

Lakeland Financial Corporation

A Proven History of Shareholder Value Creation
And Commitment to Our Communities

4th Quarter 2023



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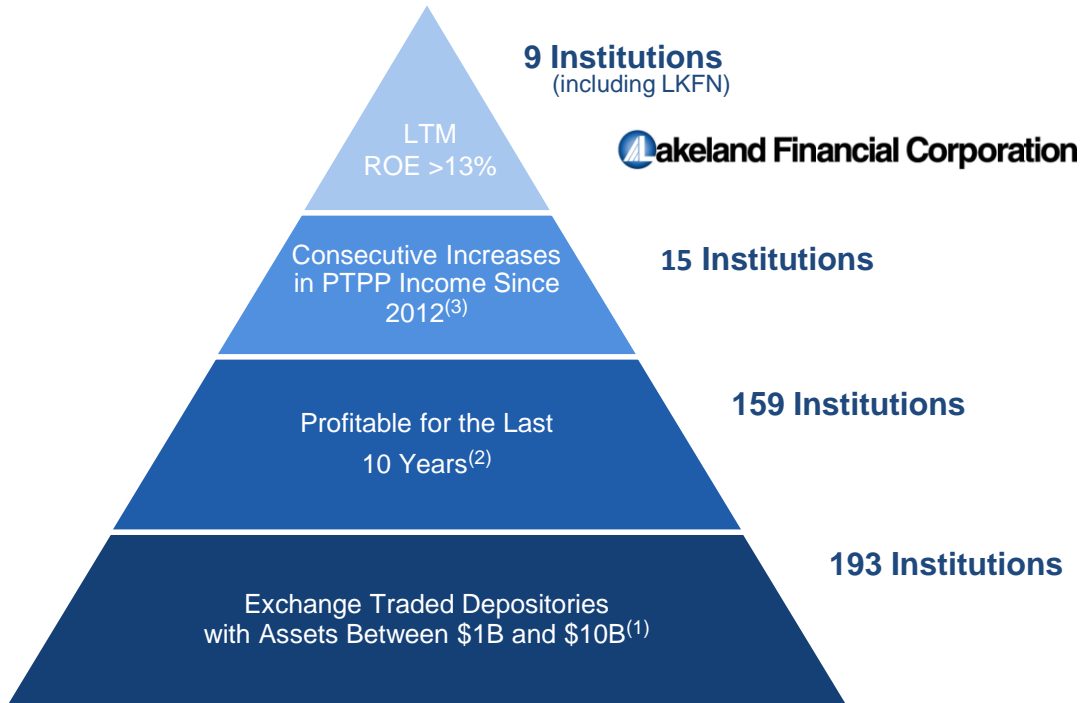
(574) 267-9125

Forward-Looking Information

This presentation contains, and future oral and written statements of the Company and its management may contain, forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not historical facts and are generally identifiable by the use of words such as “believe,” “expect,” “anticipate,” “continue,” “plan,” “intend,” “estimate,” “may,” “will,” “would,” “could,” “should,” or other similar expressions. All statements in this presentation, including forward-looking statements, speak only as of today’s date, and the Company undertakes no obligation to update any statement in light of new information or future events.

The Company’s ability to predict results or the actual effect of future plans or strategies is inherently uncertain and, accordingly, you are cautioned not to place undue reliance on any forward-looking statement. Actual results could differ materially from those addressed in the forward-looking statements as a result of numerous factors, including, without limitation: (i) the effects of future economic, business and market conditions and changes, including the effects of governmental monetary and fiscal policies, (ii) the risks of changes in interest rates on the levels, composition and costs of deposits, loan demand, and the values and liquidity of loan collateral, securities and other interest sensitive assets and liabilities, (iii) changes in borrowers’ credit risks and payment behaviors, (iv) the timing and scope of any legislative and regulatory changes, including changes in tax and banking laws and regulations and their application by the Company’s regulators, (v) the failure of assumptions and estimates used in the Company’s reviews of its loan portfolio, underlying the establishment of reserves for possible credit losses, the Company’s analysis of its capital position and other estimates; and (vi) the risks noted in the Company’s Annual Report on Form 10-K for the year ended December 31, 2022, as well as other risks and uncertainties set forth from time to time in the Company’s other filings with the Securities and Exchange Commission.

Long Term Success for Shareholders



Source: S&P Capital IQ Pro. Financial data is as of September 30, 2023.

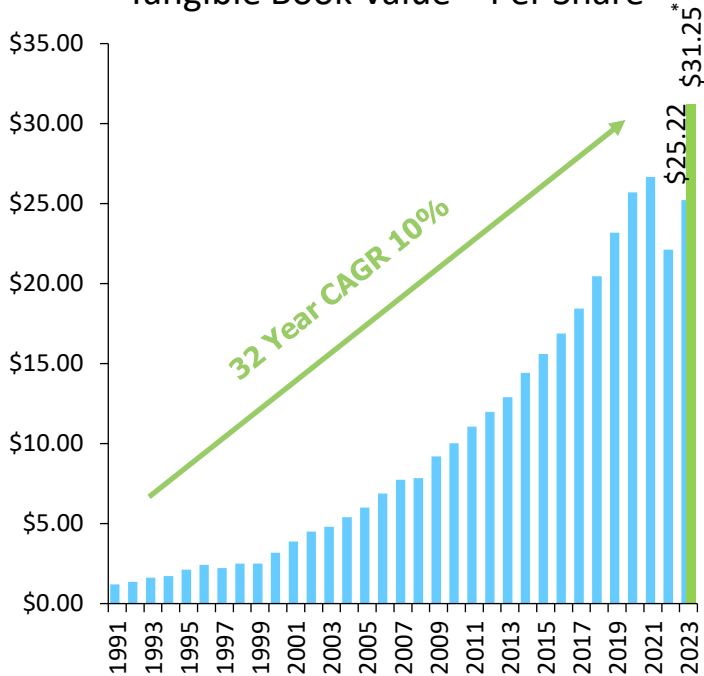
(1) Includes banks and thrifts traded on the NYSE, NYSEAM or NASDAQ as of 1/3/24; excludes merger targets.

(2) Defined as having positive net income before extraordinary items and preferred dividends for each of the last 10 years (calendar years ended December 31, 2013 through December 31, 2022). Net income before extraordinary items is defined by S&P Capital IQ Pro as GAAP net income, after taxes, minority interest, and other after tax items, but before any extraordinary items. Excludes any revaluation of net deferred tax assets due to tax reform per S&P Capital IQ Pro.

(3) Defined as consecutive increases in pre-tax, pre-provision earnings (excludes nonrecurring revenues and expenses, one-time goodwill impairment charges) for each of the years ending December 31, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021 and 2022.

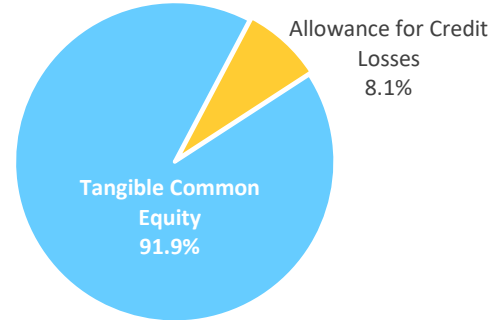
Strong Capital Structure

Tangible Book Value⁽¹⁾ Per Share



⁽¹⁾compounded annual growth rate computed from 1991-2023

*TBV adjusted to exclude the market value impact of AFS investment securities for TCE and Tangible Assets



Key Ratios and Per Share Data as of December 31, 2023

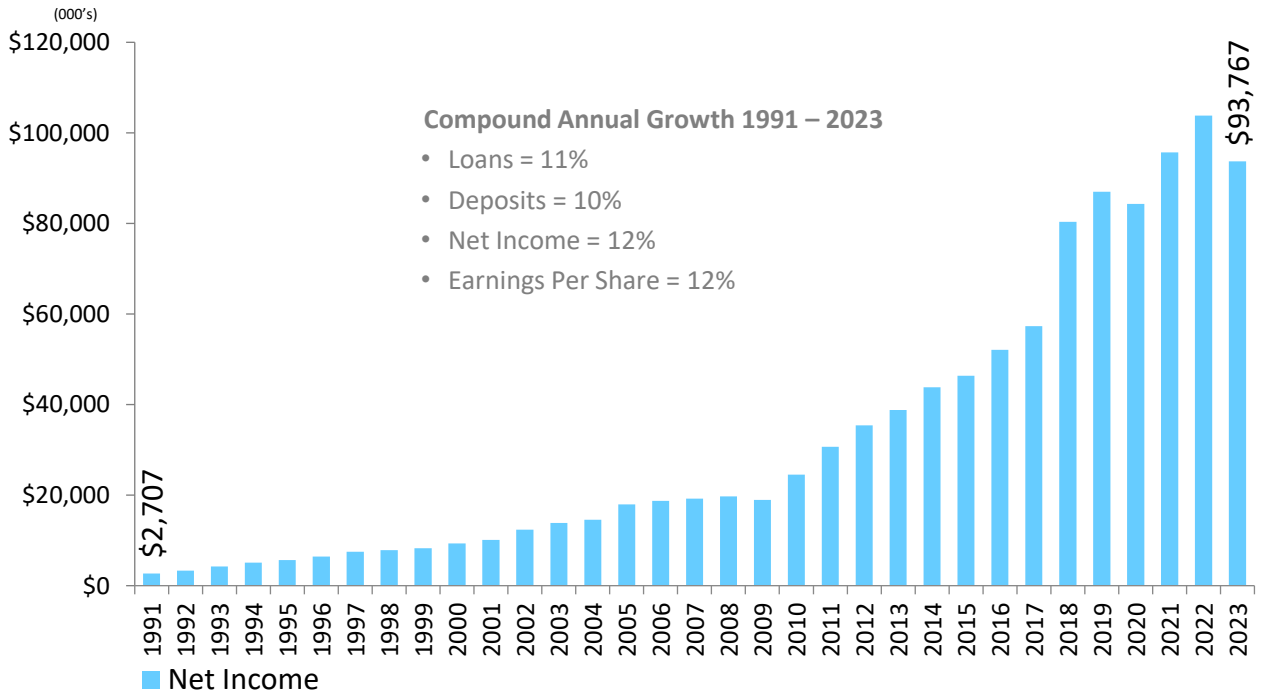
TCE/Tangible Assets	9.91%
Adj. TCE/Adj. Tangible Assets	11.99%
Total Risk-Based Leverage	15.46%
Leverage	11.82%
Book Value	\$25.37
Tangible Book Value	\$25.22
Adj. Tangible Book Value	\$31.25

Lake City Bank Today

- A long-term and consistent organic growth story
- Headquartered in Warsaw, Indiana
- 53 branch offices - \$6.5 billion banking assets - \$3.2 billion trust, retirement and investment brokerage assets
- Focused on execution – “blocking and tackling”
- Continued growth potential

32 Years of Organic Growth

Record Net Income for 32 of 35 Years



Established Market Presence

Organic Growth Potential in Mature and Expanding Markets

Lake City Bank Market Growth

Warsaw – est. 1872

Kosciusko-12
Noble-3
Whitley-1
Marshall-3
Fulton-2
Pulaski-1

Elkhart – est. 1990

Elkhart-11
LaGrange-2

South Bend – est. 1997

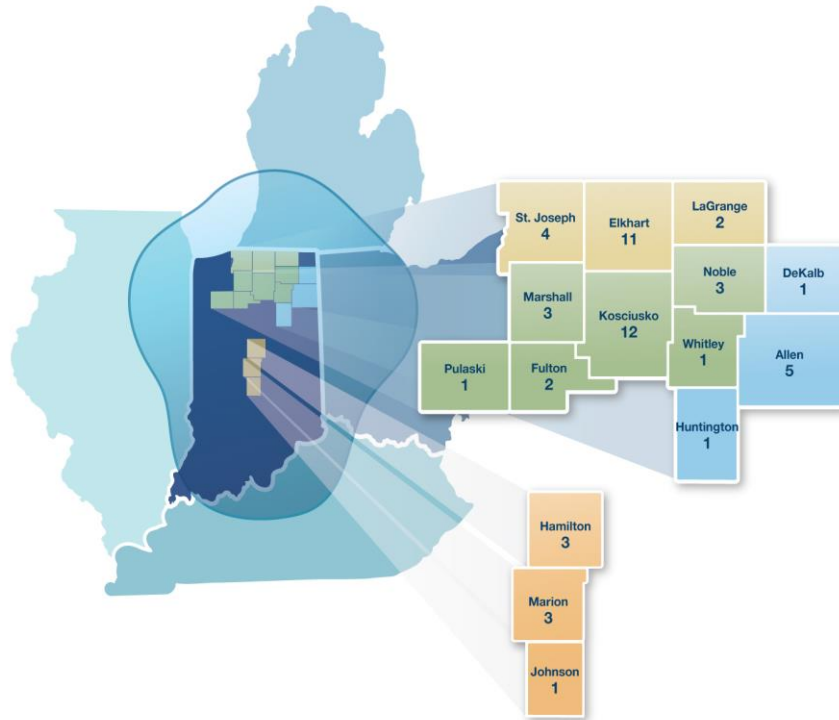
South Bend-4

Fort Wayne – est. 1999

Allen-5
DeKalb-1
Huntington-1

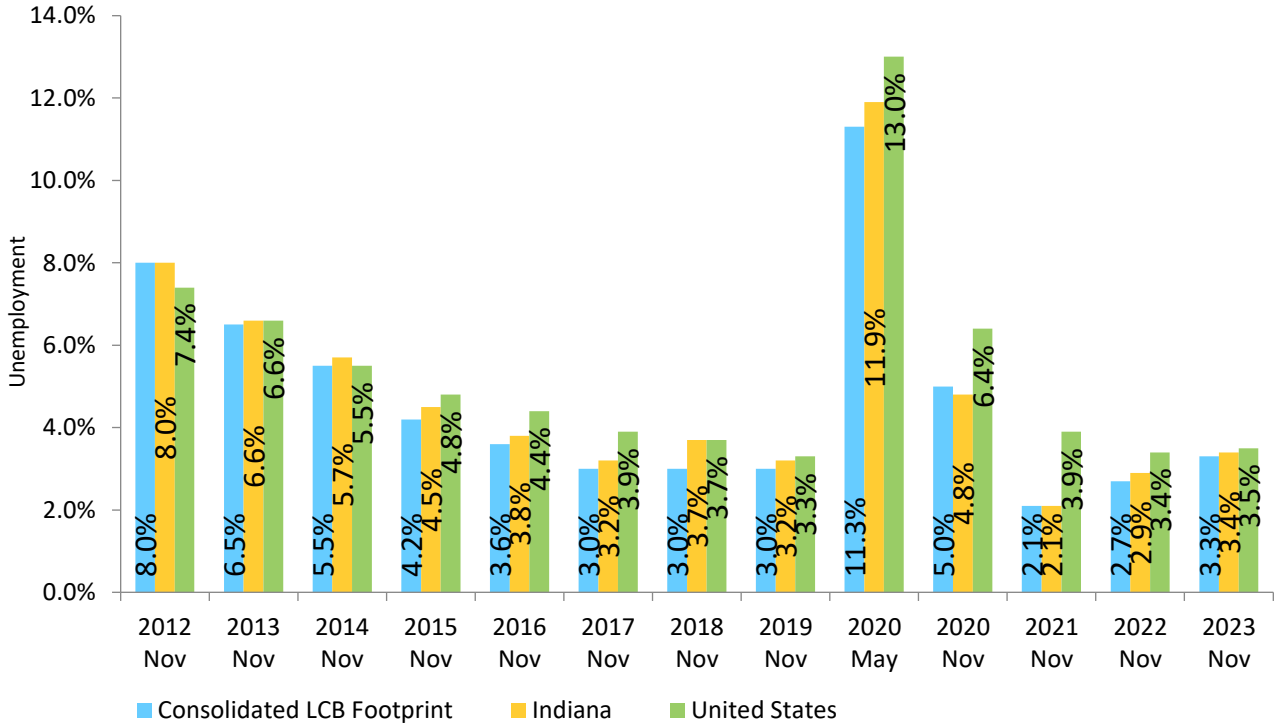
Indianapolis – est. 2011

Hamilton-3
Marion-3
Johnson-1



Strong Regional and Statewide Economy

Unemployment Rate In The Lake City Bank Footprint Is Consistent With The National Average



