

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**FORM 8-K**

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

Date of Report: November 29, 2021

**Finward Bancorp**

(Exact name of registrant as specified in its charter)

Indiana  
(State or other jurisdiction of incorporation)

000-26128  
(Commission File Number)

35-1927981  
(IRS Employer Identification No.)

9204 Columbia Avenue  
Munster, Indiana 46321  
(Address of principal executive offices) (Zip Code)

(219) 836-4400  
(Registrant's telephone number, including area code)

N/A  
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
N/A	N/A	N/A

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 7.01.****Regulation FD Disclosure**

On November 29, 2021 Finward Bancorp (the "Bancorp") will present financial and other information to investors. The slides for the presentation are attached as Exhibit 99.1 to this report and are incorporated by reference into this Item 7.01. This information is furnished pursuant to Item 7.01 of Form 8-K and shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934 or otherwise subject to the liabilities of that section. The filing of this report shall not be deemed an admission as to the materiality of any information in the report that is required to be disclosed solely by reason of Regulation FD.

***Additional Information for Shareholders***

In connection with the proposed merger with RYFL, Finward has filed with the SEC a Registration Statement on Form S-4 that includes a Joint Proxy Statement of RYFL and Finward, as well as a Prospectus of Finward (the "Joint Proxy Statement/Prospectus"), as well as other relevant documents concerning the proposed transaction. Finward and RYFL have mailed the definitive Joint Proxy Statement/Prospectus to shareholders of Finward and RYFL (which mailings were first made on or about November 8, 2021). **SHAREHOLDERS AND INVESTORS ARE URGED TO READ THE REGISTRATION STATEMENT AND THE JOINT PROXY STATEMENT/ PROSPECTUS REGARDING THE MERGER AND ANY OTHER RELEVANT DOCUMENTS FILED WITH THE SEC, AS WELL AS ANY AMENDMENTS OR SUPPLEMENTS TO THOSE DOCUMENTS, BECAUSE THEY CONTAIN IMPORTANT INFORMATION.**

The Joint Proxy Statement/Prospectus and other relevant materials, and any other documents Finward has filed with the SEC, may be obtained free of charge at the SEC's website at [www.sec.gov](http://www.sec.gov). In addition, investors and security holders may obtain copies of the documents Finward has filed with the SEC, free of charge, from Finward at [www.ibankpeoples.com](http://www.ibankpeoples.com) under the tab "Investor Relations – SEC Filings." Alternatively, these documents can be obtained free of charge from Finward upon written request to Finward Bancorp, Attn: Shareholder Services, 9204 Columbia Avenue, Munster, Indiana 46321, or by calling (219) 836-4400, and from RYFL upon written request to Royal Financial, Inc., Attn: Corporate Secretary, 9226 Commercial Avenue, Chicago, Illinois 60617, or by calling (773) 768-4800. The information available through Finward's website is not and shall not be deemed part of this document or incorporated by reference into other filings Finward makes with the SEC.

Finward, RYFL, and certain of their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from the stockholders of Finward and RYFL in connection with the proposed merger. Information about the directors and executive officers of Finward is set forth in Finward's Annual Report on Form 10-K filed with the SEC on March 22, 2021, and in the proxy statement for Finward's 2021 annual meeting of shareholders, as filed with the SEC on Schedule 14A on March 31, 2021. Additional information regarding the interests of these participants and any other persons who may be deemed participants in the transaction may be obtained by reading the Joint Proxy Statement/Prospectus regarding the proposed merger. Free copies of this document may be obtained as described in the preceding paragraph.

***Forward-Looking Statements***

This Current Report on Form 8-K may contain forward-looking statements regarding the financial performance, business prospects, growth, and operating strategies of the Bancorp. For these statements, the Bancorp claims the protections of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Statements in this communication should be considered in conjunction with the other information available about the Bancorp, including the information in the filings the Bancorp makes with the SEC. Forward-looking statements provide current expectations or forecasts of future events and are not guarantees of future performance. The forward-looking statements are based on management's expectations and are subject to a number of risks and uncertainties. Forward-looking statements are typically identified by using words such as "anticipate," "estimate," "project," "intend," "plan," "believe," "will" and similar expressions in connection with any discussion of future operating or financial performance.

Although management believes that the expectations reflected in such forward-looking statements are reasonable, actual results may differ materially from those expressed or implied in such statements. Risks and uncertainties that could cause actual results to differ materially include: the significant risks and uncertainties for our business, results of operations, and financial condition, as well as our regulatory capital and liquidity ratios and other regulatory requirements caused by the COVID-19 pandemic, which will depend on several factors, including the scope and duration of the pandemic, its influence on financial markets, the effectiveness of our remote work arrangements and staffing levels in branches and other operational facilities, and actions taken by governmental authorities and other third parties in response to the pandemic; changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates, market liquidity, and capital markets, as well as the magnitude of such changes, which may reduce net interest margins; inflation; customer acceptance of the Bancorp's products and services; customer borrowing, repayment, investment, and deposit practices; customer disintermediation; the introduction, withdrawal, success, and timing of business initiatives; competitive conditions; the inability to realize cost savings or revenues or to implement integration plans and other consequences associated with mergers, acquisitions, and divestitures; economic conditions; and the impact, extent, and timing of technological changes, capital management activities, and other actions of the Federal Reserve Board and legislative and regulatory actions and reforms.

In addition to the above factors, we also caution that the actual amounts and timing of any future common stock dividends or

share repurchases will be subject to various factors, including our capital position, financial performance, capital impacts of strategic initiatives, market conditions, and regulatory and accounting considerations, as well as any other factors that our Board of Directors deems relevant in making such a determination. Therefore, there can be no assurance that we will repurchase shares or pay any dividends to holders of our common stock, or as to the amount of any such repurchases or dividends. Further, statements about the effects of the COVID-19 pandemic on our business, operations, financial performance, and prospects may constitute forward-looking statements and are subject to the risk that the actual impacts may differ, possibly materially, from what is reflected in those forward-looking statements due to factors and future developments that are uncertain, unpredictable, and in many cases beyond our control, including the scope and duration of the pandemic, actions taken by governmental authorities in response to the pandemic, and the direct and indirect impact of the pandemic on our customers, third parties, and us.

**Item 9.01. Financial Statements and Exhibits.**

(d) Exhibits.

99.1 [Slide presentation for investor calls commencing on November 29, 2021](#)

104 Cover Page Interactive Data File (embedded within the Inline XBRL document)

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SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: November 26, 2021

Finward Bancorp

By: /s/ Peymon S. Torabi  
Name: Mr. Peymon S. Torabi  
Title: Executive Vice President, Chief  
Financial Officer and Treasurer



# Investor Presentation

Monday, November 29, 2021



 Finward Bancorp



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A NASDAQ Traded Company - Symbol FNWD



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# Forward-Looking Statements

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## Disclosures Regarding Non-GAAP Measures

This presentation refers to certain financial measures that are identified as non-GAAP. FNWD believes that these non-GAAP measures are helpful to investors to better understand the FNWD's assets, earnings, and shareholders' equity at the date of this presentation. This supplemental information should not be considered in isolation or as a substitute for the related GAAP measures. See the attached table at the end of this presentation for a reconciliation of the non-GAAP measures identified herein and their most comparable GAAP measures.



# Overview of Finward Bancorp

## Company Overview

- 110-year old bank headquartered in Munster, Indiana
- Community bank with core competency in commercial lending, funded by a formidable, low-cost core deposit franchise
- Named a Best Bank to Work for in America for 2015-2020 as well as a Top 200 Community Bank for 15 consecutive years by American Banker magazine
- Committed to our core values of **Stability, Integrity, Community and Excellence**
- Expanded into Illinois via two successfully integrated acquisitions
- Growing a full-service wealth management business

## Primary Business Segments

### Community Banking

- Indiana state chartered commercial bank organized in 1910
- 22 full-service retail locations across Indiana and Illinois (excludes the 9 Royal Financial locations to be added)
- 14 person business banking team
- Full service mortgage banking capabilities

### Wealth Management

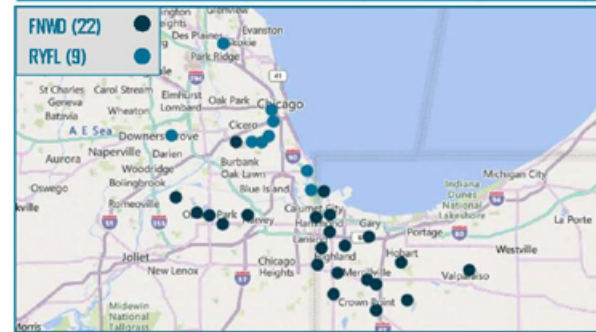
- Estate & retirement planning
- Corporate fiduciary business
- Advisory & brokerage
- IRA & Keogh accounts
- \$373M of assets under care
- 12% YOY growth in revenues from 2019 to 2020

(1) NPAs / Assets excludes restructured loans from nonperforming assets.

