GREAT SOUTHERN BANCORP, INC.

27th Annual Meeting of Shareholders
Wednesday, May 4, 2016
10 a.m. CDT
Presenter Scripts

Joe Turner – President and CEO

2015: Building Winning Relationships - SLIDE

Good morning and welcome to our 27th Annual Meeting of Shareholders. I'm pleased to be here representing our nearly 1,300 Great Southern associates to report on our 2015 and first quarter 2016 results and our outlook for the rest of 2016.

Like every year in our 93-year history, 2015 was filled with many priorities. Obviously, our top priority was serving our customers with the goal to exceed their expectations. We also concentrated on optimizing our various operating platforms to ensure efficiency and effectiveness, as well as fine-tuning our strategy for the years ahead as uncertainty in the economic landscape continues. Our associates enthusiastically executed our objectives in 2015 all the while supporting our mission to build winning relationships with our customers, associates, shareholders and communities.

Before I present our results, I want to provide a quick snapshot of what Great Southern looks like today, as our Company continues to grow and evolve.

Company Snapshot - SLIDE

With $4.3 billion in assets and $405.2 million in total stockholders' equity, our associates proudly serve 181,000 customer households through 109 offices in eight states. At the end of March 2016, our bank-wide loan portfolio had a total net balance of $3.5 billion and total deposits were $3.5 billion. We are fortunate to operate in strong and improving Midwest markets with nearly all of them having unemployment rates below or well below the national average.

Company Snapshot – Loans and Deposits – SLIDE

As you know, the size and scope of our Company has changed rather dramatically over the last seven years. At the end of 2008, we operated primarily in southwest and central Missouri with 39 banking centers with $1.7 billion in total loans and $1.9 billion in deposits. From 2009 through 2014, the Company participated in five FDIC-assisted transactions, which put us into four new states with a presence in many attractive metropolitan market areas. In addition, we acquired branches from other financial institutions in two markets. The map on this slide gives you some perspective of the scope of business we are doing throughout our franchise, both in customer deposits and loans (including loans acquired in FDIC-assisted transactions), totaling $3.5 billion and $3.5 billion, respectively. Loan totals that you see in the "Other" category are loans made to established customers, who have projects in states outside of our footprint.

Our Company is more geographically diversified than it ever has been. Potential for attracting and deepening our customer base in our footprint is significant; we're working hard to tap into these opportunities for growth.

2015 Results – SLIDE

2015 was underscored by healthy increases in customer deposits and commercial and consumer loan balances from our entire eight-state franchise. I'll share some brief highlights from last year, but I will leave it to our upcoming presenters, CFO Rex Copeland and Director of Retail Lending Cyd Everett, to provide details of our results and accomplishments.

In summary, we were pleased with our performance in 2015. Net income available to common shareholders for 2015 was $45.9 million, or $3.28 per diluted common share. We declared a total of $0.86 per common share in quarterly dividends in 2015. Consecutive quarterly dividends have been paid to common shareholders since 1990.

Our Priorities in 2015: Overview – SLIDE

In 2015, our strategic focus primarily centered in four areas: developing and expanding customer relationships; sustaining a strong credit discipline; managing interest rate risk; and driving operational efficiencies.

Our Priorities in 2015: Customer Relationships – SLIDE

In 2015, like every year, we focused on developing and expanding relationships with consumer and commercial customers. A branch acquisition opportunity in the St. Louis area came our way last year that offered an attractive deposit customer base, and significant market coverage. We agreed to acquire 12 branches and related deposits and loans in the St. Louis area from Cincinnati-based Fifth Third Bank. This acquisition was completed in January 2016 as we welcomed former Fifth Third customers to our Company.

Two new banking centers were opened in 2015. We opened our first banking center in Columbia, Mo. The other banking center was opened in Overland Park, Kan., which also houses the Kansas City commercial and retail loan headquarters.

In 2015, we continued our focus on bringing the full power of our Company to customers in our franchise. As I said earlier, we experienced healthy organic increases in customer deposits and commercial and consumer loan balances from our entire eight-state franchise. Rex and Cyd will discuss our deposit and loan portfolios in more detail in the next few minutes.

Our Priorities in 2015: Sustaining a Strong Credit Discipline – SLIDE

We are deeply committed to sustaining a strong credit discipline within our enterprise. We have a vivid memory of the Great Recession and learned valuable lessons; one lesson being that banks can get in trouble even in good times. With that, we continue to keep our conservative underwriting approach and not stretch on price or structure just to make deals in a very competitive environment. The Bank's Loan Committee, which meets twice weekly, keeps strong credit discipline principles top-of-mind.

