# 3<sup>rd</sup> Quarter 2021 Financial Review

October 19, 2021

# Forward-Looking Statements

This communication includes "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, 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 Old National's future plans, objectives, performance, revenues, growth, profits, operating expenses or Old National's underlying assumptions; First Midwest's and Old National's beliefs, goals, intentions, and expectations regarding the proposed transaction, revenues, earnings, loan production, asset quality, and capital levels, among other matters; our estimates of future costs and benefits of the actions we may take; our assessments of expected losses on loans; our assessments of interest rate and other market risks; our ability to achieve our financial and other strategic goals; the expected timing of completion of the proposed transaction; the expected cost savings, synergies and other anticipated benefits from the proposed transaction; and other statements that are not historical facts.

Forward-looking statements are typically identified by such words as "believe," "expect," "anticipate," "intend," "outlook," "estimate," "forecast," "project," "should," "will," and other similar words and expressions, and are subject to numerous assumptions, risks, and uncertainties, which change over time. These forward-looking statements include, without limitation, those relating to the terms, timing and closing of the proposed transaction.

Additionally, forward-looking statements speak only as of the date they are made; Old National does not assume any duty, and does not undertake, to update such forward-looking statements, whether written or oral, that may be made from time to time, whether as a result of new information, future events, or otherwise. Furthermore, because forward-looking statements are subject to assumptions and uncertainties, actual results or future events could differ, possibly materially, from those indicated in such forward-looking statements as a result of a variety of factors, many of which are beyond the control of Old National. Such statements are based upon the current beliefs and expectations of the management of Old National and are subject to significant risks and uncertainties outside of the control of the parties. Caution should be exercised against placing undue reliance on forward-looking statements. The factors that could cause actual results to differ materially include the following: the occurrence of any event, change or other circumstances that could give rise to the right of one or both of the parties to terminate the definitive merger agreement between First Midwest and Old National; the outcome of any legal proceedings that may be instituted against First Midwest or Old National; the possibility that the proposed transaction will not close when expected or at all because required regulatory or other approvals are not received or other conditions to the closing are not satisfied on a timely basis or at all, or are obtained subject to conditions that are not anticipated (and the risk that required regulatory approvals may result in the imposition of conditions that could adversely affect the combined company or the expected benefits of the proposed transaction); the ability of First Midwest and Old National to meet expectations regarding the timing, completion and accounting and tax treatments of the proposed transaction; the risk that any announcements relating to the proposed transaction could have adverse effects on the market price of the common stock of either or both parties to the proposed transaction; the possibility that the anticipated benefits of the proposed transaction will not be realized when expected or at all, including as a result of the impact of, or problems arising from, the integration of the two companies or as a result of the strength of the economy and competitive factors in the areas where First Midwest and Old National do business; certain restrictions during the pendency of the proposed transaction that may impact the parties' ability to pursue certain business opportunities or strategic transactions; the possibility that the transaction may be more expensive to complete than anticipated, including as a result of unexpected factors or events; diversion of management's attention from ongoing business operations and opportunities; the possibility that the parties may be unable to achieve expected synergies and operating efficiencies in the merger within the expected timeframes or at all and to successfully integrate First Midwest's operations and those of Old National; such integration may be more difficult, time consuming or costly than expected; revenues following the proposed transaction may be lower than expected; First Midwest's and Old National's success in executing their respective business plans and strategies and managing the risks involved in the foregoing; the dilution caused by Old National's issuance of additional shares of its capital stock in connection with the proposed transaction; effects of the announcement, pendency or completion of the proposed transaction on the ability of First Midwest and Old National to retain customers and retain and hire key personnel and maintain relationships with their suppliers, and on their operating results and businesses generally; risks related to the potential impact of general economic, political and market factors on the companies or the proposed transaction and other factors that may affect future results of First Midwest and Old National; uncertainty as to the extent of the duration, scope, and impacts of the COVID-19 pandemic on First Midwest, Old National and the proposed transaction; and the other factors discussed in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of each of First Midwest's and Old National's Annual Report on Form 10-K for the year ended December 31, 2020, in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of each of First Midwest's and Old National's Quarterly Report on Form 10-Q for the guarter ended June 30, 2021, and in other reports First Midwest and Old National file with the U.S. Securities and Exchange Commission (the "SEC").

