



Q2 2024

SHAREHOLDER ENGAGEMENT CALL

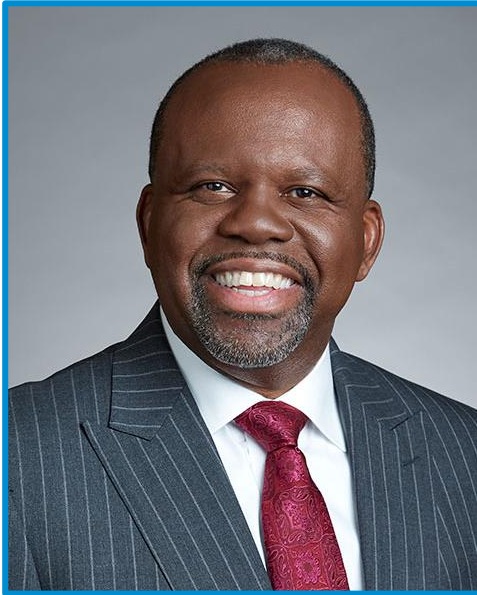
July 18, 2024

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Profits Through Purpose

Executive Leadership on This Call



Darrin Williams
Southern Bancorp, Inc. CEO



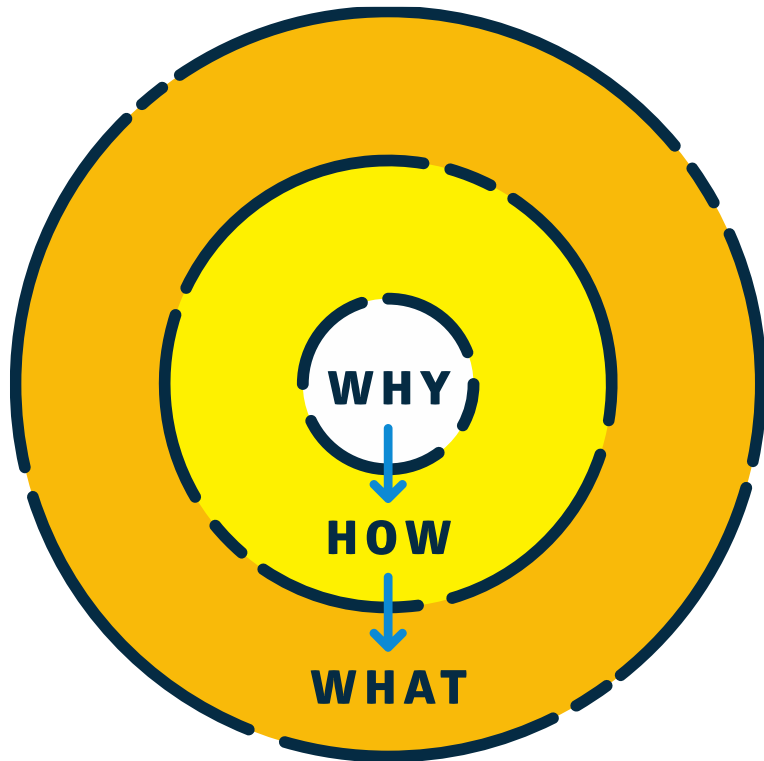
John Olaimy
Southern Bancorp Bank President & CEO



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.

Annual Shareholder Meeting Update

June 18, 2024 @ 9:30 a.m.

Proposal 1: Amendment to the Amended and Restated Bylaws of the Corporation, which allows staggered terms for directors

