



**First Bankers
Trustshares, Inc.**

Welcome

to

First Bankers Trustshares, Inc.

Annual Meeting

May 14, 2019

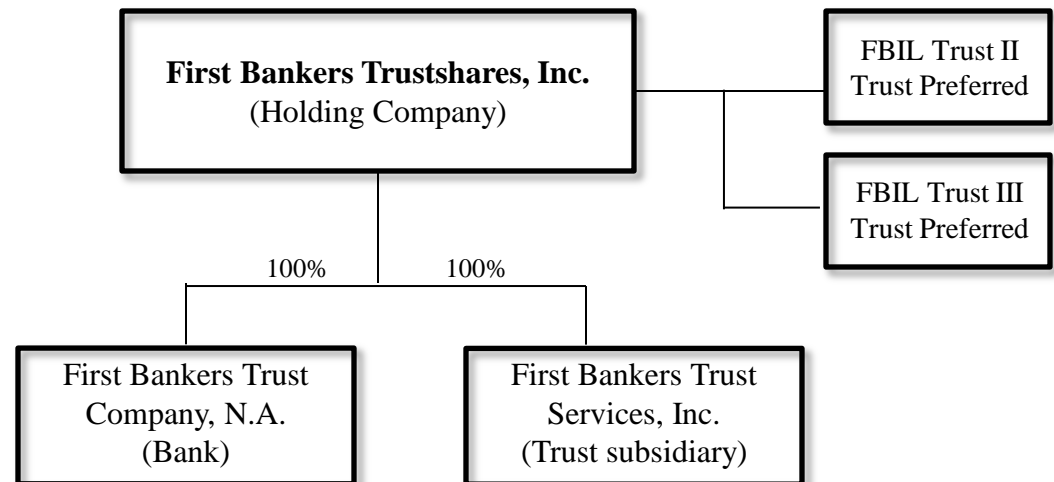
CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

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.

About Us



- First Bankers Trustshares, Inc. (FBTI) is a bank holding company headquartered in Quincy, Illinois
- First Bankers Trust Company, N.A. is a community oriented financial institution operating 10 banking facilities in West Central Illinois
- First Bankers Trust Services, Inc. is a national provider of fiduciary services. It is headquartered in Quincy, Illinois with facilities in Missouri, Arizona, Pennsylvania, and Georgia.



Strong & Improving Fundamentals



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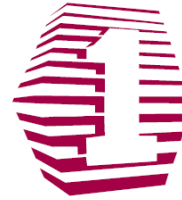
- Third highest net income in Company's history
- Non-interest expense is well controlled
- Total Risk Based Capital Ratio improved to 17.84%
- Record assets under management for Trust Services of \$9.8 billion
- Problem assets being addressed

Opportunities



- Added key talent
 - Commercial Banker
 - Credit Analysts (Com/Ag Banker Trainees)
- Launching new marketing program to attract core relationships
- Renewed Core Processor Contract
 - Improved customer facing technology
 - Consulting services to maximize efficiency
 - Reduced cost
- Leverage strong backroom and support functions
- Acquisition discussions continue
- Trust business continues to have strong growth

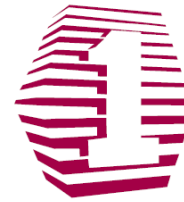
Headwinds



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- Economic growth in our trade area is modest
- Multiple years of low farm commodity prices
- Deposit costs continue to rise
- Problem loan resolution continues

