Board of Governors of the Federal Reserve System OMB Number: 7100-0036 Federal Deposit Insurance Corporation OMB Number: 3064-0052 Office of the Comptroller of the Currency

OMB Number: 1557-0081

Expires February 28, 2015

Please refer to page i,

Table of Contents, for the required disclosure of estimated burden

Consolidated Reports of Condition and Income for A Bank With Domestic Offices Only—FFIEC 041

Report at the	close of	husiness	March	31.	2012

We, the undersigned directors (trustees), attest to the correctness of

This report form is to be filed by banks with domestic offices

only. Banks with foreign offices (as defined in the

instructions) must file FFIEC 031.

This report is required by law: 12 U.S.C. §324 (State member banks); 12 U.S.C. §1817 (State nonmember banks); 12 U.S.C. §161 (National

banks) and 12 U.S.C. §1464 (Savings associations). NOTE: Each bank's board of directors and senior management are

responsible for establishing and maintaining an effective system of internal control, including controls over the Reports of Condition and Income. The Reports of Condition and Income are to be prepared in accordance with Federal regulatory authority instructions. The Reports of Condition and Income must be signed by the Chief Financial Officer (CFO) of the reporting bank (or by the individual performing an equivalent function) and attested to by not less than two directors (trustees) for State nonmember banks and three directors for State member and National banks.

I, the undersigned CFO (or equivalent) of the named bank, attest that the Reports of Condition and Income (including the supporting schedules) for this report date have been prepared in conformance with the instructions issued by the appropriate Federal regulatory authority and are true and correct to the best of my knowledge and

Signature of Chief Financial Officer (or Equivalent)

Submission of Reports

Date of Signature

Each bank must file its Reports of Condition and Income (Call Report) data by either:

- (a) Using computer software to prepare its Call Report and then submitting the report data directly to the FFIEC's Central Data Repository (CDR), an Internet-based system for data collection (https://cdr.ffiec.gov/cdr/), or
- (b) Completing its Call Report in paper form and arranging with a software vendor or another party to convert the data into the electronic format that can be processed by the CDR. The software vendor or other party then must electronically submit the bank's data file to the CDR.

For technical assistance with submissions to the CDR, please contact the CDR Help Desk by telephone at (888) CDR-3111, by fax at (703) 774-3946, or by e-mail at CDR.Help@ffiec.gov.

FDIC Certificate Number 90417

(RSSD 9050)

the Reports of Condition and Income (including the supporting schedules) for this report date and declare that the Reports of Condition and Income have been examined by us and to the best of our knowledge and belief have been prepared in conformance with the instructions issued by the appropriate Federal regulatory authority and are true

Director (Trustee)

and correct

Director (Trustee)

Director (Trustee)

To fulfill the signature and attestation requirement for the Reports of Condition and Income for this report date, attach your bank's completed signature page (or a photocopy or a computer-generated version of this page) to the hard-copy record of the data file submitted to the CDR that your bank must place in its files.

The appearance of your bank's hard-copy record of the submitted data file need not match exactly the appearance of the FFIEC's sample report forms, but should show at least the caption of each Call Report item and the reported amount.

Trust Point Inc.

Legal Title of Bank (RSSD 9017)

LA CROSSE

City (RSSD 9130)

54602-0489

State Abbrev. (RSSD 9200) Zip Code (RSSD 9220)

Consolidated Reports of Condition and Income for

A Bank With Domestic Offices Only

2

Table of Contents

Signature Page	Cover	Schedule RC-B - Securities	RC-3, 4, 5, 6, 7, 8
Contact Information	ii, iii	Schedule RC-C - Loans and Lease Financing Receivables:	
Report of Income		Part I. Loans and Leases	RC- 9, 10, 11, 12, 13, 14
		Part II. Loans to Small Businesses and	
Schedule RI - Income Statement	<u>RI</u> -1, 2, 3, 4	Small Farms	RC-15, 16
Schedule RI-A - Changes in Bank Equity Capital	RI-5	Schedule RC-D - Trading Assets and Liabilities	
		(to be completed only by selected banks)	RC-17, 18, 19
Schedule RI-B - Charge-offs and Recoveries on			
Loans and Leases and Changes in Allowance		Schedule RC-E - Deposit Liabilities	RC-20, 21
for Loan and Lease Losses	RI-5, 6, 7		
		Schedule RC-F - Other Assets	RC-22
Schedule RI-E - Explanations	RI-8, 9		
		Schedule RC-G - Other Liabilities	RC-22
Report of Condition			
Schedule RC - Balance Sheet	RC-1, 2	Schedule RC-K - Quarterly Averages	RC-23
Schedule RC-A - Cash and Balances Due		Schedule RC-L - Derivatives and	
From Depository Institutions		Off-Balance Sheet Items	RC-24, 25, 26, 27
(to be completed only by selected banks)	RC-3		
		Schedule RC-M - Memoranda	RC-28, 29, 30

Disclosure of Estimated Burden

The estimated average burden associated with this information collection is 50.1 hours per respondent and is estimated to vary from 17 to 700 hours per response, depending on individual circumstances. Burden estimates include the time for reviewing instructions, gathering and maintaining data in the required form, and completing the information collection, but exclude the time for compiling and maintaining business records in the normal course of a respondent's activities. A Federal agency may not conduct or sponsor, and an organization (or a person) is not required to respond to a collection of information, unless it displays a currently valid OMB control number. Comments concerning the accuracy of this burden estimate and suggestions for reducing this burden should be directed to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503, and to one of the following:

Secretary

Board of Governors of the Federal Reserve System Washington, D.C. 20551

Legislative and Regulatory Analysis Division Office of the Comptroller of the Currency Washington, D.C. 20219

Assistant Executive Secretary Federal Deposit Insurance Corporation Washington, D.C. 20429

(to be completed only by selected banks)	RC-17, 18, 19
(to be completed only by selected ballie)	10 17 107 15
Schedule RC-E - Deposit Liabilities	RC-20, 21
Schedule RC-F - Other Assets	RC-22
	DC 22
Schedule RC-G - Other Liabilities	RC-22
Schedule RC-K - Quarterly Averages	RC-23
Schedule RC-L - Derivatives and	
Off-Balance Sheet Items	RC-24, 25, 26, 27
Schedule RC-M - Memoranda	RC-28, 29, 30
Schedule RC-N - Past Due and Nonaccrual	
Loans, Leases, and Other Assets	RC-31, 32, 33, 34, 35, 36
Schedule RC-O - Other Data for Deposit	
Insurance and FICO Assessments	RC-37, 38, 39
Schedule RC-P— 1-4 Family Residential	
Mortgage Banking Activities (to be completed	
only by selected banks)	RC-40
Schedule RC-Q— Assets and Liabilities Measured	
at Fair Value on a Recurring Basis (to	
be completed only by selected banks)	RC-41, 42
Schedule RC-R - Regulatory Capital	RC- 43, 44, 45
	46, 47, 48
Schedule RC-S - Servicing, Securitization,	
and Asset Sale Activities	RC- 49, 50, 51
Schedule RC-T - Fiduciary and	
Related Services	RC-52, 53, 54, 55
Schedule RC-V - Variable Interest Entities	RC-56
Optional Narrative Statement Concerning	
the Amounts Reported in the Reports	
of Condition and Income	RC-57

For information or assistance, National banks, State nonmember banks, and savings associations should contact the FDIC's Data Collection and Analysis Section, 550 17th Street, NW, Washington, D.C. 20429, toll free on (800) 688-FDIC(3342), Monday through Friday between 8:00 a.m. and 5:00 p.m., Eastern time. State member banks should contact their Federal Reserve District Bank.

Contact Information for the Reports of Condition and Income

To facilitate communication between the Agencies and the bank concerning the Reports of Condition and Income, please provide contact information for (1) the Chief Financial Officer (or equivalent) of the bank signing the reports for this quarter and (2) the person at the bank - other than the Chief Financial Officer (or equivalent) - to whom questions about the reports should be directed. If the Chief Financial Officer (or equivalent) is the primary contact for questions about the reports, please provide contact information for another person at the bank who will serve as a secondary contact for communications between the Agencies and the bank concerning the Reports of Condition and Income. Enter "none" for the contact's e-mail address or fax number if not available. Contact information for the Reports of Condition and Income is for the confidential use of the Agencies and will not be released to the public.

Chief Financial Officer (or Equivalent) Signing the Reports Other Person to Whom Questions about the Reports Should be Directed	
MARY PIETRI	Melissa Justinger
Name (TEXT C490)	Name (TEXT C495)
VP OPERATIONS	ACCOUNTS PAYABLE
Title (TEXT C491)	Title (TEXT C496)
MPIETRI@TRUSTPOINTINC.COM	mjustinger@trustpointinc.com
E-mail Address (TEXT C492)	E-mail Address (TEXT 4086)
(608) 782-1148 Ext. 2242	(608) 782-1148 Ext. 2203
Telephone: Area code/phone number/extension (TEXT C493)	Telephone: Area code/phone number/extension (TEXT 8902)
(608) 784-3880	(608) 784-3880
FAX: Area code/phone number (TEXT C494)	FAX: Area code/phone number (TEXT 9116)

Emergency Contact Information

This information is being requested so the Agencies can distribute critical, time sensitive information to emergency contacts at banks. Please provide primary contact information for a senior official of the bank who has decision-making authority. Also provide information for a secondary contact if available. Enter "none" for the contact's e-mail address or fax number if not available. Emergency contact information is for the confidential use of the Agencies and will not be released to the public.

