



PARENT COMPANY OF INSBANK
ANNUAL REPORT

2021



Letter to **SHAREHOLDERS**

The phrase “may you live in interesting times”, which is purported to have been an ancient Chinese curse, continues to feel applicable as we’re emerging from a global pandemic, battling inflation of uncertain ultimate impact, and witnessing the greatest geo-political crisis in decades with Russia’s invasion of Ukraine. A year ago our annual report informed our shareholders on both the bank’s response to the pandemic as well as progress made by our team on forward-looking objectives. What our investors will find in this year’s communication is a narrative and illustration of a welcome rebound from the shocks to the system imparted by COVID-19, and an update on the bank’s pursuit of longer-term strategic plans.

2021

2021 - Rebound from Shocks to the System

A year earlier the bank was forced to deviate from its game plan given the manifestations of the pandemic. Notably among those elements affected: net interest margin had declined; provisions for potential credit losses were significant; and a loan pipeline supporting the growth of our market was replaced with government-backed loans to support short-term payrolls.

Margin

A historical discipline of managing interest rate risk served the bank well in 2021. When the Fed abruptly cut rates in 2020 we knew there would be a short-term impact on the bank's margin. At the same time, our established practices of laddering maturities of our deposits and borrowings gave us confidence that we would be able to reduce our cost of funding in the coming quarters, and forecasting models validated these assumptions. The year 2021 saw gains in net interest margin each quarter, as the bank's cost of funding reduced to 0.95% from 1.62% the prior year.

Credit

Like most banks did at the onset of the pandemic, INSBANK navigated uncertainty in credit markets with increased provisions for potential losses that accompanied stress testing the loan portfolio. Fortunately, the stress scenarios modeled in 2020 did not manifest in ways that presented material challenges in 2021. With the exception of two credit relationships for which there was a cost to divest in the first half of 2021, measures of asset quality are healthy while adequate reserves remain for any uncertainties that may emerge in 2022.

Core Loan Activity

While the prior year found our lending team scrambling to expedite the hastily created PPP loans, 2021 found many borrowers resuming their own business plans, with corresponding loan demand. Gross loan originations, including unfunded construction commitments, totaled more than \$175 million. Adjusting for PPP loan balances which dropped significantly during the year with forgiveness protocols, core loans grew by 12%, net of pay-offs, the majority of which were driven by client asset sales.

Special Dividend

As previously communicated given uncertainty at the outset of the pandemic, our board of directors conservatively chose

to suspend our dividend in 2020. Retention of capital was prudent given reduced earnings and unknown credit outcomes. The patience of our shareholders was appreciated, however, and the board was pleased to approve a special dividend of \$0.12 per share that was paid during the first quarter of 2022 based on the bank's financial performance in 2021.

The Path Forward

In 2021 our team made further progress on strategic and tactical objectives which will enhance opportunities for the bank in the future as we continue to generate scale. Medquity, our healthcare-focused business unit, developed a web-based platform for delivery of physician loans for financing joint venture investments. This allows our customers a convenient access point as this line of business has now expanded to 20 states across the country. Additionally, and for the benefit of all divisions of the bank, the decision was made to migrate to a next-generation core software system that provides an open API architecture. As we endeavor to provide best-in-class solutions for our clients, including treasury solutions for niche verticals, moving beyond rigid confines of the traditional core platforms of yesterday is a necessity. These are just a couple examples of innovation that help define the culture of our company.

Future success in the community banking sector requires more than blocking and tackling in traditional lending and deposit functions. The evolution of the financial services industry has hastened with non-depositories and fintech companies targeting mass consumer markets. In the coming years many banks may find themselves struggling for relevancy in the gig-economy world. InsCorp, however, has plotted its course with a focus on delivering value to niche commercial and consumer markets with a unique combination of service and technology.

On behalf of our board of directors and employees, I want to thank you for your support of our company.

Sincerely,



James H. Rieniets, Jr.
President/CEO, INSBANK



INSBANK

WHERE GENUINE MATTERS.

BUILT BY NASHVILLIANS
FOR NASHVILLE

2106 Crestmoor Road, Nashville, TN 37215 | 5614 Franklin Pike Circle, Brentwood, TN 37027
615.515.2265 | 866.866.2265 | www.insbank.com | See website for hours or to schedule an appointment



About US

Frankly, we're different. We're a bank where advice isn't prepackaged. Where clients talk directly to our decision-makers—not a chain of middlemen trapped in branches and bureaucracy. We're a place where the client's best interests — not the bank's — come first. Where experts go below the surface because they live and breathe your industry and don't just sell to it.

