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**SECURITIES AND EXCHANGE COMMISSION**  
**WASHINGTON, D.C. 20549**

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**FORM 10-K**

(Mark One)

**ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**  
For the fiscal year ended **December 31, 2007**

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number **0-26128**

**NorthWest Indiana Bancorp**

(Exact name of registrant as specified in its charter)

**Indiana**  
(State or other jurisdiction of  
incorporation or organization)

**35-1927981**  
(I.R.S. Employer Identification No.)

**9204 Columbia Avenue**  
**Munster, Indiana**  
(Address of principal executive offices)

**46321**  
(Zip Code)

**(219) 836-4400**

(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act: **None**

Securities registered pursuant to Section 12(g) of the Act: **Common Stock, without par value**

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes  No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of Registrant's knowledge in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

Include by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act (check one):

Large accelerated filer:

Accelerated filer:

Non-Accelerated filer:

Smaller reporting company

(Do not check if a smaller reporting company)

Based on the average bid and ask prices for the registrant's Common Stock at June 29, 2007, at that date, the aggregate market value of the registrant's Common Stock held by nonaffiliates of the registrant (assuming solely for the purposes of this calculation that all directors and executive officers of the registrant are "affiliates") was \$65,412,417.

There were 2,810,103 shares of the registrant's Common Stock, without par value, outstanding at February 22, 2008.

**DOCUMENTS INCORPORATED BY REFERENCE**

Portions of the following documents have been incorporated by reference into this Annual Report on Form 10-K:

1. 2007 Annual Report to Shareholders. (Part II)
  2. Definitive Proxy Statement for the 2008 Annual Meeting of Shareholders. (Part III)
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## PART I

### Item 1. Business

#### General

NorthWest Indiana Bancorp, an Indiana corporation (the “Bancorp”), was incorporated on January 31, 1994, and is the holding company for Peoples Bank SB, an Indiana savings bank (the “Bank”). The Bank is a wholly owned subsidiary of the Bancorp. The Bancorp has no other business activity other than being the holding company for the Bank and the Bank’s wholly owned subsidiaries.

The Bank is primarily engaged in the business of attracting deposits from the general public and the origination of loans, mostly upon the security of single family residences and commercial real estate, as well as, construction loans and various types of consumer loans and commercial business loans, within its primary market area of Lake County, in northwest Indiana. In addition, the Bancorp’s Wealth Management Group provides estate and retirement planning, guardianships, land trusts, profit sharing and 401(k) retirement plans, IRA and Keogh accounts, investment agency accounts, and serves as the personal representative of estates and acts as trustee for revocable and irrevocable trusts.

The Bank’s deposit accounts are insured up to applicable limits by the Deposit Insurance Fund (“DIF”), which is administered by the Federal Deposit Insurance Corporation (“FDIC”), an agency of the federal government. As the holding company for the Bank, the Bancorp is subject to comprehensive examination, supervision and regulation by the Board of Governors of the Federal Reserve System (“FRB”), while the Bank is subject to comprehensive examination, supervision and regulation by both the FDIC and the Indiana Department of Financial Institutions (“DFI”). The Bank is also subject to regulation by the FRB governing reserves required to be maintained against certain deposits and other matters. The Bank is also a member of the Federal Home Loan Bank (“FHLB”) of Indianapolis, which is one of the twelve regional banks comprising the system of Federal Home Loan Banks.

The Bancorp maintains its corporate office at 9204 Columbia Avenue, Munster, Indiana, from which it oversees the operation of its nine branch locations. For further information, see “Properties.”

#### Forward-Looking Statements

Statements contained in this filing on Form 10-K that are not historical facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The words or phrases “would be,” “will allow,” “intends to,” “will likely result,” “are expected to,” “will continue,” “is anticipated,” “estimate,” “project,” or similar expressions are also intended to identify “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act. The Bancorp cautions readers that forward-looking statements, including without limitation those relating to the Bancorp’s future business prospects, interest income and expense, net income, liquidity, and capital needs are subject to certain risks and uncertainties that could cause actual results to differ materially from those indicated in the forward-looking statements due to a number of factors, including those identified in Item 1A of this Form 10-K.

**Lending Activities**

**General.** The Bancorp's product offerings include residential mortgage loans, construction loans, commercial real estate loans, consumer loans and commercial business loans. The Bancorp's lending strategy stresses quality growth, product diversification and, competitive and profitable pricing. While lending efforts include both fixed and adjustable rate products, the focus has been on products with adjustable rates and/or shorter terms to maturity. It is management's goal that all programs are marketed effectively to our primary market area.

The Bancorp is primarily a portfolio lender. Mortgage banking activities are limited to the sale of fixed rate mortgage loans with contractual maturities generally exceeding fifteen years. These loans are sold, on a case-by-case basis, in the secondary market as part of the Bancorp's efforts to manage interest rate risk. All loan sales are made to Freddie Mac. All loans held for sale are recorded at the lower of cost or market value.

Under Indiana Law, an Indiana stock savings bank generally may not make any loan to a borrower or its related entities if the total of all such loans by the savings bank exceeds 15% of its unimpaired capital and unimpaired surplus (plus up to an additional 10% of unimpaired capital and unimpaired surplus, in the case of loans fully collateralized by readily marketable collateral); provided, however, that certain specified types of loans are exempted from these limitations or subject to different limitations. The maximum amount that the Bank could have loaned to one borrower and the borrower's related entities at December 31, 2007, under the 15% of capital and surplus limitation was approximately \$8,352,000. At December 31, 2007, the Bank had no loans that exceeded the regulatory limitations.

At December 31, 2007, there were no concentrations of loans in any type of industry that exceeded 10% of total loans that were not otherwise disclosed as a loan category.

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**Loan Portfolio.** The following table sets forth selected data relating to the composition of the Bancorp's loan portfolio by type of loan and type of collateral at the end of each of the last five years. The amounts are stated in thousands (000's).

|   | 2007              | 2006              | 2005              | 2004              | 2003              |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Type of loan:</b>                                  |                   |                   |                   |                   |                   |
| Conventional real estate loans:                       |                   |                   |                   |                   |                   |
| Construction and development loans                    | \$ 46,289         | \$ 48,688         | \$ 47,957         | \$ 38,619         | \$ 23,674         |
| Loans on existing properties (1)                      | 361,154           | 361,011           | 347,542           | 331,378           | 339,461           |
| Consumer loans  | 2,399             | 3,012             | 3,983             | 4,685             | 5,099             |
| Commercial business                                   | 46,953            | 46,751            | 50,069            | 47,270            | 35,767            |
| Government and other (2)                              | 11,664            | 12,254            | 19,492            | 11,838            | 5,807             |
| Loans receivable (3)                                  | <u>\$ 468,459</u> | <u>\$ 471,716</u> | <u>\$ 469,043</u> | <u>\$ 433,790</u> | <u>\$ 409,808</u> |
| <b>Type of collateral:</b>                            |                   |                   |                   |                   |                   |
| Real estate:  |                   |                   |                   |                   |                   |
| 1-to-4 family   | \$ 223,300        | \$ 232,271        | \$ 228,475        | \$ 226,695        | \$ 233,454        |
| Other dwelling units, land and commercial real estate | 183,319           | 177,427           | 167,023           | 143,302           | 129,680           |
| Consumer loans  | 2,290             | 2,904             | 3,966             | 4,559             | 4,909             |
| Commercial business                                   | 45,441            | 45,671            | 49,044            | 44,923            | 34,554            |
| Government and other (2)                              | 11,664            | 12,254            | 19,492            | 11,838            | 5,807             |
| Loans receivable (4)                                  | <u>\$ 466,014</u> | <u>\$ 470,527</u> | <u>\$ 468,000</u> | <u>\$ 431,317</u> | <u>\$ 408,404</u> |
| Average loans outstanding during the period (3)       | <u>\$ 466,353</u> | <u>\$ 472,212</u> | <u>\$ 443,523</u> | <u>\$ 415,098</u> | <u>\$ 394,955</u> |

- (1) Includes residential and commercial construction loans converted to permanent term loans and commercial real estate loans.
- (2) Includes overdrafts to deposit accounts.
- (3) Net of unearned income and deferred loan fees.
- (4) Net of unearned income and deferred loan fees. Does not include unsecured loans.

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**Loan Originations, Purchases and Sales.** Set forth on the following table loan originations, purchases and sales activity for each of the last three years are shown. The amounts are stated in thousands (000's).

|   | 2007              | 2006              | 2005              |
|---|-------------------|-------------------|-------------------|
| Loans originated:                               |                   |                   |                   |
| Conventional real estate loans:                 |                   |                   |                   |
| Construction and development loans              | \$ 4,982          | \$ 11,212         | \$ 14,471         |
| Loans on existing property                      | 43,371            | 46,713            | 55,685            |
| Loans refinanced                                | <u>11,382</u>     | <u>9,853</u>      | <u>7,461</u>      |
| Total conventional real estate loans originated | 59,735            | 67,778            | 77,617            |
| Commercial business loans                       | 155,649           | 123,829           | 148,433           |
| Consumer loans                                  | 1,821             | 3,197             | 3,516             |
| Total loans originated                          | <u>\$ 217,205</u> | <u>\$ 194,804</u> | <u>\$ 229,566</u> |
| Loan participations purchased                   | <u>\$ 12,465</u>  | <u>\$ 12,354</u>  | <u>\$ 23,121</u>  |
| Whole loans and participations sold             | <u>\$ 12,246</u>  | <u>\$ 9,142</u>   | <u>\$ 5,538</u>   |

**Loan Maturity Schedule.** The following table sets forth certain information at December 31, 2007 regarding the dollar amount of loans in the Bancorp's portfolio based on their contractual terms to maturity. Demand loans, loans having no schedule of repayments and no stated maturity, and overdrafts are reported as due in one year or less. Contractual principal repayments of loans do not necessarily reflect the actual term of the loan portfolio. The average life of mortgage loans is substantially less than their contractual terms because of loan prepayments and because of enforcement of due-on-sale clauses, which give the Bancorp the right to declare a loan immediately due and payable in the event, among other things, that the borrower sells the property subject to the mortgage. The amounts are stated in thousand's (000's).

|                                  | Maturing<br>Within<br>one year | After one<br>but within<br>five years | After<br>five years | Total             |
|----------------------------------|--------------------------------|---------------------------------------|---------------------|-------------------|
| Real estate loans                | \$ 72,345                      | \$ 43,100                             | \$ 291,998          | \$ 407,443        |
| Consumer loans                   | 311                            | 2,056                                 | 32                  | 2,399             |
| Commercial business, other loans | 28,338                         | 21,665                                | 8,614               | 58,617            |
| Total loans receivable           | <u>\$ 100,994</u>              | <u>\$ 66,821</u>                      | <u>\$ 300,644</u>   | <u>\$ 468,459</u> |

The table below sets forth the dollar amount of all loans due after one year from December 31, 2007 which have predetermined interest rates or have floating or adjustable interest rates. The amounts are stated in thousands (000's).

|                                  | Predetermined<br>rates | Floating or<br>adjustable rates | Total             |
|----------------------------------|------------------------|---------------------------------|-------------------|
| Real estate loans                | \$ 127,581             | \$ 207,517                      | \$ 335,098        |
| Consumer loans                   | 2,088                  | —                               | 2,088             |
| Commercial business, other loans | 23,954                 | 6,325                           | 30,279            |
| Total                            | <u>\$ 153,623</u>      | <u>\$ 213,842</u>               | <u>\$ 367,465</u> |

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**Lending Area.** The primary lending area of the Bancorp encompasses all of Lake County in northwest Indiana, where a majority of loan activity is concentrated. The Bancorp is also an active lender in Porter, and to a lesser extent, LaPorte, Newton and Jasper counties in Indiana. The communities of Munster, Crown Point, Dyer, St. John, Merrillville, Schererville and Cedar Lake have experienced rapid growth and, therefore, have provided the greatest lending opportunities.

**Loan Origination Fees.** All loan origination and commitment fees, as well as incremental direct loan origination costs, are deferred and amortized into income as yield adjustments over the contractual lives of the related loans.

**Loan Origination Procedure.** The primary sources for loan originations are referrals from commercial customers, real estate brokers and builders, solicitations by the Bancorp's lending and retail staff, and advertising of loan programs and rates. The Bancorp employs no staff appraisers. All appraisals are performed by fee appraisers that have been approved by the Board of Directors and who meet all federal guidelines and state licensing and certification requirements.

Designated officers have authorities, established by the Board of Directors, to approve loans. Loans up to \$2,000,000 are approved by the loan officers loan committee. Loans from \$2,000,000 to \$3,000,000 are approved by the senior officers loan committee. All loans in excess of \$3,000,000, up to the legal lending limit of the Bank, must be approved by the Bank's Board of Directors or its Executive Committee. (All members of the Bank's Board of Directors and Executive Committee are also members of the Bancorp's Board of Directors and Executive Committee, respectively.) Peoples Bank will not extend credit to any of its executive officers, directors, or principal shareholders or to any related interest of that person, except in compliance with the insider lending restrictions of Regulation O under the Federal Reserve Act and in an amount that, when aggregated with all other extensions of credit to that person, exceeds \$500,000 unless: (1) the extension of credit has been approved in advance by a majority of the entire Board of Directors of the Bank, and (2) the interested party has abstained from participating directly or indirectly in the voting.

All loans secured by personal property must be covered by insurance in an amount sufficient to cover the full amount of the loan. All loans secured by real estate must be covered by insurance in an amount sufficient to cover the full amount of the loan or restore the property to its original state. First mortgage loans must be covered by a lenders title insurance policy in the amount of the loan.

### **The Current Lending Programs**

**Residential Mortgage Loans.** The primary lending activity of the Bancorp has been the granting of conventional mortgage loans to enable borrowers to purchase existing homes, refinance existing homes, or construct new homes. Conventional loans are made up to a maximum of 100% of the purchase price or appraised value, whichever is less. For loans made in excess of 80% of value, private mortgage insurance is generally required in an amount sufficient to reduce the Bancorp's exposure to 80% or less of the appraised value of the property. Loans insured by private mortgage insurance companies can be made for up to 100% of value. During 2007 over 90% of mortgage loans closed were conventional loans with borrowers having 20% or more equity in the property. This type of loan

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does not require private mortgage insurance because of the borrower's level of equity investment.

Fixed-rate loans currently originated generally conform to Freddie Mac guidelines for loans purchased under the one-to-four family program. Loan interest rates are determined based on secondary market yield requirements and local market conditions. Fixed rate mortgage loans with contractual maturities generally exceeding fifteen years may be sold and/or classified as held for sale to control exposure to interest rate risk.

The 15-year mortgage loan program has gained wide acceptance in the Bancorp's primary market area. As a result of the shortened maturity of these loans, this product has been priced below the comparable 20 and 30 year loan offering. Mortgage applicants for 15 year loans tend to have a larger than normal down payment; this, coupled with the larger principal and interest payment amount, has caused the 15 year mortgage loan portfolio to consist, to a significant extent, of second time home buyers whose underwriting qualifications tend to be above average.

The Bancorp's Adjustable Rate Mortgage Loans ("ARMs") include offerings that reprice annually or are "Mini-Fixed." The "Mini-Fixed" mortgage reprices annually after a one, three, five or seven year period. ARM originations totaled \$20.5 million for 2007 and \$23.3 million for 2006. During 2007, ARMs represented 53.7% of total mortgage loan originations. The ability of the Bancorp to successfully market ARM's depends upon loan demand, prevailing interest rates, volatility of interest rates, public acceptance of such loans, and terms offered by competitors.

**Construction Loans.** Construction loans on residential properties are made primarily to individuals and contractors who are under contract with individual purchasers. These loans are personally guaranteed by the borrower. The maximum loan-to-value ratio is 80% of either the current appraised value or the cost of construction, whichever is less. Residential construction loans are typically made for periods of six months to one year.

Loans are also made for the construction of commercial properties. All such loans are made in accordance with well-defined underwriting standards. Generally if the loans are not owner occupied, these types of loans require proof of intent to lease and a confirmed end-loan takeout. In general, loans made do not exceed 80% of the appraised value of the property. Commercial construction loans are typically made for periods not to exceed two years or date of occupancy, whichever is less.

**Commercial Real Estate Loans.** Commercial real estate loans are typically made to a maximum of 80% of the appraised value. Such loans are generally made on an adjustable rate basis. These loans are typically made for terms of 15 to 20 years. Loans with an amortizing term exceeding 15 years normally have a balloon feature calling for a full repayment within seven to ten years from the date of the loan. The balloon feature affords the Bancorp the opportunity to restructure the loan if economic conditions so warrant. Commercial real estate loans include loans secured by commercial rental units, apartments, condominium developments, small shopping centers, owner occupied commercial/industrial properties, hospitality units, and other retail and commercial developments.

While commercial real estate lending is generally considered to involve a higher degree of risk than single-family residential lending due to the concentration of principal in a limited number of loans and the



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effects of general economic conditions on real estate developers and managers, the Bancorp has endeavored to reduce this risk in several ways. In originating commercial real estate loans, the Bancorp considers the feasibility of the project, the financial strength of the borrowers and lessees, the managerial ability of the borrowers, the location of the project and the economic environment. Management evaluates the debt coverage ratio and analyzes the reliability of cash flows, as well as the quality of earnings. All such loans are made in accordance with well-defined underwriting standards and are generally supported by personal guarantees, which represent a secondary source of repayment.

Loans for the construction of commercial properties are generally located within an area permitting physical inspection and regular review of business records. Projects financed outside of the Bancorp's primary lending area generally involve borrowers and guarantors who are or were previous customers of the Bancorp, or projects that are underwritten according to the Bank's underwriting standards.

**Consumer Loans.** The Bancorp offers consumer loans to individuals for most personal, household or family purposes. Consumer loans are either secured by adequate collateral, or unsecured. Unsecured loans are based on the strength of the applicant's financial condition. All borrowers must meet current underwriting standards. The consumer loan program includes both fixed and variable rate products. The Bancorp purchases indirect dealer paper from various well-established businesses in its immediate banking area.

**Home Equity Line of Credit.** The Bancorp offers a fixed and variable rate revolving line of credit secured by the equity in the borrower's home. Both products offer an interest only option where the borrower pays interest only on the outstanding balance each month. Equity lines will typically require a second mortgage appraisal and a second mortgage lenders title insurance policy. Loans are generally made up to a maximum of 80% of the appraised value of the property less any outstanding liens.

**Home Improvement Loans and Equity Loans—Fixed Term.** Home improvement and equity loans are made up to a maximum of 80% of the appraised value of the improved property, less any outstanding liens. These loans are offered on both a fixed and variable rate basis with a maximum term of 120 months. All home equity loans are made on a direct basis to borrowers.

**Commercial Business Loans.** Although the Bancorp's priority in extending various types of commercial business loans changes from time to time, the basic considerations in determining the makeup of the commercial business loan portfolio are economic factors, regulatory requirements and money market conditions. The Bancorp seeks commercial loan relationships from the local business community and from its present customers. Conservative lending policies based upon sound credit analysis governs the extension of commercial credit. The following loans, although not inclusive, are considered preferable for the Bancorp's commercial loan portfolio: loans collateralized by liquid assets; loans secured by general use machinery and equipment; secured short-term working capital loans to established businesses; short-term loans with established sources of repayment and secured by sufficient equity and real estate; and unsecured loans to customers whose character and capacity to repay are firmly established.

**Government Loans.** The Bancorp is permitted to purchase non-rated municipal securities, tax anticipation notes and warrants within the local market area.

**Non-Performing Assets, Asset Classification and Provision for Loan Losses**

Loans are reviewed on a regular basis and are generally placed on a non-accrual status when, in the opinion of management, serious doubt exists as to the collectibility of a loan. Loans are generally placed on non-accrual status when either principal or interest is 90 days or more past due. Consumer non-residential loans are generally charged off when the loan becomes over 120 days delinquent. Interest accrued and unpaid at the time a loan is placed on non-accrual status is charged against interest income. Subsequent payments are either applied to the outstanding principal balance, tax and insurance reserve, or recorded as interest income, depending on the assessment of the ultimate collectibility of the loan.

The Bancorp's mortgage loan collection procedures provide that, when a mortgage loan is 15 days or more delinquent, the borrower will be contacted by mail and payment requested. If the delinquency continues, subsequent efforts will be made to contact the delinquent borrower. In certain instances, the Bancorp will recast the loan or grant a limited moratorium on loan payments to enable the borrower to reorganize his, her or its financial affairs. If the loan continues in a delinquent status for 60 days, the Bancorp will generally initiate foreclosure proceedings. Any property acquired as the result of foreclosure or by voluntary transfer of property made to avoid foreclosure is classified as foreclosed real estate until such time as it is sold or otherwise disposed of by the Bancorp. Foreclosed real estate is recorded at fair value at the date of foreclosure. At foreclosure, any write-down of the property is charged to the allowance for loan losses. Costs relating to improvement of property are capitalized, whereas holding costs are expensed. Valuations are periodically performed by management, and a valuation allowance is established by a charge to operations if the carrying value of a property exceeds its estimated fair value less selling costs. Subsequent gains or losses on disposition, including expenses incurred in connection with the disposition, are charged to operations. Collection procedures for consumer loans provide that when a consumer loan becomes ten days delinquent, the borrower will be contacted by mail and payment requested. If the delinquency continues, subsequent efforts will be made to contact the delinquent borrower. In certain instances, the Bancorp may grant a payment deferral. If a loan continues delinquent after 90 days and all collection efforts have been exhausted, the Bancorp will initiate legal proceedings. Collection procedures for commercial business loans provide that when a commercial loan becomes ten days delinquent, the borrower will be contacted by mail and payment requested. If the delinquency continues, subsequent efforts will be made to contact the delinquent borrower pursuant to the commercial loan collection policy. In certain instances, the Bancorp may grant a payment deferral or restructure the loan. Once it has been determined that collection efforts are unsuccessful, the Bancorp will initiate legal proceedings.

The table that follows sets forth information with respect to the Bancorp's non-performing assets at December 31, for the periods indicated. During the periods shown, the Bancorp had no troubled debt restructurings, which involve forgiving a portion of interest or principal on any loans or making loans at a rate materially less than market rates. The amounts are stated in thousands (000's).

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|  | 2007            | 2006            | 2005            | 2004            | 2003            |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|
| Loans accounted for on a non-accrual basis:                      |                 |                 |                 |                 |                 |
| Real estate:   |                 |                 |                 |                 |                 |
| Residential  | \$ 1,383        | \$ 1,128        | \$ 784          | \$ 574          | \$ 601          |
| Commercial   | 6,065           | 1,467           | 62              | 136             | 137             |
| Commercial business  | 328             | 301             | 266             | 266             | 611             |
| Consumer   | —               | —               | 1               | 7               | —               |
| Total  | <u>\$ 7,776</u> | <u>\$ 2,896</u> | <u>\$ 1,113</u> | <u>\$ 983</u>   | <u>\$ 1,349</u> |
| Accruing loans which are contractually past due 90 days or more: |                 |                 |                 |                 |                 |
| Real estate:   |                 |                 |                 |                 |                 |
| Residential  | \$ 819          | \$ 156          | \$ 53           | \$ 61           | \$ 370          |
| Commercial   | —               | —               | 815             | 5               | —               |
| Commercial business  | —               | —               | 130             | —               | —               |
| Consumer   | 23              | 26              | —               | —               | —               |
| Total  | <u>\$ 842</u>   | <u>\$ 182</u>   | <u>\$ 998</u>   | <u>\$ 66</u>    | <u>\$ 370</u>   |
| Total of non-accrual and 90 days past due                        | <u>\$ 8,618</u> | <u>\$ 3,078</u> | <u>\$ 2,111</u> | <u>\$ 1,049</u> | <u>\$ 1,719</u> |
| Ratio of non-performing loans to total assets                    | 1.37%           | 0.50%           | 0.34%           | 0.19%           | 0.34%           |
| Ratio of non-performing loans to total loans                     | 1.84%           | 0.65%           | 0.45%           | 0.24%           | 0.42%           |
| Foreclosed real estate   | <u>\$ 136</u>   | <u>\$ 323</u>   | <u>\$ 260</u>   | <u>\$ 280</u>   | <u>\$ —</u>     |
| Ratio of foreclosed real estate to total assets                  | 0.02%           | 0.05%           | 0.04%           | 0.05%           | 0.00%           |

During 2007, gross interest income of \$701,000 would have been recorded on loans accounted for on a non-accrual basis if the loans had been current throughout the period. Interest on such loans included in income during the period amounted to \$315,000.

Federal regulations require savings banks to classify their own loans and to establish appropriate general and specific allowances, subject to regulatory review. These regulations are designed to encourage management to evaluate loans on a case-by-case basis and to discourage automatic classifications. Loans classified as substandard or doubtful must be evaluated by management to determine loan loss reserves. Loans classified as loss must either be written off or reserved for by a specific allowance. Amounts reported in the general loan loss reserve are included in the calculation of the Bancorp's total risk-based capital requirement (to the extent that the amount does not exceed 1.25% of total risk-based assets), but are not included in Tier 1 leverage ratio calculations and Tier 1 risk-based capital requirements. Amounts reserved for by a specific allowance are not counted toward capital for purposes of any of the regulatory capital requirements. Loans, internally classified as substandard totaled \$10.9 million at December 31, 2007, compared to \$6.9 million at December 31, 2006. The increase in substandard loans at December 31, 2007, is related to two commercial real estate participation loans in the aggregate amount of \$5.1 million. No loans were classified as doubtful or loss. Substandard loans include non-performing loans and potential problem loans, where information about possible credit issues or other conditions causes management to question the ability of such borrowers to comply with loan covenants or repayment terms. In addition to identifying and monitoring non-performing and other classified loans,

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management maintains a list of watch loans. Watch loans represent loans management is closely monitoring due to one or more factors that may cause the loan to become classified. Watch loans totaled \$10.8 million at December 31, 2007, compared to \$7.6 million at December 31, 2006. The increase in watch loans at December 31, 2007 is related to residential real estate loans.

A loan is considered impaired when, based on current information and events, it is probable that a borrower will be unable to repay all amounts due according to the contractual terms of the loan agreement. At December 31, 2007, impaired loans totaled \$6.0 million, compared to \$1.9 million at December 31, 2006. The increase in impaired loans is related to the previously mentioned two commercial real estate participation loans. The December 31, 2007, impaired loan balance consisted of six loans to four commercial borrowers that are secured by business assets and real estate, and are personally guaranteed by the owners of the businesses. The December 31, 2007 allowance for loan losses (ALL) contained \$824 thousand in specific allowances for collateral deficiencies, compared to \$522 thousand in specific allowances at December 31, 2006. During the quarter ended December 31, 2007, a previously reported impaired commercial real estate loan with a specific allowance of \$183 thousand was eliminated as a result of a reduction in debt by the borrower. In addition, during the fourth quarter of 2007, a commercial business loan with a specific allowance of \$80 thousand was eliminated as the loan became a performing credit and was reclassified to watch status. The December 31, 2007, impaired loan balances were also included in the previously discussed non-performing and substandard loan balances. There were no other loans considered to be impaired loans as of, or for the quarter ended, December 31, 2007.

At December 31, 2007, management is of the opinion that there are no loans, except those discussed above, where known information about possible credit problems of borrowers causes management to have serious doubts as to the ability of such borrowers to comply with the present loan repayment terms and which may result in disclosure of such loans as non-accrual, past due or restructured loans. Also, at December 31, 2007, no other interest bearing assets were required to be disclosed as non-accrual, past due or restructured. Management does not currently anticipate that any of the non-performing loans or classified loans would materially impact future operations, liquidity or capital resources.

The Bancorp is a party to financial instruments in the normal course of business to meet the financing needs of its customers. These financial instruments, which include commitments to make loans and standby letters of credit, are not reflected in the accompanying consolidated financial statements. Such financial instruments are recorded when they are funded. The Bancorp has a \$1.1 million participation in a \$6.4 million letter of credit, which acts as payment support to bondholders. Cash flows from the security collateralizing the letter of credit have been negatively impacted due to the closing of the major tenant. The letter of credit is also secured by a cash collateral account in the amount of \$1.0 million. At December 31, 2007, based on current estimates management believes that a collateral deficiency of \$72 thousand exists for this financial instrument. During 2007, management recorded a charge to earnings in the amount of \$72 thousand to establish a contingent liability. Management will continue to monitor the letter of credit and bond repayments.

For the year ended December 31, 2007, \$552 thousand in additions to the ALL account were required, compared to \$15 thousand for 2006. The December 31, 2007 ALL contained \$824 thousand in specific allowances for the collateral deficiency associated with five loans to three borrowers

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totaling \$5.3 million, which had been classified as impaired at December 31, 2007. Charge-offs, net of recoveries, totaled \$238 thousand for the current year, compared to recoveries, net of charge-offs of \$71 thousand for 2006. The ALL provisions take into consideration management's current judgments about the credit quality of the loan portfolio, loan portfolio balances, changes in the portfolio mix and local economic conditions. In determining the provision for loan loss for the current period, management has given consideration to increased risks associated with in the local economy, changes in loan balances and mix, and asset quality.

The ALL to total loans was 0.98% at December 31, 2007, compared to 0.90% at December 31, 2006, while the ALL to non-performing loans (coverage ratio) was 53.2% at December 31, 2007, compared to 138.6% at December 31, 2006. The decrease in the coverage ratio is attributable to the two commercial real estate participation loans totaling \$5.1 million that were placed in nonaccrual status during the third quarter. The December 31, 2007 balance in the ALL account of \$4.6 million is considered adequate by management after evaluation of the loan portfolio, past experience and current economic and market conditions. While management may periodically allocate portions of the allowance for specific problem loans, the whole allowance is available for any loan charge-offs that occur. The allocation of the ALL reflects performance and growth trends within the various loan categories, as well as consideration of the facts and circumstances that affect the repayment of individual loans, and loans which have been pooled as of the evaluation date, with particular attention given to non-performing loans and loans which have been classified as substandard, doubtful or loss. Management has allocated general reserves to both performing and non-performing loans based on current information available.

