



Q3 2022

SHAREHOLDER ENGAGEMENT CALL

October 20, 2022

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Profits Through Purpose

Executive Leadership on This Call



Darrin Williams

Southern Bancorp, Inc. CEO

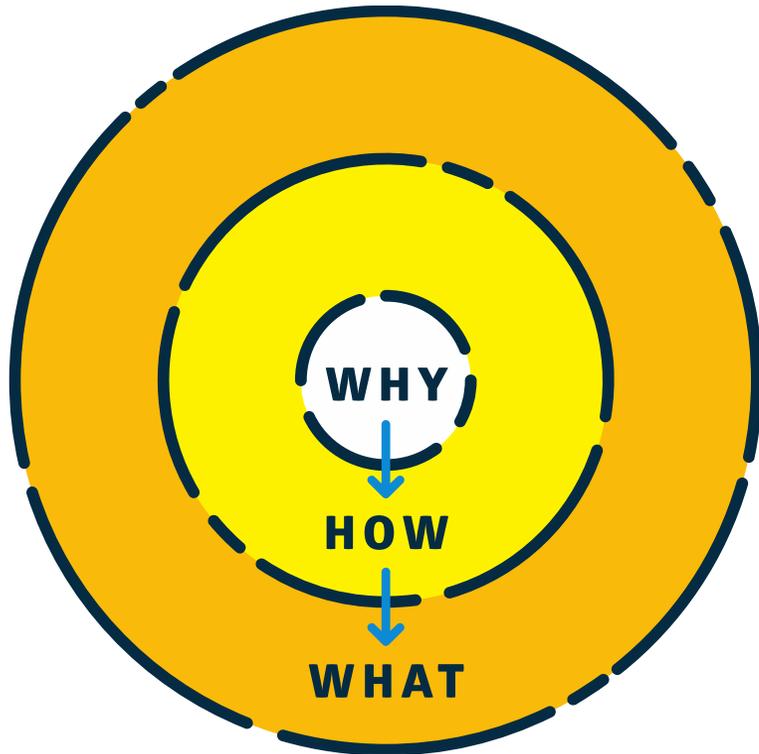


Chris Wewers

Southern Bancorp, Inc. CFO

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

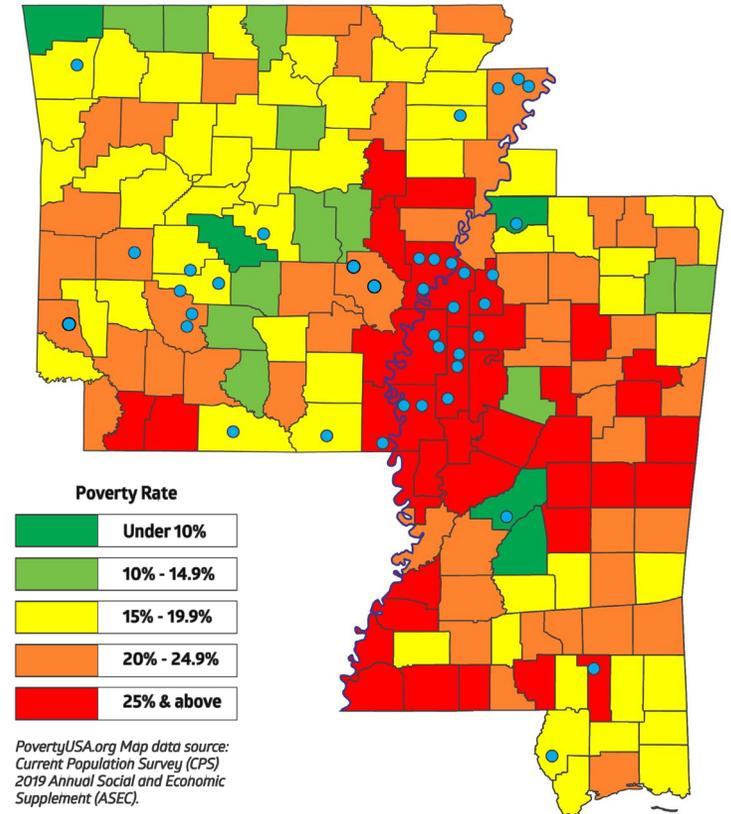
WHAT

Southern Bancorp is a financial services company...and so much more. We offer financial products and services that improve financial health and **TRANSFORM** lives.

