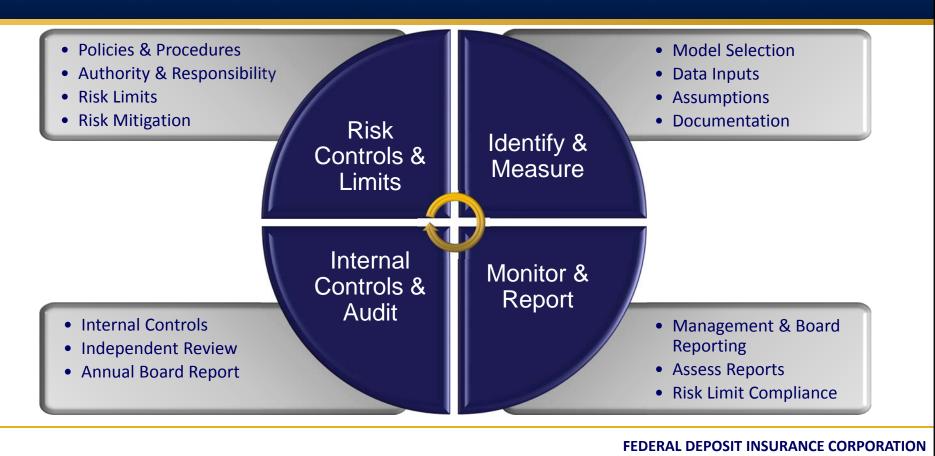


Interest Rate Risk

I. Overview & Industry Trends

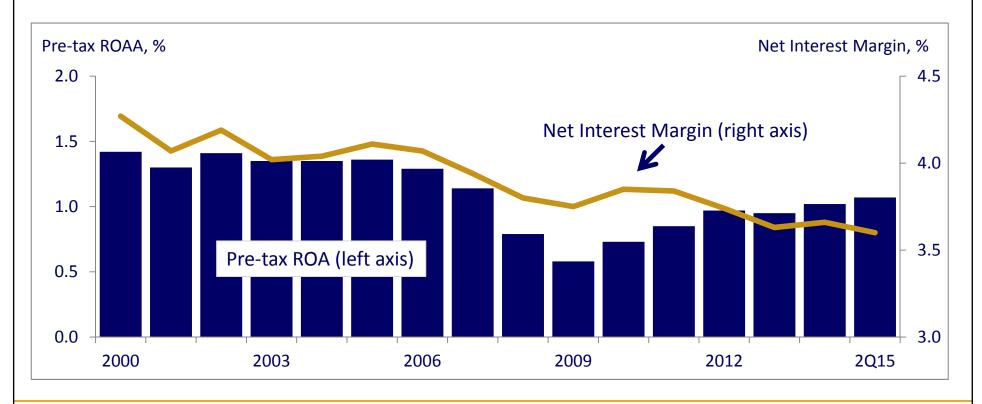
IRR Management Process



Overview of Presentations

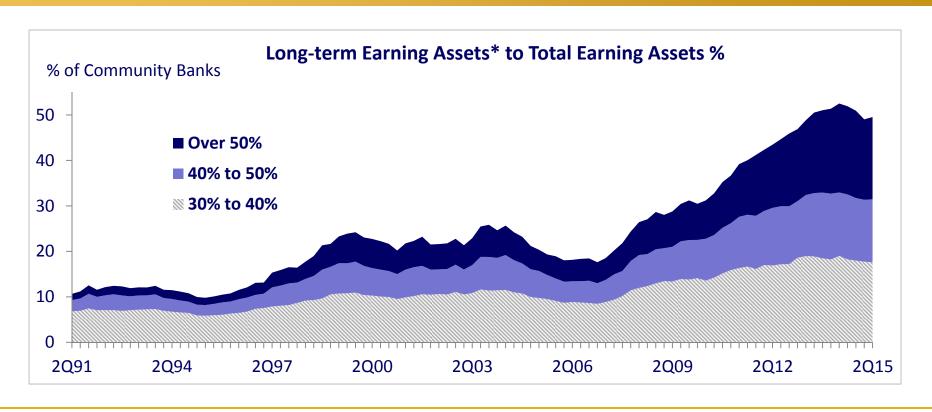


Earnings Have Begun to Recover, but Lower Margins Continue to Hamper Performance



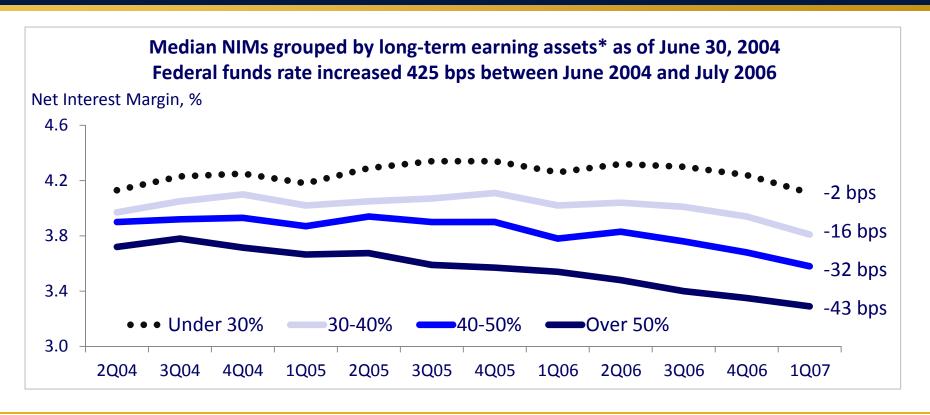
Source: Call / TFR Reports. Insured institutions under \$1B in total assets only. Unless otherwise noted, figures illustrated represent year-end figures.

