



PUBLIC DISCLOSURE

August 9, 2022

COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION

American National Bank – Fox Cities
Charter Number #22553

2200 N. Richmond Street
Appleton, WI 54911-1948

Office of the Comptroller of the Currency

Milwaukee Field Office
High Pointe on Mayfair
1200 North Mayfair Road, Suite 200
Wauwatosa, WI 53226-3282

NOTE: This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, and should not be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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Overall CRA Rating

Institution's CRA Rating: American National Bank - Fox Cities (ANB Fox Cities or bank) is rated **Satisfactory**.

The lending test is rated: Satisfactory

- The loan-to-deposit (LTD) ratio is reasonable given the bank's size, financial condition, and the credit needs of its assessment area (AA).
- The borrower distribution of loans reflects reasonable distribution among borrowers of different incomes. The borrower distribution of loans reflects reasonable distribution among businesses of different sizes.
- The geographic distribution of home mortgage loans reflects reasonable distribution among geographies. The geographic distribution of businesses loans reflects reasonable distribution among geographies.

Loan-to-Deposit Ratio

Considering the bank's size, financial condition, and credit needs of the AA, the bank's loan-to-deposit ratio is more than reasonable.

The bank's quarterly LTD ratio averaged 89.18 percent over the 12 quarters from March 31, 2019 to March 31, 2022. The bank ranks second in a peer group which includes five other similarly situated banks with peer bank LTD data ratios ranging from 80.52 percent to 94.65 percent in the specified time period. The banks in this peer group have total assets ranging from \$142.1 million to \$417.4 million.

Lending in Assessment Area

A majority of the bank's loans are inside its AA.

The bank originated and purchased 57.7 percent of its total loans by number and 57.1 percent by dollar amount inside the bank's AA during the evaluation period. This analysis is performed at the bank, rather than the AA, level. This percentage does not include extensions of credit by affiliates that may be considered under the other performance criteria. See the table below for additional detail.

Table D - Lending Inside and Outside of the Assessment Area

| Loan Category | Number of Loans | | | | Total # | Dollar Amount of Loans \$(000s) | | | | Total \$(000s) |
|----------------|-----------------|-------------|------------|-------------|------------|---------------------------------|-------------|---------------|-------------|----------------|
| | Inside | | Outside | | | Inside | | Outside | | |
| | # | % | # | % | | \$ | % | \$ | % | |
| Home Mortgage | | | | | | | | | | |
| 2019-2021 | 211 | 53.4 | 184 | 46.6 | 395 | 47,704 | 53.2 | 42,041 | 46.8 | 89,745 |
| Small Business | | | | | | | | | | |
| 2019-2021 | 78 | 73.6 | 28 | 26.4 | 106 | 25,235 | 66.3 | 12,828 | 33.7 | 38,063 |
| | | | | | | | | | | |
| Total | 289 | 57.7 | 212 | 42.3 | 501 | 72,939 | 57.1 | 54,869 | 42.9 | 127,808 |

*Source: Bank Data
Due to rounding, totals may not equal 100.0%*

Description of Institution

ANB Fox Cities is an intrastate institution headquartered in Appleton, Wisconsin. As of December 31, 2021, ANB Fox Cities had \$345.2 million in total assets, a loan portfolio of 247.0 million, and tier 1 capital of \$46.7 million. ANB Fox Cities is wholly owned by American National Bancorp, INC., a single bank holding company. The holding company has total assets of \$47.55 million and is also located in Appleton, Wisconsin. ANB Fox Cities headquarters and single branch are in the bank's single AA. The AA encompasses the entirety of the Appleton Wisconsin 11540 metropolitan statistical area (MSA). No corporate mergers, acquisitions, branch openings, or branch closings occurred since the last CRA evaluation. The bank has a loan production office in Green Bay, Wisconsin that does not accept deposits.

A 24-hour non-deposit taking ATM located on the Appleton, Wisconsin branch premises was retired on October 15, 2019. ANB Fox Cities no longer has any operating ATMs. A list of available ATMs with no fee for access are made available to customers. Online banking services and mobile banking services are provided for both consumer and business customers.

