

Edgar Filing: WEST BANCORPORATION INC - Form ARS

WEST BANCORPORATION INC  
Form ARS  
March 10, 2005

Excellent  
CUSTOMER SERVICE  
is alive and well

[PHOTOS]

[WEST BANCORPORATION LOGO]  
West Bancorporation, Inc. | 2004 Annual Report

FINANCIAL HIGHLIGHTS

WEST BANCORPORATION, INC. & SUBSIDIARIES  
(dollars in thousands, except per share)

	2004 ----	2003 ----	2002 ----
<b>YEAR-END BALANCES</b>			
Assets	\$1,148,435	\$1,000,612	\$ 886,116
Investment securities	347,052	274,913	212,292
Loans	725,845	599,355	488,453
Non-performing loans	860	1,793	1,899
Deposits	865,932	705,074	613,099
Stockholders' equity	97,620	92,896	85,824
<b>AVERAGE BALANCES</b>			
Assets	1,066,511	932,907	837,938
Investment securities	301,718	246,823	213,361
Loans	645,875	531,033	482,013
Deposits	764,741	608,544	568,625
Stockholders' equity	94,209	88,742	81,904
<b>RESULTS OF OPERATIONS</b>			
Net interest income	35,647	32,322	30,990
Provision for loan losses	1,200	850	910
Noninterest income	10,706	9,305	6,614
Noninterest expense	16,968	14,694	11,220
Income before taxes	28,185	26,083	25,474
Net income	18,614	17,283	16,376
<b>PER COMMON SHARE (1)</b>			
Net income	1.11	1.02	0.97
Dividend	0.625	0.610	0.590
Book value	5.84	5.51	5.09
Closing price	17.61	16.46	14.46
<b>RATIOS</b>			
Return on average equity	19.76%	19.48%	19.99%
Return on average assets	1.75%	1.85%	1.95%
Efficiency ratio	35.78%	34.78%	29.19%
Net interest margin	3.71%	3.77%	3.97%
Average equity as % of average assets	8.83%	9.51%	9.77%
Allowance for loan losses as % of average loans	1.01%	1.13%	0.93%
Net charge-offs as % of average loans	0.10%	0.05%	0.14%

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Nonperforming loans as % of loans	0.12%	0.30%	0.39%
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### Shareholders' LETTER

DEAR SHAREHOLDERS:

I am pleased to report that 2004 was an exceptional year. Net income for the Company was \$18,614,000, or \$1.11 per share, up from \$17,283,000 or \$1.02(1) per share in 2003. Return on average equity was 19.76% and return on average assets was 1.75%. The efficiency ratio was 35.78%. The efficiency ratio for our subsidiary West Bank was 30.70%.

Our 2003 acquisitions of Hawkeye State Bank in Iowa City and VMF Capital produced results in 2004 that exceeded our expectations. In the Iowa City market we recruited additional business development and customer service personnel, reviewed and improved the quality of the existing loan portfolio, developed significant new business relationships and increased our community involvement. At VMF Capital we increased assets under management through new business development, had strong performance in all investment styles and increased our profitability. The VMF Capital small cap equity investment style ranked among the top investment returns in the nation for 2004 according to the November 15, 2004 issue of Pensions & Investments.

Our 2004 results came from working in partnership with each of our four stakeholders. Highlights of our efforts to add value for these stakeholders follow.

OUR SHAREHOLDERS. In 2004 we paid a 5% stock dividend plus a cash dividend of \$.625 per share for an average dividend yield of 3.55% based on the year end closing stock price of \$17.61. This compares to our peers' average dividend yield of approximately 1.80%.(2) The total return on an investment in our stock from January 1, 2004 through December 31, 2004 was 11.2% compared to the total return of the SNL Midwest Bank Index of 12.8%.

OUR EMPLOYEES. Our employees are our most important asset. Our mission is to provide a quality work environment in which our employees can serve our clients. In 2004 we made investments in technology at all locations and in the physical facilities at many of our locations. We completed the office design we will use for new offices. In order to promote employee ownership of the Company we amended our 401(k) plan to become the Employee Savings and Stock Ownership Plan which will allow our employees to voluntarily direct funds to be invested in Company stock on a tax deferred basis. These improvements will continue in 2005 as we enhance the quality of the work environment for our employees so that it becomes even more fun, competitive and efficient.

