## To Our Shareholders

I am pleased to report the first quarter performance results of Century Financial Corporation and its subsidiary Century Bank and Trust.

For the three months ending March 31, 2018, your company earned net income of $\$ 807,000$ or earnings per share of $\$ 0.42$. This compares to March 31,2017 when net income of $\$ 715,000$ and earnings per share of $\$ 0.37$ were reported. The return on average equity (ROE) for the first quarter was $9.08 \%$ with a return on assets (ROA) of $1.09 \%$. This compares to ROE and ROA for the same period in 2017 of $8.36 \%$ and $0.97 \%$, respectively.

The bank's total revenue at March 31, 2018 is $\$ 3,933,000$ compared to $\$ 3,655,000$ at March 31, 2017 - - an increase of $7.60 \%$.

At March 31, 2018, net interest income before loan provision expense is up $\$ 317,000$ from March 31, 2017 results. For the three months ending March 31, 2018, total non-interest income is $\$ 1,179,000$ compared to $\$ 1,218,000$ at March 31, 2017 - - a decrease of $\$ 39,000$. The variance in gain on sale of mortgages is anticipated with house refinancing activity down and housing inventory tight. Total operating expense for the first three months of 2018 totals $\$ 2,759,000$ compared to $\$ 2,619,000$ at March 31, 2017.

Total assets at March 31, 2018 are $\$ 300,000,000$ compared to $\$ 294,000,000$ at March 31, 2017 Total assets at December 31, 2017 were $\$ 302,000,000$. Total deposits are $\$ 260,000,000$ at March 31, 2018. They were $\$ 256,000,000$ at March 31, 2017 and $\$ 258,000,000$ at December 31, 2017.

Total loans at March 31, 2018 are $\$ 200,577,000$ compared to $\$ 181,294,000$ a year earlier. The loan portfolio at December 31, 2017 was $\$ 191,624,000$

The allowance for loan loss at March 31, 2018 is $\$ 2,465,000$ or $1.23 \%$ of the loan portfolio compared to $\$ 2,302,000$ or $1.27 \%$ of the loan portfolio at March 31, 2017. As a percent of the loan portfolio, the provision at $12-31-17$ was $1.15 \%$. There was a $\$ 205,000$ provision for loan loss expense in the first quarter of 2018 compared to provision expense of $\$ 55,000$ at $3-31-17$.

Shareholder equity at March 31, 2018 and March 31, 2017 is $\$ 36,410,000$ and $\$ 34,641,000$, respectively. Capital ratios at March 31, 2018 remain strong and well above minimum regulatory requirements.

As announced at the Annual Shareholders' Meeting on March 20, 2018, the Board of Directors approved a $\$ 0.015$ per share increase to the quarterly dividend. Qualifying shareholders of record saw this reflected in their March 20, 2018 payment. This adjustment places the new quarterly dividend at $\$ 0.15$ per share and sets the annual payout rate at $\$ 0.60$ per share. Based on a $\$ 19.85$ stock price at March 31, 2018, this equates to a dividend yield of $3.02 \%$.

As the above summary indicates, the first quarter for our company has started off in a very solid fashion. The $13.5 \%$ increase in earnings per share has been driven by strong loan growth, appropriate management of deposit costs and balanced contribution from fee income sources.

Thank you for your continued support, loyalty, business and referrals to Century Bank and Trust. I look forward to reporting to you over the upcoming quarters.

Eric H. Beckhusen Eric H. Beckhusen Chairman \& CEO

## Directors \& Officers

## Century Financial Corporation Directors

Eric H. Beckhusen
Chairman \& CEO,
Century Bank and Trust
Robert P. Brothers Attorney at Law
Jeffrey W. Budd C.P.A., Utility Director, Coldwater Board of Public Utilities
james W. Gordon
ertified Public Accountant
, CPA,
Bruce S. A. Gosling,
Certified Public Accountant Norman \& Paulsen, P.C.

## Century Bank and Trust Officers

## Eric H. Beckhusen

 Chairman \& CEOEric J. Wynes President
Dylan M. Foster
Senior Vice President
Rebecca S. Crabill Chief Financial Officer
Julie A. Andrews Vice President \& Senior Trust Officer Donna M. Hobday Vice President effrey S. Holbrook Vice President Ginger J. Kesler Vice President Barry R. Miller Vice President AnnMarie L. Sanders Vice President
Ronald H. Uhl
Vice President
Alicia K. Cole Assistant Vice President \& Assistant Vice
Trust Officer
Corey L. Collins Assistant Vice President \& Deposit Services Officer
Michael D. Eddy
Assistant Vice President \& Mortgage Loan Officer

Jared E. Hoffmaster Assistant Vice President \& Investment Officer
Vicki R. Morris
Assistant Vice President \& Mortgage Loan Officer Scott R. Petersen Assistant Vice President \& Commercial Loan Officer Andrea J. Strong Assistant Vice President \& Teller Operations Officer
Adam M. Wright
Assistant Vice President \& Assistant Vice President \&
Commercial Loan Officer
Donna L. Penick Auditor
Jason C. Dozeman Commercial Loan Officer Heather E. Eldridge Trust Operations Officer
Alicia A. Finnerman Mortgage Loan Officer Sergio Gomez Mortgage Loan Officer Joshua D. Jones Mortgage Loan Officer
Tracy A. Richer Trust Officer Erik L. Schaeffer Trust Officer
Kathy A. Tomson Mortgage Loan Officer