Competition is strong due to many large financial institutions in the area. As of the June 30, 2021 FDIC Deposit Market Share Report, ANB Fox Cities ranks sixth out of 27 financial institutions within the AA in terms of total deposits (\$291.8 million) with 5.75 percent of the total market share.

ANB Fox Cities' strategic initiative is to serve the Fox Cities as an independent community bank with a focus on providing services for small- and medium-sized businesses.

The bank also received positive consideration for its response to the COVID-19 pandemic in 2020 through the origination of SBA Paycheck Protection Program (PPP) loans. These loans helped to stabilize small businesses and communities in the AA and statewide. The bank originated 239 PPP loans totaling \$33.8 million in 2020 and 150 PPP loans totaling \$19.4 million in 2021.

At the prior CRA Performance Evaluation (PE), dated May 20, 2019, ANB Fox Cities was evaluated using the Small Bank performance standards and received a Satisfactory rating. There are no legal or financial factors impeding the bank's ability to meet the credit needs of its AA.

Scope of the Evaluation

Evaluation Period/Products Evaluated

We evaluated ANB Fox Cities' performance using the Small Bank procedures. The evaluation period for this CRA examination is January 1, 2019 through August 8, 2022. The Lending Test assesses the bank's record of meeting credit needs of its AA through lending activities during the evaluation period of January 1, 2019 through December 31, 2021. We reviewed data for the bank's primary loan products, including commercial loans and residential loans, to evaluate the bank's lending performance.

To assess lending, we used data from bank reports and a random sample of loans for each primary loan product originated or purchased in the bank's AA. Our lending analysis used the most recent available demographic and aggregate peer lending data.

The federal banking agencies are now updating decennial census data every five years, beginning with the Census Bureau's 2015 American Community Survey (ACS). This change was implemented in order to provide more current and accurate demographic data. During the current evaluation period, Fox Cities' AA was not affected by this change, and the lending data from 2019 through 2021 received the same analysis based on the 2015 ACS. Data is discussed in the applicable narrative sections of this evaluation.

Selection of Areas for Full-Scope Review

Given the bank only has one AA, which consists of the entire Appleton Wisconsin 11540 MSA, we reviewed this MSA using full-scope procedures.

Ratings

The bank's overall rating is based entirely on its performance in this single AA.

Discriminatory or Other Illegal Credit Practices Review

Pursuant to 12 CFR 25.28(c) or 195.28(c), respectively, in determining a national bank's or federal savings association's (collectively, bank) CRA rating, the OCC considers evidence of discriminatory or other illegal credit practices in any geography by the bank, or in any AA by an affiliate whose loans have been considered as part of the bank's lending performance. As part of this evaluation process, the OCC consults with other federal agencies with responsibility for compliance with the relevant laws and regulations, including the U.S. Department of Justice, the U.S. Department of Housing and Urban Development, and the Bureau of Consumer Financial Protection, as applicable.

The OCC has not identified that this institution (or any affiliate whose loans have been considered as part of the institution's lending performance) has engaged in discriminatory or other illegal credit practices that require consideration in this evaluation.

The OCC will consider any information that this institution engaged in discriminatory or other illegal credit practices, identified by or provided to the OCC before the end of the institution's next performance evaluation in that subsequent evaluation, even if the information concerns activities that occurred during the evaluation period addressed in this performance evaluation.

State Rating

State of Wisconsin

CRA rating for the State of Wisconsin: Satisfactory

The Lending Test is rated: Satisfactory

The major factors that support this rating include:

- The borrower distribution of loans reflects reasonable distribution among borrowers of different incomes. The borrower distribution of loans reflects reasonable distribution among businesses of different sizes.
- The geographic distribution of home mortgage loans reflects reasonable distribution among geographies. The geographic distribution of businesses loans reflects reasonable distribution among geographies.
- There were no CRA related complaints during the evaluation.

