



## Second Quarter 2020 Investor Presentation



**Alpine Bank**

INDEPENDENCE · COMMUNITIES · COMPASSION · INTEGRITY · LOYALTY

Member FDIC





# Forward Looking Statements

This presentation contains “forward-looking statements” within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as “anticipates,” “intends,” “plans,” “seeks,” “believes,” “estimates,” “expects” and similar references to future periods. Examples of forward-looking statements include, but are not limited to, statements we make regarding our evaluation of macro-environment risks, Federal Reserve rate management, and trends reflecting things such as regulatory capital standards and adequacy. Forward-looking statements are based on our current expectations and assumptions regarding our business, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Our actual results may differ materially from those contemplated by the forward-looking statements. We caution you therefore against relying on any of these forward-looking statements. They are neither statements of historical fact or guarantees or assurances of future performance. Important factors that could cause actual results to differ materially from those in the forward-looking statement include:

- the ability to attract new deposits and loans;
- demand for financial services in our market areas;
- competitive market-pricing factors;
- the adverse effects of public health events, such as the current COVID-19 pandemic, including governmental and societal responses;
- deterioration in economic conditions that could result in increased loan losses;
- actions by competitors and other market participants that could have an adverse impact on our expected performance;
- risks associated with concentrations in real estate-related loans;
- market interest rate volatility;
- stability of funding sources and continued availability of borrowings;
- risk associated with potential cyber threats;
- changes in legal or regulatory requirements or the results of regulatory examinations that could restrict growth;
- the ability to recruit and retain key management and staff;
- the ability to raise capital or incur debt on reasonable terms;
- effectiveness of legislation and regulatory efforts to help the U.S. and global financial markets.

There are many factors that could cause actual results to differ materially from those contemplated by forward-looking statements. Any forward-looking statement made by us in this presentation speaks only as of the date on which it is made. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We undertake no obligation to update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.





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# Alpine Banks of Colorado



**Alpine Banks of Colorado Headquarters  
Glenwood Springs, Colorado**





# Alpine Banks of Colorado

## 6/30/2020 Summary Information

(unaudited)

Founded	1973
Ticker	ALPIB
Total Assets	\$4.65 Billion
Total Deposits	\$4.08 Billion
Gross Loans	\$3.14 Billion
Employees	753
Locations	40
ROA	1.14%
ROE	13.48%

Source: Bank holding company regulatory report for the quarter ended 6/30/20





# Financial Ratios

## for the Six Months ended 6/30/20

(unaudited)

Net Income Growth	-19.50%
Annualized Deposit Growth	42.86%
Annualized Loan Growth	33.63%
Efficiency Ratio	64.26%
Net Interest Margin	4.37%
NPA's to Total Assets	0.14%
Total Risk Based Capital	15.58%





# Alpine Banks of Colorado

## Stock Information as of 6/30/20

- Class B Non-Voting Common Stock
  - Traded on OTC Pink Open Market
  - Ticker: ALPIB
  - 50,686 shares outstanding
- Class A Voting Common Stock
  - 52,782 shares outstanding
  - Subject to Shareholders Agreement

## Employee Ownership

- Employee Stock Ownership Plan (ESOP) formed in 1983
- ESOP owns 22.6% of outstanding Class A Voting Common Stock as of 6/30/20
- Employees, Directors and their families own another 59% of voting shares through individual ownership as of 6/30/20

Source: Internal company reports as of 6/30/20





# Vision, Mission and Values

## Vision

“Alpine Bank will be the preferred financial services provider for individuals and businesses in the communities we serve in Colorado.”

## Mission

“To help our customers, employees, shareholders and community members achieve their dreams.”

## Values

Independence

Integrity

Communities

Loyalty

Compassion







# Executive Leadership

<u>Name</u>	<u>Title</u>	<u>Tenure at Alpine</u>
J. Robert Young	Founder and Chairman	47 Years
Glen Jammaron	President and Vice Chairman	35 Years
Glenn Davis	Chief Retail Officer	31 Years
Tom Kenning	Chief Administration Officer	24 Years
Andrew Karow	Chief Digital Officer	23 Years
Rachel Gerlach	Chief Operations Officer	22 Years
Eric A. Gardey	Chief Financial Officer	30 Years





# Board of Directors

**Raymond T. Baker**

Owner, Real Estate Management Firm

**Stephen Briggs**

Former Banking Executive

**John W. Cooper**

Marketing and Leadership Consultant

**Wally Dallenbach**

Professional Motor Racing Executive

**Glenn Davis**

Chief Retail Officer

**Terry Farina**

Attorney at Law

**Norm Franke**

President, Front Range Region

**L. Kristine Gardner**

Former Banking Executive

**Peter N. Guy**

Investments

**Glen Jammarron**

Vice Chairman and President

**Thomas H. Kenning**

Chief Administration Officer

**Stan Kornasiewicz**

Investment Consultant

**Steve Parker**

Colorado Banking Leader

**R. Bruce Robinson**

Former Banking Executive

**H. David Scruby**

Former Banking Executive

**Rodney E. Slifer**

Vail Realtor

**J. Robert Young**

Founder and Chairman

**Margo Young-Gardey**

Former Banking Executive

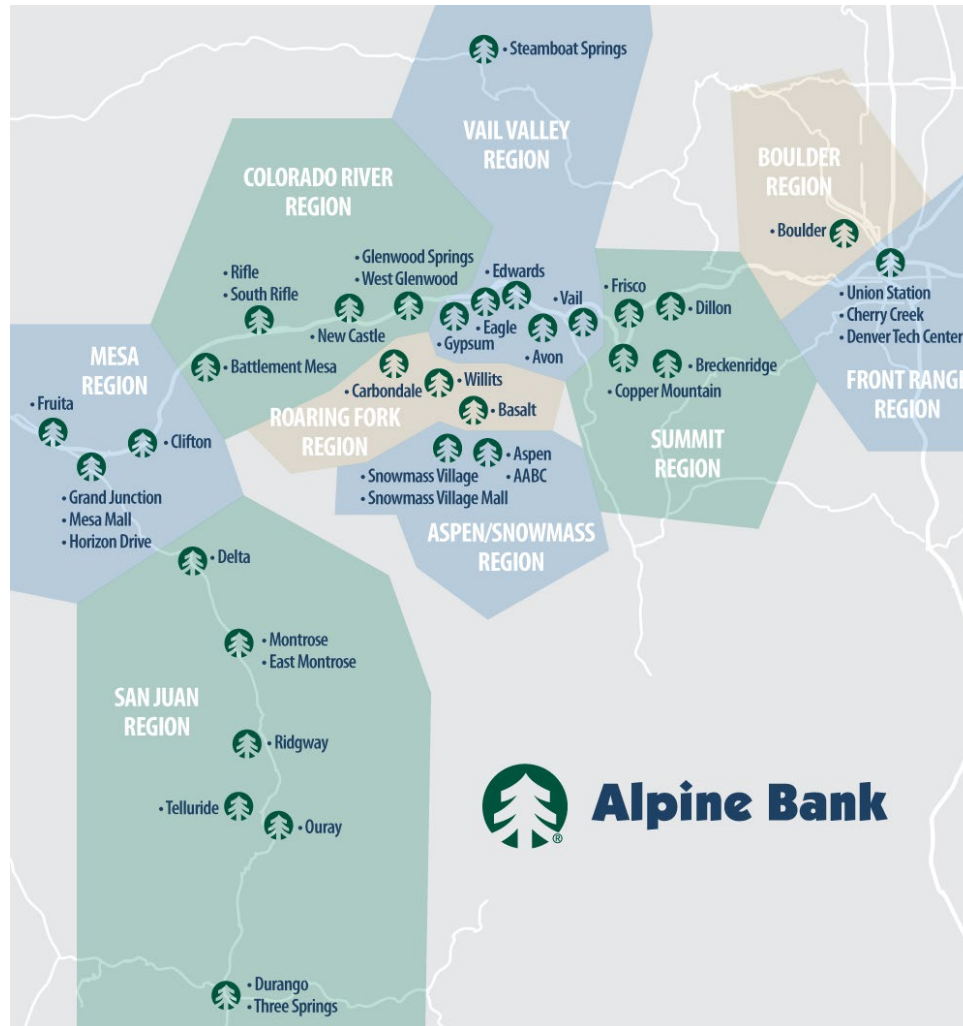
**Linda Childears**

Retired President & CEO – Daniels Fund





# Branch Network





# Community Involvement

- **Loyalty Debit Card Collection**
  - Debit card collection benefits local organizations supporting the community
  - Ten cents per transaction donated to the program
  - Over \$1.5 million donated to the program in 2019
- **Donations**
  - Over \$3.0 million donated in 2019 above and beyond the Loyalty Debit Card program
- **Federal Employee Loans**
  - Interest-free loans made to federal employees impacted by the 2019 government shutdown
  - Third time in history we have run this program
- **Volunteer Time**
  - All employees receive three paid days off annually for volunteer efforts
  - Over 12,300 hours of volunteer time reported in 2019

Source: Internal company reports as of 12/31/19





# Environmental Initiatives

- **ISO Certification**
  - International Organization for Standardization (ISO) 14001 certification for environmental management since 2006
- **Green Team**
  - Grassroots employee-driven initiative started in 2005 to improve environmental practices
- **Renewable Energy**
  - All electricity generated from renewable sources or offset by Renewable Energy Credits
- **Environment Loyalty Debit Card**
  - Ten cents per transaction donated to local environmentally-focused organizations







# Focus on Customer Service

- CARE
  - Connect, Ask Questions, Recommend, Exceed
  - Our commitment to deliver exceptional service and solutions that enhance our customers' experience
- Net Promoter Score
  - Net Promoter Score measures percentage of customers that would recommend a brand
  - Alpine Bank's Net Promoter Score was 82 in 2019, compared to an average Net Promoter Score of 34 for the banking industry in 2019

Source: Net Promoter Score data from  
internal company resources and Satmetrix





# Employee Volunteers in Action





# Key Metrics

- COVID-19 Response
- Core Deposit Base
- Diversified Loan Portfolio
- De Novo Market Expansion
- Talent Development
- Operational Efficiency
- Noninterest Income





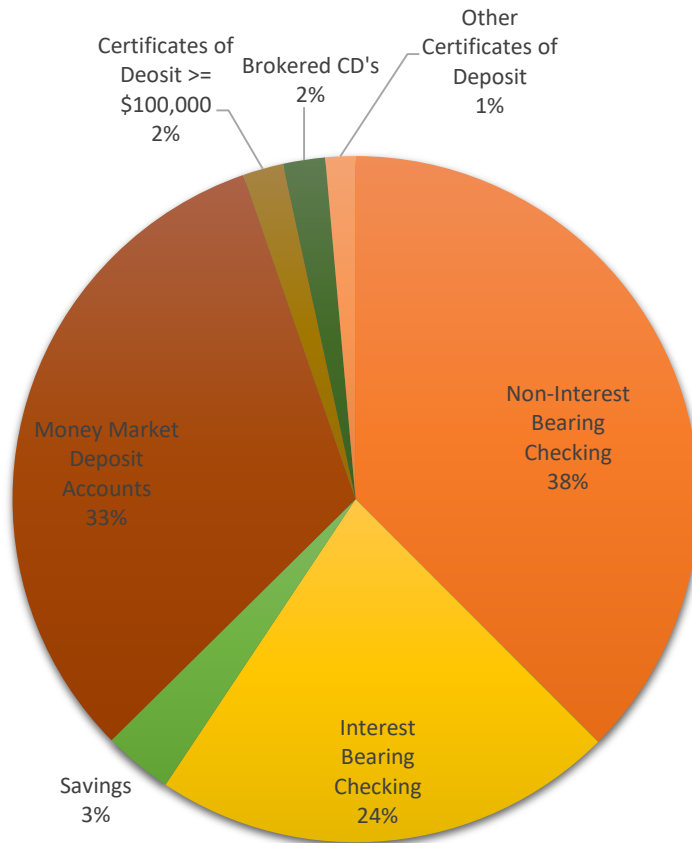
# COVID-19 Response

- **Branches**
  - Lobbies were closed from late March to mid June. Most lobbies now open daily
  - Enhanced COVID-19 protocols are required for entrance to our facilities
- **Employees**
  - Substantial number of employees working from home, ranging between 400-450 on any given day
  - Additional sick leave available
  - Personal protective equipment and daily health screenings required for all employees working from an Alpine Bank facility
- **Paycheck Protection Program**
  - Began accepting applications Sunday, April 5<sup>th</sup> from existing customers only
  - Approved and funded 3,997 loans for \$305 million.
  - Alpine has funded with on balance sheet liquidity to date
- **Loan Payment Deferral Program**
  - Began on March 20, 2020
  - All current borrowers eligible for a 90 day deferral of interest and principal
  - Deferred amounts are added to the back of the loan for payment at maturity
  - 1,602 loans for \$823 million originally took advantage of the program
    - 131 loans for \$65 million are still in their first 90 day deferral period
    - 56 loans for \$96 million have signed up for a second 90 day deferral period
- **Subordinated Debt Issuance**
  - Issued \$50 million in subordinated debt on June 11, 2020
  - Sixteen separate investors purchased portions of the offering
  - Proceeds will be held to enhance capital during this uncertain time

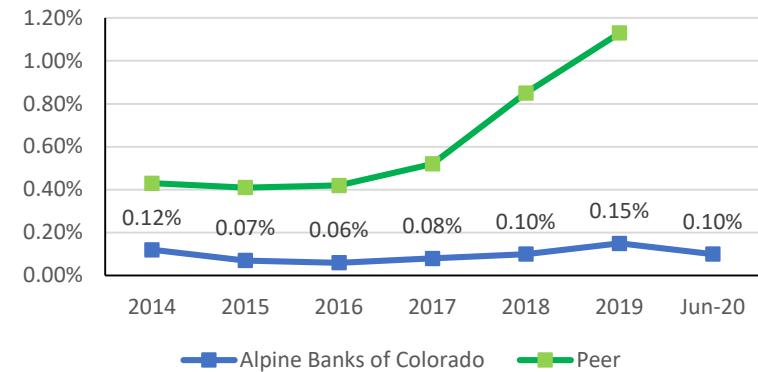




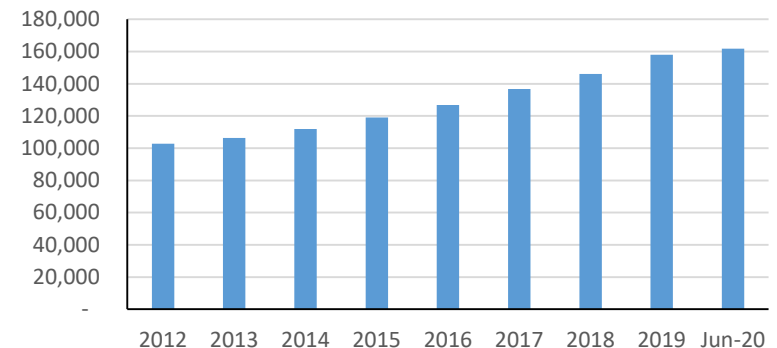
# Core Deposit Base as of 6/30/20



### Cost of Interest-Bearing Deposits



### Total # of Deposit Accounts



Information as of December 31 for the year indicated, except for 6/30/20

Peer group for all data in this presentation consists of bank holding companies with consolidated assets between \$3 billion and \$10 billion per the Federal Reserve's Bank Holding Company Performance Report

