interest Margin (FTE)	3.50%	3.49%	3.48%	3.52%	3.57%	3.59%	3.57%	3.66%	3.74%

Asset Group C - \$251 to \$500 million in Total Assets
Year-to-Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	4.43%	4.42%	4.42%	4.47%	4.47%	4.49%	4.68%	4.65%	4.69%
Net Interest Margin (FTE)	4.29%	4.27%	4.28%	4.33%	4.33%	4.34%	4.46%	4.44%	4.46%

Asset Group D - \$0 to \$250 million in Total Assets
Year-to-Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Yield on Earning Assets	4.33%	4.31%	4.19%	4.22%	4.31%	4.35%	4.41%	4.74%	4.73%
Net Interest Margin (FTE)	4.04%	4.03%	3.93%	3.94%	3.99%	4.03%	4.02%	4.29%	4.28%

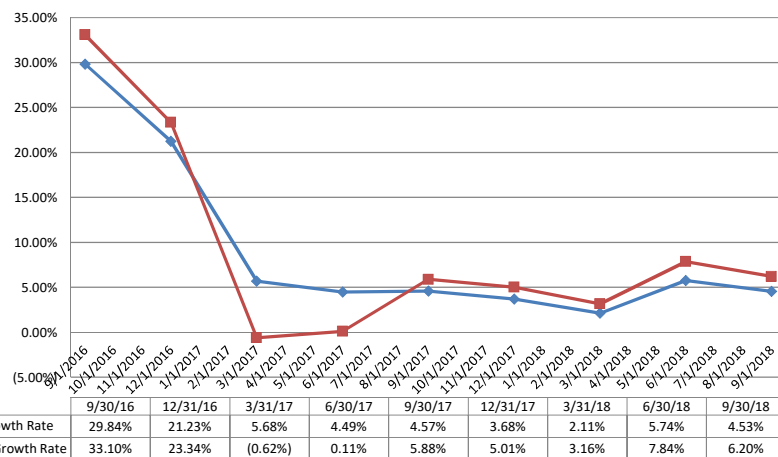
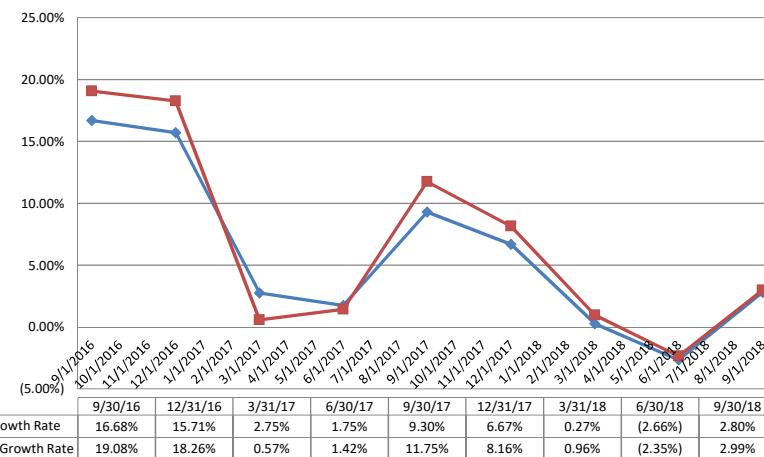
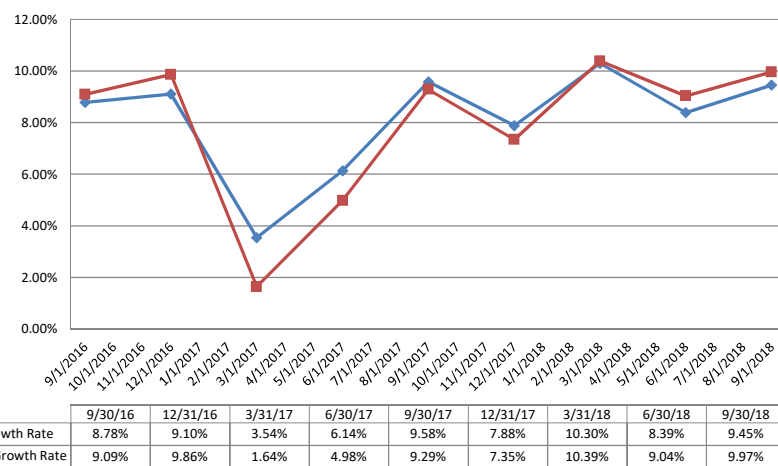
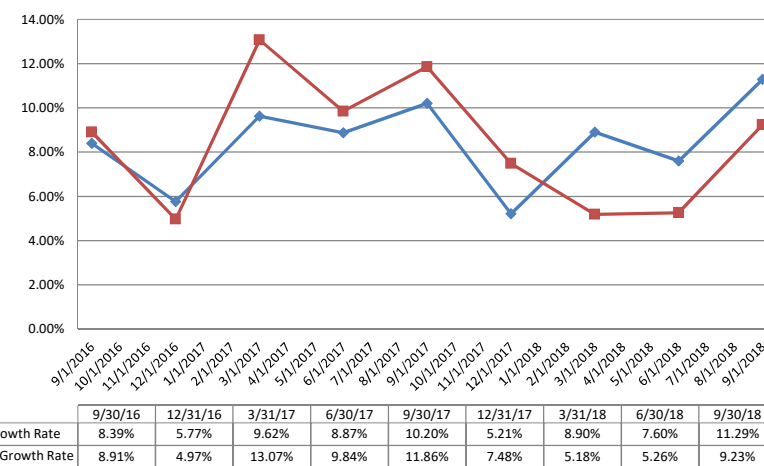
Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Summary Trends of Historical Asset Group Averages: Asset Growth Rate & Deposit Growth Rate

