

# **Special Note Concerning Forward-Looking Statements**



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



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 preprovision net revenue, adjusted preprovision net revenue to average assets, and adjusted preprovision 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.

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# **Overview of First Busey Corporation (BUSE)**



### **Company Overview**

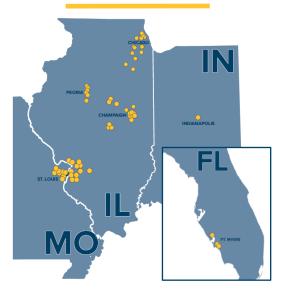


150+ year old financial institution headquartered in CHAMPAIGN, IL

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









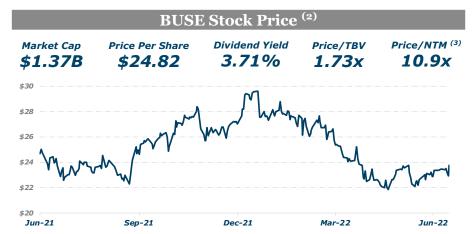
AMONG THE BEST

Best Companies to Work For in Florida

ST. LOUIS **BUSINESS JOURNAL** 

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

	Financial Hi	gnlights	
\$ in millions	2020	2021	2022 Q2 YTD
Total Assets	\$10,544	\$12,860	\$12,356
Total Loans (Ex-HFS)	\$6,814	\$7,189	\$7,498
Total Deposits	\$8,678	\$10,769	\$10,397
Total Equity	\$1,270	\$1,319	\$1,162
NPA/Assets	0.27%	0.17%	0.15%
Net Interest Margin	3.03%	2.49%	2.56%
Adj. PPNR ROAA (1)	1.75%	1.35%	1.29%
Adj. ROAA (1)	1.06%	1.15%	0.95%
Adj. ROATCE (1)	12.47%	14.40%	13.79%



<sup>(1)</sup> Non-GAAP calculation, see Appendix (2) Market Data for BUSE updated to close on 7/25/22, per Nasdag (3) Based on FY 2022 consensus median net income of covering analysts as of 7/25/22

# **Sizable Business Lines Provide for Innovative Solutions**



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

# **Busey**bank

Full suite of diversified financial products for individuals and businesses

\$12.4 Billion

Assets (1)

\$363.7 Million

LTM Revenue (2)

14.6%

Adj. ROATCE (MRQ) (3)

# Busey WEALTH® MANAGEMENT

Wealth & asset management services for individuals and businesses

**\$11.5** Billion

Assets Under Care

\$57.6 Million

LTM Revenue (4)

46.3%

PT Margin (MRQ)

# **#** firstech

Payment platform that enables the collection of payments across a variety of modules

**\$10.7** Billion

Payments Processed (5)

\$20.8 Million

LTM Revenue (6)

13.8%

Revenue Growth (YoY)

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

# **Investment Highlights**



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 (98.9%)<sup>(1)</sup> and low cost of non-time deposits (5 bps) in 2Q22
- 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>(2)</sup> growth of \$249 million (3.4% QoQ growth) and year-over-year core loan<sup>(2)</sup> growth of \$695 million (10.2% YoY growth)
- Combined Wealth Management and FirsTech YoY revenue<sup>(3)</sup> growth of 8.5%
- Efficient and right-sized branch network (average deposits per branch of \$179 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 losses)<sup>(4)</sup> of 30.1% for 2Q22
- Wealth management and payment technology solutions account for 58.1% of noninterest income (ex-securities losses) in 2Q22
- Sizable business lines provide for a full suite of solutions for our clients across their lifecycle

Attractive **Profitability and Returns** 

- Adjusted ROAA & Adjusted ROATCE 0.97%<sup>(2)</sup> and 14.62%<sup>(2)</sup> for 2Q22
- Adjusted Core Efficiency Ratio 59.0%<sup>(2)</sup> for 2Q22
- Adjusted diluted EPS \$0.54<sup>(2)</sup> for 2Q22
- Quarterly dividend of \$0.23 (3.71% yield)<sup>(5)</sup>

# **Built on a Fortress Balance Sheet**

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

(1) Non-GAAP calculation, see Appendix (2) Ex-PPP; Non-GAAP calculation, see Appendix (3) Non-GAAP; Wealth Management segment & FirsTech segment, excludes intracompany eliminations and consolidations (4) Revenue consists of net interest income plus noninterest income, excluding security gains and losses (5) Based on BUSE closing stock price on 7/25/22

# **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* 

Joined Busey in 2006 and led various finance functions prior to serving as CFO/COO and now Bank President/CEO. Mr. Elliott has played instrumental roles in executing various strategic and growth initiatives. Before joining Busey, Mr. Elliott worked for 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. Bowe EVP & Chief Risk Officer

Joined Busey in January 2020 with nearly 25 years of financial leadership experience. Previously, Ms. Bowe served as Senior Director of Operational Risk Program Management at KeyBank. Ms. Bowe 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: operations, 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.



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.



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.



**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. Sheils** EVP & President Consumer and Digital Banking

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



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.



Farhan Yasin President & CEO, FirsTech CTO, Busey Bank

Joined Busey in 2020 in his current role. Mr. Yasin is a seasoned technology operator, founder, investor and advisor, working with technology companies across the globe. His experience includes working with Groupon, CareerBuilder, Accenture, and KKR. Mr. Yasin has been a member of the Illinois Bar Association since 2003.

# **Strong Regional Operating Model**



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

**Northern** 

Banking Centers: 10

Deposits: \$1.9B

Avg. Deposits Per Branch: \$192.4MM

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





### **Gateway**

Banking Centers: 20

Deposits: \$2.9B

Avg. Deposits Per Branch: \$143.2MM

**2022 Pop:** 2.8 Million

### **Central**

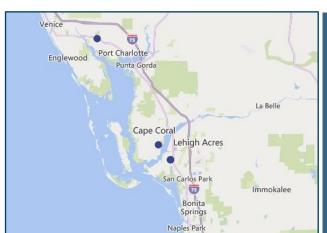
Banking Centers: 25

Deposits: \$5.2B

Avg. Deposits Per Branch: \$208.1MM

**DMS Rank:** Top 5 in 5 out of 7 IL Markets





### **Florida**

Banking Centers:

Deposits: \$442.5MM

Avg. Deposits Per Branch: \$147.5MM

**2022-27 Pop. Growth:** 5.9% versus U.S. avg. 3.2%

Source: US Census Claritas data as of most recent date available & 2021 FDIC Summary of Deposits

