#### **Scorecard**

# User Guide

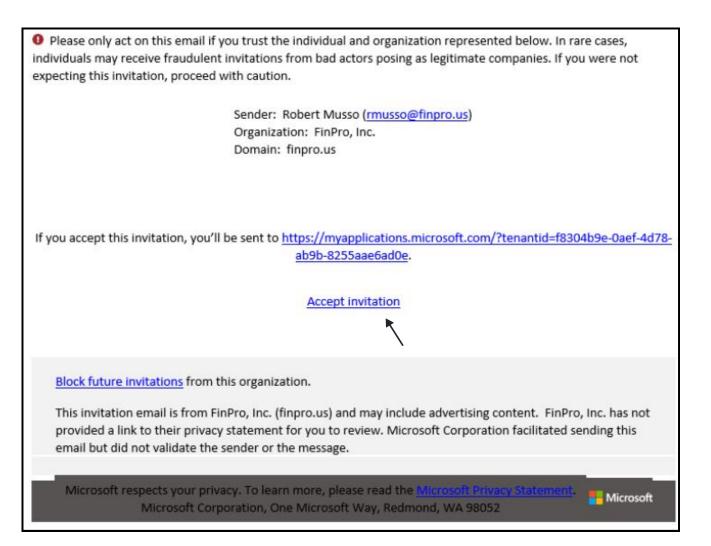
### **Table of Contents**

Onboardir	ng	1
Login		8
Global		14
Scoring		24
Liquidity		46
Portfolio		64
Peer		76

**Congratulations on becoming a Scorecard subscriber!** Before you begin, you'll need access to the system. You will receive an email for Scorecard Onboarding, see below. This email will have 2 attachments, one for instructions and the other for the Scorecard User Guide.

Hi, Thanks for subscribing to our Scorecard Model. You are now active in our Scorecard System, please follow the attached user guide to get started and using the portal. If you run into any issue accessing the system please reach to Finpro Tech Team @Kamal Rangaraj or @Robert Musso. Note: Before you try accessing our portal, please sign up using the invitation email which should have come from "invites@microsoft.com" Sincerely, Kamal Rangaraj Senior Software Developer | FinPro, Inc. 46 East Main Street, Suite 303, Somerville, NJ 08876 tel: 908-613-7419 krangaraj@finpro.us | www.finpro.us CONFIDENTIALITY NOTICE: This email contains information that is privileged, confidential and subject to legal restrictions and penalties regarding its unauthorized disclosure or other us

You'll also receive a second email, an invitation like the one below. You will need to complete the steps in this invitation email first before you can access Scorecard. When you open the invitation email click on the Accept Invitation link in the email.



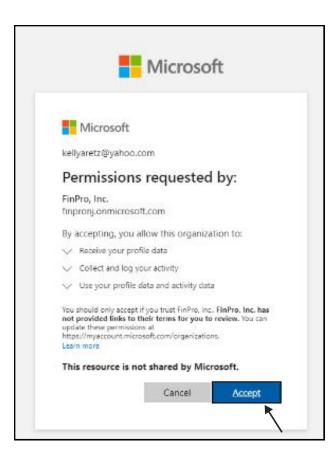
Make sure to follow all the prompts to correctly accept the invite. If you already have a Microsoft account you will need to enter your password and set up Multi-Factor Authentication (MFA). When you are all set up you should see the below message.



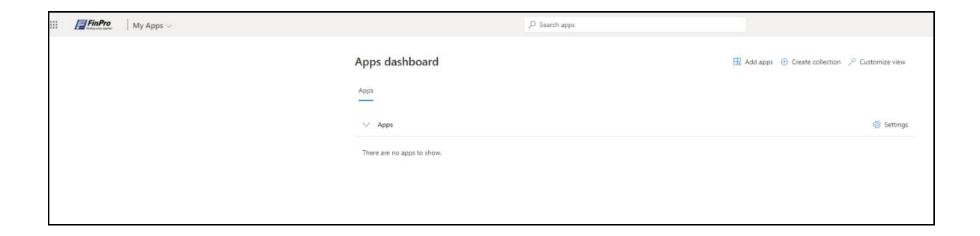
If you receive the below prompt click No thanks, this is an added Microsoft feature that FinPro does not require.



For the next prompt you have to click Accept. If you click on Cancel it will not complete the invite process.

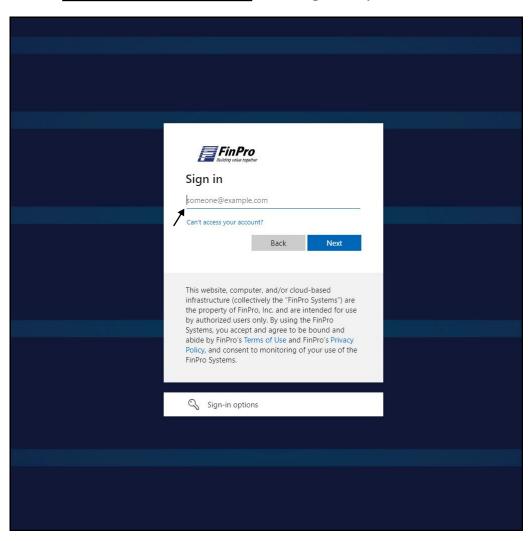


Once you are at the below screen you can close out of the window. You have now completed the invite process.



#### **Subscribed Models**

Go to <a href="https://hub.finpro.us/">https://hub.finpro.us/</a> and login to your FinPro account.



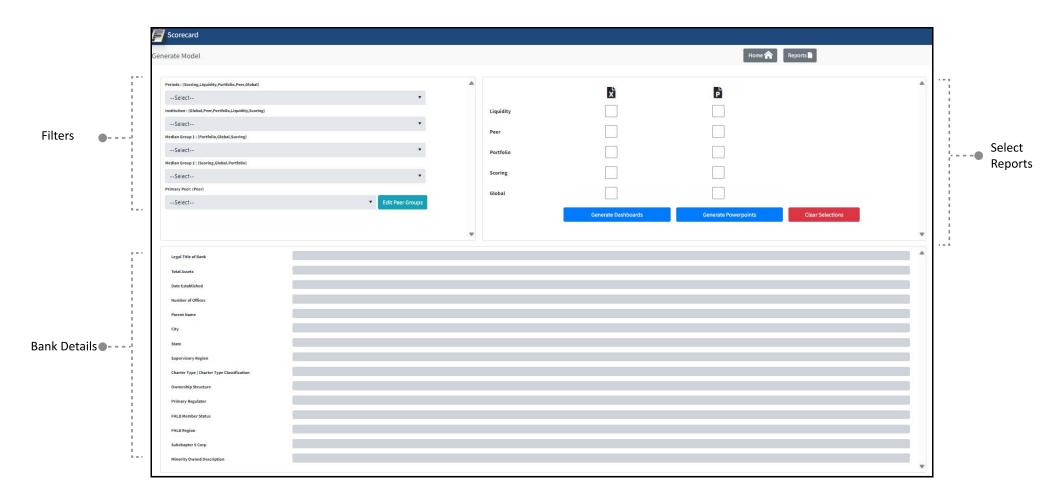
#### **Subscribed Models**

You should arrive here. Click on the Scorecard tile to continue.



#### **Generate Model**

You will arrive at the Generate Model screen as shown below.



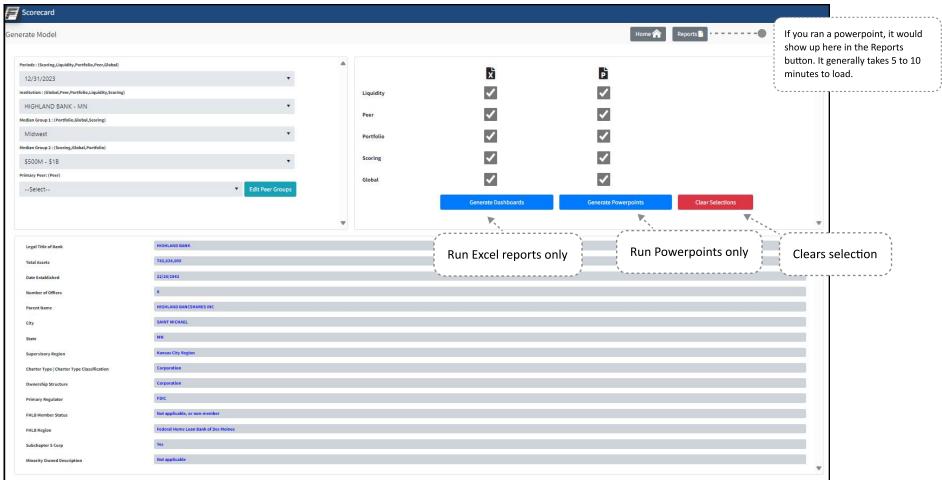
#### **Filters**

On the left-hand side, there are filters you can select to run the report. Below is a description of what each filter does.



#### **Multi-Select**

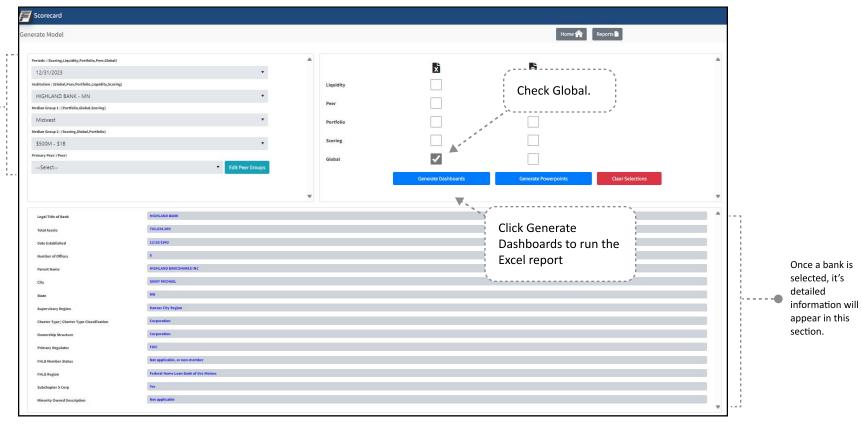
You have the option to select multiple reports to run. Note that you can either generate only Excel reports or only Powerpoints, but not both. In this user guide, we'll show in detail how to run the Excel reports and walkthrough the content of each report.



#### **Generate Model**

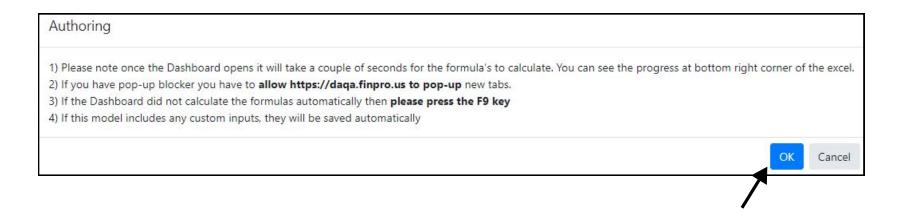
Let's use Highland Bank as an example to run the Global Model Excel report.

Select filters. In this case, we're selecting the period 12/31/23 for Highland Bank. Based on the bank details below, let's filter for the midwest region and asset size between \$500M-\$1B for our median groups.



### Pop-Up Message

After you click Generate Dashboards, this message will pop-up. It shares our most recent trouble shooting tips. Once you read through the message, click OK.



#### **Tab Generation**

The Global Excel model tab will appear on your browser and you will be taken directly into the Excel report.



#### **Client Information**

On the first half of this tab, there are instructions on how to generate a PowerPoint report for this model. On the second half of this tab, there is a summary of the bank, median groups, and period date you selected.



#### **Balance Sheet**

This shows the bank's balance sheet for the past 8 quarters.

Growth section shows quarter-toquarter and year-to-year comparison.

· ·	I	I I
· · · · · · · · · · · · · · · · · · ·	ı	T .
		· ·
,		,
The state of the s		I I
·		· ·

			FinPro	Global Ar	alytics					
			Ва	lance She	et					
		Tot	al Assets (\$000's	5)					Growth	
HIGHLAND BANK - MN	2022Q1	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3	2023Q4	Quarterly	Annual
Total Cash & Bals Due Dep Inst	38,245	7,323	10,272	8,541	7,541	6,933	5,538	14,870	9,332	6,329
Tot Fed Funds & Reverse Repos	0	0	0	0	0	0	0	0	0	0
Total Securities	223,309	227,270	222,074	223,573	225,428	213,017	206,700	203,443	-3,257	-20,130
Loans & Leases Held for Sale	0	0	0	0	0	0	0	0	0	0
Total Loans & Leases (Excl HFS)	381,195	385,593	399,555	421,278	421,984	454,040	555,220	550,426	-4,794	129,148
Total Reserves	6,669	6,703	6,702	6,704	7,353	7,413	9,054	9,107	53	2,403
Net Loans & Leases (Excl HFS)	374,526	378,890	392,853	414,574	414,631	446,627	546,166	541,319	-4,847	126,745
Total Trading Assets	0	0	0	0	0	0	0	0	0	0
Premises & Fixed Assets	3,272	2,875	3,408	8,115	9,219	9,747	10,317	9.899	-418	1,784
Total OREO	0	0	0	0	0	0	0	0	0	0
Invest in Unconsolidated Subsid	0	0	0	0	0	0	0	0	0	0
Direct and Indirect Inv in Real Estate Ventures	0	0	0	0	0	0	0	0	0	0
Total Intangible Assets	222	218	171	160	154	147	2,803	2,728	-75	2,568
Total Other Assets	6.689	7.244	7.242	8.592	8.970	9.868	11.427	11.575	148	2,983
Total Assets	646,263	623,820	636,020	663,555	665,943	686,339	782,951	783,834	883	120,279
endinger (d. jo.)	200.000.000	Total Liak	oilities & Equity (	\$000's)		2.7.25476	A CONTRACTOR OF THE CONTRACTOR		Growth	
HIGHLAND BANK - MN	2022Q1	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3	2023Q4	Quarterly	Annual
Total Deposits (Incl Dom & For)	539,401	529,176	537,335	542,446	547,315	542,076	639,489	640,698	1,209	98,252
Total Fed Funds & Repos	37,846	40,398	36.275	41.065	39.883	35.580	26.112	21.245	-4.867	-19,820
Total Trading Liabilities	0	0	0	0	0	0	0	0	0	0
Total Other Borrowed Money	4,600	4,718	19,372	39,105	38,096	64,247	63,582	57,897	-5,685	18,792
Subordinated Notes & Debentures	0	0	0	0	0	0	0	0	0	0
Oth Liabilities (Excl Min Int)	9.919	1,609	2,291	7,028	2.798	7,893	9.928	10.769	841	3,741
Tot Liabilities (Excl Min Int)	591,766	575,901	595,273	629,644	628,092	649,796	739,111	730,609	-8,502	100,965
Preferred Stock & Surplus	0	0	0	0	0	0	0	0	0	0
Common Stock	249	249	249	249	249	249	249	249	0	0
Common Stock Surplus	52,604	52,604	52,604	52,604	52,604	52,604	65,454	65,454	0	12,850
Retained Earnings	7,995	10,136	12.216	4,167	4,294	5,274	4.258	5.270	1.012	1,103
Accumulated Oth Comp Inc	-6,351	-15,070	-24,322	-23,109	-19.296	-21,584	-26,121	-17,748	8.373	5,361
Oth Equity Capital Components	0	0	0	0	0	0	0	0	0	0
GRB: Total Equity Capital	54,497	47,919	40,747	33,911	37,851	36,543	43,840	53,225	9,385	19,314
Minority Interest	0	0	0	0	0	0	0	0	0,505	0
Equity Capital Including Minority Interest	54,497	47,919	40,747	33,911	37,851	36,543	43,840	53,225	9,385	19,314
Total Liab, Min Int & Equity	646,263	623,820	636,020	663,555	665,943	686,339	782,951	783,834	883	120,279

# **Balance Sheet Comparison**

This shows a detailed comparison of each item in the balance sheet compared to both median groups. The Diff to Bank column allows you to identify the amount of change to reach the median group levels.

			FinPro Globa	al Analytics				
		В	alance Sheet	Comparison				
Balance Sheet to Avg Assets - 2023Q4	Bank			Midwest			\$500M-\$1B	
HIGHLAND BANK - MN	% Avg Assets	Balance	Median % Avg Assets	Imputed Balance	Diff to Bank	Median % Avg Assets	Imputed Balance	Diff to Bank
Total Cash & Bals Due Dep Inst	1.85%	14,870	4.80%	38,665	23,795	4.40%	35,425	20,555
Tot Fed Funds & Reverse Repos	0.00%	0	0.00%	0	0	0.00%	0	0
Total Securities	25.27%	203,443	22.00%	177,126	(26,317)	18.37%	147,931	(55,512
Loans & Leases Held for Sale	0.00%	0	0.00%	0	0	0.00%	0	0
Total Loans & Leases (Excl HFS)	68.37%	550,426	66.51%	535,491	(14,935)	70.25%	565,550	15,124
Total Reserves	1.13%	9,107	0.79%	6,340	(2,767)	0.81%	6,510	(2,597)
Net Loans & Leases (Excl HFS)	67.24%	541,319	65.72%	529,075	(12,244)	69.38%	558,583	17,264
Total Trading Assets	0.00%	0	0.00%	0	0	0.00%	0	0
Premises & Fixed Assets	1.23%	9,899	1.06%	8,495	(1,404)	1.38%	11,147	1,248
Total OREO	0.00%	0	0.00%	0	0	0.00%	0	0
Invest in Unconsolidated Subsid	0.00%	0	0.00%	0	0	0.00%	0	0
Direct and Indirect Inv in Real Estate Ventures	0.00%	0	0.00%	0	0	0.00%	0	0
Total Intangible Assets	0.34%	2,728	0.03%	228	(2,500)	0.07%	592	(2,136)
Total Other Assets	1.44%	11,575	2.74%	22,069	10,494	2.89%	23,234	11,659
Total Assets	97.36%	783,834	100.59%	3. x.38590V.A	1-2-3-11-0-3-2-3-1	35539353555		000000 30000
Balance Sheet to Avg Assets - 2023Q4	Bank			Midwest		\$500M-\$1B		
HIGHLAND BANK - MN	% Avg Assets	Balance	Median % Avg Assets	Imputed Balance	Diff to Bank	Median % Avg Assets	Imputed Balance	Diff to Bank
Total Deposits (Incl Dom & For)	79.58%	640,698	85.28%	686,586	45,888	85.00%	684,339	43,641
Total Fed Funds & Repos	2.64%	21,245	0.00%	0	(21,245)	0.00%	0	(21,245)
Total Trading Liabilities	0.00%	0	0.00%	0	0	0.00%	0	0
Total Other Borrowed Money	7.19%	57,897	3.21%	25,872	(32,025)	3.40%	27,357	(30,540)
Subordinated Notes & Debentures	0.00%	0	0.00%	0	0	0.00%	0	0
Oth Liabilities (Excl Min Int)	1.34%	10,769	0.55%	4,430	(6,339)	0.74%	5,962	(4,807)
Tot Liabilities (Excl Min Int)	90.75%	730,609	91.05%	733,018	2,409	90.74%	730,557	(52)
Preferred Stock & Surplus	0.00%	0	0.00%	0	0	0.00%	0	0
Common Stock	0.03%	249	0.14%	1,096	847	0.10%	809	560
Common Stock Surplus	8.13%	65,454	2.99%	24,069	(41,385)	2.84%	22,867	(42,587
Retained Earnings	0.65%	5,270	7.13%	57,391	52,121	6.86%	55,247	49,977
Accumulated Oth Comp Inc	-2.20%	(17,748)	-1.30%	(10,501)	7,247	-1.13%	(9,120)	8,628
Oth Equity Capital Components	0.00%	0	0.00%	0	0	0.00%	0	0
GRB: Total Equity Capital	6.61%	53,225	9.32%	75,062	21,837	9.16%	73,722	20,497
Minority Interest	0.00%	0	0.00%	0	0	0.00%	0	0
Equity Capital Including Minority Interest	6.61%	53,225	9.32%	75,062	21,837	9.16%	73,722	20,497

#### **Income Statement**

This shows the bank's income statement for the past 8 quarters.

