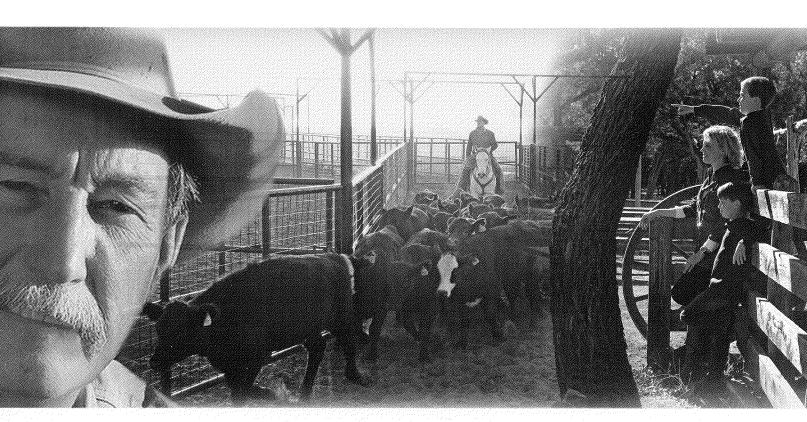


Working Ahead
SINCE 1890



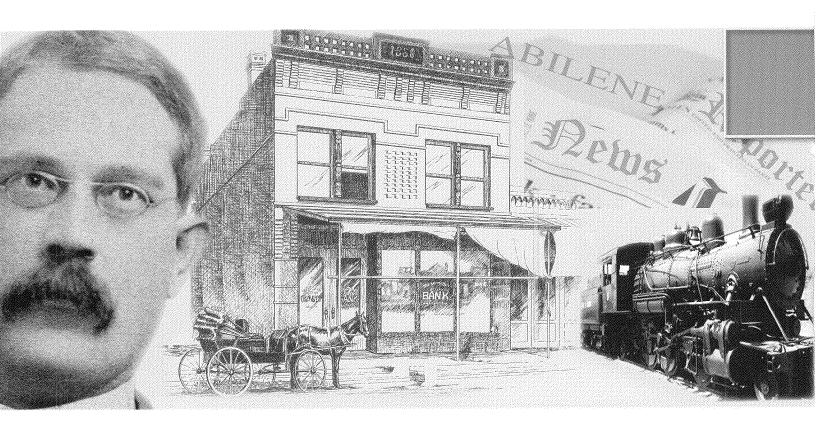
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Washington, DC 20549

# F¶RST FINANCIAL BANKSHARES, INC."

ANNUAL REPORT 2010



# FIRST FINANCIAL BANKSHARES, INC."

On The Cover: Our story begins with our customers, from the first depositor who weathered a cold January morning in 1890, to our newest customers who may be walking through our doors today. For more than a century, First Financial Bank has provided safe, sound and secure banking with a proven record of dedication and longevity. The result is a financial partner customers can count on to see the relevance of yesterday, the meaning of today and the importance of tomorrow.

This year, the Company celebrates its 120th consecutive year of operation. When we look ahead from the beginning, we gain valuable perspective on the Bank's success and how, through good times and bad, what began as one man's inspired idea became a history-making family of community banks.

In 1889, Fleming Wills James, a native Virginian and Civil War veteran, made application to open a new bank in Abilene, Texas - population 3,000. On November 30th of that year, the U. S. Treasury Department issued Charter No. 4166 to The Farmers & Merchants National Bank of Abilene.



1889

1890

INANCIAL INSTABILITY
IN U.S. ECONOMY

1889 - Fleming Wills James, native of Virginia and Civil War veteran, makes application to open a bank in Abilene, Texas November 30, 1889 U.S. Treasury Dept, issues Charter No. 4166 to The Farmers & Merchants National Bank Of Abilene January 2, 1890 First day of business at first location on South First Street (formerly The Green Front Saloon)

A few months after opening, the Bank moves to its first permanant location at 238 Chestnut Street

DEPOSITS REACH
FIFTY-TWO THOUSAND
DOLLARS IN FIRST SIX MONTHS
OF OPERATION

JULY, 1890

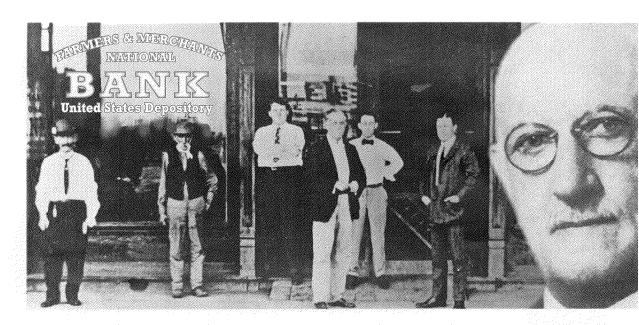
"IT IS CONFIDENTLY EXPECTED THAT OUR STRICT ADHERENCE TO CONSERVATIVE BUSINESS METHODS WILL PROVIDE A STEADY GAIN IN THE VOLUME OF BUSINESS AND A CORRESPONDING IMPROVEMENT IN OUR NET PROFITS."

F.W. JAMES, PRESIDENT

Fleming Wills James has been described as a lion-hearted soldier, gifted orator and an astute lawyer. He and four other investors were men filled with optimism and enthusiasm. With the charter secured, James quickly set out to open the doors for business in a temporary location – a small frame building on South First Street whose former tenant was The Green Front Saloon.

Capitalized at \$50,000, the Bank's five original stockholders included Princeton graduate Ed Hughes, who had come west seeking opportunity and adventure. Following early success as a hardware wholesaler, Hughes invested in railroads and steamship lines. In 1895, he would add bank president to his resume – a position he held at Farmers & Merchants Bank for 28 years. Working through a financial panic in 1907 that closed scores of banks across the country, Farmers & Merchants deposits reached \$1 million in 1910 and by 1918 had surpassed the \$2 million mark.

OF THE FIRST 4,166 NATIONAL BANKS CHARTERED IN THE UNITED STATES, ONLY 160 REMAIN IN BUSINESS TODAY.



1895

FINANCIAL PANIC OF 1907

1910

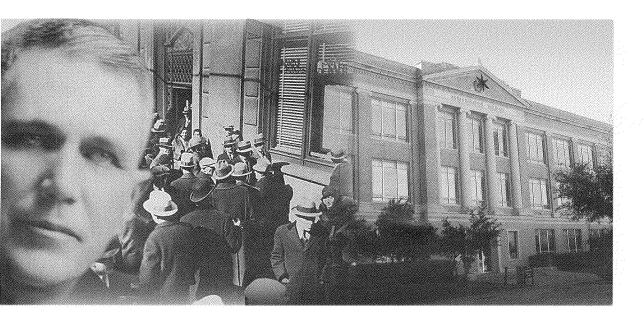
WORLD WAR I

1920

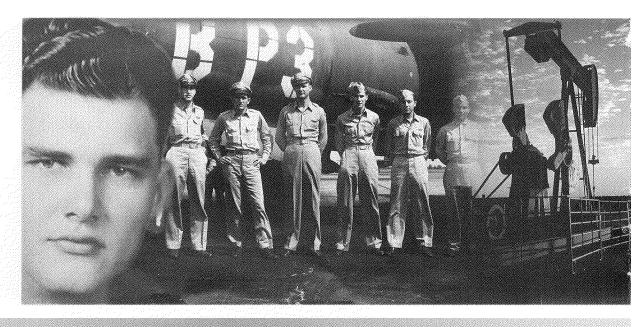
1895 - Ed Hughes, Princeton graduate and one of five original investors, becomes President of the Bank Financial Panic of 1907 closes scores of banks; however, Farmers & Merchants survives

DEPOSITS REACH

DEPOSITS REACH TWO MILLION DOLLARS



Henry James, the 17-year-old son of the Bank's founder, moved from Baird to Abilene to work as the bookkeeper when the Bank opened. Fittingly, it was young Henry who recorded the Bank's first transaction - for he would spend the rest of his life working at Farmers & Merchants Bank - while also working to grow and improve the city of Abilene. Henry James became President of Farmers & Merchants Bank in 1923. During his lifelong devotion to Abilene, he established McMurry College and weathered the storms of the Great Depression and a second World War.





