

Third Quarter 2017 Investor Call

M. Terry Turner, President and CEO
Harold R. Carpenter, EVP and CFO

October 18, 2017



Safe Harbor Statements

Forward Looking Statements

All statements, other than statements of historical fact, included in this presentation, are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act and Section 21E of the Exchange Act. The words "expect," "anticipate," "intend," "plan," "believe," "seek," "estimate" and similar expressions are intended to identify such forward-looking statements, but other statements not based on historical information may also be considered forward-looking statements. These forward-looking statements are subject to known and unknown risks, uncertainties and other factors that could cause the actual results to differ materially from the statements, including, but not limited to: (i) deterioration in the financial condition of borrowers resulting in significant increases in loan losses and provisions for those losses; (ii) continuation of the historically low short-term interest rate environment; (iii) the inability of Pinnacle Financial, or entities in which it has significant investments, like BHG, to maintain the historical growth rate of its, or such entities', loan portfolio; (iv) changes in loan underwriting, credit review or loss reserve policies associated with economic conditions, examination conclusions, or regulatory developments; (v) effectiveness of Pinnacle Financial's asset management activities in improving, resolving or liquidating lower-quality assets; (vi) increased competition with other financial institutions; (vii) greater than anticipated adverse conditions in the national or local economies including in Pinnacle Financial's markets throughout Tennessee, North Carolina, South Carolina and Virginia, particularly in commercial and residential real estate markets; (viii) rapid fluctuations or unanticipated changes in interest rates on loans or deposits; (ix) the results of regulatory examinations; (x) the ability to retain large, uninsured deposits; (xi) a merger or acquisition, like Pinnacle Financial's merger with BNC; (xii) risks of expansion into new geographic or product markets; (xiii) any matter that would cause Pinnacle Financial to conclude that there was impairment of any asset, including intangible assets; (xiv) reduced ability to attract additional financial advisors (or failure of such advisors to cause their clients to switch to Pinnacle Bank), to retain financial advisors or otherwise to attract customers from other financial institutions; (xv) further deterioration in the valuation of other real estate owned and increased expenses associated therewith; (xvi) inability to comply with regulatory capital requirements, including those resulting from changes to capital calculation methodologies and required capital maintenance levels; (xvii) risks associated with litigation, including the applicability of insurance coverage; (xviii) the risk of successful integration of the businesses Pinnacle Financial has recently acquired with its business; (xix) approval of the declaration of any dividend by Pinnacle Financial's board of directors; (xx) the vulnerability of Pinnacle Bank's network and online banking portals to unauthorized access, computer viruses, phishing schemes, spam attacks, human error, natural disasters, power loss and other security breaches; (xxi) the possibility of increased compliance costs as a result of increased regulatory oversight, including oversight of companies in which Pinnacle Financial or Pinnacle Bank have significant investments, like BHG, and the development of additional banking products for Pinnacle Bank's corporate and consumer clients; (xxii) the risks associated with Pinnacle Financial and Pinnacle Bank being a minority investor in BHG, including the risk that the owners of a majority of the equity interests in BHG decide to sell the company if not prohibited from doing so by the terms of our agreement with them; (xxiii) changes in state and federal legislation, regulations or policies applicable to banks and other financial service providers, like BHG, including regulatory or legislative developments; (xxiv) the risk that the cost savings and any revenue synergies from Pinnacle Financial's merger with BNC may not be realized or take longer than anticipated to be realized; (xxv) disruption from Pinnacle Financial's merger with BNC with customers, suppliers, employee or other business partners relationships; (xxvi) the risk of successful integration of Pinnacle Financial's and BNC's businesses; (xxvii) the amount of the costs, fees, expenses and charges related to Pinnacle Financial's merger with BNC; (xxviii) reputational risk and the reaction of the parties' customers, suppliers, employees or other business partners to Pinnacle Financial's merger with BNC; (xxix) the risk that the integration of Pinnacle Financial's and BNC's operations will be materially delayed or will be more costly or difficult than expected; and (xxx) general competitive, economic, political and market conditions. Additional factors which could affect the forward looking statements can be found in Pinnacle Financial's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K filed with the SEC and available on the SEC's website at <http://www.sec.gov>. Pinnacle Financial disclaims any obligation to update or revise any forward-looking statements contained in this press release, which speak only as of the date hereof, whether as a result of new information, future events or otherwise.

Safe Harbor Statements

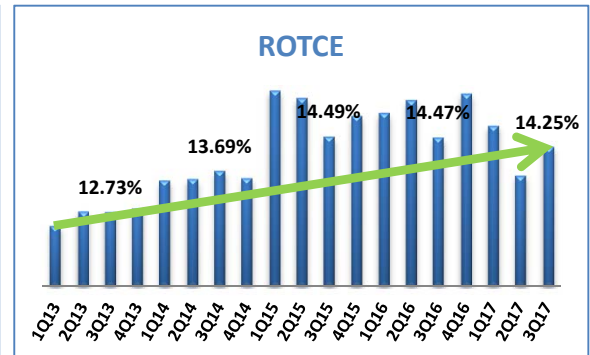
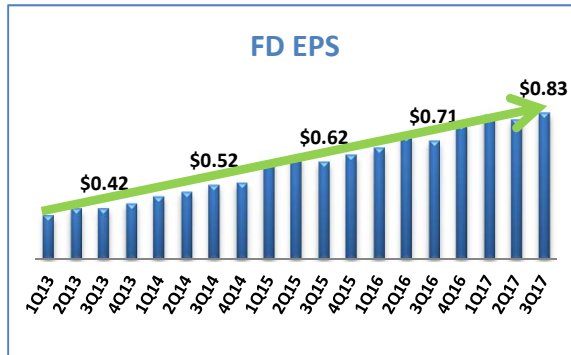
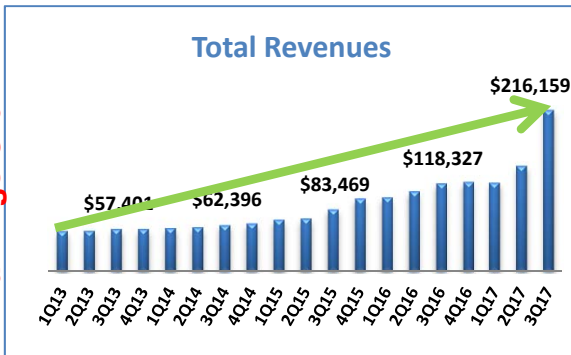
Non-GAAP Financial Matters

This presentation contains certain non-GAAP financial measures, including, without limitation, earnings per diluted share, efficiency ratio, core net interest margin, noninterest expense and the ratio of noninterest expense to average assets and noninterest expense to the sum of net interest income and noninterest income, in each case excluding the impact of expenses related to other real estate owned, gains or losses on sale of investments and other matters for the accounting periods presented. This release also includes non-GAAP financial measures which exclude expenses associated with Pinnacle Bank's mergers with CapitalMark Bank & Trust, Magna Bank, Avenue Financial Holdings, Inc. and BNC, as well as Pinnacle Financial's and its bank subsidiary's investments in BHG. This release may also contain certain other non-GAAP capital ratios and performance measures. These non-GAAP financial measures exclude the impact of goodwill and core deposit intangibles associated with Pinnacle Financial's acquisitions of BNC, Avenue, Magna Bank, CapitalMark Bank & Trust, Mid-America Bancshares, Inc., Cavalry Bancorp, Inc. and other acquisitions which collectively are less material to the non-GAAP measure. The presentation of the non-GAAP financial information is not intended to be considered in isolation or as a substitute for any measure prepared in accordance with GAAP. Because non-GAAP financial measures presented in this release are not measurements determined in accordance with GAAP and are susceptible to varying calculations, these non-GAAP financial measures, as presented, may not be comparable to other similarly titled measures presented by other companies. Pinnacle Financial believes that these non-GAAP financial measures facilitate making period-to-period comparisons and are meaningful indications of its operating performance. In addition, because intangible assets such as goodwill and the core deposit intangible, and the other items excluded each vary extensively from company to company, Pinnacle Financial believes that the presentation of this information allows investors to more easily compare Pinnacle Financial's results to the results of other companies. Pinnacle Financial's management utilizes this non-GAAP financial information to compare Pinnacle Financial's operating performance for 2017 versus certain periods in 2016 and to internally prepared projections.

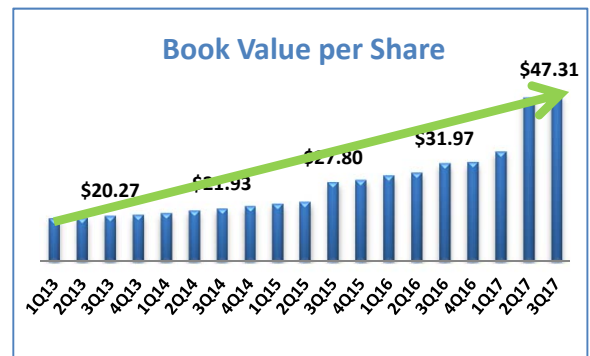
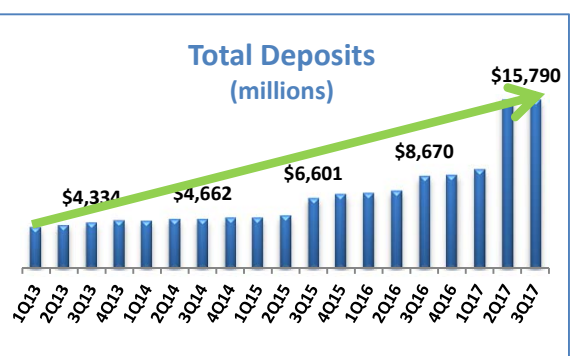
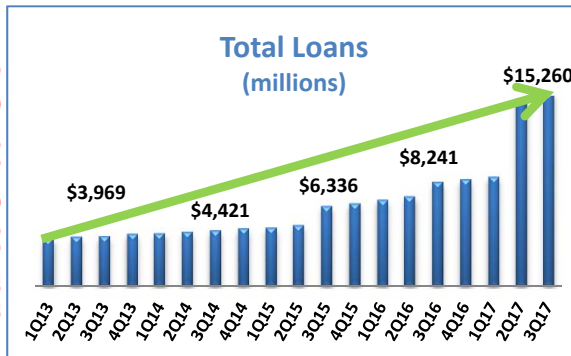
3Q17 Summary Results – GAAP Measures

Execution of fundamentals fueled exceptional growth in key valuation drivers

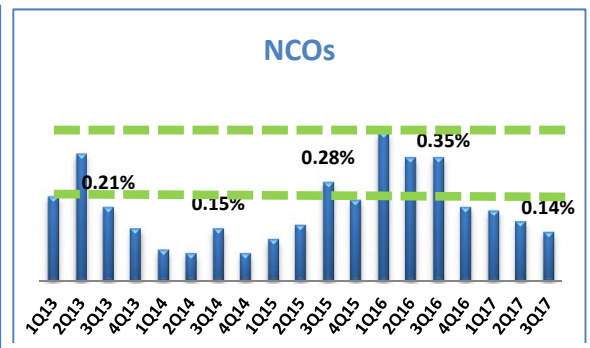
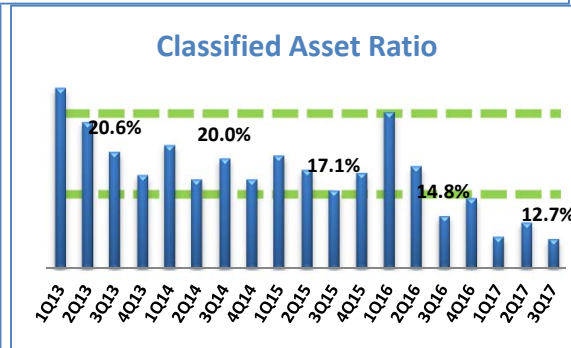
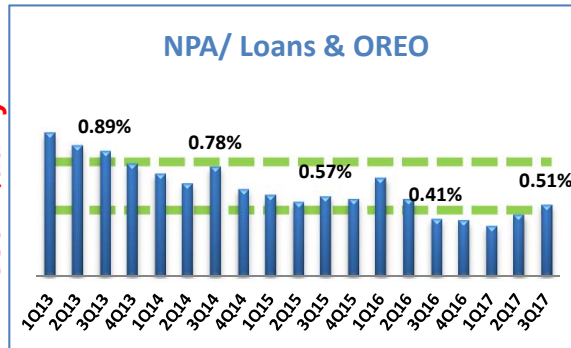
Earnings Growth



Balance Sheet Growth



Asset Quality

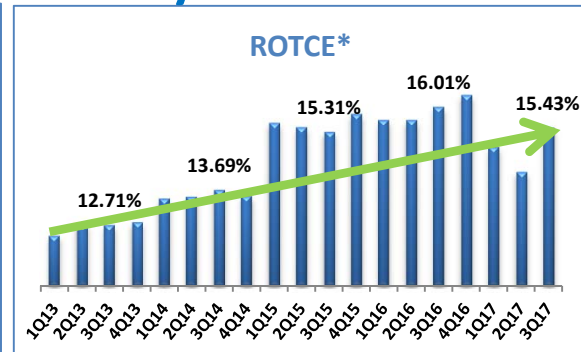
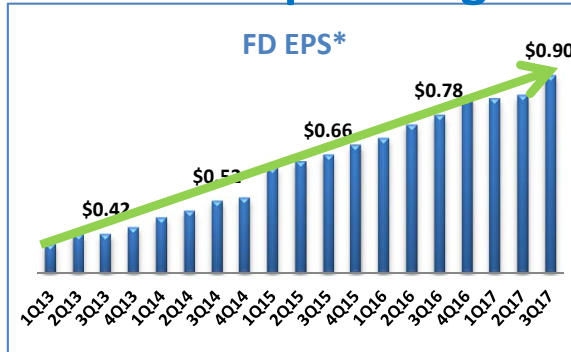
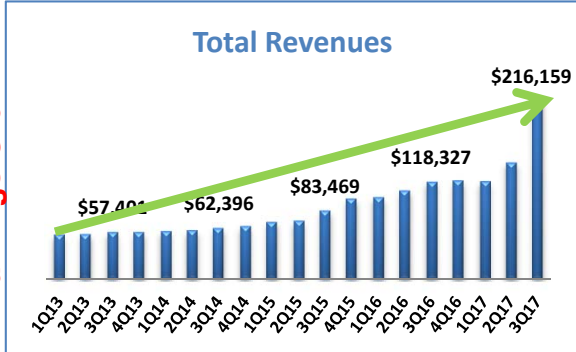


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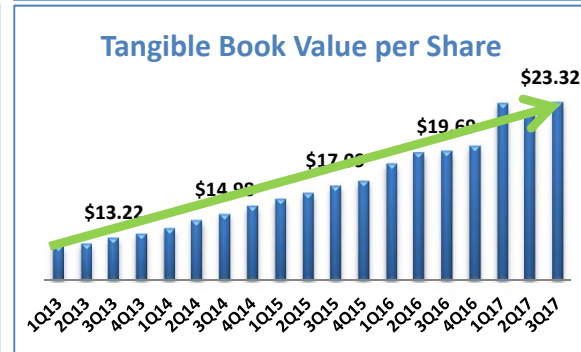
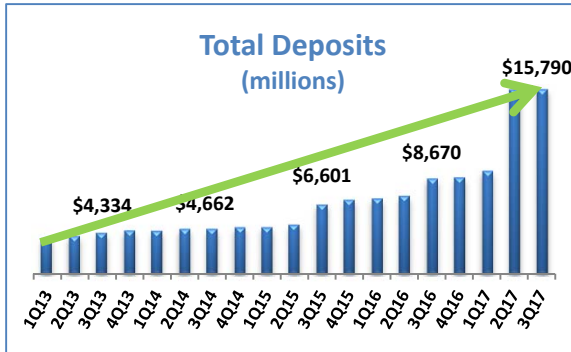
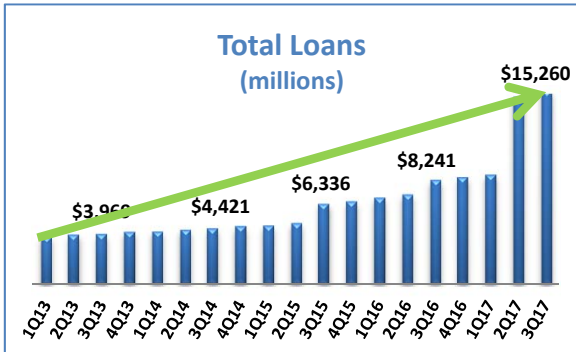
3Q17 Summary Results – Non-GAAP Measures

Execution of fundamentals fueled exceptional growth in key valuation drivers

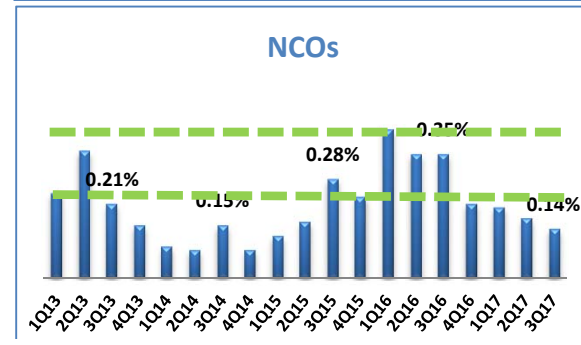
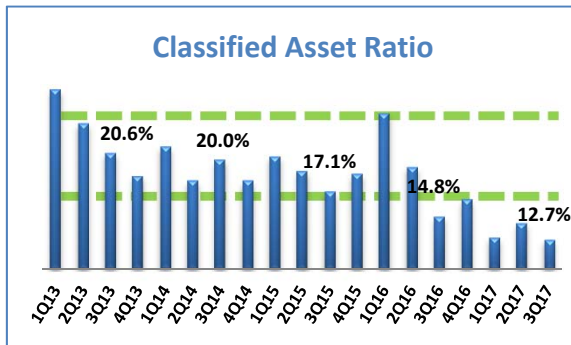
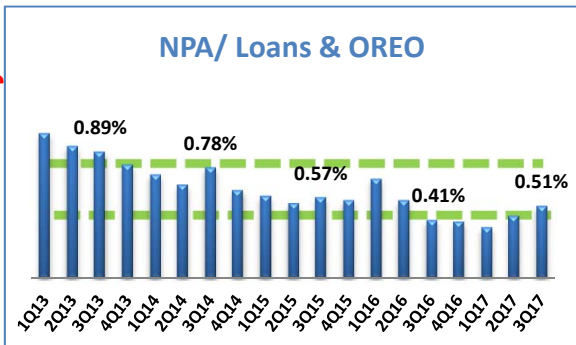
Earnings Growth



