



Q1 2025

STAKEHOLDER ENGAGEMENT CALL

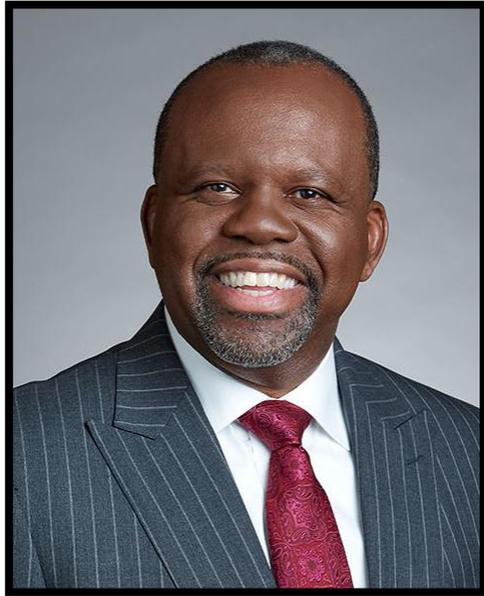
April 17th, 2025

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Profits Through Purpose

Executive Leadership on This Call



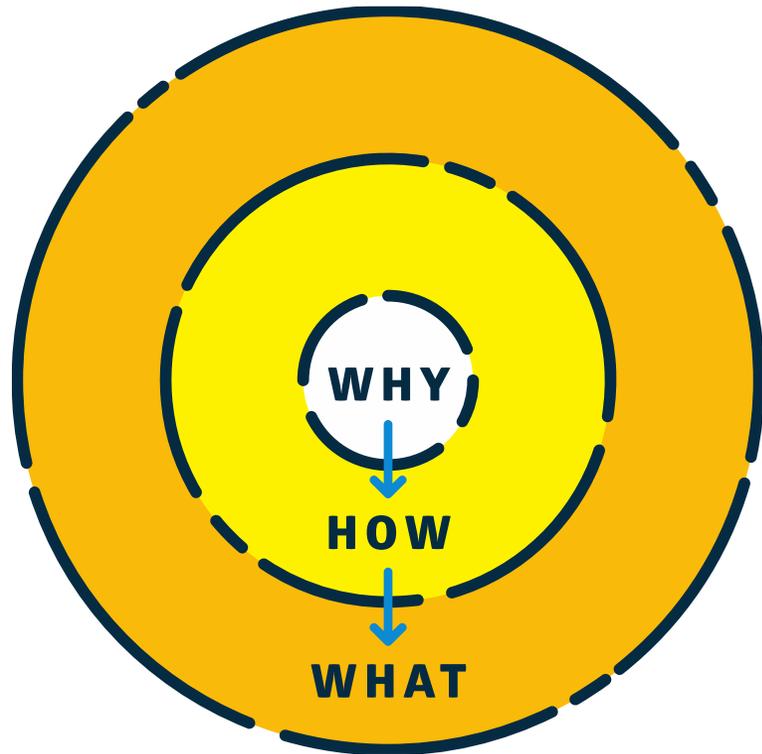
Darrin Williams
Southern Bancorp, Inc.
Chief Executive Officer



Collins Cook
Southern Bancorp, Inc.
Chief Accounting Officer

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 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 bank...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

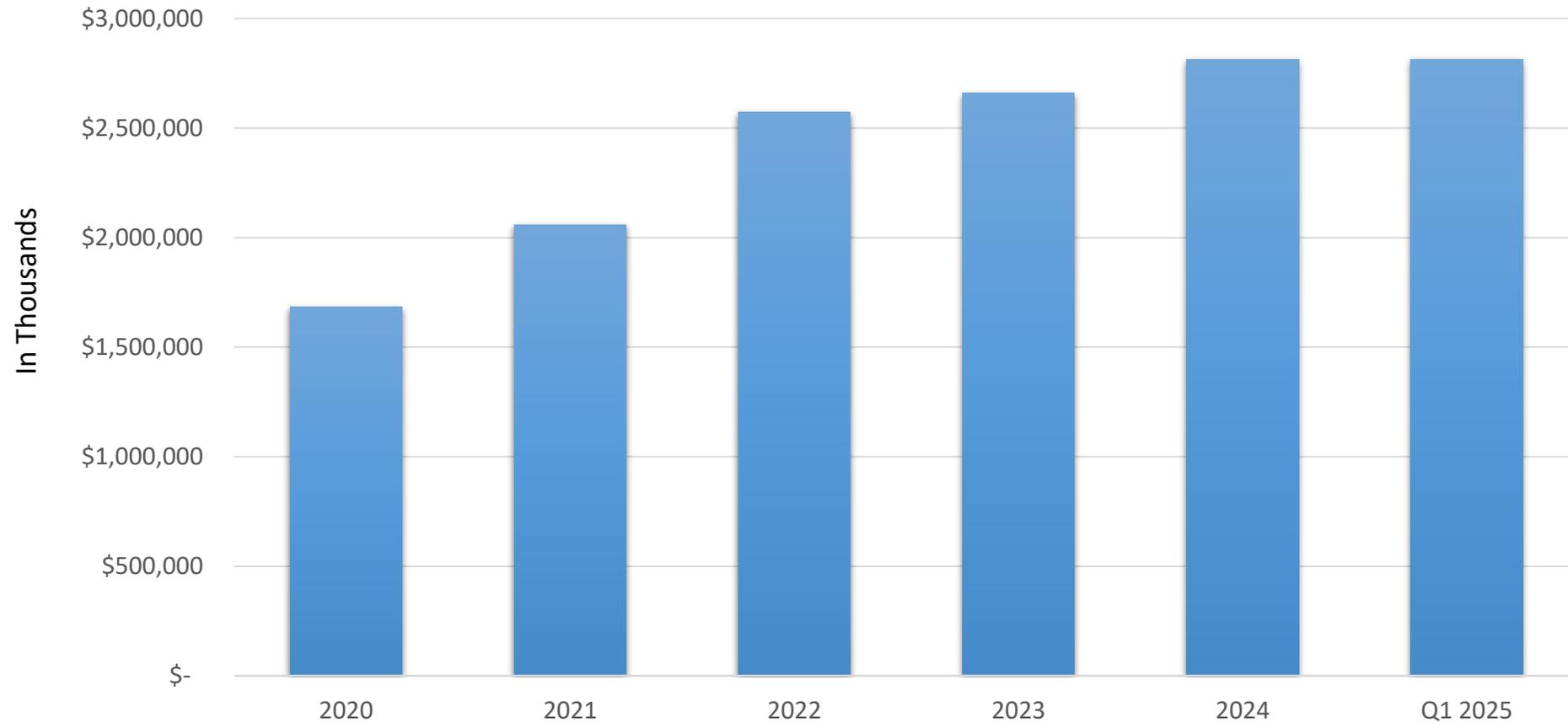
SBB 2025	Q1
% of loans (#) to CDFI target markets	78%
% of loans (\$) to CDFI target markets	78%
Loans originated (#)	1,477
Loan originations (\$ millions)	\$251M
% of loans (#) under \$10,000	37%
# of loans under \$1,000	116