1930

1940 WORLDWAR II 1950

1923 - Henry James son of F.W. James, becomes President and remains so for the next twenty-six years

Company established to handle growing needs of customers

1927 - First Trust ONLY LOCAL BANK TO RETAIN SOLVENCY AND CONTINUE UNINTERRUPTED SERVICE TO CUSTOMERS

1937 - The Bank moves to its second permanent location at North 2nd & Pine

1951 - The Bank moves to its third location at North Fourth & Cypress

1954 - World War II veteran, Walter Johnson becomes the "youngest president of the oldest bank in town"

Farmers & Merchants was the only local bank to retain solvency and continue uninterrupted service to customers during the worldwide economic depression of the 1930s. Deposits soared during the 1940s and in 1954 a new era began for the Bank. That year, a 37-year-old former bank examiner who had learned the banking business from the ground up became the "youngest president of the oldest bank in town." His name was Walter Johnson, a decorated World War II veteran, who became one of Abilene's most influential citizens and transitioned the Bank into a publicly owned, multi-bank holding company allowing stockholders to share in the success of several banks serving a variety of Texas cities.

In 1971, Walter Johnson hired Kenneth Murphy, an experienced bank examiner from West Texas, as Executive Vice President. At that time, the Bank's assets were \$87 million. When Murphy retired from the Board of Directors in 2009, the Bank's assets had grown to \$3.3 billion. During his 40-year tenure at First Financial Bankshares, Murphy oversaw the Bank's move to its present location, acquired 11 Texas banks and added numerous locations to the Company. With his election as Chairman of the Texas Bankers Association in 1990, the Bank gained statewide recognition. In 1991, that recognition became national when the Bank was designated one of the safest banking organizations in the United States.



1970

1980

MORE THAN 500 TEXAS BANKS FAIL OR REQUIRE FDIC REORGANIZATION 1990

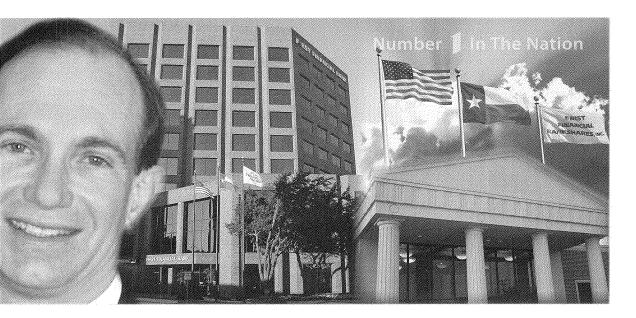
1957 - Farmers & Merchants National Bank changes its name to First National Bank of Abilene

1973 - First Abilene Bankshares, Inc., a publicly-owned, multi-bank holding company, is established 1974
FIRST
ACQUISITION
HEREFORD

1975 - Kenneth Murphy becomes President of First National Bank of Abilene 1980's ACQUISITIONS SWEETWATER EASTLAND &

ABILENE

1987 - Branch banking begins at First National Bank of Abilene 1990 ACQUISITION CLEBURNE



With the foundation for the Company's success well established, Chairman, President and CEO Scott Dueser launched a new century of leadership as the Bank adopted its present name and expanded to 52 locations in 36 Texas towns and cities.

When Dueser was named President and CEO of First Financial Bankshares in 2001, his banking career had already spanned 30 years. After graduation from Texas Tech University, he came to First National Bank of Abilene in 1976 as a management trainee. He continued his education at SMU's Southwestern Graduate School of Banking and held numerous positions at the Bank.

Key developments were realized when First Technology Services and First Financial Trust & Asset Management Company were formed in 2003 to serve a growing customer base. In 2008, amidst turbulence in the U.S. economy, First Financial Bankshares, because it was well capitalized, announced that it would not apply for funds through the U.S. Treasury Department's Capital Purchase Program.

By the close of the new century's first decade, the name First Financial Bank became synonymous with excellence when the Bank was named the number one performing bank in the country by *Bank Director* magazine. From the Panhandle to the Plains to Southeast Texas, the First Financial family of community banks remains focused on the fundamentals and strives to faithfully serve the needs of customers, communities and shareholders - for generations to come.



2000

1991 - Scott Dueser is elected President & CEO of First National Bank of Abilene

1990's ACQUISITIONS STEPHENVILLE, SAN ANGELO WEATHERFORD & SOUTHLAKE 1993 - First Abilene Bankshares, Inc. changes its name to First Financial Bankshares, Inc. Company stock is listed on NASDAQ

2001 ACQUISITION MINERAL WELLS 2001- Scott Dueser named President & CEO of First Financial Bankshares, Inc. Elected Chairman of the Texas Bankers Association 2003 - First Technology Services and First Financial Trust & Asset Management Company are established

# Dear Shareholders

First Financial Bankshares made exceptional progress in 2010, growing both organically and through acquisition. Not only did our earnings rise for the 24th consecutive year, but they rose at a double-digit rate.

The economy remained very flat during 2010, with stagnant loan demand and slow housing sales. Those factors, along with historically low interest rates and an immense amount of new government regulation, made 2010 another very challenging year for the banking industry. We prospered in this tough environment by following the example of First Financial Bankshares' past leaders: We managed the Company with integrity and a strong sense of civic responsibility, we adhered to conservative financial practices, and we strove to do the right thing every day for our company and our customers.

With 2010 marking our 120th anniversary, this year's annual report celebrates our company's history. In particular, it gives credit to the outstanding leaders who guided our company through its formative years and through several economic crises that resulted in the collapse of many banks in Texas and nationwide. The lessons we learned from those crises—including the 1980s oil bust, when 500 Texas banks failed or were reorganized—have made us stronger than ever.

Texas did not escape the recession that began in 2008, but it has fared relatively well. During 2010, it again had lower unemployment than the nation as a whole, ending the year with an unemployment rate of 8.3 percent compared with 9.4 percent for the country. Texas created 218,000 new jobs last year, more than any other state. The outlook for Texas remains bright, thanks to its business-friendly legislature, favorable taxation policies, low cost of living and skilled workforce.

#### **EXPANDING STRATEGICALLY**

Demonstrating our confidence in the long-term strength of the Texas economy, we made an acquisition last year that was our first since 2005. In November, we acquired Sam Houston Financial Corp., parent company of The First State Bank in Huntsville, Texas, for \$22.2 million in cash and stock. The acquired business became our 11th separately chartered bank. Adding The First State Bank to our family of community banks is significant on many levels. Located 70 miles north of Houston along Interstate 45, Huntsville typifies the qualities we look for in a community when we expand our company. With 37,000 residents, Huntsville is a non-urban community that has many appealing lifestyle amenities. It also has a stable economy, which is anchored by Sam Houston State University (the fastest-growing university in the state) and the headquarters of the Texas Department of Criminal Justice (with 5,000 employees). Further, this acquisition opens up new opportunities for expansion in attractive growth markets around Houston, the nation's fourth-largest city. During the past generation, we have expanded beyond our West Texas roots and acquired several banks within a 50-mile radius of the Dallas/Fort Worth metroplex. Today, the growth markets ringing the metroplex account for about 44 percent of the Company's total assets. Our strategy for the years ahead will be to look for similar opportunities in other non-urban areas around Houston and Dallas/Fort Worth, as well as around other major Texas cities such as San Antonio and Austin.

#### **RESULTS FOR 2010**

Net income grew 10.9 percent to \$59.7 million from \$53.8 million in 2009. Net interest income, our largest source of earnings, rose 5.4 percent to \$136.2 million from \$129.2 million. Meanwhile, our provision for loan losses dropped by 21.5 percent, reflecting a decline in net charge-offs and a stable level of nonperforming assets for the year. Net interest income after provision for loan losses was 8.0 percent greater in 2010 than in 2009.

Noninterest income grew by 1.8 percent to \$49.5 million from \$48.6 million in 2009. Noninterest expense grew by 4.5 percent to \$98.3 million from \$94.0 million; the increase was due partly to higher profit-sharing expenses and partly to higher legal, tax and professional fees related to the Huntsville acquisition.

A key profitability metric for the banking industry is the net interest margin, which expresses net interest income as a percentage of average interest-earning assets. Our net interest margin for 2010 (on a tax-equivalent basis) was 4.68 percent, which was down slightly from 4.80 percent in 2009. The decline was due to the effect of low interest rates over a prolonged period of time.

