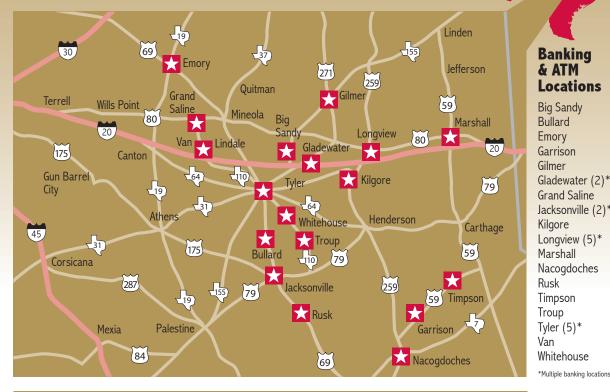
## **Providing Service and Convenience**

Exceptional service, strength and stability, providing The Bank of Choice for East Texas in 28 convenient locations in 18 cities and 9 counties.



### **Austin Bank Directors**

Jeff Austin, Jr. - Chairman Barry Hughes Jeff Austin, III - Vice Chairman Ron lurenka John P. Williams - President/CEO Ronny E. Lee Sissy Austin - Sr. EVP E. Glenn Bass - Sr. EVP\* Larry Bolton - Sr. EVP Keith Chambers - Sr. EVP - CFO Eddie Smith Billy Mullins - Sr. EVP Gene Brumbelow J. E. Brown\* Jane Austin Chapmar Todd Burton\* Glen Hamilton C. L. Hopson II Don Dacus\*

Marion Dingler\* J. N. Grimes\* C. S. (Buddy) Hinton, Jr.\* Michael Austin Neill William M. Holland Lowell Holloway\* **Robert Nichols** Bryant Langford\* Joe H. Sharp, Jr Jason Petersen<sup>3</sup> J. W. Sparkman Herbert Rilev<sup>\*</sup> Brenda Sharp\* Joe Terrell\* Charles Creed' Harry Tilley\* Rick Waldrop\* \*Advisory Directors



Patty Steelman; AVP, Director of Marketing 903-871-2519

**Better Business Bureau** of Central East Texas

**Member FDIC** www.FDIC.gov



BBB





East Texas Owned • East Texas Based www.austinbank.com

## **2008 Austin Bank Annual Report**

# **Strength and Reliability**

## **2008 HIGHLIGHTS**

"In 2008, Austin Bank achieved many important milestones: surpassing \$1 billion in assets, being named as one of the 'Best Companies to Work for in Texas for 2009' and receiving the Texas Bankers Association (LiFE) Leaders in Financial Education Award. We believe the best companies have the best people and we are humbled to receive awards directly reflecting the character and commitment of our employees," said Jeff Austin, III, Vice Chairman of the Board. "Also of significant note, because our bank is a well capitalized, strong performing institution with high quality assets, we chose not to take the TARP Funds. Our strong capital position allows us to grow our bank as evidenced in our purchase of City National Bank, Kilgore early in 2008. Our customers and communities can always count on Austin Bank."



Austin Bank named one of the 'Best Companies to Work for in Texas for 2009'

Left to right Lynn Littlejohn, HR Manager/EVP; John P. Williams, President/CEO; Jeff Austin, III, Vice Chairman Austin Bank

outreach.



2/09

Giving

It is often said that tough times test character. In 2008, Austin Bank continued to give back through charitable donations and community



leff Austin, III. Vice Chairman of the Board

• Contributions were made, both monetary and in-kind-sponsorships, in direct support of local education, the arts, literacy, health and housing needs.

• In 2008, scholarships were awarded to 33 high school seniors in 23 East Texas schools in communities served by Austin Bank. Over 7,300 Kindergarten students in 297 classrooms received program materials for the financial literacy program "Teach Children to Save."

• 95 Austin Bank employees visited 74 schools making presentations to students. A packet, distributed by the staff of each Austin Bank location, included instructional resources for teachers and students using the theme "Saving Money is Cool."

• Austin Bank Community Involvement Awards for 2008 honored three bank employees for volunteer work and their community service organization.

