Our Regions

Pacific Northwest  Northern California  Central California  Southern California  Southwest  Rocky Mountains  Midwest  Great Plains
FINANCIAL HIGHLIGHTS

<table>
<thead>
<tr>
<th>(dollar amounts in thousands)</th>
<th>2007</th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>$ 1,568,127</td>
<td>$ 1,601,285</td>
<td>$ 1,413,239</td>
</tr>
<tr>
<td>Total noninterest income</td>
<td>404,045</td>
<td>541,715</td>
<td>395,514</td>
</tr>
<tr>
<td>Total noninterest expense</td>
<td>1,189,680</td>
<td>1,170,941</td>
<td>941,015</td>
</tr>
<tr>
<td>Net income</td>
<td>417,254</td>
<td>572,032</td>
<td>525,661</td>
</tr>
<tr>
<td>Return on average assets</td>
<td>.72%</td>
<td>1.04%</td>
<td>1.23%</td>
</tr>
<tr>
<td>Total assets</td>
<td>61,829,845</td>
<td>55,642,936</td>
<td>55,157,645</td>
</tr>
<tr>
<td>Total loans and leases</td>
<td>43,735,307</td>
<td>39,603,402</td>
<td>37,810,364</td>
</tr>
<tr>
<td>Total deposits</td>
<td>38,055,451</td>
<td>37,436,420</td>
<td>33,901,911</td>
</tr>
<tr>
<td>Stockholder’s equity</td>
<td>9,028,897</td>
<td>8,810,493</td>
<td>8,331,286</td>
</tr>
<tr>
<td>Total risk based capital ratio</td>
<td>10.57%</td>
<td>11.27%</td>
<td>10.79%</td>
</tr>
</tbody>
</table>

Total Assets  
Total Deposits  
Net Income  
Total Loans and Leases
The unfavorable economic environment of the past year overshadowed Bank of the West’s otherwise good performance in 2007. We saw robust asset generation, reflecting strong loan and equipment finance growth. We continued efforts to deepen our deposit customer relationships, and our cross-sale efforts met with growing success. Restrained by low net interest margins, the bank worked to diversify its revenue streams.

Surpassing $60 billion in assets for the first time, the bank’s assets grew 11.1% over year-end 2006 to $61.8 billion. Loans and leases at year’s end 2007 totaled $43.7 billion, a 10.4% increase over the 2006 total of $39.6 billion. Net income for the year was $417.3 million, a decline of 27.1% from net income of $572.0 million in 2006.

Two factors negatively impacted our earnings. First, we recorded impairment charges of $189.5 million in the final quarter of the year to address exposure to mortgage-backed securities and related vehicles. Second, we set aside larger reserves than anticipated in the second half of 2007 to cover expected losses in the homebuilder industry as well as deterioration of consumer credit. As it has for our peers and competitors, net income suffered accordingly.

Bank of the West has experienced dramatic growth in recent years, especially with acquisitions in 2004 and 2005 that served to introduce our brand in 13 states new to us. Recognizing this growth and determined to continue to make decisions swiftly and close to the customer, we reorganized the bank in 2006 to decentralize and flatten the organization.

This was our first full year implementing a decentralized business model that made the bank’s array of products available to both commercial and individual customers in most of our 700-location footprint stretching from California to Wisconsin. Our business model, aptly named Business Empowerment to Achieve Results, reinforces effective teamwork in providing more solutions for more customers.

In 2007, we fine-tuned our new structure, developed and offered new products, opened seven new retail branches and launched 14 commercial sales offices in key growth markets, including representative offices in New York City and Taiwan. We successfully increased product distribution in our credit card, mortgage, home equity lending and insurance businesses. Net operating earnings in our BW Insurance Agency subsidiary increased by 26%. New prime mortgage lending rose by 10%, and our Consumer Finance loan and lease production increased, with indirect lending rising 12% for the year.

Our new commercial offices contributed to a 14% increase in loans and leases over 2006 and a 7% increase in commercial deposits. New cash management relationships developed steadily throughout the year, and we expect continued growth in commercial and industrial relationships in 2008. On the small business end of the commercial spectrum, we increased loan commitments by 64% in 2007.
We also introduced our Private Banking service in 2007 through 11 new offices in larger markets, with a resulting boost in both deposits and assets. With specialized products for affluent families, we are seeing early success among professionals and managers of our commercial clients.

In 2008, we plan a significant upgrade of the bank’s technology to make our growing eTimeBanker® internet banking service even more attractive, and we expect to increase business efficiency by streamlining business practices and processing, reducing paper handling, focusing more staff time on sales and further enhancing our customer relationship management.

As integration proceeds to achieve more efficient and widespread distribution of our products, we are pleased to continue to provide high-touch, personalized service throughout our footprint. Our relationship banking strategy fulfills our brand promise to differentiate Bank of the West as the full-service bank that truly provides the customer service it advertises.

Corporation Citizenship

Bank of the West increased its support for development of low- and moderate-income housing both directly and through intermediaries, provided credit to businesses and individuals in underserved communities, and further developed lending to small farms and businesses. We also emphasized charitable contributions to nonprofit organizations, continuing our philosophy of making many smaller donations while focusing on a few key relationships.

