



**First Bankers
Trustshares, Inc.**

Investor Meetings

May 5-6, 2022

CAUTIONARY NOTE

REGARDING FORWARD-LOOKING STATEMENTS

- This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect our current views with respect to, among other things, future events and our financial performance. These statements are often, but not always, made through the use of words or phrases such as “may,” “should,” “could,” “predict,” “potential,” “believe,” “will likely result,” “expect,” “continue,” “will,” “anticipate,” “seek,” “estimate,” “intend,” “plan,” “project,” “forecast,” “goal,” “target,” “would” and “outlook,” or the negative variations of those words or other comparable words of a future or forward-looking nature. These forward-looking statements are not historical facts and are based on current expectations, estimates and projections about our industry, management’s beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. Accordingly, you should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date when it is made and we do not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise. New risks and uncertainties arise from time to time and it is not possible for us to predict those events or how they may affect us. In addition, we cannot assess the impact of each factor on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. All forward-looking statements, expressed or implied, included in this presentation are expressly qualified in their entirety by this cautionary statement. This cautionary statement should also be considered in connection with any subsequent written or oral forward-looking statements that we or persons acting on our behalf may issue.

Today's Presenter

Allen W. Shafer

He has served as the President & Chief Executive Officer of First Bankers Trustshares, Inc. and First Bankers Trust Company, N.A. since May of 2016.

Shafer holds a bachelor's in economics and political science from Gustavus Adolphus College in St. Peter, Minnesota, and a Masters of Business Administration from the University of Iowa.

He joined Great Western Bank in Des Moines, Iowa, in 2002 as Group President, going on to hold the positions of Regional President, Chief Credit Officer and Executive Vice President of Support Services. In all, Shafer has over 30 years of experience in the banking industry.

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(217) 214-8111



Today's Presenter

Seth Runkle

He has served as the Chief Financial Officer of First Bankers Trustshares, Inc. and First Bankers Trust Company, N.A. since June of 2021.

Runkle holds a bachelor's degree in finance from Western Illinois University in Macomb, Illinois. Additionally, he served as Sergeant, 7th Battalion, 1st Field Artillery in the US Army Reserves.

He served as the Chief Financial Officer for City and County of Denver's Department of Transportation and Infrastructure. Prior to then, he served 21 years with Citigroup in a variety of finance/accounting. He has extensive bank management and executive leadership experience.

Contact Information:

Seth.Runkle@firstbankers.com

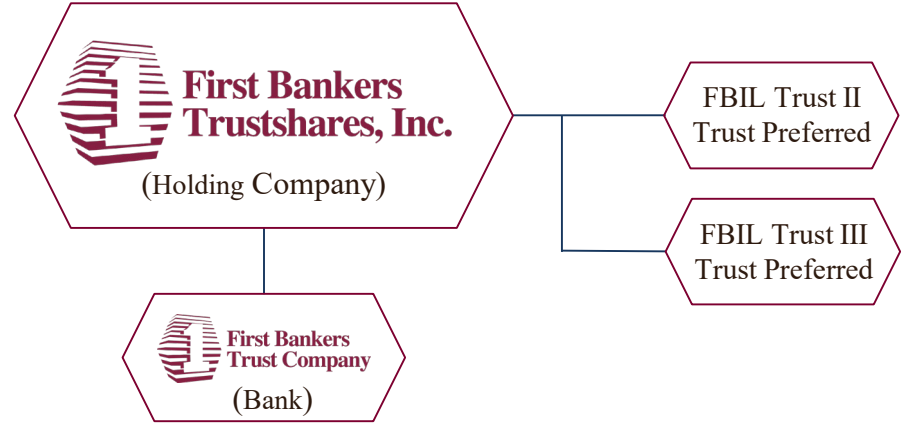
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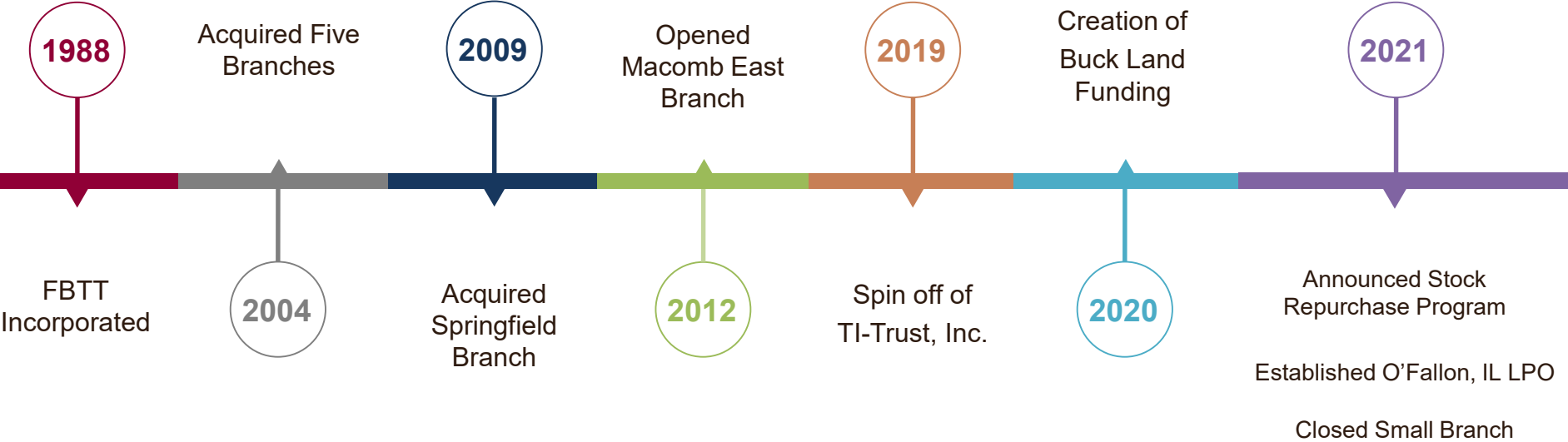
**First Bankers
Trustshares, Inc.**

About Us

- First Bankers Trustshares, Inc. (FBTT) founded in Quincy, Illinois in 1988
- Nine branches, one Loan Production Office, one specialty lending division and \$1.2 billion in assets
- Traded on the OTCQB
- Directors and insiders control approximately 28% of the shares



