



SOUTHERN STATES
BANCSHARES, INC.

Q4 2023

Investor Presentation

January 22, 2024

Important Notices and Disclaimers

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the federal securities laws, which reflect our current expectations and beliefs with respect to, among other things, future events and our financial performance. These forward-looking statements are not historical facts, and are based on current expectations, estimates and projections about our industry, management's beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. This may be especially true given recent events and trends in the banking industry and the inflationary environment. Although we believe that the expectations reflected in such forward-looking statements are reasonable as of the dates made, we cannot give any assurance that such expectations will prove correct and actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. Important factors that could cause actual results to differ materially from those in the forward-looking statements are set forth in the Company's Annual Report on Form 10-K for the year ended December 31, 2022 and in other SEC filings under the sections entitled "Cautionary Note Regarding Forward-Looking Statements" and "Risk Factors". Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict.

These statements are often, but not always, made through the use of words or phrases such as "may," "can," "should," "could," "to be," "predict," "potential," "believe," "will likely result," "expect," "continue," "will," "likely," "anticipate," "seek," "estimate," "intend," "plan," "target," "project," "would" and "outlook," or the negative version of those words or other similar words or phrases of a future or forward-looking nature. Forward-looking statements appear in a number of places in this presentation and may include statements about business strategy and prospects for growth, operations, ability to pay dividends, competition, regulation and general economic conditions.

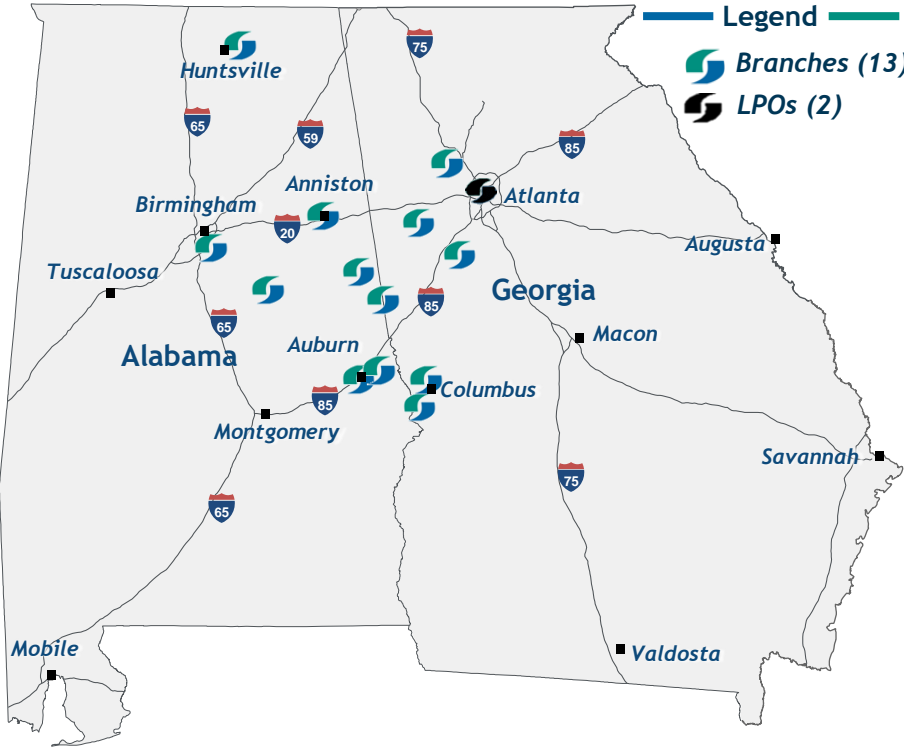
Non-GAAP Financial Measures

In addition to reporting GAAP results, the Company reports non-GAAP financial measures in this presentation and other disclosures. Our management believes that these non-GAAP financial measures and the information they provide are useful to investors since these measures permit investors to view our performance using the same tools that our management uses to evaluate our performance. While we believe that these non-GAAP financial measures are useful in evaluating our performance, this information should be considered as supplemental in nature and not as a substitute for or superior to the related financial information prepared in accordance with GAAP. Additionally, these non-GAAP financial measures may differ from similar measures presented by other companies. For a reconciliation of the non-GAAP measures we use to the most comparable GAAP measures, see the Appendix to this presentation.



Overview of Southern States Bancshares, Inc.

- **Southern States Bancshares (Nasdaq: SSBK)** was founded in August 2007 and priced its IPO on August 11, 2021
- Management team with **200 years of collective experience** in the banking industry and deep ties to local markets
- History of **solid growth, top-tier profitability** and a **strong credit culture**
- **Bifurcated expansion strategy** through organic growth and disciplined M&A
- Focused on being a **dominant bank** in our smaller markets and a **competitive player** in the larger metropolitan areas
- **Diversified loan portfolio** complemented by **lower-cost, core funding base**



