

Enterprise Financial Services Corp

INVESTOR PRESENTATION



KEENE S. TURNER, EXECUTIVE VICE PRESIDENT & CFO
SCOTT R. GOODMAN, EVP & PRESIDENT, ENTERPRISE BANK & TRUST





FORWARD-LOOKING STATEMENT

Some of the information in this report contains “forward-looking statements” within the meaning of and are intended to be covered by the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements typically are identified with use of terms such as “may,” “might,” “will,” “should,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” “could,” “continue” and the negative of these terms and similar words, although some forward-looking statements are expressed differently. Our ability to predict results or the actual effect of future plans or strategies is inherently uncertain. You should be aware that our actual results could differ materially from those contained in the forward-looking statements due to a number of factors, including, but not limited to: 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 conditions; risks associated with rapid increases or decreases in prevailing interest rates; consolidation within the banking industry; competition from banks and other financial institutions; our ability to attract and retain relationship officers and other key personnel; burdens imposed by federal and state regulation; changes in regulatory requirements; changes in accounting regulation or standards applicable to banks; and other risks discussed under the caption “Risk Factors” of our most recently filed Form 10-K and in Part II, 1A of our most recently filed Form 10-Q, all of which could cause the Company’s actual results to differ from those set forth in the forward-looking statements.

Readers are cautioned not to place undue reliance on our forward-looking statements, which reflect management’s analysis and expectations only as of the date of such statements. Forward-looking statements speak only as of the date they are made, and the Company does not intend, and undertakes no obligation, to publicly revise or update forward-looking statements after the date of this report, whether as a result of new information, future events or otherwise, except as required by federal securities law. You should understand that it is not possible to predict or identify all risk factors. Readers should carefully review all disclosures we file from time to time with the Securities and Exchange Commission which are available on our website at www.enterprisebank.com.



COMPANY SNAPSHOT

ENTERPRISE BANK
\$3.3 Billion
IN TOTAL ASSETS

ENTERPRISE TRUST
\$1.5 Billion
IN ASSETS UNDER ADMINISTRATION



FOCUSED BUSINESS MODEL:

CONCENTRATED ON PRIVATE BUSINESSES AND OWNER FAMILIES

RELATIONSHIP DRIVEN

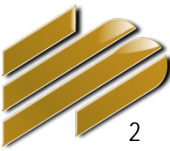
ATTRACT TOP TALENT IN MARKETS

PRODUCT BREADTH

- BANKING
- TRUST & WEALTH MANAGEMENT
- TREASURY MANAGEMENT

PROVEN ABILITY TO GROW COMMERCIAL AND INDUSTRIAL "C&I" LOANS

STRONG BALANCE SHEET WITH ATTRACTIVE RISK PROFILE





DIFFERENTIATED BUSINESS MODEL: BUILT FOR QUALITY EARNINGS GROWTH

- ▶ FOCUSED AND WELL-DEFINED STRATEGY AIMED AT BUSINESS OWNERS, EXECUTIVES AND PROFESSIONALS
- ▶ TARGETED ARRAY OF BANKING AND WEALTH MANAGEMENT SERVICES TO MEET OUR CLIENTS' NEEDS
- ▶ EXPERIENCED BANKERS AND ADVISORS

Enterprise Bank

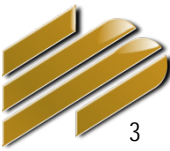
Enterprise University
Treasury Management
Personal & Private Banking
Commercial & Business Banking
Mortgage Banking



PRIVATE
BUSINESSES
& OWNER
FAMILIES

Enterprise Trust

Financial & Estate Planning
Tax Credit Brokerage
Business & Succession Planning
Trust Administration
Investment Management



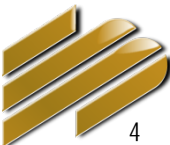
ENTERPRISE UNIVERSITY: A KEY BRAND DIFFERENTIATOR

EU is a Continuing Series of More than 30 High-Impact Workshops for Business Owners

- ▶ DESIGNED TO HELP MANAGEMENT TEAMS GROW THEIR BUSINESSES
- ▶ EU IS OFFERED SEMI-ANNUALLY TO ENTERPRISE CLIENTS AND PROSPECTS ALIKE

EU is Unique and Highly Valued; A Clear Differentiator

- ▶ MORE THAN 12,000 PARTICIPANTS TO DATE
- ▶ BUILT TO ENHANCE THE SALES PROCESS, CLOSE TO 20% PROSPECT CONVERSION RATE
- ▶ CREATES "RAVING FANS" FOR ENTERPRISE





STRONG TRACK RECORD OF SUCCESS IN ST. LOUIS

7th RANKED IN
DEPOSIT SHARE,
LARGEST PUBLICLY
HELD BANK BASED IN
ST. LOUIS*

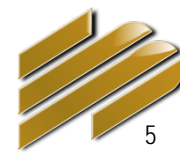
\$1.7
BILLION IN
LOANS

\$1.3
BILLION IN
DEPOSITS

\$1.5
BILLION WEALTH
MANAGEMENT
BUSINESS

ATTRACTING
**Top
Level**
BANKERS

CONSISTENT ABILITY
TO PRODUCE
LOAN GROWTH –
19% CAGR
in C&I
Loans OVER
PAST FIVE YEARS



ADDITIONAL GROWTH OPPORTUNITIES

Kansas City

ENTERED MARKET IN *2000*

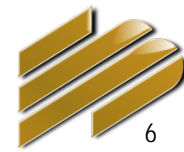
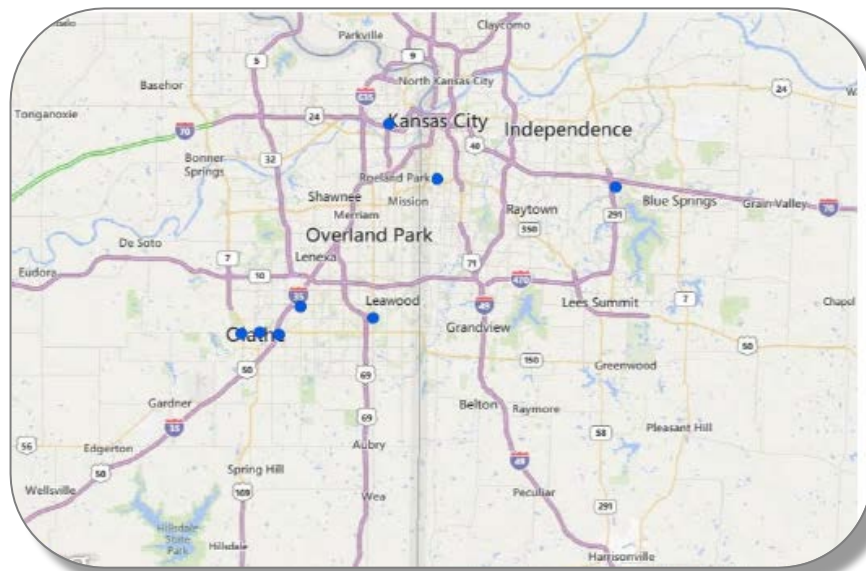
\$574 Million IN LOANS

\$588 Million IN DEPOSITS

SIMILARITY TO ST. LOUIS' *Stable and Diverse Economic Profile*

ENABLES SIMILAR MARKET STRATEGIES

STRONG FOOTPRINT IN DESIRABLE *Johnson County*



ADDITIONAL GROWTH OPPORTUNITIES

Phoenix

ESTABLISHED PRESENCE IN **2009**

\$139 Million IN LOANS

\$102 Million IN DEPOSITS

REBOUNDED ECONOMY WITH **Strong Growth** POTENTIAL. RANKED **10 of 100 Largest Metro** AREAS IN OVERALL ECONOMIC PERFORMANCE POST-RECESSION.

