

## MANAGEMENT

CHARLES W. COOK, JR.  
*Chairman*

THOMAS S. STUMB  
*President & Chief Executive Officer*

J. OVERTON COLTON  
*Chief Administrative Officer*

ANDREW L. MAY  
*Chief Financial Officer*

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

THOMAS R. SNYDER  
*Managing Director, Private Banking*

## BOARD OF DIRECTORS

WILLIAM F. BLAUFUSS, JR.

W. LIPSCOMB DAVIS, 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.

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 STRONG 2011 RESULTS

**N**BT Holdings Inc. (OTCBB:NBTH.PK), a bank holding company and the parent of Nashville Bank & Trust Company, reported net income of \$615,000 for the fourth quarter of 2011, a 46 percent increase compared with \$420,000 for the fourth quarter of 2010. Earnings per fully diluted share for the quarter ending Dec. 31, 2011 totaled \$0.27 versus \$0.19 for the same period in 2010.

For the year ended Dec. 31, 2011, net income was \$2,015,000 compared to \$1,322,000 for the comparable period in 2010, a 52 percent increase. Earnings per fully diluted share rose to \$0.89 for the year compared to \$0.61 in 2010.

At Dec. 31, 2011, the bank reported total assets of \$241.6 million, a 17 percent increase from Dec. 31, 2010. Over the same period, deposits increased 18 percent to \$197.5 million, while total loans rose 12 percent to \$169.6 million. At Dec. 31, 2011, the bank's capital exceeded the FDIC

guidelines for a "well capitalized" bank in all categories, including a Tier 1 leverage ratio of 10.02 percent compared with the minimum guideline of 5.0 percent.

Non-interest income for fourth quarter 2011 was \$1,024,000, compared to \$916,000 for same period in 2010, an increase of 12 percent.

Tangible Book Value per share at Dec. 31, 2011 was \$11.49 compared to \$10.45 at the same time a year ago.

"2011 was an excellent year at NBT. Our net interest income grew by 21.0 percent and our non-interest income grew by 14.5 percent," said CEO Tom Stumb. "Loans grew by \$18 million and deposits by \$30 million. Our credit quality continues to be very strong. Our return on average assets reached one percent for the second half of the year, a major milestone for our company. We are optimistic about the prospects for continued moderate growth and increasing returns on assets and equity in 2012." ■

Net Income



## WE WANT TO HEAR FROM YOU!

We encourage you to send letters to the editor to  
tomstumb@nashvillebankandtrust.com.

---

## Chairman's Corner

# Client Confidence Underlies NBT's Growth

Nashville Bank & Trust's story has been one of continued growth. Year-end results from 2011 show growth in all areas: net earnings, deposits, loans, total assets and assets under management in the wealth management department. We are deeply appreciative of the confidence our clients have shown in the bank, as we would not exist were it not for our customers. This confidence also tells us that more and more of our prospects are "getting around to it" (joining our growing list of clients) because they see us making every effort to "do the right thing." You will see specific performance information elsewhere in this newsletter.



**Charlie Cook,**  
**Chairman**

We are excited about our prospects for 2012. The national and local economies seem to be growing with unemployment on the decline, home sales moving forward, and overall confidence of consumers improving. This bodes well for Middle Tennesseans and our bank.

The Middle Tennessee banking market continues to be overly saturated with banks; but, on the whole, the banks serving this market are healthy. As the market value of bank stocks improve, I expect that we will begin to see some consolidation of banks. This will give Nashville Bank & Trust additional opportunities as we will try to capitalize on the customer and employee disruptions caused by mergers and acquisitions. The timing of all this is beyond our control, but we are constantly monitoring industry trends so that we can be poised to take advantage of opportunities as they arise.

Our goal is to remain an independent bank and trust company with continuity of service to our clients over an extended period of time. Most of our bankers, wealth management specialists, and investment managers are seasoned veterans; and we have had very little turnover. Thus, our clients have been served by the same team over the past seven years and can look forward to this same level of stability in the future.

Once again, thank you for your confidence and support. We are enthusiastic about the prospects for our future and hope you are as well. If so, help us spread the word that Nashville Bank & Trust is truly a different experience for those who care about professional and attentive financial services.

A handwritten signature in black ink that reads "Charlie Cook". The signature is written in a cursive, slightly slanted style.

## NBT INTRODUCES BUSINESS ONLINE BILL PAY

**B**usinesses looking for a more efficient and convenient way to pay bills, that still provides them with total control over all payables, will want to look into NBT's new Business Online Bill Pay.

The new service allows business owners to easily handle complex, multiple invoices from the same vendor, as well as

set up recurring payments, such as rent, that can be automatically presented to the owner for approval every month.

Business Online Bill Pay also frees business owners from having to manage the entire accounts payable process. For example, an office manager can be authorized to pay for office

**BILL PAY: continued on next page**

---

# FAQs:

## Wealth Management Services – Frequently Asked Questions

**Q: How many assets are under NBT's management?**

A: Approximately \$503 Million as of March 2012.

