



Q2 2018 Investor Presentation

The Community Bank Difference

Presenters:



- Edward H. Schaefer, President & CEO
 - Hired in July 2016
 - Previously served as president and chief executive officer of Citizens Community Federal NA, a national bank headquartered in Altoona, Wisconsin, and its publicly traded holding company, Citizens Community Bancorp. Under his leadership, the bank grew from \$576 million to \$723 million in six years, through both acquisitions and organic growth.
 - Served for seven years as president and chief executive officer of Huntsinger Farms, Inc., one of the world's largest grower and processors of horseradish and horseradish-related products.



- Niki Schaumberg, CFO
 - Hired in November 2012
 - Previously served as vice-president and controller of Westbury Bank, f/k/a West Bend Savings Bank for ten years. The bank grew from \$329 million to \$525 million during this time, including one merger.

Cautionary Statement Regarding Forward-Looking Statements

This presentation may contain forward-looking statements, which can be identified by the use of words such as “estimate,” “project,” “believe,” “intend,” “anticipate,” “plan,” “seek,” “expect” and words of similar meaning. These forward-looking statements include, but are not limited to: statements of our goals, intentions and expectations; statements regarding our business plans, prospects, growth and operating strategies; statements regarding the quality of our loan and investment portfolios; and estimates of our risks and future costs and benefits. These forward-looking statements are based on current beliefs and expectations of our management and are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are beyond our control. In addition, these forward-looking statements are subject to assumptions with respect to future business strategies and decisions that are subject to change.

Actual outcomes may differ materially from those expressed or implied as a result of factors described under “Forward-looking Statements” and “Risk Factors” in FFBW, Inc.’s Annual Report on Form 10-K for the year ended December 31, 2017 (“Form 10-K”) and in other filings of FFBW, Inc. (“FFBW”) with the Securities and Exchange Commission (the “SEC”). FFBW has no duty to, and does not intend to, update or revise forward-looking statements after the date on which they are made. For further information about FFBW, please see the Company’s most recent annual and quarterly reports filed on Form 10-K and Form 10-Q.

Corporate Structure



Branch Locations



★ **Home Office**
1617 E Racine Ave
Waukesha, Wisconsin

Full Service Branches

- ★ 1617 E Racine Ave
Waukesha, Wisconsin
- 2 1801 Summit Ave
Waukesha, Wisconsin
- 3 1360 S Moorland Rd
Brookfield, Wisconsin
- 4 3974 S Howell Ave
Milwaukee, Wisconsin

Who We Are

First Federal Bank of Wisconsin (FFBWI) is a federally chartered community bank based in Waukesha, Wisconsin. With more than \$270 million in assets, we are a full-service financial institution providing deposit and loan products to our customers from four branch locations in our local Wisconsin communities of Waukesha, Brookfield, New Berlin and Bay View.

History

FFBWI has served the city of Waukesha and its surrounding communities since 1922. For many years, FFBWI functioned as a savings and loan institution with most of its customer base holding certificates of deposits and lending solutions.

Originally an association, the institution converted to a bank once it began to offer checking account products in the late '70s and early '80s. The once sleepy hometown community bank has grown substantially in the last 10 years including a merger with Bay View Federal Savings and Loan Association, the construction of the Brookfield/New Berlin branch on the corner of Moorland and Greenfield and the recent reorganization into a public stock holding company.

Today, FFBWI is a markedly strong financial institution thanks to the efforts of our team members to solidify our policies, procedures and internal controls.

FFBWI will continue to differentiate itself from its competitors by living **The Community Bank Difference.**



Tagline



Our Tagline Is...

The Community Bank Difference

As a community bank serving the needs of our customers, First Federal Bank of Wisconsin (FFBWI) provides **The Community Bank Difference**. **The Community Bank Difference** is our ability to provide local and responsive decision-making, personalized service and a commitment to actively serve the communities in which we do business.