- Passed with 75.32% of outstanding shares

Proposal 2: Election of Nominee, Amanda J.A. Johnson, as a Director

- Passed with 74.87% of outstanding shares

Proposal 3: Election of Nominee, Henry Torres, PhD as a Director

- Passed with 74.87% of outstanding shares

Annual Shareholder Meeting Update

Newly Appointed Southern Bancorp, Inc. Board Members

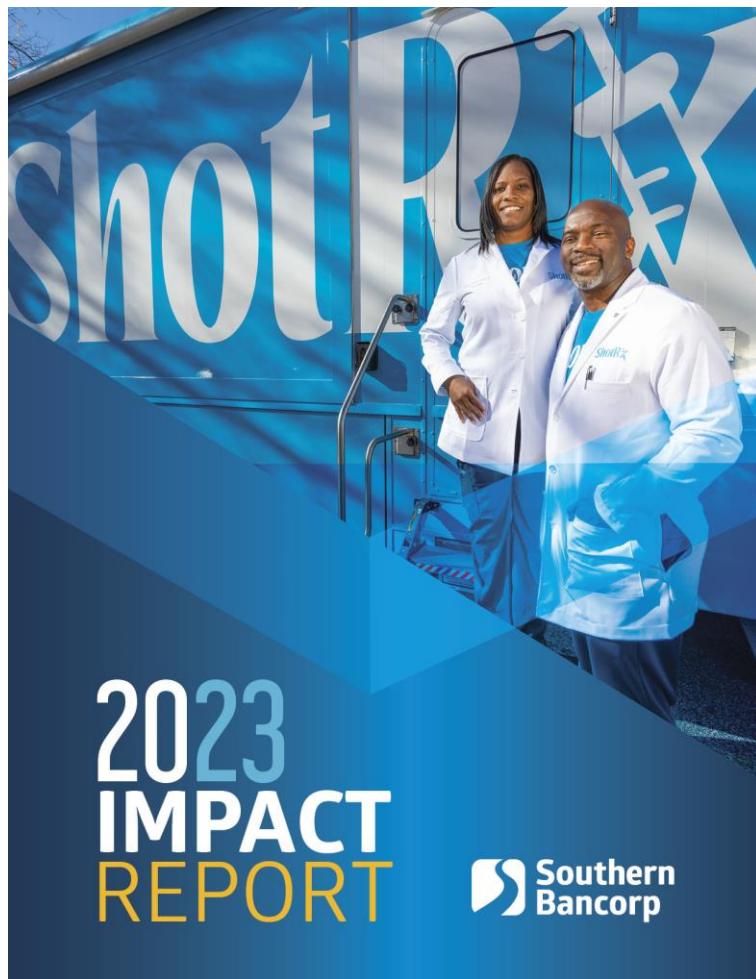


Amanda Johnson



Henry Torres

2023 Impact Report



Watch the Lyons'
Customer Story

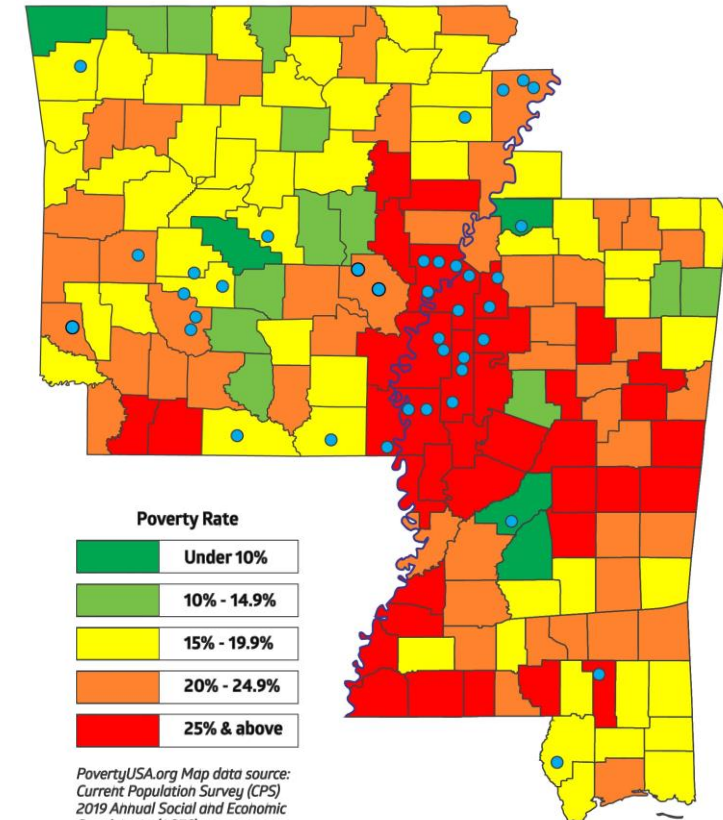


www.banksouthern.com/impactreport

Providing Access to Credit in CDFI Targeted Underserved Communities

SBB 2024	Q2 YTD
% of loans (#) to CDFI target markets	82.26%
% of loans (\$) to CDFI target markets	76.87%
Loans originated (#)	3,000
Loan originations (\$ millions)	\$471.09M
% of loans under \$10,000	41.37%
# of loans under \$1,000	171

