



Wintrust Financial Corporation (WTFC)

Yizhuo Liu
Marcus Kamrath

WINTRUST®

Senior Analyst: Jeff Steers

Presentation Overview





Company Overview

Company Overview

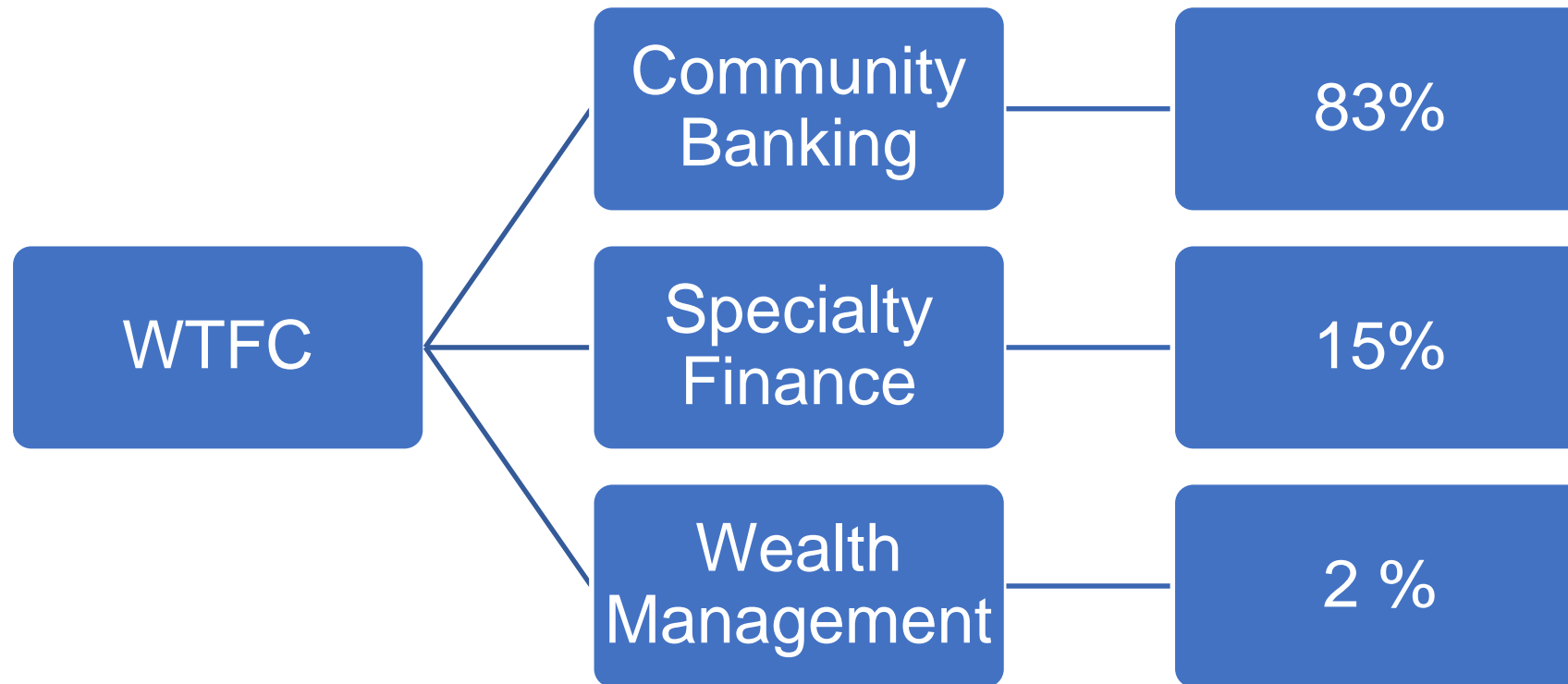


- Multi-bank holding company consisting of 15 independently ran subsidiary banks and over 150 branches
- Geographical reach includes the metropolitan Chicago and south-eastern Wisconsin regions
- Primary revenue is generated from interest bearing products and services, mostly through their diverse loan portfolio