(2) Non-GAAP calculation, see Pages 29, 30 & 31.

(3) Core net income, adjusted for realized gain on sale of securities, amortization of intangibles and nonrecurring items.

## Branch Map



## Financial Highlights

\$ in Millions	2019	2020	Q3 2021 YTD
Total Assets	\$1,328	\$1,496	\$1,610
Total Gross Loans	906	965	956
Total Deposits	1,154	1,302	1,408
Total Equity	134	152	153
NPAs / Assets <sup>(1)</sup>	0.72%	1.11%	0.93%
NIM (FTE)	3.73%	3.64%	3.49%
Core ROAA <sup>(2)(3)</sup>	0.91%	0.94%	0.88%
Core ROATCE <sup>(2)(3)</sup>	10.6%	10.4%	9.9%
Full-Time Employees	255	264	263



# Investment Rationale

## Robust & Disciplined Growth Supporting Strong Profitability

- **9.8% TBV + Dividend CAGR** since year-end 2013
- Emphasis on expanding both **wealth management and business banking**
- **Organic growth enhanced by strategic acquisitions** expanding reach into markets that are very similar to the legacy footprint
- Core ROAA of 0.88%<sup>(1)</sup> and core ROATCE of 9.9%<sup>(2)</sup> for the year-to-date period ending in Q3 2021

## Experienced Management Team

- **Dynamic, enthusiastic management team** with significant experience in Chicago area markets led by a highly accomplished Board of Directors
- **Executive management team well positioned** to take the Company through the next phase of the strategic plan
- **18%<sup>(2)</sup> insider ownership** aligns management's interests with shareholders

## Dynamic Operating Markets

- **Operating in the "shadow" of Chicago**; enjoying the positives of Chicago's diverse economy with the benefit of being headquartered in Indiana
- **Well positioned to grow through ample acquisition opportunities** in our operating markets
- Vibrant, highly educated workforce

## Attractive & Growing Core Deposit Franchise

- Formidable and well established **core deposit base of 90%<sup>(3)</sup> of total deposits** growing in excess of 12.6% per year (2013-current)
- Dedicated to **banking our clients' entire relationship** through whichever of our channels meets their needs

## Strategic Investments in Infrastructure & Technology

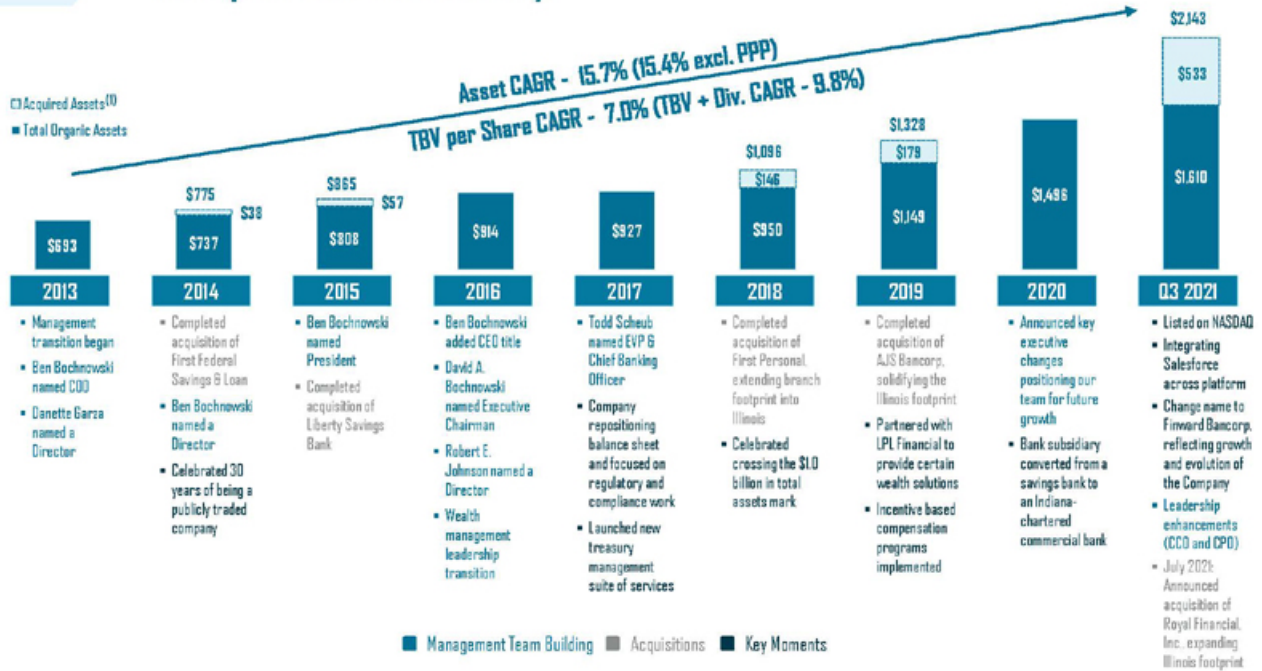
- Focused on **establishing scalable platforms** for all business lines to support continued growth
- **Re-engineering branch and digital banking channels** while bolstering data analytics to better address client needs
- **Leveraging technology** to enhance operations, creating highly scalable processes

(1) Non-GAAP calculation, see Pages 29 & 30.

(2) Prior March 2021 proxy statement. Beneficial ownership includes shares of restricted stock.

(3) Core deposits defined as total deposits less time deposits greater than \$100K.

# Corporate History










Note: Total assets as of December 31 for each period and September 30 for Q3 2021.  
 (1) Based on reported acquired assets per Company's Audits and 10-K filings.



# Executive Management Team






- Multi-generational leadership team with decades of combined experience working together
- Significant insider ownership of 18%<sup>(1)</sup> aligning interests with shareholders
- Seasoned banking team with deep ties to core operating markets
- Risk-aligned corporate culture, promoting responsibility and accountability

Officer	Years of Banking Experience	Year Started at Finward Bancorp	Position with Company
 Benjamin J. Bochnowski	11	2010	President & Chief Executive Officer
 Robert T. Lowry	36	1985	Executive VP & Chief Operating Officer
 Todd M. Scheub	26	1996	Executive VP & Chief Banking Officer
 Peyman S. Torabi	18	2003	Executive VP & Chief Financial Officer
 Leane E. Carven	27	2010	Executive VP & Chief Risk Officer
 Tanya A. Leetz	27	1994	Executive VP & Chief Technology Officer
 Jill Washington	15	2021	Senior VP & Chief People Officer

<sup>(1)</sup> For March 2021 proxy statement. Beneficial ownership includes shares of restricted stock.

# Diverse Board of Directors

Board Member	Age	Year Joined Board
 David A. Bochnowski <i>Executive Chairman</i>	76	1977

Board Member	Age	Year Joined Board
 Benjamin J. Bochnowski <i>President &amp; CEO</i>	41	2014
 Donald P. Fesko	49	2005
 Edward J. Furticella	74	2000
 Danette Garza	67	2013
 Joel Gorelick	74	2000

Board Member	Age	Year Joined Board
 Amy W. Han	58	2008
 Robert E. Johnson III	52	2016
 Kenneth V. Krupinski	74	2003
 Anthony M. Puntillo	55	2004
 James L. Wieser	74	1999

Note: See Appendix for Board of Directors biographies.