Q4 '23 Financial Highlights

Assets (\$B):	\$2.4	Quarterly Asset Growth ⁽²⁾ :	25.9%	NPLs / Loans:	0.06%	Core Net Income ⁽¹⁾ (\$M):	\$7.3
Gross Loans (\$B):	\$1.9	Quarterly Loan Growth ⁽²⁾ :	24.7%	ACL / Loans:	1.29%	Core ROAA ⁽¹⁾ :	1.26%
Deposits (\$B):	\$2.0	Quarterly Deposit Growth ⁽³⁾ :	21.1%	YTD NCOs / Avg. Loans:	0.08%	NIM:	3.69%
Loans / Deposits:	93.38%	Quarterly Deposit Excluding Brokered Growth ⁽²⁾ :	8.9%	TCE / TA ⁽¹⁾ :	8.12%	Core Efficiency Ratio ⁽¹⁾ :	45.78%

Source: Company Documents; financial data as of the three months ended 12/31/23 unless otherwise noted

(1) Please refer to non-U.S. GAAP reconciliation in the appendix
 (2) Annualized
 (3) Annualized; includes a \$62.5 million increase in brokered deposits in 4Q23

Robust Market Dynamics

Market Highlights

Atlanta, GA



- 8th largest Metro Area in the USA
- Ranked 10th largest economy in the country
- Ranked 13th Best Places for Business and Careers by Forbes
- 17 Fortune 500 companies headquartered in Atlanta

Birmingham, AL



- Largest market in Alabama, supported by strong steel, biotechnology, and banking industries
- Ranked 2nd best US city for job seekers by MoneyGeek
- University of Alabama Birmingham serves as an international leader in medicine and dentistry

Huntsville, AL



- Voted best place to live in the country by US News
- Highest concentration of engineers in the US
- Ranked #1 best city for STEM workers by Livability
- Home of the Redstone Arsenal which includes the U.S. Space and Rocket Center, NASA's Marshall Space Flight Center, and the U.S. Army Aviation and Missile Command

Auburn / Opelika, AL



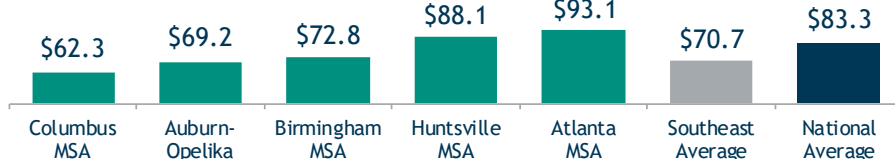
- Auburn University contributes \$5.6 billion annually and 27,000 jobs to the Alabama economy
- Named top-five growth city in America by U-Haul
- High-tech manufacturing and industrial hub for companies like Kia Motors, Hanwha Cimarron, and Niagara Bottling

Columbus, GA

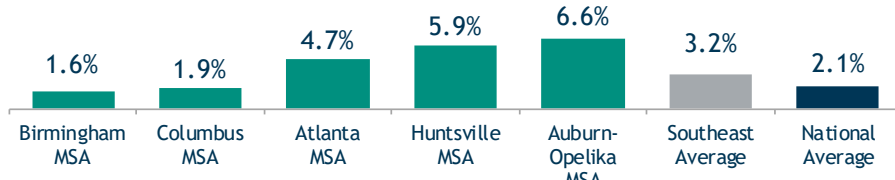


- Fort Benning Military Base
 - U.S. Army Infantry and Armor Training Post
 - Columbus Chamber of Commerce estimates annual economic impact of \$4.8 billion
- Major companies headquartered include Aflac and Total Systems Services, Inc.
- Contains seven colleges and universities, with 83,000 students pursuing degrees in higher education

'28 Projected Median HHI (\$M)



'23 - '28 Projected Population Growth (%)



Major Employers



Source: U.S. Bureau of Labor Statistics; S&P Global Market Intelligence; Fortune; Forbes; Money.com; moneygeek.com; Business Facilities; USA Today; Livability.com; US News; Auburn.edu; Columbus, Georgia Economic Development
 Note: Southeast defined as AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, and WV

Proven, Veteran Management Team

Our senior management team, on average, has more than 25 years of banking experience



Mark Chambers
CEO and President

- **2007-2019** SEVP & President Southeast Region Southern States Bank
- **2004-2007** Market President Wachovia Bank
- **1998-2004** Commercial Lender Aliant Bank



Lynn Joyce
SEVP & Chief Financial Officer

- **1992-2013** EVP & CFO First Financial Bank, a NASDAQ listed Financial Institution
- **1986-1992** Arthur Andersen & Co



Greg Smith
SEVP & Chief Risk and Credit Officer

- **2006-2019** SEVP & CCO Southern States Bank
- **1986-2006** Credit Admin, Commercial Loan Officer and Market President Regions Bank



Jack Swift
SEVP & Chief Operating Officer

- **2006-2019** SEVP & President Central Region Southern States Bank
- **1996-2006** Senior Vice President Colonial Bank
- **1992-1996** Vice President SouthTrust Bank



Q4 2023 Results Highlights

Operating Results



- **Net income** of \$8.9 million, or \$0.99 per diluted share, and **core net income** ⁽¹⁾ of \$7.3 million, or \$0.81 per diluted share ⁽¹⁾
- **ROAA** of 1.53% and **ROATCE** of 18.62%; **Core ROAA** ⁽¹⁾ of 1.26% and **Core ROATCE** ⁽¹⁾ of 15.26%
- **Net interest margin** of 3.69%
- **Efficiency ratio** ⁽¹⁾ of 41.48% and **core efficiency ratio** ⁽¹⁾ of 45.78%
- **Monthly margin trends** - October 3.69%, November 3.73%, and December 3.66%

