

# Investor Presentation

Monday, November 29, 2021

# Finward Bancorp



A NASDAQ Traded Company - Symbol FNWD



### Additional Information for Shareholders

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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 AMENOMENTS 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. 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 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 IO-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

### Forward-Looking Statements

This presentation may contain forward-looking statements regarding the financial performance, business prospects, growth and operating strategies of Finward Bancorp ("FNWD"). For these statements, FNWD 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 FNWD, including the information in the filings FNWD makes with the Securities and Exchange Commission ("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 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-IS 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 growthe 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 FNWD'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-I9 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.

### Disclosures Regarding Non-GAAP Measures

This presentation refers to certain financial measures that are identified as non-GAAP. FNWO believes that these non-GAAP measures are helpful to investors to better understand the FNWO'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
- (I) NPAs / Assets excludes restructured leans from resperferning assets.
- (2) Non-GMP calculation, see Pages 29, 30 & 31.
- (3) Core net income, adjusted for real ged gain on sale of securities, amortization of intangibles and nonrecurring items.



Financial Highlights           \$ in Millions         2019         2020         03 2021 YTO           Total Assets         \$1,328         \$1,496         \$1,610           Total Gross Loans         906         965         956													
S in Millions	2019	2020	03 2021 YTO										
Total Assets	\$1,328	\$1,496	\$1,610										
Total Gross Loans	906	965	956										
Total Deposits	1.154	1.302	1,406										
Total Equity	134	152	153										
NPAs / Assets(1)(2)	0.72%	1.11%	0.93%										
NIM (FTE)	3.73%	3.64%	3.49%										
Core ROAA(2)(3)	0.91%	0.94%	0.88%										
Core ROATCE(2)(3)	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>(1)</sup> for the year-to-date period ending in 03 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
- 1896<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 growthrough ample acquisition opportunities in our operating markets
- · Vibrant, highly educated workforce

Attractive & Growing Core Deposit Franchise

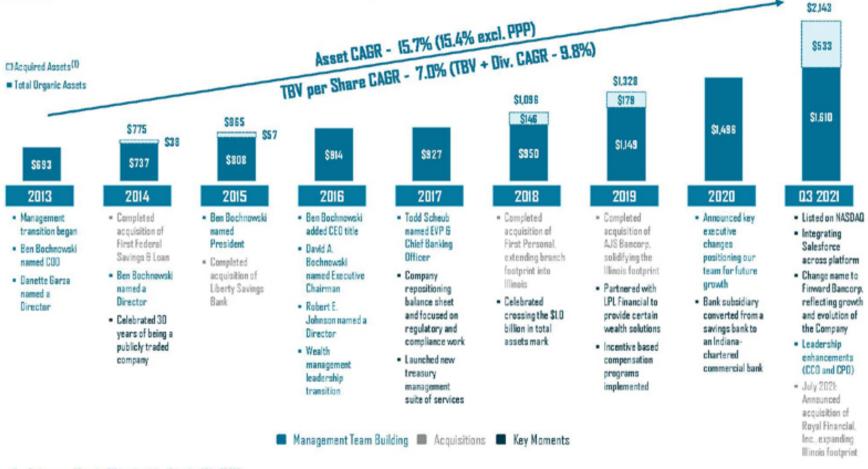
- Formidable and well established core deposit base of 90%<sup>3)</sup> of total deposits growing in excess of 12.6% per year (2013-current)
- . Dedicated to banking our clients' entire relationship through whichever of our channels meets their needs

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
- Non-GAAP calculation, see Pages 29 8 30.
- (2) Per March 2021 proxy statement. Beneficial ownership includes alones of restricted stock.
- (3) Core deposits defined as total deposits less time deposits greater than \$100K.



# Corporate History



Note: Intal assets as of December 31 for each period and September 30 for 03 202.

0) Based on reported acquired assets per Company's Audits and 10 -K fillings.