Loans in persistent poor counties 2025: 544 (#) \$104M (\$)
 % of all loans made: 37% 42%



Financial Highlights

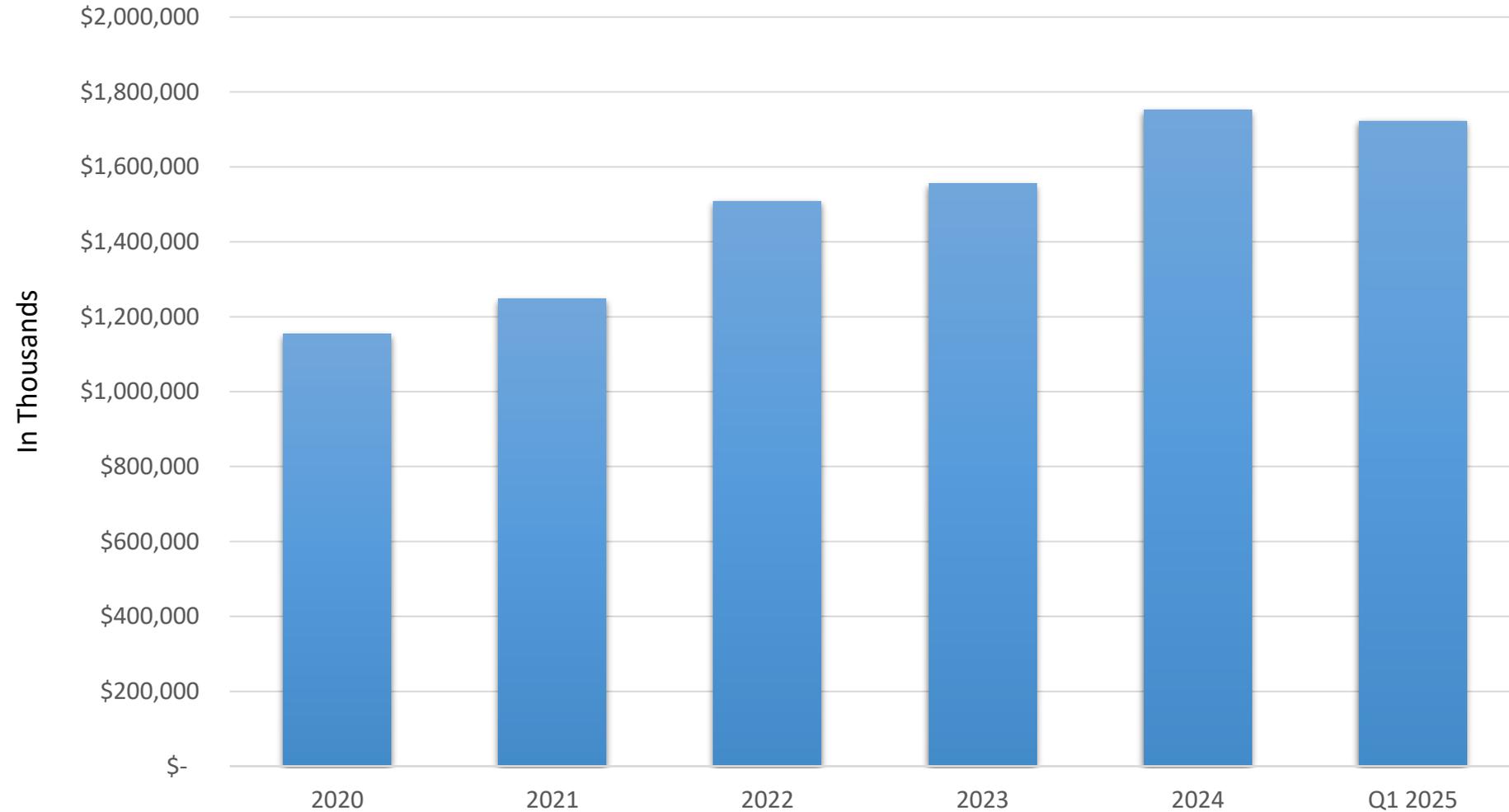
Total Assets (SBI)