Our loan portfolio continues to be even more diversified by loan type and geography assisting us in mitigating our credit risk exposure. Credit quality continued to improve in 2015 and is always a focus. Total classified assets were down nearly $12 million from the end of 2014, excluding those acquired from the FDIC. Non-performing assets were 1.07% of total assets at December 31, 2015, compared to 1.11% of total assets at December 31, 2014.

Our Priorities in 2015: Managing Interest Rate Risk – SLIDE

While it is uncertain when interest rates will rise since the last increase in December 2015, we are preparing for the inevitable rising rate environment. Our Asset and Liability Committee regularly reviews our interest rate risk position and manages accordingly. We also regularly consult with a leading firm that specializes in interest rate risk management.

At this time, we don't expect significant impact when interest rates do begin to rise.

Our Priorities in 2015: Operational Efficiencies – SLIDE

We worked on several fronts to improve operational efficiencies. Non-interest expenses decreased by about $6.5 million in 2015 compared to 2014, with core expenses contained. There were a few primary drivers behind this decrease from 2014 to 2015: a $7.4 million prepayment penalty was recorded in 2014 as the Company elected to repay $130 million of its FHLB advances and structured repo borrowings prior to their maturity, expenses on foreclosed assets decreased $3.1 million as we had some significant valuation write-downs in 2014 and foreclosed assets decreased in 2015 and legal and professional fees decreased $1.2 million as the prior year included expenses related to the Valley Bank acquisition and some significant collection expenses on certain loans and foreclosed assets. This was partially offset by a full year of expenses in 2015 related to the Valley Bank operations and expenses related to the announced consolidation of 16 banking centers. Core operational expenses were contained and expense increases in 2015 were primarily related to growth in the Company.

Our evolving banking center network remains very important in our delivery system. The number of banking centers we operate will change from year-to-year as we regularly analyze utilization, performance, profitability and market potential. In 2015, we consolidated 14 banking centers into nearby offices and sold two banking centers. We also reduced extended operational hours at certain banking centers after a thorough review of customer demand.

Utilizing technologies to gain efficiencies in supporting our customers was a focus. Ongoing improvements in our electronic channels are being made so that customers can access their accounts when, where and how they prefer. The fast adoption of mobile services by our customers clearly underscores how customers' preferences and expectations will continue to evolve.

As we look back on 2015, we are pleased with what we accomplished. To provide more details and color regarding our 2015 and first quarter 2016 performance, Rex Copeland will comment on our financial results and then we'll hear from Cyd Everett, who will discuss major events and line of business activities.

Rex, I'll turn the podium over to you.

Rex Copeland – CFO

Good morning, I will highlight our results from 2015 and first quarter 2016 and also include some historical data to give you some perspective of the Company's performance in the last several years.

GSBC Earnings - SLIDE

As Joe remarked, 2015 was a good year for our Company with net income available to common shareholders of $45.9 million, or $3.28 fully-diluted earnings per common share. Earnings in 2014 and 2012 were impacted by gains from our FDIC-assisted acquisitions of Valley Bank and Inter Savings Bank, respectively.

Since the last half of 2013, we saw increasing loan demand across the franchise with loans increasing about $1 billion since the end of 2012. Both provision for loan losses and expenses on foreclosed assets have generally declined since 2013. The provision for loan losses did increase by about $1 million in 2015 as compared to 2014, but was still at a greatly reduced level as compared to the 2011 through 2013 period.

There were several key drivers related to our 2015 earnings:

- One of the biggest components of our earnings is net interest income and margin, which I'll discuss in our next slide.
- Non-interest income related to fees on deposit accounts and point-of-sale and ATM interchange fees increased $800,000.
- On the expense side, as Joe already mentioned, expenses decreased by about $6.5 million in 2015 compared to 2014, with core expenses contained.