Deposits/Liquidity



- **Deposits** of \$2.0 billion increased by \$101.8 million, or 5.3%, from Q3 2023 ⁽²⁾
- **Deposits, excluding brokered deposits**, increased by \$62.5 million, or 8.9% annualized, from Q3 2023
- **Average cost of total deposits** increased to 2.86% from 2.63% in Q3 2023
- **Noninterest-bearing deposits** comprised 21.70% of total deposits compared to 21.82% at Q3 2023

Loans



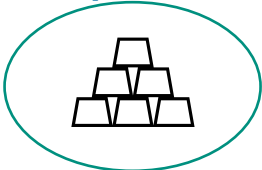
- **Loan portfolio** of \$1.9 billion increased \$110.8 million, or 6.2%, from Q3 2023
- **Annualized loan growth** of 24.7% from Q3 2023
- **Average yield on loans** of 6.91% improved 5 bps from 6.86% for Q3 2023
- **Loans / deposits ratio** of 93.38% compared to 92.58% for Q3 2023

Asset Quality



- **Nonperforming loans to gross loans** of 0.06% remained stable from Q3 2023
- **Net charge-offs** at \$382,000, or 0.08% of average loans
- **Allowance for credit losses to gross loans** of 1.29% compared to 1.25% at Q3 2023
- **Nonperforming loans** increased slightly to \$1.2 million from \$1.1 million at Q3 2023

Capital



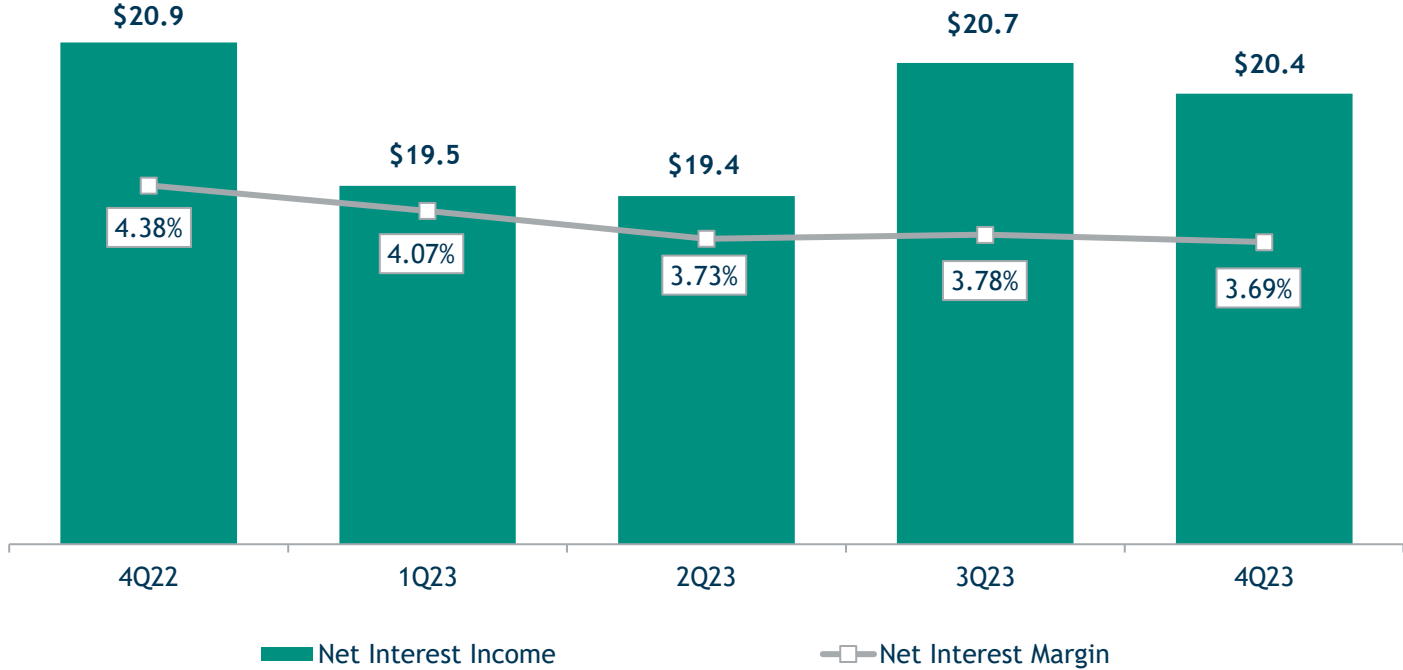
- **Announced and paid quarterly dividend** of \$0.09 per share
- **Tangible common equity to tangible assets** ⁽¹⁾ of 8.12%, compared to 8.08% at Q3 2023
- **Tangible book value per share** ⁽¹⁾ of \$22.30, up 7.0% from Q3 2023

⁽¹⁾ Please refer to non-U.S. GAAP reconciliation in the appendix
⁽²⁾ Uninsured deposits are 30.51% of total deposits