We're a true local bank—built by and for Nashville business leaders. A place where our people and partners are having as much fun as they are having success. Never heard of a bank like this? It's probably because you haven't been to one where genuine matters.

Welcome to INSBANK

Mission

To generate risk-appropriate returns for shareholders through the delivery of financial services that provide value and help fulfill the goals of businesses and individuals in the communities we serve.

Vision

Within a competitive industry, INSBANK seeks to differentiate and create competitive advantage through a unique combination of strategies, tactics, and attributes.

The bank strategically targets small businesses and consumers for whom large banks have difficulty delivering quality service.

Tactically, INSBANK utilizes a complimentary mix of convenient technologies with accessible and capable employees to add value to competitively priced services.

Elements of INSBANK's cultural foundation include respect for clients, employees, and shareholders, as well as adaptability as it pertains to an evolving industry.



INNOVATIVE *Business Model*

INSBANK's culture of innovation was born out of its original vision and mission, and has continued to be a critical component in its success formula. Through a technology forward posture and a culture of efficiency, the bank wraps its operating model with strategies to maintain its position as an innovator. By utilizing unique staffing models, positions and committees, its ability to be nimble and proactive in a rapidly changing banking environment is enhanced and allows the bank to focus its resources on technology modernization and fintech initiatives that support the changing needs of its customer base.

This focus on innovation, technology and efficiency is designed to support key banking niches, while adding value and expertise to specific segments in the market. Identifying and focusing on these niches has allowed INSBANK to develop products and services that support the unique needs of businesses, benefiting the customers and developing lasting relationships based on providing advisors and advocates in addition to solutions.

A modern, multi-story office building with a glass facade. The word "INSBANK" is prominently displayed on a sign above the entrance. The building is set against a clear sky, and the foreground is dominated by a large, dark blue diagonal shape that cuts across the frame.

INSBANK

The INSBANK logo is a dark blue, horizontally-oriented rectangle with rounded corners and a thin white border. Inside the rectangle, the word "INSBANK" is written in a large, white, serif typeface.

INSBANK

WHERE GENUINE MATTERS.

As business returned to a new normal post-pandemic, INSBANK continued to find validation in its unique business model.

While its peers may return to pre-pandemic processes and interactions, INSBANK continued to innovate, utilizing what was learned during the pandemic to embrace further what works well for the bank and its customers. This continuation and expansion of the bank's unique business model further allows INSBANK to focus on key strategies, without the noise of traditional banking models. Executing on innovative and creative strategies is a key to the bank's growth in areas not serviced by others with the level of expertise that the bank can achieve through its focused mission.

INSBANK continues to service a growing and diverse client base from two office buildings in the metropolitan Nashville market. With both Medquity and INSBANK Online, the bank's client base continues to expand across the nation. While traditional relationships in its primary market continue to be a core strategy, these other silos provide diversification critical for a sustainable growth trajectory. A focus on automation and efficiency provides the bank's staff the ability to focus on unique business opportunities and innovate the process and interaction with its borrowers and depositors. With its infrastructure and resources, client relationships that fit the bank's strategy can occur anywhere.



MEDQUITY

HEALTHCARE BANKING

Medquity represents the culmination of a growing expertise in the healthcare banking space. As Nashville is home to over 500 healthcare companies, developing expertise in the healthcare space was a natural strategy for INSBANK. First accomplished through a partnership with the Tennessee Medical Association, TMA Medical Banking, Medquity is an additive strategy to expand and provide resources to the healthcare space beyond the boundaries of the state. Medquity brings together resources that address banking needs in the industry from residency to retirement. Within that framework is a business-focused approach to the needs that develop as physicians navigate through their career. To augment this approach, Medquity does not just focus on the physicians and practice needs, but also on the healthcare companies around those physicians that supply key resources in the space. This strategy is critical to supporting the infrastructure necessary for physicians, practices and their patients.

The Medquity team experienced significant growth in 2021. With the addition of talented employees, the team originated nearly \$54 million in new loans, of which 83% was healthcare related, which led to a net loan growth of 15%. Medquity has now provided loans to healthcare clients in 20 states. Deposit growth was approximately 150%, a function of new and expanded relationships, customers' financial success including new investment/funding, and escrow solutions for M&A activity.

