

Enterprise Financial Services Corp



ANNUAL SHAREHOLDER MEETING – APRIL 30, 2015





2015 ANNUAL SHAREHOLDER MEETING

JAMES J. MURPHY, JR.
CHAIRMAN, EFSC

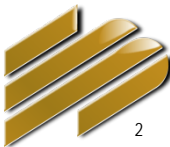




BRENDA D. NEWBERRY



**THANK YOU FOR YOUR SERVICE AND
MANY CONTRIBUTIONS
2007-2015**

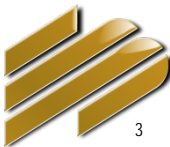




2015 ANNUAL SHAREHOLDER MEETING

WELCOME TO THE EFSC BOARD OF DIRECTORS

JOHN Q. ARNOLD



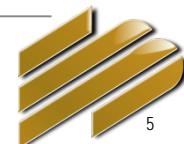
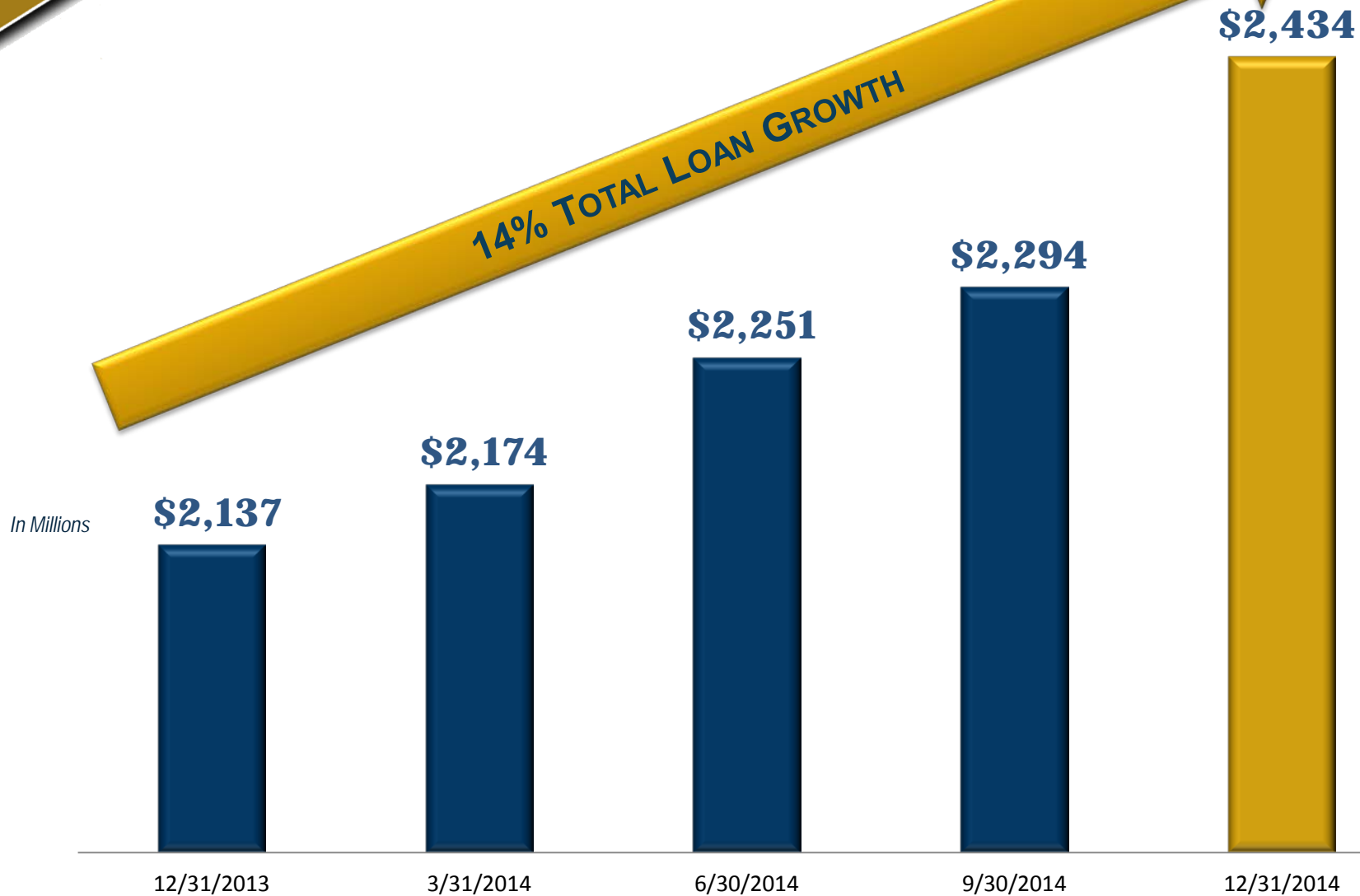


2015 ANNUAL SHAREHOLDER MEETING

KEENE S. TURNER
CHIEF FINANCIAL OFFICER, EFSC

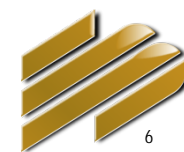
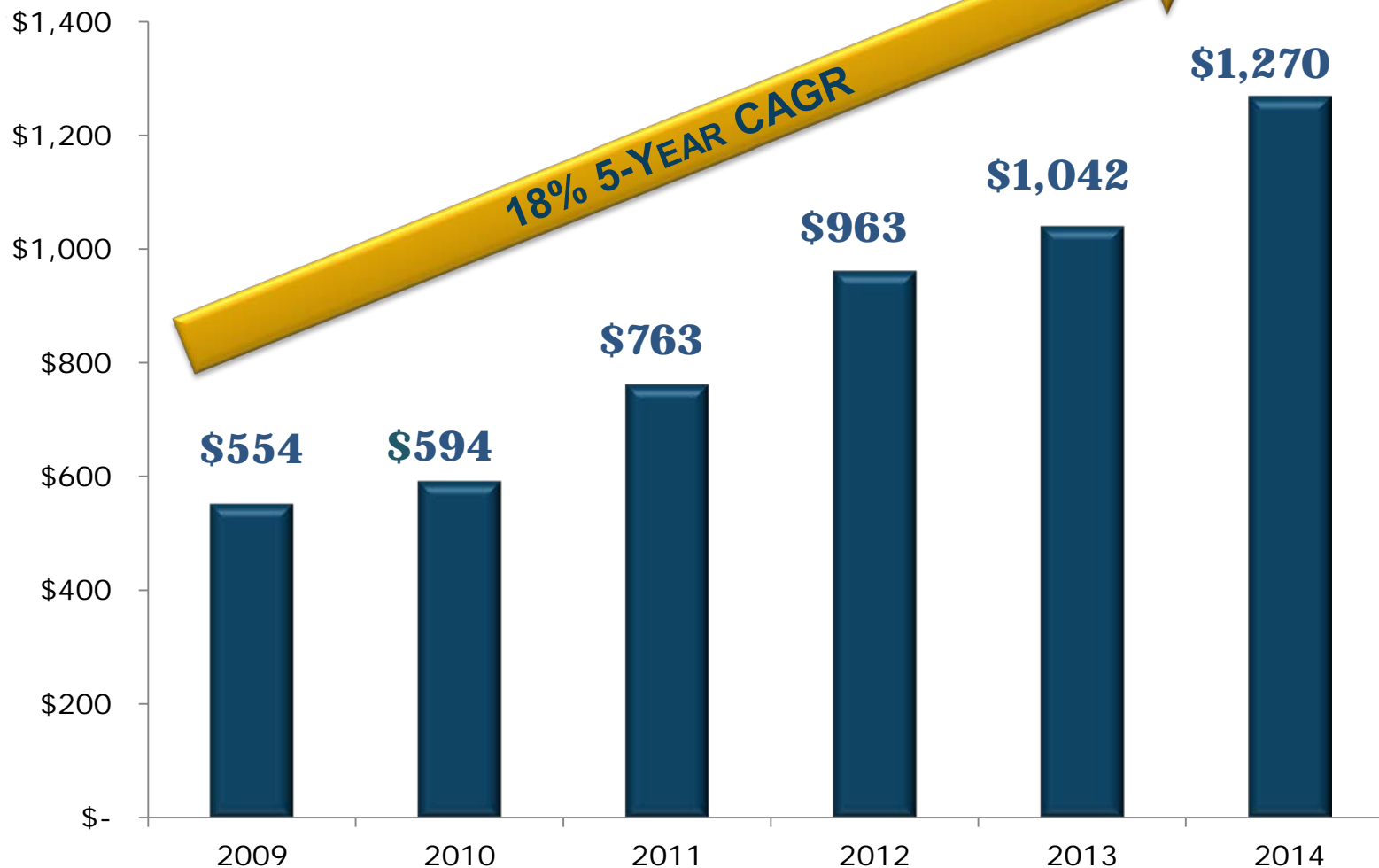


