



Q3 2023

SHAREHOLDER ENGAGEMENT CALL

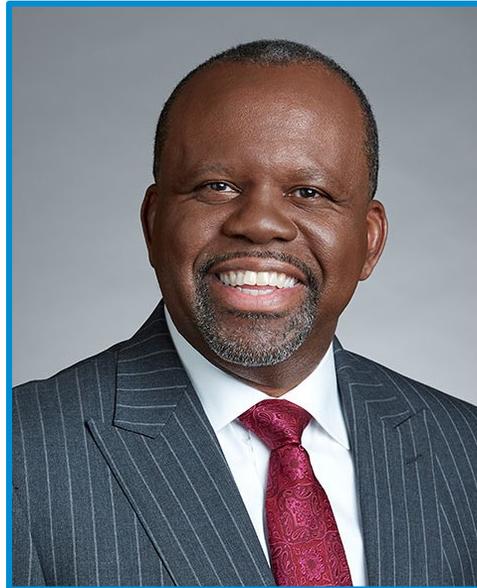
October 19, 2023

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Profits Through Purpose

Executive Leadership on This Call



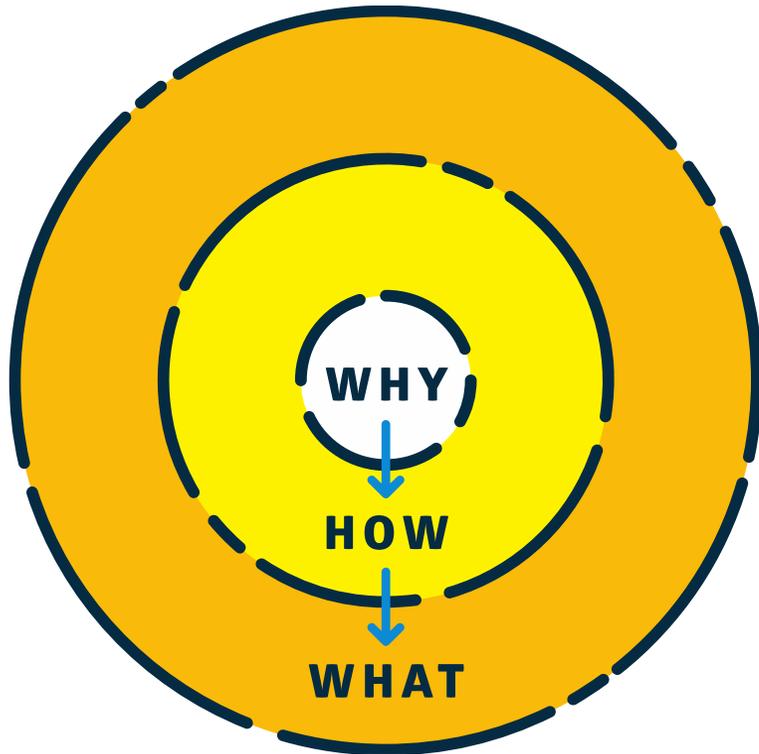
Darrin Williams
Southern Bancorp, Inc. CEO