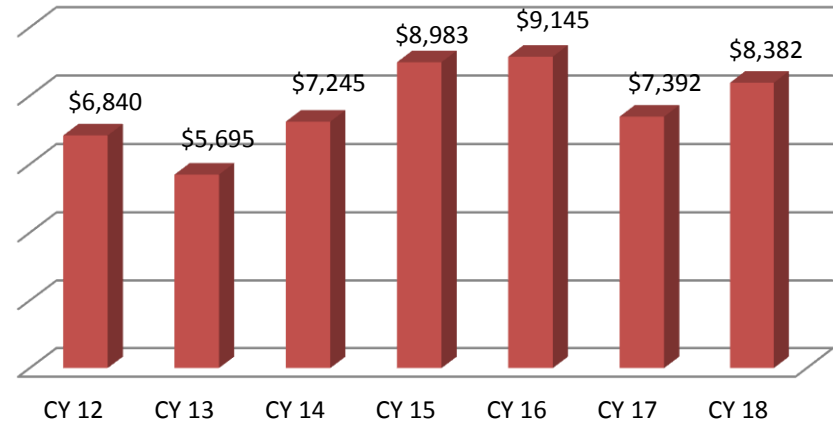
2018 Financials



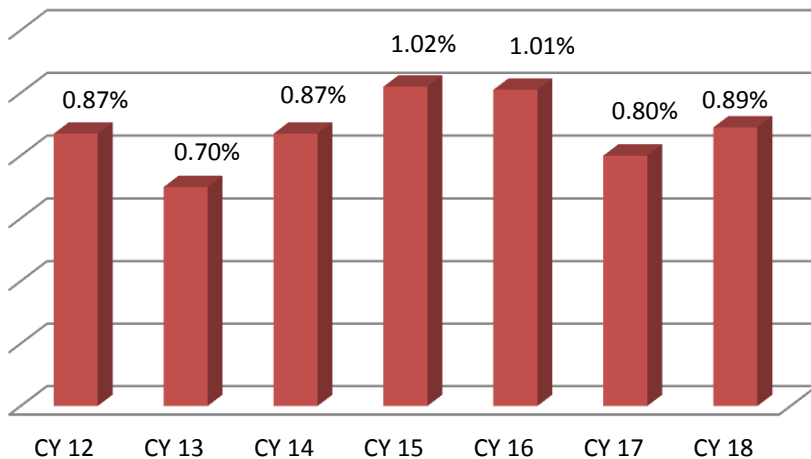
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- Third best net income of \$8.4 million
- Competitive ROA of 0.89% and ROE of 9.40%

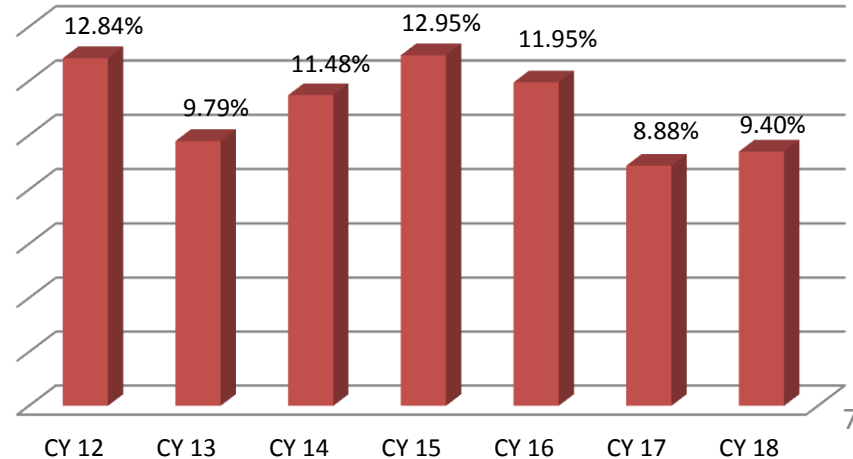
Net Income
(in thousands)



Year End Return on Assets (ROA)



Year End Return on Equity (ROE)

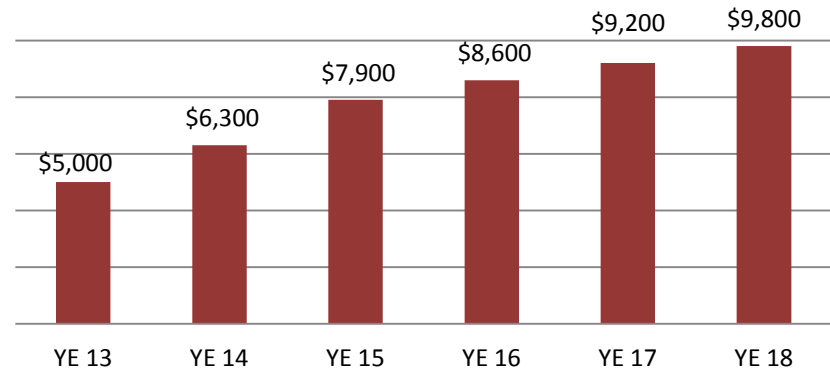


2018 Financials

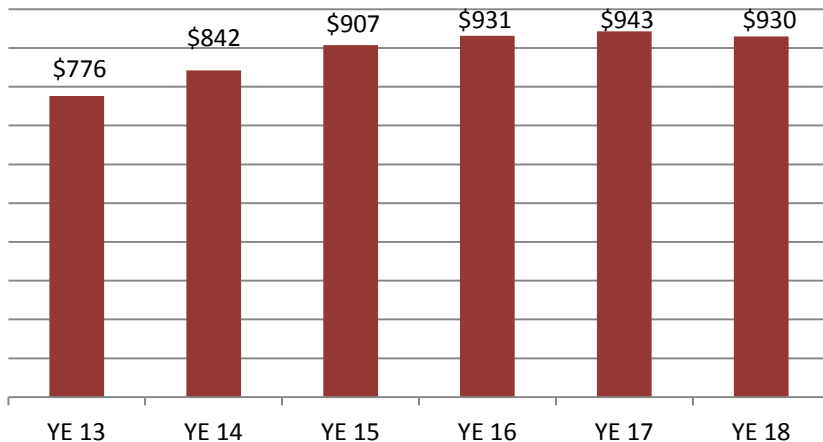


- Record Stockholders' Equity
- Record assets under management at our Trust subsidiary

