

# Meta Financial Group Investor Fact Sheet

Fourth Fiscal Quarter and Fiscal Year Ended September 30, 2018



## Executive Leadership Team

### Brad C. Hanson

President and Chief Executive Officer

### Glen W. Herrick

Chief Financial Officer

### Michael "Mick" Goik

Head of Commercial Finance

### Shelly A. Schneekloth

Head of Technology and Operations

### Sheree S. Thornsberry

Head of Payments

**Meta Financial Group, Inc.® (Nasdaq: CASH)** is the holding company for the financial services company MetaBank® ("Meta"). Founded in 1954, Meta has grown to operate in several different financial sectors: community banking, national lending, payments and tax services. Meta works with high-value niche industries, strategic-growth companies and technology adopters to grow their businesses and build more profitable customer relationships. Meta tailors solutions for bank and non-bank businesses, and provides a focused collaborative approach. The organization is helping to shape the evolving financial services landscape by directly investing in innovation and acquiring complementary businesses that strategically expand its suite of services. Meta has a national presence and over 1,200 employees, with corporate headquarters in Sioux Falls, S.D.

In 2018, Fortune Magazine named Meta to its annual 100 Fastest-Growing Companies list for the second year in a row, citing the financial services company's three-year earnings per share, revenue and total return growth rates.

## Investor Relations

### Brent R. Olthoff

Head of Finance

### Brittany K. Elsasser

Director of Investor Relations

605.362.2423

InvestorRelations@metabank.com

## Company Headquarters

5501 South Broadband Lane  
Sioux Falls, SD 57108

## Analyst Coverage

### Sandler O'Neill + Partners

Frank Schiraldi

### Raymond James

Daniel E. Cardenas

### Keefe, Bruyette & Woods

Michael Perito

### B. Riley FBR

Steve Moss

### Market Data<sup>(1)</sup>

As of October 31, 2018

Closing Price	\$25.24
Market Cap	\$988.9 Million
Dividend Yield	0.79%
Kroll Rating Senior Unsecured Debt	Holding Company Bank
	BBB+ A-

### Financial Information

As of September 30, 2018

Total assets	\$5.84 billion
Non-performing assets to total assets	0.72%
Loan-to-deposit ratio	66.2%
Percentage non-interest-bearing deposits quarter average	57.7%
Cost of deposits (excl. wholesale) quarter average	0.15%
Tier 1 leverage ratio	Bank 9.78%

1) All share and per share data for all periods presented in this Fact Sheet have been adjusted to reflect the 3-for-1 forward stock split effected by the Company on October 4, 2018.

## Business Developments and Key Highlights

Completed acquisition of Crestmark Bancorp, Inc. ("Crestmark") on August 1, 2018

- First publicly announced on January 9, 2018 and was consummated following receipt of regulatory and shareholder approvals.
- Transformational transaction combines two highly-profitable and high-growth earnings-driven cultures, providing national commercial and industrial lending platform and immediate pipeline of insurance premium financing business, while reducing seasonality of earnings.
- The fair value of loans and leases receivable and deposits acquired pursuant to the Crestmark acquisition was \$1.05 billion and \$1.12 billion, respectively.

Stock Split and Dividend Increase announced on August 28, 2018

- On October 5, 2018, Meta common stock began trading on a split-adjusted basis as a result of the 3-for-1 forward stock split with respect to Meta's common stock, which was previously announced on August 28, 2018 and effected on October 4, 2018.
- Meta also announced on August 28, 2018 that its Board of Directors approved an increase in the quarterly common stock dividend, to \$0.05 per share, or \$0.20 annualized (which amounts reflect the effectiveness of the stock split) representing a 15.4% increase over the quarterly dividend paid in the prior quarter (as adjusted to reflect the forward stock split).

This report, which was prepared by Meta Financial Group, Inc., contains statements as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are qualified in their entirety by the cautionary language set forth in Meta Financial Group, Inc.'s filings with the Securities and Exchange Commission.

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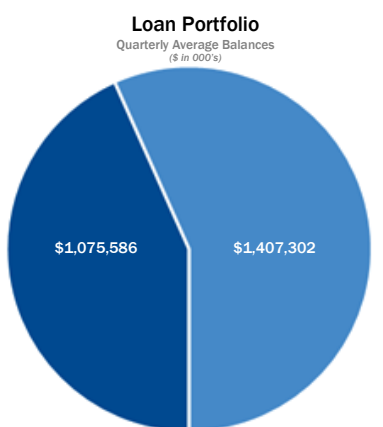


Fourth Fiscal Quarter and Fiscal Year Ended September 30, 2018

## Financial Highlights

Meta delivered record earnings of \$51.6 million for fiscal year 2018, representing 15% growth over the prior year. Results benefited from organic growth and the early contributions of the Crestmark national commercial lending business acquired August 2018.

