

Enterprise Financial Services Corp

2025 Second Quarter Earnings Webcast

Forward-Looking Statements

Some of the information in this report may contain “forward-looking statements” within the meaning of and intended to be covered by the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements may include projections based on management’s current expectations and beliefs concerning future developments and their potential effects on the Company including, without limitation, plans, strategies and goals, and statements about the Company’s expectations regarding revenue and asset growth, financial performance and profitability, loan and deposit growth, liquidity, yields and returns, loan diversification and credit management, stockholder value creation and the impact of acquisitions.

Forward-looking statements are typically identified by words such as “believe,” “expect,” “anticipate,” “intend,” “outlook,” “estimate,” “forecast,” “project,” “pro forma,” “pipeline” and other similar words and expressions. Forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Forward-looking statements speak only as of the date they are made. Because forward-looking statements are subject to assumptions and uncertainties, actual results or future events could differ, possibly materially, from those anticipated in the forward-looking statements and future results could differ materially from historical performance. They are neither statements of historical fact nor guarantees or assurances of future performance. While there is no assurance that any list of risks and uncertainties or risk factors is complete, important factors that could cause actual results to differ materially from those in the forward-looking statements include the following, without limitation: our ability to efficiently integrate acquisitions into our operations, retain the customers of these businesses and grow the acquired operations; credit risk; changes in the appraised valuation of real estate securing impaired loans; outcomes of litigation and other contingencies; exposure to general and local economic and market conditions, high unemployment rates, higher inflation and its impacts (including U.S. federal government measures to address higher inflation), impacts of trade and tariff policies, U.S. fiscal debt, budget and tax matters, and any slowdown in global economic growth; risks associated with rapid increases or decreases in prevailing interest rates; changes in business prospects that could impact goodwill estimates and assumptions; consolidation within the banking industry; competition from banks and other financial institutions; the ability to attract and retain relationship officers and other key personnel; burdens imposed by federal and state regulation; changes in legislative or regulatory requirements, as well as current, pending or future legislation or regulation that could have a negative effect on our revenue and business, including rules and regulations relating to bank products and financial services; changes in accounting policies and practices or accounting standards; natural disasters (including wildfires and earthquakes); terrorist activities, war and geopolitical matters (including the war in Israel and potential for a broader regional conflict and the war in Ukraine and the imposition of additional sanctions and export controls in connection therewith), or pandemics, or other health emergencies and their effects on economic and business environments in which we operate, including the related disruption to the financial market and other economic activity; and other risks referenced from time to time in the Company’s filings with the Securities and Exchange Commission (the “SEC”), including in the Company’s Annual Report on Form 10-K for the fiscal year ended December 31, 2024, and the Company’s other filings with the SEC. The Company cautions that the preceding list is not exhaustive of all possible risk factors and other factors could also adversely affect the Company’s results.

For any forward-looking statements made in this press release or in any documents, EFSC claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995.

Annualized, pro forma, projected and estimated numbers in this document are used for illustrative purposes only, are not forecasts and may not reflect actual results.

Readers are cautioned not to place undue reliance on any forward-looking statements. Except to the extent required by applicable law or regulation, EFSC disclaims any obligation to revise or publicly release any revision or update to any of the forward-looking statements included herein to reflect events or circumstances that occur after the date on which such statements were made.

Earnings



- Net Income \$51.4 million, up \$1.4 million; EPS \$1.36
- Net Interest Income \$152.8 million, up \$5.2 million; NIM 4.21%
- PPNR** \$68.1 million, up \$2.0 million
- Adjusted ROAA** 1.31%, compared to 1.29%; PPNR ROAA** 1.72%, compared to 1.71%
- Adjusted ROATCE** 13.96%, compared to 13.99%

Capital



- Tangible Common Equity/Tangible Assets** 9.42%, compared to 9.30%
- Tangible Book Value Per Common Share** \$40.02, compared to \$38.54
- CET1 Ratio 11.9%, compared to 11.8%
- Quarterly common stock dividend of \$0.30 per share in second quarter 2025 (\$0.01 increase)
- Quarterly preferred stock dividend of \$12.50 per share (\$0.3125 per depositary share)

*Comparisons noted below are to the linked quarter unless otherwise noted.

**A Non-GAAP Measure, Refer to Appendix for Reconciliation.

Financial Highlights, continued - 2Q25*

Loans & Deposits



- Loans \$11.4 billion, up \$110.1 million
- Loan/Deposit Ratio 85.7%
- Sold \$24.4 million of SBA loans, gain of \$1.2 million
- Deposits \$13.3 billion, up \$283.1 million or \$72.9 million excluding brokered CDs
- Noninterest-bearing Deposits/Total Deposits 32%

Asset Quality



- Nonperforming Loans/Loans 0.93%
- Nonperforming Assets/Assets 0.71%
- Allowance Coverage Ratio 1.27%; 1.38% adjusted for guaranteed loans**
- Net Charge-Offs \$0.6 million

*Comparisons noted below are to the linked quarter unless otherwise noted.

**A Non-GAAP Measure, Refer to Appendix for Reconciliation.

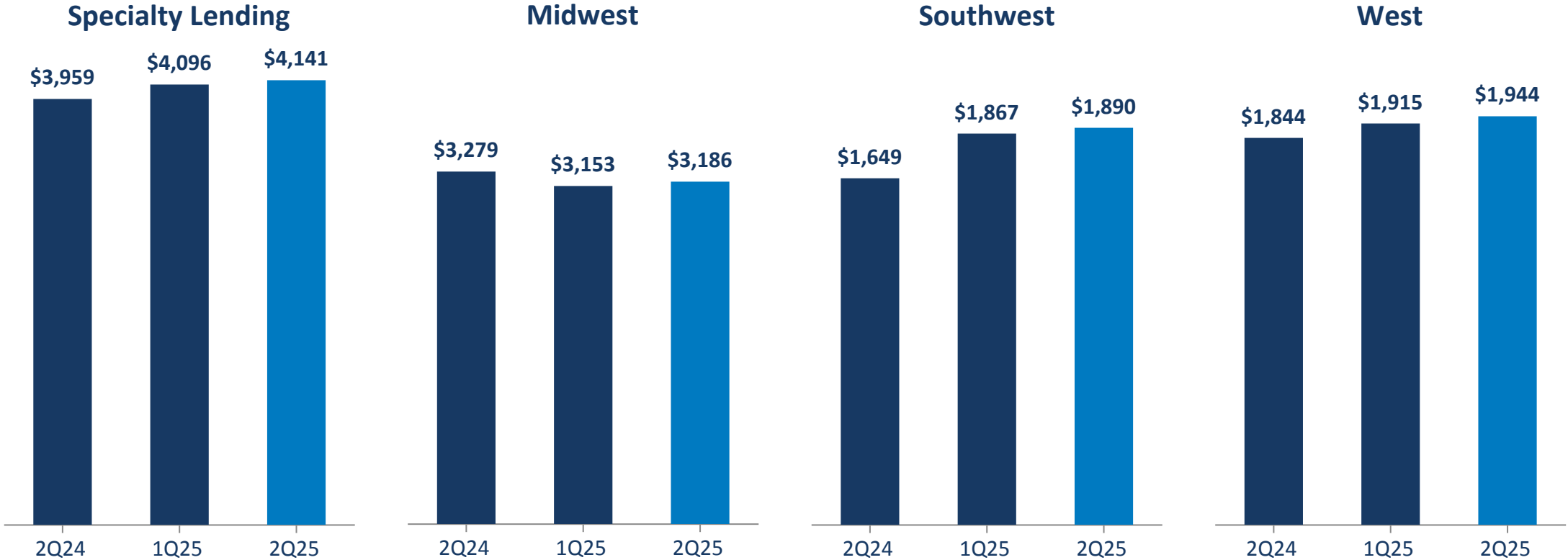
Loan Details

\$ In Millions										
		2Q25		1Q25		2Q24		Qtr Change		LTM Change
C&I	\$	2,317	\$	2,199	\$	2,107	\$	118	\$	210
CRE Investor Owned		2,548		2,487		2,309		61		239
CRE Owner Occupied		1,282		1,292		1,314		(10)		(32)
SBA loans*		1,249		1,283		1,269		(34)		(20)
Sponsor Finance*		771		784		866		(13)		(95)
Life Insurance Premium Financing*		1,156		1,149		996		7		160
Tax Credits*		708		678		738		30		(30)
Residential Real Estate		357		358		340		(1)		17
Construction and Land Development		773		801		792		(28)		(19)
Other		248		268		269		(20)		(21)
Total Loans	\$	11,409	\$	11,299	\$	11,000	\$	110	\$	409

* Specialty loan category.

