

# Meta Financial Group Investor Fact Sheet

First Fiscal Quarter December 31, 2017



## Executive Leadership Team

### J. Tyler Haahr

Chairman of the Board and Chief Executive Officer

### Brad C. Hanson

President

### Glen W. Herrick

Chief Financial Officer

### Shelly A. Schneekloth

Head of Technology and Operations

### Sheree S. Thornsberry

Head of Payments

### M. Brent Turner

Head of Consumer Lending

**Meta Financial Group, Inc.® (Nasdaq: CASH)**, headquartered in Sioux Falls, S.D., is the holding company for MetaBank®, a federally chartered savings bank, Member FDIC. MetaBank operates in several segments within the Banking and Payments industries: MetaBank, its community banking operation; Meta Payment Systems, its electronic payments division; AFS/IBEX, its commercial insurance premium financing division; and Refund Advantage, EPS Financial and Specialty Consumer Services, its tax-related financial solutions divisions.

MetaBank's vision is to promote *financial inclusion for everyone*®. In 2017, Meta Financial Group was named one of the top 100 Fastest-Growing Companies (Fortune magazine). Meta Payment Systems consistently ranks as one of the top two prepaid card issuers in the United States, generating growth in fee income along with a low-cost, long duration deposit base.

## Investor Relations Contact

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## Company Headquarters

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## Analyst Coverage

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Frank Schiraldi

### Raymond James

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### Keefe, Bruyette & Woods

Michael Perito

### B. Riley FBR

Steve Moss

### Lake Street Capital Markets

Josh Elving

## Market Data

As of March 16, 2018

Closing Price	\$116.10
Market Cap	\$1.12 billion
Dividend Yield	0.45%
Kroll Rating	Holding Company Bank
	BBB+/Stable A-/Stable

## Financial Information

As of December 31, 2017

Total assets	\$5.42 billion
Non-performing assets to total assets	0.61%
Loan-to-deposit ratio	42.7%
Percentage non-interest-bearing deposits	79.1%
Cost of deposits (excl. wholesale) quarter average	0.07%
Tier 1 leverage ratio	Bank 9.61%

## Business Developments and Key Highlights

- On January 9, 2018, announced that it entered into a definitive merger agreement with Crestmark Bancorp, Inc. ("Crestmark"), the holding company of Crestmark Bank, whereby Meta will acquire Crestmark in an all-stock transaction.
- Proposed merger with Crestmark will further enhance earning asset mix, increasing the percentage of loans to total assets, as well as providing an additional channel to deploy national prepaid deposits at attractive yields.
- On January 25, 2018, announced that it entered into a three-year program agreement with Liberty Lending, LLC ("Liberty Lending"), whereby MetaBank will provide personal loans to Liberty Lending customers. This marks the entry point for Meta into a direct-to-consumer credit business, leveraging its balance sheet to generate high income on higher margin products.
- On March 12, 2018, announced 10-year renewal of relationship with Money Network Financial, LLC, a wholly-owned subsidiary of First Data (NYSE: FDC). MetaBank and Money Network have worked together since 2005 to deliver a host of prepaid products.

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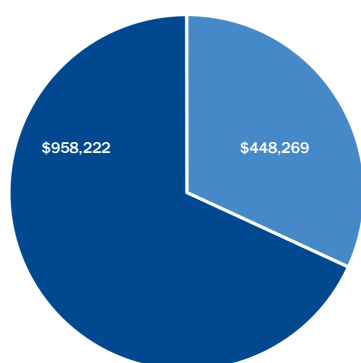


## Financial Highlights

Meta Financial Group first fiscal quarter 2018 results include record breaking net income for fiscal first quarter, solid loan growth from community bank and national lending platforms, and continued low cost of core deposits.

- Recorded net income of \$4.7 million, or \$0.48 per diluted share, for the three months ended December 31, 2017, compared to net income of \$1.2 million, or \$0.14 per diluted share, for the three months ended December 31, 2016, an increase of 275%.
- Total loans receivable, net of allowance for loan losses, increased \$393.2 million, or 36%, at December 31, 2017, compared to December 31, 2016. Commercial insurance premium finance loans increased \$56.2 million or 31% and community banking loans increased \$223.3 million, or 29%.
- Overall cost of deposits was 0.24% in the first quarter of fiscal 2018 and would have been 0.07% when excluding wholesale deposits.

**Loan Portfolio**  
Quarterly Average Balances



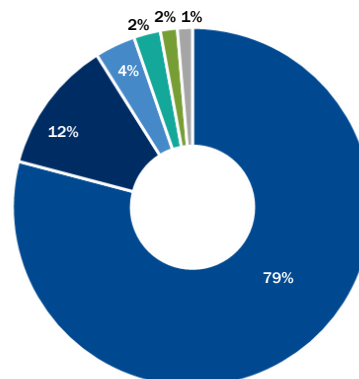
### Community Bank

- Community bank loan growth of 29%, Y/Y, driven primarily by increase in commercial real estate.
- Agricultural loans represent only 1.59% of total assets.

### National Lending

- Commercial insurance premium finance loan growth of 31%, Y/Y.
- Seasoned, insured floating rate student loan portfolios with current yields of ~6%.
- Tax service loans generate fee income, income reflected in "tax product income."

**Solid Deposit Base Supports Asset Growth**



- Non-interest-bearing deposits represent **79%** of total deposits compared to Industry<sup>(1)</sup> average of 20%.
- Wholesale deposits primarily utilized to fund seasonal, short-term tax services loans.

36% CAGR in loan portfolio over past five years.

	Quarter Ended		Year Ended	
	December 31, 2017	December 31, 2016	September 30, 2017	September 30, 2016
<i>(Dollars in millions, Except Share and Per Share Data)</i>				
Total assets	\$5,418	\$4,213	\$5,228	\$4,006
Total loans receivable, net	1,500	1,107	1,318	919
Total deposits	3,514	3,663	3,223	2,430
Average non-interest-bearing deposits	2,328	2,056	2,286	2,018
Shareholders' equity	438	372	434	335
Net interest income	\$26.2	\$19.8	\$93.2	\$77.3
Non-interest income	29.3	19.3	172.2	100.8
Income, net of tax	4.7	1.2	44.9	33.2
Diluted earnings per share	\$0.48	\$0.14	\$4.83	\$3.91
Diluted shares	9,712,841	9,001,400	9,302,744	8,497,346
Net interest margin, tax equivalent	3.06%	2.90%	3.05%	3.19%

1) Industry average data for quarter ended December 31, 2017, as reported by S&P Global Market Intelligence, includes 952 Banks and Savings Banks/Thrifts/Mutuals, in the United States.