Investor Presentation

Tri-County Financial Group, Inc. Merger

August 10, 2026

HBT Financial

Special Note Concerning Forward-Looking Statements

Certain statements in this presentation, including any statements regarding the expected timetable for completion of the proposed transaction, the results, effects and benefits of the proposed transaction, future opportunities and any other statements regarding future expectations, beliefs, plans, objectives, financial statements regarding future expectations, beliefs, plans, objectives, financial conditions, assumptions or future events or performance that are not historical facts are “forward-looking” statements based on assumptions currently believed to be valid. The words “anticipate,” “believe,” “expect,” “if,” “estimate,” “will,” “potential,” and similar expressions or other words of similar meaning, and the negatives thereof, are intended to identify forward-looking statements. Specific forward-looking statements include statements regarding the completion of the proposed transaction and the anticipated growth opportunities from the proposed transaction. The forward-looking statements are intended to be subject to the safe harbor provided by Section 27A of the Securities Act of 1933, Section 21E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995.

These forward-looking statements involve significant risks and uncertainties that could cause actual results to differ materially from those anticipated, including, but not limited to, the possibility that stockholders of Tri-County Financial Group, Inc. ("TYFG") may not approve the merger agreement; the risk that a condition to closing of the proposed transaction may not be satisfied, that either party may terminate the merger agreement or that the closing of the proposed transaction might be delayed or not occur at all; potential adverse reactions or changes to business or employee relationships, including those resulting from the announcement or completion of the transaction; the diversion of management time on transaction-related issues; the ultimate timing, outcome and results of integrating the operations of TYFG into those of HBT; the effects of the merger in HBT’s future financial condition, results of operations, strategy and plans; and regulatory approvals of the transaction.

Additional factors that could cause results to differ materially from those described above can be found in HBT’s Annual Report on Form 10-K for the year ended December 31, 2025 and in its subsequently filed Quarterly Reports on Form 10-Q, and in other documents HBT files with the Securities and Exchange Commission (“SEC”), each of which is on file with the SEC and available from HBT’s website at https://ir.hbtfinancial.com.

All forward-looking statements speak only as of the date they are made and are based on information available at that time. Neither HBT nor TYFG assumes any obligation to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements were made or to reflect the occurrence of unanticipated events except as required by federal securities laws. As forward-looking statements involve significant risks and uncertainties, caution should be exercised against placing undue reliance on such statements.

Important Information and Where to Find it

In connection with the proposed transaction, HBT will file materials with the SEC, including a Registration Statement on Form S-4 of HBT that will include a proxy statement of TYFG and a prospectus of HBT. After the Registration Statement is declared effective by the SEC, HBT and TYFG intend to mail a definitive proxy statement/prospectus to the stockholders of TYFG. This presentation is not a substitute for the proxy statement/prospectus or the Registration Statement or for any other document that HBT may file with the SEC and send to TYFG's stockholders in connection with the proposed transaction. TYFG'S STOCKHOLDERS ARE URGED TO CAREFULLY AND THOROUGHLY READ THE PROXY STATEMENT/PROSPECTUS AND THE REGISTRATION STATEMENT, AS MAY BE AMENDED OR SUPPLEMENTED FROM TIME TO TIME, AND OTHER RELEVANT DOCUMENTS FILED BY HBT WITH THE SEC, WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION ABOUT HBT, TYFG, THE PROPOSED TRANSACTION, THE RISKS RELATED THERETO AND RELATED MATTERS.

Investors will be able to obtain free copies of the Registration Statement and proxy statement/prospectus, as each may be amended from time to time, and other relevant documents filed by HBT with the SEC (when they become available) through the website maintained by the SEC at www.sec.gov. Copies of documents filed with the SEC by HBT will be available free of charge from HBT's website at https://ir.hbtfinancial.com or by contacting HBT's Investor Relations Department at HBTIR@hbtbank.com.

Participants in the Proxy Solicitation

HBT, TYFG and their respective directors and certain of their executive officers and other members of management and employees may be deemed, under SEC rules, to be participants in the solicitation of proxies from TYFG's stockholders in connection with the proposed transaction. Information regarding the executive officers and directors of HBT is included in its definitive proxy statement for its 2026 annual meeting filed with the SEC on April 8, 2026. Information regarding the executive officers and directors of TYFG and additional information regarding the persons who may be deemed participants and their direct and indirect interests, by security holdings or otherwise, will be set forth in the Registration Statement and proxy statement/prospectus and other materials when they are filed with the SEC in connection with the proposed transaction. Free copies of these documents may be obtained as described in the paragraphs above.

No Offer or Solicitation

Communications in this presentation do not constitute an offer to sell or the solicitation of an offer to subscribe for or buy any securities or a solicitation of any vote or approval with respect to the proposed transaction or otherwise, nor shall there be any sale, issuance or transfer of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction.

Transaction Highlights

Financially Attractive

- EPS accretion of 11.1% in first full-year with cost savings
- TBV dilution of 2.4% at closing with an earnback of less than 1 year using the crossover method
- Creates significant value for both HBT and TYFG stockholders

Strategically Compelling

- Expanded operating scale with a pro forma asset base of approximately $8.3 billion
- Strong cultural alignment anchored in a shared relationship-based banking model and deep community commitment
- Complements recent acquisition of CNBN completed in March by combining with another community-focused partner and continuing HBT’s disciplined growth strategy
- High-quality, low-cost core deposit base further enhances quality of HBT’s strong overall funding profile
- First State Mortgage Services, LLC to be divested or will cease operations prior to transaction closing, consistent with HBT’s strategic objectives
- TYFG Chairman Tom Prescott expected to join both the HBT Financial, Inc. Board of Directors and Heartland Bank and Trust Company Board of Directors post-closing, subject to HBT’s corporate governance procedures
- TYFG President & CEO Kirk Ross will join Heartland Bank and Trust Company as a senior management officer

Low Risk Transaction

- Partners two highly compatible franchises with deep roots in north-central Illinois
- Similar conservative credit cultures and diversified loan portfolios
- Strong pro forma capital ratios
- HBT completed a rigorous due diligence process with 70% of total outstanding commitments and 80% of outstanding commitments (excluding the 1-4 Family category) reviewed and is an experienced acquirer with a proven track record of successful integration

Transaction Summary

Buyer	▪ HBT Financial, Inc. (NASDAQ: HBT) ▪ Bloomington, IL
Seller	▪ Tri-County Financial Group, Inc. (OTC: TYFG) ▪ Mendota, IL
Consideration	▪ Stockholder election (subject to proration) of either 2.4589 common shares of HBT (fixed exchange ratio) or $71.01 of cash, or a mix thereof, for each common share of Tri-County Financial Group, Inc. ▪ Approximately $59.9 million in aggregate cash consideration (fixed) with remainder in HBT common shares (totaling approximately 3.8 million HBT common shares)
Transaction Value[1]	▪ $204.6 million in aggregate[2]
Valuation Multiples[1]	▪ 131% of Tangible Book Value ▪ 11.6x LTM Earnings (excluding First State Mortgage Services, LLC) ▪ 7.4x 2027E Earnings + Fully Phased-In Cost Savings (excluding First State Mortgage Services, LLC) ▪ 4.9% Premium on core deposits[3] ▪ Pay-to-Trade ratio of 63%[4]
Pro Forma Ownership	▪ ~91% HBT / ~9% TYFG
Expected Closing	▪ Expected closing and core conversion in Q1 2027, subject to regulatory and TYFG stockholder approval

