



HOULIHAN  
CAPITAL

*Value. Added.*



Industry Observations – March 31, 2020

## Banking Industry

## Select Banking Public Company Industry Data As of March 31, 2020

(USD in millions, except per share data)

Company Name	Ticker	Market Data					LTM Operating Data			Forward Estimates	
		Price at 03/31/20	% of 52 Week High	Equity Value	Enterprise Value	Debt / Total Capital	Total Assets	LTM Revenue	LTM Earnings	CY 2020 Revenue Estimate	CY 2020 Earnings Estimate
<b>Commercial Banks</b>											
Bank of Hawaii Corporation	BOH	\$55.24	57.7%	\$2,212.54	\$0.00	0.0%	\$18,095.50	\$661.29	\$225.91	\$661.85	\$142.56
BOK Financial Corporation	BOKF	\$42.56	48.0%	\$2,996.09	\$0.00	0.0%	\$42,172.02	\$1,763.25	\$500.76	\$1,780.68	\$417.30
Fifth Third Bancorp	FITB	\$14.85	46.9%	\$10,560.32	\$0.00	0.0%	\$169,369.00	\$7,893.00	\$2,512.00	\$7,605.89	\$1,522.11
First Financial Bankshares, Inc.	FFIN	\$26.84	73.6%	\$3,792.36	\$0.00	0.0%	\$8,262.23	\$394.55	\$164.81	\$436.76	\$158.82
First Republic Bank	FRC	\$82.28	67.3%	\$14,093.54	\$0.00	0.0%	\$123,914.93	\$3,354.62	\$922.42	\$3,785.28	\$824.22
Fulton Financial Corporation	FULT	\$11.49	63.8%	\$1,887.74	\$0.00	0.0%	\$21,886.04	\$825.70	\$226.34	\$845.04	\$168.13
Hancock Whitney Corporation	HWC	\$19.52	43.6%	\$1,730.49	\$0.00	0.0%	\$30,600.76	\$1,158.47	\$327.38	\$1,228.00	\$249.37
Prosperity Bancshares, Inc.	PB	\$48.25	64.1%	\$4,571.37	\$0.00	0.0%	\$32,185.71	\$815.75	\$332.55	\$1,107.79	\$452.62
UMB Financial Corporation	UMBF	\$46.38	64.4%	\$2,269.28	\$0.00	0.0%	\$26,561.36	\$1,064.83	\$243.60	\$1,111.58	\$157.90
Zions Bancorporation, National Association	ZION	\$26.76	51.0%	\$4,388.99	\$0.00	0.0%	\$69,172.00	\$2,797.00	\$816.00	\$2,673.63	\$517.76
<b>Investment Banking and Brokerage</b>											
Evercore Inc.	EVR	\$46.06	46.6%	\$1,871.93	\$0.00	36.65%	\$2,598.61	\$2,008.70	\$297.44	\$1,597.13	\$167.00
Greenhill & Co., Inc.	GHL	\$9.84	40.0%	\$184.71	\$0.00	89.69%	\$494.38	\$273.59	\$10.98	\$251.85	-\$26.09
Morgan Stanley	MS	\$34.00	59.1%	\$54,375.40	\$0.00	78.57%	\$0.00	\$40,620.00	\$8,311.00	\$36,563.29	\$5,692.45
Raymond James Financial, Inc.	RJF	\$63.20	61.7%	\$8,802.74	\$0.00	33.92%	\$40,154.00	\$7,826.00	\$1,053.00	\$7,512.08	\$690.88
The Goldman Sachs Group, Inc.	GS	\$154.59	61.7%	\$53,159.44	\$0.00	81.67%	\$1,090,000.00	\$34,704.00	\$7,428.00	\$33,452.55	\$4,655.40

Notes: LTM (latest twelve months); Enterprise Value (market capitalization less total cash and short-term investments plus short-term borrowings and total long-term debt);

EBITDA (earnings before interest, taxes, depreciation and amortization)

Source: Capital IQ

The material contained in this publication is meant to provide general information regarding valuation topics. This publication does not constitute investment advice with respect to the securities of any company discussed herein, is not intended to provide information upon which to base an investment decision, and should not be construed as such. Professional advice should be obtained before taking any action based on the information contained herein.

Publicly available information utilized in this publication has been obtained from sources deemed to be reliable. Houlihan does not guarantee the accuracy or completeness of the information provided within this publication. The material presented reflects information known to the authors at the time this publication was written and this information is subject to change.

