

## MANAGEMENT

CHARLES W. COOK, JR.  
*Chairman*

THOMAS S. STUMB  
*President & Chief Executive Officer*

J. OVERTON COLTON  
*Chief Administrative & Risk Officer*

ANDREW L. MAY  
*Chief Financial Officer*

DERRICK A. JONES  
*Managing Director,  
Wealth Management Services*

THOMAS R. SNYDER  
*Managing Director, Private Banking*

JULIE MARR  
*Senior Vice President & Controller*

## BOARD OF DIRECTORS

WILLIAM F. BLAUFUSS, JR.

BRUCE DOBIE

STANLEY M. EZELL

DECOSTA E. JENKINS

MATTHEW A. KING

DEBORAH A. MCDERMOTT

GUSTAVUS A. PURYEAR IV

CHRISTOPHER C. WHITSON

## ADDITIONAL ORGANIZERS

H. LEE BARFIELD, II

RITA BENNETT

JOHN R. BURCH, JR.

WILLIAM T. COAKLEY

JAMES S. D'AGOSTINO, JR.

W. LIPSCOMB DAVIS, JR.

E. WILLIAM EWERS, M.D.

AUBREY B. HARWELL, JR.

LYNN H. MAY

R. CLAYTON MCWHORTER

W. BRIAN REAMES

DOUGLAS A. SMALL

HOWARD L. STRINGER

DONALD W. THURMOND

W. FRED WILLIAMS, JR.

WILLIAM S. WIRE, II

# NBT REPORTS BEST QUARTER IN COMPANY'S HISTORY

**N**BT Holdings Inc. (OTC Markets:NBTH), a bank holding company and the parent of Nashville Bank & Trust, reported net income of \$847,000 for the third quarter of 2012, a 45 percent increase compared to \$585,000 for the third quarter of 2011. Earnings per fully diluted share for the quarter ending Sept. 30, 2012 totaled \$0.37 versus \$0.25 for the same period in 2011.

"This was the best quarter in our eight-year history," said CEO Tom Stumb. "Growth in deposits, increases in wealth management revenue and tight expense control pushed us to record earnings. Our loan portfolio continues to perform well; asset quality has remained very strong throughout the last several difficult years."

For the nine months, ending Sept. 30, 2012, net income was \$2,056,000 compared to \$1,400,000 for the comparable period in 2011, a 47 percent increase.

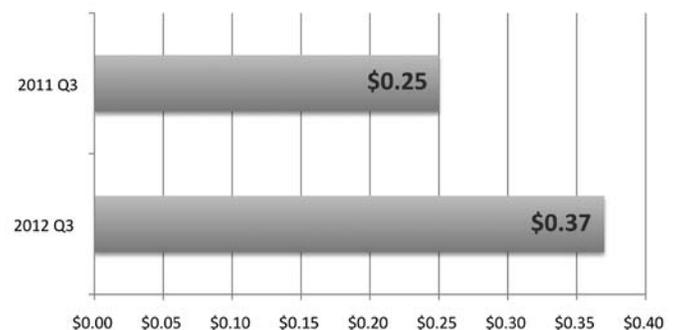
Earnings per fully diluted share rose to \$0.90 for the nine-month period compared to \$0.61 in 2011.

On Sept. 30, 2012, the bank reported total assets of \$277.8 million, a 19 percent increase from Sept. 30, 2011. During the same period, deposits increased 17 percent to \$225.4 million, while total loans were flat at \$174.3 million. On Sept. 30, 2012, the Bank's Tier 1 leverage ratio was 9.68 percent.

Non-interest income for the third quarter of 2012 was \$1,345,000, compared to \$979,000 during the same period in 2011, an increase of 37 percent. Non-interest income included \$190,000 of gains on sales of securities and insurance commissions that are not expected to recur regularly, amounting to \$0.05 per share, after tax.

