

#### FORWARD-LOOKING STATEMENTS

This document contains, and future oral and written statements of QCR Holdings (the "Company") and its management may contain, forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations, plans, objectives, future performance and business of the Company. Forward-looking statements, which may be based upon beliefs, expectations and assumptions of the Company's management and on information currently available to management, are generally identifiable by the use of words such as "believe," "expect," "anticipate," "predict," "suggest," "appear," "plan," "intend," "estimate," "annualize," "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 ability of the Company to control or predict, could cause actual results to differ materially from those in its forward-looking statements. These factors include, among others, the following: (i) the strength of the local, state, national and international economies; (ii) the economic impact of any future terrorist threats and attacks, and the response of the United States to any such threats and attacks; (iii) changes in state and federal laws, regulations and governmental policies concerning the Company's general business; (iv) changes in interest rates and prepayment rates of the Company's assets; (v) increased competition in the financial services sector and the inability to attract new customers; (vi) changes in technology and the ability to develop and maintain secure and reliable electronic systems; (vii) unexpected results of acquisitions, which may include failure to realize the anticipated benefits of the acquisition and the possibility that the transaction costs may be greater than anticipated; (viii) the loss of key executives or employees; (ix) changes in consumer spending; (x) unexpected outcomes of existing or new litigation involving the Company; and (xi) changes in accounting policies and practices. 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 the Company's financial results, is included in the Company's filings with the Securities and Exchange Commission (the "SEC").

#### PRELIMINARY RESULTS AS OF AND FOR THE THREE MONTHS AND YEAR ENDED DECEMBER 31, 2018

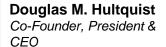
These slides contain the Company's preliminary results as of and for the three months and year ended December 31, 2018. The Company has not filed its Annual Report on Form 10-K for the year ended December 31, 2018. As a result, all financial results as of and for the three months and year ended December 31, 2018 described herein should be considered preliminary, and are subject to change to reflect any changes resulting from the completion of normal year-end closing and review procedures. Furthermore, the Company's independent registered public accounting firm has not completed its audit of the results for these periods. The Company's actual results may differ materially from these estimates due to the completion of financial closing procedures, final adjustments and other developments that may arise between the date of these slides and the time the Company files its Annual Report on Form 10-K.

#### **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, the Company has provided reconciliations within the slides, as necessary, of the non-GAAP financial measure to the most directly comparable GAAP financial measure. For more details on the Company's non-GAAP measures, refer to the Company's Annual Report on Form 10-K for the year ended December 31, 2017.

#### **Presenters**

- Co-founder and President and CEO of QCRH since 1993
- 40+ years in banking and financial services
- Began career with KPMG Peat Marwick





- Joined QCRH as EVP & CFO in 2000; named COO in 2008 and will become President in May 2019
- 32 years in banking and financial services
- Began career with KPMG Peat Marwick

Todd A. Gipple EVP. COO & CFO

- EVP & CLO of QCRH; President & CEO of CRB&T since 2001; will assume the role of CEO of QCRH in May 2019
- 38 years in banking and financial services
- Prior experience with Firstar Bank and Omaha National Bank

Larry J. Helling EVP & Chief Lending Officer



Effective May 23, 2019, Larry J. Helling will become Chief Executive Officer of the Company and Todd A. Gipple will become President, in addition to his current roles of Chief Operating Officer and Chief Financial Officer



# Corporate Overview

#### QCR HOLDINGS' MISSION, VISION AND VALUES

#### **OUR MISSION**

The mission of QCR Holdings is to make our clients' financial dreams a reality

#### **OUR VISION**

QCR Holdings will be ranked in the top quartile ROAA of peer firms by 2020 and continue to reward shareholders and employees while strengthening our communities

#### **OUR VALUES – LIVED AND EXPECTED OF ALL AT QCR**

Collaboration

Innovation

**Achievement** 

Personal Responsibility

**Fulfillment** 



#### **CORPORATE OVERVIEW**

#### QCR Holdings (NASDAQ: QCRH) – Founded in 1993

Headquartered in Moline, IL and operating five locally managed and governed charters in three states, supported by a centralized operational team

#### **Lines of Business:**

- Full-service commercial and consumer banking
- Correspondent banking
- Commercial lease financing
- Trust and wealth management services

Assets: \$4.9 Billion

Loans: \$3.7 Billion

Deposits: \$4.0 Billion

Wealth Management: \$4.3 Billion

\$2.7 Billion in Trust Accounts

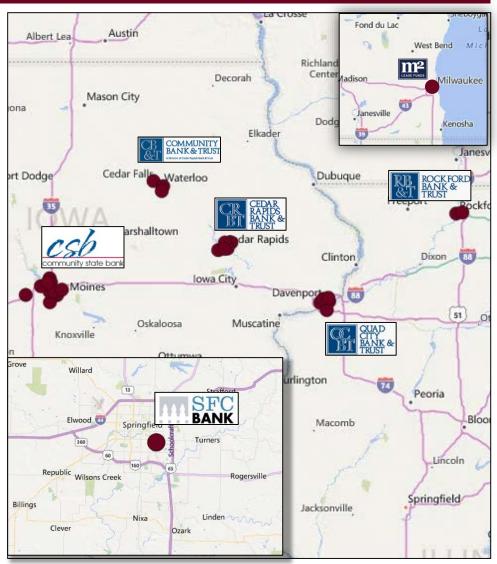
\$1.6 Billion in Brokerage Accounts / RIA

27 Branches/Offices

**Shares Outstanding:** 15.7 Million

#### Ownership (as of 9/30/18):

- Institutional & Mutual Funds 60%
- Insiders & Benefit Plans 11%



## a relationship driven organization.®

Strong, centralized risk management function

Efficient centralized group operations

Strong credit and asset quality

Consistent adjusted net income growth

High touch service approach

Serving attractive Midwest markets

\$4.9B Assets\$3.7B Loans\$4.0B Deposits\$4.3B AUM



Significant expansion opportunities

#### THE VALUE OF SEPARATE CHARTERS

- Managed and governed by local veteran bankers and boards with strong community ties and expertise
  - High touch service delivered by knowledgeable professionals
  - Strong community involvement with high employee participation
  - Local decisions and solutions
- ✓ Local autonomy has led to favorable relative performance metrics
  - Loan growth
  - Credit and asset quality
  - Deposit growth
- ✓ Focus on growing deposit market share
  - #1 deposit share in two markets
  - Within top 10 deposit share in five markets
- ✓ Ample opportunities to expand products and services across footprint
  - Specialty lending & leasing
  - Correspondent banking
  - Wealth management

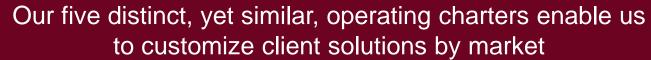












#### **UNIQUE AND DIVERSIFIED PRODUCTS AND SERVICES**

#### **QCR Holdings Business Lines**



#### **Commercial Banking**

- Commercial & retail banking services
- Treasury management & depository products
- Small ticket lease financing (m2 Lease Funds)

2018 Net Interest Income: \$142.4mm 77% of Total 2018 Revenue

#### **Fee-Based Businesses**

#### **Correspondent Banking**

- Competitive deposit products
- · Bank stock loans
- Safekeeping and cash management services
- 190 correspondent banking relationships

#### **Wealth Management**

- Trust administration
- Brokerage accounts and asset management
- Financial planning
- 12/31 AUM: \$4.3B

#### Swaps / Loan Sales

- Commercial loan fixedfloating rate swaps
- SBA & USDA secondary market sales
- 2018 swap & loan sale income: \$11.2M

2018 Noninterest Income: \$41.5mm 23% of Total 2018 Revenue

#### ATTRACTIVE MARKETS OF OPERATION

#### Davenport-Moline-Rock Island, IA-IL

- International headquarters for Deere & Company
- Ranked 18<sup>th</sup> in the nation for high-tech job growth (2010 2011)
- Top 10 Advanced Manufacturing Community

