

2013 ANNUAL MEETING

MAY 7, 2013



2012 Financial Highlights

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2012 Financial Highlights

- Net Income of \$54.6 Million
- Diluted Earnings Per Share of \$1.62
- Total Assets at \$6.0 Billion

2012 Financial Highlights

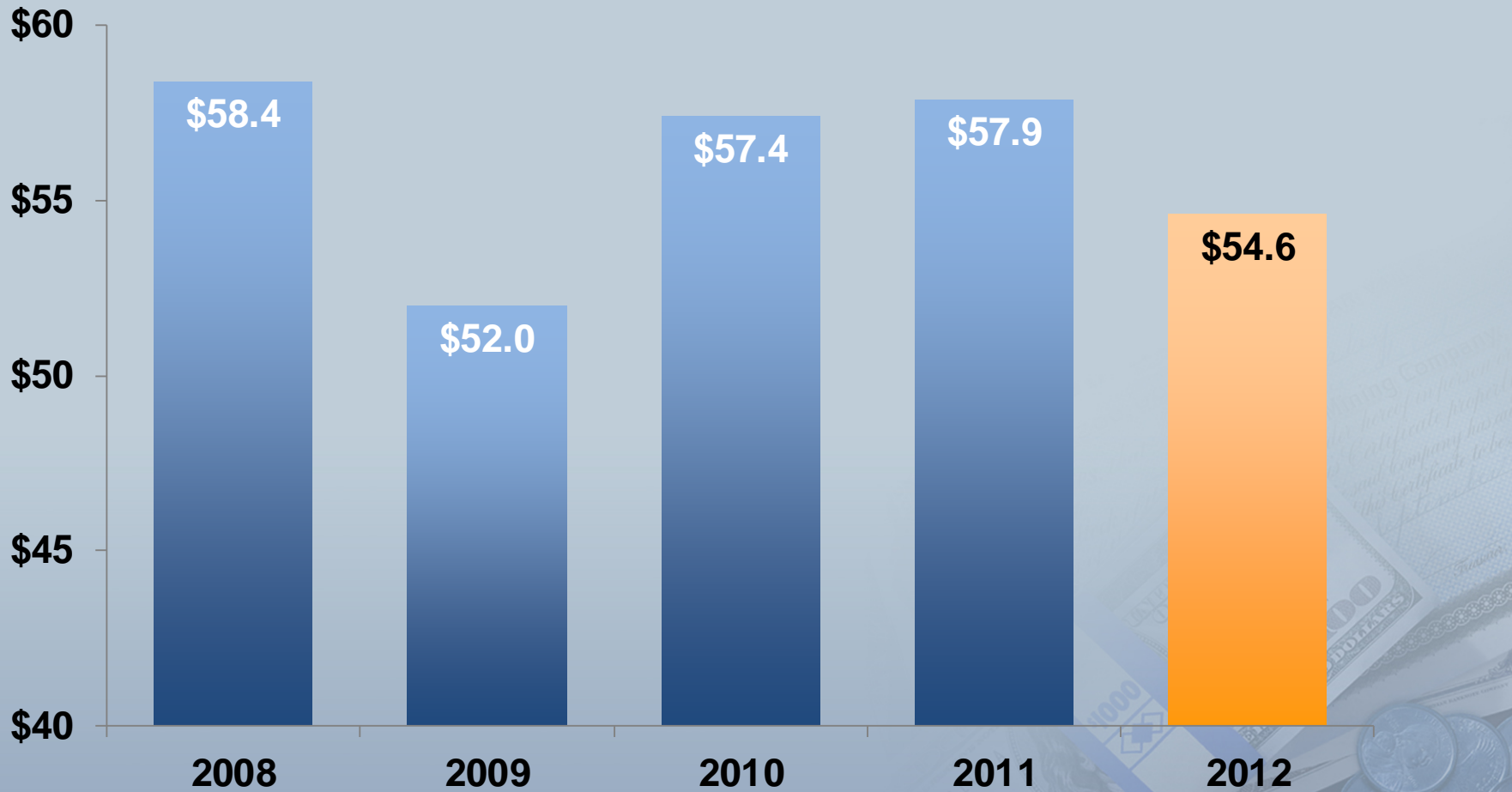
- Net Interest Margin at 3.86%
- Return on Average Tangible Equity of 14.14%
- Return on Average Assets of 0.93%

Historical Perspective

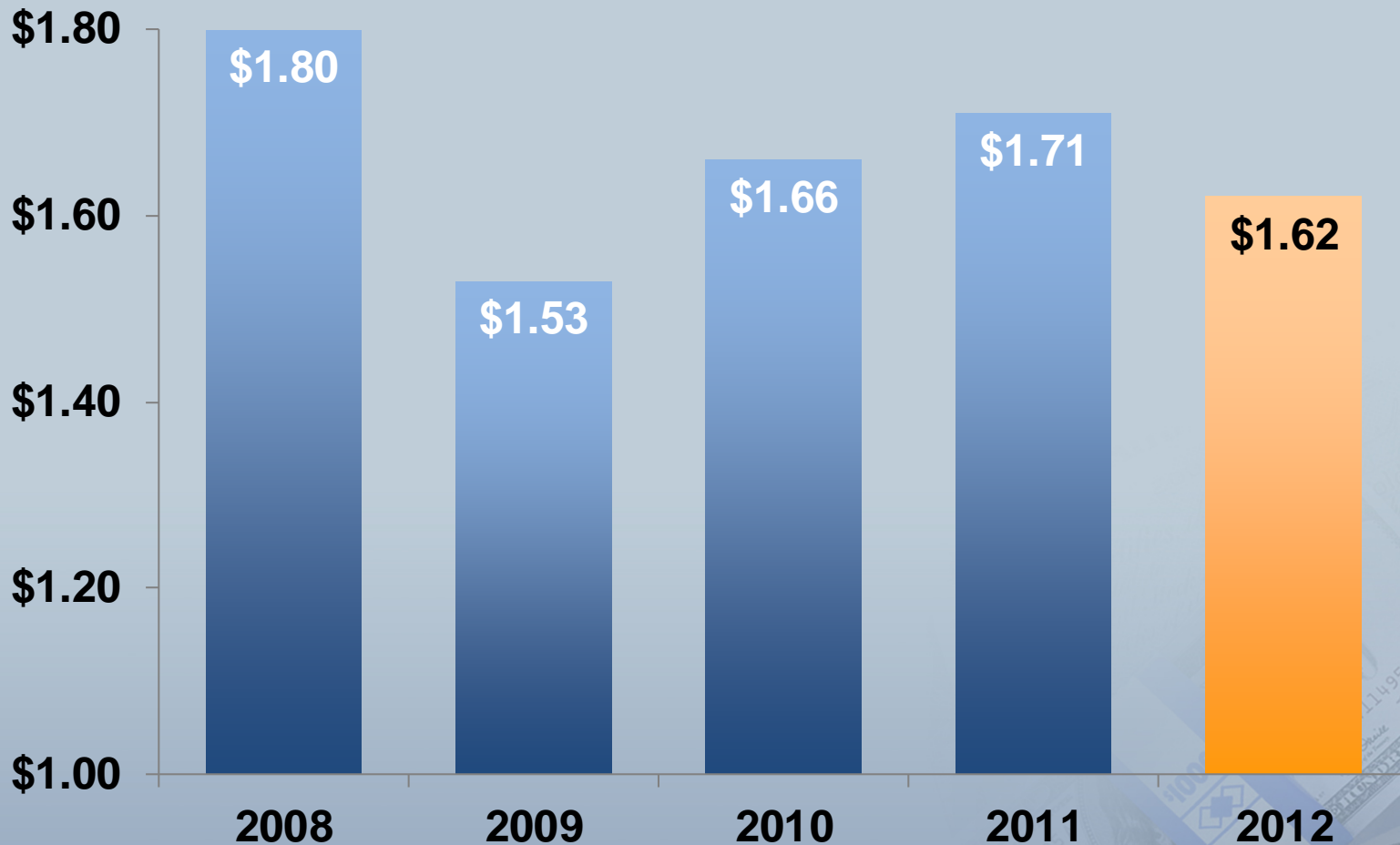
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Net Income

