

FIRSTBANCSHARES  
OF TEXAS, INC.

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**FIRSTBANCSHARES**  
OF TEXAS, INC.

Third Quarter 2015 Shareholders' Report

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# Dear Shareholders

Over the last several months, many of us in the banking industry and others on fixed incomes have watched and waited for the Federal Reserve to make the first move to raise short term interest rates. It appears that we came very close at the September meeting, but some weak economic indicators were presented just before the Fed meeting and they decided to hold off. Now as we approach the final Fed meeting in December, it looks like all of the signs are pointing toward that first increase. Short term bond yields have already risen in the last few weeks as the 2 year Treasury has risen from less than .60% to about .84% today. My prediction is that we will see an increase of .25% when the Fed meets again in December and then we will be on hold for several months to see what impact is created by the increase.

Due to the continued low interest rate environment, we saw continued margin contraction during the first half of the year. However, loan growth has been strong and we have been able to put much of our low yielding cash to work over the last few months. This is serving to improve our net interest margins and thus our bottom line performance. Our net interest margin through the first 9 months of the year was 3.81% but we expect the margin in the 4<sup>th</sup> quarter of the year to exceed 4.0%. This will have a significant positive impact on the bottom line.

During the 3<sup>rd</sup> quarter, management and the Board decided to increase our loan loss reserves to recognize the fact that we are currently operating in a higher risk environment due to lower oil prices. Increasing the loan loss reserve entails making a non-cash charge to earnings. This charge served to reduce our earnings for the quarter. The charge was not based on any losses or any expected losses. It was simply a conservative action we took to recognize increased risk. Our asset quality continues to be very strong and we have experienced almost zero loan losses this year.

Due to lower interest margins for much of the year and the aforementioned charge to build loss reserves, our Return on Assets through the first 9 months was .68%. This is below the level we wish to achieve. Our goal is to be at or above 1.0%. I am happy to tell you that we expect Return on Assets to be close to .95% for the 4<sup>th</sup> quarter due to our increased loan volume and expense controls we have been implementing much of the year. This bodes well for 2016.

As we enter this holiday and family time of the year, we hope everything is well with you and your family.

Sincerely,



Ken L. Burgess, Jr.  
CEO & President

# FIRST BANCSHARES OF TEXAS, INC.

## CONSOLIDATED STATEMENT OF FINANCIAL CONDITION

(Dollar amounts in thousands)

|  | September 30,     |                   | December 31,      |
|--|-------------------|-------------------|-------------------|
|  | (Unaudited)       | (Unaudited)       | (Audited)         |
|  | <u>2015</u>       | <u>2014</u>       | <u>2014</u>       |
| <b>ASSETS</b>  |                   |                   |                   |
| Cash and due from banks  | \$ 8,818          | \$ 14,858         | \$ 10,993         |
| Federal funds sold   | 11,000            | 14,021            | 4,821             |
| Cash and cash equivalents  | <u>19,818</u>     | 28,879            | <u>15,814</u>     |
| Interest bearing deposits in banks   | 52,146            | 118,154           | 150,930           |
| Securities available for sale, at fair value   | 24,841            | 35,016            | 36,716            |
| Securities held to maturity  | 158,575           | 75,780            | 74,620            |
| Investment in First Bancshares of Texas Statutory Trust I  | 93                | 93                | 93                |
| Investment in FirstCapital GP, LLC   | 840               | 840               | 839               |
| Investments in partnerships  | 1,138             | 624               | 1,084             |
| Restricted investment held at cost   | 1,956             | 1,794             | 1,842             |
| Loans held for sale  | 5,342             | 3,470             | 1,570             |
| Loans and leases receivable, net of allowance for loan and lease losses  | 652,580           | 552,001           | 569,199           |
| Accrued interest receivable  | 2,856             | 2,573             | 3,041             |
| Premises and equipment   | 21,445            | 20,794            | 21,366            |
| Deferred tax asset, net  | 3,222             | 2,592             | 2,788             |
| Foreclosed assets  | 73                | -                 | -                 |
| Cash surrender value of life insurance   | 8,106             | 7,862             | 7,923             |
| Prepaid FDIC assessment  | -                 | -                 | -                 |
| Other assets   | 1,202             | 1,128             | 1,074             |
| TOTAL ASSETS   | <u>\$ 954,233</u> | <u>\$ 851,600</u> | <u>\$ 888,899</u> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>  |                   |                   |                   |
| Non-interest bearing deposits  | \$ 235,464        | \$ 241,038        | \$ 252,770        |
| Interest bearing deposits  | 583,482           | 512,325           | 520,434           |
| Total deposits   | <u>818,946</u>    | <u>753,363</u>    | <u>773,204</u>    |
| Accrued expenses and other liabilities   | 2,368             | 2,120             | 2,182             |
| Securities sold under agreement to repurchase  | 39,108            | 10,343            | 24,776            |
| Subordinated debentures  | 3,093             | 3,093             | 3,093             |
| Other borrowed funds   | 1,125             | -                 | 1,159             |
| Total liabilities  | <u>864,640</u>    | <u>768,919</u>    | <u>804,414</u>    |
| <b>SHAREHOLDERS' EQUITY</b>  |                   |                   |                   |
| Common stock   | 9,466             | 9,450             | 9,450             |
| Preferred stock  | 937               | 937               | 937               |
| Treasury stock, at cost  | -                 | (15)              | (16)              |
| Surplus  |                   |                   |                   |
| Common   | 32,016            | 31,749            | 31,774            |
| Preferred  | 8,400             | 8,400             | 8,400             |
| Capital Surplus  | <u>40,416</u>     | <u>40,149</u>     | <u>40,174</u>     |
| Retained earnings  | 38,284            | 31,890            | 33,639            |
| Accumulated other comprehensive income - unrealized gain on available for sale securities, net of tax                                      | 490               | 270               | 301               |
| Accumulated other comprehensive income - unrealized loss on securities transferred from available for sale to held to maturity, net of tax | -                 | -                 | -                 |
| Total shareholders' equity   | <u>89,593</u>     | <u>82,681</u>     | <u>84,485</u>     |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY   | <u>\$ 954,233</u> | <u>\$ 851,600</u> | <u>\$ 888,899</u> |

# FIRST BANCSHARES OF TEXAS, INC.

## CONSOLIDATED STATEMENT OF INCOME

For the Nine Months Ended September

(Dollar amounts in thousands)

|  | (Unaudited)            | (Unaudited)            |
|--|------------------------|------------------------|
|  | <u>2015</u>            | 2014                   |
| <b>Interest Income:</b>                                |                        |                        |
| Loans and leases, including fees                       | \$ 24,943              | \$ 21,154              |
| Debt Securities  |                        |                        |
| Taxable  | 2,250                  | 1,739                  |
| Tax exempt   | 851                    | 902                    |
| Federal funds sold                                     | 25                     | 19                     |
| Deposits with banks                                    | 584                    | 662                    |
| Other interest   | 97                     | 73                     |
| TOTAL INTEREST INCOME                                  | <u>28,750</u>          | <u>24,549</u>          |
| <b>Interest Expense:</b>                               |                        |                        |
| Deposits   | 2,340                  | 2,159                  |
| Other borrowed money                                   | 280                    | 29                     |
| Subordinated debentures                                | 73                     | 72                     |
| TOTAL INTEREST EXPENSE                                 | <u>2,693</u>           | <u>2,260</u>           |
| <b>Net Interest Income (Loss)</b>                      | <b>26,057</b>          | 22,289                 |
| Provision for loan and lease losses                    | <u>2,105</u>           | <u>920</u>             |
| <b>Net Interest Income (Loss) After Provision</b>      | <b><u>23,952</u></b>   | <u>21,369</u>          |
| <b>Non-Interest Income:</b>                            |                        |                        |
| Trust department income                                | 283                    | 345                    |
| Service charges on deposit accounts                    | 554                    | 487                    |
| Other service charges and fees                         | 627                    | 544                    |
| Net realized gain (loss) on sales of securities        | 403                    | -                      |
| Appreciation in cash surrender value of life insurance | 184                    | 179                    |
| Gain/Loss on sale of loans                             | 1,083                  | 1,722                  |
| Gain/Loss on sale of other real estate                 | -                      | -                      |
| Gain/Loss on sale of other assets                      | 7                      | 3                      |
| TOTAL NON-INTEREST INCOME                              | <u>3,141</u>           | <u>3,280</u>           |
| <b>Non-Interest Expenses:</b>                          |                        |                        |
| Salaries and employee benefits                         | 11,892                 | 10,649                 |
| Occupancy and equipment expense                        | 3,127                  | 2,464                  |
| Advertising  | 373                    | 224                    |
| Community and philanthropic support                    | 174                    | 169                    |
| IT and data processing expense                         | 606                    | 541                    |
| Legal, professional, accounting, and exam fees         | 978                    | 954                    |
| FDIC assessment  | 407                    | 359                    |
| Reduction in value of foreclosed assets                | -                      | -                      |
| Other expenses   | 2,458                  | 2,487                  |
| TOTAL NON-INTEREST EXPENSES                            | <u>20,015</u>          | <u>17,847</u>          |
| <b>Income Before Income Taxes</b>                      | <b>7,078</b>           | 6,802                  |
| Income tax expense                                     | <u>2,153</u>           | <u>2,064</u>           |
| <b>NET INCOME</b>                                      | <b><u>\$ 4,925</u></b> | <b><u>\$ 4,738</u></b> |