The table that follows sets forth the allowance for loan losses and related ratios for the periods indicated. There were no charge-offs or recoveries of real estate construction loans during the periods presented. The amounts are stated in thousands (000's).

|  | 2007     | 2006     | 2005     | 2004     | 2003     |
|--|----------|----------|----------|----------|----------|
| Balance at beginning of period   | \$ 4,267 | \$ 4,181 | \$ 3,892 | \$ 3,787 | \$ 3,635 |
| Loans charged-off:   |          |          |          |          |          |
| Real estate — residential  | —        | —        | (37)     | (14)     | —        |
| Commercial real estate   | —        | —        | —        | —        | (136)    |
| Commercial business  | —        | —        | —        | (297)    | (120)    |
| Consumer   | (268)    | (7)      | —        | (30)     | (21)     |
| Total charge-offs  | (268)    | (7)      | (37)     | (341)    | (277)    |
| Recoveries:  |          |          |          |          |          |
| Residential real estate  | 3        | 20       | 18       | 41       | —        |
| Commercial real estate   | —        | 33       | —        | —        | 3        |
| Commercial business  | 24       | 21       | 60       | 14       | —        |
| Consumer   | 3        | 4        | 3        | 6        | 6        |
| Total recoveries   | 30       | 78       | 81       | 61       | 9        |
| Net (charge-offs) / recoveries   | (238)    | 71       | 44       | (280)    | (268)    |
| Provision for loan losses  | 552      | 15       | 245      | 385      | 420      |
| Balance at end of period   | \$ 4,581 | \$ 4,267 | \$ 4,181 | \$ 3,892 | \$ 3,787 |
| ALL to loans outstanding   | 0.98%    | 0.90%    | 0.89%    | 0.90%    | 0.92%    |
| ALL to nonperforming loans   | 53.16%   | 138.60%  | 198.10%  | 371.00%  | 220.30%  |
| Net charge-offs / recoveries to average loans out - standing during the period | -0.05%   | 0.02%    | 0.01%    | 0.07%    | 0.07%    |

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The following table shows the allocation of the allowance for loan losses at December 31, for the dates indicated. The dollar amounts are stated in thousands (000's). The percent columns represent the percentage of loans in each category to total loans.

|                               | 2007         |              | 2006         |              | 2005         |              | 2004         |              | 2003         |              |
|-------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                               | \$           | %            | \$           | %            | \$           | %            | \$           | %            | \$           | %            |
| Real estate loans:            |              |              |              |              |              |              |              |              |              |              |
| Residential                   | 808          | 47.8         | 761          | 60.0         | 644          | 55.1         | 550          | 57.2         | 500          | 58.9         |
| Commercial and other dwelling | 2,353        | 39.2         | 1,472        | 26.9         | 1,089        | 24.0         | 950          | 24.0         | 637          | 26.1         |
| Consumer loans                | 53           | 0.5          | 87           | 0.6          | 99           | 6.1          | 150          | 5.2          | 150          | 4.8          |
| Commercial business and other | 1,367        | 12.5         | 1,947        | 12.5         | 2,349        | 14.8         | 2,242        | 13.6         | 2,500        | 10.2         |
| Total                         | <u>4,581</u> | <u>100.0</u> | <u>4,267</u> | <u>100.0</u> | <u>4,181</u> | <u>100.0</u> | <u>3,892</u> | <u>100.0</u> | <u>3,787</u> | <u>100.0</u> |

## Investment Activities

The primary objective of the investment portfolio is to provide for the liquidity needs of the Bancorp and to contribute to profitability by providing a stable flow of dependable earnings. Securities are classified as either held-to-maturity (HTM) or available-for-sale (AFS) at the time of purchase. No securities are classified as trading. At December 31, 2007, AFS securities totaled \$96.3 million or 84.0% of total securities. AFS securities are those the Bancorp may decide to sell if needed for liquidity, asset-liability management or other reasons. During 2007, the Bancorp did not have derivative instruments and was not involved in hedging activities as defined by SFAS No. 133. It has been the policy of the Bancorp to invest its excess cash in U.S. government agency securities, mortgage-backed securities, collateralized mortgage obligations and municipal securities. In addition, short-term funds are generally invested as interest-bearing balances in financial institutions and federal funds. At December 31, 2007, the Bancorp's investment portfolio totaled \$114.6 million. In addition, the Bancorp had \$1.9 million federal funds sold, and \$3.6 million in FHLB stock.

The table below shows the carrying values of the components of the investment securities portfolio at December 31, on the dates indicated. The amounts are stated in thousands (000's).

|  | 2007              | 2006             | 2005             |
|--|-------------------|------------------|------------------|
| U.S. government agencies:                |                   |                  |                  |
| Available-for-sale                       | 26,220            | 40,504           | 45,843           |
| Mortgage-backed securities (1):          |                   |                  |                  |
| Available-for-sale                       | 24,381            | 15,955           | 14,702           |
| Held-to-maturity                         | 461               | 538              | 550              |
| Collateralized Mortgage Obligations (1): |                   |                  |                  |
| Available-for-sale                       | 27,532            | 22,347           | 12,957           |
| Municipal Securities:                    |                   |                  |                  |
| Available-for-sale                       | 14,104            | 4,959            | 2,880            |
| Held-to-maturity                         | 17,897            | 14,709           | 13,161           |
| Trust Preferred Securities:              |                   |                  |                  |
| Available-for-sale                       | 4,049             | —                | —                |
| Totals                                   | <u>\$ 114,644</u> | <u>\$ 99,012</u> | <u>\$ 90,093</u> |

(1) Mortgage-backed securities and Collateralized Mortgage Obligations are U.S. government agency and sponsored securities.

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The contractual maturities and weighted average yields for the U.S. government securities, agency securities, municipal securities, mortgage-backed securities and collateralized mortgage obligations at December 31, 2007, are summarized as follows. The carrying values are stated in thousands (000's).

|                                      | Within 1 Year    |              | 1 - 5 Years     |              | 5 - 10 Years     |              | After 10 Years   |              |
|--------------------------------------|------------------|--------------|-----------------|--------------|------------------|--------------|------------------|--------------|
|                                      | Amount           | Yield        | Amount          | Yield        | Amount           | Yield        | Amount           | Yield        |
| U.S. government Securities:          |                  |              |                 |              |                  |              |                  |              |
| AFS                                  | —                | 0%           | —               | 0%           | —                | 0%           | —                | 0%           |
| U.S. government Agencies:            |                  |              |                 |              |                  |              |                  |              |
| AFS                                  | 10,735           | 3.56%        | 6,799           | 5.32%        | 8,685            | 5.37%        | —                | 0%           |
| HTM                                  | —                | 0%           | —               | 0%           | —                | 0%           | —                | 0%           |
| Municipal Securities:                |                  |              |                 |              |                  |              |                  |              |
| AFS                                  | 314              | 3.16%        | —               | 0%           | 2,089            | 5.63%        | 11,701           | 6.08%        |
| HTM                                  | —                | 0%           | —               | 0%           | 5,395            | 5.47%        | 12,502           | 5.83%        |
| Mortgage-backed Securities:          |                  |              |                 |              |                  |              |                  |              |
| AFS                                  | 313              | 3.91%        | 1,373           | 4.01%        | 8,128            | 4.76%        | 14,567           | 5.51%        |
| HTM                                  | —                | 0%           | —               | 0%           | —                | 0%           | 461              | 5.59%        |
| Collateralized Mortgage Obligations: |                  |              |                 |              |                  |              |                  |              |
| AFS                                  | —                | 0%           | —               | 0%           | 550              | 3.92%        | 26,982           | 5.22%        |
| Trust Preferred Securities:          |                  |              |                 |              |                  |              |                  |              |
| AFS                                  | —                | 0%           | —               | 0%           | —                | 0%           | 4,049            | 6.60%        |
| Totals                               | <u>\$ 11,362</u> | <u>3.56%</u> | <u>\$ 8,172</u> | <u>5.10%</u> | <u>\$ 24,848</u> | <u>5.18%</u> | <u>\$ 70,262</u> | <u>5.61%</u> |

**Sources of Funds**

**General.** Deposits are the major source of the Bancorp’s funds for lending and other investment purposes. In addition to deposits, the Bancorp derives funds from maturing investment securities and certificates of deposit, dividend receipts from the investment portfolio, loan principal repayments, repurchase agreements, advances from the Federal Home Loan Bank of Indianapolis (FHLB) and other borrowings. Loan repayments are a relatively stable source of funds, while deposit inflows and outflows are significantly influenced by general interest rates and money market conditions. Borrowings may be used on a short-term basis to compensate for reductions in the availability of other sources of funds. They may also be used on a longer-term basis for general business purposes. The Bancorp uses repurchase agreements, as well as, a line-of-credit and advances from the FHLB for borrowings. At December 31, 2007, the Bancorp had \$14.2 million in repurchase agreements. Other borrowings totaled \$62.7 million, of which \$61.8 million represents FHLB advances.

**Deposits.** Retail and commercial deposits are attracted principally from within the Bancorp’s primary market area. The Bancorp offers a broad selection of deposit instruments including checking accounts, NOW accounts, savings accounts, money market deposit accounts, certificate accounts and retirement savings plans. Deposit accounts vary as to terms, with the principal differences being the minimum balance required, the time period the funds must remain on deposit and the interest rate. Certificate accounts currently range in maturity from ten days to 42 months. The deregulation of federal controls on insured deposits has allowed the Bancorp to be more competitive in obtaining funds and to be flexible in meeting the threat of net deposit outflows. The Bancorp does not obtain funds through brokers.

The following table presents the average daily amount of deposits bearing interest and average rates paid on such deposits for the years indicated. The amounts are stated in thousands (000’s).

|                         | 2007              |             | 2006              |             | 2005              |             |
|-------------------------|-------------------|-------------|-------------------|-------------|-------------------|-------------|
|                         | Amount            | Rate %      | Amount            | Rate %      | Amount            | Rate %      |
| Demand deposits         | \$ 50,913         | —           | \$ 45,862         | —           | \$ 49,506         | —           |
| NOW accounts            | 59,113            | 1.26        | 56,412            | 1.06        | 56,119            | 0.79        |
| MMDA accounts           | 110,943           | 3.54        | 133,558           | 3.06        | 105,130           | 1.63        |
| Savings accounts        | 54,210            | 0.40        | 58,586            | 0.43        | 68,403            | 0.49        |
| Certificates of deposit | <u>219,052</u>    | <u>4.59</u> | <u>213,419</u>    | <u>3.99</u> | <u>203,723</u>    | <u>2.68</u> |
| Total deposits          | <u>\$ 494,231</u> | <u>3.02</u> | <u>\$ 507,837</u> | <u>2.65</u> | <u>\$ 482,881</u> | <u>1.65</u> |

Maturities of time certificates of deposit and other time deposits of \$100,000 or more at December 31, 2007 are summarized as follows. The amounts are stated in thousands (000’s).

|                                 |                  |
|---------------------------------|------------------|
| 3 months or less                | \$ 42,559        |
| Over 3 months through 6 months  | 31,347           |
| Over 6 months through 12 months | 14,247           |
| Over 12 months                  | <u>1,235</u>     |
| Total                           | <u>\$ 89,388</u> |



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**Borrowings.** Borrowed money is used on a short-term basis to compensate for reductions in the availability of other sources of funds and is generally accomplished through repurchase agreements, as well as, through a line of credit and advances from the FHLB. Repurchase agreements generally mature within one year and are generally secured by U.S. government securities or U.S. agency securities, under the Bancorp's control. FHLB advances with maturities ranging from one year to three years are used to fund securities and loans of comparable duration, as well as to reduce the impact that movements in short-term interest rates have on the Bancorp's overall cost of funds. Fixed rate advances are payable at maturity, with a prepayment penalty. Putable advances are fixed for a period of one to three years and then may adjust annually to the three-month London Interbank Offered Rate (LIBOR) until maturity. Once the putable advance interest rate adjusts, the Bancorp has the option to prepay the advance on specified annual interest rate reset dates without prepayment penalty.

The following table sets forth certain information regarding repurchase agreements by the Bancorp at the end of and during the periods indicated. The amounts are stated in thousands (000's).

|  | At December 31,  |                  |                  |
|--|------------------|------------------|------------------|
|  | 2007             | 2006             | 2005             |
| Repurchase agreements:                   |                  |                  |                  |
| Fixed rate advances from the FHLB        | \$ 14,186        | \$ 14,717        | \$ 12,075        |
| Putable advances from the FHLB           | 31,000           | 30,000           | 33,000           |
| Variable advances from the FHLB          | 2,000            | 2,000            | 4,500            |
| FHLB line-of-credit                      | 26,000           | —                | —                |
| Limited partnership obligation           | 2,846            | 3,089            | —                |
| Overdrawn due from & Treasury Tax & Loan | —                | 60               | 124              |
|  | 898              | 1,635            | 1,454            |
| Total borrowings                         | <u>\$ 76,930</u> | <u>\$ 51,501</u> | <u>\$ 51,153</u> |

|                                       | At December 31, |          |          |
|---------------------------------------|-----------------|----------|----------|
|                                       | 2007            | 2006     | 2005     |
| Repurchase agreements:                |                 |          |          |
| Balance                               | \$14,186        | \$14,717 | \$12,075 |
| Securities underlying the agreements: |                 |          |          |
| Ending carrying amount                | 21,421          | 20,329   | 21,122   |
| Ending fair value                     | 21,421          | 20,329   | 21,122   |
| Weighted average rate paid (1)        | 3.71%           | 4.20%    | 3.40%    |

|  | For year ended December 31, |          |          |
|--|-----------------------------|----------|----------|
|  | 2007                        | 2006     | 2005     |
| Highest month-end balance  | \$15,746                    | \$21,715 | \$14,490 |
| Approximate average outstanding balance  | 14,581                      | 14,186   | 13,938   |
| Approximate weighted average rate paid on securities sold under agreements to repurchase (2) | 3.79%                       | 3.42%    | 2.54%    |

(1) The weighted average rate for each period is calculated by weighting the principal balances outstanding for the various interest rates.

(2) The weighted average rate is calculated by dividing the interest expense for the period by the average daily balances of securities sold under agreements to repurchase for the period.

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The limited partnership obligation represents an investment interest in a partnership formed for the construction, ownership and management of affordable housing projects. The original amount of the note was \$500,000. Funding began during 2000 and was completed during 2007. Payments are required within ten days of written demand. The obligation to make payment is absolute and unconditional. The note requires no payment of interest.

### **Trust Powers**

The activities of the Bancorp's Wealth Management Group provides estate and retirement planning, guardianships, land trusts, profit sharing and 401(k) retirement plans, IRA and Keogh accounts, investment agency accounts, and serves as personal representative of estates and acts as trustee for revocable and irrevocable trusts. At December 31, 2007, the book value of the Wealth Management Group's assets totaled \$191.9 million, an increase of \$47.1 million, compared to December 31, 2006. The increase in wealth management assets is related to the hiring of a new wealth management manager.

### **Analysis of Profitability and Key Operating Ratios**

#### **Distribution of Assets, Liabilities and Shareholders' Equity; Interest Rates and Interest Differential.**

The net earnings of the Bancorp depend primarily upon the "spread" (difference) between (a) the income it receives from its loan portfolio and other investments, and (b) its cost of money, consisting principally of the interest paid on savings accounts and on other borrowings.

The following table presents the weighted average yields on loans and investment securities, the weighted average cost of interest-bearing deposits and other borrowings, and the interest rate spread as of December 31, 2007.

|   |       |
|---|-------|
| Weighted average yield:   |       |
| Securities  | 4.79% |
| Loans receivable  | 6.39  |
| Federal Home Loan Bank stock  | 4.50  |
| Total interest-earning assets   | 6.12  |
| Weighted average cost:  |       |
| Deposit accounts  | 2.93  |
| Borrowed funds  | 3.93  |
| Total interest-bearing liabilities  | 3.05  |
| Interest rate spread:   |       |
| Weighted average yield on interest-earning assets minus the weighted average cost of interest-bearing funds | 3.07  |

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**Financial Ratios and the Analysis of Changes in Net Interest Income**

The tables below set forth certain financial ratios of the Bancorp for the periods indicated:

|  | Year ended December 31, |       |       |
|--|-------------------------|-------|-------|
|  | 2007                    | 2006  | 2005  |
| Return on average assets               | 0.91%                   | 1.04% | 1.14% |
| Return on average equity               | 10.78                   | 13.42 | 14.67 |
| Average equity-to-average assets ratio | 8.41                    | 7.76  | 7.75  |
| Dividend payout ratio                  | 71.85                   | 60.41 | 55.09 |

|  | At December 31, |       |       |
|--|-----------------|-------|-------|
|  | 2007            | 2006  | 2005  |
| Total stockholders' equity to total assets | 8.39%           | 8.08% | 7.40% |

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The average balance sheet amounts, the related interest income or expense, and average rates earned or paid are presented in the following table. The amounts are stated in thousands (000's).

|   | Year ended December 31, 2007 |                         |              | Year ended December 31, 2006 |                         |              |
|---|------------------------------|-------------------------|--------------|------------------------------|-------------------------|--------------|
|   | Average Balance              | Interest Income/Expense | Average Rate | Average Balance              | Interest Income/Expense | Average Rate |
| <b>Assets:</b>                                      |                              |                         |              |                              |                         |              |
| Interest bearing balances in financial institutions | \$ 229                       | \$ 14                   | 6.11%        | \$ 8,080                     | \$ 401                  | 4.97%        |
| Federal funds sold                                  | 1,891                        | 97                      | 5.12         | 1,965                        | 95                      | 4.85         |
| Securities  | 107,845                      | 4,862                   | 4.51         | 98,759                       | 4,057                   | 4.11         |
| Total investments                                   | <u>109,966</u>               | <u>4,973</u>            | 4.52         | <u>108,804</u>               | <u>4,553</u>            | 4.19         |
| Loans:*   |                              |                         |              |                              |                         |              |
| Real estate mortgage loans                          | 410,795                      | 26,637                  | 6.48         | 405,062                      | 25,819                  | 6.37         |
| Commercial business loans                           | 52,840                       | 3,963                   | 7.50         | 63,457                       | 4,356                   | 6.86         |
| Consumer loans                                      | 2,718                        | 195                     | 7.17         | 3,692                        | 250                     | 6.78         |
| Total loans   | <u>466,353</u>               | <u>30,795</u>           | 6.60         | <u>472,211</u>               | <u>30,425</u>           | 6.44         |
| Total interest-earning assets                       | <u>576,319</u>               | <u>35,767</u>           | 6.21         | <u>581,015</u>               | <u>34,978</u>           | 6.02         |
| Allowance for loan losses                           | (4,203)                      |                         |              | (4,227)                      |                         |              |
| Cash and due from banks                             | 11,600                       |                         |              | 13,491                       |                         |              |
| Premises and equipment                              | 14,757                       |                         |              | 14,490                       |                         |              |
| Other assets  | 17,999                       |                         |              | 16,927                       |                         |              |
| Total assets  | <u>\$ 616,473</u>            |                         |              | <u>\$ 621,696</u>            |                         |              |
| <b>Liabilities:</b>                                 |                              |                         |              |                              |                         |              |
| Demand deposit                                      | \$ 50,913                    | —                       | 0.00%        | \$ 45,862                    | —                       | 0.00%        |
| NOW accounts  | 59,113                       | 742                     | 1.26         | 56,412                       | 599                     | 1.06         |
| Money market demand accounts                        | 110,943                      | 3,924                   | 3.54         | 133,558                      | 4,091                   | 3.06         |
| Savings accounts                                    | 54,210                       | 217                     | 0.40         | 58,586                       | 249                     | 0.43         |
| Certificates of deposit                             | 219,052                      | 10,059                  | 4.59         | 213,419                      | 8,520                   | 3.99         |
| Total interest-bearing deposits                     | <u>494,231</u>               | <u>14,943</u>           | 3.02         | <u>507,837</u>               | <u>13,459</u>           | 2.65         |
| Borrowed funds                                      | 68,002                       | 2,938                   | 4.32         | 60,224                       | 2,278                   | 3.78         |
| Total interest-bearing liabilities                  | <u>562,233</u>               | <u>17,882</u>           | 3.18         | <u>568,061</u>               | <u>15,737</u>           | 2.77         |
| Other liabilities                                   | 2,374                        |                         |              | 5,381                        |                         |              |
| Total liabilities                                   | <u>564,607</u>               |                         |              | <u>573,442</u>               |                         |              |
| Stockholders' equity                                | 51,865                       |                         |              | 48,254                       |                         |              |
| Total liabilities and stockholders' equity          | <u>\$ 616,473</u>            |                         |              | <u>\$ 621,696</u>            |                         |              |
| Net interest income                                 |                              | <u>\$ 17,886</u>        |              |                              | <u>\$ 19,241</u>        |              |
| Net interest spread                                 |                              |                         | 3.03%        |                              |                         | 3.25%        |
| Net interest margin**                               |                              |                         | 3.10%        |                              |                         | 3.31%        |

\* Non-accruing loans have been included in the average balances.

\*\* Net interest income divided by average interest-earning assets.

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**Rate/Volume Analysis**

The table below sets forth certain information regarding changes in interest income and interest expense of the Bancorp for the periods indicated. For each category of interest-earning asset and interest-bearing liability, information is provided on changes attributable to: (1) changes in volume (change in volume multiplied by old rate) and (2) changes in rate (change in rate multiplied by old volume). Changes attributable to both rate and volume which cannot be segregated have been allocated proportionately to the change due to volume and the change due to rate. The amounts are stated in thousands (000's).

|   | Year Ended December 31,         |            |            | Year Ended December 31,         |            |            |
|---|---------------------------------|------------|------------|---------------------------------|------------|------------|
|   | 2007                            | vs.        | 2006       | 2006                            | vs.        | 2005       |
|   | Increase / (Decrease)<br>Due To |            |            | Increase / (Decrease)<br>Due To |            |            |
|   | Volume                          | Rate       | Total      | Volume                          | Rate       | Total      |
| <b>Interest income:</b>                     |                                 |            |            |                                 |            |            |
| Loans receivable                            | \$ (380)                        | \$ 750     | \$ 370     | \$ 1,762                        | \$ 2,399   | \$ 4,161   |
| Securities                                  | 391                             | 414        | 805        | 396                             | 372        | 768        |
| Other interest-earning assets               | (413)                           | 28         | (385)      | (150)                           | 175        | 25         |
| Total interest-earning assets               | (402)                           | 1,192      | 790        | 2,008                           | 2,946      | 4,954      |
| <b>Interest Expense:</b>                    |                                 |            |            |                                 |            |            |
| Deposits                                    | (369)                           | 1,854      | 1,485      | 430                             | 5,083      | 5,513      |
| Borrowed Funds                              | 314                             | 346        | 660        | 211                             | 255        | 466        |
| Total interest-bearing liabilities          | (55)                            | 2,200      | 2,145      | 641                             | 5,338      | 5,979      |
| Net change in net interest income/(expense) | \$ (347)                        | \$ (1,008) | \$ (1,355) | \$ 1,367                        | \$ (2,392) | \$ (1,025) |

**Bank Subsidiary Activities**

Peoples Service Corporation, a wholly owned subsidiary of the Bank was incorporated under the laws of the State of Indiana. The subsidiary currently provides insurance and annuity investments to the Bank's wealth management customers. At December 31, 2007, the Bank had an investment balance of \$93 thousand in Peoples Service Corporation.

NWIN, LLC is a wholly owned subsidiary of the Bank. NWIN, LLC was incorporated under the laws of the State of Nevada as an investment subsidiary. The investment subsidiary currently holds Bank security investments, which are managed by a professional portfolio manager. In addition, the investment subsidiary is the parent of a real estate investment trust, NWIN Funding, Inc., that invests in real estate loans originated by the Bank. At December 31, 2007, the Bank had an investment balance of \$234.3 million in NWIN, LLC. The investment balance represents an increase of \$25.2 million, as a result of additional capital contributions and net income increases during 2007.

NWIN Funding, Inc. is a subsidiary of NWIN, LLC, and was formed as an Indiana Real Estate Investment Trust (REIT). The formation of NWIN Funding, Inc. provides the Bancorp with a vehicle that may be used to raise capital utilizing portfolio mortgages as collateral, without diluting stock ownership. In addition, NWIN Funding, Inc. will receive favorable state tax treatment for income generated by its operations. At December 31, 2007, the REIT held assets of \$102.6 million in real estate loans. The consolidated financial statements include NorthWest Indiana Bancorp (the Bancorp), its wholly owned subsidiary, Peoples Bank SB (the Bank), and the Bank's wholly owned subsidiaries, Peoples Service Corporation and NWIN, LLC. The Bancorp has no other business activity other than being a holding company for the Bank. The Bancorp's earnings are dependent upon the earnings of the Bank. Peoples Service Corporation provides insurance and annuity investments to the Bank's trust customers. NWIN, LLC is located in Las Vegas, Nevada and serves as the Banks investment subsidiary and parent of a real estate investment trust, NWIN Funding, Inc. All significant inter-company accounts and transactions have been eliminated in consolidation.

The Consolidated Financial Statements of the Bancorp include the assets, liabilities, net worth and results of operations of the Bank and its subsidiaries. Significant inter-company transactions have been eliminated in the consolidation.

**Competition**

The Bancorp's primary market area for deposits, loans and financial services encompasses Lake County, in northwest Indiana, where all of its offices are located. Ninety-five percent of the Bancorp's business activities are within this area.

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The Bancorp faces strong competition in its primary market area for the attraction and retention of deposits and in the origination of loans. The Bancorp's most direct competition for deposits has historically come from commercial banks, savings associations and credit unions located in its primary market area. Particularly in times of high interest rates, the Bancorp has had significant competition from mutual funds and other firms offering financial services. The Bancorp's competition for loans comes principally from savings associations, commercial banks, mortgage banking companies, credit unions, insurance companies and other institutional lenders.

The Bancorp competes for loans principally through the interest rates and loan fees it charges and the efficiency and quality of the services it provides borrowers, real estate brokers and homebuilders and land developers. It competes for deposits by offering depositors a wide variety of savings accounts, checking accounts, competitive interest rates, convenient banking center locations, drive-up facilities, automatic teller machines, tax-deferred retirement programs, electronic banking and other miscellaneous services.

The activities of the Bancorp and the Bank in the geographic market served involve competition with other banks as well as with other financial institutions and enterprises, many of which have substantially greater resources than those available to the Bancorp. In addition, non-bank competitors are generally not subject to the extensive regulation applicable to the Bancorp and the Bank.

### **Personnel**

As of December 31, 2007, the Bank had 153 full-time and 32 part-time employees. The employees are not represented by a collective bargaining agreement. Management believes its employee relations are good. The Bancorp has four officers (listed below under Item 4.5 "Executive Officers of the Bancorp"), but has no other employees. The Bancorp's officers also are full-time employees of the Bank, and are compensated by the Bank.

### **Regulation and Supervision**

**Bank Holding Company Regulation.** As a registered bank holding company for the Bank, the Bancorp is subject to the regulation and supervision of the FRB under the Bank Holding Company Act of 1956, as amended (the "BHCA"). Bank holding companies are required to file periodic reports with and are subject to periodic examination by the FRB.

Under the BHCA, without the prior approval of the FRB, the Bancorp may not acquire direct or indirect control of more than 5% of the voting stock or substantially all of the assets of any company, including a bank, and may not merge or consolidate with another bank holding company. In addition, the Bancorp is generally prohibited by the BHCA from engaging in any nonbanking business unless such business is determined by the FRB to be so closely related to banking as to be a proper incident thereto. Under the BHCA, the FRB has the authority to require a bank holding company to terminate any activity or relinquish control of a nonbank subsidiary (other than a nonbank subsidiary of a bank) upon the FRB's determination that such activity or control constitutes a serious risk to the financial soundness and stability of any bank subsidiary of the bank holding company.

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Under FRB policy, a bank holding company is expected to serve as a source of financial and managerial strength to its subsidiary banks. It is the policy of the FRB that, pursuant to this requirement, a bank holding company should stand ready to use its resources to provide adequate capital funds to its subsidiary banks during periods of financial stress or adversity. This support may be required by the FRB at times when the Bancorp may not have the resources to provide it or, for other reasons, would not be inclined to provide it. Additionally, under the Federal Deposit Insurance Corporation Improvements Act of 1991 (“FDICIA”), a bank holding company is required to provide limited guarantee of the compliance by any insured depository institution subsidiary that may become “undercapitalized” (as defined in the statute) with the terms of any capital restoration plan filed by such subsidiary with its appropriate federal banking agency.

**Savings Bank Regulation.** As an Indiana stock savings bank, the Bank is subject to federal regulation and supervision by the FDIC and to state regulation and supervision by the DFI. The Bank’s deposit accounts are insured by DIF, which is administered by the FDIC. The Bank is not a member of the Federal Reserve System.

Both federal and Indiana law extensively regulate various aspects of the banking business such as reserve requirements, truth-in-lending and truth-in-savings disclosures, equal credit opportunity, fair credit reporting, trading in securities and other aspects of banking operations. Current federal law also requires savings banks, among other things, to make deposited funds available within specified time periods.

Under FDICIA, insured state chartered banks are prohibited from engaging as principal in activities that are not permitted for national banks, unless: (i) the FDIC determines that the activity would pose no significant risk to the appropriate deposit insurance fund, and (ii) the bank is, and continues to be, in compliance with all applicable capital standards.

**Branches and Affiliates.** The establishment of branches by the Bancorp is subject to approval of the DFI and FDIC and geographic limits established by state laws. The Riegle-Neal Interstate Banking and Branching Efficiency Act of 1994 (the “Riegle-Neal Act”) facilitates the interstate expansion and consolidation of banking organizations by permitting, among other things, (i) bank holding companies that are adequately capitalized and managed to acquire banks located in states outside their home state regardless of whether such acquisitions are authorized under the law of the host state, (ii) the interstate merger of banks, subject to the right of individual states to “opt out” of this authority, and (iii) banks to establish new branches on an interstate basis provided that such action is specifically authorized by the law of the host state.

**Transactions with Affiliates.** Under Indiana law, the Bank is subject to Sections 22(h), 23A and 23B of the Federal Reserve Act, which restrict financial transactions between banks and affiliated companies, such as the Bancorp. The statute limits credit transactions between a bank and its executive officers and its affiliates, prescribes terms and conditions for bank affiliate transactions deemed to be consistent with safe and sound banking practices, and restricts the types of collateral security permitted in connection with a bank’s extension of credit to an affiliate.

**Capital Requirements.** The FRB and the FDIC have issued substantially similar risk-based and leverage capital guidelines that are applicable to



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the Bancorp and the Bank. These guidelines require a minimum ratio of total capital to risk-weighted assets (including certain off-balance sheet activities such as standby letters of credit) of 8%. At least half of the total required capital must be "Tier 1 capital," consisting principally of common stockholders' equity, noncumulative perpetual preferred stock, a limited amount of cumulative perpetual preferred stock and minority interests in the equity accounts of consolidated subsidiaries, less certain goodwill items. The remainder ("Tier 2 capital") may consist of a limited amount of subordinated debt and intermediate-term preferred stock, certain hybrid capital instruments and other debt securities, cumulative perpetual preferred stock, and a limited amount of the allowance for loan losses.

In addition to the risk-based capital guidelines, the Bancorp and the Bank are subject to a Tier 1 (leverage) capital ratio which requires a minimum level of Tier 1 capital to adjusted average assets of 3% in the case of financial institutions that have the highest regulatory examination ratings and are not contemplating significant growth or expansion. All other institutions are expected to maintain a ratio of at least 1% to 2% above the stated minimum.

FDICIA requires, among other things, federal bank regulatory authorities to take "prompt corrective action" with respect to banks that do not meet minimum capital requirements. The FDIC has adopted regulations to implement the prompt corrective action provisions of FDICIA, which, among other things, define the relevant capital measures for five capital categories. An institution is deemed to be "well capitalized" if it has a total risk-based capital ratio of 10% or greater, a Tier 1 risk-based capital ratio of 6% or greater, and a leverage ratio of 5% or greater, and is not subject to a regulatory order, agreement or directive to meet and maintain a specific capital level for any capital measure.

The following table shows that, at December 31, 2007, the Bancorp's capital exceeded all regulatory capital requirements. At December 31, 2007, the Bancorp's and the Bank's regulatory capital ratios were substantially the same. At December 31, 2007, the Bancorp and the Bank were categorized as well capitalized. The dollar amounts are stated in millions.

|   | Actual  |       | Required for adequate capital |       | To be well capitalized |       |
|---|---------|-------|-------------------------------|-------|------------------------|-------|
|   | Amount  | Ratio | Amount                        | Ratio | Amount                 | Ratio |
| Total capital to risk weighted assets     | \$ 56.8 | 12.0% | \$ 37.8                       | 8.0%  | \$ 47.2                | 10.0% |
| Tier 1 capital to risk weighted assets    | \$ 52.2 | 11.0% | \$ 18.9                       | 4.0%  | \$ 28.3                | 6.0%  |
| Tier 1 capital to adjusted average assets | \$ 52.2 | 8.3%  | \$ 18.8                       | 3.0%  | \$ 31.4                | 5.0%  |

Banking regulators may change these requirements from time to time, depending on the economic outlook generally and the outlook for the banking industry. The Bancorp is unable to predict whether and when higher capital requirements would be imposed and, if so, to what levels and on what schedule.

