

## FMBH Investor Presentation Q2' 2024

NASDAQ: FMBH www.firstmid.com

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### **Disclosures**

#### **Forward Looking Statements**

This document may contain certain forward-looking statements about First Mid, such as discussions of First Mid's pricing and fee trends, credit quality and outlook, liquidity, new business results, expansion plans, anticipated expenses and planned schedules. First Mid intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Forward-looking statements, which are based on certain assumptions and describe future plans, strategies and expectations of First Mid are identified by use of the words "believe," "expect," "intend," "anticipate," "estimate," "project," or similar expressions. Actual results could differ materially from the results indicated by these statements because the realization of those results is subject to many risks and uncertainties, including, among other things, changes in interest rates; general economic conditions and those in the market areas of First Mid; legislative and/or regulatory changes; monetary and fiscal policies of the U.S. Government, including policies of the U.S. Treasury and the Federal Reserve Board; the quality or composition of First Mid's loan or investment portfolios and the valuation of those investment portfolios; demand for loan products; deposit flows; competition, demand for financial services in the market areas of First Mid; accounting principles, policies and guidelines; and the impact of the global COVID-19 pandemic on First Mid's businesses. Additional information concerning First Mid, including additional factors and risks that could materially affect First Mid's financial results, are included in First Mid's filings with the SEC, including its Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q. Forward-looking statements speak only as of the date they are made. Except as required under the federal securities laws or the rules and regulations of the SEC, we do not undertake any obligation to update or review any forward-looking information, whether as a result of new information, future events or otherwise.

#### **Non-GAAP Financial Measures**

In addition to reports presented in accordance with generally accepted accounting principles ("GAAP"), this release contains certain non-GAAP financial measures. The Company believes that such non-GAAP financial measures provide investors with information useful in understanding the Company's financial performance. Readers of this release, however, are urged to review these non-GAAP financial measures in conjunction with the GAAP results as reported. These non-GAAP financial measures are detailed as supplemental tables and include "Adjusted Net Income," "Adjusted Diluted EPS," "Efficiency Ratio," "Net Interest Margin, tax equivalent," and "Tangible Book Value per Common Share". While the Company believes these non-GAAP financial measures provide investors with a broader understanding of the capital adequacy, funding profile and financial trends of the Company, this information should be considered as supplemental in nature and not as a substitute to the related financial information prepared in accordance with GAAP. These non-GAAP financial measures may also differ from the similar measures presented by other companies.



## Overview of First Mid Bancshares, Inc.







**Personal & Commercial Banking** 

Brokerage | Trust | Ag Services & Ag RE Brokerage

**Personal & Business Insurance** 

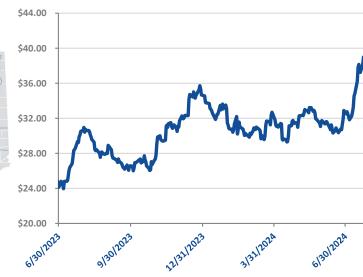
#### Geographically Disbursed Franchise

#### **History and Recognition**

- Oldest nationally chartered bank in Illinois, est. 1865
- History of growing shareholder value (Dividends since 1879)
- Publicly traded on Nasdaq since 2014
- Experienced management and seasoned lending team
- Demonstrated ability to raise capital and successfully complete acquisitions
- Committed to our community banking heritage and mission
- Largest bank owned insurance agency in Illinois
- Largest farm manager in Illinois
- Top Workplaces 2024 USA Today



#### **FMBH Stock Detail**

































### **Our Vision**

To be a nimble, community-focused financial organization committed to quality, growth and earned independence for the benefit of all our stakeholders.

### **Our Purpose**

**COLLABORATE TO MAKE AN IMPACT.** 

### **Our Values**

We make a positive IMPACT through our beliefs and actions. Strong, principled values have been the foundation of our Company for over 158 years.



#### **Integrity**

Integrity is at the core of our business.



#### **Motivation**

We are motivated to provide exceptional service and uphold our reputation.



#### **Professionalism**

Our professionalism is reflected in our expertise and high standards of performance and service delivery.



#### **Accountability**

We hold ourselves accountable for our individual actions and team performance.



#### **Commitment**

We are committed to the success of First Mid.



#### **Teamwork**

Teamwork is the foundation of our excellence.



### **Investment Highlights**

### Attractive Franchise

- \$7.6 billion community focused organization providing leading products and services for the last 159 years
- Offer a full suite of financial services including banking, wealth management, brokerage, ag services, and insurance through a sizeable network of locations throughout Illinois, Missouri, Wisconsin, Indiana and Texas
- Providing consistent competitive dividends to our shareholders since 1879

## **Growth Strategy**

- Continue to look for strategic expansion in key geographic markets and continue to expand our non-interest offerings in those markets
- Historical mid-single digit annual organic growth across our footprint
- Choice acquirer with proven successful growth through disciplined and strategic M&A and diligence efforts

## **Quality Core Deposits**

- Quality core deposit franchise with stable relationships
- Strong geographically diverse customer base
- Long-term reliable source of funding

#### High Quality Loan Portfolio

- Diversified loan portfolio with seasoned experienced lenders with long-term relationships
- $\hbox{-} \ Centralized \ underwriting \ provides \ consistency \ across \ our \ footprint$

#### Diversified Sources of Revenue

- Diversified revenue sources with non-interest income accounting for roughly 30% of total revenue
- Largest community bank-owned insurance agency in the State of Illinois offering a full line of insurance related products
- Complementary Wealth Management, Trust Operations, and Ag Services with \$6.3 billion AUM at June 30, 2024

#### Conservative Risk Profile

- Experienced Executive Management Team and Board of Directors
- Strong asset quality metrics led by strong lending and conservative underwriting practices
- Solid ERM team and corporate governance measures in place

### Strong Capital and Liquidity

- -Strong capital levels and balance sheet metrics including availability of multiple liquidity sources
- Conservative securities portfolio managed for liquidity purposes



## **Q2'2024 Summary**

**Earnings** 

- Reported net income of \$19.7 million, or \$0.82 diluted EPS for the quarter. Adjusted for non-recurring charges, net income was \$20.1 million, or \$0.84 diluted EPS for the quarter<sup>(1)</sup>.
- Non-interest income was \$22.4 million for the quarter, up \$2.9 million (15.1%) compared to Q2'23. The Q2'2024 decline of \$2.1 million compared to Q1'2024 was primarily due to the seasonality of insurance revenues.
- Reported NIM of 3.36% for the quarter represents an 11 bps increase compared to prior quarter. Earning asset yields increased by 11bps and the average cost of funds was flat during the quarter.

