



INVESTOR FACTS

Stock Transfer Agent

Computershare
Shareholder Services
P.O. Box 30170
College Station, TX 77842
800.368.5948
www.computershare.com/investor

Market Makers

Raymond James & Associates, Inc.
222 South Riverside Plaza
Seventh Floor
Chicago, IL 60606
800.800.4693

Monroe Securities, Inc.
100 North Riverside Plaza
Suite 1620
Chicago, IL 60606
312.327.2530

Corporate Information

Foresight Financial Group, Inc.
809 Cannel Puri Court, Suite 5
PO Box 339
Winnebago, IL 61088
815.847.7500
Email:
investor.relations@ffgbank.net
www.foresightfg.com

Corporate Officers

Rex K. Entsminger
President/CEO

Dean E. Cooke
Chief Financial Officer

K. Denise Osadjan
Chief Risk Officer/Corporate Secretary

Aaron Patterson
Chief Information Officer

John Stichnoth
Chief Credit Officer

Sandra Spinker
Vice President/Consolidated Operations

Nora Koehler
Director of Human Resources

Directors

Robert W. Stenstrom, *Chairman*
John Collman
Rex K. Entsminger
Charles B. Kullberg
Fred Kundert
Carolyn Sluiter, D.V.M.
Judd Thrumen, J.D.
Douglas Wagner

Dear Shareholders,

November 2018

Foresight has exceeded net income projections in every quarter this year. The year-to-date earnings through September 2018 total \$8.9 million or \$2.43 per share. We increased the shareholder dividend to \$0.08 per share in August 2018 reflecting a 14.3% increase from the dividend paid to shareholders in May of this year. The \$0.08 per share dividend has continued for the fourth quarter and represents an annual dividend increase of \$0.04 per share from 2017 or 15.38%.

During the third quarter of 2018, the Company reported net income of \$3.106 million which reflects a 15.8% increase over the same period in 2017. Net income for the first nine months of \$8.929 million represents a 12.2% improvement over 2017. Both third quarter and year-to-date performance outperformed the projected 2018 budgeted earnings for these time periods by 14.6% and 15.1%, respectively. Return on average assets for the third quarter was 1.03%, with a return on stockholders' equity of 9.89%. The Company's year-to-date deposit growth inclusive of SWEEP Repurchase Accounts of \$37.3 million or 3.8% has allowed reduction in short term borrowings and growth in the investment portfolio. Loan volumes, while reflecting some reduction since year end 2017, positively report an over 50% reduction in non-performing loans and additionally Other Real Estate owned is reported down over 60%. Consolidated assets of the Company are \$1.184 billion as of September 30, 2018.

Northwest Bank in Rockford opened their new branch bank location on Perryville Road October 22, 2018. Feedback from the customers utilizing the new facility has been very positive. As stated in previous shareholder correspondence, we are continuing with our plans to deploy benefits from the tax cuts into technology, human capital, and facility investments with a goal of increasing future shareholder value.

On behalf of the Directors of Foresight Financial, I thank you for your continued support. We will continue to work diligently to increase the value of your investment in the company.

Respectfully,

Rex K. Entsminger
President & CEO

Celebrating Thirty Years of Community Building Through Community Banking!

This release contains information and "forward-looking statements" that relate to matters that are not historical facts and which are usually preceded by words "may," "will," "should," "could," "would," "plan," "potential," "estimate," "project," "believe," "intend," "anticipate," "expect," "target," and similar expressions. These forward-looking statements are subject to significant risks, assumptions and uncertainties. Because of these and other uncertainties, our actual results may be materially different from those described in these forward-looking statements. The forward-looking statements in this release speak only as of the date of the release, and we do not assume any obligation to update the forward-looking statements or to update the reasons why actual results differ from those contained in the forward-looking statements.