OUR CLIENTS. As profiled in our annual report, Leachman Lumber, Des Moines Service Corporation and Iowa Cancer Treatment Center are typical of the close relationships we have with our many clients. The bank's 2004 client survey told us our clients expect convenient, excellent service and effective products that are competitively priced. In 2004 we enhanced the quality and frequency of the training our business development and customer service employees received to increase their expertise and their awareness of our customers needs. In December we opened a new office in Coralville to better serve the Coralville and North Liberty areas of our eastern Iowa market. We continuously strive to meet our mission of providing exceptional service as we solve our clients' financial

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needs.

OUR COMMUNITY. Contributing to the communities where we work is the soul of our company. In 2004 we continued our focus on buying local, funding charitable contributions and community service. Our commitment to buying local, whenever possible, helps create strong local economies where our businesses thrive and our citizens are employed. Through The West Bancorporation Foundation and West Bank we approved 29 charitable grants totaling \$168,000. Several community projects were accomplished as our employees contributed approximately 7,500 hours to community service.

David R. Milligan retired as Chairman and Chief Executive Officer of West Bank on December 31, 2004 and will retire from the Company's board of directors at the annual meeting on April 12, 2005. Dave Milligan joined West Bank in 1980. During his tenure at the bank he was a trust officer, commercial loan officer, general counsel, Chairman and Chief Executive Officer. He has agreed to remain with us in a part time capacity working on special projects.

Our 2004 accomplishments continue to rank us among the top community banks in the nation. We believe we can improve. Our 2005 focus will remain on building long-term customer relationships and providing financial solutions. Our goal is to have steady growth in all asset classes and business lines without resorting to lower credit quality or excessive pricing. We plan to expand our statewide market share at West Bank and VMF Capital while also expanding the depth of the relationships with our existing clients.

We are prepared for 2005 to be a challenging year. Economic indications are that the national and State of Iowa economies will continue to grow at a slow pace through the end of 2005 with low to moderate inflation. We expect a steady increase in short term interest rates to keep inflation in check and bring rates back in line with the historical averages for a growing economy. At the same time we anticipate an overall flattening of the yield curve throughout the year as intermediate and long-term interest rates remain near their current levels. The ongoing uncertainty that remains out of our control is the high level of terrorist driven turmoil throughout the world.

All of us at West Bank and VMF Capital look forward to delivering exceptional service and financial solutions to our clients, and providing the financial results you, our shareholders, expect.

Very truly yours,  
/s/ Thomas E. Stanberry

Thomas E. Stanberry

Chairman, President and Chief Executive Officer

- (1) In July 2004, the Company's Board of Directors authorized a 5% common stock dividend. Per share numbers in this report have been adjusted for that stock dividend.
- (2) According to data obtained from Howe Barnes Investments, Inc.

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Excellent customer service is  
ALIVE AND WELL

Time and time again, excellent, one-on-one, personalized service is what our

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customers mention when asked why they remain so loyal to West Bank. Service is the business we're in and we will never forget it. West Bank's many long-term relationships are the result of our purposeful focus on "ethically, aggressively and professionally serving the existing and future needs of our clients." Our mission statement specifically defines our first priority as being "the recognized leader for providing financial solutions and community service in our markets." If excellent customer service were not alive and well at West Bank, we wouldn't have the long track record of successfully following through on those promises. The stories on the following pages bear witness to the effect of relentlessly placing our customers and their needs ahead of everything else. There are hundreds more stories just like them. Listen as our clients and community service partners reveal a recurring theme of unparalleled individual attention and customer service.

[PHOTO]

Charlie Grask (center), president of Des Moines Service Corporation, says West Bank gives him the support he needs to run his business efficiently. Pictured with him are West Bank assistant trust officer, Jami Turner (right), and Brad Winterbottom (left), West Bank president.

