



SmartFinancial, Inc.



Transformative Merger of Equals

January 15, 2019

Compliance Disclosures

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This presentation shall not constitute an offer to sell, the solicitation of an offer to sell, or the solicitation of an offer to buy any securities or the solicitation of any vote or approval of the SmartFinancial, Inc. (“SmartFinancial”, “SMBK”) or Entegra Financial Corp. (“Entegra”, “ENFC”) shareholders, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation, or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. In connection with the proposed transaction, SmartFinancial will file a registration statement on Form S-4 with the Securities and Exchange Commission (the “SEC”), which will contain the joint proxy statement of SmartFinancial and Entegra and a prospectus of SmartFinancial. Shareholders of Entegra and SmartFinancial are encouraged to read the registration statement, including the joint proxy statement/prospectus that will be part of the registration statement, because it will contain important information about the proposed transaction, Entegra, and SmartFinancial. After the registration statement is filed with the SEC, the joint proxy statement/prospectus and other relevant documents will be mailed to Entegra and SmartFinancial shareholders and will be available for free on the SEC’s website (www.sec.gov). The joint proxy statement/prospectus will also be made available for free by contacting Ron Gorczyński, SmartFinancial’s Chief Administrative Officer, at (865) 437-5724 or David Bright, the Chief Financial Officer of Entegra, at (828) 524-7000. No offer of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended (the “Securities Act”).

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SmartFinancial, Entegra and certain of their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from Entegra and SmartFinancial shareholders in connection with the proposed transaction under the rules of the SEC. Information about the directors and executive officers of SmartFinancial may be found in the definitive proxy statement for SmartFinancial’s 2018 annual meeting of shareholders, filed with the SEC by SmartFinancial on April 2, 2018, and other documents subsequently filed by SmartFinancial with the SEC. Information about the directors and executive officers of Entegra may be found in the definitive proxy statement for Entegra’s 2018 annual meeting of shareholders, filed by Entegra with the SEC on April 2, 2018. Additional information regarding the interests of these participants will also be included in the joint proxy statement/prospectus regarding the proposed transaction when it becomes available. Free copies of these documents may be obtained as described in the paragraph above.

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Non-GAAP Financial Measures

Statements included in this presentation include non-GAAP financial measures and should be read along with the accompanying tables, which provide a reconciliation of non-GAAP financial measures to GAAP financial measures. The non-GAAP financial measures used in this presentation include: (i) tangible common equity, (ii) tangible book value per share, (iii) core net interest margin, (iv) operating efficiency ratio, (v) operating return on average assets, (vi) operating earnings per share, and (vii) operating return on tangible common equity. Tangible common equity excludes total preferred stock, preferred stock paid in capital, goodwill, and other intangible assets, and tangible book value per share reflects the per share value of tangible common equity. Core net interest margin adjusts net interest margin to exclude the impact of purchase accounting. The operating efficiency ratio excludes securities gains and losses and merger related expenses from the efficiency ratio. Net operating income excludes securities gains and losses and merger related expenses, and the effect of the December, 2017 tax law change on deferred tax assets, and the income tax effect of adjustments, and operating return on average assets is net operating income divided by GAAP total average assets. Operating earnings per share is net operating income divided by GAAP total average assets. Operating return on tangible common equity is net operating income divided by tangible common equity. Management believes that non-GAAP financial measures provide additional useful information that allows readers to evaluate the ongoing performance of the company and provide meaningful comparisons to its peers. Non-GAAP financial measures should not be considered as an alternative to any measure of performance or financial condition as promulgated under GAAP, and investors should consider SmartFinancial’s performance and financial condition as reported under GAAP and all other relevant information when assessing the performance or financial condition of the company. Non-GAAP financial measures have limitations as analytical tools, and investors should not consider them in isolation or as a substitute for analysis of the results or financial condition as reported under GAAP.

Creating a Premier Southeastern Partnership

Enhanced Profile

- The proposed merger of equals (“MOE”) creates a premier ~\$4.0 billion asset banking franchise with an attractive pro forma Southeast footprint*
- The fully integrated combined company will be a strong financial performer amongst its peers
- Advances combined entity into the **top 20 largest publicly traded banks** headquartered in its combined states of operation**
- Poised for continued organic and strategic growth as a partner of choice
- Combined size and improved earnings growth profile supports the potential for trading multiple expansion over time from current standalone valuations
 - Delivering on meaningful EPS accretion in excess of 20% once fully integrated

To maximize the combined ~\$4.0B platform –

Stronger Company

- Build upon both teams’ integration experience to support the foundation for continued efficient, intelligent growth
- Leverage ENFC’s operational expertise/mortgage platform and SMBK’s lending/sales culture and brand across the entire footprint
 - SmartFinancial, Inc. and SmartBank brands to be adopted
 - Combined company will be headquartered in Knoxville, TN
 - Significant portion of bank operations will be based in Franklin, NC
- Perpetuate a consistent culture and environment where top performers want to work
- Leverage scale to recruit additional top sales talent in key markets
- Focus on EPS growth, core deposits and credit quality

*Southeast defined as Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee

**Defined as Alabama, Florida, Georgia, North Carolina, South Carolina and Tennessee

Source: S&P Global Market Intelligence

Enhancing Value for Both Shareholder Bases



SmartFinancial, Inc.

- \$2.3 billion asset bank holding company⁽²⁾
 - Headquartered in Knoxville, TN
 - Founded in 2007
 - NASDAQ traded under ticker “SMBK”
- Double digit annual organic growth complemented by track record of strategic partnerships
 - 6 multi-state strategic partnerships since 2012
 - Experience integrating MOE partnership via the Cornerstone Bancshares, Inc. merger completed in 2015
- Consistent earnings growth and momentum
 - 5-year Operating EPS growth⁽³⁾⁽⁴⁾ : 87%
 - Delivering ~1.00% Operating Return on Average Assets⁽⁴⁾ to shareholders

- ✓ ~\$4.0 billion asset banking footprint across six states in desirable Southeast markets
- ✓ +20% EPS accretion⁽¹⁾
- ✓ Return on Average Assets ~1.2%⁽¹⁾
- ✓ Return on Average Common Equity >10%⁽¹⁾
- ✓ Disciplined use of capital with sub-2.5 year tangible book value earn-back period
- ✓ Increased scale and scarcity value, creating one of the top 20 largest banks by total assets in combined states of operation*
- ✓ Furthers strategic positioning and solidifies company as a future partner of choice
- ✓ Improved stock liquidity with significant upside to current respective standalone trading prices
- ✓ Retention of strong capital position