Growth section shows quarter-toquarter and year-to-year comparison.

			FinPro	Global An	alytics					
	_	_	Inco	me Staten	nent	_	_			
Income Statement (\$000's)										
HIGHLAND BANK - MN	2022Q1	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3	2023Q4	Quarterly	Annual
Interest Income: Loans & Leases	5,405	4,641	4,732	5,105	5,476	6,129	12,293	8,845	-3,448	3,740
Interest Income: Investments & Other	1,395	1,575	1,796	1,981	1,945	2,141	2,371	2,126	-245	145
Total Interest Income	6,800	6,216	6,528	7,086	7,421	8,270	14,664	10,971	-3,693	3,885
Interest Expense: Deposits	251	278	361	730	1,225	1,890	3,290	3,257	-33	2,527
Interest Expense: Borrowings & Other	40	41	70	303	592	853	923	868	-55	565
Total Interest Expense	291	319	431	1,033	1,817	2,743	4,213	4,125	-88	3,092
Net Interest Income	6,509	5,897	6,097	6,053	5,604	5,527	10,451	6,846	-3,605	793
Provisions for Credit Losses	0	0	0	0	38	73	153	0	-153	0
NII Noninterest Income: Fiduciary Activities	0	0	0	0	0	0	0	0	0	0
NII Service Charges on Deposit Accounts	145	154	164	157	152	167	219	184	-35	27
NII Net Servicing Fees	84	49	-2	30	37	34	62	48	-14	18
NII Net Securitization Income	0	0	0	0	0	0	0	0	0	0
NII Inv Banking, Advisory & Underwriting Fees	1	2	1	1	1	1	2	1	-1	0
NII Insurance Related	0	0	0	0	0	0	0	0	0	0
NII Net Gain on Sale of Loans and Leases	0	338	25	0	22	0	0	13	13	13
NII Net Gain on Sale Other	435	0	0	0	0	-13	0	-27	-27	-27
NII Other Noninterest Income	238	259	258	283	221	254	346	276	-70	-7
Realized Gain on Securities	0	0	0	0	-90	-51	-26	-394	-368	-394
Total Noninterest Income	903	802	446	471	433	443	629	495	-134	24
NIE: Salary & Benefits	2,621	2,683	2,868	3,218	2,749	3,132	4,569	3,732	-837	514
NIE: Premises & Fixed Assets	499	567	568	605	552	568	964	782	-182	177
NIE: Amort of Intang & Goodwill Impairment	0	0	0	0	0	0	198	68	-130	68
NIE:Other Noninterest Expense	1,082	1,309	1,027	749	1,302	1,165	2,991	1,352	-1,639	603
Total Noninterest Expense	4,202	4,559	4,463	4,572	4,603	4,865	8,722	5,934	-2,788	1,362
Net Income before Tax & Extra	3,210	2,140	2,080	1,952	1,306	981	2,179	1,013	-1,166	-939
Income Taxes	0	0	0	0	0	0	893	0	-893	0
Net Income before Extra	3,210	2,140	2,080	1,952	1,306	981	1,286	1,013	-273	-939
Extraordinary Items-Net	0	0	0	0	0	0	0	0	0	0
Net Income	3,210	2,140	2,080	1,952	1,306	981	1,286	1,013	-273	-939

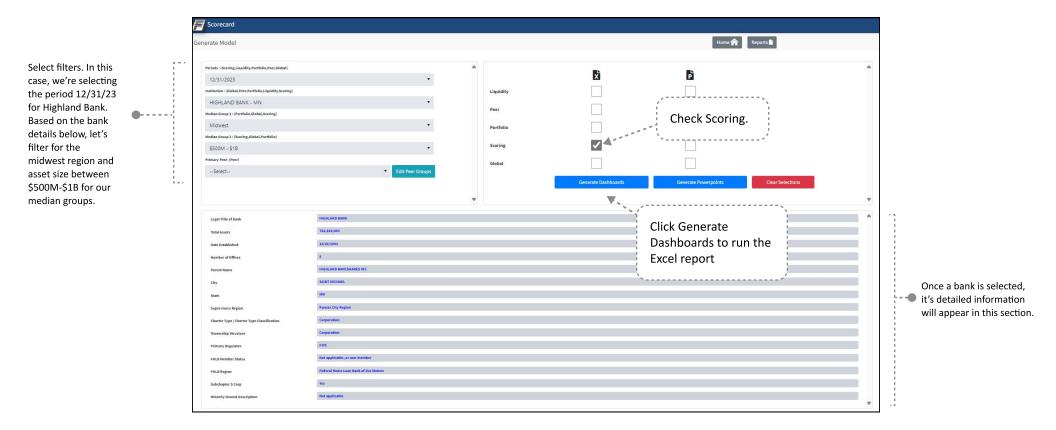
### **Income Statement Comparison**

This shows a detailed comparison of each item in the income statement compared to both median groups. The Diff to Bank column allows you to identify the amount of change to reach the median group levels.

		F	inPro Global	Analytics				
		Incor	ne Statement	Comparison				
Income Statement to Avg Assets - 2023Q4	Bar	nk		Midwest			\$500M-\$1B	
HIGHLAND BANK - MN	% Avg Assets	Annualized Inc/Exp	Median % Avg Assets	Imputed Inc/Exp	Diff to Bank	Median % Avg Assets	Imputed Inc/Exp	Diff to Bank
Interest Income: Loans & Leases	4.39%	\$35,380	3.83%	\$30,803	(\$4,577)	3.99%	\$32,151	(\$3,229)
Interest Income: Investments & Other	1.06%	\$8,504	0.82%	\$6,565	(\$1,939)	0.76%	\$6,125	(\$2,379)
Total Interest Income	5.45%	\$43,884	4.73%	\$38,077	(\$5,807)	4.86%	\$39,125	(\$4,759)
Interest Expense: Deposits	1.62%	\$13,028	1.37%	\$11,039	(\$1,989)	1.53%	\$12,331	(\$697)
Interest Expense: Borrowings & Other	0.43%	\$3,472	0.15%	\$1,246	(\$2,226)	0.15%	\$1,237	(\$2,235)
Total Interest Expense	2.05%	\$16,500	1.60%	\$12,907	(\$3,593)	1.77%	\$14,289	(\$2,211)
Net Interest Income	3.40%	\$27,384	3.08%	\$24,805	(\$2,579)	3.12%	\$25,094	(\$2,290)
Provisions for Credit Losses	0.00%	\$0	0.02%	\$181	\$181	0.05%	\$418	\$418
NII Noninterest Income: Fiduciary Activities	0.00%	\$0	0.00%	\$0	\$0	0.00%	\$0	\$0
NII Service Charges on Deposit Accounts	0.09%	\$736	0.08%	\$682	(\$54)	0.08%	\$663	(\$73)
NII Net Servicing Fees	0.02%	\$192	0.00%	\$0	(\$192)	0.00%	\$0	(\$192)
NII Net Securitization Income	0.00%	\$0	0.00%	\$0	\$0	0.00%	\$0	\$0
NII Inv Banking, Advisory & Underwriting Fees	0.00%	\$4	0.00%	\$0	(\$4)	0.00%	\$0	(\$4)
NII Insurance Related	0.00%	\$0	0.00%	\$0	\$0	0.00%	\$0	\$0
NII Net Gain on Sale of Loans and Leases	0.01%	\$52	0.00%	\$0	(\$52)	0.00%	\$20	(\$32)
NII Net Gain on Sale Other	-0.01%	(\$108)	0.00%	\$0	\$108	0.00%	\$0	\$108
NII Other Noninterest Income	0.14%	\$1,104	0.19%	\$1,548	\$444	0.23%	\$1,862	\$758
Realized Gain on Securities	-0.20%	(\$1,576)	0.00%	\$0	\$1,576	0.00%	\$0	\$1,576
Total Noninterest Income	0.05%	\$404	0.39%	\$3,104	\$2,700	0.48%	\$3,847	\$3,443
NIE: Salary & Benefits	1.85%	\$14,928	1.40%	\$11,245	(\$3,683)	1.40%	\$11,288	(\$3,640)
NIE: Premises & Fixed Assets	0.39%	\$3,128	0.24%	\$1,923	(\$1,205)	0.25%	\$1,993	(\$1,135)
NIE: Amort of Intang & Goodwill Impairment	0.03%	\$272	0.00%	\$0	(\$272)	0.00%	\$0	(\$272)
NIE:Other Noninterest Expense	0.67%	\$5,408	0.78%	\$6,246	\$838	0.75%	\$6,056	\$648
Total Noninterest Expense	2.95%	\$23,736	2.46%	\$19,845	(\$3,891)	2.46%	\$19,844	(\$3,892)
Net Income before Tax & Extra	0.50%	\$4,052	0.98%	\$7,862	\$3,810	1.05%	\$8,476	\$4,424
Income Taxes	0.00%	\$0	0.06%	\$470	\$470	0.11%	\$900	\$900
Net Income before Extra	0.50%	\$4,052	0.86%	\$6,897	\$2,845	0.90%	\$7,249	\$3,197
Extraordinary Items-Net	0.00%	\$0	0.00%	\$0	\$0	0.00%	\$0	\$0
Net Income	0.50%	\$4.052	0.86%	\$6.894	\$2,842	0.90%	\$7,246	\$3,194

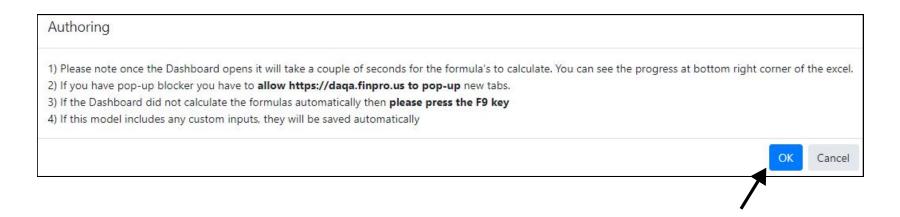
#### **Generate Model**

Let's use Highland Bank as an example to run the Scoring Model Excel report.



### Pop-Up Message

After you click Generate Dashboards, this message will pop-up. It shares our most recent trouble shooting tips. Once you read through the message, click OK.



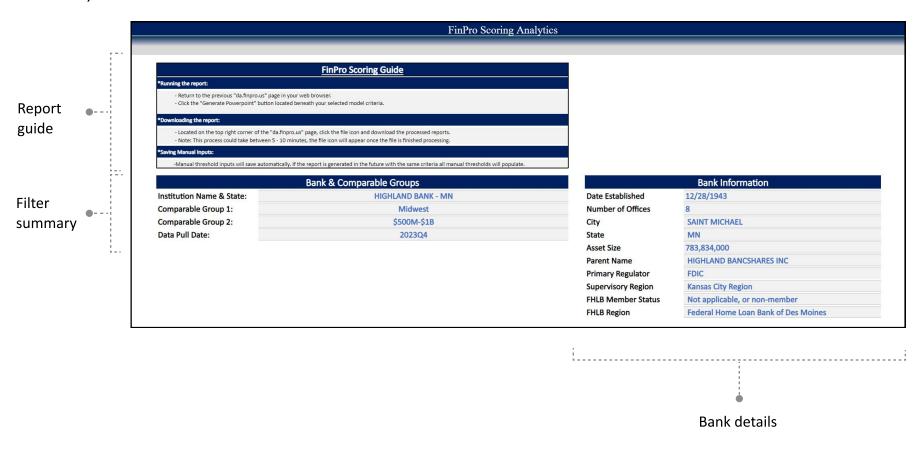
#### **Tab Generation**

The Scoring Excel model will appear on your browser and you will be taken directly into the Excel report.



#### **Client Information**

On the left side of this tab, there are instructions on how to generate a PowerPoint report for this model and a summary of the filters you selected to run the report. On the right side of this tab, there is a more detailed information about the bank.



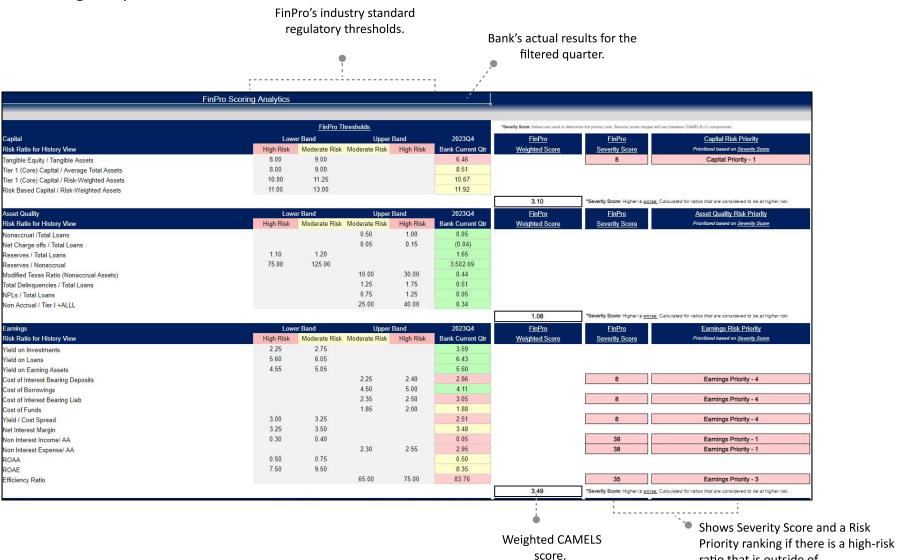
# **Scoring Output**

This tab summarizes the bank's weighted and worst CAMELS scores for each of the key areas identified.

FinPro S	FinPro Scoring Analytics							
HIGHLAND BANK -	MN - Scoring Model Resu	ults						
CAMELS Factors : 2023Q4	Weighted	Worst						
Capital	3.1	5.0						
Asset Quality	1.1	1.5						
Earnings	3.5	5.0						
Liquidity	1.9	4.5						
Sensitivity	1.7	2.5						
Loan Concentration	2.2	5.0						
Deposit Concentration	2.2	2.5						
Wholesale Concentration	1.0	2.5						
Investment Concentration	2.1	5.0						
Growth Rates	1.8	2.5						
AOCI and Investment Losses	2.6	3.0						
Uninsured Deposits	2.5	2.5						
Liquidity - Time Series	3.6	4.0						

# **Scoring**

This tab shows the detailed ratios that make up each of the CAMELS key areas in the previous Scoring Output tab.



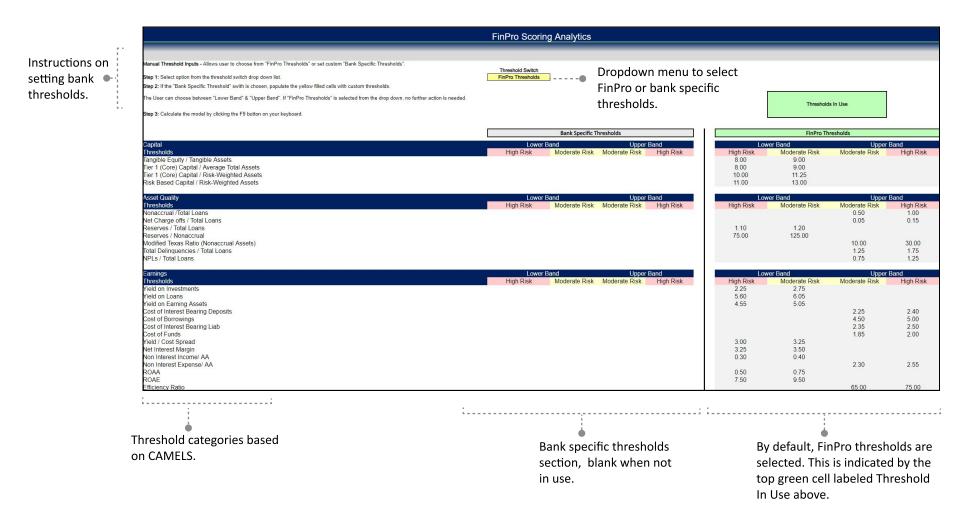
ratio that is outside of

thresholds.

FinPro's industry standard regulatory

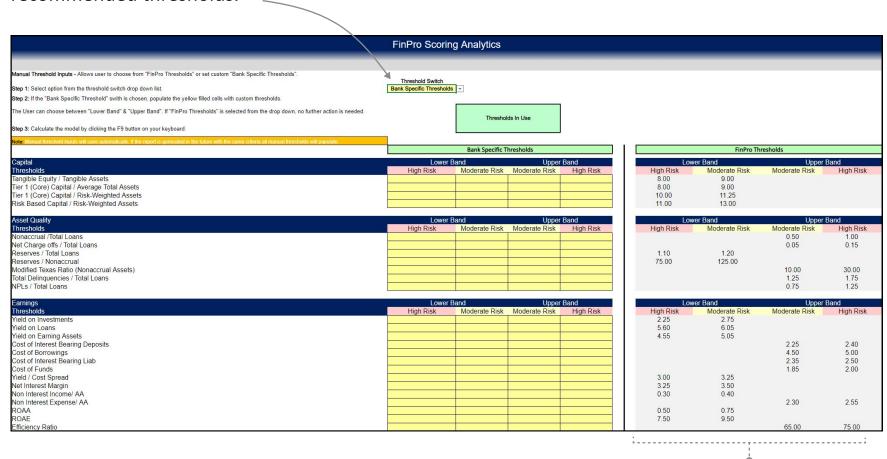
### Threshold Inputs- FinPro

This tab was built so that you have the option to enter your own CAMELS ratios and concentrations. When the report is run, it uses FinPro recommended thresholds by default.



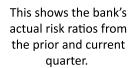
# **Threshold Inputs- Bank Specific**

To enter your own bank specific thresholds, go to the Threshold Switch dropdown menu and select Bank Specific Thresholds, then type in your thresholds. For our example, we'll stick with using FinPro recommended thresholds.



Bank Specific thresholds section shows up in yellow, make sure to fill every row for accurate results.

# **Risk Ratio Summary**



FinPro's industry standard regulatory thresholds or bank specific thresholds, depending on which you chose in the Threshold Inputs tab.

Median groups you filtered for when you ran the report.



