

TO OUR CUSTOMERS AND FRIENDS,

I'd like to take a moment to personally thank you for banking with North Shore Trust and Savings. As we enter our 98th year of service, I am grateful for our strong customer relationships. I am overwhelmed by the number of customers who continue to bring in children, grandchildren, and even great grandchildren to open accounts with us. We consider it a privilege to be your local Community Bank.

North Shore Trust and Savings remains a profitable and secure financial institution. 2018 marks the 30th year that we have earned a 5 Star Superior rating from Bauer Financial. I credit our continued success to common sense decision making and to the remarkable people who work here.

At North Shore Trust, we remain committed to providing the service you want. Whether you prefer "face to face" personal service or the 24/7 convenience of technology, we have you covered. Real people pick up the phone when you call and our friendly staff will take the time to ensure you make an informed choice. We also understand how busy life can be. That is why we continue to enhance our Online and Mobile banking Applications, and are constantly on the lookout for the latest in convenience technologies.



Stephen G. Lear
Chairman of the Board, President and CEO

STATEMENT OF CONDITION

DECEMBER 31, 2018

(unaudited)

ASSETS

| | |
|-------------------------|----------------------|
| Cash and Due from Banks | \$18,674,000 |
| Investment Securities | 88,811,000 |
| Loans, Net | 100,832,000 |
| Premises and Equipment | 5,570,000 |
| Other Assets | 10,671,000 |
| Total Assets | \$224,558,000 |

LIABILITIES

| | |
|--------------------------|----------------------|
| Deposits | \$176,958,000 |
| Escrow Deposits | 1,535,000 |
| Borrowed Funds | 0 |
| Other Liabilities | 2,884,000 |
| Total Liabilities | \$181,377,000 |

EQUITY

| | |
|-------------------------------------|----------------------|
| Retained Earnings | \$43,181,000 |
| Total Liabilities and Equity | \$224,558,000 |

| | <i>Minimum Capital Requirement</i> | <i>NSTS Actual Capital</i> | <i>NSTS Excess Over Minimum Requirement</i> |
|---------------------------------|--|------------------------------------|---|
| Leverage Ratio | 4.00% | 20.06% | 16.06% |
| Risk-Based Capital Ratio | 8.00% | 54.82% | 46.82% |



DIRECTORS AND OFFICERS

DIRECTORS

| | |
|---|--|
| Stephen G. Lear <i>Chairman of the Board</i> | James L. Merlock <i>Vice Chairman</i> |
| Apolonio Arenas | Thaddeus M. Bond, Jr. |
| Marcella A. Bosnak | Thomas M. Ivantic |
| Rodney J. True | |

| | |
|--|---|
| William C. Ivantic <i>Director Emeritus</i> | Walter A. Kroll <i>Director Emeritus</i> |
|--|---|

OFFICERS

| | |
|--|---|
| Stephen G. Lear <i>President and CEO</i> | Christopher Friis <i>Chief Lending Officer</i> |
| Susan J. Suski <i>Chief Financial Officer</i> | Nathan E. Walker <i>Senior Vice President</i> |
| Christine E. Stickler <i>Vice President & Secretary</i> | Amy L. Avakian <i>Vice President</i> |
| Linda L. Moran <i>Vice President</i> | Victoria L. Drinka <i>Assistant Vice President</i> |
| Sonia C. Guadiana <i>Assistant Vice President</i> | Vicki L. Olenski <i>Assistant Vice President</i> |
| Lisa G. Stone <i>Assistant Vice President</i> | Agnes M. Vettese <i>Assistant Vice President</i> |
| Connie Urbanik <i>Assistant Vice President</i> | |



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northshoretrust.com

MAIN OFFICE

700 South Lewis Avenue
Waukegan, IL 60085
Phone: 847.336.4430

BRANCH OFFICES

1233 North Green Bay Road
Waukegan, IL 60085
Phone: 847.625.3100

3060 Sand Lake Road
Lindenhurst, IL 60046
Phone: 847.245.3700