- \$1.7 billion asset bank holding company
 - Headquartered in Franklin, NC
 - Founded in 1922
 - NASDAQ traded under ticker “ENFC”
- Complementary mix of stable legacy and high-growth MSAs
 - Dominant market share in Cullowhee and Brevard, NC MSAs
 - Growth opportunities in Atlanta, GA, Greenville, SC and Asheville, NC MSAs
- Seasoned mortgage and SBA lending contributes to diversified fee income
- Approximately 0.90% Adjusted Return on Average Assets
- 5-year Operating EPS growth⁽⁴⁾ : 200%

*Defined as Alabama, Florida, Georgia, North Carolina, South Carolina and Tennessee

⁽¹⁾ Assumes first full year of operations in 2020 vs. SMBK standalone

⁽²⁾ Including pro forma impact of SMBK's acquisition of Foothills Bancorp, Inc. on 11/01/18

⁽³⁾ Year-to-date 2018 operating EPS of \$1.12 annualized

⁽⁴⁾ Operating EPS and Operating return on average assets are Non-GAAP measures. Refer to appendix for GAAP to Non-GAAP reconciliation.

Sources: S&P Global Market Intelligence, FDIC

Transaction Rationale

Strategically Compelling

- ✓ Enhanced operating leverage across a six-state footprint⁽¹⁾ with quantifiable growth potential
- ✓ Increased scarcity value based on geographical markets, scale and pro forma profitability
- ✓ Like-minded cultures with similar strategies, focused on serving customers and community

Market Enhancing

- ✓ Enhances footprint with a presence in five of the top 25 MSAs within combined markets⁽¹⁾
- ✓ Top 10 pro forma deposit market share in combined counties of operation
- ✓ Balanced mix of stable legacy markets and denser, high-growth markets

Financially Attractive

- ✓ Projected EPS accretion greater than 20% in 2020⁽²⁾⁽³⁾
- ✓ Less than 2.5 years to earn back initial tangible book value dilution (crossover method)
- ✓ Cash IRR > 30%

Mitigated Risks

- ✓ Mutually strong regulatory standing with conservative credit cultures
- ✓ Well equipped to execute given both parties' acquisition expertise (including MOE integration)
- ✓ Leveraging of ENFC's operational expertise with SMBK's sales and lending culture

⁽¹⁾ Defined as Alabama, Florida, Georgia, North Carolina, South Carolina and Tennessee

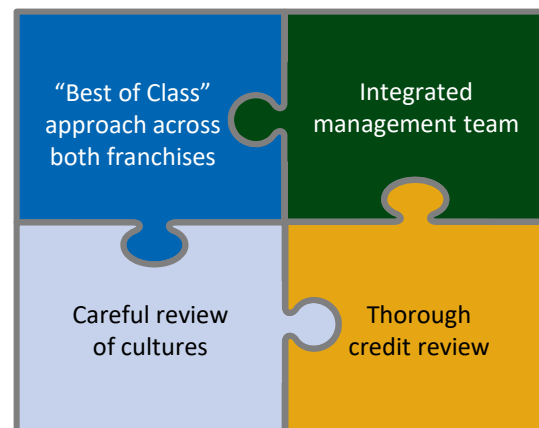
⁽²⁾ Based off median consensus estimate from S&P Global Market Intelligence

⁽³⁾ First full year of cost saves

Source: Company Documents

Experienced in Managing MOE Execution Risk

- SmartFinancial has established itself as a partner of choice in the Southeast, having successfully completed and integrated six previous transactions across three states since 2012 alongside consistent organic growth
- A key transaction in SMBK’s history completed in August 2015, was a **reverse Merger of Equals (“MOE”) between SmartFinancial and Cornerstone Bancshares, Inc.**
- The transaction had all the hallmarks of an MOE:
 - ✓ Brought together similarly sized franchises in complementary markets
 - ✓ Pro forma board split between both companies
 - ✓ CEO Billy Carroll (SmartFinancial) and Chairman Miller Welborn (Cornerstone) assembled a “best of class” management team from both companies
 - ✓ Significant cost savings matched with strong growth opportunities
 - ✓ Careful cultural and operational integration post closing
- **Successful MOE integration and risk mitigation was achieved through deploying a careful, long-term methodology**
- The current SmartBank team resulting from the Cornerstone MOE has worked closely with Entegra management using the same replicable template:



Transaction Terms

Consideration	100% Stock; fixed exchange ratio 1.215 shares of SMBK common stock for each share of ENFC common stock
Announced Transaction Value ⁽¹⁾	Calculated deal price per share of \$22.36 Aggregate transaction value of \$158.2 million ⁽²⁾
Board Representation	Pro forma Board of Directors to consist of 12 SMBK / 5 ENFC
Foundation Contribution	SMBK to make \$1 million contribution within 3-year period to qualifying charities serving legacy ENFC markets as directed by the Carolina Advisory Board*
Key ENFC Management Retention	Roger Plemens, David Bright and Ryan Scaggs to join SMBK leadership
Pro Forma Ownership	SMBK: 62% ENFC: 38%
Required Approvals	Shareholder approvals for both SMBK and ENFC Customary regulatory approvals
Expected Closing	Mid-year 2019
Contingent Value Right (“CVR”)	ENFC shareholders will receive one CVR for each share of ENFC common stock for after-tax proceeds from pending resolution of ongoing dispute with unrelated third-parties
Estimated Transaction Multiples ⁽³⁾	Price/YTD '18 EPS (Annualized): 11.6x Price/ TBVPS ⁽⁴⁾ : 119.4% Core Deposit Premium: 2.8% TBVPS ⁽⁴⁾ Impact: 7% initial dilution earned back in less than 2.5 years

*Anticipate formation at close

⁽¹⁾ Based on SMBK's closing price of \$18.40 as of 01/14/19

⁽²⁾ Inclusive of the value of rolled Entegra options

⁽³⁾ Based on Entegra Financial Corp.'s unaudited financial statements as of 09/30/18; TBVPS earn back period calculated utilizing crossover method

⁽⁴⁾ Tangible book value per share is a Non-GAAP measure. Refer to appendix for GAAP to Non-GAAP reconciliation.