HIGHLY CONCENTRATED BANKING MARKET **Favorable for EFSC's Business Focused**, HIGH SERVICE MODEL

Phoenix-Mesa-Scottsdale, AZ

Institution (ST)	2014 Number of Branches	2014 Total Deposits in Market (\$000)	2014 Total Market Share (%)
JPMorgan Chase & Co. (NY)	196	19,220,930	26.80
Wells Fargo & Co. (CA)	176	18,727,096	26.11
Bank of America Corp. (NC)	107	14,539,161	20.27
Western Alliance Bancorp (AZ)	7	2,495,220	3.48
BBVA	50	2,348,020	3.27
Bank of Montreal	42	2,085,989	2.91
Zions Bancorp. (UT)	24	1,521,345	2.12
U.S. Bancorp (MN)	66	1,240,437	1.73
Midland Financial Co. (OK)	26	1,120,835	1.56
New York Community Bancorp (NY)	14	903,084	1.26
Enterprise Financial Services (MO)	2	93,206	0.13
Total For Institutions In Market	893	71,727,760	

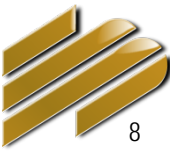
} 73%





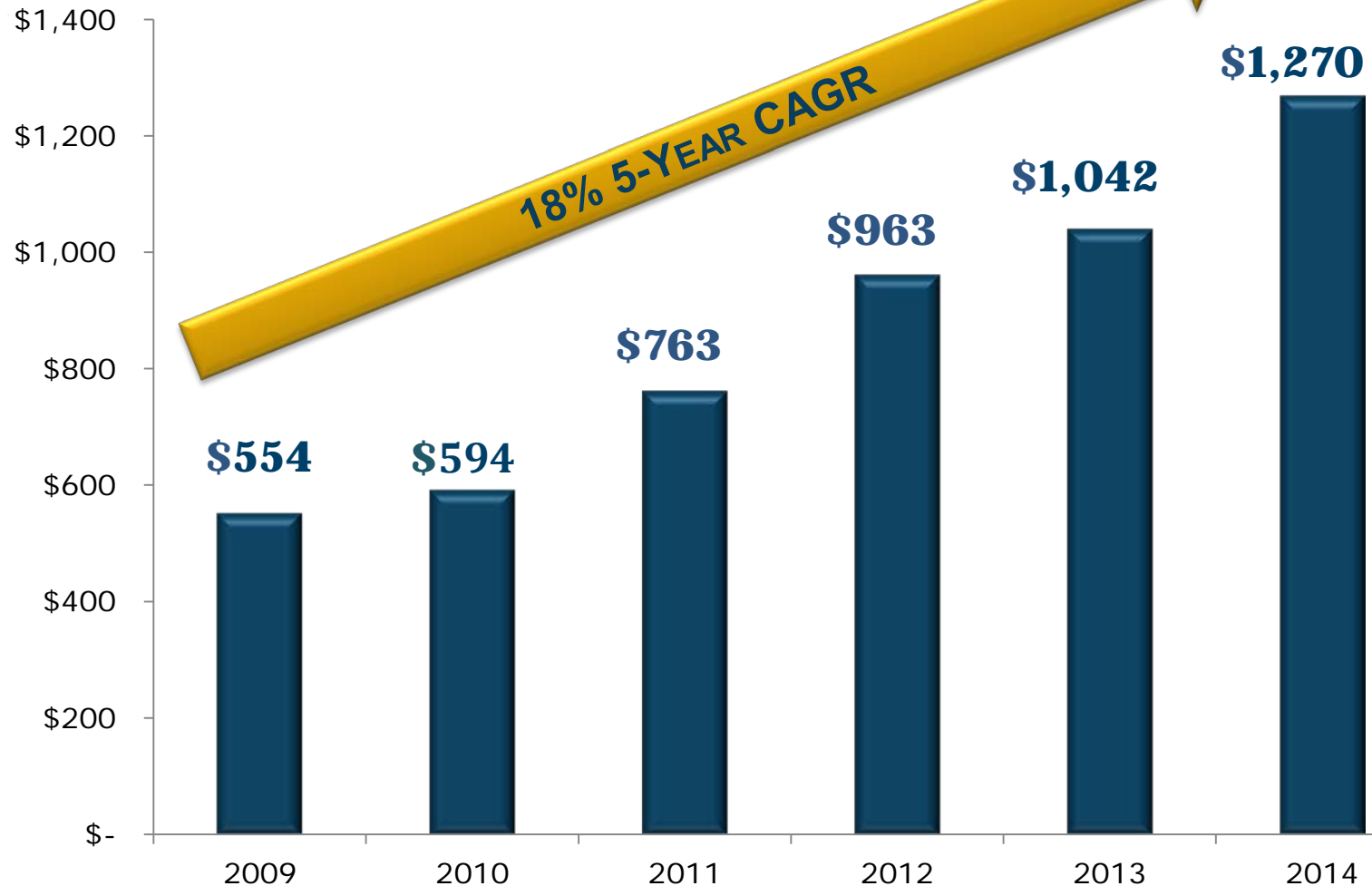
CROSS-SELLING AND BUSINESS BANKING INITIATIVES COMPLEMENT PRIMARY COMMERCIAL STRATEGY

- ▶ HIGH *Client Satisfaction* PAVES WAY FOR ADD-ON PRODUCT SALES
- ▶ TREASURY MANAGEMENT *Product Implementations Rose 18%* IN 2014; 40% OF ALL NEW IMPLEMENTATIONS WERE CROSS-SELLS TO CURRENT CLIENTS
- ▶ *Business Banking Initiative* TARGETING \$1-10 MILLION REVENUE BUSINESSES, *Produced 17% Increase* IN BANKING RELATIONSHIPS IN 2014; AVERAGE CROSS-SELL RATIO 4.3
- ▶ BRANCH ORGANIZATION MOBILIZED TO *Cross-Sell Personal Banking Services* TO COMMERCIAL AND BUSINESS BANKING CLIENTS
- ▶ ESTABLISHED *Distinct Sales and Relationship Management Models* TO EFFICIENTLY PENETRATE AND SERVICE THE MARKET



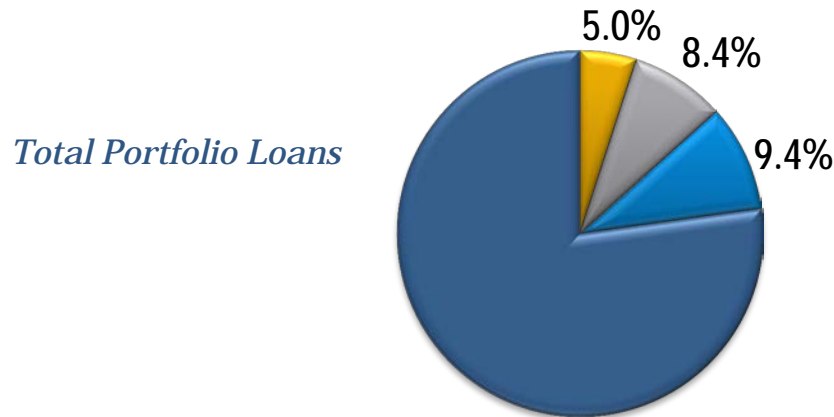
HISTORY OF STRONG C&I GROWTH

In millions



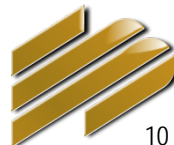
FOCUSED LOAN GROWTH STRATEGIES

SPECIALIZED MARKET SEGMENTS HAVE GROWN TO 23% OF TOTAL PORTFOLIO LOANS, OFFERING COMPETITIVE ADVANTAGES, RISK ADJUSTED PRICING AND FEE INCOME OPPORTUNITIES.