# CENTURY <br> FINANCIAL CORPORATION 

CenturyBankandTrust.com
(866) 680-BANK

First Quarter
Report to Shareholders
March 31, 2018

Bronson • Coldwater • Nottawa
Quincy • Reading • Sturgis
Three Rivers

March 31
2018
2017

|  | 2018 |  | 2017 |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Cash and due from banks | \$ | 5,987,257 | \$ | 9,211,240 |
| Interest bearing deposits in other financial institutions |  | 3,242,572 |  | 3,490,884 |
| Investment securities available for sale |  | 47,850,969 |  | 55,025,679 |
| Investment securities (market value of $\$ 15,603,343$ in 2018 and $\$ 18,830,163$ in 2017) held to maturity |  | 15,506,340 |  | 18,414,748 |
| Federal funds sold and other overnight investments |  | 12,349,163 |  | 11,199,000 |
| Loans |  | 200,557,081 |  | 181,293,945 |
| Less: Allowance for loan loss |  | $(2,464,729)$ |  | $(2,302,330)$ |
| Loans, Net |  | 198,092,352 |  | 178,991,615 |
| Bank premises and equipment, net |  | 5,104,331 |  | 4,981,448 |
| Bank owned life insurance |  | 8,607,719 |  | 8,375,726 |
| Accrued interest receivable and other assets |  | 3,299,018 |  | 3,819,456 |
| Total Assets | \$ | 300,039,722 | \$ | 293,509,798 |
| Liabilities |  |  |  |  |
| Deposits |  |  |  |  |
| Non-interest bearing | \$ | 84,422,153 | \$ | 76,698,195 |
| Interest bearing |  | 175,208,148 |  | 179,371,393 |
| Total Deposits |  | 259,630,301 |  | 256,069,588 |
| Accrued interest payable and other liabilities |  | 1,499,811 |  | 2,799,278 |
| Other borrowings |  | 2,500,000 |  | - |
| Total Liabilities | \$ | 263,630,112 | \$ | 258,868,867 |
| Shareholders' Equity |  |  |  |  |
| Common stock - \$1 par value; <br> Shares authorized: 3,000,000 in 2017 and 2018; issued and outstanding: 1,921,140 in 2017 and 2018 | \$ | 1,921,140 | \$ | 1,921,140 |
| Paid in capital |  | 19,003,810 |  | 19,003,810 |
| Retained earnings |  | 16,762,918 |  | 16,481,219 |
| Accumulated other comprehensive loss |  | $(1,278,259)$ |  | $(2,765,238)$ |
| Total Shareholders' Equity | \$ | 36,409,609 | \$ | 34,640,932 |
| Total Liabilities and Shareholder's Equity | \$ | 300,039,722 | \$ | 293,509,798 |
| Book Value Per Share | \$ | 18.95 | \$ | 18.03 |

Three Months Ended
20182017

|  | 2018 |  | 01 |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest Income |  |  |  |  |
| Loans, including fees | \$ | 2,433,545 | \$ | 2,059,569 |
| Securities |  |  |  |  |
| Taxable |  | 271,152 |  | 305,201 |
| Non-Taxable |  | 85,164 |  | 91,417 |
| Federal funds sold and other overnight investments |  | 63,925 |  | 27,220 |
| Interest on deposits in other financial institutions |  | 15,903 |  | 16,706 |
| Total Interest Income | \$ | 2,869,690 | \$ | 2,500,112 |
| Interest Expense |  |  |  |  |
| Interest on other deposits |  | 96,355 |  | 57,082 |
| Interest on time deposits over \$100,000 |  | 7,661 |  | 6,257 |
| Other interest expense |  | 12,029 |  | 8 |
| Total Interest Expense | \$ | 116,045 | \$ | 63,346 |
| Net Interest Income |  | 2,753,645 |  | 2,436,766 |
| Provision for Loan Losses |  | 205,000 |  | 55,000 |
| Net Interest Income after Provision for Loan Losses |  | 2,548,645 |  | 2,381,766 |
| Non-interest Income |  |  |  |  |
| Trust and investment management revenue |  | 471,820 |  | 461,869 |
| Service charges on deposit accounts |  | 428,936 |  | 420,360 |
| Gain on sale of mortgage loans |  | 121,339 |  | 195,871 |
| Other income |  | 157,325 |  | 140,314 |
| Total Non-interest Income | \$ | 1,179,420 | \$ | 1,218,414 |
| Non-interest Expense |  |  |  |  |
| Salaries |  | 1,272,367 |  | 1,110,133 |
| Employee benefits |  | 444,555 |  | 532,063 |
| Occupancy and equipment expense |  | 538,382 |  | 485,499 |
| Other expense |  | 503,269 |  | 491,015 |
| Total Non-interest Expense | \$ | 2,758,573 | \$ | 2,618,709 |
| Income Before Income Taxes |  | 969,493 |  | 981,470 |
| Income Taxes |  | 162,724 |  | 266,750 |
| Net Income | \$ | 806,769 | \$ | 714,720 |
| Basic \& Diluted Earnings Per Share | \$ | 0.42 | \$ | 0.37 |