Source: Bank holding company regulatory report for the quarter ended 6/30/20 and internal company reports







# Colorado Deposit Market Share

## Statewide

(as of June 30, 2019)

	Bank Name	State (Headquarters)	Colorado Offices	Deposits (\$000)	Market Share
1	Wells Fargo Bank	SD	150	31,981,361	22.42%
2	FirstBank	CO	99	16,335,203	11.45%
3	US Bank	OH	142	15,192,617	10.65%
4	JPMorgan Chase	OH	114	14,199,714	9.95%
5	KeyBank	OH	58	5,965,278	4.18%
6	Bank of the West	CA	75	5,010,500	3.51%
7	BOK	OK	15	3,722,295	2.61%
8	Bank of Colorado	CO	44	3,368,176	2.36%
9	<b>Alpine Bank</b>	<b>CO</b>	<b>40</b>	<b>3,249,167</b>	<b>2.28%</b>
10	Bank of America	NC	11	2,884,932	2.02%





# Colorado Deposit Market Share

## Traditional Western Slope Markets

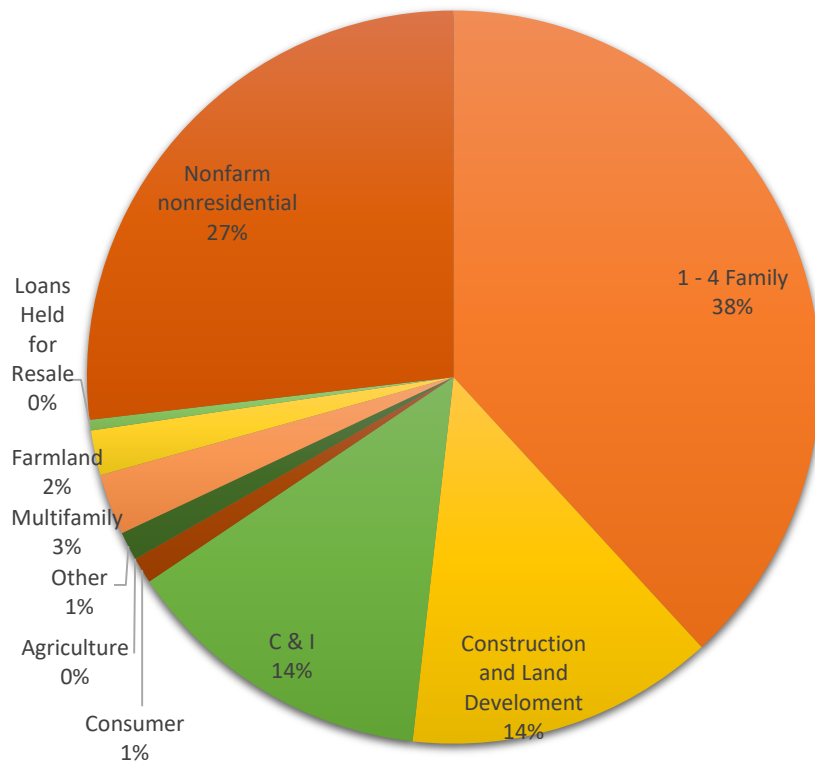
(as of June 30, 2019)

	Bank Name	State (Headquarters)	Colorado Offices	Deposits (\$000)	Market Share
1	Alpine Bank	CO	36	3,077,485	23.58%
2	Wells Fargo	SD	21	2,717,300	20.82%
3	FirstBank	CO	10	1,512,806	11.59%
4	US Bank	OH	21	954,382	7.31%
5	Bank of Colorado	CO	14	918,446	7.04%
6	Bank of the West	CA	10	550,050	4.21%
7	ANB Bank	CO	11	508,715	3.90%
8	Vectra Bank	UT	9	399,982	3.07%
9	TBK Bank	TX	5	386,959	2.97%
10	NBH Bank	CO	10	326,679	2.50%

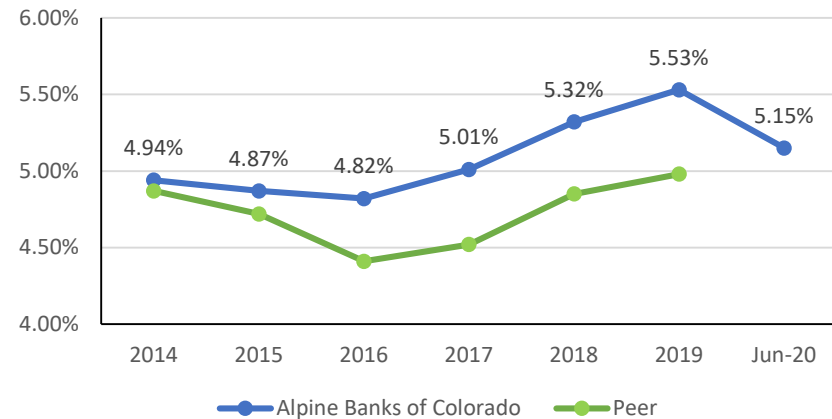




# Diversified Loan Portfolio as of 6/30/20



Yield on Loans and Leases (TE)



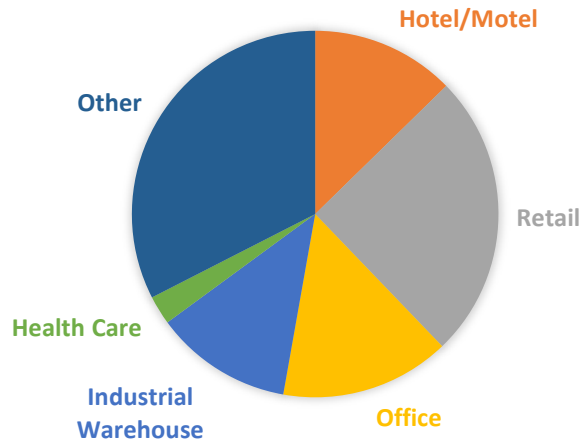
- 38% of loans are 1 to 4 Family
- 27% Commercial Real Estate (CRE) loans
- CRE concentrations are below regulatory guidance
- C & I growth is due to SBA PPP loans



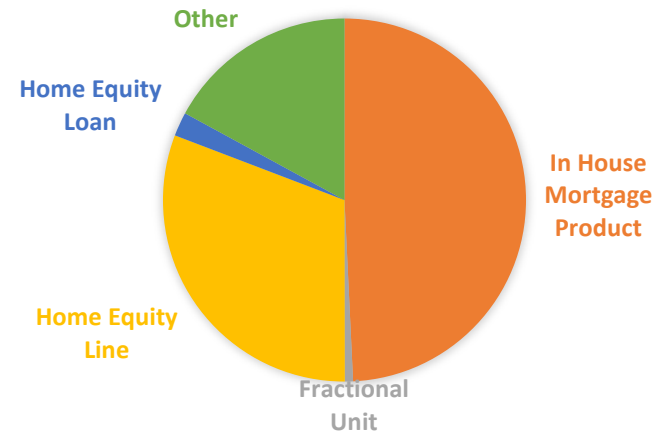


# Loan Portfolio Segmentation as of 6/30/20

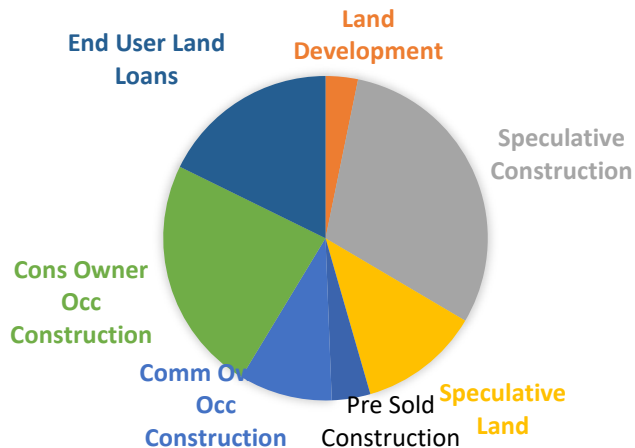
## COMMERCIAL REAL ESTATE



## 1 - 4 FAMILY REAL ESTATE



## CONSTRUCTION AND LAND DEVELOPMENT





# Commercial and Industrial (C & I) Lending Expansion

- We have been building out a C & I Lending Department
- We believe there are strong opportunities in the Front Range market for C&I lending
- C&I lending employees come from a combination of outside hires and our existing lenders
- We have been building our C&I lending infrastructure since December 2017
- We are currently looking to grow our book of C&I lending business







