



CSB BANCORP, INC.

YOUR
GROWTH
IS OUR GOAL

INVESTOR MEETING JUNE 3, 2019

FORWARD LOOKING STATEMENTS

Certain statements contained in Management's Discussion and Analysis of Financial Condition and Results of Operations are not related to historical results, but are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements involve a number of risks and uncertainties. Any forward-looking statements made by the Company herein and in future reports and statements are not guarantees of future performance, and actual results may differ materially from those in forward-looking statements because of various risk factors as discussed in this annual report and the Company's Annual Report on Form 10-K. The Company does not undertake, and specifically disclaims, any obligation to publicly release the result of any revisions to any forward-looking statements to reflect the occurrence of unanticipated events or circumstances after the date of such statements.

LOCATED IN NORTHEAST OHIO



Distinctives of CSB Market

Bordered by Ohio's Northeast metro/suburbs to the north
Appalachian region to the south

Adjacent to Ohio's current shale gas/oil play

Mostly Rural

>50% forest & crops Total population 625k (290k CSB reach) 0.2% annual growth rate

Large Amish population— approximately 40,000 in area

Some large manufacturing in Wayne and Stark counties e.g. HQ's for J.M. Smucker, Timken, Diebold

Demographics

0.4% Low income, 12% Moderate income, 15% below U.S. Poverty level
(>40% of children "Economically Disadvantaged" and qualify for subsidized school lunch)

Unemployment low 3%-5%; key employment includes manufacturing, trade, Education & Government, Tourism

Housing age at 42 year median, 32% of units >65yrs, \$124k median value

OPERATING PRIMARILY WITHIN 4 COUNTIES



	Population	Density	Age <i>Average</i>	Education		Income <i>Average</i>	Federal Poverty	Registered Establishments
HOLMES	42k	100	30	65% <i>High School</i>	8% <i>Bachelor's</i>	\$54k	13%	6k
WAYNE	115k	206	39	85% <i>High School</i>	22% <i>Bachelor's</i>	\$51k	13%	10k
TUSCARAWAS	93k	163	41	86% <i>High School</i>	15% <i>Bachelor's</i>	\$47k	14%	7k
STARK	375k	653	41	90% <i>High School</i>	23% <i>Bachelor's</i>	\$49k	14%	30k

HOLDING COMPANY STRUCTURE



CSB Bancorp, Inc.

Single bank financial holding company \$732M assets
Est. 1992, based in Millersburg, Holmes County, NE Ohio

Symbol: **CSBB** \$106M mkt cap at \$38.50/share year-end price

Accelerated SEC filer as “Smaller Reporting Company”
Subject to Sarbanes-Oxley Part 404(b) attestation

Shareholder composition

1,170 shareholders of record

Majority of shares held by individuals with direct (at least generational) ties to Holmes and surrounding counties

- 93.95% held by public and other
- 4.81% held by insiders
- 1.20% held by two known institutional investors
- 0.05% held by Corporations (private)

BRIEF HISTORY



The Commercial and Savings Bank of Millersburg, Oh.
State Chartered in 1879, member of Federal Reserve System

Primarily one county bank for 125 years

2006 New management team formed (nucleus of today's leadership)

2007-2011 Denovo'd 2 Banking Centers in Wayne County
Bought a small bank in Tuscarawas & Stark Counties
Bought 2 banking centers in Wayne County
Remained strong through Great Recession, no dividend cut

2012-2015 Significant systems upgrades

2016-2018 Above-trend growth in loans and deposits

BANKING AND FINANCIAL SERVICES



Deposit strategy

Balanced mix of local households and entities, ~ 50% each
No brokered CD's.