PORTFOLIO LOAN GROWTH

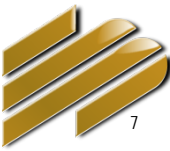
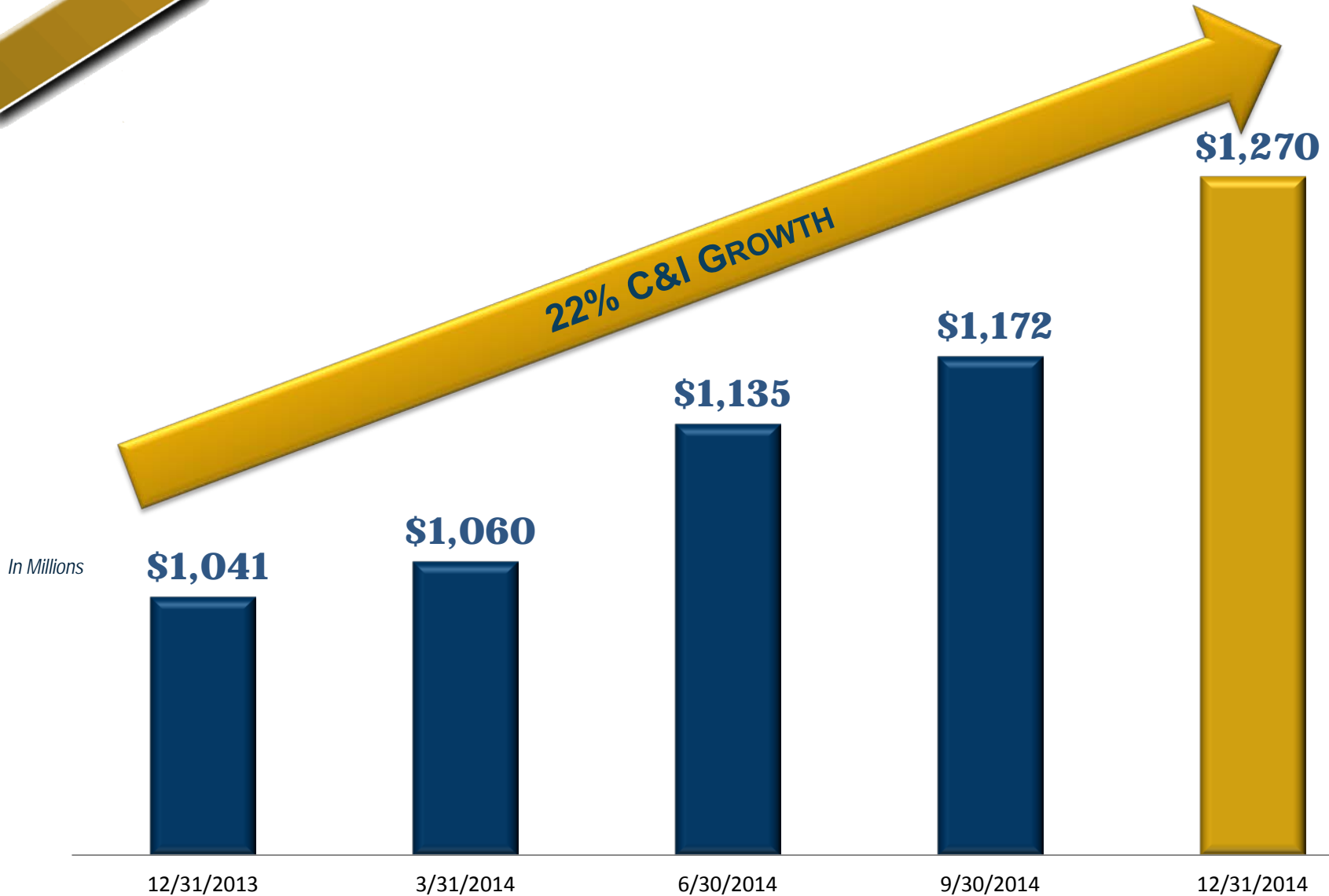