### 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 registrant; 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 requirements of Regulation G, Old National Bancorp has provided reconciliations within the slides, as necessary, of the non-GAAP financial measure to the most directly comparable GAAP financial measure.

# 3<sup>rd</sup> Quarter Highlights

EPS / Net Income

\$0.43/\$71.7mm

Adj. ROATCE<sup>1</sup>

15.16%

Adj. EPS/Net Income<sup>1</sup>

\$0.43/\$71.8mm

Comm. Loan Growth<sup>2</sup>

7.4%

Adj PPNR<sup>1</sup>

\$90.2mm

Adj. Eff. Ratio<sup>1</sup>

55.4%

#### Performance Drivers

- End of period **commercial loans** (excluding PPP) **increase** +7.4% annualized; \$1.0bn production
- End of period core deposits increase \$327.2mm
- Allowance for credit losses recapture of \$4.6mm; net recoveries of \$3.0mm
- **Net interest income** (excluding PPP impact) **increase** \$1.3mm
- Mortgage banking income increase \$3.0mm
- Adj. **noninterest expense**<sup>1</sup> **decline** of \$2.7mm

# Partnership Update

#### **Q3 Momentum**





- · Core systems selected
  - Decisioning completed on majority of go-forward systems and applications
- Finalized combined executive leadership team
  - Organizational charts completed and communicated for line of business leaders
- Transitioning from conversion planning phase to execution phase of our integration plan

#### **Accomplishments and Next Steps**



Established joint Integration Office with experienced integration leaders across both companies



Strong team member commitment and excitement about opportunities in the larger, combined company



SEC and bank regulatory filings completed; received OCC approval



Received strong merger approval from ONB and FMBI stockholders

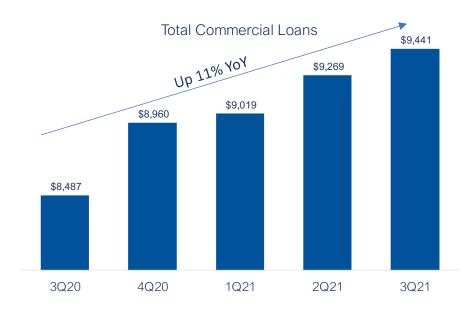


Merger expected to close as soon as we receive Federal Reserve approval; anticipate system conversion Q2 '22

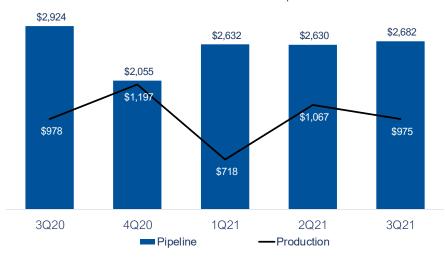
# Third-Quarter 2021 Results

	Change vs.			
	3Q21	2Q21	3Q20	Linked-Quarter Performance Drivers
End of period total loans  annualized growth	\$ 13,636	\$ (199) -5.7%	\$ (342)	<ul> <li>Strong total commercial production of \$1.0bn resulting in over 7.4% annualized commercial loan growth<sup>2</sup></li> <li>Decrease in PPP balances of \$366mm</li> </ul>
End of period core deposits  annualized growth	18,196	327 7.3%	1,689	Growth in noninterest-bearing checking and savings balances
Net interest income (FTE)	155.1	1.7	6.1	<ul> <li>Increase of \$1.3mm excluding increase of \$0.3mm in PPP interest and fees</li> </ul>
Provision for credit losses	(4.6)	0.3	(4.6)	<ul><li>Allowance for credit losses decreased \$1.6mm</li><li>Net recoveries \$3.0mm</li></ul>
Noninterest income	54.5	3.0	(10.2)	<ul><li>Mortgage income increased \$3.0mm</li><li>Gains on sales of debt securities increased \$0.5mm</li></ul>
Noninterest expense ex. tax credit amort., ONB Way charges & merger charges	118.2	(2.7)	4.0	Reduction in salaries & employee benefits and occupancy expense
Amortization of tax credit investments	1.7	(0.1)	(1.4)	
ONB Way, Diligence, Acquisition and Integration Charges	1.4	(5.5)	(1.5)	Announced merger with First Midwest
Income taxes (FTE)	21.2	3.8	5.6	Current FTE tax rate of 22.8%
Net income	\$71.7	\$8.9	(\$6.2)	
Earnings per diluted share	\$0.43	\$0.05	(\$0.04)	
Adjusted earnings per diluted share <sup>1</sup>	\$0.43	\$0.02	(\$0.03)	
Net charge-offs (recoveries)/avg loans	-0.09%	-8 bps	_	

