



# The Power to Deliver Solutions

Around the world, leading enterprises rely on Cass for our vertical expertise, processing power, and global payment network to execute critical financial transactions while driving greater control and efficiency across critical business expenses.





## TABLE OF CONTENTS

- [3 Forward-Looking Statements](#)
- [4 Cass at a Glance](#)
- [12 Revenue & Expenses](#)
- [19 Balance Sheet](#)
- [23 Capital](#)
- [24 Financial Performance](#)
- [28 ESG Highlights](#)
- [29 Leadership and Shareholder Information](#)

# FORWARD LOOKING STATEMENTS

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements contain words such as “anticipate,” “believe,” “can,” “would,” “should,” “could,” “may,” “predict,” “seek,” “potential,” “will,” “estimate,” “target,” “plan,” “project,” “continuing,” “ongoing,” “expect,” “intend” or similar expressions that relate to the Company’s strategy, plans or intentions. Forward-looking statements involve certain important risks, uncertainties, and other factors, any of which could cause actual results to differ materially from those in such statements. Such factors include, without limitation, the “Risk Factors” referenced in our most recent Form 10-K filed with the Securities and Exchange Commission (SEC), other risks and uncertainties listed from time to time in our reports and documents filed with the SEC, and the following factors: ability to execute our business strategy; business and economic conditions; effects of a prolonged government shutdown; economic, market, operational, liquidity, credit and interest rate risks associated with the Company’s business; effects of any changes in trade, monetary and fiscal policies and laws; changes imposed by regulatory agencies to increase capital standards; effects of inflation, as well as, interest rate, securities market and monetary supply fluctuations; changes in the economy or supply-demand imbalances affecting local real estate values; changes in consumer and business spending; the Company’s ability to realize anticipated benefits from enhancements or updates to its core operating systems from time to time without significant change in client service or risk to the Company’s control environment; the Company’s dependence on information technology and telecommunications systems of third-party service providers and the risk of systems failures, interruptions or breaches of security; the Company’s ability to achieve organic fee income, loan and deposit growth and the composition of such growth; changes in sources and uses of funds; increased competition in the payments and banking industries; the effect of changes in accounting policies and practices; the share price of the Company’s stock; the Company’s ability to realize deferred tax assets or the need for a valuation allowance; ability to maintain or increase market share and control expenses; costs and effects of changes in laws and regulations and of other legal and regulatory developments; technological changes; the timely development and acceptance of new products and services; the Company’s continued ability to attract, hire and maintain qualified personnel; ability to implement and/or improve operational management and other internal risk controls and processes and reporting system and procedures; regulatory limitations on dividends from the Company’s bank subsidiary; changes in estimates of future loan reserve requirements based upon the periodic review thereof under relevant regulatory and accounting requirements; widespread natural and other disasters, pandemics, dislocations, political instability, acts of war or terrorist activities, cyberattacks or international hostilities; adverse effects due to the novel Coronavirus Disease 2019 (COVID-19) on the Company and its clients, counterparties, employees, and third-party service providers, and the adverse impacts on our business, financial position, results of operations, and prospects; impact of reputational risk; and success at managing the risks involved in the foregoing items. The Company can give no assurance that any goal or plan or expectation set forth in forward-looking statements can be achieved, and readers are cautioned not to place undue reliance on such statements. The forward-looking statements are made as of the date of original publication of this presentation, and the Company does not intend, and assumes no obligation, to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events or circumstances, except as required by applicable law. This presentation is a high-level summary of our recent and historical financial results and current business developments. For more detailed information, please refer to our press releases and filings with the SEC.

# CASS AT A GLANCE

# OVERVIEW

- + Cass is an information services company that processes freight and facility payments for some of the largest global companies
- + The information systems business has a 70-year legacy
- + As a result of its \$80B of payments, Cass generates \$1B+ of average non-interest bearing float
- + Cass continues to operate a strong and profitable commercial bank founded in 1906

Market. Cap.  
~\$500M

Assets  
\$2.4B

YTD ROE  
15.3%

TTM NI  
\$31.3M

YTD % Fees/  
Rev.  
69%

% NIB  
Funding  
73.3%



## INFORMATION SYSTEMS / PAYMENTS

- + Transportation information systems provides freight invoice audit and payment services in the contract market
- + Facilities expense management provides payments for the energy, telecom, and waste services
- + CassPay provides complex treasury management and payment services for fintech and other payment companies

**\$80B**  
Annual  
payments  
volume

**64M**  
Annual invoice  
volume

**\$113M TTM**  
fee revenue

**\$1.1B**  
YTD average  
float

## COMMERCIAL BANK

- + Commercial bank operates in three primary niches
  - St. Louis market
  - Faith based organizations across the U.S.
  - McDonalds' franchisees
- + Strong track record of asset quality

**\$960M**  
Loans

**\$1.2B**  
Deposits

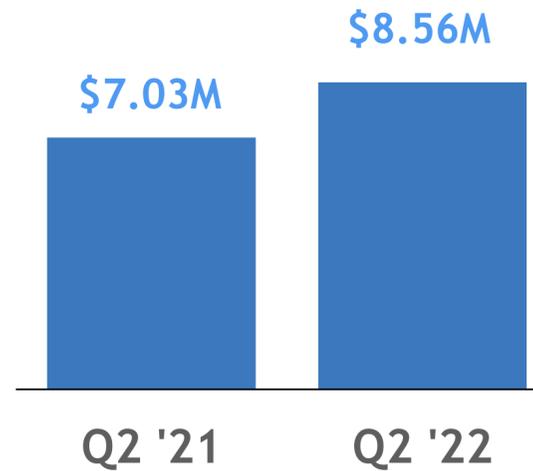
**0.19%**  
YTD cost of  
deposits

**\$0**  
Nonperforming  
assets

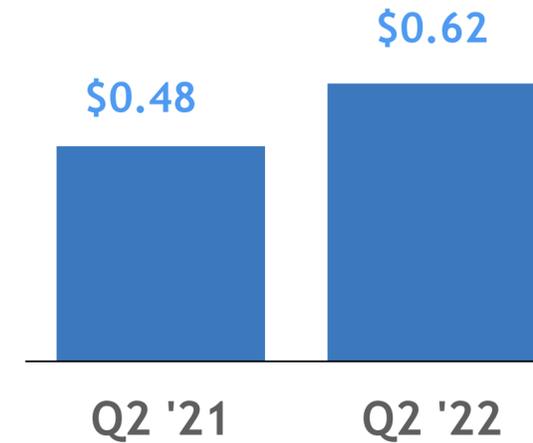
# Q2 2022 FINANCIAL HIGHLIGHTS

- + Record net income of **\$8.6 million**
- + Record diluted EPS of **\$0.62**
- + Return on average equity of **16.53%**
- + Record quarterly transportation dollar volumes of **\$11.4 billion**
- + Record quarterly financial fees of **\$10.6 million**
- + No nonperforming assets or charge-offs

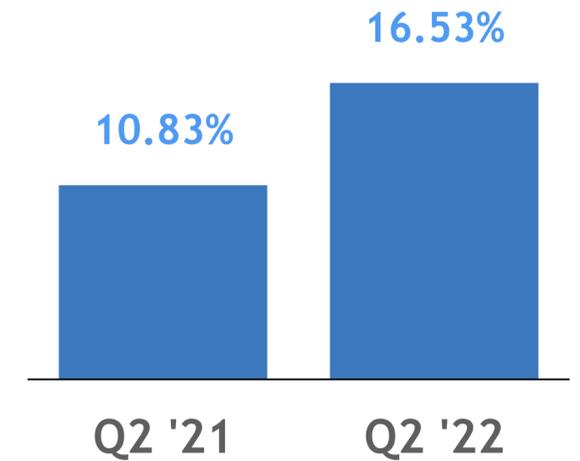
NET INCOME



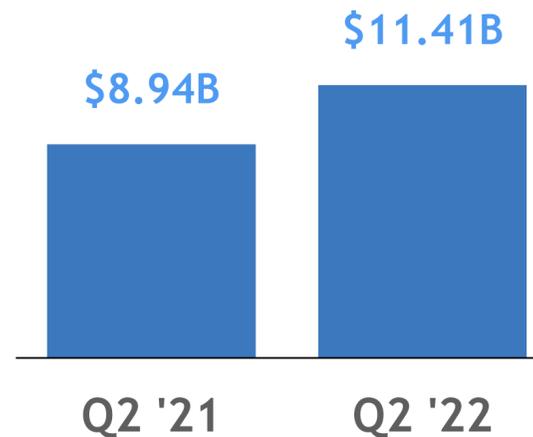
DILUTED EPS



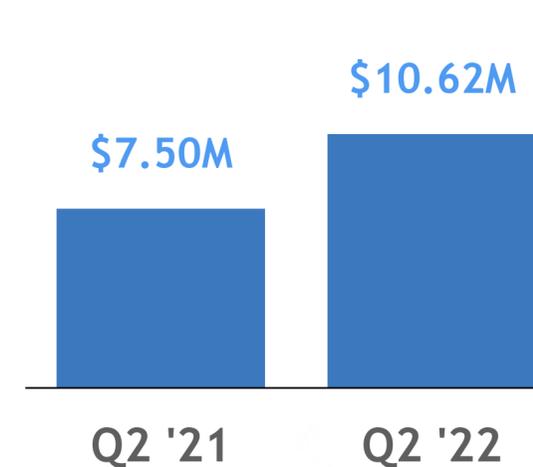
RETURN ON EQUITY



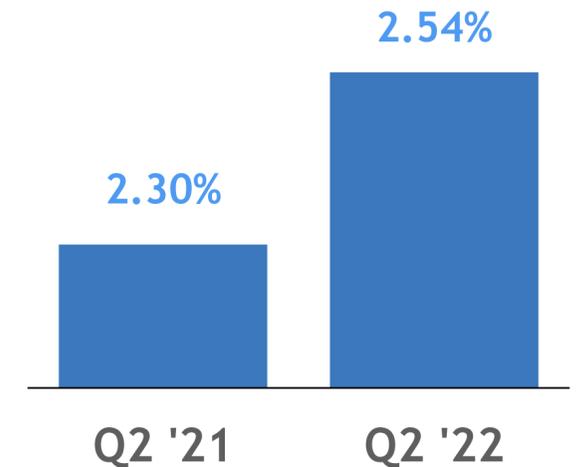
TRANSPORTATION DOLLAR VOLUME



FINANCIAL FEES



NET INTEREST MARGIN



# SELECTED EXECUTIVE MANAGEMENT



**Eric H. Brunngraber**

Chairman & Chief Executive Officer

- + 40+ years of banking experience
- + Joined Cass in 1979 and worked his way through multiple executive positions in the company
- + Has been active in the St. Louis metropolitan area through engagement in various civic, charitable, and professional organizations
- + Received a Bachelor's degree in Finance from the University of Missouri-St. Louis and a Master's degree in Business Administration from St. Louis University



**Martin H. Resch**

President & Chief Operating Officer

- + 15+ years of banking experience
- + Joined Cass in 2020 as an Executive Vice President and Chief Operating Officer
- + Previously served as the senior manager of commercial banking at Bank of the West, BNP Paribas and engaged in entrepreneurial initiatives relating to FinTech and financial markets
- + Received a Bachelor's degree in Computer Science from Oregon State University and a Master's degree in Business Administration from Cornell University