For the March of Dimes, the bank itself contributed $100,000 and fostered an employee effort that raised $872,000 to fight birth defects and premature birth, issues close to the hearts of our employee force, 70% of whom are women. We continued to support the in-school financial education programs of Operation Hope in Los Angeles, Oakland, Portland and Denver, and gave $300,000 to several local YMCA organizations for improved facilities and in the form of a challenge grant to subsidize environmental camp for lower income students.

In addition to the collegiate athletic programs we sponsor in several states, plus the 16th Bank of the West Classic tennis tournament and other community events described further in our report, the bank joined shareholder and title sponsor BNP Paribas as a local sponsor of the Davis Cup international team tennis World Final in Portland in November.

Time of Transition

As part of a long-planned transition, Don McGrath retired as Chief Executive Officer of the bank at the end of 2007. Don continues as Chairman of the Board, and is Chairman and Chief Executive Officer of BancWest Corporation, the bank’s holding company. Michael Shepherd, who joined Bank of the West in 2004 and became President and Chief Operating Officer in mid-2006, became Chief Executive Officer of Bank of the West on January 1.

Maintaining Bank of the West’s strong performance in any business environment requires a tremendous amount of dedication and adaptability by the Bank’s 11,000 employees, and we extend to them our sincere thanks and appreciation. We also continue to owe our success to the strong support of BNP Paribas, which, along with its expansions in Europe, Asia and the Mediterranean basin, continues to view the United States as a key market and an expansion opportunity.

Like its peers, Bank of the West faces the challenge to become more efficient and more productive in a relatively low-margin environment. We made much progress in meeting this challenge in 2007, and we expect to further improve our competitiveness and profitability in 2008 and years to come.

Don J. McGrath, Chairman
J. Michael Shepherd, President and Chief Executive Officer
March 1, 2008
BANK OF THE WEST

“Relationship banking involves listening to our customers, delivering products and services they need and sharing in their success.”

At Bank of the West, exceptional customer service is at the core of our relationship banking model. It is supported by the right products and services matched to the specific customer needs of mid-sized companies, small businesses and individual consumers.

Bank of the West is among the 25 largest commercial banks in the United States. With assets of nearly $62 billion and nearly 4 million business and household accounts, we are among the largest financial services providers west of the Mississippi.

Our franchise of more than 700 branch, commercial and specialty business locations has the broad geographic reach of 19 states – Arizona, California, Colorado, Idaho, Iowa, Kansas, Minnesota, Missouri, Nebraska, Nevada, New Mexico, North Dakota, Oklahoma, Oregon, South Dakota, Utah, Washington, Wisconsin and Wyoming. Representative offices are located in New York City, Taipei, Taiwan, and Tokyo, Japan.

“Handsome is as handsome does, but I think that the way you are looked after is more important.”

Stan Turel, Board Member, Willamette Vineyards

“‘We’re a $200 million national professional design services firm and we need the resources of a large bank. Bank of the West is a local bank with a local feel but with national and international capabilities, and it fits our business model very well.’”

Bill Amadon, David Evans and Associates, Inc.

“I started from nothing 25 years ago and built a 15-branch accounting office with 26,000 annual customers. We expanded and doubled our business based on the million dollar credit line that we got from Bank of the West, so I’m very loyal to them even as I’ve moved on to other interests.”

Stan Turel, Board Member, Willamette Vineyards

Highlights of the Year

- Surpassed $60 billion in assets for the first time
- Moved up to #3 agricultural bank lender in the U.S.
- Became the #1 RV lender in the U.S.
- Received four “Excellence in Business Banking” awards from industry research firm Greenwich Associates for “Overall Customer Satisfaction” and “Cash Management Solutions”
- Expanded Equipment Finance business by 26%
- Quadrupled Capital Markets business between 2004 and 2007
- Increased prime Mortgage lending by 10%
- Opened 7 new branches and 14 new commercial offices
- Opened representative offices in New York and Taiwan
Banking relationships begin with listening to our customers to identify and serve both their current needs and their future plans. We offer a broad array of banking products and services to help commercial customers manage their companies or small businesses and help them to grow. We assist individual customers in attaining their personal goals for financial fulfillment. Our banking relationships include many customers whose missions support the economic health of the communities we serve.

Throughout our footprint, Bank of the West offers a range of commercial products typically found at large banks: capital markets, cash management, corporate credit cards, equipment finance, foreign exchange, loan syndication, SBA loans, trade finance and wealth management. Besides serving a wide variety of industry sectors, we have specialized expertise in agribusiness, commercial real estate, construction, financial institutions, healthcare, municipalities and religious institutions.

Our branch network provides comprehensive banking services for individuals and small business owners that include checking, cash management, savings accounts, direct consumer loans and lines of credit, mortgages, credit cards, insurance, investment products, construction loans and private banking services as well our specialized loan products for small business – BusinessLink and AgLink.