Primary Contact	Secondary Contact		
Mary Pietri			
Name (TEXT C366)	Name (TEXT C371)		
VP Operations			
Title (TEXT C367)	Title (TEXT C372)		
none	<u> </u>		
E-mail Address (TEXT C368)	E-mail Address (TEXT C373)		
(608) 782-1148			
Telephone: Area code/phone number/extension (TEXT C369)	Telephone: Area code/phone number/extension (TEXT C374)		
(608) 784-3880			
FAX: Area code/phone number (TEXT C370)	FAX: Area code/phone number (TEXT C375)		

FIEC	041
age	iii

USA PATRIOT Act Section 314(a) Anti-Money Laundering Contact Information

This information is being requested to identify points-of-contact who are in charge of your bank's USA PATRIOT Act Section 314(a) information requests. Bank personnel listed could be contacted by law enforcement officers or the Financial Crimes Enforcement Network (FinCEN) for additional information related to specific Section 314(a) search requests or other anti-terrorist financing and anti-money laundering matters. Communications sent by FinCEN to the bank for purposes other than Section 314(a) notifications will state the intended purpose and should be directed to the appropriate bank personnel for review. Any disclosure of customer records to law enforcement officers or FinCEN must be done in compliance with applicable law, including the Right to Financial Privacy Act (12 U.S.C. 3401 et seq.).

Please provide information for a primary and secondary contact. Information for a third and fourth contact may be provided at the bank's option. Enter "none" for the contact's e-mail address if not available. This contact information is for the confidential use of the Agencies, FinCEN, and law enforcement officers and will not be released to the public.

Primary Contact	Secondary Contact
MARY PIETRI	TOM VERCAUTEREN, JD
Name (TEXT C437)	Name (TEXT C442)
VP	ADMINISTRATOR
Title (TEXT C438)	Title (TEXT C443)
MPIETRI@TRUSTPOINTINC.COM	tvercauteren@trustpointinc.com
E-mail Address (TEXT C439)	E-mail Address (TEXT C444)
(608) 791-3356	(608) 782-1148
Telephone: Area code/phone number/extension (TEXT C440)	Telephone: Area code/phone number/extension (TEXT C445)
Third Contact	Fourth Contact
Name (TEXT C870)	Name (TEXT C875)
Title (TEXT C871)	Title (TEXT C876)
E-mail Address (TEXT C872)	E-mail Address (TEXT C877)
Telephone: Area code/phone number/extension (TEXT C873)	Telephone: Area code/phone number/extension (TEXT C878)

Trust Point Inc.	
Legal Title of Bank	
LA CROSSE	
City	
WI	54602-0489
State	Zip Code

FFIEC 041 Page RI-1

Consolidated Report of Income for the period January 1, 2012 - March 31, 2012

90417

All Report of Income schedules are to be reported on a calendar year-to-date basis in thousands of dollars.

Schedule RI—Income Statement

FDIC Certificate Number:

1. Interest Income: a. Interest and fee income on loans: (1) Loans secured by real estate: (a) Loans secured by 1-4 family residential properties (b) All other loans secured by real estate (2) Commercial and industrial loans (3) Loans to individuals for household, family, and other personal expenditures: (a) Credit cards (b) Other (includes revolving credit plans other than credit cards, automobile loans, and other consumer loans) (4) Loans to foreign governments and official institutions (5) All other loans (1) (6) Total interest and fee income on loans (sum of items 1.a.(1)(a) through 1.a.(5)) b. Income from lease financing receivables c. Interest income on balances due from depository institutions (2) d. Interest and dividend income on securities: (1) U.S. Treasury securities and U.S. Government agency obligations (excluding mortgage-backed securities)	44	135 136 012	0 0	1.a.1.a
a. Interest and fee income on loans: (1) Loans secured by real estate: (a) Loans secured by 1-4 family residential properties (b) All other loans secured by real estate (2) Commercial and industrial loans (3) Loans to individuals for household, family, and other personal expenditures: (a) Credit cards (b) Other (includes revolving credit plans other than credit cards, automobile loans, and other consumer loans) (4) Loans to foreign governments and official institutions (5) All other loans (1) (6) Total interest and fee income on loans (sum of items 1.a.(1)(a) through 1.a.(5)) b. Income from lease financing receivables c. Interest income on balances due from depository institutions (2) d. Interest and dividend income on securities: (1) U.S. Treasury securities and U.S. Government agency obligations	44 40	136	0	
(1) Loans secured by real estate: (a) Loans secured by 1-4 family residential properties	44 40	136	0	
(a) Loans secured by 1-4 family residential properties (b) All other loans secured by real estate (2) Commercial and industrial loans (3) Loans to individuals for household, family, and other personal expenditures: (a) Credit cards (b) Other (includes revolving credit plans other than credit cards, automobile loans, and other consumer loans) (4) Loans to foreign governments and official institutions (5) All other loans (1) (6) Total interest and fee income on loans (sum of items 1.a.(1)(a) through 1.a.(5)) b. Income from lease financing receivables c. Interest income on balances due from depository institutions (2) d. Interest and dividend income on securities: (1) U.S. Treasury securities and U.S. Government agency obligations	44 40	136	0	
(b) All other loans secured by real estate	44 40	136	0	
(2) Commercial and industrial loans	40			
(3) Loans to individuals for household, family, and other personal expenditures: (a) Credit cards (b) Other (includes revolving credit plans other than credit cards, automobile loans, and other consumer loans) (4) Loans to foreign governments and official institutions (5) All other loans (1) (6) Total interest and fee income on loans (sum of items 1.a.(1)(a) through 1.a.(5)) b. Income from lease financing receivables c. Interest income on balances due from depository institutions (2) d. Interest and dividend income on securities: (1) U.S. Treasury securities and U.S. Government agency obligations)12	1 01	1.a.1.b
expenditures: (a) Credit cards (b) Other (includes revolving credit plans other than credit cards, automobile loans, and other consumer loans) (4) Loans to foreign governments and official institutions (5) All other loans (1) (6) Total interest and fee income on loans (sum of items 1.a.(1)(a) through 1.a.(5)) b. Income from lease financing receivables c. Interest income on balances due from depository institutions (2) d. Interest and dividend income on securities: (1) U.S. Treasury securities and U.S. Government agency obligations	B4:			1.a.2
(a) Credit cards (b) Other (includes revolving credit plans other than credit cards, automobile loans, and other consumer loans) (4) Loans to foreign governments and official institutions (5) All other loans (1) (6) Total interest and fee income on loans (sum of items 1.a.(1)(a) through 1.a.(5)) b. Income from lease financing receivables c. Interest income on balances due from depository institutions (2) d. Interest and dividend income on securities: (1) U.S. Treasury securities and U.S. Government agency obligations	B4i			
(b) Other (includes revolving credit plans other than credit cards, automobile loans, and other consumer loans)	B4:			
other consumer loans)		85	0	1.a.3.a
(4) Loans to foreign governments and official institutions				
(5) All other loans (1)	B48		0	1.a.3.b
(6) Total interest and fee income on loans (sum of items 1.a.(1)(a) through 1.a.(5)))56	0	1.a.4
b. Income from lease financing receivables c. Interest income on balances due from depository institutions (2) d. Interest and dividend income on securities: (1) U.S. Treasury securities and U.S. Government agency obligations)58	0	1.a.5
c. Interest income on balances due from depository institutions (2))10	0	1.a.6
d. Interest and dividend income on securities:(1) U.S. Treasury securities and U.S. Government agency obligations	40)65	0	1.b
(1) U.S. Treasury securities and U.S. Government agency obligations	41	L15	6	1.c
, , ,				
(excluding mortgage-backed securities)				
(excitating monegage backed occurred)	B4	188	0	1.d.1
(2) Mortgage-backed securities	B48	189	0	1.d.2
(3) All other securities (includes securities issued by states and				
political subdivisions in the U.S.)	40	060	27	1.d.3
e. Interest income from trading assets	40	069	0	1.e
f. Interest income on federal funds sold and securities purchased under agreements to resell	40)20	0	1.f
g. Other interest income	45	518	0	1.g
h. Total interest income (sum of items 1.a.(6) through 1.g)	41	L07	33	1.h
2. Interest expense:				
a. Interest on deposits:				
(1) Transaction accounts (interest-bearing demand deposits, NOW accounts, ATS accounts,				
and telephone and preauthorized transfer accounts)	45	508	0	2.a.1
(2) Nontransaction accounts:				
(a) Savings deposits (includes MMDAs)	00)93	0	2.a.2.a
(b) Time deposits of \$100,000 or more		517	0	2.a.2.b
(c) Time deposits of less than \$100,000	A5	18	0	2.a.2.c
b. Expense of federal funds purchased and securities sold				
under agreements to repurchase		-		
c. Interest on trading liabilities and other borrowed money	41	L80	0	2.b

⁽¹⁾Includes interest and fee income on "Loans to depository institutions and acceptances of other banks," "Loans to finance agricultural production and other loans to farmers," "Obligations (other than securities and leases) of states and political subdivisions in the U.S.," and "Loans to nondepository financial institutions and other loans."

⁽²⁾ Includes interest income on time certificates of deposit not held for trading.

