

## 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 new 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 the 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 35 of this document. For more details on the Company's non-GAAP measures, refer to the Company's Annual Report on Form 10-K for the year ended December 31, 2020.

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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


## Primary Business Segments

## Commercial Banking

## ÏuseyBANK

- Illinois state chartered bank, organized in 1868
- Bank offers full suite of diversified financial products and services for consumers and businesses
- 68 branch locations, serving four state footprint
(1) Non-GAAP calculation, see Appendix


## Retail Payment Processing

## Iibusey weatiman

- Provides premier wealth and asset management services for individuals and businesses
- \$10.69bn Assets Under Care at March 31,2021


## firstech

Provides
comprehensive and innovative payment processing capabilities
Solutions tailored for online, mobile, walk-in CSR, direct debit, lockbox, auto phone pay, VerID
28 million transactions per year

## Branch Map



Financial Highlights

| \$ in millions | 2019 | 2020 | $1 \mathbf{Q 2 1}$ |
| :--- | ---: | ---: | ---: |
| Total Assets | $\$ 9,696$ | $\$ 10,544$ | $\$ 10,760$ |
| Total Loans (Exc. HFS) | 6,687 | 6,814 | 6,779 |
| Total Deposits | 7,902 | 8,678 | 8,874 |
| Total Equity | 1,220 | 1,270 | 1,266 |
| NPA/Assets | $0.34 \%$ | $0.27 \%$ | $0.25 \%$ |
| NIM | $3.38 \%$ | $3.03 \%$ | $2.72 \%$ |
| Core PPNR ROAA |  |  |  |
| Core ROAA $^{(1)}$ | $1.76 \%$ | $1.75 \%$ | $1.64 \%$ |
| Core ROATCE $^{(1)}$ | $1.25 \%$ | $1.06 \%$ | $1.46 \%$ |
|  | $14.54 \%$ | $12.47 \%$ | $16.91 \%$ |

## Diversified Business Model



## Attractive Geographic Footprint

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


The proposed acquisition of Glenview State Bank, announced on January 19, 2021, would add 7 branches and $\$ 1.2$ billion in deposits to our Northern Region

## 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 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



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


## Sound Growth <br> Strategy

## High Quality

Loan Portfolio

## Strong Core

Deposits

## Strong Capital and Liquidity Position

Diversified
Revenue

## Attractive

 Profitability and Returns- Operating with 68 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
- 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 $411 \%$ and NPL/Loans of $0.37 \%$ (excludes PPP loans; as of 3/31/21)
- Attractive core deposit to total deposit ratio (98\%) ${ }^{(1)}$
- Low cost of total deposits (17 bps) and cost of non-time deposits (6 bps) in Q1 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
- Significant revenue derived from diverse and complementary fee income sources
- Noninterest income/operating revenue of 33\% Q1 2021 and 31\% LTM
- Core Pre-Provision Net Revenue ROAA 1.64\% Q1 2021 and 1.76\% LTM(2)
- Core ROAA \& ROATCE $1.46 \%$ and $16.91 \%$ Q1 2021 and $1.25 \%$ and $14.78 \%$ LTM $^{(2)}$
- Core Adjusted Efficiency Ratio $54.33 \%$ and Reported Efficiency Ratio of $54.67 \%$ Q1 $2021^{(2)}$
- Q1 2021 Core diluted EPS $\$ 0.69^{(2)}$ and quarterly dividend of $\$ 0.23$ (3.63\% yield) ${ }^{(3)}$


## Protecting a Strong Balance Sheet

| Robust |
| :---: |
| Capital |
| Foundation |
|  |
| Resilient |
| Loan |
| Portfolio |
|  |
| Strong Core |
| Deposit |
|  |
| Ample |
| Liquidity |

- Capital ratios significantly in excess of well-capitalized minimums
- Regulatory capital relief on CECL implementation and PPP loans
- TCE/TA ratio of $8.82 \%$ at $3 / 31 / 21^{(1)}$
- Total RBC of $17.39 \%$ at $3 / 31 / 21$
- TBV per share of $\$ 16.65$ at $3 / 31 / 21^{(1)}$, up $6.9 \%$ year-over-year
- Diversified portfolio, conservatively underwritten with low levels of concentration
- NPAs/Assets: 0.25\% Classified Assets/Capital: 7.8\%
- Substantial reserve build under CECL $\rightarrow$ ACL/Loans: $1.50 \%{ }^{(2)}$ ACL/NPLs: 411.04\%
- Significant decline in commercial loans in active deferral/modification from $23.1 \%$ of total ex-PPP commercial loan portfolio at June 30, 2020 to $3.5 \%$ at April 16, 2021
- 100 / 300 Test: 37\% C\&D 215\% CRE
- Robust holding company and bank-level liquidity
- Strong core deposit franchise
- 76.4\% loan-to-deposit ratio, $98.2 \%$ core deposits ${ }^{(3)}$
- Borrowings accounted for approximately $3.2 \%$ of total funding at $3 / 31 / 21$
- $\$ 3.2$ billion in cash \& securities ( $80 \%$ of securities portfolio unpledged)
- Substantial sources of off-balance sheet contingent funding (\$3.4 billion)


## Robust Capital Foundation

Tangible Common Equity Ratio ${ }^{(1)}$


Leverage Ratio ${ }^{(2)}$

(1) Non-GAAP calculation, see Appendix
(2) 1Q21 Capital Ratios are preliminary estimates


Consolidated Capital as of 03/31/2021 ${ }^{(2)}$
\$ in millions

|  | Total Capital Ratio | Tier 1 Capital Ratio | Common Equity Tier 1 Ratio |
| :---: | :---: | :---: | :---: |
| Current Ratio | 17.4\% | 13.8\% | 12.8\% |
| Minimum Well Capitalized Ratio | 10.0\% | 8.0\% | 6.5\% |
| Amount of Capital | \$1,266 | \$1,008 | \$934 |
| Well Capitalized Minimum | \$728 | \$583 | \$473 |
| Excess Amount over Well-Capitalized | \$538 | \$425 | \$461 |