# **High Quality Loan Portfolio**

2021 Q2

C&I

2021 Q3

■ CRE

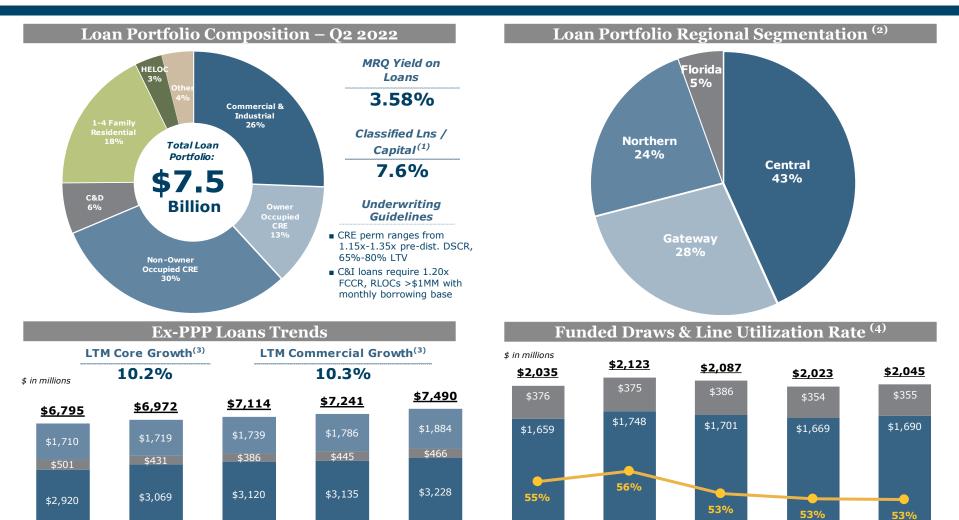
2021 Q4

Construction

2022 Q1

Retail Real Estate & Other





2022 Q2

Ticker: BUSE

2021 Q2

2021 Q3

Retail

2021 Q4

Commercial

2022 Q1

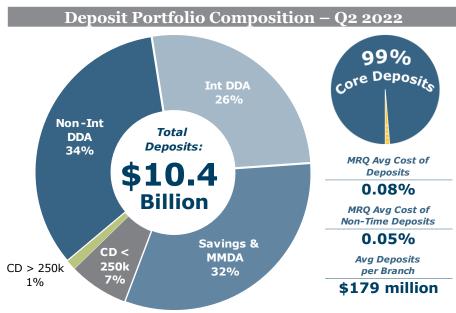
% Utilized (total)

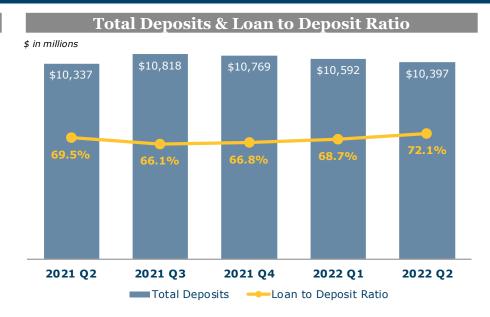
2022 Q2

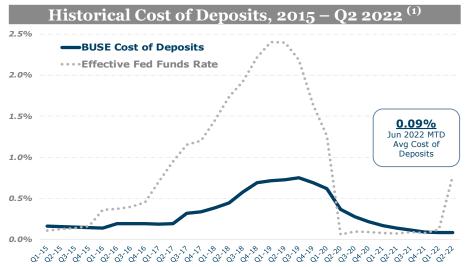
<sup>(1)</sup> Capital is Bank Tier 1 Capital + Allowance for credit losses (2) Based on loan origination (3) Busey loans ex-PPP (4) Excludes credit card & overdraft protection & includes tranche loan commitments/associated sub notes

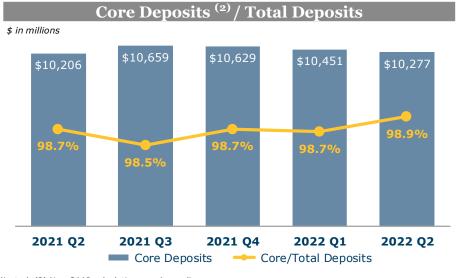
# **Top Tier Core Deposit Franchise**









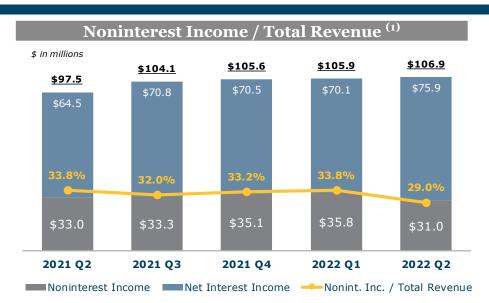


(1) Quarterly effective fed funds per FRED, Federal Reserve Bank of St. Louis. Average during quarter, not seasonally adjusted (2) Non-GAAP calculation, see Appendix

# **Diversified and Significant Sources of Fee Income**

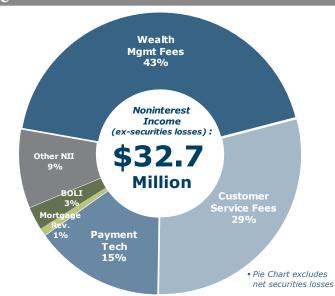


- Noninterest income represented 30.1% of revenue (ex-securities losses) in 2Q22
- Key businesses of wealth management and payment technology solutions contributed 58.1% of noninterest income (ex-securities losses) in 2Q22
- QoQ decline in noninterest income primarily attributable to seasonality of farm management income and impact of market declines on wealth management, lower mortgage revenue, unrealized securities losses and lower venture capital valuation adjustments
- Durbin amendment impact beginning 7/1/22; projecting a \$4.3 to \$4.5 million reduction in noninterest income in the second half of 2022 and reduction of \$8.5 to \$9.0 million for full year 2023



### **Sources of Noninterest Income**

Noninterest Income Detail	6/30/21	6/30/22	YoY Change
Wealth Management Fees	\$13,002	\$14,135	+8.7%
Fees for Customer Services	\$8,611	\$9,588	+11.3%
Payment Technology Solutions	\$4,530	\$4,888	+ <i>7.</i> 9%
WM + Customer Svcs. + Pmt Tech	\$26,143	\$28,611	+9.4%
Mortgage Revenue	\$1,747	\$284	<i>-83.7</i> %
Income on Bank Owned Life Insurance	\$1,476	\$874	-40.8%
Net Securities Gains (Losses)	\$898	(\$1,714)	NM
Other Noninterest Income	\$2,747	\$2,964	+ <i>7.</i> 9%
<b>Total Noninterest Income</b>	\$33,011	\$31,019	-6.0%



(1) Includes net security gains and losses

# **Fully Integrated Wealth Management Platform**



### **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 & taxadvantaged 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.

### **PERSONAL CFO**

Trusted, dedicated team of financial professionals that understand your situation and ambitions, creating a strategic vision and implements the plan to achieve your goals.

### **TAX PLANNING & MANAGEMENT**

Minimize tax impacts due to income shifts and capital events and ensure overall tax-efficience, while also leaving the burden of tax preparation to us.

# WEALTH PRESERVATION Protect and retain your assets through multi-generational estate planning strategies and trust administration services. Busey WEALTH\* Have you budgeted everyday

### HOUSEHOLD MANAGEMENT

Have your bills paid and your monthly expenses budgeted so you can focus on enjoying your everyday lifestyle.

### LEGACY PLANNING

Preserve your values, traditions and wishes across generations, and support education, efficient wealth transfer to heirs and philanthropic giving. Global oversight and management of your investment portfolio

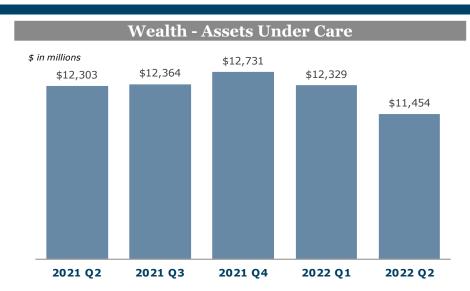
through a unified, tax-efficient approach while also controlling risk and enhancing diversification.

