

---

---

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

**FORM 8-K**  
CURRENT REPORT

PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): April 25, 2023

---

**First Busey Corporation**

(Exact name of Registrant as specified in its charter)

---

**Nevada**  
(State of Incorporation)

**0-15950**  
(Commission File Number)

**37-1078406**  
(I.R.S. Employer Identification No.)

**100 W. University Ave.**  
**Champaign, Illinois 61820**  
(Address of Principal Executive Offices)

**(217) 365-4544**  
Registrant's telephone number, including area code  
N/A  
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class  
Common Stock, \$0.001 par value

Trading Symbol(s)  
BUSE

Name of each exchange on which registered  
Nasdaq Stock Market LLC

Indicate by check mark whether the Registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

If an emerging growth company, indicate by check mark if the Registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

---

---

**Item 2.02 Results of Operations and Financial Condition.**

On April 25, 2023, First Busey Corporation (First Busey) issued a press release disclosing financial results for the quarter ended March 31, 2023. A copy of the press release is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

*The information in Item 2.02 of this Current Report on Form 8-K and Exhibit 99.1 attached hereto is being "furnished" and will not, except to the extent required by applicable law or regulation, be deemed "filed" by First Busey for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (Exchange Act), or otherwise subject to the liabilities of that section, nor will any of such information or exhibits be deemed incorporated by reference into any filing under the Securities Act of 1933, as amended (Securities Act), or the Exchange Act.*

**Item 7.01 Regulation FD Disclosure.**

On April 25, 2023, First Busey published supplemental slides discussing First Busey's financial results for the quarter ended March 31, 2023. A copy is attached hereto as Exhibit 99.2 and is incorporated herein by reference.

*The information in Item 7.01 of this Current Report on Form 8-K and Exhibit 99.2 attached hereto is being "furnished" and will not, except to the extent required by applicable law or regulation, be deemed "filed" by First Busey for purposes of Section 18 of the Exchange Act, or otherwise subject to the liabilities of that section, nor will any of such information or exhibits be deemed incorporated by reference into any filing under the Securities Act or the Exchange Act.*

**Item 9.01. Financial Statements and Exhibits.**

<b>Exhibit Number</b>	<b>Description of Exhibit</b>
99.1	<a href="#">Press Release issued by First Busey Corporation, dated April 25, 2023</a>
99.2	<a href="#">Supplemental slides issued by First Busey Corporation, dated April 25, 2023</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document and included in Exhibit 101)

---

**Signature**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**First Busey Corporation**

Date: April 25, 2023

By: /s/ Jeffrey D. Jones  
Jeffrey D. Jones  
Chief Financial Officer

April 25, 2023

**First Busey Announces 2023 First Quarter Earnings**

CHAMPAIGN, IL – (GLOBE NEWSWIRE) – First Busey Corporation (Nasdaq: BUSE)



**First Busey Reports First Quarter Net Income of \$36.8 million and diluted EPS of \$0.65**

**Message from our Chairman & CEO**

**First Quarter 2023 Highlights:**

- Diluted earnings per share of \$0.65, a 27.5% increase compared with the first quarter of 2022
- Core loan<sup>1</sup> growth of \$58.2 million, representing a 3.10% annualized growth rate
- Non-performing assets of 0.13% of total assets and allowance for credit losses of 602.91% of nonperforming loans
- Adjusted core efficiency ratio<sup>1</sup> of 55.6%, improved from 59.9% in the first quarter of 2022
- Tangible common equity ratio<sup>1</sup> of 7.05%, a 45 basis point increase from the fourth quarter of 2022
- Core deposits<sup>1</sup> represent 97.9% of total deposits, while estimated uninsured deposits<sup>2</sup> represent only 27% of total deposits
- For additional information, please refer to the 1Q23 Quarterly Earnings Supplement

**First Quarter Financial Results**

Net income for First Busey Corporation ("First Busey" or the "Company") was \$36.8 million for the first quarter of 2023, or \$0.65 per diluted common share, compared to \$34.4 million, or \$0.61 per diluted common share, for the fourth quarter of 2022, and \$28.4 million, or \$0.51 per diluted common share, for the first quarter of 2022. There were no adjustments to net income for the first quarter of 2023. Adjusted net income<sup>1</sup> was \$36.3 million, or \$0.65 per diluted common share, for the fourth quarter of 2022, and \$29.1 million, or \$0.52 per diluted common share, for the first quarter of 2022. Annualized return on average assets and annualized return on average tangible common equity<sup>1</sup> were 1.22% and 18.48%, respectively, for the first quarter of 2023. Net income includes a net loss on securities of \$0.6 million for both the first quarter of 2023 and 2022.

Pre-provision net revenue<sup>1</sup> was \$47.9 million for the first quarter of 2023, compared to \$46.4 million for the fourth quarter of 2022 and \$36.1 million for the first quarter of 2022. Adjusted pre-provision net revenue<sup>1</sup> was \$49.5 million for the first quarter of 2023, compared to \$50.0 million for the fourth quarter of 2022 and \$39.4 million for the first quarter of 2022. Pre-provision net revenue to average assets<sup>1</sup> was 1.58% for the first quarter of 2023, compared to 1.49% for the fourth quarter of 2022, and 1.16% for the first quarter of 2022. Adjusted pre-provision net revenue to average assets<sup>1</sup> was 1.64% for the first quarter of 2023, compared to 1.61% for the fourth quarter of 2022 and 1.26% for the first quarter of 2022.

The Company experienced its eighth consecutive quarter of core loan<sup>1</sup> growth. Loans are being originated at attractive spreads while not sacrificing our prudent underwriting standards and, like prior periods, most of the loan growth occurred within our existing client base. Core loan growth was \$58.2 million in the first quarter of 2023, compared to growth of \$56.2 million in the fourth quarter of 2022 and \$127.1 million in the first quarter of 2022. Over the last four quarters, the Company has generated \$542.0 million in core loan growth, equating to a year-over-year growth rate of 7.5%. Our loan to deposit ratio ended the quarter at 79.4%. It is our view that the economic outlook has deteriorated since year end. As such, we intend to remain conservative in our underwriting and granting of credit. Given this outlook, loan growth is likely to slow compared to our results of the last twelve months and our previous expectations.

<sup>1</sup> See "Non-GAAP Financial Information" for a reconciliation.

<sup>2</sup> Estimated uninsured deposits consist of account balances in excess of the \$250 thousand FDIC insurance limit, less intercompany accounts and collateralized accounts (including preferred deposits).

Our fee-based businesses continue to add revenue diversification. Non-interest income, excluding net securities gains and losses<sup>3</sup>, of \$32.5 million accounted for 27.4% of total operating revenue during the first quarter of 2023, compared to \$28.9 million which accounted for 24.1% of total operating revenue for the fourth quarter of 2022 and \$36.4 million which accounted for 34.2% of total operating revenue for the first quarter of 2022. Beginning on July 1, 2022, we became subject to the Durbin Amendment of the Dodd-Frank Act. The Durbin Amendment requires the Federal Reserve to establish a maximum permissible interchange fee for many types of debit transactions. The impact of these rules in the first quarter of 2023 was a \$2.3 million reduction in fee income. Excluding the impact from the Durbin Amendment, fees for customer services were up 2.0% year-over-year.

Over the last several years we have been purposeful in our efforts to rationalize our expense base given our economic outlook and our view on the future of banking. Over this period, we have reduced the number of service centers from 87 to 58, representing a one-third reduction in the number of service centers we operate, and increased our average deposits per service center from \$113.1 million at September 30, 2020<sup>4</sup>, to \$169.0 million at March 31, 2023. Late last year we implemented a targeted restructuring and efficiency optimization plan that is projected to generate approximately \$4.0 million of annual savings. These initiatives will help to offset some of the inflationary pressures that exist today while allowing us to invest back into other parts of our company.

#### *First Busey's Conservative Banking Strategy*

The quality of our core deposit franchise is a critical value driver of our institution. Despite recent turmoil experienced in certain sectors of the banking industry, we have seen relative stability in our deposit franchise. During the period between March 8, 2023, and March 31, 2023, our deposit base declined by 0.2% with that fluctuation largely attributable to the normal course of operations. Our granular deposit base continues to position us well, as our estimated uninsured deposits<sup>5</sup> percentage is 27%, and 97.9% of our deposits are core deposits<sup>3</sup>. Our retail deposit base is comprised of more than 224,000 accounts with an average balance of \$24 thousand and an average tenure of 16.1 years. Our commercial deposit base is comprised of more than 33,000 accounts with an average balance of \$104 thousand and an average tenure of 12.1 years. Furthermore, we have sufficient on- and off-balance sheet liquidity to manage deposit fluctuations and the liquidity needs of our customers. At March 31, 2023, our available sources of on- and off-balance sheet liquidity<sup>6</sup> totaled \$6.3 billion.

Asset quality remains pristine by both historical as well as present-day industry standards. Non-performing assets were 0.13% of total assets for the first quarter of 2023, as well as for both the fourth quarter of 2022 and the first quarter of 2022. The Company's results for the first quarter of 2023 include a provision expense of \$1.0 million for credit losses and a provision release of \$0.6 million for unfunded commitments. The total allowance for credit losses was \$91.7 million at March 31, 2023, representing 1.18% of total portfolio loans outstanding. The Company recorded net charge offs of \$0.8 million in the first quarter of 2023, which equates to 0.04% of average loans on an annualized basis. Our credit performance continues to reflect our highly diversified, conservatively underwritten loan portfolio, which has been originated predominantly to established customers with tenured relationships with our company.

The strength of our balance sheet is also reflected in our capital foundation. In the first quarter, our tangible common equity ratio<sup>3</sup> increased to 7.05% while our Common Equity Tier 1 and Total Capital to Risk Weighted Assets ratios increased to 12.18% and 16.40%, respectively<sup>7</sup>. In fact, our regulatory capital ratios continue to provide a buffer of more than \$450 million above levels required to be designated well-capitalized. Reflecting the strength of our balance sheet and our profitability, early in the first quarter we increased our quarterly dividend payable to common shareholders to \$0.24.

Our operating mandate and focus have been on offering convenient products and services to customers while emphasizing credit quality over asset growth. In essence, First Busey's financial strength is built on a sound business strategy of conservative banking. That focus will not change now or in the future.

<sup>3</sup> See "[Non-GAAP Financial Information](#)" for a reconciliation.

<sup>4</sup> The number of service centers and average deposits per service center for September 30, 2020, includes proforma adjustments for Glenview State Bank service centers acquired May 31, 2021.

<sup>5</sup> Estimated uninsured deposits consist of account balances in excess of the \$250 thousand FDIC insurance limit, less intercompany accounts and collateralized accounts (including preferred deposits).

<sup>6</sup> On- and off-balance sheet liquidity is comprised of cash and cash equivalents, debt securities excluding those pledged as collateral, brokered deposits, and First Busey's borrowing capacity with its revolving credit facility, the FHLB, Federal Reserve Bank, federal funds purchased lines.

<sup>7</sup> Capital ratios for the first quarter of 2023 are not yet finalized, and are subject to change.

*Community Banking*

First Busey's goal of being a strong community bank begins with outstanding associates. The Company is humbled to be named among the 2022 Best Banks to Work For by *American Banker*, the 2022 Best Places to Work in Money Management by *Pensions and Investments*, the 2023 Best Places to Work in Illinois by *Daily Herald Business Ledger*, and the 2022 Best Companies to Work For in Florida by *Florida Trend* magazine.

For more than 155 years First Busey has delivered on a promise of trusted customer relationships and community support. Our priorities continue to focus around balance sheet strength, profitability, and growth, in that order. With our strong capital position, an attractive core funding base, and a sound credit foundation, we remain confident that we are well positioned for the remainder of 2023.

/s/ Van A. Dukeman

Chairman, President & Chief Executive Officer

First Busey Corporation

**SELECTED FINANCIAL HIGHLIGHTS (unaudited)**  
(dollars in thousands, except per share amounts)

	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
<b>EARNINGS &amp; PER SHARE AMOUNTS</b>			
Net income	\$ 36,786	\$ 34,387	\$ 28,439
Diluted earnings per common share	0.65	0.61	0.51
Cash dividends paid per share	0.24	0.23	0.23
Pre-provision net revenue <sup>1, 2</sup>	47,918	46,360	36,066
Revenue <sup>3</sup>	118,321	120,037	106,442
<b>Net income by operating segments:</b>			
Banking	36,835	37,564	26,451
FirsTech	(38)	(453)	550
Wealth Management	4,858	3,855	5,840
<b>AVERAGE BALANCES</b>			
Cash and cash equivalents	\$ 223,196	\$ 281,926	\$ 687,455
Investment securities	3,359,985	3,451,471	3,970,356
Loans held for sale	1,650	1,623	11,930
Portfolio loans	7,710,876	7,619,199	7,160,837
Interest-earning assets	11,180,562	11,242,126	11,703,947
Total assets	12,263,718	12,330,132	12,660,939
Noninterest bearing deposits	3,272,745	3,494,001	3,589,952
Interest-bearing deposits	6,637,405	6,843,688	7,027,486
Total deposits	9,910,150	10,337,689	10,617,438
Securities sold under agreements to repurchase and federal funds purchased	230,351	236,656	271,095
Interest-bearing liabilities	7,614,930	7,500,294	7,654,661
Total liabilities	11,092,899	11,207,585	11,379,404
Stockholders' equity - common	1,170,819	1,122,547	1,281,535
Tangible common equity <sup>2</sup>	807,465	756,420	906,724
<b>PERFORMANCE RATIOS</b>			
Pre-provision net revenue to average assets <sup>1, 2</sup>	1.58 %	1.49 %	1.16 %
Return on average assets	1.22 %	1.11 %	0.91 %
Return on average common equity	12.74 %	12.15 %	9.00 %
Return on average tangible common equity <sup>2</sup>	18.48 %	18.04 %	12.72 %
Net interest margin <sup>2, 4</sup>	3.13 %	3.24 %	2.45 %
Efficiency ratio <sup>2</sup>	56.93 %	58.77 %	62.97 %
Noninterest revenue as a % of total revenues <sup>3</sup>	27.44 %	24.07 %	34.18 %
<b>NON-GAAP FINANCIAL INFORMATION</b>			
Adjusted pre-provision net revenue <sup>1, 2</sup>	\$ 49,504	\$ 50,003	\$ 39,354
Adjusted net income <sup>2</sup>	36,786	36,290	29,104
Adjusted diluted earnings per share <sup>2</sup>	0.65	0.65	0.52
Adjusted pre-provision net revenue to average assets <sup>2</sup>	1.64 %	1.61 %	1.26 %
Adjusted return on average assets <sup>2</sup>	1.22 %	1.17 %	0.93 %
Adjusted return on average tangible common equity <sup>2</sup>	18.48 %	19.03 %	13.02 %
Adjusted net interest margin <sup>2, 4</sup>	3.12 %	3.22 %	2.41 %
Adjusted efficiency ratio <sup>2</sup>	56.93 %	56.75 %	62.18 %

1. Net interest income plus noninterest income, excluding securities gains and losses, less noninterest expense.

2. See "Non-GAAP Financial Information" for reconciliation.

3. Revenue consists of net interest income plus noninterest income, excluding securities gains and losses.

4. On a tax-equivalent basis, assuming a federal income tax rate of 21%.

**CONDENSED CONSOLIDATED BALANCE SHEETS (unaudited)**  
(dollars in thousands, except per share amounts)

	As of				
	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
<b>ASSETS</b>					
Cash and cash equivalents	\$ 275,569	\$ 227,164	\$ 347,149	\$ 230,852	\$ 479,228
Investment securities	3,302,024	3,391,240	3,494,710	3,708,922	3,941,656
Loans held for sale	2,714	1,253	4,546	4,813	6,765
Commercial loans	5,815,703	5,766,496	5,724,137	5,613,955	5,486,817
Retail real estate and retail other loans	1,968,105	1,959,206	1,945,977	1,883,823	1,786,056
Portfolio loans	7,783,808	7,725,702	7,670,114	7,497,778	7,272,873
Allowance for credit losses	(91,727)	(91,608)	(90,722)	(88,757)	(88,213)
Premises and equipment	126,515	126,524	128,175	130,892	133,658
Goodwill and other intangible assets, net	361,567	364,296	367,091	369,962	372,913
Right of use asset	12,291	12,829	10,202	8,615	9,014
Other assets	571,794	579,277	566,123	493,356	439,615
<b>Total assets</b>	<b>\$ 12,344,555</b>	<b>\$ 12,336,677</b>	<b>\$ 12,497,388</b>	<b>\$ 12,356,433</b>	<b>\$ 12,567,509</b>
<b>LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>					
Noninterest bearing deposits	\$ 3,173,783	\$ 3,393,666	\$ 3,628,169	\$ 3,505,299	\$ 3,568,651
Interest checking, savings, and money market deposits	5,478,715	5,822,239	6,173,041	6,074,108	6,132,355
Time deposits	1,148,671	855,375	800,187	817,821	890,830
Total deposits	\$ 9,801,169	\$ 10,071,280	\$ 10,601,397	\$ 10,397,228	\$ 10,591,836
Securities sold under agreements to repurchase	\$ 210,977	\$ 229,806	\$ 234,597	\$ 228,383	\$ 255,668
Short-term borrowings	615,881	351,054	16,225	16,396	17,683
Long-term debt	249,245	252,038	254,835	317,304	265,769
Junior subordinated debt owed to unconsolidated trusts	71,855	71,810	71,765	71,721	71,678
Lease liability	12,515	12,995	10,311	8,655	9,067
Other liabilities	184,355	201,717	201,670	154,789	137,783
<b>Total liabilities</b>	<b>11,145,997</b>	<b>11,190,700</b>	<b>11,390,800</b>	<b>11,194,476</b>	<b>11,349,484</b>
<b>Total stockholders' equity</b>	<b>1,198,558</b>	<b>1,145,977</b>	<b>1,106,588</b>	<b>1,161,957</b>	<b>1,218,025</b>
<b>Total liabilities &amp; stockholders' equity</b>	<b>\$ 12,344,555</b>	<b>\$ 12,336,677</b>	<b>\$ 12,497,388</b>	<b>\$ 12,356,433</b>	<b>\$ 12,567,509</b>
<b>SHARE AND PER SHARE AMOUNTS</b>					
Book value per common share	\$ 21.68	\$ 20.73	\$ 20.04	\$ 21.00	\$ 22.03
Tangible book value per common share <sup>1</sup>	\$ 15.14	\$ 14.14	\$ 13.39	\$ 14.31	\$ 15.29
Ending number of common shares outstanding	55,294,455	55,279,124	55,232,434	55,335,703	55,278,785