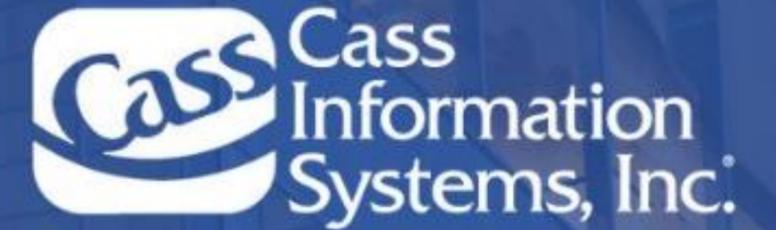


**Michael J. Normile**

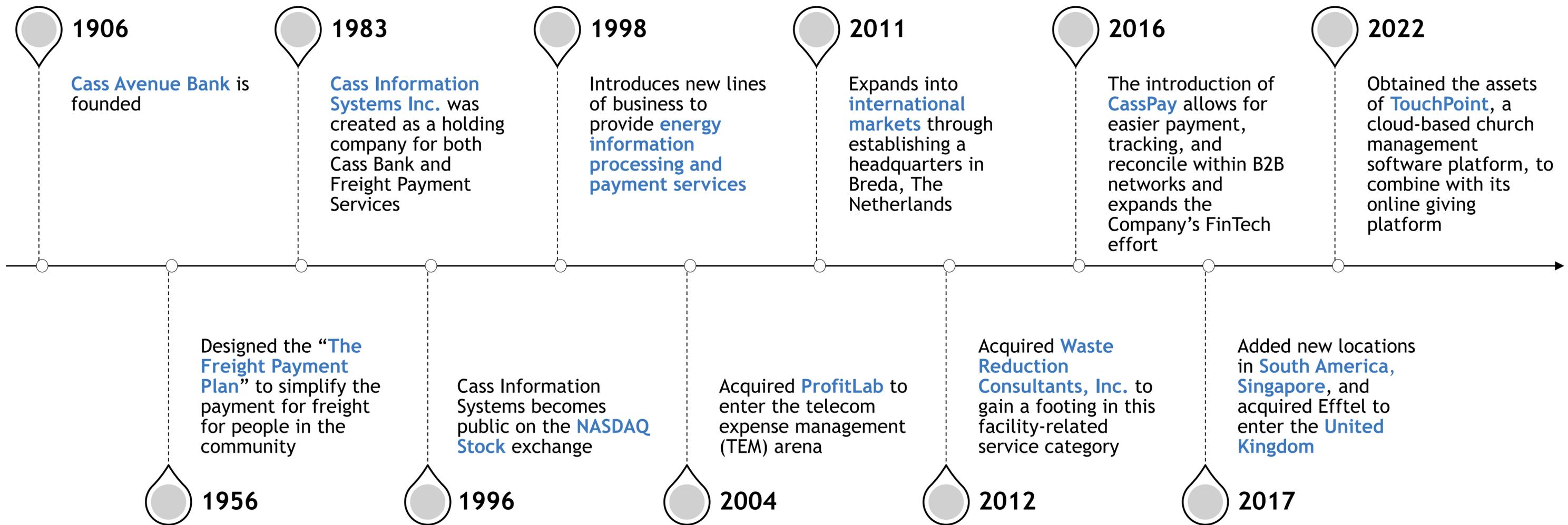
Executive Vice President & Chief Financial Officer

- + 15+ years of banking experience
- + Joined Cass in 2021 as an Executive Vice President and Chief Financial Officer
- + Previously served as Chief Financial Officer of FB Corporation/First Bank - a Missouri-based national commercial bank
- + Received a Bachelor's degree in Accounting from Saint Louis University and is a certified public accountant

# A PROUD HISTORY



Built on a solid foundation of a century in business



# HELPING THE BEST BUSINESSES BECOME BETTER

## COMMENTARY

- + We turn unstructured inputs into structured and actionable information, typically around financial transactions but also including supporting data elements for auditing purposes
- + We support client/vendor relationships, inserting highly qualified business experts and industry specialists into the conversation
- + We are the trusted third party, validating pricing and contractual agreements

## TOP TIER CLIENTELE



# CASE STUDIES - HELPING COMPANIES ACCESS EFFICIENCIES & IMPROVEMENTS



## GAINING CLEAR VISIBILITY ON FREIGHT COSTS

### CLIENT GOALS

|                           |                                    |
|---------------------------|------------------------------------|
| Reduce invoice complexity | Modernize freight payments         |
| Improve reporting         | Optimize accounts payable resource |

### RESULTS SUMMARY

|                           |                                 |
|---------------------------|---------------------------------|
| 280,000 invoices annually | All new visibility for carriers |
| SAP Integration           | Process Optimization            |

- + Cass has worked with Hershey since 1973, initially handling bill payment and invoicing, this relationship has grown over time to include freight audit, payment processing, and payment reporting
- + Cass freight audit is able to **match invoices to transportation bid contracts** that could include over 1,500+ line items, ensuring that Hershey is charged appropriately
- + Data from Cass feeds directly to a SAP warehouse, providing **company wide insights on freight costs**

## WASTE EXPENSE MANAGEMENT CASE STUDY

HELPING A LEADING MULTIFAMILY PROPERTY MANAGEMENT COMPANY **SAVE ~\$3.0M**

- + A property management firm with over **250 sites** began incurring higher than normal fees related to waste management services
- + After struggling to solve the issue internally, Cass was brought in to implement solutions that lead to **25% cost savings** across the portfolio
- + Cass' expertise in analytics and its established processes and support functions allow it to **drive efficiencies** and make it the perfect partner for any organization looking to **maximize savings and revenue**

### CLIENT ISSUES

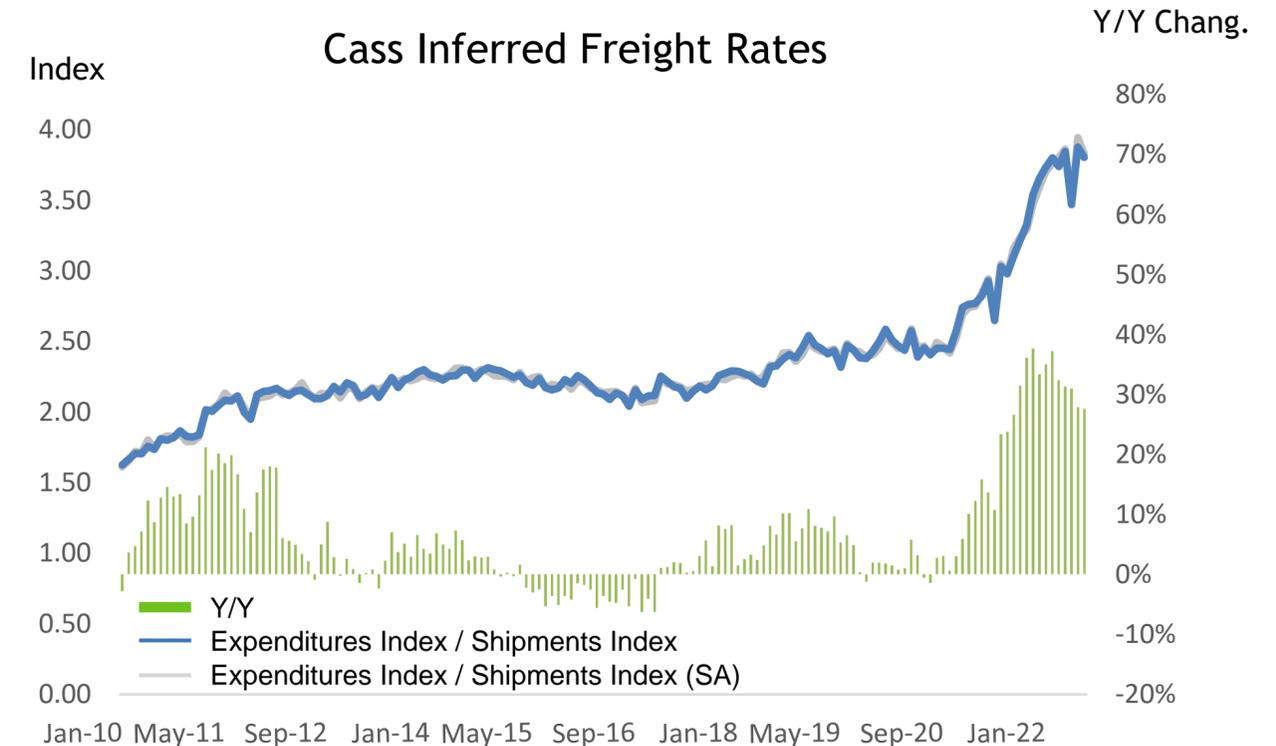
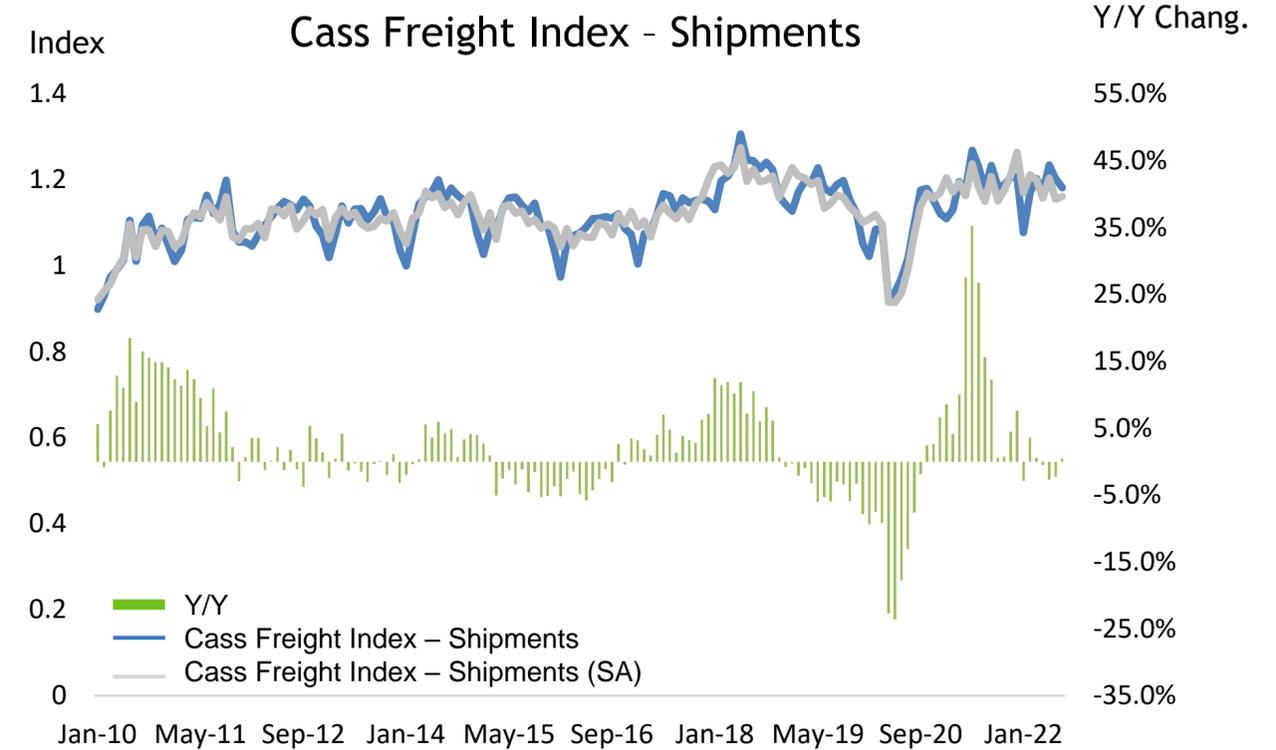
|                         |               |
|-------------------------|---------------|
| Waste Overflow          | Contamination |
| Decentralized processes | Rising fees   |

### CASS SOLUTIONS

|                           |                       |
|---------------------------|-----------------------|
| Waste Analysis            | Client Support        |
| Centralized Waste Process | WasteVision Analytics |

