## A akeland Financial Corporation

## Raymond James Investor Meetings October 2010

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## 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 with respect to the financial condition, results of operations, plans, objectives, future performance and business of the Company. Forward-looking statements are generally identifiable by the use of words such as "believe", "expect", "anticipate", "estimate", "could", and 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.

A number of factors, many of which are beyond the ability of the Company to control or predict, could cause actual results to differ materially from those in its forward-looking statements. Additional information is included in the Company's filings with the Securities and Exchange Commission.

Factors that could have a material adverse effect on the Company's financial condition, results of operations and future prospects can be found in the "Risk Factors" section of the prospectus included in the Registration Statement on Form S-1 filed on October 26, 2009, as amended under Item 1A "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2008 and elsewhere in the Company's periodic and current reports filed with the Securities and Exchange Commission. These factors include, but are not limited to, the effects of future economic, business and market conditions and changes, domestic and foreign, including competition, governmental policies and seasonality; legislative and regulatory changes, including changes in banking, securities and tax laws and regulations and their application by Company regulators, and changes in the scope and cost of FDIC insurance and other coverages; the risks of changes in interest rates on the levels, composition and costs of deposits, loan demand and other interest sensitive assets and liabilities; the failure of assumptions and estimates underlying the establishment of reserves for possible loan losses, analysis of capital needs and other estimates; changes in borrowers' credit risks and payment behaviors; and changes in the availability and cost of credit and capital in the financial markets.

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## Strategic Overview

Michael L. Kubacki
Chairman \& CEO
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## Lake City Bank Today

- Headquartered in Warsaw, Indiana
- 43 branch offices and 1 Loan Production office
- 457 FTEs
- \$2.6 billion banking assets
- \$900 million trust assets
- Regional franchise
- Low market shares - high growth potential


## Historical Highlights



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## Diversified Market Area 13 Counties and 30 Communities



## Home Market - Warsaw

- Orthopedic Capital of the World
- Enterprises earn more than $\$ 11$ billion in annual revenues, representing more than a $\mathbf{5 0 \%}$ market share in the US and more than $33 \%$ market share in the World
- Zimmer, Biomet, and DePuy headquartered in Warsaw
- 50\% deposit market share
- Stable deposit growth
- County population of 76,275 and deposit base of $\mathbf{\$ 1 . 3}$ billion


## Northern Indiana

## Bad News

- Recession has hit region hard
- Unemployment in footprint ranges from $10 \%$ to 16\%
- Impact to manufacturing base has been significant


## Good News

- Diverse economic region
- Well established industrial base and service sectors
- Significant borrower diversification
- No substantial industry concentrations in loan portfolio
- Economic recovery is beginning


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## Growth Strategy

Business Owner Focus
Expanding Into Larger Markets

## High Quality People

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## Business Owner Focus

- 33 Corporate Banking Officers
- Average 20 years experience in banking
- Average 8 years at Lake City Bank


# Relationship Strategy 

- Lead with Credit
- Understand Client Needs
- Cross-sell Aggressively
- Want Clients, Not Borrowers
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## Business Owner Focus Credit Process

- Centralized/Committee Approvals
- Focus on Management/Cash Flow
- Collateral and Guarantees
- Orientation Toward Owner-Occupied RE


## Business Owner Focus Face to Face Contact

- Establish our people as the competitive advantage
- Over 108 Calling Officers
- 22,039 Business Contacts
- 14,453 Calls in 2009

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## Expand Into Larger Markets

| State <br> Rank | County | Primary City | Population* | LCB <br> Entry | LCB Deposit <br> Market Share** | \# of <br> Branches |
| :---: | :--- | :--- | :---: | :---: | :---: | :---: |
| 19. | Kosciusko | Warsaw | 76,275 | 1872 | $50 \%$ | 12 |
| 6. | Elkhart | Elkhart | 199,137 | 1990 | $17 \%$ | 9 |
| 5. | St. Joseph | South Bend | 266,680 | 1997 | $3 \%$ | 3 |
| 3. | Allen | Fort Wayne | 350,523 | 1999 | $4 \%$ | 4 |
| 1. | Marion | Indianapolis | 880,380 | 2006 | NA | LPO |