Description of Institution's Operations in Wisconsin

The bank has one AA located in the state of Wisconsin. The Appleton, Wisconsin MSA AA is comprised of the entirety of Outagamie County and Calumet County located in east central Wisconsin. According to the Census Bureau's 2015 ACS, the bank's AA is comprised of 51 CTs, of which zero are low-income, seven (13.7 percent) are moderate-income, 39 (76.5 percent) are middle-income, and five (9.8 percent) are upper-income. No CTs are designated as NA. The AA complies with regulatory requirements and does not arbitrarily exclude any low- or moderate-income geographies.

The total population of the AA is 230,108 comprised of 61,531 families. The number of families at each income level are: 11,197 low-income (18.2 percent), 11,450 moderate-income (18.6 percent), 15,308 middle income (24.9 percent), and 23,567 upper-income (38.3 percent). The average median family income according to the Census Bureau's 2015 ACS is \$73,709, and the FFIEC estimates that median family income increased to \$85,600 in 2021. The percentage of families below the poverty level is 6.0 percent. Owner-occupied units total 65,293 units (69.1 percent of total housing units), and median gross rent for the MSA is \$715. Based on 2021 demographic data, the total number of businesses with reported revenues in the AA was 12,508, up from 11,251 in 2017 at the last CRA exam.

Competition within the Appleton, Wisconsin MSA is strong and includes several community banks and credit unions, as well as numerous branches of regional and national banks. ANB Fox Cities has one branch located in Appleton, Wisconsin, and 100 percent of its deposits are in the AA.

Employment and Economic Factors

The average 2021 annual unemployment rate for Calumet County and Outagamie County was 2.8 percent and 3.1 percent, respectively. The annual unemployment rate for the state of Wisconsin was

3.8 percent. During 2020, the unemployment rate for Calumet County was as high as 11.5 percent and for Outagamie County as high as 13.7 percent, driven largely by the COVID-19 pandemic. Major employers in the area include ThedaCare, Affinity Health System, Kimberly-Clark Corp., Menasha Packaging, and the Boldt Company.

The Appleton MSA has a well-established labor force and is known for its industry clusters of food processing, paper industry, and manufacturing. According to the Wisconsin Department of Revenue, total employment in the Appleton MSA as of May 2022 remains 3 percent below February 2020 (pre-Covid-19) employment numbers. Top industries in the Appleton MSA ranked by employment volume are manufacturing, trade, transport, utilities, education, and health services. The Wisconsin Department of Revenue lists net new construction in 2021 for Calumet and Outagamie County at \$70.4 million and \$354.0 million, respectively. Single family housing permits in Calumet and Outagamie County remain low, totaling 490 permits in 2019 and 594 permits in 2020.

In a 2021 economic outlook survey conducted by the Fox Cities Chamber of Commerce, the majority of businesses surveyed selected the cost of doing business as the most beneficial feature of operating in the Fox Cities and the availability of necessary talent/workforce as the biggest challenge. About 30 percent of surveyed businesses indicated they had fewer employees in 2021 compared to pre-Covid-19 levels, and about 15 percent expect their organization will not recover financially from the pandemic before the end of 2022.

Loan Production Office – Green Bay, Wisconsin

The bank has a Loan Production Office (LPO) located outside of the AA in Green Bay, WI. During our review period, the bank has significantly increased their lending at this LPO. While this impacted the bank's in/out ratio, the bank continues to originate a majority of their loans in the AA. Further, the LPO operating outside of the bank's AA did not prevent the bank from maintaining reasonable distribution of home mortgage and small business loans.

Community Contact

The community contact indicated that the economic outlook of the area is favorable. The contact explained that unemployment is low and stable, and organizations in the area are continuing to invest and grow. Affordable workforce housing remains a need in the community, and employers in the area are struggling to attract employees. Housing affordability is important to attract and retain lower-wage members of the workforce employed by the strong manufacturing and service industry presence in the area.

