



Industry Update
Banking
Q4 2020

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Financial Performance

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Estimates	
		Price at 12/31/20	% of 52 Week High	Equity Value	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue
Commercial Banks								
First Republic Bank	FRC	\$146.93	99.8%	\$25,523	\$142,502	\$3,760	NA	\$4,548
Fifth Third Bancorp	FITB	\$27.57	88.9%	\$19,641	\$204,680	\$6,515	NA	\$7,598
Prosperity Bancshares, Inc.	PB	\$69.36	92.2%	\$6,420	\$34,059	\$1,142	NA	\$1,121
Zions Bancorporation, National Association	ZION	\$43.44	82.8%	\$7,125	\$81,476	\$2,405	NA	\$2,766
First Financial Bankshares, Inc.	FFIN	\$36.18	99.3%	\$5,107	\$10,905	\$470	NA	\$497
BOK Financial Corporation	BOKF	\$68.48	77.8%	\$4,815	\$46,671	\$1,730	NA	\$1,852
UMB Financial Corporation	UMBF	\$68.99	94.8%	\$3,314	\$33,128	\$1,161	NA	\$1,231
Bank of Hawaii Corporation	BOH	\$76.62	80.2%	\$3,069	\$20,604	\$565	NA	\$658
Hancock Whitney Corporation	HWC	\$34.02	76.9%	\$2,940	\$33,639	\$664	NA	\$1,254
Fulton Financial Corporation	FULT	\$12.72	72.2%	\$2,064	\$25,907	\$786	NA	\$856
Investment Banking and Brokerage								
Morgan Stanley	MS	\$68.53	99.4%	\$123,984	\$0	\$48,198	NA	\$49,831
The Goldman Sachs Group, Inc.	GS	\$263.71	99.9%	\$94,611	\$1,163,000	\$41,462	NA	\$40,167
Raymond James Financial, Inc.	RJF	\$95.67	93.4%	\$13,100	\$0	\$7,954	NA	\$8,983
Evercore Inc.	EVR	\$109.64	97.7%	\$4,455	\$0	\$2,296	NA	\$2,381
Greenhill & Co., Inc.	GHL	\$12.14	52.6%	\$230	\$0	\$296	NA	\$313

Financial Performance (cont.)

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Estimates	
		Price at 12/31/20	% of 52 Week High	Equity Value	Total Assets	LTM Revenue	LTM EBITDA	2021 Est. Revenue
Mortgage Bankers								
Federal National Mortgage Association	FNMA	\$2.39	64.8%	\$13,716	\$3,864,603	\$22,608	NA	\$21,892
Freddie Mac	FMCC	\$2.33	68.7%	\$7,506	\$2,454,071	\$14,192	NA	\$9,402
Flagstar Bancorp, Inc.	FBC	\$40.76	97.5%	\$2,143	\$31,038	\$1,861	NA	\$714
Walker & Dunlop, Inc.	WD	\$92.02	97.4%	\$2,874	\$4,651	\$1,038	NA	\$1,002
WSFS Financial Corporation	WSFS	\$44.88	98.7%	\$2,262	\$14,334	\$514	NA	\$443
HomeStreet, Inc.	HMST	\$33.75	95.0%	\$735	\$7,237	\$338	NA	\$346
Ocwen Financial Corporation	OCN	\$28.91	88.9%	\$251	\$10,424	\$992	\$466	\$843