1. See "Non-GAAP Financial Information" for reconciliation.



**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (unaudited)**  
(dollars in thousands, except per share amounts)

	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
<b>INTEREST INCOME</b>			
Interest and fees on loans held for sale and portfolio	\$ 89,775	\$ 84,947	\$ 60,882
Interest on investment securities	20,342	19,560	14,932
Other interest income	988	1,377	277
<b>Total interest income</b>	<b>\$ 111,105</b>	<b>\$ 105,884</b>	<b>\$ 76,091</b>
<b>INTEREST EXPENSE</b>			
Interest on deposits	\$ 14,740	\$ 8,277	\$ 2,124
Interest on securities sold under agreements to repurchase and federal funds purchased	1,222	810	59
Interest on short-term borrowings	4,822	1,221	89
Interest on long-term debt	3,551	3,546	3,109
Junior subordinated debt owed to unconsolidated trusts	913	881	654
<b>Total interest expense</b>	<b>\$ 25,248</b>	<b>\$ 14,735</b>	<b>\$ 6,035</b>
<b>Net interest income</b>	<b>\$ 85,857</b>	<b>\$ 91,149</b>	<b>\$ 70,056</b>
Provision for credit losses	953	859	(253)
<b>Net interest income after provision for credit losses</b>	<b>\$ 84,904</b>	<b>\$ 90,290</b>	<b>\$ 70,309</b>
<b>NONINTEREST INCOME</b>			
Wealth management fees	\$ 14,797	\$ 12,956	\$ 15,779
Fees for customer services	6,819	6,989	8,907
Payment technology solutions	5,315	5,022	5,077
Mortgage revenue	288	198	975
Income on bank owned life insurance	1,652	947	884
Net securities gains (losses)	(616)	191	(614)
Other noninterest income	3,593	2,776	4,764
<b>Total noninterest income</b>	<b>\$ 31,848</b>	<b>\$ 29,079</b>	<b>\$ 35,772</b>
<b>NONINTEREST EXPENSE</b>			
Salaries, wages, and employee benefits	\$ 40,331	\$ 41,790	\$ 39,354
Data processing expense	5,640	5,848	4,978
Net occupancy expense	4,762	4,638	5,067
Furniture and equipment expense	1,746	1,771	2,030
Professional fees	2,058	1,432	1,507
Amortization of intangible assets	2,729	2,795	3,011
Interchange expense	1,853	1,692	1,545
Other operating expenses	11,284	13,711	12,884
<b>Total noninterest expense</b>	<b>\$ 70,403</b>	<b>\$ 73,677</b>	<b>\$ 70,376</b>
<b>Income before income taxes</b>	<b>\$ 46,349</b>	<b>\$ 45,692</b>	<b>\$ 35,705</b>
Income taxes	9,563	11,305	7,266
<b>Net income</b>	<b>\$ 36,786</b>	<b>\$ 34,387</b>	<b>\$ 28,439</b>
<b>SHARE AND PER SHARE AMOUNTS</b>			
Basic earnings per common share	\$ 0.66	\$ 0.62	\$ 0.51
Diluted earnings per common share	\$ 0.65	\$ 0.61	\$ 0.51
Average common shares outstanding	55,397,989	55,350,423	55,427,696
Diluted average common shares outstanding	56,179,606	56,177,790	56,194,946

## Balance Sheet Growth

Our balance sheet remains a source of strength. Total assets were \$12.34 billion as of both March 31, 2023 and December 31, 2022, compared to \$12.57 billion as of March 31, 2022. Portfolio loans were \$7.78 billion at March 31, 2023, compared to \$7.73 billion at December 31, 2022, and \$7.27 billion at March 31, 2022. During the first quarter of 2023, Busey Bank experienced another quarter of core loan<sup>8</sup> growth of \$58.2 million, consisting of growth in commercial balances<sup>9</sup> of \$49.3 million and growth in retail real estate and retail other balances of \$8.9 million. Growth was principally driven by our Northern Illinois, Indianapolis, and Florida markets. As has been our practice, we remain steadfast in our conservative approach to underwriting and disciplined approach to pricing, particularly given our outlook for the economy in the coming quarters.

Average portfolio loans were \$7.71 billion for the first quarter of 2023, compared to \$7.62 billion for the fourth quarter of 2022 and \$7.16 billion for the first quarter of 2022. Average interest-earning assets were \$11.18 billion for the first quarter of 2023, compared to \$11.24 billion for the fourth quarter of 2022, and \$11.70 billion for the first quarter of 2022.

Total deposits were \$9.80 billion at March 31, 2023, compared to \$10.07 billion at December 31, 2022, and \$10.59 billion at March 31, 2022. Average deposits were \$9.91 billion for the first quarter of 2023, compared to \$10.34 billion for the fourth quarter of 2022 and \$10.62 billion for the first quarter of 2022. Deposit trends in the quarter were driven by a number of elements, including (1) anticipated seasonal factors, including ordinary course public fund outflows and fluctuations in the normal course of business operations of certain core commercial customers, (2) the macroeconomic environment, including prevailing interest rates and anticipated future Federal Reserve Open Market Committee ("FOMC") rate moves, as well as inflationary pressures, (3) depositors moving some funds to accounts at competitors offering above-market rates, including state-sponsored investment programs that provide rates in excess of where we can borrow in the wholesale marketplace, and (4) deposits moving within the Busey ecosystem from the bank to our wealth management group in the first quarter of 2023. Following the recent industry turmoil, we observed positive inflows into retail deposit accounts along with net outflows in commercial deposit accounts, principally to meet working capital needs in the ordinary course of business. From March 8, 2023, to March 31, 2023, we experienced immaterial net outflows of \$22.3 million. The Company remains funded substantially through core deposits with significant market share in its primary markets. Core deposits accounted for 97.9% of total deposits as of March 31, 2023. Cost of deposits was 0.60% in the first quarter of 2023, which represents a 28 basis point increase from the fourth quarter of 2022. Excluding time deposits, the Company's cost of deposits was 0.49% in the first quarter of 2023, a 21 basis point increase from December 31, 2022.

Short term borrowings increased to \$615.9 million as of March 31, 2023, compared to \$351.1 million as of December 31, 2022, and \$17.7 million as of March 31, 2022. We have sufficient on- and off-balance sheet liquidity<sup>10</sup> to manage deposit fluctuations and the liquidity needs of our customers. As of March 31, 2023, our available sources of on- and off-balance sheet liquidity totaled \$6.3 billion. To help offset some of the impact of rising costs associated with increased borrowings, we increased deposit campaigns during the first quarter of 2023 to attract term funding at a lower rate than our marginal cost of funds. These time deposit campaigns generated increased traction and production in the back half of the quarter. Additional deposit campaigns are planned for the second quarter and beyond. Furthermore, our balance sheet liquidity profile continues to be aided by the cash flows we expect from our relatively short-duration securities portfolio. Those cash flows were approximately \$117.0 million in the first quarter and are expected to be \$311.0 million over the balance of 2023.

## Asset Quality

Credit quality continues to be exceptionally strong. Loans 30-89 days past due totaled \$5.5 million as of March 31, 2023, compared to \$6.5 million as of December 31, 2022, and \$3.9 million as of March 31, 2022. Non-performing loans were \$15.2 million as of March 31, 2023, compared to \$15.7 million as of December 31, 2022, and \$12.7 million as of March 31, 2022. Continued disciplined credit management resulted in non-performing loans as a percentage of portfolio loans of 0.20% as of both March 31, 2023, and December 31, 2022, and 0.17% as of March 31, 2022. Non-performing assets were 0.13% of total assets for the first quarter of 2023, as well as for both the fourth quarter of 2022 and the first quarter of 2022. Our total classified assets declined from \$107.1 million at December 31, 2022, to \$103.9 million at March 31, 2023.

<sup>8</sup> See "[Non-GAAP Financial Information](#)" for a reconciliation.

<sup>9</sup> Commercial balances include commercial, commercial real estate, and real estate construction loans.

<sup>10</sup> On- and off-balance sheet liquidity is comprised of cash and cash equivalents, debt securities excluding those pledged as collateral, brokered deposits, and First Busey's borrowing capacity with its revolving credit facility, the FHLB, Federal Reserve Bank, federal funds purchased lines.

Net charge-offs of \$0.8 million were recorded for the first quarter of 2023, compared to net recoveries of an insignificant amount for the fourth quarter of 2022 and net recoveries of \$0.6 million for the first quarter of 2022. Our ratio of net charge-offs to average loans was 0.04% during the first quarter and 0.03% over the last twelve months<sup>11</sup>. The allowance as a percentage of portfolio loans was 1.18% as of March 31, 2023, compared to 1.19% as of December 31, 2022, and 1.21% at March 31, 2022. The allowance as a percentage of non-performing loans was 602.91% as of March 31, 2023, compared to 582.01% as of December 31, 2022, and 695.41% as of March 31, 2022.

The Company maintains a well-diversified loan portfolio and, as a matter of policy and practice, limits concentration exposure in any particular loan segment.

**ASSET QUALITY (unaudited)**  
(dollars in thousands)

	As of				
	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
<b>Total assets</b>	\$ 12,344,555	\$ 12,336,677	\$ 12,497,388	\$ 12,356,433	\$ 12,567,509
<b>Portfolio loans</b>	7,783,808	7,725,702	7,670,114	7,497,778	7,272,873
Portfolio loans excluding amortized cost of PPP loans	7,783,058	7,724,857	7,668,688	7,490,162	7,241,104
Loans 30 – 89 days past due	5,472	6,548	6,307	5,157	3,916
<b>Non-performing loans:</b>					
Non-accrual loans	14,714	15,067	15,425	15,840	12,488
Loans 90+ days past due and still accruing	500	673	1,229	1,654	197
<b>Non-performing loans</b>	<u>\$ 15,214</u>	<u>\$ 15,740</u>	<u>\$ 16,654</u>	<u>\$ 17,494</u>	<u>\$ 12,685</u>
<b>Non-performing loans, segregated by geography:</b>					
Illinois / Indiana	\$ 10,416	\$ 10,347	\$ 10,531	\$ 11,261	\$ 6,467
Missouri	4,103	4,676	5,008	5,259	5,263
Florida	695	717	1,115	974	955
Other non-performing assets	759	850	1,219	1,429	3,606
<b>Non-performing assets</b>	<u>\$ 15,973</u>	<u>\$ 16,590</u>	<u>\$ 17,873</u>	<u>\$ 18,923</u>	<u>\$ 16,291</u>
<b>Allowance for credit losses</b>	<u>\$ 91,727</u>	<u>\$ 91,608</u>	<u>\$ 90,722</u>	<u>\$ 88,757</u>	<u>\$ 88,213</u>
<b>RATIOS</b>					
Non-performing loans to portfolio loans	0.20 %	0.20 %	0.22 %	0.23 %	0.17 %
Non-performing loans to portfolio loans, excluding PPP loans	0.20 %	0.20 %	0.22 %	0.23 %	0.18 %
Non-performing assets to total assets	0.13 %	0.13 %	0.14 %	0.15 %	0.13 %
Non-performing assets to portfolio loans and other non-performing assets	0.21 %	0.21 %	0.23 %	0.25 %	0.22 %
Allowance for credit losses to portfolio loans	1.18 %	1.19 %	1.18 %	1.18 %	1.21 %
Allowance for credit losses to portfolio loans, excluding PPP	1.18 %	1.19 %	1.18 %	1.18 %	1.22 %
Allowance for credit losses as a percentage of non-performing loans	602.91 %	582.01 %	544.75 %	507.36 %	695.41 %

<sup>11</sup> For the quarterly period, average portfolio loans, the denominator in the net charge off ratio, is calculated on a daily average basis. For the last twelve month period, average portfolio loans is calculated as the average of average portfolio loans over the most recent four quarters.

**NET CHARGE-OFFS (RECOVERIES) AND PROVISION EXPENSE (RELEASE) (unaudited)**  
(dollars in thousands)

	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
Net charge-offs (recoveries)	\$ 834	\$ (27)	\$ (579)
Provision expense (release)	953	859	(253)
Net charge-offs, annualized	3,382	NM	NM
Average portfolio loans	7,710,876	7,619,199	7,160,837
Net charge-off ratio	0.04 %	NM	NM

**Net Interest Margin<sup>12</sup> and Net Interest Income**

Net interest margin was 3.13% for the first quarter of 2023, compared to 3.24% for the fourth quarter of 2022 and 2.45% for the first quarter of 2022. Excluding purchase accounting accretion, adjusted net interest margin<sup>12</sup> was 3.12% for the first quarter of 2023, compared to 3.22% in the fourth quarter of 2022 and 2.41% in the first quarter of 2022. Net interest income was \$85.9 million in the first quarter of 2023, compared to \$91.1 million in the fourth quarter of 2022 and \$70.1 million in the first quarter of 2022.

The FOMC raised rates by 50 basis points during the first quarter of 2023, and by a total of 475 basis points since the onset of the current FOMC tightening cycle that began in the first quarter of 2022. Rising rates initially have a positive impact on net interest margin, as assets, in particular commercial loans, reprice more quickly and to a greater extent than liabilities. As deposit and funding costs catch up, some of the net interest margin expansion is reversed, which we experienced during the first quarter of 2023. Components of the 11 basis point decrease in net interest margin during the first quarter of 2023 include:

- Increased loan portfolio income contributed +28 basis points
- Increases in the cash and securities portfolio yield contributed +4 basis points
- Increased deposit funding costs contributed -24 basis points
- Increased borrowing costs contributed -16 basis points
- Increased net interest expense on cash flow hedges contributed -2 basis points
- Decreased recognition of purchase accounting accretion contributed -1 basis points

Based on our most recent Asset Liability Management Committee ("ALCO") model, a 100 basis point parallel rate shock is expected to increase net interest income by 2.1% over the subsequent twelve-month period. Market competition for deposits has started to increase and deposit betas are likely to increase going forward, which is factored into our ALCO model. The Company continues to evaluate off-balance sheet hedging strategies as well as embedding rate protection in our asset originations to provide stabilization to net interest income in lower rate environments. We are committed to protecting our quality core deposit franchise and are in regular contact with our customers to proactively address their needs and concerns. Since the onset of the current FOMC tightening cycle that began in the first quarter of 2022, our cumulative interest-bearing non-maturity deposit beta has been 16.0%. Our cycle-to-date total deposit beta has been 11.5% through March 31, 2023. Deposit betas are calculated based on an average federal funds rate of 4.69% during the first quarter of 2023, which is an 87 basis point increase over the fourth quarter of 2022 average federal funds rate of 3.82%.

**Noninterest Income**

Noninterest income was \$31.8 million for the first quarter of 2023, as compared to \$29.1 million for the fourth quarter of 2022 and \$35.8 million for the first quarter of 2022. Revenues from wealth management fees and payment technology solutions activities represented 63.1% of the Company's noninterest income for the quarter ended March 31, 2023, providing a balance to spread-based revenue from traditional banking activities.

<sup>12</sup> See "Non-GAAP Financial Information" for a reconciliation.

Wealth management fees were \$14.8 million for the first quarter of 2023, compared to \$13.0 million for the fourth quarter of 2022 and \$15.8 million for the first quarter of 2022. The quarter over quarter increase in wealth management fees is attributable to customary seasonality in farm management income as well as improvements in market valuations. The Wealth Management operating segment generated net income of \$4.9 million in the first quarter of 2023, compared to \$3.9 million in the fourth quarter of 2022, and \$5.8 million in the first quarter of 2022. First Busey's Wealth Management division ended the first quarter of 2023 with \$11.21 billion in assets under care, compared to \$11.06 billion at the end of the fourth quarter of 2022 and \$12.33 billion at the end of the first quarter of 2022. Our portfolio management team continues to produce solid results in the face of very volatile markets as our portfolio management team has outperformed its blended benchmark<sup>13</sup> over the last twelve months.

Payment technology solutions revenue from FirsTech was \$5.3 million for the first quarter of 2023, compared to \$5.0 million for the fourth quarter of 2022 and \$5.1 million for the first quarter of 2022. Excluding intracompany eliminations, FirsTech generated revenue of \$5.7 million during the first quarter of 2023, compared to \$5.4 million in both the fourth quarter of 2022 and the first quarter of 2022. The FirsTech operating segment generated an insignificant amount of net losses in the first quarter of 2023, compared with net losses of \$0.5 million in the fourth quarter of 2022 and net income of \$0.6 million in the first quarter of 2022. The Company continues to make strategic investments in FirsTech to enhance future growth, including further upgrades to the product and engineering teams to build an application programming interface ("API") cloud-based platform to provide for fully integrated payment capabilities, as well as the continued development of our BaaS platform.

Fees for customer services were \$6.8 million for the first quarter of 2023, compared to \$7.0 million in the fourth quarter of 2022 and \$8.9 million in the first quarter of 2022. Year-over-year declines are attributable primarily to the impact of the Durbin Amendment on interchange revenue and, to a lesser extent, modifications implemented to overdraft and non-sufficient funds fee structures. The impact from the Durbin Amendment reduced fees for customer service by \$2.3 million.

Mortgage revenue was \$0.3 million in the first quarter of 2023, an increase from \$0.2 million in the fourth quarter of 2022 and a decrease from \$1.0 million in the first quarter of 2022. Year-over-year declines are attributable primarily to declines in sold-loan volume and gain on sale premiums.

Other noninterest income was \$3.6 million in the first quarter of 2023, an increase from \$2.8 million in the fourth quarter of 2022 and a decrease from \$4.8 million in the first quarter of 2022. Fluctuations between the fourth quarter of 2022 and the first quarter of 2023 were primarily the result of increases in swap origination fee income and venture capital investment values.

### Operating Efficiency

Noninterest expense was \$70.4 million in the first quarter of 2023 and 2022, compared to \$73.7 million in the fourth quarter of 2022. The efficiency ratio<sup>14</sup> was 56.93% for the quarter ended March 31, 2023, compared to 58.77% for the quarter ended December 31, 2022, and 62.97% for the quarter ended March 31, 2022. The adjusted core efficiency ratio<sup>14</sup> was 55.59% for the quarter ended March 31, 2023, compared to 55.75% for the quarter ended December 31, 2022 and 59.89% for the quarter ended March 31, 2022. The Company remains focused on expense discipline.

Noteworthy components of noninterest expense are as follows:

- Salaries, wages, and employee benefits expenses were \$40.3 million in the first quarter of 2023, compared to \$41.8 million in the fourth quarter of 2022 and \$39.4 million in the first quarter of 2022. Total full-time equivalents numbered 1,473 as of March 31, 2023, compared to 1,497 as of December 31, 2022, and 1,465 as of March 31, 2022. The Company did not record any non-operating expense of for salaries, wages, and employee benefits expenses in the first quarter of 2023, compared to non-operating expenses for salaries, wages, and employee benefits of \$2.4 million in the fourth quarter of 2022 and \$0.6 million in the first quarter of 2022.
- Data processing expense was \$5.6 million in the first quarter of 2023, compared to \$5.8 million in the fourth quarter of 2022 and \$5.0 million in the first quarter of 2022. The Company did not record any non-operating expense for data processing in the first quarter of 2023 or the fourth quarter of 2022, and recorded \$0.2 million of non-operating expense for data processing in the first quarter of 2022.

<sup>13</sup> The blended benchmark consists of 60% MSCI All Country World Index and 40% Bloomberg Intermediate US Government/Credit Total Return Index.

<sup>14</sup> See ["Non-GAAP Financial Information"](#) for a reconciliation.

- Professional fees were \$2.1 million in the first quarter of 2023, compared to \$1.4 million in the fourth quarter of 2022 and \$1.5 million in the first quarter of 2022. The quarter over quarter increase is primarily attributable to legal costs and to audit and accounting fees which generally run higher during the first quarter of each year.
- Amortization expense was \$2.7 million in the first quarter of 2023, compared to \$2.8 million in the fourth quarter of 2022 and \$3.0 million in the first quarter of 2022.
- Other operating expenses were \$11.3 million for the first quarter of 2023, compared to \$13.7 million in the fourth quarter of 2022 and \$12.9 million in the first quarter of 2022. The quarter-over-quarter decrease is attributable to multiple items, including notable decreases in business development and marketing expenses, partially offset by increased FDIC insurance costs.

The Company's effective tax rate for the first quarter of 2023 was 20.6%, which was lower than the combined federal and state statutory rate of approximately 28.0% due to tax exempt interest income, such as municipal bond interest, bank owned life insurance income, and investments in various federal and state tax credits.

### Capital Strength

The Company's strong capital levels, coupled with its earnings, have allowed First Busey to provide a steady return to its stockholders through dividends. On April 28, 2023, the Company will pay a cash dividend of \$0.24 per common share to stockholders of record as of April 21, 2023. The Company has consistently paid dividends to its common stockholders since the bank holding company was organized in 1980.

As of March 31, 2023, the Company continued to exceed the capital adequacy requirements necessary to be considered "well-capitalized" under applicable regulatory guidelines. The Company's Common Equity Tier 1 ratio is estimated<sup>15</sup> to be 12.18% at March 31, 2023, compared to 11.96% at December 31, 2022, and 11.89% at March 31, 2022. Our Total Capital to Risk Weighted Assets ratio is estimated<sup>15</sup> to be 16.40% at March 31, 2023, compared to 16.12% at December 31, 2022, and 15.80% at March 31, 2022.

The Company's tangible common equity<sup>16</sup> was \$845.3 million at March 31, 2023, compared to \$790.5 million at December 31, 2022, and \$855.6 million at March 31, 2022. Tangible common equity represented 7.05% of tangible assets at March 31, 2023, compared to 6.60% at December 31, 2022, and 7.01% at March 31, 2022. The Company's tangible book value per common share<sup>16</sup> increased from \$14.14 at December 31, 2022, to \$15.14 at March 31, 2023. The ratios of tangible common equity to tangible assets<sup>16</sup> and tangible book value per common share<sup>16</sup> have been impacted by the fair market valuation adjustment of the Company's securities portfolio as a result of the current rate environment, which is reflected in the accumulated other comprehensive income (loss) ("AOCI") component of shareholder's equity.

### 1Q23 Quarterly Earnings Supplement

**For additional information on the Company's financial condition and operating results, please refer to the 1Q23 Quarterly Earnings Supplement presentation furnished via Form 8-K on April 25, 2023, in connection with this earnings release.**

<sup>15</sup> Capital ratios for the first quarter of 2023 are not yet finalized, and are subject to change.

<sup>16</sup> See "[Non-GAAP Financial Information](#)" for a reconciliation.

## Corporate Profile

As of March 31, 2023, First Busey Corporation (Nasdaq: BUSE) was a \$12.34 billion financial holding company headquartered in Champaign, Illinois.

Busey Bank, a wholly-owned bank subsidiary of First Busey Corporation, had total assets of \$12.31 billion as of March 31, 2023, and is headquartered in Champaign, Illinois. Busey Bank currently has 46 banking centers serving Illinois, eight banking centers serving Missouri, three banking centers serving southwest Florida, and one banking center in Indianapolis, Indiana.

Busey Bank's wholly-owned subsidiary, FirsTech, is a payments platform specializing in the evolving financial technology needs of small and medium-sized businesses, highly regulated enterprise industries, and financial institutions. With associates across the United States, FirsTech provides comprehensive and innovative payment technology solutions that enable businesses to connect with their customers in a multitude of ways on a single, highly configurable, secure platform. Fast, secure payment modes include, but are not limited to, text-based payments; electronic payments concentration delivered to Automated Clearing House networks; internet voice recognition ("IVR"); credit cards; in-store payments for customers at retail pay agents; direct debit services; and lockbox remittance processing for customers to make payments by mail. Once these payments are processed through integration with our customers' financial systems, FirsTech provides its customers with reconciliation and settlement services to ensure payment confirmation. Additionally, FirsTech provides consulting and technology services through its Professional Services Division, assisting clients in identifying and implementing payment technologies to meet their evolving needs. In 2022, FirsTech started a phased launch of its innovative BaaS platform, helping community banks and their commercial customers build modernized payment solutions, which include online payment technologies and automated file transfers. More information about FirsTech can be found at [firsttechpayments.com](https://firsttechpayments.com).

Through the Company's Wealth Management division, the Company provides asset management, investment, and fiduciary services to individuals, businesses, and foundations. As of March 31, 2023, assets under care were \$11.21 billion.

Busey Bank is honored to be named among America's Best Banks by *Forbes* magazine for the second consecutive year. Ranked 26th overall, compared to 52nd in last year's rankings, Busey was once again the top-ranked bank headquartered in Illinois. Additionally, for the first time in 2022, Busey was named a Leading Disability Employer by the *National Organization on Disability*—this highly selective award is presented only to top performing companies demonstrating positive outcomes in recruiting, hiring, retaining and advancing people with disabilities in their workforce. We are honored to be consistently recognized nationally and locally for our engaged culture of integrity and commitment to community development.

For more information about us, visit [busey.com](https://busey.com).

Category: Financial  
Source: First Busey Corporation

### Contacts:

Jeffrey D. Jones, Chief Financial Officer  
217-365-4130

Ted Rosinus, EVP Investor Relations & Corporate Development  
847-832-0392

## Non-GAAP Financial Information

This earnings release contains certain financial information determined by methods other than GAAP. Management uses these non-GAAP measures, together with the related GAAP measures, in analysis of the Company's performance and in making business decisions, as well as for comparison to the Company's peers. The Company believes the adjusted measures are useful for investors and management to understand the effects of certain non-recurring noninterest items and provide additional perspective on the Company's performance over time.

A reconciliation to what management believes to be the most directly comparable GAAP financial measures—specifically, net interest income, total noninterest income, net security gains and losses, and total noninterest expense in the case of pre-provision net revenue, adjusted pre-provision net revenue, pre-provision net revenue to average assets, and adjusted pre-provision net revenue to average assets; net income in the case of adjusted net income, adjusted diluted earnings per share, adjusted return on average assets, return on average tangible common equity, and adjusted return on average tangible common equity; net interest income in the case of adjusted net interest income and adjusted net interest margin; net interest income, total noninterest income, and total noninterest expense in the case of adjusted noninterest expense, adjusted core expense, efficiency ratio, adjusted efficiency ratio, and adjusted core efficiency ratio; total stockholders' equity in the case of tangible book value per common share; total assets and total stockholders' equity in the case of tangible common equity and tangible common equity to tangible assets; portfolio loans in the case of core loans and core loans to portfolio loans; total deposits in the case of core deposits and core deposits to total deposits; and portfolio loans and total deposits in the case of core loans to core deposits—appears below.

These non-GAAP disclosures have inherent limitations and are not audited. They should not be considered in isolation or as a substitute for operating results reported in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. Tax effected numbers included in these non-GAAP disclosures are based on estimated statutory rates or effective rates as appropriate.



Reconciliation Of Non-GAAP Financial Measures (unaudited)

Pre-Provision Net Revenue, Adjusted Pre-Provision Net Revenue,  
Pre-Provision Net Revenue to Average Assets, and Adjusted Pre-Provision Net Revenue to Average Assets  
(dollars in thousands)

	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
<b>PRE-PROVISION NET REVENUE</b>			
Net interest income	\$ 85,857	\$ 91,149	\$ 70,056
Total noninterest income	31,848	29,079	35,772
Net security (gains) losses	616	(191)	614
Total noninterest expense	(70,403)	(73,677)	(70,376)
Pre-provision net revenue	47,918	46,360	36,066
Non-GAAP adjustments:			
Acquisition and other restructuring expenses	—	2,442	835
Provision for unfunded commitments	(635)	(464)	1,112
Amortization of New Markets Tax Credits	2,221	1,665	1,341
Adjusted pre-provision net revenue	\$ 49,504	\$ 50,003	\$ 39,354
Pre-provision net revenue, annualized	[a] \$ 194,334	\$ 183,928	\$ 146,268
Adjusted pre-provision net revenue, annualized	[b] 200,766	198,381	159,602
Average total assets	[c] 12,263,718	12,330,132	12,660,939
<b>Reported:</b> Pre-provision net revenue to average assets <sup>1</sup>	[a+c] 1.58 %	1.49 %	1.16 %
<b>Adjusted:</b> Pre-provision net revenue to average assets <sup>1</sup>	[b+c] 1.64 %	1.61 %	1.26 %

1. Annualized measure.

**Reconciliation Of Non-GAAP Financial Measures (unaudited)**

**Adjusted Net Income, Adjusted Diluted Earnings Per Share, Adjusted Return on Average Assets, Average Tangible Common Equity, Return on Average Tangible Common Equity, and Adjusted Return on Average Tangible Common Equity**  
(dollars in thousands, except per share amounts)

		Three Months Ended		
		March 31, 2023	December 31, 2022	March 31, 2022
<b>NET INCOME ADJUSTED FOR NON-OPERATING ITEMS</b>				
<b>Net income</b>	[a]	\$ 36,786	\$ 34,387	\$ 28,439
Non-GAAP adjustments:				
Acquisition expenses:				
Salaries, wages, and employee benefits		—	—	587
Data processing		—	—	214
Professional fees, occupancy, and other		—	16	34
Other restructuring expenses:				
Salaries, wages, and employee benefits		—	2,409	—
Loss on leases or fixed asset impairment		—	10	—
Professional fees, occupancy, and other		—	7	—
Related tax benefit		—	(539)	(170)
Adjusted net income	[b]	<u>\$ 36,786</u>	<u>\$ 36,290</u>	<u>\$ 29,104</u>
<b>DILUTED EARNINGS PER SHARE</b>				
Diluted average common shares outstanding	[c]	56,179,606	56,177,790	56,194,946
<b>Reported:</b> Diluted earnings per share	[a-c]	\$ 0.65	\$ 0.61	\$ 0.51
<b>Adjusted:</b> Diluted earnings per share	[b-c]	\$ 0.65	\$ 0.65	\$ 0.52
<b>RETURN ON AVERAGE ASSETS</b>				
Net income, annualized	[d]	\$ 149,188	\$ 136,427	\$ 115,336
Adjusted net income, annualized	[e]	149,188	143,977	118,033
Average total assets	[f]	12,263,718	12,330,132	12,660,939
<b>Reported:</b> Return on average assets <sup>1</sup>	[d+f]	1.22 %	1.11 %	0.91 %
<b>Adjusted:</b> Return on average assets <sup>1</sup>	[e+f]	1.22 %	1.17 %	0.93 %
<b>RETURN ON AVERAGE TANGIBLE COMMON EQUITY</b>				
Average common equity		\$ 1,170,819	\$ 1,122,547	\$ 1,281,535
Average goodwill and other intangible assets, net		(363,354)	(366,127)	(374,811)
Average tangible common equity	[g]	<u>\$ 807,465</u>	<u>\$ 756,420</u>	<u>\$ 906,724</u>
<b>Reported:</b> Return on average tangible common equity <sup>1</sup>	[d+g]	18.48 %	18.04 %	12.72 %
<b>Adjusted:</b> Return on average tangible common equity <sup>1</sup>	[e+g]	18.48 %	19.03 %	13.02 %

1. Annualized measure.

Reconciliation Of Non-GAAP Financial Measures (unaudited)

Adjusted Net Interest Income and Adjusted Net Interest Margin  
(dollars in thousands)

	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
<b>Net interest income</b>	\$ 85,857	\$ 91,149	\$ 70,056
Non-GAAP adjustments:			
Tax-equivalent adjustment	558	564	546
Tax-equivalent net interest income	86,415	91,713	70,602
Purchase accounting accretion related to business combinations	(403)	(546)	(1,159)
Adjusted net interest income	\$ 86,012	\$ 91,167	\$ 69,443
Tax-equivalent net interest income, annualized	[a] \$ 350,461	\$ 363,861	\$ 286,330
Adjusted net interest income, annualized	[b] 348,826	361,695	281,630
Average interest-earning assets	[c] 11,180,562	11,242,126	11,703,947
<b>Reported: Net interest margin<sup>1</sup></b>	[a+c] 3.13 %	3.24 %	2.45 %
<b>Adjusted: Net interest margin<sup>1</sup></b>	[b+c] 3.12 %	3.22 %	2.41 %

1. Annualized measure.

Reconciliation Of Non-GAAP Financial Measures (unaudited)

Noninterest Expense Excluding Amortization of Intangible Assets, Adjusted Noninterest Expense, Adjusted Core Expense, Noninterest Expense Excluding Non-operating Adjustments, Efficiency Ratio, Adjusted Efficiency Ratio, and Adjusted Core Efficiency Ratio

(dollars in thousands)

	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
<b>Net interest income</b>	\$ 85,857	\$ 91,149	\$ 70,056
Non-GAAP adjustments:			
Tax-equivalent adjustment	558	564	546
Tax-equivalent net interest income	86,415	91,713	70,602
<b>Total noninterest income</b>	31,848	29,079	35,772
Non-GAAP adjustments:			
Net security (gains) losses	616	(191)	614
Noninterest income excluding net securities gains and losses	32,464	28,888	36,386
Tax-equivalent revenue [a]	\$ 118,879	\$ 120,601	\$ 106,988
<b>Total noninterest expense</b>	\$ 70,403	\$ 73,677	\$ 70,376
Non-GAAP adjustments:			
Amortization of intangible assets [b]	(2,729)	(2,795)	(3,011)
Non-interest expense excluding amortization of intangible assets [c]	67,674	70,882	67,365
Non-operating adjustments:			
Salaries, wages, and employee benefits	—	(2,409)	(587)
Data processing	—	—	(214)
Impairment, professional fees, occupancy, and other	—	(33)	(34)
Adjusted noninterest expense [f]	67,674	68,440	66,530
Provision for unfunded commitments	635	464	(1,112)
Amortization of New Markets Tax Credits	(2,221)	(1,665)	(1,341)
Adjusted core expense [g]	\$ 66,088	\$ 67,239	\$ 64,077
Noninterest expense, excluding non-operating adjustments [f-b]	\$ 70,403	\$ 71,235	\$ 69,541
<b>Reported: Efficiency ratio</b> [c+a]	56.93 %	58.77 %	62.97 %
<b>Adjusted: Efficiency ratio</b> [f+a]	56.93 %	56.75 %	62.18 %
<b>Adjusted: Core efficiency ratio</b> [g+a]	55.59 %	55.75 %	59.89 %

**Reconciliation Of Non-GAAP Financial Measures (unaudited)**

**Tangible Book Value and Tangible Book Value Per Common Share**  
(dollars in thousands, except per share amounts)

	As of				
	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
<b>Total stockholders' equity</b>	\$ 1,198,558	\$ 1,145,977	\$ 1,106,588	\$ 1,161,957	\$ 1,218,025
Goodwill and other intangible assets, net	(361,567)	(364,296)	(367,091)	(369,962)	(372,913)
Tangible book value [a]	\$ 836,991	\$ 781,681	\$ 739,497	\$ 791,995	\$ 845,112
Ending number of common shares outstanding [b]	55,294,455	55,279,124	55,232,434	55,335,703	55,278,785
Tangible book value per common share [a+b]	\$ 15.14	\$ 14.14	\$ 13.39	\$ 14.31	\$ 15.29