Net Interest Margin

Net Interest Income and Net Interest Margin

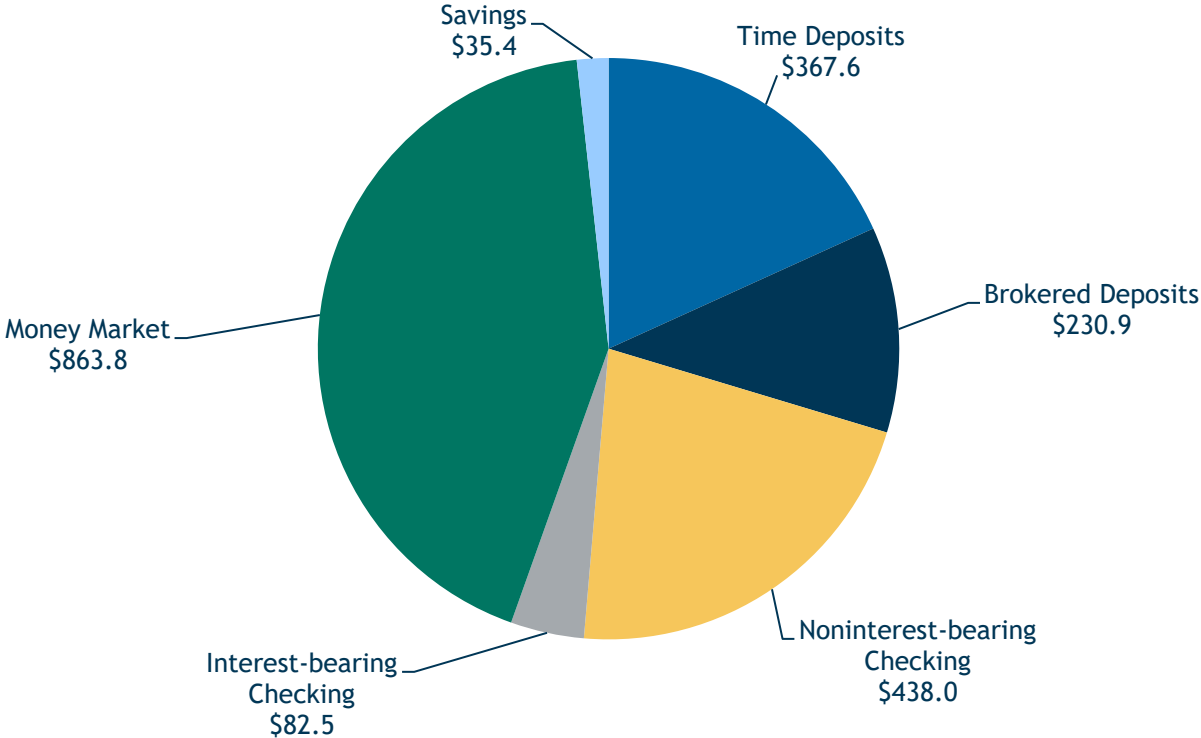
(Dollars in millions)



Deposit Portfolio

Deposits by Type - \$2.02B

(Dollars in millions)



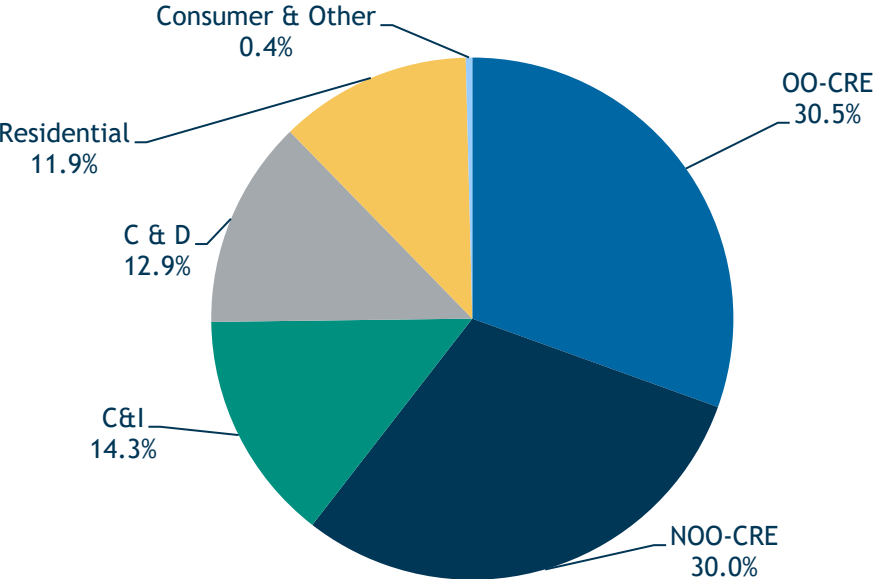
Account Composition ⁽¹⁾

Deposit Type	Composition %	Average Balance
Commercial	63%	\$159.4
Retail	37%	\$38.3

