# First Midwest Bancorp, Inc.

Sterne Agee Financial Institutions Investor Conference February 13, 2012

# Forward Looking Statements & Additional Information

This presentation may contain, and during this presentation our management may make statements that may constitute "forward-looking statements" within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not historical facts but instead represent only our beliefs regarding future events, many of which, by their nature, are inherently uncertain and outside our control. Forward-looking statements include, among other things, statements regarding our financial performance, business prospects, future growth and operating strategies, objectives and results. Actual results, performance or developments could differ materially from those expressed or implied by these forward-looking statements. Important factors that could cause actual results to differ from those in the forward-looking statements include, among other reports filed with the Securities and Exchange Commission, copies of which will be made available upon request. With the exception of fiscal year end information previously included in the audited financial statements in our Annual Report on Form 10-K, the information contained herein is unaudited. Except as required by law, we undertake no duty to update the contents of this presentation after the date of this presentation.

The Company's accounting and reporting policies conform to U.S. generally accepted accounting principles ("GAAP") and general practice within the banking industry. As a supplement to GAAP, the Company has provided non-GAAP performance results. The Company believes that these non-GAAP financial measures are useful because they allow investors to assess the Company's operating performance. Although the non-GAAP financial measures are intended to enhance investors' understanding of the Company's business and performance, these non-GAAP financial measures should not be considered an alternative to GAAP.



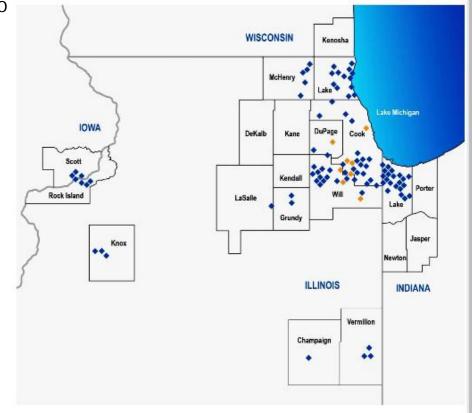




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### **Overview Of First Midwest**

- Headquartered In Suburban Chicago
- \$8.0bn Assets
  - \$5.3bn Loans<sup>1</sup>
  - \$6.5bn Deposits
  - 74% Transactional<sup>3</sup>
- \$5.0 bn AUM Wealth Management
- \$70mm Avg Deposits Per Branch
- #8 in Market Share in Non-Downtown Chicago MSA<sup>2</sup>

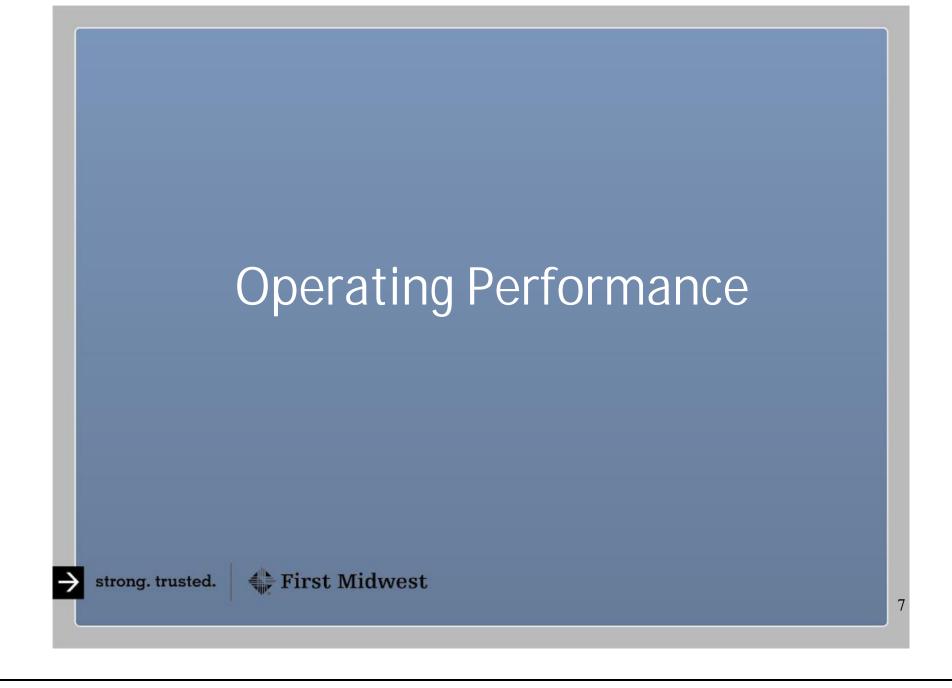


Note: Information as of December 31, 2011.

