# IN ACCORDANCE WITH RULE 202 OF REGULATION S-T, <br> THE SUPPORTING FINANCIAL DATA OF <br> THIS EXHIBIT 99.3 TO THE REGISTRANT'S FORM S-1 IS BEING <br> FILED IN PAPER PURSUANT TO A CONTINUING HARDSHIP EXEMPTION 

## SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549
FORMSE

# FORM FOR SUBMISSION OF PAPER FORMAT EXHIBITS 

BY ELECTRONIC FILERS

West End Indiana Bancshares, Inc.
(Exact Name of Registrant as Specified in Charter)

0001523854
(Registrant's CIK Number)

Exhibit 99.3.1 to the Form S-1
(Electronic Report, Schedule or Registration Statement of Which the Documents Are a Part (Give Period of Report))

333-175509
(SEC File Number, if Available)

Not Applicable
(Name of Person Filing the Document
(If Other Than the Registrant))

## EXHIBIT 99.3.1

# PRO FORMA VALUATION UPDATE REPORT 

## WEST END INDIANA BANCSHARES <br> Richmond, Indiana

PROPOSED HOLDING COMPANY FOR:
WEST END BANK
Richmond, Indiana

Dated As Of:
September 23, 2011

Prepared By:
$R P^{\circledR}$ Financial, LC.
1100 North Glebe Road
Suite 1100
Arlington, Virginia 22201

Board of Directors<br>West End Bank, S.B.<br>West End Bancshares, Inc.<br>West End Bank, MHC<br>34 South Seventh Street<br>Richmond, Indiana 47374<br>Members of the Board of Directors:

At your request, we have completed and hereby provide an updated independent appraisal (the "Update") of the estimated pro forma market value of the common stock to be issued by the newly formed West End Indiana Bancshares, Inc., Richmond, Indiana (the "Company").

This updated appraisal is furnished pursuant to the requirements of the Code of Federal Regulations and has been prepared in accordance with the "Guidelines for Appraisal Reports for the Valuation of Savings and Loan Associations Converting from Mutual to Stock Form of Organization", originally promulgated by the Office of Thrift Supervision ("OTS"), and applicable regulatory interpretations thereof. Such Valuation Guidelines are relied upon by the Federal Reserve Board ("FRB"), the Federal Deposit Insurance Corporation ("FDIC") and the Indiana Department of Financial Institutions ("DFl") in the absence of separate written valuation guidelines. Our original appraisal report, dated June 10, 2011 (the "Original Appraisal"), is incorporated herein by reference. As in the preparation of our Original Appraisal, we believe the data and information used herein is reliable; however, we cannot guarantee the accuracy and completeness of such information.

The Board of Directors of West End Bank, MHC, (the "MHC"), West End Bancshares, Inc. and West End Bank, S.B., Richmond, Indiana (collectively referred to as "West End" or the "Bank"), adopted the plan of conversion on June 24, 2011, incorporated herein by reference. As a result of the conversion, the MHC will be succeeded by a Maryland corporation with the name of West End Indiana Bancshares, Inc. (the "Company"), a newly formed Maryland corporation. Pursuant to the Plan of conversion, the Company will offer $100 \%$ of its common stock in a subscription offering to Eligible Account Holders, tax-qualified employee benefit plans including the Employee Stock Ownership Plan (the "ESOP"), Supplemental Eligible Account Holders and Other Members, as such terms are define for purposes of applicable federal regulatory guidelines governing mutual-to-stock conversions. To the extent that shares remain available for purchase after satisfaction of all subscriptions received in the subscription offering, the shares may be offered for sale to members of the general public in a community offering and/or a syndicated community offering. Going forward, the Company will own $100 \%$ of the Bank's stock, and the Bank will initially be the Company's sole subsidiary. A portion of the net proceeds received from the sale of the common stock will be used to purchase all of the then to be issued and outstanding capital stock of the Bank and the balance of the net proceeds will be retained by the Company.

## Boards of Directors

September 23, 2011
Page 2

The plan of conversion provides for the Company to contribute common stock and cash to the West End Bank Charitable Foundation, a charitable foundation to be established as part of the conversion and stock offering (the "Foundation"). The Foundation will be funded with a total contribution with a value of $\$ 505,000$, comprised of $\$ 125,000$ in cash and 38,000 shares of conversion stock (value of $\$ 380,000$, based on the $\$ 10.00$ per share offering price). The purpose of the Foundation is to provide financial support to charitable organizations in the communities in which West End operates and to enable those communities to share in West End's long-term growth. The Foundation will be dedicated completely to community activities and the promotion of charitable causes.

This updated appraisal reflects the following noteworthy items: (1) a review of updated financial developments in West End's financial condition and operating results as reflected in the amended prospectus which has been updated to incorporate financial data through June 30, 2011; (2) updated comparison of West End's financial condition and operating results versus the Peer Group; and (3) a review of stock market conditions since the date of the Original Appraisal incorporating stock prices as of September 23, 2011.

## Discussion of Relevant Considerations

1. Financial Results

Table 1 presents summary balance sheet and income statement data through June 30, 2011, as well as comparable data for the period ending March 31, 2011, as set forth in the Original Appraisal. The Bank's financial condition and operating results reflected modest change relative to the March 31, 2011, financial data utilized in the Original Appraisal, which will be discussed more fully below.

## Growth Trends

The Bank's total assets diminished modestly over the quarter ended June 30, 2011, by $\$ 357,000$ or $0.2 \%$. The reduction was primarily the result of a decline in available for sale investment securities which diminished by $\$ 5.1$ million, which was offset by growth in the portfolio of cash and cash equivalents as well as slight growth in the loan portfolio. As discussed in the Original Appraisal, West End's ability to achieve balance sheet growth has been limited in recent periods reflecting both the impact of limited loan demand in West End's market area and owing to the low interest rate environment prevailing through June 30, 2011 (i.e., the residential mortgage portfolio has been shrinking as the majority of residential mortgage loan originations have been for long term fixed rate loans which West End sells into the secondary market). Over the quarter ended June 30, 2011, there was limited change in the respective balances and composition of the Bank's deposits and borrowings balances as well.

During the quarter ended June 30, 2011, equity increased by $\$ 348,000$ ( $2.0 \%$ growth) to equal $\$ 17.8$ million, or $8.2 \%$ of assets. The growth in equity was primarily attributable to an increase in net income which totaled \$184,000 for the quarter ended June 30, 2011, as well as to an increase in accumulated comprehensive income, which increased from $\$ 69,000$ as of March 31, 2011, to $\$ 233,000$ as of June 30, 2011, or by a total of $\$ 164,000$.

Table 1
West End Bank, MHC
Recent Financial Data

|  | At March 31, 2011 |  | At June 30, 2011 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\frac{\text { Amount }}{(\$ 000)}$ | \% of Assets (\%) | $\frac{\text { Amount }}{(\$ 000)}$ | $\begin{gathered} \% \text { of } \\ \frac{\text { Assets }}{(\%)} \end{gathered}$ |
| Balance Sheet Data |  |  |  |  |
| Total assets | \$217,064 | 100.00\% | \$216,707 | 100.00\% |
| Cash and cash equivalents | 8,052 | 3.71\% | 12,127 | 5.60\% |
| Investment securities - AFS | 41,695 | 19.21\% | 36,630 | 16.90\% |
| Loans receivable, net | 152,526 | 70.27\% | 152,612 | 70.42\% |
| Loans held for sale | 0 | 0.00\% | 322 | 0.15\% |
| Fixed assets | 3,575 | 1.65\% | 3,639 | 1.68\% |
| FHLB stock | 1,858 | 0.86\% | 1,709 | 0.79\% |
| BOLI | 4,627 | 2.13\% | 4,666 | 2.15\% |
| Real estate owned | 936 | 0.43\% | 1,252 | 0.58\% |
| Deposits | 176,689 | 81.40\% | 175,097 | 80.80\% |
| Borrowed Funds | 22,000 | 10.14\% | 23,000 | 10.61\% |
| Total stockholders' equity | 17,406 | 8.02\% | 17,754 | 8.19\% |
|  | 12 Months March 31 | $\begin{aligned} & \text { Ended } \\ & 2011 \end{aligned}$ | 12 Months June 30 | $\begin{aligned} & \text { Ended } \\ & 2011 \end{aligned}$ |
|  |  | \% of Avg. |  | \% of Avg. |
|  | $\frac{\text { Amount }}{(\$ 000)}$ | $\frac{\text { Assets }}{(\%)}$ | $\frac{\text { Amount }}{(\$ 000)}$ | $\frac{\text { Assets }}{(\%)}$ |
| Summary Income Statement |  |  |  |  |
| Interest Income | \$10,987 | 5.19\% | \$11,057 | 5.22\% |
| Interest Expense | $(3,842)$ | -1.81\% | $(3,600)$ | 1.70\% |
| Net Interest Income | \$7,145 | 3.37\% | \$7,457 | 3.52\% |
| Provision for Loan Losses | $(1,274)$ | -0.60\% | $(1,575)$ | -0.74\% |
| Net Interest Income after Provisions | \$5,871 | 2.77\% | \$5,882 | 2.77\% |
| Other Operating Income | 1,013 | 0.48\% | 1,055 | 0.50\% |
| Operating Expense | $(6,563)$ | -3.10\% | $(6,725)$ | -3.17\% |
| Net Operating Income | 321 | 0.15\% | 212 | 0.10\% |
| Net Non-Operating Income | 458 | 0.22\% | 708 | 0.33\% |
| Net Income Before Tax | 779 | 0.37\% | 920 | 0.43\% |
| Income Taxes | (263) | -0.12\% | (315) | -0.15\% |
| Net Income (Loss) | \$515 | 0.24\% | \$605 | 0.29\% |
| Core Net Income (Loss) | \$239 | 0.11\% | \$177 | 0.08\% |

Source: West End indiana Bancshares' Prospectus and RP Financial calculations.

## Boards of Directors

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## Loan Receivable

Loans receivable held for investment increased nominally (by $0.1 \%$ ) to equal $\$ 152.6$ million and the proportion of loans-to-assets also increased slightly to equal $70.4 \%$. The modest increase resulted from growth in the outstanding balance of commercial and industrial ("C\&l") loans. The modest increase in C\&I loans over the quarter was partially offset by a limited reductions realized in other segments of the loan portfolio The Bank also maintained a nominal amount of loans held for sale equaling $\$ 322,000$ as of June 30, 2011.

## Cash and Investments

Overall, the balance and composition of the cash and securities portfolio reflected moderate change based on updated financial data. Cash and cash equivalents increased by $\$ 4.1$ million, to equal $\$ 12.1$ million as of June 30, 2011. The Bank's investment portfolio, inclusive of FHLB stock, decreased by $\$ 5.2$ million, to equal $\$ 38.3$ million or $17.7 \%$ of total assets as of June 30,2011 . The majority of the decrease was realized through a modest decline in the AFS securities, which represent the largest segment of the investment portfolio.

## Funding Structure

Deposit balances experienced a modest decline over the quarter ended June 30, 2011, decreasing by $\$ 1.6$ million to equal $\$ 175.1$ million or $80.8 \%$ of assets. Over the corresponding period, borrowings increased by $\$ 1.0$ million to equal $\$ 23.0$ million or $10.6 \%$ of assets. Moreover, the balance and composition of the Bank's funding structure was substantially unchanged, with the deposit composition weighted towards certificates of deposit ("CDs") while the Bank's borrowings consist solely of FHLB advances.

## Equity

The Bank's stockholders' equity increased by $\$ 348,000$ over the six months ended June 30, 2011, to equal $\$ 17.8$ million or $8.2 \%$ of total assets. The Bank maintained surpluses relative to its regulatory capital requirements at June 30, 2011, and was qualified as a "well capitalized" institution. The Offering proceeds will serve to further strengthen the Bank's regulatory capital position and support the ability to diversify and expand the loan portfolio.

## Credit Quality Measures

Updated credit quality measures showed modest improvement in terms of the ratio of non-performing assets ("NPAs")/Assets, which decreased slightly from 1.73\% of assets as of March 31, 2011, to $1.56 \%$ of assets as of June 30, 2011. Reserve coverage ratios also showed limited change, with the ratio of allowances to total non-performing loans increasing to $82.98 \%$ (versus $63.96 \%$ in the Original Appraisal) while the ratio of allowances to total loans decreased by a nominal amount to $1.13 \%$ (versus $1.16 \%$ in the Original Appraisal).

## Income and Expense Trends

The Bank's reported earnings increased modestly from $\$ 515,000$ ( $0.24 \%$ of average assets) for the twelve months ended March 31, 2011, as reflected in our Original Appraisal, to $\$ 605,000$, equal to $0.29 \%$ of average assets, for the twelve months ended June 30, 2011. On a core earnings basis, excluding non-operating items on a tax effected basis, earnings diminished modestly primarily as a result of increased operating expenses. Overall, core earnings declined from $\$ 239,000(0.11 \%$ of average assets) for the twelve months ended March 31, 2011, to $\$ 177,000(0.08 \%$ of average assets) for the twelve months ended June 30, 2011. Details with
respect to changes in the Bank' earnings are more fully explained below.

## Net Interest Income

The Bank's net interest income showed an improving trend during the most recent 12 month period, which served to increase the net interest income to average assets ratio from $3.37 \%$ reported for the 12 months ended March 31,2011 , to $3.52 \%$ during the 12 months ended June 30, 2011. The dollar amount of interest income increased over the time periods examined primarily reflecting growth in the average balance of interest earning assets over the most recent trailing twelve month period as the average asset yields have continued to diminish through the June 2011 quarter. At the same time, the Bank's cost of funds has continued to diminish reducing West End's interest expense. Overall, the Bank's interest rate spread increased from 3.63\% as of March 31, 2011 to $3.75 \%$ as of June 30, 2011.

## Loan Loss Provisions

Provision for loan losses increased based on updated financial data, and totaled $\$ 1.6$ million, equal to $0.74 \%$ of average assets for the twelve months ended June 30, 2011. The current level of loan loss provisions remains well above the low levels which prevailed through fiscal 2008, which management attributes to increasing levels of delinquencies and classified assets coupled with uncertainties regarding the economic environment in the Midwest.

## Non-Interest Income

Non-interest operating income increased based on updated financial data, equaling $\$ 1.1$ million or $0.50 \%$ of average assets for the twelve months ended June 30, 2011, as compared to $\$ 1.0$ million, or $0.48 \%$ of average assets for the twelve months ended March 31, 2011. As noted in the Original Appraisal, the Bank has generated non-interest fee income through banking services on deposit accounts, ATM fees, income on BOLI, mortgage banking activities, and loan servicing income.

## Operating Expenses

The Bank's operating expenses have increased in recent years due to various pressures on operating costs including increased compensation costs as the Bank was required to remain competitive in its pay scales while also adding staff to remain an effective competitor. Additionally, the maintenance and upgrading of the Bank's information systems have also contributed to the increase in operating expenses. The trend toward increasing expense levels continued based on updated financial data, with operating expenses equaling $\$ 6.7$ million, equal to $3.17 \%$ of average assets for the twelve months ended June 30, 2011, which was slightly higher than the level of $\$ 6.6$ million, equal to $3.10 \%$ of average assets reported for the twelve months ended March 31, 2011.

## Non-Operating Income/Expense

Non-operating income and expenses have typically had a limited impact on earnings over the last several years and have primarily consisted of gains on the sale of investments, loans and other assets. For the twelve months ended June 30, 2011, net non-operating income totaled $\$ 708,000$ ( $0.33 \%$ of average assets), which is a moderate increase from $\$ 458,000$ ( $0.22 \%$ of average assets) for the twelve months ended March 31, 2011. The primary factor leading to the increase were gains on the sale of loans, which increased from $\$ 362,000$ for the
twelve months ended March 31, 2011, to $\$ 578,000$ for the twelve months ended June 30, 2011.

