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Profits Through Purpose
Executive Leadership

Darrin Williams, CEO
Southern Bancorp, Inc.

Chris Wewers, CFO
Southern Bancorp, Inc.

John Olaimey, President & CEO
Southern Bancorp Bank

Karama Neal, COO
Southern Bancorp
Community Partners
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
Strategic Guiding Principles

1. One Southern
   Focus on maximizing collective mission impact regardless of legal entity, structure or position.

2. Guided by our mission, sustained by our financial stability.

3. Balance the needs of all stakeholders

4. Target Market
   - Distressed rural communities in the Mid-South
   - Un/underbanked & low wealth people

5. Community Accountability & Engagement
Building a New CDFI Model

Raising Growth Capital
• $17.75 million raised in first close of capital campaign

Employee Owners
• Southern Bancorp KSOP (401K + Employee Stock Ownership Plan)

Paying Regular Quarterly Cash Dividends
• 5\textsuperscript{th} consecutive and increasing dividend (April, 2018)

Promoting Values Based Banking
• GABV 2018 Annual Conference – Arequipa, Peru

Unqualified Audit Opinion
• Crowe Horwath, LLP
Providing Access to Credit in Low-to-Moderate Income Communities (LMI)

<table>
<thead>
<tr>
<th>2018</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of loans (#) in LMI tracts</td>
<td>79.0%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>% of loans ($) in LMI tracts</td>
<td>81.8%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loans originated</td>
<td>1,366</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total loan originations ($ millions)</td>
<td>$129</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>% of loans under $10,000</td>
<td>47.3%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loans (#) under $1,000</td>
<td>93</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Financial Highlights

(Tens of thousands)

Loans | Deposits | Total Assets

2011: 19,407 | 26,150 | 45,557
2012: 33,282 | 41,643 | 74,925
2013: 47,910 | 47,910 | 95,820
2014: 58,302 | 58,302 | 116,604
2015: 76,407 | 76,407 | 152,814
2016: 86,520 | 86,520 | 173,040
2017: Q1
2018: Q1

Tangible Common Equity


Book Value

## Q1 Financial Highlights YOY – Balance Sheet (000’s)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2017</th>
<th>Q1 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Investments</td>
<td>248,679</td>
<td>239,096</td>
</tr>
<tr>
<td>Net Loans</td>
<td>782,832</td>
<td>859,776</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>40,739</td>
<td>40,300</td>
</tr>
<tr>
<td>Intangibles</td>
<td>36,753</td>
<td>37,468</td>
</tr>
<tr>
<td>Other Assets</td>
<td>53,161</td>
<td>56,526</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$ 1,162,164</strong></td>
<td><strong>$ 1,233,166</strong></td>
</tr>
<tr>
<td>Deposits</td>
<td>940,857</td>
<td>1,006,849</td>
</tr>
<tr>
<td>Other Borrowings</td>
<td>113,494</td>
<td>97,960</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>7,147</td>
<td>5,643</td>
</tr>
<tr>
<td>Shareholder's Equity</td>
<td>100,666</td>
<td>122,714</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
<td><strong>$ 1,162,164</strong></td>
<td><strong>$ 1,233,166</strong></td>
</tr>
</tbody>
</table>
### Q1 Financial Highlights YOY – Income Statement (000’s)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2017</th>
<th>Q1 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Interest Income</strong></td>
<td>11,076</td>
<td>12,401</td>
</tr>
<tr>
<td><strong>Interest Expense</strong></td>
<td>(814)</td>
<td>(1,090)</td>
</tr>
<tr>
<td><strong>Net Interest Revenue</strong></td>
<td>10,262</td>
<td>11,311</td>
</tr>
<tr>
<td><strong>PLLL</strong></td>
<td>(550)</td>
<td>(1,000)</td>
</tr>
<tr>
<td><strong>Non Interest Income</strong></td>
<td>2,481</td>
<td>2,412</td>
</tr>
<tr>
<td><strong>Non Interest Expense</strong></td>
<td>(10,710)</td>
<td>(10,839)</td>
</tr>
<tr>
<td><strong>Income Before Taxes</strong></td>
<td>1,483</td>
<td>1,884</td>
</tr>
<tr>
<td><strong>Taxes</strong></td>
<td>(40)</td>
<td>(115)</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>$1,443</td>
<td>$1,769</td>
</tr>
</tbody>
</table>
Q1 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 (1,889 referrals tracked)

• Credit report review (17%)

• Credit counseling (10%)

• Free tax preparation (15%)

• Financial education resources (12%)

• Loans and deposits (41%)
Q & A
Email Southern@BankSouthern.com to send questions.

Upcoming Events

June 13th – SBI Shareholder Dinner
6:30 pm • Location: TBD • Little Rock, AR

June 14th – SBI Annual Shareholder Meeting
11:30 am – 1:30 pm • Great Hall, Clinton Library • Little Rock, AR

July 19th – Q2 2018 Shareholder Engagement Call
9:30 am – 10:00 am