The community contact noted that ANB Fox Cities had donated \$1,000 dollars each year to the Fox Cities Regional Partnership for the past three years. The partnership focuses on attracting businesses and a talented workforce to the area.

| Table A – Demographic Information of the Assessment Area | | | | | | |
|--|----------|-----------------------|------------------------------|--------------------------|-------------------------|-----------------------|
| Assessment Area: ANB Fox Cities Appleton MSA 2021 | | | | | | |
| Demographic Characteristics | # | Low % of # | Moderate % of # | Middle % of # | Upper % of # | NA* % of # |
| Geographies (Census Tracts) | 51 | 0.0 | 13.7 | 76.5 | 9.8 | 0.0 |
| Population by Geography | 230,108 | 0.0 | 11.1 | 80.3 | 8.6 | 0.0 |
| Housing Units by Geography | 94,481 | 0.0 | 11.7 | 80.9 | 7.4 | 0.0 |
| Owner-Occupied Units by Geography | 65,293 | 0.0 | 9.2 | 81.4 | 9.4 | 0.0 |
| Occupied Rental Units by Geography | 23,795 | 0.0 | 18.7 | 78.1 | 3.2 | 0.0 |
| Vacant Units by Geography | 5,393 | 0.0 | 10.9 | 87.2 | 1.9 | 0.0 |
| Businesses by Geography | 12,508 | 0.0 | 10.2 | 82.0 | 7.8 | 0.0 |
| Farms by Geography | 723 | 0.0 | 8.3 | 85.1 | 6.6 | 0.0 |
| Family Distribution by Income Level | 61,531 | 18.2 | 18.6 | 24.9 | 38.3 | 0.0 |
| Household Distribution by Income Level | 89,088 | 21.7 | 17.2 | 20.9 | 40.2 | 0.0 |
| Median Family Income MSA - 11540 Appleton, WI MSA | | \$73,709 | Median Housing Value | | | \$160,416 |
| | | | Median Gross Rent | | | \$715 |
| | | | Families Below Poverty Level | | | 6.0% |
| <i>Source: 2015 ACS and 2021 D&B Data</i> | | | | | | |
| <i>Due to rounding, totals may not equal 100.0%</i> | | | | | | |
| <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i> | | | | | | |

Scope of Evaluation in Wisconsin

The Wisconsin state rating is based on the results of the full scope review of the Appleton MSA AA.

LENDING TEST

The bank's performance under the Lending Test in Wisconsin is rated Satisfactory.

Based on a full-scope review, the bank's performance in the Appleton MSA is adequate.

Distribution of Loans by Income Level of the Geography

The bank exhibits reasonable geographic distribution of loans in the State.

Home Mortgage Loans

Refer to table O in the state of Wisconsin section of appendix D for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations and purchases.

The borrower distribution of loans reflects reasonable distribution among borrowers of different geographies. There are no low-income census tracts (CTs) located in the AA. The bank originated 8.5 percent of home mortgage loans in moderate-income geographies. Although this is below the

demographic data, which shows 9.2 percent of owner-occupied housing units are in moderate income geographies, the bank exceeded the aggregate peer lending data of 7.8 percent of home mortgage loans originated in moderate income geographies.

Small Loans to Businesses

Refer to table Q in the state of Wisconsin section of appendix D for the facts and data used to evaluate the geographic distribution of the bank's originations and purchases of small loans to businesses.

The borrower distribution of loans reflects reasonable distribution among geographies. There are no low-income CTs located in the AA. The bank originated 11.5 percent of business loans in moderate-income geographies. The percent of the bank's originated loans exceeds both the demographics that indicate 10.2 percent of AA businesses are in moderate-income geographies and the aggregate peer lending data in the moderate-income geographies of 9.7 percent.

Distribution of Loans by Income Level of the Borrower

The bank exhibits a reasonable distribution of loans to individuals of different income levels and businesses of different sizes, given the product lines offered by the bank.

Home Mortgage Loans

Refer to table P in the state of Wisconsin section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations and purchases.

The borrower distribution of home mortgage loans within the AA reflects reasonable distribution among borrowers of different incomes. The bank originated 10.4 percent of its home mortgages to low-income families. This percentage is less than the demographics that indicate 18.2 percent of families in the AA are low-income. The percentage of bank loans to low-income families exceeded the aggregate peer lending data, which show 9.3 percent of peer lending within the AA was to low-income families. The bank originated 12.3 percent of home mortgages to moderate-income families, which is less than the demographics that show 18.6 percent of families in the AA are moderate-income. The bank's lending is also less than the aggregate peer lending data, which show 22.0 percent of peer lending within the AA was to moderate-income families.

