During the course of our remarks today, we will make certain predictive statements regarding our plans and strategies and anticipated financial effects to assist you better in understanding our company.

These forward looking statements about future results are subject to risks and uncertainties.

Refer to our periodic reports on file with the SEC and the slides at the end of this presentation regarding forward-looking statements for further detail in this regard.
Today’s Presentation

• Who we are
• Where we have been-how we got here
• Where we are going
• Summary financial results
• Questions
Who We Are

- Twenty-seven year-old community focused banking organization with approximately $31 billion in assets
- Fifteen community banks with strong ties to local residents and business leaders in the Chicago and Milwaukee metropolitan markets
- 9 de novo charters established since 1991
- 28 bank acquisitions since the 4th quarter 2003, including 9 FDIC-assisted acquisitions in 2010-2012 (some were merged into existing charters)
- Over 165 existing banking locations
- Canadian premium finance business acquisitions -- June 2012 and April 2014
- Chicago Deferred Exchange Company acquired in December 2018 – Provides Qualified Intermediary services for customers seeking tax-deferred like-kind exchanges under IRC Section 1031. Also is a source of deposit funding.
- Our Wintrust branding initiative is succeeding. The Wintrust brand is now known throughout our target market area without the loss of our positioning as a consortium of community banks...the local alternative to the “Big Banks”.
### Community Banking
- **Fifteen Community Banks**
  - Chicago and Milwaukee metropolitan markets
  - 160+ locations
- **Full product suite** – home equity, home mortgage, consumer, real estate and commercial loans, safe deposit facilities, ATMs, and internet banking
- **Wintrust Mortgage**
  - National mortgage production capabilities with focus on Chicago metropolitan area and consumer direct loans to Veterans

### Commercial Banking
- **HAVE IT ALL – Big Bank Resources, Community Bank Service**
  - Chicago and Milwaukee downtown lending offices
  - All community banks
- **Full product suite** – commercial loans, treasury management, lock box services, international
- **Focus on middle-market C&I**

### Specialty Finance
- **Two finance company business types – premium finance and account receivables**
  - Loan production to optimize banks’ balance sheets
  - **First Insurance Funding**
    - P&C
    - Life Insurance
  - **Tricom** - Temporary help industry processing and financing
- **Other niches (including housing associations, franchise lending, mortgage warehouse lending – to name a few)**

### Wealth Management
- **Wayne Hummer acquired in 2002, and 4 subsequent acquisitions**
- **>$20 billion in Assets under administration**
  - Brokerage, asset management and trust capabilities
Asset Growth and Banking Locations

Asset Growth (in billions)

Banking Location Growth

(dollars in billions)
### Locations and Deposit Market Share

#### 4Q-2018 Banking Locations

![Map of Banking Locations](image)

#### Deposit Market Share – Chicago MSA

<table>
<thead>
<tr>
<th>Rank</th>
<th>Bank Holding Company</th>
<th>At June 30, 2018</th>
<th>At June 30, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>In-market Deposit</td>
<td>Deposit Share %</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Market Dollars</td>
<td></td>
</tr>
<tr>
<td>1.</td>
<td>JP Morgan Chase &amp; Co. **</td>
<td>$89.0 BB</td>
<td>22.4%</td>
</tr>
<tr>
<td>2.</td>
<td>Bank of Montreal **</td>
<td>$49.5 BB</td>
<td>12.4%</td>
</tr>
<tr>
<td>3.</td>
<td>Bank of America **</td>
<td>$34.1 BB</td>
<td>8.6%</td>
</tr>
<tr>
<td>4.</td>
<td>Northern Trust Corporation</td>
<td>$24.9 BB</td>
<td>6.3%</td>
</tr>
<tr>
<td>5.</td>
<td>Wintrust Financial Corp.</td>
<td>$23.0 BB</td>
<td>5.8%</td>
</tr>
<tr>
<td>6.</td>
<td>Canadian Imperial Bank of Commerce**</td>
<td>$16.4 BB</td>
<td>4.1%</td>
</tr>
<tr>
<td>7.</td>
<td>Citigroup Inc. **</td>
<td>$15.6 BB</td>
<td>3.9%</td>
</tr>
<tr>
<td>8.</td>
<td>MB Financial, Inc.</td>
<td>$15.1 BB</td>
<td>3.8%</td>
</tr>
<tr>
<td>9.</td>
<td>PNC Financial Services Group **</td>
<td>$13.3 BB</td>
<td>3.3%</td>
</tr>
<tr>
<td>10.</td>
<td>U.S. Bancorp **</td>
<td>$12.1 BB</td>
<td>3.0%</td>
</tr>
</tbody>
</table>

