

## Special Note Concerning Forward-Looking Statements

Statements made in this document, other than those concerning historical financial information, may be considered forwardlooking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations, plans, objectives, future performance and business of the Company. Forward-looking statements, which may be based upon beliefs, expectations and assumptions of the Company's management and on information currently available to management, are generally identifiable by the use of words such as "believe," "expect," "anticipate," "plan," "intend," "estimate," "may," "will," "would," "could," "should" or other similar expressions. Additionally, all statements in this document, including forward-looking statements, speak only as of the date they are made, and the Company undertakes no obligation to update any statement in light of new information or future events. A number of factors, many of which are beyond the Company's ability to control or predict, could cause actual results to differ materially from those in the Company's forwardlooking statements. These factors include, among others, the following: (i) the strength of the local, state, national and international economy (including the impact of the current presidential administration); (ii) the economic impact of any future terrorist threats or attacks, widespread disease or pandemics (including the COVID-19 pandemic), or other adverse external events that could cause economic deterioration or instability in credit markets; (iii) changes in state and federal laws, regulations and governmental policies concerning the Company's general business; (iv) changes in accounting policies and practices, including FASB's CECL impairment standards; (v) changes in interest rates and prepayment rates of the Company's assets (including the impact of The London Inter-bank Offered Rate phase-out); (vi) increased competition in the financial services sector and the inability to attract new customers; (vii) changes in technology and the ability to develop and maintain secure and reliable electronic systems; (viii) the loss of key executives or associates; (ix) changes in consumer spending; (x) unexpected results of current and/or future acquisitions, which may include failure to realize the anticipated benefits of any acquisition and the possibility that transaction costs may be greater than anticipated; (xi) unexpected outcomes of existing or new litigation involving the Company; and (xii) the economic impact of exceptional weather occurrences such as tornadoes, hurricanes, floods, and blizzards. These risks and uncertainties should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. Additional information concerning the Company and its business, including additional factors that could materially affect its financial results, is included in the Company's filings with the Securities and Exchange Commission.

## Non-GAAP Financial Measures

This document contains financial information determined other than in accordance with accounting principles generally accepted in the United States of America ("GAAP"). Management uses these "non-GAAP" measures in its analysis of the Company's performance. Management also believes that these non-GAAP financial measures allow for better comparability of period to period operating performance. Additionally, the Company believes this information is utilized by regulators and market analysts to evaluate a company's financial condition, and therefore, such information is useful to investors. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. A reconciliation of the non-GAAP measures used in this document to the most directly comparable GAAP measures is provided beginning on page 36 of this document. For more details on the Company's non-GAAP measures, refer to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2021.

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## Overview of First Busey Corporation (BUSE)

## Company Overview

- 150+ year old bank headquartered in Champaign, IL
- Full service community bank serving Illinois, St. Louis, Indianapolis, and Southwest Florida markets
- Diversified lending portfolio across real estate, commercial, and retail products
- Named among Forbes' 2018 and 2019 Best-in-State Banks for Illinois, American Banker's "Best Banks to Work For" from 2016-2020, and Best Places to Work in Money Management by Pensions \& Investments from 2018-2020
- First Busey maintains an unwavering focus on its 4 Pillars - associates, customers, communities and shareholders
- Closed acquisition of Glenview State Bank on 5/31/21


## Primary Business Segments

| Commercial Banking | Wealth Management | Retail Payment Processing |
| :---: | :---: | :---: |
| 侕USEVBANK GLENVIEW | Tibusey waitiman | - firstech |
| - Illinois state chartered bank, organized in 1868 <br> - Bank offers full suite of diversified financial products and services for consumers and businesses <br> - 75 branch locations, serving four state footprint ${ }^{(2)}$ <br> Non-GAAP calculation, see Append | - Provides premier wealth and asset management services for individuals and businesses <br> - \$12.3bn Assets Under Care (AUC) at June 30,2021 | - Provides comprehensive and innovative payment processing capabilities Solutions tailored for online, mobile, walk-in, CSR, direct debit, lockbox, auto phone pay, VerID <br> - 30 million transactions per year tions expected to occur in 4 Q 21 |



Financial Highlights

| \$ in millions | 2019 | 2020 | 2021 YTD |
| :--- | ---: | ---: | ---: |
| Total Assets | $\$ 9,696$ | $\$ 10,544$ | $\$ 12,415$ |
| Total Loans (Exc. HFS) | 6,687 | 6,814 | 7,186 |
| Total Deposits | 7,902 | 8,678 | 10,337 |
| Total Equity | 1,220 | 1,270 | 1,346 |
| NPA/Assets | $0.34 \%$ | $0.27 \%$ | $0.25 \%$ |
| NIM | $3.38 \%$ | $3.03 \%$ | $2.61 \%$ |
| Core PPNR ROAA |  |  |  |
| Core ROAA $^{(1)}$ | $1.76 \%$ | $1.75 \%$ | $1.47 \%$ |
| Core ROATCE $^{(1)}$ | $1.25 \%$ | $1.06 \%$ | $1.28 \%$ |
|  | $14.54 \%$ | $12.47 \%$ | $14.96 \%$ |

## Diversified Business Model

## Banking the intersection of commercial and wealth



## Attractive Geographic Footprint

Four distinct operating regions provide for attractive mix of customers and demographics, providing compelling business and market opportunities

## Northern

Banking
Centers:
15
Deposits:
$\$ 2.4 \mathrm{~B}$
Avg.
Deposits Per
Branch:
$\$ 162.9 \mathrm{MM}$
Median HHI:
$\$ 76,758$


Gateway
Banking
Centers: 24

Deposits: \$2.9B

Avg.
Deposits Per
Branch:
\$122.2MM
2020 Pop:
2.8 Million

## Florida

Banking
Centers:
4
Deposits:
\$442MM
Avg.
Deposits Per
Branch:
\$110.6MM
2020-25 Pop.
Growth:
$5.9 \%$ versus
U.S. avg. 2.9\%

Exhibits above depict the First Busey franchise as of 6.30 .21 and does not reflect branch consolidation actions expected to occur in 4 Q 21 US Census Claritas data as of 6.30.20

## Experienced Management Team

## Van A. Dukeman



Chairman, President \& Chief Executive Officer, First Busey Corporation
Has served as President \& CEO of First Busey since 2007. Mr. Dukeman was President \& CEO of Main Street Trust from 1998 until its merger with First Busey in 2007.

Highly experienced board with nearly 150 years of combined director experience

In addition to his role as President \& CEO, Mr. Dukeman became Chairman of the Holding Company Board effective July 22, 2020.

Mr. Dukeman's 40 years of diverse financial services experience and extensive board involvement throughout his career brings a conservative operating philosophy and a management style that focus on Busey's associates, customers, communities and shareholders.

## Management aligned with shareholders (insider ownership of $\mathbf{7 . 2 \%}$ )



Robin N. Elliott
President \& CEO, Busey Bank

Joined Busey in 2006 and led various finance functions prior to serving as CFO/COO and now Bank
President/CEO.
Mr. Elliott has played instrumental roles in executing various strategic and growth initiatives.
Before joining Busey, Mr. Elliott worked for various national public accounting firms, including Ernst \& Young.


Jeffrey D. Jones EVP \& CFO

Joined Busey in August 2019, bringing his nearly 20 years of investment banking and financial services experience to Busey.

Mr. Jones previously served as Managing Director and CoHead of Financial Institutions at Stephens Inc.
Mr. Jones began his career in the Banking Supervision and Regulation division of the Federal Reserve.


## Robert F. Plecki, Jr.

 EVP, Chief Banking OfficerJoined Busey in 1984 and has served in the role of Chief Credit Officer or Chief Banking Officer of First Busey since 2010 as well as serving as the Chair of Credit Committees.

Mr. Plecki previously served as President \& CEO of Busey Wealth Management, COO, and EVP of the Florida and Champaign market.

Prior to the 2007 merger with First Busey, Bob served in various management roles at Main Street Trust.

