

2nd Quarter 2022 Update

Count on **more**®

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Board of Directors

Forward-Looking Statements

Non-GAAP Reconciliations

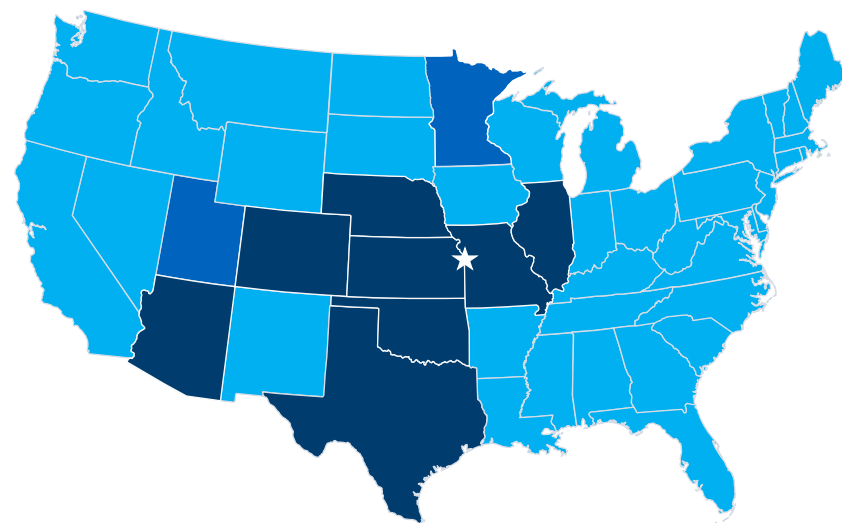
Peer Group

Corporate Overview



Highlights

Founded	1913
Ticker	UMBF - Nasdaq
Market Cap	\$4.2 B
Total Assets	\$37.5 B
Gross Loans ⁽¹⁾	\$19.0 B
Total Deposits	\$31.5 B
Private Wealth Customer Assets ⁽²⁾	\$15.2B
Institutional Assets Under Administration (AUA) ⁽³⁾	\$415.3 B
Common Equity Tier 1 Capital Ratio	11.44%
Total Risk Based Capital Ratio	13.00%
Net Charge-Offs / Avg Loans	0.62%
NPLs / Total Loans	0.10%
ACL / Total Loans	0.87%
Fee Income / Revenue	44.0%



★ UMB Financial Corporation Headquarters

■ UMB Bank Presence

- 92 banking centers
- 233 ATMs

■ Expansion Markets

- Twin Cities - MN
- Salt Lake City - UT

■ National Presence

- Asset-based lending
- Healthcare Services
- Private Wealth Management & Personal Trust
- Specialized Lending Verticals
- Corporate Trust
- Capital Markets ⁽⁴⁾
- Fund Services

International Presence

- UMBF Trust & Agency Services – Dublin, Ireland

Beyond Financials

Our Culture



Our Vision

the
**unparalleled
customer
experience**

Our Commitment

**An unwavering commitment to
doing more for our customers.**

Our Values

Customers First

We do the unparalleled to create an environment that consistently exceeds the expectations of our customers.

Integrity & Trust

We demonstrate our uncompromising honesty and integrity to earn the trust of everyone we serve.

Performance & Strength

We achieve sustainable greatness by delivering on our promise, remaining independent and maintaining financial soundness.

Associate Spirit

We rely upon our people and their collective attitude and skills to differentiate us from our competitors.

Inclusion & Diversity

We believe an inclusive and diverse culture energizes the workplace and ignites innovation.

Beyond Financials

Our Culture



Creating an unparalleled customer experience requires a culture where our people feel part of something more, something bigger. We foster this experience through our policies, our business decisions and our expectations of each associate.



Beyond Financials

Our Commitment to Corporate Citizenship



Inclusion & Diversity



We want our company to be as diverse as the world we live in.

- As an early CEO Action for Diversity and Inclusion signatory, we regularly review progress of our inclusion strategy with executives and our board of directors
- Eight Business Resource Groups (BRGs) help us understand the needs of our associates, customers and communities and turn empathy into action
- In 2021, 34% of all UMB hires were people of color, 52% were women and 2% were veterans
- Diversity among leadership team – 8 of 16 members

Community Impact



Associate volunteerism and corporate philanthropy help build strong community partnerships.

- \$6.6 million in company donations and sponsorships in 2021, supporting underserved communities' housing needs, small business efforts, education and emerging talent
- 1,000+ participants in our workplace giving campaign supporting qualified nonprofits with pledges of \$526k
- Associates receive 16 hours of paid Volunteer Time Off (VTO) annually, and participates logged over 6,500 hours of volunteer time, despite the pandemic
- UMB Market, which helps children learn about healthy shopping on a budget, was the Financial Education winner in the American Bankers Association Community Commitment Awards

Strong Corporate Governance



Effective governance practices preserve the confidence and trust of our stakeholders.

- 12-person board of directors, with 10 independent members, a lead independent director, and 100% independence on board committees
- 33% board diversity
- Deliberate selection criteria which includes diversity standards in the board nomination process
- Robust risk oversight with distinct risk management committees: enterprise risk, asset and liability, and credit
- Board oversight of the executive ESG Committee

Efficient & Sensible Resource Use



UMB recognizes the undeniable importance of sustainable business practices.

- 74 UMB buildings use automated systems to conserve energy, with a goal to include all UMB properties by year-end 2023
- More than 183k Kilowatt hours generated from solar panels
- Exterior lighting upgrades to LED saved more than 95k Kilowatt hours; committed to convert all locations by year-end 2023
- Committed to paper reduction through digital opportunities and education programs
- Adapting technology to include rooftop gardens, geothermal energy and charging stations for electric cars
- Installed beehives at a Colorado branch to support the local honeybee population

Business Model

Our Diverse Foundation



Commercial & Personal Banking Services

Revenue: 2Q'22 \$285 million; FY'21 \$922 million. Average deposits: \$19.7 billion



Commercial

Average loans: \$15.2B ⁽¹⁾

Average deposits: \$13.0B

- C&I lending
- Small business lending
- CRE & Construction lending
- Specialized Expertise:
 - Agribusiness
 - Energy
 - Practice finance
 - Mezzanine debt & equity investments
 - Aviation
 - Asset-based lending
 - Beverage
- Treasury management
- Merchant payments



Consumer

Average loans: \$2.6B ⁽¹⁾ ⁽²⁾

Average deposits: \$6.7B

- Retail deposit & lending services through 92 branches and online
- Private banking services
- Consumer mortgage



Private Wealth

AUM = \$11.0B

AUA = \$4.2B

- Financial planning
- Investment management
- Trust & custody
- Estate planning
- Family office
- Business exit planning

Institutional Banking Services

Revenue: 2Q'22 \$116 million; FY'21 \$361 million. Average deposits: \$11.9 billion



Institutional Banking provides solutions for the entire marketplace; \$415.3 billion in AUA. ⁽³⁾

Corporate Trust

- Bond trustee, paying agent & escrow services

Institutional Custody

- Domestic & international custody services

Fund Services

- Fund accounting, fund administration & transfer agency

Specialty Trust & Agency Solutions

- Default workout & successor trustee services
- Aviation, ABS & loan agency services

Capital Markets Division ⁽⁴⁾

- Fixed income sales & trading
- Public finance

Investor Solutions

- Banking, cash management & specialty services for financial firms

Healthcare Services

- Health savings & benefit spending accounts
- Healthcare payment solutions

Balances at or for quarter ended 06/30/22. (1) Loan balances exclude credit card and PPP loans; (2) Includes consumer loans plus residential real estate loans to retail and private banking clients; (3) Includes AUA in Fund Services/custody, corporate trust and Healthcare Services; (4) Products and services offered through UMB Bank Capital Markets Division:

NOT FDIC INSURED | MAY LOSE VALUE | NOT BANK GUARANTEED.

The background of the slide is a blue-tinted photograph of the Denver skyline. In the foreground, there is a lake with a fountain on the left and a large, light-colored building with two towers in the center. The city skyline, including several skyscrapers, is visible in the background against a cloudy sky.

Our Investment Thesis

Runway for Growth

Track record of relative outperformance in loan growth – opportunities remain

- Underpenetrated across our geographic footprint, focused on market share gains
- Underpenetrated vertically on an asset class basis; built out specialized teams

Attractive deposit base

- Diverse and low-cost funding sources
- Track record of strong deposit growth in challenging times

Net interest income growth

- Above peer earning asset growth
- Balance sheet flexibility to lever up deposit base through deployment into high-quality earning assets

Differentiated revenue profile and growing fee income

- Revenue from diverse lines of business and verticals provide a natural hedge in all rate environments
- Lower-than-peer reliance on mortgage and NSF/OD revenue

Solid capital and liquidity positions support growth objectives

- Higher common equity levels
- Attractive loan-to-deposit ratio provides flexibility

Time-tested underwriting philosophy

- Unwavering credit standards
- Long-tenured credit team – average of 23 years with UMB
- Chief Credit Officer – 36 years with UMB

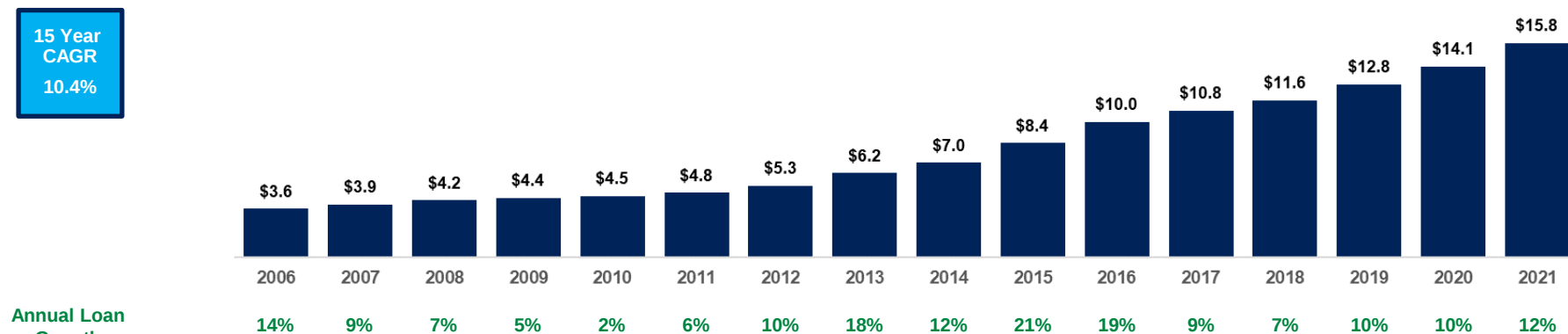
Focus on returning value to shareholders

- Risk-adjusted returns
- EPS and tangible book value growth outpace peers over the long-term
- Consistent dividend growth

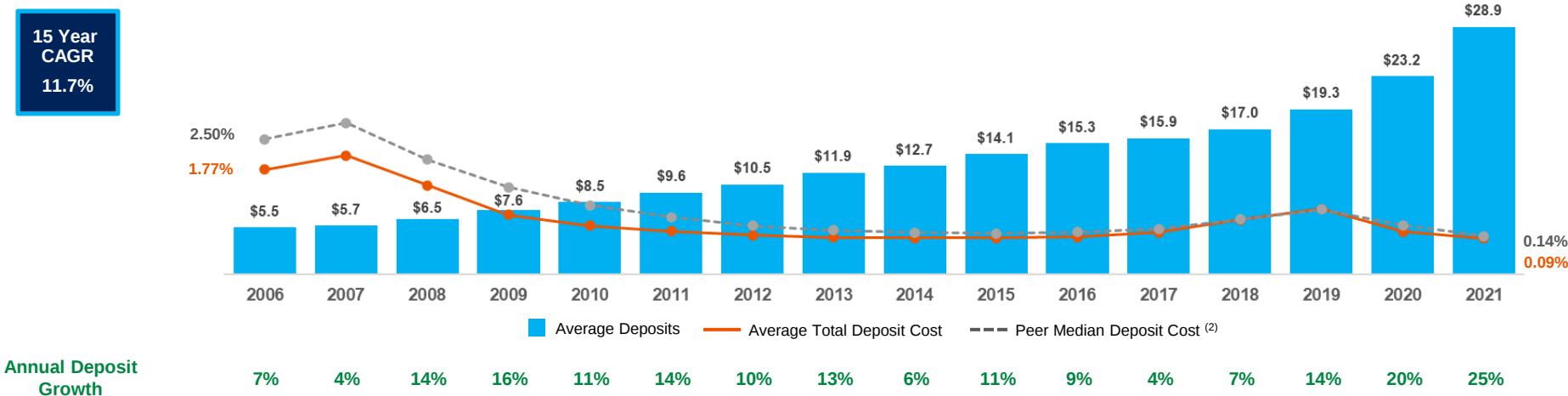
Balance Sheet Growth Across All Business Cycles



Average Loans



Average Deposits



Average annual balances in billions.

(1) Ex. PPP balances for '20 & '21; (2) UMB traditional peers (15 banks), as of latest available annual period. Source: S&P Global Market Intelligence. Peer group defined on slide 48.

Differentiated Revenue Profile

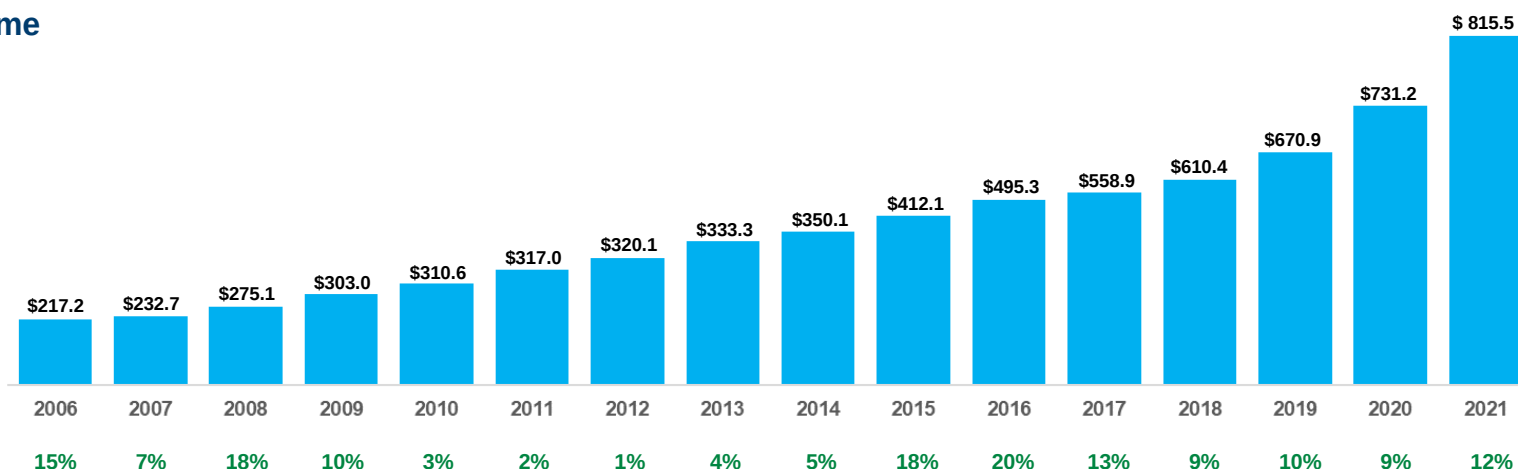
Multiple Sources of Growth



Net Interest Income

15 Year
CAGR
9.2%

Annual NII
Growth



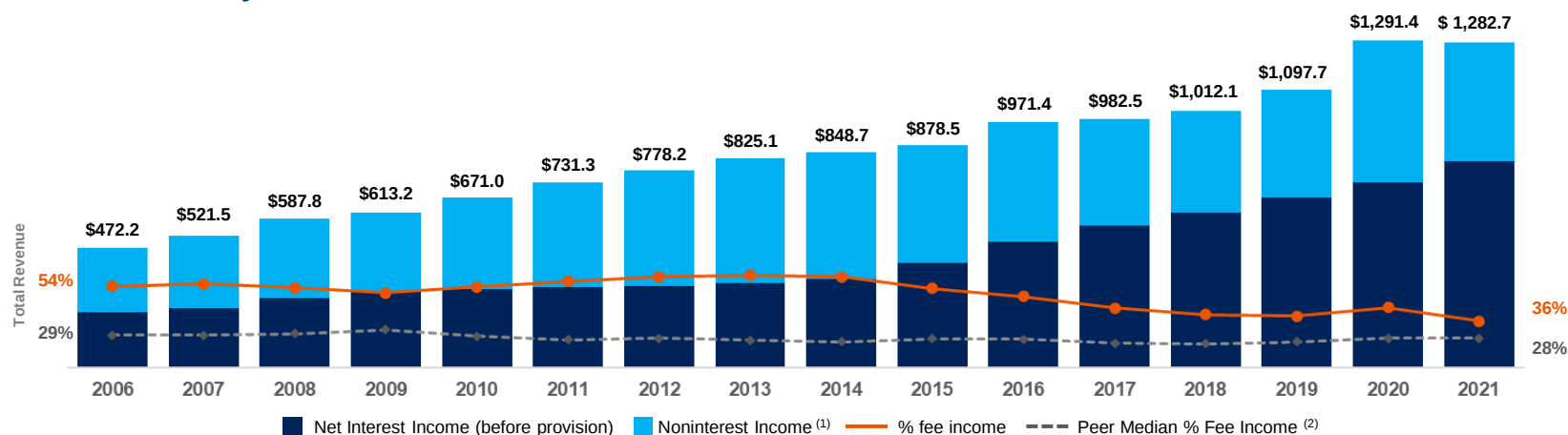
Fee Income Provides Diversity

15 Year
CAGR
6.9%

Revenue
Growth

15 Year
CAGR
4.1%

Fee Income
Growth



Annual Revenue
Growth

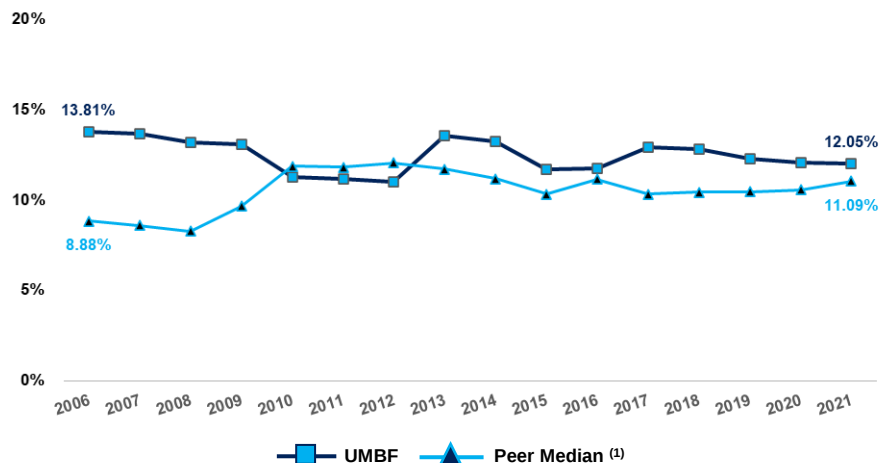
Dollars in millions.

(1) Fee income prior to 2017 contains income from discontinued operations; (2) UMB traditional peers (15 banks) as of latest available annual period. Source: S&P Global Market Intelligence.

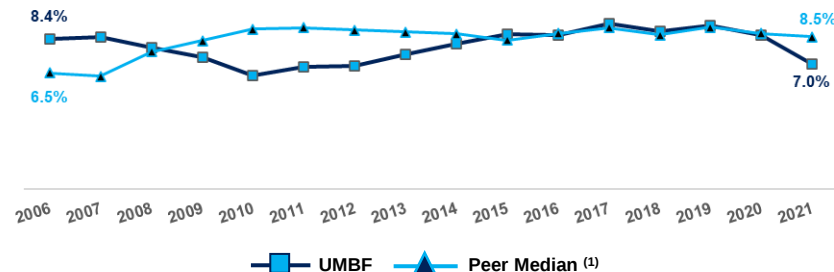
Capital & Liquidity Supports Growth Outlook



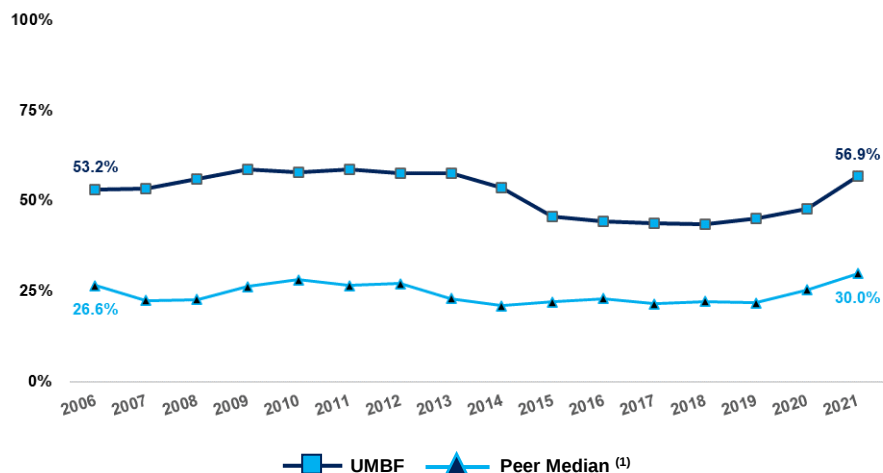
Tier 1 Capital Ratio



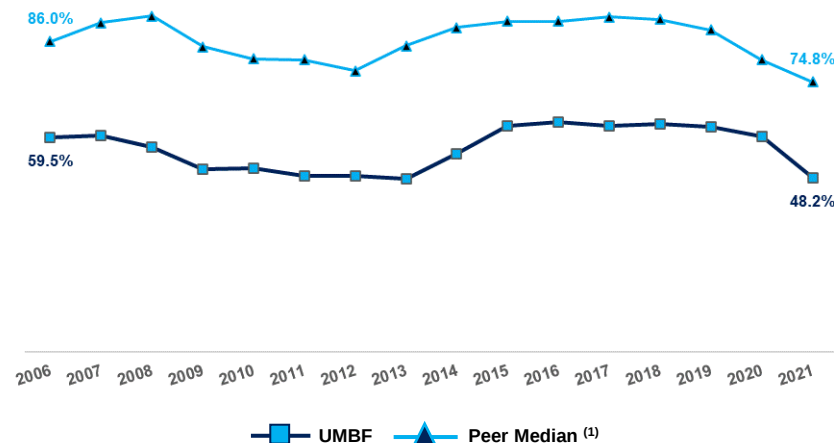
Tangible Common Equity / Assets ⁽²⁾



Cash & Securities / Assets ⁽³⁾



Loans / Deposits ⁽⁴⁾

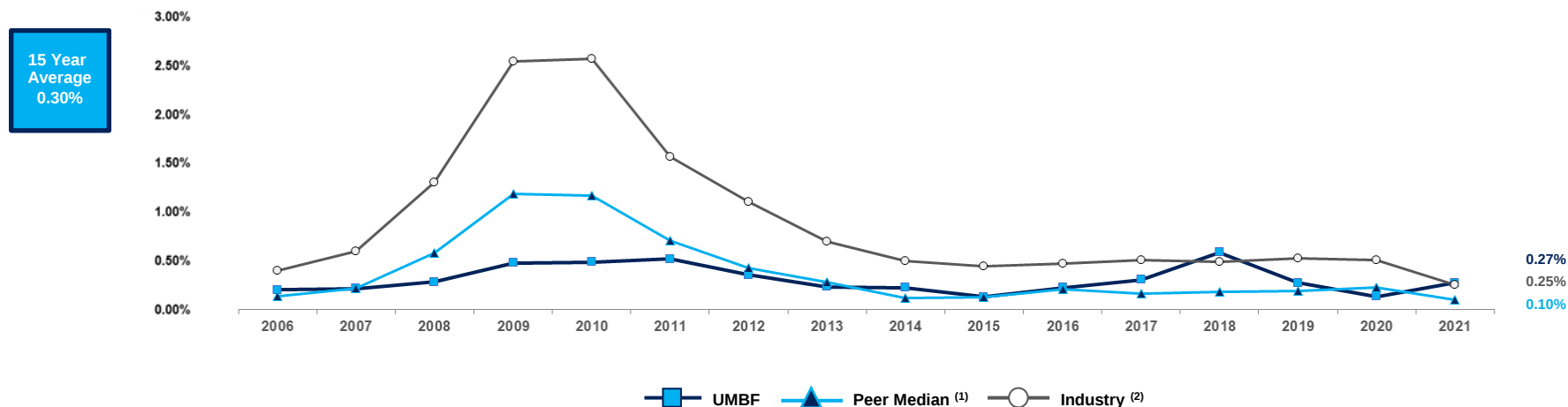


(1) UMB traditional peers (15 banks), as of latest available annual period. Source: S&P Global Market Intelligence; (2) Non-GAAP measure. See reconciliation on slide 47; (3) As defined by S&P Global: "Cash, cash equiv. & investment securities/assets;" (4) Period-end balances.

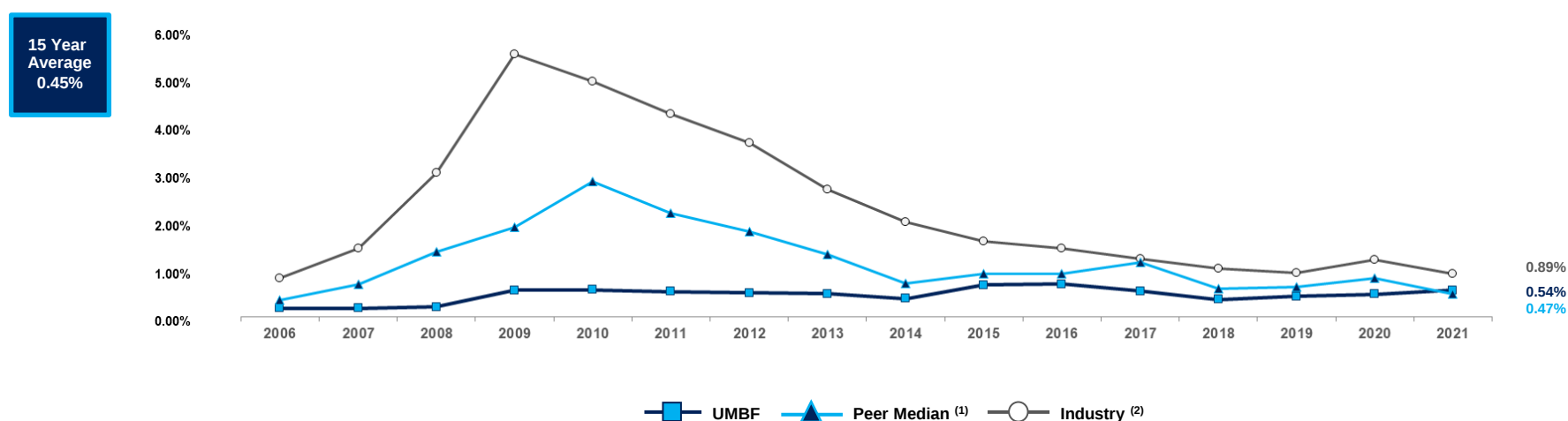
Resilient Credit Metrics Through All Economic Environments