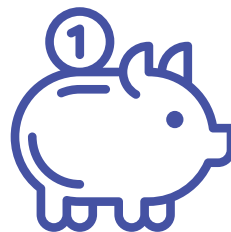


In 2021, Medquity developed its second fintech product, an online application for doctors investing in joint venture ambulatory centers such as surgery centers and dialysis centers. This addition leveraged the infrastructure of the online medical and dental student loan refinance program launched in 2020 (which added 8 additional eligible medical professions in 2021). These fintech ventures are representative of Medquity's continued emphasis on creating niche solutions for the evolving healthcare industry. Product innovation is coordinated through the guidance of an advisory board comprised of over 15 physicians and healthcare leaders. In addition to professional mortgages, lines of credits, equipment, and commercial real estate financing to medical/dental practices and healthcare tech and service companies, particular niche expertise focuses on the following areas:

- Loans to a variety of ambulatory joint ventures, most often to dialysis or surgery centers, consisting of physicians, operators, and health systems, primarily for center-level investment or new physician buy-ins.
- Acquisitions of healthcare practices or companies, often by private equity backed medical or dental management services organizations.

The understanding of the unique journey each physician, practice and healthcare company may travel allows Medquity to be proactive in ensuring clients are well positioned to grow in the healthcare ecosystem.

Continuing into 2022, Medquity will focus execution on expanding the products and systems necessary to support the healthcare industry and the physicians and providers who are key to its existence. Further expansion in the fintech space will provide physicians and practices efficient access to both loan and deposit products critical in supporting growth and sustainability in a changing industry. Of particular note, a doctor's personal loan online application is in testing/development with a mid-2022 anticipated launch. Medquity's expertise in the healthcare financial space provides a lifelong partnership to those in the industry with the assurance that the bank will grow and adapt its expertise as the industry continues its journey.



MEDQUITY RMS ORIGINATED
\$54 MILLION
IN NEW LOANS



INSBANK

Powered by Genuine Relationships

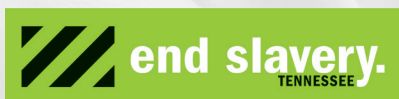
INSBANK ONLINE

Fintech ventures often uniquely solve a customer need. In some cases, solving a need through technology may not be unique in itself, but rather may provide the bank a unique conduit to customers and customers a conduit to a unique experience. INSBANK Online does both by virtue of creating a simple access point for deposit customers to experience a 'Virtual Private Client' experience, without the need for proximity. Through a virtual environment, clients in all 50 states can access competitive interest-bearing accounts, with the added benefit of direct access to Private Client Advocates.

Community INVOLVEMENT

INSBANK and its employees, management, and directors all find value in community involvement. These stakeholders devote time and resources to support what inspires them, both personally and professionally. The bank also contributes to these initiatives through allocation of time, organization of group efforts, and monetary contributions. As a component of its Wellness Program, INSBANK organizes and facilitates regular volunteer activities for its employees. With the belief that wellness includes body, mind, and spirit, the company encourages volunteerism as a way to enhance wellness. Employees' participation in charitable organizations, whether as board members, committee members, or volunteers, is supplemented by the company's financial support of a wide variety of non-profit organizations.

INSBANK PHILANTHROPIC LEGACY RECIPIENTS





INSBANK believes in supporting a variety of needs in our local community and maintains a desire to contribute when its needed and where its needed. In this same spirit, and to enhance the bank's existing corporate giving, the company established The INSBANK Philanthropic Fund in 2019. This fund facilitates giving back through all the bank's stakeholders, including its customers, who can participate through The Philanthropy Account. The Philanthropy Account offers the same convenience of a typical money market account, but with the added benefit of supporting local organizations. This innovative account allows customers to earn a competitive rate of interest while supporting the community as the bank makes a contribution to the fund based on aggregate deposits in these accounts.

CURRENT BENEFICIARIES



***THE* NASHVILLE FOOD PROJECT**

The Nashville Food Project (TNFP) brings people together to grow, cook and share nourishing food, with the goals of cultivating community and alleviating hunger in our city. TNFP's ongoing work includes a Community Meals program, which prepares and shares thousands of scratch-made, nutritious meals in collaboration with community partners, and an urban agriculture program that supports families in growing food for themselves and for market. Learn more at thenashvillefoodproject.org or on Instagram and Facebook at [@thenashvillefoodproject](https://www.instagram.com/thenashvillefoodproject).



Founded in 1931 by the Junior League of Nashville, Nashville Children's Theater is the city's oldest cultural institution and the oldest professional children's theatre in the USA, and the second highest attended performing arts institution in the city.

