

# Wowntown 

ichita Falls

## tasricaltirato

Iowa Park Office

American National Bank
Flower Mound

It is my responsibility - and pleasure - to present the financial results for AmeriBancShares, Inc., for the year ending 2003. In spite of the low interest rate environment which has made it difficult to maintain a desired net interest margin, we were able to match the performance of the previous year in terms of profitability. Due to the reality that interest margins have been narrowing for several years, the Board of Directors and management continue to focus on driving more of the profits of the Bank with noninterest income, as well as by diversifying our product offerings in hopes that in a year when one area of the Bank is down, another area can pick up the slack. As you will see from reviewing the financial highlights, our overall performance for the year would suggest that our strategic objectives are being met. For example, fee income for the year almost equaled net interest income, which is very unusual for a community bank our size. While fee income is earned from a number of different sources, the fees contributed from our Trust operation, and the gain on the sale of mortgage loans continue to be the biggest providers. Thanks to the recent improvement in the stock market which had a positive impact on our Trust Department, trust fees for the year increased over \$165,000, a 6\% gain. Likewise, the Mortgage Loan Department had a tremendous year. In fact, the Department closed over $\$ 83$ million in mortgage loans, which is $\$ 17$ million greater than they had ever done before. Senior Vice President Bill Franklin and his entire staff are to be congratulated for their added contribution to American National Bank's bottomline in ' 03 . Of course, lending has always been and will continue to be a major part of our operation. We are here to serve our community, and assisting individuals and businesses with their borrowing needs

will always be a primary focus. However, meeting the needs of the community involves other means as well. Our wonderful staff donates countless hours serving on non-profit Boards and assisting with fundraising projects for the many organizations in and around our trade areas. In addition, the Bank does its part corporately by contributing dollars to support the many endeavors that could not exist without community support.

We continue to look for ways to enhance the Bank's profitability, and ultimately shareholder value. With this in mind, we recently opened a loan production office (LPO) in McKinney, Texas, and as of January 2004, we formed Archer Title of Texas, Inc., and subsequently purchased the assets of Archer Title Company, Archer City. Already the McKinney office is generating some excellent loan opportunities, and with the acquisition of the title company we are now generating added revenue from title

## President's Message <br> Continued

insurance premiums, not only in Archer and Wichita counties, but in the metroplex as well. The potential for the title company is tremendous, and should become a significant profit center for the Bank in the not to distant future.

While there was really very little change in the various financial highlights from fiscal year end 2002-2003, there are a couple of areas worth noting. To begin with, we were able to cut the provision for loan losses nearly in half, and American National Bank's recoveries for the year almost equaled the charge-off total of approximately $\$ 118,000$. When you consider we have approximately $\$ 170,000,000$ in loans outstanding, the loan/charge-off ratio was less than one tenth of one percent, which supports the quality of the loan portfolio and the excellent job our entire lending staff does in protecting the assets of the Bank. The deposit totals were also up, and while the percentage of increase was not significant, the fact that most of the increase came in the form of demand deposits is very significant in that there is no interest cost associated with them. Finally, from a shareholder perspective, the most noteworthy financial highlight is the fact that we once again raised our dividend $\$ 0.04$ a share for the year, which represents a $7 \%$ increase. That is the 17th year in a row we have raised the dividend, something that we are very proud to report.

Admittedly, the Bank's return on average assets and return on average equity need to improve. For this to occur, however, interest rates must move upward, which should allow us to increase somewhat the net interest margin. While we do believe that there 2 may be some increase in the interest rates toward
the middle of the year, it is highly unlikely we will see any significant upward movement in rates in 2004. In the meantime, management remains committed to controlling overhead and maximizing profitability.

Finally, our Chairman of the Board, Curtis Smith, will resign as Chairman ending with the Annual Meeting. As one of our Founding Directors, Curtis has served faithfully and effectively. Under his leadership there have been many positive, substantive changes in our Bank. We will miss him and wish him well as he and Yvonne travel extensively.

We appreciate your ongoing confidence and support.

John B. "Bo" Stahler
President and CEO

| Year Ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2003 | 2002 |  | hange |
| Earnings |  |  |  |  |
| Net Interest Income | 7,667,902 | 7,861,942 | - | 2.5 |
| Provision For Loan Losses | 282,607 | 561,843 | - | 49.7 |
| Non-Interest Income | 7,071,303 | 6,565,087 | $+$ | 7.7 |
| Non-Interest Expense | 11,448,428 | 10,722,710 | $+$ | 6.8 |
| Net Income | 2,123,958 | 2,120,198 | + | 0.2 |
| Share Data |  |  |  |  |
| Net Income | 1.08 | 1.08 |  | 0.0 |
| Dividends Paid | . 60 | . 56 | $+$ | 7.1 |
| Book Value | 11.46 | 11.04 | $+$ | 3.8 |
| Returns |  |  |  |  |
| Return on Average Assets | . 86 | . 87 | - | 1.2 |
| Return on Average Equity | 9.52 | 9.94 | - | 4.2 |
| Financial Position at Year End |  |  |  |  |
| Total Assets | 249,300,932 | 243,172,837 | $+$ | 2.5 |
| Loans (Net) | 167,667,608 | 170,075,124 | - | 1.4 |
| Reserve for Loan Losses | 1,964,190 | 1,691,421 | $+$ | 16.1 |
| Deposits | 217,441,464 | 211,300,817 | $+$ | 2.9 |
| Equity | 22,551,368 | 21,721,011 | + | 3.8 |

## Year End Statistics

AmeriBancShares, Inc.

Consolidated Net Income
3,000,0001-


Year End Deposits
250,000,000 i-

## Earnings Per Share

* adjusted to reflect AmeriBancShares, Inc. stock outstanding $\$ 1.50$ r
$\$ 1.20$
$\$ 0.90$
$\$ 0.60$
$\$ 0.30$
\$0.00 '94* '95* '96* '97* '98'99'00 '01 '02 '03

200,000,000 -


50,000,000

- '94 '95 '96 '97'98 '99 '00 '01 '02 '03


Stockholders' Equity
$25,000,000_{\text {r }}$


# Independent Auditor's <br> Report 

To the Board of Directors and Stockholders of AmeriBancShares, Inc. and Subsidiaries

We have audited the accompanying consolidated balance sheets of AmeriBancShares, Inc. and Subsidiaries as of December 31, 2003 and 2002, and the related consolidated statements of income, changes in stockholders' equity, and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of AmeriBancShares, Inc. and Subsidiaries as of December 31, 2003 and 2002, and the results of their operations and their cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The consolidating schedules presented following the Notes to Consolidated Financial Statements are presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position, results of operations, and cash flows of the individual companies. Such information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements, and in our opinion, is fairly stated in all material respects in relation to the consolidated financial statements taken as a whole.