## Select Banking Public Company Industry Data As of March 31, 2020

(USD in millions, except per share data)

Company Name	Ticker	Market Data					LTM Operating Data			Forward Estimates	
		Price at Morgan Stanley	% of 52 Week High	Equity Value	Enterprise Value	Debt / Total Capital	Total Assets	LTM Revenue	LTM Earnings	CY 2020 Revenue Estimate	CY 2020 Earnings Estimate
<b>Mortgage Bankers</b>											
Freddie Mac	FMCC	\$1.40	34.6%	\$4,502.62	\$0.00	99.6%	\$2,203,623.00	\$14,798.00	\$7,214.00	\$12,822.50	\$0.00
Federal National Mortgage Association	FNMA	\$1.59	37.6%	\$9,124.76	\$0.00	99.6%	\$3,503,319.00	\$25,681.00	\$14,160.00	\$21,646.67	\$2,941.16
Flagstar Bancorp, Inc.	FBC	\$19.83	49.6%	\$1,123.52	\$0.00	0.0%	\$23,266.00	\$1,129.00	\$218.00	\$559.97	\$199.43
Ocwen Financial Corporation	OCN	\$0.50	22.4%	\$67.47	\$8,720.38	95.7%	\$10,406.20	\$1,123.38	-\$142.13	\$998.00	-\$47.23
HomeStreet, Inc.	HMST	\$22.23	62.7%	\$526.54	\$0.00	0.0%	\$6,812.44	\$264.32	\$17.51	\$273.13	\$39.84
WSFS Financial Corporation	WSFS	\$24.92	54.1%	\$1,269.89	\$0.00	0.0%	\$12,256.30	\$607.50	\$148.81	\$437.49	\$142.07
Walker & Dunlop, Inc.	WD	\$40.27	50.5%	\$1,250.76	\$0.00	55.5%	\$2,675.20	\$795.59	\$173.37	\$869.35	\$158.71

Notes: LTM (latest twelve months); Enterprise Value (market capitalization less total cash and short-term investments plus short-term borrowings and total long-term debt);

EBITDA (earnings before interest, taxes, depreciation and amortization)

Source: Capital IQ

## Select Banking Public Company Valuation Metrics As of March 31, 2020

(USD in millions, except per share data)

Company Name	Ticker	LTM Operating Statistics					Multiples
		Return On Assets	Return On Equity	Revenue Growth	Net Income Growth	Net Income Margin	Price/ LTM Earnings
<b>Commercial Banks</b>							
Bank of Hawaii Corporation	BOH	1.3%	17.7%	3.6%	2.9%	34.2%	12.3x
BOK Financial Corporation	BOKF	1.2%	10.8%	10.6%	12.4%	28.4%	7.6x
Fifth Third Bancorp	FITB	1.6%	13.4%	16.6%	14.5%	31.8%	5.0x
Fortress Investment Group	FFIN	4.3%	26.3%	27.9%	N/A	14.4%	29.2x
First Republic Bank	FRC	0.8%	9.5%	9.9%	4.7%	27.5%	19.7x
Fulton Financial Corporation	FULT	1.1%	9.9%	7.6%	8.6%	27.4%	11.1x
Hancock Whitney Corporation	HWC	1.1%	10.0%	6.0%	1.1%	28.3%	6.4x
Prosperity Bancshares, Inc.	PB	1.2%	6.6%	11.9%	3.3%	40.8%	12.2x
UMB Financial Corporation	UMBF	1.0%	10.1%	13.1%	24.6%	22.9%	12.7x
Zions Bancorporation, National Association	ZION	1.2%	10.9%	-0.9%	-7.7%	29.2%	7.3x
	Mean	1.5%	12.5%	10.6%	7.2%	28.5%	12.3x
	Median	1.2%	10.4%	10.2%	4.7%	28.3%	11.6x
<b>Investment Banking and Brokerage</b>							
Evercore Inc.	EVR	15.0%	33.1%	-2.7%	-21.2%	14.8%	8.6x
Greenhill & Co., Inc.	GHL	2.2%	20.5%	-17.0%	-72.0%	4.0%	20.1x
Morgan Stanley	MS	0.0%	0.0%	3.3%	-2.3%	20.5%	7.8x
Raymond James Financial, Inc.	RJF	2.7%	16.0%	5.8%	6.7%	13.5%	10.3x
The Goldman Sachs Group, Inc.	GS	0.7%	8.1%	0.6%	-24.8%	21.4%	7.9x
	Mean	4.1%	15.6%	-2.0%	-22.7%	14.8%	10.9x
	Median	2.2%	16.0%	0.6%	-21.2%	14.8%	8.6x

Notes: LTM (latest twelve months); NTM (next twelve months); EBITDA (earnings before interest, taxes, depreciation and amortization);

TEV (total enterprise value)

Source: Capital IQ

## Select Banking Public Company Valuation Metrics As of March 31, 2020

(USD in millions, except per share data)