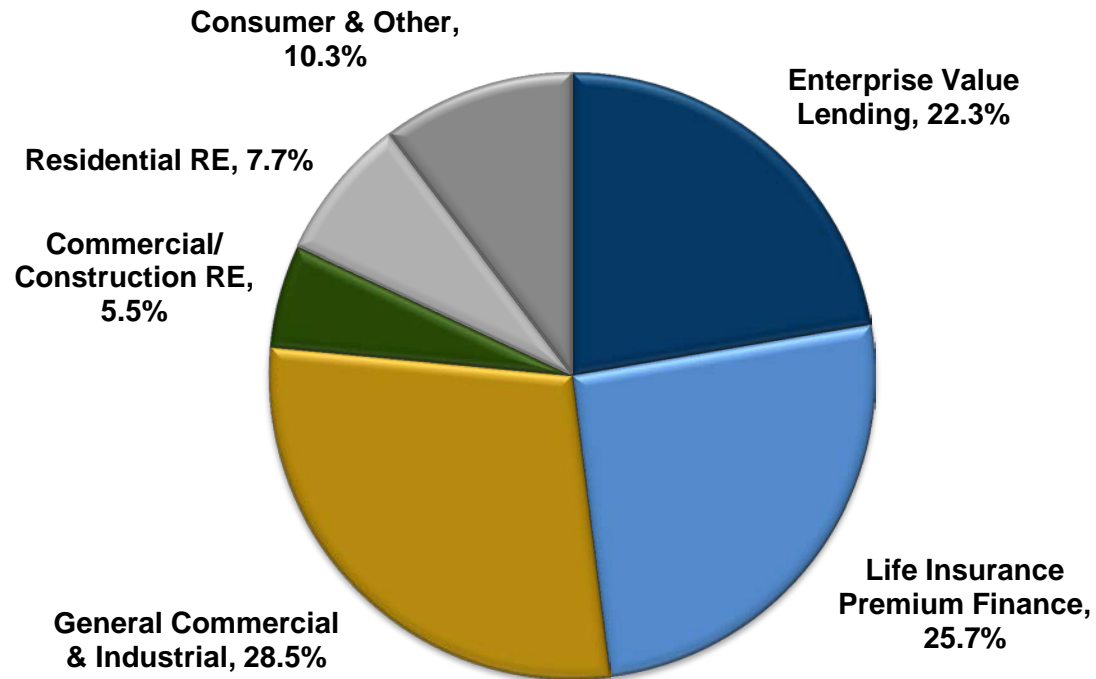
EXPECTATIONS FOR FUTURE GROWTH INCLUDE CONTINUED FOCUS IN THESE SPECIALIZED MARKET SEGMENTS.

- Tax Credit Programs.** \$122 MILLION IN LOANS OUTSTANDING RELATED TO FEDERAL NEW MARKETS, HISTORIC AND MISSOURI AFFORDABLE HOUSING TAX CREDITS. \$143 MILLION IN FEDERAL & STATE NEW MARKETS TAX CREDITS AWARDED TO DATE.
- Enterprise Value Lending.** \$204 MILLION IN M&A RELATED LOANS OUTSTANDING, PARTNERING WITH PE AND VC FIRMS
- Life Insurance Premium Financing.** \$230 MILLION IN LOANS OUTSTANDING RELATED TO HIGH NET WORTH ESTATE PLANNING

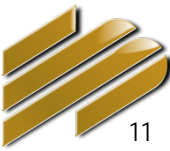


DRIVERS OF LOAN GROWTH DURING THE PAST YEAR

\$262 MILLION



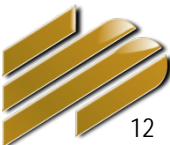
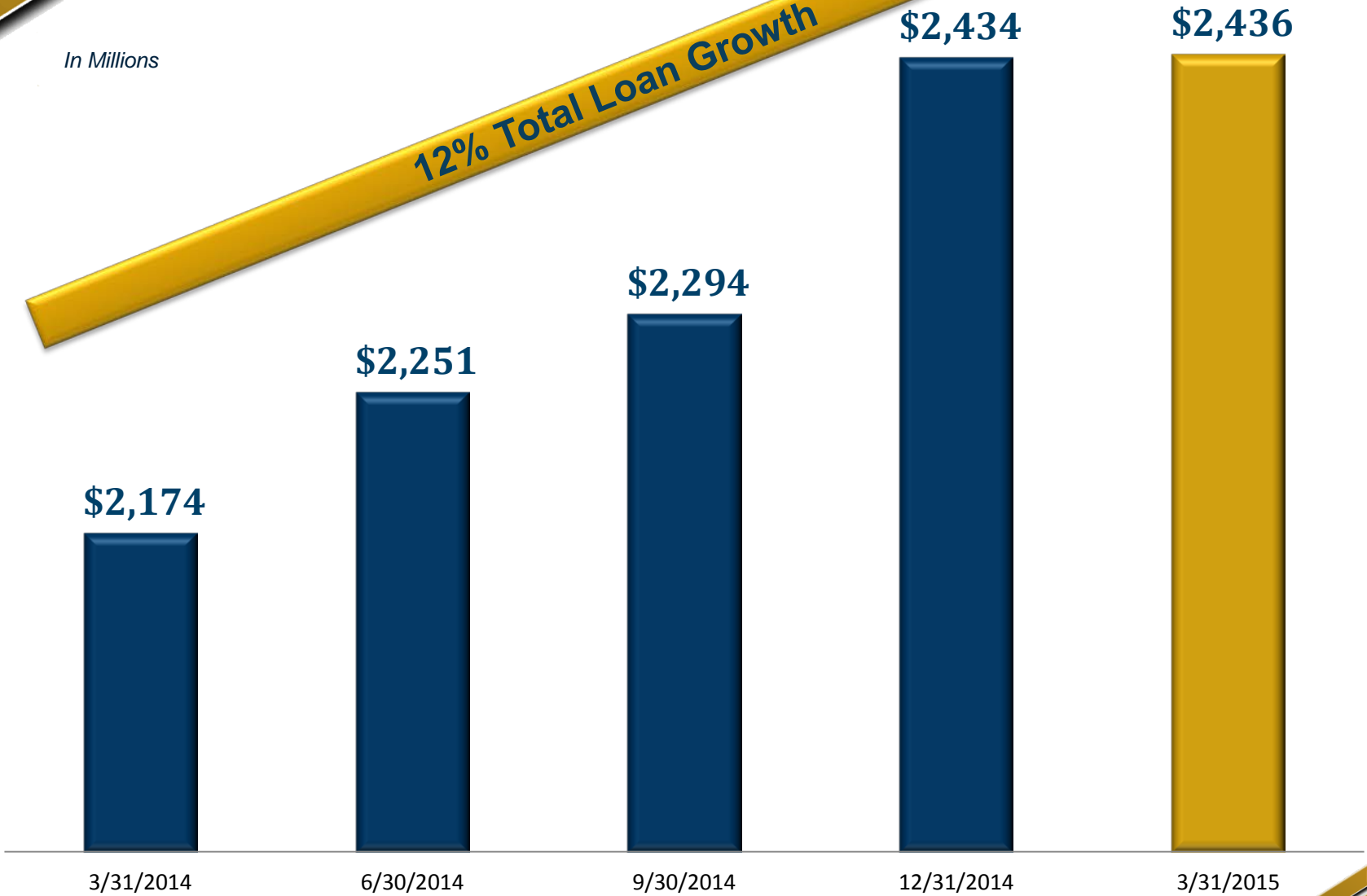
- ENTERPRISE VALUE LENDING
- LIFE INSURANCE PREMIUM FINANCE
- GENERAL COMMERCIAL & INDUSTRIAL
- COMMERCIAL/CONSTRUCTION RE
- RESIDENTIAL RE
- CONSUMER & OTHER