- **Bank Holding Company**
- **In-market Deposit Dollars**
- **Deposit Market Share %**
- **Source:** FDIC Website – Summary of Deposits. Market share data is for the Chicago MSA.
- **Corporate Headquarters is out-of-state**

---

**A Leading Chicago bank**
Who We Are – Consistent Basics

**Good Markets**
- Chicago and southern Wisconsin markets
- Downtown Chicago and Milwaukee commercial lending centers focusing on corporate and commercial customers (in addition to suburban effort)
- We want to be “Chicago’s Bank” and “Wisconsin’s Bank”

**Community Focused**
- Positioned as local alternatives to the “Big Banks”
- We know our communities extremely well
- Personalized service, creative marketing and employee involvement

**Market Share Growth**
- Have taken advantage of big-bank consolidation and market dislocation to grow quickly
- Vigorously defend and grow market share

Consistent strategy for over twenty-five years
<table>
<thead>
<tr>
<th>Assets</th>
<th>Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Target loan-to-deposit ratio 85% - 90%</td>
<td>• Strong, diversified funding base</td>
</tr>
<tr>
<td>• Generate ~ two-thirds of loan volume from banks</td>
<td>• Recent markets have proven the value of that approach</td>
</tr>
<tr>
<td>• Remaining loan volume from niche businesses</td>
<td>• Franchise is built on deposit funding</td>
</tr>
<tr>
<td>• First Insurance Funding</td>
<td>• Approx. 95%-96% of total funding</td>
</tr>
<tr>
<td>• Wintrust Life Finance</td>
<td>• Substantially all deposits are customer generated</td>
</tr>
<tr>
<td>• Tricom</td>
<td>• Goal is to be top two in both deposit market share and household penetration in each banks’ local market area</td>
</tr>
<tr>
<td>• Other (including leasing, housing associations, franchise lending, mortgage warehouse lending -- to name a few)</td>
<td></td>
</tr>
<tr>
<td>• Consistent, conservative credit standards</td>
<td></td>
</tr>
<tr>
<td>• Manage risk through portfolio diversification and decentralized structure</td>
<td></td>
</tr>
<tr>
<td>• Minimal &quot;nuisance fees&quot;</td>
<td></td>
</tr>
<tr>
<td>• Same or better products and delivery - differentiate with service</td>
<td></td>
</tr>
<tr>
<td>• Technology as the great equalizer</td>
<td></td>
</tr>
</tbody>
</table>
HOW WE GOT HERE
Consistent Strategy – Changing Tactics

**CREDIT CYCLE**
- Storm Clouds Gather (2006-07)
- The Perfect Storm (2008)
- Stabilization (2009)
- Restained Recovery (2010-current)

**WINTRUST TACTICS**

**Organic & Acquisition Growth**
- 7 traditional bank acquisitions since 2003
- 9 de novo charters since 1991

**“Rope - A – Dope”**
- Slowed growth
- Maintained extremely conservative underwriting
- Reduced relative cost of funds
- Controlled expenses

**Warning signs 1Q’06**
- Disadvantageous yield curve
- Loosened credit standards by competition
- Credit spreads moved to unacceptable levels

**Capital & TARP-CPP**
- Focused on minimizing dilution to shareholders
- Q3’08 – raised $50 mm of convertible preferred
- Dec. ’08 - $250 mm TARP-CPP

**“Off the Ropes”**
- Life insurance premium finance acq.
- PMP acquisition (in late Dec ’08)
- Over 50 new lenders
- Loans ↑ $800 mm in 2009
- Deposits ↑ $1.5 bn in 2009

**Organic & Acquisition Growth**
- Take advantage of “dislocation”
- Consistent loan growth
- 9 FDIC-assisted transactions
- 6 branch acquisitions with 16 locations
- Acquired asset management firm with approx. $2.4 bn in AUM
- Acquired ten banks - unassisted
- Acquired Canadian premium finance companies

**Compound Annual Growth Rates:**

<table>
<thead>
<tr>
<th>Period</th>
<th>Asset Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1991-2005</td>
<td>43.4%</td>
</tr>
<tr>
<td>2006-2007</td>
<td>-2.1%</td>
</tr>
<tr>
<td>2007-2008</td>
<td>13.8%</td>
</tr>
<tr>
<td>2008-2009</td>
<td>14.6%</td>
</tr>
<tr>
<td>2009-2010</td>
<td>14.4%</td>
</tr>
<tr>
<td>2010-2018</td>
<td>10.6%</td>
</tr>
</tbody>
</table>
Consolidated Net Income
(before Preferred Dividends, in 000s)
Loan Growth (excluding Loans Held for Sale)

Loan pipelines remain good

5 year CAGR = 12.5%
2013-2018
Net Charge-offs Ratio

Wintrust vs. Peer Group

Data is per the Federal Reserve’s Bank Holding Company Performance Report
Diversified Loan and Deposit Portfolios

Composition as of December 31, 2018

**Loans**
- Commercial Real Estate: 29%
- Premium Finance – Commercial: 33%
- Premium Finance – Life Insurance: 12%
- Home Equity: 19%
- Other: 1% (excluding Loans Held for Sale)
- Res. R/E: 4%
- Non-interest Bearing: 2%

**Deposits**
- NOW: 25%
- Money Market: 22%
- CD’s: 20%
- Wealth Mgmt.: 12%
- Savings: 11%

$23.8 Billion (excluding Loans Held for Sale)

$26.1 Billion
• Maintaining strong capital ratios (ratios subsequent to 2014 are computed using Basel III)

<table>
<thead>
<tr>
<th></th>
<th>12/31/14</th>
<th>12/31/15</th>
<th>12/31/16</th>
<th>12/31/17</th>
<th>12/31/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1 Risk-based capital</td>
<td>11.6%</td>
<td>10.0%</td>
<td>9.7%</td>
<td>9.9%</td>
<td>9.7%</td>
</tr>
<tr>
<td>Total capital ratio</td>
<td>13.0%</td>
<td>12.2%</td>
<td>11.9%</td>
<td>12.0%</td>
<td>11.6%</td>
</tr>
<tr>
<td>Leverage ratio</td>
<td>10.2%</td>
<td>9.1%</td>
<td>8.9%</td>
<td>9.3%</td>
<td>9.1%</td>
</tr>
<tr>
<td>Tangible common equity ratio</td>
<td>7.8%</td>
<td>7.2%</td>
<td>7.7%</td>
<td>8.5%</td>
<td>8.2%</td>
</tr>
<tr>
<td>Common Equity Tier 1 capital ratio</td>
<td>N/A</td>
<td>8.4%</td>
<td>8.6%</td>
<td>9.4%</td>
<td>9.3%</td>
</tr>
</tbody>
</table>

• Provides flexibility for growth
  • Organic growth & lending opportunities
  • Portfolio and business acquisitions