FINANCIAL HIGHLIGHTS

(Dollars in thousands, except per share data (Unaudited))

| | For the Nine Month Period Ended September 30, | | | For the Years Ended December 31, | | |
|--|--|-------------|--------------|-------------------------------------|-------------|-------------|
| Income Statement Data | 2018 | 2017 | % Chg | 2017 | 2016 | 2015 |
| Net Interest Income | \$28,213 | \$26,901 | 4.88% | \$36,011 | \$36,515 | \$32,730 |
| Provision for loan losses | 728 | 560 | 30.00% | 868 | 2,917 | 1,660 |
| Noninterest income | 5,069 | 4,955 | 2.30% | 7,099 | 6,968 | 7,656 |
| Noninterest expense | 21,315 | 20,208 | 5.48% | 27,744 | 26,719 | 24,471 |
| Income Taxes | 2,310 | 3,133 | -26.27% | 5,253 | 3,914 | 3,711 |
| Net Income | \$8,929 | \$7,955 | 12.24% | \$9,245 | \$9,933 | \$10,544 |
| | For the Nine Month Period Ended September 30, | | | For the Years Ended December 31, | | |
| Ratios | 2018 | 2017 | % Chg | 2017 | 2016 | 2015 |
| Return on Average Assets | 1.02% | 0.93% | 9.68% | 0.81% | 0.90% | 1.05% |
| Return on Average Common Stockholders' Equity | 9.92% | 9.37% | 5.87% | 8.06% | 9.21% | 10.75% |
| Net interest margin (tax equivalent) | 3.56% | 3.49% | 2.01% | 3.50% | 3.67% | 3.62% |
| Allowance as a percent of total loans | 1.74% | 1.93% | -9.84% | 1.66% | 1.98% | 2.04% |
| Dividends per common share paid | \$0.22 | \$0.19 | 15.79% | \$0.26 | \$0.22 | \$0.20 |
| Earnings per common share (Calculated by dividing net income by the weighted average number of common stock shares outstanding) | \$2.43 | \$2.18 | 11.53% | \$2.53 | \$2.73 | \$2.90 |
| Book value per common share (Calculated by dividing stockholders' equity, excluding other comprehensive income or loss by outstanding common shares) | \$34.27 | \$31.90 | 7.43% | \$32.17 | \$30.03 | \$27.59 |
| | At September 30, | | | At December 31, | | |
| Balance Sheet | 2018 | 2017 | % Chg | 2017 | 2016 | 2015 |
| Assets | \$1,183,702 | \$1,150,732 | 2.87% | \$1,163,933 | \$1,135,478 | \$1,076,551 |
| Investment Securities (AFS Securities at Market Value) | \$294,911 | \$274,029 | 7.62% | \$273,767 | \$257,431 | \$278,168 |
| Loans, net of unearned income | \$790,501 | \$781,108 | 1.20% | \$793,423 | \$784,194 | \$726,162 |
| Deposits & Repurchase (SWEEP) Agreements | \$1,031,345 | \$990,623 | 4.11% | \$994,093 | \$986,592 | \$936,850 |
| Short-term and other borrowings | \$24,522 | \$26,765 | -8.38% | \$36,702 | \$25,029 | \$21,349 |
| Subordinated Debentures | \$0 | \$10,000 | -100.00% | \$10,000 | \$10,000 | \$10,000 |
| Stockholders' Equity (Excludes accumulated other comprehensive income or loss) | \$126,318 | \$116,742 | 8.20% | \$117,896 | \$109,141 | \$100,192 |
| | For the Nine Month Period Ended September 30, | | | For the Years Ended December 31, | | |
| Stock Value Per Common Share Information | 2018 | 2017 | % Chg | 2017 | 2016 | 2015 |
| Price/earnings ratio | 11.1 | 10.6 | 4.88% | 12.8 | 10.9 | 8.5 |
| Stock Price - High | \$36.10 | \$31.00 | | \$32.85 | \$35.00 | \$24.75 |
| Low | \$32.25 | \$30.00 | | \$29.75 | \$23.05 | \$20.30 |
| Ending | \$36.00 | \$30.80 | 16.88% | \$32.40 | \$29.75 | \$24.60 |
| Book value per common share | \$34.27 | \$31.90 | 7.43% | \$32.17 | \$30.03 | \$27.59 |
| Price/book value per common share | 1.05 | 0.97 | 8.79% | 1.01 | 0.99 | 0.89 |
| Common shares outstanding (excludes Treasury Stock Shares) | 3,686,047 | 3,659,871 | | 3,664,289 | 3,634,999 | 3,631,217 |



LENA STATE BANK



northwestbank