#### Cedar Rapids, IA

- International headquarters for Collins Aerospace
- Top 10 Best Places for Starting a Small Business (2015)
- Top 100 Places to Live (Livability 2016)

#### Des Moines-West Des Moines, IA

- Ranked #1 Best City for the Middle Class (2016)
- 81 insurance companies are headquartered in Des Moines (2017)
- Ranked in the Top Ten Places to Live in the U.S. (2017)

#### Springfield, MO

- Top 5 Best Cities to start a business
- Top 20 Magnets for Young Adults
- O'Reilly Auto Parts and Bass Pro Shops headquarters

#### Rockford, IL

- Illinois' third largest city
- Top 40 "Best Mid-Sized Cities for Manufacturing Jobs" (2015)
- Voted "Best Midwest City for Sports Venues"

#### **Deposit Market Share**

MSA	Mkt Rank	Total Deposits (\$M)	Market Share (%)
Davenport-Moline-Rock Island, IA-IL	1	1,284	15.6
Cedar Rapids, IA	1	971	16.4
Des Moines-West Des Moines, IA	8	596	3.2
Springfield, MO	7	439	4.4
Rockford, IL	8	376	6.1
Waterloo-Cedar Falls, IA	11	110	3.1

- #1 in the Quad Cities MSA
- #1 in Cedar Rapids, IA MSA
- Top 10 market position in 5 of 6 of our markets
- Top 15 position in all of our markets

#### STRATEGIES TO CONTINUE TO DRIVE SHAREHOLDER VALUE

Loan	&	Le	ase
Gr	۰ ا0'	nth	

Continue strong organic loan and lease growth to maintain loans and leases to total assets ratio in the range of 73-78% (75% as of 12/31/18)

## Grow Core Deposits

Maintain focus on growing core deposits to maintain reliance on wholesale funding at less than 15% of assets (30% as of 12/31/14, now 13.8% as of 12/31/18)

#### **Fee Income**

Ongoing emphasis on gains on sale of USDA and SBA loans, and fee income on Swaps, as a more significant and consistent component of core revenue

## **Grow Wealth Management**

Grow wealth management net income by 10% annually

#### Manage Noninterest Exp

Carefully manage growth in noninterest expenses

## Maintain Asset Quality

Maintain asset quality metrics at better than peer levels

#### Be an Acquirer

Participate as an acquirer in the consolidation taking place in our industry to further boost profitability, improve efficiency, and increase EPS

#### MARKET OPPORTUNITIES AND ACQUISITION STRATEGY

- Fragmented markets and ongoing consolidation creates opportunity
- Almost 1,100 community banks are headquartered in the four-state region
  - 64% are between \$100 million and \$1.0 billion in assets<sup>(1)</sup>
- Approximately 240 community banks are headquartered in top MSA targets<sup>(1)</sup>
  - Over 60% are between \$100 million and \$1.0 billion in assets
- Targets based on rigorous evaluation standards
  - Cultural and strategic fit
  - Strengthens competitive position
  - Drives market share gains
  - Enhances shareholder value
- Separate charter autonomy attractive to acquisition candidates

## Institutions in Targeted Markets with \$100M - \$1.0 Billion in Assets<sup>(1)</sup>





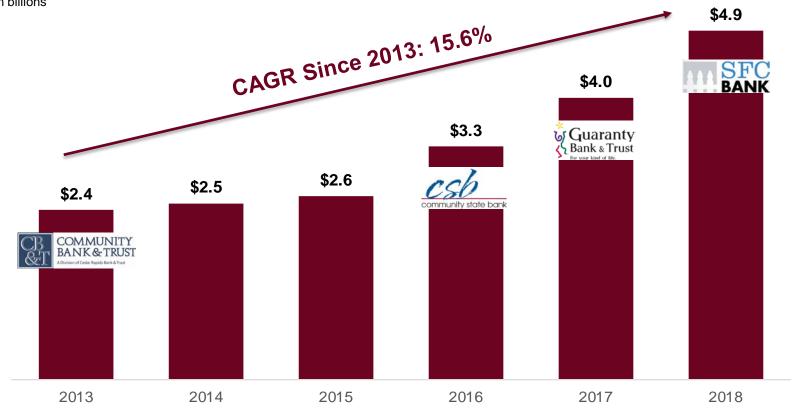
# Financial Highlights

#### A CONSISTENT TRACK RECORD OF ASSET GROWTH

Asset growth has been driven by a combination of organic growth and strategic acquisitions

#### **Total Consolidated Assets**

\$ in billions



Recent Acquisitions (Assets at acquisition date (\$ Millions)):

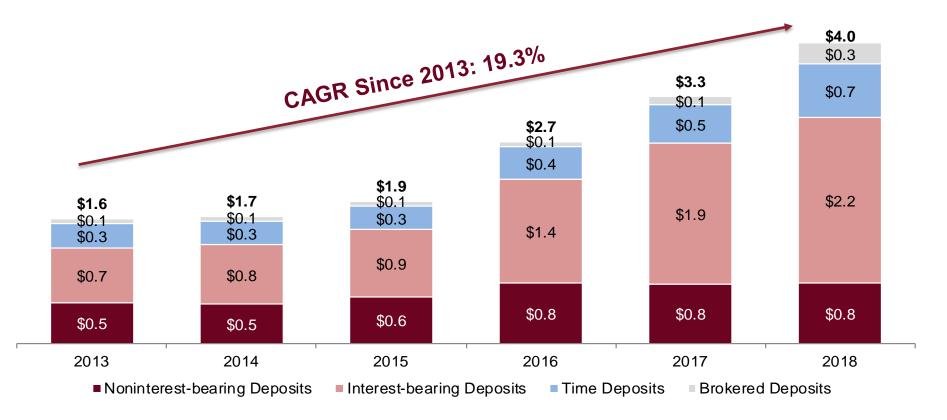
2013: Community National Bancorporation (\$288) 2016: Community State Bank (\$582)

2017: Guaranty Bankshares, Ltd. (\$260) 2018: Springfield Bancshares, Inc. (\$576)

#### **DEPOSIT GROWTH DRIVEN BY CORE DEPOSITS**

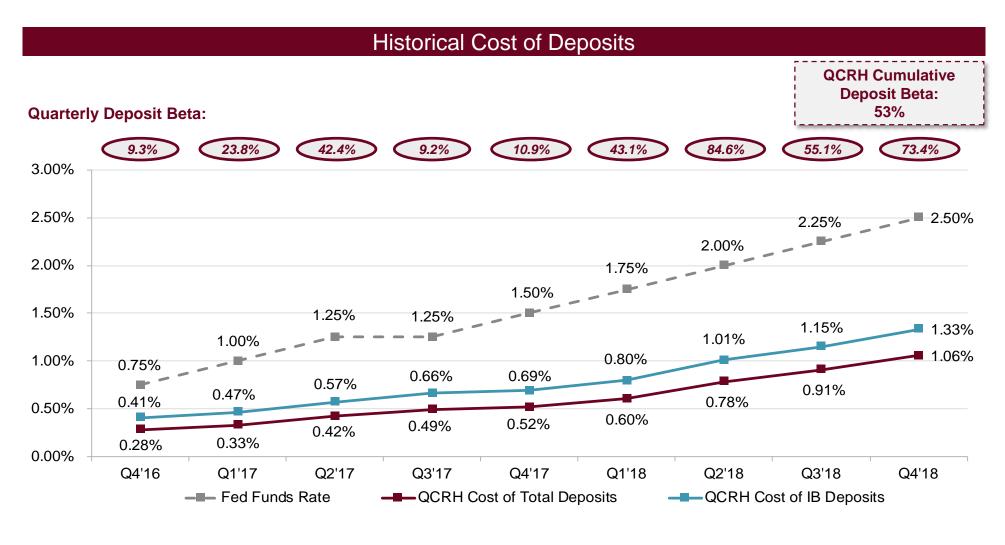
#### Core Deposits<sup>(1)</sup> Represent Approximately 93% of Total Deposits as of 12/31/18