8 Source: Company Documents; data as of 12/31/23
 (1) Excludes brokered deposits; dollars in thousands

Loan Portfolio

Loans by Type \$1.88B



Loan Composition

Loan Type	Composition %
Fixed	51.2%
Variable	48.8%

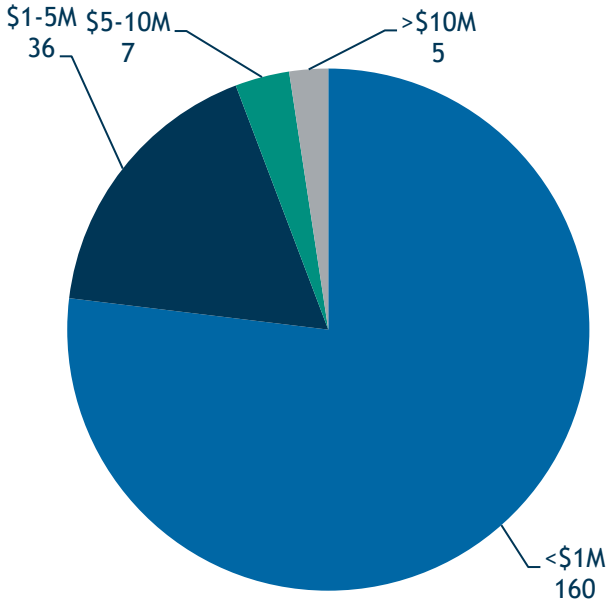
Concentration Highlights

(Dollars in millions)

Loan Type	Total
Office Buildings	\$191.8
Industrial Warehouse / Heavy Manufacturing	\$176.2
Convenience Stores	\$153.4
Retail Warehouse / Light Manufacturing	\$134.0
Hotels / Motels	\$119.1
Multi-Family (5+)	\$107.8
Commercial Retail Building	\$87.2

Loan Portfolio - Office Building

Office Building Loans \$191.8M



Loan Composition

Location	Composition %
Georgia	71%
Alabama	25%
Other	4%

Office Building Type

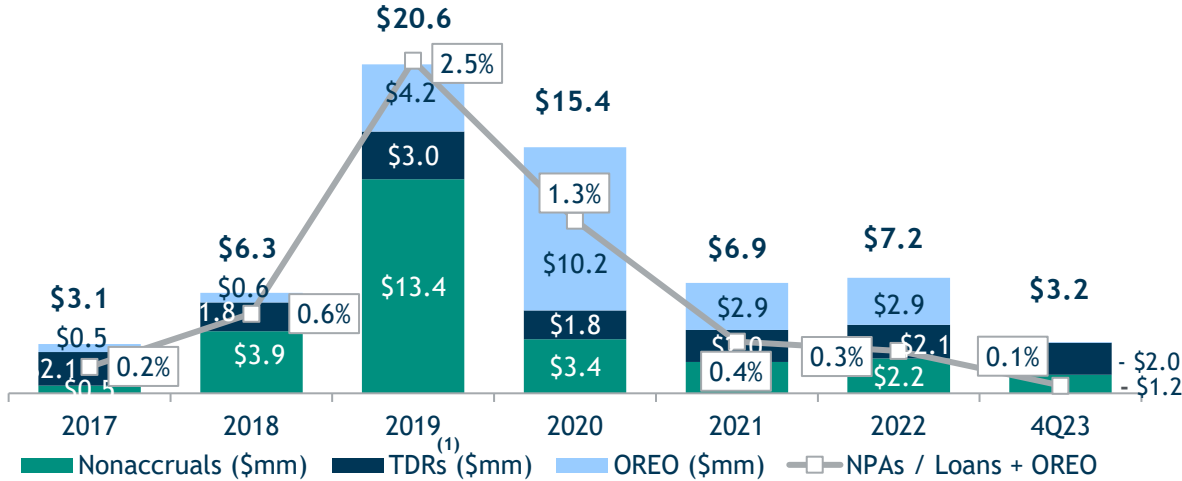
# of Stories	Total
Six Stories	2
Five stories	1
Four stories	5
Three stories	5
One & two stories	195



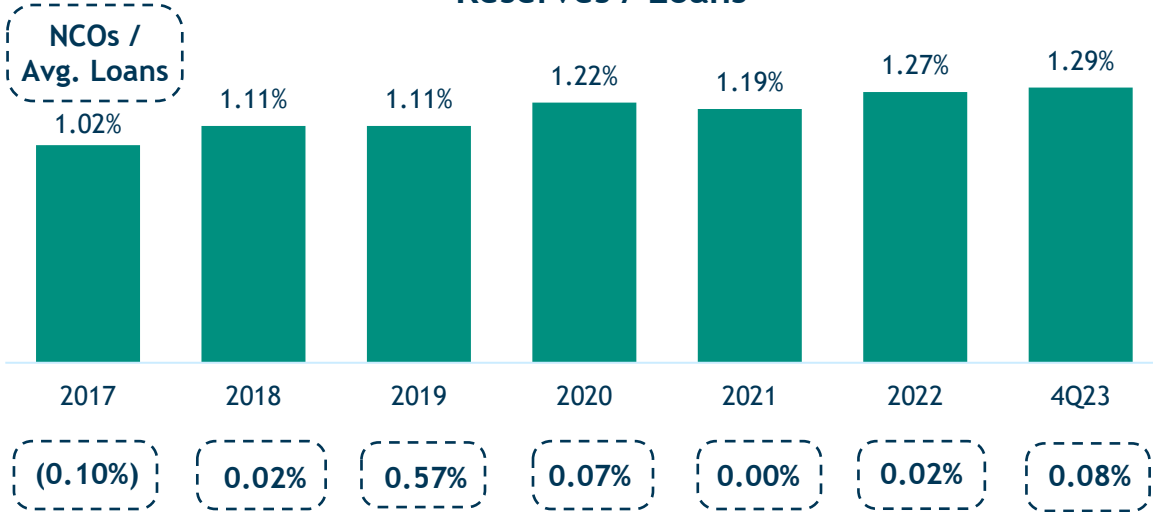
Asset Quality

- Comprehensive and conservative underwriting process
- Highly experienced bankers incentivized with equity ownership
- Commitment to a diverse loan portfolio while maintaining strong asset quality metrics
- Proactively manage loan concentrations with all collateral types capped at approximately 50% of risk-based capital
- Proactive approach to resolving problem credits