HISTORY OF STRONG C&I GROWTH

In millions

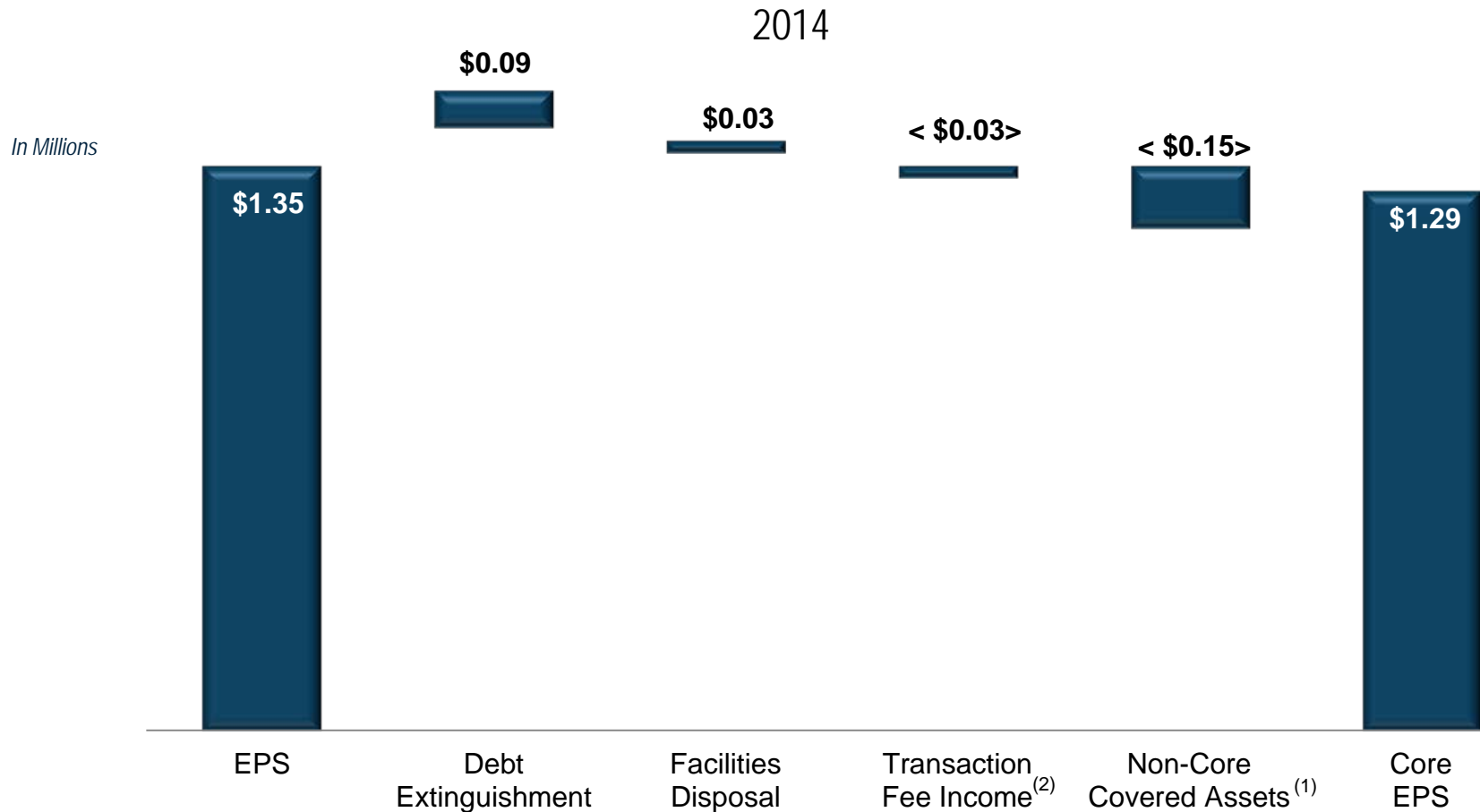


COMMERCIAL & INDUSTRIAL LOAN GROWTH



FULL YEAR EARNINGS PER SHARE TRENDS

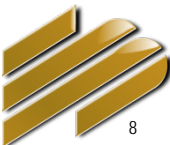
REPORTED VS. CORE EPS*



* A Non GAAP Measure Refer to Appendix for Reconciliation

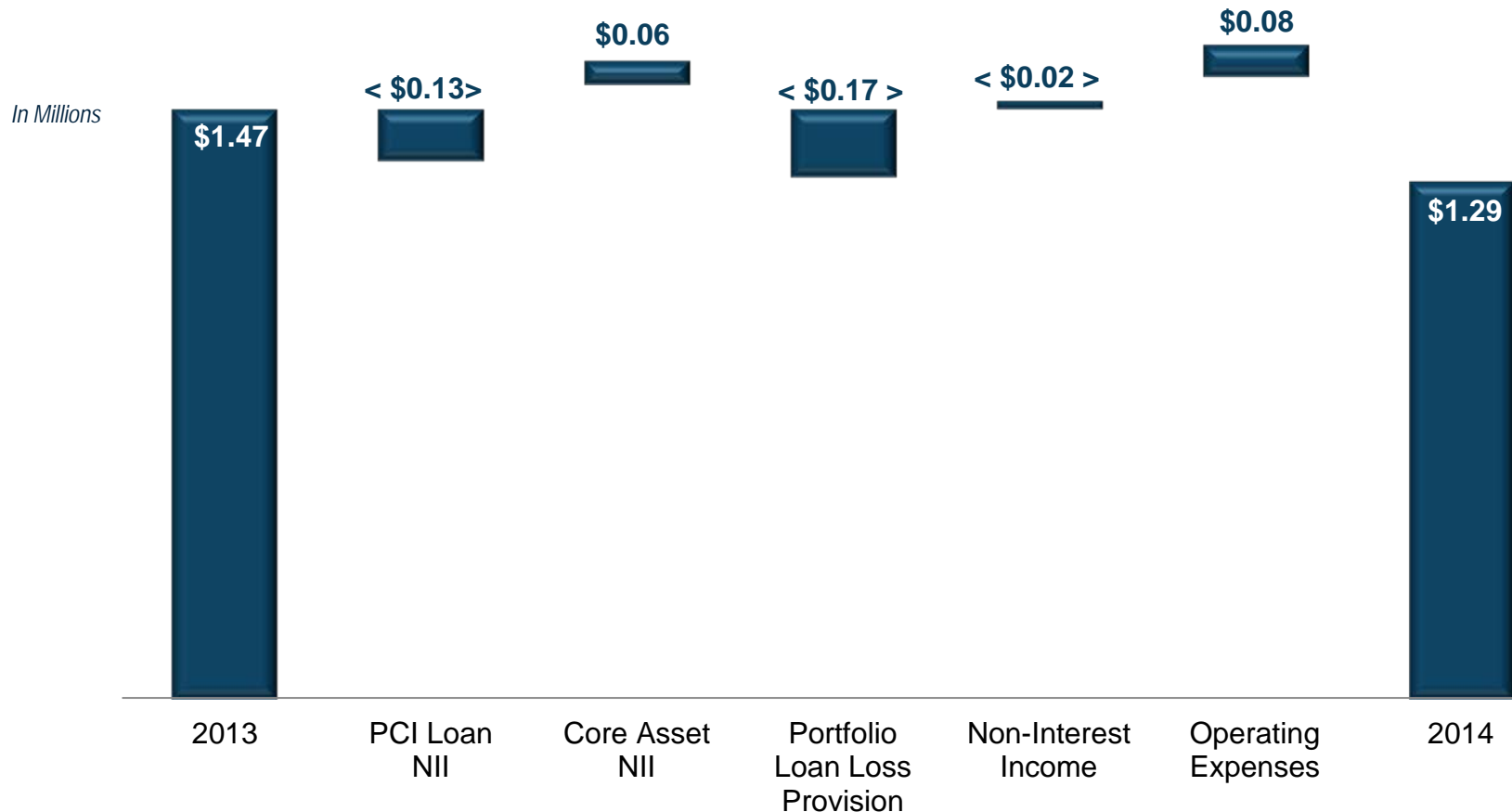
⁽¹⁾ FDIC Loss Sharing Agreements

⁽²⁾ Refer to 9/30/2014 Form 10-Q for Additional Details

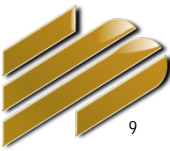


FULL YEAR EARNINGS PER SHARE TRENDS

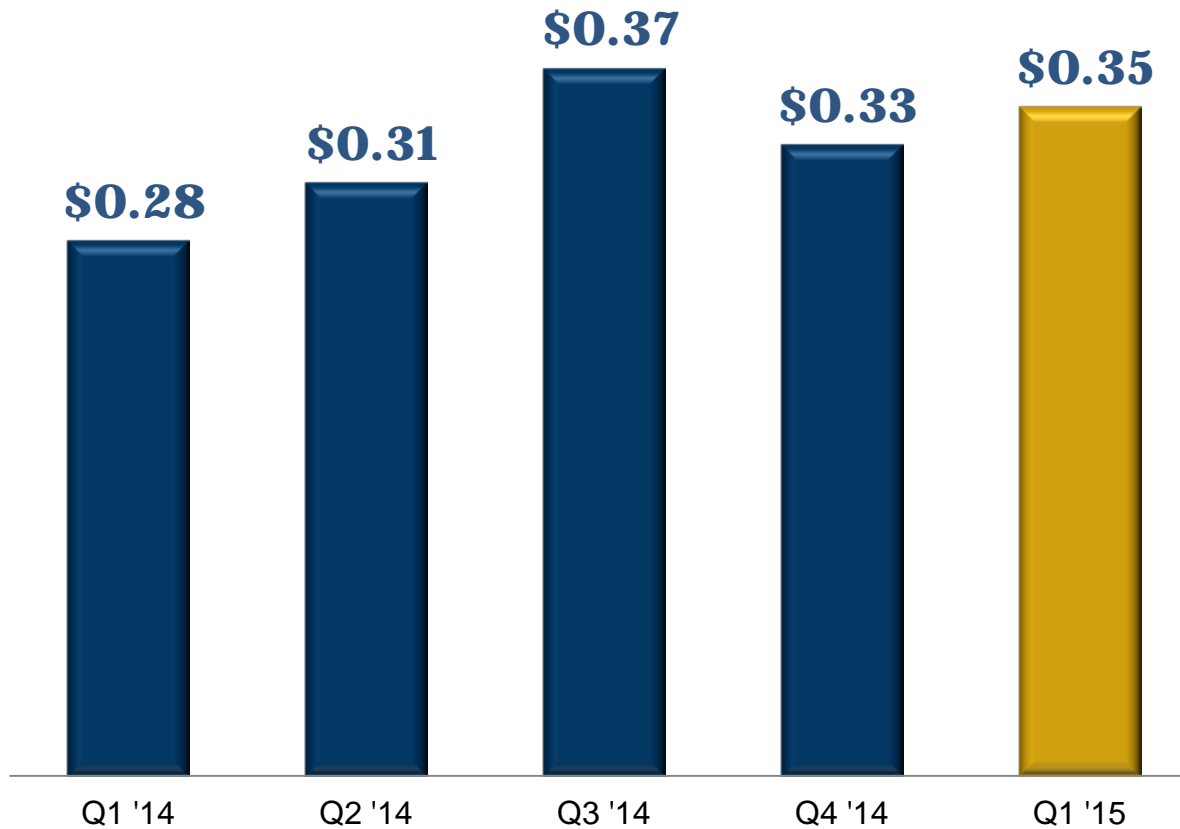
CHANGES IN CORE EPS*



