# FINANCIAL PRESENTATION June 30, 2014



a relationship driven organization\*



#### FORWARD-LOOKING STATEMENTS

This presentation contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934. These statements include, but are not limited to, descriptions of the financial condition, results of operations, asset and credit quality trends, profitability, projected earnings, future plans, strategies and expectations of QCR Holdings Inc. (the "Company"). The Company intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and is including this statement for purposes of complying with those safe harbor provisions. Forward-looking statements, which are based on certain assumptions of the Company, are generally identifiable by use of the words "believe," "expect." "intend." "anticipate," "estimate," "project," "seek," "target," "potential," "focus," "may," "could," "should" or similar expressions. These forward-looking statements express management's current expectations or forecasts of future events, and by their nature, are subject to risks and uncertainties. Therefore, there are a number of factors that might cause actual results to differ materially from those in such statements. Factors that might cause such a difference include, but are not limited to: (i) the effects of future economic, business and market conditions and changes, domestic and foreign, including seasonality; (ii) governmental monetary and fiscal policies; (iii) legislative and regulatory changes, including changes in banking, securities and tax laws and regulations such as the recently enacted Dodd-Frank Wall Street Reform and Consumer Protection Act and the recently adopted Basel III regulatory capital reforms and their application by the Company's regulators, and changes in the scope and cost of Federal Deposit Insurance Corporation insurance and other coverages; (iv) changes in accounting policies, rules and practices; (v) the risks of changes in interest rates on the levels, composition and costs of deposits, loan demand, and the values and liquidity of loan collateral, securities, and other interest sensitive assets and liabilities; (vi) the failure of assumptions and estimates underlying the establishment of reserves for possible loan losses and other estimates; (vii) changes in borrowers' credit risks and payment behaviors; (viii) changes in the availability and cost of credit and capital in the financial markets;



#### **FORWARD-LOOKING STATEMENTS - Continued**

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#### **NON-GAAP FINANCIAL MEASURES**

These slides contain non-GAAP financial measures. For purposes of Regulation G, a non-GAAP financial measure is a numerical measure of the registrant's historical or future financial performance, financial position or cash flows that excludes amounts, or is subject to adjustments that have the effect of excluding amounts, that are included in the most directly comparable measure calculated and presented in accordance with GAAP in the statement of income, balance sheet or statement of cash flows (or equivalent statements) of the issuer; or includes amounts, or is subject to adjustments that have the effect of including amounts, that are excluded from the most directly comparable measure so calculated and presented. In this regard, GAAP refers to generally accepted accounting principles in the United States. Pursuant to the requirement of Regulation G, QCR Holdings, Inc. has provided reconciliations within the slides, as necessary, of the non-GAAP financial measure to the most directly comparable GAAP financial measure.



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#### **Investment Rationale**

- \$2.46B asset bank holding company with critical mass in attractive and target rich markets in lowa (80%) and Illinois (20%)
  - Top 3 bank with 11% market share in the Quad Cities, Iowa/Illinois and Top 4 in Cedar Rapids, Iowa with 8% share
  - Quad Cities is the International Headquarters for John Deere, major hub for Alcoa and houses Rock Island Arsenal, the largest government owned weapons manufacturing arsenal in the U.S.
  - Cedar Rapids is the International Headquarters for Rockwell Collins and U.S. Headquarters for Aegon
- Differentiated business model with 3 charters allowing banks to customize solutions by market
- · Additional products and services in correspondent banking, wealth management, and leasing
  - Correspondent banking veteran correspondent banking team with depth of product offerings
  - Wealth management division with \$1.64B in trust accounts and \$662MM in brokerage accounts that is gaining market share as bigger banks go up-market
  - Commercial leasing business with \$161.7MM of leases and \$3.8MM pre-tax net income (annualized)
- Strong asset quality with NPA's / Assets of 1.27%
- Significant opportunity for market share gains and consolidation
- Trading at 1.1x TBV, 9.3x Q2 2014 LTM earnings versus peers trading at 1.5x TBV, 13.5x 2014E earnings\*

<sup>\*</sup> Pricing as of August 13, 2014

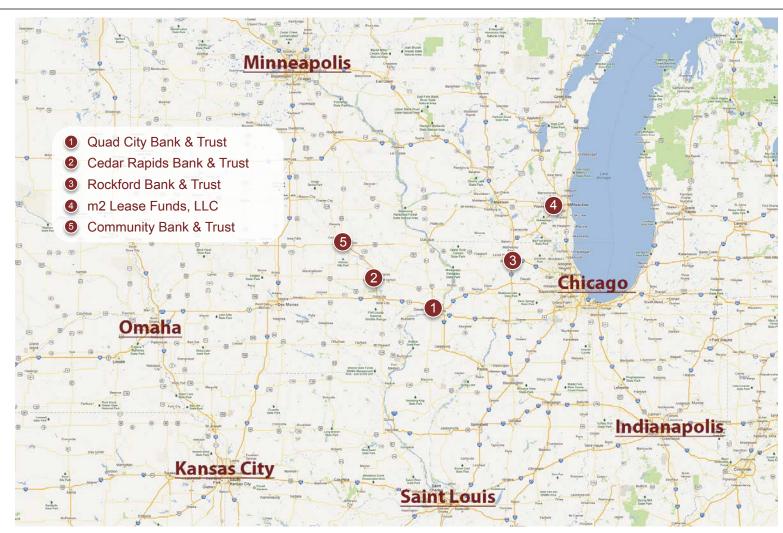


# **History of QCR Holdings, Inc.**

1993	Founded by Mike Bauer and Doug Hultquist - \$14 Million IPO	Assets as of June 30, 2014  * De Novo
1994	Quad City Bank & Trust* – Currently \$1.28 Billion in Assets	20.1010
1995	Quad City Bancard Formed	
2001	Cedar Rapids Bank & Trust* – Currently \$826 Million in Assets (includes Community Bank & Trust b	pranches)
2005	Rockford Bank & Trust* – Currently \$351 Million in Assets	
2005	Quad City Bank & Trust acquires 80% ownership of m2 Lease Funds, LLC	
2007	First Wisconsin Bank & Trust* – Milwaukee, WI	
2008	Quad City Bancard sells Merchant Acquiring Business	
2008	Sale of First Wisconsin Bank & Trust – Milwaukee, WI	
2012	Quad City Bank & Trust acquires remaining 20% ownership of m2 Lease Funds, LLC - Currently \$16	2 Million in Assets
2013	Quad City Bank & Trust Sells its credit card portfolio & servicing to Fifth Third Bank – January 31, 2	013
2013	QCR Holdings acquires Community National Bancorporation and Community National Bank (CNB)	on May 13, 2013
2013	Community National Bank merges with Cedar Rapids Bank & Trust on October 26, 2013 and begins of division of Cedar Rapids Bank & Trust under the name Community Bank & Trust. (QCR Holdings sell branches of CNB to Clear Lake Bank & Trust on October 4, 2013 and Austin, MN branches of CNB to Eastwood Bank on October 11, 2013.) (Assets included with Cedar Rapids Bank & Trust – above)	ls Mason City, IA



# **Our Geography**





# **Corporate Overview**

### QCR Holdings, Inc. - Founded in 1993 Headquartered in Moline, IL

SYMBOL - QCRH

\$2.46 Billion in Assets

\$1.55 Billion in Loans

\$1.68 Billion in Deposits

#### 13 Facilities

Quad City Bank & Trust (5) Cedar Rapids Bank & Trust (2) Rockford Bank & Trust (2) m2 Lease Funds LLC (1) Community Bank & Trust (3)

#### **Shares Outstanding:**

7.9 Million

#### Ownership:

Company Benefit Plans 7.9% Institutional & Mutual Funds 18.7% Insiders 13.7%



<sup>\*</sup> Data as of June 30, 2014



# Top 25 MSAs / Iowa and Illinois

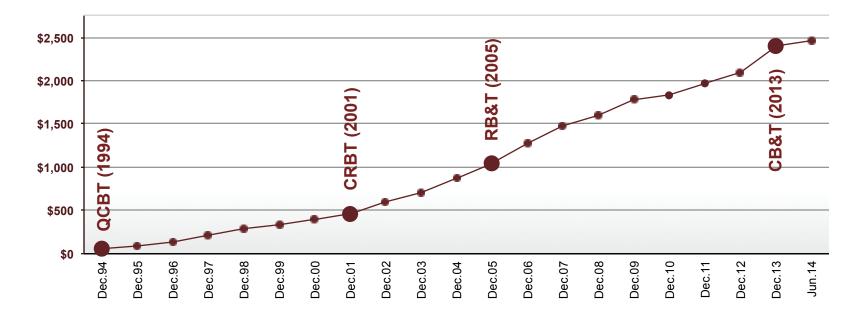
MSA	Deposits (\$ M )	Number of Institutions	Number of Branches	Total Population	Projected Population Growth	Median Household Income	Projected Median HHI Growth
Chicago-Naperville-Elgin, IL-IN-WI	327,667	223	3,014	9,557,430	1.13 %	\$ 57,972	0.84 %
Saint Louis, MO-IL	64,402	134	915	2,798,724	0.57	52,875	4.33
Omaha-Council Bluffs, NE-IA	25,868	74	338	898,194	4.30	57,701	7.67
Des Moines-West Des Moines, IA	12,553	49	226	601,313	5.36	60,808	6.87
Davenport-Moline-Rock Island, IA-IL	7,718	39	151	384,442	1.49	48,265	3.31
Peoria, IL	6,720	41	160	381,216	0.68	51,587	4.41
Rockford, IL	6,069	25	100	343,245	(1.72)	45,387	(0.59)
Cedar Rapids, IA	5,289	39	106	263,528	2.39	58,861	9.90
Champaign-Urbana, IL	4,989	36	104	234,836	1.32	43,774	1.86
Springfield, IL	4,923	29	91	212,720	1.18	55,026	9.39
Sioux City, IA-NE-SD	3,788	36	90	168,931	0.78	49,475	9.38
Ottawa-Peru, IL	3,688	33	84	151,836	(1.91)	51,643	7.14
Iowa City, IA	3,202	22	60	162,166	6.13	54,223	7.35
Bloomington, IL	3,116	34	67	190,549	2.46	60,126	8.41
Waterloo-Cedar Falls, IA	2,960	23	71	169,354	1.44	48,361	10.92
Dubuque, IA	2,444	10	42	96,025	2.92	52,987	10.31
Ames, IA	2,075	19	38	91,863	2.74	48,289	7.19
Carbondale-Marion, IL	2,000	21	66	126,571	-	39,537	9.11
Quincy, IL-MO	1,914	21	44	77,316	0.07	41,640	(0.50)
Kankakee, IL	1,879	18	42	112,465	(0.91)	46,854	2.44
Paducah, KY-IL	1,869	15	44	98,124	(0.37)	43,594	6.73
Decatur, IL	1,834	15	41	109,470	(1.16)	47,442	13.77
Cape Girardeau, MO-IL	1,799	17	48	97,374	1.33	42,605	4.59
Effingham, IL	1,502	11	21	34,427	0.71	54,815	10.46
Fort Madison-Keokuk, IA-IL-MO	1,497	20	50	61,086	(1.20)	44,000	5.62
High	327,667	223	3,014	9,557,430	6.13 %	\$ 60,808	13.77 %
Low	1,497	10	21	34,427	-	\$ 39,537	0.84
Medium	3,202	25	71	168,931	1.33	\$ 49,475	7.19

Source: SNL Financial. Deposit data as of June 30, 2013. Growth rates for the period 2014 - 2019.