Nonperforming Assets by Type



Reserves / Loans



Source: Company Documents; data as of 12/31/23

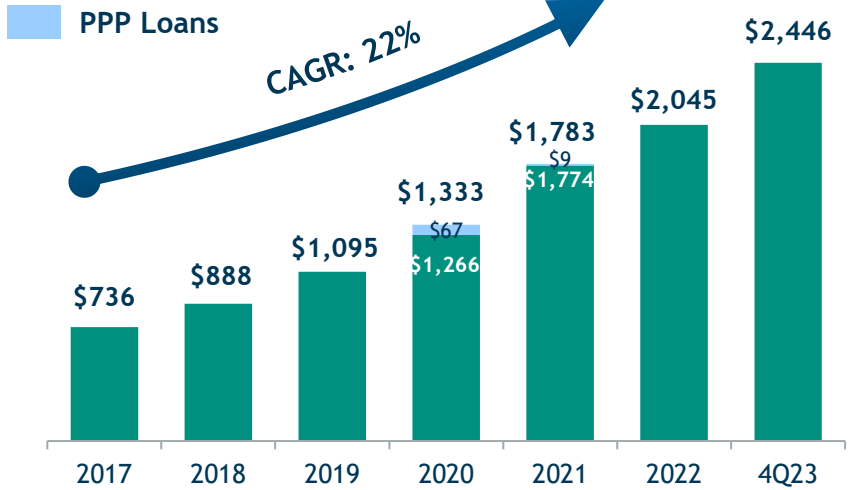
Dollars in millions

(1) TDRs reflect COVID-19 relief under the CARES Act and bank regulatory COVID-19 relief in 2020 and 2021

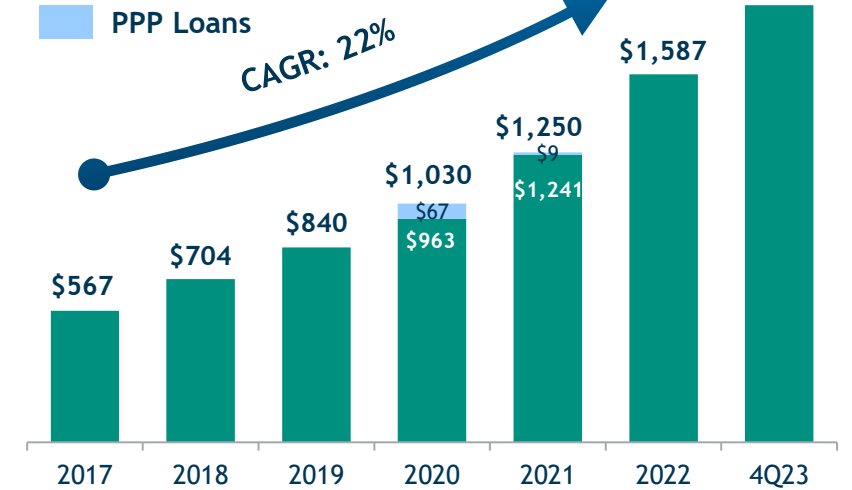


Growth History

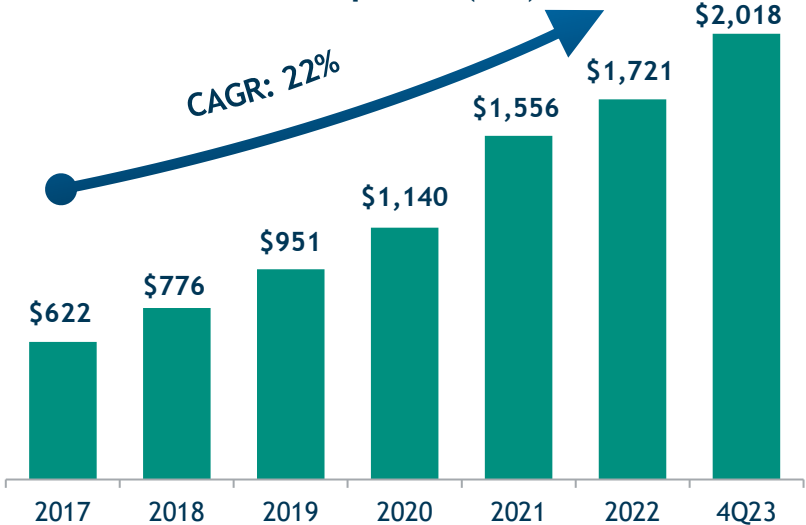
Total Assets (\$M)