Lending strategy

~2/3 business & organizations; ~1/3 households
85% of loans (by number and outstandings) are made within the 4 counties
We lend to our legal lending limit (\$12M) for borrower relationships

Business Loans: 60% **CRE** (2/3's Owner-occupied) 40% **C&I**

Household loans: 90% **Mortgage/HELOC** 10% **Installment**
Portfolio some mortgages and all HELOC's
Sell all 30 year fixed rate mortgage originations, with servicing retained

Cash management services and features are strong and competitive

Trust services (\$100M)

Broker/Dealer (\$47M)

LOAN AND MARGIN OVERVIEW

	2018	2017	2016
Gross Loans	+ 6.2%	+8.8%	+12.4%
Loan Yields	4.90%	4.65%	4.52%
Net Interest Margin	3.98%	3.80%	3.67%
Non-Performing Assets	0.60%	1.26%	0.35%
Net Charge-offs	0.19%	0.17%	-0.03%

GROWTH RECORD – FOUR YEARS ENDED 12/31/18

	4 Year Growth	CAGR ⁽¹⁾
• Total Assets	+18%	4.2%
• Net Loans	+34%	7.5%
• Deposits	+21%	4.9%
• Equity	+33%	7.4%
• Revenue ⁽²⁾	+29%	6.7%
• Net Income	+60%	12.5%

⁽¹⁾ Compound Annual Growth Rate

⁽²⁾ Revenue defined as net interest income (taxable equivalent) plus other income

CONSISTENT FINANCIAL MILESTONES

2018 RECORD PERFORMANCE:

- | | | |
|--------------------------|--------------------------|---------------------------------------|
| • Total Assets | exceeded \$725 million | 12 th consecutive record |
| • Deposit Balances | exceeded \$600 million | 10 th consecutive record |
| • Total Equity | exceeded \$75 million | 11 th consecutive record |
| • Revenue ⁽¹⁾ | exceeded \$32 million | 8 th consecutive record |
| • Net Income | exceeded \$9 million | 7 th consecutive record |
| • Return on Equity | highest of past 19 years | 5 th consecutive ROE > 10% |
| • Return on Assets | highest of past 19 years | 3 rd consecutive ROA > 1% |

⁽¹⁾ Revenue defined as net interest income (taxable equivalent) plus other income

PRE-TAX RETURN ON ASSETS

1.63%

1.40%



2014

1.37%



2015

1.49%



2016

1.49%



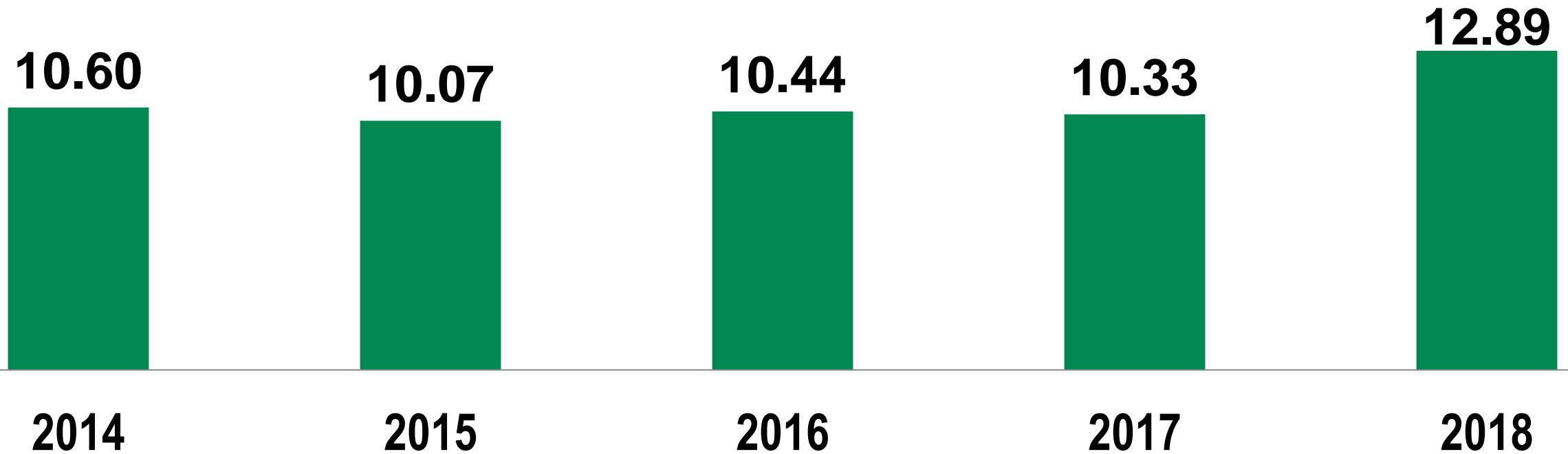
2017

1.63%



2018

RETURN ON EQUITY **12.89%**



CSBB's 3 Year Return On Equity - Ranking among top Community BHC's, Banks & Thrifts with total assets less than \$2 Billion:

Year ended 2016 98th out of 669 qualifying
Year ended 2017 91st out of 633 qualifying
Year ended 2018 71st out of 601 qualifying

Source: American Banker, May 5, 2019. Excludes approx. 100 non-qualifying banks.

CSB AT A GLANCE

AS OF DECEMBER 31, 2018
(ROUNDED)



15 Banking Centers



Corporate Office
Millersburg



174 FTE
Employees



TOTAL DEPOSITS
\$605M



GROSS LOANS
\$550M



TOTAL ASSETS
\$730M



OPERATING REVENUE
\$30M



CSBB STOCK HIGHLIGHTS

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\$0.98/share

2018 DIVIDENDS

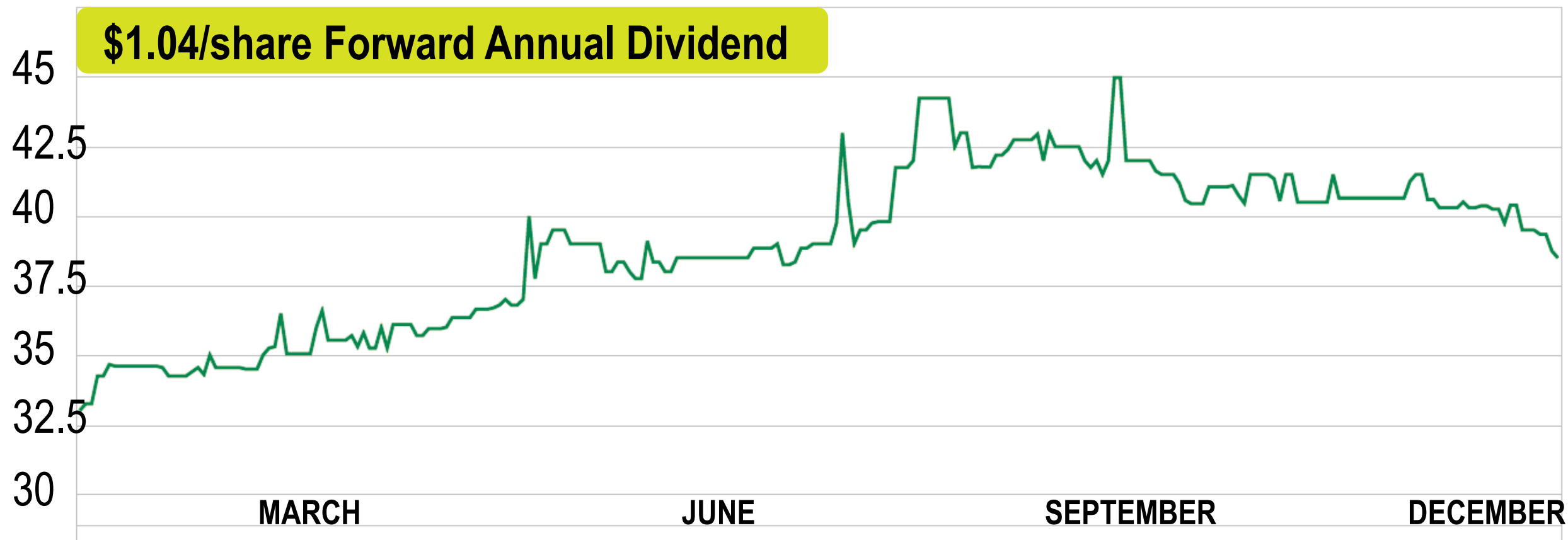
\$38.50 /share

CLOSING PRICE
December 31, 2018