Small Loans to Businesses

Refer to table R in the state of Wisconsin section of appendix D for the facts and data used to evaluate the borrower distribution of the bank's originations and purchases of small loans to businesses.

The borrower distribution of loans reflects reasonable distribution among businesses of different sizes. The bank originated 62.8 percent of its business loans to AA small businesses (businesses with gross annual revenues of \$1.0 million or less). This percentage of loans to small businesses is less than the percentage of small businesses in the AA, which is 76.9 percent of total businesses. The percentage of bank loans to small businesses significantly exceeds the aggregate lending data which shows 38.8 percent of peer business lending in the AA was to small businesses.

Responses to Complaints

There were no consumer complaints regarding the bank's CRA performance, nor any indicating illegal or discriminatory lending practices during this evaluation.

Appendix A: Scope of Examination

The following table identifies the time period covered in this evaluation, affiliate activities that were reviewed, and loan products considered. The table also reflects the MSAs and non-MSAs that received comprehensive examination review, designated by the term “full-scope,” and those that received a less comprehensive review, designated by the term “limited-scope”.

| | | |
|---|---|--|
| Time Period Reviewed: | January 1, 2019 through December 31, 2021 | |
| Bank Products Reviewed: | Home mortgage and small business loans. | |
| Affiliate(s) | Affiliate Relationship | Products Reviewed |
| None | | |
| List of Assessment Areas and Type of Examination | | |
| Rating and Assessment Areas | Type of Exam | Other Information |
| MMSA(s) | | |
| Appleton, WI MSA | Full – scope | All of Outagamie County and all of Calumet County. |

Appendix B: Summary of MMSA and State Ratings

| RATINGS | American National Bank – Fox Cities |
|-------------------------------------|-------------------------------------|
| Overall Bank: | Lending Test Rating |
| American National Bank – Fox Cities | Satisfactory |
| State: | |
| Wisconsin | Satisfactory |

Appendix C: Definitions and Common Abbreviations

The following terms and abbreviations are used in this performance evaluation, including the CRA tables. The definitions are intended to provide the reader with a general understanding of the terms, not a strict legal definition.

Affiliate: Any company that controls, is controlled by, or is under common control with another company. A company is under common control with another company if the same company directly or indirectly controls both companies. For example, a bank subsidiary is controlled by the bank and is, therefore, an affiliate.

Aggregate Lending (Aggt.): The number of loans originated and purchased by all reporting lenders (HMDA or CRA) in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/assessment area.

Census Tract (CT): A small, relatively permanent statistical subdivision of a county delineated by a local committee of census data users for the purpose of presenting data. Census tracts nest within counties, and their boundaries normally follow visible features, but may follow legal geography boundaries and other non-visible features in some instances, Census tracts ideally contain about 4,000 people and 1,600 housing units.

Combined Statistical Area (CSA): A geographic entity consisting of two or more adjacent Core Based Statistical Areas with employment interchange measures of at least 15. An employment interchange measure is a measure of ties between two adjacent entities. The employment interchange measure is the sum of the percentage of workers living in the smaller entity who work in the larger entity and the percentage of employment in the smaller entity that is accounted for by workers who reside in the larger entity.

Community Development (CD): Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet Small Business Administration Development Company or Small Business Investment Company programs size eligibility standards or have gross annual revenues of \$1 million or less; or activities that revitalize or stabilize low- or moderate-income geographies, distressed or underserved nonmetropolitan middle-income geographies, or designated disaster areas.

Community Reinvestment Act (CRA): The statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its entire community, including LMI areas, consistent with the safe and sound operation of the bank, and to take this record into account when evaluating certain corporate applications filed by the bank.

Consumer Loan(s): A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, other secured consumer loans, and other unsecured consumer loans.

Family: Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into ‘male householder’ (a family with a male householder’ and no wife present) or ‘female householder’ (a family with a female householder and no husband present).