CAGR
10.79%

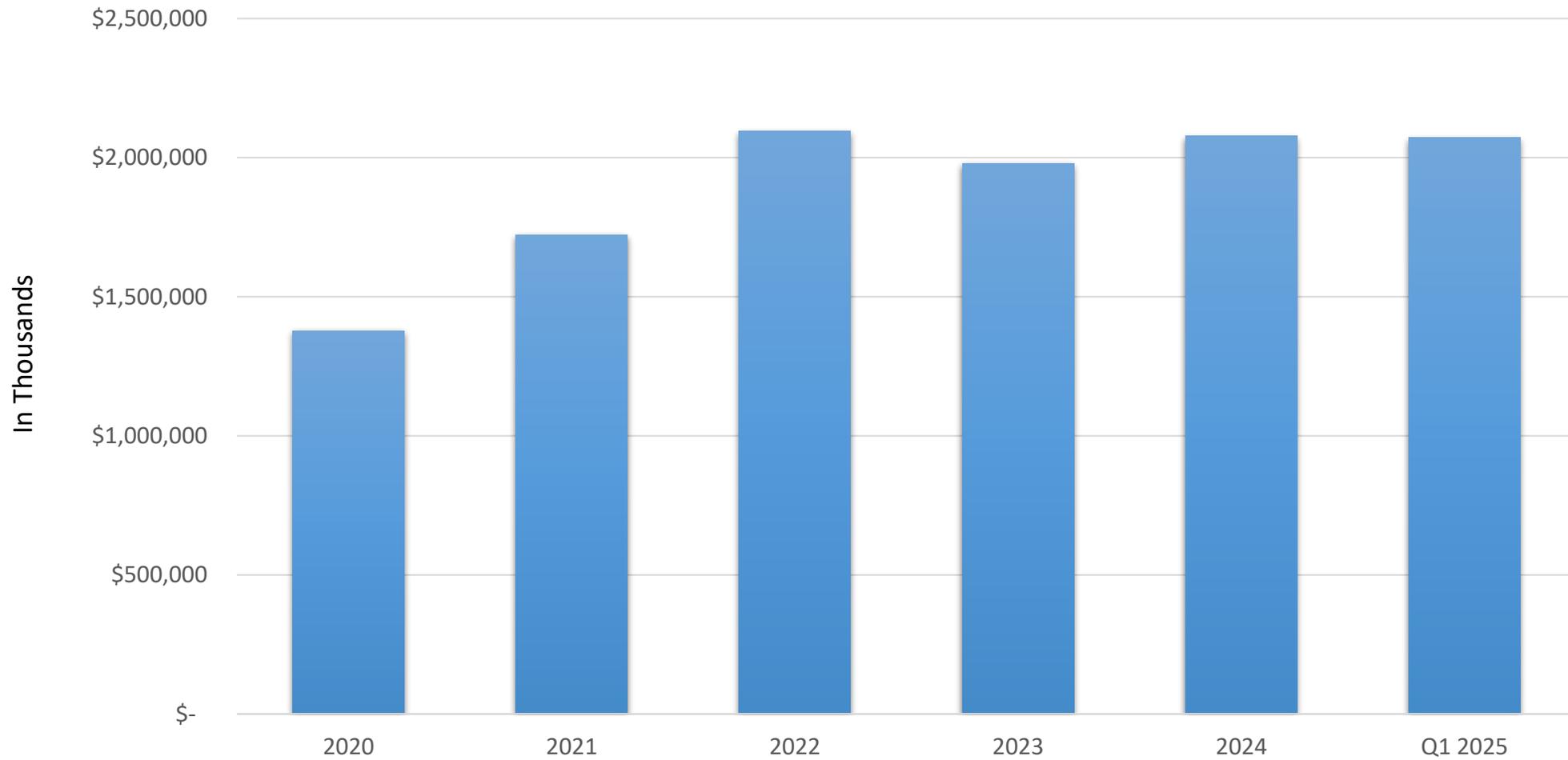
Financial Highlights

Total Loans (SBI)