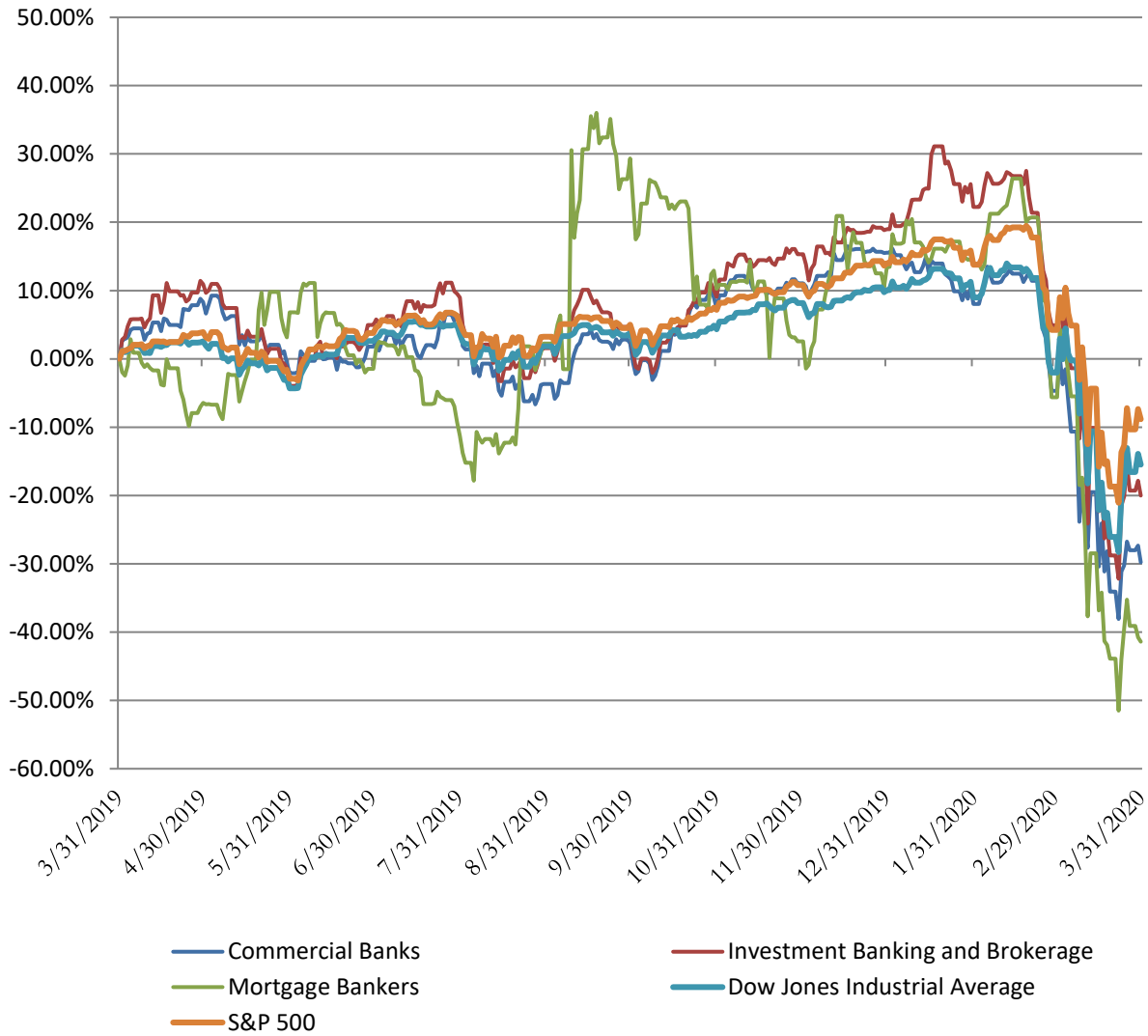
Company Name	Ticker	LTM Operating Statistics					Multiples
		Return On Assets	Return On Equity	Revenue Growth	Net Income Growth	Net Income Margin	Price/ LTM Earnings
<b>Mortgage Bankers</b>							
Freddie Mac	FMCC	0.3%	106.1%	-7.3%	-21.9%	48.7%	0.8x
Federal National Mortgage Association	FNMA	0.4%	135.8%	-6.1%	-11.3%	55.1%	0.9x
Flagstar Bancorp, Inc.	FBC	1.0%	13.0%	19.6%	16.6%	19.3%	7.5x
Ocwen Financial Corporation	OCN	3.1%	-29.4%	5.7%	N/A	-12.7%	NM
HomeStreet, Inc.	HMSI	0.6%	5.7%	18.3%	-56.2%	6.6%	18.8x
WSFS Financial Corporation	WSFS	1.5%	11.1%	53.5%	10.4%	24.5%	7.4x
Walker & Dunlop, Inc.	WD	6.3%	17.8%	11.4%	7.4%	21.8%	8.6x
	Mean	1.9%	37.2%	13.6%	-9.2%	23.4%	7.3x
	Median	1.0%	13.0%	11.4%	-1.9%	21.8%	7.5x

