

CBMTM

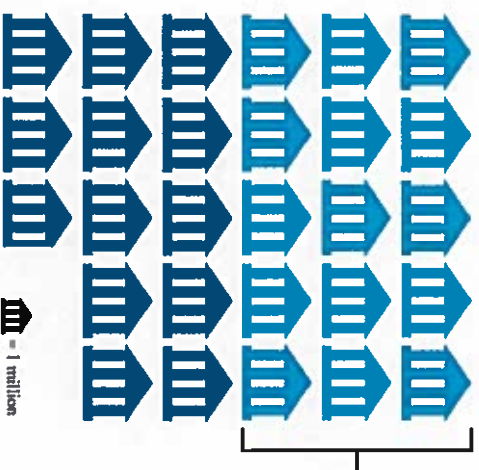
Community Bankers of Michigan



COMMUNITY BANKS ADVANTAGE

Vital to Small Business

AS OF 2014, THERE WERE
29.6 MILLION
SMALL BUSINESSES IN THE US¹



Community Banks represent
52% of all small business loans
made by banks in the U.S.²

1. Source: SBA - "Frequently Asked Question about Small Business"
2. Source: FDIC - Statistics on Depository Institutions (12/31/2017)
3. www.fdic.gov/statistics/business/banking-businesses.html

STARKLY DIFFERENT PROFILES

Community Banks vs. Global Money Center Banks

Community Banks

vs

Global Money Center Banks

5,347 Banks/Thriffs
(less than \$10 Billion in Assets)

Total Assets: \$2.9 Trillion
Average Assets: ~\$550 Million



30 Banks/Thriffs
(greater than \$100 Billion in Assets)

Total Assets: \$11.9 Trillion
Average Assets: ~\$400 Billion



- Key Characteristics**
- Local relationship-based lending
 - Locally funded through deposits
 - High proportion of insider ownership
 - Mostly prime borrowers

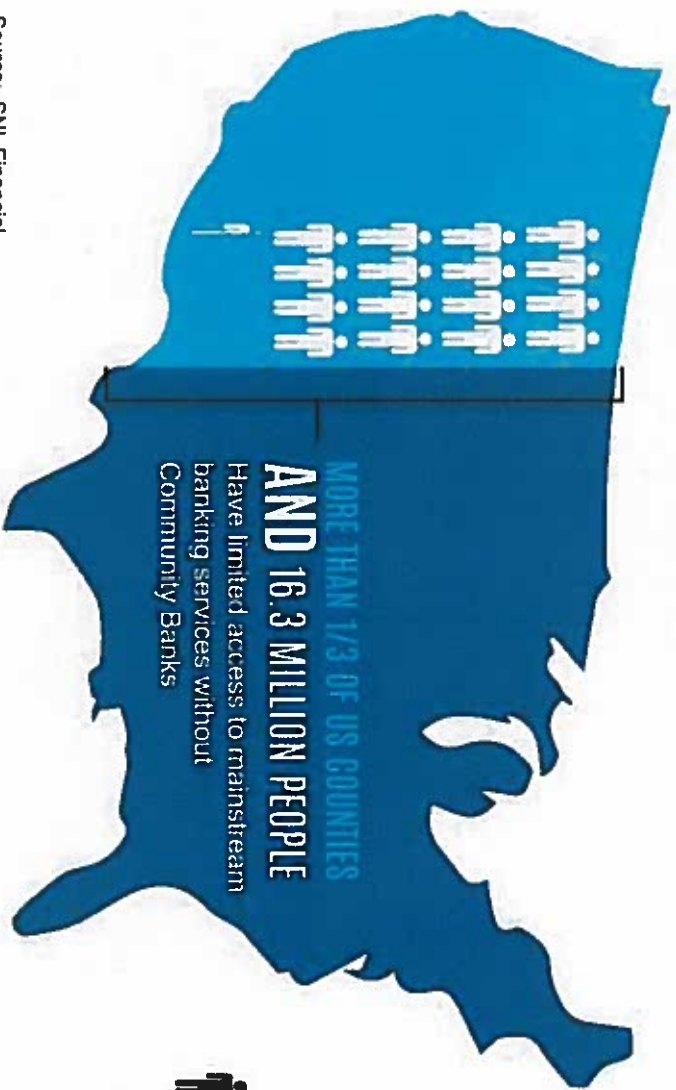
- Key Characteristics**
- Global and complex exposures
 - Volatile trading activities
 - Derivative exposures
 - European and emerging markets

(1) Source: FDIC – Statistics on Depository Institutions as of 09/30/2018.