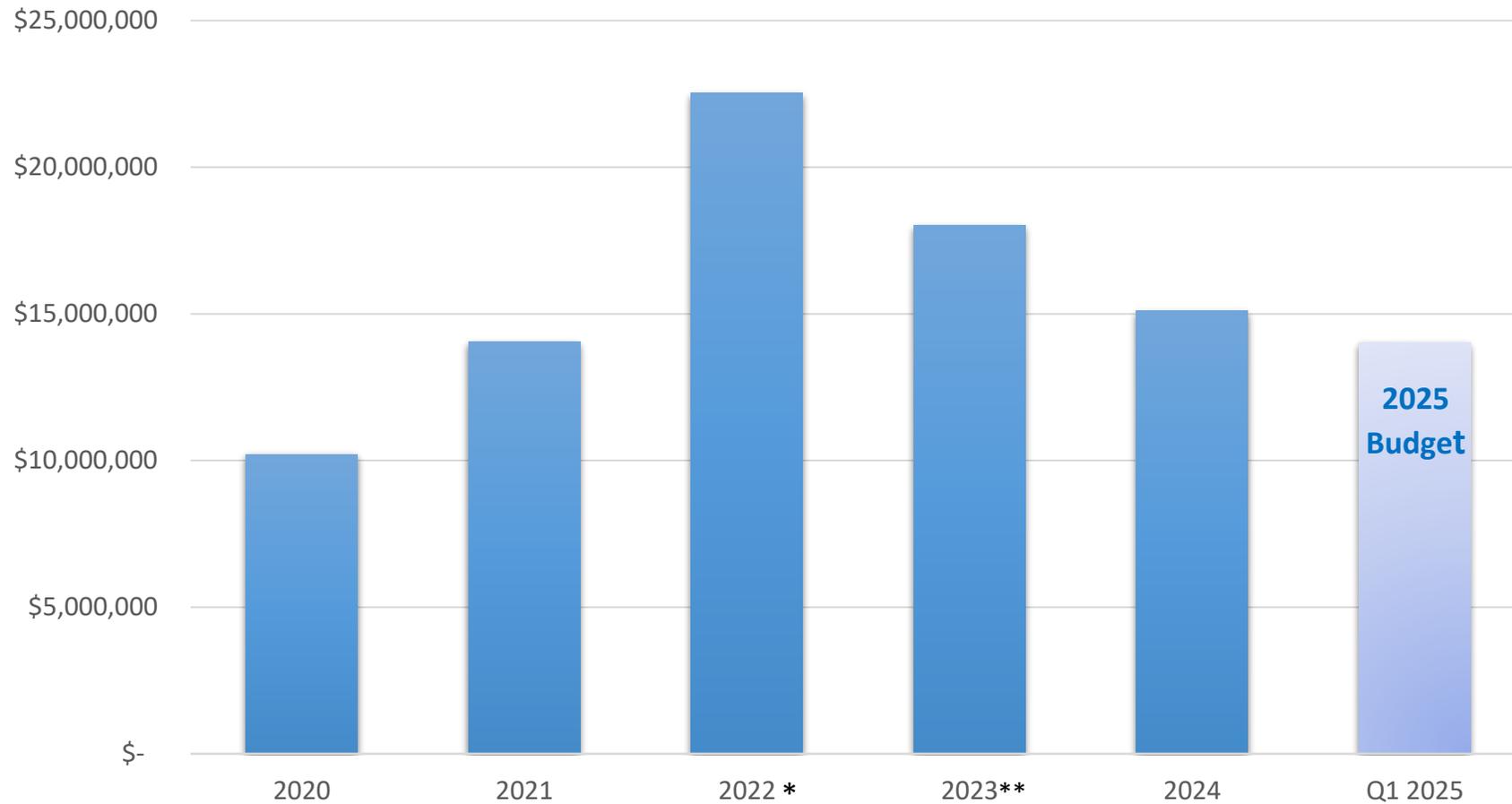
Financial Highlights

Total Deposits (SBI)



Financial Highlights

Net Income (SBI)