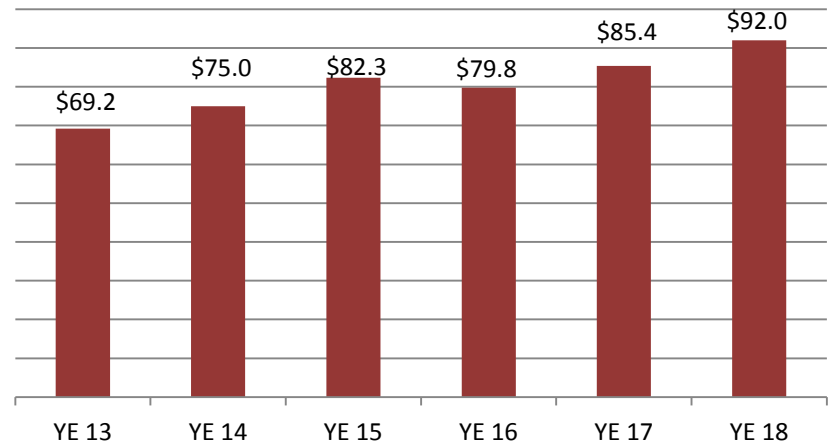
**Trust Services Assets Under Management
(in millions)**



**Total Assets
(in millions)**



**Stockholders Equity
(in millions)**

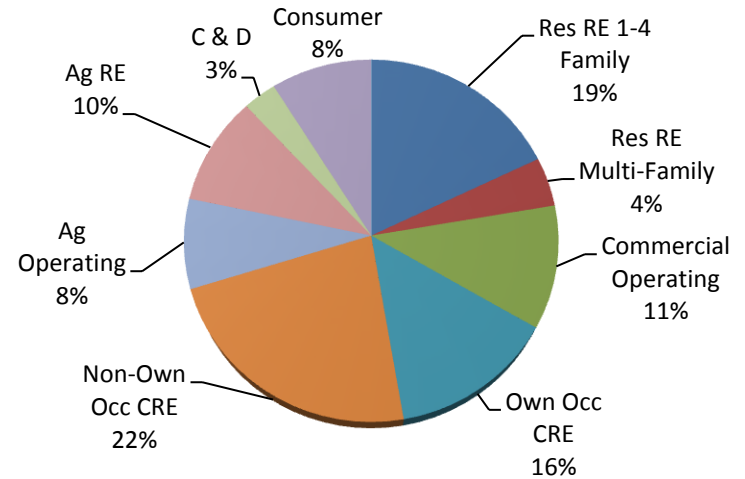


2018 Financials

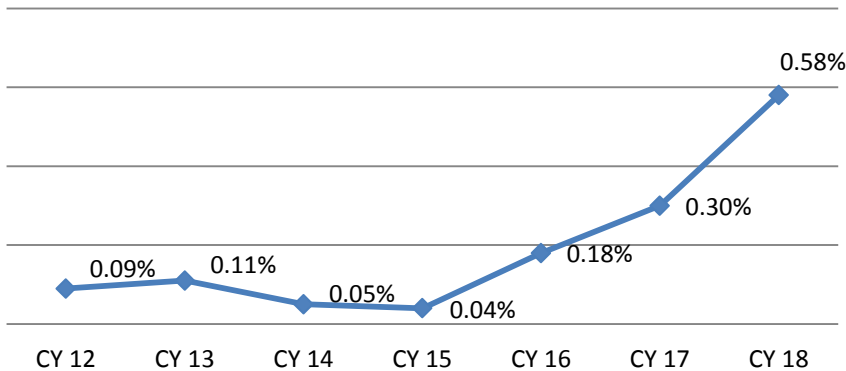


- Well diversified portfolio of loans
- Modest Net Charge-offs
- Improving loan quality