**Tangible Common Equity and Tangible Common Equity to Tangible Assets**  
(dollars in thousands)

	As of				
	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
<b>Total assets</b>	\$ 12,344,555	\$ 12,336,677	\$ 12,497,388	\$ 12,356,433	\$ 12,567,509
Non-GAAP adjustments:					
Goodwill and other intangible assets, net	(361,567)	(364,296)	(367,091)	(369,962)	(372,913)
Tax effect of other intangible assets <sup>1</sup>	8,335	8,847	9,369	9,905	10,456
Tangible assets [a]	\$ 11,991,323	\$ 11,981,228	\$ 12,139,666	\$ 11,996,376	\$ 12,205,052
<b>Total stockholders' equity</b>	\$ 1,198,558	\$ 1,145,977	\$ 1,106,588	\$ 1,161,957	\$ 1,218,025
Non-GAAP adjustments:					
Goodwill and other intangible assets, net	(361,567)	(364,296)	(367,091)	(369,962)	(372,913)
Tax effect of other intangible assets <sup>1</sup>	8,335	8,847	9,369	9,905	10,456
Tangible common equity [b]	\$ 845,326	\$ 790,528	\$ 748,866	\$ 801,900	\$ 855,568
Tangible common equity to tangible assets <sup>2</sup> [b+a]	7.05 %	6.60 %	6.17 %	6.68 %	7.01 %

1. Net of estimated deferred tax liability.  
2. Tax-effected measure.

**Reconciliation Of Non-GAAP Financial Measures (unaudited)**

**Core Loans, Core Loans to Portfolio Loans,  
Core Deposits, Core Deposits to Total Deposits, and Core Loans to Core Deposits**  
(dollars in thousands)

		As of				
		March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
<b>Portfolio loans</b>	[a]	\$ 7,783,808	\$ 7,725,702	\$ 7,670,114	\$ 7,497,778	\$ 7,272,873
Non-GAAP adjustments:						
PPP loans amortized cost		(750)	(845)	(1,426)	(7,616)	(31,769)
Core loans	[b]	\$ 7,783,058	\$ 7,724,857	\$ 7,668,688	\$ 7,490,162	\$ 7,241,104
<b>Total deposits</b>	[c]	\$ 9,801,169	\$ 10,071,280	\$ 10,601,397	\$ 10,397,228	\$ 10,591,836
Non-GAAP adjustments:						
Brokered transaction accounts		(6,005)	(1,303)	(2,006)	(2,002)	(2,002)
Time deposits of \$250,000 or more		(200,898)	(120,377)	(103,534)	(117,957)	(139,245)
Core deposits	[d]	\$ 9,594,266	\$ 9,949,600	\$ 10,495,857	\$ 10,277,269	\$ 10,450,589
<b>RATIOS</b>						
Core loans to portfolio loans	[b+a]	99.99 %	99.99 %	99.98 %	99.90 %	99.56 %
Core deposits to total deposits	[d+c]	97.89 %	98.79 %	99.00 %	98.85 %	98.67 %
Core loans to core deposits	[b+d]	81.12 %	77.64 %	73.06 %	72.88 %	69.29 %

### Special Note Concerning Forward-Looking Statements

Statements made in this document, other than those concerning historical financial information, may be considered forward-looking 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 forward-looking statements. These factors include, among others, the following: (i) the strength of the local, state, national, and international economy (including effects of inflationary pressures and supply chain constraints); (ii) the economic impact of any future terrorist threats or attacks, widespread disease or pandemics (including the Coronavirus Disease 2019 pandemic), or other adverse external events that could cause economic deterioration or instability in credit markets (including Russia's invasion of Ukraine); (iii) changes in state and federal laws, regulations, and governmental policies concerning the Company's general business (including changes in response to the recent failures of other banks); (iv) changes in accounting policies and practices; (v) changes in interest rates and prepayment rates of the Company's assets (including the impact of the London Interbank Offered Rate phase-out); (vi) increased competition in the financial services sector (including from non-bank competitors such as credit unions and fintech companies) 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; (xii) fluctuations in the value of securities held in our securities portfolio; (xiii) concentrations within our loan portfolio, large loans to certain borrowers, and large deposits from certain clients; (xiv) the concentration of large deposits from certain clients who have balances above current FDIC insurance limits and may withdraw deposits to diversify their exposure; (xv) the level of non-performing assets on our balance sheets; (xvi) interruptions involving our information technology and communications systems or third-party servicers; (xvii) breaches or failures of our information security controls or cybersecurity-related incidents; and (xviii) 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.



**1Q23 QUARTERLY  
EARNINGS  
SUPPLEMENT**

April 25, 2023

busey.com Member FDIC

**Busey**  
FIRST BUSEY CORPORATION





Statements made in this document, other than those concerning historical financial information, may be considered forward-looking 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 forward-looking statements. These factors include, among others, the following: (i) the strength of the local, state, national, and international economy (including effects of inflationary pressures and supply chain constraints); (ii) the economic impact of any future terrorist threats or attacks, widespread disease or pandemics (including the Coronavirus Disease 2019 pandemic), or other adverse external events that could cause economic deterioration or instability in credit markets (including Russia's invasion of Ukraine); (iii) changes in state and federal laws, regulations, and governmental policies concerning the Company's general business (including changes in response to the recent failures of other banks); (iv) changes in accounting policies and practices; (v) changes in interest rates and prepayment rates of the Company's assets (including the impact of the London Interbank Offered Rate phase-out); (vi) increased competition in the financial services sector (including from non-bank competitors such as credit unions and fintech companies) 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; (xii) fluctuations in the value of securities held in our securities portfolio; (xiii) concentrations within our loan portfolio, large loans to certain borrowers, and large deposits from certain clients; (xiv) the concentration of large deposits from certain clients who have balances above current FDIC insurance limits and may withdraw deposits to diversify their exposure; (xv) the level of non-performing assets on our balance sheets; (xvi) interruptions involving our information technology and communications systems or third-party servicers; (xvii) breaches or failures of our information security controls or cybersecurity-related incidents; and (xviii) 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.



This document contains certain financial information determined by methods other than GAAP. Management uses these non-GAAP measures, together with the related GAAP measures, in analysis of the Company's performance and in making business decisions, as well as comparison to the Company's peers. The Company believes the adjusted measures are useful for investors and management to understand the effects of certain non-recurring noninterest items and provide additional perspective on the Company's performance over time.

A reconciliation to what management believes to be the most directly comparable GAAP financial measures—specifically, net interest income, total noninterest income, net security gains and losses, and total noninterest expense in the case of pre-provision net revenue, adjusted pre-provision net revenue, pre-provision net revenue to average assets, and adjusted pre-provision net revenue to average assets; net income in the case of adjusted net income, adjusted diluted earnings per share, adjusted return on average assets, return on average tangible common equity, and adjusted return on average tangible common equity; net interest income in the case of adjusted net interest income and adjusted net interest margin; net interest income, total noninterest income, and total noninterest expense in the case of adjusted noninterest expense, adjusted core expense, efficiency ratio, adjusted efficiency ratio, and adjusted core efficiency ratio; total stockholders' equity in the case of tangible book value per common share; total assets and total stockholders' equity in the case of tangible common equity and tangible common equity to tangible assets; portfolio loans in the case of core loans and core loans to portfolio loans; total deposits in the case of core deposits and core deposits to total deposits; and portfolio loans and total deposits in the case of core loans to core deposits—appears below.

These non-GAAP disclosures have inherent limitations and are not audited. They should not be considered in isolation or as a substitute for operating results reported in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. Tax effected numbers included in these non-GAAP disclosures are based on estimated statutory rates or effective rates as appropriate.



Overview of First Busey Corporation (BUSE)	<a href="#">5</a>	<b>Appendix:</b>	
Sizable Business Lines Provide for Innovative Solutions	<a href="#">6</a>	<i>Experienced Management Team</i>	<a href="#">29</a>
Strong Regional Operating Model	<a href="#">7</a>	<i>High Quality Portfolio: C&amp;I</i>	<a href="#">30</a>
Investment Highlights	<a href="#">8</a>	<i>Fully Integrated Wealth Management Platform</i>	<a href="#">31</a>
Fortress Balance Sheet	<a href="#">9</a>	<i>Scalable Payment Tech Solutions Platform</i>	<a href="#">32</a>
High Quality Loan Portfolio	<a href="#">10</a>	<i>Continued Investment in Tech Enterprise-Wide</i>	<a href="#">33</a>
High Quality Portfolio: CRE	<a href="#">11</a>	<i>Digital Banking Adoption</i>	<a href="#">34</a>
Office Investor Owned CRE Portfolio	<a href="#">12</a>	<i>Busey Impact</i>	<a href="#">35</a>
Top Tier Core Deposit Franchise	<a href="#">13</a>	<i>Non-GAAP Financial Information</i>	<a href="#">36</a>
Granular, Stable Deposit Base	<a href="#">14</a>		
Deposit Cost Trends	<a href="#">15</a>		
Diversified and Significant Sources of Fee Income	<a href="#">16</a>		
Wealth Management	<a href="#">17</a>		
FirsTech	<a href="#">18</a>		
Net Interest Margin	<a href="#">19</a>		
Focused Control on Expenses	<a href="#">20</a>		
Robust Capital Foundation	<a href="#">21</a>		
Pristine Credit Quality	<a href="#">22</a>		
Reserve Supports Credit & Growth Profile	<a href="#">23</a>		
Balanced, Low-Risk, Short-Duration Investment Portfolio	<a href="#">24</a>		
Actively Managing Asset-Sensitive Balance Sheet	<a href="#">25</a>		
Quarterly Earnings Review	<a href="#">26</a>		
Earnings Performance	<a href="#">27</a>		

# Overview of First Busey Corporation (BUSE)



## Company Overview

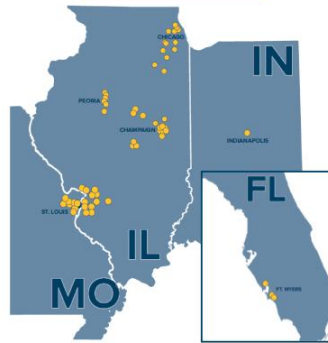
**155+**  
YEARS

155+ year old financial institution headquartered in CHAMPAIGN, IL



Unwavering Focus on 4 Pillars:  
ASSOCIATES, CUSTOMERS,  
COMMUNITIES AND SHAREHOLDERS

Regional operating model serving 4 regions:  
NORTHERN, CENTRAL, GATEWAY, FLORIDA



AMONG THE BEST



## Financial Highlights

\$ in millions	YE 2021	YE 2022	YTD 1Q23
Total Assets	\$12,860	\$12,337	\$12,345
Total Loans (Ex-HFS)	\$7,189	\$7,726	\$7,784
Total Deposits	\$10,769	\$10,071	\$9,801
Total Equity	\$1,319	\$1,146	\$1,199
NPA/Assets	0.17%	0.13%	0.13%
Net Interest Margin <sup>(1)</sup>	2.49%	2.84%	3.13%
Adj. PPNR ROAA <sup>(1)</sup>	1.35%	1.44%	1.64%
Adj. ROAA <sup>(1)</sup>	1.15%	1.06%	1.22%
Adj. ROATCE <sup>(1)</sup>	14.40%	15.99%	18.48%

## BUSE Stock Price <sup>(2)</sup>

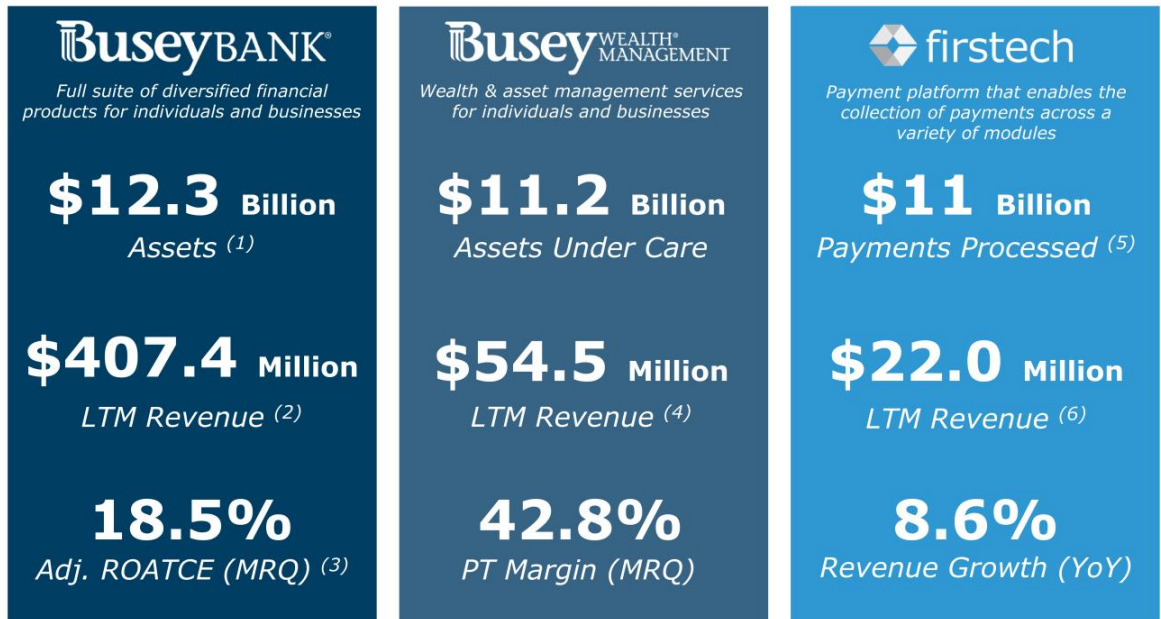


(1) Non-GAAP calculation, see Appendix (2) Market Data for BUSE updated to close on 4/24/23, per Nasdaq (3) Based on consensus median net income of covering analysts as of 4/24/23

Ticker: BUSE



Diversified financial holding company with comprehensive and innovative financial solutions for individuals and businesses



(1) Consolidated (2) Busey Bank segment, excluding Wealth Management & FirstTech; excludes intracompany eliminations and consolidations (3) Consolidated; Non-GAAP calculation, see Appendix (4) Wealth Management segment (5) LTM total payments processed (6) FirstTech segment; excludes intracompany eliminations



# Strong Regional Operating Model



Our go-to-market strategy utilizes a regional operating model where we combine the power of commercial & wealth to provide a broad set of solutions for our customers

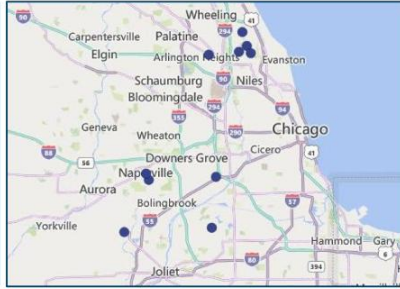
## Northern

**Banking Centers:**  
10

**Deposits:**  
\$1.9 billion

**Avg. Deposits Per Branch:**  
\$186.9 million

**Median HHI:**  
\$83,335



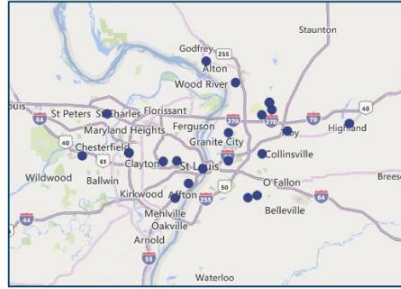
## Gateway

**Banking Centers:**  
20

**Deposits:**  
\$2.8 billion

**Avg. Deposits Per Branch:**  
\$141.3 million

**2022 Pop:**  
2.8 Million



## Central

**Banking Centers:**  
25

**Deposits:**  
\$5.4 billion

**Avg. Deposits Per Branch:**  
\$215.2 million

**DMS Rank:**  
Top 4 in four MSAs



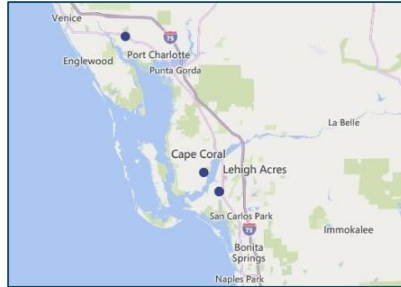
## Florida

**Banking Centers:**  
3

**Deposits:**  
\$458.1 million

**Avg. Deposits Per Branch:**  
\$152.7 million

**2022-27 Pop. Growth:**  
6.0% versus U.S. avg. 3.2%



Source: US Census Claritas data as of most recent date available & 2022 FDIC Summary of Deposits

Ticker: BUSE



## Attractive Franchise that Provides Innovative Financial Solutions

- 58 branches across four states: Illinois, Missouri, Indiana, and Florida
- Premier commercial bank, wealth management, and payment technology solutions for individuals and businesses
- Attractive core deposit to total deposit ratio (97.9%)<sup>(1)</sup>, low cost of non-time deposits (49 bps), and low level of estimated uninsured deposits<sup>(2)</sup> (27%) at 3/31/23
- Substantial investments in technology enterprise-wide and next generation leadership talent

## Sound Growth Strategy Driven by Regional Operating Model

- Organic growth across key business lines driven by regional operating model that aligns commercial, wealth and FirsTech operations
- Quarter-over-quarter core loan<sup>(3)</sup> growth of \$58 million (0.8% QoQ growth) and year-over-year core loan<sup>(3)</sup> growth of \$542 million (7.5% YoY growth), principally within existing client relationships
- Efficient and right-sized branch network (average deposits per branch of \$169 million)
- Leverage track record as proven successful acquirer to expand through disciplined M&A

## Powerful Combination of Three Business Lines Drives Strong Noninterest Income

- Significant revenue derived from diverse and complementary fee income sources
- Noninterest income / revenue (ex-securities gains/losses)<sup>(4)</sup> of 27.4% for 1Q23
- Wealth management and payment technology solutions account for 62.0% of noninterest income (ex-securities gains/losses) in 1Q23
- Sizable business lines provide for a full suite of solutions for our clients across their lifecycle