**Dividend Limitations.** The Bancorp is a legal entity separate and distinct from the Bank. The primary source of the Bancorp's cash flow, including cash flow to pay dividends on the Bancorp's Common Stock, is the payment of dividends to the Bancorp by the Bank. Under Indiana law, the Bank may pay dividends of so much of its undivided profits (generally,

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earnings less losses, bad debts, taxes and other operating expenses) as is considered expedient by the Bank's Board of Directors. However, the Bank must obtain the approval of the DFI for the payment of a dividend if the total of all dividends declared by the Bank during the current year, including the proposed dividend, would exceed the sum of retained net income for the year to date plus its retained net income for the previous two years. For this purpose, "retained net income" means net income as calculated for call report purposes, less all dividends declared for the applicable period. Also, the FDIC has the authority to prohibit the Bank from paying dividends if, in its opinion, the payment of dividends would constitute an unsafe or unsound practice in light of the financial condition of the Bank. The aggregate amount of dividends that may be declared by the Bank in 2008, without prior regulatory approval, approximates \$4,392,000 plus current 2008 net profits. In addition, under FRB supervisory policy, a bank holding company generally should not maintain its existing rate of cash dividends on common shares unless (i) the organization's net income available to common shareholders over the past year has been sufficient to fully fund the dividends and (ii) the prospective rate of earnings retention appears consistent with the organization's capital needs, assets, quality, and overall financial condition.

**Federal Deposit Insurance.** The FDIC is an independent federal agency that insures the deposits, up to prescribed statutory limits, of federally insured banks and savings associations and safeguards the safety and soundness of the banking and savings industries. The FDIC administers the DIF, which generally insures commercial bank, savings association and state savings bank deposits. The DIF was created as a result of the merger of the Bank Insurance Fund ("BIF") and the Savings Association Insurance Fund ("SAIF"), pursuant to the Federal Deposit Insurance Reform Act of 2005 (the "Reform Act"). The Bank is a member of the DIF and its deposit accounts are insured by the FDIC up to prescribed limits. See "Recent Legislative Developments."

The FDIC is authorized to establish annual deposit insurance assessment rates for members of the DIF, and to increase assessment rates if it determines such increases are appropriate to maintain the reserves of the insurance fund. In addition, the FDIC is authorized to levy emergency special assessments on DIF members. Pursuant to the final regulations adopted under the Reform Act, the FDIC's deposit insurance premiums are now assessed through a new risk-based system under which all insured depository institutions are placed into one of four categories and assessed insurance premiums based upon their level of capital and risk profile. See "Recent Legislative Developments." The Bank paid deposit insurance assessments of \$0 during the year ended December 31, 2007. Future increase in deposit insurance premiums or changes in risk classification would increase the Bank's deposit related costs.

In addition, all institutions with deposits insured by the FDIC are required to pay assessments to fund interest payments on bonds issued by the Financing Corporation, an agency of the Federal government established to recapitalize the predecessor to the SAIF. The assessment rate for 2007 was approximately 0.015% of insured deposits. These assessments will continue until the Financing Corporation bonds mature in 2017.

**Federal Home Loan Bank System.** The Bank is a member of the Federal Home Loan Bank of Indianapolis, which is one of 12 regional Federal Home Loan Banks. Each Federal Home Loan Bank serves as a reserve or central bank for its members within its assigned region. It is funded primarily from funds deposited by member institutions and proceeds from the sale of consolidated obligations of the Federal Home Loan Bank system. It makes

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loans to members (i.e., advances) in accordance with policies and procedures established by the board of trustees of the Federal Home Loan Bank. As a member, the Bank is required to purchase and maintain stock in the Federal Home Loan Bank of Indianapolis in an amount equal to the greater of 1% of its aggregate unpaid residential mortgage loans, home purchase contracts or similar obligations at the beginning of each year or 5% of our outstanding advance from the Federal Home Loan Bank. At December 31, 2007, the Bank was in compliance with this requirement.

**Community Reinvestment Act.** Under the Community Reinvestment Act (“CRA”), the Bank has a continuing and affirmative obligation consistent with its safe and sound operation to help meet the credit needs of its entire community, including low and moderate income neighborhoods. The CRA does not establish specific lending requirements or programs for financial institutions nor does it limit an institution’s discretion to develop the types of products and services that it believes are best suited to its particular community, consistent with the CRA. The CRA requires the FDIC in connection with its examination of the Bank, to assess its record of meeting the credit needs of its community and to take that record into account in its evaluation of certain applications by the Bank. For example, the regulations specify that a bank’s CRA performance will be considered in its expansion (e.g., branching) proposals and may be the basis for approving, denying or conditioning the approval of an application. As of the date of its most recent regulatory examination, the Bank was rated “satisfactory” with respect to its CRA compliance.

**Gramm-Leach-Bliley Act.** Under the Gramm-Leach-Bliley Act (“Gramm-Leach”), bank holding companies are permitted to offer their customers virtually any type of financial service, including banking, securities underwriting, insurance (both agency and underwriting) and merchant banking. In order to engage in these new financial activities, a bank holding company must qualify and register with the FRB as a “financial holding company” by demonstrating that each of its bank subsidiaries is well capitalized, well managed, and has at least a satisfactory rating under the CRA. The Bancorp has no current intention to elect to become a financial holding company under Gramm-Leach.

Gramm-Leach established a system of functional regulation, under which the federal banking agencies regulate the banking activities of financial holding companies, the U.S. Securities and Exchange Commission regulates their securities activities and state insurance regulators regulate their insurance activities.

Under Gramm-Leach, federal banking regulators adopted rules limiting the ability of banks and other financial institutions to disclose nonpublic information about consumers to nonaffiliated third parties. The rules require disclosure of privacy policies to consumers and, in some circumstances, allow consumers to prevent disclosure of certain personal information to nonaffiliated third parties. The privacy provisions of Gramm-Leach affect how consumer information is transmitted through diversified financial services companies and conveyed to outside vendors.

The Bancorp does not disclose any nonpublic information about any current or former customers to anyone except as permitted by law and subject to contractual confidentiality provisions which restrict the release and use of such information.

**Recent Legislative Developments.** The USA PATRIOT Act of 2001 (the “PATRIOT Act”) is intended to strengthen the ability of U.S. Law Enforcement to combat terrorism on a variety of fronts. The PATRIOT Act

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contains sweeping anti-money laundering and financial transparency laws and requires financial institutions to implement additional policies and procedures with respect to, or additional measures designed to address, any or all the following matters, among others: money laundering, suspicious activities and currency transaction reporting, and currency crimes. In addition, financial institutions are required under this statute to adopt reasonable procedures to verify the identity of any person seeking to open an account and maintain records to verify such person's identity. Many of the provisions in the PATRIOT Act were to have expired December 31, 2005, but the U.S. Congress authorized renewals that extended the provisions until March 10, 2006. In early March 2006, the U.S. Congress approved the USA PATRIOT Improvement and Reauthorization Act of 2005 (the "Reauthorization Act") and the USA PATRIOT Act Additional Reauthorizing Amendments Act of 2006 (the "PATRIOT Act Amendments"), and they were signed into law by President Bush on March 9, 2006. The Reauthorization Act makes permanent all but two of the provisions that had been set to expire and provides that the remaining two provisions, which relate to surveillance and the production of business records under the Foreign Intelligence Surveillance Act, will expire in four years. The PATRIOT Act Amendments include provisions allowing recipients of certain subpoenas to obtain judicial review of nondisclosure orders and clarifying the use of certain subpoenas to obtain information from libraries. The Company does not anticipate that these requirements will materially affect its operations.

On July 30, 2002, President Bush signed into law the Sarbanes-Oxley Act of 2002 (the "Sarbanes-Oxley Act"). The Sarbanes-Oxley Act represents a comprehensive revision of laws affecting corporate governance, accounting obligations and corporate reportings. The Sarbanes-Oxley Act is applicable to all companies with equity or debt securities registered under the Securities Exchange Act of 1934. In particular, the Sarbanes-Oxley Act establishes: (i) new requirements for audit committees, including independence, expertise, and responsibilities; (ii) additional responsibilities regarding financial statements for the Chief Executive Officer and Chief Financial Officer of the reporting company; (iii) new standards for auditors and regulation of audits; (iv) increased disclosure and reporting obligations for the reporting company and their directors and executive officers; and (v) new and increased civil and criminal penalties for violation of the securities laws.

The Securities and Exchange Commission has adopted final rules implementing Section 404 of the Sarbanes-Oxley Act. In each Form 10-K it files, beginning with its 10-K for the fiscal year ended December 31, 2007, the Bancorp will be required to include a report of management on the Bancorp's internal control over financial reporting. The internal control report must include a statement of management's responsibility for establishing and maintaining adequate control over financial reporting of the Bancorp, identify the framework used by management to evaluate the effectiveness of the Bancorp's internal control over financial reporting and provide management's assessment of the effectiveness of the Bancorp's internal control over financial reporting. In addition, beginning with the Bancorp's 10-K for the fiscal year ended December 31, 2009, the internal control report must state that the Bancorp's independent accounting firm has issued an attestation report on management's assessment of the Bancorp's internal control over financial reporting. The Bancorp anticipates that significant efforts will be required to comply with Section 404 in 2008 and in future years. In addition, the Securities and Exchange Commission in 2006 adopted significant changes to its proxy statement disclosure rules relating to executive compensation. Among other things, several tables, more detailed narrative disclosures and a new compensation discussion and analysis section are required in proxy statements. These changes have required and will require a significant

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commitment of managerial resources and will result in increased costs to the Bancorp, which would adversely affect results of operations, or cause fluctuations in results of operations, in the future.

On February 8, 2006, President Bush signed into law the Federal Deposit Insurance Reform Act of 2005. This statute reforms the deposit insurance system by;

- merging the Bank Insurance Fund and the Savings Association Insurance Fund into a new Deposit Insurance Fund no later than July 1, 2006 (the merger of the BIF and SAIF into DIF became effective as of March 31, 2006).
- keeping the insurance coverage limit for individual accounts and municipal accounts at \$100,000 but providing an inflation adjustment process which permits an adjustment effective January 1, 2011 and every five years thereafter based on the Personal Consumption Expenditures Index (with 2005 as the base year of comparison), unless the FDIC concludes such adjustment would be inappropriate for reasons relating to risks to the DIF;
- increasing insurance coverage limits for retirement accounts to \$250,000, subject to the same inflation adjustment process described above;
- prohibiting undercapitalized members from accepting employee benefit plan deposits;
- providing for the payment of credits based on a member's share of the assessment base as of December 31, 1996 and equal to an aggregate of \$4.7 billion for all members, which credits can offset FDIC assessments subject to certain limits;
- providing for the declaration of dividends to members (based on a member's share of the assessment base on December 31, 1996, and premiums paid after that date) equal to 50% of the amount in the DIF in excess of a reserve ratio of 1.35% and 100% of such amount in excess of a reserve ratio of 1.50%, subject to the FDIC's right to suspend or limit dividends based on risks to the DIF; and
- eliminating the mandatory assessment (up to 23 basis points) if the DIF falls below 1.25% of insured deposits and retaining assessments based on risk, needs of the DIF, and the effect on the members' capital and earnings. The FDIC is authorized to set a reserve ratio of between 1.15% and 1.5% and will have five years to restore the DIF if the ratio falls below 1.15%. On November 2, 2006, the FDIC adopted final regulations that set the designated reserve ratio for the DIF at 1.25% beginning January 1, 2007.

Insured depository institutions that were in existence on December 31, 1996, and paid assessments prior to that date (or their successors) are entitled to a one-time credit against future assessments based on their past contributions to the BIF or SAIF. In 2006, the Bank received a one-time credit of \$357 thousand against future assessments.

Also on November 2, 2006, the FDIC adopted final regulations that establish a new risk-based premium system. Under the new system, the FDIC will evaluate each institution's risk based on three primary sources of information: supervisory ratings for all insured institutions, financial ratios for most institutions and long-term debt issuer ratings for large institutions that have such ratings. An institution's assessments will be based on the insured institution's ranking in one of four risk categories. Effective January 1, 2007, well-capitalized institutions with the CAMELS ratings of 1 or 2 are grouped in Risk Category I and will be assessed for deposit insurance at an annual rate of between five and seven cents for

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every \$100 of domestic deposits. Institutions in Risk Categories II, III and IV will be assessed at annual rates of 10, 28 and 43 cents, respectively. An increase in assessments could have a material adverse affect on the Bancorp's earnings.

Various other legislation, including proposals to substantially change the financial institution regulatory system and to expand or contract the powers of banking institutions and bank holding companies, is from time to time introduced. This legislation may change banking statutes and the operating environment of the Bancorp and the Bank in substantial and unpredictable ways. If enacted, such legislation could increase or decrease the cost of doing business, limit or expand permissible activities or affect the competitive balance among banks, savings associations, credit unions and other financial institutions. The Bancorp cannot accurately predict whether any of this potential legislation will ultimately be enacted, and, if enacted, the ultimate effect that it, or implementing regulations, would have upon the financial condition or results of operations of the Bancorp or the Bank.

### **Federal Taxation**

Historically, savings institutions, such as the Bank, had been permitted to compute bad debt deductions using either the bank experience method or the percentage of taxable income method. However, In August, 1996, legislation was enacted that repealed the reserve method of accounting for federal income tax purposes. As a result, the Bank must recapture that portion of the reserve that exceeds the amount that could have been taken under the experience method for post-1987 tax years. The recapture occurred over a six-year period, the commencement of which began with the Bank's taxable year ending December 31, 1998, since the Bank met certain residential lending requirements. In addition, the pre-1988 reserve, for which no deferred taxes have been recorded, will not have to be recaptured into income unless (i) the Bank no longer qualifies as a bank under the Code, or (ii) excess dividends or distributions are paid out by the Bank.

Depending on the composition of its items of income and expense, a savings bank may be subject to the alternative minimum tax. A savings bank must pay an alternative minimum tax equal to the amount (if any) by which 20% of alternative minimum taxable income ("AMTI"), as reduced by an exemption varying with AMTI, exceeds the regular tax due. AMTI equals regular taxable income increased or decreased by certain tax preferences and adjustments, including depreciation deductions in excess of that allowable for alternative minimum tax purposes, tax-exempt interest on most private activity bonds issued after August 7, 1986 (reduced by any related interest expense disallowed for regular tax purposes), the amount of the bad debt reserve deduction claimed in excess of the deduction based on the experience method and 75% of the excess of adjusted current earnings over AMTI (before any alternative tax net operating loss). AMTI may be reduced only up to 90% by net operating loss carryovers, but alternative minimum tax paid can be credited against regular tax due in later years.

For federal income tax purposes, the Bank reports its income and expenses on the accrual method of accounting. The Bancorp and the Bank file a consolidated federal income tax return for each fiscal year ending December 31. The federal income tax returns filed by the Bank have not been subject to an IRS examination in the last five years.

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### **State Taxation**

The Bank is subject to Indiana's Financial Institutions Tax ("FIT"), which is imposed at a flat rate of 8.5% on "adjusted gross income." "Adjusted gross income," for purposes of FIT, begins with taxable income as defined by Section 63 of the Code and, thus, incorporates federal tax law to the extent that it affects the computation of taxable income. Federal taxable income is then adjusted by several Indiana modifications. Other applicable state taxes include generally applicable sales and use taxes plus real and personal property taxes.

During 2006, the Bank's state income tax returns were subject to an examination by the Indiana Department of Revenue. No improper tax positions were identified during the examination. In the last five years, the Bank's state income returns have not been subject to any other examination by a taxing authority.

### **Accounting for Income Taxes**

At December 31, 2007, the Bancorp's consolidated total deferred tax assets were \$2.5 million and the consolidated total deferred tax liabilities were \$1.3 million, resulting in a consolidated net deferred tax asset of \$1.2 million. Management believes it is probable that the benefit of the deferred tax asset will be realized after considering the historical and anticipated future levels of pretax earnings.

### **Item 1A. Risk Factors**

Not applicable.

### **Item 1B. Unresolved Staff Comments**

Not applicable.

### **Item 2. Properties**

The Bancorp maintains its corporate office at 9204 Columbia Avenue, Munster, Indiana, from which it oversees the operation of the Bank's nine banking locations. The Bancorp owns all of its office properties.

The following table sets forth additional information with respect to the Bank's offices as of December 31, 2007. Net book value and total investment figures are for land, buildings, furniture and fixtures.

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| Office location   | Year facility opened | Net book value | Approximate square footage | Total cost  |
|---|----------------------|----------------|----------------------------|-------------|
| 9204 Columbia Avenue<br>Munster, IN 46321               | 1985                 | \$1,185,483    | 11,640                     | \$3,075,169 |
| 141 W. Lincoln Highway<br>Schererville, IN 46375        | 1990                 | 984,544        | 9,444                      | 2,629,202   |
| 7120 Indianapolis Blvd.<br>Hammond, IN 46324            | 1978                 | 237,390        | 2,600                      | 912,199     |
| 1300 Sheffield<br>Dyer, IN 46311                        | 1976                 | 171,727        | 2,100                      | 826,927     |
| 7915 Taft<br>Merrillville, IN 46410                     | 1968                 | 89,798         | 2,750                      | 605,934     |
| 8600 Broadway<br>Merrillville, IN 46410                 | 1996                 | 1,384,054      | 4,400                      | 2,542,991   |
| 4901 Indianapolis Blvd.<br>East Chicago, IN 46312       | 1995                 | 845,963        | 4,300                      | 1,472,363   |
| 1501 Lake Park Avenue<br>Hobart, IN 46342               | 2000                 | 1,796,917      | 6,992                      | 2,583,508   |
| 9204 Columbia Avenue<br>Building B<br>Munster, IN 46321 | 2003                 | 6,306,787      | 36,685                     | 9,097,339   |
| 855 Stillwater Parkway<br>Crown Point, IN 46307         | 2007                 | 2,278,135      | 3,945                      | 2,334,616   |

At December 31, 2007, the Bank had investments totaling \$994,545 in two locations, which have been acquired for future development. The Bank outsources its core processing activities to Metavante Corporation located in Brown Deer, Wisconsin. Metavante provides real time services for loans, deposits, retail delivery systems, card solutions, and electronic banking. Additionally, the Bank utilizes Northern Trust in Chicago, Illinois for its wealth management operations.

The net book value of the Bank's property, premises and equipment totaled \$16.3 million at December 31, 2007.

### **Item 3. Legal Proceedings**

The Bancorp is not engaged in any legal proceedings of a material nature at the present time. From time to time, the Bank is a party to legal proceedings incident to its business, including foreclosures.

### **Item 4. Submission of Matters to a Vote of Security Holders**

No matters were submitted to a vote of security holders during the fourth quarter of 2007.

### **Item 4.5 Executive Officers of the Bancorp**

Pursuant to General Instruction G(3) of Form 10-K, the following information is included as an unnumbered item in this Part I in lieu of being included in the Bancorp's Proxy Statement for the 2007 Annual Meeting of Shareholders:



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The executive officers of the Bancorp are as follows:

|                     | Age at<br>December 31,<br>2007 | Position   |
|---------------------|--------------------------------|--|
| David A. Bochnowski | 62                             | Chairman and Chief Executive Officer                         |
| Joel Gorelick       | 60                             | President and Chief Administrative Officer                   |
| Jon E. DeGuilio     | 52                             | Executive Vice President and Secretary                       |
| Robert T. Lowry     | 46                             | Senior Vice President, Chief Financial Officer and Treasurer |

The following is a description of the principal occupation and employment of the executive officers of the Bancorp during at least the past five years:

David A. Bochnowski is Chairman and Chief Executive Officer of the Bancorp and the Bank. Mr. Bochnowski is responsible for the Bank's strategic direction including a focus on enhancing brand awareness and market share, risk management, operations, information technology and human resources, as well as financial reporting and controls. He has been the Chief Executive Officer since 1981 and became the Chairman in 1995. He has been a director since 1977 and was the Bank's legal counsel from 1977 to 1981. Mr. Bochnowski is a past Chairman of America's Community Bankers (ACB), now known as the new American Bankers Association (ABA) a national bank trade association. He is a trustee of the Munster Community Hospital, chairman of the Legacy Foundation of Lake County, and a Director of the Quality of Life Council. He is a former Chairman of the Indiana Department of Financial Institutions; former chairman of the Indiana League of Savings Institutions, now known as the Indiana Bankers Association; former director of the Federal Home Loan Bank of Indianapolis; and, a former member of the Federal Reserve Thrift Institutions Advisory Committee. Before joining the Bank, Mr. Bochnowski was an attorney, self-employed in private practice. He holds a Juris Doctorate degree from Georgetown University and a Masters Degree from Howard University. He served as an officer in the United States Army and is a Vietnam veteran.

Joel Gorelick is President and Chief Administrative Officer of the Bancorp and the Bank. Mr. Gorelick has responsibility for daily activities including asset formation, funds acquisition, and wealth management activities. Mr. Gorelick has been with the Bank since 1983. He became a director in 2000. Mr. Gorelick is involved in many community service organizations and has served in positions such as president of the Northwest Indiana Boys & Girls Club, chairman of the board of the Northwest Indiana Regional Development Corporation and President of the Lake Central High School Athletics Booster Club. Mr. Gorelick is an instructor for the Indiana Banker's Commercial Lending School. Mr. Gorelick received recognition as the Small Business Advocate for 1999 at the Northwest Indiana Entrepreneurial Excellence awards program and was named the 2000 board member of the year by the National Association For Development Companies. The Indiana District Office of the U. S. Small Business Administration named Mr. Gorelick the year 2000 Financial Services Advocate. Mr. Gorelick has been appointed as a board member for the United States Selective Service System and currently serves as President of the Lake County Economic Development Corporation. He holds a Masters of Science in Business Administration from Indiana University and is a graduate of the Graduate School of Banking at the University of Wisconsin at Madison.

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Jon E. DeGuilio is Executive Vice President and Secretary for the Bancorp and Executive Vice President, Stakeholders Services Group and General Counsel, Corporate Secretary, for the Bank. Mr. DeGuilio assumed his current responsibilities with the Bank and Bancorp during 2001. He joined the Bank in December of 1999 as Senior Vice President and Trust Officer. He holds a Juris Doctorate degree from the Valparaiso University School of Law and a Bachelor of Arts degree from the University of Notre Dame. Prior to his employment with the Bancorp, Mr. DeGuilio was a partner with the law firm of Barnes and Thornburg and served as the United States Attorney for the Northern District of Indiana from November of 1993 until June of 1999. Mr. DeGuilio is actively involved in community service as a Court Appointed Special Advocate (CASA) for the Lake County Juvenile Court, as well as serving on the board of directors of the "Friends Of The Lake County CASA" and also serves on the board of directors of the Lake County Drug Free Alliance.

Robert T. Lowry is Senior Vice President, Chief Financial Officer and Treasurer of the Bancorp and the Bank. He is responsible for finance, accounting, and financial reporting activities. Mr. Lowry has been with the Bank since 1985 and has previously served as the Bank's assistant controller, internal auditor and controller. Mr. Lowry is a Certified Public Accountant (CPA). Mr. Lowry holds a Masters of Business Administration Degree from Indiana University and is a graduate of America's Community Bankers National School of Banking. Mr. Lowry is an instructor for the American Bankers Association online banking courses. Mr. Lowry is a member of the Indiana CPA Society and Financial Managers Society.

PART II

**Item 5. Market for the Registrant’s Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities**

The information contained under the caption “Market Information” in the 2007 Annual Report to Shareholders is incorporated herein by reference. Also see Item 12 of this Annual Report on Form 10-K.

**Item 6. Selected Financial Data**

The information contained in the table captioned “Selected Consolidated Financial Data” in the 2007 Annual Report to Shareholders is incorporated herein by reference.

**Item 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations**

The information contained in the section captioned “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in the 2007 Annual Report to Shareholders is incorporated herein by reference.

**Item 7A. Quantitative and Qualitative Disclosures About Market Risk**

Not applicable.

**Item 8. Financial Statements**

The financial statements contained in the 2007 Annual Report to Shareholders, which are listed under Item 15 herein, are incorporated herein by reference.

**Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure**

There are no items reportable under this item.

**Item 9A(T). Controls and Procedures**

(a) Evaluation of Disclosure Controls and Procedures.

The NorthWest Indiana Bancorp (the “Bancorp”) conducted an evaluation under the supervision and with the participation of management, including the Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the disclosure controls and procedures (as defined in Rules 13a-15(e) under the Exchange Act) as of December 31, 2007. Based upon that evaluation, the Chief Executive Officer and Chief Financial Officer determined that the disclosure controls and procedures were effective to ensure that material information required to be disclosed by the Bancorp in the reports that are filed or submitted under the Exchange Act is recorded, processed, summarized and reported as and when required. The consolidated financial statements were prepared in conformity with accounting principles generally accepted in the United

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States of America and include amounts based on management's best estimates and judgments.

The Risk Management Committee of the Board of Directors, which is composed solely of independent directors, meets regularly with the independent registered public accounting firm, Crowe Chizek and Company LLC, and representatives of management to review accounting, financial reporting, internal control and audit matters, as well as the nature and extent of the audit effort. The Risk Management Committee is responsible for the engagement of the independent auditors. The independent auditors have free access to the Risk Management Committee.

(b) Report on Management's Assessment of Internal Control Over Financial Reporting.

(i) Management's Responsibility for Financial Statements

The Bancorp's management is responsible for the integrity and objectivity of all information presented in this report including the financial statements contained in the Annual Report to shareholders which are incorporated by reference into Item 8 of this Form 10-K. Management believes the consolidated financial statements fairly reflect the form and substance of transactions and that the financial statements fairly represent the Bancorp's financial position and results of operations for the periods and as of the dates stated therein.

(ii) Management's Assessment of Internal Control Over Financial Reporting

The management of the Bancorp is responsible for establishing and maintaining adequate internal control over financial reporting for the Bancorp as defined in Rules 13a-15(f) and 15d-15(f) of the Exchange Act. This system is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with accounting principles generally accepted in the United States of America.

The Bancorp's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the Bancorp; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the Bancorp are being made only in accordance with authorizations of management and the directors of the Bancorp; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the Bancorp's assets that could have a material effect on the financial statements.

Because of its inherent limitations, a system of internal control over financial reporting can provide only reasonable assurance and may not prevent or detect misstatements. Further, because of changes in conditions, effectiveness of internal controls over financial reporting may vary over time.

With the participation of the Bancorp's Chief Executive Officer and Chief Financial Officer, management conducted an evaluation of the effectiveness of the system of internal control over financial reporting based on the framework in Internal Control-Integrated Framework, published by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). Based on this evaluation, management determined that the Bancorp's

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system of internal control over financial reporting was effective as of December 31, 2007.

This annual report does not include an attestation report of the Bancorp's registered public accounting firm regarding internal control over financial reporting. Management's report was not subject to attestation by the Bancorp's registered public accounting firm pursuant to temporary rules of the Securities and Exchange Commission that permit the Bancorp to provide only management's report in this annual report.

c. Evaluation of Changes in Internal Control Over Financial Reporting.

There were no changes in the Bancorp's internal control over financial reporting in the fourth quarter of 2007 that have materially affected, or are reasonably likely to materially affect, the Bancorp's internal control over financial reporting.

**Item 9B. Other Information**

There are no items reportable under this item.

**PART III**

**Item 10. Directors and Executive Officers of the Registrant**

The information contained under the sections captioned “Election of Directors” and “Meetings of the Board of Directors,” “Board Committees,” “Security Ownership by Certain Beneficial Owners and Management,” “Section 16(a) Beneficial Ownership Reporting Compliance” and “Code of Ethics” in the Bancorp’s definitive Proxy Statement for the 2008 Annual Meeting of Shareholders is incorporated herein by reference. Information regarding the Bancorp’s executive officers is included under Item 4.5 captioned “Executive Officers of the Bancorp” at the end of Part I hereof and is incorporated herein by reference, in accordance with General Instruction G(3) to Form 10-K and Instruction 3 to Item 401(b) of Regulation S-K.

**Item 11. Executive Compensation**

The information contained under the section captioned “Executive Compensation” in the Bancorp’s definitive Proxy Statement for its 2008 Annual Meeting of Shareholders is incorporated herein by reference.

**Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters**

The information contained within the Bancorp’s definitive Proxy Statement for the 2008 Annual Meeting of Shareholders, under the sections captioned “Security Ownership by Certain Beneficial Owners and Management”, on page [3], “Outstanding Equity Awards at December 31, 2007”, under the section captioned “Executive Compensation”, on page [7] and on pages [4-5] of the section captioned “Election of Directors” is incorporated herein by reference.

**Item 13. Certain Relationships and Related Transactions**

The information contained on page [7] in the “Summary Compensation Table for 2007”, contained under the section titled “Executive Compensation,” on page [14] under the section titled “Transactions with Related Persons, and on page [5] under the section titled “Corporate Governance-Director Independence” in the Bancorp’s definitive Proxy Statement for its 2008 Annual Meeting of Shareholders, is incorporated herein by reference.

**Item 14. Principal Accountant Fees and Services**

The information contained under the section captioned “Independent Registered Public Accounting Firm’s Services and Fees” in the Bancorp’s definitive Proxy Statement for its 2008 Annual Meeting of Shareholders, is incorporated herein by reference.

**PART IV**

**Item 15. Exhibits and Financial Statement Schedules**

**(a)(1) Financial Statements:**

The following financial statements of the Bancorp are incorporated herein by reference to the 2007 Annual Report to Shareholders, filed as Exhibit 13 to this report:

- (a) Report of Independent Registered Public Accounting Firm
- (b) Consolidated Balance Sheets, December 31, 2007 and 2006
- (c) Consolidated Statements of Income for the years ended December 31, 2007 and 2006
- (d) Consolidated Statements of Changes in Stockholders' Equity for the years ended December 31, 2007 and 2006
- (e) Consolidated Statements of Cash Flows for the years ended December 31, 2007 and 2006
- (f) Notes to Consolidated Financial Statements

All other financial statements, schedules and historical financial information have been omitted as the subject matter is not required, not present or not present in amounts sufficient to require submission.

**(3) Exhibits:**

| <u>Exhibit Number</u> | <u>Description</u>  |
|-----------------------|---|
| 2.                    | Plan of Conversion of Peoples Bank, A Federal Savings Bank, dated December 18, 1993 (incorporated herein by reference to Exhibit A to the Bancorp's Definitive Proxy Statement/Prospectus dated March 23, 1994, as filed pursuant to Rule 424(b) under the 1933 Act on March 28, 1994). |
| 3.i.                  | Articles of Incorporation (incorporated herein by reference to Exhibit 3(i) to the Bancorp's Registration Statement on Form S-4 filed March 3, 1994 (File No. 33-76038)).   |
| 3.ii.                 | By-Laws (incorporated herein by reference to Exhibit 3(i) to the Bancorp's Registration Statement on Form S-4 filed March 3, 1994 (File No. 33-76038)).   |
| 3.iii.                | Amendment of By-Laws adopted July 27, 1994(incorporated herein by reference to Exhibit 3.iii to the Bancorp's Annual Report on Form 10-K for the year ended December 31, 1994).   |
| 3.iv.                 | Amendment of By-Laws adopted January 21, 1999(incorporated herein by reference to Exhibit 3.iv. to the Bancorp's Annual Report on Form 10-K for the year ended December 31, 1998).  |
| 3.v.                  | Amendment of By-Laws adopted September 21, 2000.  |
| 3.vi.                 | Amendment of By-Laws adopted February 23, 2006 (incorporated herein by reference to Exhibit 3.1 of Bancorp's Form 8-K dated February 27, 2006).   |

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| <u>Exhibit Number</u> | <u>Description</u>  |
|-----------------------|---|
| 10.1. *               | 1994 Stock Option and Incentive Plan (incorporated herein by reference to Exhibit A to the Bancorp's Definitive Proxy Statement/Prospectus dated March 23, 1994, as filed pursuant to Rule 424(b) under the 1933 Act on March 28, 1994).          |
| 10.2. *               | Employment Agreement, dated April 19, 2006, among NorthWest Indiana Bancorp, Peoples Bank SB and David A. Bochnowski (incorporated herein by reference to Exhibit 10.1 of the Bancorp's Form 8-K dated April 19, 2006).                           |
| 10.3. *               | Employment Agreement dated July 20, 2006, between Peoples Bank SB and Joel Gorelick (incorporated herein by reference to Exhibit 10.1 of the Bancorp's Form 8-K dated July 20, 2006).   |
| 10.4. *               | Employee Stock Ownership Plan of Peoples Bank (incorporated herein by reference to Exhibit 10.4 to the Bancorp's Annual Report on Form 10-K for the year ended December 31, 1994).  |
| 10.5. *               | Unqualified Deferred Compensation Plan for the Directors of Peoples Bank effective January 1, 2005(incorporated herein by reference to Exhibit 10.5 to the Bancorp's Annual Report on Form 10-K for the year ended December 31, 3006).            |
| 10.6. *               | Amended and Restated 2004 Stock Option and Incentive Plan (incorporated herein by reference to Exhibit 99.1 of the Bancorp's Form 8-K dated April 20, 2005).  |
| 10.7. *               | Amended and Restated 2004 Stock Option and Incentive Plan (incorporated herein by reference to Appendix A to the Bancorp's Definitive Proxy Statement for its 2005 Annual Meeting of Shareholders, filed on March 25, 2005).                      |
| 10.8. *               | Post 2004 Unfunded Deferred Compensation Plan for the Directors of Peoples Bank SB effective January 1, 2005 (incorporated herein by reference to Exhibit 10.8 to the Bancorp's Annual Report on Form 10-K for the year ended December 31, 3006). |
| 10.9. *               | Form of Incentive Stock Option Agreement is incorporated by reference to Exhibit 99.2 of the Bancorp's Form 8-K dated April 20, 2005.   |
| 10.10. *              | Form of Non-Qualified Stock Option Agreement is incorporated by reference to Exhibit 99.3 of the Bancorp's Form 8-K dated April 20, 2005.   |
| 10.11. *              | Form of Agreement for Restricted Stock is incorporated by referenced to Exhibit 99.4 of the Bancorp's form 8-K dated April 20,2005.   |
| 13.                   | 2007 Annual Report to Shareholders  |
| 21.                   | Subsidiaries of the Bancorp (incorporated herein by reference to Exhibit 21. to the Bancorp's Annual Report on Form 10-K for the year ended December 31, 3006).   |
| 23.                   | Consent of Independent Registered Public Accounting Firm  |
| 31.1                  | Rule 13a-14(a)/15d-14(a) Certification of Chief Executive Officer   |



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| <b>Exhibit<br/>Number</b> | <b>Description</b>  |
|---------------------------|---|
| 31.2                      | Rule 13a-14(a)/15d-14(a) Certification of Chief Financial Officer |
| 32                        | Section 1350 Certifications                                       |

\* - The indicated exhibit is a management contract, compensatory plan or arrangement required to be filed by Item 601 of Regulation S-K.

**SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

NORTHWEST INDIANA BANCORP

By /s/ David A. Bochnowski  
David A. Bochnowski  
Chairman of the Board and Chief Executive Officer

Date: March 18, 2008

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on March 18, 2008:

| <u>Signature</u>  | <u>Title</u>  |
|---|---|
| Principal Executive Officer:                                  |   |
| <u>/s/ David A. Bochnowski</u><br>David A. Bochnowski         | Chairman of the Board and<br>Chief Executive Officer            |
| Principal Financial Officer and Principal Accounting Officer: |   |
| <u>/s/ Robert T. Lowry</u><br>Robert T. Lowry                 | Senior Vice President,<br>Chief Financial Officer and Treasurer |
| The Board of Directors:                                       |   |
| <u>/s/ Frank J. Bochnowski</u><br>Frank J. Bochnowski         | Director  |
| <u>/s/ Lourdes M. Dennison</u><br>Lourdes M. Dennison         | Director  |
| <u>/s/ Edward J. Furticella</u><br>Edward J. Furticella       | Director  |
| <u>/s/ Joel Gorelick</u><br>Joel Gorelick                     | Director  |
| <u>/s/ Kenneth V. Krupinski</u><br>Kenneth V. Krupinski       | Director  |

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| <u>Signature</u>                                      | <u>Title</u> |
|---|--------------|
| <u>/s/ Stanley E. Mize</u><br>Stanley E. Mize         | Director     |
| <u>/s/ Anthony M. Puntillo</u><br>Anthony M. Puntillo | Director     |
| <u>/s/ James L. Wieser</u><br>James L. Wieser         | Director     |
| <u>/s/ Donald P. Fesko</u><br>Donald P. Fesko         | Director     |
| <u>/s/ Amy W. Han</u><br>Amy W. Han                   | Director     |

**EXHIBIT INDEX**

| Exhibit | Description   |
|---------|---|
| 13.     | 2007 Annual Report to Shareholders                                |
| 23.     | Consent of Independent Registered Public Accounting Firm          |
| 31.1    | Rule 13a-14(a)/15d-14(a) Certification of Chief Executive Officer |
| 31.2    | Rule 13a-14(a)/15d-14(a) Certification of Chief Financial Officer |
| 32      | Section 1350 Certifications                                       |

NorthWest Indiana  
**BANCORP**

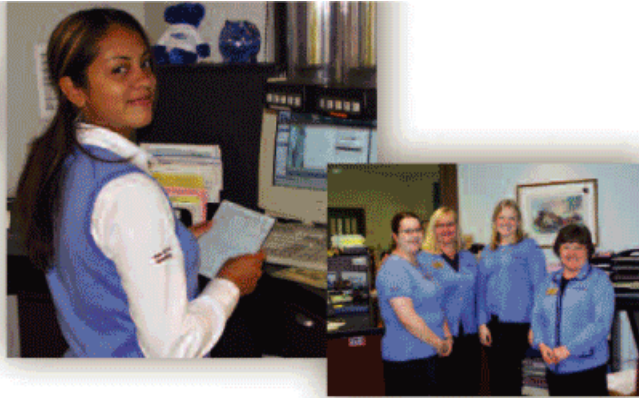


***2007 Annual Report***

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## 2007 > Logowear

Peoples Bank employees are proudly dressed in the new logowear.



## 2007 > Crown Point, Indiana



Ribbon-cutting ceremony at the new Crown Point Banking Center of Peoples Bank.



## 2008 > Gary, Indiana

Architect's rendering of the future Peoples Bank location in Gary, Indiana.





*David A. Bochnowski*  
*Chairman and*  
*Chief Executive Officer*

**Dear Shareholder,**

2007 proved to be a challenging year for your company as well as for the financial services industry. Our earnings were \$5.6 million, the fifth highest in our history, producing respectable key financial ratios: our return on assets was 0.91% and our return on equity was 10.78%. Both of these ratios are very competitive when compared to our community banking peers throughout the nation. Nevertheless, our 2007 income did not keep pace with prior years.

**Operating Results**

For most of 2007, the Federal Reserve declined to react to deteriorating economic conditions, which stressed credit markets and limited growth. The persistent high interest rate environment exerted pressure on our cost of funds. At the same time, competitive pricing in our market area decreased the yield on our loan portfolio. The combination of these two factors caused a 7% reduction in our net interest income, leading to a decrease in our earnings compared to the prior year.

Peoples Bank does not make or own any subprime loans that have depressed the earnings of some financial services companies both here and abroad, but our exposure to the slow down in the economy resulted in prudent action taken to increase reserves for potential problem credits. While economists are debating whether a recession may soon occur in the American economy, it is clear that the manufacturing sector of the Midwest has been declining for several years resulting in credit market stress.

Additional reserves and expenses were incurred during 2007 in response to deterioration in our commercial real estate portfolio caused by two loan participations and a letter of credit related to a commercial project. These actions had a combined impact of \$856 thousand on earnings, and management continues to take action to protect the Bank's interest in the collateral supporting these credits. Our cautious approach to potential difficulties underscores the sound banking principle of vigilance in uncertain times.

During the year, management carefully reviewed our loan underwriting guidelines for consistency in the current operating environment. We concluded that our standards adequately address the issue of asset quality. Management also reviewed our loan participation policy for signs of stress.

The Bank historically has engaged in participations with other lenders in credit facilities in regional and national markets. This activity spreads the risk of concentrating our loan portfolio in our local community in the event of a severe downturn. Loan participations at the end of 2007 were \$26 million or 5.6% of our total loan portfolio. Among our participations were \$7.1 million in loans in states that were not contiguous to Indiana, or 1.5% of all loans outstanding. Each participation without exception has been underwritten according to the Bank's own underwriting standards. Management concluded that the practice of spreading risk through participations was an appropriate practice, but that any decision on future activities would be subject to an analysis of alternative actions that would reduce risk concentrations in our loan portfolio.

Fierce competition for deposit and loan growth in our local market tested the Bank's ability to remain focused on building shareholder value. In response, management opted for a course of smart growth avoiding a commitment to long-term high cost deposits. Loan originations for the year totaled \$217.2 million; however, growth of our portfolio was curtailed by the sale of mortgage loans, the high paced pay-off of loan participations, and scheduled loan principal reductions by borrowers. As a result, assets grew \$9.7 million during the year to \$628.7 million. Our capital position at year-end was a healthy \$52.7 million or 8.4% of total assets.

In 2007, the Bank successfully focused on managing our expense structure and expanding our market presence. We were pleased that operating expenses increased by only 1.6%. We also focused on our market positioning, and devoted much of the year to creating a message platform for delivering our products and services to customers and the community.



**You First Banking: Enhancing Income**

With professional assistance, extensive surveys were conducted to determine the preferences within our trade territory for banking and financial needs. Those studies revealed that our customers place high value on the service they receive from the Bank, particularly our long-standing commitment to making the needs of our customers our first priority. The “You First Banking” brand was rolled out in the fall and included bank-wide training in delivery of the brand, along with a consistent look of our offices and Peoples Bank team logo wear. Our research confirmed that a progressive community bank that is sensitive to and responsive to customer and community needs can thrive in Northwest Indiana.

Expansion during the year included the opening of our ninth Banking Center in Crown Point, the continued growth of our Wealth Management Group, and a Private Banking initiative. Our presence in Crown Point presents an exciting opportunity for the expansion of our substantial customer base in that community. The Banking Center offers a blend of traditional banking and a state of the art drive-up facility along with twenty-first century technology. An inviting lobby features a fireplace, as well as a cyber café where customers can learn the intricacies of electronic banking.

Addressing the Wealth Management needs of our customers has become a high priority for the Bank. Today’s customer preferences have moved beyond traditional bank offerings to include investments and trusts designed to meet individual needs. Under the direction of Terry Quinn, Senior Vice-President, our Wealth Management Group increased the book value of assets under management by \$47.1 million to \$191.9 million during the year while enhancing the Bank’s income. Non-interest income from banking activities for 2007 totaled \$4.4 million, an increase of \$212 thousand over the prior year.

**Strategic Direction**

Consistent with the responsibility of providing oversight for the Bank’s operations and direction, the Board of Directors reviewed the strategic positioning of the Bank taking into account current economic conditions and the future of the financial services sector. With the assistance of professionally prepared reports from Sandler, O’Neill and Keefe, Bruyette, Woods, the Board concluded that both the current and historic financial performance of the Bancorp was superior to that of our peers.

The Board also determined that, over the long-term, shareholder value would be enhanced through:

- banking center expansion throughout Lake and Porter Counties
- continued development of electronic banking
- growth of Wealth Management
- additional loan personnel to take advantage of community bank consumer and commercial lending opportunities
- expansion of our suite of services to include Private Banking to serve the total financial needs of our professional customers
- increased marketing and training efforts designed to enhance business with existing customers and attract new customers to our “You First Banking” brand

The Board’s business expansion discussion recognized that in the near term operating expenses would increase with potential impact on the Bank’s bottom line. At the same time, the Board determined that the Bank had established a widely accepted reputation for putting customers first whether their banking needs are personal, private, commercial, or related to wealth management. The Board concluded that any reluctance to incur the costs necessary to maximize our advantage would pose a greater risk to long-term shareholder value.

#### **Looking Forward**

The Peoples team has responded with energy and enthusiasm to the task of managing our capital to implement our strategic plan. Private Banking came on line in the fourth quarter of last year with early indications of success. Two loan officers with strong credentials and experience in Porter County have joined the effort to expand our commercial loan offerings. A Banking Center in Gary will be under construction this spring with an opening planned for the fall of 2008. We plan to begin construction in the latter half of the year on our eleventh Banking Center which will be located in the Cumberland Crossing development in Valparaiso.

Our marketing effort will be key to the success of our expansion plans. Consistent with the introduction of our “You First Banking” service brand, we will adopt the “You First” concept to new and existing product offerings. In February of 2008 the Bank rolled out “You First Checking,” an offering unique to our market that allows customers to tailor the features of the account to their individual needs. In addition to customary free checking, the customer can choose from the options of earned interest, waived service fees, up to five waivers per month of Peoples Bank ATM fees, premiums on certificates of deposits, free electronic bill payments, or fee discounts on consumer and mortgage loans.

Although we are excited by the prospect of growing the bank, we recognize that the rapid reduction in interest rates by the Federal Reserve that began at the end of 2007 and continues into 2008 presents new challenges. Management remains steadfast in our commitment to enforcing our loan underwriting guidelines while avoiding marginal credits as competition heats up for residential and commercial credit facilities. We will also seek opportunities to reposition the duration of our assets, particularly our loan portfolio, so that when the inevitable upward turn in interest rates on deposits and other liabilities occurs, the earning asset side of our balance sheet is better positioned to react to increases in our cost of funds.

#### **Our Commitment**

It is my privilege to lead the day-to-day effort of the Peoples team, which now totals one hundred and eighty seven men and women dedicated to serving our customers and community. We have never been reluctant to put in the hours needed to complete our mission and build shareholder value. This year’s challenges tested our ability to respond to unusual circumstances. Consistent with our values, we did so with extra time and commitment as we stand watch over your investment in the Bancorp. I am confident that with your continued support our hard work will continue to bring superior results to our customers, community and shareholders.

Sincerely,

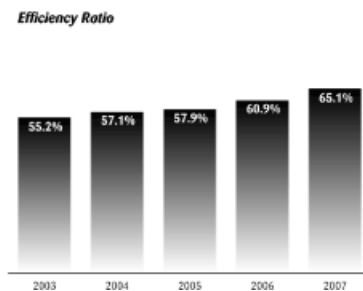
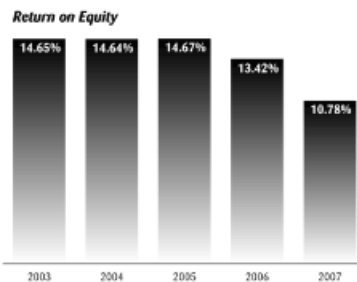
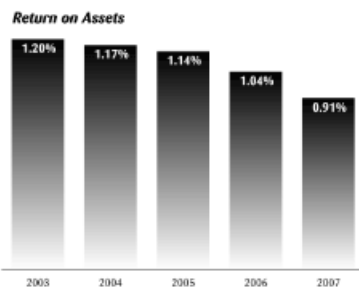
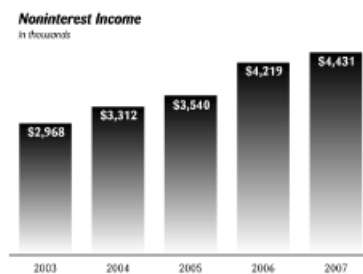
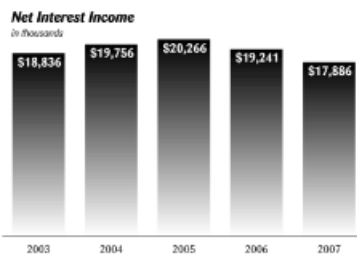
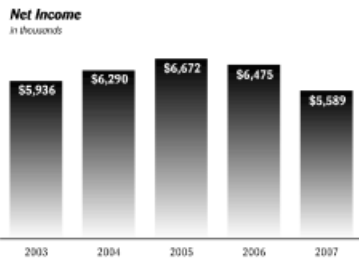
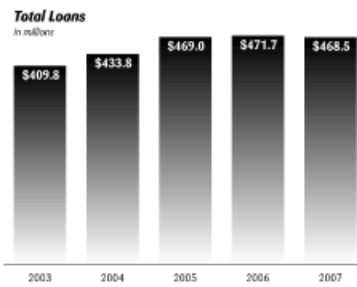
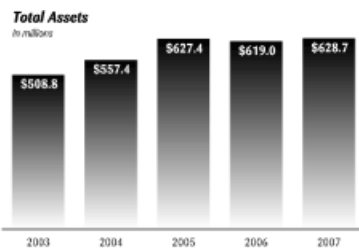


*David A. Bochnowski*  
*Chairman and Chief Executive Officer*

# Financial Information



# Peoples Bank



**Selected Consolidated Financial Data**  
in thousands of dollars, except per share data

| <i>Fiscal Year Ended</i>                                   | <i>December 31,<br/>2007</i> | <i>December 31,<br/>2006</i> | <i>December 31,<br/>2005</i> | <i>December 31,<br/>2004</i> | <i>December 31,<br/>2003</i> | <i>December 31,<br/>2002</i> |
|--|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
| <b>Statement of Income:</b>                                |                              |                              |                              |                              |                              |                              |
| Total interest income                                      | \$ 35,768                    | \$ 34,979                    | \$ 30,024                    | \$ 26,614                    | \$ 26,357                    | \$ 27,781                    |
| Total interest expense                                     | 17,882                       | 15,737                       | 9,758                        | 6,858                        | 7,521                        | 10,107                       |
| Net interest income  | 17,886                       | 19,241                       | 20,266                       | 19,756                       | 18,836                       | 17,674                       |
| Provision for loan losses                                  | 552                          | 15                           | 245                          | 385                          | 420                          | 720                          |
| Net interest income after provision for loan losses        | 17,334                       | 19,226                       | 20,021                       | 19,371                       | 18,416                       | 16,954                       |
| Noninterest income   | 4,431                        | 4,219                        | 3,540                        | 3,312                        | 2,968                        | 2,675                        |
| Noninterest expense  | 14,525                       | 14,296                       | 13,771                       | 13,174                       | 12,037                       | 10,859                       |
| Net noninterest expense                                    | 10,094                       | 10,077                       | 10,231                       | 9,862                        | 9,069                        | 8,184                        |
| Income tax expenses  | 1,651                        | 2,674                        | 3,118                        | 3,219                        | 3,411                        | 3,277                        |
| Net income   | \$ 5,589                     | \$ 6,475                     | \$ 6,672                     | \$ 6,290                     | \$ 5,936                     | \$ 5,493                     |
| Basic earnings per common share                            | \$ 1.99                      | \$ 2.32                      | \$ 2.40                      | \$ 2.28                      | \$ 2.16                      | \$ 2.01                      |
| Diluted earnings per common share                          | \$ 1.98                      | \$ 2.30                      | \$ 2.37                      | \$ 2.24                      | \$ 2.13                      | \$ 1.99                      |
| Cash dividends declared per common share                   | \$ 1.44                      | \$ 1.40                      | \$ 1.32                      | \$ 1.24                      | \$ 1.20                      | \$ 1.12                      |
|  | <i>December 31,<br/>2007</i> | <i>December 31,<br/>2006</i> | <i>December 31,<br/>2005</i> | <i>December 31,<br/>2004</i> | <i>December 31,<br/>2003</i> | <i>December 31,<br/>2002</i> |
| <b>Balance Sheet:</b>                                      |                              |                              |                              |                              |                              |                              |
| Total assets   | \$ 628,718                   | \$ 618,982                   | \$ 627,439                   | \$ 557,393                   | \$ 508,775                   | \$ 488,002                   |
| Loans receivable   | 468,459                      | 471,716                      | 469,043                      | 433,790                      | 409,808                      | 380,428                      |
| Investment securities                                      | 114,644                      | 99,012                       | 90,093                       | 79,979                       | 63,733                       | 56,571                       |
| Deposits   | 493,384                      | 512,931                      | 525,731                      | 451,573                      | 421,640                      | 406,673                      |
| Borrowed funds   | 76,930                       | 51,501                       | 51,152                       | 57,201                       | 40,895                       | 36,065                       |
| Total stockholders' equity                                 | 52,733                       | 50,010                       | 46,433                       | 44,097                       | 41,554                       | 39,148                       |
|  | <i>December 31,<br/>2007</i> | <i>December 31,<br/>2006</i> | <i>December 31,<br/>2005</i> | <i>December 31,<br/>2004</i> | <i>December 31,<br/>2003</i> | <i>December 31,<br/>2002</i> |
| <b>Interest Rate Spread During Period:</b>                 |                              |                              |                              |                              |                              |                              |
| Average effective yield on loans and investment securities | 6.21%                        | 6.02%                        | 5.50%                        | 5.31%                        | 5.65%                        | 6.26%                        |
| Average effective cost of deposits and borrowings          | 3.18%                        | 2.77%                        | 1.82%                        | 1.40%                        | 1.67%                        | 2.38%                        |
| Interest rate spread                                       | 3.03%                        | 3.25%                        | 3.68%                        | 3.91%                        | 3.98%                        | 3.88%                        |
| Net interest margin  | 3.10%                        | 3.31%                        | 3.71%                        | 3.94%                        | 4.04%                        | 3.99%                        |
| Return on average assets                                   | 0.91%                        | 1.04%                        | 1.14%                        | 1.17%                        | 1.20%                        | 1.18%                        |
| Return on average equity                                   | 10.78%                       | 13.42%                       | 14.67%                       | 14.64%                       | 14.65%                       | 14.58%                       |
|  | <i>December 31,<br/>2007</i> | <i>December 31,<br/>2006</i> | <i>December 31,<br/>2005</i> | <i>December 31,<br/>2004</i> | <i>December 31,<br/>2003</i> | <i>December 31,<br/>2002</i> |
| Total capital to risk-weighted assets                      | 12.0%                        | 12.0%                        | 11.6%                        | 12.2%                        | 12.5%                        | 13.1%                        |
| Tier 1 capital to risk-weighted assets                     | 11.0%                        | 11.1%                        | 10.7%                        | 11.2%                        | 11.5%                        | 11.9%                        |
| Tier 1 capital to adjusted average assets                  | 8.3%                         | 8.0%                         | 7.9%                         | 8.0%                         | 8.0%                         | 7.6%                         |
| Allowance for loan losses to total loans                   | 0.98%                        | 0.90%                        | 0.89%                        | 0.90%                        | 0.92%                        | 0.96%                        |
| Allowance for loan losses to non-performing loans          | 53.16%                       | 153.95%                      | 198.00%                      | 371.00%                      | 220.31%                      | 152.43%                      |
| Non-performing loans to total loans                        | 1.84%                        | 0.58%                        | 0.45%                        | 0.24%                        | 0.42%                        | 0.63%                        |
| Total loan accounts  | 5,268                        | 5,392                        | 5,422                        | 5,370                        | 5,213                        | 5,049                        |
| Total deposit accounts                                     | 30,760                       | 32,435                       | 33,963                       | 32,866                       | 32,502                       | 31,385                       |
| Total Banking Centers (all full service)                   | 9                            | 8                            | 8                            | 8                            | 8                            | 8                            |

| <i>December 31,<br/>2001</i> | <i>December 31,<br/>2000</i> | <i>December 31,<br/>1999</i> | <i>December 31,<br/>1998</i> |
|------------------------------|------------------------------|------------------------------|------------------------------|
| \$ 28,425                    | \$ 28,077                    | \$ 25,607                    | \$ 25,235                    |
| 13,222                       | 13,386                       | 11,281                       | 12,310                       |
| 15,203                       | 14,691                       | 14,326                       | 12,925                       |
| 230                          | 175                          | 200                          | 110                          |
| 14,973                       | 14,516                       | 14,126                       | 12,815                       |
| 2,402                        | 1,995                        | 1,659                        | 1,347                        |
| 9,911                        | 9,449                        | 8,774                        | 7,938                        |
| 7,509                        | 7,454                        | 7,115                        | 6,591                        |
| 2,754                        | 2,691                        | 2,775                        | 2,461                        |
| \$ 4,710                     | \$ 4,371                     | \$ 4,236                     | \$ 3,763                     |
| \$ 1.73                      | \$ 1.61                      | \$ 1.53                      | \$ 1.36                      |
| \$ 1.71                      | \$ 1.60                      | \$ 1.52                      | \$ 1.35                      |
| \$ 1.04                      | \$ 0.96                      | \$ 0.84                      | \$ 0.74                      |
| <i>December 31,<br/>2001</i> | <i>December 31,<br/>2000</i> | <i>December 31,<br/>1999</i> | <i>December 31,<br/>1998</i> |
| \$ 440,710                   | \$ 392,313                   | \$ 361,719                   | \$ 345,417                   |
| 342,642                      | 326,207                      | 295,813                      | 273,433                      |
| 67,260                       | 38,128                       | 41,931                       | 36,350                       |
| 355,215                      | 324,310                      | 306,647                      | 293,222                      |
| 44,989                       | 30,599                       | 18,607                       | 17,320                       |
| 35,882                       | 33,529                       | 32,471                       | 31,316                       |
| <i>December 31,<br/>2001</i> | <i>December 31,<br/>2000</i> | <i>December 31,<br/>1999</i> | <i>December 31,<br/>1998</i> |
| 7.29%                        | 7.88%                        | 7.61%                        | 8.00%                        |
| 3.55%                        | 3.95%                        | 3.54%                        | 4.16%                        |
| 3.74%                        | 3.93%                        | 4.07%                        | 3.84%                        |
| 3.90%                        | 4.12%                        | 4.26%                        | 4.10%                        |
| 1.15%                        | 1.17%                        | 1.20%                        | 1.14%                        |
| 13.49%                       | 13.30%                       | 13.17%                       | 12.35%                       |
| <i>December 31,<br/>2001</i> | <i>December 31,<br/>2000</i> | <i>December 31,<br/>1999</i> | <i>December 31,<br/>1998</i> |
| 13.6%                        | 13.6%                        | 14.8%                        | 15.3%                        |
| 12.5%                        | 12.3%                        | 13.5%                        | 14.1%                        |
| 8.3%                         | 8.6%                         | 9.0%                         | 9.2%                         |
| 0.92%                        | 1.02%                        | 1.12%                        | 1.14%                        |
| 108.64%                      | 183.54%                      | 412.08%                      | 213.06%                      |
| 0.85%                        | 0.55%                        | 0.27%                        | 0.54%                        |
| 4,964                        | 4,762                        | 4,676                        | 4,625                        |
| 30,433                       | 28,906                       | 27,712                       | 26,172                       |
| 8                            | 8                            | 7                            | 7                            |

### Business

NorthWest Indiana Bancorp (the Bancorp) is a bank holding company registered with the Board of Governors of the Federal Reserve System. Peoples Bank SB (the Bank), an Indiana savings bank, is a wholly owned subsidiary of the Bancorp. The Bancorp has no other business activity other than being the holding company for Peoples Bank SB.

The Bancorp conducts business from its Corporate Center in Munster and its nine full-service offices located in East Chicago, Hammond, Merrillville, Dyer, Munster, Schererville, Hobart and Crown Point, Indiana. The Bancorp is primarily engaged in the business of attracting deposits from the general public and the origination of loans secured by single family residences and commercial real estate, as well as, construction loans, various types of consumer loans and commercial business loans. In addition, the Bancorp's Wealth Management Group provides estate and retirement planning, guardianships, land trusts, profit sharing and 401(k) retirement plans, IRA and Keogh accounts and investment agency accounts. The Wealth Management Group may also serve as the personal representative of estates and act as trustee for revocable and irrevocable trusts.

The Bancorp's common stock is traded in the over-the-counter market and is quoted on the OTC Bulletin Board. On February 22, 2008, the Bancorp had 2,810,103 shares of common stock outstanding and 413 stockholders of record. This does not reflect the number of persons or entities who may hold their stock in nominee or "street" name through brokerage firms.

## *Management's Discussion and Analysis of Financial Condition and Results of Operations*

### **General**

The Bancorp's earnings are dependent upon the earnings of the Bank. The Bank's earnings are primarily dependent upon net interest margin. The net interest margin is the difference between interest income earned on loans and investments and interest expense paid on deposits and borrowings stated as a percentage of average interest earning assets. The net interest margin is perhaps the clearest indicator of a financial institution's ability to generate core earnings. Fees and service charges, wealth management operations income, gains and losses from the sale of assets, provisions for loan losses, income taxes and operating expenses also affect the Bancorp's profitability.

A summary of the Bancorp's significant accounting policies is detailed in Note 1 to the Bancorp's consolidated financial statements included in this report. The preparation of our financial statements requires management to make estimates and assumptions that affect our financial condition and operating results. Actual results could differ from those estimates. Estimates associated with the allowance for loan losses, fair values of financial instruments and status of contingencies are particularly susceptible to material change in the near term as further information becomes available and future events occur.

At December 31, 2007, the Bancorp had total assets of \$628.7 million and total deposits of \$493.4 million. The Bancorp's deposit accounts are insured up to applicable limits by the Deposit Insurance Fund (DIF) that is administered by the Federal Deposit Insurance Corporation (FDIC), an agency of the federal government. At December 31, 2007, stockholders' equity totaled \$52.7 million, with book value per share at \$18.77. Net income for 2007 was \$5.6 million, or \$1.99 basic earnings per common share and \$1.98 diluted earnings per common share. The return on average assets (ROA) was 0.91%, while the return on average stockholders' equity (ROE) was 10.78%.

### **Financial Condition**

During the year ended December 31, 2007, total assets increased by \$9.7 million (1.6%), to \$628.7 million, with interest-earning assets increasing by \$14.2 million (2.5%). At December 31, 2007, interest earning assets totaled \$588.5 million and represented 93.6% of total assets. Loans totaled \$468.5 million and represented 79.6% of interest-earning assets, 74.5% of total assets and 95.0% of total deposits. The loan portfolio, which is the Bancorp's largest asset, is a significant source of both interest and fee income. The Bancorp's lending strategy emphasizes quality growth, product diversification, and competitive and profitable pricing. The loan portfolio includes \$229.0 million (48.9%) in residential real estate loans, \$118.4 million (25.3%) in commercial real estate loans, \$47.1 million (9.9%) in construction and land development loans, \$47.0 million (10.0%) in commercial business loans, \$12.9 million (2.8%) in multifamily loans, \$11.7 million (2.5%) in government and other loans, and \$2.4 million (0.5%) in consumer loans. Adjustable rate loan balances comprised 56.4% of total loans at year-end. During 2007, loans decreased by \$3.3 million (0.7%), with construction and development, multifamily, commercial business and government loan balances decreasing, while commercial real estate and consumer loan balances increased. Management believes a general slowdown in the national and local economies may result in a softening in loan demand in all categories.