## High Quality Loan Portfolio

## Loan Portfolio Composition as of 3/31/2021

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



Total Loan Portfolio $=\$ 6.8$ billion MRQ Yield on Loans $=\mathbf{3 . 7 8 \%}$

Total Loan Portfolio (ex-PPP) = \$6.3 billion MRQ Yield on Loans (ex-PPP) $=3.76 \%$


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


## High Quality Loan Portfolio: C\&I

## C\&I Portfolio Overview

- 25\% of total loan portfolio (ex-PPP loans)
- Diversified portfolio results in low levels of concentrated exposure
- Top concentration in one industry (manufacturing) is $17 \%$, or $4 \%$ of total loans
- Only 2.3\% of C\&I loans are classified
- Decrease in C\&I loans outstanding from 1Q20 to 1Q21 largely attributable to decrease line utilization

Total C\&I Loans ${ }^{(1)}$


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

| \$ in thousands |  |  |  |
| :---: | :---: | :---: | :---: |
| NAICS Sector | 3/31/21 Balances (ex-PPP) | \% of Total Loans (ex-PPP) | 3/31/21 <br> Classified <br> Balances |
| Manufacturing | \$266,532 | 4.3\% | \$9,245 |
| Finance and Insurance | \$167,881 | 2.7\% | \$2,614 |
| Wholesale Trade | \$158,335 | 2.5\% | \$989 |
| Real Estate Rental \& Leasing | \$156,884 | 2.5\% | \$1,557 |
| Educational Services | \$156,004 | 2.5\% | \$214 |
| Health Care and Social Assistance | \$139,313 | 2.2\% | \$159 |
| Agriculture, Forestry, Fishing and Hunting | \$98,543 | 1.6\% | \$1,967 |
| Construction | \$93,596 | 1.5\% | \$2,107 |
| Public Administration | \$63,782 | 1.0\% | \$0 |
| Retail Trade | \$60,954 | 1.0\% | \$36 |
| Food Services and Drinking Places | \$38,930 | 0.6\% | \$947 |
| Transportation | \$33,141 | 0.5\% | \$2,050 |
| Professional, Scientific, and Technical Services | \$32,141 | 0.5\% | \$7,956 |
| Other Services (except Public Administration) | \$27,354 | 0.4\% | \$69 |
| Administrative and Support Services | \$16,147 | 0.3\% | \$3,383 |
| Arts, Entertainment, and Recreation | \$12,086 | 0.2\% | \$2,081 |
| Information | \$9,283 | 0.1\% | \$0 |
| Accommodation | \$7,566 | 0.1\% | \$0 |
| Waste Management Services | \$2,255 | 0.0\% | \$0 |
| Mining, Quarrying, and Oil and Gas Extraction | \$1,645 | 0.0\% | \$0 |
| Management of Companies and Enterprises | \$1,547 | 0.0\% | \$0 |
| Utilities | \$1,158 | 0.0\% | \$0 |
| Warehousing and Storage | \$589 | 0.0\% | \$0 |
| Grand Total | \$1,545,666 | 24.7\% | \$35,373 |

## Loan Portfolio: Low Levels of Concentrated Exposure

\$ in thousands
Manufacturing Loans

| Subsector | $\begin{aligned} & \text { 3/31/21 } \\ & \text { Balances } \\ & \text { (ex-PPP) } \end{aligned}$ | $\begin{aligned} & \text { \% of Total } \\ & \text { Loans } \\ & \text { (ex-PPP) } \end{aligned}$ | $4 / 16 / 21$ <br> Active <br> Deferral <br> Balances | $3 / 31 / 21$ <br> Classified <br> Balances | \% of Category Classified | $\begin{gathered} \text { 3/31/21 } \\ \text { PPP } \\ \text { Balances } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Food Manufacturing | \$60,852 | 1.0\% | \$0 | \$1,488 | 2.4\% | \$5,867 |
| Transportation Equipment Manufacturing | \$55,228 | 0.9\% | \$0 | \$34 | 0.1\% | \$284 |
| Machinery Manufacturing | \$51,845 | 0.8\% | \$0 | \$178 | 0.3\% | \$7,480 |
| Miscellaneous Manufacturing | \$37,344 | 0.6\% | \$0 | \$0 | 0.0\% | \$4,723 |
| Primary Metal Manufacturing | \$11,744 | 0.2\% | \$0 | \$0 | 0.0\% | \$2,077 |
| Fabricated Metal Product Manufacturing | \$10,340 | 0.2\% | \$0 | \$107 | 1.0\% | \$4,120 |
| Chemical Manufacturing | \$8,601 | 0.1\% | \$0 | \$0 | 0.0\% | \$1,191 |
| Printing and Related Support Activities | \$6,732 | 0.1\% | \$0 | \$0 | 0.0\% | \$4,647 |
| Nonmetallic Mineral Product Manufacturing | \$5,199 | 0.1\% | \$0 | \$0 | 0.0\% | \$175 |
| Electrical Equipment, Appliance, and Component | \$5,145 | 0.1\% | \$0 | \$0 | 0.0\% | \$1,236 |
| Beverage and Tobacco Product Manufacturing | \$4,218 | 0.1\% | \$1,804 | \$2,890 | 68.5\% | \$1,030 |
| Plastics and Rubber Products Manufacturing | \$3,332 | 0.1\% | \$0 | \$616 | 18.5\% | \$620 |
| Paper Manufacturing | \$3,295 | 0.1\% | \$0 | \$2,539 | 77.0\% | \$1,032 |
| Computer and Electronic Product Manufacturing | \$1,351 | 0.0\% | \$0 | \$1,342 | 99.3\% | \$1,758 |
| Furniture and Related Product Manufacturing | \$547 | 0.0\% | \$0 | \$53 | 9.7\% | \$548 |
| Wood Product Manufacturing | \$520 | 0.0\% | \$0 | \$0 | 0.0\% | \$1,758 |
| Apparel Manufacturing | \$230 | 0.0\% | \$0 | \$0 | 0.0\% | \$1,232 |
| Textile Mills | \$9 | 0.0\% | \$0 | \$0 | 0.0\% | \$0 |
| Textile Product Mills | \$0 | 0.0\% | \$0 | \$0 | 0.0\% | \$3,947 |
| Petroleum and Coal Products Manufacturing | \$0 | 0.0\% | \$0 | \$0 | 0.0\% | \$185 |
| Grand Total | \$266,532 | 4.3\% | \$1,804 | \$9,245 | 3.5\% | \$43,909 |


| Total |
| :---: |
| Manufacturing |
| Loans: $\$ 267$ |
| Million or 4.3\% |
| of Loan Portfolio |
| (ex-PPP loans) |
| 3.5\% Classified |
| Loans down |
| from 4.6\% in |
| 4Q20 |
| Diversified |
| exposure across |
| 20 industry |
| subsectors |
| results in no |
| single level of |
| high |
| concentration |
| No subsector |
| accounts for |
| more than $1 \%$ |
| of the total |
| portfolio |

