

- *Net income was \$10.3 million for the nine months ended September 30, 2018. Net income was \$4.0 million for the third quarter of 2018, a linked quarter increase of \$173,000, or 4.6%*
- *Year to date net income equates to an annualized ROA of 1.02% ... well above our annualized target ROA for the first nine months of 2018.*
- *Noninterest bearing deposits grew \$13.5 million, an increase of 9.3% year over year.*

Essex Bank Branch Locations:

Virginia

Bon Air	Lynchburg (LPO)
Burgess	Lynchburg—Old Forest Road
Callao	Lynchburg—Timberlake
Centerville	Mechanicsville
Cumberland	Midlothian—Stonehenge
Deep Run at Mayland	Tappahannock—Dillard Office
Fairfax	Virginia Center
Flat Rock	West Broad Marketplace
Goochland Courthouse	West Point
King William	Winterfield
Louisa	

Maryland

Annapolis	Edgewater
Bowie	Rockville
Crofton	Rosedale

Investor Relations:

Corporate Secretary
Community Bankers Trust Corporation
9954 Mayland Drive, Suite 2100, Richmond, VA 23233
(804) 934-9999
www.cbtrustcorp.com

Stock Transfer Agent:

Continental Stock Transfer & Trust Company
1 State Street Plaza, New York, NY 10004
(212) 509-4000, ext. 536
(212) 509-5150 fax
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Share Information:

Common stock (200,000,000 shares authorized \$0.01 par value; 22,120,862 shares issued and outstanding at September 30, 2018)

NASDAQ Capital Market: ESXB



Growing to Win!

The ribbon is cut at the new Midlothian–Stonehenge office.

Community Bankers Trust Corporation

Summary of Results

Third Quarter, 2018

Community Bankers
Trust Corporation

To our shareholders:

The management team at Essex Bank has been very consistent and disciplined in our approach to managing the growth and structure of the balance sheet. I believe that it is the reason for our strong current financial metrics, but that it will also bode well for the future value of the Company. To that end, I am pleased to report that we posted outstanding earnings both for the quarter and for the year to date 2018. Net income year to date is higher than it has ever been since the formation of the Company in 2008. Net income was \$10.3 million for the nine months ended September 30, 2018. Net income was \$4.0 million for the third quarter of 2018, a linked quarter increase of \$173,000, or 4.6%. Net interest income drove this increase, as it was \$333,000, or 2.9%, higher in the third quarter than in the previous quarter of 2018.

Year to date net income equates to an annualized return on assets (ROA) of 1.02%. I am pleased, as this is well above our annualized target ROA for the first nine months of 2018. Additional factors that contributed to the success of the quarter were an increase in interest income of 4.4% on a linked quarter basis and an increase in noninterest income of \$76,000, or 6.7%, on a linked quarter basis.

Gross loan production has been sound for the year, but we have seen a lot of payoffs, especially in the commercial real estate portfolio. Year to date net loan growth is running about 2%, which is not unusual given what we have seen from most of our peer banks. This rate of growth for 2018 is slightly lower than we anticipated earlier this year, but with the changes in funding mix, it is sufficient to continue the earnings growth that we have experienced and desire.

Total deposits continue to increase, and our funding mix is consistently improving through the growth in our demand deposits. Noninterest bearing deposits grew \$13.5 million, an increase of 9.3% year over year. Additionally, we closed two of our older branch facilities and signed a lease for a new branch in an existing facility in Edgewater, Maryland. The Edgewater branch opened in early December. All of our branches, particularly our newer offices, continue to grow and that has helped strengthen our deposit mix.

Our goal has always been and continues to be to consistently enhance the franchise and, therefore, shareholder value no matter what the rate or economic environment. Through careful planning, strategy and discipline in execution, we are accomplishing that goal. I am pleased with the overall metrics and trends for 2018 so far, and I hope that you, our investors, feel the same way. I look forward to the rest of 2018 and moving into a new and even better 2019.

Rex L. Smith, III
President and CEO

Community Bankers
Trust Corporation

Essex Bank

Summary Income Statements—Unaudited Condensed

(Dollars in thousands)

	For the three months ended			For the nine months ended	
	Sept. 30, 2018	June 30, 2018	Sept. 30, 2017	Sept. 30, 2018	Sept. 30, 2017
Interest income	\$ 15,144	\$ 14,510	\$ 13,389	\$ 43,733	\$ 39,557
Interest expense	3,164	2,863	2,363	8,639	6,690
Net interest income	11,980	11,647	11,026	35,094	32,867
Provision for loan losses	—	—	150	—	150
Net interest income after provision for loan losses	11,980	11,647	10,876	35,094	32,717
Noninterest income	1,211	1,135	998	3,379	3,028
Noninterest expense	8,291	8,187	8,539	25,844	25,215
Income before income taxes	4,900	4,595	3,335	12,629	10,530
Income tax expense	945	813	919	2,298	2,687
Net income	\$ 3,955	\$ 3,782	\$ 2,416	\$ 10,331	\$ 7,843
EPS Basic	\$ 0.18	\$ 0.17	\$ 0.11	\$ 0.47	\$ 0.36
EPS Diluted	\$ 0.17	\$ 0.17	\$ 0.11	\$ 0.46	\$ 0.35
Return on average assets, annualized	1.16%	1.12%	0.75%	1.02%	0.82%
Return on average equity, annualized	12.08%	11.92%	7.80%	10.79%	8.69%

Consolidated Balance Sheets—Unaudited Condensed

(Dollars in thousands)

	September 30, 2018	December 31, 2017	September 30, 2017
Assets			
Cash and cash equivalents	\$ 24,335	\$ 21,958	\$ 22,550
Securities	252,048	260,275	265,263
Net loans	992,439	977,182	926,564
Bank premises and equipment, net	33,034	30,198	29,469
Other real estate owned	1,732	2,791	2,710
Bank owned life insurance	28,649	28,099	27,911
Other assets	18,183	15,687	19,663
Total assets	\$ 1,350,420	\$ 1,336,190	\$ 1,294,130
Liabilities			
Deposits	\$ 1,133,888	\$ 1,095,764	\$ 1,078,382
Federal funds purchased	10,000	4,849	-
Federal Home Loan Bank borrowings	63,820	101,429	81,296
Long term debt	4,124	4,124	4,124
Other liabilities	6,785	6,021	5,905
Total liabilities	1,218,617	1,212,187	1,169,707
Shareholders' Equity			
Common stock	221	221	220
Additional paid in capital	148,494	147,671	147,453
Retained deficit	(13,601)	(23,932)	(23,285)
Accumulated other comprehensive (loss) income	(3,311)	43	35
Total shareholders' equity	131,803	124,003	124,423
Total liabilities and shareholders' equity	\$ 1,350,420	\$ 1,336,190	\$ 1,294,130
Closing Stock Price	\$ 8.80	\$ 8.15	\$ 9.20
Shares Issued and Outstanding	22,120,862	22,072,523	22,047,833