# FIRST BANCSHARES OF TEXAS, INC.

## THIRD QUARTER CONSOLIDATED FINANCIAL HIGHLIGHTS

(Dollar amounts in thousands)

### Earnings Summary

| For the Nine Months Ended September 30 |    | <u>2015</u> |    | <u>2014</u> |
|--|----|-------------|----|-------------|
| Interest Income                        | \$ | 28,750      | \$ | 24,549      |
| Interest Expense                       |    | 2,693       |    | 2,260       |
| Provision for loan losses              |    | 2,105       |    | 920         |
| Net Income                             |    | 4,925       |    | 4,738       |

### Performance Ratios (annualized)

| For the Nine Months Ended September 30        |  | <u>2015</u> |  | <u>2014</u> |
|---|--|-------------|--|-------------|
| Return on Average Assets                      |  | 0.68%       |  | 0.76%       |
| Return on Common Shareholders' Average Equity |  | 8.44%       |  | 8.90%       |
| Net Interest Margin                           |  | 3.81%       |  | 3.84%       |

### Period-End Data

| As of September 30   |    | <u>2015</u> |    | <u>2014</u> |
|----------------------|----|-------------|----|-------------|
| Total Assets         | \$ | 954,233     | \$ | 851,600     |
| Average Assets       |    | 969,767     |    | 832,863     |
| Investments*         |    | 239,589     |    | 232,301     |
| Loans, net           |    | 657,922     |    | 555,471     |
| Deposits             |    | 818,946     |    | 753,363     |
| Shareholders' Equity |    |             |    |             |
| Common               |    | 80,256      |    | 73,344      |
| Preferred            |    | 9,337       |    | 9,337       |

### Per Share Data

| For the Nine Months Ended September 30 |    | <u>2015</u> |    | <u>2014</u> |
|--|----|-------------|----|-------------|
| Net Income                             | \$ | 0.49        | \$ | 0.46        |
| Book Value                             | \$ | 8.47        | \$ | 7.75        |
| Number of Shareholders                 |    |             |    |             |
| Common                                 |    | 495         |    | 492         |
| Preferred                              |    | 86          |    | 86          |

\*Includes interest-bearing deposits in banks, securities, investments in subsidiaries, investments in partnerships, and restricted investments held at cost

# FIRST BANCSHARES OF TEXAS, INC.

## CONSOLIDATED YIELD ANALYSIS (Dollar amounts in thousands)

|   | September 30,            |                    |              |                          |                    |              |
|---|--------------------------|--------------------|--------------|--------------------------|--------------------|--------------|
|   | (Unaudited)              |                    |              | (Unaudited)              |                    |              |
|   | <u>2015</u>              |                    |              | <u>2014</u>              |                    |              |
|   | Avg. Balance             | Interest Inc./Exp. | Yield/Cost   | Avg. Balance             | Interest Inc./Exp. | Yield/Cost   |
| <b>ASSETS</b>   |                          |                    |              |                          |                    |              |
| Interest-bearing deposits                                       | \$ 129,832               | \$ 583             | 0.60%        | \$ 176,037               | \$ 662             | 0.50%        |
| Federal funds sold and resell agreements                        | 11,187                   | 25                 | 0.30%        | 8,190                    | 19                 | 0.30%        |
| Securities:   |                          |                    |              |                          |                    |              |
| Taxable   | 132,651                  | 2,250              | 2.26%        | 71,488                   | 1,739              | 3.24%        |
| Tax-exempt  | 40,304                   | 851                | 2.82%        | 41,600                   | 902                | 2.89%        |
| Total securities  | <u>172,955</u>           | <u>3,101</u>       | 2.39%        | <u>113,088</u>           | <u>2,641</u>       | 3.11%        |
| Restricted investments held at cost                             | 3,044                    | 97                 | 4.28%        | 2,350                    | 73                 | 4.15%        |
| Loans, net of unearned discount                                 | 612,116                  | 24,943             | 5.45%        | 492,207                  | 21,154             | 5.75%        |
| <b>Total earning assets and average rate earned</b>             | <u>929,135</u>           | <u>28,750</u>      | 4.14%        | <u>791,872</u>           | <u>24,549</u>      | 4.14%        |
| Cash and due from banks   | 10,796                   |                    |              | 12,415                   |                    |              |
| Investments in subsidiaries                                     | 932                      |                    |              | 953                      |                    |              |
| Premises and equipment, net                                     | 21,852                   |                    |              | 20,384                   |                    |              |
| Accrued interest receivable and other assets                    | 7,052                    |                    |              | 7,240                    |                    |              |
| <b>Total assets</b>   | <u><b>\$ 969,767</b></u> |                    |              | <u><b>\$ 832,863</b></u> |                    |              |
| <b>LIABILITIES</b>  |                          |                    |              |                          |                    |              |
| Interest-bearing deposits:                                      |                          |                    |              |                          |                    |              |
| NOW & MMA   | \$ 183,691               | \$ 289             | 0.21%        | \$ 168,203               | \$ 224             | 0.18%        |
| Savings   | 47,102                   | 111                | 0.32%        | 35,961                   | 87                 | 0.32%        |
| COD   | 347,144                  | 1,940              | 0.75%        | 296,468                  | 1,848              | 0.83%        |
| Total interest-bearing deposits                                 | <u>577,936</u>           | <u>2,340</u>       | 0.54%        | <u>500,632</u>           | <u>2,159</u>       | 0.58%        |
| Non-interest bearing demand deposits                            | 241,565                  |                    |              | 235,904                  |                    |              |
| Total deposits  | <u>819,501</u>           | <u>2,340</u>       |              | <u>736,536</u>           | <u>2,159</u>       |              |
| Securities sold under agreement to repurchase                   | 56,379                   | 263                | 0.62%        | 10,822                   | 29                 | 0.36%        |
| Other borrowed funds  | 1,143                    | 17                 | 2.04%        | -                        | -                  | 0.00%        |
| Subordinated debentures   | 3,093                    | 73                 | 3.16%        | 3,093                    | 72                 | 3.13%        |
| <b>Total interest-bearing liabilities and average rate paid</b> | <u>638,551</u>           | <u>2,693</u>       | 0.56%        | <u>514,546</u>           | <u>2,260</u>       | 0.59%        |
| Accrued expenses and other liabilities                          | 2,287                    |                    |              | 1,930                    |                    |              |
| <b>Total liabilities</b>  | <u>882,403</u>           |                    |              | <u>752,381</u>           |                    |              |
| <b>Shareholders' equity</b>                                     | <u>87,364</u>            |                    |              | <u>80,483</u>            |                    |              |
| <b>Total liabilities and shareholders' equity</b>               | <u><b>\$ 969,767</b></u> |                    |              | <u><b>\$ 832,863</b></u> |                    |              |
| Net interest income   |                          | <u>\$ 26,057</u>   |              |                          | <u>\$ 22,289</u>   |              |
| Net interest spread   |                          |                    | <u>3.57%</u> |                          |                    | <u>3.56%</u> |
| Net interest margin   |                          |                    | <u>3.81%</u> |                          |                    | <u>3.84%</u> |

For these computations:

- (i) average balances are presented on a daily average basis,
- (ii) information is shown on a tax-equivalent basis assuming a 34% tax rate,
- (iii) average loans include loans on non-accrual status, and
- (iv) average securities include unrealized gains and losses on securities available for sale, while yields are based on average amortized cost

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### Introduction

As a bank financial holding company, we generate most of our revenue from interest on loans and investments, trust fees, fees from the sale of mortgage loans and service charges on our deposits. Our primary source of funding for our loans and investments are deposits held by our bank. Our largest expenses are interest on these deposits and salaries and related employee benefits. We usually measure our performance by calculating our return on average assets, return on average equity, our regulatory leverage and risk based capital ratios and our efficiency ratio, which is calculated by dividing non-interest expense by the sum of net interest income (on a tax equivalent basis) and non-interest income.

