

# HBT Financial, Inc.

October 21, 2024

## Q3 2024 Results Presentation



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## **Forward-Looking Statements**

Readers should note that in addition to the historical information contained herein, this presentation contains, and future oral and written statements of HBT Financial, Inc. (the "Company" or "HBT Financial" or "HBT") and its management may contain, "forward-looking statements" within the meanings of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. 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," "continue," or "should," or similar terminology. Any forward-looking statements presented herein are made only as of the date of this presentation, and the Company does not undertake any obligation to update or revise any forward-looking statements to reflect changes in assumptions, the occurrence of unanticipated events, or otherwise.

Factors that could cause actual results to differ materially from these forward-looking statements include, but are not limited to: (i) the strength of the local, state, national and international economies (including effects of inflationary pressures and supply chain constraints); (ii) the economic impact of any future terrorist threats and attacks, widespread disease or pandemics, acts of war or other threats thereof (including the Israeli-Palestinian conflict and the Russian invasion of Ukraine), or other adverse external events that could cause economic deterioration or instability in credit markets, and the response of the local, state and national governments to any such adverse external events; (iii) changes in accounting policies and practices, as may be adopted by state and federal regulatory agencies, the Financial Accounting Standards Board or the Public Company Accounting Oversight Board; (iv) changes in state and federal laws, regulations and governmental policies concerning the Company's general business and any changes in response to the failures of other banks or as a result of the upcoming 2024 presidential election; (v) changes in interest rates and prepayment rates of the Company's assets; (vi) increased competition in the financial services sector, including from non-bank competitors such as credit unions and "fintech" companies, and the inability to attract new customers; (vii) changes in technology and the ability to develop and maintain secure and reliable electronic systems; (viii) unexpected results of acquisitions, which may include failure to realize the anticipated benefits of acquisitions and the possibility that transaction costs may be greater than anticipated; (ix) the loss of key executives or employees; (x) changes in consumer spending; (xi) unexpected outcomes of existing or new litigation involving the Company; (xii) the economic impact of exceptional weather occurrences such as tornadoes, floods and blizzards; (xiii) fluctuations in the value of securities held in our securities portfolio; (xiv) concentrations within our loan portfolio (including commercial real estate loans), large loans to certain borrowers, and large deposits from certain clients; (xv) the concentration of large deposits from certain clients who have balances above current FDIC insurance limits and may withdraw deposits to diversify their exposure; (xvi) the level of non-performing assets on our balance sheets; (xvii) interruptions involving our information technology and communications systems or third-party servicers; (xviii) breaches or failures of our information security controls or cybersecurity-related incidents, and (xix) the ability of the Company to manage the risks associated with the foregoing as well as anticipated. Readers should note that the forward-looking statements included in this presentation 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. Additional information concerning the Company and its business, including additional factors that could materially affect the Company's financial results, is included in the Company's filings with the Securities and Exchange Commission.

## **Non-GAAP Financial Measures**

This presentation includes certain non-GAAP financial measures. While the Company believes these are useful measures for investors, they are not presented in accordance with GAAP. You should not consider non-GAAP measures in isolation or as a substitute for the most directly comparable or other financial measures calculated in accordance with GAAP. Because not all companies use identical calculations, the presentation herein of non-GAAP financial measures may not be comparable to other similarly titled measures of other companies. Tax-equivalent adjustments assume a federal tax rate of 21% and state tax rate of 9.5%. For a reconciliation of the non-GAAP measures we use to the most closely comparable GAAP measures, see the Appendix to this presentation.

# Q3 2024 Highlights

## Strong profitability and tangible book value growth

- Net income of \$18.2 million, or \$0.57 per diluted share; return on average assets (ROAA) of 1.44% and return on average tangible common equity (ROATCE)<sup>1</sup> of 16.25%
- Adjusted net income<sup>1</sup> of \$19.2 million, or \$0.61 per diluted share; adjusted ROAA<sup>1</sup> of 1.53% and adjusted ROATCE<sup>1</sup> of 17.20%
- Tangible book value per share<sup>1</sup> increased 6.7% from June 30, 2024 and 23.3% from September 30, 2023

## Net interest margin expansion supported by low cost deposit base

- Strong net interest margin of 3.98% and a net interest margin (tax-equivalent basis)<sup>1</sup> of 4.03%, each up 3 basis points compared to Q2 2024
- Cost of funds increased 5 basis points to 1.47% and total cost of deposits increased 4 basis points to 1.35% while yield on average earning assets increased by 7 basis points to 5.35%

## Excellent asset quality

- Excellent asset quality with nonperforming assets representing only 0.17% of total assets and net charge-offs representing only 0.07% of average loans on an annualized basis
- Limited exposure to higher risk categories, such as office CRE, which represents only 5% of total loan portfolio and is performing well

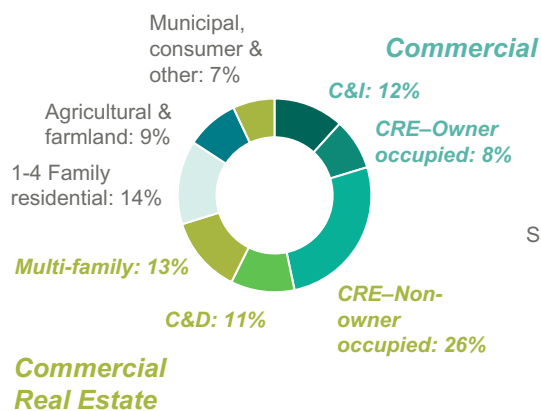
Note: Financial data as of and for the three months ended September 30, 2024 unless otherwise indicated; <sup>1</sup> See "Non-GAAP reconciliations" in the Appendix for reconciliation of non-GAAP financial measures to their most closely comparable GAAP financial measures

# Company Snapshot

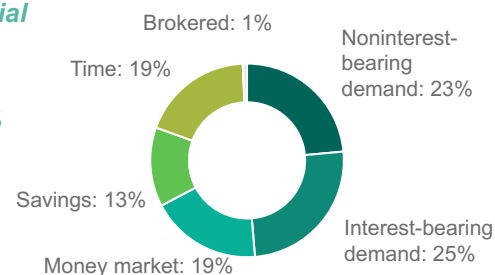
## Overview

- ✓ Company incorporated in 1982 from base of family-owned banks and completed its IPO in October 2019
- ✓ Headquartered in Bloomington, Illinois, with operations throughout Illinois and eastern Iowa
- ✓ Strong, granular, and low-cost deposit franchise with 1.35% cost of deposits, 94.3% core deposits<sup>1</sup>
- ✓ Conservative credit culture, with net charge-offs to average loans of 0.01% for the year ended December 31, 2023 and net charge-offs to average loans of 0.04%\* for the nine months ended September 30, 2024
- ✓ High profitability sustained through economic cycles

## Loan Composition



## Deposit Composition



## Financial Highlights (\$mm)

As of or for the period ended		2021	2022	2023	3Q24 YTD
<b>Balance Sheet</b>	Total assets	\$4,314	\$4,287	\$5,073	\$4,991
	Total loans	2,500	2,620	3,404	3,370
	Total deposits	3,738	3,587	4,401	4,281
	Core deposits (%) <sup>1</sup>	98.3 %	99.2 %	93.8 %	94.3 %
	Loans-to-deposits	66.9 %	73.0 %	77.3 %	78.7 %
	CET1 (%)	13.4 %	13.1 %	12.1 %	13.2 %
	TCE / TA <sup>1</sup>	8.9 %	8.1 %	8.2 %	9.3 %
<b>Key Performance Indicators</b>	Adjusted ROAA <sup>1</sup>	1.43 %	1.31 %	1.59 %	1.48 %*
	Adjusted ROATCE <sup>1</sup>	16.1 %	15.8 %	20.9 %	17.3 %*
	NIM (FTE) <sup>1</sup>	3.23 %	3.60 %	4.15 %	4.01 %*
	Yield on loans	4.68 %	4.91 %	6.04 %	6.38 %*
	Cost of deposits	0.07 %	0.07 %	0.60 %	1.31 %*
	Cost of funds	0.16 %	0.19 %	0.86 %	1.42 %*
	Efficiency ratio (FTE) <sup>1</sup>	55.8 %	56.9 %	55.8 %	54.4 %
<b>Credit</b>	NCOs / loans	(0.01)%	(0.08)%	0.01 %	0.04 %*
	ACL / loans	0.96 %	0.97 %	1.18 %	1.22 %
	NPLs / loans	0.11 %	0.08 %	0.23 %	0.24 %
	NPAs / assets	0.14 %	0.12 %	0.17 %	0.17 %

Note: Financial data as of and for the three months ended September 30, 2024 unless otherwise indicated; \* Annualized measure; FTE: Fully tax equivalent; <sup>1</sup> Non-GAAP financial measure. See "Non-GAAP Reconciliations" in the Appendix for reconciliation of non-GAAP financial measures to their most closely comparable GAAP financial measures.

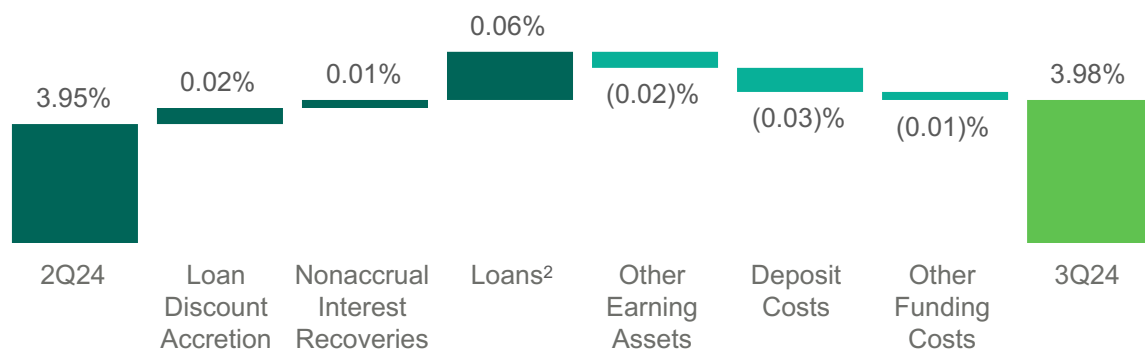
# Earnings Overview

(\$000)	Prior Quarter			Current Quarter		
	2Q24	Non-GAAP Adj. <sup>1</sup>	Adjusted 2Q24 <sup>1</sup>	3Q24	Non-GAAP Adj. <sup>1</sup>	Adjusted 3Q24 <sup>1</sup>
Interest and dividend income	\$62,824	\$—	\$62,824	\$64,117	\$—	\$64,117
Interest expense	15,796	—	15,796	16,384	—	16,384
Net interest income	47,028	—	47,028	47,733	—	47,733
Provision for credit losses	1,176	—	1,176	603	—	603
Net interest income after provision for credit losses	45,852	—	45,852	47,130	—	47,130
Noninterest income	9,610	97	9,707	8,705	1,488	10,193
Noninterest expense	30,509	—	30,509	31,322	—	31,322
Income before income tax expense	24,953	97	25,050	24,513	1,488	26,001
Income tax expense	6,883	28	6,911	6,333	424	6,757
<b>Net income</b>	<b>\$18,070</b>	<b>\$69</b>	<b>\$18,139</b>	<b>\$18,180</b>	<b>\$1,064</b>	<b>\$19,244</b>

## Highlights Relative to Previous Quarter

- Net interest income increased from the second quarter of 2024 with improved loan yields mostly offset by an increase in funding costs
- Net interest margin increased 3 basis points to 3.98%.
- Provision for credit losses primarily reflects changes in economic forecasts which were partially offset by decreased loan balances and a decrease in specific reserves
- Excluding the mortgage servicing rights fair value adjustments, noninterest income increased by \$0.5 million, primarily due to a \$0.2 million increase in service charge income and a \$0.2 million increase in other noninterest income, primarily attributable to swap fee income
- Noninterest expense increased by \$0.8 million, primarily attributable to a \$0.5 million increase in occupancy expense, driven in part by a seasonal increase in planned building maintenance expenses, and a \$0.4 million increase in marketing and customer relations expense

## 3Q24 NIM Analysis\*



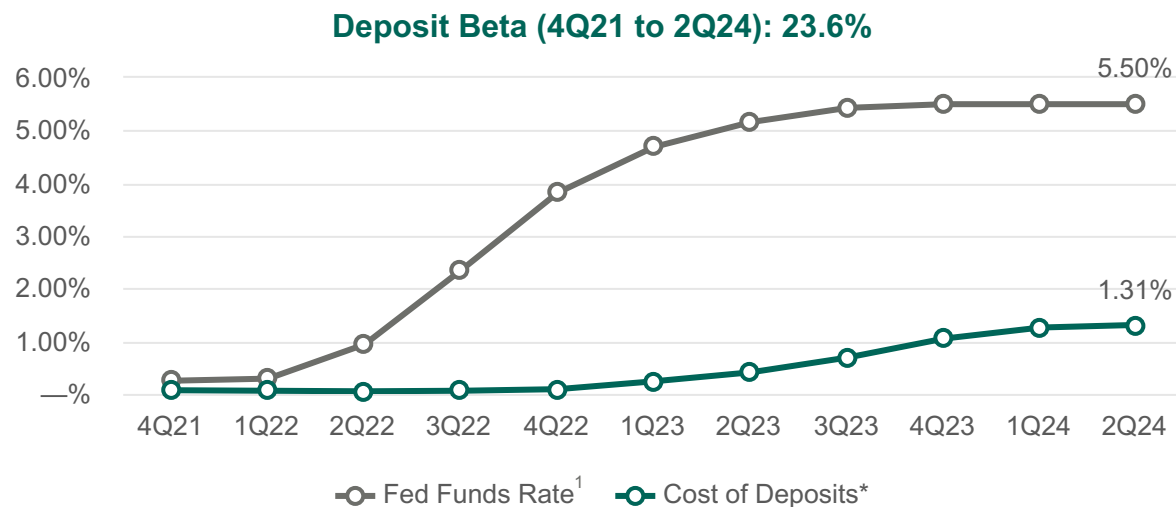
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# Deposit Overview

## Deposit Base Highlights

- Highly granular deposit base with balances largely stable during the third quarter of 2024 while the spot interest rate for total deposits at September 30, 2024 was 3 basis points lower than total deposit interest costs during the third quarter of 2024
- Top 100 depositors, by balance, make up 15% of our deposit base, and the top 200 depositors make up 19% as of September 30, 2024
- Excluding brokered deposits, account balances consist of 68% retail, 21% business, and 11% public funds as of September 30, 2024
- Uninsured and uncollateralized deposits estimated to be \$580 million, or 14% of total deposits, as of September 30, 2024

	Interest Costs* 3Q24	Spot Interest Rates <sup>2</sup> As of 9/30/24
Interest-bearing demand	0.52 %	0.49 %
Money market	2.35 %	2.22 %
Savings	0.27 %	0.28 %
Time	3.81 %	3.79 %
Brokered	5.54 %	5.54 %
<b>Total interest-bearing deposits</b>	<b>1.77 %</b>	<b>1.73 %</b>
<b>Total deposits</b>	<b>1.35 %</b>	<b>1.32 %</b>



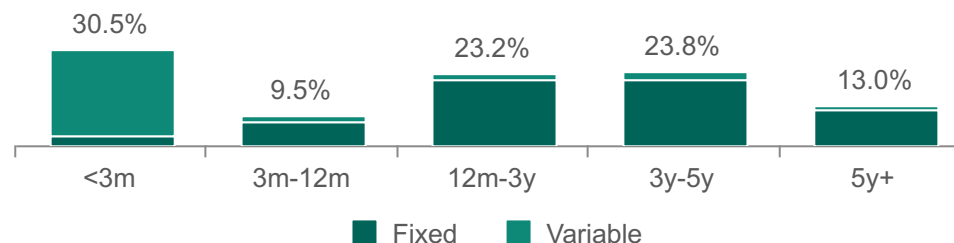
Source: St. Louis FRED

\* Annualized measure; <sup>1</sup> Represents quarterly average of federal funds target rate upper limit; <sup>2</sup> Weighted average spot interest rates do not include impact of purchase accounting adjustment amortization

# Net Interest Margin

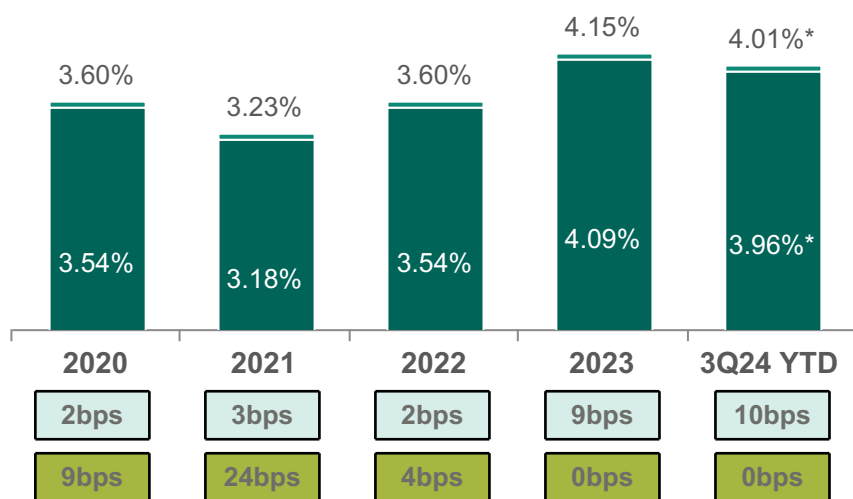
- Third quarter 2024 net interest margin and net interest margin (tax-equivalent basis)<sup>1</sup> increased 3 basis point from the prior quarter
- 40% of the loan portfolio matures or reprices within the next 12 months
- Loan mix is 65% fixed rate and 35% variable rate, with 69% of variable rate loans having floors

## Percentage of Loans Maturing or Repricing



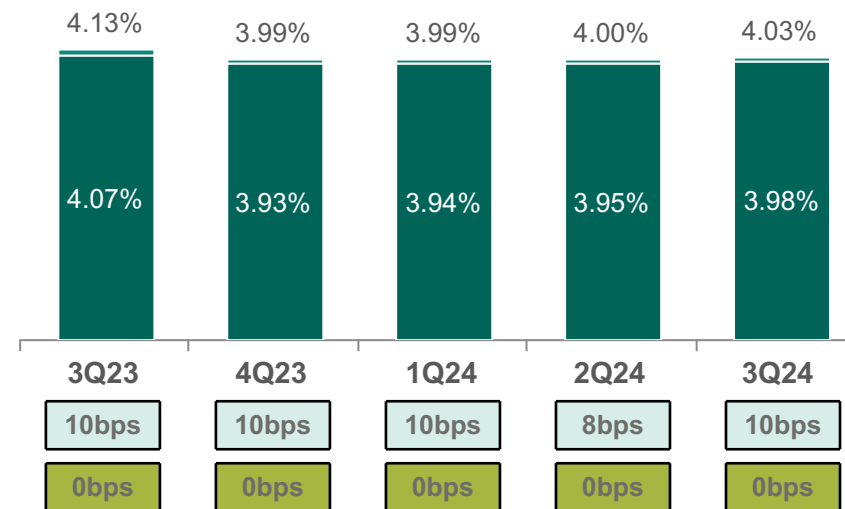
## Annual

- FTE NIM<sup>1</sup>
- GAAP NIM
- Accretion of acquired loan discounts contribution to NIM
- PPP loan fees contribution to NIM



## Quarterly

- FTE NIM<sup>1</sup>
- GAAP NIM\*
- Accretion of acquired loan discounts contribution to NIM\*
- PPP loan fees contribution to NIM\*



Note: Financial data as of and for the three months ended September 30, 2024 unless otherwise indicated; \* Annualized measure; <sup>1</sup> Tax-equivalent basis metric; see "Non-GAAP reconciliations" in the Appendix for reconciliation of non-GAAP financial measures to their most closely comparable GAAP financial measures

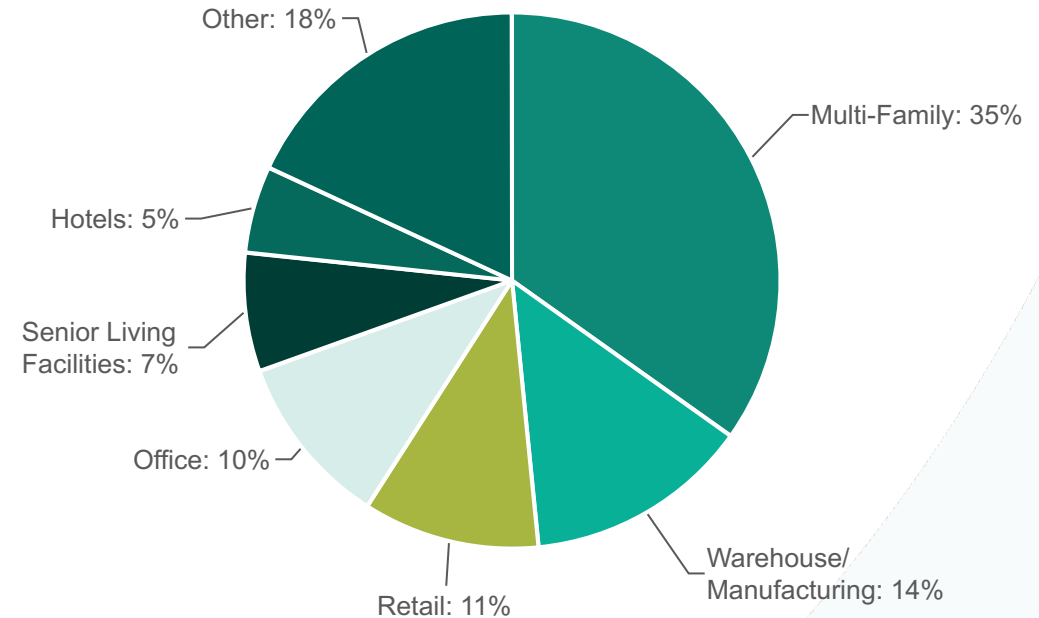
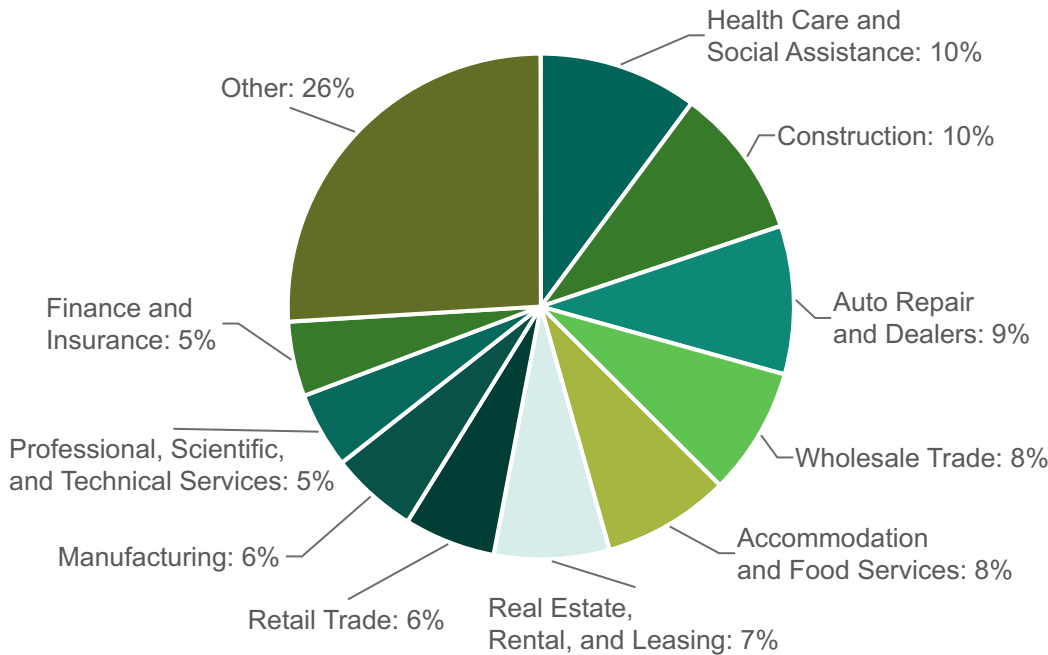
# Loan Portfolio Overview: Commercial and Commercial Real Estate