Full-Scope Review: Performance under the Lending, Investment, and Service Tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower distribution, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

Geography: A census tract delineated by the United States Bureau of the Census in the most recent decennial census.

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that conduct business or have banking offices in a metropolitan statistical area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants, the amount of loan requested, the disposition of the application (e.g., approved, denied, and withdrawn), the lien status of the collateral, any requests for preapproval, and loans for manufactured housing.

Home Mortgage Loans: A closed-end mortgage loan or an open-end line of credit as these terms are defined under 12 CFR 1003.2, and that is not an excluded transaction under 12 CFR 1003.3(c)(1) through (c)(10) and (c)(13).

Household: Includes all persons occupying a housing unit. Persons not living in households are classified as living in group quarters. In 100 percent tabulations, the count of households always equals the count of occupied housing units.

Limited-Scope Review: Performance under the Lending, Investment, and Service Tests is analyzed using only quantitative factors (e.g., geographic distribution, borrower distribution, total number and dollar amount of investments, and branch distribution).

Low-Income Individual: Individual income that is less than 50 percent of the area median income.

Low Income Geography: A census tract with a median family income that is less than 50 percent.

Market Share: The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the state/assessment area.

Median Family Income (MFI): The median income determined by the U.S. Census Bureau every five years and used to determine the income level category of geographies. The median is the point at which half of the families have income above, and half below, a range of incomes. Also, the median income determined by the Federal Financial Institutions Examination Council (FFIEC) annually that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above, and half below, a range of incomes.

Metropolitan Division: As defined by Office of Management and Budget, a county or group of counties within a Core Based Statistical Area that contains an urbanized population of at least 2.5 million. A Metropolitan Division consists of one or more main/secondary counties that represent an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

Metropolitan Statistical Area: An area, defined by the Office of Management and Budget, as a core based statistical area associated with at least one urbanized area that has a population of at least 50,000. The Metropolitan Statistical Area comprises the central county or counties containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

Middle-Income: Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 percent and less than 120 percent, in the case of a geography

Moderate-Income: Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 percent and less than 80 percent, in the case of a geography.

Multifamily: Refers to a residential structure that contains five or more units.

Owner-Occupied Units: Includes units occupied by the owner or co-owner, even if the unit has not been fully paid for or is mortgaged.

Qualified Investment: A qualified investment is defined as any lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

Rating Area: A rated area is a state or multi-state metropolitan statistical area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multi-state metropolitan statistical area, the institution will receive a rating for the multi-state metropolitan statistical area.

Small Loan(s) to Business(es): A loan included in 'loans to small businesses' as defined in the Consolidated Report of Condition and Income (Call Report) instructions. These loans have original amounts of \$1 million or less and typically are either secured by nonfarm or nonresidential real estate or are classified as commercial and industrial loans.

Small Loan(s) to Farm(s): A loan included in 'loans to small farms' as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland or are classified as loans to finance agricultural production and other loans to farmers.

Tier 1 Capital: The total of common shareholders' equity, perpetual preferred shareholders' equity with non-cumulative dividends, retained earnings and minority interests in the equity accounts of consolidated subsidiaries.

Upper-Income: Individual income that is at least 120 percent of the area median income, or a median family income that is at least 120 percent, in the case of a geography.

Appendix D: Tables of Performance Data

Content of Standardized Tables

A separate set of tables is provided for each state. All multistate metropolitan statistical areas, if applicable, are presented in one set of tables. References to the “bank” include activities of any affiliates that the bank provided for consideration (refer to appendix A: Scope of the Examination). For purposes of reviewing the Lending Test tables, the following are applicable: (1) purchased are treated as originations; and (2) “aggregate” is the percentage of the aggregate number of reportable loans originated and purchased by all HMDA or CRA-reporting lenders in the MMSA/assessment area. Deposit data are compiled by the FDIC and are available as of June 30th of each year. Tables without data are not included in this PE.