# CASS FREIGHT INDEX®

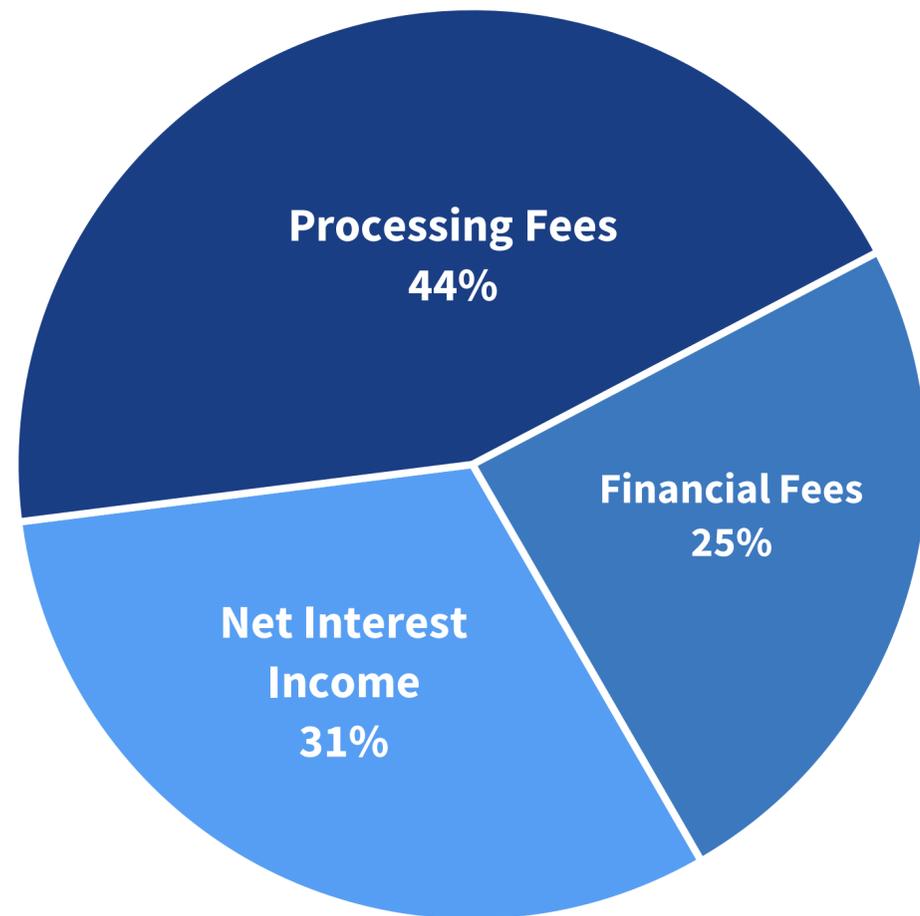
- + Cass is recognized as an **industry leader** in the freight, audit and payment space
- + Since 1995, the Cass Freight Index®, referenced everywhere from the Wall Street Journal to Bloomberg, has been the source for data on North American freight volumes and expenditures
- + **With over 9,000 subscribers**, the freight index data is relied upon by a range of people from shippers to economists
- + Data within the index is derived from over 37 million invoices and \$37 billion in spend annually



# REVENUE & EXPENSES

# REVENUE COMPOSITION

## REVENUE



### Processing Fees

- + Processing fees are earned on a per-item or monthly basis generally for invoice processing services, this can include turning unstructured inputs into structured and actionable information

### Financial Fees

- + Financial fees are earned via use of our balance sheet to make customer invoice payments
- + Cass makes payments to our clients' vendors in advance of when the corresponding invoice is due resulting in a fee

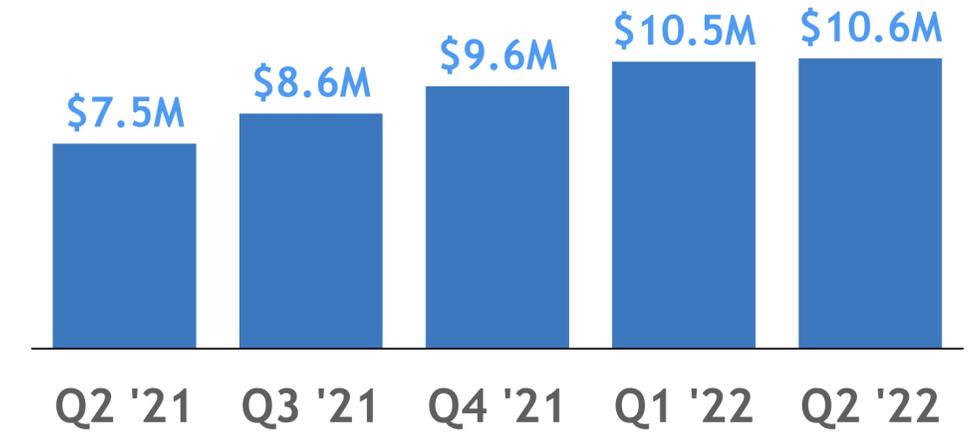
### Net Interest Income

- + Cass earns net interest income by investing its funding sources in short-term investments, investment securities and loans
- + The funding sources are non-interest-bearing float received from invoice processing and payment customers (accounts and drafts payable) and deposits held at Cass Commercial Bank

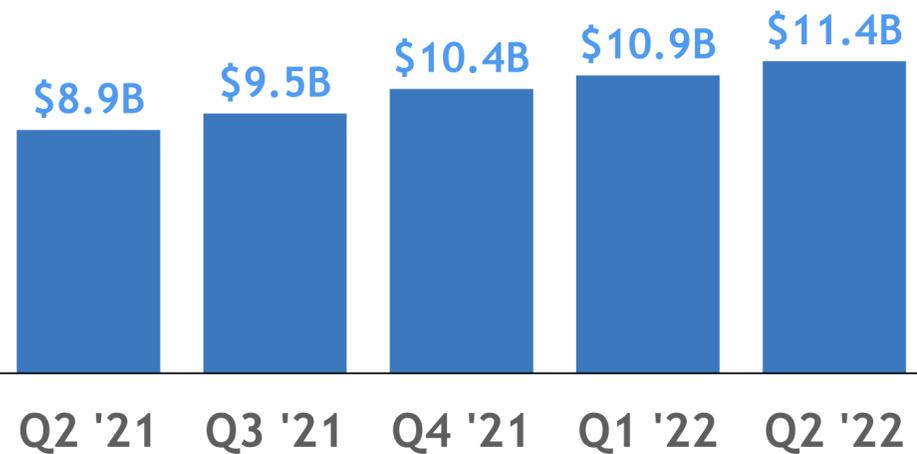
# FINANCIAL FEES

- + The change quarter to quarter is highly correlated to transportation and facility dollar volumes which have been trending higher due to higher energy prices and inflationary pressures
- + As transportation and facility volumes has increased over the five quarters, Cass has been able to **increase financial fees revenue by over 40%**

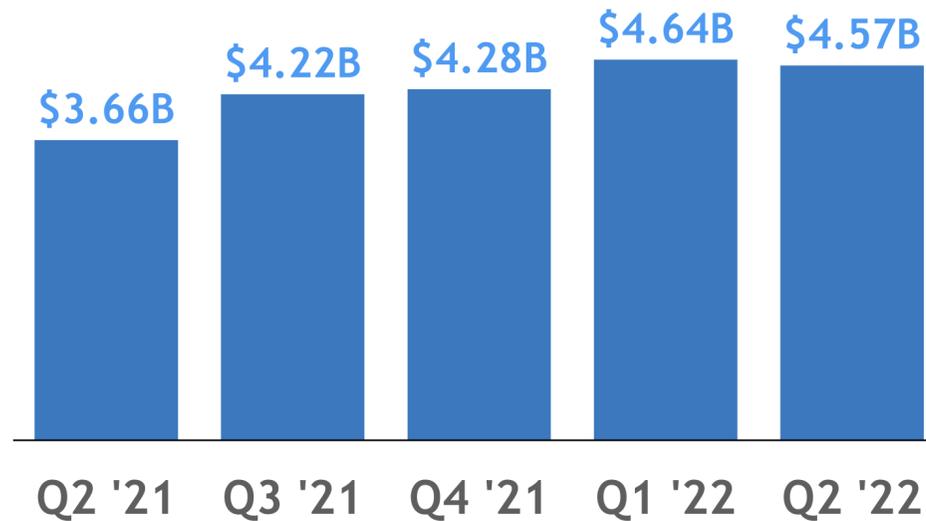
## FINANCIAL FEES



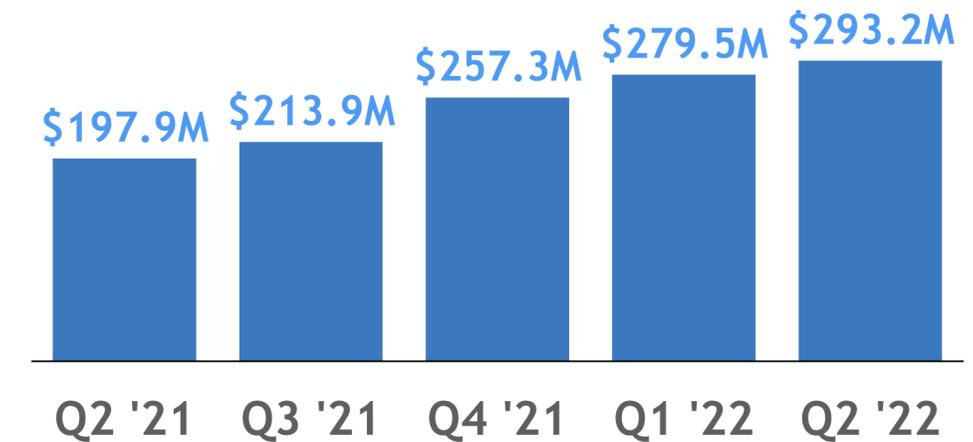
## TRANSPORTATION DOLLAR VOLUMES



## FACILITY DOLLAR VOLUMES



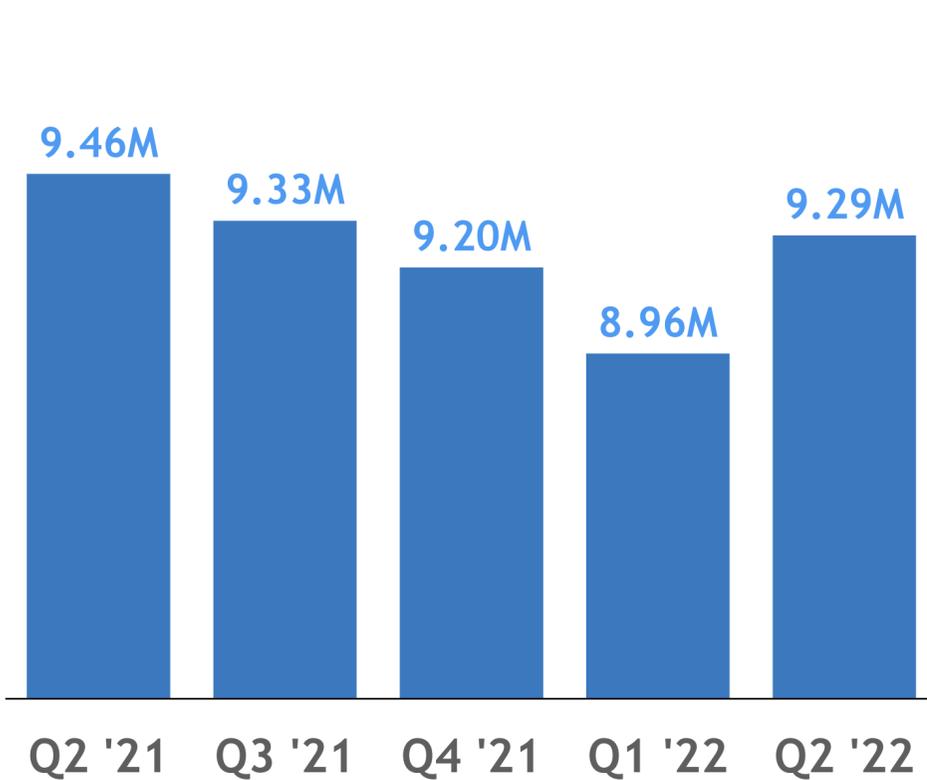
## AVERAGE PAYMENTS IN ADVANCE OF FUNDING