Payne Falkner Smith \& Jones, P.C.
Wichita Falls, Texas
February 18, 2004

ASSETS
Cash and due from banks, noninterest bearing
Time deposits in banks
Federal funds sold
Total cash and cash equivalents

| ASSETS | 2003 | 2002 |  |
| :---: | :---: | :---: | :---: |
| Cash and due from banks, noninterest bearing | \$ 13,174,015 | \$ | 9,932,902 |
| Time deposits in banks | 3,296,000 |  | 1,198,000 |
| Federal funds sold | 800,000 |  | 2,300,000 |
| Total cash and cash equivalents | 17,270,015 |  | 13,430,902 |
| Securities available for sale | 34,818,202 |  | 26,762,565 |
| Securities to be held to maturity (approximate market value of \$840,636 in 2003 and $\$ 1,632,628$ in 2002) | 821,975 |  | 1,578,323 |
| Other securities (approximate market value of \$932,650 in 2003 and $\$ 918,450$ in 2002) | 932,650 |  | 918,450 |
| Total investment securities | 36,572,827 |  | 29,259,338 |
| Mortgage loans held for sale | 992,818 |  | 2,454,629 |
| Loans | 169,887,668 |  | 172,254,081 |
| Less: Unearned discount | 255,870) |  | 487,536) |
| Allowance for loan losses | ( 1,964,190) |  | 1,691,421) |
| Loans, net | 167,667,608 |  | 170,075,124 |
| Premises and equipment, net | 12,834,750 |  | 14,181,950 |
| Accrued interest receivable | 1,155,404 |  | 1,115,835 |
| Goodwill | 4,155,760 |  | 4,155,760 |
| Other assets | 8,651,750 |  | 8,499,299 |
| Total assets | \$ 249,300,932 | \$ | 243,172,837 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Deposits:

| Demand deposits | $\$ 50,910,507$ | $\$ 42,043,959$ |
| :--- | ---: | ---: |
| Savings deposits | $7,176,430$ | $6,474,228$ |
| Money market and NOW accounts | $59,806,696$ | $58,661,987$ |
| Time certificates of deposit | $99,547,831$ | $104,120,643$ |
| Total deposits | $217,441,464$ | $211,300,817$ |
|  |  |  |
| Federal funds purchased | $2,450,000$ | $2,340,000$ |
| Federal Home Loan Bank advances | $3,286,851$ | $4,237,561$ |
| Accrued interest payable | 221,534 | 302,825 |
| Other liabilities | $3,349,715$ | $3,270,623$ |
| Total liabilities | $226,749,564$ | $221,451,826$ |

Commitments and contingencies
Stockholders' equity:
Common stock (par value $\$ 2.50 ; 5,000,000$ shares authorized, 2,016,000 issued and $1,967,000$ outstanding)
Surplus
Undivided profits and capital reserves
Treasury stock at cost ( 49,000 shares)
Accumulated other comprehensive income:
Net unrealized appreciation on securities available for sale, net of tax of $\$ 53,805$ in 2003 and $\$ 112,224$ in 2002

Total stockholders' equity
Total liabilities and stockholders' equity
Federal funds purchased
Federal Home Loan Bank advances
3,286,851 4,237,561
Accrued interest payable
Total liabilities
221,451,826

# Consolidated Statements of Income 

For the Years Ended December 31, 2003 and 2002

|  | 2003 |  | 2002 |
| :---: | :---: | :---: | :---: |
| Interest income: |  |  |  |
| Interest and fees on loans | \$ 10,493,586 | \$ | 11,738,830 |
| Interest on investment securities | 782,738 |  | 1,105,766 |
| Interest on time deposits in banks | 77,522 |  | 9,051 |
| Interest on federal funds sold | 129,502 |  | 163,166 |
| Total interest income | 11,483,348 |  | 13,016,813 |
| Interest expense: |  |  |  |
| Interest on deposits: |  |  |  |
| Savings | 32,722 |  | 51,098 |
| Money market and NOW accounts | 417,160 |  | 678,275 |
| Time | 3,173,194 |  | 4,165,753 |
| Total interest on deposits | 3,623,076 |  | 4,895,126 |
| Interest on federal funds purchased | 32,845 |  | 48,684 |
| Interest on Federal Home Loan Bank advances | 159,525 |  | 211,061 |
| Total interest expense | 3,815,446 |  | 5,154,871 |
| Net interest income | 7,667,902 |  | 7,861,942 |
| Provision for loan losses | 282,607 |  | 561,843 |
| Net interest income after provision for loan losses | 7,385,295 |  | 7,300,099 |
| Other operating income: |  |  |  |
| Service charges on deposit accounts | 807,566 |  | 750,557 |
| Trust fee income | 2,934,752 |  | 2,769,350 |
| Gain on sale of mortgage loans | 1,067,602 |  | 697,770 |
| Rent income | 1,660,994 |  | 1,632,901 |
| Net gain on sale of securities | 10,340 |  | 174,821 |
| Other, net | 590,049 |  | 539,688 |
| Total other operating income | 7,071,303 |  | 6,565,087 |
| Other operating expenses: |  |  |  |
| Salaries and bonuses | 4,069,490 |  | 3,934,592 |
| Employee benefits | 1,859,819 |  | 1,504,488 |
| Premises and equipment | 2,623,696 |  | 2,592,290 |
| Advertising | 211,294 |  | 232,112 |
| Data processing expense | 404,239 |  | 389,447 |
| Printing, stationery and supplies | 158,291 |  | 173,405 |
| Professional fees | 131,863 |  | 139,884 |
| Other operating expenses | 1,989,736 |  | 1,756,492 |
| Total other operating expenses | 11,448,428 |  | 10,722,710 |
| Income before income taxes | 3,008,170 |  | 3,142,476 |
| Provision for income taxes | 884,212 |  | 1,022,278 |
| Net income | \$ 2,123,958 | \$ | 2,120,198 |
| Net income per share of common stock | \$ 1.08 | \$ | 1.08 |

## Consolidated Statements of Changes in Stockholders' Equity

For the Years Ended December 31, 2003 and 2002


# Consolidated Statements of Cash Flows 

For the Years Ended December 31, 2003 and 2002
or the Years Ended December 31, 2003 and 2002
$\underline{2003}$
2002
Cash flows from operating
activites Sncome
Adjustments to reconcile net income to net cash provided by Depreciation
Provision for loan losses
Provision for losses on other real estate owned
Provision for (benefit from) deferred taxes
Gain on sale of available for sale securities
Gain on sale of held to maturity securities
Gain on sale of mortgage loans
Gain on sale of other real estate owned
Loss on disposal of premises and equipment
Amortization of premium on investment securities
Accretion of discount on investment securities
Proceeds from sales of mortgage loans
Mortgage loans funded
(Increase) decrease in:
Prepaid expenses
Accrued interest receivable Income taxes receivable Miscellaneous other assets
Increase (decrease) in: Accrued interest payable Other taxes payable Other accrued expenses

Net cash provided by operating activities
Cash flows from investing activities:
Proceeds from maturities of securities available for sale
Proceeds from sale of securities available for sale
Proceeds from maturities of securities held to maturity
Proceeds from sale of securities held to maturity
Purchase of securities available for sale
Purchase of other securities
Purchase of cash value life insurance
Net (increase) decrease in loans
Purchase of premises and equipment
Proceeds from sale of premises and equipment
Proceeds from sale of other real estate owned
Net cash used in investing activities

| $48,583,52$ | $13,154,989$ |
| ---: | ---: |
| 562,854 | $14,663,795$ |
| 529,199 | 992,323 |
| 230,177 |  |
| $(57,458,79$ | $(27,615,877$ |
| $14,200)$ | $22,800)$ |
| $644,312)$ | $\left(\begin{array}{r}156,830) \\ 1,990,456 \\ (1,891,895) \\ 1,405,543 \\ 698,531\end{array}\right.$ |
| $(6,008,924)$ | $(13,866,030$ |
|  | $(14,054,691)$ |

Cash flows from financing activities:
Net increase (decrease) in deposits
Net increase (decrease) in federal funds purchased
Net increase (decrease) in Federal Home Loan Bank advances
Dividends paid
Net cash provided by (used in) financing activities
Net increase (decrease) in cash and cash equivalents

| $6,140,648$ |  |
| ---: | ---: |
| 110,000 | $\left(\begin{array}{r}6,038,132) \\ 980,000) \\ 950,709) \\ (1,180,200)\end{array}\right.$ |
| $4,119,739$ | $\left(\begin{array}{r}3,763,690 \\ 1,101,520) \\ 3,839,113\end{array}\right.$ |
| $13,430,90$ | $(14,538,962)$ |
| $17,270,01$ | $27,969,371$ |
| 5 | $\$ 13,430,902$ |

Supplemental disclosures of cash flow information:
Cash paid during the year for:

| Interest | $\$ 3,896,737$ | $\$ 5,240,060$ |
| :--- | ---: | ---: |
| Income taxes | 959,706 | 989,962 |

# Notes to Consolidated Financial Statements 

## Note 1 - SUMMARY OF SIGNIFICANT ACCOUNTING AND REPORTING POLICIES

The accounting and reporting policies of AmeriBancShares, Inc. and Subsidiaries ("the Company") conform to generally accepted accounting principles and prevailing practices within the banking industry. The Company carries its assets and liabilities principally on the historical cost basis and follows the accrual method of accounting.