Long-Term Asset Exposures Have Risen



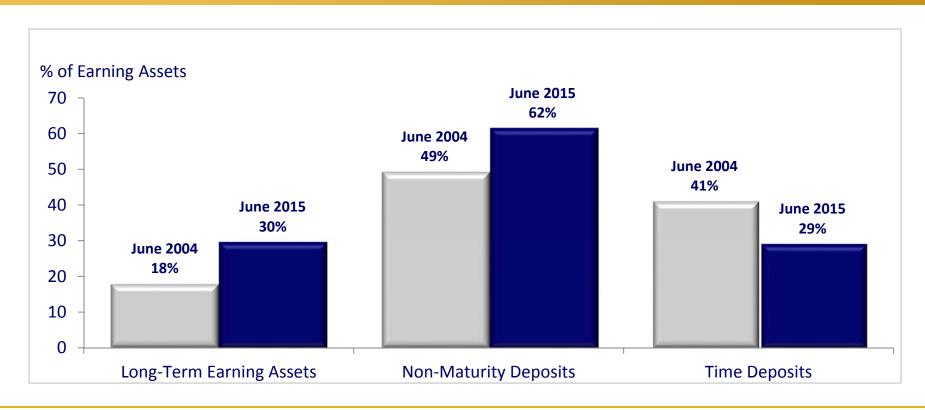
Source: Call Reports. Quarterly data. Banks with assets <\$1B, excludes former TFR filers. *Assets maturing / repricing > 5 years.

Long-term Concentrations Led to Lower Margins During the Last Rate Cycle



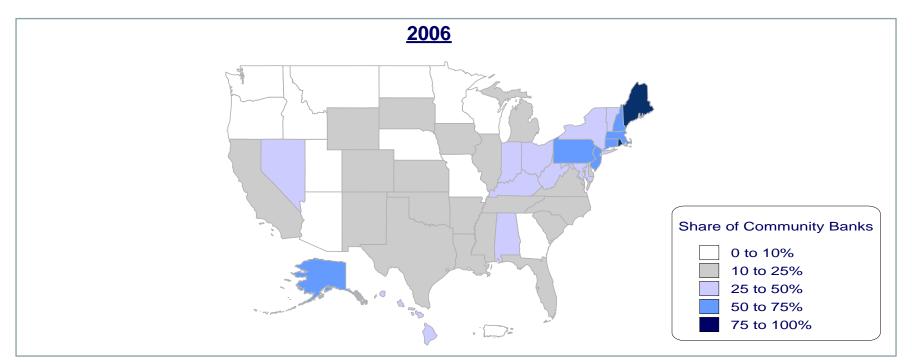
Source: Call Reports *Assets maturing / repricing > 5 years.
Consistent sample of Call Report filers under \$1B in assets as of 2Q04 only.