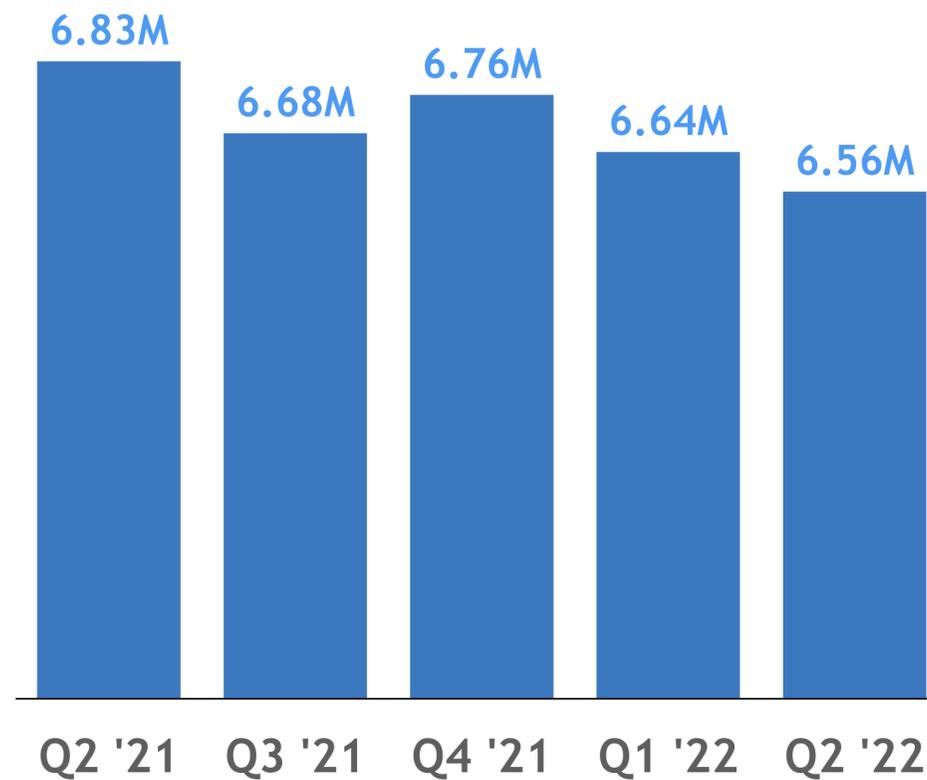
# PROCESSING FEES

- + The change quarter to quarter is generally correlated to transportation and facility invoice volumes, although Cass has other processing fee revenue tied to CassPay and Cass Commercial Bank.
- + The amount of **revenue generated from processing fees has grown** in recent quarters largely due to growth at CassPay and Cass Commercial Bank

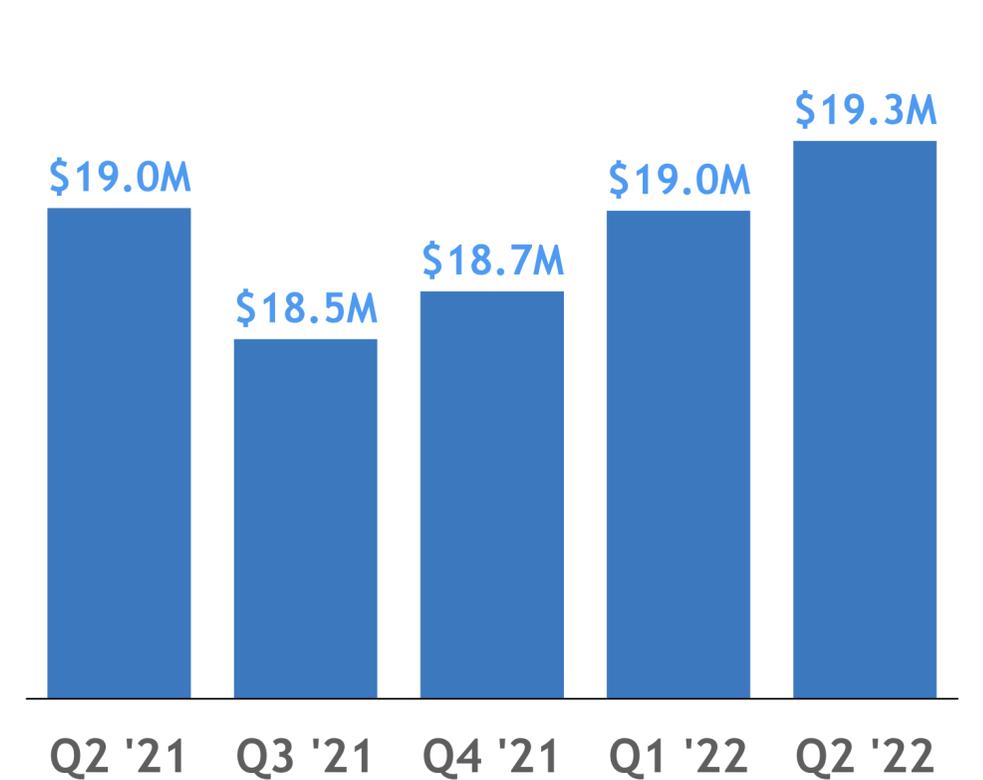
### TRANSPORTATION INVOICE VOLUMES



### FACILITY INVOICE VOLUMES



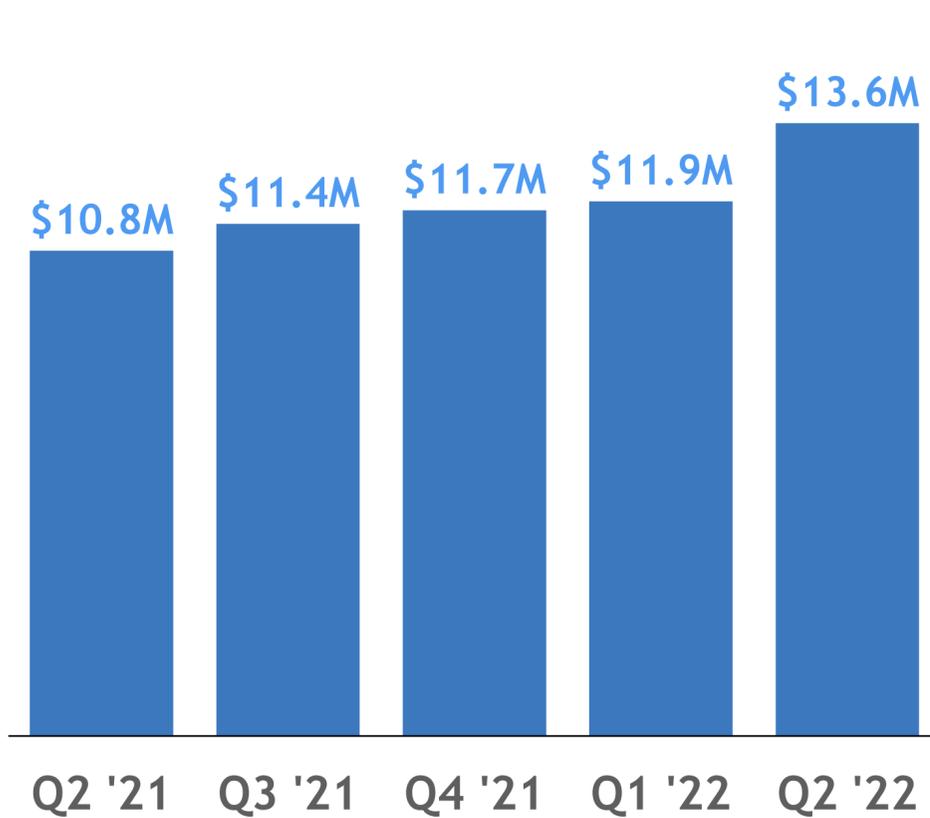
### PROCESSING FEES



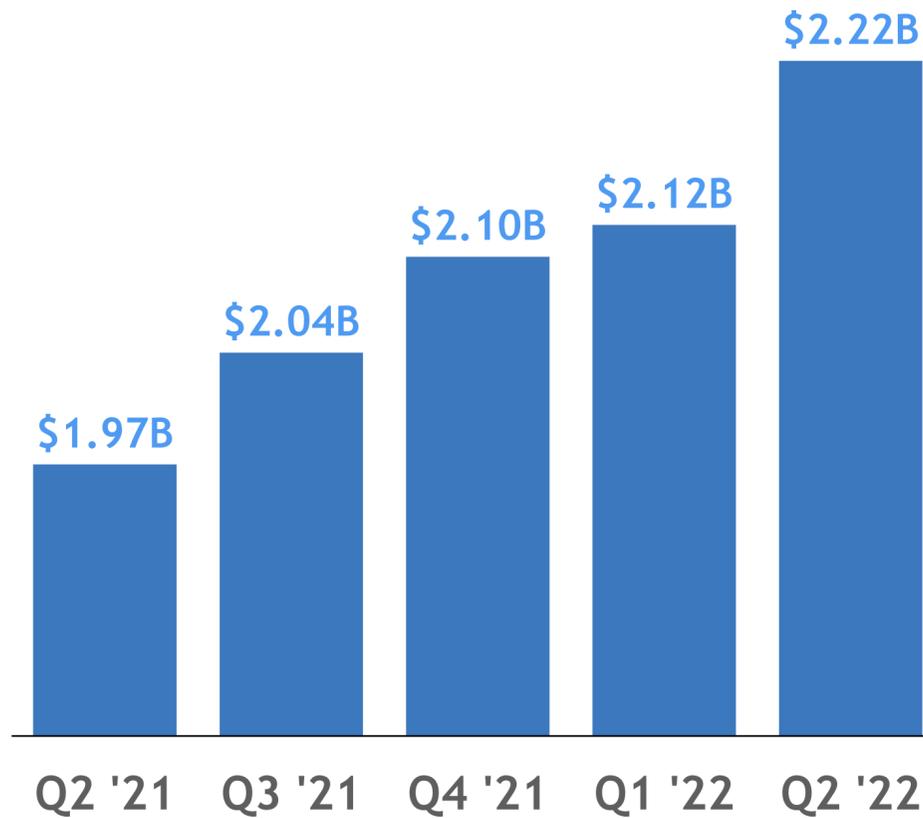
# NET INTEREST INCOME

- + The recent increase in short and long-term interest rates has had a positive impact on net interest income and margin, jumping from a low of 2.30% up to 2.54%
- + The combination of increasing interest earning assets and **rising interest rates is expected to enable Cass to expand its net interest margin** and continue to increase net interest income