*\$9.225MLN gain from Hedge termination

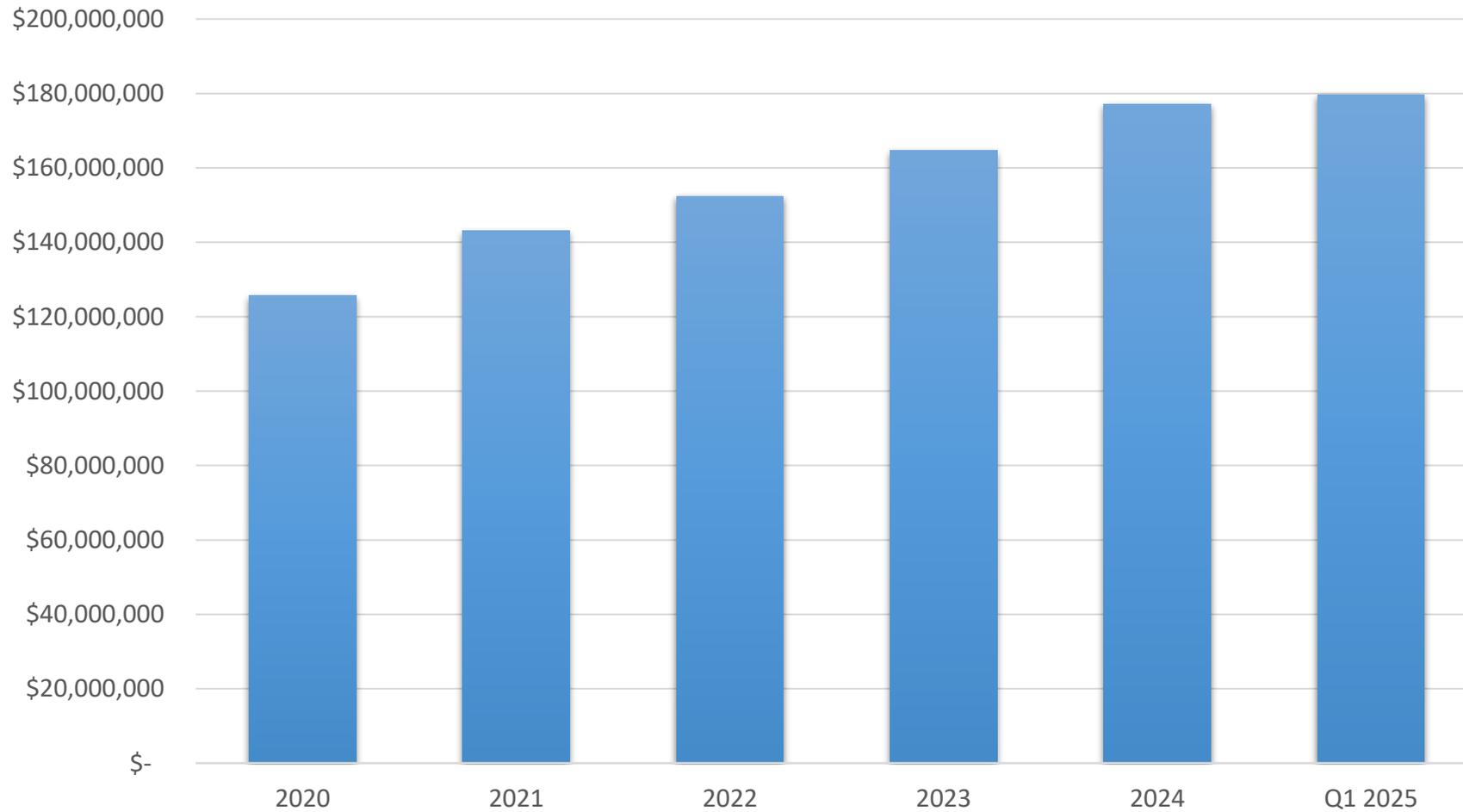
**\$4.96MLN ERP grant at SBI

Q1 Financial Highlights YOY – Income Statement (000's) *Unaudited*

	<u>Q1 - 2024</u>	<u>Q1 - 2025</u>
Interest Income	\$ 31,366	\$ 34,594
Interest Expense	\$ <u>(10,722)</u>	\$ <u>(12,054)</u>
Net Interest Revenue	\$ 20,644	\$ 22,540
PLLL	\$ (350)	\$ (300)
Non Interest Income	\$ 3,724	\$ 4,157
Non Interest Expense	\$ <u>(20,126)</u>	\$ <u>(24,105)</u>
Income Before Taxes	\$ 3,892	\$ 2,292
Taxes	\$ <u>(202)</u>	\$ <u>313</u>
Net Income	<u>\$ 3,690</u>	<u>\$ 2,605</u>

Financial Highlights

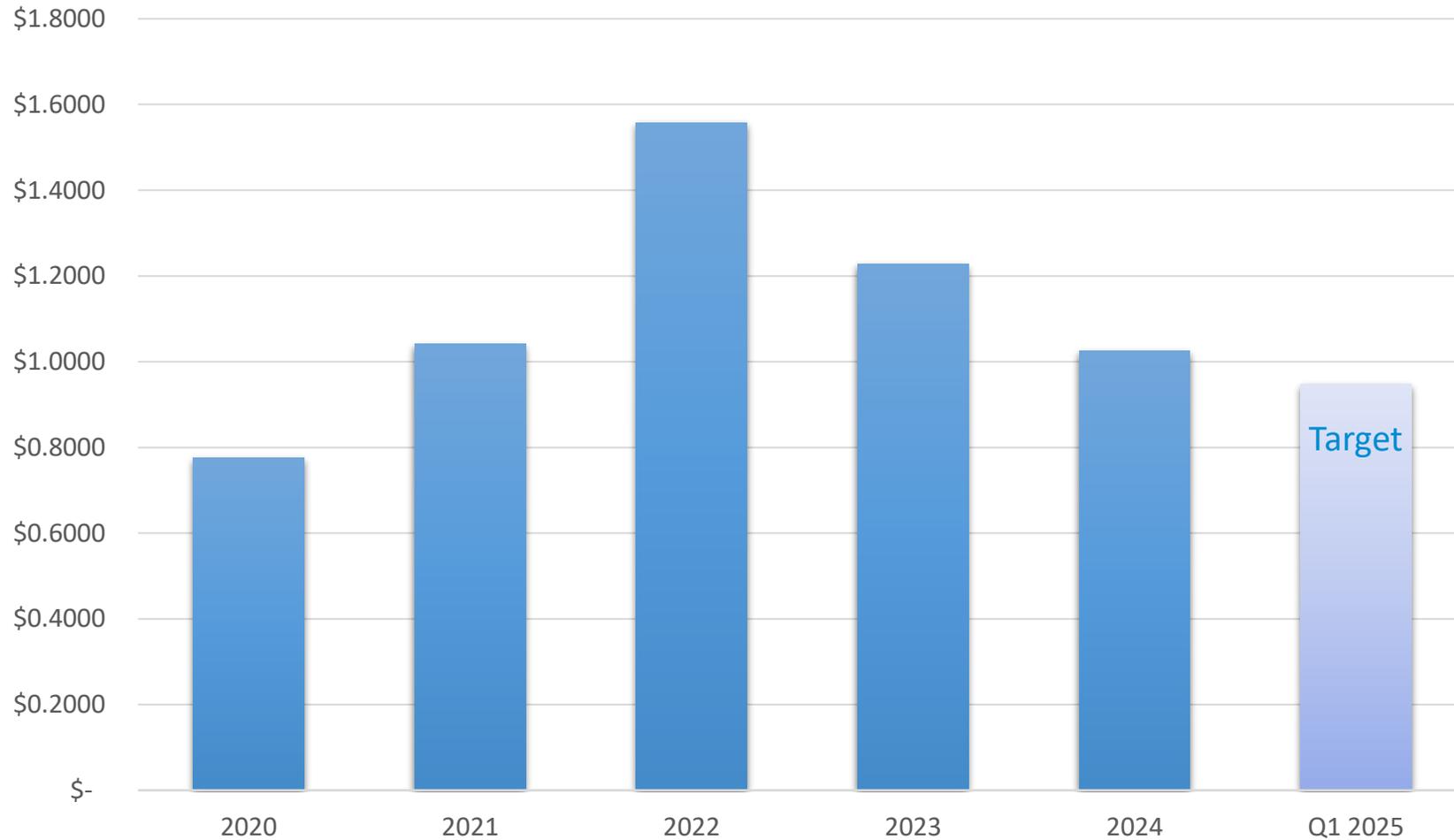
Tangible Common Equity (TCE)



