

For Immediate Release

# MIDLAND STATES BANCORP, INC. ANNOUNCES 2017 SECOND QUARTER RESULTS

## **Highlights**

- Acquisition of Centrue Financial Corporation completed on June 9, 2017, increasing total assets to \$4.5 billion
- Net income of \$3.5 million, or \$0.20 diluted earnings per share, for the second quarter of 2017
- Tangible book value per share increased to \$17.47 at June 30, 2017
- Non-performing loans decline \$1.3 million to \$27.6 million at June 30, 2017

**Effingham, IL, July 27, 2017** – Midland States Bancorp, Inc. (NASDAQ: MSBI) (the "Company") today reported financial results for the second quarter of 2017, which included \$7.5 million, or \$0.31 per diluted share, in integration and acquisition expenses largely related to the acquisition of Centrue Financial Corporation on June 9, 2017, and \$1.7 million, or \$0.07 per diluted share, in impairment of mortgage servicing rights ("MSR"). Inclusive of these expenses and impairment, Midland reported net income of \$3.5 million, or \$0.20 diluted earnings per share for the second quarter of 2017, compared with net income of \$8.5 million, or \$0.52 diluted earnings per share for the first quarter of 2017, and net income of \$6.8 million, or \$0.50 diluted earnings per share for the second quarter of 2016.

"The highlight of the second quarter was the completion of our acquisition of Centrue Financial Corporation," said Leon J. Holschbach, President and Chief Executive Officer of the Company. "Through this acquisition, we have increased our scale and deepened our presence in northern Illinois. We expect to complete the integration and system conversion in September and begin realizing the majority of the synergies we projected for this transaction in the fourth quarter of 2017.

"Through the first half of 2017, we have generated annualized loan growth of 15% with meaningful contributions coming from all of our major lending areas. The strong growth we are seeing in net interest income helped to offset lighter than expected results in commercial FHA and residential mortgage banking revenue in the second quarter. Over the second half of the year, we will be focused on continuing to generate organic growth, integrating the Centrue acquisition, and executing on our strategic initiatives," said Mr. Holschbach.

# **Adjusted Earnings**

Financial results for the first and second quarters of 2017 included \$1.3 million and \$7.5 million in integration and acquisition-related expenses, respectively. Excluding these expenses, adjusted earnings were \$9.4 million, or \$0.57 diluted earnings per share, for the first quarter of 2017, compared with adjusted earnings of \$8.9 million, or \$0.51 diluted earnings per share, for the second quarter of 2017. The decline in adjusted earnings is primarily attributable to lower commercial FHA and residential mortgage banking revenue. A reconciliation of adjusted earnings to net income according to generally accepted accounting principles ("GAAP") is provided in the financial tables at the end of this press release.

#### **Net Interest Income**

Net interest income for the second quarter of 2017 was \$29.4 million, an increase of 7.1% from \$27.5 million for the first quarter of 2017. The increase in net interest income was primarily attributable to higher interest income on loans due to a 10.2% increase in the average balance of loans, largely due to the Centrue acquisition.

The Company's net interest income benefits from accretion income associated with purchased loan portfolios. Accretion income totaled \$1.3 million for the second quarter of 2017, compared with \$2.7 million for the first quarter of 2017.

Relative to the second quarter of 2016, net interest income increased \$1.4 million, or 5.0%. Excluding the impact of a \$3.6 million decrease in accretion income, net interest income increased \$5.0 million. This increase resulted from a \$6.9 million increase in interest income on loans (excluding the effect of accretion income) due to growth in the average balance of loans. This increase was offset in part by a \$1.1 million decline in interest income on investment securities due to the sale of the portfolio of CMOs.

## **Net Interest Margin**

Net interest margin for the second quarter of 2017 was 3.70%, compared to 3.87% for the first quarter of 2017. The Company's net interest margin benefits from accretion income on purchased loan portfolios. Excluding accretion income, net interest margin was 3.57% for the second quarter of 2017, compared with 3.52% for the first quarter of 2017. The increase in net interest margin excluding accretion income was primarily attributable to an increase in average yields on loans and investments.