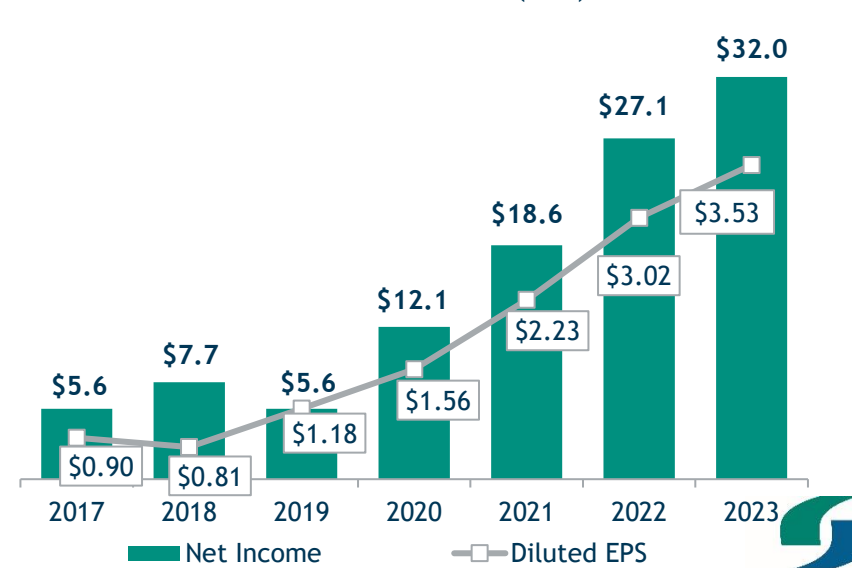
Total Loans (\$M)



Total Deposits (\$M)



Net Income (\$M)



Building Shareholder Value

Our Strategic Focus

- Maintain focus on strong, profitable organic growth without compromising our credit quality
- Further develop and grow our core deposit franchise
- Expand into new markets by hiring commercial bankers
- Focus on high growth markets and further expand our Atlanta franchise
- Evaluate strategic acquisition opportunities
- Continue implementing technology to optimize customer service and provide efficient opportunities to scale the business
- Prudently manage capital between balance sheet growth and return to shareholders



Near-Term Outlook

- ☞ **Loan balances** expected to continue to grow at a modest pace
- ☞ **Deposit balances** expected to grow modestly
- ☞ **Net interest income** expected to be fairly flat as loans grow, though this will be somewhat offset by net interest margin declines
- ☞ **Core noninterest income** expected to be consistent with Q4 2023
- ☞ **Core noninterest expense** is expected to be fairly consistent with Q4 2023
- ☞ **Credit metrics** are currently strong and future provision levels are expected to consider both current and evolving economic conditions, as well as changes in credit
- ☞ **Balanced approach to capital deployment** with flexibility to support organic loan growth trajectory and cash dividend while evaluating stock repurchases
- ☞ Well-positioned to capitalize on additional **accretive acquisition opportunities**



Appendix



SOUTHERN STATES
BANCSHARES, INC.

Non-GAAP Financial Measures Reconciliations

	Three Months Ended			Twelve Months Ended	
	December 31, 2023	September 30, 2023	December 31, 2022	December 31, 2023	December 31, 2022
Net income	\$ 8,896	\$ 6,629	\$ 10,592	\$ 31,952	\$ 27,071
Add: One-time retirement related expenses	—	—	—	1,571	—
Add: Professional fees related to ERC	—	(1,243)	—	—	—
Add: Net OREO losses	(154)	(9)	—	(156)	—
Less: Employee retention related revenue	—	(5,100)	—	—	—
Less: Fee received on early loan payoff	1,863	—	—	1,863	—
Less: Net gain on sale of branches	—	—	2,372	—	2,372
Less: BOLI benefit claim	—	—	774	—	774
Less: Net gain (loss) on securities	98	(12)	(86)	555	(632)
Less: Tax effect	(508)	926	(549)	(241)	(418)
Core net income	\$ 7,289	\$ 9,563	\$ 8,081	\$ 31,190	\$ 24,975
Average assets	\$ 2,303,398	\$ 2,282,217	\$ 1,994,087	\$ 2,211,739	\$ 1,893,046
Core return on average assets	1.26 %	1.66 %	1.61 %	1.41 %	1.32 %
Net income	\$ 8,896	\$ 6,629	\$ 10,592	\$ 31,952	\$ 27,071
Add: One-time retirement related expenses	—	—	—	1,571	—
Add: Professional fees related to ERC	—	(1,243)	—	—	—
Add: Net OREO losses	(154)	(9)	—	(156)	—
Add: Provision	2,579	773	1,938	6,090	5,605
Less: Employee retention related revenue	—	(5,100)	—	—	—
Less: Fee received on early loan payoff	1,863	—	—	1,863	—
Less: Net gain on sale of branches	—	—	2,372	—	2,372
Less: BOLI benefit claim	—	—	774	—	774
Less: Net gain (loss) on securities	98	(12)	(86)	555	(632)
Add: Income taxes	2,330	1,866	2,521	9,068	7,725
Pretax pre-provision core net income	\$ 11,690	\$ 13,128	\$ 11,991	\$ 46,107	\$ 37,887
Average assets	\$ 2,303,398	\$ 2,282,217	\$ 1,994,087	\$ 2,211,739	\$ 1,893,046
Pretax pre-provision core return on average assets	2.01 %	2.28 %	2.39 %	2.08 %	2.00 %