## Commercial Loan Portfolio

- \$396 million C&I loans outstanding as of September 30, 2024
  - For working capital, asset acquisition, and other business purposes
  - Underwritten primarily based on borrower’s cash flow and majority further supported by collateral and personal guarantees; loans based primarily in-market<sup>1</sup>
- \$289 million owner-occupied CRE outstanding as of September 30, 2024
  - Primarily underwritten based on cash flow of the business occupying the property and supported by personal guarantees; loans based primarily in-market<sup>1</sup>

## Commercial Real Estate Portfolio

- \$1.68 billion portfolio as of September 30, 2024
  - \$889 million in non-owner occupied CRE primarily supported by rental cash flow of the underlying properties
  - \$359 million in construction and land development loans primarily to developers for properties to sell upon completion or for long-term investment
  - \$433 million in multi-family loans secured by 5+ unit apartment buildings
- Office CRE exposure characterized by solid credit metrics as of September 30, 2024 with 2.8% rated substandard and none past due 30 days or more



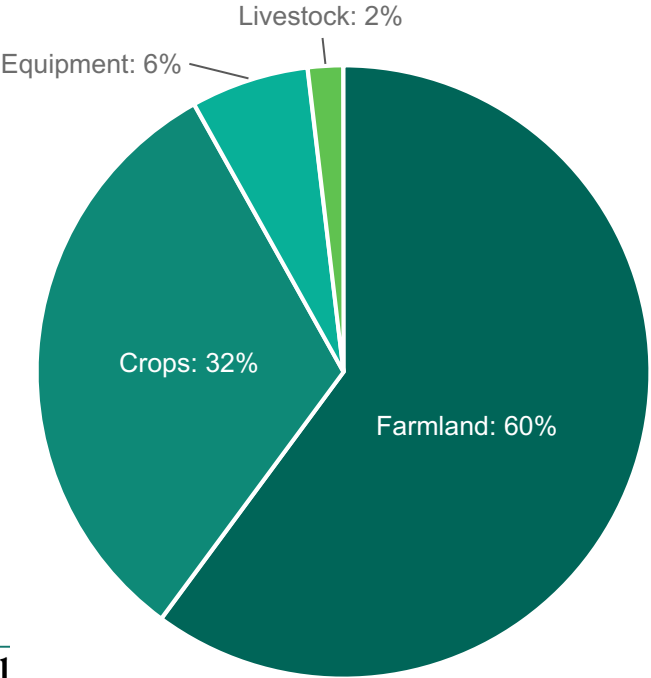
<sup>1</sup> Market area defined as within 60 miles of a branch



# Loan Portfolio Overview: Selected Portfolios

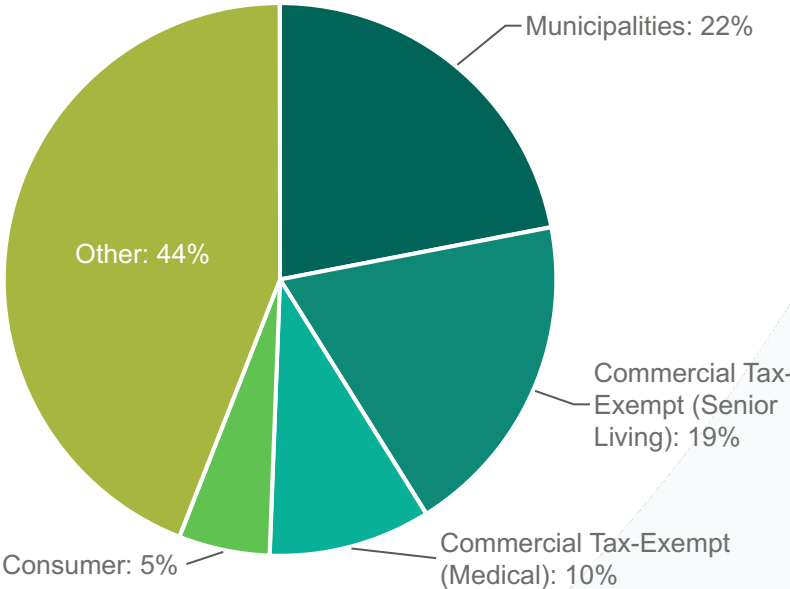
## Agriculture and Farmland

- \$297 million portfolio as of September 30, 2024
- Borrower operations focus primarily on corn and soybean production
- Federal crop insurance programs mitigate production risks
- No customer accounts for more than 3% of the agriculture portfolio
- Weighted average LTV on farmland loans is 50%
- 1.3% is rated substandard as of September 30, 2024
- More than 70% of agricultural borrowers have been with the Company for at least 10 years, and 50% for more than 20 years



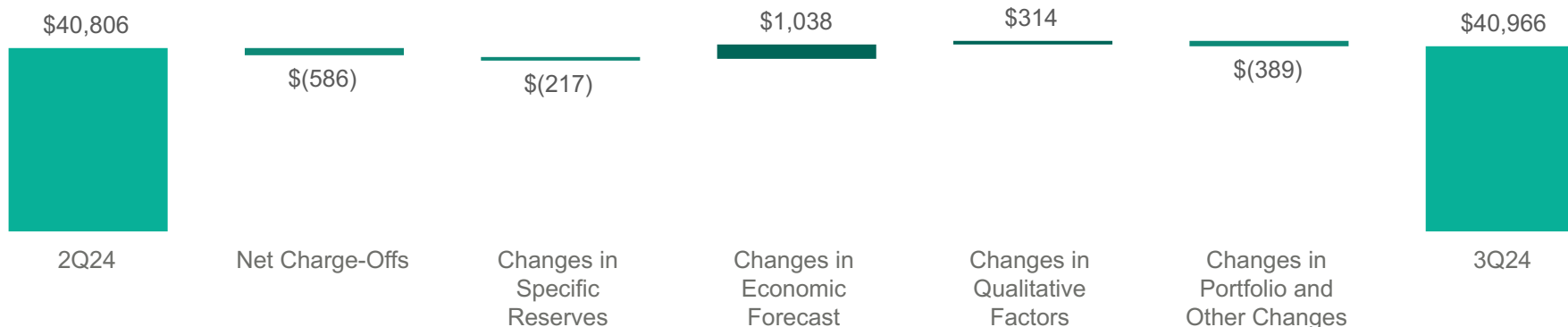
## Municipal, Consumer and Other

- \$235 million portfolio as of September 30, 2024
  - Loans to municipalities are primarily federally tax-exempt
  - Consumer loans include loans to individuals for consumer purposes and typically consist of small balance loans
  - Other loans primarily include loans to nondepository financial institutions
- Commercial Tax-Exempt – Senior Living
  - \$45.0 million portfolio with \$5.0 million average loan size
  - Weighted average LTV of 80%
  - 22.9% is rated substandard
- Commercial Tax-Exempt – Medical
  - \$22.3 million portfolio with \$3.2 million average loan size
  - Weighted average LTV of 33%
  - No loans are rated substandard



# Loan Portfolio Overview: ACL and Asset Quality

## 3Q24 ACL on Loans Activity (\$000)



## CECL Methodology and Oversight

- Discounted cash flow method utilized for majority of loan segments, except weighted average remaining maturity method used for consumer loans
- Credit loss drivers determined by regression analysis includes Company and peer loss data and macroeconomic variables, including unemployment and GDP
- ACL / Loans of 1.22% as of September 30, 2024
- ACL Committee provides model governance and oversight

## ACL on Unfunded Commitments

- ACL on unfunded lending-related commitments was \$4.1 million as of September 30, 2024

Watch List and Nonaccrual Loans (\$000)	As of 6/30/24		As of 9/30/24	
	Amount	Change	Amount	Change
Pass-Watch	\$ 88,204	\$ 21,539	\$ 109,743	
Special Mention	30,082	(2,450)	27,632	
Substandard	69,317	5,704	75,021	
Nonaccrual <sup>1</sup>	8,425	(225)	8,200	

<sup>1</sup> Includes \$2.0 million of loans that are wholly or partially guaranteed by the U.S. government as of September 30, 2024.

# Wealth Management Overview

## Comprehensive Wealth Management Services

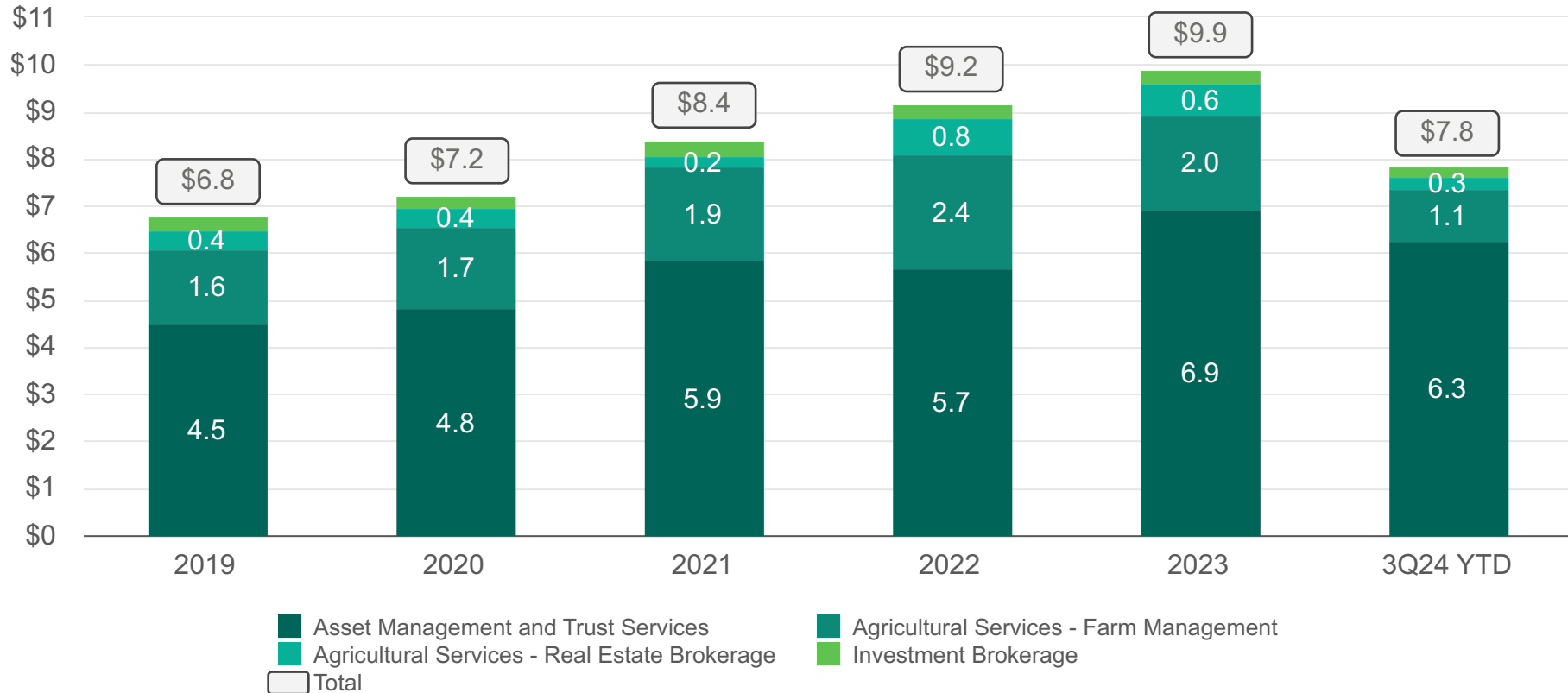
- Proprietary investment management solutions
- Financial planning
- Trust and estate administration

## Agricultural Services

- Farm management services: over 77,000 acres managed as of September 30, 2024
- Real estate brokerage including auction services
- Farmland appraisals

## Wealth Management Revenue Trends (\$mm)

Over \$2.4 billion of assets under management or administration as of September 30, 2024