## Nature of Operations

The Company provides a variety of financial services to individual and business customers through its locations in Wichita Falls, Iowa Park and Flower Mound, Texas. The Company's primary deposit products are demand deposits, savings deposits, and certificates of deposit, and the primary lending products are commercial, real estate mortgages, and installment loans. The Company also provides trust services and vehicle and equipment leasing services to individual and business customers through its locations in Wichita Falls, Texas.

## Basis of Presentation

The accompanying consolidated financial statements include the accounts of AmeriBancShares, Inc. and its wholly-owned subsidiaries, ANB Realty Corp. and AmeriBancShares of Delaware, Inc. The financial statements also include American National Bank, which is a wholly-owned subsidiary of AmeriBancShares of Delaware, Inc. and American National Leasing Company, which is a wholly owned subsidiary of American National Bank. All significant intercompany transactions have been eliminated. The consolidated statements of income, changes in stockholders' equity, and cash flows include operations for the years ended December 31, 2003 and 2002.

## Cash and Due From Banks

Included in cash and due from banks are legal reserve requirements which must be maintained on an average basis in the form of cash and balances due from the Federal Reserve and other banks.

## Securities

In accordance with Statement of Financial Accounting Standards No. 115, "Accounting for Certain Debt and Equity Securities" (SFAS 115), securities are classified into three categories: held-to-maturity (HTM), available-for-sale (AFS) and trading.

Securities classified as held-to-maturity, which are those the Company has the positive intent and ability to hold to maturity, are reported at amortized cost. Securities classified as available-for-sale may be sold in response to changes in interest rates, liquidity needs, and for other purposes. Available-for-sale securities are reported at fair value and include securities not classified as held-to-maturity or trading. Trading securities are those held principally for the purpose of selling in the near future and are carried at fair value. The Company currently has no trading securities.

Purchase premiums and discounts are recognized in interest income using the interest method over the terms of the securities. Unrealized holding gains and losses for available-for-sale securities are excluded from earnings and reported, net of any income tax effect, as a separate component of stockholders' equity. Realized gains and losses are reported in earnings based on the adjusted cost of the specific security sold.

## Mortgage Loans Held for Sale

# Notes to Consolidated Financial Statements 

For the Years Ended December 31, 2003 and 2002

Use of

## Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

The determination of the adequacy of the allowance for loan losses is based on estimates that are particularly susceptible to significant changes in the economic environment and market conditions. In connection with the determination of the estimated losses on loans, management obtains independent appraisals for significant collateral.

The Company's loans are generally secured by specific items of collateral including real property, consumer assets and business assets. Although the Company has a diversified loan portfolio, a substantial portion of its debtors' ability to honor their contracts is dependent on local economic conditions in the real estate industry.

While management uses available information to recognize losses on loans, further reductions in the carrying amounts ofloans may be necessary based on changes in local economic conditions. In addition, regulatory agencies, as an integral part of their examination process, periodically review the estimated losses on loans. Such agencies may require the Company to recognize additional losses based on their judgments about 10 information available to them at the time of their examination.

The mortgage loans held for sale are stated at the lower of cost or market. Such mortgage loans are aggregated by type for the purpose of valuation. Allowances which are necessary to reflect a reduction of the portfolio to the lower of cost or market are charged against income in the current period.

## Loans and Allowance for Loan Losses

Loans are stated at the amount of unpaid principal, reduced by unearned discount and an allowance for loan losses. Unearned discount on installment loans is recognized as income over the terms of the loans by using the sum-of-themonths' digits method. Interest on other loans is calculated by using the simple interest method on daily balances of the principal amount outstanding. The allowance for loan losses is
established through a provision for loan losses charged to expenses. Loans are charged against the allowance for loan losses when management believes that the collectibility of the principal is unlikely. The allowance for loan losses is an amount that management believes will be adequate to absorb probable losses on existing loans that may become uncollectible, based on evaluations of the collectibility of loans and prior loan loss experience. The evaluations take into consideration such factors as changes in the nature and volume of the loan portfolio, overall portfolio quality, review of specific problem loans, and current economic conditions that may affect the borrowers' ability to pay.

Impaired loans are generally placed on nonaccrual when a loan is specifically determined to be impaired or when principal or interest is delinquent for 90 days or more. Any unpaid interest previously accrued on those loans is reversed from income. Interest income generally is not

## Note 1 - SUMMARY OF SIGNIFICANT ACCOUNTING AND REPORTING POLICIES (CONT'D)

recognized on specific impaired loans unless the likelihood of further loss is remote. Interest payments received on such loans are applied as a reduction of the loan principal balance. Interest income on other impaired loans is recognized only to the extent of interest payments received.

## Servicing

Servicing assets are recognized as separate assets when rights are acquired through purchase or through sale of financial assets. Capitalized servicing rights are reported in other assets and are amortized into noninterest income in proportion to, and over the period of, the estimated future net servicing income of the underlying financial assets. Servicing assets are evaluated for impairment based upon the fair value of the rights as compared to amortized cost. Impairment is determined by stratifying rights by predominant characteristics, such as interest rates and terms. Fair value is determined using prices for similar assets with similar characteristics, when available, or based upon discounted cash flows using market-based assumptions. Impairment is recognized through a valuation allowance for an individual stratum, to the extent that fair value is less than the capitalized amount for the stratum.

## Other Real Estate Owned

Other real estate owned consists of real property acquired through foreclosure or deed in lieu of foreclosure. The Company has adopted Statement of Position 92-3 entitled "Accounting for Foreclosed Assets." In accordance with this statement, other real estate owned, in the amount of $\$ 363,732$ and $\$ 987,534$ at December 31,2003 and 2002 respectively, is carried at the lower of fair value minus estimated selling costs or cost. When property is acquired, the asset is recorded at its fair value and an allowance for estimated selling costs is provided. The allowance for other real estate owned is adjusted for increases or declines in the fair value of the assets; however, the allowance may not be reduced below zero.

## Premises and Equipment, and Depreciation

Premises and equipment are recorded at cost. Expenditures for maintenance and repairs are
expensed, while expenditures for significant renewals and betterments are capitalized. When property is disposed of, the cost of the property and the related accumulated depreciation are removed from the accounts. The Company has elected to provide for depreciation on the straight-line method for financial reporting purposes and accelerated method for tax purposes.

Income Taxes

The Company files a consolidated income tax return with its wholly- owned subsidiaries and their wholly-owned subsidiaries. Federal income tax expense or benefit has been allocated on a separate return basis.

Income taxes are provided for the tax effects of transactions reported in the financial statements and consist of taxes currently due plus deferred taxes related primarily to differences between the basis of accumulated depreciation and the allowance for loan losses for financial and income tax reporting. The deferred tax assets and liabilities represent the future tax return consequences of those differences, which will either be taxable or deductible when the assets and liabilities are recovered or settled.

# Notes to Consolidated Financial Statements (Continued) 

For the Years Ended December 31, 2003 and 2002

Goodwill

During 2002, the Company fully implemented the provisions of SFAS No. 142, Goodwill and Other Intangible Assets, which eliminated the amortization of goodwill and required at a minimum the Company to perform an annual impairment test for goodwill. At December 31, 2003 and 2002, Management has determined that there has been no impairment of recorded goodwill.