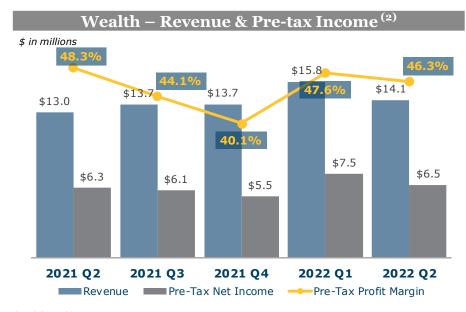
INVESTMENT MANAGEMENT

# Wealth Management Growth & Mid-Year Update



- Assets under care of \$11.5 billion, a QoQ decrease of \$875 million, predominantly due to the reduction in market valuations during 2Q22
- Wealth revenue of \$14.1 million, an 8.7% YoY increase and pre-tax net income of \$6.5 million, a 4.2% YoY increase
- Pre-tax profit margin of 46.3% in 2Q22 and 44.7% over the last twelve months
- The investment team continues to produce excellent returns, outperforming benchmarks over multiple measurement periods
  - Returns for the team's blended portfolio outperformed the blended benchmark<sup>(1)</sup>
    - 190 bps outperformance YTD
    - 111 bps outperformance in 2Q22
- Customer pipelines continue to be strong, as integration of commercial banking and wealth management sales strategies builds momentum
- Ongoing account fee structure analysis expected to generate incremental revenue growth opportunities over the next twelve months
- Launched BWM app in 2Q22 mobile client connection to portfolio information through an intuitive interface





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

# **Scalable Payment Technology Solutions Platform**



### **Renew & Expand Core Business**

- Offering secure payments via mobile bill pay, online bill pay, walk-in processing, lockbox, IVR, ACH, money management software and credit card networks
- 95%+ renewal rates for existing customer base
- Continue to implement strategies to penetrate existing commercial banking customer base and expand utilization of payment modules from existing customers
  - Q2 case study: Onboarded commercial customer referred from Busey Treasury Management, a company in the Investigation & Security Services industry, to use the full FirsTech payments platform to offer their customers multiple payments methods and significantly reduce days of sales outstanding

### **Innovating for Growth**

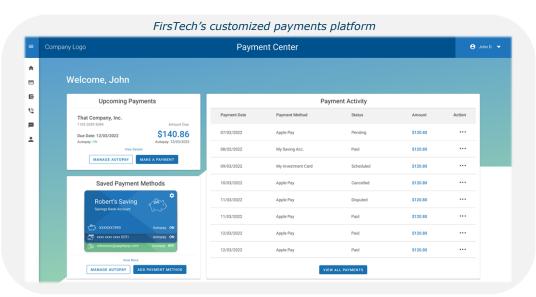
### **BaaS Solution**

- Out-of-the-box customized payment solution with attractive & adaptive UX
  - Customers can offer whitelabeled web & mobile platforms to their clients
- 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





# FirsTech Growth & Mid-Year Update



- LTM revenue of \$20.8 million, an increase of 14% over the prior twelve-month period
- Online bill pay revenue YTD impacted by a single sizable enterprise customer experiencing a material decrease in transactions
  - Collection delay specific to economic impacts on the consumer payments cycle; no other online bill pay customer issues were prevalent in 2Q22
- Began upgrading IVR solution for all customers during 2Q22; new tech provides superior experience
- Continue to invest and build-out the BaaS offering initiative. YTD we hired and trained four new associates that are focused on BaaS and have conducted more than 170 meetings with potential customers

 Our pipeline continues to build, and we regularly track progress to adapt our go-to-market sales strategies.
 Some initial takeaways:

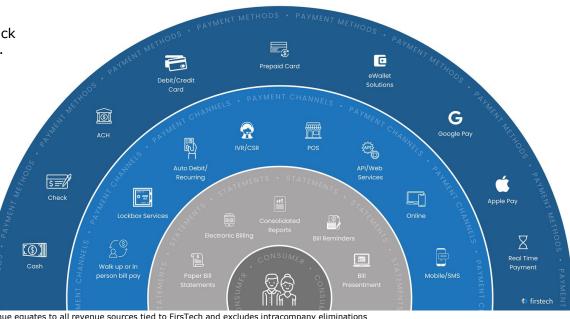
- The value of customized payments-enabled software platforms from an ODFI-sponsored company is resonating with potential customers
- Initial BaaS interest has been with smaller depositories located in the Midwest that know they need enhanced & nimble fintech solutions to remain competitive
- BaaS offering has longer-thananticipated sales & implementation cycle

\$10.7 Payments processed annually (1)

Transactions processed per year (2)

### Revenue Growth (3)

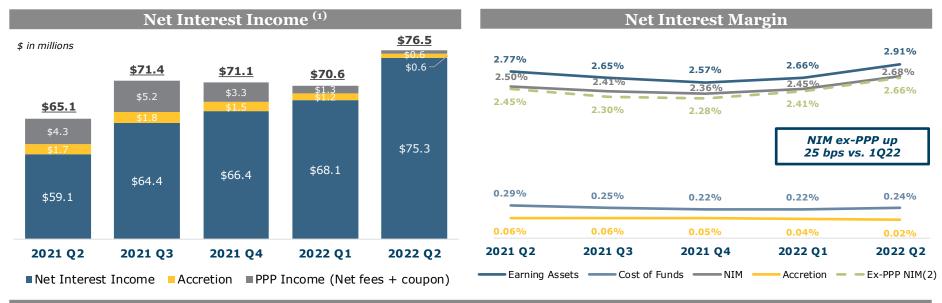




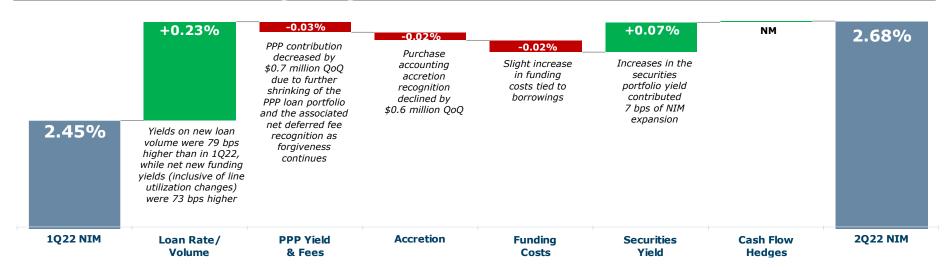
(1) LTM total payments processed (2) LTM total transactions processed (3) Non-GAAP, revenue equates to all revenue sources tied to FirsTech and excludes intracompany eliminations

# **Net Interest Margin**





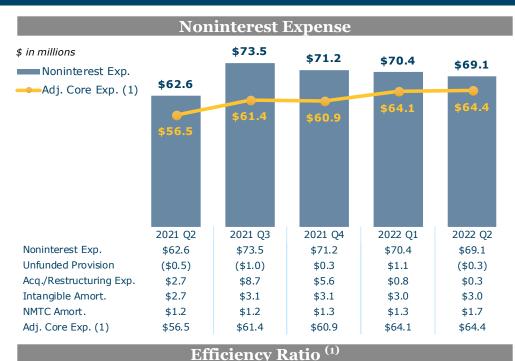
### **Net Interest Margin Bridge –** Factors contributing to **23 bps** NIM increase during quarter



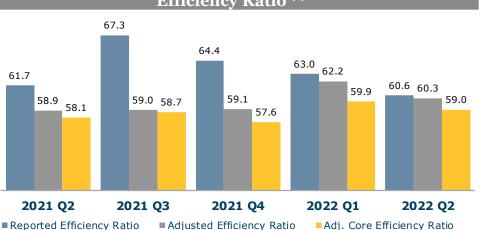
<sup>(1)</sup> Tax-equivalent adjusted amounts; Non-GAAP, see Appendix (2) Non-GAAP; Ex-PPP NIM removes the balance of PPP loans and associated income as well as the equivalent amount of self-funding noninterest bearing deposits

# **Focused Control on Expenses**





- Adjusted core expenses<sup>(1)</sup> of \$64.4 million in 2Q22
- Continued investment in talent across our business lines, risk management infrastructure and organic growth opportunities
  - Salaries, marketing and business development expenses combined were approximately \$2 million higher in 2Q22 vs. 1Q22
- Over the past 7 quarters, consolidated 33% of our branch footprint
  - Reduced branch count from 87 (proforma for GSB) to 58
  - Increased average deposits per branch from \$113 million at 9/30/20 to \$179 million at 6/30/22