Legal Title of Bank

FDIC Certificate Number:

90417

Page RI-2

Schedule RI—Continued

		Year-to-date			
Dollar Amounts in Thousands	RIAD	Bil Mil Thou	1		
2. Interest expense (continued):			1		
d. Interest on subordinated notes and debentures	4200	0	2.d		
e. Total interest expense (sum of items 2.a through 2.d)	4073	0	2.e		
3. Net interest income (item 1.h minus 2.e)			4074	33	3
4. Provision for loan and lease losses			4230	0	4
5. Noninterest income:			1		
a. Income from fiduciary activities (1)	4070	2,662	5.a		
b. Service charges on deposit accounts	4080	0	5.b		
c. Trading revenue (2)	A220	0	5.c		
d. (1) Fees and commissions from securities brokerage	C886	0	5.d.1		
(2) Investment banking, advisory, and underwriting fees and			1		
commissions	C888	0	5.d.2		
(3) Fees and commissions from annuity sales	C887	0	5.d.3		
(4) Underwriting income from insurance and reinsurance activities	C386	0	5.d.4		
(5) Income from other insurance activities	C387	0	5.d.5		
e. Venture capital revenue	B491	0	5.e		
f. Net servicing fees	B492	0	5.f		
g. Net securitization income	B493	0	5.g		
h. Not applicable			l		
i. Net gains (losses) on sales of loans and leases	5416	0	5.i		
j. Net gains (losses) on sales of other real estate owned	5415	0	5.j		
k. Net gains (losses) on sales of other assets (excluding securities)	B496	0	5.k		
I. Other noninterest income*	B497	3	5.1		
m. Total noninterest income (sum of items 5.a through 5.l)			4079	2,665	5.m
6. a. Realized gains (losses) on held-to-maturity securities			3521	0	6.a
b. Realized gains (losses) on available-for-sale securities			3196	0	6.b
7. Noninterest expense:					
a. Salaries and employee benefits	4135	1,242	7.a		
b. Expenses of premises and fixed assets (net of rental income)			1		
(excluding salaries and employee benefits and mortgage interest)	4217	116	7.b		
c. (1) Goodwill impairment losses	C216	0	7.c.1		
(2) Amortization expense and impairment losses for			1		
other intangible assets	C232	0	7.c.2		
d. Other noninterest expense*	4092	415	7.d		
e. Total noninterest expense (sum of items 7.a through 7.d)			4093	1,773	7.e
Income (loss) before income taxes and extraordinary items and other			<u> </u>	,	
adjustments (item 3 plus or minus items 4, 5.m, 6.a, 6.b, and 7.e)			4301	925	8
9. Applicable income taxes (on item 8)			4302	376	9
10. Income (loss) before extraordinary items and other adjustments					
(item 8 minus item 9)			4300	549	10
11. Extraordinary items and other adjustments, net of income taxes*			4320	0	11
12. Net income (loss) attributable to bank and noncontrolling (minority)					
interests (sum of items 10 and 11)			G104	549	12
3. LESS: Net income (loss) attributable to noncontrolling (minority)			\vdash	0.0	-
interests (if net income, report as a positive value; if net loss, report			l		
as a negative value)			G103	0	13
14. Net income (loss) attributable to bank (item 12 minus item 13)			4340	549	14
בד. ואפג וווכטווופ (ווטסט) מגנווטעגמטוכ גט טמווא (וגכווו בא ווווווט וגפווו בא)				0-10	

^{*} Describe on Schedule RI-E—Explanations

⁽¹⁾ For banks required to complete Schedule RC-T, items 14 through 22, income from fiduciary activities reported in Schedule RI, item 5.a, must equal the amount reported in Schedule RC-T, item 22.

⁽²⁾ For banks required to complete Schedule RI, Memorandum item 8, trading revenue reported in Schedule RI, item 5.c, must equal the sum of Memorandum items 8.a through 8.e.

FFIEC 041 Page RI-3

FDIC Certificate Number: 90417

Schedule RI—Continued

Memoranda		Year-to-date	
Dollar Amounts in Thou	sands RIAD	Bil Mil Thou	
Interest expense incurred to carry tax-exempt securities, loans, and leases acquired after			
August 7, 1986, that is not deductible for federal income tax purposes	4513	0	M.1
Memorandum item 2 is to be completed by banks with \$1 billion or more in total assets. (1)			
2. Income from the sale and servicing of mutual funds and annuities (included in Schedule RI, item 8)	8431	N/A	M.2
3. Income on tax-exempt loans and leases to states and political subdivisions in the U.S.			
(included in Schedule RI, items 1.a and 1.b)	4313	0	M.3
4. Income on tax-exempt securities issued by states and political subdivisions in the U.S.			
(included in Schedule RI, item 1.d.(3))	4507	0	M.4
5. Number of full-time equivalent employees at end of current period (round to		Number	
nearest whole number)	4150	48	M.5
Memorandum item 6 is to be completed by: (1)			
• banks with \$300 million or more in total assets, and			
 banks with less than \$300 million in total assets that have loans to finance agricultural production 			
and other loans to farmers (Schedule RC-C, part I, item 3) exceeding five percent of total loans.			
6. Interest and fee income on loans to finance agricultural production and other			
loans to farmers (included in Schedule RI, item 1.a.(5))	4024	N/A	M.6
7. If the reporting bank has restated its balance sheet as a result of applying push	RIAD	CCYY/MM/DD	
down accounting this calendar year, report the date of the bank's acquisition (2)	9106	0	M.7
8. Trading revenue (from cash instruments and derivative instruments) (sum			
of Memorandum items 8.a through 8.e must equal Schedule RI, item 5.c)			
Memorandum items 8.a through 8.e are to be completed by banks that reported average			
trading assets (Schedule RC-K, item 7) of \$2 million or more for any quarter of the		Year-to-date	
preceding calendar year.	RIAD	Bil Mil Thou	
a. Interest rate exposures	8757	N/A	M.8.a
b. Foreign exchange exposures	8758	N/A	M.8.b
c. Equity security and index exposures	8759	N/A	M.8.c
d. Commodity and other exposures	8760	N/A	M.8.d
e. Credit exposures	F186	N/A	M.8.e
Memoranda Items 8.f and 8.g are to be completed by banks \$100 billion or more in total assets			
that are required to complete Schedule RI, Memorandum items 8.a through 8.e, above.(1)			
f. Impact on trading revenue of changes in the creditworthiness of the bank's derivatives			
counterparties on the bank's derivative assets (included in Memorandum items 8.a.		1	
through 8.e above)	K090	N/A	M.8.f
g. Impact on trading revenue of changes in the creditworthiness of the bank on the bank's			
derivative liabilities (included in Memorandum items 8.a. through 8.e above)	K094	N/A	M.8.g
9. Net gains (losses) recognized in earnings on credit derivatives that economically hedge			
credit exposures held outside the trading account:			
a. Net gains (losses) on credit derivatives held for trading	C889	0	M.9.a
b. Net gains (losses) on credit derivatives held for purposes other than trading	C890	0	M.9.b
10. To be completed by banks with \$300 million or more in total assets:(1)		1	
Credit losses on derivatives (see instructions)	A251	N/A	M.10
11. Does the reporting bank have a Subchapter S election in effect for	RIAD	YES / NO	
federal income tax purposes for the current tax year?	A530	NO	M.11
Memorandum item 12 is to be completed by banks that are required to complete Schedule		Year-to-date	
RC-C, part I, Memorandum items 8.b and 8.c.	RIAD	Bil Mil Thou	
12. Noncash income from negative amortization on closed-end loans secured by 1-4 family		1 11122	
residential properties (included in Schedule RI, item 1.a.(1)(a))	F228	N/A	M.12
residential properties (included in schedule in, item 1.a.(1)(a))		1,477	

⁽¹⁾ The asset size tests and the five percent of total loans test are generally based on the total assets and total loans reported on the June 30, 2011, Report of Condition.

⁽²⁾For example, a bank acquired on March 1, 2012, would report 2012/03/01

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RI-4

8

Schedule RI—Continued

FDIC Certificate Number:

Memoranda — Continued			Year-to-date	
	Dollar Amounts in Thousands	RIAD	Bil Mil Thou	
Memorandum item 13 is to be completed by banks that have elected to account for				
assets and liabilities under a fair value option.				
13. Net gains (losses) recognized in earnings on assets and liabilities that are reported				
at fair value under a fair value option:				
a. Net gains (losses) on assets		F551	N/A	M.13.a
(1) Estimated net gains (losses) on loans attributable to changes in				
instrument-specific credit risk		F552	N/A	M.13.a.1
b. Net gains (losses) on liabilities		F553	N/A	M.13.b
(1) Estimated net gains (losses) on liabilities attributable to changes in				
instrument-specific credit risk		F554	N/A	M.13.b.1
14. Other-than-temporary impairment losses on held-to-maturity and				
available-for-sale debt securities:				
a. Total other-than-temporary impairment losses		J319	0	M.14.a
b. Portion of losses recognized in other comprehensive income (before income taxes))	J320	0	M.14.b
c. Net impairment losses recognized in earnings (included in Schedule RI, items 6.a a	and 6.b)			
(Memorandum item 14.a minus Memorandum item 14.b)		J321	0	M.14.c

FDIC Certificate Number: 90417

Legal Title of Bank

Schedule RI-A—Changes in Bank Equity Capital

Indicate decreases and losses in parentheses.	Dollar Amounts in Thousands	RIAD	Bil Mil Thou	
1. Total bank equity capital most recently reported for the December 31, 2011, Repor	ts of Condition			
and Income (i.e., after adjustments from amended Reports of Income)		3217	20,111	1
2. Cumulative effect of changes in accounting principles and corrections of material ac	ccounting errors*	B507	0	2
3. Balance end of previous calendar year as restated (sum of items 1 and 2)		B508	20,111	3
4. Net income (loss) attributable to bank (must equal Schedule RI, item 14)		4340	549	4
5. Sale, conversion, acquisition, or retirement of capital stock, net (excluding treasury	stock transactions)	B509	0	5
6. Treasury stock transactions, net		B510	0	6
7. Changes incident to business combinations, net		4356	0	7
8. LESS: Cash dividends declared on preferred stock		4470	0	8
9. LESS: Cash dividends declared on common stock		4460	0	9
10. Other comprehensive income(1)		B511	0	10
11. Other transactions with parent holding company* (not included in items 5, 6, 8, or	9 above)	4415	0	11
12. Total bank equity capital end of current period (sum of items 3 through 11)(must of	equal			
Schedule RC, item 27.a)		3210	20,660	12

^{*} Describe on Schedule RI-E - Explanations.

