

Midland States Bancorp, Inc.
NASDAQ: MSBI

Sandler O'Neill
East Coast Financial Services Conference

November 15-16, 2017

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Use of Non-GAAP Financial Measures. This presentation contains certain financial information determined by methods other than 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. 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. Not all companies use the same calculation of these measures; therefore this presentation may not be comparable to other similarly titled measures as presented by other companies. Reconciliations of these non-GAAP measures are provided in the Appendix section of this presentation.

Additional Information. This presentation includes disclosure regarding Midland's proposed merger with Alpine Bancorporation, Inc. ("Alpine") and does not constitute an offer to sell or the solicitation of an offer to buy any securities or a solicitation of any vote or approval. Midland will file a registration statement on Form S-4 with the Securities and Exchange Commission ("SEC") in connection with the proposed transaction. The registration statement will include a joint proxy statement of Midland and Alpine that will also constitute a prospectus of Midland, which will be sent to Midland's and Alpine's respective shareholders. Shareholders are advised to read the joint proxy statement/prospectus and other documents filed with the SEC when they become available because they will contain important information about Midland, Alpine and the proposed transaction. When filed, this document and other documents relating to the Merger filed by Midland can be obtained free of charge from the website maintained by the SEC at www.sec.gov. These documents also can be obtained free of charge by accessing Midland's website at www.midlandsb.com under "Investors" and then under the "SEC Filings" tab. Alternatively, once they become available any of these filed documents can be obtained free of charge upon written request to Midland States Bancorp, Inc., Corporate Secretary, 1201 Network Centre Drive, Effingham, Illinois 62401, by calling [\(217\) 342-7321](tel:2173427321) or by emailing corpsec@midlandsb.com.

Participants in this Transaction. Midland, Alpine and certain of their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from shareholders in connection with the proposed transaction under applicable SEC rules. Information about Midland and its directors and executive officers may be found in Midland's annual report on Form 10-K for the year ended December 31, 2016, filed with the SEC on March 10, 2017, and Midland's definitive proxy statement for its 2017 annual meeting of shareholders, filed with the SEC on March 17, 2017. These documents can be obtained free of charge from the sources indicated above. Information regarding Alpine and its directors and executive officers may be found in the joint proxy statement/prospectus when it becomes available. Additional information regarding the interests of these participants will also be included in the joint proxy statement/prospectus regarding the proposed transaction when it becomes available.



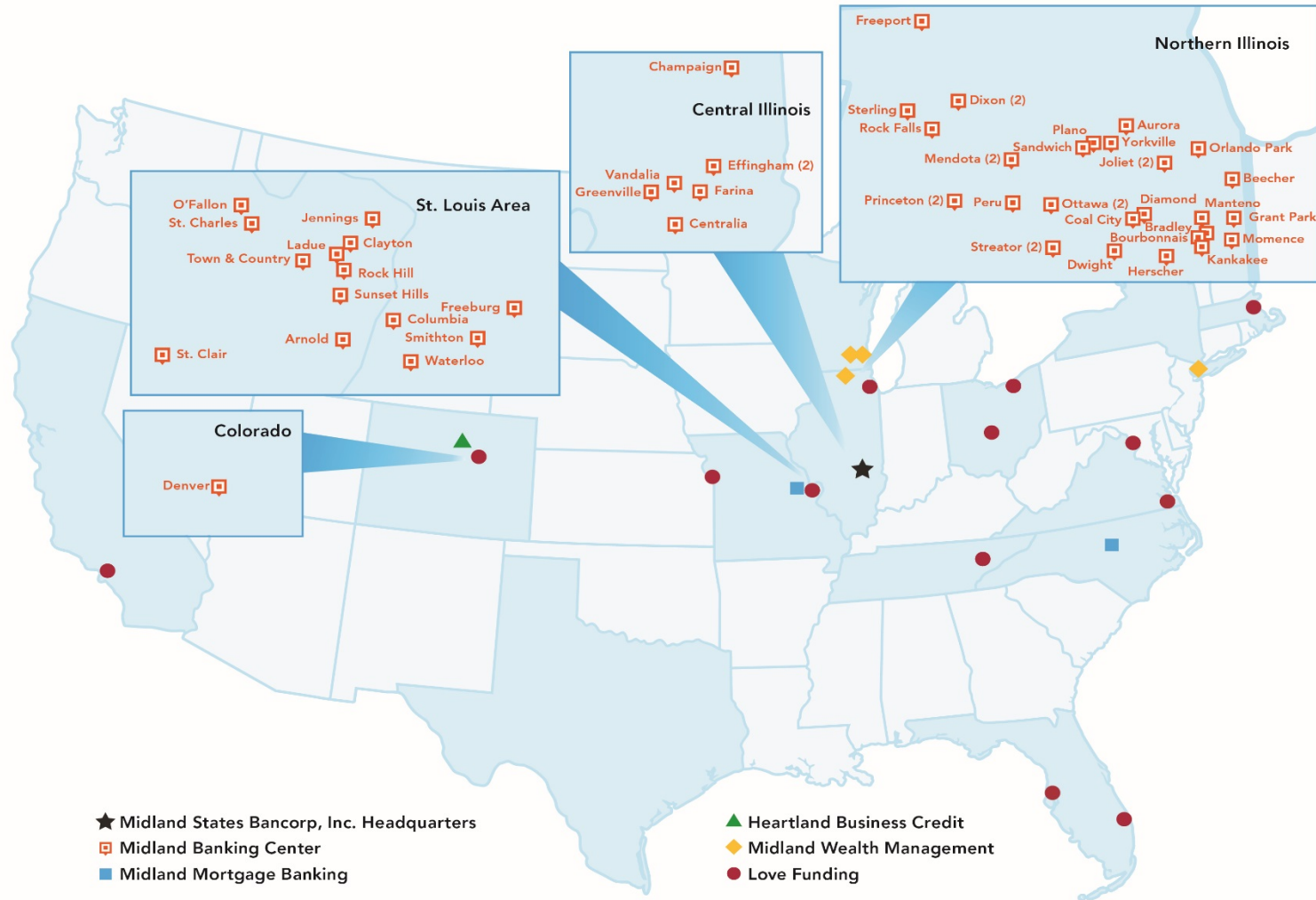
Company Snapshot

- **\$4.3 billion asset community bank established in 1881 and headquartered in Effingham, Illinois**
- **\$2 billion Wealth Management business**
- **Strong fee generators consistently account for more than 30% of total revenue**
- **80+ offices throughout the U.S. including 52 traditional branches in Illinois and Missouri**
- **12 successful acquisitions and integrations since 2008**
- **Pending acquisition of Alpine Bancorporation will add significant scale and expand core community banking and Wealth Management businesses**

Dynamic and diversified business model pairing organic and acquisitive growth



Financial Services & Banking Center Footprint



Residential Mortgage and Wealth Management services are also available through all Midland Banking Centers.



Investment Summary

- **Experienced and deep management team led by Board of Directors with considerable ownership**
- **Following management transition completed in 2007, consistent track record of driving compelling shareholder returns through disciplined strategic expansion and earnings growth**
- **Solid asset quality with low charge-off history driven by a diversified loan portfolio, conservative credit culture and disciplined underwriting process**
- **Attractive, stable and expandable core deposit franchise with 22% non-interest bearing accounts⁽¹⁾**
- **Proven track record of successful acquisitions with a focus on enhancing shareholder value while building a platform for scalability**
- **Illinois and contiguous states provide ample opportunities for future acquisitions**
- **Comprehensive risk management standards applied throughout the entire business**



Business and Corporate Strategy

- In conjunction with a new leadership team, MSBI's corporate initiative-driven strategic plan was adopted in late 2007 to build a diversified financial services company anchored by a strong community bank
- Five core strategic initiatives:

Customer-Centric Culture

Drive our organic growth by focusing on customer service and accountability to our clients and colleagues; seek to develop bankers who create dynamic relationships; pursue continual investment in people; maintain a core set of institutional values

Operational Excellence

A corporate-wide focus on driving improvements in people, processes and technology in order to generate further improvement in Midland's operating efficiency and financial performance

Enterprise-Wide Risk Management

Maintain a program designed to integrate controls, monitoring and risk-assessment at all key levels and stages of our operations and growth; ensure that all employees are fully engaged

Accretive Acquisitions

Maintain experienced acquisition team capable of identifying and executing transactions that build shareholder value through a disciplined approach to pricing; take advantage of relative strength in periods of market disruption

Revenue Diversification

Generate a diversified revenue mix and build customer loyalty; driven originally by a wealth management focus, this core initiative has expanded to include residential mortgage origination, commercial FHA origination and servicing, and commercial equipment leasing



Management Team

Highly experienced senior management in place:



John M. Schultz: Chairman of the Board

- Held the position since 2006
- Chief Executive Officer of Agracel, Inc.
- Author of *BoomtownUSA: the 7 ½ Keys to Big Success in Small Towns*



Leon J. Holschbach: President & Chief Executive Officer

- Joined Midland States in August 2007
- 35+ years in community banking; 25+ years as bank president
- Held various executive and senior roles at community banks



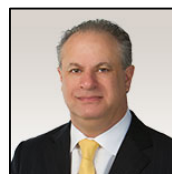
Jeffrey G. Ludwig: Executive Vice President & CFO

- Recently promoted to President of the Bank
- More than 10 years serving as CFO
- Joined Midland States in November 2006; 16+ years in banking industry



Jeffrey S. Mefford: EVP, Banking

- 25+ years in community banking
- Recently promoted from SVP position
- Oversees commercial, retail, and treasury sales



Douglas J. Tucker: SVP, Corporate Counsel and Director of IR

- 19+ years experience advising banks and bank holding companies
- Significant IPO, SEC reporting and M&A experience
- Served as lead outside counsel for all of Midland's acquisitions and capital raise transactions from 2007 prior to joining the Company

- Risk-focused corporate culture, promoting responsibility and accountability
- MSBI common shares are 11.9%⁽¹⁾ owned by the Board of Directors and executive officers

Note:

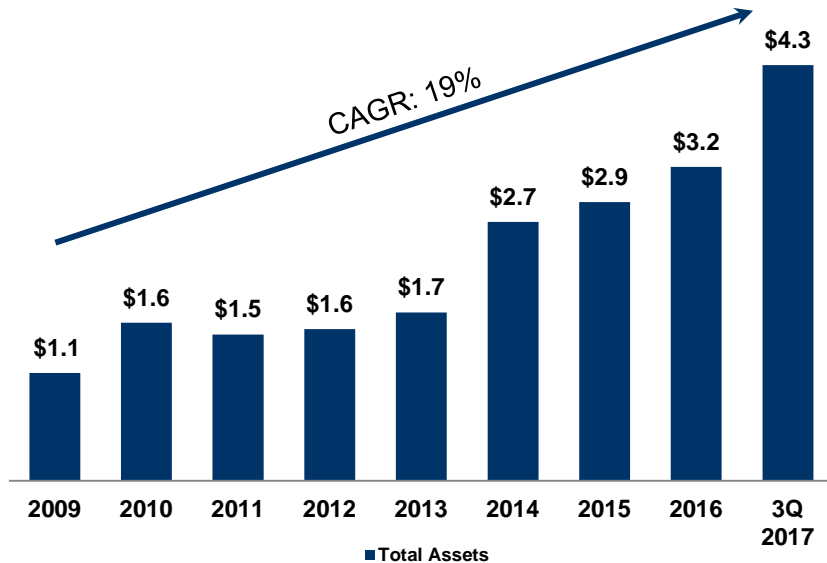
(1) As of September 30, 2017; beneficial ownership includes shares of unvested restricted stock that officers are entitled to vote, but does not include common stock equivalent units owned by directors or officers under the Deferred Compensation Plan



Strategic Growth History

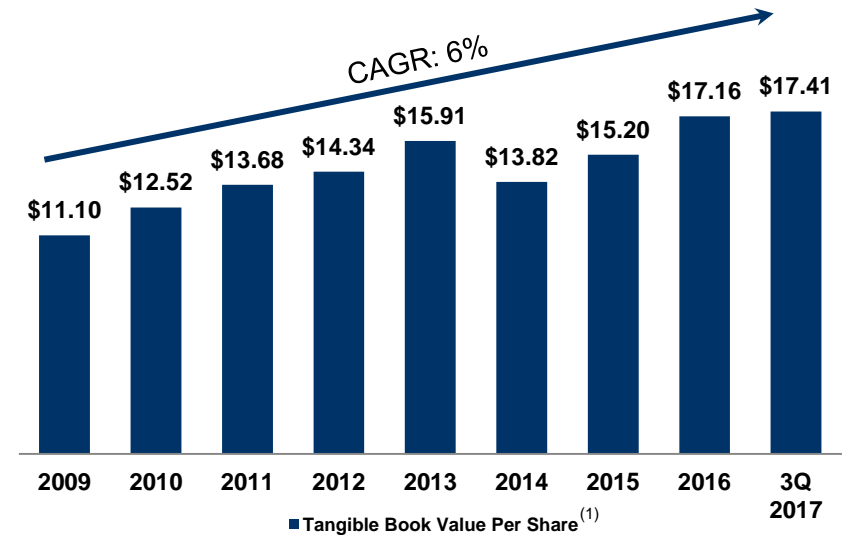
Successful Execution of Strategic Plan...

(at period-end in Billions)



...Driving Consistent TBV Growth

(at period-end)



Note:

(1) Tangible book value per share is a non-GAAP financial measure; tangible book value per share is defined as tangible common equity divided by shares of common stock outstanding (in the case of the "as converted" measure, assuming the conversion of all preferred shares that were outstanding prior to December 31, 2014)



Successful Acquisition History

- Midland States has completed 12 transactions since 2008, including FDIC-assisted, branch, whole bank, asset purchase, business line, and a New York trust asset acquisition
- Demonstrated history of earnings expansion
- Deliberate diversification of geographies and revenue channels
- Successful post-closing integration of systems and businesses

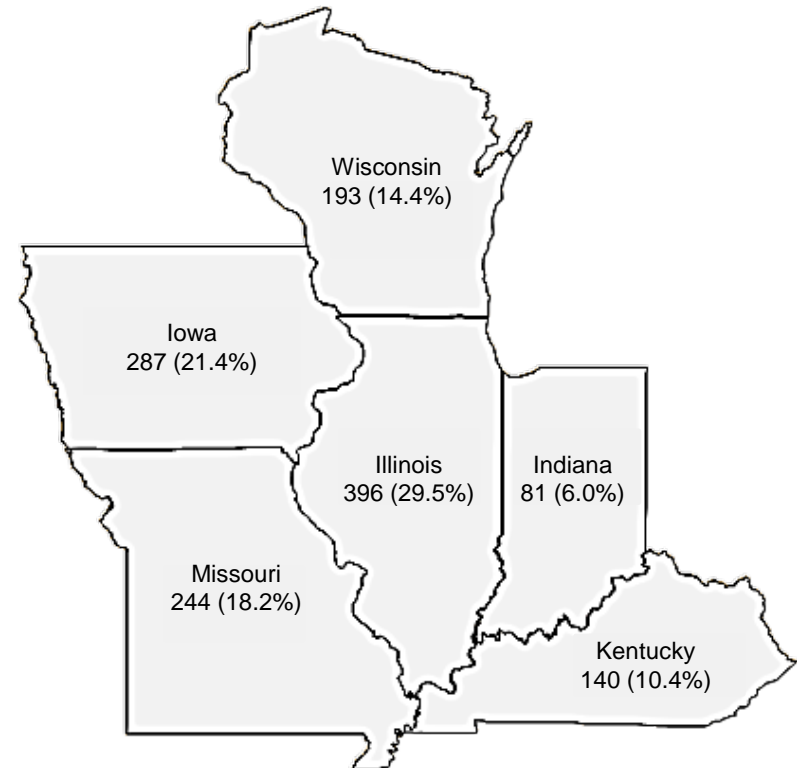
Selected Acquisitions						
	2009	2010	2014	2016	2017	2018
	Strategic Capital Bank	AMCORE Bank, N.A.	Love Savings / Heartland Bank	Sterling Bancorp	Centrue Financial	(Pending) Alpine Bancorp.
Acquisition Type	FDIC-Assisted	12 Branches	Whole Bank	Trust Administration	Whole Bank	Whole Bank & Wealth Mgmt
Assets Acquired (\$mm)	\$540.4	\$499.5	\$889.0	-	\$991.4	\$1,283
Location	Champaign, IL	Northern Illinois	St. Louis, MO	Yonkers, NY	Northern Illinois	Rockford, IL
	Financially Transformative	Operationally Transformative	Revenue Diversification		Enhanced Scale and Market Presence	Expands Core Bank and Wealth Management



Market Opportunities & Acquisition Strategy

- **MSBI believes there will be numerous small to mid-sized banking organizations available for acquisition within Illinois and contiguous states**
- **There are more than 1,300 institutions in the six-state region with less than \$1.0 billion in assets ⁽¹⁾**
 - Illinois and Missouri combine for nearly half of those institutions
- **MSBI targets institutions with demographics similar to current markets that are strategically compelling and financially accretive**
- **Remain a community bank focused on customer service**

Number of Banks & Thrifts With less than \$1.0 Billion in Assets ⁽¹⁾



**Be a “partner of choice” for community banks
with scale and/or succession challenges**

Note:

(1) Based on December 31, 2016 financial data

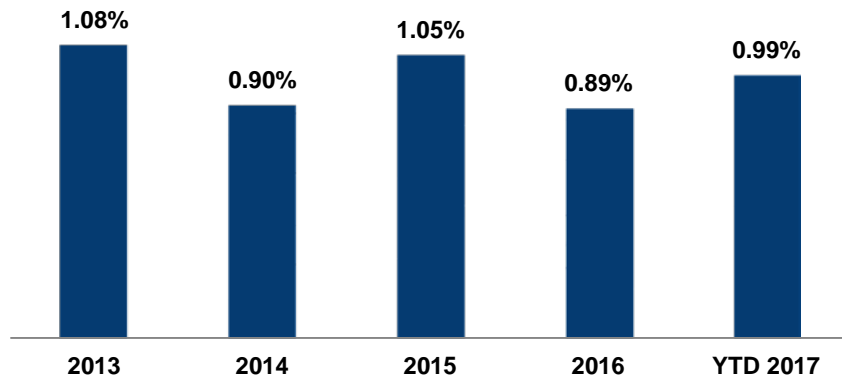
Source: SNL Financial



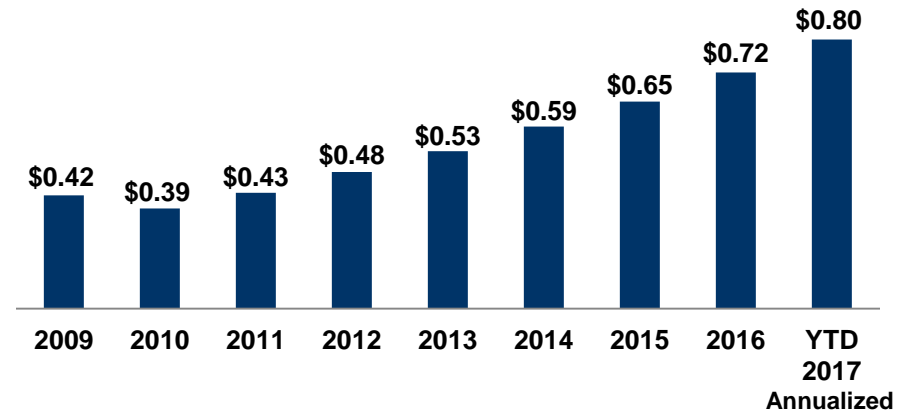
Long Track Record of Strong Returns and Increasing Dividends

- Profitability driven by MSBI's attractive asset base, core funding structure and fee generating businesses
- 10%+ annual dividend growth over the past 15 years

Adjusted Return on Average Assets⁽¹⁾



Dividends Declared Per Share



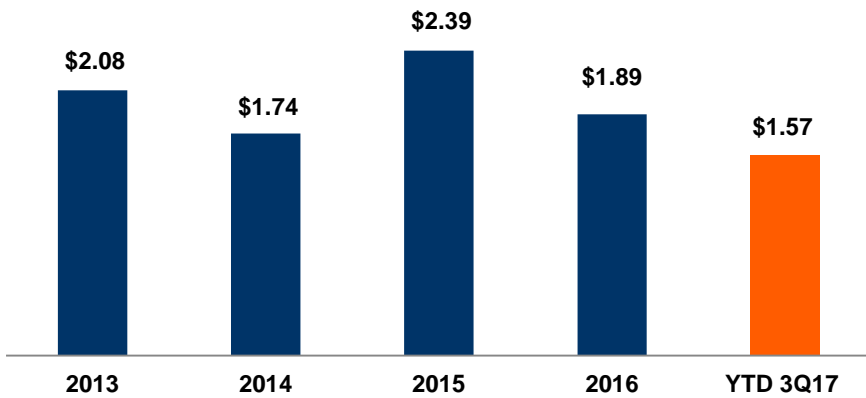
Notes:

(1) Adjusted Return on Average Assets is a non-GAAP financial measure; please see page 34 for a reconciliation

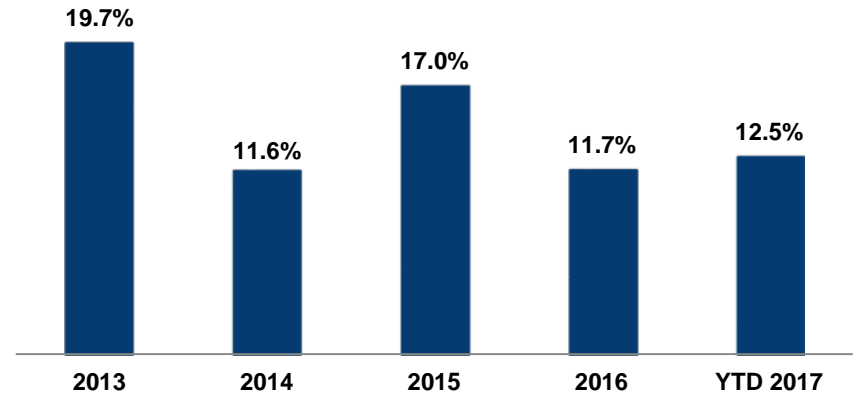


Performance Metrics

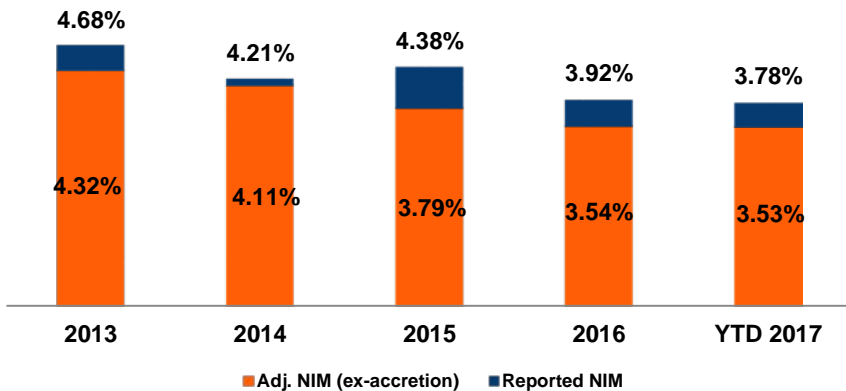
Adjusted Diluted Earnings Per Share ⁽¹⁾



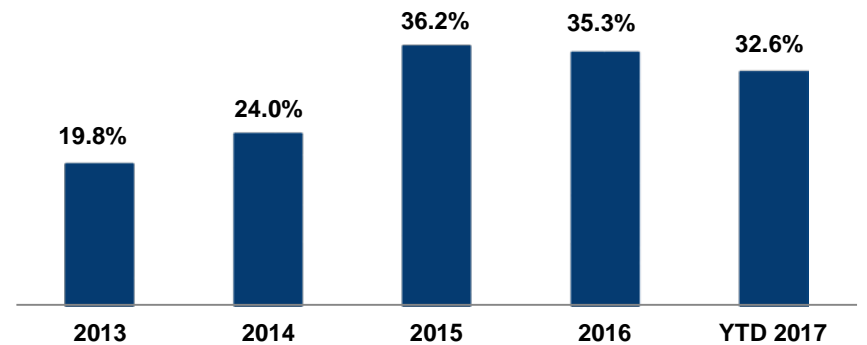
Adjusted Return on Avg. Tangible Common Equity ⁽¹⁾



Net Interest Margin ⁽²⁾



Noninterest Income / Total Revenue



Notes:

(1) Adjusted diluted earnings per share and adjusted return on average tangible common equity are non-GAAP financial measures; please see page 34 for a reconciliation

(2) Net interest margin excluding accretion income is a non-GAAP financial measure management uses to assess the impact of purchase accounting on the yield on loans and net interest margin, excluding loan accretion from acquired loans; please see page 33 for a reconciliation

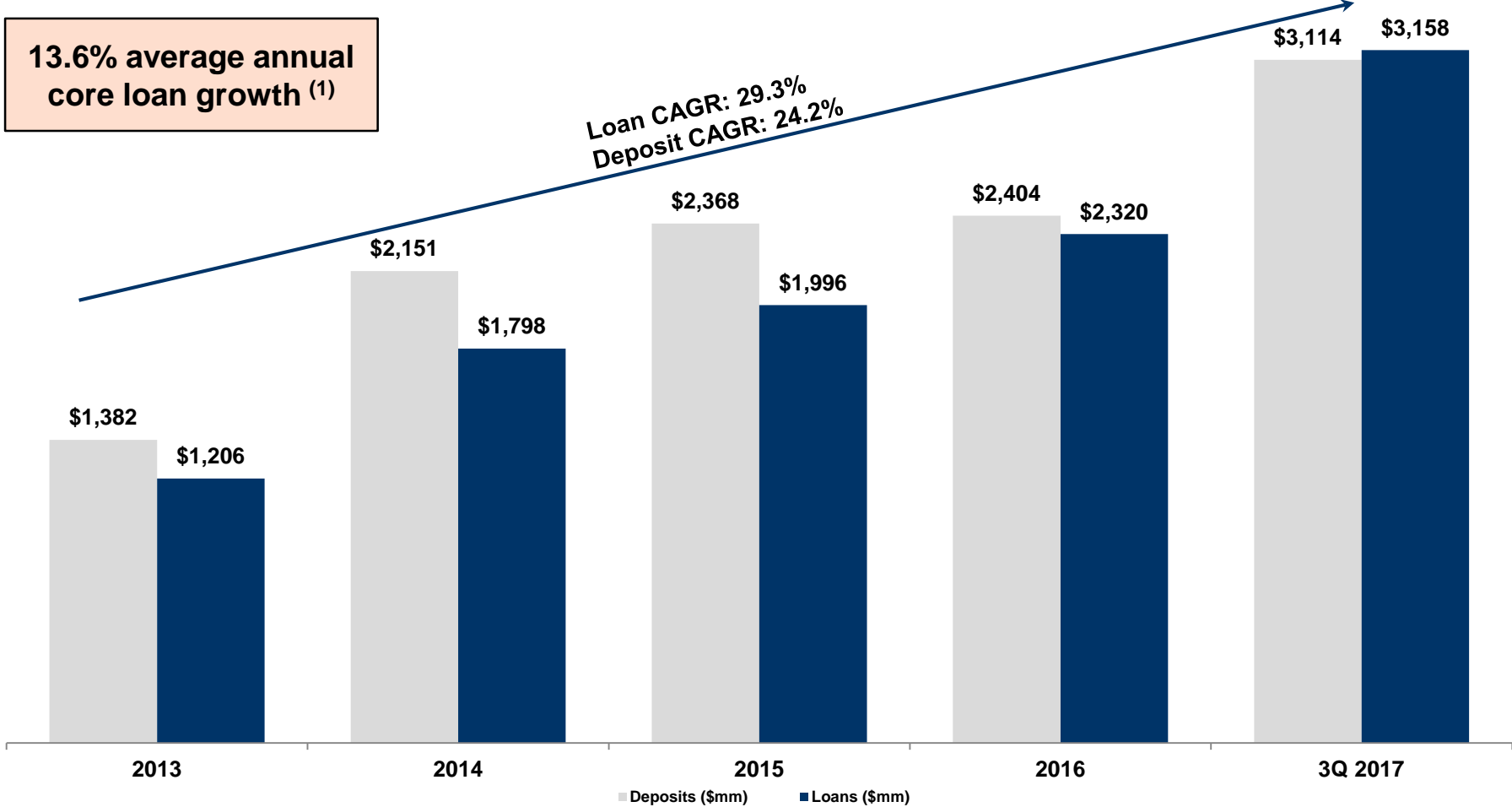


Delivering Organic Loan Growth

Total Loans and Deposits

13.6% average annual core loan growth ⁽¹⁾

Loan CAGR: 29.3%
Deposit CAGR: 24.2%



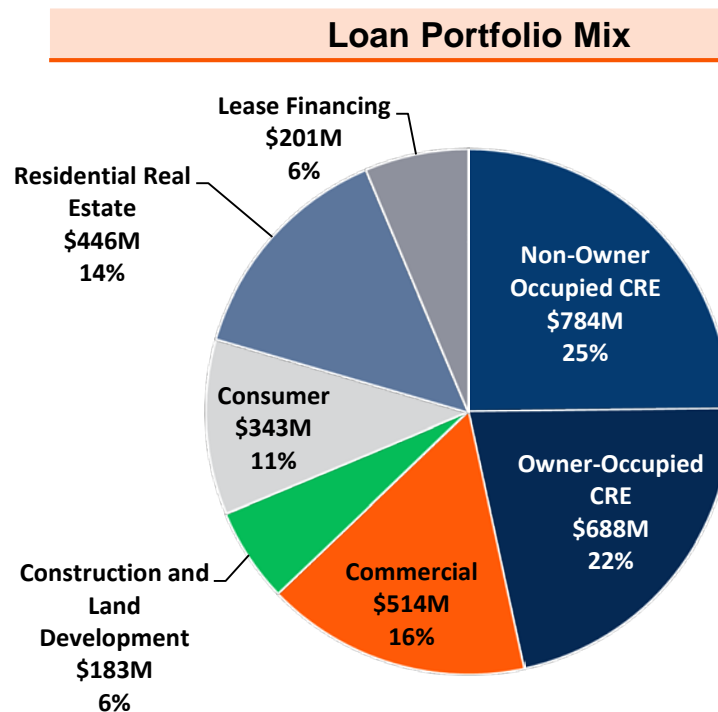
Note:

(1) Average annual core loan growth represents average percentage change in the Company's core loans from December 31, 2013 to September 30, 2017; core loans represent non-PCI loans, less non-PCI loans acquired, plus non-PCI loans sold as of the date the loans were acquired or sold, and exclude certain short-term loans that the Company does not consider to be core loans; acquired non-PCI loans become core loans subsequent to the acquisition date and will negatively affect core loan growth in future periods as these loans are repaid or prepaid



Loan Portfolio Overview⁽¹⁾

- Broadly diversified loan portfolio by type of customer and loan type
- Current loan origination efforts focus on high quality commercial loan segments
- 57% of portfolio is fixed; 43% is floating
- In addition to growth via acquisition, MSBI has generated organic loan growth of 7.8% in 2014, 11.6% in 2015, 16.7% in 2016 and 10.5% annualized during the nine months ended September 30, 2017



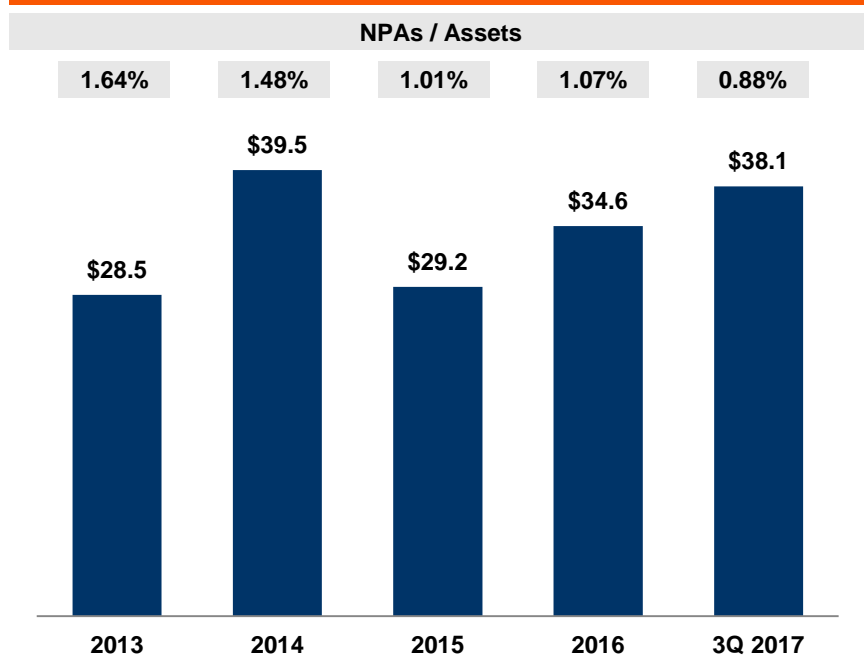
\$3.2 Billion Gross Loans
4.84% Yield

Note:
(1) Includes purchased credit-impaired loans of \$26.5 million as of September 30, 2017

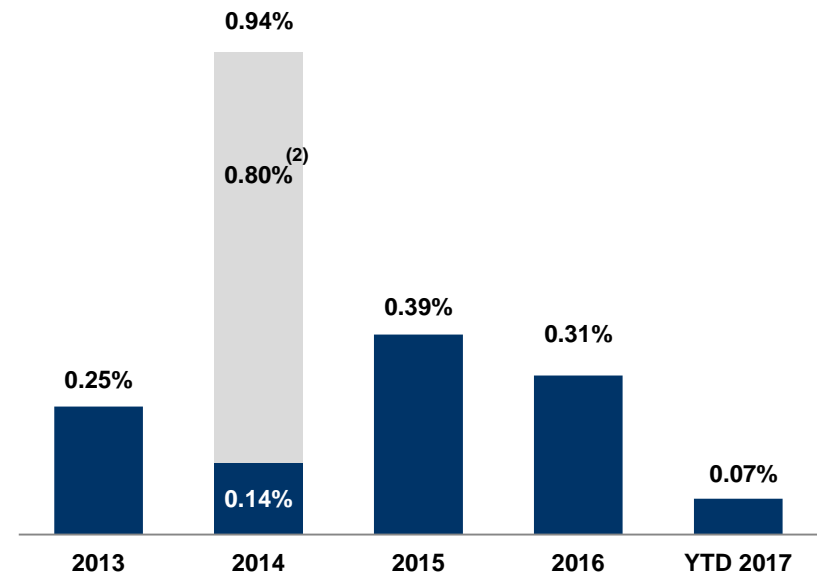
Strong Credit Quality

- Managed by experienced personnel, MSBI maintains a disciplined approval process and conservative credit culture
- Credit losses have steadily declined since 2015

Nonperforming Assets (\$mm) ⁽¹⁾



NCOs / Average Loans



Notes:

(1) Nonperforming assets include nonperforming loans, other real estate owned and other repossessed assets; nonperforming assets exclude covered other real estate owned related to our two FDIC-assisted transactions; nonperforming loans include nonaccrual loans, loans past due 90 days or more and still accruing interest and loans modified under troubled debt restructurings; nonperforming loans exclude purchased credit-impaired loans, or PCI loans, acquired in our prior acquisitions; PCI loans had carrying values of \$43.0 million, \$30.4 million, \$44.2 million, \$38.5 million, \$29.4 million and \$26.5 million as of December 31, 2012, 2013, 2014, 2015, 2016 and September 30, 2017, respectively; this ratio may therefore not be comparable to a similar ratio of our peers

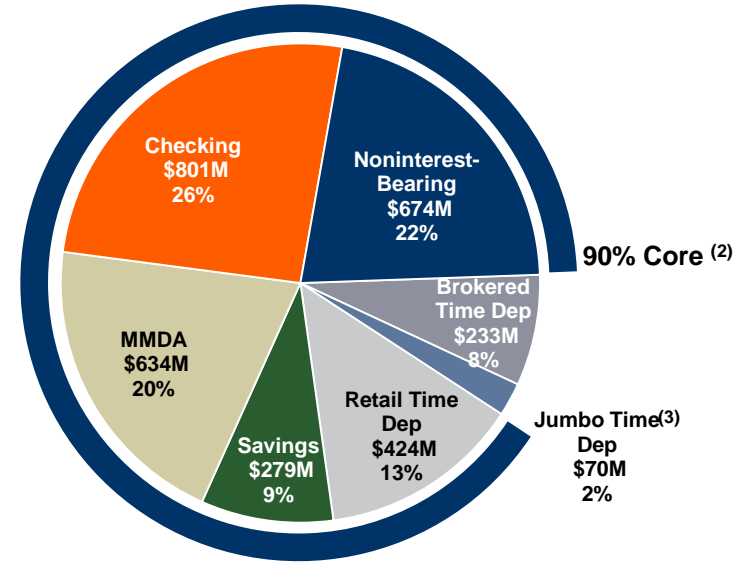
(2) NCOs for 2014 include a \$9.8 million charge-off of a PCI loan related to a pool of commercial real estate loans from a previous FDIC acquisition being closed out in 2014 due to no more active loans remaining in the pool; excluding this charge-off, NCOs / Average Loans for the period would be 0.14%



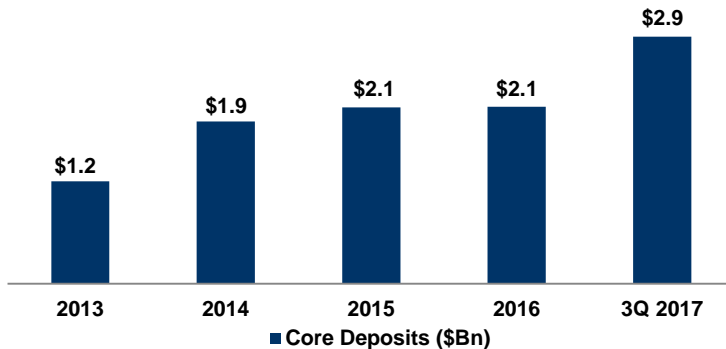
Attractive and Growing Core Deposit Base⁽¹⁾

- 90% core deposits⁽²⁾
- 22% non-interest bearing deposits
- Low cost of deposits at 41 basis points
- Recent acquisitions have improved overall funding mix

Deposit Mix



Core Deposits⁽²⁾



\$3.1 Billion Total Deposits
0.41% Cost

Notes:

(1) As of or for the nine months ended September 30, 2017

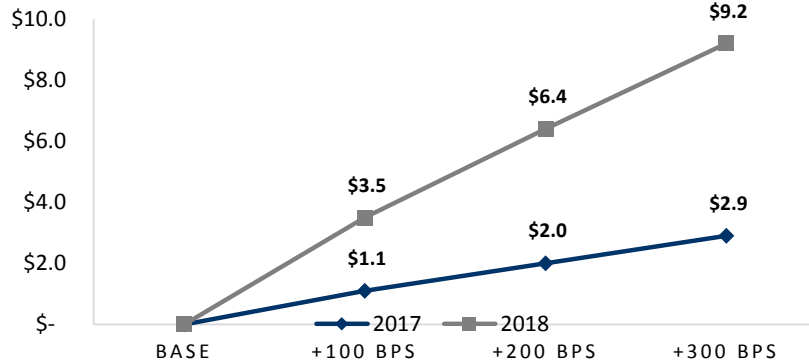
(2) Core deposits defined as total deposits less brokered deposits and certificates of deposit greater than \$250,000

(3) Jumbo time deposits classified as time certificates of \$250,000 or more



Well Positioned for Higher Interest Rates

Earnings Sensitivity (1)

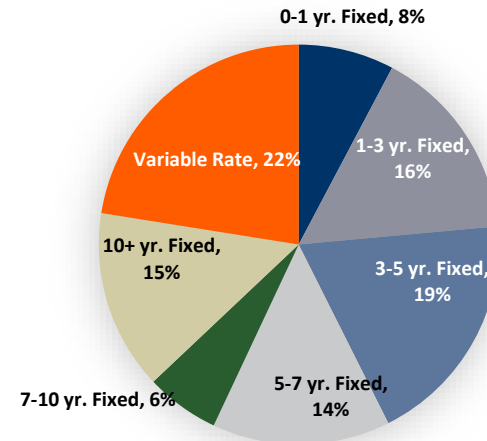


- Midland's modeled base case earnings projections as of September 30, 2017 and 2018 in an +100 bps Ramp scenario would increase net interest income by \$1.1mm in Year 1 and \$3.5mm in Year Two
- Conservative asset sensitive position as reflected by the duration term of investment and loan portfolios as of 9/30/2017

Asset & Liability Durations

Securities	3.8
Loans	1.3
Non-interest Checking	5.4
NOW	3.2
Money Market	0.6
Savings	6.0
Time Deposits	1.0
Borrowings	0.9

Loan Maturities



Note:

(1) Base case scenarios incorporate implied forward rates and uses a balance sheet as of September 30, 2017, without any additional FOMC projected rate hikes.