Loans in persistent poor counties Q2 YTD: 1123 loans Total: \$147.98M
 % of all loans made: 37.34% (#) 31.41% (\$)



Empowering People to Save

Volunteer Income Tax Assistance Program 2024

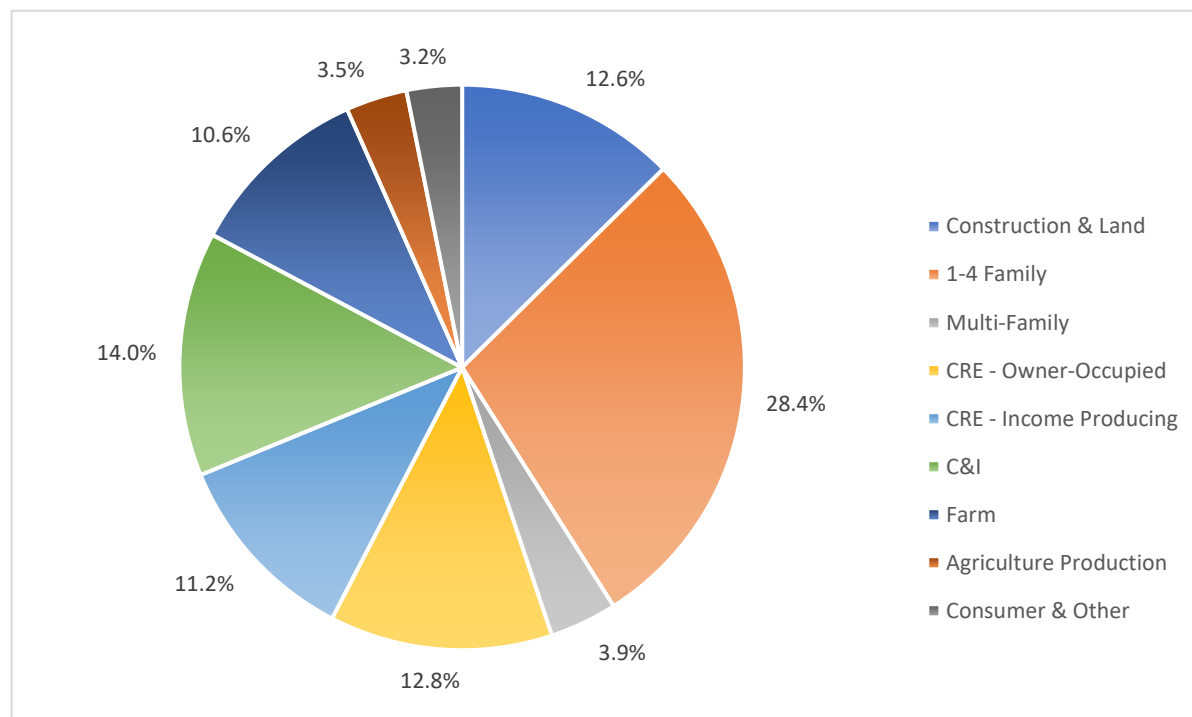


Empowering People to Save

Volunteer Income Tax Assistance Program 2024

	2024	2005 – 2024
Total Returns Filed	4,719	47,683
Total Refund Amount	\$6,170,552	\$93,064,197
Total EIC Qualified Returns	1,135	19,009
Total EIC Qualified Refunds	\$2,562,881	\$43,765,285