As was the case in prior years, we outperformed our peer group of comparable banks on several key financial metrics in 2010. Our return on average assets was 1.75 percent compared with 0.39 percent for our peers. And our return on average equity was 13.74 percent compared with their ROE of 2.48 percent. Our net interest margin of 4.68 percent compared favorably to our peer group's margin of 3.71 percent. Even with our practice of having separately chartered banks, our efficiency ratio of 49.49 percent easily beat our peer group's average of 65.13 percent. (The efficiency ratio measures the percentage of net operating revenues consumed by operating expenses.) We attribute our superior performance on these metrics to conservative management of the Company's financials and to our emphasis on maximizing profitability for our shareholders.

2005

2009 XPANSION

FIRST FINANCIAL BANKSHARES, INC.
IS RANKED NUMBER ONE IN THE NATION
BY BANK DIRECTOR MAGAZINE

2010

2010 ACQUISITION HUNTSVILLE

2004 ACQUISITIONS GRANBURY & GLEN ROSE 2005
ACQUISITIONS
CLYDE, MORAN,
RANGER, RISING STAR,
BRIDGEPORT,
DECATUR & BOYD

2009 EXPANSION INTO FORT WORTH & ODESSA

#### **RESULTS FOR 2010** - continued

We ended 2010 well capital zed and financially strong. Consolidated assets grew 15.2 percent to \$3.78 billion from \$3.28 billion at the end of 2009. Loans increased 11.6 percent to \$1.69 billion from \$1.51 billion. Total deposits, meanwhile, increased 16.0 percent to \$3.11 billion from \$2.68 billion. This large increase was partially due to several of our customers' experiencing liquidity events at the end of the year. Shareholders' equity rose 6.3 percent to \$441.7 million from \$415.7 million. Balance sheet figures for year-end 2010 include the Huntsville bank, which had loans of \$90.4 million and deposits of \$158.9 million as of December 31, 2010.

For First Financial Trust & Asset Management Co., 2010 was another year of solid growth. The book value of total trust assets at year-end stood at \$1.78 billion, an increase of 7.2 percent from \$1.66 billion at the previous year-end. The Trust Company's fee income increased 19.0 percent to \$10.8 million from \$9.1 million in 2009. During the past five years, trust assets have grown 55.0 percent and fee income has grown 53.0 percent.

#### A STRONG BANKING MODEL

it is noteworthy that we created our 11th separately chartered bank during a year in which some other financial institutions collapsed their multiple bank charters and moved toward a consolidated, centralized management system. We strongly believe in the value of community-based banks, which make decisions at the local level. Each of our separately chartered banks has its own Chief Executive Officer/President and Board of Directors, who are better able to take the pulse of the local business community and are responsible for the bank's financial performance and growth. The main argument against using separate charters is the added cost, but we keep duplicative costs to a minimum by consolidating backroom operations, a concept we call "One Bank, Eleven Charters."

#### **GROWING INTERNALLY**

Our company continues to expand and improve its network of bank offices to better serve its customers. During 2010, our Cleburne bank opened a new branch in Crowley. In addition, our Weatherford bank opened a branch office in Fort Worth and our Abilene bank opened an office in Odessa; both of these new branches were added on to existing Trust Company offices. In Eastland and in our Ridgeway branch in Cleburne, we completed a major remodeling of our facilities to provide more efficient operations and better customer service. Currently, we are constructing new facilities in Albany and Southlake. Part of our original property in Southlake was expropriated by the Texas Department of Transportation, which prompted us to purchase a prime piece of property down the street. Additionally, we sold our downtown Cleburne location to the City of Cleburne, which needed a larger building. We will begin construction of a smaller, more efficient building next door within the next couple of months.

#### PERSONNEL CHANGES

Tommy Barrow retired as Senior Vice President, Lending, of First Financial Bankshares in January 2011. Tommy has been associated with our company since 1984, and has been an integral part of our management team at the holding company level since moving up from First Financial Bank, Eastland, in 2009. At Eastland, he had served as Chairman, President and Chief Executive Officer.

Additionally, Derrell Johnson will retire from the First Financial Bankshares Board in conjunction with our Annual Shareholders Meeting in April. He was one of the original founding Board members of Texas National Bank, Southlake (now First Financial Bank, Southlake) in 1985, and later went on to serve our company with distinction for 14 years. We have benefitted greatly from Derrell's counsel and direction, and we thank him for his fine service.

#### LOOKING AHEAD

Due partly to increased regulatory and cost pressures in operating a community bank, we expect to see more acquisition opportunities in the years ahead. Our company has the liquidity, capital, stock price and management expertise to take advantage of these new opportunities. We believe community bankers in Texas who are looking for a buyer will find our company very appealing. We have a highly successful track record with prior acquisitions, a reputation as one of the nation's most financially sound banks and an unparalleled commitment to maintaining a bank's focus on its local community. We also offer banks more products and services for their customers, improved technology and marketing, and greater training, career opportunity and employee benefit programs for their employees.

Growth will also come internally, through new bank offices and other channels. We expect our Trust Company to continue to grow its assets and fee income, both in our core markets and in newer growth markets such as Fort Worth and Odessa. Mortgage lending and treasury management are other business sectors that show promise as sources of continued growth.

The overall economic outlook may be uncertain at present, but we continue to believe in a healthy future for Texas and our nation in the long term. Additionally, our company has been managed throughout its 120-year history with a long-term perspective that has served its stakeholders well in good times and in bad. Today, First Financial Bankshares is financially and operationally stronger than ever. We are well positioned to maintain our leadership and see ample opportunities for growth ahead.

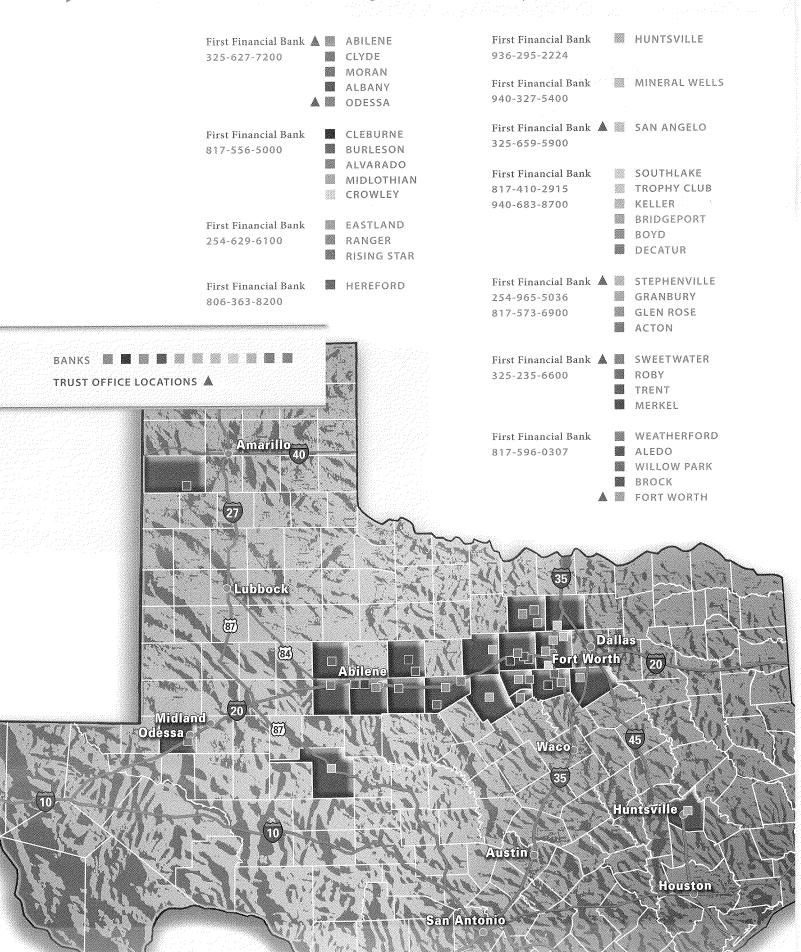
We will continue to manage and grow the Company for the benefit of our customers and shareholders, as the Company's leaders have done in generations past. We value the loyal support of our shareholders and look forward to sharing future successes with you.