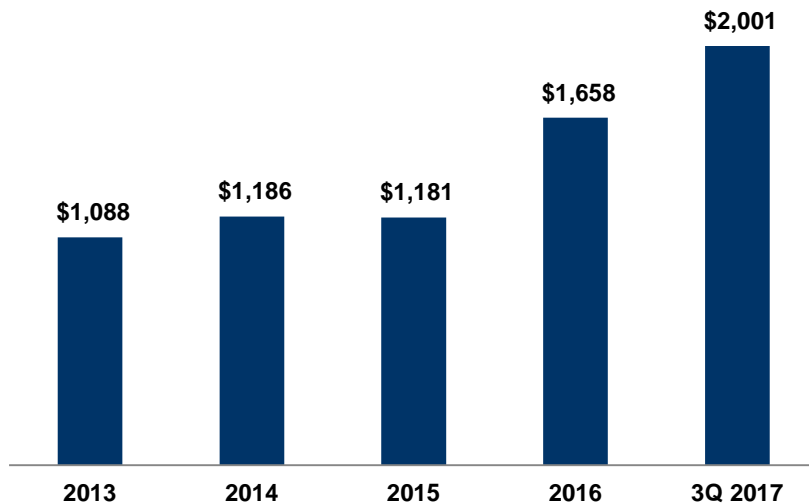


Wealth Management

- Offers comprehensive suite of Trust and Wealth Management products
- Acquisition of Sterling Trust (Nov. 2016) added \$400 million in Assets Under Administration
- Acquisition of CedarPoint Investment Advisors (Mar. 2017 - \$180 million in AUA) added RIA platform
- Year-over-year organic growth in assets under administration in 3Q17 was \$172 million, or 14%, excluding both the Sterling Trust and CedarPoint acquisitions

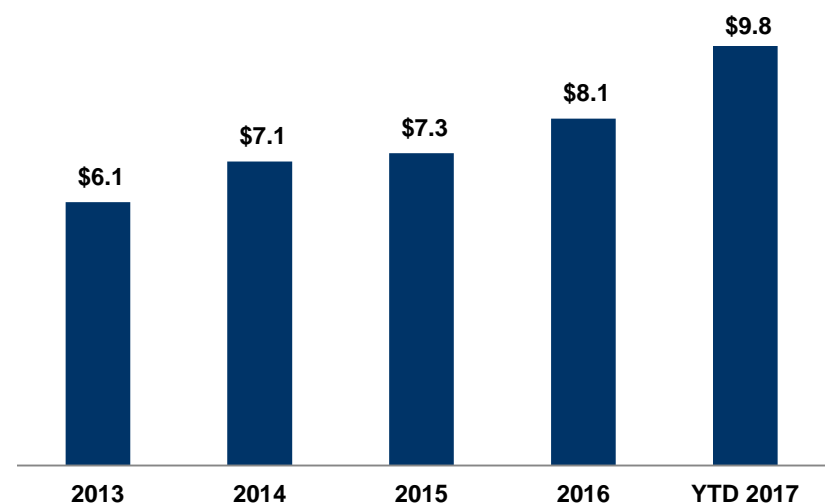
Assets Under Administration

(in millions)



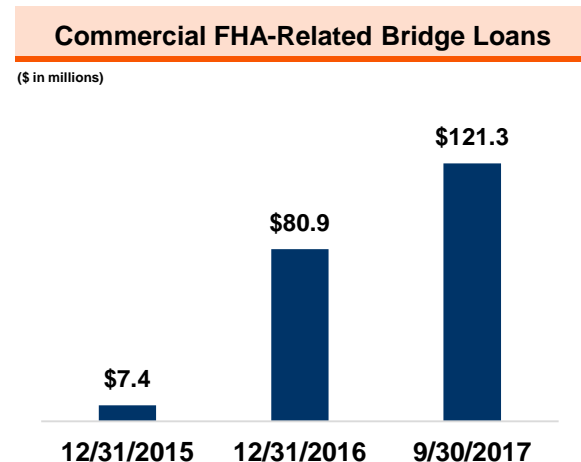
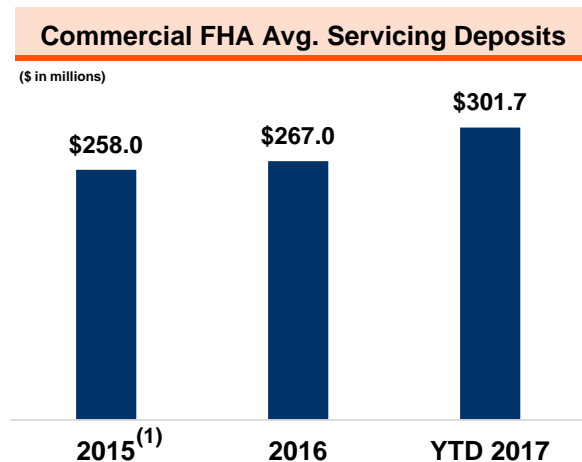
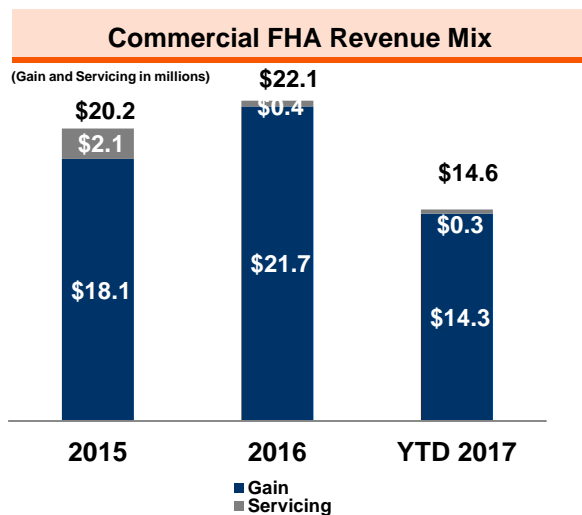
Wealth Management Revenue

(in millions)



Love Funding – Commercial FHA Revenue

- One of the top originators of government sponsored mortgages for multifamily and healthcare facilities in the U.S.
- Attractive economics
 - \$18-\$20 million in annual revenue from gain on loan sale and servicing
 - 20-25% pre-tax margins
 - Provides high margin bridge loan opportunities
 - Servicing deposits provide significant source of low-cost funding
- Average cost of deposits was 9 basis points in 3Q17



Note:

(1) Average balance for 2015 reflects the time period after which all servicing deposits were added to Midland's balance sheet



Midland States Bancorp Acquisition of Alpine Bancorporation

Announced on October 16, 2017

Transaction Highlights

Franchise Value Enhancing Transaction

- 100+ year old community bank with deep community ties that brings significant scale with \$1.3B in assets and the #1 market share ranking in the Rockford, IL MSA
- Creates the 4th largest Illinois-based community bank⁽¹⁾ with ~\$6.0B in assets
- Supports growth capacity and funding flexibility with excess liquidity (73% loans/deposits)
- Valuable core deposit franchise with 30% non-interest bearing deposits and 19 bps weighted average cost of deposits in the most recent quarter
- Enhances Midland's wealth management business with the addition of nearly \$1.0B in AUM

Financially Attractive

- Financially attractive transaction utilizing no revenue enhancements
 - ~10% EPS accretion in 2019, first full year pro forma
 - TBV per share dilution of ~6% at close, inclusive of restructuring charges
 - TBV per share earnback of 3.5 years using the “crossover” method
 - 25%+ IRR
- Capital remains strong, in excess of “well-capitalized” standards

Low Risk

- Complementary corporate cultures and passionate focus on customer service
- Known market to the Midland management team
- Retention of key personnel
- Comprehensive due diligence with experienced credit review team
- Midland track record of 12 successful acquisitions and integrations since 2008



Alpine Bancorporation, Inc. Overview

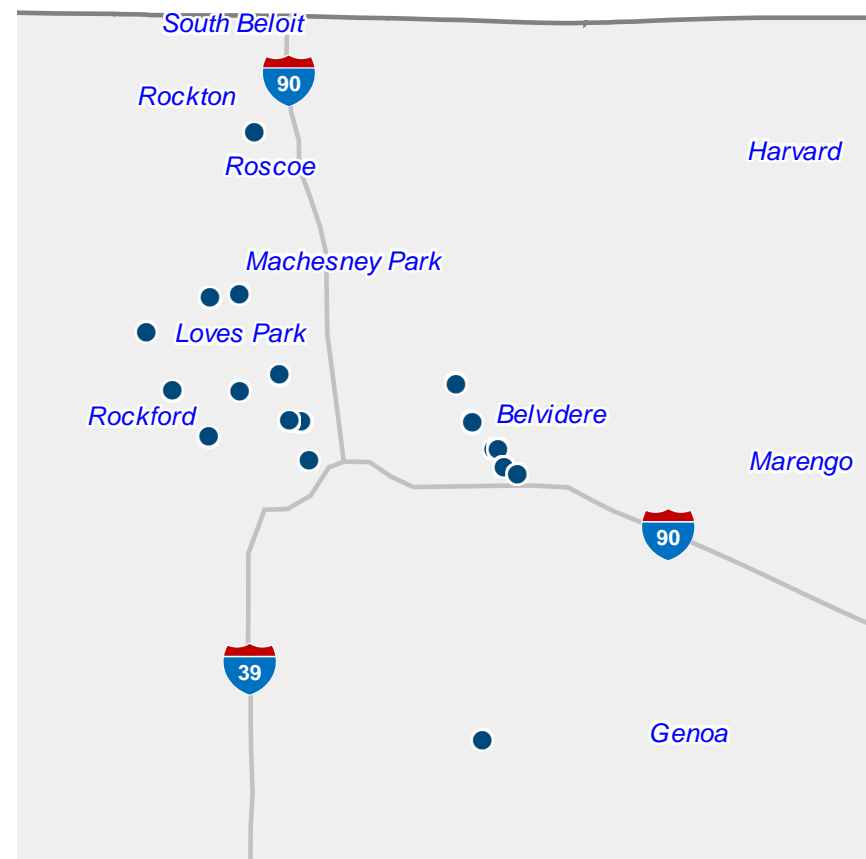
Overview

- **Established in 1908, Alpine is a regional, full-service community bank headquartered in Belvidere, IL**
 - Offers commercial, retail, mortgage and wealth management services through 19 branches
- **Scale and dominant market share in Rockford**
 - #1 deposit market share in Rockford, IL MSA
 - Strong fit with Midland's market strategy
- **Low-cost, relationship driven deposit franchise**
 - 19 bps MRQ cost of total deposits
 - 30% non-interest bearing deposits
- **Healthy and growing commercial loan portfolio**
- **Attractive wealth management business**
 - Approximately \$1.0B in AUM and over 1,600 accounts

