Statement of Primary Geographic Area

- **Assessment Areas:** The Bank's seven (7) assessment areas are identified as:

    1. Bexar and Medina Counties which are part of the San Antonio-New Braunfels MSA
    2. El Paso County which is part of the El Paso MSA
    3. Hidalgo and Cameron Counties which are part of the McAllen-Edinburg-Mission and Brownsville-Harlingen MSAs
    4. Refugio County which is considered a rural county
    5. Tarrant County which is part of the Fort Worth-Arlington-Grapevine MSA
    6. Webb County which is part of the Laredo MSA
    7. Harris County which is part of the Houston-The Woodlands-Sugar Land MSA

- **Strategic Geographic Market Area:** Generally considered six of the major State of Texas Metropolitan Statistical Areas or the eight Counties in which the Bank has full-services branches.

- **Primary Trade Area:** The Bank recognizes the need to effectively serve the economic needs of our communities served, including the low-to-moderate income neighborhoods. The Bank's Primary Trade Area includes companies and individuals which are headquartered or employed within the Counties where we have full-service branches.

- **Secondary Trade Areas:**

    1. Customers who are domiciled inside the Bank's primary trade area but are conducting business or have economic interest in other market areas.
    2. Customers who are domiciled outside the Bank's primary trade area but conduct business or have economic interest within the Bank's primary trade areas.

- **Tertiary: Non-Strategic Loans**

    1. Loan participation purchases from other banks, correspondent banks, or mortgage and/or consumer loan originators.

    2. Program / Special promotional loans in certain market segments or "niches" identified.