## Attractive Profitability and Returns

- Adjusted ROAA of 1.22%<sup>(1)</sup> & Adjusted ROATCE of 18.48%<sup>(1)</sup> for 1Q23
- 1Q23 NIM of 3.13%<sup>(1)</sup>, up from 2.45%<sup>(1)</sup> in 1Q22
- Adjusted Core Efficiency Ratio 55.6%<sup>(1)</sup> for 1Q23
- Adjusted diluted EPS \$0.65<sup>(1)</sup> for 1Q23 (incl. impact of \$0.6 million net unrealized securities losses)
- Quarterly dividend of \$0.24 (5.1% yield)<sup>(5)</sup>



## BUILT ON A FORTRESS BALANCE SHEET

*Pristine asset quality, highly diversified loan portfolio, & capital levels significantly in excess of well-capitalized minimums*

(1) Non-GAAP calculation, see Appendix (2) Estimated uninsured deposits consists of excess of accounts >\$250K, less internal accounts and collateralized accounts (incl. preferred deposits)  
 (3) Ex-PPP: Non-GAAP calculation, see Appendix (4) Revenue consists of net interest income plus noninterest income, excluding security gains and losses (5) Based on BUSE closing stock price on 4/24/23

Ticker: BUSE

8



## Robust Capital Foundation

- Capital ratios significantly in excess of well-capitalized minimums
  - Total RBC of 16.4% and CET1 ratio of 12.2% at 3/31/23 <sup>(1)</sup>
  - Provide a more than \$450 million buffer above well-capitalized minimums
- TCE/TA ratio of 7.05% at 3/31/23 <sup>(2)</sup>
- TBV per share of \$15.14 at 3/31/23 <sup>(2)</sup>

## High Quality, Resilient Loan Portfolio

- Diversified portfolio, conservatively underwritten with low levels of concentration
- Non-performing assets (0.13% of total assets) and classified assets (7.3% of capital <sup>(3)</sup>) both remain near historically low levels
- Reserves remain above initial Day 1 CECL coverage of 1.06% - ACL/Loans: 1.18% | ACL/NPLs: 602.91%
- 100 / 300 Test: 40% C&D | 214% CRE
- Minimal office CRE located in metro central business districts; substantial majority of office properties are in suburban locations and over 40% of the total office portfolio is medical office

## Strong Core Deposit Franchise & Ample Liquidity

- Robust holding company and bank-level liquidity
- Strong core deposit franchise
  - 79.4% loan-to-deposit ratio; 97.9% core deposits <sup>(2)</sup>
  - 32.4% of total deposits are noninterest-bearing (33.7% in 4Q22)
  - Low level of estimated uninsured deposits <sup>(4)</sup> at 27% of total deposits
- Cash & Equivalents + Available-For-Sale Securities carrying value represents 102% of estimated uninsured deposits <sup>(4)</sup>
- Substantial sources of available off-balance sheet contingent funding totaling \$3.6 billion, representing an additional 1.4x coverage of estimated uninsured deposits <sup>(4)</sup> at 3/31/23
  - Brokered deposit market continues to remain untapped
  - Untapped borrowing capacity (\$3.6 billion in aggregate): \$1.4 billion with FHLB, \$0.7 billion with FRB discount window, \$0.5 billion with Unsecured Fed Funds lines, \$1.0 billion brokered
  - No utilization of the Fed's new Bank Term Funding Program

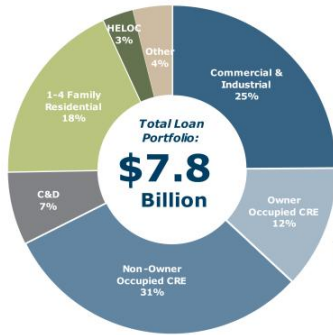
(1) Capital ratios are preliminary estimates (2) Non-GAAP calculation, see Appendix (3) Capital calculated as Bank Tier 1 Capital + Allowance for credit losses

(4) Estimated uninsured deposits consists of excess of accounts >\$250K, less internal accounts and collateralized accounts (incl. preferred deposits)





## Loan Portfolio Composition – Q1 2023



MRQ Yield on Loans

**4.74%**

Yield on MRQ New & Renewed Production

**6.78%**

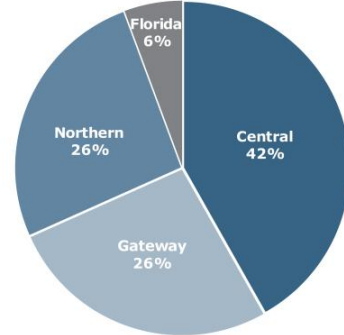
Classified Lns / Capital<sup>(1)</sup>

**7.3%**

New Originations YTD

- Approx. 61% of new production was due to growth within existing bank relationships
- New CRE-I originations had a weighted-avg LTV of 55%

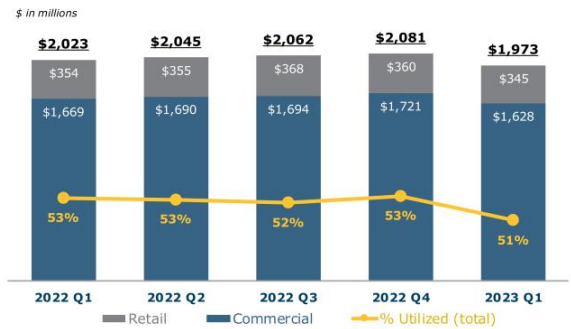
## Loan Portfolio Regional Segmentation <sup>(2)</sup>



## Loans Trend (ex-PPP)



## Funded Draws & Line Utilization Rate <sup>(4)</sup>



(1) Capital is Bank Tier 1 Capital + Allowance for credit losses (2) Based on loan origination (3) Busey loans ex-PPP (4) Excludes credit card & overdraft protection, and includes tranche loan commitments/associated sub notes

Ticker: BUSE



Investor Owned CRE Loans by Property Type <sup>(1)</sup>			
<i>\$ in thousands</i>			
Property Type	3/31/23 Balances	% of Total Loans	3/31/23 Classified Balances
Apartments	\$613,183	7.9%	\$466
Retail	\$509,117	6.5%	\$7,193
Industrial/Warehouse	\$339,236	4.4%	\$476
Traditional Office	\$284,805	3.7%	\$1,121
Student Housing	\$253,220	3.3%	\$0
Hotel	\$197,785	2.5%	\$0
Senior Housing	\$185,903	2.4%	\$2,469
Medical Office	\$163,899	2.1%	\$0
LAD	\$147,233	1.9%	\$0
Specialty	\$109,574	1.4%	\$145
Nursing Homes	\$39,272	0.5%	\$14,326
Restaurant	\$23,760	0.3%	\$79
Health Care	\$20,000	0.3%	\$0
1-4 Family	\$18,630	0.2%	\$0
Continuing Care Facilities	\$14,070	0.2%	\$0
Other	\$802	0.0%	\$0
<b>Grand Total</b>	<b>\$2,920,489</b>	<b>37.5%</b>	<b>\$26,275</b>

#### Investor Owned CRE Portfolio<sup>1</sup> (CRE-I)

- Only 0.9% of total CRE-I loans are classified
- Low levels of concentrated exposure – continue to actively monitor CRE-I concentrations vs. internally-defined appetite thresholds
  - 100 / 300 Test: 40% C&D | 214% CRE-I
- Apartments & Student Housing represents 30% of CRE-I
  - 62% WAvg LTV & 60% long-term customers (4+ yrs)

Owner Occupied CRE Loans by Property Type			
<i>\$ in thousands</i>			
Property Type	3/31/23 Balances	% of Total Loans	3/31/23 Classified Balances
Industrial/Warehouse	\$357,813	4.6%	\$4,774
Specialty	\$249,498	3.2%	\$1,881
Traditional Office	\$111,239	1.4%	\$461
Medical Office	\$106,551	1.4%	\$0
Retail	\$62,609	0.8%	\$2,143
Restaurant	\$45,613	0.6%	\$53
Nursing Homes	\$1,427	0.0%	\$0
Health Care	\$895	0.0%	\$0
Hotel	\$608	0.0%	\$0
Apartments	\$406	0.0%	\$0
Other	\$270	0.0%	\$0
Student Housing	\$102	0.0%	\$0
<b>Grand Total</b>	<b>\$937,031</b>	<b>12.0%</b>	<b>\$9,312</b>

#### Owner Occupied (OOCRE) Portfolio

- Only 1.0% of total OOCRE loans are classified
- OOCRE properties are underwritten to operating cash flow and guidance requires a 1.20x FCCR
- OOCRE have lower risk profiles as they are underwritten to the primary occupying business and are not as exposed to lease turnover risks
- Industrial/Warehouse properties are the largest OOCRE segment, comprising 38% of the OOCRE portfolio while only 4.6% of total loans

<sup>(1)</sup> Investor owned CRE includes C&D, Multifamily and non-owner occupied CRE

# Office Investor Owned CRE Portfolio



All data as of 3/31/23

Metric	Traditional Office	Medical Office	Top Ten Largest Office Loans	CBD Office Exposure
Total Balances	\$284,805	\$163,899	\$125,358	\$9,106
% of CRE-I Portfolio	9.8%	5.6%	4.3%	0.3%
% of Office CRE-I Portfolio	63.5%	36.5%	27.9%	2.0%
# of Loans	215	76	10	5
Average Loan Size	\$1,325	\$2,157	\$12,536	\$1,821
Total Classified Balances	\$1,121	\$0	\$0	\$0
Weighted Avg Current LTV	59%	66%	67%	46%

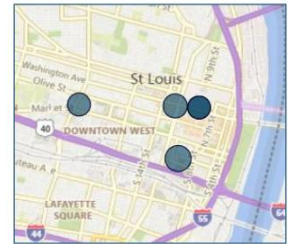
## Top Ten Largest Office Loans

Weighted Average DSCR:	<b>1.57</b>
Weighted Average Debt Yield:	<b>10.1%</b>
WAvg 1-Year Lease Rollover:	<b>9.4%</b>
WAvg 2-Year Lease Rollover:	<b>10.9%</b>

## Limited Metro Central Business District Exposure

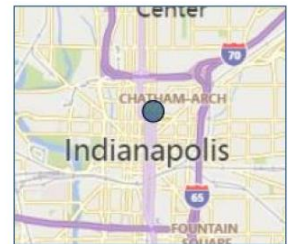
### Downtown Chicago

No outstanding Office CRE-I in Downtown Chicago



### Downtown St. Louis

4 Properties with \$8.7 million in balances



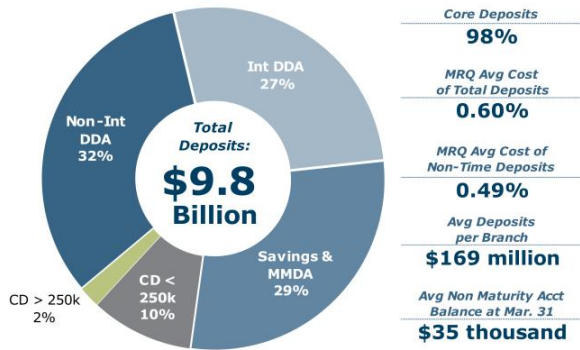
### Downtown Indy

1 Property with \$0.4 million in balances

Ticker: BUSE



## Deposit Portfolio Composition – Q1 2023



Core Deposits

**98%**

MRQ Avg Cost of Total Deposits

**0.60%**

MRQ Avg Cost of Non-Time Deposits

**0.49%**

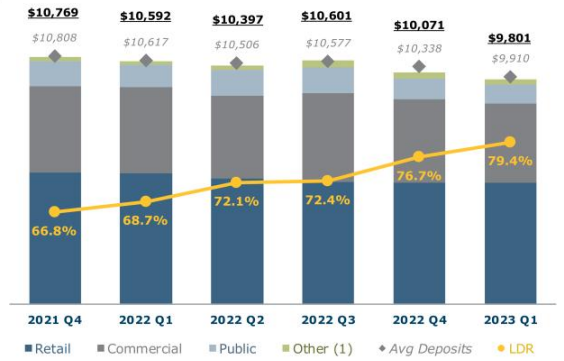
Avg Deposits per Branch

**\$169 million**

Avg Non Maturity Acct Balance at Mar. 31

**\$35 thousand**

## Total Deposits & Loan-to-Deposit Ratio



## Core Deposits<sup>(2)</sup> / Total Deposits



(1) Other deposits include brokered MMA, brokered CDs, ICS Demand & Savings, CDAR CDs (2) Non-GAAP calculation, see Appendix

## 1Q23 Deposit Flows & Commentary

Majority of deposit flows during 1Q23 were suggestive of normal operating flows, including: tax payments, loan pay downs, asset purchases, partnership distributions, etc. Experienced some flight to above-market rate-payers and immaterial deposit outflows since March 8. Retail was stable as our CD special program was productive.

- Experienced net deposit outflows into Busey Wealth Management as we continue to adapt to client needs while keeping clients in the Busey ecosystem
- Public deposits continue to be more demanding on rate and show typical seasonality with balances historically peaking mid-year – specific external pressure from State-sponsored investment programs that are offering rates above where we can borrow in the wholesale market
- Net inflows of ~\$20MM into accounts providing enhanced FDIC protection (ICS, CDARs)
- Time deposit campaigns generated increased traction and production in the back half of the quarter. Additional deposit campaigns are planned for the second quarter and beyond
- At 3/31/23, our spot deposit cost was 0.59% for interest bearing non-maturity deposits and 0.81% for total deposits

# Granular, Stable Deposit Base



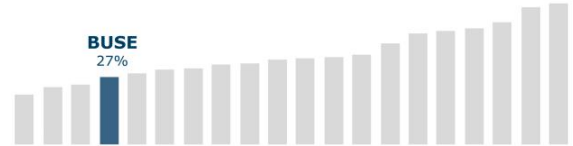
## Estimated Uninsured Deposits

Customers with Account Balances totaling \$250K+

2023 Q1	
Number of customers	4,802
Median account balance	\$477 thousand
Median customer tenure	13.3 years

2023 Q1	
Est. Uninsured Deposits <sup>1</sup>	\$2.6 billion
Est. Uninsured <sup>1</sup> / Total Deposits	27%

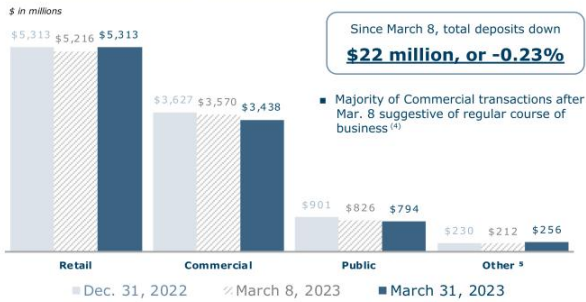
Percentage of Est. Uninsured Deposits <sup>(2)</sup> / Total Deposits vs. Peer Group <sup>(3)</sup>



Percentage of Cash + AFS / Est. Uninsured Deposits <sup>(2)</sup> vs. Peer Group <sup>(3)</sup>



## Deposits Flows by Type



Long-lasting Deposit Relationships that are very granular

As of 3/31/23	Retail	Commercial
# of Accounts	224,000+	33,000+
Avg Balance per account	\$24 thousand	\$104 thousand
Avg Customer Tenure	16.1 years	12.1 years

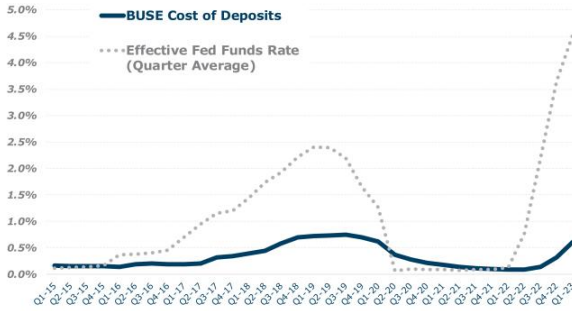
(1) Estimated uninsured deposits consists of excess of accounts >\$250K, less internal accounts and collateralized accounts (incl. preferred deposits) (2) Data per most recent publicly available as of 4/21/23  
 (3) Selected peers based in BUSE's current operating regions include: WTFB, ONB, ASB, CBSH, SFNC, HTLF, FRME, FFBC, EFSC, SBCF, SRCE, HBNC, MSBI, SYBT, BY, FMBH, MOFG, LKFN, OSBC  
 (4) Reviewed all wires, and ACH transactions of \$100K+ utilizing NACHA-required transaction description details (5) Other deposits include brokered MMA, brokered CDs, ICS Demand & Savings, CDAR CDs

Ticker: BUSE

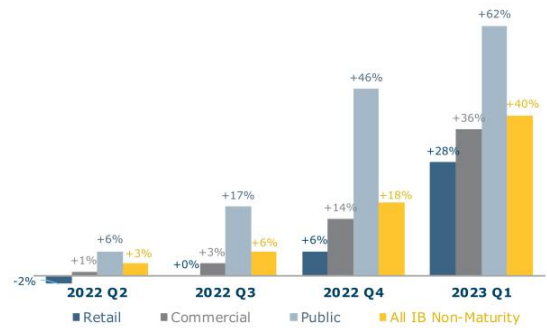
# Deposit Cost Trends



Historical Cost of Deposits, 2015 – Q1 2023 <sup>(1)</sup>



Incremental Quarterly Deposit Betas <sup>(2)</sup>



Quarterly Average Cost of Deposits



	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1
Total Deposits	0.08%	0.08%	0.13%	0.32%	0.60%
IB Non-Maturity	0.06%	0.08%	0.17%	0.44%	0.78%
Non-Time Dep.	0.04%	0.05%	0.11%	0.28%	0.49%

Cumulative Deposit Betas <sup>(2)</sup> for Tightening Cycle-to-Date

	2022 Q2	2022 Q3	2022 Q4	2023 Q1
Retail	-5%	-1%	+1%	+6%
Commercial	-1%	+2%	+7%	+12%
Public	+6%	+14%	+27%	+33%
All IB Non-Maturity	+2%	+5%	+10%	+16%
Total Deposits	-1%	+2%	+6%	+12%