# De Novo Market Expansion

- Entered the Front Range market in 2014 with our Union Station Branch
- We now have 4 locations in Denver/Boulder area
- Proactively adding to the lending staff within our current footprint
- Currently exploring new locations within Denver and along the Front Range
- A land lease has been finalized in Fort Collins

## Alpine Bank on the Front Range

- Union Station, Cherry Creek, and DTC branches have grown since opening:
  - Combined loans over \$423 million at 6/30/20
  - Combined deposits over \$227 million at 6/30/20
- Boulder branch opened in February 2019 :
  - Loans nearing \$111 million at 6/30/20
  - Deposits nearing \$30 million at 6/30/20





# Talent Development

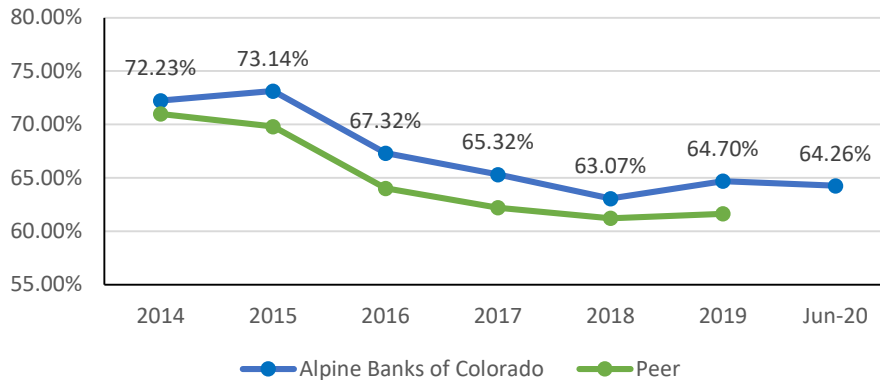
- Officer Trainees
  - 46-year history of hiring and training our own officer staff
  - One-year training program for recent college graduates
  - 8 Officer Trainees hired in 2018 and 6 additional hired in 2019
- Leadership Development
  - In-house, comprehensive Leadership Training Program
  - Created and led by Starquest Group, industry experts in leadership and sales development
- Commitment to Training
  - Full-service internal training department
  - Officers and employees are encouraged to engage in outside training related to their job functions





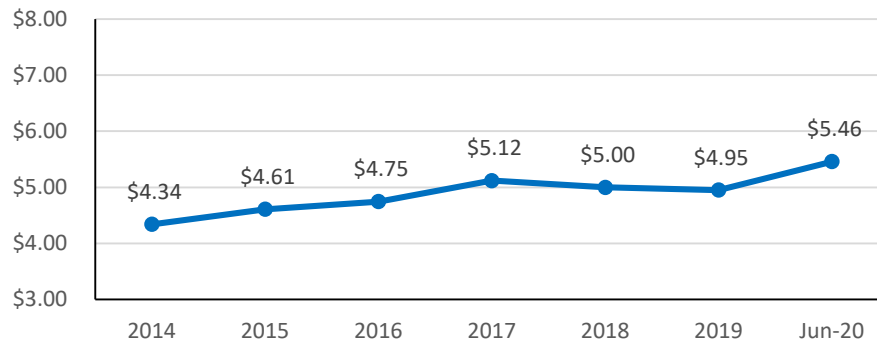
# Operational Efficiency

Efficiency Ratio



- Generally declining Efficiency Ratio
- Assets per Employee impacted by slower growth in 2019
- In-house expertise in process improvement
- Significant investment in Simon loan workflow system

Assets Per Employee  
(in Millions)



Information as of December 31 for the year indicated, except for 6/30/20





# Noninterest Income

- **Wealth Management**

- 25.5 employees working in Wealth Management as of 6/30/20
- Added two relationship managers and a fully staffed office in Denver in August 2019
- Assets under management of \$938 million as of 6/30/20, up from \$556 million as of 12/31/18
- Revenue for the year ended 12/31/19 was \$3,572,000
- Revenue through first six months of 2020 is \$2,025,000

- **Mortgage**

- Origination of conforming and jumbo mortgages for sale on the secondary market
- Sold with servicing released
- Revenue for the year ended 12/31/19 was \$6,120,000
- Revenue for the first six months of 2020 is \$5,588,000

- **Interchange**

- Interchange income increased 11.6% annually from 2013 through 2019
- Revenue for the year ended 12/31/19 was \$11,076,000
- Revenue for the first six months of 2020 is \$5,372,000