# Securities Portfolio Overview

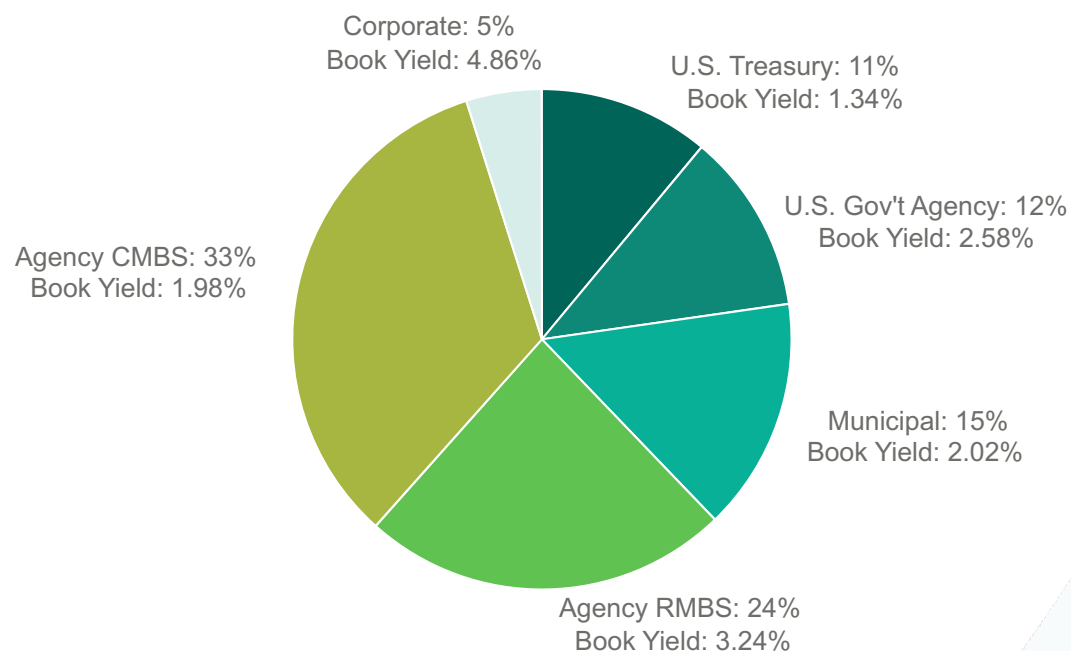
## Securities Overview

- Company's debt securities consist primarily of the following types of fixed income instruments:
  - Agency guaranteed MBS: MBS pass-throughs, CMOs, and CMBS
  - Municipal bonds: weighted average NRSRO credit rating of Aa2/AA
  - Treasury, government agency debentures, and SBA-backed full faith and credit debt
  - Corporate bonds: Investment-grade corporate and bank subordinated debt
- Investment strategy focused on maximizing returns and managing the Company's asset sensitivity with high credit quality intermediate duration investments
- Company emphasizes predictable cash flows that limit faster prepayments when rates decline or extended durations when rates rise
- During the quarter, \$39.5 million of debt securities were purchased with excess liquidity on hand

## Key Investment Portfolio Metrics

(\$000)	AFS	HTM	Total
Amortized Cost	\$ 758,481	\$ 505,075	\$1,263,556
Unrealized Gain/(Loss)	(48,178)	(41,816)	(89,994)
Allowance for Credit Losses	—	—	—
Fair Value	710,303	463,259	1,173,562
Book Yield	2.43 %	2.42 %	2.43 %
Effective Duration (Years)	3.16	4.40	3.65

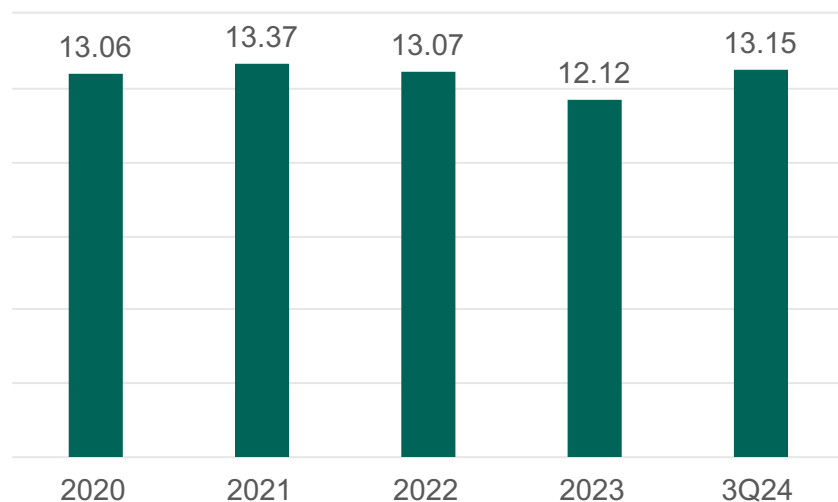
## Portfolio Composition



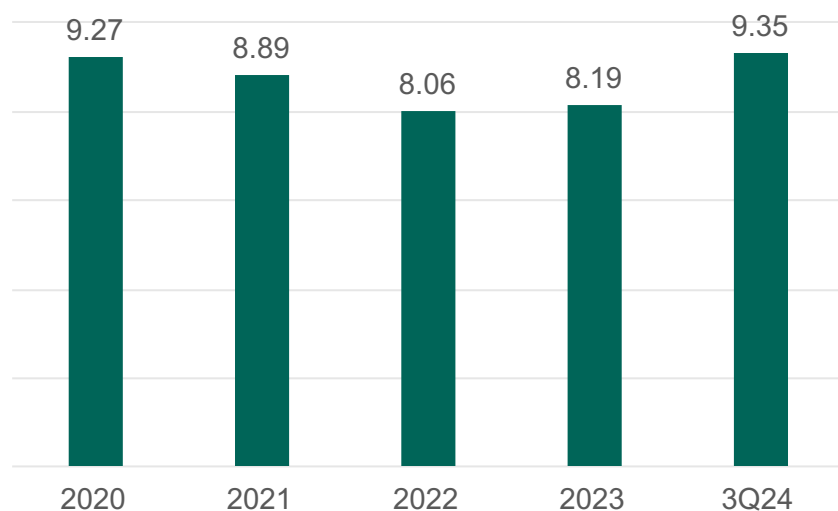
**Amortized Cost: \$1,264mm**  
**Book Yield: 2.43%**

# Capital and Liquidity Overview

## CET1 Risk-Based Capital Ratio (%)



## Tangible Common Equity to Tangible Assets (%)<sup>1</sup>



## Capital and Liquidity Highlights

- All capital measures increased during 3Q24 and remain well above regulatory requirements
- Decrease in CET1 risk-based capital ratio in 2023 was primarily a result of the Town and Country acquisition
- If all unrealized losses on debt securities, regardless of accounting classification, were included in tangible equity, tangible common equity to tangible assets would be 8.79%<sup>1</sup>
- With the loan to deposit ratio at 79%, there is more than sufficient on-balance sheet liquidity that is also supplemented by multiple untapped liquidity sources

## Liquidity Sources (\$000)

	As of 9/30/24
Balance of Cash and Cash Equivalents	\$179,671
Market Value of Unpledged Securities	648,017
Available FHLB Advance Capacity	1,019,179
Available FRB Discount Window Capacity	104,665
Available Fed Fund Lines of Credit	80,000
<b>Total Estimated Sources of Liquidity</b>	<b>\$2,031,532</b>

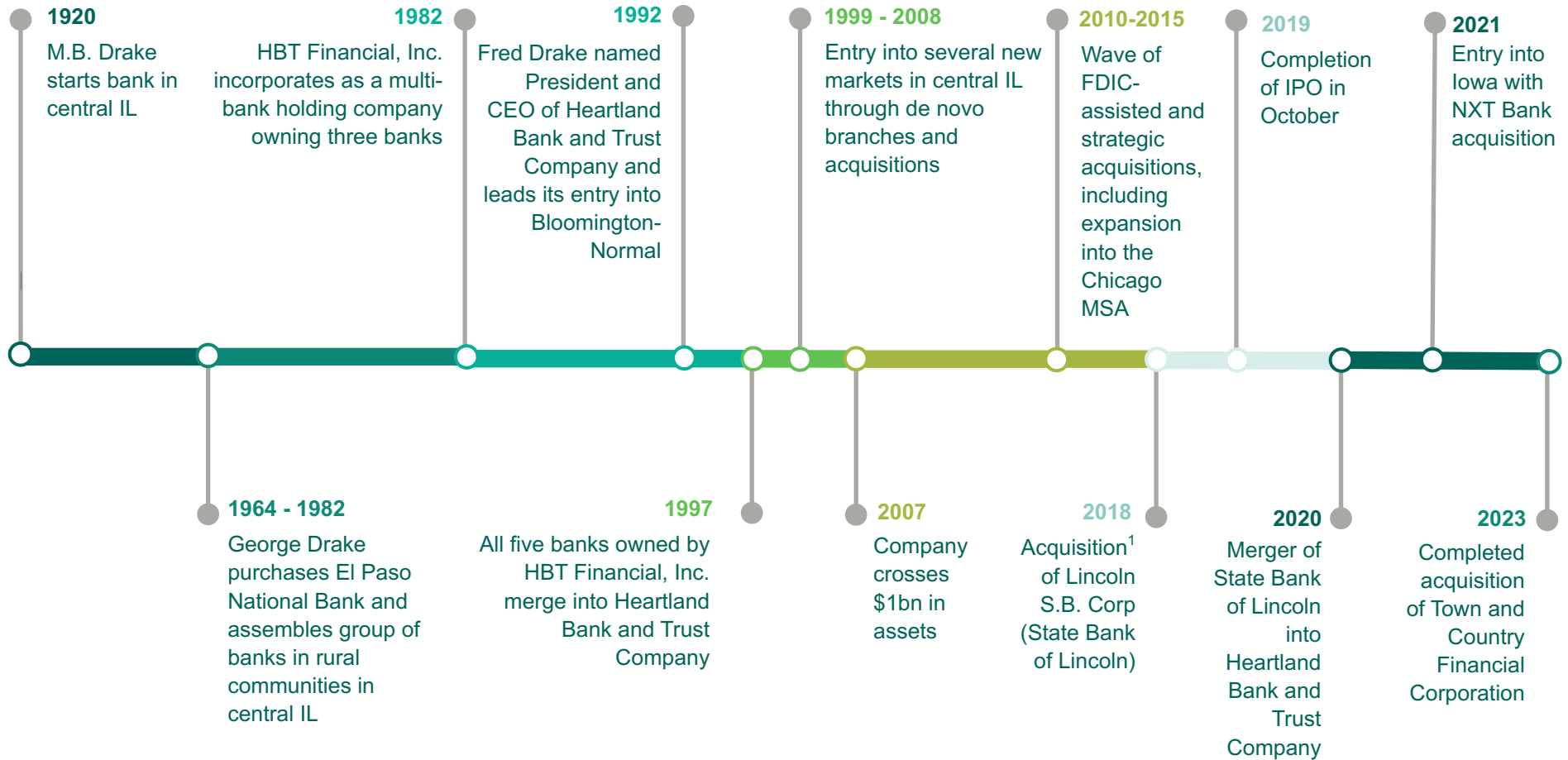
<sup>1</sup> Non-GAAP financial measure. See "Non-GAAP Reconciliations" in the Appendix for reconciliation of non-GAAP financial measures to their most closely comparable GAAP financial measures.