Relationship banking also applies to employees forming service teams across business lines and functions to expand product and service delivery, which add greater value to further enhance the customer experience. Committed employees are the driving force that makes Bank of the West a high performance financial institution.

Bank of the West actively supports its communities through reinvestment loans, charitable contributions and the promotion of financial literacy through consumer awareness education. Throughout our franchise, we are also well represented by bank employees who volunteer their time and talents to participate in local nonprofit organizations.

Being larger does not mean we are impersonal at Bank of the West. Actually, it’s quite the opposite here. We have the product set and specialty expertise of a large national bank along with the high touch, personalized service culture of a local community bank. That adds up to the best combination of all – relationship banking.

“We’re overjoyed with the service and the people at Bank of the West. It’s more the people than anything.”

Jack Donovan, President, Portland Winter Hawks
Commercial banking at Bank of the West involves an in-depth understanding of a customer’s business that allows us to provide the right products and services. Often, this means assembling a team of specialized bankers to meet customer needs.

Our relationship managers serve as the customer’s single point of contact, drawing upon the specialized skills of other bankers in the best interest of the client. They provide high-touch, tailored services to customers in a broad array of industries, and foster long-term relationships by adapting with customers as their banking needs grow.

At Bank of the West, we seek to build comprehensive, full-service banking relationships, not just transactional arrangements. Our relationship with General Atomics Aeronautical Systems Inc. (GA-ASI), a San Diego-based manufacturer of unmanned military aircraft, began in the 1990s and includes not only multi-million dollar loan commitments, but also capital markets and cash management services, and international and foreign exchange services. The bank last year provided a large credit facility to GA-ASI so it could meet growing demands for its Predator® series aircraft, including from such non-military agencies as NASA for use in forest fire control and U.S. Customs and Border Protection for surveillance.

Bank of the West’s swift responsiveness helped us gain our relationship with Oregon-based Northwest Aluminum Specialties. The relationship began with a credit facility to finance the company’s growth and soon evolved to include cash management, corporate cards and a value-added program called Employee Rewards, which offers special pricing and discounts on Bank of the West products to Northwest Aluminum’s employees. So pleased was the company that they presented Bank of the West with a custom-made 5-foot tall cast aluminum bear in honor of the bank’s trademark logo!

We offer solutions to customers seeking to lease or finance equipment. Our relationship with Pacific Dental, for instance, started with an equipment lease to help the dental practice acquire new milling equipment for
making dental crowns. Through proactive relationship management, we later provided them with a multi-million dollar credit facility that would help fulfill their vision of adding 30 affiliated offices to their practice each year. The banking relationship also includes cash management services, plus wealth management services for the dentists.

For multi-site businesses like Pacific Dental – with more than 125 offices across California, Arizona and Nevada – or those in remote locations, we offer an Electronic Depository Service (EDS), allowing customers to use a scanner to make deposits and balance accounts electronically...all without ever having to visit a branch.

For brokers, independent leasing companies, manufacturers, dealers and distributors wishing to offer a customer finance program, we offer vendor leasing programs that can help provide financing support. In 2007, we began to provide inventory financing to auto, RV and boat dealers as well as the construction, agricultural and transportation industries.

As the nation’s third largest agricultural bank, Bank of the West’s agribusiness experts serve fruit, grain and vegetable growers; processors, wineries, ranches, dairies and nurseries. In addition to meeting the banking needs of each business, our relationship managers can also partner with our Private Bankers to provide personal banking services.

In 2007, we expanded our nursery and greenhouse specialty nationally. In addition to providing credit for long-term inventory such as trees, and facilities such as greenhouses, we also provide lease financing for equipment such as plug transplanters, alternative fuel boilers, watering booms and drip systems. Bank of the West has nearly $300 million in loan commitments to more than 50 clients in this industry niche.

Beyond greenhouses to “green” buildings, Bank of the West helps Pasadena, California-based Charles Pankow Builders, Ltd. with their banking needs. We provide the environmentally-conscious construction company with a line of credit for general working capital, cash management products such as investment sweeps, commercial credit cards, EDS and our proprietary WebDirect online cash management solution. Pankow is a member of the U.S. Green Building Council, which is dedicated to the initiation, development and implementation of green building concepts. Pankow has built a number of “green” buildings throughout Northern and Southern California using materials from sustainable, natural resources.

“The Bank’s ability and willingness to grow with us has provided a highly-valued service to our company”

Neal Blue, GA-ASI chairman and CEO
Real estate and construction customers benefit from the broad spectrum of property types the bank finances – retail, office, industrial and residential developments, including low- to moderate-income housing – and the wide geography we cover. As one of the leading providers of financing to real estate investors and developers in the region, Bank of the West can provide continuity of service as a single bank for all projects. We provided real estate development firm Chamberlin Associates with a multi-million dollar construction and mini-perm credit facility to build a 108,000-square-foot biotechnical life science facility in South San Francisco, fully-leased to a neuroscience-based biotechnology company. Over the past 11 years, Bank of the West has financed multiple projects for Chamberlin.