## Taxes

The Bank is fully taxable with respect to state and federal corporate income taxes. Higher pre-tax earnings increased income taxes from $\$ 263,000$ ( $0.12 \%$ of average assets) for the twelve months ended March 31, 2011, to $\$ 315,000(0.15 \%$ of average assets) for the twelve months ended June 30, 2011. The Bank's effective tax rate equaled $34.22 \%$ during the twelve months ended June 30, 2011, versus an effective tax rate of $33.81 \%$ for the twelve months ended March 31, 2011. As set forth in the Original Appraisal, the Bank's marginal effective tax rate approximates $39.6 \%$.

## Efficiency Ratio

The Bank's efficiency ratio improved based on updated financial data, equaling $79.01 \%$ for the twelve months ended June 30, 2011, versus $80.45 \%$ for the twelve months ended March 31, 2011. On a post-Offering basis, the efficiency ratio may continue to show some improvement from the benefit of reinvesting the proceeds from the Offering with a portion of the benefit expected to be offset by the increased expense of the stock benefit plans.

## 2. Peer Group Financial Comparisons

Tables 2 and 3 present the financial characteristics and operating results for the Bank, the Peer Group and all publicly-traded thrifts. The Bank's and the Peer Group's ratios are based on financial results through June 30, 2011.

## Financial Condition

In general, the comparative balance sheet ratios for the Bank and the Peer Group did not vary significantly from the ratios exhibited in the Original Appraisal (see Table 2). Relative to the Peer Group, the Bank's interest-earning asset composition continued to reflect a higher level of loans $(70.6 \%$ of assets for the Bank versus $67.8 \%$ for the Peer Group on average) and a lower level of cash, MBS and investments ( $23.3 \%$ for the Bank versus $26.6 \%$ for the Peer Group). West End's funding liabilities continued to reflect a reliance on deposits, a funding strategy that is similar to that of the Peer Group. Specifically, the Bank's deposits equaled $80.8 \%$ of assets as compared to the Peer Group ratio of $79.5 \%$. In addition to a higher proportion of deposits, the Bank also continued to maintain modestly higher borrowings, which were measured at $10.6 \%$ of assets for the Bank versus $8.9 \%$ of assets for the Peer Group (Peer Group figures reflect $0.3 \%$ of assets in the form of subordinated debt).

The Bank's net worth ratio of $8.2 \%$ of assets was substantially unchanged from the level reflected in the Original Appraisal and thus, remained below the Peer Group average ratio of $10.8 \%$. Tangible equity-to-assets ratios for the Bank and the Peer Group equaled $8.2 \%$ and $10.1 \%$, respectively, based on updated financial data. The Bank's pro forma capital position will increase with the addition of stock proceeds, providing the Bank with an equity-to-assets ratio that will substantially exceed the Peer Group's ratio.

Overall, the Bank's updated interest-earning assets-to-interest-bearing liabilities ("IEA/IBL") ratio equaled 102.7\%, which remained below the comparable Peer Group ratio of $106.7 \%$. As discussed in the Original Appraisal, the additional capital realized from stock proceeds should serve to provide West End with an IEA/IBL ratio that approximates or exceeds

October 12, 2011

## VIA Overnight Delivery

Filing Desk
Securities and Exchange Commission
100 F Street, N.E.
Washington, D.C. 20549

## Re: West End Indiana Bancshares, Inc. Form SE



Dear Sir or Madam:
In accordance with Rules 202 and $311(\mathrm{~g})(2)$ of Regulation S-T, the supporting financial information from Exhibit 99.3.1 to the Registration Statement on Form S-1 of West End Bancshares, Inc., Inc. (the "Company"), which is the Company's Valuation Appraisal Report, is being filed in paper format pursuant to the Company's request for a continuing hardship exemption filed by letter dated June 21, 2011, and an SEC approval letter dated June 23, 2011. On behalf of the Company, please find enclosed for filing one (1) original and two (2) copies of the Company's Form SE, which includes the entire Valuation Appraisal Report.

Please acknowledge receipt of this filing by stamping a copy of this letter and returning it to us via our courier. If you have any questions regarding the enclosed, please do not hesitate to contact the undersigned at (202) 274-2004 or Kip Weissman at (202) 274-2029. Thank you for your assistance.


## Enclosures

cc: John P. McBride, President and Chief Executive Officer Kip Weissman, Esq.
mposition and Growth Rate
Comparable institution Analyss
As of August 26,2011

| Balance Sheet as a Percent of Assets |  |  |  |  |  |  |  |  |  | Balance Sheet Annual Growth Rates |  |  |  |  |  |  | Regulatory Capital |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { Cash\& } \\ & \text { Equivalents } \end{aligned}$ | $\begin{gathered} \hline \text { MBS \& } \\ \text { hnvest } \end{gathered}$ | BOLI | Loans | Deposits | Borrowed Funds | $\begin{aligned} & \text { Subd. } \\ & \text { Subet } \end{aligned}$ | $\begin{gathered} \text { Net } \\ \text { Worth } \end{gathered}$ | $\begin{aligned} & \text { Goodwill } \\ & \text { \& hntang } \\ & \hline \end{aligned}$ | Ting Net Worth | Assets | $\begin{aligned} & \text { MBS, Cash \& } \\ & \text { nvesiments } \end{aligned}$ | Loane | Deposlls | $\begin{aligned} & \text { Borrows. } \\ & \text { \&Subdebt } \end{aligned}$ | $\begin{gathered} \text { Not } \\ \text { Noorth } \end{gathered}$ | Tng Net Worth | Tangible | Core | Reg.cap. |
| 5.5\% | 17.7\% | 2.2\% | 70.6\% | 80.8\% | 10.6\% | 0.0\% | 8.2\% | 0.0\% | 8.2\% | 9.11\% | 31.40\% | 3.98\% | 13.26\% | -10.58\% | 3.48\% | 3.48\% | 7,96\% | 7.96\% | 12.85\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | : |  |  |
| 6.2\% | 21.6\% | 1.5\% | 65.6\% | 73.5\% | 12.5\% | 0.5\% | 12.4\% | 0.7\% | 11.7\% | 0.90\% | 7.40\% | -1.03\% | 2.80\% | -17.85\% | 1.97\% | 1.8\%\% | 10.97\% | 10.97\% | 19.23\% |
| 4.7\% | 19.8\% | 1.6\% | 67.4\% | 73.2\% | 11.1\% | 0.0\% | 11.5\% | 0.0\% | 10.4\% | 0.36\% | 6.47\% | -2.89\% | 1.76\% | -12.38\% | 1.66\% | 1.68\% | 9.98\% | 9.98\% | 17.33\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \% |  |  |
| 3.8\% | 22.6\% | 2.2\% | 66.6\% | 79.7\% | 8.9\% | 0.4\% | 10.3\% | 0.7\% | 9.6\% | 1.44\% | 15.43\% | -3.04\% | 4.68\% | -27.35\% | 3.09\% | 3.00\% | 9.38\% | 9.38\% | 14.97\% |
| 4.0\% | 24.1\% | 2.1\% | 65.2\% | 82.1\% | 7.0\% | 0.0\% | 10.7\% | 0.5\% | 9.7\% | 2.19\% | 12.93\% | -4.98\% | 4.06\% | -33.39\% | 3.33\% | 3.68\% | 9.66\% | 9.66\% | 14.60\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4.7\% | 21.9\% | 1.3\% | 67.8\% | 79.5\% | 8.6\% | 0.3\% | 10.8\% | 0.7\% | 10.1\% | 0.21\% | 16.60\% | -3.77\% | 1.81\% | -12.61\% | 8.04\% | 3.66\% | 9.54\% |  | 15.92\% |
| 4.2\% | 24.1\% | 1.4\% | 66.3\% | 80.2\% | 7.6\% | 0.0\% | 10.8\% | 0.3\% | 10.0\% | 0.83\% | 12.03\% | -3.76\% | 1.87\% | -8.58\% | 3.83\% | 3.88\% | 9.74\% | 9.71\% | 15.66\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $7.3 \%$ | 4.0\% | 0.0\% | 85.7\% $65.1 \%$ | $83.9 \%$ $83.0 \%$ | 5.6\% | 0.0\% | ${ }^{8.9 \%}$ | 0.0\% $1.2 \%$ | $8.9 \%$ $9.9 \%$ | - 5.8 . $8.8 \%$ | 43.75\% $6.36 \%$ | 2.27\% $-6.13 \%$ | ${ }^{7.51 \%}$ | $-7.93 \%$ $-3.35 \%$ | $3.47 \%$ $3.66 \%$ | $3.47 \%$ $4.30 \%$ | ${ }_{\text {9, }}^{\text {NA }}$ | Na | N ${ }_{\text {NA }}$ |
| -3.2\% | 25.6\% | -1.3\% | 65.8\% | 83.0\% | 8.3\% | 0.7\% | 11.2\% | 2.2\% | - $11.7 \%$ | -2.8\% | - ${ }^{6.368 \%}$ | ${ }_{-}^{-6.69 \%}$ | -0.44\% | - - -2933\% | 3.66\% $1.18 \%$ | 4.83\% | 9.66\% ${ }_{\text {NA }}$ | 9.66\% | 16.11\% |
| 1.7\% | 24.6\% | 1.6\% | 67.4\% | 72.1\% | 16.4\% | 0.0\% | 11.1\% | 1.6\% | 9.5\% | 4.4\% | 12.06\% | 2.45\% | 3.49\% | 6.10\% | 8.27\% | 10.47\% | 8.36\% | 8.36\% | 13.01\% |
| 5.7\% | 34.9\% | 0.8\% | 53.8\% | 76.9\% | 11.0\% | 1.0\% | 10.5\% | 0.1\% | 10.4\% | -4.0\% | 0.62\% | -8.94\% | -3.21\% | -9.23\% | -2.31\% | -2.04\% | 11.10\% | 11.10\% | 19.18\% |
| 1.8\% | 34.5\% | 1.4\% | 57.4\% | 84.2\% | 1.4\% | 0.0\% | 12.7\% | 0.9\% | 11.8\% | 2.8\% | 7.54\% | 0.40\% | -2.25\% | 49.39\% | 48.61\% | NM | 9.75\% | 9.75\% | 15.66\% |
| 3.7\% | 4.2\% | 1.9\% | 87.0\% | 84.4\% | 5.0\% | 0.0\% | 10.1\% | 0.0\% | 10.1\% | -4.9\% | 17.08\% | -6.17\% | 1.02\% | -56.10\% | 5.31\% | 5.31\% | 9.90\% | 9.90\% | 24.60\% |
| 5.4\% | 16.7\% | 1.3\% | 71.5\% | 80.8\% | 6.8\% | 0.0\% | 11.5\% | 0.2\% | 11.3\% | -2.1\% | 44.44\% | -10.58\% | 3.78\% | -44.50\% | 5.27\% | 3.88\% | NA | NA | 17.51\% |
| 4.8\% | 23.6\% | 2.4\% | 65.2\% | 74.0\% | 15.0\% | 1.8\% | 8.3\% | 0.0\% | 8.2\% | 1.4\% | 11.99\% | -3.83\% | 2.57\% | -5.62\% | 2.94\% | 294\% | NA | NA | NA |
| 3.3\% | 34.3\% | 1.7\% | 57.1\% | 79.6\% | 10.0\% | 0.0\% | 9.6\% | 0.5\% | 9.1\% | 1.0\% | 9.67\% | -3.51\% | 4.46\% | -20.95\% | 4.01\% | 4.50\% | 8.48\% | 8.48\% | 15.40\% |

(1) Financial information is for the quarter ending March 31,2011

Source: SNL Financial, LC. and RPm Financlal, LC. calculations. The information provided in ths table has been obtained from sources we beilieve are reliable, but we cannot guarantee the accuracy or completeness of such information
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the Peer Group's ratio, as the increase in capital provided by the infusion of stock proceeds will serve to lower the level of interest-bearing liabilities and will be primarily deployed into interestearning assets.

The growth rate section of Table 2 shows growth rates for the Bank based on annualized growth for the eighteen months ended June 30, 2011, while the Peer Group's growth rates are based on annual growth for the twelve months ended June 30, 2011 or the most recent twelve month period available. The Bank's assets increased at a $9.1 \%$ annual rate versus asset growth of $0.2 \%$ for the Peer Group. Asset growth by the Bank was primarily attributable to an increase in cash and investments and, to a lesser extent, an increase in loans. Comparatively, the minimal asset growth experienced by the Peer Group was due to declining loan balances which was only partially mitigated by an increasing level of cash and investments. Asset growth by the Bank was funded by deposit growth net the pay down of borrowings. Similarly, the Peer Group realized modest deposit growth which funded the repayment of borrowings which resulted in limited asset growth. Specifically, the Bank's deposits increased at a $13.3 \%$ annual rate, versus annual deposit growth of $1.8 \%$ for the Peer Group. The Bank's net worth increased at an annualized rate of $3.5 \%$ which is mostly attributable to positive earnings. Comparatively, the Peer Group's positive net worth growth of $8.0 \%$ on average was attributable to generally positive net income net of dividends being paid by most of the Peer Group companies. The Peer Group's equity growth was skewed upward by the impact of the capital raised in Jacksonville Bancorp's second step Conversion. The Peer Group median equity growth of $3.83 \%$ compared closely to the Bank's growth rate.

## Income and Expense Trends

Overall, the relationships between the components of the Bank's earnings and the Peer Group's earnings did not change significantly since the date of the Original Appraisal. West End and the Peer Group reported net income to average assets ratios of $0.29 \%$ and $0.61 \%$, respectively, based on updated financial data. As discussed in the Original Appraisal, the Bank's lower returns primarily reflected the Bank's higher loan loss provisions and operating expenses as well as lower levels of non-interest income relative to the Peer Group averages.

The Bank's operating results continue to benefit from a relatively strong level of interest income as a percent of average assets ( $5.22 \%$ for the Bank versus $4.68 \%$ for the Peer Group on average) while interest expense continues to exceed the Peer Group average ( $1.70 \%$ for the Bank versus $1.37 \%$ for the Peer Group on average). Overall, the Bank's net interest income ratio of $3.52 \%$ of average assets continued to exceed the Peer Group average of $3.32 \%$.

Sources of non-interest operating income remained a lower contributor to West End's earnings relative to the Peer Group, at $0.50 \%$ and $0.77 \%$, respectively. Taking noninterest operating income into account in comparing the Bank's and the Peer Group's earnings, West End's efficiency ratio of (operating expenses divided by the sum of non-interest operating income and net interest income) of $79.01 \%$ was less favorable than the Peer Group's ratio of $70.66 \%$. On a post-offering basis, the efficiency ratio may improve from the benefit of reinvesting the proceeds from the Offering.

The Bank's operating expense ratio of $3.17 \%$ increased modestly since the Original Appraisal and thus, remained above the Peer Groups operating expense ratio of $2.89 \%$.

Loan loss provisions for the Bank equaled $0.74 \%$ of average assets, which remained above the Peer Group average, equal to $0.52 \%$ of average assets. As stated in the Original

Appraisal, while the Bank is anticipating that its loan loss provisions may be lower in the future, estimating the level of future loan loss provisions is difficult in the current operating environment and may be predicated on the stabilization of West End's credit quality ratios among other factors.

Net non-operating gains totaled $0.33 \%$ for the Bank and primarily consisted of gains of sale of loans and investment securities. The Peer Group reported net non-operating gains equal to $0.19 \%$ of average assets, which was also largely comprised of net gains on the sale of loans and investments.