Sources: Definitive Agreement, Company Documents

Key Transaction Assumptions

<p>Expected Cost Savings</p>	<ul style="list-style-type: none"> ▪ \$10 million, or 25% of ENFC’s annual Noninterest Expense base <ul style="list-style-type: none"> ▪ 50% realized in 2019 ▪ 100% realized thereafter
<p>Merger & Integration Costs</p>	<ul style="list-style-type: none"> ▪ Approximately \$15 million in combined pre-tax merger expenses
<p>Purchase Accounting & Other Adjustments</p>	<ul style="list-style-type: none"> ▪ Total gross loan fair value mark of -\$37.0 million (3.5% of total loans*) ▪ Core Deposit Intangible = 2.0% of non-time deposits, S/L over 10 years ▪ Other Marks: +\$0.6 million to other assets and liabilities ▪ ENFC’s Goodwill to be tested for impairment
<p>Revenue Synergies</p>	<ul style="list-style-type: none"> ▪ Identified but not included in financial model
<p>Treatment of Options</p>	<ul style="list-style-type: none"> ▪ 472,060 ENFC stock options with a weighted average strike price of \$20.15 rolled at fixed exchange ratio of 1.215

*Total loans includes ENFC loans receivable and held for sale for the quarter ended 09/30/18
 Sources: Definitive Agreement, Company Documents

Estimated Pro Forma Capital Ratios and Concentrations

	SMBK Standalone ⁽¹⁾	ENFC Standalone ⁽¹⁾	Pro Forma at Close ⁽²⁾
Capital Ratios			
TCE/ TA	9.2%	7.9%	8.2%
Leverage Ratio	9.3%	9.1%	8.7%
Common Equity Tier 1 Ratio	10.7%	11.3%	10.7%
Tier 1 Ratio	10.7%	12.6%	11.1%
Total Risk-Based Ratio	13.3%	13.6%	12.1%

	SMBK Standalone ⁽³⁾	ENFC Standalone ⁽³⁾	Pro Forma ⁽²⁾⁽³⁾
Loan Concentration Ratios			
C&D/ Total Capital	78%	91%	88%
CRE/ Total Capital	268%	248%	269%

- Standalone and pro forma organizations to remain “Well Capitalized” in excellent regulatory standing with CRE exposure below supervisory guidelines

⁽¹⁾ Consolidated capital ratios as of 09/30/18

⁽²⁾ Includes pro forma impact of SMBK’s acquisition of Foothills Bancorp, Inc. on 11/01/18

⁽³⁾ Bank-level and estimated pro forma concentration ratios as of 09/30/18

Source: S&P Global Market Intelligence, Company Documents

Our Combined Leadership Team

Miller Welborn
Chairman

12 SMBK Directors | 5 ENFC Directors

Billy Carroll, Jr.
President & CEO

Roger Plemens
President of the Carolinas

Greg Davis
Chief Lending Officer

David Bright
Chief Financial Officer

Rhett Jordan
Chief Credit Officer

Gary Petty
Chief Risk Officer

Bill Yoder
Chief Banking Officer

Ryan Scaggs
Chief Operations Officer

Ron Gorczynski
Chief Administrative Officer

Diane Short
Chief HR Officer

Due Diligence Highlights

- Significant collaboration between SMBK and ENFC to carefully plan and structure:
 - Optimal organizational structure
 - Combined leadership team and Board of Directors
 - Right-sized Risk Management and Compliance functions

- Comprehensive, reciprocal review of cultures, processes, core systems and business plans

- In-depth credit due diligence, using experienced in-house and third-party specialists
 - Like-minded conservative underwriting methodology
 - Extremely granular portfolio, averaging \$135.7 thousand per credit
 - Reviewed 54% of **entire** portfolio and 68% of watch list loans:
 - 24% of 1-4 family credits
 - 68% of commercial real estate
 - 56% of acquisition, development and construction

Building Significant Scarcity Value

- Increases depth of executive leadership team and Board of Directors highly capable of running a pro forma ~\$4.0 billion asset, NASDAQ-traded financial institution
- Advances combined entity into the **top 20 largest publicly traded banks** headquartered in its combined states of operation**

Rank (#)	Institution Name	Pro Forma Assets (MRQ) (\$000s)
1	Bank of America Corporation	2,338,833,000
2	BB&T Corporation	222,885,000
3	SunTrust Banks, Inc.	211,276,000
4	Regions Financial Corporation	124,578,000
5	Synovus Financial Corp.*	44,508,476
6	First Horizon National Corporation	40,635,924
7	First Citizens BancShares, Inc.*	36,346,131
8	BankUnited, Inc.	31,513,636
9	Pinnacle Financial Partners, Inc.	24,557,545
10	CenterState Bank Corporation*	16,377,710
11	Ameris Bancorp*	16,241,050
12	South State Corporation	14,522,215
13	United Community Banks, Inc.	12,405,132
14	Mercantil Bank Holding Corporation	8,435,802
15	ServisFirst Bancshares, Inc.	7,517,833
16	Seacoast Banking Corporation of Florida*	6,729,612
17	First Bancorp	5,711,630
18	FB Financial Corporation*	5,449,767
19	Franklin Financial Network, Inc.	4,167,813
	SmartFinancial, Inc.* / Entegra Financial Corp.	3,939,747
21	Carolina Financial Corporation	3,721,485
22	Live Oak Bancshares, Inc.	3,444,757
23	HomeTrust Bancshares, Inc.	3,353,959
24	Capital City Bank Group, Inc.	2,819,190
25	Southern BancShares (N.C.), Inc.	2,674,603
26	Atlantic Capital Bancshares, Inc.*	2,491,121
27	Wilson Bank Holding Co.	2,460,097
	SmartFinancial, Inc.*	2,270,181