Net Income Per Common Share

Net income per common share is based on the weighted average number of common shares outstanding during the period.

## Reclassification

For comparability, certain amounts in the 2002 financial statements have been reclassified, where appropriate, to conform with the financial presentation used in 2003.

## Cash and Cash Equivalents

For purposes of recording cash flows, cash and cash equivalents include cash on hand, amounts due from banks, interest-bearing deposits in banks and federal funds sold. Generally, federal funds are purchased and sold for one-day periods.

## Note 2 - INVESTMENT SECURITIES

The amortized cost and estimated market values of investments in debt securities are as follows:

| December 31, 2003 |  |  |  |
| :---: | :---: | :---: | :---: |
| Gross | Gross |  |  |
| Amortized | Unrealized Unrealized | Estimated |  |
| Cost | Gains | Losses | Market Value |


| Securities Available For Sale |  | \$ | \$ | \$7,499,700 |
| :---: | :---: | :---: | :---: | :---: |
| United States |  |  |  |  |
| Treasury securities | \$7,49,700 i |  |  |  |
| United States |  |  |  |  |
| Agency securities | 16,233,05 |  | $(11,945)$ | 16,221,960 |
| Obligations of states and |  |  |  |  |
| political subdivisions | 6,315,000 | 88,127 | $(37,587)$ | 6,365,540 |
| Corporate bonds | 1,586,994 | 82,101 |  | 1,669,095 |
| Mortgage-backed securities | 3,024,353 | 44,641 | $(7,087)$ | 3,061,907 |
| Totals | \$34,659,952 i | \$214,869 | (\$56,619) | \$34,818,202 |


| Securities to be Held to Maturity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Obligations of states and political subdivisions | 119,569 i | \$ 10,614 | \$ | \$ 130,183 |
| Mortgage-backed securities | 702,406 | 8,268 | (221) | 710,453 |
| Totals | \$821,975 1 | \$18,882 | (\$221) | \$840,636 |
| Other securities | \$ 932,650 | \$ | \$ | \$ 932,650 |

# Notes to Consolidated Financial Statements 

Note 2 - INVESTMENT
SECURITIES (CONT'D)
December 31, 2002

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | GrossAmortized Unrealized |  | Gross Unrealized Losses | Estimated <br> Market Value |
| Securities Available For Sale |  |  |  |  |
| United States Treasury securities | \$9,999,472 \$ |  | \$ | \$ 9,999,472 |
| United States Agency securities | 6,031,173 | 16,438 | 37) | 6,047,574 |
| Obligations of states and political subdivisions | 2,565,000 | 141,083 |  | 2,706,083 |
| Corporate bonds Mortgagebacked | 1,591,438 | 44,537 |  | 1,635,975 |
| securities | 6,245,412 | 128,156 | ( 107) | 6,373,461 |
| Totals | \$26,432,495\$3 | 30,214 | (\$ 144) | \$26,762,565 |



| Totals | $\$ 1,578,323 \$ 54,305$ | $\$$ | $\$ 1,632,628$ |
| :--- | :---: | :---: | :---: |
| Other securities | $\$ 918,450 \$$ | $\$$ | $\$ 918,450$ |

Other securities consist of common stock in the Federal Reserve Bank, Federal Home Loan Bank and Independent Bankers Financial Corporation and are carried at fair value.

The amortized cost and estimated market value of debt securities at December 31, 2003, by contractual maturity, are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

| Securities <br> Available for Sale |  | Securities to be <br> Held to Maturity |  |
| :--- | :--- | ---: | :--- |
| Amortized | Escimated | Amortized | Estimated |
| Cost | Market Value | Cost | Market Value |

2003, as provided by SFAS 115, Accounting for Certain Investments in Debt and Equity Securities, the Company sold certain securities held to maturity that had been substantially collected. Proceeds from these sales of held to maturity securities were approximately $\$ 230,177$ during 2003. Gross gains of approximately $\$ 6,472$ were realized on sales of held to maturity securities during 2003. No losses were recognized on those sales. There were no sales of held to maturity securities during 2002.

Investment securities with a book value of approximately $\$ 17,706,976$ and $\$ 12,658,519$ at December 31, 2003 and 2002, respectively, were pledged to secure deposits and for other purposes as required by law.

Unrealized losses and fair value, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, as of December 31, 2003 are summarized as follows:

|  | Less than 12 Moonths |  | 12 Morths orMore |
| :---: | :---: | :---: | :---: |
| Fair | Unrealized | Fair | Unrealized |
| Value | Loses | Value | Losses |

Securities Available for Sale
US Treasury
Securities \$ \$ \$

| US Government |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Agency <br> Obligations | 13,714,885 ( | 11,945) |  |  |
| Mortgage-backed securities | 1,397,758 ( | 6,411) | 66,787 ( | ${ }_{6} 676$ |
| State and political |  |  |  |  |
| obligations | \$ 19,770,055 (\$ | 55,943) \$ | 66,787 (\$ | 676 |


| Securities Held to M Mortgage-backed securities \$ | 69,936$(\$ \ldots \quad 221) \$$ |  |  | \$ |
| :---: | :---: | :---: | :---: | :---: |
| Due in one year or less | \$ 14,311,429 \$ 14,322,204 \$ |  | \$ |  |
| Due after one year through five years | 15,054,170 | 15,100,837 | 119,569 | 130,183 |
| Due after five years through ten years | 1,970,000 | 2,038,632 |  |  |
| More than ten years | 300,000 | 294,622 |  |  |
|  | 31,635,599 | 31,756,295 | 119,569 | 130,183 |
| Mortgage-backed securities | 3,024,353 | 3,061,907 | 702,406 | 710,453 |
| Totals | \$ 34,659,952 \$ 34,818,202 \$ |  | 821,975 \$ 840,636 |  |

Proceeds from sales of available for sale securities for the years ended December 31, 2003 and 2002 were approximately $\$ 562,854$ and $\$ 14,663,795$,

# Notes to Consolidated Financial Statements (Continued) 

For the Years Ended December 31, 2003 and 2002
respectively. Gross gains of approximately $\$ 5,673$ and $\$ 174,821$ were realized on sales of available for sale securities during 2003 and 2002, respectively. Gross losses of $\$ 1,805$ were recognized on sales of available for sale securities during 2003. No losses were recognized on sales of available for sale securities during 2002. During

For all of the above investment securties, the unrealized losses are generally due to changes in interest rates and, as such, are considered to be temporary, by the Bank.

Note 3 - LOANS AND ALLOWANCE FOR LOAN

## LOSSES

A summary of loan categories is as follows:
December 31,

|  | 2003 |  |
| :--- | ---: | ---: |
| Commercial and | $\$ 20,608,693$ | $\$$ |
| Real estate - other | $104,612,052$ | $105,478,4$ |
| Real estate - | $20,508,395$ | $20,551,07$ |
| Consumer - | $16,117,898$ | $17,391,05$ |
| Overdrafts | 40,630 |  |
|  | 97,514 |  |

Total loans \$ 169,887,668 \$
The Company had no loans to borrowers engaged in similar activities which exceeded 5\% of total assets at December 31, 2003 other than as disclosed above.

Mortgage loans serviced for others are not included in the accompanying consolidated balance sheets. The unpaid principal balances of mortgage

Note 3 - LOANS AND ALLOWANCE FOR LOAN LOSSES (CONT'D)
loans serviced for others was $\$ 33,729,342$ and $\$ 14,113,083$ at December 31, 2003 and 2002, respectively. Custodial escrow balances maintained in connection with the foregoing loan servicing, and included in demand deposits, were approximately $\$ 133,375$ and $\$ 40,191$ at December 31, 2003 and 2002, respectively.