Dollars in Millions

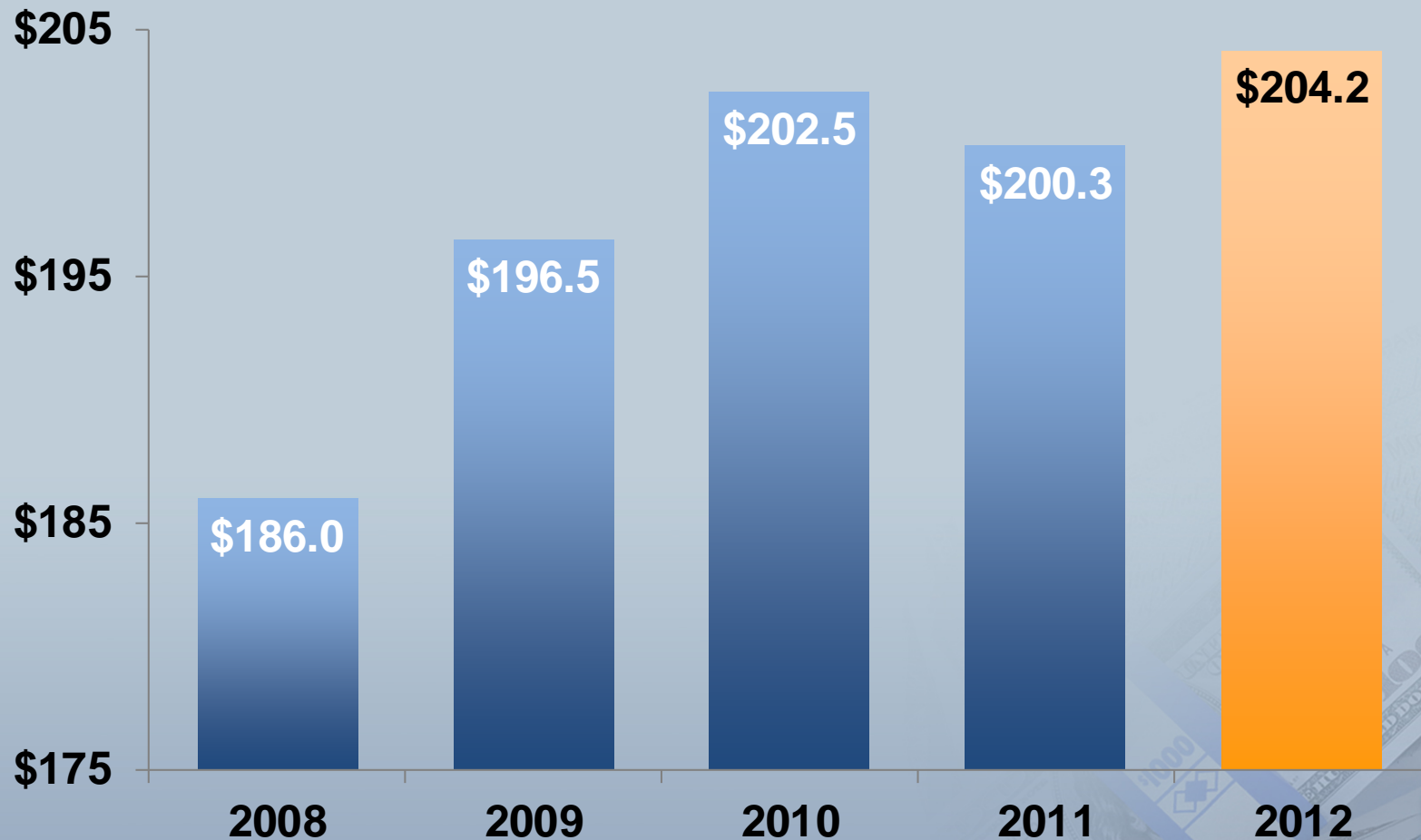


Diluted Earnings Per Share



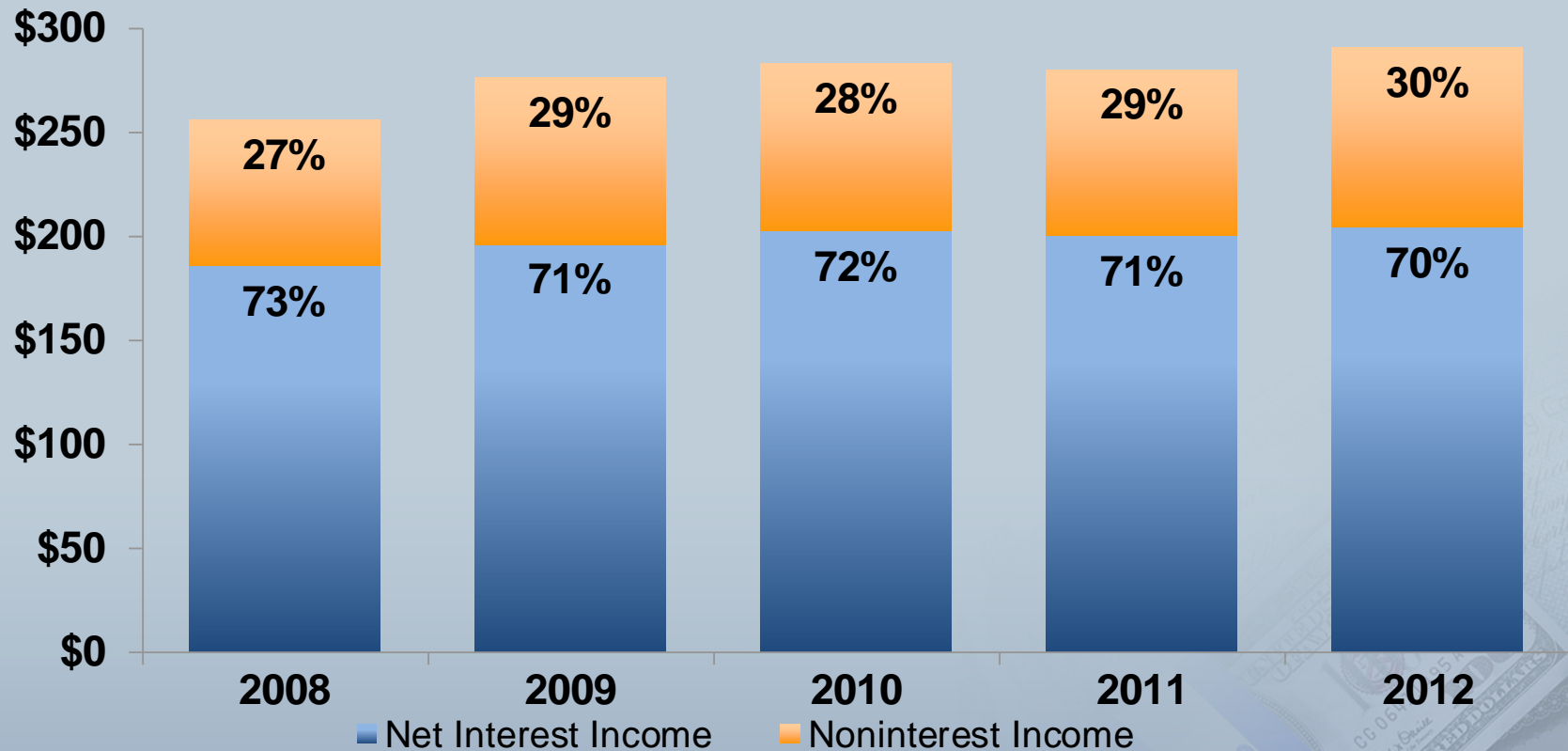
Net Interest Income

Dollars in Millions



Total Revenue

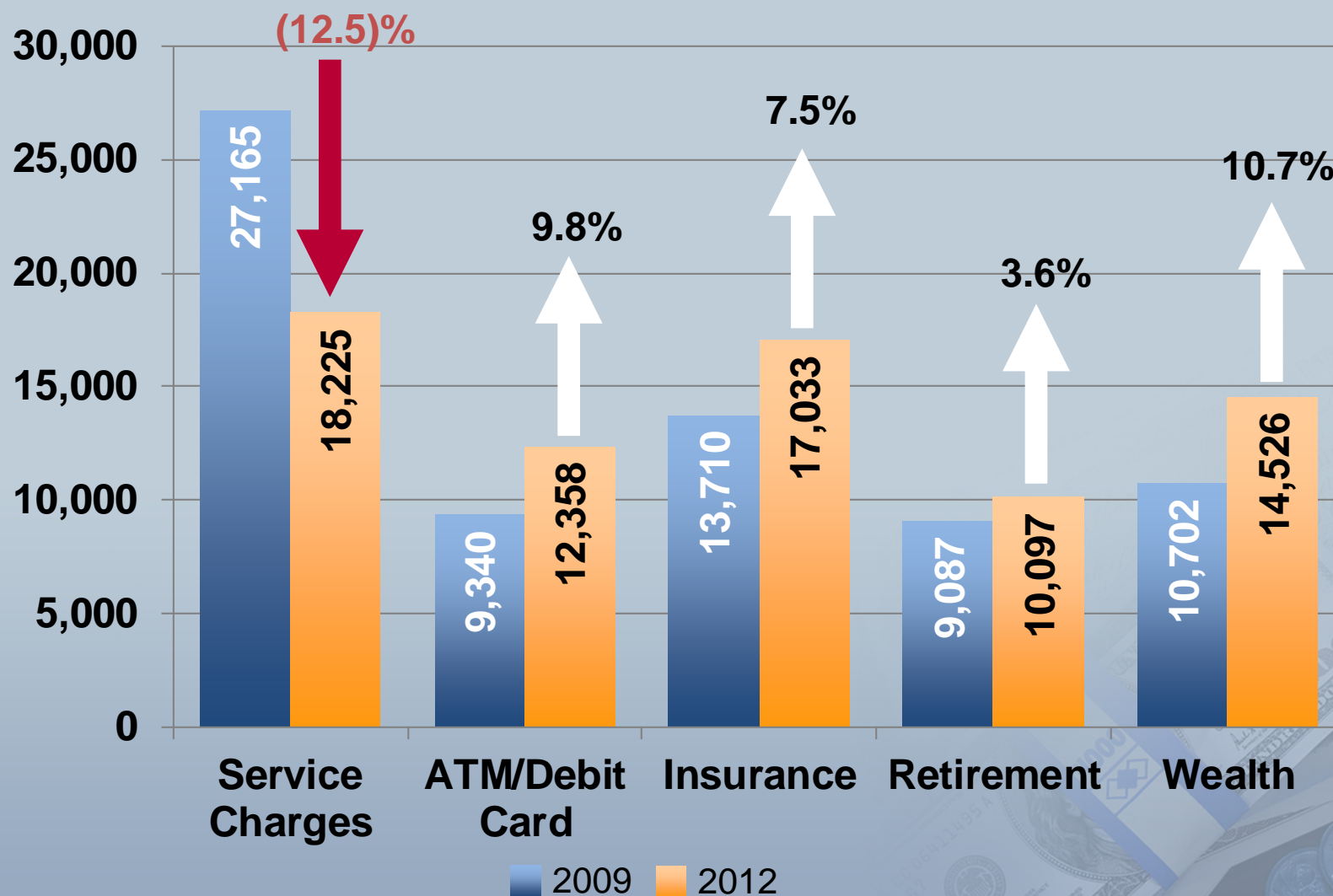
Dollars in Millions



Compound Annual Growth Rate: 3.2%

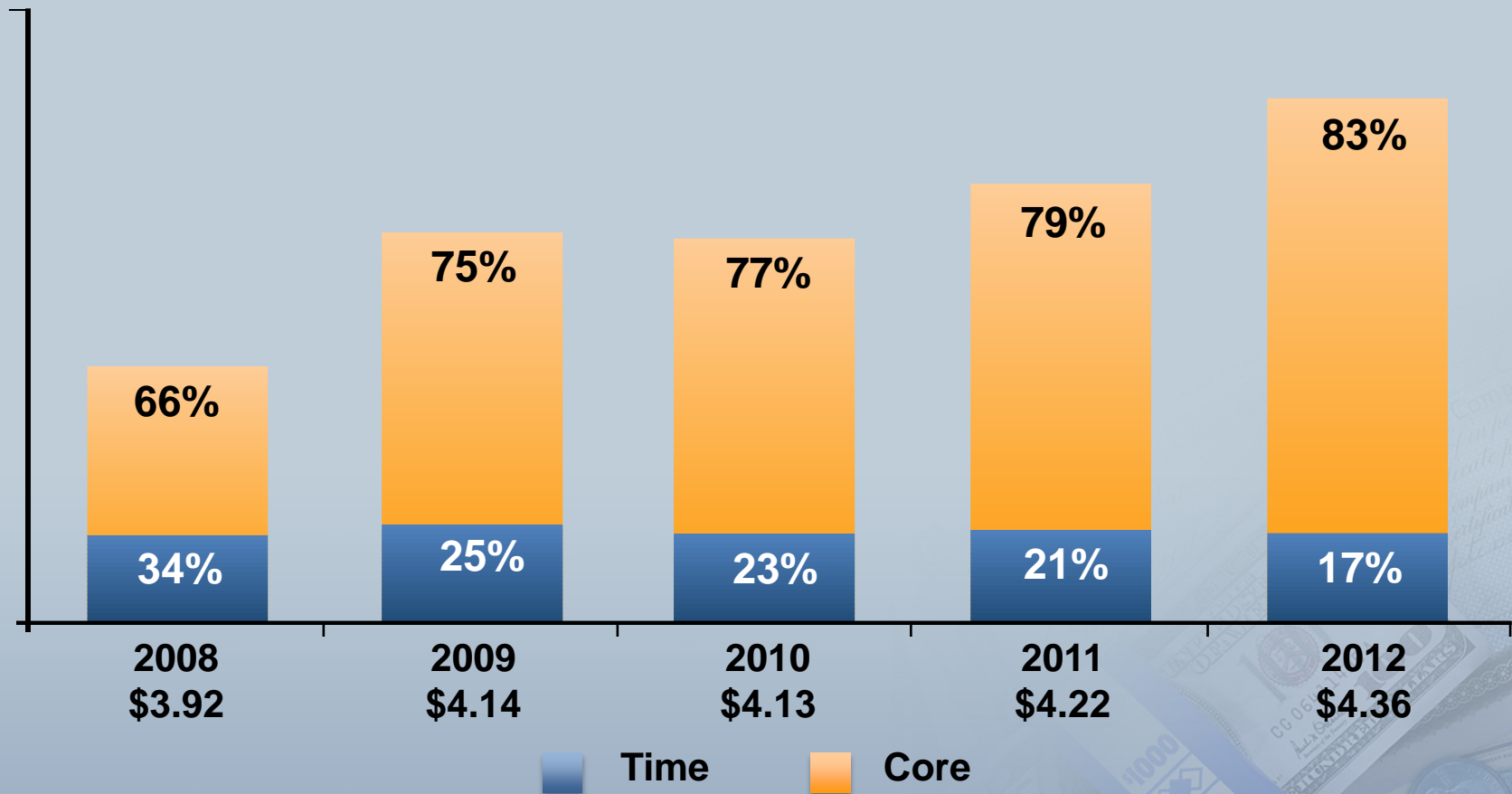
Noninterest Income Sources of Growth

Dollars in Millions



Core Deposit Growth

Dollars in Billions

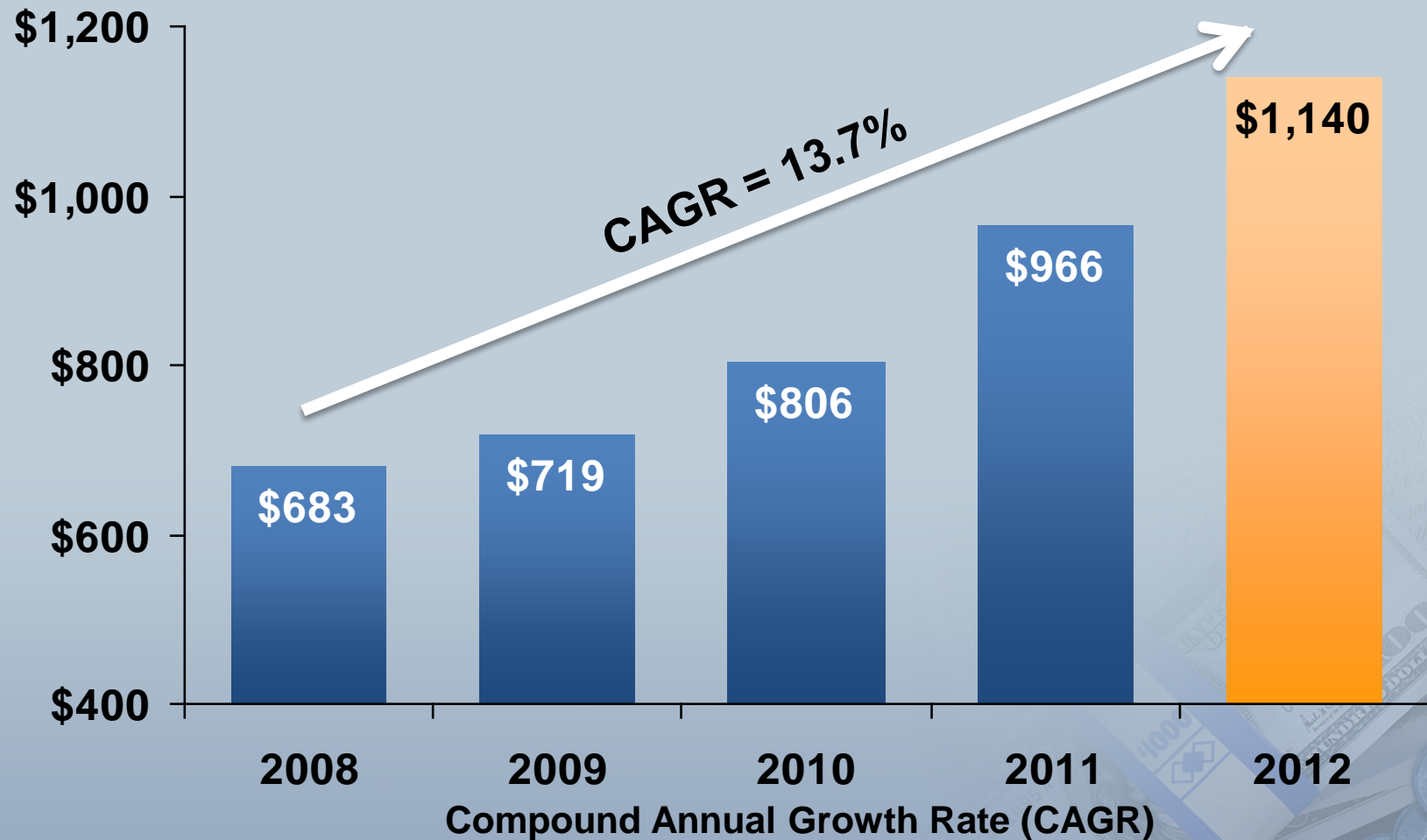


Compound Annual Growth Rate: 8.8%

Data shown as of 12/31/2012 without acquired deposits.