On Sept. 30, 2012 the Tangible Book Value per share was \$12.61 compared to \$11.16 the same time a year ago. ■

Earnings Per Fully Diluted Share



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# Andy May Recognized as a Leading CFO

Andy May, NBT's chief financial officer, was one of 23 Nashville CFOs — and one of six in the small private company division — selected as a finalist for Nashville Business Journal's 2012 CFO awards. The award is designed to "honor individuals who go beyond the numbers to take their companies to a new level of success."

Andy and the other finalists were featured in the October 19th edition. If you missed it, here's Andy's profile.

**NASHVILLE BUSINESS JOURNAL**  
MUSIC CITY'S BUSINESS SOURCE



*Andy May*

**WHAT WAS THE MOST UNEXPECTED THING THAT HAPPENED IN THE PAST YEAR?**

The continued decline in interest rates to levels not experienced in our lifetimes, combined with the market expectation that they will remain this low for years to come.

**WHAT BUSINESS EXECUTIVE DO YOU MOST ADMIRE?**

Cornelius Vanderbilt, who created the modern age in transportation and finance, then ended his life by financing the institution that most transformed Nashville, Vanderbilt University.

**WHAT DREW YOU TO FINANCE?**

That's where the money is!

**WHAT IS YOUR FAVORITE PERSONAL LUXURY OR BIGGEST SPLURGE?**

I don't do splurge.

**WHAT WAS THE HARDEST THING YOU HAD TO DO DURING THE RECESSION?**

Stay invested. The S&P 500 has more than doubled off its 2009 lows. The temptation to be in cash at that

time was enormous, but fatal for long-term returns. Our most vital service to wealth management clients is to remain disciplined and stick to a well-crafted plan.

**WHAT'S ONE THING IN YOUR OFFICE OR YOUR DESK THAT CATCHES PEOPLE'S ATTENTION?**

I've got some courtroom drawings of the Wounded Knee Trial by Nashville-native artist David Routon. David is very talented, and while these are mere sketches done for news broadcasts, they are well-executed and always invite questions.

**IF YOU COULD LIVE A DOUBLE LIFE, WHAT WOULD YOU DO FOR A LIVING?**

I was a Marine Corps infantry officer many years ago and would happily have pursued that career—but you can only follow one path. ■

**WE WANT TO HEAR FROM YOU!**

We encourage you to send letters to the editor to [tomstumb@nashvillebankandtrust.com](mailto:tomstumb@nashvillebankandtrust.com).

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# NBT'S NEW LOOK

It's been six months since we started our office renovations, and we're happy to report the project is nearly complete. To accommodate our growing team and ensure our customers feel right at home when they visit NBT, we've expanded our offices to encompass the entire third floor. We have also refinished the lobby, added a training room that accommodates up to 80 people and refurbished our boardroom.

Thank you for your patience during this transition, which is projected to finalize in early December. We invite you to stop by to see our progress. You'll be among the first to see our newly renovated offices, which have been designed with one goal in mind: To help us do the best job possible for our clients. ■



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# NEW HIRES AND PROMOTIONS ANNOUNCED

NBT recently announced the promotions of two staff members and the hiring of two additional banking professionals.

Chris Bricker has been promoted to senior vice president, Wealth Management Services, and Paul Budstick was promoted to Vice President, Private Banking. New staff members are Dustin Baucom, Wealth Management Services, and Georgia Parks, Administration.

Chris joined NBT in 2006. He began his banking career in 1993. He holds a bachelor's degree in finance and economics from David Lipscomb University and serves as a deacon at Hillsboro Church of Christ.

Paul has been with NBT since 2010. He holds a bachelor's degree in finance from the University of Tennessee where he graduated magna cum laude. Paul also volunteers extensively and has ties to Big Brothers



*Chris Bricker*



*Paul Budstick*



*Dustin Baucom*



*Georgia Parks*

Big Sisters and Second Harvest.

Prior to NBT, Dustin was director of financial planning and case design for Wellness Financial Advisors. A graduate of Texas A&M University, he is currently enrolled in Belmont University's Executive Program for Financial Planning.

Georgia brings 35 years of banking experience to NBT, 25 of which were in a managerial capacity. In her most recent position prior to NBT, she served as vice president of loan operations at American Security Bank & Trust in Hendersonville. ■



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