Balance Sheet Growth



Asset Quality

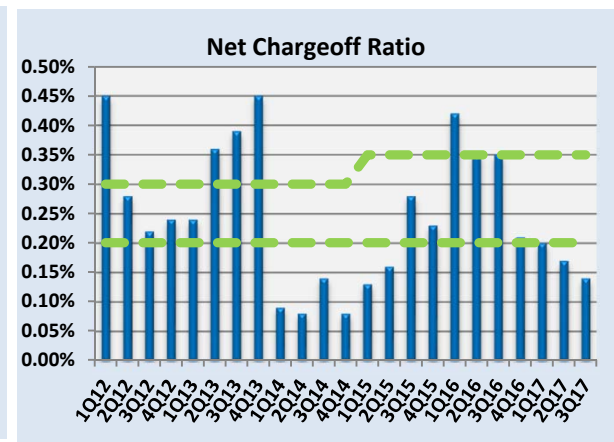
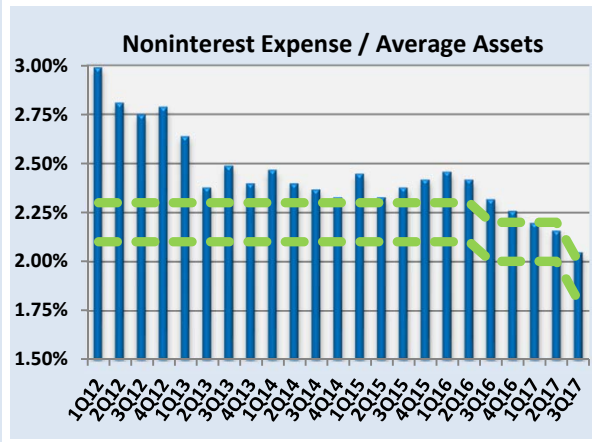
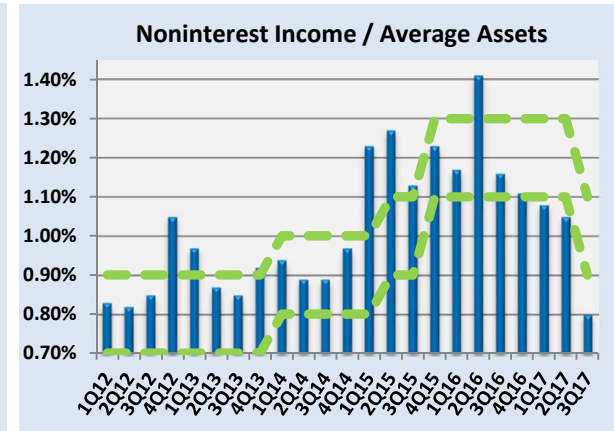
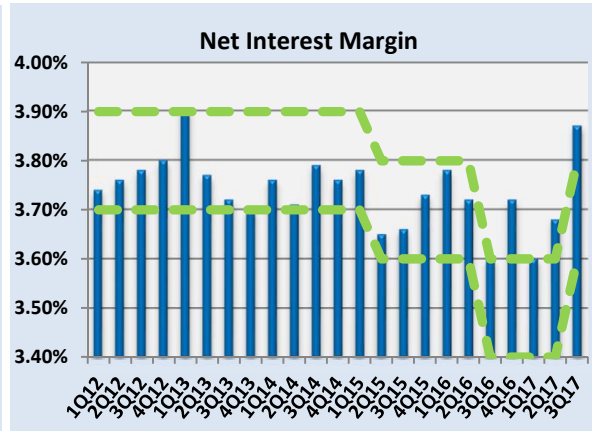
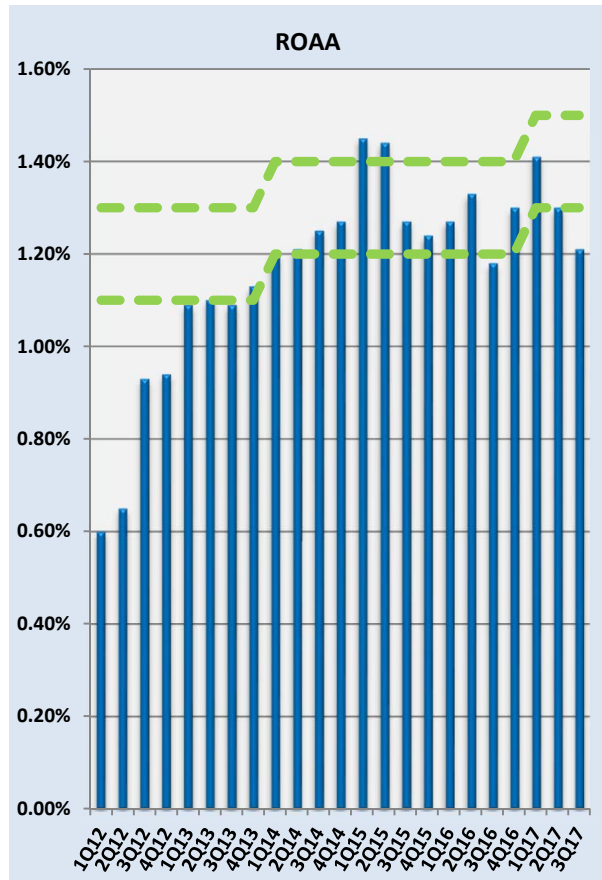


--- : Reflects historical operating ranges for NPA/ Loans & OREO and Classified Asset Ratio. Reflects target ranges resulting from the annual corporate strategic planning process for NCOs.

*: excluding merger-related charges

3Q17 Summary Results – GAAP Measures

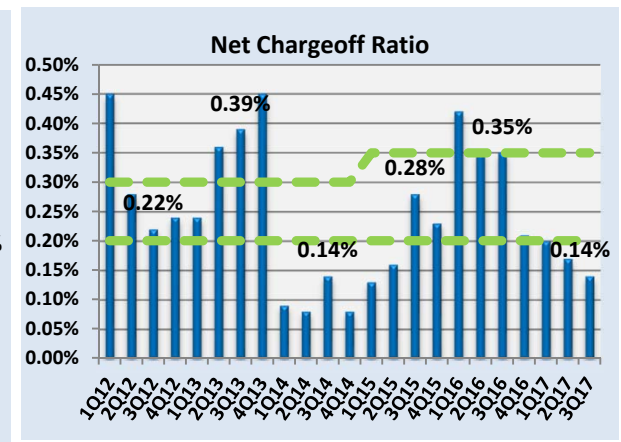
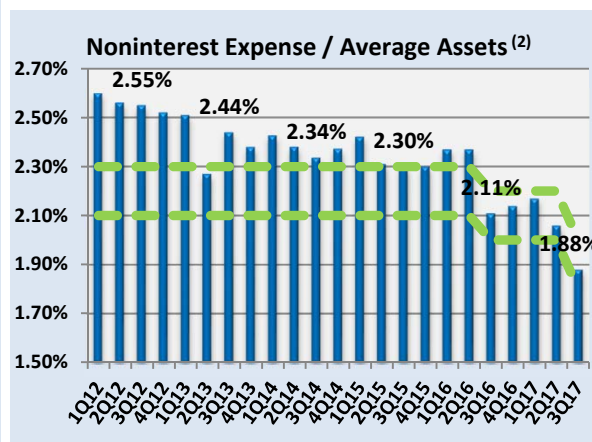
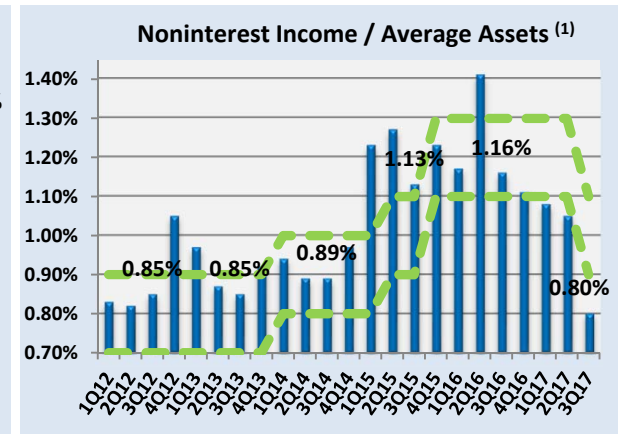
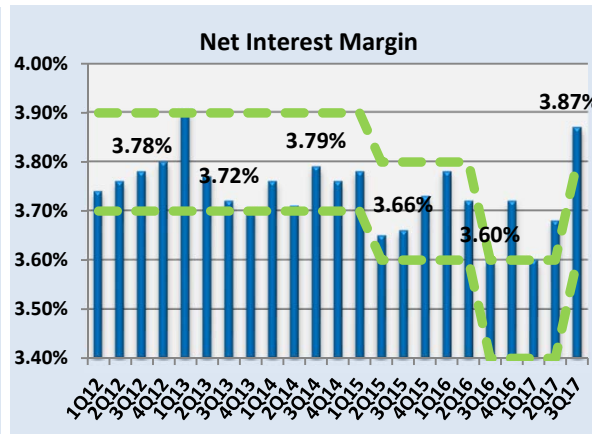
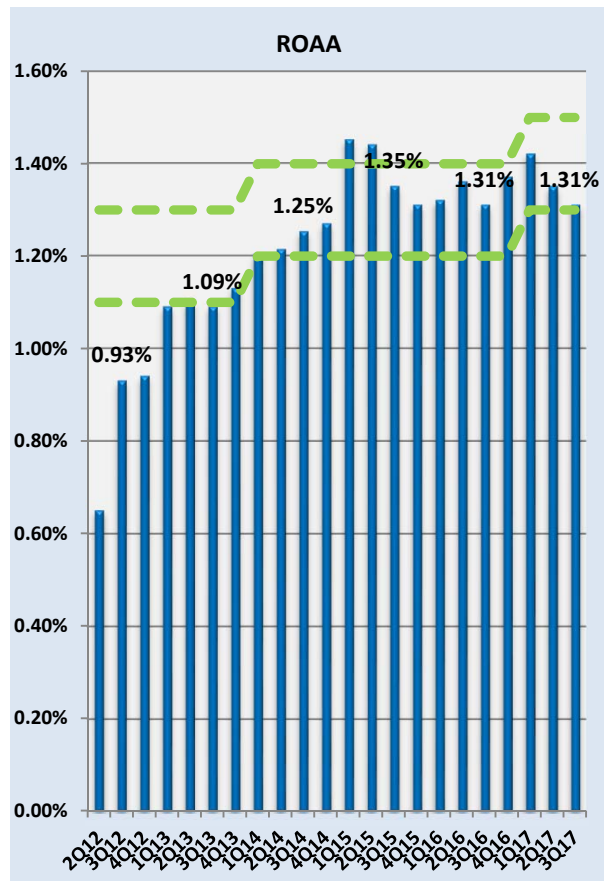
Pinnacle sets and delivers against lofty strategic targets



--- : Reflects targets resulting from the annual corporate strategic planning process for the then current period.

3Q17 Summary Results – Non-GAAP Measures

Pinnacle sets and delivers against lofty strategic targets



(1) - Calculation excludes net gains and losses on the sale of investment securities and in the second quarter of 2013 noncredit related loan losses

(2) - Calculation excludes OREO expense, FHLB prepayment charges and merger-related charges. Noninterest expense for 2Q13 includes the impact of the reversal of a \$2.0 million allowance for off-balance sheet commitments

--- : Reflects targets resulting from the annual corporate strategic planning process for the then current period.

3Q17 Summary Results

PNFP continued the infrastructure build in 3Q17 to support future rapid growth

1. Pinnacle / BNC merger update

- Jan. 22 – Announcement of transaction
- Apr. 6 – Regulatory approvals obtained
- June 12 – Shareholder meetings anticipated
- June 16 – Merger close
- August 21 – PNFP begins nightly core processing for BNC
- September – BNC brand conversion to Pinnacle

- November – Legacy Pinnacle systems conversion ★
- Early first quarter 2018 – Synergy case fully deployed

2. Aggressive hiring plan– Added 54 revenue producers to our roster, of which 19 were in the BNC markets.

3. Net loan growth strong (*) –

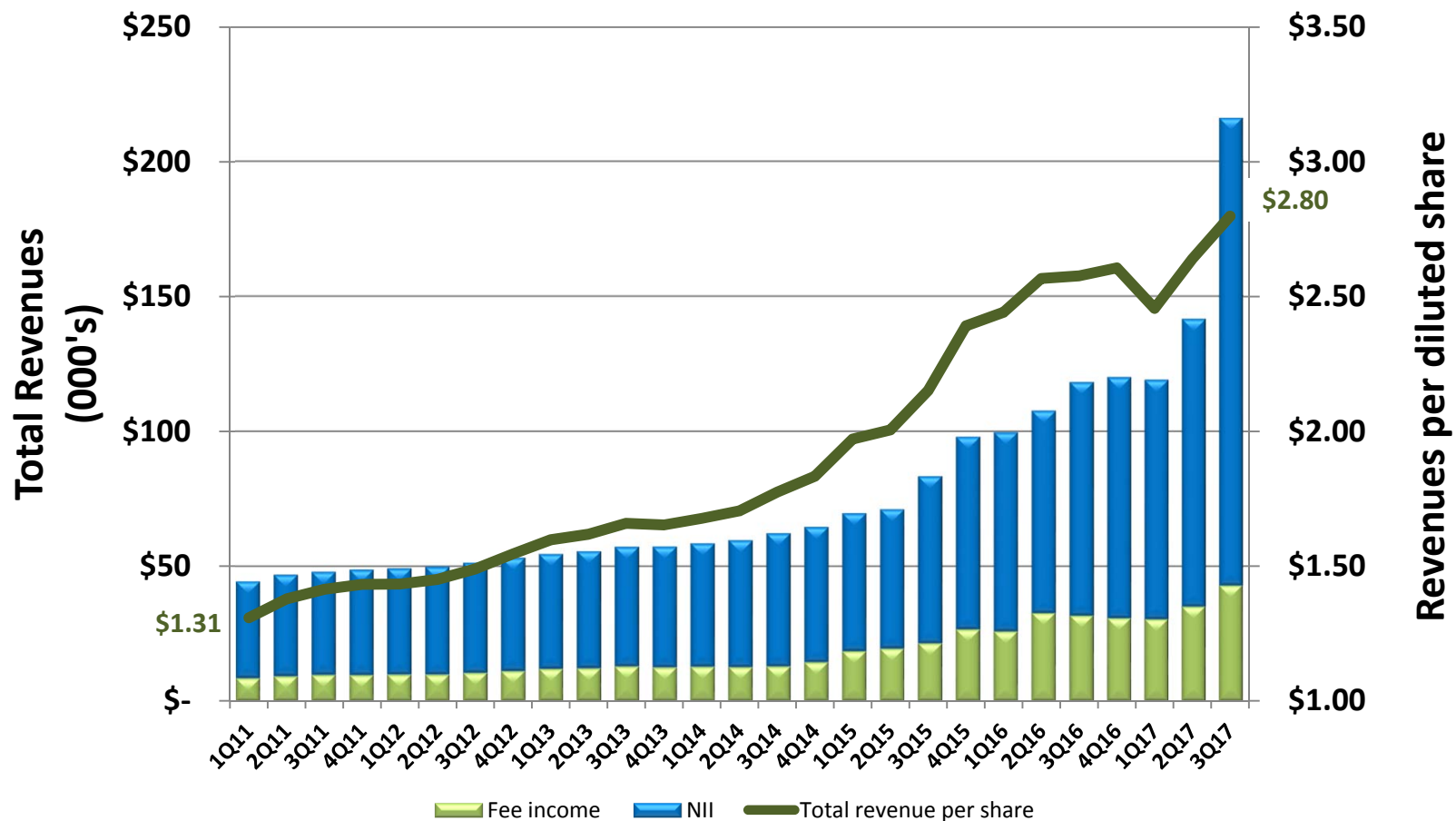
- 3Q17 net loan growth of \$440mm for PNFP and \$61mm for BNC
- YTD net loan growth of \$1.11 billion for PNFP and \$96mm for BNC(##)

*: excludes fair value adjustments

#: BNC YTD loan growth is for the period beginning June 16, 2017

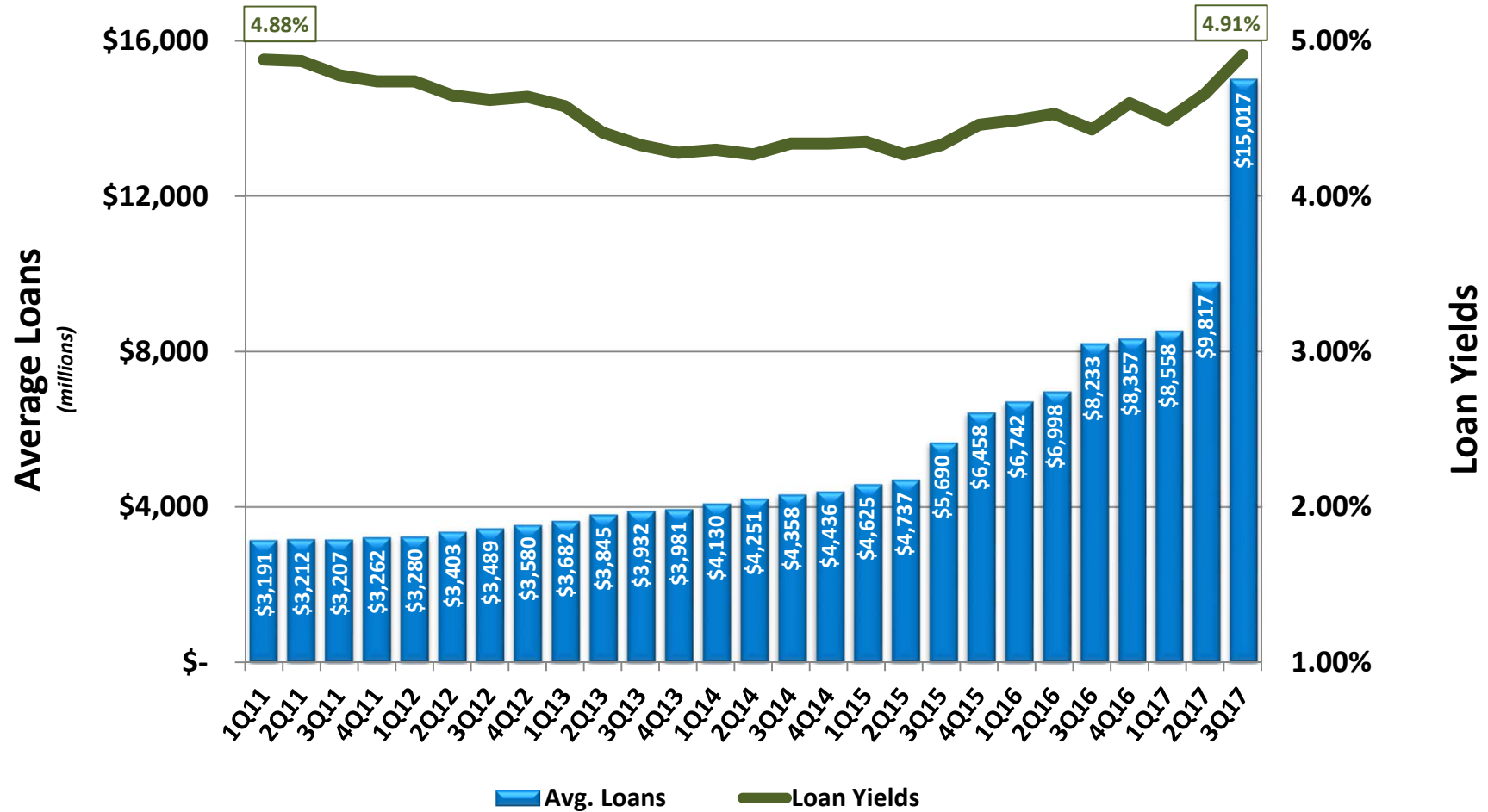
Loan and Deposit Growth are Keys to Earnings Growth

