

# Shareholder Letter 2nd Quarter 2017

#### Dear Shareholders:

The highlight of the second quarter was the closing of the Centrue Bank acquisition on June 9th. As expected, net income for the quarter, which was \$3.5 million, or \$0.20 per diluted share, was significantly impacted by integration and acquisition expenses of \$7.5 million, or \$0.31 per diluted share, largely related to the Centrue transaction. Our net income for the quarter was also negatively impacted by an impairment charge of \$1.7 million, or \$0.07 per diluted share, on our mortgage servicing rights. Tangible book value increased to \$17.47 per share as of June 30, 2017.

Net interest income for the second quarter was \$29.4 million, an increase of 7.1% from the first quarter of 2017. Our loan growth continued in the second quarter, and our annualized loan growth for the first six months of 2017 is 15%. Our overall loan portfolio grew to approximately \$3.2 billion at June 30th, including approximately \$688 million of loans acquired through the Centrue acquisition.

While our residential mortgage and commercial FHA businesses softened

in the second quarter as compared to the first quarter of 2017, our wealth management and commercial leasing businesses had quarter-over-quarter growth.

Additional information concerning our second quarter results is contained in a press release dated July 27th and in the Company's Form 10-Q filed with the SEC on August 9th. Each of these documents is available on our website under the "Investors" tab.

With respect to the Centrue Bank acquisition, we have been very pleased with the progress the operations teams of Centrue and Midland are making towards the data processing conversion planned for the Labor Day weekend. Following that conversion all of the current Centrue branches will be rebranded under the Midland name, and we are excited to have these branches as part of the Midland family.

On the Wealth Management front, we are already seeing some of the benefits of having added a registered investment advisory business to our wealth management group through our first quarter acquisition of CedarPoint Investment Advisors, headquartered



### 2nd Quarter 2017 Financial Results

## **Summary Consolidated Financial Data** (in thousands, except for share and per share data)

	٦		ree Months Ended June 30,			Six Months Ended June 30,			
	2	2017		2016		2017		2016	
Summary Income Statement Data - Unaudited									
Interest income	\$	34,528	\$	32,115	\$	66,367	\$	60,082	
Interest expense		5,128		4,126		9,506		8,053	
Net interest income		29,400		27,989		56,861		52,029	
Provision for loan losses		458		629		1,991		1,754	
Net interest income after provision for loan losses		28,942		27,360		54,870		50,275	
Noninterest income:									
Commercial FHA revenue		4,153		8,538		10,848		15,100	
Residential mortgage banking revenue		2,330		1,037		5,246		2,158	
Wealth management revenue		3,406		1,870		6,279		3,655	
Service charges on deposit accounts		1,122		965		2,014		1,872	
Interchange revenue		1,114		945		2,092		1,909	
FDIC loss-sharing expense		-		(1,608)		-		(1,661)	
Other income		1,494		2,269		3,482		3,602	
Total noninterest income		13,619		14,016		29,961		26,635	
Noninterest expense:									
Salaries and employee benefits		21,842		17,012		38,957		32,399	
Occupancy and equipment		3,472		3,233		6,655		6,544	
Data processing		2,949		2,624		5,746		5,244	
Professional		3,142		1,573		6,134		3,274	
Amortization of intangible assets		579		519		1,104		1,099	
Other		5,661		5,943		9,846		9,982	
Total noninterest expense		37,645		30,904		68,442		58,542	
Income before income taxes		4,916		10,472		16,389		18,368	
Income taxes		1,377		3,683		4,360		6,460	
Net income	\$	3,539	\$	6,789	\$	12,029	\$	11,908	
Per Common Share Data									
Earnings per share:									
Basic	\$	0.21	\$	0.51	\$	0.73	\$	0.94	
Diluted		0.20		0.50		0.71		0.92	
Dividends declared		0.20		0.18		0.40		0.36	
Weighted average common shares outstanding:									
Basic	16	5,803,724	1	3,358,289		16,272,929		12,657,552	
Diluted	17	7,320,089	•	13,635,074		16,838,416		12,936,995	
Selected Performance Metrics									
Return on average assets		0.39%		0.89%		0.70%		0.80%	
Return on average shareholders' equity		3.93%		10.20%		7.06%		9.47%	
Return on average tangible common shareholders' equity		4.91%		12.70%		8.69%		12.03%	
Yield on earning assets		4.33%		4.81%		4.40%		4.61%	
Cost of average interest-bearing liabilities		0.78%		0.74%		0.76%		0.74%	
Net interest margin		3.70%		4.20%		3.78%		4.01%	
Efficiency ratio		66.54%		66.46%		66.46%		66.78%	
Common stock dividend payout ratio		95.24%		35.29%		93.02%		38.30%	
Net charge-offs to average loans		0.13%		0.09%		0.12%		0.29%	
Net charge-offs to average loans - excludes PCI		0.14%		0.09%		0.12%		0.30%	