- In 2021, NCT received the Leadership in the Arts Award from the Nashville GBT Chamber.
- In March 2020, NCT became one of the first children's theatres in the country to offer online theatre education. Serving roughly 1,500 students from 17 states and 5 countries!
- In addition, NCT's family access membership provided over \$30,000 in financial aid to families in need during this time.

CONSOLIDATED FINANCIAL STATEMENTS

Balance Sheets		
	12/31/21	12/31/20
Assets		
Cash and Cash Equivalents	\$ 16,680	\$ 8,219
Interest Bearing Deposits	73,746	33,356
Securities	23,089	17,039
Loans	551,463	525,235
Allowance for Loan Losses	(8,025)	(7,365)
Net Loans	543,438	517,870
Premises and Equipment, net	13,345	13,630
Bank Owned Life Insurance	13,398	10,115
Restricted Equity Securities	7,554	7,612
Goodwill and Related Intangibles, net	1,091	1,091
Other Assets	8,055	8,298
Total Assets	\$ 700,396	\$ 617,230
Liabilities and Shareholders' Equity		
<i>Liabilities</i>		
Deposits		
Non-interest-bearing	\$ 79,929	\$ 52,665
Interest-bearing	504,781	417,731
Total Deposits	584,710	470,396
Federal Home Loan Bank Advances	32,000	50,000
Paycheck Protection Program Liquidity Fund	1,404	18,412
Notes Payable	2,500	-
Subordinated Debentures	17,308	15,000
Federal Funds Purchased	4,000	7,000
Other Liabilities	3,277	5,328
Total Liabilities	645,199	566,136
<i>Shareholders' Equity</i>		
Common Stock	28,924	30,509
Accumulated Retained Earnings	25,702	20,377
Accumulated Other Comprehensive Income	571	208
Total Stockholders' Equity	55,197	51,094
Total Liabilities and Shareholders' Equity	\$ 700,396	\$ 617,230
Tangible Book Value per share	\$ 18.90	\$ 17.24

CONSOLIDATED FINANCIAL STATEMENTS

Income Statements	Year Ended	
	12/31/21	12/31/20
Interest Income	\$ 24,901	\$ 22,694
Interest Expense	4,690	7,221
Net Interest Income	20,211	15,473
Provision for Loan Losses	1,850	2,400
Non-Interest Income		
Service Charges on Deposit Accounts	240	212
Bank Owned Life Insurance	283	251
Sale of Government Guaranteed Loans	62	-
Other	1,114	705
Non Interest Expense		
Salaries and Benefits	7,332	6,200
Occupancy and Equipment	1,347	1,233
Data Processing	597	553
Marketing and Advertising	574	349
Other	2,373	1,843
Net Income from Operations	7,837	4,063
Gain on Interest Rate Hedges	748	-
Interest Expense-Subordinated/Leveraged Debt	992	956
Pre-Tax Income	7,593	3,107
Income Tax Expense	(1,564)	(674)
Net Income	6,029	2,433
Earnings Per Share	\$2.06	\$0.83
Statement of Changes in Shareholders' Equity		
Beginning Balance	\$ 51,094	\$ 48,998
Issuance of Common Stock	60	55
Purchase of Common Stock	(2,487)	(751)
Stock Compensation Expense	218	176
Exercise of Stock Options	625	35
Dividends	(704)	-
Net Income	6,029	2,433
Change in Unrealized Gain (Loss) on Securities Available for Sale	362	148
Ending Balance	\$ 55,197	\$ 51,094