Amy L. Randolph
Chief of Staff \& EVP of Pillar Relations

John J. Powers
EVP \& General Counsel

## Monica L. Bowe

EVP \& Chief Risk Officer

## Investment Highlights

## Attractive Franchise

- Established in 1868 , with more than 150 years of commitment to local communities and businesses


## Sound Growth

 StrategyDiversified
Revenue

## High Quality <br> Loan Portfolio

Strong Core
Deposits
Strong Capital and Liquidity Position

## Attractive

Profitability and Returns

- Operating with 75 branches across four states: Illinois, Missouri, Indiana, and Florida
- Experienced and proven management team
- Attractive and diverse business strategy with premier commercial bank, wealth management, and payment processing solutions for individuals and businesses
- Drive organic growth through regional operating model with highly aligned commercial and wealth relationship focused strategies in key markets of operation
- Leverage track record as proven successful acquirer to expand through disciplined M\&A
- Significant revenue derived from diverse and complementary fee income sources
- Noninterest income/operating revenue of $34 \%$ Q2 2021 and $32 \%$ LTM
- Wealth management and payment processing operations account for $53 \%$ of non-interest income
- Strengths in commercial \& industrial, commercial real estate, and residential real estate lending
- Highly diversified loan portfolio without material loan concentrations
- Strong asset quality and continued firm-wide commitment to upholding high standards of credit quality
- Reserves/NPLs of $337 \%$ and NPL/Loans of $0.42 \%$ (excludes PPP loans; as of $6 / 30 / 21$ )
- Attractive core deposit to total deposit ratio (98.7\%) ${ }^{(1)}$
- Low cost of total deposits (14 bps) and cost of non-time deposits (6 bps) in Q2 2021
- GAAP and regulatory capital levels significantly in excess of well-capitalized requirements
- Remains substantially core deposit funded, with a low loan-to-deposit ratio
- High quality, short duration securities portfolio and asset sensitive balance sheet
- Core ROAA \& ROATCE 1.12\% and 13.14\% Q2 2021 and 1.27\% and 14.96\% LTM ${ }^{(2)}$
- Core Adjusted Efficiency Ratio 58.89\% Q2 2021 and 53.81\% LTM ${ }^{(2)}$
- Q2 2021 Core diluted EPS $\$ 0.57^{(2)}$ and quarterly dividend of $\$ 0.23$ (4.03\% yield) ${ }^{(3)}$

[^0]
## Fortress Balance Sheet

Robust Capital Foundation

- TCE/TA ratio of $8.15 \%$ at $6 / 30 / 21^{(1)}$
- Capital ratios significantly in excess of well-capitalized minimums
- Total RBC of $16.41 \%$ and CET1 ratio of $12.26 \%$ at $6 / 30 / 21$
- TBV per share of $\$ 17.11$ at $6 / 30 / 21^{(1)}$, up $7.5 \%$ year-over-year

Resilient
Loan
Portfolio

- Diversified portfolio, conservatively underwritten with low levels of concentration
- Non-performing ( $0.25 \%$ of total assets) and classified assets (5.7\% of capital) both at multi-year lows
- Substantial reserve build under CECL $\rightarrow$ ACL/Loans: 1.40\% ${ }^{(2)}$ ACL/NPLs: 336.96\%
- Full-payment deferrals under COVID-related modification programs now account for only 0.2\% of commercial loan balances
- 100 / 300 Test: 38\% C\&D 197\% CRE


## Strong Core <br> Deposit

Franchise \&
Ample
Liquidity

- Robust holding company and bank-level liquidity
- Strong core deposit franchise further bolstered by recently closed GSB acquisition
- 69.5\% loan-to-deposit ratio, $98.7 \%$ core deposits ${ }^{(3)}$
- Borrowings accounted for approximately $3.4 \%$ of total funding at 6/30/21
- Substantial sources of off-balance sheet contingent funding (\$3.2 billion)


## Robust Capital Foundation



## High Quality Loan Portfolio

Loan Portfolio Composition as of 6/30/2021

## Loan Portfolio Geographic Segmentation ${ }^{(1)}$



Total Loan Portfolio = \$7.2 billion MRQ Yield on Loans = 3.59\%
Busey Bank Ex-PPP Loan Trends ${ }^{(3)}$


Funded Draws \& Line Utilization Rate ${ }^{(2)}$


- 2Q21 was first quarter to show increased line utilization since onset of the pandemic


## High Quality Loan Portfolio: C\&I

## C\&I Portfolio Overview

- 24\% of total loan portfolio (ex-PPP loans)
- Diversified portfolio results in low levels of concentrated exposure
- Top concentration in one industry (manufacturing) is $16 \%$ of C\&I loans, or $4 \%$ of total loans
- Only $1.8 \%$ of C\&I loans are classified
- Acquired $\$ 66$ million of ex-PPP C\&I loans in Glenview State Bank (GSB) merger



## C\&I Loans by Sector (ex-PPP)

| \$ in thousands |  |  |  |
| :---: | :---: | :---: | :---: |
| NAICS Sector | 6/30/21 <br> Balances <br> (ex-PPP) | \% of Total Loans (exPPP) | 6/30/21 Classified Balances |
| Manufacturing | \$263,995 | 3.9\% | \$6,874 |
| Finance and Insurance | \$179,957 | 2.6\% | \$0 |
| Educational Services | \$169,850 | 2.5\% | \$168 |
| Construction | \$169,421 | 2.5\% | \$1,163 |
| Real Estate Rental \& Leasing | \$155,128 | 2.3\% | \$1,462 |
| Wholesale Trade | \$153,025 | 2.3\% | \$283 |
| Health Care and Social Assistance | \$130,051 | 1.9\% | \$156 |
| Agriculture, Forestry, Fishing and Hunting | \$97,329 | 1.4\% | \$1,406 |
| Public Administration | \$83,796 | 1.2\% | \$0 |
| Retail Trade | \$65,315 | 1.0\% | \$5,216 |
| Food Services and Drinking Places | \$36,103 | 0.5\% | \$327 |
| Professional, Scientific, and Technical Services | \$37,132 | 0.5\% | \$6,092 |
| Transportation | \$32,555 | 0.5\% | \$1,982 |
| Other Services (except Public Administration) | \$32,604 | 0.5\% | \$63 |
| Administrative and Support Services | \$16,599 | 0.2\% | \$2,723 |
| Arts, Entertainment, and Recreation | \$17,888 | 0.3\% | \$2,076 |
| Information | \$9,005 | 0.1\% | \$0 |
| Waste Management Services | \$4,405 | 0.1\% | \$0 |
| Accommodation | \$3,813 | 0.1\% | \$0 |
| Mining, Quarrying, and Oil and Gas Extraction | \$1,608 | 0.0\% | \$0 |
| Management of Companies and Enterprises | \$1,535 | 0.0\% | \$0 |
| Utilities | \$1,041 | 0.0\% | \$0 |
| Warehousing and Storage | \$620 | 0.0\% | \$0 |
| Other | \$1,083 | 0.0\% | \$0 |
| Grand Total | \$1,663,858 | 24.5\% | \$29,990 |