## High Quality Loan Portfolio: CRE

\$ in thousands

## Owner Occupied CRE Loans by Industry

| Property Type | $3 / 31 / 21$ <br> Balances (ex-PPP) | \% of Total Loans (ex-PPP) | 3/31/21 Classified Balances |
| :---: | :---: | :---: | :---: |
| Industrial/Warehouse | \$297,209 | 4.7\% | \$10,150 |
| Specialty CRE | \$237,501 | 3.8\% | \$5,697 |
| Office CRE | \$192,412 | 3.1\% | \$883 |
| Retail CRE | \$75,911 | 1.2\% | \$846 |
| Restaurant CRE | \$66,957 | 1.1\% | \$5,352 |
| Continuing Care | \$3,791 | 0.1\% | \$0 |
| Nursing Homes | \$2,067 | 0.0\% | \$0 |
| Hotel | \$1,379 | 0.0\% | \$0 |
| Health Care | \$1,299 | 0.0\% | \$0 |
| Apartments | \$486 | 0.0\% | \$0 |
| Other CRE | \$2,596 | 0.0\% | \$0 |
| Grand Total | \$881,607 | 14.1\% | \$22,927 |

Multifamily - Apartments \& Student Housing by State


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

| Property Type | $3 / 31 / 21$ <br> Balances (ex-PPP) | \% of Total <br> Loans (ex-PPP) | $3 / 31 / 21$ <br> Classified Balances |
| :---: | :---: | :---: | :---: |
| Apartments | \$488,248 | 7.8\% | \$1,643 |
| Retail CRE | \$468,595 | 7.5\% | \$1,623 |
| Student Housing | \$341,852 | 5.5\% | \$0 |
| Office CRE | \$309,151 | 4.9\% | \$2,568 |
| Industrial/Warehouse | \$219,334 | 3.5\% | \$120 |
| Hotel | \$170,657 | 2.7\% | \$0 |
| Senior Housing | \$144,615 | 2.3\% | \$0 |
| Land Acquisition \& Dev. | \$86,285 | 1.4\% | \$2,400 |
| Specialty CRE | \$75,458 | 1.2\% | \$52 |
| Nursing Homes | \$65,357 | 1.0\% | \$5,561 |
| Restaurant CRE | \$32,648 | 0.5\% | \$1,881 |
| 1-4 Family | \$26,652 | 0.4\% | \$0 |
| Continuing Care Facilities | \$14,685 | 0.2\% | \$0 |
| Other CRE | \$2,371 | 0.0\% | \$0 |
| Grand Total | \$2,445,907 | 39.1\% | \$15,849 |

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

## CRE Portfolio Overview

- 53\% of total loan portfolio (ex-PPP)
- $26 \%$ of CRE loans are owner-occupied
- Only $1.2 \%$ of total CRE loans and $0.6 \%$ of non-owner occupied CRE loans are classified
- Low Levels of Concentrated Exposure
- Retail CRE top concentration at $16 \%$ of total CRE portfolio


## Loan Portfolio: Low Levels of Concentrated Exposure

## Retail Trade \& Retail CRE Loans



|  |  |  | 4/16/21 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail Flag | $\begin{aligned} & \hline 3 / 31 / 21 \\ & \text { Balances } \\ & \text { (ex-PPP) } \end{aligned}$ | $\begin{aligned} & \text { \% of Total } \\ & \text { Loans } \\ & \text { (ex-PPP) } \end{aligned}$ | Active <br> Deferral <br> Balances | Weighted Avg LTV | \% of Classified Loans in Segment | $\begin{gathered} 3 / 31 / 21 \\ \text { PPP } \\ \text { Balances } \end{gathered}$ |
| Strip Center | \$275,635 | 4.4\% | \$3,869 | 63.5\% | 0.6\% | \$0 |
| Single Tenant | \$100,752 | 1.6\% | \$107 | 54.7\% | 0.9\% | \$0 |
| Mixed Use - Retail | \$72,545 | 1.2\% | \$1,415 | 60.5\% | 0.0\% | \$0 |
| Retail Trade (C\&I) | \$60,954 | 1.0\% | \$0 |  | 0.1\% | \$29,706 |
| Shopping Center | \$59,091 | 0.9\% | \$7,035 | 62.7\% | 0.0\% | \$0 |
| Community Retail Center | \$36,481 | 0.6\% | \$0 | 45.1\% | 0.0\% | \$0 |
| Grand Total | \$605,459 | 9.7\% | \$12,426 | 60.2\% | 0.4\% | \$29,706 |

Total Retail Loans: $\mathbf{\$ 6 0 5}$ million or $\mathbf{9 . 7 \%}$ of Loan Portfolio

Traveler Accommodation Loans


Total Traveler Accommodation Loans: \$180 Million or 2.9\% of Loan Portfolio

## Loan Portfolio: Low Levels of Concentrated Exposure

| Food Services Loans |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other <br> Full Serv |  | Food Services | $3 / 31 / 21$ <br> Balances <br> (ex-PPP) | \% of Total <br> Loans <br> (ex-PPP) | $4 / 16 / 21$ <br> Active <br> Deferral <br> Balances | Weighted Avg LTV | \% of Classified Loans in Scgment | $\begin{gathered} 3 / 31 / 21 \\ \text { PPP } \end{gathered}$ <br> Balances |
| Restaurant Ops |  | Full-Service Restaurant CRE | \$65,216 | 1.0\% | \$14,799 | 56.6\% | 11.1\% | \$0 |
| \% | Ill Serv | Limited-Service Restaurant CRE | \$34,388 | 0.5\% | \$0 | 70.4\% | 0.0\% | \$0 |
| Limited-Serv | Restaurant | Limited-Service Restaurant Operations | \$27,489 | 0.4\% | \$1,347 |  | 0.0\% | \$8,876 |
| Restaurant Ops | CRE | Full-Service Restaurant Operations | \$10,188 | 0.2\% | \$5,275 |  | 9.2\% | \$38,275 |
| 20\% | 47\% | Drinking Place Operations | \$1,022 | 0.0\% | \$0 |  | 0.0\% | \$3,129 |
| mited-Serv |  | Other Food Services | \$231 | 0.0\% | \$25 |  | 0.0\% | \$2,371 |
| Restaurant CRE |  | Grand Total | \$138,534 | 2.2\% | \$21,445 | 61.0\% | 5.9\% | \$52,651 |