CAGR
7.42%

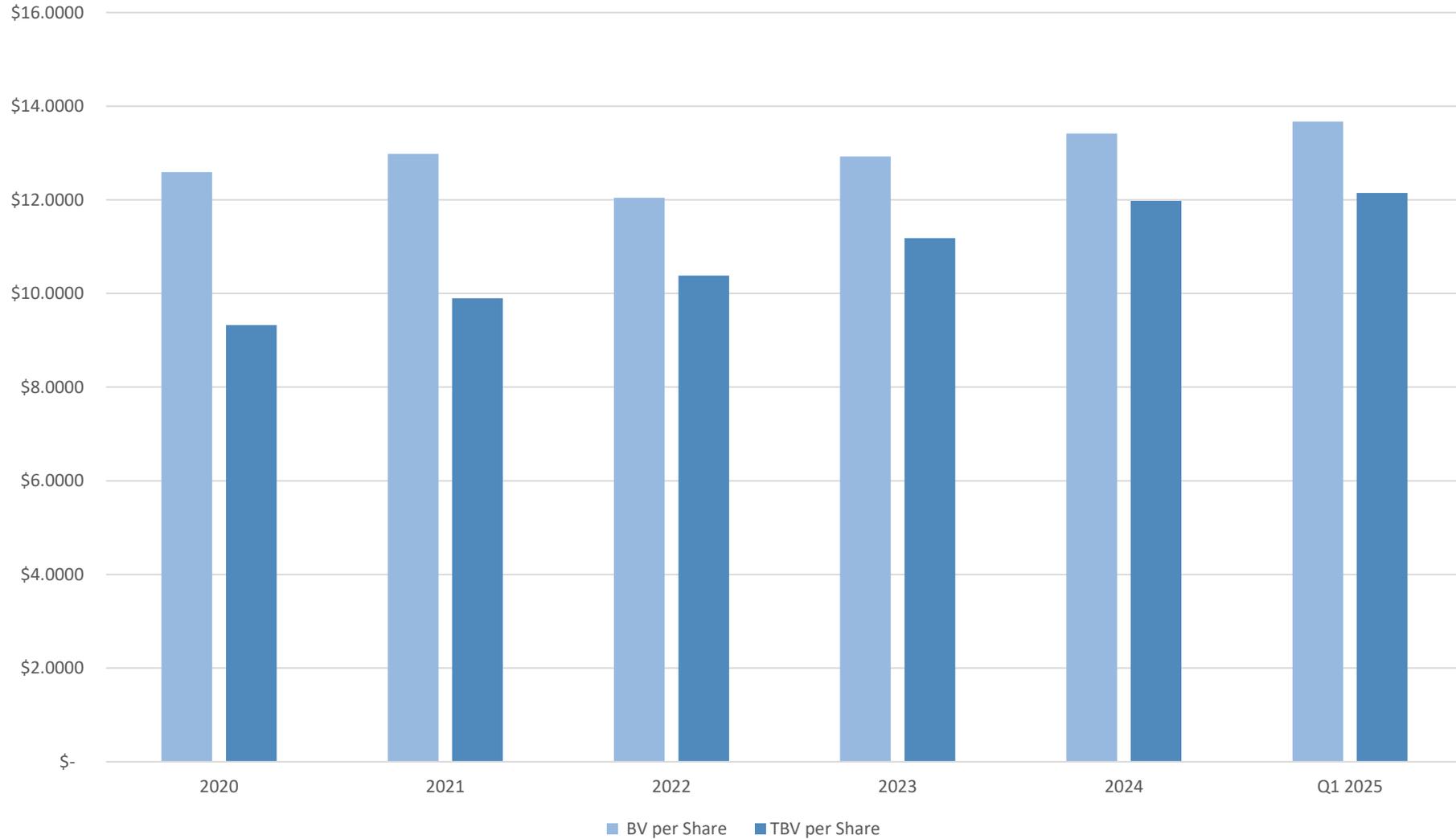
Financial Highlights

Earnings Per Share (EPS)