### Critical Accounting Policies

We prepare consolidated financial statements based on the selection of certain accounting policies, generally accepted accounting principles and customary practices in the banking industry. These policies, in certain areas, require us to make significant estimates and assumptions.

We deem a policy critical if (1) the accounting estimate required us to make assumptions about matters that are highly uncertain at the time we make the accounting estimate; and (2) different estimates that reasonably could have been used in the current period, or changes in the accounting estimate that are reasonably likely to occur from period to period, would have a material impact on the financial statements.

The following discussion addresses (1) our allowance for loan losses and its provision for loan losses and (2) our valuation of securities, which we deem to be our most critical accounting policies. We have other significant accounting policies and continue to evaluate the materiality of their impact on our consolidated financial statements, but we believe these other policies either do not generally require us to make estimates and judgments that are difficult or subjective, or it is less likely they would have a material impact on our reported results for a given period.

#### *Allowance for Loan Losses:*

The allowance for loan losses is established through a provision for loan losses charged to expense. Loans are charged against the allowance for loan losses when management believes the collectability of the principal is unlikely.

The allowance is an amount management believes is appropriate to absorb estimated inherent losses on existing loans that are deemed uncollectible based upon management's review and evaluation of the loan portfolio. The allowance for loan losses is comprised of three elements: (i) specific reserves determined in accordance with current authoritative accounting guidance based on probable losses on specific classified loans; (ii) general reserves determined in accordance with current authoritative accounting guidance that consider historical loss rates; and (iii) qualitative reserves determined in accordance with current authoritative accounting guidance based upon general economic conditions

and other qualitative risk factors both internal and external to the Company. The allowance for loan losses is increased by charges to income and decreased by charge-offs (net of recoveries). Management's periodic evaluation of the appropriateness of the allowance is based on general economic conditions, the financial condition of borrowers, the value and liquidity of collateral, delinquency, prior loan loss experience, and the results of periodic reviews of the portfolio. For purposes of determining our general reserve, the loan portfolio, less cash secured loans, government guaranteed loans and classified loans, is multiplied by the Company's historical loss rate. The Company's methodology is constructed so that specific allocations are increased in accordance with deterioration in credit quality and a corresponding increase in risk of loss. In addition, the Company adjusts our allowance for qualitative factors such as current local economic conditions and trends, including unemployment, lending staff, policies and procedures, credit concentrations, trends and severity of problem loans and trends in volume and terms of loans. This additional allocation based on qualitative factors serves to compensate for additional areas of uncertainty inherent in our portfolio that are not reflected in our historic loss factors.

Although we believe we use the best information available to make loan loss allowance determinations, future adjustments could be necessary if circumstances or economic conditions differ substantially from the assumptions used in making our initial determinations. A downturn in the economy and employment could result in increased levels of non-performing assets and charge-offs, increased loan loss provisions and reductions in income. Additionally as an integral part of their examination process, bank regulatory agencies periodically review our allowance for loan losses. The bank regulatory agencies could require the recognition of additions to the loan loss allowance based on their judgment of information available to them at the time of their examination.

Accrual of interest is discontinued on a loan and payments applied to principal when management believes, after considering economic and business conditions and collection efforts, the borrower's financial condition is such that collection of interest is doubtful. Generally all loans past due greater than 90 days, based on contractual terms, are placed on non-accrual. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured. Consumer loans are generally charged-off when a loan becomes past due 90 days. For other loans in the portfolio, facts and circumstances are evaluated in making charge-off decisions.

Loans are considered impaired when, based on current information and events, it is probable we will be unable to collect all amounts due in accordance with the original contractual terms of the loan agreement, including scheduled principal and interest payments. If a loan is impaired, a specific valuation allowance is allocated, if necessary. Interest payments on impaired loans are typically applied to principal unless collectability of the principal amount is reasonably assured, in which case interest is recognized on a cash basis. Impaired loans, or portions thereof, are charged-off when deemed uncollectible.



The Company's policy requires measurement of the allowance for an impaired collateral dependent loan based on the fair value of the collateral. Other loan impairments are measured based on the present value of expected future cash flows or the loan's observable market price.

From time to time, the Company modifies its loan agreement with a borrower. A modified loan is considered a troubled debt restructuring when two conditions are met: (i) the borrower is experiencing financial difficulty and (ii) concessions are made by the Company that would not otherwise be considered for a borrower with similar credit risk characteristics. Modifications to loan terms may include a lower interest rate, a reduction of principal, or a longer term to maturity. Each of these loans is evaluated for impairment and a specific reserve is recorded based on probable losses, taking into consideration the related collateral and modified loan terms and cash flow. As of September 30, 2015, troubled debt restructurings totaled \$2.9 million, with \$50 thousand of the total also being classified as non-accrual.

#### *Valuation of Securities:*

Management classifies debt and equity securities as held-to-maturity or available-for-sale, based on its intent. Debt securities that management has the positive intent and ability to hold to maturity are classified as held-to-maturity and recorded at cost, adjusted for amortization of premiums and accretion of discounts, which are recognized as adjustments to interest income using the interest method. Securities not classified as held-to-maturity or trading are classified as available-for-sale and recorded at estimated fair value, with all unrealized gains and unrealized losses judged to be temporary, net of deferred income taxes, excluded from earnings and reported as a separate component of shareholders' equity. Available-for-sale securities that have unrealized losses that are judged other than temporary are included in gain (loss) on sale of securities and a new cost basis is established.

Fair value of these securities is determined based on methodologies in accordance with current authoritative accounting guidance. Fair values are volatile and may be influenced by a number of factors, including market interest rates, prepayment speeds, discount rates and yield curves. Fair values for our investment securities are based on quoted market prices, where available. If quoted market prices are not available, fair values are based on the quoted prices of similar instruments or an estimate of fair value by using a range of fair value estimates in the marketplace as a result of the illiquid market specific to the type of security.

When the fair value of a security is below its amortized cost, and depending on the length of time the condition exists and the extent the fair market value is below amortized cost, additional analysis is performed to determine whether an other-than-temporary impairment condition exists. Available-for-sale and held-to-maturity securities are analyzed quarterly for possible other-than-temporary impairment. The analysis considers (i) whether we have the intent to sell our securities before recovery or maturity, (ii) whether it is more likely than not that we will have to sell our securities before recovery or maturity, (iii) the length of time and extent to which the fair value has been less than costs, and (iv) the financial condition of the issuer.

Often, the information available to conduct these assessments is limited and rapidly changing, making estimates of fair value subject to judgment.