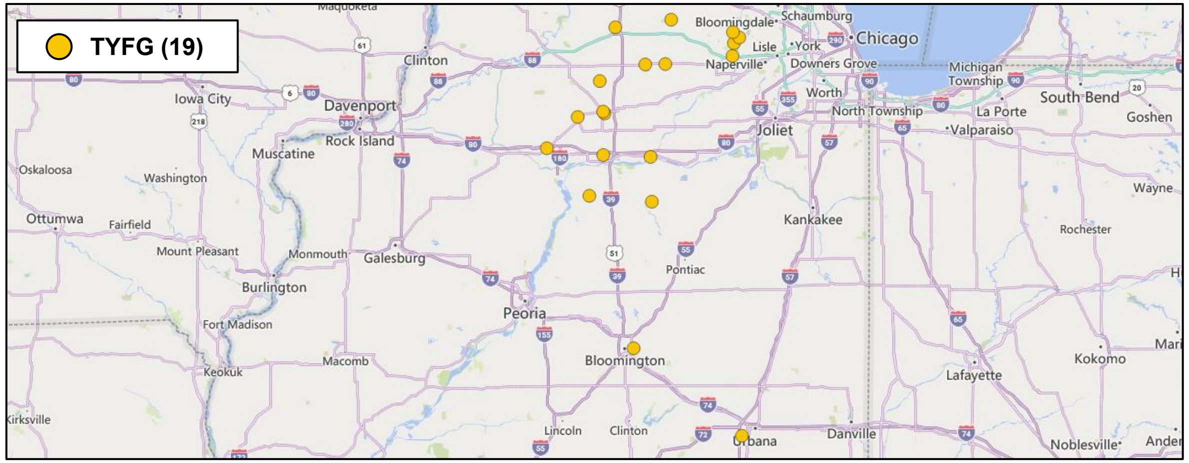
1) Transaction value and valuation multiples are based on HBT's closing stock price of $36.35 on August 7, 2026 and TYFG's June 30, 2026 company reports; Transaction multiples are inclusive of option consideration
2) Based on TYFG's 2,388,748 common shares outstanding; 136,935 options outstanding with a weighted average strike price of $41.01 are cashed out at closing
3) Core deposits exclude time deposits over $100 thousand and brokered deposits
4) Pay-to-Trade defined as the transaction TBV multiple divided by HBT's standalone TBV multiple

Overview of Tri-County Financial Group, Inc.

FIRST STATE BANK

- First State Bank, the bank subsidiary for TYFG, has been a locally owned bank committed to providing value-added offerings since 1940
- TYFG operates through 19 branches in central and northern Illinois
- Profitable bank with MRQ ROAA and ROAE of 1.05% and 10.1%, respectively [1]
- Diverse loan-base with 20% commercial (including C&I and owner-occupied CRE), 30% commercial real estate (including nonowner-occupied CRE, construction and land development, and multi-family), 32% 1-4 family, and 18% agriculture and farmland [1]
- Stable deposit base reflects strong community ties and loyalty of rural customers
- Solid financial foundation with a highly efficient balance sheet and clear opportunities for continued growth