*Dollars in Thousands

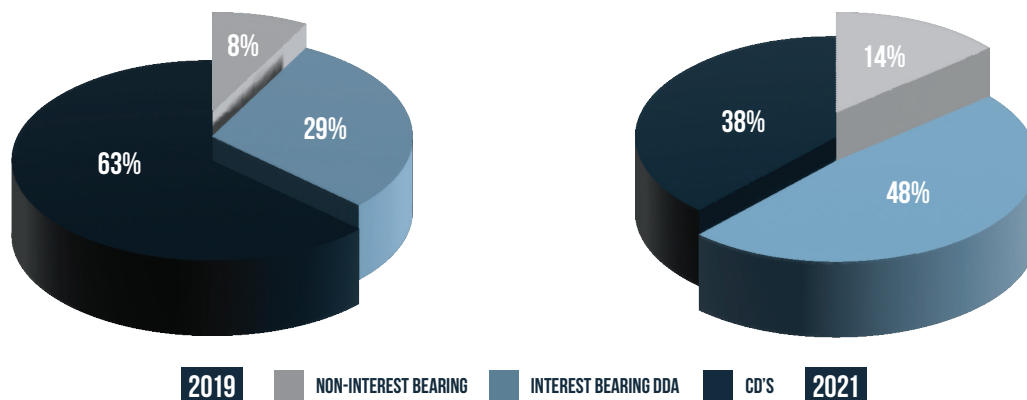
Management Discussion of FINANCIALS

DEPOSITS AND FUNDING

Multiple funding objectives were achieved during 2021 that drove both current goals for improving net interest margin as well as strategic targets for the composition of funding. Core deposits increased a little more than \$100 million, or 27%, during the year. The significant deposit growth was primarily a function of recent years' focus on treasury management, including investments in personnel and technology. This includes the pursuit of niche deposit silos where utilization of

back-office and customer-facing software solutions can create value. While new account activity was a significant driver of deposit growth, the forms of pandemic economic stimulus, including funds related to PPP loans, also provided momentum to deposits. For the last several years, the bank has focused efforts on enhancing funding profile to diminish reliance on time deposits. Progress on that objective continued in 2021 as the mix of deposits continued to improve.

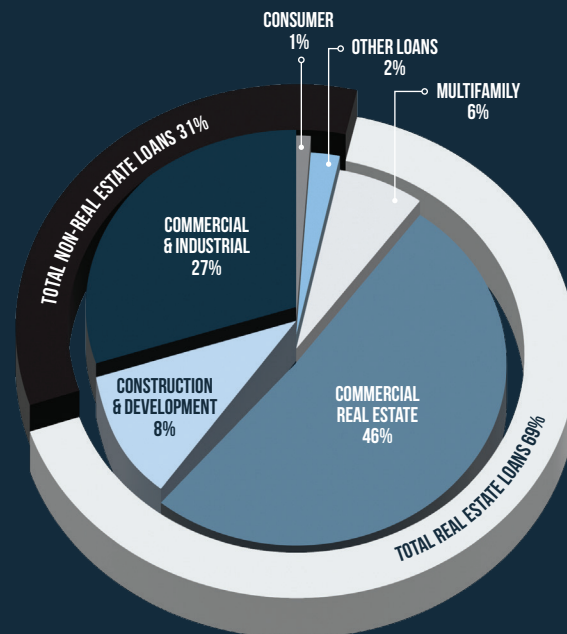
CORE DEPOSITS



LENDING

Unlike the prior year when our credit and lending teams devoted significant resources to pandemic triage and both the origination and forgiveness protocols of PPP loans, 2021 found us once again assisting borrowers with financing to achieve business or personal goals. Core loan growth, excluding PPP loan balances, was up \$57 million despite a significant volume of payoffs, the vast majority of which were due to client asset sales. Growth was well-balanced within the portfolio. Total commercial real estate loans grew consistently in relation to capital, while the construction segment of that portfolio increased its relative share. MedQuity, our physician-focused, national healthcare platform had over \$54MM in loan originations and with portfolio net growth of 15%. MedQuity continues to expand its business lines with a unique combination of service and technology. An example of this is the development of a web portal for physicians to access joint venture financing programs. As we closed the year, our lending teams had developed significant momentum with generating loan pipelines, giving us optimism that 2022 would again see double-digit percentage loan growth.

LOAN COMPOSITION

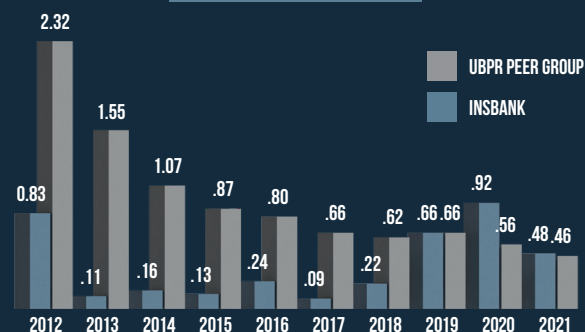


RISK MANAGEMENT

Not to be overshadowed by growth and innovation, risk management remains paramount within our company as the variety and complexity of industry risk elements broadens. On the asset quality front, loans modified during the outset of the pandemic dramatically curtailed during 2021. In the course of the year non-performing assets reduced from \$4.8 MM to \$2.7MM, or 0.48% of total loans. That percentage is roughly equivalent to our peer group average. The allowance for loan losses grew from \$7,365M to \$8,025M, after net charge offs of \$1,190M during the year. The ALLL percentage of 1.46% of loans compared to a peer group average of 1.42%. Interest rate risk was managed with a variety of processes, including: monitoring the mix of fixed and variable rate loans offered; purchasing interest rate caps to minimize risks to volatile rates;

and entering into interest rate swap agreements to extend the duration of a portion of the bank's liabilities. Liquidity risk remained moderate with a significant amount of cash on the balance sheet, in addition to a variety of sources of back-up liquidity.

