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This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to SBI’s businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices. Readers are cautioned not to rely on these forward looking statements. As SBI is not a publicly traded company, it is neither required to nor does it undertake any obligation to publicly release the result of any revisions to these forward looking statements to reflect events or circumstances after the date hereof that reflect the occurrence of unanticipated events. Any forecasts and hypothetical examples used herein are subject to uncertainty and contingencies outside SBI’s control. Further, past performance is not a reliable indication of future performance.
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 (5-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
Annual Shareholder Meeting, June 14, 2018

Jim Prouty
Appointed

Sherman Tate
Reappointed

Jerry Damerow
Reappointed

Susie Smith
Appointed to the SBB Board May, 2018

Glen Jones
Reappointed

Dan Koehler
Reappointed

Watch the Annual Shareholder Meeting online at banksouthern.com/investors
Dr. Karama Neal

Appointed President of Southern Bancorp Community Partners

- COO of SBCP since 2014
- Director of Family Economic Security and Public Policy Programs at SBCP (and its predecessor Southern Good Faith Fund 2008-2014)
- Southern Executive Leadership team member
- Federal Reserve Bank of St. Louis – Little Rock Branch, Board Member

- Mary Reynolds Babcock Foundation, Trustee
- Arkansas Asset Funders Network, Steering Committee Member
- Loyola University Chicago, Chicago, IL. – MA in Bioethics & Health Policy
- Emory University, Atlanta, GA. – PhD in Genetics & Molecular Biology
- Swathmore College, Swathmore, PA. – BA in Biology
# Q2 Financial Highlights YOY – Balance Sheet (000’s)

<table>
<thead>
<tr>
<th></th>
<th>Q2 2017</th>
<th>Q2 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash &amp; Investments</strong></td>
<td>253,222</td>
<td>221,743</td>
</tr>
<tr>
<td><strong>Net Loans</strong></td>
<td>840,151</td>
<td>914,996</td>
</tr>
<tr>
<td><strong>Fixed Assets</strong></td>
<td>41,244</td>
<td>40,154</td>
</tr>
<tr>
<td><strong>Intangibles</strong></td>
<td>37,526</td>
<td>37,448</td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td>53,476</td>
<td>58,687</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$1,225,619</td>
<td>$1,273,028</td>
</tr>
<tr>
<td><strong>Deposits</strong></td>
<td>964,706</td>
<td>969,976</td>
</tr>
<tr>
<td><strong>Other Borrowings</strong></td>
<td>145,911</td>
<td>166,404</td>
</tr>
<tr>
<td><strong>Other Liabilities</strong></td>
<td>8,523</td>
<td>6,779</td>
</tr>
<tr>
<td><strong>Shareholder's Equity</strong></td>
<td>106,479</td>
<td>129,869</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
<td>$1,225,619</td>
<td>$1,273,028</td>
</tr>
</tbody>
</table>
## Q2 Financial Highlights YOY – Income Statement (000’s)

<table>
<thead>
<tr>
<th></th>
<th>YTD 2017</th>
<th>YTD 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest Income</td>
<td>23,202</td>
<td>25,118</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>(1,790)</td>
<td>(2,348)</td>
</tr>
<tr>
<td><strong>Net Interest Revenue</strong></td>
<td>21,412</td>
<td>22,770</td>
</tr>
<tr>
<td>PLLL</td>
<td>(1,350)</td>
<td>(1,700)</td>
</tr>
<tr>
<td><strong>Non Interest Income</strong></td>
<td>5,924</td>
<td>5,832</td>
</tr>
<tr>
<td><strong>Non Interest Expense</strong></td>
<td>(21,941)</td>
<td>(21,840)</td>
</tr>
<tr>
<td><strong>Income Before Taxes</strong></td>
<td>4,045</td>
<td>5,062</td>
</tr>
<tr>
<td>Taxes</td>
<td>(375)</td>
<td>(265)</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>$3,670</td>
<td>$4,797</td>
</tr>
</tbody>
</table>
Building a New CDFI Model

U.S. Department of Treasury – CDFI Fund

• $233,387 Bank Enterprise Award to SBB

Paying Regular Quarterly Dividends

• 6th consecutive and increasing dividend (July 2018)

• For information on how to receive dividend payments by ACH, contact Jayla.Wilson@banksouthern.com | (501) 850-8960 | TF: (800) 789-3428

Employee Owners

• Southern Bancorp KSOP (401K + Employee Stock Option Plan)
• First purchase (July 12, 2018) – $1.36 million
• 90% of employees participating in KSOP

Providing Liquidity to Shareholders

• Upcoming Dutch auction
## Providing Access to Credit in Low-to-Moderate Income Communities (LMI)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>YTD</th>
<th>Q2</th>
<th>Q1</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of loans (#) in LMI tracts</td>
<td>77.02%</td>
<td>75.90%</td>
<td>79.0%</td>
<td></td>
</tr>
<tr>
<td>% of loans ($) in LMI tracts</td>
<td>67.83%</td>
<td>56.81%</td>
<td>81.8%</td>
<td></td>
</tr>
<tr>
<td>Loans originated (#)</td>
<td>3,045</td>
<td>1,675</td>
<td>1,366</td>
<td></td>
</tr>
<tr>
<td>Loan originations ($) millions</td>
<td>$265</td>
<td>$136</td>
<td>$129</td>
<td></td>
</tr>
<tr>
<td>% of loans under $10,000</td>
<td>47.6%</td>
<td>47.8%</td>
<td>47.3%</td>
<td></td>
</tr>
<tr>
<td># of loans under $1,000</td>
<td>236</td>
<td>142</td>
<td>93</td>
<td></td>
</tr>
</tbody>
</table>
Q2 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 (5,804 referrals tracked)

- Credit report review
- Credit counseling
- Financial education resources
- Loans and deposits
- Helped file 3,262 tax returns, a total of $5.8 million in refunds and credits.
Where does your money spend the night?

We want your Mission Deposits.
WHAT IF
WHAT IF

A BANK VALUED PEOPLE AS MUCH AS PROFITS?

What if a bank gave customers the tools they needed to thrive financially, no matter where they were starting out? Tools like credit counseling, financial education courses and even free tax preparation in addition to loans and savings plans? Well, that would be a different kind of bank. That would be Southern Bancorp.

Learn more and join the change at banksouthern.com/whatif.
What if savings accounts and saving the world went hand in hand?
Digital Ads

WHAT IF

WEALTH BUILDING WASN’T JUST FOR THE WEALTHY?

WHAT IF

SAVINGS ACCOUNTS AND SAVING THE WORLD WENT HAND IN HAND?

WHAT IF

A BANK DID WELL BY DOING GOOD?

FDIC
For radio, TV, and online examples, go to banksouthern.com/investors
Where does your money spend the night?

We want your Mission Deposits.

Rebekah Kinder
rkindener@banksouthern.com
(501) 492-3494
TF: (800) 789-3428
In the News

Global Investors Find Value in a Small Bank in the Deep South

BY OSCAR PERRY ABELLO | JULY 11, 2018

For links to these articles, go to banksouthern.com/investors
Q & A

SAVE THE DATE:

Q3 2018 Shareholder Engagement Call

Thursday, October 18, 2018

9:30 am CST