**Q: How many NBT employees are involved with client wealth management?**

A: Eleven employees are dedicated full-time to the wealth management process with many other NBT team members making important contributions.

**Q: What credentials and how much experience are represented in the wealth management group at NBT?**

A: Our group of eleven has cumulative experience exceeding 200 years. Credentials include three Doctors of Jurisprudence (J.D.s), one Chartered Financial Analyst (CFA), two Certified Financial Planners (CFP®s), three Licensed Insurance Agents, five Certified Trust and Financial Advisors (CTFAs), four Licensed Securities Advisors, one Licensed Securities Principal, and several degrees in business related fields.

**Q: How does NBT charge for its services?**

A: The bulk of our revenue is derived from applying a market-value based fee charged on a monthly basis. Seldom does NBT earn a transaction-based fee.

**Q: Does NBT actually manage assets?**

A: Yes. Our expertise is particularly strong with large-cap domestic companies, taxable and tax-free fixed income



*Derrick Jones*

instruments, exchange-traded funds, and real estate. Utilizing rigorous selection criteria, we do engage outside expertise in certain circumstances with ultimate control and oversight being maintained by NBT.

**Q: Does NBT handle administration of estates?**

A: Yes. NBT is often named in wills as executor and/or trustee. It is an honor for our firm to be trusted in these important capacities.

**Q: Does NBT manage retirement accounts?**

A: Yes. Many companies and individuals seek our expertise with 401Ks, Profit-Sharing Plans, IRAs, SEPs, etc.

**Q: How does NBT's Wealth Management Services compare with other banks?**

A: There are no known bank trust departments less than 20 years old that have enjoyed success approaching that of NBT in just seven and a half years.

**Q: How does a new client relationship at NBT typically begin?**

A: The process begins with an intensive review and analysis of the prospective clients' account statements, wills, trust documents, insurance policies, and other pertinent documents. Through this review and analysis, NBT seeks to identify ways our team can add significant value to the prospective client and their family. ■

*Derrick A. Jones*  
Managing Director, Wealth Management Services  
615-515-1705  
[derrick.jones@nashvillebankandtrust.com](mailto:derrick.jones@nashvillebankandtrust.com)

---

### **BILL PAY: continued from previous page**

supplies, while still providing the owner with final approval over all payments. The system can be easily customized to the way your business pays bills – and to automatically generate custom reports. Because you can also import payees from Quicken and QuickBooks, setting up Business Online Bill Pay is quick.

It frees up owners to spend more time serving their clients and less time on paperwork. Because it can be accessed

online, the service allows owners to pay bills anytime, from anywhere.

Plus it means significant savings, not only in the owner's time, but in the hard costs of buying checks, envelopes and postage, as well as the costs of paying employees to print checks, get them signed, stuffed in envelopes, address envelopes, apply postage and the other offline tasks of paying bills. For more information about how NBT Business Online Bill Pay can help your business, call your NBT banker. ■

# NBT WELCOMES FOUR NEW PROFESSIONALS

NBT is happy to welcome four new members to our staff of financial professionals: Gary I.V. Brossaline, Denise Hendrick, John P. Krusac III and Andrew J. Ritter.

Gary, vice president and credit product manager, comes to NBT from Regions Bank, where he worked as a portfolio manager within the commercial real estate group. He holds a bachelor's in business administration from Austin Peay State University.

Denise joins as vice president and wealth management specialist in NBT's Wealth Management Services division. She comes to NBT from SunTrust Bank, where she was first vice president and trust advisor. She is a Certified Trust and Financial Advisor (CTFA) and a Certified IRA Services Professional (CISP). An alumna of Southern Trust School, Denise is also a member of the



*Gary I.V. Brossaline*



*Denise Hendrick*

Middle Tennessee Estate Planning Council.

John, a vice president, comes to NBT from GreenBank, where he served as trust manager since 2005, responsible for account, customer, asset and Trust Department management for the Middle and East Tennessee markets. An honors graduate of the Cannon Financial Institute, John is also a Certified Financial Planner (CFP), a Certified Trust and Financial Advisor (CTFA), a Chartered Life Underwriter (CLU), a Securities Representative (Series, 6, 7 and 63) and a licensed insurance agent.

Andrew arrives at NBT as a credit analyst. His previous experience includes stints as a financial services representative at SunTrust Bank and as a banking officer at FirstBank in Denver. He holds a Bachelor of Science in finance from the University of Tennessee in Knoxville. ■



*John P. Krusac III*



*Andrew J. Ritter*



4525 Harding Road, Suite 300 • Nashville, TN 37205  
Phone (615) 515-1700 • Fax (615) 515-1717  
[www.nashvillebankandtrust.com](http://www.nashvillebankandtrust.com)