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Chief Financial Officer

Donald W. Rutherford, Chief Financial Officer

ASSET MANAGER DEALS

Largest Deals Announced in 2008

Ranked by Deal Value at Announcement

Rank	Buyer Target	Seller (if different)	Announce Date	Deal Value (\$M)	Assets Under Management (\$M)
1	Blackstone Group LP GSO Capital Partners LP		01/10/08	930.0	10,000.0
2	Investor group American Beacon Advisors Inc.	<i>AMR Corp.</i>	04/16/08	480.0	NA
3	Ameriprise Financial Inc. J. & W. Seligman & Co. Inc.		07/07/08	440.0	18,000.0
4	Mitsubishi UFJ Financial Group Inc. NikkoCiti Trust and Banking Corp.	<i>Citigroup Inc.</i>	12/16/08	277.5	NA
5	Aabar Investments PJSC AIG Private Bank Ltd.	<i>American International Group Inc.</i>	12/01/08	254.0	7,000.3
6	Lazard Ltd. Lazard Asset Management LLC		08/14/08	240.0	134,100.0
7	Federated Investors Inc. Prudent Bear & Prudent Gbl Incm Fund	<i>David W. Tice & Associates LLC</i>	07/14/08	142.5	1,707.0
8	Federated Investors Inc. Clover Capital Management Inc.		09/12/08	93.0	2,800.0
9	Janus Capital Group Inc. Perkins Wolf McDonnell and Co. LLC	<i>Mac-Per-Wolf Co.</i>	07/07/08	90.0	10,059.6
9	Wilmington Trust Corp. AST Capital Trust Co.		01/30/08	90.0	NA

NA = Not Available;
Includes whole and asset deals
Terminated deals not included

Data as of Jan. 16, 2009
Complete notes can be found on page 510.
Source: SNL Financial

SPECIALTY FINANCE ASSET DEALS

Largest Deals Announced in 2008

Ranked by Managed Receivables

Rank	Buyer Target	Seller (if different)	Announce Date	Deal Value (\$M)	Mngd Receivables (\$M)	P/Mngd Receivables (%)
1	Investor group Loan portfolio	<i>Citigroup Inc.</i>	04/17/08	NA	12,000.0	NA
2	JPMorgan Chase & Co. Target credit card receivables	<i>Target Corp.</i>	05/05/08	3,557.3	3,825.0	93.0
3	Allianz SE Mortgage-backed security portfolio	<i>Bank Hapoalim BM</i>	05/21/08	2,550.0	3,420.0	74.6
4	Carrington Capital Management LLC Mortgage servicing rights	<i>Fremont General Corp.</i>	03/20/08	NA	1,900.0	NA
5	Centerbridge Partners LP Servicing platform assets	<i>Origen Financial Inc.</i>	04/30/08	38.5	1,600.0	2.4
6	American International Group Inc. Equity One consumer branch loan portfolio	<i>Popular Inc.</i>	01/17/08	1,490.0	1,500.0	99.3
7	Goldman Sachs Group Inc. Loan and servicing assets	<i>Popular Inc.</i>	08/29/08	760.0	1,170.0	65.0
8	Bank of America Corp. Upromise Cards portfolio	<i>Citigroup Inc.</i>	06/30/08	NA	1,000.0	NA
9	Undisclosed Buyer Student loan portfolio	<i>Nelnet Inc.</i>	03/31/08	840.6	857.8	98.0
10	Wells Fargo & Co. Loan and lease receivables	<i>General Electric Co.</i>	12/31/08	NA	730.0	NA

NA = Not Available
Terminated deals not included
Data as of Jan. 15, 2009

Complete notes can be found on page 426.
Source: SNL Financial

UTAH



Summary Statistics

	Utah	U.S.	U.S. (%)
Total Assets (\$M)	328,693	13,585,038	2.42
Total Deposits (\$M)	224,214	8,736,165	2.57
	Number of Institutions/ Branches	Deposit Market Share (%)	
		Utah	U.S.
Banks	73/605	94.23	86.76
Thrifts	8/18	5.77	10.31
Savings Banks	0/0	0.00	2.93
Total	81/623	100.00	100.00

M&A Summary

	Utah		U.S.	
	2008	2007	2008	2007
Number of Deals	0	0	174	318
Assets Sold (\$M)	0	0	1,385,142	381,118
Deposits Sold (\$M)	0	0	747,657	254,561
Average Price/Book (%)	NA	NA	263.9	261.6
Median Price/LTM EPS (x)	NA	NA	44.1	25.1
Number of Branch Sales	0	0	63	72
Deposits Sold (\$M)	0	0	2,736	3,186
Median Prem/Deposits (%)	NA	NA	5.3	8.0

Whole-Bank and Whole-Thrift Acquisitions Terminated in 2008

Announced Prior to 2008, Ranked by Deal Value at Announcement

Buyer Seller	City, ST City	Inst. Type	Announced Terminated	Announced		
				Deal Value (\$M)	Price/ Book (%)	Price/ LTM EPS (x)
Home Depot Inc.	Atlanta, GA	Not Classified	05/02/06	NA	NA	NA
EnerBank USA	Salt Lake City	Bank	01/25/08			

