

Fourth Quarter 2016 Results

Pinnacle Financial Partners Inc. (Nasdaq/NGS: PNFP) released its fourth quarter financial results on Tuesday, Jan. 17, 2017. The firm will host a live webcast at 8:30 a.m. CST on Wednesday, Jan. 18 to review our financial results, business outlook for the firm and other matters.

- [View the release.](#)
- [View the conference call slides.](#)
- [View the webcast.](#)

2015 Annual Report

Pinnacle's 2015 Annual Report is now [available online](#). The interactive website showcases the multiple ways the firm exceeds the expectations of associates, clients and shareholders. Copies of the full print report, 10-K and proxy are also available for download.

Pinnacle Financial Partners provides a full range of banking, investment, trust, mortgage and insurance products and services designed for businesses and their owners and individuals interested in a comprehensive relationship with their financial institution. The American Banker recognized Pinnacle as the sixth best bank to work for in the country in 2016.

The firm began operations in a single downtown Nashville location in October 2000 and has since grown to approximately \$9.7 billion in assets at June 30, 2016. As the second-largest bank holding company headquartered in Tennessee, Pinnacle operates in the state's four largest markets, Nashville, Memphis, Knoxville and Chattanooga, as well as several surrounding counties. Additional information concerning Pinnacle, which is included in the NASDAQ Financial-100 Index, can be accessed at www.pnfp.com.

Three overarching business strategies have guided Pinnacle since its inception:

Focus primarily on businesses, their owners and employees, as well as consumers who desire more from their banking relationship than just the best price. When we started the firm, we set out to be “more than a bank.” To accomplish this, we had to be able to meet all the financial needs of a client – whether at home or at work or when managing their assets. Pinnacle clients experience the depth of products and services found in large national institutions while also having the strong personal relationship with their financial advisor found in community banks.

Hire and retain highly experienced and qualified financial services professionals. We believe we take care of our clients better than anyone else in the market, primarily because we attract and keep the most talented and experienced financial professionals. We recruit and retain people with significant expertise, large client followings and a strong likelihood of thriving in the client-centered Pinnacle culture. These attributes give our clients confidence they will have continuity and long-term relationships with their partners at Pinnacle.

Provide distinctive service, effective advice and extraordinary convenience in exchange for premium pricing. Every Pinnacle associate focuses every day on what it takes to deliver this brand promise. Our ultimate goal is to “wow” every client. This means going beyond what is expected, such as good service, and doing things that are always memorable. Our standard for wowing clients is to provide the unexpected answers and anticipate their unspoken needs. In our annual client survey, 97 percent rank us “recognizably better” than our competitors.

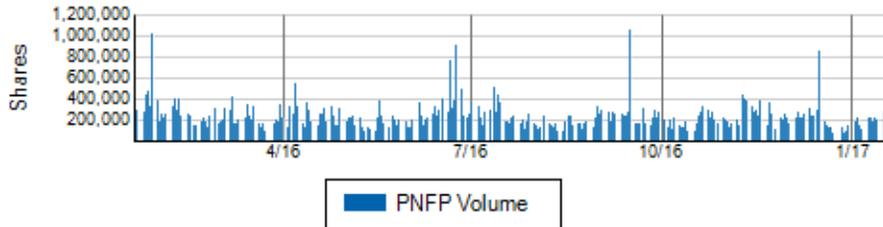
Market Summary 	
Trading Symbol	PNFP
Exchange	NASDAQ
Market Value (\$M)	2,934.55
Stock Quote	\$ 63.30
Change 	\$ 0.70 1.12 %
Volume	202,921
As of January 20, 2017 Minimum 20 minute delay.	

Press Releases	
1/17/2017	PNFP Reports Diluted Earnings Per Share of \$0.78 for 4Q 2016
1/10/2017	Pinnacle Financial Announces Dates for Fourth Quarter 2016 Earnings Release and Conference Call
11/09/2016	Pinnacle Financial Announces Pricing of Private Offering of Subordinated Notes
10/18/2016	PNFP Reports Diluted Earnings Per Share of \$0.71 for 3Q 2016
10/06/2016	Pinnacle Financial Announces Dates for Third Quarter 2016 Earnings Release and Conference Call

Merger Information
Information for Former Avenue Shareholders
Information for Former CapitalMark Bank & Trust Shareholders
Information for Former Magna Bank Shareholders
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List of all companies in The SNL U.S. Bank \$1B-\$5B Index

Period: