

2021 REPORT TO OUR COMMUNITY



NHTrust
FINANCIAL ADVISORS

TRUST IS EARNED.

To Our Customers, Community and Employees:



2021 was another interesting year for NHTrust. While the pandemic continued to dominate everyday life, we continued to focus on communicating and engaging with our clients. To stay in touch, we relied more and more on technology as the pandemic and the year marched on.

The sustained diligence of our employees provided us the ability to adjust and move forward to successfully meet the needs of our clients. NHTrust benefited from the arrival of impressive new colleagues to our already strong team, the completion of an important strategic planning effort and the preparation for significant new business that will take NHTrust to the next level of financial success and contribution to New Hampshire Mutual Bancorp (NHMB).

Our six month long planning effort of 2021 focused largely on enhancing our client's experience. We believe we already have one of the most dynamic wealth management teams in NH and our investment performance has been strong. The strategic planning focus on the client experience is now leading us to the delivery of industry leading client facing technology that we expect to have in place, to the benefit of our clients, in early 2023. As noted, NHTrust added experienced talent in 2021 in all our locations increasing our depth and understanding to benefit all of our clients as we successfully spread our footprint across a larger part of New Hampshire.

We continue to grow NHTrust with a focus on providing our services to households with the most complex financial needs and those just getting started with their financial plans. This is exactly what makes us unique; the capacity to meet any need with the desire to serve all of our neighbors. And as always, we ourselves continue to be our most demanding task master, never forgetting our obligation to live up to our stated mission: "Trust is earned."

Lending a Helping Hand

NHTrust continues to collaborate and support our community nonprofits, charities and partners.

A few examples from 2021:

- NHTrust was proud to support the [Harris Center for Conservation Education](#) in Hancock to help them continue their efforts to reach over 3,000 school children in 30 local public schools using environmental science lessons coupled with outdoor sessions in nature.
- NHTrust continues to be a strong supporter of [Concord Hospital Trust](#) by providing sponsorship for their annual Golf Tournament.
- In recognition of Giving Tuesday in November, NHTrust provided [Lakes Region Mental Health Center](#) in Laconia with a \$1,000 donation.
- Over the holiday season, NHTrust contributed \$1,500 to support the [Community Action Program of Belknap-Merrimack Counties, Inc.](#) for their 2021 Winter Coat Drive.

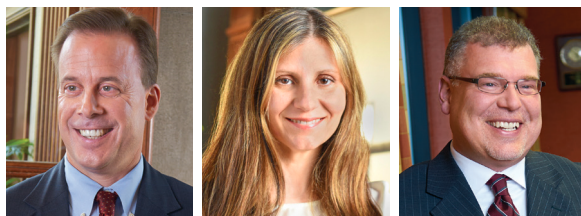


we're all in this together

Financial Results



	2020	2021
Assets under management	\$1.1B	\$1.4B
Gross Revenue	\$6.6M	7.3M
Net Income	\$651K	607K
Numbers of Clients	5,000	5,900



Leadership

Paul Provost, President

Eulalie Paris, SVP, Operations, Partnerships & Client Experience

Steven W. Aiken, VP Financial Advisor



Trust

Mark S. Cross-Powers, SVP Senior Trust Officer

Deanna Wilson, SVP, Senior Trust Officer

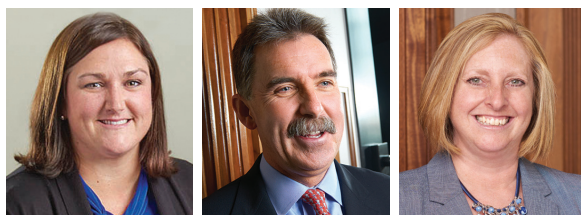
Janelle Sartorio, VP Trust Officer



Michael Rafferty, SVP Senior Trust Officer

Greg M. McConahey, SVP Relationship Manager – Portfolio Consultant

Nicole J. Herbst, VP Senior Trust Officer



Financial Advisory

Brandy Mohan, Financial Advisor

Gerry Tautkus, AVP Financial Advisor

Kimberly V. Place, VP Financial Advisor



Madalyn Dow, Financial Advisor

Toni Ciampaglione, Financial Advisor

Joseph Dudek, Financial Advisor

Board of Directors



Chair: Michael O'Leary, *Holderness*

Vice Chair: Jeffrey S. Kipperman, *Enfield*

Peter G. Bloomfield, *Hollis*

Charles G. Hanson, *Center Harbor*

Susan Howard, *Walpole*

Samuel L. Laverack, *Holderness*

Paul M. Provost, *Concord* (President of NHTrust)

Gregg R. Tewksbury, *Keene*
(President & CEO of New Hampshire
Mutual Bancorp)

Christiana Thornton, *Pembroke*

It is a great honor to be able to add a few short comments to this annual report. To be honest, never in my over thirty five year career did I imagine we would operate a trust and wealth management business during a pandemic lasting more than two years. If asked beforehand, I am sure I would have said some version of “how in the world would we do that.”

I am pleased to be able to share at least some of the answer. The solution starts with our fantastic clients, as much friends as customers. The patience and understanding you have shown as we have adapted new business practices, met with you online and built new processes and procedures is indeed a great comfort and strengthens our faith in humanity. We cannot thank you enough for the trust you demonstrate in us as you continue to let us help you through these historic times.

Of course an equal amount of credit goes to all of my colleagues at NHTrust. We are blessed to retain an impressive group of coworkers that possess great industry experience and have been with NHTrust since the pandemic started. We have truly become an employer of choice! What pleases me to no end is to hear, over and over again from our newest employees, “I love working here; everyone, including the employees and our clients, are so nice, what a great place to offer the services of our wealth management practice.”

We enter 2022 optimistic that the pandemic may be headed in a positive direction, aided by the modern wonder of vaccines and treatment from our health care heroes. We are confident, informed by the lessons of the last two years that we can meet any challenges. Finally, we are humbled and pleased that we get to do this fulfilling work day to day and help the citizens of our communities to live financial lives filled with dignity, joy and the accomplishment of their goals.

Sincerely,



Paul Provost
President



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