# Commercial Loans<sup>1</sup> and Earning Assets<sup>1</sup>



#### Commercial Production/Pipeline



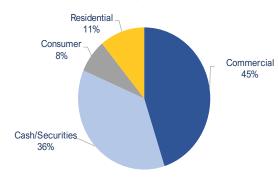
#### Total commercial loans

- Increase of \$1.0bn YoY +11%
- Increase of \$172mm from 2Q21 +7% annualized

#### 3Q21 new production avg yields<sup>1</sup>

- Commercial and industrial: 3.26%
- Commercial real estate: 2.91%
- 72% of commercial production is floating rate

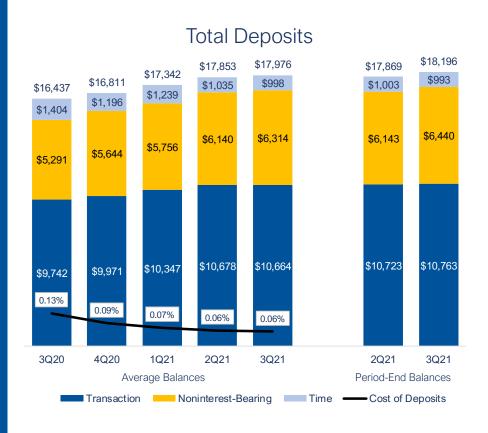
#### Earning Asset Mix



#### Securities

- Duration of 4.50 vs. 4.26 in 2Q21
- 3Q21 yield was 2.08%
- 3Q21 new money yield was 1.62%

# Deposits/Funding



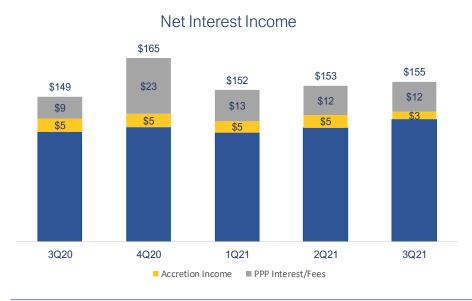
Core deposit balances increased \$327mm from 2Q21

#### Deposit costs continue to decline

- 3Q21 total deposit costs of 6 bps
- Total interest-bearing liabilities costs were 29 bps, down 1 bp from 2Q21

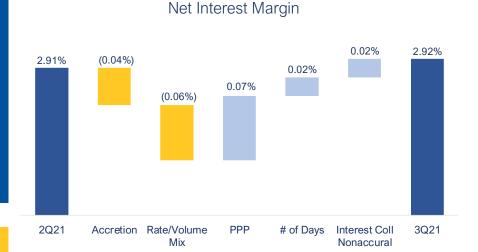
Low loan to deposit ratio of 75%

# Net Interest Income & Net Interest Margin<sup>1</sup>

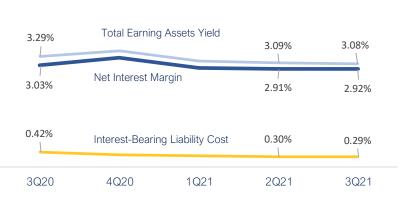


#### **Key Performance Drivers**

- Net interest income (excluding PPP) increased \$1.3mm
- PPP 1% coupon + fees
  - \$0.3mm decrease to NII
  - 7 bps increase to NIM
- NIM increased 1 bp vs. 2Q21
  - + 7 bp PPP impact
  - + 2 bps # of days
  - + 2 bps interest collected on nonaccruals
  - + 1 bps funding costs
  - 4 bps accretion
  - 7 bps asset yields