Loans & Deposits

- Total deposits ended the quarter at \$6.12 billion, representing a decrease of \$127.2 million over the prior quarter. Noninterest bearing deposits increased by \$50.1 million in the quarter and total interest-bearing deposits increased by \$69.2 million.
- The Company's average rate on cost of funds was flat in the second quarter at 1.91% compared to the prior quarter.
- Total loans ended the quarter at \$5.56 billion, representing an increase of \$61.3 million, or 1.1%. The average yield on new loans and operating line usage was approximately 8.0% in the quarter.
- The loan to deposit ratio at June 30, 2024 was 90.9% compared to 88.1% at March 31, 2024.

Asset Quality

- Non-performing assets to total assets improved to 0.27% at quarter-end compared to the prior quarter.
- Special mention and substandard loans were \$58.4 million, representing a decrease of \$36.6 million over the prior quarter driven by a combination of upgrades and paydowns.
- The Allowance for Credit Losses to total loans is 1.23% as of June 30, 2024.

Capital Management

- Capital levels remained strong and above the "well capitalized" levels at quarter-end. Leverage Ratio of 10.04%; CET1 ratio of 12.24%; Tier1 Ratio of 12.65%; and TRBC ratio of 15.46%.
- Tangible book value per share increased in the period to \$23.28, which is a \$0.79 increase compared to the prior quarter end.



### **Financial Performance**

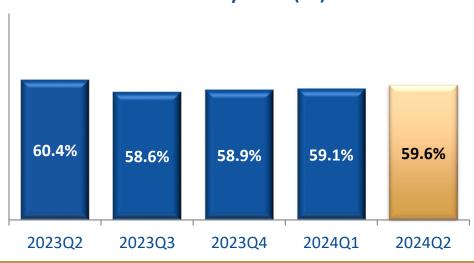
## Reported Net Income (\$000s), Adjusted Net Income & Adjusted Diluted EPS



#### Fee Income (\$000s) & % of Total Revenue



#### **Efficiency Ratio (TE)**



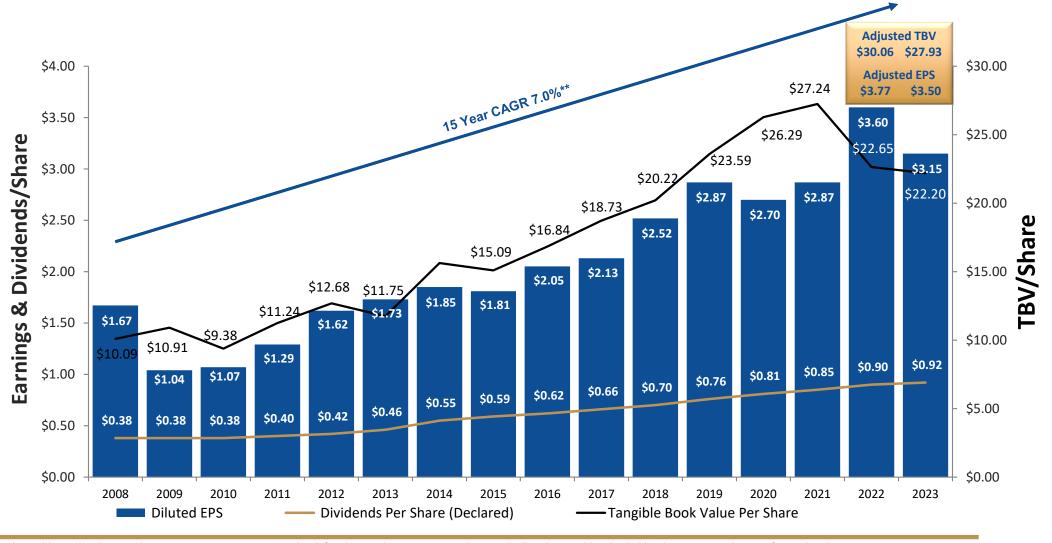
#### **Net Interest Margin**





### **Providing Shareholder Value**

First Mid Bancshares consistently provides value to shareholders by delivering solid diluted earnings per share and returning competitive dividends.