[^0]** Source: FDIC 6/30/09 Statistics


## Larger Markets <br> Lake Cfty Bank Market Area* Deposit Performance

| (millions) | 2009 |  | 1999 |  | Increase | \# of Offices |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Deposits | Share | Deposits | Share |  |  |
| 1. 1st Source | \$2,676 | 17.16\% | \$2,321 | 16.99\% | 15.34\% | 49 |
| 2. Lake City Bank | \$1, 735 | 11.13\% | \$642 | 5.54\% | 170.40\% | 44 |
| 3. National City | \$1,650 | 10.58\% | \$1,593 | 13.74\% | 3.64\% | 42 |
| 4. JPM Chase | \$1,484 | 9.51\% | \$1,747 | 15.07\% | (15.05)\% | 32 |
| 5. Wells Fargo | \$1,225 | 7.85\% | \$1,022 | 8.81\% | 19.86\% | 28 |
| 6. KeyBank | \$1,045 | 6.70\% | \$814 | 7.02\% | 28.50\% | 26 |
| 7. Tower Bank | \$596 | 3.82\% | \$35 | 0.30\% | 1602.86\% | 7 |
| 8. Independent Alliance | \$518 | 3.32\% | \$251 | 2.17\% | 106.37\% | 12 |
| 9. Star | \$476 | 3.05\% | \$174 | 1.50\% | 173.56\% | 12 |
| 10. MutualBank | \$434 | 2.78\% | \$197 | 1.70\% | 120.30\% | 17 |
| Market Total: | \$15,602 |  | \$11,592 |  | 34.59\% |  |

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* Includes the counties of Kosciusko, Elkhart, St. Joseph, Marshall, Allen, Whitley, Huntington, LaGrange, Noble, DeKalb, Fulton and Pulaski
** Adjusted to include branches subsequently acquired by surviving banks


## Larger Markets

## Market Area Deposit Performance



* Includes the counties of Kosciusko, Elkhart, St. Joseph, Marshall, Allen, Whitley, Huntington,
** Adjusted to include branches subsequently acquired by surviving banks


## Quality People Lake City Bank Culture

- Honesty
- Client Service
- Profitability
- Community Service
- Professional Development
- Stewardship
- Independence


## Quality People

## Community Involvement

- Company-wide involvement
- Connections with hundreds of community groups
- Thousands of volunteer hours

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## Quality People Lake City University

- Over 90 instructor-led courses, seminars, workshops and live webinars
- 17,000 Contact Hours
- Average 34 hours training per employee
- Over 3400 online courses completed through e-learning



## Best Places Finalist

In my workgroup, we actively seek to understand customer needs
I understand our organization's mission and strategic goals
Our senior leadership has the capabilities necessary for us to be successful

This organization actively contributes to the community
I understand how my job contributes to this organizations success

## "Strongly Agree - <br> Strongly Disagree"

94-0

95-0

96-0

98-0

## Investment Highlights

- History of Organic Growth
- Strong Internal Culture
- Disciplined Strategy
- Consistent Execution
- Business Model More Relevant Than Ever


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# Financial Review 

David M. Findlay
President
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## Net Income and EPS



## Quarterly Net Income and EPS



Note: Net income is before preferred dividends and accretion.
(1) Adjusted to exclude non-cash reduction in net income available to