Financial Highlights

Book Value & Tangible Book Value



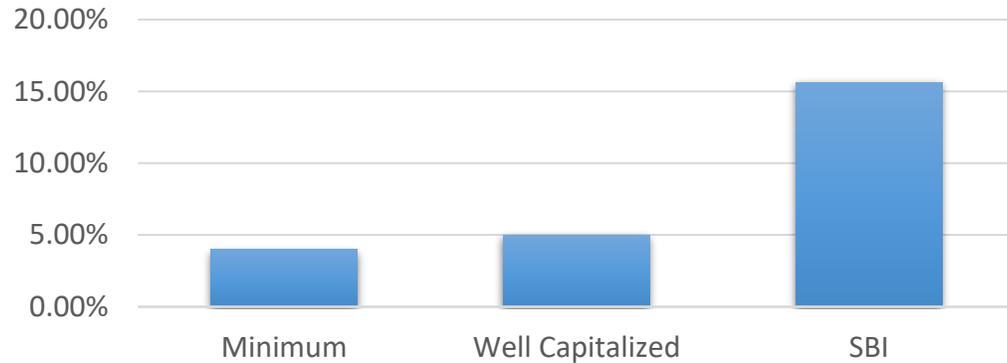
**BV
CAGR
1.65%**

**TBV
CAGR
5.43%**

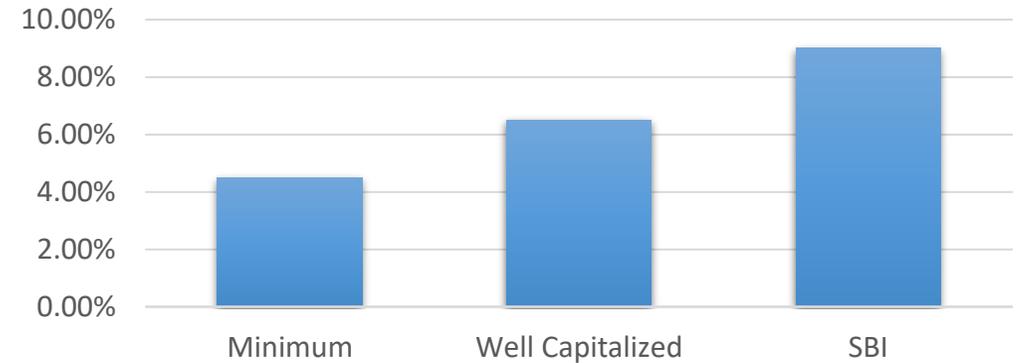
Financial Highlights

Regulatory Capital

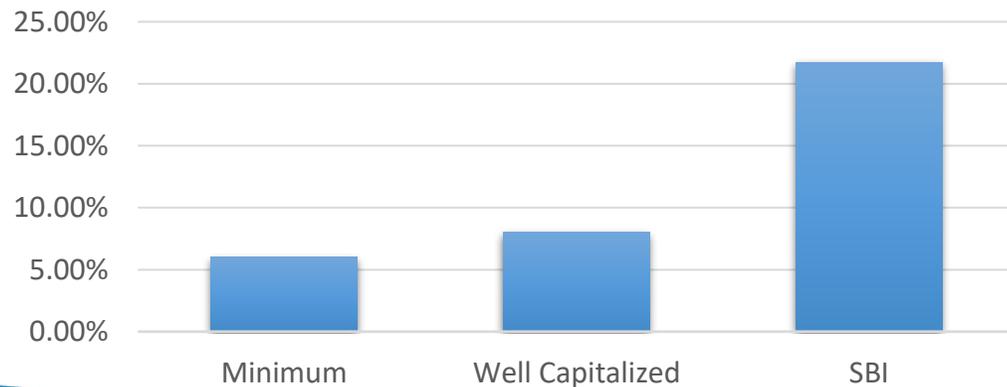
Leverage Ratio



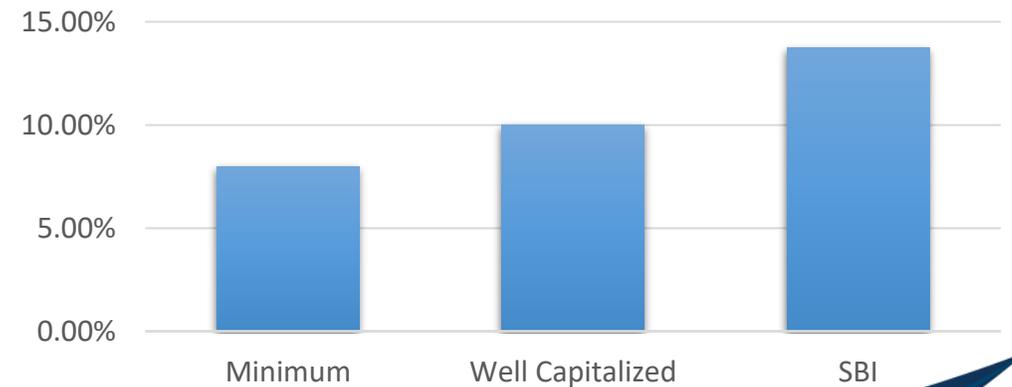
Common Equity Tier 1



Tier 1 Capital



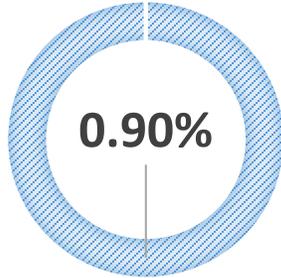
Total Risk Based Capital



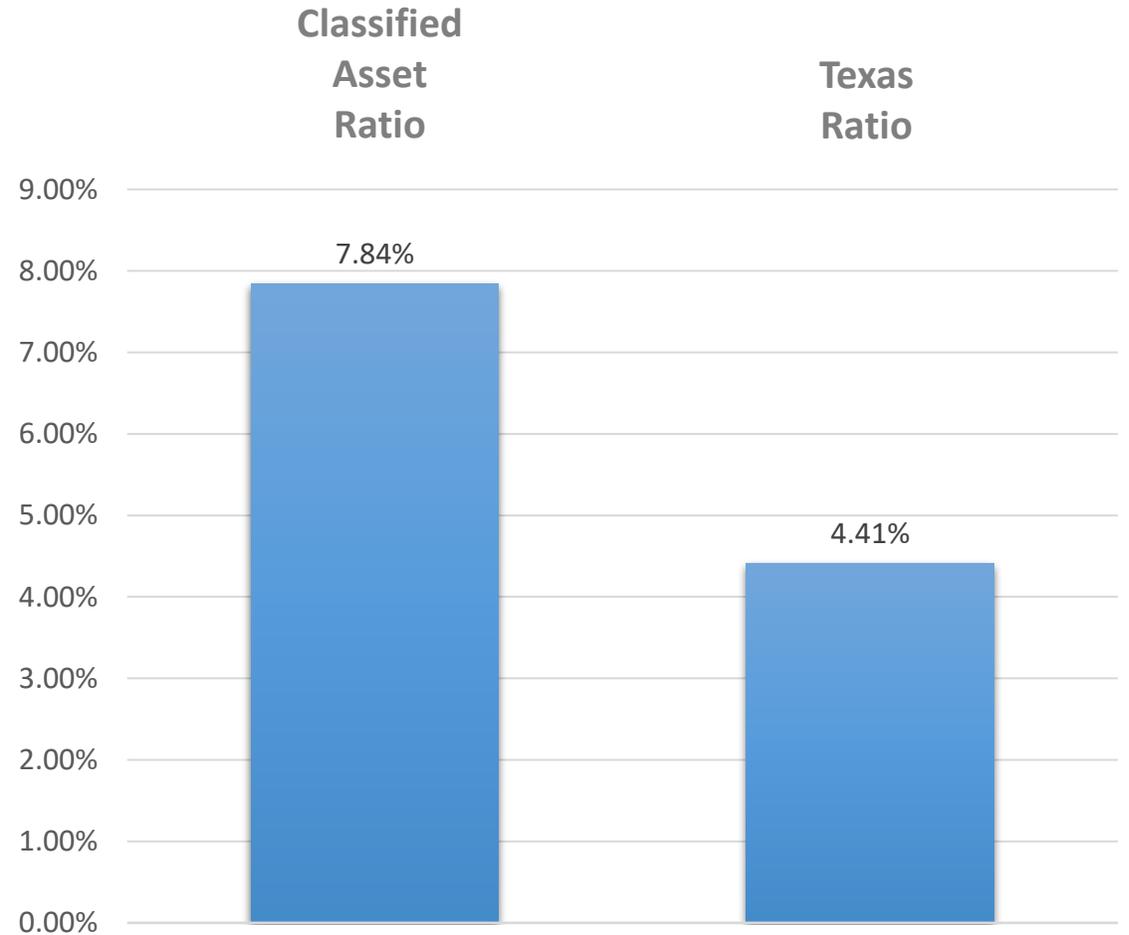
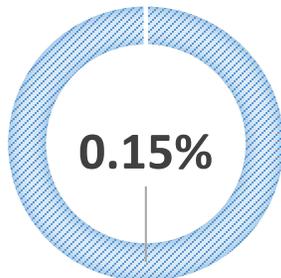
Financial Highlights

As of 3/31/25

NONPERFORMING LOANS AS % OF TOTAL LOANS



NET CHARGE-OFFS AS % OF TOTAL LOANS



CDFI News

- White House Executive Order, March 14th, 2025
 - Called for elimination of non-statutory components of several agencies, including CDFI Fund.
- Strong bi-partisan advocacy for CDFIs.
- March 21 response from Treasury to OMB affirmed statutory nature of CDFI Fund.
- Strong media coverage showcasing support for CDFIs.
- Ongoing discussions with Congress, Treasury and Administration.

“ This Administration recognizes the important role that the CDFI Fund and CDFIs play in expanding access to capital and providing technical assistance to communities across the United States. ”

-Treasury Secretary Scott Bessent, March 17th

