



MidWestOne[™]
FINANCIAL GROUP, INC.

Third Quarter 2024
Earnings Conference Call
October 25, 2024

Forward Looking Statements & Non-GAAP Measures

This presentation contains certain “forward-looking statements” within the meaning of such term in the Private Securities Litigation Reform Act of 1995. We and our representatives may, from time to time, make written or oral statements that are “forward-looking” and provide information other than historical information. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any results, levels of activity, performance or achievements expressed or implied by any forward-looking statement. These factors include, among other things, the factors listed below. Forward-looking statements, which may be based upon beliefs, expectations and assumptions of our management and on information currently available to management, are generally identifiable by the use of words such as “believe,” “expect,” “anticipate,” “should,” “could,” “would,” “plans,” “goals,” “intend,” “project,” “estimate,” “forecast,” “may” or similar expressions. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those expressed in, or implied by, these statements. Readers are cautioned not to place undue reliance on any such forward-looking statements, which speak only as of the date made. Additionally, we undertake no obligation to update any statement in light of new information or future events, except as required under federal securities law.

Our ability to predict results or the actual effect of future plans or strategies is inherently uncertain. Factors that could have an impact on our ability to achieve operating results, growth plan goals and future prospects include, but are not limited to, the following: (1) the risks of mergers or branch sales (including the recent sale of our Florida banking operations and the acquisition of Denver Bankshares, Inc.), including, without limitation, the related time and costs of implementing such transactions, integrating operations as part of these transactions and possible failures to achieve expected gains, revenue growth and/or expense savings from such transactions; (2) credit quality deterioration, pronounced and sustained reduction in real estate market values, or other uncertainties, including the impact of inflationary pressures on economic conditions and our business, resulting in an increase in the allowance for credit losses, an increase in the credit loss expense, and a reduction in net earnings; (3) the effects of changes in interest rates, including on our net income and the value of our securities portfolio; (4) changes in the economic environment, competition, or other factors that may affect our ability to acquire loans or influence the anticipated growth rate of loans and deposits and the quality of the loan portfolio and loan and deposit pricing; (5) fluctuations in the value of our investment securities; (6) governmental monetary and fiscal policies; (7) changes in and uncertainty related to benchmark interest rates used to price loans and deposits; (8) legislative and regulatory changes, including changes in banking, securities, trade, and tax laws and regulations and their application by our regulators, and any changes in response to the failures of other banks; (9) the ability to attract and retain key executives and employees experienced in banking and financial services; (10) the sufficiency of the allowance for credit losses to absorb the amount of actual losses inherent in our existing loan portfolio; (11) our ability to adapt successfully to technological changes to compete effectively in the marketplace; (12) credit risks and risks from concentrations (by geographic area and by industry) within our loan portfolio; (13) the effects of competition from other commercial banks, thrifts, mortgage banking firms, consumer finance companies, credit unions, securities brokerage firms, insurance companies, money market and other mutual funds, financial technology companies, and other financial institutions operating in our markets or elsewhere or providing similar services; (14) the failure of assumptions underlying the establishment of allowances for credit losses and estimation of values of collateral and various financial assets and liabilities; (15) volatility of rate-sensitive deposits; (16) operational risks, including data processing system failures or fraud; (17) asset/liability matching risks and liquidity risks; (18) the costs, effects and outcomes of existing or future litigation; (19) changes in general economic, political, or industry conditions, nationally, internationally or in the communities in which we conduct business, including the risk of a recession; (20) changes in accounting policies and practices, as may be adopted by state and federal regulatory agencies and the Financial Accounting Standards Board; (21) war or terrorist activities, including the ongoing conflict in the Middle East and the Russian invasion of Ukraine, widespread disease or pandemic, or other adverse external events, which may cause deterioration in the economy or cause instability in credit markets; (22) the occurrence of fraudulent activity, breaches, or failures of our or our third-party vendors' information security controls or cyber-security related incidents, including as a result of sophisticated attacks using artificial intelligence and similar tools; (23) the imposition of tariffs or other domestic or international governmental policies impacting the value of the agricultural or other products of our borrowers; (24) potential changes in federal policy and at regulatory agencies as a result of the upcoming 2024 presidential election; (25) the concentration of large deposits from certain clients, including those who have balances above current FDIC insurance limits; (26) the effects of recent developments and events in the financial services industry, including the large-scale deposit withdrawals over a short period of time that resulted in recent bank failures; and (27) other risk factors detailed from time to time in Securities and Exchange Commission filings made by the Company.

Non-GAAP Measures

This presentation contains non-GAAP measures for tangible common equity, tangible book value per share, tangible common equity ratio, loan yield, tax equivalent, efficiency ratio, pre-tax, pre-provision earnings, return on average tangible equity, net interest margin, tax equivalent, adjusted earnings, and adjusted earnings per share. Management believes these measures provide investors with useful information regarding the Company's profitability, financial condition and capital adequacy, consistent with how management evaluates the Company's financial performance. A reconciliation of each non-GAAP measure to the most comparable GAAP measure is included, as necessary, in the Non-GAAP Financial Measures section.