Notes: LTM (latest twelve months); NTM (next twelve months); EBITDA (earnings before interest, taxes, depreciation and amortization);

TEV (total enterprise value)

Source: Capital IQ

### Banking Public Company LTM Equity Performance As of March 31, 2020



Note: The indices are derived from the equity performance of the previously listed companies. Source: Capital IQ

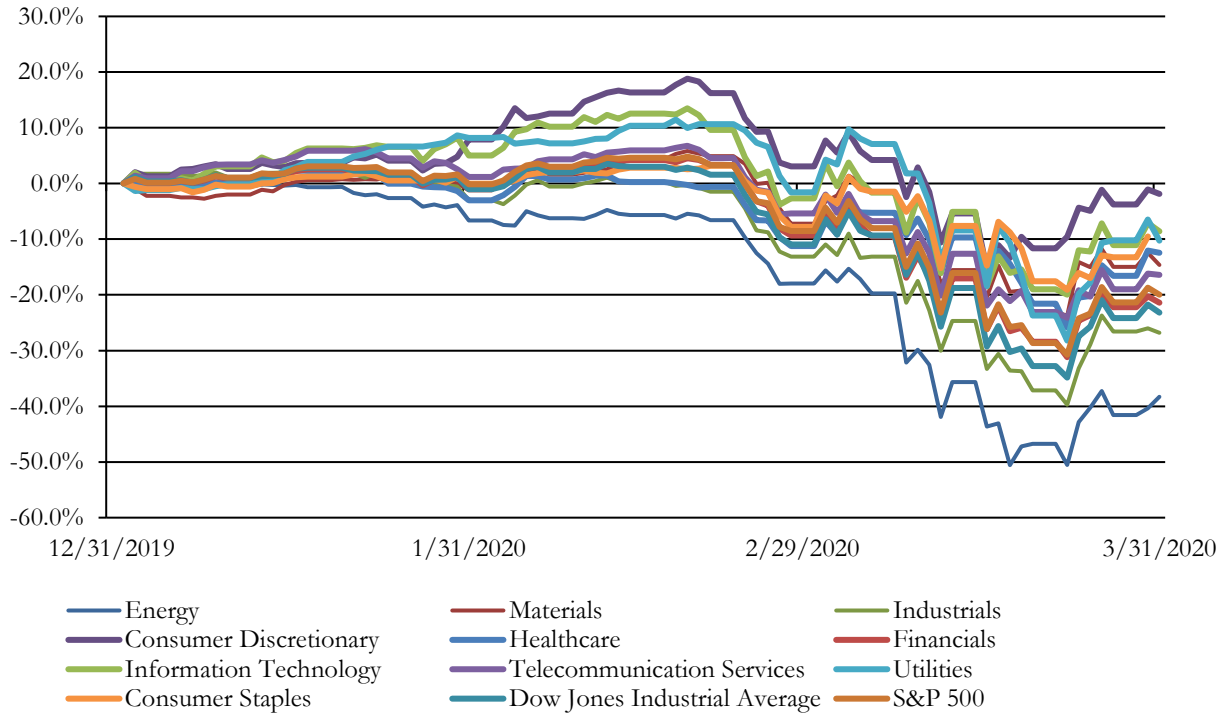
## Recent M&A Activity in Banking Industry YTD as of March 31, 2020

(USD in millions)