## Near-Term Outlook

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- Loan pipelines remain similar to 3Q24; however, we expect fewer payoffs in 4Q24 resulting in estimated annualized growth in the low- to mid-single digits for 4Q24
- Deposit balances are expected to be stable in 4Q24, excluding \$30 million of brokered deposits outstanding at September 30, 2024 that were repaid in early October
- Investment portfolio may decrease slightly as we plan to reinvest at least half of the \$44 million of forecasted principal cash flows
- NIM is expected to decrease slightly in 4Q24 assuming 25 basis point reductions in the target effective federal funds rate at the November and December FOMC meetings, as the impact on floating rate loans will not be fully offset by maturing fixed rate loans and securities repricing higher and deposit costs decreasing during the quarter
- Noninterest income is expected to be stable in 4Q24
- Noninterest expense expected to be between \$30 million and \$32 million in 4Q24
- Asset quality expected to remain solid, although normalization in credit metrics could occur and provision for credit losses could increase if the unemployment rate increases or economic conditions deteriorate
- Stock repurchase program will continue to be used opportunistically with \$10.6 million available under the current plan through January 1, 2025
- Current capital levels and operational structure support M&A should the right opportunity arise

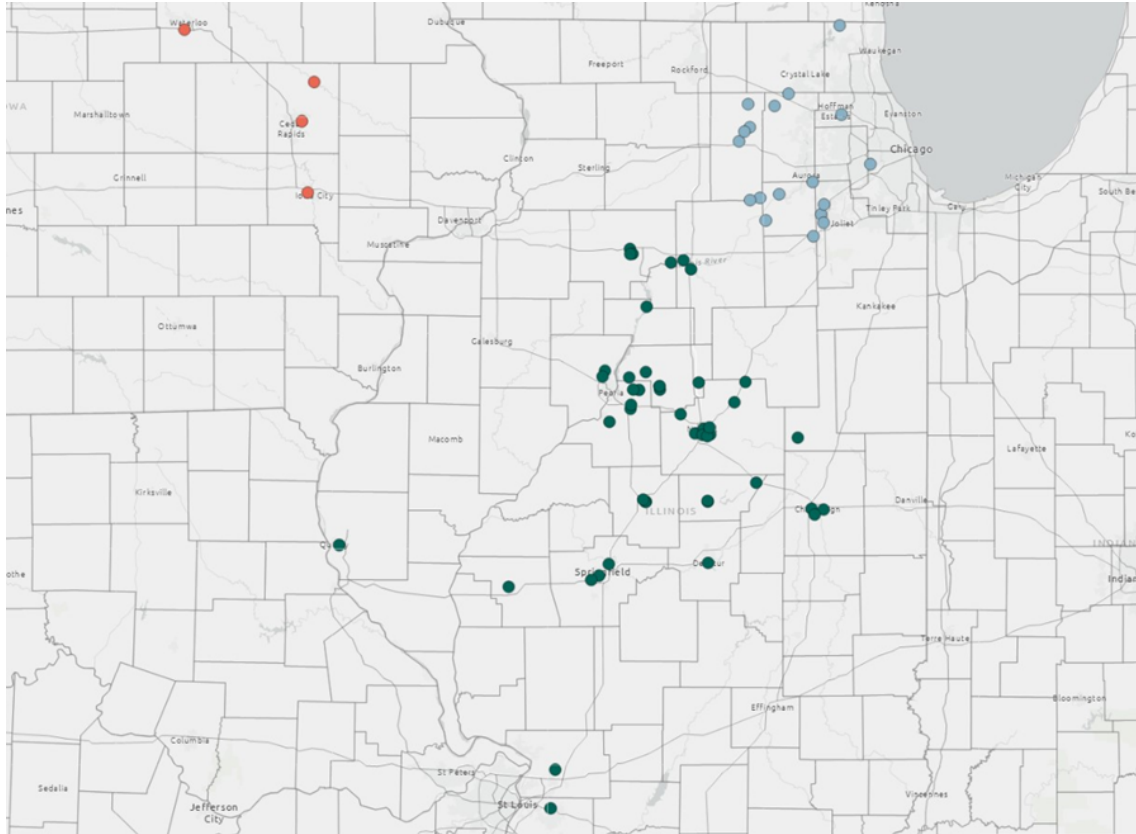
# Our History – Long track record of organic and acquisitive growth



<sup>1</sup> Although the Lincoln S.B. Corp transaction is identified as an acquisition above, the transaction was accounted for as a change of reporting entity due to its common control with the Company

# Our Markets

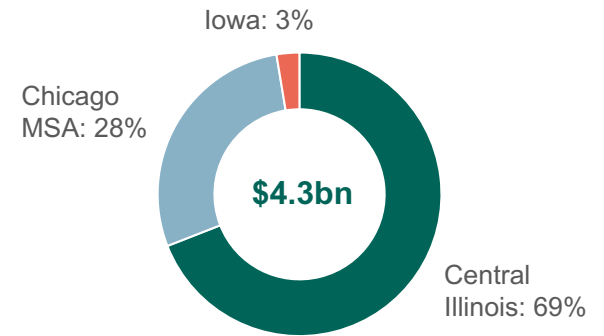
## Full-Service Branch Locations



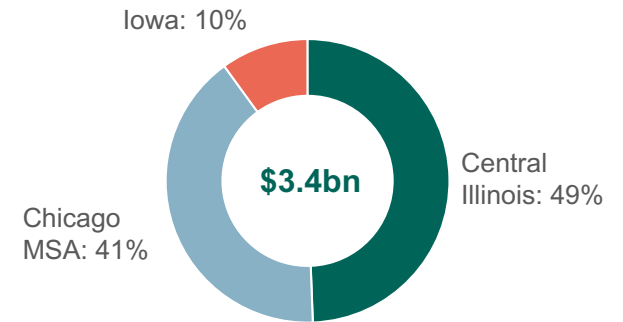
- Central Illinois branches
- Chicago MSA branches
- Iowa branches

Source: S&P Capital IQ; Financial data as of September 30, 2024

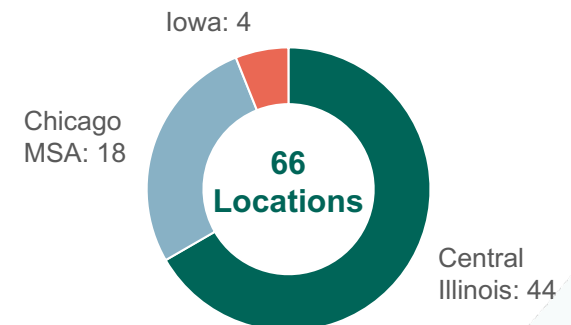
## Deposits



## Loans



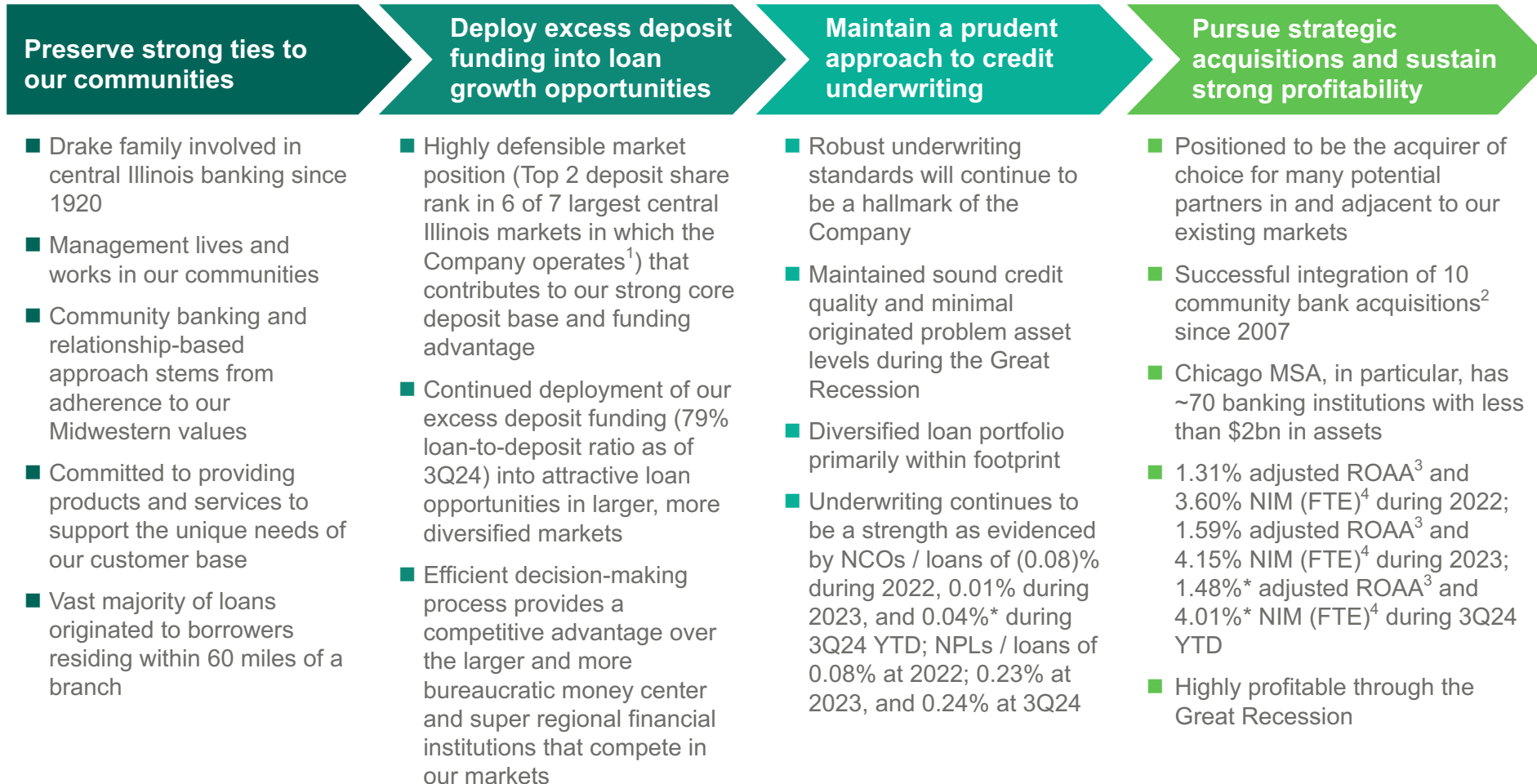
## Full-Service Branches





# Business Strategy

*Small enough to know you, big enough to serve you*



\* Annualized Measure; FTE: Fully tax equivalent; <sup>1</sup> Source: S&P Capital IQ, data as of June 30, 2024; <sup>2</sup> Includes merger with Lincoln S.B. Corp in 2018, although the transaction was accounted for as a change of reporting entity due to its common control with Company; <sup>3</sup> Metrics based on adjusted net income, which is a non-GAAP metric; for reconciliation with GAAP metrics, see "Non-GAAP reconciliations" in Appendix; <sup>4</sup> Metrics presented on tax-equivalent basis; for reconciliation with GAAP metric, see "Non-GAAP reconciliations" in Appendix.

# Experienced executive management team with deep community ties

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**Fred L. Drake**  
**Executive Chairman**  
41 years with Company  
44 years in industry



**J. Lance Carter**  
**President and  
Chief Executive Officer**  
22 years with Company  
30 years in industry



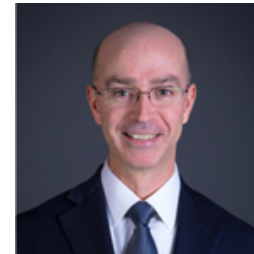
**Peter Chapman**  
**Chief Financial Officer**  
Joined HBT in Oct. 2022  
30 years in industry



**Lawrence J. Horvath**  
**Chief Lending Officer**  
14 years with Company  
39 years in industry



**Diane H. Lanier**  
**Chief Retail Officer**  
27 years with Company  
39 years in industry



**Mark W. Scheirer**  
**Chief Credit Officer**  
13 years with Company  
32 years in industry



**Andrea E. Zurkamer**  
**Chief Risk Officer**  
11 years with Company  
24 years in industry

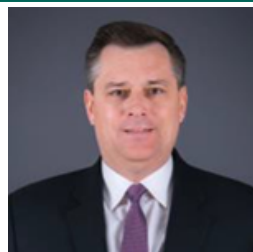
## Talented Board of Directors with deep financial services industry experience



**Fred L. Drake**

**Executive Chairman**

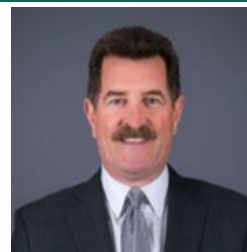
- Director since 1984
- **41** years with Company
- **44** years in industry



**J. Lance Carter**

**Director**

- Director since 2011
- President and CEO of HBT Financial and Heartland Bank
- **22** years with Company
- **30** years in industry



**Patrick F. Busch**

**Director**

- Director since 1998
- Vice Chairman of Heartland Bank
- **29** years with Company
- **46** years in industry



**Roger A. Baker**

**Director**

- Director since 2022
- Former Chairman and President of NXT Bancorporation
- **15** years in industry



**Dr. C. Alvin Bowman**

**Director**

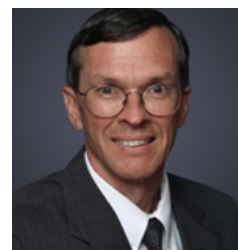
- Director since 2019
- Former President of Illinois State University
- **36** years in higher education