### **Total Consolidated Assets**







# **Consolidated Balance Sheet 2009-2014**

#### As of December 31,

	2009		2010		2011		2012		2013		As of June 30, 2014	
					(in thousands)							
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
Cash, federal funds sold, and interest-bearing deposits	\$71,806	4%	\$143,737	8%	\$100,673	5%	\$110,488	5%	\$114,431	5%	\$113,569	5%
Securities	\$370,520	21%	\$424,847	23%	\$565,229	29%	\$602,239	29%	\$697,210	29%	\$682,122	28%
Net loans/leases	\$1,221,815	69%	\$1,152,174	63%	\$1,181,956	60%	\$1,267,462	61%	\$1,438,832	60%	\$1,526,301	62%
Other assets	\$115,505	6%	\$115,877	6%	\$118,752	6%	\$113,541	5%	\$144,480	6%	\$142,847	5%
TOTAL ASSETS	\$1,779,646	100%	\$1,836,635	100%	\$1,966,610	100%	\$2,093,730	100%	\$2,394,953	100%	\$2,464,839	100%
Noninterest-bearing deposits	\$207,844	12%	\$276,827	15%	\$357,184	18%	\$450,660	22%	\$542,566	22%	\$531,063	22%
Interest-bearing deposits	\$881,479	50%	\$837,989	46%	\$848,274	43%	\$923,454	44%	\$1,104,425	46%	\$1,146,305	46%
Total borrowings	\$542,895	31%	\$566,059	31%	\$590,603	30%	\$547,758	26%	\$563,381	24%	\$619,031	25%
Other liabilities	\$21,833	1%	\$23,189	1%	\$26,116	1%	\$31,424	2%	\$37,004	2%	\$33,797	1%
Total stockholders' equity	\$125,595	7%	\$132,571	7%	\$144,433	7%	\$140,434	7%	\$147,577	6%	\$134,643	6%
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$1,779,646	100%	\$1,836,635	100%	\$1,966,610	100%	\$2,093,730	100%	\$2,394,953	100%	\$2,464,839	100%



# **Summary of Financial Results 2009-2014**

	2009	2010	2011	2012	2013	<b>2014</b> Q2 YTD
	(in thousands)					
Net interest income	\$50,662	\$49,864	\$54,145	\$57,649	\$64,105	\$33,815
Non-interest income	15,547	15,406	17,462	16,621	25,814 *	10,091
Non-interest expense	(46,937)	(48,549)	(50,993)	(52,259)	(64,433)**	(32,247)
Pre-tax pre-provision	19,272	16,721	20,614	22,011	25,486	11,659
Provision expense	(16,976)	(7,464)	(6,616)	(4,371)	(5,930)	(2,096)
Income before taxes	2,296	9,257	13,998	17,640	19,556	9,563
Income taxes	(247)	(2,449)	(3,868)	(4,534)	(4,618)	(1,666)
Net income	2,049	6,808	10,130	13,106	14,938	7,897
Less: net income attributable to non-controlling interests	277	221	438	488	-	-
Net income attributable to QCR Holdings, Inc.	1,772	6,587	9,692	12,618	14,938	7,897
Less: preferred dividends	(3,844)	(4,128)	(5,284)	(3,496)	(3,168)	(1,082)
Net income attributable to QCR Holdings, Inc. common stockholders	\$(2,072)	\$2,459	\$4,408	\$9,122	\$11,770	\$6,815
Diluted Earnings Per Share (after preferred dividends)	\$(0.46)	\$0.53	\$0.92	\$1.85	\$2.08	\$0.85

<sup>\*</sup> Includes bargain purchase gain on CNB acquisition of \$1.8 million and gains on CNB branch sales of \$2.3 million

<sup>\*\*</sup> Includes acquisition and data conversion costs related to CNB acquisition of \$2.3 million



## **Community National Bank (CNB) Transaction**

Community National Bank Founded in 1997 Headquartered in Waterloo, IA

Acquired by QCRH May 13,2013



- \$ 277 Million in assets
- \$ 246 Million in deposits
- \$ 191 Million in loans
- 8 Facilities

Waterloo, IA (2) Cedar Falls, IA (2) Mason City, IA (2) Austin, MN (2)

**Shares Outstanding:** 2.09 Million

# Resulting Proforma Cedar Rapids Bank & Trust



#### Community National Bank Q4 2013

- Sale of Mason City Branches (\$23MM loans/\$55MM deposits)
- Sale of Austin Branches (\$32MM loans/\$36MM deposits)
  - Merger of Charter into Cedar Rapids Bank & Trust



- \$826 Million in assets
- \$ 593 Million in deposits
- \$ 569 Million in loans
- **5 Facilities**

Cedar Rapids, IA (2) Waterloo, IA (2) Cedar Falls, IA (1)

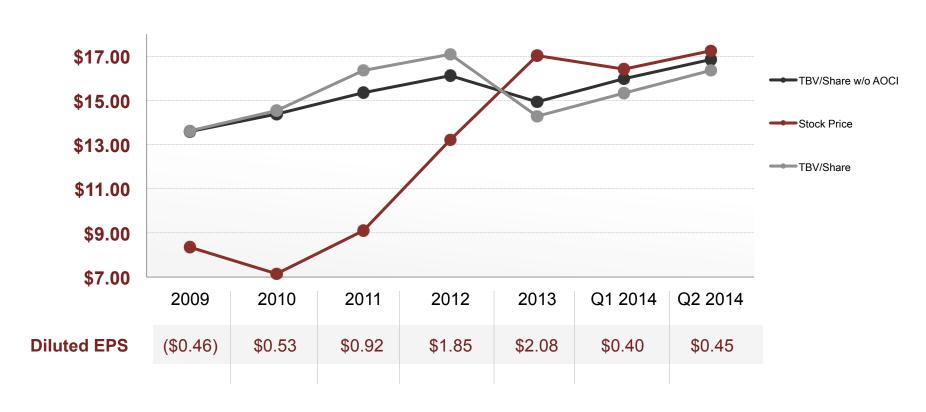
Community National Bank "brand" continues as:





# **Stock Metrics**

2009 - Q2 2014





# Focus Areas for Improving Shareholder Value

- 1. Grow loans / leases
- 2. Continue to improve our Net Interest Margin
- 3. Maximize gains on SBA/USDA loan sales
- 4. Grow Wealth Management income
- 5. Drive down efficiency ratio as we work to achieve a 1% ROAA
- 6. Continue to grow TCE organically, with a target of 6.5%
- 7. Continue to identify and cultivate accretive M&A opportunities
- 8. Continue to expand our Investor Relations plans
- 9. Attract additional institutional investors
- 10. Improve liquidity in our stock



# **History of Capital Raises**

Oct 1993	IPO of \$14M in Common Stock at \$10 per share (split adjusted = \$4.44 per share today).
Dec 1996	Private Placement of \$1M in Preferred Stock at 9.75%
Dec 1997	Private Placement of \$1.5M in Preferred Stock at 9.75%
Nov 1998	3 for 2 Common Stock Split
Jun 1999	Private Placement of \$12M in Trust Preferred Securities at 9.20% (redemption of \$2.5M in Preferred Stock)
Sep 2001	Private Placement of \$5M in Common Stock at \$11 per share (split adjusted = \$7.33 per share today).
Feb 2004	Pooled Trust Preferred (\$12M fixed at 6.93%, now floating at at Libor + 2.85%; \$8M floating at Libor + 2.85%) (Redemption of \$12M at 9.20% TRUPS)
May 2004	3 for 2 Common Stock Split
Dec 2004	Private Placement of \$5M in Common Stock at \$19.50 per share.
May 2005	Pooled Trust Preferred \$5M floating at Libor + 1.80%
Feb 2006	Pooled Trust Preferred \$10M fixed at 6.62%, now floating at Libor + 1.55%
Nov 2006	Private Placement of \$13.4M in Preferred Stock at 8.00% (Series B)
Dec 2007	Private Placement of \$7.5M in Preferred Stock at 9.50% (Series C)
Feb 2009	Treasury Capital Purchase Plan (TCPP) - \$38.2M in Preferred Stock at 5% - 521,888 common stock warrants at \$10.99
Mar 2010	Private Placement of \$2.7M in Subordinated Debt at 6% - 54,000 common stock warrants at \$10.00
Jun 2010	Private Placement of \$25M in Preferred Stock at 7% (Series E) (redemption of \$20.9M in Series B and Series C Preferred Stock)
Sep 2011	Small Business Lending Fund (SBLF) - \$40.1M in Preferred Stock at 5% (redemption of \$38.2M in TCPP Preferred Stock)
Nov 2011	Buy back of 521,888 TCPP Warrants at a cost of \$1.1M
Jun 2012	Partial Redemption of SBLF Preferred Stock (\$10.2M)
May 2013	Issue 834,715 shares of Common Stock for acquisition of CNB
Mar 2014	Partial Redemption of SBLF Preferred Stock (\$15M)
Jun 2014	Completed Redemption of SBLF Preferred Stock (\$14.9M)
Jun 2014	Filed Universal Shelf Registration Statement (Form S-3) (\$75M)





- Continue to grow TCE organically, with a target of 6.5%.
- Continue to leverage non-common sources of capital to benefit common shareholders.
- Consider a capital raise for additional accretive acquisition opportunities. (Shelf Registration filed June 2014)
- Our capital plan is consistent with the requirements of the new regulatory capital guidelines (Basel III).



# The Strategic Value of our Separate Charters

- 3 distinct (yet similar) operating charters able to customize solutions by market
- Managed by local veteran bankers, governed by local Board of Directors, local decisions, local solutions, enhanced market specific knowledge
- 3 charters supported by QCRH Group Operations team that delivers operational services in a centralized and efficient manner
- Credit quality better than peers
- Historic deposit growth better than peers
- Historic loan growth better than peers
- Top 5 Deposit market share in Quad Cities and Cedar Rapids
- Top 10 Deposit market share in Rockford and Waterloo/Cedar Falls
- High touch service delivered locally by knowledgeable advisors
- Opportunities in Correspondent Banking, Wealth Management, SBA/USDA lending, and m2 Leasing



# **Key Differentiator: Correspondent Banking**

- Uniquely positioned due to veteran Correspondent bankers on our team.
- Competitively positioned with software, systems and processes.
- Depth of product offerings:
  - Online Cash Management Image Cash Letter System
  - Loan Participations Bank Stock Financing
  - Safekeeping Services Trust and Investment Services
  - Credit Card Services Fed Funds Lines
- Favorably positioned with market opportunities in Illinois, Iowa and Wisconsin.
- 163 relationships to date with Total Deposits of \$258MM at 6/30/14 (non-interest bearing).
- Key competitors exited the market LaSalle and Bankers Bank of Illinois.
- Total Bank Stock Loans as of 6/30/14 total \$63MM, or 4.1% of total consolidated loans/leases.