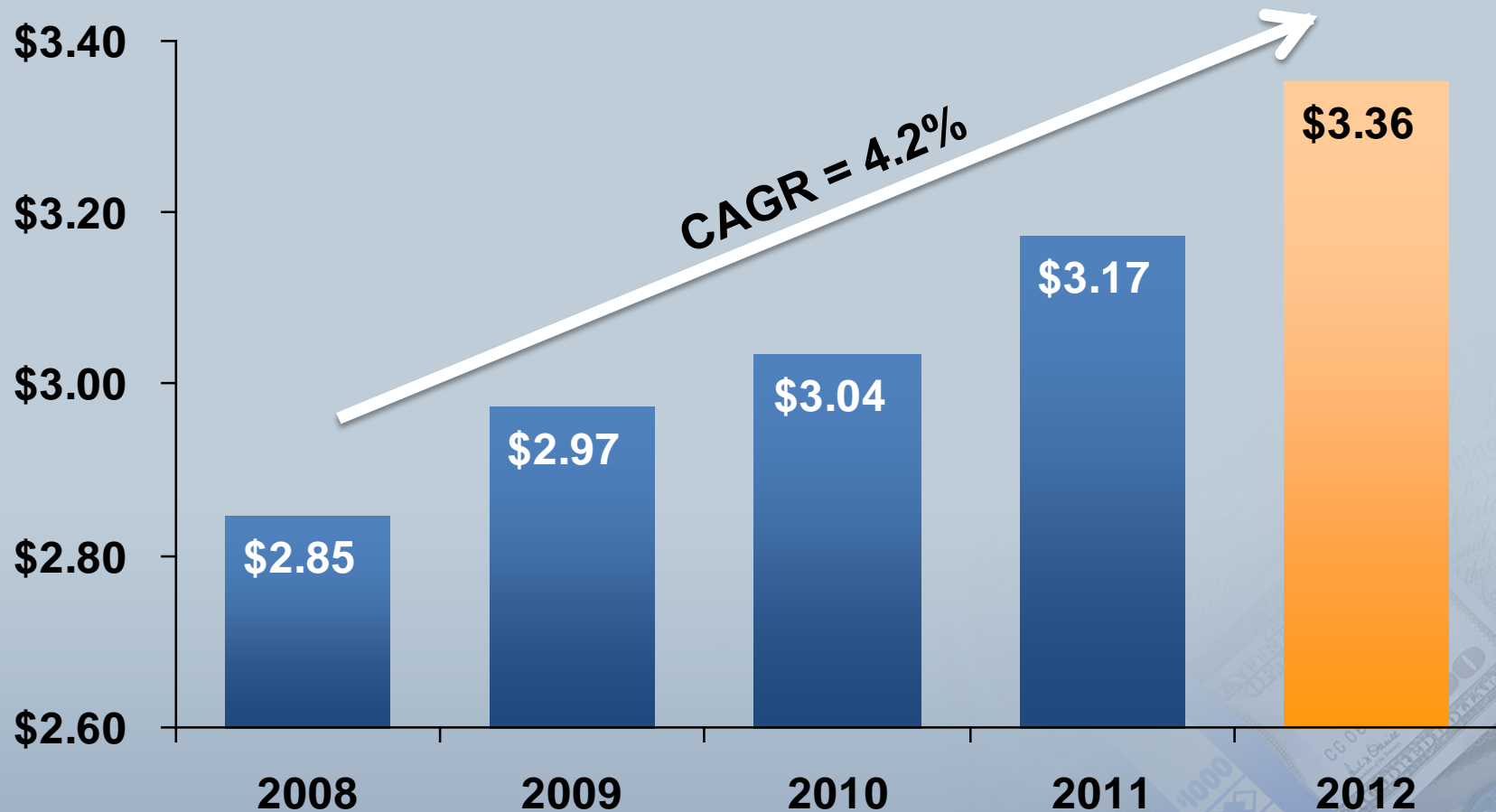
DDA Deposit Balance Growth

Dollars in Millions



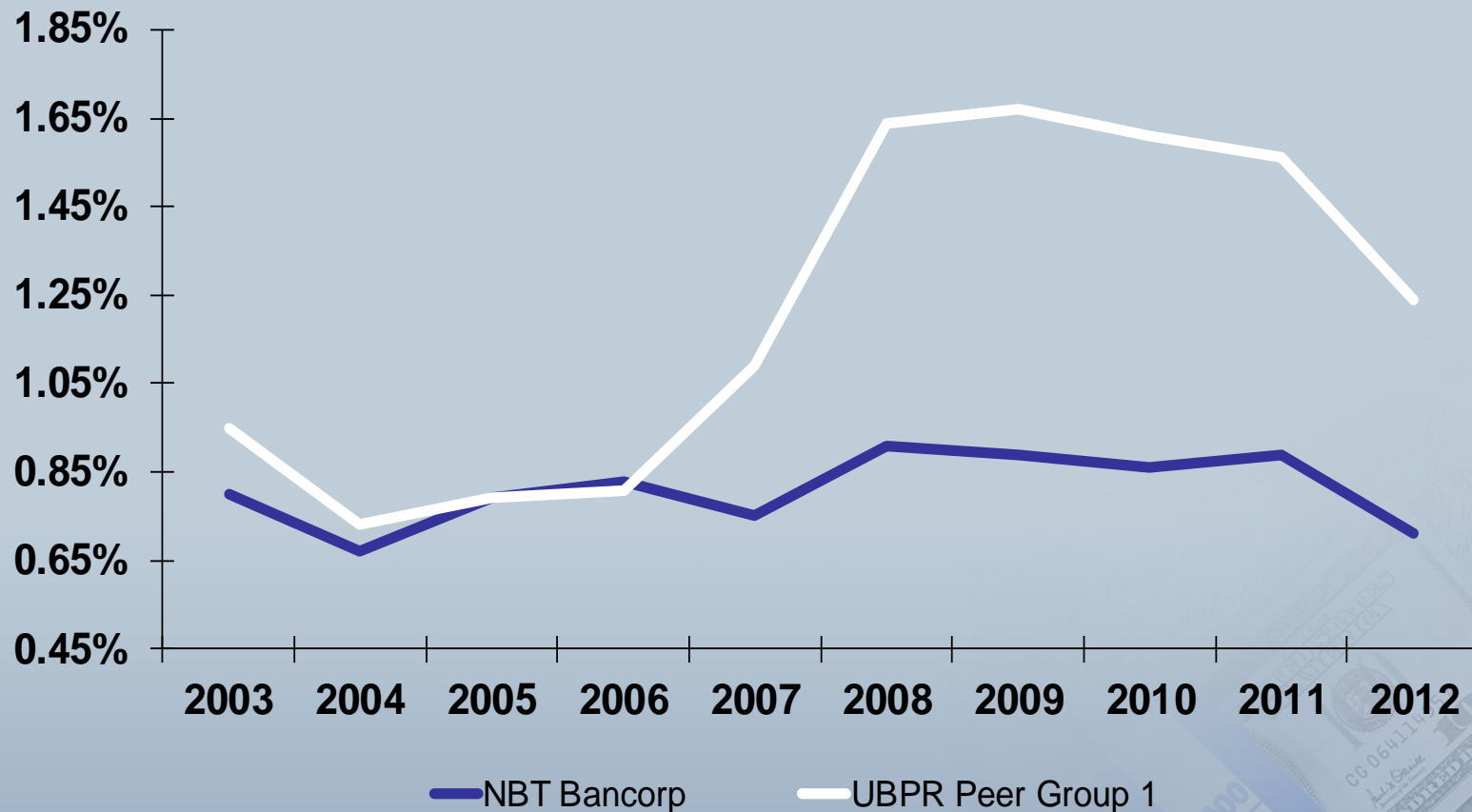
Core Loan Growth

Dollars in Billions



Compound Annual Growth Rate (CAGR)

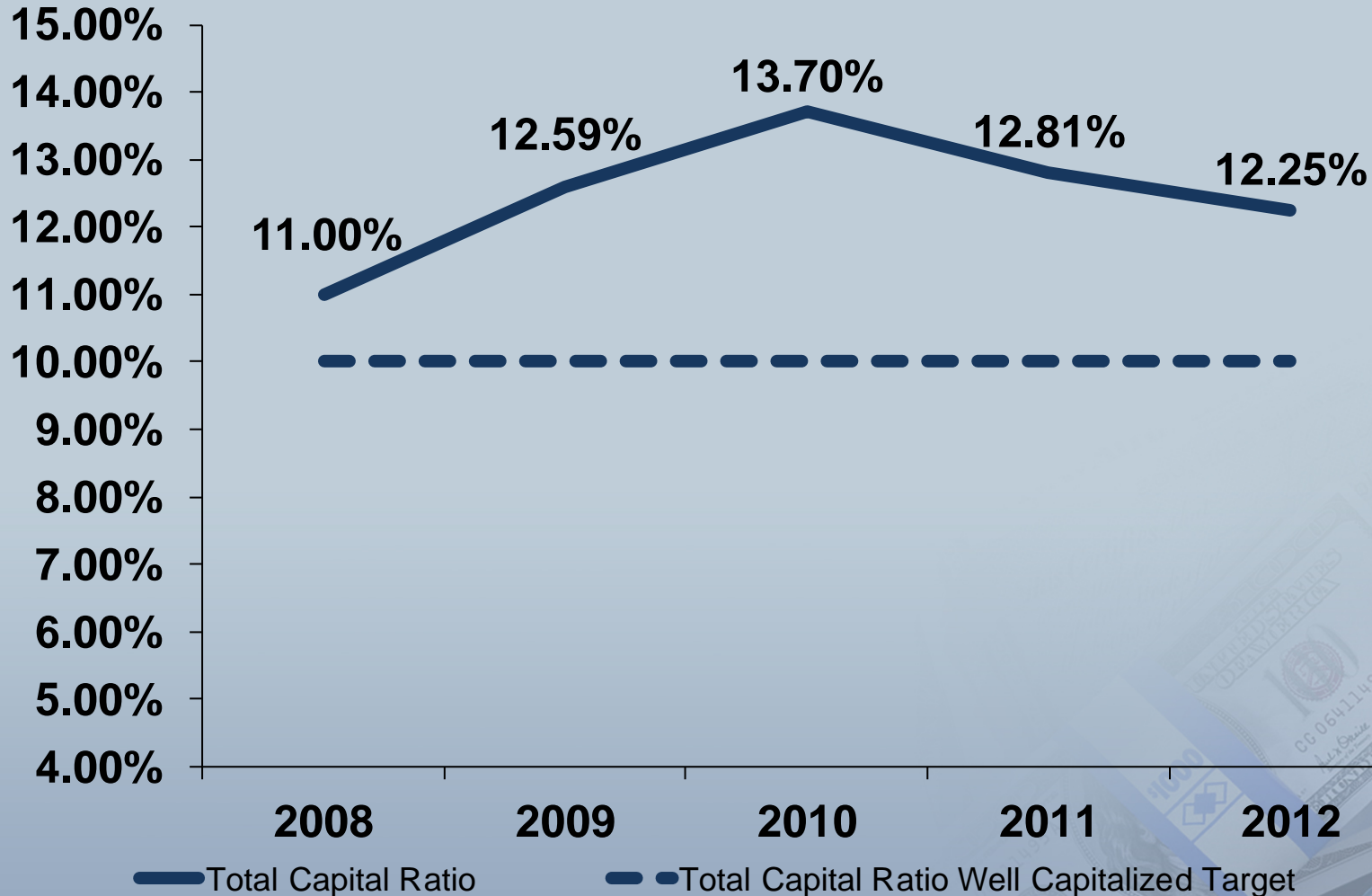
Past Due Loan Ratio



The Uniform Bank Performance Report (UBPR) is an FFIEC report derived from call report data.

