

## 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.

<b>Stock Symbol:</b>	Nasdaq/NGS: PNFP
<b>Headquarters:</b>	150 3rd Ave. South, Suite 900 Nashville, TN 37201 (800) 264-3613
<b>Office Locations:</b>	Pinnacle, with 115 offices, operates in 11 urban markets in Tennessee, North Carolina, South Carolina and Virginia.
<b>Financial Partners:</b>	Pinnacle Bank, Pinnacle Asset Management (investment services), PNFP Capital Markets, Miller Loughry Beach Insurance Services and HPB Insurance Group
<b>Associates:</b>	2,420
<b>Website:</b>	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 Region  
 Pinnacle Financial Partners
- Ronald L. Samuels**, Vice Chairman  
 Pinnacle Financial Partners
- Abney S. Boxley, III**, President, East Region  
 Summit Materials, Inc.
- Charles E. Brock**, President  
 Brock Partnerships, LLC
- Renda J. Burkhart**, CPA, President  
 Burkhart & Company, P.C.
- Gregory L. Burns**, President and CEO  
 Gregory Burns Consulting Group, LLC
- Marty G. Dickens**, Retired Regional Executive  
 BellSouth/AT&T Tennessee
- Thomas C. Farnsworth, III**, President  
 Farnsworth Holding 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. and DBI  
 Beverage, Inc.
- Gary L. Scott**, Retired Chairman and CEO  
 Mid-America Bancshares, Inc.
- Thomas R. Sloan**, Past Chairman  
 Bank of North Carolina and BNC Bancorp
- Reese L. Smith, III**, President  
 Haury & Smith Contractors, Inc.
- G. Kennedy Thompson**, Partner and Cohead,  
 Banking and Credit Team  
 Aquiline Capital Partners, LLC

Products offered through Raymond James Financial Services, Inc. Member FINRA/SIPC, Miller Loughry Beach and HPB Insurance Group are not deposits, not insured by the FDIC or any other government agency, not guaranteed by Pinnacle Bank, and are subject to risk, may lose value. Insurance services are supported by Miller Loughry Beach and HPB Insurance Group, subsidiaries of Pinnacle Financial Partners.