- Accounting John Oakes
- Customer Service/Item Processing Kathy Francque
- **Deposit Operations** Beth Easterla and John Rodriguez
- Funds Management John McEvoy
- **Human Resources** Jill DeKeyser and Shellee Showalter
- Information Technology Michael Wyffels and John Rodriguez
- Internal Audit Tim Harding
- Investment Management Rand Westlund
- Loan Operations Pam Goodwin
- Risk Management Shawna Graham



# **Key Differentiator: Wealth Management**

- As of June 30, 2014: Approximately \$1.64 Billion in Trust (and related) accounts and \$662 Million in Brokerage (and related) accounts.
- Competitively positioned due to our veteran team of Wealth Management professionals
- Uniquely positioned with software, systems and processes
- Depth of product offerings:

- Financial Planning - Asset Management

- Trust Services - Estate Planning

- Brokerage and RIA - Insurance

- Family Office - Core Banking and Commercial & Consumer Lending

- Qualified Plans

• Favorably positioned with market opportunities in western Illinois and eastern Iowa – "big banks are going up market"





# SBA Loans Originated for the Fiscal Year Ending 9/30/13

- Quad City Bank & Trust 3rd in the state of Iowa for Iowa chartered banks (dollar volume)
- Cedar Rapids Bank & Trust 1st in the state of Iowa for Iowa chartered banks (dollar volume)
- Rockford Bank & Trust 18th in the state of Illinois (dollar volume)

  8th in the state of Illinois (# of loans)

  Lead bank in Illinois for approved loans to Veteran owned business

# **USDA Lending for Fiscal Year Ending 9/30/13**

- Cedar Rapids Bank & Trust 2<sup>nd</sup> in the state of Iowa (dollar volume)
- Cedar Rapids Bank & Trust 5<sup>th</sup> in the nation (dollar volume)



# **Key Differentiator:** m2 Lease Funds, LLC

- Quad City Bank & Trust acquired 80% ownership August of 2005
- Effective September 2012, Quad City Bank & Trust owns 100% of m2 Lease Funds, LLC.
- Income for m2 has grown at a 20% CAGR since 2006

	Assets (in millions)	Pre-Tax Earnings	Net Charge-offs to Leases
2006	\$ 53.0	\$ 875,651	0.14 %
2007	\$ 68.7	\$ 1,421,142	0.78 %
2008	\$ 79.7	\$ 784,424	0.33 %
2009	\$ 90.6	\$ 855,679	1.34 %
2010	\$ 85.4	\$ 852,741	1.01 %
2011	\$ 98.8	\$ 2,069,470	1.18 %
2012	\$ 109.7	\$ 3,367,182	0.64 %
2013	\$ 136.0	\$ 3,627,414	0.68 %
2014 Q2 YTD	\$ 161.7	\$ 1,900,132	0.07 %

- Key niches with lease specialists located in Iowa, Illinois, Wisconsin, Minnesota, South Carolina, and North Carolina
  - Marine Equipment
- Machinery/Machine Tools
- Office Technology

- Printing

- Telecom

- Bakery

- Health Care

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# Questions



# **Appendix**



## **Quad City Bank & Trust**



#### John H. Anderson, President & CEO

**Assets:** \$1.28 Billion (as of 6/30/14)

Population: 384,442

Market Deposits: \$7.7 Billion

Top 3 bank with 10.7% market share and over \$800 Million in deposits in Davenport-Moline-Rock Island MSA (50% of total deposits)

Finalist 2013 and 2014 – Quad Cities Best Place to Work.

#### **Major Employers**

Rock Island Arsenal
Deere & Company
Genesis Health Systems
HNI Corporation / The Hon Company / Allsteel
Trinity Regional Health Systems
Tyson Fresh Meats

Alcoa Kraft 3M

Excelon

## **Highlights - Quad Cities**

- The Rock Island Arsenal is the largest government-owned military weapons manufacturing arsenal in the United States
- Alcoa (Quad Cities) is the world's premier aerospace supply plant the hub of Alcoa's \$3B aerospace business – \$300MM expansion completed January 2014 creating 150 new jobs
- International Headquarters for Deere & Company
- Genesis Systems Group, one of North America's largest robotic integrators, completed a \$4.6MM expansion in 2014
- Material Control Systems (MATCON) completed a new \$10MM logistics facility and added 150 new jobs
- Ranked 16<sup>th</sup> in the nation for high-tech job growth
- Ranked as a Top 50 Military Friendly Community
- Top 5 Defense & Aerospace Community
- Ranked 15<sup>th</sup> in the nation for manufacturing job growth

#### What They're Saying About the Quad Cities

Quad City Chamber: June 2014

"The Quad Cities offers unparalleled access to major Midwestern and global markets, making it a prime location for logistics, distribution and warehousing companies. With over 37 million people living within a 300 mile radius, businesses have easy and efficient access to a strong network of suppliers and customers."



## **Cedar Rapids Bank & Trust**



#### Larry J. Helling, President & CEO

**Assets:** \$826 Million\* (as of 6/30/14)

Population: 263,528

Market Deposits: \$5.3 Billion

Top 4 bank with 7.9% market share and over \$400 Million in deposits in Cedar Rapids MSA (25% of total deposits)

2014 Finalist - Coolest Place to Work in Cedar Rapids

#### **Major Employers**

Rockwell Collins

Aegon USA

St. Lukes Hospital

Mercy Medical Center

Whirlpool Corporation

Kirkwood Community College

Quaker Food and Snacks

Cedar Rapids Community Schools

Amana Refrigeration

MCI

General Mills

Archer Daniels Midland

#### **Highlights - Cedar Rapids**

- International Headquarters for Rockwell Collins
- U.S. Headquarters for Aegon USA
- Downtown Revitalization Double Tree by Hilton Cedar Rapids Convention Complex \$144MM, 2 year project resulted in 100,000 sq/ft convention center and 267 room Double Tree Hotel
- CRST International constructing 11-story, 113,000 sq/ft, \$37MM world headquarters building in downtown, expected to be completed in Q1 2016
- Other downtown projects: PCI Medical Mall, Mercy Cancer Center, Kingston Commons Condominiums, Public Library, City Hall, Fire Station
- Top city in Iowa for "Liveability" and 29<sup>th</sup> in the country
- Top 10 Healthiest Small Cities (Daily Finance, Feb. 2014)
- Top 10 National Civic League's All American Cities 2014
- The largest corn-processing city in the world.
- The second largest producer of wind energy in the United States
- Top 10 (#6) Best Cities to Move to (MSN Real-estate, January 2014)

#### What They're Saying About Cedar Rapids

Cedar Rapids Metro Economic Alliance: June 2014

"Cedar Rapids is the second largest city in Iowa and is considered an economic hub of the state, located in the core of the Interstate 380 Technology Corridor. Relatively low cost of living expenses and high income levels give residents 10% more purchasing power than other Iowans and 13% more than the average U.S. resident."

