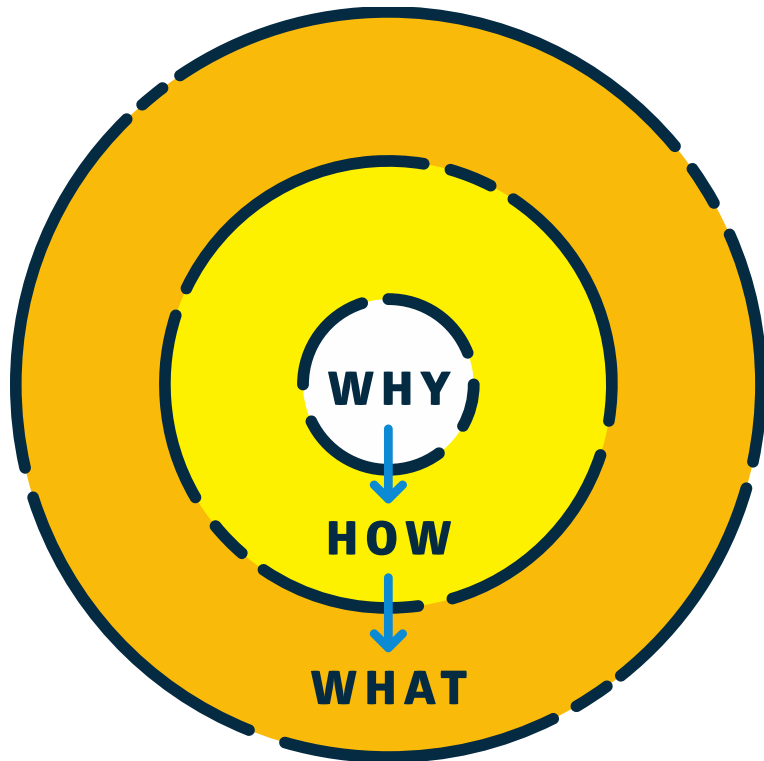




**Charles Blake**  
**Market Executive**

# 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.

# Our “Why” - *Net Worth Drives Economic Opportunity*



## Housing

Assist **20,000**  
people in attaining  
and/or sustaining  
affordable housing.



## Jobs

Support the  
creation or retention  
of **120,000**  
jobs.



## Savings

Empower  
**2,000,000**  
people to save.

*“Most Americans born at the bottom of the income ladder never reach the middle rung. Those who moved out of the bottom quintile had considerably higher savings, wealth, and home equity than did their peers who did not move up.”*



# Southern Bancorp at a Glance



- Founded in 1986 with \$10 million to create economic opportunity in the Arkansas Delta
- 56 locations in AR and MS
- \$2.5+ billion in assets
- 500+ employees (96% of eligible employees are shareholders)
- Arkansas Public Benefit Corporation (B-Corp)
- Community Development Financial Institution (CDFI)
- Part of Global Alliance for Banking on Values



# Our “Why” – *Home Ownership*

*"Access to financial opportunities like homeownership should be within reach of everyone, no matter the ZIP code, starting point, or income level. That's the mission that moves us at Southern Bancorp, and it's the service we provide to everyone in our communities."*

## FHA

Insured by the Federal Housing Administration, these loans have great advantages including low down payments, less restrictive credit requirements, and favorable interest rates.

- Not limited to first-time homebuyers
- Seller can pay up to 6% of closing costs
- Up to 100% of down payment funds can be gifted

# Our “Why” – *Home Ownership*

## VA

The Department of Veterans Affairs provides insurance for these loans made special to service members and their spouses. With \$0 down payments options, no mortgage insurance, and flexible loan terms, Southern Bancorp is committed to serving those who served our country.

- Available to active duty personnel, veterans, and surviving spouses
- Can receive 100% financing
- Flexible loan terms

## USDA

These loans, backed by the United States Department of Agriculture (USDA), are specifically designed to assist individuals and families in qualifying rural areas achieve homeownership. With favorable terms, USDA loans make it easier for eligible borrowers to purchase homes in rural communities, fostering growth and stability in these areas.

- Up to 100% financing
- Larger acreage purchases
- No minimum down payment required

# Our “Why” – *Home Ownership*

## CONSTRUCTION

Southern Bancorp offers New Construction loans to facilitate financing for individuals building their dream homes from the ground up. These loans provide funding for construction costs, ensuring a seamless process from planning to completion, with personalized support and competitive rates.