## Loan Portfolio: Low Levels of Concentrated Exposure

\$ in thousands

## Manufacturing Loans

| Subsector | 6/30/21 <br> Balances <br> (ex-PPP) | $\begin{aligned} & \text { \% of Total } \\ & \text { Loans } \\ & \text { (ex-PPP) } \end{aligned}$ | 6/30/21 Active Deferral Balances ${ }^{(1)}$ | \| 6/30/21 <br> Classified <br> Balances | \% of Category Classified | $\begin{aligned} & \text { 6/30/21 } \\ & \text { PPP } \\ & \text { Balances } \end{aligned}$ | Total Manufacturing Loans: \$264 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Machinery | \$57,868 | 0.9\% | \$0 | \$58 | 0.1\% | \$8,816 | Million or 3.9\% |
| Transportation Equipment | \$55,550 | 0.8\% | \$0 | \$30 | 0.1\% | \$284 | (ex-PPP loans) |
| Food | \$49,597 | 0.7\% | \$0 | \$1,232 | 2.5\% | \$5,706 |  |
| Miscellaneous | \$37,048 | 0.5\% | \$0 | \$0 | 0.0\% | \$3,367 | 2.6\% Classified |
| Plastics and Rubber Products | \$16,054 | 0.2\% | \$0 | \$610 | 3.8\% | \$544 | Loans down |
| Chemical | \$10,254 | 0.2\% | \$0 | \$0 | 0.0\% | \$1,848 | from 3.5\% in |
| Fabricated Metal Product | \$10,234 | 0.2\% | \$0 | \$1,082 | 10.6\% | \$6,614 | Q2 |
| Electrical Equipment, Appliance, and Component | \$5,679 | 0.1\% | \$0 | \$0 | 0.0\% | \$1,177 | Diversified |
| Nonmetallic Mineral Product | \$4,742 | 0.1\% | \$0 | \$0 | 0.0\% | \$128 | exposure across |
| Primary Metal | \$4,019 | 0.1\% | \$0 | \$0 | 0.0\% | \$1,987 | 20 industry |
| Beverage and Tobacco Product | \$3,057 | 0.0\% | \$1,804 | \$1,804 | 59.0\% | \$837 | subsectors results in no |
| Printing and Related Support Activities | \$2,810 | 0.0\% | \$0 | \$0 | 0.0\% | \$4,655 | single level of |
| Paper | \$2,534 | 0.0\% | \$0 | \$0 | 0.0\% | \$105 | high |
| Computer and Electronic Product | \$2,010 | 0.0\% | \$0 | \$2,004 | 99.7\% | \$966 | concentration |
| Petroleum and Coal Products | \$1,383 | 0.0\% | \$0 | \$0 | 0.0\% | \$325 |  |
| Furniture and Related Product | \$416 | 0.0\% | \$0 | \$53 | 12.8\% | \$489 | accounts for |
| Apparel | \$370 | 0.0\% | \$0 | \$0 | 0.0\% | \$1,119 | more than 1\% |
| Wood Product | \$363 | 0.0\% | \$0 | \$0 | 0.0\% | \$1,137 | of the total |
| Textile Mills | \$7 | 0.0\% | \$0 | \$0 | 0.0\% | \$0 | portfo |
| Textile Product Mills | \$0 | 0.0\% | \$0 | \$0 | 0.0\% | \$3,765 |  |
| Grand Total | \$263,995 | 3.9\% | \$1,804 | \$6,874 | 2.6\% | \$43,871 |  |

[^1]
## High Quality Loan Portfolio: CRE

\$ in thousands

## Owner Occupied CRE Loans by Industry

|  | 6/30/21 <br> Balances | of Total <br> Loans <br> (ex-PPP) | 6/30/21 <br> Classified <br> Balances |
| :--- | ---: | ---: | ---: |
| Property Type | $\mathbf{\$ 2 8 8 , 4 4 8}$ | $\mathbf{4 . 2 \%}$ | $\mathbf{\$ 8 , 6 7 3}$ |
| Industrial/Warehouse | $\mathbf{\$ 2 3 8 , 6 9 8}$ | $\mathbf{3 . 5 \%}$ | $\mathbf{\$ 5 , 2 9 2}$ |
| Specialty CRE | $\mathbf{\$ 2 2 8 , 3 2 6}$ | $\mathbf{3 . 4 \%}$ | $\mathbf{\$ 8 1 3}$ |
| Office CRE | $\mathbf{\$ 7 3 , 6 5 7}$ | $\mathbf{1 . 1 \%}$ | $\mathbf{\$ 8 4 3}$ |
| Retail CRE | $\mathbf{\$ 6 4 , 0 9 9}$ | $\mathbf{0 . 9 \%}$ | $\mathbf{\$ 3 , 0 3 4}$ |
| Restaurant CRE | $\mathbf{\$ 4 , 5 1 8}$ | $\mathbf{0 . 1 \%}$ | $\mathbf{\$ 0}$ |
| Health Care | $\mathbf{\$ 3 , 7 5 8}$ | $\mathbf{0 . 1 \%}$ | $\mathbf{\$ 0}$ |
| Continuing Care | $\mathbf{\$ 2 , 0 5 1}$ | $\mathbf{0 . 0 \%}$ | $\mathbf{\$ 0}$ |
| Nursing Homes | $\mathbf{\$ 1 , 0 7 7}$ | $\mathbf{0 . 0 \%}$ | $\mathbf{\$ 0}$ |
| Hotel | $\mathbf{\$ 4 9 6}$ | $\mathbf{0 . 0 \%}$ | $\mathbf{\$ 0}$ |
| Apartments | $\mathbf{\$ 1 1 0}$ | $\mathbf{0 . 0 \%}$ | $\mathbf{\$ 0}$ |
| Student Housing | $\mathbf{\$ 1 0 , 1 0 0}$ | $\mathbf{0 . 1 \%}$ | $\mathbf{\$ 5 7}$ |
| Other CRE | $\mathbf{\$ 9 1 5 , 3 3 6}$ | $\mathbf{1 3 . 5 \%}$ | $\mathbf{\$ 1 8 , 7 1 2}$ |
| Grand Total |  |  |  |

## Multifamily - Apartments \& Student Housing by State



Investor Owned CRE Loans by Industry ${ }^{(1)}$

| Property Type | 6/30/21 <br> Balances | \% of Total <br> Loans (ex-PPP) | $6 / 30 / 21$ <br> Classified Balances |
| :---: | :---: | :---: | :---: |
| Apartments | \$469,478 | 6.9\% | \$1,622 |
| Retail CRE | \$464,527 | 6.8\% | \$1,403 |
| Office CRE | \$327,786 | 4.8\% | \$59 |
| Student Housing | \$325,206 | 4.8\% | \$0 |
| Industrial/Warehouse | \$243,229 | 3.6\% | \$116 |
| Senior Housing | \$181,812 | 2.7\% | \$0 |
| Hotel | \$169,460 | 2.5\% | \$0 |
| Land Acquisition \& Dev. | \$98,228 | 1.4\% | \$2,400 |
| Specialty CRE | \$76,927 | 1.1\% | \$50 |
| Nursing Homes | \$64,116 | 0.9\% | \$5,539 |
| Restaurant CRE | \$29,716 | 0.4\% | \$0 |
| 1-4 Family | \$22,647 | 0.3\% | \$0 |
| Continuing Care Facilities | \$14,685 | 0.2\% | \$0 |
| Other CRE | \$2,477 | 0.0\% | \$0 |
| Grand Total | \$2,490,294 | 36.6\% | \$11,188 |

(1) Investor owned CRE includes C\&D, Multi-family and non-owner occupied CRE

## CRE Portfolio Overview

- $50 \%$ of total loan portfolio (ex-PPP)
- $27 \%$ of CRE loans are owner-occupied
- Only $0.9 \%$ of total CRE loans and $0.4 \%$ of non-owner occupied CRE loans are classified
- Low Levels of Concentrated Exposure
- Office CRE top concentration at $16 \%$ of total CRE portfolio