Financial Highlights

3Q24 Financial Highlights				
<i>Dollars in millions, except per share amounts</i>				
	3Q24	2Q24	Change vs. 3Q23	
Balance Sheet	Total assets	\$ 6,552.5	(0.44) %	1.31 %
	Total loans held for investment, net	4,328.8	0.97	6.46
	Total deposits	5,368.7	(0.81)	0.10
Capital and Liquidity	Equity to assets ratio	8.58 %	33 bps	77 bps
	Tangible common equity ratio (non-GAAP)	7.22	34	68
	CET1 risk-based capital ratio	9.91	35	39
	Total risk-based capital ratio	12.96	34	51
	Loans to deposits ratio	80.63	142	482
Profitability	Net interest margin, tax equivalent (non-GAAP)	2.51 %	10 bps	16 bps
	Cost of total deposits	2.14	3	43
	Return on average assets	(5.78)	(673)	(634)
	Efficiency ratio (non-GAAP)	70.32	1,403	426
	Diluted EPS	\$ (6.05)	(705) %	(1143) %
	Adjusted EPS (non-GAAP)	0.58	12	4
Credit Risk Profile	Nonperforming loans ratio	0.51 %	(8) bps	(20) bps
	Nonperforming assets ratio	0.39	(8)	(6)
	Net charge-off ratio	0.16	11	12
	Allowance for credit losses ratio	1.25	(1)	(2)

Capital Raise & Balance Sheet Repositioning

Transaction Details⁽¹⁾

Capital Raise (net proceeds)	\$118.6 million
Securities Sold (market value):	\$1.0 billion
Average Yield on Securities Sold:	1.58%
Reinvested Securities (market value):	\$589.8 million
Average Yield on Reinvested Securities	4.65%
Funding Paid Down:	\$418.7 million⁽²⁾
Weighted Avg Cost of Funding Paid Down:	4.77%

⁽¹⁾Transaction details are as of 10/21/24.

⁽²⁾Represents \$405.0 million of Federal Reserve Bank Term Funding Program borrowings and \$13.7 million of accrued interest.

Company Focus

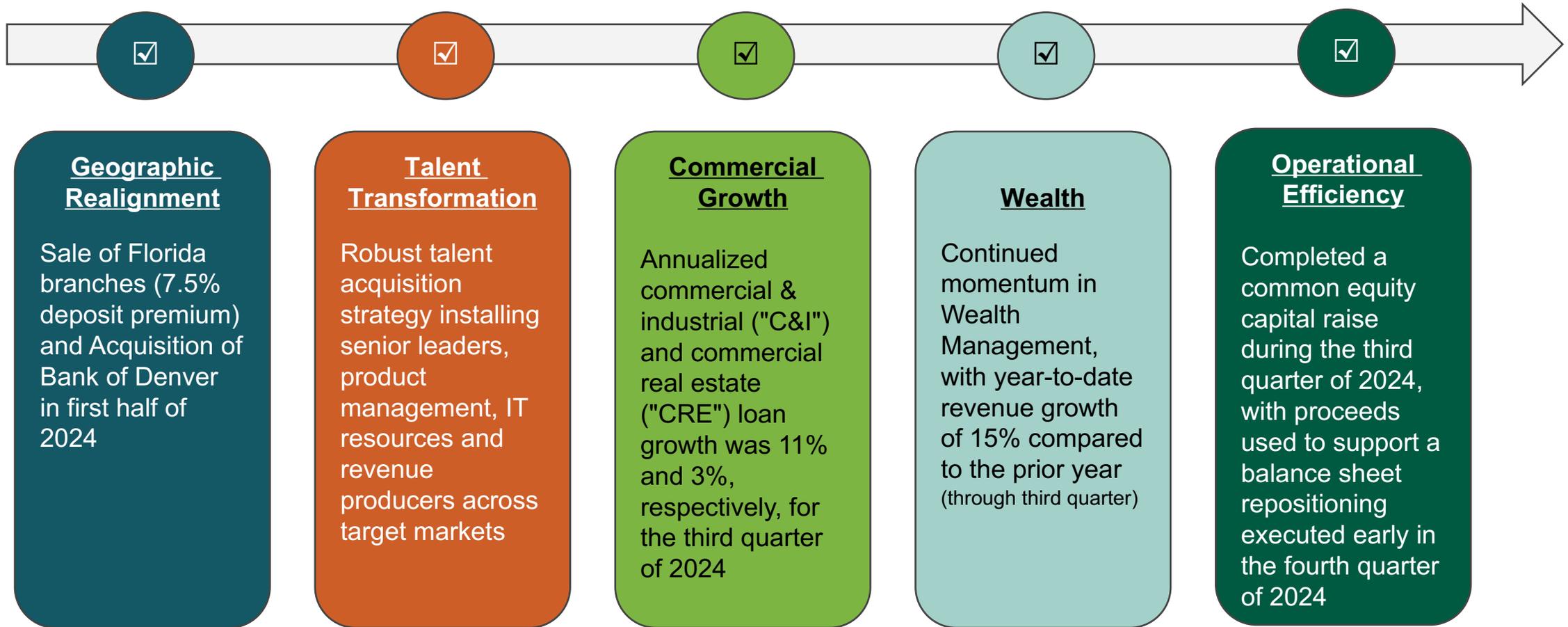
MOFG's Five Strategic Pillars to Deliver Improved Results



