

# CEO Report

## Issue 2, 2018

### Updates from County Bancorp, Inc.

As we have surpassed the midway point in 2018, we continue to see solid loan growth in both the agriculture and commercial markets. Our biggest hurdle, as I alluded to in my last communication, is growing core deposits at a similar rate as loan growth. Investors Community Bank (ICB) has historically been at or near the top of the market with our deposit product rates. If you have not considered us as a place to invest your deposit funds, I encourage you to learn more at [InvestorsCommunityBank.com](http://InvestorsCommunityBank.com)

Our profitability continues to be solid, as evidenced by our first two quarters of 2018 performance. While the downturn in commodity prices has impacted our ag assets, we have been through other downturns in the ag economy before with minimal losses to our portfolio. We continue to work through this cycle with our customers, as we have in previous years.

I am pleased to announce that we have moved most of our office staff out of 860 North Rapids Rd. in Manitowoc into our new corporate headquarters at 2400 South 44th St., Manitowoc (see

picture below). Our Manitowoc retail banking staff remains at 860 North Rapids Rd. as we work through build-out plans to expand South 44th St. to accommodate all Manitowoc employees under one roof. We expect this project to be complete and all staff in Manitowoc in one location by midyear 2019.



I am also pleased with the continued addition of high quality staff to our ICB team. Our new Chief Credit Officer John Fillingim (featured below) is just one of many new faces added to the team in 2018. I am very proud to say I believe we have the best staff in community banking and who all strive to serve our customers at a high level.

*Tim Schneider, President  
County Bancorp, Inc.*

### WHAT'S NEW Chief Credit Officer joins bank; ICB is on the move



Investors Community Bank has named **John R. Fillingim** as Executive Vice President – Chief Credit Officer. Fillingim, a Florida native, joins ICB with more than 30 years of experience in commercial and agricultural banking. He most recently served as Executive Vice President - Senior Credit Officer at Synovus Bank, overseeing divisions in Florida and Georgia. He has

also held positions in Commercial Banking and Special Assets Management at M&I Bank/BMO Harris, was Market President and Commercial Team Leader at Nations Bank/Bank of America, and was Senior Vice President and Area Manager at Farm Credit, Florida. Fillingim holds a Bachelor of Science degree in food and resource economics from the University of Florida.

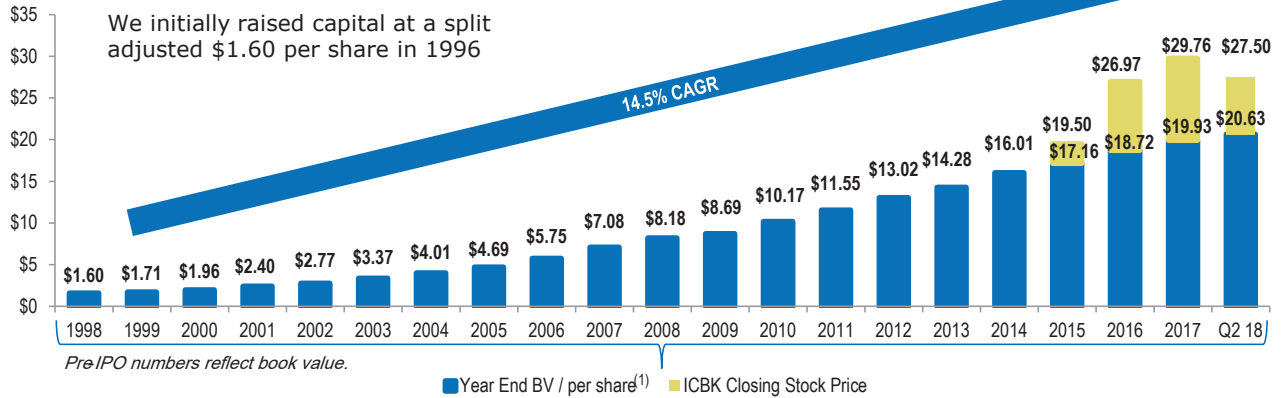
Investors Community Bank recently moved into its new corporate office at 2400 S. 44th St. in Manitowoc, in a space previously occupied by The Manitowoc Company world headquarters. They will be breaking ground soon to add a branch and drive through at that location, with the goal of having all Manitowoc employees

under one roof. Additionally, ICB closed on land just off of I-41 in the Appleton area, near Navitus and Meijer. The bank plans on constructing a new banking center and moving its existing Appleton branch there once completed. CEO Tim Schneider stated that the new location will allow ICB to build a larger facility that accommodates their growth in that market and is ideal for increased visibility and easier customer access. Construction is due to start in Spring 2019, with an anticipated 2020 move date.

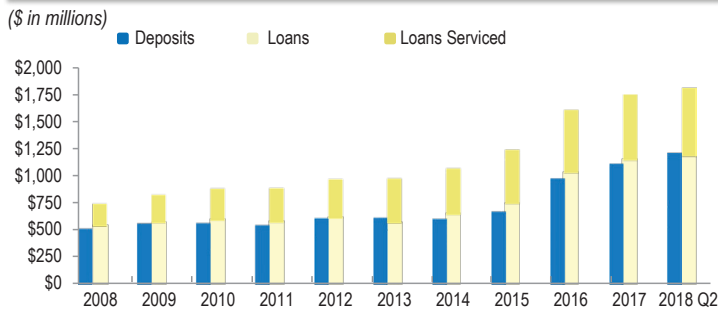


*ICB's new corporate headquarters at 2400 S. 44th St.  
in Manitowoc, Wisconsin*

## Growth Since Inception

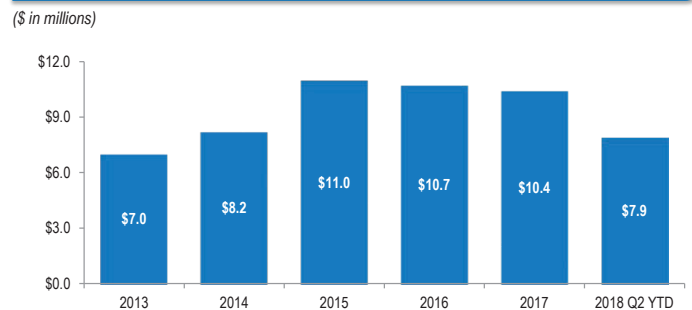


## Balance Sheet Growth



Source: Company financial statements and SNL Financial.  
 (1) Split adjusted point to point.

## Net Income



## ICBK completes sub-debt offering

County Bancorp, Inc. announced the completion of its private placement of \$30 million in fixed-to-floating rate Subordinated Notes due 2028, initially bearing interest of 5.875%. The company plans to use the additional capital for general corporate purposes, including growth initiatives at Investors Community Bank.

## Investor materials available

Annual and quarterly shareholder reports, regulatory filings, press releases and articles about the corporation that have appeared in various publications are generally available in the "Investor Relations" section of our website ([InvestorsCommunityBank.com](http://InvestorsCommunityBank.com)) or may be obtained from **Glen Stiteley**, (920) 686-5658, [gstiteley@icbk.com](mailto:gstiteley@icbk.com)