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Profits Through Purpose
Executive Leadership on This Call

Darrin Williams, CEO
Southern Bancorp, Inc.

Chris Wewers, CFO
Southern Bancorp, Inc.
We are Wealth Builders for Everyone.

THE GOLDEN CIRCLE

WHY
We believe that wealth building isn't just for the wealthy. We were founded to **INVEST** in rural towns, under-capitalized communities, and people's dreams. We are wealth builders for everyone.

HOW
We combine the strength of a billion dollar bank with the flexibility of a non-profit financial education and development company to **EMPOWER** our customers and communities.

WHAT
Southern Bancorp is a bank...and so much more. We offer financial products and services that improve financial health and **TRANSFORM** lives.
Our Theory of Change

**Mission**
Create economic opportunity

**Objective**
Increase individual net worth

**BHAGs 10 Year Goals**
- Affordable Housing 10,000
- Jobs/Entrepreneurship 100,000
- Savings 1,000,000

**Tools**
- Lending, Banking, & Services
- Financial Development Services
- Research, Policy, & Advocacy
Integrated Structure & Strategy

SBI – Vision and Strategy
- Capital
- Communications
- Governance & Metrics

SBCP – Financial Development
- Loans & Credit Enhancement
- Financial Education
- Research & Advocacy

SBB – Banking Services
- Loans
- Deposits
- Targeted Investment Portfolio
Financial Highlights

Total Loans
Deposits
Total Assets

Tangible Common Equity

Book Value

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Loans (Thousands)</th>
<th>Deposits (Thousands)</th>
<th>Total Assets (Thousands)</th>
<th>Tangible Common Equity (Thousands)</th>
<th>Book Value Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>41,643</td>
<td></td>
<td></td>
<td>41,643</td>
<td>$8.37</td>
</tr>
<tr>
<td>2015</td>
<td>47,910</td>
<td></td>
<td></td>
<td>47,910</td>
<td>$9.06</td>
</tr>
<tr>
<td>2016</td>
<td>58,302</td>
<td></td>
<td></td>
<td>58,302</td>
<td>$10.06</td>
</tr>
<tr>
<td>2017</td>
<td>76,407</td>
<td></td>
<td></td>
<td>76,407</td>
<td>$10.24</td>
</tr>
<tr>
<td>2018</td>
<td>100,203</td>
<td></td>
<td></td>
<td>100,203</td>
<td>$10.53</td>
</tr>
</tbody>
</table>
### Q4 Financial Highlights YOY – Balance Sheet (000’s)

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Investments</td>
<td>$230,110</td>
<td>$307,361</td>
</tr>
<tr>
<td>Net Loans</td>
<td>$873,671</td>
<td>$948,375</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>$40,541</td>
<td>$39,905</td>
</tr>
<tr>
<td>Intangibles</td>
<td>$37,487</td>
<td>$37,409</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$55,086</td>
<td>$58,644</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$1,236,895</td>
<td>$1,391,694</td>
</tr>
<tr>
<td>Deposits</td>
<td>$1,016,498</td>
<td>$1,131,313</td>
</tr>
<tr>
<td>Other Borrowings</td>
<td>$98,337</td>
<td>$114,306</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>$7,630</td>
<td>$9,537</td>
</tr>
<tr>
<td>Shareholder's Equity</td>
<td>$114,430</td>
<td>$136,538</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
<td>$1,236,895</td>
<td>$1,391,694</td>
</tr>
</tbody>
</table>
### Q4 Financial Highlights YOY – Income Statement (000’s)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest Income</td>
<td>$49,124</td>
<td>$53,147</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>($4,098)</td>
<td>($6,672)</td>
</tr>
<tr>
<td>Net Interest Revenue</td>
<td>$45,026</td>
<td>$46,475</td>
</tr>
<tr>
<td>PLLL</td>
<td>($3,350)</td>
<td>($4,310)</td>
</tr>
<tr>
<td>Non Interest Income</td>
<td>$10,911</td>
<td>$11,053</td>
</tr>
<tr>
<td>Non Interest Expense</td>
<td>($45,490)</td>
<td>($42,591)</td>
</tr>
<tr>
<td>Income Before Taxes</td>
<td>$7,097</td>
<td>$10,627</td>
</tr>
<tr>
<td>Taxes</td>
<td>$375</td>
<td>($1,540)</td>
</tr>
<tr>
<td>Net Income</td>
<td>$7,472</td>
<td>$9,087</td>
</tr>
</tbody>
</table>
Providing Access to Credit in Low-to-Moderate Income Communities (LMI) Through 12/31/2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of loans (#) in LMI tracts</td>
<td>78.90%</td>
</tr>
<tr>
<td>% of loans ($) in LMI tracts</td>
<td>65.97%</td>
</tr>
<tr>
<td>Loans originated (#)</td>
<td>7,120</td>
</tr>
<tr>
<td>Loan originations ($ millions)</td>
<td>$507</td>
</tr>
<tr>
<td>% of loans under $10,000</td>
<td>53.9%</td>
</tr>
<tr>
<td># of loans under $1,000</td>
<td>1,486</td>
</tr>
</tbody>
</table>
Q4 Highlights – Opportunity Center

Two Primary Goals

• Ensuring that all existing and potential Southern customers have access to financial development products and services.

• Ensuring that all Southern employees are able to deliver at least a core set of financial development services or referrals

Core Services - 3,374 referrals tracked

• Credit report review

• Credit counseling

• Financial education resources

• Loans and deposits
Building a New CDFI Model

Paying Regular Quarterly Dividends

• 8th consecutive and increasing dividend (January 9, 2019)
• For information on how to receive dividend payments by ACH, contact Jayla.Wilson@banksouthern.com | (501) 850-8960 | TF: (800) 789-3428

Providing Liquidity for Shareholders

• Dutch Auction – 2 projected in 2019

Employee Owners

• Southern Bancorp KSOP (401K + Employee Stock Ownership Plan)
• Total purchases - $1.5 million (90% of employees participating in KSOP)
2018 Highlights

Record Highs

• Total Assets – $1.387 Billion (12/28/2018)
• Deposits – $1.145 Billion (12/28/2018)
• Loans – $972 Million (10/25/2018)

15,665 Referrals to the Opportunity Center

Growth and Expansion

• Expanded in Hot Springs, Arkansas
• New LPO in Mt. Ida, Arkansas
• SBA Group ($37 million in loan commitments)

$15.2 million capital raised ($24.2 million total)

CDFI Fund Awards

• $233,244 Bank Enterprise Award
• $1,006,905 Financial Assistance Award
Notice

Special Shareholder Meeting (projected late Q1)
  • To address board governance issues and matters related to our series B non-voting common stock.

Q & A

Question submitted in advance
  • “Will there be a stock repurchase program instituted in 2019?”
SAVE THE DATE:

Q1 2019 Shareholder Engagement Call

Thursday, April 18, 2019

9:30 am CST