- 1 Enhance MOFG's award winning culture with a continued focus on performance and financial results
- 2 Protect and enhance MOFG's dominant community bank franchise through product expansion
- 3 Continue to hire exceptional relationship bankers and wealth management professionals
- 4 Develop specialty commercial banking verticals by continuing to attract experienced professionals
- 5 Continue to identify and execute on opportunities for efficiency gains and cost reduction

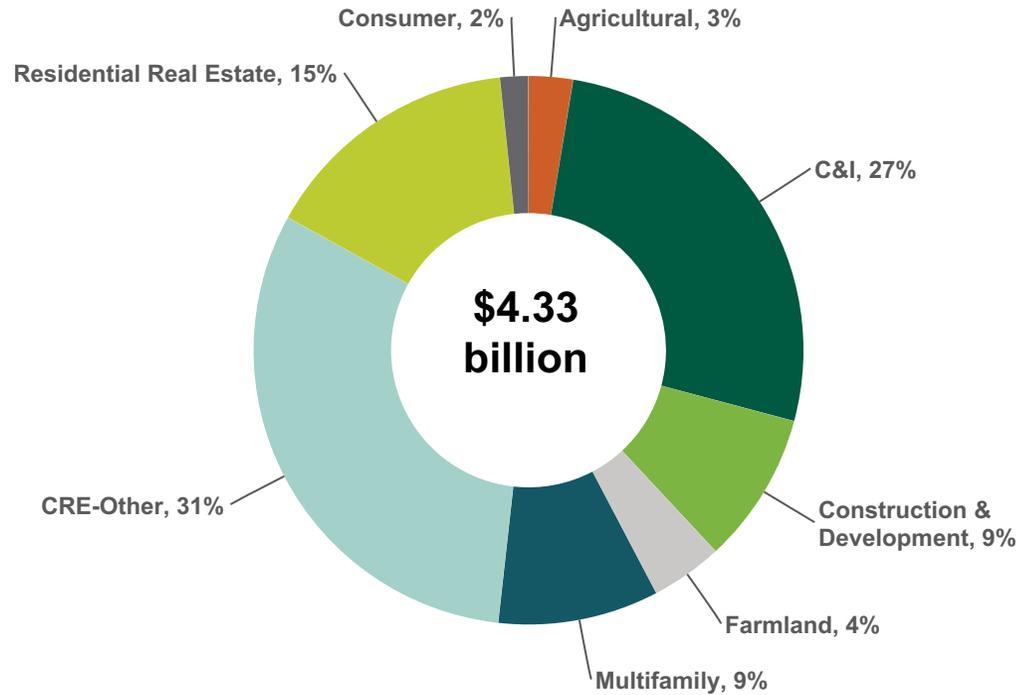
What We Have Accomplished

Strategic Plan Updates



Diversified and Granular Loan Portfolio

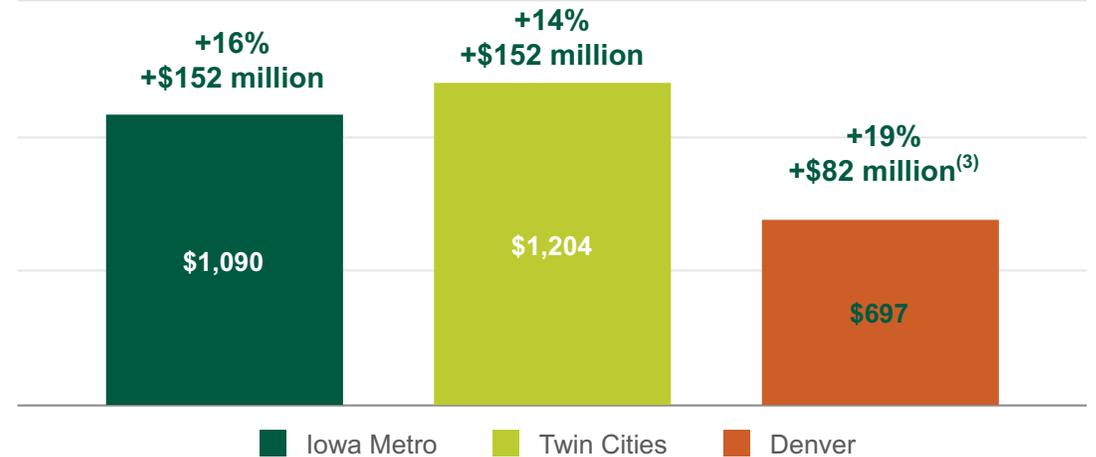
Loans Held for Investment 09/30/24



5.86% Yield⁽⁴⁾

**<\$495K
Avg. Commercial
Loan Size⁽¹⁾**

LTM Commercial Loan Growth in Targeted Regions⁽²⁾



Financial Information as of September 30, 2024.