Loans By Region

\$ In Millions



Note: Excludes "Other" loans;
Region Components: Midwest (St. Louis & Kansas City), Southwest (AZ, NM, Las Vegas, TX), West (Southern California)

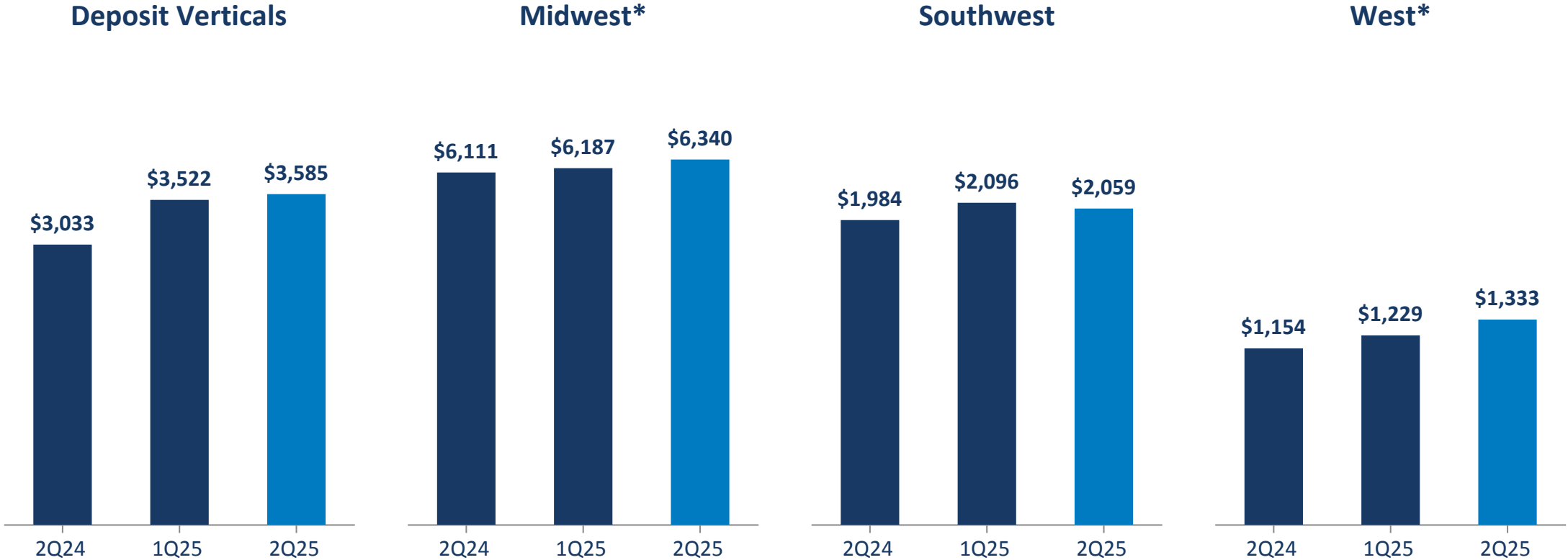
Deposit Details

\$ In Millions						
	2Q25	1Q25	2Q24	Qtr Change	LTM Change	
Noninterest-bearing demand accounts	\$ 4,322	\$ 4,285	\$ 3,928	\$ 37	\$ 394	
Interest-bearing demand accounts	3,185	3,194	2,952	(9)	233	
Money market accounts	3,676	3,632	3,474	44	202	
Savings accounts	533	535	565	(2)	(32)	
Certificates of deposit:						
Brokered	752	542	495	210	257	
Customer	849	846	868	3	(19)	
Total Deposits	\$ 13,317	\$ 13,034	\$ 12,282	\$ 283	\$ 1,035	
Deposit Verticals (included in total deposits)*	\$ 3,585	\$ 3,522	\$ 3,033	\$ 63	\$ 552	

* Total deposits excluding Deposit Verticals and brokered CDs increased \$10 million from 1Q25 and increased \$226 million from 2Q24

Deposits By Region

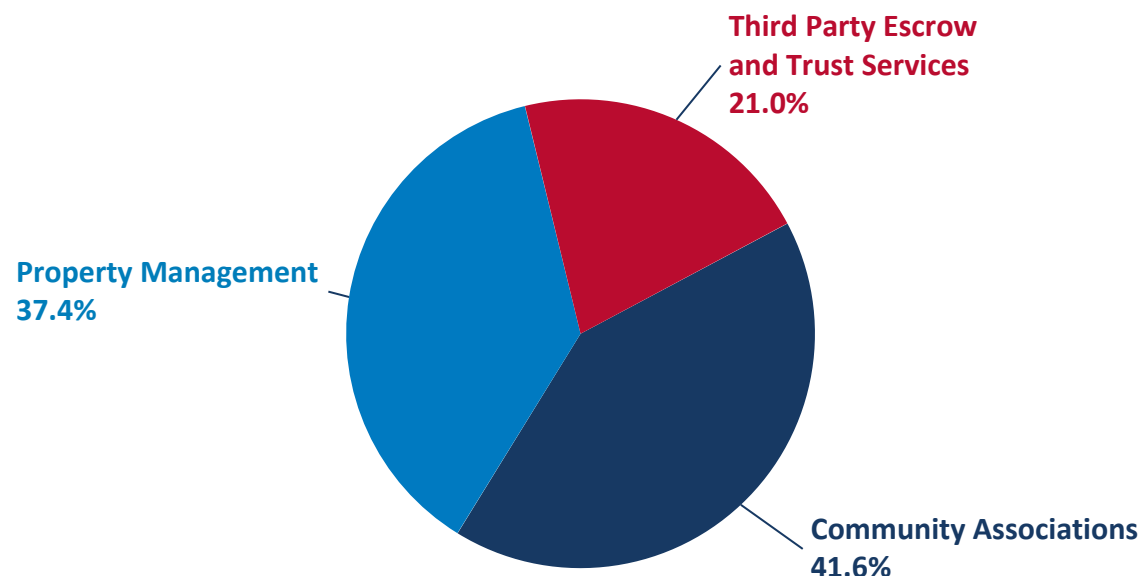
\$ In Millions



Note: Region Components: Midwest (St. Louis & Kansas City), Southwest (AZ, NM, Las Vegas, TX), West (Southern California)

**Includes brokered balances*

Differentiated Deposit Verticals



Community Associations

\$1.5 billion in deposit accounts specifically designed to serve the needs of community associations.



Property Management

\$1.3 billion in deposits. Specializing in the compliance of Property Management Trust Accounts.

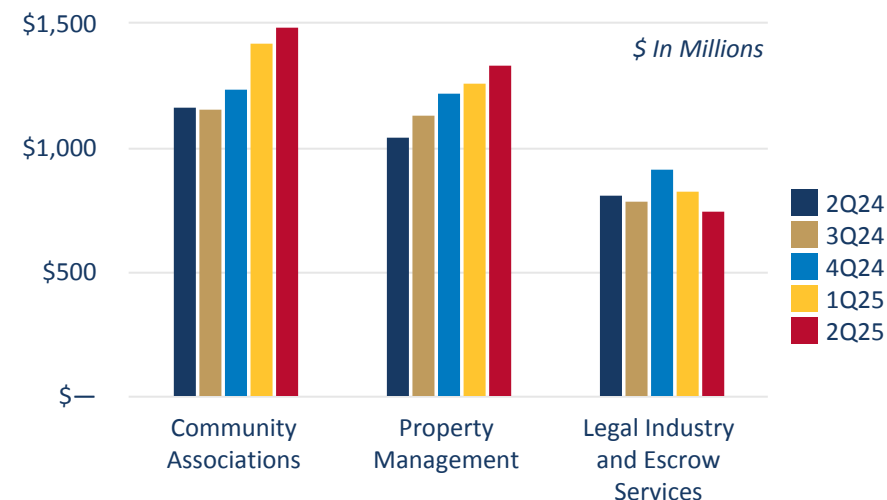


Legal Industry and Escrow Services

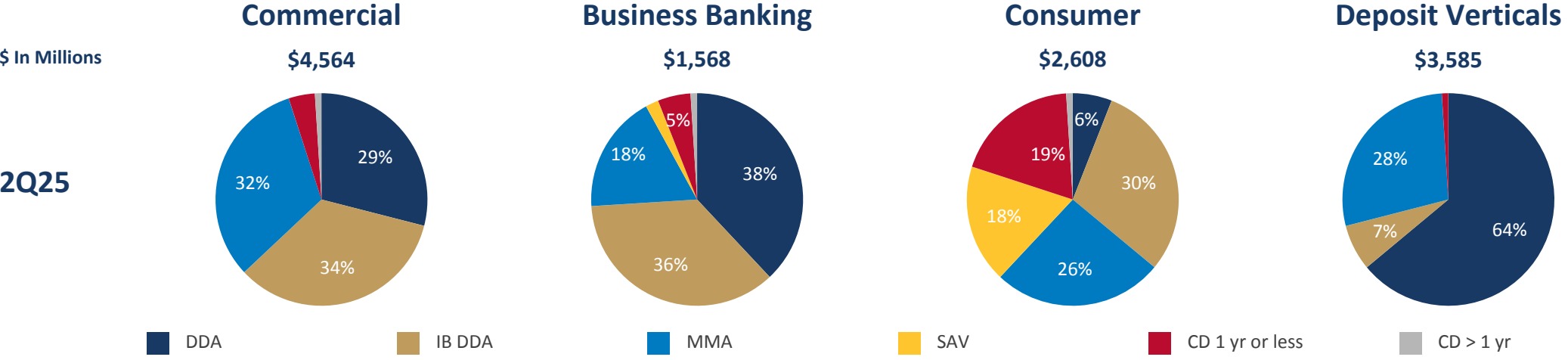
\$754 million in deposits. Product lines providing services to independent escrow and non-depository trust companies.