Relative to the second quarter of 2016, the net interest margin decreased from 4.20%, primarily due to a decrease in accretion income. Excluding accretion income, the net interest margin increased from 3.52%, which was primarily attributable to higher average yields on loans.

#### **Noninterest Income**

Noninterest income for the second quarter of 2017 was \$13.6 million, a decrease of 16.6% from \$16.3 million for the first quarter of 2017. The decline was primarily attributable to lower commercial FHA and residential mortgage banking revenue, partially due to MSR impairment.

Commercial FHA revenue for the second quarter of 2017 was \$4.2 million, a decrease of 38.0% from \$6.7 million in the first quarter of 2017. Commercial FHA revenue was negatively impacted in the second quarter of 2017 by a \$0.9 million MSR impairment charge. The Company originated \$151.6 million in rate lock commitments during the second quarter of 2017, compared to \$216.9 million in the prior quarter. Compared to the second quarter of 2016, commercial FHA revenue decreased 51.4%.

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Residential mortgage banking revenue for the second quarter of 2017 was \$2.3 million, a decrease of 20.1% from \$2.9 million in the first quarter of 2017. Residential mortgage banking revenue was negatively impacted in the second quarter of 2017 by a \$0.8 million MSR impairment charge. Compared to the second quarter of 2016, residential mortgage banking revenue increased 124.7%, primarily due to higher MSR impairment charges recorded in the prior year period.

Wealth management revenue for the second quarter of 2017 was \$3.4 million, an increase of 18.6% from \$2.9 million in the first quarter of 2017. The increase was primarily attributable to the growth in assets under administration resulting from the acquisition of CedarPoint Investment Advisors in March 2017. Compared to the second quarter of 2016, wealth management revenue increased 82.1%, which was attributable to 12.2% organic growth in assets under management and the acquisitions of Sterling Trust in November 2016 and CedarPoint Investment Advisors in March 2017.

Relative to the second quarter of 2016, noninterest income decreased 2.8% from \$14.0 million. The decrease was primarily due to lower commercial FHA revenue, partially due to MSR impairment charges.

# **Noninterest Expense**

Noninterest expense for the second quarter of 2017 was \$37.6 million, compared with \$30.8 million for the first quarter of 2017. Noninterest expense for the first and second quarters of 2017 included \$1.3 million and \$7.5 million in integration and acquisition related expenses, respectively. Excluding these expenses, noninterest expense increased \$0.7 million or 2.2% from the prior quarter. The increase was attributable to \$1.6 million in expenses related to the partial quarter impact of the Centrue acquisition, which was partially offset by a decline in operating expense related to the rest of Midland's operations.

Relative to the second quarter of 2016, noninterest expense excluding integration and acquisition-related expenses and expenses associated with the payoff of subordinated debt increased 0.7% from \$30.0 million. The increase was primarily due to personnel and facilities added in the three acquisitions completed over the past year, partially offset by cost savings resulting from the Company's Operational Excellence initiative.

## **Income Tax Expense**

Income tax expense was \$1.4 million for the second quarter of 2017, compared to \$3.0 million for the first quarter of 2017. The effective tax rate for the second quarter of 2017 was 28.0%, compared to 26.0% in the prior quarter. The increase in effective tax rate reflects a reduction in the level of tax benefits recorded in the second quarter of 2017 related to the exercise of employee stock options.

# Loan Portfolio

Total loans outstanding were \$3.18 billion at June 30, 2017, compared with \$2.45 billion at March 31, 2017. The increase in total loans reflects the addition of \$688.1 million in loans from the Centrue acquisition and \$41.0 million in organic loan growth. Over the 12 month period ending June 30, 2017, total loans increased 47.3% from \$2.16 billion at June 30, 2016. The \$41.0 million of organic loan growth recorded in the second quarter of 2017 was primarily driven by increases in the residential real estate and equipment leasing portfolios.

# Deposits

Total deposits were \$3.33 billion at June 30, 2017, compared with \$2.53 billion at March 31, 2017, and \$2.35 billion at June 30, 2016. The increase in total deposits reflects the addition of \$741.8 million in deposits from the Centrue acquisition.

