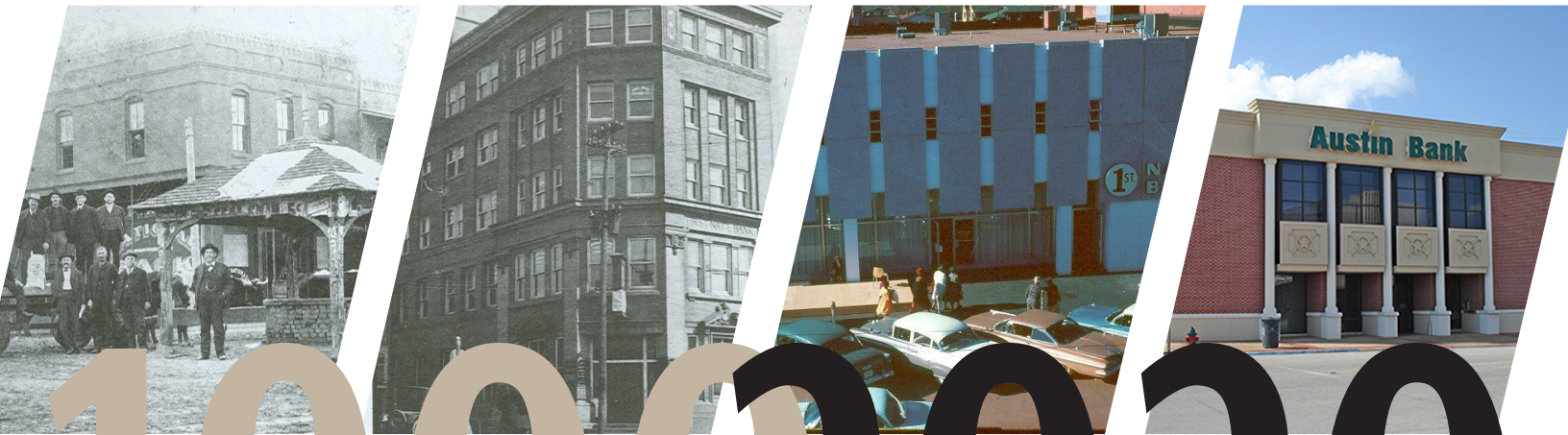


Austin Bank

2020 ANNUAL REPORT



19002020

120 YEARS OF COMMUNITY BANKING

www.austinbank.com

STRENGTH AND RELIABILITY

"Through a year full of uncertainty, Austin Bank remains a strong, stable financial institution. Over the past 120 years, our actions have always been in the best long-term interest of our customers, our employees and our shareholders. Honesty, integrity and commitment to community have never been more important. Austin Bank continues to be guided by prudent, conservative fundamentals that will never go out of style but remain constant, our foundation for years to come."

Jeff Austin, Jr., Chairman of the Board

"Austin Bank has a genuine interest in the growth and welfare of the communities it serves and is committed to their success. Commitments were fulfilled in June 2020 with the addition of a drive thru location in Palestine to serve the downtown area. Also, in April, a new full-service banking facility was opened in Cleveland strengthening our expansion into the Southeast Region. We believe in the community bank model where local knowledge and skill combine with trust and integrity forming long term relationships."

Jeff Austin III, Vice Chairman of the Board

"The Austin Bank team continued to deliver excellent customer service and provide solutions during the pandemic of 2020. Adjustments were made to meet customer needs through electronic channels and enhanced drive thru banking. And, the combined efforts of multiple departments resulted in 1,969 Paycheck Protection Program loans being processed to provide over \$142 million helping small businesses protect jobs and remain open. Austin Bank is committed to serving you."

Russ Gideon, President/CEO

LEADERSHIP



JEFF AUSTIN, JR.
Chairman of the Board



JEFF AUSTIN III
Vice Chairman of the Board



SISSY AUSTIN
Senior Executive
Vice President



RUSS GIDEON
President/CEO



JANE AUSTIN CHAPMAN
Director



MICHAEL AUSTIN NEILL
Director



LINDA DOUGLAS
Senior Executive
Vice President
Chief Retail Officer



MIKE GUNNELS
Senior Executive
Vice President
Chief Credit Officer



LYNN LITTLEJOHN
Senior Executive
Vice President
Director Human Resources



BILLY MULLINS
Senior Executive
Vice President
Chief Risk Officer



JOHN ORY
Senior Executive
Vice President
Chief Operations Officer



JASON PETERSEN
Senior Executive
Vice President
Chief Lending Officer



SANDY RAYBURN
Senior Executive
Vice President
Chief Financial Officer

A TRUSTED PARTNER FOR OUR COMMUNITIES

392,144

Products and Services Used

\$644,127

Loans closed (in thousands)