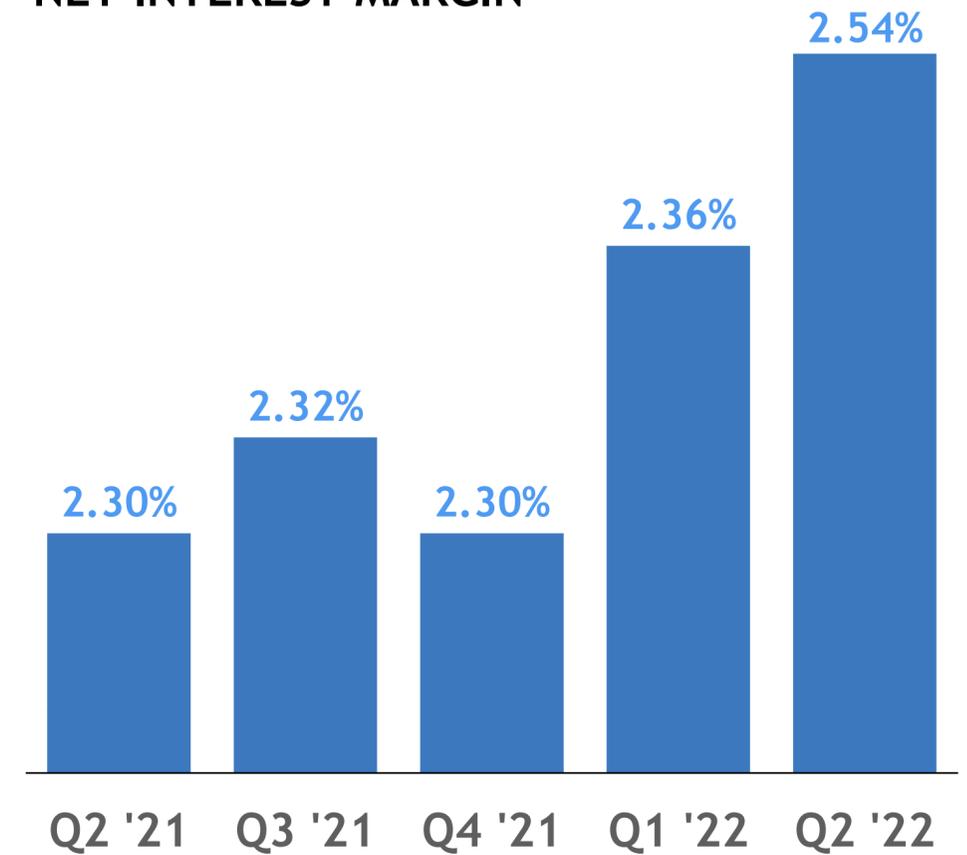
### NET INTEREST INCOME



### AVERAGE INTEREST-EARNING ASSETS



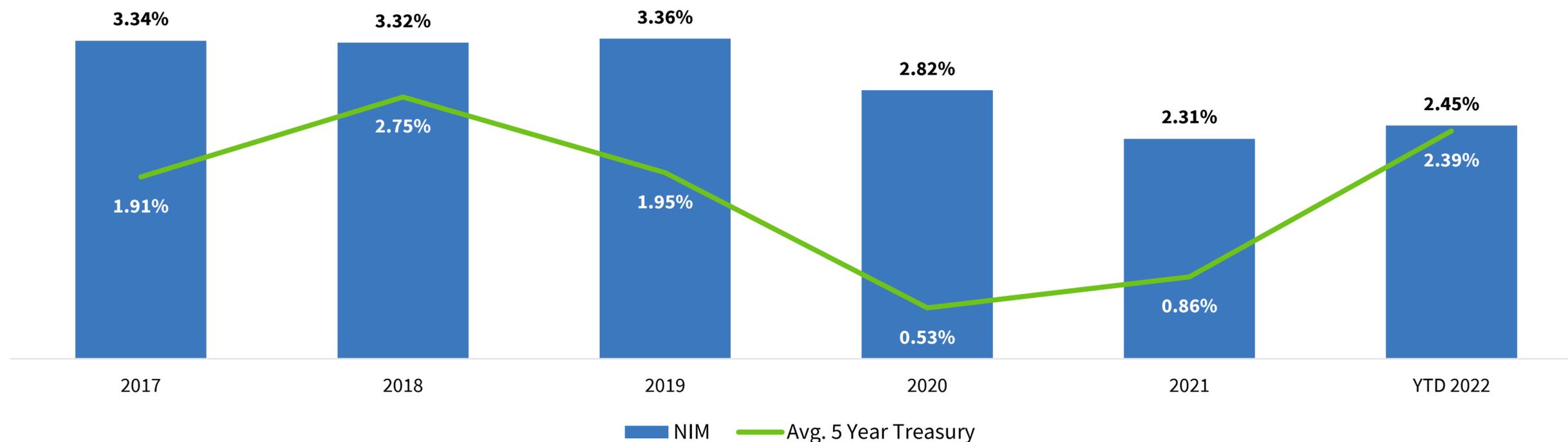
### NET INTEREST MARGIN



# IMPACT OF INTEREST RATES

- + Cass earns net interest income off the float generated by its payment business in addition to Cass Commercial Bank
- + As interest rates have decreased to historically low levels, the net interest margin has also deteriorated, but Cass is well positioned for rising interest rates as 73.3% of funding is non-interest bearing
- + As interest-earnings assets reprice to current market interest rates, **Cass is expected to experience a gradual rise in its net interest margin** as asset yields should increase at a higher rate than funding costs
- + The loan and investment portfolios have average repricing terms of 3.9 and 4.5 years, respectively. As such, the net interest margin is most closely correlated to the average 5-year U.S. treasury rate over time.

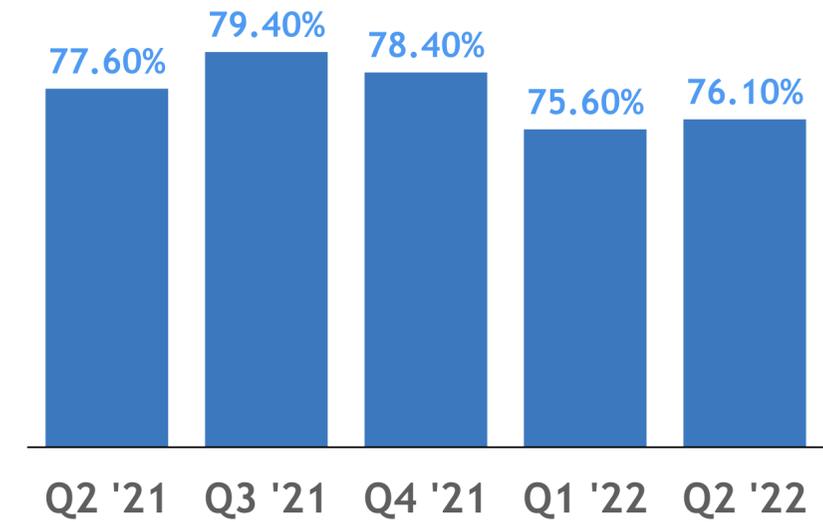
## ANNUAL NET INTEREST MARGIN



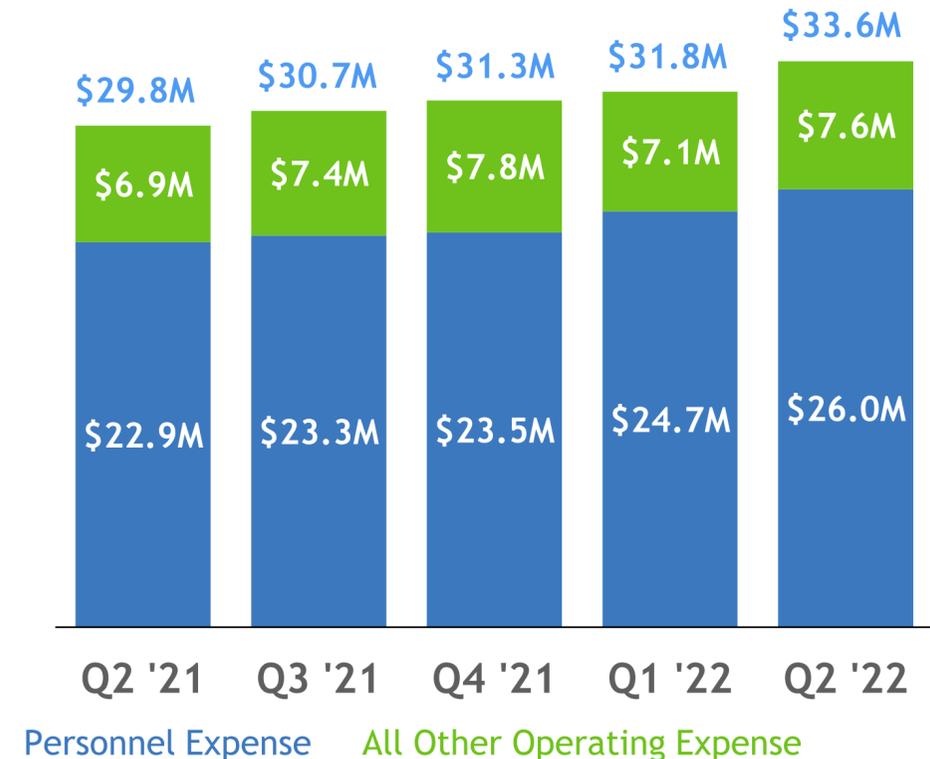
# OPERATING EXPENSE

- + Personnel expense increased during the second quarter of 2022 as compared to the same quarter last year as a result of increases in base salaries and average FTEs, in addition to increases in stock compensation and profit sharing due to company financial performance
- + The increase as compared to the first quarter of 2022 was due to the annual base salary increase, an increase in average FTEs and an increase in stock compensation
- + Cass is investing in various technology initiatives to **gain better operational efficiency in the short-term**

EXPENSE AS A % OF REVENUE



OPERATING EXPENSE



# BALANCE SHEET

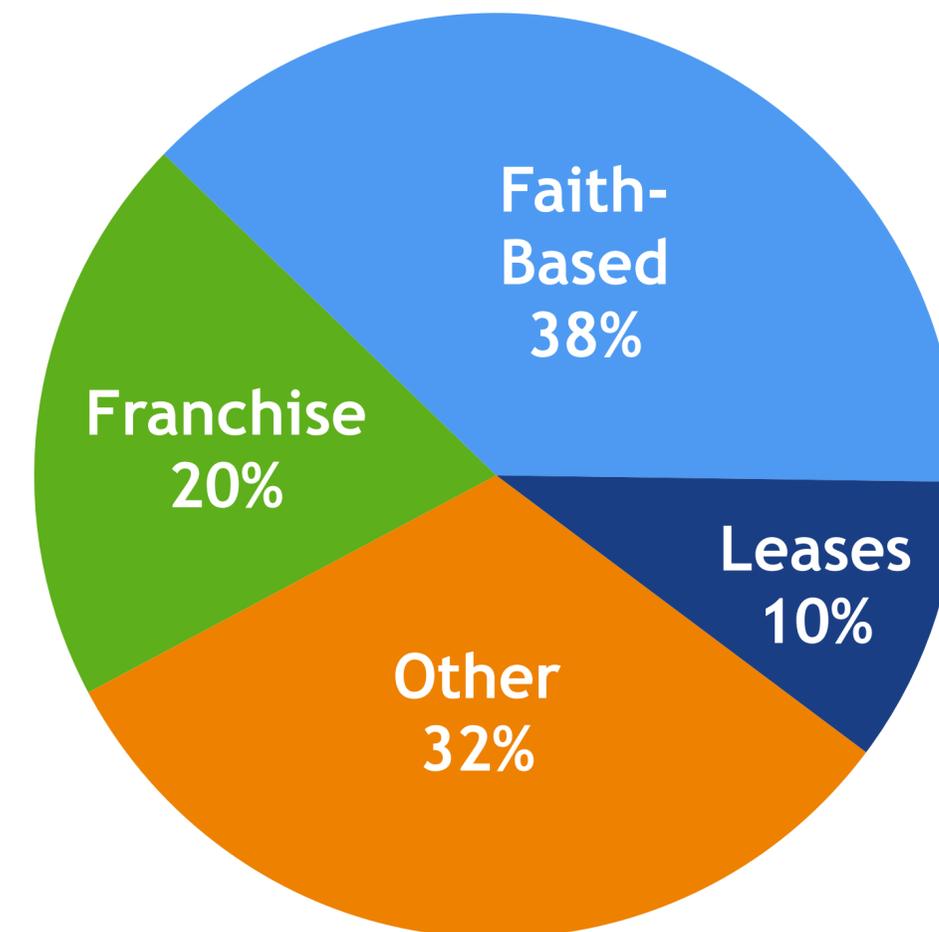
# LOANS

- + Cass has experienced good organic loan growth in recent quarters, in particular its specialty franchise and faith-based niches
- + Cass has not incurred a loan charge-off since 2015