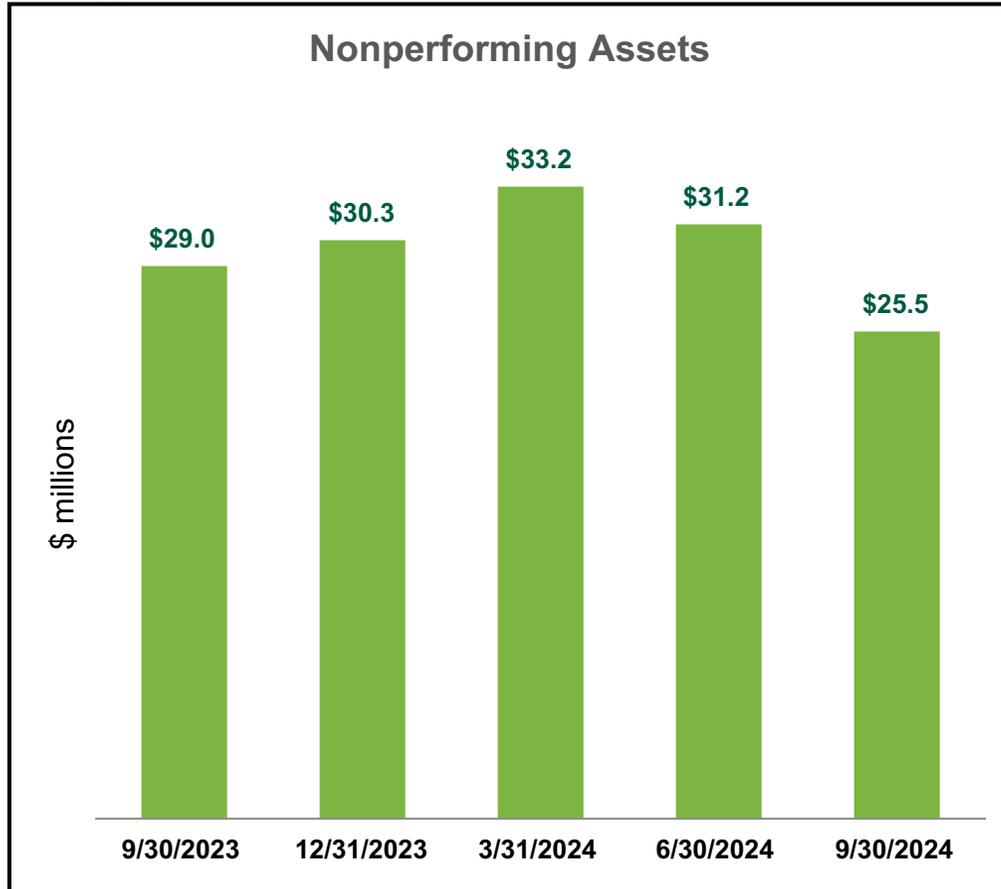
⁽¹⁾ Average net nonaccrual active principal balance of the commercial loan portfolio.

⁽²⁾ Commercial loan net active principal balances reported in millions (\$).

⁽³⁾ Excludes \$193 million net active principal balance of commercial loans acquired in Denver Bankshares, Inc. acquisition.

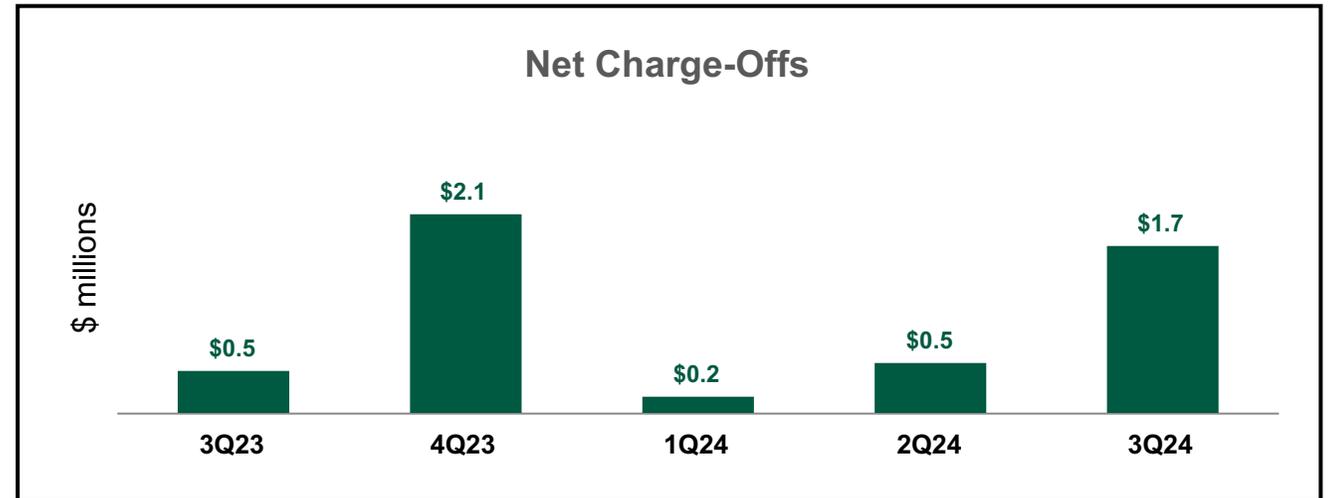
⁽⁴⁾ Non-GAAP Measure. See the Non-GAAP measures section for a reconciliation of the most directly comparable GAAP measure.