Jeff Austin, Jr., Chairman of the Board

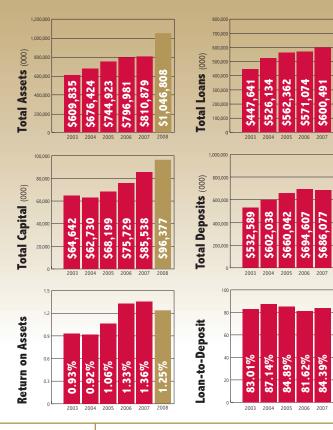
"In all our years of banking, we have never seen a year where honesty, integrity, and commitment to community have been more important. We believe each of these attributes is a strength of our bank, each a part of our core beliefs. Our bank continues to be guided by prudent, conservative fundamentals that will never go out of style but remain constant, our foundation for years to come.'

## **Strong Financial Performance**

#### **Austin Bank Consolidated Balance Sheets**

December 31, 2008 and 2007

	2008	2007
ASSETS		
Cash and balances		
due from banks	32,924,000	30,896,000
Securities available for sale	155,716,000	110,444,000
Federal funds sold	15,100,000	17,600,000
Net loans	757,707,000	600,491,000
Other assets	85,361,000	<u>51,448,000</u>
TOTAL ASSETS	1,046,808,000	<u>810,879,000</u>
LIABILITIES AND STOCKHOLDERS' EQUITY	,	
Non-interest bearing deposits	238,967,000	176,349,000
Interest bearing deposits	673,952,000	509,728,000
Total deposits	912,919,000	686,077,000
Securities sold under		
agreements to repurchase	19,974,000	22,609,000
Other liabilities	<u>17,538,000</u>	16,655,000
Total liabilities	950,431,000	725,341,000
Total stockholders equity	<u>96,377,000</u>	85,538,000
TOTAL LIABILITIES AND EQUITY	1,046,808,000	810,879,000



**OUR VISION** To be the "Bank of Choice" in the markets we serve.

**OUR MISSION** Community Bankers providing Exceptional Service throughout East Texas.

**OUR CORE VALUES** Honesty. Service. Confidentiality. Community. Employees.

Austin Bank Acquires **City National** 

E. Glenn Bass

Senior Executive Vice President

#### Austin Bank welcomes Glenn Bass to the Executive Team. A lifetime East Texas resident, Bass has over thirty-three years of bank management experience.

## **New Services and Solutions**

There's never been a better time to bank with Austin Bank! With a team of experienced professionals and local decision-making, Austin Bank continues the legacy of service to families and businesses throughout East Texas. This past year, the Bank added more products and services with continued focus on relationships and exceptional service.

Merchant Remote Capture was introduced to help business customers improve cash flow and funds availability while reducing costs.

For greater access, Austin Bank added five banking locations in two more cities through the acquisition of City National Bank in Kilgore and Gladewater. To better communicate banking news, timely

**Developing the Best People** Start with a strong, stable financial institution with service-oriented employees, add helpful and knowledgeable co-workers, provide ongoing education and in-house training, encourage all employees to become involved in their local community, and you get the winning formula for Austin Bank.

Austin Bank invests in employees through ongoing training and development. Training is offered through many internal and external programs with employees completing over 5,000 training hours in 2008. Bank employees also give generously to the communities they serve through their leadership as board members, volunteer efforts and fundraising.



Austin Bank Leadership Class of 2008 The annual Austin Bank Leadership Program is designed to develop leaders, further enhance service delivery and examine ongoing industry changes.

## **Outstanding Leadership** Austin Bank Executive Team



Left to right: Keith Chambers - Senior Executive Vice President/CFO, Jacksonville; Billy Mullins - Senior Executive Vice President, Longview; Jeff Austin, III -- Vice Chairman of the Board, Tyler/Jacksonville; Sissy Austin -- Senior Executive Vice President, Jacksonville; Jeff Austin, Jr. - Chairman of the Board, Jacksonville; Larry Bolton - Senior Executive Vice President, Tyler; John P. Williams - President/CEO, Jacksonville/Whitehouse. Not pictured: Jane Austin Chapman - Vice President, Director

> information, and enhanced products and services, a convenient guarterly online newsletter, eNews, was launched in September, 2008.

> To better serve the planning and investing needs of the Bank's communities, two additional financial advisors were added to the ICA investment team.



Investment Centers of America, Inc. (ICA) financial advisors, left to right, Craig Morton, R. Glen Smith, Greg Wade

Not FDIC Insured	Not Bank Guaranteed	May Lose Value	Not Bank Deposits	Not Guaranteed by Any Government Agency