# 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
7	Benjamin J. Bochnowski	II	2010	President & Chief Executive Officer
	Robert T. Lowry	36	1985	Executive VP & Chief Operating Officer
9	Tadd M. Scheub	26	1996	Executive VP & Chief Banking Officer
9	Peymon S. Torabi	18	2003	Executive VP & Chief Financial Officer
	Leane E. Cerven	77	2010	Executive VP & Chief Risk Officer
	Tanya A. Leetz	77	1994	Executive VP & Chief Technology Officer
	Jill Washington	15	2021	Senior VP & Chief People Officer





# Diverse Board of Directors

Board Member	Age	Year Joined Board
David A. Bochnowski Executive Chairman	76	1977

Board Member	Age	Year Joined Board
Benjamin J. Bochnowski  President & CEO	41	2014
Danald P. Feska	49	2005
Edward J. Furticella	74	2000
Danette Garza	67	2013
Joel Garelick	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: Saw App and ix for Board of Directors biographics.



# Dynamic & Attractive Operating Market







### 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 5th best state in the nation for business, placing it 1st in the Midwest in 2019

Source: SSP Blobal Worket Intelligence, Forbes, Fertuna.com, Moody's North America Cast Review. The Times of Northwest Indiana.

- Excludes non-retail deposits, branches with more than \$500 million in deposits and closed branches as of June 30, 2021.
- (2) Bota represents estimated 2021 population per SSP Blobal Market Intelligence.

\$299.1

\$232.2

\$190.0

\$187.3

8.982

\$163.6

\$137.2

Chicago

Washington, D.C.

Philadelphia

Houston

Atlanta

Phoenix = \$100.4

Mami

(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	Personal Bank	TAJS BANCORP, INC.	Royal Financial, 200
Transaction Date	Closed April 2014	Closed July 2015	Closed July 2018	Closed January 2019	Announced July 2021
Transaction Value	(1)	(1)	SIGM	\$34M	\$53M
Assets (\$M) <sup>(2)</sup> As a % of FNWD Assets	\$38M 5%	\$57M 7%	S146M 15%	\$179M 16%	<b>S533M</b> 33%
Loans (SM) <sup>(2)</sup>	\$29M	\$28M	\$95M	\$88M	\$464M
Deposits (SM) <sup>(2)</sup>	\$37M	\$56M	\$125M	\$144M	\$466M
# of Branches	2	3	3	3	9

Source, SSP Global Warket Intelligence.

<sup>(2)</sup> Based on reported acquired amounts per Company's Audits and ID-K Hings



<sup>(1)</sup> First Federal Savings & Laze Accounts of Hammond and Liberry Savings Bunk, FSB transactions were valentary supervisory conventions: FNWII did not pay any consideration as part of the transactions.

### 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 LTM ROAA of 1.01% and ROATCE of 11.9%
- 4.18%<sup>(0)</sup> yield on loans and 0.33%<sup>(0)</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, SEP Elobal Warket Intelligence.

- 0) Loon yield based on bank-level regulatory data and deposit cost based on BHC-SAAP data.
- (2) Asset quality data based or bank-level reculatory data.



# Streamwood Schaumburg Eld Grove Park Robe Stokine Jan Streamwood Schaumburg Eld Grove Park Robe Stokine Jan Hangver Pick (a) Eld Grove Bartiett Rose le Ud age Bloomingdale Bensenoite Norwood Park Bloomingdale Bensenoite Norwood Park Limiturat River Forest Umrust Springs Westbrester Goero Westbrester Goero Wassernulle Downers Office Boodeled Society Ustalia Westbrester Springs Summit Naperville Wood ridge Base Budgeriew Wood ridge Base Budgeriew Wood ridge Base Budgeriew Bidgeriew Bidgeriew Wood ridge Base Budgeriew Bidgeriew Bidgeriew Bidgeriew Bidgeriew Bidgeriew Bidgeriew Bidgeriew Bidgeriew Bidgeriew Boolingbrook Downers Office Base Budgeriew Bidgeriew Bidge