PORTFOLIO LOAN TRENDS

In Millions

12% Total Loan Growth

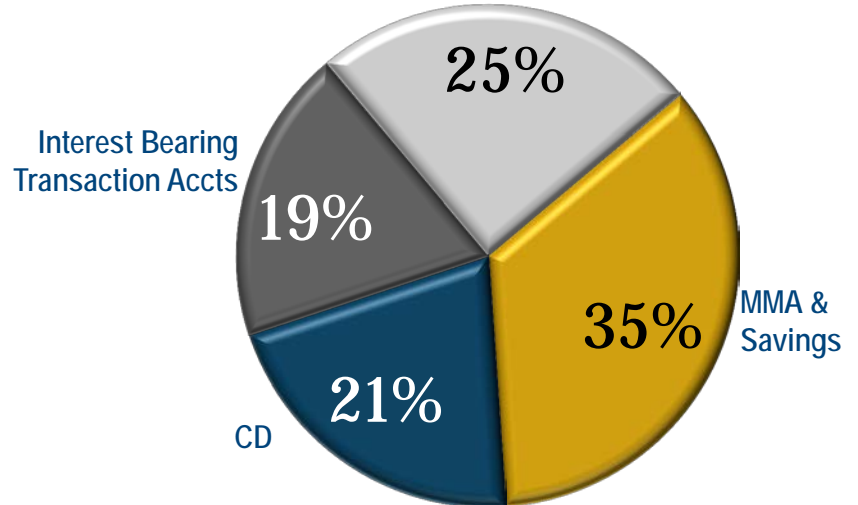


ATTRACTIVE DEPOSIT MIX

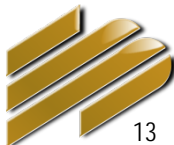
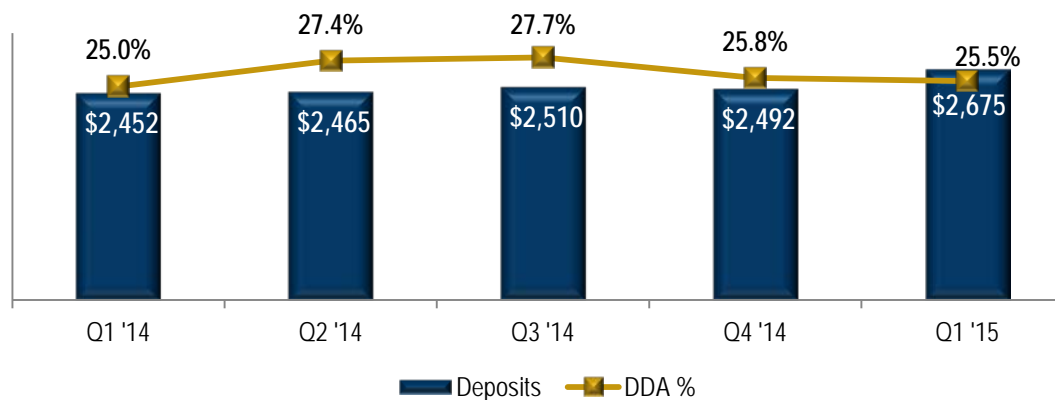
- ▶ *Significant* DDA BASE
- ▶ *Declining* COST OF DEPOSITS
- ▶ IMPROVING *Core Funding*
- ▶ 80% OF *Core Deposits* ARE COMMERCIAL CUSTOMERS

03/31/2015
\$2,675MM

DDA



Cost of Deposits 0.40%

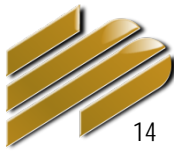




FINANCIAL PRIORITIES

Trend From Prior Year

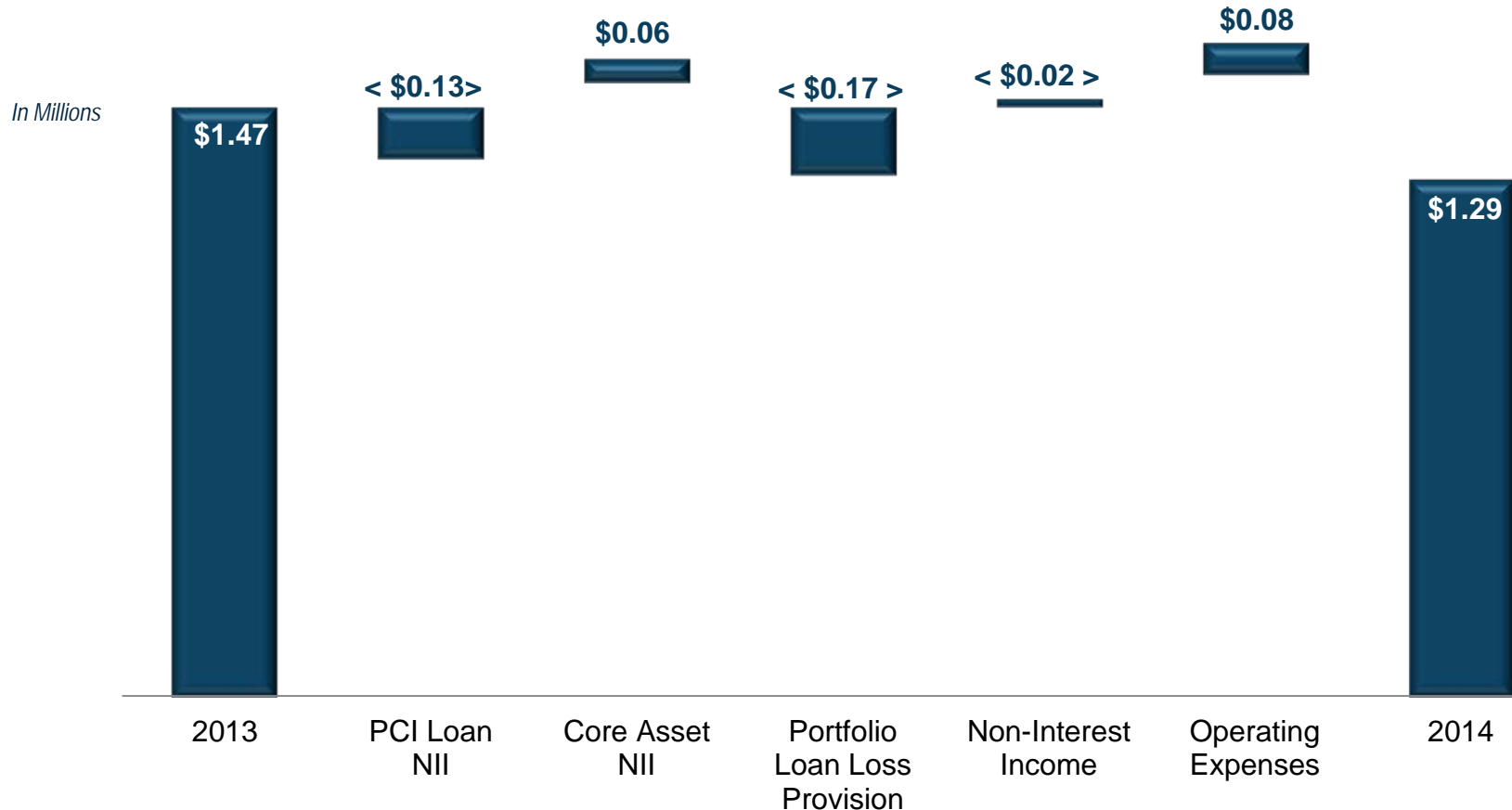
- ▶ CONTINUED *Growth in Core EPS*  25%
- ❖ DRIVE NET INTEREST INCOME GROWTH IN DOLLARS WITH FAVORABLE LOAN GROWTH TRENDS  8%
- ❖ DEFEND NET INTEREST MARGIN  2 bps
- ❖ MAINTAIN HIGH QUALITY CREDIT PROFILE  0.09% NPLs/Loans
- ▶ ACHIEVE FURTHER *Improvement* IN *Operating Leverage*  7%
- ▶ *Enhance Deposit Levels* TO SUPPORT GROWTH  9%