Net Charge-Offs / Average Loans



Nonperforming Loans / Loans

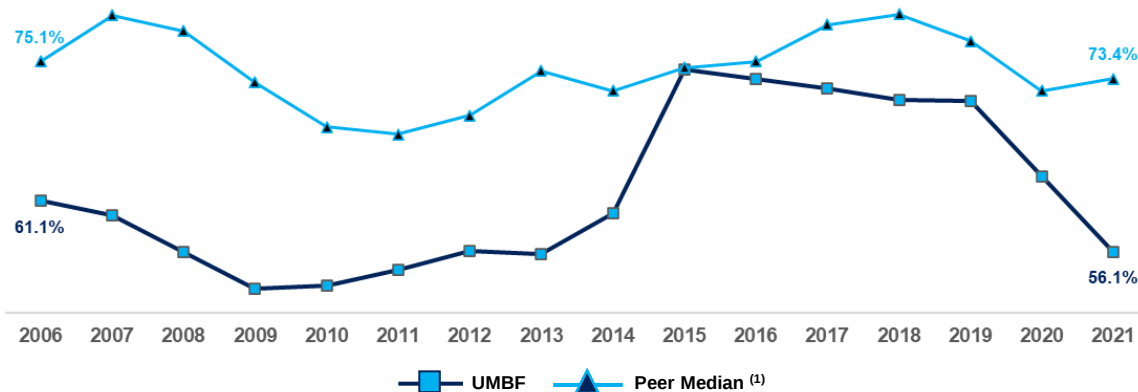


Risk-Adjusted Returns

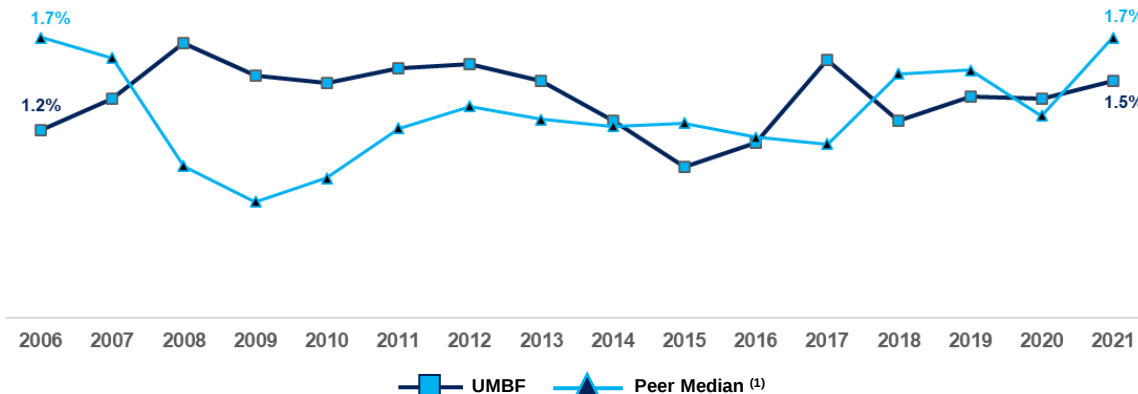
Rowing Close to Shore



Risk-Weighted Assets / Assets



Return on Risk-Weighted Assets

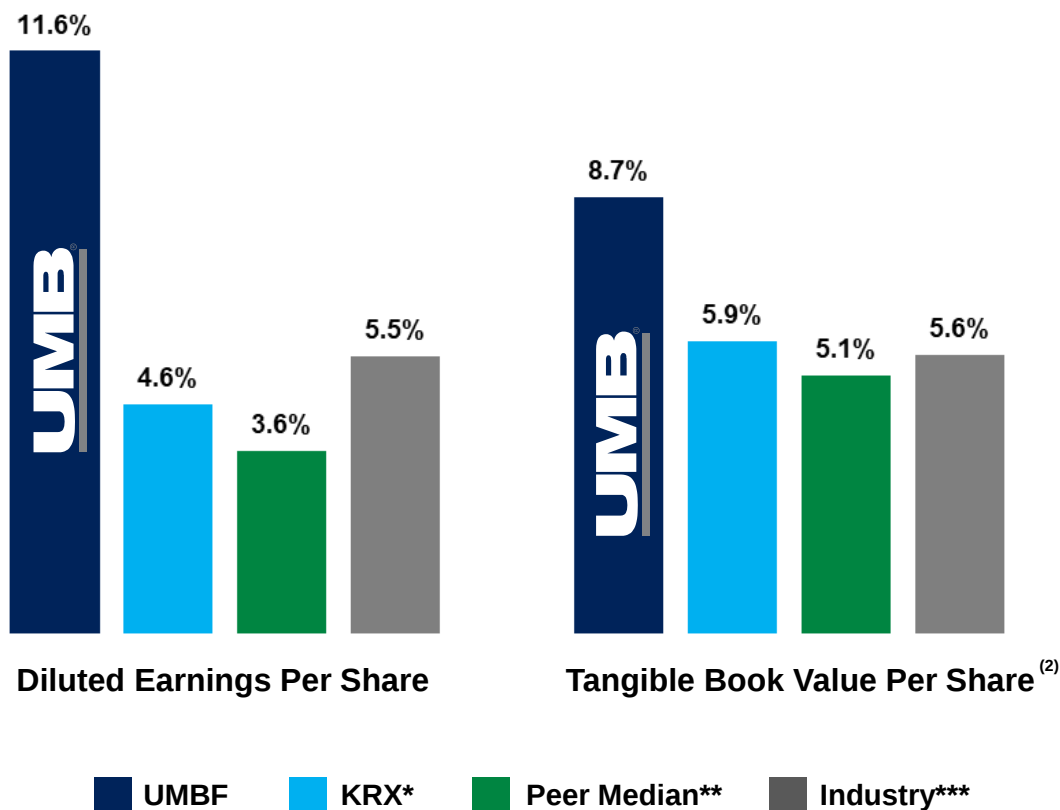


(1) UMB traditional peers (15 banks), data as of latest available annual period. Source: S&P Global Market Intelligence.

Outperformance Building Long-Term Value



15-Year Compounded Annual Growth Rates 2006 – 2021⁽¹⁾



*KBW Nasdaq Regional Bank Index (median of 50 banks); **UMB's traditional peers (median of 15 banks); ***Median of all publicly-traded banks with data reported for both 2006 and 2021.

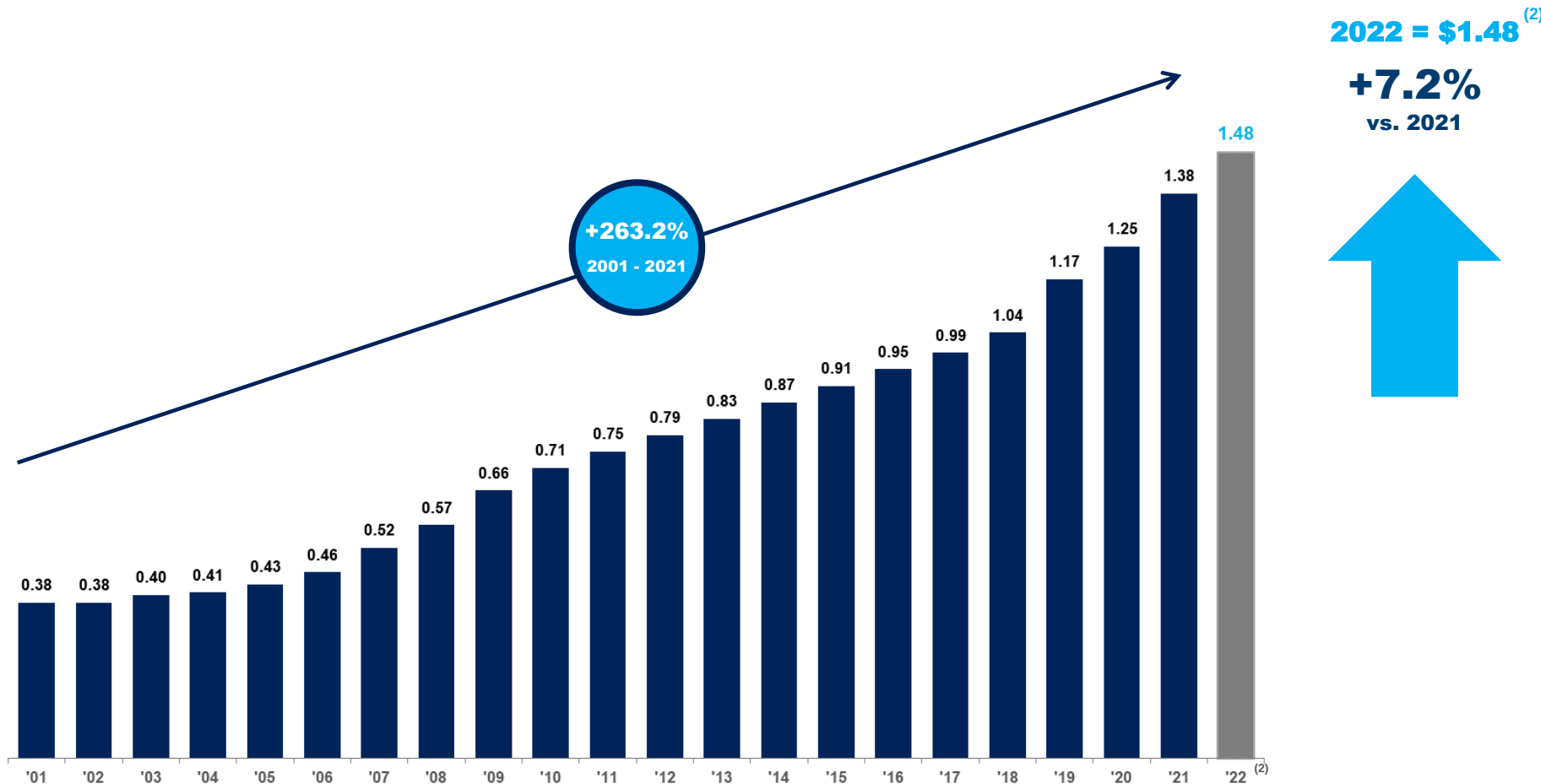
(1) As of March 2022; (2) Non-GAAP measure. See reconciliation on slide 46. Source: KRX, Peer and Industry data from S&P Global Market Intelligence.

Dividend Trends

Sustained Growth



Annual Dividends Declared ⁽¹⁾



(1) Dividends adjusted for 2-for-1 stock split in 2006; (2) Annualized 2022 full-year dividend assumes all 4 quarters are \$0.37/share, consistent with first and second quarter 2022 dividend. The Board of Directors may declare dividends of different amounts in future quarters.

The background of the slide is a blue-tinted photograph of the Minneapolis skyline. In the foreground, the stone arches of the Hennepin Avenue Bridge are visible, spanning a body of water. The city's skyscrapers, including the Wells Fargo Center, are in the background under a clear sky.

2nd Quarter 2022 Financial Review

2Q 2022 Results At-A-Glance



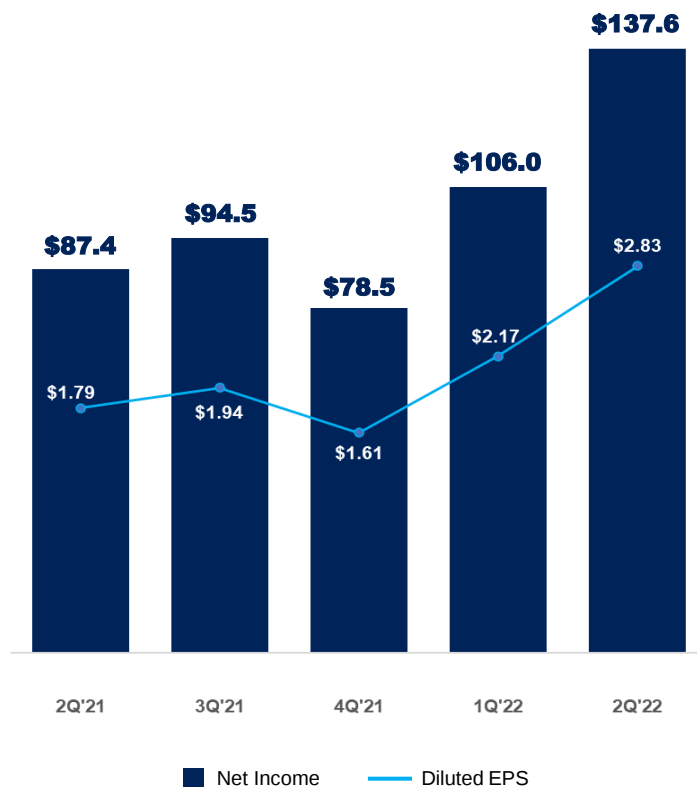
	2Q '21	1Q '22	2Q '22	Linked-Quarter Commentary
Average Loans ex. PPP	\$ 15,642.0	\$ 17,259.3	\$ 18,264.6	Driven by C&I market share gains (+29% LQA) and CRE (+15% LQA).
LQ annualized growth %	19.0%	19.1%	23.3%	
Average Deposits	27,782.6	32,580.3	31,589.0	Decline led by commercial deposits, including typical seasonal trends in public funds deposits; DDA increased 5% LQA and comprised 45% of average deposits.
LQ annualized growth %	14.3%	11.9%	-12.2%	
Net charge-offs / avg. loans	0.68%	0.20%	0.62%	Increase related to a \$27.7mm write-down on a single commercial relationship.
Nonperforming loans / loans	0.34%	0.62%	0.10%	Nonperforming loans decreased 84% from 1Q'22 to 0.10% of total loans.
Net Interest Income	201.1	210.4	224.8	Benefit from loan growth, increased asset rates / mix and extra day in the quarter partially offset by increased interest-bearing liability ("IBL") costs.
FTE Net Interest Margin	2.56%	2.35%	2.60%	+25 bps LQ: liquidity balances/rate +21; loan yields & mix +16; benefit of free funds +11; offset by cost of IBL -26 bps.
Provision for Credit Losses	24.0	(6.5)	13.4	Allowance / loans = 0.87%, in line with CECL day 1 implementation levels.
Noninterest Income (loss) from equity valuation ⁽¹⁾	14.2	(0.5)	60.7	+\$66.2mm pre-tax gain on sale of Visa Class B shares (\$5mm of the gain contributed to charitable foundation); -\$4.9mm in market valuation of other equity positions.
Noninterest Income ex. impact of equity valuation	117.4	124.2	115.6	+8.9mm in 12b-1 and money market revenue share; +\$1.7mm trading & investment banking income, offset by -\$10.5mm COLI income (see deferred comp. expense); -\$4.2mm derivative income; Lower HSA client conversion fees from elevated 1Q'22 levels and impact of factoring sale in 1Q.
Total Noninterest Income	131.6	123.7	176.3	
Noninterest Expense	201.3	214.8	214.1	-\$10.7mm in deferred comp expense (see COLI income above); -\$6.2mm seasonal decrease in payroll tax, insurance and 401(k) expense, offset by +\$4.5mm in incentive expense for increased company performance; +\$4.4mm in additional charitable contributions; and +\$4.4mm in legal expense related to general corporate activities.
Net Income	87.4	106.0	137.6	
EPS, diluted	\$1.79	\$2.17	\$2.83	
Dividends per share	0.32	0.37	0.37	
Operating PTPP income ⁽²⁾	131.6	119.4	187.1	
Operating PTPP EPS ⁽²⁾	\$2.71	\$2.44	\$3.84	

Dollars in millions, except per share amounts. (1) Net gains/losses related to mark-to-market valuations and any disposition of shares in equity investments. (2) Non-GAAP measure. See reconciliations on slide 44.

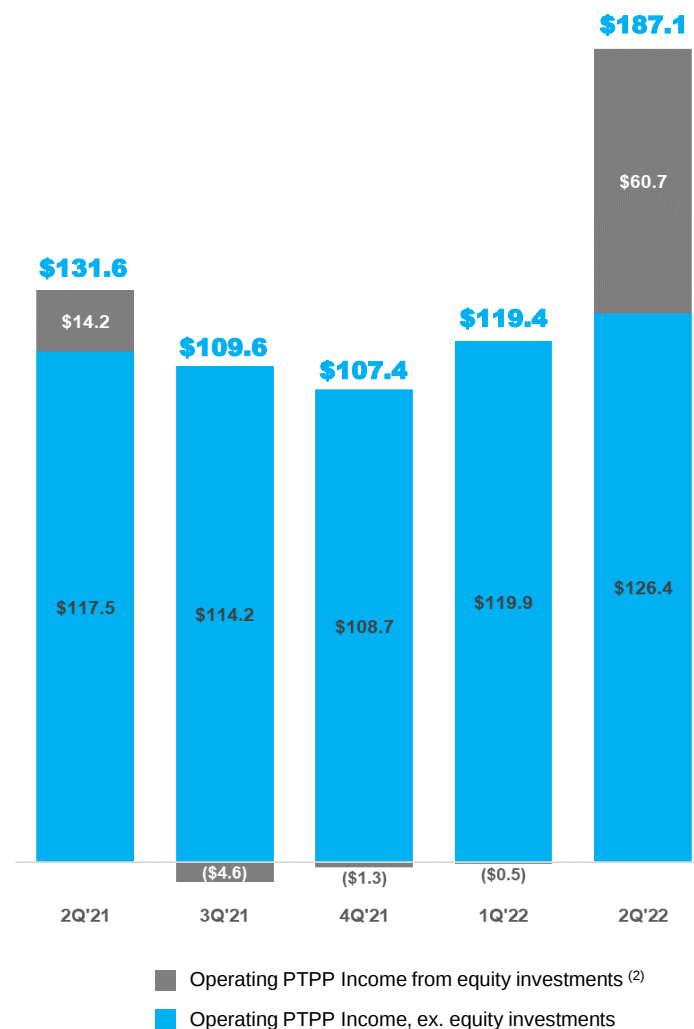
2Q 2022 Earnings Highlights



Net Income



Operating PTPP Income ⁽¹⁾



Dollars in millions, except per share amounts.