Timeline





Locations

Location

Quincy – 4 branches, operations center

Macomb

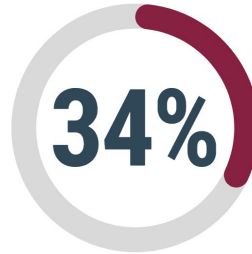
Springfield

Carthage

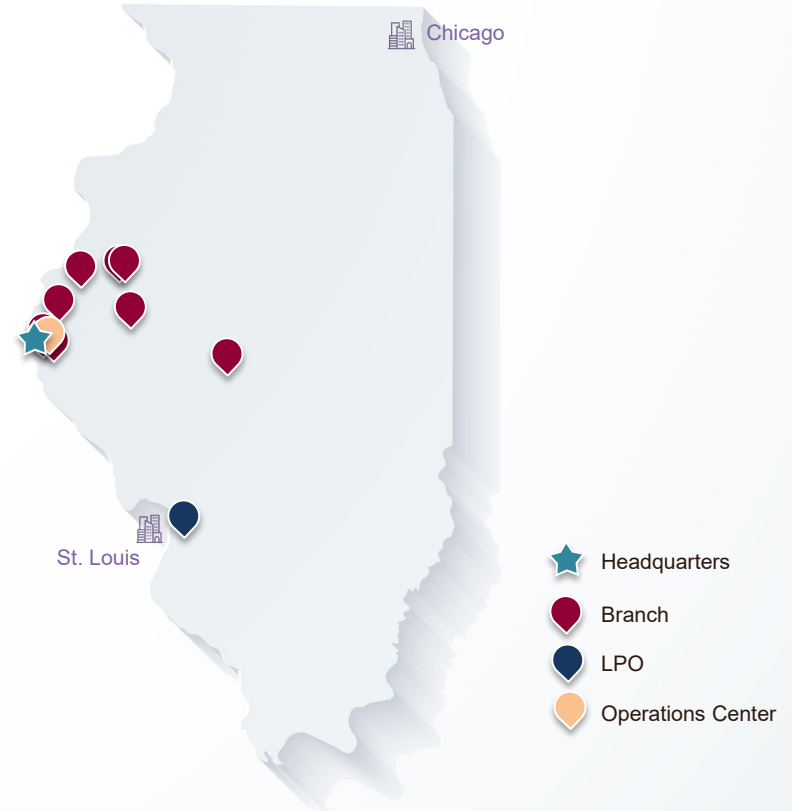
Mendon

Rushville

O'Fallon, IL – loan production office



Deposit Market Share in
Adams Co. (Quincy, IL)



**First Bankers
Trustshares, Inc.**

Building the foundation for Growth: Strategic Accomplishments since 2017

- Successfully spun off First Bankers Trust Services, Inc.
 - Enabled both operating companies to pursue their strategic objectives
 - Simplified FBTT's risk profile
- Completed core system migration and conversion of debit card platform
 - Reinvesting savings for digital transformation
- Improved credit performance and enhanced the credit department
- Successfully navigated the pandemic and leveraged the event to speed our transformation
- Strengthening the team with outside hires



Building the team for future growth

- Chief Financial Officer – Seth Runkle. Over 20 years of experience with Citigroup in the United States, Europe and Latin America
- Chief Credit Officer – Joe Davis. Over 20 years of credit experience. Most recently with Heartland Financial
- HR Director – 15 years with an international manufacturing company
- Marketing Director – 7 years of digital and professional marketing experience

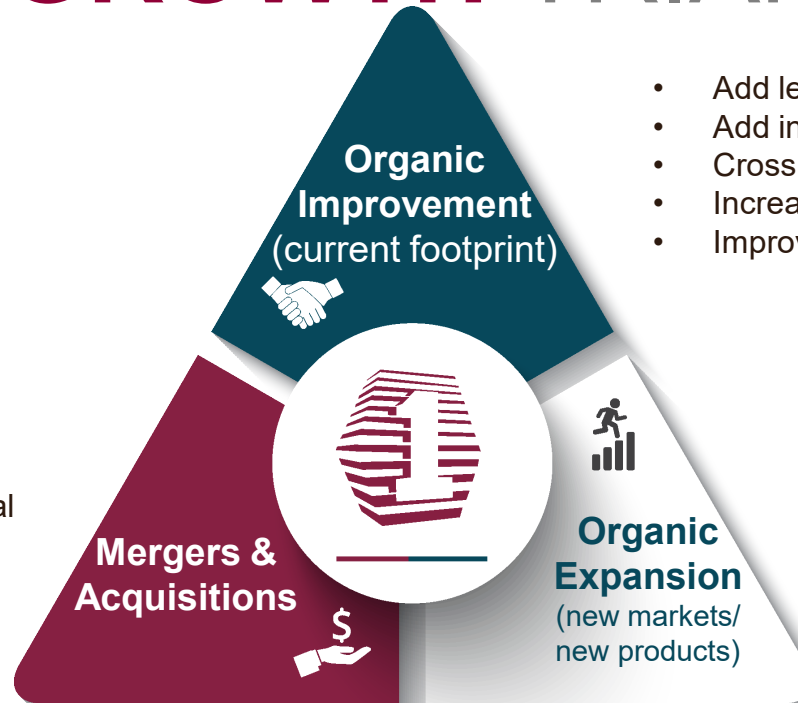




Positioned for Growth

GROWTH TRIANGLE

- Whole banks
 - \$50MM to \$250MM
 - 4 hours of Quincy
 - Cultural and operational match
 - Cash transactions at this time



- Add lenders
- Add investment reps
- Cross sell/cross market
- Increase efficiency
- Improve bond portfolio performance