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

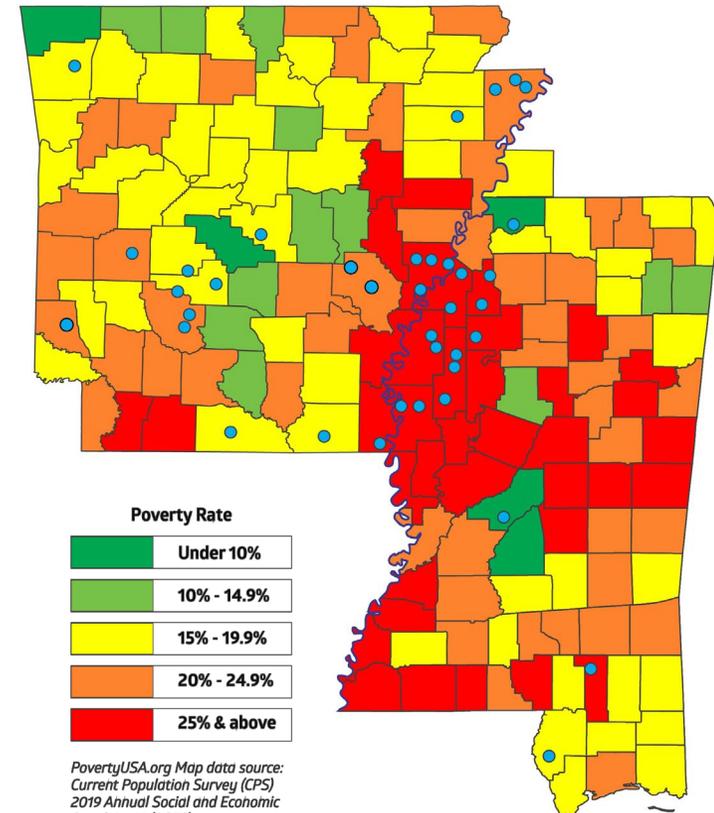
WHAT

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

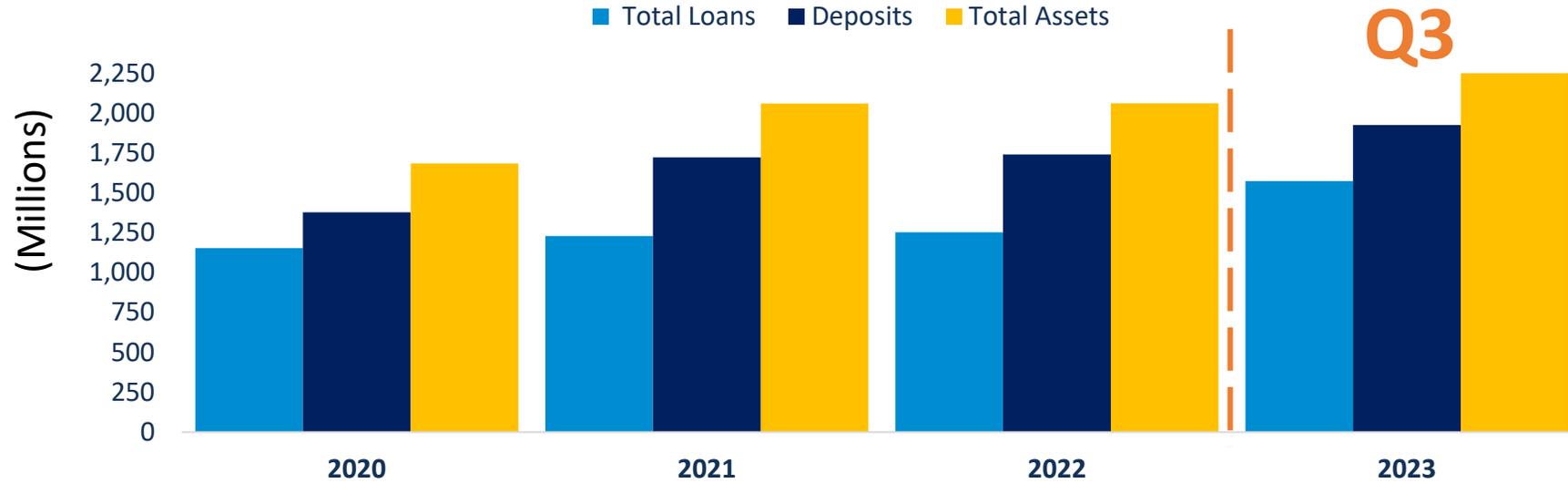
Providing Access to Credit in CDFI Targeted Underserved Communities

SBB 2023	Q3 YTD
% of loans (#) in CDFI tracts	95.37%
% of loans (\$) in CDFI tracts	87.24%
Loans originated (#)	4,204
Loan originations (\$ millions)	\$455.52
% of loans under \$10,000	45.53%
# of loans under \$1,000	424

