



# HTLF

We see  
**Growth.**

4th Quarter 2022 Financials

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This investor presentation (including any information incorporated herein by reference) and future oral and written statements of HTLF and its management, may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, with respect to the business, financial condition, results of operations, plans, objectives and future performance of HTLF.

Any statements about HTLF's expectations, beliefs, plans, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. Forward-looking statements may include information about possible or assumed future results of HTLF's operations or performance, and may be based upon beliefs, expectations and assumptions of HTLF's management. These forward-looking statements are generally identified by the use of the words such as "believe", "expect", "anticipate", "plan", "intend", "estimate", "project", "may", "will", "would", "could", "should", "may", "view", "opportunity", "potential", or similar or negative expressions of these words or phrases that are used in this investor presentation, , and future oral and written statements of HTLF and its management. Although HTLF may make these statements based on management's experience, beliefs, expectations, assumptions and best estimate of future events, the ability of HTLF to predict results or the actual effect or outcomes of plans or strategies is inherently uncertain, and there may be events or factors that management has not anticipated. Therefore, the accuracy and achievement of such forward-looking statements and estimates are subject to a number of risks, many of which are beyond the ability of management to control or predict, that could cause actual results to differ materially from those in its forward-looking statements. These factors, which HTLF currently believes could have a material effect on its operations and future prospects, are detailed below and in the risk factors in HTLF's reports filed with the Securities and Exchange Commission ("SEC"), including the "Risk Factors" section under Item 1A of Part I of HTLF's Annual Report on Form 10-K for the year ended December 31, 2021, include, among others:

- Coronavirus Disease 2019 ("COVID-19") Pandemic Risks, including risks related to the ongoing COVID-19 pandemic and measures enacted by the U.S. federal and state governments and adopted by private businesses in response to the COVID-19 pandemic;
- Economic and Market Conditions Risks, including risks related to changes in the U.S. economy in general and in the local economies in which HTLF conducts its operations and future civil unrest, natural disasters, terrorist threats or acts of war;
- Credit Risks, including risks of increasing credit losses due to deterioration in the financial condition of HTLF's borrowers, changes in asset and collateral values and climate and other borrower industry risks which may impact the provision for credit losses and net charge-offs;
- Liquidity and Interest Rate Risks, including the impact of capital market conditions and changes in monetary policy on our borrowings and net interest income;
- Operational Risks, including processing, information systems, cybersecurity, vendor, business interruption, and fraud risks;
- Strategic and External Risks, including economic, political and competitive forces impacting our business;
- Legal, Compliance and Reputational Risks, including regulatory and litigation risks; and
- Risks of Owning Stock in HTLF, including stock price volatility and dilution as a result of future equity offerings and acquisitions.

There can be no assurance that other factors not currently anticipated by HTLF will not materially and adversely affect HTLF's business, financial condition and results of operations. In addition, many of these risks and uncertainties are currently amplified by and may continue to be amplified by the COVID-19 pandemic and the impact of varying governmental responses that affect HTLF's customers and the economies where they operate. Additionally, all statements in this investor presentation, including forward-looking statements speak only as of the date they are made. HTLF does not undertake and specifically disclaims any obligation to publicly release the results of any revisions which may be made to any forward-looking statement to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events or to otherwise update any statement in light of new information or future events. Further information concerning HTLF and its business, including additional factors that could materially affect HTLF's financial results, is included in HTLF's filings with the SEC.

Within the charts and tables presented, certain segments, columns and rows may not sum to totals shown due to rounding.

# 4Q 2022 Highlights

**▲ \$1.37 EPS**

available to common shareholders

**▲ 3.65% NIM**

fully tax equivalent (non-GAAP)  
20 bps increase from the prior quarter

**▲ \$505M Loan Growth**

5% loan growth for the quarter  
18% annualized

**▲ 54.33% Efficiency Ratio**

fully tax equivalent (non-GAAP)

**▲ \$195M Total Revenue**

quarterly growth of more than \$10 million

**▲ 0.33% NPAs**

30-89 day delinquencies 0.04% of total loans

**▲ Charter Consolidation Progress**

completed the consolidation of two bank charters during the 4Q22

**▲ Headquarters moved to Denver**

move was effective December 31, 2022

**▲ Total Assets over \$20B**

15.6% CAGR over the past five years

**▲ Successful Shareholder Resolution**

agreement reached with 13D group, including its dissolution

**▲ \$4.79 EPS**

available to common shareholders

**▲ 3.37% NIM**

fully tax equivalent (non-GAAP)

**▲ \$1.5B Loan Growth**

inclusive of \$200M of PPP loan run-off

**▲ 57.74% Efficiency Ratio**

fully tax equivalent (non-GAAP)

**▲ \$727M Total Revenue**

6% growth over 2021

**▲ \$1.09 Dividends Paid to Shareholders**

13.5% growth over 2021

**▲ Charter Consolidation Progress**

completed five charter consolidations in 2022

**▲ 18.56% ROATCE**

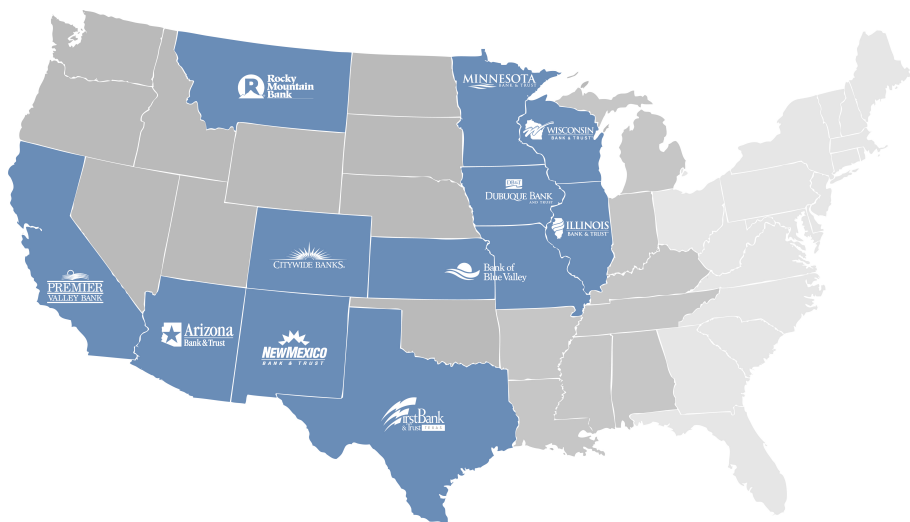
(non-GAAP)

**▲ 11 bps Net Charge-Offs**

# Company Overview

## Company Overview – NASDAQ: HTLF

- Headquartered in Denver, Colorado
- Holding company established in 1981; NASDAQ member since 2003
- HTLF conducts banking business through 11 local bank brands
- Commercial focused bank supported by a significant Consumer network and Wealth Management solutions
- 119 full-service branches located across 12 states in the Midwest, Southwest and Western regions of the country
- \$4.8B in Assets Under Management
- \$2.0B in market capitalization



## Fiscal 4Q 2022 Financial Highlights

Dollars in millions

As of 4Q22

### Balance Sheet

Total Assets	\$20,244
Total Loans Held for Investment	\$11,428
Total Deposits	\$17,513
Loan / Deposit Ratio	65.3 %
Tangible Common Equity <sup>1</sup>	\$1,023
Total Common Equity	\$1,624

### Capital

Total Common Equity / Total Assets	8.02 %
Tang. Common Equity / Tang. Assets <sup>1</sup>	5.21 %
Tier 1 Leverage Ratio	9.13 %
CET1 Ratio	11.07 %
Tier 1 Capital Ratio	11.81 %
Total RBC Ratio	14.76 %

### Profitability

	QTD	YTD
Net Interest Margin, fully tax-equivalent <sup>1</sup>	3.65 %	3.37 %
Cost of Interest Bearing Deposits	1.13 %	0.52 %
Return on Avg. Assets	1.21 %	1.08 %
Return on Avg. Tangible Common Equity <sup>1</sup>	25.19 %	18.56 %
Efficiency Ratio FTE <sup>1</sup>	54.33 %	57.74 %

### Asset Quality

NPAs / Assets	0.33 %
Net charge offs (recoveries)/ Avg. Loans	(0.06)% 0.11 %

1. See appendix for reconciliation of non-GAAP financial measures

# A Steadfast Commitment to Growth

## *5 year lookback*

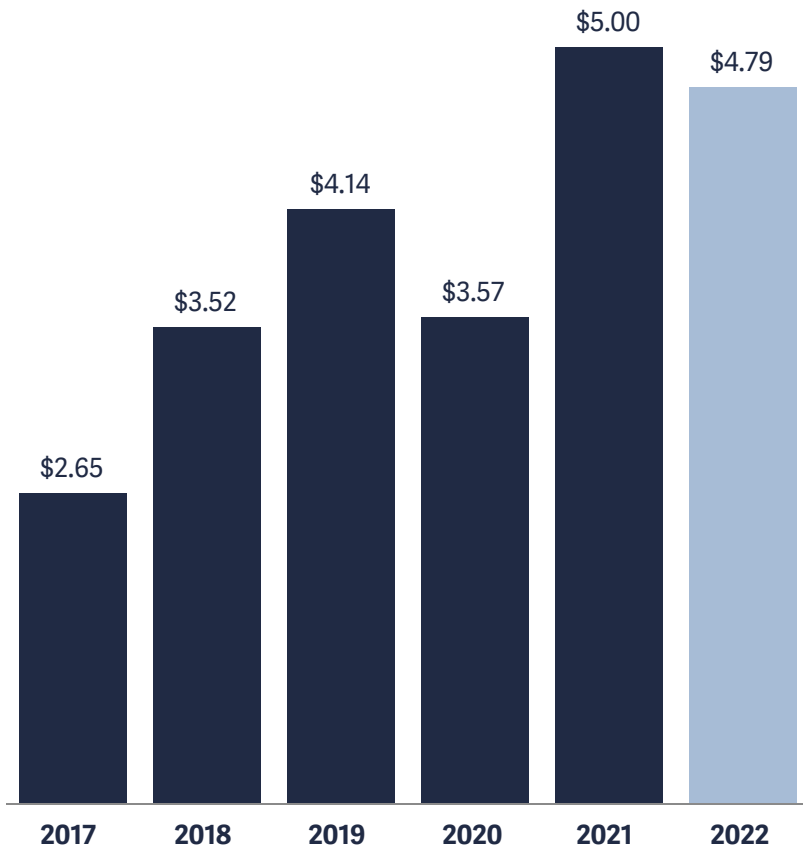
As of 4Q22

<b>Asset 5Y CAGR</b>	<b>15.6 %</b>
<b>Gross Loans 5Y CAGR</b>	<b>12.2 %</b>
<b>Deposits 5Y CAGR</b>	<b>16.5 %</b>
<b>5Y Average ROATCE, non-GAAP <sup>1</sup></b>	<b>15.6 %</b>
<b>EPS (TTM) 5Y CAGR</b>	<b>12.6 %</b>
<b>Dividend 5Y CAGR</b>	<b>16.4 %</b>
<b>Revenue/FTE 5Y CAGR <sup>2</sup></b>	<b>10.6 %</b>

1. See appendix for reconciliation of non-GAAP financial measures
2. Revenue/FTE is measured based on the quarterly data.

# HTLF Diluted EPS and Common Dividends

## Diluted EPS



## Common Dividends



# Strategic Focus

## Goal: Driving Long-Term EPS Growth



Driving organic growth through **Strategic Customer Acquisition and Retention** in our core banking markets and leveraging our growing commercial expertise



**Enhancing our Customer Experience** through technology investment, digital adoption and process improvements



Continuing to invest in our culture and **Attracting and Retaining Talent** enable us to best serve our customers and communities



Ongoing **Efficiency Improvements to Operate Effectively** includes consolidating charters, focusing on strategic initiatives to enhance growth in targeted businesses and geographies, while leveraging improved technology



Guiding our growth through **Prudent Risk Management and Credit Discipline** with a conservative balance sheet and geographic diversification

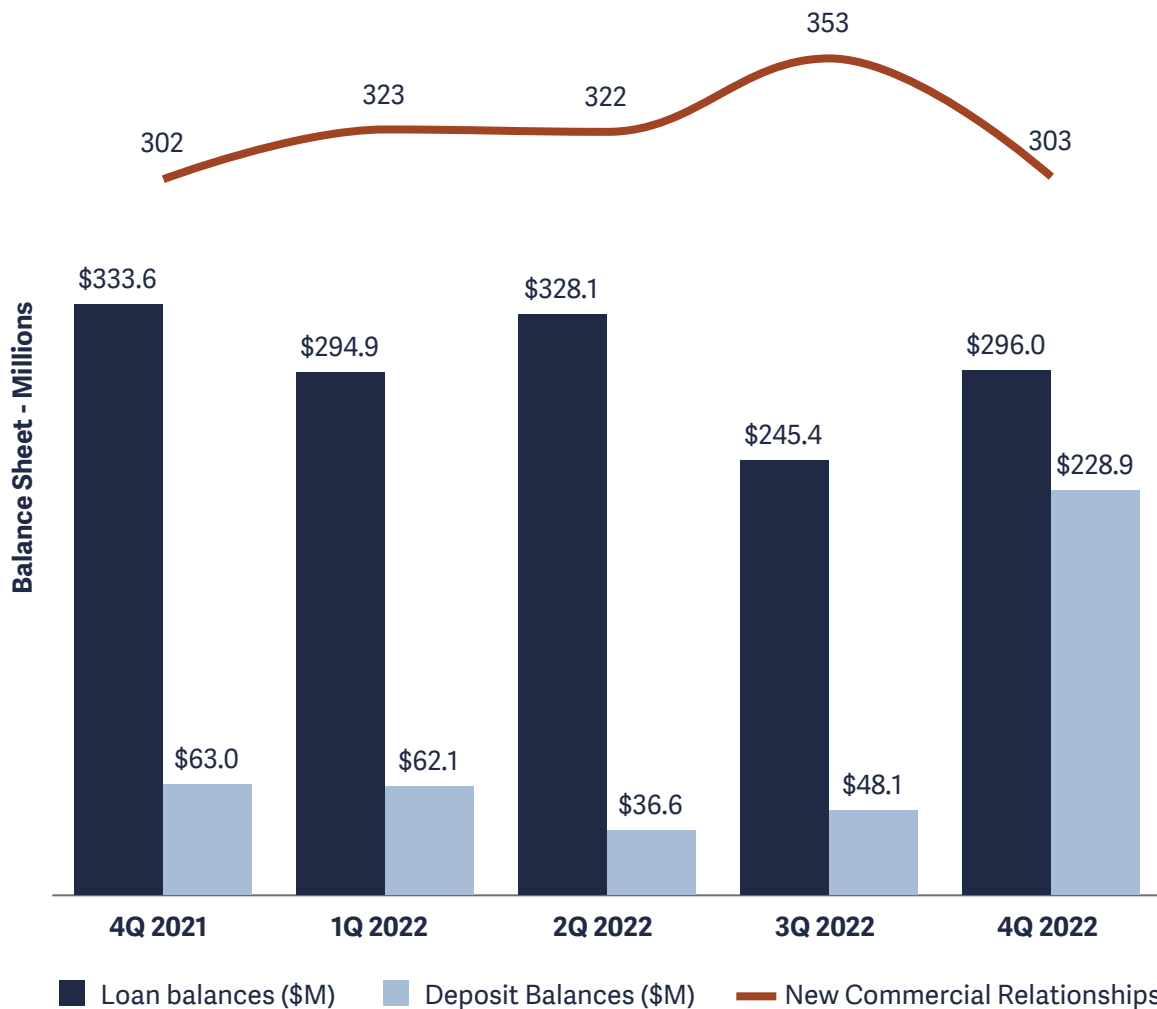


# Expanding Middle Market Services

Continue build out of middle market banking services through talent additions and vertical expertise to enhance our capabilities and support our local bank brands