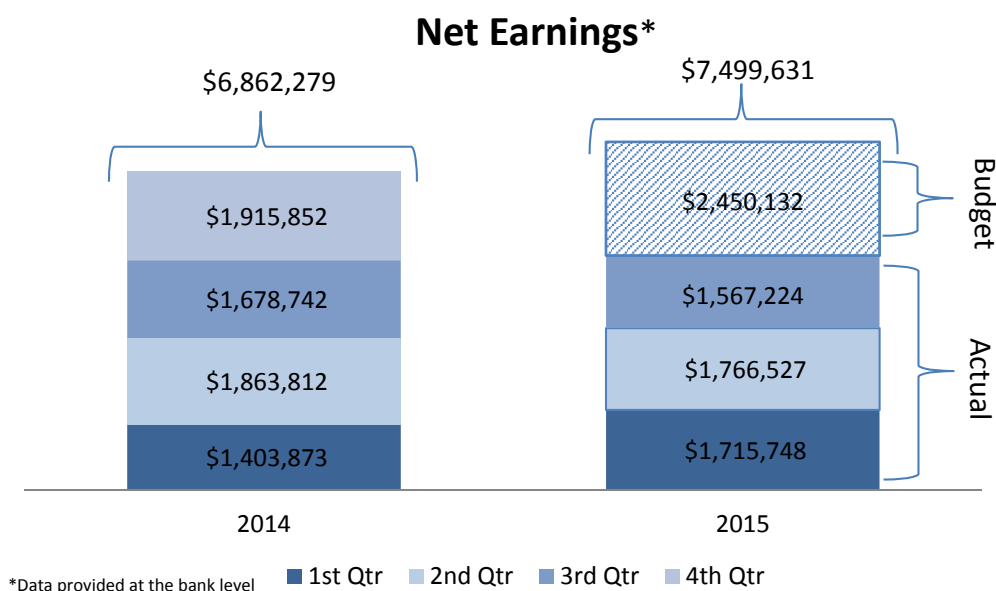
If actual information or conditions are different than estimated, the extent of the impairment of the security may be different than previously estimated, which could have a material effect on the Company's results of operations and financial condition.

The Company utilizes independent third party pricing services to value its investment securities. The Company reviews the prices supplied by the independent pricing services as well as the underlying pricing methodologies for reasonableness and to ensure such prices are aligned with traditional pricing matrices. The Company's investment portfolio consists of traditional investments, substantially all in U. S. Treasury securities, obligations of U. S. government-sponsored enterprises and agencies, mortgage pass-through securities, and general obligation or revenue based municipal bonds. Pricing for such securities is relatively straightforward and generally not difficult to obtain.

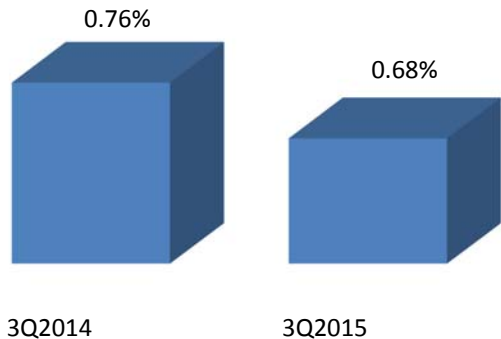
## Results of Operations

### Performance Summary:

We ended the third quarter with net earnings at the consolidated level of \$4.9 million, an increase of \$187 thousand compared to the third quarter in 2014. Return on average assets at the consolidated level as of September 30, 2015 and 2014 was .68% and .76%, respectively. The return on common shareholder's average equity for the same period was 8.44% and 8.90%. On a basic net earnings per share basis at the holding company level, net earnings were \$0.49 as of September 30, 2015 compared to \$0.46 for September 30, 2014.



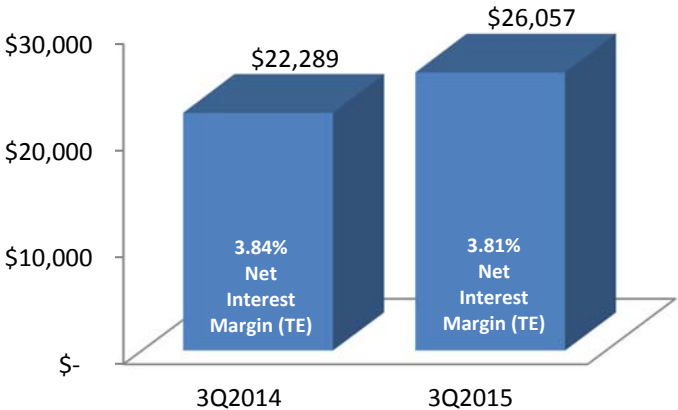
## Return on Average Assets



*Net Interest Income:*

Net interest income is the difference between interest income on earning assets and interest expense on liabilities incurred to fund those assets. Our earning assets consist primarily of loans and investment securities. Our liabilities to fund those assets consist primarily of non-interest bearing and interest-bearing deposits. Net interest income was \$26 million for the nine months ended September 30, 2015 compared to \$22.3 million for the same period in 2014. Our net interest margin at September 30, 2015 was 3.81%, which was lower compared to 3.84% for the same period in 2014. Net interest margin is calculated by dividing the Company’s net interest income by average earning assets for the period.

## Net Interest Income & Net Interest Margin (\$000's)



*Non-Interest Income:*

Non-interest income for the period ended September 30, 2015 was \$3.1 million, a decrease of \$139 thousand or 4.24% over the same period in 2014. The following schedule shows each of the major components of non-interest income for the periods ended September 30, 2015 as compared to September 30, 2014.

| Non-Interest Income                                    | For the periods ended<br>September 30 |                    | Incr./<br>(Decr.)  | %<br>Change    |
|--|---------------------------------------|--------------------|--------------------|----------------|
|  | 2015                                  | 2014               |                    |                |
| Trust department income                                | \$283,417                             | \$344,544          | (\$61,127)         | (17.74)%       |
| Service charges on deposit accounts                    | 553,463                               | 486,630            | 66,833             | 13.73 %        |
| Other service charges and fees                         | 626,471                               | 545,004            | 81,468             | 14.95 %        |
| Appreciation in cash surrender value of life insurance | 183,716                               | 178,794            | 4,922              | 2.75 %         |
| Gain/(Loss) on sale of securities                      | 403,953                               | -                  | 403,953            | 0.00 %         |
| Gain/(Loss) on sale of loans                           | 1,083,217                             | 1,721,799          | (638,582)          | (37.09)%       |
| Gain/(Loss) on sale of other real estate               | -                                     | -                  | -                  | 0.00 %         |
| Gain/(Loss) on sale of other assets                    | 6,843                                 | 3,493              | 3,350              | 95.90 %        |
| <b>Total Non-Interest Income</b>                       | <b>\$3,141,080</b>                    | <b>\$3,280,264</b> | <b>(\$139,183)</b> | <b>(4.24)%</b> |

Trust department income for the period ended September 30, 2015 was \$283 thousand. This was a \$61 thousand decrease from the same period in 2014. Many of the Trust client accounts hold oil and gas assets, thus receiving income from these assets. The Trust department budgeted for the decline in revenue as a result of the downturn in the oil and gas industry; however, the oil and gas revenues have been lower than anticipated, resulting in the decline in income. Assets managed by the trust department totaled \$47.7 million as of September 30, 2015.

Service charges on deposit accounts increased by \$67 thousand or 13.73% period over period. Although there are strict regulatory restrictions on overdrafts and debit card products, the company has experienced growth in this category due to a restructure of our deposit products in late 2014.

Other service charges and fees increased by \$81 thousand or 14.95%. This is mostly attributable to debit card interchange fees and fees collected from customers associated with the cost of doing business.

The company recorded a gains of \$361 thousand in the first quarter and \$43 thousand in the third quarter of 2015 on the sale of investment securities.

Mortgage fee income (net of related processing costs) decreased from \$1.7 million to \$1.1 million, a decrease of \$639 thousand or 37.09% from September 30, 2014 compared to September 30, 2015. There was a restructure of the mortgage department that occurred in the second and third quarters of 2014 that contributed to this decline. However, due to some staffing changes and the addition of our location in Horseshoe Bay, we expect to see improvement in this area.

Gains on the sale of other assets as of September 30, 2015 totaled \$7 thousand. This was attributable to a gain recognized on the sale of a bank-owned vehicle in the first quarter of \$11 thousand and a loss of \$6 thousand on the sale of a repossessed asset in the second quarter. Also, the bank recognized a \$2 thousand gain on the sale of equipment in the second quarter.

*Non-Interest Expense:*

Non-interest expense for the period ended September 30, 2015 was \$20 million as compared to \$17.8 million for the period ended September 30, 2014. This represents an increase of \$2.2 million or 12.15%. The increase is primarily the result of our fast growth and the need to provide staffing and systems to support the growth.