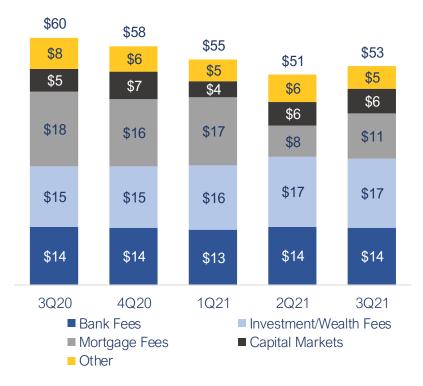


#### Net Interest Margin



### Noninterest Income

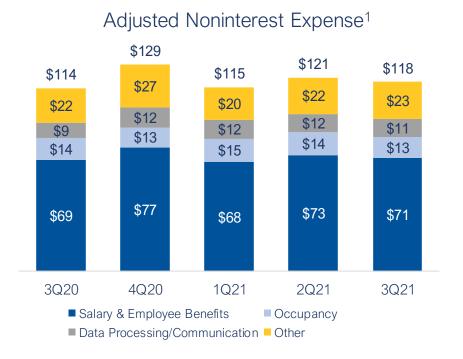




#### **Key Performance Drivers**

- 3Q21 adjusted noninterest income
  - \$3.0mm increase in mortgage income
    - \$5.4mm increase due to stabilizing pipeline valuation
    - \$2.1mm decrease in gain on sales
      - Gain on sale margins declined to 2.40% in 3Q21 vs. 2.78% in 2Q21
- 3Q21 Mortgage activity
  - Production was \$441mm
    - 64% purchase / 36% refi
    - 64% sold in secondary market
  - Quarter-end pipeline at \$324mm

# Noninterest Expense



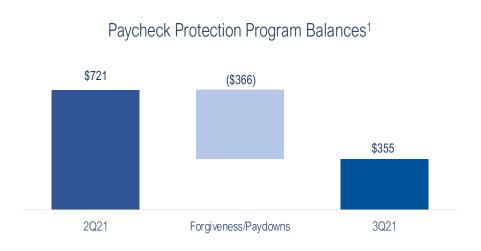
#### **Key Performance Drivers**

- 3Q21 adjusted noninterest expense
  - Reductions in salaries & benefits and occupancy expense
- 3Q21 adjusted efficiency ratio of 55.4%

#### Diligence, Integration & Merger Charges of \$1.4mm in 3Q21

All in Professional Fees

# Paycheck Protection Program (PPP)



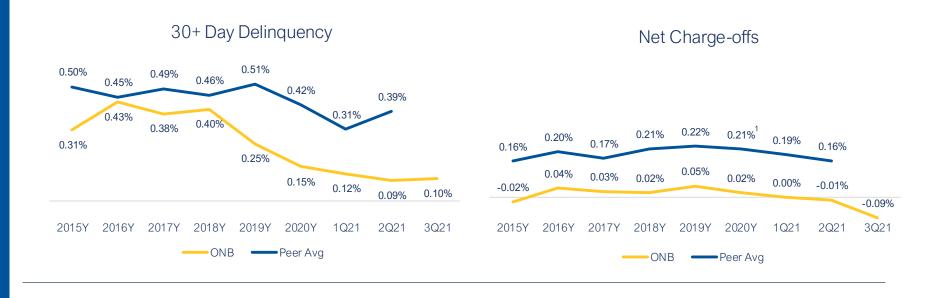
#### Remaining unamortized fees at 9/30/21