# Dynamic & Attractive Operating Market

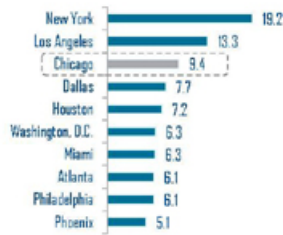
## 3<sup>rd</sup> Largest MSA Deposit Market<sup>(1)</sup>

### Deposits (\$ billions)



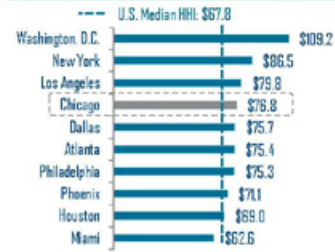
## 3<sup>rd</sup> Most Populated MSA<sup>(2)</sup>

### Population (millions)



## 4<sup>th</sup> Highest MSA HH Income<sup>(3)</sup>

### Household Income (\$ thousands)



### FNWD Operating Market: The "Shadow" of Chicago

- Benefits from Chicago's demographics and Indiana's business-friendly environment
- Indiana ranked 2<sup>nd</sup> among Midwest states for cost of doing business in 2019
- 28 Fortune 1000 companies combined headquartered throughout Chicago and Northwest Indiana
- Chief Executive magazine ranked Indiana the 5<sup>th</sup> best state in the nation for business, placing it 1<sup>st</sup> in the Midwest in 2019

Sources: S&P Global Market Intelligence, Forbes, Fortunes.com, Moody's North America Credit Review, The Times of Northwest Indiana  
 (1) Excludes non-retail deposits, branches with more than \$500 million in deposits and closed branches as of June 30, 2021.  
 (2) Data represents estimated 2021 population per S&P Global Market Intelligence.  
 (3) Ranking amongst ten largest populated MSAs of 2021.

### Key Employers in Operating Market



# Disciplined and Experienced Acquiror

	First Federal Savings & Loan Association of Hammond	Liberty Savings Bank, FSB	First Personal Bank	AJS BANCORP, INC.	Royal Financial, Inc.
<b>Transaction Date</b>	Closed April 2014	Closed July 2015	Closed July 2018	Closed January 2019	Announced July 2021
<b>Transaction Value</b>	(1)	(1)	\$16M	\$34M	\$53M
<b>Assets (\$M)<sup>(2)</sup></b> As a % of FWD Assets	\$38M 5%	\$57M 7%	\$146M 15%	\$179M 16%	\$533M 33%
<b>Loans (\$M)<sup>(2)</sup></b>	\$29M	\$28M	\$95M	\$88M	\$464M
<b>Deposits (\$M)<sup>(2)</sup></b>	\$37M	\$56M	\$125M	\$144M	\$466M
<b># of Branches</b>	2	3	3	3	9

Source: S&P Global Market Intelligence

(1) First Federal Savings & Loan Association of Hammond and Liberty Savings Bank, FSB transactions were voluntary supervisory conversions; FWD did not pay any consideration as part of its transactions.

(2) Based on reported accrued amounts per Company's Audits and 10-K filings.

# Acquisition of Royal Financial, Inc. (RYFL)

## Company Overview

- Royal Financial, Inc. has provided banking and financial services in the Chicagoland area since 1887 through its wholly-owned subsidiary Royal Savings Bank
- Headquartered in Chicago, IL and operates nine full-services branch locations throughout Chicago with lending centers in Homewood and St. Charles, IL
- Consistently profitable with net income of \$5.2 million for the twelve months ended 6/30/2021, resulting in a LIM ROAA of 1.01% and ROATCE of 11.9%
- 4.18%<sup>(1)</sup> yield on loans and 0.33%<sup>(1)</sup> cost of total deposits for the quarter ended 6/30/2021

## Transaction Rationale

- Strengthens presence in attractive Chicago market, with pro forma deposits of approximately \$1.9 billion and top 25 deposit market share in the Chicago-Naperville-Elgin, IL-IN-WI MSA
- Strong EPS accretion of ~25% in the first year of fully realized cost savings with mid single-digits tangible book value dilution and an earn back of approximately 2.3 years using the cross-over method
- Pro forma company positioned to benefit from growth potential of leveraging its present business model within those new and existing markets, while benefiting from a higher legal lending limit and additional products on the Finward platform

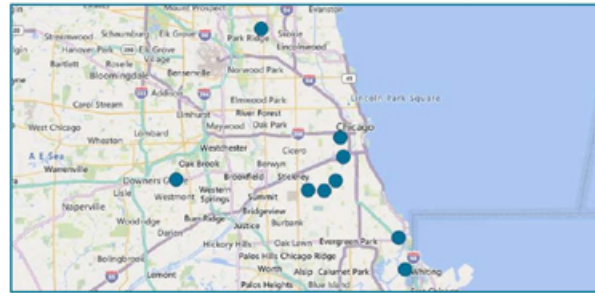
Source: SSP Global Market Intelligence

(1) Loan yield based on bank-level regulatory data and deposit cost based on BHC-GMP data

(2) Asset quality data based on bank-level regulatory data



## Branch Map



## Financial Highlights

Balance Sheet (\$M)		Capital	
Assets	\$533	TCE / TA	8.6%
Net Loans (incl. HFS)	\$460		
Deposits	\$466		
Profitability (LTM)		Asset Quality <sup>(2)</sup>	
NIM	3.42%	NPAs/Assets	0.44%
ROAA	1.01%	LLR/Loans	0.83%
ROATCE	11.9%	LLR/NPLs	175.1%
Efficiency Ratio	57.1%	LTM NCOs/Avg. Loans	(0.05%)



# Driving Service Excellence

## Deepen Relationships

- Transitioning from customers and features to relationships and solutions
- Focus on what clients need to thrive
- Broaden product/service offerings

## Drive Efficiency

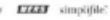
- Reduce complexity
- Reduce cycle time
- Improve sales growth

## Expand Markets

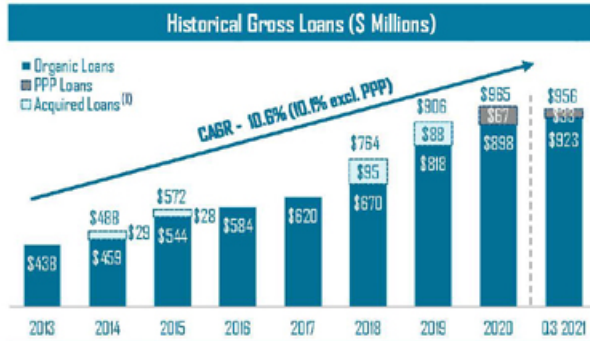
- Grow into new markets organically
- Expand product offerings
- Build scale through whole bank & team acquisitions

### Superior customer service supported by best in class technology

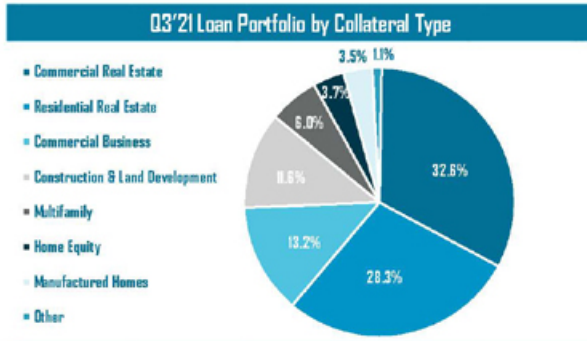
#### Technology Partners



# Well-Balanced, Growing Loan Portfolio



Source: S&P Global Market Intelligence & Company Documents.  
 Note: Total loans as of December 31 for each period and September 30 for Q3 2020. Q3 2020 exclude loans to be acquired from Royal Financial, which is expected to close in Q1 2022.  
 (1) Based on reported acquired loans per Company's Audits and 10-K filings.  
 (2) Non-GAAP calculation, see Page 31.

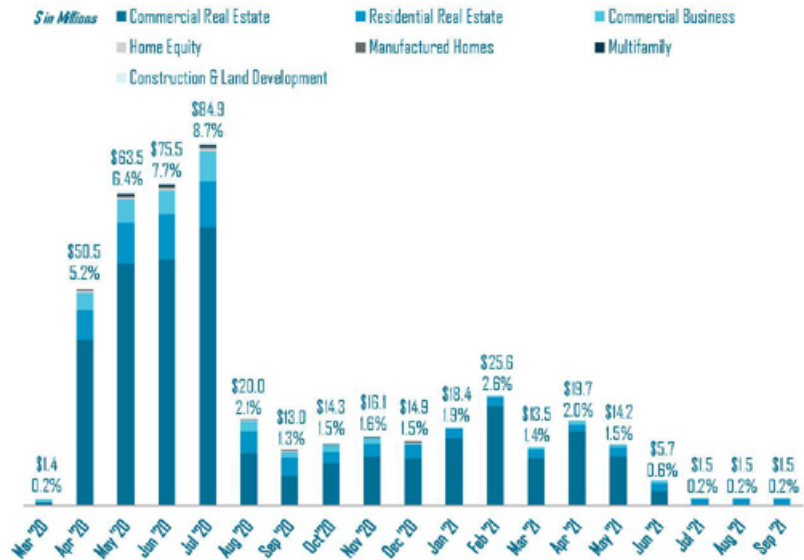


- ### Lending Strategy
- Core competency in commercial lending (46% combined total of CRE and CBI)
  - Growing CBI portfolio of \$125.9 million (\$93.0 million excl. PPP) as of 9/30/2021
  - Named 2019 Lender of the Year by the Regional Development Company for commercial lending efforts
  - Continuously making upgrades to residential mortgage platform with \$225 million of originations in 2020 and \$120 million for the year-to-date period ending in Q3 2021
  - Portfolio mortgages mainly jumbo loans, high quality loans with 10-15 year terms, and acquired loans

# COVID-19 Impacts

## Credit Modifications / Deferrals

- Prudently helping borrowers unable to meet contractual payment obligations due to COVID-19
- Consistent with regulatory guidance, consider deferrals/modifications if borrower's cash flow impacted by the pandemic
- Total deferrals/modifications of \$1.5 million (0.2% of total loans)
- As of 9/30/2021, 100% of deferrals are interest only



Sources: Company Documents.