UTAH

Market Share Analysis

Market	Rank	Institution (ST)	Inst Type	Number of Branches	Total Deposits (\$000s)	Market Share (%)	Share of Top Institution (%)
UTAH 45,665,514	1	Wells Fargo & Co. (CA)	Bank HC	137	16,350,094	35.80	2.30
	2	Zions Bancorp. (UT)	Bank HC	123	9,698,231	21.24	26.62
	3	JPMorgan Chase & Co. (NY)	Bank HC	69	9,664,558	21.16	1.49
	4	KeyCorp (OH)	Bank HC	40	2,315,985	5.07	3.80
	5	U.S. Bancorp (MN)	Bank HC	46	851,451	1.86	0.61
	6	Barnes BanCorp. (UT)	Bank HC	10	719,697	1.58	100.00
	7	People's Utah Bancorp (UT)	Bank HC	11	689,992	1.51	100.00
	8	BOU Bancorp Inc. (UT)	Bank HC	13	549,920	1.20	100.00
	9	Southern Utah BanCorp. (UT)	Bank HC	15	500,231	1.10	100.00
	10	Central BanCorp. (UT)	Bank HC	10	467,028	1.02	100.00
	11	Washington Federal Inc. (WA)	Thrift HC	10	321,601	0.70	4.46
	12	AmericanWest Bancorp. (WA)	Bank HC	19	312,063	0.68	19.40
	13	First Utah BanCorp. (UT)	Bank HC	8	294,820	0.65	100.00
	14	America West Bank Members LC (UT)	Bank HC	3	266,680	0.58	100.00
	15	FNB Bancorp (UT)	Bank HC	7	243,933	0.53	100.00
	16	Village Bancorp (UT)	Bank HC	4	216,926	0.48	100.00
	17	SunFirst Corp. (UT)	Bank HC	3	196,923	0.43	100.00
	18	Centennial Bankshares Inc. (UT)	Bank HC	5	189,236	0.41	100.00
	19	Cache Valley Banking Co. (UT)	Bank HC	2	163,928	0.36	100.00
	20	Lewiston Bancorp (UT)	Bank HC	2	160,677	0.35	84.12
SALT LAKE CITY, UT 19,565,065	1	Zions Bancorp. (UT)	Bank HC	52	6,457,133	33.00	17.72
	2	JPMorgan Chase & Co. (NY)	Bank HC	44	4,997,575	25.54	0.77
	3	Wells Fargo & Co. (CA)	Bank HC	56	3,336,500	17.05	0.47
	4	KeyCorp (OH)	Bank HC	22	1,976,446	10.10	3.24
	5	U.S. Bancorp (MN)	Bank HC	27	712,398	3.64	0.51
OGDEN, UT 12,451,464	1	Wells Fargo & Co. (CA)	Bank HC	19	10,820,151	86.90	1.52
	2	BOU Bancorp Inc. (UT)	Bank HC	5	305,163	2.45	55.49
	3	America West Bank Members LC (UT)	Bank HC	2	266,666	2.14	99.99
	4	Zions Bancorp. (UT)	Bank HC	8	238,807	1.92	0.66
	5	Centennial Bankshares Inc. (UT)	Bank HC	3	178,415	1.43	94.28
PARK CITY, UT 5,091,961	1	JPMorgan Chase & Co. (NY)	Bank HC	3	4,235,531	83.18	0.65
	2	Zions Bancorp. (UT)	Bank HC	6	357,577	7.02	0.98
	3	Wells Fargo & Co. (CA)	Bank HC	3	211,239	4.15	0.03
	4	Western Community Bcschs (UT)	Thrift HC	1	76,895	1.51	33.45
	5	KeyCorp (OH)	Bank HC	2	47,442	0.93	0.08
PROVO-OREM, UT 3,367,485	1	Zions Bancorp. (UT)	Bank HC	15	856,915	25.45	2.35
	2	Wells Fargo & Co. (CA)	Bank HC	21	746,799	22.18	0.10
	3	People's Utah Bancorp (UT)	Bank HC	7	593,498	17.62	86.02
	4	Central BanCorp. (UT)	Bank HC	10	467,028	13.87	100.00
	5	JPMorgan Chase & Co. (NY)	Bank HC	9	180,927	5.37	0.03
ST. GEORGE, UT-NV-AZ 1,726,746	1	Zions Bancorp. (UT)	Bank HC	11	494,683	28.65	1.36
	2	Wells Fargo & Co. (CA)	Bank HC	9	406,114	23.52	0.06
	3	Village Bancorp (UT)	Bank HC	4	216,926	12.56	100.00
	4	SunFirst Corp. (UT)	Bank HC	2	192,268	11.13	97.64
	5	Southern Utah BanCorp. (UT)	Bank HC	6	124,292	7.20	24.85

Complete notes can be found on page 138.
Source: SNL Financial