- \$3.59 billion - 27% of total deposits
- \$3.66 billion - Average deposits for 2Q25
- \$24.8 million - Related deposit costs in noninterest expense, resulting in an average deposit vertical cost of 2.71% in 2Q25
- \$144.3 million - Average Deposits per Branch for FDIC Insured Banks with a deposit portfolio between \$5-20B*
 - 25 - The national deposit vertical portfolio is the equivalent of 25 traditional bank branches

**Data Source: Deposit data as of June 30th, 2024, per the FDIC Summary of Deposits.*



Core Funding Mix



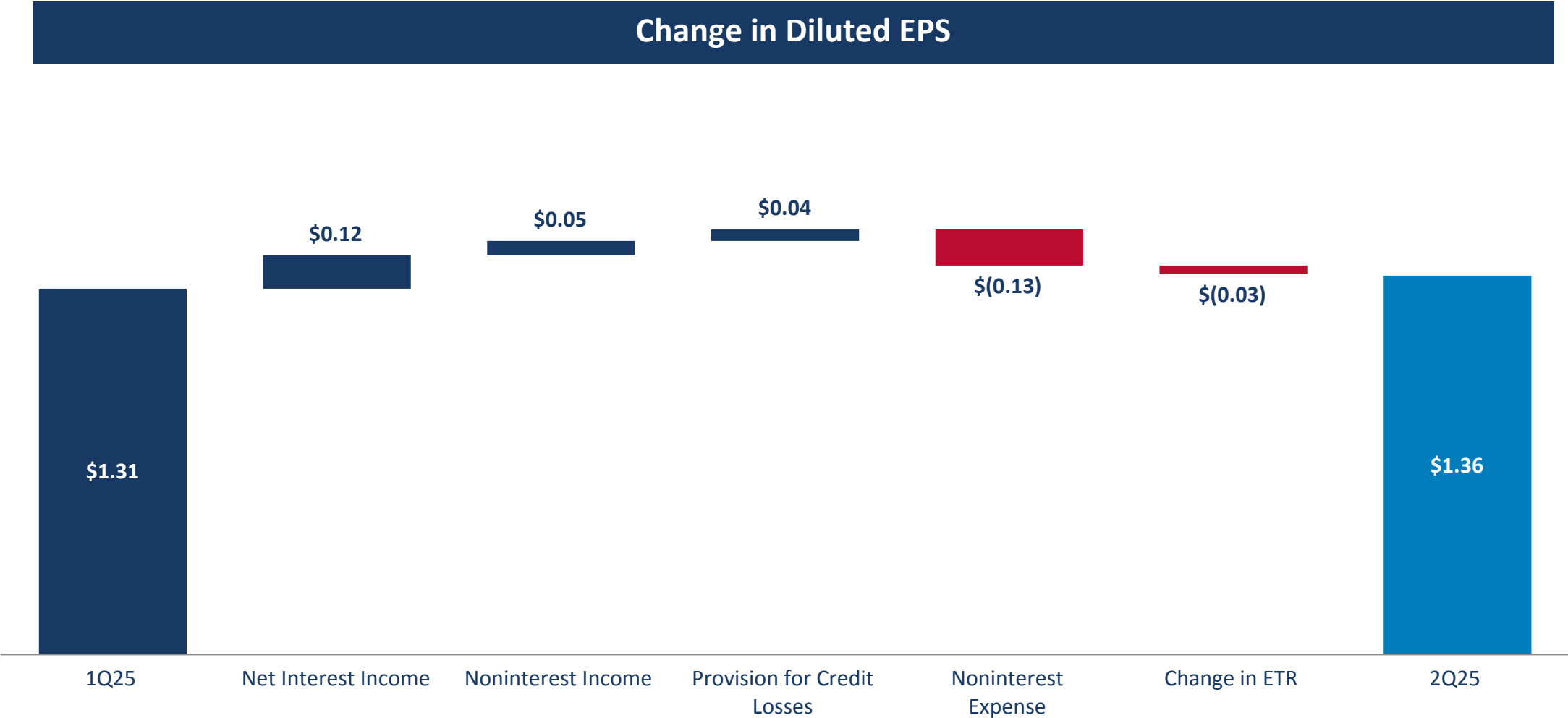
Overview

- ~80% of commercial deposits utilize Treasury Management services
- ~90% of checking and savings accounts utilize online banking services
- ~60% of commercial deposits have a lending relationship

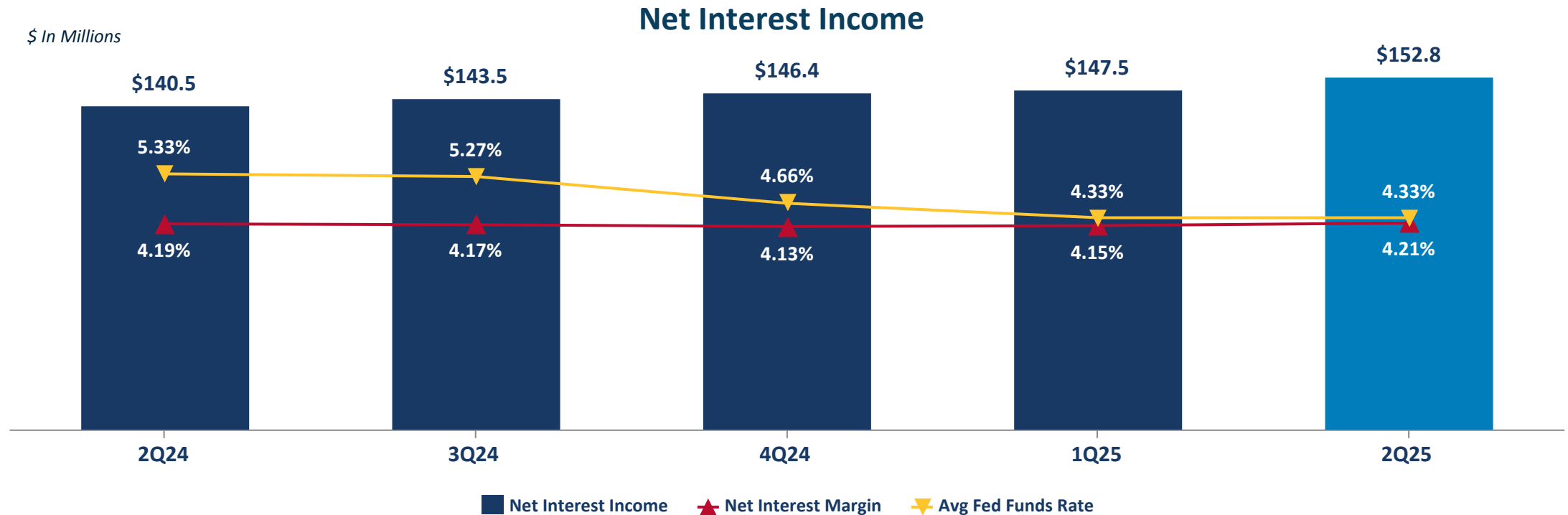
Total Portfolio Average Account Size & Cost of Funds				
	COMMERCIAL	BUSINESS BANKING	CONSUMER	DEPOSIT VERTICALS
Average account size (\$ in thousands)				
2Q25	\$ 325	\$ 81	\$ 23	\$ 104
Cost of funds				
2Q25 ¹	2.21 %	1.35 %	1.53 %	0.87 %

¹At June 30, 2025.
Note: Brokered deposits were \$1.0 billion at 2Q25; 3.71% cost of funds