## **Summary Consolidated Financial Data - Continued** (in thousands, except for share and per share data)

	•	June 30, 2017		December 31, 2016		
Summary Balance Sheet Data - Unaudited	-					
Total assets	\$	4,491,642	\$	3,233,723		
Loans		3,184,063		2,319,976		
Allowance for loan losses		(15,424)		(14,862)		
Investment securities		460,711		325,011		
Cash and cash equivalents		334,356		190,716		
Deposits		3,333,031		2,404,366		
Borrowings		570,933		369,075		
Subordinated debt and trust preferred debentures		99,712		91,913		
Total shareholders' equity		451,952		321,770		
Per Common Share Data						
Book value	\$	23.51	\$	20.78		
Tangible book value		17.47		17.16		
Common shares outstanding		19,087,409		15,483,499		
Regulatory and Other Capital Ratios - Consolidated						
Tier 1 leverage ratio		11.04%		9.76%		
Tier 1 capital to risk-weighted assets		10.45%		11.27%		
Total capital to risk-weighted assets		12.34%		13.85%		
Common equity Tier 1 capital		8.68%		9.35%		
Tangible common equity to tangible assets		7.62%		8.36%		
Credit Quality Data						
Nonpreforming loans to total loans		0.87%		1.36%		
Nonpreforming assets to total assets		0.74%		1.07%		
Allowance for loan losses to total loans		0.48%		0.64%		

in Delafield, WI. Bob Dignan and Dan Wilson, the principals of CedarPoint, have done a great job transitioning their team into the Midland family, while at the same time bringing us the benefits of their investment platform as another service to our wealth management clients.

During the quarter we also continued our work in the areas of corporate governance and leadership succession. To further this process and to help facilitate bringing new individuals onto our Bank board as we continue to grow, Jack Schultz has graciously resigned from the Bank board, including from his position as Chairman of the Bank. Our leadership at the holding company level remains unchanged and Jack will continue in his role as Chairman of the Company. I will also continue to serve as Vice-Chairman of the Company and the Bank.

Jeff Smith has been elected Chairman of the Bank. Jeff has been a director of both the Company and the Bank since 2005, and has served in a number of leadership positions on both boards over the years, including as a member of our Audit and Compensation Committees and as the current Chairman of our Corporate Governance Committee. He is also a long-standing member of the Bank's Directors Credit Risk Committe. Outside the Bank, Jeff has been a tremendous champion of Midland, especially in the St. Louis market, where he is well known and highly respected by the business

community. We are grateful that he is willing to take on this additional responsibility.

Please join me in thanking Jack for his many years of service as Chairman of our Bank and welcoming Jeff in his new role.

Enclosed is your quarterly dividend of \$0.20 per common share.

Yours very truly,

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Leon J. Holschbach President and CEO Midland States Bancorp, Inc.

#### Forward-Looking Statements

This document may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to our plans, objectives, future performance and business. Forward-looking statements, which may be based upon beliefs, expectations and assumptions of management and on information currently available to management, are generally identifiable by the use of words such as "believe," "expect," "anticipate," "plan," "intend," "estimate," "may," "will," "would," "could," "should" or other similar expressions. Additionally, all statements in this document, including forward-looking statements, speak only as of the date they are made, and we undertake no obligation to update any statement in light of new information or future events. A number of factors, many of which are beyond our ability to control or predict, could cause actual results to differ materially from those in our forward-looking statements. These factors include, among others, the matters described in our Annual Report on Form 10-K and our other filings with the SEC.





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