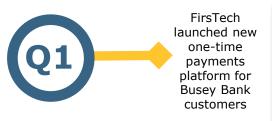


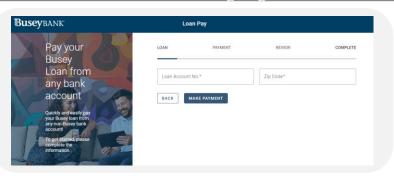
<sup>(1)</sup> Non-GAAP, see Appendix; adjusted core expenses exclude amortization of intangible assets, provision for unfunded commitments, acquisition/restructuring related charges, and NMTC amortization

# **Continued Investment in Technology Enterprise-Wide**



### 2022 Tech Investment Highlights







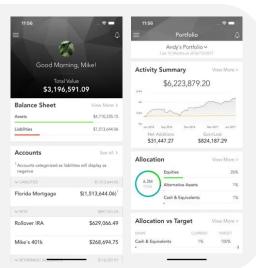


Upgrading treasury management solution for more robust customer functionality & more detailed internal reporting Upgrade of core Wealth platform



Launched dedicated Busey Wealth Management mobile app

- Access to client portfolio information via an intuitive interface on a mobile device
- Clients able to easily view investment performance, portfolio allocation, and transactions
- "The Vault" feature allows quick access to view performance reports and market updates

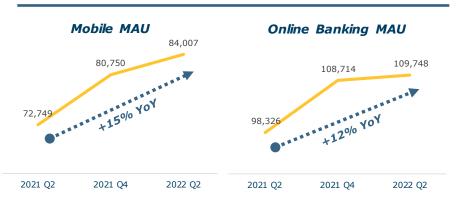


# **Rising Digital Banking Adoption**

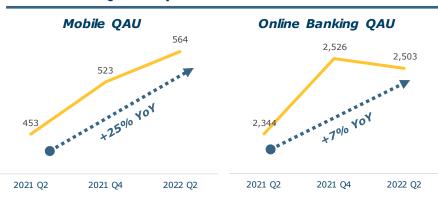


### Digital engagement of customers continues growth trajectory

### **Consumer Monthly Active Users (1)**



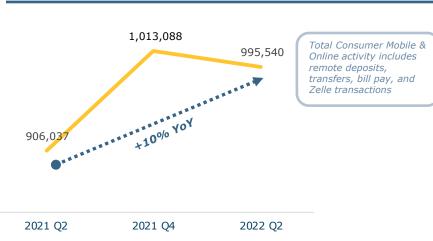
### **Commercial Quarterly Active Users (2)**



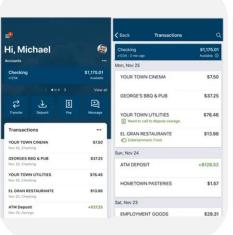
Glenview State Bank was integrated into the Bank during 3Q21, further driving YoY digital adoption

### Consumer customer base increasingly relying on self-service features

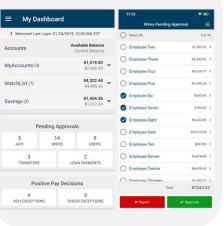
### **Consumer Mobile & Online Transaction Activity** (Counts, actual)



Busey Mobile App



Busey's dedicated Treasury Management 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

## **Fortress Balance Sheet**



### Robust Capital Foundation

- Capital ratios significantly in excess of well-capitalized minimums
  - Total RBC of 16.6% and CET1 ratio of 11.8% at 6/30/22 (1)
- TCE/TA ratio of 6.68% at 6/30/22 (2)
- TBV per share of \$14.31 at 6/30/22 (2)
- \$100 million of subordinated debt raised in 2Q22
  - \$60 million of subordinated debt issued in 2017 will be called and paid off in 3Q22

### High Quality, Resilient Loan Portfolio

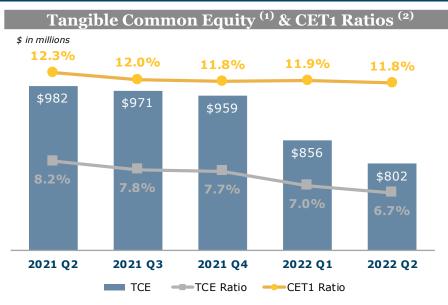
- Diversified portfolio, conservatively underwritten with low levels of concentration
- Non-performing (0.15% of total assets) and classified assets (7.6% of capital <sup>(3)</sup>) both remain near historically low levels
- Reserves remain above initial Day 1 CECL coverage of 1.06%:
   ACL/Loans: 1.18% (4) | ACL/NPLs: 507.36%
- No remaining commercial full-payment deferrals under COVID-related modification programs
- 100 / 300 Test: 35% C&D | 212% CRE

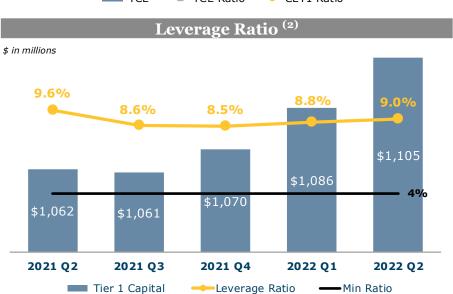
### Strong Core Deposit Franchise & Ample Liquidity

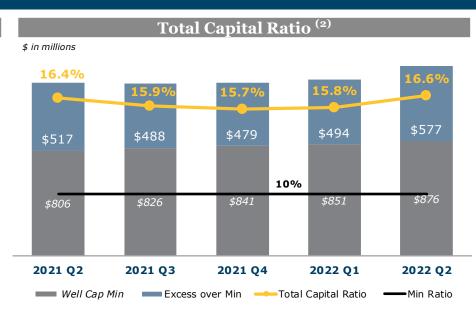
- Robust holding company and bank-level liquidity
- Strong core deposit franchise
  - 72.1% loan-to-deposit ratio, 98.8% core deposits (2)
- Borrowings accounted for approximately 3.8% of total funding at 6/30/22
- Substantial sources of off-balance sheet contingent funding (\$4.1 billion)

# **Robust Capital Foundation**









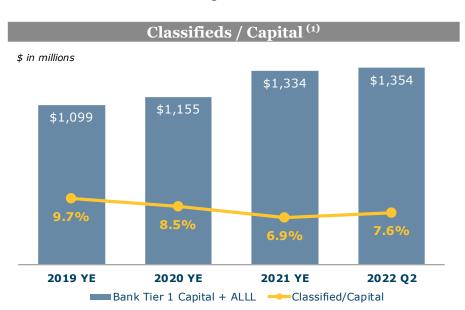
Consolidated Capital as of 6/30/22 (**)										
\$ in millions	Common Equity Tier 1 Ratio	Tier 1 Capital Ratio	Total Capital Ratio							
Capital Ratio	11.8%	12.6%	16.6%							
Minimum Well Capitalized Ratio	6.5%	8.0%	10.0%							
Amount of Capital	\$1,031	\$1,105	\$1,453							
Well Capitalized Minimum	<i>\$569</i>	\$701	\$876							
Excess Amount over Min	\$462	\$404	\$577							

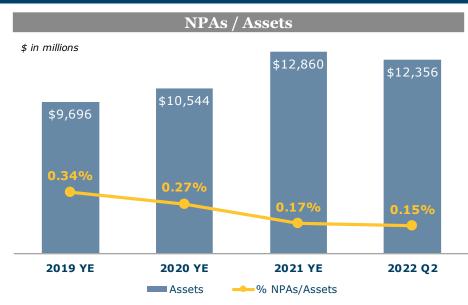
<sup>(1)</sup> Non-GAAP calculation, see Appendix (2) 2Q22 capital ratios are preliminary estimates