Earnings Per Share Trend - 2Q25

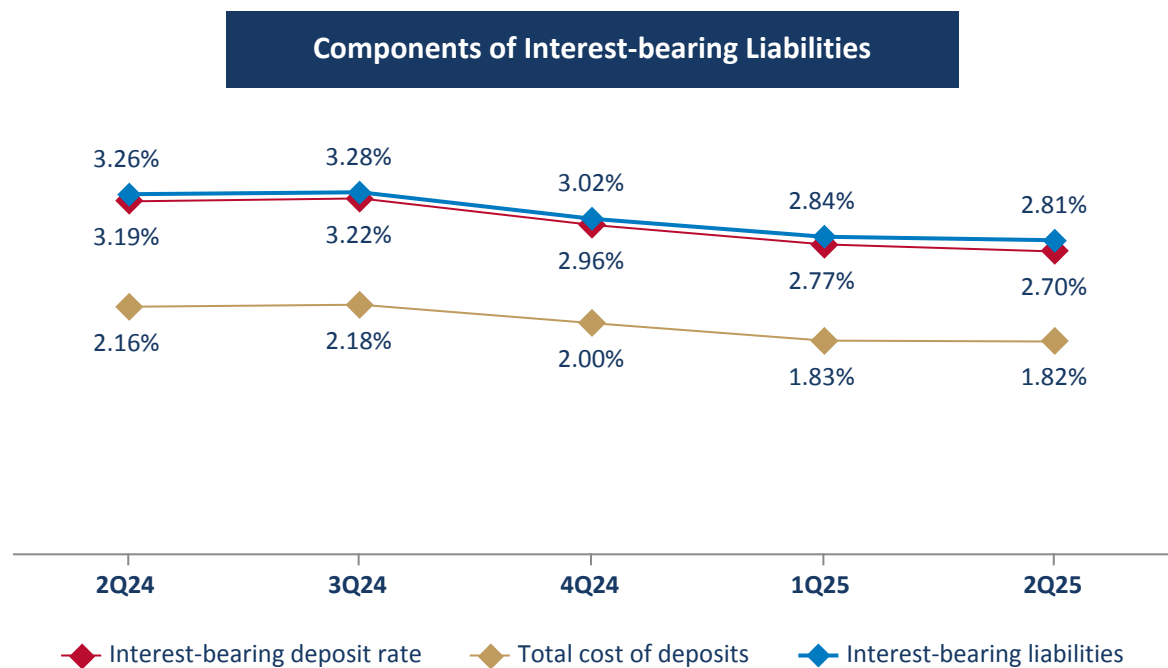
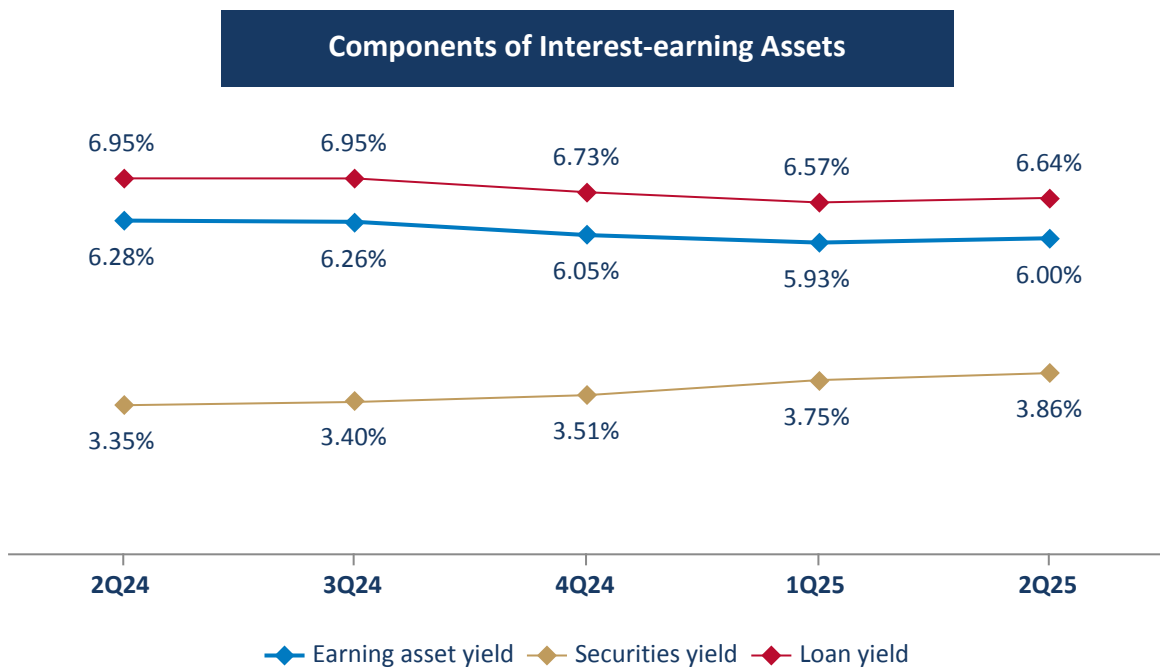
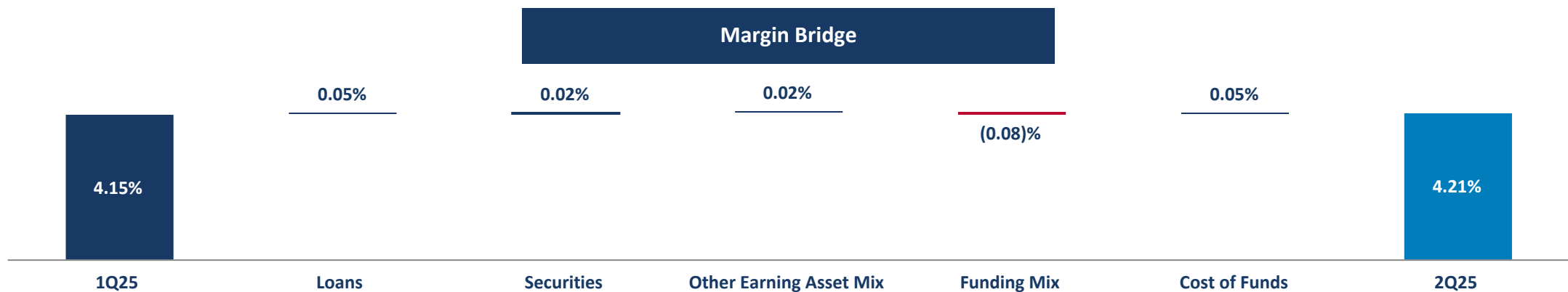


Net Interest Income Trend



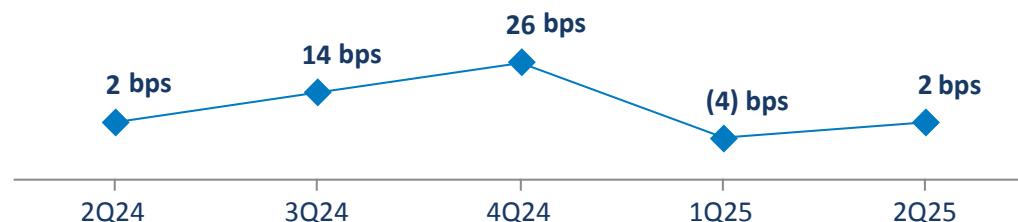
	2Q24		3Q24		4Q24		1Q25		2Q25
Net Interest Income - FTE	\$	142.6	\$	145.6	\$	148.6	\$	150.0	\$ 155.5
Purchase Accounting Amortization/(Accretion)		(0.2)		0.5		0.8		0.2	0.4
Adjusted Net Interest Income - FTE (Excluding Purchase Accounting)	\$	142.4	\$	146.1	\$	149.4	\$	150.2	\$ 155.9
Net Interest Margin		4.19 %		4.17 %		4.13 %		4.15 %	4.21 %
Purchase Accounting Amortization/(Accretion)		— %		0.01 %		0.02 %		0.01 %	0.01 %
Adjusted Net Interest Income - FTE (Excluding Purchase Accounting)		4.19 %		4.18 %		4.15 %		4.16 %	4.22 %

Net Interest Margin



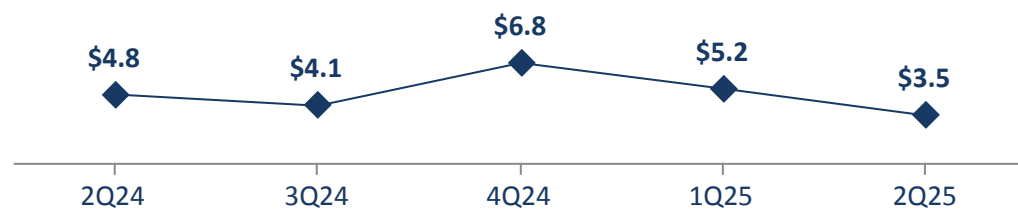
Credit Trends

Annualized Net Charge-offs (Recoveries) to Average Loans

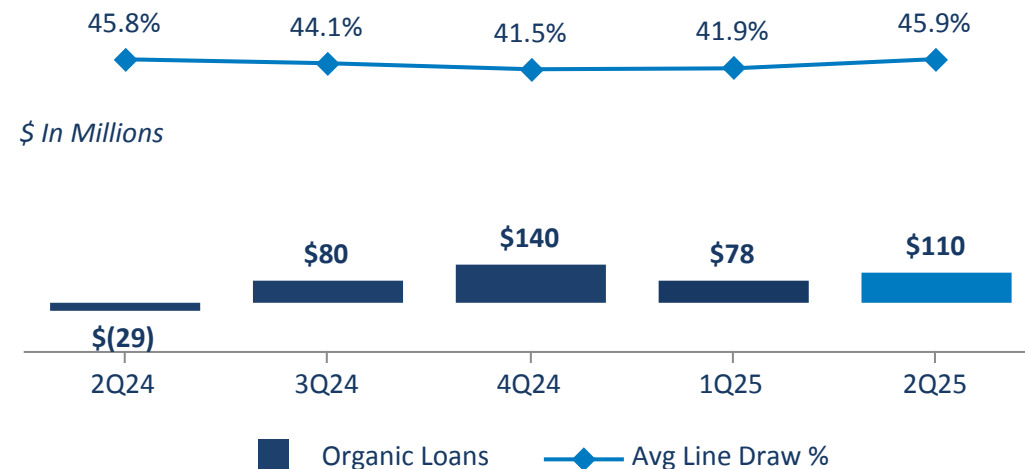


Provision for Credit Losses*

\$ In Millions



Loan Growth and Average Line of Credit Utilization



	2Q25	1Q25	2Q24
NPLs/Loans	0.93 %	0.97 %	0.36 %
NPAs/Assets	0.71 %	0.72 %	0.33 %
ACL/NPLs	137.2 %	130.1 %	354.1 %
ACL/Loans**	1.38 %	1.38 %	1.38 %

*Includes credit loss expense on loans, investments and unfunded commitments.