<p><b>Specialized Industries</b></p>	<p><b>Food &amp; AgriBusiness</b></p>	<p><b>Capital Markets</b></p>	<p><b>Local Divisional Banks Providing Commercial / Small Business / Consumer Solutions</b></p>
<p>Focusing on commercial banker adds/upgrades to growth markets across the footprint</p>	<p>California Food &amp; Agribusiness division added during 3Q 2021</p>	<p>Added dedicated Capital Markets specialists over last 12 months</p>	
<ul style="list-style-type: none"> <li>▪ Healthcare</li> <li>▪ Professional Business Services</li> <li>▪ Franchise Finance</li> <li>▪ Commercial Real Estate</li> <li>▪ Specialty Manufacturing &amp; Distribution</li> <li>▪ Non-Profits</li> </ul>	<ul style="list-style-type: none"> <li>▪ Industry Research</li> <li>▪ Trade Finance</li> <li>▪ Agriculture Inputs</li> <li>▪ Production Ag</li> <li>▪ Beverage</li> <li>▪ Manufacturer</li> <li>▪ Logistics</li> </ul>	<ul style="list-style-type: none"> <li>▪ Swaps</li> <li>▪ Syndications</li> <li>▪ International Trade Services</li> </ul>	

# New Commercial Relationships



## Over the past 12 months

▶ **1,301 New commercial relationships**

▶ **\$1.2B Loans funded**

▶ **\$376M New deposits**

Note: 4Q22 includes new \$130 million depositor

Note: New relationship count and loan/deposit balances as of initial quarter of funding.

# Improving Customer Experiences



*Six of our brands have been named 2022 Customer Experience Leaders in the US Commercial Small Business Banking or US Commercial Middle Market Banking categories within Coalition Greenwich's Core Banking Syndicated Study*



## Customer Engagement

- Upgraded online functionality
- New website design
- Commercial customer portal improvements
- Real time person-to-person payments



## Process Improvement

- Optimizing client onboarding
- Workflow automation
- Treasury management efficiency
- Connecting customer experience KPIs to business line strategy



## Data Analytics

- Upgraded customer householding
- Expanded core integration
- Internal consolidation of data teams
- Including customer experience results in commercial CRM

Note: Coalition Greenwich is a division of CRISIL, an S&P Global Company, and is a leading global provider of strategic benchmarking, analytics and insights to the financial services industry.

A black square with a red border containing the text "Forbes 2022 AMERICA'S BEST BANKS". The word "Forbes" is in white, "2022" is in white on a red background, "AMERICA'S" is in white, and "BEST BANKS" is in red.

**Forbes 2022**  
**AMERICA'S**  
**BEST BANKS**

**Forbes Best Banks in  
America**

2013 | 2017 | 2018 | 2019  
2020 | 2021 | 2022

**Ranked #28 in 2022**

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**AMONG THE HIGHEST PURCHASE  
VOLUME GROWTH FOR VISA<sup>®</sup>  
COMMERCIAL CARD ISSUERS**

Seven Consecutive Years 2015 - 2021

**Over \$1 billion of annual  
commercial purchasing in 2022**

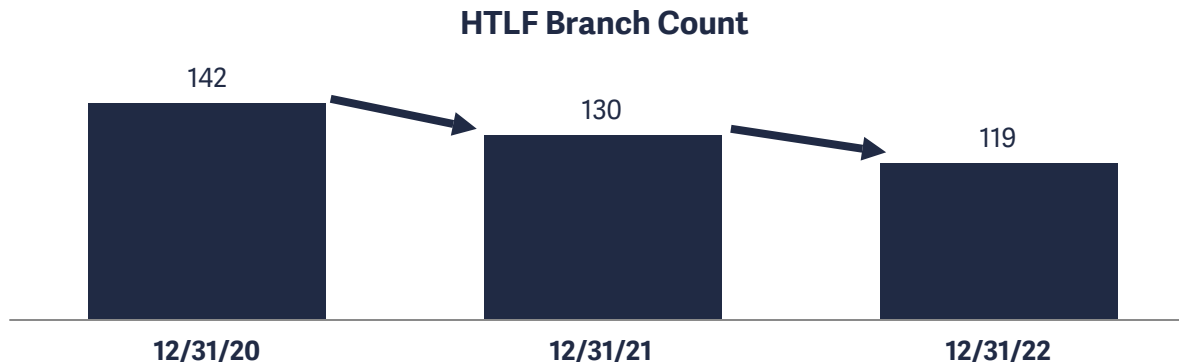


# Franchise Optimization Initiatives

## Charter Consolidation Initiative

- Consolidate 11 existing bank charters into HTLF Bank, based in Denver, Colorado
- Banks maintain their current brands with local leadership and decision making
- Local bank directors will continue to be valuable contributors and advisors, focused on:
  - Growth and profitability strategies
  - Community involvement and investment
  - Customer and prospect development
- Operations and administrative functions remain largely in Dubuque, Iowa
- On track to complete by early 4Q2023
  - Five bank consolidations completed
- Total projected restructuring costs of \$19-20 million
  - \$9.3 million expensed since project initiation
  - ~\$10 million remaining expense to complete over next 4 quarters
- Benefits from consolidation expected to reach \$20 million annually
  - Aligning our core expenses to 2.10% of average assets or lower

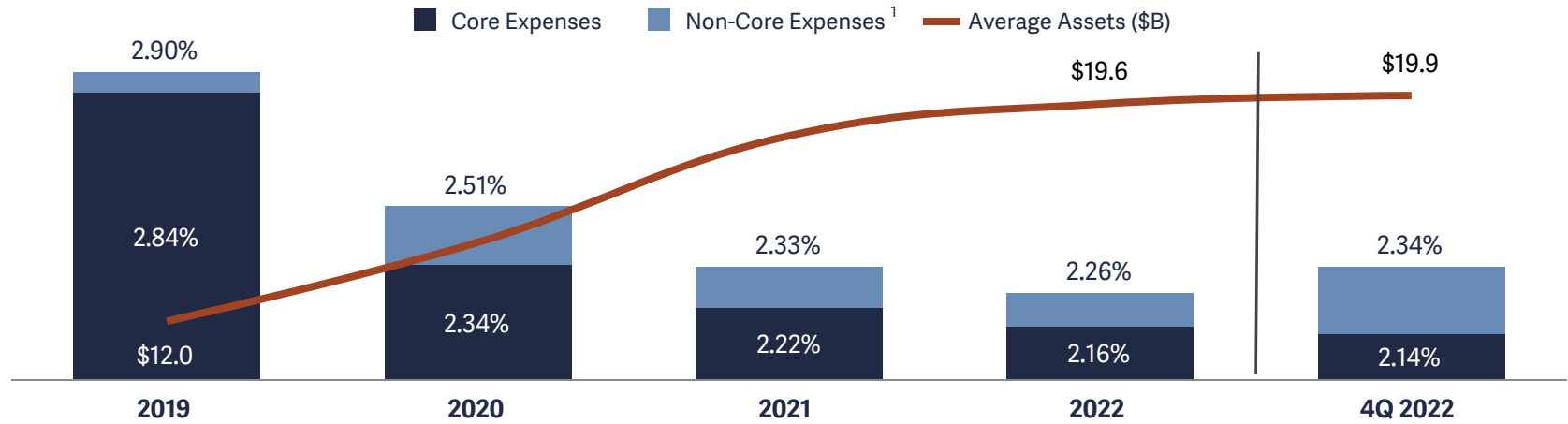
## Branch Optimization



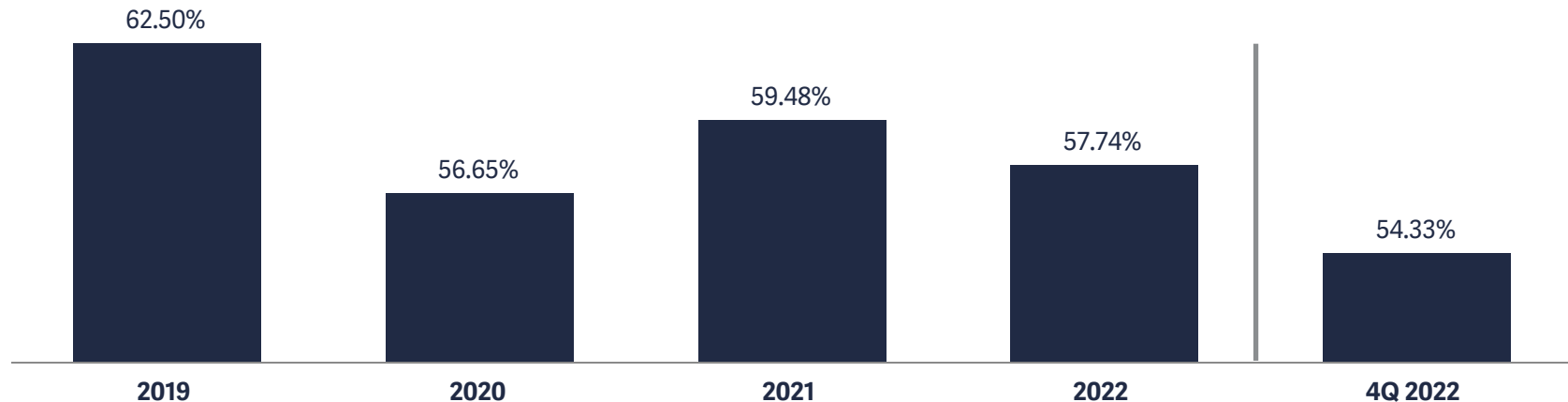
# Operating Efficiency

## Improving by Leveraging Core Costs and Growth

### Leveraging Core Costs and Growth



### Efficiency Ratio<sup>2</sup> Trend

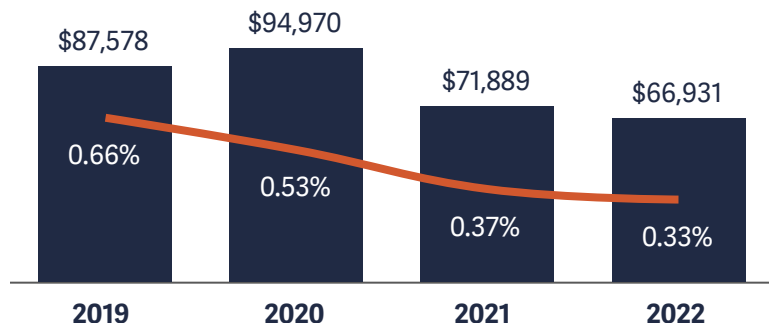


1. Non-Core Expenses include: restructuring costs, tax credits, CDI Amortization, and sale of assets
2. See appendix for reconciliation of non-GAAP financial measures

# Summary Asset Quality

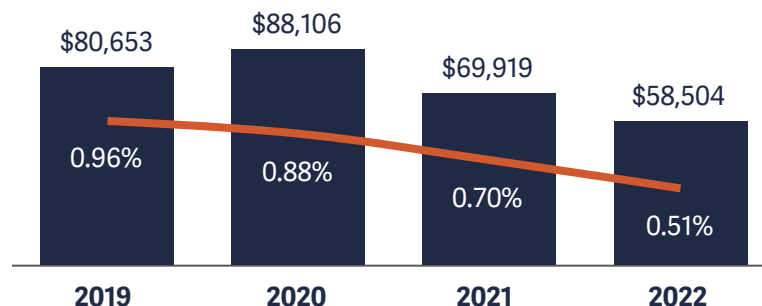
## Non-Performing Assets

■ NPAs (\$000)    — NPAs / Assets (%)



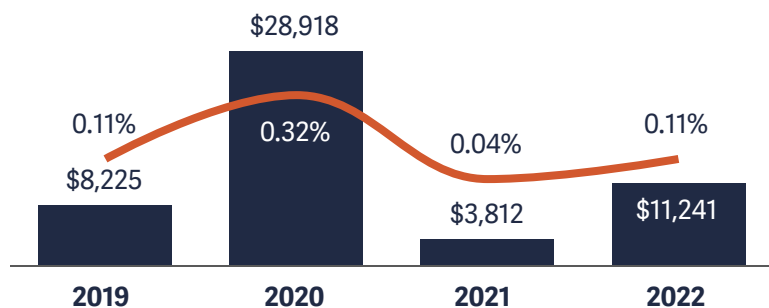
## Non-Performing Loans

■ NPLs (\$000)    — NPLs / Gross Loans (%)



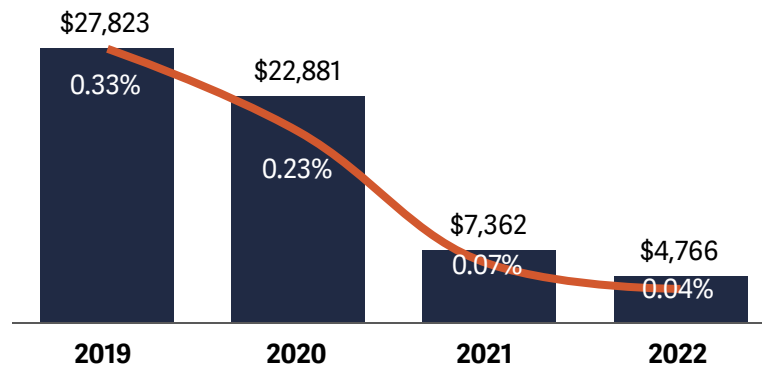
## Net Charge-offs

■ NCOs (\$000)    — NCOs / Avg Loans (%)