(Column A)

(Column B)

Schedule RI-B—Charge-offs and Recoveries on Loans and Leases and Changes in Allowance for Loan and Lease Losses

Part I. Charge-offs and Recoveries on Loans and Leases

Part I includes charge-offs and recoveries through the	Charge-offs(1) Recoveries				
allocated transfer risk reserve.		Calend	ar year	-to-date	
Dollar Amounts in Thousands	RIAD	Bil Mil Thou	RIAD	Bil Mil Thou	
1. Loans secured by real estate:					
a. Construction, land development, and other land loans:					
(1) 1-4 family residential construction loans	C891	0	C892	0	1.a.1
(2) Other construction loans and all land development					
and other land loans	C893	0	C894	0	1.a.2
b. Secured by farmland	3584	0	3585	0	1.b
c. Secured by 1-4 family residential properties:					
(1) Revolving, open-end loans secured by 1-4 family residential					
properties and extended under lines of credit	5411	0	5412	0	1.c.1
(2) Closed-end loans secured by 1-4 family residential properties:					
(a) Secured by first liens	C234	0	C217	0	1.c.2.a
(b) Secured by junior liens	C235	0	C218	0	1.c.2.b
d. Secured by multifamily (5 or more) residential properties	3588	0	3589	0	1.d
e. Secured by nonfarm nonresidential properties:					
(1) Loans secured by owner-occupied nonfarm nonresidential properties	C895	0	C896	0	1.e.1
(2) Loans secured by other nonfarm nonresidential properties	C897	0	C898	0	1.e.2
2. Loans to depository institutions and acceptances of other banks	4481	0	4482	0	2
3. Not applicable					
4. Commercial and industrial loans	4638	0	4608	0	4
5. Loans to individuals for household, family, and other personal expenditures:					
a. Credit cards	B514	0	B515	0	5.a
b. Automobile Loans	K129	0	K133	0	5.b
c. Other (includes revolving credit plans other than credit cards and					
other consumer loans)	K205	0	K206	0	5.c
6. Loans to foreign governments and official institutions	4643	0	4627	0	6
7. All other loans (2)	4644	0	4628	0	7
8. Lease financing receivables	4266	0	4267	0	8
9. Total (sum of items 1 through 8)	4635	0	4605	0	9

⁽¹⁾ Include write-downs arising from transfers of loans to a held-for-sale account.

⁽¹⁾ Includes changes in net unrealized holding gains (losses) on available-for-sale securities, changes in accumulated net gains (losses) on cash flow hedges, and pension and other postretirement plan-related changes other than net periodic benefit cost.

⁽²⁾ Includes charge-offs and recoveries on "Loans to finance agricultural production and other loans to farmers," "Obligations (other than securities and leases) of states and political subdivisions in the U.S.," and "Loans to nondepository financial institutions and other loans."

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RI-6

FDIC Certificate Number: 90417 10

Schedule RI-B Continued

Part I. Continued	(Column A) (Column B)				
	Charge-offs(1) Recoveries				
Memoranda	Calendar year-to-date				
Dollar Amounts in Thousands	RIAD	Bil Mil Thou	RIAD	Bil Mil Thou	
1. Loans to finance commercial real estate, construction, and land					
development activities (not secured by real estate) included in					
Schedule RI-B, part I, items 4 and 7, above	5409	0	5410	0	M.1
2. Memorandum items 2.a through 2.d are to be completed					
by banks with \$300 million or more in total assets:(2)					
a. Loans secured by real estate to non-U.S. addressees (domicile)					
(included in Schedule RI-B, part I, item 1, above)	4652	N/A	4662	N/A	M.2.a
b. Loans to and acceptances of foreign banks					
(included in Schedule RI-B, part I, item 2, above)	4654	N/A	4664	N/A	M.2.b
c. Commercial and industrial loans to non-U.S. addressees (domicile)					
(included in Schedule RI-B, part I, item 4, above)	4646	N/A	4618	N/A	M.2.c
d. Leases to individuals for household, family, and other personal					
expenditures (included in Schedule RI-B, part I, item 8, above)	F185	N/A	F187	N/A	M.2.d
3. Memorandum item 3 is to be completed by:(2)					
 banks with \$300 million or more in total assets, and 					
 banks with less than \$300 million in total assets that have loans to 					
finance agricultural production and other loans to farmers					
(Schedule RC-C, part I, item 3) exceeding five percent of total loans:					
Loans to finance agricultural production and other loans to					
farmers (included in Schedule RI-B, part I, item 7, above)	4655	N/A	4665	N/A	M.3

Memorandum item 4 is to be completed by banks that (1) together with affiliated institutions, have outstanding credit card receivables (as defined in the instructions) that exceed \$500 million as of the report date or (2) are credit card specialty banks as defined for Uniform Bank Performance Report purposes.

4. Uncollectible retail credit card fees and finance charges reversed against income (i.e., not included
in charge-offs against the allowance for loan and lease losses)

Calendar year-to-date				
ou				
N/A				
N				

M.4

(1) Include write-downs arising from transfers of loans to a held-for-sale account.

⁽²⁾ The \$300 million asset size test and the five percent of total loans test are generally based on the total assets and total loans reported on the June 30, 2011, Report of Condition.

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RI-7

11

Schedule RI-B Continued

FDIC Certificate Number:

Part II. Changes in Allowance for Loan and Lease Losses

	Dollar Amounts in Thousands	RIAD	Bil Mil Thou	
1. Balance most recently reported for the December 31, 2011, Reports of Condition				
and Income (i.e., after adjustments from amended Reports of Income)		B522	0	1
2. Recoveries (must equal part I, item 9, column B, above)		4605	0	2
3. LESS: Charge-offs (must equal part I, item 9, column A, above				
less Schedule RI-B, part II, item 4)		C079	0	3
4. LESS: Write-downs arising from transfers of loans to a held-for-sale account		5523	0	4
5. Provision for loan and lease losses (must equal Schedule RI, item 4)		4230	0	5
6. Adjustments* (see instructions for this schedule)		C233	0	6
7. Balance end of current period (sum of items 1, 2, 5, and 6, less items 3 and 4)				
(must equal Schedule RC, item 4.c)		3123	0	7

^{*} Describe on Schedule RI-E—Explanations.

	Dollar Amounts in Thousands	RIAD	Bil Mil Thou	
Memoranda				
1. Allocated transfer risk reserve included in Schedule RI-B, part II, item 7, above	C	2435	0	M.1
Memorandum items 2 and 3 are to be completed by banks that (1) together with affilia	ted			
institutions, have outstanding credit card receivables (as defined in the instructions)				
that exceed \$500 million as of the report date or (2) are credit card specialty banks				
as defined for Uniform Bank Performance Report purposes.				
2. Separate valuation allowance for uncollectible retail credit card fees and finance charg	esC	389	N/A	M.2
3. Amount of allowance for loan and lease losses attributable to retail credit card fees				
and finance charges	C	390	N/A	M.3
Memorandum item 4 is to be completed by all banks.				
4. Amount of allowance for post-acquisition losses on purchased impaired loans accounted	ed			
for in accordance with FASB ASC 310-30 (former AICPA Statement of Position 03-3)				
(included in Schedule RI-B, part II, item 7, above)	C	781	0	M.4

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RI-8

12

Schedule RI-E—Explanations

FDIC Certificate Number:

Schedule RI-E is to be completed each quarter on a calendar year-to-date basis.

Detail all adjustments in Schedule RI-A and RI-B, all extraordinary items and other adjustments in Schedule RI, and all significant items of other noninterest income and other noninterest expense in Schedule RI. (See instructions for details.)

(366	ii isti u	ctions for details.)			/ear-to-date	
		Dollar A	mounts in Thousands	RIAD	Bil Mil Thou	
1. Ot	her nor	interest income (from Schedule RI, item 5.I)				
		and describe amounts greater than \$25,000 that exceed 3% of Schedule RI, item 5.1:				
	a. Income and fees from the printing and sale of checks				0	1.a
	b.	Earnings on/increase in value of cash surrender value of life insurance		C014	0	1.b
	c. Income and fees from automated teller machines (ATMs)				0	1.c
	d.	Rent and other income from other real estate owned		4042	0	1.d
	e.	Safe deposit box rent		C015	0	1.e
	f.	Net change in the fair values of financial instruments accounted for under a fair value	e option	F229	0	1.f
	g.	Bank card and credit card interchange fees	·	F555	0	1.g
	h.	Gains on bargain purchases		J447	0	1.h
	TEXT					
i.	4461			4461	0	1.i
j.	4462			4462	0	1.j
k.	4463			4463	0	1.k
2. Ot	her nor	interest expense (from Schedule RI, item 7.d)				
It	emize a	and describe amounts greater than \$25,000 that exceed 3% of Schedule RI, item 7.d:				
	a.	Data processing expenses		C017	138	2.a
	b.	Advertising and marketing expenses		0497	27	2.b
	c.	Directors' fees		4136	18	2.c
	d.	Printing, stationery, and supplies		C018	30	2.d
	e.	Postage		8403	14	2.e
	f.	Legal fees and expenses		4141	24	2.f
	g.	FDIC deposit insurance assessments		4146	0	2.g
	h.	Accounting and auditing expenses		F556	0	2.h
	i.	Consulting and advisory expenses		F557	3	2.i
	j.	Automated teller machine (ATM) and interchange expenses		F558	0	2.j
	k.	Telecommunications expenses		F559	13	2.k
	TEXT	<u></u>				
I.	4464	Bank and Custody		4464	37	2.1
m.	4467	Travel		4467	21	2.m
n.	4468	Dues and Publications		4468	6	2.n
3. Ex	traordir	nary items and other adjustments and applicable income tax effect (from Schedule RI,	,			
ite	m 11) ((itemize and describe all extraordinary items and other adjustments): TEXT				
a.(1)	4469			4469	0	3.a.1
(2)		Applicable income tax effect	4486	0		3.a.2
b.(1)	4487			4487	0	3.b.1
(2)		Applicable income tax effect	4488	0		3.b.2
c.(1)	4489			4489	0	3.c.1
(2)		Applicable income tax effect	4491	0		3.c.2
		•				