- Extended rate lock
- One-time close options available

## CONVENTIONAL

We provide conventional loans, offering flexible financing solutions for homebuyers with varying needs. With competitive interest rates and straightforward terms, our conventional loans are ideal for purchasing primary residences, second homes, and investment properties.

- Mortgage insurance options
- Minimal restrictions
- Flexible closing costs options available

# Our “Why” – **MBEP**

*The Minority Business Empowerment Program (MBEP) was created to fill long-standing wealth gaps to entrepreneurship and be a bridge to more equitable economies for our communities. Net worth drives economic opportunity, and one of the key drivers of increased net worth is entrepreneurship.*

*Southern Bancorp Community Partners designed the MBEP to increase the number of small businesses that are sustainable, resilient, and scalable across our market area. The program supports minority entrepreneurs with the ability to seek funding, improve operations, and ultimately grow their businesses.*



# Our “Why” – **MBEP**

*Two cohorts will be selected for the 12-week Minority Business Empowerment Program annually, each with 30 slots available for entrepreneurs that meet eligibility criteria. The virtual and in-person structure will provide high-touch, high-impact technical assistance through 1:1 counseling, group learnings, networking and procurement opportunities, which are all geared toward preparing entrepreneurs for funding that will support their business operations, growth, and scalability.*

## **BUSINESS TECHNICAL ASSISTANCE**

- **Financial Management**
  - **Accounting**
  - **Sales**
  - **Operations**
- **Human Resources**
- **Marketing & Communications**
- **Digital Technology Integration**
- **Management & Leadership**

# Our “Why” – *Savings is key to financial stability.*

- **Regular Savings**

*Saving is key to financial stability. Start your journey today.*

*\$50 minimum deposit required to open*

*\$5 quarterly service charge on balances below \$50*

*\$3 fee per withdrawal in excess of 6 per statement cycle*

*Earns interest*

- **School Savings**

*No service charge for students age 18 and under*

*\$3 fee per withdrawal in excess of 6 per statement cycle*

*Earns interest*

- **Season's Savings**

*\$10 minimum deposit required to open*

*One free withdrawal per quarter (\$5 fee per withdrawal after that)*

*Earns interest*

- **Money Market**

*Competitive market rates. Easy access.*

*\$1,000 minimum deposit required to open*

*\$10 monthly service charge if minimum balance drops below*

*\$1,000*

*\$5 fee per withdrawal in excess of 6 per statement cycle*

*Tiered interest*

# Our Integrated Structure

**Dr. Glen Jones**  
Chair  
SBI Board



## **Southern Bancorp, Inc. (SBI)** *Vision and Strategy*

- Capital
- Communications
- Governance & Metrics

**Darrin Williams**  
Chair  
SBB Board



## **Southern Bancorp Bank (SBB)** *Banking Services*

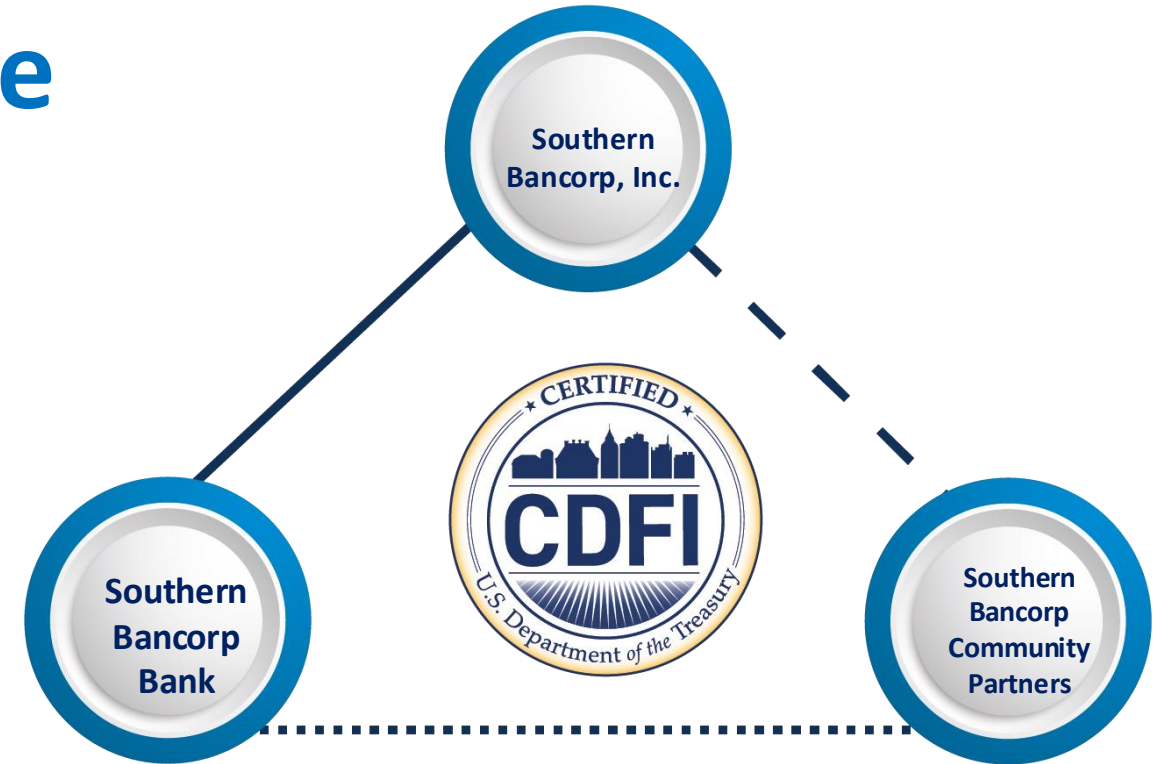
- Loans
- Deposits
- Targeted Investment Portfolio