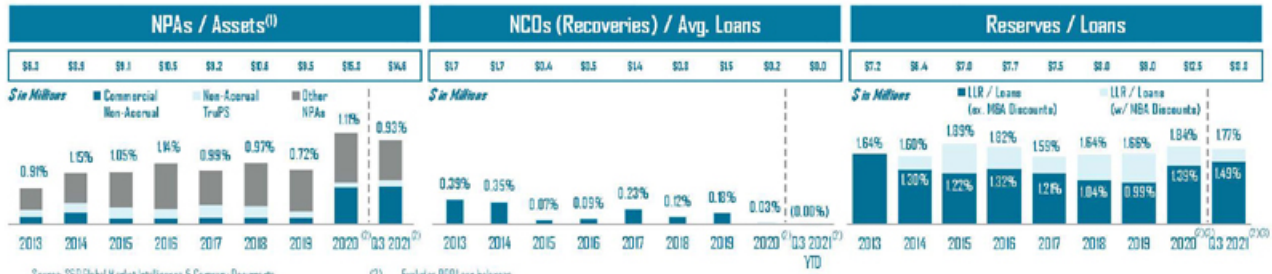
# Conservative Approach to Credit

## Credit Philosophy

- Experienced banking team with deep knowledge of the Chicago area market empowered to be relationship bankers (not just lenders)
- Prudent risk identification and mitigation processes in place to proactively address risks in the loan portfolio
- Compete aggressively for new lending opportunities, but will always appropriately structure credits to minimize risk
- Loan portfolio is well diversified to reduce concentration risks

## Credit Underwriting and Administration

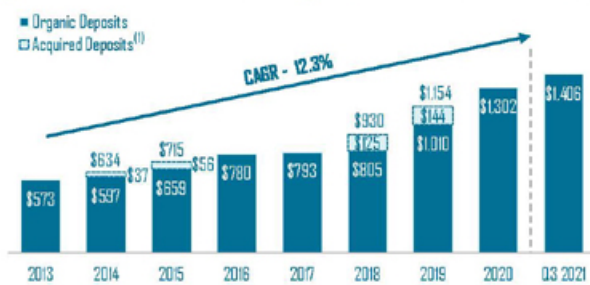
- Credit approval process is layered through Chief Business Banking Officer and loan committees (DLC, SDLC and Board EC)
- Additional personnel to be hired in near future
- 60% of the portfolio was reviewed by an internal team or third party in 2020
- Stress test was conducted by an outside third party in 2020 and will be tested again this year
- Commercial portfolio workout manager actively monitors and works with borrowers for problem credits



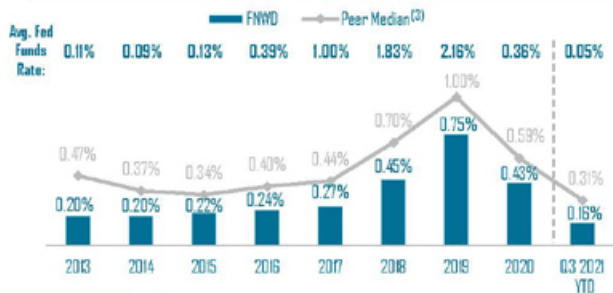
Source: S&P Global Market Intelligence & Company Documents.  
 (1) NPAs / Assets excludes restricted loans from nonperforming assets.  
 (2) Excludes PPP loan balances.  
 (3) Non-GAAP calculation, see Page 38.

# Stable and Growing Core Deposit Franchise

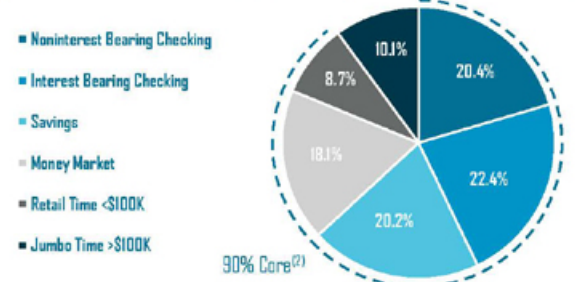
## Historical Total Deposits (\$ Millions)



## Cost of Deposits (%)



## Q3'21 Deposit Composition



## Deposit Strategy

- Formidable and well established core deposit franchise provides low-cost source of funding for loan origination
- 68% loans/deposits provides ample room for loan growth
- 81% of total deposits are non-maturity as of 9/30/2021
- Top quartile<sup>(3)</sup> cost of deposits at 16 bps for the year-to-date period ending 9/30/2021
- 82% of time deposits as of 9/30/2021 repricing over the next 12 months; providing opportunity for additional potential down-trend in pricing

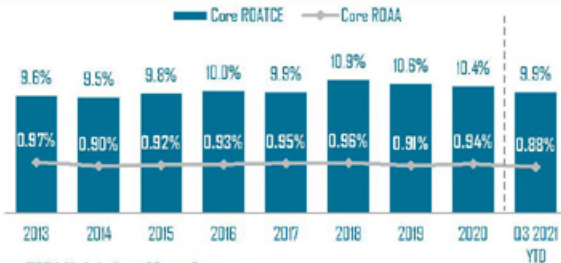
Sources: S&P Global Market Intelligence & Company Documents.  
 Note: Total deposits as of December 31 for each period and September 30 for Q3 2021; Q3 2021 excludes deposits to be acquired from Royal Financial, which is expected to close in Q4 2022.  
 (1) Based on reported acquired deposits per Company's Audits and 10-K filings.  
 (2) Core deposits defined as total deposits less time deposits greater than \$100K.  
 (3) Peer group consists of 10 largest major exchange-traded banks with total assets between \$1.0 billion and \$2.0 billion as of 9/30/2021.

# Core Earnings Power

## Profitability

- Strong earnings continue to accrete to and build capital
- Low cost funding allows for utilizing the balance sheet efficiently
- Successful execution of M&A strategy resulting in realized synergies more than accounting for one-time deal-related costs
- Future profitability to be driven by a combination of organic growth, streamlining of internal operations, and accretive M&A

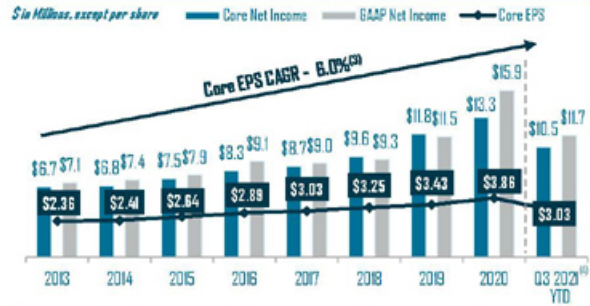
## Core ROAA<sup>(1)(2)</sup> & Core ROATCE<sup>(1)(2)</sup>



Source: S&P Global Market Intelligence & Company Documents.

(1) Core net income, adjusted for realized gain on sale of securities, amortization of intangibles and nonrecurring items.  
 (2) Non-GAAP calculation, see Pages 29 & 30.

## Core Net Income<sup>(1)(2)</sup> & Earnings Per Share<sup>(1)(2)</sup>



## Core Pre-Provision Net Revenue<sup>(1)(2)</sup> / Avg. Assets



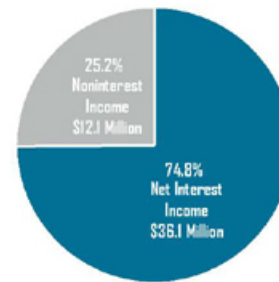
(3) For comparison purposes, CAGR calculated using Core EPS for the 10M period ending 03/30/2021.  
 (4) Earnings metrics for the year-to-date period ending 9/30/2021.