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







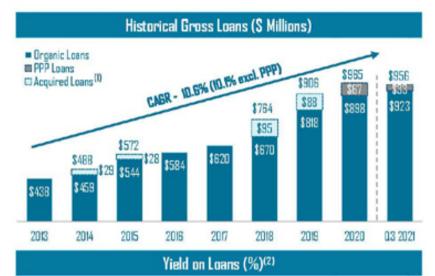


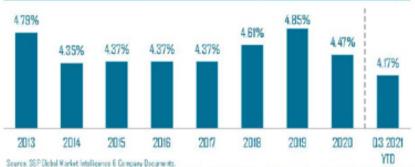






# Well-Balanced, Growing Loan Portfolio

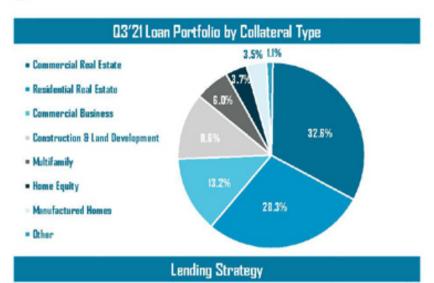




Note: Total lease as of December 3 for each period and September 30 for IS 2025 03 2021 excludes leans to be acquired from Royal Financial, which is expected to close in 01 2022.

- 0) Based on reported acquired leans per Company's Audits and IO-Kfillings.
- (2) Non-GMP calculation, see Page 31.





- Core competency in commercial lending (46% combined total of CRE and CSI)
- Growing C&I 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 03 2021
- Portfolio mortgages mainly jumbo loans, high quality loans with 10-15 year terms, and acquired loans

# COVID-19 Impacts

### 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



Source: 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 newlending 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 (OLC, SOLC 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





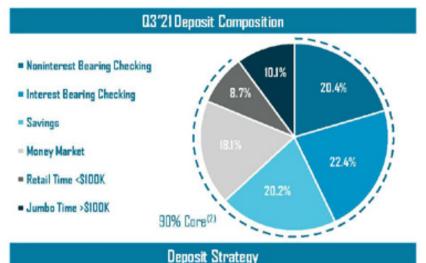
<sup>(2)</sup> Excludes PPPLs an balances.
(3) Non-SAP calculation, see Page 31.



# Stable and Growing Core Deposit Franchise



BANCORP



- 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 I6 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

Source: SEP Global Market Intelligence & Company Decuments.

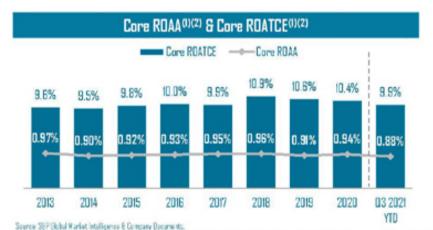
Nate: Fotal deposits as of December 3 for each period and September 30 for 03 2001; 03 2001 evolution deposits to be acquired from Royal Financial, which is expected to close in 01 2022.

- Based on reported acquired deposits per Company's Audits and II). K filings.
- (2) Core deposits defined as total deposits less time deposits greater than \$100K.
- (3) Peer group consists of Midwest major exchange-traded banks with total assets between \$1.0 billion and \$2.0 billion as of \$730.7202.

# 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

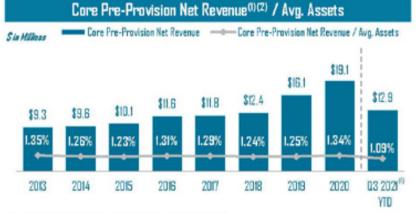




(2) Non-GMP calculation, see Pages 29 6 30.



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



(2) For comparison purposes, CASR calculated using Core EPS for the LTM period ending 9/30/2021.

(4) Earnings metrics for the year-to-date period ending 9/30/2021.