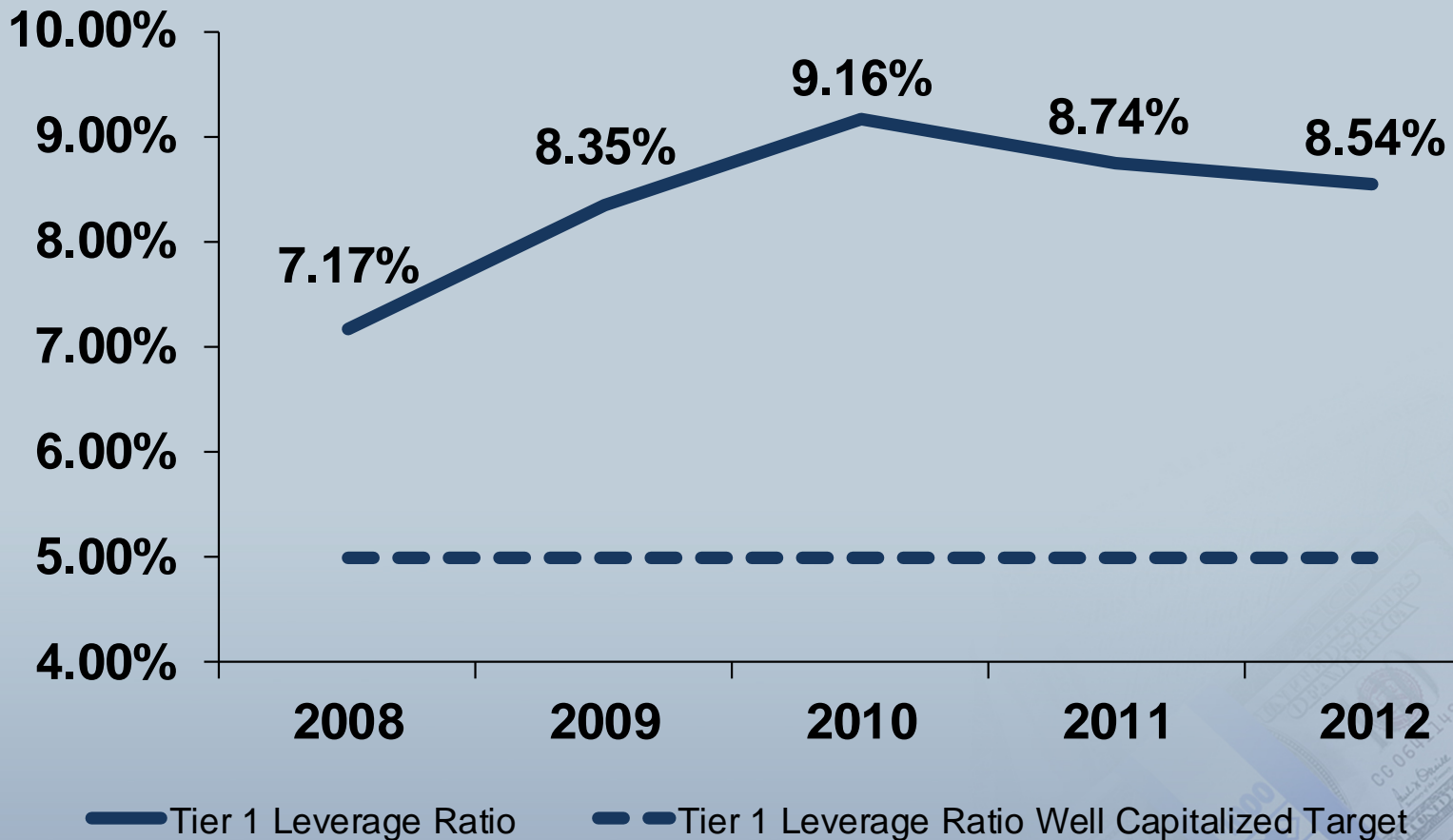
Capital Strength

As of December 31



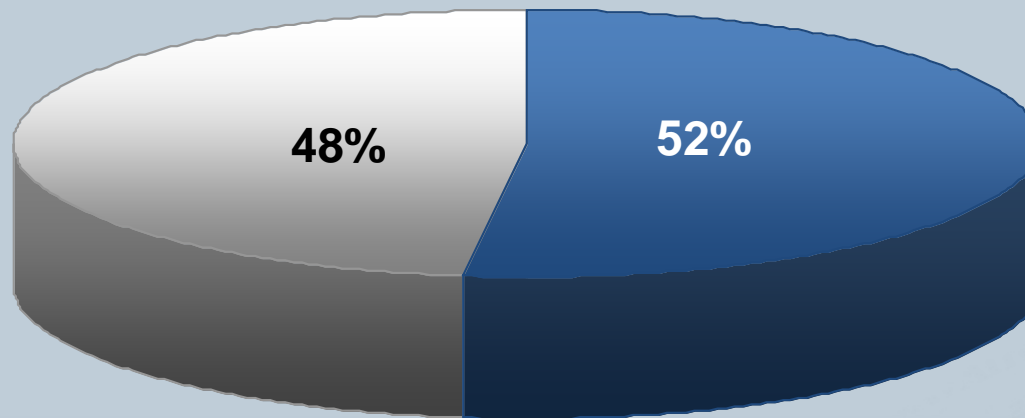
Capital Strength

As of December 31



Earnings Distribution

Past Ten Years



■ Capital Retained ■ Dividends

The Company has a diversified utilization of capital with a strong return to its shareholders.

Peer Comparison

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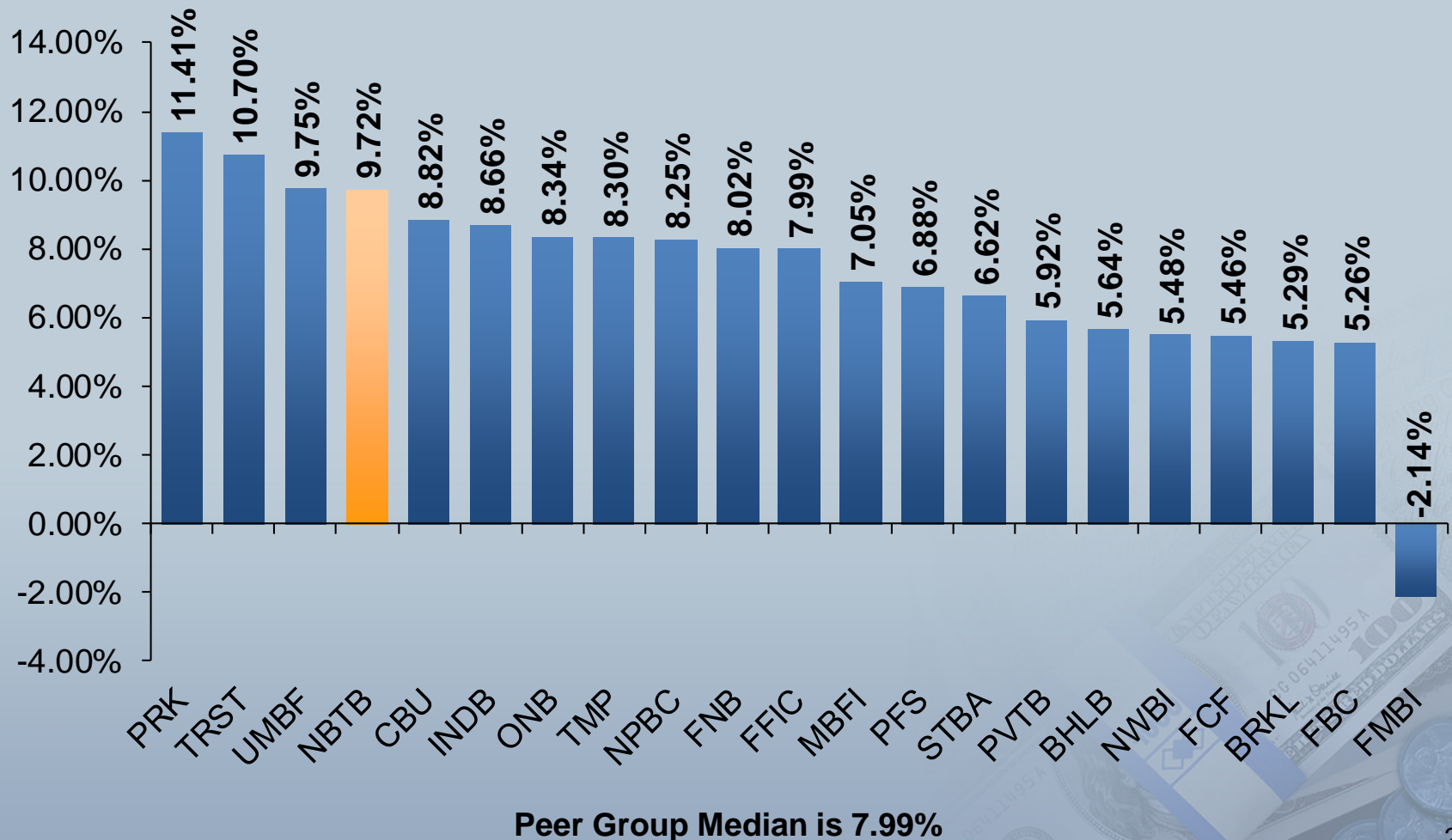
Peer Group Listing

Company	Ticker	Location
Berkshire Hills Bancorp Inc.	BHLB	Pittsfield, MA
Brookline Bancorp Inc.	BRKL	Boston, MA
Community Bank System Inc.	CBU	De Witt, NY
Flagstar Bancorp Inc.	FBC	Troy, MI
First Commonwealth Financial	FCF	Indiana, PA
Flushing Financial Corp.	FFIC	Lake Success, NY
First Midwest Bancorp Inc.	FMBI	Itasca, IL
F.N.B. Corp.	FNB	Hermitage, PA
Independent Bank Corp.	INDB	Rockland, MA
MB Financial Inc.	MBFI	Chicago, IL
NBT Bancorp Inc.	NBTB	Norwich, NY

Company	Ticker	Location
National Penn Bancshares Inc.	NPBC	Boyertown, PA
Northwest Bancshares, Inc.	NWBI	Warren, PA
Old National Bancorp	ONB	Evansville, IN
Provident Financial Services	PFS	Jersey City, NJ
Park National Corp.	PRK	Newark, OH
PrivateBancorp Inc.	PVTB	Chicago, IL
S&T Bancorp Inc.	STBA	Indiana, PA
Tompkins Financial Corporation	TMP	Ithaca, NY
TrustCo Bank Corp NY	TRST	Glenville, NY
UMB Financial Corp.	UMBF	Kansas City, MO