First quarter 2016 provided solid results with net income available to common shareholders of $9.8 million, or $.70 earnings per fully-diluted common share. The blue bar and tan bubble in 2015 compares the first quarter of 2015, which shows earnings per common share of $.83, or $11.5 million. We were pleased with our first quarter 2016 financial results, which were net negatively impacted by several business initiatives we completed. In January we completed the purchase of 12 branches and related deposits and certain loans from Fifth Third Bank in the St. Louis-area market. Related to this purchase, non-recurring expenses totaling approximately $1.3 million were recorded in the first quarter. The Company also continued negotiations with the FDIC to exit loss sharing agreements related to the FDIC-assisted acquisitions of TeamBank, Vantus Bank and Sun Security Bank. In light of the negotiations, the Company recorded a non-cash impairment charge to related indemnification assets of nearly $600,000. Subsequently, on April 26, 2016, we entered into an agreement with the FDIC to terminate these loss sharing agreements with no additional loss to the Company. Detailed information about this agreement can be found in the Company's Form 8-K filing with the SEC on April 29, 2016. In addition, we experienced higher levels of loan loss provision expense and ORE expenses than we have seen in recent quarters.

Net Interest Income - SLIDE

This slide shows a historic perspective of net interest income and core net interest margin. Our reported net interest income and margin have been substantially elevated since 2011, primarily due to how we account for the acquired loan pools. The Company's core net interest margin, which excludes the positive impact of adjustments due to improved expectations for better collections related to our FDIC-acquired loan pools, provides a better view of how we're performing fundamentally. Our trend in core net interest margin is shown on this slide and has remained generally stable.

Over the last five years, net interest income has primarily increased due to the FDIC-assisted acquisitions and organic loan growth, particularly in 2014, 2015 and to date in 2016, with loan growth playing a larger role in 2015 and 2016 to date. Interest expense decreased from 2011 through 2014 and increased modestly in 2015 and at the end of the first quarter of 2016 as deposit costs have increased. Interest expense increased modestly in 2015 compared to 2014 due to an increase in interest expense on deposits and an increase in interest expense on subordinated debentures issued to capital trust. Our cost of funds increased in 2015 and will likely rise in 2016 in light of increased competition in the marketplace for deposits and expectations for increases in market interest rates.

In 2015 and the first quarter of 2016, we have seen reductions in interest income due to lower rates for both loans and investments, combined with much lower balances of investment securities. However, our interest income on loans has increased in 2015 and 2016 as a result of higher total loans.

Our core margin has been relatively stable since 2011, with an increase in 2014 due to a decrease in interest expense on FHLB advances and short-term borrowings. In 2014, the Company paid off $130 million of these advances and borrowings. In the industry, many banks have been fighting shrinking margins as a result of the continued low interest rate environment and pricing competition for loans and deposits. We, too, are experiencing some margin compression due to the sustained low interest rate environment for loans and investments, while the average interest rate on deposits is increasing slightly.

GSBC Capital - SLIDE

The capital position of the Company continues to be strong, significantly exceeding the thresholds established by regulators. Book value per common share has increased nicely during this time period. At March 31, 2016, book value per common share was 47% higher than the December 31, 2011 level.

As of March 31, 2016, total stockholders' equity and common stockholders' equity were $405.2 million. You'll notice that total and common stockholders' equity were equal at the end of 2015 and at the end of March 2016. In December 2015, we redeemed all of the outstanding shares of our preferred stock issued to the Treasury's Small Business Lending Fund. The redemption was completed using internally generated funds.

Total Deposits - SLIDE

Total deposits have generally increased over the past five years primarily as a result of the FDIC-assisted acquisitions and organic growth in checking accounts in our banking center network. The decrease from 2012 to 2013 was part of planned reductions in certain higher-rate deposit categories, primarily in CD's and collateralized deposits. These planned reductions continued in 2014, which were offset by acquired deposits from the Boulevard Bank and Valley Bank acquisitions.

Total deposits grew by nearly $280 million, or 9.3%, from the end of 2014 to the end of 2015. Even with strong competitive forces, we experienced increases in nearly every category of deposits, including a $168 million increase in core deposits. We also grew our wholesale deposit balances by approximately $112 million during the year to assist in funding loan growth. In the first quarter of 2016, the increase in deposits was primarily related to the Fifth Third branch acquisition.

This slide also provides our cost of funds on interest-bearing deposits. Our cost of funds declined steadily from 2011 through 2014, and in all likelihood, we effectively hit a floor for these costs at the end of 2014. We are now seeing slight increases in costs, mainly because of increased competition for deposits.

