



Great Western Bancorp, Inc. is the bank holding company for Great Western Bank, a full-service regional bank focused on relationship-based business and agribusiness banking.

## Company Overview

- \$12.95 billion in total assets as of June 30, 2019
- Headquartered in Sioux Falls, South Dakota
- 6<sup>th</sup> largest U.S. farm lender<sup>1</sup>
- 174 banking branches across nine states as of June 30, 2019
- Big-bank capabilities, small-bank service

## Market Information

As of June 30, 2019

Exchange: NYSE: GWB

Closing Price: \$35.72

52-week Range: \$29.52 - \$44.60

Shares Outstanding: 56.94 million

Market Capitalization: \$2.03 billion

P/E (trailing): 13.0x

3Q FY19 Dividend: \$0.30 per share

Credit Ratings: Kroll Senior Unsecured BBB+ (Holding Company), A- (Bank)

## Analyst Coverage

Bank of America/Merrill Lynch, Ebrahim Poonawala  
 D.A. Davidson, Jeff Rulis  
 J.P. Morgan, Janet Lee  
 Keefe, Bruyette & Woods, Damon DelMonte  
 Piper Jaffray & Co., Nathan Race  
 RBC Capital, Jon Arfstrom  
 Sandler O'Neill, Tim O'Brien  
 Stephens, Terry McEvoy

*This report, which was prepared by Great Western Bancorp, 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 Great Western Bancorp, Inc.'s filings with the Securities and Exchange Commission.*

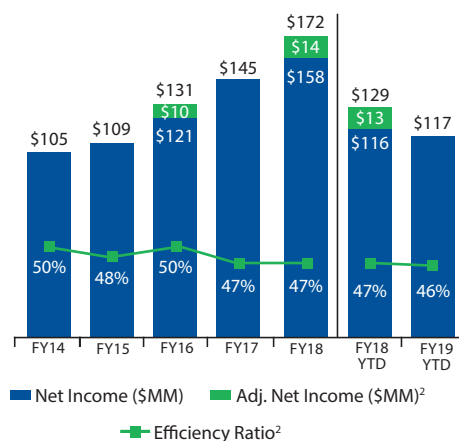
## Key Investment Characteristics

- Compound annual EPS growth of 10% from FY2013 through FY2018
- Focused on business and agribusiness banking
- Proven track record of disciplined growth and a highly efficient operating model
- Robust risk management
- Well-diversified loan portfolio
- Strong capital position
- Skilled management team with local market experience

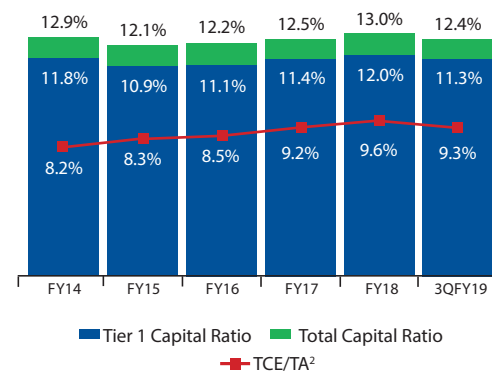
## Financial Highlights

- 3Q FY19 net income of \$26.8 million and efficiency ratio<sup>2</sup> of 47.2%
- ROA<sup>3</sup> of 0.84% and ROTCE<sup>2,3</sup> of 9.7% for the quarter

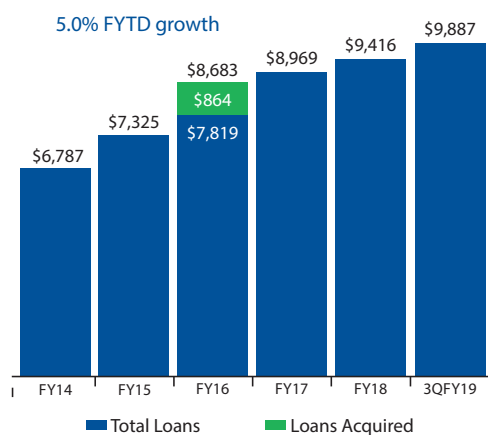
Demonstrated Earnings Growth



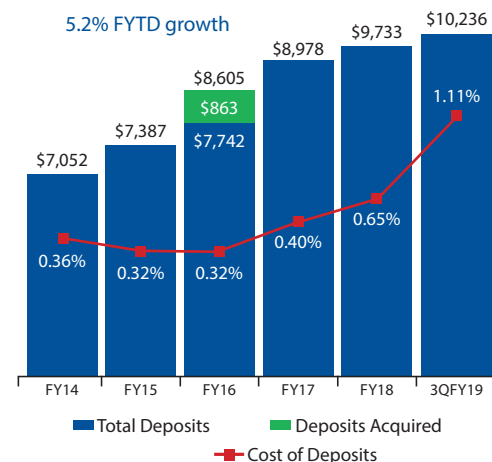
Capital



Total Loans (\$MM)



Deposits (\$MM)



<sup>1</sup>Source: American Bankers Association.

