



BBW CAPITAL ADVISORS

Bankers' Bank of the West is pleased to announce the formation of **BBW Capital Advisors**, a firm that specializes in bank investment portfolio management and makes available a wide range of related products and services to our customers and shareholders.

Bankers' banks were formed to give community banks a true partner—rather than another vendor, oftentimes a competitor—capable of providing a host of necessary services. Nowhere is a trusted partner more necessary than when banks go to navigate the increasingly complex terrain of today's capital markets.

Bankers' Bank of the West has addressed that need by forming an exclusive strategic alliance with a Denver-based firm selected for the experience of its leadership, and more importantly for its approach to bankers as *partners* rather than as transaction-driven customers.

As an SEC-Registered Investment Advisor, BBW Capital Advisors is able to adjust the scope of services to each client bank's preference. Depending on the client's situation, the firm might directly manage the bank's investment portfolios, advise decision makers on portfolio strategy and execution, or just provide an initial assessment of existing risks and opportunities across the entire balance sheet or throughout the capital structure. Additional services include portfolio accounting, asset/liability modeling, interest-rate risk management solutions, and more.

BBW Capital Advisors is managed by Kendrik de Koning. Kendrik began his career in banking with LaSalle National Bank/ABN Amro in Chicago, and moved to New York for several years to help the bank launch its corporate bond underwriting and trading business. He is deeply and broadly experienced in the fixed income markets, including underwriting, portfolio analysis, trading, and distribution. Kendrik has bought, sold and originated many billions of dollars in instruments such as treasuries, agencies, bank-qualified municipals, foreign sovereigns, corporate bonds, preferred stock, and virtually every part of the mortgage-backed securities spectrum. While his clients have included large mutual funds, insurance companies, hedge funds, and pension funds, Kendrik has also worked with community banks in the West since early in his career when he covered small banks in Montana, where he has some family roots.

Kendrik moved to Colorado with his family in 2001 to start his own firm. The formation of BBW Capital Advisors coincides with the introduction of a newly developed platform that can provide bankers with best-in-class services and products—and a true partner in the process of accessing today's capital markets.

For more information, call 800-997-0718 or email info@BBWCapital.com.