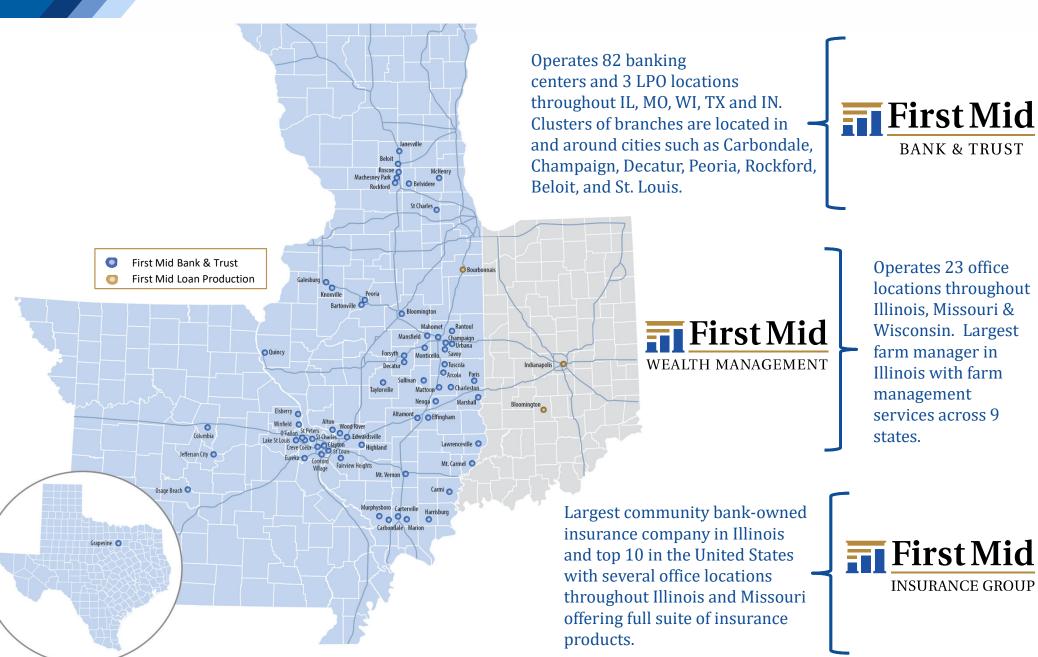


<sup>\*</sup>Tangible Book Value Per Share is a non-GAAP measure and is defined as total common equity less goodwill and intangibles divided by shares outstanding as of period end.

\*\* TBV as reported for all periods, except 2022 and 2023 where it was adjusted to exclude the market value impact of AFS investment securities.



## **Diverse Geographic Footprint**



### **First Mid Market Share**

#### **Diverse market segments**

with economies based on agriculture, manufacturing, education and services.

#### **Market Share Ranking**

First Mid ranks in the Top 10 for market share in 28 of the 31 counties served and ranks in the Top 5 in 64% of those markets

**Top employers** in the region include a diverse range of operations such as Ameren, ADM, Caterpillar, State Universities, Multiple Hospitals & Medical Care Facilities, Rural King, and Continental Tire North America

First	Mid's Operating Market			As	of	June 30, 2023	3
Rank	Institution	Parent City	State	# of Active Branches	To	otal Deposits (\$000s)	Market Share (%)
1	Stifel Financial Corp.	Saint Louis	МО	4	\$	26,854,635	11.38%
2	U.S. Bancorp	Minneapolis	MN	103	\$	23,325,930	9.89%
3	Bank of America Corp.	Charlotte	NC	52	\$	19,884,976	8.43%
4	JPMorgan Chase & Co.	New York	NY	76	\$	14,601,585	6.19%
5	Wintrust Financial Corp.	Rosemont	IL	39	\$	13,107,146	5.56%
6	Commerce Bancshares Inc.	Kansas City	MO	50	\$	9,076,864	3.85%
7	PNC Financial Services Group Inc.	Pittsburgh	PA	70	\$	8,021,730	3.40%
8	Central Banco. Inc.	Jefferson City	MO	57	\$	7,447,298	3.16%
9	First Busey Corp.	Champaign	IL	45	\$	7,180,769	3.04%
10	Bank of Montreal	Montreal		65	\$	6,745,919	2.86%
11	First Mid Bancshares Inc.	Mattoon	IL	81	\$	6,408,854	2.72%
12	Regions Financial Corp.	Birmingham	AL	70	\$	5,107,923	2.17%
13	Midland States Bancorp Inc.	Effingham	IL	35	\$	4,580,591	1.94%
14	Enterprise Financial Services Corp.	Clayton	MO	12	\$	4,559,262	1.93%
15	Fifth Third Bancorp	Cincinnati	ОН	30	\$	3,112,202	1.32%
16	Old National Bancorp	Evansville	IN	17	\$	3,037,113	1.29%
17	FB Corp.	Creve Coeur	MO	29	\$	2,991,723	1.27%
18	Associated Banc-Corp	Green Bay	WI	25	\$	2,382,697	1.01%
19	UMB Financial Corp.	Kansas City	MO	15	\$	2,239,658	0.95%
20	CBX Corp.	Carrollton	IL	9	\$	2,060,234	0.87%
		Marke	et Total	1,764	\$	235,908,265	100.00%



### **Enhanced Digital Solutions**

First Mid is committed to delivering valued digital solutions that meet our customers' expectations while enhancing their overall banking experience.

#### **Positioned for the Future**

- Recognized the industry-wide customer shift to digital by making significant investments in technology over the last few years.
- Expanded digital services offered and added personnel to our Digital Solutions Teams to better position First Mid against traditional and non-traditional competitors.
- Committed to additional digital expansion in response to the changing behaviors and needs of our customers.
- Recent and planned digital improvements include:
  - Customer relationship management software
  - Loan and credit processing system
  - Mortgage origination and operations platform
  - Ag Services digital platform
  - Retail online banking and mobile app





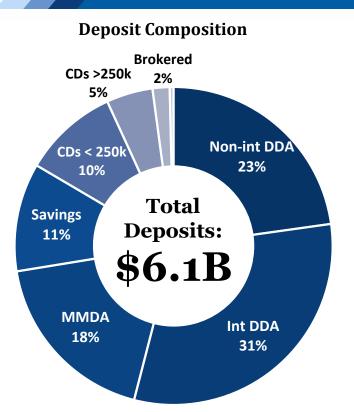
#### **Digital Availability**

- ✓ Robust Website
- ✓ Full-Service Online Banking
- ✓ Mobile Banking
- ✓ Mobile Deposit
- ✓ Online Bill Pay
- ✓ Online Account Opening
- ✓ E-lending
- ✓ Zelle: P2P Transfer Services
- ✓ Card Valet
- ✓ Mobile Wallet
- ✓ Enhanced Security Features
- ✓ Sizeable ATM / ITM network