<sup>2</sup>Efficiency ratio, TCE/TA, ROTCE and adjusted net income are non-GAAP measures.

<sup>3</sup>Annualized for partial-year periods



## Management Team

### Ken Karels

Chairman, President & CEO

### Doug Bass

Executive VP & COO

### Peter Chapman

Executive VP & CFO

### Karlyn Knieriem

Executive VP & CRO

### Michael Gough

Executive VP & Interim CCO

### Tim Kintner

Executive VP & Regional President

### Bart Floyd

Regional President

### Chris Wiedenfeld

Regional President

### Gail Grant

Regional President

### Scott Erkonen

Chief Information Officer

### Andy Pederson

Head of People & Culture and Learning & Development

### Donald Straka

General Counsel & Corporate Secretary

## Estimated Earnings Releases

October 24, 2019

## Contact Information

### Media:

Cheryl Olson, 605.336.5681  
Cheryl.Olson@GreatWesternBank.com

### Investors:

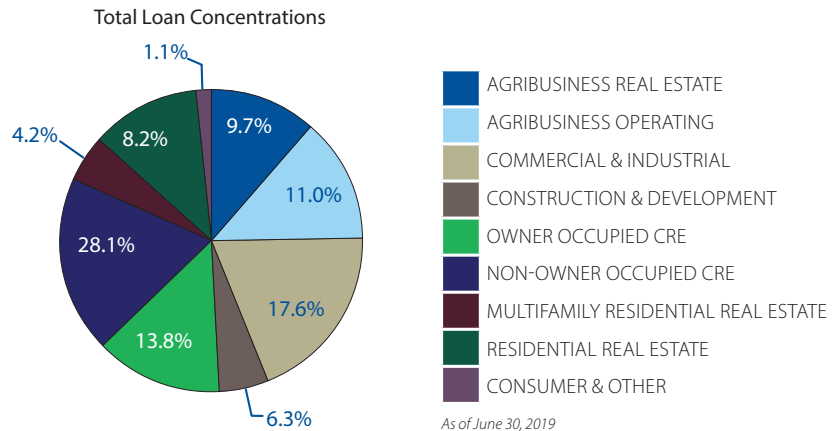
Peter Chapman, 605.373.3198  
Peter.Chapman@GreatWesternBank.com

### Headquarters:

Great Western Bank  
225 S. Main Ave., PO Box 2345, Sioux Falls, SD 57101-2345

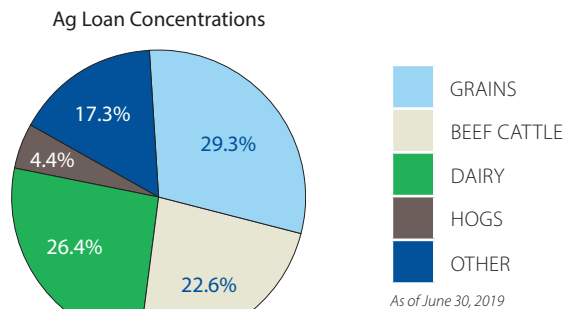
## Focus on Business Banking

- 12% CAGR in loan portfolio from FY2009–FY2018



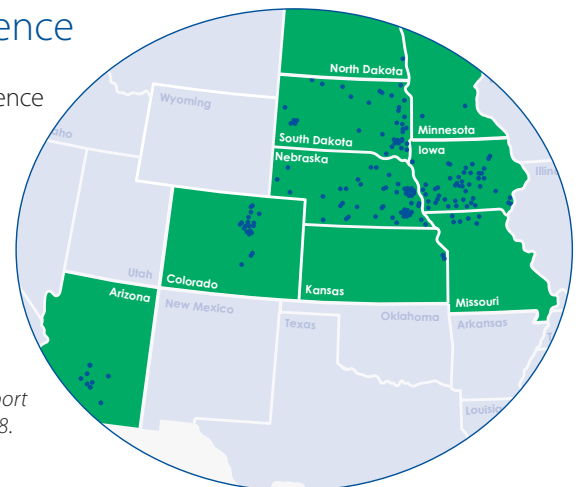
## Specialized Agribusiness Expertise

- 21% of loan portfolio is Agribusiness lending
- 6<sup>th</sup> largest U.S. farm lender<sup>1</sup> with more than 80 years of experience



## Experienced Management Team with Local Market Experience

- CEO has over 40 years in-market experience
- Management team has extensive experience managing financial institutions



View our 2018 Interactive Annual Report at [www.GreatWesternBank.com/2018](http://www.GreatWesternBank.com/2018).