Source: United States Bureau of Labor Statistics. Lake City Bank footprint is defined as Kosciusko, Marshall, Fulton, Pulaski, Noble, Whitley, St. Joseph, Elkhart, LaGrange, Allen, DeKalb, Huntington, Marion, Hamilton and Johnson Counties in Indiana

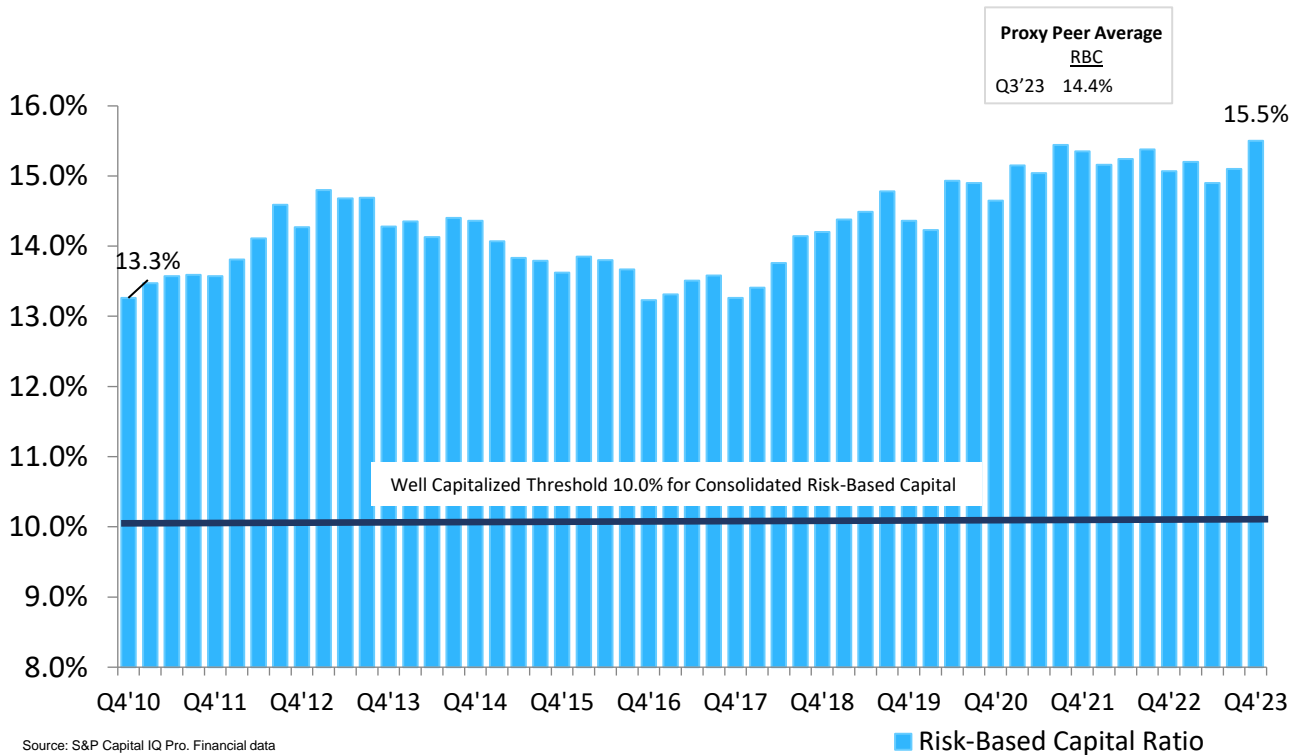
Lake City Bank

Balance Sheet Dynamics

1. Capital Strength
2. Diversified Deposit Composition
3. Liquidity Availability
4. Investment Securities Portfolio
5. Asset Liability Management

Fortress Balance Sheet in Excess of Regulatory Capital Requirements

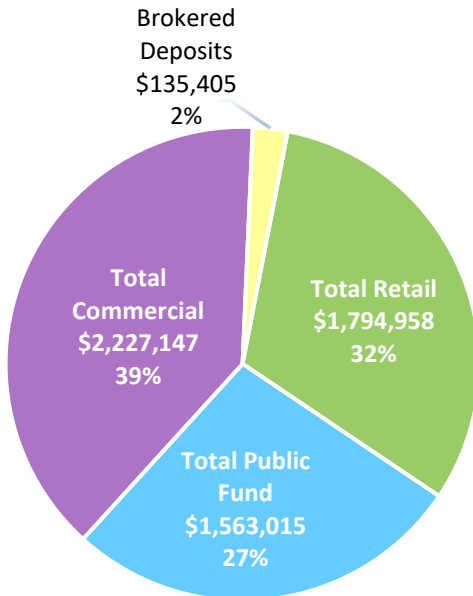
LKFN Above Peer Long-Term Profitability has Contributed to a Strong Capital Foundation



Source: S&P Capital IQ Pro. Financial data

Deposit Composition Provides Diversification

Commercial Deposits Increase Share of Total Deposits



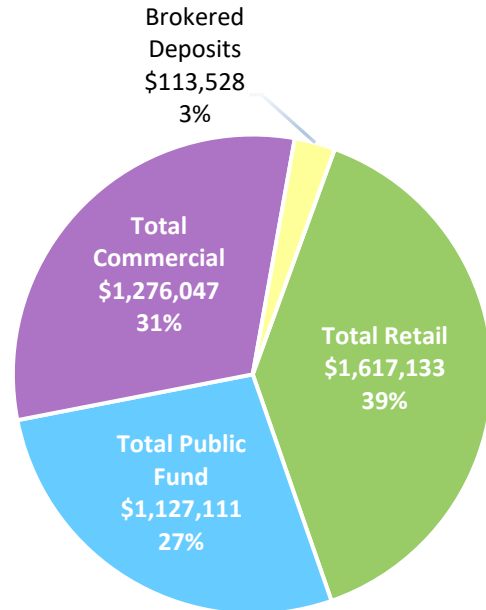
December 31, 2023

Total Deposits - \$5.7 billion

DDA \$1,353,477

DDA % of Total Deposits – 24%

(000's)



December 31, 2019

Total Deposits - \$4.1 billion

DDA - \$983,307

DDA % of Total Deposits – 24%

(000's)

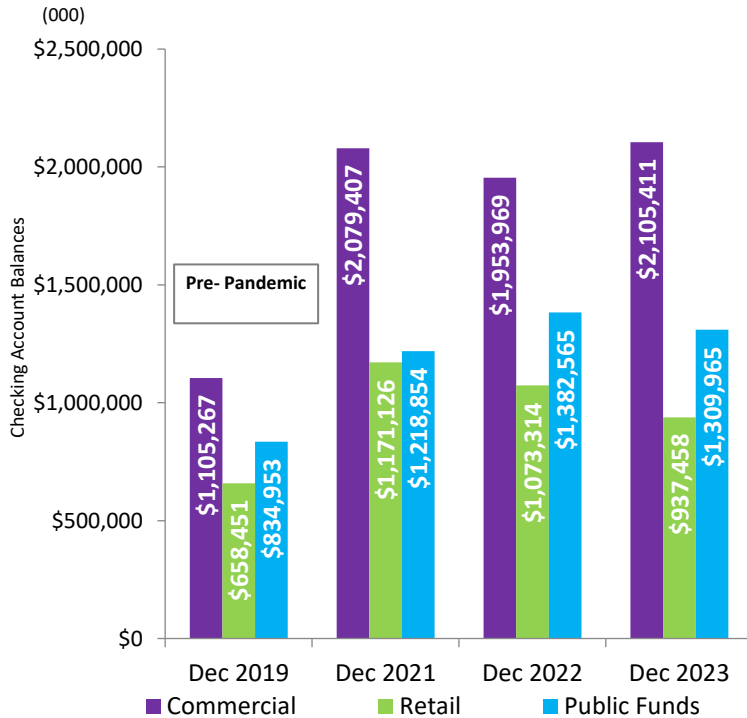
Diversified Deposit Base

Deposits Are Not Concentrated to Any Industry or Client

- Deposit composition has remained stable with commercial deposits increasing as a percent of total deposits
- Lake City Bank had 119,278 deposit accounts at December 31, 2023. 116,845, or 98%, of those accounts are less than \$250,000
- Public Funds in Indiana are covered by the Public Deposit Insurance Fund (PDIF). Collateral is not pledged to public funds.

Checking Accounting Trends by Deposit Sector

Commercial Accounts Grow by 19% since December 2019



Checking Account Average Balances by Deposit Type			
(000)	Commercial	Retail	Public Funds
12/31/23	\$137	\$15	\$5,369
12/31/22	\$132	\$18	\$6,615
12/31/21	\$144	\$20	\$6,004
12/31/19	\$86	\$12	\$4,073

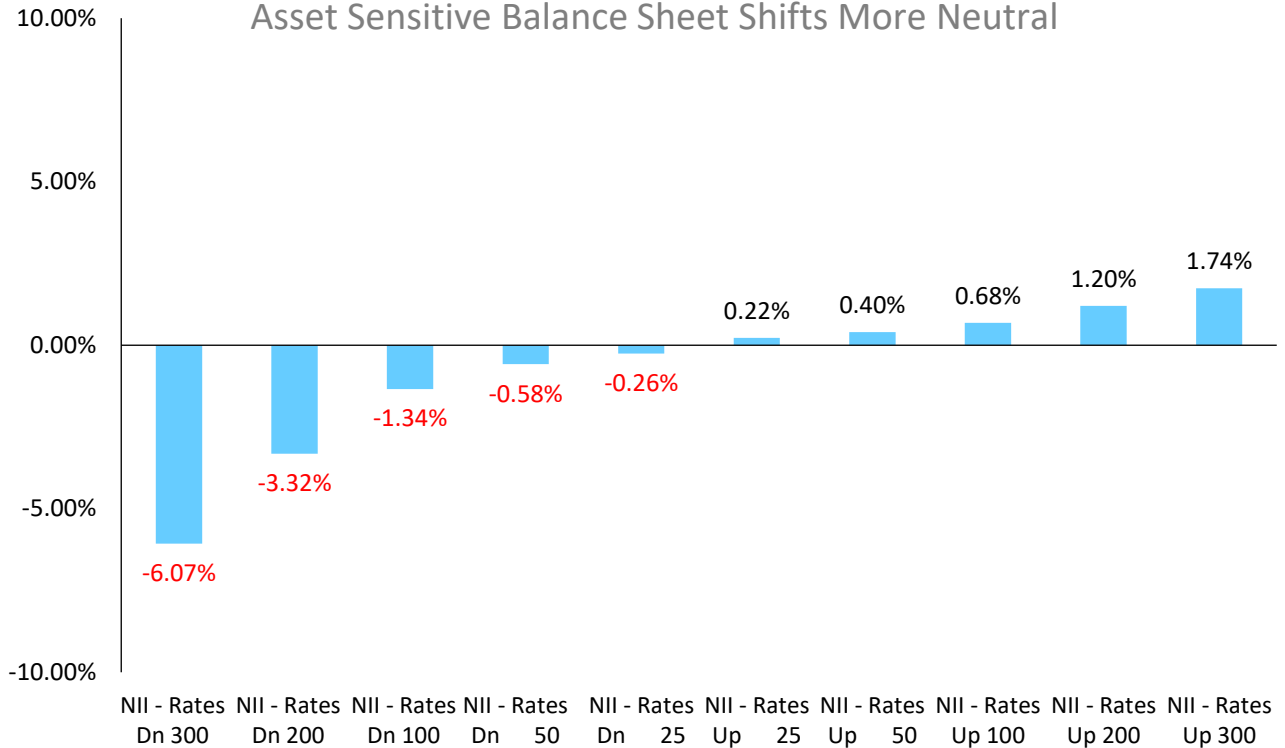
Number of Checking Accounts by Deposit Type			
	Commercial	Retail	Public Funds
12/31/23	15,402	61,725	244
12/31/22	14,824	60,528	209
12/31/21	14,414	59,492	203
12/31/19	12,921	56,177	205

Liquidity Overview

- Available liquidity is stable at \$3.4 billion, up from \$3.0 billion at December 31, 2022
- Sources of liquidity are varied and represent wholesale funding and brokered deposits
- Brokered deposits represent 2% of total deposits
- Noncore funding represented 3% of total deposits and purchased funds as of December 31, 2023 vs. 5% as of December 31, 2022

Projected Impact of Rising/Falling Rates

Asset Sensitive Balance Sheet Shifts More Neutral



Graph presents 12 month projected net interest income simulation results as of December 31, 2023 using parallel shocks

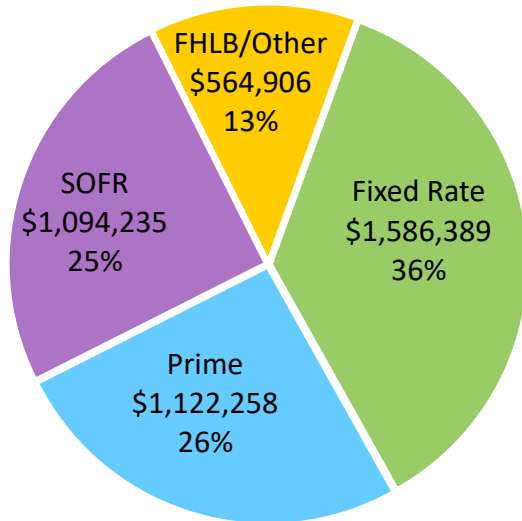
Evolution of Deposit and Loan Betas

Deposit Mix Shift Has Stabilized

- NIM expanded 102 basis points from 4Q21 through 4Q22 due to asset sensitive balance sheet and lagged deposit rate increases
- NIM compressed by 66 basis points from 4Q22 to 4Q23 resulting primarily from a deposit mix shift to interest-bearing deposits
- Total cumulative deposit beta of 50% from March 2022 to December 2023 is higher than past FED tightening cycle (2016-2018) of 45%
- Total cumulative loan beta of 54% has lagged past FED tightening cycle (2016-2018) of 61%