The Company accounts for mortgage servicing rights under SFAS 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities. Originated mortgage servicing rights capitalized at December 31, 2003 and 2002, are $\$ 263,911$ and $\$ 108,334$, respectively, and are included in other assets. The fair values of these rights were $\$ 328,187$ and $\$ 108,334$ at December 31, 2003 and 2002, respectively. The fair value of servicing rights was determined using discount rates ranging from $9.5 \%$ to $12 \%$ and prepayment speeds ranging from $15 \%$ to $30 \%$, depending on the stratification of the specific right.

Impaired loans having carrying values of $\$ 2,099,741$ and $\$ 1,248,808$ at December 31, 2003 and 2002, respectively, have been recognized in conformity with SFAS 114 as amended by SFAS 118. The average recorded investment in impaired loans during 2003 and 2002 was $\$ 2,335,250$ and $\$ 1,700,902$, respectively. The total allowance for loan losses related to those loans was $\$ 63,500$ and $\$ 94,656$ on December 31, 2003 and 2002, respectively. No payments on these loans were recorded as interest income when received in 2003 or 2002. There were no material commitments to lend additional funds to debtors whose loans were classified as impaired as of December 31, 2003 or 2002.

Loan maturities and rate sensitivity of the loan portfolio at December 31, 2003 and 2002, including mortgage loans held for resale less loans on nonaccrual, are as follows:

|  | 2003 |  |  | 2002 |
| :---: | :---: | :---: | :---: | :---: |
| Fixed rate loans with a remaining maturity of: |  |  |  |  |
| Three months or less | \$ | 6,236,755 | \$ | 3,137,215 |
| Over three months through twelve months Over |  | 16,471,289 |  | 13,091,560 |
| one year through five years |  | 38,298,189 |  | 53,890,850 |
| Over five years |  | 8,536,255 |  | 13,148,747 |
| Total fixed rate loans | \$ | 69,542,488 | \$ | 83,268,372 |
| Variable rate loans with a |  |  |  |  |
| repricing frequency of: <br> Quarterly or more frequently <br> Annually or more |  |  |  |  |
| Annually or more | \$ | 90,746,564 | \$ | 80,474,436 |
| frequently, but less frequently than quarterly |  |  |  |  |
|  |  | 4,343,312 |  | 5,951,927 |
| Every five years or |  |  |  |  |
| more frequently, but less frequently than annually |  | 4,148,381 |  | 3,157,690 |
| Less frequently than every five years |  |  |  | $607,477$ |
| Total variable rate loans | \$ | 99,238,257 | \$ | 90,191,530 |

A summary of the changes in allowance for loan losses is as follows:

|  | 2003 |  | 2002 |
| :--- | ---: | :---: | ---: |
| Balance at beginning of year | $\$$ | $1,691,421$ | $\$$ |
| Provision for loan losses |  | 282,607 | $1,916,590$ |
| Loans charged off | $117,852)($ | 561,843 |  |
| Recoveries of loans previously charged <br> $\quad$ off |  | $869,670)$ |  |
|  |  | 108,014 | 82,658 |
| Balance at end of year | $\$$ | $1,964,190 \$$ | $1,691,421$ |

The allowance for financial statement purposes exceeded the federal income tax allowance by $\$ 1,212,400$ and $\$ 993,430$ at December 31, 2003 and 2002, respectively.

## Note 4 - PREMISES AND EQUIPMENT

A summary of premises, equipment and land improvements and related accumulated depreciation is as follows:

# Notes to Consolidated Financial Statements (Continued) 

For the Years Ended December 31, 2003 and 2002

|  | Estimated |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Useful | December 31, |  |  |
|  | Lives |  | 2003 | 2002 |
| Land |  | \$ | 1,442,498 \$ | 1,442,498 |
| Premises | $5-40$ years |  | 7,301,237 | 7,301,237 |
| Furniture, fixtures |  |  |  |  |
| and equipment | $3-10$ years |  | 4,958,097 | 4,674,559 |
| Land improvements | $5-20$ years |  | 532,028 | 532,028 |
| Lease equipment | $3-5$ years |  | 6,400,889 | 7,198,495 |
|  |  |  | 20,634,749 | 21,148,817 |
| Less accumulated |  |  |  |  |
| depreciation |  |  | 7,799,999 | 6,966,867 |
| Totals |  |  | 834,750 \$ | 14,181,950 |

Depreciation expense amounted to $\$ 1,849,772$ and $\$ 1,811,971$ in 2003 and 2002, respectively.

## Note 5 - DEPOSITS

Included in time deposits are certificates of deposit in amounts of $\$ 100,000$ or more. The aggregate amount of short-term jumbo certificates of deposit, each with a minimum denomination of $\$ 100,000$, was $\$ 33,899,135$ and $\$ 37,914,018$ at December 31, 2003 and 2002, respectively.
At December 31, 2003 and 2002, the scheduled maturities of certificates of deposit are as follows:
December 31,

|  | 2003 | 2002 |
| :--- | ---: | ---: |
| Less than three | $\$ 35,358,939$ | $\$$ |
| Four to twelve | $28,328,549$ | $37,672,92$ |
| One to five years | $35,860,343$ | $32,511,89$ |
| Totals | $\$ 99,547,831$ | $\$$ |
|  |  |  |

## Note 6 - OTHER BORROWED FUNDS

Federal funds purchased are generally purchased on a daily basis. Other borrowed funds consist of Federal Home Loan Bank advances, secured by customer loans and mortgage-backed securities collateralized by one- to-four family residences. The Federal Home Loan Bank advance has a fixed interest rate of $4.19 \%$ and is to be repaid in forty-nine monthly installments of approximately $\$ 92,500$ with a balloon payment due February 1, 2007. The advance was used by the Company to fund fixed interest rate residential loans to its customers.

## Note 7 - INCOME TAXES

The provision for income taxes consists of the following:
December 31,

| Current income tax expense: Federal | 2003 |  | 2002 |
| :---: | :---: | :---: | :---: |
|  | \$ | 1,013,9 ${ }^{\text {S }}$ | 584,186 |
| Deferred income (benefit) arising |  | 52 |  |
| Fxcess of tax over financial accounting | ( | 37,805) | 384,626 |
| Accounting for debt expense | ( | 73.571) | 58.679 |
| Writedown of other real estate owned | ( | 15,640)( | 23,460) |
| Bank stock |  | 4,828 | 7,752 |
| ividends Deferred benefits | ( | $115.246^{( }$ | 102.434 |
| Deferred loan fee |  | 1.994 | 5.988 |
| Goodwill |  | 105.700 | 105.700 |
| Organization |  |  | 1.241 |
|  | ( | 129,740 | 438,092 |
| Total income tax | \$ | 884,212\$ | 1,022,2 |

The Company was not liable for state income taxes in 2003 or 2002.

Note 8 - PENSION PLAN
The difference between the consolidated financial statement income tax expense and amounts computed by applying the statutory federal income tax rate of $34 \%$ to consolidated income before taxes is primarily attributable to investments in tax-exempt securities, tax-exempt increases in cash surrender value of life insurance, and certain other transactions.

As of December 31, 2003 and 2002, there are no unused net operating losses or tax credits available for carryover to future periods for either financial reporting or tax reporting purposes.

Net deferred federal income tax liabilities of $\$ 362,619$ and $\$ 550,778$ are included in other liabilities as of December 31, 2003 and 2002, respectively. The accumulated tax effects of each type of income and expense item that gave rise to deferred taxes are as follows:

## December 31, 20032002

Federal income taxes currently receivable of $\$ 31,278$ and \$59,774 at December 31, 2003 and 2002, respectively, are included in other assets.
The Company maintains a leveraged employee stock ownership 401(k) plan ("KSOP"). The KSOP periodically borrows from unrelated lenders to acquire stock for future allocation to KSOP participants. The KSOP provides for voluntary employee salary reduction contributions, voluntary employee after-tax contributions, discretionary employer salary reduction matching contributions, and additional discretionary employer contributions which the Company uses to pay interest on KSOP debt and KSOP debt principal reductions as the Company desires to release unallocated KSOP shares to the KSOP participants.