**Eric E. Burwell**

**Director**

- Director since 2005
- Owner, Burwell Management Company
- Invests in a variety of real estate, private equity, venture capital and liquid investments



**Allen C. Drake**

**Director**

- Director since 1981
- Retired EVP with **27** years of experience at Company
- Formerly responsible for Company's lending, administration, technology, personnel, accounting, trust and strategic planning



**Linda J. Koch**

**Director**

- Director since 2020
- Former President and CEO of the Illinois Bankers Association
- **36** years in industry



**Gerald E. Pfeiffer**

**Director**

- Director since 2019
- Former Partner at CliftonLarsonAllen LLP with **46** years of industry experience
- Former CFO of Bridgeview Bancorp

# Investment Highlights



1



**Consistent performance through economic cycles and consistent out-performance of peers drives long-term shareholder value**

2



**Strong, granular, low-cost deposit base provides funding for diversified loan portfolio and loan growth opportunities**

3



**Track record of successfully integrating acquisitions**

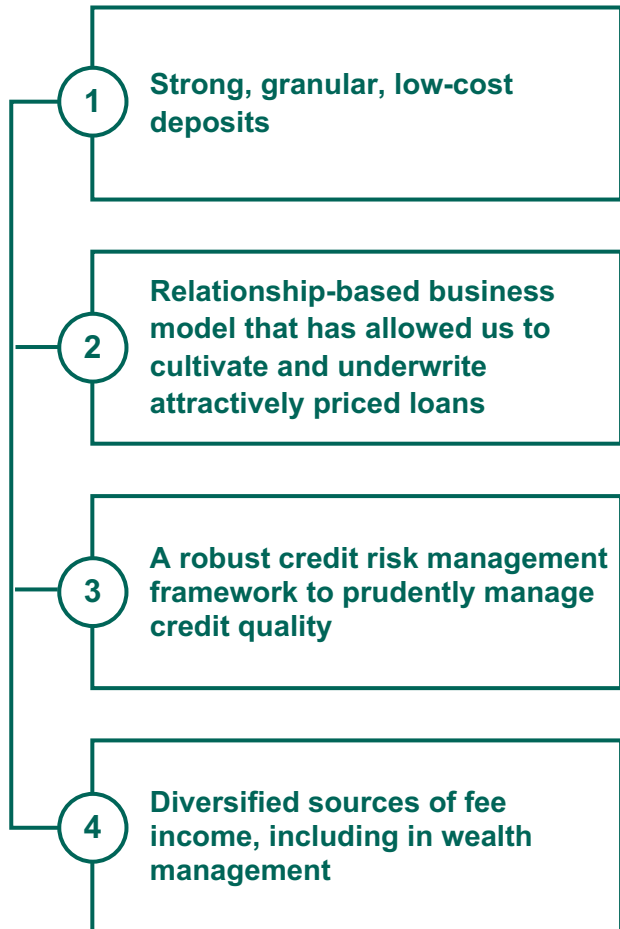
4



**Prudent risk management**

# 1 Consistent performance through economic cycles. . .

## Drivers of Profitability



## Pre-Tax Return on Average Assets (%)

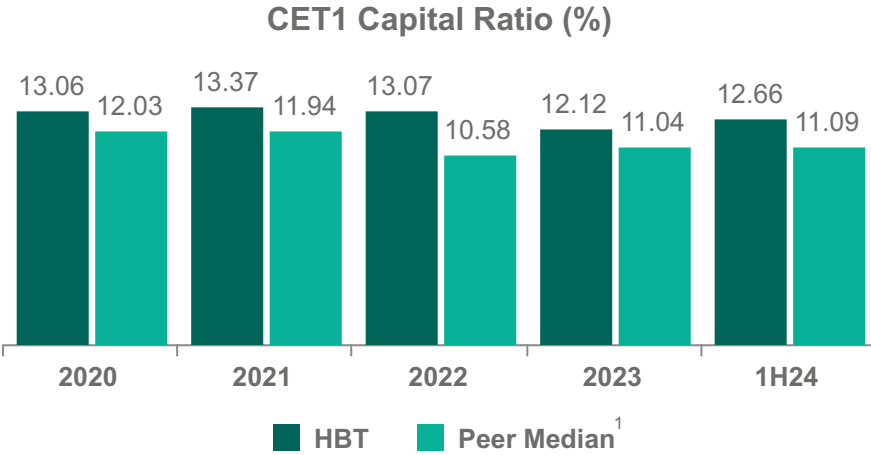


**Consistent out-performance, even during periods of broad economic stress**

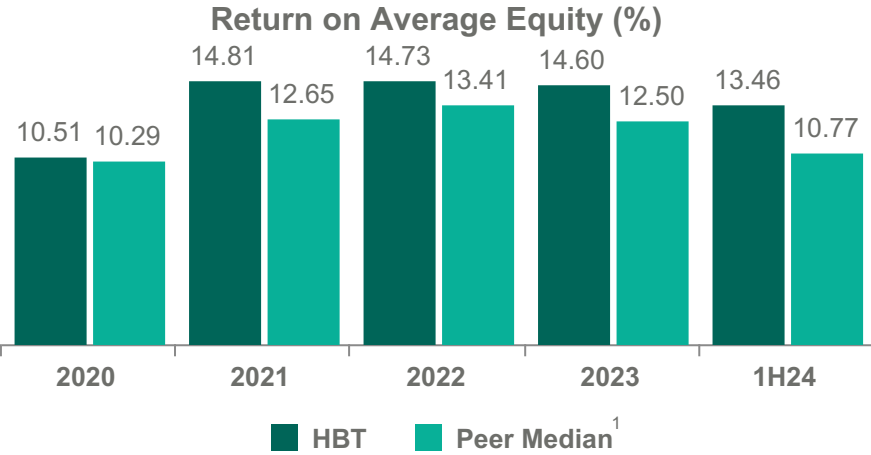
Source: S&P Capital IQ as available on October 8, 2024; For 2006 through June 30, 2012, the Company's pre-tax ROAA does not include Lincoln S.B. Corp. and its subsidiaries; <sup>1</sup> Non-GAAP financial measure; HBT pre-tax ROAA adjusted to exclude the following significant non-recurring items in the following years: 2011: \$25.4 million bargain purchase gains; 2012: \$11.4 million bargain purchase gains, \$9.7 million net realized gain on securities, and \$6.7 million net positive adjustments on FDIC indemnification asset and true-up liability; 2013: \$9.1 million net realized loss on securities and \$6.9 million net loss related to the sale of branches; <sup>2</sup> See "Peer Group Members" in the Appendix for listing of the 21 publicly-traded bank holding companies included in peer group median.

# 1 . . . and consistent out-performance of peers. . .

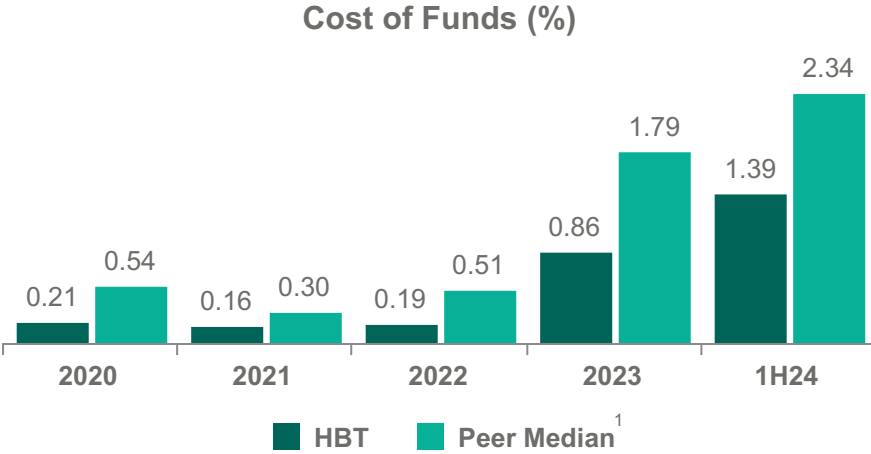
## Robust Capitalization



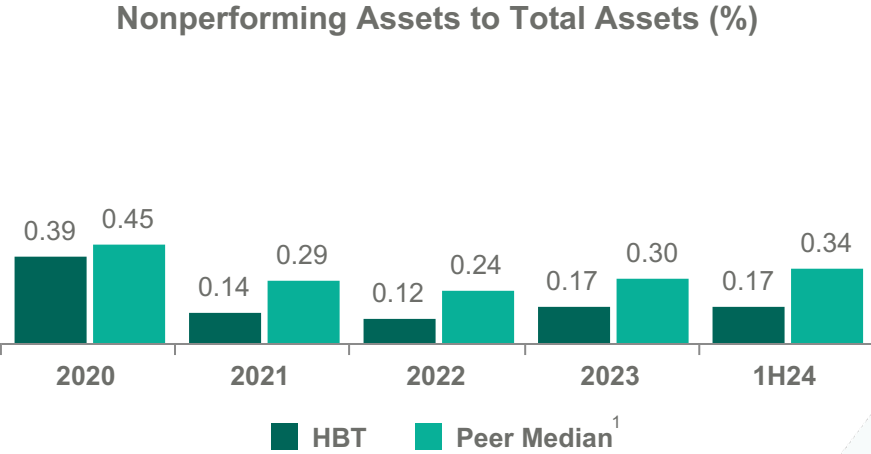
## Superior Profitability



## Exceptional Funding Base

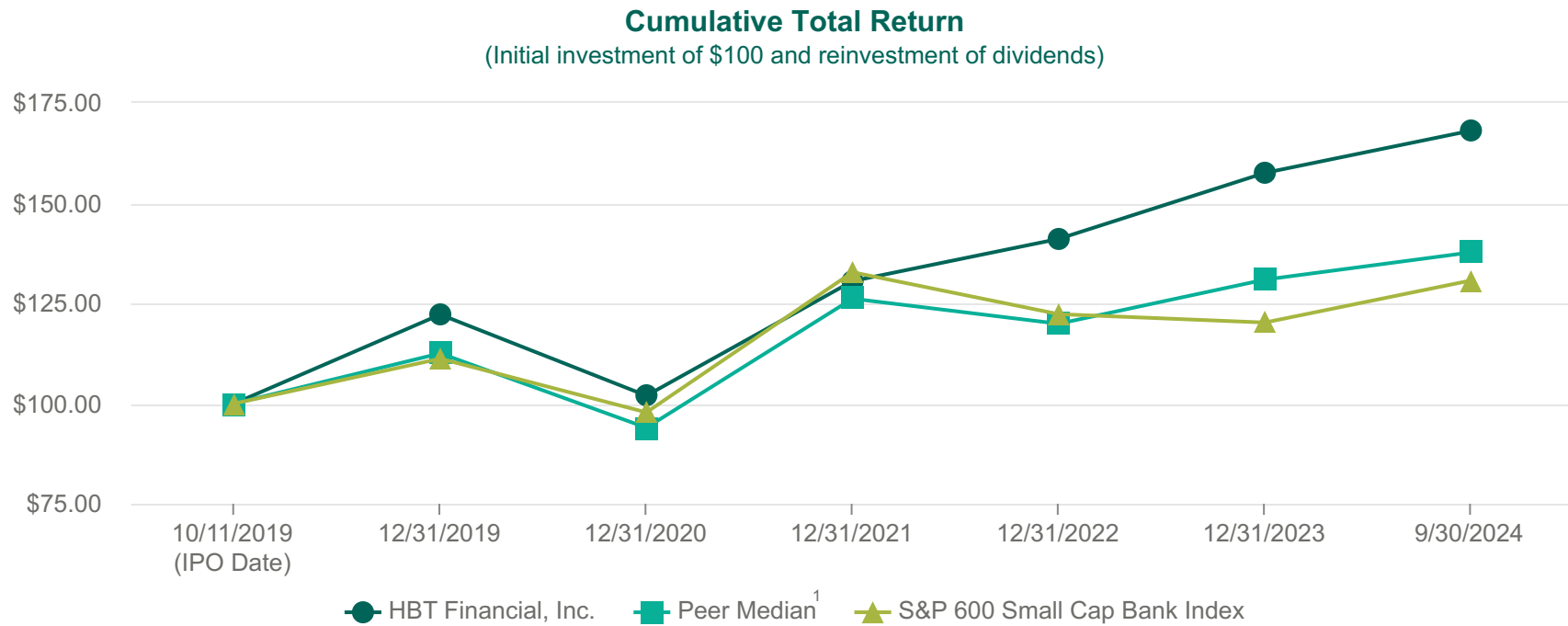


## Conservative Credit Underwriting



Source: S&P Capital IQ as available on October 8, 2024; <sup>1</sup> See "Peer Group Members" in the Appendix for listing of the 21 publicly-traded bank holding companies included in peer group median.