WINTRUST®



Breakdown by Segment



Peer Analysis



Name	Ticker	Market Cap (Million)	Revenue (Million)	EPS	PEG	P/E	ROE	Total Loans to Total Deposits
Wintrust Fin. Corp.	WTFC	4,158.4	1,291.8	5.54	1.15	13.3	11.1	94.7%
Bank of Hawaii Corp.	BOH	3,181.6	660.2	5.06	1.83	15.1	12.8	66.0%
Associated Bancorp.	ASB	3,910.8	1,198.7	1.93	1.59	12.74	7.32	91.6%
MB Financial	MBFI	3,587.0	991.4	5.25	1.68	8.1	10.7	97.0%
Cathay General Bancorp	CATY	2,984.4	599.3	3.17	2.32	11.1	11.4	101.5%
<i>Peer Average</i>	-	3,564.44	948.28	4.19	1.52	12.07	10.67	90.16%



Investment Thesis

Mergers and Acquisitions

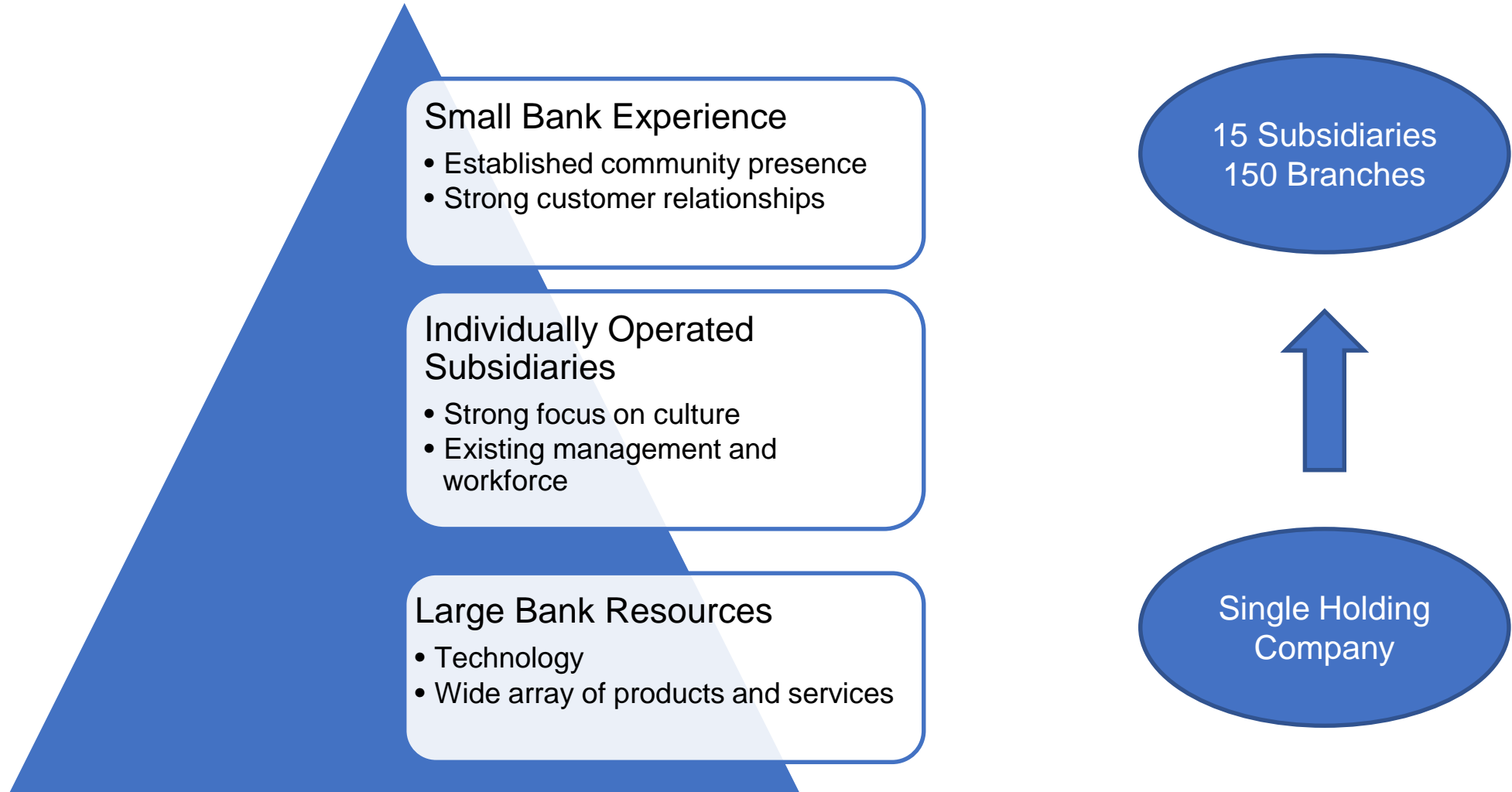


- Price of \$34m
- \$215m to existing depository portfolio
- \$145m to existing loan portfolio



- Terms of transaction have not been made public
- \$157m to existing deposit portfolio
- \$151m to existing loan portfolio