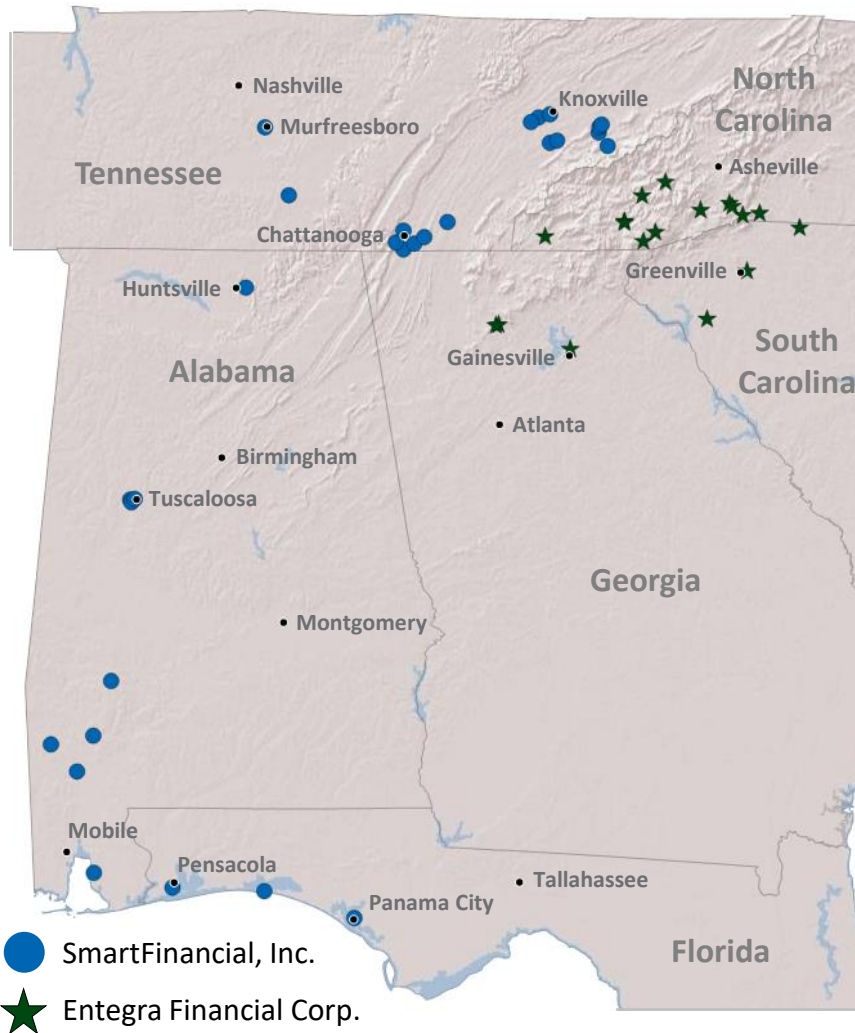
Ranked by total assets as of 09/30/18, pro forma for acquisitions

*Most recent quarter (MRQ) pro forma for acquisitions (whole-bank and branch) and branch divestitures; including pro forma impact of SMBK's acquisition of Foothills Bancorp, Inc. on 11/01/18

**Defined as Alabama, Florida, Georgia, North Carolina, South Carolina and Tennessee

Source: S&P Global Market Intelligence

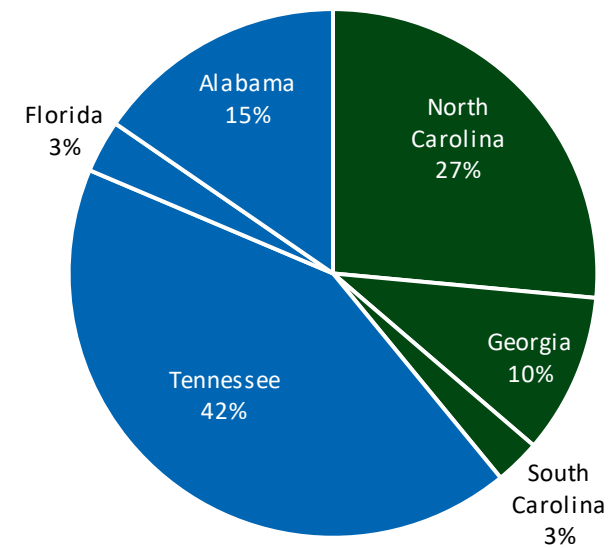
Pro Forma Footprint and Highlights



Pro Forma Highlights (as of 09/30/18)

Assets (\$mm)	3,940
Loans (\$mm)	2,798
Deposits (\$mm)	3,153
TCE Ratio ⁽¹⁾ (%)	8.7%
Branches	47
Loans/Deposits	89%

Pro Forma Deposits by State (as of 06/30/18)



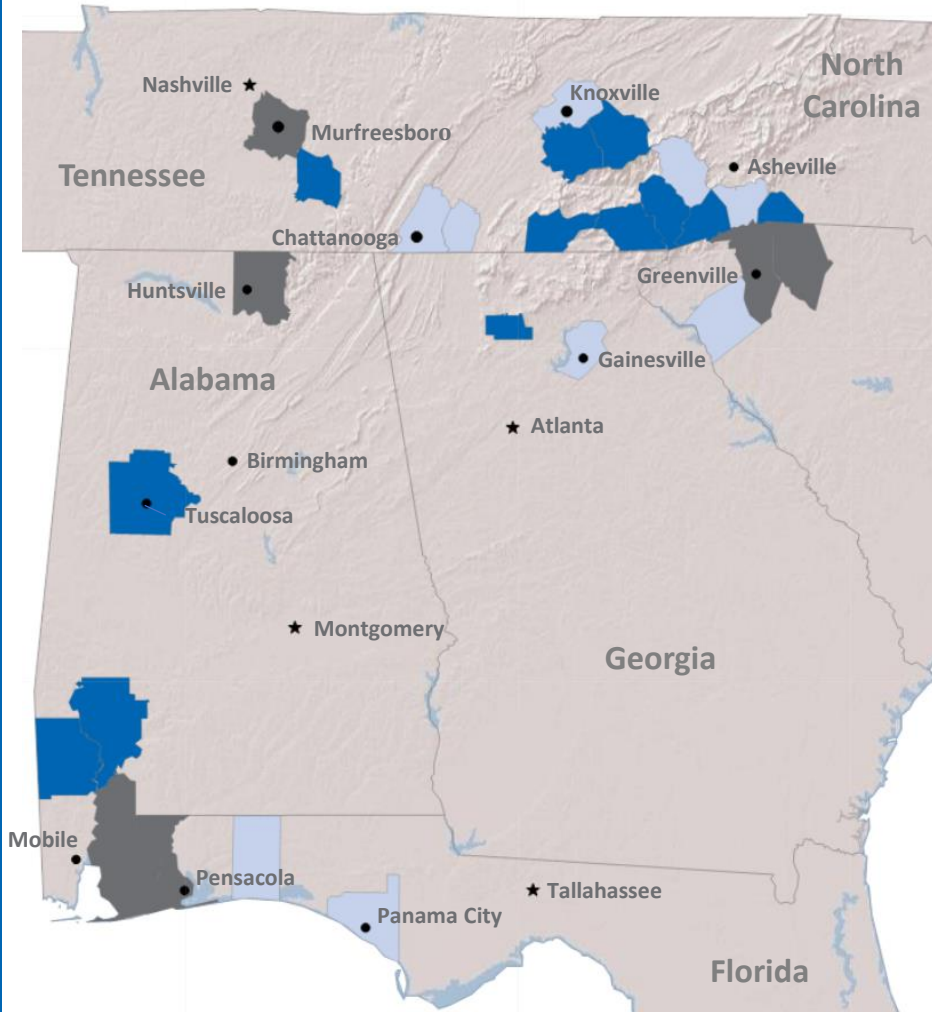
⁽¹⁾ Tangible common equity is a Non-GAAP measure. Refer to appendix for GAAP to Non-GAAP reconciliation.