**Non-Interest Expense**

|  | For the periods ended<br>September 30 |                     | Incr./<br>(Decr.)  | %<br>Change    |
|--|---------------------------------------|---------------------|--------------------|----------------|
|  | 2015                                  | 2014                |                    |                |
| Salaries & employee benefits                   | 11,892,036                            | \$10,650,263        | \$1,241,773        | 11.66 %        |
| Occupancy & equipment expense                  | 3,126,816                             | 2,463,831           | 662,985            | 26.91 %        |
| Advertising                                    | 373,080                               | 224,491             | 148,589            | 66.19 %        |
| Community and philanthropic support            | 173,500                               | 168,477             | 5,023              | 2.98 %         |
| IT & data processing                           | 606,160                               | 540,669             | 65,491             | 12.11 %        |
| Legal, professional, accounting, and exam fees | 977,506                               | 953,578             | 23,928             | 2.51 %         |
| FDIC assessments                               | 407,250                               | 358,890             | 48,360             | 13.47 %        |
| Other expense                                  | 2,458,655                             | 2,486,903           | (28,248)           | (1.14)%        |
| <b>Total Non-Interest Expense</b>              | <b>\$20,015,002</b>                   | <b>\$17,847,102</b> | <b>\$2,167,901</b> | <b>12.15 %</b> |

The largest category of expense for the Company is salaries and employee benefits. This component of non-interest expense increased by \$1.2 million for the period ended September 30, 2015 as compared to September 30, 2014 and represented an increase of 11.66%. As mentioned above, with the growth the Company has experienced year over year, the need to provide additional staffing and systems has become a priority. Benefits costs have continued to increase as well.

The increase in occupancy and equipment of \$663 thousand was mostly related to the purchases of furniture, equipment, and software. The Bank also purchased a new building in Horseshoe Bay, Texas and will implement a full-service branch in early 2016. Also, various remodel projects in Midland have contributed to an increase in these costs. Furniture purchases are generally depreciated over seven years while equipment and software are generally amortized over a three year period.

Advertising costs increased \$149 thousand or 66.19% from September 30, 2014 compared to September 30, 2015. This increase is attributable to the costs associated with the Company's rebranding initiative.

IT and data processing expenses increased \$65 thousand period over period. Most of this increase relates to growth in the bank's number of deposit and loan accounts. We contract with a major national core processing vendor to provide our data processing services and their pricing primarily relates to transaction volume and account volume.

Legal, professional, accounting, and exam fees increased \$24 thousand from the period ended September 30, 2015 compared to September 30, 2014. Consulting and professional fees decreased by \$77 thousand. This decrease is attributable to a reduction in costs associated with a recruiting engagement in 2014 and a decrease in fees associated with human resources and administration. OCC assessment expenses increased by \$24 thousand period over period. The OCC assessments are based on the call report data asset size as of December and June of each year. Audit expenses increased \$88 thousand which is primarily attributable to growth and increased regulation. Legal fees decreased by \$11 thousand period over period.

The Bank experienced an increase in FDIC assessments, or deposit insurance costs. The cost as of September 30, 2014 was \$359 thousand and for the same time period in 2015 increased to \$407 thousand. This was an increase of 13.47%. The FDIC assessment is based on the difference between average assets and average equity each calendar quarter-end period at the bank level. Total assets at the bank level increased \$104 million from period to period which resulted in increased assessment costs.

All other expenses decreased by \$28 thousand or 1.14% period over period.

## Balance Sheet Review

Our portfolio is comprised of loans made to businesses, professionals, and individuals located in the primary trade areas served by our bank. As of September 30, 2015, the Company had total net loans outstanding of \$657.9 million as compared to \$555.5 million for the same period in 2014, resulting in growth of \$102.5 million or 18.44%.

| Composition of Loans (\$ in 000's)      | September 30<br>2015 | September 30<br>2014 | Incr./<br>(Decr.) | %<br>change |
|---|----------------------|----------------------|-------------------|-------------|
| Real estate loans (held for investment) | \$452,086,734        | \$356,537,226        | \$95,549,507      | 26.80 %     |
| Real estate loans (held for sale)       | 5,342,296            | 3,470,295            | 1,872,001         | 53.94 %     |
| Loans to governmental entities          | 223,873              | 444,475              | (220,602)         | (49.63)%    |
| Commercial & industrial loans           | 178,637,233          | 155,750,796          | 22,886,437        | 14.69 %     |
| Consumer loans                          | 8,091,571            | 7,862,887            | 228,684           | 2.91 %      |
| Other loans                             | 22,874,638           | 38,419,671           | (15,545,034)      | (40.46)%    |
| Total Loans before loan loss reserve    | \$667,256,345        | \$562,485,350        | \$104,770,994     | 18.63 %     |
| Less: Loan loss reserve                 | (9,334,189)          | (7,013,513)          | (2,320,676)       | 33.09 %     |
| Total Loans                             | \$657,922,156        | \$555,471,837        | \$102,450,318     | 18.44 %     |

Real estate loans represent loans primarily for new home construction, home ownership and investment, and commercial real estate. Real estate loans held for investment represent construction and development loans for both residential and commercial real estate projects. This category also includes longer-term loans for the purpose of financing residential and commercial real estate. Real estate loans held for investment increased from \$356.5 million at September 30, 2014 to \$452.1 million as of September 30, 2015, an increase of \$95.5 million or 26.8%.

Real estate loans held for sale represent loans originated for the purpose of purchasing or refinancing one-to-four family residential properties. These loans are originated by the bank with the intent to sell to secondary market investors. The loans are generally sold within 30 days after origination. Real estate loans held for sale increased by \$1.9 million or 53.94% from September 30, 2014 to September 30, 2015.

Loans to governmental entities decreased by \$221 thousand period over period. Loans in this category generally produce tax free income much like a municipal bond.

Commercial & industrial loans increased from \$155.8 million at September 30, 2014 to \$178.6 million at September 30, 2015, an increase of \$22.9 million or 14.69%. Loans in this category include oil and gas production loans, loans to oil and gas service companies, and loans to manufacturing and wholesale supply companies and miscellaneous other commercial businesses.

Consumer loans increased by \$229 thousand or 2.91% from September 30, 2014 to September 30, 2015. The Company is interested in making consumer loans of all types, but consumer lending is not its primary focus. The Company currently has consumer credit underwriting software and a seasoned consumer credit underwriting manager. Management anticipates that our consumer loan portfolio will increase over the next several years.

All other loans decreased by \$15.5 million from September 30, 2014 to September 30, 2015. Included in this category are loans to finance agriculture, loans to purchase securities, and loans to non-depository institutions.

#### *Asset Quality:*

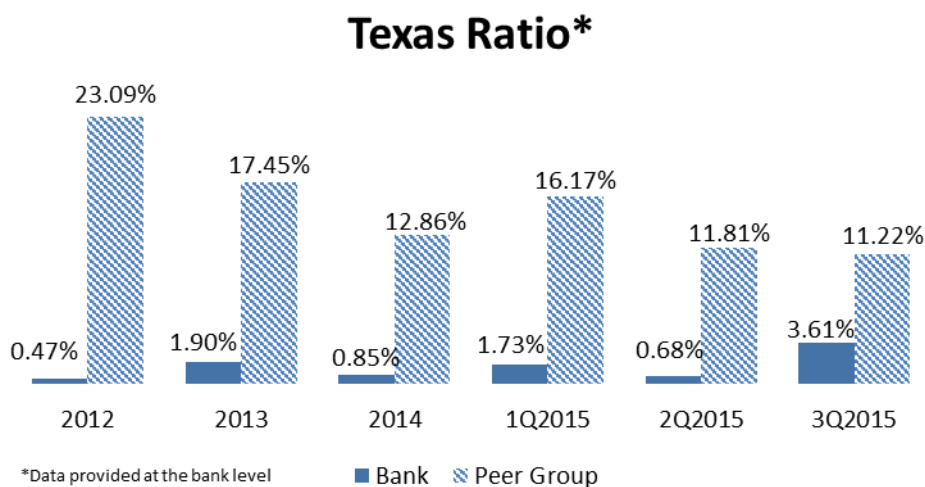
The allowance for loan losses is the amount we determine as of a specific date to be appropriate to absorb probable losses on existing loans in which full collectability is unlikely based on our review and evaluation of the loan portfolio. The provision for loan loss expense was \$2.1 million for the period ended September 30, 2015 as compared to \$920 thousand for same period in 2014. Management and the Board decided to increase our loan loss reserves to recognize the fact that we are operating in a higher risk environment due to lower oil prices. This increase to reserves was not based on any known losses. This ratio was 1.40% as of September 30, 2015, as compared to 1.25% as of September 30, 2014. As a percent of average loans, net loan charge-offs were .04% for the nine months ended in 2015 and .02% for the same period in 2014. Comparatively, the peer group averages for the same periods were 0.09% and 0.16%, respectively.