"THERE WILL ALWAYS BE INTELLIGENT, PROFESSIONAL DIALOGUE"

When Charlie Grask was ready to make a change in his banking relationship, he called West Bank president Brad Winterbottom for advice. They met and twelve hours later had worked out a deal that resulted in Charlie moving his business accounts to West Bank. Charlie is the president of Des Moines Service Corporation, which owns the local National Car Rental and Alamo Rent-A-Car franchises. "The arrangement we worked out," said Charlie, "gives me the flexibility I need to run my business." Charlie's father, Phil Grask, started the business with the National Car Rental franchise in 1968. Charlie went to work for the company when he was 16 years old as a car prep person. Throughout his college years, he worked the counter renting cars. Following college, Charlie rose through the management structure and when his father retired six years ago, he became president. The company added the Alamo Rent-A-Car franchise two years ago. They currently operate two locations in Des Moines, one at the Des Moines International Airport and the other on the west side at 100th and Hickman Road. In addition to maintaining business checking and loan accounts at West Bank, Charlie says he uses VMF Capital to manage his company's 401(k) and profit sharing plans, and West Bank's trust department acts as trustee. "So far, West Bank has performed well on every service related issue we've had. I would recommend West Bank to other businesses because they really want to work with you," he said. "I feel there's a real line of communication with the people at West Bank. They know what we do and how we like to do it. Issues can come up at any time, but I feel with West Bank, there will always be intelligent, professional dialogue."

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"NOTHING TAKES THE PLACE OF PERSONALIZED SERVICE"

John Leachman, Sr., chairman and CEO of Des Moines-based Leachman Lumber Company, places a lot of importance on personal relationships. As head of an 83-year-old family business that supplies lumber and building products primarily to home builders and contractors, John says nothing takes the place of personalized service. He's been banking with West Bank for more than 37 years because of "the personal attention I get from them. They're absolutely the best at that!" John's father and grandfather started Leachman Lumber in 1921. John grew up in the lumber business and joined the company in 1957. With an inventory that sometimes swells to more than \$1.8 million, Leachman Lumber relies heavily

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on West Bank as their financial partner. "We recently wanted to buy some of the properties around us so we can expand," said John. "West Bank not only helped us with financing, but was very encouraging of our expansion." John often recommends West Bank to other businesses. "I tell them West Bank will take a personal interest in their business and help it grow," he said. Even though Leachman Lumber's president and COO, Jim Kahler, is not a Leachman family member, the company remains a Leachman family enterprise. John's nephew, Mark, Jr., is the purchasing agent; John's son, John, Jr. (Jack), is involved with sales; and John's daughter, Jennifer, a CPA, is the company's chief financial officer. Perhaps the most famous Leachman family member is Hollywood actress Cloris Leachman, John's cousin. Her father, Berkley Leachman, worked in the family business until his death. "Cloris was in Des Moines just a while back," said John. "She came out to the lumberyard and visited, gave hugs, and made everybody feel special. She's a wonderful woman." Another personal relationship John prizes!

[PHOTO]

John Leachman, Sr. (right), chairman and CEO of Leachman Lumber Company, pauses to pose with West Bank senior vice president, Roger Reed. (left)

[PHOTO]

Doctors Hamed (left) and Ferial Tewfik (middle) pose with West Bank Iowa City market president, Lynn Rowat, outside their treatment center in Iowa City.

"A VERY CONSTRUCTIVE, VERY PROFESSIONAL RELATIONSHIP"

Doctors Hamed and Ferial Tewfik have dedicated their lives to treating patients with cancer. The husband and wife physician team, originally from Alexandria, Egypt, started their medical training in their native country, where they became interested in a new technology called "Cobalt Radiation Therapy." This interest resulted in an opportunity to travel overseas and they eventually finished their medical training at the University of New York at Buffalo. "Fate" is what Hamed says brought them to Iowa. They had a cousin living in Iowa City and after a 1971 visit, they moved to Iowa City to practice medicine. Their specialty is radiation oncology and in 1985 they opened the Iowa City Cancer Treatment Center, specializing in cancer radiation treatment. The Tewfiks work with a staff of eight, including a radiation physicist. They have a banking relationship with West Bank in Iowa City, primarily, Hamed says, because "it's a community-based bank interested in the local people doing business in the community." He likes the "personal, one-on-one working relationship" he has with West Bank, particularly with West Bank Iowa City market president, Lynn Rowat, and West Bank second vice president, Maggie Kiewiet. "They're very knowledgeable and they really understand our needs," Hamed said. The Tewfiks like the service they receive from West Bank so much they not only have their business accounts with us, but also their personal accounts. They even have a daughter living in Virginia who has an account at West Bank. "So far our relationship with West Bank has been very constructive, very professional," he concludes. "They take care of our business with a minimum of hassle, a minimum of work. No problems. No snags. And all it takes is a telephone call to get things done."