# High Quality, Recurring Revenues

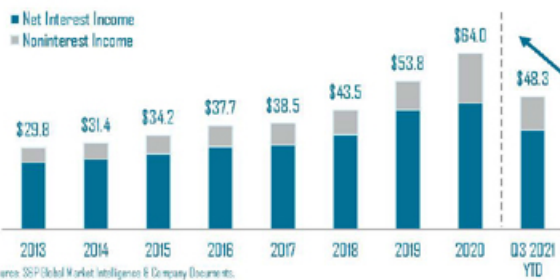
## Revenue Themes

- Solid net interest margin throughout the economic cycle driven by
  - Top quartile cost of deposits
  - Well managed/diversified loan portfolio with a commercial focus
- Noninterest income is a meaningful component of revenues
  - Flexible mortgage banking operation capable of scaling to meet demand with minimal incremental costs
  - Treasury management business providing value to business clients while augmenting fee income
  - Growing/diversifying wealth management venture

## Q3'21 Year-To-Date Gross Revenue

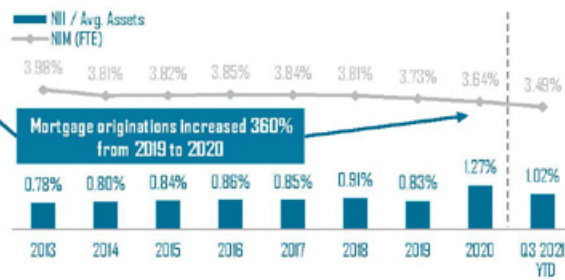


## Gross Revenue (\$ Millions)



Sources: S&P Global Market Intelligence & Company Documents.

## Revenue Trends



# Diversified Sources of Fee Income

## Noninterest Income Business

- Mortgage banking, service income, wealth management and other noninterest income streams are all internally developed
- Recurring fee income buttressed by record gains on mortgage loan sales (up 266% YOY from 2019 to 2020)
- 2020 wealth management income up 12% YOY from 2019 (income tied to trust and fiduciary business, not AUC)
- Investments in enhanced treasury management services compliment business lending activities

## Noninterest Income Components

\$ in Millions

■ Gain on Sale of Loans ■ Fees & Service Charges ■ Wealth Management ■ Gain on Sale of Securities ■ Other

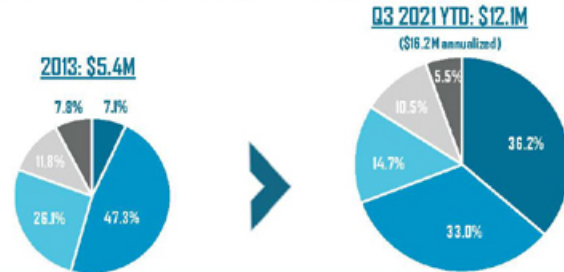


Sources: S&P Global Market Intelligence & Company Documents.



## Noninterest Income Breakdown

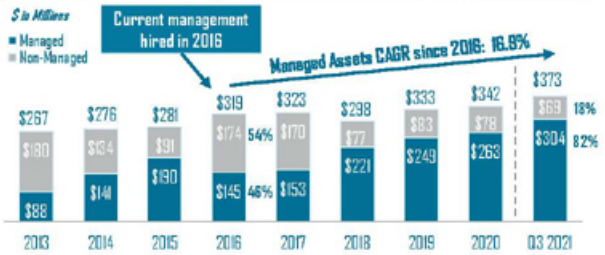
■ Gain on Sale of Loans ■ Fees & Service Charges ■ Wealth Management ■ Gain on Sale of Securities ■ Other



## Wealth Management AUC (Assets Under Care)

\$ in Millions

■ Managed ■ Non-Managed



Current management hired in 2016

Managed Assets CAGR since 2016: 16.8%



# Focused Expense Management

- Investments in core technology platforms key to leveraging of the expense base
- Long-term goal of core efficiency ratio under 60%
- Long-term goal of core NIE / Avg. Assets under 2.5%
- Total assets per FTE has increased 25% since the closing of last bank acquisition
- Have begun a multi-year process to reposition Banking Centers for the needs of our individual communities while increasing efficiency



Sources: S&P Global Market Intelligence & Company Documents.

(1) To calculate Efficiency Ratio, NIE excludes amortization of intangibles, foreclosure & reorg expense, and nonrecurring expense while NI excludes gain on sale of securities and gain from sale of foreclosed real estate.

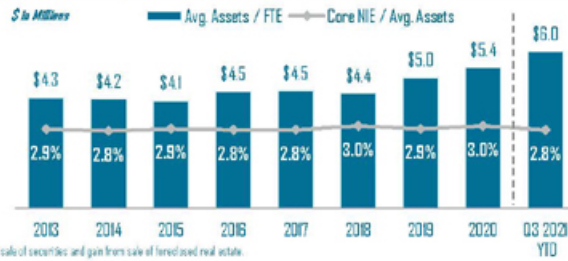
(2) Non-GAAP calculation, see Page 32.

(3) NIE excludes amortization of intangibles, foreclosure & reorg expense, and nonrecurring expenses.

## Core Noninterest Expense & Core Efficiency Ratio<sup>(1)(2)</sup>



## Avg. Assets / FTE & Core NIE / Avg. Assets<sup>(2)(3)</sup>



# Robust Capital Levels

## Capital Management

- Regulatory capital levels in excess of well-capitalized requirements
- TCE and regulatory capital ratios demonstrate a consistent ability to leverage capital
- Have a capital plan in place that satisfies our internal goals

## Holding Company Total Capital Ratio (%)



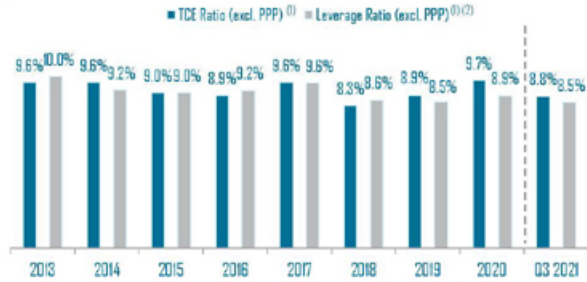
Source: S&P Global Market Intelligence & Company Documents.

(1) Non-GAAP calculation, see page 30.

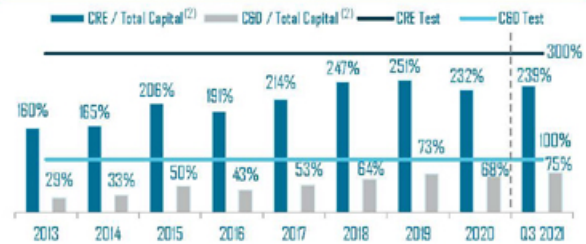
(2) Leverage Ratio excludes PPP loan balance from average assets for leverage ratio.

(3) Commercial real estate loans divided by total risk-based capital and construction & development loans divided total risk-based capital.

## TCE / TA & Leverage Ratio (%)



## CRE and C&D / Total Risk Based Capital (%)

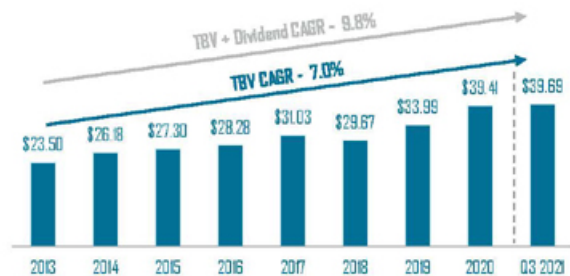


# Reliable Stewards of Capital

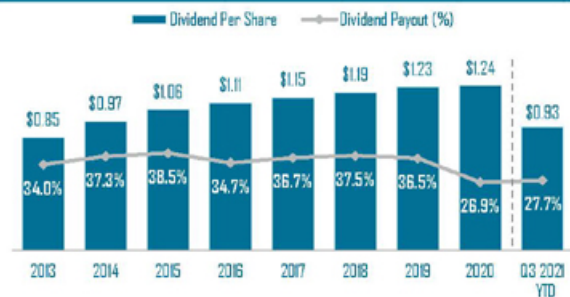
## Capital Strategy

- Commitment to growing tangible book value per share:
  - (1) Supporting organic growth
  - (2) Acquisitions
  - (3) Returning capital to shareholders
- Retaining capital necessary to support organic growth initiatives
- Deploying capital through strategic acquisitions that expand our geographic footprint and grow fee based business lines in a financially accretive manner
- Returning capital to shareholders through reasonable and competitive dividend
- Authorized buyback program in place since 2014

## Tangible Book Value Per Share Growth<sup>(1)</sup>



## Annual Dividend Per Share



Source: S&P Global Market Intelligence & Company Documents.  
 (1) Non-GAAP calculation, see Page 20.



