



*There really is
a difference in Banks!*

Austin[★] Bank 2011 ANNUAL REPORT



Austin[★] Bank

www.austinbank.com

OUR CORE VALUES

Honesty. Service. Integrity. Confidentiality.

Proudly serving East Texas.

2011 HIGHLIGHTS:

- Bank employees enjoyed an extraordinary training session on August 23, 2011: "Ritz Carlton Legendary Service – Radar On Antenna Up," presented by Brian Grubb.
- Online Banking Alerts enhanced Consumer Online Banking to help customers monitor their accounts by email, text or online. Alerts are available for Checking, Savings, CDs and Loans.
- Meadow Lake Location, a limited service banking facility opened within the Meadow Lake Senior Living Community. The Grand Opening was celebrated October 25, 2011.
- Austin Bank History video was launched on the Bank website and **YouTube**
<https://www.austinbank.com/AboutUs/OurStory.aspx>
- Austin Bank Financial Services is offered in all Austin Bank communities for financial planning and investments through Investment Centers of America.

Austin Bank | **Financial Services**

Securities offered by Investment Centers of America, Inc.

Voted "One of the Best Companies to Work for in Texas" in 2011

Third time to be
honored with this
distinguished award



Our people are the difference.



"We believe our team makes all the difference when customers choose a bank. We support our staff through training, scholarships for their children and dollars contributed directly to the organizations they serve. The people of Austin Bank have always been and always will be our greatest strength."

Jeff Austin III, Vice Chairman of the Board

Employee difference

★ 2011 Service Awards

Austin Bank honored 40 employees with 345 combined years of service.

★ 2011 Training Hours

Austin Bank employees completed 16,712 hours of training.

★ Leadership Class of 2011

17 Austin Bank graduates



"Austin Bank prides itself as a Community Bank where local people make local decisions. There really is a difference in the way we do business and you can see it every day in our commitment to our customers, our employees and our communities we serve."

John P. Williams, President/CEO

Community difference

★ 2011 Community Involvement Awards

Austin Bank honored four bank employees and a director for volunteer work to their community service organization.

Estefany Aranda Child Protective Services in Cherokee County

Jennifer Baskin Van Healthcare Center Activity Fund

Donna Bobo Zonta International Club

Nancy Washburn ACCESS

Harry Tilley, Director Helping Others Pursue Enrichment (HOPE)

★ 2011 Scholarships

Scholarships were awarded to 37 East Texas high school seniors as part of Austin Bank's Commitment-to-Community program that supports the educational goals of area youth.

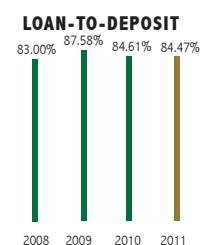
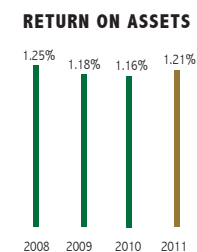
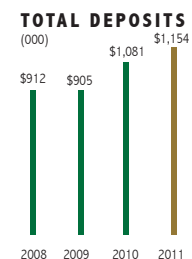
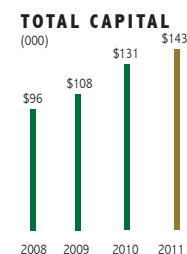
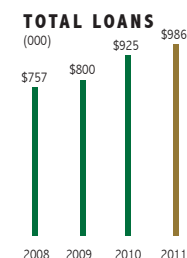
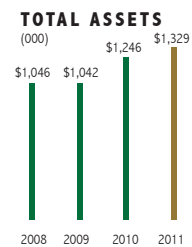


"We proudly continue our long history of strength and stability. Our legacy has been the result of hard work, adherence to founding principles of honor and integrity, prudent decisions, and our dedication to East Texas. Thank you for your trust and loyalty."

Jeff Austin, Jr., Chairman of the Board

Well capitalized with quality assets

ASSETS	<u>2011</u>	<u>2010</u>
Cash and balances due from banks	\$ 83,072,000	\$ 92,365,000
Securities available for sale	170,130,000	146,765,000
Net loans	974,422,000	915,275,000
Other assets	<u>101,864,000</u>	<u>91,883,000</u>
TOTAL ASSETS	\$ <u>1,329,488,000</u>	\$ <u>1,246,288,000</u>
LIABILITIES AND STOCKHOLDERS' EQUITY		
Non-interest bearing deposits	\$ 327,079,000	\$ 275,278,000
Interest bearing deposits	<u>826,545,000</u>	<u>806,204,000</u>
Total deposits	1,153,624,000	1,081,482,000
Securities sold under agreements to repurchase	10,280,000	12,060,000
Other liabilities	<u>22,124,000</u>	<u>21,660,000</u>
Total liabilities	1,186,028,000	1,115,202,000
Total stockholders' equity	<u>143,460,000</u>	<u>131,086,000</u>
TOTAL LIABILITIES AND EQUITY	\$ <u>1,329,488,000</u>	\$ <u>1,246,288,000</u>