(\$\$ in millions)

| Portfolio Composition | 6/30/21 | 9/30/21 | 12/31/21 | 3/31/22 | 6/30/22 |
|-----------------------|---------|---------|----------|---------|---------|
| Franchise             | 92.0    | 122.0   | 189.1    | 198.2   | 189.0   |
| Faith-Based           | 355.3   | 371.8   | 370.3    | 380.9   | 369.6   |
| Leases                | 58.7    | 64.9    | 80.3     | 86.3    | 92.4    |
| PPP Loans             | 56.6    | 16.3    | 6.3      | 1.3     | 1.0     |
| Other                 | 308.4   | 297.9   | 314.6    | 310.5   | 307.5   |
| Ending Loans          | 871.0   | 872.9   | 960.6    | 977.2   | 959.5   |
| ACL/Loans             | 1.28%   | 1.32%   | 1.25%    | 1.27%   | 1.31%   |
| Net Charge-Offs       | —       | —       | —        | —       | —       |
| Non-Performing Assets | —       | —       | —        | —       | —       |

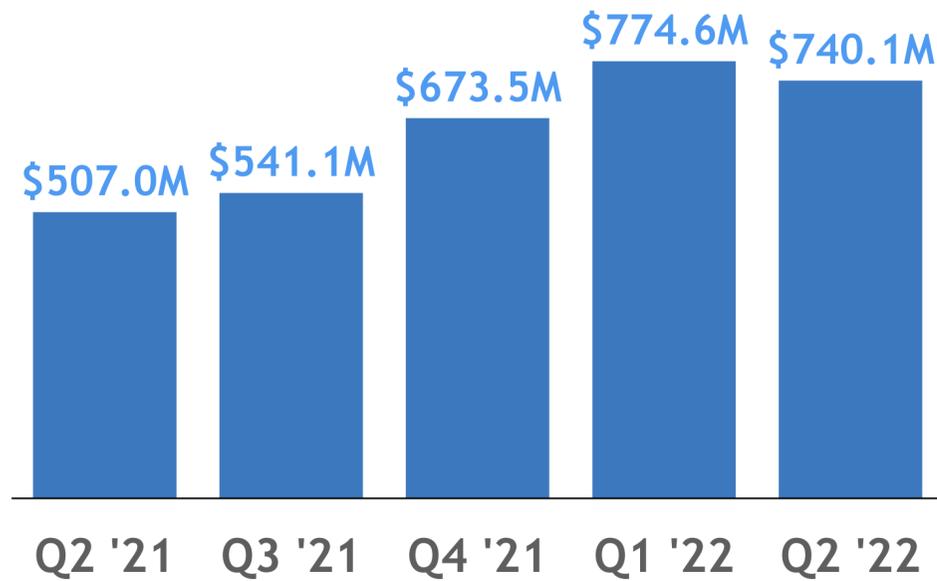
PORTFOLIO COMPOSITION  
6/30/22



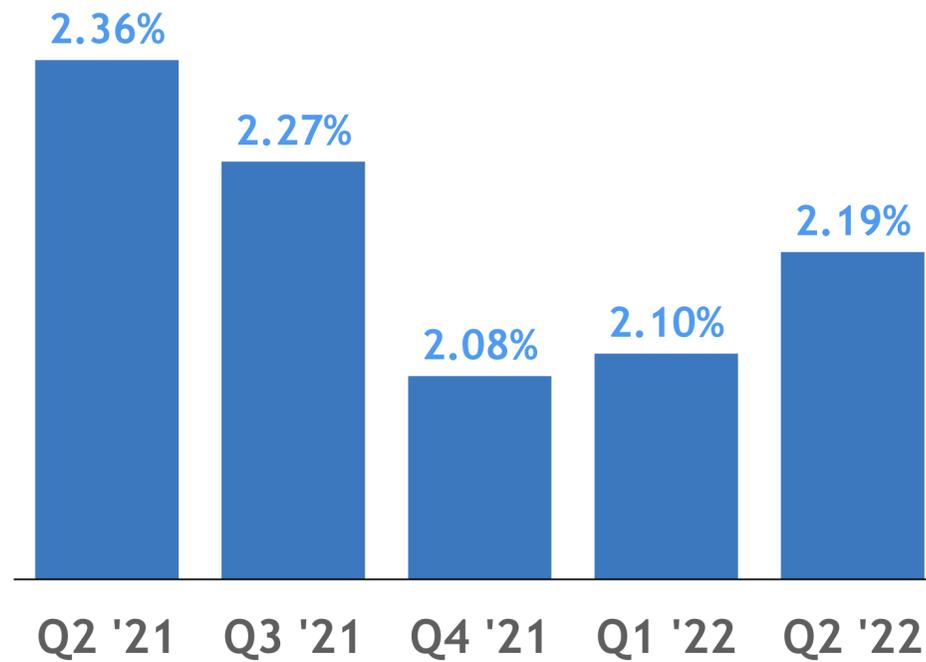
# INVESTMENTS

- + Cass has a high quality investment portfolio which increased throughout 2021 due to significant increases in accounts and drafts payable and deposits at Cass Commercial Bank
- + The portfolio **yield is expected to rise gradually** in a rising interest rate environment