Interest Rate Sensitivity

Asset Sensitivity Decreased Due to Current Deposit and Lending Environment



Commercial Loans
\$4.4 billion as of December 31, 2023
(000's)

- Asset sensitivity impacted by shift to interest-bearing transaction accounts
- Approximately \$676.7 million of fixed rate commercial loans are estimated to reprice in the next twelve months
- Fixed rate loans have shorter, average original terms of approximately 5 years
- 89% of loan portfolio consists of commercial loans and 64% of commercial loans are tied to variable interest rates

Shareholder Value Strategy

1. Commercial Banking Focus
2. High Quality Team Members
3. Proven Organic Growth Experience
4. Focus on Core Deposit Funding
5. Commitment to Technology

Commercial Banking Focus

Experienced Relationship Driven Team

- 41 credit “smart” commercial bankers
- Average 24 years in banking & 13 years at Lake City Bank
- We live where we lend
- Face to face calling matters and is a team effort
- We understand our clients’ needs
- Deep organizational structure provides credit and administrative support
- We cross sell aggressively by leveraging technology
- Capital capacity supports organic loan growth

Credit Process

Commercial Banking Focus

- Our credit discipline has never changed
- We have a centralized committee structure
- We are in-market lender to in-market clients
- Character matters – we lend to people first
- We focus on management/cash flow
- Structure is important and is disciplined
- Orientation towards owner occupied and well structured nonowner occupied real estate

Corporate Social Responsibility

Over 150 Years of Focusing on Our Customers, Employees
and Our Communities

- Supporting our communities since 1872
- Caring for and building a diverse and inclusive team
- Delivering customer-focused loan and deposit products to our communities
- Developing strong cybersecurity controls to protect our customers' data
- Supporting financial literacy in our footprint
- Caring for the environment
- Focusing on continued, positive corporate stewardship

Lake City Bank Culture

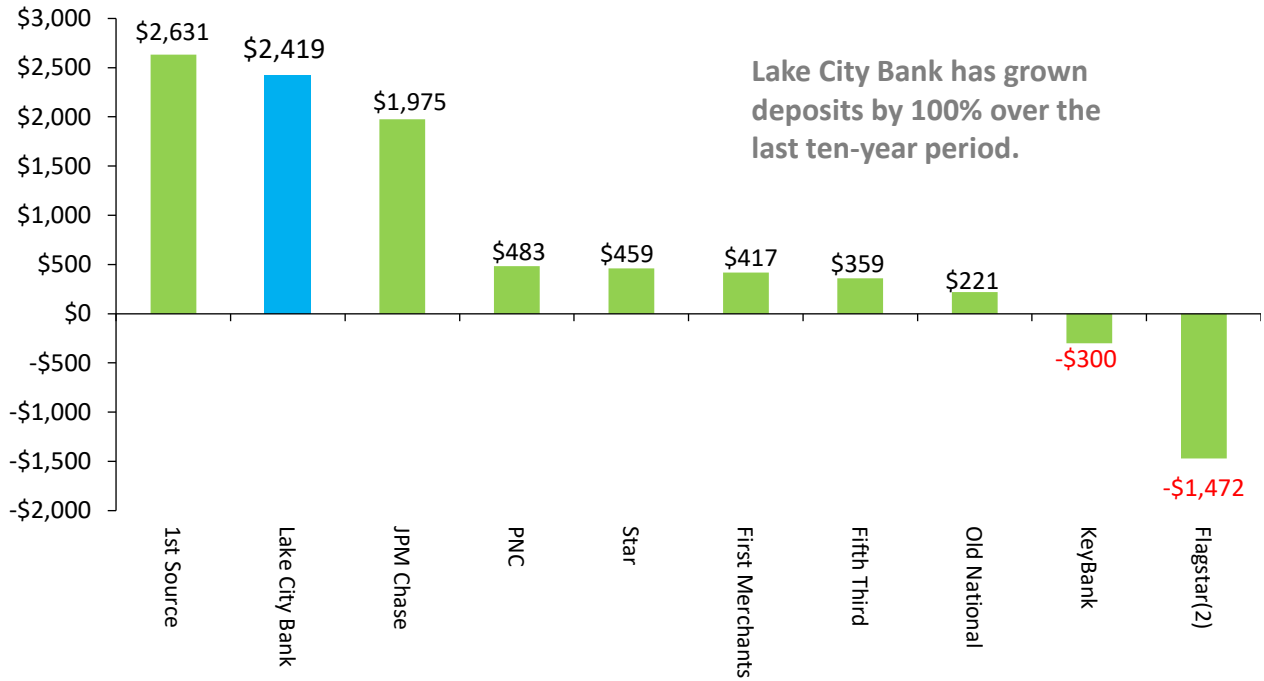
High Quality Team Members

- Our culture is our greatest asset and we will preserve it
- Lake City University drives our culture
- Diversity, Equity and Inclusion are ongoing initiatives that create a culture of belonging
- Our community involvement is real and critical to our strategy
- Our culture has not been diluted by acquisition



Mature¹ Market Deposit Performance

Organic Growth 2013 – 2023



¹Mature Markets include 12 Northern Indiana counties and exclude 3 Central Indiana counties

²Flagstar acquired Wells Fargo branches in 2018

Totals adjusted to include branches subsequently acquired by surviving banks.

Source: FDIC 6/30/23 Statistics

A Strong Environment for Growth and Expansion

- Indiana #1 manufacturing state in the country⁽¹⁾
- Manufacturing jobs decreased by 1.1% from 544,800 to 538,700 from November '22 to November '23⁽²⁾
- Indiana seasonally adjusted unemployment at 3.7% as of November 2023⁽³⁾
- Indiana received three tech hub designations from the federal government in microelectronics, hydrogen energy and biotechnology for tech-focused ventures.⁽⁴⁾
- Electric Vehicle battery plant planned in St. Joseph County (South Bend) will add approximately 1,700 jobs in the area
- General Motors is making a \$632 million investment in its Allen County (Fort Wayne) facility to support the production of the next-generation internal combustion engine full-size light-duty trucks
- Stellantis and Samsung SDI make \$3.2 billion investment in Electric Vehicle battery manufacturing facility in Kokomo, IN⁽⁵⁾

(1) https://www.statsamerica.org/sip/rank_list.aspx?rank_label=gsp2_b&item_in=12&ct=518

(2) http://www.hoosierdata.in.gov/dpage.asp?id=52&view_number=1&menu_level=&panel_number=2

(3) https://fred.stlouisfed.org/graph/?graph_id=880632&rn=643

(4) <https://www.iedc.in.gov/events/news/details/2023/11/28/indiana-tech-hub-wins-will-surge-state-s-economy>

(5) <https://www.iedc.in.gov/events/news/details/2023/10/11/gov-holcomb-announces-second-stellantis-samsung-sdi-ev-battery-manufacturing-facility-3b-investment>

Commitment to Technology

Innovation and Competitive Technology is a Focus

- Fintech partnerships play a significant role in our technology stack and enable delivery of innovative solutions to our customers
- Investments in Lake City Bank Digital, a Q2 product implemented in 2021 with ongoing functionality added since initial adoption
- Technology partnership with FIS is strong – User Planning Council and Strategic Planning Advisory Council
- Retail and Commercial platforms ensure competitive positioning
- AI and data gathering and analysis is playing an increasingly important role
- Branch of the future proof of concept implemented in 2021 and used in three new offices

Channel Utilization over Three-year Horizon

Mobile Adoption Outpacing All Other Delivery Channels

Channel Type	Total Transactions 2020 ⁽¹⁾	% of Total	Total Transactions 2023 ⁽¹⁾	% of Total	Three Year Change
Branch Transactions	2,005,429	15%	2,058,771	15%	3%
ATM/ITM	877,768	7%	800,015	6%	(9)%
Online Logins	4,937,849	38%	3,187,750	23%	(35)%
Mobile Logins ⁽²⁾	4,936,889	38%	7,577,732	55%	53%
Telephone Banking	246,565	2%	206,832	1%	(16)%
Total	13,004,500	100%	13,831,100	100%	6%

⁽¹⁾ Measurement period includes twelve months of data ending December 31, 2020 and December 31, 2023

⁽²⁾ Includes mobile phone, Apple watch and iPad app use

Customer Composition and Digital Adoption

Digital Platform Upgrade with Fintech Partner in 2021 Positively Impacting Digital Adoption Across All Generations

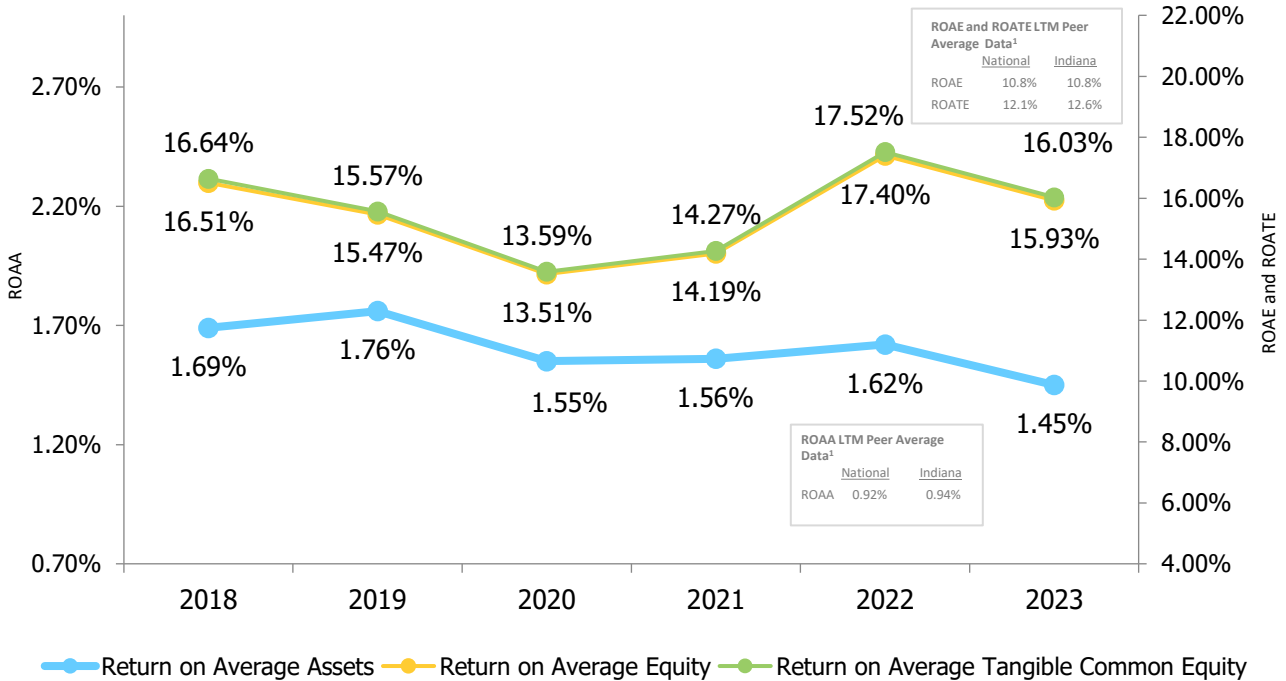
Customer Composition and Digital Adoption Over Three Years

Generation		Customer Breakdown	12/31/23	12/31/22	12/31/21
Gen Z	(1996 - Current)	18%	54%	48%	43%
Millennial	(1977 - 1995)	26%	59%	56%	53%
Gen X	(1965 - 1976)	19%	51%	47%	44%
Baby Boomer	(1946 - 1964)	29%	44%	42%	39%
Mature	(1945 or before)	8%	30%	27%	26%
Digital Adoption			50%	46%	43%

Financial Performance

Income Performance Metrics

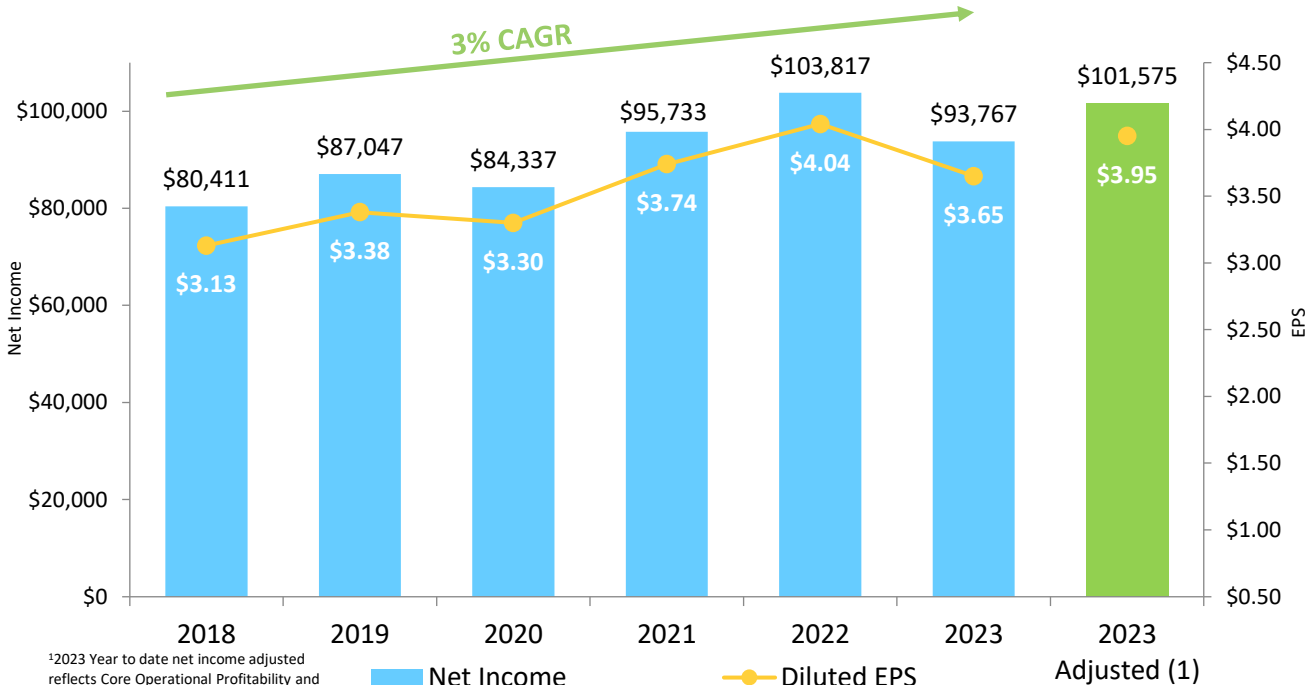
LKFN Performance Exceeds National Peers and Contributes to Strong Capital Levels