The following is a listing and brief description of the tables included in each set:

- Table O. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography** - Compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of owner-occupied housing units throughout those geographies. The table also presents aggregate peer data for the years the data is available.
- Table P. Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower** - Compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of families by income level in each MMSA/assessment area. The table also presents aggregate peer data for the years the data is available.
- Table Q. Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography** - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses that were originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of businesses (regardless of revenue size) in those geographies. Because aggregate small business data are not available for geographic areas smaller than counties, it may be necessary to compare bank loan data to aggregate data from geographic areas larger than the bank’s assessment area.
- Table R. Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenue** - Compares the percentage distribution of the number of small loans (loans less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to: 1) the percentage distribution of businesses with revenues of greater than \$1 million; and, 2) the percentage distribution of businesses for which revenues are not available. The table also presents aggregate peer small business data for the years the data is available.
- Table S. Assessment Area Distribution of Loans to Farms by Income Category of the Geography** - The percentage distribution of the number of small loans (less than or equal to \$500,000) to farms originated and purchased by the bank in low-, moderate-, middle-,

and upper-income geographies compared to the percentage distribution of farms (regardless of revenue size) throughout those geographies. The table also presents aggregate peer data for the years the data is available. Because aggregate small farm data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's assessment area.

- Table T. Assessment Area Distribution of Loans to Farms by Gross Annual Revenues -** Compares the percentage distribution of the number of small loans (loans less than or equal to \$500 thousand) originated and purchased by the bank to farms with revenues of \$1 million or less to: 1) the percentage distribution of farms with revenues of greater than \$1 million; and, 2) the percentage distribution of farms for which revenues are not available. The table also presents aggregate peer small farm data for the years the data is available.
- Table U. Assessment Area Distribution of Consumer Loans by Income Category of the Geography -** Compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of households in those geographies.
- Table V. Assessment Area Distribution of Consumer Loans by Income Category of the Borrower -** Compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of households by income level in each MMSA/assessment area.

Table O: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Geography **2019-21**

| Assessment Area: | Total Home Mortgage Loans | | | | Low-Income Tracts | | | Moderate-Income Tracts | | | Middle-Income Tracts | | | Upper-Income Tracts | | | Not Available-Income Tracts | | |
|----------------------------------|---------------------------|---------------|--------------|----------------|-----------------------------------|--------------|------------|-----------------------------------|--------------|------------|-----------------------------------|--------------|-------------|-----------------------------------|--------------|-------------|-----------------------------------|--------------|------------|
| | # | \$ | % of Total | Overall Market | % of Owner-Occupied Housing Units | % Bank Loans | Aggregate | % of Owner-Occupied Housing Units | % Bank Loans | Aggregate | % of Owner-Occupied Housing Units | % Bank Loans | Aggregate | % of Owner-Occupied Housing Units | % Bank Loans | Aggregate | % of Owner-Occupied Housing Units | % Bank Loans | Aggregate |
| ANB Fox Cities Appleton MSA 2021 | 211 | 47,704 | 100.0 | 15,706 | 0.0 | 0.0 | 0.0 | 9.2 | 8.5 | 7.8 | 81.4 | 76.8 | 80.2 | 9.4 | 14.7 | 12.0 | 0.0 | 0.0 | 0.0 |
| Total | 211 | 47,704 | 100.0 | 15,706 | 0.0 | 0.0 | 0.0 | 9.2 | 8.5 | 7.8 | 81.4 | 76.8 | 80.2 | 9.4 | 14.7 | 12.0 | 0.0 | 0.0 | 0.0 |

Source: 2015 ACS; 01/01/2019 - 12/31/2021 Bank Data, 2020 HMDA Aggregate Data, "--" data not available.
 Due to rounding, totals may not equal 100.0%