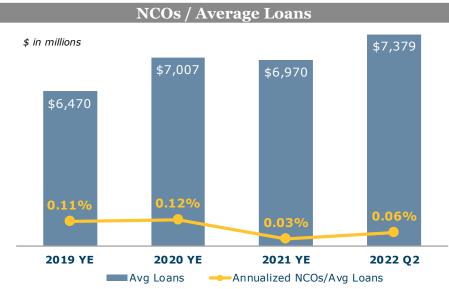
# **Pristine Credit Quality**



- Conservative underwriting continues to result in pristine credit quality performance
- Strong portfolio management that identifies early warning indicators and proactively engages the special assets group early in the credit review process
- 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
- NPAs/Assets of 0.15% at 6/30/22
- LTM net charge-offs total \$1.4 million, which equates to 0.02% of LTM average loans





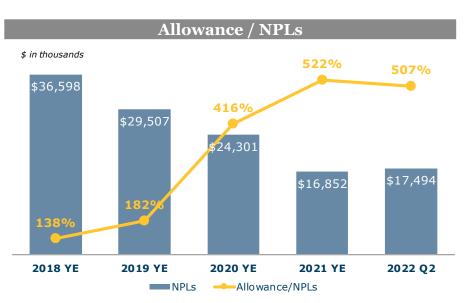


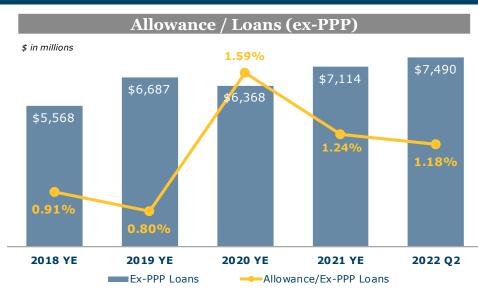
(1) Capital calculated as Busey Bank Tier 1 Capital + Allowance for credit losses

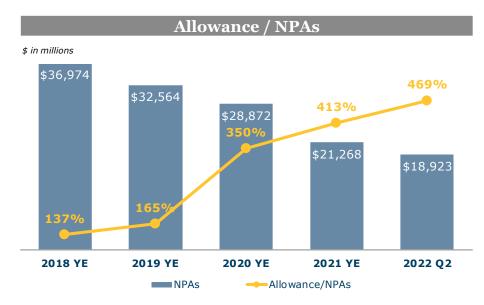
# **Reserve Supports Credit & Growth Profile**



- Reserve to loans of 1.18% (ex-PPP)
  - Day 1 CECL coverage was 1.06%
- Non-performing loan balances remain near historically low levels but did experience an increase of \$0.6 million since YE 2021 and \$4.8 million QoQ
  - Increase primarily attributable to single nursing home credit
    - Downgrade to nonaccrual was accompanied by partial charge-off and specific allocation during 2Q22
    - Managed by the special assets group since 2Q19 and risk rated classified since 3Q19
- Reserves to NPLs now equal to 507%



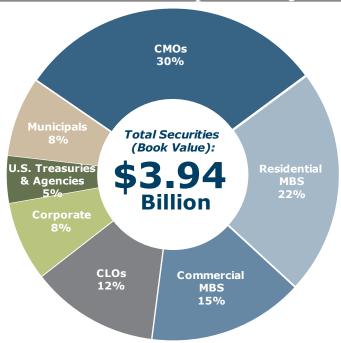




# **Balanced, Low-Risk, Short-Duration Investment Portfolio**



### Investment Portfolio Composition – Q2 2022





All Mortgage-Backed Securities & Collateralized Mortgage Obligations are Agency



89% of Municipal holdings rated AA or better and 10% rated A



100% of Corporate holdings are investment grade



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

- BUSE carried \$953MM in held-to-maturity (HTM) securities as of 6/30/22
  - 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 4.4 years and our fair value duration, which excludes the HTM portfolio, is 4.0 years
- After-tax net AFS unrealized loss position of \$165.8 million
- Carrying value of investment portfolio is 30% of total assets
- Allowance for credit losses for investments is \$0
- Projected remaining 2022 roll off cash flow (based on static rates) of \$250 million at ~1.81% yield

### Securities Portfolio - Book Value vs. TE Yield

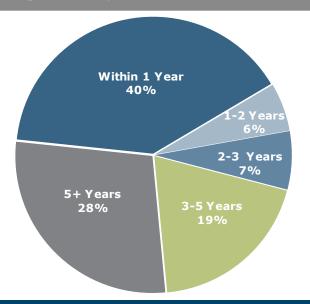


# **Actively Managing Asset-Sensitive Balance Sheet**



- Balance sheet remains materially asset-sensitive
- Vigilant focus on pricing discipline for both loans and deposits
- Over 40% of loan portfolio reprices in less than one year
- Less than 4% of deposits are indexed/floating rate
- Tightening cycle-to-date deposit beta of 3% vs. conservative ALCO model assumption of 30%

### Repricing / Maturity Structures of Portfolio Loans

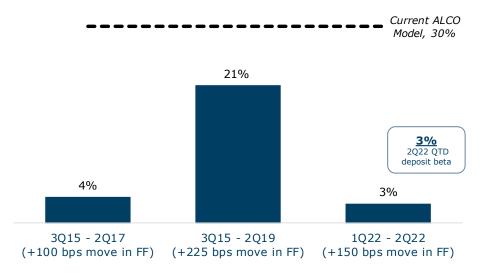


# Annual % Change in Net Interest Income under Shock Scenarios

Rate Shock	Year 1	Year 2
+300 bps	+12.8%	+15.7%
+200 bps	+8.6%	+10.5%
+100 bps	+4.3%	+5.2%
-100 bps	-7.2%	-8.9%

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

# IB Non-Maturity Deposit Betas in Last Tightening Cycle vs. Current ALCO Model



# **Quarterly Earnings Review**



### Net Interest Income

- Net interest income was \$75.9 million in 2022 vs. \$70.1 million in 1022 and \$64.5 million in 2021
- Net interest margin was 2.68% in 2Q22, an increase of 23 bps vs. 2.45% in 1Q22
- Adjusted net interest margin <sup>(1)</sup> (ex-PPP) was 2.66% in 2Q22, an increase of 25 bps vs. 2.41% in 1Q22
- Primary factors contributing to the quarter's NIM expansion was the growth of the loan portfolio combined with higher new volume rates & repricing rates (23 bps increase) and securities portfolio yield (7 bps increase)

### Noninterest Income

- Noninterest income (ex-securities losses) of \$32.7 million in 2Q22, representing 30% of revenue
- Wealth management fees of \$14.1 million in 2Q22, down from \$15.8 million in 1Q22 and up 9% YoY
- Payment tech solutions revenue of \$4.9 million in 2Q22, down from \$5.1 million in 1Q22 and up 8% YoY
- Fees for customer services of \$9.6 million in 2Q22, up 8% QoQ and up 11% YoY

### Noninterest Expense

- Adjusted noninterest expense (1) (ex-amortization of intangibles, one-time acquisition and restructuring related items) of \$65.8 million in 2Q22, resulting in a 60.3% adjusted efficiency ratio (1)
- Adjusted core noninterest expense (1) of \$64.4 million (ex-amortization of intangible assets, unfunded commitment provision, NMTC amortization, and one-time items) in 2Q22, equating to 59.0% adjusted core efficiency ratio (1)