¹Source KBW Price Performance Review September 30, 2023

Net Income and EPS

Core Operational Profitability Declines by 2% in 2023



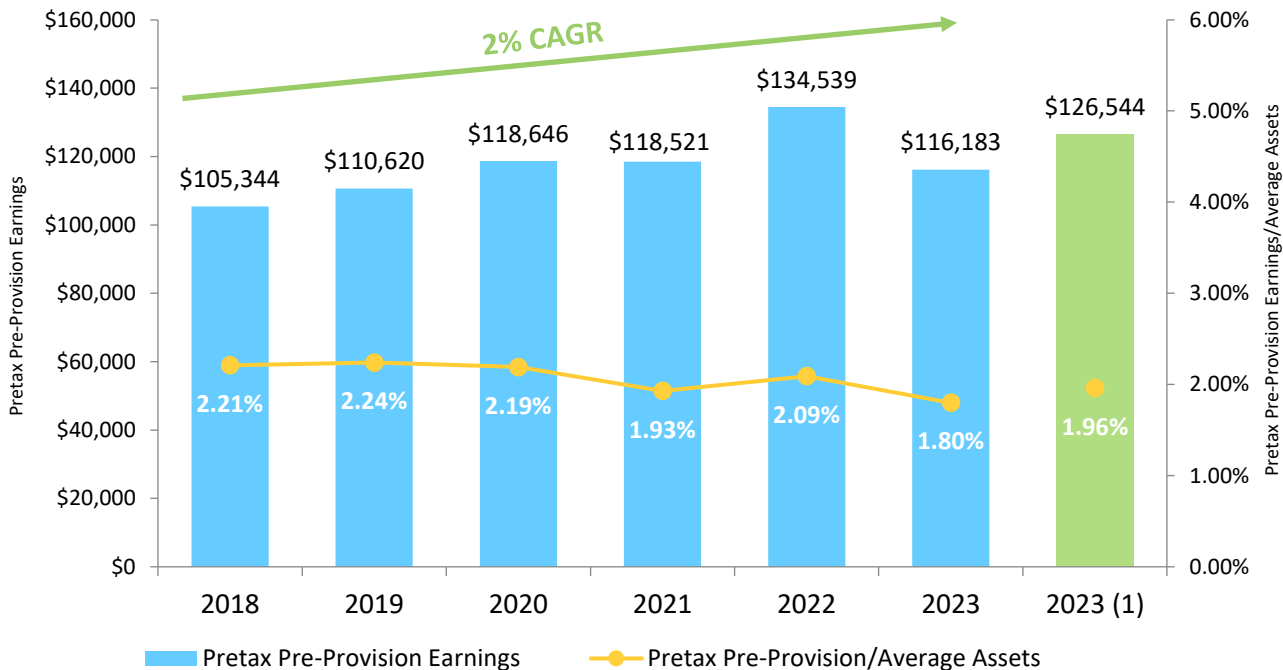
¹2023 Year to date net income adjusted reflects Core Operational Profitability and excludes the 2023 wire fraud loss net of insurance recoveries, salary and benefits adjustment and taxes for a total net of tax impact of \$7.8 million or \$0.30 per diluted share

2023 Net Income YOY decrease (10)%
2023 Diluted EPS YOY decrease (10)%

2023 Core Operational Profitability YOY decrease (2)%
2023 Core Operational Profitability per share YOY decrease (2)%

Pretax Pre-Provision Earnings

Core Pretax Pre-Provision Earnings



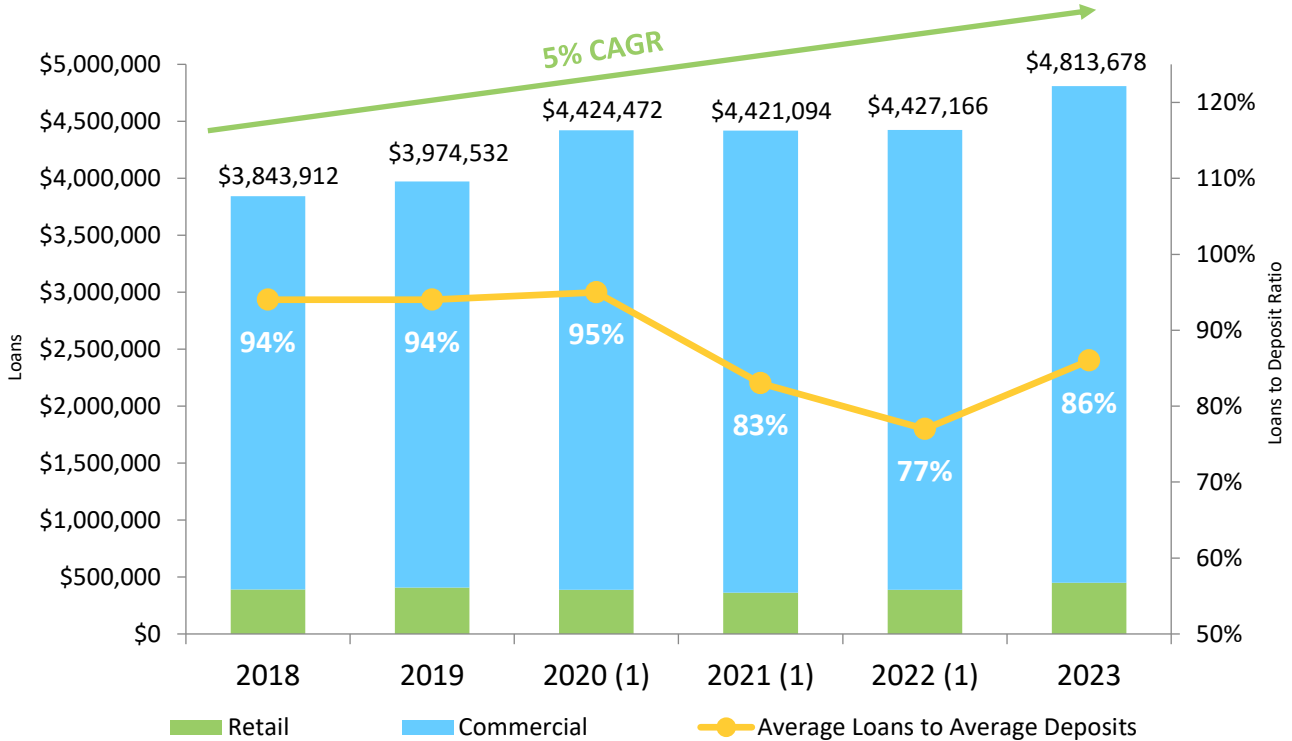
¹2023 Year-to-date Adjusted Earnings Before Income Taxes excludes the wire fraud loss net of recoveries and salary and benefits adjustments totaling \$10.4 million

2023 Pretax Pre-Provision Earnings YOY Decrease (14)%

2023 Core Pretax Pre-Provision Earnings YOY Increase (6)%

Average Loans

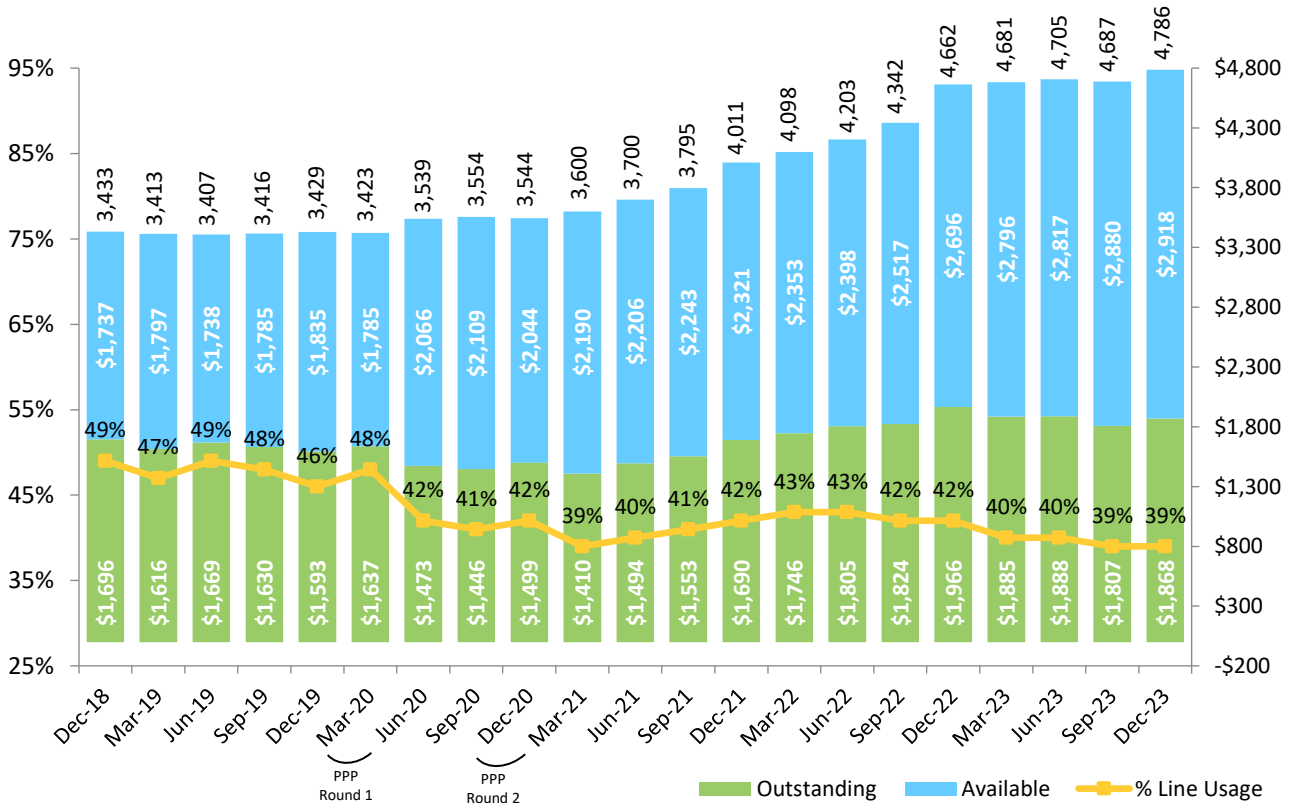
Average YTD Loan Growth of \$387 million or 9% Compared to Prior Year



2023 YOY Increase 9%

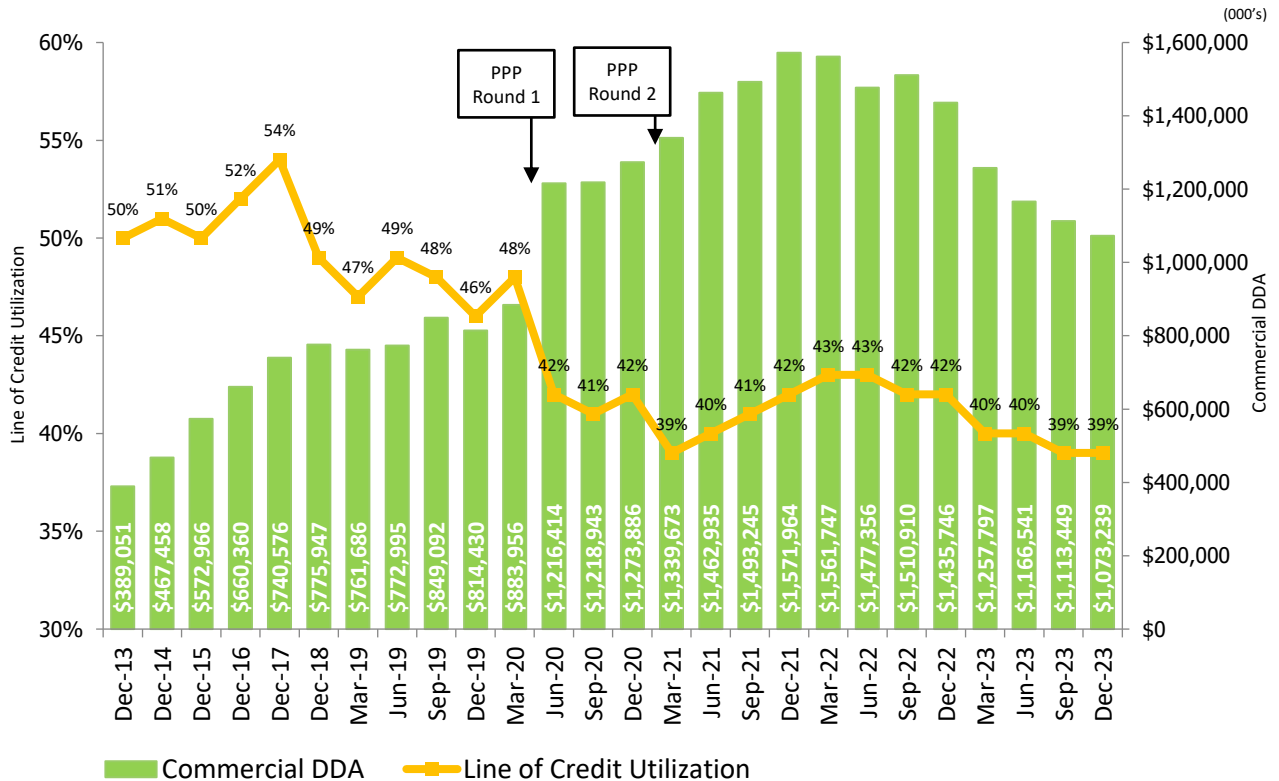
Line of Credit Utilization

Line Availability Increase Demonstrates Growth



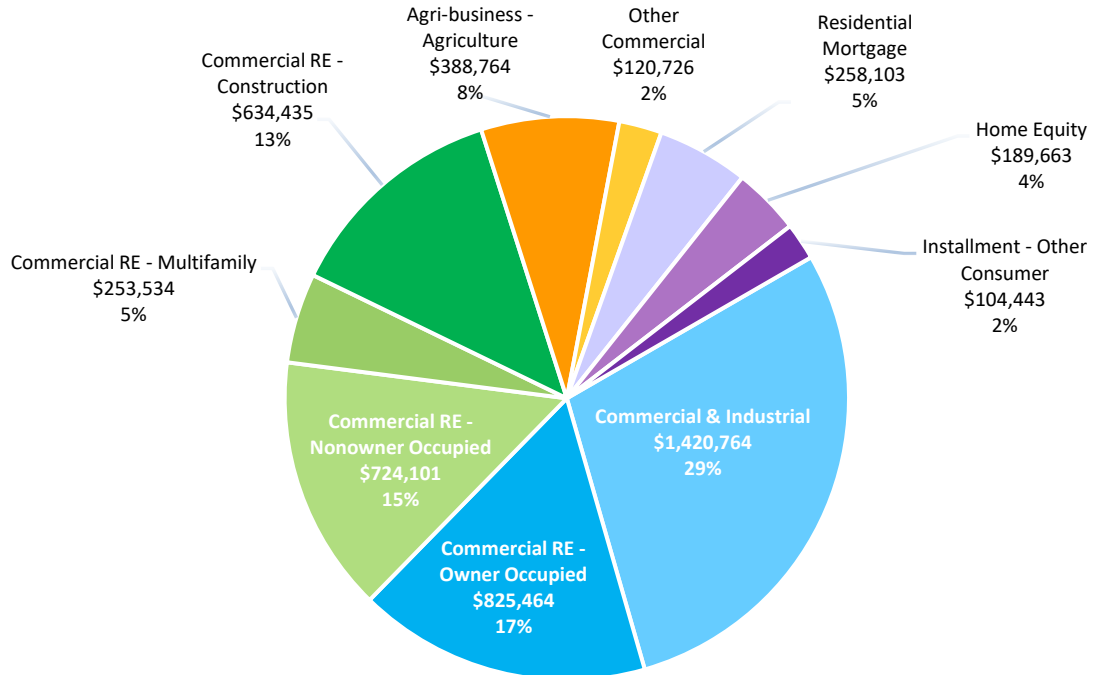
Line of Credit Utilization vs. Commercial DDA