SB Loan Portfolio, 3/31/2024

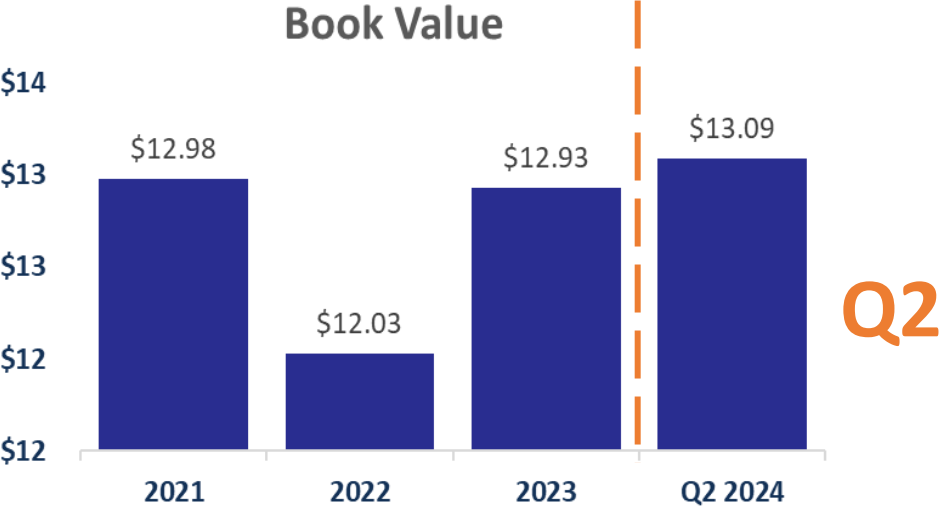
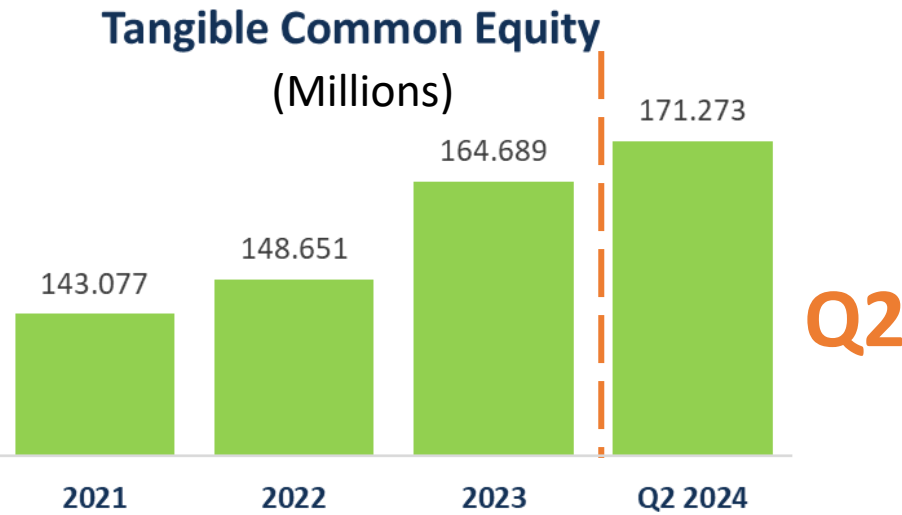
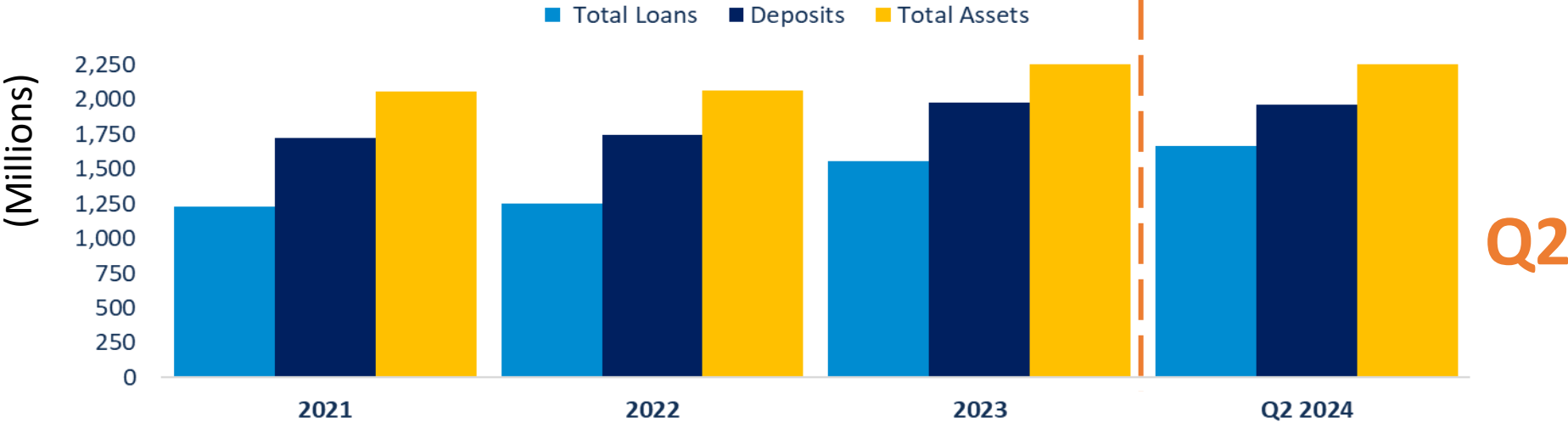