<sup>1</sup> Includes \$261mm in covered loans stemming from three FDIC-assisted transactions since September 30, 2009.

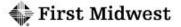
<sup>2</sup> Source: SNL Financial. Non-downtown ranking and market share based on total deposits in Chicago MSA less deposits in the city of Chicago. Data as of June 30, 2011 reflects acquisitions post June 30, 2011.
<sup>3</sup> Defined as total deposits less time deposits.





### Significant Fourth Quarter Events

- Organizational Realignment
  - Elimination Of Approximately 100 Positions
  - Resulted In Severance-Related Costs Of \$2.0 Million
- Redeemed \$193.0 Million Of TARP Preferred Shares
  - Redeemed Related Common Stock Warrants
  - Resulted In One-time, \$1.5 Million/\$0.02 Per Share 4Q Charge
  - Eliminates Preferred Dividends Of \$10.3 Million Annually
- Acquired \$106.7 Million In Deposits
  - Approximately \$70 Million Of Core Deposits
  - Resulted In A Gain Of \$1.1 Million



# Performance Highlights

#### Key Operating Metrics<sup>1</sup>

	Quarters Ended	Years Ended			
	December 31,	December 31,			
	2011 2010 Change	2011 2010 Change			
Net Income	\$6.9\$ (28.2) NA	\$ 36.6 \$ (9.7) NA			
PTPP Core Operating Earnings <sup>2</sup>	\$ 32.9 \$ 35.0 (6%)	\$ 131.1\$ 136.4 (4%)			
Total Fee Based Revenue	\$ 23.9\$ 22.4 7%	\$ 94.2\$ 86.8 9%			
Net Interest Margin	3.95% 4.02% (2%)	4.04% 4.13% (2%)			
Efficiency Ratio	61.42% 59.08% 4%	61.29% 58.84% 4%			

#### Improved Overall Earnings Stable Core And Margin

<sup>1</sup>Dollar amounts in millions. <sup>2</sup>PTPP represents Pre-Tax, Pre-Provision earnings, which is a non-GAAP financial measure. For reconciliation to GAAP measure, please refer to the appendix.



# Performance Highlights

#### Balance Sheet Metrics<sup>1</sup>

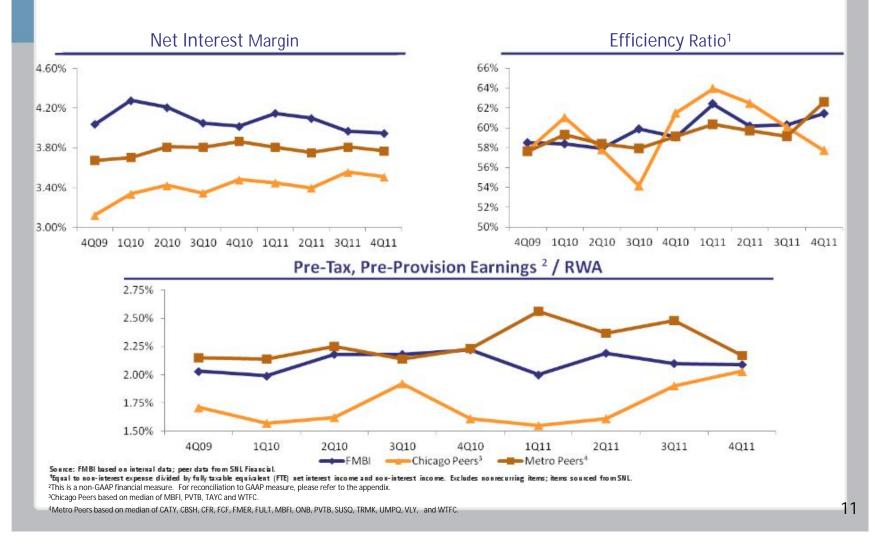
	As Of					
	Decemb	Change				
	2011	2010	YoY			
Loans, End Of Period <sup>2</sup>	\$ 5,349	\$ 5,472	(2%)			
YTD Avg. Core Transactional Deposits <sup>3</sup>	\$ 4,755	\$ 4,322	10%			
Tier 1 Common	10.26%	9.81%	5%			
YTD Charge-Offs	\$ 103.7	\$ 147.1	(30%)			
NPAs + 90 Days Past Due	\$ 248.4	\$ 269.5	(8%)			
Loans 30-89 Days Past Due	\$ 27.5	\$ 23.6	17%			
Strong Capital And Liquidity						
Credit Metrics Improving						

<sup>1</sup>Dollar amounts in millions.