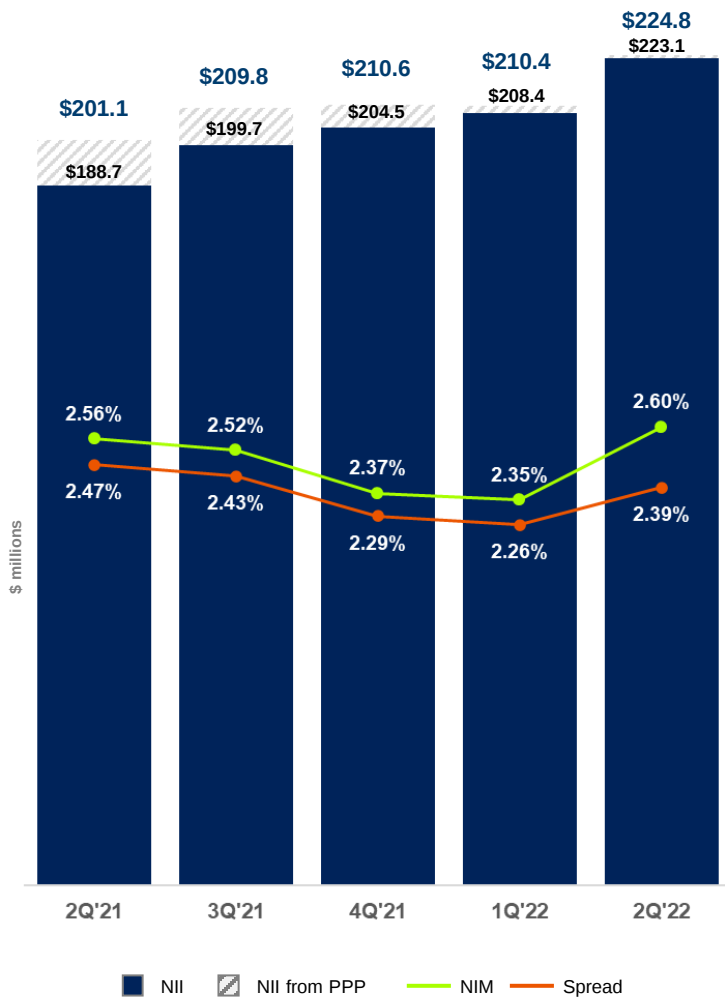
(1) Operating pre-tax, pre-provision income. See reconciliation on slide 44; (2) Net gains/losses related to mark-to-market valuations and any disposition of shares in our equity investments.

Revenue Trends

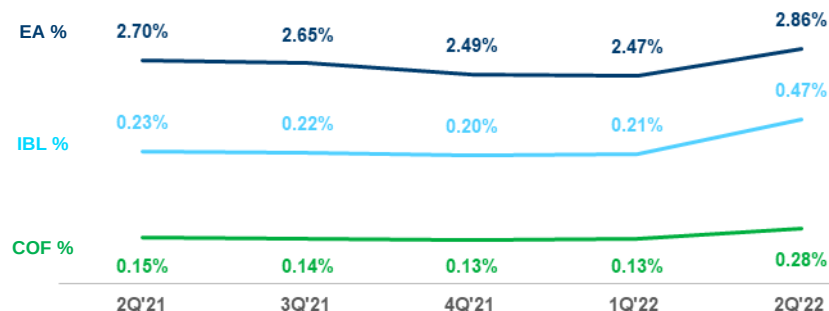


	2Q '21	3Q '21	4Q '21	1Q '22	2Q '22	Linked-Qtr. Variance	
						\$ Δ	% Δ
Interest Income	212.6	221.3	221.6	221.8	248.6	26.8	12.1
Interest Expense	11.6	11.6	11.0	11.4	23.8	12.3	107.8
Net Interest Income	\$ 201.1	\$ 209.8	\$ 210.6	\$ 210.4	\$ 224.8	\$ 14.4	6.9%
Trust & securities processing	53.9	56.9	58.5	59.5	58.9	(0.6)	(1.1)
Trading & investment banking	8.7	5.9	7.0	5.4	7.1	1.7	30.9
Deposit Service Charges	22.6	19.9	21.6	24.6	20.8	(3.8)	(15.4)
Insurance fees and commissions	0.2	0.3	0.4	0.3	0.2	(0.0)	(5.4)
Brokerage fees	2.6	2.9	3.3	3.5	12.4	8.9	258.5
Bankcard fees	16.1	17.2	16.6	16.6	17.8	1.2	7.2
Net inv. securities gains (losses)	15.5	(3.5)	1.4	(0.5)	60.7	61.2	NM
Other income	12.1	8.3	9.9	14.2	(1.7)	(15.9)	NM
Total noninterest income	\$ 131.6	\$ 107.9	\$ 118.8	\$ 123.7	\$ 176.3	\$ 52.7	42.6%
Total Revenue	\$ 332.7	\$ 317.7	\$ 329.4	\$ 334.0	\$ 401.1	\$ 67.1	20.1%

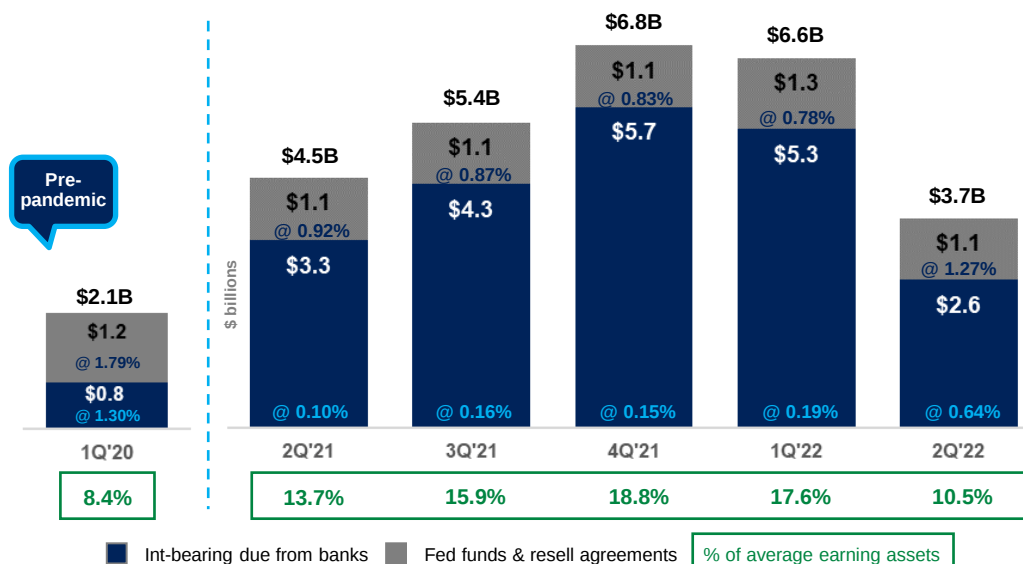
Net Interest Income



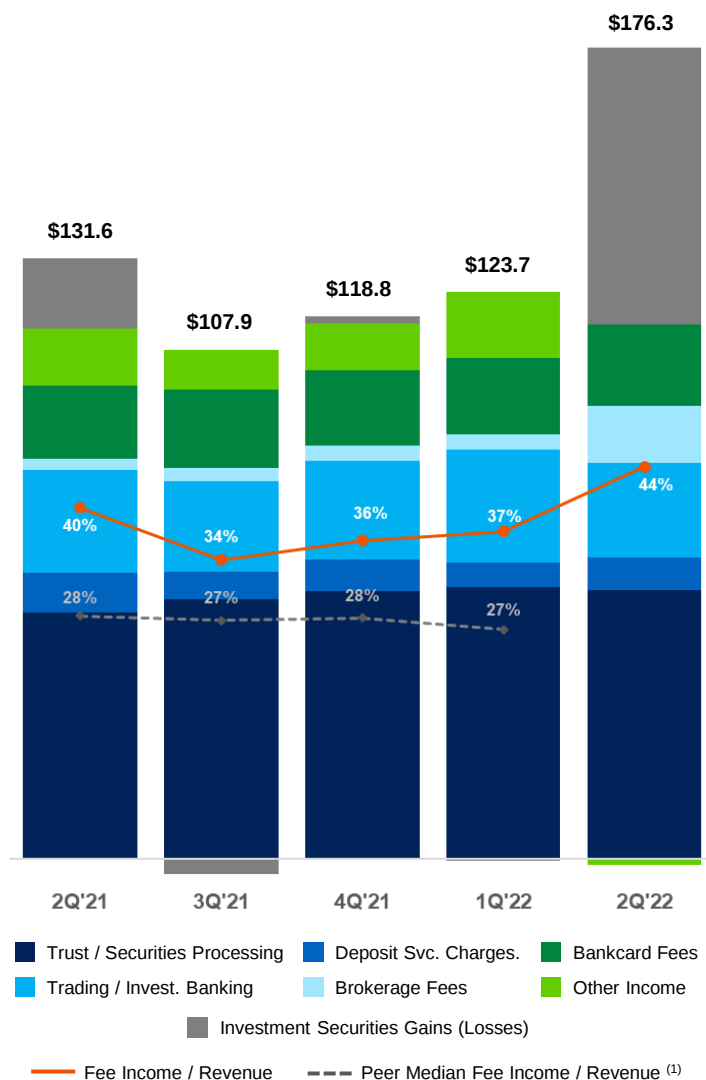
Asset Yield and Liability Cost Trends



Liquidity Trends Impact NIM



Noninterest Income



Current Quarter Drivers

Noninterest income increased \$52.7mm, or 42.6%, vs. 1Q'22, driven by:

- A gain of \$66.2mm realized on the sale of Visa Class B shares, (\$5mm of the gain contributed to charitable foundation), partially offset by a decline of \$4.9mm in market valuations of other equity positions;
- An increase of \$8.9mm in brokerage income, largely driven by 12b-1 and money market revenue share income;
- These increases were partially offset by
 - decreases of \$10.5mm in company-owned life insurance income (with a similar offset in compensation expense) and \$4.2mm in derivative income, both in "other" income; and
 - a decrease of \$3.8mm in deposit service charges due to lower healthcare transfer and conversion fees vs. 1Q'22.

Composition / Changes in Inv. Securities Gains (Losses) and Trust & Securities Processing

	2Q'21	1Q'22	2Q'22	LQ Variance	
				\$ Δ	% Δ
Investment Securities Gains (Losses)					
Equity securities	14.2	(0.5)	60.7	61.2	NM
AFS debt securities	1.3	-	-	-	-
	\$15.5	\$ (0.5)	\$60.7	\$61.2	NM
Trust & Securities Processing					
Personal Banking	13.7	14.0	13.5	(0.5)	(3.6)
Institutional Banking					
Fund Services	29.3	33.3	32.9	(0.4)	(1.2)
Corp. Trust & Inst. Asset Mgmt.	10.9	12.2	12.5	0.3	2.5
	\$53.9	\$59.5	\$58.9	\$ (0.6)	(1.1%)

Noninterest Expense



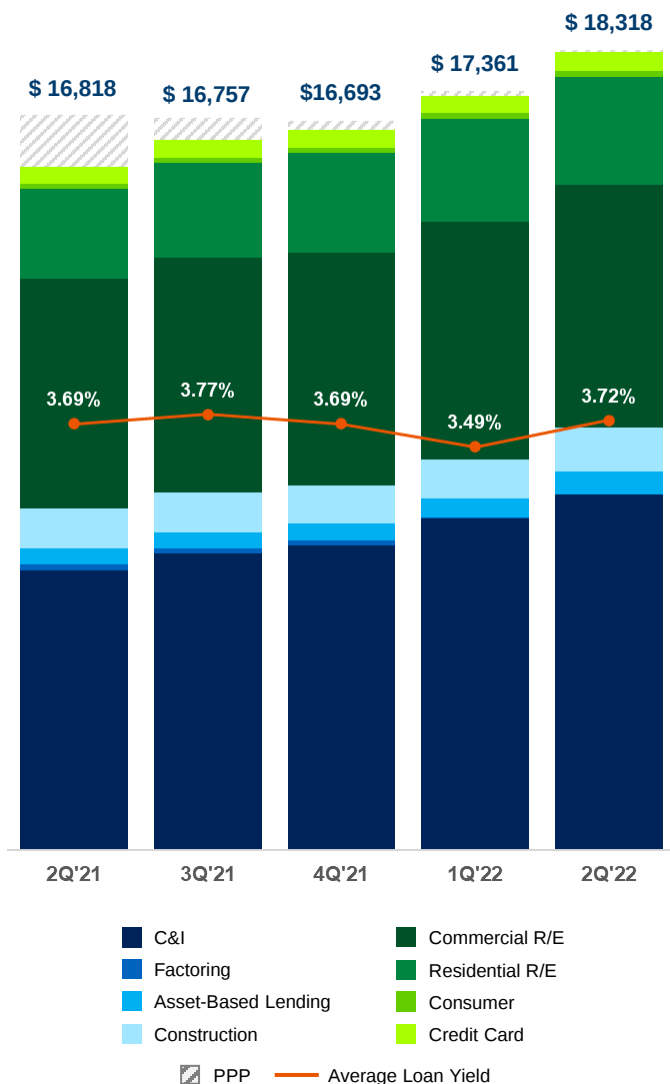
	2Q '21	3Q '21	4Q '21	1Q '22	2Q '22	Linked-Qtr. Variance	
						\$ Δ	% Δ
Salaries & benefits	120.4	125.0	131.4	130.6	121.4	(9.2)	(7.1)
Occupancy	12.3	12.2	10.9	12.2	12.0	(0.3)	(2.1)
Equipment	19.2	19.7	19.9	18.2	18.3	0.2	0.8
Supplies & services	3.5	3.4	4.6	3.3	3.5	0.2	7.1
Marketing & business dev.	4.8	4.9	6.5	4.9	5.3	0.4	7.6
Processing fees	16.5	16.6	19.1	18.4	19.3	0.9	4.9
Legal & consulting	8.1	7.6	10.9	6.9	11.3	4.4	63.0
Bankcard	4.5	4.8	4.9	6.6	5.9	(0.7)	(10.5)
Amortization; other intangibles	1.2	1.1	1.1	1.1	1.2	0.2	14.4
Regulatory fees	2.8	3.2	3.4	3.5	3.5	-	-
Other expense	8.1	10.4	9.8	9.1	12.5	3.4	37.4
Total noninterest expense	\$ 201.3	\$ 208.9	\$ 222.5	\$ 214.8	\$ 214.1	\$ (0.7)	(0.3%)

Current Quarter Drivers

Noninterest expense decreased \$0.7mm, or 0.3%, vs. 1Q'22. Primary drivers:

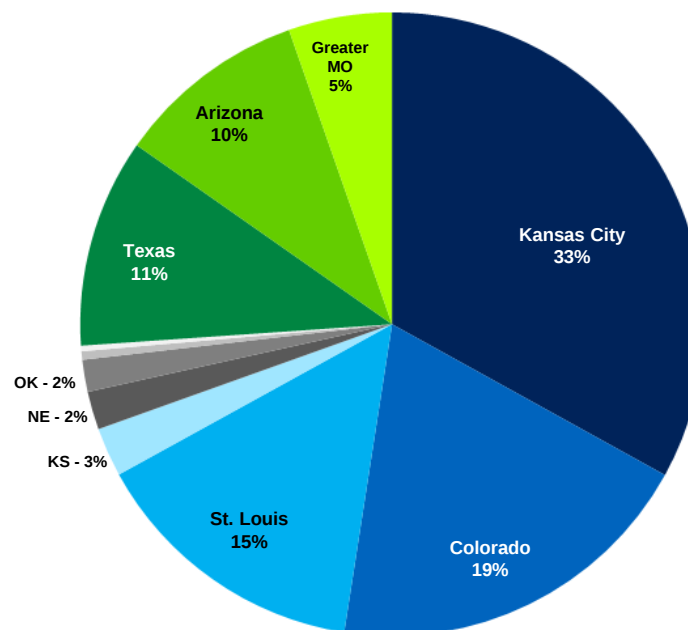
- A decrease of \$10.7mm in deferred compensation expense (offset to decreased COLI income); and
- A seasonal decrease of \$6.2mm in payroll taxes, insurance, and 401(k) expense.
- These decreases were offset by
 - \$4.5mm in higher incentive expense from variable performance-related compensation;
 - \$4.4mm in additional charitable contributions; and
 - An increase of \$4.4mm in legal and consulting expense related to general corporate activities.