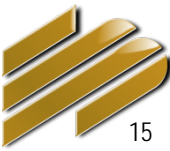
FULL YEAR EARNINGS PER SHARE TRENDS

CHANGES IN CORE EPS*

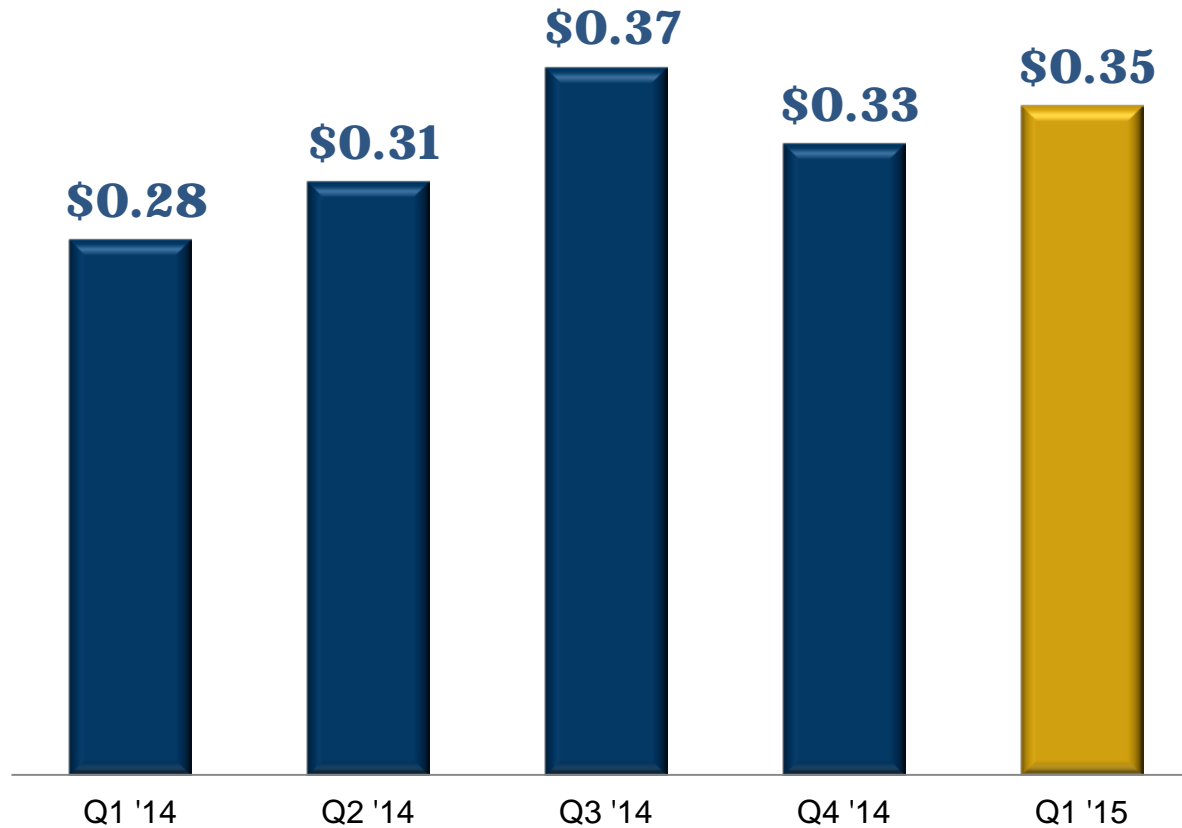
2014



* A Non GAAP Measure , Refer to Appendix for Reconciliation

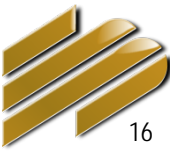


POSITIVE MOMENTUM IN CORE* EARNINGS PER SHARE



25% CORE EPS GROWTH FROM Q1 2014 TO Q1 2015