## Loan Portfolio: Low Levels of Concentrated Exposure

## Retail Trade \& Retail CRE Loans

| Reta <br> TradeCommunity (C\&I) Retail | Retail Flag | 6/30/21 <br> Balances <br> (ex-PPP) | $\begin{aligned} & \text { \% of Total } \\ & \text { ex-PPP } \\ & \text { Loans } \end{aligned}$ | 6/30/21 Active Deferral Balances ${ }^{(1)}$ | Weighted Avg LTV | \% of Classified Loans in Segment | $\begin{aligned} & \text { 6/30/21 } \\ & \text { PPP } \\ & \text { Balances } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11\% Center | Strip Center | \$280,086 | 4.1\% | \$2,601 | 61.1\% | 0.5\% | \$0 |
| Shopping | Single Tenant | \$91,557 | 1.3\% | \$0 | 54.6\% | 1.0\% | \$0 |
| Center Strip | Mixed Use - Retail | \$72,230 | 1.1\% | \$0 | 61.6\% | 0.0\% | \$0 |
|  | Shopping Center | \$65,728 | 1.0\% | \$0 | 61.9\% | 0.0\% | \$0 |
| Use - | Retail Trade (C\&I) | \$65,315 | 1.0\% | \$0 |  | 8.0\% | \$24,745 |
| Retail | Community Retail Center | \$28,584 | 0.4\% | \$0 | 42.4\% | 0.0\% | \$0 |
| 12\% | Grand Total | \$603,499 | 8.9\% | \$2,601 | 59.2\% | 1.2\% | \$24,745 |
| - 15\% | Total Retail Loan | \$603 | illion or | 8.9\% of | Loan Por | folio |  |
|  | Traveler Accommodatio | Loans |  |  |  |  |  |
| Other 0\% | Subsector | 6/30/21 <br> Balances <br> (ex-PPP) | $\begin{aligned} & \text { \% of Total } \\ & \text { Loans } \\ & \text { (ex-PPP) } \end{aligned}$ | 6/30/21 Active Deferral Balances ${ }^{(1)}$ | Weighted Avg LTV | \% of Classified Loans in Segment | $\begin{aligned} & 6 / 30 / 21 \\ & \text { PPP } \\ & \text { Balances } \end{aligned}$ |
|  | Hotel - Limited Service Large Chain CRE | \$59,931 | 0.9\% | \$19,654 | 61.7\% | 0.0\% | \$0 |
| tel | Hotel - Full Service Large Chain CRE | \$58,146 | 0.9\% | \$12,208 | 65.8\% | 0.0\% | \$0 |
| Boutique | Hotel - Full Service Boutique CRE | \$41,686 | 0.6\% | \$30,976 | 65.4\% | 0.0\% | \$0 |
| 30\% | Hotel - Limited Service Boutique CRE | \$10,270 | 0.2\% | \$0 | 46.7\% | 0.0\% | \$0 |
| Hotel - Large Hotel Ons. | Hotel Operations (C\&I) | \$3,754 | 0.1\% | \$0 |  | 0.0\% | \$9,478 |
| Chain | Motel CRE | \$505 | 0.0\% | \$505 | 67.4\% | 0.0\% | \$0 |
| 68\% | RV Parks and Campgrounds (C\&I) | \$59 | 0.0\% | \$0 |  | 0.0\% | \$0 |
|  | Other | \$0 | 0.0\% | \$0 |  | 0.0\% | \$116 |
|  | Grand Total | \$174,350 | 2.6\% | \$63,343 | 63.3\% | 0.0\% | \$9,594 |

Total Traveler Accommodation Loans: \$174 Million or 2.6\% of Loan Portfolio

## Loan Portfolio: Low Levels of Concentrated Exposure

| Food Services Loans |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Food Services | 6/30/21 <br> Balances <br> (ex-PPP) | $\begin{aligned} & \text { \% of Total } \\ & \text { Loans } \\ & \text { (ex-PPP) } \end{aligned}$ | 6/30/21 <br> Active <br> Deferral <br> Balances ${ }^{(1)}$ | Weighted <br> Avg LTV | \% of Classified Loans in Segment | $\begin{aligned} & \text { 6/30/21 } \\ & \text { PPP } \\ & \text { Balances } \end{aligned}$ |
| $7 \%$ | Full-Service Restaurant CRE | \$61,023 | 0.9\% | \$10,325 | 55.5\% | 5.0\% | \$0 |
| Full Serv | Limited-Service Restaurant CRE | \$32,792 | 0.5\% | \$0 | 69.0\% | 0.0\% | \$0 |
| Limited-Serv Restaurant | Limited-Service Restaurant Operations | \$26,003 | 0.4\% | \$1,346 |  | 0.0\% | \$7,019 |
| Restaurant Ops CRE | Full-Service Restaurant Operations | \$9,027 | 0.1\% | \$3,030 |  | 3.5\% | \$30,330 |
| 20\% 47\% | Drinking Place Operations | \$869 | 0.0\% | \$0 |  | 0.0\% | \$2,774 |
| Limited-Serv | Other Food Services | \$204 | 0.0\% | \$0 |  | 0.0\% | \$2,061 |
|  | Grand Total | \$129,918 | 1.9\% | \$14,701 | 59.8\% | 2.6\% | \$42,183 |
| 25\% | Total Food Services | Loans: \$ | 130 Millio | on or 1.90 | \% of Loan | Portfolio |  |
|  | Agriculture L | arns |  |  |  |  |  |
| Other Indiana1\% | Geographic Location by State | $\begin{aligned} & \text { 6/30/21 } \\ & \text { Balances } \\ & \text { (ex-PPP) } \end{aligned}$ | $\begin{gathered} \text { \% of Total } \\ \text { ex-PPP } \\ \text { Loans } \end{gathered}$ | 6/30/21 Active Deferral Balances ${ }^{(1)}$ | Farmland WAVG LTV | \% of Classified Loans in Segment | \% of Long Term Customer $s(4+Y r s)$ |
| 7\% | Illino is | \$66,882 | 1.0\% | \$0 | 43.4\% | 0.9\% | 82.2\% |
|  | Indiana | \$2,129 | 0.0\% | \$0 | 39.2\% | 0.0\% | 100.0\% |
|  | Other State | \$427 | 0.0\% | \$0 | 34.8\% | 0.0\% | 100.0\% |
|  | Missouri | \$297 | 0.0\% | \$0 | 39.6\% | 0.0\% | 100.0\% |
|  | Florida | \$164 | 0.0\% | \$0 | 50.5\% | 0.0\% | 0.0\% |
| Illinois | Total Farmland | \$69,899 | 1.0\% | \$0 | 43.2\% | 0.8\% | 82.5\% |
| 92\% | Illino is | \$37,228 | 0.5\% | \$0 |  | 2.2\% | 89.1\% |
|  | Indiana | \$6,371 | 0.1\% | \$0 |  | 0.0\% | 100.0\% |
|  | Total Farm Operating Line | \$43,599 | 0.6\% | \$0 |  | 1.9\% | 89.2\% |
|  | Grand Total | \$113,499 | 1.7\% | \$0 |  | 1.2\% | 85.1\% |

## Update on COVID -Related Deferral \& Modification Trends

## Commercial and Small Business Clients

- Busey announced on March 26, 2020 a six-month modification program, including up to two 90-day deferrals of payments or interest only payment options. This program expired on September 30, 2020 and all deferrals granted from this original opt-in program are no longer active
- While our formal program expired, Busey continues to offer support to customers clearly impacted by COVID-19 with deferrals approved after September 30 on a special request basis
- Of the current active commercial loan deferral balance, $92.7 \%$ are interest-only deferrals while only $7.3 \%$ are full payment deferrals - active full payment deferrals account for $0.2 \%$ of total commercial balances

| Commercial Payment Relief Program \$ in thousands | $\begin{gathered} \text { 6/30/21 } \\ \text { \# of Loans } \end{gathered}$ | $\begin{gathered} \text { 6/30/21 } \\ \text { \$ Net Balances } \end{gathered}$ | \% of All Deferral Balances | \% of Total Net |
| :---: | :---: | :---: | :---: | :---: |
| Total Commercial Loans: | 7,177 | \$5,152,506 |  |  |
| Loans with deferrals granted after 9/30/20 |  |  |  |  |
| Loans with aggregate deferral period exceeding 6 months |  |  |  |  |
| Active Full Pmt Deferrals (ex-SBA loans) | 9 | \$8,960 | 0.9\% |  |
| Active I/O Modifications | 34 | \$120,133 | 11.5\% |  |
| Total | 43 | \$129,093 | 12.3\% | 2.5\% |
| Loans with aggregate deferral period less than 6 months |  |  |  |  |
| Active Full Pmt Deferrals (ex-SBA) | 2 | \$1,451 | 0.1\% |  |
| Active I/O Modifications | 4 | \$12,945 | 1.2\% |  |
| Total | 6 | \$14,396 | 1.4\% | 0.3\% |
| Total Active Deferral Loans | 49 | \$143,489 | 13.7\% | 2.8\% |
| Expired Payment Relief, regular pmt not yet received | 1 | \$484 | 0.0\% | 0.0\% |
| Exited Payment Relief Program | 896 | \$901,517 | 86.2\% | 17.5\% |
| Loans currently in the Payment Relief Program (A) | 49 | \$143,489 |  |  |
| Loans no longer in deferral ( $B+C$ ) | 897 | \$902,001 |  |  |
|  | 946 | \$1,045,489 | 100\% | 20.3\% |