The Bank's effective tax rate for the last twelve months, equal to $34.22 \%$, remains modestly above the Peer Group average of $26.56 \%$. The Bank expects that its effective tax rate will continue to approximate the recent historical levels over the near term and thus remain at a comparative disadvantage relative to the Peer Group.

## 3. Stock Market Conditions

Since the date of the Original Appraisal, the major stock market indices have trended downward. Stocks initially moved higher subsequent to the date of the Original Appraisal as worries over Greece's debt crisis eased following a pledge by European leaders to head off a debt default by Greece. More signs of progress regarding Greece's debt crisis and an accord reached by Bank of America with investors that purchased mortgage-backed securities issued by Countrywide helped the DJIA to close out a volatile second quarter on a four day winning streak. Overall, the DJIA ended up 1.8\% for the second quarter.

The rally in the broader stock market continued at the start of the third quarter of 2011, as the DJIA approached a new high for 2011 amid indications the U.S. economy was regaining momentum following a surprising jump in June manufacturing activity. Stocks reversed course following the disappointing employment report for June, which raised fresh doubts about the strength of the U.S. economy. Deepening concerns about the euro-zone debt crisis and the fiscal and economic woes of the U.S. further depressed stocks heading into midJuly. Volatility was evident in the broader stock market heading into the second half of July, as investors weighed generally favorable second earnings reports against threatened debt defaults in the U.S. and Europe. Stocks closed out July posting their biggest weekly drop in over a year on continuing debt-ceiling worries. Signs of a weakening global economy accelerated the selloff in the broader stock market at the beginning of August. The downgrade of the U.S.'s credit rating sparked a global selloff on August $8^{\text {th }}$, pushing the DJIA to its sharpest one-day decline since the financial crisis in 2008. Stocks rebounded the following day on hopes that the Federal Reserve would take some action to avert a meltdown in the financial markets. Significant volatility continued to prevail in the stock market throughout the week, with the DJIA swinging higher or lower by over 400 points for four consecutive trading days. Stocks concluded the volatile week closing higher, which was supported by a favorable report for July retail sales. The stock market traded within a relative narrow range for the first three days of the week ended August 19, 2011, but experienced a large decline of over 400 points on August 18, 2011, as the market reacted to certain business and political news, including additional fears of euro-zone financial difficulties. The market closed down by approximately 175 points on August 19, 2011. Volatility continued to prevail in the broader stock market through the balance of August, reflecting uncertainty related to the European debt crisis, the U.S. economy and the possibility of further action taken by the Federal Reserve to help boost the economy.

A dismal employment report for August pulled stocks lower in early-September, as no jobs were added in August and the unemployment rate remained at $9.1 \%$. Stocks rallied on news of a shakeup in Bank of America's top management, which was followed by a sharp downturn attributed to rising fears about Europe's debt crisis following the resignation of the top German official at the European Central Bank. Doubts about President Obama's stimulus proposal to revive the U.S. economy factored into the negative investor sentiment as well. Stocks rebounded in mid-September, as an agreement for central banks to provide liquidity to the European banking system boosted investor confidence. However, these gains were reversed in the trading week ended September 23,2011 as the DJIA plunged nearly 700 points due to fears of a double-dip recession in the U.S. and the prospects for default on sovereign debt issued by several countries including Greece raised growing concerns that a financial crisis in Europe was brewing. On September 23, 2011, the DJIA closed at 10771.48 or $9.88 \%$ lower since the date of the Original Appraisal and the NASDAQ closed at 2483.23 or $6.07 \%$ lower since the date of the Original Appraisal.

Thrift stocks generally experienced an uneven performance as well since the date of the Original Appraisal and led the broader market lower in early-June as economic data suggested that the recovery was losing momentum. A drop-off in home sales in April hurt the thrift sector as well. Thrift stocks edged higher in mid-June, following a report that housing starts rose in May. Concerns about the economic outlook depressed thrift stocks heading into late-June, which was followed by a late-June and early-July rally. Thrift stocks participated in the rally led by bank stocks on news of Bank of America's mortgage-backed securities settlement and the Federal Reserve's regulation for interchange fees concluded with a higher-than-expected interchange fee cap.

The thrift sector paralleled trends in the boarder stock market at start of the third quarter of 2011, initially rallying on upbeat economic data showing an unexpected increase in June manufacturing activity followed by a pullback that was driven by the disappointing employment report for June. Second quarter earnings reports for thrifts were generally better compared to the year ago period, which along with U.S. debt worries, provided for a narrow trading range for thrift stocks through mid-July. Thrift stocks followed the broader market lower in-late July, which was largely related to the ongoing debt stalemate in Washington. Financial stocks plunged following the downgrade of the U.S.'s credit rating, as fears about the health of the U.S. banking system returned to the market. The volatility that prevailed in the broader stock market during the week that followed the downgrade of U.S. debt was particularly evident in the financial sector, with bank and thrift stocks underperforming the broader stock market. Notably, bank and thrift stocks diverged from the broader stock market at the end of the week, as a weak reading for consumer sentiment pressured bank and thrift stocks lower. Thrift stocks rebounded in mid-August and then declined along with the broader stock market. The European debt crisis and a decline in July existing home sales were noted factors that contributed to the selloff. Following a late-August rebound, the weak employment numbers for August pushed thrift stocks lower in early-September. Financial stocks led a one-day rally in the broader stock market on news of Bank of America's changes to top management, which was followed by a selloff heading into mid-September on worries about the U.S. economy and the debt crisis in Europe. Financial stocks were among the primary beneficiaries of a more optimistic outlook for the debt crisis in Europe, as bank and thrift stocks experienced a weeklong rally in mid-September. However, these gains were reversed in the trading week ended September 23, 2011, as the broader market selloff resulted in a selloff in the financial sector reflecting the impact that the problems with Europe's sovereign debt and its impact on European banks would impact the US financial sector and increase the likelihood that the anticipated
economic recovery would stall. On September 23, 2011, the SNL Index for all publicly-traded thrifts closed at 442.03, a decrease of $16.8 \%$ since June 10, 2011.

The updated pricing measures for the Peer Group were lower since the date of the Original Appraisal. In this regard, the average P/B and P/TB ratios of the Peer Group decreased in a range of $8 \%$ to $9 \%$ while the change in the earnings based measures for the Peer Group also trended downward, with the P/E multiple based on reported earnings decreasing by $23.5 \%$ while the P/E multiple based on core earnings decreased by $10.6 \%$. The book value based pricing measures for all publicly traded thrifts have diminished in a range of $7 \%$ to $13 \%$ while the earnings based pricing measures reflected a reduction of approximately $6 \%$ on a reported earnings basis while the Price/Core earnings multiple decreased by approximately $4 \%$. The current operating environment has contributed to earnings volatility and volatility in the earnings based pricing ratios. As a result, the book value based pricing measures may be a better measure of short term valuation trends in the market. A comparative pricing analysis is shown in the following table, based on market prices as of the June 10, 2011, date of the Original Appraisal and September 23, 2011.

Table 4
West End Bank
Average Pricing Characteristics

|  | At June 10, $2011$ | At September 23, $2011$ | \% <br> Change |
| :---: | :---: | :---: | :---: |
| Peer Group |  |  |  |
| Price/Earnings | 14.92x | 11.41x | (23.5) \% |
| Price/Core Earnings | 16.26x | 14.53x | (10.6) \% |
| Price/Book | 73.20\% | 66.86\% | (8.7) \% |
| Price/Tangible Book | 78.04\% | 71.26\% | (8.7) \% |
| Price/Assets | 7.24\% | 6.82\% | (5.8) \% |
| Avg. Mkt. Capitalization (\$Mil) | \$33.5 | \$30.6 | (8.7) \% |
| All Publicly-Traded Thrifts |  |  |  |
| Price/Earnings | 17.61x | 16.50x | (6.3) \% |
| Price/Core Earnings | 19.20x | 18.53x | (3.5) \% |
| Price/Book | 77.05\% | 71.79\% | (6.8) \% |
| Price/Tangible Book | 84.70\% | 73.99\% | (12.6) \% |
| Price/Assets | 9.35\% | 8.57\% | (8.3) \% |
| Avg. Mkt. Capitalization (\$Mil) | \$326.6 | \$262.0 | (19.8) \% |
| Other |  |  |  |
| SNL Thrift Index | 531.47 | 442.03 | (16.8) \% |

As set forth in the Original Appraisal, the "new issue" market is separate and distinct from the market for seasoned issues like the Peer Group companies in that the pricing ratios for converting issues are computed on a pro forma basis, specifically: (1) the numerator and denominator are both impacted by the conversion offering amount, unlike existing stock issues in which price change affects only the numerator; and (2) the pro forma pricing ratio

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incorporates assumptions regarding source and use of proceeds, effective tax rates, stock plan purchases, etc. which impact pro forma financials, whereas pricing for existing issues are based on reported financials. The distinction between the pricing of converting and existing issues is perhaps most evident in the case of the price/book ("P/B") ratio in that the P/B ratio of a converting thrift will typically result in a discount to book value, whereas in the current market for existing thrifts the $P / B$ ratio may reflect a premium to book value. Therefore, it is appropriate to also consider the market for new issues, both at the time of the conversion and in the aftermarket.

As detailed in Table 5, four standard conversions and one second step conversion have been completed during the past three months since the date of the Original Appraisal. Key information pertaining to the standard conversions completed since the Original Appraisal which has been detailed in Table 5 has been provided in summary form below.

|  | Conversion |  |  | Assets |  | P/TB |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | State | Date | Ticker |  |  |  |
|  |  |  |  |  | \$Mil) | (\%) |
| Standard Conversions |  |  |  |  |  |  |
| Poage Bankshares, Inc. | KY | 9/13/11 | PBSK | \$ | 295 | 60.0\% |
| FF Bancorp, inc. | 1 L | 7/8/11 | IROQ | \$ | 409 | 63.4\% |
| State Investors Bancorp, Inc. | LA | 7/7/11 | SIBC | \$ | 214 | 63.3\% |
| First Connecticut Bancorp, Inc. | CT | 6/30/11 | FBNK | \$ | 1,455 | 72.9\% |

The closing pro forma price/tangible book value ratio of the standard conversion offerings ranged from a low of $60.0 \%$ to $72.9 \%$ and through September 23, 2011, all four recent standard conversion offerings had traded up in aftermarket trading by an average of 11.3\% relative to their respective IPO prices, notwithstanding the recent market selloff. Additionally, four offerings were oversubscribed, including Poage Bankshares which completed its conversion offering following the market selloff which commenced in July and continued through its September conversion date.

There are important difference between these companies completing standard conversion offerings and West End as they were larger on average with First Connecticut having in excess of $\$ 1$ billion in total assets and its pricing ratios reflect both its larger size, posttransaction liquidity of its common stock, and more favorable market area.

Poage Bankshares and IF Bancorp are perhaps the most comparable of the companies completing standard conversion transactions over the last three months in relation to West End, particularly in terms of their Midwest locations (i.e., Kentucky and Illinois) outside of major metropolitan areas and their asset sizes (i.e., both less than $\$ 500$ million). Both companies had oversubscribed offerings which closed at pro forma P/TB ratios of $60.0 \%$ and $63.4 \%$, respectively and traded up in the aftermarket by of pro forma by $10.5 \%$ and $9.0 \%$, respectively through September 23, 2011.

Shown in Table 6 are the current pricing ratios for the fully-converted offerings completed since the date of the Original Appraisal that trade on NASDAQ or an Exchange. The current average $\mathrm{P} / T \mathrm{~B}$ ratio for the recent fully-converted offerings ( 4 standard conversions and 1 second step conversion) equaled $69.71 \%$, based on closing stock prices as of September 23,

Table 5
Recent Conversions Completed in Last 3 Month

| hatituteral hromation | Fnancla | He Conver | a |  | Ofterin | no hiorma |  |  | Ubon to |  | Sober Pricthase |  |  | Pring | Ratios(3) | Form | Fata |  |  |  |  |  |  | Aropr | chag Tie |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| hositution Converation <br> Date$\quad$ Tcker | $\frac{\text { Anegeft }^{(5 N)}}{(\mathrm{SNa})}$ |  | $\begin{aligned} & \text { Apagets } \\ & \hline \text { Ant } \end{aligned}$ |  |  |  |  |  |  | $\frac{\frac{680}{2000}}{(6)}$ |  |  |  | $\frac{\frac{\mathrm{PITI}}{(x)}}{(x)}$ | $\begin{aligned} & \text { corere } \\ & \frac{7(1)}{(x)} \end{aligned}$ | $\frac{\mathrm{PA}}{(\mathrm{y})}$ |  | $\frac{\mathbb{E E A}}{(\mathbb{Q})}$ | $\begin{aligned} & \text { Corer } \\ & \frac{10(\%)}{(x)} \\ & \hline \end{aligned}$ | $\frac{\text { pote }}{\frac{\text { picise }}{(5)}}$ | $\begin{gathered} \text { Tratatide } \\ \frac{\text { cope }}{(8)} \end{gathered}$ | $\frac{\left(c_{108}^{x}\right.}{(x)}$ |  |  |  | $\frac{c_{98}^{*}}{(8)}$ | $\begin{aligned} & \text { Triuu } \\ & \frac{\operatorname{singry1}}{(5)} \end{aligned}$ | $\frac{\text { crose }}{(*)}$ |
| Standara Convertions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 205 | ${ }^{9.598 \%}$ | 0.63\% | ${ }_{7}^{1086}$ | ${ }^{33.7}$ | 100\% 13 |  | NA. | NA. |  |  | 4.3\% | 0.00\% | ${ }^{60.0 \%}$ |  |  |  | ${ }^{17.40}$ | 208 | \$10.00 | ${ }_{\text {S12, }}^{11.13}$ | ${ }_{18,78}^{11.36}$ | \$31.23 | ${ }_{165 \%}^{123 \%}$ | \$1123 | ${ }_{\text {chem }}^{12.36}$ | \$11.05 | ${ }_{80.58}^{10.58}$ |
|  | ${ }_{24}^{409}$ | 9.15\% | ${ }^{1.048}$ | ${ }_{754}^{736}$ | 29.1 | 100\% | 3.76\% | ${ }^{\text {c/s }}$ | Orn | ${ }_{\text {8,0\% }}^{8.0 \%}$ | 4.0.0\% 10.08 | 4.4.2 | 0.000\% |  | ${ }^{222.48} 4$ |  |  |  | ${ }_{1}^{2.88}$ | 51000 | \$17.67 | 19,5\% | ${ }_{\text {S12, }}^{31.65}$ | $\stackrel{18.56}{156 \%}$ | ${ }_{\text {S10, }}^{51.60}$ | ${ }^{16.0 \%}$ | \$10.90 | 10.9\% |
| \|tile | \$ 1.455 | ${ }_{6.60 \%}$ | ${ }^{1.49 \%}$ | 06\% | ${ }_{171.9}$ | $100 \%$ |  | os | 0\%1448 |  | 4.0\% 10.04 | 1.2\% | 0.00\% | ${ }_{72.5}$ | ${ }_{\text {121.1x }}^{\text {22, }}$ |  |  |  | 0.68 | \$10.00 | \$11.08 | 10.68 | \$11.66 | 11.6\% | ${ }_{511.11}$ | 11,1\% | \$11.09 | 10.9\% |
| Averaget - Standard |  |  | 1.05\% | as\% | 69.9 | 100\% 13 |  | Na. |  |  | 4.0\% 10.0\% | 4.2\% | \% |  |  |  |  |  |  | 9.00 | . 43 | 34. | \$1.43 | \% | 511. | 12.0\% | \$11. | * |
| dlant - Standar | 362 | 9.35\% | 1.04\% | ${ }^{85 \%}$ | 39.3 | 100\% 13 | * $3.8 \%$ | na. | Na. | 9.0\% | 4.0\% 10.0\% | 4.35 | 0.00\% | 63.3\% |  |  | 0.3\% |  | 1.8\% | 510.00 | \$11.40 | 140\% | 511.4 | 14.46. | \$11. | 11.7\% |  | 10.7\% |
| Second Step Converstons |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Maugatuek Vanley Fn. Corp | 5 564 | 0\% |  |  | 33.4 | 60\% 10 | 5.4\% | N.A. |  |  | 3.2\% 7.90 | 1.6\% | 0.00\% | 69.\% |  |  |  |  |  | 88.00 | 57.90 |  | \$7.80 | -2.5\% | 98.15 | 1.9\% | 87.66 | -4.3\% |
| Averaget - All Conversions: <br> Medians - All Conve rs lone | $\begin{array}{ll} 1900 \\ 5 & 408 \end{array}$ | $\begin{aligned} & 9.0 .332 \\ & 9.30 \% \end{aligned}$ | $\begin{aligned} & 1.46 \% \\ & 1.04 \% \end{aligned}$ | 78\% | $\begin{aligned} & 5 \\ & 5 \\ & 5 \end{aligned}$ | 92\% 12 |  |  | $\mathrm{Na}_{\mathrm{NA}}$ |  | $\left.\begin{array}{cc} 3.0 .0 \% \\ 0.0 \% & 0.0 \% \\ 0.004 \end{array} \right\rvert\,$ |  | $\begin{array}{\|l\|l\|} \hline \end{array}$ | $\begin{aligned} & \text { } 65.9 \times \\ & 6.40 \end{aligned}$ |  |  |  |  | $1.80$ | \$8.500 | $\left[\begin{array}{l} \$ 1,73 \\ \$ 11,13 \end{array}\right.$ | $\begin{aligned} & 11.2 x \\ & 11.38 \\ & \hline \end{aligned}$ | $\begin{aligned} & \$ 10.70 \\ & 51123 \end{aligned}$ | ${ }_{\substack{\text { a }}}^{10.94}$ | $510.59$ $\$ 14.84$ | 10 | \$10.44 | ${ }_{\text {cose }}^{8.2 \times 8}$ |
|  <br> (1) Nor-OTT requaled Ilytr: <br> (2) As a percentiof MHC olfering tor MC tranacilione. <br> (3) Doos not take mho account tho adopition of SOPS3-6 | pha |  | Nat Trade | ("N"- | ma Appleable, | , Not Avat | bic: Ofsca | ashslock |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | (5) Latest grice if offering to more than one week but less than one month old. <br> (6) Altuat hotiling company pro forma data on fual convertion batis. <br> (7) Strultanecusly completed accuitition of another financtal inetilution. <br> (8) Stivilaneougly converted to a commerctad bark charter. |  |  |  |  |  |  |  |  | (9) Former credil unon. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | aplenter |  |