Composition of Deposits - SLIDE

This slide compares our deposit portfolio from the end of 2011 to the end of the first quarter of 2016. Our deposit mix is a source of strength and has shifted favorably with 62% of deposits now representing checking and savings accounts. As expected, retail CDs have declined in this historically low interest rate environment and are currently 31% of our total deposits. Brokered deposits have increased to supplement funding for our healthy loan growth.

Net Loans - SLIDE

This slide depicts our net loan totals, including our acquired loan portfolios. From 2011 through mid-2013, net loan growth was hard to attain because of the difficult economy. In 2014 and 2015, we experienced good loan demand, albeit in a very competitive environment. Net loans increased in 2011 and 2012 due to the loans acquired in FDIC-assisted transactions, and also due to some organic loan growth. The increase in 2013 was due to organic growth and the acquisition of a group of multi-family loans. Loan growth in 2014 was primarily due to organic loan growth in many of our markets and loans acquired in the Valley Bank transaction. Net loan growth in 2015 was due to organic growth and the increase in the first quarter of 2016 related to the Fifth Third branch acquisition and organic growth of about $50 million, net of some repayments.

Cyd Everett will provide more details on our loan growth and portfolio composition in her presentation.

Asset Quality Trends - SLIDE

This slide provides an historical perspective of non-performing loans and potential problem loans. It is also a reflection of our intense focus on resolving credit issues. Non-performing loans and potential problem loans have returned to very low historic levels for our Company, in terms of actual dollars of loans and as a percentage of the total loan portfolio, although our net charge-offs in the first quarter of 2016 were a bit higher than we have experienced in recent periods. Changes in problem assets and net charge-offs tend to be uneven from quarter to quarter.

Now, I would like to turn the podium over to Cyd Everett, Director of Retail Lending.

Cyd Everett – Retail Lending Director – Slide

Thank you, Rex. As we've said, 2015 was a very busy year. I'm pleased to share with you today several key initiatives from 2015 and some general updates from various areas of our Company.

Acquisition of Fifth Third Branches in the St. Louis Market Area – SLIDE

Last year in the St. Louis market, a strategic opportunity presented itself that allowed the Company to more than double its St. Louis-area banking center footprint and nearly double the customer deposit base.

From a historical perspective, Great Southern has served the St. Louis market since 2005, when we first opened a loan production office. We began expanding our presence in the market in 2009 with the opening of our first retail banking center in Creve Coeur, and then gradually grew the number of banking centers to eight in the area. Thanks to our exceptional team of associates in this market, we developed significant commercial and retail customer relationships over the years, but our limited market coverage proved to be somewhat of an obstacle.

As I mentioned, in 2015, a branch acquisition opportunity in the St. Louis area came our way that offered an attractive deposit customer base, and significant market coverage. Ultimately, we agreed to acquire 12 branches and related deposits and loans in this market area from Cincinnati-based Fifth Third Bank. The acquisition was completed in January 2016, and at that time represented nearly 60 excellent associates, more than 12,000 households, approximately $228 million in deposits and $159 million in loans. It increased the Company's St. Louis-area banking center total from eight to 20 offices, bringing total deposits to approximately $465 million, or 12% of the Company's deposit base. We are very pleased with this acquisition and anticipate that this purchase will provide ongoing positive operating income benefits for the Company and will strengthen our retail banking position in the St. Louis market.

Optimizing our Banking Center Network – SLIDE

Optimizing our banking center network is an ongoing priority. Our banking center network is never static and we expect our network to evolve in response to changes in customer needs and preferences, new and emerging technology and local market developments. This means from time to time we'll enter a new market or expand in an existing one if it makes long-term strategic sense to do so. Likewise, we will exit a market or reduce our market presence if conditions warrant so that we can reallocate those resources to improve overall effectiveness of operations. In 2015, we engaged in both optimization scenarios; we entered or expanded our presence in certain markets, which included the Fifth Third branch acquisition, and made the very difficult decision to consolidate banking centers which were underperforming.

Since 2013, our banking center network has definitely been dynamic. In the last three years, we added five banking centers, replaced four, acquired 24, consolidated 29 and sold two of our banking centers.

Optimizing our Banking Center Network: New Banking Centers – SLIDE

Two new banking centers were opened in 2015. We opened our first banking center in the Columbia, Mo., market. Columbia is the home of the University of Missouri with 35,000 students. With a population of 115,000, it is a growing market, serving as a regional medical hub and home to several large corporations.