# Financial Information



**Alpine Bank, Union Station**



**Alpine Bank, Boulder**

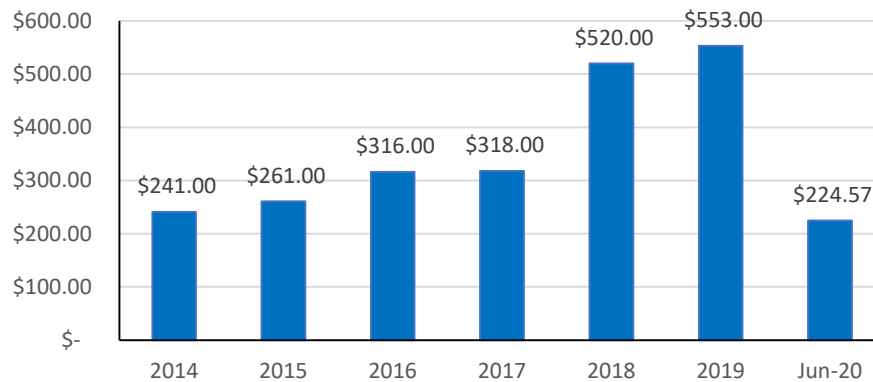




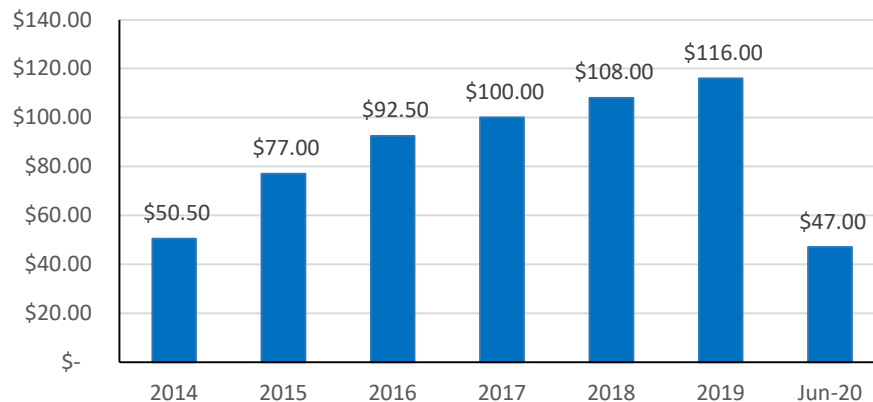


# Shareholder Returns

Earnings Per Share



Dividends Per Share



Information as of December 31 for the year indicated, except for 6/30/20

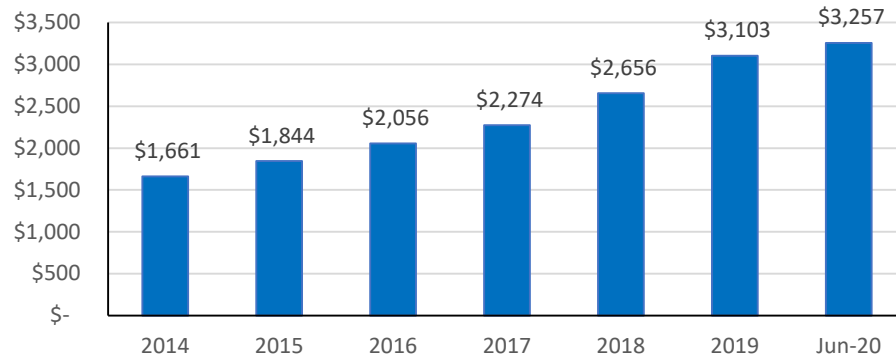
- 18% Cumulative Average Growth Rate (CAGR) in Earnings Per Share for the 2014 to 2019 period
- Historically increasing dividends
- April and July 2020 dividends have been lower in response to COVID-19 uncertainty
- As of 6/30/2020:
  - 1.99% Dividend Yield
  - 6.4 times LTM EPS
  - 98.8 Price/Tangible Book





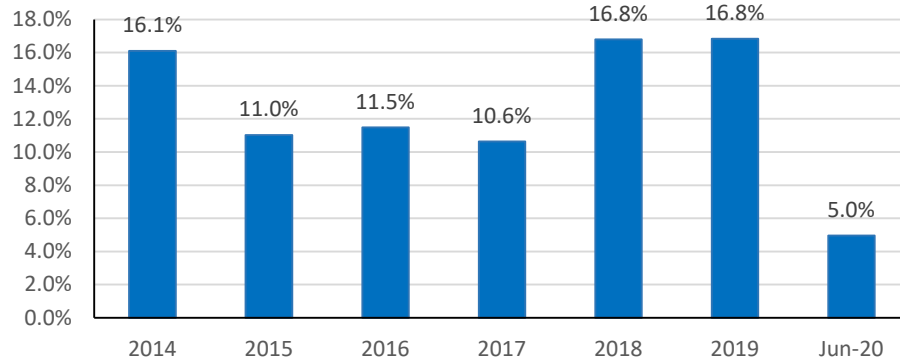
# Tangible Book Value

Tangible Book Value Per Share



- 13.8% CAGR in Tangible Book Value Per Share in the period 2014 to 2019

Increase in Tangible Book Value Per Share



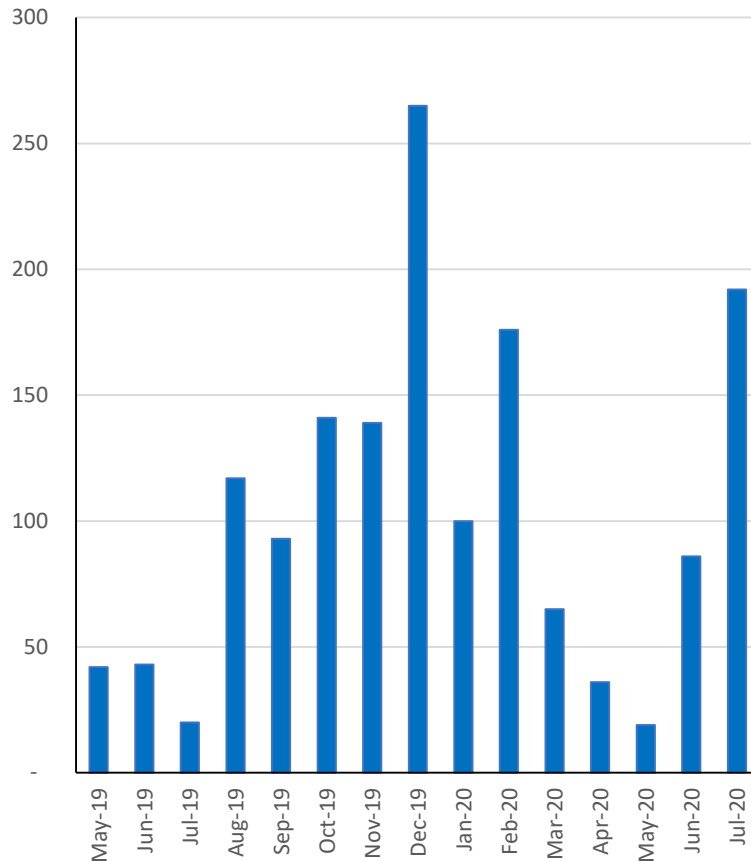
Information as of December 31 for the year indicated, except for 6/30/20



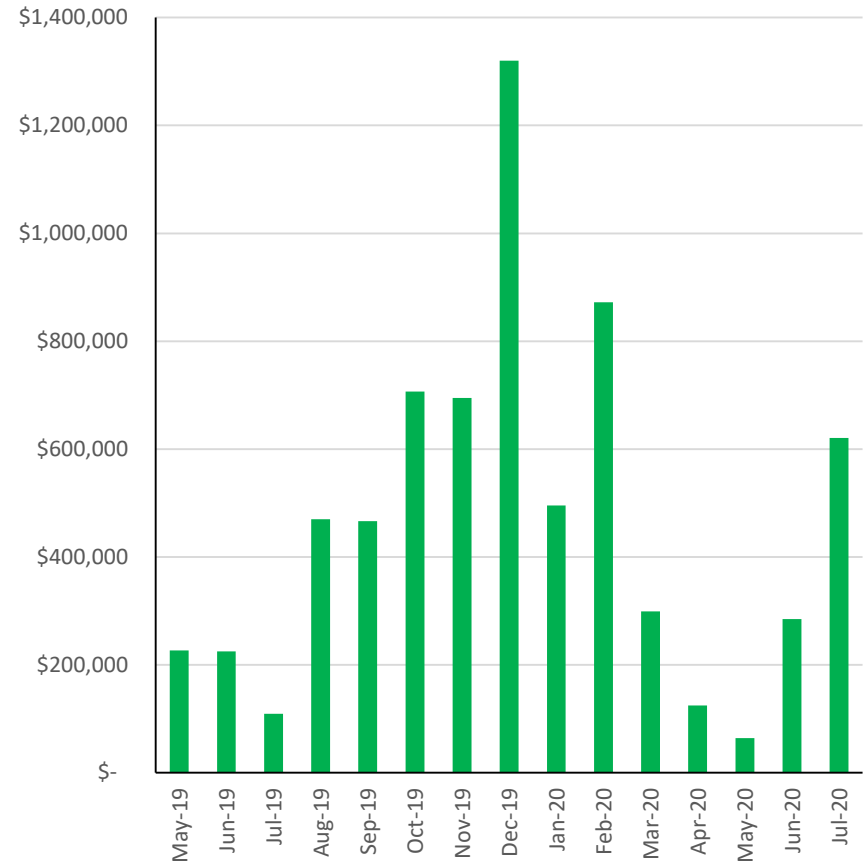


# Trading Volume

Monthly Trading Volume in Shares



Monthly Trading Volume in Dollars



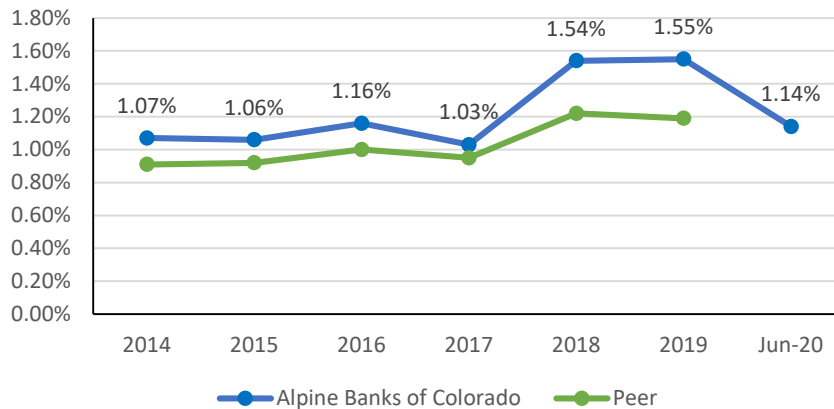
Information as of month end for the month indicated