• 2010-2017 Capital Activity
  • March 2010 – Sale of Common Stock (+$210 mm)
  • December 2010- Sale of Common Stock and TEUs (+$327 mm)
  • Repaid TARP-CPP in December 2010 (-$250 mm)
  • March 2012 – Sale of Convertible Preferred Stock (+126.5 mm)
  • June 2014 – Issuance of Subordinated Debt (+140 mm Tier II)
  • June 2015 – Issuance of Preferred Stock (+125 million)
  • June 2016 – Issuance of Common Stock (+153 million)
  • April 2017 – Mandatory conversion of March 2012 Convertible Preferred Stock
Wintrust Has Consistently Grown Tangible Book Value Per Share Through Cycles

Tangible Common Book Value Per Share
Financial Overview – Capital Components

(in millions)

- Common Shareholders Equity
- Trust Preferred Securities
- Preferred Securities
- Subordinated Debt
Asset Growth vs. Peers
Percentage change – 2007 to 2017

Last 10 years, WTFC growth dramatically exceeds peer growth

Information derived from data provided by SNL Financial.
Focus on shareholder value has resulted in significantly higher EPS performance versus peers


Information derived from data provided by SNL Financial.
Tangible Book Value Per Share vs. Peers
Percentage change – 2007 to 2017

WTFC has increased tangible book value per share much faster than peers.

Information derived from data provided by SNL Financial.
WINTRUST STRATEGY FOR 2019 AND BEYOND
Our opinion is that about half of the customers in the market prefer a local community oriented bank while the other half prefer a large banking organization.

We believe our structure (multiple charters with locally engaged management and the resources of a larger institution) will allow us to take advantage of the existing market conditions. Specifically, we believe:

- Banks under $1 billion in assets will find it hard to operate and grow due to:
  - Increased regulatory burden
  - Difficulty in competing for high quality assets
  - Difficulty in accessing capital for growth

- We are a logical partner for these banks and a logical bank for their customers to HAVE IT ALL™ with Wintrust
Strategy for 2019 and Beyond

- Continue to increase core earnings
- Continue to expeditiously identify and remove problem assets from the balance sheet.
- Loan pipelines remain strong
- Focus on core deposit growth, including growth in demand balances
- Company has a good deal of “Kinetic Operating Leverage”
  - We are accustomed to being #1 or #2 in household market share in every town/neighborhood we are in.
  - We have yet to accomplish this in markets entered over the past seven years due to the low interest rate environment making strong organic retail growth a challenge.
  - Concentrating on “cost out” acquisition opportunities in the near term to take advantage of this operating leverage. Not to say that we have abandoned new market acquisitions though.
  - As rates move up, organic growth should be more doable
- Never take our eye off the major operating tenet that made us successful throughout the years - Service, Service, Service
Interest rate sensitivity – well positioned for higher rates but we have reduced asset sensitivity as rates have recently risen.

<table>
<thead>
<tr>
<th>Scenario</th>
<th>+200 Basis Points</th>
<th>+100 Basis Points</th>
<th>-100 Basis Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Static Shock Scenario</td>
<td>15.6%</td>
<td>7.9%</td>
<td>(8.6%)</td>
</tr>
<tr>
<td>Ramping Scenario over next 12 months</td>
<td>7.4%</td>
<td>3.8%</td>
<td>(3.6%)</td>
</tr>
</tbody>
</table>

Percentage change in net interest income over a one year time horizon. See disclaimers in 2018 Form 10-K and subsequent filings on Form 10-Q.
• Assets under administration have grown to over $20 billion
  • Chicago Trust Company
    • Full trust capabilities
  • Great Lakes Advisors
    • Our asset manager. Both retail and Institutional. Proprietary products have shown strong, consistent relative results
  • Wintrust Investments
    • Full service broker-dealer

• Overall net margins (net earnings as a percent of net revenue) continue to improve as our infrastructure is built out. Business is now set to leverage new fees into more relative contribution to the bottom line.
Why Invest in Wintrust?

- Managed well through the cycle - consistently profitable with strong core earnings growth
- Asset quality position is strong and manageable
- Well positioned for a rising rate environment
- Conservative, classic and consistent operating philosophy
- Strong capital position
- Enviable core deposit franchise in market area
- Differentiated, highly diversified and sustainable business model
- Well positioned to take advantage of industry consolidation
SUPPLEMENTAL FINANCIAL DATA
Total Assets

(in millions)

$32,000
$28,000
$24,000
$20,000
$16,000
$12,000
$8,000
$4,000
$0

Asset Growth of Banks by Year

(in millions)

- Wintrust Bank
- Lake Forest
- Hinsdale
- Libertyville
- Barrington
- Crystal Lake
- Northbrook
- Schaumburg
- Village
- Beverly
- Wheaton
- Town
- SBOTL
- Old Plank
- St. Charles
Revenue Growth by Quarter
(excluding Bargain Purchase Gains recorded from 3Q09 – 4Q12)
4th Quarter and full year 2010 amounts exclude $(0.33) and $(0.36) per diluted common share as a result of the deemed preferred stock dividend resulting from the repurchase of the TARP-CPP preferred stock.
Ending Loan-to-Deposit/Secured Borrowing Ratio*

(excludes loans held for sale)

*Includes secured borrowing related to the commercial premium finance loan securitization for which the related loans are recorded on the balance sheet for 2010-2011.
Non-Performing Assets to Total Assets
(NPAs include NPLs and OREO and exclude covered assets)
Annualized Net Charge-offs to Total Average Loans
This document contains forward-looking statements within the meaning of federal securities laws. Forward-looking information can be identified through the use of words such as “intend,” “plan,” “project,” “expect,” “anticipate,” “believe,” “estimate,” “contemplate,” “possible,” “will,” “may,” “should,” “would” and “could.” Forward-looking statements and information are not historical facts, are premised on many factors and assumptions, and represent only management’s expectations, estimates and projections regarding future events. Similarly, these statements are not guarantees of future performance and involve certain risks and uncertainties that are difficult to predict, which may include, but are not limited to, those listed below and the Risk Factors discussed under Item 1A on page 23 of the 2018 Annual Report on Form 10-K, as well as other risks and uncertainties set forth from time to time in the Company’s other filings with the SEC. The Company intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and is including this statement for purposes of invoking these safe harbor provisions. Such forward-looking statements may be deemed to include, among other things, statements relating to the Company’s future financial performance, the performance of its loan portfolio, the expected amount of future credit reserves and charge-offs, delinquency trends, growth plans, regulatory developments, securities that the Company may offer from time to time, and management’s long-term performance goals, as well as statements relating to the anticipated effects on financial condition and results of operations from expected developments or events, the Company’s business and growth strategies, including future acquisitions of banks, specialty finance or wealth management businesses, internal growth and plans to form additional de novo banks or branch offices. Actual results could differ materially from those addressed in the forward-looking statements as a result of numerous factors, including the following:

- economic conditions that affect the economy, housing prices, the job market and other factors that may adversely affect the Company’s liquidity and the performance of its loan portfolios, particularly in the markets in which it operates;
- negative effects suffered by us or our customers resulting from changes in U.S. trade policies;
- the extent of defaults and losses on the Company’s loan portfolio, which may require further increases in its allowance for credit losses;
- estimates of fair value of certain of the Company’s assets and liabilities, which could change in value significantly from period to period;
- the financial success and economic viability of the borrowers of our commercial loans;
• commercial real estate market conditions in the Chicago metropolitan area and southern Wisconsin;
• the extent of commercial and consumer delinquencies and declines in real estate values, which may require further increases in the Company’s allowance for loan and lease losses;
• inaccurate assumptions in our analytical and forecasting models used to manage our loan portfolio;
• changes in the level and volatility of interest rates, the capital markets and other market indices that may affect, among other things, the Company’s liquidity and the value of its assets and liabilities;
• competitive pressures in the financial services business which may affect the pricing of the Company’s loan and deposit products as well as its services (including wealth management services), which may result in loss of market share and reduced income from deposits, loans, advisory fees and income from other products;
• failure to identify and complete favorable acquisitions in the future or unexpected difficulties or developments related to the integration of the Company’s recent or future acquisitions;
• unexpected difficulties and losses related to FDIC-assisted acquisitions;
• harm to the Company’s reputation;
• any negative perception of the Company’s financial strength;
• ability of the Company to raise additional capital on acceptable terms when needed;
• disruption in capital markets, which may lower fair values for the Company’s investment portfolio;
• ability of the Company to use technology to provide products and services that will satisfy customer demands and create efficiencies in operations and to manage risks associated therewith;
• failure or breaches of our security systems or infrastructure, or those of third parties;
• security breaches, including denial of service attacks, hacking, social engineering attacks, malware intrusion or data corruption attempts and identity theft;
• adverse effects on our information technology systems resulting from failures, human error or cyberattacks;
• adverse effects of failures by our vendors to provide agreed upon services in the manner and at the cost agreed, particularly our information technology vendors;
• increased costs as a result of protecting our customers from the impact of stolen debit card information;
FORWARD-LOOKING STATEMENTS
(cont.)

• accuracy and completeness of information the Company receives about customers and counterparties to make credit decisions;
• ability of the Company to attract and retain senior management experienced in the banking and financial services industries;
• environmental liability risk associated with lending activities;
• the impact of any claims or legal actions to which the Company is subject, including any effect on our reputation;
• losses incurred in connection with repurchases and indemnification payments related to mortgages and increases in reserves associated therewith;
• the loss of customers as a result of technological changes allowing consumers to complete their financial transactions without the use of a bank;
• the soundness of other financial institutions;
• the expenses and delayed returns inherent in opening new branches and de novo banks;
• examinations and challenges by tax authorities, and any unanticipated impact of the Tax Act;
• changes in accounting standards, rules and interpretations such as the new CECL standard, and the impact on the Company’s financial statements;
• the ability of the Company to receive dividends from its subsidiaries;
• uncertainty about the future of LIBOR;
• a decrease in the Company’s capital ratios, including as a result of declines in the value of its loan portfolios, or otherwise;
• legislative or regulatory changes, particularly changes in regulation of financial services companies and/or the products and services offered by financial services companies;
• a lowering of our credit rating;
• changes in U.S. monetary policy and changes to the Federal Reserve’s balance sheet as a result of the end of its program of quantitative easing or otherwise;
• restrictions upon our ability to market our products to consumers and limitations on our ability to profitably operate our mortgage business resulting from the Dodd-Frank Act;
• increased costs of compliance, heightened regulatory capital requirements and other risks associated with changes in regulation and the regulatory environment;
• the impact of heightened capital requirements;
• increases in the Company’s FDIC insurance premiums, or the collection of special assessments by the FDIC;
• delinquencies or fraud with respect to the Company’s premium finance business;
• credit downgrades among commercial and life insurance providers that could negatively affect the value of collateral securing the Company’s premium finance loans;
• the Company’s ability to comply with covenants under its credit facility; and
• fluctuations in the stock market, which may have an adverse impact on the Company’s wealth management business and brokerage operation.

Therefore, there can be no assurances that future actual results will correspond to any forward-looking statements. The reader is cautioned not to place undue reliance on any forward-looking statement made by the Company. Any such statement speaks only as of the date the statement was made or as of such date that may be referenced within the statement. The Company undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances after the date of the 2017 Annual Report on Form 10-K, except as required by law. Persons are advised, however, to consult further disclosures management makes on related subjects in its reports filed with the SEC and in its press releases.
QUESTIONS