* A Non GAAP Measure Refer to Appendix for Reconciliation

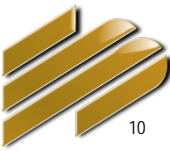


POSITIVE MOMENTUM IN CORE* EARNINGS PER SHARE



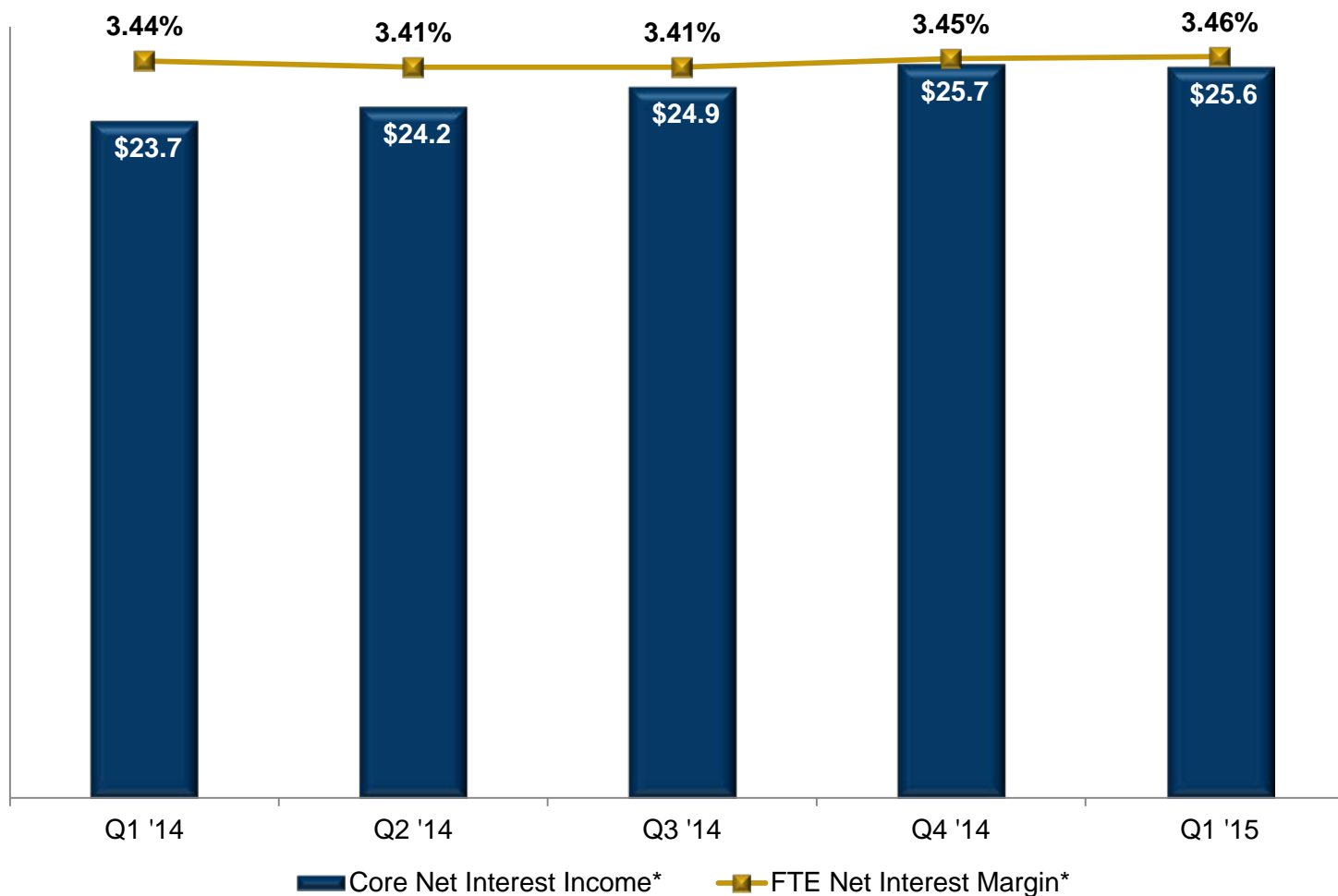
25% CORE EPS GROWTH FROM Q1 2014 TO Q1 2015

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



NET INTEREST INCOME DRIVING CORE REVENUE GROWTH*

In Millions



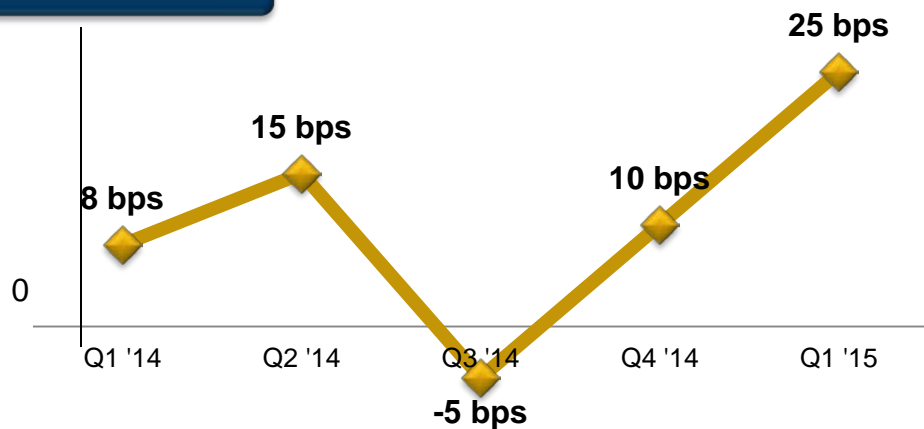
Note: * A Non-GAAP Measure, Refer to Appendix for Reconciliation



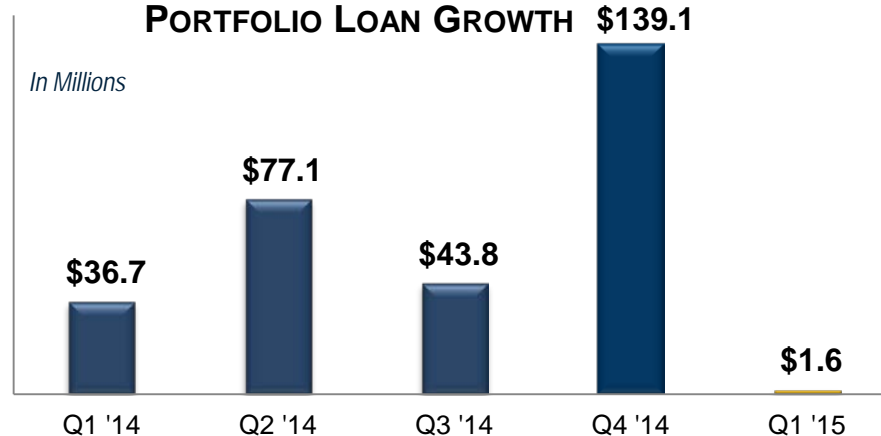
CREDIT TRENDS FOR PORTFOLIO LOANS

NET CHARGE-OFFS (1)

