## NBT Bancorp Announces Annual Earnings of \$52.4 Million and Stock Buyback; Declares Cash Dividend

January 23, 2006
NORWICH, NY, Jan 23, 2006 (MARKET WIRE via COMTEX News Network) -- NBT Bancorp Inc. (NBT) (NASDAQ: NBTB) reported today that net income for the year ended December 31, 2005, was $\$ 52.4$ million, or $\$ 1.60$ per diluted share, up $6 \%$ on a diluted per share basis compared with $\$ 50.0$ million or $\$ 1.51$ per diluted share for the same period in 2004. The increase in net income for the year ended December 31, 2005, was primarily the result of increases in net interest income of $\$ 7.6$ million and noninterest income of $\$ 1.6$ million partially offset by a $\$ 5.5$ million increase in noninterest expense. Return on average assets and return on average equity were $1.21 \%$ and $15.86 \%$, respectively, for the year ended December 31, 2005, compared with $1.21 \%$ and $15.69 \%$, respectively, for the same period in 2004.

Net income for the quarter ended December 31, 2005, was $\$ 13.0$ million, or $\$ 0.40$ per diluted share, up $5 \%$ on a per diluted share basis from $\$ 12.5$ million, or $\$ 0.38$ per diluted share for the same period a year ago. The increase in net income for the quarter ended December 31, 2005, was primarily the result of an increase in net interest income of $\$ 1.4$ million offset by an increase in income tax expense of $\$ 1.3$ million. Annualized return on average assets and return on average equity were $1.17 \%$ and $15.47 \%$, respectively, for the quarter ended December 31, 2005, compared with $1.18 \%$ and $15.08 \%$, respectively, for the same period in 2004.

NBT CEO and President Martin A. Dietrich stated, "I am pleased to see the improvement in earnings over the same periods in 2004. Solid loan growth, supported by strong asset quality, has enabled us to achieve another solid year of results. During 2004 and 2005, we made several investments to expand our presence in the Albany, Binghamton and northeastern Pennsylvania markets. We are pleased with the loan and deposit growth we have experienced in these newer markets. We anticipate that the acquisition of City National Bank and Trust Company will close in the first quarter of 2006. This acquisition coupled with our branch expansion program is an important component for our plan of continued growth. Our team remains committed to increasing our market share through quality growth while focusing on our ultimate goals: to be the premier provider of community banking services in the markets we serve and to enhance our shareholders' value."

Loan and Lease Quality and Provision for Loan and Lease Losses
Nonperforming loans at December 31, 2005 were $\$ 14.3$ million or $0.47 \%$ of total loans and leases compared with $\$ 16.2$ million or $0.56 \%$ of total loans and leases at December 31, 2004. The Company's allowance for loan and lease losses was $1.57 \%$ of total loans and leases at December 31, 2005 and 2004. The ratio of the allowance for loan and lease losses to nonperforming loans was $331.92 \%$ at December 31, 2005 compared with $277.75 \%$ at December 31, 2004. Net charge-offs to average loans and leases for the year ended December 31, 2005, was $0.23 \%$ compared with $0.27 \%$ for the same period in 2004. For the year and quarter ended December 31, 2005, the provision for loan and lease losses totaled $\$ 9.5$ million and $\$ 2.6$ million, respectively, compared with the $\$ 9.6$ million and $\$ 2.8$ million for the same periods in 2004.

## Net Interest Income

Net interest income for the year ended December 31, 2005 increased $5 \%$ to $\$ 158.1$ million from $\$ 150.5$ million in the same period for 2004. The Company's net interest margin was $4.01 \%$ for the year ended December 31,2005 compared with $4.03 \%$ in 2004 . Net interest income was up $4 \%$ to $\$ 40.0$ million for the quarter ended December 31, 2005, compared with $\$ 38.7$ million for the same period a year ago. The increase in net interest income was due primarily to a $5 \%$ increase in average earning assets offset by a slight decline in the Company's net interest margin, which was $3.97 \%$ for the quarter ended December 31, 2005, down from $4.03 \%$ for the same period in 2004. The increase in average earning assets was due primarily to loan growth, since average loans were up $6 \%$ for the quarter ended December 31, 2005, compared with the same period in 2004. The decrease in net interest margin is primarily attributable to the flattening yield curve, resulting in relatively flat reinvestment rates on investment securities and loans and increasing short-term borrowing and deposit costs. Dietrich added "Our expectation going forward is that our net interest margin will continue to decline given the flat yield curve and pressure on deposit pricing. Continuing the trend in loan growth we've experienced the last four years will be a key factor in overcoming this challenge."

