

## Company Description



### Third Quarter 2017 Results

Pinnacle Financial Partners Inc. (Nasdaq/NGS: PNFP) will release its third quarter financial results on Tuesday, October 17, 2017. The firm will host a live webcast at 8:30 a.m. CDT on Wednesday, October 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.](#)

### 2016 Annual Report

Pinnacle's 2016 Annual Report is now [available online](#). The interactive website showcases the multiple ways Pinnacle is climbing the charts in terms of our associates, clients and shareholders. Copies of the full print report, 10-K and proxy are also available for download.

### Pinnacle Announces Agreement to Acquire BNC Bancorp

Pinnacle Financial Partners Inc. (Nasdaq/NGS: PNFP) and BNC Bancorp jointly announced the signing of a definitive agreement pursuant to which BNC will merge with and into Pinnacle in an all-stock transaction. Pinnacle and BNC will host a joint webcast at 9 a.m. CST/10 a.m. EST on Monday, Jan. 23 to discuss the financial and other aspects of the business combination.

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

**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 \$11.7 billion in assets at March 31, 2017. 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.

## Contact Information

### Information for Former BNC Bancorp Shareholders

### Information for Former Avenue Shareholders

### Information for Former CapitalMark Bank & Trust Shareholders

### Information for Former Magna Bank Shareholders

### Pinnacle Financial Partners, Inc.

150 Third Avenue South, Suite 900  
Nashville, TN 37201  
(615) 744-3700

### Investor Relations Contact

Mr. Harold R. Carpenter  
(615) 744-3742  
[Harold.Carpenter@pnfp.com](mailto:Harold.Carpenter@pnfp.com)

### Transfer Agent

Computershare Shareholder Services  
P.O. Box 30170  
College Station, TX 77842-3170  
(800) 368-5948

## Insider Ownership

### Insider Transaction Activity (Last 6 Months)

Aggregates	Shares	Price (\$)	Value (\$)
Open Market Buys	2,325	60.04	139,600
Open Market Sells	(244,191)	66.07	(16,134,689)
Options Ex. & Sold	15,544	25.89	247,260
Net Shares	(223,876)	63.04	(15,571,393)

### High Volume Traders (Last 6 Months)

Name	# Buys	# Sells	# Options Ex. & Sold	Total # Trans.	Net Shares
M. Terry Turner	0	4	1	5	(102,923)
Robert A. McCabe Jr.	1	1	0	2	(69,675)
Richard D. Callicutt II	0	1	0	1	(30,000)
Ronald L. Samuels	0	5	0	5	(15,000)
Thomas R. Sloan	1	1	0	2	(9,406)

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## Mergers and Acquisitions

### Acquisitions

#### Bank & Thrift Company Deals

Target Seller	State	Industry Type	Announce Date	Status	Deal Value (\$M)	Target Total Assets (\$000)
BNC Bancorp	NC	Bank	1/22/2017	Completed on 6/16/2017	1,732.40	7,401,691
Avenue Financial Holdings, Inc.	TN	Bank	1/28/2016	Completed on 7/1/2016	211.33	1,165,454
Magna Bank	TN	Bank	4/28/2015	Completed on 9/1/2015	82.51	589,201
CapitalMark Bank & Trust	TN	Bank	4/07/2015	Completed on 7/31/2015	186.53	968,268
Mid-America Bancshares, Inc.	TN	Bank	8/15/2007	Completed on 11/30/2007	196.87	1,069,363
Cavalry Bancorp, Inc.	TN	Bank	9/30/2005	Completed on 3/15/2006	175.25	604,656

#### Insurance Broker Deals

Target Seller	Announce Date	Status	Deal Value (\$M)	LTM Revenue (\$000)
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Beach & Gentry 7/01/2008 Completed on 7/1/2008 NA NA  
Insurance Agency, LLC

#### Recent Documents

No data available.

#### Institutional Ownership

Ownership Information		Ownership Activity		
		Description	Holders	Shares
Shares Outstanding	77,720,000	Total Positions	321	52,781,492
Short Interest Shares	2,145,579	New Positions	82	4,130,985
Float (%)	90.90	Increased Positions	137	10,638,946
Institutional Ownership (%)	67.97	Decreased Positions	73	(936,896)
Mutual Fund Ownership (%)	40.92	Soldout Positions	36	(622,286)
Insider Ownership (%)	9.10	Net Change		13,210,749
Top 10 Instn Holders (%)	34.19			

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#### Recent Press Releases

- 11/16/2017 [Pinnacle Brings Home 4 More Greenwich Best Brand Awards](#)
- 10/17/2017 [PNFP Reports Diluted Earnings Per Share of \\$0.83 for 3Q 2017](#)
- 10/06/2017 [Pinnacle Financial Partners Announces Dates for Third Quarter 2017 Earnings Release and Conference Call](#)
- 9/25/2017 [BNC Bancorp Takes Pinnacle Financial Partners Name](#)
- 7/18/2017 [PNFP Reports Diluted Earnings Per Share of \\$0.80 for 2Q 2017](#)

#### Stock Price History

	High (\$)	Low (\$)
One Day	65.55	64.30
One Month	67.80	63.13
Three Months	67.80	58.40
Year-to-Date	71.55	58.40
One Year	71.85	58.40
Three Year	71.85	35.01
Three Year Date	12/9/2016	1/14/2015

#### Upcoming Events

No data available.

#### Sales and Divestitures

##### Specialty Finance Portfolio Company Deals

Target Buyer	Announce Date	Status	Deal Value (\$M)	Target Net Receivables (\$000)
Nonperforming assets Undisclosed buyer	12/31/2012	Completed on 12/31/2012	NA	9,000

##### Other Deals

Target Buyer	Announce Date	Status	Deal Value (\$M)
Charter of PrimeTrust BankMetropolitan BancGroup, Inc.	12/20/2007	Completed on 2/29/2008	0.50

#### Market Data

##### Current Quote Data as of November 17, 2017

Last Sale	\$ 65.50
Last Close	\$ 64.95
Today's High	\$ 65.55
Today's Low	\$ 64.30
Net Change	\$ .55 ▲ .85%
Today's Volume	287,635

Minimum 20 minute delay

##### Current Chart



#### Peer Analysis

No data available.

#### FAQ

##### Q: Where is Pinnacle Financial Partners, Inc.'s common stock listed?

A: Our common stock is listed on the NASDAQ National Market under the ticker symbol **PNFP**. For more detailed stock information, please visit our [Stock Information](#) page.

**Q: Who are the Market Makers for Pinnacle Financial Partners, Inc.'s stock?**

A: To see a list of our Market Makers and their contact information, please visit our [Market Makers](#) page.

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**Q: How can I receive Email alerts from Pinnacle Financial Partners, Inc.?**

A: To sign up for Email alerts on our Events, Documents, Press Releases and closing stock price information click here to visit our [Email Notification](#) page.

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**Q: How can I request additional information from Pinnacle Financial Partners, Inc.?**

A: You can contact us via our [Information Request](#) page.

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