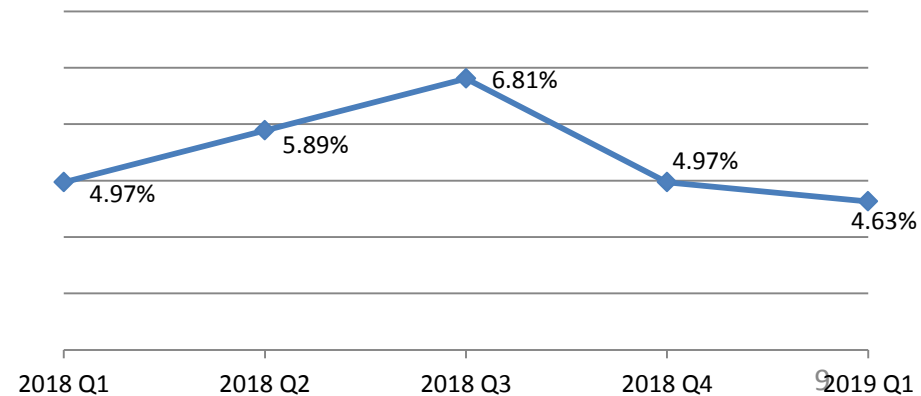
2018 Loans By Type



Net Charge offs / Avg. Total Loans



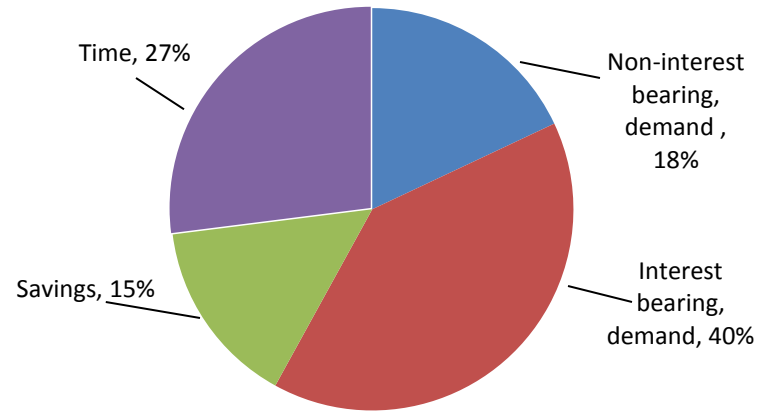
Classified Loans and OREO to Total Loans



2018 Financials

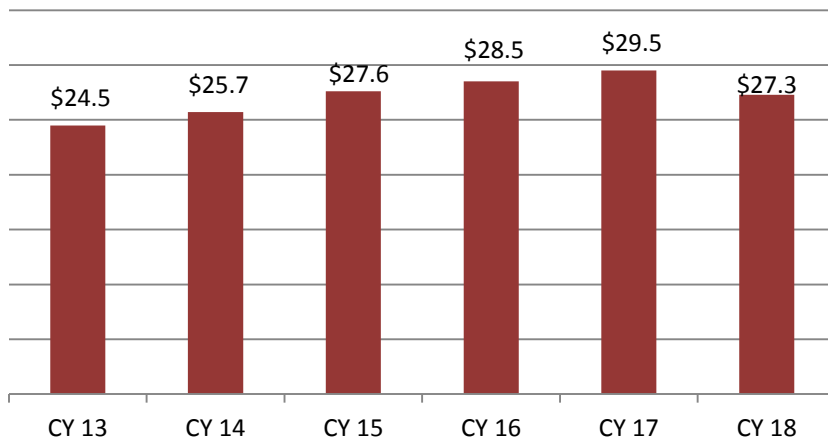


2018 Deposit Mix

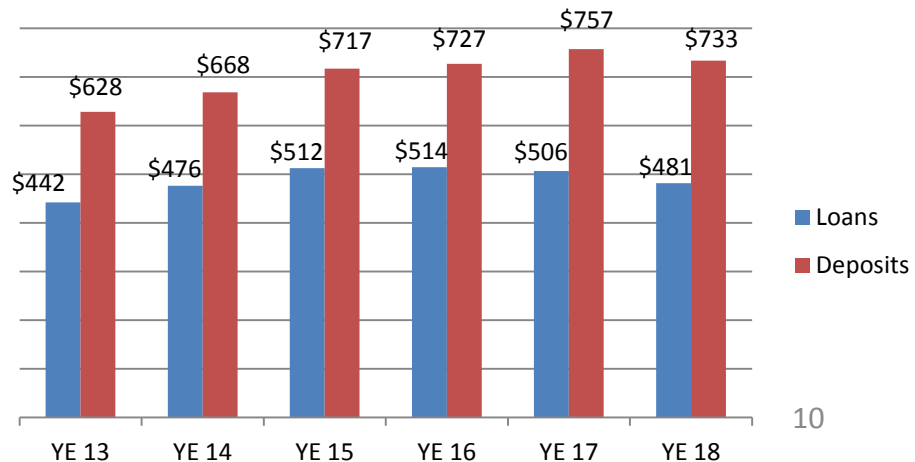


- Well diversified deposit base
- Significant Public Funds
- Operating expenses well controlled