\$ in billions



Organic deposit growth CAGR has been 11.5% since 2013

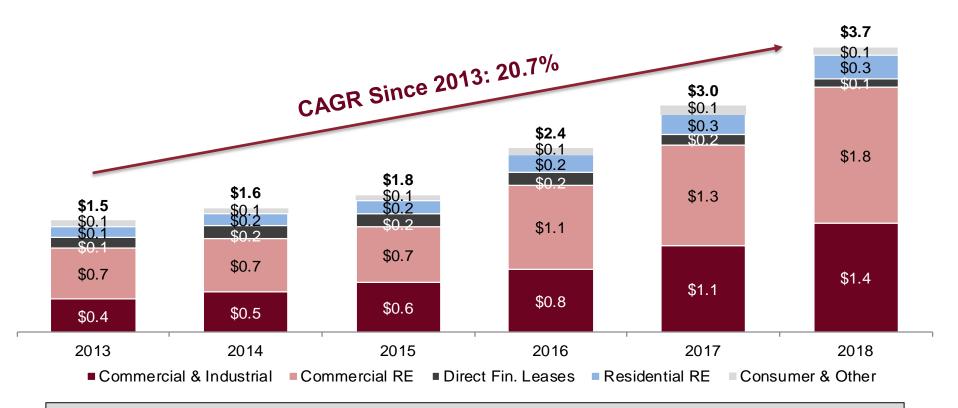
#### **COST OF DEPOSITS OVER TIME**



#### LOAN GROWTH DRIVEN BY COMMERCIAL LENDING

#### Commercial Loans<sup>(1)</sup> Represent Approximately 89% of the Loan Portfolio as of 12/31/18

\$ in billions(2)

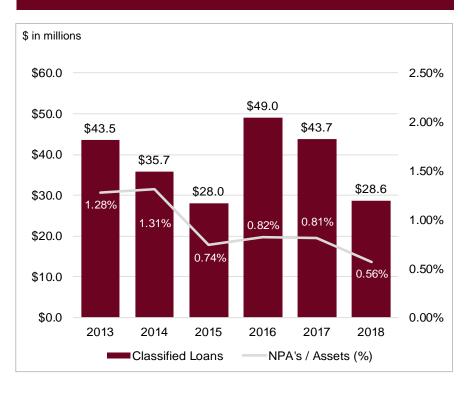


Organic loan growth CAGR has been 12.6% since 2013

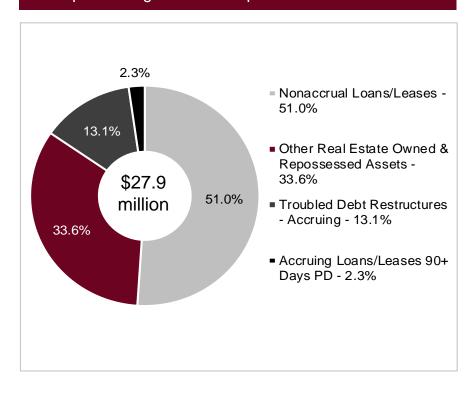
#### **ASSET QUALITY**

#### Management remains focused on maintaining excellent asset quality and resolving problem assets

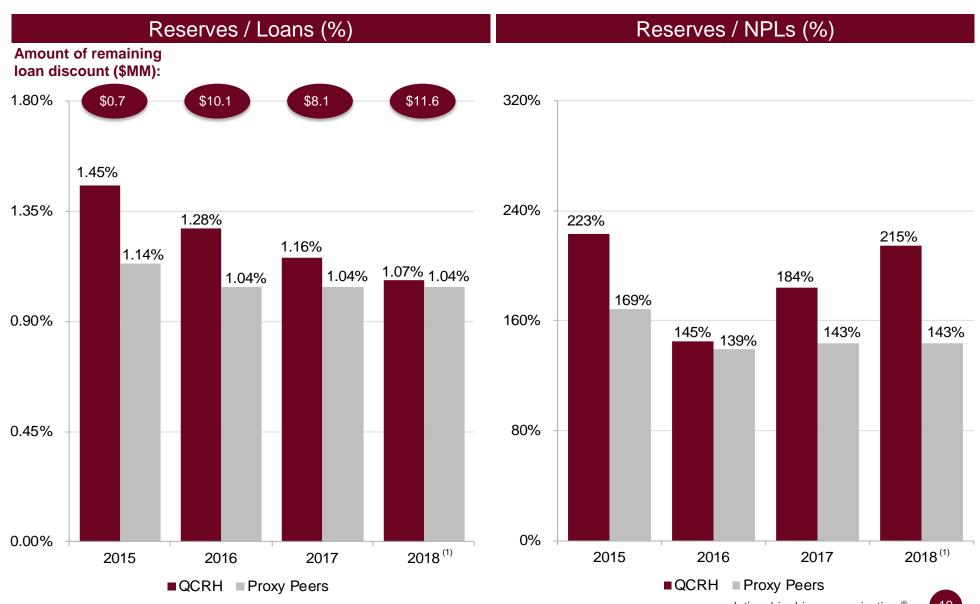
#### Classified Loans & NPAs / Assets as of 12/31/2018



#### Nonperforming Assets Composition as of 12/31/2018

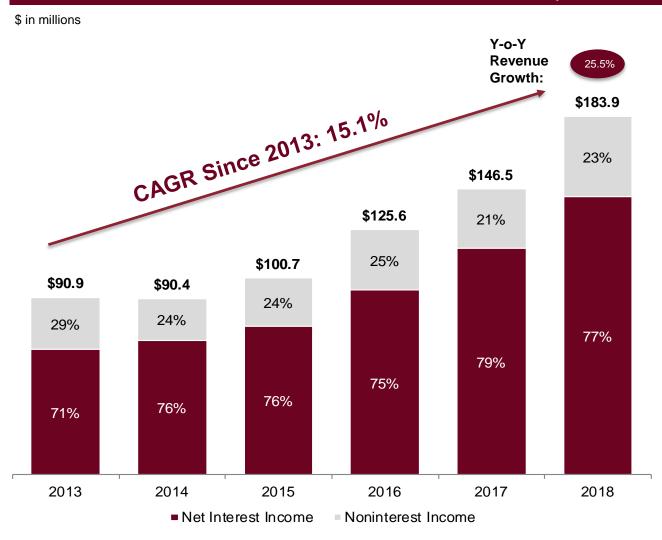


## STRONG CREDIT CULTURE SUPPORTED BY HIGH LEVELS OF RESERVES



#### STRONG REVENUE GROWTH AND ATTRACTIVE MIX

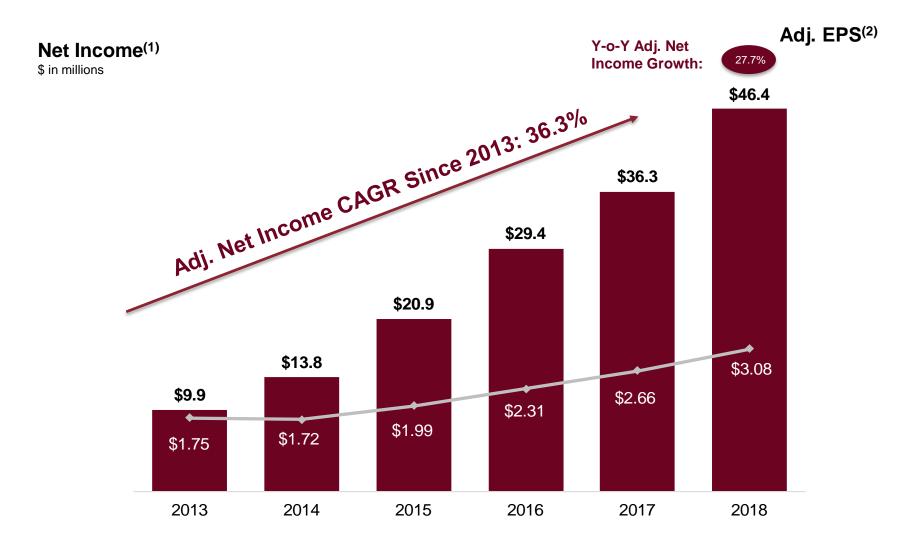
#### Predictable and diversified fee income streams complement net interest income