Strong performance continues in both total revenues and revenues per share



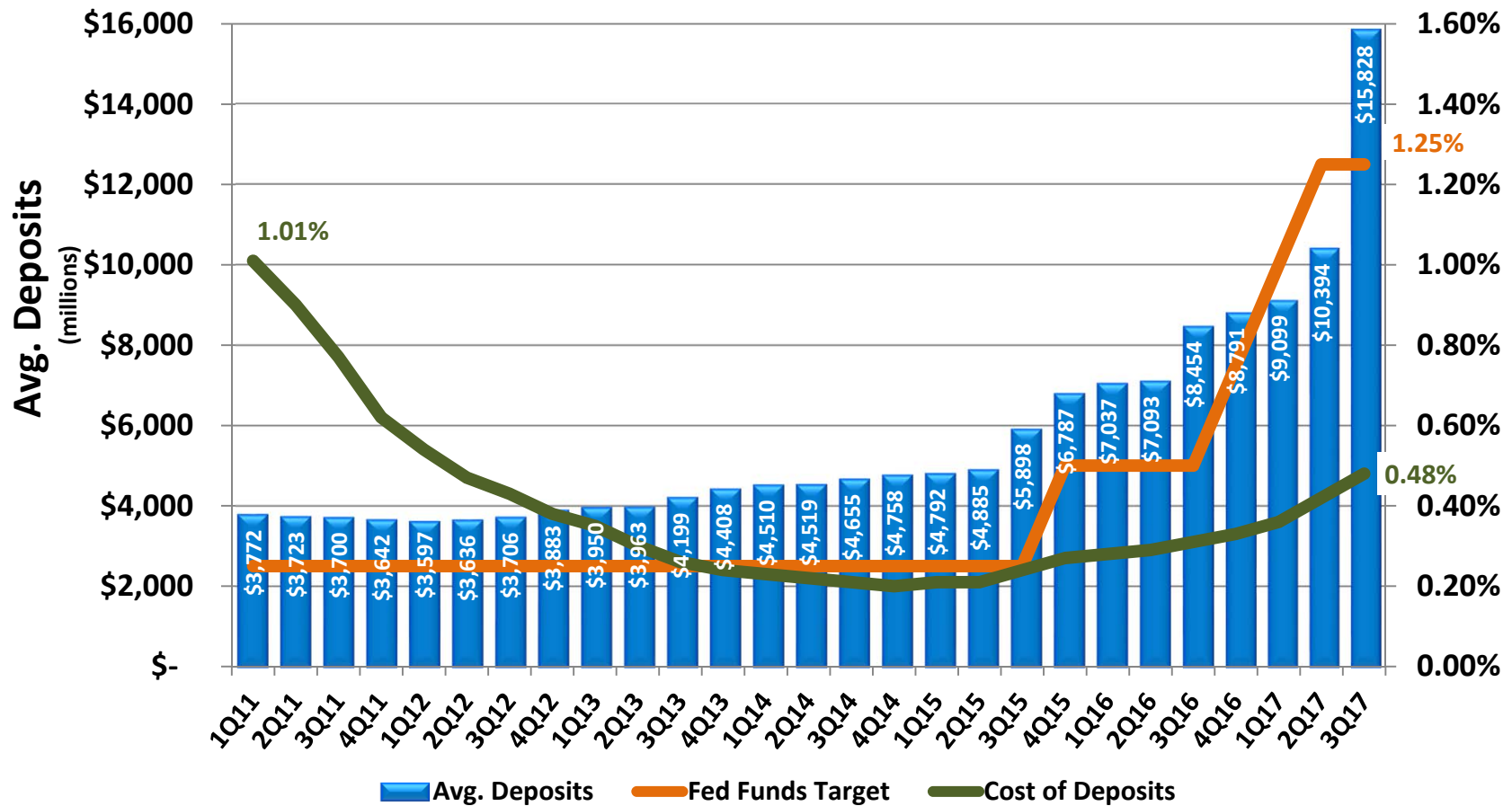
Loan and Deposit Growth are Keys to Earnings Growth

Linked-quarter loan growth remains strong as yields increase



Loan and Deposit Growth are Keys to Earnings Growth

Average deposit balances grew \$5.4 billion in 3Q17



Fee Businesses also Contribute to Earnings Growth

Fee businesses produce another strong quarter – Up 57% year-over-year

	3Q17	2Q17	1Q17	4Q16	3Q16
Service charges	\$5,921	\$4,179	\$3,856	\$3,850	\$3,778
Investment services	3,660	3,110	2,822	3,320	2,592
Insurance commissions	2,124	1,461	1,859	1,178	1,233
Gain on mortgage loans sold, net	5,963	4,668	4,155	2,869	5,097
Trust fees	2,636	1,677	1,705	1,734	1,523
Income from equity method investment	8,937	8,755	7,823	8,136	8,475
Other:					
Securities gains (losses)	-	-	-	395	-
Interchange and other consumer fees	7,393	7,558	6,151	6,171	6,464
Bank-owned life insurance	2,623	1,395	1,099	952	955
Loan swap fees	1,011	336	261	495	859
Other	2,709	1,918	651	1,643	716
Total noninterest income	\$42,977	\$35,057	\$30,382	\$30,743	\$31,692
Total Assets (Quarterly Average)	\$21,211,459	\$13,335,359	\$11,421,654	\$11,037,557	\$10,883,546
Noninterest income/Average Assets	0.80%	1.05%	1.08%	1.11%	1.16%

PNFP Focuses on Strategic Expense Management

3Q17 expense results reflect enviable operating leverage

	3Q17	2Q17	1Q17	4Q16	3Q16
Salaries and benefits	\$64,288	\$43,676	\$38,352	\$37,994	\$36,053
Equipment and occupancy	16,590	10,713	9,675	9,228	9,401
Other real estate owned	512	63	252	44	17
Marketing and business development	2,222	2,127	1,879	2,386	1,350
Postage and supplies	1,755	1,122	1,196	1,000	922
Intangible amortization	3,077	1,472	1,196	1,137	1,425
Merger related expense	8,847	3,221	672	3,264	5,672
Other expenses	12,444	9,404	8,831	7,712	8,686
Total noninterest expense	\$109,735	\$71,798	\$62,053	\$62,765	\$63,526
Efficiency ratio	50.8%	50.7%	52.1%	52.2%	53.7%
Expense/Total Average Assets	2.05%	2.16%	2.20%	2.26%	2.32%
<i>Core noninterest expense **</i>	<i>\$100,376</i>	<i>\$68,514</i>	<i>\$61,130</i>	<i>\$59,457</i>	<i>\$57,837</i>
<i>Core efficiency ratio</i>	<i>46.4%</i>	<i>48.4%</i>	<i>51.3%</i>	<i>49.6%</i>	<i>48.9%</i>
<i>Core Noninterest Expense **/Total Average Assets</i>	<i>1.88%</i>	<i>2.06%</i>	<i>2.17%</i>	<i>2.14%</i>	<i>2.11%</i>

** Excludes the impact of OREO expense and merger related expenses

Extraordinary Growth Potential on the Path Forward

Recent market extensions provide roadmap for Carolina & Virginia

	Market	At 9/30/17	At 12/31/16	At 12/31/15	YTD Annualized Growth
Loans (000's)	Memphis	987	736	458	45.5%
	Chattanooga	1,033	800	708	38.7%
Core Deposits (000's)	Memphis	823	696	385	24.0%
	Chattanooga	743	646	505	20.2%
Revenue Producers	Memphis	68	47	40	59.6%
	Chattanooga	40	34	23	23.5%

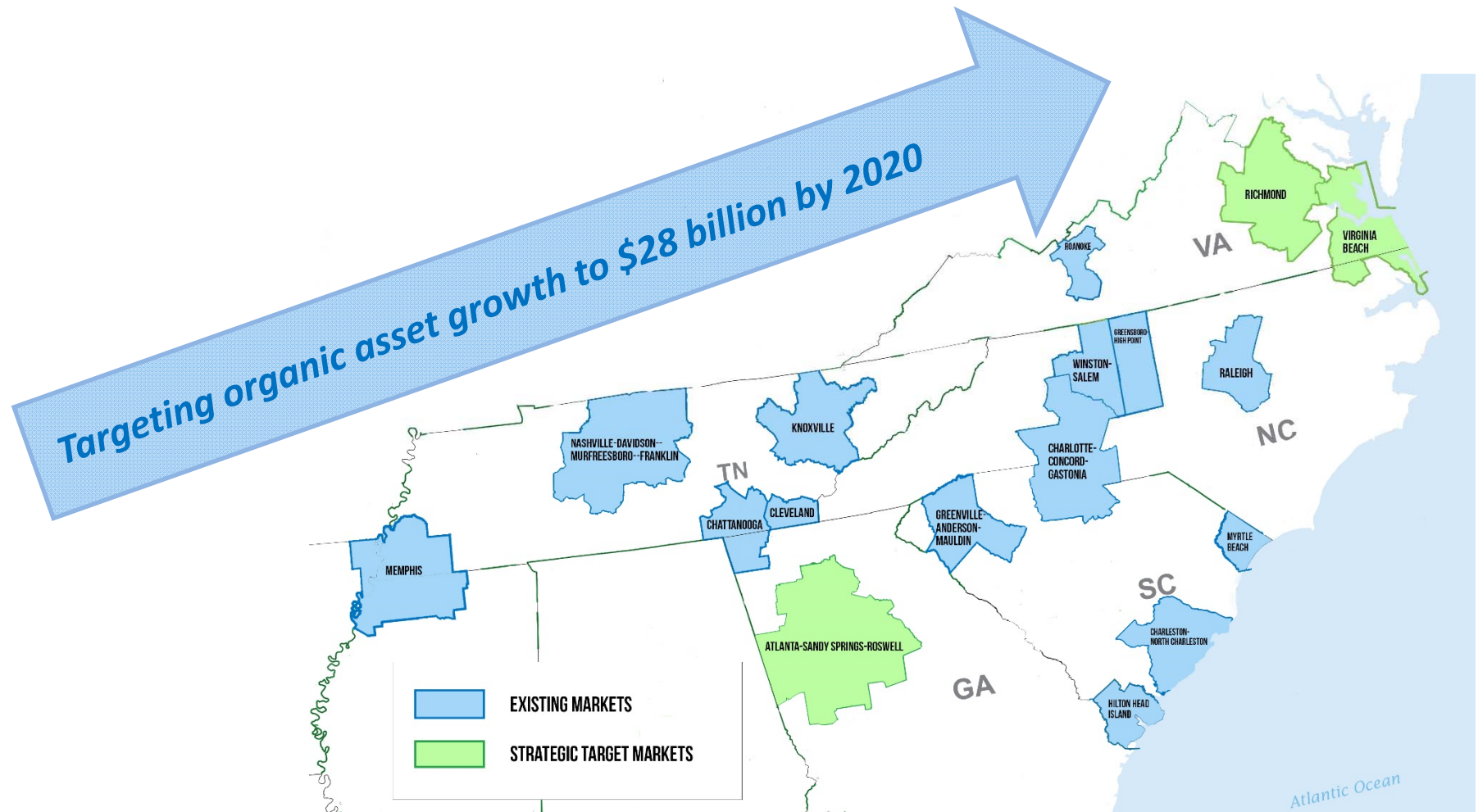
Extraordinary Growth Potential on the Path Forward

