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Profits Through Purpose
Executive Leadership on This Call

Darrin Williams
CEO
Southern Bancorp, Inc.

Chris Wewers
CFO
Southern Bancorp, Inc.

John Olaimey
President and CEO
Southern Bancorp Bank

Vance Smiley
President
BankWorx
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
2019 – A Record-Setting Year of Impact

- **Net Income** – $9.8M
- **Total Assets** – $1.512B (November)
- **Total Loans** – $1.034B (August)
- **Outstanding** CRA rating for the 3rd consecutive exam
- **19,908** Opportunity Center referrals by Southern employees
- **Liquidity** – $8M in share buybacks from Southern’s shareholder
- **88%** of Southern employees own stock in the company
Southern Bancorp, Inc. appoints members to the Southern Bancorp Bank board

Donna Gambrell (Appointed)

Jim Franks (Appointed)
# Q4 Financial Highlights YOY – Balance Sheet (000’s)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Investments</td>
<td>$307,361</td>
<td>$368,338</td>
</tr>
<tr>
<td>Net Loans</td>
<td>$948,375</td>
<td>$991,244</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>$39,923</td>
<td>$41,349</td>
</tr>
<tr>
<td>Intangibles</td>
<td>$37,409</td>
<td>$37,381</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$58,638</td>
<td>$61,491</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$1,391,706</strong></td>
<td><strong>$1,499,803</strong></td>
</tr>
<tr>
<td>Deposits</td>
<td>$1,131,325</td>
<td>$1,231,879</td>
</tr>
<tr>
<td>Other Borrowings</td>
<td>$114,306</td>
<td>$103,504</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>$9,537</td>
<td>$13,027</td>
</tr>
<tr>
<td>Shareholder's Equity</td>
<td>$136,538</td>
<td>$151,393</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
<td><strong>$1,391,706</strong></td>
<td><strong>$1,499,803</strong></td>
</tr>
</tbody>
</table>
# Q4 Financial Highlights YOY – Income Statement (000’s)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest Income</td>
<td>$53,147</td>
<td>$59,846</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>-$6,672</td>
<td>-$11,670</td>
</tr>
<tr>
<td>Net Interest Revenue</td>
<td>$46,475</td>
<td>$48,176</td>
</tr>
<tr>
<td>PLLL</td>
<td>-$4,310</td>
<td>-$5,280</td>
</tr>
<tr>
<td>Non Interest Income</td>
<td>$11,053</td>
<td>$11,868</td>
</tr>
<tr>
<td>Non Interest Expense</td>
<td>-$42,591</td>
<td>-$43,742</td>
</tr>
<tr>
<td>Income Before Taxes</td>
<td>$10,627</td>
<td>$11,022</td>
</tr>
<tr>
<td>Taxes</td>
<td>-$1,540</td>
<td>-$1,220</td>
</tr>
<tr>
<td>Net Income</td>
<td>$9,087</td>
<td>$9,802</td>
</tr>
</tbody>
</table>
## Providing Access to Credit in CDFI Targeted Underserved Communities

<table>
<thead>
<tr>
<th>SBB</th>
<th>Q1 YTD</th>
<th>Q2 YTD</th>
<th>Q3 YTD</th>
<th>2019 Year End</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of loans (#) in CDFI tracts</td>
<td>70.2%</td>
<td>69.1%</td>
<td>70.6%</td>
<td>72.7%</td>
</tr>
<tr>
<td>% of loans ($) in CDFI tracts</td>
<td>71.0%</td>
<td>67.4%</td>
<td>70.2%</td>
<td>66.8%</td>
</tr>
<tr>
<td>Loans originated (#)</td>
<td>1,367</td>
<td>2,941</td>
<td>4,511</td>
<td>6,967</td>
</tr>
<tr>
<td>Loan originations ($ millions)</td>
<td>$157</td>
<td>$281</td>
<td>$399</td>
<td>$516</td>
</tr>
<tr>
<td>% of loans under $10,000</td>
<td>44.0%</td>
<td>46.2%</td>
<td>48.1%</td>
<td>55.5%</td>
</tr>
<tr>
<td># of loans under $1,000</td>
<td>133</td>
<td>279</td>
<td>442</td>
<td>1,594</td>
</tr>
</tbody>
</table>
Building a New CDFI Model

Paying Regular Quarterly Dividends

• 12th consecutive and increasing quarterly dividend (1/9/2020)
• For information on how to receive dividend payments by ACH or wire, contact Jayla.Wilson@banksouthern.com | (501) 850-8960 | TF: (800) 789-3428

Providing Liquidity – Share Buyback Program

• Bought back $8M or 813,835 shares in 2019
• Proposed dates for 2020 Share Buyback:
  • March
  • September

Economic Growth & Inclusion: A Way Forward

• On November 20, 2019 Southern Bancorp and the Clinton Foundation co-hosted a domestic policy conference celebrating the 25th anniversary of the CDFI Fund and strategizing ways to continue to scale the industry.
SAVE THE DATE:

Q1 2020 Shareholder Engagement Call

Thursday, April 16, 2020
9:30 am CST