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A good corporate  
NEIGHBOR & FRIEND

FOUNDATION LAUNCHED

Always known for its generous giving to various charitable civic, and cultural activities and causes in the communities we serve, West Bancorporation established a charitable foundation to consider and award donations.

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The West Bancorporation Foundation, Inc. was founded as a permanently funded vehicle for providing assistance to various community needs. "It's our way of formally setting aside money for the purpose of giving back to the community," explained Joyce Chapman, West Bank executive vice president, who serves as executive director of the Foundation. "We have always given to deserving causes and are known for our giving. But the foundation now provides a formal structure through which we can set aside funds for accomplishing our charitable activities."

Requests for donations from the foundation should be made to Joyce Chapman at West Bank. "All requests will be reviewed on a regular basis by the foundation's board of directors," she explained. "We will look at the nature of the effort and whether or not it fits the stated purposes of the foundation."

"We're excited about establishing the foundation," she stated. "It allows us to permanently set aside funds that will enable us to continue our support of viable efforts that benefit the communities and their citizens."

### BUY FRESH, BUY LOCAL

West Bank has become a sponsor of "Buy Fresh, Buy Local", a partnership with Practical Farmers of Iowa and the Drake University Agricultural Law Center. The "Buy Fresh, Buy Local" program encourages consumers to buy and enjoy fresh foods from local producers. It also educates consumers about the economic, social and product benefits of buying fresh, local foods. Buying locally supports local farms and businesses in the central Iowa area and contributes to the overall economic well-being of the state. The program through its website, ([www.practicalfarmers.org](http://www.practicalfarmers.org)) links consumers and producers alike to a directory of area farmers market locations and dates, as well as restaurants, grocery stores and other businesses featuring fresh, locally grown food.

### TOOLS FOR SCHOOLS

[GRAPHIC]

The first annual West Bank "Tools For Schools" supply drive was held at ten West Bank locations in Des Moines and Iowa City in September. Designed to benefit middle and grade schools in Des Moines, West Des Moines, Urbandale and Iowa City school districts, more than \$14,000 in cash and school supplies was collected to help replenish basic school supplies used in these districts during the school year.

"Tools For Schools" was established by West Bancorporation Inc., in response to this year's state and federal educational funding cuts. The effort was coordinated through school district representatives, who helped establish needs and facilitated the distribution of supplies to the schools. The "Tools For Schools" effort marks the first time four different area school districts have teamed up for such a campaign.

[PHOTO]

West Bancorporation chairman, president and CEO, Tom Stanberry, and West Bank executive vice president, Joyce Chapman, are joined by area school children to help celebrate the success of the first annual West Bank "Tools For Schools" supply drive campaign. The West Bancorporation Foundation kicked off the campaign with a \$5,000 cash donation.

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### WEST BANCORPORATION BOARD OF DIRECTORS

FRANK W. BERLIN President, Frank W. Berlin & Associates	1	[PHOTO]
ORVILLE E. CROWLEY President, Linden Lane Farms	2	
DAVID R. MILLIGAN Executive Vice President	3	
JACK G. WAHLIG President, Integrus Financial, L.C.	4	
CONNIE WIMER Publisher, Business Publications	5	
ROBERT G. PULVER President & CEO, All State Industries, Inc.	6	
THOMAS E. STANBERRY Chairman, President, & CEO	7	
STEVEN G. CHAPMAN President & CEO, ITAGroup, Inc	8	
MICHAEL A. COPPOLA President, Coppola Enterprises, Inc.	9	

West Bancorporation directors gathered for this photo in the new board room,  
currently under construction.