Commercial DDA Deposit Balances Normalize in 2023



Loan Portfolio Breakdown

C&I Drives Lending Business

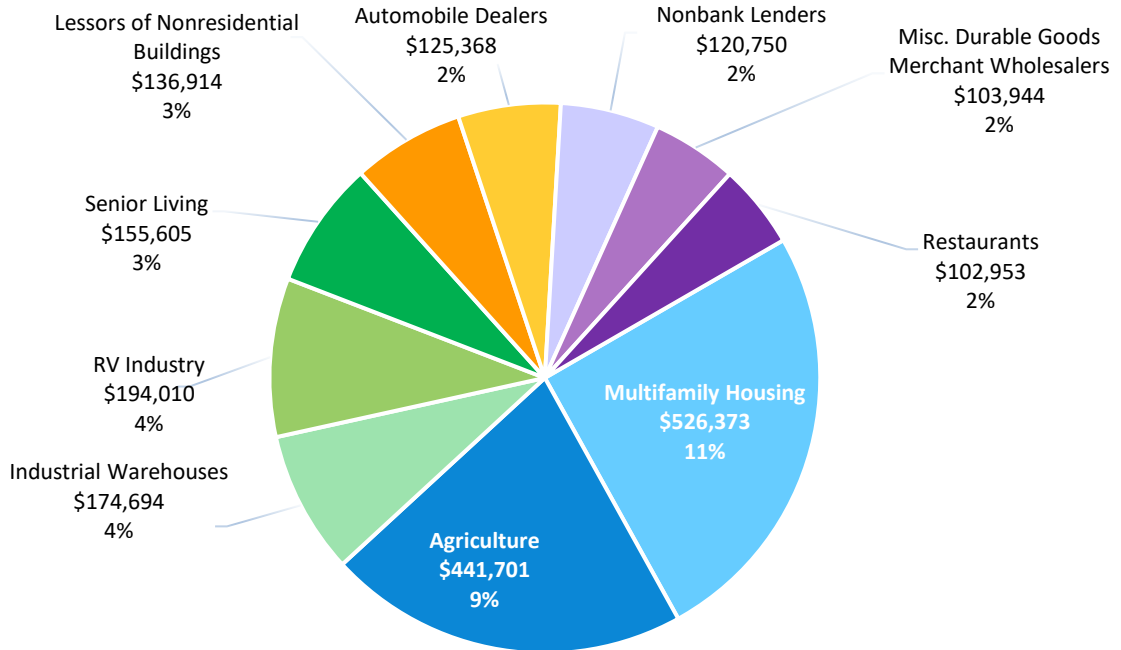


\$4.9 billion as of December 31, 2023

(000's)

Top 10 Industry Concentrations

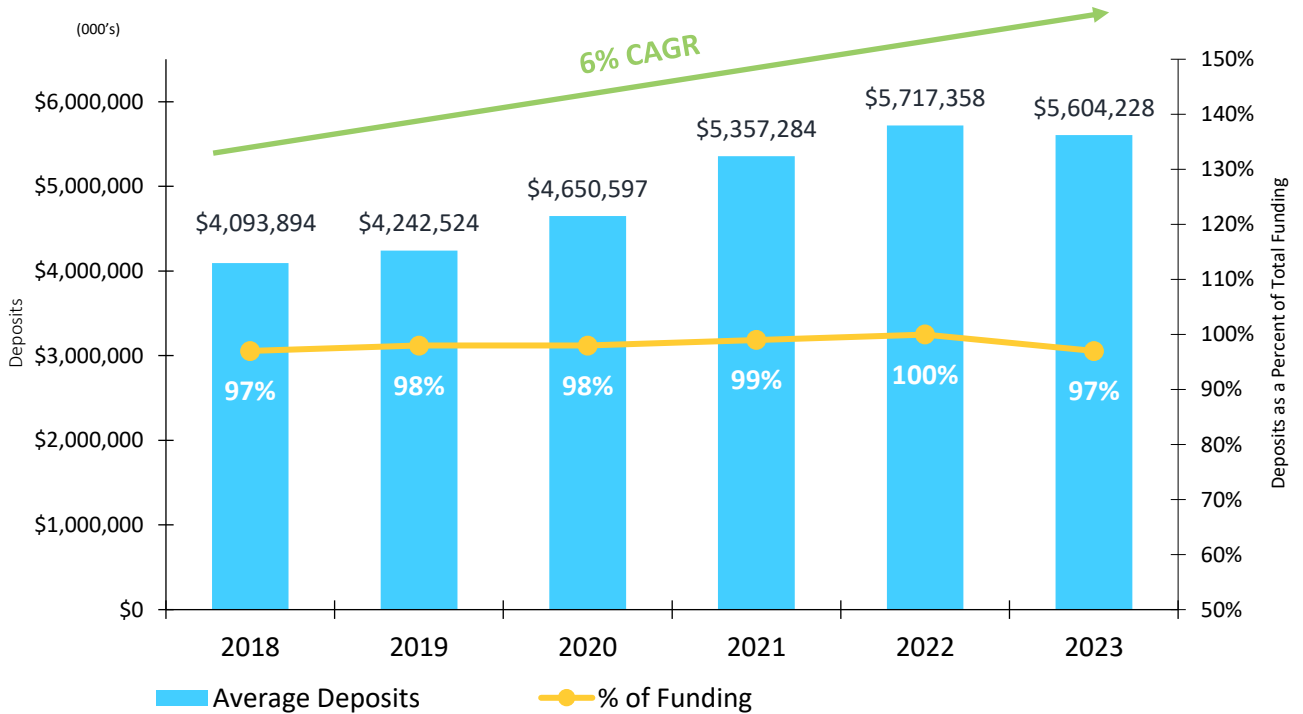
Loan Portfolio is Diversified- Commercial Office Space Represents 1.5% of Loans



Top 10 Industries Represent 42% or \$2.1 billion of Total Loans

Average Deposits

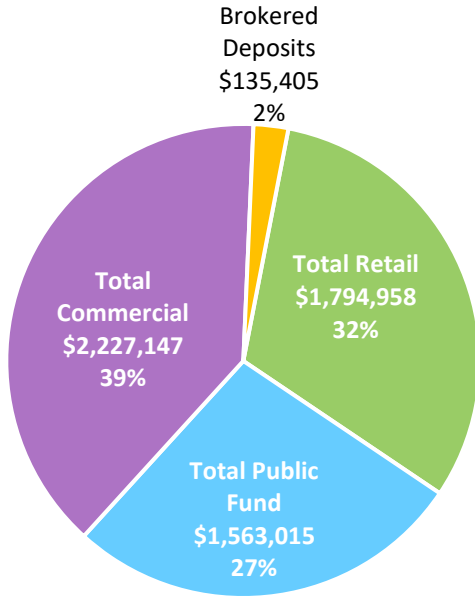
Pandemic's Deposit Surge Abates in 2023



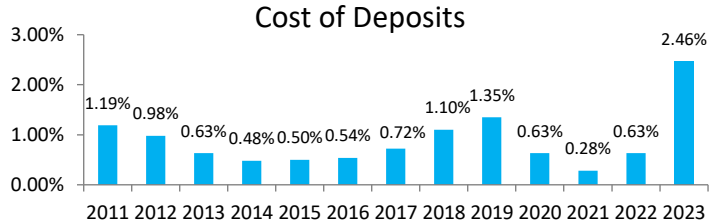
2023 YOY Decrease (2)%

Deposit Breakdown

Deposit Costs Rise in Response to Interest Rate Environment and Increased Competition



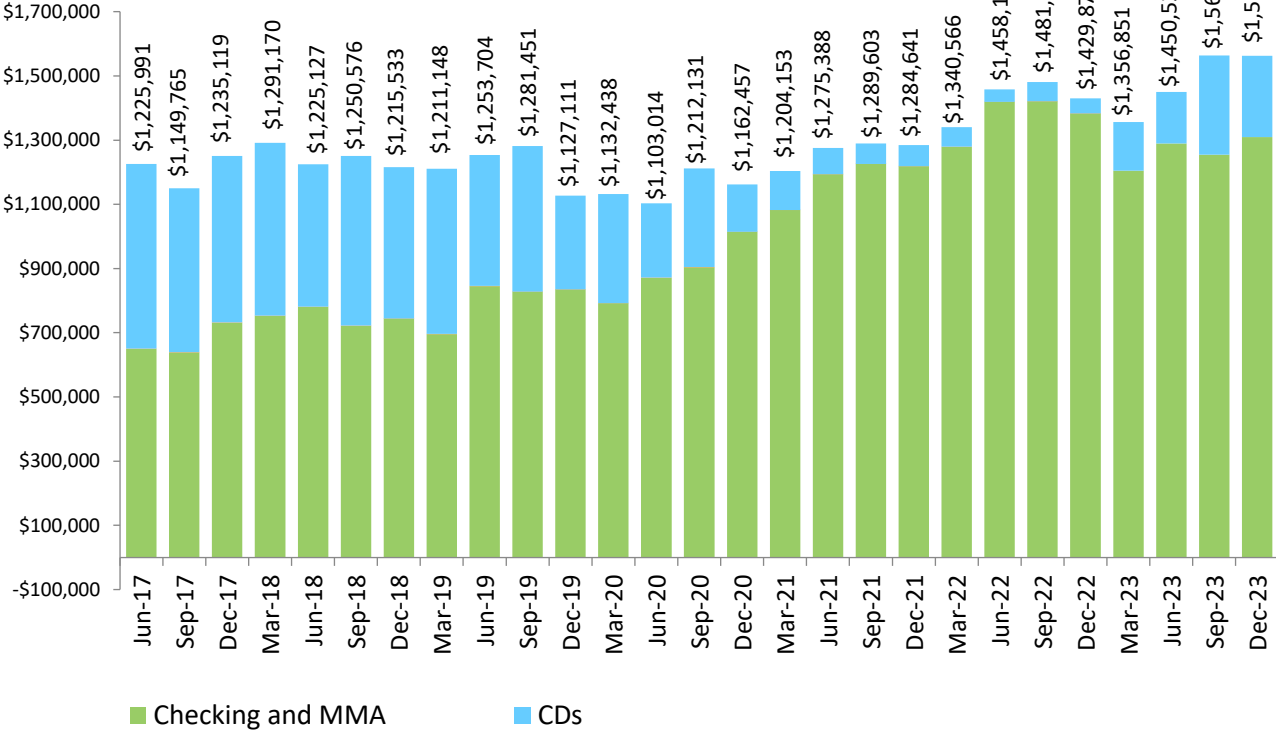
December 31, 2023
 Total Deposits - \$5.7 billion
 (000's)



Deposit Composition at end of period	2019	2023
Non-interest Bearing Demand Deposits	24%	24%
Interest Bearing Demand, Savings & MMA	47%	58%
Time Deposits > or = to \$100,000	22%	14%
Time Deposits < \$100,000	7%	4%
Total Deposits (billions)	\$4.1	\$5.7