### **Key Components of Fee Income:**

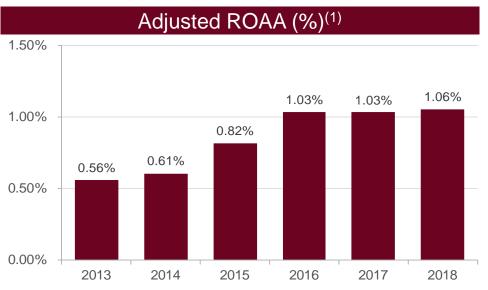
- Wealth Management (\$4.3 billion in assets under administration as of 12/31/18)
- Correspondent banking (190 relationships as of 12/31/18)
- SBA & USDA guaranteed loan sales
- Swap fee income

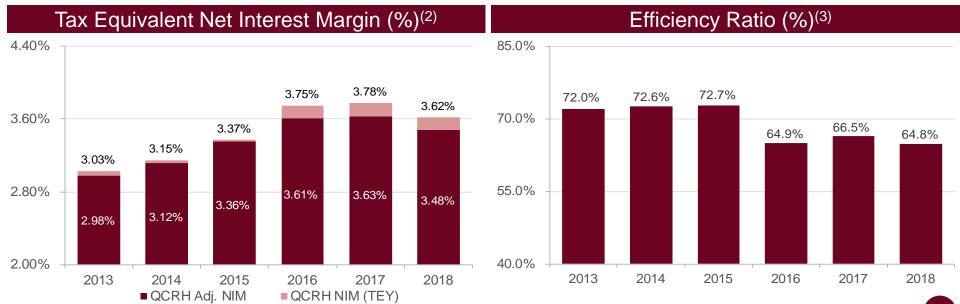
#### CONSISTENT IMPROVEMENT IN SHAREHOLDER RETURNS



<sup>(1)</sup> Adjusted net income to common shareholders (non-GAAP) – see appendix slide 47 for reconciliation of GAAP net income to adjusted net income.

#### HISTORICAL PROFITABILITY METRICS





Source: S&P Global Market Intelligence and Company documents.

Non-GAAP – see appendix slide 46 for reconciliation.

<sup>1)</sup> Non-GAAP – see appendix slide 47 for reconciliation.

<sup>(2)</sup> Adjusted NIM excludes accretable yield (non-GAAP) – see appendix slide 46 for reconciliation of GAAP NIM to adjusted NIM.

#### **QCRH FINANCIAL TARGETS**

#### 12/31/2018

# Balance Sheet

# Income Statement

# Asset Quality

Loans / Assets



• 73% - 78% of total assets

- **75%**
- Stable within target range

Wholesale Funding



Less than 15% of funding

• 13.8% at 12/31/18

NIM (Tax Equivalent)



Greater than 3.65%

- **3.62%**
- 2018 impacted by tax reform, deposit costs

**Adjusted ROAA** 



Greater than 1.10%

**1.06%** 

Fee Income Streams



- More than \$4.0 million of USDA and SBA loan sale gains & swap income
- 2018 wealth mgmt. income growth of ~21.5%

• \$11.2MM in 2018

>10% annual growth in wealth mgmt. income

• 0.21%

- **Net Charge-offs**
- Less than 0.25% annually

 Consistently better than target level

NPAs / Assets



Less than 0.75% of total assets

- **0.56%**
- ~\$13.6MM decrease Q-o-Q

QCR HOLDINGS, INC.

# Appendix

#### **HISTORICAL FINANCIALS**

Dollars in Millions	Year Ended,								
	2014	2015	2016	2017	2018				
Balance Sheet:	_								
Total Assets	2,525	2,593	3,302	3,983	4,950				
Total Loans	1,630	1,798	2,405	2,964	3,733				
Deposits	1,680	1,881	2,669	3,267	3,977				
Tangible Common Equity <sup>(1)</sup>	139	221	264	316	378				
Profitability:									
Net Income as Reported	15.0	16.9	27.7	35.7	43.1				
Adjusted ROAA <sup>(2)</sup>	0.61%	0.82%	1.03%	1.03%	1.06%				
Net Interest Margin (TEY)	3.15	3.37	3.75	3.78	3.62				
Efficiency Ratio	72.55	72.71	64.90	66.48	64.77				
Asset Quality:	_								
NPAs / Total Assets	1.31%	0.74%	0.82%	0.81%	0.56%				
NPAs / Loans + OREO	2.01	1.06	1.12	1.08	0.75				
Reserves / Total Loans	1.42	1.45	1.28	1.16	1.07				
NCOs / Average Loans	0.34	0.22	0.14	0.19	0.21				
Capital Ratios:	-								
Tang. Common Equity / Total Assets <sup>(1)</sup>	5.52%	8.55%	8.04%	8.01%	7.78%				
Leverage Ratio <sup>(3)</sup>	7.62	9.75	9.10	8.98	8.76				
Tier 1 Capital Ratio <sup>(3)</sup>	9.52	11.88	10.46	10.14	9.78				
Total Capital Ratio <sup>(3)</sup>	10.91	13.11	11.56	11.15	10.72				

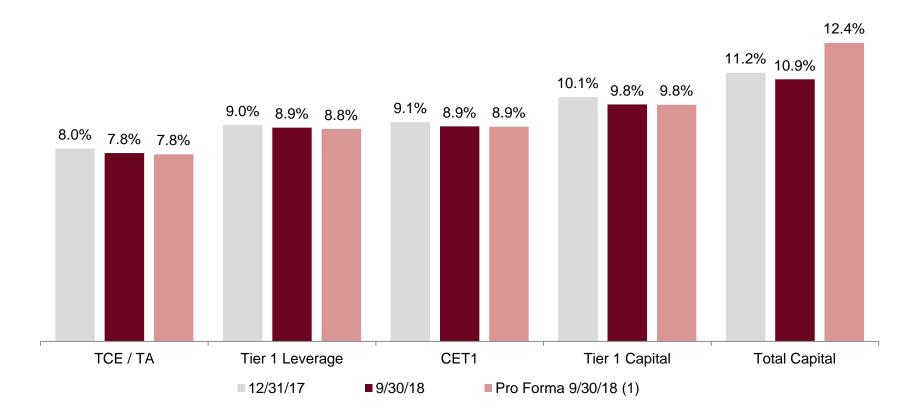
Source: S&P Global Market Intelligence and Company documents.

<sup>(1)</sup> Non-GAAP – see appendix slide 48 for reconciliation.

Non-GAAP – see appendix slide 47 for reconciliation. 2018 data represents Company estimates, which are subject to change with the finalization of the regulatory filings.