## **Asset Quality**

Non-performing loans totaled \$27.6 million, or 0.87% of total loans, at June 30, 2017, compared with \$28.9 million, or 1.18% of total loans, at March 31, 2017, and \$18.4 million, or 0.85% of total loans, at June 30, 2016.

Net charge-offs for the second quarter of 2017 were \$0.8 million, or 0.13% of average loans on an annualized basis.

The Company recorded a provision for loan losses of \$0.5 million for the second quarter of 2017, primarily related to the growth in the loan portfolio.

The Company's allowance for loan losses was 0.48% of total loans and 55.8% of non-performing loans at June 30, 2017, compared with 0.64% and 54.6%, respectively, at March 31, 2017. Including the fair market value discounts recorded in connection with acquired loan portfolios, the allowance for loan losses to total loans ratio was 0.98% at June 30, 2017, compared with 0.92% at March 31, 2017.

# Capital

At June 30, 2017, the Company exceeded all regulatory capital requirements under Basel III and was considered to be a "well-capitalized" financial institution, as summarized in the following table:

		Well Capitalized
	June 30, 2017	Regulatory Requirements
Total capital to risk-weighted assets	12.34%	10.00%
Tier 1 capital to risk-weighted assets	10.45%	8.00%
Tier 1 leverage ratio	11.04%	5.00%
Common equity Tier 1 capital	8.68%	6.50%
Tangible common equity to tangible assets	7.62%	NA

## **Conference Call, Webcast and Slide Presentation**

The Company will host a conference call and webcast at 7:30 a.m. Central Time on Friday, July 28, 2017 to discuss its financial results. The call can be accessed via telephone at (877) 516-3531 (passcode: 51055156). A recorded replay can be accessed through August 4, 2017 by dialing (855) 859-2056; passcode: 51055156.

A slide presentation relating to the second quarter 2017 results will be accessible prior to the scheduled conference call. The slide presentation and webcast of the conference call can be accessed on the <u>Webcasts and Presentations</u> page of the Company's investor relations website.

# About Midland States Bancorp, Inc.

Midland States Bancorp, Inc. is a community-based financial holding company headquartered in Effingham, Illinois, and is the sole shareholder of Midland States Bank. As of June 30, 2017, the Company had total assets of \$4.5 billion and its Wealth Management Group had assets under administration of approximately \$1.9 billion. Midland provides a full range of commercial and consumer banking products and services, merchant credit card services, trust and investment management, and insurance and financial planning services. In addition, commercial equipment leasing services are provided through Heartland Business Credit, and multi-family and healthcare facility FHA financing is provided through Love Funding, Midland's non-bank subsidiaries. For additional information, visit www.midlandsb.com or follow Midland on LinkedIn at <a href="https://www.linkedin.com/company/midland-states-bank">https://www.linkedin.com/company/midland-states-bank</a>.

# **Non-GAAP Financial Measures**

Some of the financial measures included in this press release are not measures of financial performance recognized in accordance with accounting principles generally accepted in the United States ("GAAP"). These non-GAAP financial measures include "Adjusted Earnings," "Adjusted Diluted Earnings Per Share," "Adjusted Return on Average Assets," "Adjusted Return on Average Shareholders' Equity," "Adjusted Return on Average Tangible Common Equity," "Yield on Loans Excluding Accretion Income," "Net Interest Margin Excluding Accretion Income," "Tangible Common Equity to Tangible Assets," "Tangible Book Value Per Share" and "Return on Average Tangible Common Equity." The Company believes that these non-GAAP financial measures provide both management and investors a more complete understanding of the Company's funding profile and profitability. These non-GAAP financial measures are supplemental and are not a substitute for any analysis based on GAAP financial measures.

