

'21 ANNUAL REPORT



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BTC Bank 2021 Annual Report

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“*Tomorrow what will we be? We will be an ag bank driven by the desire to serve and be part of successful thriving communities.*

Will that be twelve communities, eighteen communities, twenty-four communities? That is the unknown.

However, we will be driven by our mission, vision, and core values,
as we have for the past one hundred years.”

DOUG FISH
PRESIDENT & CEO



Message from the President & CEO

The Board of Directors, Management, and Employees of BTC Bank continue to work hard to ensure our bank remains strong and prosperous. Despite historically challenging economic conditions, BTC Bank has maintained a strong capital position while continuing to grow.

The CARES Act continued this year, allowing banks to participate in the Paycheck Participation Program (PPP) to provide small businesses and farmers with cash-flow assistance through 100 percent federally guaranteed loans. BTC Bank processed 1,838 total PPP loans in 2020-21, totaling more than \$35 million.

BTC Bank made an ongoing, strategic commitment to search for partnerships that help us bring the benefits of a community bank to more rural people while reinforcing our position as a strong and reliable financial institution. BTC Bank opened a temporary building for our 13th location in Buffalo, Missouri on January 11, 2021. In November 2021, BTC continued to expand into additional markets with the acquisition of Home Exchange Bank with locations in Jamesport, Gilman City and Oregon, Missouri and 1st Cameron State Bank with two locations in Cameron, Missouri. Both banks exceeded our expectations as optimal partners to help us expand our footprint and ensure financial services are accessible to more rural communities.

The acquisition brings BTC Bank to 18 convenient locations throughout Missouri and Iowa, and BTC Bank projects to exceed \$1 billion in total assets before the end of this year. With the recent expansion of the BTC Bank footprint and addition of the new branches, we are looking forward to another thriving year for 2022.

My hope and plan is that BTC Bank will continue to stand the test of time, and our future mirrors the success of our past. As we move through our second 100 years, our passion is to continue to be a better community bank serving our individual communities to the best of our abilities.

Sincerely,

Doug Fish

Doug Fish

PRESIDENT & CEO

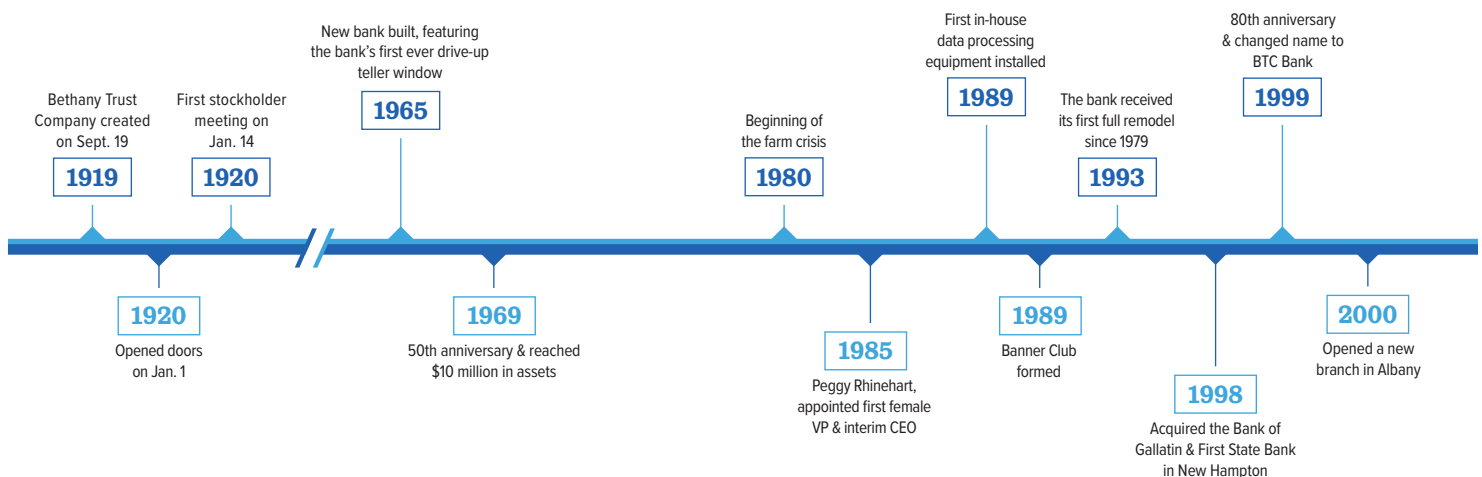


NEW BRANCHES ADDED IN 2021

BUFFALO, MO
CAMERON NORTH, MO
CAMERON SOUTH, MO
GILMAN CITY, MO
JAMESPORT, MO
OREGON, MO

MORE THAN
\$35
MILLION
PROCESSED
PPP LOANS IN
2020-21

BTC BANK THROUGH THE YEARS



Board of Directors and Senior Officers



L to R: Ed Oram, Ron Wolf, Allan Mulnix, Danny Marsh, Kirby Payne, Andrew McCrea, Jerry Findley, Doug Fish