#### **CAPITAL RATIOS**

 The following illustrates the pro forma impact of the \$65 million subordinated debt raise completed on February 12, 2019 on the Company's consolidated capital ratios



## DECENTRALIZED STRUCTURE WITH CENTRALIZED RISK FUNCTIONS



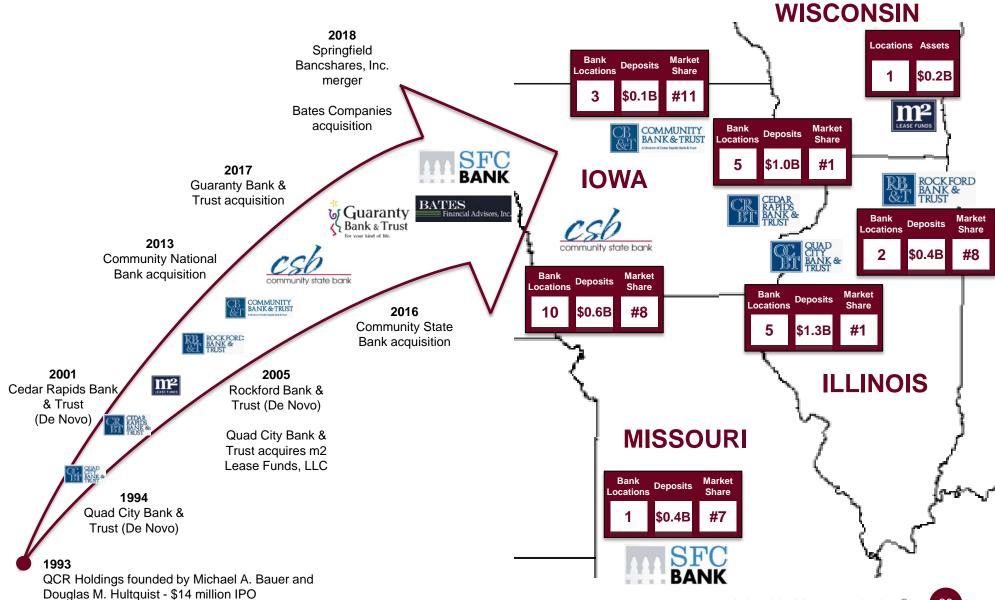
#### Local Lending with Central Policy-Making

- Multi-charter strategy allows for the retention of local relationship officers and loan decision making authority
- Centralized credit policy-making ensures corporate best practices and maintains the global asset quality of our loan portfolio
- Overlapping members of credit committees formalizes our institution-wide approach to credit

#### **Centralized Risk Oversight**

 Holding company board Risk Oversight Committee sets organization-wide risk framework which is then applied by the local bank-level boards

#### HISTORY OF EXPANDING INTO ATTRACTIVE MARKETS



#### **QUAD CITY BANK & TRUST**



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

**Assets:** \$1.58 Billion (as of 9/30/18)

Population: 382,013

Market Deposits: \$8.2 Billion

Ranked 1<sup>st</sup> with 15.61% market share and over \$1,283 Million in deposits in Davenport-Moline-Rock Island MSA

Finalist 2013 and 2014 – Quad Cities Best Place to Work Finalist 2015 ABA Volunteer Finalist Award Finalist 2015 Be Healthy QC Award

#### **Major Employers**

Rock Island Arsenal
Deere & Company
Genesis Health System
HNI Corporation / The Ho

HNI Corporation / The Hon Company / Allsteel

UnityPoint Health - Trinity

Tyson Fresh Meats

Arconic (formerly Alcoa)

Kraft-Heinz

3M

Excelon

Hy-Vee

#### **Quad Cities Highlights**

International Headquarters for Deere & Company

The Rock Island Arsenal is the largest government-owned military weapons manufacturing arsenal in the United States

Arconic (formerly Alcoa) (Quad Cities) is the world's premier aerospace supply plant – the hub of Alcoa's \$3B aerospace business. Announced \$1B, multi-year contract with Airbus in Nov 2016

Kraft-Heinz constructed \$203MM state-of-the-art production facility in northwest Davenport

Material Control Systems (MATCON) completed a new \$10MM logistics facility and added 150 new jobs

Ranked 16th in the nation for high-tech job growth

Ranked as a Top 50 Military Friendly Community

Top 5 Defense Community

Top 10 Advanced Manufacturing Community

Ranked #1 Minor-League Sports Market in the Nation for 2015

Top 10 Community for Raising a Family (2010)

2nd Best Riverfront along the Mississippi River

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

Quad City Chamber: December 2017

"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. The region is a manufacturing, technology, and logistics hub that offers big-city amenities plus a low cost of living, high-quality schools, short commute times, and a technically skilled labor pool."

# **DEPOSIT MARKET SHARE - Quad City Bank & Trust**

Institution Name	Offices in MSA	Deposits*	Market Share
1. Quad City Bank & Trust	5	1,283.8	15.61%
2. Wells Fargo & Co.	12	1,280.6	15.58%
3. Blackhawk Bancorp. Inc.	17	964.4	11.73%
4. U.S. Bancorp	11	653.3	7.95%
5. Triumph Bancorp Inc.	10	478.9	5.82%
6. Orion Bancorp. Inc.	8	383.0	4.66%
7. First Midwest Bancorp Inc.	5	352.5	4.29%
8. AmBank Holdings Inc.	6	250.9	3.05%
9. Central Banc Inc.	3	240.2	2.92%
10. Modern Woodmen of America	1	223.7	2.72%

<sup>\*</sup> Millions of dollars, as of 6/30/18, Davenport-Moline-Rock Island, IA-IL, MSA

#### **CEDAR RAPIDS BANK & TRUST**



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

**Assets:** \$1.35 Billion\* (as of 9/30/18)

Population: 273,208

Market Deposits: \$5.9 Billion

Ranked 1<sup>st</sup> with 16.43% market share and over \$970 million in deposits in Cedar Rapids MSA

2018 Top Workplace in Iowa

2018 Best of the Corridor in Bank segment by Corridor Business

Journal

2014 & 2015 Finalist – Coolest Place to Work in Cedar Rapids

Top 3 - 2016 Corridor Business Journal Worksite Wellness Award

Top 200 Healthiest Banks in America (Deposit Accounts 2016)

#### **Major Employers**

Collins Aerospace

Transamerica

Unity Point Health - St. Luke's

Mercy Medical Center

Whirlpool Corporation

Kirkwood Community College

Nordstrom Direct

Pearson

MCI

Quaker Food and Snacks

General Mills

Cedar Rapids Community Schools

Archer Daniels Midland

\* Includes the assets of Community Bank & Trust and Guaranty Bank & Trust effective 10/1/17 Source: FDIC deposit market share data as provided by S&P Global. Deposit data is as of 6/30/18.

#### **Cedar Rapids Highlights**

Ranked #15 Most Popular Cities in America to Relocate to (2018)

International Headquarters for Collins Aerospace

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 constructed 11-story, 113,000 sq/ft, \$37MM world headquarters building in downtown, completed in 2016

Other downtown projects: PCI Medical Mall, Mercy Cancer Center, Kingston Commons Condominiums, Public Library, City Hall, Fire Station

Top 10 Best Affordable Places to Live (2016)

Top 10 Best Places for Starting a Small Business (2015)

Ranked 6th Healthiest Bank in Iowa by DepositAccounts.com

The largest corn-processing city in the world

The second largest producer of wind energy in the United States

Top 100 Places to Live (Livability 2016)

Top 10 Most Liveable Medium-Sized Cities (2015)

Ranked #1 in the Best Cities for Children (SmartAsset 2015)

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

Cedar Rapids Metro Economic Alliance: December 2017

"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. Look at a U.S. map and you will see that Cedar Rapids is close to the center. That center puts Cedar Rapids within a day's truck drive of more than 72 million consumers."