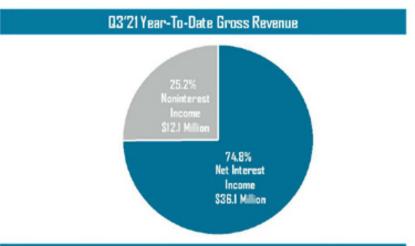
Sia Hillious, except per share

# 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







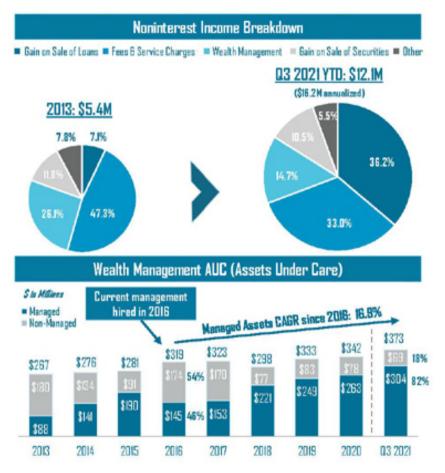


### Diversified Sources of Fee Income

### 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



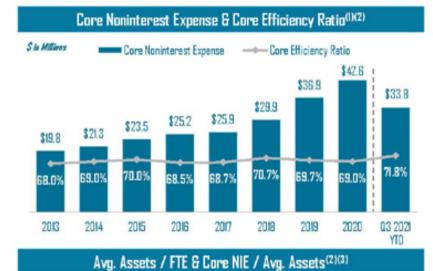


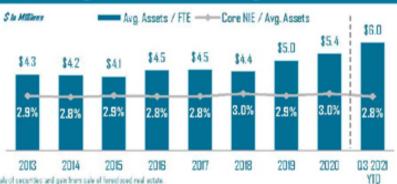


# Focused Expense Management

- 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







Source: SSP Blobal Warket Intelligence & Company Documents.

1) To calculate Efficiency Ratio: NE excludes amortization of intengibles, foreclosure 8 repoleopenae, and nonrecurring expanse while NII excludes gain on sale of securities and gain from sale of foreclosed real estate

(2) Non-GMP calculation, see Page 27.

(3) NIE excludes americation of intargibles, foreclosure 6 repo expense, and nonrecurring expenses.

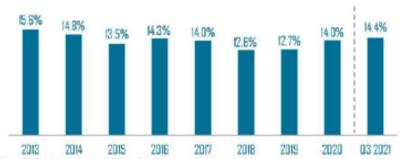


# Robust Capital Levels

### 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: SSP Blobal Worket Intelligence & Company Documents.

- (I) Non-SMP calculation, see page 30.
- (2) Leverage Ratio excludes PPP lean balance from average assets for leverage ratio.
- (3) Commercial real estate form divided by total risk-based capital and construction 6 development loans divided total risk-based capital.



# TCE / TA & Leverage Ratio (%) = TCE Ratio (excl. PPP) (0) = Leverage Ratio (excl. PPP) (0) (2) 9.6% 0.0% 9.6% 9.2% 9.0% 9.0% 8.9% 9.2% 9.6% 9.6% 8.9% 8.5% 8.5% 8.5% 8.5% 8.5% 8.5%



2017

2018

2019

2020

03 2021

2016

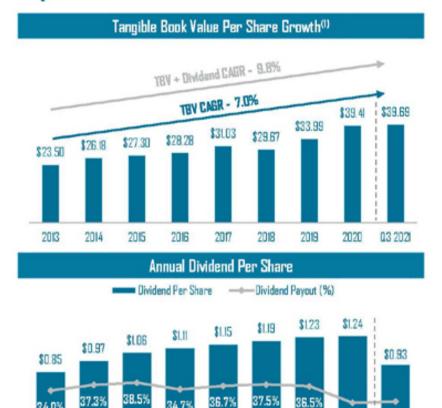
2013

2014

# 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



34.7%

2016

2017

2013

2014

2015





27.7%

03 2021

YTD

26.9%

2020

2018

2019

# 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 03 2021 of 16bps
- Growing core deposits in excess of I2.6% 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 MSA



### 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, CASR calculated using Core EPS for the LTM period ending 9/30/2020.