Source: Capital IQ

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Valuation Metrics

Return Profile, Trading Multiples

Company Name	Ticker	Return Profile					Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Commercial Banks								
First Republic Bank	FRC	0.8%	9.9%	14.6%	N/A	1.1x	N/A	N/A
Fifth Third Bancorp	FITB	0.8%	6.4%	-17.5%	N/A	1.6x	N/A	N/A
Prosperity Bancshares, Inc.	PB	1.6%	8.7%	40.0%	N/A	1.4x	N/A	N/A
Zions Bancorporation, National Association	ZION	0.7%	7.1%	-14.0%	N/A	1.6x	0.0x	N/A
First Financial Bankshares, Inc.	FFIN	2.1%	13.9%	19.2%	N/A	0.9x	0.0x	N/A
BOK Financial Corporation	BOKF	1.0%	8.6%	-1.9%	N/A	1.5x	0.0x	N/A
UMB Financial Corporation	UMBF	1.0%	10.2%	9.0%	N/A	1.0x	0.0x	N/A
Bank of Hawaii Corporation	BOH	0.8%	11.6%	-14.6%	N/A	1.3x	0.0x	N/A
Hancock Whitney Corporation	HWC	-0.1%	-1.3%	-42.7%	N/A	1.6x	0.0x	N/A
Fulton Financial Corporation	FULT	0.7%	7.2%	-4.8%	N/A	0.8x	0.0x	N/A
	Mean	0.9%	8.2%	-1.3%	N/A	1.3x	0.0x	N/A
	Median	0.8%	8.7%	-3.3%	N/A	1.3x	0.0x	N/A
Investment Banking and Brokerage								
Morgan Stanley	MS	0.0%	13.0%	16.4%	N/A	1.5x	0.0x	N/A
The Goldman Sachs Group, Inc.	GS	0.9%	10.1%	16.9%	N/A	1.5x	0.0x	N/A
Raymond James Financial, Inc.	RJF	0.0%	0.0%	1.6%	N/A	1.2x	0.0x	N/A
Evercore Inc.	EVR	0.0%	35.4%	14.3%	N/A	1.7x	0.0x	N/A
Greenhill & Co., Inc.	GHL	0.0%	107.9%	8.3%	N/A	0.9x	0.0x	N/A
	Mean	0.2%	33.3%	11.5%	N/A	1.4x	0.0x	N/A
	Median	0.0%	13.0%	14.3%	N/A	1.5x	0.0x	N/A

Valuation Metrics (cont.)