The other banking center was opened in Overland Park, Kan. Situated in a thriving, upscale business district, the office building also houses the Kansas City commercial and retail loan headquarters. This office provides greater visibility for our Kansas City operations and allows for better collaboration amongst our lines of business.

Optimizing our Banking Center Network: Consolidations/Sales – SLIDE

In 2015, we announced plans to consolidate operations of 16 banking centers into other nearby Great Southern banking center locations. These offices were identified as part of an ongoing performance review of our entire banking center network. Making the business decision to consolidate offices is extremely difficult, but at times necessary for the long-term success of our Company. Subsequent to this September 2015 announcement, the Bank entered into separate agreements to sell two of the 16 banking centers, including the associated deposits. The offices in Thayer, Mo., and Buffalo, Mo., were sold to separate financial institutions during the first quarter of 2016. The closing of the remaining 14 facilities occurred in January 2016. As you can see on the map, of these 14 consolidated banking centers, nine were in Missouri, four were in Iowa and one was in Kansas. Nine of these banking centers were acquired as part of various FDIC-assisted acquisitions.

Now, I'd like to shift our focus to our loan portfolio and lending activities.

Total Loans Net Growth – SLIDE

I'm happy to report that loan relationships increased in 2015 and into 2016 with new and existing commercial and consumer loan customers. Net loan growth (excluding acquired covered and non-covered loans and mortgage loans held for sale) increased $397.3 million, or 15.3%, from the end of 2014 to the end of 2015. Loan growth came from throughout the Company's footprint and was primarily related to commercial real estate, consumer, commercial construction and multi-family residential loans. We were pleased with our strong loan growth in 2015, despite price pressures and other competitive forces prevalent in the industry.

At the end of the first quarter 2016, loans grew by $204.1 million from the end of 2015. First quarter loan growth included approximately $155 million in loans acquired in the Fifth Third branch transaction. During the first quarter, loan production continued to be strong, but loan repayments created some headwinds and impacted our net growth results.

Legacy Loans Portfolio Diversification by Region – SLIDE

Our loan portfolio continues to grow more diversified by geography and loan type, which assists in mitigating overall risk. This slide shows our legacy loan portfolio by geography. As you can see, we are effectively building relationships with customers throughout our eight-state footprint. St. Louis is our largest market in terms of loans followed by the Springfield metro market. Loans in Texas and Oklahoma have steadily increased since we opened loan production offices in Dallas and Tulsa in 2014. We are cognizant of the troubled energy sector that is affecting some parts of Texas and Oklahoma; we have not made any loans that are directly related to the energy industry. Good production is also coming out of our office in the Minneapolis area, underscored by Commercial Lending Market Manager Carl Brandt being the entire Company's top commercial lending producer in 2015.

Legacy Loans Portfolio Diversification by Loan Type – SLIDE

This slide provides a look at our legacy loans by loan type at the end of March 2016. As noted previously, we continue to see most loan activity in commercial real estate, consumer, commercial construction and multi-family residential loan segments. Proportionally, the consumer lending segment has experienced the most increase over the last five years. This segment represented 10% of the entire loan portfolio in 2011 and now represents 20%.

Consumer Lending Production – SLIDE

As you can see from this slide, our consumer lending division has experienced significant growth with a compounded annual growth rate of 51% from 2012 to 2015. In 2015, this group had another record-breaking year in production over 2014. Of the entire consumer loan portfolio, 75% consists of auto loans. Approximately 90% of auto loans are being produced through the indirect lending department, whereby we offer financing through area car dealerships. The remaining 10% comes from our banking center network.

Though we've experienced incredible growth in this area of lending, we have not relaxed our credit standards. Credit quality remains strong and the delinquency and charge off rates of the overall portfolio remain low. Moving forward, we look for continued success in this lending segment as it offers a strong yield with risk that is spread over a large number of borrowers.

Banking Center Originated Loan Growth – SLIDE

We continue to see impressive direct lending numbers coming from our banking center network. We experienced a 31% increase in consumer loan production from the end of 2014 to the end of 2015. Our addition of the 11 former Valley Bank locations in 2014 assisted in this impressive increase; however, we're seeing good production from all over the franchise. We're off to a great start in 2016 as our banking centers have already been responsible for originating more than $18 million in the first quarter alone.