Deposits by state as of 06/30/18 FDIC deposit survey, adjusted for announced acquisitions

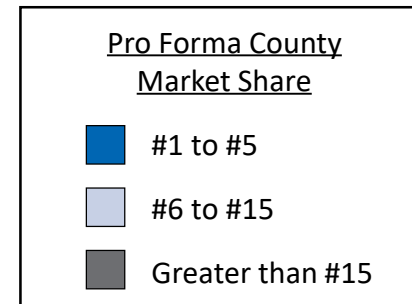
Pro forma highlights includes pro forma impact of SMBK's acquisition of Foothills Bancorp, Inc. on 11/01/18; excludes merger-related and purchase accounting adjustments

Sources: S&P Global Market Intelligence, FDIC

Pro Forma Deposit Market Share



Pro Forma Counties of Operation				
Rank	Institution	Market Share (%)	Deposits in Market (\$000)	Number of Branches
1	Regions Financial Corp. (AL)	10.27	9,206,647	131
2	SunTrust Banks Inc. (GA)	8.44	7,560,434	79
3	Wells Fargo & Co. (CA)	7.55	6,762,338	73
4	First Horizon National Corp. (TN)	7.06	6,325,140	60
5	BB&T Corp. (NC)	6.15	5,508,294	76
6	Bank of America Corp. (NC)	5.92	5,307,656	46
7	Pinnacle Financial Partners Inc. (TN)	3.74	3,349,074	23
8	SMBK/ENFC	3.50	3,133,913	47
9	Hancock Whitney Corp. (MS)	3.08	2,756,285	15
10	Synovus Financial Corp. (GA)	2.93	2,625,173	33
Total for Institutions in Market			89,607,143	1,291



Note: Deposits for market share analysis are as of 06/30/18 FDIC deposit survey, adjusted for acquisitions
 Sources: S&P Global Market Intelligence, FDIC

Overview of Entegra Financial Corp.



Company Name Entegra Financial Corp.
Headquarters Franklin, NC

Dollars in Thousands (Consolidated as of 09/30/18)

Total Assets	1,669,566
Net Loans	1,060,236
Total Deposits	1,256,032
Tangible Common Equity	129,077
Net Income, 2017	2,579
Net Income, LTM	6,898

Percentages (Consolidated as of 09/30/18)

Adjusted ROAA	0.88
Adjusted ROAE	9.19
Net Interest Margin (Tax Equivalent)	3.26
Adjusted Efficiency Ratio	66.25
NPAs Excl. TDRs* /Assets	0.43
Leverage Ratio	9.09
Total Capital Ratio	13.56
Noninterest Bearing Deposits/ Deposits	15.86

Deposit Market Share by Counties of Operation

Rank	Institution	Market Share (%)	Deposits in Market (\$000)	Number of Branches
1	Wells Fargo & Co. (CA)	16.24	5,714,441	54
2	Bank of America Corp. (NC)	10.20	3,588,035	34
3	BB&T Corp. (NC)	9.93	3,494,584	41
4	First Citizens BancShares Inc. (NC)	9.22	3,241,800	53
5	SunTrust Banks Inc. (GA)	8.18	2,879,249	33
6	Toronto-Dominion Bank (Canada)	6.92	2,435,720	24
7	United Community Banks Inc. (GA)	5.44	1,914,899	33
8	Entegra Financial Corp. (NC)	3.48	1,224,255	18
9	South State Corp. (SC)	2.75	966,002	12
10	HomeTrust Bancshares Inc. (NC)	2.63	923,639	12
Total for Institutions in Market			35,178,670	473

Entegra Company Highlights

- 96-year-old bank with deep relationships
- Dominant legacy deposit market share
- Strong asset quality and profitability improvement
- Healthy economies and growth in the Carolinas

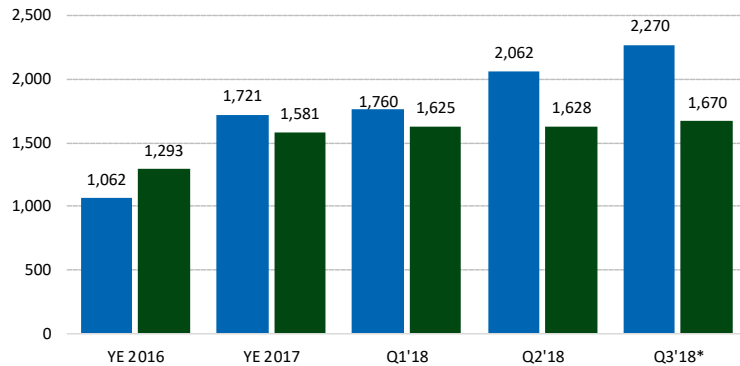
* Nonperforming assets excluding restructured loans (nonaccrual loans, real estate owned and repossessed assets) as a percent of total assets

Note: Deposits for market share analysis are as of 06/30/18 FDIC deposit survey, adjusted for announced acquisitions

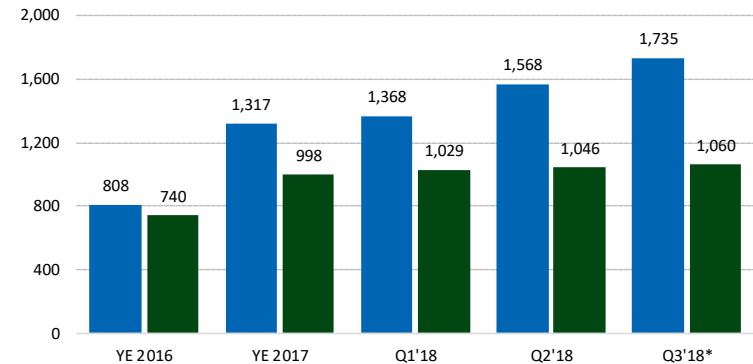
Source: S&P Global Market Intelligence

Balance Sheet Trends

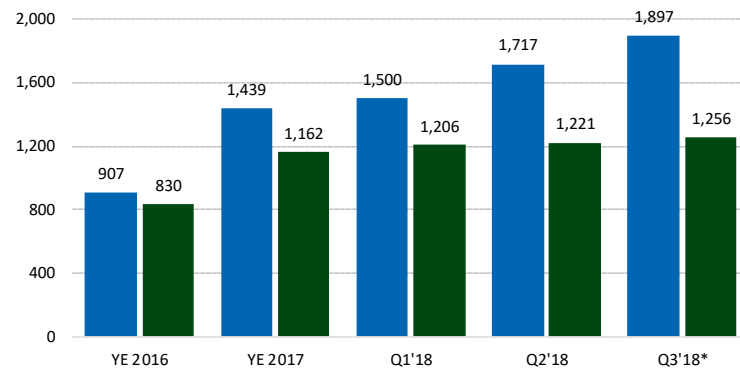
Total Assets (\$mm)