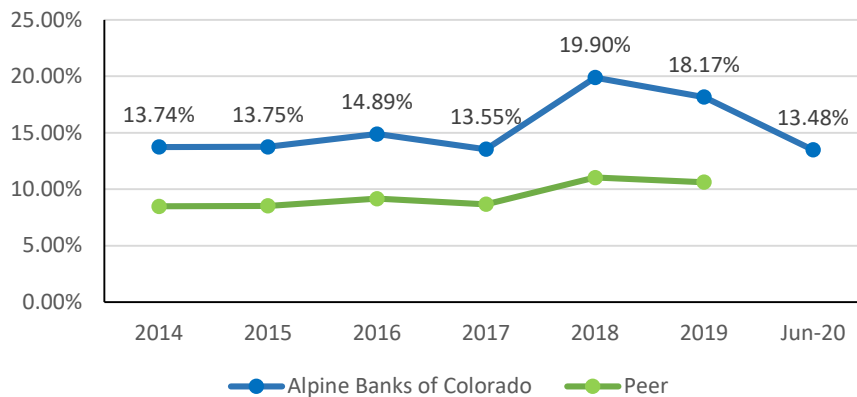


# Earnings Growth History

Return on Assets (ROA)



Return on Equity (ROE)



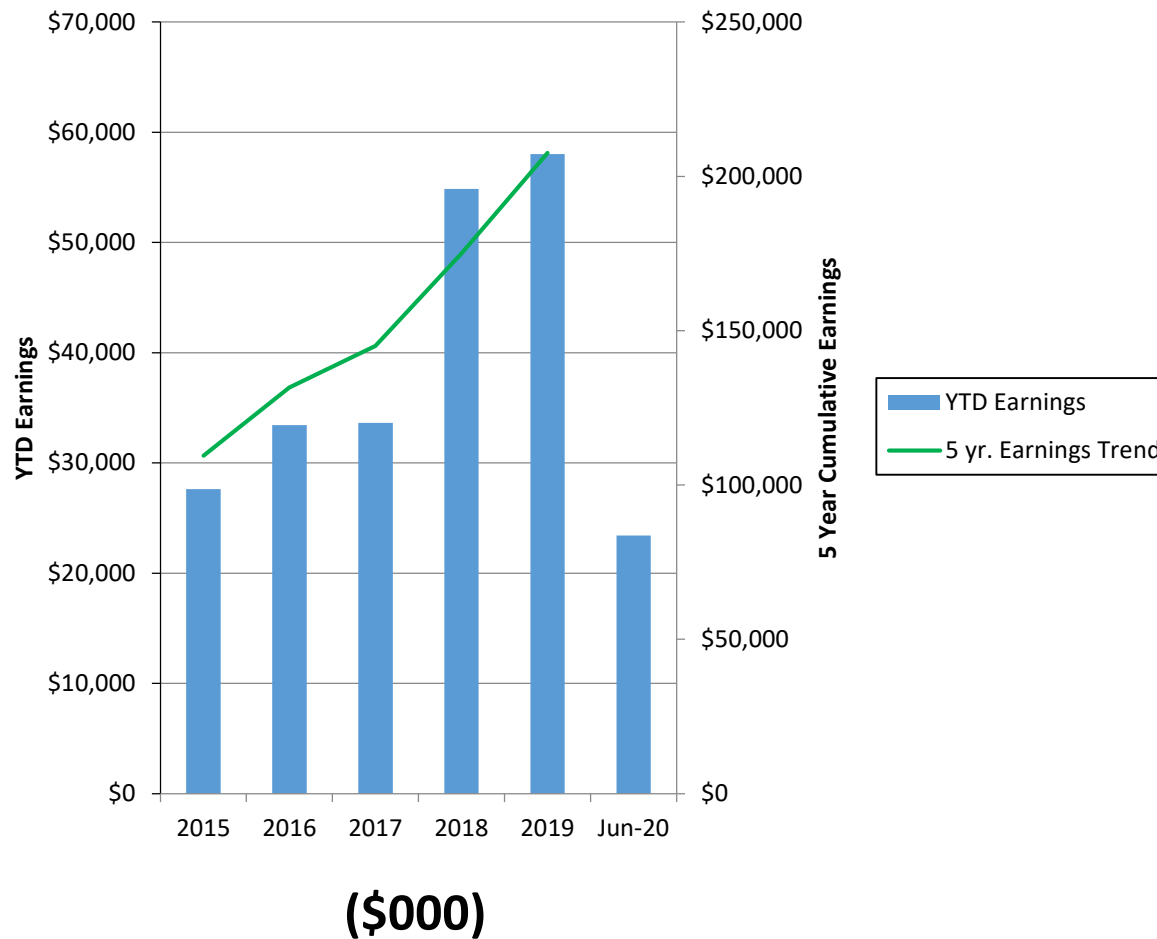
Information as of December 31 for the year indicated, except for 6/30/20

- Historically outperformed peer group in both ROA and ROE
- 84th percentile to peer group in ROA as of 12/31/19
- 95<sup>th</sup> percentile to peer group in ROE as of 12/31/19
- 2017 impacted by deferred tax write-down relating to tax reform





# Net Income 5 Year Growth



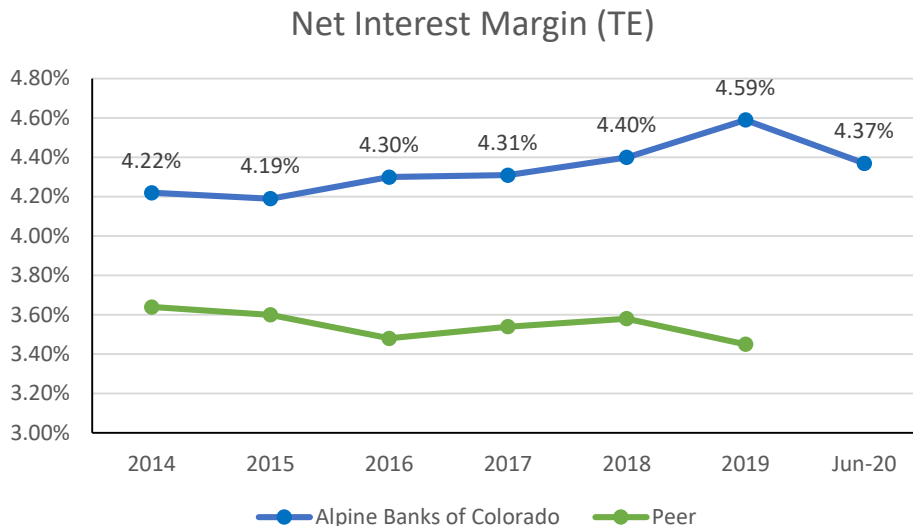
Information as of December 31 for the year indicated, except for 6/30/20