Asset Group A - Over \$1 billion in Total Assets
Year-to-DateAsset Group B - \$501 to \$1 billion in Total Assets
Year-to-DateAsset Group C - \$251 to \$500 million in Total Assets
Year-to-DateAsset Group D - \$0 to \$250 million in Total Assets
Year-to-Date

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Balance Sheet & Net Interest Margin

September 30, 2018

Run Date: November 12, 2018

Region	Institution Name	As of Date					Year to Date						
		Total Assets (\$000)	Total Lns & Leases (\$000)	Total Deposits (\$000)	Loans/Deposits (%)	Liquidity Ratio (%)	Assets/Employees (\$000)	Yield on Earning Assets (%)	Cost of Interest Bearing Liab (%)	Cost of Funds (%)	Net Interest Margin (FTE) (%)	Asset Growth Rate (%)	Deposit Growth Rate (%)
Asset Group A - Over \$1 billion in total assets													
	Umpqua Bank	\$26,585,821	\$20,143,193	\$21,011,688	95.87%	11.66%	\$6,765	4.51%	0.69%	0.47%	4.10%	4.53%	6.20%
	Average of Asset Group A	\$26,585,821	\$20,143,193	\$21,011,688	95.87%	11.66%	\$6,765	4.51%	0.69%	0.47%	4.10%	4.53%	6.20%
Asset Group B - \$501 million to \$1 billion in total assets													
	Citizens Bank	\$787,688	\$405,979	\$671,447	60.46%	42.60%	\$4,985	3.81%	0.13%	0.08%	3.74%	2.80%	2.99%
	Average of Asset Group B	\$787,688	\$405,979	\$671,447	60.46%	42.60%	\$4,985	3.81%	0.13%	0.08%	3.74%	2.80%	2.99%
Asset Group C - \$251 to \$500 million in total assets													
	Pioneer Trust Bank, National Association	\$506,201	\$380,234	\$443,152	85.80%	27.11%	\$7,444	4.60%	0.61%	0.55%	4.11%	3.04%	2.13%
	Evergreen Federal Bank	\$460,745	\$359,532	\$403,930	89.01%	16.03%	\$5,551	4.14%	0.14%	0.13%	4.03%	4.15%	3.57%
	First Federal Savings and Loan Association of McMinnville	\$434,331	\$277,673	\$369,716	75.10%	38.85%	\$4,826	3.75%	0.17%	0.15%	3.62%	9.03%	9.94%
	Community Bank	\$404,954	\$195,533	\$368,999	52.99%	50.19%	\$3,214	4.13%	0.18%	0.15%	4.11%	2.67%	3.29%
	Bank of Eastern Oregon	\$401,372	\$327,990	\$355,890	92.16%	13.10%	\$3,401	5.48%	0.30%	0.23%	5.31%	(4.18%)	(5.30%)
	Summit Bank	\$397,607	\$328,094	\$354,868	92.46%	15.47%	\$5,522	6.30%	0.79%	0.58%	5.73%	24.59%	25.17%
	People’s Bank of Commerce	\$336,494	\$240,309	\$295,166	81.41%	14.76%	\$3,004	4.69%	0.50%	0.28%	4.43%	15.11%	15.22%
	Oregon Pacific Banking Co.	\$302,631	\$229,639	\$263,803	87.05%	20.15%	\$2,967	4.46%	0.31%	0.21%	4.31%	21.18%	25.71%
	Average of Asset Group C	\$405,542	\$292,376	\$356,941	82.00%	24.46%	\$4,491	4.69%	0.38%	0.29%	4.46%	9.45%	9.97%
Asset Group D - \$0 to \$250 million in total assets													
	Oregon Coast Bank	\$236,984	\$119,250	\$208,305	57.25%	40.37%	\$4,836	4.40%	0.72%	0.50%	3.98%	5.87%	3.94%
	Willamette Valley Bank	\$235,306	\$182,122	\$201,045	90.59%	21.39%	\$1,360	5.06%	1.00%	0.83%	4.25%	19.97%	18.83%
	Clackamas County Bank	\$227,442	\$127,529	\$181,795	70.15%	36.00%	\$3,855	4.13%	0.16%	0.12%	4.04%	6.56%	10.80%
	Lewis & Clark Bank	\$196,770	\$157,419	\$156,560	100.55%	17.69%	\$8,555	5.44%	1.08%	0.94%	4.55%	10.06%	(4.25%)
	Willamette Community Bank	\$140,425	\$101,692	\$121,895	83.43%	19.06%	\$3,901	4.80%	0.45%	0.32%	4.54%	24.16%	18.25%
	Clatsop Community Bank	\$101,940	\$59,462	\$90,715	65.55%	24.63%	\$5,663	4.28%	0.28%	0.18%	4.11%	17.46%	21.42%
	Pacific West Bank	\$65,263	\$51,382	\$55,734	92.19%	18.28%	\$3,626	5.02%	0.87%	0.58%	4.48%	(5.05%)	(4.35%)
	Average of Asset Group D	\$172,019	\$114,122	\$145,150	79.96%	25.35%	\$4,542	4.73%	0.65%	0.50%	4.28%	11.29%	9.23%