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

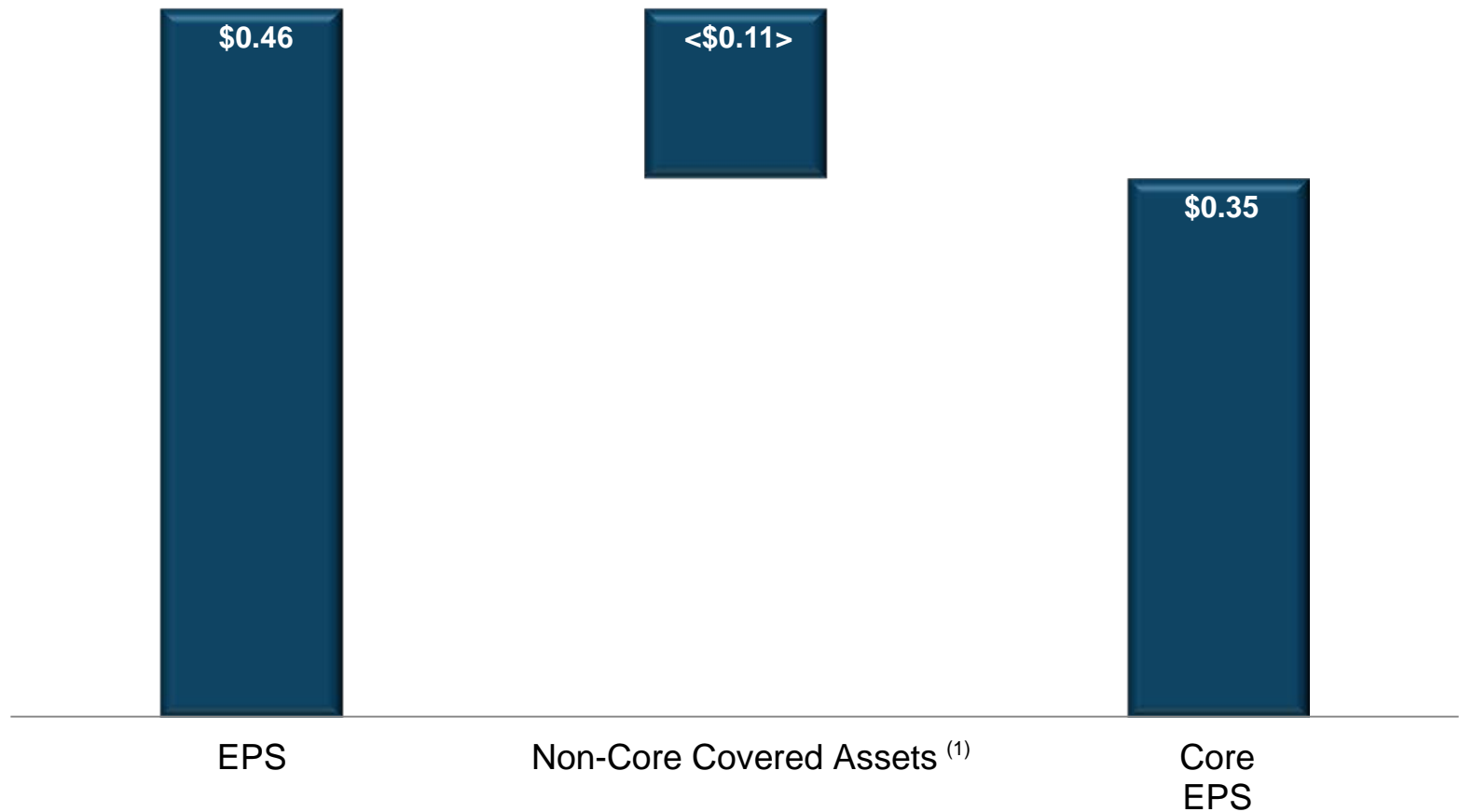


EARNINGS PER SHARE

REPORTED VS. CORE EPS*

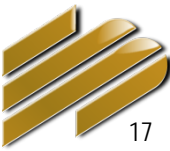
Q1 2015

In Millions



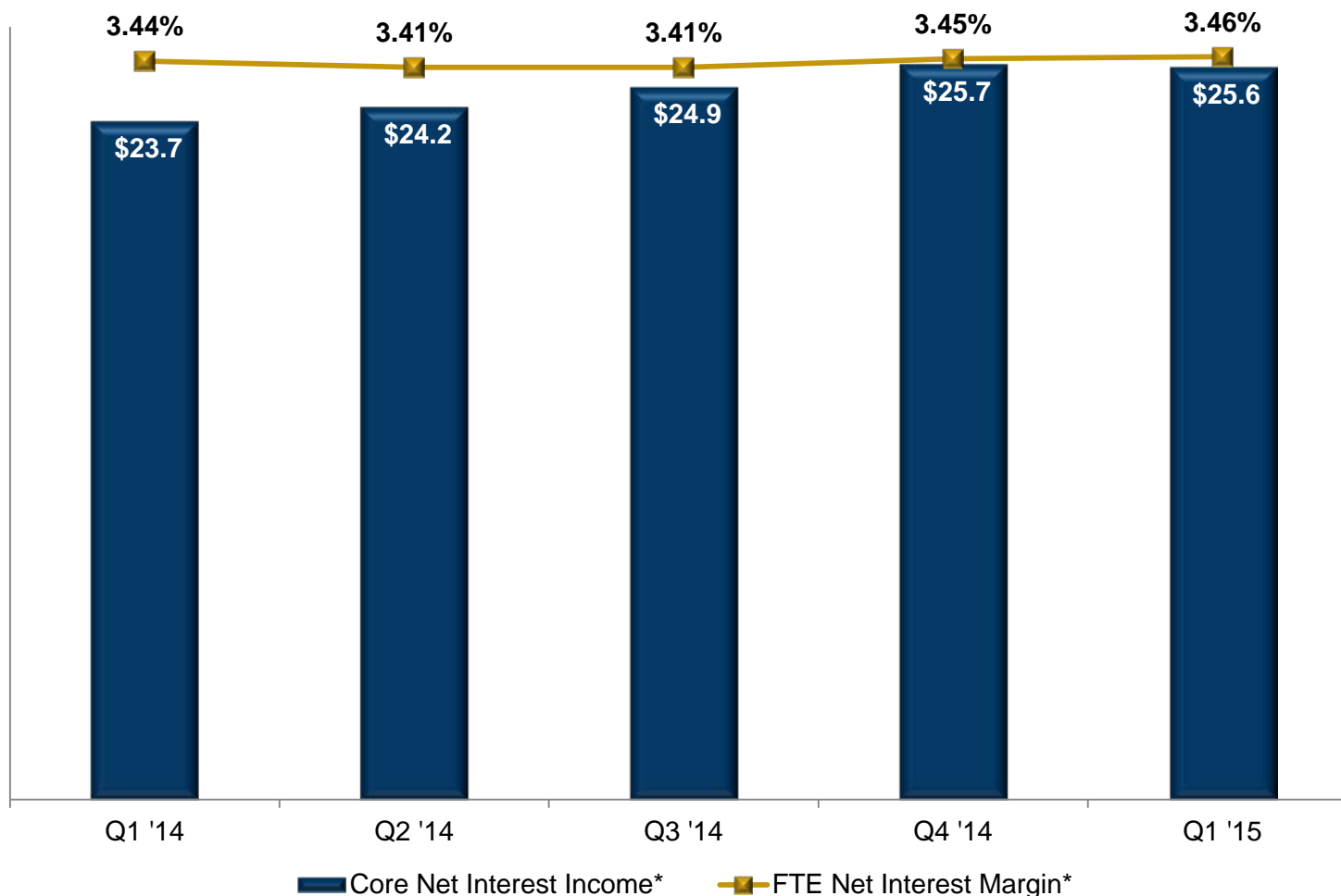
* A Non GAAP Measure, Refer to Appendix for Reconciliation