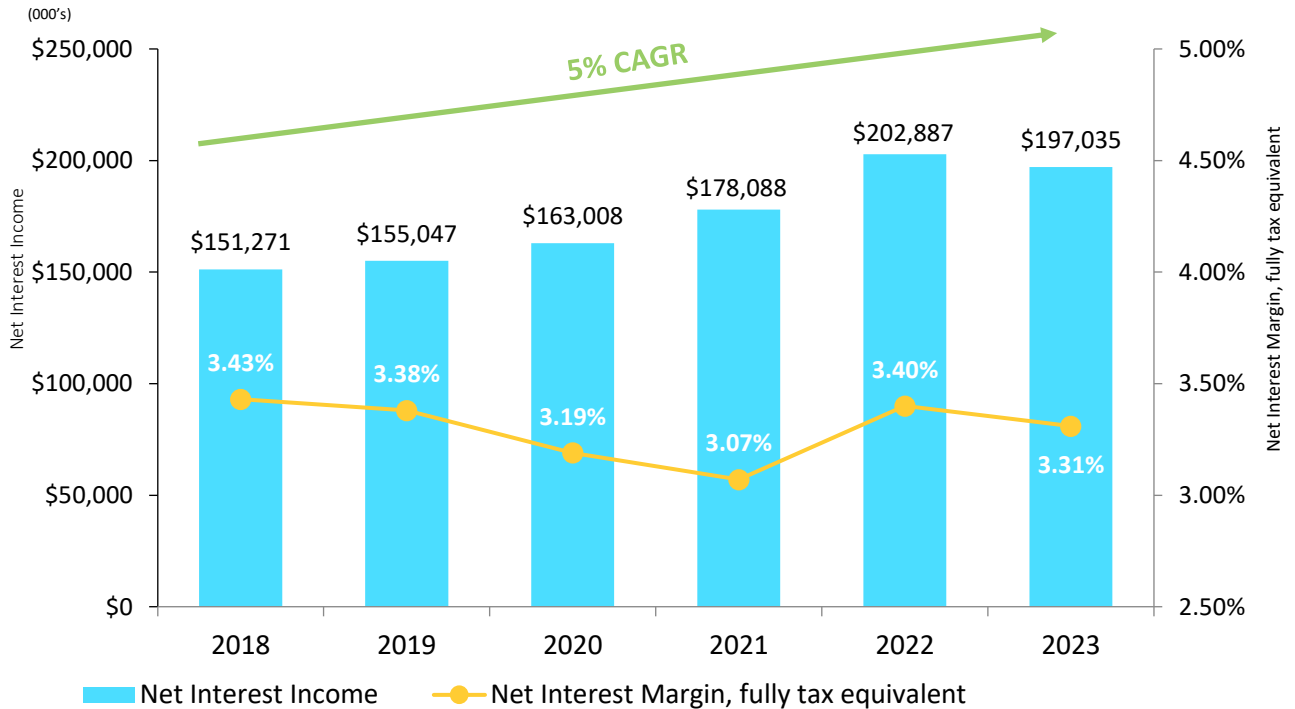
Public Fund Deposit Trends

Majority of Public Funds are Core Checking Account Deposits



Net Interest Income

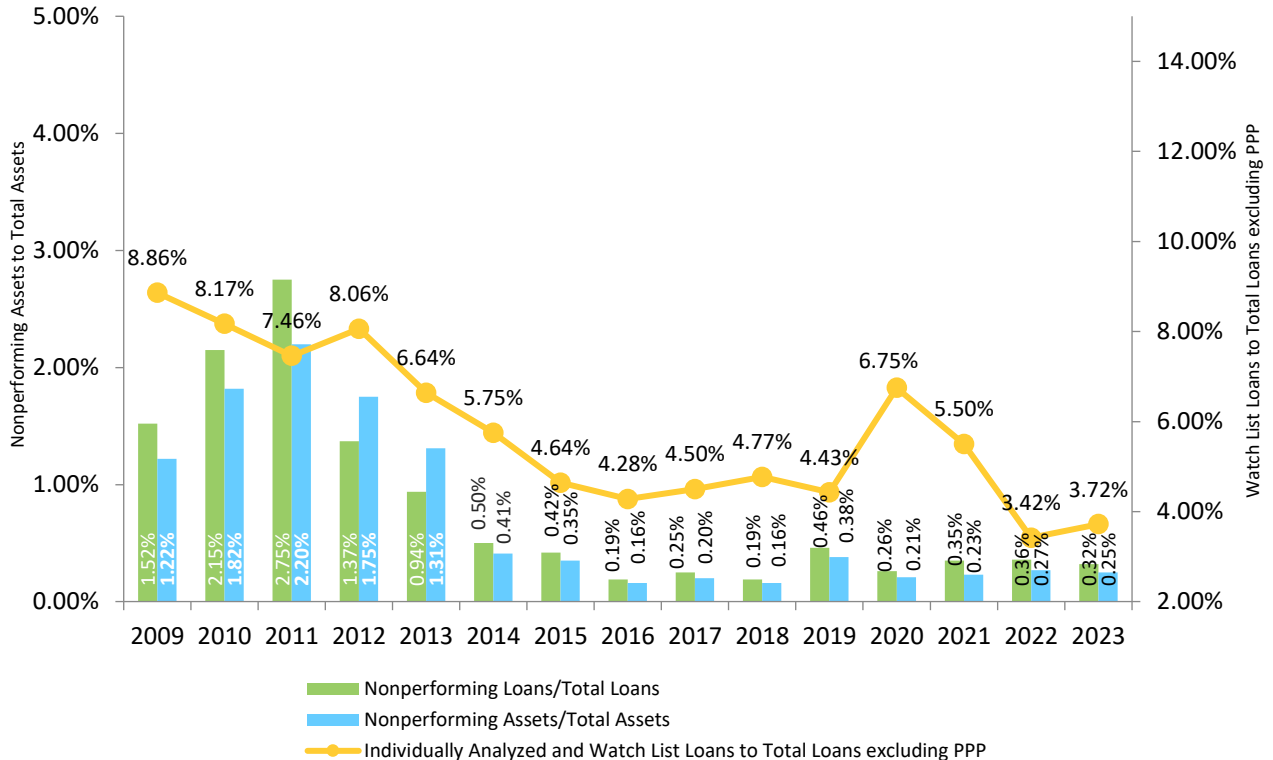
Deposit Mix Shift Reduces Net Interest Margin



2023 YOY Decrease (3%)

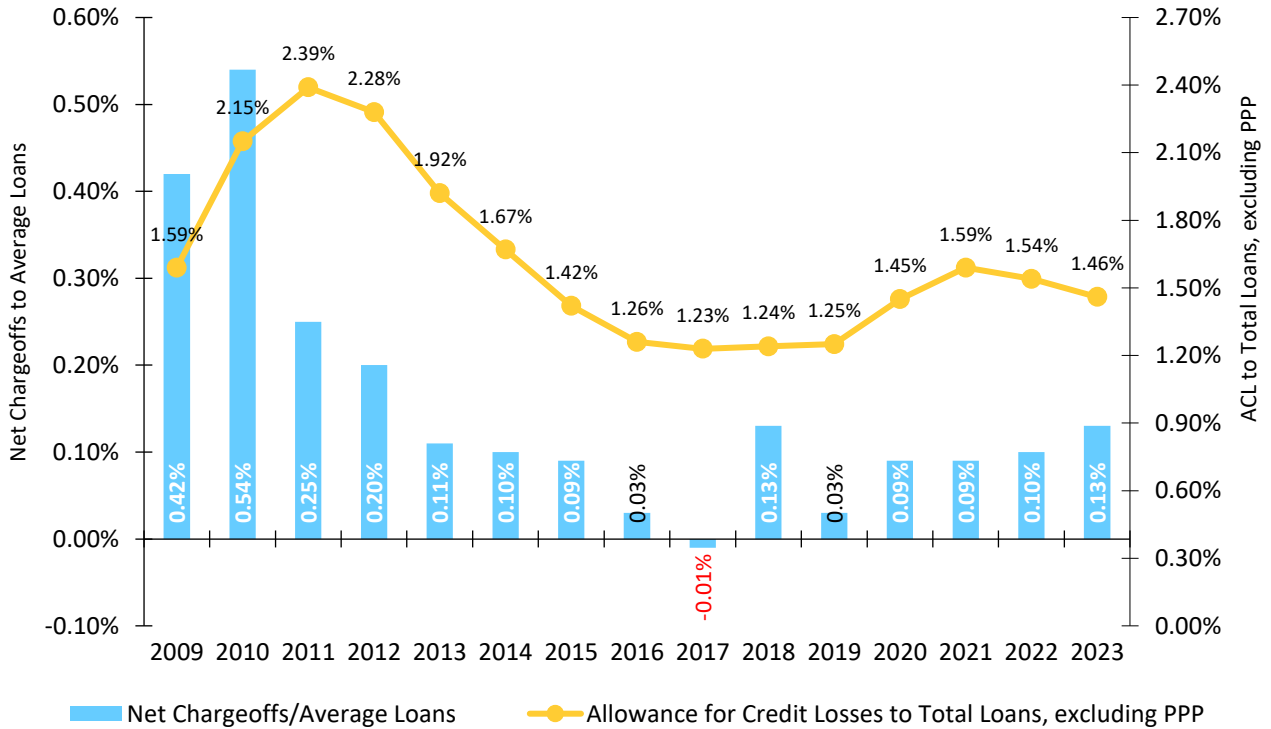
Asset Quality

Watchlist Loans as a Percentage of Total Loans Remain at Historic Lows



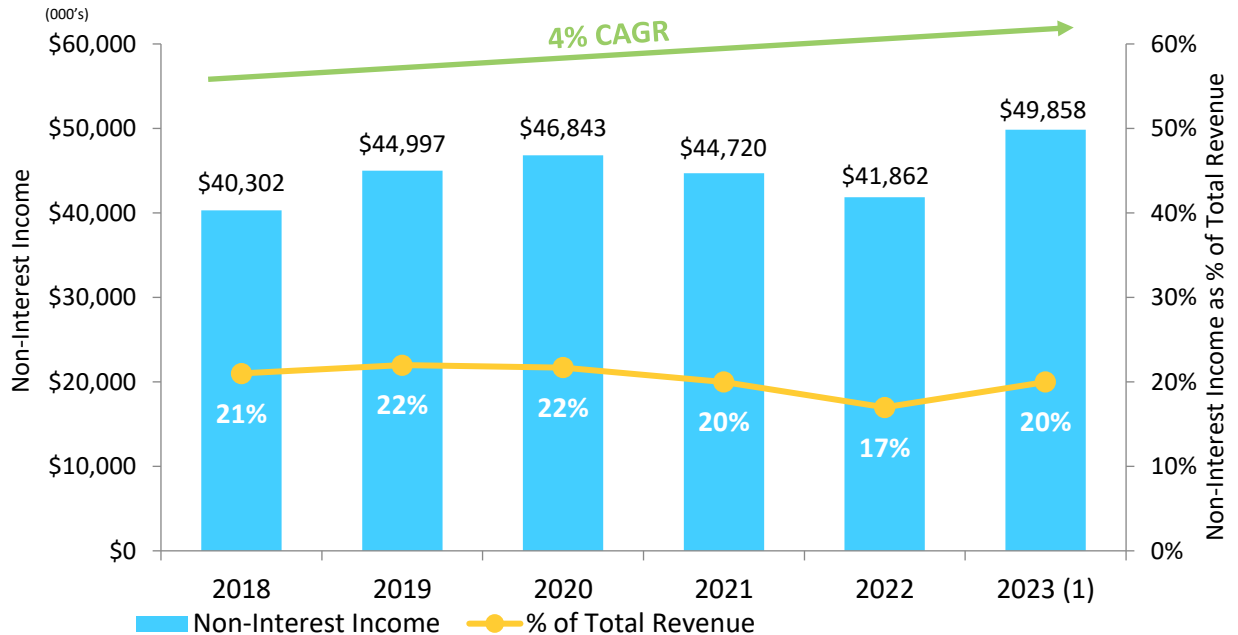
Asset Quality

Allowance for Credit Losses Represents Strong Coverage



Noninterest Income

Noninterest Income Includes \$6.3 million in Insurance and Wire Fraud Loss Recoveries in 2023

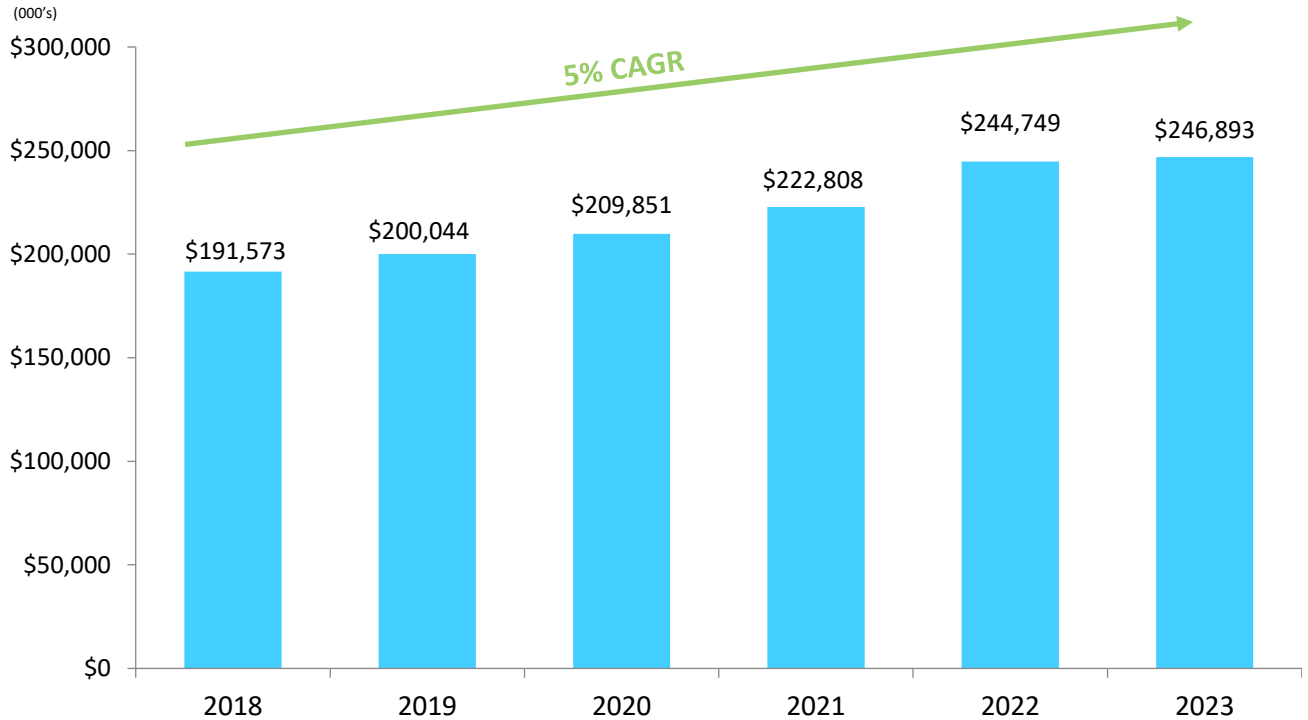


¹2023 Year-to-date noninterest income adjusted reflects Core noninterest income and excludes 2023 wire fraud loss recoveries of \$6.3 million.