Diversified Loan Portfolio



	2Q '21	1Q '22	2Q '22	Linked-Qtr. Variance	
				\$ Δ	% Δ
Commercial & Industrial	6,393	7,583	8,141	558	7.4
CRE/Construction	6,166	6,338	6,570	232	3.7
Residential Real Estate	2,069	2,339	2,459	120	5.1
Specialty Lending	506	463	519	55	11.8
Credit Card	386	400	428	28	7.1
Consumer	122	136	148	12	9.2
Total ex. PPP	\$15,642	\$17,259	\$18,265	\$1,005	5.8%

Loans by Region



Quarterly Loan Activity



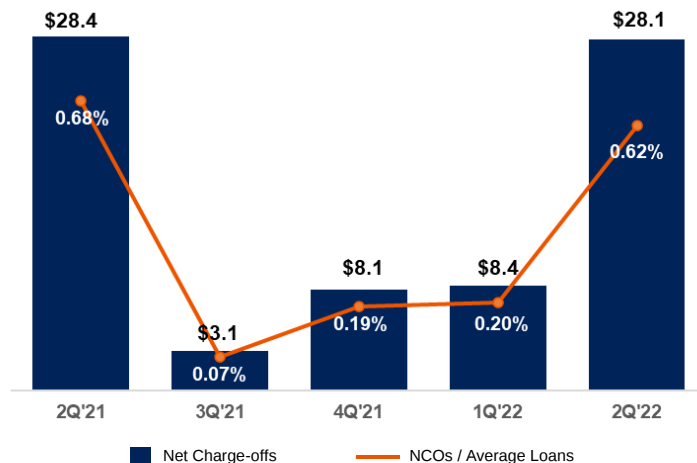
	2Q '21	3Q '21	4Q '21	1Q '22	2Q '22
Gross Loan Production ex. PPP	\$1,272.5	\$904.8	\$1,365.2	\$1,088.7	\$1,301.5
Revolving Balance Changes	414.7	11.6	429.5	407.0	557.1
Net Charge-offs	(28.4)	(3.1)	(8.1)	(8.4)	(28.1)
Payoffs ⁽¹⁾	(414.6)	(674.0)	(606.9)	(474.2)	(243.0)
Paydowns ⁽¹⁾	(235.4)	(232.5)	(297.1)	(393.1)	(296.2)
Net Loan Growth	1,008.8	6.8	882.6	620.0	1,291.3
Total Loans ex. PPP	16,145.1	16,151.8	17,034.4	17,654.5	18,945.8
PPP Balances	765.7	317.7	136.5	77.2	26.4
End-of-Period Total Loans	16,910.8	16,469.5	17,170.9	17,731.7	18,972.2
Paydowns/Payoffs as a % of Loans ex. PPP	4.7%	5.9%	5.6%	5.1%	3.1%

(1) Payoffs and paydowns include C&I and CRE loans.

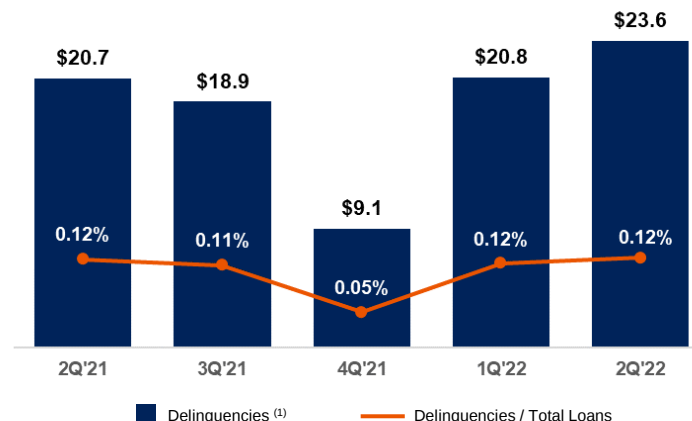
Strong Asset Quality



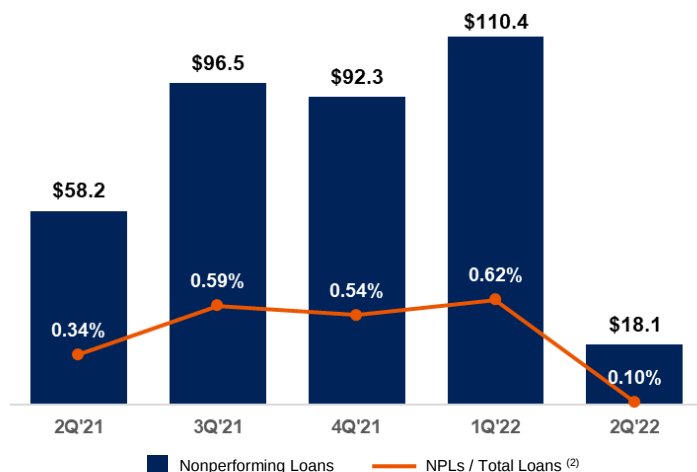
Net Loan Charge-Offs



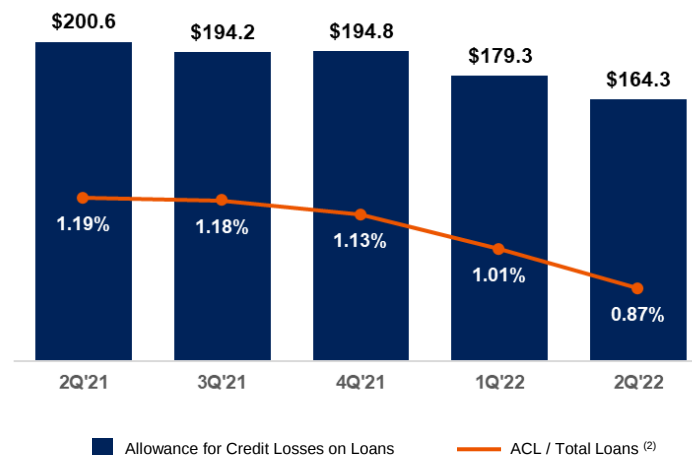
Delinquencies



Nonperforming Loans



Allowance for Credit Losses



Dollars in millions. (1) Delinquencies represent accruing loans > 30 days past due; (2) Total loans include PPP balances.

Detailed Net Charge-Off History



Historical

(\$ in thousands)	2006	2007	2008	2009	2010	2011	2012
Commercial Loans ⁽¹⁾	2,367	1,569	2,943	4,113	6,007	11,880	7,310
Other ⁽¹⁾	4,625	6,704	8,812	16,145	15,690	12,255	10,781
Total Net Charge-Offs	\$ 6,992	\$ 8,273	\$ 11,755	\$ 20,258	\$ 21,697	\$ 24,135	\$ 18,091
Average Total Loans (\$ in millions)	\$ 3,562	\$ 3,888	\$ 4,176	\$ 4,356	\$ 4,584	\$ 4,749	\$ 5,243
NCOs as % of Avg Loans	0.20%	0.21%	0.28%	0.47%	0.48%	0.51%	0.35%

(\$ in thousands)	2013	2014	2015	2016	2017	2018	2019
Commercial Loans ⁽¹⁾	3,881	6,459	3,415	9,192	24,463	57,618	28,970
Other ⁽¹⁾	10,294	9,152	7,082	12,802	7,582	10,101	5,727
Total Net Charge-Offs	\$ 14,175	\$ 15,611	\$ 10,497	\$ 21,994	\$ 32,045	\$ 67,719	\$ 34,697
Average Total Loans (\$ in millions)	\$ 6,217	\$ 6,974	\$ 8,424	\$ 9,986	\$ 10,842	\$ 11,605	\$ 12,759
NCOs as % of Avg Loans	0.23%	0.22%	0.12%	0.22%	0.30%	0.58%	0.27%

Recent Trends

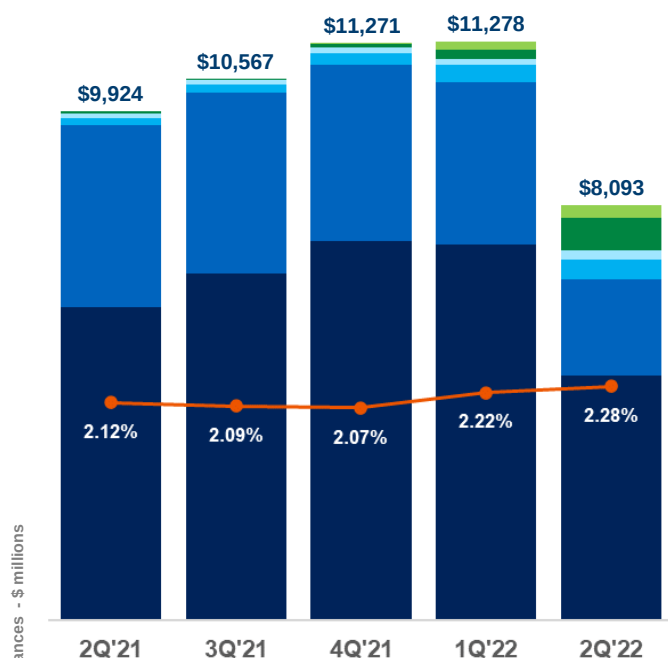
(\$ in thousands)	FY 2020	FY 2021	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22
Commercial & Industrial	2,114	7,287	(3,633)	427	5,902	7,541	27,286
Specialty Lending	-	31,758	31,909	(3)	(33)	-	(1)
Commercial Real Estate	11,848	(362)	(838)	(136)	1,121	(362)	(23)
Consumer Real Estate	150	(46)	(44)	(16)	(3)	4	(57)
Consumer	300	2,201	75	1,699	341	129	130
Credit Cards	5,708	4,044	905	1,156	733	1,066	793
Leases & Other	5	(10)	-	-	-	-	-
Total Net Charge-Offs	\$ 20,125	\$ 44,872	\$ 28,374	\$ 3,127	\$ 8,061	\$ 8,378	\$ 28,128
Average Total Loans (\$ in millions)	\$ 15,109	\$ 16,618	\$ 16,802	\$ 16,744	\$ 16,690	\$ 17,360	\$ 18,317
NCOs as % of Avg Loans	0.13%	0.27%	0.68%	0.07%	0.19%	0.20%	0.62%

(1) Loan categories updated in 2020 with adoption of ASU 2016-13. In prior periods, NCOs for "Commercial" included C&I, commercial card, ABL and factoring loans. NCOs for "Other" included consumer cards, all real-estate loans, consumer loans and DDA.

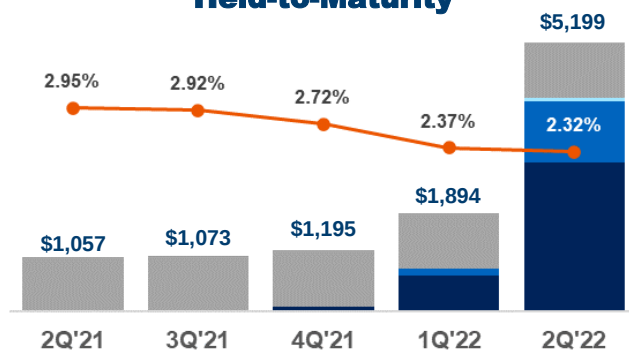
High-Quality Investment Portfolio



Available-for-Sale



Held-to-Maturity



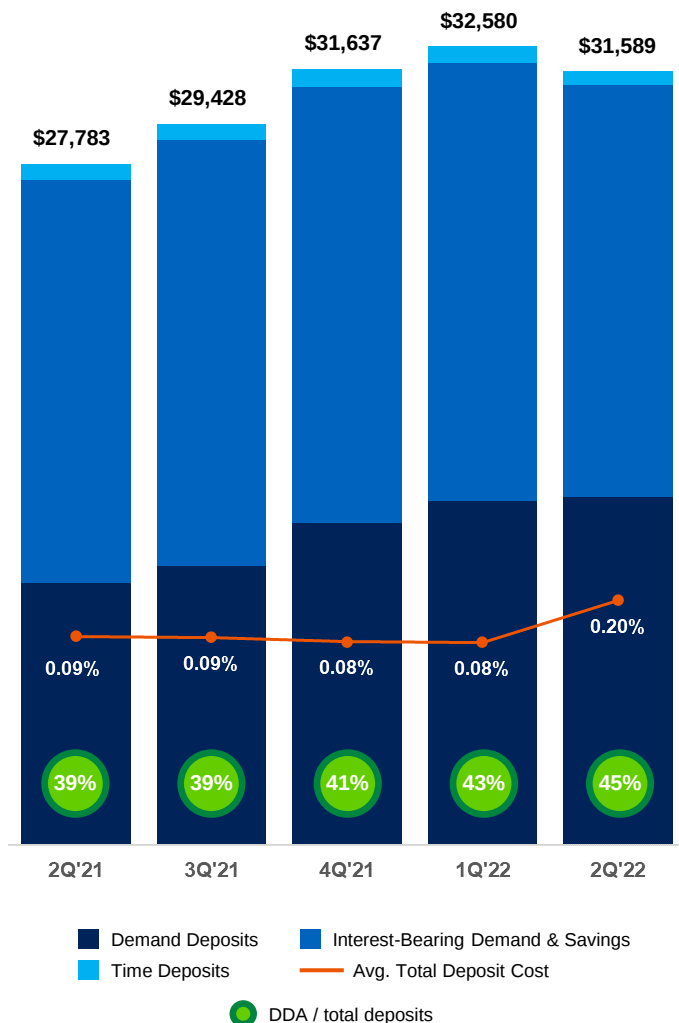
Securities Portfolio Statistics & Activity ⁽¹⁾

