

Investment Services

BATH SAVINGS TRUST COMPANY

105 Front Street, Bath, Maine

1-800-447-4559 bathsavings.com

INVESTMENT GUIDANCE FROM

"At Bath Savings Trust Company we control the quality of our portfolios and can plan appropriately with clients, meeting all of their needs."

Tom Whelan, President of BSTC

MAIN STREET *not Wall Street*

Never before has it been so important to have an investment advisor you can trust. In the past year we have all seen the damage caused in part by so-called experts on Wall Street who created and sold investment products with no understanding of the potential risk. This breach of trust led to the failure of some of the nation's oldest financial firms, and we all continue to pay the price.

For the past 20 years investors have discovered that a trusted and caring investment advisor is available right here in Maine. Bath Savings Trust Company offers the personal service and proven investment strategies clients value.

Bath Savings Trust Company was founded in 1989 on the same principles as our parent, Bath Savings Institution, a trusted advisor and source of strength, safety and stability for depositors since 1852.

With professionals you can depend on and an organization you can trust, you will receive better results. And we do it all from our offices on Front Street in Bath. Please call us to set up a meeting at 1-800-447-4559. After all, your life is in Maine. Shouldn't your investments be managed here, too?

Bath Savings Trust Company is a wholly owned subsidiary of Bath Savings Institution. Investment products are not insured by the FDIC, are not deposits or obligations of the Bank, and are not guaranteed by the Bank. Investment products are subject to investment risk, including the possible loss of principal.



A TEAM THAT SHARES YOUR VALUES

Our team of investment professionals knows the value of trust. With decades of experience in finance and investments, they say the best part of their job is working directly with you.

Unlike investment advisors that take a one-size-fits-all approach, our team feels privileged to know each client individually. They enjoy taking the time to know your hopes and dreams – and make it their goal to help you realize them.

They demonstrate Bath Savings' strength and stability with investment strategies our clients find comfortable, assuring, and above all, rewarding.

BATH TRUST COMPANY INVESTMENT PROFESSIONALS

OFFICERS

Thomas C. Whelan, *President*

George E. Messinger, *Senior
Vice President*

Cheryl A. Verrill, *Senior Vice President,
Operations Officer*

Catherine L. Robidoux, *Vice President*

Eveline M. Wing, *Vice President*

Sean W. Martin, *Vice President
Investment Officer*

DIRECTORS

Brian M. Perkins, *Chairman*

Glenn L. Hutchinson

D. Vincent McLaughlin

Esther M. Pappas

Ronald E. Pendleton

Sandra Morrell Rooney

John W. Voorhees

Thomas C. Whelan

QUALITY MATTERS

Put Our Performance to Work for You

Many novice investors choose mutual funds in an attempt to limit risk. With this approach, however, you have less control over the quality of your portfolio. At Bath Savings Trust Company we invest in individual companies rather than mutual funds. The Trust Company creates individual portfolios of a trusted amount of stocks, a strategy that helped Bath Savings Trust Company clients beat the market on average by 15% in 2008.

Tom Whelan, President of BSTC, believes owning individual companies gives us greater control over the quality of our portfolio and that high-quality investments produce better results. "Our holdings are carefully selected in an effort to outperform the market over time," he says.

A FUNDAMENTAL INVESTMENT APPROACH

At Bath Savings Trust Company we focus on the fundamental value of the companies we invest in. We pay close attention to a company's business model, its competitive position and, of course, its earnings and dividend growth. Even in today's economic environment many of the companies we follow have been able to increase both their earnings and their dividends per share.

These select companies have a proven track record of developing new products, expanding their markets, growing their earnings and rewarding their shareholders with increased dividends. It is investment in these companies who have been able to increase their dividends year after year that produces superior long-term returns to shareholders. In the last fifteen years our annualized return has averaged 10.5%; because over time it is the growth in earnings and dividends that lifts the intrinsic value of common stocks and creates higher share prices providing superior investment results.