- Loan Production Offices
- Qualified Settlement Funds
- Buck Land Funding

Opportunities

- Buck Land Funding



BUCK LAND FUNDING

A Division of First Bankers Trust Company, N. A.

a new division

focused on the financing of recreation properties

- Build out new Loan Production Office in O'Fallon, IL
- Acquisition discussions continue

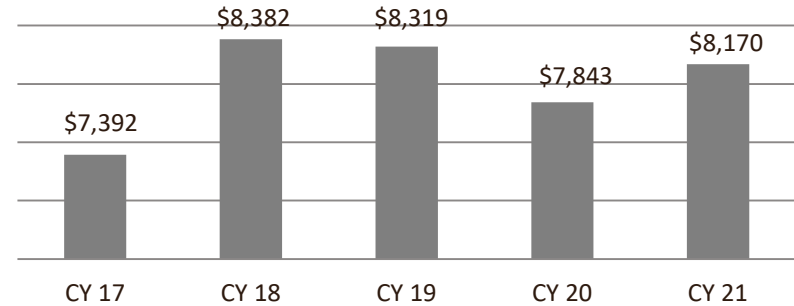


**First Bankers
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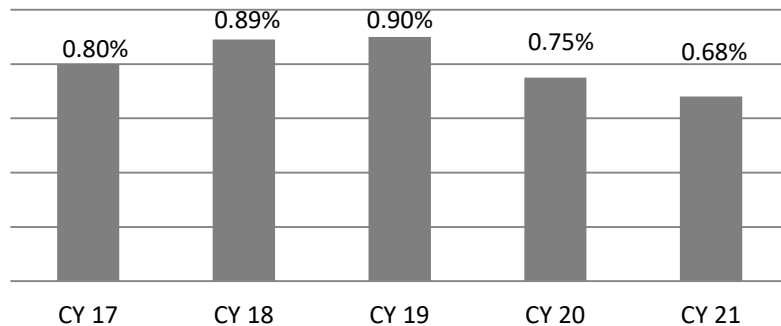
2021 Financials

- Net income from on going operations increased 4.2% in 2021 over 2020

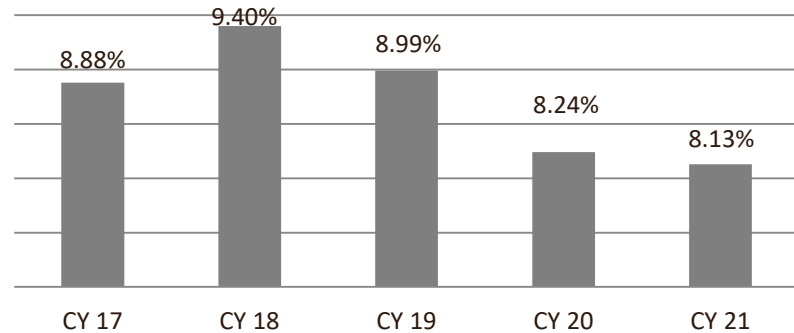
Net Income (in thousands)* Trust sub spun off 7/1/19



Year End Return on Assets (ROA)



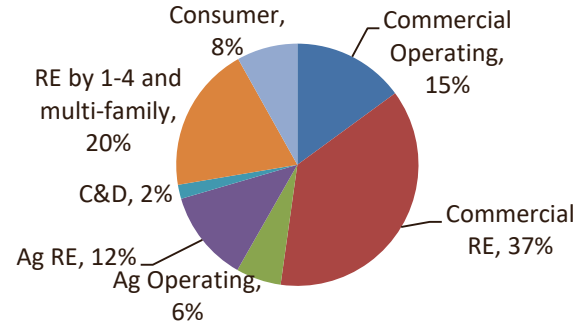
Year End Return on Equity (ROE)



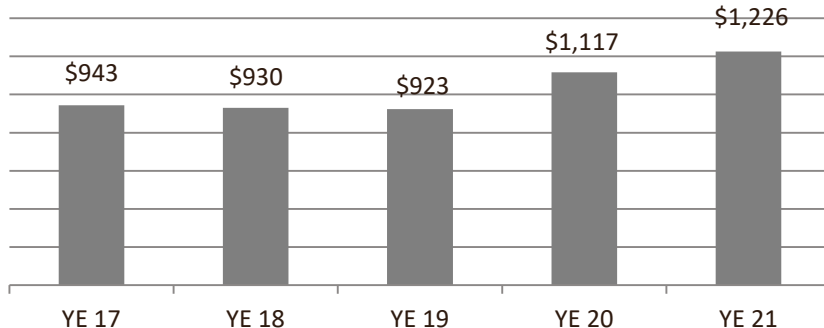
2021 Financials – Balance Sheet

- Strong Stockholders' Equity
- Well diversified loan portfolio
- Significant untapped capacity for future lending with 54% of assets in bonds

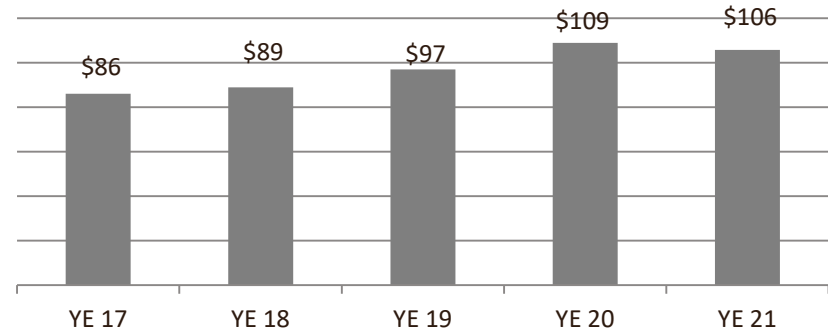
2021 Loans By Type



Total Assets (in millions)



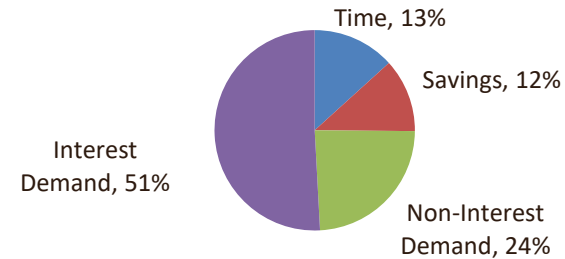
Stockholders Equity (in millions)



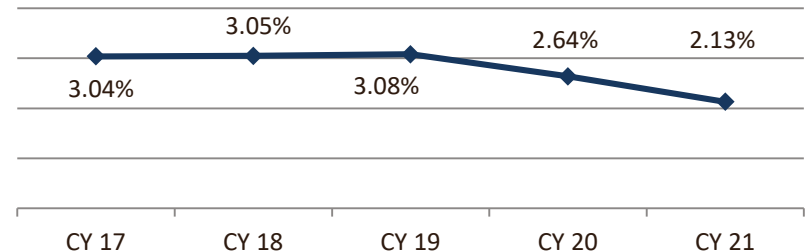
2021 Financials - Liabilities

- Well diversified deposit base
- Limited Federal Home Loan Bank advances
- Significant Public Funds
- Accelerated amortization of Mortgage Backed Securities and growth of the bond portfolio significantly impacted NIM