Close Date	Target	Acquirer	Target Company Primary Industry	Implied Equity Value
11/1/2019	United Financial Bancorp, Inc.	People's United Financial, Inc.	Thrifts and Mortgage Finance	\$753.33
7/31/2019	Heritage Bancorp (Reno, Nevada)	Glacier Bancorp, Inc.	Regional Banks	\$240.82
3/10/2020	Bankmanagers Corp.	First Midwest Bancorp, Inc.	Regional Banks	\$193.81
5/1/2019	ATBancorp, Inc.	MidWestOne Financial Group, Inc.	Regional Banks	\$171.67
1/2/2020	Performing Loan Portfolio of Macquarie Private Debt Asset	N/A	Thrifts and Mortgage Finance	\$150.00
7/27/2019	HopFed Bancorp, Inc.	First Financial Corporation	Regional Banks	\$134.72
4/2/2019	First Beeville Financial Corporation	Spirit of Texas Bancshares, Inc.	Regional Banks	\$63.66
1/11/2020	Frederick County Bancorp, Inc.	ACNB Corporation	Regional Banks	\$60.29
5/24/2019	Rush-Oak Corporation	Winttrust Financial Corporation	Regional Banks	\$46.00
1/7/2020	Maple Leaf Financial, Inc.	Farmers National Banc Corp.	Regional Banks	\$38.82
1/10/2020	ABB Financial Group, Inc.	Community First Bancshares, Inc.	Regional Banks	\$37.66
9/9/2019	14 Branches of Santander Bank	First Commonwealth Bank, Inc.	Regional Banks	\$37.00
4/12/2019	First Prestonsburg Bancshares Inc.	Peoples Bancorp Inc.	Regional Banks	\$34.13
1/10/2020	PGB Holdings, Inc.	RBB Bancorp	Regional Banks	\$32.90
5/1/2019	LBC Bancshares, Inc.	Colony Bancorp, Inc.	Regional Banks	\$32.28
5/1/2019	King Bancorp, Inc.	Stock Yards Bancorp, Inc.	Regional Banks	\$28.00
5/1/2019	FMB Equibanc, Inc.	Morris State Bancshares, Inc.	Regional Banks	\$23.60
7/1/2019	F. & M. Bancorp of Tomah, Inc.	Citizens Community Bancorp, Inc.	Regional Banks	\$21.39
10/25/2019	Iowa State Savings Bank	Ames National Corporation	Regional Banks	\$20.10
8/9/2019	Chinatown Federal Savings Bank	Hanover Community Bank	Regional Banks	\$13.60
11/8/2019	Bank of Prescott	Farmers Bank & Trust Company (Magnolia, AR)	Regional Banks	\$8.40
6/24/2019	Assets Related to Stand Alone Home Loan Centers of HomeStreet	HomeBridge Financial Services, Inc.	Thrifts and Mortgage Finance	\$5.90
2/29/2020	First American Bank (Fort Dodge, IA)	GreenState Credit Union	Regional Banks	NA
3/25/2020	Portfolio of Non-Agency Securities	N/A	Thrifts and Mortgage Finance	NA
3/21/2020	H.F. Gehant Bancorp, Inc.	Tri-County Financial Group, Inc.	Regional Banks	NA
2/21/2020	Two branches of PlainsCapital Bank in Dallas	Investar Bank	Regional Banks	NA
2/15/2020	Pathway Bancorp	N/A	Regional Banks	NA
2/14/2020	The First National Bank of Pawnee	First Bank & Trust Company (Perry, OK)	Regional Banks	NA
2/3/2020	MSF Real Estate Capital, Inc.	Walker & Dunlop, Inc.	Thrifts and Mortgage Finance	NA
1/31/2020	Beartooth Financial Corporation	American Bancor, Ltd.	Regional Banks	NA
1/10/2020	South Central Bank, National Association	Verve, A Credit Union	Regional Banks	NA
1/6/2020	Hunt Real Estate Capital, LLC	ORIX Corporation USA	Thrifts and Mortgage Finance	NA
12/19/2019	Direct Mortgage Investors Inc.	Ludwig Enterprises, Inc.	Thrifts and Mortgage Finance	NA