## Update on COVID -Related Deferral \& Modification Trends

## Commercial and Small Business Clients

- Deferrals have declined in the current outstanding commercial book from 23.1\% at 6/30/2020 to 2.8\% as of $6 / 30 / 2021$ with only $0.2 \%$ on full-payment deferral
- $19.4 \%$ of the current active deferred loans are projected to exit the payment relief program by the end of 3Q21

| Commercial Active Deferral Timeline | \$ in thousands | \# of Loans | \$ Balances | Proportion of net <br> commercial loans <br> (\%) | \% on Full <br> Payment <br> Deferral |
| ---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Active Deferrals at $6 / 30 / 20$ | 1,122 | $\$ 1,178,577$ | $23.1 \%$ | $16.1 \%$ |
|  | Active Deferrals at $9 / 30 / 20$ | 301 | $\$ 426,372$ | $8.4 \%$ | $6.4 \%$ |
|  | Active Deferrals at $12 / 31 / 20$ | 98 | $\$ 208,624$ | $4.1 \%$ | $0.9 \%$ |
|  | Active Deferrals at $3 / 31 / 21$ | 72 | $\$ 197,119$ | $3.9 \%$ | $0.6 \%$ |
| Active Deferrals at $6 / 30 / 21$ | 49 | $\$ 143,489$ | $2.8 \%$ | $0.2 \%$ |  |

## Projected Quarterly Roll-Off of Active Commercial Deferrals <br> Q3 $2021 \quad 23$ <br> Q4 2021 4 <br> Q1 $2022 \quad 17$ <br> Q2 2022 3 <br> Q3 2022 2

Loans currently in the Payment Relief Program:
\# \$

| \$ Balances | EOQ \# of Loans | EOQ Balances |
| ---: | :---: | ---: |
| $\$ 27,814$ | 26 | $\$ 115,675$ |
| $\$ 8,254$ | 22 | $\$ 107,421$ |
| $\$ 91,416$ | 5 | $\$ 16,005$ |
| $\$ 4,651$ | 2 | $\$ 11,354$ |
| $\$ 11,354$ | 0 | $\$ 0$ |

## Update on COVID - Related Deferral \& Modification Trends

\$ in thousands

| Property/Industry | $\begin{aligned} & \text { 6/30/21 } \\ & \text { Balances } \\ & \text { (ex-PPP) } \end{aligned}$ | Classified Loan Balances | 6/30/21 <br> Active <br> Deferrals <br> - Full Pmts | $\begin{gathered} \text { 6/30/2021 } \\ \text { Active } \\ \text { I/O } \\ \text { Modifications } \end{gathered}$ | \% of Segment in Active Deferral |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Hotel CRE | \$170,537 | \$0 | \$505 | \$62,838 | 37.1\% |
| Specialty CRE | \$315,624 | \$5,342 | \$1,451 | \$25,649 | 8.6\% |
| Student Housing | \$325,315 | \$0 | \$0 | \$13,137 | 4.0\% |
| Restaurant CRE | \$93,815 | \$3,034 | \$7,182 | \$3,142 | 11.0\% |
| Senior Housing | \$181,812 | \$0 | \$0 | \$9,713 | 5.3\% |
| Food Services and Drinking Places | \$36,103 | \$327 | \$0 | \$4,376 | 12.1\% |
| Office CRE | \$556,112 | \$871 | \$675 | \$3,388 | 0.7\% |
| Apartments | \$469,974 | \$1,622 | \$0 | \$2,723 | 0.6\% |
| Retail CRE | \$538,184 | \$2,246 | \$0 | \$2,601 | 0.5\% |
| Manufacturing | \$263,995 | \$6,874 | \$0 | \$1,804 | 0.7\% |
| Health Care and Social Assistance | \$130,051 | \$156 | \$0 | \$1,641 | 1.3\% |
| Administrative and Support Services | \$16,599 | \$2,723 | \$0 | \$659 | 4.0\% |
| Industrial/Warehouse | \$531,677 | \$8,789 | \$0 | \$652 | 0.1\% |
| Land Acquisition and Development | \$98,228 | \$2,400 | \$500 | \$0 | 0.5\% |
| Arts, Entertainment, and Recreation | \$17,888 | \$2,076 | \$0 | \$496 | 2.8\% |
| Other CRE | \$18,679 | \$154 | \$0 | \$72 | 0.4\% |
| 1-4 Family | \$210,680 | \$2,941 | \$98 | \$187 | 0.1\% |
| Grand Total |  |  | \$10,411 | \$133,078 |  |

## Update on COVID -Related Deferral \& Modification Trends

| Personal Loan and Mortgage Customers |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Retail Payment Relief Program |  |  |  |  |
| \$ in thousands | $\begin{gathered} \text { 6/30/21 } \\ \text { \# of Loans } \end{gathered}$ | $\begin{aligned} & \text { 6/30/21 } \\ & \$ \text { Balances } \end{aligned}$ | \% of All Deferral Balances | \% of Total Consumer Balances |
| Total Consumer Portfolio Loans ${ }^{(1)}$ | 19,542 | \$1,144,074 |  |  |
| A Total Active Deferral Loans | 8 | \$844 | 0.8\% | 0.1\% |
| B Exited Payment Relief Program | 769 | \$100,792 | 99.2\% | 8.8\% |
| Total loans outstanding that received a deferral ( $A+B$ ): | 777 | \$101,636 | 100\% | 8.9\% |


| Retail Active Deferrals Timeline ${ }^{(1)}$ | \# of Loans | \$ Balances | \% of Net Consumer Loans |
| :---: | :---: | :---: | :---: |
| Active Deferrals at 6/30/20 | 892 | \$124,901 | 9.7\% |
| Active Deferrals at 9/30/20 | 559 | \$81,922 | 6.7\% |
| Active Deferrals at 12/31/20 | 351 | \$47,671 | 4.1\% |
| Active Deferrals at 3/31/21 | 178 | \$24,893 | 2.2\% |
| Active Deferrals at 4/30/21 | 71 | \$10,986 | 1.0\% |
| Active Deferrals at 5/31/21 | 26 | \$5,305 | 0.5\% |
| Active Deferrals at 6/30/21 | 8 | \$844 | 0.1\% |

[^2]
## Participating in the CARES Act Paycheck Protection Program

## Small Business Applications \& Loan Funding

- As part of the CARES Act, Congress appropriated approximately $\$ 349$ billion for the creation of the Paycheck Protection Program (PPP) as well as approving on April 24, 2020 an additional $\$ 310$ billion for the PPP
- On December 27, 2020, the Economic Aid Act became law, extending the authority to make PPP loans through March 31, 2021, and revising certain PPP requirements and program provisions
- On March 30, 2021, the President signed the PPP Extension Act of 2021, which extended the application deadline to May 31, 2021