# **DEPOSIT MARKET SHARE - Cedar Rapids Bank & Trust**

Institution Name	Offices in MSA	Deposits*	Market Share
1. Cedar Rapids Bank & Trust	5	970.5	16.43%
2. U.S. Bancorp	9	788.9	13.35%
3. Wells Fargo & Co.	9	693.5	11.74%
4. Neighbor Insurance Agency Inc.	9	619.4	10.48%
5. Hills Bancorp.	7	438.4	7.42%
6. BTC Financial Corp.	3	262.2	4.44%
7. Dunn Investment Co.	5	201.8	3.42%
8. Country Bancorp.	5	148.7	2.52%
9. NXT Bancorp. Inc.	3	145.1	2.46%
10. Fidelity Ban Corp.	3	134.0	2.27%

<sup>\*</sup> Millions of dollars, as of 6/30/18, Cedar Rapids, IA, MSA

#### **ROCKFORD BANK & TRUST**



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

**Assets:** \$484 Million (as of 9/30/18)

Population: 336,116

Market Deposits: \$6.2 Billion

Ranked 8<sup>th</sup> with 6.1% market share and \$376 Million in deposits in Rockford MSA

#### **Major Employers**

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

#### Source: FDIC deposit market share data as provided by S&P Global. Deposit data is as of 6/30/18.

#### **Rockford Highlights**

Top 15 "Best Places to Move to in the U.S. (Before They Get Too Crowded)"

Mercy Health System constructing a \$485 million 'destination' medical center scheduled to open in 2019

AAR (largest aircraft maintenance company in North America, and third largest in the world) opened a new \$41 million facility at Chicago Rockford Airport generating jobs for 500 people

Rock Valley College partnering with St. Anthony College of Nursing to build a \$32MM Health Science Center – opened August 2017

Fiat Chrysler Belvidere plant to invest \$350 million to retool for Jeep Cherokee production generating new jobs for 300 people

OSF St. Anthony Medical Center constructed \$85 million expansion of Rockford campus opened in April 2018

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 – 160 room, \$87.5 million hotel and convention center developed by Gorman & Co. set to open in 2020

Riverfront sports complex, \$25 million, 115,000 sq/ft one of the largest in the Midwest; opened 2016

Illinois' third largest city

Voted "Best Midwest City for Sports Venues" (Sports Illustrated)

Top 40 "Best Mid-Sized Cities for Manufacturing Jobs"

#### What They're Saying About Rockford

Rockford Area Economic Development Council: December 2017

"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.".

## DEPOSIT MARKET SHARE – Rockford Bank & Trust

Ins	stitution Name	Offices in MSA	Deposits*	Market Share
1.	Midland States Bancorp Inc.**	19	1,087.5	17.68%
2.	JPMorgan Chase & Co.	6	702.7	11.42%
3.	Associated Banc-Corp	6	669.1	10.88%
4.	Bank of Montreal	11	595.4	9.68%
5.	Heartland Financial USA Inc.	4	481.4	7.83%
6.	Blackhawk Bancorp Inc.	5	415.1	6.75%
7.	Foresight Financial Group Inc.	8	391.8	6.37%
8.	Rockford Bank & Trust	2	376.2	6.12%
9.	PNC Financial Services Group, Inc.	6	338.7	5.51%
10.	U.S. Bancorp	6	238.4	3.88%

<sup>\*</sup>Millions of dollars, as of 6/30/18, Rockford-IL, MSA

<sup>\*\*</sup> Formerly known as Alpine Bank & Trust. Midland States Bancorp acquired Alpine effective 2/28/18

#### **COMMUNITY BANK & TRUST**



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

Deposits: \$110 Million (as of 6/30/18)

Population: 169,983

Market Deposits: \$3.6 Billion

Ranked 11th with 3.1% market share and over \$110 Million in

deposits in Waterloo-Cedar Falls MSA

2016 Employer of Choice - Courier Communications

#### **Major Employers**

John Deere

Hy-Vee Foods Store

Wheaton Franciscan Healthcare

The VGM Group

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** 

#### Waterloo/Cedar Falls Highlights

John Deere investing \$40MM in its tractor testing labs, adding 62,000 sq/ft of additional space

John Deere completed \$150MM modernization of John Deere Foundry – total investment by Deere in Waterloo in the last decade equals \$1B

ConAgra Foods announced in 2015 a \$50MM expansion of the plant located in the Waterloo Midport Industrial Park

The city of Waterloo in 2016 approved for \$12MM in funding for the Techworks Campus Reinvestment District. The District projects a capital investment of \$74.1MM to include a John Deere training center and hotel

VGM announced the expansion of their Waterloo campus, which includes approx. \$20MM in capital investment and the potential for 200 new jobs

First Gigabit city in Iowa

Cost of living is 8% below the national average

Waterloo named a 2015 All-Star Community by the Iowa League of Cities

Showcase 166 room, \$43 million Courtyard by Marriott opened Dec 2017 in former John Deere Tractor Works building in downtown Waterloo

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

Greater Cedar Valley Chamber of Commerce: December 2017

"The Cedar Valley Economy - Strong and Growing! The strong and growing Cedar Valley economy contains the right conditions for business and career success. Current economic growth and it's demand for quality talent is benefiting manufacturing, business services, retail, housing, education, healthcare, and other enterprises that contribute to the vitality of the region. In recent years, the Cedar Valley region boasts the second-highest percentage increase in GDP gain in lowa."

### **DEPOSIT MARKET SHARE -Community Bank & Trust**

Ins	stitution Name	Offices in MSA	Deposits*	Market Share
1.	FSB Financial Services Inc.	8	702.8	19.61%
2.	Lincoln Bancorp	5	411.4	11.48%
3.	U.S. Bancorp	6	352.1	9.82%
4.	First of Waverly Corp.	5	318.1	8.88%
5.	PSB Corp.	5	274.5	7.66%
6.	Wells Fargo & Co.	3	236.3	6.59%
7.	GNB Bancorp.	3	182.8	5.10%
8.	Regions Financial Corp.	3	178.2	4.97%
9.	Rigler Investment Co.	4	137.5	3.84%
10.	Fidelity Ban Corp.	3	123.3	3.44%
11.	Community Bank & Trust	3	110.2	3.07%

<sup>\*</sup> Millions of dollars, as of 6/30/18, Waterloo-Cedar Falls-IA, MSA

#### **COMMUNITY STATE BANK**



#### Kurt A. Gibson, President & CEO

**Assets:** \$735 Million (as of 9/30/18)

Population: 662,646 Des Moines/West Des Moines MSA

Market Deposits: \$18.7 Billion

Ranked 8th with 3.2% market share and over \$596 Million in deposits in

Des Moines - West Des Moines MSA

2017, Third Place: Best Bank in Ankeny (Des Moines Register)2017, Second Place: Best Financial Advisors in Ankeny (Des Moines

Register)

#### Major Employers (Des Moines & Ankeny)

Hy-Vee Food Corporation

Mercy Medical Center

UnityPoint Health

Principal Financial Group

Nationwide

John Deere Companies

**DuPont Pioneer** 

Pella Corporation

Kum & Go

Meredith Corporation

Tones Spices/ACH Foods

Wellmark Bluecross Blue Shield

Source: FDIC deposit market share data as provided by S&P Global. Deposit data is as of 6/30/18.

#### **Ankeny Highlights**

Population: 64,060

Median Household Income: \$89,153 Cost of Living Index (US =100): 96.1 Median Home Value: \$212,100

Households: 24,248 Median Age: 35

From 2016 to 2017 Ankeny was the fourth-fastest growing city in the U.S. More people are moving to Ankeny than any other community in Iowa. Ankeny's population has approximately

doubled in 16 years.

Ranked 9th Best Small City in America (2015) (WalletHub)

Retail sales in Ankeny have increased 14% in three years, topping \$775 million.

Ranked Safest Large City in Iowa (2015) (ValuePenguin.com - source FBI statistics)

Total new investment in Ankeny exceeded half a billion dollars over the past two years.

Best Places for Millennial Job Seekers (2015) (NerdWallet.com)

Since 2010, Ankeny's local business investment policy helped more than 14 companies, supported more than 2,000 jobs, and stimulated more than \$200 million in private investment.