NON-PERFORMING ASSETS

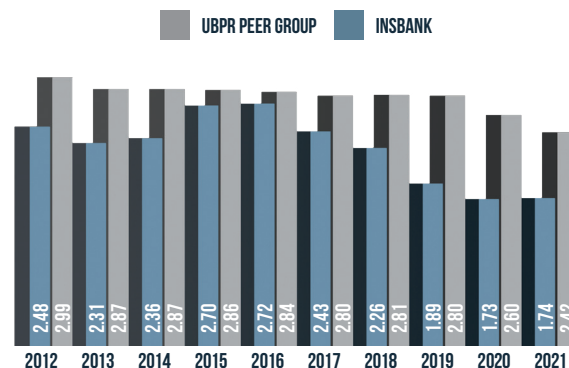


OPERATIONS

Net interest income increased \$4.5 million, or 30%, over the prior year, driven by a combination of reduced funding costs, loan growth, and fees from the Paycheck Protection Program loans, which totaled \$1.4 million during 2021. Interest income increased \$2,206M, or 9.7%, while interest expense decreased \$2,531M, or 35%. Sources of non-interest income increased \$982M to \$2,150M, and included roughly \$750,000 in unrealized gains on interest rate caps. The bank's branch-lite and technology-driven business model continued to generate efficiencies with scale, as total overhead expense of 1.74% drove an efficiency ratio of 51%, which compared very favorably to the FDIC peer group average of 62%. Another metric demonstrating efficacy of the bank's operating model is assets per employee. INSBANK's measure of \$14MM was more

than double that of its peers' average of \$6.8MM, and placed it at the 96th percentile for this performance metric.

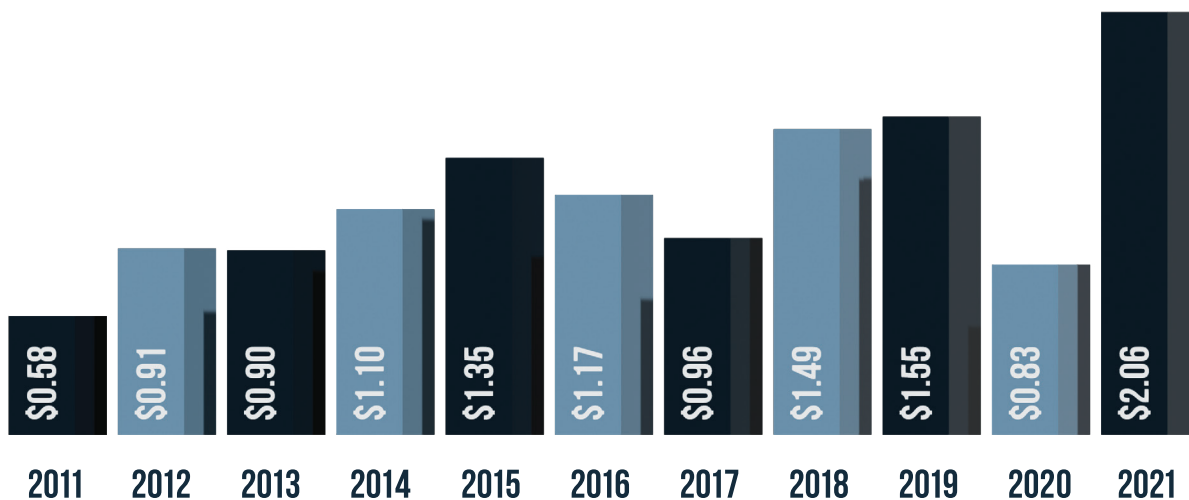
OPERATING EXPENSE



EARNINGS AND DIVIDENDS

After the challenges presented by the onset of the pandemic in the prior year, 2021 provided a welcome rebound for the bank's earnings. Driven by margin enhancement and less loan loss reserve allocation, InsCorp generated a record profit of \$6.03 million, or \$2.06 per share. Return on assets improved to .91%, while return on equity was 11.34%. Both ratios constituted the best-ever performance for the company on an annual basis. After a hiatus from dividends the prior year, shareholder dividends were resumed and totaled \$0.24 for the year.