Residential Loan Production – SLIDE

Great Southern has strong roots in home lending and it still has an important place in our company today. Home loan products are offered in all 106 banking centers, online and through a team of 22 lending officers distributed throughout the company including Rogers, AR, St. Louis, MO, Overland Park, KS, Sioux City, Des Moines and Newton, IA, Omaha, NE, Lakeville and Maple Grove, MN and of course, Springfield, MO.

Our products are varied to appeal to borrowers across the home-buying spectrum and include purchase money, refinancing, bridge loans and second mortgages. We offer FHA, VA, USDA Rural Development and first time home buyers loans, as well as conventional loans, to consumers within our footprint.

As a result of significantly increased regulations stemming from the housing bubble and the ever-evolving technology required to compete and provide good service to our customers, today's mortgage lending officers, as well as the support staff that assists our lenders and customers, are more highly skilled and trained than at any time in memory. Financing a home is different today than it was just a few short years ago but our team strives to streamline the process as much as possible and provide our borrowers with a smooth and rewarding experience.

On the slide, you'll notice higher production in 2012 and 2013. This relates directly to a refinance boom that started in 2011 and then abruptly stopped in mid-2013 when interest rates began rising and much of the refinance demand had been absorbed.

Today, we have a significant amount of the impacting new regulations now incorporated into our processes, we have upgraded our loan origination software to work more efficiently and compliantly and we expect to launch a more user friendly online loan application by mid-year.

Commercial Loan Production – SLIDE

From 2008 through 2012, much of our attention was focused on maneuvering through the economic downturn and integrating newly acquired markets and lending teams into the Great Southern commercial lending culture.

In the early years of the downturn, like all financial institutions, we dealt with a higher than normal amount of problem loans and with increased regulatory mandates to identify and resolve issues quickly. A lot of focus was placed on working intensely with borrowers across the lending spectrum to keep as many of them financially solvent as possible and minimize our losses. These types of activities prevent lending officers from being as productive as they are in normal economic conditions.

At the same time, our company began acquiring failed institutions requiring that lending management develop strong lending teams in our new markets and integrate our lending culture into those teams.

By mid-2012 and into 2013, we could return our attention to finding and making loans to borrowers with solid projects who are able to meet our stricter equity requirements and underwriting standards. As you can see on the slide, our commercial lending activity level reached nearly $1 billion in 2014 and approached that level again in 2015.

We have a very strong team of experienced commercial lenders covering the entire Great Southern footprint from offices in each of our major markets. 2016 is off to a strong start and our pipeline is full with many additional quality lending opportunities.

Customer Access Points – SLIDE

In addition to fine-tuning our banking center network, we are also concentrating on other service access channels that customers prefer today, and just as importantly, in the future. Serving our customers how, when and where they prefer and doing so efficiently is vital to our ongoing success. With the constant advent of new technology and the societal push to have everything available 24/7, in real time, and as easy as a finger tap, we are in the throes of a fast evolution of how customers can digitally access their banking services through smart phones, tablets and even watches. Customer preferences constantly change and the challenge is how to address these preferences when individual customer desires change at varying degrees and speeds. It's a balancing act, especially with the fast pace of technological developments.

More and more of our customers are showing us by their actions that they want to use convenient mobile and electronic services. Some customers prefer to use them exclusively, while others use mobile services intermittently and continue to use more traditional access channels. In 2015, we experienced double-digit percentage growth in our number of mobile app users. Usage of Mobile Check Deposit and Text Banking also experienced double-digit percentage growth. We fully expect this growth trend to continue in the coming years as more and more customers discover the ease and simplicity of mobile banking services.

Last year, we improved our mobile applications operating platform by adding more functionality including touch ID at log in. We also introduced the popular Debit On/Off service, which enables customers to remotely activate and deactivate their debit cards. This functionality allows customers to respond quickly to a potentially lost or stolen card, significantly reducing the possibility of fraudulent transactions and other inconveniences.

Interactive Teller Machines (ITMs) – SLIDE

Another way we are utilizing industry technological advances is by deploying interactive teller machines or ITMs. The ITM is very similar to a typical ATM, but if a customer chooses, he can get the help of a live teller via video/audio interaction in real time and face-to-face. Just about anything that you can do at the teller line you can do with the live teller. Customers can deposit cash and checks, withdraw cash, cash checks down to the penny, transfer funds and make loan payments.

Currently, we have deployed three machines in the Springfield market with plans to deploy more ITMs in the future. We're considering this service for markets where we know we have a strong customer base, but have limited brick and mortar banking center locations.

