

PAC Newsletter  
4/27/2023



# Plains Acquisition Corp. and Plains State Bank

## COMPANY OVERVIEW

Plains State Bank (PSB) was established in 1957 in Plains, Texas. In 2008, Chairman and CEO Milan Saunders founded Plains Acquisition Corporation (PAC) and organized a group of investors to acquire PSB. Following the acquisition, the bank charter and headquarters were moved to Humble, Texas.

PSB is primarily focused on serving the banking needs of small businesses in the community. We have 5 branches in the Houston area, one branch in West Texas, and one Loan Production Office in San Antonio. We are proud to offer the best in full-service banking backed by an unwavering commitment to always do the right thing by our shareholders, customers, and employees.

## BUSINESS INSIGHTS

Plains State Bank saw a solid first quarter of earnings. Earnings growth was driven by organic growth and interest rate increases. Steady and quality loan growth continue to be a focus, while growing deposits, specifically demand deposit accounts or DDAs, is a high priority in 2023.

We were disappointed to learn of the bank closures of Silicon Valley Bank and Signature Bank and the regretful panic this caused for depositors. Both Silicon Valley Bank and Signature Bank were niche banks focused on very risky activities involving tech start-ups and cryptocurrency. Plains State Bank is a community bank providing banking services to small businesses in Texas, primarily in the Houston area.

Technology and high touch customer service continue to differentiate us from other banks and provide a powerful competitive advantage. Our New Business Online Banking platform provides a modern user experience with comprehensive fraud prevention tools and the added convenience of mobile banking.

## INVESTOR INFORMATION

Plains Acquisition Corporation is traded under the PLQC ticker symbol on the OTC Pink Market.

If you are interested in buying or selling PAC stock, please contact Mike Acampora at D.A. Davidson. Mike's contact information is as follows:

Michael Acampora  
SVP | Community Bank Professional  
904.456.6153 | 888.877.6807 | cell: 904.210.9960  
D.A. Davidson & Co.  
[macampora@dadco.com](mailto:macampora@dadco.com)

PAC paid a 0.75 cent dividend on March 31, 2023 and will pay a 0.75 cent dividend on September 30, 2023 to shareholders.

### Headquarters

19404 Kenswick Drive  
Humble, TX 77338

### Contact Us

713-559-6800  
Fax: 713-559-6811  
[psbplains.com](http://psbplains.com)

### Investor Relations Contact

Milan B. Saunders  
Chairman and CEO  
713-559-6801  
[msaunders@psbplains.com](mailto:msaunders@psbplains.com)

### PSB Results March 31, 2023

Assets	\$815.6MM
Loans	\$639.7MM
Deposits	\$702.3MM
Capital	\$107.5MM
Net Income	\$4.5MM

### PAC Common Stock

YTD earnings per share as of Mar 31, 2023	\$1.76
YTD diluted earnings per share as of Mar 31, 2023	\$1.65
Book value per share as of Mar 31, 2023	\$37.96
Diluted BV per share excluding AOCI as of Mar 31, 2023	\$38.91

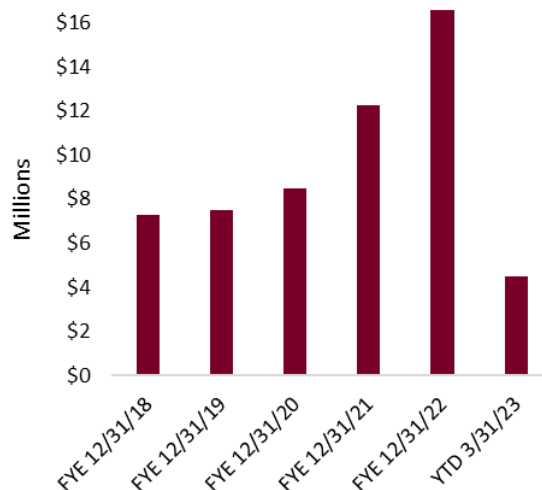
*Banking the Texas Way — Since 1957*



**PLAINS STATE BANK**  
**3/31/23 FINANCIAL HIGHLIGHTS**

12 Month Average ROA	2.13%
12 Month Average ROE	16.09%
Net Interest Margin	5.05%
Earning Assets/Assets	97.62%
Loans to Total Deposits	91.08%
Liquidity Ratio	20.51%
Tier 1 Leverage Ratio	13.44%
Burden	1.94%
Efficiency Ratio	41.51%

**PLAINS STATE BANK**  
**EARNINGS TREND**



**CONSOLIDATED PAC & PSB**  
**FIRST QUARTER TREND**

	3/31/2019	3/31/2020	3/31/2021	3/31/2022	3/31/2023	Average Annual Growth
<b>Assets</b>	\$521,800M	\$601,525M	\$733,704M	\$822,362M	\$815,581M	11.8%
<b>Loans</b>	\$405,697M	\$463,942M	\$489,569M	\$620,382M	\$639,659M	12.1%
<b>Deposits</b>	\$465,527M	\$533,967M	\$636,865M	\$718,074M	\$697,820M	10.6%
<b># of Dep Accts</b>	4,404	4,714	4,859	4,749	4,496	0.5%
<b>Net Income</b>	\$1,517M	\$1,937M	\$1,962M	\$3,328M	\$4,263M	29.5%
<b>YTD Earnings/Share</b>	\$0.66	\$0.82	\$0.82	\$1.38	\$1.76	27.9%
<b>YTD Diluted Earnings/Share</b>	\$0.60	\$0.76	\$0.79	\$1.33	\$1.65	28.8%
<b>Book Value/Share</b>	\$24.20	\$27.78	\$30.94	\$34.18	\$37.96	11.9%
<b>Diluted BV/Share excluding AOCI</b>	\$23.38	\$26.63	\$29.68	\$34.46	\$38.91	13.6%

*DISCLOSURE: The financial information presented herein reflects preliminary, unaudited historical financial results, which are not final until the Company's audited financial statements are issued and is not a prediction of future performance. This information should not be construed as investment advice. Investors are directed to confer with their investment advisor. Investments involve risk, including loss of principal. Funds held in corporate stock are not insured by the FDIC or any other government agency and are not bank guaranteed. This is neither an offer to sell nor a solicitation of an offer to buy any securities.*