		FinPro Sc	oring Analyt	ics				
				FinPro T	<u>hresholds</u>			
Capital			Lov	ver Band	Upper Band		2023Q4	2023Q4
Risk Ratio for Midwest View	Bank Prior Qtr	Bank Current Qtr	High Risk	Moderate Risk	Moderate Risk	High Risk	Midwest Current Qtr	\$500M-\$1B Current Qtr
Tangible Equity / Tangible Assets	5.26	6.46	8.00	9.00			8.80	8.85
Fier 1 (Core) Capital / Average Total Assets	8.27	8.51	8.00	9.00			10.36	10.12
Fier 1 (Core) Capital / Risk-Weighted Assets	10.27	10.67	10.00	11.25			13.50	13.37
Risk Based Capital / Risk-Weighted Assets	11.53	11.92	11.00	13.00			14.56	14.44
Asset Quality			Lov	ver Band	Upper B	and	2023Q4	2023Q4
Risk Ratio for Midwest View	Bank Prior Qtr	Bank Current Qtr	High Risk	Moderate Risk	Moderate Risk	High Risk	Midwest Current Qtr	\$500M-\$1B Current Qtr
Nonaccrual /Total Loans	0.02	0.05			0.50	1.00	0.16	0.20
Net Charge offs / Total Loans	0.02	(0.04)			0.05	0.15	0.00	0.01
Reserves / Total Loans	1.63	1.65	1.10	1.20			1.21	1.19
Reserves / Nonaccrual	8,705.77	3,502.69	75.00	125.00			417.02	443.82
Modified Texas Ratio (Nonaccrual Assets)	0.88	0.44			10.00	30.00	1.75	1.94
Total Delinquencies / Total Loans	0.28	0.51			1.25	1.75	0.65	0.62
NPLs / Total Loans	0.02	0.05			0.75	1.25	0.28	0.32
Earnings			Lower Band		Upper Band		2023Q4	2023Q4
Risk Ratio for Midwest View	Bank Prior Qtr	Bank Current Qtr	High Risk	Moderate Risk	Moderate Risk	High Risk	Midwest Current Qtr	\$500M-\$1B Current Qtr
field on Investments	3.86	3.59	2.25	2.75			2.72	3.03
field on Loans	8.92	6.43	5.60	6.05			5.94	5.96
rield on Earning Assets	7.39	5.60	4.55	5.05			4.94	5.09
Cost of Interest Bearing Deposits	3.20	2.86			2.25	2.40	2.13	2.41
Cost of Borrowings	3.90	4.11			4.50	5.00	3.99	4.15
Cost of Interest Bearing Liab	3.33	3.05			2.35	2.50	2.29	2.57
Cost of Funds	1.93	1.88			1.85	2.00	1.82	1.98
field / Cost Spread	4.02	2.51	3.00	3.25			2.61	2.54
Net Interest Margin	5.24	3.48	3.25	3.50			3.20	3.25
Non Interest Income/ AA	0.30	0.05	0.30	0.40			0.39	0.48
Non Interest Expense/ AA	4.28	2.95			2.30	2.55	2.46	2.46
ROAA	0.63	0.50	0.50	0.75			0.86	0.90
ROAE	12.80	8.35	7.50	9.50			9.59	10.37
Efficiency Ratio	76.72	83.76			65.00	75.00	68.91	67.09

#### **Loan Concentration**

This shows the bank's loan concentration based upon loan mix and as a percentage of Tier 1 Plus reserves.

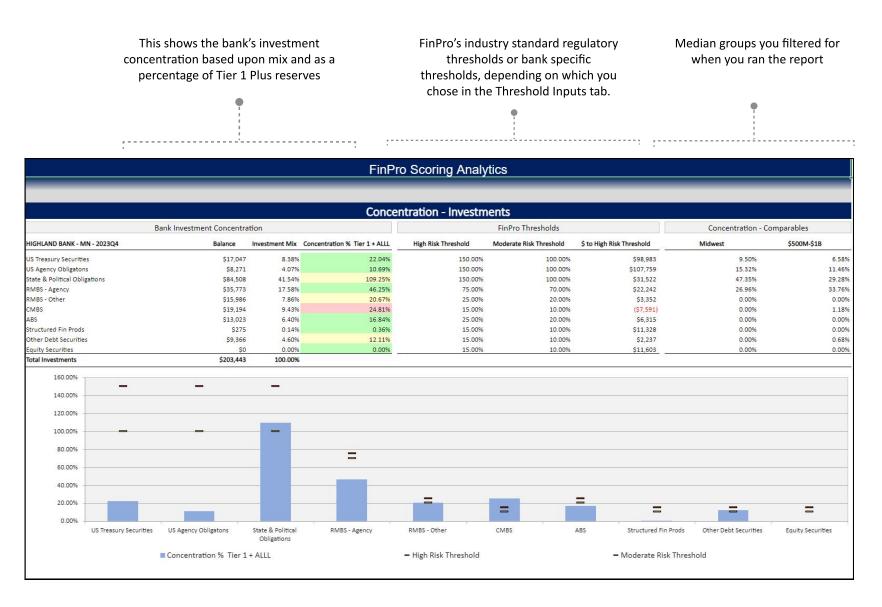
FinPro's industry standard regulatory Median groups you filtered for when you ran the report. thresholds, depending on which you chose in the Threshold Inputs tab.



## **Deposit Concentration**



#### **Investment Concentration**



### **Wholesale Concentration**

Bank's wholesale concentration based upon mix and as a percentage of deposits and borrowings FinPro's industry standard regulatory thresholds or bank specific thresholds, depending on which you chose in the Threshold Inputs tab.

Median groups you filtered for when you ran the report



		_	7 1111 10 0	Scoring Anal	ytioo	_		_
			Concentratio	n - Wholesale	Funding			
	Bank Wholesale Concer	tration			FinPro Thresholds		Concentration - Com	parables
GHLAND BANK - MN - 2023Q4	Balance	Mix	Concentration % Deposits + Borrowings	High Risk Threshold	Moderate Risk Threshold \$ to H	ligh Risk Threshold	Midwest	\$500M-\$1B
ed Funds	\$0	0.00%	0.00%	25.00%	20.00%	\$179,960	0.00%	0.0
epos	\$21,245	26.84%	2.95%	10.00%	5.00%	\$50,739	0.00%	0.
ILB Advances	\$32,100	40.56%	4.46%	25.00%	20.00%	\$147,860	2.14%	2.:
ther Borrowings	\$25,797	32.60%	3.58%	10.00%	5.00%	\$46,187	0.00%	0.0
b Debt	\$0	0.00%	0.00%	10.00%	5.00%	\$71,984	0.00%	0.0
ading Liabilities	\$0	0.00%	0.00%	5.00%	2.50%	\$35,992	0.00%	0.0
stal Borrowings	\$79,142	100.00%	10.99%	30.00%	20.00%	\$136,810	4.59%	4.3
okered Deposits	\$45,314	35.63%	6.30%	10.00%	7.50%	\$26,670	0.00%	0.
sting Service Deposits	\$2,731	2.15%	0.38%	10.00%	7.50%	\$69,253	0.00%	0.0
tal Wholesale Funding	\$127,187	100.00%	17.67%	30.00%	25.00%	\$88,765	0.00%	0.
30.00%								
20.00%								
15.00%								
10.00%	=							
5.00%								
0.00%	<b>W</b>							
were executiv	Brokered Deposits			Listing Service De	posits		Total Wholesale Funding	
	■ Concentration % Deposit			- High Risk Thres			ate Risk Threshold	

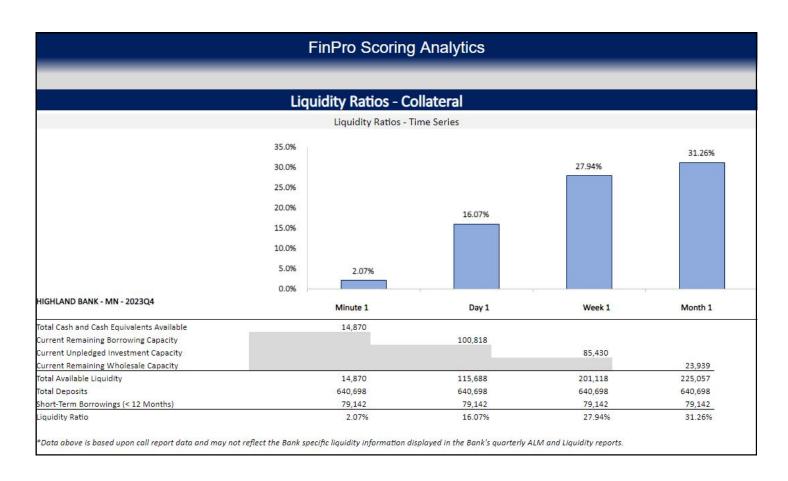
### **Individual Ratios**

This tab shows a graphical summary of the previous Risk Ratio Summary tab.



## **Liquidity Ratios- Time Series**

This tab shows the latest times series liquidity ratios based upon the industry standard policy limits.



## **ST Capital**

On the ST (Stress Test) Capital tab, you will find a point in time stress test of capital based upon loss, growth, and charge-offs. Each result then calculates the resulting capital ratios and overlays FinPro's industry standard regulatory thresholds.

		Fi	nPro Scoring Ana	alytics				
		Single	Variable Stress Tes	st - Capital				
HIGHLAND BANK - MN	Actual			Net Loss Stress Test				
IIGHDAND BANK - WIN	Weighted	2,000	4,000	6,000	8,000	10,000	12,000	
quity capital	53,225	51,225	49,225	47,225	45,225	43,225	41,22	
otal core capital	68,246	66,246	64,246	62,246	60,246	58,246	56,24	
otal risk based capital	76,266	74,266	72,266	70,266	68,266	66,266	64,26	
otal Assets for Leverage Ratio	802,378	800,378	798,378	796,378	794,378	792,378	790,37	
otal risk-weighted assets	639,787	641,787	643,787	645,787	647,787	649,787	651,787	
Fier 1 leverage capital	8.51%	8.28%	8.05%	7.82%	7.58%	7.35%	7.129	
Total Risk-based	11.92%	11.57%	11.23%	10.88%	10.54%	10.20%	9.869	
Reduction in risk-weighted assets assumes 100	% risk weighting							
	Actual Net Balance Sheet Growth Stress Test							
HIGHLAND BANK - MN	Weighted	13,000	26,000	39,000	52,000	65,000	78,00	
quity capital	53,225	53,225	53,225	53,225	53,225	53,225	53,225	
otal core capital	68,246	68,246	68,246	68,246	68,246	68,246	68,246	
otal risk based capital	76,266	76,266	76,266	76,266	76,266	76,266	76,266	
otal Assets for Leverage Ratio	802,378	815,378	828,378	841,378	854,378	867,378	880,37	
Total risk-weighted assets	639,787	652,787	665,787	678,787	691,787	704,787	717,787	
Fier 1 leverage capital	8.51%	8.37%	8.24%	8.11%	7.99%	7.87%	7.759	
Total Risk-based	11.92%	11.68%	11.46%	11.24%	11.02%	10.82%	10.639	
increase in risk-weighted assets assumes 100%	risk weighting and capital was assur	ned to be flat in each scenario						
	Annualized		Higher	Charge-Offs Stress on Provis	ion Expense/Capital			
HIGHLAND BANK - MN	Weighted	1,010	2,021	3,031	4,041	5,052	6,06	
quity capital	53,225	52,231	51,238	50,244	49,251	48,257	47,263	
Total core capital	68,246	67,252	66,259	65,265	64,272	63,278	62,284	
otal risk based capital	76,266	75,272	74,279	73,285	72,292	71,298	70,304	
otal Assets for Leverage Ratio	802,378	801,368	800,357	799,347	798,337	797,326	796,316	
otal risk-weighted assets	639,787	638,777	637,766	636,756	635,746	634,735	633,72	
LLL at 1.65% of Total Loans	9,107	9,090	9,074	9,057	9,040	9,023	9,00	
otal Loans (net of C/O)	550,426	549,416	548,405	547,395	546,385	545,374	544,36	
rov Exp to maintain ALLL at 1.65%		994	1,987	2,981	3,974	4,968	5,96	
retax Net Income	4,052	3,058	2,065	1,071	78	(916)	(1,910	
ncome Taxes	343		-	-			many 7	
let Income After Tax	4,052	3,058	2,065	1,071	78	(916)	(1,910	
LLL/ Total Loans	1.65%	1.65%	1.65%	1.65%	1.65%	1.65%	1.659	
	8.51%	8.39%	8.28%	8.16%	8.05%	7.94%	7.829	
Tier 1 leverage capital								

The analysis allows you to determine how much loss, growth or charge-offs the Bank can absorb before breaching key thresholds.

## **ST Earnings**

On the ST (Stress Test) Earnings tab, you will find a point in time stress test of earnings based upon spread compression, non-interest income declines, and non-interest expense increases. Each result then calculates the resultant earnings ratios and overlays FinPro's industry standard regulatory thresholds.

		Fir	Pro Scoring Anal	ytics			
		Single \	ariable Stress Test	Farnings			
	Actual	Single v	ariable stress lest.	Spread Compression Stre	cs Test		
HIGHLAND BANK - MN	Weighted	-0.09%	-0.17%	-0.26%	-0.34%	-0.43%	-0.51
Average Earning Assets	787,979	787,979	787,979	787,979	787,979	787,979	787,97
let Interest Margin	3.48%	3.39%	3.30%	3.22%	3.13%	3.05%	2.96
let Interest Income	27,384	26,709	26,033	25,358	24,683	24,007	23,33
re-tax Net Income	4,052	3,377	2,701	2,026	1,351	675	
let Income After Tax	4,052	3,377	2,701	2,026	1,351	675	
OAA	0.50%	0.42%	0.34%	0.25%	0.17%	0.08%	0.00
ROAE	8.35%	6.96%	5.57%	4.17%	2.78%	1.39%	0.00
Average Assets	805,106	805,106	805,106	805,106	805,106	805,106	805,10
verage Equity	48,533	48,533	48.533	48,533	48,533	48,533	48,53
Tax Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00
	Actual	9-30 NO.45	\$50.4420	Non-Interest Expense Stre	ess Test		
HIGHLAND BANK - MN	Weighted	\$675	\$1.351	\$2.026	\$2,701	\$3.377	\$4.05
verage Earning Assets	787,979	787,979	787,979	787,979	787,979	787,979	787,97
Ion-Interest Expense	23,736	24,411	25,087	25,762	26,437	27,113	27,78
re-tax Net Income	4,052	3,377	2,701	2,026	1,351	675	1000000
ncome Tax Expense							9
Net Income After Tax	4,052	3,377	2,701	2,026	1,351	675	
Ion Interest Expense/ AA	2.95%	3.03%	3.12%	3.20%	3.28%	3.37%	3.45
IOAA	0.50%	0.42%	0.34%	0.25%	0.17%	0.08%	0.00
IOAE	8.35%	6.96%	5.57%	4.17%	2.78%	1.39%	0.00
Average Assets	805,106	805,106	805,106	805,106	805,106	805,106	805,10
Average Equity	48,533	48,533	48,533	48,533	48,533	48,533	48,53
Tax Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00
	Actual			Non-Interest Income Stre	ss Test		
HIGHLAND BANK - MN	Weighted	(\$330)	(\$660)	(\$990)	(\$1,320)	(\$1,650)	(\$1,980
verage Earning Assets	787,979	787,979	787,979	787,979	787,979	787,979	787,97
ion-Interest Income	1,980	1,650	1,320	990	660	330	
Pre-tax Net Income	4,052	3,722	3,392	3,062	2,732	2,402	2,07
ncome Tax Expense	8 <del></del>		2	-		g.	- 5
let Income	4,052	3,722	3,392	3,062	2,732	2,402	2,07
Ion Interest Income/ AA	0.05%	0.20%	0.16%	0.12%	0.08%	0.04%	0.00
OAA	0.50%	0.46%	0.42%	0.38%	0.34%	0.30%	0.26
OAE	8.35%	7.67%	6.99%	6.31%	5.63%	4.95%	4.27
verage Assets	805,106	805,106	805,106	805,106	805,106	805,106	805,10
kverage Equity	48,533	48,533	48,533	48,533	48,533	48,533	48,53
ax Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00

The analysis allows the user to determine how much spread compression, non-interest expense increase or non-interest income decline the Bank can absorb before breaching key thresholds.

## Risk Ratio Summary Bank

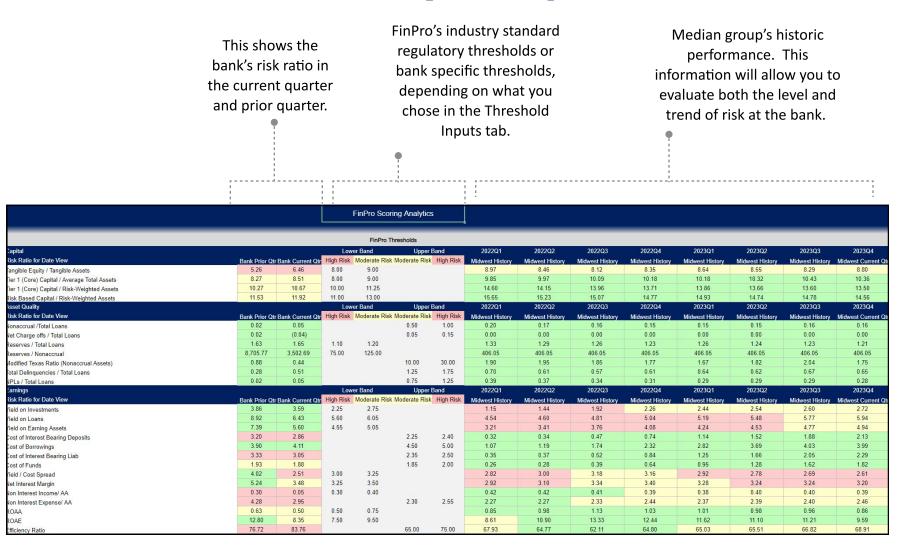
This shows the bank's risk ratio in the current quarter and prior quarter.

FinPro's industry standard regulatory thresholds or bank specific thresholds, depending on what you chose in the Threshold Inputs tab.

Bank's historic performance This information will allow you to evaluate both the level and trend of risk at the bank.



## **Risk Ratio Summary Comp 1**



## **Risk Ratio Summary Comp 2**

This shows the bank's risk ratio in the current quarter and prior quarter.

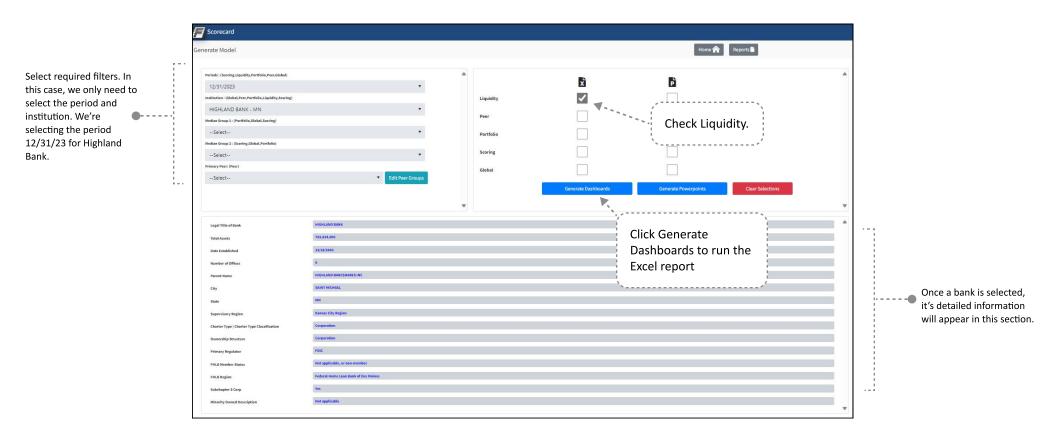
FinPro's industry standard regulatory thresholds or bank specific thresholds, depending on what you chose in the Threshold Inputs tab.

Median group's historic performance. This information will allow you to evaluate both the level and trend of risk at the bank.



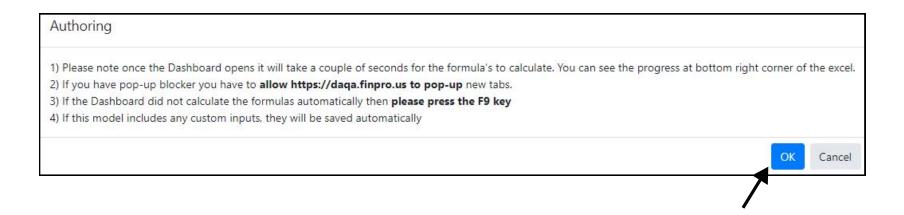
#### **Generate Model**

Let's use Highland Bank as an example to run the Liquidity Model Excel report.



## Pop-Up Message

After you click Generate Dashboards, this message will pop-up. It shares our most recent trouble shooting tips. Once you read through the message, click OK.