Source: SNL Financial

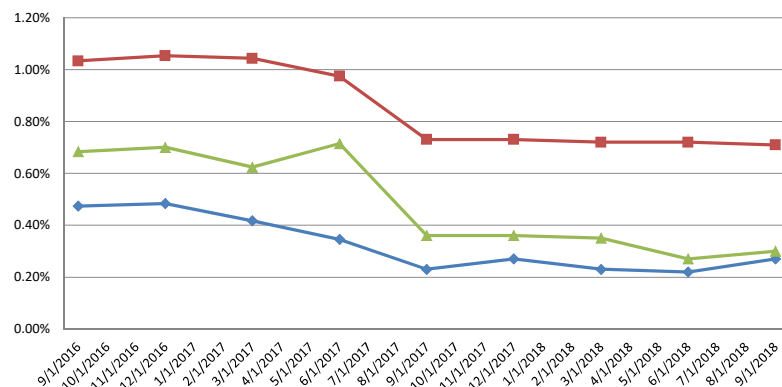
Note: Report includes only bank-level data.

NA = data was not available.

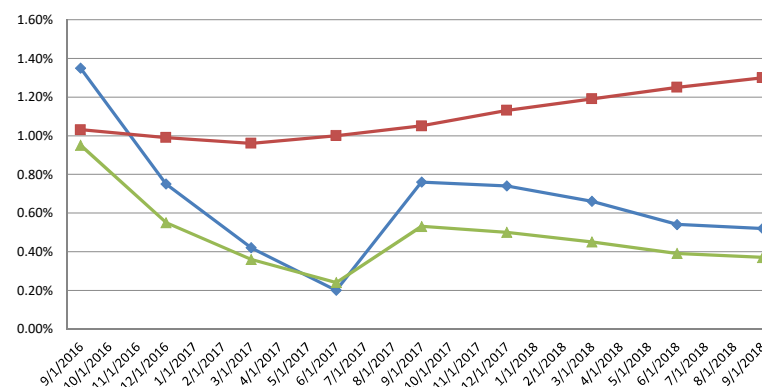
NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Asset Quality

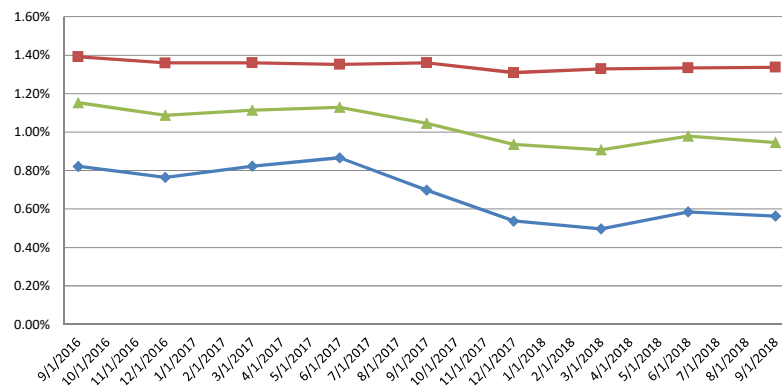
Summary Trends of Historical Asset Group Averages: Non accruals/Loans, Reserves/Loans & NPAs/Total Assets

Asset Group A - Over \$1 billion in Total Assets
As of Date

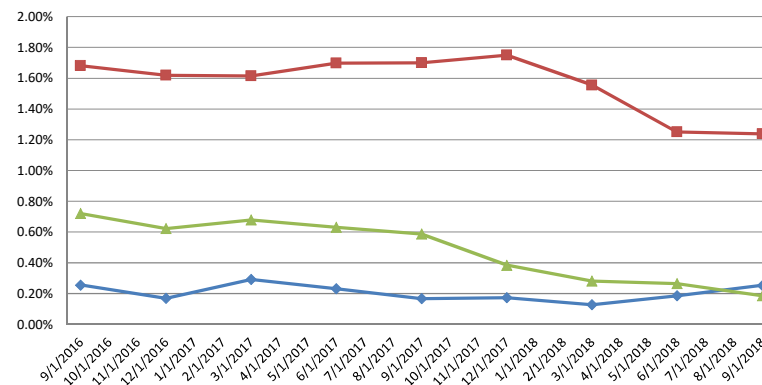
	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	0.47%	0.48%	0.42%	0.35%	0.23%	0.27%	0.23%	0.22%	0.27%
Reserves/Loans	1.03%	1.05%	1.04%	0.98%	0.73%	0.73%	0.72%	0.72%	0.71%
NPAs/Total Assets	0.68%	0.70%	0.62%	0.72%	0.36%	0.36%	0.35%	0.27%	0.30%

Asset Group B - \$501 to \$1 billion in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	1.35%	0.75%	0.42%	0.20%	0.76%	0.74%	0.66%	0.54%	0.52%
Reserves/Loans	1.03%	0.99%	0.96%	1.00%	1.05%	1.13%	1.19%	1.25%	1.30%
NPAs/Total Assets	0.95%	0.55%	0.36%	0.24%	0.53%	0.50%	0.45%	0.39%	0.37%

Asset Group C - \$251 to \$500 million in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	0.82%	0.76%	0.82%	0.87%	0.70%	0.54%	0.50%	0.58%	0.56%
Reserves/Loans	1.39%	1.36%	1.36%	1.35%	1.36%	1.31%	1.33%	1.33%	1.34%
NPAs/Total Assets	1.15%	1.09%	1.11%	1.13%	1.04%	0.94%	0.91%	0.98%	0.95%

Asset Group D - \$0 to \$250 million in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Nonaccruals/Loans	0.26%	0.17%	0.29%	0.23%	0.17%	0.17%	0.13%	0.19%	0.25%
Reserves/Loans	1.68%	1.62%	1.61%	1.70%	1.70%	1.75%	1.56%	1.25%	1.24%
NPAs/Total Assets	0.72%	0.62%	0.68%	0.63%	0.59%	0.38%	0.28%	0.26%	0.19%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Asset Quality
September 30, 2018
Run Date: November 12, 2018

Region	Institution Name	As of Date						
		Total Assets (\$000)	Tot Loans & Leases Nonaccrual (\$000)	Nonaccrual Loans/Total Loans (%)	Reserves/Loans (%)	Reserves/ NPLs (%)	NPA+ Loans 90PD / Tang Equity + LLRs (%) Texas Ratio	NPAs/Total Assets (%)
Asset Group A - Over \$1 billion in total assets								
	Umpqua Bank	\$26,585,821	\$54,059	0.27%	0.71%	212.66%	4.72%	0.30%
	Average of Asset Group A	\$26,585,821	\$54,059	0.27%	0.71%	212.66%	4.72%	0.30%
Asset Group B - \$501 million to \$1 billion in total assets								
	Citizens Bank	\$787,688	\$2,127	0.52%	1.30%	247.63%	3.58%	0.37%
	Average of Asset Group B	\$787,688	\$2,127	0.52%	1.30%	247.63%	3.58%	0.37%
Asset Group C - \$251 to \$500 million in total assets								
	Pioneer Trust Bank, National Association	\$506,201	\$0	0.00%	1.47%	NA	0.00%	0.00%
	Evergreen Federal Bank	\$460,745	\$1,126	0.31%	1.47%	223.19%	4.04%	0.52%
	First Federal Savings and Loan Association of McMinnville	\$434,331	\$920	0.33%	1.15%	115.72%	4.62%	0.68%
	Community Bank	\$404,954	\$691	0.35%	1.44%	238.66%	3.20%	0.30%
	Bank of Eastern Oregon	\$401,372	\$8,056	2.46%	1.27%	50.43%	24.47%	2.51%
	Summit Bank	\$397,607	\$1,656	0.50%	1.50%	286.46%	5.87%	0.64%
	People's Bank of Commerce	\$336,494	\$0	0.00%	1.12%	141.78%	16.34%	1.62%
	Oregon Pacific Banking Co.	\$302,631	\$1,269	0.55%	1.27%	111.81%	10.00%	1.29%
	Average of Asset Group C	\$405,542	\$1,715	0.56%	1.34%	166.86%	8.57%	0.95%
Asset Group D - \$0 to \$250 million in total assets								
	Oregon Coast Bank	\$236,984	\$1,105	0.93%	1.53%	164.80%	5.69%	0.61%
	Willamette Valley Bank	\$235,306	\$0	0.00%	0.81%	NA	0.00%	0.00%
	Clackamas County Bank	\$227,442	\$174	0.14%	1.43%	NM	0.62%	0.08%
	Lewis & Clark Bank	\$196,770	\$0	0.00%	1.26%	NA	0.00%	0.00%
	Willamette Community Bank	\$140,425	\$544	0.53%	1.26%	191.18%	3.41%	0.48%
	Clatsop Community Bank	\$101,940	\$0	0.00%	1.08%	NA	0.00%	0.00%
	Pacific West Bank	\$65,263	\$87	0.17%	1.30%	770.11%	0.86%	0.13%
	Average of Asset Group D	\$172,019	\$273	0.25%	1.24%	375.36%	1.51%	0.19%