Total Food Services Loans: \$139 Million or 2.2\% of Loan Portfolio

Agriculture Loans


| Geographic Location by State | $3 / 31 / 21$ <br> Balances (ex-PPP) | $\begin{aligned} & \text { \% of Total } \\ & \text { Loans } \\ & \text { (ex-PPP) } \end{aligned}$ | 4/16/21 <br> Active <br> Deferral <br> Balances | Farmland WAVG LTV | \% of Classified <br> Loans in Segment | \% of LongTerm Customers (4+ Yrs) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Illinois | \$75,968 | 1.2\% | \$0 | 43.7\% | 0.8\% | 83.1\% |
| Indiana | \$2,161 | 0.0\% | \$0 | 39.4\% | 0.0\% | 100.0\% |
| Other State | \$667 | 0.0\% | \$0 | 40.1\% | 0.0\% | 100.0\% |
| Missouri | \$299 | 0.0\% | \$0 | 39.9\% | 0.0\% | 100.0\% |
| Total Farmland | \$79,095 | 1.3\% | \$0 | 43.7\% | 0.7\% | 83.9\% |
| Illinois | \$33,145 | 0.5\% | \$0 |  | 4.2\% | 89.7\% |
| Indiana | \$7,015 | 0.1\% | \$0 |  | 0.0\% | 100.0\% |
| Total Farm Operating Line | \$40,160 | 0.6\% | \$0 |  | 3.4\% | 89.8\% |
| Grand Total | \$119,255 | 1.9\% | \$0 |  | 1.6\% | 85.7\% |

Total Agriculture Loans: \$119 Million or 1.9\% of Loan Portfolio

## 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, $84.9 \%$ are interest-only deferrals while only $15.1 \%$ are full payment deferrals - active full payment deferrals account for $0.5 \%$ of total commercial balances


## Commercial Payment Relief Program

## Total Commercial Loans:

| 4/16/21 <br> \# of Loans | 4/16/21 <br> \$ Net Balances | \% of All Deferral <br> Balances since 3/26/20 | \% of Total <br> Net |
| :---: | :---: | :---: | :---: |
| 7,338 | $\$ 5,017,909$ |  |  |

Loans with deferrals granted after 9/30/20
Loans with aggregate deferral period exceeding 6 months

| Active Full Pmt Deferrals (ex-SBA loans) | 21 | $\$ 23,384$ | $2.1 \%$ |  |
| :--- | :---: | ---: | :---: | :---: |
| Active I/O Deferrals | 34 | $\$ 132,268$ | $12.0 \%$ |  |
| SBA Loans with additional 90-Day Full Pmt Deferrals granted | 0 | $\$ 0$ | $0.0 \%$ |  |
| Total | $\mathbf{5 5}$ | $\mathbf{\$ 1 5 5 , 6 5 2}$ | $14.1 \%$ | $3.1 \%$ |

Loans with aggregate deferral period less than 6 months
Active Full Pmt Deferrals (ex-SBA)
$5 \quad \$ 3,345 \quad 0.3 \%$

Active I/O Deferrals
Total
A Total Active Deferral Loans
B Expired Payment Relief, regular pmt not
C Exited Payment Relief Program
Loans currently in the Payment Relief Program (A)
Loans no longer in deferral ( $B+C$ )

| 11 | $\$ 18,458$ | $1.7 \%$ |  |
| ---: | ---: | :---: | :---: |
| $\mathbf{1 6}$ | $\mathbf{\$ 2 1 , 8 0 3}$ | $2.0 \%$ | $0.4 \%$ |
| $\mathbf{7 1}$ | $\mathbf{\$ 1 7 7 , 4 5 5}$ | $\mathbf{1 6 . 1 \%}$ | $3.5 \%$ |
| $\mathbf{1}$ | $\mathbf{1}$ | $\mathbf{4 8 4}$ | $\mathbf{0 . 0 \%}$ |
| $\mathbf{9 3 2}$ | $\mathbf{\$ 9 2 7 , 5 0 5}$ | $\mathbf{8 3 . 9 \%}$ | $0.0 \%$ |
| 71 | $\$ 177,455$ |  | $18.5 \%$ |
| 933 | $\$ 927,989$ |  |  |
| 1,004 | $\$ 1,105,444$ | $\underline{100 \%}$ | $22.0 \%$ |

## 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 3.5\% as of $4 / 16 / 2021$
- $35 \%$ of the current active deferred loans are projected to exit the payment relief program by the end of 2Q21

| Commercial Active Deferral Timeline | \# of Loans | \$ Balances | Proportion of net commercial loans (\%) |
| :---: | :---: | :---: | :---: |
| Active Deferrals at 6/30/20 | 1,122 | \$1,178,577 | 23.1\% |
| Active Deferrals at 9/30/20 | 301 | \$426,372 | 8.4\% |
| Active Deferrals at $12 / 31 / 20$ | 98 | \$208,624 | 4.1\% |
| Active Deferrals at 3/31/21 | 72 | \$197,119 | 3.9\% |
| Active Deferrals at 4/16/21 | 71 | \$177,455 | 3.5\% |


| Projected Quarterly Roll-Off of Active Commercial Deferrals | $\#$ | $\$$ |
| :---: | :---: | :---: | :---: | :---: |
| Loans currently in the Payment Relief Program: | $\mathbf{7 1}$ | $\$ 177,455$ |


|  | \# of Loans | \$ Balances | EOQ \# of Loans | EOQ Balances |
| :--- | :---: | ---: | :---: | ---: |
| Q2 2021 | 25 | $\$ 33,159$ | 46 | $\$ 144,296$ |
| Q3 2021 | 21 | $\$ 26,835$ | 25 | $\$ 117,460$ |
| Q4 2021 | 4 | $\$ 9,499$ | 21 | $\$ 107,962$ |
| Q1 2022 | 16 | $\$ 90,957$ | 5 | $\$ 17,005$ |
| Q2 2022 | 3 | $\$ 5,651$ | 2 | $\$ 11,354$ |
| Q3 2022 | 2 | $\$ 11,354$ | 0 | $\$ 0$ |