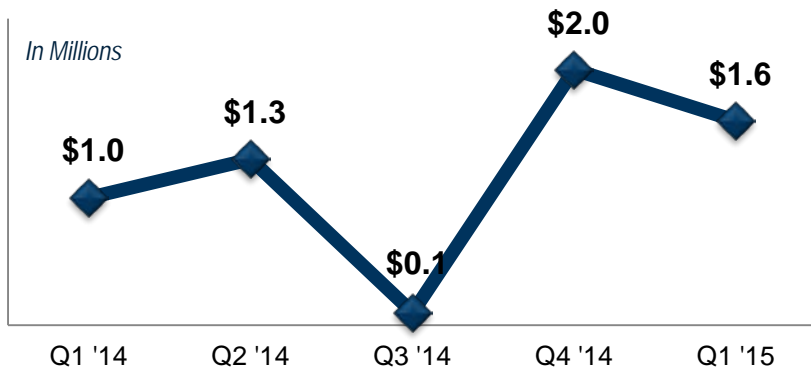
2014 NCO = 7 BPS



PORTFOLIO LOAN GROWTH \$139.1



PROVISION FOR PORTFOLIO LOANS



Q1 2015	EFSC	Peer(2)
NPA'S/ASSETS =	0.52%	0.91%
NPL'S/LOANS =	0.62%	1.03%
ALLL/NPL'S =	200%	122%
ALLL/LOANS =	1.24%	1.28%

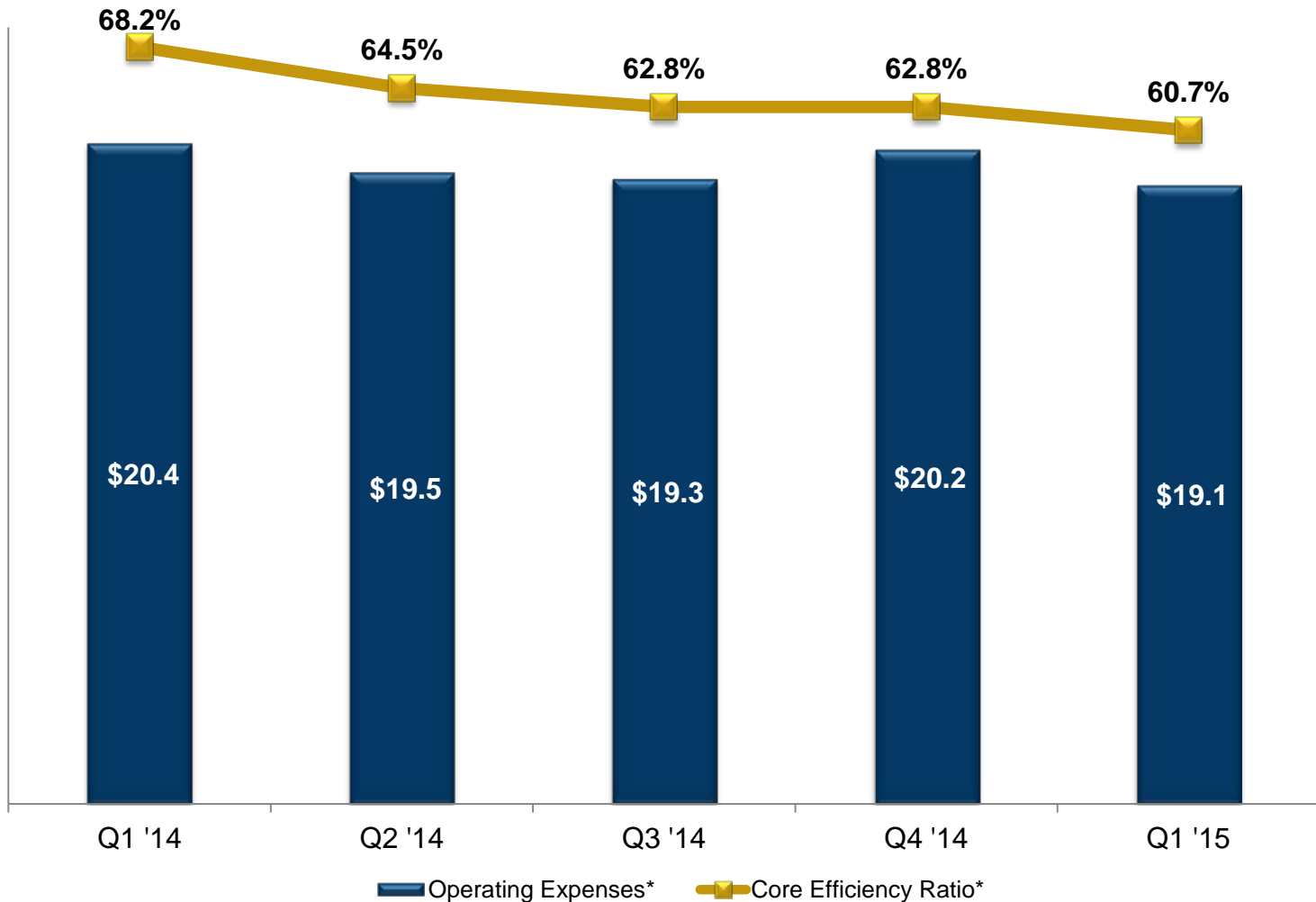
(1) Portfolio loans only, excludes PCI loans

(2) Peer data as of 12/31/2014 (source: SNL Financial)

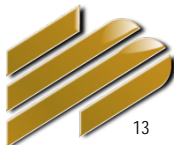


MANAGED OPERATING EXPENSES* IMPROVING EFFICIENCY

In Millions



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





FINANCIAL PRIORITIES

TREND FROM PRIOR YEAR

▶ CONTINUED GROWTH IN CORE EPS

↑ 25%

❖ DRIVE NET INTEREST INCOME GROWTH IN DOLLARS WITH FAVORABLE LOAN GROWTH TRENDS

↑ 8%

❖ DEFEND NET INTEREST MARGIN

+ 2 BPS

❖ MAINTAIN HIGH QUALITY CREDIT PROFILE

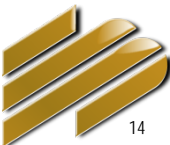
— 0.09% NPLS/LOANS

▶ ACHIEVE FURTHER IMPROVEMENT IN OPERATING LEVERAGE

— 7%

▶ ENHANCE DEPOSIT LEVELS TO SUPPORT GROWTH

+ 9%





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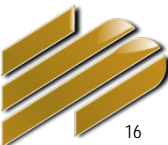
PETER F. BENOIST
CHIEF EXECUTIVE OFFICER, EFSC