## Noninterest Income

Noninterest income for the year ended December 31, 2005, was $\$ 42.5$ million, up $\$ 1.6$ million from $\$ 40.9$ million for the same period in 2004. Excluding net securities losses of $\$ 1.2$ million for 2005, total noninterest income increased $\$ 2.9$ million or $7 \%$ from the same period in 2004. Net securities losses of $\$ 1.2$ million resulted from the sale of $\$ 47.8$ million in securities available for sale to improve investment portfolio yield going forward. Retirement plan administration fees were $\$ 4.4$ million. This is a new service from the acquisition of EPIC Advisors, Inc. in January 2005. ATM and debit card fees increased $\$ 0.6$ million compared with the same period a year ago, due to growth from transaction deposit accounts, which has led to an increase in the Company's debit card base. Other income increased $\$ 0.9$ million from increases in consumer banking fees, mortgage banking income and title insurance revenue. Offsetting these increases was a $\$ 3.6$ million decrease in broker/dealer and insurance revenue due to the sale of the Company's broker/dealer subsidiary, M. Griffith, Inc. in March 2005.

Noninterest income for the quarter ended December 31, 2005, was $\$ 10.4$ million, up $\$ 0.1$ million from $\$ 10.3$ million for the same period in 2004. Excluding net securities losses of $\$ 0.5$ million during the quarter ended December 31, 2005, total noninterest income increased $\$ 0.6$ million or $6 \%$ from the same period in 2004. Net securities losses of $\$ 0.5$ million resulted from the previously mentioned sale of certain securities available for sale, which totaled $\$ 22.8$ million for the quarter to improve investment portfolio yield going forward. Retirement plan administration fees totaled $\$ 1.2$ million, from the previously mentioned acquisition of EPIC Advisors, Inc. in January 2005. Offsetting this increase was a $\$ 1.0$ million decrease in broker/dealer and insurance revenue due to the previously mentioned sale of the Company's broker/dealer subsidiary, M. Griffith, Inc. in March 2005.

Noninterest Expense

Noninterest expense for the year ended December 31, 2005, was $\$ 115.3$ million, up $\$ 5.5$ million or $5 \%$ from $\$ 109.8$ million for the same period in 2004. The increase in noninterest expense was due largely to increases in salaries and employee benefits and other expense. Also, 2004 included a $\$ 2.0$ million goodwill impairment charge. Salaries and employee benefits increased $\$ 4.8$ million primarily from increases in full-time-equivalent employees and merit increases as well as an increase in retirement costs and incentive compensation. Other operating expense increased $\$ 2.1$ million, principally from the reversal of a previously accrued $\$ 1.4$ million liability that was determined in the fourth quarter of 2004 to no longer be required. The $\$ 2.0$ million goodwill impairment charge in 2004 resulted from the expected sale of the Company's broker/dealer subsidiary, M Griffith, Inc. in the first quarter of 2005.

Noninterest expense for the quarter ended December 31, 2005, was $\$ 29.1$ million, down $\$ 0.3$ million from $\$ 29.4$ million for the same period in 2004. The decrease in noninterest expense resulted principally from the previously mentioned $\$ 2.0$ million goodwill impairment charge in 2004 charge offset by a $\$ 1.9$ million increase in other operating expense in 2005. The increase in other operating expense resulted from the previously mentioned reversal of a previously accrued $\$ 1.4$ million liability in 2004 that was determined to no longer be required.

## Income Taxes

Income tax expense for the quarter ended December 31, 2005, was $\$ 5.7$ million, up $\$ 1.3$ million from the $\$ 4.4$ million recorded during the same period in 2004. The effective rate for the quarter ended December 31, 2005, was $30.5 \%$, compared with $25.8 \%$ for the same period in 2004. The increase in tax expense and the effective tax rate for the quarter ended December 31, 2005, compared with the same period in 2004, was due to the reversal of a previously accrued $\$ 0.8$ million liability that was determined to no longer be required for the quarter ended December 31, 2004.