## **Quality Deposit Franchise**

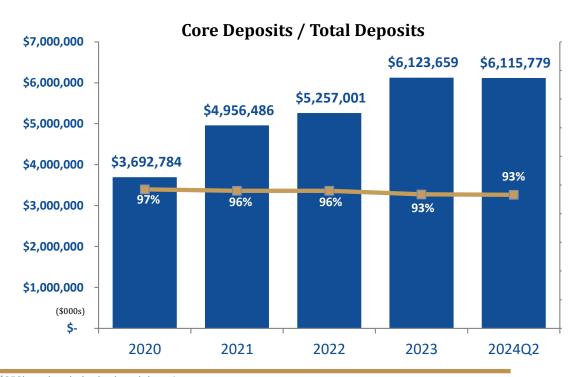


#### First Mid's Deposit Advantage

- Quality core deposit franchise with well diversified deposit base
- **11** 93% core deposits as of June 30, 2024 (1)
- Continued low level of uninsured deposits with approximately 28% of deposits uninsured (2)
- Average account balance of approximately \$23,000 with 99% of all accounts under a \$250,000 balance (2)

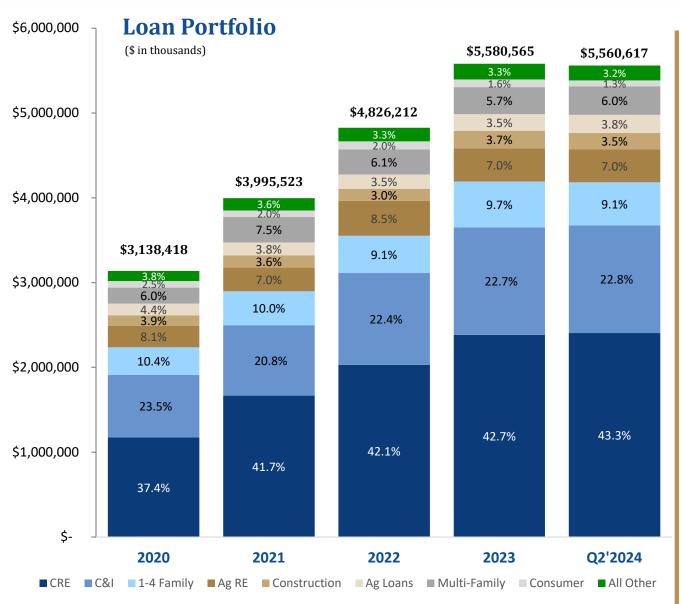
#### Loan-to-Deposit Ratio





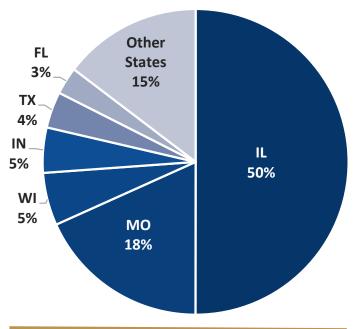


### **Loan Portfolio Characteristics**



Overall borrower line utilization was 50% at 6/30/24 compared to 49% at 6/30/23 Commercial credit line utilization was 43% at 6/30/24 compared to 37% at 6/30/23

#### **Geographically Disbursed Portfolio**



#### **Loan Portfolio Repricing**

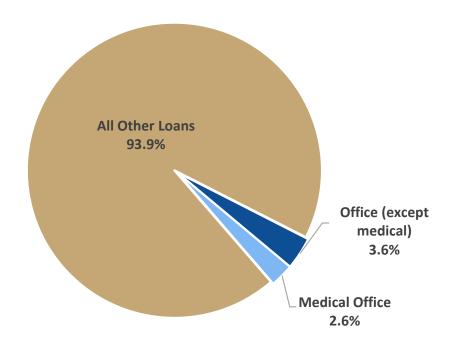
Approximately \$900 million of loans maturing over the next 12 months with an additional approximately \$600 million of floating rate loans with scheduled rate adjustments over the next 12 months...



### **Granular Look: Office CRE**

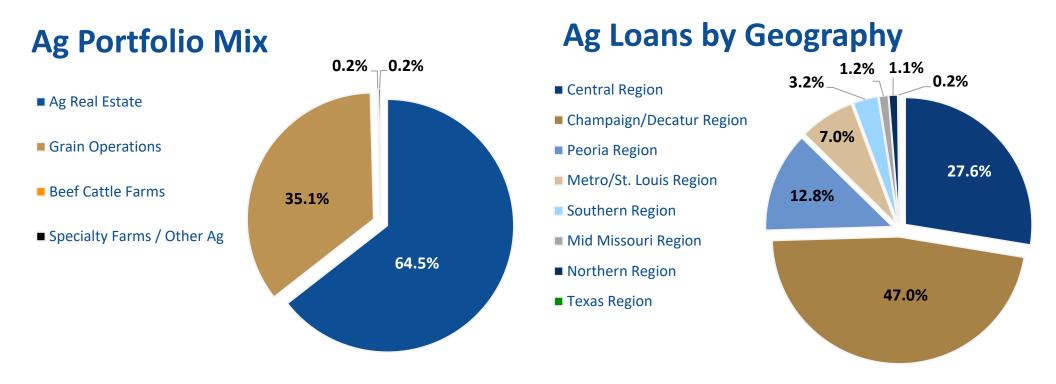
# Office CRE totaled \$341 million as of June 30, 2024 inclusive of \$143 million of medical office space.

- Over 40% of Office CRE is deemed Medical Office space.
- Average LTV of 56% for Office CRE (including Medical Office CRE).
- ~90% occupancy rate in Office CRE and greater than 95% occupancy in Medical Office CRE.
- Average DSCR above 1.30x.
- Majority of these loans are supported by personal guarantees.
- Minimal exposure to large cities (i.e., Chicago, St. Louis, etc.).
- Prudent underwriting and continual stress testing applied to this portfolio.