Branch Footprint

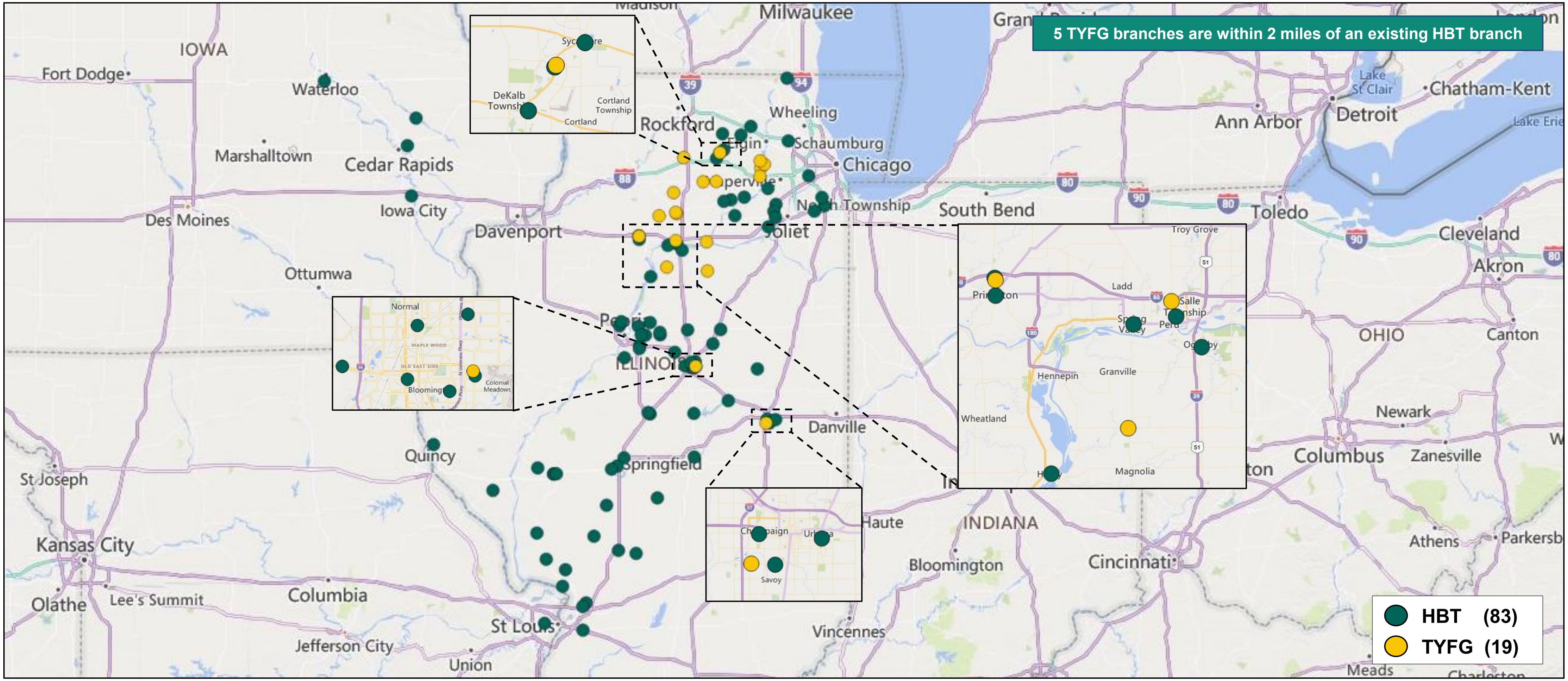


Financial Highlights[1]

$1.6bn Assets	**$1.3bn** Loans	**$1.3bn** Deposits
1.05% MRQ ROAA	**3.79%** MRQ NIM	**0.46%** NPLs / Loans

1) Data per June 30, 2026 company earnings release and S&P Capital IQ Pro

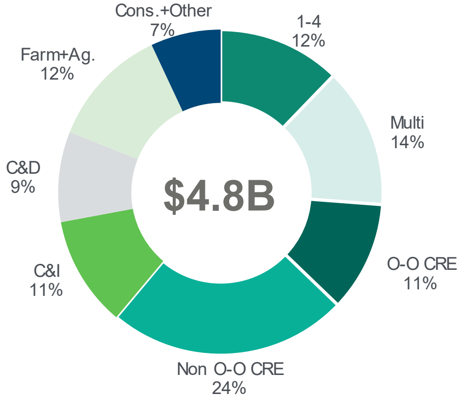
Pro Forma Franchise Map



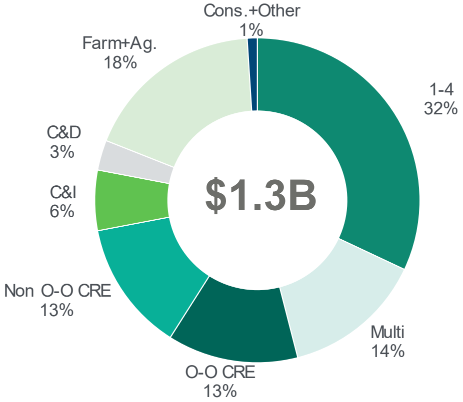
Pro Forma Loan & Deposit Mix

HBT Financial | FIRST STATE BANK | MRQ Pro Forma[1]