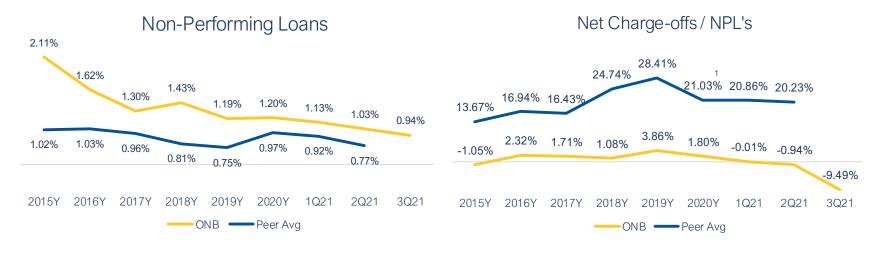
- \$0.3mm from Round 1
- \$13.7mm from Round 2

95% of Round 1 loans have been forgiven by the SBA

51% of Round 2 loans have been forgiven by the SBA

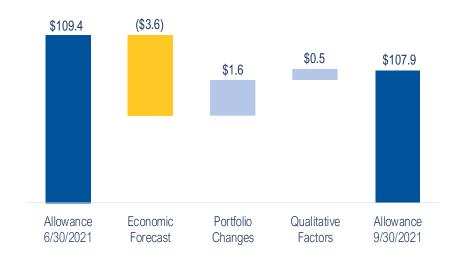
### Credit





### Allowance for Credit Losses





#### Allowance to Total Loans<sup>1</sup>

\$131



#### **Key Economic Assumptions**

	3Q21	4Q21	2022	2023	2024	2025
GDP Change	5.0%	7.5%	4.3%	2.3%	2.8%	2.5%
Unemployment Rate	5.2%	4.5%	3.6%	3.5%	3.7%	4.1%
BBB Spread/10Y Treasury	1.9%	2.1%	2.6%	2.6%	2.6%	2.5%

#### Other Key Model Inputs

- Commercial Asset Quality Ratings
- Consumer Credit Bureau Score
- Loan To Value
- Portfolio segment
- Seasoning

#### Discount on acquired portfolio

• \$37.7mm remaining as of 9/30/2021

## Outlook

Does not include the impact of the pending merger with First Midwest

Category	Outlook
Commercial Loans	Healthy pipeline heading into 4Q bodes well for future growth; Expect half of the remaining PPP balances to run off in the 4 <sup>th</sup> quarter
Net Interest Income / Net Interest Margin	Net interest income, excluding PPP, should remain relatively stable given expected earning asset growth; FTE NIM, excluding accretion income, under pressure from continued low interest rate environment and excess liquidity; timing of remaining PPP fees will coincide with timing of loan forgiveness
Noninterest Income	Mortgage revenue will be subject to industry trends and should be seasonally lower in the 4 <sup>th</sup> quarter; strong commercial activity should support capital markets revenue; all other fee lines expected to be stable in the near term
Noninterest Expense	Noninterest expenses, excluding diligence, acquisition and integration charges and tax credit amortization, should be ~\$121mm in the 4 <sup>th</sup> quarter
Capital and Liquidity	Strong capital position validated by internal stress test model; liquidity position remains strong with a low loan to deposit ratio of 75%
Tax Rate/Credit	Expect 4Q21 tax credit amortization of ~\$1mm; FY2021 tax rates expected to be ~22% FTE and ~19% GAAP

# Appendix

# Projected Purchase Accounting Impact

Does not include the impact of the pending merger with First Midwest

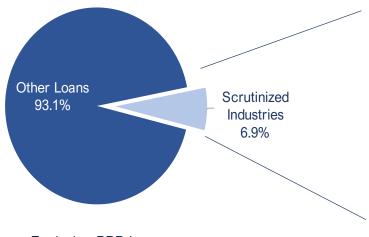


**Projected Remaining Discount** 





# **Credit Quality**



**Excludes PPP Loans** 

#### Scrutinized Industries

	% of			
Industry	Balance	Total Loans	Exposure	
CRE - Senior Housing	\$293	2.2%	\$302	
Restaurants	\$211	1.6%	\$235	
Arts/Entertainment	\$145	1.1%	\$187	
C&I - Retail	\$109	0.8%	\$268	
Hotels	\$90	0.7%	\$93	
Oil/Gas	\$69	0.5%	\$118	
Total	\$917	6.9%	\$1,203	