⁽¹⁾ FDIC Loss Sharing Agreements



NET INTEREST INCOME DRIVING CORE REVENUE GROWTH*

In Millions

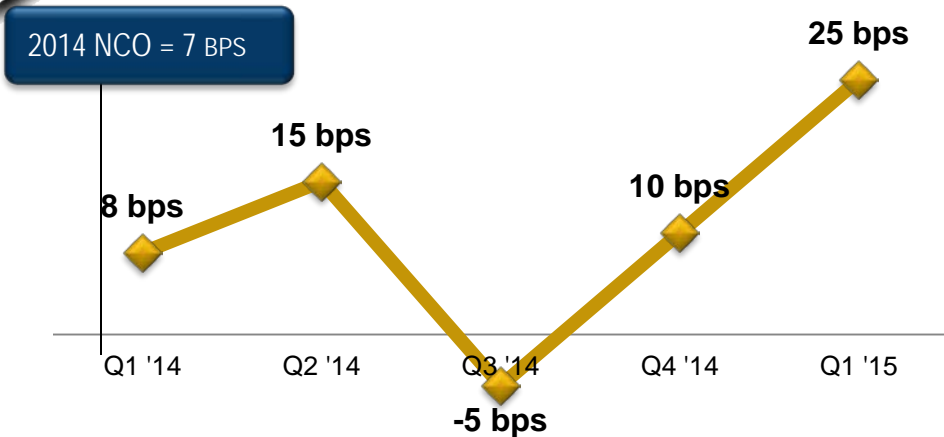


Note: * A Non-GAAP Measure, Refer to Appendix for Reconciliation

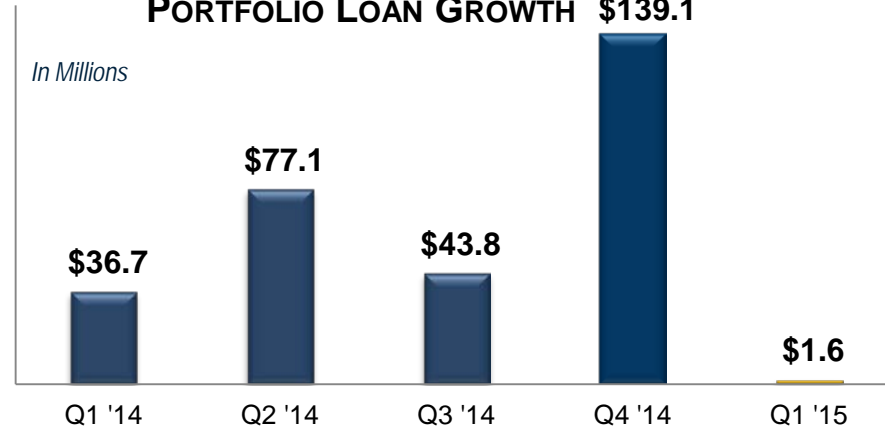


FAVORABLE CREDIT TRENDS FOR PORTFOLIO LOANS

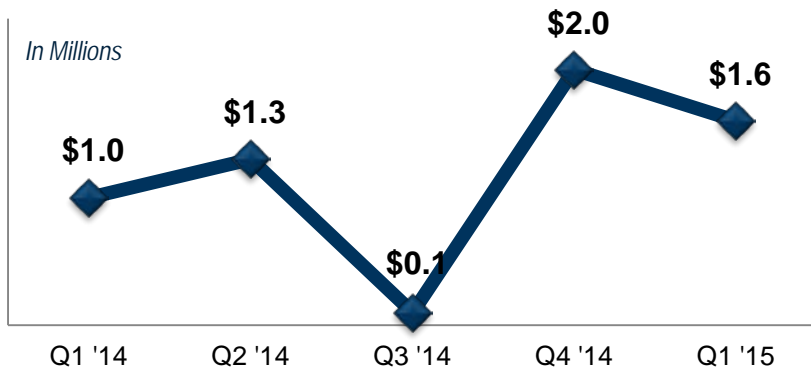
NET CHARGE-OFFS (1)



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%

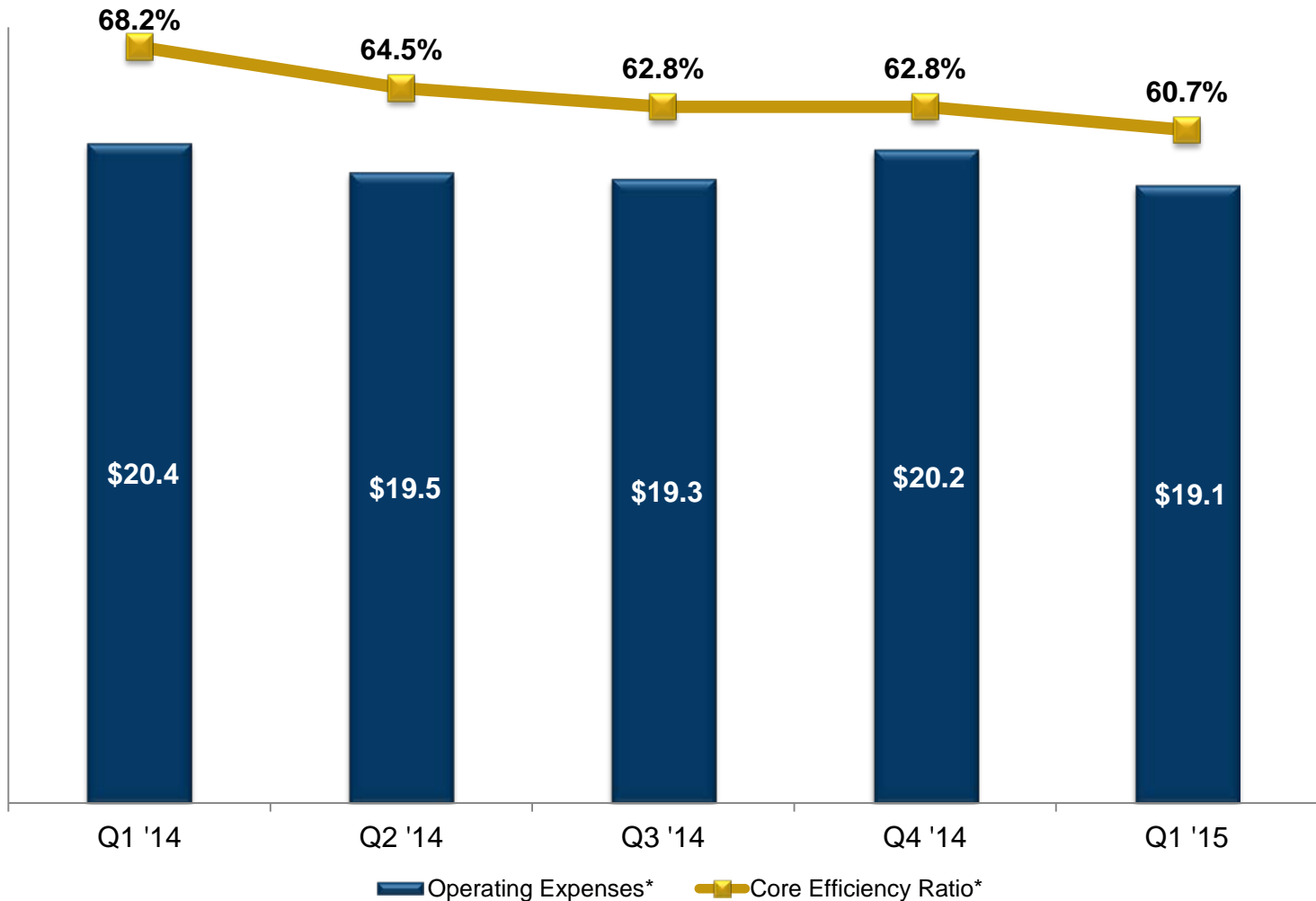
(1) Portfolio loans only, excludes PCI loans

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

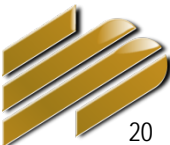


MANAGED OPERATING EXPENSES* IMPROVING EFFICIENCY

In Millions



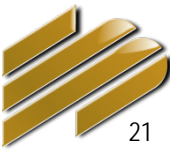
Note: * A Non-GAAP Measure, Refer to Appendix for Reconciliation





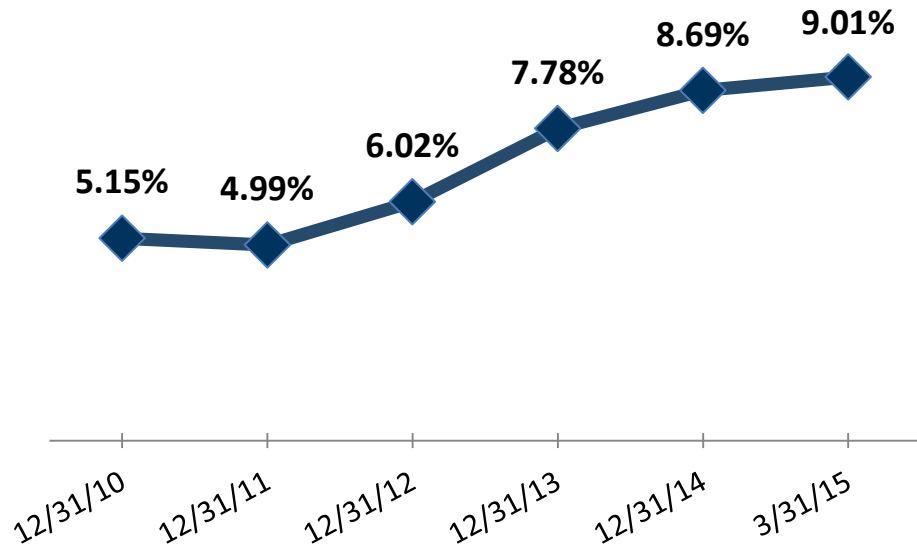
BALANCE SHEET POSITIONED FOR GROWTH

- ▶ *Modest Asset Sensitivity* (200 BPS RATE SHOCK INCREASES NII BY 4.1%)
- ▶ *63%* FLOATING RATE LOANS, WITH THREE-YEAR AVERAGE DURATION
- ▶ *High-quality, Cash-flowing* SECURITIES PORTFOLIO WITH FOUR YEAR AVERAGE DURATION
- ▶ *25% DDA* TO TOTAL DEPOSITS
- ▶ *9.0% Tangible Common Equity/Tangible* ASSETS