- Fiscal year 2018 net interest income grew to \$130.5 million, increasing 40% over the prior fiscal year.
- Total net loans and leases receivable increased \$1.6 billion, or 122%, to \$2.9 billion at September 30, 2018 compared to September 30, 2017. When excluding Crestmark loans and leases, total net loans and leases receivable increased \$454.0 million, or 34%, over the same period.
- Net interest margin, tax equivalent, for the fiscal fourth quarter of 2018 increased to 4.27% from 3.13% over the same period of the prior year, and increased 104 basis points from the fiscal third quarter of 2018.



46% CAGR in loan portfolio over past five years  
based on quarterly average balances

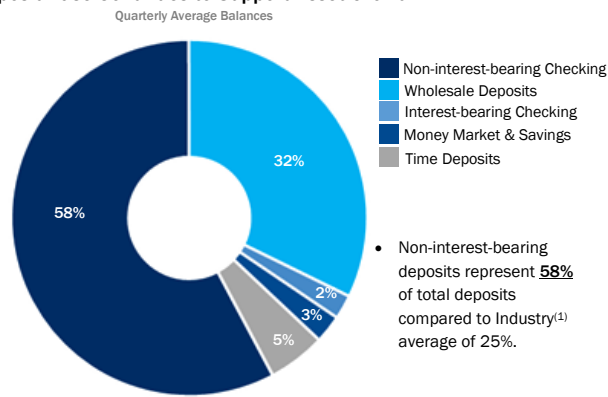
### Community Bank

- Community bank loan growth of 18%, Y/Y, as of September 30, 2018, driven primarily by an increase in commercial real estate.
- Agricultural loans represented 1% of total assets at September 30, 2018.

### National Lending

- Excluding the Crestmark division, national lending loans and leases increased 74%, Y/Y, as of September 30, 2018.
- Commercial insurance premium finance loan growth of 35%, Y/Y, as of September 30, 2018.
- Commercial and consumer finance make-up \$1.1 billion and \$302.6 million of national lending portfolio, respectively, based on fourth quarter average balances.

## Deposit Base Continues to Support Asset Growth

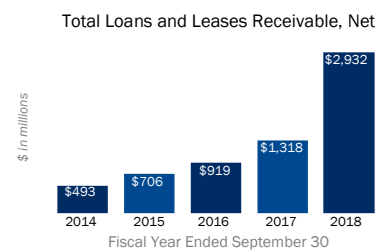
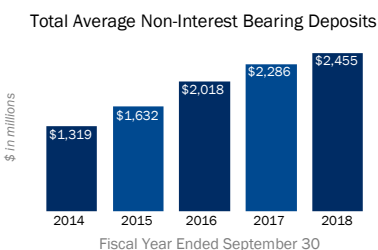
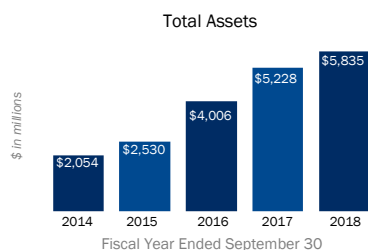


- Non-interest-bearing Checking
- Wholesale Deposits
- Interest-bearing Checking
- Money Market & Savings
- Time Deposits

- Non-interest-bearing deposits represent 58% of total deposits compared to Industry<sup>(1)</sup> average of 25%.

	Quarter Ended		Year Ended	
	September 30, 2018	September 30, 2017	September 30, 2018	September 30, 2017
Net interest income	\$48.5	\$24.5	\$130.5	\$93.2
Non-interest income	24.6	29.8	184.5	172.2
Non-interest expense	66.6	53.7	228.2	199.7
Loan loss provision	4.7	(0.1)	29.4	10.6
Income, net of tax	8.7	1.7	51.6	44.9
Diluted earnings per share	\$0.24	\$0.06	\$1.67	\$1.61
Diluted shares	35,823,162	28,243,353	30,853,050	27,908,232
Net interest margin, tax equivalent	4.27%	3.13%	3.41%	3.05%

(Dollars in millions, except share and per share data<sup>(2)</sup>)



1) Industry average data for quarter ended June 30, 2018, as reported by S&P Global Market Intelligence as of November 7, 2018, includes 922 Banks and Savings Banks/Thriffs/Mutuals, in the United States.  
2) All share and per share data for all periods presented in this Fact Sheet have been adjusted to reflect the 3-for-1 forward stock split effected by the Company on October 4, 2018.