Financial Highlights

Balance Sheet (\$M)		Capital	
Assets	\$1,283.2	TCE / TA	8.47%
Gross Loans	\$830.2	CET1 Ratio	11.3%
Deposits	\$1,138.3	Total Capital Ratio	12.4%
YTD Profitability ⁽¹⁾		Asset Quality ⁽²⁾	
NIM (FTE)	3.46%	NPAs / Assets	0.47%
ROAA (tax-effected)	0.90%	LLR / Loans	1.18%
ROAE (tax-effected)	10.6%	LLR / NPLs	164.5%
Efficiency Ratio	72.0%	YTD NCOs / Avg. Loans	0.01%

Branch Map



Source: SNL Financial. Financial data as of 6/30/17.

(1) Alpine is an S-Corporation. ROAA and ROAE tax-effected at an effective rate of 30%.

(2) NPLs include nonaccrual loans and TDRs. NPAs include NPLs, OREO and loans 90+ days past due and still accruing interest.



Pro Forma Franchise

Pro Forma Highlights⁽¹⁾

Assets: ~\$5.8B
Deposits: ~\$4.4B
Loans: ~\$4.0B
Assets Under Administration: ~\$3.0B

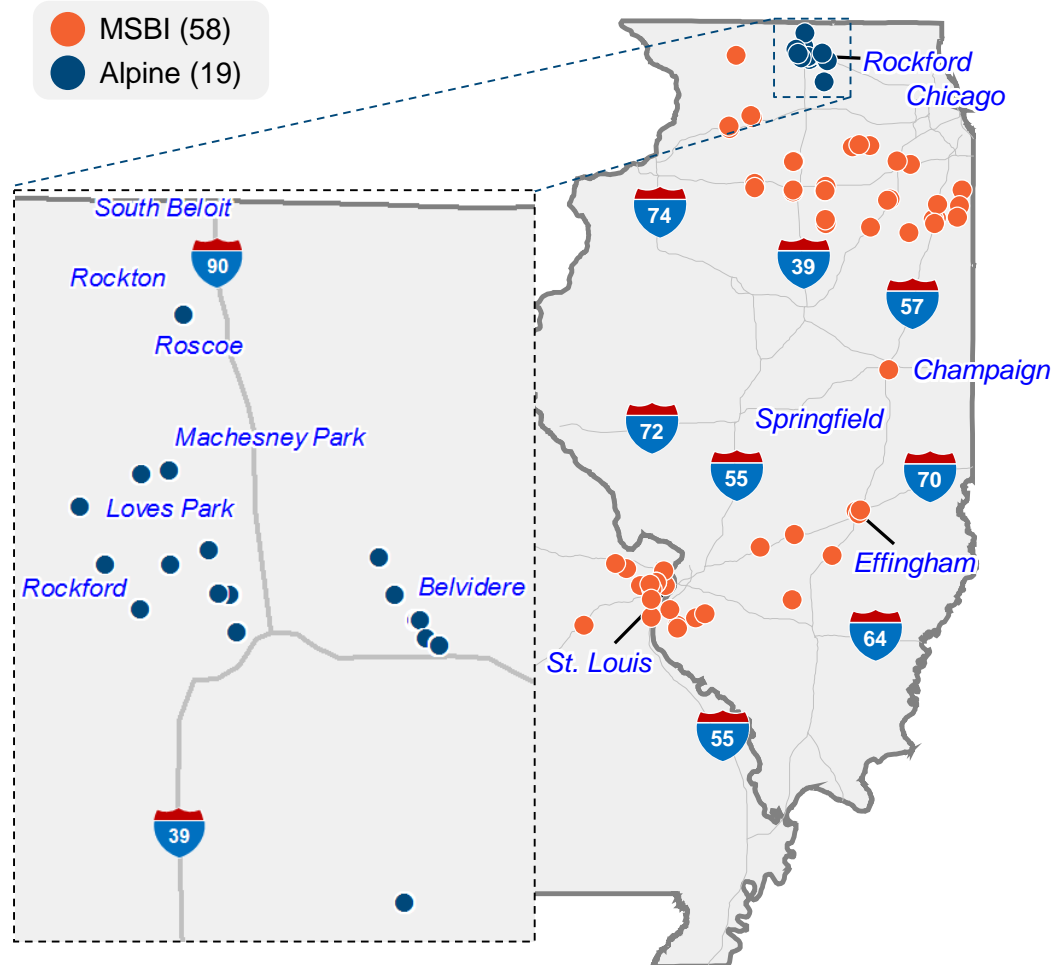
- Creates the 4th largest Illinois-based community bank and the #2 ranked institution in Illinois MSAs outside of Chicago⁽²⁾

Pro Forma Deposit Market Share⁽³⁾

Illinois (Excluding Chicago MSA)

Rank	Institution	# of Branches	Total Deposits (\$000s)	Market Share (%)
1	First Busey Corp. (IL)	49	\$3,885,702	5.33%
2	Pro Forma	55	3,094,853	4.24%
3	PNC Financial Services Group (PA)	39	2,930,693	4.02%
3	Hometown Community Bncp Inc. (IL)	39	2,893,264	3.97%
4	Regions Financial Corp. (AL)	50	2,296,304	3.15%
5	First Mid-Illinois Bancshares (IL)	51	2,291,382	3.14%
6	U.S. Bancorp (MN)	64	2,221,265	3.05%
7	United Community Bancorp Inc. (IL)	45	2,043,460	2.80%
8	Midland States Bancorp Inc. (IL)	37	1,978,543	2.71%
9	Banc Ed Corp. (IL)	19	1,624,765	2.23%
10	Heartland Bancorp Inc. (IL)	42	1,596,209	2.19%
11	Commerce Bancshares Inc. (MO)	18	1,312,753	1.80%
12	Alpine Bancorp. Inc. (IL)	18	1,116,310	1.53%

Pro Forma Branch Map



Source: SNL Financial.

(1) As of 6/30/17, unadjusted for purchase accounting or merger adjustments.

(2) Community banks defined as banks headquartered in Illinois with total assets less than \$20 billion.

(3) Deposit data as of 6/30/17. Alpine data excludes Kirkland branch, which SNL Financial classifies as part of the Chicago MSA.



Financial Impact & Assumptions

EPS Accretion

- ~5% for partial year 2018, excluding transaction expenses
- ~10% in full-year 2019 (reflects fully phased cost savings)

TBV Impact

- ~6% TBV dilution at closing, earnback of 3.5 years using crossover method⁽¹⁾

IRR

- 25%+ IRR, above internal targets

Pro Forma Capital Ratios At Closing

- ~7.0% TCE/TA
- ~8.2% Common Equity Tier 1 Ratio
- ~9.6% Tier 1 Capital Ratio
- ~12.0% Total Risk Based Capital Ratio

Cost Savings

- 36% of Alpine's non-interest expense base (75% phased in 2018; 100% thereafter)

One-Time Expenses

- Total pre-tax merger related costs of \$19.0 million

Purchase Accounting

- 1.5% gross credit mark on outstanding loan balances
- Core deposit intangible created equal to 1.5% of Alpine's non-time deposits, amortized over ten years using the sum of years digits method

Subordinated Debt

- \$40 million of Tier 2 subordinated debt issued in connection with the transaction
 - 6.25% fixed interest rate (first 5 years); 3-M LIBOR + 422.9 bps thereafter
 - Matures in October 2027

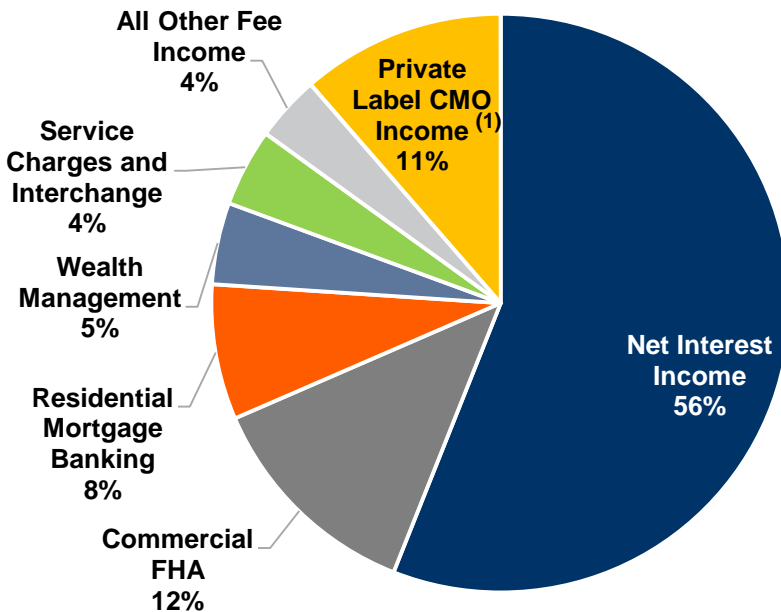


Outlook

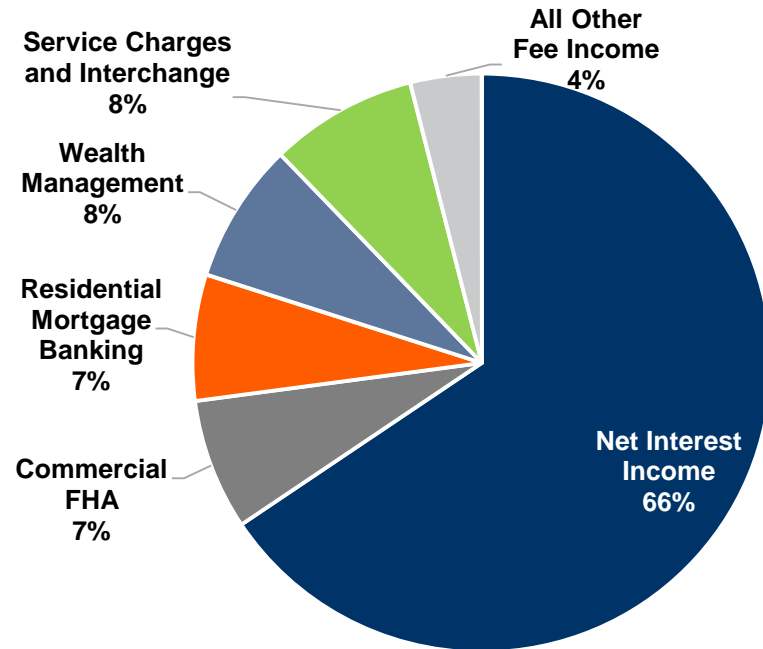
Improving Quality of Earnings

- Greater percentage of revenue being derived from core community banking and wealth management businesses
- Private label CMO income⁽¹⁾ and gain on sale income from commercial FHA and residential mortgage banking declining as a percentage of total revenue