<sup>\*</sup> Includes the assets of Community Bank & Trust



#### **Rockford Bank & Trust**



#### Thomas D. Budd, President & CEO

**Assets:** \$351 Million (as of 6/30/14)

Population: 343,245

Market Deposits: \$6.1 Billion

Top 10 bank with 4.0% market share and over \$200 Million in deposits in Rockford MSA (15% of total deposits)

#### **Major Employers**

Rockford Public School District Swedish American Health Systems Chrysler (Belvidere Assembly Plant) Rockford Health Systems Hamilton Sundstrand Wal-Mart Stores Rockford Memorial Hospital OSF St. Anthony Medical Center Winnebago County Woodward, Inc. UPS

#### **Highlights - Rockford**

- AAR (largest aircraft maintenance company in North America, and third largest in the world) will open a new facility at Chicago Rockford Airport generating jobs for 500 people
- Rock Valley College building \$5.1MM aviation maintenance training center to better serve the region's aerospace industry and attract business and jobs to Rockford
- Logistical Operations Hub Current home to large-scale UPS and Con-way Freight, recent ground breaking for FedEx facility generating 150 new jobs
- Downtown revitalization 150 room, \$54MM hotel and convention center developed by Gorman & Co.
- Riverfront sports complex, \$18MM, 115,000 sq/ft to be one of the largest in the Midwest
- Top 10 in the Most Affordable MSA's in America
- Considered Illinois' second largest city
- 6<sup>th</sup> highest concentration of Aerospace production employment in the U.S.
- · Named lead bank in approved loans to Veteran-owned businesses in Illinois
- Top 20 "Best Cities for Manufacturing Jobs"

#### What They're Saying About Rockford

Rockford Chamber of Commerce: June 2014

"Rockford, as part of the greater Chicago region, is part of the third largest multi-modal system in the world and largest in the United States. From the Rockford area, businesses can reach 80% of U.S. households within a 24-hour truck drive. The Rockford Region is within a one hour drive of O'Hare International Airport, one of three truly global airports in the U.S.".



a relationship driven organization<sup>e</sup>

## **Community Bank & Trust**



#### Stacey J. Bentley, President & CEO

**Assets:** \$157 Million\* (as of 6/30/14)

Population: 169,354

Market Deposits: \$3.0 Billion

Top 10 bank with 5.0% market share and over \$140 Million in deposits in Cedar Rapids MSA (9% of total deposits)

#### **Major Employers**

John Deere
Wheaton Franciscan Healthcare
Tyson Fresh Meats
Allen Memorial Hospital
University of Northern Iowa
Target Regional Distribution Center
Area Education Agency 267
Omega Cabinetry Ltd.
CBE Companies, Inc.
Bertch Cabinets

#### **Highlights - Waterloo/Cedar Falls**

- John Deere investing \$40MM in its tractor testing labs, adding 62,000 sq/ft of additional space
- John Deere recently completed \$150MM modernization of John Deere Foundry total investment by Deere in Waterloo in the last decade equals \$1B
- The city of Waterloo provisionally approved for \$12MM in funding for the Techworks Campus Reinvestment District (June 2014). The District projects a capital investment of \$74.1MM to include a John Deere training center and hotel.
- First Gigabit city in Iowa and one of eight in the U.S.
- Cost of living is 11% below the national average
- Waterloo-Cedar Falls is a Blue Zones Demonstration Community
- Community Bank & Trust became the 1<sup>st</sup> lowa bank designated as a Blue Zone Worksite
- The University of Northern Iowa is ranked 2<sup>nd</sup> in the "Best Regional Universities Midwest" category for public universities (US News & World Reports, 2013)

#### What They're Saying About Waterloo-Cedar Falls

Greater Cedar Valley Chamber of Commerce: June 2014

"The Cedar Valley location is perfect if your business needs access to some of the great metropolitan hubs of the Midwest. Within five hours of the Cedar Valley, you can reach ten metro areas including Chicago, St. Louis, Milwaukee, Minneapolis, and Omaha."

<sup>\*</sup> Assets also included in the total for Cedar Rapids Bank & Trust



# **Loan Portfolio Composition**

June 30, 2014

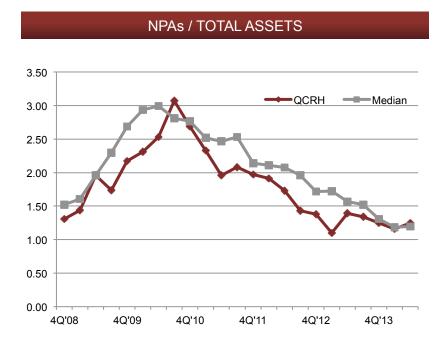
#### IN MILLIONS OF DOLLARS

ТҮРЕ	Dollar Mix	Percent Mix
Commercial & Industrial	\$ 480.5	31 %
Non Owner Occupied Commercial Real Estate	377.7	24
Owner Occupied Commercial Real Estate	247.6	16
Residential Real Estate	153.2	10
Direct Financing Leases	155.0	10
Installment and Other Consumer	71.4	5
Commercial Construction/Land Development	58.0	4
	\$ 1,543.4	100 %