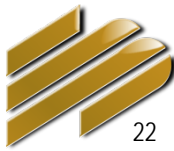


STRONG CAPITAL LEVELS FACILITATE GROWTH AND RETURNS

TANGIBLE COMMON EQUITY/TANGIBLE ASSETS



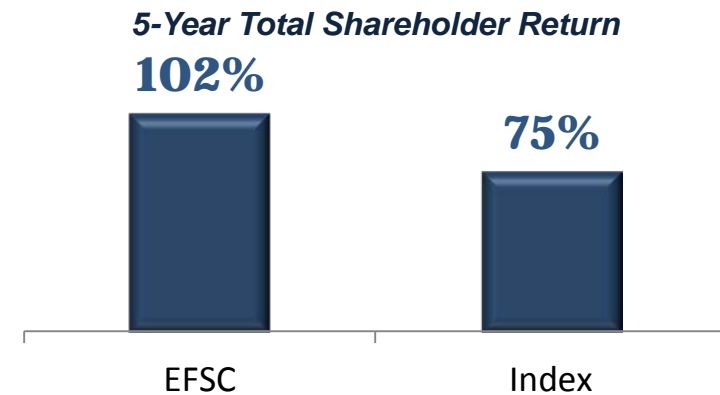
- ▶ SECOND QUARTER DIVIDEND INCREASED 14% TO \$0.06 PER COMMON SHARE
- ▶ 2,000,000 SHARE COMMON STOCK REPURCHASE PLAN INSTITUTED
 - ❖ ~ 10% OF EFSC OUTSTANDING SHARES
 - ❖ NO SPECIFIED END DATE
 - ❖ DISCIPLINED, PATIENT APPROACH BASED ON MARKET CONDITIONS
- ▶ AMPLE CAPITAL TO SUPPORT GROWTH PLANS



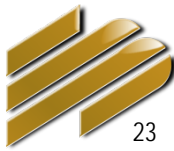


ENTERPRISE FINANCIAL

- ▶ HIGHLY FOCUSED, *Proven* BUSINESS MODEL
- ▶ STRONG TRACK RECORD OF *Commercial Loan Growth*
- ▶ DIFFERENTIATED COMPETITIVE *Lending Expertise*
- ▶ *Replicating* ST. LOUIS MODEL IN *Kansas City* AND *Phoenix*
- ▶ DEMONSTRATED PROGRESS TOWARD INCREASED RETURNS AND *Enhancing Shareholder Value*



Note: Index = SNL U.S. Bank \$1B - \$5B, as of 03/31/2015
Source: SNL





1Q 2015 INVESTOR PRESENTATION

APPENDIX





SUCCESSFUL FDIC-ASSISTED ACQUISITION STRATEGY

COMPLETED **4 FDIC-Assisted** TRANSACTIONS
SINCE DECEMBER 2009

CONTRIBUTED **\$45 Million** IN **Net Earnings** SINCE
ACQUISITION

\$178 Million OF
CONTRACTUAL CASH FLOWS WITH
\$84 Million CARRYING
VALUE

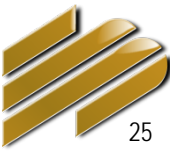
SIGNIFICANT EARNINGS CONTRIBUTION (PRE-TAX)

<u>2013</u>	<u>2014</u>
\$15,459	\$10,860
<i>Dollars in Thousands</i>	

Significant CONTRIBUTION TO FUTURE EARNINGS
WITH ESTIMATED FUTURE ACCRETABLE YIELD
OF **\$29 Million**

Loss Share Agreements EXPIRATION DATES

	Valley Capital	Home Natl	Legacy Bank	First Natl Olathe
Single Family	Dec 2019	Jul 2020	Jan 2021	Aug 2021
Non Single Family	Expired	Jul 2015	Jan 2016	Aug 2016





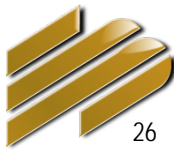
USE OF NON-GAAP FINANCIAL MEASURES

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 Core net income margin and other Core performance measures, in this presentation 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 Core performance measures presented in presentation 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 PCI loans and related income and expenses, the impact of nonrecurring items, and the Company's operating performance on an ongoing basis. Core performance measures include contractual interest on PCI loans but exclude incremental accretion on these loans. Core performance measures also exclude the Change in FDIC receivable, Gain or loss of other real estate covered under FDIC loss share agreements and expenses directly related to the PCI loans and other assets covered under FDIC loss share agreements. Core performance measures also exclude certain other income and expense items 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 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 tables below, 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 measure for the periods indicated.

Peer group data consists of banks with total assets from \$1-\$10 billion with commercial loans greater than 20% and consumer loans less than 20%.



RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

<i>(in thousands)</i>	For the Quarter ended				
	Mar 31, 2015	Dec 31, 2014	Sep 30, 2014	Jun 30, 2014	Mar 31, 2014
CORE PERFORMANCE MEASURES					
Net interest income	\$ 29,045	\$ 30,816	\$ 27,444	\$ 28,742	\$ 30,366
Less: Incremental accretion income	3,458	5,149	2,579	4,538	6,664
Core net interest income	25,587	25,667	24,865	24,204	23,702
Total noninterest income	3,583	4,852	4,452	3,405	3,922
Less: Change in FDIC loss share receivable	(2,264)	(1,781)	(2,374)	(2,742)	(2,410)
Less: Gain on sale of other real estate covered under FDIC loss share	(15)	195	(45)	164	131
Less: Gain on sale of investment securities	23	—	—	—	—
Less: Closing fee	—	—	945	—	—
Core noninterest income	5,839	6,438	5,926	5,983	6,201
Total core revenue	31,426	32,105	30,791	30,187	29,903
Provision for portfolio loans	1,580	1,968	66	1,348	1,027
Total noninterest expense	19,950	24,795	21,121	20,445	21,102
Less: FDIC clawback	412	141	1,028	143	(111)
Less: Other loss share expenses	470	544	746	834	829
Less: FHLB prepayment penalty	—	2,936	—	—	—
Less: Facilities disposal charge	—	1,004	—	—	—
Core noninterest expense	19,068	20,170	19,347	19,468	20,384
Core income before income tax expense	10,778	9,967	11,378	9,371	8,492
Core income tax expense	3,647	3,264	3,926	3,108	2,867
Core net income	\$ 7,131	\$ 6,703	\$ 7,452	\$ 6,263	\$ 5,625
Core earnings per share	\$0.35	\$0.33	\$0.37	\$0.31	\$0.28
Core efficiency ratio	60.67%	62.83%	62.83%	64.49%	68.17%
Core return on average assets	0.88%	0.82%	0.93%	0.80%	0.74%
Core return on average common equity	8.99%	8.43%	9.65%	8.44%	7.94%
NET INTEREST MARGIN TO CORE NET INTEREST MARGIN					
Net interest income (fully tax equivalent)	\$ 29,467	\$ 31,223	\$ 27,843	\$ 29,133	\$ 30,803
Less: Incremental accretion income	3,458	5,149	2,579	4,538	6,664
Core net interest income (fully tax equivalent)	\$ 26,009	\$ 26,074	\$ 25,264	\$ 24,595	\$ 24,139
Average earning assets	\$ 3,047,815	\$ 2,998,467	\$ 2,943,070	\$ 2,895,982	\$ 2,848,514
Reported net interest margin (fully tax equivalent)	3.92%	4.13%	3.75%	4.04%	4.39%
Core net interest margin (fully tax equivalent)	3.46%	3.45%	3.41%	3.41%	3.44%