Credit Quality



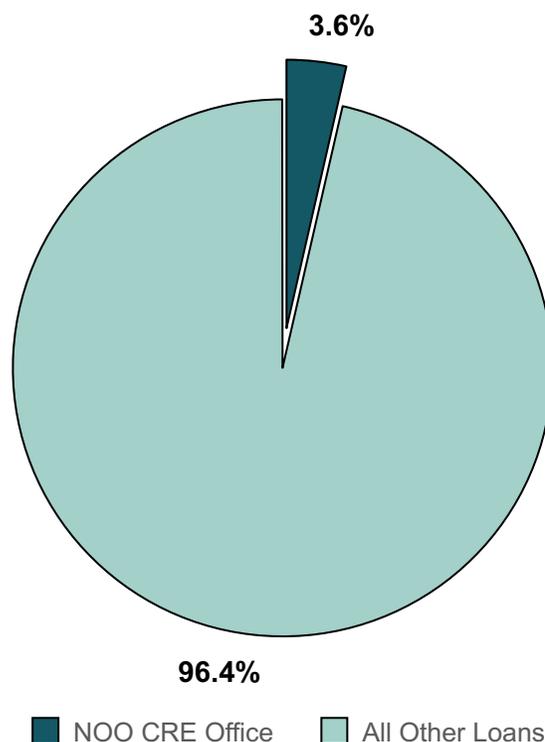
Credit Quality Measures

\$ millions	3Q23	4Q23	1Q24	2Q24	3Q24
Nonperforming assets ratio	0.45 %	0.47 %	0.49 %	0.47 %	0.39 %
Net charge-off ratio	0.04 %	0.20 %	0.02 %	0.05 %	0.16 %
Loans greater than 30 days past due and accruing	\$6.4	\$10.8	\$8.8	\$9.4	\$11.9
Allowance for credit losses ratio	1.27 %	1.25 %	1.27 %	1.26 %	1.25 %



Commercial Real Estate

Non-Owner Occupied CRE Office September 30, 2024



Portfolio Highlights September 30, 2024

Average NOO CRE Office outstanding principal (\$ millions) \$ 1.4

Commercial Real Estate Concentration:	% of Total Capital		
	3Q24	2Q24	Regulatory Threshold
Construction, land development and other land	56%	52%	100%
Total CRE loans ⁽¹⁾	232%	237%	300%

Commercial Real Estate Portfolio⁽²⁾ September 30, 2024

\$ millions	3Q24	2Q24
Construction & Development	\$ 386.9	\$ 351.6
Farmland	182.2	183.6
Multifamily	409.5	430.1
CRE Other:		
NOO CRE Office	154.7	157.1
OO CRE Office	84.6	84.6
Industrial and Warehouse	403.5	407.3
Retail	282.4	262.0
Hotel	111.7	112.8
Other	316.6	324.7
Total Commercial Real Estate	\$ 2,332.1	\$ 2,313.8

⁽¹⁾Total CRE loans includes construction, land development and other land, in addition to multifamily and NOO CRE.

⁽²⁾Represents the amortized cost of the CRE portfolio.

Focusing on Growth in Wealth Management

Private Banking

- Right-size book of business with consistent eligibility
- Launched new concierge support
- Building out product set
- Added a new Senior Private Banker in Des Moines and Denver during 2024

Private Wealth

- Enhance planning with a single platform across Private Wealth and Investment Services
- Reviewing platform options to dramatically enhance investment offering in the first quarter of 2025
- Increase focus on thought leadership
- Enhance fee opportunities with fiduciary services and proprietary investments

Investment Services

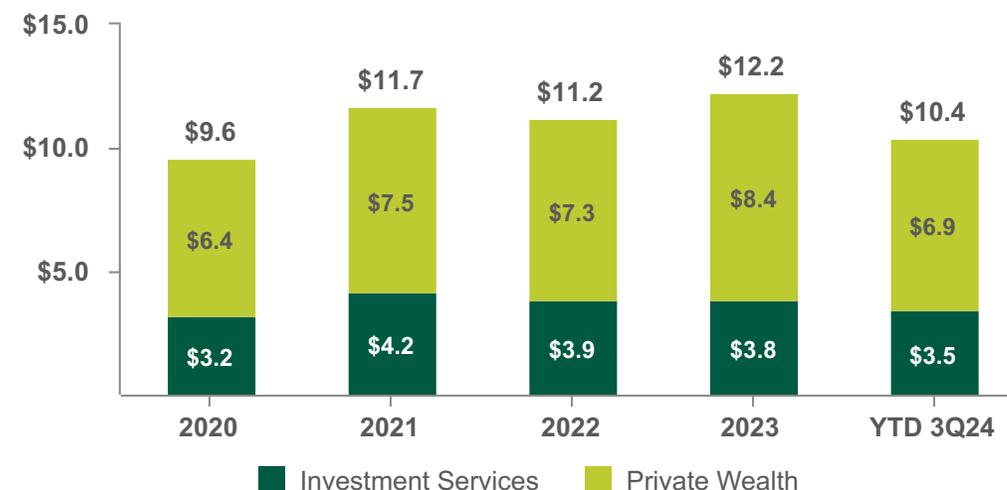
- Adding advisors in Twin Cities & Denver
- Focus on building recurring revenue through fee-based business