## **Forward-Looking Statements**

Readers should note that in addition to the historical information contained herein, this press release includes "forward-looking statements," including but not limited to statements about the Company's expected loan production, operating expenses and future earnings levels. These statements are subject to many risks and uncertainties, including changes in interest rates and other general economic, business and political conditions, including changes in the financial markets; changes in business plans as circumstances warrant; and other risks detailed from time to time in filings made by the Company with the Securities and Exchange Commission. Readers should note that the forward-looking statements included in this press release are not a guarantee of future events, and that actual events may differ materially from those made in or suggested by the forward-looking statements. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "will," "propose," "may," "plan," "seek," "expect," "intend," "estimate," "anticipate," "believe" or "continue," or similar terminology. Any forward-looking statements presented herein are made only as of the date of this press release, and we do not undertake any obligation to update or revise any forward-looking statements to reflect changes in assumptions, the occurrence of unanticipated events, or otherwise.

## **CONTACTS:**

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			I	for the	Quarter Ended			
		June 30,	March 31,	D	ecember 31,	S	eptember 30,	June 30,
(dollars in thousands, except per share data)		2017	 2017		2016		2016	 2016
Earnings Summary								
Net interest income	\$	29,400	\$ 27,461	\$	25,959	\$	27,265	\$ 27,989
Provision for loan losses		458	1,533		2,445		1,392	629
Noninterest income		13,619	16,330		30,486		14,937	14,016
Noninterest expense		37,645	 30,785		34,090		28,657	 30,904
Income before income taxes		4,916	 11,473		19,910		12,153	 10,472
Income taxes		1,377	2,983		8,327		4,102	3,683
Net income	\$	3,539	\$ 8,490	\$	11,583	\$	8,051	\$ 6,789
Diluted earnings per common share	\$	0.20	\$ 0.52	\$	0.72	\$	0.51	\$ 0.50
Weighted average shares outstanding - diluted	17,320,089		16,351,637		16,032,016		15,858,273	13,635,074
Return on average assets		0.39 %	1.05 %		1.44 %		1.03 %	0.89 %
Return on average shareholders' equity		3.93 %	10.58 %		14.05 %		10.04 %	10.20 %
Return on average tangible common shareholders' equity		4.91 %	12.78 %		16.84 %		12.01 %	12.70 %
Net interest margin		3.70 %	3.87 %		3.70 %		4.00 %	4.20 %
Efficiency ratio		66.54 %	66.34 %		76.64 %		64.54 %	66.46 %
Adjusted Earnings Performance Summary								
Adjusted earnings	\$	8,929	\$ 9,409	\$	6,302	\$	8,277	\$ 7,106
Adjusted diluted earnings per common share	\$	0.51	\$ 0.57	\$	0.39	\$	0.52	\$ 0.52
Adjusted return on average assets		0.99 %	1.16 %		0.78 %		1.06 %	0.93 %
Adjusted return on average shareholders' equity		9.91 %	11.73 %		7.64 %			10.66 %
Adjusted return on average tangible common shareholders' equity		12.39 %	14.16 %		9.16 %		12.35 %	13.27 %
Net interest margin excluding accretion income		3.57 %	3.52 %		3.42 %		3.66 %	3.52 %