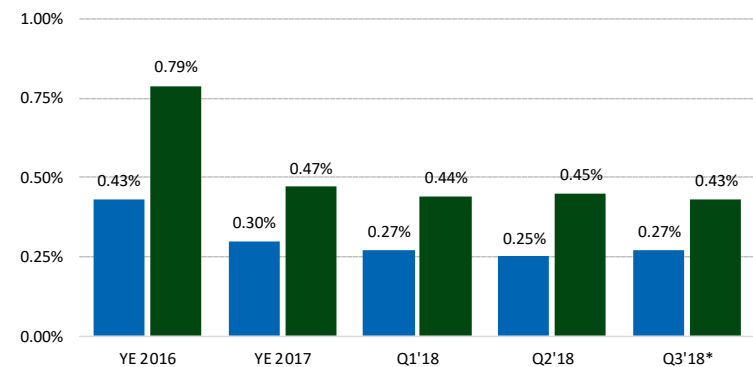
Net Loans (\$mm)



Total Deposits (\$mm)



NPAs Excluding TDRS** / Assets



SMBK*

ENFC

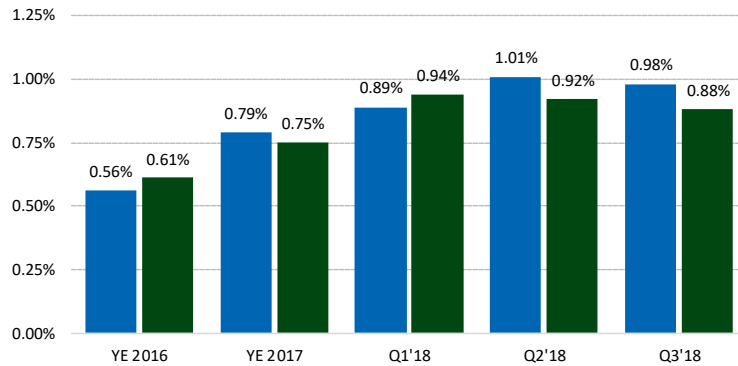
*Includes pro forma impact of SMBK's acquisition of Foothills Bancorp, Inc. on 11/01/18

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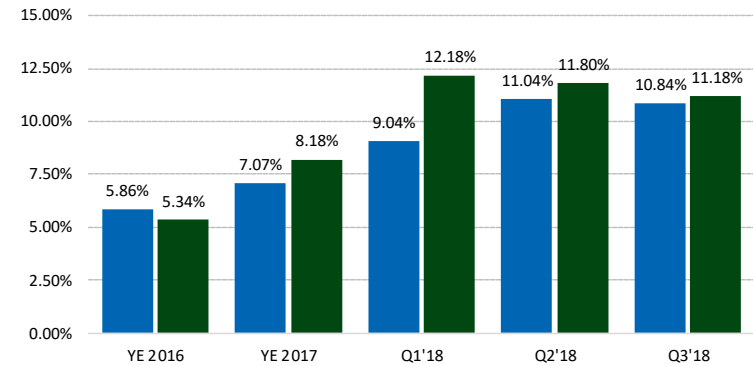
Sources: S&P Global Market Intelligence, SMBK and ENFC SEC filings

Performance Trends

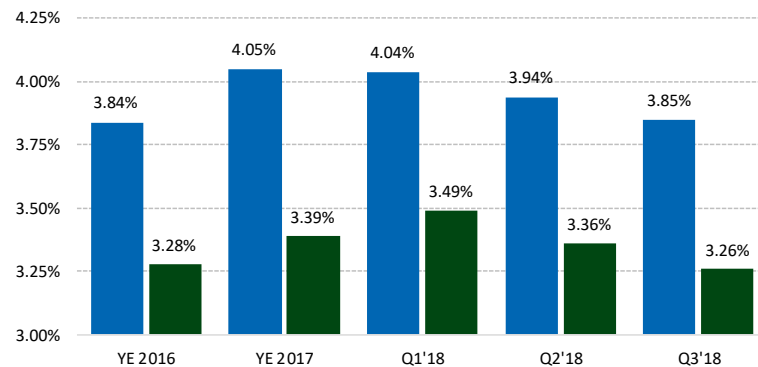
Operating Return on Average Assets⁽¹⁾



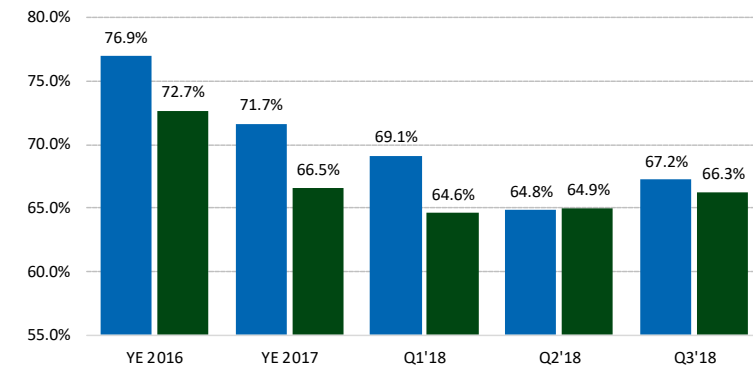
Operating Return on Average Tangible Common Equity⁽¹⁾



Net Interest Margin (Tax Equivalent)⁽²⁾



Operating Efficiency Ratio⁽¹⁾



SMBK

ENFC

⁽¹⁾ Excludes non-recurring and merger-related items

⁽²⁾ SMBK figures presented reflect Core Net Interest Margin, which excludes purchase accounting adjustments. Refer to appendix for GAAP to Non-GAAP reconciliation 18