Source: Bank holding company  
regulatory reports





# Net Interest Margin (TE)



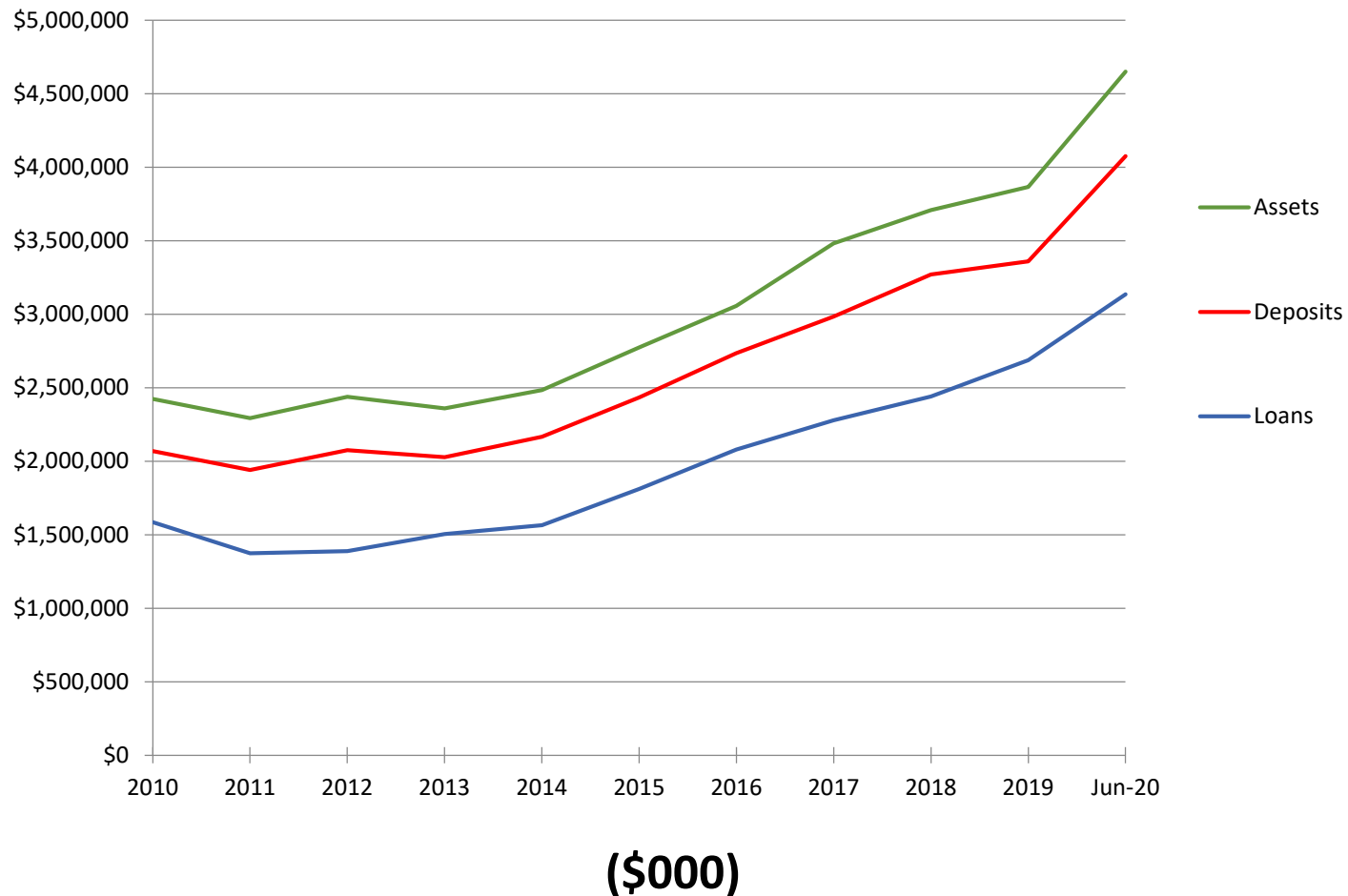
- 93rd percentile to peer as of 12/31/18 (no longer reported on BHCPR)
- Net Interest Margin is declining as general market rates fall.

Information as of December 31 for the year indicated, except for 6/30/20





# 10 Year Growth Trends



Information as of December 31 for the year indicated, except for 6/30/20

Source: Bank holding company  
regulatory reports

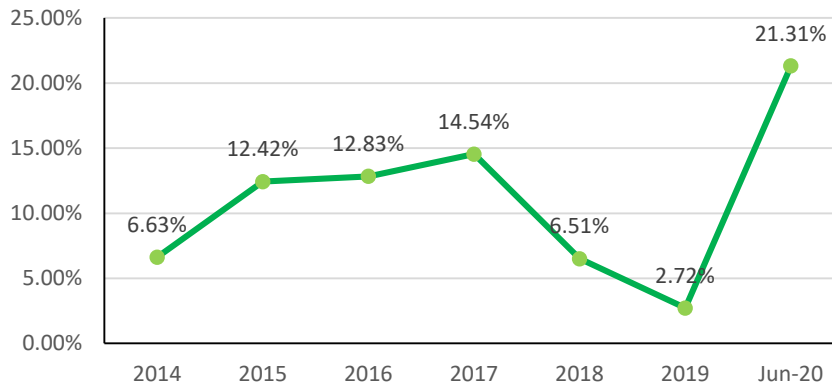




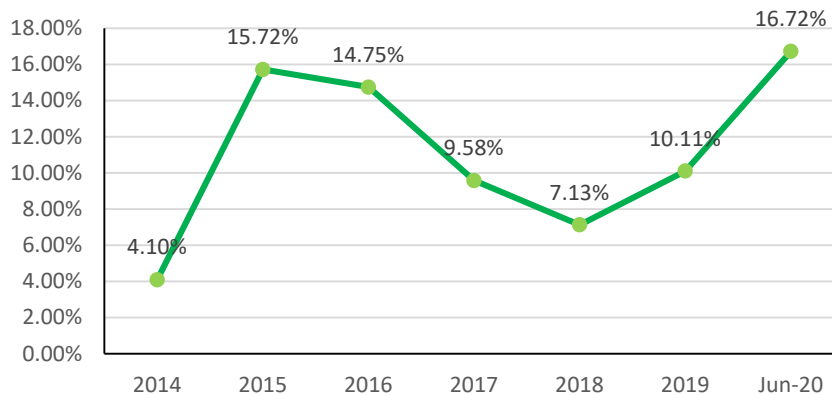


# Deposit and Loan Growth History

Deposit Growth



Loan Growth



- Slower growth in 2018-2019 period is a welcome offset to the rapid growth in 2015-2017
- 9.2% CAGR in Deposits and 10.2% CAGR in Loans for the period 2014 to 2019

Information as of December 31 for the year indicated, except for 6/30/20

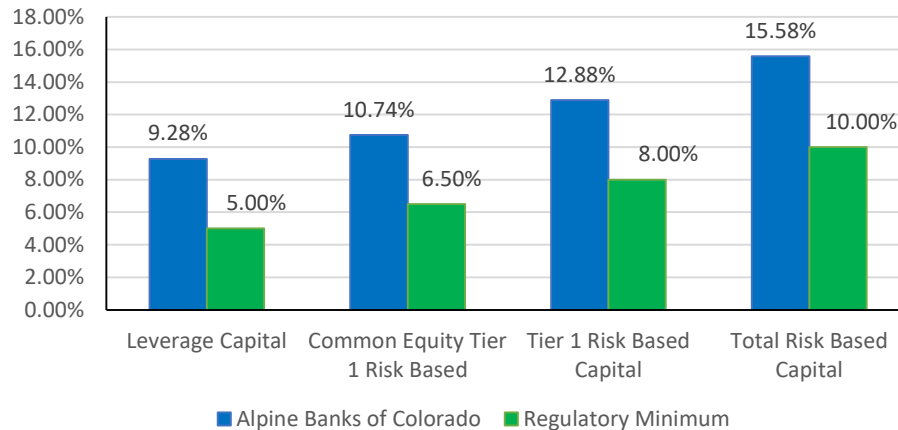
Source: Bank holding  
company regulatory reports