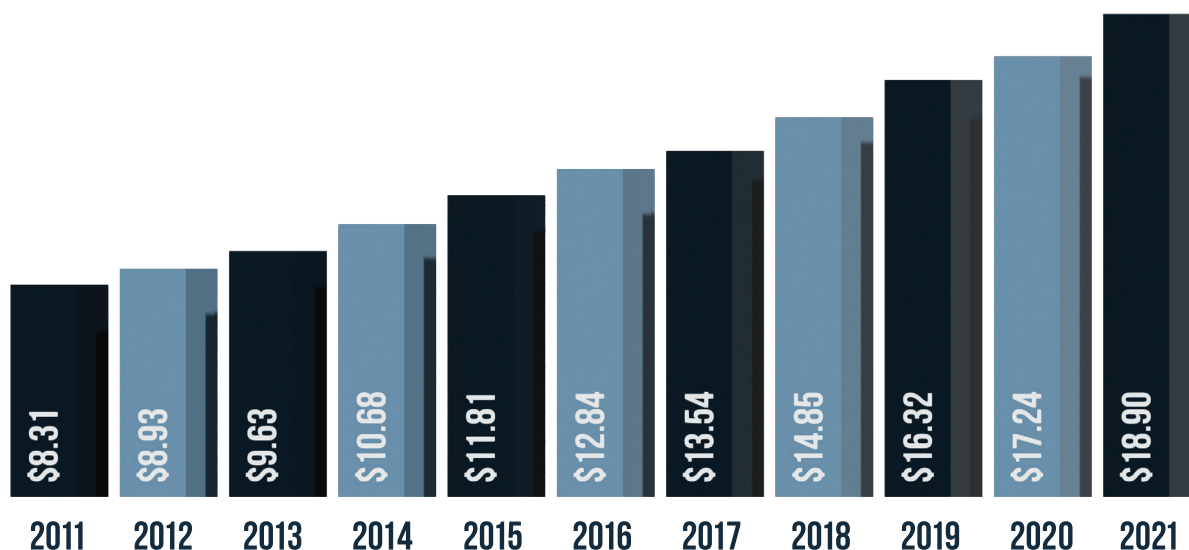
EARNINGS PER SHARE



SHAREHOLDER VALUE/CAPITAL ALLOCATION

During the course of the year several tactics were undertaken to enhance shareholder value. Subordinated debt of \$10MM was issued at a cost of 3.75% to support on-going growth. During the 4th quarter of the year \$7.5MM of previously-issued subordinated debt at 6.375% was re-purchased and replaced with a senior debt facility, with the net effect of these transactions reducing costs. In addition, the company re-purchased 134,000 shares of common stock at an average cost of \$18.56. The company's financial performance and efforts to enhance shareholder value appear to have positively impacted the market for InsCorp shares during the year, as the average price increased each quarter. The 52-week low for the year was \$14.80 on January 4, 2021, while the high was \$19.29 on November 18, 2021.

TANGIBLE BOOK VALUE



2022 UPDATE AND OUTLOOK

As the year 2022 begins to take form, INSBANK's path forward is appearing consistent despite the volatility in equity and bond markets and uncertainty in the near-term economy. With a healthy pipeline of diversified loan opportunities and stable deposit base, we expect to remain on a trajectory that provides for greater scale over time. While our team endeavors to meet its growth objectives for the year, 2022 will also find us investing in new technologies and adding depth to our team as we begin our ascent to becoming a \$1 billion financial institution over the next three years.

INSBANK	Q1 2022
Net Interest Income	5,078
Loan Loss Reserve Expense	145
Non-Interest Income	358
Operating Revenue	5,291
Operating Expenses	3,228
Gain/(Losses)	2,516
Income Before Tax	4,579
Taxes	1,130
Net Income	3,449
Key Ratios	
Efficiency Ratio	50.99%
Pre-Provision Net Rev. (% of assets)	2.61%

Corporate GOVERNANCE

Good corporate governance is fundamental to INSBANK's business. It is essential that we practice responsible business principles and continue to demonstrate our commitment to excellence to sustain value for our investors and stakeholders. INSBANK has long been proactive in establishing policies and practices that support strong corporate governance and transparency in financial reporting. These practices provide an important framework within which our Board of Directors and management can pursue the strategic objectives of INSBANK and ensure its long-term vitality for the benefit of shareholders.