Cybersecurity - SLIDE

The digital age brings many conveniences, but it also brings cybersecurity risk to the forefront. Preventing cybercrime has become a top priority in the banking industry, and we strive to stay well ahead of potential threats and challenges. We are investing in technologies to continuously ensure the safeguarding of our Company's information technology infrastructure and protect our customers from attack and intrusion.

We share a responsibility with our customers to protect not only their money, but their personal information. With that goal in mind, we created a new program to promote information security awareness, encouraging Great Southern associates to become "Data Guard Gurus".

The program is a two-prong approach, providing ongoing training to all associates and serves as an outreach and educational resource for customers. In its inaugural year, the program tested associates' pre-existing knowledge of information security and created awareness through the Company's internal communication channels. Late in 2015, we ran a successful external campaign aimed at educating customers on the potential perils of online and in-store shopping during the holiday season. Education and awareness continue to be the most powerful fraud deterrent, and our program positions us as a positive resource for our customers.

Community Matters - SLIDE

Finally, I want to provide an update on our support of the many communities that we serve. Building winning relationships with our communities is an important part of our mission and is deeply rooted in who we are as a company. Our Community Matters initiative provides the framework for us to fully leverage our commitment to our communities. The program involves four pillars: Community Development, Charitable Giving, Volunteerism and Financial Education.

These four pillars represent the best ways in which we can effectively serve all of our communities. We accomplish this by being active leaders in improving our local economies, assisting our community partners in meeting the needs of these communities through nonprofit donations, encouraging our associates to volunteer in meaningful projects and teaching financial education to children, teens, adults and seniors.

As we mentioned, one component of our Community Matters program is financial education. As part of this initiative, it is our goal to educate members of our community on the importance of traditional banking concepts and how to protect themselves against fraud.

In 2015, we reached more than 4,000 students in schools across our footprint. Our associates went to local schools and taught two American Bankers Association programs: Teach Children to Save Day and Get Smart About Credit. Additionally, our bankers will visit hundreds of senior citizens throughout the year to teach them about fraud and how they can protect their identity.

In terms of volunteerism, 2015 was a great year for our associates and the investments they made in our communities. Our associates gave more than 8,000 hours of documented volunteer time at more than 750 volunteer service events. We also had more than 230 associates serve a nonprofit in a leadership capacity and more than 450 different nonprofit organizations were served by our volunteers. Our associates also donated $60,000 to local and national nonprofits through our Community Matters Casual Days, which are days on which associates are allowed to wear jeans for a small donation.

Collectively, Great Southern Bank and its associates gave more than $500,000 to local and national nonprofits in 2015, further solidifying our focus on giving back in ways that count.

Bill and Ann Turner Distinguished Community Service Award - SLIDE

To underscore the importance of volunteerism in our Company, the associate-led Community Matters team introduced the annual Bill and Ann Turner Distinguished Community Service Award, which recognizes and honors an outstanding Great Southern Bank associate who has demonstrated excellence in volunteer service to their community.

The award exemplifies the community leadership and civic engagement of Great Southern Bank Chairman Bill Turner, who has served Great Southern Bank since 1974 and his wife, Ann Turner, who founded the former Great Southern Travel Company in 1977 and managed it until her retirement. The Turners' community mindset has been the foundation and driving force behind the philosophy of Great Southern Bank's Community Matters program.

Brian Davies, St. Louis Commercial Market Manager, received the 2015 Bill and Ann Turner Distinguished Community Service Award. Brian gives countless hours offering guidance to address many issues facing St. Louis, specifically in economic development and affordable housing, where Brian uses his expertise to work with community partners to create solutions that help people, such as single moms, veterans, elderly and hardworking families, secure safe and affordable housing.

Brian's volunteerism in his community reflects the true spirit of our Community Matters program. His actions reflect the spirit of what Mr. & Mrs. Turner have created in our Company and our community;

working together with community leaders to understand the needs and using our talents and resources to work together to solve problems and create a better place to live.

With that, I'd like to turn it back over to Joe.

Joe Turner – President and CEO

<u>2016 – Key Priorities – SLIDE</u>

Thank you, Cyd. As you can see by the comments of Rex and Cyd, we're off to a nice start in 2016.

In 2016, our strategic direction is straightforward and similar to our 2015 objectives. We are optimistic about our prospects as we leverage our expanding franchise. Key priorities in 2016 include attracting new customers and deepening relationships with existing customers, managing interest rate risk, sustaining a strong credit discipline, and driving operational efficiencies.