## Ag Loan Portfolio Highlights



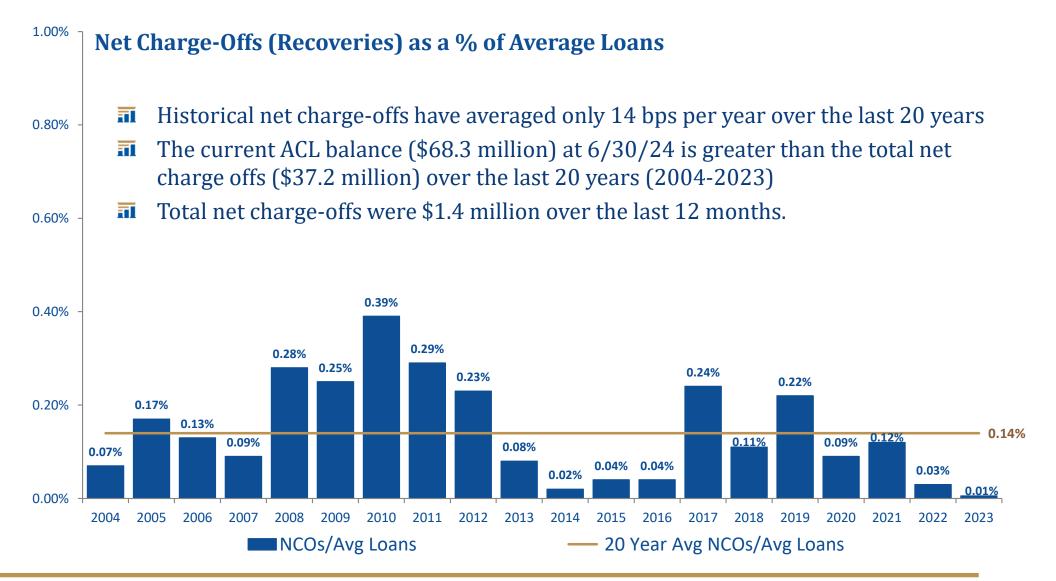
- Ag loan portfolio totaled \$602 million or 11% of outstanding loans at June 30, 2024
- Nearly 2/3 of the portfolio is Ag Real Estate and secured by highly productive farmland with a low LTV
- Farmland has historically outperformed major classes with double-digit total annual returns over multiple decades, with low volatility
- Farmland is a recession-resistant asset that has consistently generated positive returns during financial downturns
- Historically low net charge offs over the last 25 years. Only \$1.6 million in net Ag charge offs between 1999 and 2023

NOTE: -As of June 30, 2024



## **Strong Credit Culture**

First Mid has strength in its long-standing and disciplined credit culture with consistent underwriting and continual stress testing regardless of the economic cycle.





### **Solid Asset Quality Metrics**

**Allowance / NPLs** 

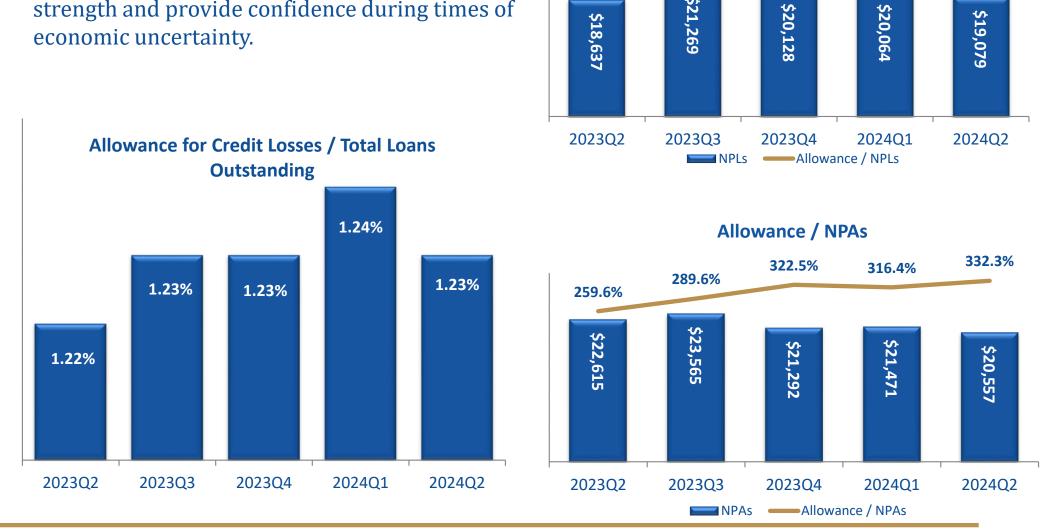
338.6%

341.2%

320.9%

315.1%

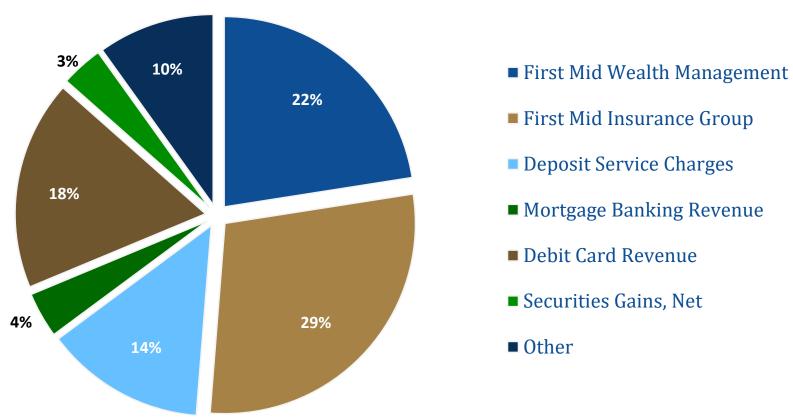
First Mid's current ACL balance and historically strong credit performance remain in a position of strength and provide confidence during times of economic uncertainty.