# Peer Credit Analysis Non-Performing Assets / Assets

INSTITUTION	TICKER	NPAs / ASSETS %
Peer Group:		
Heartland Financial USA, Inc.	HTLF	1.11
Great Southern Bancorp, Inc.	GSBC	3.92
First Busey Corporation	BUSE	0.71
Enterprise Financial Services Corp	EFSC	1.25
First Financial Corporation	THFF	1.68
Lakeland Financial Corporation	LKFN	0.89
MainSource Financial Group, Inc.	MSFG	1.29
CoBiz Financial Inc.	COBZ	1.25
S.Y. Bancorp, Inc.	SYBT	0.92
Hills Bancorporation	HBIA	1.23
West Suburban Bancorp, Inc.*	WNRP	3.26
German American Bancorp, Inc.	GABC	0.48
Bank of Kentucky Financial Corporation	BKYF	1.64
MidWestOne Financial Group, Inc.	MOFG	0.96
Horizon Bancorp	HBNC	0.95
First Mid-Illinois Bancshares, Inc.	FMBH	0.35
Macatawa Bank Corporation	MCBC	6.40
West Bancorporation, Inc.	WTBA	0.62
Mercantile Bank Corporation	MBWM	1.55
First Business Financial Services, Inc.	FBIZ	1.16
AVERAGE:	-	1.58
MEDIAN:	-	1.20
QCR HOLDINGS, INC.	QCRH	1.25



Source: SNL Financial 6/30/14



# **Charge-Off Analysis**

	NCOs 2008-2014 Q2 (\$000)	Gross Loans 12.31.07 (\$000)	NCOs / Loans 12.31.07 (%)	"Peak" Loans 2007-2014 Q2 (\$000)	NCOs / "Peak" Loans (%)
QCR HOLDINGS, INC. AND SUBSIDIARIES:					
QCR Holdings, Inc.	40,923	1,100,392	3.72%	1,548,066	2.64%
Quad City Bank and Trust Company	19,002	636,711	2.98%	742,610	2.56%
Cedar Rapids Bank and Trust Company	10,950	289,139	3.79%	548,713	2.00%
Rockford Bank and Trust Company	10,671	127,179	8.39%	258,304	4.13%
PROXY PEER GROUP:					
Heartland Financial USA, Inc.	149,584	2,276,582	6.57%	3,699,113	4.04%
Great Southern Bancorp, Inc.	210,746	1,838,854	11.46%	2,828,855	7.45%
First Busey Corporation	432,882	3,030,802	14.28%	3,243,375	13.35%
Enterprise Financial Services Corp	121,753	1,641,432	7.42%	2,369,606	5.14%
First Financial Corporation	51,943	1,440,690	3.61%	1,890,716	2.75%
Lakeland Financial Corporation	41,901	1,523,720	2.75%	2,673,327	1.57%
MainSource Financial Group, Inc.	132,196	1,693,678	7.81%	1,995,148	6.63%
CoBiz Financial Inc.	154,495	1,846,327	8.37%	2,294,644	6.73%
S.Y. Bancorp, Inc.	44,333	1,202,208	3.69%	1,799,834	2.46%
Hills Bancorporation	30,476	1,372,304	2.22%	1,887,682	1.61%
West Suburban Bancorp, Inc.	57,874	1,235,548	4.68%	1,247,411	4.64%
German American Bancorp, Inc.	15,571	867,721	1.79%	1,409,485	1.10%
Bank of Kentucky Financial Corporation	49,696	949,714	5.23%	1,272,152	3.91%
MidWestOne Financial Group, Inc.	33,666	401,554	8.38%	1,111,772	3.03%
Horizon Bancorp	37,921	888,852	4.27%	1,321,494	2.87%
First Mid-Illinois Bancshares, Inc.	11,719	746,187	1.57%	1,021,322	1.15%
Macatawa Bank Corporation	129,558	1,750,632	7.40%	1,774,063	7.30%
West Bancorporation, Inc.	43,347	983,565	4.41%	1,100,735	3.94%
Mercantile Bank Corporation	110,958	1,797,954	6.17%	2,071,556	5.36%
First Business Financial Services, Inc.	23,029	781,487	2.95%	1,007,736	2.29%
Peer Median	50,820	1,406,497	4.96%	1,843,758	3.92%
Peer Average	94,182	1,413,491	5.75%	1,901,001	4.37%

Source: SNL Financial. Data as of June 30, 2014



# QCR Holdings, Inc. Consolidated Securities Portfolio

Source: 12/31/13 and 6/30/14 FTN Financial Report

Snapshot – As of 12.31.13	
Par Value (000s)	709,608
Book Value (000s)	718,156
Market Value (000s)	689,583
Unrealized Gain/Loss (000s)	(28,573)
Aggregate Gains (000s)	2,260
Aggregate Losses (000s)	(30,833)
Gain/Loss as Percent of Book Value	-4.0 %
Yield (Projected Speeds)	2.60 %
Yield (1 month CPR)	2.62 %
Average life (Projected Speeds)	5.3
Percent in Amortizing Securities	22 %
Duration	4.7
Percent AFS	80 %

Snapshot – As of 6.30.14	
Par Value (000s)	679,607
Book Value (000s)	686,950
Market Value (000s)	680,062
Unrealized Gain/Loss (000s)	(6,889)
Aggregate Gains (000s)	4,621
Aggregate Losses (000s)	(11,510)
Gain/Loss as Percent of Book Value	-1.0 %
Yield (Projected Speeds)	2.74 %
Yield (1 month CPR)	2.78 %
Average life (Projected Speeds)	5.1
Percent in Amortizing Securities	22 %
Duration	4.4
Percent AFS	76 %

Sector Review – As of 12.31.13					
					PROJECTED
	Book Value	% Total	Gain/Loss	Book Yield	Reprice Term
Agency (Fixed)	376,454	52 %	(20,108)	1.73	4.2
CMO (Fixed)	28,206	4 %	45	2.56	3.4
Corporate (Fixed)	1,170	0 %	1	3.99	6.2
Corporate (Float)	242	0 %	10	3.52	0.2
MBS (Fixed)	128,728	18 %	(2,730)	2.29	4.9
MBS (Float)	1,900	0 %	(15)	0.97	2.6
Municipal – Tax Exempt	171,743	24 %	(5,462)	4.73	8.2
Municipal – Taxable	8,473	1 %	(313)	3.33	7.2
SBA (Fixed)	323	0 %	(2)	1.90	2.5
SBA (Float)	916	0 %	1	1.08	0.3
TOTAL	718,156	100 %	(28,573)	2.60	5.3