Local ownership and dedicated leadership

Austin Bank Executive Committee



Jeff Austin, Jr.
Chairman of the Board



Jeff Austin III
Vice Chairman of the Board



John P. Williams
President/CEO



Sissy Austin
Senior Executive Vice President



Michael Austin Neil
Director



E. Glenn Bass
Senior Executive Vice President



Larry Bolton
Senior Executive Vice President



Keith Chambers
Senior Executive Vice President/CFO



Russ Gideon
Senior Executive Vice President

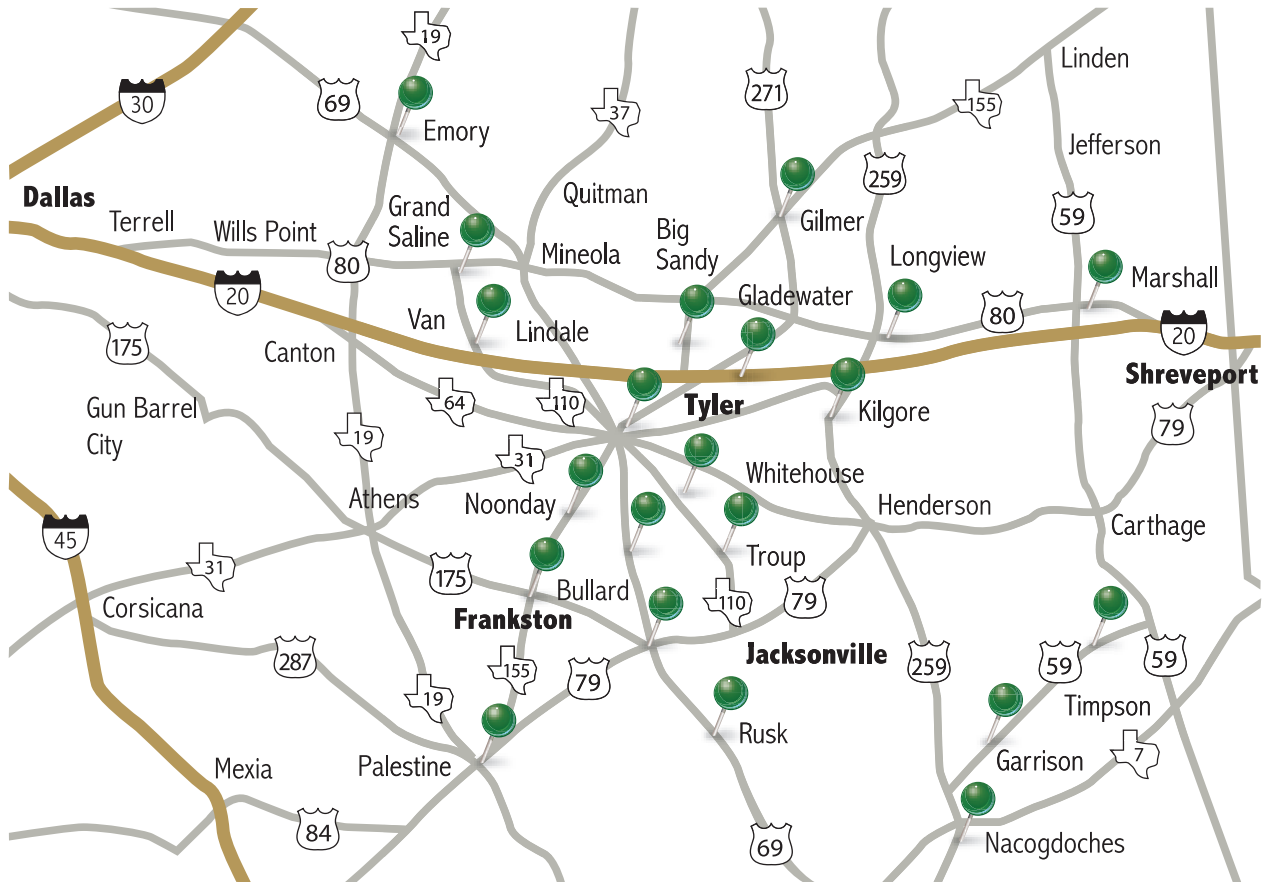


Billy Mullins
Senior Executive Vice President

Jane Austin Chapman
Director
(Not pictured)

Banking Locations to benefit the communities we serve

31 banking locations in 21 cities and 10 counties



Member of:
Texas Bankers Association
One Industry. One Vision. One Voice.



**Better Business Bureau
of Central East Texas**
2006 Torch Award Recipient



Member FDIC
www.FDIC.gov



Website: www.austinbank.com

Headquarters: 200 East Commerce St., P.O. Box 951
Jacksonville, TX 75766
903-586-1526 | 903-541-2086 (fax)

Parent Company: Austin Bancorp, Inc.

Date founded: 1900

For information: customercare@austinbank.com

Contact: Patty Steelman; CFMP, SVP/Director of Marketing
903-871-2519 | psteelman@austinbank.com

AUSTIN BANK DIRECTORS

Jeff Austin, Jr.	J. N. Grimes*	Jason Petersen*
Jeff Austin III	Glen Hamilton	Herbert Riley*
Sissy Austin	C.S. (Buddy) Hinton, Jr.*	Brenda Sharp*
E. Glenn Bass*	William M. Holland*	Joe H. Sharp, Jr.
Larry Bolton	Lowell Holloway*	Eddie Smith*
Gene Brumbelow	C. L. Hopson II	J. W. Sparkman*
Todd Burton*	Barry Hughes	Joe Terrell*
Keith Chambers	Ron Jurenka*	Harry Tilley*
Jane Austin Chapman	Bryant Langford*	Rick Waldrop*
Charles Creed*	Ronny E. Lee	John P. Williams
Don Dacus*	Billy Mullins	*Advisory Directors
Marion Dingler*	Michael Austin Neill	
Russ Gideon*	Robert Nichols	

Austin Bank
www.austinbank.com