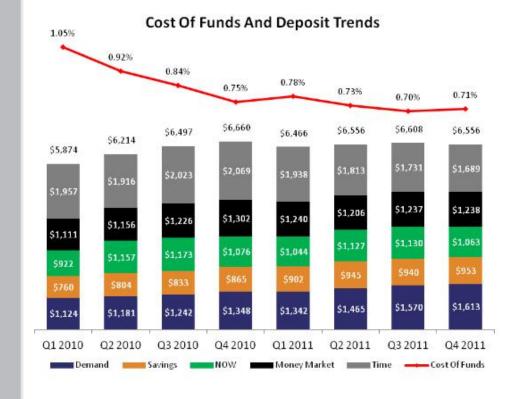
<sup>2</sup>Includes covered loans acquired from FDIC-assisted transactions totaling \$261 million, and \$372 million as of 31-Dec-11, and 31-Dec-10, respectively. <sup>3</sup>Defined as total deposits less time deposits.



### **Core Business Is Solid**

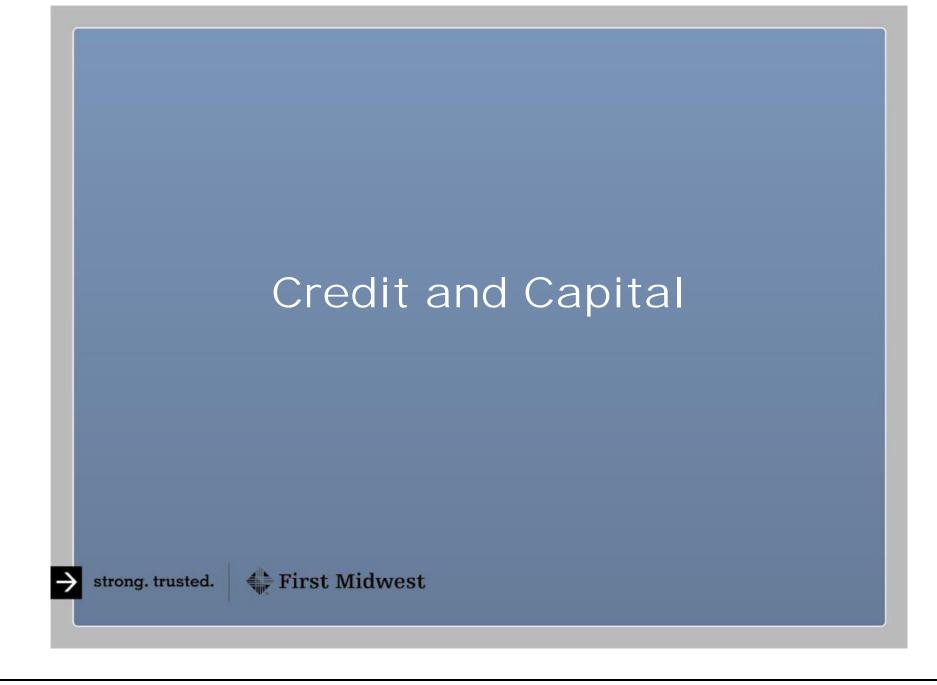


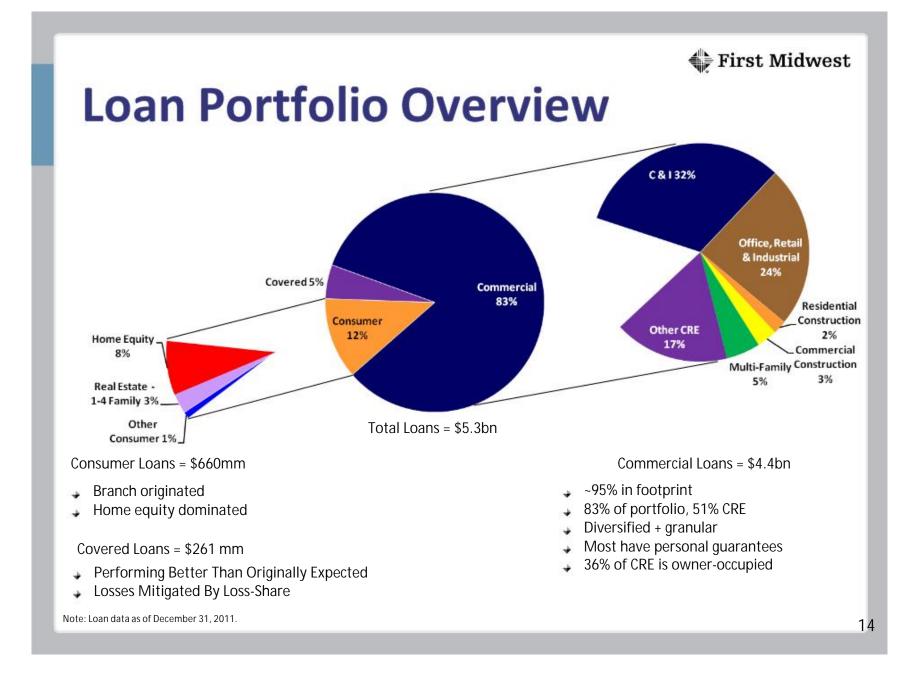
#### Strong Deposit Mix<sup>1</sup>

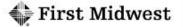




Dollar amounts in millions. <sup>1</sup> Based on quarterly average deposit mix as of December 31, 2011.







## Changing Loan Mix

	Dec. 31	% of	Dec. 31	% of	%
Loan Type <sup>1</sup>	2011	Total	2009	Total	Chg.