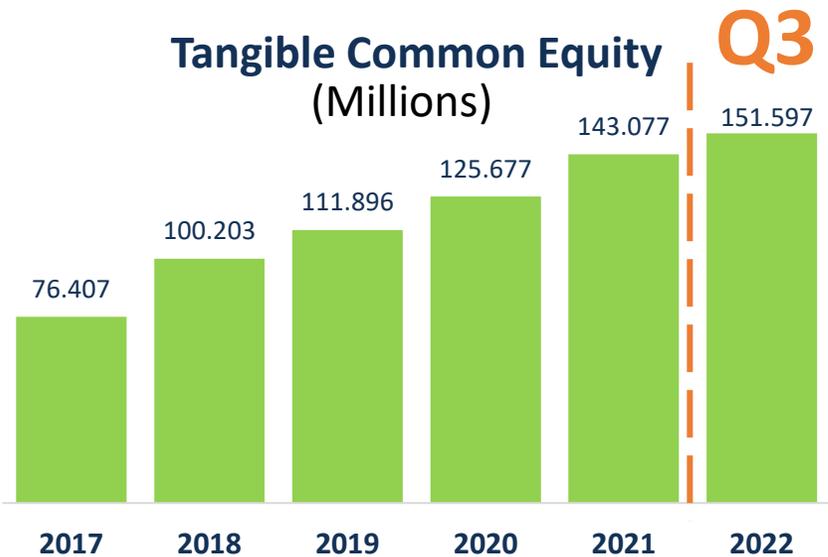
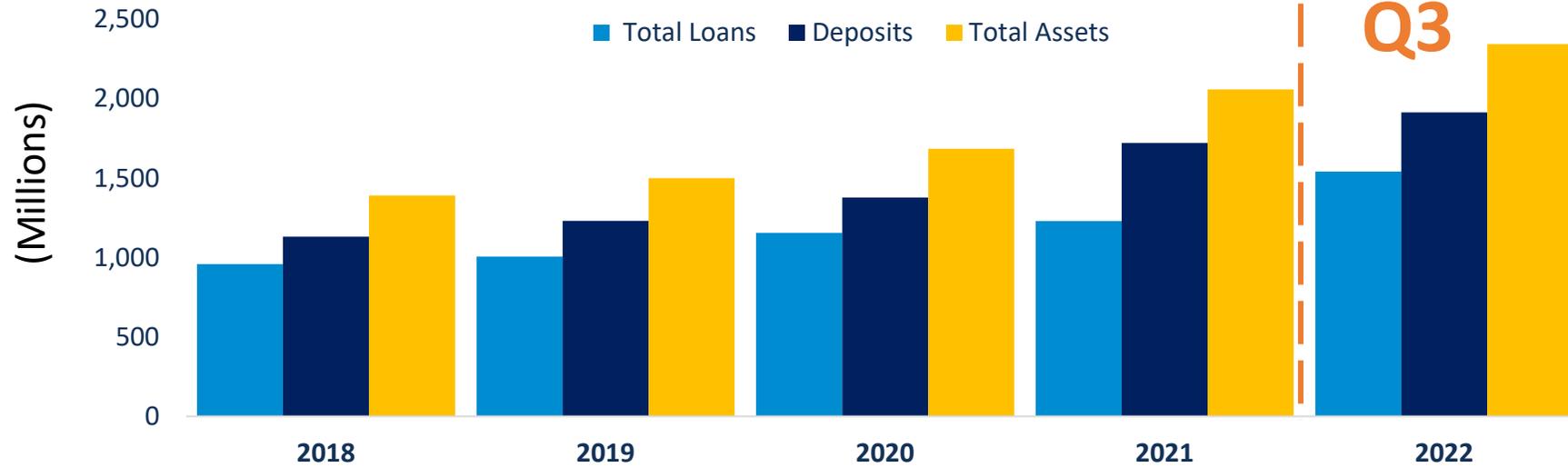
Providing Access to Credit in CDFI Targeted Underserved Communities