# THANK YOU



# **APPENDIX**



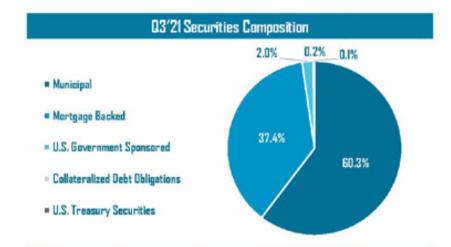
# **Board of Directors**

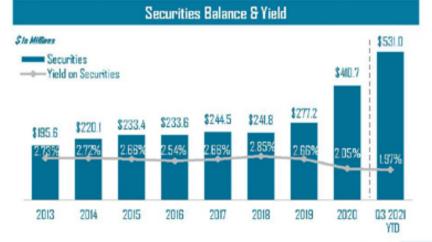
Board Member	Age	Year Joined Board	Experience
David A. Bochnowski <i>Chairman</i>	76	1977	<ul> <li>Executive Chairman since 2016 and previously CEO of the Company for 35 years</li> <li>Honored by Indiana Bankers Association as a Leader in Banking Excellence and former Chairman of America's Community Bankers Association</li> </ul>
Benjamin J. Bochnowski President & CEO	41	2014	<ul> <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> <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> <li>Professor Emeritus of Accounting at Purdue University Northwest, holding titles of Clinical Professor and Department Head among others</li> <li>Former CFD 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> <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 Garelick	74	2000	<ul> <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> <li>Completed a Ph.D. in counseling/clinical psychology: prior to graduate work held management consultant roles with Norrell Services and ATGT</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> <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> <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> <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> <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









# Historical Financial Summary

	Fiscal Year Ended December 31												
S in thousands, except per share data	2017		2018		2019		2020	Q3 2021					
Balance Sheet & Capital													
Total Assets	\$927,259		\$1,096,158		\$1,328,161		\$1,496,292	\$1,609,924					
Loans, Net	612,729		756,438		897,228		952,688	942,578					
Total Deposits	793,004		929,786		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					
TBVPer Share <sup>(1)</sup>	\$31.03		\$29.67		\$33.99		\$39.41	\$39.69					
TCE / TA (%)(1)(2)	9.6	%	8.3	%	8.9	%	9.7 %	8.8 %					
Tier 1 Leverage Ratio (%)(102)	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 9					
Asset Quality													
Nonperforming Assets	\$9,221		\$10,593		\$9,532		\$15,832	\$14,635					
NPAs / Assets (%)(1(2)(3)	0.99	%	0.97	%	0.72	%	1.11 %	0.93 %					
NPLs /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 (%)(1)(2)(4)	1.59	%	1.64	%	1,66	%	1.84 %	1.77 %					
Income Statement													
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					
Profitability Ratios													
Core ROM (%) <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: SSP Blobal Market Intalligence & Company Documents.

- Non-GAP calculation, see following pages.
   Excludes PPP Loans:

- (3) MPAc/Assets excludes restructured leans from norperforming assets.
- (4) ALL includes MSA discounts.