(1) Quarterly effective fed funds per FRED, Federal Reserve Bank of St. Louis. Average during quarter, not seasonally adjusted

(2) Deposit betas are calculated based on an average fed funds target rate of 0.92% during 2Q22, 2.35% during 3Q22, 3.82% during 4Q22, and 4.69% during 1Q23



# Diversified and Significant Sources of Fee Income



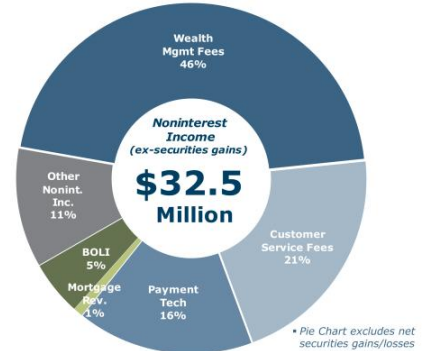
- Noninterest income represented 27.4% of revenue (ex-securities gains/losses) in 1Q23
- Key businesses of wealth management and payment technology solutions contributed 62.0% of noninterest income (ex-securities gains/losses) in 1Q23
- YoY decline in noninterest income primarily attributable to market impact on wealth management fees, lower customer swap revenue, and lower customer services fees due to Durbin Amendment impact that began 7/1/22
  - Excluding Durbin Amendment impact of \$2.3 million, 1Q23 fees for customer services is up 2% YoY



## Sources of Noninterest Income

\$ in thousands

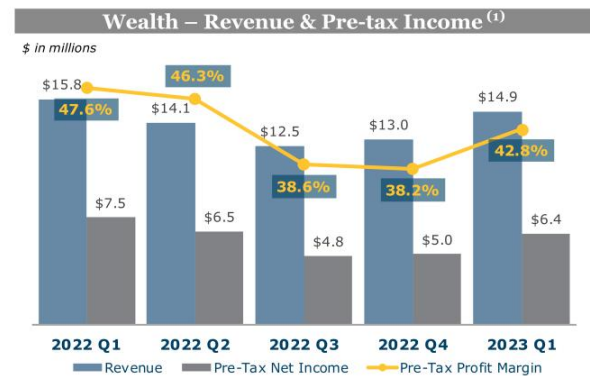
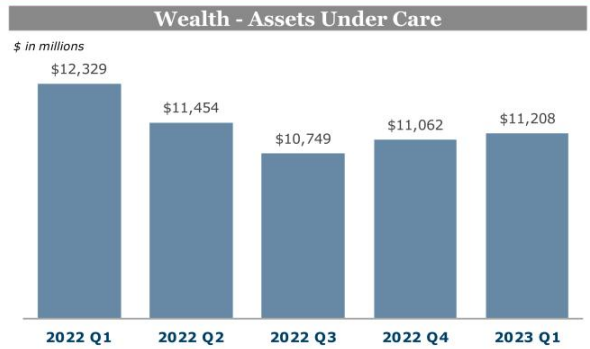
Noninterest Income Detail	2022 Q1	2023 Q1	YoY Change
Wealth Management Fees	\$15,779	\$14,797	-6%
Fees for Customer Services	\$8,907	\$6,819	-23%
Payment Technology Solutions	\$5,077	\$5,315	+5%
Mortgage Revenue	\$975	\$288	-70%
Income on Bank Owned Life Insurance	\$884	\$1,652	+87%
Net Securities Gains (Losses)	-\$614	-\$616	+0%
Other Noninterest Income	\$4,764	\$3,593	-25%
<b>Total Noninterest Income</b>	<b>\$35,772</b>	<b>\$31,848</b>	<b>-11%</b>



(1) Includes net security gains and losses



- Assets Under Care (AUC) of \$11.2 billion, a QoQ increase of \$146 million
- AUC YoY decrease of \$1.1 billion was predominantly due to reduction in market valuations and pressured by outsized one-time, nonrecurring outflows in 2022 (e.g., consolidation of large state pension funds into a single manager)
- Wealth revenue<sup>(1)</sup> of \$14.9 million, a QoQ increase of 15% and pre-tax net income of \$6.4 million, a QoQ increase of 29%, attributable to customary seasonality in farm management income and improving market valuations
- Pre-tax profit margin of 42.8% in 1Q23 and 41.7% over the last twelve months
- The investment team continues to produce excellent returns, outperforming benchmarks over multiple measurement periods
  - The team's blended portfolio outperformed the blended benchmark<sup>(1)</sup> by 156 bps over the last 12 months
- Rate environment attracting more fixed income assets – our fixed income management capabilities are very deep and a real differentiator
  - Bank + Wealth partnership allows us to better keep customer funds inside our overall ecosystem depending on client needs
- Continued overall rotation from low-fee customer exits to acquiring new higher-fee customers
- Ongoing account fee structure initiatives expected to generate incremental revenue growth



(1) Wealth Management segment (2) Blended benchmark consists of 60% MSCI All-Country World Index / 40% Bloomberg Intermediate Govt/Credit Index



- LTM revenue of \$22.0 million, an increase of 9% over the prior twelve-month period
- Pipeline continues to build – regularly track progress to adapt go-to-market sales strategies
- The value of customized payments-enabled software platforms from an ODFI-sponsored company resonates with potential customers
- Average revenue per processing day increased to \$91.5 thousand in 1Q23, a YoY increase of 5%

**\$11** billion  
Payments processed in last twelve months

**37** million  
Transactions processed in last twelve months

**Revenue Growth <sup>(1)</sup>**

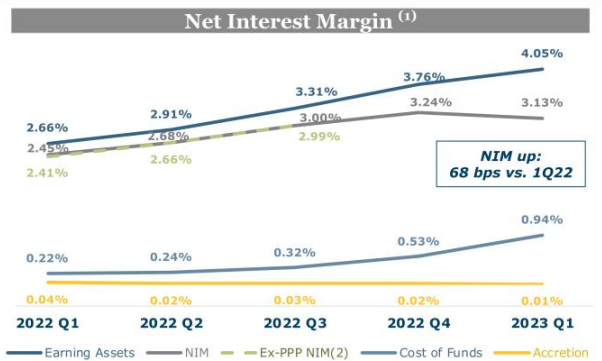
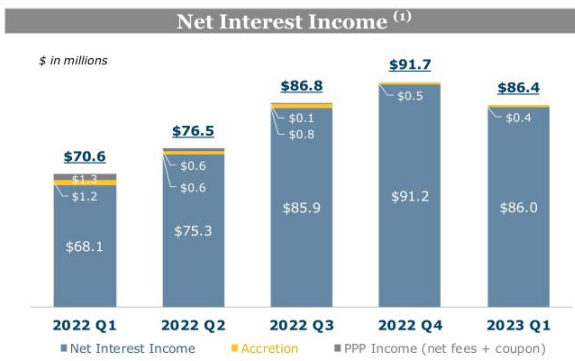


**Total Revenue Per Day <sup>(2)</sup> Trend**

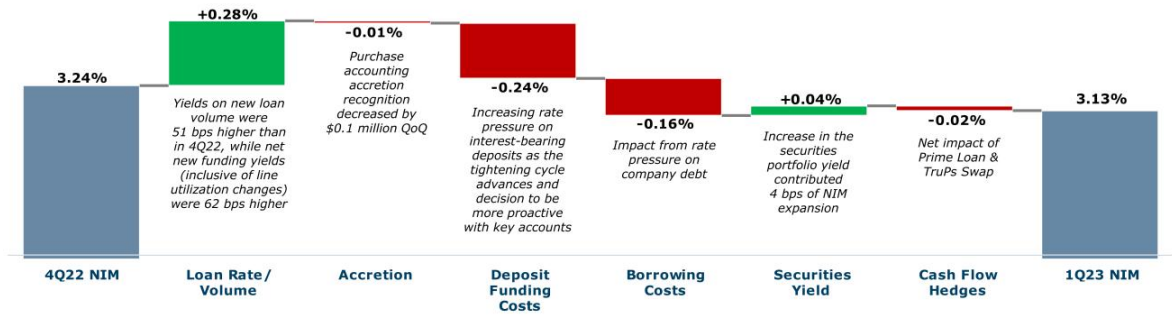


(1) Revenue equates to all revenue sources tied to FirsTech and excludes intracompany eliminations (2) Revenue per processing day

# Net Interest Margin



### Net Interest Margin Bridge – Factors contributing to 11 bps NIM compression during quarter



(1) Tax-equivalent adjusted amounts; Non-GAAP, see Appendix (2) Non-GAAP; Ex-PPP NIM removes the balance of PPP loans and associated income as well as the equivalent amount of self-funding noninterest-bearing deposits

Ticker: BUSE

# Focused Control on Expenses



## Noninterest Expense

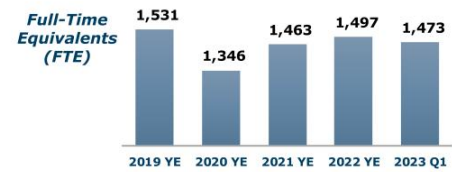


- Adjusted core expenses<sup>(1)</sup> of \$66.1 million in 1Q23
- Continue to be mindful and diligent on expenses, restricting new hires by targeting critical replacements; focusing on harvesting investments made over the last several quarters
- QoQ expense decrease in part attributable to lower business development & marketing expenses, partially offset by increased FDIC insurance costs
- Over the prior 2+ years, we have been purposeful in our efforts to rationalize our expense base, to include:
  - During 4Q22, implemented a targeted restructuring & efficiency optimization plan (projected to generate annual salary & benefits savings of \$4.0 to \$4.1 million)
  - Reduced branch count from 87 (proforma for Glenview State Bank) to 58, while increasing average deposits per branch from \$113 million at 9/30/20 to \$169 million at 3/31/23

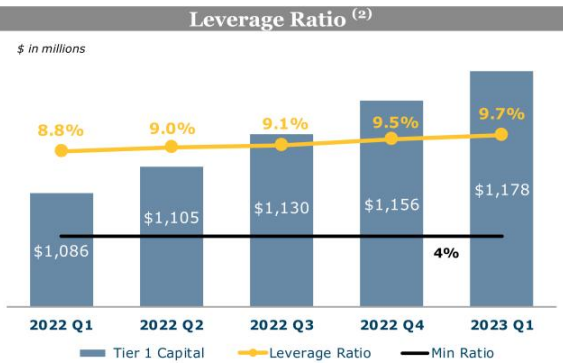
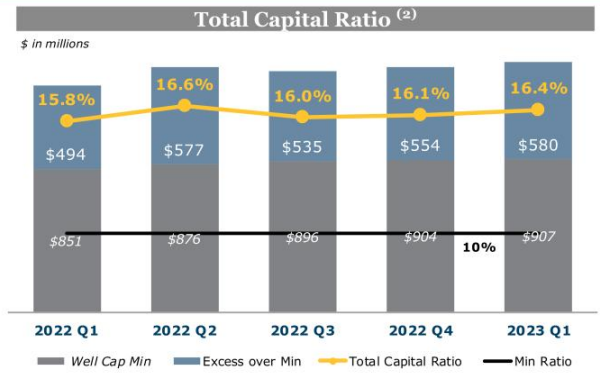
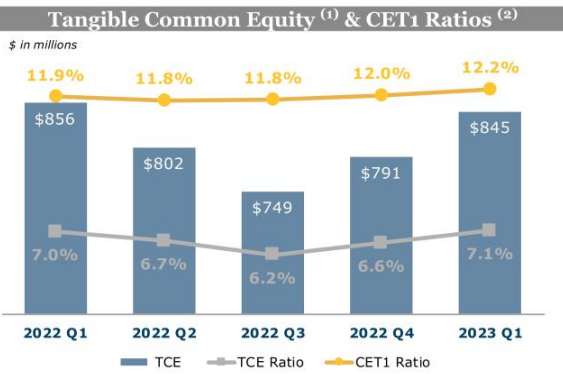
## Efficiency Ratio <sup>(1)</sup>



- \$7.6 million of average earning assets per employee for 1Q23



(1) Non-GAAP, see Appendix; adjusted core expenses exclude amortization of intangible assets, provision for unfunded commitments, acquisition/restructuring related charges, and NMTC amortization



### Consolidated Capital as of 3/31/23 <sup>(2)</sup>

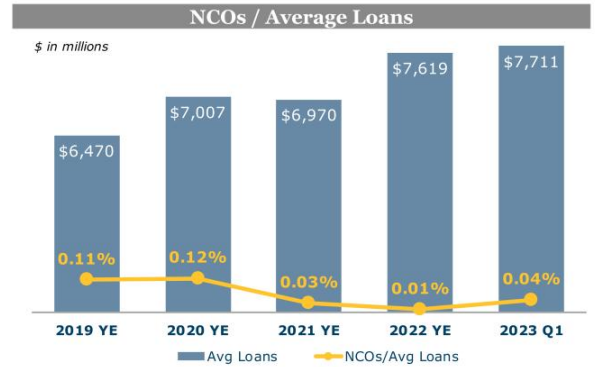
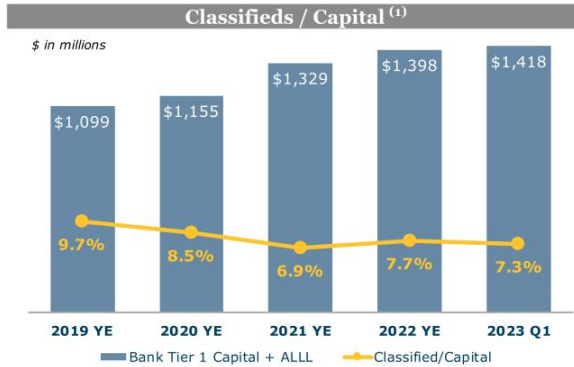
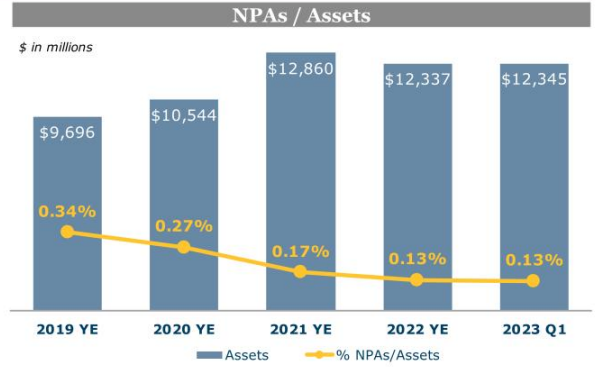
\$ in millions

	Common Equity Tier 1 Ratio	Tier 1 Capital Ratio	Total Capital Ratio
Capital Ratio	12.2%	13.0%	16.4%
Minimum Well Capitalized Ratio	6.5%	8.0%	10.0%
Amount of Capital	\$1,104	\$1,178	\$1,487
Well Capitalized Minimum	\$589	\$725	\$907
Excess Amount over Minimum	\$515	\$453	\$580

(1) Non-GAAP calculation, see Appendix (2) 1Q23 capital ratios are preliminary estimates



- Conservative underwriting leads to pristine credit quality
  - CRE factors of DSCR, Debt Yield, & LTV stressed for effective gross income decline and interest & cap rate stress
  - C&I factors including core, operating, traditional cash flows, working capital, and leverage ratios that each are stressed for rate hikes, historical revenue volatility, and a rigorous breakeven analysis
- Strong portfolio management that identifies early warning indicators and proactively engages the special assets group early in the credit review process (special assets group has remained intact since the 2008-2009 recession)
- Non-performing asset, classified asset, and net charge-off ratios remain near historically low levels
- Company-wide attention to changing economic environment and potential impact on credit
- LTM net charge-offs total \$2.3 million, which equates to 0.03% of LTM average loans

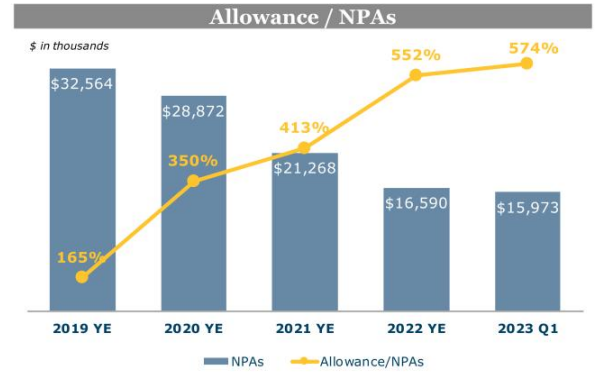
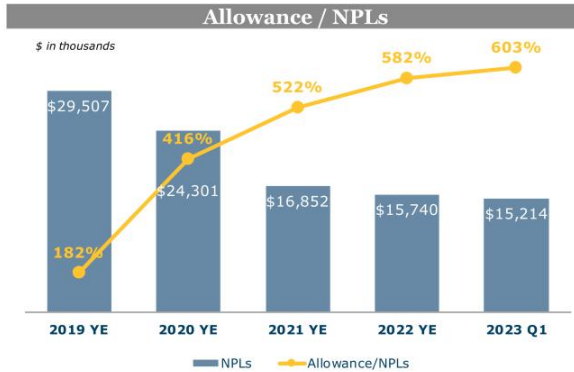
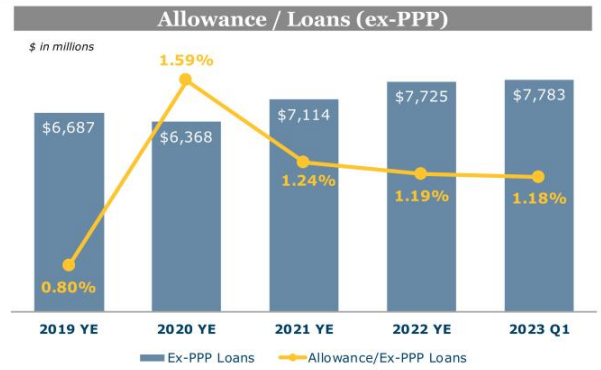


