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# NEWS

For Immediate Release

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## **Bank of the West Expands in Mountains, Midwest**

*Former Commercial Federal Sites Now Open as Bank of the West*

SAN FRANCISCO, CA – (December 5, 2005) – Bank of the West introduced its distinctive bear brand in dozens of markets in Arizona, Colorado, Iowa, Nebraska today, and began serving communities in Kansas, Oklahoma and Missouri for the first time as the San Francisco-based bank completed its integration of \$10.2 billion-asset Commercial Federal Bank.

Former Commercial Federal locations in seven states reopened today as Bank of the West locations – including 50 in **Colorado**, 43 in **Nebraska**, 44 in **Iowa** and 6 in **Arizona**, where the bank is already active. Bank of the West also converted former Commercial Federal locations in **Kansas** (28 locations), **Oklahoma** (20), and **Missouri** (12). Adding 204 new locations in all, Bank of the West now operates 681 banking locations in 19 Western and Midwestern states.

“This is an exciting day as we introduce our bear brand and the personalized service that has been the hallmark of Bank of the West for over 130 years,” said Don J. McGrath, Chairman and Chief Executive Officer. “Bank of the West is serving deposit customers in Kansas, Oklahoma and Missouri for the first time today, but branch customers will find the same familiar folks that have been serving their financial needs all along. Our new customers will also have some additional choices of consumer and business banking products and services to fit their specific situations.”

Bank of the West acquired Commercial Federal Corporation in a \$1.36 billion transaction that closed December 2. As a result of the acquisition, Bank of the West becomes one of the three largest Western-based commercial banks in the United States. Along with the expanded branch system, Bank of the West adds a regional administrative facility in Omaha, Nebraska and a recently-opened commercial banking center in Denver.

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“Our strategy is to add more locations to our network, both by acquisition and by locating new branches in high growth communities,” McGrath added.

In 2004 and 2005, Bank of the West integrated two other banking companies, Community First Bankshares of Fargo, North Dakota, and Union Safe Deposit Corporation, through acquisitions that added more than 180 locations. Bank of the West has completed 15 acquisitions since 1987.

Bank of the West offers a full range of products and services, among them:

- Consumer banking – full retail and small-business deposit, credit and investment services emphasizing personalized customer service and decentralized decision-making
- Consumer finance – loans and leases for automobiles, recreational vehicles and pleasure boats and home equity loans and lines of credit
- Mortgage banking – purchase and refinancing loans for individuals and businesses
- Commercial banking – lending and deposit services for middle-market companies
  - Specialized expertise includes Agribusiness, Real Estate & Construction, Church Lending, Government Banking, Title, Escrow & Property Management, Financial Institutions and Health Care
  - Cash Management, Capital Markets, Foreign Exchange, International Trade & Trade Finance, Corporate Deposits, Loan Syndications and Equipment Leasing services
- Small business lending – including SBA-guaranteed loans
- Wealth management – full range of trust and investment services and investment management
- Insurance – through its subsidiary, BW Insurance, Inc., the bank offers auto, homeowners, worker’s compensation and general liability insurance

### **Part of a Global Enterprise**

At September 30, 2005, Bank of the West had total assets of \$43.7 billion and Commercial Federal had assets of \$10.2 billion. Bank of the West ([www.bankofthewest.com](http://www.bankofthewest.com)), together with \$11 billion-asset First Hawaiian Bank, comprise BancWest Corporation, at 9/30/05 a \$54 billion-asset holding company wholly owned by BNP Paribas. BancWest Corporation ([www.bancwest.com](http://www.bancwest.com)) now serves nearly 4 million accounts through 743 banking locations in 20 states, Guam and Saipan. BNP Paribas is a global financial services group, with its heritage in Europe, leading positions in Asia and a long-term active presence in the United States.

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