(\$ in thousends)		2013		2014		2015		2016		2017	2018		2019	2020	S	eptember 30, 2021 YTD
Net income	\$	7,118	\$	7,394	\$	7,852	\$	9,142	\$	8,961	\$ 9,337	S	11,536	\$ 15,932	- 5	11,652
Non-recurring expenses																
Acquisition related costs		-		-		462		-		_	2,076		2,113	-		-
Non-recurring income																
BOLI death benefit		_		_		-		-		_	-		(205)	-		-
Realized loss/(gain) on securities		(630)		(641)		(606)		(826)		(860)	(1,200)		(621)	(2.348)		(1,276)
Amortization of Intangibles		_		9		41		70		70	268		966	994		745
Loan accretion income		_		(318)		(390)		(606)		(466)	(828)		(1.971)	(1,919)		(897)
Related tax benefit / [cost)		221		298		179		477		436	(66)		(57)	687		300
DTArevaluation		_		-		_		_		617	-		_	-		_
Core net income	\$	6,709	\$	6,842	\$	7,519	\$	8,257	\$	8,668	\$ 9,587	S	11,751	\$ 13,346	1	10,524
Diruted average common shares outstanding		2,841,990		2,644,033		2,860,801		2,868,601		2,864,037	2,949,212		3,425,066	3,469,167		3,476,406
Reported: Diluted earnings per share	\$	2.50	\$	260	\$	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	3.66		3.03
Average total assets	\$	691,090	\$	761,431	\$	817,361	\$	888,015	\$	911,078	\$ 1,001,908	S	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%		0.96%
Core: Return on average assets		0.97%		0.90%		0.92%		0.93%		0.95%	0.96%		0.91%	0.94%		0.88%
(\$ in th outsends)																
		2013		2014		2015		2016		2017	2018		2019	2020	8	eptember 30, 2021 YTD
Net interest income	5	24,427	ŧ	26,363	\$	27,370	\$	30,064	\$	30,766	\$ 34,369	\$	43,158	\$ 45.881	\$	36,118
Non-interestingome	*	5 369		6.074		6,850	8	7.613	,	7,782	9,099	4	10.670	18.148		12,139
Realized loss/(gain) on securities		(630)		(541)		(606)		(826)		(000)	(1,200)		(621)	(2,348)		(1,276)
Non-interest expense		(19.821)		(21,016)		(23,616)		(24,709)		(25,488)	(31,383)		(38,030)	(41,636)		(83,904)
Pre-provision net revenue	\$	9,336	\$	9,881	\$	9,996	\$	12,132	\$	12,170	\$ 10,876	\$	15,177	\$ 20,045	- \$	13,077
Non-recurring expenses		_		_		452		_		_	2,076		2,113	_		_
Non-recurring income		_		_		_		-		-	-		(206)	-		-
Amortization of intangibles		_		9		41		TO		70	268		966	994		745
Loan accretion income		_		(318)		(399)		(606)		(456)	(828)		(1,971)	(1,919)		(897)
Core: pre-provision net revenue	\$	9,335	\$	9,572	\$	10,092	\$	11,596	\$	11,784	\$ 12,391	\$	16,070	\$ 19,120	\$	12,925
Average total assets	\$	691,090	\$	761,431	5	817,361	\$	888,015	\$	911,078	\$ 1,001,908	\$	1,285,984	\$ 1,427,176	\$	1,587,330
Reported: Fre-provision net revenue to average assets		1.38%		1.30%		1.22%		137%		1.34%	1.09%		1.18%	1.40%		1.10%



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(\$ in thousands)	_												
		2013	2014		2015	2016	2017		2018	2019	2020		eptember 30, 2021 YTD
Total assets	\$	693,453	\$ 775,044	5	864,893	\$ 913,626	\$ 927,259	5	1,096,158	\$ 1,328,161	\$ 1,496,292	5	1,609,924
Goodwill		_	(1,611)		(2,561)	(2,792)	(2,792)		(8,170)	(11,109)	(11,109)		(11,109)
Other inlangibles		_	(84)		(523)	(494)	(424)		(3,422)	(5,114)	(4,119)		(3,374)
Paytheck Protection Plan ("PPP") loans		-	_		_	_	_		_	-	(67,175)		(32,892)
Tangible assets (excl. PPP)	\$	693,453	\$ 773,349	ş	861,809	\$ 910,340	\$ 924,043	ş	1,084,588	\$ 1,311,938	\$ 1,413,889	\$	1,562,549
Total stockholders' equity		66,761	76,165		80,909	84,108	92,000		101,464	133,542	151,689		152,569
Goodwill		100	(1,611)		(2,561)	(2,792)	(2,792)		(8,170)	(11,109)	(11,109)		(11,100)
Other inlangibles		_	(84)		(523)	(494)	(424)		(3,422)	(5,114)	(4,119)		(3,374)
Tangible common equity	\$	66.761	\$ 74,470	- \$	77,825	\$ 60.822	\$ 68,644	\$	89,872	\$ 117.319	\$ 136.461	\$	138,066
Ending number of common shares outstanding		2,841,164	2,844,167		2,851,417	2,860,157	2,864,507		3,029,157	3,451,797	3,462,908		3,479,139
Tangible common equity to tangible assets (excl PPP)		0.6%	9.6%		9.0%	8.9%	9.6%		8.3%	8.9%	9.7%		8.6%
Tangible book value per share	\$	23.50	\$ 26.18	\$	27.29	\$ 28.26	\$ 31.02	\$	29.67	\$ 33.99	\$ 39.41	\$	39.69
Average stockholders' common equity	\$	60,966	\$ 72,943	\$	79,299	\$ 85,842	\$ 90,538	\$	94,460	\$ 126,845	\$ 144,275	\$	155,945
Average goodwill		_	(1,007)		(2,156)	(2,705)	(2,792)		(4,809)	(10,650)	(11,109)		(11,109)
Average other intangibles		_	(55)		(249)	(483)	(459)		(1,504)	(5,274)	(4,616)		(3,768)
Average tangible a tockholders' common equity	\$	69,966	\$ 71,881	ş	76,895	\$ 82,654	\$ 87,287	ş	88,147	\$ 110,921	\$ 128,550	\$	141,068
Reported: Return on average langible common equity		10.2%	10.3%		10.2%	11.1%	10.3%		10.6%	10.4%	12.4%		11.0%
Core: Return on average tangible common equity		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	8	eptember 30, 2021 YTD
Tier 1 Capital	\$	69,008	\$ 72,033	5	76,402	\$ 82,386	\$ 88,431	\$	92,800	\$ 110,800	\$ 125,300	\$	133,800
Average assets for leverage ratio	\$	692,136	\$ 783,002	\$	646,736	\$ 898,966	\$ 916,646	\$	1,073,550	\$ 1,310,614	\$ 1,477,980	\$	1,614,151
Paychock Protection Plan ("PPP") loans		_	_		_	_	_		_	_	(67,175)		(32,802)
Average assets for leverage ratio (excl PPP)	\$	692,138	\$ 783,002	ş	846,736	\$ 898,968	\$ 916,846	\$	1,073,550	\$ 1,310,614	\$ 1,410,805	\$	1,581,259
Leverage Ratio (excl PPP)		10.0%	9.2%		9.0%	9.2%	9.6%		8.6%	8.5%	8.0%		8.5%