## Summary Impact

- Busey originated $\$ 749.4$ million in first round PPP loans and acquired an additional $\$ 15.8$ million GSB first round loans representing 4,595 new and existing customers
- Busey originated $\$ 296.3$ million in second round PPP loans and acquired an additional $\$ 27.7$ million GSB second round loans representing 2,740 new and existing customers
- $\quad \$ 399.7$ million PPP loans outstanding as of 6/30/2021 ( $\$ 390.4$ million, net of deferred fees and costs)
- $\quad \$ 685.6$ million of borrower forgiveness funds received from SBA as of 6/30/2021
- Generated fees of approximately $\$ 25.4$ million in 2020 related to the CARES Act
- Remaining deferred fees of $\$ 0.5$ million and $\$ 0.1$ million deferred costs as of $6 / 30 / 2021$
- Fees generated of approximately $\$ 13.5$ million related to the Economic Aid Act
- Remaining deferred fees of $\$ 11.1$ million and $\$ 2.2$ million deferred costs as of $6 / 30 / 2021$

| Industry \$ in thousands | PPP <br> Balances | \# of PPP <br> Loans | Average Loan Size |
| :---: | :---: | :---: | :---: |
| Construction | \$75,064 | 334 | \$225 |
| Health Care and Social Assistance | \$50,219 | 307 | \$164 |
| Manufacturing | \$43,871 | 168 | \$261 |
| Food Services and Drinking Places | \$42,183 | 308 | \$137 |
| Professional, Scientific, and Technical Services | \$37,531 | 336 | \$112 |
| Other Services (except Public Administration) | \$25,934 | 359 | \$72 |
| Retail Trade | \$24,745 | 207 | \$120 |
| Administrative and Support Services | \$20,397 | 139 | \$147 |
| Wholesale Trade | \$15,131 | 96 | \$158 |
| Transportation | \$11,912 | 95 | \$125 |
| Arts, Entertainment, and Recreation | \$9,717 | 135 | \$72 |
| Accommodation | \$9,594 | 33 | \$291 |
| Real Estate Rental \& Leasing | \$8,329 | 132 | \$63 |
| Educational Services | \$5,643 | 50 | \$113 |
| Agriculture, Forestry, Fishing and Hunting | \$4,835 | 188 | \$26 |
| Finance and Insurance | \$4,050 | 90 | \$45 |
| Information | \$3,631 | 31 | \$117 |
| Other | \$3,198 | 68 | \$47 |
| Mining, Quarrying, and Oil and Gas Extraction | \$1,876 | 5 | \$375 |
| Utilities | \$604 | 2 | \$302 |
| Management of Companies and Enterprises | \$572 | 5 | \$114 |
| Public Administration | \$302 | 9 | \$34 |
| Waste Management Services | \$228 | 4 | \$57 |
| Real Estate and Rental and Leasing | \$96 | 2 | \$48 |
| Warehousing and Storage | \$41 | 1 | \$41 |
| Grand Total | \$399,704 | 3,104 | \$129 |

## Navigating Credit Cycle from Position of Strength

## Overview

- Conservative underwriting and strong asset quality allowed the Company to enter the economic downturn well-prepared
- Non-performing asset and classified asset ratios have declined to multi-year lows
- Net charge-off experience has remained stable in range of $0.11 \%$ to $0.13 \%$ over the last three years
- Q2 2021 annualized NCO ratio of 0.06\%

Classifieds / Capital ${ }^{(1)}$



NCOs / Average Loans ${ }^{(2)}$


## Substantial Reserve Build Following CECL Adoption




Allowance / NPLs


Provision Coverage / Net Charge-offs

## Ample Sources of Liquidity

2021 Q2 Average Deposit Composition


## 2021 Q2 Average Cost of Deposits $=\mathbf{0 . 1 4 \%}$

2021 Q2 Average Cost of Non-Time Deposits $=\mathbf{0 . 0 6 \%}$
Contingency Liquidity as of 6/30/21
\$ in millions

| Unpledged Securities | $\mathbf{\$ 3 , 0 4 8}$ |
| :--- | ---: |
| Available FHLB | $\mathbf{\$ 1 , 2 2 0}$ |
| FRB Discount | $\mathbf{\$ 4 7 7}$ |
| Fed Funds Lines | $\mathbf{\$ 4 6 7}$ |
| Brokered Availability (10\% deposits) | $\mathbf{\$ 1 , 0 3 1}$ |
| Total | $\mathbf{\$ 6 , 2 4 3}$ |

Total Deposits \& Loan to Deposit Ratio
\$ in millions

$\$$ in millions


## Quarterly Earnings Review

Net Interest Income

## Non-Interest

 Income
## Non-Interest

Expense

- Net Interest Income decreased from $\$ 64.9$ million in 1 Q 21 to $\$ 64.5$ million in 2 Q 21
- The acquisition of Glenview State Bank on $5 / 31 / 21$ contributed $\$ 1.5 \mathrm{~mm}$ to 2 Q 21 consolidated NII
- Loan interest income and fees (net of deferred costs) attributable to PPP decreased to $\$ 4.3$ million in 2Q21 from $\$ 4.8$ million in 1Q21
- Net Interest Margin decreased 22 bps vs 1 Q21 from $2.72 \%$ to $2.50 \%$ in 2Q21
- Reduced recognition of purchase accounting accretion contributed -2 basis points
- Reduction in PPP fee recognition contributed -3 basis points
- Inclusion of GSB for one month contributed -5 basis points
- Asset rate volume mix contributed -15 basis points
- Funding costs improved 3 basis points, partially offsetting the declines
- Non-interest income of $\$ 33.0$ million in 2 Q 21 , equated to $33.8 \%$ of operating revenue ${ }^{(3)}$
- Wealth Management fees rose to $\$ 13.0$ million in $2 Q 21$ with record AUC of $\$ 12.3$ billion, up $36.4 \%$ Y-o-Y
- Remittance processing revenue of $\$ 4.3$ million in 2 Q 21 , up $17 \% \mathrm{Y}-\mathrm{o}-\mathrm{Y}$
- Fees for customer services were $\$ 8.6$ million in 2Q21, an increase from $\$ 8.0$ million in 1 Q21 and $\$ 7.0$ million in 2Q20
- Mortgage revenue declined to $\$ 1.7$ million in 2 Q21 from $\$ 2.7$ million in $1 Q 21$ consistent with expectations given higher on-balance sheet retention
- Core non-interest expenses ${ }^{(2)}$ (excluding one-time acquisition and restructuring related items) of $\$ 60.0$ million in 2Q21
- Core adjusted non-interest expenses ${ }^{(1)}$ (excluding intangible amortization, unfunded commitment provision and onetime items) of $\$ 57.8$ million in 2 Q21, equating to $59.4 \%$ core adjusted efficiency ratio ${ }^{(3)}$
- Consolidated net effect of $\$ 1.7$ million negative provision expense and $\$ 0.5$ million negative provision for unfunded commitments contributed approximately $\$ 0.02$ per share to 2 Q 21 results

Provision

- At Busey Bank, $\$ 5.5$ million negative provision for credit losses and a $\$ 0.6$ million negative provision for unfunded commitments amid improved US economic outlooks
- As a result of the acquisition, GSB recorded a Day 1 allowance of $\$ 4.2$ million, for loans purchased with credit deterioration ("PCD"), provision for credit losses of $\$ 3.8$ million, and a provision for unfunded commitments of $\$ 0.2$ million
- Core net income of $\$ 32.0$ million or $\$ 0.57$ per diluted share ${ }^{(3)}$

Earnings

- Core, adjusted pre-provision net revenue of $\$ 37.5$ million (1.32\% PPNR ROAA) ${ }^{(3)}$
- $1.12 \%$ Core ROAA and $13.1 \%$ Core ROATCE (3)


## Core Earnings Performance

Core Net Income \& Earnings Per Share ${ }^{(1)}$
Core ROAA \& ROATCE ${ }^{(1)}$


Core Pre-Provision Net Revenue / Avg. Assets ${ }^{(1)}$



## Net Interest Margin



## Net Interest Margin



## Key Factors:

- Substantial majority of 2Q21 net organic loan growth came on late in the quarter
- PPP contribution to net interest income declined $\$ 0.5$ million from $\$ 4.8$ million in 1 Q 21 to $\$ 4.3$ million in 2 Q 21 mainly due to full forgiveness of CARES Act loans with less remaining net accretion due to timing of scheduled amortization
- Glenview State Bank contributed $\$ 1.5$ million to the consolidated net interest income
- NIM decreased 22 bps vs 1Q21 (includes impact from Glenview State Bank acquisition)
- -20 bps asset yield (incl. -5 bps from GSB)
- -3 bps PPP
- -2 bps Purchase Accounting
- +3 bps funding costs