Wealth Management Assets Under Administration



Investment Services and Private Wealth Revenue



- Asset amounts presented are in billions of dollars
- Revenue amounts presented are in millions of dollars

Financial Performance



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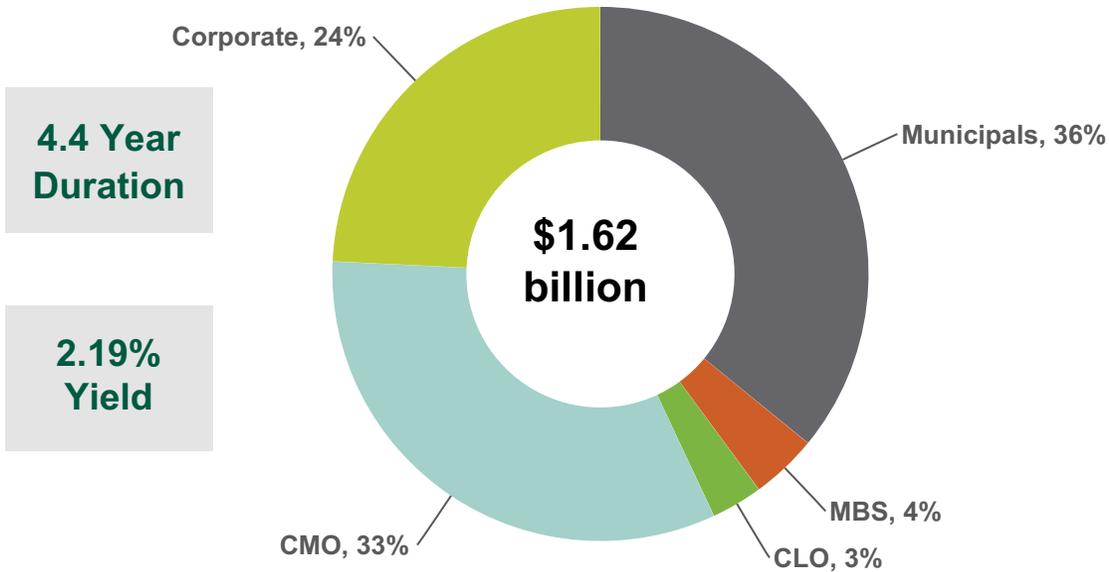
Balance Sheet

Period end balances, \$ millions	3Q24 vs. 2Q24			3Q24 vs. 3Q23	
	3Q24	\$ Change	% Change	\$ Change	% Change
Loans	\$4,328.8	\$41.6	1 %	\$262.8	6 %
Investment securities	\$1,623.1	\$(201.0)	(11)%	\$(335.4)	(17)%
Interest earning deposits in banks	\$129.7	\$94.4	267 %	\$125.9	3313 %
Deposits	\$5,368.7	\$(43.7)	(1)%	\$5.4	— %
Borrowed funds	\$525.7	\$(3.8)	(1)%	\$27.2	5 %
Shareholders' equity	\$562.2	\$18.9	3 %	\$56.8	11 %