**Excludes guaranteed loans. A Non-GAAP Measure, Refer to Appendix for Reconciliation.

Allowance for Credit Losses for Loans

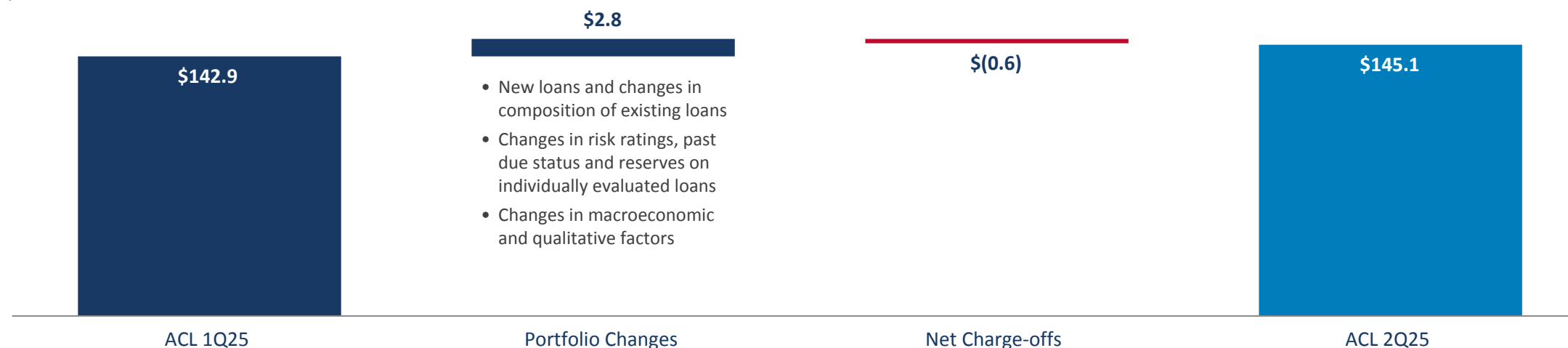
Key Assumptions:

- Reasonable and supportable forecast period is one year with a one year reversion period.
- Forecast considers a weighted average of baseline, upside and downside scenarios.
- Primary macroeconomic factors:
 - Percentage change in GDP
 - Unemployment
 - Percentage change in Retail Sales
 - Percentage change in CRE Index

\$ In Millions	2Q25		
	Loans	ACL	ACL as a % of Loans
Commercial and industrial	\$ 4,870	\$ 72	1.48 %
Commercial real estate	5,074	48	0.95 %
Construction real estate	845	13	1.54 %
Residential real estate	364	8	2.20 %
Other	256	4	1.56 %
Total	\$ 11,409	\$ 145	1.27 %

Reserves on sponsor finance, agricultural, and investor office CRE loans, which are included in the categories above, represented \$26.5 million, \$2.9 million, and \$8.4 million, respectively. Total ACL percentage of loans excluding government guaranteed loans was 1.38%*.

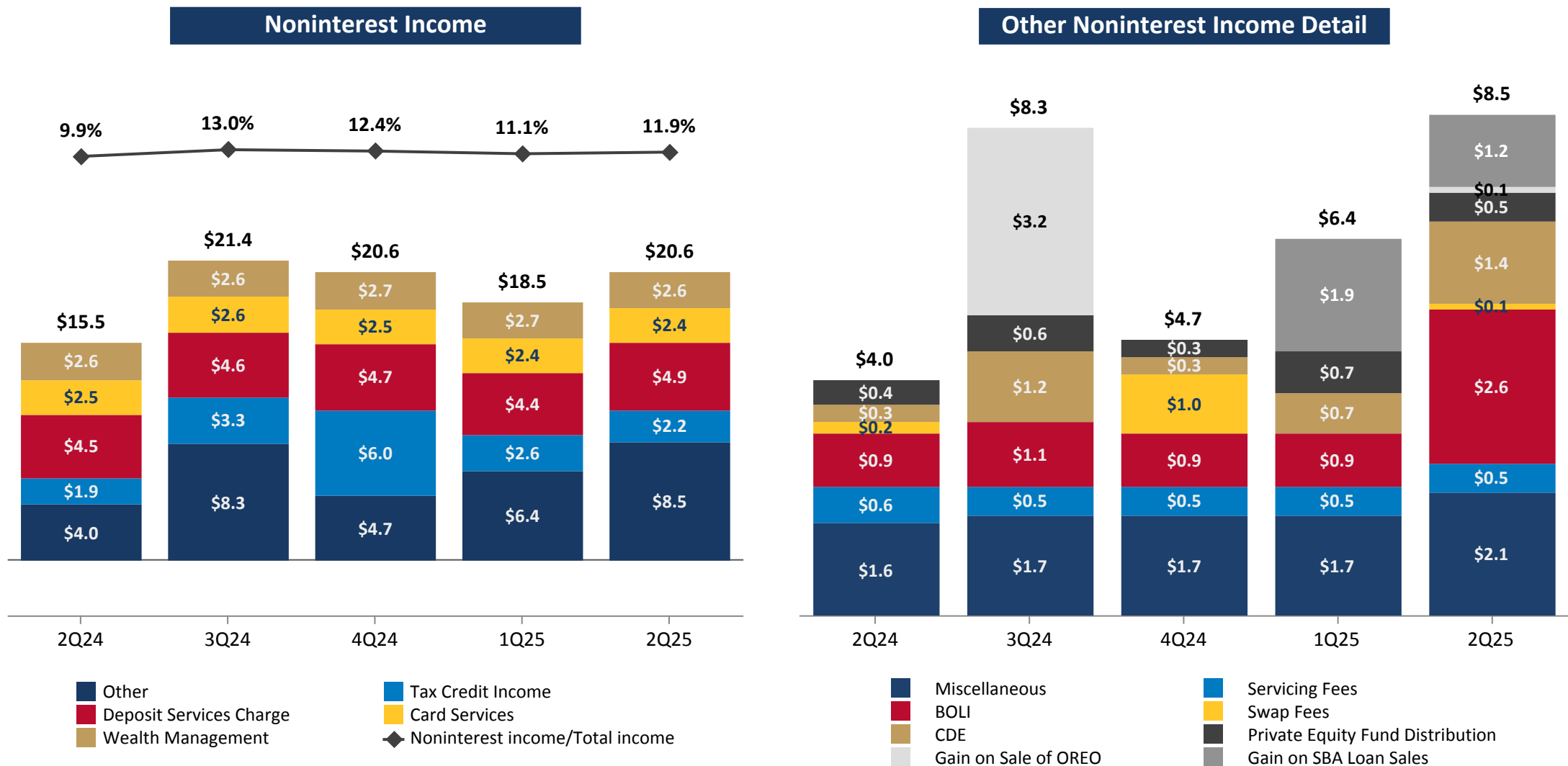
\$ In Millions



*A Non-GAAP Measure, Refer to Appendix for Reconciliation.