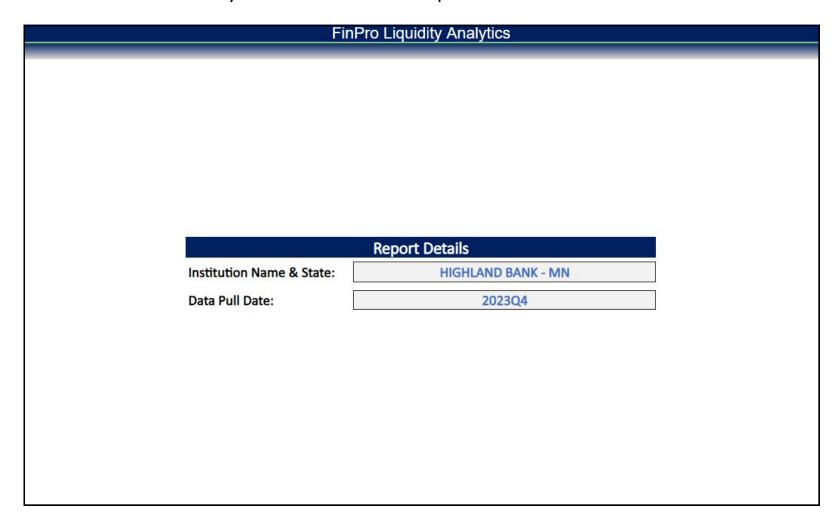
### **Tab Generation**

The Liquidity Excel model will appear on your browser and you will be taken directly into the Excel report.



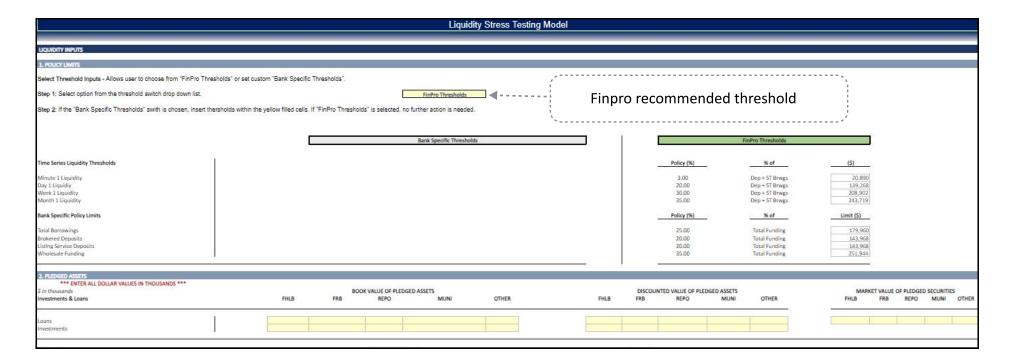
### **Client Information**

This shows the summary of the bank name and period date selected.



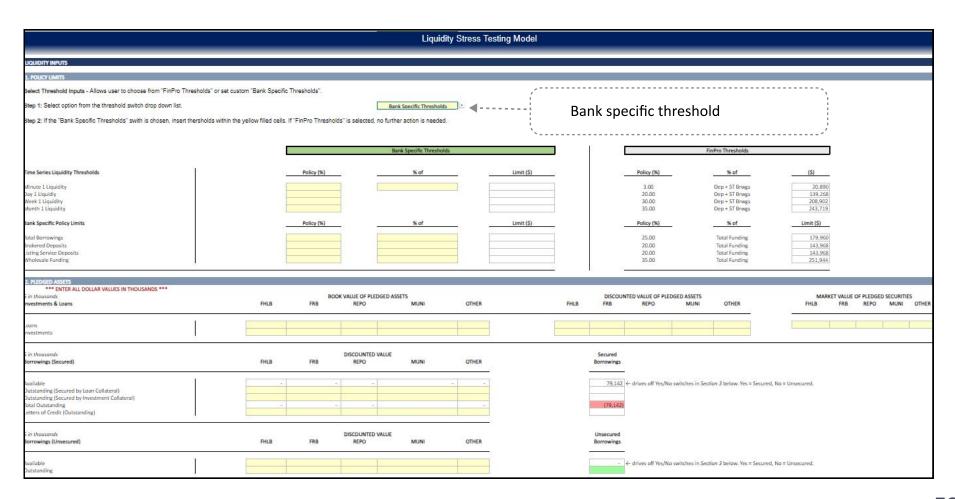
### Data Input- FinPro Thresholds

This is where we use FinPro recommended thresholds for time series metrics and other pertinent liquidity metrics. Section 1 is filled for you, you will need to enter inputs for section 2 through 5.



## Data Input- Bank Specific

You can choose to enter your own bank specific thresholds for policy limits, pledged assets, pledgeable assets/secured borrowings, other liquidity related assumptions, and top 20 deposit relationships. For our example, we'll use stick with using FinPro recommended thresholds.



# **Liquidity Sources**

This shows all your bank's availability liquidity sources. These are based on a combination of what you entered in the Data Input tab and your Call Report data.

	Liquidity Stress Testing Mo	odel
ı		
FUND	ING SOURCES (ASSETS)	
		Base
		2023Q4
Cash:		
	Non-Interest Bearing Cash	14,870
(+)	Interest Bearing Cash	5 <del>-</del>
=	Total Cash & Cash Equivalents	14,870
(-)	Reserve Requirement	
=	Total Cash & Cash Equivalents (Capacity)	14,870
Invest	ments:	
	Total Investments	203,443
(-)	Total Investments (Non-Pledgeable)	2
=	Total Investments (Pledgeable)	203,443
(-)	Total Investments (Pledged)	-
S.=	Total Investments (Unpledged)	203,443
Loans:		
	Unfunded Loan Commitments	1,720
	Total Loans (Gross)	550,426
(-)	Total Loans (Gross) (Nonaccrual)	
(-)	Total Loans (Gross) (Non-Pledgeable)	2
=	Total Loans (Gross) (Pledgeable)	12
(-)	Total Loans (Gross) (Pledged)	
=	Total Loans (Gross) (Unpledged)	15

# **Liquidity Build Up- Collateral**

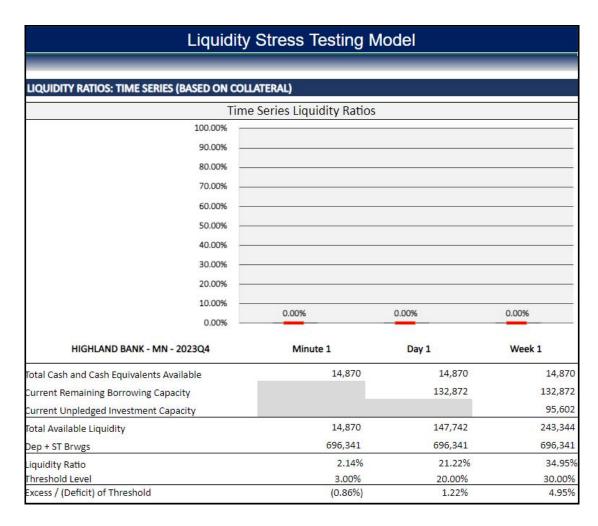
This shows your ability to meet funding obligations under different time horizons (Minute 1, Day 1, Week 1). This is the time series liquidity build up based on actual collateral pledged.

Borrowing capacity is derived from your inputs in the Data Input sheet.

Liquidity Stress Testing Model	
HOLINDER BUILD LID. COLLATED AL	_
LIQUIDITY BUILD UP: COLLATERAL	
Calculations	
HIGHLAND BANK - MN - 2023Q4	Data
Cash:	
Cash - Currency and Coin <sup>1</sup>	\$0
Due from Bank and Interest Bearing Balances	\$14,870
Fed Funds & Reverse Repos	\$0
Reserve Requirement	\$0
Total Cash and Cash Equivalents Available	\$14,870
Minute 1 Liquidity	\$14,87
Borrowing Capacity:	
Securities Currently Pledged	\$107,841
Borrowing Capacity - Securities	\$102,449
Loans Currently Pledged	\$168,562
Borrowing Capacity - Loans	\$109,565
Borrowing Capacity (Based on Collateral from Securities and Loans)	\$212,014
Outstanding Borrowings	-\$79,142
MULOCs	\$0
Remaining Borrowing Capacity (Based on Collateral)	\$132,872
Day 1 Liquidity (Minute 1 Liquidity + Remaining Borrowing Capacity)	\$147,74
Securities:	
Total Securities (Fair Value)	\$203,443
Total Non-Pledgeable or Illiquid	\$0
Total Pledgeable	\$203,443
Currently Pledged	-\$107,841
Total Unpledged Security Capacity	\$95,602
Week 1 Liquidity (Day 1 Liquidity + Unpledged Investment Capacity)	\$243,34
The call report does not break out currency and coin	

## **Liquidity Ratios- Collateral**

This is a bar chart representation of time series liquidity build up based on actual collateral pledged, refer to the previous page for more details. The time series ratio numerator is based on liquidity sources and the denominator is based on policy limits entered in the Data Input tab.



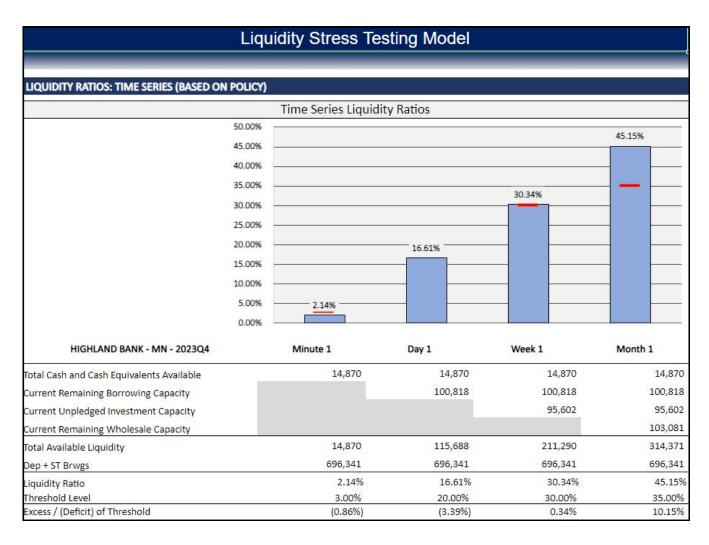
# **Liquidity Build Up- Policy**

This shows the time series liquidity build up constrained by the lesser of policy limits or actual collateral pledged. The policy limits and actual collateral pledged are from the Data Input Sheet

Liquidity Stress Testing Model	
LIQUIDITY BUILD UP: POLICY	
Calculations	
HIGHLAND BANK - MN - 2023Q4	Data
Cash:	
Cash - Currency and Coin <sup>1</sup>	\$0
Due from Bank and Interest Bearing Balances	\$14,870
Fed Funds & Reverse Repos	\$0
Reserve Requirement	\$0
Total Cash and Cash Equivalents Available	\$14,870
Minute 1 Liquidity	\$14,8
Borrowing Capacity: (Limited by A. Collateral Pledged, B. Wholesale Policy Limit, or C. Borrowing Policy Limit)	
Securities Currently Pledged	\$107,841
Borrowing Capacity - Securities	\$102,449
Loans Currently Pledged	\$168,562
Borrowing Capacity - Loans	\$109,565
Borrowing Capacity (Based on Collateral from Securities and Loans)	\$212,014
Outstanding Borrowings	-\$79,142
MULOCs	\$0
A. Remaining Borrowing Capacity (Based on Collateral)	\$132,872
Wholesale Capacity (Based on Policy)	\$251,944
Total Wholesale Funding (sum of borrowings, listing service and brokered deposits outstanding)	-\$127,187
B. Remaining Wholesale Capacity (Based on Policy)	\$124,757
Borrowing Capacity (Based on Policy)	\$179,960
Outstanding Borrowings	-\$79,142
C. Remaining Borrowing Capacity (Based on Policy)	\$100,818
Remaining Borrowing Capacity (Lesser of A, B, C)	\$100,818
Day 1 Liquidity (Minute 1 Liquidity + Remaining Borrowing Capacity)	\$115,60

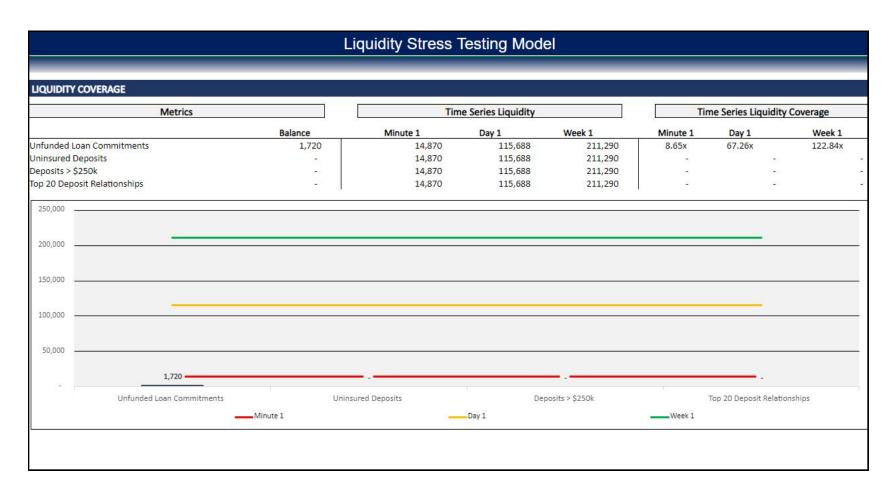
# **Liquidity Ratios- Policy**

This is a bar chart representation of time series liquidity build up based on the Liquidity Buildup Policy tab, refer to the previous page for more details. The time series ratio numerator is based on liquidity sources and the denominator is based on policy limits entered in the Data Input tab.



## **Liquidity Coverage**

This shows your level of time series liquidity (Minute 1, Day 1, and Week 1) relative to key metrics, such as unfunded loan commitments, uninsured deposits, deposits greater than \$250k, top deposit relationships, and month 1 cash outflow.



# Multi Variable ST Assumptions

This shows stress test variables for the three stress tests. You have the ability to adjust these assumptions as you see fit.

Liquidity Stress Testing Model								
MULTI VARIABLE STRESS TEST: ASSUMPTIONS								
HIGHLAND BANK - MN - 2023Q4	Stress Test 1	Stress Test 2	Stress Test 3					
Stress Test Variables:								
Deposit Runoff	5%	10%	20%					
Infunded Commitments Utilization	10%	20%	50%					
otal Borrowings Capacity Reduction	10%	20%	30%					
isting Service and Brokered Available?	Yes	Yes	No					

#### **Multi Variable Stress Test 1**

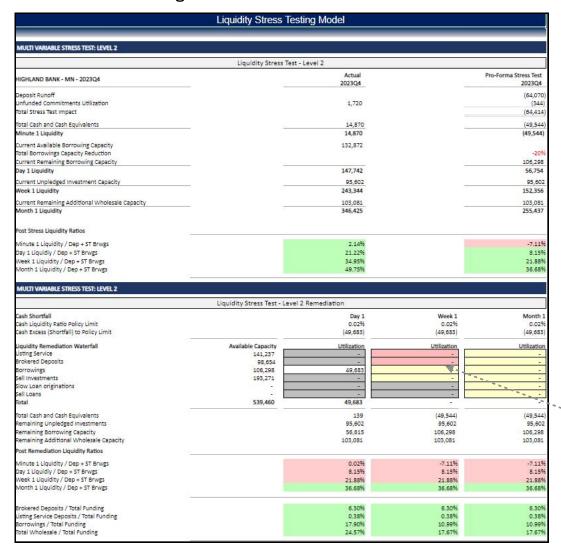
This shows the results from stress test 1 and remediation strategies. You need to input remediation strategies for week 1 and month 1 time horizons.

ļi.	Liquidity Stress Testi	ng Model		
MULTI VARIABLE STRESS TEST: LEVEL 1				
	Liquidity Stress Test - L	evel 1		
HIGHLAND BANK - MN - 2023Q4		Actual 2023Q4	12	Pro-Forma Stress Test 2023Q4
Deposit Runoff Unfunded Commitments Utilization Total Stress Test Impact		1,720		(32,035) (172) (32,207)
Total Cash and Cash Equivalents	_	14,870	_	(17,337)
Minute 1 Liquidity		14,870		(17,337)
Current Available Borrowing Capacity Total Borrowings Capacity Reduction Current Remaining Borrowing Capacity		132,872		-10% 119,585
Day 1 Liquidity		147,742	-	102,248
Current Unpledged Investment Capacity		95,602		95,602
Week 1 Liquidity		243,344		197,850
Current Remaining Additional Wholesale Capacity		103,081		103,081
Month 1 Liquidity		346,425		300,931
Post Stress Liquidity Ratios	<u>u</u>			
Minute 1 Liquidity / Dep + ST Brwgs		2.14%		-2.49%
Day 1 Liquidiy / Dep + ST Brwgs		21.22%		14.68%
Week 1 Liquidity / Dep + ST Brwgs Month 1 Liquidity / Dep + ST Brwgs		34.95% 49.75%		28.41% 43.22%
		43.7370		45.22.4
MULTI VARIABLE STRESS TEST: LEVEL 1				
	Liquidity Stress Test - Level 1	Remediation		
Cash Shortfall		Day 1	Week 1	Month 1
Cash Liquidity Ratio Policy Limit Cash Excess (Shortfall) to Policy Limit		0.02% (17,476)	0.02% (17,476)	0.02% (17,476)
			- 12 12 12 12 12 12 12 12 12 12 12 12 12	
Liquidity Remediation Waterfall	Available Capacity 141.237	Utilization -	Utilization	Utilization
Listing Service Brokered Deposits				
Borrowings	98,654 119,585	17,476	-	원. 보
Sell Investments	193,271	17,476		<u> </u>
Slow Loan originations	193,271	-	-	
Sell Loans	-	-	-	-
Total	552,747	17,476	-	
Total Cash and Cash Equivalents		139	(17,337)	(17,337
Remaining Unpledged Investments		95,602	95,602	95,602
Remaining Borrowing Capacity		102,109	119,585	119,585
Remaining Additional Wholesale Capacity		103,081	103,081	103,081

The red cells in the liquidity remediation waterfall section are highlighted to caution you that the bank may not have access to these funding types in Week 1.

#### **Multi Variable Stress Test 2**

This shows the results from stress test 2 and remediation strategies. You need to input remediation strategies for week 1 and month 1 time horizons.



The red cells in the liquidity remediation waterfall section are highlighted to caution you that the bank may not have access to these funding types in Week 1.

### **Multi Variable Stress Test 3**

This shows the results from stress test 3 and remediation strategies. You need to input remediation strategies for week 1 and month 1 time horizons.