Other important commercial niches served by specialized Bank of the West experts are healthcare, religious institutions, government entities and financial institutions. We offer healthcare institutions, especially senior resident care facilities, a range of banking services from site acquisition through construction and occupancy development. Religious institutions have benefited from our specialized niche for the past 20 years, making us the largest bank lender to churches in the U.S. with more than $1 billion in church assets.

As a correspondent banker, Bank of the West provides item processing and other services to numerous community banks and credit unions. We also provide similar document processing and services to title and escrow companies like Walnut Creek, California-based Liberty Title Company. Our relationship with the company includes a multi-million dollar credit facility, deposit accounts and cash management services.

In the public sector, we offer depository and cash management solutions for states, cities, counties and local special districts. We also offer expertise in arranging bond issues for long-term debt.

**Cash Management**

Through a single point of contact, we deliver scalable products including depository and checking accounts, collection and remittance services, lockbox, plus armored car and related operational services to optimize cash usage. Our WebDirect banking product delivers a full suite of cash management services online, while our Electronic Depository Service (EDS) allows you to balance and make deposits to your accounts right from your desktop.
“In our quest for financing, Bank of the West was quick to respond with a package that met our needs.”

William Reid, CEO, Northwest Aluminum Specialties

**Capital Markets**
We offer a full suite of services such as fixed income products and sweep accounts to help set and achieve your investment and liquidity goals, as well as satisfy your interest rate risk-management needs.

**Equipment Finance**
Bank of the West is an expert in financing a wide range of business equipment from agriculture to technology. We offer direct equipment finance programs, indirect programs for brokers and independent leasing companies, plus vendor finance programs for equipment manufacturers, vendors and dealers whose customers will finance their purchase. We also offer floor plan financing for RV, marine and auto dealers, as well as construction, transportation and agricultural equipment dealers.

**Foreign Exchange**
With strong international links, Bank of the West offers a full-range of foreign exchange and advisory services to do business in the global marketplace. We provide financing, investment and risk management services, as well as international money-transferring facilities.

**Global Trade Services**
In cooperation with a worldwide network of trade centers, we provide a full-range of letters of credit and other trade products to facilitate import/export transactions for companies of all sizes.

**Pacific Rim Banking**
A specialized, multi-lingual staff in select California locations serves Asian American entrepreneurs to multinational companies. Through our international ties, we provide depository services for the U.S. subsidiaries and affiliates of many Asian-based businesses. Representative offices in Tokyo and Taipei facilitate communications between U.S. customers and parent companies or subsidiaries in Asia.

**Syndications**
Working with a variety of financial institutions, Bank of the West leads, administers and participates in large syndicated loans.

**Wealth Management**
We offer trust and other asset management solutions to help companies and wealthy individuals protect, grow and disburse their funds. Our money managers match investment recommendations with client objectives.
SMALL BUSINESS BANKING RELATIONSHIPS

Small businesses thrive on banking relationships with Bank of the West. The bank is an industry leader in offering commercial products and services, including business checking with special features, commercial cards, loans and lines of credit, commercial real estate loans and other products to help small business owners manage their enterprises.

Bank of the West received four “Excellence in Business Banking” awards in 2007 from national consulting and research firm Greenwich Associates for overall customer satisfaction and cash management solutions.

Bank of the West delivers big-bank capabilities to small business customers, completing large transactions that smaller banks can’t handle. In Tulsa, Oklahoma, for example, our commercial bankers collaborated with colleagues in equipment finance and with the capital markets team to help an aircraft leasing company, BDJ Aircraft Inc., spread its wings with the purchase, a lease and a sublease of a Gulfstream III jet.

BusinessLink and AgLink are exclusive Bank of the West loan products for small businesses available throughout our branch network. A BusinessLink loan helped Jay Lite obtain equipment to expand his scrap metals business, Sun-Lite Metals in Los Angeles, and deepen a banking relationship with Bank of the West. After Sun-Lite Metals more than tripled its sales, our commercial banking office processed larger loans for the company, adding services including private banking, a corporate credit card, business accounts, a consumer savings and checking account, personal credit cards and mortgage and home equity loans.

Bank of the West has the broad lending capacity and wide array of commercial and consumer products to exceed customer expectations. When their cattle feeding business outgrew the lending capabilities of their small local bank, Lynn and Terri Pudenz turned to our commercial banking office in Sioux Falls, South Dakota for a loan. The relationship extended into our local branch with business banking accounts and a home equity line of credit, then involved the bank’s regional cash management team in Minneapolis for WebDirect online cash management and Electronic Deposit Service (EDS) products. Additionally, the bank’s BW Insurance Agency, Inc. (BWIA) provided a payment bond for Lynn’s commodity hedging business.
“We found being able to borrow money at the right time to take advantage of opportunities was the key to our success.”

Stan Turel, Co-Founder, Willamette Vineyards

BW Insurance Agency, Inc. (BWIA) grew in 2007 to become the 25th largest bank-owned insurance agency in the United States. Through dedicated BWIA offices and at select Bank of the West branches, BWIA provides businesses with insurance products, including group health, commercial property, commercial general and excess liability, bonding, business automobile and worker’s compensation insurance.