2023 YOY Increase 19%
 2023 Core Noninterest Income YOY Increase 4%

Total Revenue

Revenue Growth Benefited by Loan Growth and Improvement in Noninterest Income

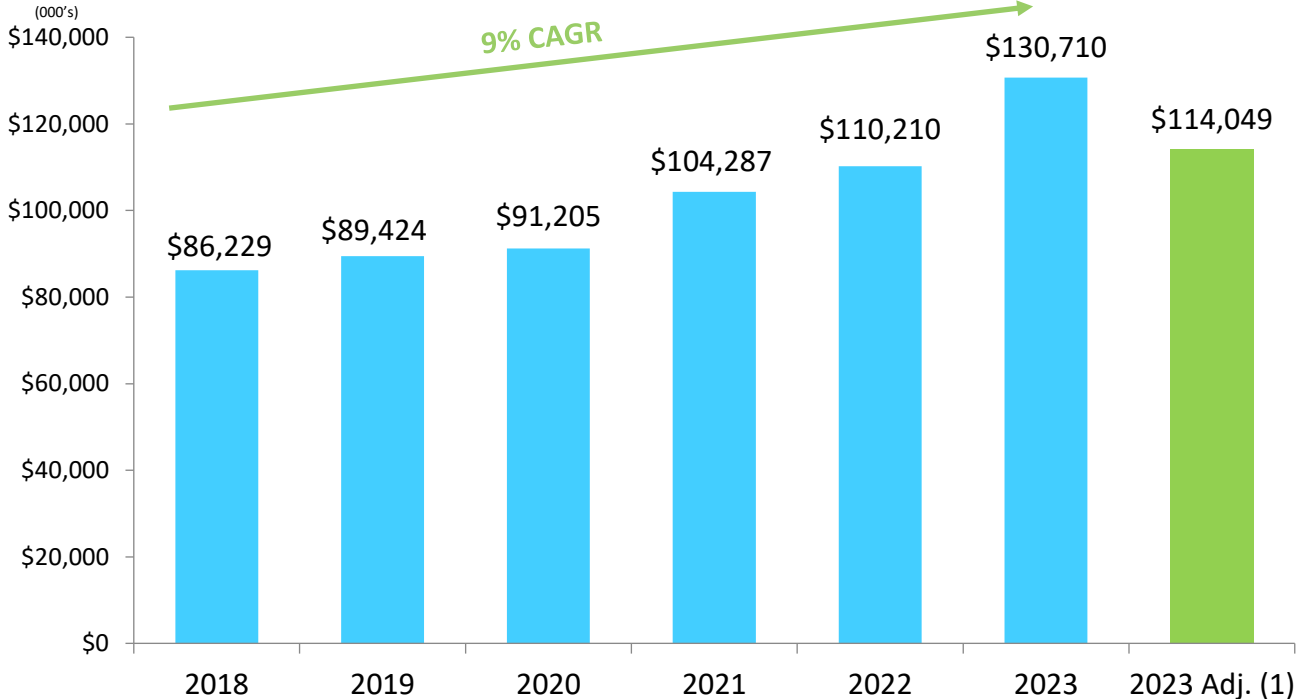


2023 YOY Increase 1%

2023 Core Revenue Decrease (2)%

Non-Interest Expense

Core Noninterest Expense Growth at 3% for 2023



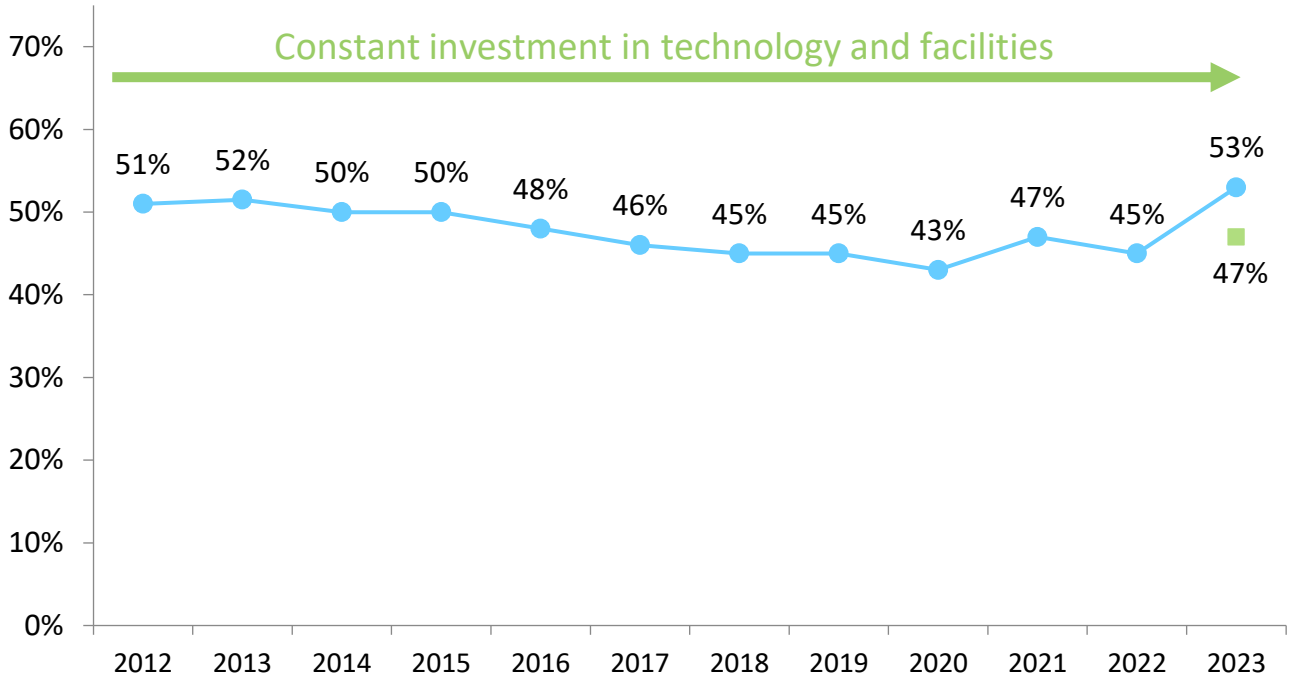
¹2023 Year-to-date noninterest expense adjusted reflects Core Noninterest Expense and excludes the 2023 wire fraud loss of \$18.1 million net of \$1.4 million salary and benefits adjustment, or \$16.7 million, net.

2023 YOY Increase 19%

2023 Core Noninterest Expense YOY Increase 3%

Efficiency Ratio

Adjusted Core Efficiency Ratio of 47% Excludes Impact of Wire Fraud Loss



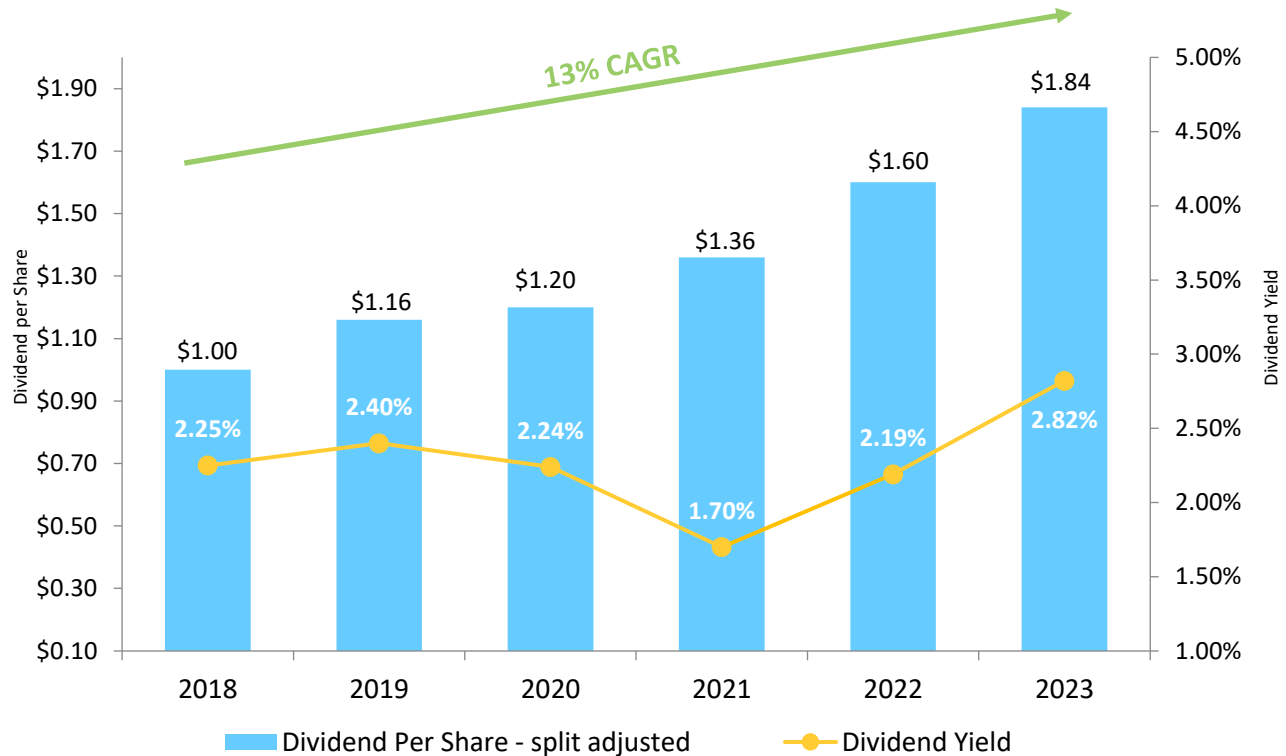
¹2023 Year-to-date adjusted core efficiency ratio excludes the second quarter 2023 wire fraud loss, net, of salary and benefits adjustment for a total of \$16.2 million

● Efficiency Ratio

■ Adjusted Core Efficiency Ratio

Stable Healthy Dividend

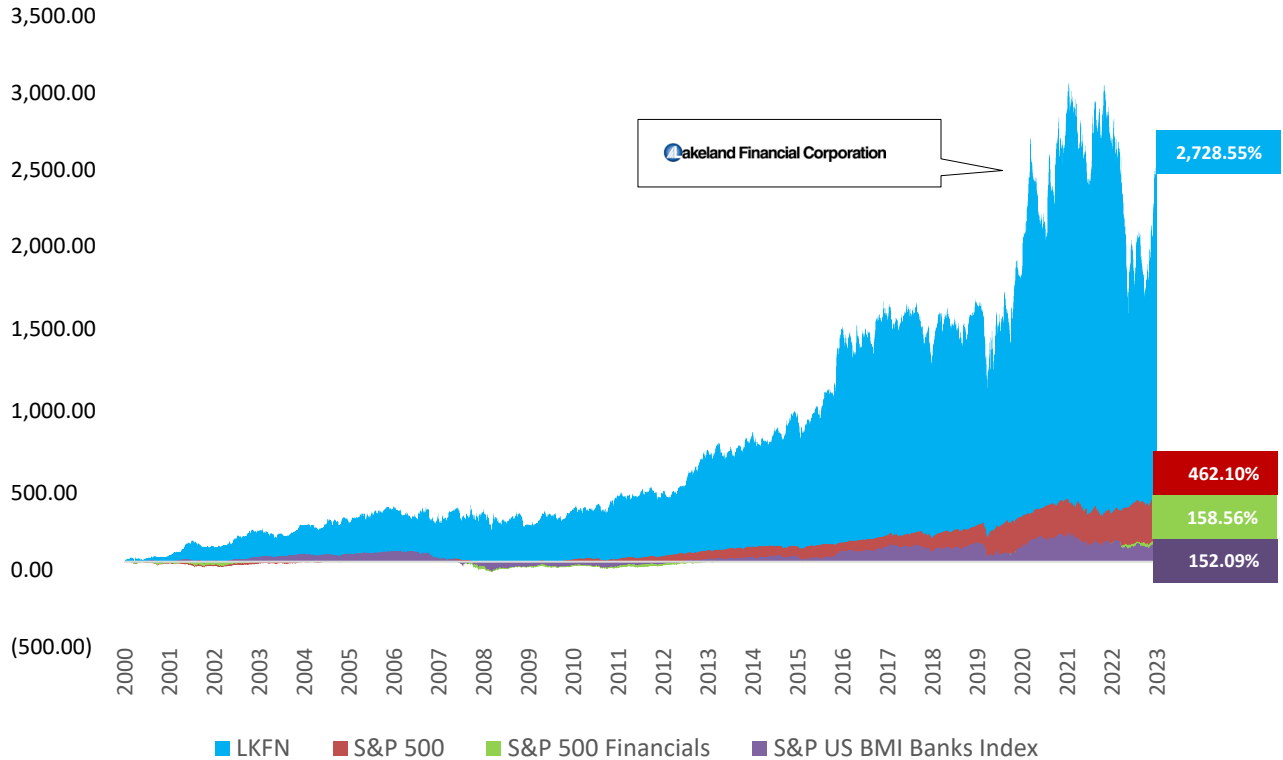
Growth in Dividend Reflects Strength of Capital



2023 YOY Increase 15%

LKFN Shareholder Value

Total Return Performance from 12/31/00 to 12/31/23



Investment Highlights

- Proven History of Organic Growth
- Disciplined and Focused Strategy
- Strong Internal Culture
- Consistent Execution
- Service Excellence Drives Shareholder Value

Supplemental Information

Lake City Bank Capital Adequacy

Capital Strength Continues in December 2023

Regulatory Ratio Description *	December 31, 2023 Actual	Well-Capitalized Threshold	Capital Cushion (in 000's)	Non-GAAP AOCI and HTM Losses-after tax	Non-GAAP Excess Capital after AOCI and HTM	Non-GAAP Adjusted Capital Ratios with AOCI and HTM Losses
Tier 1 Leverage Ratio	11.58%	5.00%	\$444,422	\$(162,915)	\$281,507	9.17%
Common Tier 1 (CET)	13.90%	6.50%	\$416,259	\$(162,915)	\$253,344	11.00%
Tier 1 Risk Based Capital	13.90%	8.00%	\$331,858	\$(162,915)	\$168,943	11.00%
Tier 2 Risk Based Capital	15.15%	10.00%	\$289,767	\$(162,915)	\$126,852	12.25%

* Regulatory Ratios are preliminary pending the finalization of regulatory filings

Liquidity Preparedness

December 31, 2023

(000)	Liquidity Availability	Used	Unused/ Available	Additional Loan Collateral Available for Pledge
Secured/Committed Borrowings:				
Federal Home Loan Bank-Indianapolis ⁽¹⁾	\$ 624,910	\$ 50,000	\$ 574,910	\$ --
Federal Reserve Bank Discount Window	1,259,474	--	1,259,474	117,401
FRB Bank Term Funding Program (BTFP)	150,535	--	150,535	--
Total Secured/Committed	\$ 2,034,919	\$ 50,000	\$ 1,984,919	\$ 117,401
Unsecured/Uncommitted Borrowings:				
Brokered Certificates of Deposit ⁽²⁾	\$ 577,053	\$ 100,000	\$ 477,053	\$ --
Brokered Money Market Deposit ⁽³⁾	195,721	25,366	170,355	--
Insured Cash Sweep-One Way Buy ⁽⁴⁾	100,000	10,039	89,961	--
Fed Fund Lines	325,000	--	325,000	--
Total Unsecured/uncommitted borrowings	\$ 1,197,774	\$ 135,405	\$ 1,062,369	\$ --
Investment Securities available for pledge:				
Treasuries, Agencies, MBS, CMO ⁽⁵⁾	8,005	--	8,005	--
Municipals ⁽⁶⁾	352,033	--	352,033	--
Total Investment Securities Available	360,038	--	360,038	--
Total Lake City Bank Liquidity Preparedness	\$ 3,592,731	\$ 185,405	\$ 3,407,326	\$ 117,401

(1) The BOD has authorized borrowing capacity up to \$800 million, and qualifying collateral is required for availability

(2) Brokered deposit capacity is equal to 10% of total deposits plus purchased funds, per bank policy

(3) Brokered money market capacity is equal to 3% of total assets, per bank policy

(4) Insured cash sweep one way by capacity is approved under program by IntraFi Network (formerly Promontory)

(5) Investment securities are eligible collateral at the Federal Reserve Bank – Discount Window, FHLB and BTFP