12/9/2019	Commercial State Bank (Donalsonville, GA) (nka:SEMINOLE	Georgia Community Bank	Regional Banks	NA
12/8/2019	Two Branches of Liberty Savings Bank in Denver and Granby and	Blue Federal Credit Union	Thrifts and Mortgage Finance	NA
11/18/2019	Six locations of Heritage Bank National Association (Spicer, MN)	United Bank of Iowa	Regional Banks	NA
11/8/2019	Pony Express Community Bank	First Option Bank	Regional Banks	NA
11/4/2019	Mortgage Solutions Business of Alliance 2020, Inc.	Consolidated Information Services Solutions, LLC	Thrifts and Mortgage Finance	NA
11/1/2019	Substantially All Assets of City National Bank of New Jersey	Industrial Bank (Washington, DC)	Regional Banks	NA
10/31/2019	Urbana Postal Credit Union	University of Illinois Community Credit Union	Regional Banks	NA
10/25/2019	Republic Bancshares, Inc.	Natcom Bancshares Inc.	Regional Banks	NA
10/25/2019	Fort Gibson State Bank (nka:Fort Gibson Branch)	Firststar Bank	Regional Banks	NA
10/19/2019	Millbury Savings Bank	Hometown Bank, A Cooperative Bank	Regional Banks	NA
10/17/2019	Two Specialty Finance Units of MidSouth Bank	Amerisource Business Capital	Regional Banks	NA
10/11/2019	State Bank of Belle Plaine	First National Bank Minnesota	Regional Banks	NA
9/30/2019	Default Servicing Operation in Jacksonville	Flagstar Bank, FSB	Thrifts and Mortgage Finance	NA
9/27/2019	Community Bancorp of Kentucky, Inc.	Farmers Bancorp, Inc. of Marion, Kentucky	Regional Banks	NA
9/1/2019	Heritage Bancorporation Inc./Providence Bank	CCF Holding Company (nka:Heritage Southeast	Regional Banks	NA
8/16/2019	State Bank	Fidelity Bank & Trust	Regional Banks	NA
8/16/2019	Four Bank Branches of Farmers and Merchants Savings Bank	First National Bank (Waverly, IA)	Regional Banks	NA
8/1/2019	Advantage Bank	First National Bank (Fort Pierre, SD)	Regional Banks	NA
7/1/2019	Menno State Bank	Campbell County Bank, Inc.	Regional Banks	NA
7/1/2019	Energy Services Federal Credit Union	SPIRE Credit Union	Regional Banks	NA
6/28/2019	Richland State Bank Mangham	Winnboro State Bank & Trust Company	Regional Banks	NA
6/28/2019	Virginia Beach Branch of City National Bank of West Virginia	Select Bank & Trust Company	Regional Banks	NA
6/18/2019	Northern Sky Bank	First Holding Company of Cavalier, Inc.; United	Regional Banks	NA
5/31/2019	The Texas Mortgage Pros	Prodigy Lending LLC	Thrifts and Mortgage Finance	NA
5/17/2019	Abington Bank, Inc.	Pilgrim Bank (nka:Abington Bank)	Regional Banks	NA
5/15/2019	Premier Home Mortgage, Inc.	Open Mortgage, LLC	Thrifts and Mortgage Finance	NA
5/10/2019	Mountain Home Bancshares, Inc.	The Farmers And Merchants Bankshares, Inc.	Regional Banks	NA
4/5/2019	14 Branches of Atlantic Capital Bank, National Association	FirstBank, Inc.	Regional Banks	NA
4/4/2019	Loans and Branch of Texas Farm Bureau Federal Credit Union	Alliance Bank Central Texas	Thrifts and Mortgage Finance	NA
4/2/2019	Texas Realty Capital, L.P.	NorthMarq Capital, LLC, Investment Arm	Thrifts and Mortgage Finance	NA