# Recap of Franchise Highlights



## Experienced and Invested Leadership

- Dynamic team with significant experience in Chicago area markets
- Interests aligned with shareholders through substantial ownership



## Meaningful Presence in Diverse, Dynamic Markets

- Benefiting from Chicago's demographics and Indiana's business-friendly environment
- Well positioned to grow through acquisition opportunities in existing markets



## Attractive Core Deposit Franchise

- 90% core deposits with top quartile cost of deposits for the year-to-date period ending Q3 2021 of 16bps
- Growing core deposits in excess of 12.6% per year (CAGR since 2013)



## Track Record of Exceptional Growth and Profitability

- Producing long-term earnings growth in excess of 6.0%<sup>(1)</sup> (CAGR since 2013) and TBV growth in excess of 7.0% (CAGR since 2013)
- Future profitability focused on a combination of organic growth, streamlining operations, and M&A



## Investing to Position For the Future

- Investing in all business lines with a focus on: (1) deepening relationships; (2) driving efficiency; and (3) expanding markets and product offerings
- Moving toward best in class technology stack

(1) For comparison purposes, CAGR calculated using Core EPS for the 11M period ending 9/30/2021.

THANK YOU



# APPENDIX



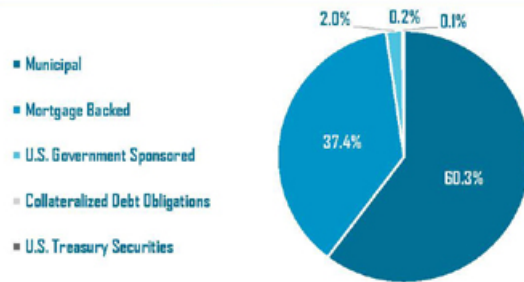
# Board of Directors

Board Member	Age	Year Joined Board	Experience
David A. Bochnowski <i>Chairman</i>	76	1977	<ul style="list-style-type: none"> <li>Executive Chairman since 2016 and previously CEO of the Company for 35 years</li> <li>Honored by Indiana Bankers Association as a Leader in Banking Excellence and former Chairman of America's Community Bankers Association</li> </ul>
Benjamin J. Bochnowski <i>President &amp; CEO</i>	41	2014	<ul style="list-style-type: none"> <li>Became EVP &amp; COO of the Company in 2013, promoted to President in 2015 and became CEO in 2016</li> <li>Director and member of the Executive Committee of the Indiana Bankers Association and serves on the Membership Committee of American Bankers Association</li> </ul>
Donald P. Fesko	49	2005	<ul style="list-style-type: none"> <li>President &amp; CEO of Community Foundation of Northwest Indiana, a healthcare system with three hospitals and multiple outpatient facilities</li> <li>Former CEO of Community Hospital from 2005 to 2016 before being promoted to President &amp; CEO of entire healthcare system</li> </ul>
Edward J. Furticella	74	2000	<ul style="list-style-type: none"> <li>Professor Emeritus of Accounting at Purdue University Northwest, holding titles of Clinical Professor and Department Head among others</li> <li>Former CFO of Peoples Bank from 1995 to 2004 and serves on the Risk Management, Executive &amp; Strategic Planning Committees</li> </ul>
Danette Garza	67	2013	<ul style="list-style-type: none"> <li>Business leader who owns Jack Gray Transport Logistics Network, a hauler operation and certified Minority &amp; Women's Business Enterprise</li> <li>Served as Probate Commissioner for the Lake County Superior Court from 2013 to 2017 and is a CPA as well as a licensed attorney</li> </ul>
Joel Gorelick	74	2000	<ul style="list-style-type: none"> <li>Served as President &amp; COO of the Company until January 2013 and has over 40 years of banking experience, including retail and commercial</li> <li>Serves as Charter Chairman Emeritus of the Lake County Economic Alliance</li> </ul>
Amy W. Han	58	2008	<ul style="list-style-type: none"> <li>Completed a Ph.D. in counseling/clinical psychology; prior to graduate work held management consultant roles with Norrell Services and AT&amp;T</li> <li>Currently serves as the Director for Clinical Affairs and Education at the Northwest campus of Indiana University School of Medicine</li> </ul>
Robert E. Johnson III	52	2016	<ul style="list-style-type: none"> <li>Founder, President &amp; CEO of Cimcor, Inc., a developer of cutting edge IT security software enabling companies to maintain IT system integrity</li> <li>Previously Manager of business systems for Kvaerner-Metals and Manager of Process Automation &amp; Control for Davy McKee Corporation</li> </ul>
Kenneth V. Krupinski	74	2003	<ul style="list-style-type: none"> <li>Past President of Swartz, Retson &amp; Co., P.C. (CPA firm) and was a Certified Public Accountant for 43 years</li> </ul>
Anthony M. Puntillo	55	2004	<ul style="list-style-type: none"> <li>Co-Owner, Managing Partner &amp; Founder of Puntillo and Crane Orthodontics, PC, a dental specialty practice with locations in Northwest Indiana</li> <li>Current President-Elect of the Great Lakes Association of Orthodontists and member of various orthodontics associations</li> </ul>
James L. Wieser	74	1999	<ul style="list-style-type: none"> <li>Attorney with over 47 years of experience, concentrating in real estate development and representation of small businesses</li> </ul>

# Well-Positioned Securities Portfolio

- Securities book currently represents 33.0% of the overall balance sheet
- Began investing excess liquidity into securities portfolio in Q4'20 to enhance net interest margin
- As of Q3'21, 98% of portfolio consisted of municipals and mortgage backed securities
- Remainder of portfolio primarily in money market funds to provide for a certain level of immediate liquidity
- Conservative approach to managing investments resulted in a yield on securities of 1.97% for the year-to-date period ending in Q3'21
- An investment subsidiary headquartered in Nevada manages the securities portfolio, minimizing taxes payable on the securities portfolio

## Q3'21 Securities Composition



## Securities Balance & Yield



Sources: S&P Global Market Intelligence & Company Documents.





# Historical Financial Summary

\$ in thousands, except per share data	Fiscal Year Ended December 31				Fiscal YTD
	2017	2018	2019	2020	Q3 2021
<b>Balance Sheet &amp; Capital</b>					
Total Assets	\$927,259	\$1,096,158	\$1,328,161	\$1,496,292	\$1,609,924
Loans, Net	612,729	756,438	897,228	952,588	942,578
Total Deposits	793,004	929,706	1,154,370	1,302,339	1,406,200
Tangible Common Equity <sup>(1)</sup>	88,844	89,872	117,319	136,461	138,086
TBV Per Share <sup>(2)</sup>	\$31.03	\$29.67	\$33.99	\$39.41	\$39.69
TCE / TA (%) <sup>(1)(2)</sup>	9.6 %	8.3 %	8.9 %	9.7 %	8.8 %
Tier 1 Leverage Ratio (%) <sup>(1)(2)</sup>	9.6 %	8.6 %	8.5 %	8.9 %	8.5 %
Total Risk-Based Capital Ratio (%)	14.0 %	12.6 %	12.7 %	14.0 %	14.4 %
<b>Asset Quality</b>					
Nonperforming Assets	\$9,221	\$10,593	\$9,532	\$15,832	\$14,635
NPA's / Assets (%) <sup>(1)(2)(3)</sup>	0.99 %	0.97 %	0.72 %	1.11 %	0.93 %
NPL's / Loans (%)	0.89 %	1.11 %	0.91 %	1.49 %	1.42 %
NCOs (Recoveries) / Average Loans (%)	0.23 %	0.12 %	0.18 %	0.03 %	(0.00) %
ALLL / Total Loans (%) <sup>(1)(2)(4)</sup>	1.59 %	1.64 %	1.66 %	1.84 %	1.77 %
<b>Income Statement</b>					
Net Interest Income	\$30,766	\$34,359	\$43,158	\$45,881	\$36,118
Provision for Loan Losses	1,200	1,308	2,584	3,687	1,293
Noninterest Income	7,752	9,099	10,670	18,148	12,139
Noninterest Expense	25,488	31,383	38,030	41,636	33,904
Income Tax Expense	2,869	1,430	1,678	2,774	1,408
Net Income	8,961	9,337	11,536	15,932	11,652
GAAP Earnings Per Share	\$3.13	\$3.17	\$3.37	\$4.60	\$3.35
<b>Profitability Ratios</b>					
Core ROAA (%) <sup>(1)</sup>	0.95 %	0.96 %	0.91 %	0.94 %	0.88 %
Core ROATCE (%) <sup>(1)</sup>	9.9 %	10.9 %	10.6 %	10.4 %	9.9 %
Net Interest Margin (FTE) (%)	3.84 %	3.81 %	3.73 %	3.64 %	3.49 %
Core Efficiency Ratio (%) <sup>(1)</sup>	68.7 %	70.7 %	69.7 %	69.0 %	71.8 %
Noninterest Income / Average Assets (%)	0.85 %	0.91 %	0.83 %	1.27 %	1.02 %
Core Noninterest Expense / Average Assets (%) <sup>(1)</sup>	2.8 %	3.0 %	2.9 %	3.0 %	2.8 %

Source: S&amp;P Global Market Intelligence &amp; Company Documents.