Senior Officers

DOUG FISH

President and CEO

PAULA ADDISON

Branch President and SVP

SARA BERRY

Retail Branch Administration
and Education Officer

JESSE BIRD

Regional President and SVP

VICKIE CLINE

Human Resources Officer

PENNY COLLINS

Chief Compliance Officer

JEFF DONOVAN

Investment Adviser Representative

DEVON ELLIS

Internal Auditor

BRIAN FONSECA

Chief Technology Officer

COHLBY JONES

Regional President and SVP,
Investment Adviser Representative

JOHNATHAN L. MEYER

Trust Officer and General Counsel

DAVID NOWLAND

Agricultural Credit Analyst

WENDY PRESTON

Chief Finance Officer

ASHLEY SHISLER

Marketing Director

MIKALA SMITH

Retail Banking Officer

ASHLEY SWARTZ

Operations Officer

SAM SPERRY

Chief Credit Officer and SVP

JEFF WALLACE

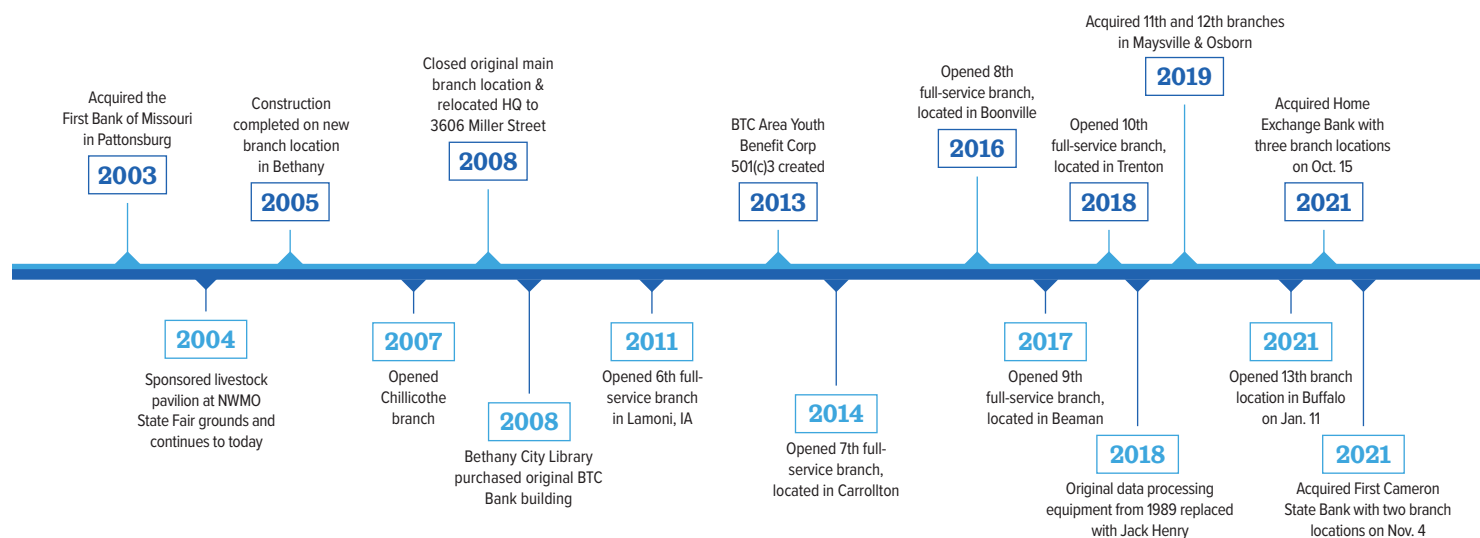
Risk & ISO Officer

MARCIA WILLIS

Executive Secretary

TOM WITTEN

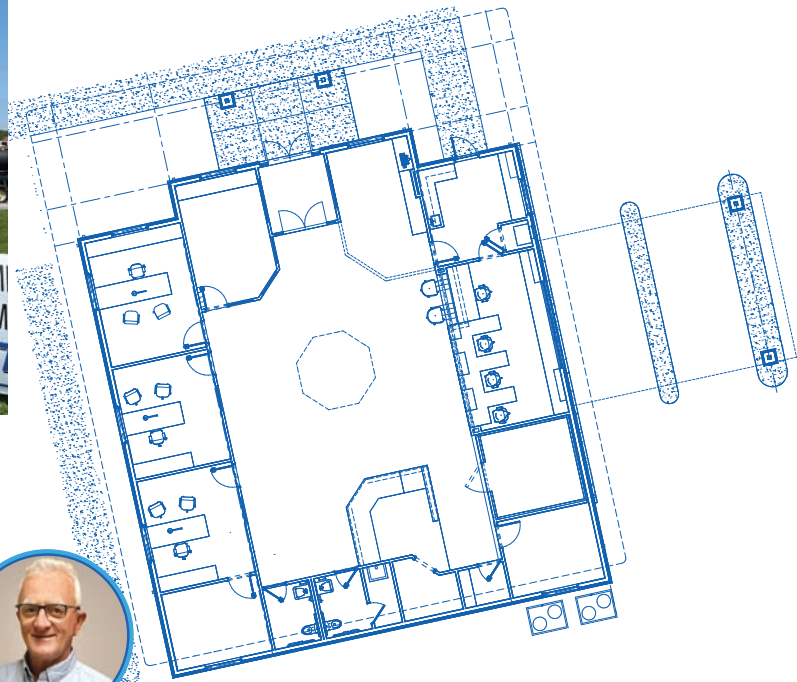
Chief Lending Officer and SVP



2021 Year-in-Review

BUFFALO, MISSOURI BRANCH

Ready to serve local farms and the community, BTC Bank opened a temporary building for its 13th location in Buffalo, Missouri on January 11, 2021. Construction for a new brick and mortar building will begin this spring with completion planned for the fall of 2022.



I am very excited to get to know the people of these communities personally and help them thrive. We are committed to investing in the people and their needs in these communities — through new products and services and with our expertise in agriculture financing. We look forward to serving this area.

JIM KRUEGER

MARKET PRESIDENT, BUFFALO



TOP LEFT: Rendering of BTC Bank Buffalo branch. Construction is scheduled for completion in 2022.

TOP RIGHT: Buffalo branch employees proudly stand with the branch's "Now Open" sign.

MIDDLE LEFT: The first Customer Appreciation event at the Buffalo BTC Bank branch was a success for the branch and community.