## Net Interest Margin Bridge



## Diversified and Significant Sources of Fee Income

## Overview

- Resilient, varied and complimentary sources of fee income provide revenue diversification with heightened value amidst cycle of margin compression
- Non-interest income represented $33.8 \%$ of operating revenue ${ }^{(1)}$ in 2Q21 (33.2\% excl. securities gains)
- Key businesses of wealth management and payment processing contributed $53 \%$ of noninterest income in 2Q21
- $\mathrm{Y}-\mathrm{o}-\mathrm{Y}$ increase in Q2 fee income broad-based with increases in wealth management, remittance processing and fees for customer services


Sources of Non-Interest Income

| \$ in thousands |  |  |  |
| :--- | ---: | ---: | ---: |
| Non-Interest Income Details | $2 Q 20$ | 2021 | Change (\%) |
| Wealth Management Fees | $\mathbf{\$ 1 0 , 1 9 3}$ | $\mathbf{\$ 1 3 , 0 0 2}$ | $\mathbf{2 7 . 6 \%}$ |
| Fees for Customer Services | $\mathbf{\$ 7 , 0 2 5}$ | $\mathbf{\$ 8 , 6 1 1}$ | $\mathbf{2 2 . 6 \%}$ |
| Remittance Processing | $\mathbf{\$ 3 , 7 1 8}$ | $\mathbf{\$ 4 , 3 4 9}$ | $\mathbf{1 7 . 0 \%}$ |
| Mortgage Revenue | $\mathbf{\$ 2 , 7 0 5}$ | $\mathbf{\$ 1 , 7 4 7}$ | $\mathbf{- 3 5 . 4 \%}$ |
| Income on Bank Owned Life Insurance | $\mathbf{\$ 2 , 2 8 2}$ | $\mathbf{\$ 1 , 4 7 6}$ | $\mathbf{- 3 5 . 3 \%}$ |
| Net Security Gains | $\mathbf{\$ 3 1 5}$ | $\mathbf{\$ 8 9 8}$ | $\mathbf{1 8 5 . 1 \%}$ |
| Other Non-Interest Income | $\mathbf{\$ 1 , 7 2 6}$ | $\mathbf{\$ 2 , 9 2 8}$ | $\mathbf{6 9 . 6 \%}$ |
| Total Non-Interest Income | $\mathbf{\$ 2 7 , 9 6 4}$ | $\mathbf{\$ 3 3 , 0 1 1}$ | $\mathbf{1 8 . 0 \%}$ |

## Resilient Wealth Management Platform



Wealth - Revenue \& Pre-tax Income ${ }^{(1)}$


[^3]
## Overview

- Provides a full range of asset management, investment and fiduciary services to individuals, businesses and foundations, tax preparation, philanthropic advisory services and farm and brokerage services


## Q2 2021 Summary

- Consolidated assets under care (AUC) reached an all-time high of $\$ 12.3$ billion, representing a $\mathrm{Y}-\mathrm{o}-\mathrm{Y}$ increase of $\$ 3.3$ billion, or $36.4 \%$, due to the acquisition of Glenview State Bank's $\$ 1.28$ billion of AUC and organic and market related growth of over $\$ 2$ billion
- Busey Wealth Management (BWM) brought in $\$ 188$ million of new assets during 2Q21, bringing the 1 H 21 total to $\$ 650$ million, representing a $215.5 \%$ increase over 1 H 20
- Consolidated Wealth revenue of $\$ 13.0$ million in 2Q21, a $26.1 \%$ Y-o-Y increase over 2Q20
- Consolidated Wealth pre-tax net income of $\$ 6.3$ million in 2Q21, a $54.9 \%$ Y-o-Y increase over 2Q20


## FirsTech Growth and Expansion of Services

Multi-Layered Platform


Revenue Growth ${ }^{(1)}$

Q2 21 YTD
\$9,710,301

$$
\begin{gathered}
+\$ 1,641,036 \\
+20.3 \%
\end{gathered}
$$

Q2 20 YTD
\$8,069,265

## Overview

- FirsTech provides custom payment processing solutions through a comprehensive suite of capabilities including mobile bill pay, walk-in payment processing, lockbox, online bill pay, IVR; and electronic concentration of payments delivered via ACH, money management software and credit card networks


## 2021 YTD Summary

- FirsTech revenue of $\$ 9.7$ million during 1 H 21 , an increase of $20.3 \%$ over linked period 2020(1)
- Exceptional customer retention continues to solidify core relationships


## Key Initiatives

- Recent hiring of seasoned technology and software executives has paved the way for a strategy focused on growth through expansion of services across FirsTech's enterprise client base and innovation in the payments space enabling businesses to connect with consumers through multiple payment methods
- Continue to foster and grow relationships with current clients
- Expand existing and new product offerings with current and future clients
- Enhance existing products and services with new technology that will expand FirsTech's footprint in Fin-Tech area


## Focused Control on Expenses



## Personal Banking Transformation Plan

## Overview of Planned Branch Consolidation

- Based on thoughtful consideration and analysis, the Company decided in July 2021 on a plan to close and consolidate 15 Busey Bank banking centers to ensure a balance between the Company's physical banking center network and robust digital banking services. This initiative does not include 2 additional branches anticipated to be consolidated as part of Glenview State Bank integration.
- Both the Busey and Glenview banking centers are expected to close in November 2021

Branch Consolidation ${ }^{(1)}$


## Financial Impact Summary

- Annualized expense savings net of expected associated revenue impacts are anticipated to be approximately $\$ 3.5$ million with the impact of these costs savings beginning to be realized in the fourth quarter of 2021
- One-time expenses expected related to the banking center closures are estimated between $\$ 4.3$ to $\$ 5.0$ million and anticipated to be incurred during 3Q21 and 4Q21
- Average deposits per branch will increase from $\$ 138$ million per branch to $\$ 178$ million per branch


## Acquisition of Cummins-American Corp (Glenview State Bank)

## Legal and financial close of the acquisition occurred on May 31, 2021. Bank merger and conversion to occur during 3Q21. Consolidated financial results for 2Q21 include one month of contribution from CAC/GSB.

## Company Overview

- Cummins-American Corp. has provided banking and financial services in the Chicago area since 1921 through its wholly-owned subsidiary Glenview State Bank
- Seven full-service branch locations located in the attractive northern suburbs of Chicago
- Profitable wealth management business with $\$ 1.28$ billion in AUC at 6/30/21
- Core deposits represent approximately $97 \%$ of deposits ${ }^{(1)}$
- Loan to deposit ratio of $32 \%$



## Strategic Rationale

- Bolsters presence in suburban Chicago and a top 20 deposit market share in the Chicago MSA
- Operating markets provide attractive demographics and business dynamics aligned with operating model
- Positions First Busey to benefit from growth potential of leveraging its commercial and wealth focused business model within these markets
- Transaction expected to provide attractive financial benefits with relatively low integration risk
- Offsets the anticipated financial impact from Durbin Amendment limitations on interchange revenue beginning in the $2^{\text {nd }}$ half of 2022

Cummins American Corp Integration Update

| Jan. 19, 2021 | May 31, 2021 | 3Q21 |
| :--- | :--- | :--- |
| Announced <br> acquisition of <br> Cummins-American | Completed <br> legal/financial close <br> of transaction | Anticipated bank <br> merger/core system <br> conversion |
|  |  |  |