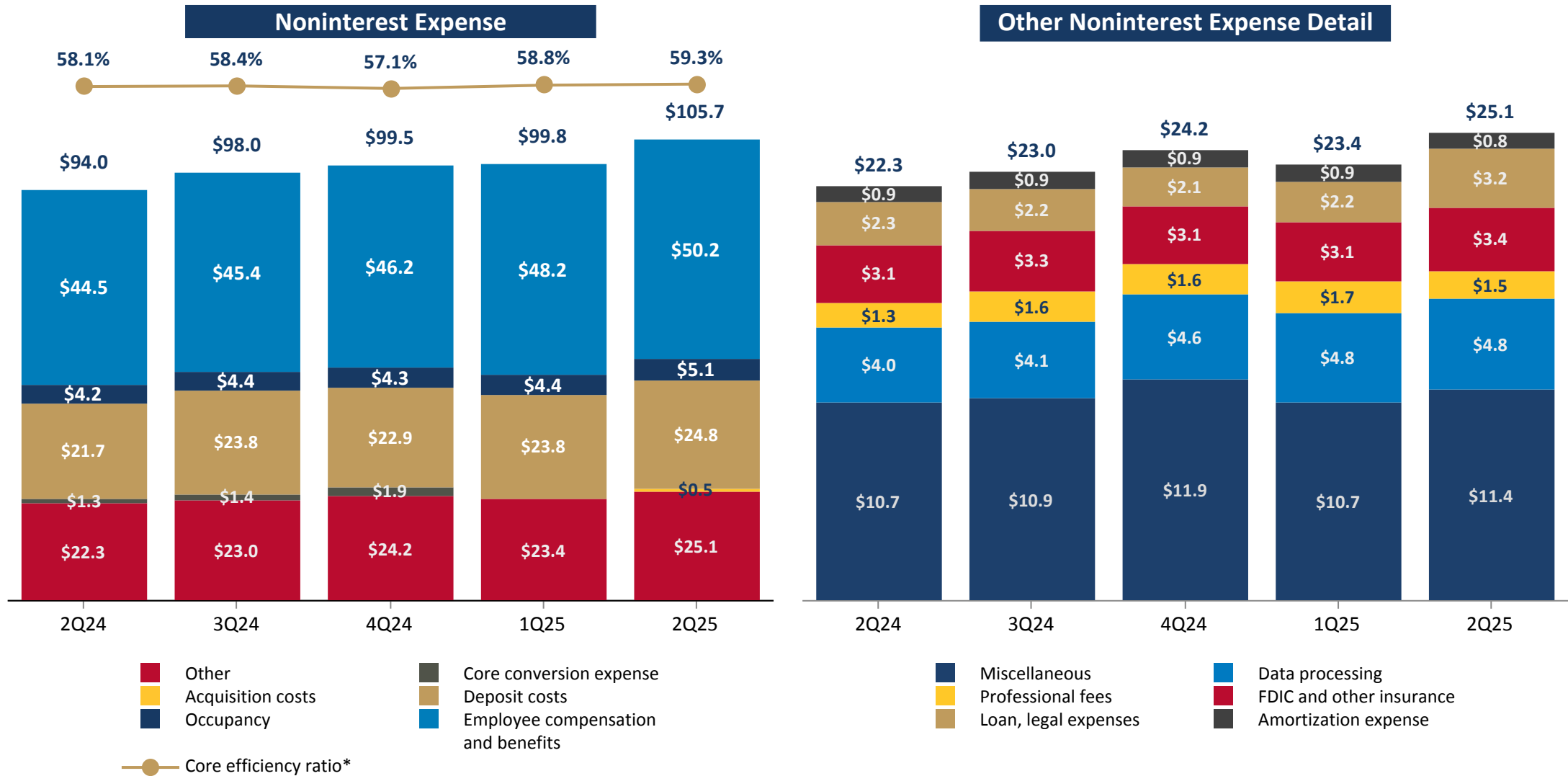
Noninterest Income Trend

\$ In Millions



Noninterest Expense Trend

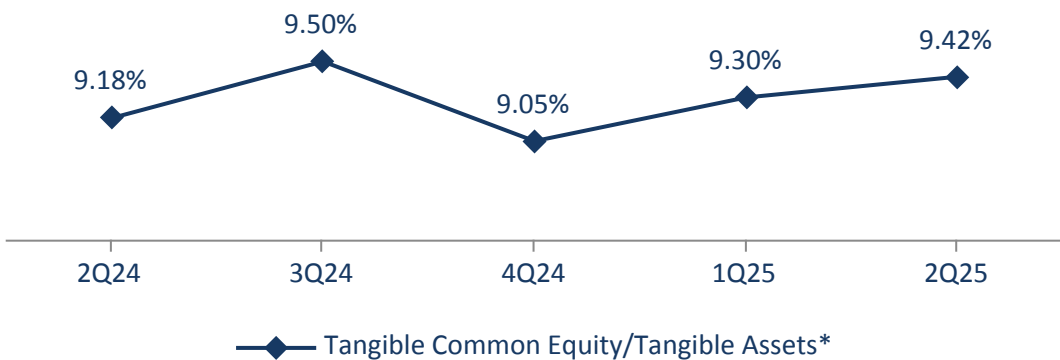
\$ In Millions



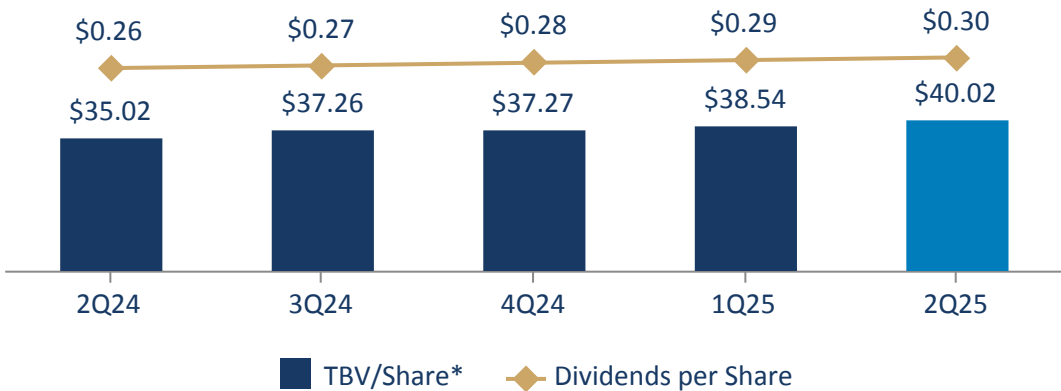
*A Non-GAAP Measure, Refer to Appendix for Reconciliation.

Capital

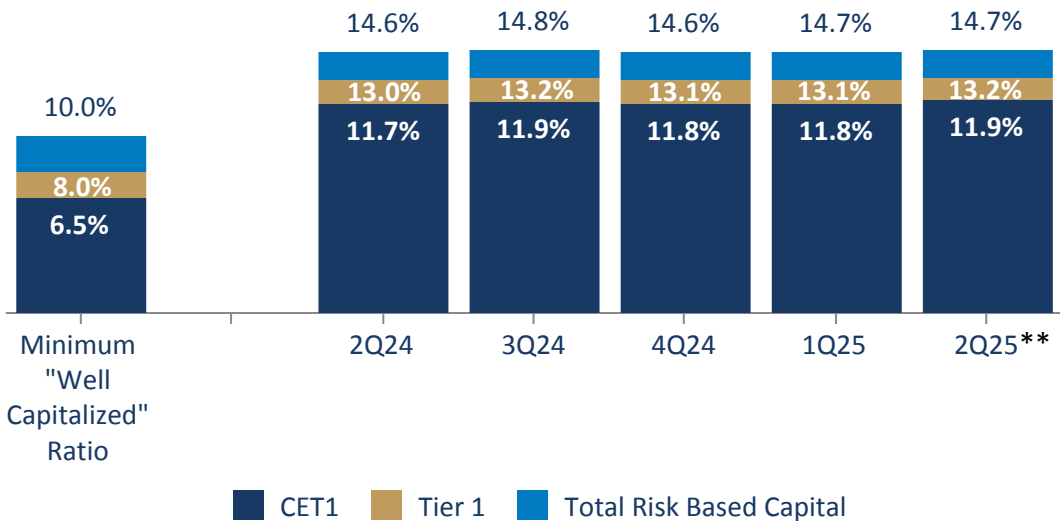
Tangible Common Equity/Tangible Assets



TBV and Dividends per Share



Regulatory Capital



EFSC Capital Strategy: Low Cost - Highly Flexible

High Capital Retention Rate

- Strong earnings profile
- Sustainable dividend profile

Supporting Robust Asset Growth

- Organic loan and deposit growth
- High quality M&A to enhance commercial franchise and geographic diversification

Maintain High Quality Capital Stack

- Minimize WACC over time (preferred, sub debt, etc.)
- Optimize capital levels CET1 ~10%, Tier 1 ~12%, and Total Capital ~14%

Maintain 8-9% TCE

- M&A deal structures
- Drives ROATCE above peer levels

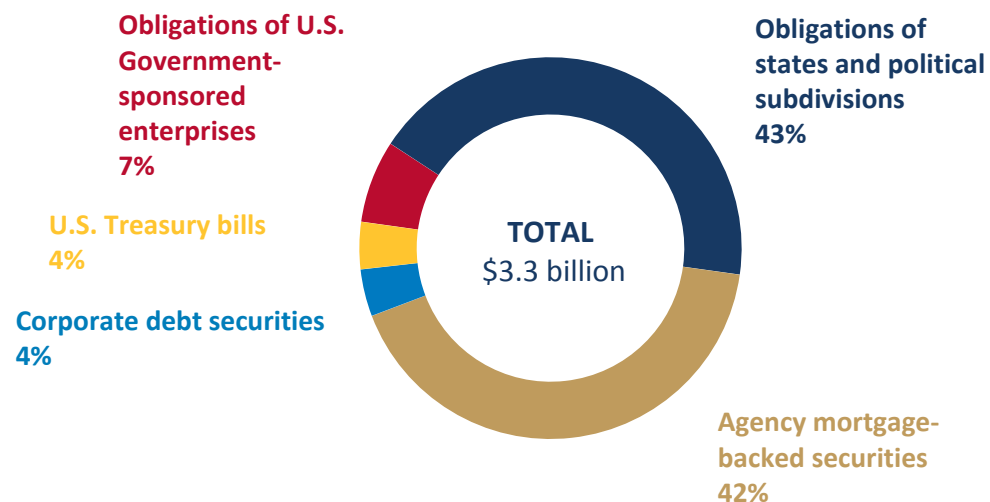
*A Non-GAAP Measure, Refer to Appendix for Reconciliation.

**Preliminary regulatory capital ratios.

Appendix

Investment Portfolio

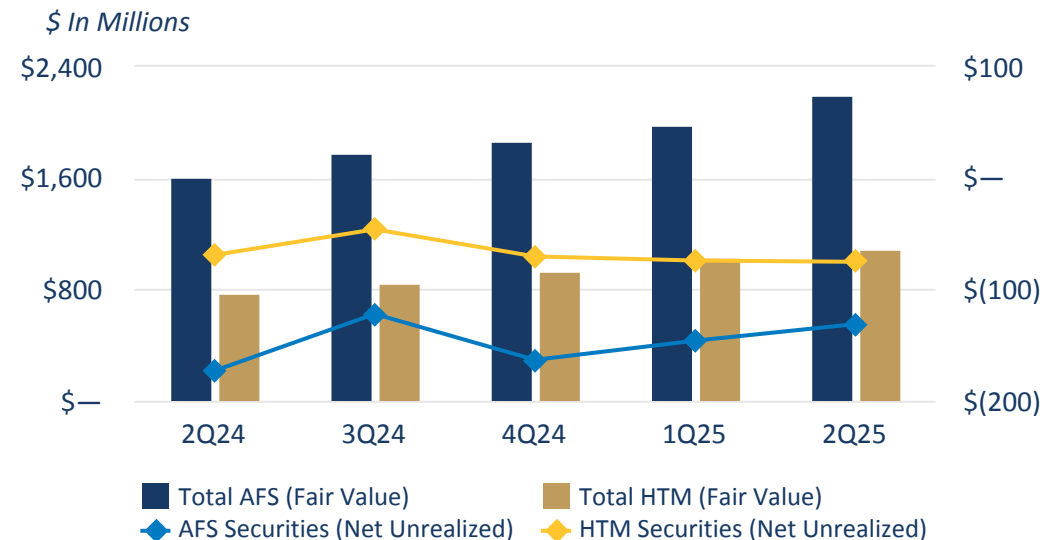
Investment Portfolio Breakout



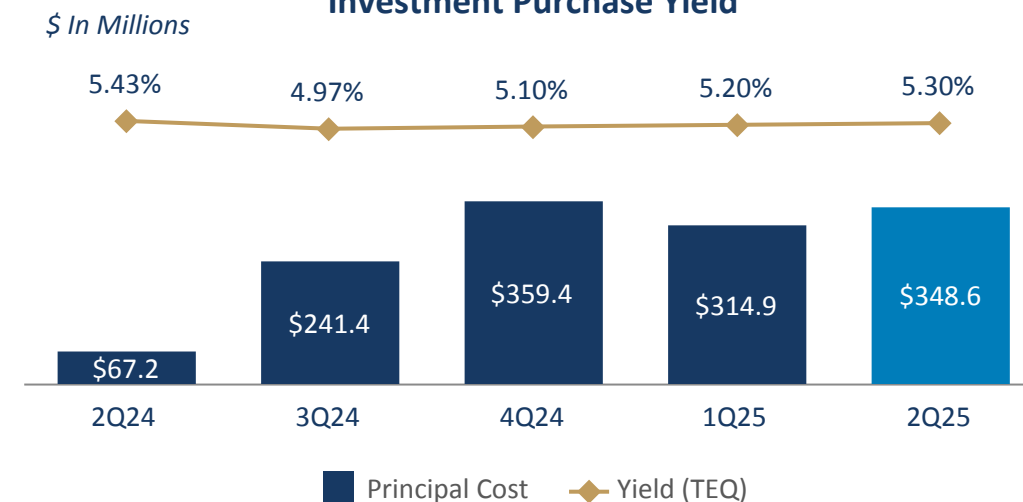
Overview

- Effective duration of 5.1 years balances the short 3-year duration of the loan portfolio
- Cash flows next 12 months of approximately \$547.5 million
- 3.86% tax-equivalent yield
- Municipal bond portfolio rated A or better
- Laddered maturity and repayment structure for consistent cash flows