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	For the Quarter Ended												
		June 30,	N	1arch 31,	De	cember 31,	Ser	otember 30,		June 30,			
(in thousands, except per share data)		2017		2017		2016		2016		2016			
Net interest income:													
Total interest income	\$	34,528	\$	31,839	\$	29,981	\$	31,186	\$	32,115			
Total interest expense		5,128		4,378		4,022		3,921		4,126			
Net interest income		29,400		27,461		25,959		27,265		27,989			
Provision for loan losses		458		1,533		2,445		1,392		629			
Net interest income after provision for loan losses		28,942		25,928		23,514		25,873		27,360			
Noninterest income:													
Commercial FHA revenue		4,153		6,695		3,704		3,260		8,538			
Residential mortgage banking revenue		2,330		2,916		6,241		4,990		1,037			
Wealth management revenue		3,406		2,872		2,495		1,941		1,870			
Service charges on deposit accounts		1,122		892		988		1,044		965			
Interchange revenue		1,114		977		921		920		945			
FDIC loss sharing expense		-		-		-		-		(1,608)			
Gain on sales of investment securities, net		55		67		14,387		39		72			
Other-than-temporary impairment on investment securities		-		-		-		-		-			
Other income		1,439		1,911		1,750		2,743		2,197			
Total noninterest income		13,619		16,330		30,486	-	14,937		14,016			
Noninterest expense:							-						
Salaries and employee benefits		21,842		17,115		17,326		16,568		17,012			
Occupancy and equipment		3,472		3,184		3,266		3,271		3,233			
Data processing		2,949		2,796		2,828		2,586		2,624			
Professional		3,142		2,992		2,898		1,877		1,573			
Amortization of intangible assets		579		525		534		514		519			
Other		5,661		4,173		7,238		3,841		5,943			
Total noninterest expense		37,645		30,785		34,090		28,657		30,904			
Income before income taxes		4,916		11,473		19,910		12,153		10,472			
Income taxes		1,377		2,983		8,327		4,102		3,683			
Net income	\$	3,539	\$	8,490	\$	11,583	\$	8,051	\$	6,789			
Basic earnings per common share	\$	0.21	\$	0.54	\$	0.74	\$	0.51	\$	0.51			
Diluted earnings per common share	\$	0.20	\$	0.52	\$	0.72	\$	0.51	\$	0.50			

		June 30,	March 31,	D	ecember 31,	Se	ptember 30,	June 30,
(in thousands)		2017	 2017		2016	2016		 2016
Assets								
Cash and cash equivalents	\$	334,356	\$ 218,096	\$	190,716	\$	228,030	\$ 123,366
Investment securities available-for-sale at fair value		385,340	259,332		246,339		252,212	238,781
Investment securities held to maturity at amortized cost		75,371	76,276		78,672		82,941	84,756
Loans		3,184,063	2,454,950		2,319,976		2,312,778	2,161,041
Allowance for loan losses		(15,424)	 (15,805)		(14,862)		(15,559)	 (14,752)
Total loans, net		3,168,639	2,439,145		2,305,114		2,297,219	2,146,289
Loans held for sale at fair value		41,689	39,900		70,565		61,363	101,782
Premises and equipment, net		76,598	66,914		66,692		70,727	72,147
Other real estate owned		7,036	3,680		3,560		4,828	3,540
Mortgage servicing rights at lower of cost or market		70,277	68,557		68,008		64,689	62,808
Intangible assets		18,459	8,633		7,187		5,391	5,905
Goodwill		96,940	50,807		48,836		46,519	46,519
Cash surrender value of life insurance policies		111,802	74,806		74,226		74,276	73,665
Other assets		105,135	67,431		73,808		59,532	62,226
Total assets	\$	4,491,642	\$ 3,373,577	\$	3,233,723	\$	3,247,727	\$ 3,021,784
Liabilities and Shareholders' Equity								
Noninterest bearing deposits	\$	780,803	\$ 528,021	\$	562,333	\$	629,113	\$ 528,966
Interest bearing deposits		2,552,228	 1,999,455		1,842,033		1,790,919	 1,825,586
Total deposits		3,333,031	2,527,476		2,404,366		2,420,032	2,354,552
Short-term borrowings		170,629	124,035		131,557		138,289	125,014
FHLB advances and other borrowings		400,304	250,353		237,518		237,543	97,588
Subordinated debt		54,556	54,532		54,508		54,484	54,459
Trust preferred debentures		45,156	37,496		37,405		37,316	37,229
Other liabilities		36,014	 45,352		46,599		38,314	 36,674
Total liabilities		4,039,690	 3,039,244		2,911,953		2,925,978	 2,705,516
Total shareholders' equity		451,952	 334,333		321,770		321,749	 316,268
Total liabilities and shareholders' equity	\$	4,491,642	\$ 3,373,577	\$	3,233,723	\$	3,247,727	\$ 3,021,784