FY 2016 Revenue Mix



Projected FY 2018 Revenue Mix⁽²⁾



(1) Private label CMO income includes interest income and gain on sale generated from a portfolio that was added through an FDIC-assisted acquisition. The portfolio was sold in October 2016.

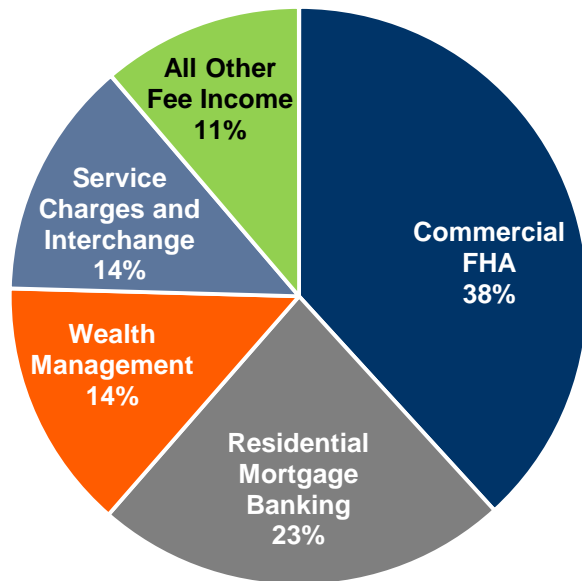
(2) Pro forma reflecting pending acquisition of Alpine Bancorporation



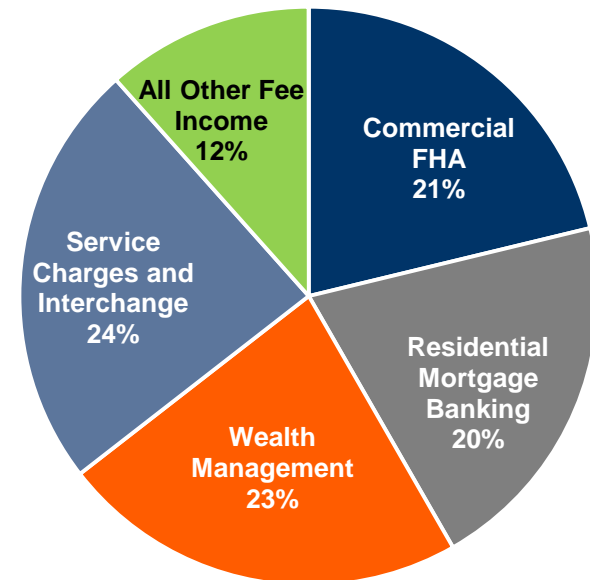
Fee Income Shifting to More Consistent Sources

- Wealth Management and core banking fees increasing as percentage of fee income
- Gain on sale income from commercial FHA and residential mortgage banking declining as a percentage of fee income

FY 2016 Fee Income Mix



Projected FY 2018 Fee Income Mix⁽¹⁾



(1) Pro forma reflecting pending acquisition of Alpine Bancorporation



Outlook

- **Accretive acquisitions continue to drive shareholder value**
- **Alpine transaction provides significant increase in scale and deeper presence in Illinois**
- **Recurring revenue of Wealth Management becoming larger percentage of revenue mix**
- **Expanded base of low-cost deposits**
- **Midland positioned to be a higher performing bank with more consistent earnings stream**



APPENDIX

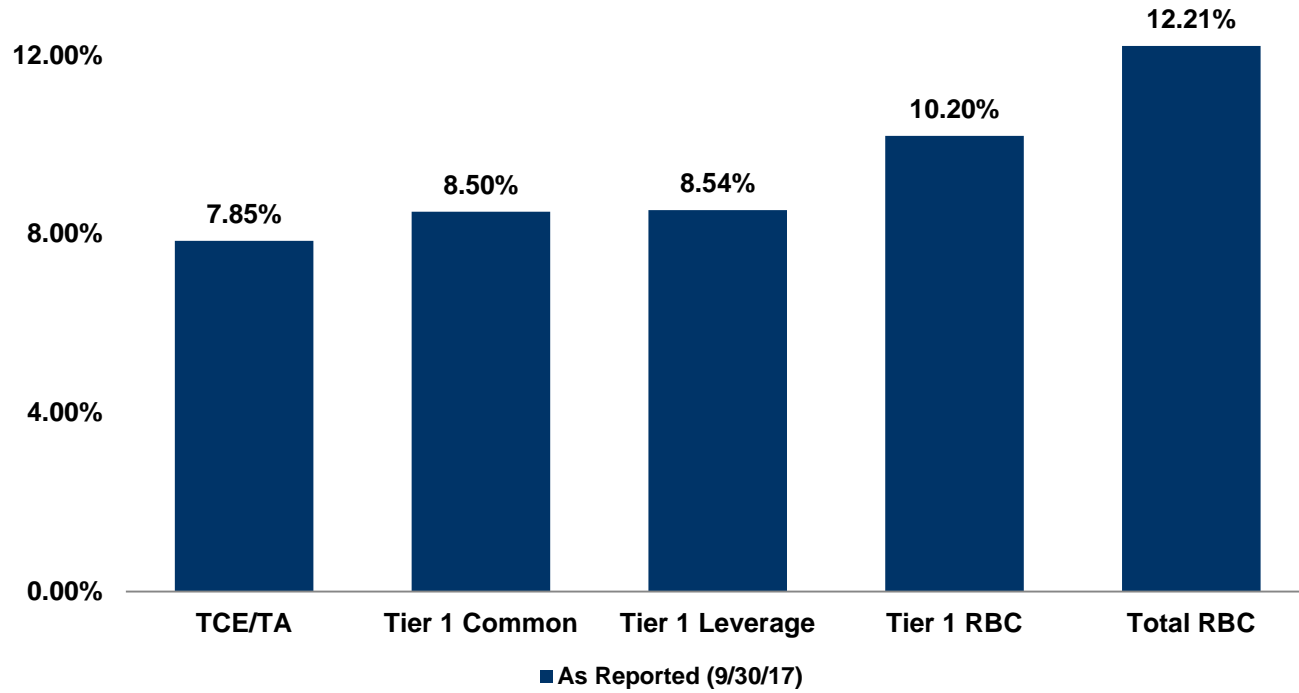


Appendix: Board of Director Profiles

Name:	Background:
John M. Schultz <i>Chairman of the Board</i>	<ul style="list-style-type: none"> Mr. Schultz serves as CEO of Agracel Inc, an industrial developer of facilities for manufacturing and high tech entities in small to midsized communities, and is the author of BoomtownUSA: The Keys to Big Success in Small Towns. He serves on the Board of Trustees of Monmouth College and the Board of Directors of Altorfer Inc.
Leon J. Holschbach <i>Vice Chairman of the Board President & CEO</i>	<ul style="list-style-type: none"> Mr. Holschbach is Vice Chairman, President & CEO of the Company and Vice Chairman and CEO of the Bank. Prior to joining MSBI, he held positions of Region Market President, Community Bank Group at AMCORE Bank, N.A., from 2000 to 2007; President and CEO of AMCORE Bank North Central N.A. from 1997 to 2000; and President of Citizen's State Bank in Wisconsin, from 1979 to 1997.
Deborah A. Golden <i>Comp Committee Chair</i>	<ul style="list-style-type: none"> Ms. Golden is Executive Vice President, General Counsel and Secretary of GATX Corporation, a global leader in railcar leasing. She previously held positions with Midwest Generation LLC, Office of the Governor of the State of Illinois, and various executive positions at Ameritech Corporation.
Jerry L. McDaniel	<ul style="list-style-type: none"> Mr. McDaniel is President of Superior Fuels, a wholesale supplier of petroleum products. He is also a principal in other businesses including real estate development and carwash operations. Mr. McDaniel also serves on the Southeastern Illinois Community Foundation.
Jeffery M. McDonnell	<ul style="list-style-type: none"> Mr. McDonnell is CEO of J&J Management Services, Inc., a private management company, and also serves on the boards of St. Louis public television station KETC, The Center for Emerging Technologies, and previously Love Savings Holding Company and Heartland Bank. He also serves on the investment advisory committees for the venture capital firms Oakwood Medical and Rivervest.
Dwight A. Miller	<ul style="list-style-type: none"> Mr. Miller is CEO and owner of Dash Management, a 12 unit McDonald's franchisee in Illinois, and he has served in a number of management positions with McDonald's Corp. He serves as President of the Greater Chicago Region-Regional Leadership Council, representing McDonald's franchisees, and currently serves on McDonald's National Leadership Committee. He is the past Chairman for the Champaign County Chamber of Commerce.
Richard T. Ramos <i>Audit Committee Chair</i>	<ul style="list-style-type: none"> Mr. Ramos is CFO and Board member for Maritz Holdings, based in St. Louis, which specializes in design and development of corporate incentive, reward and loyalty programs. Previously he served as CFO for Purcell Tire & Rubber, practiced corporate law in St. Louis and was a senior manager at KPMG. He is a CPA and member of the Missouri Bar.
Laurence A. Schiffer	<ul style="list-style-type: none"> Mr. Schiffer was Co-CEO and a principal owner of Love Savings Holding Company, and Chairman of Heartland Bank, prior to Midland's acquisition. He is also President and Co-CEO of Hallmark Investment and Chairman and CEO of Allegro Senior Living. Over the past four decades, Mr. Schiffer has directed the development, ownership, acquisition, and management of commercial real estate properties.
Robert F. Schultz	<ul style="list-style-type: none"> Mr. Schultz serves as Managing Partner of J.M. Schultz Investment, a family investment firm. Since 1996, he has served as Chairman of AKRA Builders, a national construction, design build and management firm. Prior to joining the Midland board he served on the boards of directors of Prime Banc Corp. and First National Bank of Dieterich.
Thomas D. Shaw	<ul style="list-style-type: none"> Mr. Shaw is the former CEO of Shaw Media, a media business formed in 1851, which currently has more than 60 print, online, and mobile publications as well as commercial printing and video services. He is a former board member of several entities, including Dixon National Bank since 1976, and following its acquisition by a larger bank in 1993, on that bank's regional board until 2001.
Jeffrey C. Smith <i>Gov. Committee Chair</i>	<ul style="list-style-type: none"> Mr. Smith is Chairman of the Bank. He serves as Principal/Managing Partner of Walters Golf Management, a golf club management company headquartered in St. Louis, Missouri, which also offers turn key management, construction management, acquisition, consulting, agronomics and remodeling services.