As of September 30, 2015, past due loans over 90 days as a percentage of total loans were 0.00%, the same can be said for the same period in 2014.

Loans placed on non-accrual status as a percentage of total loans were 0.08% as of September 30, 2015 compared to 0.06% at September 30, 2014. Our peer group for the same time period was 0.85% and 1.06%, respectively.

Another common measure of asset quality is the Texas Ratio. The Texas Ratio is calculated as the sum of restructured loans plus non-accrual loans plus real estate acquired in foreclosure divided by the sum of equity capital plus the allowance for loan losses.

As of September 30, 2015, the Banks's Texas Ratio was 3.61% as compared to the peer group of 11.22%. For the same period in 2014, the Company had a Texas Ratio of 1.03% as compared to its peer group of 13.81%.



#### *Interest-Bearing Deposits in Banks:*

The Company had interest-bearing deposits in banks of \$52.1 million as of September 30, 2015, as compared to \$118 million as of September 30, 2014. The average yield on these balances were 0.60% for the period in 2015 as compared to 0.50% for the same period in 2014. This decrease is attributable to a large portion of this money being used to fund a high volume of investment purchases during the first and second quarters of 2015. These balances were held with various regional banks located within the state of Texas. Management evaluates the financial strength of each bank it holds balances with on a quarterly basis to assure the safety of the investment in each bank.

#### *Available-for-Sale and Held-to-Maturity Securities:*

At September 30, 2015, available-for-sale securities had a fair value of \$24.8 million and held-to-maturity securities had an amortized cost of \$158.6 million. As of September 30, 2015, the portion of the securities portfolio classified as available-for-sale had a market gain of approximately \$742 thousand and the portion of the portfolio classified as held-to-maturity had an approximate market gain of \$1.3 million. The Company did not hold any securities as of September 30, 2015 or 2014 that would be classified as below investment grade or with any impairment.



As of September 30, 2015, the tax-equivalent yield to maturity on the portion of the securities portfolio classified as available-for-sale was 4.44%. The tax-equivalent yield to maturity on that portion of the portfolio classified as held-to-maturity was 2.57%.

Our overall tax-equivalent yield to maturity on our portfolio at September 30, 2015 was 2.82%. Comparatively, as of September 30, 2014, the tax-equivalent yield to maturity on the portion of the securities portfolio classified as available-for-sale was 4.50%. The tax-equivalent yield to maturity on that portion of the portfolio classified as held-to-maturity was 3.41%. The overall tax-equivalent yield to maturity on our portfolio at September 30, 2014 was 3.75%.

All yields are computed on a tax-equivalent basis assuming a marginal tax rate of 34.00%. Yields on available-for-sale securities are based on amortized cost. Maturities of mortgage-backed securities are based on contractual maturities and could differ due to prepayments of underlying mortgages. Maturities of other securities are reported at the earlier of maturity date or call date.

*Deposits:*

Deposits represent our primary source of funding. Total deposits were \$818.9 million as of September 30, 2015 compared to \$753.4 million as of the same period in 2014, an increase of \$65.6 million or 8.71%. The growth was mostly attributed to increases in money market and savings deposits and certificates of deposits of greater than or equal to \$100 thousand.

| <b>Composition of Deposits (\$ in 000's)</b> | September 30<br>2015 | September 30<br>2014 | Incr./<br>(Decr.)   | %<br>change   |
|--|----------------------|----------------------|---------------------|---------------|
| Non-interest bearing demand                  | \$235,463,888        | \$241,037,104        | (\$5,573,216)       | (2.31)%       |
| Interest-bearing demand                      | 58,977,276           | 55,613,518           | 3,363,758           | 6.05 %        |
| Money market and savings                     | 168,251,931          | 158,366,658          | 9,885,274           | 6.24 %        |
| Certificates of deposits ≥ \$100,000         | 316,084,692          | 262,326,900          | 53,757,792          | 20.49 %       |
| Certificates of deposits < \$100,000         | 40,168,283           | 36,018,928           | 4,149,355           | 11.52 %       |
| <b>Total Deposits</b>                        | <b>\$818,946,070</b> | <b>\$753,363,107</b> | <b>\$65,582,963</b> | <b>8.71 %</b> |

The average cost of interest-bearing deposits as of September 30, 2015 was .40% which compares to .41% for the same period in 2014. Our peer group's ratios for the same period end were .48% and .51%, respectively.

*Capital Resources:*

We evaluate capital resources by our ability to maintain adequate regulatory capital ratios to do business in the banking industry. Issues related to capital resources arise primarily when we are growing at an accelerated rate exceeding the rate of growth in our earnings or if we experience significant asset quality deterioration.

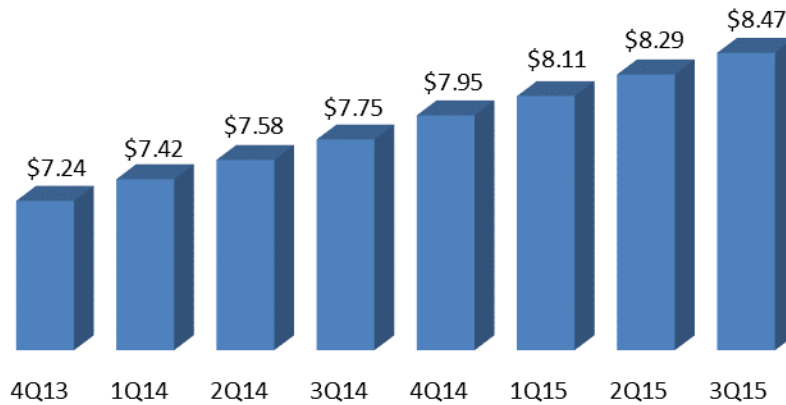
|   | Actual            |         | Minimum Required for<br>Capital Adequacy<br>Purposes |        | Required to be<br>Considered Well<br>Capitalized |         |
|---|-------------------|---------|--|--------|--|---------|
|   | Capital<br>Amount | Ratio   | Capital<br>Amount                                    | Ratio  | Capital<br>Amount                                | Ratio   |
| <b>(000's)</b>                                |                   |         |  |        |  |         |
| <b>September 30, 2015</b>                     |                   |         |  |        |  |         |
| <b>Total Capital to Risk-Weighted Assets</b>  |                   |         |  |        |  |         |
| Consolidated                                  | \$ 101,522        | 13.48 % | \$ 60,266  | 8.00 % | \$ 75,332  | 10.00 % |
| FirstCapital Bank of Texas, N.A.              | 96,882            | 12.88   | 60,160   | 8.00   | 75,200   | 10.00   |
| <b>Tier 1 Capital to Risk-Weighted Assets</b> |                   |         |  |        |  |         |
| Consolidated                                  | 92,103            | 12.23   | 45,199   | 6.00   | 60,266   | 8.00    |
| FirstCapital Bank of Texas, N.A.              | 87,480            | 11.63   | 45,120   | 6.00   | 60,160   | 8.00    |
| <b>Common Equity Tier 1</b>                   |                   |         |  |        |  |         |
| Consolidated                                  | 79,766            | 10.59   | 33,899   | 4.50   | 48,966   | 6.50    |
| FirstCapital Bank of Texas, N.A.              | 87,480            | 11.63   | 33,840   | 4.50   | 48,880   | 6.50    |
| <b>Leverage Ratio</b>                         |                   |         |  |        |  |         |
| Consolidated                                  | 92,103            | 9.49    | 38,839   | 4.00   | 48,549   | 5.00    |
| FirstCapital Bank of Texas, N.A.              | 87,480            | 9.04    | 38,724   | 4.00   | 48,405   | 5.00    |
| <b>September 30, 2014</b>                     |                   |         |  |        |  |         |
| <b>Total Capital to Risk-Weighted Assets</b>  |                   |         |  |        |  |         |
| Consolidated                                  | 92,708            | 14.52   | 51,083   | 8.00   | 63,853   | 10.00   |
| FirstCapital Bank of Texas, N.A.              | 84,812            | 13.32   | 50,922   | 8.00   | 63,653   | 10.00   |
| <b>Tier 1 Capital to Risk-Weighted Assets</b> |                   |         |  |        |  |         |
| Consolidated                                  | 85,411            | 13.38   | 25,541   | 4.00   | 38,312   | 6.00    |
| FirstCapital Bank of Texas, N.A.              | 77,515            | 12.18   | 25,461   | 4.00   | 38,192   | 6.00    |
| <b>Leverage Ratio</b>                         |                   |         |  |        |  |         |
| Consolidated                                  | 85,411            | 10.00   | 34,148   | 4.00   | 42,685   | 5.00    |
| FirstCapital Bank of Texas, N.A.              | 77,515            | 9.09    | 34,107   | 4.00   | 42,633   | 5.00    |