Sources: S&P Global Market Intelligence, SMBK and ENFC SEC filings

Combined Presence in Several Key Markets

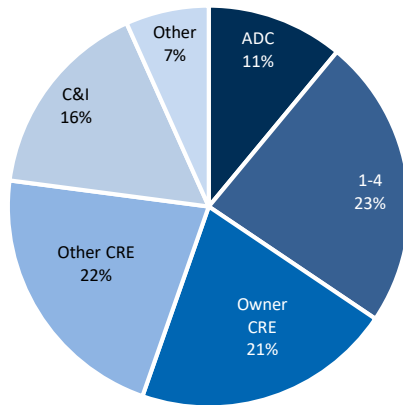
- Creates a combined presence in **five of the top 25 largest MSAs** in a region covering Alabama, Florida, Georgia, North Carolina, South Carolina and Tennessee
- Outside of top 25 MSAs, the combined company enhances total deposit market share from existing legacy footprints and incremental growth in less competitive markets

Rank	MSA Name	2019 Total Population (actual)	SMBK 2018 In-Market Deposits (\$000)	ENFC 2018 In-Market Deposits (\$000)	Pro Forma 2018 Deposits (\$000)	2018 Total Market Deposits (\$000)	2018 Total Deposit Market Share (%)
1	Miami-Fort Lauderdale-West Palm Beach, FL	6,283,790	-	-	-	-	-
2	Atlanta-Sandy Springs-Roswell, GA	6,017,552	-	164,061	164,061	168,492,164	0.10
3	Tampa-St. Petersburg-Clearwater, FL	3,171,289	-	-	-	-	-
4	Charlotte-Concord-Gastonia, NC-SC	2,591,118	-	-	-	-	-
5	Orlando-Kissimmee-Sanford, FL	2,589,416	-	-	-	-	-
6	Nashville-Davidson--Murfreesboro--Franklin, TN	1,955,604	25,551	-	25,551	61,450,649	0.04
7	Virginia Beach-Norfolk-Newport News, VA-NC	1,740,113	-	-	-	-	-
8	Jacksonville, FL	1,549,094	-	-	-	-	-
9	Raleigh, NC	1,366,959	-	-	-	-	-
10	Memphis, TN-MS-AR	1,351,871	-	-	-	-	-
11	Birmingham-Hoover, AL	1,154,278	-	-	-	-	-
12	Greenville-Anderson-Mauldin, SC	912,621	-	44,917	44,917	16,978,025	0.26
13	Knoxville, TN	887,454	303,487	-	303,487	17,147,660	1.77
14	Columbia, SC	837,258	-	-	-	-	-
15	North Port-Sarasota-Bradenton, FL	825,378	-	-	-	-	-
16	Charleston-North Charleston, SC	799,117	-	-	-	-	-
17	Greensboro-High Point, NC	769,635	-	-	-	-	-
18	Cape Coral-Fort Myers, FL	757,170	-	-	-	-	-
19	Lakeland-Winter Haven, FL	705,037	-	-	-	-	-
20	Winston-Salem, NC	674,337	-	-	-	-	-
21	Deltona-Daytona Beach-Ormond Beach, FL	663,125	-	-	-	-	-
22	Augusta-Richmond County, GA-SC	607,827	-	-	-	-	-
23	Palm Bay-Melbourne-Titusville, FL	602,191	-	-	-	-	-
24	Durham-Chapel Hill, NC	578,696	-	-	-	-	-
25	Chattanooga, TN-GA	562,664	352,609	-	352,609	9,740,525	3.62
TOTAL		39,953,594	681,647	208,978	890,625	273,809,023	0.33

Includes pro forma impact of SMBK's acquisition of Foothills Bancorp, Inc. on 11/01/18
 Ranked by 2019 total population
 Source: S&P Global Market Intelligence

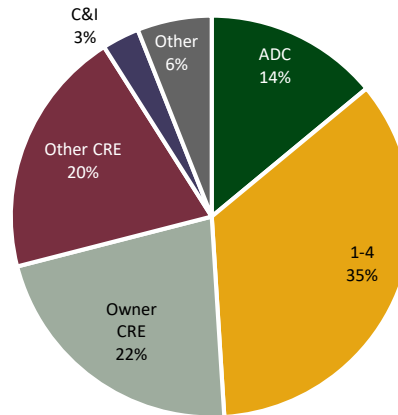
Pro Forma Loan and Deposit Composition

SMBK*



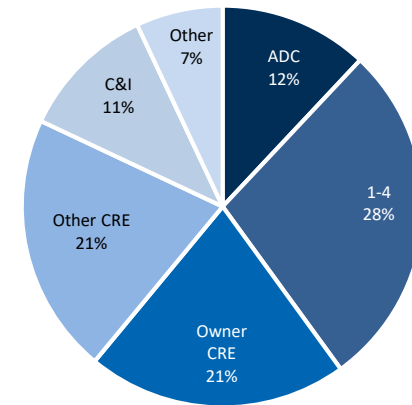
Average Loan Yield: 5.39%

ENFC

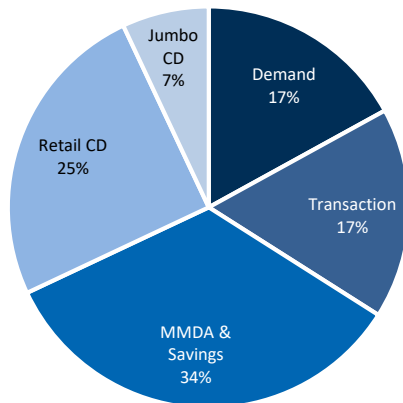


Average Loan Yield: 4.77%

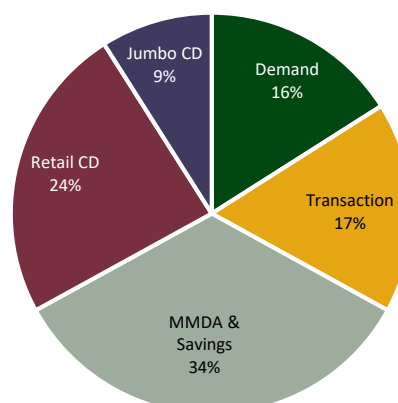
Combined



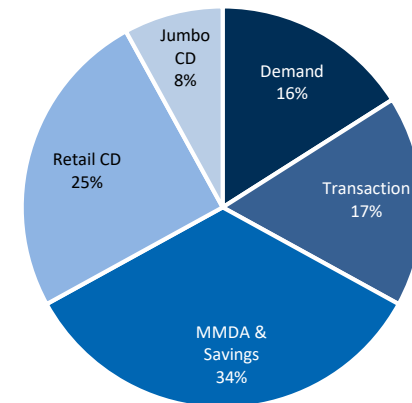
Average Loan Yield: 5.15%



Cost of Deposits: 0.91%



Cost of Deposits: 0.75%



Cost of Deposits: 0.85%

*Includes pro forma impact of SMBK's acquisition of Foothills Bancorp, Inc. on 11/01/18
 Bank-level regulatory data as of 09/30/18
 Source: S&P Global Market Intelligence



SmartFinancial, Inc.