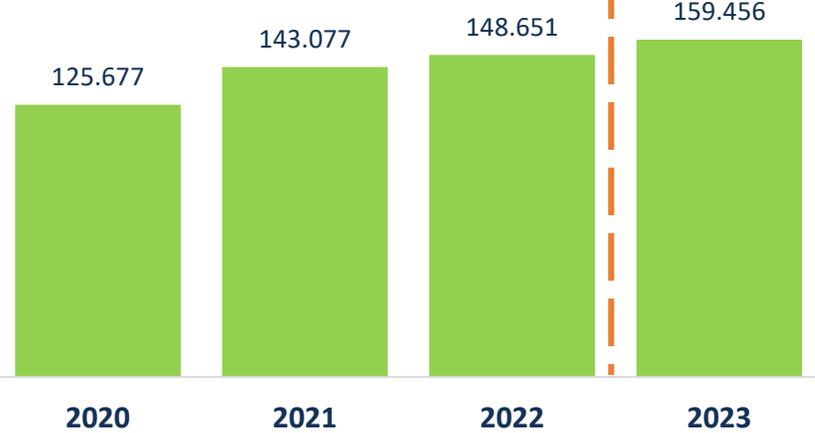
Loans in persistent poor counties Q2 YTD: 1,556 loans Total: \$158.09M
 % of all loans made: 37.01% (#) 34.71% (\$)



Financial Highlights



Tangible Common Equity (Millions) Q3



Book Value Q3



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

	2022	2023
Cash & Investments	\$750,636	\$804,209
Net Loans	\$1,525,750	\$1,553,319
Fixed Assets	\$42,160	\$41,676
Intangibles	\$54,559	\$59,201
Other Assets	\$93,774	\$123,214
TOTAL ASSETS	\$2,466,879	\$2,581,619
Deposits	\$1,914,358	\$1,926,224
Other Borrowings	\$123,367	\$207,560
Other Liabilities	\$12,805	\$22,557
Shareholder's Equity	\$416,349	\$425,278
TOTAL LIABILITIES & EQUITY	\$2,466,879	\$2,581,619

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

	<u>2022</u>	<u>2023</u>
Interest Income	\$56,854	\$79,204
Interest Expense	\$(4,830)	\$(18,979)
Net Interest Revenue	\$52,024	\$60,225
PLLL	-	\$(900)
Non Interest Income	\$21,015	\$10,162
Non Interest Expense	\$(50,893)	\$(56,652)
Income Before Taxes	\$22,146	\$12,835
Taxes	\$(3,397)	\$(1,891)
Net Income	<u>\$18,749</u>	<u>\$10,944</u>

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

	<u>2022</u>	<u>2023</u>
Interest Income	\$22,304	\$27,905
Interest Expense	\$(1,998)	\$(8,053)
Net Interest Revenue	\$20,306	\$19,852
PLLL	-	\$(300)
Non Interest Income	\$3,450	\$3,410
Non Interest Expense	\$(17,540)	\$(19,184)
Income Before Taxes	\$6,216	\$3,778
Taxes	\$(2,847)	\$(781)
Net Income	<u>\$3,369</u>	<u>\$2,997</u>

Delivering Impactful Growth Through Homeownership



Jeremy Davis
President of Mortgage



Industry Moves

Southern Bancorp launches mortgage unit, names new president



Southern Bancorp names Davis as president of mortgage, plans retail mortgage expansion

Sharing Our Impact



VenCent Fintech Summit
Little Rock, AR
August 2023



Clinton Global Initiative
New York, NY
September 2023

Q & A

SAVE THE DATE:

Q4 2023 Shareholder Engagement Call

Thursday, January 18th, 2024

9:30 am CST

Visit banksouthern.com/investors



Kenya Davenport

All investor questions can be directed to

Kenya Davenport, Chief of Staff and SVP Stakeholder Engagement

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