SBB 2022	Q1	Q2 YTD	Q3 YTD
% of loans (#) in CDFI tracts	96%	95.34%	95.25%
% of loans (\$) in CDFI tracts	84.79%	85.17%	86.50%
Loans originated (#)	1,499	3131	4757
Loan originations (\$ millions)	\$231	\$416.7	\$576
% of loans under \$10,000	38%	40.6%	42.04%
# of loans under \$1,000	109	247	404

Loans in persistent poverty counties Q3 YTD: 1760 loans Total: \$158M
 % of all loans made: 37% (#) 27% (\$)



Financial Highlights



Q3 Financial Highlights YOY – Balance Sheet (000's)

	2021	2022
Cash & Investments	\$552,784	\$750,636
Net Loans	\$1,262,780	\$1,525,750
Fixed Assets	\$42,535	\$42,160
Intangibles	\$45,004	\$54,559
Other Assets	\$68,019	\$93,774
TOTAL ASSETS	\$1,972,122	\$2,466,879
Deposits	\$1,633,567	\$1,914,358
Other Borrowings	\$140,533	\$123,367
Other Liabilities	\$12,007	\$12,805
Shareholder's Equity	\$186,015	\$416,349
TOTAL LIABILITIES & EQUITY	\$1,972,122	\$2,466,879

Q3 Financial Highlights YOY – Income Statement (000's)

	<u>2021</u>	<u>2022</u>
Interest Income	\$49,617	\$56,854
Interest Expense	\$(4,475)	\$(4,830)
Net Interest Revenue	\$45,142	\$52,024
PLLL	-	-
Non Interest Income	\$10,010	\$21,015
Non Interest Expense	\$(40,453)	\$(50,893)
Income Before Taxes	\$14,699	\$22,146
Taxes	\$(3,775)	\$(3,397)
Net Income	<u>\$10,924</u>	<u>\$18,749</u>

Southern Bancorp Q3 Highlights

The hiring of our first ever Chief Diversity, Equity & Inclusion Officer



LaTricia Hill-Chandler
Chief Diversity, Equity & Inclusion Officer



Southern Bancorp Q3 Highlights

SBCP makes a commitment to advance health equity at the Clinton Global Initiative



Southern Bancorp Q3 Highlights

Individual Development Account (IDA) - A powerful tool to help lift people from poverty to financial stability

IDA (or Matched Savings Account) - a special bank account that helps a person save for education related expenses, home purchases (down payment and closing costs), home repairs, and business-related expenses.

August 1999 – October 2022	1,436 Total Asset Purchases
Home purchases	206
Home repairs	569
Business investments	216
Educational investments	445

- We have utilized matching funds from government sources (Temporary Assistance for Needy Families), corporate contributions and philanthropic funding. The greatest limitation on this program has been a lack of matching funds to support savers.
- **The State of Arkansas will soon award Southern Bancorp Community Partners \$1.2 million to administer an IDA program statewide (500 Matched Savings Accounts with a match rate of 3 to 1).**

Kenyatta Ward



Q & A

SAVE THE DATE:

Q4 2022 Shareholder Engagement Call

Thursday, January 19, 2023,

9:30 a.m. CST

All investor questions can be directed to

Kenya Davenport, Chief of Staff and SVP Stakeholder Engagement

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