	Liquidity Stress Testi	ng Model		
		-		
MULTI VARIABLE STRESS TEST: LEVEL 3				
	Liquidity Stress Test - L	421100000		
IIGHLAND BANK - MN - 2023Q4		Actual 2023Q4	_	Pro-Forma Stress Tes 2023Q
eposit Runoff				(128,1
Infunded Commitments Utilization btal Stress Test Impact		1,720		(Be
		P 400 (640 D		
otal Cash and Cash Equivalents  Minute 1 Liquidity	5 5	14,870 14,870	_	(114,1
current Available Borrowing Capacity		132,872		(114,11
orient Available Borrowing Capacity  btal Borrowings Capacity Reduction		132,072		-3
urrent Remaining Borrowing Capacity				93,0
lay 1 Liquidity		147,742		(21,11
urrent Unpledged Investment Capacity	-	95,602	_	95,6
Veek 1 Liquidity		243,344		74,48
urrent Remaining Additional Wholesale Capacity  Month 1 Liquidity	-	103,081 346,425	_	103,08 177,56
nonth I Equialty		340,423		177,30
ost Stress Liquidity Ratios	15-			
/linute 1 Liquidity / Dep + ST Brwgs		2.14%		-16.39
ay 1 Liquidiy / Dep + ST Brwgs		21.22%		-3.03
Veek 1 Liquidity / Dep + ST Brwgs Aonth 1 Liquidity / Dep + ST Brwgs		34.95% 49.75%		10.70 25.50
MULTI VARIABLE STRESS TEST: LEVEL 3		45.73/0		
	Liquidity Stress Test - Level 3	Remediation	Week 1	
MULTI VARIABLE STRESS TEST: LEVEL 3  ash Shortfall ash Liquidity Ratio Policy Limit	Liquidity Stress Test - Level 3	Remediation  Day 1 0.02%	0.02%	Month 0.02
MULTI VARIABLE STRESS TEST: LEVEL 3	Liquidity Stress Test - Level 3	Remediation  Day 1		Month 0.02
MULTI VARIABLE STRESS TEST: LEVEL 3  ash Shortfall ash Liquidity Ratio Policy Limit	Liquidity Stress Test - Level 3  Available Capacity	Remediation  Day 1 0.02%	0.02%	Month 0.02 (114,26
ash Shortfall ash Liquidity Ratio Policy Limit ash Liquidity Ratio Policy Limit asquidity Remediation Waterfall sting Service	Available Capacity	Remediation  Day 1  0.02% (114,259)  Utilization	0.02% (114,269) Utilization	Month 0.02 (114,26
ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall string Service rokered Deposits	Available Capacity	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269) Utilization	Month 0.02 (114,26
ash Shortfall ash Liquidity Ratio Policy Limit ash Liquidity Ratio Policy Limit asquidity Remediation Waterfall sting Service	Available Capacity	Remediation  Day 1  0.02% (114,259)  Utilization	0.0296 (114,269) Utilization	Month 0.02 (114,26
ash Shortfall ash Liquidity Ratio Policy Limit ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall string Service rokered Deposits orrowings all investments low Loan originations	Available Capacity	Remediation  Day 1 0.02% (114,269)  Utilization 93,011	0.02% (114,259) Utilization	Month 0.02 (114,26
ash Shortfall ash Liquidity Ratio Policy Limit ash Liquidity Remediation Waterfall sixing Service rokered Deposits orrowings eli lines linestrants out and originations eli Loans	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269) Utilization	Month 0.02 {114,26 Utilizatio
AULITI VARIABLE STRESS TEST: LEVEL 3  ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall string Service rokered Deposits orrovings ell Investments low Loan originations ell Loans otal	Available Capacity	Remediation  Day 1 0.02% (114,269)  Utilization 93,011	0.02% (114,269) Utilization	Montt 0.00 (114,28 Utilizati
ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall string Service rokered Deposits orrowings ell Investments low Loan originations ell Loans btal Cash and Cash Equivalents	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269) Utilization 	Month 0,0; (114,26 Utilizati
ash Shortfall ash Liquidity Ratio Policy Limit ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall isting Service rokered Deposits orrowings all investments low Loan originations all Loans otal total Cash and Cash Equivalents emaining Unpledged Investments	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization 93,011	0.02% (114,269) Utilization	Month 0.02 {114,26 Utilization (114,13 95,60
ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall string Service rokered Deposits orrowings ell Investments low Loan originations ell Loans btal Cash and Cash Equivalents	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269) Utilization 	Month 0,0; (114,26 Utilizati
ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit quidity Remediation Waterfall sixting Service rokered Deposits orrowings all Investments low Loan originations all Loans otal otal Cash and Cash Equivalents emairing Unpledged Investments emairing unpledged investments emairing borrowing Capacity	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization 93,011 (21,119) 95,602	0.02% (114,269) Utilization 	Month 0.00 (114,26 Utilizati  (114,13 95,60 93,00
AULITI VARIABLE STRESS TEST: LEVEL 3  ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall string Service rokered Deposits orrovvings all investments low Loan originations all towns originations all total Cash and Cash Equivalents emaining Unpledged investments emaining Borrovving Capacity emairing Additional Wholesale Capacity sost Remediation Liquidity Ratios finute 1 Liquidity / Dep + ST Brugs	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269) Utilization	Month 0.00 (114,28 Utilization (114,13 95,66 93,01 103,08
ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit ash Excess (Shortfall) to Policy Limit quidity Remediation Waterfall issing Service rokered Deposits orrowings ell Investments low Loan originations ell Loans otal Cash and Cash Equivalents emaining Unpledged Investments emaining Unpledged Investments emaining Additional Wholesale Capacity emaining Additional Wholesale Capacity ost Remediation Liquidity Ratios injunte 1 Liquidity / Dep + 5T Brwgs ay 1 Liquidity / Dep + 5T Brwgs ay 1 Liquidity / Dep + 5T Brwgs	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269) Utilization 	Month 0.00 (114,26 Utilizati  (114,13 95,60 93,00 103,08
AULITI VARIABLE STRESS TEST: LEVEL 3  ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall string Service rokered Deposits orrovvings all investments low Loan originations all towns originations all total Cash and Cash Equivalents emaining Unpledged investments emaining Borrovving Capacity emairing Additional Wholesale Capacity sost Remediation Liquidity Ratios finute 1 Liquidity / Dep + ST Brugs	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269)  Utilization	Month 0,0; (114,26 Utilizati  (114,13 95,60 93,0; 103,06 -16,36 -3,01
ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit ash Excess (Shortfall) to Policy Limit quidity Remediation Waterfall issing Service crokered Deposits orrowings ell Investments low Loan originations ell Loans otal btal Cash and Cash Equivalents emaining borrowing Capacity emaining dorrowing Capacity emaining Additional Wholesale Capacity sost Remediation Liquidity Ratios finute 1 Liquidity / Dep + ST Brwgs ay 1 Liquidity / Dep + ST Brwgs leek 1 Liquidity / Dep + ST Brwgs lonth 1 Liquidity / Dep + ST Brwgs	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269) Utilization	Montification (114,24) Utilization (114,24) (114,11) 95,61 93,0 103,01 -16,3 -3.0 10.7 25,56
ash Shortfall ash Liquidity Ratio Policy Limit ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall siting Service rokered Deposits orrowings ell Loans for Loan originations ell Loans total total Cash and Cash Equivalents emaining dorional Wholesale Capacity emaining additional Wholesale Capacity ost Remediation Liquidity Ratios finute 1 Liquidity / Dep + ST Brwgs y 1 Liquidity / Dep + ST Brwgs levek 1 Liquidity / Dep + ST Brwgs	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269) Utilization	Month 0,02 (114,26 Utilizati
ash Shortfall ash Liquidity Ratio Policy Limit ash Excess (Shortfall) to Policy Limit iquidity Remediation Waterfall string Service rokered Deposits orrowings all Loans all Loans all Loans all Loans and Cash Equivalents emaining Unpledged Investments emaining Unpledged Investments emaining Borrowing Capacity emaining Borrowing Capacity emaining Additional Wholessie Capacity ost Remediation Liquidity / Dep + ST Brwgs leek 1 Liquidity / Dep + ST Brwgs rokered Deposits / Total Funding	Available Capacity 93,011 193,271	Remediation  Day 1 0.02% (114,269)  Utilization	0.02% (114,269) Utilization	Month 0.00 (114,26 Utilizati  (114,13 95,60 93,00

### **Generate Model**

Scorecard

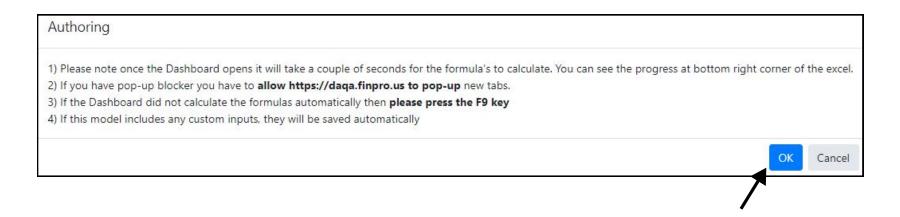
Subchapter S Corp

Let's use Highland Bank as an example to run the Portfolio Model Excel report.

Home 🏫 Reports 🗎 enerate Model P Select filters. In this case, 12/31/2023 we're selecting the period 12/31/23 for Highland Bank. Check Portfolio. Based on the bank details \_\_\_\_ below, let's filter for the midwest region and asset \$500M - \$1B size between \$500M-\$1B for our median groups. --Select--Click Generate Dashboards to run the Excel report Once a bank is selected, it's detailed information will appear in this section.

## Pop-Up Message

After you click Generate Dashboards, this message will pop-up. It shares our most recent trouble shooting tips. Once you read through the message, click OK.



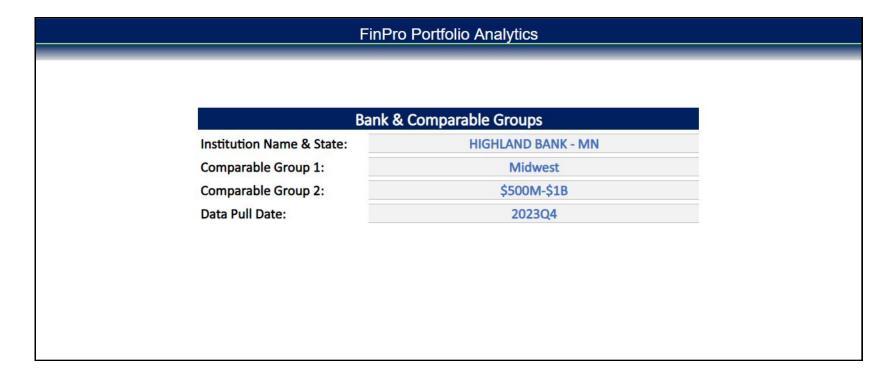
### **Tab Generation**

The Portfolio Excel model will appear on your browser and you will be taken directly into the Excel report.



### **Client Information**

This shows a summary of the bank, median groups, and period date you selected.



# **Asset Quality Analytics**

This shows 20 of the most used asset quality metrics compared to the chosen comparable groups.

		Portfolio Analytics					
	Key Ra				D. J. T.		
		7,20,000,000,000	resholds				
	HIGHLAND BANK - MN	Comparable Group 1 Midwest	Comparable Group 2 \$500M-\$1B	Lower Band High Risk Moderate Risk		Upper Band Moderate Risk High F	
Portfolio Analytics	2023Q4	2023Q4	2023Q4				
Nonaccrual/Total Loans	0.05	0.16	0.20			0.50	1.00
Net Charge offs/ Total Loans	(0.04)	0.00	0.01			0.05	0.15
Reserves/ Total Loans	1.65	1.21	1.19	1.10	1.20		
Reserves/ Nonaccrual	3,502.69	417.02	443.82	75.00	125.00		
Modified Texas Ratio (Nonaccrual Assets)	0.44	1.75	1.94			10.00	30.00
Total Delinquencies / Total Loans	0.51	0.65	0.62			1.25	1.75
NPLs/Total Loans	0.05	0.28	0.32			0.75	1.25
Construction & Land Dev / Total RBC	20.90	22.39	43.70			75.00	100.00
Farm Loans / Total RBC	1.02	46.88	10.02			100.00	200.00
HELOC / Total RBC	85.66	6.56	10.17			40.00	50.00
1-4 Family / Total RBC	51.24	120.69	132.30			200.00	300.00
Multifamily / Total RBC	14.97	10.39	20.31			100.00	200.00
Owner-Occupied CRE / Total RBC	129.54	45.69	75.18			100.00	200.00
Non Owner-Occupied CRE / Total RBC	236.36	45.05	92.98			100.00	200.00
Agricultural Prod / Total RBC	0.00	21.66	1.18			75.00	100.00
Commercial & Industrial / Total RBC	170.70	57.08	60.26			75.00	100.00
Consumer / Total RBC	1.10	14.99	8.60			40.00	50.00
Other / Total RBC	0.08	1.81	2.11			40.00	50.00
ease Financing Rec / Total RBC	0.00	0.00	0.00			40.00	50.00
Reg CRE Guidance	272.22	77.83	156.98			250.00	300.00

#### **Concentrations**

This shows the loan portfolio breakdown as well as non-accruals, charge-offs, recoveries, and past due loan concentrations as compared to the comparable groups.

			FinPro Portfolio	Analytics					
		Loar	Concentrations -	Current Q	uarter				
	HIGHLAND BANK - MN				Midwest			\$500M-\$1B	
2023Q4	Balance	Loan Mix	Concentration % Tier 1 + ALLL	Median Loan Mix	Imputed Balance	Diff to Bank	Median Loan Mix	Imputed Balance	Diff to Bank
Construction & Land Dev	16,167	2.94%	20.90%	5.65%	31,103	14,936	9.76%	53,729	37,562
Farm Loans	790	0.14%	1.02%	9.67%	53,233	52,443	2.36%	12,994	12,204
HELOC	66,261	12.04%	85.66%	1.89%	10,426	-55,835	2.15%	11,825	-54,436
1-4 Family	39,636	7.20%	51.24%	33.54%	184,625	144,989	29.01%	159,684	120,048
Multifamily	11,577	2.10%	14.97%	2.46%	13,565	1,988	4.50%	24,761	13,184
Owner-Occupied CRE	100,206	18.21%	129.54%	12.36%	68,035	-32,171	16.41%	90,323	-9,883
Non Owner-Occupied CRE	182,828	33.22%	236.36%	11.37%	62,558	-120,270	20.35%	112,015	-70,813
Agric <mark>u</mark> ltural Prod	0	0.00%	0.00%	4.84%	26,667	26,667	0.27%	1,475	1,475
Commercial & Industrial	132,045	23.99%	170.70%	14.17%	77,989	-54,056	12.98%	71,462	-60,583
Consumer	851	0.15%	1.10%	3.62%	19,927	19,076	1.86%	10,228	9,377
Other	65	0.01%	0.08%	0.42%	2,299	2,234	0.35%	1,929	1,864
Lease Financing Rec	0	0.00%	0.00%	0.00%	0	0	0.00%	0	0
Total	550,426	100.00%		100.00%	550,426		100.00%	550,426	
Reg CRE Guidance	210,572	38.26%	272.22%	19.48%	107,225	-103,347	34.61%	190,506	-20,066

#### **Concentrations-Trend**

This shows the loan portfolio breakdown as well as non-accruals, charge-offs, recoveries, and past due loan concentrations quarter over quarter trends.

			1	oan Tre	ends					
		HIG	HLAND BAN	K - MN					Grow	th
	2022Q1	2022Q2	2022Q3	2022Q4	2023Q1	2023Q2	2023Q3	2023Q4	Quarterly	Annual
Construction & Land Dev	20,409	12,277	13,114	12,837	11,869	12,404	15,508	16,167	659	3,330
Farm Loans	1,054	1,025	995	965	885	854	822	790	-32	-175
HELOC	6,785	8,092	7,182	7,643	7,753	7,151	65,014	66,261	1,247	58,618
1-4 Family	30,439	30,632	28,780	30,596	29,316	28,304	40,566	39,636	-930	9,040
Multifamily	7,782	8,177	8,401	7,950	7,728	7,871	11,720	11,577	-143	3,627
Owner-Occupied CRE	81,851	91,781	87,567	82,250	83,169	85,112	95,445	100,206	4,761	17,956
Non Owner-Occupied CRE	124,611	131,352	149,635	158,262	160,464	177,437	183,638	182,828	-810	24,566
Agricultural Prod	0	0	0	0	0	0	0	0	0	0
Commercial & Industrial	106,748	100,878	102,654	119,719	119,817	134,025	141,640	132,045	-9,595	12,326
Consumer	1,499	1,356	1,193	1,030	914	818	765	851	86	-179
Other	17	23	33	26	69	64	102	65	-37	39
Lease Financing Rec	0	0	0	0	0	0	0	0	0	0
Total	381,195	385,593	399,554	421,278	421,984	454,040	555,220	550,426	-4,794	129,148
Total	381,195	3000.3000.004.00		W. 200	**************************************		555,220	550,426	-4,794	129,148
Total	381,195	3000.3000.004.00		421,278 crual Lo	**************************************		555,220	550,426	-4,794	129,148
Total	381,195			crual Lo	**************************************		555,220	550,426	-4,794 Growl	
Total	381,195 2022Q1		Nonaco	crual Lo	**************************************		555,220	550,426 2023Q4		
Construction & Land Dev	<u>2022Q1</u> 0	HIG 2022Q2 0	Nonaco HLAND BAN 202203	crual Lo NK - MN 2022Q4 0	2023Q1 0	nds 2023Q2 0	<b>2023Q3</b>	<b>2023Q4</b> 0	Growl Quarterly 0	th Annual 0
Construction & Land Dev Farm Loans	2022Q1 0 0	HIG 2022Q2 0 0	Nonaco HLAND BAN 2022Q3 0 0	2022Q4	2023Q1	2023Q2	2023Q3 0 0	2023Q4 0 0	Growl Quarterly 0 0	th Annual 0
Construction & Land Dev Farm Loans HELOC	2022Q1 0 0	HIG 2022Q2 0 0 40	Nonaco HLAND BAN 2022Q3 0 0	ONK - MN  2022Q4	2023Q1	2023Q2 0 0	2023Q3 0 0	2023Q4 0 0 115	Growl Quarterly 0 0 115	th
Construction & Land Dev Farm Loans HELOC 1-4 Family	2022Q1 0 0 0 0 75	HIG 2022Q2 0 0 40 17	Nonaco HLAND BAN 2022Q3 0 0 0 0	0 0 0 0 15	2023Q1 0 0 0 0	2023Q2 0 0 0 0	2023Q3 0 0 0 88	2023Q4 0 0 115 145	Growl Quarterly 0 0 115 57	th Annual 0 0 115 130
Construction & Land Dev Farm Loans HELOC 1-4 Family Multifamily	2022Q1 0 0 0 0 75	HIG 2022Q2 0 0 40 17 0	Nonaco	0 0 15 0	2023Q1 0 0 0 15	2023Q2 0 0 0 14	2023Q3 0 0 0 88 0	2023Q4 0 0 115 145 0	Growl Quarterly 0 0 115 57 0	th 0 0 115 130 0 0
Construction & Land Dev Farm Loans HELOC 1-4 Family Multifamily Owner-Occupied CRE	2022Q1 0 0 0 75 0	HIG 2022Q2 0 0 40 17 0 0	Nonaco HLAND BAI 2022Q3	0 0 0 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2023Q1 0 0 15	2023Q2 0 0 0 14	2023Q3 0 0 0 88 80	2023Q4 0 0 115 145 0	Growl Quarterly  0 0 115 57 0 0	Annual 0 0 115 130 0 0
Construction & Land Dev Farm Loans HELOC 1-4 Family Multifamily Owner-Occupied CRE Non Owner-Occupied CRE	2022Q1 0 0 0 75 0 0	HIG 2022Q2 0 0 40 17 0 0	Nonaco HLAND BAI 2022Q3 0 0 0 0 33 0 0	2022Q4 0 0 15 0 17	2023Q1 0 0 0 15 0 0	2023Q2 0 0 0 14	2023Q3 0 0 0 88 0	2023Q4 0 0 115 145 0	Growl Quarterly 0 0 115 57 0 0	th Annual 0 0 115 130 0 0 -17
Construction & Land Dev Farm Loans HELOC 1-4 Family Multifamily Owner-Occupied CRE Non Owner-Occupied CRE Agricultural Prod	2022Q1 0 0 0 75 0 0 17	HIG 2022Q2 0 0 40 17 0 0 18	Nonaco HLAND BAN 2022Q3 0 0 0 333 0 0 17	2022Q4  0 0 15 0 17	2023Q1 0 0 0 15 0 0	2023Q2 0 0 0 14 0	2023Q3 0 0 0 0 88 0 0 0	2023Q4 0 0 115 145 0 0	Grow/ Quarterly 0 0 115 57 0 0 0	th  Annual  0  115  130  0  -17  0
Construction & Land Dev Farm Loans HELOC 1-4 Family Multifamily Owner-Occupied CRE Non Owner-Occupied CRE Agricultural Prod Commercial & Industrial	2022Q1 0 0 0 0 75 0 0 17	HIG 2022Q2 0 0 40 17 0 0 18 0 0	Nonaco HLAND BAN 2022Q3 0 0 0 33 0 0 17 0	0 0 0 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2023Q1 0 0 0 15 0 0 17	2023Q2 0 0 0 14	2023Q3 0 0 0 88 0 0 0	2023Q4 0 0 115 145 0 0	Growl Quarterly 0 0 115 57 0 0 0 -16	th Annual 0 0 115 130 0 0 -17 0 0
Construction & Land Dev Farm Loans HELOC 1-4 Family Multifamily Owner-Occupied CRE Non Owner-Occupied CRE Agricultural Prod Commercial & Industrial Consumer	2022Q1 0 0 0 75 0 0 17 0	HIG 2022Q2 0 0 40 17 0 0 18 0	Nonacc HLAND BAR 2022Q3 0 0 0 33 0 0 17 0 0	0 0 0 0 15 0 0 17 0	2023Q1 0 0 0 15 0 0 17 0 0	2023Q2 0 0 0 14 0 0	2023Q3 0 0 0 88 0 0 0	2023Q4 0 0 115 145 0 0 0 0	Grown Quarterly  0 0 115 57 0 0 0 -16 0	Annual  0 0 115 130 0 -17 0 0 0 0
Construction & Land Dev Farm Loans HELOC 1-4 Family Multifamily Owner-Occupied CRE Non Owner-Occupied CRE Agricultural Prod Commercial & Industrial	2022Q1 0 0 0 0 75 0 0 17	HIG 2022Q2 0 0 40 17 0 0 18 0 0	Nonaco HLAND BAN 2022Q3 0 0 0 33 0 0 17 0	0 0 0 15 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2023Q1 0 0 0 15 0 0 17	2023Q2 0 0 0 14	2023Q3 0 0 0 88 0 0 0	2023Q4 0 0 115 145 0 0	Growl Quarterly 0 0 115 57 0 0 0 -16	th Annual 0 0 115 130 0 0 -17 0 0

### ST Charge Off

This shows the singe variable stress test across each loan category. This is taking the current quarter balance and multiplying it by the industry loss rate for the specific loan category. This allows you to find the stress test dollar value for each loan portfolio concentration. You have the ability to input your own assumptions in the yellow fields.