THE VALUE OF PERSONAL PORTFOLIO MANAGEMENT

We also believe there is compelling evidence that a professionally managed equity portfolio consistently outperforms mutual funds. Tom Whelan notes that a mutual fund investor might not be aware of embedded fees. With mutual funds there can also be issues when it comes to taxes. Often the fund may realize capital gains in a given year, and you will have to pay tax on those gains, even if you haven't sold shares of the funds. Tom says, "Holding individual stocks gives us better control over tax considerations for our clients. At Bath Savings Trust Company we control the quality of our portfolios and can plan appropriately with clients, meeting all of their needs."

Call us to see the difference personal portfolio management could mean for you, in the current market – and the one to come.



THEY'VE TREATED ME VERY WELL *Manny Sargent*

Manny Sargent says he's a lucky guy. He feels lucky in his family. Lucky in his health. And lucky, he says, to have the investment guidance of the Bath Savings Trust Company. "They've treated me very well," he says.

Manny, who taught math in independent schools in the Boston area until his retirement in 1988, is trustee of an educational trust that's administered in Boston. When he gets the quarterly reports, he puts them up against his own. "Bath Savings Trust Company does well," he concludes.

Like many people Manny says he was afraid of stocks. "I hate the stock market," he says flatly. He says the Trust Company turned out to be a "wonderful thing."

"And they're the most wonderful people. Eve Wing is my trust officer. She advises me and makes suggestions. Martha Wright is her administrative assistant. Cathy Robidoux handles my credit shelter trust. And of course, Ginger Doughty is the executive assistant."

"You can worry about health. You can worry about money," Manny says, adding, "That's something I don't worry about. I have confidence they're going to do the right thing by me."



BAKING & BIKING

On the 1st and 3rd Monday of every month Manny Sargent brings us a luscious cake: Hershey's chocolate, no frosting, no nuts.

He's shown above on cake day with his own Trust team: Martha Wright, Cathy Robidoux and Ginger Doughty

He doesn't just bake, he bikes. He's shown below (*maybe sharing his recipe for living?*) with Trust Officer Eve Wing.

*"The essential word is 'trust.'
It's a very comfortable feeling."*

Manny Sargent, BSTC Client



BATH SAVINGS TRUST COMPANY
207-443-6296 1-800-447-4559

BATH SAVINGS INSTITUTION OFFICES LOCATED IN:

BATH 442-7711

BOOTHBAY HARBOR 633-5633

BRUNSWICK 729-8039

DAMARISCOTTA 563-3116

FALMOUTH 781-7131

FREEPORT 865-6998

PORTLAND 523-1133

YARMOUTH 846-1156

BATH SAVINGS TRUST COMPANY

105 Front Street
PO Box 548
Bath, Maine 04530



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YOUR 401(k) *We'll Help You Take Control*

If you've changed jobs or retired, you may still be thinking about the 401(k) funds you left in your previous employer's plan. It's important to take control of those funds now and not leave them unattended. We make it easy to have your funds rolled over to a new Bath Savings Trust Company account quickly and efficiently.

Our team of professionals will work with you to establish an appropriate asset allocation for your goals and risk tolerance. We'll then construct a portfolio of high-quality securities consistent with your guidelines.

We continually monitor your asset allocation and the quality of your investments to ensure your funds are positioned well for current economic trends.

We'll also meet with you periodically to assess any changes to your circumstances, and respond accordingly. At every step you'll receive the full attention, personal service and professional management that you and your hard-earned money deserve.

Give us a call – it's the first step to taking control of your 401(k)!

Bath Savings Trust Company officers are committed to helping you realize your financial goals with expertise in portfolio management, 401(k) rollovers and estate planning. Call for an appointment at 1-800-447-4559.

Left to right, Ged Messinger, Senior Vice President, Sean Martin, Vice President, and Cathy Robidoux, Vice President.