

# VECTRA BANK COLORADO

## Questions and Answers

### Where is Vectra Bank Colorado chartered?

Vectra Bank is chartered in Farmington, N.M. Our corporate headquarters are located in Denver, and we operate 39 locations throughout Colorado and one in Farmington, New Mexico.

### Is Vectra Bank independent?

Vectra Bank opened for business in Denver in 1988 as an independent bank. Over the next 10 years, Vectra grew to include 17 banks in the Denver/Boulder area. In 1998, Zions Bancorporation (NASDAQ: ZION) acquired Vectra Bank and completed a series of additional acquisitions in Colorado that knitted together some of the most successful banks statewide. Today, Vectra Bank Colorado is part of the Zions group of locally managed, regional banking networks operating in 10 Western states: Arizona, California, Colorado, Idaho, Nevada, New Mexico, Oregon, Texas, Utah and Washington.

### Who are Vectra Bank's customers?

Vectra Bank Colorado specializes in proactive banking solutions that meet the needs of Colorado's small and middle-market businesses and their owners, managers and employees. We offer a full range of innovative banking, lending and treasury management products for individuals and businesses, as well as nonprofit organizations.

Our bankers know their customers and understand the broader environment in which all Colorado businesses operate. Knowledge is the foundation on which we build our business.

### What are Vectra's specialty banking products?

Vectra customizes an account mix for every bank client. Our bankers provide a quarterly account review for every business customer, large or small. The bank's comprehensive services include:

- Commercial and Corporate Banking
- Business and Executive Banking
- Private Banking
- Investment Services
- Mortgage Banking
- Personal Banking
- Treasury Management
- Merchant Services
- International Banking Services
- Commercial Real Estate Financing
- Lease Financing
- Trust Services

Vectra also offers specialized services and products such as the One Time Close mortgage and ProviderPay.

Some of Vectra's services are provided through the partnerships we can access through its position as an affiliate of Zions Bancorporation.

- Contango Capital Management offers a comprehensive array of wealth management services to Vectra Bank Colorado clients. Contango's capabilities include life planning, wealth planning, business transition planning and credit strategies.
- Zions Direct offers convenient online investment services with personal assistance for Vectra Bank Colorado customers. Zions Direct financial advisors are non-commissioned employees who can assist clients with a wide choice of investment products, as well as the resources to invest with confidence.

### How does Vectra rank in relation to other Colorado banks?

Vectra Bank Colorado is a mid-size bank in Colorado. While growth and asset size are important to us, our focus is on serving the right customers, not the most customers. Therefore, our size ranking in comparison is far less important to us than our overall performance.



### **What should I know about Zions Bancorporation?**

Vectra Bank is an affiliate of Zions Bancorporation (NASDAQ: ZION). Vectra Bank joined Zions Bancorporation in 1998. Zions is one of the nation's premier financial services companies, consisting of a collection of great banks in select high-growth markets. Under local management teams and community identities, Zions operates over 500 full-service banking offices in Arizona, California, Colorado, Idaho, Nevada, New Mexico, Oregon, Texas, Utah and Washington.

In addition, Zions is a national leader in SBA lending, public finance advisory services, and agricultural finance. The company is included in the S&P 500 Index.

### **Where can I access the latest information about Vectra's financial performance?**

Zions Bancorporation reports on its earnings on a quarterly basis. Visit the Zions Bancorporation Web site at [www.zionsbancorporation.com](http://www.zionsbancorporation.com) to obtain in-depth information about the Bancorporation's financial performance.

### **Is Vectra doing anything different in light of current economic news?**

Our culture dictates that we are always watching for trends, anticipating issues and using information from a variety of sources to make decisions. Because we strive to be proactive students of the economy, we believe we are well positioned to manage the economic realities in this recessionary environment, and also to bring expert opinions to the table to help guide and advise our customers.

Our parent company, Zions Bancorporation, has remained a strong, viable institution for more than 135 years. Although the price of Zions stock has declined in concert with the banking industry, the safety and soundness of Zions and its banks as depository institutions remain strong.

In addition, Vectra Bank Colorado is strong and doing well. Vectra Bank continues to be well capitalized and exceeds regulatory risk-based capital requirements. During this unstable economic period, Vectra Bank has remained strong because of our smart and strategically planned growth. Both Zions Bancorporation and Vectra Bank have been proactive in identifying potential problems and developing realistic approaches to mitigate them. To that end, we are currently monitoring our capital very carefully.

### **Is Vectra affected by the subprime mortgage crisis?**

A comparatively small percentage of Vectra's portfolio is in residential mortgages, and Vectra Bank operates with consistently conservative qualification requirements. Therefore, we are experiencing relatively little impact from the subprime mortgage lending crisis. No Zions Bancorporation affiliate – including Vectra Bank – has engaged in originating or buying subprime mortgages, and none of the affiliates has any connection or direct exposure to securities backed by these types of loans.

### **What are Vectra's plans for expansion or branch closures?**

In Colorado's competitive banking market, banks must continually scan the marketplace for the best ways to serve their customers. Over the past several years, Vectra has successfully realigned its branches to serve our key clients. We believe our basic positioning is well established to make banking convenient for our clients. In the next months, we anticipate adding to our branch network with several locations in south metro Denver. We will provide more information as these plans are finalized and construction begins.

### **Does Vectra make grants or donations to charitable organizations?**

Yes. Vectra Bank employees and leadership believe it is important to return contributions to the communities that do business with our bank. Each year, our local branch leaders determine which organizations we can support. Those decisions are made locally to extend the greatest aid where it is most needed. For information about our giving program, please contact your local banker.



VECTRA BANK COLORADO  
P.O. Box 22479 DENVER COLORADO 80222  
1-800-232-8948  
[www.vectrabank.com](http://www.vectrabank.com)



### **How does Vectra give back to the community?**

Every year, Vectra Bank employees volunteer thousands of hours to dozens of community organizations. Our commitment to the communities where we live and work extends from our most senior executives through to every bank employee.

- Through partnerships with organizations such as the Colorado Housing and Finance Authority, Housing Colorado and various other economic development organizations, Vectra has created opportunities such as home ownership and small-business loans for thousands of underserved and low-income families statewide.
- Vectra Bank employees volunteer as teachers with Junior Achievement, which educates youth about business, economics and succeeding in a global economy.
- Our local bank branches contribute to their communities in unique ways. For example, shows featuring local artists frequently grace bank lobbies in Pueblo and Aspen. In 2007, our employees in Colorado Springs and Pueblo volunteered to help donate a home to a needy family for the "Extreme Makeover: Home Edition" TV program.
- In 2005, in the wake of Hurricane Katrina, Vectra Bank formed an extraordinary partnership with the Red Cross. Vectra Bank's Remote Deposits tool allowed the Red Cross to seamlessly receive and process the millions of dollars in donations that flowed in to the organization -- getting help to needy Americans that much faster.
- Every year, Vectra Bank hosts an Economic Forecast breakfast, free to the business community, that brings our corporate economist, Jeff Thredgold, to present his views of the coming year's economic position.

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