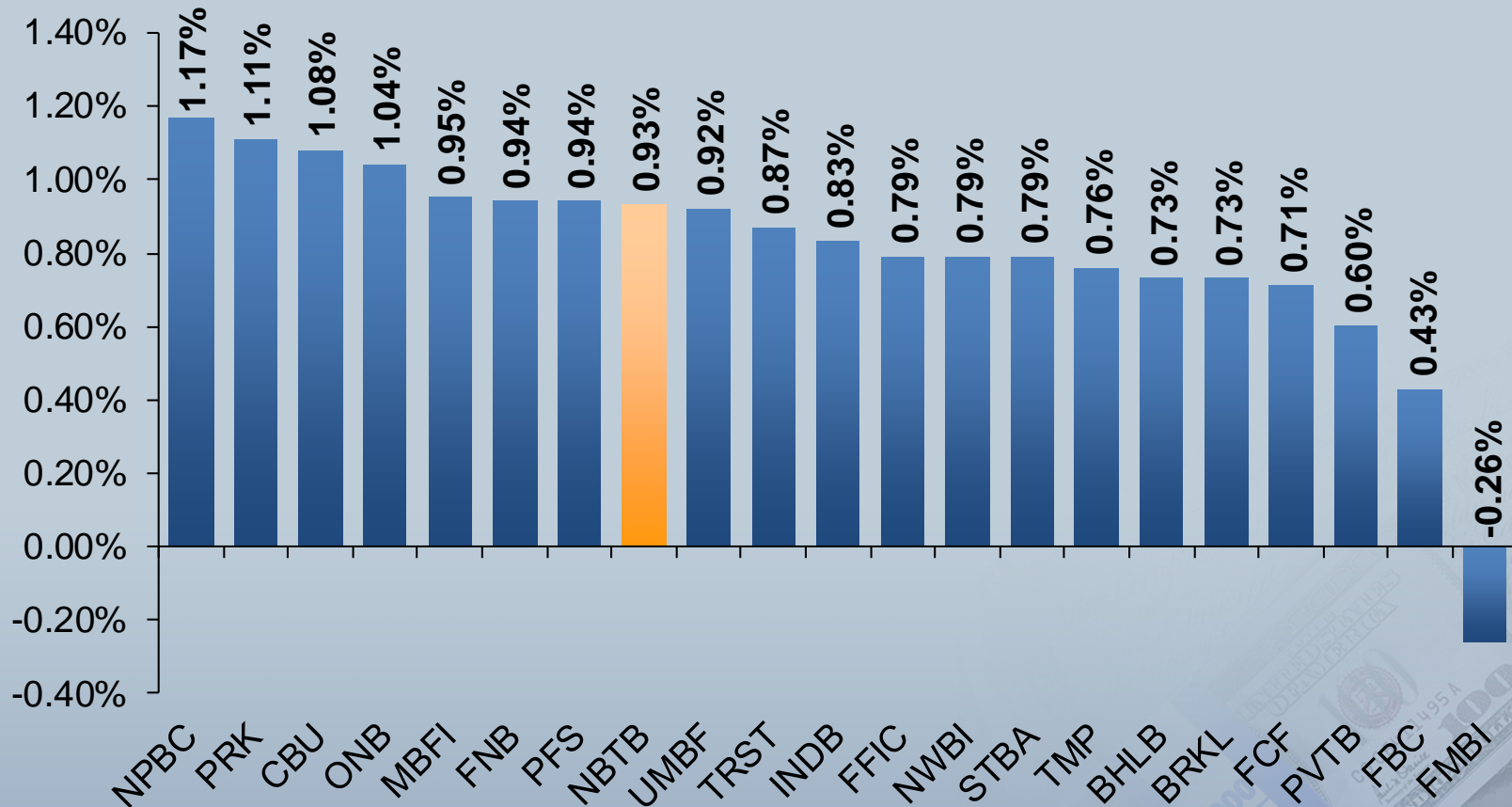
Return on Average Equity

Year Ended December 31, 2012



Return on Average Assets

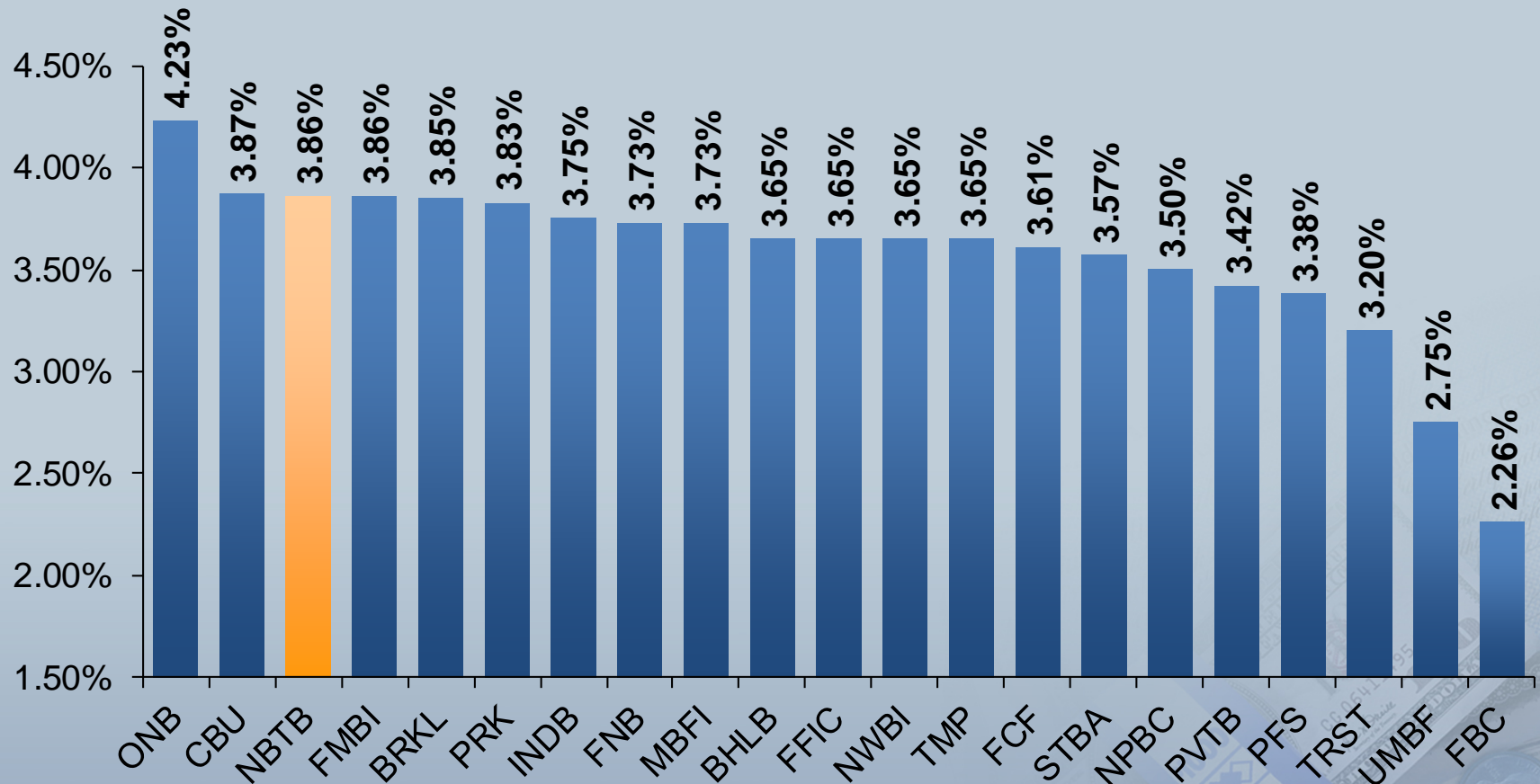
Year Ended December 31, 2012



Peer Group Median is 0.83%

Net Interest Margin

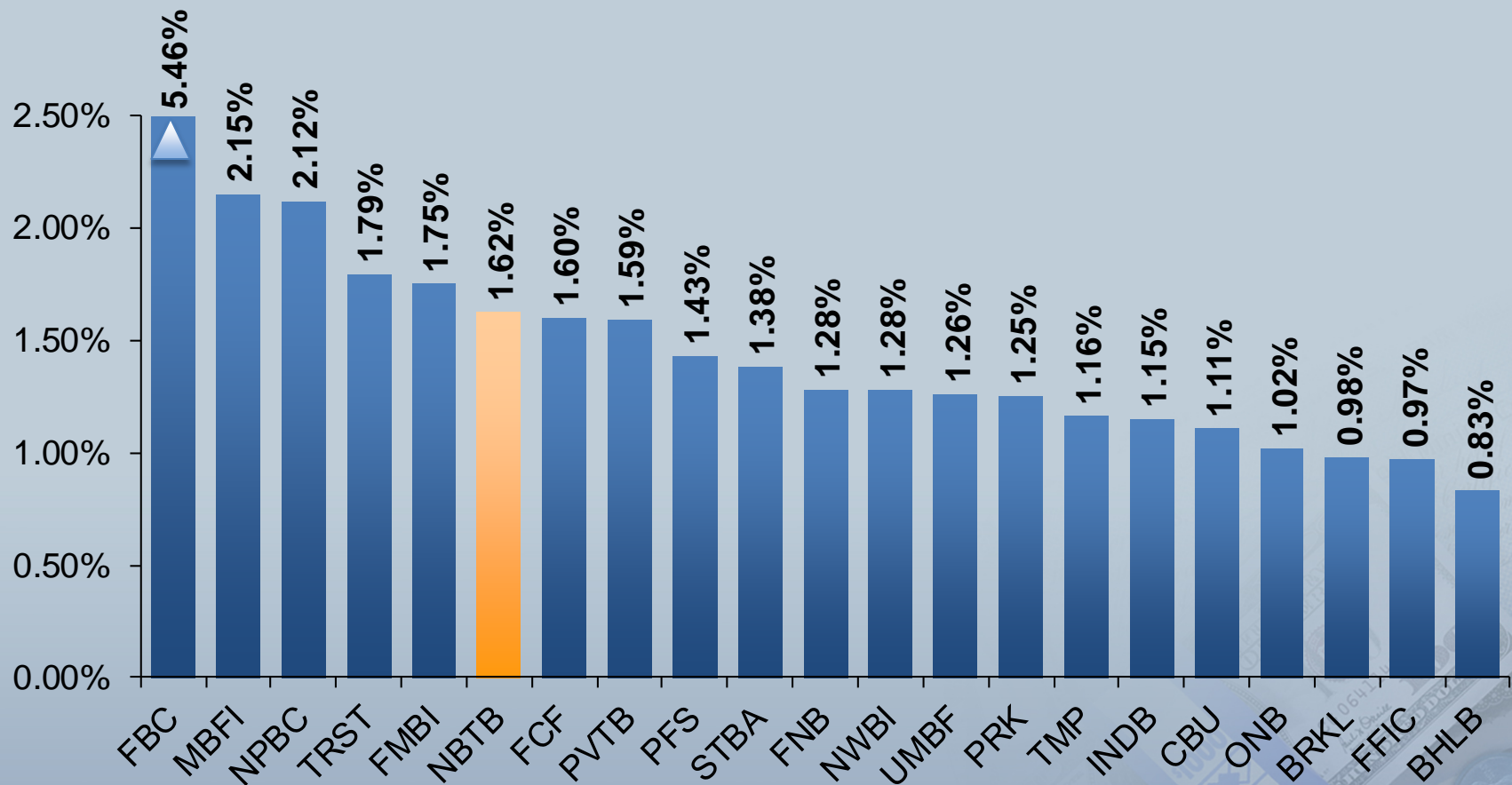
Year Ended December 31, 2012



Peer Group Median is 3.65%

Allowance for Loan Losses to Total Loans

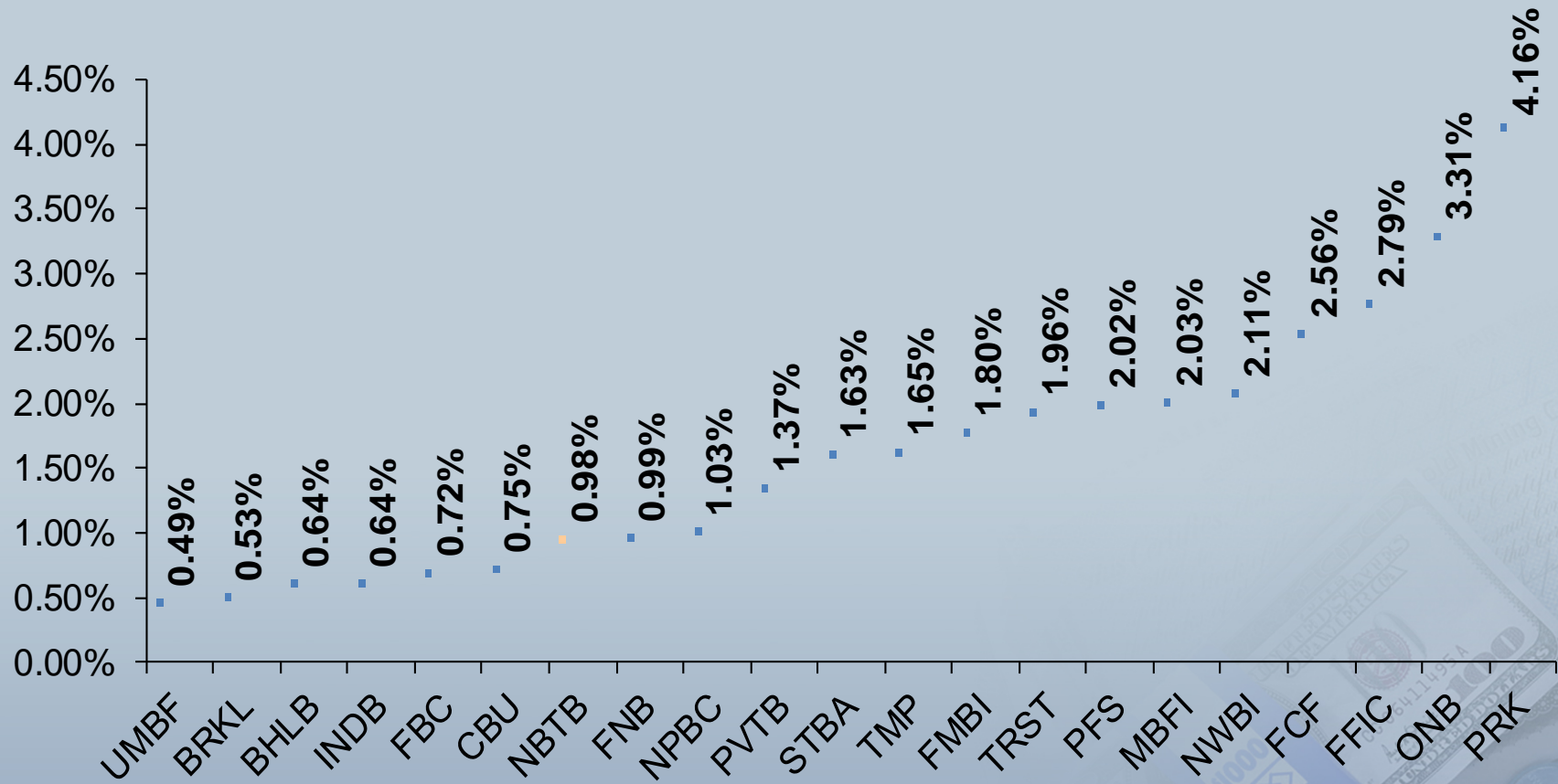
Year Ended December 31, 2012



Peer Group Median is 1.28%

Nonperforming Loans to Total Loans

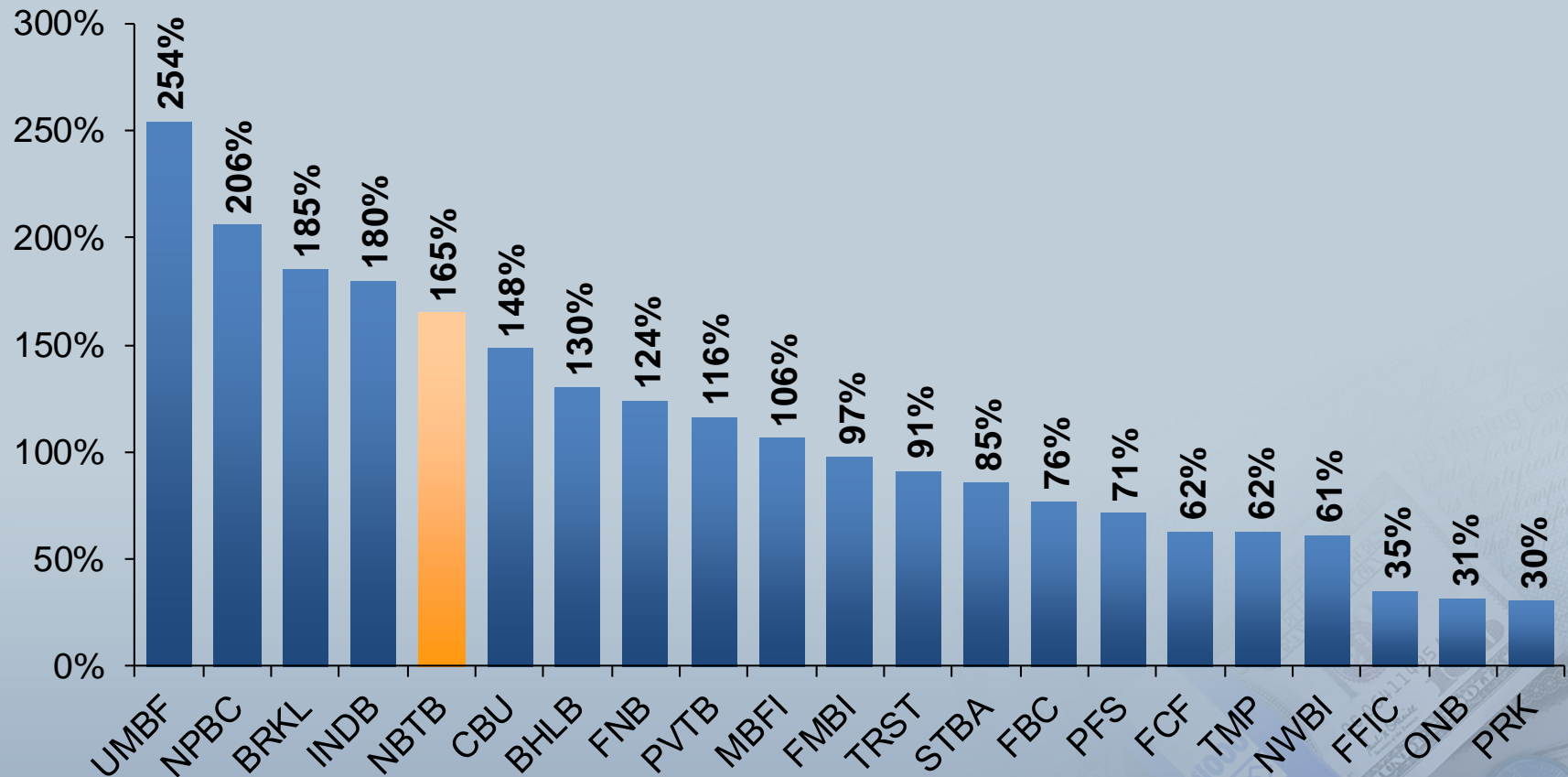
Year Ended December 31, 2012



Peer Group Median is 1.63%

Allowance for Loan Losses to Nonperforming Loans

Year Ended December 31, 2012



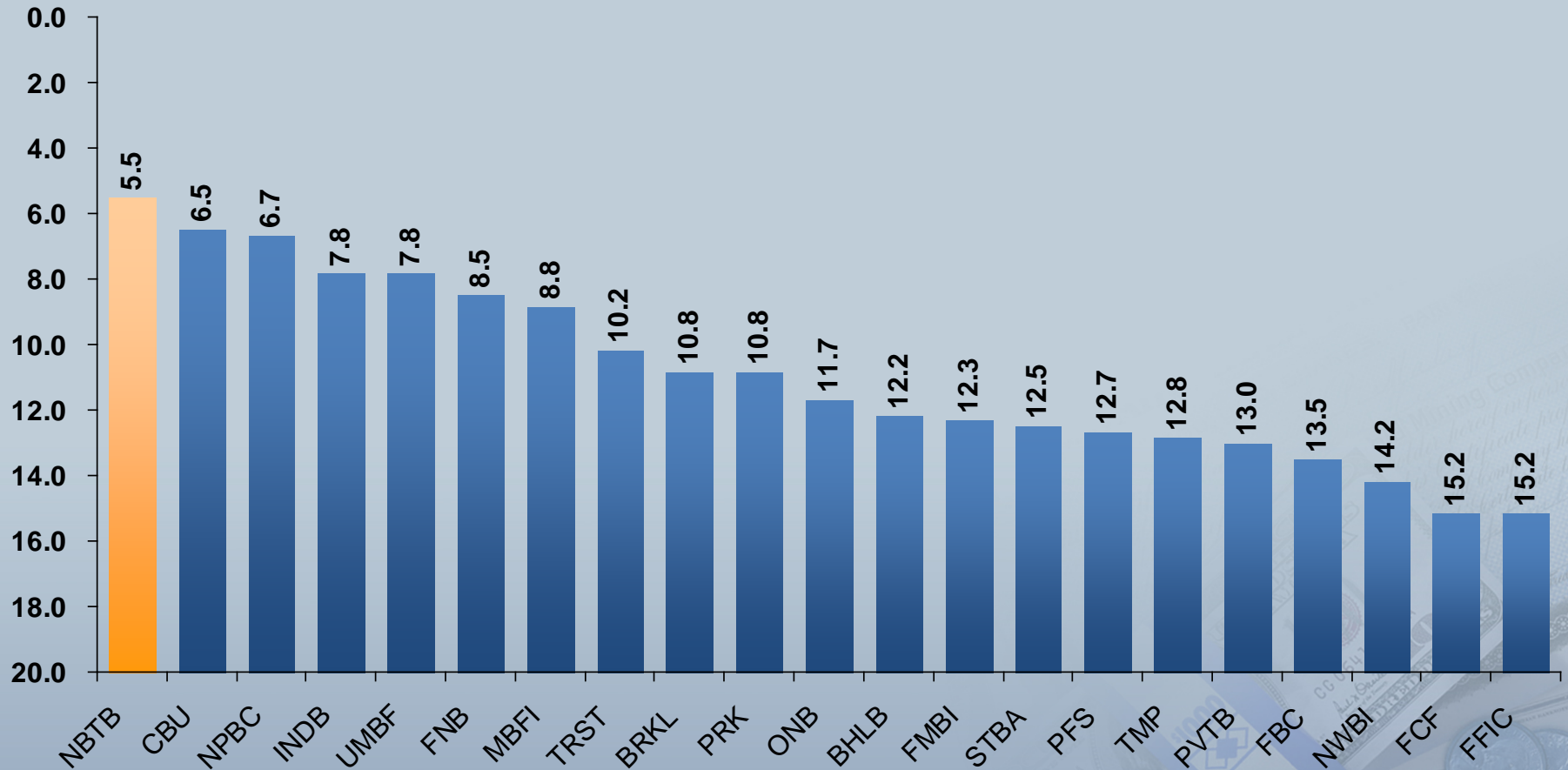
Peer Group Median is 97%

Relative Average Ranking