The BNC integration overall is on-track and highly accretive

- Cultural integration is well underway
- The system integration schedule has been expedited
- ~ \$40 million in cost take-outs in 2018 are still on track
- Potential revenue synergies are meaningful
- Hiring thrust is strong and building

Extraordinary Growth Potential on the Path Forward

High growth urban markets across the Southeast provide further opportunity



Extraordinary Growth Potential on the Path Forward

Opportunities likely exist for de novo or merger related expansion

M&A Criteria

- At least \$1 billion in assets
- Commercial thrust
- Management continuation
- Sustainable core profitability
- Capacity to achieve mass in market
- 3-5% EPS accretion in first full year

De novo Sizing

- Nashville, Knoxville experience
 - Approximately \$2.0 million in cumulative losses prior to break-even
 - Approximately 12-18 months to break-even
- Key management with capacity to build \$2.0 billion bank – no LPO
- 15-20 associates in initial hiring phase

Long-Term Shareholder Value

PNFP is focused on rapid growth across the Southeast

- 1. Continuation of current high growth, high profit plan**
- 2. Explore expansion to other high growth southeastern markets**

Q&A –

Third Quarter 2017 Investor Call



Supplemental Information

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Supplemental Information

Balance Sheet

Balance Sheet

Loan portfolio is well diversified

	Amts. 3Q17	%'s(*) 3Q17	Amts. 2Q17	%'s(*) 2Q17	Amts. 3Q16	%'s(*) 3Q16	Amts. 3Q15	%'s(*) 3Q15
C&D and Land	\$1,939.8	12.7%	\$1,772.8	12.0%	\$930.2	11.3%	\$674.9	10.7%
Consumer RE	2,541.1	16.7%	2,552.9	17.3%	1,186.0	14.4%	1,044.3	16.5%
CRE – Owner Occ.	2,433.8	15.9%	2,368.7	16.0%	1,256.2	15.2%	1,124.9	17.8%
CRE – Investment	3,398.4	22.3%	3,357.1	22.8%	1,436.4	17.4%	842.1	13.3%
Other RE loans (Multi-Family)	617.9	4.0%	661.6	4.5%	299.4	3.7%	225.2	3.4%
Total real estate	10,931.0	71.6%	10,713.1	72.6%	5,108.2	62.0%	3,911.4	61.7%
C&I	3,971.3	26.0%	3,688.4	25.0%	2,873.6	34.9%	2,178.5	34.4%
Other loans	357.5	2.4%	357.3	2.4%	259.2	3.1%	246.0	3.9%
Total loans	\$15,259.8	100.0%	\$14,758.8	100.0%	\$8,241.0	100.0%	\$6,335.9	100.0%

(*) as a percentage of total loans

Balance Sheet

Construction portfolio reflects discipline

	<i>Amounts 3Q17</i>	<i>%'s(*) 3Q17</i>	<i>Amounts 2Q17</i>	<i>%'s(*) 2Q17</i>	<i>Amts. 3Q16</i>	<i>%'s(*) 3Q16</i>	<i>Amts. 3Q15</i>	<i>%'s(*) 3Q15</i>
Residential – Spec	\$253.3	1.7%	\$243.0	1.6%	\$182.2	2.2%	\$102.1	1.6%
Residential – Custom	157.4	1.0%	153.3	1.0%	99.4	1.2%	44.5	0.7%
Residential – Condo	13.3	0.1%	11.8	0.1%	2.8	0.0%	3.5	0.0%
Commercial Construct.	1,030.8	6.8%	894.9	6.1%	373.8	4.5%	352.1	5.6%
Land Dev– Residential	191.4	1.3%	182.7	1.2%	103.3	1.3%	72.6	1.2%
Land Dev – Commercial	190.2	1.2%	186.6	1.3%	164.8	2.0%	99.1	1.6%
Land Dev - BNC Resi/Com. Combined	56.4	0.4%	54.9	0.4%	-	-	-	-
Land – Unimproved	47.0	0.3%	45.6	0.3%	3.9	0.1%	1.0	0.0%
Total C&D	\$1,939.8	12.8%	\$1,772.8	12.0%	\$930.2	11.3%	\$674.9	10.7%

(*) as a percentage of total loans

Balance Sheet

The C&I loan portfolio is highly diversified

	3Q17	2Q17	1Q17	4Q16
CRE Owner-occupied	\$2,433,762	\$2,368,641	\$1,399,512	\$1,354,893
C&I	3,971,227	3,688,357	2,980,840	2,891,710
Total C&I and CRE Owner-occupied Portfolio	\$6,404,989	\$6,056,998	\$4,380,352	\$4,246,603

NAICS Description	3Q17	2Q17	1Q17	4Q16
Accommodation and Food Services	4.44%	4.34%	4.23%	4.57%
Administrative and Support and Waste Management and Remediation Services	1.68%	1.89%	1.86%	2.00%
Agriculture, Forestry, Fishing and Hunting	0.19%	0.20%	0.22%	0.21%
Arts, Entertainment, and Recreation	3.04%	3.06%	3.24%	3.01%
Construction	5.63%	5.33%	5.17%	5.40%
Consumer	6.62%	7.21%	6.76%	7.73%
Educational Services	1.87%	1.80%	1.61%	1.66%
Finance and Insurance	7.76%	7.46%	6.98%	6.95%
Health Care and Social Assistance	11.65%	11.68%	11.35%	11.48%
Information	3.06%	2.59%	2.62%	2.20%
Management of Companies and Enterprises	0.77%	0.86%	0.87%	0.96%
Manufacturing	7.58%	7.35%	7.56%	7.48%
Mining, Quarrying, and Oil and Gas Extraction	0.32%	0.28%	0.27%	0.28%
Other Services (except Public Administration)	5.71%	5.90%	6.12%	6.13%
Professional, Scientific, and Technical Services	4.15%	4.20%	4.35%	4.35%
Public Administration	1.49%	1.58%	1.69%	1.71%
Real Estate and Rental and Leasing	15.78%	15.97%	16.55%	16.06%
Retail Trade	7.74%	7.35%	7.73%	7.19%
Transportation and Warehousing	4.15%	4.35%	4.30%	4.26%
Utilities	0.47%	0.06%	0.03%	0.04%
Wholesale Trade	5.92%	6.53%	6.49%	6.32%
Total C&I and CRE Owner-occupied Portfolio	100.00%	100.00%	100.00%	100.00%

Balance Sheet

The CRE loan portfolio

Description	9/30/2017 % of RBC	6/30/2017 % of RBC	3/31/2017 % of RBC	12/31/2016 % of RBC
Total Land	18.3%	18.3%	17.0%	17.9%
Total 1-4 Family Construction	19.1%	19.0%	25.3%	24.4%
Total Apartment Construction	11.2%	8.3%	13.4%	11.6%
Total Commercial Construction	39.6%	39.6%	30.7%	26.4%
100% Test - Construction & Land Development	88.1%	85.1%	86.4%	80.3%
Multi-family	30.0%	32.3%	35.0%	36.7%
Miscellaneous CRE	15.9%	13.0%	11.7%	10.6%
Retail Existing	65.4%	66.4%	43.4%	45.6%
Office	36.1%	36.1%	26.9%	27.4%
Industrial & Warehouse	13.5%	14.7%	18.0%	23.3%
Hotel/Motel	23.2%	21.7%	10.7%	11.9%
Healthcare	8.3%	8.7%	7.3%	8.3%
Financed RE Not Secured by RE	8.7%	9.0%	14.5%	12.0%
Total NOOCRE	171.1%	169.6%	132.5%	139.0%
NOOCRE + Secured by multi-family	201.0%	201.9%	167.4%	175.7%
300% Test - NOOCRE + Multifamily + Construction	289.1%	287.0%	253.8%	256.0%