Source: SNL Financial

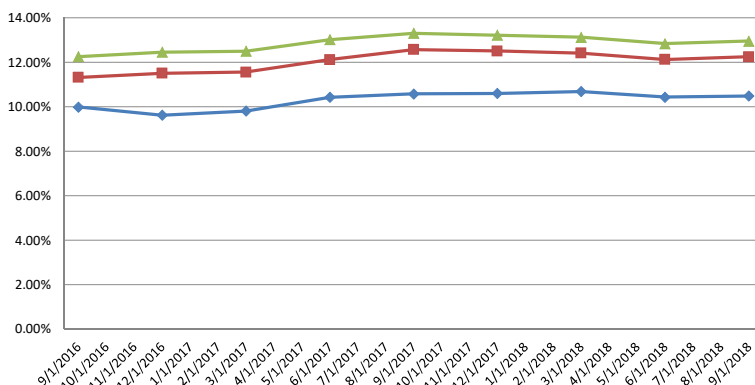
Note: Report includes only bank-level data.

NA = data was not available.

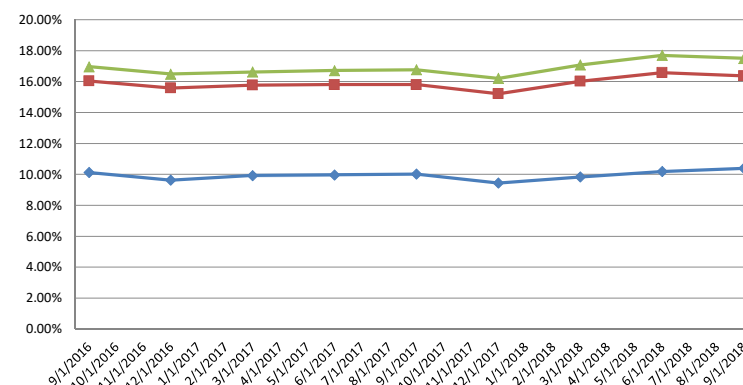
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Capital Adequacy

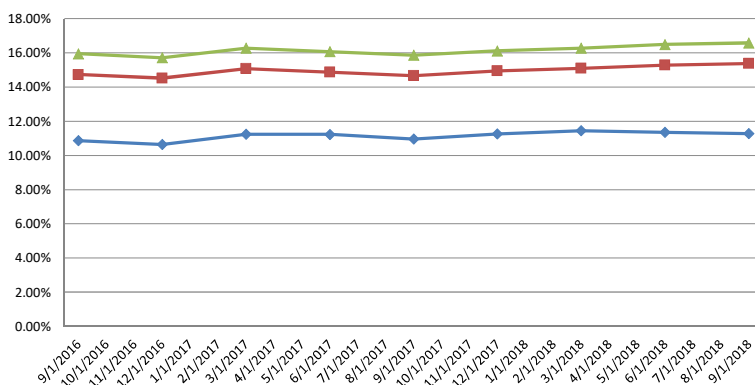
Summary Trends of Historical Asset Group Averages: Leverage Ratio, Tier 1 Risk Based Ratio & Risk Based Capital Ratio

Asset Group A - Over \$1 billion in Total Assets
As of Date

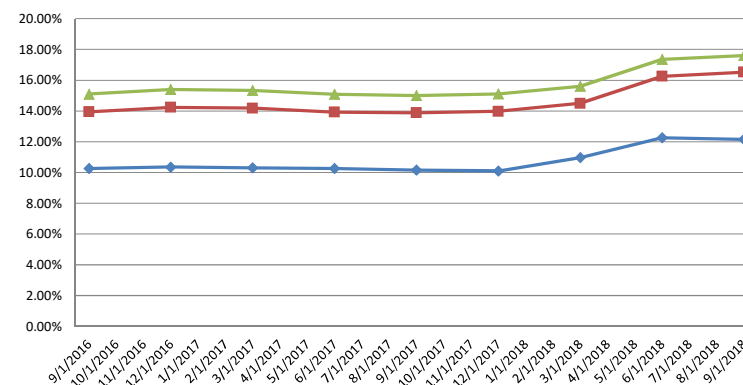
	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	9.98%	9.62%	9.80%	10.42%	10.57%	10.59%	10.68%	10.43%	10.48%
Tier 1 Risk Based Ratio	11.31%	11.50%	11.55%	12.11%	12.57%	12.50%	12.41%	12.12%	12.24%
Risk Based Capital Ratio	12.25%	12.45%	12.50%	13.01%	13.30%	13.21%	13.12%	12.83%	12.95%

Asset Group B - \$501 to \$1 billion in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	10.11%	9.62%	9.92%	9.96%	10.01%	9.43%	9.83%	10.18%	10.39%
Tier 1 Risk Based Ratio	16.03%	15.58%	15.76%	15.80%	15.80%	15.21%	16.01%	16.57%	16.37%
Risk Based Capital Ratio	16.96%	16.48%	16.62%	16.71%	16.76%	16.20%	17.07%	17.69%	17.49%