Loans (\$000)	\$	%
Construction & Land	\$ 199,162	12.6%
1-4 Family	\$ 448,452	28.4%
Multi-Family	\$ 60,961	3.9%
CRE - Owner-Occupied	\$ 201,485	12.8%
CRE - Income Producing	\$ 176,597	11.2%
C&I	\$ 220,853	14.0%
Farm	\$ 166,729	10.6%
Agriculture Production	\$ 55,374	3.5%
Consumer & Other	\$ 49,971	3.2%
Total Loans	\$ 1,579,584	100.0%

Asset Quality as of June 30, 2024

Total Loans	\$1,663,045,000
Allowance for Loan and Lease Losses	1.19%
Past Due Loans	0.90%
Past Due Loans Excluding Non-accrual Loans	0.44%

Financial Highlights



Q2 Financial Highlights YOY – Balance Sheet (000's)

	2023	2024
Cash & Investments	\$785,560	\$820,582
Net Loans	\$1,540,458	\$1,643,268
Fixed Assets	\$40,917	\$43,459
Intangibles	\$59,368	\$58,699
Other Assets	\$117,551	\$125,901
TOTAL ASSETS	\$2,543,854	\$2,691,909
Deposits	\$1,931,953	\$1,965,924
Other Borrowings	\$163,949	\$261,866
Other Liabilities	\$17,229	\$19,112
Shareholder's Equity	\$430,723	\$445,007
TOTAL LIABILITIES & EQUITY	\$2,543,854	\$2,691,909

Q2 Financial Highlights YTD – Income Statement (000's)

	2023	2024
Interest Income	\$51,300	\$63,694
Interest Expense	\$(10,926)	\$(21,952)
Net Interest Revenue	\$40,374	\$41,742
PLLL	\$(600)	\$(650)
Non Interest Income	\$6,744	\$6,888
Non Interest Expense	\$(37,469)	\$(40,431)
Income Before Taxes	\$9,049	\$7,549
Taxes	\$(1,110)	\$(485)
Net Income	\$7,939	\$7,064

Q2 Financial Highlights YOY – Income Statement (000's)

	2023	2024
Interest Income	\$26,344	\$32,328
Interest Expense	\$(6,915)	\$(11,230)
Net Interest Revenue	\$19,429	\$21,098
PLLL	\$(600)	\$(300)
Non Interest Income	\$3,622	\$3,164
Non Interest Expense	\$(18,400)	\$(20,305)
Income Before Taxes	\$4,051	\$3,657
Taxes	\$16	\$(283)
Net Income	\$4,067	\$3,374

THANK YOU, CHRIS!

A heartfelt farewell to Chris Wewers, our CFO. We are grateful for his 9.5 years of exceptional leadership and financial stewardship to our institution and wish him the best of luck in his new chapter.



Q & A

SAVE THE DATE:

Q3 2024 Shareholder Engagement Call

Thursday, October 17th, 2024

9:30 am CST

Visit banksouthern.com/investors



Kenya Davenport

All investor questions can be directed to






Kenya Davenport, SVP Stakeholder Engagement

Kenya.Davenport@banksouthern.com | (501) 501-492-3493 | TF (800) 789-3428



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