Best Community to Live In (2015) (Cityview Reader Poll)

#### **Des Moines (Metro) Highlights**

Population: 662,646

Median Household Income: \$71,144 Cost of Living Index (US =100): 92.0 Median Home Value: \$125,600

Households: 259,325 Median Age: 36

Ranked in the Top Ten Places to Live in the U.S. (2017) (SuccessfulMeetings.com)

Ranked #1 Best City for the Middle Class (2016) (Business Insider)
Ranked #4 Best Mid-Sized City to Make a Living (2016) (MoneyGeek)
Ranked #2 Top 10 U.S. Cities to Land Work (2015) (NBC News)

Cost of doing business in Des Moines is 17% lower than the national average

81 insurance companies are headquartered in Des Moines (2017)

Recent Corporate Investments: Apple (Data Center) - \$1.3BN, Kum & Go (Retail Headquarters) - \$151MM, Facebook (Data Center) - \$3BN, Hy-Vee (Meal Kit Facility) - \$64MM, Microsoft (Data Center) - \$2.5BN

# DEPOSIT MARKET SHARE – Community State Bank

Institution Name		Offices in MSA	Deposits*	Market Share
1.	Wells Fargo & Co.	18	2,937.4	15.73%
2.	BTC Financial Corp.	19	2,638.3	14.13%
3.	Principal Bank	1	2,462.9	13.19%
4.	West Bancorp. Inc.	8	1,626.3	8.71%
5.	U.S. Bancorp	15	1,188.6	6.36%
6.	Bank of America Corp.	3	1,019.8	5.46%
7.	Great Western Bancorp Inc.	9	941.5	5.04%
8.	Community State Bank	10	596.3	3.19%
9.	BNP Paribas SA	12	531.3	2.84%
10.	Stark Bank Group Ltd.	6	388.8	2.08%

<sup>\*</sup> Millions of dollars, as of 6/30/18, Des Moines/West Des Moines-IA, MSA

#### **SFC BANK**



Robert C. Fulp, CEO Monte C. McNew, President

**Assets:** \$624 Million (as of 9/30/18)

Population: 467,912 Springfield, MO - MSA

Market Deposits: \$9.9 Billion

Ranked  $7^{\text{th}}$  with 4.4% market share and over \$439 Million in deposits in Springfield MSA

#### Major Employers (Springfield)

CoxHealth Systems

Mercy Hospital Springfield

Springfield Public School

Bass Pro Shops | Tracker Marine - Headquarters

Walmart & Sam's Club

Missouri State University

United States Government

State of Missouri

Jack Henry & Associates

O'Reilly Auto Parts - Headquarters

EFCO - Headquarters

Source: FDIC deposit market share data as provided by S&P Global.

Deposit data is as of 6/30/18.

https://www.springfieldregion.com/data/population/ &

https://datausa.io/profile/geo/springfield-mo/

https://www.liveinspringfieldmo.com/work/economic-overview/

#### **Springfield Highlights**

Population: 167,653

Median Household Income: \$38,489 Cost of Living Index (US =100): 86.2 Median Home Value: \$109,500

Households: 74,248 Median Age: 35

25% population growth from 2000-2017 or 1.5% annual population growth

Springfield's gross metro product has grown more than 28% since 2011

Springfield is the economic hub of an area that spans 27 counties and encompasses more

than 1 million people

Third-largest city in the state of Missouri and county seat of Greene County

3.1% unemployment rate in July 2018

Significant national brands including O'Reilly Auto Parts and Bass Pro Shops headquartered in

Springfield

Home to Missouri State University, Drury University and Evangel University

Springfield metro workforce has grown more than 7.4% in the past 10 years

Known as the "Queen City of the Ozarks" and the "Birthplace of Route 66"

Top 5 Best Cities to start a business

Top 20 Magnets for Young Adults

Top 30 Best Cities for job growth

Top 40 Business and Careers

Top 100 Places to Live

#### What they're saying about Springfield

"For a mid-sized metro area, Springfield, Missouri, has a long-standing economic growth record that's not only respectable, but also enviable."

Ranked third in the top five American cities for job growth by 24/7 Wall St (2010)

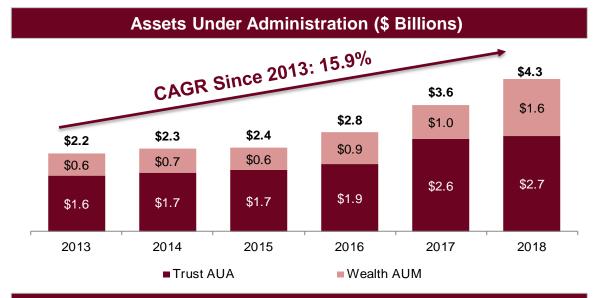
As the third-largest city in Missouri, Springfield is a thriving and energetic metropolitan area that's the perfect incubator for a wealth of industries and jobs.

## **DEPOSIT MARKET SHARE – SFC Bank**

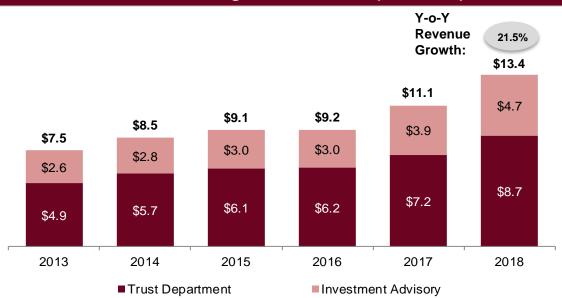
Ins	stitution Name	Offices in MSA	Deposits*	Market Share
1.	Great Southern Bancorp Inc.	20	1,337.0	13.48%
2.	Commerce Bancshares Inc.	11	1,229.4	12.39%
3.	Central Banco. Inc.	21	1,117.4	11.26%
4.	Guaranty Federal Bancshares Inc.	10	612.4	6.17%
5.	Bank of America Corp.	4	570.7	5.75%
6.	OakStar Bancshares Inc.	5	540.2	5.45%
7.	SFC Bank	1	439.3	4.43%
8.	U.S. Bancorp	13	419.6	4.23%
9.	Simmons First National Corp.	9	371.1	3.74%
10.	JamesMark Bancshares Inc.	5	334.6	3.37%

<sup>\*</sup> Millions of dollars, as of 6/30/18, Springfield, MO - MSA

#### **WEALTH MANAGEMENT**







#### **Highlights**

- Offered through four of our five community bank subsidiaries with opportunities to expand in Des Moines and Springfield, MO markets
- Corporate and personal trusts
- · Custody services
- Investment advisory and wealth management services
- Trust operations services marketed to correspondent banking clients

#### **Long-term Goals**

- Grow wealth management income by more than 10% annually
- Revenue growth of 21.5% (Bates Companies closed on 10/1/18)

#### **CORRESPONDENT BANKING, SWAPS & LOAN SALES**

## Correspondent Banking

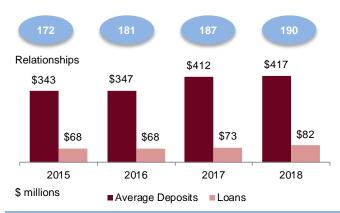
- Competitively positioned with experienced staff, software systems and processes
- 190 relationships in IL, IA and WI with significant opportunities in MO
- More than \$415M in average deposits
- Bank stock loans

#### **Loan Sale Income**

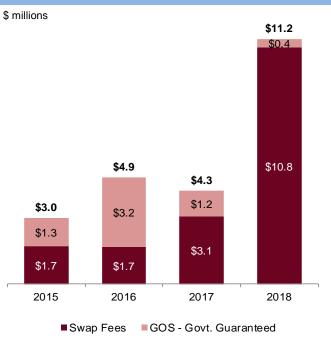
- Dedicated and experienced servicing and portfolio management staff with expertise in government guaranteed loans (SBA and USDA programs)
- Limited reliance on residential mortgage sales to drive fee income

#### **Swaps**

- Provide interest rate swaps on select commercial loans
- Customer receives fixed rate loan while generating floating rate exposure plus expanding fee income stream
- Strong growth due to interest rate environment



