

Citizens B & T Holdings, Inc. - \$30 Million 10NC5 F2F Subordinated Debt

Recent Community Bank Transaction



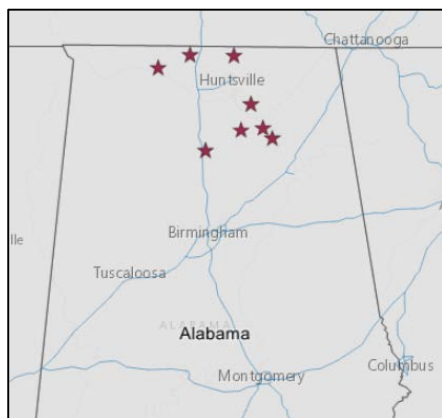
**\$30 Million 10 Year, Non-call 5
4.00% Subordinated Notes**

BBB by Egan-Jones Ratings Company

BREAN CAPITAL

Sole Placement Agent

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Issuance Rationale

- Proceeds will be used to support future growth, repay extant debt, and general corporate purposes.
- 10 year, non-call 5 fixed to floating subordinated debt at attractive coupon.
- 2x oversubscribed and upsized to the maximum size desired by the issuer.

Transaction Highlights

- \$720 million asset bank with eight strategic branch locations across Northern Alabama with expansion efforts in place to further enhance the franchise.
- Strong credit metrics that compare favorably to peers driven by disciplined and conservative underwriting standards – *loss content has averaged 19 bps since 2016.*
- Attractive, sticky deposit base – *94% core deposits with 30 bps cost of funds.*
- Diversified loan portfolio with an attractive yield.
- Recent CDFI designation and growing residential mortgage effort provide additional levers to diversify revenues.

dollars in (000's)


| Balance Sheet | 2016Y | 2017Y | 2018Y | 2019Y | 2020Y |
|--------------------------------|-----------|-----------|-----------|-----------|-----------|
| Total Assets | \$414,180 | \$452,039 | \$519,569 | \$559,654 | \$719,870 |
| Ann'd. Asset Growth Rate (%) | 8.9 | 9.1 | 14.9 | 7.7 | 28.6 |
| Total Loans | \$271,580 | \$298,425 | \$322,946 | \$359,075 | \$410,852 |
| Ann'd. Loan Growth Rate (%) | 8.2 | 9.9 | 8.2 | 11.2 | 14.4 |
| Total Deposits | \$345,704 | \$389,190 | \$438,259 | \$476,600 | \$607,080 |
| Ann'd. Deposit Growth Rate (%) | 10.3 | 12.6 | 12.6 | 8.8 | 27.4 |
| Loans/Deposits (%) | 78.6 | 76.7 | 73.7 | 75.3 | 67.7 |

| Profitability | 2016Y | 2017Y | 2018Y | 2019Y | 2020Y |
|----------------------------|---------|---------|---------|---------|---------|
| Net Income | \$3,131 | \$3,486 | \$4,778 | \$6,006 | \$6,006 |
| ROAA (%) | 0.80 | 0.80 | 0.99 | 1.14 | 0.91 |
| ROAE (%) | 8.4 | 8.2 | 10.9 | 11.6 | 9.7 |
| Net Interest Margin (%) | 3.94 | 3.90 | 3.69 | 3.78 | 3.42 |
| Yield/ Cost Spread (%) | 3.77 | 3.46 | 3.49 | 3.23 | 3.23 |
| Efficiency Ratio (FTE) (%) | 69.3 | 68.5 | 71.0 | 65.1 | 68.1 |

Source: S&P Global Market Intelligence


Capital Markets Footprint

Brean has Raised \$500+ Million for its Community Bank Clients



\$100 Million 5.50% 10NC5 F2F

- BBB+ rating from KBRA
- Total Assets: \$7.3B



\$20 Million 6.25% 10NC5 F2F

- BBB+ rating HoldCo from EJR
- Total Assets: \$1.2B




\$12 Million 7.00% 5 Year Bullet

- BBB+ rating HoldCo from EJR
- Total Assets: \$980M




\$10 Million 5.75% 5 Year Bullet

- A- rating HoldCo from EJR
- Total Assets: \$1.1B



\$50 Million 4.25% 5 Year Bullet

- A- rating HoldCo from EJR
- Total Assets: \$4.9B



\$175 Million 4.00% 10NC5 F2F

- A- rating HoldCo from EJR
- Total Assets: \$20.2B



\$10 Million 6.5% 10 Year Bullet

- A- rating HoldCo from EJR
- Total Assets: \$490M



\$15 Million 6.375% 10 NC5 FFL

- Nonrated
- Total Assets: \$1.3B



\$25 Million 7.00% 5 Year Bullet

- BBB rating HoldCo from EJR
- Total Assets: \$800M



\$15 Million 5.50% 10NC5 F2F

- BBB+ rating from EJR
- Total Assets: \$1.2B




\$5 Million 5.50% 10NC5 F2F

- Nonrated
- Total Assets: \$740M




\$20 Million 6.75% 5 Year Bullet

- BBB- rating from EJR
- Total Assets: \$1.3B



\$24 Million 5.25% 10NC5 F2F

- BBB rating from EJR
- Total Assets: \$650M




\$15 Million 4.25% 10NC5 F2F

- BBB+ rating from EJR
- Total Assets: \$525M




\$10 Million 5.00% 5 Year Bullet

- Nonrated
- Total Assets: \$420M




\$20 Million 5.25% 10NC5 F2F

- BBB+ rating from EJR
- Total Assets: \$480M



\$60 Million 6.00% 5 Year Bullet

- BBB rating from EJR
- Total Assets: \$928M



\$30 Million 4.00% 10NC5 F2F

- BBB rating from EJR
- Total Assets: \$720M

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