Trust Point Inc. Legal Title of Bank FDIC Certificate Number: 90417 Schedule RI-E—Continued 4. Cumulative effect of changes in accounting principles and corrections of material accounting errors (from Schedule RI-A, item 2) (itemize and describe all such effects): TEXT	Oollar Amounts in Thousands			Page RI-9
Schedule RI-E—Continued 4. Cumulative effect of changes in accounting principles and corrections of material accounting errors (from Schedule RI-A, item 2) (itemize and describe all such effects):	Oollar Amounts in Thousands			13
4. Cumulative effect of changes in accounting principles and corrections of material accounting errors (from Schedule RI-A, item 2) (itemize and describe all such effects):	Pollar Amounts in Thousands			
4. Cumulative effect of changes in accounting principles and corrections of material accounting errors (from Schedule RI-A, item 2) (itemize and describe all such effects):	Pollar Amounts in Thousands			
4. Cumulative effect of changes in accounting principles and corrections of material accounting errors (from Schedule RI-A, item 2) (itemize and describe all such effects):	Oollar Amounts in Thousands	ו ו	Year-to-date	7
and corrections of material accounting errors (from Schedule RI-A, item 2) (itemize and describe all such effects):		RIAD	Bil Mil Thou]
(from Schedule RI-A, item 2) (itemize and describe all such effects):				1
TEXT				
<u> </u>				
a. B526		B526	0	4.a
TEXT				
b. B527		B527	0	4.b
5. Other transactions with parent holding company (from Schedule RI-A, item 11)				
(itemize and describe all such transactions):				
TEXT				
a. 4498		4498	0	5.a
b. 4499		4499	0	5.b
6. Adjustments to allowance for loan and lease losses				1
(from Schedule RI-B, part II, item 6) (itemize and describe all adjustments):				
TEXT				
a. 4521		4521	0	6.a
b. 4522		4522	0	6.b
7. Other explanations (the space below is provided for the bank to briefly describe, at its op	otion, any other		•	-
significant items affecting the Report of Income):	, , , , , , , , , , , , , , , , , , , ,			
		RIAD	YES / NO]
Comments?		4769	NO	7
			-	_
Other explanations (please type or print clearly):				
TEXT (70 characters per line)				
4769				٦

Trust Point Inc.	
Legal Title of Bank	
LA CROSSE	
City	
WI	54602-0489
State	Zip Code

FFIEC 041 Page RC-1

14

Consolidated Report of Condition for Insured Banks and Savings Associations for March 31, 2012

All schedules are to be reported in thousands of dollars. Unless otherwise indicated, report the amount outstanding as of the last business day of the quarter.

Schedule RC—Balance Sheet

FDIC Certificate Number:

Januara IX	Dollar Amounts	in Thousands	RCON	Bil Mil Thou	
ASSETS	20.00.7000		T.CO.T.	5 1 1	
Cash and balances due from depository institutions (from Schedule RC-A):					
a. Noninterest-bearing balances and currency and coin(1)			0081	209	1.a
b. Interest-bearing balances(2)			0071	1.467	1.b
2. Securities:				.,	
a. Held-to-maturity securities (from Schedule RC-B, column A)			1754	7,453	2.a
b. Available-for-sale securities (from Schedule RC-B, column D)			1773	9.520	2.b
Federal funds sold and securities purchased under agreements to resell:				.,	
a. Federal funds sold			B987	0	3.a
b. Securities purchased under agreements to resell(3)			B989	0	3.b
4. Loans and lease financing receivables (from Schedule RC-C):					
a. Loans and leases held for sale	5369	0	4.a		
b. Loans and leases, net of unearned income			4.b		
c. LESS: Allowance for loan and lease losses (must equal Report of Income					
Schedule RI B, part II, item 7)	3123	0			4.c
d. Loans and leases, net of unearned income and allowance (item 4.b minus 4.c)			B529	0	4.d
5. Trading assets (from Schedule RC-D)			3545	0	5
Premises and fixed assets (including capitalized leases)			2145	2,226	6
7. Other real estate owned (from Schedule RC-M)			2150	0	7
8. Investments in unconsolidated subsidiaries and associated companies			2130	0	8
9. Direct and indirect investments in real estate ventures			3656	0	9
10. Intangible assets:					
a. Goodwill		3163	0	10.a	
b. Other intangible assets (from Schedule RC-M)			0426	0	10.b
11. Other assets (from Schedule RC-F)			2160	1,425	11
12. Total assets (sum of items 1 through 11)			2170	22,300	12

⁽¹⁾ Includes cash items in process of collection and unposted debits.

⁽²⁾ Includes time certificates of deposit not held for trading.

⁽³⁾ Includes all securities resale agreements, regardless of maturity.

FDIC Certificate Number:	90417		[15	
Schedule RC - Contin	nued				
		D II A T	 		

	Dollar Amounts in Thou	sands RCO	N	Bil Mil Thou	
LIABILITIES					
13. Deposits:					
a. In domestic offices (sum of totals of columns A and C from Schedule RC-E)		220	0	0	13.a
(1) Noninterest-bearing(1)	6631	0			13.a.1
(2) Interest-bearing		0			13.a.2
b. Not applicable					
14. Federal funds purchased and securities sold under agreements to repurchase:					
a. Federal funds purchased(2)		B99	-	0	14.a
b. Securities sold under agreements to repurchase(3)		B99	5	0	14.b
15. Trading liabilities (from Schedule RC-D)		354	8	0	15
16. Other borrowed money (includes mortgage indebtedness and obligations under			_		
capitalized leases) (from Schedule RC-M)		319	0	0	16
17. and 18. Not applicable			_		
19. Subordinated notes and debentures(4)		320		0	19
20. Other liabilities (from Schedule RC-G)		293		1,640	20
21. Total liabilities (sum of items 13 through 20)		294	8	1,640	21
22. Not applicable					
EQUITY CAPITAL					
Bank Equity Capital					
23. Perpetual preferred stock and related surplus		383	8	0	23
24. Common stock		323	0	90	24
25. Surplus (excludes all surplus related to preferred stock)		383	9	1,700	25
26. a. Retained earnings		363	2	19,223	26.a
b. Accumulated other comprehensive income(5)		B53	0	0	26.b
c. Other equity capital components (6)		A13	0	(353)	26.c
27. a. Total bank equity capital (sum of items 23 through 26.c)		321	0	20,660	27.a
b. Noncontrolling (minority) interests in consolidated subsidiaries		300	0	0	27.b
28. Total equity capital (sum of items 27.a and 27.b)		G10	5	20,660	28
29. Total liabilities and equity capital (sum of items 21 and 28)		330	0	22,300	29

Memoranda

To be reported with the March Report of Condition.

1. Indicate in the box at the right the number of the statement below that best describes the most comprehensive level of auditing work performed for the bank by independent external auditors as of any date during 2011

RCON	Number
6724	1

1 = Independent audit of the bank conducted in accordance with generally accepted auditing standards by a certified public accounting firm which submits a report on the bank

- 2 = Independent audit of the bank's parent holding company conducted in accordance with generally accepted auditing standards by a certified public accounting firm which submits a report on the consolidated holding company (but not on the bank separately)
- 3 = Attestation on bank management's assertion on the effectiveness of the bank's internal control over financial reporting by a certified public accounting firm

- 4 = Directors' examination of the bank conducted in accordance with generally accepted auditing standards by a certified public accounting firm (may be required by state chartering authority)
- 5 = Directors' examination of the bank performed by other external auditors (may be required by state chartering authority)
- 6 = Review of the bank's financial statements by external auditors
- 7 = Compilation of the bank's financial statements by external auditors
- 8 = Other audit procedures (excluding tax preparation work)
- 9 = No external audit work

To be reported with the March Report of Condition.

2. Bank's fiscal year-end date

RCON	MM / DD
8678	12/31

M.2

M.1

- (1) Includes noninterest-bearing demand, time, and savings deposits.
- (2) Report overnight Federal Home Loan Bank advances in Schedule RC, item 16, "Other borrowed money."
- (3) Includes all securities repurchase agreements, regardless of maturity.
- (4) Includes limited-life preferred stock and related surplus.
- (5) Includes net unrealized holding gains (losses) on available-for-sale securities, accumulated net gains (losses) on cash flow hedges, and minimum pension liability adjustments.
- (6) Includes treasury stock and unearned Employee Stock Ownership Plan shares.

Legal Title of Bank

FDIC Certificate Number:

90417

16

Schedule RC-A—Cash and Balances Due From Depository Institutions

Schedule RC-A is to be completed only by banks with \$300 million or more in total assets.

Exclude assets held for trading.

	Dollar Amounts in Thousands	RCON	Bil Mil Thou	
1. Cash items in process of collection, unposted debits, and currency and coin:				
a. Cash items in process of collection and unposted debits		0020	N/A	1.a
b. Currency and coin		0800	N/A	1.b
2. Balances due from depository institutions in the U.S.:				
a. U.S. branches and agencies of foreign banks		0083	N/A	2.a
b. Other commercial banks in the U.S. and other depository institutions in the U.S		0085	N/A	2.b
3. Balances due from banks in foreign countries and foreign central banks:				
a. Foreign branches of other U.S. banks		0073	N/A	3.a
b. Other banks in foreign countries and foreign central banks		0074	N/A	3.b
4. Balances due from Federal Reserve Banks		0090	N/A	4
5. Total (sum of items 1 through 4) (must equal Schedule RC, sum of items 1.a and 1.b)		0010	N/A	5

Schedule RC-B—Securities

Exclude assets held for trading.

Č		Held-to-maturity				Available-for-sale				
		(Column A)		(Column B)		(Column C)		(Column D)		
	An	nortized Cost		Fair Value	An	nortized Cost		Fair Value		
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou		
U.S. Treasury securities	0211	0	0213	0	1286	0	1287	0	1	
 U.S. Government agency obligations (exclude mortgage-backed securities): a. Issued by U.S. Government- 										
agencies(1)	1289	0	1290	0	1291	0	1293	0	2.a	
b. Issued by U.S. Government-										
sponsored agencies(2)	1294	0	1295	0	1297	0	1298	0	2.b	
3. Securities issued by states and										
political subdivisions in the U.S	8496	7,453	8497	7,638	8498	0	8499	0	3	

⁽¹⁾ Includes Small Business Administration "Guaranteed Loan Pool Certificates," U.S. Maritime Administration obligations, and Export-Import Bank participation certificates.