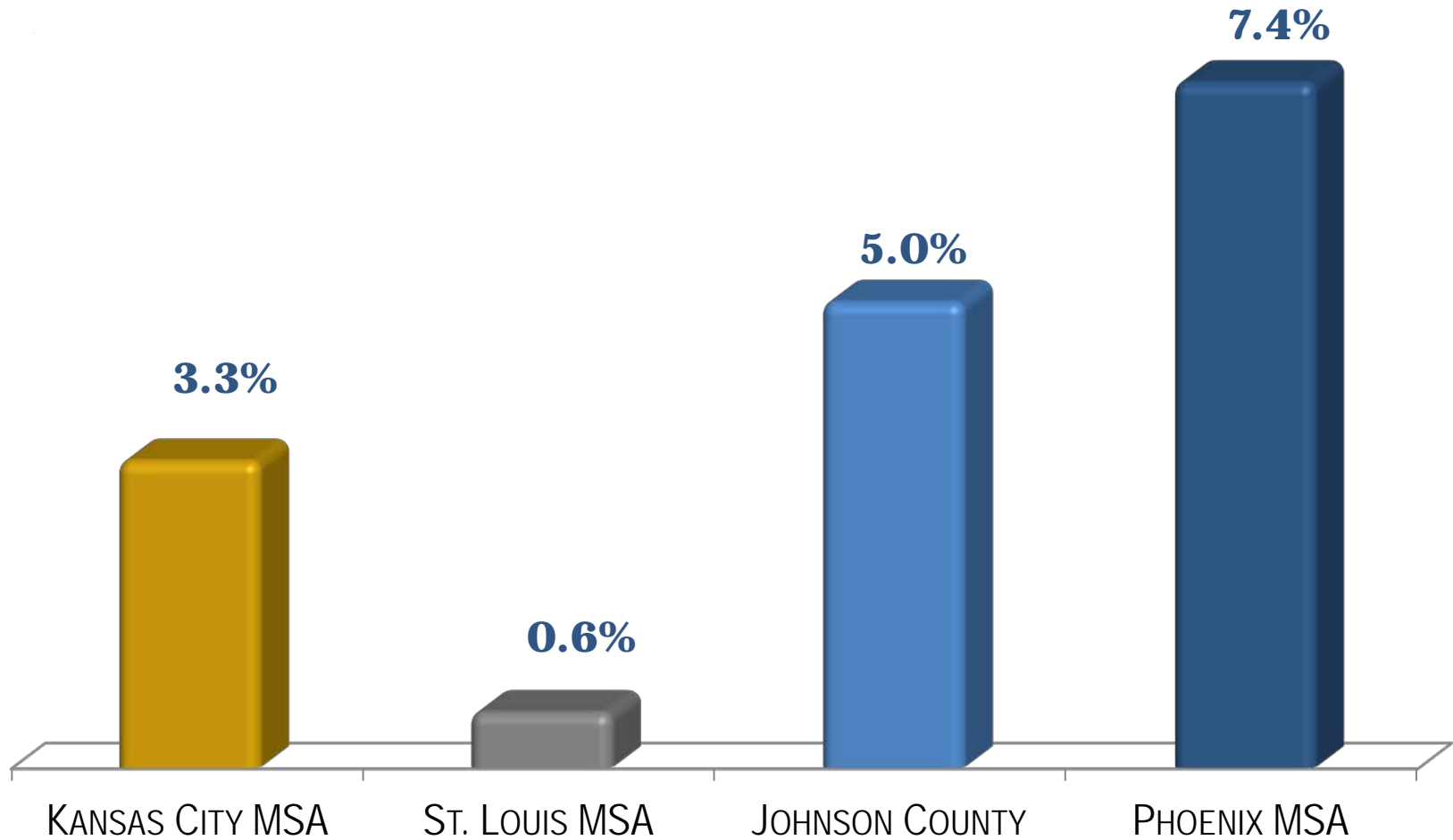


THE OPERATING ENVIRONMENT FOR BANKS

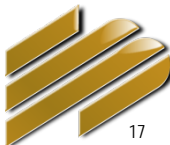
- ▶ IMPROVING BUT CONTINUED SLOW ECONOMIC GROWTH
- ▶ INTENSE COMPETITION AND CONTINUED PRESSURE ON LOAN YIELDS
- ▶ INTEREST RATES WILL REMAIN HISTORICALLY LOW



5-YEAR PROJECTED POPULATION GROWTH



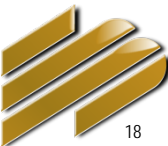
Source: Neilson Data





THE OPERATING ENVIRONMENT FOR BANKS

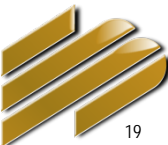
- ▶ INTENSE COMPETITION AND CONTINUED PRESSURE ON LOAN YIELDS





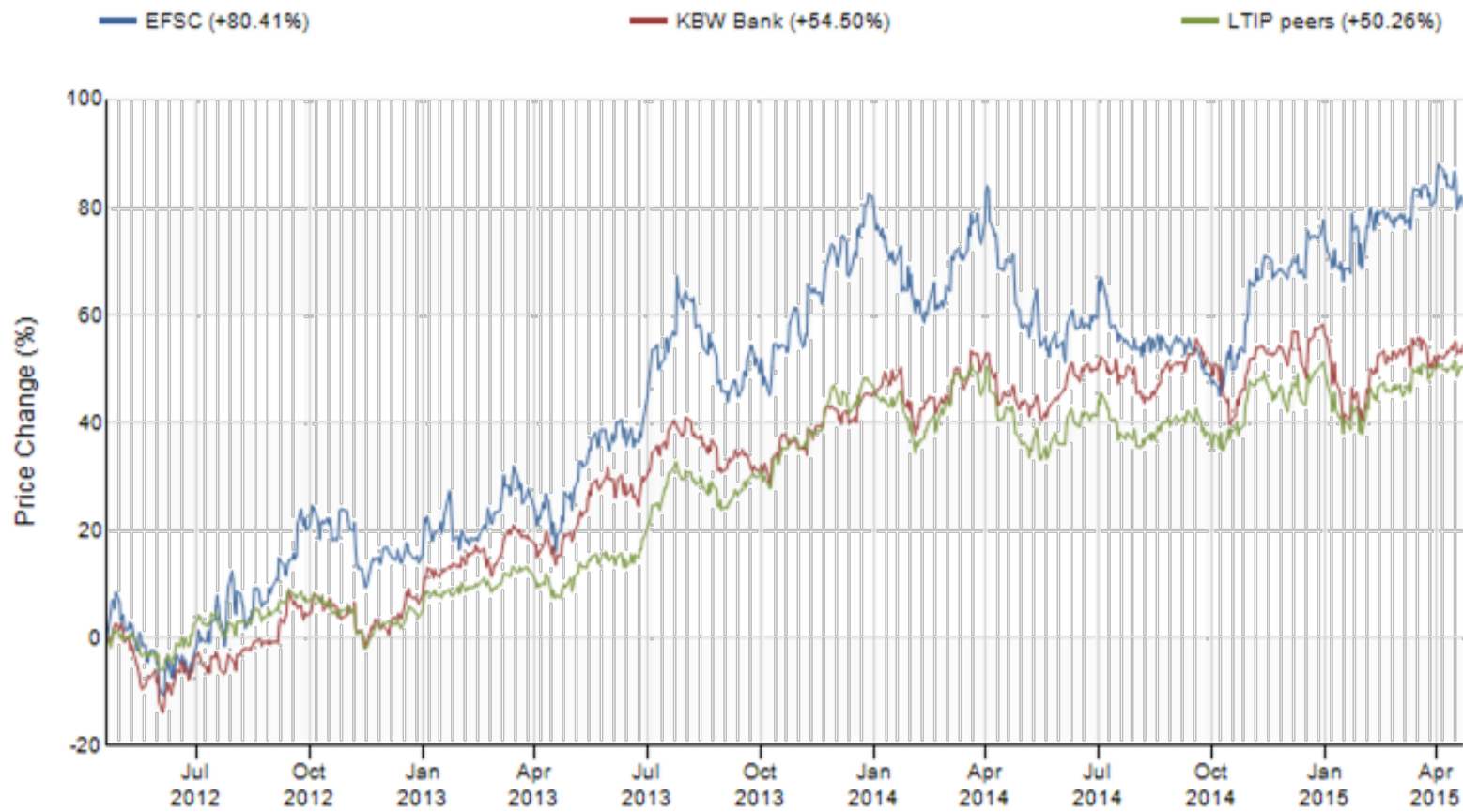
THE OPERATING ENVIRONMENT FOR BANKS

▶ INTEREST RATES WILL REMAIN HISTORICALLY LOW



3-YEAR STOCK PRICE

Enterprise Financial Services Corp - Price Change (%)