The Current Structure of Bank Balance Sheets Suggests Greater Sensitivity to Higher Rates



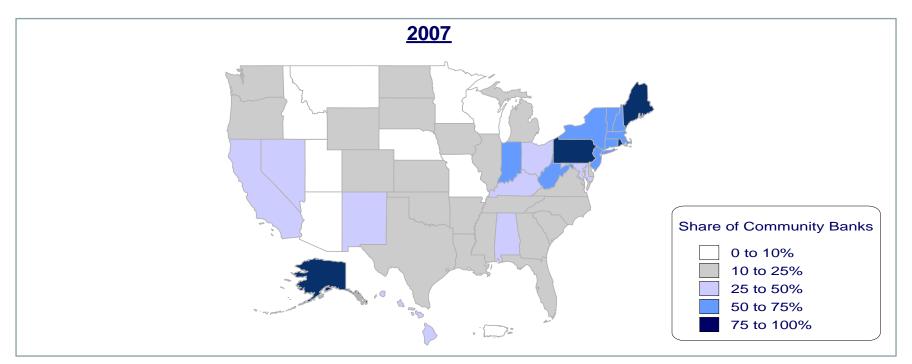
Source: Call Reports. Constant sample of active insured institutions < \$1B in assets only. Excludes former TFR filers. Based on median figures.

Share of Banks with Long-term Assets Representing 30% or More of Earning Assets



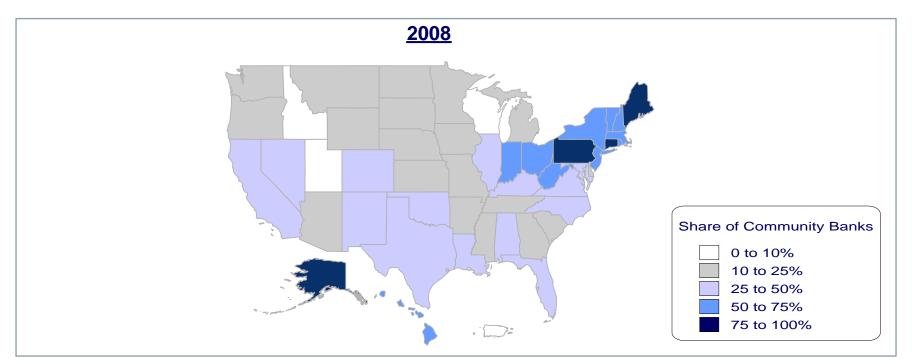
Source: Call Reports. Based on consistent sample of active Call Report filers as of 2Q15 with assets <\$1B. Excludes any former TFR filers.

Share of Banks with Long-term Assets Representing 30% or More of Earning Assets



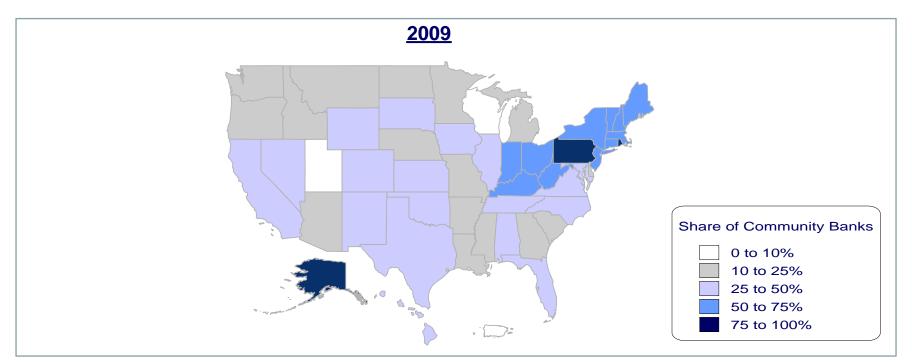
Source: Call Reports. Based on consistent sample of active Call Report filers as of 2Q15 with assets <\$1B. Excludes any former TFR filers.