⁽²⁾ Includes obligations (other than mortgage-backed securities) issued by the Farm Credit System, the Federal Home Loan Bank System, the Federal Home Loan Mortgage Corporation, the Federal National Mortgage Association, the Financing Corporation, Resolution Funding Corporation, the Student Loan Marketing Association, and the Tennessee Valley Authority.

Trust Point Inc.
Legal Title of Bank

FFIEC 041 Page RC-4

17

FDIC Certificate Number:

90417

Schedule RC-B—Continued

	Held-to-maturity				Available-for-sale				
	(Column A)			(Column B)		(Column C)		(Column D)	
	An	nortized Cost		Fair Value	An	nortized Cost		Fair Value	
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
4. Mortgage-backed securities (MBS):									
a. Residential mortgage									
pass-through securities:									
(1) Guaranteed by GNMA	G300	0			G302		G303	0	4.a.1
(2) Issued by FNMA and FHLMC	G304	0			G306		G307	0	4.a.2
(3) Other pass-through securities	G308	0	G309	0	G310	0	G311	0	4.a.3
b. Other residential mortgage-									
backed securities (include CMOs,									
REMICs, and stripped MBS):									
(1) Issued or guaranteed by									
U.S. Government agencies			ı			·			
or sponsored agencies.(1)	G312	0	G313	0	G314	0	G315	0	4.b.1
(2) Collateralized by MBS issued									
or guaranteed by									
U.S. Government agencies									
or sponsored agencies.(1)	G316	0	G317	0	G318	0	G319	0	4.b.2
(3) All other residential			1						
MBS	G320	0	G321	0	G322	0	G323	0	4.b.3
c. Commercial MBS:									
(1) Commercial mortgage									
pass-through securities:									
(a). Issued or guaranteed by									
FNMA,FHLMC or GNMA	K142		K143		K144		K145	0	4.c.1.a
(b). Other pass-through securities	K146	0	K147	0	K148	0	K149	0	4.c.1.b
(2) Other commercial MBS:									
(a). Issued or guaranteed by									
U.S. Government agencies									
or sponsored agencies(1)	K150		K151		K152		K153	0	4.c.2.a
(b). All other commercial MBS	K154	0	K155	0	K156	0	K157	0	4.c.2.b

⁽¹⁾ U.S. Government agencies include, but are not limited to, such agencies as the Government National Mortgage Association (GNMA), the Federal Deposit Insurance Corporation (FDIC), and the National Credit Union Administration (NCUA). U.S. Government-sponsored agencies include, but are not limited to, such agencies as the Federal Home Loan Mortgage Corporation (FHLMC) and the Federal National Mortgage Association (FNMA).

Trust Point Inc.	
Legal Title of Bank	

Legal Title of Bank

FFIEC 041 Page RC-5

18

Schedule RC-B—Continued

FDIC Certificate Number:

	Held-to-maturity				Available-for-sale				
	(Column A) ((Column B)	(Column C)		(Column D)		
	An	nortized Cost		Fair Value		nortized Cost	Fair Value		
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
5. Asset-backed securities and									
structured financial products:									
a. Asset-backed									
securities (ABS)	C026	0	C988	0	C989	0	C027	0	5.a
b. Structured financial products:									
(1) Cash	G336	0	G337	0	G338	0		0	5.b.1
(2) Synthetic	G340	0	G341	0	G342	0	G343	0	5.b.2
(3) Hybrid	G344	0	G345	0	G346	0	G347	0	5.b.3
6. Other debt securities:									
a. Other domestic debt securities	1737	0	1738	0	1739	0	1741	0	6.a
b. Foreign debt securities	1742	0	1743	0	1744	0	1746	0	6.b
7. Investments in mutual funds and									
other equity securities with readily									
determinable fair values(1)					A510	9,520	A511	9,520	7
8. Total (sum of items 1 through 7)									
(total of column A must equal									
Schedule RC, item 2.a) (total of									
column D must equal Schedule RC,									
item 2.b)	1754	7,453	1771	7,638	1772	9,520	1773	9,520	8

⁽¹⁾ Report Federal Reserve stock, Federal Home Loan Bank stock, and bankers' bank stock in Schedule RC-F, item 4.

FDIC Certificate Number: 90417

19

Schedule RC-B—Continued

Memoranda

	nounts in Thousands RCON		
1. Pledged securities(1)	0416	Bil Mil Thou	M.1
Maturity and repricing data for debt securities(1,2) (excluding those in nonaccrual status):			
a. Securities issued by the U.S. Treasury, U.S. Government agencies, and states			
and political subdivisions in the U.S.; other non-mortgage debt securities; and			
mortgage pass-through securities other than those backed by closed-end			
first lien 1-4 family residential mortgages with a remaining maturity or			
next repricing date of:(3,4)			
(1) Three months or less	A549	352	M.2.a.1
(2) Over three months through 12 months	A550	2,657	M.2.a.2
(3) Over one year through three years	A551	2,872	M.2.a.3
(4) Over three years through five years	A552	1,116	M.2.a.4
(5) Over five years through 15 years		456	M.2.a.5
(6) Over 15 years	A554	0	M.2.a.6
b. Mortgage pass-through securities backed by closed-end first lien			
1-4 family residential mortgages with a remaining maturity or			
next repricing date of:(3,5)			
(1) Three months or less	A555	0	M.2.b.1
(2) Over three months through 12 months	A556	0	M.2.b.2
(3) Over one year through three years	A557	0	M.2.b.3
(4) Over three years through five years	A558	0	M.2.b.4
(5) Over five years through 15 years	A559	0	M.2.b.5
(6) Over 15 years	A560	0	M.2.b.6
c. Other mortgage-backed securities (include CMOs, REMICs, and stripped MBS;			
exclude mortgage pass-through securities) with an expected average life of:(6)			
(1) Three years or less	A561	0	M.2.c.1
(2) Over three years	A562	0	M.2.c.2
d. Debt securities with a REMAINING MATURITY of one year or less			
(included in Memorandum items 2.a through 2.c above)	A248	0	M.2.d
3. Amortized cost of held-to-maturity securities sold or transferred to available-for-sale or			
trading securities during the calendar year-to-date (report the amortized cost at date			
of sale or transfer)	1778	0	M.3
4. Structured notes (included in the held-to-maturity and available-for-sale			
accounts in Schedule RC-B, items 2, 3, 5, and 6):			
a. Amortized cost	8782	0	M.4.a
b. Fair value	8783	0	M.4.b

- (1) Includes held-to-maturity securities at amortized cost and available-for-sale securities at fair value.
- (2) Exclude investments in mutual funds and other equity securities with readily determinable fair values.
- (3) Report fixed rate debt securities by remaining maturity and floating rate debt securities by next repricing date.
- (4) Sum of Memorandum items 2.a.(1) through 2.a.(6) plus any nonaccrual debt securities in the categories of debt securities reported in Memorandum item 2.a that are included in Schedule RC-N, item 9, column C, must equal Schedule RC-B, sum of items 1, 2, 3, 4.c.(1), 5, and 6, columns A and D, plus residential mortgage pass-through securities other than those backed by closed-end first lien 1-4 family residential mortgages included in Schedule RC-B, item 4.a, columns A and D.
- (5) Sum of Memorandum items 2.b.(1) through 2.b.(6) plus any nonaccrual mortgage pass-through securities backed by closed-end first lien 1-4 family residential mortgages included in Schedule RC-N, item 9, column C, must equal Schedule RC-B, item 4.a, sum of columns A and D, less the amount of residential mortgage pass-through securities other than those backed by closed-end first lien 1-4 family residential mortgages included in Schedule RC-B, item 4.a, columns A and D.
- (6) Sum of Memorandum items 2.c.(1) and 2.c.(2) plus any nonaccrual "Other mortgage-backed securities" included in Schedule RC-N, item 9, column C, must equal Schedule RC-B, sum of items 4.b and 4.c.(2), columns A and D.

FDIC Certificate Number:

90417

Schedule RC-B—Continued

Memoranda — Continued

		Held-to-maturity				Available-for-sale			
		(Column A)		(Column B)		(Column C)		(Column D)	1
	Ar	nortized Cost		Fair Value	Ar	mortized Cost		Fair Value	l
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	1
Memorandum items 5.a									1
through 5.f are to be									ı
completed by banks with									L
\$1 billion or more in total									
assets.(1)									
5. Asset-backed securities									
(ABS)(for each column,									ı
sum of Memorandum									
items 5.a through 5.f									
must equal Schedule									L
RC-B, item 5.a):									
a. Credit card receivables	B838	N/A	B839	N/A	B840	N/A	B841	N/A]
b. Home equity lines	B842	N/A		N/A	B844	N/A	B845	N/A	l
c. Automobile loans	B846	N/A	B847	N/A	B848	N/A	B849	N/A]
d. Other consumer loans	B850		B851	N/A	B852	N/A	B853	N/A]
e. Commercial and industrial loans	B854		B855		B856	N/A	B857	N/A	
f. Other	B858	N/A	B859	N/A	B860	N/A	B861	N/A	

⁽¹⁾ The \$1 billion asset size test is generally based on the total assets reported on the June 30, 2011, Report of Condition.

Trust Point Inc.