As shares are released from collateral, the Company reports compensation expense equal to the current market price of the shares. KSOP expense for 2003 and 2002 was $\$ 175,454$ and \$181,418, respectively. Employee salary reduction contributions of $\$ 251,338$ and $\$ 241,239$ were made in 2003 and 2002, respectively.

| Deferred tax assets: Excess of tax cost over |  |  |
| :---: | :---: | :---: |
| financial cost for fixed\$ | 67.283 | 78.986 |
| Allowance for loan | 412.216 | 338.645 |
| Writedowns of real estate | Writedowns of | 26.860 |
| Deferred compensation | 729.830 | 614.584 |
| Deferred loan fee | 27,604 | 29,597 |
| Total deferred tax | 1,279,433 | 1,088,67 |
| Deferred tax |  |  |
| Depreciation | 1,264,077 | 1,313,58 |
| Federal Home I oan stock dividends | 112.336) | 107.508) |
| Amortization | 211.834) | 106.133) |
| Net unrealized appreciation on securities available. for sale | 53,805) | 112,224) |
| Total deferred tax | 1.642 .052 | 1639.45 |
| Total net deferred tax assets (liabilities) (\$ | 362,619) | (\$ |

## Note 9 - DEFERRED COMPENSATION PLANS

The Company maintains individually designed supplemental income plan agreements ("agreements") with certain designated employees and directors. The agreements provide a deferred compensation benefit payable at retirement or death.

The liability under the agreements is recorded

# Notes to Consolidated Financial Statements (Continued) 

based upon the present value of the deferred compensation benefits. At December 31, 2003 and 2002, the Company's accrued liability under the agreements was $\$ 2,182,557$ and $\$ 1,807,600$, respectively.

In connection with the funding of the agreements, the Company has purchased life insurance policies that it believes will fund the benefits payable pursuant to the agreements. The Company is owner and beneficiary of the life insurance policies. Other assets at December 31, 2003 and 2002, respectively, include $\$ 5,531,684$ and $\$ 4,966,118$ in cash value of these life insurance policies.

Note 10 - RELATED-PARTY
TRANSACTIONS
At December 31, 2003 and 2002, certain officers and directors, and companies in which they have a 10 percent or more beneficial ownership, were indebted to the Company in the aggregate amount of approximately $\$ 4,729,447$ and $\$ 5,290,106$, respectively. During 2003, $\$ 1,253,459$ of new loans were originated and repayments totaled $\$ 1,814,118$. All such loans were made in the ordinary course of business. All loans included in such transactions were made on substantially the same terms, including interest rates and collateral requirements, as those prevailing at the time for comparable transactions with other persons and did not involve more than the normal risk of loss or present other unfavorable features.

## Note 11 - COMMITMENTS AND <br> CONTINGENT LIABILITIES

The Company's financial statements do not reflect various commitments and contingent liabilities which arise in the normal course of business and which involve elements of credit risk, interest rate risk and liquidity

Note 11 - COMMITMENTS AND CONTINGENT LIABILITIES (CONT’D)
risk. These commitments and contingent liabilities are commitments to extend credit and standby letters of credit. A summary of the Company's commitments and contingent liabilities at December 31, 2003 and 2002, are as follows:

## Commitments to extend credit <br> Standby letters of credit

Total

| December 31, |  |  |
| :---: | :---: | :---: |
|  | 2003 | 2002 |
| $\$$ | $27,354,413 \$$ | $20,950,805$ |
|  | $2,566,698$ | $2,845,729$ |
| $\$$ | $29,921,111$ | $\$ 23,796,534$ |

Commitments to extend credit, and standby letters of credit all include exposure to some credit loss in the event of nonperformance of the customer. The Company evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained if deemed necessary by the Company upon extension of credit is based on management's credit evaluation. Collateral held varies but may include accounts receivable, inventory, property, plant and equipment, and income-producing commercial properties. Because these instruments have fixed maturity dates, and because many of them expire without being drawn upon, they do not generally present any significant liquidity risk to the Company. The Company has not incurred any significant losses on its commitments in either 2003 or 2002.

The Company is a party to litigation and claims arising in the normal course of business. Management, after consultation with legal counsel, believes that the liabilities, if any, arising from such litigation and claims will not be material to the Company's financial position.

## Note 12 - CONCENTRATIONS OF CREDIT

Substantially all of the Company's loans, commitments, credit card arrangements and standby letters of credit have been granted to customers in the Company's market area. Most customers are depositors of the Company. Investments in state and municipal securities also involve governmental entities within the Company's market area. The concentrations of credit by type of loan are set forth in Note 3. The distribution of commitments to extend credit approximates the distribution of loans outstanding. Commercial and standby letters of credit were granted primarily to commercial borrowers. As a matter of policy, the Company does not extend credit to any single borrower or group of related borrowers in excess of $\$ 2,935,838$.

The Company occasionally maintains deposits and federal funds sold in excess of federally insured limits. Statement of Financial Accounting Standards No. 105 identifies these items as a concentration of credit risk requiring disclosure, regardless of the degree of risk. The risk is managed by maintaining all deposits in high quality financial institutions.

## Note 13 - FAIR VALUE OF FINANCIAL INSTRUMENTS

The following methods and assumptions were used to estimate the fair value of each class of financial instruments as disclosed herein. The values are for disclosure purposes only and have not affected the carrying values of the assets and liabilities on the balance sheet.

Cash and Short-Term Investments
short-term investments, the carrying amount is a reasonable estimate of fair value.

Investment Securities
For debt securities held as investments, fair value equals quoted market price, if available. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities.

## Loan Receivables

For certain homogeneous categories of loans, such as some residential mortgages, credit card receivables, and other consumer loans, fair value is estimated using the quoted market prices for securities backed by similar loans, adjusted for differences in loan characteristics. The fair value of other types of loans is estimated by discounting the future cash flows using the current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining maturities.

Deposit Liabilities
The fair value of demand deposits, savings accounts, and certain money market deposits is the amount payable on demand at the reporting date. The fair value of fixed maturity certificates of deposit is estimated using the rates currently offered for deposits of similar remaining maturities.

## Other Borrowed Funds

The fair value of federal funds purchased is the amount payable upon demand at the reporting date. The fair value of the Federal Home Loan Bank advance is estimated by discounting the future cash flows using the current rates at which similar advances would be made to banks with similar credit ratings for the same remaining maturities.

## Commitments to Extend Credit, Standby Letters of Credit and Financial Guarantees Written

The fair value of commitments is estimated using the fees currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the present creditworthiness of the counterparties. For fixedrate loan commitments, fair value also considers the difference between the current levels of interest rates and the committed rates. The fair value of guarantees and letters of credit is based on fees currently charged for similar agreements or on the estimated cost to terminate them or otherwise settle the obligations with the counterparties at the reporting date.