# 1 . . . drives long-term shareholder value



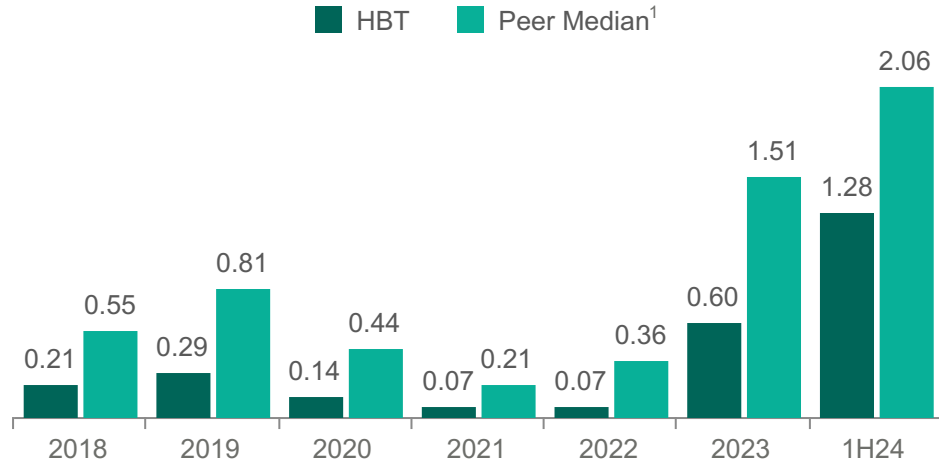
## Industry Recognition

- Ranked 5<sup>th</sup> out of 200 in the 2024 Forbes America's Best Banks ranking (based on 2023 results)
- Ranked 10<sup>th</sup> out of 200 in S&P Global Market Intelligence's 2023 large US community bank ranking
- Ranked 12<sup>th</sup> out of community banks with total assets of \$5 billion to \$50 billion and 21<sup>st</sup> out of 300 publicly traded banks overall in Bank Director's The Best U.S. Banks 2024 Edition
- Named a Hovde 2024 High Performer which included 30 institutions chosen from 220 banks and thrifts with a market capitalization less than \$1 billion and traded on major exchange
- Named in the 2023 Raymond James Community Bankers Cup recognizing the top 10% of community banks (total assets between \$500 million to \$10 billion) based on various profitability, operational efficiency, and balance sheet metrics
- Named a Piper Sandler Sm-All Star: Class of 2024 which includes 30 banks and thrifts with market capitalization less than \$2.5 billion and clear numerous hurdles related to growth, profitability, credit quality, and capital strength

Source: S&P Capital IQ as available on October 8, 2024; <sup>1</sup> See "Peer Group Members" in the Appendix for listing of the 21 publicly-traded bank holding companies included in peer group median.

## 2 Strong, granular, low-cost deposit base provides funding for . . .

### Cost of Deposits (%) Remains Consistently Below Peers

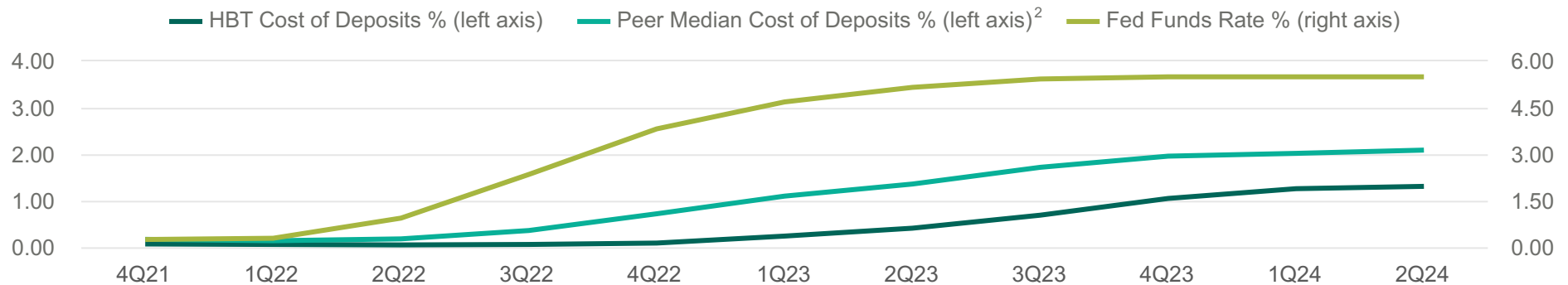


### Deposit Base Characteristics<sup>2</sup>

As of 9/30/24	Number of Accounts (000)	Average Account Balance (\$000)	Weighted Average Age (Years)
Noninterest-bearing	73	\$14	15.4
Interest-bearing demand	57	18	20.5
Money market	6	116	11.1
Savings	45	12	17.1
Time	19	42	2.3
<b>Total deposits</b>	<b>200</b>	<b>\$20</b>	<b>13.7</b>

### With a Lower Deposit Beta than Peers During the Latest Interest Rate Tightening Cycle

Deposit Beta (4Q21 – 2Q24): HBT = 23.6%; Peer Median<sup>1</sup> = 36.6%



Source: S&P Capital IQ as available on October 8, 2024; <sup>1</sup> See "Peer Group Members" in the Appendix for listing of the 21 publicly-traded bank holding companies included in peer group median; <sup>2</sup> Excludes overdrawn deposit accounts, reciprocal deposit accounts, and brokered deposits



## 2 . . . diversified loan portfolio and loan growth opportunities

### Diversified Loan Portfolio

	September 30, 2024	
	Balance (\$000)	Percent
Commercial and industrial	\$ 395,598	11.7 %
Commercial real estate - owner occupied	288,838	8.6 %
Commercial real estate - non-owner occupied	889,188	26.4 %
Construction and land development	359,151	10.7 %
Multi-family	432,712	12.8 %
One-to-four family residential	472,040	14.0 %
Agricultural and farmland	297,102	8.8 %
Municipal, consumer, and other	235,201	7.0 %
<b>Total loans</b>	<b>\$ 3,369,830</b>	<b>100.0 %</b>

### Loan Growth Opportunities

#### Chicago MSA

- Entered market in 2011 with acquisition of Western Springs National Bank
- In-market disruption from recent bank M&A in Chicago MSA has provided attractive source of local talent
- Scale and diversity of Chicago MSA provides continued growth opportunities, both in lending and deposits
- Loan growth in Chicago MSA spread across a variety of commercial asset classes, including multifamily, mixed use, industrial, retail, and office
- Chicago MSA region loans were stable over the last 12 months

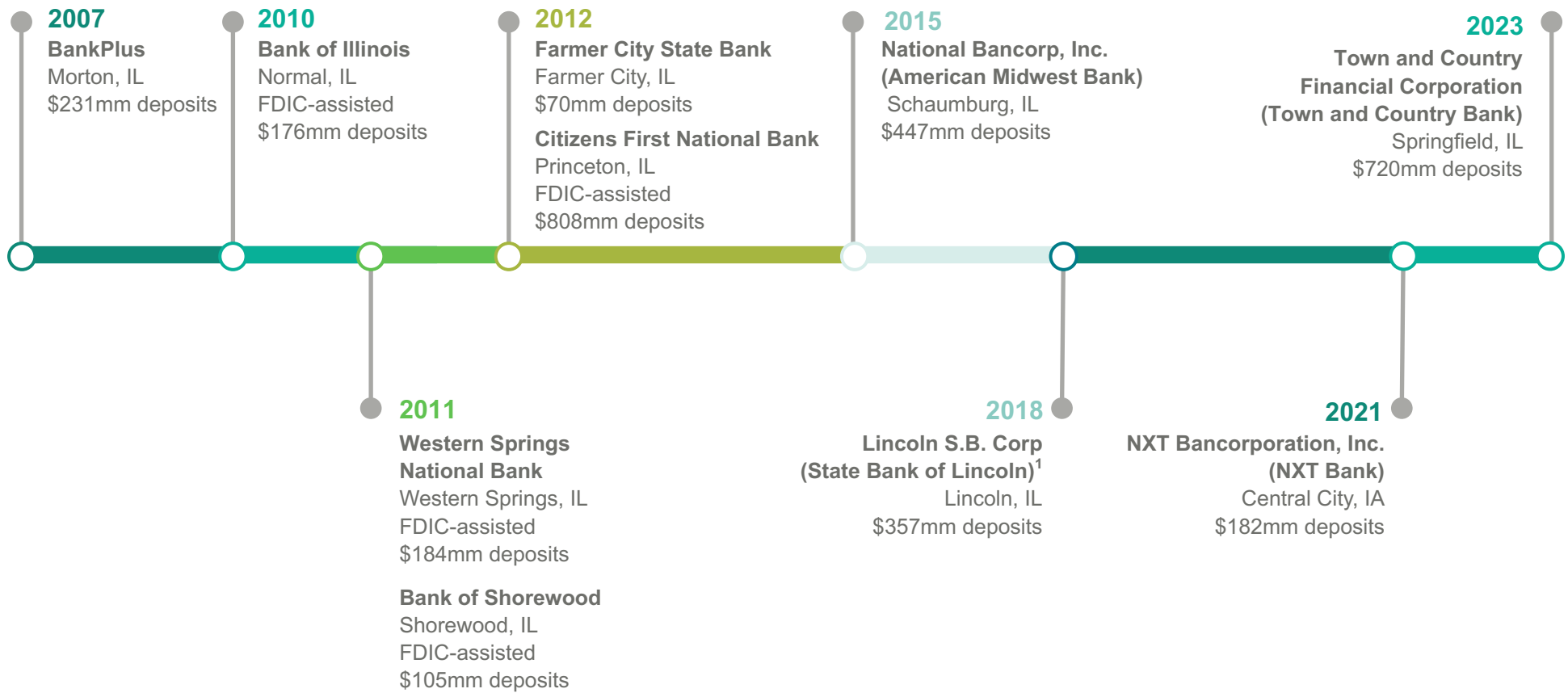
#### Central Illinois

- Deep-rooted market presence expanded through several acquisitions since 2007
- Central Illinois markets have been resilient during previous economic downturns
- Town and Country merger has provided very strong market share in a number of new markets and opportunities to expand customer relationships with HBT's greater ability to meet larger borrowing needs
- Central Illinois region loans were stable over the last 12 months

#### Iowa

- Entered market in 2021 with acquisition of NXT Bancorporation, Inc. ("NXT")
- Continued opportunity to accelerate loan growth in Iowa thanks to HBT's larger lending limit and ability to add to talented banking team
- Iowa region loans grew 8.9% over the last 12 months

### 3 Track record of successfully integrating acquisitions



<sup>1</sup> 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

# 4 Prudent risk management

## Comprehensive Enterprise Risk Management

### Strategy and Risk Management

- Majority of directors are independent, with varied expertise and backgrounds
- Board of directors has an established Audit Committee, Compensation Committee, Nominating and Corporate Governance Committee, and Enterprise Risk Management (ERM) Committee
- ERM program embodies the “three lines of defense” model and promotes business line risk ownership
- Independent and robust internal audit structure, reporting directly to our Audit Committee
- Strong compliance culture and compliance management system
- Code of Ethics and other governance documents are available at [ir.hbtfinancial.com](http://ir.hbtfinancial.com)