### **Provision**

- \$1.7 million loan loss provision expense
- \$0.3 million negative provision for unfunded commitments (captured in other noninterest expense)
- Net charge-offs of \$1.1 million in 2Q22

### **Earnings**

- Adjusted net income of \$30.1 million or \$0.54 per diluted share (1)
- Adjusted pre-provision net revenue of \$41.3 million (1.33% PPNR ROAA) in 2Q22 (1)
- 0.97% Adjusted ROAA and 14.62% Adjusted ROATCE in 2Q22 (1)

Ticker: BUSE 2'

# **Earnings Performance**



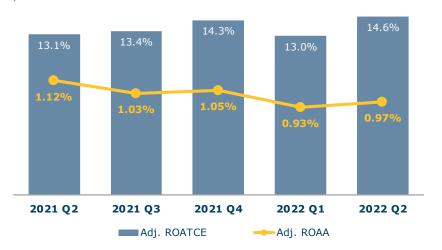


\$ in millions



### Adjusted ROAA & Adjusted ROATCE (1)

\$ in millions



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

\$ in millions



### Historical Key Rates (2)



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

# **Environmental, Social and Governance Responsibility**



### Building on 150 Years of Excellence | Advancing a Comprehensive ESG Strategy



Officially opened in Peoria, IL in June 2022, the Busey Bank Bridge promotes financial security, community engagement and inclusion for economic development

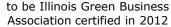


Busev was named a recipient of the 2022 Community Service Award by the Illinois Bankers Association in June 2022

### **Commitment to Environment**

- Helping our clients reduce their footprint from sustainable agriculture to green construction, financing for solar arrays, energy efficiency improvements, and more.
- Recycling nearly 500 tons of paper and saving nearly 2 million kilowatts of energy in 2021 alone.
- Providing all associates training on how to reduce their environmental impact at home and in the office.

### First bank



### Over \$16 million

in commitments to new green construction (1)

### **Commitment to People**

- Donating more than \$1 million annually and volunteering over 10,000 hours in 2021.
- Attracting and retaining talent across a diverse set of backgrounds and experiences and investing in associate wellness and training and development.
- Building upon a legacy of corporate responsibility through an Enterprise Community Banking program.



2022 Associate Engagement Score is the highest in Busey's history at 4.28/5.00 (2)

8.5 years average tenure (3)

95% engagement in wellness program (3)

### **Commitment to Strong Governance**

- Leading at the Board and Executive level with a team of diverse backgrounds and experiences.
- Adhering to a stringent code of ethics set forth standards that all Executives, Directors and Officers are expected to follow.
- Prioritizing strong corporate governance - employing sustainable and scalable processes, policies, and customs - exceeding industry metrics.



Strong 7% insider ownership (1)

40% of Board have underrepresented backgrounds, with diverse lengths of tenure (1)

ISS Score (4) (1-10 Range,

lower is better)

Environmental Disclosures

Social

Governance

**Sustainalytics Score** (5) (Lower is better -

Proxy Peers average 29.7)

ESG Risk Rating

To view the full Corporate Social Responsibility Report, visit busey.com/CSR.

(1) Definitive Proxy filed 4/14/22 (2) Gallup-conducted survey completed Apr. 2022; first conducted in 2014 (3) Annual Report filed 4/26/22 (4) Last ISS Governance data profile update:3/28/22; Last ISS E&S data profile update: 9/10/21 (5) Sustainalytics Scores updated through 7/11/22. Reporting peer group is: ABCB, BANF, CUBI, EFSC, FFBC, FIBK, FRME, GBCI, HOMB, HTLF, ONB, PRK, RNST, SFBS, SFNC, STBA, TRMK, WSBC

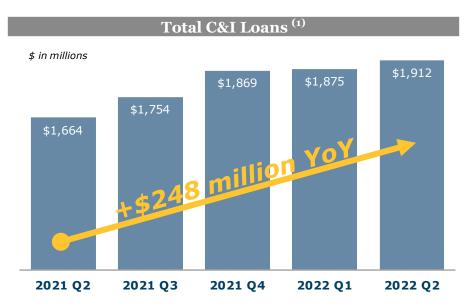
# APPENDIX



# **High Quality Loan Portfolio: C&I**



- 25.4% of total loan portfolio (ex-PPP loans)
- Diversified portfolio results in low levels of concentrated exposure
  - Top concentration in one industry (manufacturing) is 17% of C&I loans, or 4% of total loans
- Only 2.4% of C&I loans are classified
  - Manufacturing classified balances are primarily one credit (\$16 million outstanding) in the Transportation subsector that is experiencing persistent pandemic impacts; relationship was downgraded from special mention to classified during 2Q22
- YoY growth of C&I loans (ex-PPP) of \$248 million



C&I Loans by S	Sector (ex-P	PPP)	
\$ in thousands	6/30/22 Balances	% of Total Loans	6/30/22 Classified
NAICS Sector	(ex-PPP)	(ex-PPP)	Balances
Manufacturing	\$317,053	4.2%	\$20,432
Finance and Insurance	\$236,655	3.2%	\$0
Real Estate Rental & Leasing	\$199,694	2.7%	\$1,259
Wholesale Trade	\$191,301	2.6%	\$452
Construction	\$186,680	2.5%	\$2,173
Educational Services	\$166,645	2.2%	\$0
Health Care and Social Assistance	\$107,034	1.4%	\$7,031
Agriculture, Forestry, Fishing/Hunting	\$91,924	1.2%	\$1,496
Public Administration	\$75,863	1.0%	\$0
Food Services and Drinking Places	\$73,349	1.0%	\$841
Retail Trade	\$64,826	0.9%	\$4,261
Other Services (except Public Admin)	\$44,834	0.6%	\$75
Transportation	\$43,370	0.6%	\$202
Professional, Scientific, & Tech Svcs	\$41,743	0.6%	\$4,015
Arts, Entertainment, and Recreation	\$30,073	0.4%	\$2,143
Administrative and Support Services	\$15,379	0.2%	\$863
Mining, Quarrying, Oil/Gas Extraction	\$7,305	0.1%	\$0
Waste Management Services	\$6,826	0.1%	\$0
Information	\$2,608	0.0%	\$0
Management of Cos. & Enterprises	\$1,125	0.0%	\$0
Utilities	\$819	0.0%	\$0
Grand Total	\$1,905,106	25.4%	\$45,243

(1) Ex-PPP loan totals include purchase accounting, FASB, overdrafts, etc. (2) Difference in C&I balances from chart on left primarily attributable to one large technical overdraft that was subsequently cleared on July 1

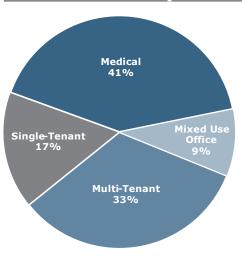
# **High Quality Loan Portfolio: CRE**



### **Owner Occupied CRE Loans by Property Type**

\$ in thousands	6/30/22	% of Total Loans	6/30/22 Classified
Property Type	Balances	(ex-PPP)	Balances
Industrial/Warehouse	\$327,883	4.4%	\$2,235
Office	\$258,002	3.4%	\$488
Specialty	\$238,333	3.2%	\$2,401
Retail	\$62,223	0.8%	\$2,283
Restaurant	\$54,128	0.7%	\$1,632
Nursing Homes	\$1,493	0.0%	\$0
Health Care	\$1,050	0.0%	\$0
Hotel	\$617	0.0%	\$0
Apartments	\$445	0.0%	\$0
Other	\$185	0.0%	\$0
Student Housing	\$106	0.0%	\$0
<b>Grand Total</b>	\$944,465	12.6%	\$9,039