COMMUNITY BANKS ADVANTAGE

Important Role For Everyday Americans

Over 900 Counties rely exclusively on Community Banks for extension of local credit



 = 1 million

Source: SNL Financial

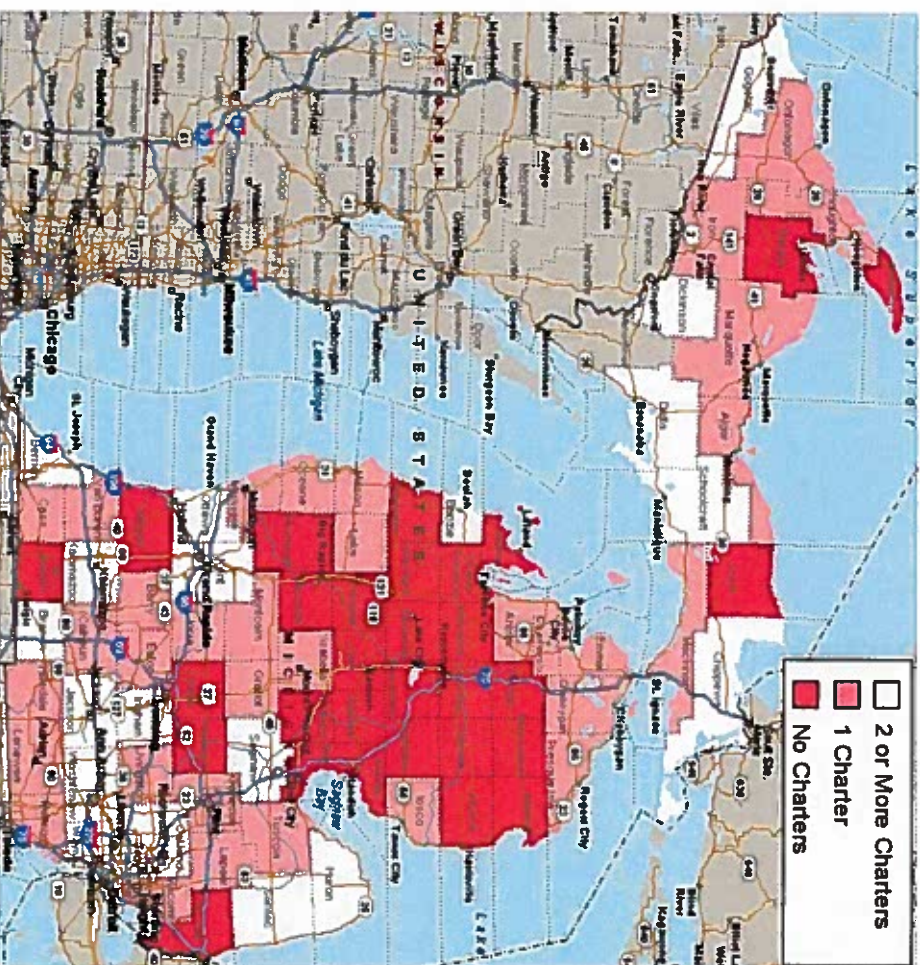
Data provided by:



ProBank
Austin



STATE OF MICHIGAN # of Charters by County



- 64 of the 83 Michigan counties have either zero or one charter (77% of total)
- 31 counties have zero bank charters domiciled in that county; while 33 have only one bank charter
- Last De Novo Bank formed in Michigan: **2009**
- De Novo application pending: **Bloomfield Hills**

Data provided by:



ProBank
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