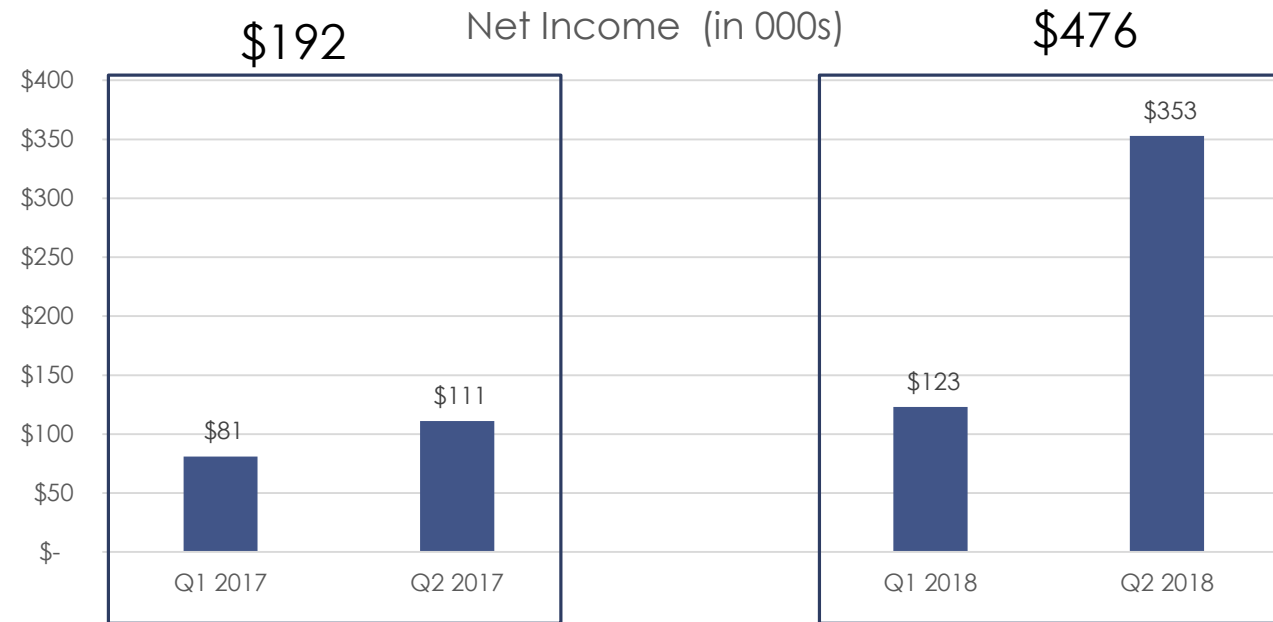
Second Quarter and Year-to-Date Highlights:

- Earnings improvement
- Asset quality improvement
- Strong loan portfolio growth

Earnings as of June 30, 2018:

- Earnings increased 218% over prior year quarterly earnings and 148% over prior year six month earnings.

Strong Earnings Growth:

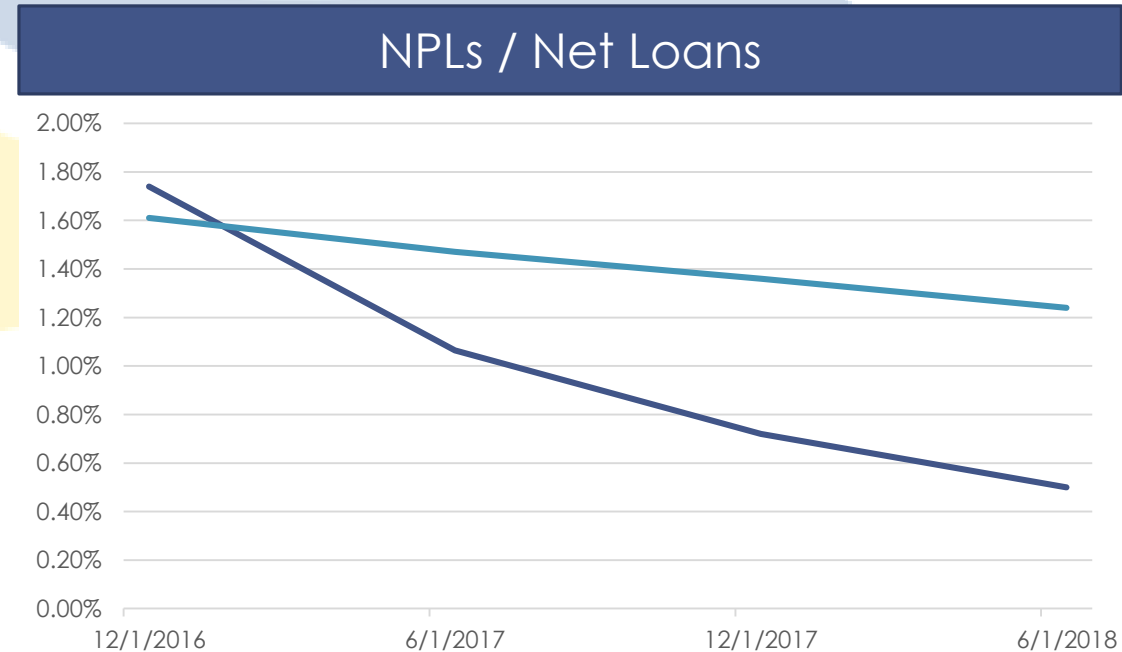


Non-Performing Loans

Asset Quality Improvement:

Non-Performing Loans ("NPLs") were reduced 67% of the last eighteen months from \$2.9 million to \$968,000.

NPLs include non-accrual loans and any loans past due 90 days and still accruing interest.