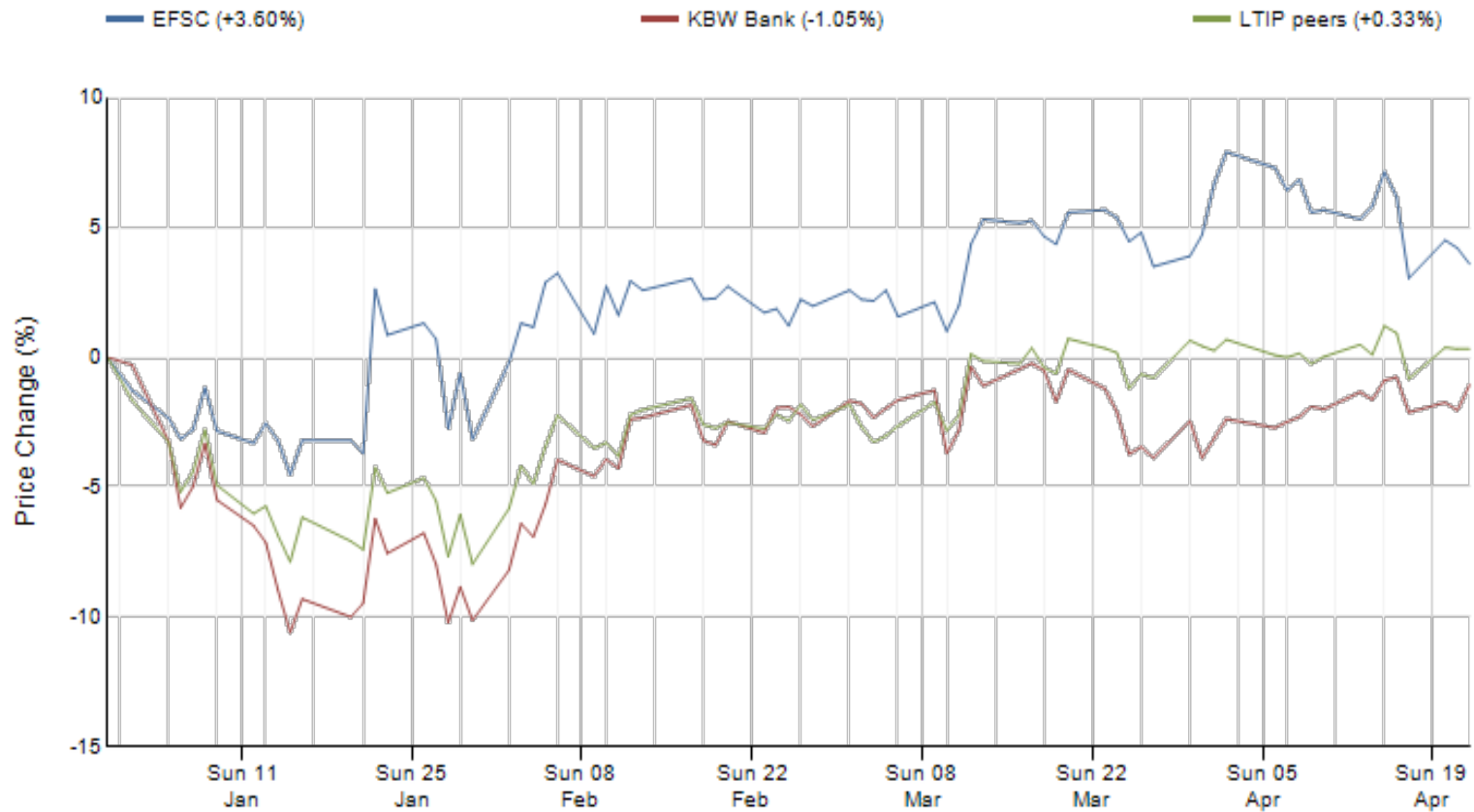


Source: SNL Financial

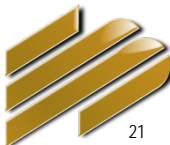


YEAR-TO-DATE STOCK PRICE

Enterprise Financial Services Corp - Price Change (%)

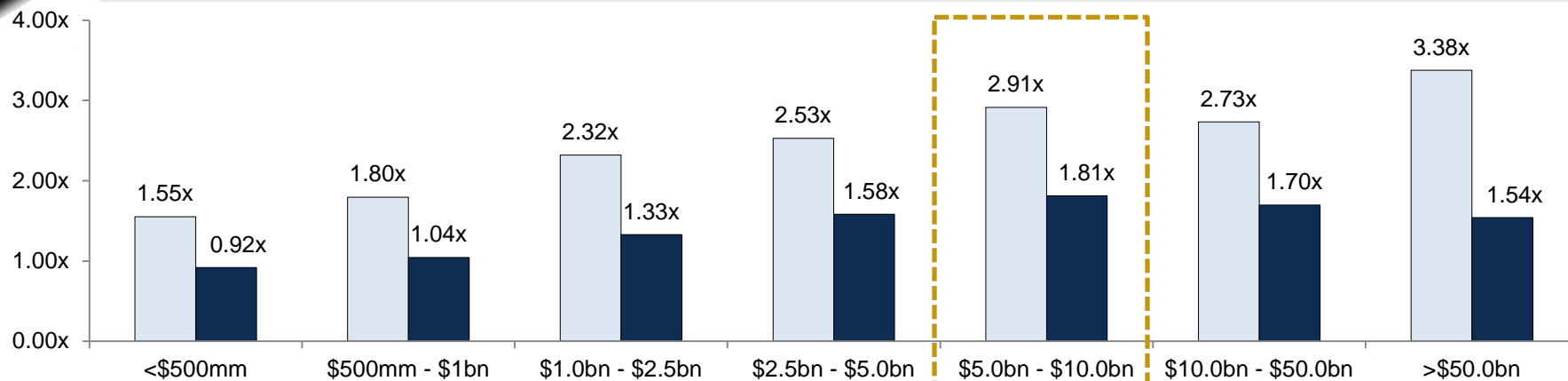


Source: SNL Financial

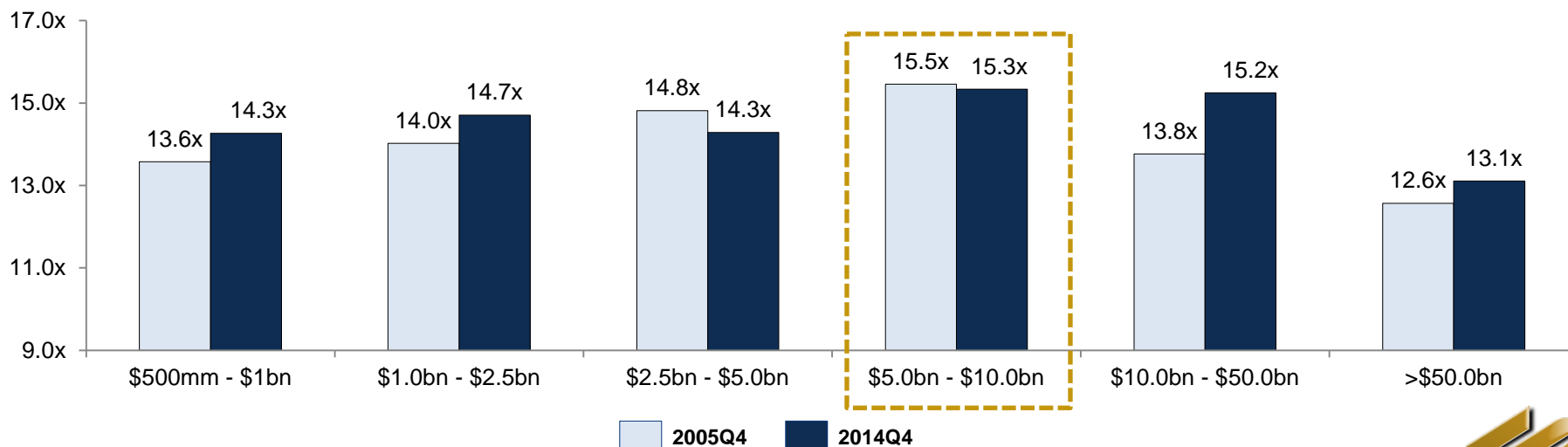


SMALL & MID-SIZED BANKS ARE MORE HIGHLY VALUED

Price / Tangible Book Value (x)



Price / Forward Earnings (x)