## APPENDIX

## Use of Non-GAAP Financial Measures

| (\$ in thousands) | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Unaudited results) | June 30, 2021 | March 31, 2021 | December 31, 2020 | September 30, 2020 | June 30, 2020 |
| Net interest income | \$64,542 | \$64,893 | \$72,936 | \$69,753 | \$70,813 |
| Non-interest income | 33,011 | 31,445 | 30,499 | 32,285 | 27,964 |
| Less securities (gains) and losses, net | (898) | $(1,641)$ | (855) | 426 | (315) |
| Non-interest expense | $(62,625)$ | $(54,499)$ | $(64,073)$ | $(56,542)$ | $(53,068)$ |
| Pre-provision net revenue | \$34,030 | \$40,198 | \$38,507 | \$45,922 | \$45,394 |
|  |  |  |  |  |  |
| Acquisition and other restructuring expenses | 2,713 | 320 | 7,550 | 2,529 | 487 |
| Provision for unfunded commitments | (496) | 406 | (12) | 250 | 567 |
| New Market Tax Credit amortization | 1,239 | 1,829 | 1,111 | - | - |
| Adjusted: pre-provision net revenue | \$37,486 | \$42,753 | \$47,156 | \$48,701 | \$46,448 |
|  |  |  |  |  |  |
| Average total assets | \$11,398,655 | \$10,594,245 | \$10,419,364 | \$10,680,995 | \$10,374,820 |
| Reported: Pre-provision net revenue to average assets ${ }^{(1)}$ | 1.20 \% | 1.54 | \% 1.47 \% | 1.71 \% | 1.76 \% |
| Adjusted: Pre-provision net revenue to average assets ${ }^{(1)}$ | 1.32 \% | 1.64 | \% 1.80 \% | 1.81 \% | 1.80 \% |
|  |  |  | Three Months Ended |  |  |
|  | June 30, 2021 | March 31, 2021 | December 31, 2020 | September 30, 2020 | June 30, 2020 |
| Reported: Net income | \$29,766 | \$37,816 | \$28,345 | \$30,829 | \$25,806 |
| Acquisition expenses: |  |  |  |  |  |
| Salaries, wages, and employee benefits | 1,125 | - | - | - | - |
| Data processing | 368 | 7 | 56 | - | - |
| Lease or fixed asset impairment | - | - | 245 | 234 | - |
| Professional fees and other | 1,220 | 313 | 479 | 99 | 141 |
| Other restructuring costs: |  |  |  |  |  |
| Salaries, wages, and employee benefits | - | - | 113 | 2,011 | 346 |
| Data processing | - | - | - | - | - |
| Fixed asset imp airment | - | - | 6,657 | - | - |
| Professional fees and other | - | - | - | 185 | - |
| Related tax benefit | (558) | (71) | $(1,640)$ | (555) | (102) |
| Adjusted: Net income | \$31,921 | \$38,065 | \$34,255 | \$32,803 | \$26,191 |
|  |  |  |  |  |  |
| Dilutive average common shares outstanding | 55,730,883 | 55,035,806 | 54,911,458 | 54,737,920 | 54,705,273 |
| Reported: Diluted earnings per share | \$0.53 | \$0.69 | \$0.52 | \$0.56 | \$0.47 |
| Adjusted: Diluted earnings per share | \$0.57 | \$0.69 | \$0.62 | \$0.60 | \$0.48 |
| Average total assets | \$11,398,655 | \$10,594,245 | \$10,419,364 | \$10,680,995 | \$10,374,820 |
| Reported: Return on average assets ${ }^{(1)}$ | 1.05 \% | 1.45 \% | 1.08 \% | 1.15 \% | 1.00 \% |
| Adjusted: Return on average assets ${ }^{(1)}$ | 1.12 \% | 1.46 \% | 1.31 \% | 1.22 \% | 1.02 \% |

[^4]
## Use of Non-GAAP Financial Measures

| (\$ in thousands) (Unaudited results) | Three Months Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2021 | March 31, 2021 |  | December 31, 2020 |  | September 30, 2020 |  | June 30, 2020 |
| Reported: Net Interest income | \$64,542 | \$64,893 |  | \$72,936 |  | \$69,753 |  | \$70,813 |
| Tax-equivalent adjustment | 579 | 601 |  | 655 |  | 638 |  | 717 |
| Tax-equivalent interest income | \$65,121 | \$65,494 |  | \$73,591 |  | \$70,391 |  | \$71,530 |
| Reported: Non-interest income | 33,011 | 31,445 |  | 30,499 |  | 32,285 |  | 27,964 |
| Less securities (gains) and losses, net | (898) | $(1,641)$ |  | (855) |  | 426 |  | (315) |
| Adjusted: Non-interest income | \$32,113 | \$29,804 |  | \$29,644 |  | \$32,711 |  | \$27,649 |
| Reported: Non-interest expense | 62,625 | 54,499 |  | 64,073 |  | 56,542 |  | 53,068 |
| Amortization of intangible assets | $(2,650)$ | $(2,401)$ |  | $(2,439)$ |  | $(2,493)$ |  | $(2,519)$ |
| Non-operating adjustments: |  |  |  |  |  |  |  |  |
| Salaries, wages, and employee benefits | $(1,125)$ | - |  | (113) |  | $(2,011)$ |  | (346) |
| Data processing | (368) | (7) |  | (56) |  | - |  | - |
| Impairment, professional fees and other | $(1,220)$ | (313) |  | $(7,381)$ |  | (518) |  | (141) |
| Adjusted: Non-interest expense | \$57,262 | \$51,778 |  | \$54,084 |  | \$51,520 |  | \$50,062 |
| Reported: Efficiency ratio | 61.68 | 54.67 | \% | 59.70 | \% | 52.42 | \% | $50.97 \%$ |
| Adjusted: Efficiency ratio | 58.89 | 54.33 | \% | 52.39 | \% | 49.97 | \% | 50.48 \% |

As of and for the Three Months Ended

|  | June 30, 2021 | March 31, 2021 | December 31, 2020 | September 30, 2020 | June 30, 2020 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total assets | \$12,415,449 | \$10,759,563 | \$10,544,047 | \$10,539,628 | \$10,835,965 |
| Goodwill and other intangible assets, net | $(381,795)$ | $(361,120)$ | $(363,521)$ | $(365,960)$ | $(368,053)$ |
| Tax effect of other intangible assets, net | 17,997 | 13,883 | 14,556 | 15,239 | 15,825 |
| Tangible assets | \$12,051,651 | \$10,412,326 | \$10,195,082 | \$10,188,907 | \$10,483,737 |
| Total stockholders' equity | 1,345,691 | 1,265,822 | 1,270,069 | 1,255,705 | 1,236,084 |
| Goodwill and other intangible assets, net | $(381,795)$ | $(361,120)$ | $(363,521)$ | $(365,960)$ | $(368,053)$ |
| Tax effect of other intangible assets, net | 17,997 | 13,883 | 14,556 | 15,239 | 15,825 |
| Tangible common equity | 981,893 | 918,585 | 921,104 | 904,984 | 883,856 |
| Ending number of common shares outstanding | 56,330,616 | 54,345,379 | 54,404,379 | 54,522,231 | 54,516,000 |
| Tangible common equity to tangible assets ${ }^{(1)}$ | 8.15 \% | 8.82 \% | 9.03 \% | 8.88 \% | 8.43 \% |
| Tangible book value per share | \$17.11 | \$16.65 | \$16.66 | \$16.32 | \$15.92 |
| Average common equity | \$1,342,771 | \$1,275,694 | \$1,261,298 | \$1,248,448 | \$1,233,270 |
| Average goodwill and other intangible assets, net | $(368,709)$ | $(362,693)$ | $(365,120)$ | $(367,490)$ | $(369,699)$ |
| Average tangible common equity | \$974,062 | \$913,001 | \$896,178 | \$880,958 | \$863,571 |
| Reported: Return on average tangible common equity ${ }^{(2)}$ | 12.26 \% | 16.80 \% | 12.58 \% | 13.92 \% | 12.02 \% |
| Adjusted: Return on average tangible common equity ${ }^{(2)(3)}$ | 13.14 \% | 16.91 \% | 15.21 \% | 14.81 \% | 12.20 \% |

[^5]
[^0]:    (1) Core Deposits include non-brokered transaction accounts, money market deposit accounts, and time deposits of \$250,000 or less
    (2) Non-GAAP calculation, see Appendix (3) Based on BUSE closing stock price on July 23, 2021

[^1]:    (1) Active deferrals include both interest-only modifications and full-payment deferrals. Please see page 18 for additional detail.

[^2]:    ${ }^{(1)}$ Table does not include GSE servicing-retained loans or purchased HELOC pool

[^3]:    (1) Wealth Management Segment

[^4]:    (1) Annualized measure

[^5]:    (1) Tax-effected measure. 28\% estimated deferred tax rate (2) Annualized measure (3) Calculated using adjusted net income