Appendix

Non-GAAP Reconciliations - SMBK

	3Q18	2Q18	1Q18	2017	2016
Net income (GAAP)	\$ 4,324	\$ 3,931	\$ 3,415	\$ 5,015	\$ 5,798
Securities (gains) losses and other	-	1	-	(94)	(127)
Merger-related expenses	642	912	395	1,999	-
Revaluation of deferred tax asset due to tax rate change	-	-	-	2,440	-
Net operating income (Non-GAAP)	\$ 4,966	\$ 4,844	\$ 3,810	\$ 9,361	\$ 5,671
Diluted earnings per share (GAAP)	\$ 0.34	\$ 0.32	\$ 0.30	\$ 0.55	\$ 0.78
Securities (gains) losses and other	-	-	-	(0.01)	(0.02)
Merger-related expenses	0.05	0.07	0.04	0.23	-
Revaluation of deferred tax asset due to tax rate change	-	-	-	0.28	-
Operating diluted earnings per share (Non-GAAP)	\$ 0.39	\$ 0.39	\$ 0.34	\$ 1.04	\$ 0.76
Efficiency ratio (GAAP)	71.37%	72.34%	72.97%	76.17%	76.56%
Securities (gains) losses and other	(0.17%)	(0.17%)	(0.09%)	0.22%	0.36%
Merger-related expenses	(3.99%)	(7.35%)	(3.76%)	(4.73%)	-
Operating efficiency ratio (Non-GAAP)	67.21%	64.82%	69.12%	71.66%	76.93%
Shareholders' equity (GAAP)	\$ 251,642	\$ 247,487	\$ 208,949	\$ 205,852	\$ 105,240
Goodwill and intangibles	(68,254)	(68,449)	(50,660)	(50,837)	(6,635)
Tangible common equity (Non-GAAP)	\$ 183,388	\$ 179,038	\$ 158,289	\$ 155,015	\$ 98,605
Return on average assets (GAAP)	0.85%	0.82%	0.80%	0.42%	0.57%
Securities (gains) losses and other	-	-	-	(0.01%)	(0.01%)
Merger-related expenses	0.13%	0.19%	0.09%	0.17%	-
Revaluation of deferred tax asset due to tax rate change	-	-	-	0.21%	-
Operating return on average assets (non-GAAP)	0.98%	1.01%	0.89%	0.79%	0.56%
Return on average equity (GAAP)	6.86%	6.76%	6.25%	3.44%	5.60%
Securities (gains) losses and other	-	-	-	(0.07%)	(0.13%)
Merger-related expenses	1.40%	2.08%	0.94%	1.51%	-
Revaluation of deferred tax asset due to tax rate change	-	-	-	1.84%	-
Effect of goodwill and intangibles	2.58%	2.20%	1.86%	0.35%	0.39%
Operating return on average tangible common equity (non-GAAP)	10.84%	11.04%	9.04%	7.07%	5.86%
Net interest income (GAAP)	\$ 18,860	\$ 19,538	\$ 16,811	\$ 46,329	\$ 38,265
Taxable equivalent adjustment	36	16	22	90	55
Net interest income tax equivalent adjustment	18,896	19,554	16,833	46,419	38,320
Purchase accounting adjustments	(1,208)	(2,583)	(1,273)	(4,338)	(2,018)
Core net interest income (non-GAAP)	\$ 17,688	\$ 16,971	\$ 15,560	\$ 42,081	\$ 36,302

Non-GAAP Reconciliations - ENFC

	3Q18	2Q18	1Q18	2017	2016
Net income (GAAP)	\$ 3,523	\$ 3,087	\$ 3,582	\$ 2,579	\$ 6,376
Securities (gains) losses and other	-	402	9	1,208	(713)
Merger-related expenses	76	215	-	2,006	1,428
Revaluation of deferred tax asset due to tax rate change	-	-	155	4,854	-
Net operating income (Non-GAAP)	\$ 3,599	\$ 3,704	\$ 3,746	\$ 10,647	\$ 7,091
Diluted earnings per share (GAAP)	\$ 0.50	\$ 0.44	\$ 0.51	\$ 0.39	\$ 0.98
Securities (gains) losses and other	-	0.06	-	0.18	(0.12)
Merger-related expenses	0.01	0.03	0.02	0.30	0.22
Revaluation of deferred tax asset due to tax rate change	-	-	-	0.73	-
Operating diluted earnings per share (Non-GAAP)	\$ 0.51	\$ 0.53	\$ 0.53	\$ 1.60	\$ 1.08
Efficiency ratio (GAAP)	66.92%	69.36%	66.07%	75.40%	76.04%
Securities (gains) losses and other	-	(2.51%)	(0.06%)	(3.74%)	1.80%
Merger-related expenses	(0.67%)	(1.91%)	(1.40%)	(5.12%)	(5.19%)
Operating efficiency ratio (Non-GAAP)	66.25%	64.94%	64.61%	66.54%	72.65%
Shareholders' equity (GAAP)	\$ 156,730	\$ 154,786	\$ 151,876	\$ 151,313	\$ 133,068
Goodwill and intangibles	(27,653)	(27,826)	(27,999)	(28,172)	(3,044)
Tangible common equity (Non-GAAP)	\$ 129,077	\$ 126,960	\$ 123,877	\$ 123,141	\$ 130,024
Return on average assets (GAAP)	0.86%	0.76%	0.90%	0.18%	0.55%
Securities (gains) losses and other	-	0.10%	-	0.08%	(0.06%)
Merger-related expenses	0.02%	0.06%	0.04%	0.14%	0.12%
Revaluation of deferred tax asset due to tax rate change	-	-	-	0.35%	-
Operating return on average assets (non-GAAP)	0.88%	0.92%	0.94%	0.75%	0.61%
Return on average equity (GAAP)	9.00%	8.04%	9.48%	1.82%	4.71%
Securities (gains) losses and other	-	1.05%	0.03%	0.85%	(0.52%)
Merger-related expenses	0.19%	0.56%	0.41%	1.41%	1.05%
Revaluation of deferred tax asset due to tax rate change	-	-	-	3.42%	-
Effect of goodwill and intangibles	1.99%	2.15%	2.26%	0.68%	0.10%
Operating return on average tangible common equity (non-GAAP)	11.18%	11.80%	12.18%	8.18%	5.34%

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