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

\$ in thousands
Active Commercial Deferrals by Sectors

| Property/Industry | 3/31/21 Balances (ex-PPP) | \% of Total <br> Loans <br> (ex-PPP) | Classified Loan Balances | 4/16/21 <br> Active <br> Deferrals <br> - Full Pmts | 4/16/21 <br> Active <br> Deferrals <br> - IO Pmts | \% of Segment in Active Deferral |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hotel CRE | \$172,036 | 2.7\% | \$0 | \$2,072 | \$62,883 | 37.8\% |
| Specialty CRE | \$312,960 | 5.0\% | \$5,750 | \$4,775 | \$26,094 | 9.9\% |
| Restaurant CRE | \$99,605 | 1.6\% | \$7,233 | \$9,041 | \$5,758 | 14.9\% |
| Student Housing | \$341,963 | 5.5\% | \$0 | \$0 | \$13,165 | 3.8\% |
| Retail CRE | \$544,505 | 8.7\% | \$2,469 | \$8,292 | \$4,133 | 2.3\% |
| Industrial/Warehouse | \$516,543 | 8.3\% | \$10,270 | \$73 | \$9,924 | 1.9\% |
| Senior Housing | \$144,615 | 2.3\% | \$0 | \$0 | \$9,713 | 6.7\% |
| Office CRE | \$501,562 | 8.0\% | \$3,451 | \$1,552 | \$5,369 | 1.4\% |
| Food Services and Drinking Places | \$38,930 | 0.6\% | \$947 | \$327 | \$6,320 | 17.1\% |
| Arts, Entertainment, and Recreation | \$12,086 | 0.2\% | \$2,081 | \$0 | \$2,469 | 20.4\% |
| Manufacturing | \$266,532 | 4.3\% | \$9,245 | \$0 | \$1,804 | 0.7\% |
| Health Care and Social Assistance | \$139,313 | 2.2\% | \$159 | \$0 | \$1,641 | 1.2\% |
| Apartments | \$488,734 | 7.8\% | \$1,643 | \$0 | \$1,182 | 0.2\% |
| Land Acquisition and Development | \$86,285 | 1.4\% | \$2,400 | \$500 | \$0 | 0.6\% |
| Administrative and Support Services | \$16,147 | 0.3\% | \$3,383 | \$0 | \$160 | 1.0\% |
| 1-4 Family | \$213,433 | 3.4\% | \$3,061 | \$98 | \$110 | 0.1\% |
| Grand Total |  |  |  | \$26,729 | \$150,726 |  |

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

## Personal Loan and Mortgage Customers

| \$ in thousands | $\begin{gathered} \text { 4/16/21 } \\ \text { \# of Loans } \end{gathered}$ | $\begin{aligned} & \text { 4/16/21 } \\ & \$ \text { Balances } \end{aligned}$ | $\%$ of All Deferral Balances | \% of Total Consumer Balances |
| :---: | :---: | :---: | :---: | :---: |
| Total Consumer Portfolio Loans ${ }^{(1)}$ | 19,955 | \$1,128,496 |  |  |
| A Total Active Deferral Loans | 178 | \$24,810 | 22.0\% | 2.2\% |
| B Exited Payment Relief Program | 650 | \$87,804 | 78.0\% | 7.8\% |
| Total loans outstanding that received a deferral ( $A+B$ ): | 828 | \$112,614 |  | 10.0\% |


| Retail Active Deferrals Timeline ${ }^{(\mathbf{1})}$ : | \# of Loans | \$ Balances |
| ---: | :---: | :---: | ---: |
| Active Deferrals at $6 / 30 / 20$ | 892 | $\$ 124,901$ |
| Active Deferrals at 9/30/20 | 559 | $\$ 81,922$ |
| Active Deferrals at $12 / 31 / 20$ | 351 | $\$ 47,671$ |
| Active Deferrals at 3/31/21 | 178 | $\$ 24,893$ |
| Active Deferrals at $4 / 16 / 21$ | 178 | $\$ 24,810$ |

[^0]
## 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

- $\quad \$ 749.4$ million in first round PPP loans originated representing 4,569 new and existing customers
- $\quad \$ 262.5$ million in second round PPP loans representing 2,123 new and existing customers
- $\quad \$ 533.4$ million PPP loans outstanding as of 3/31/2021, ( $\$ 522.1$ million, net of deferred fees and costs)
- $\$ 478.5$ million of borrower forgiveness funds received from SBA as of $3 / 31 / 2021$
- Additional $\$ 131.6$ million submitted to SBA pending forgiveness receipt at $3 / 31 / 2021$
- Generated fees of approximately $\$ 25.4$ million in 2020 related to the CARES Act
- Remaining deferred fees of $\$ 2.3$ million and $\$ 0.5$ million deferred costs as of $3 / 31 / 2021$
- Fees generated of approximately $\$ 12$ million related to the Economic Aid Act though 3/31/2021
- Remaining deferred fees of $\$ 11.7$ million and $\$ 2.2$ million deferred costs as of $3 / 31 / 2021$