	As of													
	June 30,			March 31,	D	ecember 31,	Se	ptember 30,		June 30,				
(in thousands)		2017	_	2017	_	2016	_	2016	_	2016				
Loan Portfolio														
Commercial loans	\$	571,111	\$	475,408	\$	457,827	\$	545,069	\$	489,228				
Commercial real estate loans		1,470,487		997,200		969,615		956,298		929,399				
Construction and land development loans		176,098		171,047		177,325		163,900		181,667				
Residential real estate loans		428,464		277,402		253,713		216,935		179,184				
Consumer loans		335,902		337,081		270,017		248,131		205,060				
Lease financing loans		202,001		196,812		191,479		182,445		176,503				
Total loans	\$	3,184,063	\$	2,454,950	\$	2,319,976	\$	2,312,778	\$	2,161,041				
Deposit Portfolio														
Noninterest-bearing demand deposits	\$	780,803	\$	528,021	\$	562,333	\$	629,113	\$	528,966				
Checking accounts		841,640		751,193		656,248		658,021		627,003				
Money market accounts		578,077		415,322		399,851		366,193		374,537				
Savings accounts		291,912		169,715		166,910		162,742		164,792				
Time deposits		525,647		394,508		400,304		420,779		431,173				
Brokered deposits		314,952		268,717		218,720		183,184		228,081				
Total deposits	\$	3,333,031	\$	2,527,476	\$	2,404,366	\$	2,420,032	\$	2,354,552				

				F	or the	Quarter Ended			
		June 30,		March 31,		ecember 31,	ptember 30,		June 30,
(in thousands)		2017		2017		2016	2016		2016
Average Balance Sheets									
Cash and cash equivalents	\$	192,483	\$	163,595	\$	140,439	\$ 154,764	\$	232,362
Investment securities		362,268		328,880		315,511	329,900		321,424
Loans		2,620,875		2,361,380		2,299,115	2,177,517		2,092,248
Loans held for sale		61,759		73,914		86,665	90,661		79,566
Nonmarketable equity securities		22,246		20,047		18,927	 18,365		16,800
Total interest-earning assets		3,259,631		2,947,816		2,860,657	 2,771,207		2,742,400
Non-earning assets		372,525		336,761		337,566	 329,504		324,880
Total assets	\$ \$	3,632,156	\$ \$	3,284,577	\$	3,198,223	\$ 3,100,711	\$ \$	3,067,280
Interest-bearing deposits	\$	2,116,564	\$	1,896,569	\$	1,838,760	\$ 1,803,189	\$	1,844,493
Short-term borrowings		146,144		143,583		151,191	134,052		114,651
FHLB advances and other borrowings		290,401		248,045		183,614	165,774		185,195
Subordinated debt		54,542		54,518		54,495	54,470		61,677
Trust preferred debentures		39,179		37,443		37,357	37,266		37,182
Total interest-bearing liabilities		2,646,830		2,380,158		2,265,417	2,194,751		2,243,198
Noninterest-bearing deposits		579,977		525,868		562,958	550,816		522,632
Other noninterest-bearing liabilities		44,014		53,109		41,962	36,284		33,309
Shareholders' equity		361,335		325,442		327,886	 318,860		268,141
Total liabilities and shareholders' equity	\$	3,632,156	\$	3,284,577	\$	3,198,223	\$ 3,100,711	\$	3,067,280
Yields									
Cash and cash equivalents		1.02 %		0.77 %		0.53 %	0.50 %		0.50 %
Investment securities		3.33 %		3.21 %		3.10 %	5.02 %		5.15 %
Loans		4.71 %		4.91 %		4.65 %	4.83 %		5.24 %
Loans held for sale		4.67 %		4.22 %		4.22 %	3.77 %		4.65 %
Nonmarketable equity securities		4.31 %		4.41 %		3.85 %	3.77 %		4.16 %
Total interest-earning assets		4.33 %		4.47 %		4.26 %	4.57 %		4.81 %
Interest-bearing deposits		0.53 %		0.51 %		0.48 %	0.48 %		0.50 %
Short-term borrowings		0.23 %		0.23 %		0.22 %	0.24 %		0.24 %
FHLB advances and other borrowings		1.16 %		0.93 %		0.78 %	0.73 %		0.56 %
Subordinated debt		6.40 %		6.40 %		6.41 %	6.41 %		6.84 %
Trust preferred debentures		5.37 %		5.12 %		4.99 %	5.03 %		4.95 %
Total interest-bearing liabilities		0.78 %		0.75 %		0.71 %	0.71 %		0.74 %
Net interest margin		3.70 %		3.87 %		3.70 %	4.00 %		4.20 %