Competitive Difference



Sector Trends



Interest Rates

Government Regulation

Technology



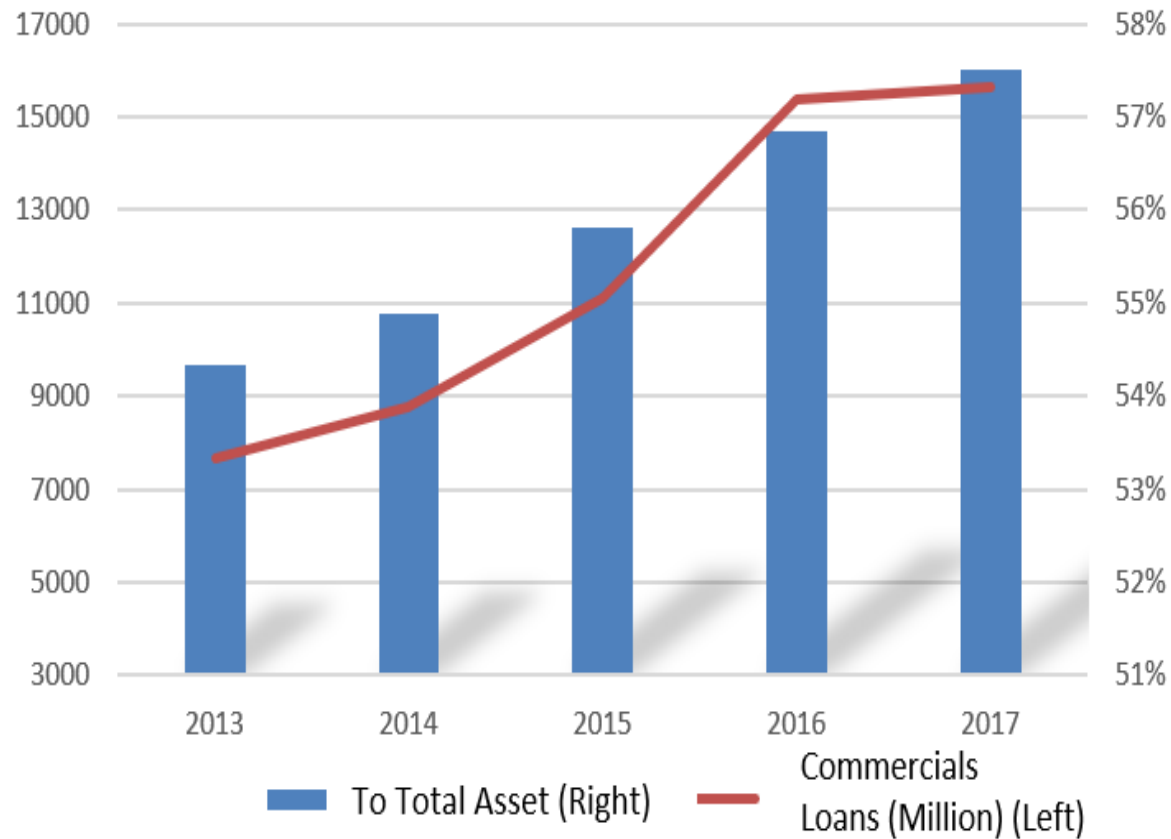


Risks

Risks



High Proportion of Commercial Loans



Unanticipated Changes in Interest Rates





Financial Analysis

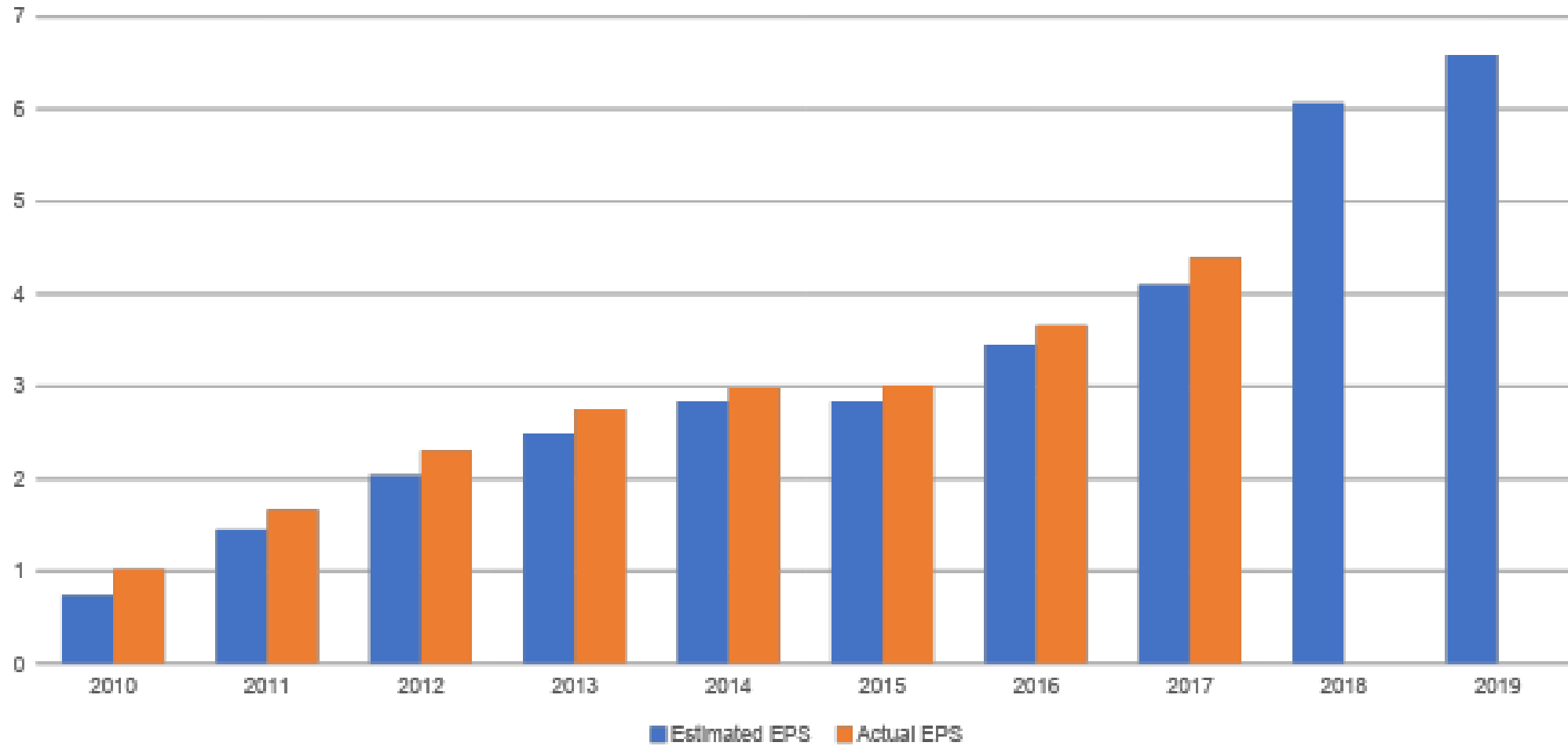
Stock Price v. S&P 500