### WEST BANK EXECUTIVE OFFICERS

THOMAS E. STANBERRY Vice Chairman	1	[PHOTO]
DAVID R. MILLIGAN Chairman & Chief Executive Officer	2	
BRAD L. WINTERBOTTOM President	3	
JOYCE A. CHAPMAN Executive Vice President	4	
SHAREN K. SURBER Executive Vice President	5	
DOUGLAS R. GULLING Chief Financial Officer	6	

CONSOLIDATED BALANCE SHEETS

WEST BANCORPORATION, INC. & SUBSIDIARIES  
December 31, 2004 & 2003

ASSETS

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Cash and due from banks	\$ 1
Federal funds sold and other short-term investments	1
CASH AND CASH EQUIVALENTS	2
Securities available for sale	28
Securities held to maturity	5
Federal Home Loan Bank stock, at cost	
Loans	72
Allowance for loan losses	(
LOANS, NET	71
Premises and equipment, net	
Accrued interest receivable	
Goodwill and other intangible assets	1
Bank-owned life insurance	2
Other assets	
	\$ 1,14

LIABILITIES AND STOCKHOLDERS' EQUITY

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LIABILITIES

Deposits:	
Noninterest bearing demand	\$ 18
Savings and interest bearing demand	42
Time, in excess of \$100,000	19
Other time	6
TOTAL DEPOSITS	86
Federal funds purchased and securities sold under agreements to repurchase	7
Other short-term borrowings	
Long-term borrowings	10
Accrued expenses and other liabilities	
TOTAL LIABILITIES	1,05

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STOCKHOLDERS' EQUITY

Common stock, no par value; authorized 50,000,000 shares; 16,701,843 & 16,863,285 shares issued and outstanding at December 31, 2004 and 2003, respectively	3
Additional paid-in capital	6
Retained earnings	
Accumulated other comprehensive income	9
TOTAL STOCKHOLDERS' EQUITY	\$ 1,14

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WEST BANCORPORATION, INC. & SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF INCOME (1) (2)  
Years Ended December 31, 2004, 2003 & 2002

INTEREST INCOME:

2004

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Loans	\$37,168,986
Securities:	
U.S. Treasury, government agencies and corporations	6,408,522
States and political subdivisions	2,399,378
Other	2,673,791
Federal funds sold and other short-term investments	947,993
TOTAL INTEREST INCOME	49,598,670
INTEREST EXPENSE:	
Demand and savings deposits	3,681,439
Time deposits	3,759,910
Federal funds purchased and securities sold under agreements to repurchase	857,050
Other short-term borrowings	444,120
Long-term borrowings	5,209,148
TOTAL INTEREST EXPENSE	13,951,667
NET INTEREST INCOME	35,647,003
PROVISION FOR LOAN LOSSES	1,200,000
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES	34,447,003
NONINTEREST INCOME:	
Service charges on deposit accounts	4,968,077
Trust services	631,500
Investment advisory fees	2,682,690
Increase in cash value of bank-owned life insurance	869,423
Proceeds from bank-owned life insurance	--
Net realized gains from securities available for sale	198,877
Other income	1,355,342
TOTAL NONINTEREST INCOME	10,705,909
NONINTEREST EXPENSES:	
Salaries and employee benefits	9,680,139
Occupancy	2,056,755
Data processing	1,360,724
Charitable contributions	147,584
Other expenses	3,722,923
TOTAL NONINTEREST EXPENSE	16,968,125
INCOME BEFORE INCOME TAXES	28,184,787
INCOME TAXES	9,570,310
NET INCOME	\$18,614,477
EARNINGS PER SHARE:	
Basic	\$ 1.11

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COMMON STOCK	2004
	----
Beginning of year balance	\$ 3,000,000
End of year balance	3,000,000
<b>ADDITIONAL PAID-IN CAPITAL</b>	
Beginning of year balance	32,000,000
End of year balance	32,000,000
<b>RETAINED EARNINGS</b>	
Beginning of year balance	56,796,771
Net income	18,614,477
Dividends on common stock; per share amounts 2004 \$0.625, 2003 \$0.610, 2002 \$0.590	(10,483,877)
Purchase of fractional shares resulting from stock dividend	(2,090)
Shares reacquired under the common stock repurchase plan	(2,360,235)
End of year balance	62,565,046
<b>ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)</b>	
Beginning of year balance	1,099,573
Unrealized gains (losses) on securities, net of tax	(1,044,643)
End of year balance	54,930
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>\$ 97,619,976</b>