## Table 6

Market Picing Corpparatives

| Financlal hosilitilan |  | $\begin{gathered} \text { Markel } \\ \text { Capitaization } \end{gathered}$ |  |  |  |  |  |  |  |  |  |  |  | Financial Characteristlos(6) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | ${ }_{\text {Core Share Data }}^{\text {Cooak }}$ | Pricing Ratios(3) |  |  |  |  | Dividends(4) |  |  |  |  |  |  |  |  |  |  |
|  |  | Pricel |  |  |  |  |  | Market | 12 Month | Valuet | $\begin{aligned} & \text { Amount/ } \\ & \text { Share } \end{aligned}$ | Yield | Payout Ralio(5) |  |  | Tang Eil | NPAS/ | Reporled |  | Core |  |
|  |  | $\frac{\text { Share(1) }}{(\$)}$ | $\frac{\text { Value }}{\text { (SMiI) }}$ | $\frac{\operatorname{Ex}(2)}{(5)}$ | $\frac{\text { Share }}{\text { (s) }}$ | $\frac{P \sqrt{\prime x}}{(x)}$ | $\frac{\mathrm{P}, \mathrm{BB}_{(\%)}^{(1)}}{}$ | $\frac{(\% / A)}{(\%)}$ | $\frac{\mathrm{P} 7 \mathrm{BI}}{(\%)}$ | $\frac{\text { PlCore }}{(x)}$ |  |  |  | $\frac{\text { Assets }}{\text { (\$MII) }}$ | $\frac{\text { Assets }}{(\%)}$ | $\frac{\text { Assels }}{(\%)}$ | $\frac{\text { Assels }}{(\%)}$ | $\frac{\mathrm{KOA}}{(\%)}$ | $\frac{\mathrm{ROE}}{(\%)}$ | $\frac{\mathrm{ROA}}{(\%)}$ | $\frac{\mathrm{ROE}}{(\%)}$ |
| Alfublic | Companies |  |  | $\$ 8.65$ | \$235.29 | (\$0.05) | \$13.13 | 17.49x | 75.83\% | 9.31\% | 78.92\% | 18.35x | \$0.20 | 1.97\% | 28.28\% | \$2,602 | 12.21\% | 11.54\% | 3.88\% | 0.09\% | 0.61\% | 0.01\% | -0.24\% |
| Conver | Last 3 Months (no M-C) | \$10.44 | \$75.01 | \$0.26 | \$14.95 | 23.32x | 69.70\% | 11.68\% | 69.71\% | 28.85x | \$0.02 | 0.31\% | 13.04\% | 5647 | 18.71\% | 16.71\% | 1.52\% | 0.26\% | $-0.66 \%$ * | 0.29\% | 1.55\% |
| Converted Since the Dale of the Original Appraisal (June 10, 2011) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| fink | First Connecticut Bancorp of CT | \$11.09 | \$198.29 | \$0.08 | \$14.71 | NM | 75.38\% | 12.15\% | 75.38\% | NM | \$0.00 | 0.00\% | NM | \$1,632 | 16.11\% | 16.11\% | 1.39\% | -0.47\% | -4.08\% | 0.09\% | 0.80\% |
| ROO | F Bancorp, hc. of l . | \$10.90 | \$52.44 | \$0.45 | \$15.78 | 19.12x | 60.07\% | 11.71\% | 69.07\% | 24.22x | \$0.00 | 0.00\% | 0.00\% | 5448 | 16.95\% | 16.95\% | 1.36\% | 0.61\% | NM | 0.48\% | NM |
| NSL | Naugatuck Valley Fin. Corp. of CT | \$7.66 | \$53.64 | \$0.19 | \$11.79 | ${ }^{33.30 x}$ | 64.97\% | 8.89\% | 65.03\% | NM | \$0.12 | 1.57\% | 52.17\% | \$596 | 13.84\% | 13.83\% | 2.83\% | 0.28\% | 2.77\% | 0.23\% | 2.29\% |
| PBSK | Peage Bankshares, hic of KY | \$11.05 | \$37.26 | \$0.33 | \$16.66 | 17.54x | 66.33\% | 11.55\% | 66.33\% | 33.48x | \$0.00 | 0.00\% | 0.00\% | \$322 | 17.42\% | 17.42\% | 0.63\% | 0.66\% | NM: | 0.35\% | NM |
| SIBC | State Investors Bancorp of LA | \$11.49 | \$33.44 | \$0.24 | \$15.80 | NM | 72.72\% | 14.09\% | 72.72\% | NM | \$0.00 | 0.00\% | 0.00\% | \$239 | 19.25\% | 19.25\% | 1.28\% | 0.24\% | NM | 0.29\% | NM |

(1) Average of Hothlow or Bil/Ask price per share.
(2) ES (estirnale core basis) is based on aclual frailing 12 month data, adiusled to onit non-operating items on a lax-effected basis.
(4) hdicated 12 earnings; PR $=$ Price to book; PPA $=$ Price to assets; PrIB
(5) hdicicated 12 month dividend as a percent of trailing 12 month estimated core earnings.
(6) ROA (return on assolts) and ROE (return on equily) are indicated ratlos basod on trailing 12 month cormmon earnings and average connmon equity and total assets balances.
(7) Excludes fromaverages and medians those cormpanies the subiject of actual or rumored acquisision acclivities or unusual overating characteristics.

Source: SNL. Financial, LC. and RPD Financlal, LC. calculations. The information provided in inds report has been oblained fromsources we beleve are reliable, but we cannot guarantee the accuracy or completeness of such information,
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2011. RP Financial considered these recent trends with respect to new issues in the determination of the Bank's updated value.

## Summary of Adjustments

In the Original Appraisal, we made the following adjustments to West End Indiana Bancshare's pro forma value based upon our comparative analysis to the Peer Group:

Key Valuation Parameters:
Financial Condition
Profitability, Growth and Viability of Earnings
Asset Growth
Primary Market Area
Dividends
Liquidity of the Shares
Marketing of the Issue
Management
Effect of Govt. Regulations and Regulatory Reform

Valuation Adjustment
Slight Upward
No Adjustment
Slight Upward
Slight Downward
No Adjustment
Slight Downward
Slight Downward
No Adjustment
No Adjustment

In examining the valuation adjustments made relative to the Peer Group in the Original Appraisal, we concluded that no adjustment to the valuation parameters for financial condition or earnings prospects relative to the adjustments made in the Original Appraisal were necessary, as the relationship of these parameters relative to the Peer Group remain relatively unchanged based on updated financial data for both. Additionally, the other valuation adjustments relative to the Peer Group were unchanged including the parameters concerning asset growth, primary market area, dividends, liquidity, management and effect of government regulation and regulatory reform.

Since the date of the Original Appraisal, the Peer Group's pricing ratios have declined in a range of $8 \%$ to $9 \%$ based on the book value pricing measures and $10.6 \%$ decline based on core earnings. The general market for thrift stocks was down since the date of the Original Appraisal, underperforming the broader stock market with the DJIA showing a decline of 7.9\% since the date of the Original Appraisal compared to a decline of $16.8 \%$ in the SNL Index for all publicly-traded thrifts. At the same time, the Peer Group's pricing ratios had diminished by a lesser amount than the broader thrift market.

Notwithstanding the decline in the major market indices and bank stocks including the Peer Group since the date of the Original Appraisal, four thrifts have completed standard conversion offerings. All four offerings were oversubscribed and closed their respective offerings at the supermaximum of their offering ranges at pro forma $\mathrm{P} / \mathrm{TB}$ ratios ranging from $60.0 \%$ to $72.9 \%$. Moreover, all four of the standard conversions completed since the date of the Original Appraisal had traded up by an average of 11.3\% through September 23, 2011, and had an average pro forma P/TB ratio equal to $70.9 \%$ as of September 23, 2011.

Overall, taking into account the foregoing factors, including the decline of the Peer Group's pricing ratios, the oversubscriptions of the four recent standard conversion offerings, their pricing at closing and aftermarket price performance we believe that an increase is warranted to the estimated pro forma valuation range set forth in the Original Appraisal.

## Valuation Approaches

In applying the pro forma market value approach to valuation promulgated by the Federal and state regulatory agencies, we considered the three key pricing ratios in valuing the Bank's to-be-issued stock -- price/earnings ("P/E"), price/book ("P/B"), and price/assets ("P/A") approaches -- all performed on a pro forma basis including the effects of the conversion proceeds. In computing the pro forma impact of the Conversion and the related pricing ratios, we have incorporated the valuation parameters disclosed in the Bank's prospectus for reinvestment rate, effective tax rate, offering expenses and stock benefit plan assumptions (summarized in Exhibits 2 and 3). In our estimate of value herein, we assessed the relationship of the pro forma pricing ratios relative to the Peer Group, taking into account the valuation adjustments noted in the Original Appraisal. In arriving at the valuation conclusion, we have continued to evaluate each of the three pricing ratios and give similar weight to each approach as in our Original Appraisal.

Based on the foregoing, we have concluded that an increase in West End's value is appropriate. Therefore, as of September 23, 2011, the pro forma market value of West End's conversion stock, including the shares sold in the offering and issued to the Foundation, equaled $\$ 16,380,000$ at the midpoint, equal to $1,638,000$ shares offered at a per share value of $\$ 10.00$. The updated valuation represents a $13.9 \%$ increase relative to the $\$ 14.4$ million midpoint valuation conclusion reached in our Original Appraisal. The $13.9 \%$ increase in the Bank's pro forma pricing ratios takes into account the new issue market, trends in the broader market indices, the market for financial institution stocks generally and the change in the Peer Group's pricing ratios in particular.

1. P/E Approach. In applying the P/E approach, RP Financial's valuation conclusions considered both reported earnings and a recurring or "core" earnings base, that is, earnings adjusted to exclude any one time non-operating and extraordinary items, plus the estimated after tax-earnings benefit from reinvestment of net stock proceeds. The Bank's reported earnings equaled $\$ 605,000$ for the twelve months ended June 30, 2011. In deriving West End's core earnings, the adjustments made to reported earnings were to eliminate gains on the sale of loans and investment securities, which equaled $\$ 578,000$ and $\$ 154,000$, respectively, for the twelve months ended June 30, 2011, and add back the gain on sale of other assets equal to $\$ 24,000$ for the twelve months ended June 30, 2011. As shown below, on a tax effected basis, assuming an effective marginal tax rate of $39.6 \%$ for the earnings adjustments, the Bank's core earnings were determined to equal $\$ 177,000$ for the twelve months ended June 30, 2011.

Amount

| Net income(loss) | $\$ 605$ |
| :--- | :---: |
| Deduct: Gain on sale of loans | $(578)$ |
| Deduct: Gain on sale of investment securities | $(154)$ |
| Addback: Gain on sale of other assets | 24 |
| Addback: Tax Effect (1) | $\underline{280}$ |
| Core earnings estimate | $\$ 177$ |

(1) All the adjustments are tax effected at the Bank's $39.61 \%$ marginal tax rate.

## Boards of Directors

September 23, 2011
Page 18

Based on West End's reported and estimated core earnings, and incorporating the impact of the pro forma assumptions, the Bank's reported and core P/E multiples at the $\$ 16.4$ million midpoint of the valuation range equaled 30.48 times and 149.62 times, respectively. The Bank's updated reported and core P/E multiples provided for premiums of 167.1\%and 929.7\% relative to the Peer Group's average reported and core P/E multiples of 11.41 times and 14.53 times, respectively (versus premiums of $100.1 \%$ and $329.8 \%$ relative to the Peer Group's average reported and core P/E multiples as indicated in the Original Appraisal). In comparison to the Peer Group's median reported and core earnings multiples of 11.99 times and 14.72 times, respectively, the Bank's pro forma reported and core P/E multiples at the $\$ 16.4$ million midpoint value indicated premiums of $154.2 \%$ and $916.4 \%$, respectively (versus premiums of $138.8 \%$ and $333.2 \%$ relative to the Peer Group's median reported and core P/E multiples as indicated in the Original Appraisal). RP Financial gave consideration to the premium earnings multiples at the updated valuation conclusion in applying discounts pursuant to the book value approach to valuation. The Bank's implied conversion pricing ratios relative to the Peer Group's pricing ratios are indicated in Table 7, and the pro forma calculations are detailed in Exhibits 2 and 3.
2. P/B Approach. P/B ratios have generally served as a useful benchmark in the valuation of thrift stocks, with the greater determinant of long term value being earnings. In applying the P/B approach, we considered both reported book value and tangible book value. Based on the $\$ 16.4$ million midpoint value, the Bank's P/B and P/TB ratios both equaled $53.59 \%$. In comparison to the average $P / B$ and $P / T B$ ratios indicated for the Peer Group of $66.86 \%$ and $71.26 \%$, respectively, West End's updated ratios reflected a discount of $19.8 \%$ on a P/B basis and a discount of $24.8 \%$ on a P/TB basis. In comparison to the median P/B and P/TB ratios indicated for the Peer Group of $62.67 \%$ and $71.50 \%$, respectively, West End's updated ratios reflected discounts of $14.5 \%$ and $25.0 \%$ at the $\$ 16.4$ million updated midpoint value.