Attracted to Bank of the West by our personal service approach, the management team at employee-owned Cemen Tech, in Indianola, Iowa, became a borrower, then added corporate credit cards and cash management, including the Bank’s WebDirect online service. Pleased with its banking relationship, the company referred Bank of the West to employees and many of them are now individual bank customers.

Relationship banking involves analyzing a customer’s unique circumstances and offering financial solutions that are sized to fit their needs. Long-time banking customer Dennis Fong sought to refinance a retail center in San Jose, California. The bank provided customized financing for Tropicana Shopping Center, which leases space to dozens of small vendors who serve the Latino community.

Many customers who have enjoyed the benefits of a business banking relationship with Bank of the West are now enjoying that same personal financial attention as Private Banking clients. “I’ve done business with Bank of the West for more than a decade, so it was a natural extension of that great relationship for me to take advantage of the Bank’s Private Banking services,” said Dennis Gilardi, founder of a legal services company, Gilardi & Co. LLC in San Rafael, California.

A certified Preferred Small Business Administration (SBA) Lender, Bank of the West has SBA experts ready to help business partners and their clients choose from a variety of financing solutions with government-guaranteed loans that range from $25,000 to $5,000,000.

Working together, a branch manager teamed up with colleagues in commercial banking and SBA lending to secure an SBA real estate loan for Dave and Kathy Knudsen to purchase and remodel the building that housed their family business, Knudsen’s Ice Creamery & Chocolates, in Castro Valley, California. An SBA loan helped Adam Larson to expand his relationship with the Bank to buy his grandfather’s South Dakota company, The Lumberyard.

Small business banking relationships are also quite evident in 19 Bank of the West branches that are staffed with multilingual bankers who serve thousands of Asian businesses located predominantly in Southern California.
CONSUMER BANKING RELATIONSHIPS

We relate to our customers with attentiveness, competitive products and friendly, personal service.

Convenience, competitive products and friendly, personal service transform consumer banking at Bank of the West into individual customer banking relationships.

Convenience involves giving our customers choices in how they want to bank with us, whether that is through personal contact at our 685-branch banking network, online through eTimeBanker®, or by talking to a real person on the phone. Our commitment to convenience also means that many of our branches have tellers and staff who speak more than one language.

Bank of the West serves a diverse community from Omaha to Los Angeles and from San Jose to Albuquerque. Many branches have bilingual bankers who are knowledgeable and are eager to meet the needs of those customers who are recent immigrants to this country or who prefer to do their banking in their native language.

Bank of the West serves the growing Latino customer base in the Western United States with Spanish-speaking bankers and branch staff and with literature and services in Spanish. The Bank is a large supporter of events in Latino communities, including Cinco de Mayo festivities in several cities. As one San Francisco customer who has been with the bank for 35 years said, “For us it is fantastic to have a bank like this one that speaks to us in Spanish...It is a great help for Latinos.”

The Bank’s Pacific Rim Banking Division based in Southern California has more than 100 Asian relationship bankers who conduct business in Mandarin, Cantonese, Taiwanese, Japanese, Korean, Vietnamese and English. The division has 19 branches in Southern and Northern California, many located in communities with large Asian-American populations. Underscoring the Bank’s commitment to Asian-Americans, the Pacific Rim Banking Division opened a representative office in Taipei in 2007 and an office in Tokyo in 2006.

Our wide array of products include free checking and online bill-pay, home mortgages, home equity loans and lines of credit, credit cards, competitively priced CDs and investment services, as well as private banking services.
Fully integrated into the branch network, our BancWest Investment Services subsidiary provides customers with all the investment products and services that they need, including educational savings plans, mutual funds, annuities and retirement accounts and retirement planning.

In 2007, the Private Banking group more than doubled in staff to meet the needs of affluent clients throughout our vast network. This has allowed us to broaden customer banking relationships, as in the case of Kevin and Leonor Daniels, whose Albuquerque funeral home business had relied on the Bank for various business banking needs. Their commercial relationship banker introduced them to our private banking team and the Daniels now have a private banking relationship with the Bank as well.

Beyond the most popular banking products, Bank of the West is the industry leader in specialized product loans for recreational vehicles and pleasure boats.

Convenience remains a key element of Bank of the West’s customer service strategy. That’s why in 2007 we opened seven new retail branches from Sacramento to Tucson. We also relocated eight other branches. Much of the branch expansion was in California’s fast-growing Central Valley region.

We also continued to improve eTimeBanker® online banking services. We added the ability for customers to view their Bank of the West credit card transactions and balances on eTimeBanker®. The improvements allow customers to track transactions and transfer funds between a deposit account and their credit card account.

Nearly six out of every ten Bank of the West customers said in 2007 that they would recommend our bank to a friend. In our home market of the San Francisco Bay Area, Bank of the West was voted the #1 consumer bank in 2007 by NorthBay Biz magazine readers.

Amidst all the growth in 2007, we did not lose sight of the communities where we live and do business. We continued our tradition of generous community giving, making donations, for example, that benefited fire victims in Southern California, flood victims in southeastern Minnesota, and educational projects at the Omaha Community Playhouse.