CONSOLIDATED STATEMENTS OF  
COMPREHENSIVE INCOME

Years Ended December 31, 2004, 2003 & 2002

	2004
	----
NET INCOME	\$ 18,614,477
OTHER COMPREHENSIVE INCOME (LOSS), Unrealized gains (losses) on securities, net of tax	(1,044,643)
COMPREHENSIVE INCOME	\$ 17,569,834

FORM 10-K

A copy of the Company's annual report to the Securities and Exchange Commission on Form 10-K will be mailed when available without charge to shareholders upon written request to the Chief Financial Officer. The annual report will also be available on the Securities and Exchange Commission's website at <http://www.sec.gov/edgar/searchedgar/webusers.htm> and through a link on the Company's investor relations web page at [www.westbankiowa.com](http://www.westbankiowa.com).

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WEST BANCORPORATION, INC. & SUBSIDIARIES

STOCK INFORMATION

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West Bancorporation, Inc. common stock is traded on the Nasdaq National Market and quotations are furnished by the Nasdaq System. There were 332 common stockholders of record on December 31, 2004, and an estimated 850 additional beneficial holders whose stock was held in street name by brokerage houses.

### MARKET AND DIVIDEND INFORMATION (1)(3)

2004	HIGH	LOW	DIVIDENDS
1st quarter	\$17.14	\$15.40	\$0.152
2nd quarter	17.14	13.93	0.152
3rd quarter	17.54	14.76	0.160
4th quarter	18.15	16.21	0.160
2003			
1st quarter	\$16.70	\$13.67	\$0.152
2nd quarter	18.68	15.02	0.152
3rd quarter	17.92	15.77	0.152
4th quarter	17.66	16.24	0.152

- (1) In July 2004, the Company's Board of Directors authorized a 5% common stock dividend. Per share numbers in this report have been adjusted for that stock dividend.
- (2) Minor reclassifications were made to certain 2003 and 2002 categories to conform to the 2004 presentation.
- (3) The prices shown are the high and low sale prices for the Company's common stock. The market quotations, reported by Nasdaq, do not include retail markup, markdown or commissions.

NASDAQ SYMBOL: WTBA

WALL STREET JOURNAL AND OTHER NEWSPAPERS: WestBcp

TRANSFER AGENT/DIVIDEND PAYING AGENT	GENERAL COUNSEL	INDEPENDENT REGISTERED PUBLIC ACC
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Illinois Stock Transfer Company 209 West Jackson Boulevard, Suite 903 Chicago, Illinois 60606-6905 800-757-5755 www.illinoisstocktransfer.com	Ahlers & Cooney P.C. 100 Court Avenue Suite 600 Des Moines, Iowa 50309	McGladrey & Pullen, LLP 400 Locust Street Suite 640 Des Moines, Iowa 50309

### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

The Board of Directors of West Bancorporation, Inc.:

We have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of West Bancorporation, Inc. and subsidiaries as of December 31, 2004, and 2003, and the related consolidated statements of income, stockholders' equity, comprehensive income and cash flows (not presented herein) for each of the three years in the period ended December 31, 2004 and in our report dated March 3, 2005, we expressed an unqualified opinion on those consolidated financial statements.

In our opinion, the information set forth in the accompanying condensed consolidated financial statements appearing in this report is fairly presented,

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in all material respects, in relation to the consolidated financial statements from which it has been derived.

/s/ McGladrey & Pullen, LLP

Des Moines, Iowa  
March 3, 2005

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### WEST BANCORPORATION, INC. AND SUBSIDIARIES' BOARDS OF DIRECTORS

JON K. AUGUSTINE (3)  
Managing Director, WB Capital Management Inc.

FRANK W. BERLIN (1,2,6,7)  
President, Frank W. Berlin & Associates

THOMAS A. CARLSTROM (2)  
Neurosurgeon

JOYCE A. CHAPMAN (2,3)  
Executive Vice President, West Bank  
Vice President, West Bancorporation, Inc.

STEVEN G. CHAPMAN (1,2,7)  
President & CEO, ITAGroup, Inc.

CHRISTOPHER C. COOK (3)  
Managing Director, WB Capital Management Inc.

MICHAEL A. COPPOLA (1,2,5)  
President, Coppola Enterprises, Inc.