Asset Group C - \$251 to \$500 million in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	10.85%	10.64%	11.23%	11.23%	10.95%	11.26%	11.44%	11.34%	11.28%
Tier 1 Risk Based Ratio	14.72%	14.52%	15.06%	14.86%	14.66%	14.93%	15.09%	15.28%	15.38%
Risk Based Capital Ratio	15.94%	15.72%	16.26%	16.07%	15.86%	16.11%	16.27%	16.48%	16.58%

Asset Group D - \$0 to \$250 million in Total Assets
As of Date

	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
Leverage Ratio	10.26%	10.35%	10.30%	10.25%	10.15%	10.10%	10.96%	12.26%	12.14%
Tier 1 Risk Based Ratio	13.93%	14.23%	14.18%	13.91%	13.88%	13.97%	14.49%	16.25%	16.51%
Risk Based Capital Ratio	15.09%	15.39%	15.34%	15.07%	15.01%	15.10%	15.60%	17.35%	17.59%

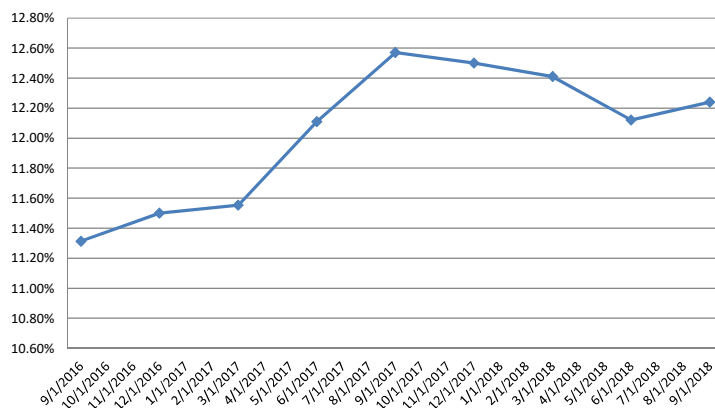
Source: SNL Financial

Note: Report includes only bank-level data.

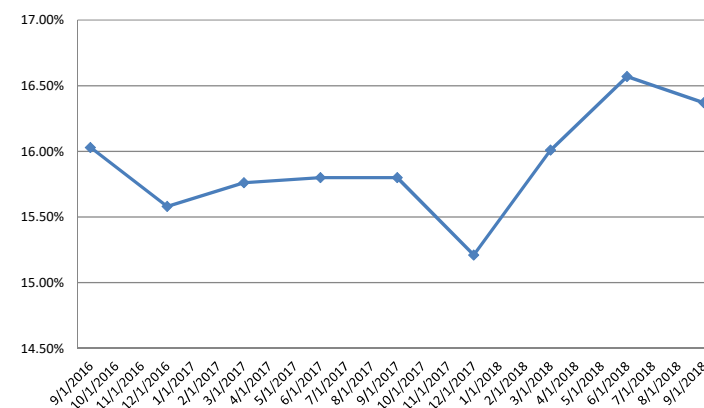
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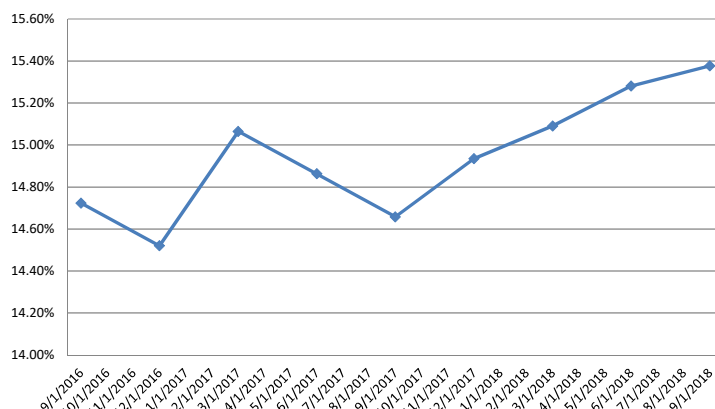
Summary Trends of Historical Asset Group Averages: Common Equity Tier 1 Risk Based Ratio

**Asset Group A - Over \$1 billion in Total Assets
As of Date**

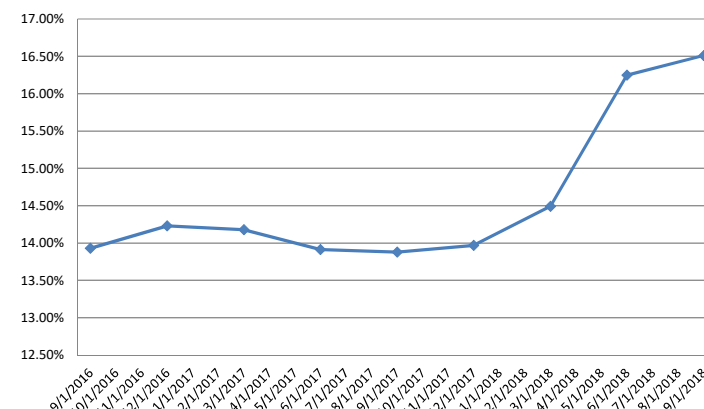
Common Equity Tier 1 RB Ratio	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	11.31%	11.50%	11.55%	12.11%	12.57%	12.50%	12.41%	12.12%	12.24%