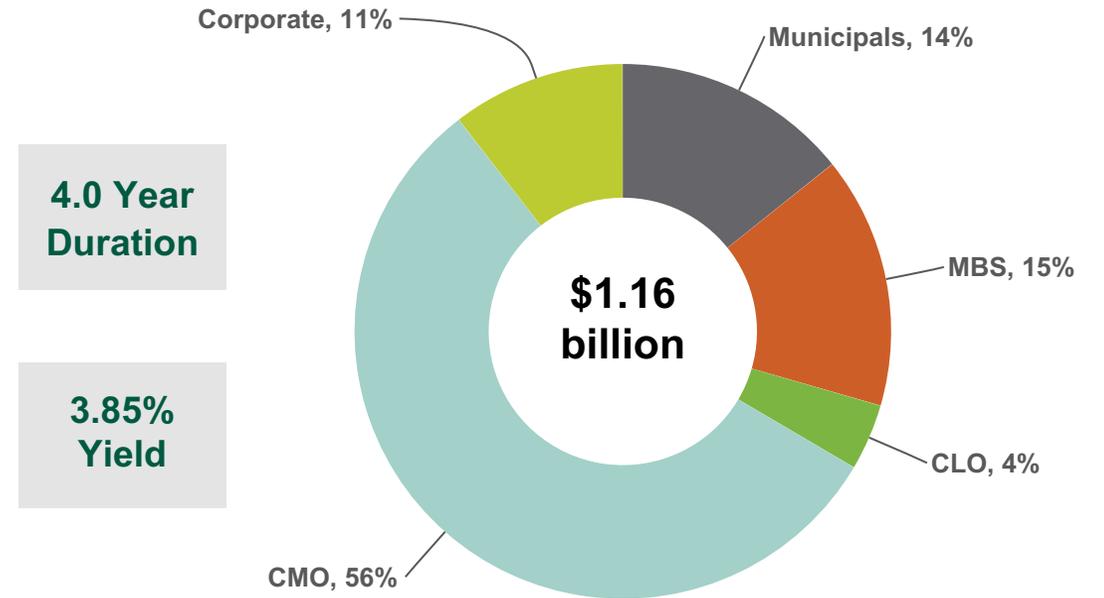
Period end	3Q24	2Q24	3Q24	3Q23	3Q24
			vs. 2Q24		vs. 3Q23
Tangible book value per share (non-GAAP)	\$22.43	\$28.27	(21)%	\$26.60	(16)%
Common equity Tier 1 capital ratio	9.91 %	9.56 %	35 bps	9.52 %	39 bps
AOCI	\$(58.8)	\$(58.1)	(1)%	\$(84.6)	30 %
Return on average tangible equity (non-GAAP)	(82.78)%	15.74 %	(9,852) bps	9.68 %	(9,246) bps

Balance Sheet - Debt Securities Portfolio

Portfolio Mix (09/30/24)



Portfolio Mix (10/18/24)



Income Statement

\$ millions				% Change 3Q24 vs.	
	3Q24	2Q24	3Q23	2Q24	3Q23
Net interest income	\$37.5	\$36.3	\$34.6	3 %	8 %
Noninterest income	(130.4)	21.6	9.9	(704)%	(1417)%
Total revenue	(92.9)	57.9	44.5	(260)%	(309)%
Noninterest expense	35.8	35.8	31.5	— %	14 %
Pre-tax, pre-provision earnings (non-GAAP)	\$(128.7)	\$22.1	\$13.0	(682)%	(1090)%
Credit loss expense	\$1.5	\$1.3	\$1.6	15 %	(6)%
Income tax expense (benefit)	\$(34.5)	\$5.1	\$2.2	(776)%	(1668)%
Net income	\$(95.7)	\$15.8	\$9.1	(706)%	(1152)%
Adjusted earnings (non-GAAP)	\$9.1	\$8.1	\$8.9	12 %	2 %
	3Q24	2Q24	3Q23	vs. 2Q24	vs. 3Q23
Net interest margin (non-GAAP)	2.51 %	2.41 %	2.35 %	10 bps	16 bps
Efficiency ratio (non-GAAP)	70.32 %	56.29 %	66.06 %	1,403 bps	426 bps
Diluted EPS	\$(6.05)	\$1.00	\$0.58	(705)%	(1143)%
Adjusted EPS (non-GAAP)	\$0.58	\$0.52	\$0.56	12 %	4 %

Non-GAAP Financial Measures



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Non-GAAP Financial Measures

Tangible Common Equity / Tangible Book Value per Share / Tangible Common Equity Ratio			
	September 30, 2023	June 30, 2024	September 30, 2024
<i>dollars in thousands</i>			
Total shareholders' equity	\$ 505,411	\$ 543,286	\$ 562,238
Intangible assets, net	(87,987)	(97,327)	(96,257)
Tangible common equity	<u>\$ 417,424</u>	<u>\$ 445,959</u>	<u>\$ 465,981</u>
Total assets	\$ 6,467,818	\$ 6,581,658	\$ 6,552,482
Intangible assets, net	(87,987)	(97,327)	(96,257)
Tangible assets	<u>\$ 6,379,831</u>	<u>\$ 6,484,331</u>	<u>\$ 6,456,225</u>
Book value per share	\$ 32.21	\$ 34.44	\$ 27.06
Tangible book value per share ⁽¹⁾	\$ 26.60	\$ 28.27	\$ 22.43
Shares outstanding	15,691,738	15,773,468	20,774,919
Tangible common equity ratio ⁽²⁾	6.54 %	6.88 %	7.22 %

(1) Tangible common equity divided by shares outstanding.
(2) Tangible common equity divided by tangible assets.

Loan Yield, Tax Equivalent			
For the Three Months Ended			
	September 30, 2023	June 30, 2024	September 30, 2024
<i>dollars in thousands</i>			
Loan interest income, including fees	\$ 51,870	\$ 61,643	\$ 62,521
Tax equivalent adjustment ⁽¹⁾	735	938	951
Tax equivalent loan interest income	<u>\$ 52,605</u>	<u>\$ 62,581</u>	<u>\$ 63,472</u>
Yield on loans, tax equivalent ⁽²⁾	5.19 %	5.69 %	5.86 %
Average Loans	\$ 4,019,852	\$ 4,419,697	\$ 4,311,693

(1) The federal statutory tax rate utilized was 21%.
(2) Annualized tax equivalent loan interest income divided by average loans.