BOTTOM RIGHT: Final blueprint designs of the bank branch building.

2021 Acquisitions

HOME EXCHANGE BANK



BTC Bank Gilman City branch



BTC Bank Jamesport branch



BTC Bank Oregon branch

JAMESPORT

220 S Broadway Street, Jamesport, MO
Phone: 660-684-6114 | Fax: 660-684-6181

GILMAN CITY

435 Main Street, Gilman City, MO
Phone: 660-876-5617 | Fax: 660-876-5619

OREGON

105 N Washington, Oregon, MO
Phone: 660-446-3316 | Fax: 660-446-3320

Home Exchange Bank was founded in May 1925 in Jamesport. In the following years, HEB acquired the Gilman City and Oregon (Zook and Roecker) branches, and BTC Bank purchased all three HEB branches on October 15, 2021.

BTC Bank has been investing in the Gilman City and Jamesport communities for years. With physical branches, it allows BTC to provide increased service, accessibility, and convenience to customers. The Bank also looks forward to expanding its presence into the Holt County area and offering exceptional banking services and commitment to the local community.



The stately and original hardwood bank teller windows in the BTC Bank Oregon (Zook and Roecker) branch helps preserve the bank's rich history.

2021 Acquisitions

FIRST CAMERON STATE BANK

1st Cameron State Bank began serving the Cameron community from a small house in 1965 as Cameron State Bank. The present facility, located at 124 S. Walnut, opened on April 1, 1965 and another branch was opened at the north end of Cameron in 1997. BTC Bank acquired 1st Cameron State Bank in 2021. BTC Bank carries on the tradition of a small, local bank helping area residents with the quality service customers have come to expect and appreciate.

SOUTH:

124 S Walnut,
Cameron, MO
Phone: 816-632-7272
Fax: 816-632-1001

NORTH:

515 Platte Clay Way,
Cameron, MO
Phone: 816-632-5232
Fax: 816-632-1851



ABOVE: BTC Bank Cameron South branch front view.