Legal Title of Bank

FDIC Certificate Number: 90417

FFIEC 041 Page RC-8

21

Schedule RC-B—Continued

		Held-to	-maturi	ity		Available	e-for-sa	le		
Memoranda — Continued	((Column A)		(Column B)	((Column C)		(Column D)		
	An	nortized Cost		Fair Value	An	nortized Cost		Fair Value		
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Th	nou	
6. Structured financial										
products by underlying collateral										
or reference assets (for										
each column, sum of										
Memorandum items 6.a through										
6.g must equal Schedule RC-B										
sum of items 5.b(1) through										
(3)):										
a. Trust preferred securities					, ,		·			
issued by financial institutions	G348	0	G349	0	G350	0	G351		0	M.6.a
b. Trust preferred securities										
issued by real estate										
investment trusts	G352	0	G353	0	G354	0	G355		0	M.6.b
c. Corporate and										
similar loans	G356	0	G357	0	G358	0	G359		0	M.6.c
d. 1-4 family residential MBS										
issued or guaranteed by										
U.S. government-sponsored										
enterprises (GSEs)	G360	0	G361	0	G362	0	G363		0	M.6.d
e. 1-4 family residential										
MBS not issued or	0264		6265		0266		6267			м.с
guaranteed by GSEs	G364	0	G365	0	G366	0	G367		0	M.6.e
f. Diversified (mixed)										
pools of structured financial	6360	0	6260		6270		C271			MCF
products	G368	0	G369	0	G370	0	G371		0	M.6.f
g. Other collateral or	C272		C272		C274		C275			Mea
reference assets	G372	0	G373	0	G374	0	G375		0	M.6.g

FDIC Certificate Number: 90417

22

Schedule RC-C—Loans and Lease Financing Receivables

Part I. Loans and Leases

Do not deduct the allowance for loan and lease losses or the allocated transfer					
risk reserve from amounts reported in this schedule. Report		(Column A)	(Column B)	
(1) loans and leases held for sale at the lower of cost or fair value,	То	Be Completed	То	Be Completed	
(2) loans and leases held for investment, net of unearned income, and	1	y Banks with	1	by All Banks	
(3) loans and leases accounted for at fair value under a fair value option.	\$300	Million or More		,	
Exclude assets held for trading and commercial paper.	in T	otal Assets(1)			
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
1. Loans secured by real estate:					
a. Construction, land development, and other land loans:					
(1) 1-4 family residential construction loans			F158	0	1.a.1
(2) Other construction loans and all land development and other land loans			F159	0	1.a.2
b. Secured by farmland (including farm residential and other improvements)			1420	0	1.b
			1120	Ü	
c. Secured by 1-4 family residential properties:(1) Revolving, open-end loans secured by 1-4 family residential properties and					
extended under lines of credit			1797	0	1.c.1
(2) Closed-end loans secured by 1-4 family residential properties:				Ü	
			5367	0	1.c.2.a
(a) Secured by first liens			5368	0	1.c.2.b
(b) Secured by junior liens			1460	0	1.d
d. Secured by multifamily (5 or more) residential properties			1.00	Ü	
e. Secured by nonfarm nonresidential properties:					
(1) Loans secured by owner-occupied nonfarm nonresidential			F160	0	1.e.1
properties			F161	0	1.e.2
			1288	0	2
Loans to depository institutions and acceptances of other banks To compressible banks in the U.S.:	-		1200		_
a. To commercial banks in the U.S.:	B532	N/A	1		2.a.1
(1) To U.S. branches and agencies of foreign banks	B533	N/A	1		2.a.2
(2) To other commercial banks in the U.S	B534	N/A	1		2.a.z 2.b
b. To other depository institutions in the U.S.	5554	I IN/A			2.0
c. To banks in foreign countries:	B536	N/A	-		2.c.1
(1) To foreign branches of other U.S. banks	B537	N/A	-		2.c.1 2.c.2
(2) To other banks in foreign countries	D337	N/A			3
Loans to finance agricultural production and other loans to farmers	-		1590	0	3 4
4. Commercial and industrial loans	1762	L	1766	0	-
a. To U.S. addressees (domicile)	1763	N/A	1		4.a
b. To non-U.S. addressees (domicile)	1764	N/A			4.b
5. Not applicable					
6. Loans to individuals for household, family, and other personal expenditures					
(i.e., consumer loans) (includes purchased paper):			DESC		C -
a. Credit cards	-		B538	0	6.a
b. Other revolving credit plans	-		B539	0	6.b
c. Automobile Loans	-		K137	0	6.c
d. Other consumer loans (includes single payment, installment, and all student loans)			K207	0	6.d
7. Loans to foreign governments and official institutions					
(including foreign central banks)			2081	0	7
8. Obligations (other than securities and leases) of states and political subdivisions					
in the U.S			2107	0	8

⁽¹⁾ The \$300 million asset size test is generally based on the total assets reported on the June 30, 2011, Report of Condition.

FFIEC 041 Page RC-10

23

FDIC Certificate Number: 90417

Legal Title of Bank

Schedule RC-C—Continued

Part I. Continued	(Column A)			Column B)	
	To Be Completed			Be Completed	
		/ Banks with	l i	by All Banks	
	\$300	Million or More			
Dollar Amounts in Thousands	in T	otal Assets(1)			
	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
9. Loans to nondepository financial institutions and other loans:					
a. Loans to nondepository financial institutions			J454	0	9.a
b. Other loans			J464	0	9.b
(1) Loans for purchasing or carrying securities (secured and unsecured)	1545	N/A			9.b.1
(2) All other loans (exclude consumer loans)	J451	N/A			9.b.2
10. Lease financing receivables (net of unearned income)			2165	0	10
a. Leases to individuals for household, family, and other personal					
expenditures (i.e., consumer leases)	F162	N/A			10.a
b. All other leases	F163	N/A			10.b
11. LESS: Any unearned income on loans reflected in items 1-9 above			2123	0	11.
12. Total loans and leases, net of unearned income (sum of items 1 through 10					
minus item 11) (must equal Schedule RC, sum of items 4.a and 4.b)			2122	0	12
Temerand	Amounts	in Thousands	RCON	Bil Mil Thou	
1.Loans restructured in troubled debt restructurings that are in compliance with their modified					
terms(included in Schedule RC-C, Part 1, and not reported as past due or nonaccrual in					
Schedule RC-N,Memorandum item 1):					
a.Construction, land development, and other land loans:					
(1)1 - 4 family residential construction loans			K158	0	M.1.a.1
(2)Other construction loans and all land development and other land loans			K159	0	M.1.a.2
b. Loans secured by 1-4 residential properties			F576	0	M.1.b
c. Secured by multifamily (5 or more) residential properties			K160	0	M.1.c
d. Secured by nonfarm nonresidential properties:					
(1) Loans secured by owner-occupied nonfarm nonresidential properties			K161	0	M.1.d.1
(2) Loans secured by other nonfarm nonresidential properties			K162	0	M.1.d.2
e. Commercial and Industrial loans:			K256	0	M.1.e
Memorandum items 1.e.(1) and (2) are to be completed by banks with \$300 million					
total assets (1) (Sum of Memorandum items 1.e.(1) and (2) must equal Memorandu					
(1) To U.S.addressees (domicile)	K163	N/A			M.1.e.1
(2) To non-U.S. addressees (domicile)	K164	N/A			M.1.e.2
f. All other loans(include loans to individuals for household, family, and other personal					
expenditures)			K165	0	M.1.f
Itemize loan categories included in memorandum item 1.f, above that exceed 10 pe		of			
total loans restructured in troubled debt restructutings that are in compliance with	their				
modified terms(sum of memorandum items 1.a through 1.e plus 1.f):			1/4.55		M 1 C 1
(1) Loans secured by farmland		_	K166	0	M.1.f.1
(2) Loans to depository institutions and acceptances of other banks			K167	0	M.1.f.2
(3) Not applicable					

⁽¹⁾ The \$300 million asset size test is generally based on the total assets reported on the June 30, 2011, Report of Condition.

FDIC Certificate Number:

90417

Page RC-11 **24**

Schedule RC-C—Continued

Memoranda — Continued	Dollar Amounts in Thousands	RCON	Bil Mil Thou	
1.f. (4) Loans to individuals for household, family, and other personal expenditures:				
(a) Credit cards		K098	0	M.1.f.4(a)
(b) Automobile loans		K203	0	M.1.f.4(b)
(c) Other (includes revolving credit plans other than credit cards and other cor	nsumer			
loans)		K204	0	M.1.f.4(c)
(5) Loans to foreign govenments and official instutuitions		K212	0	M.1.f.5
(6) Other loans(1)		K267	0	M.1.f.6
Memorandum item 1.f.(6)(a) is to be completed by(2):				
- Banks with \$300 million or more in total assets				
- Banks with less than \$300 million in total assets that have loans to find	ance agricultural			
production and other loans to farmers (Schedule RC-C, part I, item 3) ex	cceeding five			
percent of total loans				
(a) Loans to finance agricultural production and other loans to farmers include	ed in			
Schedule RC_C,part I, Memorandum item 1.f.(6), above		K168	N/A	M.1.f.6(a)
2. Maturity and repricing data for loans and leases (excluding those in nonaccrual stat	rus):			
a. Closed-end loans secured by first liens on 1-4 family residential properties				
(reported in Schedule RC-C, part I, item 1.c.(2)(a), column B, above) with a rem	naining maturity			
or next repricing date of:(3,4)				
(1) Three months or less		A564	0	M.2.a.1
(2) Over three months through 12 months		A565	0	M.2.a.2
(3) Over one year through three years		A566	0	M.2.a.3
(4) Over three years through five years		A567	0	M.2.a.4
(5) Over five years through 15 years		A568	0	M.2.a.5
(6) Over 15 years		A569	0	M.2.a.6
b. All loans and leases (reported in Schedule RC-C, part I, items 1 through 10, colu	mn B, above)			
EXCLUDING closed-end loans secured by first liens on 1-4 family residential prop	perties			
(reported in Schedule RC-C, part I, item 1.c.(2)(a), column B, above) with a rer	naining maturity			
or next repricing date of:(3,5)				
(1) Three months or less		A570	0	M.2.b.1
(2) Over three months through 12 months		A571	0	M.2.b.2
(3) Over one year through three years		A572	0	M.2.b.3
(4) Over three years through five years		A573	0	M.2.b.4
(5) Over five years through 15 years		A574	0	M.2.b.5
(6) Over 15 years		A575	0	M.2.b.6
c. Loans and leases (reported in Schedule RC-C, part I, items 1 through 10, column	n B, above)			
with a REMAINING MATURITY of one year or less (excluding those in nonaccrua	al status)	A247	0	M.2.c
3. Loans to finance commercial real estate, construction, and land development activity	ties			
(not secured by real estate)				
included in Schedule RC-C, part I, items 4 and 9, column B(6)		2746	0	M.3
4. Adjustable rate closed-end loans secured by first liens on 1-4 family residential prop				
(included in Schedule RC-C, part I, item 1.c.(2)(a), column B)		5370	0	M.4