(1) Capital calculated as Busey Bank Tier 1 Capital + Allowance for credit losses

# Reserve Supports Credit & Growth Profile



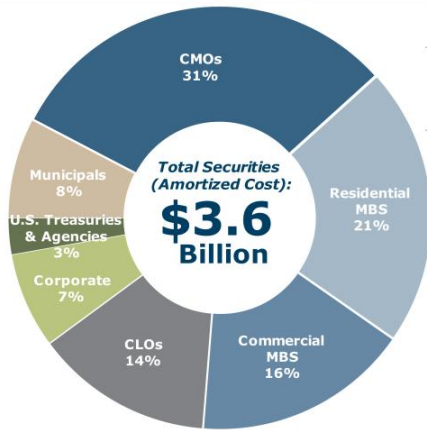
- Reserve to loans of 1.18% (ex-PPP)
  - Day 1 CECL coverage was 1.06%
- Non-performing loan balances remain near historically low levels and decreased by \$0.5 million QoQ
- Reserves to NPLs now equal to 603%



Ticker: BUSE



## Investment Portfolio Composition – Q1 2023



AFS % of Book Value  
**75%**

HTM % of Book Value  
**25%**



All Mortgage-Backed Securities & Collateralized Mortgage Obligations are Agency



89% of Municipal holdings rated AA or better and 8% rated A



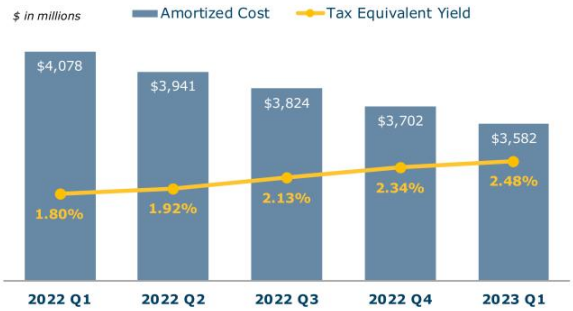
100% of Corporate holdings are investment grade



Collateralized Loan Obligation portfolio consists of 86% rated AAA and 14% rated AA

- BUSE carried \$908 million in held-to-maturity (HTM) securities as of 3/31/23
  - Transferred a portion of the portfolio comprised of Agency RMBS & CMBS from available-for-sale (AFS) to HTM during 1Q22
- The duration of the securities portfolio including HTM is 4.1 years and our fair value duration, which excludes the HTM portfolio, is 3.8 years
- After-tax net AFS unrealized loss position of \$200 million
  - Based on the current 5-year forward curve we estimate that by YE 2023 our AOCI will increase by \$70 to \$75 million after-tax which would equate to a positive increase in our TBV per share of \$1.25 to \$1.34
- Carrying value of investment portfolio is 27% of total assets
- Projected remaining 2023 roll off cash flow (based on static rates) of \$311 million at ~1.69% yield
- Over the last five quarters the investment portfolio's amortized cost has reduced by \$496 million as balance sheet rotation into loans continues

## Securities Portfolio – Amortized Cost vs. TE Yield



Ticker: BUSE





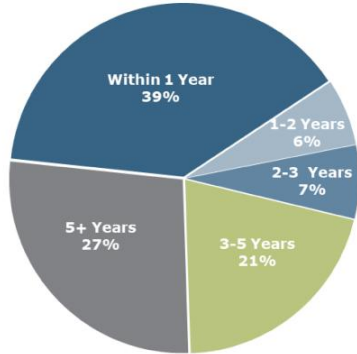
- Balance sheet remains asset-sensitive, working towards becoming more rate neutral
  - A +100 bps rate shock for Year 1 is down to +2.1% from +3.0% in 4Q22
  - A -100 bps rate shock for Year 1 is -2.9%; up from -3.9% in 4Q22
- Continue to evaluate off-balance sheet hedging strategies as well as embedding rate protection in our asset originations to provide stabilization to net interest income in lower rate environments
- Vigilant focus on pricing discipline for both loans and deposits
  - 6% of deposits are indexed/floating rate
  - 39% of loan portfolio reprices in one year

### Annual % Change in Net Interest Income under Shock Scenarios

Rate Shock	Year 1	Year 2
+200 bps	+4.3%	+5.6%
+100 bps	+2.1%	+2.8%
-100 bps	-2.9%	-4.1%
-200 bps	-6.0%	-8.5%

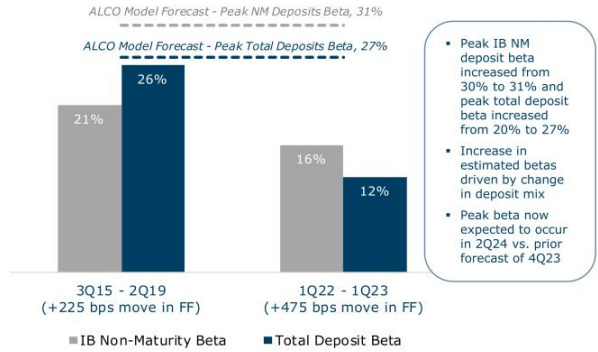
*Balance sheet is projected over one- & two-year time horizons and net interest income is calculated under current market rates assuming permanent instantaneous shifts*

### Repricing / Maturity Structures of Portfolio Loans



(1) Deposit betas are calculated based on an average fed funds target rate of 4.69% during 1Q23

### Deposit Betas<sup>(1)</sup> in Last Tightening Cycle vs. Current ALCO Model Forecast







<b>Net Interest Income</b>	<ul style="list-style-type: none"> <li>Net interest income was \$85.9 million in 1Q23 vs. \$91.1 million in 4Q22 and \$70.1 million in 1Q22</li> <li>Net interest margin <sup>(1)</sup> was 3.13% in 1Q23, compression of 11 bps vs. 3.24% in 4Q22</li> <li>Primary factors contributing to the quarter's NIM compression was increased funding costs on interest-bearing deposits (24 bps decrease) and company debt (16 bps decrease), offset partially by the growth of the loan portfolio combined with higher new volume rates &amp; repricing rates (28 bps increase)</li> </ul>
<b>Noninterest Income</b>	<ul style="list-style-type: none"> <li>Noninterest income (ex-securities gains/losses) of \$32.5 million in 1Q23, representing 27% of revenue</li> <li>Wealth management fees of \$14.8 million in 1Q23, up from \$13.0 million in 4Q22 and down 6% YoY driven primarily by reduction in market valuations</li> <li>Payment tech solutions revenue of \$5.3 million in 1Q23, up from \$5.0 million in 4Q22 and up 5% YoY</li> <li>Fees for customer services of \$6.8 million in 1Q23, down from \$7.0 million in 4Q22 and down 23% YoY, attributable to the impact from the Durbin Amendment (\$2.3 million impact in 1Q23)</li> </ul>
<b>Noninterest Expense</b>	<ul style="list-style-type: none"> <li>Adjusted noninterest expense <sup>(1)</sup> (ex-amortization of intangible assets, one-time acquisition and restructuring related items) of \$67.7 million in 1Q23, resulting in a 56.9% adjusted efficiency ratio <sup>(1)</sup></li> <li>Adjusted core expense <sup>(1)</sup> of \$66.1 million (ex-amortization of intangible assets, one-time items, unfunded commitment provision, and NMTC amortization) in 1Q23, equating to 55.6% adjusted core efficiency ratio <sup>(1)</sup></li> </ul>
<b>Provision</b>	<ul style="list-style-type: none"> <li>\$1.0 million loan loss provision expense</li> <li>\$0.6 million negative provision for unfunded commitments (captured in other noninterest expense)</li> <li>Net charge offs of \$0.8 million in 1Q23</li> </ul>
<b>Taxes</b>	<ul style="list-style-type: none"> <li>1Q23 effective tax rate of 20.6%</li> </ul>
<b>Earnings</b>	<ul style="list-style-type: none"> <li>Adjusted net income of \$36.8 million or \$0.65 per diluted share <sup>(1)</sup> (includes impact of \$0.6 million net unrealized securities losses), a 25% increase compared to 1Q22</li> <li>Adjusted pre-provision net revenue of \$49.5 million (1.64% PPNR ROAA) in 1Q23 <sup>(1)</sup></li> <li>1.22% Adjusted ROAA and 18.48% Adjusted ROATCE in 1Q23 <sup>(1)</sup></li> </ul>

<sup>(1)</sup> Non-GAAP, see Appendix

Ticker: BUSE

# Earnings Performance



## Adjusted Net Income & Earnings Per Share <sup>(1)</sup>

\$ in millions

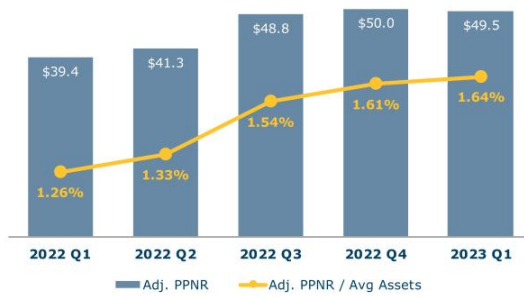


## Adjusted ROAA & Adjusted ROATCE <sup>(1)</sup>

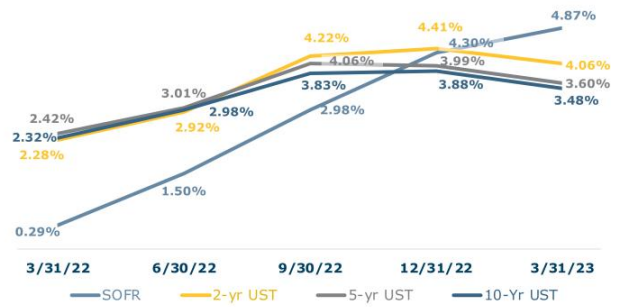


## Adjusted Pre-Provision Net Revenue / Avg. Assets <sup>(1)</sup>

\$ in millions



## Historical Key Rates <sup>(2)</sup>



(1) Non-GAAP calculation, see Appendix (2) Per FRED, Federal Reserve Bank of St. Louis

Ticker: BUSE

# APPENDIX

---



# Experienced Management Team



**Van A. Dukeman**  
Chairman, President & CEO,  
First Busey Corp.

Has served as President & CEO of First Busey since 2007 and became Chairman of the Board effective July 2020. Mr. Dukeman was President & CEO of Main Street Trust from 1998 until its merger with First Busey in 2007. His 40 years of diverse financial services experience and extensive board involvement brings a conservative operating philosophy and a management style that focuses on Busey's associates, customers, communities and shareholders.



**Robin N. Elliott**  
President & CEO, Busey Bank  
President & CEO, FirsTech

Joined Busey in 2006 and led various finance functions prior to serving as CFO/COO and now Bank President/CEO & FirsTech President/CEO. Mr. Elliott has played instrumental roles in executing various strategic and growth initiatives. Before joining Busey, Mr. Elliott worked for 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 Co-Head of Financial Institutions at Stephens Inc. Mr. Jones began his career in the Banking Supervision and Regulation division of the Federal Reserve.



**Monica L. Bove**  
EVP & Chief Risk Officer

Joined Busey in January 2020 with nearly 25 years of financial leadership experience. Previously, Ms. Bove served as Senior Director of Operational Risk Program Management at KeyBank. Ms. Bove offers experience in M&A due diligence, effective navigation of key risk areas and dedication to continuous improvement towards enterprise-wide risk management strategies.



**John J. Powers**  
EVP & General Counsel

Joined Busey in December 2011 and has over 40 years of legal experience. Prior to joining Busey, he was a partner in the law firm of Meyer Capel, where he specialized in serving the financial services industry.



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

Joined Busey in 2008 and now leads many areas, including: corporate strategy, marketing & communications, community relations, human resources, as well as M&A integration and other key projects and strategic initiatives. Prior to joining Busey, Mrs. Randolph worked for 10+ years with CliftonLarsonAllen LLP.



**Jeff D. Burgess**  
EVP & President of  
Busey Wealth Management

Joined Busey in 2021, leading the team that provides asset management, investment and fiduciary services to individuals, businesses and foundations. Mr. Burgess formerly served as President of Commerce Brokerage Services, Inc., and was Director of Business Development for the east region of Commerce Trust Company. Previously, he served as Vice President of Sales Operations for Fisher Investments in Woodside, California.



**Willie B. Mayberry**  
EVP & President of Regional Banking

Joined Busey in 2021 where he focuses on developing strategic growth opportunities and product development with an emphasis on well-capitalized banking. Prior to Busey, Mr. Mayberry was with PNC, serving as EVP & Director of Strategy and Planning for the Commercial Bank. With over 30 years of financial and commercial banking experience, he previously served as the Midwest Business Banking Regional Executive and National Sales Leader of Treasury Services for JPMorgan Chase.



**Joseph A. Shells**  
EVP & President of  
Consumer and Digital Banking

Joined Busey in June 2022 to lead the Consumer, Community, Mortgage and Digital Banking teams. Mr. Shells' nearly 25 years of banking experience includes serving as the Head of Retail Banking at MB Financial. Prior to his shift to retail, he led teams in Commercial Banking at MB Financial and at LaSalle Bank. Mr. Shells brings seasoned expertise in consumer and small business strategy, call center management, retail operations, deposit and income growth, product development and enhancing digital options.



**Chip Jorstad**  
EVP & President of  
Credit and Bank Administration

Joined Busey in 2011 and has over 15 years of experience in the banking industry. Before being named President of Credit and Bank Administration in 2022, he served as Co-Chief Banking Officer for two years. Mr. Jorstad has also held the role of Regional President for Commercial Banking – overseeing business banking efforts, including Agricultural, Commercial, Construction and Real Estate financing.

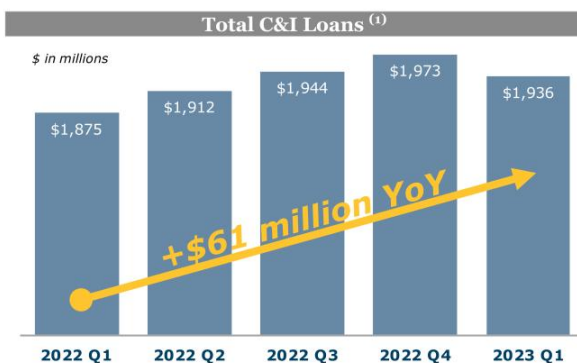


**Robert F. Plecki, Jr.**  
EVP & Vice Chairman of Credit

Joined Busey in 1984, serving in the role of Vice Chairman of Credit, Chief Banking Officer or Chief Credit Officer since 2010 and chairing all Credit Committees. Mr. Plecki previously served as COO, President & CEO of Busey Wealth Management, and EVP of the Florida and Champaign markets. Prior to the 2007 merger with First Busey, he served in various management roles at Main Street Trust.



- 24.9% of total loan portfolio (ex-PPP loans)
- All C&I loans are underwritten to 1.20x FCCR requirement and RLOCs greater than \$1 million require a monthly borrowing base
- 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 3.2% of C&I loans are classified
  - Majority of manufacturing classified balances are comprised of two credits (\$26 million outstanding) that were downgraded from special mention to classified during 2Q22 & 4Q22



(1) Ex-PPP loan totals include purchase accounting, FASB, overdrafts, etc.

C&I Loans by Sector			
\$ in thousands	3/31/23	%	3/31/23
NAICS Sector	Balances (ex-PPP)	of Total Loans	Classified Balances
Manufacturing	\$306,714	3.9%	\$31,859
Finance and Insurance	\$228,276	2.9%	\$0
Real Estate Rental & Leasing	\$196,230	2.5%	\$1,648
Wholesale Trade	\$193,720	2.5%	\$196
Educational Services	\$168,228	2.2%	\$94
Construction	\$162,007	2.1%	\$984
Health Care and Social Assistance	\$111,670	1.4%	\$15,137
Transportation	\$101,852	1.3%	\$0
Agriculture, Forestry, Fishing, Hunting	\$92,597	1.2%	\$1,400
Food Services and Drinking Places	\$79,865	1.0%	\$10
Public Administration	\$63,518	0.8%	\$0
Arts, Entertainment, and Recreation	\$53,657	0.7%	\$2,060
Retail Trade	\$50,544	0.6%	\$3,104
Other Services (except Public Admin)	\$47,490	0.6%	\$44
Professional, Scientific, & Tech Svcs	\$43,900	0.6%	\$4,189
Administrative and Support Services	\$15,071	0.2%	\$337
Waste Management Services	\$7,790	0.1%	\$0
Mining, Quarrying, Oil & Gas Extract.	\$7,128	0.1%	\$0
Information	\$3,227	0.0%	\$0
Management of Cos. and Enterprises	\$1,125	0.0%	\$0
Utilities	\$755	0.0%	\$0
<b>Grand Total</b>	<b>\$1,935,364</b>	<b>24.9%</b>	<b>\$61,062</b>

Ticker: BUSE



## Six Distinct Teams



### Private Wealth Advisor

- Risk-return optimization
- Specialized strategies for tax efficiency



### Portfolio Management

- Institutional approach
- Corporate retirement plan advisory
- Consistent track record of outperformance



### Legacy Planning

- Philanthropic advisory
- Tax-efficient wealth transfer & asset protection



### Tax Planning & Preparation

- Deduction maximization & tax-advantaged savings strategies
- 1040 & 1041 preparation by in-house team



### Wealth Planning

- Tax-advantaged retirement savings maximization
- Goal tracking, projections & stress testing



### Private Client

- Concierge banking with one point of contact
- Complete and simplified coordination of all banking needs

Our wealth management business provides effective and high-touch solutions for high-net-worth individuals. Our clients work with a dedicated team of financial professionals, with each team member bringing their specialized focus to add value to each client's personal situation. With financial planning at the core of our client experience, we leverage the collective expertise of the team to streamline the delivery of our investment strategy and holistic wealth services, in a cohesive, consolidated manner.