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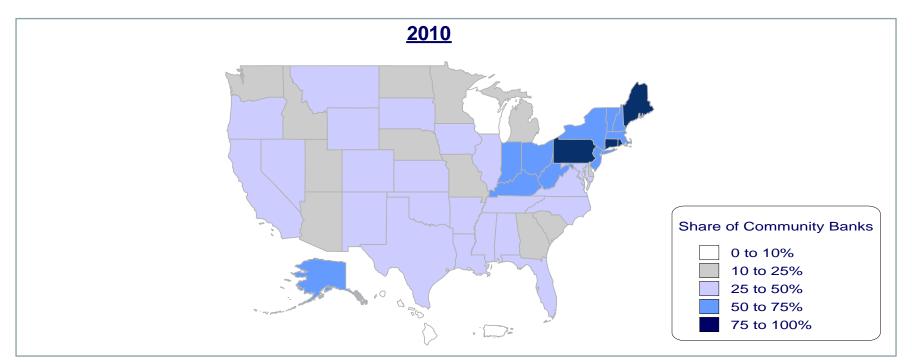
Source: Call Reports. Based on consistent sample of active Call Report filers as of 2Q15 with assets <\$1B. Excludes any former TFR filers.

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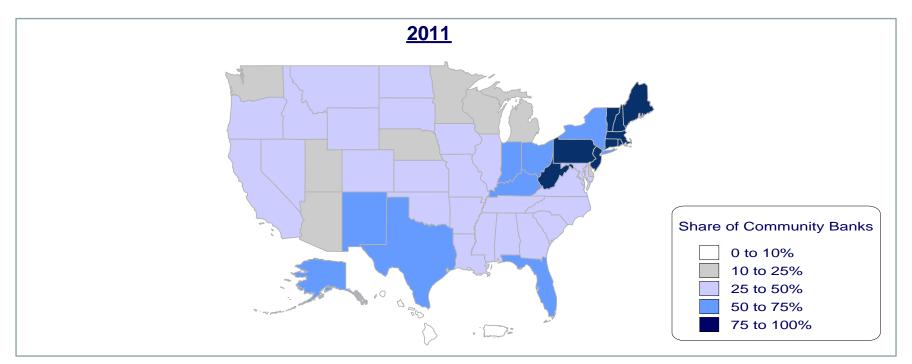
Source: Call Reports. Based on consistent sample of active Call Report filers as of 2Q15 with assets <\$1B. Excludes any former TFR filers.

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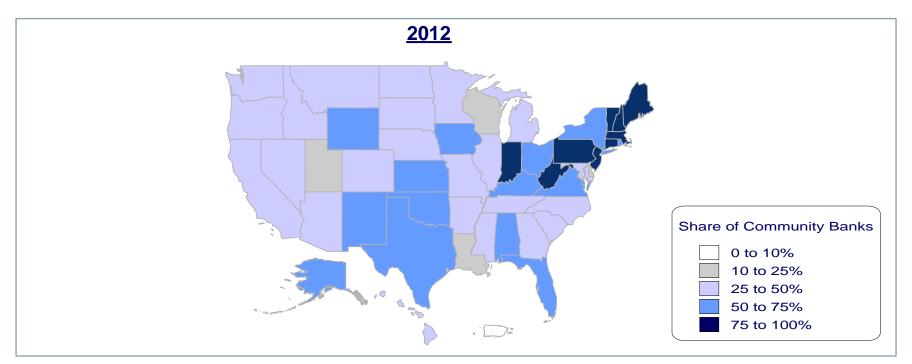
Source: Call Reports. Based on consistent sample of active Call Report filers as of 2Q15 with assets <\$1B. Excludes any former TFR filers.