Sector Review – As of 6.30.14					
					PROJECTED
	Book Value	% Total	Gain/Loss	Book Yield	Reprice Term
Agency (Fixed)	333,964	49 %	(8,464)	1.75	3.3
CMO (Fixed)	31,365	5 %	512	2.44	3.4
Corporate (Fixed)	1,170	0 %	0	3.99	5.7
Corporate (Float)	243	0 %	9	3.17	0.2
MBS (Fixed)	118,810	17 %	432	2.25	4.6
MBS (Float)	1,665	0 %	(19)	1.02	2.1
Municipal – Tax Exempt	190,337	28 %	718	4.80	8.7
Municipal – Taxable	8,272	1 %	(82)	3.37	6.8
SBA (Fixed)	285	0 %	2	2.11	2.3
SBA (Float)	840	0 %	3	1.29	0.3
TOTAL	686,950	100 %	(6,889)	2.74	5.1



# QCR Holdings, Inc. Consolidated Wholesale Funding

		June 30, 2014	December 31, 2013	
	_	(dollar amoun	nts in thousands)	
Brokered time deposits		\$ 88,052	\$ 61,930	
Federal Home Loan Bank advances		222,900	231,350	
Structured repurchase agreements		130,000	130,000	
Total Wholesale Funding		\$ 440,952	\$ 423,280	
	June 30, 2014		December 37	1, 2013
_		Weighted Average		Weighted Average
	A 15	Interest Rate at	A	Interest Rate at
Maturity:	Amount Due	Quarter-End	Amount Due	Year-End
Year ending December 31:		(dollar amoun	nts in thousands)	
2014	\$ 118,123	0.55 %	\$ 110,521	1.24 %
2015	46,000	1.82 %	41,000	2.00 %
2016	48,642	3.63 %	48,642	3.63 %
2017	48,145	3.17 %	43,075	3.43 %
2018	58,042	3.47 %	58,042	3.47 %
Thereafter	122,000	3.33 %	122,000	3.33 %
Total Wholesale Funding	\$ 440,952	2.46 %	\$ 423,280	2.72 %



#### **LEFT TO RIGHT**

Back Row (standing)

Rand Westlund
John McEvoy
Charlie Bullock
Larry Helling
Doug Hultquist
Tom Budd
Bill Tank
Todd Gipple
John Rodriguez

Front Row (seated)

John Engelbrecht Shawna Graham John Anderson Cathie Whiteside Jill DeKeyser Michael Wyffels

NOT PICTURED
Peter Benson
Stacey Bentley
Rich Couch
Dana Nichols

#### **OUR MISSION:**

QCR Holdings, Inc. will be the premier provider of financial services to businesses and individuals for whom relationships matter, in markets where we can excel.



## **Executive Management Team**

#### DOUGLAS M. HULTQUIST, CPA

President and Chief Executive Officer 37 Years in Banking / Financial Services

#### **TODD A. GIPPLE, CPA**

Executive Vice President, Chief Operating Officer and Chief Financial Officer 29 Years in Banking / Financial Services

#### JOHN H. ANDERSON

President and Chief Executive Officer, Quad City Bank and Trust Company Chief Deposit Officer, QCR Holdings, Inc. 28 Years in Banking / Financial Services

#### PETER J. BENSON

Executive Vice President, Chief Legal Counsel 32 years in Corporate and Personal Legal Services

#### STACEY J. BENTLEY

President and Chief Executive Officer, Community Bank & Trust 34 Years in Banking / Financial Services

#### THOMAS D. BUDD

President and Chief Executive Officer, Rockford Bank and Trust Company 28 Years in Banking / Financial Services

#### **CHARLES S. BULLOCK**

Executive Vice President, Rockford Bank and Trust Company 43 Years in Banking / Financial Services

#### **RICH W. COUCH**

President and Chief Executive Officer, m2 Lease Funds, LLC 27 Years in Banking / Financial Services

#### JILL A. DEKEYSER

Senior Vice President, Director of Human Resources 11 Years in Banking / Financial Services

#### JOHN R. ENGELBRECHT, MBA

President and Chief Executive Officer, m2 Lease Funds, LLC 40 Years in Banking / Financial Services

#### SHAWNA M. GRAHAM,

CBA, CIA, CISA, CRP, MBA, CCBCO

Senior Vice President, Director of Risk Management 26 Years in Banking / Financial Services

#### **LARRY J. HELLING**

President and Chief Executive Officer, Cedar Rapids Bank and Trust Company Executive Vice President and Chief Lending Officer, QCR Holdings, Inc. 35 Years in Banking / Financial Services

#### JOHN R. McEVOY, JR.

Executive Vice President, Chief Operations Officer & Cashier Quad City Bank and Trust Company 38 Years in Banking / Financial Services

#### **DANA L. NICHOLS**

Executive Vice President, Chief Lending Officer, Cedar Rapids Bank & Trust Company 26 Years in Banking / Financial Services

#### JOHN A. RODRIGUEZ, CCM

Executive Vice President,
Deposit Operations / Information Services
32 Years in Banking / Financial Services

#### WILLIAM M. TANK, MBA

Executive Vice President, Chief Credit Officer 36 Years in Banking / Financial Services

#### M. RANDOLPH WESTLUND, CFA

Executive Vice President, Chief Investment Officer 27 Years in Banking / Financial Services

#### **CATHIE S. WHITESIDE, MBA**

Executive Vice President, Corporate Strategy, Human Resources and Branding 7 Years in Banking / Financial Services

#### MICHAEL J. WYFFELS

Senior Vice President, Chief Technology Officer 25 Years in Banking / Financial Services

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