S&P Capital IQ - Sector Last 3 Month Equity Performance  
As of March 31, 2020

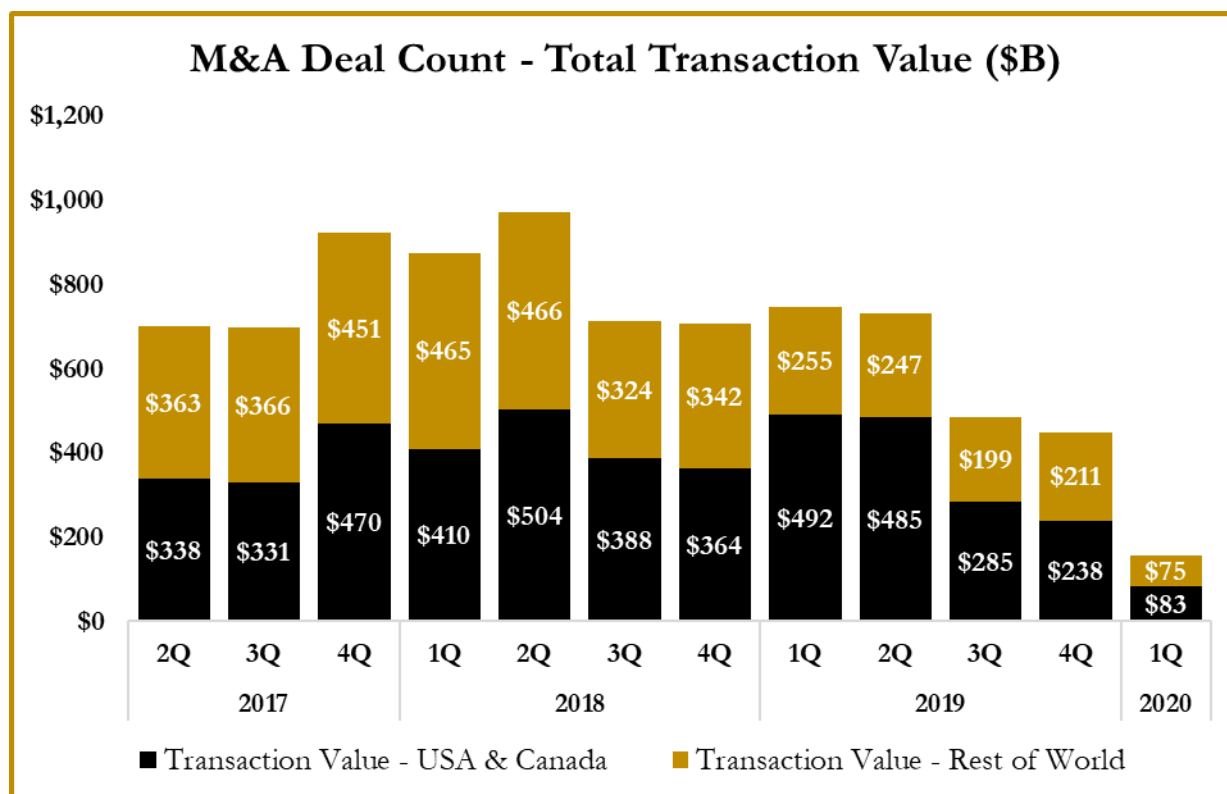
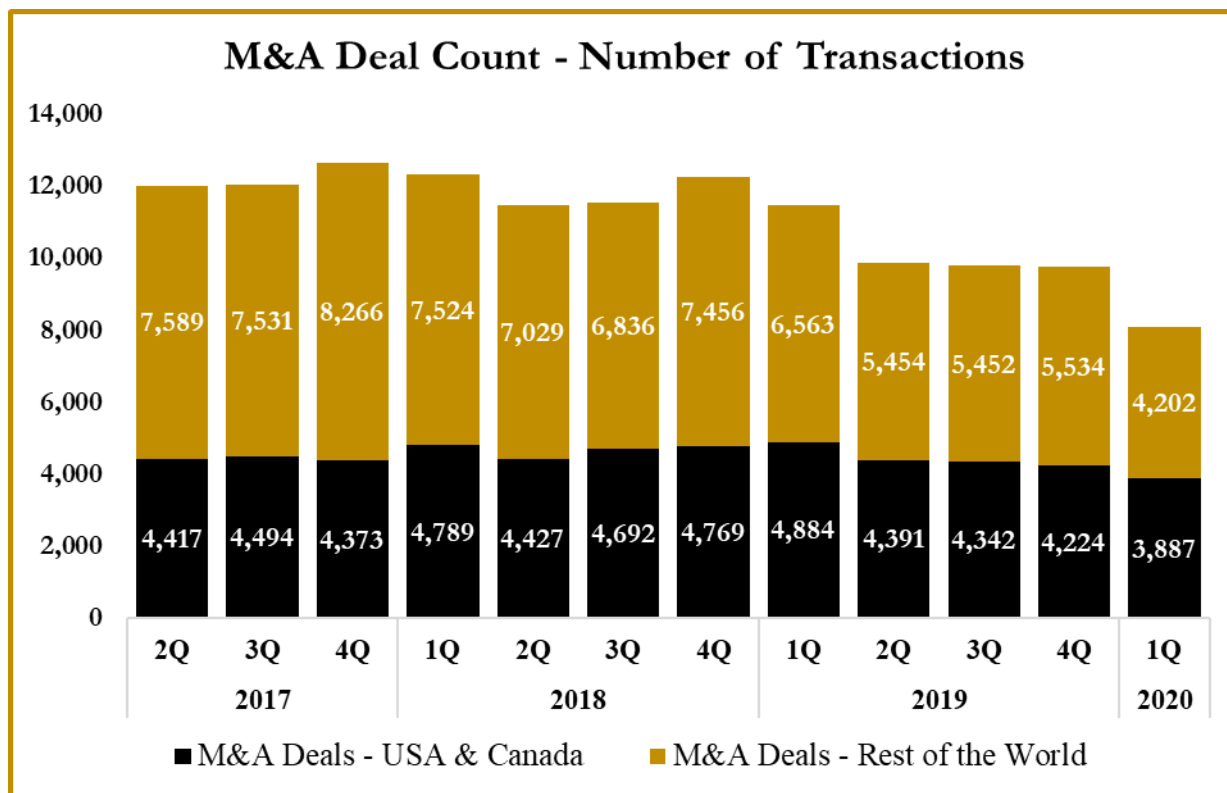
**Change in Market Cap by S&P Capital IQ Sector**