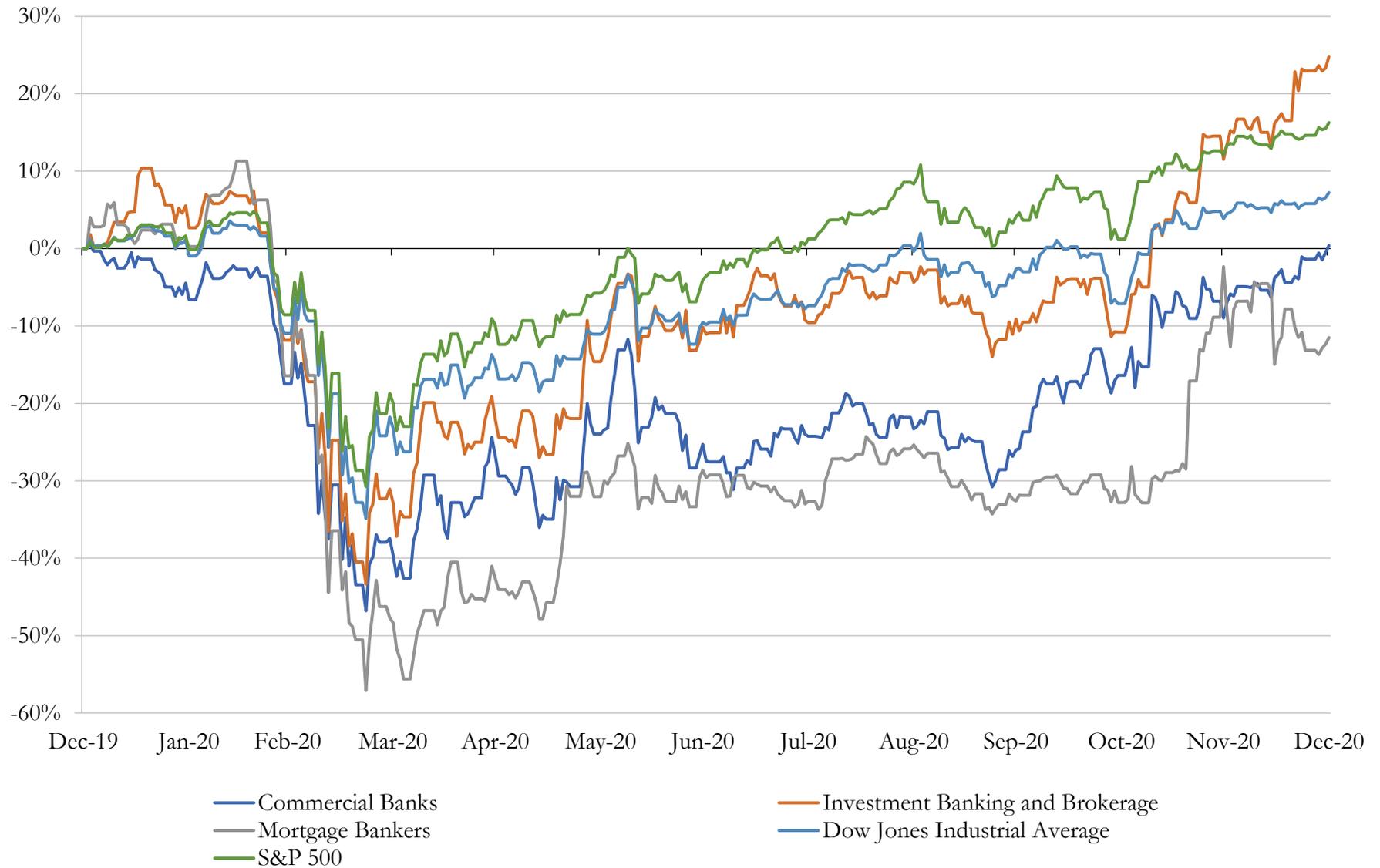
Return Profile, Trading Metrics

Company Name	Ticker	Return Profile					Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Mortgage Bankers								
Federal National Mortgage Association	FNMA	0.3%	74.8%	-5.9%	N/A	2.4x	0.0x	N/A
Freddie Mac	FMCC	0.3%	68.1%	10.7%	N/A	2.5x	0.0x	N/A
Flagstar Bancorp, Inc.	FBC	2.0%	27.0%	64.8%	N/A	1.7x	0.0x	N/A
Walker & Dunlop, Inc.	WD	6.7%	22.0%	30.4%	N/A	1.3x	0.0x	N/A
WSFS Financial Corporation	WSFS	0.9%	6.2%	-15.4%	N/A	1.4x	0.0x	N/A
HomeStreet, Inc.	HMST	1.1%	11.4%	27.7%	N/A	1.0x	0.0x	N/A
Ocwen Financial Corporation	OCN	2.7%	0.5%	-15.4%	-2.3%	1.6x	9.0x	19.2x
	Mean	2.0%	30.0%	13.8%	-2.3%	1.7x	1.3x	19.2x
	Median	1.1%	22.0%	10.7%	-2.3%	1.6x	0.0x	19.2x