LEFT: BTC Bank Cameron South branch back view.



ABOVE: BTC Bank employees exemplify the "BTC Way" even when it rains on our Tailgate events!



BTC Bank Cameron North branch



“BTC Bank is a vital contributor to its local communities and I’m so proud to bring this organization to my hometown. It will be great to not only provide new products and services to our customers—but to really be invested in the people, events and agricultural needs that matter most to these communities.”

WADE DIXON

MARKET PRESIDENT, JAMESPORT/GILMAN CITY

Financial Highlights

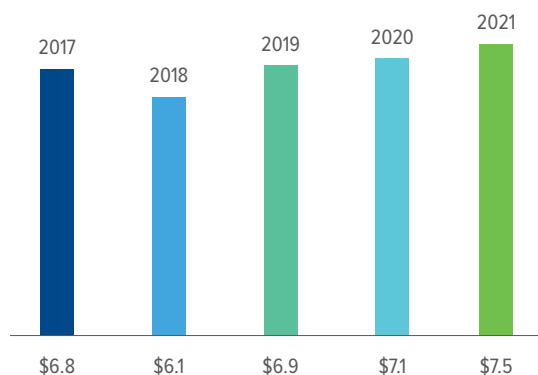
AT YEAR-END	2021	2020	% CHANGE
Assets	\$905,448	\$655,728	38.1%
Deposits	\$791,097	\$550,346	43.7%
Loans	\$566,296	\$471,189	20.2%
Stockholders' Equity	\$97,716	\$86,152	13.4%
FOR THE YEAR			
Net Income	\$7,522	\$7,164	5.0%
Return on Assets	1.03%	1.12%	(8.04%)
Return on Equity	8.18%	8.72%	(6.2%)
PER SHARE			
Dividends Per Share	\$13.00	\$12.00	8.3%
Book Value at Year End	\$1,069.67	\$1,009.02	6.0%

LOOK BACK 10 YEARS: 2011 vs. 2021

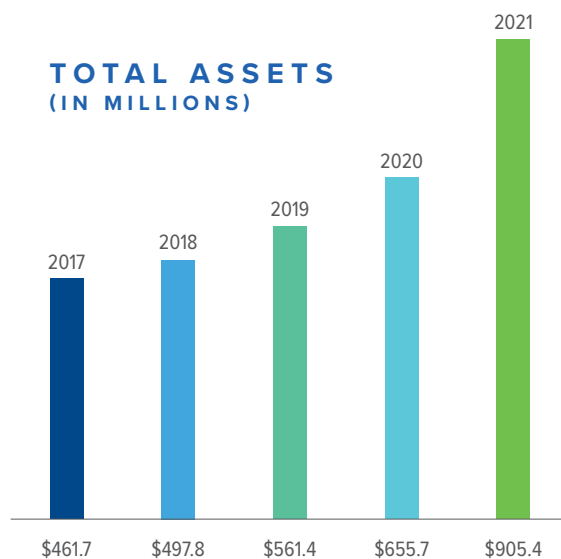
AT YEAR-END	2021	2011	% CHANGE
Assets	\$905,448	\$324,960	179%
Deposits	\$791,097	\$285,672	177%
Loans	\$566,296	\$191,751	195%
FOR THE YEAR			
Net Income	\$7,522	\$4,601	63%
Return on Assets	1.03%	1.41%	(26.95%)
Return on Equity	8.18%	12.94%	(37%)
PER SHARE			
Dividends Per Share	\$13.00	\$6.50	100%
Book Value at Year End	\$1,069.67	\$447.34	139%

**Dollar amounts in millions, except per share data*

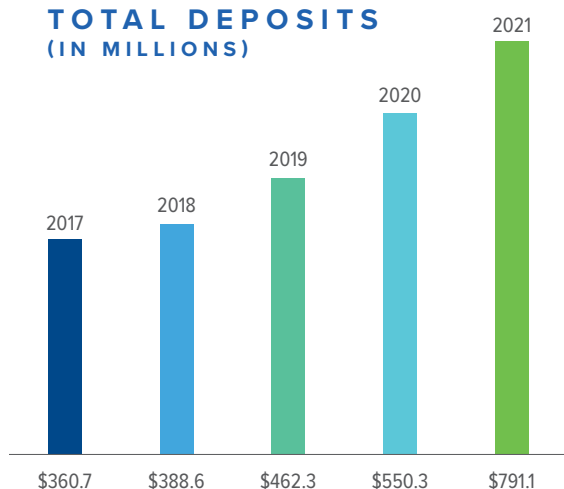
TOTAL INCOME (IN MILLIONS)