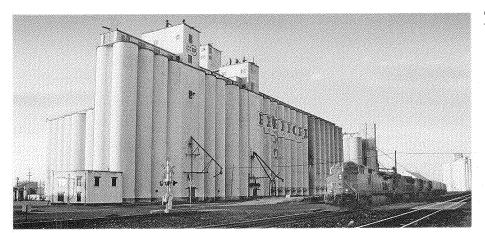
F. Scott Dueser

Chairman, President and CEO

# FIRST FINANCIAL BANKSHARES, INC."

# A Family of Community Banks™





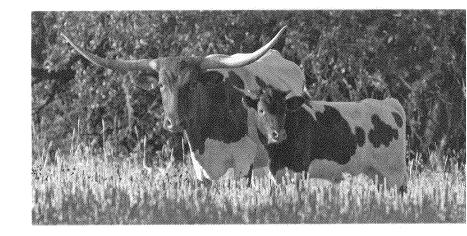
# Selected Financial Data

2010 COMMON STOCK MARKET VALUE AND DIVIDEND DATA

QUARTER	HIGH	LOW	CLOSE	DIVIDENDS
FOURTH	\$52.96	\$46.00	\$51.25	\$0.34
THIRD	50.83	43.55	46.99	0.34
SECOND	54.94	48.09	48.09	0.34
FIRST	55.02	50.01	51.56	0.34

# 2009 COMMON STOCK MARKET VALUE AND DIVIDEND DATA

XXVIII AND				
QUARTER	HIGH	LOW	CLOSE	DIVIDENDS
FOURTH	\$55.94	\$47.86	\$54.23	\$0.34
THIRD	54.50	47.95	49.46	0.34
SECOND	51.62	46.51	50.36	0.34
FIRST	55.70	36.49	48.17	0.34



### IN THOUSANDS (EXCEPT PER SHARE DATA)

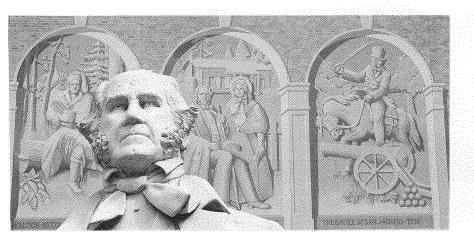
YEAR-END	TOTAL ASSETS	SHAREHOLDERS'	NET INCOME	BASIC EARNINGS PER SHARE	CASH DIVIDENDS PER SHARE	STOCK DIVIDENDS AND SPLITS	YEAR-END BOOK VALUE PER SHARE	YEAR-END MARKET VALUE PER SHARE
2010	\$3,776,367	\$ 441,688	\$59,659	\$2.86	\$1.36		\$21.09	\$51.25
2009	3,279,456	415,702	53,797	2.58	1.36	· =	19.96	54.23
2008	3,212,385	368,782	53,164	2.56	1.34	_	17.73	55.21
2007	3,070,309	335,495	49,490	2.38	1.26	_	16.16	37.65
2006	2,850,165	300,901	46,029	2.22	1.18	*****	14.51	41.86
2005	2,733,827	276,276	44,023	2.13	1.10	4/3 split	13.34	35.06
2004	2,315,224	265,545	39,171	1.90	1.00		12.84	33.61
2003	2,092,571	251,487	35,305	1.71	0.91	5/4 split	12.19	30.84
2002	1,993,183	238,768	33,953	1.65	0.81	-	11.59	22.80
2001	1,929,694	213,654	29,355	1.43	0.70	5/4 split	10.40	18.06
TEN-YEAR COMPOUND GROWTH RA		8.46%	7.74%	7.64%	8.17%	_	8.23%	13.01%

Adjusted for stock dividends and splits.

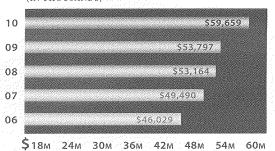
# Financial Highlights

#### IN THOUSANDS (EXCEPT PER SHARE DATA)

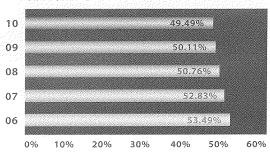
FOR THE YEAR	2010	2009	CHANGES
Net Income	\$ 59,659	\$ 53,797	10.90%
Basic Earnings per Share	2.86	2.58	10.85%
Dividends Declared	28,385	28,311	0.26%
Dividends per Share	1.36	1.36	-
Averages for the Year			
Assets	\$3,402,274	\$3,125,552	8.85%
Securities	1,408,088	1,308,110	7.64%
Loans	1,543,537	1,494,876	3.26%
Deposits	2,758,584	2,513,387	9.76%
Shareholders' Equity	434,152	394,812	9.96%
At Year-End			
Assets	\$3,776,367	\$3,279,456	15.15%
Securities	1,546,242	1,285,377	20.29%
Loans	1,690,346	1,514,369	11.62%
Deposits	3,113,301	2,684,757	15.96%
Shareholders' Equity	441,688	415,702	6.25%
Book Value per Share	21.09	19.96	5.66%
Trust Assets	1,783,396	1,664,174	7.16%
Key Ratios			
Return on Average Assets	1.75 %	1.72 %	
Return on Average Equity	13.74 %	13.63 %	
Equity/Assets at Year-End	11.70 %	12.68 %	
Efficiency	49.49 %	50.11%	



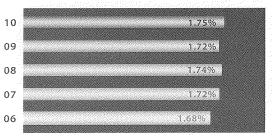
# NET INCOME GROWTH (IN THOUSANDS)



#### **EFFICIENCY RATIO**

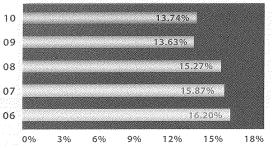


#### RETURN ON AVERAGE ASSETS

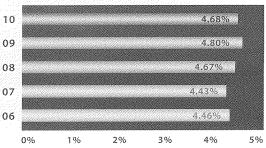


0% .25% .50% .75% 1.00% 1.25% 1.50% 1.75% 2.00%

### RETURN ON AVERAGE EQUITY



#### NET INTEREST MARGIN



# ABILENE & CLYDE & MORAN & ALBANY & ODESSA



MAIN OFFICE	(325) 627-7200
400 Pine Street	Abilene, Texas 79601
LOCATIONS	
4400 Buffalo Gap Road	Abilene, Texas 79606
4350 Southwest Drive	Abilene, Texas 79606
920 N. Willis Street	Abilene, Texas 79603
3300 S. 14th Street	Abilene, Texas 79605
1010 N. Judge Ely Blvd.	Abilene, Texas 79601
701 Pine Street	Abilene, Texas 79601
1345 Barrow Street	Abilene, Texas 79605
2617 Antilley Road	Abilene, Texas 79606
1650 State Highway 351	Abilene, Texas 79601
718 Elm Street	Clyde, Texas 79510
400 Ground Street	Moran, Texas 76464
132 Hill Street	Albany, Texas 76430
2651 JBS Parkway, Bldg. 4, Suite F	Odessa, Texas 79762

TAYLOR, CALLAHAN & SCHACKELFORD COUNTIES DEPOSIT MARKET SHARE

430/0

#### SENIOR OFFICERS

Ron Butler President and Chief Executive Officer

Tom Boecking Executive Vice President South Branch

Ben McAnally Executive Vice President Treasury Management

John Prince Executive Vice President Personal Loans

James Robinson Executive Vice President Retail, Marketing and Business Development

Marelyn Shedd Executive Vice President Commercial Loans

Charles E. Tennesson Executive Vice President, Chief Financial Officer and Cashier

#### DIRECTORS

F. Scott Dueser Chairman of the Board

Ron Butler President and Chief Executive Officer

J. Michael Alexander President James M. Alexander & Co. RON BUTLER President and CEO

(Directors continued)

Tucker S. Bridwell President Mansefeldt Investment Corp.

Joe E. Canon, J.D. Executive Director Dodge Jones Foundation

David Copeland President Shelton Family Foundation

Joe Crawford President Abilene Aero, Inc.

Mike Denny President Batjer and Associates

Murray Edwards Principal, The Edwards Group

Allan D. Frizzell Executive Vice President Enrich Oil Corporation

Tim Lancaster Chairman, CEO and President Hendrick Health System

Kirk Massey Investments

Stanley Morris, Jr. Investments

Dian Graves Stai Chair Mansefeldt Investment Corp. Director Dian Graves Owen Foundation

Leigh Taliaferro, M.D. Physician

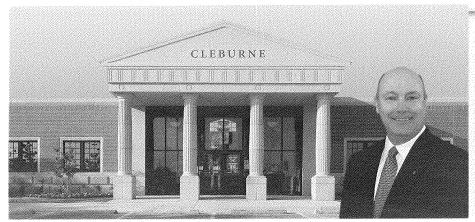
ADVISORY DIRECTORS

Paul Cannon McMahon Surovik Suttle, P.C.