| Industry \$ in thousands | PPP <br> Balances | $\begin{aligned} & \text { \# of PPP } \\ & \text { Loans } \end{aligned}$ | Average <br> Loan Size |
| :---: | :---: | :---: | :---: |
| Construction | \$122,503 | 400 | \$306 |
| Health Care and Social Assistance | \$56,744 | 342 | \$166 |
| Food Services and Drinking Places | \$52,651 | 367 | \$143 |
| Manufacturing | \$43,909 | 182 | \$241 |
| Professional, Scientific, and Technical Services | \$42,629 | 379 | \$112 |
| Wholesale Trade | \$33,660 | 110 | \$306 |
| Other Services (except Public Administration) | \$33,418 | 371 | \$90 |
| Retail Trade | \$29,706 | 252 | \$118 |
| Administrative and Support Services | \$21,296 | 138 | \$154 |
| Transportation | \$19,886 | 102 | \$195 |
| Real Estate Rental \& Leasing | \$19,872 | 182 | \$109 |
| Finance and Insurance | \$14,384 | 128 | \$112 |
| Educational Services | \$10,123 | 58 | \$175 |
| Accommodation | \$9,630 | 44 | \$219 |
| Arts, Entertainment, and Recreation | \$9,087 | 142 | \$64 |
| Agriculture, Forestry, Fishing and Hunting | \$4,738 | 185 | \$26 |
| Information | \$4,012 | 25 | \$160 |
| Mining, Quarrying, and Oil and Gas Extraction | \$1,946 | 7 | \$278 |
| Other | \$894 | 6 | \$149 |
| Management of Companies and Enterprises | \$540 | 6 | \$90 |
| Waste Management Services | \$512 | 5 | \$102 |
| Utilities | \$487 | 1 | \$487 |
| Warehousing and Storage | \$480 | 2 | \$240 |
| Public Administration | \$291 | 7 | \$42 |
| Grand Total | \$533,398 | 3,441 | \$155 |

## 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
- Q1 2021 annualized NCO ratio of 0.02\%

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


NPAs / Assets
\$ in millions



## Fortress Reserve Build Following CECL Adoption



Allowance / NPAs
\$ in thousands


Provision Coverage / Net Charge-offs


## Ample Sources of Liquidity

## 2021 Q1 Average Deposit Composition



2021 Q1 Average Cost of Deposits $=\mathbf{0 . 1 7 \%}$ 2021 Q1 Average Cost of Non-Time Deposits = 0.06\%

Contingency Liquidity as of 03/31/21

| $\$$ in millions |  |
| :--- | ---: |
| Unpledged Securities | $\mathbf{\$ 2 , 2 4 1}$ |
| Available FHLB | $\mathbf{\$ 1 , 6 0 7}$ |
| FRB Discount | $\mathbf{\$ 4 8 4}$ |
| Fed Funds Lines | $\mathbf{\$ 4 6 7}$ |
| Brokered Availability (10\% deposits) | $\mathbf{\$ 8 7 9}$ |
| Total | $\mathbf{\$ 5 , 6 7 9}$ |

Total Deposits \& Loan to Deposit Ratio


Core Deposits ${ }^{(1)} /$ Total Deposits
\$ in millions


## Quarterly Earnings Review



- Net Interest Income decreased $11.0 \%$ from $\$ 72.9$ million in $4 Q 20$ to $\$ 64.9$ million in 1 Q21
- Loan interest income and fees (net of deferred costs) attributable to PPP decreased to $\$ 4.8$ million in 1Q21 from $\$ 9.5$ million in 4Q20
- $\$ 1.0$ million less net interest income due to 2 less days between 4Q20 and 1Q21


## Non-Interest

 Income
## Non-Interest

Expense

Provision

- Net Interest Margin decreased 34 bps vs 4Q20 from $3.06 \%$ to $2.72 \%$ in $1 Q 21$
- PPP loan interest and net fees combined increased net interest margin 7 basis points, as compared to a 21 basis point increase in 4Q20(1)
- Core ex-PPP and ex-accretion loan yield declined 10 bps from 3.73\% to 3.63\%
- 4 bps improvement in funding costs
- Accretion income accounted for 9 bps of NIM in 1Q21, down from 10bps in 4Q20
- Non-interest income of $\$ 31.4$ million in 1Q21, equated to $32.6 \%$ of operating revenue
- Wealth Management fees rose to $\$ 12.6$ million in 1 Q21 with assets under management up $4.5 \%$ to $\$ 10.7$ billion at quarter-end
- Fees for remittance processing were $\$ 4.4$ million in 1 Q21, an increase from $\$ 3.9$ million in $4 Q 20$
- Mortgage revenue declined to $\$ 2.7$ million in $1 Q 21$ from $\$ 3.2$ million in $4 Q 20$ but up from $\$ 1.4$ million in $1 Q 20$
- Core non-interest expenses ${ }^{(2)}$ (excluding one-time acquisition and restructuring related items) of $\$ 54.2$ million in 1Q21
- Core adjusted non-interest expenses (excluding intangible amortization, unfunded commitment provision and onetime items) of $\$ 51.4$ million in 1 Q21, equating to $53.9 \%$ core adjusted efficiency ratio ${ }^{(2)}$
- $\$ 6.4$ million provision release, net of unfunded commitments, as a result of improved macroeconomic outlooks, continued strength in asset quality performance metrics and unguaranteed loan balance declines
- Net effect of $\$ 6.4$ million negative provision expense contributed approximately $\$ 0.09$ per share to $1 Q 21$ results

Earnings

- Core net income of $\$ 38.1$ million or $\$ 0.69$ per diluted share ${ }^{(2)}$
- Core, adjusted pre-provision net revenue of $\$ 42.8$ million (1.64\% PPNR ROAA) ${ }^{(2)}$
- $1.46 \%$ Core ROAA and $16.9 \%$ Core ROATCE ${ }^{(2)}$
 (2) Non-GAAP, see appendix


## Core Earnings Power



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


Core ROAA \& ROATCE ${ }^{(1)}$


Historical Key Rates


## Net Interest Margin

Net Interest Income ${ }^{(1)}$


## Key Factors:

- PPP contribution to net interest income declined \$4.7 million from $\$ 9.5$ million in $4 Q 20$ to $\$ 4.8$ million in $1 Q 21$ due to lower average volumes and reduced forgiveness
- $\$ 1.0$ million less net interest income due to 2 less days between 4Q20 and 1Q21
- NIM decreased 34 bps vs 4Q20
- -20 bps PPP
- -17 bps asset yields
- -1 bp accretion
- +4 bps funding costs