	FinPro Portfolio A	Analytics		
Single Variable	Stress Test - Asset Quality	Historic Loan Losses		
	Estimated Loan Portfolio Stress Losse	25		Assumption Inpu
HIGHLAND BANK - MN	Balance 2023Q4	Loss Rate	Stress Test \$ Loss	Input:
Construction & Land Dev	16,167	0.02%	2	0.02%
Farm Loans	790	0.01%	0	0.01%
HELOC	66,261	0.00%	2	0.00%
1-4 Family	39,636	0.00%		0.00%
Multifamily	11,577	0.03%	3	0.03%
Owner-Occupied CRE	100,206	0.01%	8	0.01%
Non Owner-Occupied CRE	182,828	0.18%	322	0.18%
Agricultural Prod	-	0.05%		0.05%
Commercial & Industrial	132,045	0.26%	347	0.26%
Consumer	851	0.11%	1	0.11%
Other	65	0.15%	0	0.15%
Lease Financing Rec		0.14%		0.14%
Total Loans	550,426	0.12%	683	
	Impact of Stress on Earnings			
3	LTM		Stress Test Adj	
Provision	264		(683)	
Pretax net income	5,479			
Income tax	893		111	
Net Income	4,586		(572)	
	Impact of Stress on Capital			
	2023Q4		Post Stress Test	
Tier 1 Capital \$	68,246		68,246	
Net change in Tier 1 Capital from stress period			(572)	
Adjusted Tier 1 Capital \$	68,246		67,674	
Quarterly Average Assets \$	802,378		801,695	
Tier 1 Leverage Ratio %	8.51%		8.44%	

You can enter assumption inputs in these vellow fields.

#### **ST Non Accrual**

This tab shows the single variable stress test for asset quality using current loan portfolio concentration for non-accruals.

t e			FinPro Portfoli	o Analytics			
		Single	Variable Stress Test - A	Asset Quality Non Acci	rual		
			Stressed Nonaccru	al Loan Levels			
HIGHLAND BANK - MN	Loan Balance 2023Q4	Non Accrual Balance 2023Q4	Nonaccrual Loans Target 1.00%	Nonaccrual Loans Target 2.00%	Nonaccrual Loans Target 3.00%	Nonaccrual Loans Target 4.00%	Nonaccrual Loans Target 5.005
Construction & Land Dev	\$16,167	\$0	\$162	\$323	\$485	\$647	\$808
Farm Loans	\$790	\$0	\$8	\$16	\$24	\$32	\$40
HELOC	\$66,261	\$115	\$663	\$1,325	\$1,988	\$2,650	\$3,31
1-4 Family	\$39,636	\$145	\$396	\$793	\$1,189	\$1,585	\$1,982
Multifamily	\$11,577	\$0	\$116	\$232	\$347	\$463	\$579
Owner-Occupied CRE	\$100,206	\$0	\$1,002	\$2,004	\$3,006	\$4,008	\$5,010
Non Owner-Occupied CRE	\$182,828	\$0	\$1,828	\$3,657	\$5,485	\$7,313	\$9,141
Agricultural Prod	\$0	\$0	so	SO	\$D	\$0	SI
Commercial & Industrial	\$132,045	\$0	\$1,320	\$2,641	\$3,961	\$5,282	\$6,600
Consumer	\$851	50	\$9	\$17	\$26	\$34	\$43
Other	\$65	\$0	Si	\$1	\$2	\$3	Ś
Lease Financing Rec	Sp	\$0	\$0	50	SO	\$0	SI
Total Nonaccrual Loans	\$550,426	\$260	\$5,504	\$11,009	\$16,513	\$22,017	\$27,521
Nonaccrual Rate		0.05%	1.00%	2.00%	3.00%	4.00%	5.009
			Stressed Net Charge Offs (% of No	n Accrual Loans Charged Off)			
HIGHLAND BANK - MN	Loan Balance 2023Q4	Nonaccrual Loans Target 0.05%	Nonaccrual Loans Target 1.00%	Nonaccrual Loans Target 2.00%	Nonaccrual Loans Target 3.00%	Nonaccrual Loans Target 4.00%	Nonaccrual Loans Target 5.009
Construction & Land Dev	\$16,167	\$0	\$32	\$65	\$97	\$129	\$162
Farm Loans	\$790	\$0	\$2	\$3	\$5	\$6	SE
HELOC	\$66,261	\$23	\$133	\$265	\$398	\$530	\$663
1-4 Family	\$39,636	\$29	\$79	\$159	\$238	\$317	\$390
Multifamily	\$11,577	\$0	\$23	\$46	\$69	\$93	\$110
Owner-Occupied CRE	\$100,206	\$0	\$200	\$401	\$601	\$802	\$1,000
Non Owner-Occupied CRE	\$182,828	\$0	\$366	\$731	\$1,097	\$1,463	51,828
Agricultural Prod	\$0	\$0	so	SO	SD	\$0	SC
Commercial & Industrial	\$132,045	\$0	\$264	\$528	\$792	\$1,056	\$1,320
Consumer	\$851	\$0	\$2	\$3	\$5	\$7	S
Other	\$65	\$0	\$0	SO	\$D	\$1	Si
Lease Financing Rec	\$0	\$0	SO	SO	SO	\$0	SI
Charge Offs Per Stress Test	\$550,426	\$52	\$1,101	\$2,202	\$3,303	\$4,403	\$5,504
Charge Off Rate		20.00%	20.00%	20.00%	20.00%	20.00%	20.00

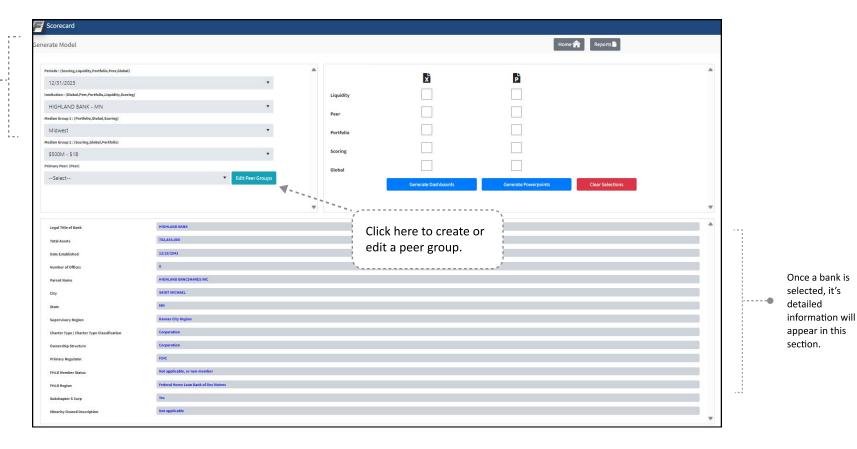
# **Projected Charge Offs**

This illustrates the projected charge offs for each loan category.

i e		Fin	Pro Por	tfolio Analy	/tics									
	Projected Charge Offs													
Projected Charge Offs														
2023Q4	Balance	Guaranteed Amount	Balance Net of Guarantee	Assumed Historical Charge Off Rate	Calculated Historical Charge Off	Actual QTLY Net Charge Offs	Calculated Projected Charge Off	Charge Off Multiplie						
Construction & Land Dev	\$16,167	\$0	\$16,167	0.02%	\$2	\$0	\$2	0						
Farm Loans	\$790	\$0	\$790	0.01%	\$0	\$0	\$0	0						
HELOC	\$66,261	\$0	\$66,261	0.00%	\$0	\$0	\$0	0						
1-4 Fami <mark>l</mark> y	\$39,636	\$0	\$39,636	0.00%	\$0	\$0	\$0	0						
Multifamily	\$11,577	\$0	\$11,577	0.03%	\$3	\$0	\$3	0						
Owner-Occupied CRE	\$100,206	\$0	\$100,206	0.01%	\$8	\$0	\$8	0						
Non Owner-Occupied CRE	\$182,828	\$0	\$182,828	0.18%	\$322	\$0	\$322	0						
Agricultural Prod	\$0	\$0	\$0	0.05%	\$0	\$0	\$0	0						
Commercial & Industrial	\$132,045	\$0	\$132,045	0.26%	\$347	ŞO	\$347	0						
Consumer	\$851	\$0	\$851	0.11%	\$1	\$0	\$1	0						
Other	\$65	\$0	\$65	0.15%	\$0	\$0	\$0	0						
Lease Financing Rec	\$0	\$0	\$0	0.14%	\$0	\$0	\$0	0						
Total			100 a			V.								

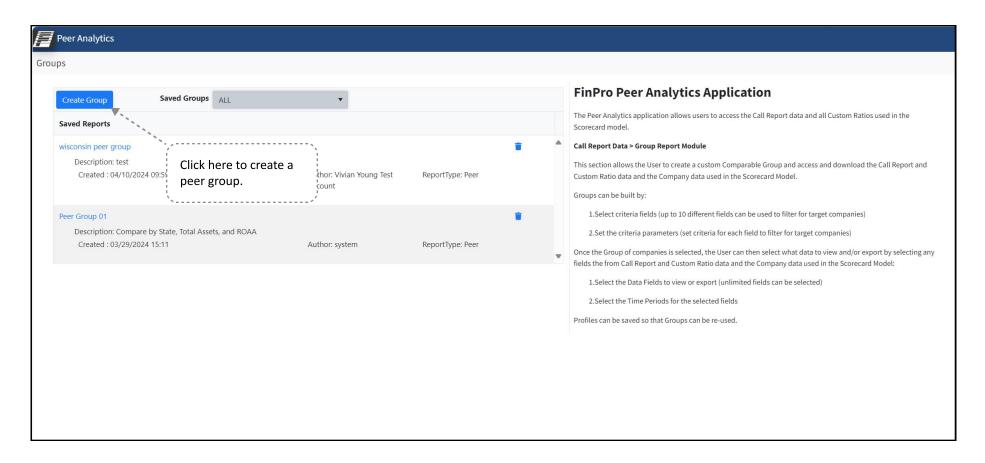
#### **Generate Model**

Let's use Highland Bank as an example to run the Peer Model Excel report.

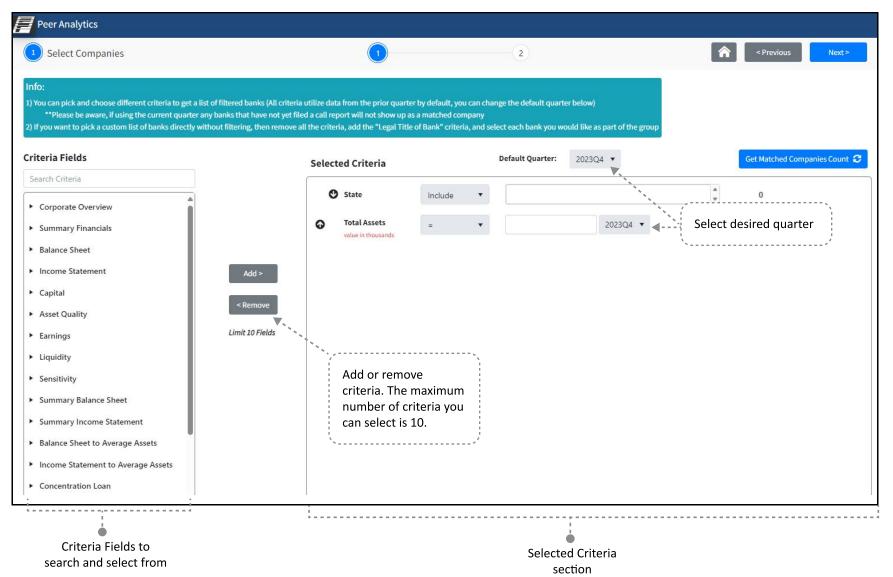


### **Peer Groups**

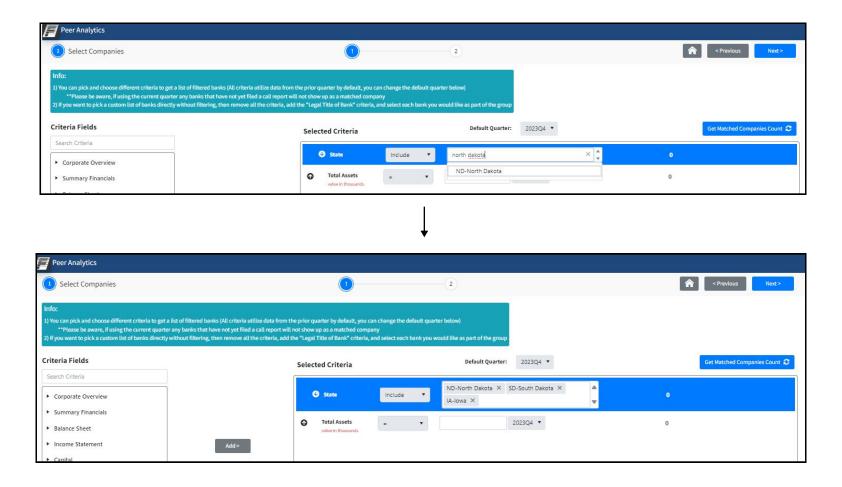
This is the peer group page, which shows the list of saved peer groups.



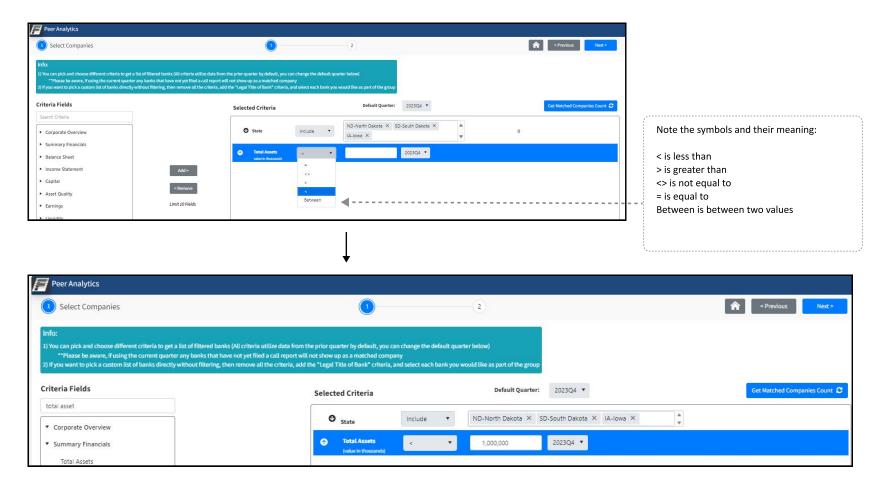
This is the Select Companies page, where you can determine the number of banks that match your selected custom criteria. To create a peer group, make sure the number of matched banks is between 5 to 20.



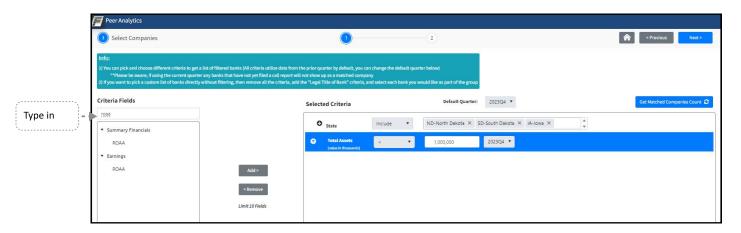
For our Highland Bank example, we want to find banks in neighboring states. Type in the states in the field shown below, and they will show up in the dropdown for you to select. In our case, we're typing in and selecting North Dakota, South Dakota, and Iowa.



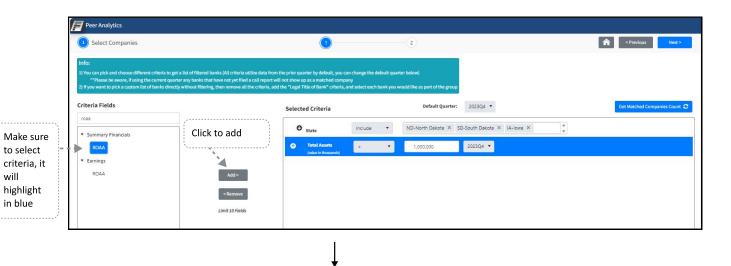
We also want to find banks in these states that have total assets less than \$1 billion. Go to the Total Assets criteria and select the less than symbol "<" in the comparison field shown below. Then type in 1,000,000 in the value field, since the value is in thousands.

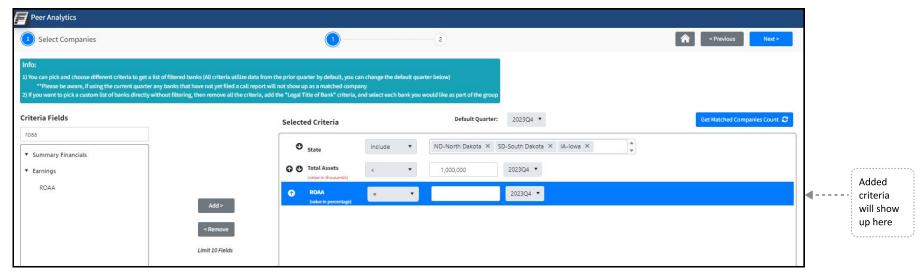


Lastly in our example, we want to find banks in these states with this asset size that also have return on average assets (ROAA) greater than 2%. To do this, we can type in ROAA in the search bar under the Criteria Fields section on the left, as shown below.