### Office Composition by Type – Q2 2022



- 41% of balances are Medical Office, a segment minimally impacted by work-fromhome trends
- 63.3% Weighted Avg. LTV for total Office portfolio
- 0.1% of Office balances are risk-rated classified
- 36% of Office are owneroccupied properties underwritten to operating cash flow

### Investor Owned CRE Loans by Property Type (1)

\$ in thousands	6/30/22	% of Total Loans	6/30/22 Classified
Property Type	Balances	(ex-PPP)	Balances
Apartments	\$511,040	6.8%	\$857
Office	\$467,885	6.2%	\$546
Retail	\$432,350	5.8%	\$1,151
Industrial/Warehouse	\$292,181	3.9%	\$115
Student Housing	\$273,790	3.7%	\$0
Hotel	\$213,236	2.8%	\$505
Senior Housing	\$177,538	2.4%	\$0
LAD	\$131,163	1.8%	\$2,400
Specialty	\$83,151	1.1%	\$39
Nursing Homes	\$60,756	0.8%	\$34,864
Restaurant	\$28,774	0.4%	\$0
1-4 Family	\$22,735	0.3%	\$0
Health Care	\$20,000	0.3%	\$0
Continuing Care Facilities	\$14,339	0.2%	\$0
Other	\$1,003	0.0%	\$0
Grand Total	\$2,729,941	36.4%	\$40,477

### Total CRE: CRE-I and OOCRE Portfolio

- Only 1.3% of total CRE loans and 1.5% of CRE-I loans are classified
- Low levels of concentrated exposure
  - Office top concentration at 20% of total CRE portfolio
  - Apartments & Student Housing represents 29% of CRE-I
    - 60.7% WAvg LTV & 61.4% long-term customers (4+ yrs)
- Nursing Home portfolio has been a primary focus of ongoing monitoring activities since onset of pandemic
  - Customers experienced significant occupancy declines (62.4% avg occupancy of portfolio as of YE 2021) & have been slow to recover
  - Illinois law boosting funding by \$700 million annually for Medicaidfunded nursing homes went into effect on 7/1/22; will provide new support for Illinois-based customers

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



# 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							Six Months Ended			
	,		June 30, 2022		March 31, 2022		June 30, 2021		June 30, 2022		June 30, 2021	
PRE-PROVISION NET REVENUE												
Net interest income		\$	75,928	\$	70,056	\$	64,542	\$	145,984	\$	129,435	
Total noninterest income			31,019		35,772		33,011		66,791		64,456	
Net security (gains) losses			1,714		614		(898)		2,328		(2,539)	
Total noninterest expense			(69,092)		(70,376)		(62,625)		(139,468)		(117,124)	
Pre-provision net revenue			39,569		36,066		34,030		75,635		74,228	
Non-GAAP adjustments:												
Acquisition and other restructuring expenses			303		835		2,713		1,138		3,033	
Provision for unfunded commitments			(267)		1,112		(496)		845		(90)	
Amortization of New Markets Tax Credit			1,662		1,341		1,239		3,003		3,068	
Adjusted pre-provision net revenue		\$	41,267	\$	39,354	\$	37,486	\$	80,621	\$	80,239	
Pre-provision net revenue, annualized	[a]	\$	158,711	\$	146,268	\$	136,494	\$	152,524	\$	149,686	
Adjusted pre-provision net revenue, annualized	[b]		165,521		159,602		150,356		162,578		161,808	
Average total assets	[c]		12,452,070		12,660,939		11,398,655		12,555,928		10,998,672	
Reported: Pre-provision net revenue to average assets 1	[a÷c]		1.27 %	6	1.16 %	6	1.20 %	0	1.21 %	6	1.36 %	
Adjusted: Pre-provision net revenue to average assets 1	[b÷c]		1.33 %	6	1.26 %	0	1.32 %	0	1.29 %	0	1.47 %	

<sup>&</sup>lt;sup>1</sup> Annualized measure.



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

(dollars in thousands, except per share amounts)

				Thre	Months Ended			Six Months Ended					
			June 30, 2022		March 31, 2022		June 30, 2021		June 30, 2022		June 30, 2021		
NET INCOME ADJUSTED FOR NON-OPERATING ITEMS	f-1		00.004		00.400		00.700		50,000		67.500		
Net income	[a]	\$	29,824	\$	28,439	\$	29,766	\$	58,263	\$	67,582		
Non-GAAP adjustments: Acquisition expenses:													
Salaries, wages, and employee benefits			_		587		1,125		587		1,125		
Data processing					214		368		214		375		
Professional fees, occupancy, and other			204		34		1,220		238		1,533		
Other restructuring expenses:			204		04		1,220		200		1,000		
Lease or fixed asset impairment			99		_		_		99		_		
Professional fees, occupancy, and other			_		_		_		_		_		
MSR valuation impairment			_		_		_		_		_		
Related tax benefit			(46)		(170)		(558)		(216)		(629)		
Adjusted net income	[b]	\$	30,081	\$	29,104	\$	31,921	\$	59,185	\$	69,986		
	[-]	<u>~</u>		<u> </u>	==,	<u> </u>		<u> </u>	33,133	<u> </u>			
DILUTED EARNINGS PER SHARE													
Dilutive average common shares outstanding	[c]		56,104,017		56,194,946		55,730,883		56,149,466		55,384,942		
Reported: Diluted earnings per share	[a÷c]	\$	0.53	\$	0.51	\$	0.53	\$	1.04	\$	1.22		
Adjusted: Diluted earnings per share	[b÷c]	\$	0.54	\$	0.52	\$	0.57	\$	1.05	\$	1.26		
,	[5 0]	Ť		Ť		Ť		Ť		Ť			
RETURN ON AVERAGE ASSETS													
Net income, annualized	[d]	\$	119,624	\$	115,336	\$	119,391	\$	117,492	\$	136,284		
Adjusted net income, annualized	[e]		120,655		118,033		128,035		119,351		141,132		
Average total assets	[f]		12,452,070		12,660,939		11,398,655		12,555,928		10,998,672		
Reported: Return on average assets <sup>1</sup>	[d÷f]		0.96 %	6	0.91 %	,	1.05 %	,	0.94 %		1.24		
Adjusted: Return on average assets <sup>1</sup>	[e÷f]		0.97 %	6	0.93 %	, D	1.12 %	, D	0.95 %		1.28		
	` '												
RETURN ON AVERAGE TANGIBLE COMMON EQUITY													
Average common equity		\$	1,197,052	\$	1,281,535	\$	1,342,771	\$	1,239,060	\$	1,309,418		
Average goodwill and other intangible assets, net			(371,890)		(374,811)		(368,709)		(373,342)		(365,718)		
Average tangible common equity	[g]	\$	825,162	\$	906,724	\$	974,062	\$	865,718	\$	943,700		
	[4 - 4]		44.50.0	,	12.72 %		12.26 %		13.57 %		14.44		
Reported: Return on average tangible common equity <sup>1</sup>	[d÷g]		14.50 %	0	12.72 70	0	12.20 /	0	13.37 /0		17.77		

<sup>&</sup>lt;sup>1</sup> Annualized measure.