Commercial and Industrial	\$ 1,458	29%	\$ 1,438	28%	1%
Agricultural	244	5%	210	4%	(16%)
Office, Retail, Industrial	1,299	26%	1,213	23%	7%
Multi-Family	288	6%	334	6%	(14%)
Residential Construction	106	2%	314	6%	(66%)
Commercial Construction	145	3%	231	4%	(37%)
Other Commercial Real Estate	888	17%	799	15%	11%
Subtotal Commercial	4,428	87%	4,539	87%	(2%)
1-4 Family Mortgages	201	4%	140	3%	44%
Consumer	459	9%	524	10%	(12%)
Total	\$ 5,088	100%	\$ 5,203	100%	(2%)

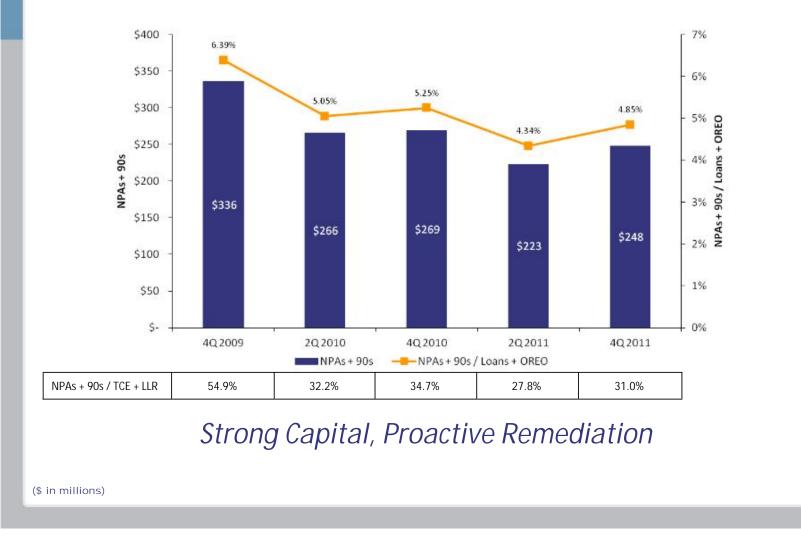
Greater Commercial And Owner-Occupied CRE Reduced Construction, Re-entry To 1-4 Family

<sup>1</sup> Dollar amounts in millions. Note: Excludes covered loans acquired in FDIC-assisted transactions.