	3Q20	2Q21	3Q21
As Reported:			
Net Interest Income (FTE)	\$149.0	\$153.4	\$155.1
Add: Fee Income	64.7	51.5	54.5
Total Revenue (FTE)	\$213.7	\$204.9	\$209.6
Less: Provision	-	4.9	4.6
Less: Noninterest Expense	(120.2)	(129.6)	(121.3)
Pre-Tax Income	\$93.5	\$80.2	\$92.9
Less: Income Taxes (FTE)	15.6	17.4	21.2
Net Income	\$77.9	\$62.8	\$71.7
Earnings Per Share	\$0.47	\$0.38	\$0.43
Adjustments:			
Less: Debt Securities Gains/Losses	(\$4.9)	(\$0.7)	(\$1.2)
Add: ONB Way Charges	2.9	0.4	-
Add: Diligence, Acquisition and Integration Charges	-	6.5	1.4
Net Total Adjustments	(\$2.0)	\$6.2	\$0.2
Tax Effect on Net Total Adjustments	(0.5)	1.6	0.1
After-Tax Net Total Adjustments	(\$1.5)	\$4.6	\$0.1
Adjusted Net Income	\$76.4	\$67.4	\$71.8
Adjusted Earnings Per Diluted Share	\$0.46	\$0.41	\$0.43

3Q20	4Q20	1Q21	2Q21	3Q21
\$149.0	\$164.6	\$151.6	\$153.4	\$155.1
64.7	58.5	56.7	51.5	54.5
\$213.7	\$223.1	\$208.3	\$204.9	\$209.6
120.2	142.3	117.7	129.6	121.3
\$93.5	\$80.8	\$90.6	\$75.3	\$88.3
(\$4.9)	(\$0.2)	(\$2.0)	(\$0.7)	(\$1.2)
-	(0.1)	-	-	-
\$208.8	\$222.8	\$206.3	\$204.2	\$208.4
(\$2.9)	(\$3.6)	(\$1.5)	(\$0.4)	-
-	-	-	(6.5)	(1.4)
(3.1)	(9.9)	(1.2)	(1.8)	(1.7)
\$114.2	\$128.8	\$115.0	\$120.9	\$118.2
\$94.6	\$94.0	\$91.3	\$83.3	\$90.2
\$5.4	\$5.4	\$4.7	\$5.1	\$3.0
2.5%	2.4%	2.3%	2.5%	1.4%
2.6%	2.4%	2.3%	2.5%	1.4%
	\$149.0 64.7 \$213.7 120.2 <b>\$93.5</b> (\$4.9) - \$208.8 (\$2.9) - (3.1) \$114.2 <b>\$94.6</b>	\$149.0 \$164.6 64.7 58.5 \$213.7 \$223.1 120.2 142.3 \$93.5 \$80.8 \$(\$4.9) (\$0.2) (0.1) \$208.8 \$222.8 (\$2.9) (\$3.6) (3.1) (9.9) \$114.2 \$128.8 \$94.6 \$94.0 \$5.4 2.5% 2.4%	\$149.0 \$164.6 \$151.6 64.7 58.5 56.7 \$213.7 \$223.1 \$208.3 120.2 142.3 117.7 \$93.5 \$80.8 \$90.6 \$\$\$ (\$4.9) (\$0.2) (\$2.0) - (0.1) - \$208.8 \$222.8 \$206.3 \$\$\$ (\$2.9) (\$3.6) (\$1.5) - (3.1) (9.9) (1.2) \$114.2 \$128.8 \$115.0 \$\$\$ \$94.6 \$94.0 \$91.3 \$\$\$\$\$ \$5.4 \$5.4 \$4.7 2.5% 2.4% 2.3%	\$149.0 \$164.6 \$151.6 \$153.4 64.7 58.5 56.7 51.5 \$213.7 \$223.1 \$208.3 \$204.9 120.2 142.3 117.7 129.6 \$93.5 \$80.8 \$90.6 \$75.3 \$ \$208.8 \$222.8 \$206.3 \$204.2 \$ \$208.8 \$222.8 \$206.3 \$204.2 \$ \$114.2 \$128.8 \$115.0 \$120.9 \$94.6 \$94.0 \$91.3 \$83.3 \$ \$5.4 \$5.4 \$4.7 \$5.1 2.5% 2.4% 2.3% 2.5%