Non-GAAP Financial Measures

Efficiency Ratio			
For the Three Months Ended			
	September 30, 2023	June 30, 2024	September 30, 2024
<i>dollars in thousands</i>			
Total noninterest expense	\$ 31,544	\$ 35,761	\$ 35,798
Amortization of intangibles	(1,460)	(1,593)	(1,470)
Merger-related expenses	(11)	(854)	(133)
Noninterest expense used for efficiency ratio	<u>\$ 30,073</u>	<u>\$ 33,314</u>	<u>\$ 34,195</u>
Net interest income, tax equivalent ⁽¹⁾	\$ 35,742	\$ 37,662	\$ 38,837
Noninterest income	9,861	21,554	(130,388)
Investment securities (losses) gains, net	79	33	(140,182)
Net revenues used for efficiency ratio	<u>\$ 45,524</u>	<u>\$ 59,183</u>	<u>\$ 48,631</u>
Efficiency ratio	66.06 %	56.29 %	70.32 %
(1) The federal statutory tax rate utilized was 21%.			
(2) Noninterest expense adjusted for amortization of intangibles and merger-related expenses divided by the sum of tax equivalent net interest income, noninterest income and net investment securities (losses) gains.			

Pre-tax / Pre-provision Net Revenue			
For the Three Months Ended			
	September 30, 2023	June 30, 2024	September 30, 2024
<i>dollars in thousands</i>			
Net interest income	\$ 34,575	\$ 36,347	\$ 37,521
Noninterest income (loss)	9,861	21,554	(130,388)
Noninterest expense	(31,544)	(35,761)	(35,798)
Pre-tax / Pre-provision Net Revenue	<u>\$ 12,892</u>	<u>\$ 22,140</u>	<u>\$ (128,665)</u>

Non-GAAP Financial Measures

Return on Average Tangible Equity			
For the Three Months Ended			
	September 30, 2023	June 30, 2024	September 30, 2024
<i>dollars in thousands</i>			
Net income (loss)	\$ 9,138	\$ 15,819	\$ (95,707)
Intangible amortization, net of tax ⁽¹⁾	1,095	1,195	1,090
Tangible net income	<u>\$ 10,233</u>	<u>\$ 17,014</u>	<u>\$ (94,617)</u>
Average shareholders' equity	\$ 508,066	\$ 533,994	\$ 551,414
Average intangible assets, net	(88,699)	(99,309)	(96,706)
Average tangible equity	<u>\$ 419,367</u>	<u>\$ 434,685</u>	<u>\$ 454,708</u>
Return on average equity	7.14 %	11.91 %	(69.05)%
Return on average tangible equity ⁽²⁾	9.68 %	15.74 %	(82.78)%

(1) The income tax rate utilized was the blended marginal tax rate.
(2) Annualized tangible net income divided by average tangible equity.

Net Interest Margin, Tax Equivalent			
For the Three Months Ended			
	September 30, 2023	June 30, 2024	September 30, 2024
<i>dollars in thousands</i>			
Net interest income	\$ 34,575	\$ 36,347	\$ 37,521
Tax equivalent adjustments:			
Loans ⁽¹⁾	735	938	951
Securities ⁽¹⁾	432	377	365
Net interest income, tax equivalent	<u>\$ 35,742</u>	<u>\$ 37,662</u>	<u>\$ 38,837</u>
Average interest earning assets	\$ 6,032,636	\$ 6,282,494	\$ 6,167,525
Net interest margin, tax equivalent ⁽²⁾	2.35 %	2.41 %	2.51 %

(1) The federal statutory tax rate utilized was 21%.
(2) Annualized tax equivalent net interest income divided by average interest earning assets.

Non-GAAP Financial Measures

Adjusted Earnings / Adjusted Earnings Per Share			
	For the Three Months Ended		
	September 30, 2023	June 30, 2024	September 30, 2024
<i>dollars in thousands</i>			
Net (loss) income	\$ 9,138	\$ 15,819	\$ (95,707)
Less: Investment securities (losses) gains, net of tax ⁽¹⁾	59	24	(103,988)
Less: Mortgage servicing rights (loss) gain, net of tax ⁽¹⁾	212	96	(761)
Plus: Merger-related expenses, net of tax ⁽¹⁾	8	634	99
Less: Gain on branch sale, net of tax ⁽¹⁾	—	8,201	—
Adjusted earnings	<u>\$ 8,875</u>	<u>\$ 8,132</u>	<u>\$ 9,141</u>
Weighted average diluted common shares outstanding	15,711,137	15,780,935	15,829,032
Earnings per common share - diluted	\$0.58	\$1.00	\$(6.05)
Adjusted earnings per common share ⁽²⁾	\$0.56	\$0.52	\$0.58
<p>(1) The income tax rate utilized was the blended marginal tax rate.</p> <p>(2) Adjusted earnings divided by weighted average diluted common shares outstanding.</p>			