ORVILLE E. CROWLEY (1,4,6)  
President, Linden Lane Farms

SCOTT D. ELTJES (3)  
Managing Director, WB Capital Management Inc.

KAREN J. GREEN (3)  
Managing Director, WB Capital Management Inc.

DOUGLAS R. GULLING (3)  
Executive Vice President & Chief Financial Officer,  
West Bancorporation, Inc.  
Chief Financial Officer, West Bank  
Treasurer, WB Capital Management Inc.

HARLAN D. HOCKENBERG (4)  
Attorney, Sullivan & Ward, P.C.

PAUL R. KNAPP (4)  
Vice President, Knapp Properties, Inc.

DAVID R. MILLIGAN (1,2,3)  
Chairman & CEO, West Bank  
Executive Vice President,

GEORGE D. MILLIGAN (2)  
President, The Graham Group

THOMAS E. MYERS (3)  
Executive Vice President &  
WB Capital Management Inc.

ROBERT G. PULVER (1,2,6,7)  
President & CEO, All State

KEVIN J. SMITH (3)  
Senior Vice President, West Bank

THOMAS E. STANBERRY (1,2,3)  
Chairman, President, & CEO  
Vice Chairman, West Bank  
Chairman, WB Capital Management Inc.

JACK G. WAHLIG (1,2,5)  
President, Integrus Financial

CONNIE WIMER (1,2,5,6)  
Publisher, Business Publications

BRAD L. WINTERBOTTOM (2,3)  
President, West Bank

(1) Director of West Bancorporation, Inc.

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- (2) Director of West Bank
- (3) Director of WB Capital Management Inc.
- (4) Director Emeritus of West Bank
- (5) Audit Committee
- (6) Compensation Committee
- (7) Nominating & Corporate Governance Committee

### WEST BANK OFFICERS

SHAREN K. SURBER Executive Vice President	RODNEY S. WEIKERT Senior Vice President - Real Estate	PAM K. KELLER Vice President
LYNN E. ROWAT Market President - Iowa City	LOUIS H. ANDERSON Vice President	J. CRAIG KROUCH Vice President
TOM CILEK Senior Vice President	MICHELE A. BELDEN Vice President	KEITH A. KURTH Vice President
RONALD H. DEGEN Senior Vice President	RUSSELL W. BREAZEALE Vice President	CATHERINE L. MACKAY Vice President - Marketing
MARC J. MEYER Senior Vice President	JOHN HUMESTON Vice President	JOHN F. MCKINNEY III Vice President & Assistant Counsel
ROGER L. REED Senior Vice President	ALICE A. JENSEN Vice President & Secretary, West Bank Secretary, West Bancorporation & WB Capital Management Inc.	DANIEL L. MCNACE Vice President

### WEST BANK LOCATIONS

#### DES MOINES MARKET

Main Bank  
1601 22nd o West Des Moines

Grand  
125 Grand Ave o West Des Moines

Urbandale  
3255 99th St o Urbandale

North  
3839 Merle Hay Rd o Des Moines

City Center  
809 6th Ave o Des Moines

Skywalk  
501 Locust #214 o Des Moines

East

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2742 Hubbell o Des Moines

South

SW 9th & Watrous o Des Moines

EASTERN IOWA MARKET

Downtown

229 S. Dubuque Street o Iowa City

East

1910 Lower Muscatine Road o Iowa City

Coralville

1150 5th Street o Coralville

CUSTOMER SERVICE

Des Moines: 515.222.2360

Iowa City/Coralville: 319.351.4121

24 Hour Telephone Banking:

515.222.0314 / toll free 1.866.815.7858

VMF CAPITAL

1370 NW 114th St

Suite 202

Clive, IA 50325

|

118 Third Ave SE

Suite 700

Cedar Rapids, IA 52401

Phone: 1.800.343.7084

WEST BANCORPORATION

1601 22nd Street

Suite 209

West Des Moines, IA 50266

Phone: 515.222.2300

WWW.WESTBANKIOWA.COM

Member FDIC [FEDERAL HOUSING LENDER LOGO]

We want you to know: Investment products provided by VMF Capital

ARE NOT		MAY LOSE		ARE NOT BANK
FDIC INSURED		VALUE		GUARANTEED

Accounts offered through VMF Capital, a non-bank affiliate of West Bancorporation.