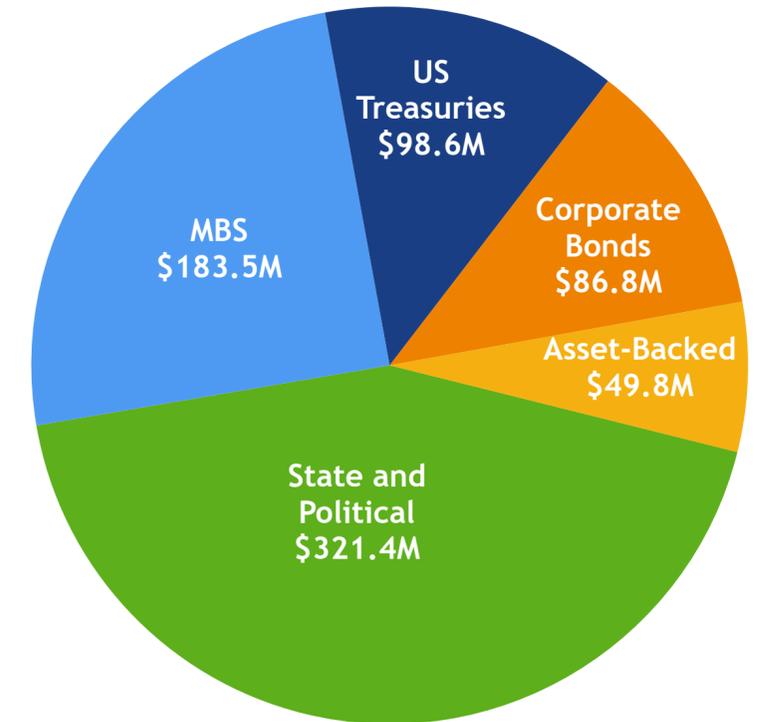
ENDING INVESTMENTS



INVESTMENT TAX EQUIVALENT YIELD



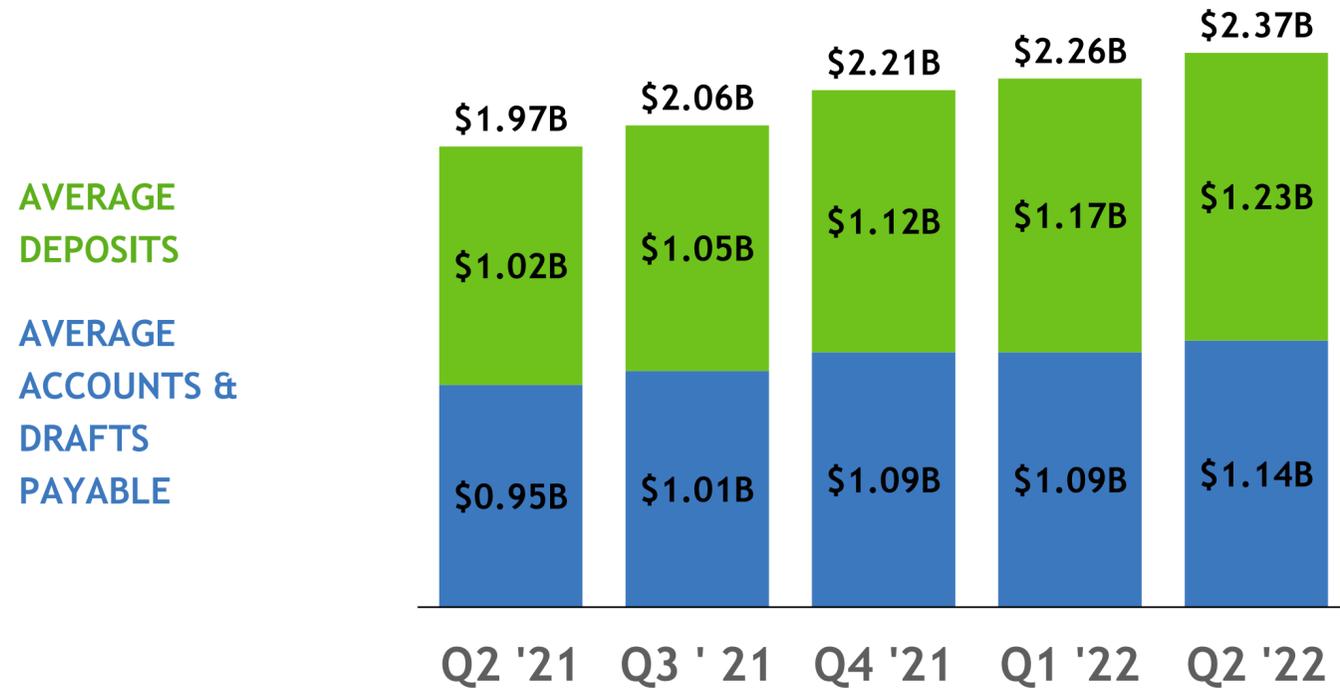
PORTFOLIO COMPOSITION



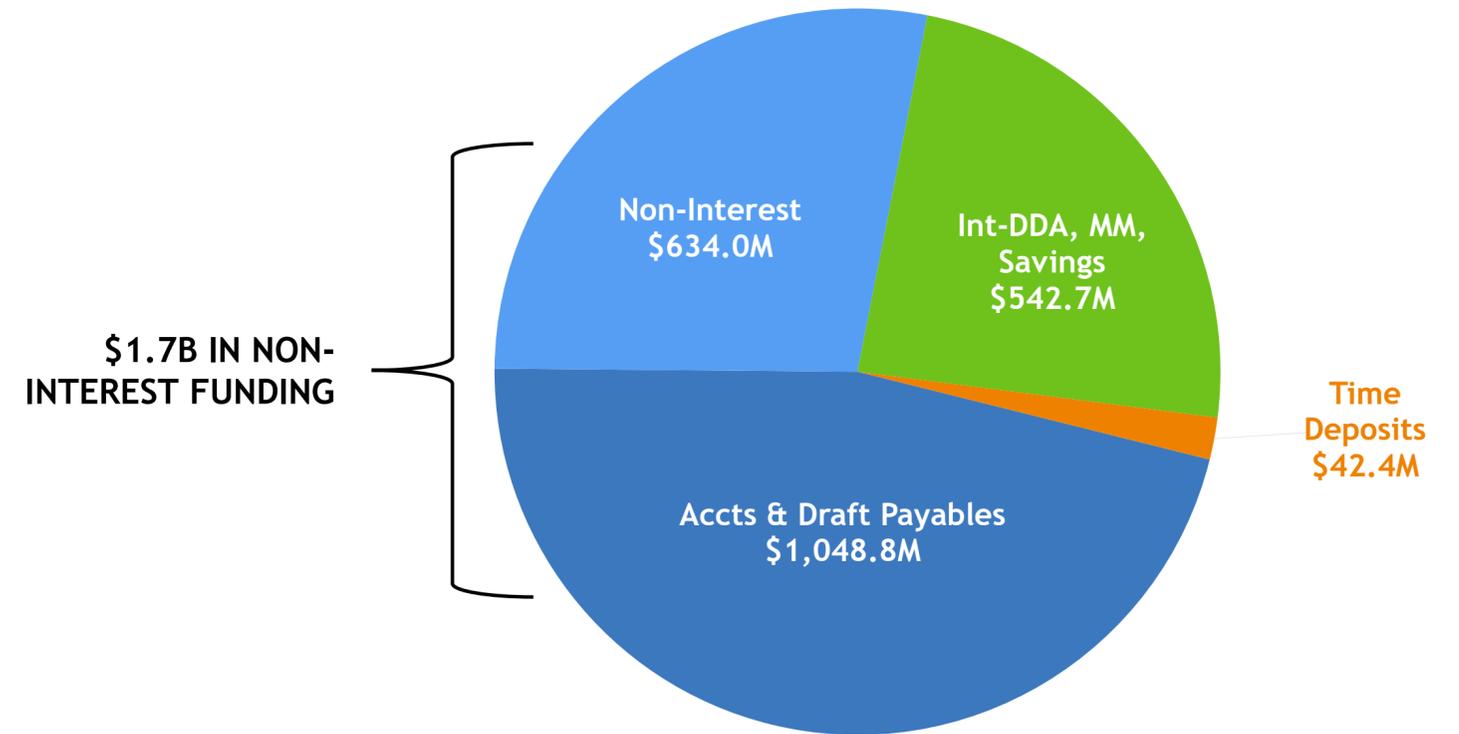
# FUNDING

- + For 2Q 2022, **74.4% of average funding was non-interest bearing**
- + Deposits have increased in recent quarters due to organic deposit growth fueled by an abundance of liquidity in the economy
- + Accounts and drafts payable have increased due to rising energy prices and inflationary pressures

**AVERAGE DEPOSITS AND ACCOUNTS & DRAFT PAYABLE**



**FUNDING COMPOSITION**



## CAPITAL

- + \$110.2 million in **excess of capital** over 7.0% common equity tier 1 risk-based regulatory requirement
- + Maintain excess capital to support organic balance sheet growth and opportunistic acquisitions
- + Annual dividend of \$1.12 per share and Cass has continuously paid regularly scheduled cash dividends since 1934

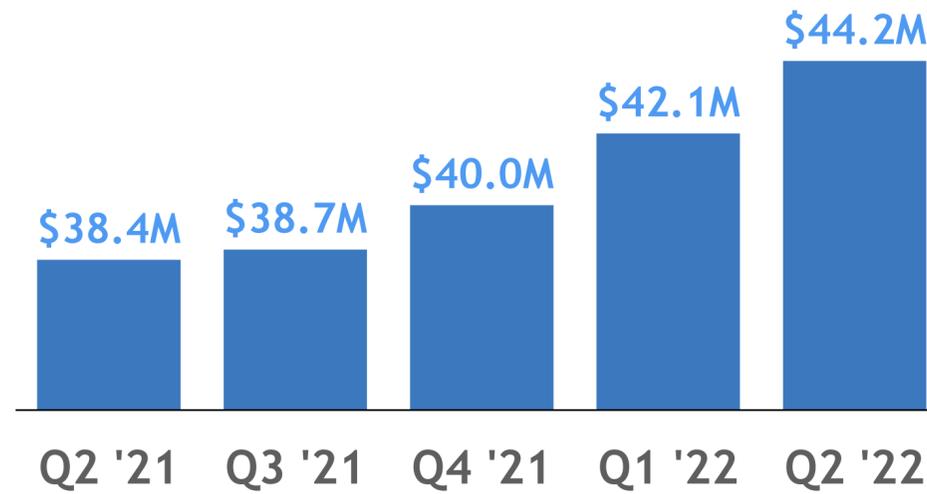
|  |               |
|--|---------------|
| Tier 1 leverage ratio at 6/30/22                 | <b>8.85%</b>  |
| Common equity tier 1 risk-based ratio at 6/30/22 | <b>13.47%</b> |
| Tier 1 risk-based ratio at 6/30/22               | <b>13.47%</b> |
| Total risk-based ratio at 6/30/22                | <b>14.21%</b> |

# FINANCIAL PERFORMANCE & INVESTMENT CONSIDERATIONS

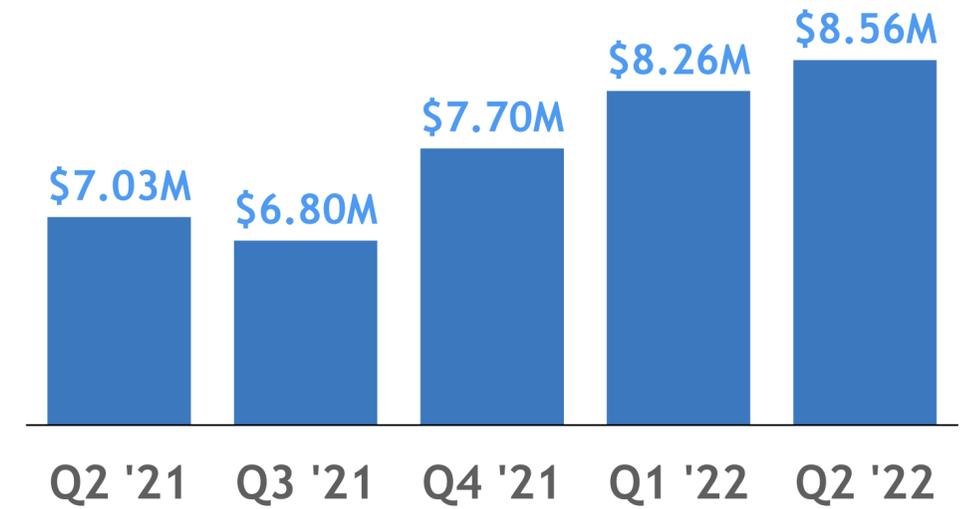
# FINANCIAL PERFORMANCE

- + Cass has continued to convert **revenue growth** into bottom line **net income growth** over the past 5 quarters
- + High return on assets and return on equity are hallmarks of Cass
- + With rates on the rise, **expectations are high for continued bottom line growth**

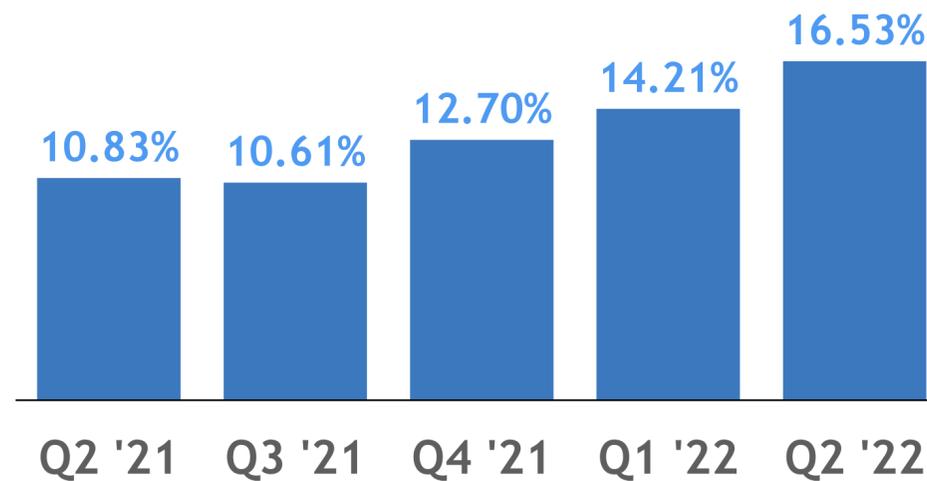
TOTAL REVENUE



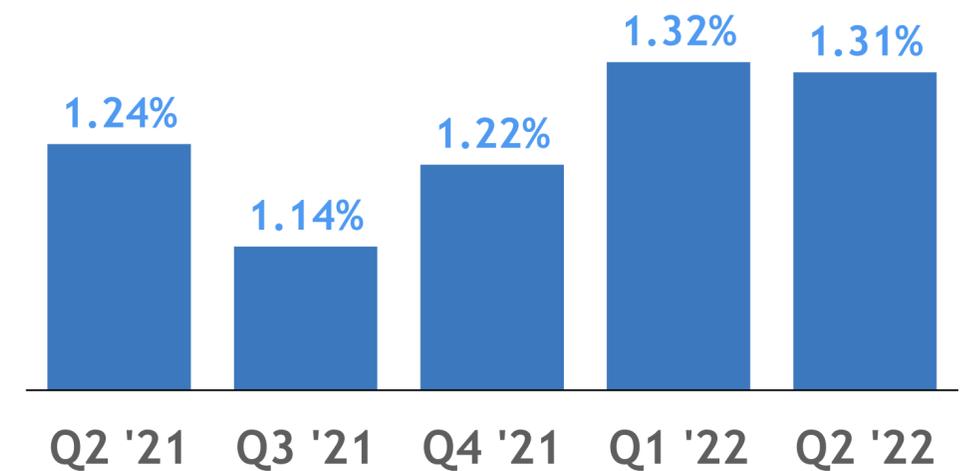
NET INCOME



RETURN ON EQUITY



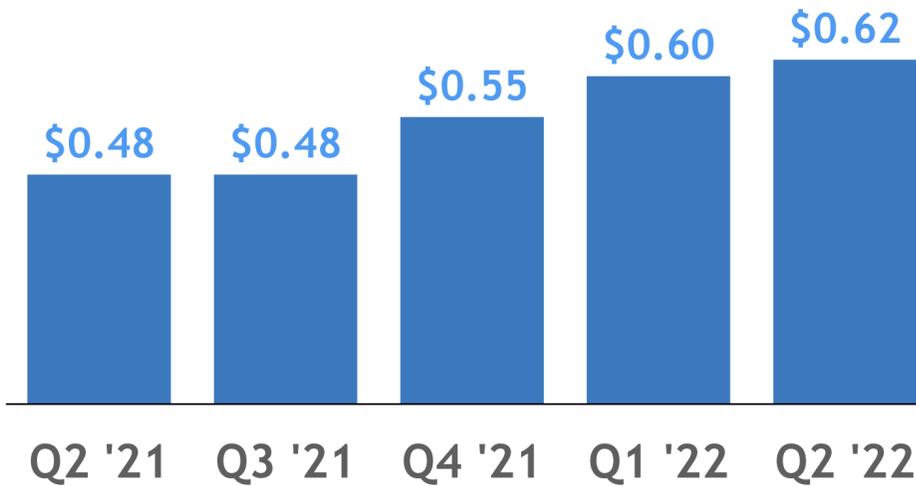
RETURN ON ASSETS



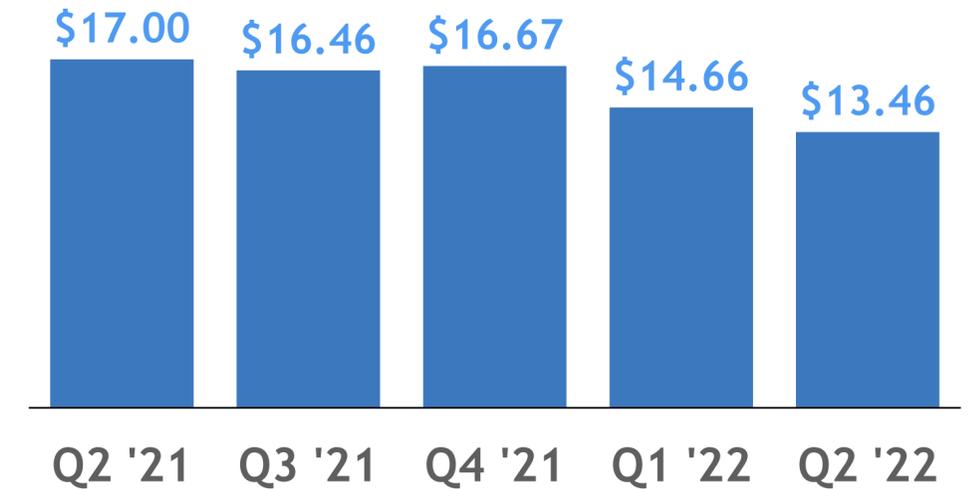
# SHAREHOLDER RETURN

- + Cass has consistently grown EPS over the past five quarters and **looks to achieve continued EPS growth through rising interest rates**
- + Similar to many banks, Cass has seen a recent reduction in TBV driven by AOCI
- + Cass has been committed to returning capital to shareholders through a quarterly dividend