## Loan Delinquencies 30-89 days

■ Delinquencies    — Delinquencies / Total Loans (%)



Note: Non-performing loans defined as nonaccrual loans + loans 90 days past due. Non-performing assets defined as nonperforming loans + other real estate owned + other repossessed assets



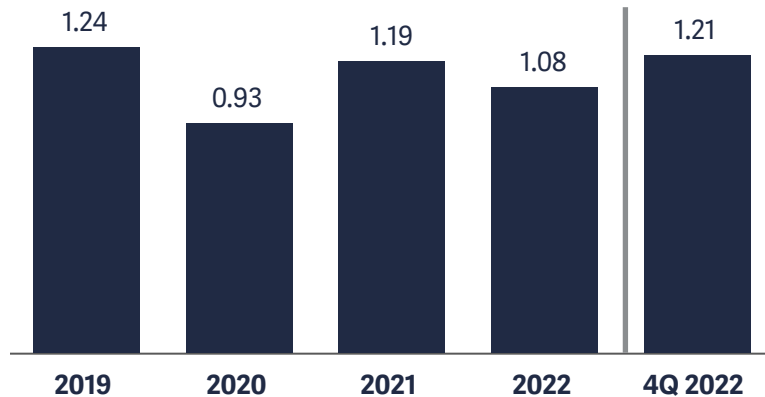
# Financial Summary



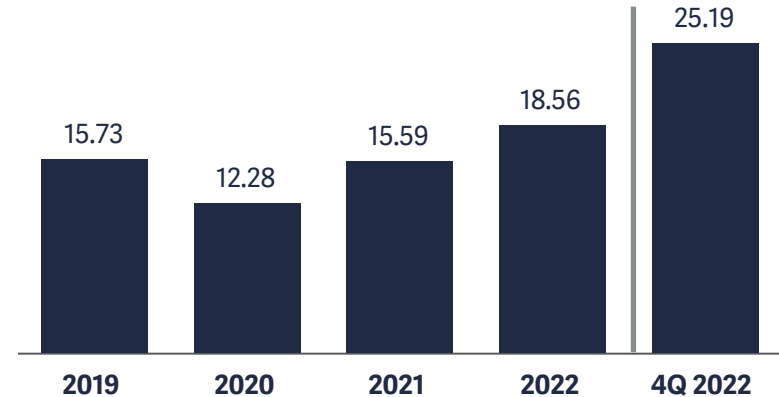
# Profitability Summary

## Improving Revenue & Return Metrics

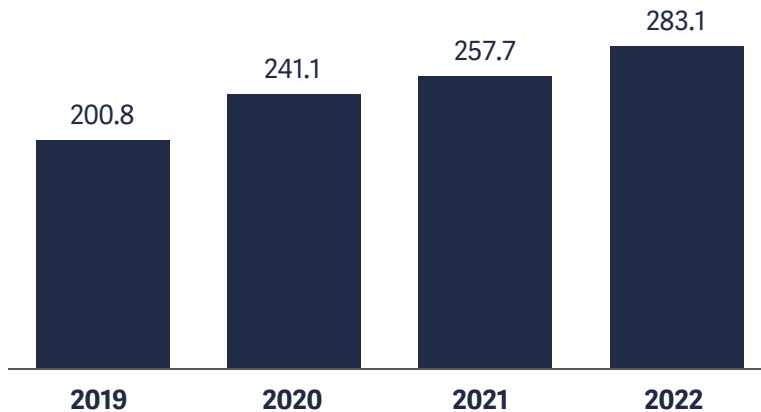
Return on Average Assets (%)



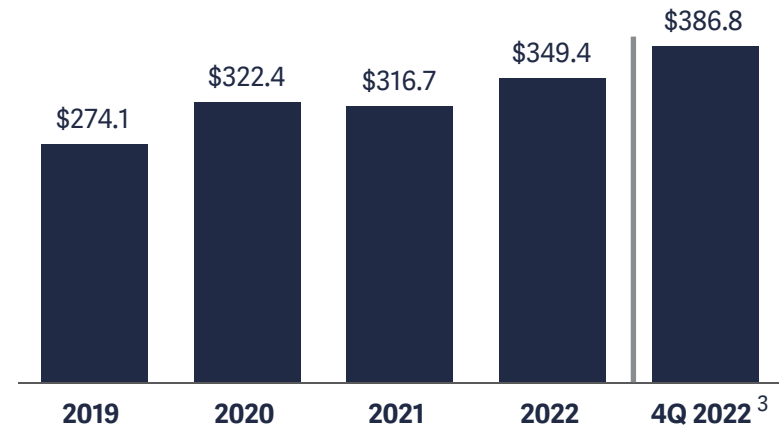
Return on Average Tangible Common Equity (%)<sup>1</sup>



Pre-Provision Net Revenue (\$M)<sup>2</sup>



Revenue / FTE (\$000)

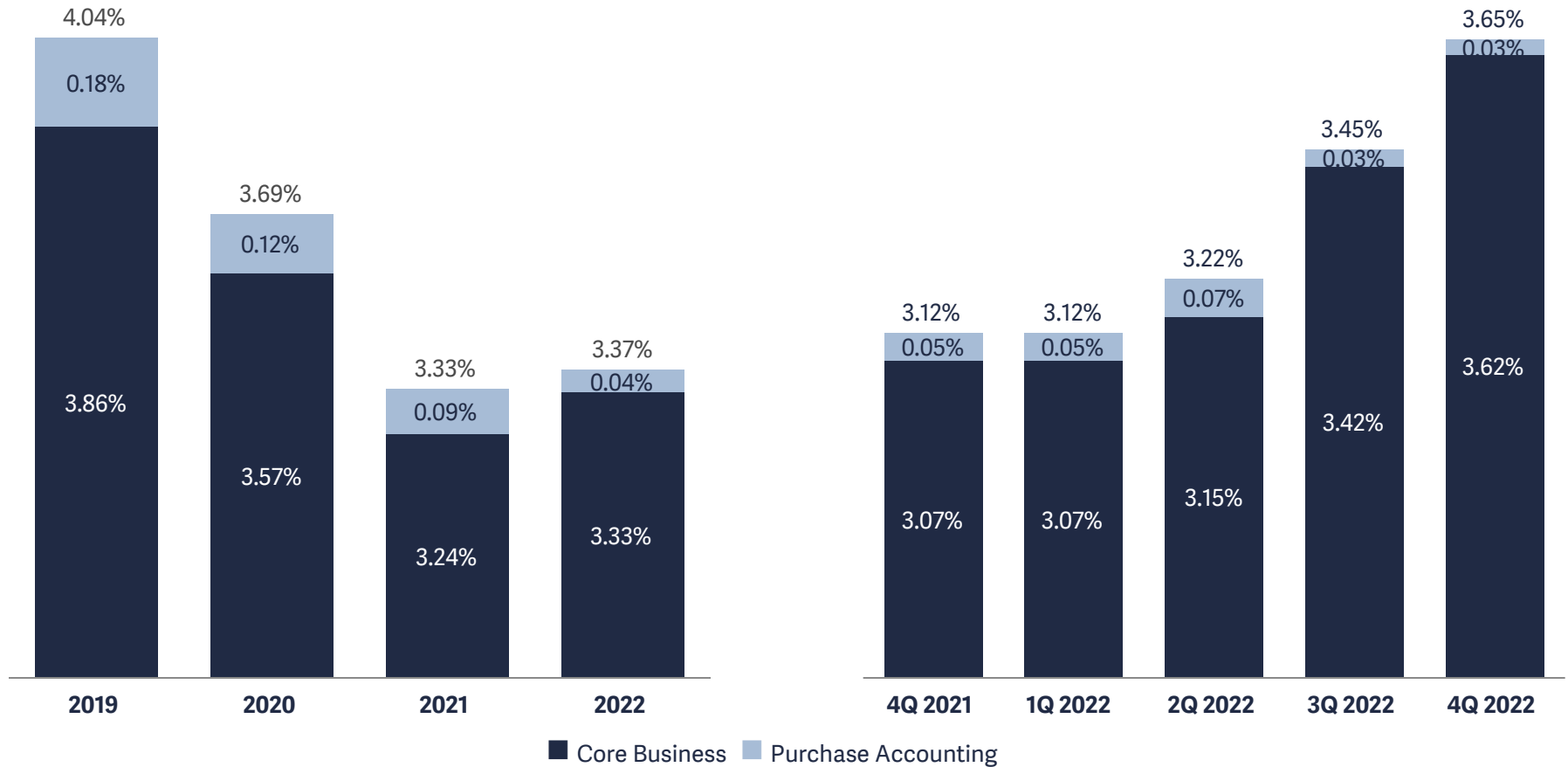


1. See appendix for reconciliation of non-GAAP financial measures
2. Pre-Provision Net Revenue is defined as Net Interest Income + Non-interest Income - Non Interest Expense
3. 4Q22 Revenue / FTE has been annualized