EPS



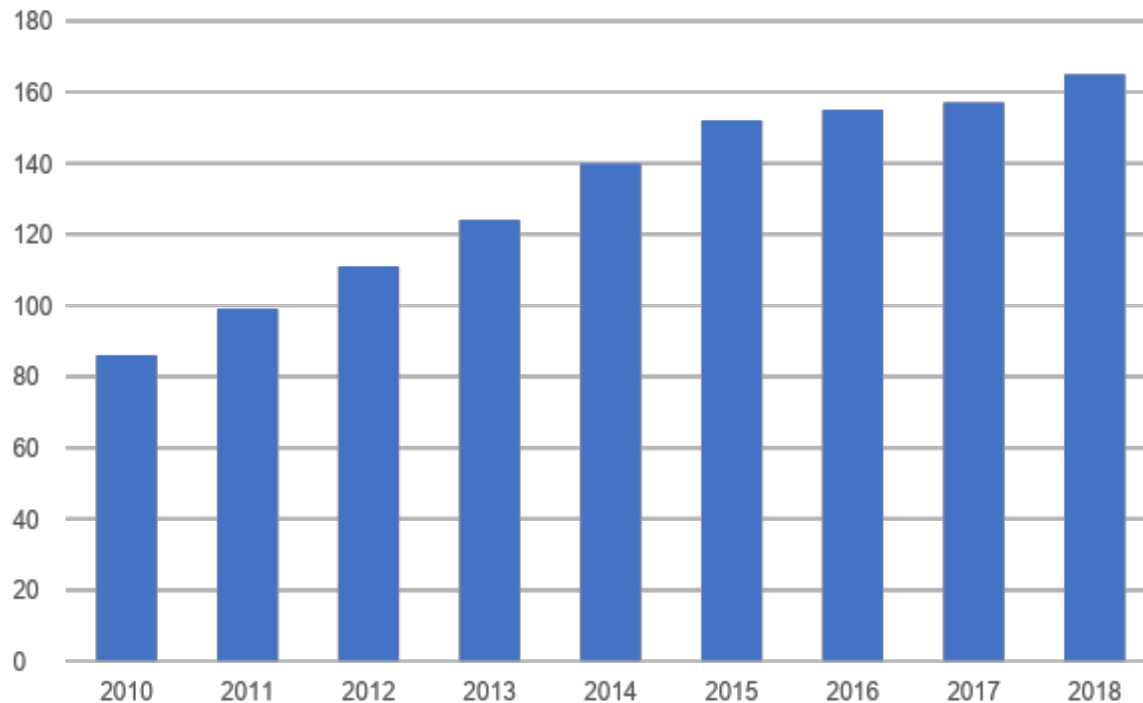
WTFC EPS



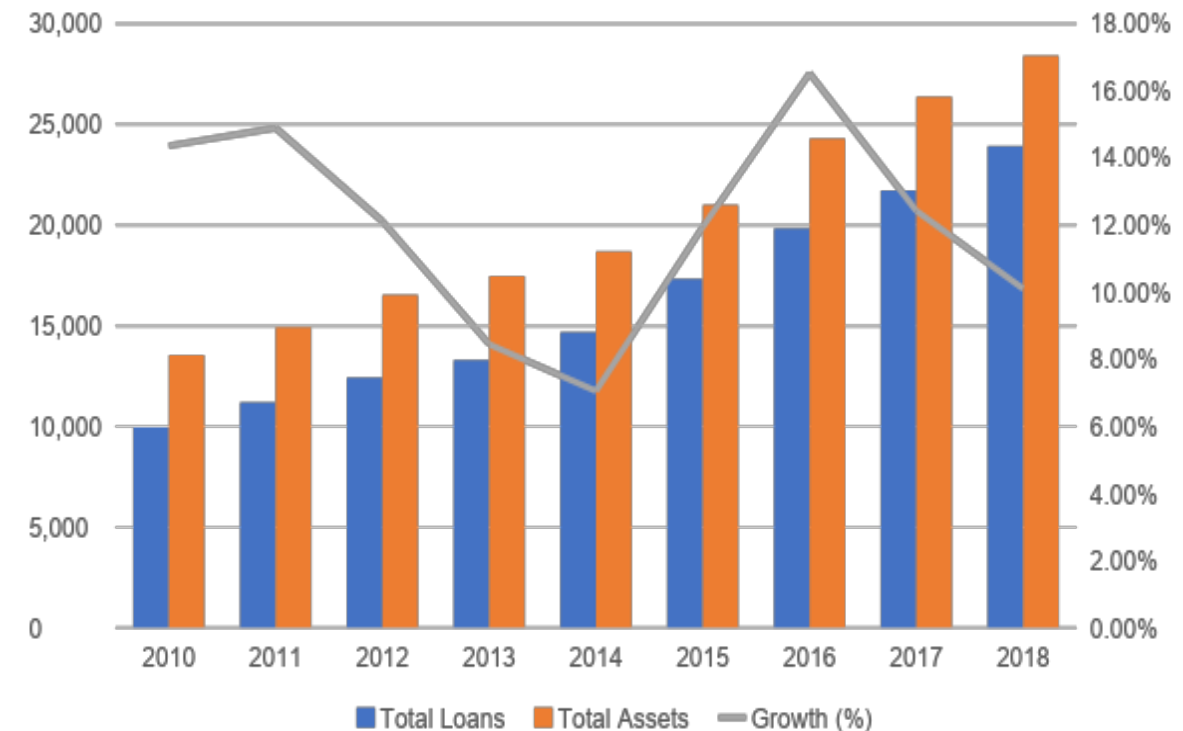
Branch, Loan, and Asset Growth



Total Branches



Total Loan and Asset Growth (YoY)





Valuation

Revenue Estimates



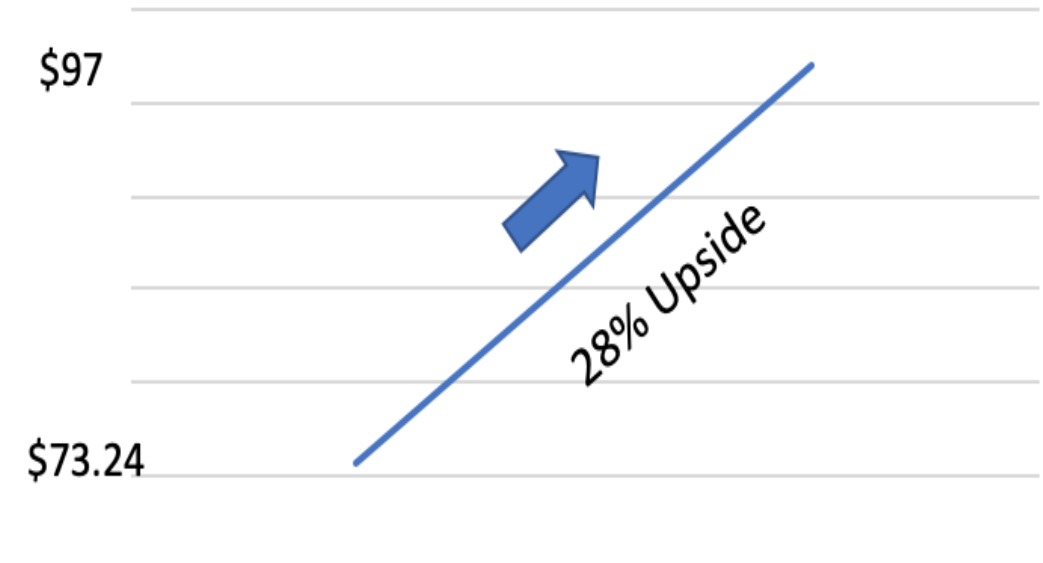
	History		Estimates	
Revenue (M)	Dec 2016	Dec 2017	Dec 2018	Dec 2019
Analyst	1,047.6	1,151.6	1,337	1,451
Growth Rate	14.7%	9.9%	16.2%	8.5%
Team	-	-	1,324	1,483
Growth Rate	-	-	15%	12%

Valuation



Model	Price	Weight
Tangible Book	\$86	40%
Multiple	\$112	40%
Graham Number	\$89	20%

Current Price
\$73.24
Target Price
\$97
Target Range
\$90-\$100



Management



- Edward Wehmer: Founder, President, CEO, Chairman
 - Been with the company since conception
 - Consistent financial growth and success
 - Complete managerial control
 - CPA experience in Mergers and Acquisitions



- David Dykstra: COO
 - Been with the company since 1996
 - Lead strategist for operational and technological functions



Questions?