		2013	2014	2015	2016	2017		2018	2019	2020		optember 30, 2021 YTD
Reported: Interest income on loans	\$	20,891	\$ 21,232	\$ 23,203	\$ 26,269	\$ 26,659	\$	32,392	\$ 44.455	\$ 44,867	\$	31,291
Loan accretion income		_	(316)	(399)	(606)	(456)		(828)	(1,971)	(1,919)		(897)
Core: Interestincome on loans	s	20,891	\$ 20,914	\$ 22,804	\$ 25,663	\$ 26,403	\$	31,564	\$ 42,484	\$ 42,948	5	30,394
Average loan balances	\$	436,429	\$ 480,404	\$ 522,278	\$ 587,119	\$ 603,913	1	684,159	\$ 876,611	\$ 961,187	\$	970,740
Reported: Yield on loans		4.79%	4.42%	4.44%	4.47%	4.45%		4.73%	5 07%	4.67%		4.30%
Core; Yield on loans		4.79%	4.35%	4.37%	4.37%	4.37%		4.61%	4.85%	4.47%		4.17%

### (\$ in thousands)

											94	ptember 30,
	2013	2014		2015	2016	2017		2018	2019	2020		2021 YTD
Reported: Allowance for loan losses	\$ 7,189	\$ 6,361	\$	6,953	\$ 7,698	\$ 7,462	\$	7,962	\$ 6,999	\$ 12,458	\$	13,774
Additional reserves not part of ALLL.	_	1,458		3,835	2,908	2,376		4,592	8,042	4,098		2,572
Adjusted: Allowance for loan losses	\$ 7.189	\$ 7,819	\$	10,788	\$ 10,606	\$ 9,658	\$	12,554	\$ 15,041	\$ 16,556	\$	16,346
Reported: Loan balances	437,821	488,153		571,898	583,650	620,211		764,400	906,227	965,146		956,352
Paycheck Protection Plan ("PPP") loans	_	_		_	_	_		_	_	(67,175)		(32,892)
Adjusted: Loan balances	\$ 437,821	\$ 488,153	ş	571,898	\$ 583,650	\$ 620,211	1	764,400	\$ 906,227	\$ 897,971	3	923,460
Reported: LLR / loans	1.64%	1.30%		1.22%	1.32%	1.21%		1.04%	0.99%	1.29%		1.44%
Adjusted: LLR / loans	1.64%	1.00%		1.09%	1.02%	1.59%		1.04%	1.00%	1.84%		1.77%