That is a testament to how we do business at Bank of the West, where people love to do their banking because our friendly, personal service consistently sets us apart from the competition.

“Bank of the West is the greatest. They treat me like a queen, at the branch in person or by phone.”

Maria Haro, Customer for 35+ years
At Bank of the West, consumer finance is all about helping people fulfill their dreams. We help people buy homes. Our home equity loans and lines of credit allow growing families to add bedrooms and remodel kitchens. We provide financing for new cars. We fund college educations. Vacationers across the country tour the roadways and waterways of the nation, thanks to loans from our specialized unit for financing recreational vehicles and pleasure boats.

Our team of dedicated mortgage lenders originated more than $1 billion in home mortgages in 2007. We have a tradition of responsible lending that our customers appreciate, particularly during times of upheaval in the housing market. While others in the industry were scaling back in 2007 because of unwise lending practices in the past, we continued to grow and help our customers enjoy the American dream of homeownership. At Bank of the West we hold our mortgage loans in our portfolio, choosing not to sell our customers' mortgages to third parties. Mortgage banking for us is yet another part of relationship banking. Those who come to Bank of the West for a home loan get not only a mortgage, but also a long-term relationship with a bank that is solid and dependable. We have a complete product set available to customers who are ready to be homeowners.

Bank of the West is also growing its home equity lending, helping customers finance home improvements, enjoy vacations and pay down other debts. We originated $1.75 billion in direct consumer loans and lines of credit in 2007, a 5% increase from originations in 2006. We redoubled our efforts to service our wealthier clients through a new fulfillment center focused on Private Banking.

Bank of the West, through its specialized direct lending unit Essex Credit Corp., is a leader in helping customers enjoy two great American pastimes – RVing and boating. Reflecting our competitive loan pricing and the attention and service that we provide to 3,000 dealerships in all 50 states and Puerto Rico, Bank of the West garnered the No. 1 market share in RV lending in the third quarter of 2007. We are also a leading provider of financing for pleasure boats, and in our effort to satisfy the diverse group of boating enthusiasts we even offer a unique financing program for antique and vintage boats.
SPECIALIZED BANKING PRODUCTS

We have financial solutions to help small business and midsize companies achieve financial success

**Equipment Finance**
Bank of the West finances a wide range of equipment from agriculture and aircraft to technology and transportation. We help customers through both direct and indirect equipment finance programs, the latter through a nationwide broker network for brokers and independent leasing companies. We offer vendor finance programs for equipment manufacturers that supply equipment to automotive repair shops, bakeries, dry cleaners, tool operators and printing companies. Floor plan financing is now available for RV, marine, auto, construction, transportation and agricultural equipment dealers.

**SBA Loans**
As one of the largest bank SBA lenders in the nation, Bank of the West offers a variety of government-backed loan programs ranging from $25,000 to $5 million. SBA-guaranteed loans are available for construction, real estate or equipment purchase, or for operating capital. As a “Preferred SBA Lender”, Bank of the West can accelerate the approval process.

**Insurance**
BW Insurance Agency, Inc. (BWIA) operates in more than 60 Bank of the West branch and other locations. BWIA provides property and casualty insurance both to individuals and businesses. Products range from automobile, homeowners and life insurance to group health, commercial property, bonding and worker’s compensation insurance. BWIA is one of the 25 largest bank-owned insurance companies in the nation.

**Global Trade Services**
Our trade specialists offer importers, exporters and international corporations a comprehensive range of advisory and transaction services, including international financing, foreign banking, and local market intelligence.

**Capital Markets**
We offer a full suite of services such as fixed income products and sweep accounts to help set and achieve your investment and liquidity goals, and satisfy your interest rate risk-management.
Banking on Communities

We help to make the community a better place to live

With more than 700 business locations and more than six million square feet of office and branch space to heat, cool and light, Bank of the West initiated an energy-savings program to substantially reduce lighting and HVAC usage and costs. By setting more stringent maintenance standards bank wide, the bank expects to reduce overall energy costs by 10% in 2008. A lighting retrofit program now underway should break even within three years and reduce lighting energy costs by 9% thereafter.

Launching a new consumer protection initiative in 2007, the bank conducted community seminars concerning financial abuse of the elderly, an increasingly common target of fraud. The programs included presentations by experts and law enforcement authorities in Fairfield, San Jose and Fresno, California; the bank plans similar events in Salt Lake City and other communities in 2008.

In the Midwest, Bank of the West convened its fourth annual Neighborhood Summit for community leaders and elected officials from Omaha, Des Moines, Minneapolis and Kansas City.

Through a $75 billion multi-year community support plan, Bank of the West in 2007 made $9.23 billion in loans, investments, gifts and service contracts for targeted lower-income and minority beneficiaries. Cumulatively, the bank’s progress toward its goal now stands at $43.44 billion. Lending categories include commercial loans, consumer and mortgage loans, community development, church and SBA loans, as well as small farm credit and micro-loans.