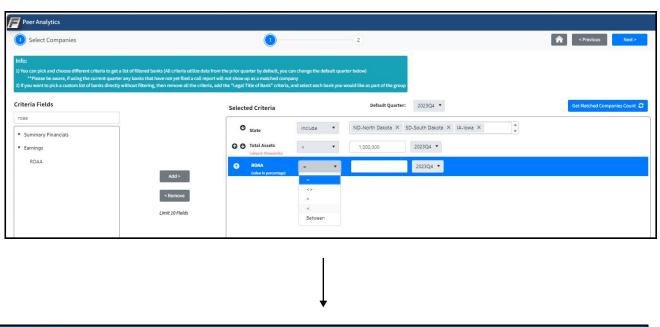


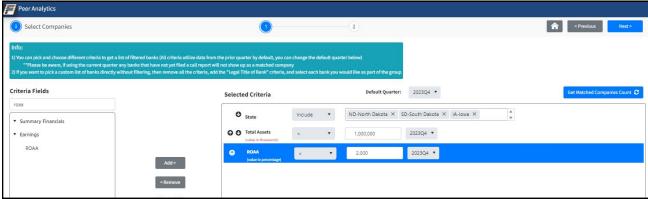
Add this criteria to the selected criteria list.



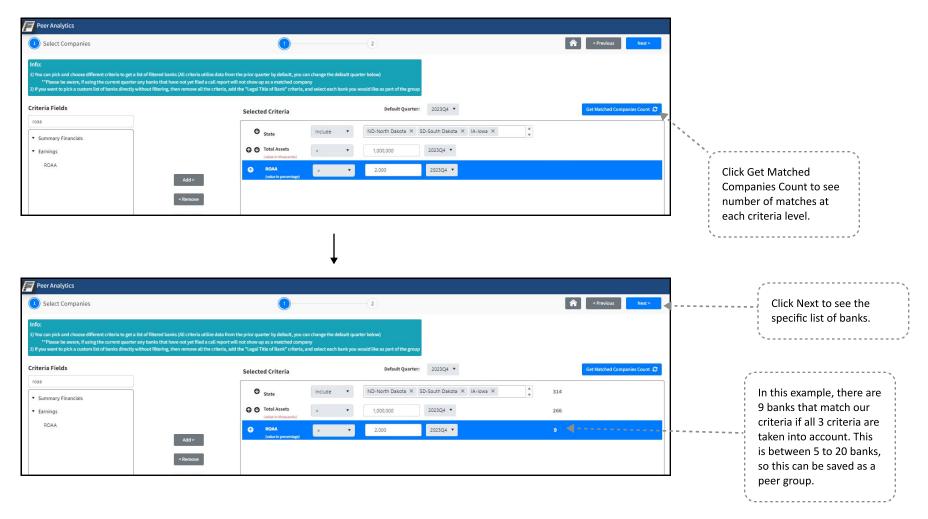


Select greater than symbol ">" in the dropdown menu and type in 2 in the value field since the value is in percentages.

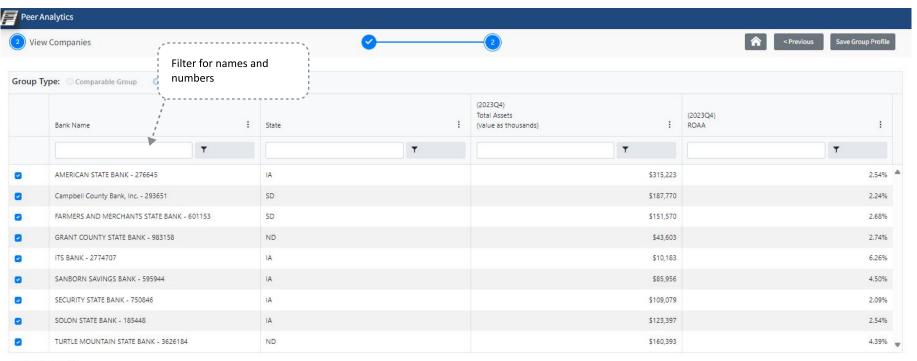




Click the Get Matched Companies Count button to see how many banks match your criteria. For our example, there are 9 matches. We can create a peer group because our match is between 5 and 20 banks. Click the Next button on the top right to continue.

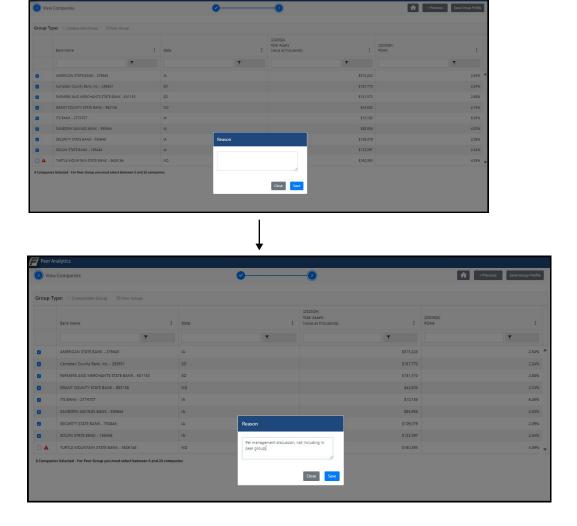


This page shows you the list of companies that match your custom criteria. Make sure to check that your own bank isn't included on this list.

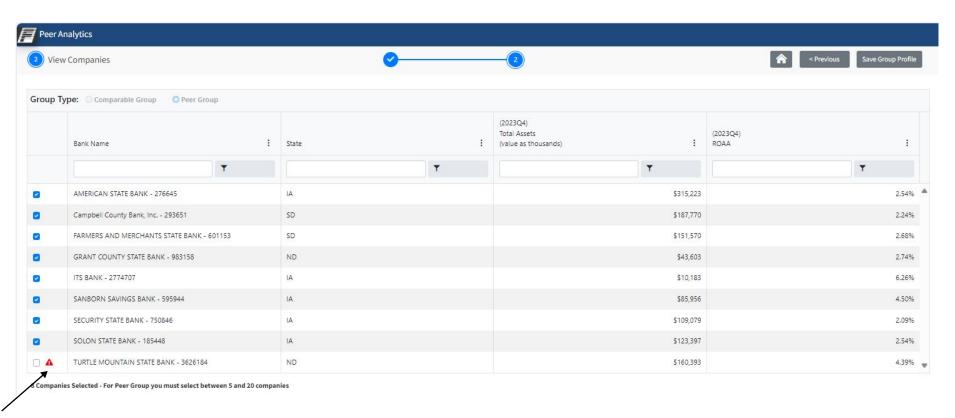


9 Companies Selected

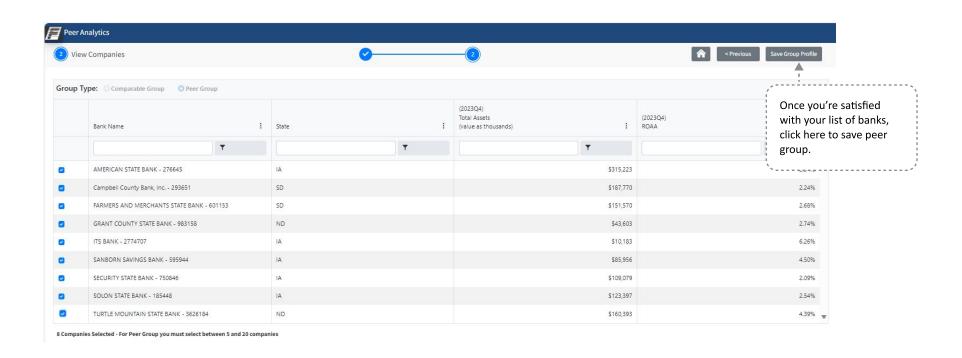
If you wanted to remove a company from this list, uncheck the box next to the company you want to remove. A pop-up will appear asking you to document the reason, see below. Type in the reason and save. See our example below.



The company you removed will have a red triangle symbol next to it. This indicates the company has been removed. If you click on the red triangle, you'll see window from the previous page pop-up, showing the reason why it was removed.

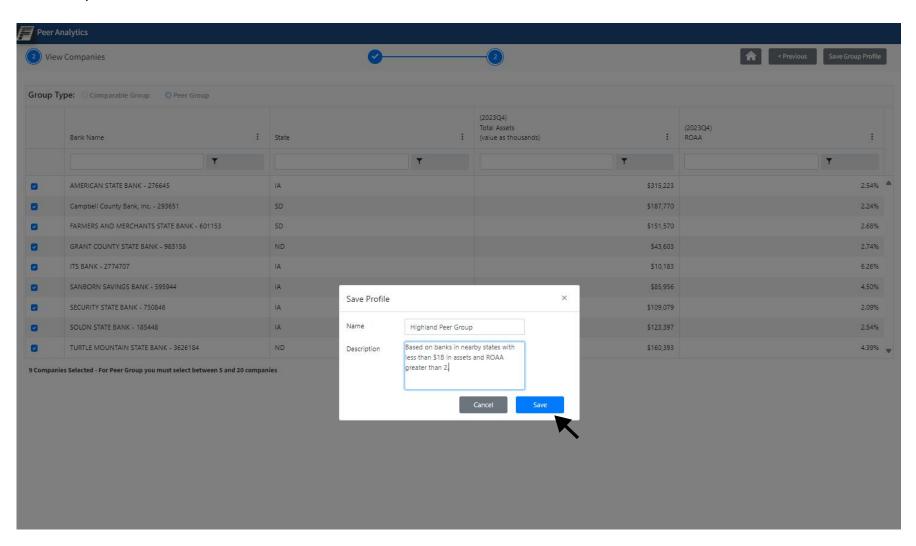


For our Highland Bank example, we'll keep all our banks on this list and not remove any of them. Click "Save Group Profile" to save your peer group.



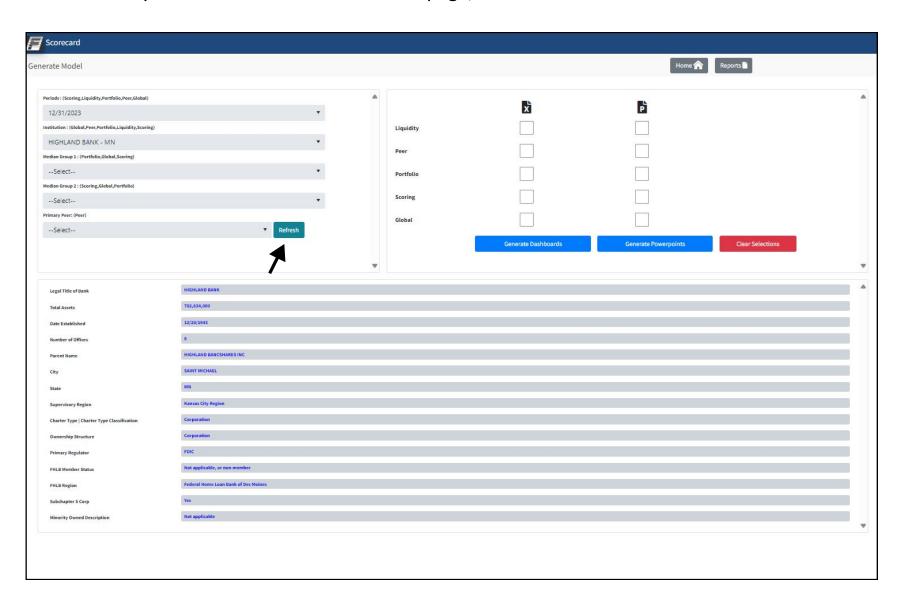
### **Save Peer Group**

A pop-up will appear asking you to type in the name and description of the peer group. Type these in, then click Save.



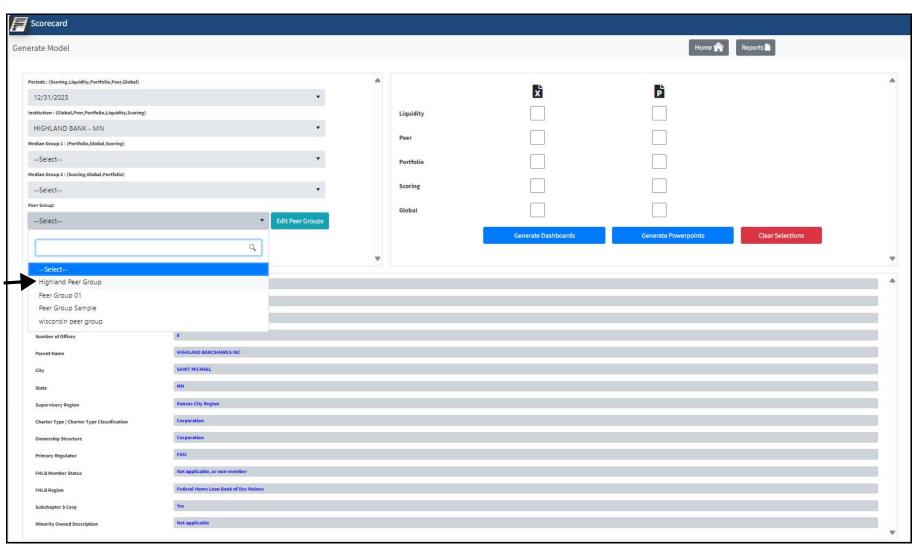
#### Refresh

This will take you back to the Generate Model page, click the Refresh button.



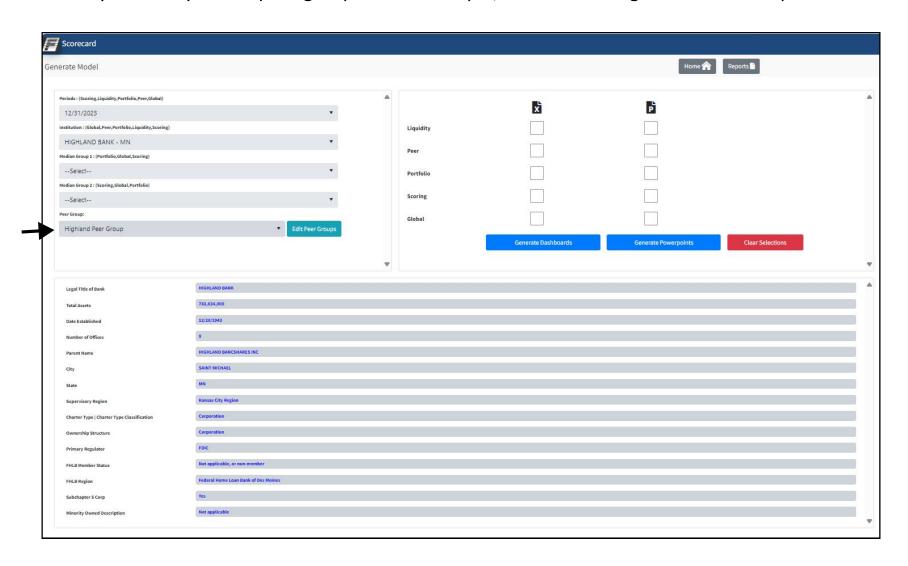
# **Select Peer Group**

After you hit Refresh, the newly created peer group shows up in your filter dropdown.



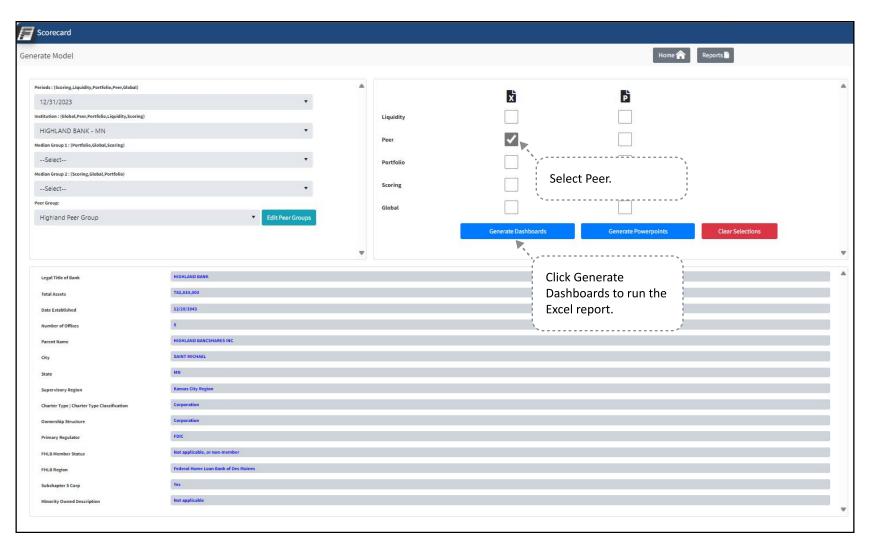
## **Select Peer Group**

Select your newly added peer group. In our example, we selected Highland Peer Group.



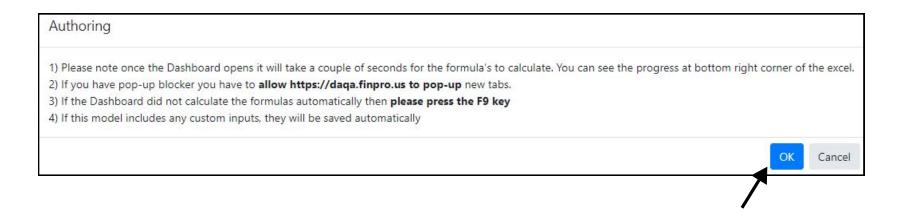
#### **Generate Dashboard**

Now we have everything we need to run the report. For the peer model, you only need to select the period, institution, and peer group filters to run the report.



### Pop-Up Message

After you click Generate Dashboards, this message will pop-up. It shares our most recent trouble shooting tips. Once you read through the message, click OK.



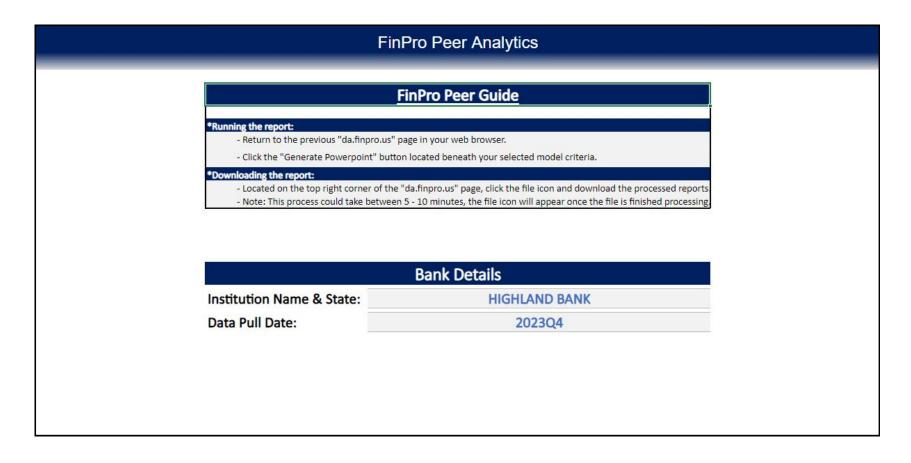
#### **Tab Generation**

The Peer Excel model will appear on your browser and you will be taken directly into the Excel report.



#### **Client Information**

On the first half of this tab, there are instructions on how to generate a PowerPoint report for this model. On the second half of this tab, there is a summary of the bank and period date you selected.