Steve Suttle McMahon Surovik Suttle, P.C.

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Assets	Efficiency Ratio
DEC. 31, 2010	\$1,267,423	455,313	1,017,783	109,912	21,002	1.84%	44.28%
DEC. 31, 2009	\$1,087,452	419,928	879,258	99,941	19,587	1.88%	45.99%

## CLEBURNE # BURLESON # ALVARADO # MIDLOTHIAN # CROWLEY



NEW DOWNTOWN LOCATION OPENING 2012

MAIN OFFICE

(817) 556-5000 (800) 226-2940

403 N. Main Street

Cleburne, Texas 76033

#### LOCATIONS

200 N. Ridgeway Drive 1900 S.W. Wilshire Blvd. 201 E. Highway 67 1490 E. Main Street 816 S. Crowley Road Cleburne, Texas 76033 Burleson, Texas 76028 Alvarado, Texas 76009 Midlothian, Texas 76065 Crowley, Texas 76036

JOHNSON COUNTY & CITY OF MIDLOTHIAN DEPOSIT MARKET SHARE

18%

#### SENIOR OFFICERS

Matt Reynolds Chairman of the Board, President and Chief Executive Officer

Craig Beskow Executive Vice President and Cashier

Steve Davis Executive Vice President

Bobby Ranger Executive Vice President

Cynthia Allen Senior Vice President

Lisa Roye Senior Vice President

Darlene Walker Senior Vice President MATT REYNOLDS President and CEO

#### DIRECTORS

Matt Reynolds Chairman of the Board, President and Chief Executive Officer

Albert A. Archer Vice Chairman Walls Industries, Inc.

Ray Beavers General Manager & CEO United Cooperative Services

Byron Black Investments

F. Scott Dueser First Financial Bankshares, Inc.

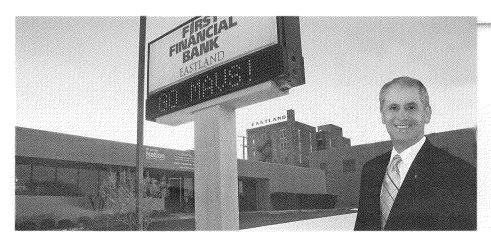
Tim Lyness Lyness Construction, LP

George Marti Marti Enterprises

Dr. Joe Martin Cleburne Eye Clinic

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Assets	Efficiency Ratio
DEC. 31, 2010	\$ 277,973	139,709	250,314	25,118	2,621	0.95%	56,18%
DEC. 31, 2009	\$ 273,598	137,043	247,992	23,697	3,886	1.57%	53.68%

## EASTLAND # RANGER # RISING STAR



MAIN OFFICE

201 E. Main Street

(254) 629-6100

Eastland, Texas 76448

LOCATIONS

106 Main Street 206 W. College Street Ranger, Texas 76470 Rising Star, Texas 76471 **SENIOR OFFICERS**Thomas M. O'Neil

Thomas M. O'Neil Chairman of the Board, President and Chief Executive Officer

L.V. Coffee Executive Vice President Lending

Terry Trout Senior Vice President and Cashier President and CEO

THOMAS M. O'NEIL

## DIRECTORS

Thomas M. O'Neil Chairman of the Board, President and Chief Executive Officer

Ron Butler President and Chief Executive Officer First Financial Bank Abilene

Doug Crawley Rancher

Doug Ford Retired President and Chief Executive Officer Peoples State Bank, Clyde

Jim Keffer President EBAA Iron Sales, Inc.

Mike T. Perry President Kinnaird, Rossander & Perry Agency, Inc.

Dale Squiers, R.Ph. Owner Eastland Drug Company

Tommy Warford Turner, Seaberry and Warford Attorneys

M.D. White, Jr. President and Owner Ace Hardware Store Eastland/Cisco

EASTLAND COUNTY DEPOSIT MARKET SHARE

51%

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Assets	Efficiency Ratio
DEC. 31, 2010	\$ 163,933	71,318	142,064	17,177	2,732	1.70%	46.91%
DEC. 31, 2009	\$ 167.092	63,758	143.956	18.712	2.511	1.79%	49.74%

#### HEREFORD



MAIN OFFICE

212 E. Third Street

(806) 363-8200

Hereford, Texas 79045

SENIOR OFFICERS

Mike Mauldin Chairman of the Board, President and Chief Executive Officer

Kent Jackson Executive Vice President and Chief Credit Officer

Adrian Alejandre Vice President and Cashier MIKE MAULDIN
President and CEO

#### DIRECTORS

Mike Mauldin Chairman of the Board, President and Chief Executive Officer

F. Scott Dueser First Financial Bankshares, Inc.

Steve Lewis, D.V.M. Manager and Senior Partner Hereford Veterinary Clinic

Kade Matthews Ranching and Investments

Garth Merrick President and Chief Executive Officer, Merrick Pet Care, Inc.

Allen Parson Restaurateur and Investments

Craig Smith Rancher and Retired Chairman of the Board, President and Chief Executive Officer First Financial Bank Hereford

Jerry Stevens Vice President and General Manager, Stevens 5-Star Car and Truck Center

Johnny E. Trotter President and Chief Executive Officer, Livestock Investors, Ltd.

Roger Williams Farmer

DEAF SMITH COUNTY
DEPOSIT MARKET SHARE

45%

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Asset	Efficiency s Ratio
DEC. 31, 2010	\$ 175,777	95,210	154,340	14,152	2,369	1.55%	46.88%
DEC. 31, 2009	\$ 147,652	96,028	130,728	12,284	2,121	1,56%	47.16%

### HUNTSVILLE



MAIN OFFICE

33 SH 75 North

(936) 295-2224

Huntsville, Texas 77320

SENIOR OFFICERS

Gaye Clements President

Michelle Murray Cashier

WALKER COUNTY DEPOSIT MARKET SHARE 21%

DIRECTORS

Walter G. Nelson Chairman of the Board

GAYE CLEMENTS
President

Gaye Clements President

James E. Baine Investments

Paul E. Cameron, Jr. Petroleum Engineer

John J. Certa, Jr. Owner Collateral Protection, Inc. and Team Auto Group

Renee N. Davis Investments

F. Scott Dueser First Financial Bankshares, Inc.

Robert C. Ernst, Jr. Owner Ernst Jewelers

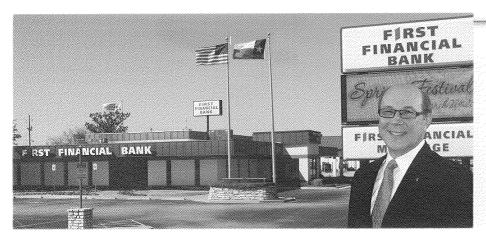
Morris V. Johnson Retired Educator, Huntsville Independent School District

J.V. Martin Chairman of the Board First Financial Bank Sweetwater

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Assets	Efficiency Ratio
DEC. 31, 2010	\$ 181,083	90,399	158,942	22,027	268	0.90%	61.83%

Note: First State Bank, Huntsville was acquired on November 1, 2010. Net income, return on average assets and efficiency ratio reflect earnings for only two months, including acquisition costs, beginning November 1 and ending December 31, 2010.

### MINERAL WELLS



MAIN OFFICE

1900 E. Hubbard Street

(940) 327-5400

Mineral Wells, Texas 76067

SENIOR OFFICERS

Kenneth A. Williamson Chairman of the Board, President and Chief Executive Officer

Brad Seay Executive Vice President Lending

Eddie Gregory Senior Vice President and Cashier

Mike Mearse Senior Vice President Lending DIRECTORS

Kenneth A. Williamson Chairman of the Board, President and Chief Executive Officer

KENNETH WILLIAMSON President and CEO

Spencer Baum, D.D.S. Baum Dental Clinic

F. Scott Dueser First Financial Bankshares, Inc.

George Gault Attorney Gault & Gault

Paul McGettes Chief Financial Officer Upham Oil & Gas Company, L.P.

Terry L. Murphy President and Chief Executive Officer Murphy and Murphy, Inc.