\$ in millions	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22
Roll-off / Cash Flow	\$437	\$375	\$407	\$446	\$384
Roll-off Yield	1.77%	1.98%	1.81%	2.00%	2.12%
Purchased ⁽²⁾	\$1,051	\$1,141	\$1,670	\$868	\$912
Purchased Yield	1.40%	1.28%	1.46%	1.89%	2.96%
Next Quarter Scheduled Cash Flows	\$358	\$369	\$453	\$248	\$300
Expected Yield	1.93%	1.80%	1.94%	1.88%	1.86%
Next 12 months Scheduled Cash Flows	\$1,388	\$1,473	\$1,620	\$936	\$1,167
Expected Yield	1.91%	1.84%	1.79%	1.95%	1.84%
AFS Duration in Months					
As-stated	67	67	61	59	57
Swap-adjusted ⁽³⁾	61	61	57	52	49
HTM Duration in Months				88	93

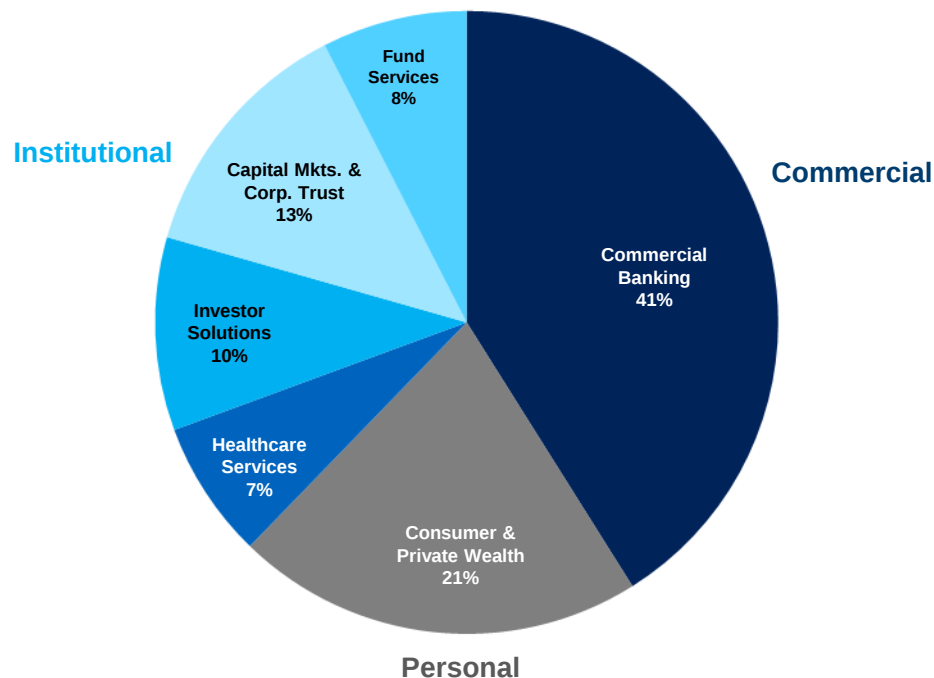


(1) Cash flow and purchase activity and HTM duration includes AFS and the portion of the HTM portfolio managed by the Corporate Treasury team; excludes industrial revenue bonds held-to-maturity;
 (2) Purchases made for roll-off and overbuy; net of purchases related to sales/trades. (3) Includes impact of ~\$760mm pay-fixed receive-float swap portfolio with varying start dates.

Diversified Deposit Mix



Deposits by Line of Business

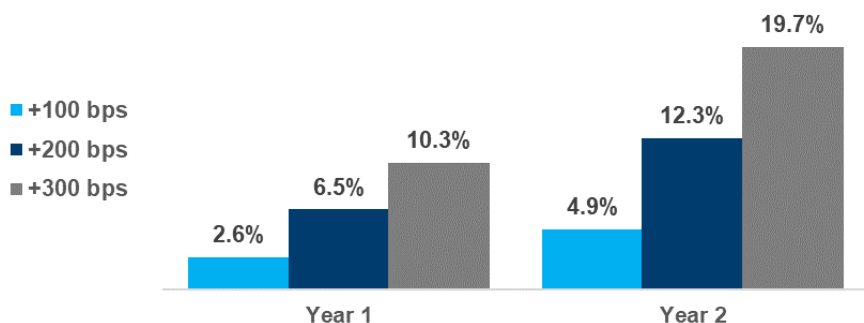


	2Q '21	1Q '22 ⁽¹⁾	2Q '22	Linked-Qtr. Variance \$ Δ	% Δ
Fund Services	1,632	1,882	2,379	496	26.4
Investor Solutions	2,571	3,050	3,166	116	3.8
Consumer & Private Wealth	6,031	6,716	6,690	(26)	(0.4)
Healthcare Services	2,448	2,424	2,257	(167)	(6.9)
Capital Markets / Corp. Trust	3,167	4,782	4,124	(657)	(13.7)
Commercial	11,933	13,726	12,973	(753)	(5.5)
Total	\$27,783	\$32,580	\$31,589	\$(991)	(3.0%)

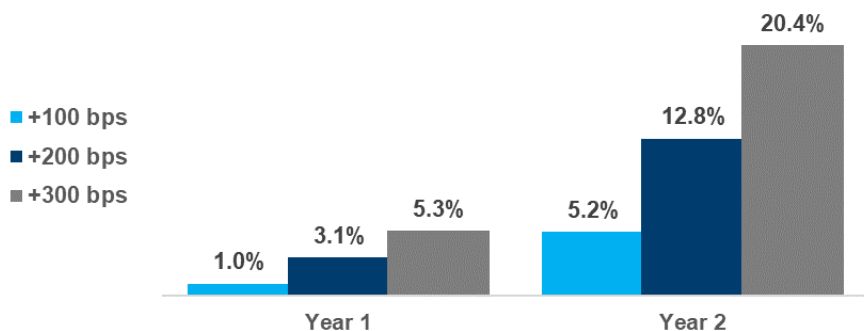
Average balances in millions. (1) Small business deposits were moved from consumer to commercial in 1Q '22.

Impact to Net Interest Income

Shock Scenario – Static Balance Sheet



Ramp Scenario – Static Balance Sheet



Assumptions

- Projected rates for new loans and deposits based on historical analysis, management outlook and repricing strategies
- Asset prepayments and other market risks are developed from industry estimates of prepayment speeds and other market changes

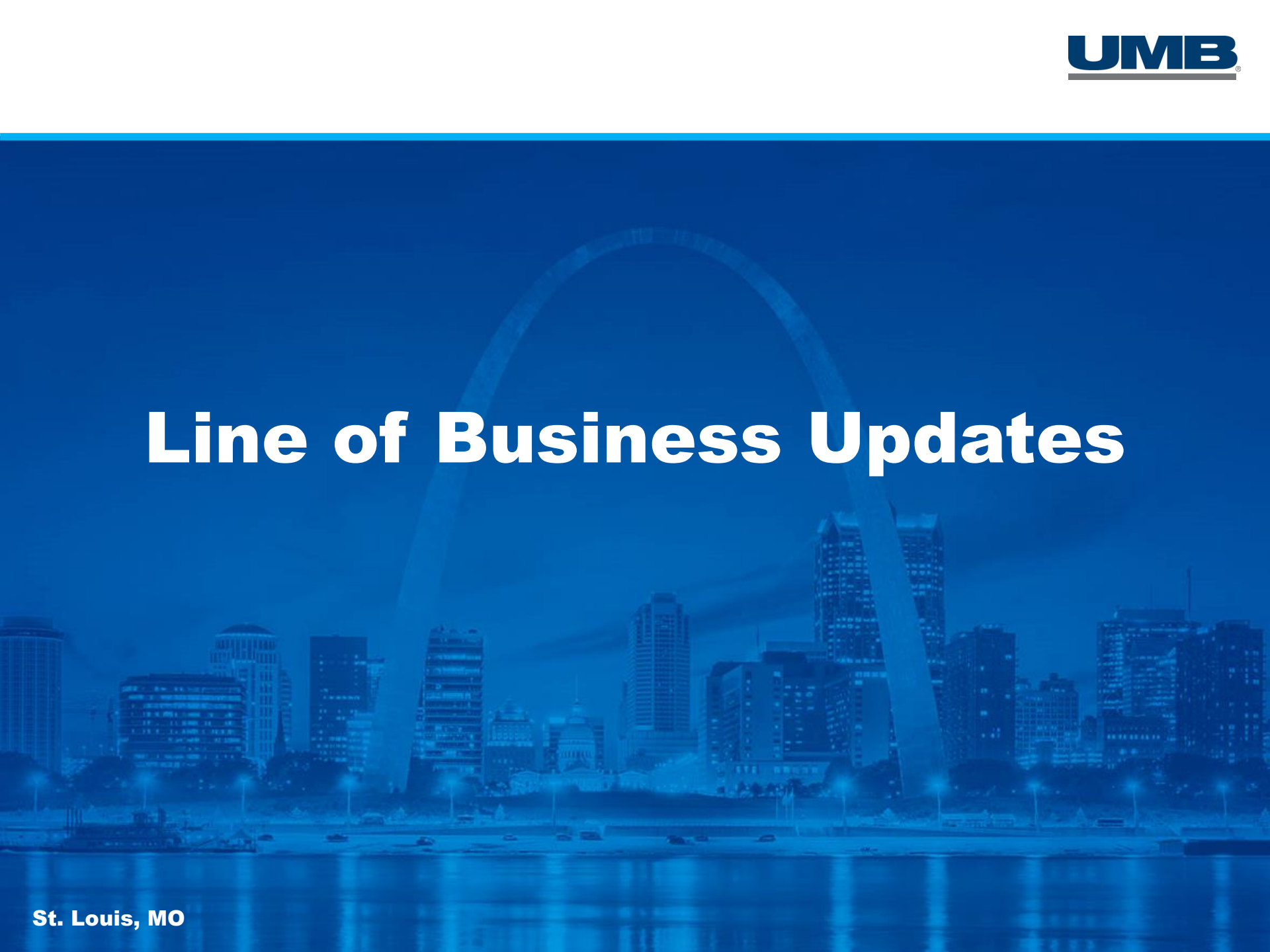
Loan Repricing

58% of total loans, or \$11.0B, are variable.

Of variable loans:

- 64% reprice within 12 months
 - 45% tied to LIBOR ⁽¹⁾
 - 31% - Prime
 - 21% - SOFR
 - 3% - other

(1) Loans tied to LIBOR are expected to migrate to the Secured Overnight Financing Rate index ("SOFR") or other indices by 2Q '23.

The background of the slide is a blue-tinted photograph of the St. Louis skyline. The Gateway Arch is the central focus, its large, white, catenary curve dominating the upper half of the image. Below the arch, the city's skyline is visible, featuring several skyscrapers and the dome of the Missouri State Capitol. The foreground shows the Mississippi River with some boats and lights reflecting on the water.

Line of Business Updates

Commercial Banking Commercial Capabilities



Commercial Lending Portfolio

Middle Market

- C&I Lending
- Working capital lines
- Owner-Occupied CRE
- Equipment loans

Investment Real Estate

- Office
- Retail
- Industrial
- Multi-family
- Hotel
- Student Housing

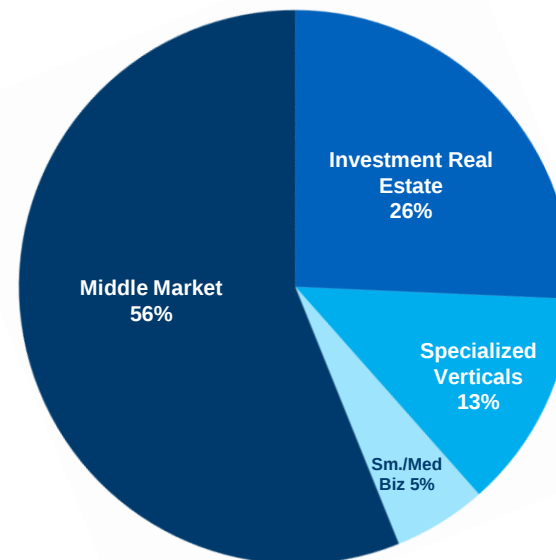
Lending Verticals

- Agribusiness
- Beverage Lending
- Asset-based Lending
- Energy Lending
- Aviation Lending

Small / Medium Business

- Business Banking
- Practice Finance
- Small Business Banking

Average Balance \$15.2B



TOP
10

**Prepaid & Purchasing
Card Volume⁽²⁾**

TOP
15

**Commercial Credit Card
Purchase Volume⁽²⁾**



#28

**Largest farm
lenders in the U.S. ⁽¹⁾**

Commercial Banking

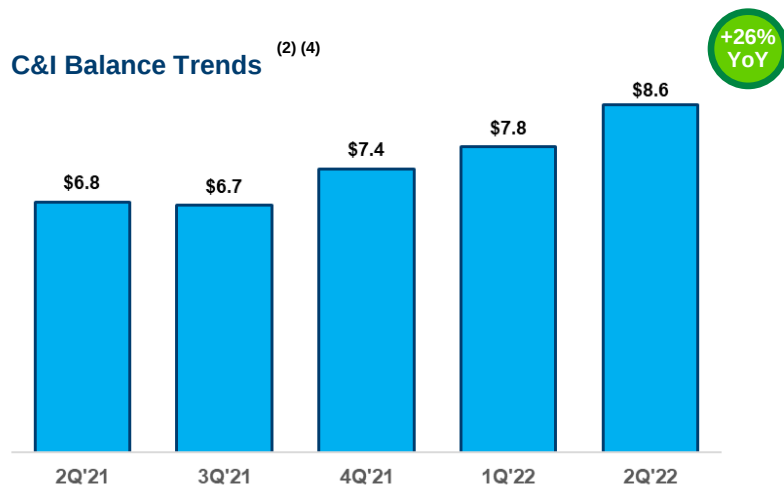
C&I Lending



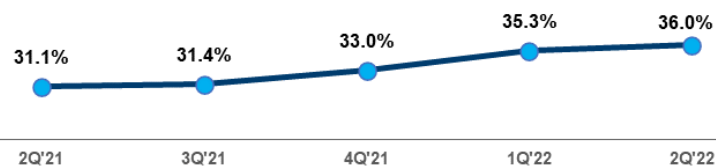
Commercial & Industrial Statistics

- Average loan size: \$5.0 million
- Considerations
 - Internal limits on loan size and projects per sponsor
 - Concentration guidelines for all lending verticals, monitored for changing conditions