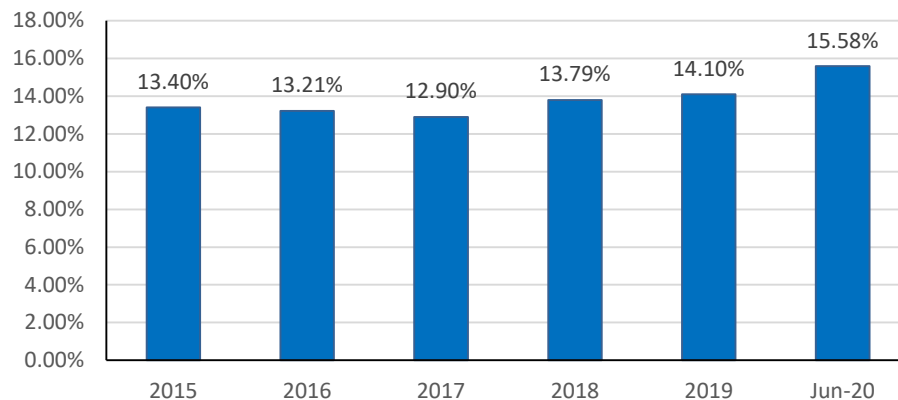
# Capital Ratios

## Regulatory Capital Ratios



- Capital levels in excess of regulatory minimums
- Increase in capital levels with slower asset growth in 2018-2019 period

## Total Risk Based Capital



Information as of December 31 for the year indicated, except for 6/30/20

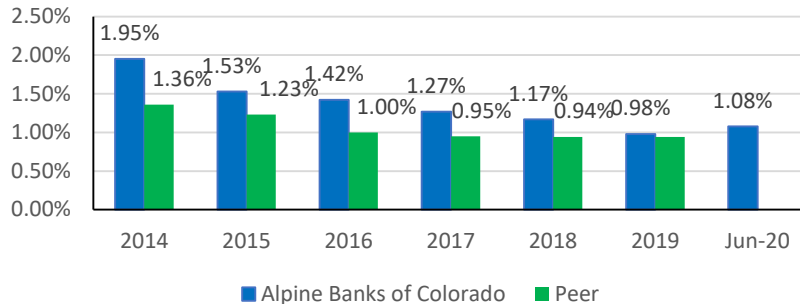
Source: Bank holding  
company regulatory reports





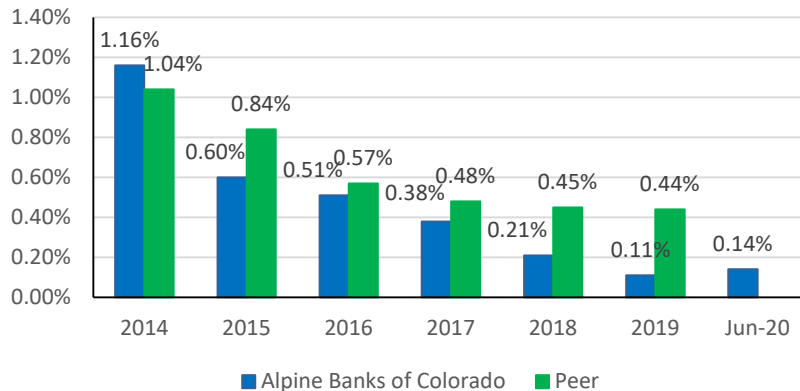
# Asset Quality

Allowance for Loan and Lease Losses (ALLL)  
Percentage

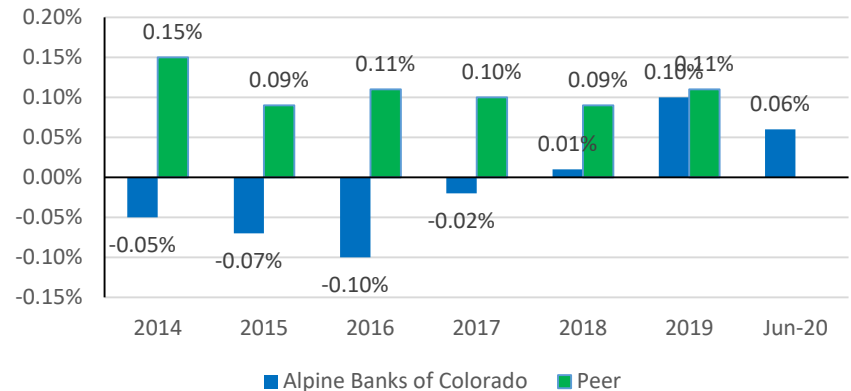


- ALLL 0.04% higher than peer group at 12/31/19
- Nonperforming assets at 0.14% as of 6/30/20 and have declined since 2014
- Net loan charge-off ratio of 0.09% in through Second Quarter 2020
- We expect substantial provisions for loan losses in upcoming quarters due to the COVID-19 pandemic

Non-performing Assets to Total Assets



Net Charge-offs to Average Loans



Information as of December 31 for the year indicated, except for 6/30/20





# OTC Markets

OTC Markets

Market Activity Corporate Services OTC Link ATS Market Data Learn

ALPB

ALPB - Alpine Banks Colorado

OTC MARKETS TOTALS

SECURITIES 11,242 DOLLAR VOL \$860.7M SHARE VOL 6.8B TRADES 194,280

OTCQX Composite 1,206.01 1.24 0.10%

OTCQX Billion+ 1,356.64 1.04 0.08%

OTCQX Dividend 1,306.61 2.47 0.19%

OTCQX Banks 1,737.69 -2.07 -0.12%

OTCQX International 1,204.10 1.08 0.09%

OTCQX Canada 934.40 15.43 1.68%

OTCQX Cannabis 431.78 12.16 2.90%

OTCQX U.S. 2,024.18 21.23 1.06%

OTCQB Venture 453.04 0.22 0.05%

S&P 500 3,349.32 -1.96 -0.06%

OTCQX: Increasing US Ownership for Un-sponsored ADRs Interview with Rory Knight President of Oxford Metrics

OTC Markets

Market Activity Corporate Services OTC Link ATS Market Data Learn

ALPB

ALPB - Alpine Banks Colorado

OTC MARKETS TOTALS

SECURITIES 11,242 DOLLAR VOL \$860.7M SHARE VOL 6.8B TRADES 194,280

3,900.00 ↑ 8.33%

3,600.00 / 3,800.00 (5 x 5)

Real-Time Best Bid & Ask: 11:29am 09/10/2020  
Delayed (15 Min) Trade Date: 12:00am 09/07/2020

Overview Quote Company Profile Security Details News Financials Disclosure Research

OPEN 0.00 DAILY RANGE N/A VOLUME 0 DIVIDEND 64.00

REAL-TIME LEVEL 2 QUOTE

MPID	BID PRICE	SIZE	TIME	MPID	ASK PRICE	SIZE	TIME
CSTI	3600.00	5	11:29	DADA	3800.00	5	09:40
MONR	3200.00	1	07:29	CDEL	3890.00	20	09:30
NITE	3100.00	1	07:31	GTSM	3995.00	1	04:02

Pink

Pink Current Information

Verified Profile 06/2020

Penny Stock Exempt

Independent Directors

DAILY ADVANCERS

QX CPTRF +52.78 %

QX HRST +20.25 %

QX GDLC +15.45 %

QX GLBX +14.34 %

AV DVEE +12.77 %





# Contact Information

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# Market Makers

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