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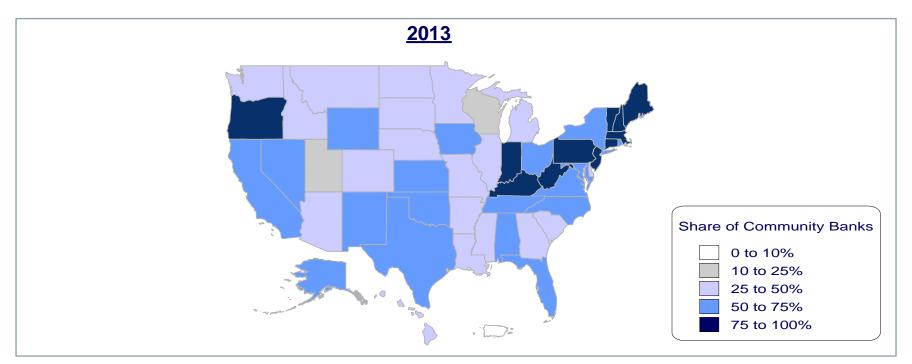
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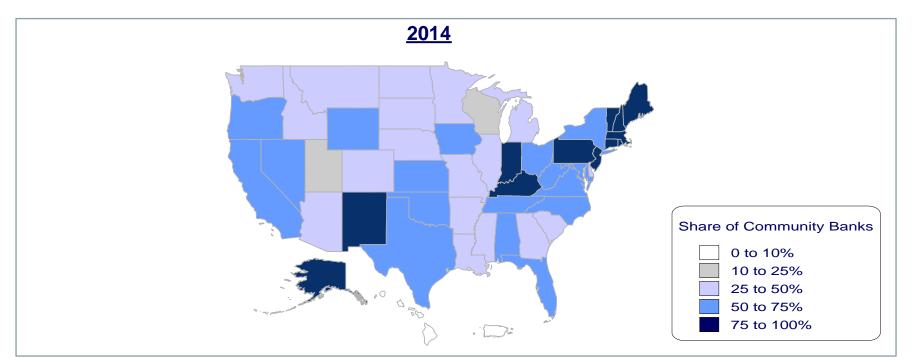
Source: Call Reports. Based on consistent sample of active Call Report filers as of 2Q15 with assets <\$1B. Excludes any former TFR filers.

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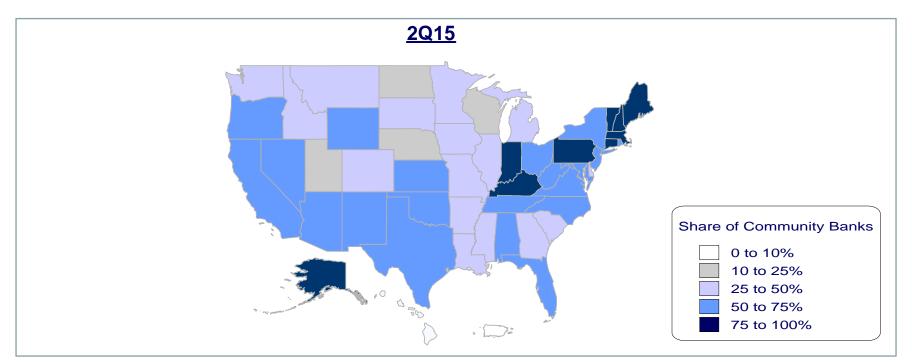
Source: Call Reports. Based on consistent sample of active Call Report filers as of 2Q15 with assets <\$1B. Excludes any former TFR filers.

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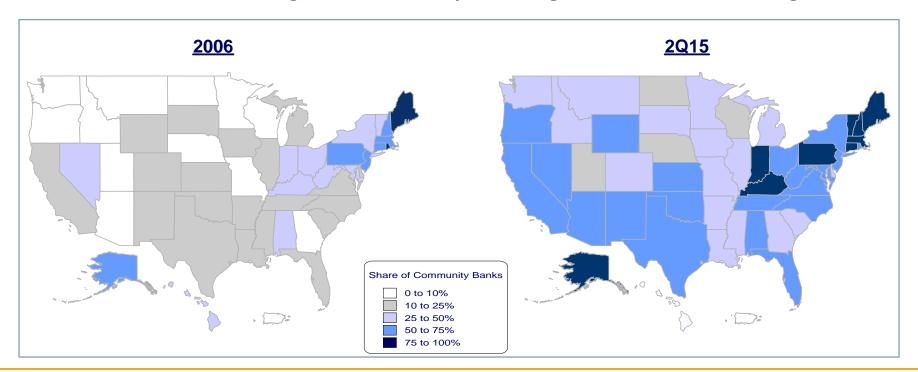
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Share of Banks with Long-term Assets Representing 30% or More of Earning Assets



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Summary

- Community bank NIMs remain under pressure due to the challenging interest rate environment
- An increasing number of community banks responded to NIM compression with increased holdings of longer-term assets
- There has not been a commensurate extension of liabilities combined with an increase in non-maturity deposits