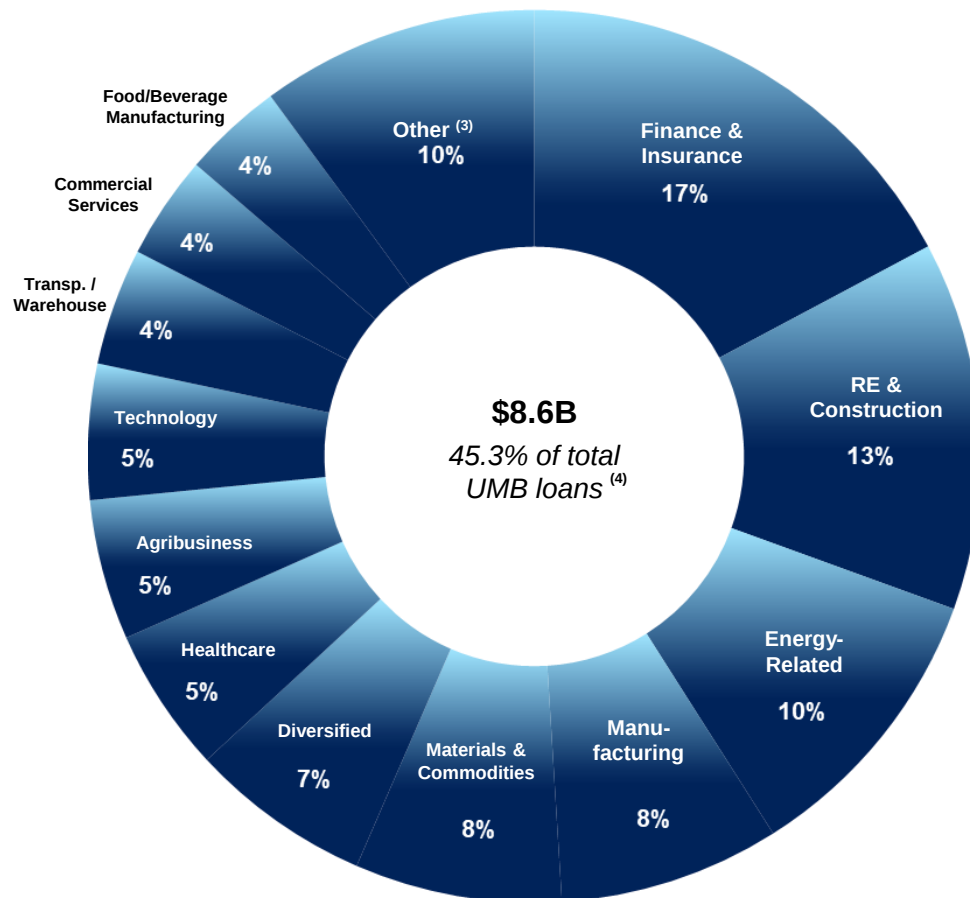
C&I Balance Trends ^{(2) (4)}



Average Line Utilization Trends ⁽⁵⁾



C&I Industry Diversification ^{(1) (2)}



⁽³⁾ Other - 10%

- Retail
- Auto-related
- Entertainment/Recreation
- Consumer Services
- Apparel / Textiles
- Miscellaneous / Undefined
- Government/Education
- Utilities

Commercial Banking Commercial Real Estate



Commercial Real Estate Statistics

- Owner-occupied – new purchase or refinance
- Real estate development – construction / perm financing, bridge financing, renovations
- Investment CRE – 3 to 10-year term loans for property investors

Total Investment CRE Portfolio

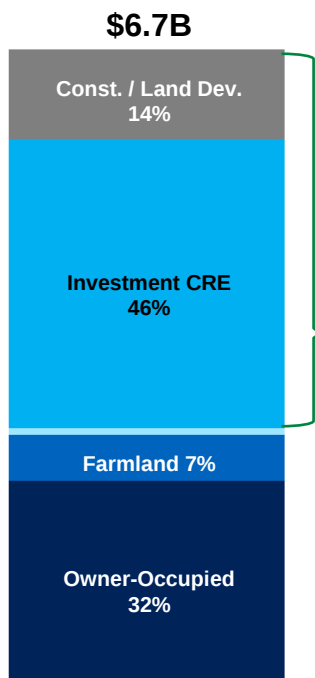
- Average Loan-to-Value: 61%
- Recourse: 85%

Select Property Types / Avg. LTV

- Office / 65%
- Industrial / 66%
- Hotel / 53%
- Retail / 66%
- Multifamily / 55%
- Sr. Living / 67%
- Mixed Use / 56%
- Student Housing / 67%

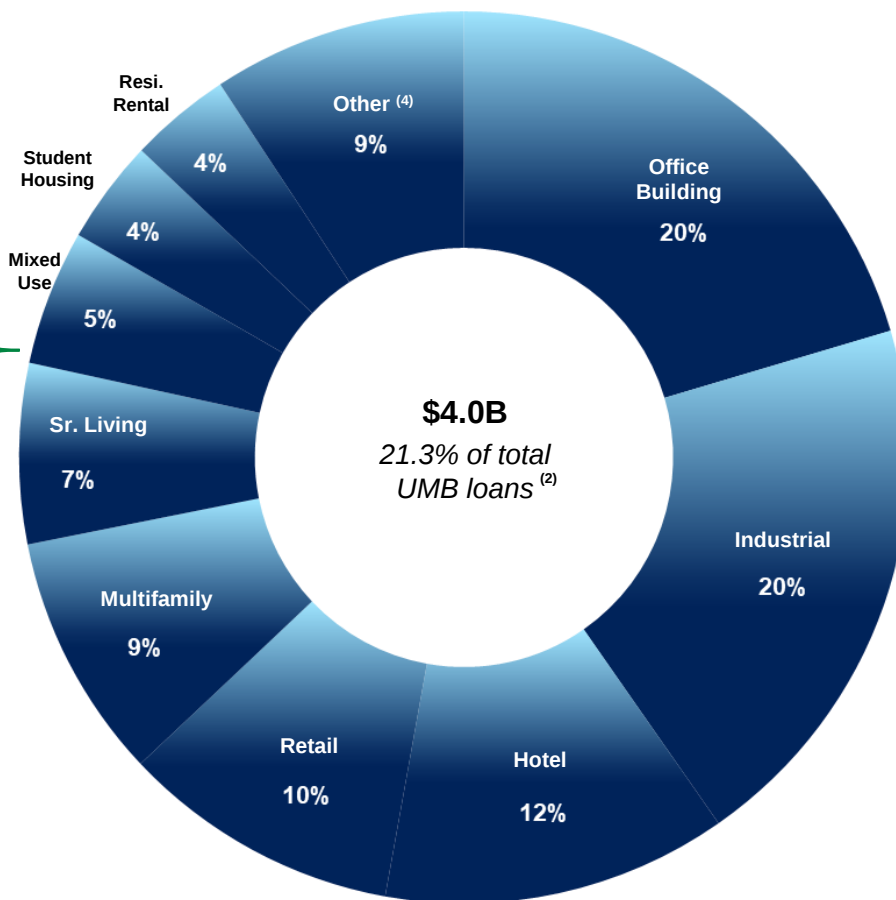
Regulatory Concentrations ⁽³⁾

- Total non-farmland CRE / Total RBC: 156%
- Construction & Development Loans / Total RBC: 34%



as of June 30, 2022
1-4 Unit Residential
Construction = 1% of total

Investment CRE / Construction Portfolio ⁽¹⁾



⁽⁴⁾ Other - 9%

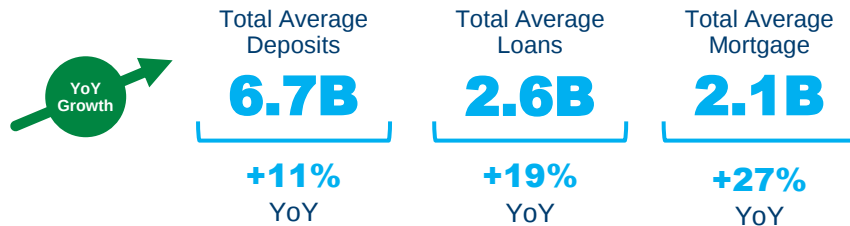
- Vacant Land
- Healthcare
- Home Builder for-sale
- Special Purpose
- Self-storage
- Manufactured Housing

Personal Banking Consumer



Strategic & Stable Source of Low-Cost Funds

Consumer plays a strategic role for UMB as a large and stable source of deposits. Poised for continued asset growth.



Diversified Products, Services & Engagement

New First-Time Homebuyer Program with Down Payment Assistance

500+ Applications YTD
Provided \$920k in down payment assistance to new homeowners

Financial Education – powered by EVERFI

13,700 2Q '22 page views for UMB Financial Education Center landing page

Community Engagements & Sponsorships

29 Organizations engaged by UMB Community Development through 2Q '22

Hybrid Service & Sales Model—provides channel of choice & drives customer satisfaction

Retail Banking

Strategically positioned for sales growth

92 **233**

Banking Centers

ATMs

Private Banking

Growth engine for new customers and deepening existing relationships.

27 **+26%**

Private Bankers across 9 regions

YoY Growth in Average Private Banking Deposits

Digital Banking

\$24mm 31% of non-mortgage loan applications

11% of new retail deposit accounts

\$49mm Consumer deposits via Mobile
+13% YoY

NPS Score

66.6

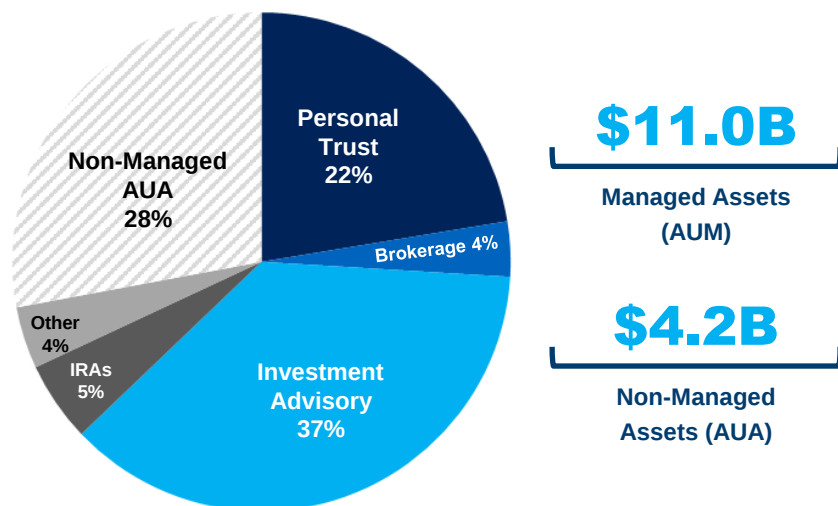
UMBF

Industry Average ⁽¹⁾
51

Personal Banking Private Wealth Management



Customer Assets



Wealth Management

- Financial planning
- Discretionary investment management
- Investment research & education
- Brokerage services



Trust Management and Estate Planning

- Charitable foundation planning & administration
- Trustee & successor trustee services
- Personal custody, including self-directed IRAs
- Unique asset administration
- Fine art management
- Trust tax preparation

New Assets / Sales ⁽¹⁾



Family Wealth Management *A multi-family office*

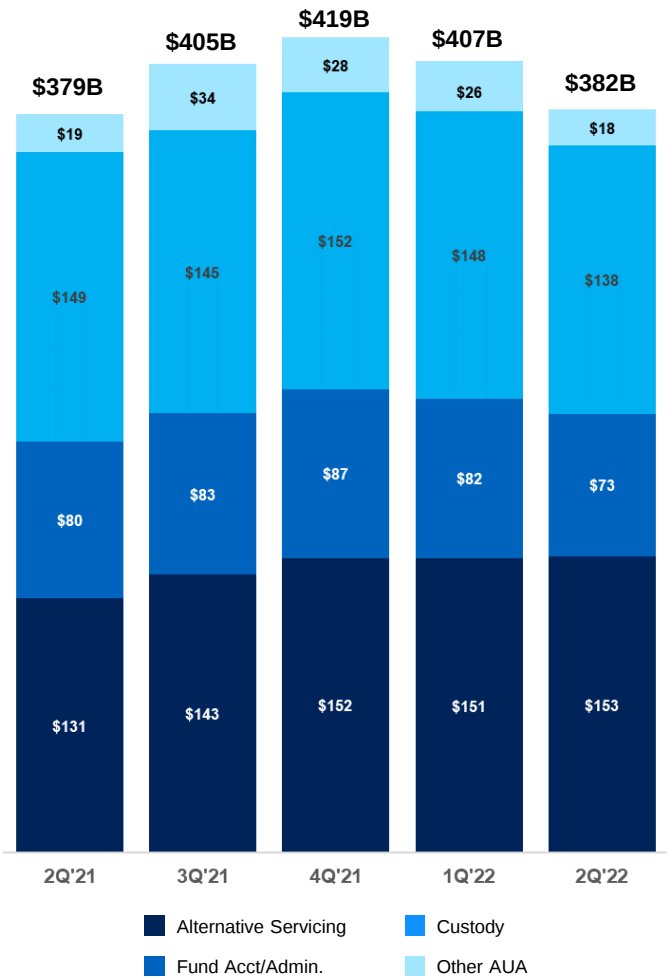
- Strategic wealth solutions for ultra-high net worth families
- Business succession planning & continuity
- Direct private equity investments opportunities

Institutional Banking

Fund Services & Institutional Custody



Assets Under Administration



Fund Services – Registered Funds & Alternative Investments

Provides services for 1,700 funds, including registered and alternative investment funds, PE funds, real estate and venture capital funds and ETFs and more.



Best Interval Fund Administrator (1)



Best Administrator – Technology (2)



Best Administrator – GPs with assets <\$30B (3)

Institutional Custody

One of the nation's leading providers of domestic and global custody, serving insurance companies, public & private corporations, nonprofits, municipalities, fund companies and endowments. Established in 1948.



Best Custodian – 2021 (4)

+172

**New Custody Accounts
+24% vs. 2Q'21**

(1) With Intelligence '19-'20 & '22 Awards; (2) Hedgeweek U.S. Awards '20 & PE Wire U.S. Awards '20; (3) PE Wire '21; (4) HFM U.S. Services Awards '21.

Institutional Banking Corp/Specialty Trust & Capital Markets



Corporate Trust & Escrow Services

Provides trustee, paying agent and escrow services to municipal and corporate issuers.

#3

**Municipal Trustee ⁽¹⁾ (2)
& Paying Agent ⁽²⁾
in U.S.**

+15%

**New Business \$
Volume YTD**

1,104 Deals in '22

\$33B

**Assets Under
Administration**

Specialty Trust & Agency Solutions

Services for asset-backed securitizations, aviation and other transportation and real estate projects. Workout and successor trustee services on behalf of bondholders of defaulted transactions.