2021 Deposit Mix



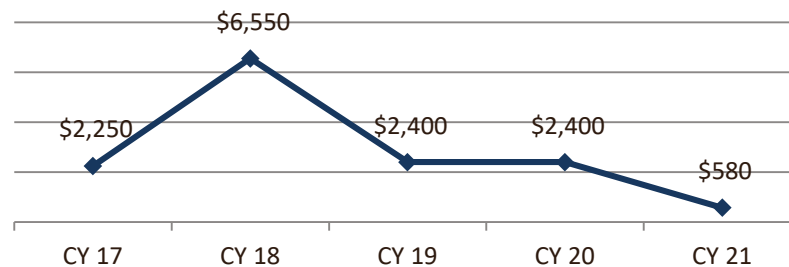
Net Interest Margin



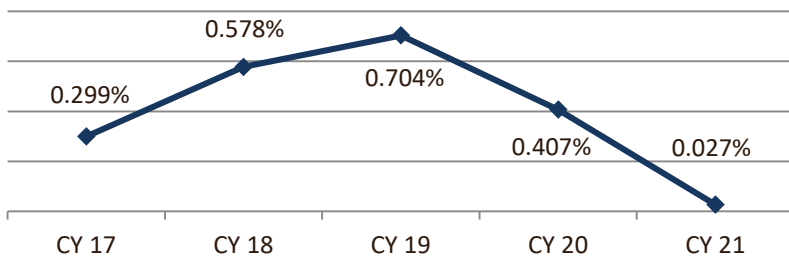
2021 Financials – Asset Quality

- Improved credit processes
- Improving credit quality
- Reduction in provision and charge offs

Provision for Loan Loss (in thousands)



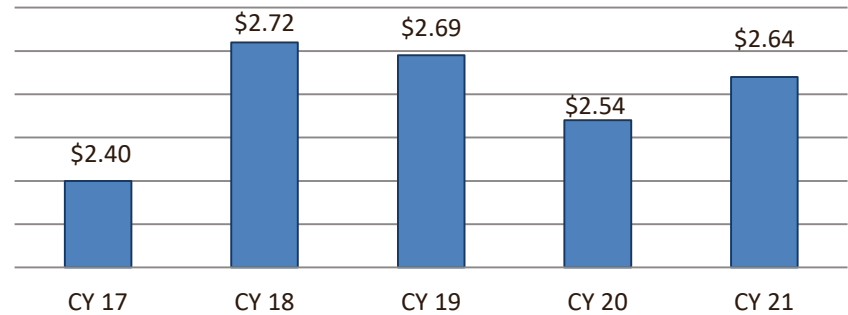
Net Charge Offs / Avg. Total Loans



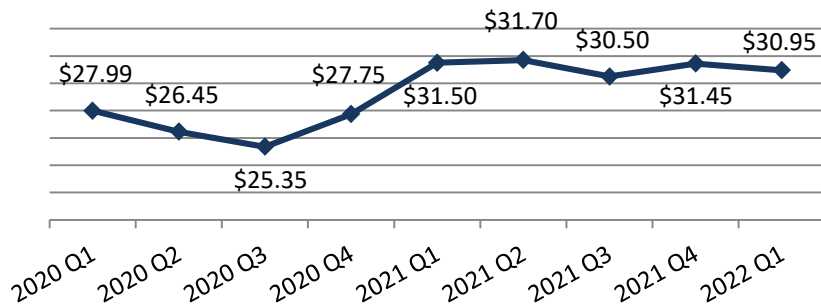
2021 Financial Highlights

- Consistent dividend growth
- \$4 million stock buyback program announced in 2021

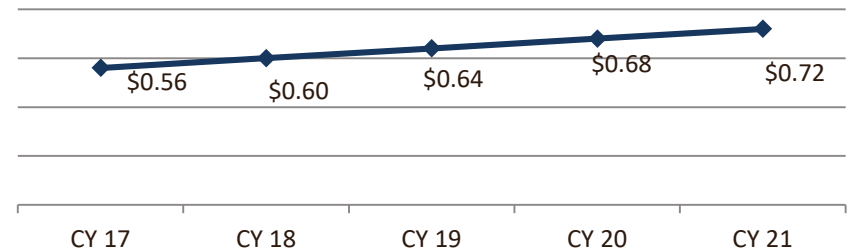
Earnings Per Share (EPS)* Trust sub spun off 7/1/19



Quarterly Closing Price: 3/31/20 – 3/31/22



Dividends Paid on Common Stock



Subsequent Events to Year End

- Strong loan growth of \$26 million in Q1 2022
- Entered into an agreement to upgrade our digital banking and cash management platforms
- More than \$2 million in capital returned to shareholders via stock buybacks of more than 72,000 shares



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