The Washington Post
Democracy Dies in Darkness

Bloomberg

Community Finance Backers Alarmed by Trump's Potential Slashes

Darrin Williams, CEO of Southern Bancorp, a nearly \$3 billion CDFI primarily serving Arkansas and Mississippi, said cuts to the program in Washington could hurt Main Street.

Delivering Impactful Growth

Strategic Roadmap 2023-2027

Ambitious Goals Shaping Our Strategic Roadmap

- **Maintain safe & sound operations**
- **Deliver mission & margin together**
- **Double in size within five years**
- **Achieve 0.5% ECIP dividend**

We continue to make significant progress as we begin the third year of our five-year strategic roadmap.



*Joslyn and Ronnie Turner, First-time Homebuyers
Memphis, Tennessee*

Leadership

Executive Promotions



Kenya Gordon-Davenport
Southern Bancorp Community Partners
President



Collins Cook
Southern Bancorp, Inc.
Chief Accounting Officer

Q & A

SAVE THE DATES:

Q2 2025 Shareholder Engagement Call

Thursday, July 17th, 2025

9:30 am CST

2025 Annual Shareholder Meeting

Thursday, June 12th, 2025

Proxy materials will be delivered electronically and/or by US Mail



Kenya Gordon-Davenport

Visit banksouthern.com/investors

All investor questions can be directed to

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