# Net Interest Margin Breakdown

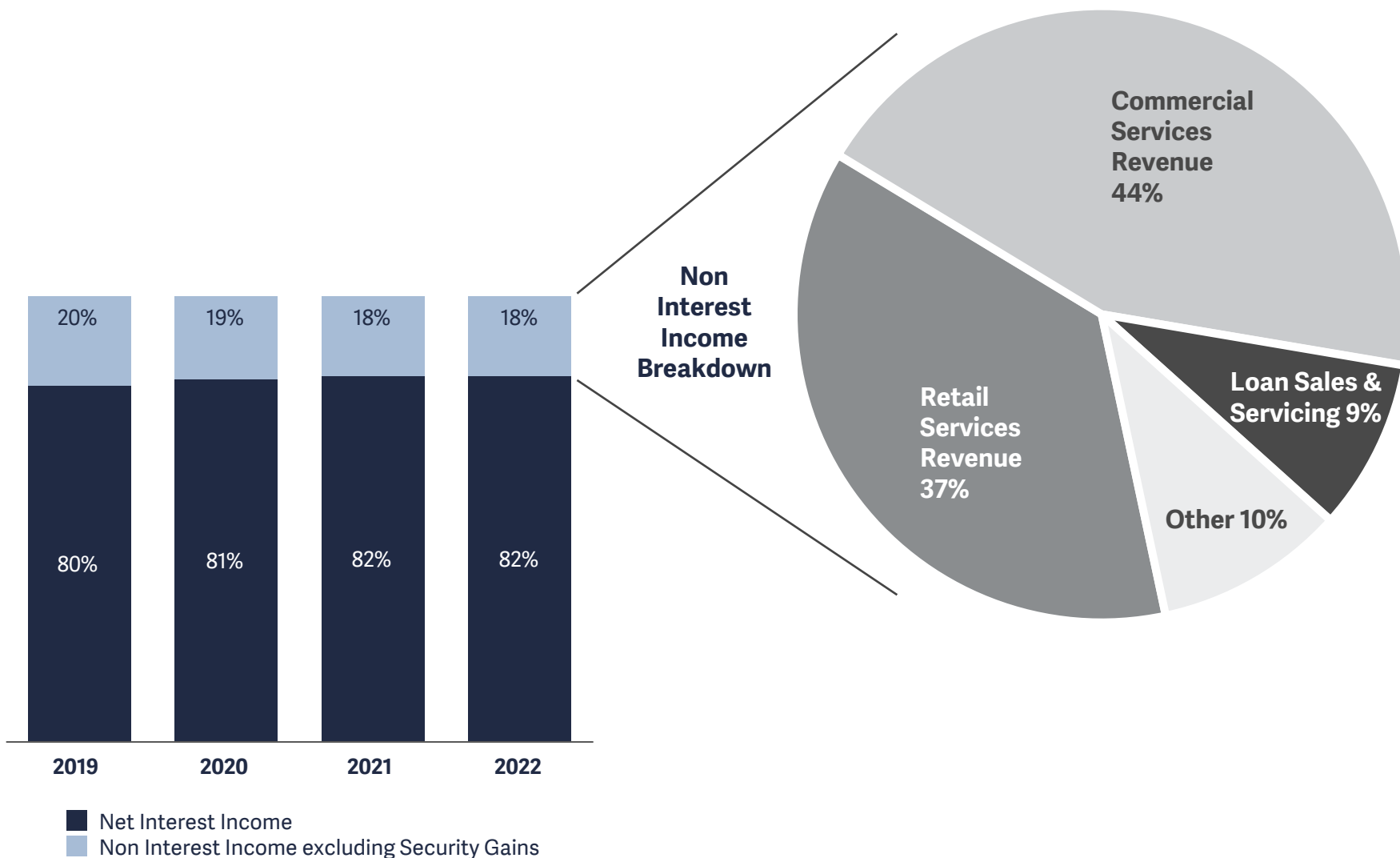
## Annualized - NIM<sup>1</sup>

## Quarterly - NIM<sup>1</sup>



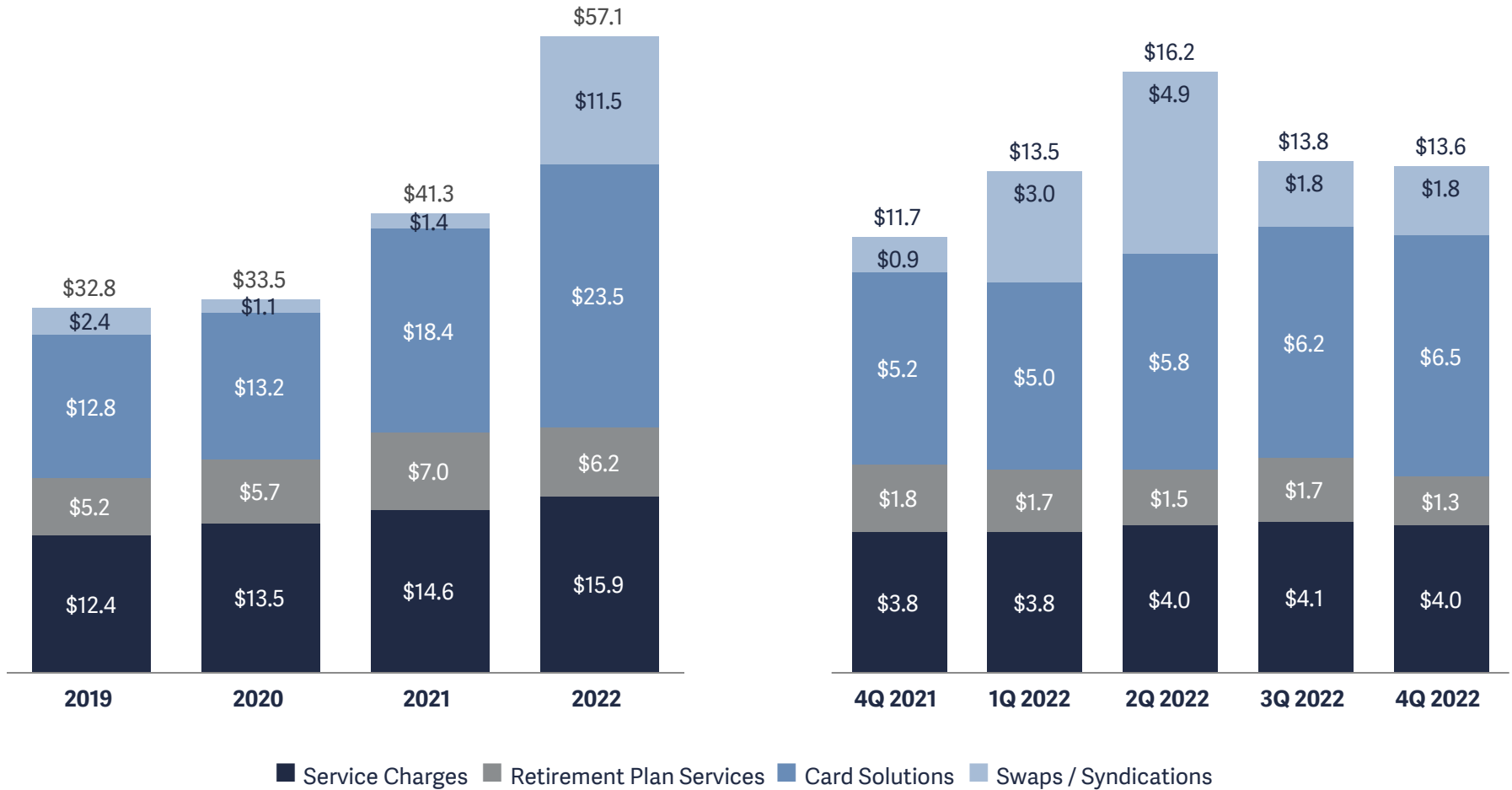
1. On a fully tax equivalent basis; See appendix for reconciliation of non-GAAP financial measures

# Operating Revenue Composition



# Commercial Non Interest Revenues

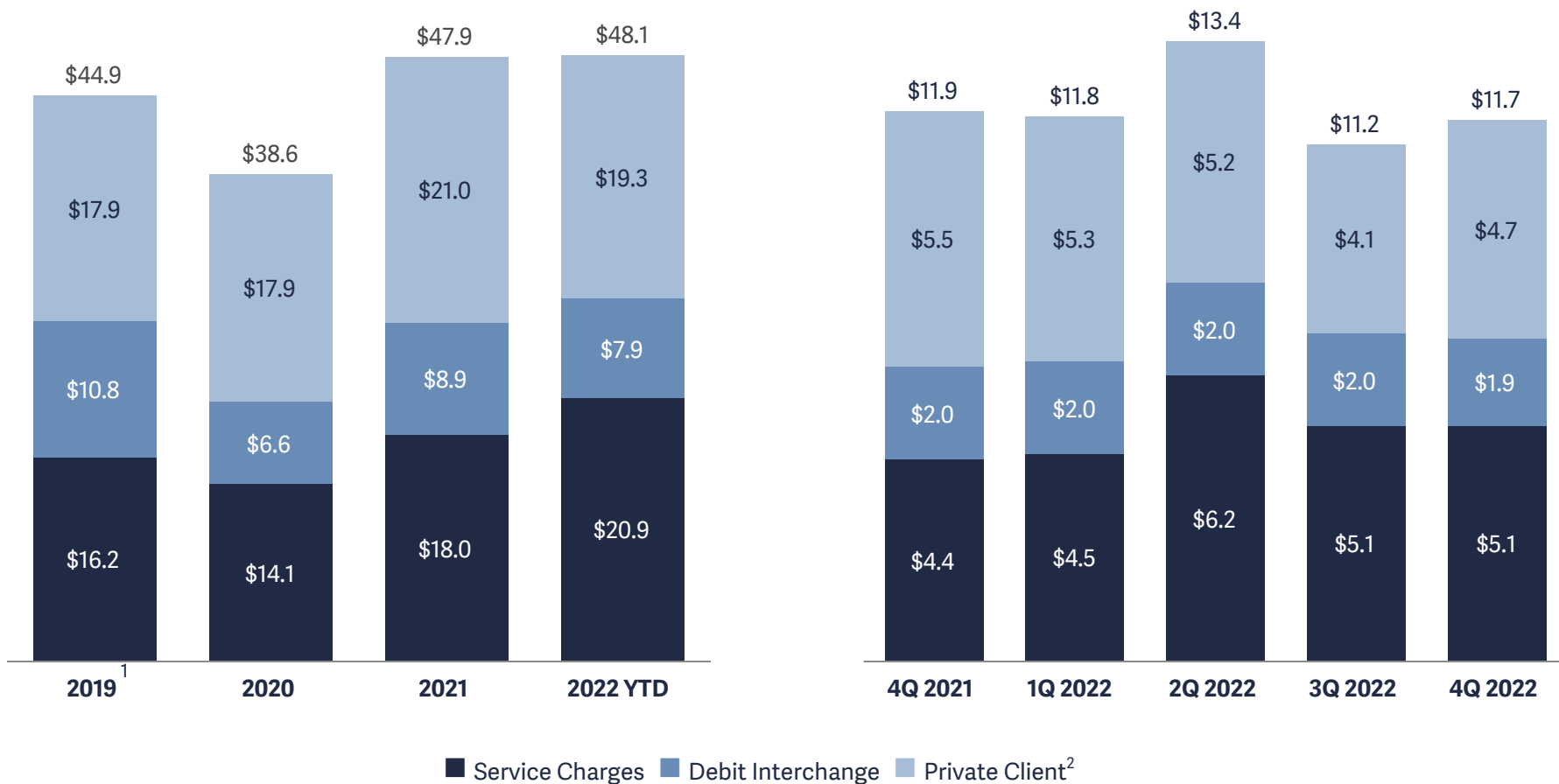
## *Middle Market Expansion*



Note: Dollars in millions

# Consumer Non Interest Revenues

## *Diversified Revenue Mix*



1. Durbin Amendment became effective 7/1/19

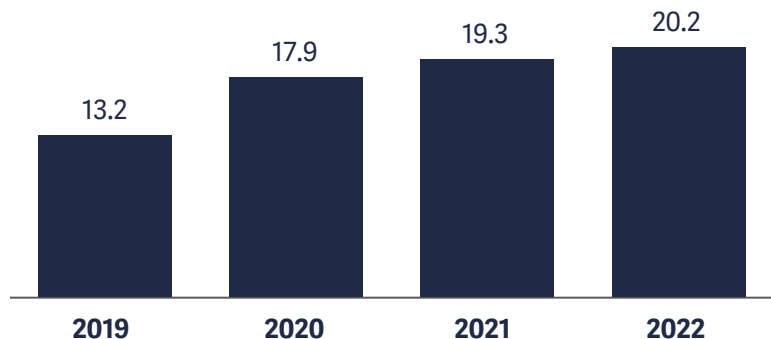
2. Private Client includes: Wealth Management, Brokerage, & Insurance Fees

Note: Dollars in millions

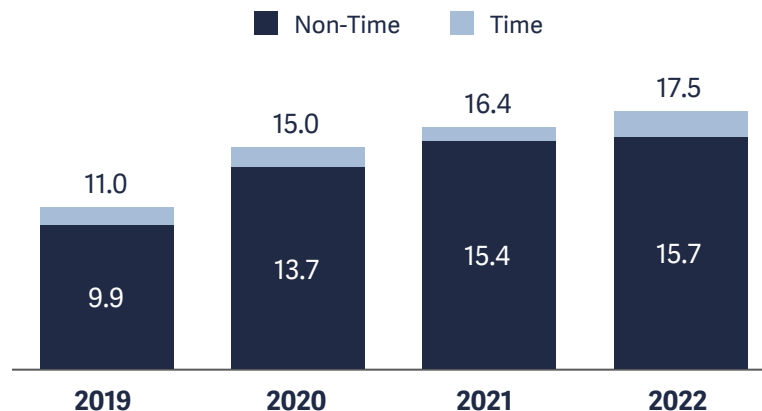
# Balance Sheet Summary

## Conservative Approach

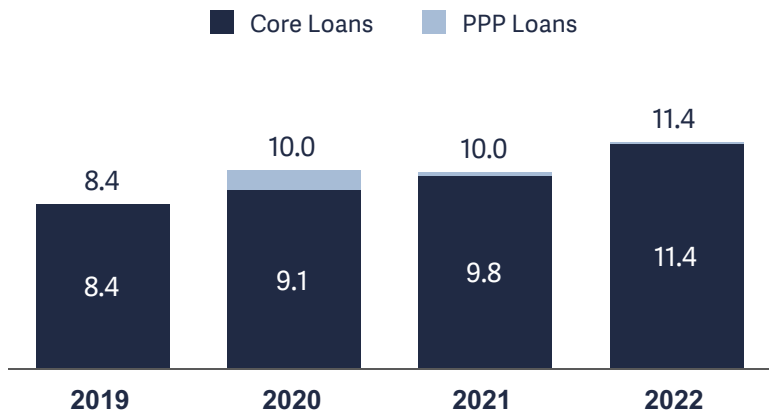
**Total Assets (\$B)**



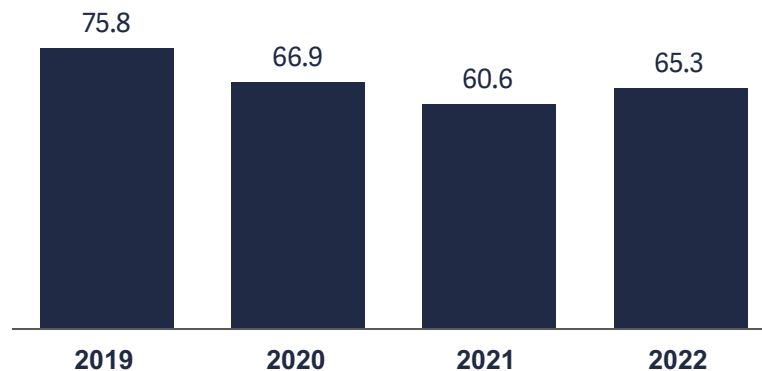
**Total Deposits (\$B)**



**Loans Held to Maturity (\$B)**



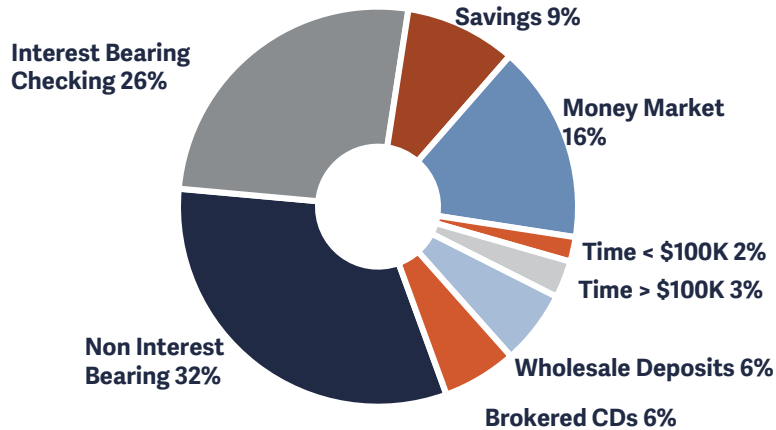
**Loans / Deposits (%)**



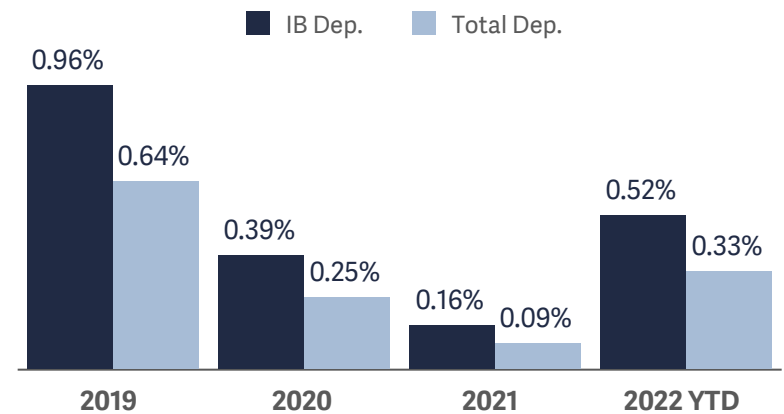
# Deposit Summary

## Attractive Core Deposit Mix

### Deposit Composition



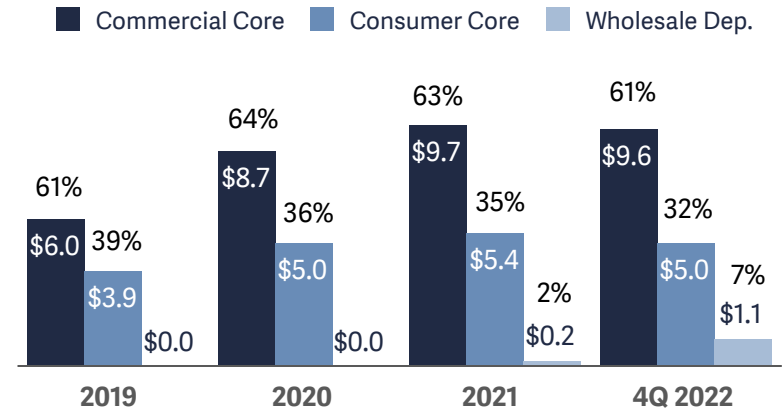
### Cost of Funds (%)