+33%

**348 Deals YTD
vs. 262 in 2021**

+68%

**Growth in New
Business \$
Volume YTD**

**TOP
10**

#1 Agent for Debtor-in-Possession financing ⁽³⁾

#7 Aviation & Asset-Based Securitization Trustee ⁽⁴⁾

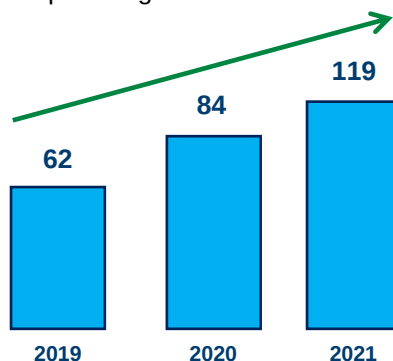
Capital Markets Division

Capital solutions including fixed income sales, trading and underwriting for institutional, municipal and not-for-profit organizations.

Public Finance

68

Closed Deals YTD '22



Annual - Closed Deals

Examples of recent deals:



Ysleta Independent
School District, TX

\$146,040,000

- General Obligation Bonds
- Senior Manager

Regional Medical Center

Regional Medical Center
Manchester, IA

\$6,310,000

- Hospital Revenue Refunding Bonds
- Sole Manager



State of Oregon

\$217,690,000

- Oregon State Lottery Revenue Bonds
- Co-Manager

*Products and services offered through UMB Bank Capital Markets Division
NOT FDIC INSURED | MAY LOSE VALUE | NOT BANK GUARANTEED.*

Institutional Banking

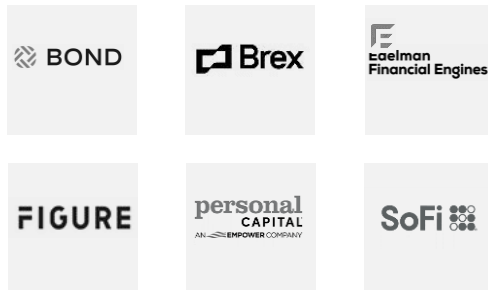
Investor Solutions & Healthcare Services



Investor Solutions

Our banking as a service (BaaS) solution includes deposit services for checking, saving, and investment accounts, including expanded FDIC insurance through our proprietary Sweep Program.

Sample Fintech Partnerships



\$71B

**FDIC Sweep Assets
Under Administration**
~ 6mm accounts

>65mm

**Annual ACH
Transactions**



Healthcare Services

Provides a suite of tax-advantaged benefit accounts including Health Savings Accounts (HSAs), Flexible Spending Accounts (FSAs), Health Reimbursement Arrangements (HRAs), and Commuter Benefit Accounts.



Recognized for Investment Quality ⁽¹⁾

**TOP
10**

Top 10 HSA Custodians in the U.S. ⁽²⁾



**Named a Top HSA for Features &
Investment Options ⁽³⁾**

1.2mm

HSA Account Holders

4.1mm

Benefit Cards

\$2.7B

**In HSA Assets
& Deposits**

+\$500mm

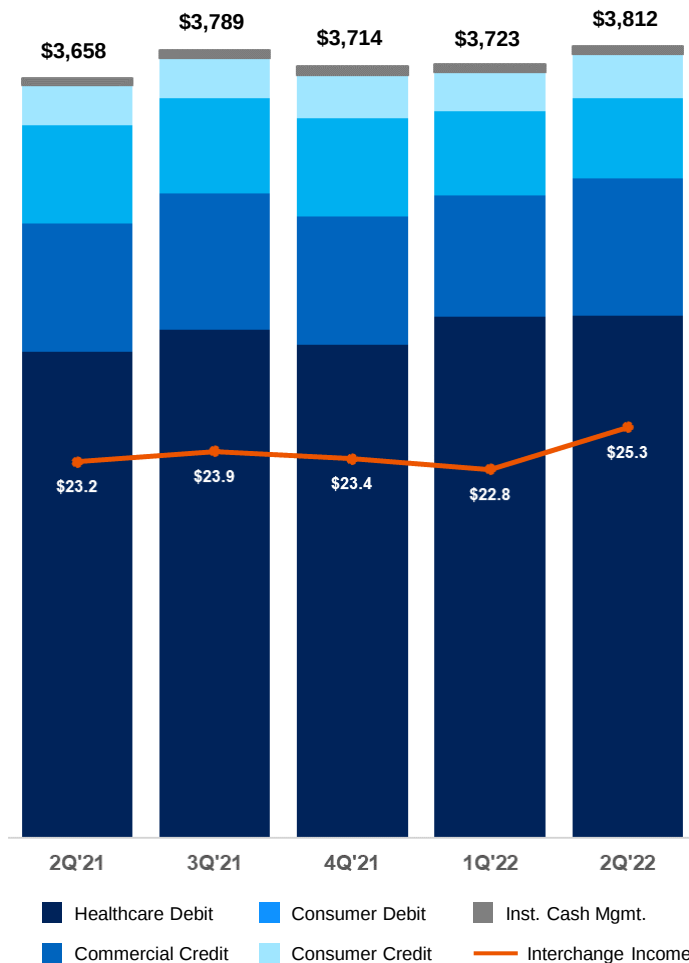
**Agreement to acquire HSA
business from Old National
June 2022 ⁽⁴⁾**

Payments

Credit & Debit Card Products



Card Purchase Volume & Interchange Trends



2Q '22 Card Spend

\$3.8B



#23

23rd In U.S. Credit Card Purchase Volume (1)

Appendix

Governance

Our Board of Directors



Robin Beery
CC (Chair), RC



Janine Davidson
CC, GC



K.C. Gallagher
AC, RC



Greg Graves
Lead Independent
Director, GC (Chair)



Mariner Kemper
Chairman of
the Board



Sandy Kemper



Gordon Lansford
AC (Chair), CC



Tim Murphy
AC, CC



Tammy Peterman
GC, RC



Kris Robbins
AC, RC (Chair)



Josh Sosland
GC, RC



Leroy Williams
CC, RC

Advisory Directors



Jim Rine
CEO, UMB Bank, n.a.



Tom Wood

Forward-Looking Statements



This presentation contains, and our other communications may contain, forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as “believe,” “expect,” “anticipate,” “intend,” “estimate,” “project,” “outlook,” “forecast,” “target,” “trend,” “plan,” “goal,” or other words of comparable meaning or future-tense or conditional verbs such as “may,” “will,” “should,” “would,” or “could.”

Forward-looking statements convey our expectations, intentions, or forecasts about future events, circumstances, results, or aspirations. All forward-looking statements are subject to assumptions, risks, and uncertainties, which may change over time and many of which are beyond our control. You should not rely on any forward-looking statement as a prediction or guarantee about the future. Our actual future objectives, strategies, plans, prospects, performance, condition, or results may differ materially from those set forth in any forward-looking statement. Some of the factors that may cause actual results or other future events, circumstances, or aspirations to differ from those in forward-looking statements are described in our Annual Report on Form 10-K, our Quarterly Reports on Form 10-Q or Current Reports on Form 8-K, or other applicable documents that are filed or furnished with the U.S. Securities and Exchange Commission (SEC).

In addition to such factors that have been disclosed previously: macroeconomic and other challenges and uncertainties related to the COVID-19 pandemic, such as the impacts to the U.S. and global economies; and impacts related to or resulting from Russia’s military action in Ukraine, such as the broader impacts to financial markets and the global macroeconomic and geopolitical environments, may also cause actual results or other future events, circumstances, or aspirations to differ from our forward-looking statements.

Any forward-looking statement made by us or on our behalf speaks only as of the date that it was made. We do not undertake to update any forward-looking statement to reflect the impact of events, circumstances, or results that arise after the date that the statement was made, except to the extent required by applicable securities laws. You, however, should consult disclosures (including disclosures of a forward-looking nature) that we may make in any subsequent Annual Report on Form 10-K, Quarterly Report on Form 10-Q, Current Report on Form 8-K, or other applicable document that is filed or furnished with the SEC.

Non-GAAP Reconciliations



The following are non-GAAP measures used by from time to time. To the extent a non-GAAP measure is used during this presentation, a reconciliation to such measure's closest GAAP equivalent is provided below. UMB believes that these non-GAAP financial measures may be useful to investors because they adjust for items that management does not believe reflect the Company's fundamental operating performance.

- Operating PTPP income for the relevant period is defined as GAAP net interest income plus GAAP noninterest income, less noninterest expense, adjusted to reflect the impact of excluding expenses related to acquisitions, severance expense, and COVID-19 related expense.
- Operating PTPP-FTE for the relevant period is defined as GAAP net interest income on a fully tax equivalent basis plus GAAP noninterest income, less noninterest expense, adjusted to reflect the impact of excluding expenses related to acquisitions, severance expense and COVID-19 related expense.
- Tangible book value per share is defined as total shareholders' equity, net of intangible assets, divided by total shares outstanding.
- Tangible common equity ratio is calculated as total shareholders' equity, net of intangible assets, divided by total assets, net of intangible assets.

Operating Pre-Tax, Pre-Provision Income

	Three Months Ended				
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021
Net interest income (GAAP)	\$ 224,791	\$ 210,355	\$ 210,570	\$ 209,765	\$ 201,071
Noninterest income (GAAP)	176,335	123,678	118,782	107,907	131,589
Noninterest expense (GAAP)	214,127	214,778	222,483	208,869	201,338
Adjustments to arrive at operating noninterest expense:					
Acquisition expense	—	—	18	—	—
Severance expense	52	145	359	639	103
COVID-19 related expense	—	—	169	190	182
Total Non-GAAP adjustments	52	145	546	829	285
Operating noninterest expense (Non-GAAP)	214,075	214,633	221,937	208,040	201,053
Operating pre-tax, pre-provision income (Non-GAAP)	\$ 187,051	\$ 119,400	\$ 107,415	\$ 109,632	\$ 131,607
Net interest income EPS - diluted (GAAP)	\$ 4.62	\$ 4.31	\$ 4.31	\$ 4.30	\$ 4.13
Noninterest income (GAAP)	3.62	2.53	2.43	2.22	2.70
Noninterest expense (GAAP)	4.40	4.40	4.55	4.29	4.13
Acquisition expense	—	—	—	—	—
Severance expense	—	—	0.01	0.01	—
COVID-19 related expense	—	—	—	—	0.01
Operating pre-tax, pre-provision EPS - diluted (Non-GAAP)	\$ 3.84	\$ 2.44	\$ 2.20	\$ 2.24	\$ 2.71

(unaudited, dollars in thousands except per share data)

Non-GAAP Reconciliations



Operating Pre-Tax, Pre-Provision Income; Fully Tax-Equivalent Basis

	Three Months Ended		
	Jun. 30, 2022	Mar. 31, 2022	Jun. 30, 2021
Net interest income (GAAP)	\$ 224,791	\$ 210,355	\$ 201,071
Adjustments to arrive at net interest income - FTE:			
Tax equivalent interest	6,278	6,399	6,629
Net interest income - FTE (Non-GAAP)	231,069	216,754	207,700
Noninterest income (GAAP)	176,335	123,678	131,589
NonInterest Expense (GAAP)	214,127	214,778	201,338
Adjustments to arrive at operating noninterest expense:			
Acquisition expense	-	-	-
Severance expense	52	145	103
COVID-19 related expense	-	-	182
Total Non-GAAP adjustments	52	145	285
Operating noninterest expense (Non-GAAP)	214,075	214,633	201,053
Operating Pre-tax, pre-provision income - FTE (Non-GAAP)	\$ 193,329	\$ 125,799	\$ 138,236
Net interest income EPS - diluted (GAAP)	\$ 4.62	\$ 4.31	\$ 4.13
Adjustments to arrive at net interest income - FTE:			
Tax equivalent interest	0.13	0.13	0.13
Net interest income EPS - diluted (FTE) (Non-GAAP)	4.75	4.44	4.26
Noninterest income (GAAP)	3.62	2.53	2.70
Noninterest expense (GAAP)	4.40	4.40	4.13
Acquisition expense	-	-	-
Severance expense	-	-	-
COVID-19 related expense	-	-	0.01
Operating Pre-tax, pre-provision income - FTE EPS - diluted (Non-GAAP)	3.97	2.57	2.84

Non-GAAP Reconciliations



Tangible Book Value

	As of				
	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Jun. 30, 2021	Dec. 31, 2006
Total shareholders' equity (GAAP)	\$ 2,642,888	\$ 2,748,405	\$ 3,145,424	\$ 3,090,244	\$ 848,875
Less: Intangible assets					
Goodwill	182,225	182,225	174,518	174,518	93,723
Other intangibles, net	14,465	15,690	14,416	16,636	19,309
Total intangibles, net	196,690	197,915	188,934	191,154	113,032
Total tangible shareholders' equity (Non-GAAP)	\$ 2,446,198	\$ 2,550,490	\$ 2,956,490	\$ 2,899,090	\$ 735,843
Total shares outstanding	48,305,286	48,403,262	48,430,805	48,346,371	42,266,041
Ratio of total shareholders' equity (book value) per share	\$ 54.71	\$ 56.78	\$ 64.95	\$ 63.92	\$ 20.08
Ratio of total tangible shareholders' equity (tangible book value) per share (Non-GAAP)	\$ 50.64	\$ 52.69	\$ 61.05	\$ 59.96	\$ 17.41

Non-GAAP Reconciliations



Tangible Common Equity Ratio

	As of		
	Jun. 30, 2022	Dec. 31, 2021	Dec. 31, 2006
Total shareholders' equity (GAAP)	2,642,888	\$ 3,145,424	\$ 848,875
Less: Intangible assets			
Goodwill	182,225	174,518	93,723
Other intangibles, net	14,465	14,416	19,309
Total intangibles, net	196,690	188,934	113,032
Total tangible shareholders' equity (Non-GAAP)	<u>2,446,198</u>	<u>\$ 2,956,490</u>	<u>\$ 735,843</u>
Total assets (GAAP)	37,507,841	\$ 42,693,484	\$ 8,917,765
Less: Intangible assets			
Goodwill	182,225	174,518	93,723
Other intangibles, net	14,465	14,416	19,309
Total intangibles, net	196,690	188,934	113,032
Total tangible assets (Non-GAAP)	<u>37,311,151</u>	<u>\$ 42,504,550</u>	<u>\$ 8,804,733</u>
Total shareholders' equity to total assets ratio (GAAP)	7.05%	7.37%	9.52%
Tangible common equity to tangible assets ratio (Non-GAAP)	6.56%	6.96%	8.36%

Our Peer Group



ASB	Associated Banc-Corp	ONB	Old National Bancorp
BOKF	BOK Financial Corporation	PNFP	Pinnacle Financial Partners, Inc.
CADE	Cadence Bank	PB	Prosperity Bancshares, Inc.
CBSH	Commerce Bancshares, Inc.	SNV	Synovus Financial Corp.
CFR	Cullen/Frost Bankers, Inc.	UMPQ	Umpqua Holdings Corporation
FNB	F.N.B. Corporation	VLY	Valley National Bancorp
FULT	Fulton Financial	WTFC	Wintrust Financial Corporation
HWC	Hancock Whitney Corporation		

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