As previously discussed, we have given consideration to recent trends in the new issue market including the closing prices of the four standard conversion offerings completed since the date of the Original Appraisal and their pricing ratios in aftermarket trading through September 23, 2011. All four offerings were oversubscribed and closed their respective offerings at the supermaximum of their offering ranges and pro forma P/TB ratios ranging from $60.0 \%$ to $72.9 \%$ and subsequently traded up in aftermarket trading. As of September 23, 2011, the four companies completing standard conversion offerings since the date of the Original Appraisal were trading at an average P/TB ratio of $70.9 \%$.
3. P/A Approach. P/A ratios are generally not as a reliable indicator of market value, as investors do not place significant weight on total assets as a determinant of market value. Investors place significantly greater weight on book value and earnings -- which have received greater weight in our valuation analysis. At the $\$ 16.4$ million updated midpoint value, West End's pro forma P/A ratio equaled 7.14\%. In comparison to the Peer Group's average P/A ratio of $6.82 \%$, West End's P/A ratio indicated a premium of $4.7 \%$ (versus a discount of 13.0\% at the midpoint valuation in the Original Appraisal). In comparison to the Peer Group's median P/A ratio of $6.34 \%$, West End's P/A ratio at the $\$ 16.4$ million midpoint value indicated a premium of $12.6 \%$ (versus a discount of $10.3 \%$ at the midpoint valuation in the Original Appraisal).

## Valuation Conclusion

Based on the foregoing, it is our opinion that, as of September 23, 2011, the estimated aggregate pro forma market value of the shares to be issued immediately following the conversion, including the shares sold in the offering and issued to the Foundation, equaled $\$ 16,380,000$ at the midpoint, equal to $1,638,000$ shares offered at a per share value of $\$ 10.00$. Pursuant to conversion guidelines, the $15 \%$ offering range indicates a minimum value of $\$ 13,980,000$ and a maximum value of $\$ 18,780,000$. Based on the $\$ 10.00$ per share offering price determined by the Board, this valuation range equates to total shares outstanding of $1,398,000$ at the minimum and $1,878,000$ at the maximum. In the event the appraised value is subject to an increase, the aggregate pro forma market value may be increased up to a super maximum value of $\$ 21,540,000$ without a resolicitation. Based on the $\$ 10.00$ per share offering price, the super maximum value would result in total shares outstanding of $2,154,000$. Based on this valuation range, the offering range is as follows: $\$ 13,600,000$ at the minimum, $\$ 16,000,000$ at the midpoint, $\$ 18,400,000$ at the maximum and $\$ 21,160,000$ at the supermaximum. Based on the $\$ 10.00$ per share offering price, the number of offering shares is as follows: $1,360,000$ at the minimum, $1,600,000$ at the midpoint, $1,840,000$ at the maximum and $2,116,000$ at the supermaximum. The pro forma valuation calculations relative to the Peer Group are shown in Table 7 and are detailed in Exhibit 2 and Exhibit 3.

Respectfully submitted,
RP ${ }^{\oplus}$ FINANCIAL, LC.


James P. Hennessey
Director
West End Bank MHC
Supenrange
Maximum
Midpoint
Minimum

| All Non-MHC Public Companies (7)AveragesMecians |
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| Averages Medians |
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| AveragesMedians |
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$\frac{\text { Comparable Group }}{\text { FFDF }}$ FFD Financial Corp of Dover OH FFDF FFD Financial Corp of Dover OH
FCAP First Capital Inco of IN

 FSFG First Saxngs in. Gip. off
HFECC
Hop
 LSED Noth Central Bancsharases of IA RVR Rither Calley Bancorphat of WAYN Wayne Saungs Bancshares of OH
(1) Average of HighLLow or Bid//Ask pice per share.
(2) EPS (estinati con
(3) $P / E=$ Price to eannings; $P / B=$ Price to book; $P / A=$ Price to assets; $P / T B=$ Price to tangible book valus; and $P / C$ core $=$ Price to core eaminge
5) Indicicated 12 month dimdend, based on last quarterly diwdend dectared.
(5) Indicated 12 month divdend as a percent of trailing 12 month estimated core eamnings.
(6) ROA (return on assets) and ROE (return on equity) are indicated ratio based
(6) ROA (return on assets) and ROE (return on equity) are indicated ratios baseed on trailing 12 month common earnings and average common equity and total assets balances.

Source: SNL. Financial, LC. and RP* Financial, LC. calculations. The information prowided in this table has been obtained fom sources we believe are reliable, but we cannot guarantee the accuracy or completeness of such information.
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## EXHIBITS

# LIST OF EXHIBITS 

Exhibit
Number Description

1
2 Pro Forma Analysis Sheet

3

4
Stock Prices: As of September 23, 2011

Pro Forma Effect of Conversion Proceeds

RP Financial Firm Qualifications Statement

## EXHIBIT 1

Stock Prices: As of September 23, 2011

| Financial Servicen Industry Consultante 1100 North Glebe Road, Suite 1100 ariington, Virginia 222011 (703) 528-1700 | Exhibit 1A <br> Weekly Thrift Market Line - Part One Prices Ns of September 23, 2011 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tinancial matitution | Market Capitalization |  |  | Price Change Data |  |  |  |  |  | Current Per share rinanciala |  |  |  |  |
|  |  |  |  | $\begin{array}{r} \text { Trailing } \\ 12 \text { Mo. } \\ \frac{\text { BPS ( } 3 \text { i }}{}(\$) \end{array}$ | $\begin{gathered} 12 \mathrm{mo} \\ \text { Coce } \\ \text { RPS (3) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Book } \\ \text { Value } \\ \text { Bhare } \end{gathered}$ | Tangibl |  |
|  | price/ | $\begin{aligned} & \text { Sharea Market } \\ & \text { outst- Capital } \\ & \frac{\text { anding }}{(000)} \frac{\text { ination }}{(5 \mathrm{sin} 1)} \end{aligned}$ |  |  |  |  | 52 Week |  | Last Week | * Change Yrom Last 52 Wk Mostrint Week Ago (2) YrEnd (2) |  |  |  |  |
|  | Shaxe(1) |  |  | High |  |  | Low | share(4) |  |  |  |  | Share |
|  | (s) |  |  | (s) |  |  | (\$) | (\$) | (*) | ( ${ }^{\text {a }}$ | (*) | (s) | (3) |
| Market Averages. All public Compantes (no mic) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Pubilc Companieu (118) | 10.00 | 32,490 | 262.0 |  | 12.99 | 8.54 | 10.47 | -4.89 | -1.39 | -9.44 | 0.02 | -0.09 | 14.17 | 13.28 | 34.08 |
| NXSE Traded companleu (6) | 8.79 | 220,914 | 1,508.4 |  | 14.08 | 8.36 | 9.67 | -10.27 | -29.92 | -39.78 | 0.33 | 0.49 | 9.77 | 7.38 | 94.29 |
| masdao Listed otc companies (112) | 10.07 | 22,119 | 193.4 | 12.93 | 8.55 | 10.52 | -4.59 | 0.19 | -7.77 | 0.00 | -0.13 | 14.41 | 13.61 | 136.27 |
| California Companiea (5) | 8.85 | 8,942 | 91.7 | 12.17 | 7.63 | 9.47 | -3.37 | 0.99 | -13.86 | 0.57 | 0.09 | 12.90 | 12.81 | 145.58 |
| Florida Companien (2) | 10.66 | 87,692 | 1.029.9 | 15.75 | 10.01 | 11.58 | -8. 44 | -17.46 | -30.96 | -0.20 | 0.60 | 7.76 | 7.32 | 80.49 |
| Mid-At1entic Companies (36) | 10.75 | 47,843 | 430.7 | 14.34 | 9.37 | 11.31 | -4.27 | -2.51 | -13.04 | 0.14 | 0.12 | 14.19 | 12.77 | 138.21 |
| Kid-Ment Companies (33) | 0.03 | 30,230 | 101.3 | 10.61 | 6.65 | 8.30 | -5.06 | -6.70 | -9.28 | -0.28 | -0.56 | 13.65 | 13.01 | 147.22 |
| Now sngland Companiee (17) | 13.58 | 33,805 | 316.7 | 16.41 | 11.20 | 14.19 | -4.87 | 10.66 | -1.89 | 0.67 | 0.67 | 15.64 | 14.17 | 133.61 |
| North-Weat Companiea (5) | 6.11 | 32,262 | 327.7 | 9.22 | 5.45 | 6.98 | -12.68 | 0.15 | -8.30 | -0.58 | -0.65 | 12.74 | 11.97 | 203.47 |
| South-saut Companien(15) | 9.20 | 6,595 | 55.0 | 11.67 | 8.11 | 9.38 | -3.08 | -5.31 | -9.08 | -0.51 | -0.36 | 14.72 | 14.60 | 115.54 |
| South-Ment Companiea (3) | 11.60 | 16,075 | 184.2 | 14.16 | 9.60 | 12.66 | -8.44 | 14.19 | 1.26 | 0.48 | 0.16 | 15.93 | 15.92 | 117.72 |
| Western Companies (ExCl CA) (2) | 24.77 | 7.756 | 131.1 | 26.55 | 12.81 | 14.96 | -0.93 | 13.53 | -3.84 | 0.85 | 0.64 | 16.51 | 16.51 | 106.43 |
| Thrift strategy (111) | 10.00 | 29,949 | 236.5 | 12.92 | 8.52 | 10.43 | -4.54 | -1.31 | -8.57 | 0.01 | -0.08 | 14.18 | 13.33 | 131.35 |
| Mortgage Banker strategy (3) | 3.09 | 37.077 | 52.8 | 4.08 | 2.28 | 3.24 | -7.18 | 0.57 | -27.77 | -0.55 | -1.56 | 4.30 | 4.19 | 107.06 |
| Real mitate strategy (1) | 1.34 | 25,670 | 34.4 | 2.23 | 1.27 | 1.80 | -25.56 | -29.47 | -26.37 | -0.38 | -0.59 | 2.78 | 2.78 | 30.66 |
| pivereified strategy (3) | 19.85 | 121,656 | 1.464.8 | 28.08 | 17.84 | 22.05 | -8.38 | 3.28 | -26.90 | 1.29 | 1.16 | 27.42 | 24.09 | 293.50 |
| Companies Issuing dividendu (73) | 11.57 | 39,466 | 395.3 | 15.12 | 9.91 | 12.12 | -4.44 | -0.14 | -10.60 | 0.59 | 0.48 | 14.96 | 13.79 | 141.68 |
| Companien without Dividende (45) | 7.57 | 21.639 | 54.7 | 9.68 | 6.40 | 7.90 | -5.59 | -3.32 | -7.63 | -0.86 | -0.99 | 12.94 | 12.49 | 122.25 |
| Bquity/hasets <6\%(B) | 1.00 | 18,505 | 14.1 | 3.29 | 0.73 | 1.03 | -4.24 | -41.45 | -34.36 | -4.36 | -4.73 | 4.64 | 4.24 | 167.40 |
| squity/Anset: 6-12*(56) | 10.00 | 30,195 | 139.0 | 13.64 | 8.46 | 10.50 | -5.62 | -7.05 | -12.28 | 0.18 | -0.01 | 14.85 | 14.06 | 170.32 |
| yquity/nssate siay (54) | 11.22 | 36,445 | 427.8 | 13.60 | 9.68 | 11.71 | -4.19 | 10.11 | -3.03 | 0.44 | 0.44 | 14.72 | 13.67 | 90.56 |
| Converted Layt 3 Mthe (no Mrc) (5) | 10.44 | 7.195 | 75.0 | ${ }^{11.23}$ | 9.54 | 10.38 | 0.77 | 17.38 | 11.72 | 0.24 | 0.26 | 14.95 | 14.95 | 89.45 |
| Actively Traded Companies (4) | 20.48 | 32,693 | 412.3 | 27.53 | 16.45 | 22.17 | -8.15 | -4.11 | -14.05 | 0.93 | 0.86 | 21.96 | 20.96 | 278.38 |
| Karkat Value Below \$20 xillion(20) | 4.89 | 4,574 | 12.0 | 7.59 | 4.13 | 5.14 | -4.64 | -24.11 | -18.67 | -2.20 | -2.50 | 11.49 | 11.33 | 161.16 |
| Holding Company structure (111) | 9.57 | 34,229 | 274.5 | 12.53 | 8.19 | 10.05 | -5.08 | -2.04 | -9.82 | -0.08 | -0.19 | 13.82 | 12.94 | 128.86 |
| Aesets over 51 Billion(55) | 10.31 | 64,738 | 521.0 | 14.31 | 9.08 | 10.99 | -6.45 | -8. 24 | -18.56 | 0.36 | 0.22 | 13.32 | 12.02 | 129.39 |
| Asfets \$500 million- $\mathbf{1}$ 1 8illion(29) | 8.46 | 7.422 | 53.9 | 10.90 | 7.00 | 8.78 | -4.79 | 0.78 | -6.63 | -0.80 | -0.81 | 13.06 | 12.45 | 131.56 |
| Aasets \$250-5500 million(25) | 11.63 | 3.155 | 33.9 | 13.50 | 9.57 | 11.88 | -2.37 | 11.48 | 3.47 | 0.38 | 0.22 | 17.45 | 16.82 | 150.25 |
| nasete lesa than \$250 million(9) | 8.53 | 2.065 | 17.9 | 10.29 | 7.28 | 6. 74 | -3.00 | -3.48 | -0.36 | -0.40 | -0.57 | 13.48 | 13.45 | 124.57 |
| Goodwill companies (71) | 9.74 | 38,272 | 355.7 | 13.31 | 8.33 | 20.28 | -5.37 | -3.23 | -11.62 | -0.04 | -0.11 | 13.99 | 12.53 | 138.70 |
| Non-Goodwill Companiea (45) | 10.60 | 24,638 | 125.8 | 12.73 | 9.00 | 10.98 | -4.34 | 2.82 | -5.25 | 0.15 | -0.02 | 14.46 | 14.46 | 126.53 |
| acquitors of rshic caser (1) | 13.12 | 10.438 | 448.9 | 18.53 | 2.85 | 14.93 | -12.47 | 41 | 22.46 | 0.87 | 0.81 | 16.04 | 14.53 | 120.64 |

(1) Average of high/low or bid/ank price per share
(2) Or since offering price if converted or first ininted in the past 52 weeka. percent change figures are actual year-to-date and are not annualized
(3) sps (earninga per share) le based on actual trailing twelva month data and porcent not nhown on a pro forma basis.
(4) Excludes intangibles (such aa goodwill, value of core depoilta, etc.).
(6) Annualiseed, based on last regular quarteriy cash dividend announcement.
(a) Indicated dividend at a percent of trailing twelve month earnings.
9)
parenthenat rollowing market averages indicate the number of ingtitutiona included in the reapective averagen. All figures have been adjusted
for stock aplita, atock dividends, and jecondary of feringa.
tor
Source: SNL Financial, LC. and RP Financial, LC. calculations. The information provided in this table has been obtained fron sourcea we believe are
Copyright (c) 2010 by RP Financial, Lc.