Non-GAAP Financial Measures Reconciliations

	Three Months Ended			Twelve Months Ended	
	December 31, 2023	September 30, 2023	December 31, 2022	December 31, 2023	December 31, 2022
Net interest income	\$ 20,404	\$ 20,731	\$ 20,884	\$ 80,112	\$ 71,338
Add: Fully-taxable equivalent adjustments ⁽¹⁾	99	70	84	312	335
Net interest income - FTE	\$ 20,503	\$ 20,801	\$ 20,968	\$ 80,424	\$ 71,673
Net interest margin	3.69 %	3.78 %	4.38 %	3.81 %	3.99 %
Effect of fully-taxable equivalent adjustments ⁽¹⁾	0.02 %	0.01 %	0.01 %	0.01 %	0.02 %
Net interest margin - FTE	3.71 %	3.79 %	4.39 %	3.82 %	4.01 %
Total stockholders' equity	\$ 214,964	\$ 201,924	\$ 181,719	\$ 214,964	\$ 181,719
Less: Intangible assets	17,761	17,843	18,088	17,761	18,088
Tangible common equity	\$ 197,203	\$ 184,081	\$ 163,631	\$ 197,203	\$ 163,631

(1) Assumes a 24.0% tax rate.

Non-GAAP Financial Measures Reconciliations

	Three Months Ended			Twelve Months Ended	
	December 31, 2023	September 30, 2023	December 31, 2022	December 31, 2023	December 31, 2022
Core net income	\$ 7,289	\$ 9,563	\$ 8,081	\$ 31,190	\$ 24,975
Diluted weighted average shares outstanding	9,021,358	9,040,687	8,932,585	9,038,004	8,949,669
<i>Diluted core earnings per share</i>	\$ 0.81	\$ 1.06	\$ 0.90	\$ 3.45	\$ 2.79
Common shares outstanding at year or period end	8,841,349	8,834,168	8,706,920	8,841,349	8,706,920
<i>Tangible book value per share</i>	\$ 22.30	\$ 20.84	\$ 18.79	\$ 22.30	\$ 18.79
Total assets at end of period	\$ 2,446,339	\$ 2,296,527	\$ 2,045,204	\$ 2,446,339	\$ 2,045,204
Less: Intangible assets	17,761	17,843	18,088	17,761	18,088
Adjusted assets at end of period	\$ 2,428,578	\$ 2,278,684	\$ 2,027,116	\$ 2,428,578	\$ 2,027,116
<i>Tangible common equity to tangible assets</i>	8.12 %	8.08 %	8.07 %	8.12 %	8.07 %
Total average shareholders equity	\$ 207,324	\$ 202,955	\$ 176,769	\$ 197,680	\$ 174,107
Less: Average intangible assets	17,809	17,893	18,134	17,932	18,236
Average tangible common equity	\$ 189,515	\$ 185,062	\$ 158,635	\$ 179,748	\$ 155,871
Net income to common shareholders	\$ 8,896	\$ 6,629	\$ 10,592	\$ 31,952	\$ 27,071
<i>Return on average tangible common equity</i>	18.62 %	14.21 %	26.49 %	17.78 %	17.37 %
Average tangible common equity	\$ 189,515	\$ 185,062	\$ 158,635	\$ 179,748	\$ 155,871
Core net income	\$ 7,289	\$ 9,563	\$ 8,081	\$ 31,190	\$ 24,975
<i>Core return on average tangible common equity</i>	15.26 %	20.50 %	20.21 %	17.35 %	16.02 %

Non-GAAP Financial Measures Reconciliations

	Three Months Ended			Twelve Months Ended	
	December 31, 2023	September 30, 2023	December 31, 2022	December 31, 2023	December 31, 2022
Net interest income	\$ 20,404	\$ 20,731	\$ 20,884	\$ 80,112	\$ 71,338
Add: Noninterest income	3,118	(2,894)	4,603	8,874	8,677
Less: Employee retention related revenue	—	(5,100)	—	—	—
Less: Fee received on early loan payoff	1,863	—	—	1,863	—
Less: Gain on sale of branches	—	—	2,600	—	2,600
Less: BOLI benefit claim	—	—	774	—	774
Less: Net gain (loss) on securities	98	(12)	(86)	555	(632)
Operating revenue	\$ 21,561	\$ 22,949	\$ 22,199	\$ 86,568	\$ 77,273
Expenses:					
Total noninterest expense	\$ 9,717	\$ 8,569	\$ 10,436	\$ 41,876	\$ 39,614
Less: One-time retirement related expenses	—	—	—	1,571	—
Less: Professional fees related to ERC	—	(1,243)	—	—	—
Less: Net OREO losses	(154)	(9)	—	(156)	—
Less: Loss on sale of branches	—	—	228	—	228
Adjusted noninterest expenses	\$ 9,871	\$ 9,821	\$ 10,208	\$ 40,461	\$ 39,386
Core efficiency ratio	45.78 %	42.79 %	45.98 %	46.74 %	50.97 %