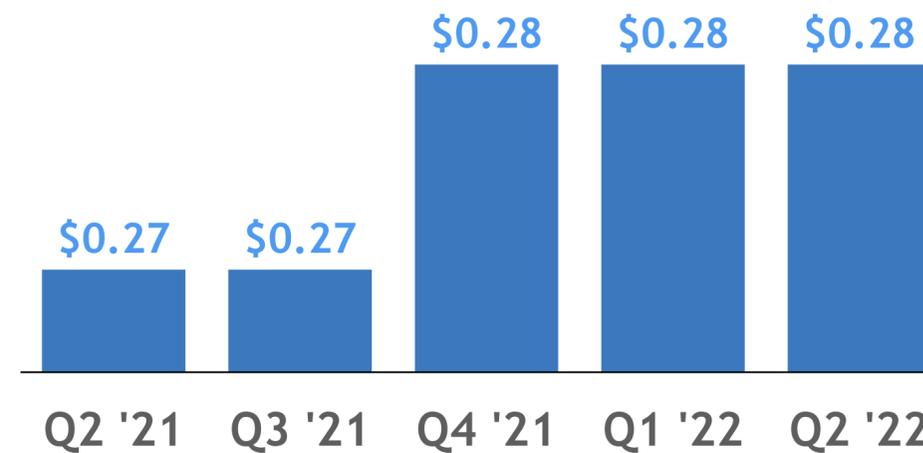
DILUTED EARNINGS PER SHARE



TANGIBLE BOOK VALUE PER SHARE



DIVIDENDS PER SHARE



# KEY INVESTMENT HIGHLIGHTS

- 1 Process over \$80 billion of payments annually
- 2 Clients include some of the largest companies operating in the U.S.
- 3 Increasing transportation and facility dollar volumes are driving higher financial fee revenue
- 4 Stable technology platform in process of increasing automation to achieve better operational efficiency
- 5 Low cost funding base - mostly non-interest bearing
- 6 Positioned to benefit from rising interest rates
- 7 Diversified base of earning assets with strong asset quality
- 8 110+ year heritage in banking and 70 year track record in payments
- 9 Historically attractive valuation

# ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG) HIGHLIGHTS

In 2022, we published our inaugural ESG report, a copy of which is available on our Investor Relations site.



To read more from the Cass ESG report, please follow this link to [cassinfo.com](https://www.cassinfo.com)



# LEADERSHIP AND SHAREHOLDER INFORMATION

# BOARD OF DIRECTORS

## Eric H. Brunngraber

Chairman and  
Chief Executive Officer

## Ralph W. Clermont

Retired Managing Partner,  
KPMG LLP, Saint Louis, Missouri

## Robert A. Ebel

Retired Chief Executive Officer,  
Universal Printing Company

## Benjamin F. (Tad) Edwards, IV

Chairman, Chief Executive Officer, and  
President, Benjamin F. Edwards & Company

## Wendy J. Henry

Retired Managing Partner,  
BKD, LLP

## James J. Lindemann

Retired Executive  
Vice President, Emerson

## Ann W. Marr

Executive Vice President of  
Global Human Resources,  
World Wide Technology

## Sally H. Roth

Retired Area President —  
Upper Midwest, Regions Bank

## Joseph D. Rupp

Lead Director and Retired Chairman, President,  
and Chief Executive Officer, Olin Corporation

## Randall L. Schilling

Chief Executive Officer,  
OPO Startups, LLC

## Franklin D. Wicks, Jr., Ph.D.

Retired Executive Vice President and  
President, Applied Markets, Sigma-Aldrich

# LEADERSHIP COUNCIL

## Cory J. Bricker

Vice President,  
Integrated Financial Solutions

## Carl N. Friedholm

Vice President and General Manager,  
Telecom Expense Management

## Michael J. Normile

Executive Vice President and  
Chief Financial Officer

## Anthony G. Urban

Executive Vice President,  
Transportation Information Services

## Eric H. Brunngraber

Chairman and Chief  
Executive Officer

## Nicole M. Jennings

Vice President,  
Internal Audit

## Christi A. Reiter

Vice President,  
Human Resources

## Todd J. Wills

Senior Vice President and General  
Manager, Utility Expense Management

## Mark A. Campbell

President, Transportation  
Information Services

## Teresa D. Meares

Vice President and General Manager,  
Waste Expense Management

## Martin H. Resch

President and  
Chief Operating Officer

## James M. Cavellier

Executive Vice President and  
Chief Information Officer

## Ross M. Miller

Vice President and General Manager,  
TouchPoint and Gyve

## Jeanne M. Scannell

Chief Credit Officer,  
Cass Commercial Bank

## Dwight D. Erdbruegger

President, Cass Commercial Bank

## Sean M. Mullins

Vice President, Enterprise  
Infrastructure and Security

## Matthew S. Schuckman

Executive Vice President, General  
Counsel, and Corporate Secretary

# SHAREHOLDER INFORMATION

## CORPORATE HEADQUARTERS

Cass Information Systems, Inc.  
12444 Powerscourt Drive, Suite 550  
Saint Louis, Missouri 63131  
314.506.5500

[cass@cassinfo.com](mailto:cass@cassinfo.com)

[www.cassinfo.com](http://www.cassinfo.com)

## COMMON STOCK

The company's common stock trades on the NASDAQ stock market under the symbol **CASS**.

## SHAREHOLDER WEBSITE

[www.computershare.com/investor](http://www.computershare.com/investor)

## CORPORATE HEADQUARTERS

Security analysts, investment managers, and others seeking financial information about the Company should contact:

Cass Information Systems, Inc.  
12444 Powerscourt Drive, Suite 550  
Saint Louis, Missouri 63131

314.506.5500

## INDEPENDENT AUDITORS

KPMG LLP  
10 South Broadway, Suite 900  
Saint Louis, Missouri 63102

## SHAREHOLDER ONLINE INQUIRIES

[www-us.computershare.com/investor/Contact](http://www-us.computershare.com/investor/Contact)

## TRANSFER AGENT

Shareholder correspondence should be mailed to:

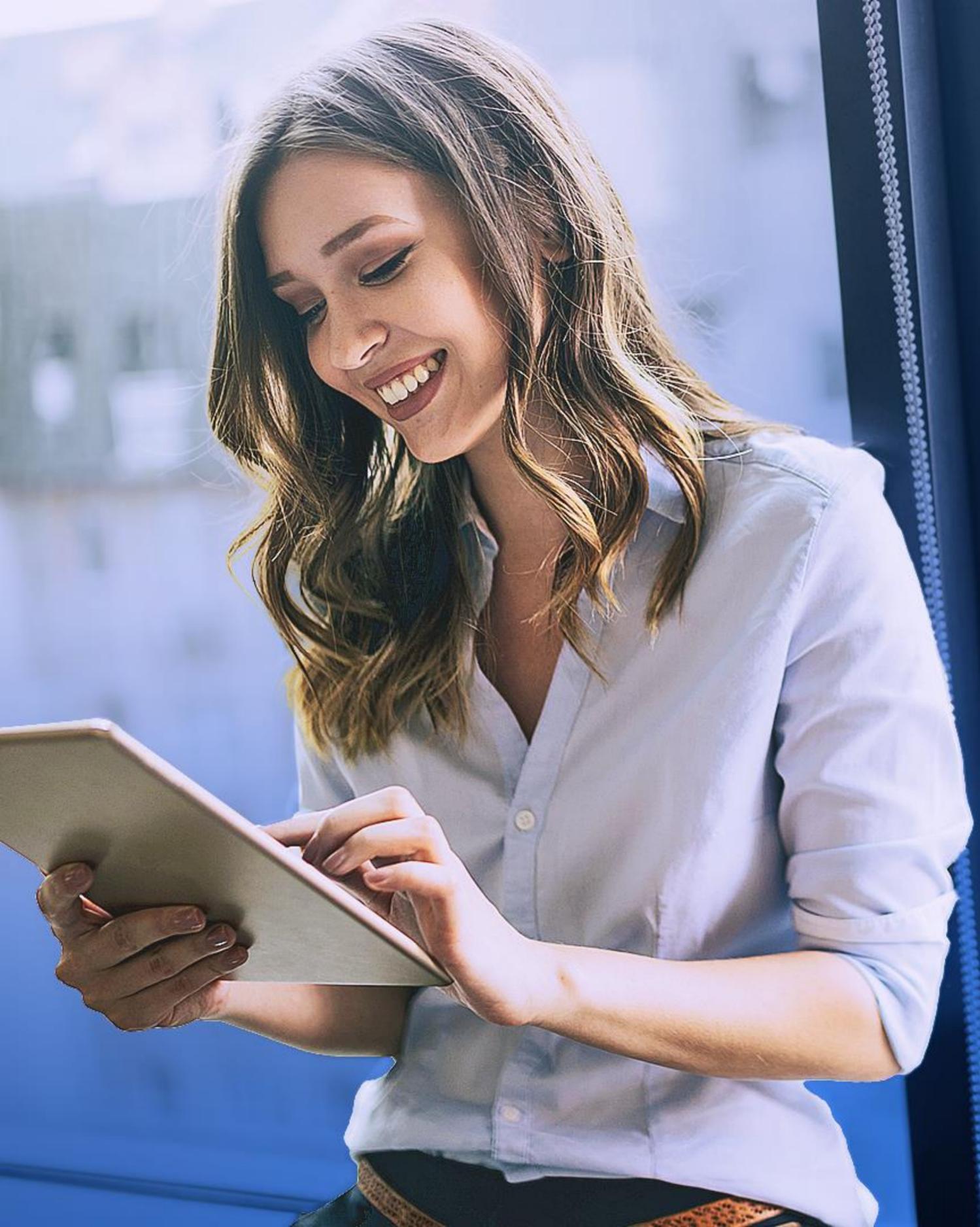
Computershare  
P.O. Box 505000  
Louisville, KY 40233

Overnight correspondence should be mailed to:

Computershare  
462 South 4th Street, Suite 1600  
Louisville, KY 40202

## TOLL-FREE PHONE

866.323.8170



Thank You for  
Your Time