Traded 59% of days
Avg. volume 755 shares
Median volume 465 shares

Beta 0.08 as of May 30, 2019

\$1.04/share Forward Annual Dividend

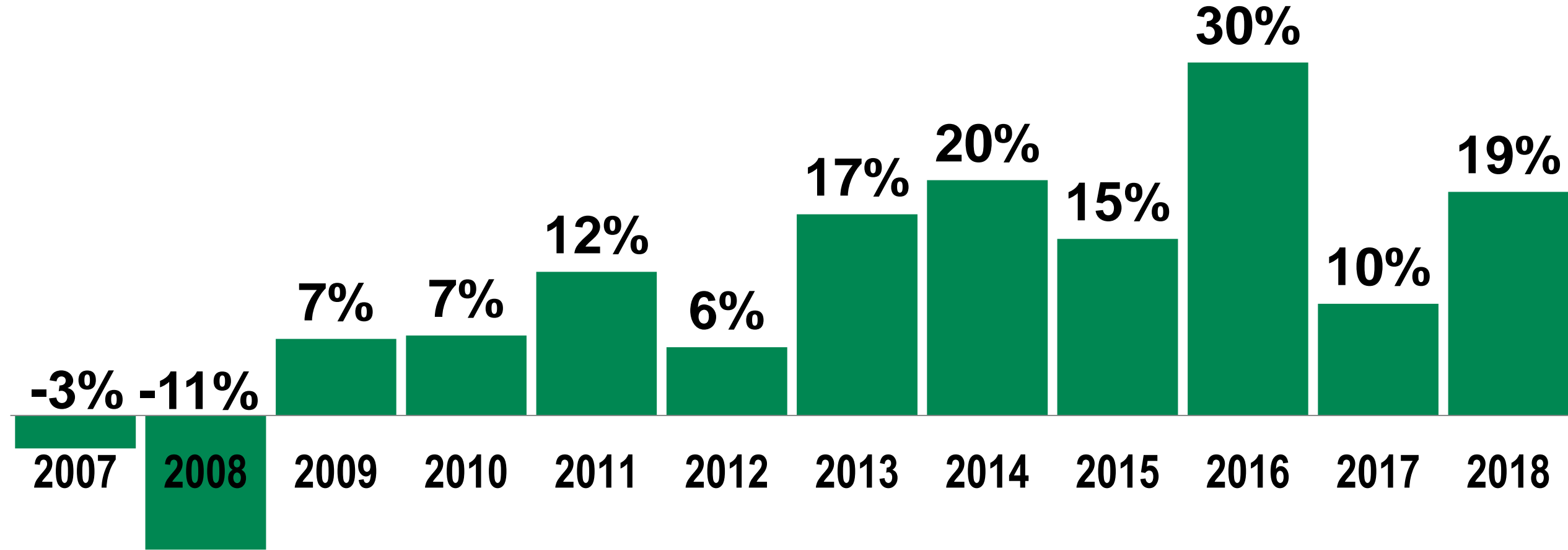


2018 RECORDED CLOSING STOCK PRICES

SOURCES: S&P GLOBAL, Yahoo Finance

CSBB STOCK HIGHLIGHTS

ANNUAL TOTAL RETURN ASSUMING REINVESTMENT OF DIVIDENDS

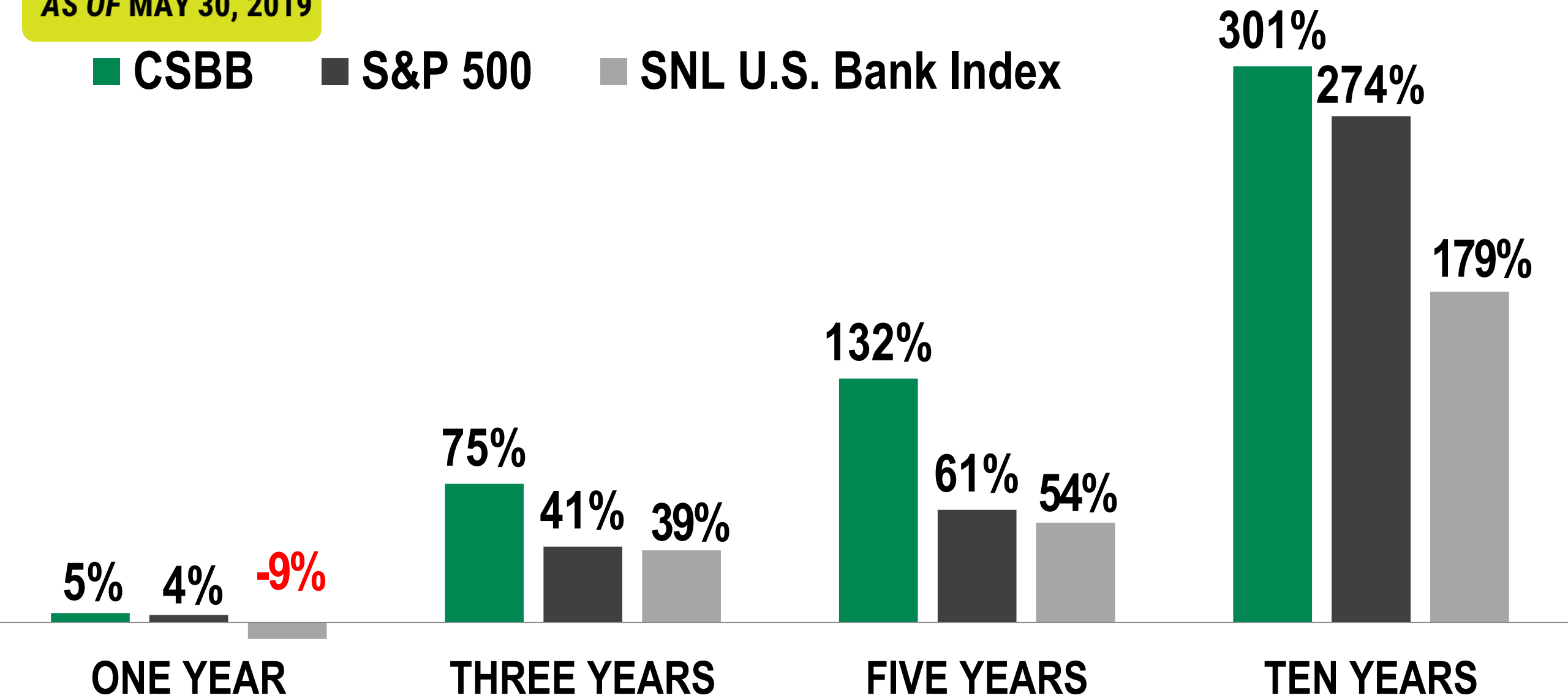


SOURCE: S&P GLOBAL

CSBB STOCK TOTAL CUMULATIVE RETURN

AS OF MAY 30, 2019

■ CSBB ■ S&P 500 ■ SNL U.S. Bank Index



SOURCE: S&P GLOBAL, MAY 30, 2019

CSBB STOCK PRICING RATIOS

May 30, 2019 **\$39.50**

	PRICE TO LAST 12 MONTHS EARNINGS	PRICE TO BOOK VALUE	PRICE TO TANGIBLE BOOK VALUE
CSB BANCORP, INC. (CSBB)	11.1x	137%	146%
SNL U.S. BANK INDEX	11.1x	126%	165%
SNL U.S. BANKS \$500M - \$1 BILLION ASSETS	14.9x	145%	153%
SNL U.S. BANKS PINK SHEET (OVER THE COUNTER)	12.9x	128%	137%

SOURCE: S&P GLOBAL, MAY 30, 2019



WHO WE ARE
WHAT WE DO

CSB – A TEAM WITH ALIGNED COMMITMENTS

MISSION

Our MISSION as an **independent community bank** is to provide **high quality financial services** through **valued employees**, thereby meeting the needs of our **customers** and the **diverse communities** we serve, generating **profit** and **increasing value** for our **shareholders**.