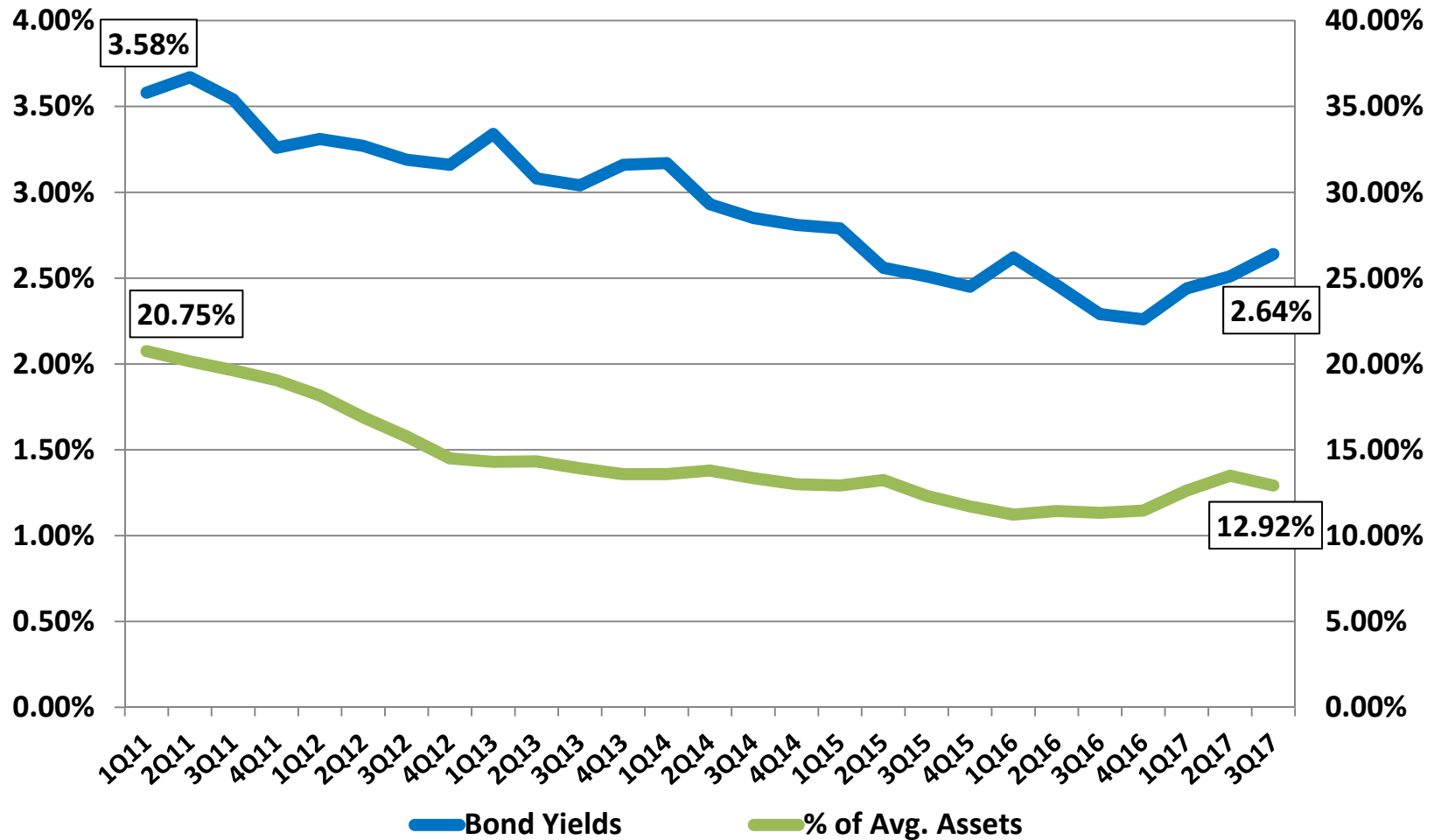
Balance Sheet

PNFP remains focused on relationship funding

	9/30/2017	Percent	6/30/2017	Percent	12/31/2016	Percent
Core Funding:						
Non-interest bearing deposits	\$4,099,086	22.76%	\$3,893,603	22.70%	\$2,399,191	24.99%
Interest-bearing deposits	2,473,902	13.74%	2,480,791	14.46%	1,737,996	18.10%
Money Market accounts	5,809,254	32.26%	5,604,737	32.67%	3,185,186	33.17%
Time deposits less than \$250,000	1,226,952	6.81%	1,263,030	7.36%	512,599	5.34%
Total Core Funding	\$13,609,194	75.57%	13,242,161	77.20%	\$7,834,973	81.60%
Relationship based non-core funding:						
Reciprocal NOW deposits	61,386	0.34%	50,451	0.29%	30,328	0.32%
Reciprocal MMDA deposits	456,622	2.53%	767,994	4.48%	519,769	5.41%
Time deposits						
Reciprocal time deposits	109,004	0.61%	113,161	0.66%	58,838	0.61%
Other time deposits	394,593	2.19%	382,698	2.23%	198,689	2.07%
Securities sold under agreements to repurchase	129,557	0.72%	205,008	1.20%	85,707	0.89%
Total relationship based non-core funding	1,151,162	6.39%	1,519,312	8.86%	893,331	9.30%
Wholesale funding:						
Brokered deposits	294,106	1.63%	518,579	3.02%	49,983	0.52%
Brokered time deposits	864,680	4.80%	682,431	3.98%	66,727	0.69%
FHLB advances	1,623,947	9.02%	725,230	4.23%	406,304	4.23%
Sub Debt and other funding	465,460	2.59%	465,419	2.71%	350,768	3.65%
Total wholesale funding	3,248,193	18.04%	2,391,659	13.94%	823,799	8.58%
Total non-core funding	4,399,355	24.43%	3,910,971	22.80%	1,767,113	18.40%
Totals	\$18,008,549	100.00%	\$17,153,132	100.00%	\$9,602,086	100.00%

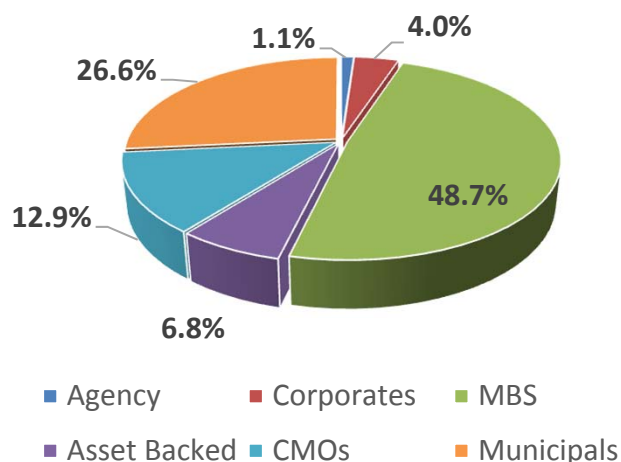
Balance Sheet

The securities book yields increase in 3Q17



Balance Sheet

Conservative bond portfolio



As of 9/30/2017	Book Yield	Effective Duration
Agency/Treasury	1.21%	0.78%
Asset Backed	2.32%	0.16%
Corporates	4.57%	3.30%
CMOs	2.05%	3.61%
MBS	2.30%	3.23%
Municipals	4.04%	5.19%
Total	2.64%	3.50%

Portfolio: September 30, 2017

Total Investments	\$2.901 billion
Unrealized Gain (Loss)	\$ (11.3) million
QTD Purchases	\$ 546.0 million
QTD Sales	\$ 0

	Duration	Avg Yield – TE
3Q17	3.5%	2.6%
2Q17	3.3%	2.5%
1Q17	3.4%	2.4%
4Q16	3.2%	2.3%
3Q16	2.8%	2.3%
2Q16	2.4%	2.5%
1Q16	2.7%	2.6%

- Investment portfolio at \$2.901 billion, up \$453 million vs Q2 due primarily to completion of BNC portfolio restructure and on-balance sheet liquidity build
- Duration steady in mid 3% range
- Investments to Total Assets of 13.3%

Supplemental Information

Asset Quality

Asset Quality

Asset quality remains very sound

(000's)	Sept. 30, 2017	As a % of total loans	June 30, 2017	As a % of total loans	Sept. 30, 2016	As a % of total loans
Past Due Loans (*)						
Nonaccrual loans**	\$20,210	0.13%	\$17,602	0.12%	\$8,822	0.11%
Accruing loans	39,081	0.26%	28,893	0.20%	19,929	0.24%
Total past due	\$59,291	0.39%	\$46,495	0.32%	\$28,751	0.35%
NPLs and > 90 days						
Const. and land development	\$6,632	0.04%	\$3,873	0.03%	\$6,355	0.08%
Consumer RE	22,060	0.15%	18,564	0.13%	8,429	0.10%
CRE – Owner Occupied	12,426	0.08%	5,545	0.04%	4,374	0.05%
CRE – Investment	4,565	0.03%	4,571	0.03%	673	0.01%
Total real estate	45,683	0.30%	32,553	0.23%	19,831	0.24%
C&I	9,861	0.06%	8,280	0.06%	8,791	0.11%
Other	1,133	0.01%	1,076	0.01%	1,958	0.02%
Total loans	\$56,677	0.37%	\$41,909	0.30%	\$30,580	0.37%
Classified loans and ORE						
Substandard commercial loans	\$202,998	1.33%	\$230,216	1.56%	\$123,952	1.50%
Doubtful commercial loans	829	0.01%	832	0.01%	87	0.00%
Other impaired loans	22,858	0.15%	19,854	0.13%	9,933	0.12%
90 days past due and accruing (*)	3,264	0.02%	1,691	0.01%	2,093	0.03%
Other real estate	24,339	0.16%	24,806	0.17%	5,589	0.07%
Other repossessed assets	343	0.00%	348	0.00%	67	0.00%
Total	\$254,631	1.67%	\$277,747	1.88%	\$141,721	1.72%
<i>Pinnacle Bank classified asset ratio</i>	<i>12.7%</i>		<i>14.2%</i>		<i>15.2%</i>	