2005Q4 2014Q4

Source: SNL Financial and FactSet Research Systems; Market data as of 12/31/2014

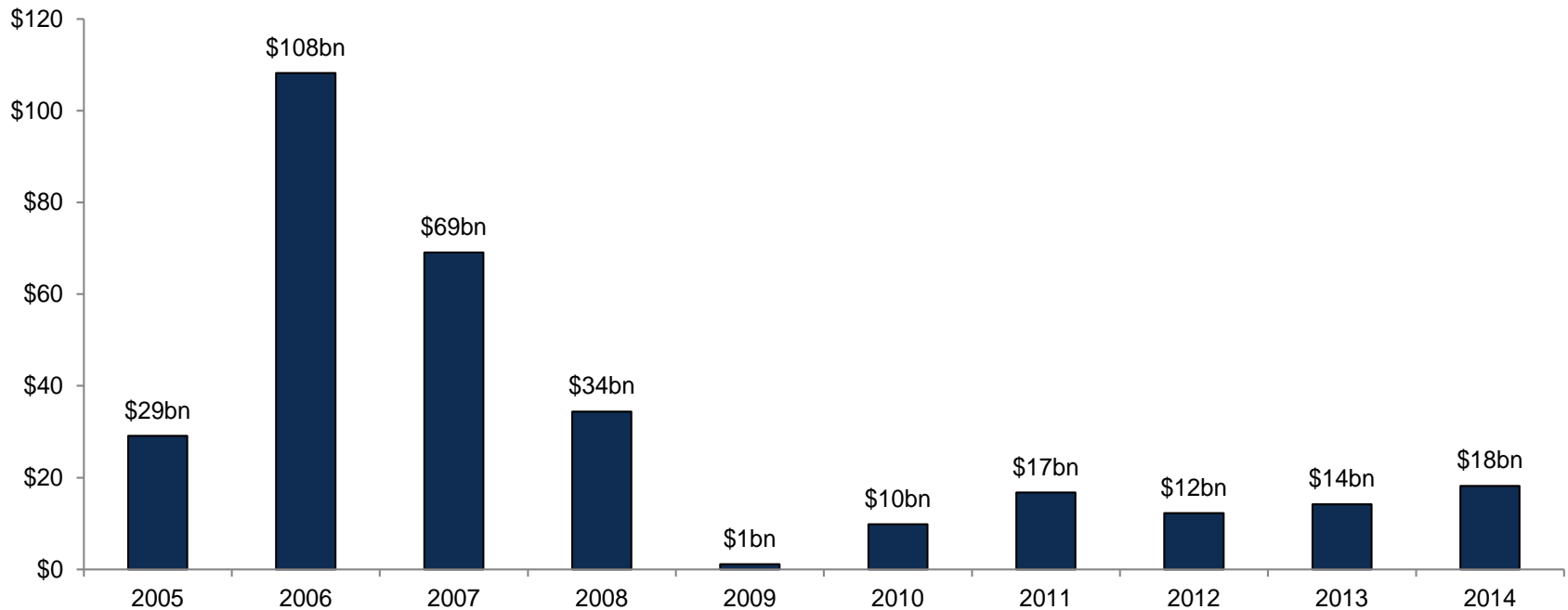
Note: Banks with assets under \$500 million have limited research coverage and are thus excluded from the Price/Forward Earnings chart



NATIONWIDE BANK M&A DEAL VALUES

BANK M&A ACTIVITY IN TERMS OF DEAL VALUE INCREASED FROM \$14BN IN 2013 TO \$18BN IN 2014.

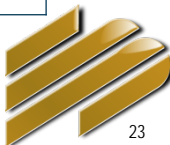
Aggregate Value of Transactions (\$bn)



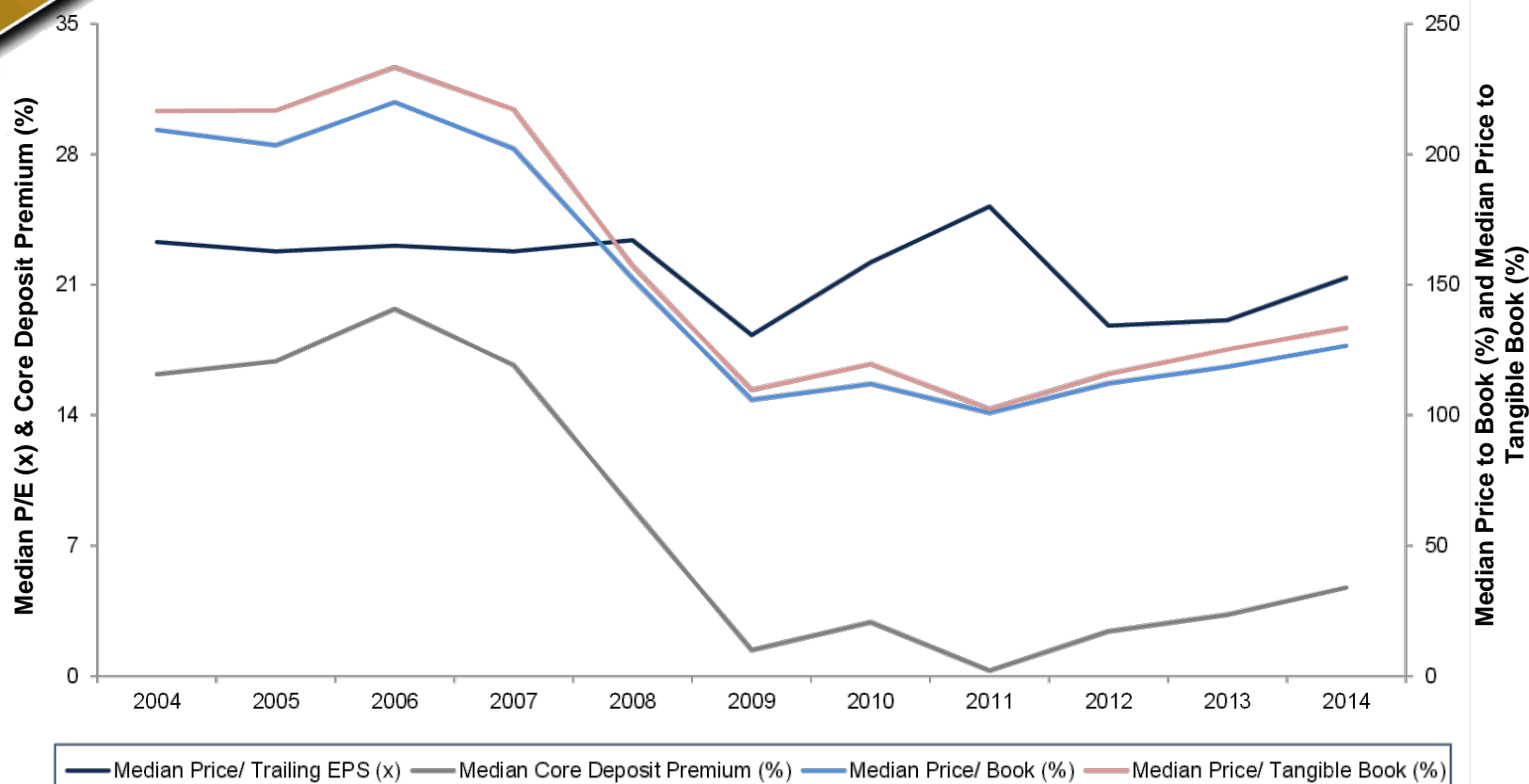
# OF TRANSACTIONS	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
	254	278	270	122	78	121	122	197	214	281

Source: SNL Financial and FactSet Research Systems. Data as of 12/31/2014.

Note: Includes whole depository transactions, excluding recapitalizations and terminated deals

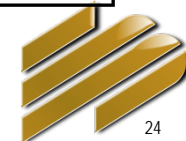


CONSOLIDATION TRENDS – U.S. BANKS & THRIFTS



Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Median Price/ Book (%)	209.4	203.5	220.0	202.2	152.4	105.9	112.0	100.9	112.2	118.6	126.6
Median Price/ Tangible Book (%)	216.6	216.8	233.4	217.2	157.3	109.7	119.6	102.3	115.9	125.2	133.5
Median Price/ Trailing EPS (x)	23.3	22.8	23.1	22.8	23.4	18.3	22.2	25.2	18.8	19.1	21.4
Median Core Deposit Premium (%)	16.2	16.9	19.7	16.7	9.0	1.4	2.9	0.3	2.4	3.3	4.8

Note: Includes pending and completed transactions. Data as of 12/31/2014.
Source: SNL Financial



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