During 2007, the Bancorp sold \$12.3 million in fixed rate mortgages originated for sale compared to \$9.2 million in 2006. Net gains realized from the sales totaled \$221 thousand and \$157 thousand for 2007 and 2006. The current year increase in gain on sale of loans is a result of customer preference for fixed rate mortgage loans and an increase in loans originated for sale. Net mortgage loan servicing fees totaled \$23 thousand for 2007 and \$12 thousand for 2006. At December 31, 2007, the Bancorp had no loans that were held for sale. During 2008, the Bancorp expects to continue selling current year fixed rate mortgage loans originated for sale, with contractual maturities exceeding fifteen years, on a case-by-case basis, as part of its efforts to manage interest rate risk.

Non-performing loans include those loans that are 90 days or more past due and those loans that have been placed in non-accrual status. Non-performing loans totaled \$8.6 million at December 31, 2007, compared to \$3.1 million at December 31, 2006, an increase of \$5.5 million or 177.4%. The increase in non-performing loans during 2007 is primarily related to two past due commercial real estate participation loans that carry a balance of \$4.1 million and \$956 thousand. These loans were classified as substandard and impaired during the third quarter of 2007. For both loans, management is in frequent contact with the lead lenders and continues to gather information regarding steps required for protection of the Bank's interest in the collateral. Based on the current information provided by the lead lenders, management has had to make certain estimates regarding both projects' cash flows, collateral values and strength of personal guarantees. At December 31, 2007, for the first commercial real estate participation, a \$4.1 million loan for a condominium conversion project in Ann Arbor, Michigan, management's current estimates indicate a collateral deficiency. During the fourth quarter of 2007, additional provisions to the allowance for loan losses were recorded as a result of the collateral deficiency. In addition, management has retained legal counsel to actively pursue potential material violations of the participation agreement and the underlying loan documentation by the lead lender. For the second commercial real estate participation loan totaling \$956 thousand, a condominium project in Portland, Oregon, management's current estimates indicate a collateral deficiency. During the fourth quarter of 2007 additional provisions to the allowance for loan losses were recorded. To the extent that actual cash flows, collateral values and strength of personal guarantees differ from current estimates, additional provisions to the allowance for loan losses may be required for both commercial real estate participation loans.

The ratio of non-performing loans to total loans was 1.84% at December 31, 2007, compared to 0.65% at December 31, 2006. The ratio of non-performing loans to total assets was 1.37% at December 31, 2007, compared to 0.50% at December 31, 2006. The December 31, 2007, non-performing loan balances include \$7.8 million in loans



accounted for on a non-accrual basis and \$842 thousand in accruing loans, which were contractually past due 90 days or more. Loans internally classified as substandard totaled \$10.9 million at December 31, 2007, compared to \$6.9 million at December 31, 2006. The increase in substandard loans at December 31, 2007, is related to the previously mentioned two commercial real estate participation loans in the amount of \$5.1 million. No loans were classified as doubtful or loss. Substandard loans include non-performing loans and potential problem loans, where information about possible credit issues or other conditions causes management to question the ability of such borrowers to comply with loan covenants or repayment terms. In addition to identifying and monitoring non-performing and other classified loans, management maintains a list of watch loans. Watch loans represent loans management is closely monitoring due to one or more factors that may cause the loan to become classified. Watch loans totaled \$10.8 million at December 31, 2007, compared to \$7.6 million at December 31, 2006. The increase in watch loans at December 31, 2007 is related to commercial business loans.

A loan is considered impaired when, based on current information and events, it is probable that a borrower will be unable to repay all amounts due according to the contractual terms of the loan agreement. At December 31, 2007, impaired loans totaled \$6.0 million, compared to \$1.9 million at December 31, 2006. The increase in impaired loans is related to the previously mentioned two commercial real estate participation loans. The December 31, 2007, impaired loan balances consisted of six loans to four commercial borrowers that are secured by business assets and real estate, and are personally guaranteed by the owners of the businesses. The December 31, 2007 allowance for loan losses (ALL) contained \$824 thousand in specific allowances for collateral deficiencies, compared to \$522 thousand in specific allowances at December 31, 2006. During the quarter ended December 31, 2007, a previously reported impaired commercial real estate loan with a specific allowance of \$183 thousand was eliminated as a result of a reduction in debt by the borrower and re-evaluation of collateral coverage. In addition, during the fourth quarter of 2007, a commercial business loan with a specific allowance of \$80 thousand was eliminated as the loan became a performing credit and was reclassified to watch status. The December 31, 2007, impaired loan balances were also included in the previously discussed non-performing and substandard loan balances. There were no other loans considered to be impaired loans as of, or for the quarter ended, December 31, 2007.

At December 31, 2007, management is of the opinion that there are no loans, except those discussed above, where known information about possible credit problems of borrowers causes management to have serious doubts as to the ability of such borrowers to comply with the present loan repayment terms, and which may result in disclosure of such loans as non-accrual, past due or restructured loans. Also, at December 31, 2007, no other interest bearing assets were required to be disclosed as non-accrual, past due or restructured. Management does not presently anticipate that any of the non-performing loans or classified loans would materially impact future operations, liquidity or capital resources.

The Bancorp is a party to financial instruments in the normal course of business to meet the financing needs of its customers. These financial instruments, which include commitments to make loans and standby letters of credit, are not reflected in the accompanying consolidated financial statements. Such financial instruments are recorded when they are funded. The Bancorp has a \$1.1 million participation in a \$6.4 million letter of credit, which acts as payment support to bondholders. Cash flows from the security collateralizing the letter of credit have been negatively impacted due to the closing of the tenant. The letter of credit is also secured by a cash collateral account in the amount of \$1.0 million. At December 31, 2007, based on current estimates management believes that a collateral deficiency of \$72 thousand exists for this financial instrument. During 2007, management recorded a charge to earnings in the amount of \$72 thousand to establish a contingent liability. To the extent that actual cash flows and third party valuation estimates differ from current estimates, the contingent liability for the letter of credit could change. Management will continue to monitor the letter of credit and bond repayments.

Because some loans may not be repaid in accordance with contractual agreements, an ALL has been maintained. While management may periodically allocate portions of the allowance for specific problem loans, the entire allowance is available to absorb probable incurred losses that arise from the loan portfolio and is not segregated for, or allocated to, any particular loan or group of loans. For the year ended December 31, 2007, \$552 thousand in additions to the ALL account were required, compared to \$15 thousand for 2006. The December 31, 2007 ALL contained \$824 thousand in specific allowances for the collateral deficiency associated with five loans to three borrowers totaling \$4.4 million, which had been classified as impaired at December 31, 2007. Charge-offs, net of recoveries, totaled \$238 thousand for the year ended December 31, 2007, compared to recoveries, net of charge-offs of \$71 thousand for 2006. The ALL provisions take into consideration management's current judgments about the credit quality of the loan portfolio, loan portfolio balances, changes in the portfolio mix and local economic conditions. In determining the provision for loan loss for the current period, management has given consideration to increased risks associated within the local economy, changes in loan balances and mix, and asset quality.

The determination of the amount of the ALL and provisions for loan losses is based on management's current judgments about the credit quality of the loan portfolio with consideration given to all known relevant internal and external factors that affect loan collectibility as of the reporting date. The appropriateness of the current year provision and the overall adequacy of the ALL are determined through a disciplined and consistently applied quarterly process that combines a review of the current position with a risk assessment worksheet. The risk assessment worksheet covers the residential, commercial real estate, commercial business, and consumer loan portfolios. Management uses a risk rating system to assist in determining the appropriate level for the ALL. Management

assigns risk factors to non-performing loans; loans that management has internally classified as impaired; loans that management has internally classified as substandard, doubtful, loss, or watch; and performing loans.

Risk factors for non-performing and internally classified loans are based on an analysis of the estimated collateral liquidation value for individual loans defined as substandard, doubtful, loss or watch. Estimated collateral liquidation values are based on established loan underwriting standards and adjusted for current mitigating factors on a loan-by-loan basis. Aggregate substandard loan collateral deficiencies are determined for residential, commercial real estate, commercial business, and consumer loan portfolios. These deficiencies are then stated as a percentage of the classified loan category to determine the appropriate risk factors.

Risk factors for performing and non-classified loans are based on the average net charge-offs for the most recent five years, which are then stated as a percentage of average loans for the same period. Historical risk factors are calculated for residential, commercial real estate, commercial business, and consumer loans. The historical factors are then adjusted for current subjective risks attributable to: local and national economic factors; loan growth and changes in loan composition; organizational structure; composition of loan staff; loan concentrations; policy changes and out of market lending activity.

The ALL to total loans was 0.98% at December 31, 2007, compared to 0.90% at December 31, 2006, while the ALL to non-performing loans (coverage ratio) was 53.2% at December 31, 2007, compared to 138.6% at December 31, 2006. The decrease in the coverage ratio is attributable to the two commercial real estate participation loans totaling \$5.1 million that were placed in non-accrual status during the third quarter. The December 31, 2007 balance in the ALL account of \$4.6 million is considered adequate by management after evaluation of the loan portfolio, past experience and current economic and market conditions. While management may periodically allocate portions of the allowance for specific problem loans, the whole allowance is available for any loan charge-offs that occur. The allocation of the ALL reflects performance and growth trends within the various loan categories, as well as consideration of the facts and circumstances that affect the repayment of individual loans, and loans which have been pooled as of the evaluation date, with particular attention given to non-performing loans and loans which have been classified as substandard, doubtful or loss. Management has allocated general reserves to both performing and non-performing loans based on current information available.

At December 31, 2007, the Bancorp's investment portfolio totaled \$114.6 million and was invested as follows: 45.7% in U.S. government agency mortgage-backed securities and collateralized mortgage obligations, 27.9% in municipal securities, 22.9% in U.S. government agency debt securities and 3.5% in trust preferred securities. At December 31, 2007, securities available-for-sale totaled \$96.3 million or 84.0% of total securities. Available-for-sale securities are those the Bancorp may decide to sell if needed for liquidity, asset-liability management or other reasons. During 2007, securities increased by \$15.6 million (15.8%). In addition, at December 31, 2007, the Bancorp had \$3.6 million in FHLB stock.

Deposits are a fundamental and cost-effective source of funds for lending and other investment purposes. The Bancorp offers a variety of products designed to attract and retain customers, with the primary focus on building and expanding relationships. At December 31, 2007, deposits totaled \$493.4 million. During 2007, deposits decreased by \$19.5 million (3.8%). The 2007 change in deposits was comprised of the following: money market deposit accounts (MMDA's) decreased by \$26.9 million (19.6%), savings accounts decreased by \$1.7 million (3.2%), checking accounts increased by \$8.2 million (7.6%), while certificates of deposit increased by \$876 thousand (0.4%). The decrease in MMDA's was a result of a planned withdrawal by local governmental units. At December 31, 2007, the deposit base was comprised of 43.4% certificates of deposit, 23.6% checking, 22.4% MMDA's, and 10.6% savings accounts.

Borrowings are primarily used to fund asset growth not supported by deposit generation. At December 31, 2007, borrowed funds totaled \$76.9 million compared to \$51.5 million at December 31, 2006, an increase of \$25.4 million (49.4%). Retail repurchase agreements totaled \$14.2 million at December 31, 2007, compared to \$14.7 million at December 31, 2006, a decrease of \$531 thousand (3.6%). FHLB advances totaled \$59.0 million, increasing \$27.0 million or 84.4%, as the Bancorp acquired short-term borrowings to fund MMDA withdrawals by local governmental units. In addition, the Bancorp's FHLB line of credit carried a balance of \$2.8 million at December 31, 2007, compared to \$3.1 million at December 31, 2006. Other short-term borrowings totaled \$898 thousand at December 31, 2007, compared to \$1.7 million at December 31, 2006.

#### ***Liquidity and Capital Resources***

The Bancorp's primary goal for funds and liquidity management is to ensure that at all times it can meet the cash demands of its depositors and its loan customers. A secondary purpose of funds management is profit management. Because profit and liquidity are often conflicting objectives, management will maximize the Bank's net interest margin by making adequate, but not excessive, liquidity provisions. Furthermore, funds are managed so that future profits will not be significantly impacted because management uses expensive ways of raising cash.

Changes in the liquidity position result from operating, investing and financing activities. Cash flows from operating activities are generally the cash effects of transactions and other events that enter into the determination of net income. The primary investing activities include loan originations, loan repayments, investments in interest bearing balances in financial institutions, dividend receipts and the purchase and maturity of investment securities. Financing activities focus almost entirely on the generation of customer deposits. In addition, the Bancorp utilizes borrowings (i.e., repurchase agreements, FHLB advances and federal funds purchased) as a source of funds.

During 2007, cash and cash equivalents decreased \$3.7 million, compared to a decrease of \$24.1 million for 2006. During 2007, the primary sources of cash and cash equivalents were from the maturities and sales of securities, loan sales and repayments, FHLB advances and cash from operating activities. The primary uses of cash and cash equivalents were loan originations and loan participations purchased, the purchase of securities, deposit withdrawals, FHLB advance repayments and the payment of common stock dividends. During 2007, cash from operating activities totaled \$8.2 million, compared to \$6.6 million for 2006. The 2007 increase in cash provided by operating activities was a result of the net change in other liabilities. Cash outflows from investing activities totaled \$13.9 million during 2007, compared to \$14.6 million during 2006. The decrease during 2007 was due primarily to an increase in loan prepayments and security purchases, offset by maturities. Net cash inflows from loans receivable and loan participations purchased totaled \$2.7 million during 2007, while net cash out flows from loans receivable and loan participations purchased totaled \$2.9 million during 2006. Net cash inflows from financing activities totaled \$2.0 million in 2007, compared to net cash outflows of \$16.0 million in 2006. The change during 2007 was primarily due to a decrease in borrowed fund repayments. Deposits decreased by \$19.5 million during 2007, compared to a decrease of \$12.8 million for 2006. The 2007 decrease in deposits was a result of a planned withdrawal of a short-term local government deposit. FHLB advances increased by \$27.0 million during 2007 compared to a decrease of \$5.5 million during 2006. The increase in 2007 was due primarily to acquire funds to satisfy MMDA withdrawals by local governmental units. The Bancorp paid dividends on common stock of \$4.0 million during 2007, compared to \$3.8 million during 2006.

During the fourth quarter of 2007, the Bancorp opened its ninth full service banking center in Crown Point, Indiana. The new \$2.3 million state-of-the-art facility did not have a material impact on noninterest expense during 2007. It is expected that the new banking center will provide opportunities to expand market share for the Bancorp's products and services.

Management strongly believes that safety and soundness is enhanced by maintaining a high level of capital. During 2007, stockholders' equity increased by \$2.7 million (5.4%). The increase resulted primarily from earnings of \$5.6 million for 2007. Additional items increasing stockholders' equity were \$286 thousand from stock-based compensation plans, and \$962 thousand from the net change in the valuation of available-for-sale securities. Decreasing stockholders' equity were the Bancorp's declaration of \$4.0 million in cash dividends, \$63 thousand in treasury stock purchases and \$10 thousand from the change in net unrealized gains on the Bank's postretirement medical plan. At December 31, 2007, book value per share was \$18.79 compared to \$17.86 at December 31, 2006.

The Bancorp is subject to risk-based capital guidelines adopted by the Board of Governors of the Federal Reserve System (the FRB), and the Bank is subject to risk-based capital guidelines adopted by the FDIC. As applied to the Bancorp and the Bank, the FRB and FDIC capital requirements are substantially the same. These regulations divide capital into two tiers. The first tier (Tier 1) includes common equity, certain non-cumulative perpetual preferred stock and minority interests in equity accounts of consolidated subsidiaries, less goodwill and certain other intangible assets. Supplementary (Tier 2) capital includes, among other things, cumulative perpetual and long-term limited-life preferred stock, mandatory convertible securities, certain hybrid capital instruments, term subordinated debt and the allowance for loan losses, subject to certain limitations, less required deductions. The Bancorp and the Bank are required to maintain a total risk-based capital ratio of 8%, of which 4% must be Tier 1 capital. In addition, the FRB and FDIC regulations provide for a minimum Tier 1 leverage ratio (Tier 1 capital to adjusted average assets) of 3% for financial institutions that meet certain specified criteria, including that they have the highest regulatory rating and are not experiencing or anticipating significant growth. All other financial institutions are required to maintain a Tier 1 leverage ratio of 3% plus an additional cushion of at least one to two percent.

The following table shows that, at December 31, 2007, the Bancorp's capital exceeded all regulatory capital requirements. At December 31, 2007, the Bancorp's and the Bank's regulatory capital ratios were substantially the same. The dollar amounts are in millions.

|   | <i>Actual</i> |              | <i>Required for Adequate Capital</i> |              | <i>To Be Well Capitalized</i> |              |
|---|---------------|--------------|--------------------------------------|--------------|-------------------------------|--------------|
|   | <i>Amount</i> | <i>Ratio</i> | <i>Amount</i>                        | <i>Ratio</i> | <i>Amount</i>                 | <i>Ratio</i> |
| Total capital to risk-weighted assets     | \$56,750      | 12.0%        | \$ 37,783                            | 8.0%         | \$47,228                      | 10.0%        |
| Tier 1 capital to risk-weighted assets    | \$52,169      | 11.0%        | \$ 18,891                            | 4.0%         | \$28,337                      | 6.0%         |
| Tier 1 capital to adjusted average assets | \$52,169      | 8.3%         | \$ 18,816                            | 3.0%         | \$31,360                      | 5.0%         |

At December 31, 2007, management is not aware of any current recommendations by the regulatory authorities, which if they were to be implemented, would have a material effect on the Bancorp's liquidity, capital resources or operations.

#### **Results of Operations — Comparison of 2007 to 2006**

Net income for 2007 was \$5.6 million, compared to \$6.5 million for 2006, a decrease of \$886 thousand (13.7%). During 2007, loan growth was negatively impacted as a result of several large commercial loan pay-offs, while core deposits decreased, in part, from expected withdrawals by local government units. In addition, the Bancorp's 2007 net income was negatively impacted by two impaired commercial real estate participation loans that required additional provisions to the allowance for loan losses. Also, during the fourth quarter of 2007, net income was impacted by an impaired letter of credit that required a charge to earnings to establish a contingent liability. Contributing to the Bancorp's earnings was an increase in noninterest income

from banking activities and stable operating expenses. The earnings represent a return on average assets of 0.91% for 2007 compared to 1.04% for 2006. The return on average equity was 10.78% for 2007 compared to 13.42% for 2006.

Net interest income for 2007 was \$17.9 million, a decrease of \$1.4 million (7.0%) from \$19.2 million for 2006. The decrease in net interest income was due primarily to high short-term interest rates and slow loan and core deposit growth. The weighted-average yield on interest-earning assets was 6.21% for 2007 compared to 6.02% for 2006. The weighted-average cost of funds was 3.18% for 2007 compared to 2.77% for 2006. The impact of the 6.21% return on interest-earning assets and the 3.18% cost of funds resulted in a net interest spread of 3.03% for 2007 compared to 3.25% for 2006. During 2007, total interest income increased by \$789 thousand (2.3%) while total interest expense increased by \$2.1 million (13.6%). The net interest margin was 3.10% for 2007 compared to 3.31% for 2006. During 2007, the Bancorp continued to focus on reducing its effective tax rate by investing in tax-exempt securities and loans. As a result, the Bancorp's tax equivalent net interest margin for 2007 was 3.21% compared to 3.41% for 2006.

During 2007, interest income from loans increased by \$370 thousand (1.2%) compared to 2006. The increase was due to an increase in yields. The weighted-average yield on loans outstanding was 6.60% for 2007 compared to 6.44% for 2006. Loan balances averaged \$466.4 million for 2007, down \$5.8 million (1.2%) from \$472.2 million for 2006. During 2007, interest income from securities and other interest earning assets increased by \$419 thousand (9.2%) compared to 2006. The increase was due to higher average balances and an increase in portfolio yields. The weighted-average yield on securities and other interest earning assets was 4.52% for 2007 compared to 4.19% for 2006. Securities and other interest earning assets averaged \$110.0 million for 2007, up \$1.2 million (1.1%) from \$108.8 million for 2006.

Interest expense for deposits increased by \$1.5 million (11.0%) during 2007 compared to 2006. The change was due to an increase in the weighted-average rate paid on deposits and increased average balances. The weighted-average rate paid on deposits for 2007 was 3.02% compared to 2.65% for 2006. Total deposit balances averaged \$494.2 million for 2007, down \$13.6 million (2.7%) from \$507.8 million for 2006. During 2007, average deposit balances decreased as a result of expected withdrawals by local government units. Interest expense on borrowed funds increased by \$660 thousand (29.0%) during 2007 due to an increase in average daily balances and an increase in cost of borrowing. The weighted-average cost of borrowed funds was 4.32% for 2007 compared to 3.78% for 2006. Borrowed funds averaged \$68.0 million during 2007, up \$7.8 million (13.0%) from \$60.2 million for 2006. During 2007, additional borrowings were utilized as a result of the decrease in deposit balances.

Noninterest income was \$4.4 million for 2007, up \$212 thousand (5.0%) from \$4.2 million during 2006. During 2007, fees and service charges from account related services totaled \$2.9 million, which was a decrease of \$3 thousand (0.1%), compared to 2006. Fees from wealth management operations totaled \$719 thousand for 2007, compared to \$657 thousand for 2006, an increase of \$62 thousand (9.4%). Income from increases in the cash value of bank owned life insurance totaled \$407 thousand for 2007, compared to \$365 thousand for 2006, an increase of \$42 thousand (11.5%). During 2007, the Bancorp reported \$221 thousand in gains on sales of loans compared to \$157 thousand for 2006, an increase of \$64 thousand (40.8%). Gain on sale of foreclosed real estate totaled \$12 thousand during 2007, compared to \$43 thousand for 2006, a decrease of \$31 thousand (72.1%). In addition, the Bancorp reported \$100 thousand in gains on the sale of securities during 2007, compared to gains of \$3 thousand for 2006.

Noninterest expense for 2007 was \$14.5 million, up \$229 thousand (1.6%) from \$14.3 million for 2006. During the current year, compensation and benefits totaled \$7.5 million, an increase of \$143 thousand (2.0%) compared to \$7.3 million for 2006. The increase was primarily due to increased compensation, due to annual salary increases. Occupancy and equipment totaled \$2.5 million for 2007, an increase of \$76 thousand (3.2%) compared to \$2.4 million for 2006. The increase was a result of additional depreciation expense for equipment and technology expenditures. Data processing totaled \$867 thousand for 2007, an increase of \$40 thousand (4.8%), compared to \$827 thousand for 2006. The change was a result of increased utilization and transaction volume with the Bancorp's core data processing system. Statement and check processing totaled \$354 thousand for 2007, compared to \$348 thousand for 2006. Marketing expense totaled \$279 thousand for 2007, a decrease of \$46 thousand (14.2%), compared to \$325 thousand for 2006. Marketing expenses for 2007 were lower, as the Bank focused on reengineering its marketing function. Professional services expense related to the utilization of third parties totaled \$296 thousand for 2007, a decrease of \$82 thousand (21.7%), compared to \$379 thousand for 2006. Other expense totaled \$2.8 million for 2007, compared to \$2.7 million for 2006, an increase of \$90 thousand (3.3%). The increase in other expense was a result of a \$72 thousand charge to earnings to establish a contingent liability for an impaired letter of credit. The Bancorp's efficiency ratio for 2007 was 65.1% compared to 60.9% for 2006. The ratio is determined by dividing total noninterest expense by the sum of net interest income and total noninterest income for the period.

Income tax expenses for 2007 totaled \$1.7 million compared to \$2.7 million for 2006, a decrease of \$1.0 million (38.3%). The combined effective federal and state tax rates for the Bancorp were 22.8% for 2007 and 29.3% for 2006. The decrease was due to an increased investment in tax-exempt investments and loans, bank owned life insurance and the Bank's real estate investment trust.

### ***Critical Accounting Policies***

Critical accounting policies are those accounting policies that management believes are most important to the portrayal of the Bancorp's financial condition and that require management's most difficult, subjective or complex judgments. The Bancorp's most critical accounting policies are summarized below. Other accounting policies, including those related to the fair values of financial statements and the status of contingencies, are summarized in Note 1 to the Bancorp's consolidated financial statements.

**Allowance for Loan Losses** — The Bancorp maintains an Allowance for Loan Losses (ALL) to absorb probable incurred credit losses that arise from the loan portfolio. The ALL is increased by the provision for loan losses, and decreased by charge-offs net of recoveries. The determination of the amounts of the ALL and provisions for loan losses is based upon management's current judgments about the credit quality of the loan portfolio with consideration given to all known relevant internal and external factors that affect loan collectibility. The methodology used to determine the current year provision and the overall adequacy of the ALL includes a disciplined and consistently applied quarterly process that combines a review of the current position with a risk assessment worksheet. Factors that are taken into consideration in the analysis include an assessment of national and local economic trends, a review of current year loan portfolio growth and changes in portfolio mix, and an assessment of trends for loan delinquencies and loan charge-off activity. Particular attention is given to non-accruing loans and accruing loans past due 90 days or more, and loans that have been classified as substandard, doubtful, or loss. Changes in the provision are directionally consistent with changes in observable data.

Commercial and industrial, and commercial real estate loans that exhibit credit weaknesses and loans that have been classified as impaired are subject to an individual review. Where appropriate, ALL allocations are made to these loans based on management's assessment of financial position, current cash flows, collateral values, financial strength of guarantors, industry trends, and economic conditions. ALL allocations for homogeneous loans, such as residential mortgage loans and consumer loans, are based on historical charge-off activity and current delinquency trends. Management has allocated general reserves to both performing and non-performing loans based on historical data and current information available.

Risk factors for non-performing and internally classified loans are based on an analysis of the estimated collateral liquidation value for individual loans defined as substandard or doubtful. Estimated collateral liquidation values are based on established loan underwriting standards and adjusted for current mitigating factors on a loan-by-loan basis. Aggregate substandard loan collateral deficiencies are determined for residential, commercial real estate, commercial business, and consumer loan portfolios. These deficiencies are then stated as a percentage of the total substandard balances to determine the appropriate risk factors.

Risk factors for performing and non-classified loans are based on the average net charge-offs for the most recent five years, which are then stated as a percentage of average loans for the same period. Historical risk factors are calculated for residential, commercial real estate, commercial business, and consumer loans. The historical factors are then adjusted for current subjective risks attributable to: local, regional and national economic factors; loan growth and changes in loan composition; organizational structure; composition of loan staff; loan concentrations; policy changes and out of market lending activity.

The risk factors are applied to these types of loans to determine the appropriate level for the ALL. Adjustments may be made to these allocations that reflect management's judgment on current conditions, delinquency trends, and charge-off activity.

The Bancorp has not made any significant changes to its overall approach in the determination of the ALL for all periods reported. There have been no material changes in assumptions or estimation techniques. Based on the above discussion, management believes that the ALL is currently adequate, but not excessive, given the risk inherent in the loan portfolio.

### ***Impact of Inflation and Changing Prices***

The financial statements and related data presented herein have been prepared in accordance with accounting principles generally accepted in the United States of America, which require the measurement of financial position and operating results in terms of historical dollars, without considering changes in the relative purchasing power of money over time due to inflation. The primary assets and liabilities of the Bancorp are monetary in nature. As a result, interest rates have a more significant impact on the Bancorp's performance than the effects of general levels of inflation. Interest rates do not necessarily move in the same direction or magnitude as the prices of goods and services.

### ***Forward-Looking Statements***

Statements contained in this report that are not historical facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The words or phrases "would be," "will allow," "intends to," "will likely result," "are expected to," "will continue," "is anticipated," "estimate," "project," or similar expressions are also intended to identify "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act. The Bancorp cautions readers that forward-looking statements, including without limitation, those relating to the Bancorp's future business prospects, interest income and expense, net income, liquidity, and capital needs are subject to certain risks and uncertainties that could cause actual results to differ materially from those indicated in the forward-looking statements, due to, among other things, factors identified in this report.



*Report of Independent Registered  
Public Accounting Firm*

Board of Directors  
NorthWest Indiana Bancorp  
Munster, Indiana

We have audited the accompanying consolidated balance sheets of NorthWest Indiana Bancorp ("Company") as of December 31, 2007 and 2006 and the related consolidated statements of income, changes in stockholders' equity, and cash flows for each of the two years in the period ended December 31, 2007. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of NorthWest Indiana Bancorp as of December 31, 2007 and 2006, and the results of their operations and its cash flows for each of the two years in the period ended December 31, 2007 in conformity with U.S. generally accepted accounting principles.

*Crowe Chizek and Company LLC*

Crowe Chizek and Company LLC

South Bend, Indiana  
March 18, 2008

**Consolidated Balance Sheets**

(Dollars in thousands)

|  | December 31,          |                       |
|--|-----------------------|-----------------------|
|  | 2007                  | 2006                  |
| <b>ASSETS</b>  |                       |                       |
| Cash and non-interest bearing balances in financial institutions   | \$ 10,259             | \$ 15,764             |
| Interest bearing balances in financial institutions  | 1,852                 | —                     |
| <br>Total cash and cash equivalents  | <br>12,111            | <br>15,764            |
| Securities available-for-sale  | 96,286                | 83,765                |
| Securities held-to-maturity; fair value: December 31, 2007 - \$18,557<br>December 31, 2006 - \$15,380  | 18,358                | 15,247                |
| Loans receivable   | 468,459               | 471,716               |
| Less: allowance for loan losses  | (4,581)               | (4,267)               |
| Net loans receivable   | 463,878               | 467,449               |
| Federal Home Loan Bank stock   | 3,550                 | 3,544                 |
| Accrued interest receivable  | 3,294                 | 3,331                 |
| Premises and equipment   | 16,326                | 14,603                |
| Foreclosed real estate   | 134                   | 323                   |
| Cash value of bank owned life insurance  | 11,229                | 10,822                |
| Investment in real estate limited partnerships   | 550                   | 696                   |
| Other assets   | 3,002                 | 3,438                 |
| <br>Total assets   | <br><u>\$ 628,718</u> | <br><u>\$ 618,982</u> |
| <br><b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>  |                       |                       |
| Deposits:  |                       |                       |
| Non-interest bearing   | \$ 44,799             | \$ 43,889             |
| Interest bearing   | 448,585               | 469,042               |
| Total  | 493,384               | 512,931               |
| Borrowed funds   | 76,930                | 51,501                |
| Accrued expenses and other liabilities   | 5,671                 | 4,540                 |
| <br>Total liabilities  | <br>575,985           | <br>568,972           |
| Stockholders' Equity:  |                       |                       |
| Preferred stock, no par or stated value;<br>10,000,000 shares authorized, none outstanding   | —                     | —                     |
| Common stock, no par or stated value; 10,000,000 shares authorized;<br>shares issued: December 31, 2007 - 2,882,097<br>December 31, 2006 - 2,870,437<br>shares outstanding: December 31, 2007 - 2,808,853<br>December 31, 2006 - 2,799,814 | 360                   | 359                   |
| Additional paid-in capital   | 4,895                 | 4,610                 |
| Accumulated other comprehensive gain/(loss)  | 563                   | (389)                 |
| Retained earnings  | 48,500                | 46,952                |
| Treasury stock, common shares at cost: December 31, 2007 - 73,244<br>December 31, 2006 - 70,623  | (1,585)               | (1,522)               |
| <br>Total stockholders' equity   | <br><u>52,733</u>     | <br><u>50,010</u>     |
| <br>Total liabilities and stockholders' equity   | <br><u>\$ 628,718</u> | <br><u>\$ 618,982</u> |

See accompanying notes to consolidated financial statements.