(1) Non-GAAP calculation, see following pages.

(2) Excludes PPP Loans.

(3) NPA's/Assets excludes restructured loans from nonperforming assets.

(4) ALLL includes MSB discounts.

# Non-GAAP Reconciliation

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	September 30, 2021 YTD
Net income	\$ 7,118	\$ 7,394	\$ 7,852	\$ 9,142	\$ 8,901	\$ 9,337	\$ 11,536	\$ 15,932	\$ 11,852
Non-recurring expenses									
Acquisition related costs	—	—	452	—	—	2,076	2,113	—	—
Non-recurring income									
BOI death benefit	—	—	—	—	—	—	(205)	—	—
Realized loss (gain) on securities	(630)	(541)	(606)	(826)	(800)	(1,200)	(621)	(2,348)	(1,276)
Amortization of intangibles	—	9	41	70	70	258	956	994	745
Loan accretion income	—	(316)	(399)	(606)	(456)	(823)	(1,971)	(1,919)	(897)
Related tax benefit / (cost)	221	298	179	477	436	(56)	(57)	687	300
DTA revaluation	—	—	—	—	517	—	—	—	—
Core net income	\$ 6,709	\$ 6,942	\$ 7,519	\$ 8,257	\$ 8,688	\$ 9,587	\$ 11,751	\$ 13,346	\$ 10,524

Diluted average common shares outstanding	2,841,990	2,844,033	2,850,001	2,855,601	2,864,037	2,949,212	3,425,066	3,459,167	3,476,406
Reported Diluted earnings per share	\$ 2.50	\$ 2.60	\$ 2.75	\$ 3.20	\$ 3.13	\$ 3.17	\$ 3.37	\$ 4.61	\$ 3.35
Core Diluted earnings per share	2.36	2.41	2.64	2.89	3.03	3.25	3.43	3.86	3.03
Average total assets	\$ 691,090	\$ 761,431	\$ 817,351	\$ 888,015	\$ 911,078	\$ 1,001,908	\$ 1,285,964	\$ 1,427,176	\$ 1,587,330
Reported Return on average assets	1.03%	0.97%	0.96%	1.03%	0.96%	0.93%	0.90%	1.12%	0.98%
Core Return on average assets	0.97%	0.90%	0.92%	0.93%	0.95%	0.95%	0.91%	0.94%	0.89%

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	September 30, 2021 YTD
Net interest income	\$ 24,427	\$ 25,363	\$ 27,370	\$ 30,064	\$ 30,766	\$ 34,359	\$ 43,158	\$ 45,881	\$ 36,118
Non-interest income	5,369	6,074	6,850	7,613	7,752	9,095	10,670	18,148	12,139
Realized loss (gain) on securities	(630)	(541)	(606)	(826)	(800)	(1,200)	(621)	(2,348)	(1,276)
Non-interest expense	(10,821)	(11,015)	(12,616)	(24,709)	(25,486)	(31,383)	(38,030)	(41,836)	(33,904)
Pre-provision net revenue	\$ 9,335	\$ 9,881	\$ 9,998	\$ 12,132	\$ 12,170	\$ 16,075	\$ 15,177	\$ 20,045	\$ 13,077
Non-recurring expenses	—	—	452	—	—	2,076	2,113	—	—
Non-recurring income	—	—	—	—	—	—	(205)	—	—
Amortization of intangibles	—	9	41	70	70	258	956	994	745
Loan accretion income	—	(316)	(399)	(606)	(456)	(823)	(1,971)	(1,919)	(897)
Core pre-provision net revenue	\$ 9,335	\$ 9,572	\$ 10,092	\$ 11,596	\$ 11,794	\$ 12,391	\$ 16,070	\$ 19,130	\$ 12,205
Average total assets	\$ 691,090	\$ 761,431	\$ 817,351	\$ 888,015	\$ 911,078	\$ 1,001,908	\$ 1,285,964	\$ 1,427,176	\$ 1,587,330
Reported Pre-provision net revenue to average assets	1.35%	1.30%	1.22%	1.37%	1.34%	1.09%	1.19%	1.40%	1.10%
Core Pre-provision net revenue to average assets	1.36%	1.26%	1.23%	1.31%	1.29%	1.24%	1.26%	1.34%	1.00%

# Non-GAAP Reconciliation

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	September 30, 2021 YTD
Total assets	\$ 693,453	\$ 775,044	\$ 864,893	\$ 913,626	\$ 927,259	\$ 1,096,158	\$ 1,328,161	\$ 1,496,252	\$ 1,609,924
Goodwill	—	(1,511)	(2,561)	(2,792)	(2,792)	(8,170)	(11,109)	(11,109)	(11,109)
Other intangibles	—	(84)	(523)	(494)	(424)	(3,422)	(5,114)	(6,119)	(3,374)
Paycheck Protection Plan ("PPP") loans	—	—	—	—	—	—	—	—	(67,175)
Tangible assets (excl. PPP)	\$ 693,453	\$ 773,349	\$ 861,809	\$ 910,340	\$ 924,043	\$ 1,084,566	\$ 1,311,938	\$ 1,413,889	\$ 1,562,549
Total stockholders' equity	60,761	76,165	80,909	84,108	92,000	101,464	133,542	151,689	152,569
Goodwill	—	(1,511)	(2,561)	(2,792)	(2,792)	(8,170)	(11,109)	(11,109)	(11,109)
Other intangibles	—	(84)	(523)	(494)	(424)	(3,422)	(5,114)	(6,119)	(3,374)
Tangible common equity	\$ 60,761	\$ 74,470	\$ 77,825	\$ 80,822	\$ 88,784	\$ 89,872	\$ 117,319	\$ 136,461	\$ 138,056
Ending number of common shares outstanding	2,841,104	2,844,167	2,851,417	2,860,157	2,864,507	3,029,157	3,451,797	3,462,908	3,479,139
<b>Tangible common equity to tangible assets (excl. PPP)</b>	8.6%	9.6%	9.0%	8.9%	9.6%	8.3%	8.9%	9.7%	8.8%
<b>Tangible book value per share</b>	\$ 21.50	\$ 26.16	\$ 27.29	\$ 28.26	\$ 31.02	\$ 29.67	\$ 33.99	\$ 39.41	\$ 39.69
Average stockholders' common equity	\$ 60,966	\$ 72,943	\$ 79,200	\$ 85,842	\$ 90,538	\$ 94,460	\$ 126,845	\$ 144,275	\$ 155,945
Average goodwill	—	(1,207)	(2,156)	(2,792)	(2,792)	(4,809)	(10,650)	(11,109)	(11,109)
Average other intangibles	—	(55)	(242)	(483)	(459)	(1,504)	(5,274)	(6,616)	(3,768)
Average tangible stockholders' common equity	\$ 60,966	\$ 71,681	\$ 76,896	\$ 82,654	\$ 87,287	\$ 88,147	\$ 110,921	\$ 128,550	\$ 141,068
<b>Reported Return on average tangible common equity</b>	10.2%	10.3%	10.2%	11.1%	10.3%	10.6%	10.4%	12.4%	11.0%
<b>Core Return on average tangible common equity</b>	9.6%	9.5%	9.8%	10.0%	9.9%	10.9%	10.6%	10.4%	9.9%