## Balance Sheet

Total assets were $\$ 4.4$ billion at December 31, 2005 up $\$ 0.2$ billion from $\$ 4.2$ billion at December 31, 2004. Loans and leases increased $\$ 0.1$ billion or $5 \%$ from $\$ 2.9$ billion at December 31, 2004, to $\$ 3.0$ billion at December 31, 2005. Loan growth was driven predominantly by consumer loans and commercial loans. Total deposits were $\$ 3.2$ billion at December 31, 2005, up $\$ 0.1$ billion from $\$ 3.1$ billion at December 31, 2004. Stockholders' equity was $\$ 333.9$ million, representing a total-equity-to-total-assets ratio of $7.54 \%$ at December 31, 2005 compared with $\$ 332.2$ million or a total-equity-to-total-assets ratio of $7.89 \%$ at December 31, 2004.

## Stock Buyback

NBT announced today that the NBT Board of Directors authorized a new repurchase program whereby NBT intends to repurchase up to an additional $1,000,000$ shares (approximately 3\%) of its outstanding common stock from time to time as market conditions warrant in open market and privately negotiated transactions. Currently, there are 503,151 shares remaining under a previous authorization that will be combined with the new authorization, increasing the total shares available for repurchase to $1,503,151$. Under the program no shares will knowingly be repurchased from officers and directors of NBT or from persons who hold in excess of five percent of its outstanding shares of common stock. The Company acquired $1,008,114$ shares of its common stock at an average price of $\$ 22.97$ per share, totaling $\$ 23.2$ million for the year ended December 31, 2005.

## Dividend Declared

The NBT Board of Directors declared a quarterly cash dividend of $\$ 0.19$ per share at a meeting held today. The dividend will be paid on March 15 , 2006, to shareholders of record as of March 1, 2006.

## Corporate Overview

NBT is a financial holding company headquartered in Norwich, NY, with total assets of $\$ 4.4$ billion at December 31, 2005. The Company primarily operates through NBT Bank, N.A., a full-service community bank with two divisions, and through a financial services company. NBT Bank, N.A. has 113 locations, including 74 NBT Bank offices in upstate New York and 39 Pennstar Bank offices in northeastern Pennsylvania. EPIC Advisors, Inc., based in Rochester, NY, is a full-service 401 (k) plan recordkeeping firm. In June 2005, NBT announced that it had agreed to acquire CNB Bancorp, Inc. (CNB), which has total assets of approximately $\$ 400$ million and is headquartered in Gloversville, NY. The merger is subject to CNB shareholder approval and is expected to close in the first quarter of 2006. More information about NBT and its divisions can be found on the Internet at www.nbtbancorp.com, www.nbtbank.com, www.pennstarbank.com and www.epic1st.com.

## Forward-Looking Statements

This news release contains forward-looking statements. These forward-looking statements involve risks and uncertainties and are based on the beliefs and assumptions of the management of NBT Bancorp and its subsidiaries and on the information available to management at the time that these statements were made. There are a number of factors, many of which are beyond NBT's control, that could cause actual conditions, events
or results to differ significantly from those described in the forward-looking statements. Factors that may cause actual results to differ materially from those contemplated by such forward-looking statements include, among others, the following possibilities: (1) competitive pressures among depository and other financial institutions may increase significantly; (2) revenues may be lower than expected; (3) changes in the interest rate environment may reduce interest margins; (4) general economic conditions, either nationally or regionally, may be less favorable than expected, resulting in, among other things, a deterioration in credit quality and/or a reduced demand for credit; (5) legislative or regulatory changes, including changes in accounting standards and tax laws, may adversely affect the businesses in which NBT is engaged; (6) competitors may have greater financial resources and develop products that enable such competitors to compete more successfully than NBT; (7) the costs that will be incurred from the CNB acquisition and the risk of not obtaining CNB shareholder approval; and (8) adverse changes may occur in the securities markets or with respect to inflation. Forward-looking statements speak only as of the date they are made. Except as required by law, NBT does not undertake to update forward-looking statements to reflect subsequent circumstances or events.

NBT Bancorp Inc.
SELECTED FINANCIAL HIGHLIGHTS
(unaudited)

> Net Percent

20052004
Change Change


December 31,
Loans $\quad \$ 3,022,657$ \$ 2,869,921 \$ 152,736 5\%

Earning Assets
$\$ 4,129,350$ \$ 3,940,565 \$ 188,785 5\%
Total Assets
$\$ 4,426,773$ \$ $4,212,304$ \$ 214,469
Deposits
$\$ 3,160,196$ \$ 3,073,838 \$ 86,358
Stockholders' Equity
\$ 333,943 \$ 332,233 \$ 1,710 1\%