**Asset Group B - \$501 to \$1 billion in Total Assets
As of Date**

Common Equity Tier 1 RB Ratio	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	16.03%	15.58%	15.76%	15.80%	15.80%	15.21%	16.01%	16.57%	16.37%

**Asset Group C - \$251 to \$500 million in Total Assets
As of Date**

Common Equity Tier 1 RB Ratio	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	14.72%	14.52%	15.06%	14.86%	14.66%	14.93%	15.09%	15.28%	15.38%

**Asset Group D - \$0 to \$250 million in Total Assets
As of Date**

Common Equity Tier 1 RB Ratio	9/30/16	12/31/16	3/31/17	6/30/17	9/30/17	12/31/17	3/31/18	6/30/18	9/30/18
	13.93%	14.23%	14.18%	13.91%	13.88%	13.97%	14.49%	16.25%	16.51%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Capital Adequacy

September 30, 2018

Run Date: November 12, 2018

Region	Institution Name	As of Date							
		Total Assets (\$000)	Total Equity Capital (\$000)	Tier1 Capital (\$000)	Common Equity Tier 1 Capital (\$000)	Leverage Ratio (%)	Tier 1 Risk Based Ratio (%)	Risk Based Capital Ratio (%)	Common Equity Tier 1 Risk Based Ratio (%)
Asset Group A - Over \$1 billion in total assets									
	Umpqua Bank	\$26,585,821	\$4,298,051	\$2,581,890	\$2,581,890	10.48%	12.24%	12.95%	12.24%
	Average of Asset Group A	\$26,585,821	\$4,298,051	\$2,581,890	\$2,581,890	10.48%	12.24%	12.95%	12.24%
Asset Group B - \$501 million to \$1 billion in total assets									
	Citizens Bank	\$787,688	\$77,023	\$81,022	\$81,022	10.39%	16.37%	17.49%	16.37%
	Average of Asset Group B	\$787,688	\$77,023	\$81,022	\$81,022	10.39%	16.37%	17.49%	16.37%
Asset Group C - \$251 to \$500 million in total assets									
	Pioneer Trust Bank, National Association	\$506,201	\$61,261	\$62,409	\$62,409	12.31%	15.24%	16.49%	15.24%
	Evergreen Federal Bank	\$460,745	\$53,494	\$54,257	\$54,257	11.82%	15.29%	16.55%	15.29%
	First Federal Savings and Loan Association of McMinnville	\$434,331	\$61,013	\$62,641	\$62,641	14.47%	25.98%	27.23%	25.98%
	Community Bank	\$404,954	\$35,520	\$38,487	\$38,487	9.55%	17.39%	18.64%	17.39%
	Bank of Eastern Oregon	\$401,372	\$42,690	\$41,999	\$41,999	10.48%	11.34%	12.47%	11.34%
	Summit Bank	\$397,607	\$38,424	\$38,467	\$38,467	9.86%	10.61%	11.86%	10.61%
	People's Bank of Commerce	\$336,494	\$34,039	\$30,874	\$30,874	9.12%	10.89%	11.87%	10.89%
	Oregon Pacific Banking Co.	\$302,631	\$35,994	\$36,653	\$36,653	12.60%	16.27%	17.52%	16.27%
	Average of Asset Group C	\$405,542	\$45,304	\$45,723	\$45,723	11.28%	15.38%	16.58%	15.38%
Asset Group D - \$0 to \$250 million in total assets									
	Oregon Coast Bank	\$236,984	\$23,838	\$27,058	\$27,058	11.63%	16.39%	17.49%	16.39%
	Willamette Valley Bank	\$235,306	\$28,577	\$28,577	\$28,577	12.34%	15.67%	16.47%	15.67%
	Clackamas County Bank	\$227,442	\$26,098	\$27,635	\$27,635	12.29%	24.19%	25.38%	24.19%
	Lewis & Clark Bank	\$196,770	\$22,109	\$22,097	\$22,097	11.57%	13.28%	14.50%	13.28%
	Willamette Community Bank	\$140,425	\$18,334	\$18,647	\$18,647	13.38%	15.22%	16.28%	15.22%
	Clatsop Community Bank	\$101,940	\$10,894	\$11,157	\$11,157	11.59%	16.07%	17.00%	16.07%
	Pacific West Bank	\$65,263	\$9,393	\$7,692	\$7,692	12.19%	14.76%	16.01%	14.76%
	Average of Asset Group D	\$172,019	\$19,892	\$20,409	\$20,409	12.14%	16.51%	17.59%	16.51%

Source: SNL Financial

Note: Report includes only bank-level data.