## Average Loans



## Loan Breakdown



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## Average Deposits



2009 Growth 14\% YTD 2010 Growth 14\%27

## Deposit Breakdown

Cost of Deposits in Period


## Summary Funding Snapshot

|  | $\begin{gathered} \text { Dec } 31, \\ 2009 \end{gathered}$ | \% of Milis | $\begin{aligned} & \text { June 30, } \\ & 2010 \end{aligned}$ | \% of Dilis |
| :---: | :---: | :---: | :---: | :---: |
| Total Deposits | \$1,851 | 83\% | \$2,131 | 91\% |
| Repurchase Agreements | \$127 | 6\% | \$105 | 4\% |
| Federal Reserve TAF | \$85 | 4\% | \$0 | 0\% |
| Fed Funds Purchased | \$10 | 0\% | \$71 | 3\% |
| FHLB Advances | \$170 | 8\% | \$40 | 2\% |
| Summary Funding Total | \$2,243 | 100\% | \$2,307 | 100\% |

## Net Interest Income



2009 Growth 27\% YTD 2010 Growth 29\%

## Provision vs. Net Charge Offs


$\square$ Provision $\square$ Net Charge Off

## Asset Quality

## Trends in NPA's vs. NCO's



## Charge Off and Reserve Summary



## Watch List and Loan Review Management

- Consistent discipline in Watch List and Loan Review administration
- Dedicated loan workout group under Chief Credit Officer
- Engaged senior management team in Loan Review process
- Work with borrowers, not against them
- Absence of cookie cutter approach in loan workout situations
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# Asset Quality Relative to Peers 

|  | $\begin{aligned} & 1 K F N \\ & 3 / 31 / 10 \end{aligned}$ | National Peers |  | Mididwest Peers |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Median | percentile panks | Median | Percentile Ranks |
| Reserves / Non Performing Loans | 93\% | 57\% | $78^{\text {th }}$ | 53\% | $88^{\text {th }}$ |
| Non Performing Loans / Loans | 1.95\% | 3.61\% | $72^{\text {nd }}$ | 4.38\% | $92^{\text {nd }}$ |
| Non Performing Assets / Assets | 1.53\% | 2.99\% | $72^{\text {nd }}$ | 3.45\% | $88^{\text {th }}$ |
| Net Charge-Offs to Average Loans | 0.25\% | 0.77\% | $81^{\text {st }}$ | 1.14\% | 99th |

National Peers - All publicly traded banks with assets of \$1B to \$5B (249 Banks included) Midwest Peers - Publicly traded banks with assets of \$1B to \$5B located in the states of IL, IN, MI \& OH. (39 Banks included)
Note: Data based on most recent available quarter.
Source: SNL Financial.

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## Non-Interest Income



2009 Growth (2)\%
YTD 2010 Growth (11)\%

## Non-Interest Expense



Adjusted 2009 Growth ${ }^{(1)}$ 8\% YTD 2010 Growth (1)\%

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(1) Excluding special FDIC assessment and temporary increase in 2009.

## Efficiency Ratio


(1) Excluding impact of debt extinguishment cost of \$804,000
(2) Excluding impact of retail card portfolio sale of $\$ 863,000$

## Paid Dividends Per Share



Note - Split Adjusted

- Paid Dividends

2009 Growth 0\% 2010 Growth 0\%

## November 2009 Offering Summary

## Total Shares: <br> Price Per Share: <br> \$17.00 Net Proceeds: <br> 3,625,431 <br> \$57.9 million

## TARP Repayment

- Repaid $100 \%$ of TARP on June 9, 2010
- Elected not to repurchase warrants from Treasury
- Pro forma capital ratios strong


## Capital Structure

Key Patios and Per Share Data

| Tangible Equity /Tangible Assets | $8.91 \%$ |
| :---: | :---: |
| TCE /Tangible Assets | $8.91 \%$ |
| Tier 1 Risk-Based | $11.76 \%$ |
| Total Risk-Based | $13.02 \%$ |
| Leverage | $9.92 \%$ |
| Book Value | $\$ 14.76$ |
| Tangible Book Value | $\$ 14.52$ |

As of June 30, 2010


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[^0]:    * Source: STATS Indiana