Average Balances
Quarter Ended December 31,
Loans
Securities AFS (excluding
unrealized gains or losses)
Securities HTM
Regulatory Equity Investment
Short-Term Interest
Bearing Accounts
Total Earning Assets
Total Assets
\$ 3,012,561 \$ 2,843,841 \$ 168,720 6\%

Interest Bearing Deposits

| $\$$ | 965,742 | $\$$ | $956,183 \$$ | 9,559 | $1 \%$ |
| :--- | :---: | :---: | :---: | :---: | ---: |
| $\$$ | 92,054 \$ | $81,152 \$$ | 10,902 | $13 \%$ |  |
| $\$$ | $39,277 \$$ | $34,920 \$$ | 4,357 | 12 |  |
|  |  |  |  |  |  |
| $\$$ | $7,676 \$$ | $7,419 \$$ | 257 | $3 \%$ |  |

$\$ 4,117,310 \$ 3,923,514$ \$ 193,796 5\%

Non-Interest Bearing Deposits
Short-Term Borrowings
Long-Term Borrowings
$4,393,140$ \$ 4,206,900 \$ 186,240 4\%

Total Interest Bearing
Liabilities
Stockholders' Equity
\$ 333,450 \$ 329,543 \$ 3,907 1\%

Average Balances
Twelve Months Ended
December 31,
Loans
Securities AFS
(excluding unrealized gains

| or losses) | \$ | 954,461 | \$ | 970,024 | \$ | $(15,563)$ | -2\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Securities HTM | \$ | 88,244 | \$ | 85,771 | \$ | 2,473 | 3\% |
| Regulatory Equity Investment | \$ | 37,607 | \$ | 34,813 | \$ | 2,794 | 8\% |
| Short-Term Interest |  |  |  |  |  |  |  |
| Bearing Accounts | \$ | 7,298 | \$ | 7,583 | \$ | (285) | -4\% |
| Total Earning Assets | \$ | 4,046,866 | \$ | 3,841,944 |  | 204,922 | 5\% |
| Total Assets | \$ | 4,326,155 | \$ | 4,120,547 | \$ | 205,608 | 5\% |
| Interest Bearing Deposits | \$ | 2,615,833 | \$ | 2,555,384 |  | 60,449 | $2 \%$ |
| Non-Interest Bearing Deposits | \$ | 543,077 | \$ | 492,746 |  | 50,331 | 10\% |
| Short-Term Borrowings | \$ | 353,644 | \$ | 302,276 | \$ | 51,368 | 17\% |
| Long-Term Borrowings | \$ | 430,487 | \$ | 400,053 | \$ | 30,434 | 8\% |
| Total Interest Bearing |  |  |  |  |  |  |  |
| Stockholders' Equity | \$ | 330,676 | \$ | 318,901 | \$ | 11,775 | 4\% |

Securities HTM
Regulatory Equity Investment
Short-Term Interest
Bearing Accounts
$\$ 2,959,256 \$ 2,743,753 \$ 215,503$
$8 \%$

NBT Bancorp Inc. and Subsidiaries
Consolidated Balance Sheets (unaudited)
(in thousands)
ASSETS
Cash and due from banks
Short term interest bearing accounts
Securities available for sale, at fair value
Securities held to maturity (fair value
of $\$ 93,701$ and $\$ 82,712$ at December 31, 2005 and
December 31, 2004, respectively) 93,709 81,782
Federal Reserve and Federal Home Loan Bank stock
Loans and leases
Less allowance for loan and lease losses

Net loans and leases
Premises and equipment, net
Goodwill

|  | $2005$ |  | $\begin{aligned} & \text { nber 31, } \\ & 004 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| \$ | 134,501 | \$ | 98,437 |
|  | 7,987 |  | 8,286 |
|  | 954,474 |  | 952,542 |

954,474 952,542

$$
3,022,657 \quad 2,869,921
$$

| 47,455 | 44,932 |
| :---: | :---: |
| 2,975,202 | 2,824,989 |
| 63,693 | 63,743 |
| 47,544 | 45,570 |