### 4Q2022 Deposit Breakdown

Deposit Type	Portfolio (\$000)	Avg. COF 4Q	Beta 4Q	Beta YTD
Non Interest Bearing	\$5,701,340	0.00%		
Interest Bearing Checking	\$4,527,282	0.75%		
Savings	\$1,535,111	0.20%		
Money Market	\$2,841,354	0.86%		
<b>Total Core Non-Time</b>	<b>\$14,605,088</b>	<b>0.41%</b>	<b>14.2%</b>	<b>9.3%</b>
Time < \$100K	\$324,285	1.35%		
Time > \$100K	\$527,254	0.64%		
<b>Total Core Time</b>	<b>\$851,539</b>	<b>0.98%</b>	<b>15.6%</b>	<b>15.7%</b>
<b>Total Core Deposits</b>	<b>\$15,456,627</b>	<b>0.44%</b>	<b>14.1%</b>	<b>9.6%</b>
Wholesale Deposits	\$1,090,644	3.76%		
Brokered CDs	\$965,739	3.95%		
<b>Total Non Core Deposits</b>	<b>\$2,056,383</b>	<b>3.81%</b>	<b>97.0%</b>	<b>98.8%</b>
<b>Total Deposits</b>	<b>\$17,513,009</b>	<b>0.74%</b>	<b>23.2%</b>	<b>17.4%</b>

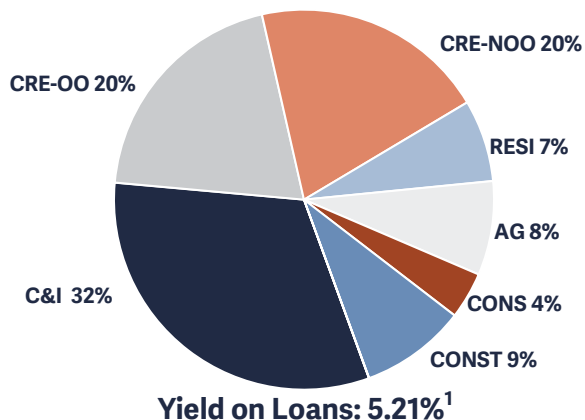
### Customer Non-Time Breakdown (\$B)



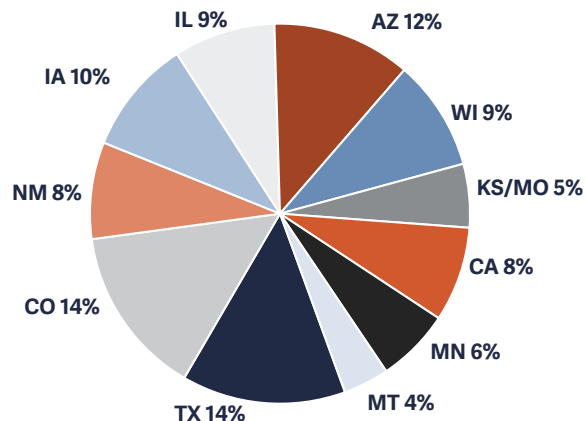
# Diversified Loan Portfolio

## Across both Product and Footprint

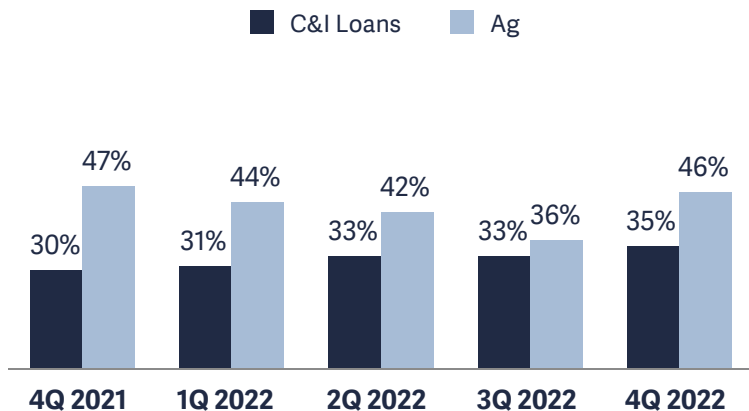
### Loan Composition by Product Type



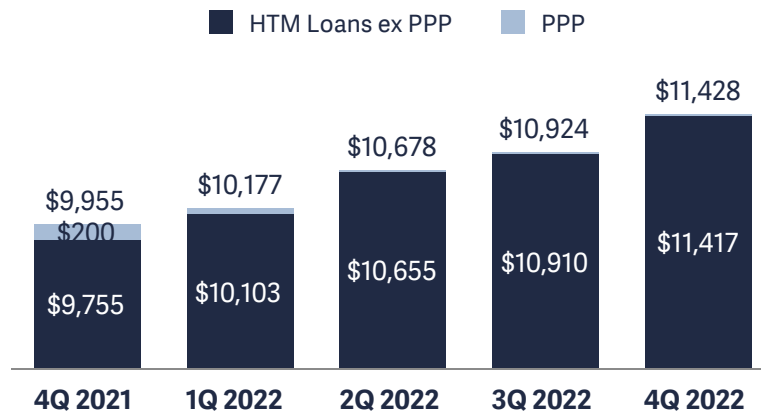
### Loans by Bank Division



### Operating Line Utilization Rates



### Loan Held to Maturity (\$M)

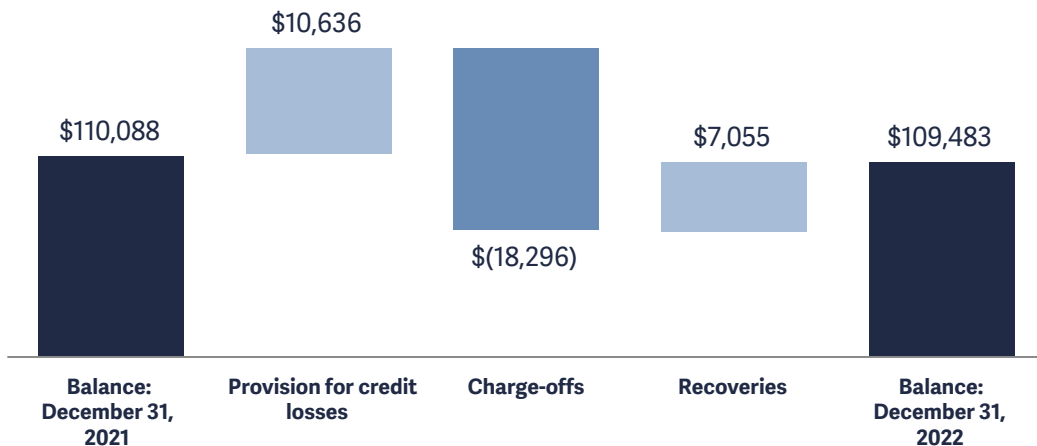


1. Based on average loans QTD as of December 31, 2022 and includes AFS loans and nonaccrual loans; includes purchase accounting of 0.03%

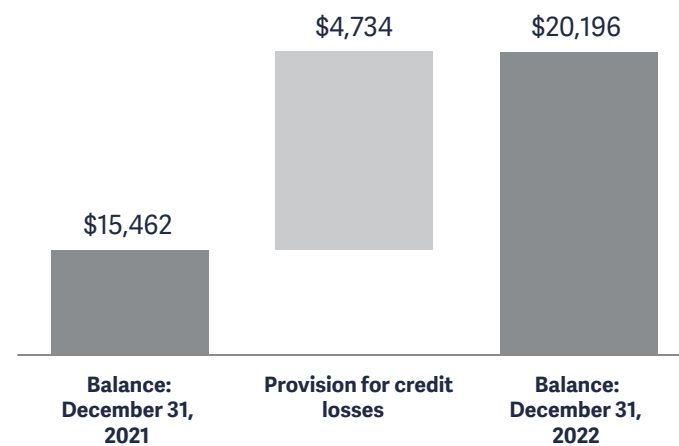


# Allowance for Credit Related Losses

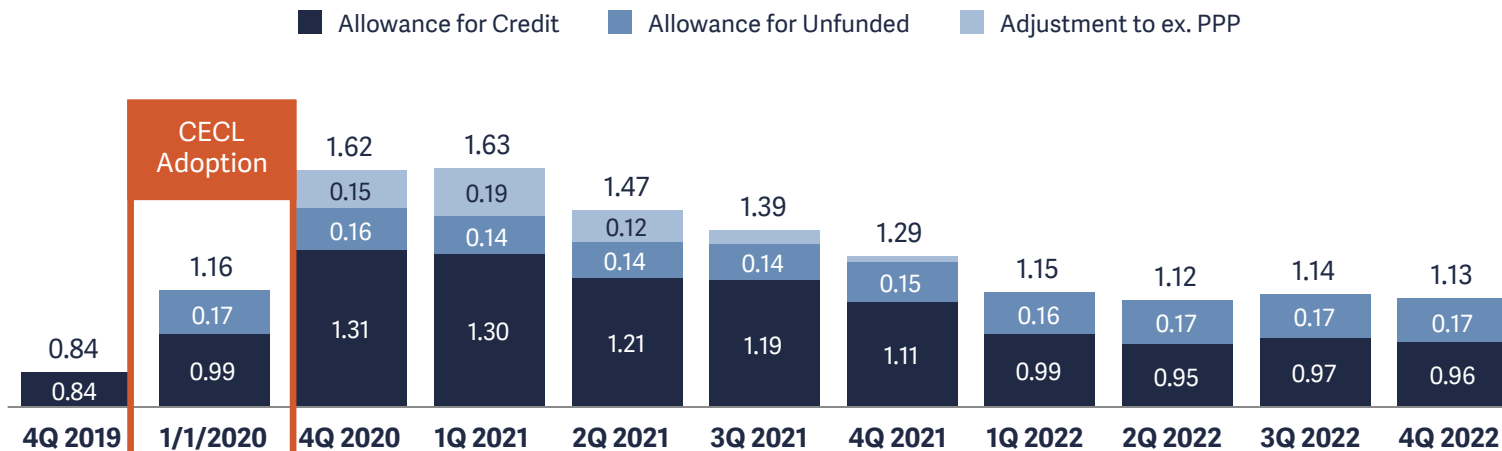
## Allowance for Credit Losses (\$000)



## Allowance for Unfunded Commits (\$000)

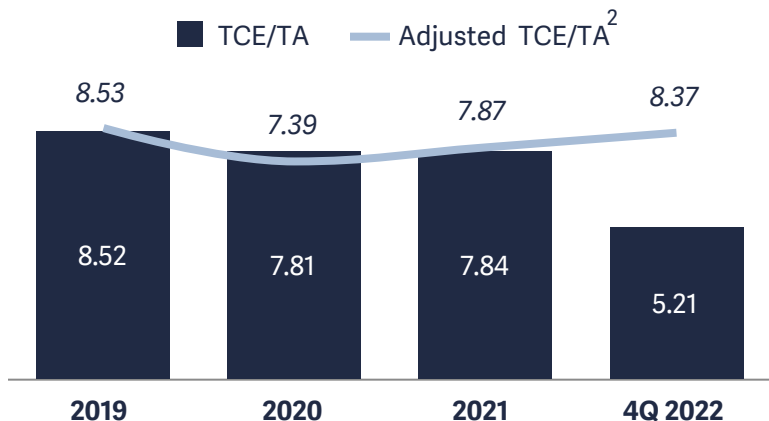


## Allowance as a % of Loans

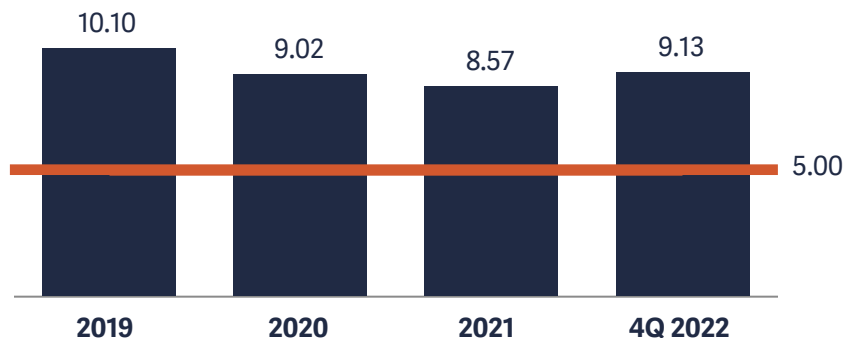


# Consolidated Capital Ratios Exceeding Well Capitalized Levels

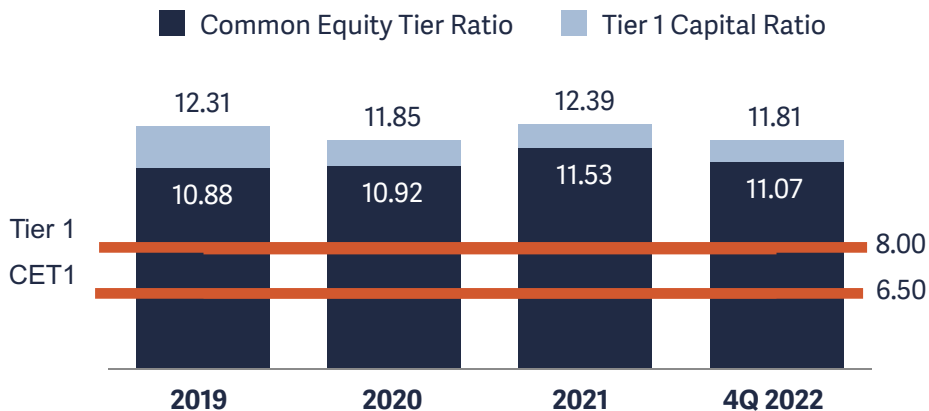
TCE/TA (%)<sup>1</sup>



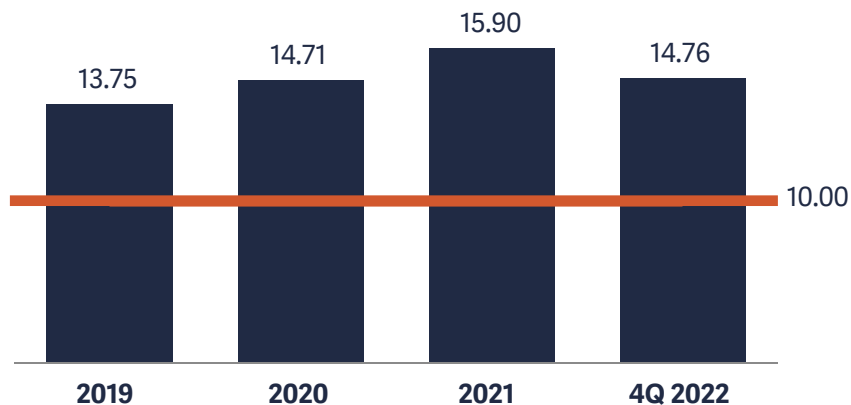
Tier 1 Leverage Ratio (%)



CET1 and Tier 1 Capital Ratio (%)



Total Risk Based Capital Ratio (%)