**Donna Gambrell**  
Chair  
SBCP Board



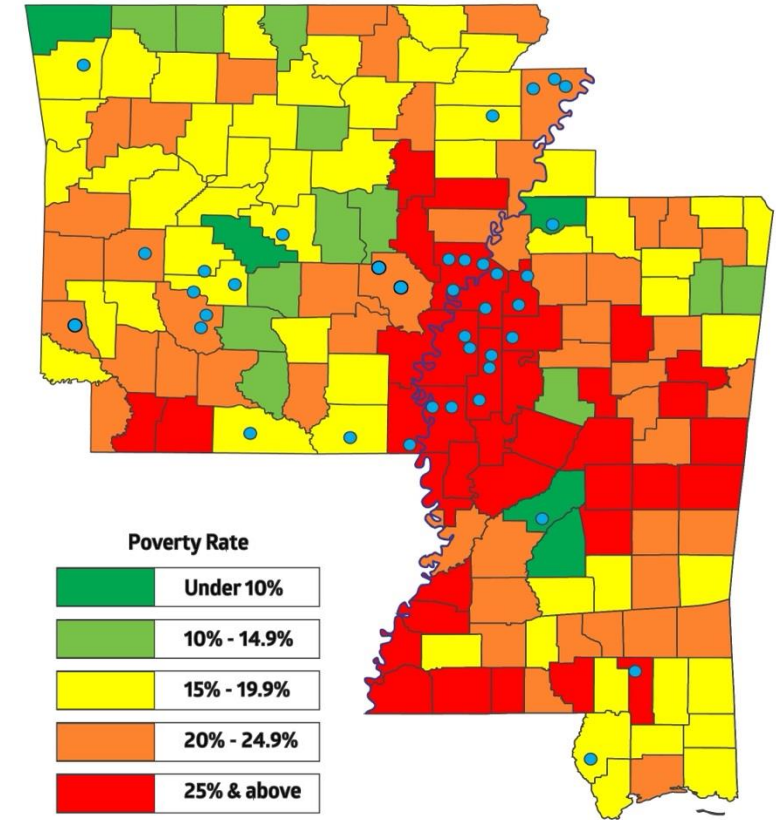
## **Southern Bancorp Community Partners (SBCP)** *Financial Development*

- Loans & Credit Enhancement
- Financial Education
- Research & Advocacy
- Not for Profit



# Access to Credit in Underserved Communities

	2020	2021	2022	2023
% of loans (#) in LMI tracts	95%	96%	95%	96%
% of loans (\$) in LMI tracts	88%	86%	87%	88%
Loans originated (#)	7,220	8,157	7,633	7,882
Loans originations (\$ millions)	\$655	\$670	\$742	\$577
% of loans under \$10,000	47%	47%	54%	62%
# of loans under \$1,000	1,413	1,644	2,091	2,786



PovertyUSA.org Map data source:  
Current Population Survey (CPS)  
2019 Annual Social and Economic  
Supplement (ASEC).






Loans in persistent poor counties 2023: **4,395 loans** Total: **\$199.05M**  
% of all loans made: **55% (#)** **34% (\$)**

# Financial Development Services offered in partnership with Southern Bancorp Community Partners





BankSouthern.com  
SouthernPartners.org

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