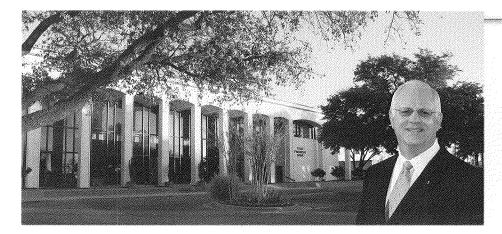
David Ramsey, M.D. Family Practice Center

Albert Rincon Vice President of Operations Texas Packaging Company, Inc.

PALO PINTO COUNTY DEPOSIT MARKET SHARE 33%

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Asset	Efficiency Ratio
DEC. 31, 2010	\$ 196,982	113,060	155,716	20,994	3,824	2.12%	40.40%
DEC. 31, 2009	\$ 167,259	101,050	132,997	22,436	3,542	2.10%	39.01%

### SAN ANGELO



MAIN OFFICE

(325) 659-5900

301 W. Beauregard Avenue

San Angelo, Texas 76903

LOCATIONS

3471 Knickerbocker Road

San Angelo, Texas 76904

TOM GREEN COUNTY
DEPOSIT MARKET SHARE

19%

#### SENIOR OFFICERS

Michael L. Boyd Chairman of the Board, President and Chief Executive Officer

Robert Pate Executive Vice President

Jim Davidson Executive Vice President and Cashier

Cindy George Senior Vice President

Wes Masters Senior Vice President

Reba Priddy Senior Vice President

Chuck Shore Senior Vice President

Ruth Wheeler Senior Vice President

Bill Wiedenfeld Senior Vice President MICHAEL L. BOYD President and CEO

#### DIRECTORS

Michael L. Boyd Chairman of the Board, President and Chief Executive Officer

Hon. Marilyn Aboussie Chief Justice, Retired

W. Dan Cravy, M.D. Physician

Pat Crump Vice President Buckner Retirement Services

Rick DeHoyos Attorney Rick DeHoyos Law Firm

F. Scott Dueser First Financial Bankshares, Inc.

Doug Eakman Owner Pecos Street Pharmacy

Steve Eustis Commercial Real Estate

Ron Giddiens Investments/Business Consulting Former President - Bank of the West, San Angelo

Joey Henderson President Porter Henderson Implement Company, Inc.

J. Bruce Hildebrand First Financial Bankshares, Inc.

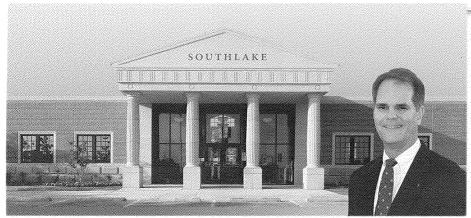
Robert D. Housley President and Owner Housley Communications

David F. Lupton President Angelo Glass & Mirror Company, Inc.

Mary Jane Steadman Attorney Real Estate Investment Management

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Assets	Efficiency Ratio
DEC. 31, 2010	\$ 383,454	147,276	327,254	47,160	6,997	1.94%	42.99%
DEC. 31, 2009	\$ 349,676	139,847	290,797	48,441	6,250	1.82%	45.54%

### SOUTHLAKE # TROPHY CLUB # KELLER # BRIDGEPORT # BOYD # DECATUR



NEW LOCATION OPENING SUMMER 2011

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151 W. Southlake Blvd.

#### LOCATIONS

95 Trophy Club Drive 891 E. Keller Parkway 909 Stevens Street 609 Rock Island Avenue 608 W. Hale Avenue (817) 410-2915

Southlake, Texas 76092

Trophy Club, Texas 76262 Keller, Texas 76248 Bridgeport, Texas 76426 Boyd, Texas 76023 Decatur, Texas 76234

CITIES OF SOUTHLAKE, TROPHY CLUB & KELLER DEPOSIT MARKET SHARE

WISE COUNTY
DEPOSIT MARKET SHARE

7%

149/0

#### SENIOR OFFICERS

Mark L. Jones Chairman of the Board, President and Chief Executive Officer

F. Mills Shallene Wise County Market President

Les Mariotti Senior Vice President and Chief Financial Officer

Sandy Boyd Senior Vice President

James McGilvray Senior Vice President

J. Sean Shope Senior Vice President

Steve Sims Senior Vice President

Trent Swearengin Senior Vice President

Ryan Wall Senior Vice President MARK L. JONES
President and CEO

#### DIRECTORS

Mark L. Jones Chairman of the Board, President and Chief Executive Officer

William Ray Cook, Jr., CPA Cook McDonald & Co.

Jack Dortch Jack Dortch Farmers Insurance Agency

F. Scott Dueser First Financial Bankshares, Inc.

J. Bruce Hildebrand First Financial Bankshares, Inc.

Derrell E. Johnson Former President and CEO Rady Associates Consulting Engineers

K. Wayne Lee President, DDFW Properties

Ralph Manoushagian Land Manager Approach Resources, Inc. Oil & Gas Exploration

Jim Ridenour President Independent Buyers' Co-op

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Assets	Efficiency Ratio
DEC. 31, 2010	\$ 288,542	162,067	237,443	38,913	4,604	1.69%	53.14%
DEC. 31, 2009	\$ 264,306	157,919	210,764	39,084	2,515	0.94%	62.24%

## STEPHENVILLE # GRANBURY # GLEN ROSE # ACTON



MAIN OFFICE

2201 W. South Loop

#### LOCATIONS

1875 Lingleville Road 199 N. Columbia Street 400 Big Bend Trail 2007 East Highway 377 1600 S. Morgan Street 2915 Fall Creek Highway (254) 965-5036

Stephenville, Texas 76401

Stephenville, Texas 76401 Stephenville, Texas 76401 Glen Rose, Texas 76043 Granbury, Texas 76049 Granbury, Texas 76048 Acton, Texas 76049

ERATH, HOOD &
SOMERVELL COUNTIES
DEPOSIT MARKET SHARE

779/0

#### SENIOR OFFICERS

Ron N. Mullins Chairman of the Board, President and Chief Executive Officer

John Power Glen Rose Market President

Bart Rodgers Granbury Market President

Dereece Howell Executive Vice President and Cashier

Monty Bedwell Executive Vice President

Robert Lemons Executive Vice President

Angie Dusek Senior Vice President

Donna Feller Senior Vice President

Connie Frank Senior Vice President

Mike Gandy Senior Vice President

Vickie Pettit Senior Vice President

Robert Reeves Senior Vice President

Larry Upshaw Senior Vice President RON N. MULLINS
President and CEO

#### DIRECTORS

Ron N. Mullins Chairman of the Board, President and Chief Executive Officer

Keith Brown Prime Building Components, LLC

F. Scott Dueser First Financial Bankshares, Inc.

J. Bruce Hildebrand First Financial Bankshares, Inc.

Bill Hooks Autos - Real Estate

John Moore Craft Associates, Inc.

Ron Pack RP's Western Wear, Inc.

Bill Parham Parham & Parham, CPAs

Jerry Parham Parham's Garage & Wrecker Service

John Terrill Attorney

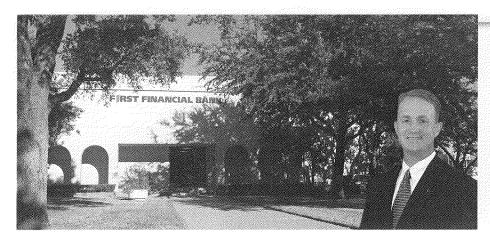
ADVISORY DIRECTORS

Julie Graham SPEC Management Co.

Ron Hance Hance Financial Services

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Efficiency Average Assets Ratio
DEC. 31, 2010	\$ 335,893	185,084	282,948	43,745	5,387	1,60% 51,79%
DEC, 31, 2009	\$ 350,059	181,726	298,355	44,383	4,267	1.31% 48.89%

## SWEETWATER \* ROBY \* TRENT \* MERKEL



MAIN OFFICE

201 Elm Street

LOCATIONS

123 N. Concho Street 117 N. Main Street 301 Edwards Street

(325) 235-6600

Sweetwater, Texas 79556

Roby, Texas 79543 Trent, Texas 79561 Merkel, Texas 79536

NOLAN & FISHER COUNTIES 36%

#### SENIOR OFFICERS

Kirby N. Andrews President and Chief Executive Officer

Donnie Ruppert Executive Vice President and Cashier/Controller

Rodney Foster Executive Vice President and Senior Lending Officer

Debbie Anthony Senior Vice President Retail Operations

Britt Stuart Senior Vice President and Roby Branch Manager

KIRBY N. ANDREWS President and CEO

#### DIRECTORS

Chairman of the Board

Kirby N. Andrews President and Chief Executive Officer

Jeff Branson General Partner Williamson-Branson Real Estate

Louis Brooks, Jr. Rancher

Ron Butler President and Chief Executive Officer First Financial Bank Abilene

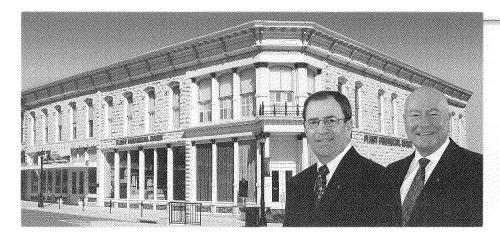
Ronnie Cox Owner Cox Jewelry

Jay Lawrence President MAL Enterprises, Inc.