(*) ≥ 30 days past due

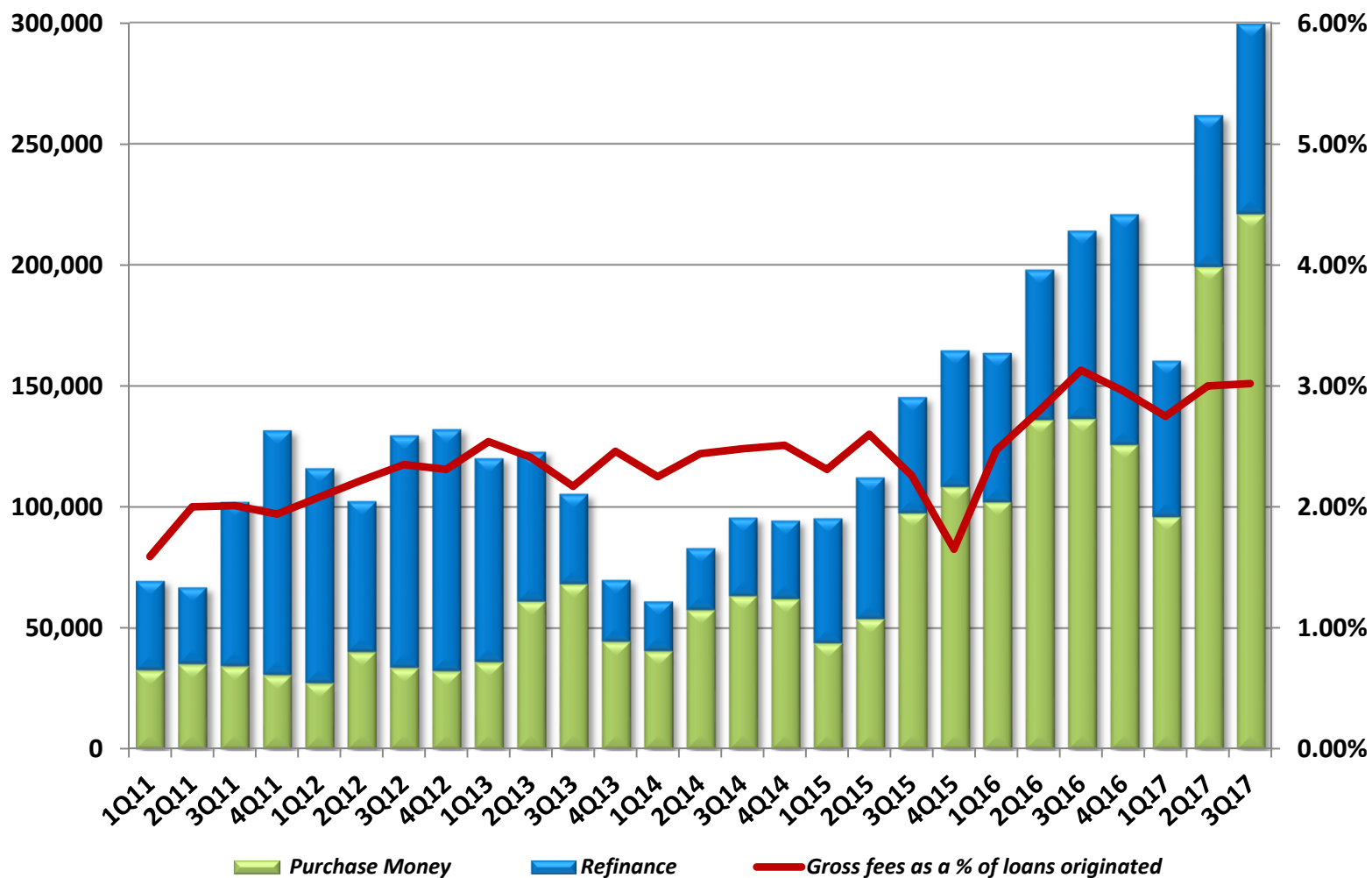
(**) includes purchase credit impaired loans

Supplemental Information

Income Statement

Income Statement

Mortgage volumes were strong in 3Q17



Income Statement

Reconciliation of Non-GAAP measures

	3Q17	2Q17	1Q17	4Q16	3Q16
Net interest income	\$173,182	\$106,627	\$88,767	\$89,413	\$86,635
Total noninterest income	\$42,977	\$35,057	\$30,382	\$30,743	\$31,692
Less: Securities gains	-	-	-	(395)	-
Noninterest income, excluding investment gains on sales of securities, net	\$42,977	\$35,057	\$30,382	\$30,347	\$31,692
Total noninterest expense	\$109,736	\$71,798	\$62,054	\$62,765	\$63,526
Less: ORE expenses	512	63	252	44	17
Merger-related charges	8,847	3,221	672	3,264	5,672
Noninterest expense, excluding the impact of ORE expense and merger-related charges	\$100,377	\$68,514	\$61,130	\$59,457	\$57,837
Adjusted pre-tax pre-provision income	\$115,782	\$73,170	\$58,019	\$60,304	\$60,490
Efficiency ratio	50.8%	50.7%	52.1%	52.2%	53.7%
Adjustment due to securities gains, ORE expense and merger-related charges	(4.4%)	(2.3%)	(0.8%)	(2.6%)	(4.8%)
Core Efficiency ratio**	46.4%	48.4%	51.3%	49.6%	48.9%
Noninterest income/ Average assets	0.80%	1.05%	1.08%	1.11%	1.16%
Adjustment due to gains on sale of investment securities	-	-	-	-	-
Noninterest income, excluding the impact of net gains on sale of investment securities/ Average Assets	0.80%	1.05%	1.08%	1.11%	1.16%
Noninterest expense/ Average assets	2.05%	2.16%	2.20%	2.26%	2.32%
Adjustment due to ORE expense and merger-related charges	(0.17%)	(0.10%)	(0.03%)	(0.12%)	(0.21%)
Noninterest expense, excluding ORE expense and merger-related charges/ Average Assets	1.88%	2.06%	2.17%	2.14%	2.11%

** : Excluding ORE expense, merger-related charges and securities gains and losses

Income Statement

Reconciliation of Non-GAAP measures

	3Q17	2Q17	1Q17	4Q16	3Q16
Net income	\$64,442	\$43,086	\$39,653	\$36,097	\$32,376
Merger-related charges	8,847	3,221	672	3,264	5,672
Tax effect on merger-related charges	(3,471)	(1,264)	(264)	(1,281)	(2,225)
Net income less merger-related charges	\$69,818	\$45,043	\$40,061	\$38,080	\$35,823
Basic earnings per share	\$0.84	\$0.81	\$0.83	\$0.79	\$0.71
Adjustment to basic earnings per share due to merger-related charges	0.07	0.04	0.01	0.05	0.08
Basic earnings per share excluding merger-related charges	\$0.91	\$0.85	\$0.84	\$0.84	\$0.79
Diluted earnings per share	\$0.83	\$0.80	\$0.82	\$0.78	\$0.71
Adjustment to diluted earnings per share due to merger-related charges	0.07	0.04	0.01	0.05	0.07
Diluted earnings per share excluding merger-related charges	\$0.90	\$0.84	\$0.83	\$0.83	\$0.78
Book value per share	\$47.31	\$46.56	\$34.61	\$32.28	\$31.97
Adjustment due to goodwill, core deposit and other intangible assets	(23.99)	(23.98)	(11.36)	(12.22)	(12.28)
Tangible book value per share	\$23.32	\$22.58	\$23.25	\$20.06	\$19.69

Income Statement

Reconciliation of Non-GAAP measures

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Net income	\$64,442	\$43,086	\$39,653	\$36,097	\$32,376
Merger-related charges	8,847	3,221	672	3,264	5,672
Tax effect on merger-related charges	(3,471)	(1,264)	(264)	(1,281)	(2,225)
Net income less merger-related charges	\$69,818	\$45,043	\$40,061	\$38,080	\$35,823
Average stockholders' equity	\$3,655,029	\$2,057,505	\$1,723,075	\$1,493,684	\$1,442,440
Less: Average goodwill	(1,800,761)	(760,646)	(551,548)	(551,042)	(541,153)
Average core deposit and other intangible assets	(59,521)	(23,957)	(14,674)	(15,724)	(11,296)
Net average tangible common equity	\$1,794,747	\$1,272,902	\$1,090,850	\$926,918	\$889,991
Return on average common equity	6.99%	8.40%	9.70%	9.61%	8.93%
Adjustment due to goodwill, core deposit and other intangible assets	7.26%	5.18%	5.04%	5.88%	5.54%
Return on average tangible common equity	14.25%	13.58%	14.74%	15.49%	14.47%
Adjustment due to merger related charges	1.18%	0.61%	0.15%	0.85%	1.54%
Return on average tangible common equity (excluding merger-related charges)	15.43%	14.19%	14.89%	16.34%	16.01%
Total average assets	\$21,211,459	\$13,335,359	\$11,421,654	\$11,037,555	\$10,883,546

Income Statement

Reconciliation of Non-GAAP measures

	3Q17	2Q17	1Q17	4Q16	3Q16
Net income	\$64,442	\$43,086	\$39,653	\$36,097	\$32,376
Merger-related charges	8,847	3,221	672	3,264	5,672
Tax effect on merger-related charges	(3,471)	(1,264)	(264)	(1,281)	(2,225)
Net income less merger-related charges	\$69,818	\$45,043	\$40,061	\$38,080	\$35,823
Average assets	\$21,211,459	\$13,335,359	11,421,654	11,037,555	10,883,547
Less: Average goodwill	(1,800,761)	(760,646)	(551,548)	(551,042)	(541,153)
Average core deposit and other intangible assets	(59,781)	(23,957)	(14,674)	(15,724)	(11,296)
Net average tangible assets	\$19,351,177	\$12,550,756	10,855,432	10,470,789	10,331,098
Return on average assets	1.21%	1.30%	1.41%	1.30%	1.18%
Adjustment due to goodwill, core deposit and other intangible assets	0.11%	0.08%	0.06%	0.08%	0.08%
Return on average tangible assets	1.32%	1.38%	1.47%	1.38%	1.26%
Adjustment due to merger related charges	0.11%	0.06%	0.01%	0.08%	0.13%
Return on average tangible assets (excluding merger-related charges)	1.43%	1.44%	1.48%	1.46%	1.39%

Third Quarter 2017 Investor Call

M. Terry Turner, President and CEO
Harold R. Carpenter, EVP and CFO

October 18, 2017