The Company and its bank subsidiary as of September 30, 2015, were “well capitalized” based on the ratios presented in the table above. Both the Company and its bank subsidiary are subject to regulatory capital requirements administered by the Federal Reserve and the Federal Deposit Insurance Corporation (“FDIC”). If we fail to meet the minimum capital requirements, regulatory agencies can initiate certain actions which could have a material effect on the financial statements. We believe by all measurements our capital ratios remain well above regulatory minimums.

Regulatory capital calculations set forth by the Federal Reserve allows the \$3 million in trust preferred securities to be included in Tier 1 capital of First Bancshares of Texas, Inc. Also included in this figure is Non-Cumulative Perpetual Preferred Stock with a par value of \$1.00 with 5,000,000 shares authorized, 937,044 Series 2009 shares issued and outstanding as of September 30, 2015.

The graph below illustrates at the holding company level, the increases in book value on common shares over an eight quarter period timeframe. Included on page 19 is a table of historical trades and valuations on our common stock.

## FBOT Common Share Book Value Over Past Eight Quarters



### *Dividend Policy:*

To pay dividends, we must maintain adequate capital above regulatory guidelines. In addition, if the applicable regulatory authority believes that a bank under its jurisdiction is engaged in or is about to engage in an unsafe or unsound practice (which, depending on the financial condition of the bank, could include the payment of dividends), the authority may require, after notice and hearing, that such bank cease and desist from the unsafe practice. The Federal Reserve Board, the FDIC and the OCC have each indicated that paying dividends that deplete a bank's capital base to an inadequate level would be an unsafe and unsound banking practice. The Federal Reserve Board, the OCC and the FDIC have issued policy statements that recommend that bank holding companies and insured banks should generally only pay dividends out of current operating earnings.

The Company has not paid dividends since its inception due to the need to maintain capital for growth purposes. We anticipate that we will continue to have strong growth and that we will not begin paying dividends in the immediate future. However, if growth slows, the Company could consider paying dividends at a later date.

## CAPITALIZATION

The following table represents, on a consolidated basis, the capitalization of the Company as of September 30, 2015.

|   | <b>At September 30,<br/>2015</b> |
|---|----------------------------------|
| <b>Long-Term Indebtedness:</b>  |                                  |
| Junior subordinated debentures - trust preferred securities   | <u>\$ 3,093,000</u>              |
| Total indebtedness  | <u>\$ 3,093,000</u>              |
| <b>Shareholders' Equity:</b>  |                                  |
| Common stock, par value \$1.00 per share, 15,000,000 shares authorized,<br>9,465,866 shares issued, 9,465,866 shares outstanding as of September 30, 2015 | \$ 9,465,866                     |
| Preferred stock, par value \$1.00 per share, 5,000,000 shares authorized,<br>937,044 Series 2009 shares issued and outstanding as of September 30, 2015   | 937,044                          |
| Surplus   |                                  |
| Common  | 32,015,754                       |
| Preferred   | <u>8,399,979</u>                 |
| Surplus   | 40,415,733                       |
| Treasury stock  | -                                |
| Retained earnings   | 38,283,669                       |
| Accumulated other comprehensive income  | <u>489,594</u>                   |
| Total shareholders' equity  | <u>\$ 89,591,906</u>             |
| <b>Capital Ratios (Consolidated):</b>   |                                  |
| Tier 1 leverage ratio   | 9.49%                            |
| Common Equity Tier 1 capital ratio  | 10.59%                           |
| Tier 1 risk-based capital ratio   | 12.23%                           |
| Total risk-based capital ratio  | 13.48%                           |

## HISTORICAL TRADES AND VALUATIONS

There have been very few trades in our common stock. The following table presents the low and high per share prices, number of shares traded and the number of trades per quarter for trades in our common stock of which we are aware since January 1, 2009:

| <u>Quarter</u>   | <u>Low</u> | <u>High</u> | <u>Number of Shares Traded</u> | <u>Number of Trades</u> | <u>Book Value as of Prior Quarter end</u> | <u>Multiple of Price to Book Value</u> |             |
|------------------|------------|-------------|--------------------------------|-------------------------|---|--|-------------|
|                  |            |             |                                |                         |   | <u>Low</u>                             | <u>High</u> |
| 1st Quarter 2009 | \$ 6.00    | \$ 6.00     | 43,133                         | 9                       | 3.95                                      | 1.52                                   | 1.52        |
| 2nd Quarter 2009 | \$ 6.00    | \$ 6.15     | 119,151                        | 13                      | 4.05                                      | 1.48                                   | 1.52        |
| 3rd Quarter 2009 | \$ 6.00    | \$ 6.15     | 45,850                         | 9                       | 4.12                                      | 1.46                                   | 1.49        |
| 4th Quarter 2009 | \$ 6.15    | \$ 6.35     | 43,337                         | 9                       | 4.24                                      | 1.45                                   | 1.50        |
| 1st Quarter 2010 | \$ -       | \$ -        | 0                              | 0                       | 4.32                                      | 0.00                                   | 0.00        |
| 2nd Quarter 2010 | \$ 6.35    | \$ 7.04     | 149,870                        | 11                      | 4.68                                      | 1.36                                   | 1.50        |
| 3rd Quarter 2010 | \$ 7.08    | \$ 7.25     | 160,570                        | 21                      | 4.79                                      | 1.48                                   | 1.51        |
| 4th Quarter 2010 | \$ 7.25    | \$ 7.34     | 77,000                         | 9                       | 4.89                                      | 1.48                                   | 1.50        |
| 1st Quarter 2011 | \$ 7.50    | \$ 7.50     | 22,500                         | 7                       | 5.01                                      | 1.50                                   | 1.50        |
| 2nd Quarter 2011 | \$ 6.35    | \$ 7.68     | 35,386                         | 7                       | 5.12                                      | 1.24                                   | 1.50        |
| 3rd Quarter 2011 | \$ 7.86    | \$ 8.16     | 70,306                         | 15                      | 5.30                                      | 1.48                                   | 1.54        |
| 4th Quarter 2011 | \$ 8.16    | \$ 8.43     | 140,730                        | 31                      | 5.51                                      | 1.48                                   | 1.53        |
| 1st Quarter 2012 | \$ 8.50    | \$ 8.51     | 16,194                         | 9                       | 5.68                                      | 1.50                                   | 1.50        |
| 2nd Quarter 2012 | \$ 8.50    | \$ 9.46     | 1,446,285                      | 140                     | 5.85                                      | 1.45                                   | 1.62        |
| 3rd Quarter 2012 | \$ 8.77    | \$ 9.62     | 40,160                         | 22                      | 6.41                                      | 1.37                                   | 1.50        |
| 4th Quarter 2012 | \$ 9.62    | \$ 9.91     | 21,751                         | 7                       | 6.61                                      | 1.46                                   | 1.50        |
| 1st Quarter 2013 | \$ 9.56    | \$ 10.06    | 35,334                         | 4                       | 6.71                                      | 1.42                                   | 1.50        |
| 2nd Quarter 2013 | \$ 9.25    | \$ 10.41    | 59,876                         | 12                      | 6.87                                      | 1.35                                   | 1.52        |
| 3rd Quarter 2013 | \$ 9.76    | \$ 10.55    | 58,932                         | 10                      | 6.93                                      | 1.41                                   | 1.52        |
| 4th Quarter 2013 | \$ 10.00   | \$ 10.82    | 135,149                        | 11                      | 7.10                                      | 1.41                                   | 1.52        |
| 1st Quarter 2014 | \$ 10.87   | \$ 11.01    | 89,103                         | 5                       | 7.24                                      | 1.50                                   | 1.52        |
| 2nd Quarter 2014 | \$ 11.03   | \$ 11.14    | 9,234                          | 3                       | 7.42                                      | 1.49                                   | 1.50        |
| 3rd Quarter 2014 | \$ 11.24   | \$ 11.54    | 30,632                         | 8                       | 7.58                                      | 1.48                                   | 1.52        |
| 4th Quarter 2014 | \$ 11.54   | \$ 11.81    | 79,783                         | 8                       | 7.75                                      | 1.49                                   | 1.52        |
| 1st Quarter 2015 | \$ 11.81   | \$ 12.10    | 51,216                         | 8                       | 7.95                                      | 1.49                                   | 1.52        |
| 2nd Quarter 2015 | \$ 12.31   | \$ 12.31    | 71,073                         | 7                       | 8.11                                      | 1.52                                   | 1.52        |
| 3rd Quarter 2015 | \$ 12.55   | \$ 12.59    | 94,568                         | 13                      | 8.29                                      | 1.51                                   | 1.52        |