358.1%

### **Non-Interest Income Sources**

First Mid's diverse sources of revenue provide stability in both rising and declining rate environments



Fee income represented 28% of total revenue in Q2'2024 and approximately 30% of total revenue the last twelve months, through June 30, 2024.





### **Diversified Solutions and Sources of Revenue**

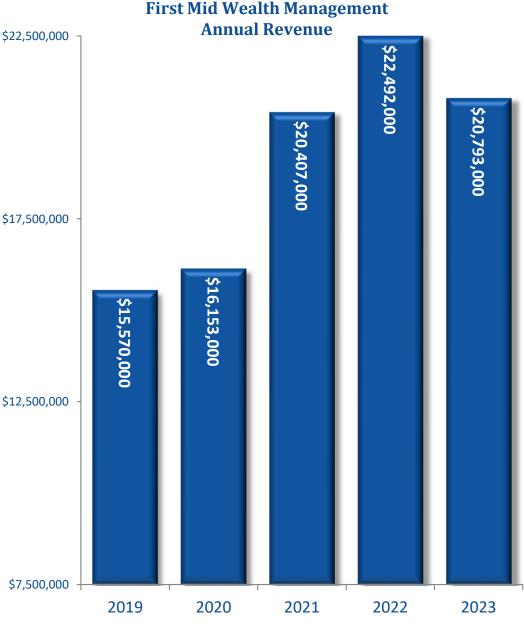








- Diversified annual sources of revenue:
  - ~50% coming from Trust and Wealth Management Services
  - ~50% related to Ag Services division including Farm Management & Brokerage
- Quarterly revenue increased to \$5.4 million compared to \$5.3 million in Q1'2024 and \$5.3 million in Q2'2023.
- Assets Under Management increased to \$6.33 billion compared to \$6.25 billion in Q1'24.
- Investment/Brokerage through an agreement with Raymond James Financial Services, Inc. Recipient of 2024 Raymond James Leaders Council award.
- Largest farm manager in Illinois with approximately 281,000 acres under management and manage farms across 9 states.





### **Diversified Solutions and Sources of Revenue**



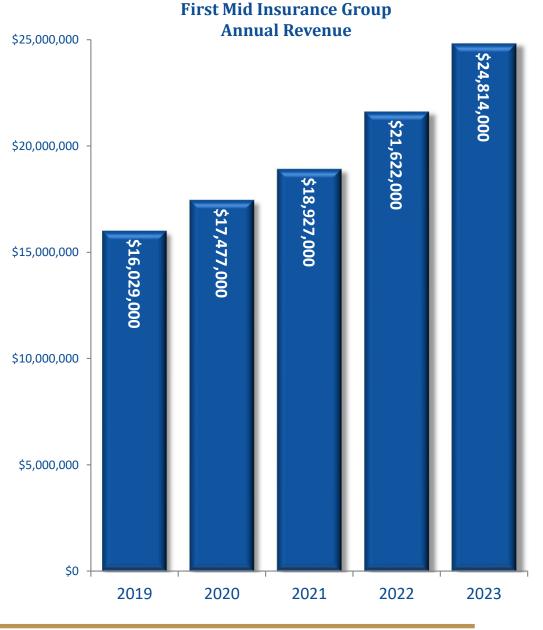
- Largest community bank-owned insurance agency in Illinois and top ten in United States
- Expansive product lines to meet our communities' needs: Auto & Homeowners, Life, Health, Senior Solutions, Business, Farm, Cyber, Surety Bonding
- Expanding geographic customer base with offices throughout First Mid footprint
- Announced acquisition of Mid Rivers
   Insurance Group in July 2024 deepening
   Missouri presence in the St. Louis and mid-Missouri markets.
- Q2'24 revenue increased 13.8% to \$6.5 million compared to \$5.7 million in Q2'23.









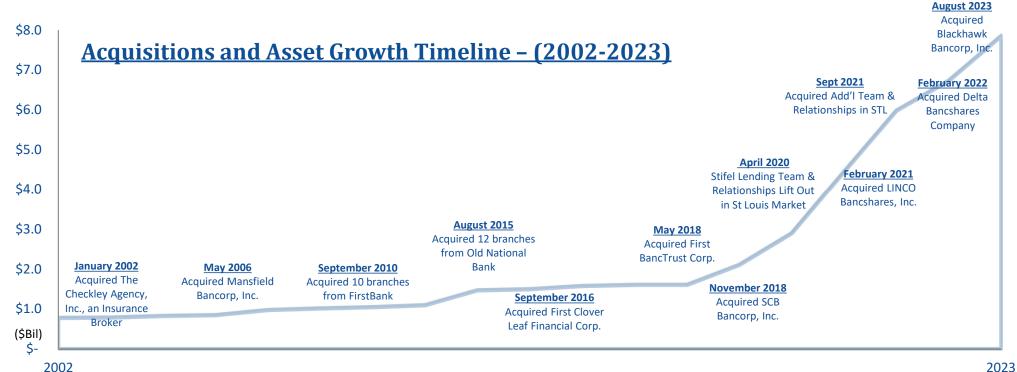




## **Capital Management & Acquisitions**

#### **Recent Capital Events**

October 2020 Successfully raised \$96 million through a public sub-debt offering tied to LINCO Bancshares, Inc. acquisition October 2019 Redeemed \$10 million of trust preferred securities junior sub-debt. 03'2019 Strategically repurchased \$1.1 million of common stock through Q3'19. Raised \$36 million through an overnight public offering of common stock tied to SCB Bancorp, Inc. acquisition. **June 2018** August 2017 Launched a \$20 million at-the-market equity offering. Raised \$29.3 million through a private placement of common stock. Approximately 90% raised via new institutional relationships. **June 2015** 