AFS & HTM Securities



Investment Purchase Yield

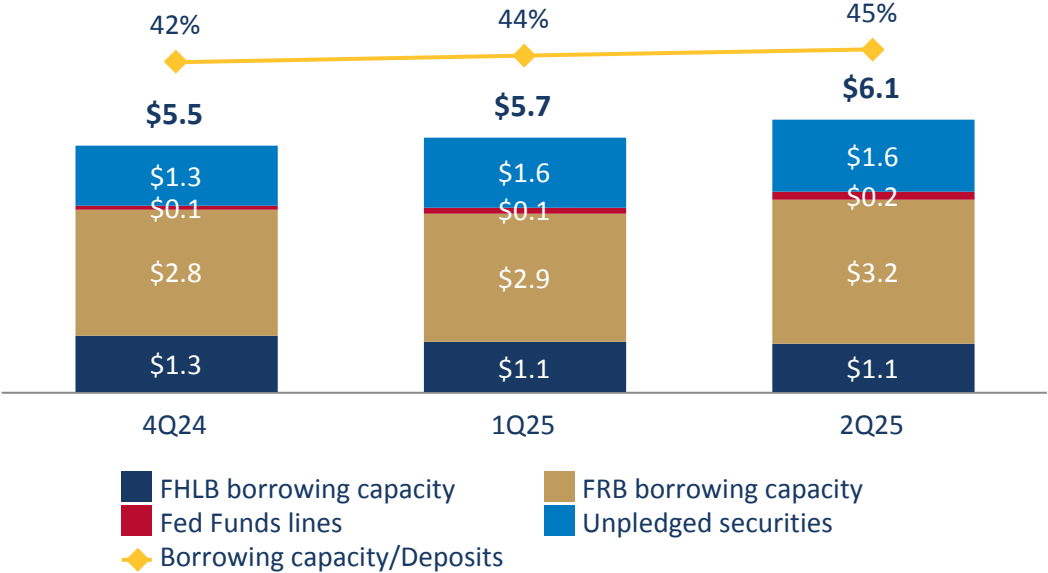


Liquidity

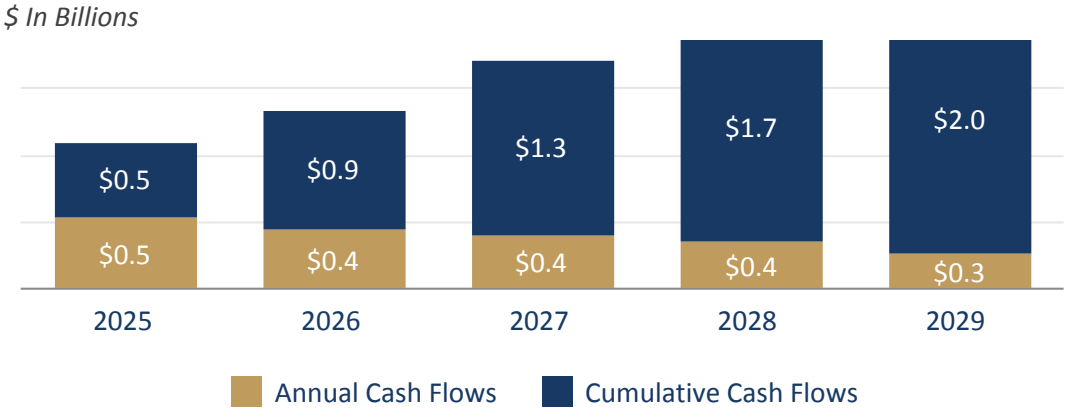
Strong Liquidity Profile

- \$1.1 billion available FHLB capacity
- \$3.2 billion available FRB capacity
- \$160.0 million in eight federal funds lines
- \$1.6 billion in unpledged investment securities
- \$491.5 million cash
- \$25.0 million available line of credit
- Portfolio of saleable SBA loans
- Investment portfolio/total assets of 21%
- FHLB maximum credit capacity is 45% of assets

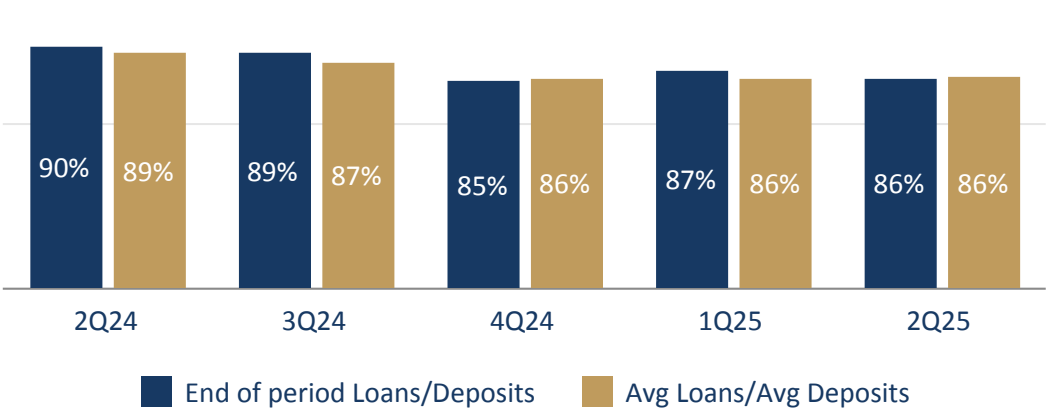
\$ In Billions EFSC Borrowing Capacity



Investment Portfolio Cash Flows*



End of Period and Average Loans to Deposits

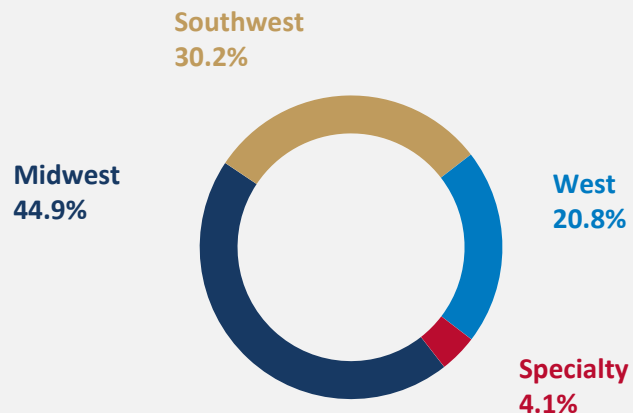


*Trailing 12 months ending June 30 of each year

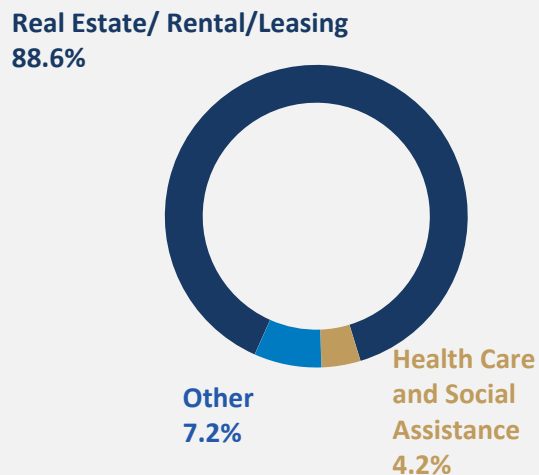
Office CRE (Non-owner Occupied)

Total \$542.1 million

Office CRE Loans by Location



Office CRE Loans by Industry Type



- Average loan-to-origination value 52%
- 71% of loans have recourse to owners
- Average debt-service coverage ratio (DSCR) of 1.52x
- Average market occupancy of 88%; average rents of \$24 psf
- 42% Class A, 54% Class B, 4% Class C
- \$18.8 million unfunded commitments
- Limited near-term maturity risk: 6% to mature in 2025, 94% maturing in 2026 and beyond

Office CRE Loans by Size

\$ In Millions

Size	Average Risk Rating	Number of Loans	Balance	Average Balance
> \$10 Million	5.64	14	\$ 210.6	\$ 15.0
\$5-10 Million	4.92	12	80.9	6.7
\$2-5 Million	5.24	41	136.1	3.3
< \$2 Million	5.28	194	114.5	0.6
Total	5.28	261	\$ 542.1	\$ 2.1

Use of Non-GAAP Financial Measures

The Company's accounting and reporting policies conform to generally accepted accounting principles in the United States ("GAAP") and the prevailing practices in the banking industry. However, the Company provides other financial measures, such as tangible common equity, PPNR, ROATCE, adjusted ROAA, allowance coverage ratio adjusted for guaranteed loans, PPNR return on average assets ("PPNR ROAA"), core efficiency ratio, the tangible common equity to tangible assets, and tangible book value per common share, in this release that are considered "non-GAAP financial measures." Generally, a non-GAAP financial measure is a numerical measure of a company's financial performance, financial position, or cash flows that exclude (or include) amounts that are included in (or excluded from) the most directly comparable measure calculated and presented in accordance with GAAP.