Operating Expenses (in millions)



Loan and Deposits (in millions)

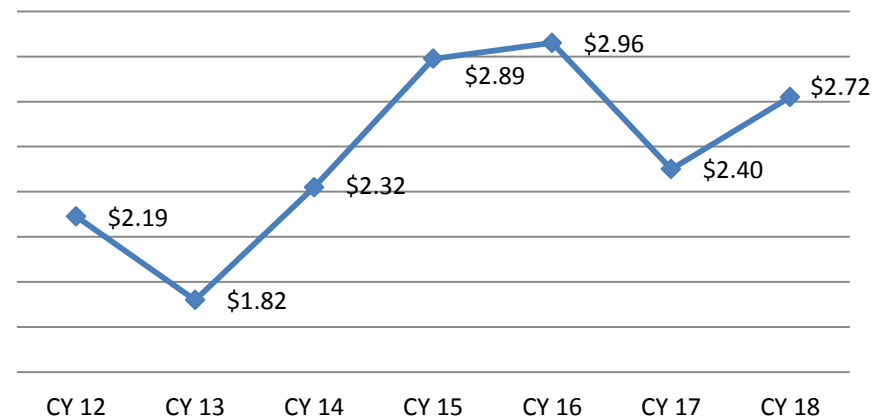


2018 Financial Highlights

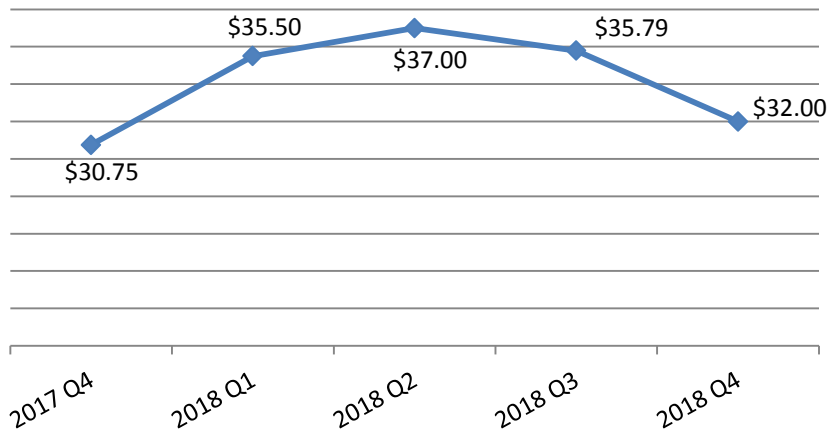


- Earnings Per Share of \$2.72 which was a 13% increase from 2017
- Year end Stock Price of \$32.00 which was a 4% increase over prior year end
- Dividends paid of \$0.60 which was a 7.14% increase over 2017

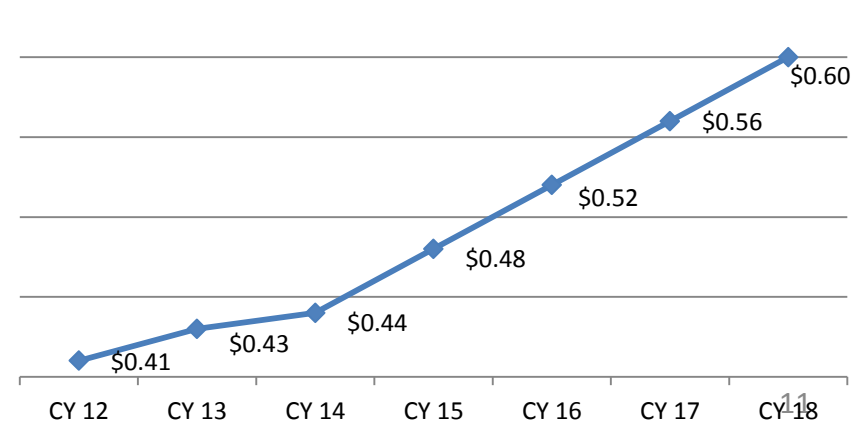
Earnings Per Share (EPS)



Quarterly Closing Price: 12/31/17 – 12/31/18



Dividends Paid on Common Stock





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Thank You