NA = data was not available.

NM = per SNL Financial, the data was not provided as the ratios are too high/low to be meaningful.

Definitions



Total assets	All assets owned by the company as of the date indicated, as carried on the balance sheet and defined under the indicated accounting principles.
Net income	Net income after taxes, minority interest, and extraordinary and other after-tax items. Noncontrolling interest may be included, per relevant accounting standards. FASB Accounting Standards Codification® (ASC) Section 810-10-65, which includes noncontrolling interests for fiscal years starting after December 15, 2008, for example.
Return on average assets (%)	Return on average assets; net income as a percent of average assets.
Return on average equity (%)	Return on average equity; net income as a percent of average equity.
Efficiency ratio (FTE) (%)	Noninterest expense before foreclosed property expense, amortization of intangibles, and goodwill impairments as a percent of net interest income (fully taxable equivalent, if available) and noninterest revenues, excluding only gains from securities transactions and nonrecurring items.
Salary expense ÷ employees	Salary and benefits expense divided by number of full-time equivalent employees at end of period.
Total loans and leases	The total of loans and lease financing receivables, net of unearned income. Includes loans secured by real estate; loans to depository institutions; loans to finance agricultural production and other loans to farmers; commercial and industrial loans; acceptances of other banks (both US and foreign); loans to individuals for household, family, and other personal expenditures; loans to foreign governments and official institutions; obligations of states and political subdivisions in the United States; other loans (for purchasing or carrying securities, for example, and not including consumer loans); lease financing receivables (net of unearned income); and less any unearned income on loans reflected in items above.
Total deposits	Amounts in customers' banking deposits; any accounts subject to federal banking deposit insurance, including any portions in jumbo deposits that aren't insured but subject to the FDIC deposit regulations.
Liquidity ratio (%)	Liquid assets (cash and balance due to deposit institution plus securities plus federal funding and repurchasing plus trading accounts minus pledged securities divided by total liabilities.
Total assets ÷ employees	Total assets divided by number of full-time equivalent employees at end of period.
Loans ÷ deposits (%)	Loans held for investment, before reserves, as a percent of total insured deposits.
Yield on earning assets (%)	Return earned on interest-earning assets, expressed as a percent. Total interest and dividend income divided by average earning assets.
Cost of interest-bearing liability (%)	Interest incurred on liabilities as a percent of average interest-bearing liabilities. Total interest expense divided by average interest-bearing liabilities.

Cost of funds (%)	Interest incurred on liabilities as a percent of average non-interest-bearing deposits and interest-bearing liabilities.
Net interest margin (FTE) (%)	Net interest income, on a fully taxable-equivalent basis if available, as a percent of average earning assets.
Asset growth rate (%)	Growth in total assets. Annualized is equal to (current period total assets minus previous period total assets) divided by previous period total assets.
Deposit growth rate (%)	Growth in deposits. Annualized is equal to ((current period deposits minus previous period deposits) times (domestic and foreign office)) divided by previous period deposits.
Total loans and leases nonaccrual	Amount of loans and finance leases, gross of reserves, on which interest is no longer accruing.
Nonaccrual loans ÷ total loans (%)	Nonaccrual loans, net of guaranteed loans, as a percent of total gross loans.
Reserves ÷ loans (%)	Reserves for loan losses as a percent of loans before reserves.
Reserves ÷ nonperforming loans (%)	Loan loss reserves as a percent of nonperforming loans.
Nonperforming assets / total assets (%)	Nonperforming assets (nonperforming loans and leases, renegotiated loans and leases, and real estate owned) as a percent of assets.
Nonperforming assets + loans 90PD ÷ tangible equity + loan loss reserves (%)	Nonperforming assets plus loans 90 days or more past due divided by tangible common equity and reserves. This is also known as the common version of the Texas ratio.
Total equity capital	Equity as defined under the indicated accounting principles. Includes par value, paid in capital, retained earnings, and other adjustments to equity. Minority interest may be included, per relevant accounting standards. ASC Section 810-10-65, which includes minority interest for fiscal years starting after December 15, 2008, for example.
Tier 1 capital	For Office of Thrift Supervision (OTS)-regulated institutions, it represents the amount of core capital as defined under the latest OTS guidelines at period-end. For FDIC-regulated institutions it represents the amount of Tier 1 capital as defined by the latest regulatory agency guidelines.
Leverage ratio (%)	Tier 1 leverage ratio according to regulatory capital guidelines. Usually defined as Tier 1 capital as a percent of tangible assets.
Tier 1 risk-based ratio (%)	Tier 1 capital as a percent of total risk-adjusted assets.
Risk-Based Capital Ratio (%)	The regulatory risk-based capital ratio as defined under the latest OTS or FDIC guidelines at period-end. This ratio is usually equal to total risk-based capital divided by total risk-adjusted assets.
Common Equity Tier Risk Based Ratio (%)	Tier 1 common capital as a percent of risk-weighted assets.