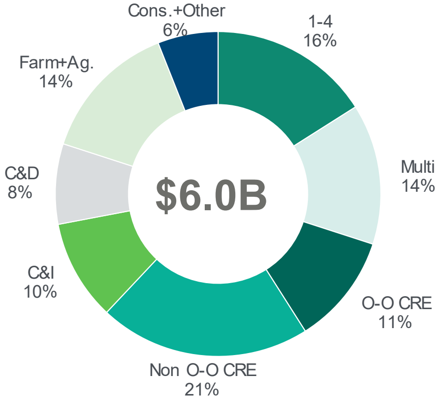
Loan Composition



Yield on Loans: 6.38%

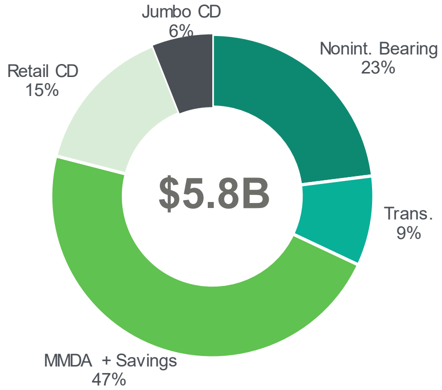


Yield on Loans: 6.07%

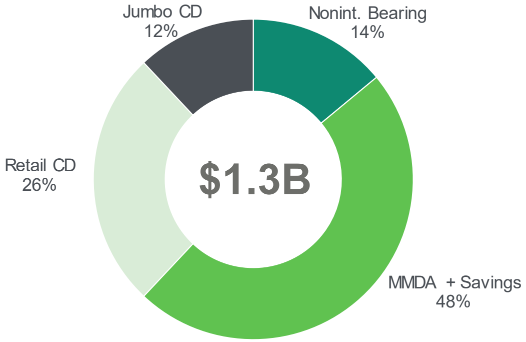


Yield on Loans: 6.30%

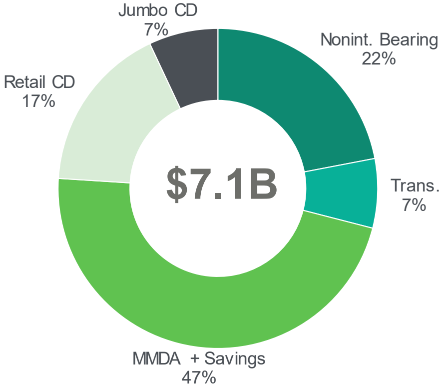
Deposit Composition



Cost of Deposits: 1.20%



Cost of Deposits: 1.95%



Cost of Deposits: 1.34%

1) Excludes purchase accounting adjustments

Note: Loan and deposit composition per June 30, 2026 bank-level regulatory filings; HBT loan yield and cost of deposits per June 30, 2026 earnings release; TYFG loan yield and cost of deposits shown bank-level per S&P Capital IQ Pro as of June 30, 2026

Financial Impact

Key Assumptions	▪ Anticipated cost savings of 34% of TYFG's noninterest expense base (excluding First State Mortgage Services, LLC) ▪ 80% phased-in during 2027, 100% thereafter ▪ $19.0 million in estimated pre-tax transaction expenses, fully realized in pro forma tangible book value estimate at closing ▪ Loan credit mark of 1.31% gross loans at closing, or $16.9 million (no CECL "double-count") ▪ Interest rate mark on loans of 1.77% estimated gross loans at closing, or $22.8 million (accreted over the remaining life of respective loans) ▪ TYFG pre-tax loss on AFS securities of $12.1 million; assumes reinvestment at 5.15% ▪ Core deposit intangible of 2.50%, amortized over 10 years SYD ▪ Additional write-down on fixed assets $9.0 million and mark-up on mortgage servicing rights of $4.0 million
EPS Impact	▪ 2027 estimated accretion of 12.0% ▪ 2028 estimated accretion of 11.1%
TBV Impact	▪ 2.4% TBV dilution at closing ▪ Less than 1 year TBV earnback period using the crossover method
Pro Forma Capital at Closing	▪ 9.0% tangible common equity / tangible assets ▪ 11.8% common equity tier 1 ratio ▪ 14.8% total risk-based capital ratio ▪ 9.5% tier 1 leverage ratio

Track record of successfully integrating acquisitions

2007
BankPlus
Morton, IL
$231mm deposits

2010
Bank of Illinois
Normal, IL
FDIC-assisted $176mm deposits

2011
Western Springs National Bank
Western Springs, IL
FDIC-assisted
$184mm deposits

Bank of Shorewood
Shorewood, IL
FDIC-assisted
$105mm deposits

2012
Farmer City State Bank
Farmer City, IL
$70mm deposits

Citizens First National Bank
Princeton, IL
FDIC-assisted
$808mm deposits

2015
National Bancorp, Inc. (American Midwest Bank)
Schaumburg, IL
$447mm deposits

2018
Lincoln S.B. Corp (State Bank of Lincoln)[1]
Lincoln, IL
$357mm deposits

2021
NXT Bancorporation, Inc. (NXT Bank)
Central City, IA
$182mm deposits

2023
Town and Country Financial Corporation (Town and Country Bank)
Springfield, IL
$720mm deposits

2026
CNB Bank Shares, Inc. (CNB Bank & Trust, N.A.)
Carlinville, IL
$1.5bn deposits

2026
Announced
Tri-County Financial Group, Inc. (First State Bank)
Mendota, IL
$1.3bn deposits[2]

1) Although the Lincoln Acquisition is identified as an acquisition in the above table, the transaction was accounted for as a change of reporting entity due to its common control with Company.
2) Data as of June 30, 2026 company earnings release

HBT Financial