## Huancial matitution

Market Averages, NRC Inatitutiong


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|  | Exhibit 1 an (continued) <br> Weekly Thrift Market Line - part One prices Ag of september 23, 2011 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Inetitution | larket Capitalizatio |  |  | Price Change Data |  |  |  |  |  | Current per Share fimanclala |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  | shares | Market |  |  |  |  |  |  |  | (1) |  |  |  |  | ${ }_{\substack{\text { Trailing } \\ 12 \mathrm{Mo} \\ \hline}}$ | 12 Mo . | Book | Book |  |
|  | share( 1 ) | anding | 1zation(9) | High | Low | Heek | Week | Ago(2) | $\underline{x} 5$ d (2) | $\underline{\operatorname{sPS}(3)}$ | ${ }_{\text {EPS (3) }}$ | share | Share(1) |  |
|  | (\$) | (000) | (\$M11) | (\$) | (\$) | (\$) | (*) | (*) | (3) | (s) | (s) | (\$) | (\$) | (\$) |
| MASDAQ Listed orc Companies (continued) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| stac state investore Bancorp of LA* | 11.49 | 2,910 | 33.4 | 12.25 | 11.20 | 21.36 | 1.14 | 14.90 | 14.90 | 0.20 | 0.24 | 15.80 | 15.80 | ${ }^{82.08}$ |
| thri tr fin. Corp. of Newtomi PA* | 20.40 | 2.822 | 57.6 | 22.86 | 19.18 | 21.46 | -4.94 | 4.03 | -3.91 | 1.06 | 0.79 | 26.73 | 25.12 | 45.06 |
| trsl trs fin corp mhC of oh (26.4) | 8.05 | 308,442 | 653.6 | 11.07 | 7.56 | 8.63 | -6.72 | -10.46 | -10.75 | -0.03 | -0.03 | 5.73 | 5.70 | 35.27 |
| твmk territorial anacorp. Inc of hi* | 19.08 | 11.593 | 221.2 | 21.29 | 16.61 | 19.50 | 2.15 | 14.94 | -4.17 | 1.08 | 1.04 | 19.62 | 19.62 | 128.38 |
| тsbx timberland Bancorp, xnc. of иA* | 4.00 | 7.045 | 28.2 | 6.50 | 3.20 | 4.87 | -17.86 | 4.71 | 10.00 | 0.00 | -0.13 | 9.99 | 9.13 | 104.33 |
| TRST Trustco Bank Cotp NY of NY* | 4.35 | 71.367 | 336.5 | 6.66 | 3.93 | 4.57 | -4.81 | -20.62 | -31.39 | 0.39 | 0.37 | 3.48 | 3.47 | 52.61 |
| UCba united Comm bicy krC IN (40.7) | 5.76 | 7.840 | 18.4 | 8.13 | 5.29 | 5.85 | -1.54 | -18.87 | -20.55 | -0.12 | -0.16 | 6.81 | 6.35 | 60.71 |
| ucrc united community Pin. of oh* | 1.05 | 30,969 | 32.5 | 1.62 | 0.87 | 1.09 | -3.67 | -17.97 | -21.64 | -0.04 | -1.07 | 5.91 | 5.90 | 67.69 |
| UBNK United Financial bucrp of ma* | 14.00 | 16,099 | 225.4 | 16.76 | 12.95 | 15.93 | -12.12 | 7.20 | -8.32 | 0.65 | 0.64 | 14.15 | 13.61 | 99.98 |
| VPPG viewpoint rinancal oroup of TX* | 10.81 | 34,839 | 376.6 | 14.05 | 8.99 | 12.28 | -11.97 | 19.32 | -7.53 | 0.67 | 0.40 | 11.68 | 11.66 | 85.07 |
| wsb wsb holdings. Inc. of Bowie mm* | 2.40 | 7.995 | 19.2 | 3.48 | 2.15 | 2.40 | 0.00 | -4.00 | 4.35 | -0.14 | -0.06 | 6.62 | 6.62 | 48.81 |
| wsrs usps rinancial corp. of dr* | 31.09 | 8.604 | 267.5 | 50.99 | 30.91 | 36.00 | -13.64 | -14.66 | -34.46 | 2.01 | 1.62 | 37.62 | 33.60 | 482.51 |
| wvic wvs rinancial Corp. of PA* | 8.84 | 2.058 | 18.2 | 11.00 | 8.37 | 8.84 | 0.00 | -20.50 | -2.75 | 0.30 | 0.33 | 13.78 | 13.78 | 120.22 |
| wrsl washington Pederal, inc. of wn* | 13.12 | 110,438 | 1,448.9 | 18.53 | 12.85 | 14.99 | -12.47 | -11.41 | -22.46 | 0.87 | 0.81 | 16.84 | 14.53 | 120.64 |
| WBBF Wateratone Pin MHC of wi(26.2) | 2.63 | 31.250 | 21.6 | 4.07 | 2.19 | 2.64 | -0.38 | -33.75 | -19.08 | -0.10 | -1.00 | 5.47 | 5.45 | 55.15 |
| whyn mayne savinga bancuharee of oh* | 8.35 | 3,004 | 25.1 | 9.93 | 7.70 | 8.50 | -1.76 | 7.05 | -7.02 | 0.69 | 0.66 | 13.15 | 12.49 | 237.05 |
| Mrd Westifield Pin. Inc. of MA* | 6.59 | 27,871 | 183.7 | 9.45 | 6.15 | 7.34 | -10.22 | -14.30 | -28.76 | 0.18 | 0.11 | 7.93 | 7.92 | 14.52 |
| whic wolverine Bancorp, Inc. of mr | 13.98 | 2.508 | 35.1 | 15.18 | 11.00 | 14.09 | -0.78 | 39.80 | 39.80 | 0.29 | 0.23 | 25.59 | 25.59 | 121.92 |

Weekly Thrift Market Line - Part Two
Prices As of September 23. 2011

| Financial Institution | Key Financlal Ratios. |  |  |  |  |  |  | Asiet Quality Ratios |  |  | Pricing Ration |  |  |  |  | Dividend pata (6) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Equity/ | rang. Equity/ | Reported Earnings |  |  | Core Earning: |  | $\begin{gathered} \text { NPRa } \\ \text { Agatata } \end{gathered}$ | Reava/ |  | Price/ | price/ | price/ | $\begin{gathered} \text { Priced } \\ \text { Tang. } \end{gathered}$ | Price/ | $\begin{gathered} \text { nive } \\ \text { Div. } \end{gathered}$ | Divi- dend | Payout |
|  | $\frac{\mathrm{Asects}_{8}}{(*)}$ | $\frac{\text { Angets }}{(v)}$ | $\frac{\overline{\operatorname{RON}(5)}}{(\mathrm{n})}$ | $\frac{\mathrm{ROE}(5)}{(\mathrm{s})}$ | $\frac{\mathrm{ROT}(5)}{(\mathrm{t})}$ | $\frac{\operatorname{ROA}(5)}{(1)}$ | $\frac{\operatorname{ROE}(5)}{(\$)}$ |  | $\frac{\text { NP } \lambda_{0}}{(A)}$ | $\frac{\text { Loan }}{(t)}$ | $\frac{\operatorname{tarn1ng}}{(x)}$ | $\frac{\text { Book }}{(\mathrm{s})}$ | $\frac{\text { Ansets }}{(\%)}$ | $\frac{\text { Book }}{\text { (i) }}$ | $\frac{\text { Earnings }}{(x)}$ | $\frac{\frac{\text { share }}{\text { (s) }}}{\text { (s) }}$ | $\frac{\text { Yield }}{(1)}$ | $\frac{\text { Ratio (7) }}{(\%)}$ |
| Karket Averagen, All Public Companies (no mpls) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Ald public Companies (118) | 12.02 | 11.39 | 0.06 | 0.38 | 4.18 | -0.03 | -0.48 | 3.70 | 53.30 | 1.82 | 16.50 | 71.79 | 8.57 | 73.99 | 10.53 | 0.21 | 1.93 | 28.15 |
| NYSE Traded Companies (6) | 9.44 | 7.41 | -0.17 | -0.47 | 7.99 | -0.17 | -2.62 | 4.91 | 32.30 | 2.11 | 10.41 | 100.73 | 8.18 | 105.09 | 11.39 | 0.13 | 3.66 | 56.16 |
| Naspdo Lirted otc Companiea (112) California companien (5) | 12.16 | 11.61 | 0.07 | 0.42 | 4.02 | -0.02 | -0.38 | 3.63 | 54.33 | 1.80 | 16.79 | 70.20 | 8. 59 | 72.54 | 18.99 | 0.20 | 1.83 | 27.37 |
| Thorida companies (2) | 7.14 | 6.68 | -0.58 | 3.75 |  | 0.25 | 1.51 | 6. | 31.41 | 2.35 | 11.54 | 64.31 | 8.07 | 64.70 | 19.73 | 0.17 | 2.15 |  |
| Mid-Atlantic Companies (36) | 11.91 | 10.69 | -0.38 | 4.82 | 5.58 | 0.23 | 12.94 | 7.18 3.21 | 24.87 45.55 | 3.15 1.55 | ${ }_{15.06}^{\text {N4, }}$ | 175.46 74.86 | 9.96 | [ 142.33 | 11.71 15.87 | 0.28 0.28 | 1.36 2.67 | 0.00 35.43 |
| Md-Nent Companies (33) | 9.82 | 9.46 | -0.41 | -5.08 | 2.49 | -0.64 | -7.30 | 4.80 | 40.33 | 2.46 | 12.15 | 64.06 | 5.66 | 57.72 | 18.51 | 0.19 | 1.82 | 24.74 |
| New England Companies (17) | 14.21 | 13.19 | 0.41 | 3.55 | 3.88 | 0.15 | 3.65 | 1.47 | 85.89 | 1.09 | 22.49 | 83.92 | 11.78 | 93.24 | 20.72 | 0.28 | 2.17 | 37.62 |
| North-hest Companies (5) | 12.61 | 11.59 | -0.27 | -2.71 | 1.07 | -0.34 | -3.26 | 7.50 | 22.75 | 2.16 | 14.07 | 48.94 | 6.37 | 55.06 | 35.96 | 0.05 | 0.37 | 13.79 |
| South-rast Companiea (15) | 14.64 | 14.54 | -0.16 | -4.95 | 2.75 | -0.19 | -4.96 | 2.95 | 83. 36 | 1.59 | 24.27 | 60.77 | 9.92 | 61.34 | 25.42 | 0.07 | 0.84 | 12.64 |
|  | 13.70 15.57 15 | 13.69 15.57 | 0.47 0.79 | 3.78 5.04 | 4.39 5.75 | 0.19 0.56 | 1.41 | 2.84 | 37.82 | 1.08 | 17.07 | 75.49 | 10.45 | 75.54 | 27.03 | 0.07 | 0.62 | 9.95 |
| Thrift strategy (111) | 12.26 | 11.66 | 0.79 0.07 | 5.04 0.32 | 5.75 <br> 1.35 | 0.56 0.01 | 3.57 | 0.75 | 42.94 | 0.60 | 17.40 | 87.65 | 13.62 | 87.65 | 18.35 | 0.33 | 2.33 | 40.44 |
| Sortgage Banker strategy (3) | 3.85 | 3.69 | -0.57 | 9.76 | 14.46 | -1.16 | -4.88 | 11.10 | 33.87 | 4.34 | 6.91 | 211.04 | 2.91 | 64.63 | ${ }_{\text {NM }}$ | 0.21 0.04 | 2.97 | 28.82 10.34 |
| Real satate strategy (1) | 9.07 | 9.07 | -1.19 | -12.54 | -28.36 | -1.85 | -19.47 | 9.39 | 40.93 | 5.11 | NM | 48.20 | 4.37 | 48.20 | NM | 0.00 | 0.00 | 10.34 0.00 |
| Diversified strategy (3) | 12.50 | 9.99 | 0.51 | 3.90 | 6.23 | 0.48 | 3.58 | 3.26 | 36.70 | 1.64 | 17.71 | 72.66 | 9.27 | 92.04 | 19.98 | 0.38 | 2.41 | 13.36 |
| Companies Iesuling dividenda (73) | 12.28 | 11.45 | 0.42 | 3.60 | 5.58 | 0.34 | 2.96 | 2.65 | 56.62 | 1.54 | 16.26 | 76.33 | 9.58 | 84.27 | 17.94 | 0.35 | 3.17 | 41.66 |
| Companies hithout dividends (45) | 11.50 2.53 | rin $\begin{array}{r}11.29 \\ 2.32\end{array}$ | -0.50 -2.10 | -5.40 -21.82 | 1.26 0.00 | -0.60 -2.25 | -6.65 | 5.42 | 47.96 | 2.27 | 17.36 | 64.73 | 7.01 | 36.85 27.85 | 20.59 | 0.00 | 0.00 | 0.00 |
| zquity/assete $6-12 \%$ (56) | 8.96 | 8.58 | -0.07 | -20.47 | 0.00 4.65 | -2.25 -0.22 | -24.48 | 11.77 4.00 | 35.93 45.39 | 4.39 1.86 | ${ }_{12.86}^{\text {NM }}$ | 101.53 | 0.76 | 27.85 | \% ${ }^{\text {NM }}$ | 0.01 | 0.10 | 0.00 28.59 |
| xquity/assetal >12x(54) | 16.59 | 15.64 | 0.48 | 3.17 | 3.76 | 0.48 | 3.28 | 2.45 | 63.46 | 1.42 | 20.04 | 76.17 | 12.72 | 83.85 | 20.55 | 0.21 | 1.81 | 28.59 27.68 |
| converted Last 3 Mthe (no MHC) | 16.72 | 16.71 | 0.26 | -0.66 | 2.40 | 0.29 | 1.54 | 1.74 | 51.35 | 1.20 | 23.32 | 69.70 | 11.68 | 69.71 | 28.85 | 0.02 | 0.31 | 13.04 |
| Actively Traded Companiea (4) ${ }^{\text {a }}$ ( ${ }^{\text {a }}$ | 8.75 | 8.19 | 0.13 | 1.66 | 6.66 | 0.10 | 1.44 | 3.11 | 46.63 | 1.52 | 12.01 | 79.74 | 7.06 | 84.31 | 12.57 | 0.41 | 2.45 | 33.96 |
| Market value Below \$20 Million (20) Holding Company structure(111) | 7.72 | 7.63 | -1.11 | -10.39 | 4.07 | -1.27 | -12.04 | 7.05 | 31.62 | 2.70 | 19.40 | 57.46 | 3.44 | 42.63 | 23.56 | 0.06 | 0.62 | 17.27 |
| Assets Over $\$ 1$ billion(55) | 12.73 | 10.78 | 0.18 | . 1.1 | 3.96 | -0.06 | -0.87 | 3.72 | 59.97 | 1.64 | 16.74 | 71.41 | 8.60 | 73.39 | 18.55 | 0.21 | 1.97 | 28.84 |
| Asfets \$500 million- ${ }^{\text {c }}$ ( Billion(29) | 11.46 | 10.97 | -0.27 | -1.73 | 1.54 | -0.29 | -2.01 | 3.47 4.63 | 49.68 40.67 | 1.81 1.00 | 14.69 19.49 | 82.13 60.70 | 9.04 7.59 | 83.37 64.99 | 17.73 19.14 | 0.29 0.11 | 2.78 1.09 | 34.07 25.33 |
| Absete \$250-\$500 M11110n(25) | 13.27 | 12.97 | 0.26 | 0.60 | 5.16 | 0.16 | -0.26 | 3.52 | 64.64 | 1.96 | 17.09 | 65.93 | 9.00 | 68.96 | 19.38 | 0.17 | 1.31 | 22.73 22.73 |
|  | 21.92 | 11.89 | -0.18 | -2.95 | 4.50 4.53 | -0.33 | -4.39 | ${ }^{3.03}$ | 82.14 | 1.57 | 18.14 | 61.68 | 7.71 | 61.80 | 20.92 | 0.15 | 1.27 | 25.09 |
| Non-Goodwill Companiea (45) | 13.31 | 13.31 | 0.63 | 0.62 0.32 | 4.53 3.59 | -0.05 | -1.13 | 3.53 3.98 | 50.05 59.18 | 1.80 1.86 | 15.93 17.46 | 70.28 75.71 | 7.93 9.69 | 78.11 69.25 | 17.27 20.53 | 0.26 0.15 | 2.46 1.17 | 34.49 20.00 |
| Acquirors of rsuic Caven(1) | 13.96 | 12.28 | 0.71 | 5.21 | 6.63 | 0.66 | 4.85 | 5.28 | 23.14 | 1.87 | 15.08 | 77.91 | 10.88 | 90.30 | 16.20 | 0.15 0.24 | 1.83 | 27.59 |

(1) Average of high/1ow or bid/ask price per share
(2) Or ince offering price if converted or firat $i$
foring pirice if converted or first listed in the past 52 waekn. Percent change figurea are actual year-to-date and are not annualized
4) Excludes fntangibies (such as goodwill, vaiue of cors delve month data and fa not shown on a pro forma basis
is current sps divided by current price. equity) are indicated ratios based on trailing tweive month common carnings and average common equity and asiers balancoe, ror (return on inventment 6) Annualized, bazed on last regular quarterly cash dividend amouncenent.
(7) Indicated dividend as a percent of trailing twelve month earning
parentheses rollowing market averages indicate the number of institutions inciuded in the respective averagen. All figurea have been adjusted
for tock pplita, stock dividenda, and secondary of feringa.