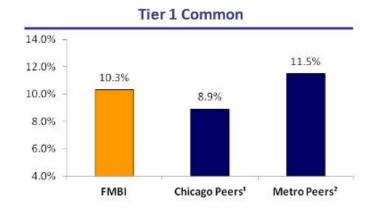
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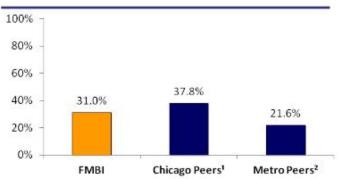
### Significant Credit Improvement



### Strong Capital Foundation

First Midwest vs. Peers





NPA + 90 / TCE + LLR

Source: Company data and SNL Financial. FMBI as of December 31, 2011, Peer data as of September 30, 2011. <sup>1</sup>Chicago Peers based on median of MBFI, PVTB, TAYC and WTFC. <sup>2</sup>Metro Peers based on median of CATY, CBSH, CFR, FCF, FMER, FULT, MBFI, ONB, PVTB, SUSQ, UMPQ, VLY, WTFC, and TRMK.

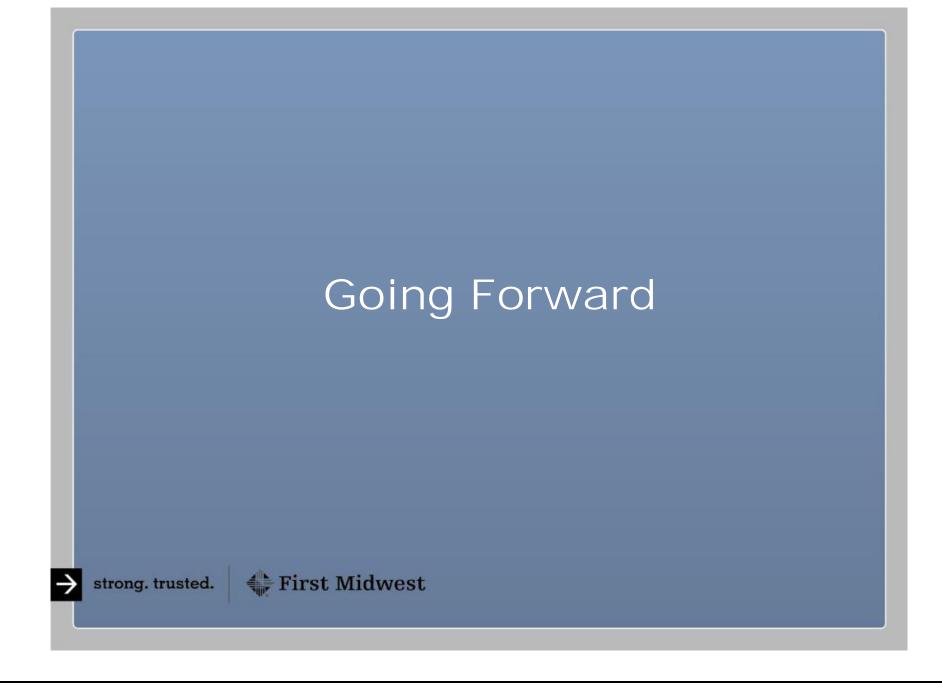
# **TARP Repurchase Completed**

Overview

- Repurchased \$193 million of preferred stock and outstanding warrants
  - One-time, \$1.5 million/\$0.02 per share 4Q charge
  - Eliminates preferred dividends of \$10.3 million or \$0.08 per share annually, net of additional borrowing costs
  - Recognizes credit and operating performance
- Funded through senior notes and cash on hand
  - ✤ \$115 million, 5 year notes @ 5.875%
  - No equity component