#### Swap Fee + Loan Sale Income



#### **GAAP TO NON-GAAP RECONCILIATIONS**

(\$ in millions)	For the Years Ended December 31,											
NIM (TEY)		2013	_	2014	_	2015	_	2016	_	2017	_	2018
Net interest income (GAAP)	\$	64.1	\$	69.1	\$	76.3	\$	94.5	\$	116.1	\$	142.4
Plus: Tax equivalent adjustment		2.6		4.0		4.9		6.0		9.2	_	6.6
Net interest income - tax equivalent (Non-GAAP)	\$	66.7	\$	73.1	\$	81.2	\$	100.5	\$	125.3	\$	149.0
Less: Acquisition-related amortization / accretion included in net interest margin, net		1.1		0.7		0.4		3.7		5.0		<u>5.5</u>
Net interest income – adjusted (Non-GAAP)	\$	65.6	\$	72.4	\$	80.8	\$	96.8	\$	120.3	\$	143.5
Average earning assets	\$	2,200.3	\$	2,319.4	\$	2,406.2	\$	2,678.4	\$	3,314.8	\$	4,120.1
NIM (GAAP)		2.91%	2.91% 2.98% 3.17% 3.53% 3.50		3.50%	/ 0	3.46%					
NIM (TEY) (Non-GAAP) *		3.03%		3.15%		3.37%		3.75%		3.78%	, 0	3.62%
NIM (Adjusted) (TEY) (Non-GAAP)		2.98%		3.12%		3.36%		3.61%		3.63%	, 0	3.48%
EFFICIENCY RATIO												
Noninterest expense (GAAP)	\$	65.5	\$	65.6	\$	73.2	\$	81.5	\$	97.4	\$	119.1
Net interest income (GAAP)	\$	64.1	\$	69.1	\$	76.3	\$	94.5	\$	116.1	\$	142.4
Noninterest income (GAAP)		26.8		21.3		24.4		31.0		30.5		41.5
Total income	\$	90.9	\$	90.4	\$	100.7	\$	125.6	\$	146.5	\$	183.9
Efficiency ratio (noninterest expense/total income) (Non-GAAP) *		71.98%		72.55%		72.71%		64.90%		66.48%	, 0	64.77%

#### **GAAP TO NON-GAAP RECONCILIATIONS (CONT.)**

(dollars in thousands) For the Years Ended December 31,

						,				
2013		2014		2015		2016		2017		2018
\$ 14,938	\$	14,953	\$	16,928	\$	27,687	\$	35,707	\$	43,120
\$ 1,197 1,517 386	\$	60 -	\$	519 - - - - 252	\$	2,985 - - -	\$	(57) - - -	\$	- - - -
\$	\$	60	\$	771	\$	2,985	\$	(57)	\$	-
\$ 1,778 - - -	\$	- - - -	\$	4,671 - - (487) 513	\$	2,975 1,086 677	\$	- 695 2,802 -	\$	1,645 1,647 -
\$ 1,778	\$	-	\$	4,697	\$	4,738	\$	3,497	\$	3,292
\$ -	\$	-	\$	-	\$	-	\$	2,919	\$	-
\$ 13,046	\$	14,893	\$	20,854	\$	29,440	\$	36,342	\$	46,412
\$ 3,168	\$	1,082	\$	-	\$	-	\$	-	\$	-
\$ 9,878	\$	13,811	\$	20,854	\$	29,440	\$	36,342	\$	46,412
\$ 9,878	\$	13,811	\$	20,854	\$	29,440	\$	36,342	\$	46,412
5,646,926		8,048,661		10,499,841		12,766,003		13,680,472		15,064,730
\$ 1.75	\$	1.72	\$	1.99	\$	2.31	\$	2.66	\$	3.08
\$ 13,046	\$	14,893	\$	20,854	\$	29,440	\$	36,342	\$	46,412
\$ 2,330,604	\$	2,453,678	\$	2,549,921	\$	2,846,699	\$	3,519,848	\$	4,392,121
0.56%		0.61%		0.82%		1.03%		1.03%		1.06%
\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	\$ 14,938  \$ 281 1,197 1,517 386 289 \$ 3,670  \$ - 1,778 \$ 1,778 \$ \$ 13,046 \$ 3,168 \$ 9,878 \$ 5,646,926 \$ 1.75  \$ 13,046 \$ 2,330,604	\$ 14,938 \$  \$ 281 \$ 1,197 1,517 386 289 \$ 3,670 \$  \$ - \$ 1,778 \$ 1,778 \$ \$ 13,046 \$ \$ 3,168 \$  \$ 9,878 \$  \$ 9,878 \$  \$ 5,646,926	\$ 14,938 \$ 14,953  \$ 281 \$ 60 1,197 - 1,517 - 386 - 289 - \$ 3,670 \$ 60  \$ - \$ - 1,778 \$ 1,778 \$ \$ 13,046 \$ 14,893 \$ 3,168 \$ 1,082  \$ 9,878 \$ 13,811  \$ 9,878 \$ 13,811  \$ 9,878 \$ 13,811  \$ 5,646,926 8,048,661 \$ 1.75 \$ 1.72  \$ 13,046 \$ 14,893 \$ 2,330,604 \$ 2,453,678	\$ 14,938 \$ 14,953 \$  \$ 281 \$ 60 \$ 1,197	\$ 14,938 \$ 14,953 \$ 16,928  \$ 281 \$ 60 \$ 519 1,197	\$ 14,938 \$ 14,953 \$ 16,928 \$ \$ \$ 281 \$ 60 \$ 519 \$ 1,197	\$ 14,938 \$ 14,953 \$ 16,928 \$ 27,687  \$ 281 \$ 60 \$ 519 \$ 2,985  1,197	\$ 14,938 \$ 14,953 \$ 16,928 \$ 27,687 \$ \$ 281 \$ 60 \$ 519 \$ 2,985 \$ 1,197	\$ 14,938 \$ 14,953 \$ 16,928 \$ 27,687 \$ 35,707  \$ 281 \$ 60 \$ 519 \$ 2,985 \$ (57) 1,197	\$ 14,938 \$ 14,953 \$ 16,928 \$ 27,687 \$ 35,707 \$ \$ \$ 281 \$ 60 \$ 519 \$ 2,985 \$ (57) \$ 1,197 \$

<sup>(1)</sup> Nonrecurring items (post-tax) are calculated using an estimated effective tax rate of 35% for periods prior to March 31, 2018 and 21% for periods including and after March 31, 2018.

<sup>(2)</sup> Acquisition costs were analyzed individually for deductibility. Presented amounts are tax-effected accordingly.

### **GAAP TO NON-GAAP RECONCILIATIONS (CONT.)**

	As of and for the Year ended, December 31,									
(\$ in millions, except per share data)	2013	2014	4 2015 2016		2017	2018				
Tangible Common Equity			•	•						
Total equity	\$147.6	\$144.1	\$225.9	\$286.0	\$353.3	\$473.1				
Less: Preferred equity	29.8	-	-	-	-	-				
Less: Goodwill and intangible assets	5.1	4.9	4.7	22.5	37.4	95.3				
Tangible common equity	\$112.7	\$139.2	\$221.2	\$263.5	\$315.9	\$377.9				
Tangible book value per share	\$14.29	\$17.50	\$18.81	\$20.11	\$22.70	\$24.04				
Tangible Assets										
Total assets	\$2,395.0	\$2,525.0	\$2,593.2	\$3,301.9	\$3,982.7	\$4,949.7				
Less: Goodwill and intangible assets	5.1	4.9	4.7	22.5	37.4	95.3				
Tangible assets	\$2,389.8	\$2,520.1	\$2,588.5	\$3,279.4	\$3,945.3	\$4,854.4				
Tangible common equity to tangible assets	4.71%	5.52%	8.55%	8.04%	8.01%	7.78%				



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