2023



# **Experienced Acquirer**

	OLD NATIONAL BANK		F	SCB 🕞	STIFEL	Providence Bank	STIFEL		Blackhawk Bancorp, Inc.
Transaction Date	Closed 8/14/15	Closed 9/08/16	Closed 5/01/18	Closed 11/15/18	Closed 4/21/20	Closed 2/22/21	Closed 9/10/21	Closed 2/14/22	Closed 8/15/23
Transaction Value	\$16 Million	\$89 Million	\$72 Million	\$70 Million		\$161 Million		\$107 Million	\$94 Million
Deal Type	Branch	Whole Bank	Whole Bank	Whole Bank	Loan Book and Team	Whole Bank	Loan Book and Team	Whole Bank	Whole Bank
Assets	\$441 Million	\$659 Million	\$475 Million	\$458 Million		\$1.2 Billion		\$718 Million	\$1.3 Billion
Loans	\$156 Million	\$449 Million	\$371 Million	\$254 Million	\$183 Million	\$839 Million	\$208 Million	\$424 Million	\$781 Million
Deposits	\$453 Million	\$535 Million	\$384 Million	\$341 Million	\$60 Million	\$988 Million	\$215 Million	\$560 Million	\$1.2 Billion
# of Branches	12	7	7	10		14		5	10



## **Value Proposition**

Ability to Raise Capital and Grow Strategically

Shareholder Value

**Experienced Management Team and Board** 

Diversified Revenue Streams and Proven Earnings Engine

**Well Positioned Balance Sheet & Strong Asset Quality** 

**159-year Operating Track Record Focused on all Stakeholders** 

Strong Risk
Management
Coupled with
Efficient
Operations

# **Key Financial Metrics**





## **Selected Balance Sheet Data**

#### **Selected Balance Sheet Data (\$000s)**

ASSETS	Q2′2024	2023	2022	2021	2020	2019
Cash and cash equivalents	\$235,480	\$143,064	\$152,433	\$168,602	\$417,281	\$85,080
Investment securities	1,120,930	1,179,402	1,223,720	1,431,299	887,169	760,215
Net loans	5,492,305	5,511,890	4,767,119	3,940,868	3,096,509	2,668,436
Other assets	732,345	752,438	600,943	445,813	325,389	325,695
Total assets	\$7,581,060	\$7,586,794	\$6,744,215	\$5,986,582	\$4,726,348	\$3,839,426

#### **LIABILITIES & STOCKHOLDERS' EQUITY**

Total liabilities and stockholders' equity	\$7,581,060	\$7,586,794	\$6,744,215	\$5,986,582	\$4,726,348	\$3,839,426
Stockholders' equity	813,645	793,204	633,155	633,894	568,228	526,609
Total liabilities	6,767,415	6,793,590	6,111,060	5,352,688	4,158,120	3,312,817
Other liabilities	54,748	61,610	53,657	49,893	51,150	49,589
Borrowings	596,888	608,321	800,402	346,309	414,186	345,862
Deposits	\$6,115,779	\$6,123,659	\$5,257,001	\$4,956,486	\$3,692,784	\$2,917,366



## **Selected Income Statement Data**

#### **Selected Income Statement Data (\$000s)**

	Q2'2024	2023	2022	2021	2020	2019
Interest income	\$88,683	\$300,166	\$215,891	\$183,013	\$144,141	\$149,721
Interest expense	31,918	106,703	31,614	15,262	16,729	24,047
Net interest income	56,765	193,463	184,277	167,751	127,412	125,674
Provision for loan losses	1,083	6,104	4,806	15,151	16,103	6,433
Net interest income after provision	55,682	187,359	179,471	152,600	111,309	119,241
Non-interest income	22,422	86,786	74,682	69,767	59,520	56,017
Non-interest expense	51,391	185,740	162,861	155,579	111,087	111,992
Income before income taxes	26,713	88,405	91,292	66,788	59,742	63,226
Income taxes	6,968	19,470	18,340	15,298	14,472	15,323
Net income	\$19,745	\$68,935	\$72,952	\$51,490	\$45,270	\$47,943
Per Share Information						
Basic earnings per common share	\$0.83	\$3.17	\$3.62	\$2.88	\$2.71	\$2.88
Diluted earnings per common share	\$0.82	\$3.15	\$3.60	\$2.87	\$2.70	\$2.87
Dividends paid per common share	\$0.23	\$0.92	\$0.90	\$0.85	\$0.81	\$0.76
Weighted average shares outstanding	23,896,210	21,780,217	20,169,077	17,886,988	16,716,880	16,675,269
Diluted weighted avg shares outstanding	23,998,152	21,868,788	20,243,635	17,939,007	16,762,856	16,709,476

### **Non-GAAP Measures**





### **Reconciliation of Non-GAAP Financial Measures**

#### FIRST MID BANCSHARES, INC.

#### Reconciliation of Non-GAAP Financial Measures

(In thousands, unaudited)

				As of	f and fo	r the Quarter E	nded			
	_	June 30, 2024	N	March 31, 2024	De	cember 31, 2023	Sep	2023		June 30, 2023
Net interest income as reported	\$	56,765	\$	55,470	\$	57,462	\$	50,443	\$ 42, 43, 6,049, 2 \$ 660, 178, 20, \$ 23, (151,	42,367
Net interest income, (tax equivalent)		57,361		56,086		58,255		51,212		43,109
Average earning assets		6,815,932	5-00	6,884,855		6,948,309		6,593,781		6,049,626
Net interest margin (tax equivalent)	8	3.36%	-	3.25%	-	3.33%	200	3.06%	<u> </u>	2.84%
Common stockholder's equity	\$	813,645	\$	797,952	\$	793,204	\$	737,948	\$	660,687
Goodwill and intangibles, net		257,377		260,699		264,231		267,793		178,615
Common shares outstanding	<u> </u>	23,896	-	23,889	-	23,827	88	23,830		20,528
Tangible Book Value per common share	\$	23.28	\$	22.49	\$	22.20	\$	19.73	\$	23.48
Accumulated other comprehensive loss (AOCI)		(146,998)		(147,667)		(136,427)		(178,903)		(151,566)
Adjusted tangible book value per common share	\$	29.43	\$	28.67	\$	27.93	\$	27.24	\$	30.87