[^1]Copyright (c) 2010 by Rf financial, LC.

| Financial Servicen Industry Consultant 1100 North glebe Road, Suite 1100 Arlington, virginia 22201 (703) 528-1700 | Exhibit 18 (continued) <br> Weekly Thrift Karket Line - Part Two Prices A! of September 23. 2011 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Key Financial Ratios |  |  |  |  |  |  | Asget Quailty Ration |  |  | Pxicing Ratios |  |  |  |  | Dividend Data (6) |  |  |
|  | Bquity/ | Tang. squity, | Repor | cted Earn | 促 | Core Ea | ming | NPAE | Reavs/ | Resve | price/ | Price/ | price/ | Pricel Tang. | Price/ Core | $\begin{gathered} \text { nind. } \\ \text { Div. } \end{gathered}$ | $\begin{aligned} & \text { Divi- } \\ & \text { dend } \end{aligned}$ | Payout |
| Financlal Institution | $\frac{\text { Asmet. }}{\text { (t) }}$ |  | $\frac{\overline{\operatorname{ROA}(5)}}{(\mathrm{f})}$ | $\frac{\operatorname{Rog}(5)}{(t)}$ | $\frac{\operatorname{ROI}(5)}{(\mathrm{k})}$ | $\frac{\operatorname{ROA}(5)}{(\%)}$ | $\frac{\mathrm{ROE}(5)}{(\mathrm{t})}$ | $\frac{\text { Asgete }}{(6)}$ | $\frac{\text { APAs }}{(\%)}$ | $\frac{\text { Loane }}{(1)}$ | $\frac{\operatorname{tarn1ng}}{(X)}$ | $\frac{\text { gook }}{\text { (i) }}$ | $\frac{\text { Assete }}{\text { (\%) }}$ |  | $\frac{\text { Earnings }}{(x)}$ | $\frac{\text { Share }}{\text { (s) }}$ | $\frac{\text { Yeleld }}{(k)}$ | $\frac{\text { Ratio (7) }}{(8)}$ |
| Maxket Averages, MHC Inatitutions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| A11 Public Companies (25) | 13.14 | 12.39 | 0.24 | 1.64 | 1.71 | 0.17 | 0.96 | 4.87 | 31.00 | 1.69 | 23.01 | 95.17 | 12.82 | 101.95 | 23.55 | 0.17 | 2.20 | 29.47 |
| Nasdap listed otc Companies (25) | 13.14 | 12.39 | 0.24 | 1.64 | 1.71 | 0.17 | 0.86 | 4.87 | 31.00 | 1.69 | 23.01 | 95.17 | 12.82 | 101.95 | 23.55 | 0.17 | 2.20 | 29.47 |
| Mid-Atlantic Companies (25) | 12.28 | 11.76 | 0.21 | 1.42 | 1.52 | 0.23 | 1.49 | 5.80 | 32.45 | 1.78 | 23.23 | 97.07 | 12.17 | 102.86 | 23.77 | 0.17 | 2.03 | 39.30 |
| mid-Went Companies (6) | 14.86 | 13.33 | 0.15 | 0.72 | 0.73 | -0.21 | -2.92 | 4.69 | 26.72 | 1.79 | 24.90 | 86.60 | 13.61 | 96.92 | 27.97 | 0.17 | 2.70 | 0.00 |
| New England Companien (2) | 10.63 | 9.61 | 0.53 | 4.87 | 5.11 | 0.51 | 4.85 | 2.61 | 22.86 | 1.00 | 20.21 | 88.59 | 9.59 | 98.43 | 18.62 | 0.09 | 1.68 | 0.00 |
| South-Esest Companies (2) | 17.79 | 17.56 | 0.39 | 2.44 | 2.08 | 0.35 | 1.62 | 1.99 | 41.09 | 1.60 | ms | 108.92 | 18.97 | 111.20 | 22.77 | 0.30 | 2.76 | 0.00 |
| Thrift strategy (25) | 13.14 | 12.39 | 0.24 | 1.64 | 1.71 | 0.17 | 0.66 | 4.67 | 31.00 | 1.69 | 23.01 | 95.17 | 12.82 | 101.95 | 23.55 | 0.17 | 2.20 | 29.47 |
| Companiea Issuing Dividends (17) | 14.02 | 13.22 | 0.28 | 1.66 | 2.00 | 0.29 | 1.74 | 5.19 | 31.05 | 1.62 | 25.11 | 95.08 | 13.62 | 102.00 | 24.44 | 0.26 | 3.30 | 47.16 |
| Companien without pividendz( $\theta$ ) | 11.38 | 10.74 | 0.17 | 1.62 | 1.15 | -0.08 | -0.89 | 4.34 | 30.91 | 1.46 | 16.71 | 95.35 | 11.24 | 101.85 | 20.56 | 0.00 | 0.00 | 0.00 |
| zquity/Azsets 6-123(15) | 9.88 | 9.47 | 0.13 | 1.19 | 1.40 | 0.02 | -0.03 | 6.29 | 2 E .64 | 1.86 | 19.35 | 84.60 | 8.40 | 88.89 | 20.01 | 0.14 | 2.12 | 14.10 |
| gquity/Aszete s124(10) | 17.70 | 16.49 | 0.40 | 2.28 | 2.12 | 0.40 | 2.10 | 2.98 | 34.14 | 1.45 | 28.13 | 109.97 | 19.02 | 120.23 | 27.67 | 0.21 | 2.32 | 55.10 |
| market value Below $\$ 20 \mathrm{million}(1)$ | 8.66 | 8.66 | -1.01 | -21.78 | 0.00 | -0.65 | -7.64 | 24.93 | 17.64 | 6.96 | nM | 24.05 | 2.08 | 24.05 | mm | 0.04 | 5.26 | 0.00 |
| Holding Company structure (23) | 13.10 | 12.29 | 0.23 | 1.62 | 1.75 | 0.16 | 0.75 | 5.31 | 30.88 | 1.77 | 22.52 | 93.44 | 12.54 | 100.84 | 23.14 | 0.18 | 2.28 | 29.47 |
| Asnets over $\$ 1$ billion(9) | 13.49 | 12.67 | 0.32 | 2.42 | 1.51 | 0.12 | 0.31 | 3.59 | 35.57 | 1.48 | 24.56 | 116.00 | 16.01 | 124.88 | 27.44 | 0.11 | 1.20 | 21.62 |
| Asbeta $\$ 500$ million- $\$ 1$ Billion(5) | 10.20 | 10.08 | 0.05 | 0.53 | -2.41 | -0.10 | -0.77 | 5.58 | 33.36 | 1.85 | 14.45 | 99.91 | 10.52 | 101.05 | 14.92 | 0.26 | 1.95 | 54.69 |
| Ansets \$250-\$500 milition(10) | 12.77 | 12.26 | 0.21 | 1.30 | 3.61 | 0.29 | 1.86 | 5.75 | 28.83 | 1.84 | 21.27 | 75.01 | 9.86 | 79.80 | 20.52 | 0.17 | 2.83 | 29.06 |
| Aaseta leas than $\$ 250$ killion (1) | 25.49 | 20.40 | 0.62 | 2.54 | 2.79 | 0.59 | 2.40 | 2.85 | 13.53 | 0.00 | 35.79 | 90.31 | 23.02 | 120.57 | 37.78 | 0.40 | 5.88 | 0.00 |
| Goodwill companies (16) | 13.99 | 12.70 | 0.32 | 2.46 | 2.43 | 0.17 | 0.95 | 3.84 | 35.48 | 1.56 | 22.76 | 99.88 | 14.01 | 110.73 | 22.98 | 0.15 | 2.05 | 22.53 |
| Non-Goodwill Companies (9) | 11.98 | 11.88 | 0.11 | 0.29 | 0.36 | 0.17 | 0.70 | 6.55 | 23.71 | 1.75 | 23.50 | 87.32 | 10.95 | 87.32 | 24.46 | 0.21 | 2.46 | 50.29 |
| MrC Institutions (25) | 13.14 | 12.39 | 0.24 | 1.64 | 1.71 | 0.17 | 0.86 | 4.87 | 31.00 | 1.69 | 23.01 | 95.17 | 12.82 | 101.95 | 23.55 | 0.17 | 2.20 | 29.47 |

(1) Average of high/fow or bid/abk price per share. iisted in the past 52 weeks. percent change figures are actual year-to-date and are not annualized

(4) Excluden intangities (such an goodwili, value of core deposits, etc.)
is current grs asivets) and ron (return on equity) are indicated ratios
16) Annualifeed, based on laat curgular pruarteriy cash dividend announcement
(7) Indicated dividend aa a percent of trailing twelve month earning:
(B) Excluded from averages due to actual or rumored acquisition activi

* Parentheses following market averagen indicate the number of institutions inciuded in the reapective averages. All figuren have been adjuated for stock splite, stock dividende, and secondaxy offerings.
Source: sNL Financial, LC. and Rp Financial, LC. calculations. The information provided in this table has been obtained from sources we believe are
copyright (c) 2010 by RP rinancial, LC.









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## EXHIBIT 2

Pro Forma Analysis Sheet

EXHIBIT 2
PRO FORMA ANALYSIS SHEET
West End Bank, MHC
Prices as of September 23, 2011

| Valuation Midpoint Pricing, Multiples |  | Symbol | Subject <br> at Midpoint | Peer Group |  | All Public Thrits |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Mean | Median | Mean | Median |
| Price-eamings multiple | = | P/E | 30.48 x | 11.41x | 11.99x | 16.50x | 14.53x |
| Price-core eamings multiple | = | P/CE | $149.62 \times$ | 14.53x | 14.72x | 18.53x | 17.50x |
| Price-book ratio | = | P/B | 53.57\% | 66.86 | 62.66 | 71.79 | 70.77 |
| Price-tangible book ratio | = | P/TB | 53.57\% | 71.26 | 71.50 | 73.99 | 73.75 |
| Price-assets ratio | = | P/A | 7.14\% | 6.82 | 6.34 | 8.57 | 8.23 |


| Valuation Parameters |  |  |  | Adjusted |
| :---: | :---: | :---: | :---: | :---: |
| Pre-Conversion Earnings ( $M$ ) |  | \$605,000 (12 Mths 06/11) | ESOP Stock (\% of Offering) (E) | 8.19\% |
| Pre-Conversion Core Earnings (YC) |  | \$177,000 (12 Mths 06/11) | Cost of ESOP Borrowings ( S ) | 0.00\% |
| Pre-Conversion Book Value (B) |  | \$17,754,000 | ESOP Amortization (T) | 20.00 Years |
| Pre-Conv. Tang. Book Value (B) |  | \$17,754,000 | RRP (\% of Offering) (M) | 4.10\% |
| Pre-Conversion Assets (A) |  | \$216,707,051 | RRP Vesting ( N ) | 5.00 Years |
| Reinvestment Rate ( $R$ ) |  | 1.76\% (5 yr Treas) | Fixed Expenses | \$1,080,000 |
| Tax rate (TAX) |  | 39.61\% | Variable Expenses (Blended Commission \%) | 1.50\% |
| After Tax Reinvest. Rate ( R ) |  | 1.06\% | Percentage Sold (PCT) | 100.0000\% |
| Est. Conversion Expenses (1)(X) |  | 8.07\% (1) | MHC net assets (already included in financial data) | \$0 |
| Insider Purchases |  | \$660,000 | Options as (\% of Offering) (01) | 10.24\% |
| Price/Share |  | \$10.00 | Estimated Option Value (02) | 28.10\% |
| Foundation Cash Contribution (FC) | \$ | 125,000 | Option Vesting Period (O3) | 5.00 Years |
| Foundation Stock Contribution (FS) | \$ | 380,000 | \% of Options taxable (04) | 25.00\% |
| Foundation Tax Benefit (FT) | \$ | 200,031 | Michigan business tax (MBT) | \$0 |

## Calculation of Pro Forma Value After Conversion

| 1. $\mathrm{V}=$ | P/E * (Y-MBT - FC * R$)$ | $V=$ | \$16,380,000 |
| :---: | :---: | :---: | :---: |
|  | $1-\mathrm{P} / \mathrm{E}^{*} \mathrm{PCT}{ }^{*}\left((1-\mathrm{X}-\mathrm{E}-\mathrm{M}-\mathrm{FS})^{*} \mathrm{R}-(1-\mathrm{TAX})^{*}(\mathrm{E} / \mathrm{T})-(1-\mathrm{TAX})^{*}(\mathrm{M} / \mathrm{N})-(1-\mathrm{TAX} * \mathrm{O})^{*}\left(\mathrm{O} 1^{*} \mathrm{O} 2 / \mathrm{O} 3\right)\right)$ ) |  |  |
| 2. $V=$ | P/Core E* (YC - MBT - FC *R) | $V=$ | \$16,380,000 |
|  | 1 - P/Core E * PCT * ( $1-\mathrm{X}-\mathrm{E}-\mathrm{M}-\mathrm{FS})^{*} \mathrm{R}-(1-\mathrm{TAX})^{*}(\mathrm{E} / \mathrm{T})-(1-\mathrm{TAX})^{*}(\mathrm{M} / \mathrm{N})-(1-\mathrm{TAX} \text { * } \mathrm{O})^{*}\left(\mathrm{O} 1^{*} \mathrm{O} 2 / \mathrm{O} 3\right)$ ) |  |  |
| 3. $V=$ | P/B * (B-FC+FT) | $v=$ | \$16,380,000 |
|  | $1-P / B$ * PCT * ( $1-X-E-M$ ) |  |  |
| 4. $V=$ | $\mathrm{P} / \mathrm{TB}$ * (B-FC+FT) | $V=$ | \$16,380,000 |
|  | $1-\mathrm{P} / \mathrm{TB}$ * PCT * (1-X-E-M) |  |  |
| 5. $V=$ | P/A * (A-FC+FT) | $V=$ | \$16,380,000 |
|  | 1-P/A * PCT * (1-X-E-M) |  |  |


| Shares |  |
| :--- | ---: |
| Conclusion | 2nd Step |
| Supermaximum | Offering Shares |
| Maximum | $1,116,000$ |
| Midpoint | $1,840,000$ |
| Minimum | $1,600,000$ |
|  | $1,360,000$ |


| 2nd Step |  |  |  |
| ---: | ---: | ---: | ---: |
| Exchange | Full <br> Conversion | Plus: <br> Foundation | Total Market <br> Capitalization |
| $\mathbf{S h a r e s}$ | $\underline{\text { Shares }}$ | $\underline{\text { Shares }}$ | $\underline{\text { Shares }}$ |
| 0 | $2,116,000$ | 38,000 | $2,154,000$ |
| 0 | $1,840,000$ | 38,000 | $1,878,000$ |
| 0 | $1,600,000$ | 38,000 | $1,638,000$ |
|  | $1,360,000$ | 38,000 | $1,398,000$ |