			As	of a	nd fo	or the Quarte	r Ei	ıded				
	 June 30,		March 31,		Γ	December 31,		S	eptember 30	,	June 30,	
(dollars in thousands, except per share data)	 2017		 2017			2016			2016		 2016	
Asset Quality												
Loans 30-89 days past due	\$ 13,566		\$ 14,075		\$	10,767		\$	10,318		\$ 10,453	
Nonperforming loans	27,615		28,933			31,603			29,926		18,430	
Nonperforming assets	33,150		31,684			34,550			34,304		21,469	
Net charge-offs	839		590			3,142			585		448	
Loans 30-89 days past due to total loans	0.43	%	0.57	%		0.46	%		0.45	%	0.48	%
Nonperforming loans to total loans	0.87	%	1.18	%		1.36	%		1.29	%	0.85	%
Nonperforming assets to total assets	0.74	%	0.94	%		1.07	%		1.06	%	0.71	%
Allowance for loan losses to total loans	0.48	%	0.64	%		0.64	%		0.67	%	0.68	%
Allowance for loan losses to nonperforming loans	55.81	%	54.62	%		47.03	%		51.99	%	80.04	%
Net charge-offs to average loans	0.13	%	0.10	%		0.54	%		0.11	%	0.09	%
Wealth Management												
Trust assets under administration	\$ 1,929,513		\$ 1,869,314		\$	1,658,235		\$	1,235,132		\$ 1,198,044	
Market Data												
Book value per share at period end	\$ 23.51		\$ 21.19		\$	20.78		\$	20.89		\$ 20.53	
Tangible book value per share at period end	\$ 17.47		\$ 17.42		\$	17.16		\$	17.52		\$ 17.13	
Market price at period end	\$ 33.52		\$ 34.39		\$	36.18		\$	25.34		\$ 21.69	
Shares outstanding at period end	19,087,409		15,780,651			15,483,499			15,404,423		15,402,946	
Capital												
Total capital to risk-weighted assets	12.34	%	13.48	%		13.85	%		13.53	%	13.91	%
Tier 1 capital to risk-weighted assets	10.45	%	10.97	%		11.27	%		10.94	%	11.23	%
Tier 1 leverage ratio	11.04	%	9.61	%		9.76	%		9.82	%	9.77	%
Common equity Tier 1 capital ratio	8.68	%	9.10	%		9.35	%		9.03	%	9.24	%
Tangible common equity to tangible assets	7.62	%	8.29	%		8.36	%		8.44	%	8.89	%