# **Corporate Overview**

This shows your bank compared to the banks in your peer group

										FinPro	Peer Ana	lytics				
											Corporate Overview					
Company Name	Total Assets	Date Established	Number of Offices	FTE	City	State	Ownership Structure	Parent Name	Top Tier Ticker	Subchapt S Corp	er Minority Owned Description	Primary Regulator	Supervisory Region	Company Type		
HIGHLAND BANK	783,834	12/28/1943	8	114	SAINT MICHAEL	MN	Corporation	HIGHLAND BANCSHARES INC	NA NA	Yes	Not applicable	FDIC	Kansas City Region	Corporation		
Median	123,397		2	14												
Min	10,183		1	0												
Max	315,223		4	36												
Average	131,908		2	14												
		Date	Number				Ownership		Top Tier	Subabant	er Minority Owned	Driman	Supervisory			
Peers	Total Assets		of Offices	FTE	City	State	Structure	Parent Name	Ticker	S Corp	Description	Regulator	Region	Company Type		
SOLON STATE BANK	123,397	03/17/1932	3	16	SOLON	IA	Corporation	SOLON FINANCIAL INC	NA	Yes		FDIC	Kansas City Region	Corporation		
AMERICAN STATE BANK	315,223	04/23/1987	4	36	OSCEOLA	IA	Corporation	OSCEOLA BCORP	NA	Yes	Not applicable	FED	Kansas City Region	Corporation		
ITS BANK	10,183	01/01/2000	1	0	JOHNSTON	IA	Corporation		NA	No	Not applicable	FDIC	Kansas City Region	Corporation		
CAMPBELL COUNTY BANK	187,770	06/13/1944	3	19	HERREID	SD	Corporation		NA	Yes	Not applicable	FDIC	Kansas City Region	Corporation		
TURTLE MOUNTAIN STATE BANK	160,393	12/03/2007	1	12	BELCOURT	ND	Corporation		NA	Yes	Native American	FDIC	Kansas City Region	Corporation		
SANBORN SAVINGS BANK	85,956	02/01/1899	1	10	SANBORN	IA	Corporation	SAN BCORP	NA:	Yes	Not applicable	FDIC	Kansas City Region	Corporation		
	151,570	04/06/1910	2	15	PLANKINTON	SD	Corporation	PAGE HOLDING CO	NA .	Yes	Not applicable	FDIC	Kansas City Region	Corporation		
FARMERS AND MERCHANTS STATE BANK			7.6	14	ALGONA	IA	Corporation	BURT BANCSHARES INC	NA	No	Not applicable	EDIC	Kansas City Region	Corporation		
FARMERS AND MERCHANTS STATE BANK SECURITY STATE BANK	109,079	03/01/1931	4	14	ALGUNA	EH.	curpuration	DON'S BANKES INC.			san abburean	FDIC	Aminana cirk McRigin	carparation		

### **Summary Financials**

This shows your bank compared to the banks in your peer group based on summary of financial ratios. Some key ratios include ROAA, ROAE, and Net Interest Margin. This shows a broad overview of balance sheet and income statement metrics.

						FinPro	Peer Ana	alytics				
						Sumn	nary Financ	ials				
		Net Loans /	Net Loans /			Net Interest	Non Interest	Tier 1 (Core) Capital /	Nonaccrual /	Modified Texas Ratio	Borrowing Capacity / Total Deposits +	Total Wholesale Funding / Deposits 8
Company Name	Total Assets	Total Assets	<b>Total Deposits</b>	ROAE	ROAA	Margin	Income/ AA	Average Total Assets	Total Loans	(Nonaccrual Assets)	Short Term Borrowings	Borrowing
HIGHLAND BANK - MN	783,834	69.06	84.49	8.35	0.50	3.48	0.05	8.51	0.05	0.44	32.87	17.67
Median	123,397	64.78	83.04	19.11	2.68	4.71	0.51	14.40	0.16	0.87	39.65	12.01
Min	10,183	19	-	6.61	2.09	2.70	0.18	9.02	-	_ 8	4.52	×
Max	315,223	74.85	112.75	64.20	6.25	7.47	4.34	96.56	6.83	40.62	1,903.74	27.09
Average	131,908	54.00	70.31	27.25	3.33	4.95	1.32	23.52	1.09	6.15	247.37	10.48
		Net Loans /	Net Loans /			Net Interest	Non Interest	Tier 1 (Core) Capital /	Nonaccrual /	Modified Texas Ratio	Borrowing Capacity / Total Deposits +	Total Wholesale Funding / Deposits 8
Peers	Total Assets	Total Assets	Total Deposits	ROAE	ROAA	Margin	Income/ AA	Average Total Assets	Total Loans	(Nonaccrual Assets)	Short Term Borrowings	Borrowing
SOLON STATE BANK	123,397	56.20	79.87	13.13	2.54	4.71	0.27	22.48	6.83	40.62	40.13	12.01
AMERICAN STATE BANK	315,223	67.68	85.67	31.84	2.54	3.74	1.58	10.58	0.06	0.41	23.12	15.50
ITS BANK	10,183	-	-	6.61	6.26	7.47	3.69	96.56	0.40	±3	1,903.74	
CAMPBELL COUNTY BANK	187,770	74.85	112.75	16.07	2.24	5.24	0.71	14.40	0.16	0.87	4.52	22.48
TURTLE MOUNTAIN STATE BANK	160,393	19.86	21.47	64.20	4.39	5.55	0.34	12.04	0.92	2.41	85.79	=
SANBORN SAVINGS BANK	85,956	65.94	88.25	53.57	4.50	2.70	4.34	9.02	0.01	0.04	32.04	17.24
FARMERS AND MERCHANTS STATE BANK	151,570	74.29	88.89	30.48	2.68	4.54	0.51	10.75	0.62	4.63	39.65	27.09
SECURITY STATE BANK	109,079	64.78	83.04	10.26	2.09	4.48	0.18	21.39	1.23	6.34	38.93	2
GRANT COUNTY STATE BANK	43,603	62.40	72.85	19.11	2.74	6.08	0.27	14.44	540	20	58.40	2

#### **Balance Sheet**

This shows your bank compared to the banks in your peer group based on the balance sheet.

	FinPro Peer Analytics												
				Balance Shee	t								
Company Name	Total Cash	Total Securities	Total Loans	Total Reserves	Total Assets	Total Deposits	Total Borrowings	<b>Equity Capital Including Minority Interest</b>					
HIGHLAND BANK - MN	\$14,870	\$203,443	\$550,426	\$9,107	\$783,834	\$640,698	\$79,142	\$53,225					
Median	\$8,483	\$25,235	\$69,692	\$767	\$123,397	\$86,829	\$10,065	\$13,609					
Min	\$2,227	\$0	\$0	\$0	\$10,183	\$500	SO	\$6,221					
Max	\$123,184	\$75,213	\$215,607	\$2,269	\$315,223	\$249,025	\$36,558	\$27,511					
Average	\$20,914	\$25,227	\$81,316	\$1,069	\$131,908	\$102,516	\$11,964	\$16,702					
Peers	Total Cash	Total Securities	Total Loans	Total Reserves	Total Assets	Total Deposits	Total Adjusted Borrowings	Equity Capital Including Minority Interest					
SOLON STATE BANK	\$2,227	\$46,399	\$69,692	\$346	\$123,397	\$86,829	\$11,850	\$24,284					
AMERICAN STATE BANK	\$12,431	\$75,213	\$215,607	\$2,269	\$315,223	\$249,025	\$36,558	\$27,511					
ITS BANK	\$4,249	\$5,839	\$0	\$0	\$10,183	\$500	\$0	\$9,594					
CAMPBELL COUNTY BANK	\$9,103	\$25,235	\$142,669	\$2,117	\$187,770	\$124,654	\$35,824	\$25,773					
FURTLE MOUNTAIN STATE BANK	\$123,184	\$4,498	\$32,229	\$380	\$160,393	\$148,317	\$0	\$11,962					
SANBORN SAVINGS BANK	\$8,483	\$17,164	\$57,443	\$767	\$85,956	\$64,223	\$13,378	\$7,615					
FARMERS AND MERCHANTS STATE BANK	\$6,135	\$25,273	\$114,277	\$1,680	\$151,570	\$126,666	\$10,065	\$13,609					
SECURITY STATE BANK	\$7,168	\$27,419	\$72,494	\$1,838	\$109,079	\$85,084	\$0	\$23,749					
GRANT COUNTY STATE BANK	\$15,248	\$0	\$27,429	\$220	\$43,603	\$37,348	\$0	\$6,221					

#### **Income Statement**

This shows your bank compared to the banks in your peer group based on the income statement.

	Income Statement													
	Total Interest	Total Interest	Net Interest	Provisions for	Total Noninterest	Total Noninterest	Net Income before							
Company Name	Income	Expense	Income	Credit Losses	Income	Expense	Tax & Extra	Income Taxes	Net Income					
HIGHLAND BANK - MN	\$10,971	\$4,125	\$6,846	\$0	\$495	\$5,934	\$1,013	\$0	\$1,013					
Median	\$1,673	\$287	\$1,386	\$0	\$136	\$590	\$1,002	\$42	\$963					
Min	\$183	\$5	\$178	\$0	\$29	\$61	\$209	\$0	\$156					
Max	\$4,078	\$1,272	\$2,806	\$150	\$1,222	\$1,928	\$2,055	\$120	\$1,959					
Average	\$1,870	\$459	\$1,411	\$22	\$369	\$739	\$989	\$48	\$941					
	Total Interest	Total Interest	Net Interest	Provisions for	Total Noninterest	Total Noninterest	Net Income before							
Peers	Income	Expense	Income	Credit Losses	Income	Expense	Tax & Extra	Income Taxes	Net Income					
SOLON STATE BANK	\$1,673	\$287	\$1,386	\$0	\$81	\$672	\$795	\$34	\$761					
AMERICAN STATE BANK	\$4,078	\$1,272	\$2,806	\$45	\$1,222	\$1,928	\$2,055	\$96	\$1,959					
ITS BANK	\$183	\$5	\$178	\$0	\$92	\$61	\$209	\$53	\$156					
CAMPBELL COUNTY BANK	\$2,927	\$778	\$2,149	\$150	\$314	\$1,280	\$1,033	\$42	\$991					
TURTLE MOUNTAIN STATE BANK	\$2,411	\$243	\$2,168	\$0	\$136	\$537	\$1,767	\$0	\$1,767					
SANBORN SAVINGS BANK	\$973	\$423	\$550	\$0	\$1,212	\$477	\$1,002	\$39	\$963					
FARMERS AND MERCHANTS STATE BANK	\$2,295	\$716	\$1,579	\$0	\$188	\$742	\$1,025	\$45	\$980					
SECURITY STATE BANK	\$1,508	\$253	\$1,255	\$0	\$51	\$590	\$716	\$120	\$596					
GRANT COUNTY STATE BANK	5781	\$154	\$627	ŚO	\$29	\$361	\$295	SO	\$295					

# **Capital**

This shows the four main capital ratios of your bank compared to the banks in your peer group.

		FinPro Peer Analytics											
	Capital												
Company Name	Tangible Equity / Tangible Assets	Tier 1 (Core) Capital / Average Total Assets	Tier 1 (Core) Capital / Risk-Weighted Assets	Risk Based Capital / Risk-Weighted Asset									
HIGHLAND BANK - MN	6.46	8.51	10.67	11.92									
Median	13.01	14.40	20.85	22.10									
Min	7.46	9.02	12.35	13.60									
Max	94.22	96.56	29.34	30.61									
Average	21.85	23.52	20.85	22.10									
Peers	Tangible Equity / Tangible Assets	Tier 1 (Core) Capital / Average Total Assets	Tier 1 (Core) Capital / Risk-Weighted Assets	Risk Based Capital / Risk-Weighted Asset									
SOLON STATE BANK	19.68	22.48	N/A	N/A									
AMERICAN STATE BANK	8.67	10.58	N/A	N/A									
TS BANK	94.22	96.56	N/A	N/A									
CAMPBELL COUNTY BANK	13.01	14.40	N/A	N/A									
TURTLE MOUNTAIN STATE BANK	7.46	12.04	N/A	N/A									
SANBORN SAVINGS BANK	8.57	9.02	N/A	N/A									
FARMERS AND MERCHANTS STATE BANK	8.98	10.75	12.35	13.60									
SECURITY STATE BANK	21.77	21.39	29.34	30.61									
GRANT COUNTY STATE BANK	14.27	14.44	N/A	N/A									

# **Asset Quality**

This shows the asset quality metrics of the bank compared to the banks in your peer group.

	FinPro Peer Analytics													
		As	set Quality											
Company Name	Nonaccrual / Total Loans	Net Charge offs / Total Loans	Reserves / Total Loans	Reserves / Nonaccrual	Modified Texas Ratio (Nonaccrual Assets)	Total Delinquencies / Total Loans	NPLs / Total Loan							
HIGHLAND BANK - MN	0.05	(0.01)	1.65	3,502.69	0.44	0.51	0.05							
Median	0.16	12	1.18	205.36	0.87	0.63	0.24							
Min Max	6.83	0.07	2.54	25,566.67	40.62	11.27	6.83							
Average	1.09	0.01	1.15	3,214.43	6.15	2.05	1.12							
	Nonaccrual /	Net Charge offs /	Reserves /	Reserves /	Modified Texas Ratio	Total Delinquencies /								
Peers	Total Loans	Total Loans	Total Loans	Nonaccrual	(Nonaccrual Assets)	Total Loans	NPLs / Total Loan							
SOLON STATE BANK	6.83	*	0.50	7.27	40.62	11.27	6.83							
AMERICAN STATE BANK	0.06	0.01	1.05	1,859.84	0.41	0.57	0.06							
ITS BANK	-	-	-	-	-	1050	-							
CAMPBELL COUNTY BANK	0.16	-	1.48	924.45	0.87	0.63	0.16							
TURTLE MOUNTAIN STATE BANK	0.92	0.07	1.18	127.95	2.41	1.62	0.95							
SANBORN SAVINGS BANK	0.01	-	1.34	25,566.67	0.04	0.28	0.24							
FARMERS AND MERCHANTS STATE BANK	0.62	0.01	1.47	238.30	4.63	1.85	0.62							
SECURITY STATE BANK	1.23	0.03	2.54	205.36	6.34	2.24	1.23							
GRANT COUNTY STATE BANK		-	0.80	-	-	-	19							

# **Earnings**

This shows the bank's earning ratios compared to the banks in your peer group.

			Fir	Pro Peer A	nalytics					
				Earning	S					
Company Name	Yield on Earning Assets	Cost of Interest Bearing Liab	Cost of Funds	Yield / Cost Spread	Net Interest Margin	Non Interest Income/ AA	Non Interest Expense/ AA	ROAA	ROAE	Efficiency Ratio
HIGHLAND BANK - MN	5.60	3.05	1.88	2.51	3.48	0.05	2.95	0.50	8.35	83.76
Median	6.18	2.26	1.84	3.91	4.71	0.51	2.24	2.68	19.11	44.39
Min	4.81	1.08	0.67	2.38	2.70	0.18	1.33	2.09	6.61	22.59
Max	7.68	4.00	4.00	5.31	7.47	4.34	3.35	6.26	64.20	55.03
Average	6.29	2.24	1.94	4.03	4.95	1.32	2.34	3.33	27.25	39.94
	Yield on	Cost of Interest		Yield /	Net Interest	Non Interest	Non Interest			
Peers	<b>Earning Assets</b>	Bearing Liab	Cost of Funds	Cost Spread	Margin	Income/ AA	Expense/ AA	ROAA	ROAE	Efficiency Ratio
SOLON STATE BANK	5.70	1.59	1.18	4.09	4.71	0.27	2.24	2.54	13.13	44.39
AMERICAN STATE BANK	5.47	2.06	1.84	3.37	3.74	1.58	2.50	2.54	31.84	46.68
TS BANK	7.68	4.00	4.00	3.68	7.47	3.69	2.45	6.26	6.61	22.59
CAMPBELL COUNTY BANK	7.21	2.55	2.09	4.58	5.24	0.71	2.90	2.24	16.07	48.63
TURTLE MOUNTAIN STATE BANK	6.18	1.08	0.67	5.09	5.55	0.34	1.33	4.39	64.20	23.31
SANBORN SAVINGS BANK	4.81	2.39	2.60	2.38	2.70	4.34	2.23	4.50	53.57	31.94
FARMERS AND MERCHANTS STATE BANK	6.61	2.69	2.22	3.91	4.54	0.51	2.03	2.68	30.48	41.75
SECURITY STATE BANK	5.39	1.51	1.14	3.87	4.48	0.18	2.07	2.09	10.26	45.14
GRANT COUNTY STATE BANK	7.57	2.26	1.68	5.31	6.08	0.27	3.35	2.74	19.11	55.03

# Liquidity

This shows your bank's liquidity ratios compared to the banks in your peer group.

FinPro Peer Analytics										
	Liquidity									
Company Name	Cash / Total Deposits + Short Term Borrowings	Cash + On Balance Sheet / Total Deposits + Short Term Borrowings	Cash + On Balance Sheet + Borrowing Capacity / Total Deposits + Short Term Borrowings	Total Brokered Deposits / Total Deposits + Total Borrowings	Listing Service Deposits / Total Deposits + Total Borrowings	Total Borrowings / Deposits & Borrowings	Total Wholesale Funding / Deposits & Borrowings	Pledged Securities / Total Securities	Total Liquidity / Total Deposits + Short Term Borrowings	
HIGHLAND BANK - MN	2.14	13.79	32.87	6.30	0.38	10.99	17.67	53.01	45.62	
Median Min	8.42 2.26	37.43 13.09	39.65 4.52	1.00 100	-	7.36	12.01	5.20	58.12 12.09	
Max	849.80	1.903.74	1.903.74	19.73	1.39	22.32	27.09	46.38	1.923.74	
Average	112.32	243.17	247.37	2.35	0.15	7.97	10.48	20.25	262.33	
	Cash / Total Deposits + Short Term Borrowings	Cash + On Balance Sheet / Total Deposits + Short Term Borrowings	Cash + On Balance Sheet + Borrowing Capacity / Total Deposits + Short Term Borrowings	Total Brokered Deposits / Total Deposits + Total Borrowings	Listing Service Deposits / Total Deposits + Total Borrowings	Total Borrowings / Deposits & Borrowings	Total Wholesale Funding / Deposits & Borrowings	Pledged Securities /	Total Liquidity / Total Deposits + Short Term Borrowings	
SOLON STATE BANK	2.26	44.69	40.13	1983		12.01	12.01	5	58.12	
AMERICAN STATE BANK	4.69	18.34	23.12	1.31	1.39	12.80	15.50	44.42	38.76	
ITS BANK	849.80	1,903.74	1,903.74	929	27		2	*	1,923.74	
CAMPBELL COUNTY BANK	5.71	13.09	4.52	0.15	(5)	22.32	22.48	45.87	12.09	
TURTLE MOUNTAIN STATE BANK	83.05	84.46	85.79		-	¥.		46.38	105.79	
SANBORN SAVINGS BANK	11.28	30.75	32.04	1/2	€	17.24	17.24	5.20	45.21	
FARMERS AND MERCHANTS STATE BANK	4.84	15.23	39.65	19.73	55	7.36	27.09	40.18	39.94	
SECURITY STATE BANK GRANT COUNTY STATE BANK	8.42 40.83	37.43 40.83	38.93 58.40	523 1.**	2			0.24	58.93 78.40	

# Sensitivity

This shows the bank's sensitivity ratios compared to the banks in your peer group.

FinPro Peer Analytics  Sensitivity										
HIGHLAND BANK - MN	84.49	140.06	27.73	31.52	93.47					
Median	83.04	148.13	24.57	19.33	204.13					
Min	50 ALCONOMICS	114.49	and the second	0.13	55.46					
Max	112.75	1,905.60	42.28	46.16	26,548.28					
Average	70.31	339.95	21.34	18.60	3,443.77					
Peers	Net Loans / Total Deposits	Earning Assets / Costing Liabilities	Noninterest Bearing Deposits / Total Deposits	Long Term Assets / Assets	Equity + NIB Deposits / Long Term Asset					
SOLON STATE BANK	79.87	159.35	29.65	19.93	203.42					
AMERICAN STATE BANK	85.67	118.49	15.35	37.61	55.46					
ITS BANK	<del>.</del>	1,905.60	5	46.16	204.13					
CAMPBELL COUNTY BANK	112.75	130.26	24.92	14.31	211.46					
TURTLE MOUNTAIN STATE BANK	21.47	182.78	42.28	1.54	3,029.01					
SANBORN SAVINGS BANK	88.25	114.49	9.10	20.48	76.46					
FARMERS AND MERCHANTS STATE BANK	88.89	130.62	20.06	19.33	133.14					
SECURITY STATE BANK	83.04	169.86	26.13	7.91	532.60					
GRANT COUNTY STATE BANK	72.85	148.13	24.57	0.13	26,548.28					