Capital Position

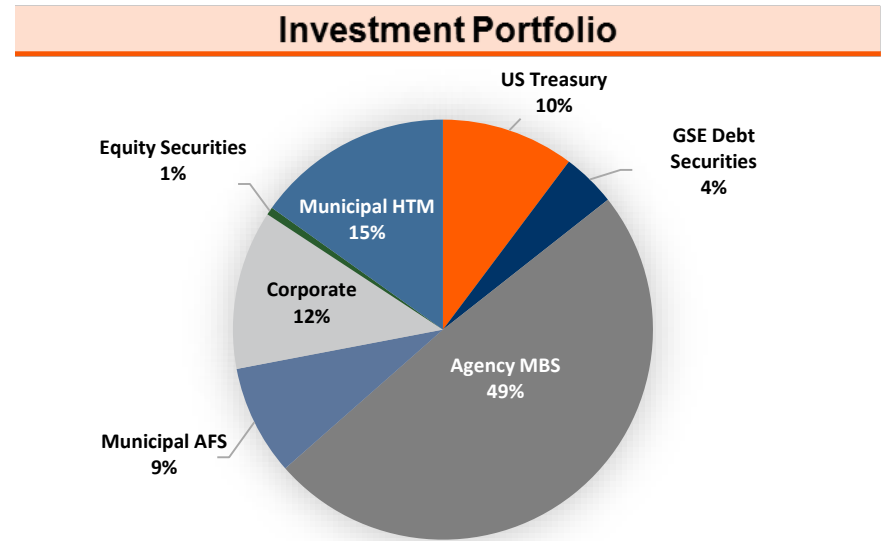


Appendix: Solid Reserve Coverage

(dollars in thousands)	As of December 31, 2015				As of December 31, 2016				As of September 30, 2017			
	Non-Purchased Credit-Impaired Loans	Purchased Credit-Impaired Loans	Total	% of the Allowance to Total Loans in the Respective Category	Non-Purchased Credit-Impaired Loans	Purchased Credit-Impaired Loans	Total	% of the Allowance to Total Loans in the Respective Category	Non-Purchased Credit-Impaired Loans	Purchased Credit-Impaired Loans	Total	% of the Allowance to Total Loans in the Respective Category
Loans:												
Commercial	\$ 6,542	\$ 375	\$ 6,917	1.38%	\$ 5,421	\$ 499	\$ 5,920	1.29%	\$ 4,202	\$ 488	\$ 4,690	0.91%
Commercial real estate	4,176	1,003	5,179	0.59%	2,993	232	3,225	0.33%	6,442	325	6,767	0.46%
Construction and land development	419	16	435	0.29%	345	-	345	0.19%	214	1	215	0.12%
Total commercial loans	\$ 11,137	\$ 1,394	\$ 12,531	0.82%	\$ 8,759	\$ 731	\$ 9,490	0.59%	\$ 10,858	\$ 814	\$ 11,672	0.54%
Residential real estate	1,626	494	2,120	1.30%	2,572	357	2,929	1.15%	2,383	480	2,863	0.64%
Consumer	742	7	749	0.46%	900	30	930	0.34%	1,117	152	1,269	0.37%
Lease financing	588	-	588	0.41%	1,513	-	1,513	0.79%	1,057	-	1,057	0.53%
Total allowance for loan losses	\$ 14,093	\$ 1,895	\$ 15,988	0.80%	\$ 13,744	\$ 1,118	\$ 14,862	0.64%	\$ 15,415	\$ 1,446	\$ 16,861	0.53%
Net charge-offs to average loans				0.39%				0.31%				0.07%

Appendix: Investments⁽¹⁾

- Midland continues to reposition the investment portfolio after the addition of Centrue's ARM portfolio to enhance portfolio flexibility and yield
- Effective duration of approximately 3.8 years as of 9/30/2017
- Portfolio weighted average yield of 3.12% as of 9/30/2017 reflects the addition and continuing impact of lower yielding Centrue ARMs



(dollars in thousands)	Book Value	% of Total Investment Securities	Weighted Average Yield
Investment Securities Available for Sale:			
US Treasury securities	\$ 47,907	10.3%	1.16%
Government sponsored entity debt securities	19,389	4.1%	2.32%
Agency mortgage-backed securities	229,854	49.1%	2.27%
State and municipal	39,716	8.5%	3.22%
Corporate securities	57,307	12.2%	4.61%
Equity securities	2,812	0.6%	2.22%
Total Securities Available for Sale	\$ 396,985	84.9%	2.56%
Investment Securities Held to Maturity:			
State and municipal	70,867	15.2%	6.21%
Total Investment Securities	\$ 467,852	100.0%	3.12%

(1) Financial data as of September 30, 2017



Appendix: Reconciliation of Net Interest Margin Excluding Accretion Income

	Year Ended December 31,				Nine Months Ended
	2013	2014	2015	2016	September 30, 2017
Reported yield on loans	5.33%	4.65%	5.21%	4.83%	4.84%
Effect of accretion income on acquired loans	<u>(0.50%)</u>	<u>(0.14%)</u>	<u>(0.73%)</u>	<u>(0.47%)</u>	<u>(0.30%)</u>
Yield on loans excluding accretion income	<u>4.83%</u>	<u>4.51%</u>	<u>4.48%</u>	<u>4.36%</u>	<u>4.54%</u>
Reported net interest margin	4.68%	4.21%	4.38%	3.92%	3.78%
Effect of accretion income on acquired loans	<u>(0.36%)</u>	<u>(0.10%)</u>	<u>(0.59%)</u>	<u>(0.38%)</u>	<u>(0.25%)</u>
Net interest margin excluding accretion income	<u>4.32%</u>	<u>4.11%</u>	<u>3.79%</u>	<u>3.54%</u>	<u>3.53%</u>

Appendix: Reconciliation of Adjusted Earnings/Profitability⁽¹⁾

	Year Ended December 31,				Nine Months
	2013	2014	2015	2016	Ended September 30, 2017
(dollars in thousands, except per share data)					
Adjusted Earnings					
Income before income taxes - GAAP	\$ 20,528	\$ 15,467	\$ 35,498	\$ 50,422	\$ 18,705
Adjustments to other income:					
Gain on sales of investment securities, net	321	77	193	14,702	220
Other than-temporary-impairment on investment securities	(190)	(190)	(461)	(824)	-
Gain on bargain purchase	2,154	-	-	-	-
FDIC settlement	-	1,709	-	-	-
FDIC loss-sharing expense	(1,149)	(3,491)	(566)	-	-
Amortization of FDIC indemnification asset, net	(2,705)	(954)	(397)	-	-
Reversal of contingent consideration accrual	-	-	-	350	-
Gain (loss) on sale of other assets	-	2,972	12	-	(104)
Total adjusted other income	(1,569)	123	(1,219)	14,228	116
Adjustments to other expense:					
Foundation contribution	-	900	-	-	-
Expenses associated with payoff of subordinated debt	-	-	-	511	-
Net expense from FDIC loss share termination agreement	-	-	-	351	-
Branch network optimization plan charges	-	-	-	2,099	1,581
Loss on mortgage servicing rights held for sale	-	-	-	-	3,617
Integration and acquisition expenses	2,727	6,229	6,101	2,343	15,423
Total adjusted other expense	2,727	7,129	6,101	5,304	20,621
Adjusted earnings pre tax	24,824	22,473	42,818	41,498	39,210
Adjusted earnings tax	7,283	6,758	13,625	14,055	11,133
Adjusted earnings	<u>\$ 17,541</u>	<u>\$ 15,715</u>	<u>\$ 29,193</u>	<u>\$ 27,443</u>	<u>\$ 28,077</u>
Preferred stock dividends	4,718	7,601	-	-	46
Preferred stock dividends paid upon early conversion ⁽¹⁾	-	(3,346)	-	-	-
Adjusted earnings available to common shareholders	<u>\$ 12,823</u>	<u>\$ 11,460</u>	<u>\$ 29,193</u>	<u>\$ 27,443</u>	<u>\$ 28,031</u>
Adjusted Diluted EPS	\$ 2.08	\$ 1.74	\$ 2.39	\$ 1.89	\$ 1.57
Weighted average diluted common shares outstanding	8,379,455	7,528,641	12,112,403	14,428,839	17,797,235
Average Assets	\$ 1,630,565	\$ 1,753,286	\$ 2,768,879	\$ 3,075,134	\$ 3,785,041
Adjusted Return on Average Assets	1.08%	0.90%	1.05%	0.89%	0.99%
Average Tangible Common Equity	\$ 65,083	\$ 98,546	\$ 172,064	\$ 234,898	\$ 299,174
Adjusted Return on Average Tangible Common Equity	19.70%	11.63%	16.97%	11.68%	12.53%

Notes:
(1) Represents preferred stock dividends paid through applicable call dates with respect to the early conversion of Series D, E and F preferred shares, which the holders agreed to convert into common shares on December 31, 2014.