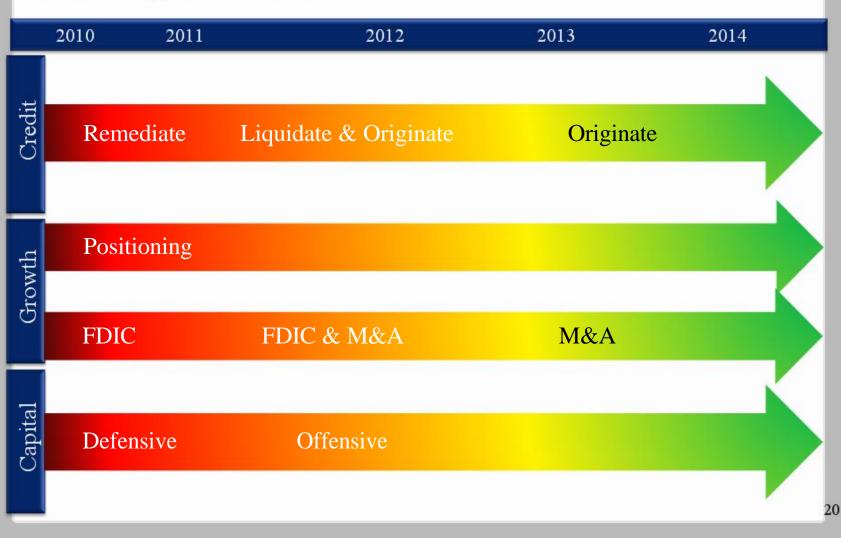
Advantageous To Shareholders

Maintains Capital Flexibility



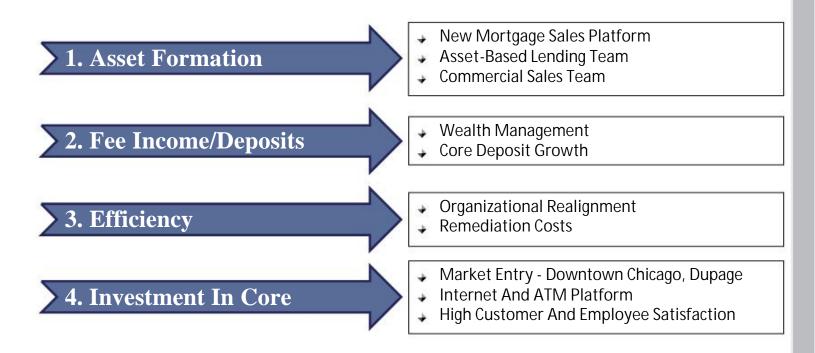
### **Strategic Priorities**

🛟 First Midwest





### Delivering On Multiple Fronts



#### Priorities Refocusing, Improving Execution



### Market Disruption

- Environment Creates Opportunities
- 🗼 In Greater Chicago Area
  - ~ 30 Failures Since Start Of 2009
  - ~ 40 Institutions (\$19 Billion) With Texas Ratio > 100%
- Well Positioned To Benefit
  - Strong Capital Position
  - Solid Reputation: In Marketplace 70+ Years First Midwest Bank
  - Expanded Sales Force
  - Experienced Management