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	September 30, 2021 YTD
Tier 1 Capital	\$ 60,008	\$ 72,033	\$ 76,402	\$ 82,386	\$ 88,431	\$ 92,800	\$ 110,800	\$ 126,300	\$ 133,800
Average assets for leverage ratio	\$ 692,136	\$ 783,002	\$ 846,730	\$ 890,908	\$ 916,046	\$ 1,073,550	\$ 1,310,614	\$ 1,477,960	\$ 1,614,151
Paycheck Protection Plan ("PPP") loans	—	—	—	—	—	—	—	—	(32,802)
Average assets for leverage ratio (excl. PPP)	\$ 692,136	\$ 783,002	\$ 846,730	\$ 890,908	\$ 916,046	\$ 1,073,550	\$ 1,310,614	\$ 1,410,605	\$ 1,561,259
<b>Leverage Ratio (excl. PPP)</b>	10.0%	9.2%	9.0%	9.2%	9.6%	8.6%	8.5%	8.0%	8.5%

# Non-GAAP Reconciliation

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	September 30, 2021 YTD
<b>Reported:</b> Interest income on loans	\$ 20,891	\$ 21,232	\$ 23,203	\$ 25,269	\$ 26,859	\$ 32,392	\$ 44,455	\$ 44,867	\$ 31,201
Loan accretion income	—	(316)	(399)	(606)	(456)	(920)	(1,971)	(1,919)	(897)
<b>Core:</b> Interest income on loans	\$ 20,891	\$ 20,914	\$ 22,804	\$ 25,663	\$ 26,403	\$ 31,564	\$ 42,484	\$ 42,948	\$ 30,304
<b>Average loan balances</b>	\$ 436,429	\$ 480,404	\$ 522,278	\$ 567,119	\$ 603,913	\$ 684,159	\$ 876,611	\$ 961,167	\$ 970,740
<b>Reported:</b> Yield on loans	4.79%	4.42%	4.44%	4.47%	4.46%	4.73%	5.07%	4.67%	4.30%
<b>Core:</b> Yield on loans	4.79%	4.35%	4.37%	4.37%	4.37%	4.61%	4.85%	4.47%	4.17%

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	September 30, 2021 YTD
<b>Reported:</b> Allowance for loan losses	\$ 7,189	\$ 6,361	\$ 6,953	\$ 7,698	\$ 7,462	\$ 7,962	\$ 8,999	\$ 12,458	\$ 13,774
Additional reserves not part of ALLL	—	1,458	3,635	2,908	2,376	4,592	8,842	4,098	2,572
<b>Adjusted:</b> Allowance for loan losses	\$ 7,189	\$ 7,819	\$ 10,588	\$ 10,606	\$ 9,838	\$ 12,554	\$ 15,041	\$ 16,556	\$ 16,346
<b>Reported:</b> Loan balances	437,621	488,153	571,898	583,650	620,211	764,400	908,227	965,148	956,352
Paycheck Protection Plan ("PPP") loans	—	—	—	—	—	—	—	(67,175)	(52,602)
<b>Adjusted:</b> Loan balances	\$ 437,621	\$ 488,153	\$ 571,898	\$ 583,650	\$ 620,211	\$ 764,400	\$ 908,227	\$ 897,973	\$ 923,400
<b>Reported:</b> LLR / loans	1.64%	1.30%	1.22%	1.32%	1.21%	1.04%	0.99%	1.29%	1.44%
<b>Adjusted:</b> LLR / loans	1.64%	1.60%	1.89%	1.82%	1.59%	1.64%	1.66%	1.84%	1.77%

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	September 30, 2021 YTD
Non-accruing loans	\$ 3,780	\$ 4,599	\$ 5,201	\$ 5,605	\$ 4,996	\$ 6,595	\$ 6,507	\$ 13,799	\$ 11,027
Accruing loans > 90 days delinquent	174	941	377	500	227	321	806	566	2,516
Non-accruing TRUPS	1,262	1,611	1,912	1,689	2,209	2,050	1,076	929	1,011
OREO	1,094	1,745	1,590	2,065	1,609	1,627	1,083	538	61
<b>Total non-performing assets</b>	\$ 6,290	\$ 8,696	\$ 9,080	\$ 10,459	\$ 9,221	\$ 10,593	\$ 9,532	\$ 15,832	\$ 14,635
<b>Total assets</b>	\$ 693,453	\$ 775,044	\$ 864,893	\$ 913,626	\$ 927,259	\$ 1,096,158	\$ 1,328,161	\$ 1,496,292	\$ 1,609,924
Paycheck Protection Plan ("PPP") loans	—	—	—	—	—	—	—	(67,175)	(52,602)
<b>Total assets (excl. PPP)</b>	\$ 693,453	\$ 775,044	\$ 864,893	\$ 913,626	\$ 927,259	\$ 1,096,158	\$ 1,328,161	\$ 1,429,117	\$ 1,577,032
<b>Reported:</b> NPA / assets (excl. TDRs)	0.91%	1.15%	1.05%	1.14%	0.96%	0.97%	0.72%	1.06%	0.91%
<b>Adjusted:</b> NPA / assets (excl. TDRs & PPP)	0.91%	1.15%	1.05%	1.14%	0.99%	0.97%	0.72%	1.11%	0.93%

# Non-GAAP Reconciliation

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	September 30, 2021 YTD
Net interest income	\$ 24,427	\$ 25,363	\$ 27,370	\$ 30,054	\$ 30,766	\$ 34,359	\$ 43,158	\$ 45,881	\$ 36,118
Non-interest income	5,359	6,074	6,850	7,613	7,752	9,099	10,670	16,148	12,139
<b>Reported Revenue</b>	<b>29,786</b>	<b>31,437</b>	<b>34,220</b>	<b>37,667</b>	<b>38,518</b>	<b>43,458</b>	<b>53,828</b>	<b>64,029</b>	<b>48,257</b>
Realized loss (gain) on securities	(630)	(541)	(606)	(826)	(960)	(1,293)	(621)	(2,348)	(1,276)
Non-recurring income	—	—	—	—	—	—	(205)	—	—
<b>Core Revenue</b>	<b>\$ 29,156</b>	<b>\$ 30,896</b>	<b>\$ 33,614</b>	<b>\$ 36,841</b>	<b>\$ 37,558</b>	<b>\$ 42,255</b>	<b>\$ 53,002</b>	<b>\$ 61,681</b>	<b>\$ 46,981</b>
<b>Reported Noninterest expense</b>	<b>19,821</b>	<b>21,015</b>	<b>23,618</b>	<b>24,709</b>	<b>25,488</b>	<b>31,383</b>	<b>36,030</b>	<b>41,636</b>	<b>33,904</b>
Amortization of intangibles	—	(9)	(41)	(70)	(70)	(258)	(956)	(994)	745
Loan accretion income	—	318	399	606	456	828	1,971	1,919	(807)
Non-recurring expenses	—	—	(452)	—	—	(2,075)	(2,113)	—	—
<b>Core Non-interest expense</b>	<b>\$ 19,821</b>	<b>\$ 21,324</b>	<b>\$ 23,522</b>	<b>\$ 25,245</b>	<b>\$ 25,874</b>	<b>\$ 29,867</b>	<b>\$ 36,032</b>	<b>\$ 42,561</b>	<b>\$ 33,752</b>
<b>Reported Efficiency Ratio</b>	<b>66.6%</b>	<b>66.6%</b>	<b>69.0%</b>	<b>65.6%</b>	<b>66.2%</b>	<b>72.2%</b>	<b>70.7%</b>	<b>63.0%</b>	<b>70.3%</b>
<b>Core Efficiency Ratio</b>	<b>66.0%</b>	<b>69.0%</b>	<b>70.0%</b>	<b>68.6%</b>	<b>68.7%</b>	<b>70.7%</b>	<b>69.7%</b>	<b>63.0%</b>	<b>71.8%</b>
<b>Average total assets</b>	<b>\$ 691,090</b>	<b>\$ 761,431</b>	<b>\$ 817,361</b>	<b>\$ 888,015</b>	<b>\$ 911,078</b>	<b>\$ 1,001,908</b>	<b>\$ 1,285,964</b>	<b>\$ 1,427,176</b>	<b>\$ 1,587,330</b>
<b>Reported NIE to average total assets</b>	<b>2.9%</b>	<b>2.6%</b>	<b>2.9%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>3.1%</b>	<b>3.0%</b>	<b>2.9%</b>	<b>2.6%</b>
<b>Core NIE to average total assets</b>	<b>2.9%</b>	<b>2.6%</b>	<b>2.9%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>3.0%</b>	<b>2.9%</b>	<b>3.0%</b>	<b>2.6%</b>