**Consolidated Statements of Income**

|  | Year ended December 31, |                 |
|--|-------------------------|-----------------|
|  | 2007                    | 2006            |
| <i>(Dollars in thousands, except per share data)</i> |                         |                 |
| Interest income:                                     |                         |                 |
| Loans receivable                                     |                         |                 |
| Real estate loans                                    | \$ 26,637               | \$ 25,819       |
| Commercial loans                                     | 3,963                   | 4,356           |
| Consumer loans                                       | 195                     | 250             |
| Total loan interest                                  | 30,795                  | 30,425          |
| Securities   | 4,862                   | 4,057           |
| Other interest earning assets                        | 111                     | 497             |
| <b>Total interest income</b>                         | <b>35,768</b>           | <b>34,979</b>   |
| Interest expense:                                    |                         |                 |
| Deposits   | 14,944                  | 13,460          |
| Borrowed funds                                       | 2,938                   | 2,278           |
| <b>Total interest expense</b>                        | <b>17,882</b>           | <b>15,738</b>   |
| Net interest income                                  | 17,886                  | 19,241          |
| Provision for loan losses                            | 552                     | 15              |
| Net interest income after provision for loan losses  | 17,334                  | 19,226          |
| Noninterest income:                                  |                         |                 |
| Fees and service charges                             | 2,947                   | 2,950           |
| Wealth management operations                         | 719                     | 657             |
| Increase in cash value of bank owned life insurance  | 407                     | 365             |
| Gain on sale of loans, net                           | 221                     | 157             |
| Gain on sale of foreclosed real estate               | 12                      | 43              |
| Gain on sales of securities, net                     | 100                     | 3               |
| Other  | 25                      | 44              |
| <b>Total noninterest income</b>                      | <b>4,431</b>            | <b>4,219</b>    |
| Noninterest expense:                                 |                         |                 |
| Compensation and benefits                            | 7,472                   | 7,329           |
| Occupancy and equipment                              | 2,457                   | 2,381           |
| Data processing                                      | 867                     | 827             |
| Statement and check processing                       | 354                     | 348             |
| Marketing  | 279                     | 325             |
| Professional services                                | 296                     | 378             |
| Other  | 2,800                   | 2,710           |
| <b>Total noninterest expense</b>                     | <b>14,525</b>           | <b>14,296</b>   |
| Income before income tax expenses                    | 7,240                   | 9,149           |
| Income tax expenses                                  | 1,651                   | 2,674           |
| <b>Net income</b>                                    | <b>\$ 5,589</b>         | <b>\$ 6,475</b> |
| Earnings per common share:                           |                         |                 |
| Basic  | \$ 1.99                 | \$ 2.32         |
| Diluted  | \$ 1.98                 | \$ 2.30         |
| Dividends declared per common share                  | \$ 1.44                 | \$ 1.40         |

See accompanying notes to consolidated financial statements.



**Consolidated Statements of  
Changes in Stockholders' Equity**

| <i>(Dollars in thousands, except per share data)</i>   | <u>Common<br/>Stock</u> | <u>Additional<br/>Paid-in<br/>Capital</u> | <u>Accumulated<br/>Other<br/>Comprehensive<br/>Income (Loss)</u> | <u>Retained<br/>Earnings</u> | <u>Treasury<br/>Stock</u> | <u>Total<br/>Equity</u> |
|--|-------------------------|---|--|------------------------------|---------------------------|-------------------------|
| Balance at December 31, 2005   | \$ 357                  | \$ 4,299                                  | \$ (1,089)   | \$ 44,388                    | \$ (1,522)                | \$ 46,433               |
| <b>Comprehensive income:</b>   |                         |   |  |                              |                           |                         |
| Net income   | —                       | —   | —  | 6,475                        | —                         | 6,475                   |
| Net unrealized gain/(loss) on securities<br>available-for-sale, net of reclassification<br>and tax effects   | —                       | —   | 593  | —                            | —                         | 593                     |
| Comprehensive income   | —                       | —   | —  | —                            | —                         | 7,068                   |
| Adjustment to initially apply SFAS No. 158, net<br>of tax effects  | —                       | —   | 107  | —                            | —                         | 107                     |
| Issuance of 15,348 shares of common stock at<br>\$16.00 - \$31.60 per share, under stock-based<br>compensation plans, including related tax<br>effects | 2                       | 244                                       | —  | —                            | —                         | 246                     |
| Stock-based compensation expense   | —                       | 67  | —  | —                            | —                         | 67                      |
| Cash dividends, \$1.40 per share   | —                       | —   | —  | (3,911)                      | —                         | (3,911)                 |
| Balance at December 31, 2006   | 359                     | 4,610                                     | (389)  | 46,952                       | (1,522)                   | 50,010                  |
| <b>Comprehensive income:</b>   |                         |   |  |                              |                           |                         |
| Net income   | —                       | —   | —  | 5,589                        | —                         | 5,589                   |
| Net unrealized gain/(loss) on securities<br>available-for-sale, net of reclassification<br>and tax effects   | —                       | —   | 962  | —                            | —                         | 962                     |
| Change in unrecognized gain on post retirement<br>benefit, net of reclassification and tax effects   | —                       | —   | (10)   | —                            | —                         | (10)                    |
| Comprehensive income   | —                       | —   | —  | —                            | —                         | 6,541                   |
| Issuance of 9,760 shares of common stock at<br>\$16.00 - \$25.25 per share, under stock-based<br>compensation plans, including related tax<br>effects  | 1                       | 213                                       | —  | —                            | —                         | 214                     |
| Stock-based compensation expense   | —                       | 72  | —  | —                            | —                         | 72                      |
| Purchase of treasury stock   | —                       | —   | —  | —                            | (63)                      | (63)                    |
| Cash dividends, \$1.44 per share   | —                       | —   | —  | (4,041)                      | —                         | (4,041)                 |
| Balance at December 31, 2007   | <u>\$ 360</u>           | <u>\$ 4,895</u>                           | <u>\$ 563</u>  | <u>\$ 48,500</u>             | <u>\$ (1,585)</u>         | <u>\$ 52,733</u>        |

See accompanying notes to consolidated financial statements.

*Consolidated Statements of Cash Flows*

|   | Year Ended December 31, |           |
|---|-------------------------|-----------|
|   | 2007                    | 2006      |
| <i>(Dollars in thousands)</i>   |                         |           |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>  |                         |           |
| Net income  | \$ 5,589                | \$ 6,475  |
| Adjustments to reconcile net income to net cash provided by operating activities:     |                         |           |
| Origination of loans for sale   | (12,230)                | (9,141)   |
| Sale of loans originated for sale   | 12,335                  | 9,234     |
| Depreciation and amortization, net of accretion                                       | 1,368                   | 1,310     |
| Amortization of mortgage servicing rights   | 86                      | 84        |
| Amortization of investment in real estate limited partnerships                        | 14                      | 132       |
| Equity in (gain)/loss of investments in limited partnership, net of interest received | 117                     | 89        |
| Stock-based compensation  | 72                      | 67        |
| Net gains on sale of securities   | (100)                   | (3)       |
| Net gains on sale of loans  | (221)                   | (157)     |
| Net gain on sale of foreclosed real estate  | (12)                    | (43)      |
| Provision for loan losses   | 552                     | 15        |
| Net change in:  |                         |           |
| Interest receivable   | 37                      | (345)     |
| Cash value of bank owned life insurance   | (407)                   | (365)     |
| Other assets  | (44)                    | (1,324)   |
| Accrued expenses and other liabilities  | 1,090                   | 542       |
| Total adjustments   | 2,657                   | 95        |
| Net cash from operating activities  | 8,246                   | 6,570     |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>  |                         |           |
| Proceeds from maturities and paydowns of securities available-for-sale                | 24,423                  | 13,352    |
| Proceeds from sales of securities available-for-sale                                  | 14,853                  | 3,290     |
| Purchase of securities available-for-sale   | (50,197)                | (23,137)  |
| Purchase of securities held-to-maturity   | (4,046)                 | (1,561)   |
| Proceeds from maturities and paydowns of securities held-to-maturity                  | 883                     | 13        |
| Loan participations purchased   | (12,465)                | (12,354)  |
| Net change in loans receivable  | 15,127                  | 9,413     |
| Proceeds from sale of Federal Home Loan Bank Stock                                    | —                       | 164       |
| Purchase of Federal Home Loan Bank Stock  | (6)                     | (721)     |
| Purchase of premises and equipment, net   | (3,052)                 | (1,360)   |
| Proceeds from sale of foreclosed real estate  | 558                     | 319       |
| Purchase of bank owned life insurance   | —                       | (2,000)   |
| Net cash from investing activities  | (13,922)                | (14,582)  |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>  |                         |           |
| Change in deposits  | (19,547)                | (12,800)  |
| Proceeds from FHLB advances   | 25,000                  | 26,000    |
| Repayment of FHLB advances  | (8,000)                 | (31,500)  |
| Change in other borrowed funds  | 8,429                   | 5,848     |
| Tax effect of nonqualified stock option exercise                                      | 17                      | 13        |
| Proceeds from issuance of common stock  | 197                     | 231       |
| Dividends paid  | (4,010)                 | (3,849)   |
| Treasury stock purchased  | (63)                    | —         |
| Net cash from financing activities  | 2,023                   | (16,055)  |
| Net change in cash and cash equivalents   | (3,653)                 | (24,067)  |
| Cash and cash equivalents at beginning of period                                      | 15,764                  | 39,831    |
| Cash and cash equivalents at end of period  | \$ 12,111               | \$ 15,764 |
| <b>SUPPLEMENTAL CASH FLOW INFORMATION:</b>  |                         |           |
| Cash paid during the period for:  |                         |           |
| Interest  | \$ 17,881               | \$ 15,704 |
| Income taxes  | \$ 2,190                | \$ 3,230  |
| <b>SUPPLEMENTAL NONCASH INFORMATION:</b>  |                         |           |
| Transfers from loans to foreclosed real estate  | \$ 357                  | \$ 339    |

See accompanying notes to consolidated financial statements.

*NOTE 1 — Summary of Significant Accounting Policies*

*Principles of Consolidation* — The consolidated financial statements include NorthWest Indiana Bancorp (the Bancorp), its wholly owned subsidiary, Peoples Bank SB (the Bank), and the Bank's wholly owned subsidiaries, Peoples Service Corporation and NWIN, LLC. The Bancorp has no other business activity other than being a holding company for the Bank. The Bancorp's earnings are dependent upon the earnings of the Bank. Peoples Service Corporation provides insurance and annuity investments to the Bank's wealth management customers. NWIN, LLC is located in Las Vegas, Nevada and serves as the Bank's investment subsidiary and parent of a real estate investment trust, NWIN Funding, Inc.

NWIN Funding, Inc. was formed on September 1, 2006, as an Indiana Real Estate Investment Trust. The formation of NWIN Funding, Inc. provides the Bancorp with a vehicle that may be used to raise capital utilizing portfolio mortgages as collateral, without diluting stock ownership. In addition, NWIN Funding, Inc. will receive favorable state tax treatment for income generated by its operations. All significant inter-company accounts and transactions have been eliminated in consolidation.

*Use of Estimates* — Preparing financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period, as well as the disclosures provided. Actual results could differ from those estimates. Estimates associated with the allowance for loan losses, loan servicing rights, fair values of financial instruments and status of contingencies are particularly susceptible to material change in the near term.

*Concentrations of Credit Risk* — The Bancorp grants residential, commercial real estate, commercial business and installment loans to customers primarily of Lake County, in northwest Indiana. Substantially all loans are secured by specific items of collateral including residences, commercial real estate, business assets and consumer assets.

*Cash Flow Reporting* — For purposes of the statement of cash flows, the Bancorp considers cash on hand, noninterest bearing balances in financial institutions, all interest-bearing balances in financial institutions with original maturities of ninety days or less and federal funds sold to be cash and cash equivalents. The Bancorp reports net cash flows for customer loan and deposit transactions and short-term borrowings with maturities of 90 days or less.

*Interest-bearing Deposits in Other Financial Institutions* — Interest bearing deposits in other financial institutions mature within one year and are carried at cost.

*Securities* — The Bancorp classifies securities into held-to-maturity, available-for-sale, or trading categories. Held-to-maturity securities are those which management has the positive intent and the Bancorp the ability to hold to maturity, and are reported at amortized cost. Available-for-sale securities are those the Bancorp may decide to sell if needed for liquidity, asset-liability management or other reasons. Available-for-sale securities are reported at fair value, with unrealized gains and losses reported in other comprehensive income, net of tax. The Bancorp does not have a trading portfolio. Realized gains and losses resulting from the sale of securities recorded on the trade date are computed by the specific identification method. Interest and dividend income, adjusted by amortization of premium or discount on a level yield method are included in earnings. Securities are written down to fair value when a decline in fair value is not temporary.

Declines in the fair value of securities below their cost that are other than temporary are reflected as realized losses. In estimating other than temporary losses, management considers: (1) the length of time and extent that fair value has been less than cost, (2) the financial condition and near term prospects of the issuer, and (3) the Bancorp's ability and intent to hold the security for a period sufficient to allow for any anticipated recovery in fair value.

*Loans Held for Sale* — Mortgage loans originated and intended for sale in the secondary market are carried at the lower of aggregate cost or market, as determined by outstanding commitments from investors. Net unrealized losses, if any, are recorded as a valuation allowance and charged to earnings.

Mortgage loans held for sale are generally sold with servicing rights retained. The carrying value of mortgage loans sold is reduced by the cost allocated to the servicing rights. Gains and losses on sales of mortgage loans are based on the difference between the selling price and the carrying value of the related loan sold.

*Loans and Loan Income* — Loans that management has the intent and ability to hold for the foreseeable future or until maturity or payoff are reported at the principal balance outstanding, net of unearned interest, deferred loan fees and costs, and an allowance for loan losses. Interest income is accrued on the unpaid principal balance. Loan origination fees, net of certain direct origination costs, are deferred and recognized in interest income using the level yield method without anticipating prepayments.

Interest income on mortgage and commercial loans is discontinued at the time the loan is 90 days delinquent unless the loan is well-secured and in process of collection. Consumer loans are typically charged off no later than 120 days past due. Past due status is based on the contractual terms of the loan. In all cases, loans are placed on non-accrual or charged-off at an earlier date if collection of principal or interest is considered doubtful.

All interest accrued but not received for loans placed on non-accrual is reversed against interest income. Interest received on such loans is accounted for on the cash-basis or cost recovery method, until qualifying for return to accrual. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured.

*Allowance for Loan Losses* — The allowance for loan losses is a valuation allowance for probable incurred credit losses. Loan losses are charged against the allowance when management believes the uncollectibility of a loan balance is confirmed. Subsequent recoveries, if any, are credited to the allowance. Management estimates the allowance balance required using past loan loss experience, the nature and volume of the portfolio, information about specific borrower situations and estimated collateral values, economic conditions, and other factors. Allocations of the allowance may be made for specific loans, but the entire allowance is available for any loan that, in management's judgment, should be charged off.

A loan is considered impaired when, based on current information and events, it is probable that the Bancorp will be unable to collect the scheduled payments of principal or interest when due according to the contractual terms of the loan agreement. Factors considered by management in determining impairment include payment status, collateral value, and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management determines the significance of payment delays and payment shortfalls on a case by case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reasons for the delay, the borrower's prior payment record, and the amount of the shortfall in relation to the principal and interest owed. Impairment is measured on a loan by loan basis for commercial and construction loans by either the present value of expected future cash flows discounted at the loan's effective interest rate, the loan's obtainable market price, or the fair value of the collateral if the loan is collateral dependent. Large groups of smaller balance homogeneous loans are collectively evaluated for impairment. Accordingly, the Bancorp does not separately identify individual consumer and residential loans for impairment disclosures.

*Federal Home Loan Bank Stock* — The Bank is a member of the FHLB system. Members are required to own a certain amount of stock based on the level of borrowings and other factors, and may invest in additional amounts. FHLB stock is carried at cost, classified as a restricted security, and periodically evaluated for impairment based on ultimate recovery of par value. Both cash and stock dividends are reported as income.

*Premises and Equipment* — Land is carried at cost. Premises and equipment are stated at cost less accumulated depreciation. Premises and related components are depreciated using the straight-line method with useful lives ranging from 26 to 39 years. Furniture and equipment are depreciated using the straight-line method with useful lives ranging from 2 to 10 years.

*Foreclosed Real Estate* — Assets acquired through or instead of loan foreclosure are initially recorded at fair value when acquired, establishing a new cost basis. If fair value declines subsequent to foreclosure, a valuation allowance is recorded through expense. Operating costs after acquisition are expensed.

*Servicing Rights* — Servicing rights are recognized separately when they are acquired through sales of loans. For sales of mortgage loans prior to January 1, 2007, a portion of the cost of the loan was allocated to the servicing right based on relative fair values. The Bancorp adopted SFAS No. 156 on January 1, 2007, and for sales of mortgage loans beginning in 2007, servicing rights are initially recorded at fair value with the income statement effect recorded in gains on sales of loans. Fair value is based on market prices for comparable mortgage servicing contracts, when available, or alternatively, is based on a valuation model that calculates the present value of estimated future net servicing income. The valuation model incorporates assumptions that market participants would use in estimating future net servicing income, such as the cost to service, the discount rate, the custodial earnings rate, an inflation rate, ancillary income, prepayment speeds and default rates and losses. The Bancorp compares the valuation model inputs and results to published industry data in order to validate the model results and assumptions. All classes of servicing assets are subsequently measured using the amortization method which requires servicing rights to be amortized into non interest income in proportion to, and over the period of, the estimated future net servicing income of the underlying loans.

Servicing assets are evaluated for impairment based upon the fair value of the rights as compared to carrying amount. Impairment is determined by stratifying rights into groupings based on predominant risk characteristics, such as interest rate, loan type and investor type. Impairment is recognized through a valuation allowance for an individual grouping, to the extent that fair value is less than the carrying amount. If the Bancorp later determines that all or a portion of the impairment no longer exists for a particular grouping, a reduction of the allowance may be recorded as an increase to income. Changes in valuation allowances are reported with Other Noninterest Income on the income statement. The fair values of servicing rights are subject to significant fluctuations as a result of changes in estimated and actual prepayment speeds and default rates and losses.

Servicing fee income which is reported on the income statement as Other Noninterest Income is recorded for fees earned for servicing loans. The fees are based on a contractual percentage of the outstanding principal; or a fixed amount per loan and are recorded as income when earned. The amortization of mortgage servicing rights is netted against loan servicing fee income. Servicing fees totaled \$109 thousand and \$96 thousand for the years ended December 31, 2007 and 2006. Late fees and ancillary fees related to loan servicing are not material.

*Investment in Real Estate Limited Partnerships* — Investment in real estate limited partnerships represent the Bancorp's investments in affordable housing projects for the primary purpose of available tax benefits. The method of accounting used for each investment is based on ownership percentage in the investment. One investment is accounted for using the cost method of accounting. The excess of the carrying amount of the investment over its estimated residual value is amortized during the periods in which associated tax credits are allocated to the investor. The annual amortization of the investment is based on the proportion of tax credits received in the current year to total estimated tax credits to be allocated to the Bancorp. The other investment is accounted for using the equity method of accounting. Under the equity method of accounting, the Bancorp records its share of the partnership's earnings or losses in its income statement and adjusts the carrying amount of the investments on the balance sheet. These investments are reviewed for impairment when events indicate their carrying amounts may not be recoverable from future undiscounted cash flows. If impaired, the investments are reported at fair value. The Bancorp's involvement in these types of investments is for tax planning purposes only and, as such, the Bancorp is not involved in the management or operation of such investments.

*Long-term Assets* — Premises and equipment and other long term assets are reviewed for impairment when events indicate their carrying amount may not be recoverable from future undiscounted cash flows. If impaired, the assets are recorded at fair value.

*Bank Owned Life Insurance* — The Bancorp has purchased life insurance policies on certain key executives. Upon adoption of EITF 06-5, which is discussed further below, bank owned life insurance is recorded at the amount that can be realized under the insurance contract at the balance sheet date, which is the cash surrender value adjusted for other charges or other amounts due that are probable at settlement. Prior to adoption of EITF 06-5, the Bancorp recorded bank owned life insurance at its cash surrender value.

In September 2006, the FASB Emerging Issues Task Force finalized Issue No. 06-5, Accounting for Purchases of Life Insurance- Determining the Amount That Could Be Realized in Accordance with FASB Technical Bulletin No. 85-4 (Accounting for Purchases of Life Insurance). This Issue requires that a policyholder consider contractual terms of a life insurance policy in determining the amount that could be realized under the insurance contract. It also requires that if the contract provides for a greater surrender value if all individual policies in a group are surrendered at the same time, that the surrender value be determined based on the assumption that policies will be surrendered on an individual basis. Lastly, the Issue requires disclosure when there are contractual restrictions on the Bancorp's ability to surrender a policy. The adoption of EITF 06-5 on January 1, 2007 had no impact on the Bancorp's financial condition or results of operation.

*Repurchase Agreements* — Substantially, all repurchase agreement liabilities represent amounts advanced by various customers that are not covered by federal deposit insurance and are secured by securities owned by the Bancorp.

*Postretirement Benefits Other Than Pensions* — The Bancorp sponsors a defined benefit postretirement plan that provides comprehensive major medical benefits to all eligible retirees. Postretirement benefits are accrued based on the expected cost of providing postretirement benefits to employees during the years the employees have rendered service to the Bancorp.

*Stock-Based Compensation* — Effective January 1, 2006, the Bancorp adopted Statement of Financial Accounting Standards ("SFAS") No. 123(R), Share-based Payment, using the modified prospective transition method. Accordingly, the Bancorp has recorded stock-based employee compensation cost using the fair value method starting in 2006.

*Income Taxes* — Income tax expense is the total of the current year income tax due or refundable and the change in deferred tax assets and liabilities. Deferred tax assets and liabilities are the expected future tax amounts for the temporary differences between carrying amounts and tax bases of assets and liabilities, computed using enacted tax rates. A valuation allowance, if needed, reduces deferred tax assets to the amount expected to be realized. The Bancorp adopted FASB Interpretation 48, Accounting for Uncertainty in Income Taxes ("FIN 48"), as of January 1, 2007. A tax position is recognized as a benefit only if it is "more likely than not" that the tax position would be sustained in a tax examination, with a tax examination being presumed to occur. The amount recognized is the largest amount of tax benefit that is greater than 50% likely of being realized on examination. For tax positions not meeting the "more likely than not" test, no tax benefit is recorded. The Bancorp recognizes interest and/or penalties related to income tax matters in income tax expense. The adoption had no affect on the Bancorp's financial statements.

*Loan Commitments and Related Financial Instruments* — Financial instruments include off-balance sheet credit instruments, such as commitments to make loans and standby letters of credit, issued to meet customer financing needs. The face amount for these items represents the exposure to loss, before considering customer collateral or ability to repay. Such financial instruments are recorded when they are funded.

*Earnings Per Common Share* — Basic earnings per common share is net income divided by the weighted-average number of common shares outstanding during the period. Diluted earnings per common share includes the dilutive effect of additional potential common shares issuable under stock options.

*Comprehensive Income* — Comprehensive income consists of net income and other comprehensive income. Other comprehensive income includes unrealized gains and losses on securities available-for-sale and the unrecognized gains and losses on postretirement benefits.

*Loss Contingencies* — Loss contingencies, including claims and legal actions arising in the ordinary course of business, are recorded as liabilities when the likelihood of loss is probable and an amount or range of loss can be reasonably estimated. Management does not believe there now are such matters that will have a material effect on the financial statements.

*Restrictions on Cash* — Cash on hand or on deposit with the Federal Reserve Bank of \$575,000 and \$345,000 was required to meet regulatory reserve and clearing requirements at year-end 2007 and 2006. These balances do not earn interest.

*Fair Value of Financial Instruments* — Fair values of financial instruments are estimated using relevant market information and other assumptions, as more fully disclosed in a separate note. Fair value estimates involve uncertainties and matters of significant judgment regarding interest rates, credit risk, prepayments and other factors, especially in the absence of broad markets for particular items. Changes in assumptions or in market conditions could significantly affect the estimates.

*Operating Segments* — While the Bancorp's executive management monitors the revenue streams of the various products and services, the identifiable segments are not material and operations are managed and financial performance is evaluated on a company-wide basis. Accordingly, all of the Bancorp's financial service operations are considered by management to be aggregated in one reportable operating segment.

*Reclassification* — Certain amounts appearing in the consolidated financial statements and notes thereto for the year ended December 31, 2006, may have been reclassified to conform to the December 31, 2007 presentation.

*Adoption of New Accounting Standards* — In February 2006, the FASB issued Statement of Financial Accounting Standards No. 155, Accounting for Certain Hybrid Financial Instruments (SFAS No. 155), which permits fair value remeasurement for hybrid financial instruments that contain an embedded derivative that otherwise would require bifurcation. Additionally, SFAS No. 155 clarifies the accounting guidance for beneficial interests in securitizations. Under SFAS No. 155, all beneficial interests in a securitization will require an assessment in accordance with SFAS No. 133 to determine if an embedded derivative exists within the instrument. In January 2007, the FASB issued Derivatives Implementation Group Issue B40, Application of Paragraph 13(b) to Securitized Interests in Prepayable Financial Assets (DIG Issue B40). DIG Issue B40 provides an exemption from the embedded derivative test of paragraph 13(b) of SFAS No. 133 for instruments that would otherwise require bifurcation if the test is met solely because of a prepayment feature included within the securitized interest and prepayment is not controlled by the security holder. SFAS No. 155 and DIG Issue B40 are effective for fiscal years beginning after September 15, 2006. The adoption of SFAS No. 155 and DIG Issue B40 did not have a material impact on the Bancorp's consolidated financial position or results of operations.

In September 2006, the Financial Accounting Standards Board (FASB) issued SFAS No. 158, *Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans—an amendment of FASB Statements No. 87, 88, 106 and 132(R)*. This Statement requires an employer to recognize the overfunded or underfunded status of a defined benefit postretirement plan (other than a multiemployer plan) as an asset or liability in its balance sheet, beginning with year end 2006, and to recognize changes in the funded status in the year in which the changes occur through comprehensive income beginning in 2007. Additionally, defined benefit plan assets and obligations are to be measured as of the date of the employer's fiscal year-end, starting in 2008.

|                                       | (Dollars in thousands)                                |                    |  |
|---------------------------------------|---|--------------------|--|
|                                       | <i>Before<br/>Application<br/>of SFAS<br/>No. 158</i> | <i>Adjustments</i> | <i>After<br/>Application<br/>of SFAS<br/>No. 158</i> |
| Liability for postretirement benefits | \$ 207  | \$ (185)           | \$ 22  |
| Deferred income taxes                 | (1,464)   | (78)               | (1,503)  |
| Total assets                          | 619,060   | (78)               | 618,982  |
| Total liabilities                     | 569,157   | (185)              | 568,972  |
| Accumulated other comprehensive loss  | (496)   | 107                | (389)  |
| Total stockholders' equity            | \$ 49,903   | \$ 107             | \$ 50,010  |

*Effect of Newly Issued Accounting Standards* — In September 2006, the FASB issued Statement No. 157, Fair Value Measurements. This Statement defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. This Statement establishes a fair value hierarchy about the assumptions used to measure fair value and clarifies assumptions about risk and the effect of a restriction on the sale or use of an asset. The standard is effective for fiscal years beginning after November 15, 2007. The impact of adoption was not material.

In February 2007, the FASB issued Statement No. 159, The Fair Value Option for Financial Assets and Financial Liabilities. The standard provides companies with an option to report selected financial assets and liabilities at fair value and establishes presentation and disclosure requirements designed to facilitate comparisons between companies that

choose different measurement attributes for similar types of assets and liabilities. The new standard is effective for the Bancorp on January 1, 2008. The Bancorp did not elect the fair value option for any financial assets or financial liabilities as of January 1, 2008.

In September 2006, the FASB Emerging Issues Task Force finalized Issue No. 06-4, Accounting for Deferred Compensation and Postretirement Benefit Aspects of Endorsement Split-Dollar Life Insurance Arrangements. This issue requires that a liability be recorded during the service period when a split-dollar life insurance agreement continues after participants' employment or retirement. The required accrued liability will be based on either the post-employment benefit cost for the continuing life insurance or based on the future death benefit depending on the contractual terms of the underlying agreement. This issue is effective for fiscal years beginning after December 15, 2007. The impact of adoption was not material.

On November 5, 2007, the SEC issued Staff Accounting Bulletin No. 109, Written Loan Commitments Recorded at Fair Value through Earnings ("SAB 109"). Previously, SAB 105, Application of Accounting Principles to Loan Commitments, stated that in measuring the fair value of a derivative loan commitment, a company should not incorporate the expected net future cash flows related to the associated servicing of the loan. SAB 109 supersedes SAB 105 and indicates that the expected net future cash flows related to the associated servicing of the loan should be included in measuring fair value for all written loan commitments that are accounted for at fair value through earnings. SAB 105 also indicated that internally-developed intangible assets should not be recorded as part of the fair value of a derivative loan commitment, and SAB 109 retains that view. SAB 109 is effective for derivative loan commitments issued or modified in fiscal quarters beginning after December 15, 2007. The Bancorp does not expect the impact of this standard to be material.

*NOTE 2 — Securities*

The fair value of available-for-sale securities and the related gross unrealized gains and losses recognized in accumulated other comprehensive income (loss) were as follows:

|                                    | (Dollars in thousands) |                              |                               |
|------------------------------------|------------------------|------------------------------|-------------------------------|
|                                    | Fair<br>Value          | Gross<br>Unrealized<br>Gains | Gross<br>Unrealized<br>Losses |
| <b>2007</b>                        |                        |                              |                               |
| U.S. government sponsored entities | \$ 24,871              | \$ 276                       | \$ (27)                       |
| CMO and mortgage-backed securities | 51,913                 | 547                          | (156)                         |
| Municipal securities               | 14,104                 | 208                          | (15)                          |
| Trust preferred securities         | 4,049                  | —                            | (130)                         |
| CMO government sponsored entities  | 1,349                  | 3                            | —                             |
| <b>Total debt securities</b>       | <u>\$ 96,286</u>       | <u>\$ 1,034</u>              | <u>\$ (328)</u>               |
| <b>2006</b>                        |                        |                              |                               |
| U.S. government sponsored entities | \$ 39,596              | \$ 35                        | \$ (450)                      |
| CMO and mortgage-backed securities | 38,302                 | 138                          | (515)                         |
| Municipal securities               | 4,959                  | —                            | (12)                          |
| Trust preferred securities         | —                      | —                            | —                             |
| CMO government sponsored entities  | 908                    | 44                           | (19)                          |
| <b>Total debt securities</b>       | <u>\$ 83,765</u>       | <u>\$ 217</u>                | <u>\$ (996)</u>               |

The carrying amount, unrecognized gains and losses, and fair value of securities held-to-maturity were as follows:

|                              | (Dollars in thousands) |                                |                                 |                  |
|------------------------------|------------------------|--------------------------------|---------------------------------|------------------|
|                              | Carrying<br>Amount     | Gross<br>Unrecognized<br>Gains | Gross<br>Unrecognized<br>Losses | Fair<br>Value    |
| <b>2007</b>                  |                        |                                |                                 |                  |
| Municipal securities         | \$ 17,897              | \$ 219                         | \$ (24)                         | \$ 18,093        |
| Mortgage-backed securities   | 461                    | 6                              | (3)                             | 464              |
| <b>Total debt securities</b> | <u>\$ 18,358</u>       | <u>\$ 225</u>                  | <u>\$ (27)</u>                  | <u>\$ 18,557</u> |
| <b>2006</b>                  |                        |                                |                                 |                  |
| Municipal securities         | \$ 14,709              | \$ 163                         | \$ (29)                         | \$ 14,843        |
| Mortgage-backed securities   | 538                    | 4                              | (5)                             | 537              |
| <b>Total debt securities</b> | <u>\$ 15,247</u>       | <u>\$ 167</u>                  | <u>\$ (34)</u>                  | <u>\$ 15,380</u> |

The fair value of debt securities and carrying amount, if different, at year end 2007 by contractual maturity were as follows. Securities not due at a single maturity date, primarily mortgage-backed securities, are shown separately.

|                                    | (Dollars in thousands)              |                    |  |                  |
|------------------------------------|-------------------------------------|--------------------|--|------------------|
|                                    | Available-for-sale<br>Fair<br>Value | Held-to-maturity   |  | Fair<br>Value    |
|                                    |                                     | Carrying<br>Amount |  |                  |
| Due in one year or less            | \$ 11,049                           | \$ —               |  | \$ —             |
| Due from one to five years         | 6,799                               | —                  |  | —                |
| Due over five years                | 26,525                              | 17,897             |  | 18,093           |
| CMO and mortgage-backed securities | 51,913                              | 461                |  | 464              |
| <b>Total</b>                       | <u>\$ 96,286</u>                    | <u>\$ 18,358</u>   |  | <u>\$ 18,557</u> |

Sales of available-for-sale securities were as follows:

|              | (Dollars in thousands) |          |
|--------------|------------------------|----------|
|              | 2007                   | 2006     |
| Proceeds     | \$ 14,853              | \$ 3,290 |
| Gross gains  | 107                    | 3        |
| Gross losses | (7)                    | —        |

The tax benefit (provision) related to these net realized gains and losses were \$39,000 for 2007 and \$1,000 for 2006.