Board of Directors

Our annually elected board of directors is comprised mostly of independent directors (with the only exception being the CEO, James H. Rieniets, Jr.). Each Director provides a unique business perspective, experience and skills, all valuable to the Bank. The board plays a vital oversight role, which fosters shareholder value and affects stakeholder confidence, through discussions with senior management and external advisors covering a wide range of matters including strategy, financial performance, compliance and policy.

Board Committees

Committee and committee chair assignments are reviewed annually by the Board of Directors after considering factors such as the directors' business and corporate governance experience, the Governance Committee's recommendations, criteria for specific committee service, the directors' other

responsibilities and scheduling flexibility. Assignments are periodically reviewed to ensure that each committee has an appropriate mix of tenure and experience in order to introduce fresh perspectives while preserving continuity.

- » *Governance Committee **
- » *Audit Committee **
- » *Compensation Committee **
- » *Asset / Liability Committee*
- » *Management Committee*
- » *Loan Policy*
- » *Oversight Committee*
- » *Executive Loan Committee*

**outside director membership only in order to ensure independence*

Bank Committees

Certain day to day processes and procedures conducted by the bank are better managed and monitored through a committee structure allowing the various departments and management input into enterprise wide issues. Executive Management recommends assignments to committees based on subject matter experience and departmental representation. Executive management is represented on each committee.

- » *IT Steering Committee*
- » *Compliance Committee*
- » *Officer Loan Committee*

SHAREHOLDER INFORMATION

Transfer Agent

Computershare, the transfer agent for InsCorp, is the institution that maintains detailed records of the stock transactions of investors. Shareholders can access their account at <https://www-us.computershare.com/Investor> to see a balance of shares held, dividend payment history, transactions and more. Shareholders interested in listing their shares of InsCorp stock that do not currently have a brokerage account can contact Computershare for assistance with listing the shares for sale and setting an asking price. You may contact **Computershare** at **877-373-6374**.

OTCQX Management

InsCorp shares are listed on the OTCQX Market under the symbol IBTN. With InsCorp being listed on the OTCQX Market (www.otcm Markets.com), shareholders are able to view real-time quote and trading information and can work with their broker to purchase or sell shares of IBTN. Certain corporate information and financial reporting is posted to the OTCQX on a quarterly basis.

Restricted Shares

Restricted InsCorp shares that have been held for over 1 year are able to have the restrictive legend removed. This allows for shares to be reissued as book entry (electronic shares) or certificated shares. To remove restrictions, shareholders will need to contact InsCorp's Shareholder Relations representative, **Amanda Richardson** at arichardson@insbank.com or **615.515.4280**, sign a Shareholder's Rule 144 Letter and turn in the original stock certificates to Computershare's Processing Office.

Management and BOARD MEMBERS

Chairman of the Board & InsCorp

Michael A. Qualls, Retired CEO of INSBANK
Consultant

Board of Directors

W. Page Barnes, Co-founder
Community Healthcare Trust

David Crabtree, Executive Vice President
Brookside Properties

Russell Echlov, Partner
Ledyard Capital

James Fields, President
Concept Technology Inc.

Richard S. Hollis, Jr., President
Hollis & Burns, Inc.

Stacey Koju, Attorney
Spencer Fane

C. Louis Patten, Jr., Associate Partner
Cornerstone Insurance Group

Dennis W. Petty
Certified Public Accountant

James H. Rieniets, Jr., President/CEO
INSBANK

Charles T. Tagman, Jr., Chairman
Risko Group LLC

Philip R. Zanone, Jr., Chief Operating Officer
B. Riley Wealth Management

Director Emeritus

William E. Wallace
The Insurance Group

Leadership Management

James H. Rieniets, Jr., President/Chief Executive Officer

Mark E. Bruchas, Executive Vice President/Chief Financial Officer

Philip C. Fons, Executive Vice President/Chief Credit Officer

J. Scott Gupton, Executive Vice President/Chief Operating Officer

R. Chad Hankins, Executive Vice President/Chief Lending Officer

Blake Wilson, Senior Vice President/Healthcare Banking Division Head

Andrew T. Smith, Senior Vice President/Chief Deposit Officer

Public Relations

Mallory Smith

Shareholder Relations

Amanda Richardson

Transfer Agent: Computershare

Market: OTC-QX

Symbol: IBTN

2106 Crestmoor Rd
Nashville, TN 37215

5614 Franklin Pike Circle
Brentwood, TN 37027

615.515.2265 | 866.866.2265
www.INSBANK.com