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LTM Equity Performance

Major Indexes



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Recent M&A Activity

Last Twelve (12) Months as of December 31, 2020

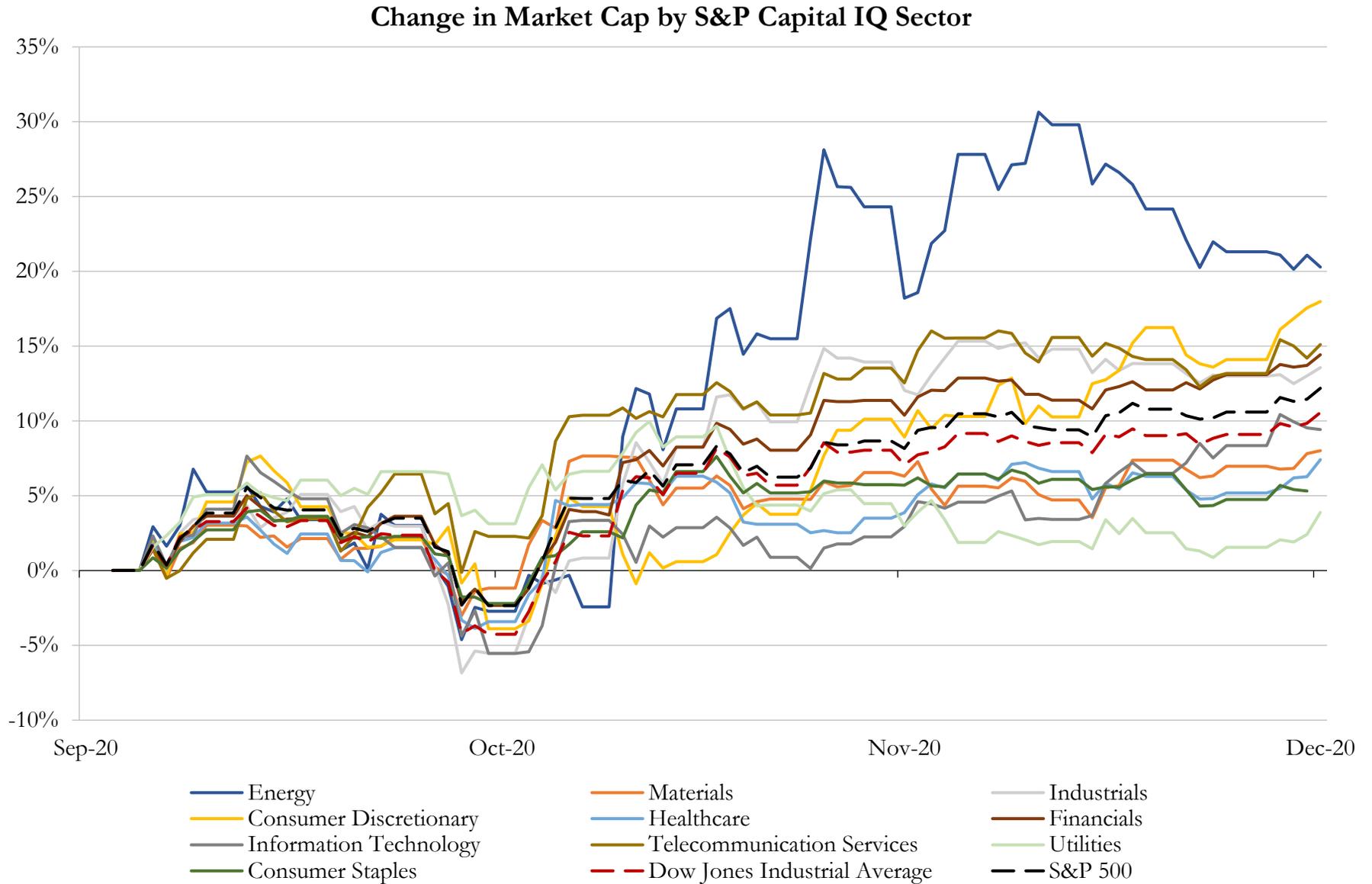
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Nov-19	DNB Financial Corporation	S&T Bancorp, Inc.	\$3,187
Jan-20	Bancorp Of New Jersey, Inc.	ConnectOne Bancorp, Inc.	\$474
Jun-20	Steuben Trust Corporation	Community Bank System, Inc.	\$206
Jan-20	Country Bank Holding Company, Inc.	OceanFirst Financial Corp.	\$117
Jul-20	MSB Financial Corp.	Kearny Financial Corp.	\$109
May-20	MNB Corporation	Fidelity D & D Bancorp, Inc.	\$102
Feb-20	First Staunton Bancshares, Inc.	Associated Banc-Corp	\$95
Jul-20	Covenant Financial, Inc.	Citizens & Northern Corporation	\$80
Jan-20	Frederick County Bancorp, Inc.	ACNB Corporation	\$76
Nov-19	First National Corporation of Wynne	First Financial Banc Corporation	\$74
Apr-20	MidCoast Community Bancorp, Inc.	Citizens Financial Services, Inc.	\$60
Nov-19	Virginia Partners Bank	Delmar Bancorp (nka:Partners Bancorp)	\$60
Jun-20	Intercredit Bank, N.A.	N/A	\$57