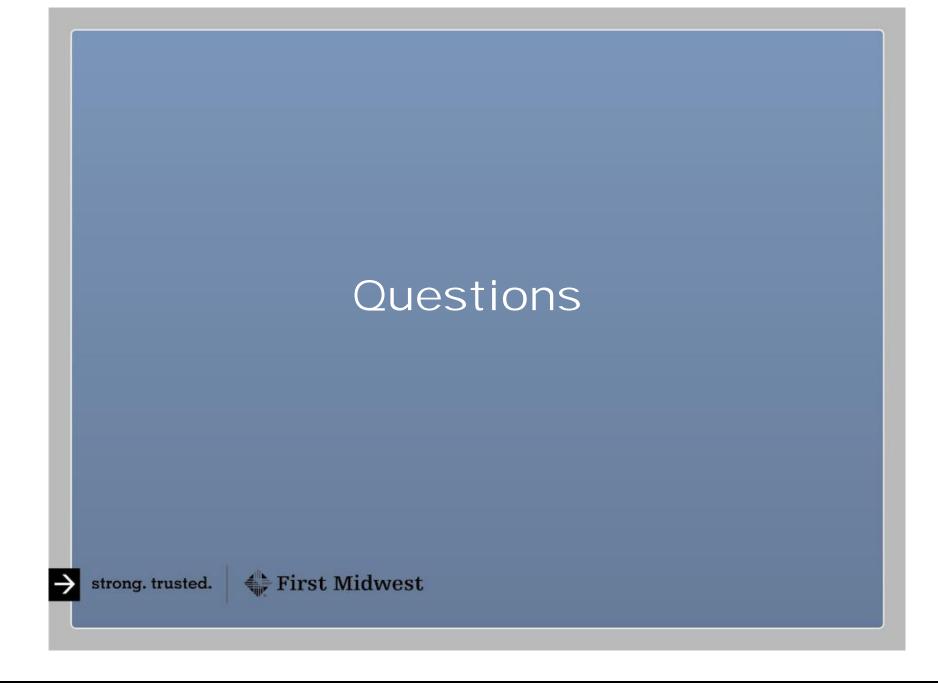
# Acquisition Opportunities

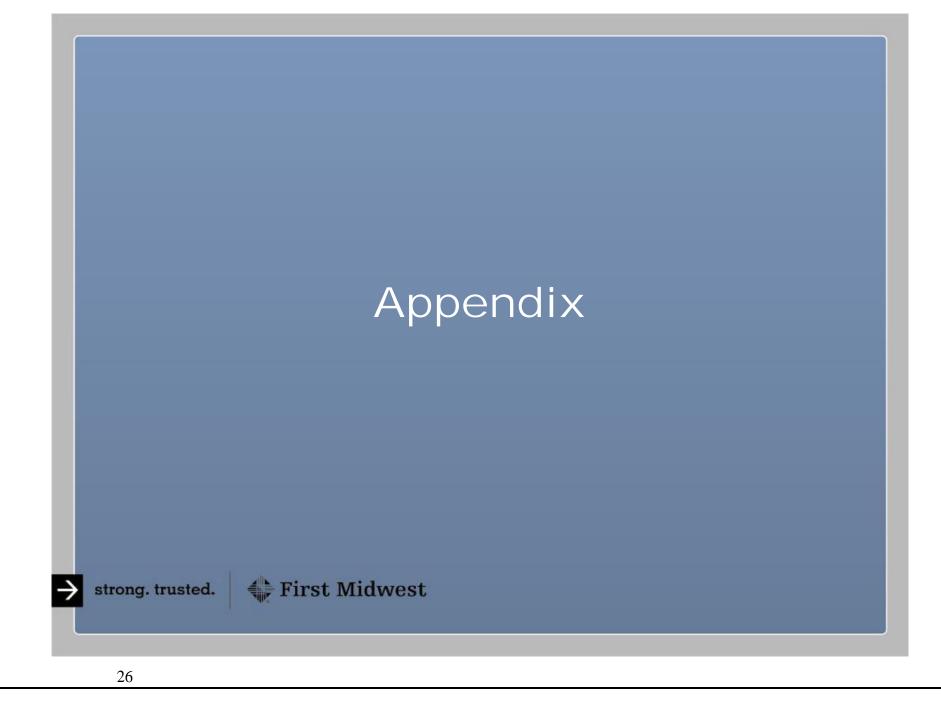
- Selective Criteria
- Ability To Strengthen The Company
- Leverages Our Skills
  - Local Market Knowledge
  - Core Competency
  - Experienced And Successful Acquirer
    - 7 Deals, \$2.7bn Since 2003
- ✤ FDIC-Assisted Deals Becoming More Competitive
  - Deals Likely Smaller
  - Eventual Shift From Assisted To Unassisted

### Why Invest in First Midwest...

- Premier Community Banking Franchise
- Investing in Our Business
- Working Through Cycle
- Solid Capital; Liquidity
- Experienced Management Team
- Market Opportunities Available

Positioned For Long-term Success





### **Reconciliation of Non-GAAP Measures**

Pre-Tax, Pre-Provision Operating Earnings<sup>(1)</sup>

(Dollar amounts in thousands)

	Quarters Ended December 31,			Years Ended December 31,				
		2011		2010		2011		2010
Pre-Tax, Pre-Provision Earnings								
Income before taxes	\$	7,220	\$	(53,225)	\$	41,071	\$	(38,228)
Provision for credit losses		21,902		73,897		80,582		147,349
Pre-tax, pre-provision earnings		29,122		20,672		121,653		109,121
Non-operating earnings:								
Security gains (losses), net		(110)		1,662		2,410		12,216
Gain on FDIC-assisted transaction				-				4,303
Gain on acquisition of deposits		1,076		-		1,076		
Losses realized on OREO		(1,425)		(15,412)		(9,686)		(40,480)
Actuarial Pension Adjustment		(1,282)				(1,282)		(*)
Severance-related costs stemming								
from a reduction in workforce		(2,000)		5 <b>-</b>		(2,000)		
Integration costs associated with FDIC-								
assisted transactions		144		(576)	2	1		(3,324)
Total non-operating items		(3,741)		(14,326)	-	(9,482)		(27,285)
Pre-tax, pre-provision core operating earnings <sup>(1)</sup>	\$	32,863	\$	34,998	\$	131,135	\$	136,406

<sup>(1)</sup>The Company's accounting and reporting policies conform to GAAP and general practices within the banking industry. As a supplement to GAAP, the Company has provided this non-GAAP performance result. The Company believes that this non-GAAP financial measure is useful because it allows investors to assess the Company's operating performance. Although this non-GAAP financial measure is intended to enhance investors' understanding of the Company's business and performance, this non-GAAP financial measure should not be considered an alternative to GAAP.