Year Ended December 31, 2012

Ratios	Relative Peer Ranking
Return on Average Equity	4
Return on Average Assets	8
Net Interest Margin	3
Allowance for Loan Losses to Total Loans	6
Nonperforming Loans to Total Loans	7
Allowance for Loan Losses to Nonperforming Loans	5
NBTB Average Ranking	5.5

Relative Average Ranking Year Ended December 31, 2012



#1

First Place
Relative Average Ranking
For Five Years
2008 – 2012

First Quarter 2013 Highlights

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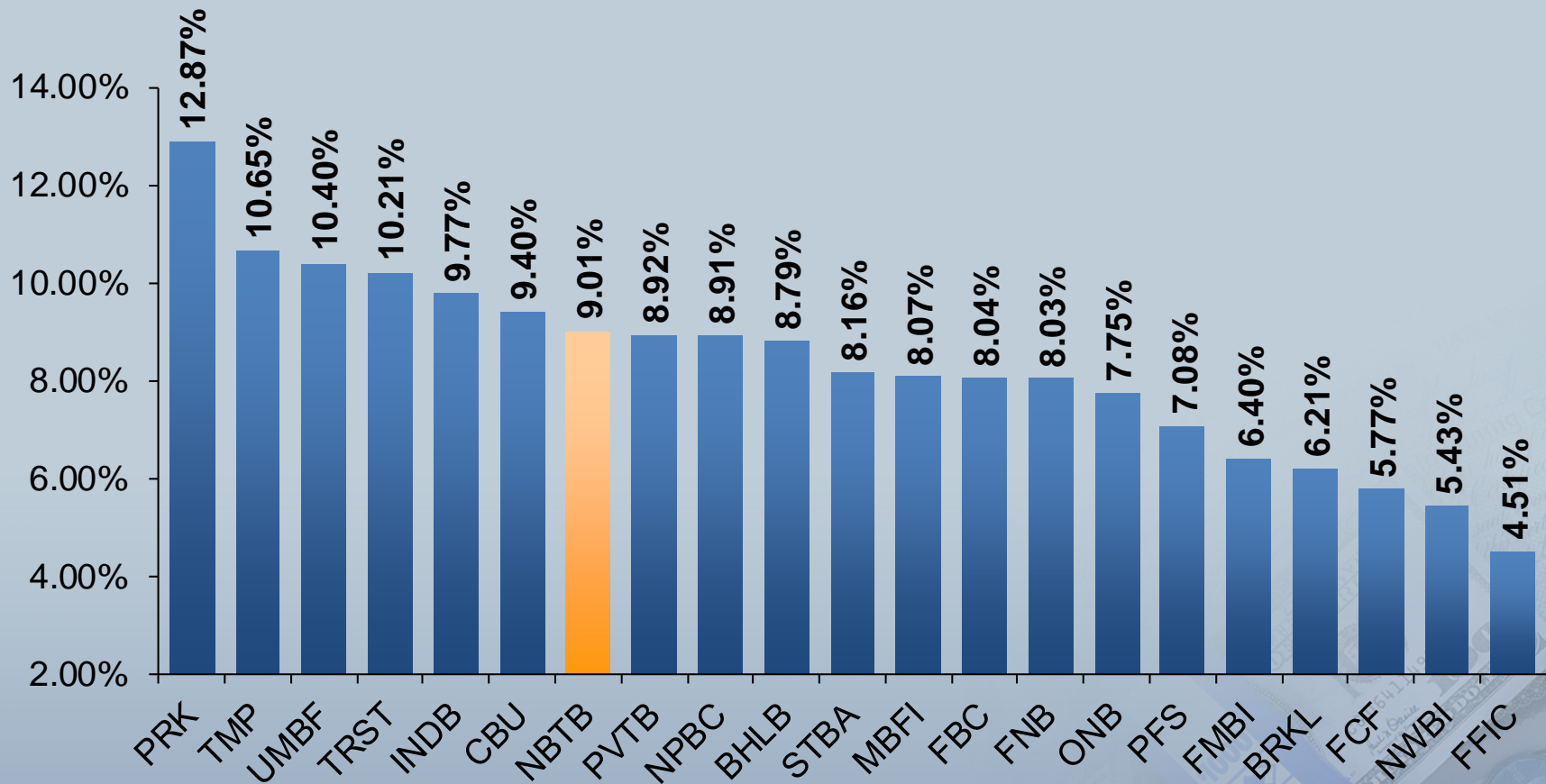
First Quarter 2013 Highlights

- Total Assets Grew to \$7.6 Billion
- Net Income of \$14.3 Million*
- Earnings Per Share at \$0.39*

*Reported results include non-recurring merger expenses and securities gains which are excluded from these metrics.