	3Q20	<b>2</b> Q21	JUZI
Noninterest Expense As Reported	\$120.2	\$129.6	\$121.3
Less: ONB Way Charges	(2.9)	(0.4)	-
Less: Diligence, Acquisition and Integration Charges	-	(6.5)	(1.4)
Noninterest Expense Less Charges	\$117.3	\$122.7	\$119.9
Less: Amortization of Tax Credit Investments	(3.1)	(1.8)	(1.7)
Adjusted Noninterest Expense	\$114.2	\$120.9	\$118.2
Less: Intangible Amortization	(3.4)	(2.9)	(2.8)
Adjusted Noninterest Expense Less Intangible Amortization	\$110.8	\$118.0	\$115.4
Net Interest Income As Reported	\$145.6	\$149.9	\$151.6
Add: FTE Adjustment	3.4	3.5	3.5
Net Interest Income (FTE)	\$149.0	\$153.4	\$155.1
Noninterest Income As Reported	\$64.7	\$51.5	\$54.5
Total Revenue (FTE)	\$213.7	\$204.9	\$209.6
Less: Debt Securities Gains/Losses	(4.9)	(0.7)	(1.2)
Adjusted Total Revenue (FTE)	\$208.8	\$204.2	\$208.4
Reported Efficiency Ratio	55.93%	62.05%	56.86%
Adjusted Efficiency Ratio	53.06%	57.74%	55.38%

3020

2021

3021

	3Q20	2Q21	3Q21
Net Interest Income As Reported	\$145.6	\$149.9	\$151.6
FTE Adjustment	3.4	3.5	3.5
Net Interest Income (FTE)	\$149.0	\$153.4	\$155.1
Average Earning Assets	\$19,654.3	\$21,095.3	\$21,228.6
Net Interest Margin	2.96%	2.84%	2.86%
Net Interest Margin (FTE)	3.03%	2.91%	2.92%

Noninterest Income As Reported Less: Debt Securities Gains/Losses Less: Gain/Loss on Branch Actions Adjusted Noninterest Income

3Q20	4Q20	1Q21	2Q21	3Q21
\$64.7	\$58.5	\$56.7	\$51.5	\$54.5
(4.9)	(0.2)	(2.0)	(0.7)	(1.2)
	(0.1)	-	-	-
\$59.8	\$58.2	\$54.7	\$50.8	\$53.3

	3Q21
Net Income As Reported	\$71.7
Add: Intangible Amortization (net of tax)	2.1
Tangible Net Income	\$73.8
Less: Debt Securities Gains/Losses (net of tax)	(0.9)
Add: Diligence, Acquisition and Integration Charges (net of tax)	1.1
Adjusted Tangible Net Income (Loss)	\$74.0
Average Total Shareholders' Equity As Reported	\$3,027.9
Less: Average Goodwill	(1,037.0)
Less: Average Intangibles	(38.6)
Average Tangible Shareholders' Equity	\$1,952.3
Return on Average Tangible Common Equity	15.13%
Adjusted Return on Average Tangible Common Equity	15.16%

# Peer Group

Like-size, publicly-traded financial services companies, generally in the Midwest, serving comparable demographics with comparable services as ONB

> Associated Banc-Corp **ASB** BancorpSouth Bank BXS Bank OZK OZK Cadence Bancorporation CADE Commerce Bancshares, Inc. **CBSH** F.N.B. Corporation **FNB** First Financial Bancorp. **FFBC** First Midwest Bancorp, Inc. **FMBI** Fulton Financial Corporation **FULT** Great Western Bancorp, Inc. **GWB** Hancock Whitney Corporation **HWC Trustmark Corporation TRMK UMB** Financial Corporation **UMBF Umpqua Holdings Corporation UMPQ** United Bankshares, Inc. **UBSI** Valley National Bancorp VLY Webster Financial Corporation **WBS** Western Alliance Bancorporation WAL Wintrust Financial Corporation WTFC