

## Our Vision

To be the best financial services firm and the best place to work in the Southeast.

## Our Strategy

- Excited Associates**  
 We are intentional about creating a great workplace, because we know that associates who are excited about coming to the office every day will give clients exceptional service.
- Engaged Clients**  
 Our clients enjoy an experience that they can't find at any of our competitors, which translates to market leading levels of satisfaction and loyalty.
- Enriched Shareholders**  
 Our focus on associates and clients leads to outsized shareholder returns.

**Stock Symbol:** Nasdaq/NGS: PNFP

**Headquarters:** 150 3rd Ave. South,  
Suite 900  
Nashville, TN 37201  
(800) 264-3613

**Office Locations:** Pinnacle operates in 16 primarily urban markets in the Southeast.

**Financial Partners:** Pinnacle Bank, Pinnacle Asset Management (investment services), PNFP Capital Markets, Miller Loughry Beach Insurance Services and HPB Insurance Group

**Associates:** 3,256

**Website:** [www.pnfp.com](http://www.pnfp.com)

## Board of Directors

- M. Terry Turner**, President and CEO  
 Pinnacle Financial Partners
- Robert A. McCabe, Jr.**, Chairman  
 Pinnacle Financial Partners
- Richard D. Callicutt, II**, Chairman,  
 Carolinas and Virginia  
 Pinnacle Financial Partners
- Abney S. Boxley, III**, Chairman  
 Boxley Ready Mix
- Charles E. Brock**, President  
 Brock Partnerships, LLC
- Renda J. Burkhart**, CPA, Managing Partner  
 DHG Family Office  
 Dixon Hughes Goodman LLP
- Gregory L. Burns**, President  
 Gregory Burns Consulting Group, LLC
- Marty G. Dickens**, Retired Regional Executive  
 BellSouth/AT&T Tennessee
- Thomas C. Farnsworth, III**, President and Owner  
 Farnsworth Investment Company
- Joseph C. Galante**, Retired Chairman  
 Sony Music, Nashville
- Glenda Baskin Glover**, Ph.D., JD, CPA,  
 President, Tennessee State University
- David B. Ingram**, Chairman  
 Ingram Entertainment, Inc.
- Decosta Jenkins**, President and CEO  
 Nashville Electric Service
- Reese L. Smith, III**, President  
 Haury & Smith Contractors, Inc.
- G. Kennedy Thompson**, Retired Partner  
 and Former Cohead, Banking and Credit  
 Aquiline Capital Partners, LLC

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