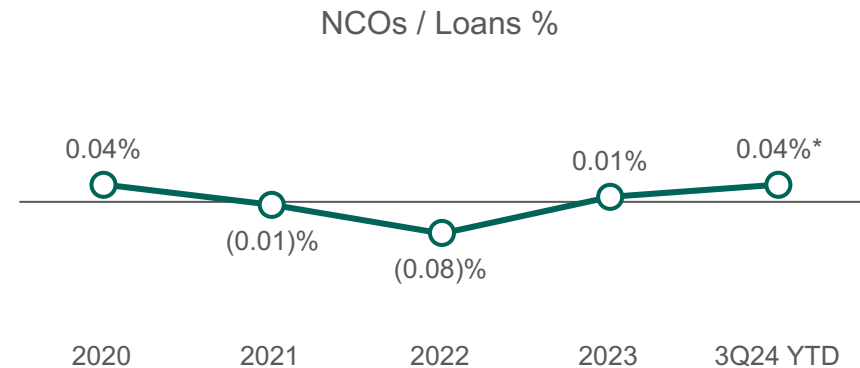
### Data Security & Privacy

- Robust data security program, and under our privacy policy, we do not sell or share customer information with non-affiliated entities
- Formal company-wide business continuity plan covering all departments, as well as a cybersecurity program that includes internal and outsourced, independent testing of our systems and employees

## Disciplined Credit Risk Management

- Risk management culture instilled by management
- Well-diversified loan portfolio across commercial, regulatory CRE, and residential
- Primarily originated across in-footprint borrowers
- Centralized credit underwriting group that evaluates all exposures over \$750,000 to ensure uniform application of policies and procedures
- Conservative credit culture, strong underwriting criteria, and regular loan portfolio monitoring
- Robust internal loan review process annually reviews more than 40% of loan commitments

## Historical Net Charge-Offs (%)



# Appendix

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# Non-GAAP Reconciliations

## Adjusted Net Income and Adjusted ROAA

(\$000)	2021	2022	2023	3Q24 YTD	2Q24	3Q24
Net income	\$ 56,271	\$ 56,456	\$ 65,842	\$ 51,508	\$ 18,070	\$ 18,180
Adjustments:						
Acquisition expenses <sup>1</sup>	(1,416)	(1,092)	(13,691)	—	—	—
Branch closure expenses	(748)	—	—	—	—	—
Gains (losses) on closed branch premises	—	141	75	(635)	—	—
Realized losses on sale of securities	—	—	(1,820)	(3,382)	—	—
Mortgage servicing rights fair value adjustment	1,690	2,153	(1,615)	(1,505)	(97)	(1,488)
Total adjustments	(474)	1,202	(17,051)	(5,522)	(97)	(1,488)
Tax effect of adjustments <sup>2</sup>	(95)	(551)	4,711	1,574	28	424
Total adjustments after tax effect	(569)	651	(12,340)	(3,948)	(69)	(1,064)
<b>Adjusted net income</b>	<b>\$ 56,840</b>	<b>\$ 55,805</b>	<b>\$ 78,182</b>	<b>\$ 55,456</b>	<b>\$ 18,139</b>	<b>\$ 19,244</b>
Average assets	\$ 3,980,538	\$ 4,269,873	\$ 4,927,904	\$ 5,012,656	\$ 5,027,847	\$ 5,006,721
Return on average assets	1.41 %	1.32 %	1.34 %	1.37 %*	1.45 %*	1.44 %*
<b>Adjusted return on average assets</b>	<b>1.43 %</b>	<b>1.31 %</b>	<b>1.59 %</b>	<b>1.48 %*</b>	<b>1.45 %*</b>	<b>1.53 %*</b>

\* Annualized measure; <sup>1</sup> Includes recognition of an allowance for credit losses on non-PCD loans of \$5.2 million and an allowance for credit losses on unfunded commitments of \$0.7 million subsequent to the Town and Country merger during first quarter of 2023; <sup>2</sup> Assumes a federal income tax rate of 21% and a state tax rate of 9.5%.

## Non-GAAP Reconciliations (cont'd)

### ROATCE, Adjusted ROAE, and Adjusted ROATCE

(\$000)	2021	2022	2023	3Q24 YTD
Total stockholders' equity	\$ 380,080	\$ 383,306	\$ 450,928	\$ 506,582
Less: goodwill	(25,057)	(29,322)	(57,266)	(59,820)
Less: core deposit intangible assets	(2,333)	(1,480)	(20,272)	(19,607)
<b>Average tangible common equity</b>	<b>\$ 352,690</b>	<b>\$ 352,504</b>	<b>\$ 373,390</b>	<b>\$ 427,155</b>
Net income	\$ 56,271	\$ 56,456	\$ 65,842	\$ 51,508
Adjusted net income	56,840	55,805	78,182	55,456
Return on average stockholders' equity	14.81 %	14.73 %	14.60 %	13.58 %*
Return on average tangible common equity	15.95 %	16.02 %	17.63 %	16.11 %*
Adjusted return on average stockholders' equity	14.95 %	14.56 %	17.34 %	14.62 %*
Adjusted return on average tangible common equity	16.12 %	15.83 %	20.94 %	17.34 %*

\* Annualized measure

## Non-GAAP Reconciliations (cont'd)

### Net Interest Income (tax-equivalent basis)

(\$000)	2020	2021	2022	2023	3Q24 YTD
Net interest income	\$ 117,605	\$ 122,403	\$ 145,874	\$ 191,072	\$ 141,449
Tax-equivalent adjustment	1,943	2,028	2,499	2,758	1,680
<b>Net interest income (tax-equivalent basis)</b>	<b>\$ 119,548</b>	<b>\$ 124,431</b>	<b>\$ 148,373</b>	<b>\$ 193,830</b>	<b>\$ 143,129</b>
Average interest-earnings assets	\$ 3,318,764	\$ 3,846,473	\$ 4,118,124	\$ 4,675,025	\$ 4,773,478

### Net Interest Margin (tax-equivalent basis)

(%)	2020	2021	2022	2023	3Q24 YTD
Net interest margin	3.54 %	3.18 %	3.54 %	4.09 %	3.96 %*
Tax-equivalent adjustment	0.06 %	0.05 %	0.06 %	0.06 %	0.05 %*
<b>Net interest margin (tax-equivalent basis)</b>	<b>3.60 %</b>	<b>3.23 %</b>	<b>3.60 %</b>	<b>4.15 %</b>	<b>4.01 %*</b>

### Net Interest Income (tax-equivalent basis)

(\$000)	3Q23	4Q23	1Q24	2Q24	3Q24
Net interest income	\$ 48,279	\$ 47,084	\$ 46,688	\$ 47,028	\$ 47,733
Tax-equivalent adjustment	675	666	575	553	552
<b>Net interest income (tax-equivalent basis)</b>	<b>\$ 48,954</b>	<b>\$ 47,750</b>	<b>\$ 47,263</b>	<b>\$ 47,581</b>	<b>\$ 48,285</b>
Average interest-earnings assets	\$ 4,708,331	\$ 4,748,750	\$ 4,765,449	\$ 4,785,558	\$ 4,769,471

### Net Interest Margin (tax-equivalent basis)

(%)	3Q23	4Q23	1Q24	2Q24	3Q24
Net interest margin	4.07 %*	3.93 %*	3.94 %*	3.95 %*	3.98 %*
Tax-equivalent adjustment	0.06 %*	0.06 %*	0.05 %*	0.05 %*	0.05 %*
<b>Net interest margin (tax-equivalent basis)</b>	<b>4.13 %*</b>	<b>3.99 %*</b>	<b>3.99 %*</b>	<b>4.00 %*</b>	<b>4.03 %*</b>

\* Annualized measure.

## Non-GAAP Reconciliations (cont'd)

### Efficiency Ratio (tax-equivalent basis)

(\$000)	2021	2022	2023	3Q24 YTD
Total noninterest expense	\$ 91,246	\$ 105,107	\$ 130,964	\$ 93,099
Less: amortization of intangible assets	(1,054)	(873)	(2,670)	(2,130)
<b>Noninterest expense excluding amortization of intangible assets</b>	<b>\$ 90,192</b>	<b>\$ 104,234</b>	<b>\$ 128,294</b>	<b>\$ 90,969</b>
Net interest income	\$ 122,403	\$ 145,874	\$ 191,072	\$ 141,449
Total noninterest income	37,328	34,717	36,046	23,941
<b>Operating revenue</b>	<b>159,731</b>	<b>180,591</b>	<b>227,118</b>	<b>165,390</b>
Tax-equivalent adjustment	2,028	2,499	2,758	1,680
<b>Operating revenue (tax-equivalent basis)</b>	<b>\$ 161,759</b>	<b>\$ 183,090</b>	<b>\$ 229,876</b>	<b>\$ 167,070</b>
<b>Efficiency ratio</b>	56.46 %	57.72 %	56.49 %	55.00 %
<b>Efficiency ratio (tax-equivalent basis)</b>	55.76 %	56.93 %	55.81 %	54.45 %



## Non-GAAP Reconciliations (cont'd)

### Tangible Common Equity to Tangible Assets

(\$000)	2020	2021	2022	2023	3Q24
<b>Tangible common equity</b>					
Total equity	\$ 363,917	\$ 411,881	\$ 373,632	\$ 489,496	\$ 537,662
Less: goodwill	(23,620)	(29,322)	(29,322)	(59,820)	(59,820)
Less: core deposit intangible	(2,798)	(1,943)	(1,070)	(20,682)	(18,552)
<b>Tangible common equity</b>	<b>\$ 337,499</b>	<b>\$ 380,616</b>	<b>\$ 343,240</b>	<b>\$ 408,994</b>	<b>459,290</b>
Unrealized loss on HTM securities					(41,816)
Tax Effect					11,708
<b>Tangible common equity - HTM adjusted</b>					<b>\$ 429,182</b>
<b>Tangible assets</b>					
Total assets	\$ 3,666,567	\$ 4,314,254	\$ 4,286,734	\$ 5,073,170	\$ 4,990,728
Less: goodwill	(23,620)	(29,322)	(29,322)	(59,820)	(59,820)
Less: core deposit intangible	(2,798)	(1,943)	(1,070)	(20,682)	(18,552)
<b>Tangible assets</b>	<b>\$ 3,640,149</b>	<b>\$ 4,282,989</b>	<b>\$ 4,256,342</b>	<b>\$ 4,992,668</b>	<b>4,912,356</b>
Unrealized loss on HTM securities					(41,816)
Tax Effect					11,708
<b>Tangible assets - HTM adjusted</b>					<b>\$ 4,882,248</b>
Total stockholders' equity to total assets	9.93 %	9.55 %	8.72 %	9.65 %	10.77 %
Tangible common equity to tangible assets	9.27 %	8.89 %	8.06 %	8.19 %	9.35 %
Tangible common equity to tangible assets - HTM adjusted					8.79 %
Shares outstanding	27,457,306	28,986,061	28,752,626	31,695,828	31,559,366
Book value per share	\$ 13.25	\$ 14.21	\$ 12.99	\$ 15.44	\$ 17.04
Tangible book value per share	\$ 12.29	\$ 13.13	\$ 11.94	\$ 12.90	\$ 14.55

## Non-GAAP Reconciliations (cont'd)

### Core Deposits

(\$000)	2021	2022	2023	3Q24
Total deposits	\$ 3,738,185	\$ 3,587,024	\$ 4,401,437	\$ 4,280,700
Less: time deposits of \$250,000 or more	(59,512)	(27,158)	(130,183)	(214,102)
Less: brokered deposits	(4,238)	—	(144,880)	(29,999)
<b>Core deposits</b>	<b>\$ 3,674,435</b>	<b>\$ 3,559,866</b>	<b>\$ 4,126,374</b>	<b>\$ 4,036,599</b>
Core deposits to total deposits	98.29 %	99.24 %	93.75 %	94.30 %

## Peer Group Members

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<b>Ticker Symbol</b>	<b>Company Name</b>
BFC	Bank First Corporation
BY	Byline Bancorp, Inc.
CIVB	Civista Bancshares, Inc.
FMNB	Farmers National Banc Corp.
THFF	First Financial Corporation
FMBH	First Mid Bancshares, Inc.
GABC	German American Bancorp, Inc.
GSBC	Great Southern Bancorp, Inc.
HBNC	Horizon Bancorp, Inc.
IBCP	Independent Bank Corporation
LKFN	Lakeland Financial Corporation
MBWM	Mercantile Bank Corporation
MSBI	Midland States Bancorp, Inc.
MOFG	MidWestOne Financial Group, Inc.
NIC	Nicolet Bankshares, Inc.
OSBC	Old Second Bancorp, Inc.
PEBO	Peoples Bancorp Inc.
PFC	Premier Financial Corp.
QCRH	QCR Holdings, Inc.
SMBC	Southern Missouri Bancorp, Inc.
SYBT	Stock Yards Bancorp, Inc.

**HBT Financial, Inc.**