Thomas L. Rees, Sr. Rees and Rees, Attorneys

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Asset	Efficiency s Ratio
DEC. 31, 2010	\$ 154,833	74,117	140,567	13,393	2,503	1.76%	50.81%
DEC. 31, 2009	\$ 133,322	67,463	119,011	13,248	2,420	1.81%	51.54%

### WEATHERFORD # ALEDO # WILLOW PARK # BROCK # FORT WORTH



MAIN OFFICE

101 N. Main Street

LOCATIONS

101 College Park Drive 1214 N. Main Street 210 N. Main Street 505 FM 1187 N. 4100 E. I-20 1100 FM 1189 550 Bailey Avenue, Suite 300 (817) 596-0307

Weatherford, Texas 76086

Weatherford, Texas 76086 Weatherford, Texas 76086 Weatherford, Texas 76086 Aledo, Texas 76008 Willow Park, Texas 76087 Brock, Texas 76066 Fort Worth, Texas 76107

PARKER COUNTY
DEPOSIT MARKET SHARE

26%

SENIOR OFFICERS

Doyle Lee Chairman of the Board and Chief Executive Officer

Jay Gibbs President

Bob Bradberry Executive Vice President

Larry Mangrem Executive Vice President and Cashier

Mike Carter Senior Vice President

Lori Hill Senior Vice President

Justin Hooper Senior Vice President

Kent Hudson Senior Vice President

Jimmie Sue Lawson Senior Vice President **DOYLE LEE** (R) Chairman of the Board and Chief Executive Officer

JAY GIBBS (L)
President

DIRECTORS

Doyle Lee Chairman of the Board and Chief Executive Officer

Jay Gibbs President

Greg L. Barron President G.L. Barron Company, Inc.

Stephen G. Brogdon, D.D.S. General and Cosmetic Dentistry

Dal DeWees Hirschfeld Holdings, LP

F. Scott Dueser First Financial Bankshares, Inc.

Clay Hicks Oil and Gas Investments

Nan Kingsley President Bluestem Studios, Inc.

Stephen E. Milliken C.D. Hartnett Company

Mike White, O.D. Therapeutic Optometrist

IN THOUSANDS	Assets	Loans	Deposits	Equity	Net Income	Return on Average Assets	Efficiency Ratio
DEC. 31, 2010	\$ 365,958	156,794	316,857	35,226	5,542	1.56%	52.19%
DEC. 31, 2009	\$ 355,621	149,607	309,465	33,608	5,124	1.49%	49.92%

# **FIRST TECHNOLOGY SERVICES**

MAIN OFFICE

(325) 627-7195

400 Pine Street

Abilene, Texas 79601

First Technology Services, Inc. (FTS) provides more than 100 technology applications to First Financial Bankshares, Inc. (FFIN) and its family of 11 banks and the Trust Company. Our mission is to maximize efficiencies and control costs while providing state-of-the-art services including check processing, deposit operations, help desk assistance, desktop support, network, server and software support, information security and compliance, computer operations, business continuity planning, loan and credit operations, and loan documentation preparation.

In addition, FTS provides extended customer service support through our centralized customer call center plus innovative technology for online banking, automatic bill pay services and Treasury Management products including remote deposit, ACH services, payroll cards, fraud protection, and merchant services. FTS also supports employees with classroom and online technology training.

#### SENIOR OFFICERS

Gary D. Tucker President and Chief Executive Officer

Kay Berry Senior Vice President Deposit Operations

Michelle McDonald Senior Vice President Customer Service

Clay Trumble Senior Vice President Credit Administration

Dennis Steckly Senior Vice President Production Services

Larry Williams Senior Vice President Infrastructure Services

#### DIRECTORS

Gary L. Webb Chairman of the Board First Technology Services, Inc. Executive Vice President, Operations First Financial Bankshares, Inc.

Gary D. Tucker President and Chief Executive Officer First Technology Services, Inc.

F. Scott Dueser Chairman, President and Chief Executive Officer First Financial Bankshares, Inc.

J. Bruce Hildebrand Executive Vice President and Chief Financial Officer First Financial Bankshares, Inc.

Michael L. Boyd Chairman, President and Chief Executive Officer First Financial Bank San Angelo

Ron Butler President and Chief Executive Officer First Financial Bank Abilene

Jay Gibbs President First Financial Bank Weatherford

Derrell E. Johnson Former President and Chief Executive Officer Rady and Associates Consulting Engineers

Les Mariotti Senior Vice President and Chief Financial Officer First Financial Bank Southlake

Mike Mauldin Chairman of the Board, President and Chief Executive Officer First Financial Bank Hereford

#### MAJOR ACCOMPLISHMENTS IN 2010

- Creating a companywide Central Loan Document Preparation Department
- Beginning deployment of cash and check accepting ATMs for deposits
- Enhancing instant issue custom debit cards by allowing customers to submit their personal photos for uploading
- Increasing customer call support for our banks through the FFIN Call Center
- Adding online enrollment for home banking
- Upgrading our Item Processing system to state-of-the-art technology



(L-R)
MICHELLE MCDONALD,
DENNIS STECKLY,
GARY TUCKER,
LARRY WILLIAMS,
CLAY TRÜMBLE,
KAY BERRY

## FIRST FINANCIAL TRUST&ASSET MANAGEMENT COMPANY

#### **OFFICERS**

Kirk W. Thaxton Chairman of the Board, President and Chief Executive Officer

David Byrd Executive Vice President Manager, San Angelo

Konrad S. Halbert Executive Vice President Manager, Fort Worth

Barbara Hill Executive Vice President Manager, Odessa

Michael D. Sheehan Executive Vice President Manager, Sweetwater

Richard Young Executive Vice President Manager, Abilene

David Castleberry Senior Vice President Manager, Stephenville

Larry Cleveland Senior Vice President Manager, Operations

Ralph Gibson Senior Vice President Manager, Investments

David B. Pitzer Senior Vice President Manager, Real Property

Randy Spiva Senior Vice President Manager, Oil & Gas

#### **DIRECTORS**

Sarah Campbell Portfolio Manager

Joe E. Canon, J.D. Executive Director Dodge Jones Foundation

David Copeland President Shelton Family Foundation

Ronnie Cox Owner Cox Jewelry

F. Scott Dueser First Financial Bankshares, Inc.

David F. Lupton President Angelo Glass & Mirror Company, Inc.

Bill Parham Parham & Parham, CPAs

Robert S. Patterson Former President & CEO First Financial Trust & Asset Management Company, N.A.

Kirk W. Thaxton Chairman of the Board, President and Chief Executive Officer First Financial Trust & Asset Management Company, N.A.

#### ADVISORY DIRECTOR

John L. Beckham Beckham Rector & Eargle LLP

#### LOCATIONS

ABILENE OFFICE 400 Pine Street	(325) 627-7100
FORT WORTH OFFICE 550 Bailey Avenue, Suite 300	(817) 410-4970
ODESSA OFFICE 2651 JBS Parkway, Bldg. 4, Suite E	(432) 367-8900
SAN ANGELO OFFICE 301 W. Beauregard Avenue	(325) 659-5987
STEPHENVILLE OFFICE 2201 W. South Loop	(254) 918-6262
SWEETWATER OFFICE 201 Elm Street	(325) 235-6640

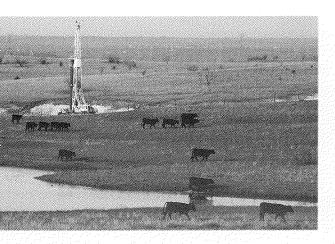


(L-R) RICHARD YOUNG, DAVID BYRD, KIRK THAXTON, KONRAD HALBERT, BARBARA HILL, DAVID CASTLEBERRY, MIKE SHEEHAN



First Financial Trust & Asset Management Company, N.A. achieved strong growth in revenue, income and assets during 2010.