515

College scholarships awarded since 2005

\$503,373

in Charitable giving

12,364

Total training hours for our employees

61.94%

of new accounts were referred from a friend *

71,421

Consumer and Business relationships

\$783,418

in Property taxes paid

89.66%

Customer "very likely" to recommend the Bank *

40,929

Mobile Banking customers

486

Employees with

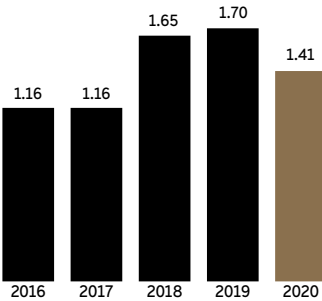
4,782

years of progressive service

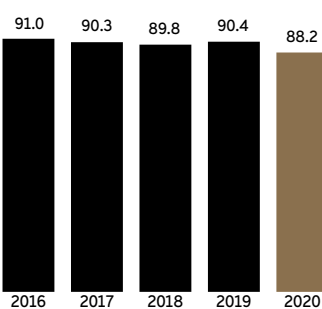
791

Hours of Community service performed

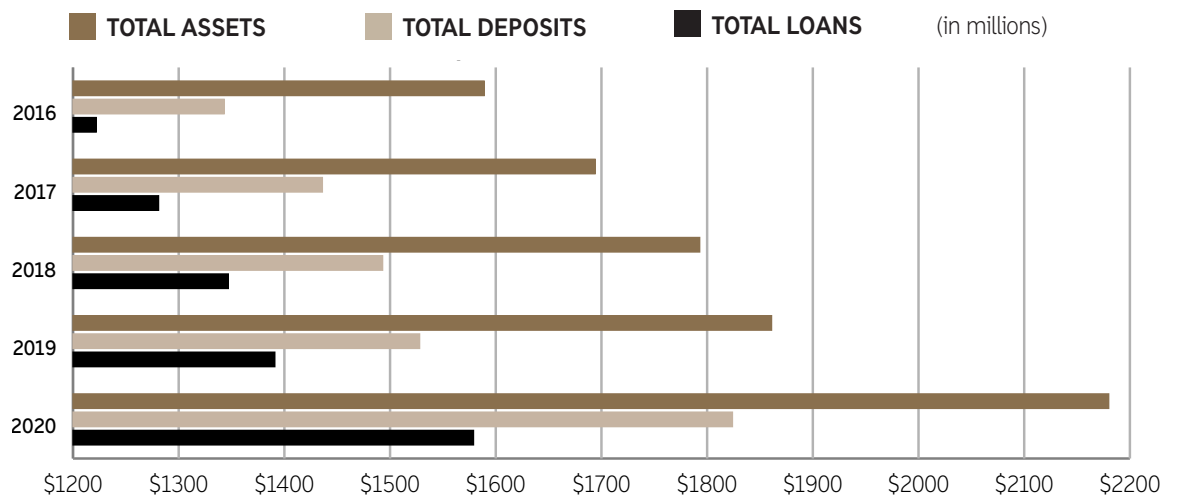
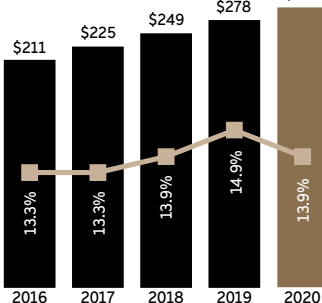
RETURN ON ASSETS (%)



LOANS TO DEPOSITS (%)



TOTAL CAPITAL (in millions) (% of assets)



FINANCIAL REVIEW (in thousands)

ASSETS

Cash and Balances due from banks
Securities
Net loans
Other assets

TOTAL ASSETS

LIABILITIES AND STOCKHOLDERS' EQUITY

Non-interest bearing deposits
Interest bearing deposits
Total deposits
Securities sold under agreements to repurchase
Other liabilities
Total liabilities
Total stockholders' equity