1. See appendix for reconciliation of non-GAAP financial measures

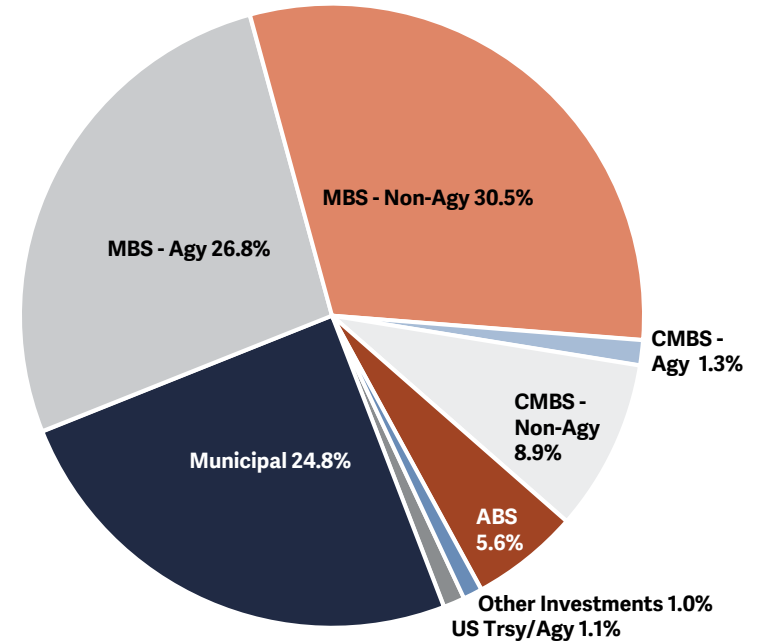
2. Adjusted TCE/TA is calculated excluding AOCI

Note: Lines depict well capitalized bank levels

# Investment Portfolio

## Portfolio Detail (\$000)

Sector	Amortized Cost Basis	Unrealized G/L
US Treasury	\$ 32,369	\$ (670)
US Agency	49,437	(6,302)
Municipal	1,049,578	(170,141)
MBS - Agency	2,042,092	(269,987)
MBS - Non-Agency	2,327,308	(145,432)
CMBS - Agency	100,518	(15,395)
CMBS - Non-Agency	679,511	(20,052)
ABS	428,397	(12,343)
Corporate Bonds	59,205	(1,263)
Equities with a readily determinable value	20,314	—
<b>Total AFS Investments</b>	<b>\$ 6,788,729</b>	<b>\$ (641,585)</b>
Municipal	829,403	(52,846)
<b>Total HTM Investments</b>	<b>\$ 829,403</b>	<b>\$ (52,846)</b>
<b>Total</b>	<b>\$ 7,618,132</b>	<b>\$ (694,431)</b>



Investment Portfolio	4Q 2021	1Q 2022	2Q 2022	3Q 2022	4Q 2022
Average Book Value (\$ in millions)	\$7,695	\$7,609	\$7,335	\$7,695	\$7,013
Book Yield	1.94%	2.16%	2.46%	1.94%	3.45%
Modified Duration	5.26	5.54	5.83	6.09	6.19

- **Projected cash flow from Investments for the next 12 months: >\$1 billion**
- 96% of Municipal holdings rated A or better
- Non-Agency MBS are almost exclusively front-pay, senior securities backed by first lien mortgages or reverse mortgages.
- 68% of ABS are senior securitizations backed by underlying SBA securities
- 83.5% of the non-agency CMBS are short, senior, "Bridge to HUD" securities that carry ~20% Credit Enhancement, ~80% LTVs, floating rate coupons, and are very short (1-2 year lives).

# Conservative Liquidity Profile

## Holding Company Detail (\$M)

Type	Amount Outstanding	Available
Cash & Due from Banks	N/A	\$ 307.0
Revolving Credit Line with Unaffiliated Bank	\$ —	100.0
Subordinated Debt	222.6	—
Trust Preferred	148.3	—
Preferred Stock	110.7	—
<b>Total</b>	<b>\$ 481.6</b>	<b>\$ 407.0</b>

## Additional Sources of Bank Funding (\$M)

Type	Amount Outstanding	Available
FHLB Advances	\$ 50.7	\$ 581.2
Federal Funds Purchased	—	406.0
Securities Sold Under Agreement to Repurchase	95.3	—
Federal Reserve Discount Window	224.0	501.6
Other Short-term Borrowings	6.8	—
<b>Total</b>	<b>\$ 376.8</b>	<b>\$ 1,488.8</b>

## Liquidity Metrics

	2019	2020	2021	2022
Loans / Deposits	75.8 %	66.9 %	60.6 %	65.3 %
Investments / Assets	26.0 %	35.1 %	39.9 %	34.8 %
Total Borrowings / Assets	3.5 %	3.5 %	2.6 %	3.7 %

## Capital Instruments (\$M)

Outstanding Debt	Amount Outstanding	Mat. Date	Current Rate (%) <sup>1</sup>
Trust Preferred Securities	\$ 148.3	Various	7.28%
Subordinated Note (non-callable)	74.7	12/30/2024	5.75%
Subordinated Note (fixed/float) <sup>2</sup>	147.9	9/15/2031	2.75%
<b>Subtotal of debt</b>	<b>\$ 370.9</b>		<b>5.17%</b>
Preferred Stock <sup>3</sup>	\$ 110.7		7.00%

1. Refers to weighted average rate of capital instruments
2. Subordinated note begins to float at 3 month SOFR + 210 bps on 9/15/2026, callable on this date
3. Preferred Stock begins to float at 5 yr Treasury + 6.675% on 7/15/2025, callable on this date

# We See Growth Everywhere

## *Living our Core Values*



### **Integrity**

Always do the right thing -  
be honest and open



### **Community**

Engage your community and your team -  
support one another and unlock the  
potential around you



### **Accountability**

Own the opportunity and the outcome -  
keep your promises, follow through and  
follow up



### **Excellence**

Exceed expectations -  
every customer, every time

# Growth in Environmental, Social and Governance



## Small Business Loans

Processed 8,000 PPP loans for \$1.6 billion



## Financing the development

of low income housing



## Investing

in solar energy



## Contributed \$2 million

to local organizations since 2021



## Buy Local Program

In 2021, funded over 3,000 Buy Local loans



## Volunteered over 2,000 hours

Employee hours in 2021



## Planted 2,000+ trees, one per FTE

Facilitated by the 'One Tree Planted' organization



## Health & Safety

of employees and customers

## ESG Integration Project

Identify Relevant ESG Sustainability Factors & Climate Risks

Assess Current and Future ESG Performance, Risks, Opportunities, and Challenges

Adopt a Framework to Integrate, Operationalize, Measure & Report ESG Performance

## Board Diversity

Exceeds NASDAQ Board Diversity Objectives

## DEI Initiatives

Established Diversity Advisory Council to oversee, advise and connect Diversity, Equity, and Inclusion (DEI) activities

Published Inaugural DEI Annual Report

Launched Employee Business Resource Groups

Facilitated DEI Training for All Managers & Enhanced DEI Curriculum for All Employees

# HTLF Investor Summary

## *Improving Franchise Value*

### **Organic Growth**

Organic growth driven by talent additions, build out of middle market banking, and local market expertise

### **Healthy Returns**

Long term focus on EPS growth and consistently increasing dividends

### **Strong Core Deposits**

Large granular low-cost core deposit base that supports a healthy net interest margin

### **Improving Efficiency**

Charter consolidation and franchise optimization paired with leveraging new technology

### **Solid Credit Profile**

Solid credit metrics with a well diversified portfolio reduces credit risk

# Contact Information



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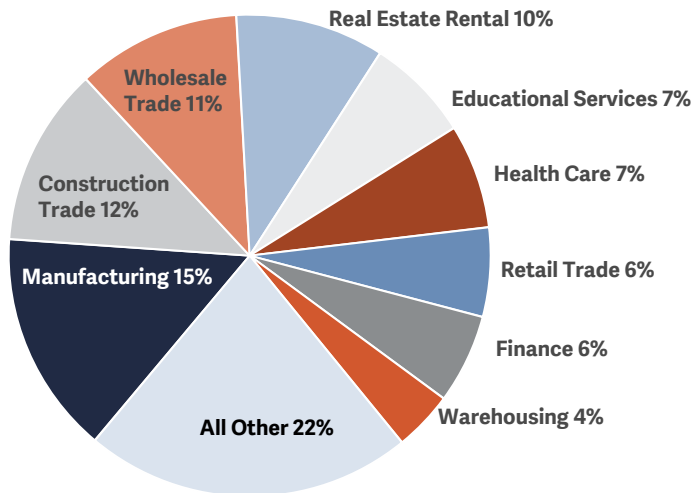




# Supplementary Data

# Commercial & Industrial (ex PPP) Portfolio Overview

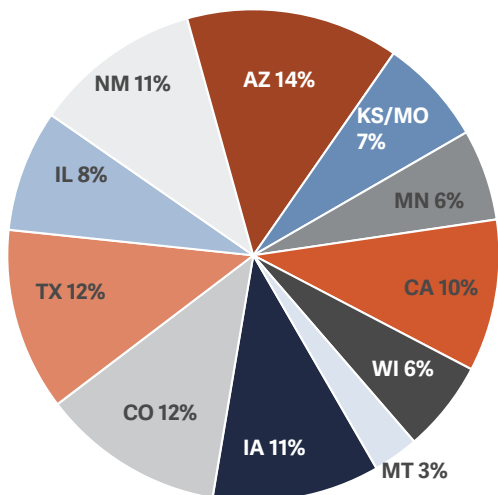
## C&I Portfolio Detail



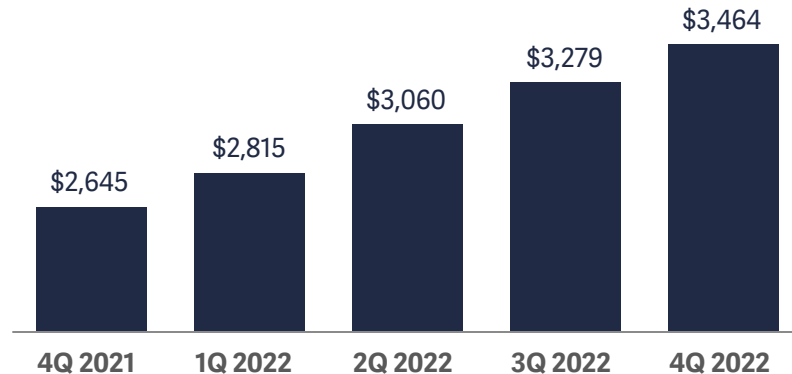
## Portfolio Highlights

- **C&I portfolio represents 32% of total loans**
- **Nonaccrual rate of 0.66%**
- **Average loan size of \$556 thousand**
- **Well diversified by industry type and geography**

## Loans by Bank Division

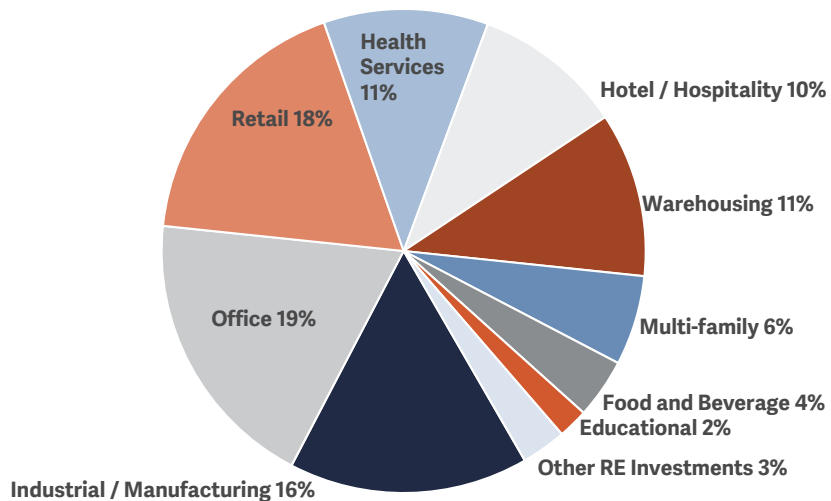


## C&I Loans Outstanding (\$M)

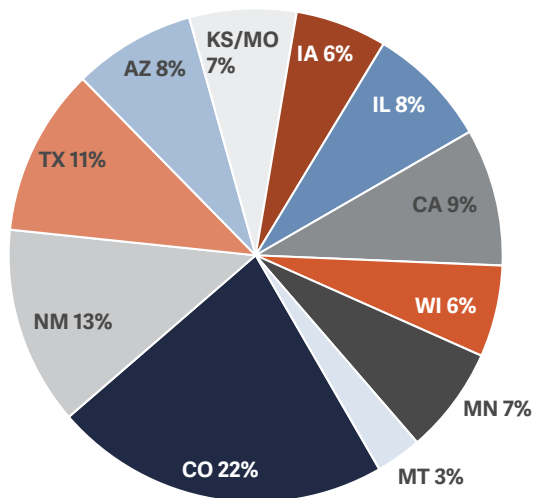


# Total CRE Portfolio Overview

## Total CRE Portfolio Detail



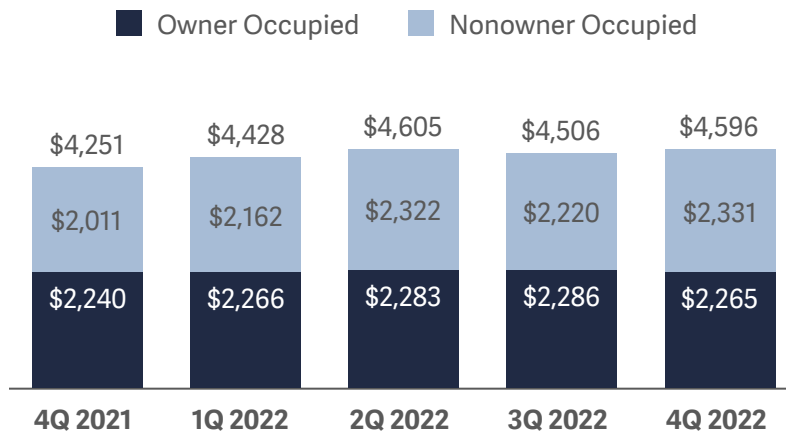
## Loans by Bank Division



## Portfolio Highlights

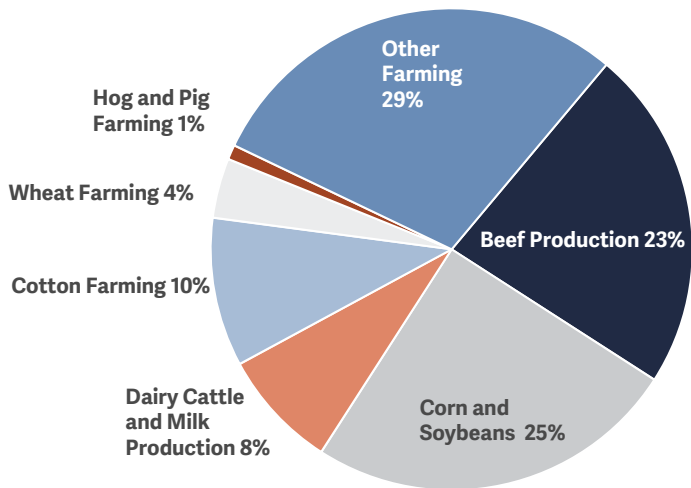
- CRE portfolio represents 40% of total loans, nearly half of which are Owner Occupied loans
- Nonaccrual rate of 0.45%
- Average loan size of \$1.1 million
- Well-diversified by property type and geography