## Net Interest Margin Bridge



[^1]
## 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
- Fee income represented $32.6 \%$ of operating revenue in 1Q21
- Key businesses of wealth management and payment processing contributed 54\% of fee income in 1Q21
- Y -o-Y increase in Q1 fee income primarily attributable to increases in wealth management, remittance processing and mortgage banking revenue

Non-Interest Income / Total Revenue


Sources of Non-Interest Income

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

## Resilient Wealth Management Platform



## 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


## Q1 2021 Summary

- Assets under care (AUC) reached an all-time high of $\$ 10.69$ billion, increasing $\$ 463.4$ million, or $4.5 \%$, over 4Q20
- Opportunities uncovered through regionalization helped the company bring in new assets during the quarter of $\$ 462$ million, an increase of $231 \%$ YOY
- Wealth revenue of $\$ 12.6$ million in $1 Q 21$, a $17.1 \%$ increase over 4Q20
- Wealth pre-tax net income of $\$ 6.0$ million in 1Q21
- Pre-tax profit margin of $47.8 \%$ in 1 Q21 compared to $40.8 \%$ in 4Q20


## Acquisition

- Announced acquisition of Glenview State Bank would add nearly $\$ 1.2$ billion in AUC upon completion


## Focused Control on Expenses Driving Efficiency Gains



## Efficiency Ratio ${ }^{(1)}$



- The Company's efforts to reduce core expenses have driven efficiency gains despite the margin compression experienced
- Core adjusted expenses ${ }^{(1)}$ of $\$ 51.4$ million in 1Q21 excluding amortization, provision for unfunded and acquisition / restructuring related charges
- Deferral of PPP Ioan origination costs of $\$ 2.3$ million contributed to lower non-interest expense in 1Q21

Full-Time Equivalents (FTE)


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

## 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 $\$ 1.2$ billion in AUC
- Core deposits represent approximately 97\% of deposits
- $0.16 \%$ total cost of deposits and $0.04 \%$ cost of nontime deposits in 1Q21


## Strategic Rationale

- Bolsters presence in suburban Chicago with pro forma deposits of more than $\$ 2.2$ billion 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
Source: S\&P Global Market Intelligence, 2020 FDIC Summary of Deposits.
Financial data based on bank-level regulatory data as of 3/31/2021.
(1) Adjusted for C-Corp status and tax effected at $25.00 \%$.


Financial Highlights

| Balance Sheet (\$M) | Capital |  |  |
| :--- | ---: | :--- | ---: |
| Assets | $\$ 1,491$ | TCE / TA (ex. PPP) | $11.6 \%$ |
| Net Loans (incl. HFS) | $\$ 441$ | Leverage Ratio | $10.3 \%$ |
| Deposits | $\$ 1,302$ |  |  |
| Profitability (LTM 3/31/21) | Asset Quality |  |  |
| NIM | $2.34 \%$ | NPAs (ex. TDRs)/ <br> ROAE |  |
| ROAA $^{(1)}$ | $5.18 \%$ | LLR/Loans (ex. PPP) | $0.37 \%$ |
| Efficiency Ratio | $0.65 \%$ | LLR/NPLs | $3.12 \%$ |
|  | $64.0 \%$ | NCOs/Avg. Loans | $236.8 \%$ |

## Cummins-American Corp. Integration Update



# APPENDIX 

## Use of Non-GAAP Financial Measures

| (\$ in thousands) | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Unaudited results) | March 31, 2021 | December 31, 2020 | September 30, 2020 | June 30, 2020 | March 31, 2020 |
| Net interest income | \$64,893 | \$72,936 | \$69,753 | \$70,813 | \$69,433 |
| Non-interest income | 31,445 | 30,499 | 32,285 | 27,964 | 27,517 |
| Less securities (gains) and losses, net | $(1,641)$ | (855) | 426 | (315) | (587) |
| Non-interest expense | $(54,499)$ | $(64,073)$ | $(56,542)$ | $(53,068)$ | $(60,514)$ |
| Pre-provision net revenue | \$40,198 | \$38,507 | \$45,922 | \$45,394 | \$35,849 |
|  |  |  |  |  |  |
| Acquisition and other restructuring expenses | 320 | 7,550 | 2,529 | 487 | 145 |
| Provision for unfunded commitments | 406 | (12) | 250 | 567 | 1,017 |
| New Market Tax Credit amortization | 1,829 | 1,111 | - | - | 1,200 |
| Adjusted: pre-provision net revenue | \$42,753 | \$47,156 | \$48,701 | \$46,448 | \$38,211 |
| Average total assets | \$10,594,245 | \$10,419,364 | \$10,680,995 | \$10,374,820 | \$9,688,177 |
| Reported: Pre-provision net revenue to average assets ${ }^{(1)}$ | 1.54 | \% 1.47 | \% 1.71 \% | 1.76 \% | 1.49 \% |
| Adjusted: Pre-provision net revenue to average assets ${ }^{(1)}$ | 1.64 | \% 1.80 | \% 1.81 \% | 1.80 \% | 1.59 \% |
|  |  |  | Three Months Ended |  |  |
|  | March 31, 2021 | December 31, 2020 | September 30, 2020 | June 30, 2020 | March 31, 2020 |
| Reported: Net income | \$37,816 | \$28,345 | \$30,829 | \$25,806 | \$15,364 |
| Acquisition expenses: |  |  |  |  |  |
| Salaries, wages, and employee benefits | - | - | - | - | - |
| Data processing | 7 | 56 | - | - |  |
| Lease or fixed asset impairment | - | 245 | 234 | - | - |
| Professional fees and other | 313 | 479 | 99 | 141 | 145 |
| Other restructuring costs: |  |  |  |  |  |
| Salaries, wages, and employee benefits | - | 113 | 2,011 | 346 | - |
| Data processing | - | - | - | - | - |
| Fixed asset impairment | - | 6,657 | - | - | - |
| Professional fees and other | - | - | 185 | - | - |
| Related tax benefit | (71) | $(1,640)$ | (555) | (102) | (30) |
| Adjusted: Net income | \$38,065 | \$34,255 | \$32,803 | \$26,191 | \$15,479 |
|  |  |  |  |  |  |
| Dilutive average common shares outstanding | 55,035,806 | 54,911,458 | 54,737,920 | 54,705,273 | 54,913,329 |
| Reported: Diluted earnings per share | \$0.69 | \$0.52 | \$0.56 | \$0.47 | \$0.28 |
| Adjusted: Diluted earnings per share | \$0.69 | \$0.62 | \$0.60 | \$0.48 | \$0.28 |
| Average total assets | \$10,594,245 | \$10,419,364 | \$10,680,995 | \$10,374,820 | \$9,688,177 |
| Reported: Return on average assets ${ }^{(1)}$ | 1.45 \% | 1.08 \% | 1.15 \% | 1.00 \% | 0.64 \% |
| Adjusted: Return on average assets ${ }^{(1)}$ <br> (1) Annualized measure | 1.46 \% | 1.31 \% | 1.22 \% | 1.02 \% | 0.64 \% |