Within the bank, $50,000 was allocated for the Inroads minority-focused internship program, providing summer internship employment for promising college students and contributing to workplace diversity. In Denver, the bank joined for a second year in 2007 with the Mayor’s Office of Strategic Partnerships to recruit adult mentors for a Youth Mentoring Collaborative, serving 85,000 children living in low-income, single-parent homes. Children’s Hospital in Denver received a $25,000 contribution towards its child car seat education program.

In the Northwest, Bank of the West contributed $20,000 to the Downtown Kennewick, Washington, Partnership to support the area’s economic development. The bank provided a $10,000 grant to The Chalkboard Project.
aimed at helping Oregon schools and parents better connect to help children succeed in school. Bank of the West also sponsors the Portland Winter Hawks and through its affiliation with the Oregon Sports Authority helps channel ice hockey tickets to families and civic groups in the Portland area.

In the San Francisco Bay Area, the bank provided $250,000 in a matching grant to the Santa Clara YMCA to subsidize lower-income youth attendance at environmental camp, and $30,000 for the Chicana/Latina Foundation, a community-based group that funds college scholarships for Latinas. The bank also participated in a new program with the San Francisco Federal Reserve Bank, the City and County of San Francisco and other banks to provide banking services to the city’s “unbanked.”

Bank of the West presented a $136,000 check representing money raised from the 2007 Junior Achievement Bowl-a-Thon in Southern California to support the organization’s financial literacy activities for school age children.

Natural disasters drew Bank of the West contributions for relief and recovery efforts in several communities: tornado-stricken Greensburg, Kansas, in May; In California, South Lake Tahoe, which suffered a forest fire in June, and San Diego, which endured massive wildfires in October; and southeast Minnesota, which suffered flooding in October. In addition to charitable contributions, investments, public affairs programs and specialized lending, Bank of the West supports community celebrations and sporting events, as well as collegiate athletics at UCLA and UC-Berkeley, San Jose State University and the universities of Nebraska, New Mexico, South Dakota, and Wyoming.

The bank sponsored the Bank of the West Classic women’s professional tennis tournament at Stanford University for the 16th year, and for the first time joined with corporate parent and overall sponsor BNP Paribas to host the 2007 Davis Cup Final in Portland, Oregon, in November.

Bank of the West is primary sponsor of Wyoming’s Cheyenne Frontier Days, the world’s largest outdoor rodeo; Bank of the West Celebrates America, a pre-July 4th free community concert and fireworks display in Omaha, and Yankee Doodle Pops, a free concert in Des Moines.

Chinese New Year parades in San Francisco and San Gabriel, California attracted Bank of the West floats to welcome the Lunar New Year.

The bank also sponsors two of the nation’s largest outdoor art festivals, in Cherry Creek, Colorado and Sausalito, California.
EXECUTIVE MANAGEMENT COMMITTEE

Don J. McGrath
Chairman*

J. Michael Shepherd
President & CEO

Gerard Denot
Vice Chairman
Commercial Banking Group

Thibault Fulconis
Vice Chairman
Finance Group

Donald Duggan
Senior Executive
Vice President
Chief Information Officer

William Even
Senior Executive
Vice President
Chief Credit Officer

Scott Germer
Senior Executive
Vice President
Risk Management

Andrew Harmening
Senior Executive
Vice President
Regional Banking Group

Vanessa Washington
Senior Executive
Vice President
General Counsel and Secretary

Paul Wible
Senior Executive
Vice President
National Finance Group

Paul Woolway
Senior Executive
Vice President
Chief Administrative Officer

Kevin Ames
Executive Vice President
Chief Financial Officer

Michael Bracco
Executive Vice President
Director of Human Resources

Jean-Milan Givadinovitch
Director of Audit and Inspection

* On December 31, 2007, Don J. McGrath retired as CEO. He is Chairman and CEO of BancWest Corporation.
SENIOR MANAGEMENT COMMITTEE

Thomas Anderson
Executive Vice President
President, BW Insurance Agency, Inc

Lynne Anstadt
Executive Vice President
Branch and Customer Service

Ross Biatek
Executive Vice President
General Auditor

Bryan Borders
Executive Vice President
SBA Lending Division

Bob Dalrymple
Executive Vice President
Great Plains Division

Richard Davis
Executive Vice President
Southern California Division

Jack Deveraux
Executive Vice President
Rocky Mountain Division

Eric Eisenberg
Executive Vice President
Central Operations
Transaction Processing

Mark Glasky
Executive Vice President
National Banking Division

Brad Grubb
Executive Vice President
CEO, BancWest Investment Services, Inc.