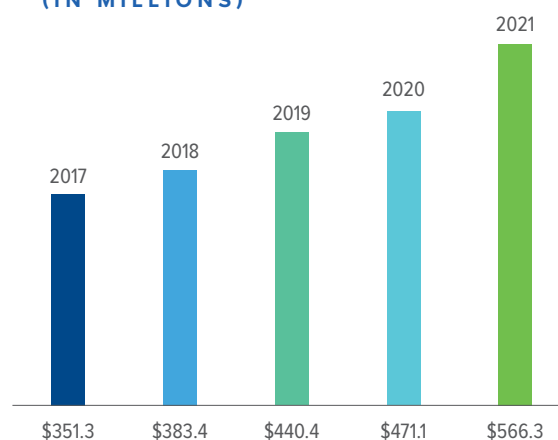
TOTAL ASSETS (IN MILLIONS)



TOTAL DEPOSITS (IN MILLIONS)



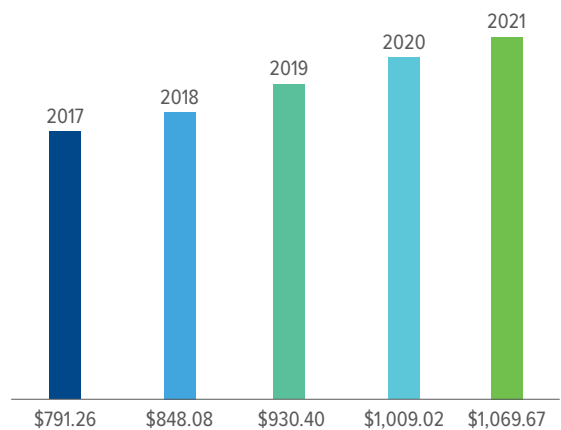
TOTAL LOANS (IN MILLIONS)



DIVIDENDS PER SHARE



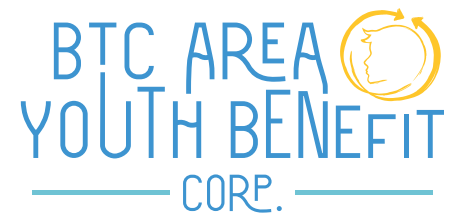
BOOK VALUE PER SHARE



BTC Area Youth Benefit Corp.

The BTC Area Youth Benefit Corp. was created to fulfill financial needs of youth and youth programs in our areas that empower them to be strong community leaders.

From student scholarships and student citizenship awards to event sponsorship and in-kind donations, BTC Area Youth Benefit Corp. is working together with our communities to make a difference in the lives of our local youth.



\$130,975

donated to youth in BTC service area communities since 2013

\$26,951

donated to youth in BTC service area communities in 2021



"If you make the world
better for KIDS,
you make it better
for **EVERYONE**

— KID PRESIDENT



Our Goal

To be a nonprofit organization that reaches above and beyond the impact BTC Bank can make as a community bank, and helps fund activities that empower youth to become strong community leaders through active and engaged lifestyles.



Our Commitment

We are committed to ensuring that 100% of the net proceeds of each of our fundraising events goes directly back to our communities.



By the Numbers

2020 proved to be a challenging year in more ways than one. Fundraising efforts retracted due to COVID restrictions, so funding and donations data reflect that unusual year.

However, we didn't let it get us down! The BTC Area Youth Benefit board members put their heads together, and we created a new campaign to bring in donations in 2020. With that fundraising campaign, we brought in enough donations to keep funding youth and youth events throughout 2020.

We look forward to expanding our outreach in new BTC Bank service areas as well as the areas in which we are already established. With more fundraising and donations, we can truly impact children in a positive way.

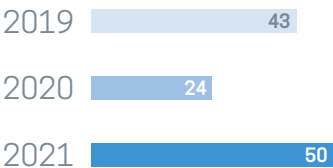
\$5,000

total awarded in 2021 for scholarships to 3 local students (from Osborn and Chillicothe). The BTC Area Youth Benefit awards these scholarships every year.

\$1,200

Donated to 24 local schools for the BTC Area Youth Benefit Merit Program (attendance/citizenship awards). This is a yearly program to which the BTC Area Youth Benefit donates.

Number of Youth Projects Funded



Yearly Outgoing Donation Totals



14%

Year-over-year increase in donations made by the BTC Area Youth Benefit from 2019 to 2021



COMMUNITY MINDED

Just Like You



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Dick Wilson