## Use of Non-GAAP Financial Measures

| (\$ in thousands) (Unaudited results) | Three Months Ended |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, 2021 |  | December 31, 2020 | September 30, 2020 |  |  | June 30, 2020 |  | March 31, 2020 |  |
| Reported: Net Interest income | \$64,893 |  | \$72,936 |  | \$69,753 |  | \$70,813 |  | \$69,433 |  |
| Tax-equivalent adjustment | 601 |  | 655 |  | 638 |  | 717 |  | 730 |  |
| Tax-equivalent interest income | \$65,494 |  | \$73,591 |  | \$70,391 |  | \$71,530 |  | \$70,163 |  |
| Reported: Non-interest income | 31,445 |  | 30,499 |  | 32,285 |  | 27,964 |  | 27,517 |  |
| Less securities (gains) and losses, net | $(1,641)$ |  | (855) |  | 426 |  | (315) |  | (587) |  |
| Adjusted: Non-interest income | \$29,804 |  | \$29,644 |  | \$32,711 |  | \$27,649 |  | \$26,930 |  |
| Reported: Non-interest expense | 54,499 |  | 64,073 |  | 56,542 |  | 53,068 |  | 60,514 |  |
| Amortization of intangible assets | $(2,401)$ |  | $(2,439)$ |  | $(2,493)$ |  | $(2,519)$ |  | $(2,557)$ |  |
| Non-operating adjustments: |  |  |  |  |  |  |  |  |  |  |
| Salaries, wages, and employee benefits | - |  | (113) |  | $(2,011)$ |  | (346) |  | - |  |
| Data processing | (7) |  | (56) |  | - |  | - |  | - |  |
| Impairment, professional fees and other | (313) |  | $(7,381)$ |  | (518) |  | (141) |  | (145) |  |
| Adjusted: Non-interest expense | \$51,778 |  | \$54,084 |  | \$51,520 |  | \$50,062 |  | \$57,812 |  |
| Reported: Efficiency ratio | 54.67 \% |  | 59.70 \% |  | 52.42 \% |  | 50.97 | \% | 59.69 |  |
| Adjusted: Efficiency ratio | 54.33 \% |  | 52.39 \% |  | 49.97 \% |  | 50.48 | \% | 59.54 | \% |
|  | As of and for the Three Months Ended |  |  |  |  |  |  |  |  |  |
|  | March 31, 2021 |  | December 31, 2020 |  | September 30, 2020 |  | June 30, 2020 |  | March 31, 2020 |  |
| Total assets | \$10,759,563 |  | \$10,544,047 |  | \$10,539,628 |  | \$10,835,965 |  | \$9,721,405 |  |
| Goodwill and other intangible assets, net | $(361,120)$ |  | $(363,521)$ |  | $(365,960)$ |  | $(368,053)$ |  | $(370,572)$ |  |
| Tax effect of other intangible assets, net | 13,883 |  | 14,556 |  | 15,239 |  | 15,825 |  | 16,530 |  |
| Tangible assets | \$10,412,326 |  | \$10,195,082 |  | \$10,188,907 |  | \$10,483,737 |  | \$9,367,363 |  |
| Total stockholders' equity | 1,265,822 |  | 1,270,069 |  | 1,255,705 |  | 1,236,084 |  | 1,217,585 |  |
| Goodwill and other intangible assets, net | $(361,120)$ |  | $(363,521)$ |  | $(365,960)$ |  | $(368,053)$ |  | $(370,572)$ |  |
| Tax effect of other intangible assets, net | 13,883 |  | 14,556 |  | 15,239 |  | 15,825 |  | 16,530 |  |
| Tangible common equity | 918,585 |  | 921,104 |  | 904,984 |  | 883,856 |  | 863,543 |  |
| Ending number of common shares outstanding | 54,345,379 |  | 54,404,379 |  | 54,522,231 |  | 54,516,000 |  | 54,401,208 |  |
| Tangible common equity to tangible assets ${ }^{(1)}$ | 8.82 | \% | 9.03 | \% | 8.88 | \% | 8.43 | \% | 9.22 | \% |
| Tangible book value per share | \$16.65 |  | \$16.66 |  | \$16.32 |  | \$15.92 |  | \$15.57 |  |
| Average common equity | \$1,275,694 |  | \$1,261,298 |  | \$1,248,448 |  | \$1,233,270 |  | \$1,218,160 |  |
| Average goodwill and other intangible assets, net | $(362,693)$ |  | $(365,120)$ |  | $(367,490)$ |  | $(369,699)$ |  | $(372,240)$ |  |
| Average tangible common equity | \$913,001 |  | \$896,178 |  | \$880,958 |  | \$863,571 |  | \$845,920 |  |
| Reported: Return on average tangible common equity ${ }^{(2)}$ | 16.80 | \% | 12.58 | \% | 13.92 | \% | 12.02 | \% | 7.30 \% |  |
| Adjusted: Return on average tangible common equity ${ }^{(2)(3)}$ | 16.91 | \% | 15.21 | \% | 14.81 | \% | 12.20 | \% | 7.36 |  |

(1) Tax-effected measure. $28 \%$ estimated deferred tax rate (2) Annualized measure (3) Calculated using adjusted net income


[^0]:    ${ }^{(1)}$ Table does not include GSE servicing-retained loans or purchased HELOC pool

[^1]:    (1) Tax-Equivalent adjusted amounts