## Total CRE Loans Outstanding (\$M)



# Agriculture Portfolio Overview

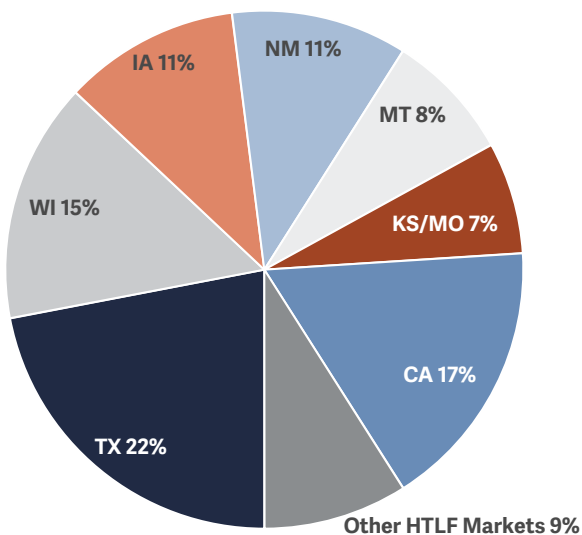
## Agriculture Portfolio Detail



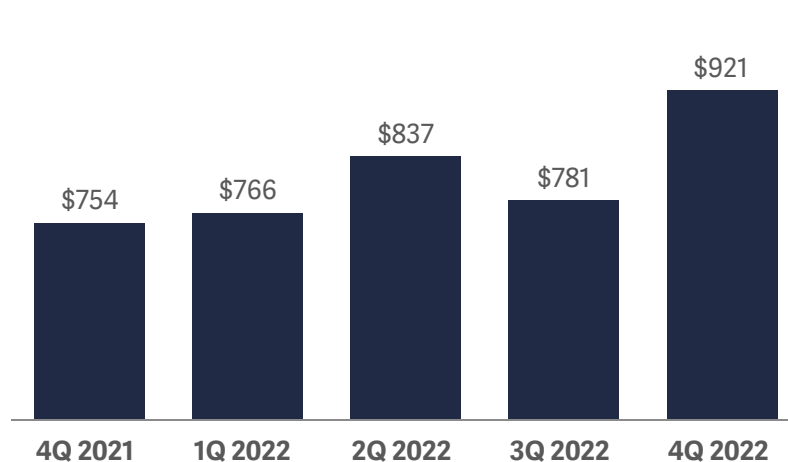
## Portfolio Highlights

- Ag portfolio represents 8% of total loans
- Nonaccrual rate of 0.68%
- Average loan size of \$373 thousand
- Crop ins. is required on exposures >\$500,000
- Increase in Ag portfolio can be attributed to the newly integrated Food & Agribusiness division

## Loans by Bank Division

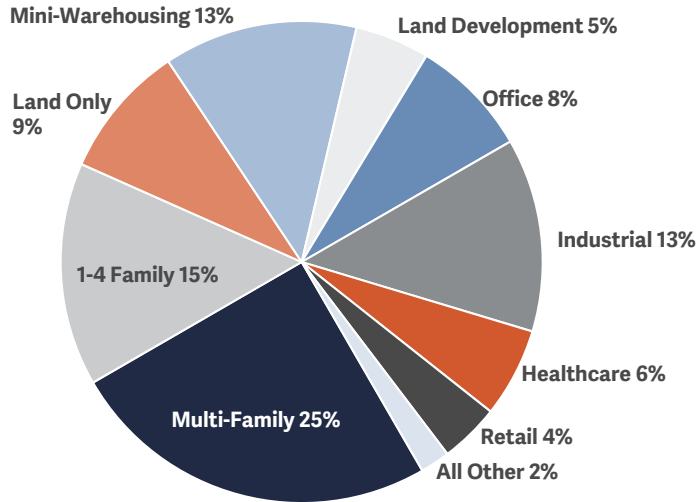


## Agriculture Loans Outstanding (\$M)



# Construction Portfolio Overview

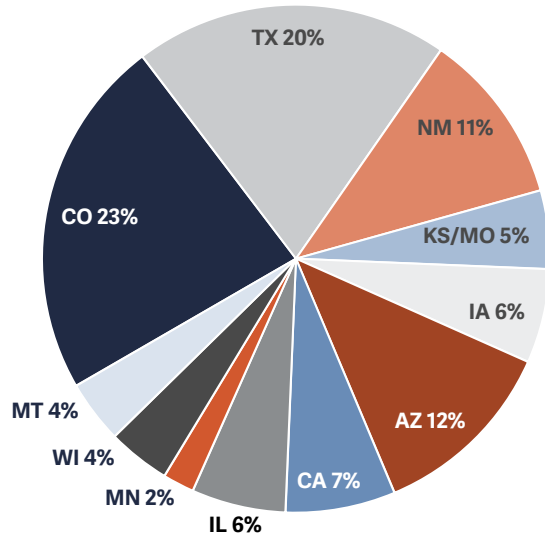
## Construction Portfolio Detail



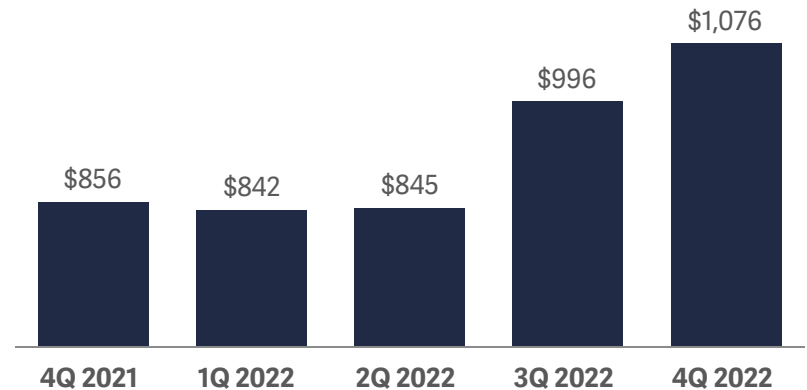
## Portfolio Highlights

- **Construction portfolio represents 9% of total loans**
- **Nonaccrual rate of 0.22%**
- **Average loan size of \$746 thousand**
- **Well diversified by property type and geography**

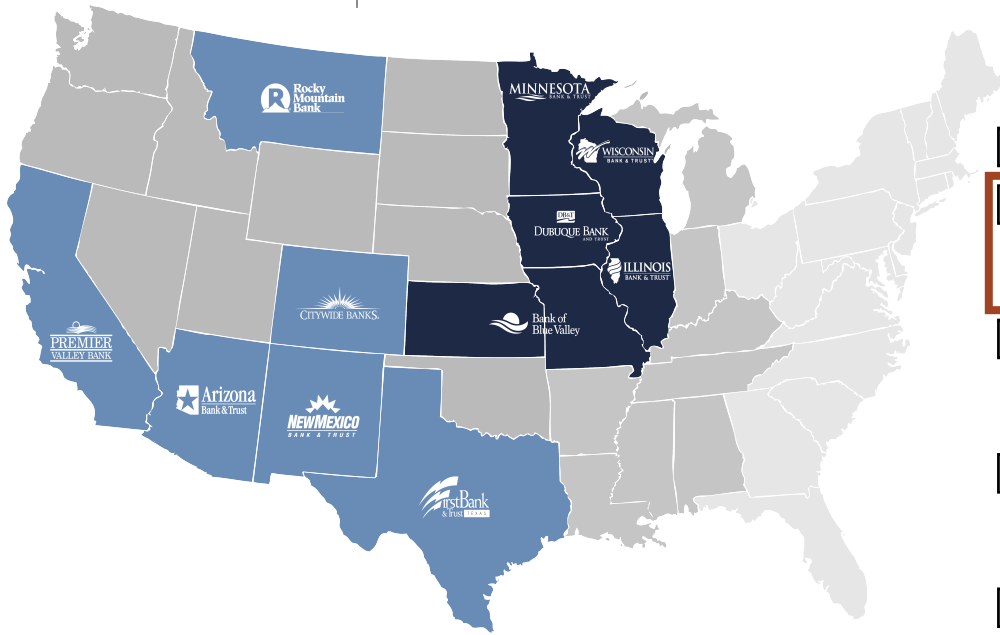
## Loans by Bank Division



## Construction Loans Outstanding (\$M)



# Geographic Footprint



## Local Bank Brands by Region<sup>1</sup>

West/Southwest	Midwest
<b>Total - West/Southwest</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$9,567,424</li> <li>No. of Branch Offices: 83</li> </ul>	<b>Total - Midwest</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$5,546,290</li> <li>No. of Branch Offices: 36</li> </ul>
<b>Arizona Bank &amp; Trust - AZ</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$1,523,001</li> <li>No. of Branch Offices: 9</li> </ul>	<b>Minnesota Bank &amp; Trust - MN</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$571,025</li> <li>No. of Branch Offices: 2</li> </ul>
<b>New Mexico Bank &amp; Trust - NM</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$2,304,980</li> <li>No. of Branch Offices: 21</li> </ul>	<b>Wisconsin Bank &amp; Trust - WI</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$1,168,578</li> <li>No. of Branch Offices: 11</li> </ul>
<b>First Bank &amp; Trust - TX</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$2,113,511</li> <li>No. of Branch Offices: 19</li> </ul>	<b>Dubuque Bank &amp; Trust - IA</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$1,355,514</li> <li>No. of Branch Offices: 8</li> </ul>
<b>Premier Valley Bank - CA</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$929,725</li> <li>No. of Branch Offices: 6</li> </ul>	<b>Illinois Bank &amp; Trust - IL</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$1,427,277</li> <li>No. of Branch Offices: 6</li> </ul>
<b>Citywide Banks - CO</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$2,120,378</li> <li>No. of Branch Offices: 19</li> </ul>	<b>Bank of Blue Valley - KS/MO</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$1,023,896</li> <li>No. of Branch Offices: 9</li> </ul>
<b>Rocky Mountain Bank - MT</b> <ul style="list-style-type: none"> <li>Total Core Deposits: \$575,829</li> <li>No. of Branch Offices: 9</li> </ul>	

### Top 10 Metropolitan Markets (MSAs)

Market	Deposits (\$000)	Strategic Fit
Denver-Aurora-Lakewood, CO	\$2,102,635	Growth Market
Dubuque, IA	1,855,052	Legacy Market Leader
Phoenix-Mesa-Chandler, AZ	1,779,433	Growth Market
Rockford, IL	1,374,759	Legacy Market Leader
Albuquerque, NM	1,313,253	Legacy Market Leader
Lubbock, TX	1,212,649	Growth Market
Kansas City, MO-KS	1,002,538	Growth Market
Minneapolis-St. Paul-Bloomington, MN-WI	734,755	Growth Market
Fresno, CA	718,218	Growth Market
Madison, WI	574,843	Growth Market

Note: MSA - Metropolitan Statistical Area

Note: MSA deposit data generated from S&P based on the FDIC Summary of Deposits data study as of 6/30/22

1. Core Deposits at the Bank Brand level exclude suspense & clearing accounts



# **Non-GAAP Reconciliation**

# Non-GAAP Financial Measures

**Annualized net interest margin, fully tax-equivalent**, adjusts net interest income for the tax-favored status of certain loans and securities. Management believes this measure enhances the comparability of net interest income arising from taxable and tax-exempt sources.

**Efficiency ratio, fully tax equivalent**, expresses non-interest expenses as a percentage of fully tax-equivalent net interest income and non-interest income. This efficiency ratio is presented on a tax-equivalent basis which adjusts net interest income and non-interest expenses for the tax favored status of certain loans, securities, and tax credit projects. Management believes the presentation of this non-GAAP measure provides supplemental useful information for proper understanding of the financial results as it enhances the comparability of income and expenses arising from taxable and nontaxable sources and excludes specific items as noted in reconciliation contained in this presentation.

**Net interest income, fully tax equivalent**, is net income adjusted for the tax-favored status of certain loans and securities. Management believes this measure enhances the comparability of net interest income arising from taxable and tax-exempt sources.

**Tangible book value per common share** is total common equity less goodwill and core deposit and customer relationship intangibles, net, divided by common shares outstanding, net of treasury. This measure is included as it is considered to be a critical metric to analyze and evaluate use of equity, financial condition and capital strength.

**Tangible common equity ratio** is total common equity less goodwill and core deposit and customer relationship intangibles, net, divided by total assets less goodwill and core deposit and customer relationship intangibles, net. This measure is included as it is considered to be a critical metric to analyze and evaluate financial condition and capital strength.

**Annualized return on average tangible common equity** is net income excluding intangible amortization calculated as (1) net income excluding tax-effected core deposit and customer relationship intangibles amortization, divided by (2) average common equity less goodwill and core deposit and customer relationship intangibles, net. This measure is included as it is considered to be a critical metric to analyze and evaluate use of equity, financial condition and capital strength.

**Annualized ratio of core expenses to average assets** adjusts noninterest expenses to exclude specific items noted in the reconciliation. Management includes this measure as it is considered to be a critical metric to analyze and evaluate controllable expenses related to primary business operations.