Return on Average Equity

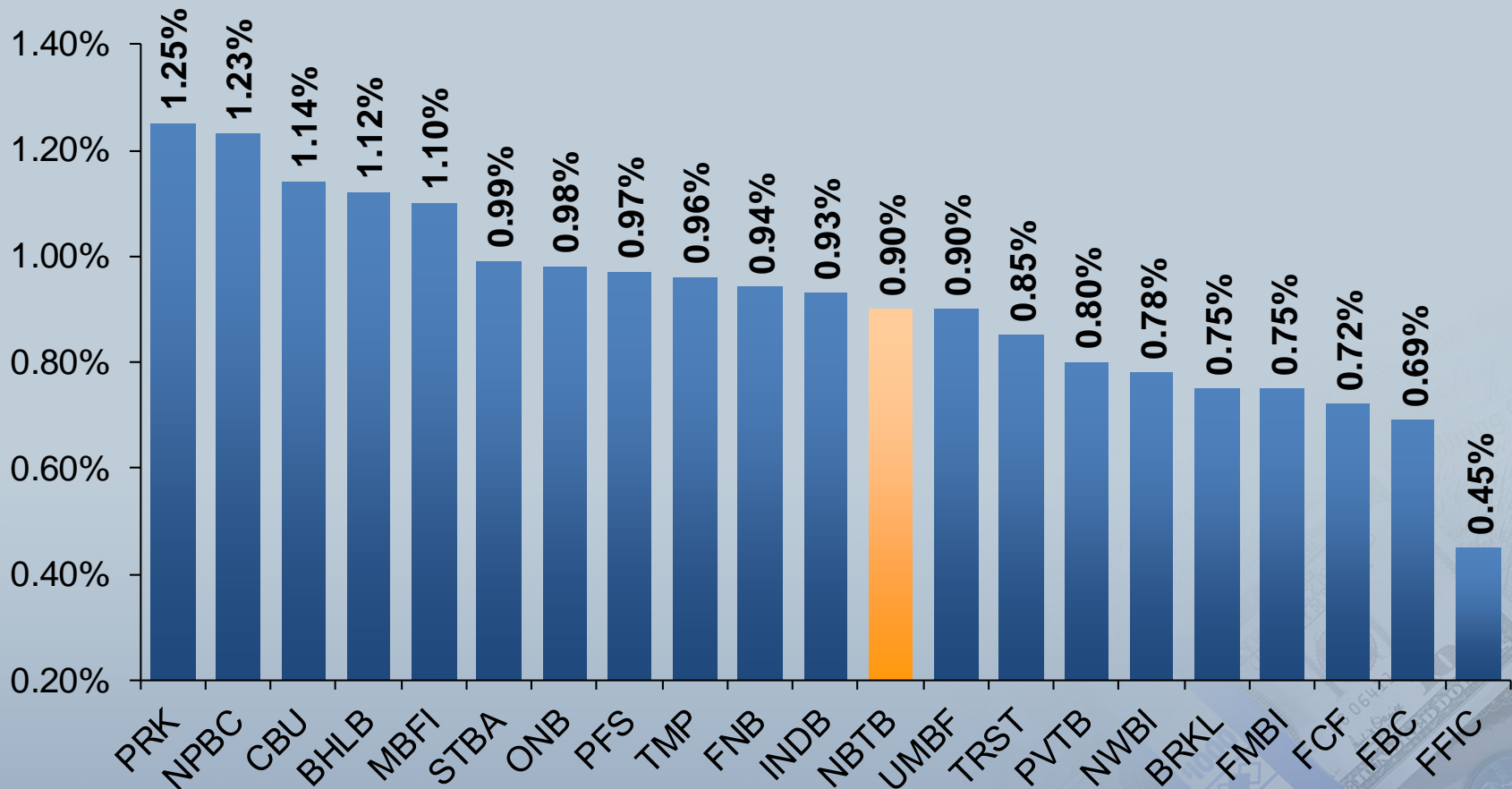
Quarter Ended March 31, 2013



Peer Group Median is 8.16%

Return on Average Assets

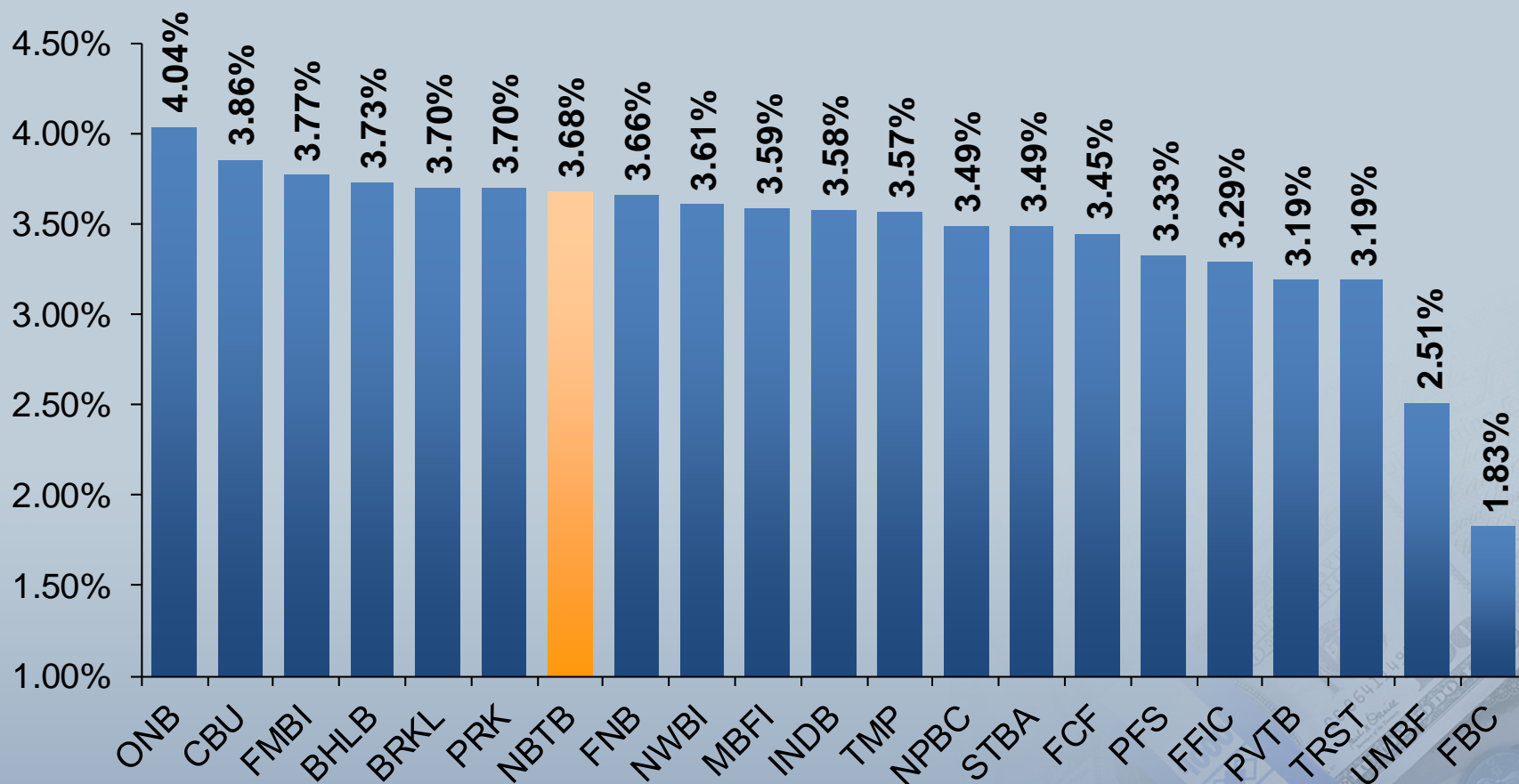
Quarter Ended March 31, 2013



Peer Group Median is 0.93%

Net Interest Margin

Quarter Ended March 31, 2013



Peer Group Median is 3.58%

Alliance Acquisition

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Alliance Financial Corporation

A strategic
community banking partnership
in central New York.

Alliance Acquisition

- Alliance Financial Corporation
 - Registered financial holding company formed in 1998
 - New York corporation
 - \$1.4 billion assets
 - Headquartered in Syracuse
 - “Central New York’s premier bank”

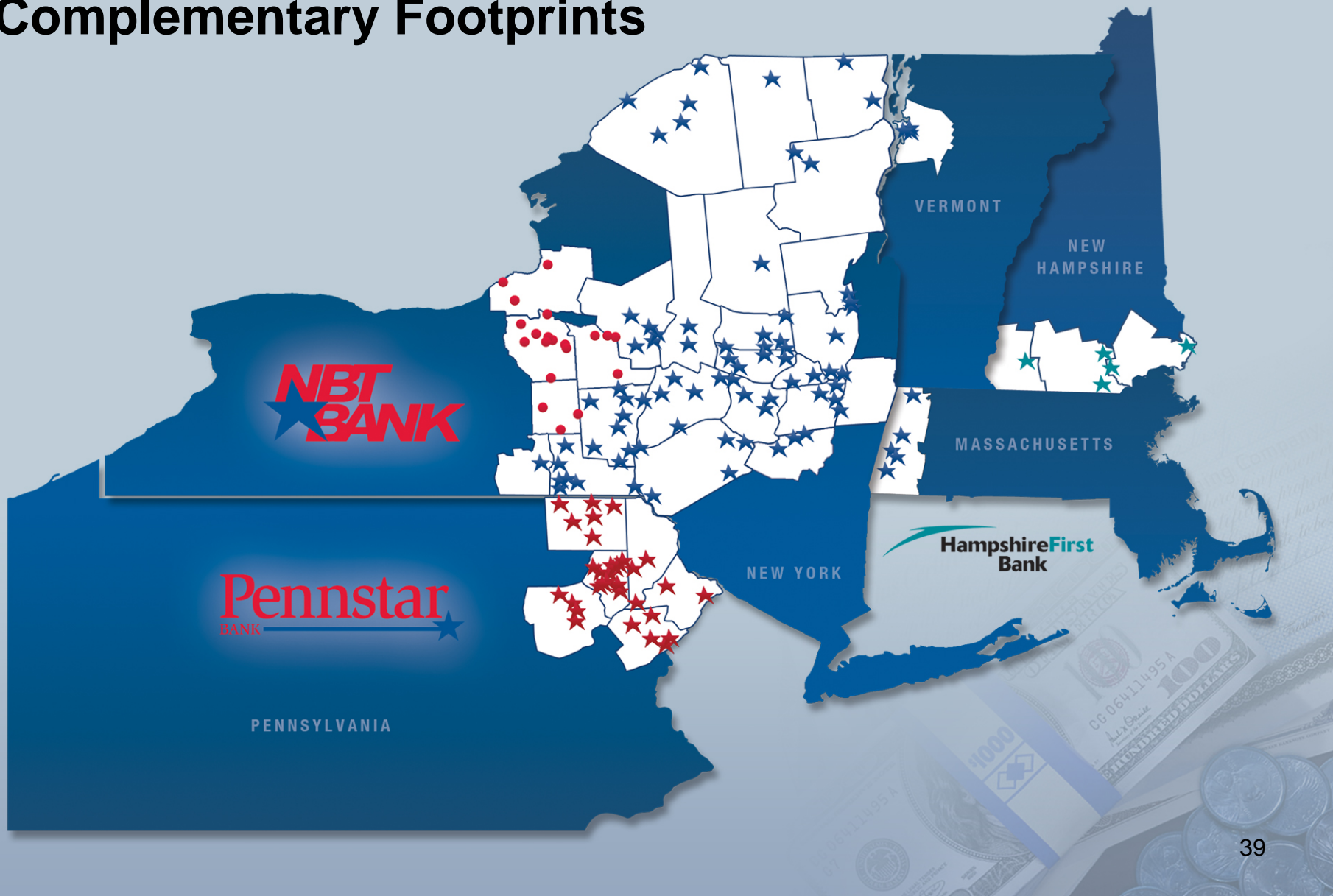
Alliance Acquisition

- 26-Branch Network in 5 Central New York Counties
 - Syracuse MSA
 - #3 overall market share
 - #1 among community banks
 - Includes Onondaga, Oneida, Madison and Oswego Counties
 - Cortland County
 - #1 overall market share
- Trust Administration Center in Buffalo

Alliance Acquisition

- Cultures and philosophies remarkably similar
- Local bank images and strong community ties
- Familiarity with and mutual respect for senior management
- NBT will continue to build on Alliance's vision