Market Value

| Conclusion | 2nd Step Offering Value | 2nd Step <br> Exchange Shares Value | Full <br> Conversion <br> $\$$ Value | Foundation $\$$ Value | Total Market Capitalization $\$$ Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Supermaximum | \$21,160,000 | \$0 | \$21,160,000 | \$380,000 | \$21,540,000 |
| Maximum | \$18,400,000 | \$0 | \$18,400,000 | 380,000 | \$18,780,000 |
| Midpoint | \$16,000,000 | \$0 | \$16,000,000 | 380,000 | \$16,380,000 |
| Minimum | \$13,600,000 | \$0 | \$13,600,000 | 380,000 | \$13,980,000 |

[^2]
## EXHIBIT 3

Pro Forma Effect of Conversion Proceeds

Exhibit 3
PRO FORMA EFFECT OF CONVERSION PROCEEDS
West End Bank
At the Minimum of the Range

1. Fully Converted Value

Fully Converted Value $\quad \$ 13,980,000$
$\begin{array}{lr}\text { Offering Proceeds } & \$ 13,600,000 \\ \text { Less: Estimated Offering Expenses } & 1,257,324 \\ \text { Offering Net Conversion Proceeds } & \$ 12,342,676\end{array}$
2. Estimated Additional Income from Conversion Proceeds
$\begin{array}{lr}\text { Net Conversion Proceeds } & \$ 12,342,676 \\ \text { Less: Cash Contribution to Foundation } & (125,000) \\ \text { Less: ESOP Stock Purchases (1) } & (1,118,400) \\ \text { Less: RRP Stock Purchases (2) } & (559,200) \\ \text { Net Cash Proceeds } & \$ 10,540,076 \\ \text { Estimated after-tax net incremental rate of return } & 1.06 \% \\ \text { Earnings Increase } & \$ 112,027 \\ \text { Less: Consolidated interest cost of ESOP borrowings } & 0 \\ \text { Less: Amortization of ESOP borrowings(3) } & (33,632) \\ \text { Less: RRP Vesting (3) } & (67,265) \\ \text { Less: Option Plan Vesting (4) } & (70,499) \\ \text { Net Earnings Increase } & (\$ 59,369)\end{array}$

| 3. Pro Forma Earnings |  |  | Before Conversion | Net Earnings Increase | After Conversion |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12 Months ended June 30, |  | \$605,000 | $(\$ 59,369)$ | \$545,631 |
|  | 12 Months ended June 30 |  | \$177,000 | $(\$ 59,369)$ | \$117,631 |
| 4. | Pro Forma Net Worth | Before Conversion | Net Cash Proceeds | Tax Benefit of Foundation | After Conversion |
|  | June 30, 2011 | \$17,754,000 | \$10,540,076 | \$ 200,031 | \$28,494,107 |
|  | June 30, 2011 (Tangible) | \$17,754,000 | \$10,540,076 | \$ 200,031 | \$28,494,107 |
| 5. | Pro Forma Assets | Before Conversion | Net Cash Proceeds | Tax Benefit of Foundation | After Conversion |
|  | June 30, 2011 | \$216,707,051 | \$10,540,076 | \$ 200,031 | \$227,447,158 |

(1) Includes ESOP purchases of $8 \%$ of the offering.
(2) Includes RRP purchases of $4 \%$ of the offering.
(3) ESOP amortized over 20 years, RRP amortized over 5 years, tax effected at:
39.61\%
(4) Option valuation based on Black-Scholes model, 5 year vesting, and assuming $25 \%$ taxable.

## Exhibit 3

PRO FORMA EFFECT OF CONVERSION PROCEEDS
West End Bank
At the Midpoint of the Range

1. Fully Converted Value

| Fully Converted Value | $\$ 16,380,000$ |
| :--- | ---: |
| Exchange Ratio | 0.00000 |

Offering Proceeds $\quad \$ 16,000,000$
Less: Estimated Offering Expenses $\quad 1 \begin{aligned} & 1,290,444 \\ & \$ 14,709556\end{aligned}$
Offering Net Conversion Proceeds
\$14,709,556
2. Estimated Additional Income from Conversion Proceeds

| Net Conversion Proceeds | $\$ 14,709,556$ |
| :--- | ---: |
| Less: Cash Contribution to Foundation | $(125,000)$ |
| Less: ESOP Stock Purchases (1) | $(1,310,400)$ |
| Less: RRP Stock Purchases (2) | $(655,200)$ |
| Net Cash Proceeds | $\$ 12,618,956$ |
| Estimated after-tax net incremental rate of return | $1.06 \%$ |
| Earnings Increase | $\$ 134,122$ |
| Less: Consolidated interest cost of ESOP borrowings | 0 |
| Less: Amortization of ESOP borrowings(3) | $(39,568)$ |
| Less: RRP Vesting (3) | $(79,135)$ |
| Less: Option Plan Vesting (4) | $\underline{(82,940)}$ |
| Net Earnings Increase | $(\$ 67,520)$ |


| 3. Pro Forma Earnings |  |  | Before Coniversion | Net Earnings Increase | After Conversion |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12 Months ended June 30 | ported) | \$605,000 | $(\$ 67,520)$ | \$537,480 |
|  | 12 Months ended June 30 |  | \$177,000 | $(\$ 67,520)$ | \$109,480 |
| 4. | Pro Forma Net Worth | Before Conversion | Net Cash Proceeds | Tax Benefit of Foundation | After Conversion |
|  | June 30, 2011 | \$17,754,000 | \$12,618,956 | \$ 200,031 | \$30,572,987 |
|  | June 30, 2011 (Tangible) | \$17,754,000 | \$12,618,956 | \$ 200,031 | \$30,572,987 |
| 5. | Pro Forma Assets | Before Conversion | Net Cash Proceeds | Tax Benefit of Foundation | After Conversion |
|  | June 30, 2011 | \$216,707,051 | \$12,618,956 | \$ 200,031 | \$229,526,038 |

(1) Includes ESOP purchases of $8 \%$ of the offering.
(2) Includes RRP purchases of $4 \%$ of the offering.
(3) ESOP amortized over 20 years, RRP amortized over 5 years, tax effected at:
39.61\%
(4) Option valuation based on Black-Scholes model, 5 year vesting, and assuming $25 \%$ taxable.

Exhibit 3
PRO FORMA EFFECT OF CONVERSION PROCEEDS
West End Bank
At the Maximum of the Range

1. Fully Converted Value

| Fully Converted Value | $\$ 18,780,000$ |
| :--- | ---: |
|  |  |
| Offering Proceeds | $\$ 18,400,000$ |
| Less: Estimated Offering Expenses | $\mathbf{1 , 3 2 3 , 5 6 4}$ |
| Offering Net Conversion Proceeds | $\$ 17,076,436$ |

2. Estimated Additional Income from Conversion Proceeds

| Net Conversion Proceeds | $\$ 17,076,436$ |
| :--- | ---: |
| Less: Cash Contribution to Foundation | $(125,000)$ |
| Less: ESOP Stock Purchases (1) | $(1,502,400)$ |
| Less: RRP Stock Purchases (2) | $(751,200)$ |
| Net Cash Proceeds | $\$ 14,697,836$ |
| Estimated after-tax net incremental rate of return | $\mathbf{1 . 0 6 \%}$ |
| Earnings Increase | $\$ 156,218$ |
| Less: Consolidated interest cost of ESOP borrowings | 0 |
| Less: Amortization of ESOP borrowings(3) | $(45,503)$ |
| Less: RRP Vesting (3) | $(91,005)$ |
| Less: Option Plan Vesting (4) | $(95,381)$ |
| Net Earnings Increase | $(\$ 75,671)$ |


| 3. Pro Forma Earnings |  |  | Before Conversion | Net Earnings Increase | After Conversion |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12 Months ended June 30 | eported) | \$605,000 | (\$75,671) | \$529,329 |
|  | 12 Months ended June 30 | core) | \$177,000 | (\$75,671) | \$101,329 |
| 4. | Pro Forma Net Worth | Before Conversion | Net Cash Proceeds | Tax Benefit of Foundation | After Conversion |
|  | June 30, 2011 | \$17,754,000 | \$14,697,836 | \$ 200,031 | \$32,651,867 |
|  | June 30, 2011 (Tangible) | \$17,754,000 | \$14,697,836 | \$200,031 | \$32,651,867 |
| 5. | Pro Forma Assets | Before Conversion | Net Cash Proceeds | Tax Benefit of Foundation | After Conversion |
|  | June 30, 2011 | \$216,707,051 | \$14,697,836 | \$200,031 | \$231,604,918 |

(1) Includes ESOP purchases of $8 \%$ of the offering.
(2) Includes RRP purchases of $4 \%$ of the offering.
(3) ESOP amortized over 20 years, RRP amortized over 5 years, tax effected at:
(4) Option valuation based on Black-Scholes model, 5 year vesting, and assuming $25 \%$ taxable.

Exhibit 3

## PRO FORMA EFFECT OF CONVERSION PROCEEDS <br> West End Bank <br> At the Supermaximum Value

1. Fully Converted Value

| Fully Converted Value | $\$ 21,540,000$ |
| :--- | ---: |
| Offering Proceeds | $\$ 21,160,000$ |
| Less: Estimated Offering Expenses | $1,361,652$ |
| Offering Net Conversion Proceeds | $\mathbf{\$ 1 9 , 7 9 8 , 3 4 8}$ |

2. Estimated Additional Income from Conversion Proceeds

| Net Conversion Proceeds | $\$ 19,798,348$ |
| :--- | ---: |
| Less: Cash Contribution to Foundation | $(125,000)$ |
| Less: ESOP Stock Purchases (1) | $(1,723,200)$ |
| Less: RRP Stock Purchases (2) | $\mathbf{( 8 6 1 , 6 0 0 )}$ |
| Net Cash Proceeds | $\$ 17,088,548$ |
| Estimated after-tax net incremental rate of return | $1.06 \%$ |
| Earnings Increase | $\$ 181,628$ |
| Less: Consolidated interest cost of ESOP borrowings | 0 |
| Less: Amortization of ESOP borrowings(3) | $(52,328)$ |
| Less: RRP Vesting (3) | $(104,656)$ |
| Less: Option Plan Vesting (4) | $\underline{(109,688)}$ |
| Net Earnings Increase | $(\$ 85,044)$ |


(1) Includes ESOP purchases of $8 \%$ of the offering.
(2) Includes RRP purchases of $4 \%$ of the offering.
(3) ESOP amortized over 20 years, RRP amortized over 5 years, tax effected at: $39.61 \%$
(4) Option valuation based on Black-Scholes model, 5 year vesting, and assuming $25 \%$ taxable.

## EXHIBIT 4

$\mathrm{RP}^{\oplus}$ Financial, LC
Firm Qualifications Statement

# $\mathbf{R P}^{\circledR}$ FINANCIAL, LC. 

## Serving the Financial Services Industry Since 1988

## FIRM QUALIFICATION STATEMENT

$R P^{\circledR}$ Financial (" $R P^{\circledR}$ ) provides financial and management consulting, merger advisory and valuation services to the financial services industry nationwide. We offer a broad array of services, high quality and prompt service, hands-on involvement by principals and senior staff, careful structuring of strategic initiatives and sophisticated valuation and other analyses consistent with industry practices and regulatory requirements. Our staff maintains extensive background in financial and management consulting, valuation and investment banking. Our clients include commercial banks, thrifts, credit unions, mortgage companies, insurance companies and other financial services companies.


#### Abstract

 $\mathrm{RP}^{\circledR}$, s strategic planning services are designed to provide effective feasible plans with quantifiable results. We analyze strategic options to enhance shareholder value, achieve regulatory approval or realize other objectives. Such services involve conducting situation analyses; establishing mission/vision statements, developing strategic goals and objectives; and identifying strategies to enhance franchise and/or market value, capital management, earnings enhancement, operational matters and organizational issues. Strategic recommendations typically focus on: capital formation and management, asset/liability targets, profitability, return on equity and stock pricing. Our proprietary financial simulation models provide the basis for evaluating the impact of various strategies and assessing their feasibility and compatibility with regulations.


## 

$\mathrm{RP}^{\circledR}$,s merger advisory services include targeting potential buyers and sellers, assessing acquisition merit, conducting due diligence, negotiating and structuring merger transactions, preparing merger business plans and financial simulations, rendering fairness opinions, preparing mark-to-market analyses, valuing intangible assets and supporting the implementation of postacquisition strategies. Our merger advisory services involve transactions of financially healthy companies and failed bank deals. $R P^{\otimes}$ is also expert in de novo charters and shelf charters. Through financial simulations, comprehensive data bases, valuation proficiency and regulatory familiarity, $\mathrm{RP}^{\circledR}$ 's merger advisory services center on enhancing shareholder returns.
$\mathrm{RP}^{\circledR}$, s extensive valuation practice includes bank and thrift mergers, thrift mutual-to-stock conversions, goodwill impairment, insurance company demutualizations, ESOPs, subsidiary companies, merger accounting and other purposes. We are highly experienced in performing appraisals which conform to regulatory guidelines and appraisal standards. $\mathrm{RP}^{\infty}$ is the nation's leading valuation firm for thrift mutual-to-stock conversions, with appraised values ranging up to $\$ 4$ billion.

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4.% OTHER CONSULTING SERVICES
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$R P^{\circledR}$ offers other consulting services including evaluating the impact of regulatory changes (TARP, etc.), branching and diversification strategies, feasibility studies and special research. We assist banks/thrifts in preparing CRA plans and evaluating wealth management activities on a de novo or merger basis. Our other consulting services are facilitated by proprietary valuation and financial simulation models.

## KEY PERSONNEL (Years of Relevant Experience \& Contact Information)

$\begin{array}{lc}\text { Ronald S. Riggins, Managing Director (30) } & \text { (703) 647-6543 } \\ \text { William E. Pommerening, Managing Director (27) } & \text { (703) 647-6546 } \\ \text { Gregory E. Dunn, Director (28) } & \text { (703) 647-6548 } \\ \text { James P. Hennessey, Director (25) } & \text { (703) } 647-6544 \\ \text { James J. Oren, Director (24) } & \text { (703) } 6477-6549 \\ \text { Timothy M. Biddle, Senior Vice President (21) } & \text { (703) } 647-6552 \\ \text { Janice Hollar, Senior Vice President (29) } & \text { (703) } 647-6554\end{array}$
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## SIGNATURES

The Registrant has duly caused this form to be signed on its behalf by the undersigned, thereunto duly authorized, in the City of Richmond, State of Indiana on October 12 2011.

## WEST END INDIANA BANCSHARES, INC.



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[^0]:    
     Copyright (c) 2010 by RP Financial, Lc.

[^1]:    source: SNLinancial. LC. and Rp Financial, LC. Caiculations. The information provided in this table bas been obtained trom sources we believe are

[^2]:    (1) Estimated offering expenses at midpoint of the offering.