The estimated fair values of the Company's financial instruments at December 31, 2003 and 2002, are as follows:

| December 31, 2003 | December 31, 2002 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |

Less allowance for
loan losses $(1,964,190)(1,964,190)(1,691,421)(1,691,421)$ For those
Loans, net of
$\begin{array}{lll}\text { allowance } & 167,667,608 & 174,444,664\end{array} \quad 170,075,124$

Notes to Consolidated Financial Statements (Continued)
For the Years Ended December 31, 2003 and 2002
$171,909,289$

## Note 13 - FAIR VALUE OF FINANCIAL INSTRUMENTS (CONT'D)

| December 31, 2003 | December 31, 2002 |  |  |
| :--- | :--- | :--- | :--- |
| Carrying | Fair | Carrying | Fair |
| Amount | Value | Amount | Value |


| Financial liabilities: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Deposits | 217,441,464 219,605,180 211,300,817214,384,850 |  |  |  |
| Federal funds | 2,450,000 | 2,450,000 | 2,340,000 | 2,340,000 |
| Federal Home Loan Bank advances | 3,286,851 | 3,446,000 | 4,237,561 | 4,561,000 |
| Unrecognized financial instruments: |  |  |  |  |
| Commitments to extend credit | 0 | 0 | 0 | 0 |
| Standby letters of | 0 | 0 | 0 | 0 |

## Note 14 - REGULATORY MATTERS

The Bank is subject to the dividend restrictions set forth by the Comptroller of the Currency. Under such restrictions, the Bank may not, without the prior approval of the Comptroller of the Currency, declare dividends in excess of the lesser of the current and prior two years' undistributed earnings or the amount by which total capital exceeds the minimum allowable capital. The dividends, as of December 31, 2003 that the Bank could declare without the approval of the Comptroller of the Currency amounted to approximately $\$ 3,066,144$.

The Company and Bank are subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary, actions by regulators that, if undertaken, could have a direct material effect on the consolidated financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company and Bank must meet specific capital guidelines that involve quantitative measures of their assets, liabilities, and certain off-balancesheet items as calculated under regulatory accounting practices. The Company's and Bank's capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Company and Bank to maintain minimum amounts and ratios (set forth in the table below) of total and Tier I capital (as defined in the regulations) to risk-weighted assets (as defined), and of Tier I capital (as defined) to average assets (as


## Note 15 - MULTI-TIERED BANK HOLDING COMPANY STRUCTURE

On February 19, 1997, an application was filed with the Federal Reserve Bank to authorize the formation of a multi-tiered bank holding company structure consisting of a Texas based parent company, AmeriBancShares, Inc. and a Delaware based intermediate holding company, AmeriBancShares of Delaware, Inc. Upon receipt of proper authorization of the holding company structure from the Federal Reserve Bank, the stock of American National Bank ("the Bank") was transferred to AmeriBancShares of Delaware, Inc. with the stockholders of the Bank receiving three shares of AmeriBancShares, Inc. common stock in exchange for each share of Bank common stock. The transfer was effective May 1, 1997 and was accomplished by the formation of a new bank subsidiary by AmeriBancShares of Note 1-18elgumsebcenitle meniitgal capitalization of $\$ 240,000$. The new bank subsidiary was merged
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For the Years Ended December 31, 2003 and 2002
Consolidating Statement of Income
Pages 20-21
Consolidating Statement of Cash Flows
Pages 22-23

## Consolidating Balance Sheet

## ASSETS

Cash and due from banks, noninterest bearing Time deposits in banks
Federal funds sold
Total cash and cash equivalents

Securities available for sale
Securities to be held to maturity
Other securities
Total investment securities
Mortgage loans held for sale
Loans
Less: Unearned discount
$\quad$ Allowance for loan losses
Loans, net

Premises and equipment, net
Accrued interest receivable
Goodwill
Other assets

Total assets

LIABILITIES AND STOCKHOLDERS' EQUITY
Deposits:

Demand deposits
Savings deposits
Money market and NOW accounts
Time certificates of deposit
Total deposits
Federal funds
nurchaced 2,450,000
Notes Payable 3,976,705
Federal Home Loan Bank advances
Accrued interest
Other liabilities

Total liabilities
Stockholders' equity:

| Common stock | 1,000 | $1,680,000$ |
| :--- | ---: | ---: |
| Surplus |  | $2,090,826$ |
| Undivided profits and capital reserves | 45,842 | $18,004,538$ |
| Treasury stock at cost |  | 104,445 |
| Accumulated other comprehensive income:  <br> Net unrealized appreciation on securities available for sale 46,842 |  |  |
| Total stockholders' $21,879,809$ |  |  |

## Consolidating Statement of Income

AmeriBancShares, Inc. and Subsidiaries, December 31, 2003


|  | American National Leasing Co. |  |  | America National Bank |
| :---: | :---: | :---: | :---: | :---: |
| Interest income: |  |  |  |  |
| Interest and fees on loans | \$ | 133,480 | \$ |  |
| Interest on investment securities |  |  |  | 782,73 |
| Interest on time deposits in banks |  |  |  | 77,522 |
| Interest on federal funds sold |  |  |  | 129,50 |
| Total interest income |  | 133,480 |  | $11,485,8$ |
| Interest expense: |  |  |  |  |
| Interest on deposits: |  |  |  |  |
| Savings |  |  |  | 32,722 |
| Money market and NOW accounts |  |  |  | 417,16 |
| Time |  |  |  | 3,173,19 |
| Total interest on deposits |  |  |  | 3,623,07 |
| Interest on federal funds purchased |  |  |  | 32,845 |
| Interest on Federal Home Loan Bank advances |  |  |  | 159,52 |
| Interest on notes payable |  | 136,001 |  |  |
| Total interest expense |  | 136,001 |  | 3,815,44 |
| Net interest income | ( | 2,521) |  | $\begin{aligned} & 7,670,42 \\ & 3 \end{aligned}$ |
| Provision for loan losses |  | 75,000 |  | $\begin{aligned} & 207,60 \\ & 7 \end{aligned}$ |
| Net interest income after provision for loan losses | ( | 77,521) |  | $\begin{aligned} & 7,462,81 \\ & 6 \end{aligned}$ |
| Other operating income: |  |  |  |  |
| Service charges on deposit accounts |  |  |  | 807,56 |
| Trust fee income |  |  |  | 2,934,75 |
| Gain on sale of mortgage loans |  |  |  | 1,067,60 |
| Rent income |  | ,660,994 |  |  |
| Net gain on sale of securities |  |  |  | 10,340 |
| Earnings from subsidiary |  |  |  | 91,371 |
| Other, net |  | 29,687 |  | 572,36 |
| Total other operating income |  | 1,690,681 |  | 5,483,99 |
| Other operating expenses: |  |  |  |  |
| Salaries and bonuses |  | 86,765 |  | 3,982,72 |
| Employee benefits |  | 15,071 |  | 1,844,74 |
| Premises and equipment |  | 1,206,746 |  | 1,405,93 |
| Advertising |  | 8,535 |  | 202,75 |
| Data processing expense |  |  |  | 404,23 |
| Printing, stationery and supplies |  | 2,646 |  | 155,64 |
| Professional fees |  | 13,108 |  | 118,75 |
| Other operating expenses |  | 137,234 |  | 1,844,45 |
| Total other operating expenses |  | 1,470,105 |  | 9,959,25 |
| Income before income taxes |  | 143,055 |  | 2,987,55 |
| Income before income taxes |  | 143,055 |  |  |
| Provision for income taxes |  | 51,684 |  | $\begin{aligned} & 843,09 \\ & 0 \end{aligned}$ |
| Net income | \$ | 91,371 | \$ | 214416 |

## Consolidating Statement of Income

AmeriBancShares, Inc. and Subsidiaries, December 31, 2003

| AmeriBancShar es of Delaware, Inc. | $\begin{aligned} & \text { ANB } \\ & \text { Realty } \\ & \text { Corp. } \end{aligned}$ | AmeriBancShar es, <br> Inc. | Reclassificati on and Elimination Entries |  | Consolidate <br> d |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | \$ | \$ | (\$ | 136,001) |  |
|  |  |  |  |  | $\begin{array}{r} \$ 10,493,586 \\ 782,73877,522 \\ 129,502 \end{array}$ |
|  |  |  | ( | 136,001) | 11,483,348 |
|  |  |  |  |  | $\begin{array}{r} 32,722 \\ 417,160 \\ 3.173 .194 \end{array}$ |
|  |  |  |  |  | 3,623,076 |
|  |  |  |  |  | 32,845 |
|  |  |  |  |  | 159,525 |
|  |  |  | ( | 136,001) |  |
|  |  |  | ( | 136,001) | 3,815,446 |
|  |  |  |  |  | 7,667,902 |
|  |  |  |  |  | 282,607 |
|  |  |  |  |  | 7,385,295 |