Table P: Assessment Area Distribution of Home Mortgage Loans by Income Category of the Borrower **2019-21**

| Assessment Area: | Total Home Mortgage Loans | | | | Low-Income Borrowers | | | Moderate-Income Borrowers | | | Middle-Income Borrowers | | | Upper-Income Borrowers | | | Not Available-Income Borrowers | | |
|----------------------------------|---------------------------|---------------|--------------|----------------|----------------------|--------------|------------|---------------------------|--------------|-------------|-------------------------|--------------|-------------|------------------------|--------------|-------------|--------------------------------|--------------|-------------|
| | # | \$ | % of Total | Overall Market | % Families | % Bank Loans | Aggregate | % Families | % Bank Loans | Aggregate | % Families | % Bank Loans | Aggregate | % Families | % Bank Loans | Aggregate | % Families | % Bank Loans | Aggregate |
| ANB Fox Cities Appleton MSA 2021 | 211 | 47,704 | 100.0 | 15,706 | 18.2 | 10.4 | 9.3 | 18.6 | 12.3 | 22.0 | 24.9 | 22.3 | 24.5 | 38.3 | 47.9 | 33.0 | 0.0 | 7.1 | 11.3 |
| Total | 211 | 47,704 | 100.0 | 15,706 | 18.2 | 10.4 | 9.3 | 18.6 | 12.3 | 22.0 | 24.9 | 22.3 | 24.5 | 38.3 | 47.9 | 33.0 | 0.0 | 7.1 | 11.3 |

Source: 2015 ACS; 01/01/2019 - 12/31/2021 Bank Data, 2020 HMDA Aggregate Data, "--" data not available.
 Due to rounding, totals may not equal 100.0%

| Table Q: Assessment Area Distribution of Loans to Small Businesses by Income Category of the Geography | | | | | | | | | | | | | | | | | | | 2019-21 | |
|--|---------------------------------|---------------|------------|----------------|-------------------|--------------|------------|------------------------|--------------|------------|----------------------|--------------|-------------|---------------------|--------------|------------|-----------------------------|--------------|------------|--|
| Assessment Area: | Total Loans to Small Businesses | | | | Low-Income Tracts | | | Moderate-Income Tracts | | | Middle-Income Tracts | | | Upper-Income Tracts | | | Not Available-Income Tracts | | | |
| | # | \$ | % of Total | Overall Market | % Businesses | % Bank Loans | Aggregate | % Businesses | % Bank Loans | Aggregate | % Businesses | % Bank Loans | Aggregate | % Businesses | % Bank Loans | Aggregate | % Businesses | % Bank Loans | Aggregate | |
| ANB Fox Cities Appleton MSA 2021 | 78 | 25,235 | 100 | 3,853 | 0.0 | 0.0 | 0.0 | 10.2 | 11.5 | 9.7 | 82.0 | 79.5 | 80.7 | 7.8 | 9.0 | 9.7 | 0.0 | 0.0 | 0.0 | |
| Total | 78 | 25,235 | 100 | 3,853 | 0.0 | 0.0 | 0.0 | 10.2 | 11.5 | 9.7 | 82.0 | 79.5 | 80.7 | 7.8 | 9.0 | 9.7 | 0.0 | 0.0 | 0.0 | |

*Source: 2021 D&B Data; 01/01/2019 - 12/31/2021 Bank Data; 2020 CRA Aggregate Data, "--" data not available.
Due to rounding, totals may not equal 100.0%*

| Table R: Assessment Area Distribution of Loans to Small Businesses by Gross Annual Revenues | | | | | | | | | | | | 2019-21 | |
|---|---------------------------------|---------------|------------|----------------|---------------------------------|--------------|-------------|--------------------------------|--------------|--|--------------|---------|--|
| Assessment Area: | Total Loans to Small Businesses | | | | Businesses with Revenues <= 1MM | | | Businesses with Revenues > 1MM | | Businesses with Revenues Not Available | | | |
| | # | \$ | % of Total | Overall Market | % Businesses | % Bank Loans | Aggregate | % Businesses | % Bank Loans | % Businesses | % Bank Loans | | |
| ANB Fox Cities Appleton MSA 2021 | 78 | 25,235 | 100 | 3,853 | 76.9 | 62.8 | 38.8 | 7.6 | 37.2 | 15.6 | 0.0 | | |
| Total | 78 | 25,235 | 100 | 3,853 | 76.9 | 62.8 | 38.8 | 7.6 | 37.2 | 15.6 | 0.0 | | |

*Source: 2021 D&B Data; 01/01/2019 - 12/31/2021 Bank Data; 2020 CRA Aggregate Data, "--" data not available.
Due to rounding, totals may not equal 100.0%*