The prices given are the result of limited trading and may not be representative of the actual value of our common stock. Trades between related parties are not included. As is evidenced in the table above, our stock has generally traded at a multiple of 1.5 times book value, as is reflected in the far right columns. We are not obligated to register our common stock or preferred stock with the SEC or, upon any registration, to create a market for our shares. Thus, a holder of our common stock may be unable to liquidate his investment and must be able to bear the economic risk of such investment indefinitely.

# OFFICERS

## OF FIRSTCAPITAL BANK OF TEXAS, N.A.

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### MICHAEL J. CANON

Chairman - First Bancshares of Texas, Inc.  
& General Counsel

### KENNETH L. BURGESS, JR.

Chairman - FirstCapital Bank of Texas, N.A.

### BRAD D. BURGESS

Chief Executive Officer

### JAY W. ISAACS

President

### TRACY BACON

Chief Operating Officer

### **MIDLAND MARKET -**

### SCOTT NELSON

President, Midland Market

### JEREMY M. BISHOP

Branch President

### BETHANY ETHEREDGE

Branch President

### TOM BECKHAM

Senior Vice President, Midland Lending Manager  
& Senior Relationship Manager

### KATIE J. BOYD

Senior Vice President, Marketing & Training Manager

### BILL J. HILL

Senior Vice President & Trust Officer

### MELANIE J. HORTON

Senior Vice President & Controller

### CHRIS L. MCGINNIS

Senior Vice President & IT Manager

### TOBY D. PAYNE

Senior Vice President & Senior Relationship Manager

### ROBIN RICHEY

Senior Vice President & Trust Administration

### BRADY ROSS

Senior Vice President & Senior Relationship Manager

### GRISELDA J. BUJANDA

Vice President & Loan Operations Manager

### SHEA FERLAND

Vice President & Team Resources Representative II

### JANA SALDIVAR

Vice President & Credit Administration Manager

### LISA SHANKS

Vice President & BSA Officer

### SCOTT STREIT

Vice President & Relationship Manager

### PHYLLIS BECHNER

Chief Financial Officer

### BRAD D. BULLOCK

Chief Risk Officer

### J. GREG BURGESS

Chief Credit Officer

### GEORGE H. REEVES

Chief Deposit & Technology Officer

### MICHAEL J. CANON, JR.

Assistant Vice President & IT Specialist

### SHERYL RYAN

Assistant Vice President & Information Security Officer

### CRYSTAL STURM

Assistant Vice President, Data Analytics & Project Manager

### CHRIS ANN WHITNEY

Assistant Vice President & Branch Manager

### CALIB WILLIAMS

Assistant Vice President & Systems Administration Officer

### GLENDA HENNING

Banking Officer & Training Manager

### MARTA HERNANDEZ

Banking Officer & Branch Manager

### STEPHANIE HILL

Banking Officer & Team Resources Representative II

### BRITTON KUHNHENN

Banking Officer, Marketing & Corporate Communication

### LIZETT LEYVA

Banking Officer & Project Analyst

### KAMI LITTLE

Banking Officer & BSA Analyst II

### CODY PETTY

Banking Officer & Branch Manager

### BLAKE SCOTT

Banking Officer & Staff Accountant II

# OFFICERS, CONT.

## OF FIRSTCAPITAL BANK OF TEXAS, N.A.

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### **AMARILLO MARKET -**

[CHRIS KOOP](#)

President, Amarillo Market

[BRAD STUTEVILLE](#)

Branch President

[BOWDEN JONES, JR.](#)

Senior Vice President & Retail Banking Manager

[LACIE McDOWELL](#)

Senior Vice President & Treasury Management

[RICKY RODRIGUEZ](#)

Senior Vice President & Operations Officer

[DONALD TAYLOR](#)

Senior Vice President & Relationship Manager

[KENNETH L. BURGESS, III](#)

Vice President & Loan Review Manager

[ANITA K. FINK](#)

Vice President & Assistant Operations Manager

[M. KAY KUHN](#)

Vice President & Amarillo Mortgage Manager

[CARMELLA SMITH](#)

Assistant Vice President & Wire Transfer Manager

[ABBY SNYDER](#)

Assistant Vice President & Branch Manager

[MEREDITH STOVER](#)

Assistant Vice President & Relationship Manager

[CHRISTY CAMPBELL](#)

Banking Officer & Branch Manager

### **HORSESHOE BAY MARKET -**

[TAMI RANDOLPH](#)

Banking Officer & Mortgage Loan Officer

### **LUBBOCK MARKET -**

[TONY PENA](#)

President, Lubbock Market

[DAVE SWECKER](#)

Executive Vice President & Mortgage Division Manager

[MARILANDA CRISTAN](#)

Senior Vice President & Consumer Credit

Underwriting Manager

[DARRELL HILL](#)

Senior Vice President & Senior Relationship Manager

[TRAVIS HILLMAN](#)

Senior Vice President & Senior Relationship Manager

[ROSALINDA MEREDITH](#)

Senior Vice President & Compliance Officer

[LISHA KING](#)

Vice President & TellerConnect Manager

[BARRETT POWER](#)

Vice President & Branch Manager

[YOLANDA BELGARA](#)

Assistant Vice President & Consumer Credit Underwriter

[CATHY COPPLE](#)

Assistant Vice President & Loan Documentation Preparation

Department Manager

[OLGA AGUNDIZ](#)

Banking Officer & Compliance Specialist

[LASEY ASHBURN](#)

Banking Officer & Relationship Manager

[SAVANNA HOLTON](#)

Banking Officer & Mortgage Loan Officer

# THE BOARD OF DIRECTORS

OF FIRSTCAPITAL BANK OF TEXAS, N.A.

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**JOHN D. BERGMAN**

Oil & Gas Independent

**JAY W. ISAACS**

President

**CARY BILLINGSLEY**

Independent Petroleum Engineer

**CHRIS MATTHEWS**

Investments

**BRAD D. BURGESS**

Chief Executive Officer

**SUBODH I. PATEL**

Hospitality Industry

**J. GREG BURGESS**

Chief Credit Officer

**ALLEN PRUITT**

Investments

**KENNETH L. BURGESS, JR.**

Chairman

**GEORGE H. REEVES**

Chief Deposit & Technology Officer

**MICHAEL J. CANON**

Chairman - First Bancshares of Texas, Inc.  
& General Counsel

**JERRY ROHANE**

Commercial Construction

**STEPHEN N. CASTLE**

Oil & Gas Independent

**C. TODD SPARKS**

Vice President & Chief Financial Officer  
Discovery Operating, Inc.

**A. SCOTT DUFFORD**

Oil & Gas Independent

**DR. JAMES WELSH**

Physician

**H. TEVIS HERD**

Attorney at Law

**TERRY D. WILKINSON**

Investments

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