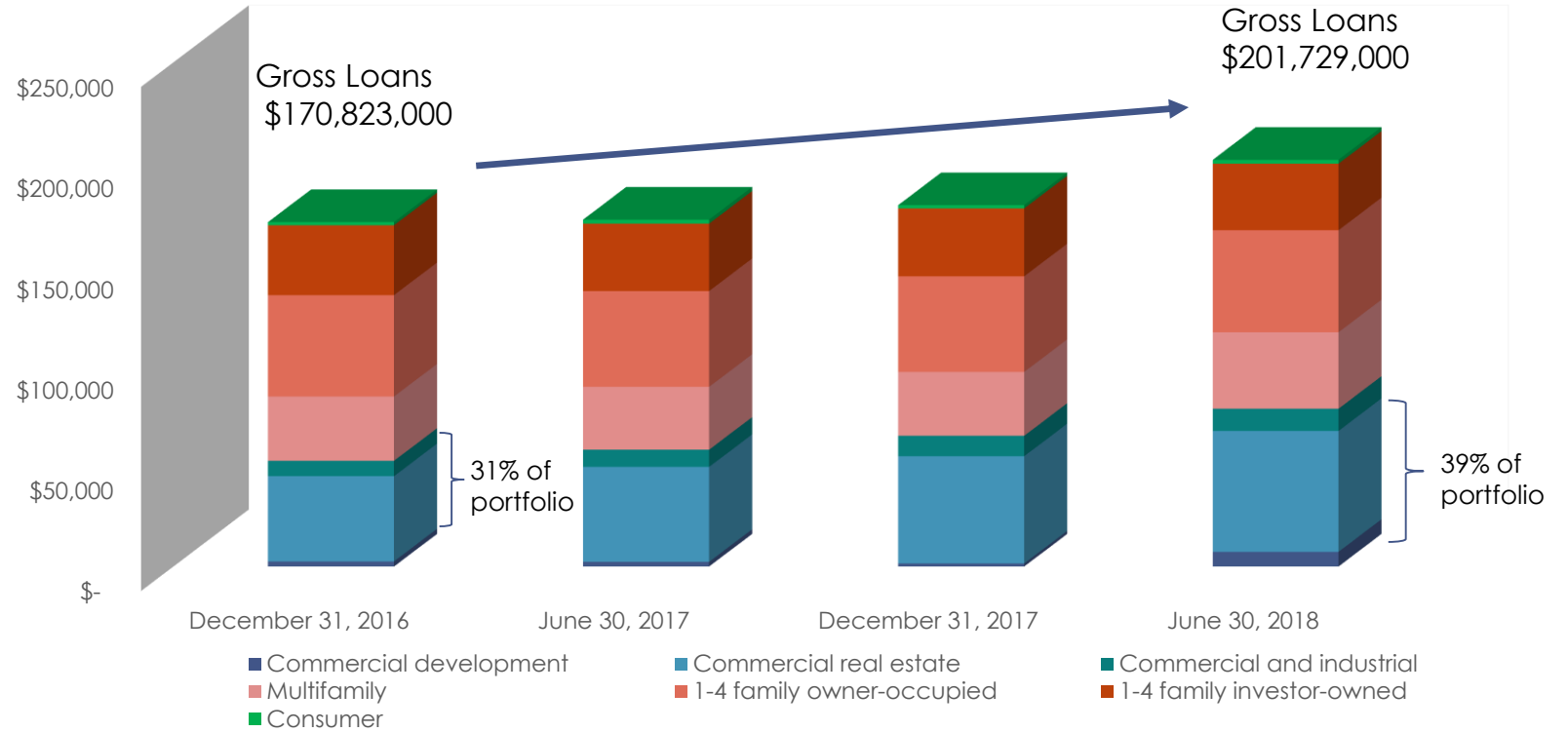


SNL US Bank and Thrift Index
First Federal Bank of Wisconsin

Loan Portfolio

Loan Portfolio Growth and Diversification:

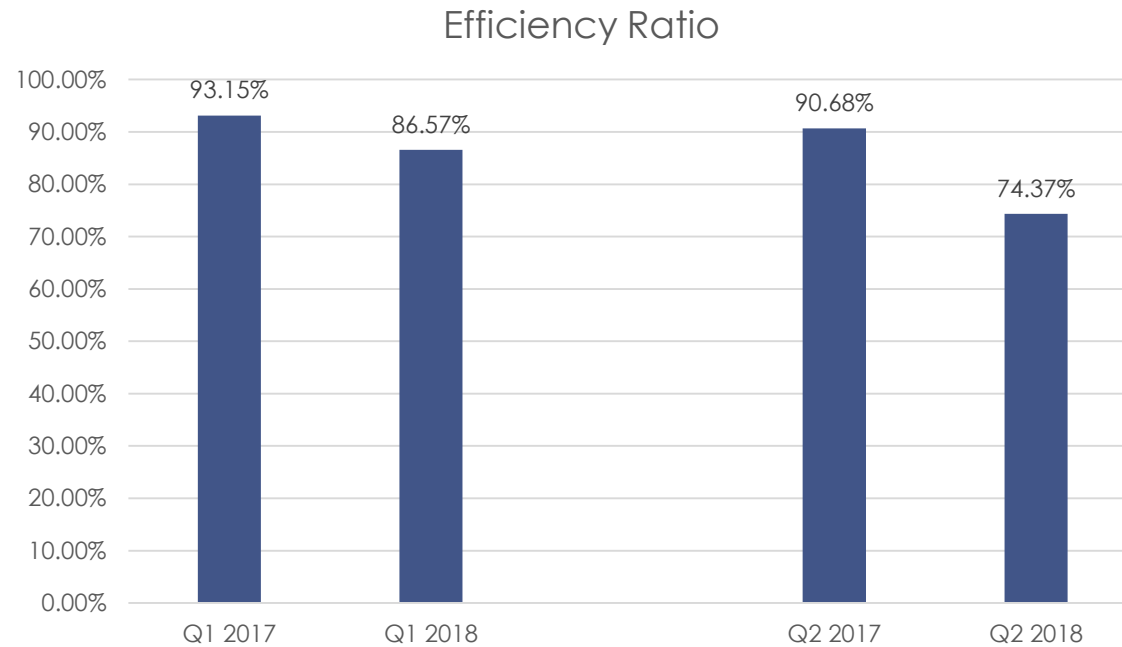
18% Growth Since 12/31/2016



Results

As of June 30, 2018:


- Year-over-year quarterly efficiency ratio is improving:



Efficiency ratio represents noninterest expenses divided by the sum of net interest income and non-interest income.

Looking Ahead

- Enhancements to commercial deposit products
- Comprehensive sales program and training to strengthen sales process
- Targeted technology investments to continually improve customer experience



Questions?