The Company considers its tangible common equity, PPNR, ROATCE, adjusted ROAA, allowance coverage ratio adjusted for guaranteed loans, PPNR return on average assets ("PPNR ROAA"), core efficiency ratio, the tangible common equity to tangible assets, and tangible book value per common share, collectively "core performance measures," presented in this earnings release and the included tables as important measures of financial performance, even though they are non-GAAP measures, as they provide supplemental information by which to evaluate the impact of certain non-comparable items, and the Company's operating performance on an ongoing basis. Core performance measures exclude certain other income and expense items, such as the FDIC special assessment, acquisition costs, core conversion expenses, and the gain or loss on sale of other real estate and investment securities, that the Company believes to be not indicative of or useful to measure the Company's operating performance on an ongoing basis. The attached tables contain a reconciliation of these core performance measures to the GAAP measures. The Company believes that the tangible common equity ratio provides useful information to investors about the Company's capital strength even though it is considered to be a non-GAAP financial measure and is not part of the regulatory capital requirements to which the Company is subject.

The Company believes these non-GAAP measures and ratios, when taken together with the corresponding GAAP measures and ratios, provide meaningful supplemental information regarding the Company's performance and capital strength. The Company's management uses, and believes that investors benefit from referring to, these non-GAAP measures and ratios in assessing the Company's operating results and related trends and when forecasting future periods. However, these non-GAAP measures and ratios should be considered in addition to, and not as a substitute for or preferable to, ratios prepared in accordance with GAAP. In the attached tables, the Company has provided a reconciliation of, where applicable, the most comparable GAAP financial measures and ratios to the non-GAAP financial measures and ratios, or a reconciliation of the non-GAAP calculation of the financial measures for the periods indicated.

Reconciliation of Non-GAAP Financial Measures

(\$ in thousands)	Quarter ended				
	June 30, 2025	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024
STOCKHOLDERS' EQUITY TO TANGIBLE COMMON EQUITY, TOTAL ASSETS TO TANGIBLE ASSETS, TANGIBLE BOOK VALUE PER COMMON SHARE, AND TANGIBLE COMMON EQUITY TO TANGIBLE ASSETS					
Stockholders' equity (GAAP)	\$ 1,922,899	\$ 1,868,073	\$ 1,824,002	\$ 1,832,011	\$ 1,755,273
Less preferred stock	71,988	71,988	71,988	71,988	71,988
Less goodwill	365,164	365,164	365,164	365,164	365,164
Less intangible assets	6,876	7,628	8,484	9,400	10,327
Tangible common equity (non-GAAP)	\$ 1,478,871	\$ 1,423,293	\$ 1,378,366	\$ 1,385,459	\$ 1,307,794
Common shares outstanding	36,950	36,928	36,988	37,184	37,344
Tangible book value per common share (non-GAAP)	\$ 40.02	\$ 38.54	\$ 37.27	\$ 37.26	\$ 35.02
Total assets (GAAP)	\$ 16,076,299	\$ 15,676,594	\$ 15,596,431	\$ 14,954,125	\$ 14,615,666
Less goodwill	365,164	365,164	365,164	365,164	365,164
Less intangible assets	6,876	7,628	8,484	9,400	10,327
Tangible assets (non-GAAP)	\$ 15,704,259	\$ 15,303,802	\$ 15,222,783	\$ 14,579,561	\$ 14,240,175
Tangible common equity to tangible assets (non-GAAP)	9.42 %	9.30 %	9.05 %	9.50 %	9.18 %
(\$ in thousands)	Quarter ended				
	June 30, 2025	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024
PRE-PROVISION NET REVENUE					
Net interest income	\$ 152,762	\$ 147,516	\$ 146,370	\$ 143,469	\$ 140,529
Noninterest income	20,604	18,483	20,631	21,420	15,494
Core conversion expense	—	—	1,893	1,375	1,250
Acquisition costs	518	—	—	—	—
Less gain on sale of investment securities	—	106	—	—	—
Less net gain (loss) on sale of other real estate owned	56	23	(68)	3,159	—
Less noninterest expense	105,702	99,783	99,522	98,007	94,017
PPNR (non-GAAP)	\$ 68,126	\$ 66,087	\$ 69,440	\$ 65,098	\$ 63,256
Average assets	\$ 15,859,721	\$ 15,642,999	\$ 15,309,577	\$ 14,849,455	\$ 14,646,381
PPNR ROAA (non-GAAP)	1.72 %	1.71 %	1.80 %	1.74 %	1.74 %

Reconciliation of Non-GAAP Financial Measures

(\$ in thousands)	Quarter ended				
	June 30, 2025	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024
RETURN ON AVERAGE TANGIBLE COMMON EQUITY (ROATCE) AND RETURN ON AVERAGE ASSETS (ROAA)					
Average stockholder's equity (GAAP)	\$ 1,906,089	\$ 1,863,272	\$ 1,844,509	\$ 1,804,369	\$ 1,748,240
Less average preferred stock	71,988	71,988	71,988	71,988	71,988
Less average goodwill	365,164	365,164	365,164	365,164	365,164
Less average intangible assets	7,237	8,026	8,930	9,855	10,783
Average tangible common equity (non-GAAP)	<u>\$ 1,461,700</u>	<u>\$ 1,418,094</u>	<u>\$ 1,398,427</u>	<u>\$ 1,357,362</u>	<u>\$ 1,300,305</u>
Net income (GAAP)	\$ 51,384	\$ 49,961	\$ 48,834	\$ 50,585	\$ 45,446
Core conversion expense (after tax)	—	—	1,424	1,034	940
Acquisition costs (after tax)	462	—	—	—	—
Less gain on sale of investment securities (after tax)	—	80	—	—	—
Less net gain (loss) on sale of other real estate owned (after tax)	42	17	(51)	2,375	—
Net income adjusted (non-GAAP)	<u>\$ 51,804</u>	<u>\$ 49,864</u>	<u>\$ 50,309</u>	<u>\$ 49,244</u>	<u>\$ 46,386</u>
Less preferred stock dividends	937	938	937	938	937
Net income available to common stockholders adjusted (non-GAAP)	<u>\$ 50,867</u>	<u>\$ 48,926</u>	<u>\$ 49,372</u>	<u>\$ 48,306</u>	<u>\$ 45,449</u>
ROATCE (non-GAAP)	13.84 %	14.02 %	13.63 %	14.55 %	13.77 %
Adjusted ROATCE (non-GAAP)	13.96 %	13.99 %	14.05 %	14.16 %	14.06 %
Average assets	\$ 15,859,721	\$ 15,642,999	\$ 15,309,577	\$ 14,849,455	\$ 14,646,381
Return on average assets (GAAP)	1.30 %	1.30 %	1.27 %	1.36 %	1.25 %
Adjusted return on average assets (non-GAAP)	1.31 %	1.29 %	1.31 %	1.32 %	1.27 %

Reconciliation of Non-GAAP Financial Measures

(\$ in thousands)	Quarter ended				
	June 30, 2025	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024
ALLOWANCE COVERAGE RATIO ADJUSTED FOR GUARANTEED LOANS					
Loans (GAAP)	\$ 11,408,840	\$ 11,298,763	\$ 11,220,355	\$ 11,079,892	\$ 11,000,007
Less guaranteed loans	913,118	942,651	947,665	928,272	923,794
Adjusted loans (non-GAAP)	<u>\$ 10,495,722</u>	<u>\$ 10,356,112</u>	<u>\$ 10,272,690</u>	<u>\$ 10,151,620</u>	<u>\$ 10,076,213</u>
Allowance for credit losses	\$ 145,133	\$ 142,944	\$ 137,950	\$ 139,778	\$ 139,464
Allowance for credit losses/loans (GAAP)	1.27 %	1.27 %	1.23 %	1.26 %	1.27 %
Allowance for credit losses/adjusted loans (non-GAAP)	1.38 %	1.38 %	1.34 %	1.38 %	1.38 %

(\$ in thousands)	Quarter ended				
	June 30, 2025	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024
CORE EFFICIENCY RATIO					
Net interest income (GAAP)	\$ 152,762	\$ 147,516	\$ 146,370	\$ 143,469	\$ 140,529
Tax-equivalent adjustment	2,738	2,475	2,272	2,086	2,047
Noninterest income (GAAP)	20,604	18,483	20,631	21,420	15,494
Less gain on sale of investment securities	—	106	—	—	—
Less net gain (loss) on sale of other real estate owned	56	23	(68)	3,159	—
Core revenue (non-GAAP)	<u>\$ 176,048</u>	<u>\$ 168,345</u>	<u>\$ 169,341</u>	<u>\$ 163,816</u>	<u>\$ 158,070</u>
Noninterest expense (GAAP)	\$ 105,702	\$ 99,783	\$ 99,522	\$ 98,007	\$ 94,017
Less core conversion expense	—	—	1,893	1,375	1,250
Less amortization on intangibles	753	855	916	927	944
Less acquisition costs	518	—	—	—	—
Core revenue (non-GAAP)	<u>\$ 104,431</u>	<u>\$ 98,928</u>	<u>\$ 96,713</u>	<u>\$ 95,705</u>	<u>\$ 91,823</u>
Core efficiency ratio (non-GAAP)	59.3 %	58.8 %	57.1 %	58.4 %	58.1 %