## Renew & Expand Core Business

- Money movement that allows our customers to accelerate revenue realization
- Frictionless payments across FirsTech's omnichannel, single vendor solution, online and offline
- Securely protects customers – FirsTech subject to Bank Regulatory Compliance and Audits
- Use the bank as a lab to build & perfect products for our customers

## Innovating for Growth

### BaaS Solution

- Out-of-the-box personalized payment solution with attractive & adaptive UX
- API connection to customer's existing core for seamless integration
- Revenue generated from one-time setup fee, recurring SaaS fee, and revenue share per transaction above certain processing thresholds

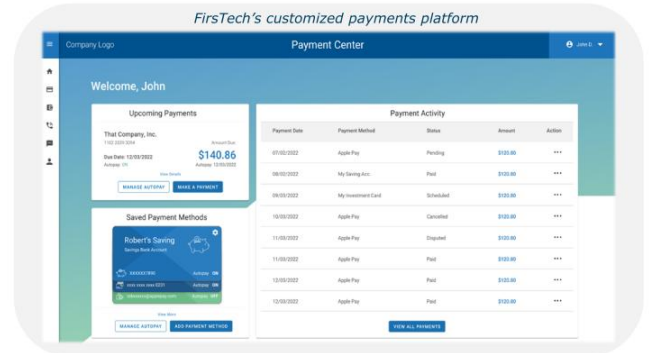
### SMB Vertical

- Turnkey application that enables customers to move to an ecommerce platform & accept payments
- Strategy of leading with Merchant Processing equipment sales, then demonstrate value of upgrading to ecommerce platform to existing customers

## Primary Core Verticals – Highly Regulated Industries



## Primary BaaS Vertical





## LTM Tech Investment Highlights

2022  
**Q2**

- Mortgage eClosing option integrated into retail platforms; has reduced the loan closing process time by 75%+
- Launched dedicated Busey Wealth Management mobile app

**Q3**

- Upgraded treasury management solution for more robust customer functionality & more detailed internal reporting
- Launched new IT security operations partnership that enhanced 24x7x365 support for monitoring of security alerts & events, incident response & remediation

**Q4**

- Debuted an incentivized program that allows associates to "pitch" their ideas for efficiency improvements to Busey leaders, who will select winning applicants each quarter
- Implemented software & hardware management databases, enhancing monitoring of assets & licenses and automating ongoing maintenance & ordering

### Investment Legend

- Enhanced Customer Experience
- Scale & Efficiency Upgrades

## 2023

**Q1**

- Migrated all telephony infrastructure to the cloud, enhancing video & audio quality and reducing telecom expenses & the amount of internal hardware/resources needed to support our telephony system
- Completed final phase of disaster recovery environment migration to the cloud

Future  
2023  
Projects

- Launch an omnichannel deposit account opening solution that will allow customers to open accounts online or in person at a branch - the solution will be easy to use and provide a seamless experience for customers, regardless of how they choose to open an account
- Implement a virtual service agent to expand self-service opportunities and improve chat capabilities for retail customer care
- Introduce advanced reporting and analytics that will empower our business lines to grow sales by providing them with enhanced knowledge of their customers' behaviors

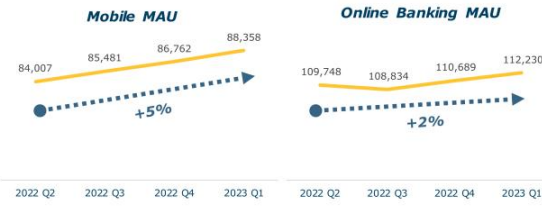


# Rising Digital Banking Adoption



Mobile engagement of customers continues growth trajectory as online banking reaches maturity stage

## Consumer Monthly Active Users (1)



## Commercial Quarterly Active Users (2)



Customer base increasingly relying on self-service features

## Consumer Mobile & Online Transaction Activity (Counts, actual)



## Interactive Voice Response Activity

**493 thousand**

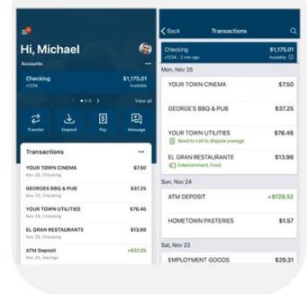
total IVR calls over the last 12 months, handling a wide array of customer inquiries immediately & efficiently

## Mortgage eClosings

**62%**

of mortgage closings completed via eClose since launch of offering in 2Q22 - eClosings greatly enhance CX, reducing avg closing time to 10 minutes vs. 1 hour

Busey Mobile App



(1) Customer has logged in at least once in the 30 days preceding period-end (2) Customer has logged in at least once in the 90 days preceding period-end

Ticker: BUSE

## Building on 155 Years of Civic Engagement, Corporate Responsibility and Positive Impacts

With a strong and unwavering commitment to our **Pillars** – associates, customers, shareholders and communities, First Busey is pleased to announce publication of our **2022 Busey Impact Report**.

This publication addresses such topics as ethics and governance, social responsibility and environmental sustainability, focusing on First Busey's dedication to associates, customers and the vibrant communities we serve.



### Commitment to our Planet

- Providing over \$25 million in green financing since 2021 <sup>(1)</sup>, including energy efficiency improvements, historic preservation and commercial solar development.
- Through its robust Corporate Sustainability Program, between 2021 and 2022 First Busey recycled over 16,000 pounds of waste and conserved over 60,000 gallons of water.
- First Busey participated in several climate change initiatives, including installing solar panel systems at 11 First Busey facilities, avoiding over 800 tons of carbon emissions over the past decade.



### Commitment to our People

- Through many philanthropic efforts, including many associate-driven initiatives, annual charitable donations total over \$1.6 million.
- In 2021 and 2022, associates generously gave over 25,000 hours of their time to hundreds of causes.
- First Busey boasts a high level of associate engagement, scoring a 4.28 (out of 5) in 2022 based on 12 critical measures of engagement.
- First Busey launched the Busey Bank Bridge in 2022, a community collective in Peoria, IL, offering fundamental access to economic opportunity for all individuals and small businesses.



### Commitment to Strong Governance

- Leadership at the Board and Executive level includes a team of diverse backgrounds. Women comprise one-third of the executive team.
- Executives, Directors and Officers are expected to follow a stringent code of ethics.
- Leadership prioritizes strong corporate governance, employing processes, policies, and customs that exceed industry metrics on risk management, data security and more.
- First Busey boasts over 7% of First Busey common stock beneficially owned by directors and insiders.

To view the full 2022 Busey Impact Report, visit [busey.com/impact](https://busey.com/impact)

(1) Further information on all cited metrics can be found in the 2022 Busey Impact Report

# Non-GAAP Financial Information



**Pre-Provision Net Revenue, Adjusted Pre-Provision Net Revenue,  
Pre-Provision Net Revenue to Average Assets, and Adjusted Pre-Provision Net Revenue to Average Assets**  
*(dollars in thousands)*

	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
<b>PRE-PROVISION NET REVENUE</b>			
Net interest income	\$ 85,857	\$ 91,149	\$ 70,056
Total noninterest income	31,848	29,079	35,772
Net security (gains) losses	616	(191)	614
Total noninterest expense	(70,403)	(73,677)	(70,376)
Pre-provision net revenue	47,918	46,360	36,066
Non-GAAP adjustments:			
Acquisition and other restructuring expenses	—	2,442	835
Provision for unfunded commitments	(635)	(464)	1,112
Amortization of New Markets Tax Credits	2,221	1,665	1,341
Adjusted pre-provision net revenue	<u>\$ 49,504</u>	<u>\$ 50,003</u>	<u>\$ 39,354</u>
Pre-provision net revenue, annualized	[a] \$ 194,334	\$ 183,928	\$ 146,268
Adjusted pre-provision net revenue, annualized	[b] 200,766	198,381	159,602
Average total assets	[c] 12,263,718	12,330,132	12,660,939
<b>Reported:</b> Pre-provision net revenue to average assets <sup>1</sup>	[a+c] 1.58 %	1.49 %	1.16 %
<b>Adjusted:</b> Pre-provision net revenue to average assets <sup>1</sup>	[b+c] 1.64 %	1.61 %	1.26 %

1. Annualized measure.

# Non-GAAP Financial Information



**Adjusted Net Income, Adjusted Diluted Earnings Per Share, Adjusted Return on Average Assets, Average Tangible Common Equity,  
Return on Average Tangible Common Equity, and Adjusted Return on Average Tangible Common Equity**  
*(dollars in thousands, except per share amounts)*

		Three Months Ended		
		March 31, 2023	December 31, 2022	March 31, 2022
<b>NET INCOME ADJUSTED FOR NON-OPERATING ITEMS</b>				
Net income	[a]	\$ 36,786	\$ 34,387	\$ 28,439
Non-GAAP adjustments:				
Acquisition expenses:				
Salaries, wages, and employee benefits		—	—	587
Data processing		—	—	214
Loss on leases or fixed asset impairment		—	—	—
Professional fees, occupancy, and other		—	16	34
Other restructuring expenses:				
Salaries, wages, and employee benefits		—	2,409	—
Data processing		—	—	—
Loss on leases or fixed asset impairment		—	10	—
Professional fees, occupancy, and other		—	7	—
MSR valuation impairment		—	—	—
Related tax benefit		—	(539)	(170)
TJCA related adjustment		—	—	—
Adjusted net income	[b]	\$ 36,786	\$ 36,290	\$ 29,104
<b>DILUTED EARNINGS PER SHARE</b>				
Diluted average common shares outstanding	[c]	56,179,606	56,177,790	56,194,946
Reported: Diluted earnings per share	[a+c]	\$ 0.65	\$ 0.61	\$ 0.51
Adjusted: Diluted earnings per share	[b+c]	\$ 0.65	\$ 0.65	\$ 0.52
<b>RETURN ON AVERAGE ASSETS</b>				
Net income, annualized	[d]	\$ 149,188	\$ 136,427	\$ 115,336
Adjusted net income, annualized	[e]	149,188	143,977	118,033
Average total assets	[f]	12,263,718	12,330,132	12,660,939
Reported: Return on average assets <sup>1</sup>	[d+f]	1.22 %	1.11 %	0.91 %
Adjusted: Return on average assets <sup>1</sup>	[e+f]	1.22 %	1.17 %	0.93 %
<b>RETURN ON AVERAGE TANGIBLE COMMON EQUITY</b>				
Average common equity		\$ 1,170,819	\$ 1,122,547	\$ 1,281,535
Average goodwill and other intangible assets, net		(363,354)	(366,127)	(374,811)
Average tangible common equity	[g]	\$ 807,465	\$ 756,420	\$ 906,724
Reported: Return on average tangible common equity <sup>1</sup>	[d+g]	18.48 %	18.04 %	12.72 %
Adjusted: Return on average tangible common equity <sup>1</sup>	[e+g]	18.48 %	19.03 %	13.02 %
1.	Annualized measure.			

Ticker: BUSE



**Adjusted Net Interest Income and Adjusted Net Interest Margin**  
(dollars in thousands)

	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
<b>Net interest income</b>	\$ 85,857	\$ 91,149	\$ 70,056
Non-GAAP adjustments:			
Tax-equivalent adjustment	558	564	546
Tax-equivalent net interest income	86,415	91,713	70,602
Purchase accounting accretion related to business combinations	(403)	(546)	(1,159)
Adjusted net interest income	\$ 86,012	\$ 91,167	\$ 69,443
Tax-equivalent net interest income, annualized	[a] \$ 350,461	\$ 363,861	\$ 286,330
Adjusted net interest income, annualized	[b] 348,826	361,695	281,630
Average interest-earning assets	[c] 11,180,562	11,242,126	11,703,947
<b>Reported:</b> Net interest margin <sup>1</sup>	[a+c] 3.13 %	3.24 %	2.45 %
<b>Adjusted:</b> Net interest margin <sup>1</sup>	[b+c] 3.12 %	3.22 %	2.41 %

1. Annualized measure.

# Non-GAAP Financial Information



**Noninterest Expense Excluding Amortization of Intangible Assets, Adjusted Noninterest Expense,  
Adjusted Core Expense, Noninterest Expense Excluding Non-operating Adjustments,  
Efficiency Ratio, Adjusted Efficiency Ratio, and Adjusted Core Efficiency Ratio**  
*(dollars in thousands)*

	Three Months Ended		
	March 31, 2023	December 31, 2022	March 31, 2022
<b>Net interest income</b>	\$ 85,857	\$ 91,149	\$ 70,056
Non-GAAP adjustments:			
Tax-equivalent adjustment	558	564	546
Tax-equivalent net interest income	86,415	91,713	70,602
<b>Total noninterest income</b>	31,848	29,079	35,772
Non-GAAP adjustments:			
Net security (gains) losses	616	(191)	614
Noninterest income excluding net securities gains and losses	32,464	28,888	36,386
Tax-equivalent revenue	[a] \$ 118,879	\$ 120,601	\$ 106,988
<b>Total noninterest expense</b>	\$ 70,403	\$ 73,677	\$ 70,376
Non-GAAP adjustments:			
Amortization of intangible assets	[b] (2,729)	(2,795)	(3,011)
Non-interest expense excluding amortization of intangible assets	[c] 67,674	70,882	67,365
Non-operating adjustments:			
Salaries, wages, and employee benefits	—	(2,409)	(587)
Data processing	—	—	(214)
Impairment, professional fees, occupancy, and other	—	(33)	(34)
Adjusted noninterest expense	[f] 67,674	68,440	66,530
Provision for unfunded commitments	635	464	(1,112)
Amortization of New Markets Tax Credits	(2,221)	(1,665)	(1,341)
Adjusted core expense	[g] \$ 66,088	\$ 67,239	\$ 64,077
Noninterest expense, excluding non-operating adjustments	[f-b] \$ 70,403	\$ 71,235	\$ 69,541
<b>Reported: Efficiency ratio</b>	[c+a] 56.93 %	58.77 %	62.97 %
<b>Adjusted: Efficiency ratio</b>	[f+a] 56.93 %	56.75 %	62.18 %
<b>Adjusted: Core efficiency ratio</b>	[g+a] 55.59 %	55.75 %	59.89 %

# Non-GAAP Financial Information



## Tangible Book Value and Tangible Book Value Per Common Share (dollars in thousands, except per share amounts)

		As of				
		March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
<b>Total stockholders' equity</b>		\$ 1,198,558	\$ 1,145,977	\$ 1,106,588	\$ 1,161,957	\$ 1,218,025
Goodwill and other intangible assets, net		(361,567)	(364,296)	(367,091)	(369,962)	(372,913)
Tangible book value	[a]	\$ 836,991	\$ 781,681	\$ 739,497	\$ 791,995	\$ 845,112
Ending number of common shares outstanding	[b]	55,294,455	55,279,124	55,232,434	55,335,703	55,278,785
Tangible book value per common share	[a+b]	\$ 15.14	\$ 14.14	\$ 13.39	\$ 14.31	\$ 15.29

## Tangible Common Equity and Tangible Common Equity to Tangible Assets (dollars in thousands)

		As of				
		March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
<b>Total assets</b>		\$ 12,344,555	\$ 12,336,677	\$ 12,497,388	\$ 12,356,433	\$ 12,567,509
Non-GAAP adjustments:						
Goodwill and other intangible assets, net		(361,567)	(364,296)	(367,091)	(369,962)	(372,913)
Tax effect of other intangible assets <sup>1</sup>		8,335	8,847	9,369	9,905	10,456
Tangible assets	[a]	\$ 11,991,323	\$ 11,981,228	\$ 12,139,666	\$ 11,996,376	\$ 12,205,052
<b>Total stockholders' equity</b>		\$ 1,198,558	\$ 1,145,977	\$ 1,106,588	\$ 1,161,957	\$ 1,218,025
Non-GAAP adjustments:						
Goodwill and other intangible assets, net		(361,567)	(364,296)	(367,091)	(369,962)	(372,913)
Tax effect of other intangible assets <sup>1</sup>		8,335	8,847	9,369	9,905	10,456
Tangible common equity	[b]	\$ 845,326	\$ 790,528	\$ 748,866	\$ 801,900	\$ 855,568
Tangible common equity to tangible assets <sup>2</sup>	[b+a]	7.05 %	6.60 %	6.17 %	6.68 %	7.01 %

1. Net of estimated deferred tax liability.
2. Tax-effected measure.

Ticker: BUSE





**Core Loans, Core Loans to Portfolio Loans,  
Core Deposits, Core Deposits to Total Deposits, and Core Loans to Core Deposits**  
*(dollars in thousands)*

		As of				
		March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022	March 31, 2022
<b>Portfolio loans</b>	[a]	\$ 7,783,808	\$ 7,725,702	\$ 7,670,114	\$ 7,497,778	\$ 7,272,873
Non-GAAP adjustments:						
PPP loans amortized cost		(750)	(845)	(1,426)	(7,616)	(31,769)
<b>Core loans</b>	[b]	<u>\$ 7,783,058</u>	<u>\$ 7,724,857</u>	<u>\$ 7,668,688</u>	<u>\$ 7,490,162</u>	<u>\$ 7,241,104</u>
<b>Total deposits</b>	[c]	\$ 9,801,169	\$ 10,071,280	\$ 10,601,397	\$ 10,397,228	\$ 10,591,836
Non-GAAP adjustments:						
Brokered transaction accounts		(6,005)	(1,303)	(2,006)	(2,002)	(2,002)
Time deposits of \$250,000 or more		(200,898)	(120,377)	(103,534)	(117,957)	(139,245)
<b>Core deposits</b>	[d]	<u>\$ 9,594,266</u>	<u>\$ 9,949,600</u>	<u>\$ 10,495,857</u>	<u>\$ 10,277,269</u>	<u>\$ 10,450,589</u>
<b>RATIOS</b>						
Core loans to portfolio loans	[b+a]	99.99 %	99.99 %	99.98 %	99.90 %	99.56 %
Core deposits to total deposits	[d+c]	97.89 %	98.79 %	99.00 %	98.85 %	98.67 %
Core loans to core deposits	[b+d]	81.12 %	77.64 %	73.06 %	72.88 %	69.29 %