Nov-19	Rockford Bank and Trust Company	Illinois Bank & Trust	\$55
Dec-19	Virginia Community Bankshares Inc.	Blue Ridge Bankshares, Inc.	\$50
Jan-20	Texas First Bancshares, Inc.	BancorpSouth Bank	\$47
Nov-19	Pinnacle Bank (Scottsdale, AZ)	Arizona Federal Credit Union	\$45
Jun-20	West End Bank, S.B.	Three Rivers Federal Credit Union	\$44
Apr-20	Victory Community Bank	Heartland Bank	\$44
Jan-20	ABB Financial Group, Inc.	Community First Bancshares, Inc.	\$41
Jan-20	Maple Leaf Financial, Inc.	Farmers National Banc Corp.	\$41
Apr-20	SBT Bancorp, Inc.	Pinnacle Financial Corporation	\$39
May-20	FSB Bancorp, Inc.	Evans Bancorp, Inc.	\$38
Jan-20	Clarkston Financial Corporation	Waterford Bancorp, Inc.	\$36
May-20	CalWest Bancorp	Bank of Southern California, N.A. (nka:Southern Calif Bancorp)	\$36
May-20	Central Federal Bancshares, Inc.	Southern Missouri Bancorp, Inc.	\$35
Oct-19	Flagship Community Bank	West Florida Banking Corp.	\$33
Jul-20	Community Shores Bank Corporation	ChoiceOne Financial Services, Inc.	\$32
Oct-19	Mount Hope Bankshares, Inc.	Allegheny Bancshares Inc.	\$26
Jan-20	Peoples Bankshares, Inc.	C&F Financial Corporation	\$25