#### MIDLAND STATES BANCORP, INC. RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES

	For the Quarter Ended												
		June 30,	I	March 31,		Dec	ember 31,		Sep	tember 30,		June 30,	
(in thousands, except per share data)		2017		2017			2016			2016		2016	
Adjusted Earnings Reconciliation													
Income before income taxes - GAAP	\$	4,916	\$	11,473		\$	19,910		\$	12,153	\$	10,472	
Adjustments to other income:													
Gain on sales of investment securities, net		55		67			14,387			39		72	
Reversal of contingent consideration accrual		-		-			-			-		350	
Gain (loss) on sale of other assets		(91)		(58)	_		-	_		-		-	
Total adjusted other income		(36)		9	_		14,387	_		39		422	
Adjustments to other expense:													
Expenses associated with payoff of subordinated debt		-		-			-			-		511	
Net expense from loss share termination agreement		-		-			351			-		-	
Branch network optimization plan charges		-		-			2,099			-		-	
Integration and acquisition expenses		7,450		1,251	_		1,200	_		352		406	
Total adjusted other expense		7,450		1,251	-		3,650	-		352		917	
Adjusted earnings pre tax		12,402		12,715			9,173			12,466		10,967	
Adjusted earnings tax		3,473		3,306	_		2,871	_		4,189		3,861	
Adjusted earnings - non-GAAP	\$	8,929	\$	9,409	-	\$	6,302	=	\$	8,277	\$	7,106	
Adjusted diluted EPS	\$	0.51	\$	0.57		\$	0.39	1	\$	0.52	\$	0.52	
Adjusted return on average assets		0.99 %		1.16	%		0.78	%		1.06 %		0.93 %	
Adjusted return on average shareholders' equity		9.91 %		11.73	%		7.64	%		10.33 %		10.66 %	
Adjusted return on average tangible common equity		12.39 %		14.16	%		9.16 9	%		12.35 %		13.27 %	
Yield on Loans													
Reported yield on loans		4.71 %		4.91	%		4.65	%		4.83 %		5.24 %	
Effect of accretion income on acquired loans		(0.17) %		(0.43)	%		(0.33)	%		(0.43) %		(0.88) %	
Yield on loans excluding accretion income		4.54 %		4.48	%		4.32	× -		4.40 %		4.36 %	
Net Interest Margin													
Reported net interest margin		3.70 %		3.87			3.70 9			4.00 %		4.20 %	
Effect of accretion income on acquired loans		(0.13) %		(0.35)	-		(0.28)	-		(0.34) %		(0.68) %	
Net interest margin excluding accretion income		3.57 %		3.52	%		3.42	% _		3.66 %		3.52 %	

#### MIDLAND STATES BANCORP, INC. RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES

#### Tangible Common Equity to Tangible Assets Ratio and Tangible Book Value Per Share

				As of			
	 June 30,	March 31,	D	December 31,	S	eptember 30,	June 30,
(dollars in thousands, except per share data)	 2017	 2017		2016		2016	 2016
Shareholders' Equity to Tangible Common Equity							
Total shareholders' equity—GAAP	\$ 451,952	\$ 334,333	\$	321,770	\$	321,749	\$ 316,268
Adjustments:							
Preferred stock	(3,134)	-		-		-	-
Goodwill	(96,940)	(50,807)		(48,836)		(46,519)	(46,519)
Other intangibles	(18,459)	(8,633)		(7,187)		(5,391)	(5,905)
Tangible common equity	\$ 333,419	\$ 274,893	\$	265,747	\$	269,839	\$ 263,844
Total Assets to Tangible Assets:							
Total assets—GAAP	4,491,642	3,373,577		3,233,723		3,247,727	3,021,784
Adjustments:							
Goodwill	(96,940)	(50,807)		(48,836)		(46,519)	(46,519)
Other intangibles	 (18,459)	 (8,633)		(7,187)		(5,391)	 (5,905)
Tangible assets	\$ 4,376,243	\$ 3,314,137	\$	3,177,700	\$	3,195,817	\$ 2,969,360
Common Shares Outstanding	19,087,409	15,780,651		15,483,499		15,404,423	15,402,946
Tangible Common Equity to Tangible Assets	7.62 %	8.29 %		8.36 %		8.44 %	8.89 %
Tangible Book Value Per Share	\$ 17.47	\$ 17.42	\$	17.16	\$	17.52	\$ 17.13

#### Return on Average Tangible Common Equity (ROATCE)

	 As of											
(in thousands)	 June 30, 2017	I 	March 31, 2017	De	December 31, 2016		ptember 30, 2016		June 30, 2016			
Net Income	\$ 3,539	\$	8,490	\$	11,583	\$	8,051	\$	6,789			
Average total shareholders' equity—GAAP Adjustments:	\$ 361,335	\$	325,442	\$	327,886	\$	318,860	\$	268,141			
Goodwill	(61,424)		(48,836)		(46,594)		(46,519)		(46,519)			
Other intangibles	(10,812)		(7,144)		(7,718)		(5,656)		(6,184)			
Average tangible common equity	\$ 289,099	\$	269,462	\$	273,574	\$	266,685	\$	215,438			
ROATCE	 4.91 %		12.78 %		16.84 %		12.01 %		12.67 %			