Securities with carrying values of \$25,060,000 and \$20,329,000 were pledged as of December 31, 2007 and 2006 as collateral for repurchase agreements and public funds and for other purposes as permitted or required by law.

Securities with unrealized losses at year-end 2007 and 2006 not recognized in income are as follows:

(Dollars in thousand)  
Less than  
12 months

|                                    | <i>12 months</i>  |                        | <i>or longer</i>  |                        | <i>Total</i>      |                        |
|------------------------------------|-------------------|------------------------|-------------------|------------------------|-------------------|------------------------|
|                                    | <i>Fair Value</i> | <i>Unrealized Loss</i> | <i>Fair Value</i> | <i>Unrealized Loss</i> | <i>Fair Value</i> | <i>Unrealized Loss</i> |
| 2007                               |                   |                        |                   |                        |                   |                        |
| Description of Securities:         |                   |                        |                   |                        |                   |                        |
| U.S. government sponsored entities | \$ —              | \$ —                   | \$ 9,433          | \$ (27)                | \$ 9,433          | \$ (27)                |
| CMO and mortgage-backed securities | 1,376             | (6)                    | 14,259            | (153)                  | 15,635            | (159)                  |
| Municipal securities               | 2,152             | (15)                   | 2,629             | (24)                   | 4,781             | (39)                   |
| Trust preferred securities         | 4,050             | (130)                  | —                 | —                      | 4,050             | (130)                  |
| Total temporarily impaired         | <u>\$ 7,578</u>   | <u>\$ (151)</u>        | <u>\$ 26,321</u>  | <u>\$ (204)</u>        | <u>\$ 33,899</u>  | <u>\$ (355)</u>        |



| 2006<br>Description of Securities: | <i>Less than<br/>12 months</i>     |                            | <i>(Dollars in thousands)<br/>12 months<br/>or longer</i> |                            | <i>Total</i>          |                            |
|------------------------------------|------------------------------------|----------------------------|---|----------------------------|-----------------------|----------------------------|
|                                    | <i>Fair<br/>Value</i>              | <i>Unrealized<br/>Loss</i> | <i>Fair<br/>Value</i>                                     | <i>Unrealized<br/>Loss</i> | <i>Fair<br/>Value</i> | <i>Unrealized<br/>Loss</i> |
|                                    | U.S. government sponsored entities | \$ —                       | \$ —  | \$ 35,519                  | \$ (450)              | \$ 35,519                  |
| CMO and mortgage-backed securities | 918                                | (6)                        | 21,594  | (533)                      | 22,512                | (539)                      |
| Municipal securities               | 2,654                              | (10)                       | 3,107   | (31)                       | 5,761                 | (41)                       |
| Trust preferred securities         | —                                  | —                          | —   | —                          | —                     | —                          |
| <b>Total temporarily impaired</b>  | <b>\$ 3,572</b>                    | <b>\$ (16)</b>             | <b>\$ 60,220</b>  | <b>\$ (1,014)</b>          | <b>\$ 63,792</b>      | <b>\$ (1,030)</b>          |

Unrealized losses on securities have not been recognized into income because the securities are of high credit quality. Management has the intent and ability to hold for the foreseeable future, and the decline in fair value is largely due to changes in interest rates. The fair value is expected to recover as the securities approach maturity.

The Bancorp evaluates securities for other-than-temporary impairment, at least on a quarterly basis, and more frequently when economic or market concerns warrant such evaluation. Consideration is given to the length of time and the extent to which the fair value has been less than cost, the financial condition and near-term prospects of the issuer, and the intent and ability of the Bancorp to retain its investment in the issuer for a period of time sufficient to allow for any anticipated recovery in fair value. In analyzing an issuer's financial condition, the Bancorp may consider whether the securities are issued by the federal government or its agencies, whether downgrades by bond rating agencies have occurred, and the results of reviews of the issuer's financial condition.

#### NOTE 3 — Loans Receivable

Year end loans are summarized below:

|   | <i>(Dollars in thousands)</i> |                   |
|---|-------------------------------|-------------------|
|   | <i>2007</i>                   | <i>2006</i>       |
| <b>Loans secured by real estate:</b>      |                               |                   |
| Construction and land development         | \$ 46,288                     | \$ 48,688         |
| Residential, including home equity        | 229,410                       | 234,560           |
| Commercial real estate and other dwelling | 132,142                       | 126,966           |
| <b>Total loans secured by real estate</b> | <b>407,840</b>                | <b>410,214</b>    |
| Consumer loans                            | 2,400                         | 2,997             |
| Commercial business                       | 47,034                        | 46,918            |
| Government and other                      | 11,664                        | 12,254            |
| <b>Subtotal</b>                           | <b>468,938</b>                | <b>472,383</b>    |
| <b>Less:</b>                              |                               |                   |
| Net deferred loan origination fees        | (380)                         | (555)             |
| Undisbursed loan funds                    | (99)                          | (112)             |
| <b>Loans receivable</b>                   | <b>\$ 468,459</b>             | <b>\$ 471,716</b> |

Activity in the allowance for loan losses is summarized below for the years indicated:

|                                 | <i>(Dollars in thousands)</i> |                 |
|---------------------------------|-------------------------------|-----------------|
|                                 | <i>2007</i>                   | <i>2006</i>     |
| Balance at beginning of period  | \$ 4,267                      | \$ 4,181        |
| Provision charged to income     | 552                           | 15              |
| Loans charged-off               | (268)                         | (7)             |
| Recoveries                      | 30                            | 78              |
| <b>Balance at end of period</b> | <b>\$ 4,581</b>               | <b>\$ 4,267</b> |

Non-performing loans at year end were as follows:

|  | <i>(Dollars in thousands)</i> |             |
|--|-------------------------------|-------------|
|  | <i>2007</i>                   | <i>2006</i> |
| Loans past due over 90 days still on accrual | \$ 842                        | \$ 182      |
| Non-accrual loans                            | 7,776                         | 2,896       |

Impaired loans at year end were as follows:

|   | <i>(Dollars in thousands)</i> |                 |
|---|-------------------------------|-----------------|
|   | <i>2007</i>                   | <i>2006</i>     |
| Year end loans with no allocated allowances for loan losses | \$ 687                        | \$ —            |
| Year end loans with allocated allowances for loan losses    | 5,319                         | 1,887           |
| <b>Total</b>  | <b>\$ 6,006</b>               | <b>\$ 1,887</b> |
| Amount of the allowance for loan losses allocated           | \$ 824                        | \$ 522          |
| Average of impaired loans during the year                   | 6,311                         | 2,059           |
| Interest income recognized during impairment                | —                             | —               |
| Cash-basis interest income recognized                       | —                             | —               |

#### NOTE 4 — Loan Servicing

Mortgage loans serviced for others are not reported as assets. The principal balances of these loans at year end are as follows:

| Mortgage loan portfolio<br>serviced for FHLMC | <i>(Dollars in thousands)</i> |             |
|---|-------------------------------|-------------|
|   | <i>2007</i>                   | <i>2006</i> |
|   | \$ 46,061                     | \$ 40,848   |

Custodial escrow balances maintained in connection with the foregoing loan servicing were approximately \$244,000 and \$385,000 at December 31, 2007 and 2006.

Activity for capitalized mortgage servicing rights, and the related valuation allowance, was as follows:

|                          | <i>(Dollars in thousands)</i> |               |
|--------------------------|-------------------------------|---------------|
|                          | <u>2007</u>                   | <u>2006</u>   |
| <b>Servicing rights:</b> |                               |               |
| Beginning of year        | \$ 295                        | \$ 314        |
| Additions                | 116                           | 65            |
| Amortized to expense     | <u>(86)</u>                   | <u>(84)</u>   |
| End of year              | <u>\$ 325</u>                 | <u>\$ 295</u> |

At year end 2007 and 2006, there was no valuation allowance required.

The fair value of servicing rights was \$484,000 and \$443,000 at year end 2007 and 2006. Fair value at year-end 2007 was determined using a discount rate of 9.3%, prepayment speeds ranging from 138.2% to 465.0%, depending on the stratification of the specific right, and a weighted average default rate of 0.0%. Fair value at year-end 2006 was determined using a discount rate of 9.3%, prepayment speeds ranging from 121.4% to 477%, depending on the stratification of the specific right, and a weighted average default rate of 0.0%.

The weighted average amortization period is 8.0 years. Estimated amortization expense for each of the next five years is:

|      | <i>(Dollars in thousands)</i> |    |
|------|-------------------------------|----|
| 2008 | \$                            | 63 |
| 2009 |                               | 56 |
| 2010 |                               | 49 |
| 2011 |                               | 41 |
| 2012 |                               | 35 |

*NOTE 5 — Premises and Equipment, Net*

At year end, premises and equipment are summarized below:

|                               | <i>(Dollars in thousands)</i> |                  |
|-------------------------------|-------------------------------|------------------|
|                               | 2007                          | 2006             |
| <b>Cost:</b>                  |                               |                  |
| Land                          | \$ 3,287                      | \$ 2,767         |
| Buildings and improvements    | 15,248                        | 13,856           |
| Furniture and equipment       | 8,595                         | 8,084            |
| Total cost                    | 27,130                        | 24,707           |
| Less accumulated depreciation | (10,804)                      | (10,104)         |
| Premises and equipment, net   | <u>\$ 16,326</u>              | <u>\$ 14,603</u> |

Depreciation expense was \$1,329,000 and \$1,267,000 for 2007 and 2006.

*NOTE 6 — Income Taxes*

Components of the income tax expenses consist of the following:

|                     | <i>(Dollars in thousands)</i> |                 |
|---------------------|-------------------------------|-----------------|
|                     | 2007                          | 2006            |
| <b>Federal:</b>     |                               |                 |
| Current             | \$ 2,037                      | \$ 2,578        |
| Deferred            | (89)                          | (110)           |
| <b>State:</b>       |                               |                 |
| Current             | —                             | 254             |
| Deferred            | (297)                         | (48)            |
| Income tax expenses | <u>\$ 1,651</u>               | <u>\$ 2,674</u> |

Effective tax rates differ from federal statutory rate of 34% applied to income before income taxes due to the following:

|                                  | <i>(Dollars in thousands)</i> |                 |
|----------------------------------|-------------------------------|-----------------|
|                                  | 2007                          | 2006            |
| Federal statutory rate           | 34%                           | 34%             |
| Tax expense at statutory rate    | \$ 2,462                      | \$ 3,111        |
| State tax, net of federal effect | (187)                         | 136             |
| Tax exempt income                | (448)                         | (245)           |
| Bank owned life insurance        | (138)                         | (124)           |
| Other                            | (38)                          | (204)           |
| Total income tax expenses        | <u>\$ 1,651</u>               | <u>\$ 2,674</u> |

The components of the net deferred tax asset recorded in the consolidated balance sheets are as follows:

|  | <i>(Dollars in thousands)</i> |                 |
|--|-------------------------------|-----------------|
|  | 2007                          | 2006            |
| <b>Deferred tax assets:</b>                              |                               |                 |
| Bad debts  | \$ 1,774                      | \$ 1,656        |
| Deferred loan fees                                       | 147                           | 215             |
| Deferred compensation                                    | 545                           | 492             |
| Unrealized depreciation on securities available-for-sale | —                             | 285             |
| Net operating loss                                       | 169                           | —               |
| Other  | 230                           | 98              |
| Total deferred tax assets                                | 2,865                         | 2,746           |
| <b>Deferred tax liabilities:</b>                         |                               |                 |
| Depreciation   | (673)                         | (731)           |
| Unrealized appreciation on securities available-for-sale | (240)                         | —               |
| Prepays  | (199)                         | (170)           |
| Other  | (389)                         | (342)           |
| Total deferred tax liabilities                           | (1,501)                       | (1,243)         |
| Valuation allowance                                      | —                             | —               |
| Net deferred tax assets                                  | <u>\$ 1,364</u>               | <u>\$ 1,503</u> |

The Bancorp qualified under provisions of the Internal Revenue Code, in prior years, to deduct from taxable income a provision for bad debts in excess of the provision for such losses charged to income in the financial statements, if any. Accordingly, retained earnings at December 31, 2007 and 2006 includes, approximately \$5,982,000 for which no provision for federal income taxes has been made. If, in the future, this portion of retained earnings is used for any purpose other than to absorb bad debt losses, federal income taxes will be imposed at the then applicable rates. The unrecorded deferred income tax liability on the above amounts was approximately \$2,034,000 at December 31, 2007.

The following is a reconciliation of the unrecognized tax benefits for 2007:

|                            | <i>(Dollars in thousands)</i> |    |
|----------------------------|-------------------------------|----|
| Balance at January 1, 2007 | \$                            | 25 |

|  |              |
|--|--------------|
| Additions based on tax positions related to the current year | —            |
| Additions for tax positions of prior years                   | 25           |
| Reductions for tax positions of prior years                  | 3            |
| Reductions due to the statute of limitations                 | —            |
| Settlements  | —            |
| Balance at December 31, 2007                                 | <u>\$ 47</u> |

This entire amount represents unrecognized tax benefits that, if recognized, would favorably affect the effective income tax rate in future periods. The Bancorp does not expect the total amount of unrecognized tax benefits to significantly increase or decrease in the next twelve months.

The total amount of interest and penalties recorded in the income statement for the year ended December 31, 2007 was \$3 thousand, and the amount accrued for interest and penalties at December 31, 2007 was \$6 thousand.

The Bancorp and its subsidiaries are subject to U.S. federal income tax as well as income tax of the State of Indiana. The Bancorp is no longer subject to examination by taxing authorities for years before 2004.

NOTE 7 — Deposits

The aggregate amount of certificates of deposit with a balance of \$100 thousand or more was \$89.4 million at December 31, 2007 and \$81.4 million at December 31, 2006.

At December 31, 2007, scheduled maturities of certificates of deposit were as follows:

|       | <i>(Dollars in thousands)</i> |                |
|-------|-------------------------------|----------------|
| 2007  | \$                            | 208,473        |
| 2008  |                               | 4,238          |
| 2009  |                               | 831            |
| 2010  |                               | 666            |
| Total | \$                            | <u>214,208</u> |

NOTE 8 — Borrowed Funds

At year end, borrowed funds are summarized below:

|                                      | <i>(Dollars in thousands)</i> |                  |
|--------------------------------------|-------------------------------|------------------|
|                                      | <u>2007</u>                   | <u>2006</u>      |
| Repurchase agreements                | \$ 14,186                     | \$ 14,717        |
| Fixed rate advances from the FHLB    | 31,000                        | 30,000           |
| Variable rate advances from the FHLB | 26,000                        | —                |
| Putable advances from the FHLB       | 2,000                         | 2,000            |
| Line of credit from the FHLB         | 2,846                         | 3,089            |
| Limited partnership obligation       | —                             | 60               |
| Other                                | 898                           | 1,635            |
| Total                                | <u>\$ 76,930</u>              | <u>\$ 51,501</u> |

Repurchase agreements generally mature within one year and are secured by U.S. government and U.S agency securities, under the Bancorp's control. At year end, information concerning these retail repurchase agreements is summarized below:

|   | <i>(Dollars in thousands)</i> |             |
|---|-------------------------------|-------------|
|   | <u>2007</u>                   | <u>2006</u> |
| Ending balance                                    | \$14,186                      | \$14,717    |
| Average balance during the year                   | 14,280                        | 14,242      |
| Maximum month-end balance during the year         | 15,746                        | 21,715      |
| Securities underlying the agreements at year end: |                               |             |
| Carrying value                                    | 21,421                        | 20,329      |
| Fair value  | 21,421                        | 20,329      |
| Average interest rate during the year             | 3.79%                         | 3.42%       |

At year end, advances from the Federal Home Loan Bank were as follows:

|   | <i>(Dollars in thousands)</i> |             |
|---|-------------------------------|-------------|
|   | <u>2007</u>                   | <u>2006</u> |
| Fixed rate advances, maturing January 2008 through May 2010, at rates from 2.96% to 5.26% average rate:<br>2007 - 4.23%; 2006 - 4.05% | \$ 31,000                     | \$ 30,000   |
| Variable rate advances, maturing January 2008 through June 2008 at the rate of 3.75%, average rate: 2007 - 3.75%; 2006 -<br>N/A       | 26,000                        | —           |
| Putable advances, maturing July 2008, at a rate of 5.28%, average rate:<br>2007 - 5.28%; 2006 - 5.28%                                 | 2,000                         | 2,000       |

Fixed rate advances are payable at maturity, with a prepayment penalty. Variable rate advances have a maturity of six months and reprice daily. Variable rate advance can be partially or fully prepaid without penalty. Putable advances are fixed for a period of one to three years and then may adjust quarterly to the three-month London Interbank Offered Rate until maturity. Once the putable advance interest rate adjusts, the Bancorp has the option to prepay the advance on specified quarterly interest rate reset dates.

The advances were collateralized by mortgage loans totaling \$175,308,391 and \$181,634,000 under a blanket lien arrangement at December 31, 2007 and 2006. In addition to the fixed rate and putable advances, the Bancorp maintains a \$10.0 million line of credit with the Federal Home Loan Bank of Indianapolis. The outstanding balance on the line of credit was \$2.8 million and \$3.1 million at December 31, 2007 and 2006.

The limited partnership obligation represents an investment interest in a partnership formed for the construction, ownership and management of affordable housing projects. The original amount of the note was \$500,000. Funding began during 2001 and was completed during 2007.

Other borrowings at December 31, 2007 and 2006 include Treasury, Tax and Loan and reclassified bank balances.

At December 31, 2007, scheduled maturities of borrowed funds were as follows:

|       | <i>(Dollars in thousands)</i> |               |
|-------|-------------------------------|---------------|
| 2008  | \$                            | 63,930        |
| 2009  |                               | 11,000        |
| 2010  |                               | 2,000         |
| 2011  |                               | —             |
| 2012  |                               | —             |
| Total | \$                            | <u>76,930</u> |

NOTE 9 — Employees' Benefit Plans

The Bancorp maintains an Employees' Savings and Profit Sharing Plan and Trust for all employees who meet the plan qualifications. Employees are eligible to participate in the Employees' Savings and Profit Sharing Plan and Trust on the first day of the month coincident with or the next date following the completion of one year of employment, age 18, and completion of at least 1,000 hours of employment. The Employees' Savings Plan feature allows employees to make pre-tax contributions to the Employees' Savings Plan of 1% to 50% of Plan Salary, subject to limitations imposed by Internal Revenue Code section 401(k). The Profit Sharing Plan and Trust feature is noncontributory on the part of the employee. Contributions to the Employees' Profit Sharing Plan and Trust are made at the discretion of the Bancorp's Board of Directors. Contributions for the year ended December 31, 2007, were based on 5% of the participants' total compensation excluding incentives. Contributions during the year ended December 31, 2006 was based on 6% of the participants' total compensation excluding incentives. Participants in the plan become 100% vested upon completion of five years of service. The benefit plan expense amounted to \$254,000 and \$299,000 for 2007 and 2006.

The Bancorp maintains an Unqualified Deferred Compensation Plan (the Plan). The purpose of the Plan is to provide deferred compensation to key senior management

employees of the Bancorp in order to recognize their substantial contributions to the Bank and provide them with additional financial security as inducement to remain with the Bank. The Compensation Committee selects which persons shall be participants in the Plan. Participants'

accounts are credited each year with an amount based on a formula involving the participant's employer funded contributions under all qualified plans and the limitations imposed by Internal Revenue Code subsection 401(a)(17) and Code section 415. The unqualified deferred compensation plan liability at December 31, 2007 and 2006 was \$86,000 and \$75,000. The Plan expense amounted to \$6,000 for both 2007 and 2006.

Directors have deferred some of their fees in consideration of future payments. Fee deferrals, including interest totaled \$138,000 and \$129,000 for 2007 and 2006. The deferred fee liability at December 31, 2007 and 2006 was \$1,407,000 and \$1,269,000.

During 2006, the Bank purchased \$2.0 million in bank owned life insurance. The cash surrender value of the bank owned life insurance is recorded as an asset on the Bancorp's balance sheet at the amount that can be realized under the insurance contract. Increases in cash value of the policies are recorded as noninterest income.

*NOTE 10 — Defined Benefit Postretirement Plan*

The Bancorp sponsors a defined benefit postretirement plan that provides comprehensive major medical benefits to all eligible retirees. Eligible retirees are those who have attained age 65, have completed at least 18 years of service and are eligible for coverage under the employee group medical plan as of the date of their retirement. Spouses of eligible retirees are covered if they were covered as of the employee's date of retirement. Surviving spouses are covered if they were covered at the time of the retiree's death. Dependent children of eligible retirees are generally covered to the later of age 19 or until the child ceases being a full-time student. Surviving dependent children are subject to the same eligibility restrictions if they were covered at the time of the retiree's death. Currently, the Bancorp pays \$143.00 of the retiree monthly medical coverage premium. This amount will remain fixed over the benefit period. Retirees pay 100% of the premiums for all dependent medical coverage.

The following table sets forth a reconciliation of the Bancorp's postretirement benefit plan funding status and expense for the periods indicated:

|  | <i>(Dollars in thousands)</i> |                |
|--|-------------------------------|----------------|
|  | 2007                          | 2006           |
| <b>Change in benefit obligation:</b>   |                               |                |
| Beginning benefit obligation           | \$ 22                         | \$ 79          |
| Unrecognized net actuarial (gain)/loss | 4                             | (56)           |
| Service cost                           | 2                             | 2              |
| Interest cost                          | 1                             | 5              |
| Benefits paid                          | (2)                           | (8)            |
| Ending benefit obligation              | <u>27</u>                     | <u>22</u>      |
| Change in plan assets                  | —                             | —              |
| Funded status                          | <u>\$ (27)</u>                | <u>\$ (22)</u> |

Amounts recognized in accumulated other comprehensive income at December 31st consist of:

|  | <i>(Dollars in thousands)</i> |        |
|--|-------------------------------|--------|
|  | 2007                          | 2006   |
| Unrecognized net actuarial (gain)/loss | \$ 163                        | \$ 185 |

Net gains of \$97 thousand and \$107 thousand were recognized in accumulated other comprehensive income at year-end 2007 and 2006.

|  | <i>(Dollars in thousands)</i> |               |
|--|-------------------------------|---------------|
|  | 2007                          | 2006          |
| <b>Components of net periodic postretirement benefit cost:</b>                               |                               |               |
| Service cost   | \$ 2                          | \$ 2          |
| Interest cost  | 1                             | 5             |
| Amortization of unrecognized net actuarial gain/loss   | (18)                          | (13)          |
| Net periodic post retirement benefit cost (credit)   | <u>(15)</u>                   | <u>(6)</u>    |
| Net loss (gain)  | 4                             | —             |
| Amortization of net actuarial gain/loss  | 18                            | —             |
| Total recognized in other comprehensive income   | <u>22</u>                     | <u>—</u>      |
| Total recognized in net periodic post retirement benefit cost and other comprehensive income | <u>\$ 7</u>                   | <u>\$ (6)</u> |

The estimated unrecognized gain for the postretirement benefit plan that will be amortized from accumulated other comprehensive income into net periodic benefit cost over the next fiscal year is \$16,055.

|  | <i>(Dollars in thousands)</i> |       |
|--|-------------------------------|-------|
|  | 2007                          | 2006  |
| <b>Assumptions used:</b>                                       |                               |       |
| Discount rate  | 5.50%                         | 5.50% |
| <b>Annual health care trend rates at year-end:</b>             |                               |       |
| Health care cost trend rate assumed                            | 7.00%                         | 7.00% |
| Rate that the cost rate declines to                            | 5.00%                         | 5.00% |
| Year that the rate reaches the rate it is assumed to remain at | 2010                          | 2009  |

Assumed health care cost trend rates have a significant effect on the amounts reported for the health care plans. A one-percentage-point change in assumed health care cost trend rates would have the following effects:

|  | <i>(Dollars in thousands)</i>        |                                      |
|--|--------------------------------------|--------------------------------------|
|  | <i>One Percentage Point Increase</i> | <i>One Percentage Point Decrease</i> |
| Effect on total of service and interest cost | \$ —                                 | \$ —                                 |
| Effect on postretirement benefit obligation  | —                                    | —                                    |

The Bancorp does not expect to contribute anything to its defined benefit postretirement plan in 2008.

The following benefit payments, which reflect expected future service, are expected:

|                   | <i>(Dollars in thousands)</i> |
|-------------------|-------------------------------|
| 2007              | \$ 186                        |
| 2008              | 185                           |
| 2009              | 362                           |
| 2010              | 539                           |
| 2011              | 536                           |
| Following 5 years | 6,322                         |

*NOTE 11 — Regulatory Capital*

The Bancorp and Bank are subject to regulatory capital requirements administered by federal banking agencies. Capital adequacy guidelines and prompt corrective action regulations involve quantitative measures of assets, liabilities, and certain off-balance-sheet items calculated under regulatory accounting practices. Capital amounts and classifications are also subject to qualitative judgments by regulators. Failure to meet various capital requirements can initiate regulatory action. Prompt corrective action regulations provide five classifications, including well capitalized, adequately capitalized, undercapitalized, significantly undercapitalized, and critically undercapitalized, although these terms are not used to represent overall financial condition. If adequately capitalized, regulatory approval is required to accept brokered deposits. If undercapitalized capital distributions are limited, as is asset growth and expansion, and capital restoration plans are required. At year-end 2007 and 2006, the most recent regulatory notifications categorized the Bancorp and Bank as well capitalized under the regulatory framework for prompt corrective action. There are no conditions or events since that notification that management believes have changed the Bancorp's or the Bank's category.

At year end, capital levels for the Bancorp and the Bank were considerably the same. Actual capital levels, minimum required levels and levels needed to be classified as well capitalized for the Bancorp are summarized below:

| <i>(Dollars in millions)</i>              | <i>Actual</i> |              | <i>Minimum Required for Capital Adequacy Purposes</i> |              | <i>Minimum Required To Be Well Capitalized Under Prompt Corrective Action Regulations</i> |              |
|---|---------------|--------------|---|--------------|---|--------------|
|   | <i>Amount</i> | <i>Ratio</i> | <i>Amount</i>   | <i>Ratio</i> | <i>Amount</i>   | <i>Ratio</i> |
| <b>2007</b>                               |               |              |   |              |   |              |
| Total capital to risk-weighted assets     | \$56.8        | 12.0%        | \$ 37.8   | 8.0%         | \$ 47.2   | 10.0%        |
| Tier 1 capital to risk-weighted assets    | \$52.2        | 11.0%        | \$ 18.9   | 4.0%         | \$ 28.3   | 6.0%         |
| Tier 1 capital to adjusted average assets | \$52.2        | 8.3%         | \$ 18.8   | 3.0%         | \$ 31.4   | 5.0%         |
| <b>2006</b>                               |               |              |   |              |   |              |
| Total capital to risk-weighted assets     | \$54.7        | 12.0%        | \$ 36.4   | 8.0%         | \$ 45.5   | 10.0%        |
| Tier 1 capital to risk-weighted assets    | \$50.4        | 11.1%        | \$ 18.2   | 4.0%         | \$ 27.3   | 6.0%         |
| Tier 1 capital to adjusted average assets | \$50.4        | 8.0%         | \$ 19.0   | 3.0%         | \$ 31.7   | 5.0%         |

The Bancorp's ability to pay dividends is entirely dependent upon the Bank's ability to pay dividends to the Bancorp. Under Indiana law, the Bank may pay dividends of so much of its undivided profits (generally, earnings less losses, bad debts, taxes and other operating expenses) as is considered expedient by the Bank's Board of Directors. However, the Bank must obtain the approval of the Indiana Department of Financial Institutions for the payment of a dividend if the total of all dividends declared by the Bank during the current year, including the proposed dividend, would exceed the sum of retained net income for the year-to-date plus its retained net income for the previous two years. For this purpose, "retained net income" means net income as calculated for call report purposes, less all dividends declared for the applicable period. Moreover, the FDIC and the Federal Reserve Board may prohibit the payment of dividends if it determines that the payment of dividends would constitute an unsafe or unsound practice because of the financial condition of the Bank. The aggregate amount of dividends, which may be declared by the Bank in 2008, without prior regulatory approval, approximates \$4,391,000 plus current 2008 net profits.

*NOTE 12 — Stock Based Compensation*

The Bancorp's 2004 Stock Option Plan (the Plan), which is stockholder-approved, permits the grant of share options to its employees for up to 250,000 shares of common stock. Awards granted under the Plan may be in the form of incentive stock options, non-incentive stock options, or restricted stock. The purposes of the Plan are to attract and retain the best available personnel, to provide additional incentives for all employees and to encourage their continued employment by facilitating employees' purchases of an equity interest in the Bancorp. Option awards are generally granted with an exercise price equal to the market price of the Bancorp's common stock at the date of grant; those option awards have 5 year vesting periods and have 10-year contractual terms. Total compensation cost that has been charged against income for those plans was \$22 thousand and \$37 thousand for 2007 and 2006, respectively. The total income tax benefit was \$17 thousand and \$15 thousand 2007 and 2006, respectively.

The fair value of each option award is estimated on the date of grant using a closed form option valuation (Black-Scholes) model that uses the assumptions noted in the table below. Expected volatilities are based on historical volatilities of the Company's common stock. The Company uses historical data to estimate option exercise and post-vesting termination behavior. The expected term of options granted is based on historical data and represents the period of time that options granted are expected to be outstanding, which takes into account that the options are not transferable. The risk-free interest rate for the expected term of the option is based on the U.S. Treasury yield curve in effect at the time of the grant.



