

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

## Recent Community Bank Transaction



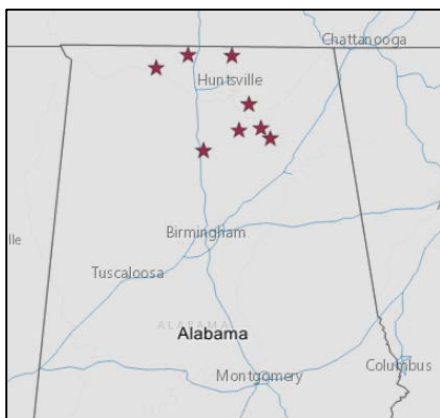
**\$30 Million 10 Year, Non-call 5  
4.00% Subordinated Notes**

BBB by Egan-Jones Ratings Company

**BREAN CAPITAL**

Sole Placement Agent

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### Brean Capital Team

Peter McNierney  
Executive Managing Director  
(212) 702-6532  
PMcNierney@breancapital.com

Gary McNorrill  
Head of Mergers & Acquisitions  
(212) 655-4869  
GMcNorrill@breancapital.com

Osnat Naporano  
Managing Director  
(212) 702-6614  
ONaporano@breancapital.com

### 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

**BREAN CAPITAL**


# 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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