Trust fee revenue increased \$1.7 million, or 19.0 percent, to \$10.8 million from \$9.1 million in 2009. Revenue from the management of our oil and gas properties increased \$413,000, or 55.4 percent. And net income grew \$623,000 or 23.7 percent, to \$3.3 million from \$2.6 million in 2009.



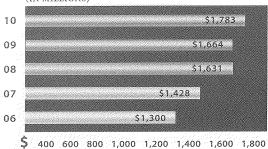
While all six offices - in Abilene, Fort Worth, Odessa, San Angelo, Stephenville and Sweetwater produced excellent revenue and income growth, the Odessa office was a particular standout in profitability. Barbara Hill has done an excellent job of making the office profitable in just a short period of time.

Assets at year-end totaled \$1.78 billion in book value and \$2.30 billion in market value. These levels represent increases of 7.2 percent and 9.3 percent, respectively, from 2009. The leaders in this area were the Fort Worth office, with book value asset growth of \$58.6 million, or 75.8 percent, and the Odessa office, with asset growth of \$29.7 million or 82.7 percent.

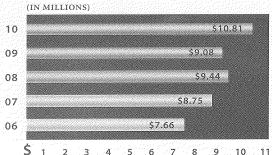
Our dedicated team of trust professionals focus on providing not only superior investment results but also quality customer service at the local level. They offer a complete range of financial products and services, and have an average of 18 years of asset management experience.



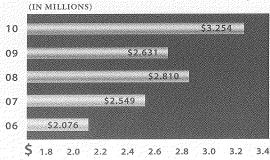
TRUST ASSETS (BOOK VALUE) (IN MILLIONS)



# TRUST FEES

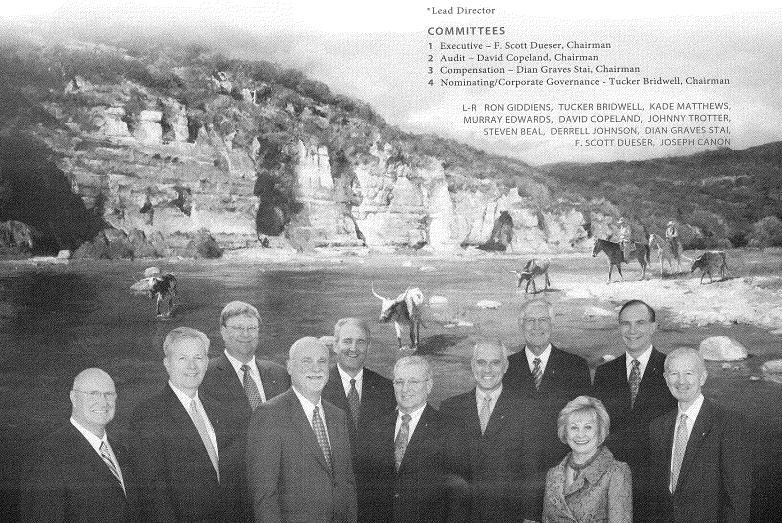


TRUST NET INCOME



# Board of Directors

BOARD MEMBER	YEAR ELECTED	COMMITTEE	BOARD MEMBER	YEAR ELECTED	COMMITTEE APPOINTMENT
F. Scott Dueser Chairman of the Board, President and CEO	1991	1	Ron Giddiens Investments/Business ( Former President - Bar the West, San Angelo		2
Steven L. Beal Retired President and C Concho Resources Inc.	2010	2, 3	Derrell E. Johnson Former President and Rady and Associates	2000 CEO	2
Tucker S. Bridwell, CPA President	* 2007	1, 2, 4	Consulting Engineers		
Mansefeldt Investment	Corp.		Kade Matthews Ranching and Investm	1998 ents	3
Joseph E. Canon, J.D. Executive Director Dodge Jones Foundation	1996 1	3	Dian Graves Stai Chair, Mansefeldt Investment Corp.	1993	1, 3, 4
David Copeland, CPA President, SIPCO, Inc. a Shelton Family Foundat		1, 2, 4	Director, Dian Graves Owen Foundation		
Murray Edwards Principal, The Edwards G	2006	2, 4	Johnny E. Trotter President and CEO Livestock Investors, Lt	2003 d.	1, 3, 4
			*T I Think letting		



Corporate Information

FIRST FINANCIAL BANKSHARES, INC.

FIRST FINANCIAL BANKSHARES
EXECUTIVE OFFICERS (L-R): F. SCOTT DUESER,
J. BRUCE HILDEBRAND, MICHELE P. STEVENS,
TOMMY J. BARROW, GARY L. WEBB,
KIRK W. THAXTON, COURTNEY JORDAN,
GARY S. GRAGG

#### **OFFICERS**

F. Scott Dueser Chairman, President and Chief Executive Officer

J. Bruce Hildebrand Executive Vice President and Chief Financial Officer

Gary S. Gragg Executive Vice President, Lending

Gary L. Webb Executive Vice President, Operations

Tommy J. Barrow Senior Vice President, Lending

Courtney Jordan Senior Vice President Training and Education

Michele P. Stevens Senior Vice President, Advertising and Marketing

William A. Rowe Vice President, Investment Services

Gaila Kilpatrick Assistant Secretary

Bob Goodner Compliance Officer

Michelle Fagan Compliance Officer

#### ANNUAL MEETING

Tuesday, April 26, 2011 10:30 a.m. Abilene Civic Center 1100 N. Sixth Street Abilene, Texas 79601

#### **CORPORATE OFFICES**

400 Pine Street Abilene, Texas 79601 325-627-7155 • 800-588-7000 www.ffin.com

### CORPORATE MAILING ADDRESS

P.O. Box 701 Abilene, Texas 79604

#### COMMON STOCK LISTING

The NASDAQ Global Select Market Symbol: FFIN

#### INDEPENDENT PUBLIC AUDITORS

Ernst & Young LLP

# FOR FINANCIAL AND INVESTOR INFORMATION, CONTACT:

J. Bruce Hildebrand Executive Vice President & CFO 325-627-7167

David A. Hogan Director, Investor Relations 325-627-7114 investorrelations@ffin.com

#### TRANSFER AGENT

Registrar and Transfer Company 800-368-5948

# ADDRESS SHAREHOLDER INQUIRIES TO:

Registrar and Transfer Company Investor Relations Department 10 Commerce Drive Cranford, NJ 07016

E-MAIL ADDRESS: info@rtco.com

# REGISTRAR AND TRANSFER COMPANY WEB SITE

www.rtco.com

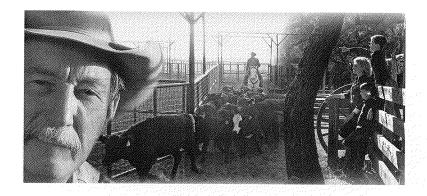
# SEND CERTIFICATES FOR TRANSFER & ADDRESS CHANGES TO:

Registrar and Transfer Company 10 Commerce Drive Cranford, NJ 07016-3572

www.ffin.com

Certain statements contained in this annual report may be considered "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. These statements are based upon the belief of the Company's management, as well as assumptions made beyond information currently available to the Company's management, and may be, but not necessarily are, identified by such words as "expect", "plan", "anticipate", "forecast" and "goal". Because such "forward-looking statements" are subject to risks and uncertainties, actual results may differ materially from those expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially from the Company's expectations include competition from other financial institutions and financial holding companies; the effects of and changes in trade, monetary and fiscal policies and monetary fluctuations; changes in consumer spending, borrowing and savings habits; and acquisitions and integration of acquired businesses, and similar variables. Other key risks are described in the Company's reports filed with the Securities and Exchange Commission, which may be obtained under "Investor Relations-Documents/Filings" on the Company's Web side or by writing or calling the Company at 325.627.7155. Except as otherwise stated in this annual report, the Company does not undertake any obligation to update publicly or revise any forward-looking statements because of new information, future events or otherwise.

Note: Market share data is calculated from June 30, 2010, deposit information compiled by the Federal Deposit Insurance Corporation.



FIRST FINANCIAL BANKSHARES, INC."

A Family of Community Banks 5M