A summary of the Bancorp's stock option activity for 2007 follows:

|                                  | <i>Shares</i> | <i>Weighted<br/>Average<br/>Exercise<br/>Price</i> | <i>Weighted<br/>Average<br/>Remaining<br/>Contractual<br/>Term</i> | <i>(Dollars in<br/>Thousands)<br/>Aggregate<br/>Intrinsic<br/>Value</i> |
|----------------------------------|---------------|--|--|---|
| Outstanding at beginning of year | 86,037        | \$ 22.95   |  |   |
| Granted                          | —             | —  |  |   |
| Exercised                        | (9,760)       | 20.43  |  |   |
| Forfeited or expired             | (325)         | 30.00  |  |   |
| Outstanding at end of year       | <u>75,952</u> | <u>\$ 23.25</u>                                    | <u>3.7</u>   | <u>\$ 57</u>  |
| Vested or expected to vest       | <u>75,952</u> | <u>\$ 23.25</u>                                    | <u>3.7</u>   | <u>\$ 57</u>  |
| Exercisable at end of year       | <u>47,502</u> | <u>\$ 21.03</u>                                    | <u>2.7</u>   | <u>\$ 141</u>   |

Information related to the stock option plan during each year follows:

|   | <i>(Dollars in thousands)</i> |             |
|---|-------------------------------|-------------|
|   | <i>2007</i>                   | <i>2006</i> |
| Intrinsic value of options exercised        | \$ 80                         | \$ 127      |
| Cash received from options exercised        | 197                           | 231         |
| Tax benefit realized from options exercised | 17                            | 17          |

As of December 31, 2007, there was \$8,794 of total unrecognized compensation cost related to nonvested stock options granted under the Plan. The cost is expected to be recognized over a weighted-average period of 1.0 years.

Restricted stock awards are generally granted with an award price equal to the market price of the Bancorp's common stock on the award date. Restricted stock awards have been issued with a five year vesting period. Forfeiture provisions exist for personnel that separate employment before the vesting period expires. Compensation expense related to restricted stock awards are recognized over the vesting period. Total compensation cost that has been charged against income for those plans was \$50 thousand and \$28 thousand for 2007 and 2006.

A summary of changes in the Bancorp's nonvested restricted stock for 2007 follows:

| <i>Nonvested Shares</i>        | <i>Shares</i> | <i>(Dollars in<br/>thousands)<br/>Weighted<br/>Average<br/>Grant Date<br/>Fair Value</i> |
|--------------------------------|---------------|--|
| Nonvested at January 1, 2007   | 7,400         | \$ 271   |
| Granted                        | 1,900         | 53   |
| Nonvested at December 31, 2007 | <u>9,300</u>  | <u>\$ 324</u>  |

As of December 31, 2007, there was \$143,035 of total unrecognized compensation cost related to nonvested restricted shares granted under the Plan. The cost is expected to be recognized over a weighted-average period of 3.7 years. No shares vested during the years ended December 31, 2007 and 2006.

#### NOTE 13 — Earnings Per Share

A reconciliation of the numerators and denominators of the basic earnings per common share and diluted earnings per common share computations for 2007 and 2006 is presented below.

|  | <i>2007</i>         | <i>2006</i>         |
|--|---------------------|---------------------|
| Basic earnings per common share:   |                     |                     |
| Net income available to common stockholders                              | <u>\$ 5,589,023</u> | <u>\$ 6,475,000</u> |
| Weighted-average common shares outstanding                               | <u>2,805,860</u>    | <u>2,791,933</u>    |
| Basic earnings per common share  | <u>\$ 1.99</u>      | <u>\$ 2.32</u>      |
| Diluted earnings per common share:                                       |                     |                     |
| Net income available to common stockholders                              | <u>\$ 5,589,023</u> | <u>\$ 6,475,000</u> |
| Weighted-average common shares outstanding                               | 2,805,860           | 2,791,933           |
| Add: dilutive effect of assumed stock option exercises                   | <u>23,805</u>       | <u>21,017</u>       |
| Weighted-average common and dilutive potential common shares outstanding | <u>2,829,665</u>    | <u>2,812,950</u>    |
| Diluted earnings per common share  | <u>\$ 1.98</u>      | <u>\$ 2.30</u>      |

There were 10,325 and 11,450 anti-dilutive shares outstanding at December 31, 2007 and 2006.

#### NOTE 14 — Related Party Transactions

The Bancorp had aggregate loans outstanding to directors and executive officers (with individual balances exceeding \$120,000) of \$5,560,000 at December 31, 2007 and \$5,666,000 at December 31, 2006. For the year ended December 31, 2007, the following activity occurred on these loans:

|                                       | <i>(Dollars in thousands)</i> |
|---------------------------------------|-------------------------------|
| Aggregate balance — January 1, 2007   | \$ 5,666                      |
| New loans                             | 448                           |
| Repayments                            | (554)                         |
| Aggregate balance — December 31, 2007 | <u>\$ 5,560</u>               |

Deposits from directors and executive officers were \$3.0 million and \$2.7 million at December 31, 2007 and 2006, respectively.

#### NOTE 15 — Commitments and Contingencies

The Bancorp is a party to financial instruments in the normal course of business to meet financing needs of its customers. These financial instruments, which include commitments to make loans and standby letters of credit, are not reflected in the accompanying consolidated financial statements. Such financial instruments are recorded when they are funded.



The Bancorp's exposure to credit loss in the event of non-performance by the other party to the financial instrument for commitments to originate loans and standby letters of credit is represented by the contractual amount of those instruments. Commitments generally have fixed expiration dates or other termination clauses and may require the payment of a fee. The Bancorp uses the same credit policy to make such commitments as it uses for on-balance sheet items. Since commitments to make loans may expire without being used, the amount does not necessarily represent future cash commitments.

The Bancorp had outstanding commitments to originate loans as follows:

|                               | (Dollars in thousands) |                  |                  |
|-------------------------------|------------------------|------------------|------------------|
|                               | Fixed<br>Rate          | Variable<br>Rate | Total            |
| <b>December 31, 2007:</b>     |                        |                  |                  |
| Commercial business           | \$ —                   | \$ 49,592        | \$ 49,592        |
| Real estate                   | 8,268                  | 10,706           | 18,974           |
| Consumer loans                | —                      | 17               | 17               |
| Unsecured consumer overdrafts | 11,382                 | —                | 11,382           |
| Total                         | <u>\$ 19,650</u>       | <u>\$ 60,315</u> | <u>\$ 79,965</u> |
| <b>December 31, 2006:</b>     |                        |                  |                  |
| Commercial business           | \$ —                   | \$ 38,666        | \$ 38,666        |
| Real estate                   | 12,963                 | 37,746           | 50,709           |
| Consumer loans                | —                      | 41               | 41               |
| Unsecured consumer overdrafts | 5,874                  | —                | 5,874            |
| Total                         | <u>\$ 18,837</u>       | <u>\$ 76,453</u> | <u>\$ 95,290</u> |

The \$8,268 thousand in fixed rate commitments outstanding at December 31, 2007 had interest rates ranging from 4.75% to 8.75%, for a period not to exceed forty-five days. At December 31, 2006, fixed rate commitments outstanding of \$12,963 thousand had interest rates ranging from 4.75 to 9.125%, for a period not to exceed forty-five days.

Standby letters of credit are conditional commitments issued by the Bancorp to guarantee the performance of a customer to a third party. At December 31, 2007 and 2006, the Bancorp had standby letters of credit totaling \$3,681 thousand and \$4,026 thousand, respectively. The Bancorp evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Bancorp upon extension of credit, is based on management's credit evaluation of the borrower. Collateral obtained may include accounts receivable, inventory, property, land or other assets.

#### NOTE 16 — Fair Values of Financial Instruments

The following table shows fair values and the related carrying values of financial instruments as of the dates indicated. Items that are not financial instruments are not included.

|                               | (Dollars in thousands) |                         |
|-------------------------------|------------------------|-------------------------|
|                               | December 31, 2007      |                         |
|                               | Carrying<br>Value      | Estimated<br>Fair Value |
| <b>Financial assets</b>       |                        |                         |
| Cash and cash equivalents     | \$ 12,111              | \$ 12,111               |
| Securities available-for-sale | 96,286                 | 96,286                  |
| Securities held-to-maturity   | 18,358                 | 18,557                  |
| Loans receivable, net         | 463,878                | 487,443                 |
| Federal Home Loan Bank stock  | 3,550                  | 3,550                   |
| Accrued interest receivable   | 3,294                  | 3,294                   |
| <b>Financial liabilities</b>  |                        |                         |
| Demand and savings deposits   | 279,176                | 306,982                 |
| Certificates of deposit       | 214,208                | 214,094                 |
| Borrowed funds                | 76,930                 | 71,450                  |
| Accrued interest payable      | 239                    | 239                     |

|                               | (Dollars in thousands) |                         |
|-------------------------------|------------------------|-------------------------|
|                               | December 31, 2006      |                         |
|                               | Carrying<br>Value      | Estimated<br>Fair Value |
| <b>Financial assets</b>       |                        |                         |
| Cash and cash equivalents     | \$ 15,764              | \$ 15,764               |
| Securities available-for-sale | 83,765                 | 83,765                  |
| Securities held-to-maturity   | 15,247                 | 15,380                  |
| Loans receivable, net         | 467,449                | 464,706                 |
| Federal Home Loan Bank stock  | 3,544                  | 3,544                   |
| Accrued interest receivable   | 3,331                  | 3,331                   |
| <b>Financial liabilities</b>  |                        |                         |
| Demand and savings deposits   | 299,599                | 299,599                 |
| Certificates of deposit       | 213,332                | 212,621                 |
| Borrowed funds                | 51,501                 | 50,676                  |
| Accrued interest payable      | 238                    | 238                     |

For purposes of the above disclosures of estimated fair value, the following assumptions were used as of December 31, 2007 and 2006. The estimated fair value for cash and cash equivalents, Federal Home Loan Bank stock and investments in real estate limited partnerships are considered to approximate cost. The estimated fair value for securities is based on quoted market values for the individual securities or equivalent securities. The estimated fair value for loans is based on estimates of the rate the Bancorp would charge for similar such loans at December 31, 2007 and 2006, applied for the time period until estimated repayment. The estimated fair value for demand and savings deposits is based on their carrying value. The estimated fair value for certificates of deposits is based on estimates of the rate the Bancorp would pay on such deposits at December 31, 2007 and 2006, applied for the time period until maturity. The estimated fair value for borrowed funds is based on current rates for similar financings. The estimated fair value of other financial instruments, and off-balance sheet loan commitments approximate cost and are not considered significant to this presentation.

NOTE 17 — Other Comprehensive Income/(Loss)

Other comprehensive income/(loss) components and related taxes were as follows:

|   | (Dollars in thousands) |               |
|---|------------------------|---------------|
|   | 2007                   | 2006          |
| Net change in net unrealized gains and losses on securities available for sale: |                        |               |
| Unrealized gains/(losses) arising during the year                               | \$ 1,585               | \$ 919        |
| Reclassification adjustment for gains included in net income                    | (100)                  | (3)           |
| Net securities gain (loss) during the year                                      | 1,485                  | 916           |
| Tax effects   | 523                    | 323           |
| Net of tax amount   | 962                    | 593           |
| Net change in unrecognized gain on post retirement benefit:                     |                        |               |
| Net gain on post retirement benefit   | 4                      | —             |
| Amortization of net actuarial gain  | (18)                   | —             |
| Net gain (loss) activity during the year  | (22)                   | —             |
| Tax effects   | 12                     | —             |
| Net of tax amount   | (10)                   | 593           |
| Other comprehensive income (loss), net of tax                                   | <u>\$ 952</u>          | <u>\$ 593</u> |

|  | Balance at<br>December 31,<br>2006 | Current<br>Period<br>Change | Balance at<br>December 31,<br>2007 |
|--|------------------------------------|-----------------------------|------------------------------------|
| Unrealized gains (losses) on securities available for sale | \$ (496)                           | \$ 962                      | \$ 466                             |
| Unrealized gain (loss) on pension benefits                 | 107                                | (10)                        | 97                                 |
| Total  | <u>\$ (388)</u>                    | <u>\$ 952</u>               | <u>\$ 563</u>                      |

NOTE 18 — Parent Company Only Statements

|   | (Dollars in thousands) |                  |
|---|------------------------|------------------|
|   | 2007                   | 2006             |
| NorthWest Indiana Bancorp<br>Condensed Balance Sheets<br>December 31, |                        |                  |
| <b>Assets</b>   |                        |                  |
| Cash on deposit with Peoples Bank                                     | \$ 1,754               | \$ 1,108         |
| Investment in Peoples Bank  | 51,274                 | 48,655           |
| Dividends receivable from Peoples Bank                                | 1,011                  | 978              |
| Other assets  | 252                    | 923              |
| Total assets  | <u>\$ 54,291</u>       | <u>\$ 51,664</u> |
| <b>Liabilities and stockholders' equity</b>                           |                        |                  |
| Dividends payable   | \$ 1,011               | \$ 980           |
| Other liabilities   | 547                    | 674              |
| Total liabilities   | 1,558                  | 1,654            |
| Common stock  | 360                    | 359              |
| Additional paid in capital  | 4,895                  | 4,610            |
| Accumulated other comprehensive income (loss)                         | 563                    | (389)            |
| Retained earnings   | 48,500                 | 46,952           |
| Treasury stock  | (1,585)                | (1,522)          |
| Total stockholders' equity  | 52,733                 | 50,010           |
| Total liabilities and stockholders' equity                            | <u>\$ 54,291</u>       | <u>\$ 51,664</u> |

|  | (Dollars in thousands) |                 |
|--|------------------------|-----------------|
|  | 2007                   | 2006            |
| NorthWest Indiana Bancorp<br>Condensed Statements of Income<br>Year Ended December 31, |                        |                 |
| Dividends from Peoples Bank  | \$ 4,037               | \$ 3,907        |
| Operating expenses   | 181                    | 162             |
| Income before income taxes and equity in undistributed income of Peoples Bank          | 3,856                  | 3,745           |
| Provision (benefit) for income taxes   | (66)                   | (40)            |
| Income before equity in undistributed income of Peoples Bank                           | 3,922                  | 3,785           |
| Equity in undistributed income of Peoples Bank   | 1,667                  | 2,690           |
| Net income   | <u>\$ 5,589</u>        | <u>\$ 6,475</u> |

|  | (Dollars in thousands) |          |
|--|------------------------|----------|
|  | 2007                   | 2006     |
| NorthWest Indiana Bancorp<br>Condensed Statements of Income<br>Year Ended December 31, |                        |          |
| <b>Cash flows from operating activities:</b>   |                        |          |
| Net income   | \$ 5,589               | \$ 6,475 |
| Adjustments to reconcile net income to net cash from operating activities              |                        |          |
| Equity in undistributed net income of Peoples Bank                                     | (1,667)                | (2,690)  |
| Stock-based compensation expense   | 72                     | 67       |
| Change in other assets   | 638                    | 107      |
| Change in other liabilities  | (127)                  | 624      |
| Total adjustments  | (1,084)                | (1,892)  |
| Net cash from operating activities   | 4,505                  | 4,583    |

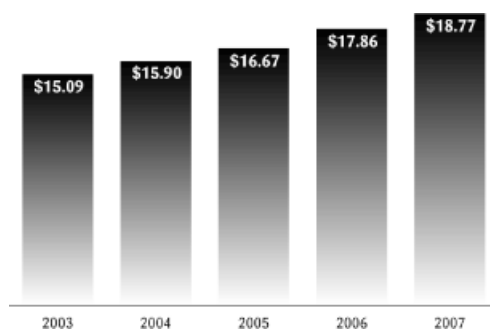
|  |                 |                 |
|--|-----------------|-----------------|
| Cash flows from investing activities   | —               | —               |
| Cash flows from financing activities:  |                 |                 |
| Dividends paid                         | (4,010)         | (3,850)         |
| Treasury stock purchased               | (63)            | —               |
| Proceeds from issuance of common stock | 214             | 246             |
| Net cash from financing activities     | <u>(3,859)</u>  | <u>(3,604)</u>  |
| Net change in cash                     | 646             | 979             |
| Cash at beginning of year              | 1,108           | 129             |
| Cash at end of year                    | <u>\$ 1,754</u> | <u>\$ 1,108</u> |

### Market Information

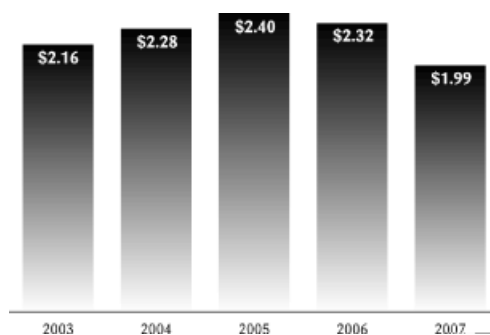
The Bancorp's Common Stock is traded in the over-the-counter market and quoted on the OTC Bulletin Board. The Bancorp's stock is not actively traded. As of February 22, 2008, the Bancorp had 2,810,103 shares of common stock outstanding and 413 stockholders of record. This does not reflect the number of persons or entities who may hold their stock in nominee or "street" name through brokerage firms. Set forth below are the high and low bid prices during each quarter for the years ended December 31, 2007 and December 31, 2006. The bid prices reflect inter-dealer prices without retail mark-up, mark-down or commission and may not necessarily represent actual transactions. Also set forth is information concerning the dividends declared by the Bancorp during the periods reported. Note 11 to the Financial Statements describes regulatory limits on the Bancorp's ability to pay dividends.

|                              |             | Per Share Prices |          | Dividends<br>Declared Per<br>Common Share |
|------------------------------|-------------|------------------|----------|---|
|                              |             | High             | Low      |   |
| Year Ended December 31, 2007 | 1st Quarter | \$ 32.00         | \$ 30.90 | \$ .36                                    |
|                              | 2nd Quarter | 31.40            | 29.59    | .36                                       |
|                              | 3rd Quarter | 30.75            | 27.45    | .36                                       |
|                              | 4th Quarter | 29.75            | 23.60    | .36                                       |
| Year Ended December 31, 2006 | 1st Quarter | \$ 32.00         | \$ 31.30 | \$ .35                                    |
|                              | 2nd Quarter | 32.00            | 31.05    | .35                                       |
|                              | 3rd Quarter | 32.75            | 31.00    | .35                                       |
|                              | 4th Quarter | 32.50            | 31.50    | .35                                       |

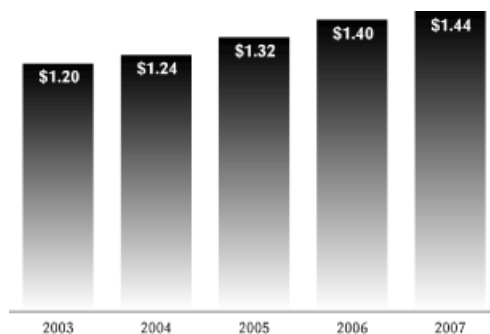
### Book Value per share



### Basic Earnings per share



### Dividends per Share



Left to right:



**David A. Bochnowski**, *Director Since 1977*  
Chairman and Chief Executive Officer of the Bancorp

**Leroy F. Cataldi, P.D.**, *Director Since 1977*  
Retired; Pharmacist and former owner of  
Cataldi Prescription Shoppe, Sauk Drugs and Southlake Pharmacy

**Lourdes M. Dennison**, *Director Since 1983*  
Executive Coordinator, Asian American Medical Association;  
Managing Partner D&T LLC, a real estate investment partnership

Left to right:



**Stanley E. Mize**, *Director Since 1997*  
Retired; former President of  
Stan Mize Towne & Countree Auto Sales, Inc.

**Frank J. Bochnowski**, *Director Since 1999*  
Retired; former Executive Vice President  
and Secretary of the Bancorp

**James L. Wieser**, *Director Since 1999*  
Attorney with Wieser & Wyllie, LLP

Left to right:



**Edward J. Furticella**, *Director Since 2000*  
Former Executive Vice President and CFO of the Bancorp Currently  
part-time employee of the Bancorp, and Continuous Lecturer at Purdue University Calumet

**Joel Gorelick**, *Director Since 2000*  
President and Chief Administrative Officer of the Bancorp

**Kenneth V. Krupinski**, *Director Since 2003*  
Certified Public Accountant and Principal with Swartz Retson, P.C.

Left to right:



**Anthony M. Puntillo**,  
**D.D.S., M.S.D.**, *Director Since 2004*  
Orthodontist, President of Puntillo Orthodontics, P.C.

**Donald P. Fesko**, *Director Since 2005*  
Administrator of Community Hospital

**Gloria C. Gray-Weissman**, Director Emeritus

**Harold G. Reuth**, Director Emeritus

**Board Committees**

**Asset, Liability, Capital & Technology Management**

Anthony M. Puntillo,  
*Chairman*  
Frank J. Bochnowski  
Donald P. Fesko  
Edward J. Furticella  
Joel Gorelick  
Kenneth V. Krupinski  
Stanley E. Mize

**Compensation & Benefits**

James L. Wieser, *Chairman*  
Lourdes M. Dennison  
Kenneth V. Krupinski  
Stanley E. Mize

**Executive**

David A. Bochnowski,  
*Chairman*  
Frank J. Bochnowski  
Leroy F. Cataldi  
Lourdes M. Dennison  
Stanley E. Mize

**Nominating & Corporate Governance**

Lourdes M. Dennison,  
*Chairman*  
Frank J. Bochnowski  
Leroy F. Cataldi  
Donald P. Fesko  
Kenneth V. Krupinski  
Stanley E. Mize  
Anthony M. Puntillo

**Risk Management**

Kenneth V. Krupinski,  
*Chairman*  
Stanley E. Mize  
James L. Wieser

**Wealth Management**

Frank J. Bochnowski,  
*Chairman*  
Leroy F. Cataldi  
Lourdes M. Dennison  
Joel Gorelick  
Anthony M. Puntillo

## Corporate Information

### Officers of NorthWest Indiana Bancorp and Peoples Bank

David A. Bochnowski  
Chairman and Chief Executive Officer

Joel Gorelick  
President and Chief Administrative Officer

Jon E. DeGuilio  
Executive Vice President,  
General Counsel and Corporate Secretary

Robert T. Lowry  
Senior Vice President,  
Chief Financial Officer and Treasurer

### Officers of Peoples Bank

Tanya A. Buerger  
Senior Vice President,  
Operations & Technology Group

Stacy A. Januszewski  
Senior Vice President,  
Risk Management Group

Terrence M. Quinn  
Senior Vice President,  
Wealth Management Group

Todd M. Scheub  
Senior Vice President, Lending Group

### Management Personnel of Peoples Bank Lending Group

#### Commercial Lending

Ronald P. Knestrick  
Vice President,  
Commercial Loan Officer

Eugene R. Novello  
Vice President, Commercial Loan Officer

Daniel W. Moser  
Vice President,  
Construction & Development Lending

Brian E. Rusin  
Vice President, Commercial Loan Officer

Michael L. Zappia  
Vice President, Commercial Loan Officer

Daniel J. Duncan  
Assistant Vice President,  
Commercial Loan Officer

#### Retail Lending

Catherine L. Gonzalez  
Vice President, Manager, Retail Lending

Leslie J. Bernacki

Assistant Vice President,  
Residential Loan Officer

Jeremy A. Gorelick  
Assistant Vice President,  
Residential Loan Officer

Rachel C. Lentz  
Assistant Vice President,  
Retail Lending Officer

Austin P. Logue  
Assistant Vice President,  
Residential Loan Officer

Alicia Q. McMahon  
Assistant Vice President,  
Residential Loan Officer

Nancy L. Weckler  
Assistant Vice President,  
Loan Underwriting

Michael C. Matlock  
Residential Loan Officer

#### Loan Collections

Thomas Guiden  
Manager of Collections

### Retail Banking Group

Carla J. Houck  
Vice President, Retail Banking Group

Shannon E. Franko  
Vice President, Banking Center Coordinator

Cynthia S. Miles  
Assistant Vice President,  
Retail Banking Assistant

#### Banking Centers

Marilyn K. Repp  
Vice President, Senior Manager,  
Crown Point Banking Center

Charman F. Williamson  
Vice President,  
Manager, Merrillville-Taft Banking Center

Margaret M. Haas  
Assistant Vice President,  
Manager, East Chicago Banking Center

Colleen A. Mastalski  
Assistant Vice President,  
Manager, Merrillville-Broadway  
Banking Center

Sandra L. Sigler  
Assistant Vice President,  
Manager, Hobart Banking Center

Kelly A. Stoming  
Assistant Vice President,  
Manager, Woodmar Banking Center

Donna M. Vurva  
Assistant Vice President,  
Manager, Dyer Banking Center

B. Wayne Hays  
Manager, Munster Banking Center

Robin L. Lubbinga  
Manager, Schererville Banking Center

Michael A. Cronin  
Assistant Manager

Jennifer L. Gunning  
Assistant Manager,  
Schererville Banking Center

Candice N. Logue  
Assistant Manager,  
Munster Banking Center

### Private Banking

Trisha Yugo  
Vice President, Private Banking

### Wealth Management Group

Stephan A. Ziemba  
Vice President,  
Senior Wealth Management Officer

Mary T. Ciciora  
Vice President, Wealth Management Officer

Randall H. Walker  
Vice President,  
Wealth Management Officer

Joyce M. Barr  
Assistant Vice President,  
Wealth Management Officer

Igor Marjanovic  
Assistant Vice President,  
Wealth Management Officer

Timothy G. Fesko  
Staff Attorney

### Operations & Technology Group

#### Bank Operations

Mary D. Mulroe  
Vice President, Manager, Bank Operations

#### Deposit Operations

Meredith L. Bielak  
Vice President,  
Manager, Deposit Operations

Charlotte V. Conn  
Assistant Vice President, Deposit Operations

#### Information Technology

Donna M. Gin  
Vice President,  
Manager, Information Technology

Matthew S. Manoski  
Assistant Vice President,  
Information Technology

#### Loan Operations

Karen M. Sulek  
Vice President,  
Manager, Loan Operations

Sharon V. Vacendak  
Assistant Vice President, Loan Operations

Antoinette S. Shettles  
Assistant Vice President, Loan Operations

#### Systems Delivery

Julie M. Bonnema  
Manager, Systems Delivery

### Brand Learning & Communications Group

Jill M. Knight  
Vice President, Training Coordinator

Michelle L. Dvorscak  
Assistant Vice President,  
Manager, Human Resources

### Finance & Controls Group

Peymon S. Torabi  
Vice President, Controller

Michaelene M. Smith  
Assistant Vice President, Accounting

Alfred E. Orlando  
Accounting Manager

### Risk Management & Stakeholders Services Group

Christine M. Friel  
Vice President, Loan Review Officer

David W. Homrich  
Vice President, Compliance Officer

Linda C. Nemeth  
Assistant Vice President, Internal Auditor

Nicole M. Gullette  
Assistant Vice President,  
Assistant to the Internal Auditor

Michael J. Shimala,  
Assistant Vice President, Security Officer

### Other Management Personnel

Laura J. Spicer  
Administrative Assistant to the Chairman  
Jane G. Bridgman, Management Development  
Melissa L. Webb, Management Development



**CORPORATE HEADQUARTERS**

9204 Columbia Avenue  
Munster, Indiana 46321  
**219/836-4400**

*Stock Transfer Agent*

The Bank acts as the transfer agent for the Bancorp's common stock.

*Independent Auditors*

Crowe Chizek and Company LLC 330 East Jefferson  
Boulevard P. O. Box 7 South Bend, Indiana 46624

*Special Legal Counsel*

Barnes & Thornburg LLP 11 S. Meridian Street  
Indianapolis, Indiana 46204

*Annual Stockholders Meeting*

The Annual Meeting of Stockholders of NorthWest  
Indiana Bancorp will be held at the Peoples Bank  
Corporate Center 9204 Columbia Avenue, Munster,  
Indiana, on April 23, 2008 at 9:00 a.m.

**A copy of the Bancorp's Form 10-K, including  
financial statement schedules as filed with the  
Securities and Exchange Commission, will be  
furnished without charge to stockholders as of the  
record date upon written request to the Corporate  
Secretary NorthWest Indiana Bancorp 9204  
Columbia Avenue Munster, Indiana 46321.**

[www.ibankpeoples.com](http://www.ibankpeoples.com)

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**NorthWest Indiana**  
**BANCORP**

**Peoples** *Bank*

**SUBSIDIARY OF NORTHWEST INDIANA BANCORP**

**CROWN POINT**, 855 Stillwater, (219) 662-0220  
**DYER**, 1300 Sheffield Avenue, (219) 322-2530  
**EAST CHICAGO**, 4901 Indianapolis Blvd., (219) 378-1000  
**HAMMOND**, 7120 Indianapolis Blvd., (219) 844-4500  
**HOBART**, 1501 S. Lake Park Avenue, (219) 945-1305  
**MERRILLVILLE**, 7915 Taft Street, (219) 796-9000  
8600 Broadway, (219) 685-8600  
**MUNSTER**, 9204 Columbia Avenue, (219) 853-7550  
**LOAN CENTER**, (219) 853-5700  
**WEALTH MANAGEMENT**, (219) 853-7080  
**SCHERERVILLE**, 141 W. Lincoln Highway, (219) 865-4300

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Consent of Independent Registered Public Accounting Firm

We consent to the incorporation by reference in the Registration Statement No. 333-115666 on Form S-8 of NorthWest Indiana Bancorp of our report dated March 18, 2008 on the consolidated financial statements of NorthWest Indiana Bancorp, which report is in Form 10-K for NorthWest Indiana Bancorp for the year ended December 31, 2007.

/s/ Crowe Chizek and Company LLC

Crowe Chizek and Company LLC

South Bend, Indiana  
March 18, 2008

CERTIFICATION PURSUANT TO  
RULE 13a-14(a)/15d-14(a) OF THE SECURITIES EXCHANGE ACT OF 1934,  
AS ADOPTED PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

I, David A. Bochnowski, certify that:

1. I have reviewed this annual report on Form 10-K of NorthWest Indiana Bancorp;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: March 18, 2008

/s/ David A. Bochnowski

\_\_\_\_\_  
David A. Bochnowski  
Chairman of the Board and Chief Executive Officer

CERTIFICATION PURSUANT TO  
RULE 13a-14(a)/15d-14(a) OF THE SECURITIES EXCHANGE ACT OF 1934,  
AS ADOPTED PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

I, Robert T. Lowry, certify that:

1. I have reviewed this annual report on Form 10-K of NorthWest Indiana Bancorp;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: March 18, 2008

/s/ Robert T. Lowry

Robert T. Lowry  
Senior Vice President, Chief Financial  
Officer and Treasurer

CERTIFICATIONS PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Annual Report on Form 10-K of NorthWest Indiana Bancorp (the "Company") for the year ended December 31, 2007, as filed with the Securities and Exchange Commission (the "Report"), each of David A. Bochnowski, Chairman of the Board and Chief Executive Officer of the Company, and Robert T. Lowry, Senior Vice President, Chief Financial Officer and Treasurer of the Company, hereby certifies, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Dated: March 18, 2008

/s/ David A. Bochnowski  
David A. Bochnowski  
Chairman of the Board and Chief Executive Officer

/s/ Robert T. Lowry  
Robert T. Lowry  
Senior Vice President, Chief Financial  
Officer and Treasurer

A signed original of this written statement required by Section 906 has been provided to and is being retained by NorthWest Indiana Bancorp and will be forwarded to the Securities and Exchange Commission or its staff upon request.