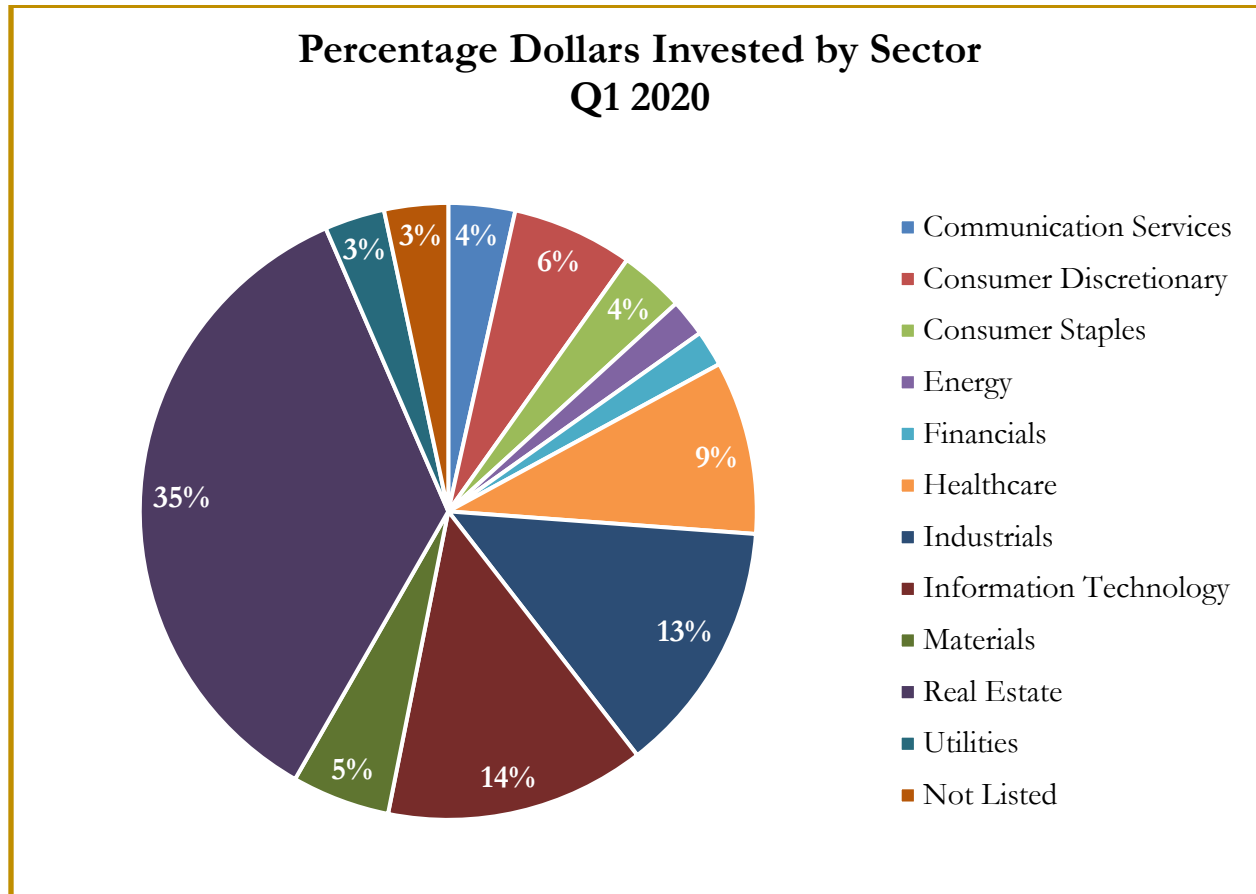
Note: The indices are derived from the equity performance of the S&P Capital IQ Sectors. Source: Capital IQ



M&A Deal Flow Statistics by S&P Capital IQ Sector  
As of March 31, 2020



M&A Deal Flow Statistics by S&P Capital IQ Sector  
As of March 31, 2020





## About Us

Houlihan Capital is a leading, solutions-driven valuation, financial advisory and boutique investment banking firm. We pride ourselves on being thought leaders in an ever-changing landscape.

Houlihan Capital is SOC-compliant, a FINRA and SIPC member and committed to the highest levels of professional ethics and standards.

## Valuation & Financial Advisory

We provide an array of services that include enterprise valuations, portfolio valuation, valuation of carried interest, transaction opinions, tax and financial reporting compliance, purchase price allocations, and a wide variety of consulting services through our Financial Advisory Group.

## Investment Banking

Through our Investment Banking Group, we offer sell side/buy side advisory and capital raises. Through our Special Situations desk, we provide services that fit outside the archetypal verticals, including liquidity solutions, transactional advisory, and secondary market advisory and trading.

## Litigation Support

Our team provides support for a wide variety of situations including commercial and shareholder disputes, derivatives and structured finance litigation, and fraudulent conveyance.

**For additional information about our industry expertise and services, visit:**

**[www.houlihancapital.com](http://www.houlihancapital.com)**

---

**Andrew Smith**

asmith@houlihancapital.com  
312.450.8610

**Paul Clark**

pclark@houlihancapital.com  
312.450.8656

**Michael Norton**

mnorton@houlihancapital.com  
312.450.8628

**Monica Blocker**

mblocker@houlihancapital.com  
312.450.8699

---