James Hanna
Executive Vice President
Chief Technology Officer

Bruce Heysse
Executive Vice President
National Finance Group
Direct Lending

Jim Kennedy
Executive Vice President
Specialized Depository Division

Allen Kirschenbaum
Executive Vice President
Real Estate Industries Division

Stew Larsen
Executive Vice President
Mortgage Banking Division

Maria Lazzarini
Executive Vice President
Northern California Division

Fran Lopez
Executive Vice President
Community & Public Relations

Tom Malkasian
Executive Vice President
Real Estate Industries Division

Carole Merchant
Executive Vice President
National Finance Group
Indirect Consumer Lending

Dan Mikes
Executive Vice President
Church Loan Division

Paul Nakae
Executive Vice President
Real Estate Industries Division

Jerry Newell
Executive Vice President
Equipment Finance Division

Yukinori Nishio
Executive Vice President
Pacific Rim Banking Division

Roland Ojeda
Executive Vice President
Compliance, Security and Operational Risk

Brad Rasmus
Executive Vice President
Midwest Division

Martin Resch
Executive Vice President
Treasurer

Randy Roberts
Executive Vice President
Central Operations

Michael Robinson
Executive Vice President
Central California/Nevada Division

Miguel Serricchio
Executive Vice President
Cash Management Division

George Stanfield
Executive Vice President
Southwest Division

Roger Sturdevant
Executive Vice President
Agribusiness Banking Division

John Thomason
Executive Vice President
Corporate Real Estate

Sarah Thornton
Executive Vice President
Marketing

Steve Weiss
Chief Counsel

Bill Williamson
Executive Vice President
Northwest Division

John Wojcik
Executive Vice President
Controller

Gina Wolley
Senior Vice President
Finance Integration & Tax

Mark Beecher
Senior Vice President
National Finance Group
Sales and Marketing

Arthur Crawford
Senior Vice President
National Finance Group
Credit Administration and Compliance

Ted Dunn
Senior Vice President
Syndications Division

John Hyche
Senior Vice President
Syndications

Christopher Kramme
Senior Vice President
Commercial Banking Group
Strategic Planning

Lori Rivers
Senior Vice President
National Finance Group
Projects and Systems

Michael Stead
Capital Markets Director
BOARD OF DIRECTORS

Frank Bonetto  
Vice Chairman (retired)  
Regional Banking Group  
Bank of the West

Bernard Brasseur  
Risk Manager (retired)  
Bank of the West

David W. Clark  
Chairman & CEO (retired)  
Clark and Sullivan Constructors

Francois Dambrine  
Head of U.S. Retail Banking  
BNP Paribas

Gerard Denot  
Vice Chairman  
Commercial Banking Group  
Bank of the West

Walter A. Dods, Jr.  
Chairman  
First Hawaiian Bank  
Trustee, Estate of S.M. Damon

Robert A. Fuhrman  
Vice Chairman  
President & COO (retired)  
Lockheed Corporation

Stuart A. Hall  
President & CEO (retired)  
Liberty Northwest

A. Euan Macdonald  
Chairman & CEO (retired)  
Del Monte Foods

Pierre Mariani  
Executive Vice President  
International Retail Banking and Financial Services  
BNP Paribas

Vilma S. Martinez  
Partner  
Munger, Tolles & Olson LLP

Isao “Steve” Matsuura  
Chairman (retired)  
Sanwa Bank California

Don J. McGrath  
Chairman & CEO  
BancWest Corporation  
Chairman  
Bank of the West

Rodney R. Peck  
Senior Partner  
Pillsbury Winthrop Shaw Pittman LLP

Donald A. Pelton  
Senior Executive  
Vice President (retired)  
Bank of the West

J. Michael Shepherd  
President & CEO  
Bank of the West

Jean Thomazeau  
Advisor to the Chairman (retired)  
BNP Paribas

Admiral Robert L. Toney  
U.S. Navy (retired)

Jacques H. Wahl  
Senior Advisor to the Chairman (retired)  
BNP Paribas  
Former Director & President  
Banque Nationale de Paris
Headquartered and chartered in San Francisco, California, Bank of the West is a full-service commercial bank with $61.8 billion in assets and $38.1 billion in deposits at December 31, 2007. The bank operates more than 700 branch and commercial banking offices in nineteen states – Arizona, California, Colorado, Idaho, Iowa, Kansas, Minnesota, Missouri, Oklahoma, Oregon, Nevada, New Mexico, Nebraska, North Dakota, South Dakota, Utah, Washington, Wisconsin and Wyoming. Founded in 1874, Bank of the West originates commercial, small business and consumer loans and leases, and offers a range of individual and other commercial banking, insurance, trust, and investment products. Subsidiary Essex Credit Corporation offers loans on marine pleasure craft and recreational vehicles. See www.bankofthewest.com.

Bank of the West is a subsidiary of BancWest Corporation, a bank holding company with assets of $74.2 billion at December 31, 2007. Headquartered in Honolulu, Hawaii, with administrative offices in San Francisco, BancWest Corporation also owns First Hawaiian Bank, with $12.6 billion in assets at December 31, 2007 and 62 branches in Hawaii, Guam and Saipan. See www.bancwestcorp.com.

With €1.7 trillion in assets, BNP Paribas (www.bnpparibas.com) is a European leader in global banking and financial services and is one of the five strongest banks in the world according to Standard & Poor’s. The group is present in over 85 countries, with 161,000 employees, including 15,000 in the United States. The group holds key positions in three major segments: Corporate and Investment Banking, Asset Management & Services and Retail Banking. Present throughout Europe in all of its business lines, the bank’s two domestic markets in retail banking are France and Italy. BNP Paribas also has a significant presence in the United States and strong positions in Asia and the emerging markets.