### Adjusted Net Interest Margin

(dollars in thousands)

		 1	Months Ende	Six Months Ended						
		June 30, 2022		March 31, 2022		June 30, 2021		June 30, 2022		June 30, 2021
Net interest income		\$ 75,928	\$	70,056	\$	64,542	\$	145,984	\$	129,435
Non-GAAP adjustments:										
Tax-equivalent adjustment		 546		546		579		1,092		1,180
Tax-equivalent net interest income		76,474	-	70,602		65,121		147,076		130,615
Purchase accounting accretion related to business combinations		 (599)		(1,159)		(1,726)		(1,758)		(3,883)
Adjusted net interest income		\$ 75,875	\$	69,443	\$	63,395	\$	145,318	\$	126,732
						_				
Tax-equivalent net interest income, annualized	[a]	\$ 306,736	\$	286,330	\$	261,200	\$	296,590	\$	263,395
Adjusted net interest income, annualized	[b]	304,334		281,630		254,277		293,045		255,565
Average interest-earning assets	[c]	11,453,198		11,703,947		10,448,417		11,577,879		10,102,278
Reported: Net interest margin <sup>1</sup>	[a÷c]	2.68 %		2.45 %	)	2.50 %		2.56 %	)	2.61 %
Adjusted: Net interest margin <sup>1</sup>	[b÷c]	2.66 %		2.41 %	)	2.43 %		2.53 %	)	2.53 %

<sup>&</sup>lt;sup>1</sup> Annualized measure.



# Adjusted Noninterest Expense, Adjusted Core Expense, Efficiency Ratio, Adjusted Efficiency Ratio, and Adjusted Core Efficiency Ratio (dollars in thousands)

				Three	Months Ended				Six Months Ended			
		June 30, 2022			March 31, 2022	June 30, 2021		June 30, 2022			June 30, 2021	
Net interest income		\$	75,928	\$	70,056	\$	64,542	\$	145,984	\$	129,435	
Non-GAAP adjustments:												
Tax-equivalent adjustment			546		546		579		1,092		1,180	
Tax-equivalent net interest income			76,474		70,602	_	65,121	_	147,076	_	130,615	
Total noninterest income			31,019		35,772		33,011		66,791		64,456	
Non-GAAP adjustments:												
Net security (gains) losses			1,714		614		(898)		2,328		(2,539)	
Noninterest income excluding net securities gains and losses			32,733		36,386		32,113		69,119		61,917	
Tax-equivalent net interest income plus noninterest income excluding net securities gains losses	and [a]	\$	109,207	<u>\$</u>	106,988	<u>\$</u>	97,234	<u>\$</u>	216,195	<u>\$</u>	192,532	
Total noninterest expense		\$	69,092	\$	70,376	\$	62,625	\$	139,468	\$	117,124	
Non-GAAP adjustments:												
Amortization of intangible assets	[b]		(2,951)		(3,011)		(2,650)		(5,962)		(5,051)	
Non-interest expense excluding amortization of intangible assets	[c]		66,141		67,365		59,975		133,506		112,073	
Non-operating adjustments:												
Salaries, wages, and employee benefits			_		(587)		(1,125)		(587)		(1,125)	
Data processing			_		(214)		(368)		(214)		(375)	
Impairment, professional fees, occupancy, and other			(303)		(34)		(1,220)		(337)		(1,533)	
Adjusted noninterest expense	[d]		65,838		66,530		57,262		132,368		109,040	
Provision for unfunded commitments			267		(1,112)		496		(845)		90	
Amortization of New Markets Tax Credit			(1,662)		(1,341)		(1,239)		(3,003)		(3,068)	
Adjusted core expense	[e]	\$	64,443	\$	64,077	<u>\$</u>	56,519	<u>\$</u>	128,520	\$	106,062	
Noninterest expense, excluding non-operating adjustments	[d-b]	\$	68,789	\$	69,541	\$	59,912	\$	138,330	\$	114,091	
Reported: Efficiency ratio	[c÷a]		60.56 %		62.97 %		61.68 %		61.75 %		58.21 %	
Adjusted: Efficiency ratio	[d÷a]		60.29 %		62.18 %		58.89 %	1	61.23 %		56.63 %	
Adjusted: Core efficiency ratio	[e÷a]		59.01 %		59.89 %		58.13 %	)	59.45 %		55.09 %	



### Tangible Common Equity and Tangible Common Equity to Tangible Assets

(dollars in thousands)

		As of										
		Ju		March 31, 2022		December 31, 2021		September 30, 2021			June 30, 2021	
Total assets		\$	12,356,433	\$	12,567,509	\$	12,859,689	\$	12,899,330	\$	12,415,449	
Non-GAAP adjustments:												
Goodwill and other intangible assets, net			(369,962)		(372,913)		(375,924)		(378,891)		(381,795)	
Tax effect of other intangible assets 1			9,905		10,456		16,254		17,115		17,997	
Tangible assets	[a]	\$	11,996,376	\$	12,205,052	\$	12,500,019	\$	12,537,554	\$	12,051,651	
Total stockholders' equity		\$	1,161,957	\$	1,218,025	\$	1,319,112	\$	1,333,076	\$	1,345,691	
Non-GAAP adjustments:												
Goodwill and other intangible assets, net			(369,962)		(372,913)		(375,924)		(378,891)		(381,795)	
Tax effect of other intangible assets 1			9,905		10,456		16,254		17,115		17,997	
Tangible common equity	[b]	\$	801,900	\$	855,568	\$	959,442	\$	971,300	\$	981,893	
Tangible common equity to tangible assets <sup>2</sup>	[b÷a]		6.68 %	0	7.01 %	6	7.68 %	0	7.75 9	%	8.15 %	

<sup>&</sup>lt;sup>1</sup> Net of estimated deferred tax liability.

### Tangible Book Value Per Common Share

(dollars in thousands, except per share amounts)

			As of											
		June 30, 2022		March 31, 2022		December 31, 2021		September 30, 2021			June 30, 2021			
Total stockholders' equity		\$	1,161,957	\$	1,218,025	\$	1,319,112	\$	1,333,076	\$	1,345,691			
Goodwill and other intangible assets, net Tangible book value	[a]	\$	(369,962) 791,995	\$	(372,913) 845,112	\$	(375,924) 943,188	\$	(378,891) 954,185	\$	(381,795) 963,896			
Ending number of common shares outstanding	[b]		55,335,703		55,278,785		55,434,910		55,826,984		56,330,616			
Tangible book value per common share	[a÷b]	\$	14.31	\$	15.29	\$	17.01	\$	17.09	\$	17.11			

<sup>&</sup>lt;sup>2</sup> Tax-effected measure.



# 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									
		June 30, 2022		March 31, 2022	D	ecember 31, 2021	Se	eptember 30, 2021		June 30, 2021	
Portfolio loans	[a]	\$ 7,497,778	\$	7,272,873	\$	7,188,998	\$	7,150,635	\$	7,185,650	
Non-GAAP adjustments:											
PPP Loans amortized cost		 (7,616)		(31,769)		(74,958)		(178,231)		(390,395)	
Core loans	[b]	\$ 7,490,162	\$	7,241,104	\$	7,114,040	\$	6,972,404	\$	6,795,255	
Total deposits	[c]	\$ 10,397,228	\$	10,591,836	\$	10,768,577	\$	10,817,867	\$	10,337,117	
Non-GAAP adjustments:											
Brokered transaction accounts		(2,002)		(2,002)		(2,248)		(2,002)		(2,002)	
Time deposits of \$250,000 or more		 (117,957)		(139,245)		(137,449)		(156,419)		(129,187)	
Core deposits	[d]	\$ 10,277,269	\$	10,450,589	\$	10,628,880	\$	10,659,446	\$	10,205,928	
RATIOS											
Core loans to portfolio loans	[b÷a]	99.90 %	, 0	99.56 %	6	98.96 %	0	97.51 %	6	94.57 %	
Core deposits to total deposits	[d÷c]	98.85 %	0	98.67 %	6	98.70 %	0	98.54 %	6	98.73 %	
Core loans to core deposits	[b÷d]	72.88 %	0	69.29 %	6	66.93 %	0	65.41 %	6	66.53 %	