Consolidating Statement of Cash Flows
AmeriBancShares, Inc. and Subsidiaries, December 31, 2003

Cash flows from operating activities:
Net income (loss)

| American |
| :---: |
| National |
| Leasing Co. |

American
National Bank

Adjustments to reconcile net income (loss) to net cash provided by (used in) operations:

| Depreciation | $1,185,305$ | 664,467 |
| :--- | :---: | ---: |
| Provision for loan losses | 75.000 | 207.607 |
| Provision for losses on other real estate owned |  | 66,000 |
| Provision for deferred taxes | $30,008)$ | $(99,732)$ |
| Gain on sale of available for sale securities |  | $(3,86)$ |
| Gain on sale of held to maturity securities |  | $(1,0672)$ |

Gain on sale of mortgage loans $\quad(1,067,603)$
$\begin{array}{lll}\text { Gain on sale of other real estate owned } & 19,996 \quad(28,302)\end{array}$
Loss on disposal of premises and equipment . 19,996
$\begin{array}{lll}\text { Amortization of premium on investment securities } & \text { 123,061 } \\ \text { Accretion of discount on investment securities } & 30.783)\end{array}$
Proceeds from sales of mortgage loans 64,601,523
Mortg
Unconsolidated (earnings) loss from subsidiaries (91,371)
(Increase) decrease in:

| Prepaid expenses | 5,362) | 9,634) |
| :---: | :---: | :---: |
| Accrued interest receivable |  | 193.983) |

$\begin{array}{ll}\text { Income taxes receivable } \quad 163,284 & \text { 26,518) }\end{array}$
Miscellaneous other assets 35,889 ( 217,544)
Increase (decrease) in:

| Accrued interest payable |  | 135,970 | 62,847) |
| :---: | :---: | :---: | :---: |
| Income taxes payable |  | 3,184 | 108,941) |
| Other taxes payable |  |  | 3,301) |
| Other accrued expenses | ( | 17,940) | 287,641 |
| Net cash provided by (used in) operating activities |  | 17,689 | 4,093,777 |

Cash flows from investing activities:
Proceeds from maturities of securities available for sale 48,583,522
$\begin{array}{lrl}\text { Proceeds from sales of securities available for sale } & 562,854\end{array}$
$\begin{array}{ll}\text { Proceeds from maturities of securities held to maturity } & 529,199\end{array}$
Proceeds from sales of securities held to maturity
230,177
Purchase of securities available for sale
( 57,458,799
Purchase of other securities
Purchase of cash value life insurance
Cash paid to subsidiaries
Dividends received from subsidiaries
Net increase in loans ( 143,970) 3,237,426
Purchase of premises and equipment ( 1,567,620) (324,275)
Proceeds from sale of premises and 1,405,405 $\quad 138$
Proceeds from sale of other real estate owned $\quad$ (used in) investing activities $\quad 306,185)$
698.531

Cash flows from financing activities:
Net increase in deposits
6,403,317
Net increase in federal funds purchased
110,000
Net decrease in Federal Home Loan Bank advances
( 950,709)
Net increase (decrease) in other borrowed funds
Capital contributions
Dividends naid
(1,103,000)

22
Net cash provided by (used in) financing activities
( $1,103,000$ )
Net increase (decrease) in cash and cash equivalents
247,504
( $1,224,700)$

Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period
\$ 280,577
3,831,946
13,427,577
\$ 17,259,523


1,224,700
0

| $(1,202,200)$ | 22,000 | $(1,180,200)$ |  |
| ---: | ---: | ---: | ---: |
| $1,202,200)$ | 22,000 | $(1,180,200)$ |  |
| 7,167 | 7,666 |  | 7,499 |
| 3,325 | 6,223 |  | 13,855 |
| $\$$ | 10,492 | $\$$ | 13,889 |
| $\$$ | 21,354 |  |  |

1,405,543
698,531

| ( 3,507,900) |  | ( |
| :---: | :---: | :---: |
|  |  | 6.008 .92 |
| ( | $262,669)$ | 6,140,648 |
|  |  | 110,000 |
|  |  | ( |
| $\begin{gathered} 1,103,000 \\ 22,000) \end{gathered}$ |  |  |
|  | 2,426,900 | ( 1,180,200) |
|  | 3,245,231 | 4,119,739 |
| ( | $262,669)$ | 3,839,113 |
| ( | 53,151) | 13,430,902 |
| (\$ | 315,820) | \$ |

Of American National Bank

## OFFICERS

Administration
John B. "Bo" Stahler
President and CEO

Loan Department
Dwight L. Berry
Executive Vice President
Don Whatley
Senior Vice President
William Patty
Assistant Vice President/Loans
Linda Musgrave
Assistant Vice President/Loans
Vicki Nason
Assistant Vice President/Credit and Collateral
Doris McGregor Steinberger
Assistant Vice President/Compliance Officer
Peggy Carr
Banking Officer
Vera Simons
Banking Officer

Trust and Investment Services
Timothy G. Connolly
Senior Vice President / Senior Trust Officer
Kevin Goldstein
Vice President/Trust Officer/Security Sales
Randy R. Martin
Vice President/Trust Officer
Linda Wilson
Vice President/Trust Officer
Kelly J. Smith
Vice President/Trust Officer
Jeffrey S. Schultz
Vice President/Trust In-vestment Officer
Michael W. Boyle
Assistant Vice President/Trust Compliance Officer
J. Bradley Davidson

Assistant Vice President/Employee Benefits
Paula Walmer
Assistant Vice President/Operations Manager

Mortgage Loan Department
W.O. Franklin

Senior Vice President
Donna Vaughn
Vice President
Maggie Johnson
Funding Officer
American National Leasing Company Randall
R. Gibson

Vice President/Manager
James H. Wright
Assistant Vice President

Operations/Support Personnel
Roy T. Olsen
Senior Vice President/Operations
Blake Andrews
Vice President/Controller
Nancy Vannucci
Vice President/Internal Auditor
Susan Cast
Vice President/Teller Operations
June Streight
Vice President/Cashier
Kenneth L. Haney
Assistant Vice President/Calling Officer

## Downtown Office

Johnny Clark
Senior Vice President/Manager
John W. Kable
Senior Vice President/Loans
Gail Natale
Marketing Director
Marva Pieratt
Banking Officer
Flower Mound Office
Sam Wilson
Senior Vice President/Manager
Kristin Feeback
Loan Officer
Flower Mound Trust and Investment Services
Sharon L. Manley
Vice President/Trust Officer
Flower Mound Mortgage Loan Department
Spencer Murphy
Assistant Vice President
McKinney Mortgage Loan Production Office
Gary Eberhart
Assistant Vice President
Iowa Park Office
Randall R. Gibson
Vice President/Manager

## DIRECTORS

| Curtis W. Smith |  |
| :--- | :--- |
| Chairman of the Board | John B. "Bo" |
| Dwight L. Berry | Stahler |
| President and CEO |  |
| Timothy G. | Johnny Clark1 |
| Connolly Frank | W.O. Franklin* |
| Gibson Harold | Juliana Hanes |
| Haynes Dr. George | Milburn Nutt |
| Ritchie Stanley P. | Bill Rowland |
| Rugeley Don | Robert Scott |
| Whatley* | Peggie |
| Ben D. Woody | Woodruff |

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