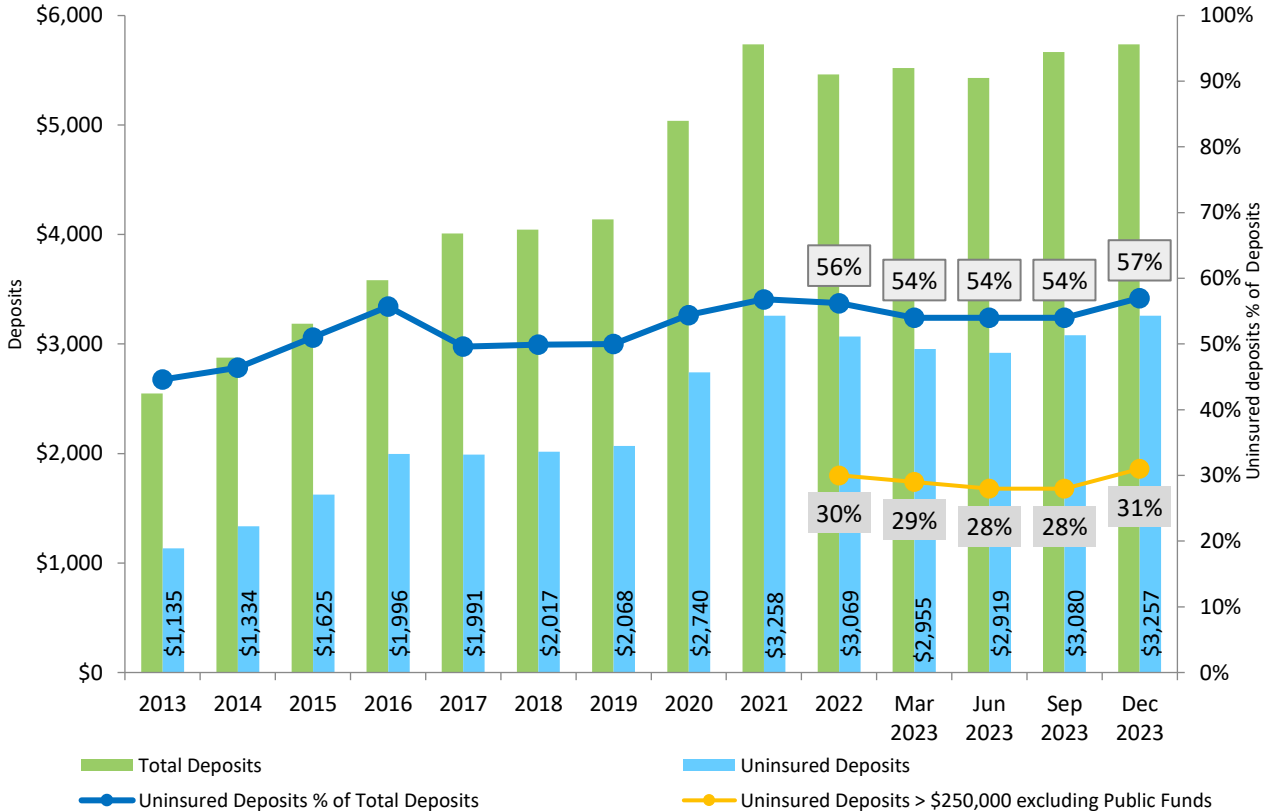
(6) Municipal securities are eligible collateral at the FRB – Discount Window

Stable Deposit Base

- Continued monitoring of liquidity position, large depositor fluctuation report, uninsured deposit balances, and significant daily balance fluctuations
- Depositors greater than \$10 million grew by \$259 million or 14% to \$2.1 billion during 2023 from \$1.88 billion at year-end 2022
- Daily fluctuation reports show some nominal retail runoff to the brokerage firms and largest banks
- Deposit rate increases have attracted new depositors

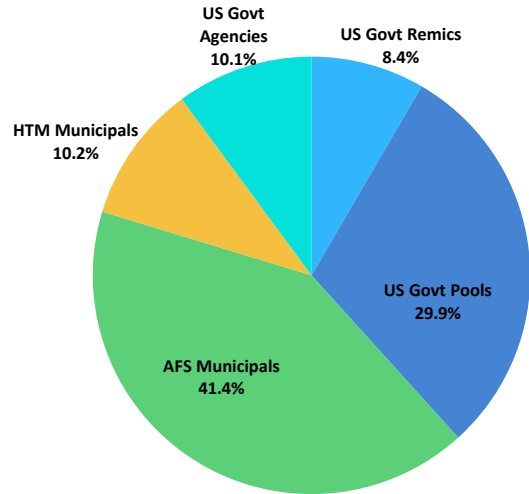
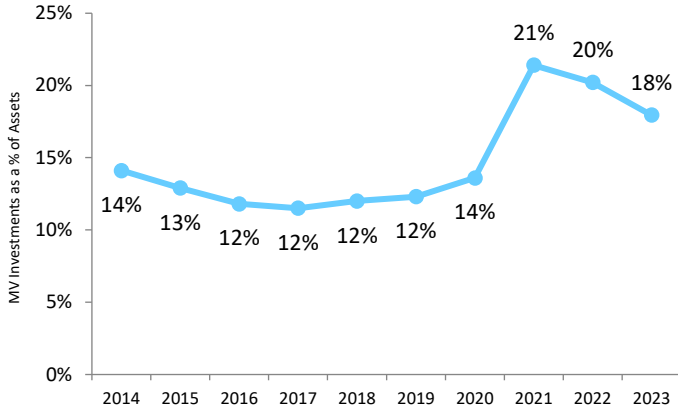
Lake City Bank Uninsured Deposits

Public Funds Account for 31% of Total Uninsured Deposits



Investment Portfolio

Recurring Cash Flows Used to Fund Organic Loan Growth



December 31, 2023

	Weighted Maturity	Book Yield	Market Value
US Govt REMICS	6.28	2.11	98,265
US Govt Pools	7.44	1.98	349,577
US Agencies	9.68	1.55	119,479
AFS Municipals (TEY)	15.67	2.91	484,407
HTM Municipals (TEY)	16.92	2.73	119,215
Total (Tax-Equivalent Yield)	11.89	2.39%	\$1,170,943

Carrying Value

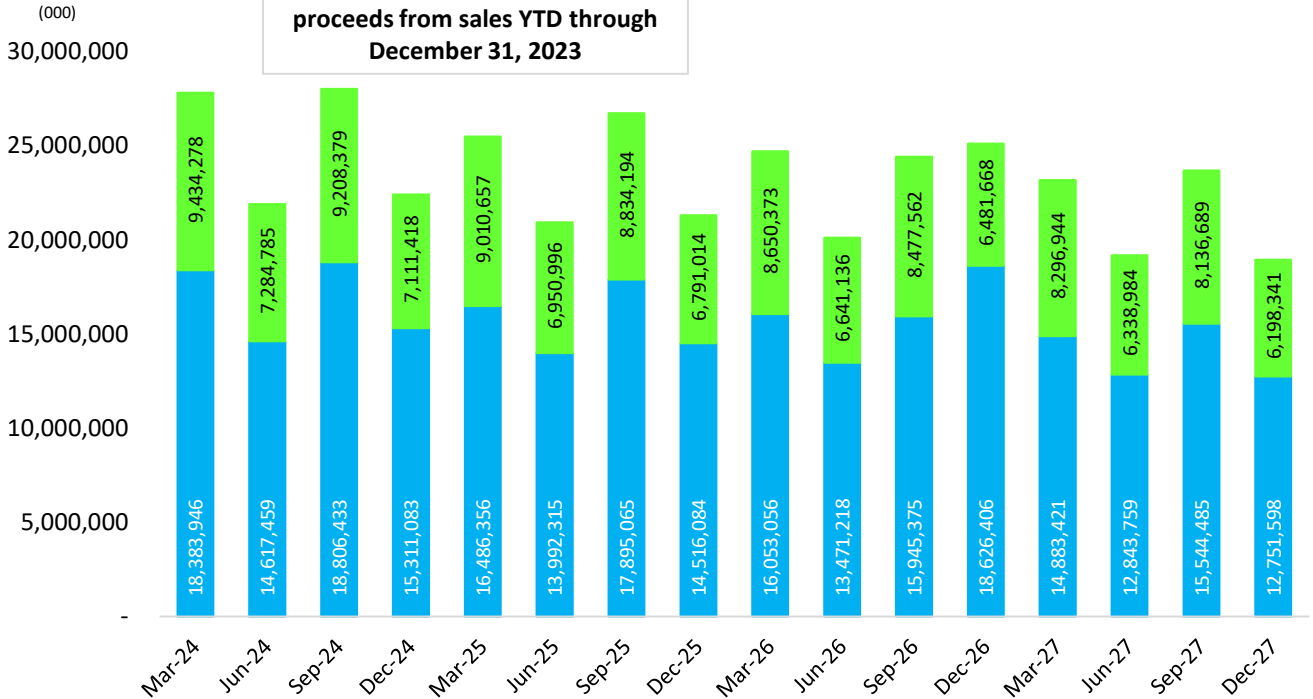
Held-to-Maturity \$ 129,918

Available-for-Sale \$1,051,728

Investment Security Portfolio Cashflows

Cash Flows of \$374 million Expected Through December 2027

Investment Portfolio has generated \$200 million in cash flow and proceeds from sales YTD through December 31, 2023



Principal

Interest

Investment Portfolio Analysis

Investment Portfolio Declines as a Percentage of Total Assets in 2023

	12/31/2023			12/31/2022		
	Weighted Maturity	Market Value	% of Total	Weighted Maturity	Market Value	% of Total
US Govt REMICS	6.28	98,265	8%	5.97	114,355	9%
US Govt Pools	7.44	349,577	30%	7.34	377,953	29%
US Agencies	9.68	119,479	10%	8.82	126,961	10%
US Treasury Notes/Bills	-	-	-	0.92	3,034	0%
AFS Municipals (Exempt)	15.67	484,407	41%	15.87	563,225	43%
HTM Municipals	16.92	119,215	10%	17.92	111,029	9%
Total	11.89	\$1,170,943	100%	11.99	\$1,296,557	100%
Unrealized losses AFS		(\$174,591)			(\$215,255)	
Unrealized losses HTM		(\$10,703)			(\$17,213)	
Total market value losses		(\$185,294)			(\$232,468)	
Portfolio effective duration		6.5			6.5	
Investment securities as a % of assets		18%			20%	

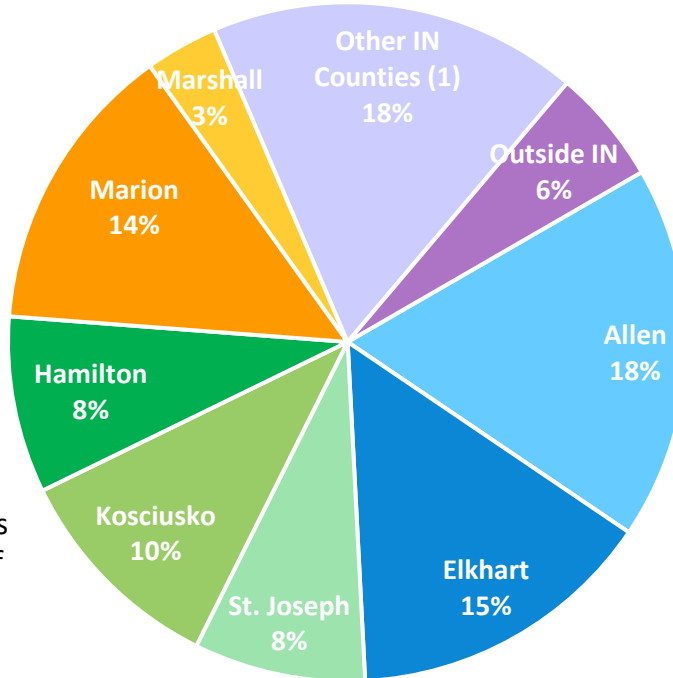
Investment Securities Overview

Excess Liquidity Deployed to Investment Security Portfolio

- Excess liquidity of \$1 billion deployed to investment portfolio during 2020-2022
- Investment portfolio longer duration offsets shorter duration of loan portfolio for interest rate risk management
- The investment portfolio balances the asset sensitive commercial loan portfolio
- Deployment to the investment portfolio provided an earnings asset shift from balances earning 10 basis points at the Federal Reserve to a tax equivalent yield of 2.69%
- All taxable bonds are 100% backed by the full faith of the U.S. Government
- Municipal Securities are high quality bonds with strong credit quality. 92% of the municipal bonds are rated AA/AAA

Commercial Loans by County

Commercial Customers in 49 Indiana Counties and 21 Other States



Commercial Loans
Outstanding as of
12/31/2023
\$4.4 billion

December 31, 2023

(000's)

Larger Market Organic Expansion

Organic Growth

State Rank	County	Primary City	Population*	LCB Entry	LCB Deposit Market Share**	# of Branches
21.	Kosciusko	Warsaw	80,826	1872	64%	12
6.	Elkhart	Elkhart	206,890	1990	23%	11
5.	St. Joseph	South Bend	272,234	1997	8%	4
3.	Allen	Fort Wayne	391,449	1999	12%	5
1.	Hamilton, Johnson, Marion	Indianapolis	1,500,169	2011	1%	7

* Source: STATS Indiana

** Source: FDIC 6/30/23 Statistics



Mature Market Strength and Growth

Organic Growth

(millions)¹

	2023		2013			2023 # of Offices
	<u>Deposits</u>	<u>Share</u>	<u>Deposits</u>	<u>Share</u>	<u>Increase</u>	
1. 1 st Source	\$5,258	19.69%	\$2,627	14.33%	100.15%	53
2. Lake City Bank	\$4,828	18.08%	\$2,409	13.14%	100.42%	53
3. JPM Chase	\$3,651	13.68%	\$1,676	9.14%	117.84%	20
4. PNC	\$1,694	6.34%	\$1,211	6.60%	39.88%	17
5. First Merchants	\$1,071	4.01%	\$654	3.57%	63.76%	9
6. Flagstar/Wells Fargo ⁽²⁾	\$994	3.72%	\$2,466	13.46%	(59.69)%	23
7. Star	\$903	3.38%	\$444	2.42%	103.38%	10
8. Old National	\$803	3.01%	\$582	3.18%	37.97%	9
9. Fifth Third	\$729	2.73%	\$370	2.02%	97.03%	8
10. KeyBank	\$674	2.52%	\$974	5.32%	(30.80)%	14
Market Total	\$26,701		\$18,331		45.66%	

¹Mature Markets includes 12 Northern Indiana counties and excludes 3 Central Indiana counties

²Flagstar purchased Wells Fargo Indiana branches in 2018

Adjusted to include branches subsequently acquired by surviving banks. Data based on June 30th regulatory reporting for each year presented.



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