CORE VALUES

1. PROFIT RESPONSIBILITY

2. CUSTOMER SERVICE

3. EMPLOYEES

4. HONESTY

5. ENJOYMENT

6. GROWTH

VISION

ENDURING GREATNESS

We believe in order to be great, we must first have a commitment to excellence in our everyday work. But in order to be *enduringly great*, we must sustain greatness for many generations.

HOW WE ACHIEVE THE VISION

- ***Commitment to endure AND Commitment to be great***
- **Nurture a culture that safeguards our mission and core values**
- **Outstanding employee team attraction, retention and development**
 - **“Employer of choice” for the brightest and best; NorthCoast 99 Winner - selected 1 of 99 Best Places in Northeast Ohio for Top Talent to Work each of the past two consecutive years**
 - **Extensive career growth emphasis with courses, leadership development and team/committee assignments (currently 11 separate standing teams comprised of 5 to 14 members)**
- **Appropriate use of technology and vendor partnerships**
- **In-house staff for I.T. Operations, Compliance, and Internal Audit**
- **Relentless quest to continually improve**
- **Steadfast efforts to serve all stakeholders The CSB Way --- That’s how we build the brand**



LEADERSHIP – DEMOGRAPHIC SYNOPSIS

	Board	Senior Management (5)	Officer Group (64)
<35 Years of Age	0%	20%	14% (9)
35-44	14% (1)	20%	23% (15)
45-54	29% (2)	20%	27% (17)
55-64	29% (2)	40%	36% (23)
65+	29% (2)	0%	0%
Female	29% (2)	40%	55%
Male	71% (5)	60%	45%

CSB BRAND RELATIONSHIPS YOU CAN BANK ON

With CSB, you gain *more* than convenient access to products and services that promote your financial health; you're also invited into a **network of relationships** – among **customers**, **employees**, and **shareholders** – that contribute to the well-being and satisfaction of a **community** and its **residents**.



PRINCIPLED GROWTH

Your financial success and prosperity guide our efforts, as do ethical practices for managing wealth honestly.



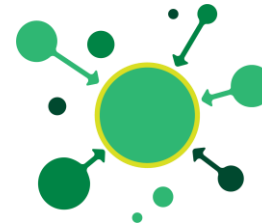
LOCAL EXPERTS

Your bankers act as partners – purposefully caring for your financial affairs, while remaining accessible friends who know you by name.



COMMUNITY INVESTMENT

Your community benefits from a bank that invests in individuals, businesses, and non-profit organizations, proactively supporting the distinct goals of each.



CUSTOMIZED SERVICE

You receive all the products and services you expect from a bank, coupled with flexible solutions to address your unique needs.



HIGH-TOUCH TECHNOLOGY

You receive all the products and services you expect from a bank, coupled with flexible solutions to address your unique needs.

COMMUNITY INVESTMENT

CSB's reach and presence go far beyond lending, deposit safekeeping, payment systems, and wealth management.

- **We value and reward our shareholder base**
 - Current cash dividend rate exceeds \$2.8 million per year, returning more than \$700,000 per quarter to shareholders
- **Maintain attractive facilities, keeping downtowns alive**
- **Heavily involved in civic activity**
 - Employees serve in many civic and community-based organizations, including 9 of our 64 officers currently President, Vice President, Treasurer or Secretary of a local not-for-profit board or commission
 - Direct donations in our communities average \$200,000 per year



CURRENT OPERATIONAL INITIATIVES

- **New Banking Center in Downtown Wooster opens June 4th**
- **Technology update/infrastructure redesign to cloud-based redundancy completes this summer**
- **Digital products and services refresh team evaluating all aspects of digital banking services and operations**



BANKING INDUSTRY OBSERVATIONS

- **There are 175 banks chartered in Ohio**
- **Small banks are challenged**
 - **Technology, cybersecurity, and costs to comply with regulations (e.g. Anti-Money Laundering, Community Reinvestment Act, and mortgage requirements) are taking a toll**
- **Board and management succession is a challenge for some banks**
- **We see opportunity to keep growing – in current markets and with market extensions**



**THANK YOU FOR
YOUR INTEREST IN CSB
AND COMMUNITY BANK
INVESTING!**