

- *Pre-tax net income for the quarter was \$3.6 million, up over 7.0% from the third quarter of 2017. Pre-tax net income for the year was \$14.1 million, a 2.7% increase over 2016.*
- *Noninterest bearing deposit growth increased \$24.1 million, or 18.7%.*
- *Deposit growth helped fund double digit loan growth for 2017. Loans, excluding PCI loans, grew \$105.7 million, or 12.6%, for the year and \$52.0 million, or 5.8%, for the quarter.*
- *In 2017, we opened three new branch offices in Richmond and Lynchburg, bringing our branch total to 26.*

Essex Bank Branch Locations:

Virginia

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

Maryland

Annapolis	Crofton
Arnold	Rockville
Bowie	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
www.continentalstock.com

Share Information:

Common stock (200,000,000 shares authorized \$0.01 par value; 22,072,523 shares issued and outstanding at December 31, 2017)

NASDAQ Capital Market: ESXB

Summary of Results

Fourth Quarter, 2017



Growing to Win!

Lynchburg - Old Forest Road office, opened December 2017.

Community Bankers
 Trust Corporation

To our shareholders:

Like many publicly traded banks, there was good news and bad news for the Company from the Tax Cuts and Jobs Act of 2017. While our effective tax rate going forward will be significantly reduced, allowing us to send more profit to the bottom line, the new tax law also required us to revalue our deferred tax asset and take a one-time charge in the fourth quarter that lowered earnings. Prior to that charge, the Company had a great quarter and ended the 2017 year on a very positive note.

Pre-tax net income for the year was \$14.1 million, a 2.7% increase over the previous year. That improvement is after expenses associated with opening three new branch offices in 2017, one in Richmond and two in Lynchburg, Virginia. Pre-tax net income for the quarter was \$3.6 million, up over 7.0% from the third quarter of 2017. Our branch growth helps us to change our deposit mix and control our overall cost of funds. This is particularly important in the forecasted rising rate environment for 2018. Noninterest bearing deposit growth was very strong during 2017, increasing \$24.1 million, or 18.7%.

Our deposit growth helped fund double digit loan growth for the year. Loans, excluding PCI loans, grew \$105.7 million, or 12.6%, for the year and \$52.0 million, or 5.8%, for the quarter. A majority of the growth for the quarter was adjustable rate commercial and industrial loans, which grew \$22.4 million. Our product mix and pricing discipline on both sides of the balance sheet will bode well for the Company as rates are expected to increase in the coming months.

In summary, for 2017, we opened three new branch offices, grew loans and deposits by double digits, lowered our non-performing assets, upgraded our remote and digital platform, and still increased pre-tax net income by almost 3%. These accomplishments allow us to continue to increase franchise value.

For 2018, we will continue our commitment to this value through core growth in the balance sheet, gaining efficiencies in our operations, managing our branches to a higher level of performance and expanding our digital bank platform with a very distinct and readily usable identity. This strategy, combined with the tax rate changes and interest rate increases, should translate to a highly successful 2018. I thank you all for your continued support of the Company.

Rex L. Smith, III
President and CEO

Community Bankers
Trust Corporation
www.cbtrustcorp.com

Essex Bank
www.EssexBank.com

Summary Income Statements—Unaudited Condensed

(Dollars in thousands)

	For the three months ended			For the year ended	
	Dec. 31, 2017	Sep. 30, 2017	Dec. 31, 2016	Dec. 31, 2017	Dec. 31, 2016
Interest income	\$ 13,758	\$ 13,389	\$ 12,717	\$ 53,315	\$ 49,295
Interest expense	2,509	2,363	2,091	9,199	7,820
Net interest income	11,249	11,026	10,626	44,116	41,475
Provision for loan losses	400	150	(284)	550	166
Net interest income after provision for loan losses	10,849	10,876	10,910	43,566	41,309
Noninterest income	1,191	1,165	1,118	4,697	5,179
Noninterest expense	8,464	8,706	8,212	34,157	32,750
Net income before income taxes	3,576	3,335	3,816	14,106	13,738
Income tax expense	4,216	919	1,090	6,903	3,816
Net (loss) income	\$ (640)	\$ 2,416	\$ 2,726	\$ 7,203	\$ 9,922
EPS Basic	\$ (0.03)	\$ 0.11	\$ 0.12	\$ 0.33	\$ 0.45
EPS Diluted	\$ (0.03)	\$ 0.11	\$ 0.12	\$ 0.32	\$ 0.45
Return on average assets, annualized	(0.19%)	0.75%	0.87%	0.56%	0.83%
Return on average equity, annualized	(2.02%)	7.80%	9.71%	5.91%	8.92%

Consolidated Balance Sheets—Unaudited Condensed

(Dollars in thousands)

	Dec. 31, 2017	Sep. 30, 2017	Dec. 31, 2016
Assets			
Cash and cash equivalents	\$ 21,958	\$ 22,550	\$ 21,072
Securities	260,275	265,263	271,019
Net loans	977,182	926,564	878,570
Bank premises and equipment, net	30,198	29,469	28,357
Other real estate owned	2,791	2,710	4,427
Bank owned life insurance	28,099	27,911	27,339
Other assets	15,687	19,663	19,032
Total assets	\$ 1,336,190	\$ 1,294,130	\$ 1,249,816
Liabilities			
Deposits	1,095,764	1,078,382	1,037,294
Federal funds purchased	4,849	—	4,714
Federal Home Loan Bank advances	101,429	81,296	81,887
Long term debt	—	—	1,670
Other liabilities	10,145	10,029	9,715
Total liabilities	\$ 1,212,187	\$ 1,169,707	\$ 1,135,280
Shareholders' Equity			
Common stock	221	220	220
Additional paid in capital	147,671	147,453	146,667
Retained deficit	(23,932)	(23,285)	(31,128)
Accumulated other comprehensive income (loss)	43	35	(1,223)
Total shareholders' equity	124,003	124,423	114,536
Total liabilities and shareholders' equity	\$ 1,336,190	\$ 1,294,130	\$ 1,249,816
Closing Stock Price	\$ 8.15	\$ 9.20	\$ 7.25

Common stock (200,000,000 shares authorized \$0.01 par value; 22,072,523, 22,047,833, and 21,959,468 shares issued and outstanding, respectively)