# Non-GAAP Reconciliations (Dollars in thousands except per share data)

## Reconciliation of Tangible Book Value Per Common Share (non-GAAP)

	Full Yr 2022	Full Yr 2021	Full Yr 2020	Full Yr 2019
Common stockholders' equity (GAAP)	\$ 1,624,350	\$ 2,071,473	\$ 1,968,526	\$ 1,578,137
Less goodwill	576,005	576,005	576,005	446,345
Less core deposit and customer relationship intangibles, net	25,154	32,988	42,383	48,688
<b>Tangible common stockholders' equity (non-GAAP)</b>	<b>\$ 1,023,191</b>	<b>\$ 1,462,480</b>	<b>\$ 1,350,138</b>	<b>\$ 1,083,104</b>

Common shares outstanding, net of treasury stock	42,467,394	42,275,264	42,093,862	36,704,278
Common stockholders' equity (book value) per share (GAAP)	\$ 38.25	\$ 49.00	\$ 46.77	\$ 43.00
Tangible book value per common share (non-GAAP)	\$ 24.09	\$ 34.59	\$ 32.07	\$ 29.51

## Reconciliation of Tangible Common Equity Ratio (non-GAAP)

Tangible common stockholders' equity (non-GAAP)	\$ 1,023,191	\$ 1,462,480	\$ 1,350,138	\$ 1,083,104
Total assets (GAAP)	\$ 20,244,228	\$ 19,274,549	\$ 17,908,339	\$ 13,209,597
Less goodwill	576,005	576,005	576,005	446,345
Less core deposit and customer relationship intangibles, net	25,154	32,988	42,383	48,688
<b>Total tangible assets (non-GAAP)</b>	<b>\$ 19,643,069</b>	<b>\$ 18,665,556</b>	<b>\$ 17,289,951</b>	<b>\$ 12,714,564</b>
Tangible common equity ratio (non-GAAP)	5.21%	7.84%	7.81%	8.52%

## Reconciliation of Annualized Net Interest Margin, Fully Tax-Equivalent (non-GAAP)

Net Interest Income (GAAP)	\$ 598,236	\$ 560,560	\$ 491,729	\$ 433,729
Plus tax-equivalent adjustment <sup>(1)</sup>	8,399	7,212	5,466	4,929
<b>Net interest income, fully tax-equivalent (non-GAAP)</b>	<b>\$ 606,635</b>	<b>\$ 567,772</b>	<b>\$ 497,195</b>	<b>\$ 438,658</b>

Average earning assets	\$ 18,021,134	\$ 17,025,088	\$ 13,481,613	\$ 10,845,940
Annualized net interest margin (GAAP)	3.32%	3.29%	3.65%	4.00%
Annualized net interest margin, fully tax-equivalent (non-GAAP)	3.37%	3.33%	3.69%	4.04%
Purchase accounting discount amortization on loans included in annualized net interest margin	0.04%	0.09%	0.12%	0.18%

(1) Computed on a tax-equivalent basis using an effective tax rate of 21%.

# Non-GAAP Reconciliations (cont.)

(Dollars in thousands except per share data)

## Reconciliation of Non-GAAP Measure-Efficiency Ratio

	Full Yr 2022	Full Yr 2021	Full Yr 2020	Full Yr 2019
Net interest income (GAAP)	\$ 598,236	\$ 560,560	\$ 491,729	\$ 433,729
Tax-equivalent adjustment <sup>(1)</sup>	8,399	7,212	5,466	4,929
Fully tax-equivalent net interest income	606,635	567,772	497,195	438,658
Noninterest income	128,264	128,935	120,291	116,208
Securities (gains)/losses, net	425	(5,910)	(7,793)	(7,659)
Unrealized (gain) loss on equity securities, net	622	(58)	(640)	(525)
Gain on extinguishment of debt		—	—	(375)
Valuation adjustment on servicing rights	(1,658)	(1,088)	1,778	911
<b>Adjusted income (non-GAAP)</b>	<b>\$ 734,288</b>	<b>\$ 689,651</b>	<b>\$ 610,831</b>	<b>\$ 547,218</b>
Total noninterest expenses (GAAP)	\$ 443,377	\$ 431,812	\$ 370,963	\$ 349,161
Less:				
Core deposit and customer relationship intangibles amortization	7,834	9,395	10,670	11,972
Partnership investment in tax credit projects	5,040	6,303	3,801	8,030
(Gain) loss on sales/valuations of assets, net	(1,047)	588	5,101	(19,422)
Acquisition, integration and restructuring costs	7,586	5,331	5,381	6,580
<b>Core expenses (non-GAAP)</b>	<b>\$ 423,964</b>	<b>\$ 410,195</b>	<b>\$ 346,010</b>	<b>\$ 342,001</b>
Efficiency ratio, fully tax-equivalent (non-GAAP)	57.74 %	59.48 %	56.65 %	62.50 %

## Reconciliation of Annualized Ratio of Core Expenses to Average Assets (non-GAAP)

Total noninterest expenses (GAAP)	\$ 443,377	\$ 431,812	\$ 370,963	\$ 349,161
Core expenses (non-GAAP)	423,964	410,195	346,010	342,001
Average assets	\$ 19,621,839	\$ 18,508,273	\$ 14,782,605	\$ 12,021,917
Total noninterest expenses to average assets (GAAP)	2.26 %	2.33 %	2.51 %	2.90 %
Core expenses to average assets (non-GAAP)	2.16 %	2.22 %	2.34 %	2.84 %

(1) Computed on a tax-equivalent basis using an effective tax rate of 21%.

# Non-GAAP Reconciliations (cont.)

(Dollars in thousands except per share data)

## Reconciliation of Return on Average Tangible Common Equity (non-GAAP)

Net income (GAAP)

Plus core deposit and customer relationship intangibles amortization, net of tax<sup>(1)</sup>

### Net income excluding intangible amortization (non-GAAP)

Average common equity (GAAP)

Less average goodwill

Less average core deposit and customer relationship intangibles, net

### Average tangible common equity (non-GAAP)

Annualized return on average common equity (GAAP)

Annualized return on average tangible common equity (non-GAAP)

	Full Yr 2022	Full Yr 2021	Full Yr 2020	Full Yr 2019
Net income (GAAP)	\$ 204,130	\$ 211,873	\$ 133,487	\$ 149,129
Plus core deposit and customer relationship intangibles amortization, net of tax <sup>(1)</sup>	6,189	7,422	8,429	9,458
<b>Net income excluding intangible amortization (non-GAAP)</b>	<b>\$ 210,319</b>	<b>\$ 219,295</b>	<b>\$ 141,916</b>	<b>\$ 158,587</b>
Average common equity (GAAP)	\$ 1,738,041	\$ 2,020,200	\$ 1,656,708	\$ 1,473,396
Less average goodwill	576,005	576,005	456,854	415,841
Less average core deposit and customer relationship intangibles, net	28,912	37,554	44,298	49,377
<b>Average tangible common equity (non-GAAP)</b>	<b>\$ 1,133,124</b>	<b>\$ 1,406,641</b>	<b>\$ 1,155,556</b>	<b>\$ 1,008,178</b>
Annualized return on average common equity (GAAP)	11.74%	10.49%	8.06%	10.12%
Annualized return on average tangible common equity (non-GAAP)	18.56%	15.59%	12.28%	15.73%

(1) Computed on a tax-equivalent basis using an effective tax rate of 21%.

# Non-GAAP Reconciliations (cont.)

(Dollars in thousands except per share data)

	12/31/2022	9/30/2022	6/30/2022	3/31/2022	12/31/2021
<b>Reconciliation of Tangible Book Value Per Common Share (non-GAAP)</b>					
Common stockholders' equity (GAAP)	\$ 1,624,350	\$ 1,545,253	\$ 1,663,363	\$ 1,821,152	\$ 2,071,473
Less goodwill	576,005	576,005	576,005	576,005	576,005
Less core deposit and customer relationship intangibles, net	25,154	26,995	28,851	30,934	32,988
<b>Tangible common stockholders' equity (non-GAAP)</b>	<b>\$ 1,023,191</b>	<b>\$ 942,253</b>	<b>\$ 1,058,507</b>	<b>\$ 1,214,213</b>	<b>\$ 1,462,480</b>
Common shares outstanding, net of treasury stock	42,467,394	42,444,106	42,439,439	42,369,908	42,275,264
Common stockholders' equity (book value) per share (GAAP)	\$ 38.25	\$ 36.41	\$ 39.19	\$ 42.98	\$ 49.00
Tangible book value per common share (non-GAAP)	\$ 24.09	\$ 22.20	\$ 24.94	\$ 28.66	\$ 34.59
<b>Reconciliation of Tangible Common Equity Ratio (non-GAAP)</b>					
Tangible common stockholders' equity (non-GAAP)	\$ 1,023,191	\$ 942,253	\$ 1,058,507	\$ 1,214,213	\$ 1,462,480
Total assets (GAAP)	\$ 20,244,228	\$ 19,682,950	\$ 19,658,399	\$ 19,230,879	\$ 19,274,549
Less goodwill	576,005	576,005	576,005	576,005	576,005
Less core deposit and customer relationship intangibles, net	25,154	26,995	28,851	30,934	32,988
<b>Total tangible assets (non-GAAP)</b>	<b>\$ 19,643,069</b>	<b>\$ 19,079,950</b>	<b>\$ 19,053,543</b>	<b>\$ 18,623,940</b>	<b>\$ 18,665,556</b>
Tangible common equity ratio (non-GAAP)	5.21%	4.94%	5.56%	6.52%	7.84%
<b>Reconciliation of Annualized Net Interest Margin, Fully Tax-Equivalent (non-GAAP)</b>					
Net Interest Income (GAAP)	\$ 165,220	\$ 155,876	\$ 142,461	\$ 134,679	\$ 137,194
Plus tax-equivalent adjustment <sup>(1)</sup>	2,152	2,151	1,977	2,119	1,975
<b>Net interest income, fully tax-equivalent (non-GAAP)</b>	<b>\$ 167,372</b>	<b>\$ 158,027</b>	<b>\$ 144,438</b>	<b>\$ 136,798</b>	<b>\$ 139,169</b>
Average earning assets	\$18,175,838	\$18,157,795	\$17,987,734	\$17,757,067	\$17,681,917
Annualized net interest margin (GAAP)	3.61%	3.41%	3.18%	3.08%	3.08%
Annualized net interest margin, fully tax-equivalent (non-GAAP)	3.65%	3.45%	3.22%	3.12%	3.12%
Purchase accounting discount amortization on loans included in annualized net interest margin	0.03%	0.03%	0.07%	0.05%	0.05%

(1) Computed on a tax-equivalent basis using an effective tax rate of 21%.

# Non-GAAP Reconciliations (cont.)

(Dollars in thousands except per share data)

	12/31/2022	9/30/2022	6/30/2022	3/31/2022	12/31/2021
<b>Reconciliation of Non-GAAP Measure-Efficiency Ratio</b>					
Net interest income (GAAP)	\$ 165,220	\$ 155,876	\$ 142,461	\$ 134,679	\$ 137,194
Tax-equivalent adjustment <sup>(1)</sup>	2,152	2,151	1,977	2,119	1,975
Fully tax-equivalent net interest income	167,372	158,027	144,438	136,798	139,169
Noninterest income	29,975	29,181	34,539	34,569	32,730
Securities (gains)/losses, net	153	1,055	2,089	(2,872)	(1,563)
Unrealized (gain) loss on equity securities, net	7	211	121	283	27
Valuation adjustment on servicing rights	—	—	—	(1,658)	(502)
<b>Adjusted revenue (non-GAAP)</b>	<b>\$ 197,507</b>	<b>\$ 188,474</b>	<b>\$ 181,187</b>	<b>\$ 167,120</b>	<b>\$ 169,861</b>
Total noninterest expenses (GAAP)	\$ 117,218	\$ 108,883	\$ 106,479	\$ 110,797	\$ 115,386
Less:					
Core deposit and customer relationship intangibles amortization	1,841	1,856	2,083	2,054	2,169
Partnership investment in tax credit projects	3,247	979	737	77	2,549
(Gain) loss on sales/valuation of assets, net	2,388	(251)	(3,230)	46	214
Acquisition, integration and restructuring costs	2,442	2,156	2,412	576	1,989
<b>Core expenses (non-GAAP)</b>	<b>\$ 107,300</b>	<b>\$ 104,143</b>	<b>\$ 104,477</b>	<b>\$ 108,044</b>	<b>\$ 108,465</b>
Efficiency ratio, fully tax-equivalent (non-GAAP)	54.33 %	55.26 %	57.66 %	64.65 %	63.86 %
<b>Reconciliation of Annualized Ratio of Core Expenses to Average Assets (non-GAAP)</b>					
Total noninterest expenses (GAAP)	\$ 117,218	\$ 108,883	\$ 106,479	\$ 110,797	\$ 115,386
Core expenses (non-GAAP)	107,300	104,143	104,477	108,044	108,465
Average assets	\$ 19,913,849	\$ 19,775,341	\$ 19,559,091	\$ 19,229,872	\$ 19,151,691
Total noninterest expenses to average assets (GAAP)	2.34 %	2.18 %	2.18 %	2.34 %	2.39 %
Core expenses to average assets (non-GAAP)	2.14 %	2.09 %	2.14 %	2.28 %	2.25 %

(1) Computed on a tax-equivalent basis using an effective tax rate of 21%.

# Non-GAAP Reconciliations (cont.)

(Dollars in thousands except per share data)

	12/31/2022	9/30/2022	6/30/2022	3/31/2022	12/31/2021
<b>Reconciliation of Annualized Return on Average Tangible Common Equity (non-GAAP)</b>					
Net income available to common stockholders (GAAP)	\$ 58,642	\$ 54,551	\$ 49,861	\$ 41,076	\$ 47,568
Plus core deposit and customer relationship intangibles amortization, net of tax <sup>(1)</sup>	1,455	1,466	1,645	1,623	1,713
<b>Net income available to common stockholders excluding intangible amortization (non-GAAP)</b>	<b>\$ 60,097</b>	<b>\$ 56,017</b>	<b>\$ 51,506</b>	<b>\$ 42,699</b>	<b>\$ 49,281</b>
Average common stockholders' equity (GAAP)	\$ 1,548,739	\$ 1,674,306	\$ 1,731,393	\$ 2,003,424	\$ 2,061,973
Less average goodwill	576,005	576,005	576,005	576,005	576,005
Less average core deposit and customer relationship intangibles, net	26,046	27,902	29,845	31,931	34,018
<b>Average tangible common stockholders' equity (non-GAAP)</b>	<b>\$ 946,688</b>	<b>\$ 1,070,399</b>	<b>\$ 1,125,543</b>	<b>\$ 1,395,488</b>	<b>\$ 1,451,950</b>
Annualized return on average common equity (GAAP)	15.02 %	12.93 %	11.55 %	8.32 %	9.15 %
Annualized return on average tangible common equity (non-GAAP)	25.19 %	20.76 %	18.35 %	12.41 %	13.47 %

(1) Computed on a tax-equivalent basis using an effective tax rate of 21%.

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