Mergers and acquisitions in the banking industry are on the rise and potential acquisition opportunities will likely come our way. We remain open to growing by acquisition, but we continue to be conservative in our approach. We will only consider open bank deals that we believe provide an acceptable long-term return to our shareholders.

We believe that 2016 will be a challenging year for the banking industry with economic uncertainty and an unpredictable interest rate environment. It is difficult to predict when the next significant economic downturn will occur, but we are mindful of this possibility at any time. With that, we will keep our conservative underwriting approach and not stretch on price or structure just to make deals in a very competitive environment.

We expect a change in our senior management team in 2017. Chief Lending Officer Steve Mitchem has announced his plans to retire from the Company in early 2017. Steve has been an integral part of our Company's growth and success for the last 26 years. During his career, our loan portfolio has grown from $360 million primarily in the southwest Missouri region to $3.5 billion with lending operations in eight states. With about a year until Steve's departure, this assures an orderly leadership transition with our new leaders already on board. A succession plan is in place, which includes a lending division structural reorganization to reflect the Company's size and scope. The management and oversight of Loan Production and Credit Administration are now separate areas of responsibility. Loan Production will be led by John Bugh and Credit Administration led by Kevin Baker. Both John and Kevin are experienced bankers each with well over 20 years in the banking industry.

We look forward to a great 2016 and will strive every day to build winning relationships with our customers, associates, shareholders and communities. As we move ahead, we pledge to keep the long-term success of the Company and the long-term interests of our shareholders in mind. We want to thank our associates for their tremendous focus and effort over the past year; our customers for giving us the opportunity to serve their needs; and our shareholders for your continued confidence in the future of our Company. We also owe a debt of gratitude to our Board of Directors for their guidance, engagement and leadership.

Now, we would be happy to entertain any questions you might have.

Questions - SLIDE

At this time, I'll turn the podium over to our Board Secretary Doug Marrs, who will conduct the business portion of our meeting.

Forward Looking Statements

When used in this presentation and in other documents filed or furnished by the Company with the Securities and Exchange Commission (the "SEC"), in the Company's press releases or other public or stockholder communications, and in oral statements made with the approval of an authorized executive officer, the words or phrases "will likely result," "are expected to," "will continue," "is anticipated," "estimate," "project," "intends" or similar expressions are intended to identify "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements are subject to certain risks and uncertainties, including, among other things, (i) non-interest expense reductions from Great Southern's banking center consolidations might be less than anticipated and the costs of the consolidation and impairment of the value of the affected premises might be greater than expected; (ii) expected revenues, cost savings, earnings accretion, synergies and other benefits from the Fifth Third Bank branch acquisition and the Company's other merger and acquisition activities might not be realized within the anticipated time frames or at all, and costs or difficulties relating to integration matters, including but not limited to customer and employee retention, might be greater than expected; (iii) changes in economic conditions, either nationally or in the Company's market areas; (iv) fluctuations in interest rates; (v) the risks of lending and investing activities, including changes in the level and direction of loan delinquencies and write-offs and changes in estimates of the adequacy of the allowance for loan losses; (vi) the possibility of other-than-temporary impairments of securities held in the Company's securities portfolio; (vii) the Company's ability to access cost-effective funding; (viii) fluctuations in real estate values and both residential and commercial real estate market conditions; (ix) demand for loans and deposits in the Company's market areas; (x) legislative or regulatory changes that adversely affect the Company's business, including, without limitation, the Dodd-Frank Wall Street Reform and Consumer Protection Act and its implementing regulations, and the overdraft protection regulations and customers' responses thereto; (xi) monetary and fiscal policies of the Federal Reserve Board and the U.S. Government and other governmental initiatives affecting the financial services industry; (xii) results of examinations of the Company and Great Southern by their regulators, including the possibility that the regulators may, among other things, require the Company to increase its allowance for loan losses or to write-down assets; (xiii) costs and effects of litigation, including settlements and judgments; and (xiv) competition. The Company wishes to advise readers that the factors listed above and other risks described from time to time in documents filed or furnished by the Company with the SEC could affect the Company's financial performance and could cause the Company's actual results for future periods to differ materially from any opinions or statements expressed with respect to future periods in any current statements.

The Company does not undertake-and specifically declines any obligation- to publicly release the result of any revisions which may be made to any forward-looking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.