TOTAL LIABILITIES AND EQUITY

2020

\$ 299,453
209,042
1,562,332
109,955

\$ 2,180,782

\$ 763,451
1,060,467
1,823,918

34,039
19,801

1,877,758

303,024

\$ 2,180,782

2019

\$ 103,949
279,402
1,378,150
100,319

\$ 1,861,820

\$ 578,507
949,249
1,527,756

36,712
19,787

1,584,255

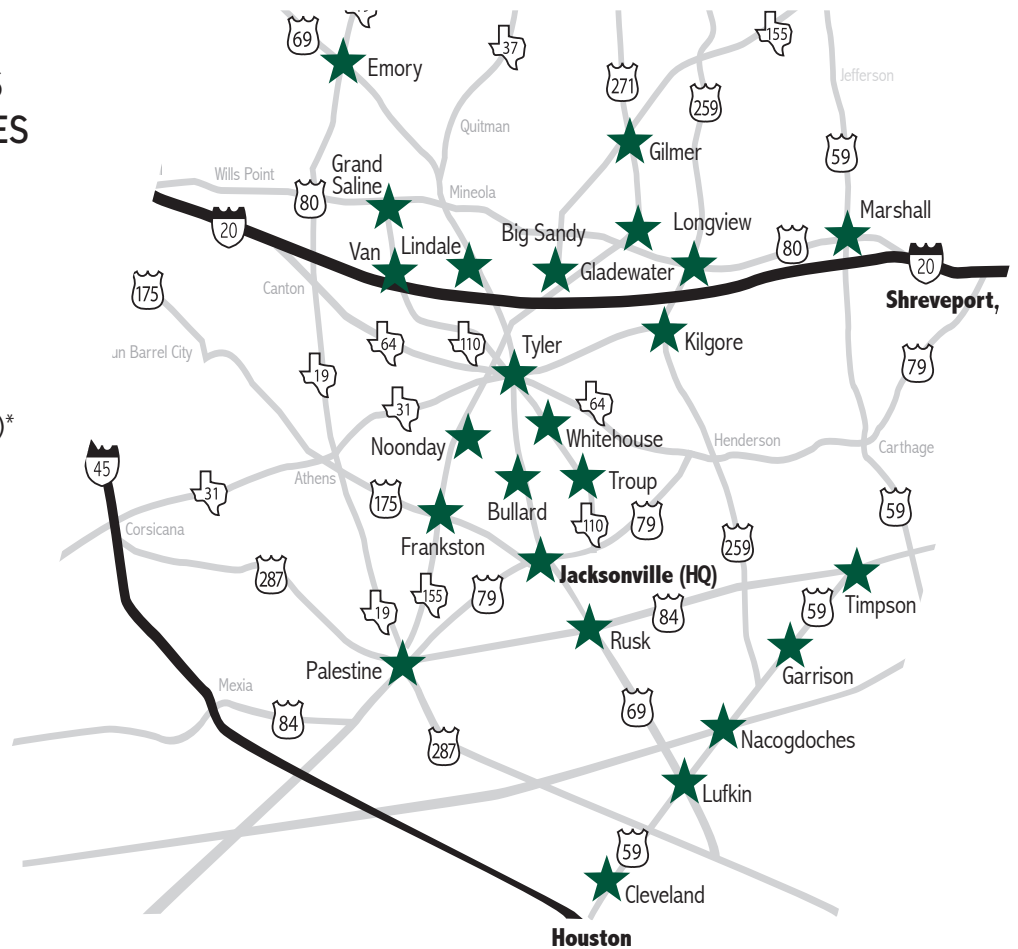
277,565

\$ 1,861,820

34 BANKING LOCATIONS IN 24 CITIES AND 12 COUNTIES

Big Sandy • Bullard • Cleveland
 Emory • Frankston • Garrison
 Gilmer • Gladewater • Grand Saline
 Jacksonville (2) * • Kilgore • Lindale
 Longview (5) * • Lufkin • Marshall
 Nacogdoches • Noonday • Palestine (2) *
 Rusk • Timpson • Troup • Tyler (5) *
 Van • Whitehouse

* multiple banking locations



DIRECTORS

Jeff Austin, Jr. *
 Jeff Austin III *
 Sissy Austin *
 Nancy Abernathy
 Gene Brumbelow
 Keith Chambers
 Jane A. Chapman *
 Russ Gideon *
 Martin Hejnes
 Billy E. Hibbs, Jr.
 Ronny E. Lee
 Billy Mullins *
 Michael A. Neill *
 Robert Nichols
 Joe Sharp, Jr.
 John P. Williams
 Paul S. Woodward, Jr.

ADVISORY DIRECTORS

Kent Bryson
 Linda Douglas *
 Mike Gunnels *
 Nathan Jones
 Jeff King
 Lowell Little
 Lynn Littlejohn *
 Natalie Lynch
 John Ory *
 Jason Petersen *
 Sandy Rayburn *
 Brenda Sharp
 Francis Spruiell

DIRECTORS EMERITUS

Charles Creed
 Barry Hughes
 Joe T. Terrell

Headquarters: 200 E. Commerce
 P.O. Box 951
 Jacksonville, TX 75766
 Cherokee County
 903.586.1526
 903.541.2086 fax

Parent Company: Austin Bancorp, Inc.

Bank Chartered: October 1, 1900

For Information: customercare@austinbank.com

Contact: Patty Steelman, CFMP
 EVP, Director of Marketing
 903.871.2519
psteelman@austinbank.com



Member FDIC
www.FDIC.gov

* Denotes Executive Committee Member

Photos on front cover depict evolution of the corporate office located in downtown Jacksonville, originally chartered in 1900.

