

NBT BANCORP INC
Form 425
November 28, 2011

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Exchange Act of 1934
Subject Company: Hampshire First Bank
SEC File No. 0-14703

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NBT Bank Overview
NBT Bank Overview
November 21, 2011

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Who are we?

- Established in 1856
- Assets of \$5.5 Billion
- Among the 100 largest banks in the U.S.
 - 1,660 Employees
 - 1,365 in New York
 - 249 in Pennsylvania
 - 23 in Vermont
 - 21 in Massachusetts
- One each in Kentucky and Nebraska
 - 128 Branches
 - 86 in New York
 - 35 in Pennsylvania
 - 3 in Vermont
 - 4 in Massachusetts
 - 165 ATMs

NBT Bancorp at a Glance

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Where are we?

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Locations

Berkshire County Branch Acquisition

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What are we about?

Strategic Vision

NBT Bancorp Inc. will strive to remain an independent community-oriented financial service provider positioned to take advantage of strategic growth opportunities. Stockholder value will be enhanced by profitably serving our markets and by offering our customers products and services that satisfy their changing needs while building customer loyalty through responsive and superior customer service.

We will cultivate a positive working environment that promotes pride and teamwork while recognizing achievement. The company will reward employees who think like owners and exhibit the initiative necessary to ensure our growth and continued success.

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Strategic Roadmap

Vision

Values

Strategic

Focus

Areas

Budget

Incentive Plan

Business Plan

Performance Management Processes

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NBT Bancorp Culture Survey Results

This company
cares
a great deal
about
customer
satisfaction.

I am proud to
work for this
company.

I understand
the
relationship
between my
job and the
company's
direction and
goals.

% Favorable Responses

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How are we doing?

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Our Peer Group

NAME	HQ CITY	STATE	TICKER
Berkshire Hills Bancorp, Inc.	Pittsfield	MA	BHLB
Community Bank System, Inc.	Dewitt	NY	CBU
First Commonwealth Financial Corporation	Indiana	PA	FCF
F.N.B. Corporation	Hermitage	PA	FNB
National Penn Bancshares, Inc.	Boyertown	PA	NPBC
Northwest Bancorp, Inc.	Warren	PA	NWBI
Provident New York Bancorp	Montebello	NY	PBNY
S&T Bancorp, Inc.	Indiana	PA	STBA
Susquehanna Bancshares	Lititz	PA	SUSQ
Tompkins Financial Corporation	Ithaca	NY	TMP
TrustCo Bank Corp NY	Glenville	NY	TRST

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Net Interest Margin
Peer Group Comparison
Quarter Ended September 30, 2011
Source: Peer Press Releases

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Return on Average Assets
Peer Group Comparison
Quarter Ended September 30, 2011
Source: Peer Press Releases

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Return on Average Equity
Peer Group Comparison
Quarter Ended September 30, 2011
Source: Peer Press Releases

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Allowance/Nonperforming Loans
Peer Group Comparison
Quarter Ended September 30, 2011
Source: Peer Press Releases

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Loan Loss Reserve/Gross Loans
Peer Group Comparison
Quarter Ended September 30, 2011
Source: Peer Press Releases

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Nonperforming Loans/Loans
Peer Group Comparison
Quarter Ended September 30, 2011
Source: Peer Press Releases

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Relative Average Ranking

Quarter Ended September 30, 2011

Calculated using source data from Peer Press Releases

Ratios	Relative Peer Ranking
Return on Average Equity	1
Return on Average Assets	4
Net Interest Margin	1
Allowance for Loan and Leases to Total Loans	4
Nonperforming Loans to Total Loans	3
Allowance for Loan and Leases to Nonperforming Loans	3
NBTB Average Ranking	2.67

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Relative Average Ranking

Quarter Ended September 30, 2011

Calculated using source data from Peer Press Releases

2.67

3.17

4.33

5.50

6.33

7.17

7.33

7.33

8.33

9.33

9.67

6.17

2

4

6

8

10

12

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First in Customer Satisfaction
According to research conducted by
the American Customer Satisfaction
Index™ (ACSI) during the third
quarter of 2010, we scored the highest
rating in customer satisfaction versus
the largest U.S. retail banks.

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Three-Year Comparative Returns

For the period from September 30, 2008 to September 30, 2011

Source: Bloomberg

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Ten-Year Comparative Returns

For the period from September 30, 2001 to September 30, 2011

Source: Bloomberg

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How do we do this?

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- 1) Employees
 - 2) Customers
-

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Hampshire First Bank & NBT

- Strong, shared commitment to:
 - Community banking
 - Exceptional customer service
 - HFB will gain access to additional resources and continued ability to leverage local knowledge and decision making in its market area
 - Extension of NBT Bank's footprint to New Hampshire fits well with recent strategic growth in New England:
 - Organic expansion in northwestern Vermont
 - Acquisition of four new branches last month in Berkshire County, Massachusetts
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Merger/Conversion Process

- Next Steps
 - Gain additional understanding of HFB
 - Organization
 - Staff
 - Markets
 - Conversion team formation and kickoff
 - Communications
 - Employees (regular “Merger Update” newsletter)
 - Customers
 - Approval by regulators and HFB stockholders
-

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Questions