| Intangible assets, net Bank owned life insurance |  | 3,808 |  | 2,013 |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 33, | 648 | 32,302 |
| Other assets |  | 71,948 |  | 65,798 |
| TOTAL ASSETS |  | \$ 4,426,773 | \$ 4,212,304 |  |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| Deposits: |  |  |  |  |
| Demand (noninterest bearing) |  | \$ 593, | ,422 \$ | 520,218 |
| Savings, NOW, and money market |  | 1,325,166 |  | 1,435,561 |
| Time |  | 1,241,608 |  | 1,118,059 |
| Total deposits |  | 3,160,196 |  | 3,073,838 |
| Short-term borrowings |  | 444,977 |  | 338,823 |
| Long-term debt |  | 414,330 |  | 394,523 |
| Trust preferred debentures |  | 23,875 |  | 18,720 |
| Other liabilities |  | 49,452 |  | 54,167 |
| Total liabilities |  | 4,092,830 |  | 3,880,071 |
| Total stockholders' equity |  | 333,943 |  | 332,233 |
| TOTAL LIABILITIES AND STOCKHOLDERS' | EQUITY | \$ 4,426,773 |  | \$ 4,212,304 |
| Three months ended Twelve months ended |  |  |  |  |
| NBT Bancorp Inc. and Subsidiaries | December 31, |  | December 31, |  |
| Consolidated Statements of Income (unaudited) | $2005$ | 2004 | 2005 | 2004 |
| (in thousands, except per share data) |  |  |  |  |
| Interest, fee and dividend income: |  |  |  |  |
| Loans and leases | \$ 50,726 | \$ 42,983 \$ | \$ 189,714 | \$ 163,795 |
| Securities available for sale | 10,544 | 10,398 | 41,120 | 42,264 |
| Securities held to maturity | 913 | 761 | 3,407 | 3,044 |
| Other | 575 | 279 | 2,126 | 1,076 |
| Total interest, fee |  |  |  |  |
| Interest expense: |  |  |  |  |
| Deposits | 14,352 | 10,299 | 49,932 | 39,761 |
| Short-term borrowings | 3,911 | 1,307 | 10,984 | 4,086 |
| Long-term debt | 4,098 | 3,919 | 16,114 | 15,022 |
| Trust preferred debentures | 375 | 235 | 1,226 | 823 |
| Total interest expense | 22,736 | 15,760 | 78,256 | 59,692 |
| Net interest income | 40,022 | 38,661 | 158,111 | 150,487 |
| Provision for loan and lease losses | 2,596 | 2,750 | 9,464 | 9,615 |
| Net interest income after provision |  |  |  |  |
| for loan and lease losses | 37,426 | 35,911 | 148,647 | 140,872 |
| Noninterest income: |  |  |  |  |
| Trust | 1,234 | 1,174 | 5,029 | 4,605 |
| Service charges on deposit accounts | 4,340 | 4,184 | 16,894 | 4 16,470 |
| ATM and debit card fees | 1,587 | 1,402 | 6,162 | 5,530 |
| Broker/dealer and insurance revenue | 527 | 1,572 | 3,186 | 6,782 |
| Net securities (losses) gains | (546) | 160 | $(1,236)$ | ) 216 |
| Bank owned life insurance income | 342 | 345 | 1,347 | 1,487 |
| Retirement plan administration fees | 1,212 | - | 4,426 | - |
| Other | 1,736 | 1,503 | 6,741 | 5,799 |
| Total noninterest income | 10,432 | 10,340 | 42,549 | 40,889 |
| Noninterest expense: |  |  |  |  |
| Salaries and employee benefits | 13,863 | 14,308 | 60,005 | 55,204 |



| Equipment | 2,120 | 1,971 | 1,931 | 2,096 | 1,998 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Professional fees and outside services | 1,584 | 1,447 | 1,381 | 1,675 | 1,583 |
| Data processing and communications | 2,548 | 2,613 | 2,530 | 2,658 | 2,740 |
| Amortization of intangible assets | 142 | 142 | 142 | 118 | 71 |
| Loan collection and other real estate owned | 278 | 115 | 208 | 401 | 431 |
| Goodwill impairment | - | - | - | - | 1,950 |
| Other operating | 4,703 | 3,293 | 3,580 | 2,544 | 2,792 |
| Total noninterest expense | 29,149 | 28,579 | 28,696 | 28,881 | 29,407 |
| Income before income taxes | 18,709 | 18,971 | 19,363 | 18,848 | 16,844 |
| Income taxes | 5,714 | 5,445 | 6,235 | 6,059 | 4,353 |
| Net income | \$12,995 \$13,526 \$13,128 \$12,789 \$12,491 |  |  |  |  |
| Earnings per share: |  |  |  |  |  |
| Basic | \$ 0.40 | \$ 0.42 \$ | 0.41 \$ | 0.39 \$ | 0.38 |
| Diluted | \$ 0.40 | \$ 0.41 \$ | 0.40 \$ | 0.39 \$ | 0.38 |

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