Complementary Footprints

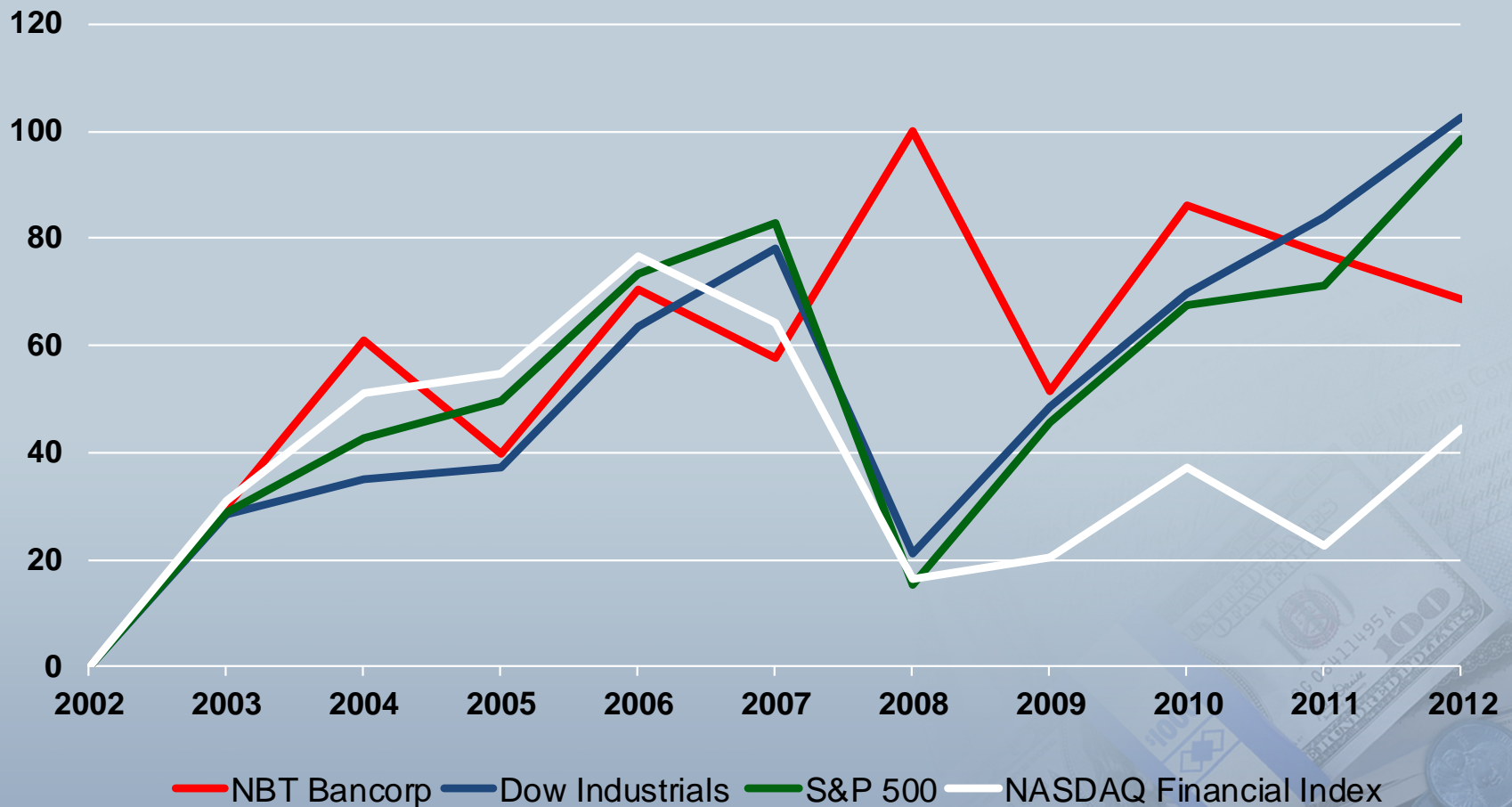


Stock Performance

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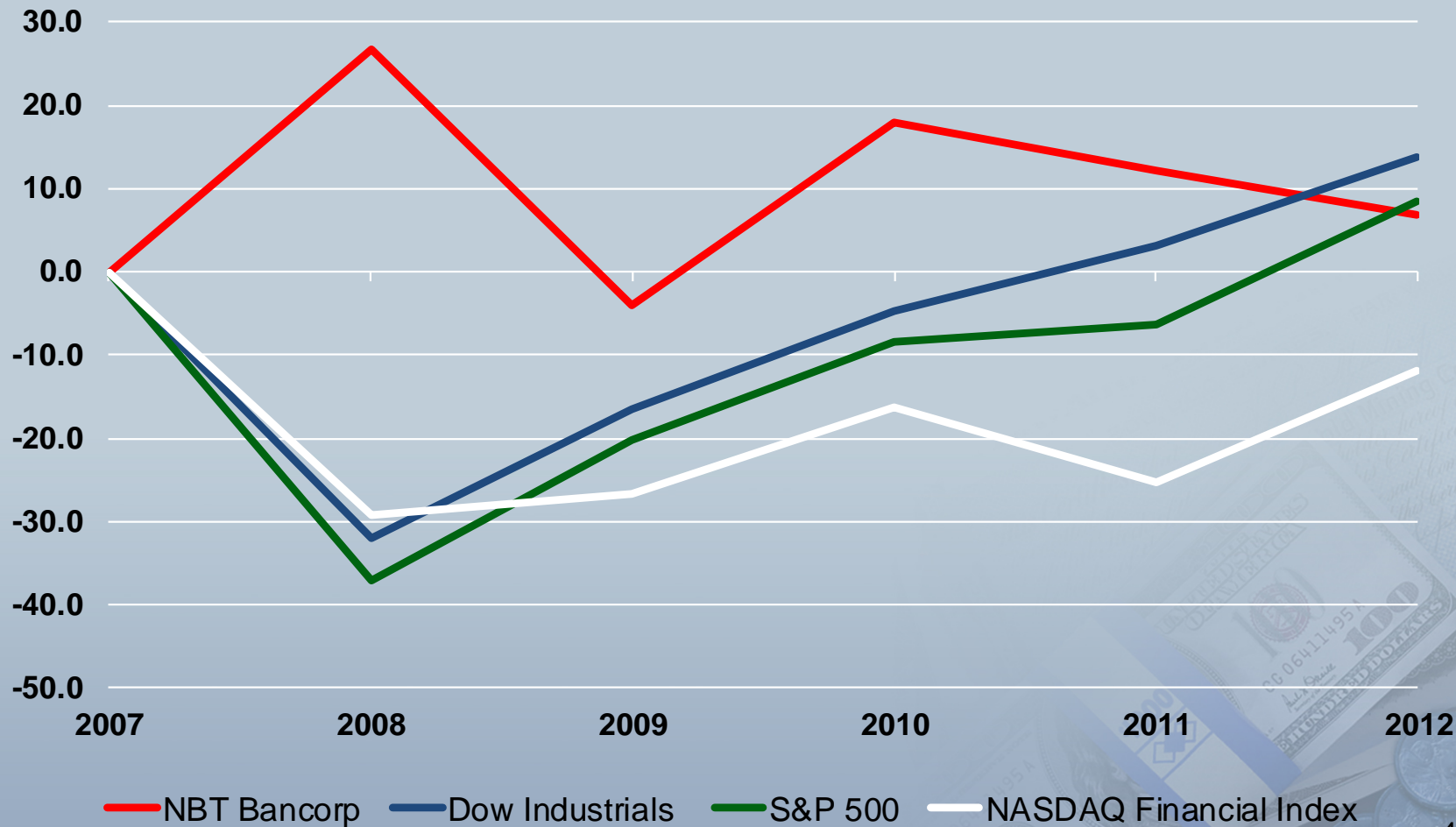
Ten-Year Comparative Returns

For the Period from December 31, 2002 to December 31, 2012



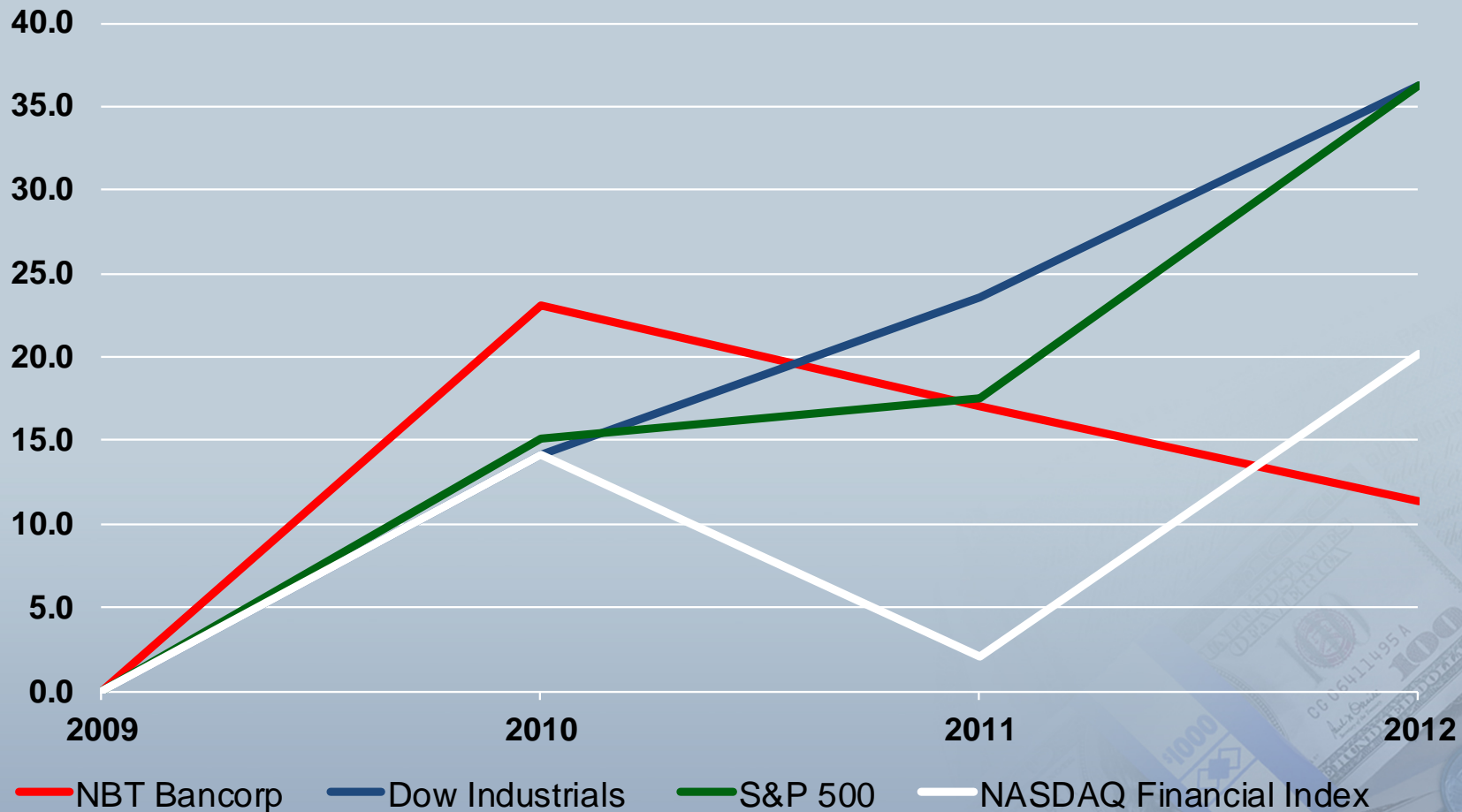
Five-Year Comparative Returns

For the Period from December 31, 2007 to December 31, 2012



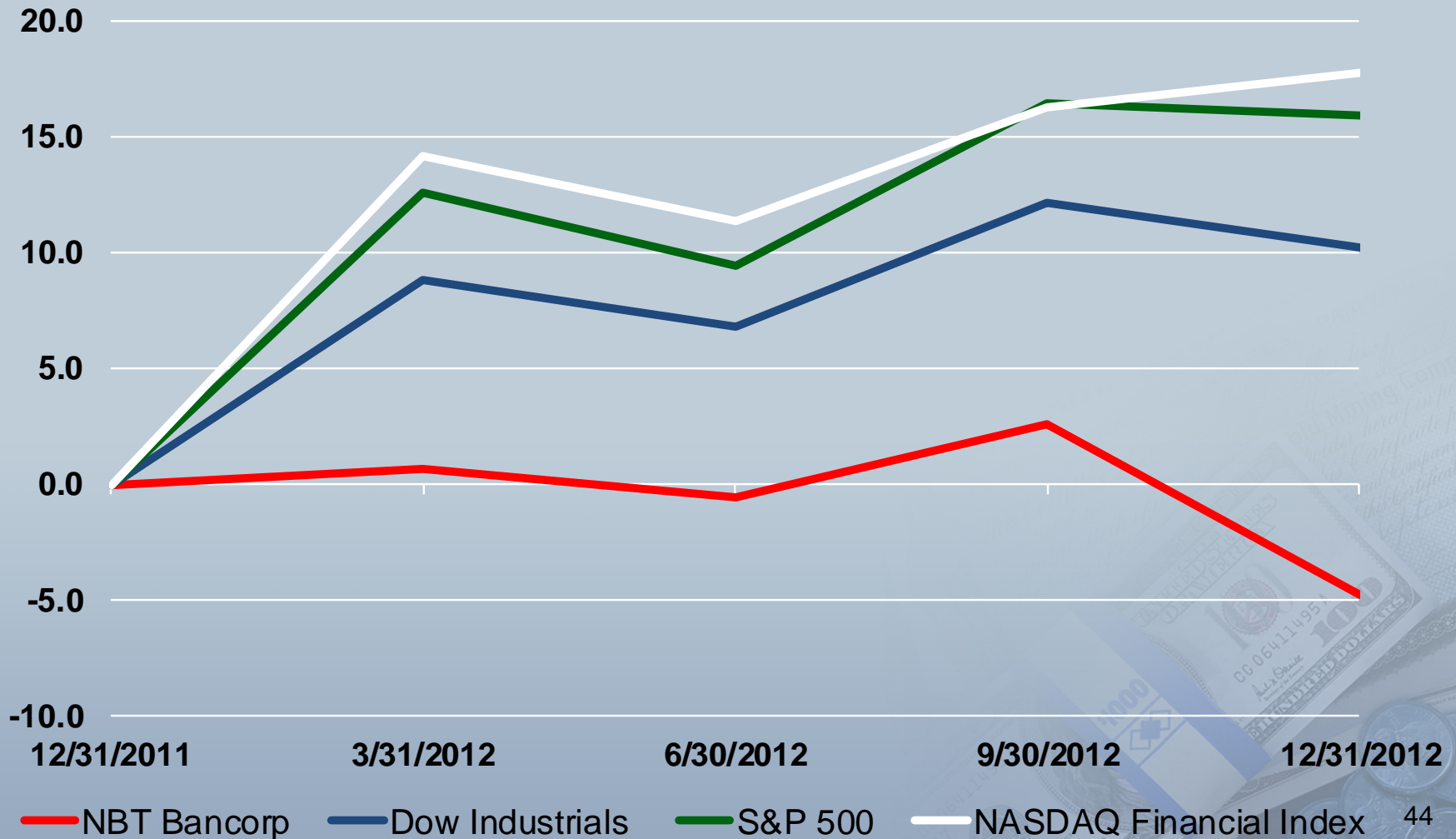
Three-Year Comparative Returns

For the Period from December 31, 2009 to December 31, 2012



One-Year Comparative Returns

For the Period from December 31, 2011 to December 31, 2012



External Validation

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Industry Recognition

Forbes

America's Best And Worst Banks

- Ranked 24 in December 2012
- Ranked in Top 25 for Four Consecutive Years

#24

Industry Recognition

Ranked

#19

On Bank Performance
Scorecard for Banks in
the \$5 Billion to \$50 Billion
Asset Category

Published Third Quarter 2012

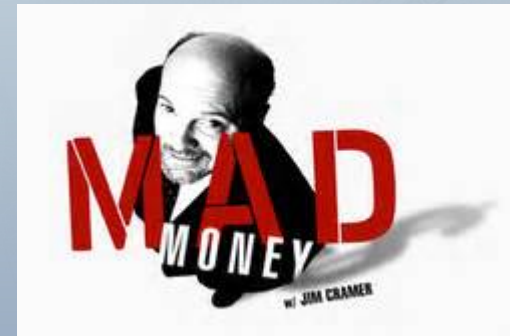


NBT Listed Among Top 8 Bank Stocks by *The Street*



“These banks keep making money, and when a bank continues to build capital, good things eventually happen for investors, including dividend increases and share buybacks, which raise forward earnings estimates, supporting higher stock valuations.” — Philip van Doorn, Reporter

The online publication *The Street* is produced by Jim Cramer, host of CNBC’s *Mad Money*.



5 Dividend-Paying Small Cap Community Banks

“NBT has one of the top ROEs at 9.6% while also commanding one of the top ROAs at 0.92%.”

“All the regional financials pay a dividend yield of at least 3.3% while having solid returns on equity and balance sheets. First of Long Island has the top ROE, with NBT Bancorp a close second.”

“All of these banks are positioned in strategic markets throughout the U.S. and are heavily integrated in their communities.”

- Marshall Hargrave
Contributor, Seeking Alpha
Managing Partner, Bridgewater Investments

Seeking Alpha^α
Read. Decide. Invest.

Top-Ranked NBT Bancorp Getting Very Oversold

*“The DividendRank formula at Dividend Channel ranks a coverage universe of thousands of dividend stocks, according to a proprietary formula designed to identify those **stocks that combine** two important characteristics—**strong fundamentals** and a **valuation that looks inexpensive**. **NBT Bancorp Inc. presently has an above average rank**, in the top 50% of the coverage universe, which suggests it among the top **most “interesting” ideas** that merit further research by investors.*

– **Forbes.com**