### (\$ in thousands)

											8	eptember 30,
	2013	2014		2015	2016	2017	2018		2019	2020		2021 YTD
Non-accruing loans	\$ 3,780	\$ 4,599	\$	5,201	\$ 5,605	\$ 4,996	\$ 6,595	8	6,507	\$ 13,799	- 5	11,027
Accruing loans > 90 days delinquent	174	941		377	500	227	321		806	566		2,516
Non-accrual TruPS	1,252	1,611		1,912	1,689	2,299	2,050		1,076	929		1,011
OREO	1,084	1,745		1,590	2,665	1,699	1,627		1,083	538		81
Total non-performing assets	\$ 6.290	\$ 8,896	\$	9,060	\$ 10,459	\$ 9,221	\$ 10,593	\$	9,532	\$ 15.832	- \$	14,635
Total assets	\$ 693,453	\$ 775,044	5	864,893	\$ 913,626	\$ 927,259	\$ 1,098,158	\$	1,328,161	\$ 1,496,292	\$	1,609,924
Paycheck Protection Plan ("PPP") loans	-	_		_	_	_	_		_	67,175		32,692
Total assets (excl. PPP)	\$ 693,453	\$ 775,044	\$	864,893	\$ 913,626	\$ 927,259	\$ 1,096,158	\$	1,328,161	\$ 1,429,117	\$	1,577,032
Reported: NPAs / sas ets (excl. TDRs)	0.91%	1.15%		1.05%	1.14%	0.99%	0.97%		0.72%	1.06%		0.91%
Adjusted: NPAs Jas sels (excl. TDRs & PPP)	0.91%	1.15%		1.05%	1.14%	0.99%	0.97%		0.72%	1,11%		0.93%



(\$ in thousands)

,	_	2013	2014	2015	2016		2017		2018	2019	2020	Si	eptember 30, 2021 YTD
Notintorestincome	5	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	10,140		12,139
Reported: Revenue		20,786	31,437	34,220	37,667		38,518		43,458	53,828	64,029		48,257
Realized loss/(gain) on securities		(630)	(541)	(606)	(826)		(860)		(1,200)	(621)	(2,348)		(1,276)
Non-recurring income		_	_	_	_		_		_	(205)	_		_
Core: Revenue	\$	29,156	\$ 30,896	\$ 33,614	\$ 38,841	\$	37,658	\$	42,258	\$ 53,002	\$ 61,681	\$	46,961
Reported: Non-interest expense		19,821	21,015	23,616	24,709		25,488		31,383	38,030	41,636		33,904
Amortization of intangibles		_	(9)	(41)	(70)		(70)		(268)	(956)	(994)		745
Loan accretion income		_	318	399	606		456		828	1,971	1,919		(897)
Non-recurring expenses		_	_	(452)	_		_		(2,076)	(2,113)	_		_
Core: Non-inferest expense	\$	19,821	\$ 21,324	\$ 23,522	\$ 25,245	.\$	25,874	\$	29,887	\$ 36,932	\$ 42,561	\$	33,752
Reported: Efficiency Ratio		66.5%	66.8%	69.0%	85.6%		66.2%		72.2%	70.7%	65.0%		70.3%
Core: Efficiency Ratio		68.0%	69.0%	70.0%	68.5%		68.7%		70.7%	69.7%	63.0%		71.8%
Average total assets	\$	691,090	\$ 761,431	\$ 817,361	\$ 888,015	\$	911,078	\$	1,001,908	\$ 1,285,964	\$ 1,427,176	5	1,587,330
Reported: NIE to average total assets		2.9%	2.8%	2.9%	2.0%		2.8%		3.1%	3.0%	2.9%		2.0%
Core: NIE to average total assets		2.9%	2.8%	2.9%	2.8%		2.8%		3.0%	2.9%	3.0%		2.8%