### **Reconciliation of Non-GAAP Financial Measures**

	As of and for the Quarter Ended									
	•	June 30, 2024	· N	larch 31, 2024	Deo	ember 31, 2023	Se pt	tember 30, 2023	-	June 30, 2023
Adjusted earnings Reconciliation	-	Luci	22	2021		2025	8. <del></del>		1)-	2025
Net Income - GAAP		\$19,745		\$20,503	\$	18,071	\$	15,117	\$	16,567
Adjustments (post-tax): (1)										
Acquisition ACL on non-PCD assets in provision expense				=				2,985		7
Net (gain)/loss on securities sales		123		2		(36)		(2,677)		2
Integration and acquisition expenses		250		1,804		4,385		1,653		589
Total non-recurring adjustments (non-GAAP)	\$	373	\$	1,804	\$	4,348	\$	1,962	\$	589
Adjusted earnings - non-GAAP		\$20,118		\$22,307	\$	22,419	\$	17,079	\$	17,156
Adjusted diluted earnings per share (non-GAAP)	//	\$0.84	3.0	\$0.93	80	\$0.94		\$0.77	100	\$0.83
Adjusted return on average as sets - non-GAAP		1.07%		1.17%		1.16%		0.94%		1.03%
Adjusted return on average common equity - non-GAAP		10.11%		11.28%		12.11%		9.82%		10.42%
Efficiency Ratio Reconciliation										
No ninterest expens e - GAAP	\$	51,391	\$	53,362	\$	57,025	\$	47,096	\$	40,042
Other real estate owned property income (expense)		(85)		21		(800)		(902)		(27
Amortization of intangibles		(3,340)		(3,497)		(3,560)		(2,568)		(1,477
Nonrecurring severance expense		-		100				Till (		
Integration and acquisition expenses		(316)		(2,283)		(5,550)		(2,093)		(745
Adjusted noninterest expense (non-GAAP)	\$	47,650	\$	47,603	\$	47,115	\$	41,533	\$	37,793
Net interest in come -GAAP	\$	56,765	\$	55,470	\$	57,462	\$	50,443	\$	42,367
Effect of tax-exempt income (1)		596		616		793		769		742
Adjusted net interest income (non-GAAP)	\$	57,361	\$	56,086	\$	58,255	\$	51,212	\$	43,109
Noninterest income - GAAP	\$	22,422	\$	24,478	\$	21,768	\$	23,053	\$	19,486
Net (gain)/loss on securities sales	2	156	535	0	- 30	(46)	202	(3,389)		6
Adjusted noninterest income (non-GAAP)	\$	22,578	\$	24,478	\$	21,722	\$	19,664	\$	19,492
Adjusted total revenue (non-GAAP)	\$	79,939	\$	80,564	\$	79,977	\$	70,876	\$	62,601
Efficiency ratio (non-GAAP)		59.61%		59.09%		58.91%		58.60%		60.37%

<sup>(1)</sup> Nonrecurring items (post-tax) and tax-exempt income are calculated using an estimated effective tax rate of 21%.



## **Experienced Management Team**



Joseph R. Dively Chairman, Chief Executive Officer and President Joe ioined First Mid as a Director in 2004.



Michael L. Taylor SEVP, Chief Operating Officer Mike joined First Mid in 2000.

Matthew K. Smith

EVP. Chief Financial Officer

Matt joined First Mid in 2016.

**Bradley L. Beesley** 

EVP, Chief Executive Officer

Brad joined First Mid in 2007.

First Mid Wealth Management Company



Rhonda R. Gatons EVP, Chief Human Resources Officer Rhonda joined First Mid in 2016.



Amanda D. Lewis **EVP**, Chief Operations Officer Mandy joined First Mid in 2001.



Eric S. McRae



EVP, Chief Lending Officer Eric joined First Mid in 1999.



Clay M. Dean EVP. Chief Executive Officer First Mid Insurance Group Clay joined First Mid in 2010.



Jordan D. Read EVP, Chief Risk Officer Jordan joined First Mid in 2021.



Stas R. Wolak EVP, Chief Retail Banking Officer Stas joined First Mid in 2024.



Jason M. Crowder SVP, General Counsel Jason joined First Mid in 2019.



Jeremy R. Frieburg SVP, Chief Information Officer Jeremy joined First Mid in 2024.



Megan E. McElwee SVP, Chief Credit Officer Megan joined First Mid in 2011.



Anya Y. Schuetz SVP, Director of Project Management Anya joined First Mid in 2013.



### **Board of Directors**



Holly B. Adams
Lead Independent Director
President, Howell Asphalt Company
President, Howell Paving, Inc.



Robert S. Cook
Chair, Nominating and Governance Committee
Managing Partner,
TAR CO Investments, LLC



**Joseph R. Dively** Chairman and Chief Executive Officer, First Mid Bancshares, Inc.



**Zachary I. Horn**President and Founder,
Metro Communications Company, Inc.



**Gisele A. Marcus**Professor of Practice,
Olin Business School
Washington University in St. Louis



J. Kyle McCurry
Chair, Risk Management Committee
Chief Operating Officer and General Counsel,
Paige Sports Entertainment



Mary J. Westerhold
Chair, Audit Committee
Chief Financial Officer,
Madison Communications Company



James E. Zimmer Chair, Compensation Committee Owner, Zimmer Real Estate Properties, LLC Co-Founder, Bio-Enzyme