Source: Capital IQ

5 Change in Market Capitalization by Sector

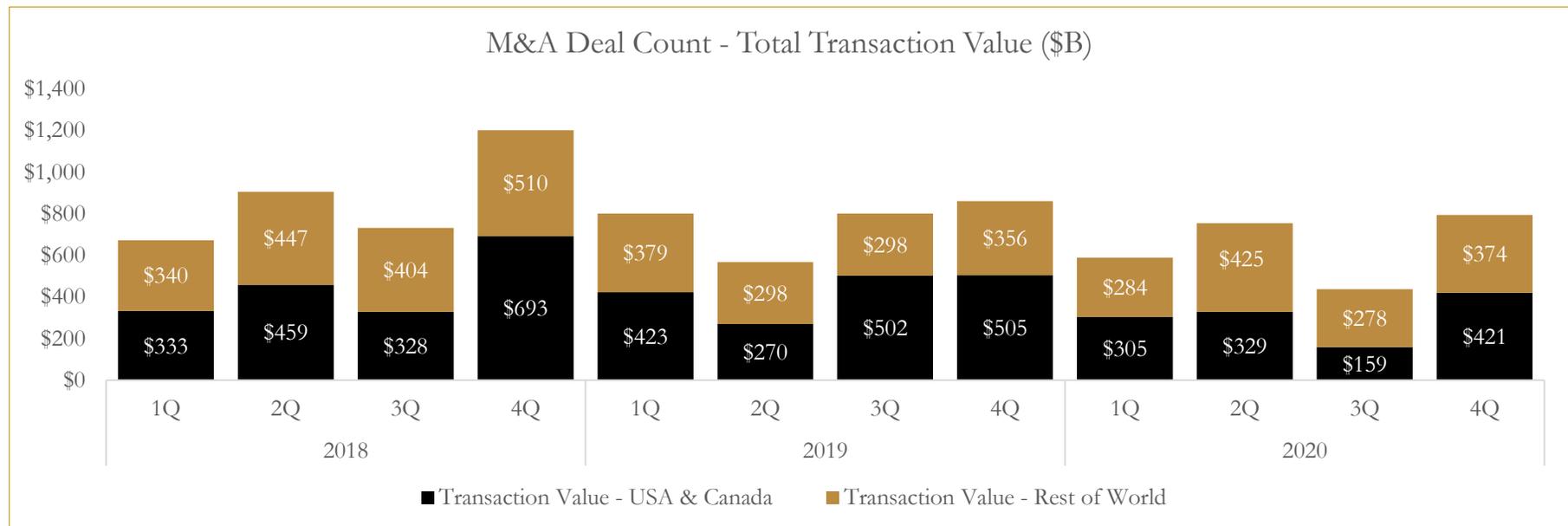
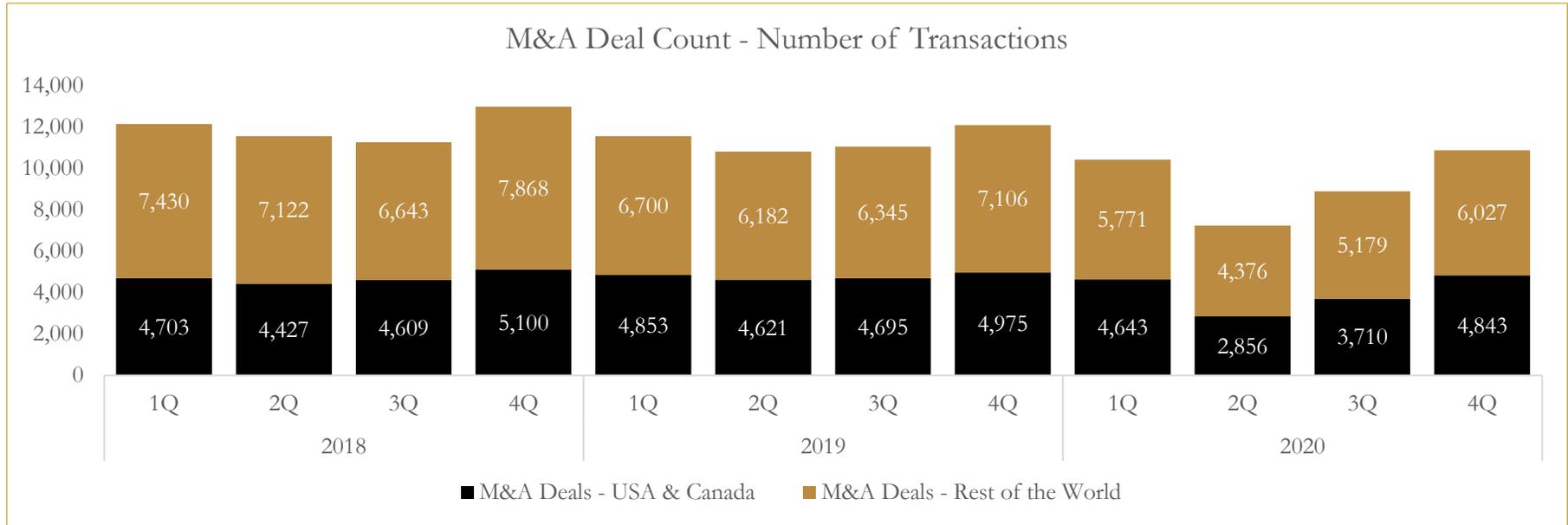
Last Three (3) Months as of December 31, 2020



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M&A Deal Flow Statistics

Last Three (3) Years as of December 31, 2020



About Houlihan Capital

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.

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