- (1) Includes "Loans to finance agricultural production and other loans to farmers," "Obligations (other than securities and loans) of states and political subdivisions in the US.," and " Loans to nondepository financial institutions and other loans."
- (2) The \$300 million asset size test and the five percent of total loans test are generally based on the total assets and total loans reported on the June 30, 2011, Report of Condition.
- (3) Report fixed rate loans and leases by remaining maturity and floating rate loans by next repricing date.
- (4) Sum of Memorandum items 2.a.(1) through 2.a.(6) plus total nonaccrual closed-end loans secured by first liens on 1-4 family residential properties included in Schedule RC-N, item 1.c.(2)(a), column C, must equal total closed-end loans secured by first liens on 1-4 family residential properties from Schedule RC-C, part I, item 1.c.(2)(a), column B.
- (5) Sum of Memorandum items 2.b.(1) through 2.b.(6) plus total nonaccrual loans and leases from Schedule RC-N, sum of items 1 through 8, column C, minus nonaccrual closed-end loans secured by first liens on 1-4 family residential properties included in Schedule RC-N, item 1.c.(2)(a), column C, must equal total loans and leases from Schedule RC-C, part I, sum of items 1 through 10, column B, minus total closed-end loans secured by first liens on 1-4 family residential properties from Schedule RC-C, part I, item 1.c.(2)(a), column B.
- (6) Exclude loans secured by real estate that are included in Schedule RC-C, part I, items 1.a through 1.e, column B.

Legal Title of Bank

FDIC Certificate Number: 90417

Schedule RC-C—Continued

Memoranda — Continued	Dollar Amounts in Thousands	RCON	Bil Mil Thou	
5. To be completed by banks with \$300 million or more in total assets:(1)				
Loans secured by real estate to non-U.S. addressees (domicile)				
(included in Schedule RC-C, part I, items 1.a through 1.e, column B)		B837	N/A	M.5
Memorandum item 6 is to be completed by banks that (1) together with affiliated insti	tutions, have outstanding			
credit card receivables (as defined in the instructions) that exceed \$500 million as of to				
are credit card specialty banks as defined for Uniform Bank Performance Report purpo				
6. Outstanding credit card fees and finance charges included in Schedule RC-C,				
part I, item 6.a.		C391	N/A	M.6
Memorandum item 7 is to be completed by all banks.				
7. Purchased impaired loans held for investment accounted for in accordance with				
FASB ASC 310-30 (former AICPA Statement of Position 03-3) (exclude loans held for	r sale):			
a. Outstanding balance_	. Sale).	C779	0	M.7.a
b. Carrying amount included in Schedule RC-C, part I, items 1 through 9		C780	0	M.7.b
Closed-end loans with negative amortization features secured by 1–4 family resident	tial properties:	6,00	-	
a. Total carrying amount of closed-end loans with negative amortization features se				
by 1–4 family residential properties (included in Schedule RC-C, part I, items 1.		F230	0	M.8.a
Memorandum items 8.b and 8.c are to be completed by banks that had closed-end		1230	Ü	
with negative amortization features secured by 1–4 family residential properties (a.				
, , , , , ,	·			
in Schedule RC-C, part I, Memorandum item 8.a.) as of December 31, 2011, that e				
the lesser of \$100 million or 5 percent of total loans and leases, net of unearned in	icome			
(as reported in Schedule RC-C, part I, item 12, column B).				
b. Total maximum remaining amount of negative amortization contractually permitt	ted on	F221	N/A	M.8.b
closed-end loans secured by 1–4 family residential properties		F231	IN/A	141.0.0
c. Total amount of negative amortization on closed-end loans secured by 1–4 family			NI/A	M.8.c
properties included in the carrying amount reported in Memorandum item 8.a ab		F232	N/A	M.O.C
9. Loans secured by 1-4 family residential properties in process of foreclosure (include	ed in		0	МО
Schedule RC-C, part I, items 1.c.(1), 1.c.(2)(a), and 1.c.(2)(b))		F577	0	M.9
Memorandum items 10 and 11 are to be completed by banks that have elected to mea				
included in Schedule RC-C, part I, items 1 through 9, at fair value under a fair value op				
10. Loans measured at fair value (included in Schedule RC-C, part I, items 1 through 9):			
a. Loans secured by real estate:				M 10 1
(1) Construction, land development, and other land loans		F578	N/A	M.10.a.1
(2) Secured by farmland (including farm residential and other improvements)_		F579	N/A	M.10.a.2
(3) Secured by 1-4 family residential properties:				
(a) Revolving, open-end loans secured by 1-4 family residential properties				
and extended under lines of credit		F580	N/A	M.10.a.3.a
(b) Closed-end loans secured by 1-4 family residential properties:				
(1) Secured by first liens		F581	N/A	M.10.a.3.b.1
(2) Secured by junior liens		F582	N/A	M.10.a.3.b.2
(4) Secured by multifamily (5 or more) residential properties		F583	N/A	M.10.a.4
(5) Secured by nonfarm nonresidential properties		F584	N/A	M.10.a.5
b. Commercial and industrial loans		F585	N/A	M.10.b
c. Loans to individuals for household, family, and other personal				
expenditures (i.e., consumer loans) (includes purchased paper):				
(1) Credit cards		F586	N/A	M.10.c.1
(2) Other revolving credit plans		F587	N/A	M.10.c.2
(3) Automobile loans		K196	N/A	M.10.c.3
(4) Other consumer loans		K208	N/A	M.10.c.4
d. Other loans		F589	N/A	M.10.d

⁽¹⁾ The \$300 million asset size test is generally based on the total assets reported on the June 30, 2011, Report of Condition.

FDIC Certificate Number: 90417

Schedule RC-C—Continued

 11. Unpaid principal balance of loans measured at fair value (reported in Schedule RC-C, part I, Memorandum item 10): a. Loans secured by real estate: (1) Construction, land development, and other land loans (2) Secured by farmland (including farm residential and other improvements) 	F590 F591	N/A N/A	M.11.a.1
a. Loans secured by real estate: (1) Construction, land development, and other land loans (2) Secured by farmland (including farm residential and other improvements)			
(1) Construction, land development, and other land loans			
(2) Secured by farmland (including farm residential and other improvements)			
• • • • • • • • • • • • • • • • • • • •	F591	N/A	
		14/71	M.11.a.2
(3) Secured by 1-4 family residential properties:			
(a) Revolving, open-end loans secured by 1-4 family residential properties			
and extended under lines of credit	F592	N/A	M.11.a.3.a
(b) Closed-end loans secured by 1-4 family residential properties:			
(1) Secured by first liens	F593	N/A	M.11.a.3.b.1
(2) Secured by junior liens	F594	N/A	M.11.a.3.b.2
(4) Secured by multifamily (5 or more) residential properties	F595	N/A	M.11.a.4
(5) Secured by nonfarm nonresidential properties	F596	N/A	M.11.a.5
b. Commercial and industrial loans	F597	N/A	M.11.b
c. Loans to individuals for household, family, and other personal			
expenditures (i.e., consumer loans) (includes purchased paper):			
(1) Credit cards	F598	N/A	M.11.c.1
(2) Other revolving credit plans	F599	N/A	M.11.c.2
(3) Automobile loans	 K195	N/A	M.11.c.3
(4) Other consumer loans	K209	N/A	M.11.c.4
d. Other loans	F601	N/A	M.11.d

	(Column A)		(Column B)		(Column C)		
	F:	air value of	Gross contractual		Best estimate at		
	aco	quired loans	amounts		acqu	isition date of	
	and	d leases at	red	ceivable at	of contractual cash		
	acq	uisition date	acqı	uisition date	flows not expected		
Dollar Amounts in Thousands					to I	oe collected	
12. Loans (not subject to the requirements of	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
FASB ASC 310-30 (former AICPA Statement of							
Position 03-3)) and leases held for investment							
that were acquired in business combinations with							
acquisition dates in the current calendar year:							
a. Loans secured by real estate	G091	0	G092	0	G093	0	M.12.a
b. Commercial and industrial loans	G094	0	G095	0	G096	0	M.12.b
c. Loans to individuals for household, family, and							
other personal expenditures	G097	0	G098	0	G099	0	M.12.c
d. All other loans and all leases	G100	0	G101	0	G102	0	M.12.d

Trust Point Inc.
Legal Title of Bank

FDIC Certificate Number: 90417

FFIEC 041 Page RC-14

27

Schedule RC-C—Continued

b. Amount of interest capitalized from interest reserves on construction, land development, and other land loans that is included in interest and fee income on loans during the quarter (included in Schedule RI, item 1a.(1)(b)) Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages J. Proprietary reverse mortgages J. Estimated number of reverse mortgage loan referrals to other lenders during	6376 RIAD 6377 CON	N/A N/A	M.13.a M.13.b M.14
100 percent of total risk-based capital (as reported in Schedule RC-R, item 21) as of December 31, 2011. 13. Construction, land development, and other land loans with interest reserves: a. Amount of loans that provide for the use of interest reserves (included in Schedule RC-C, part I, item 1.a, column B) b. Amount of interest capitalized from interest reserves on construction, land development, and other land loans that is included in interest and fee income on loans during the quarter (included in Schedule RI, item 1a.(1)(b)) Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages J. Estimated number of reverse mortgage loan referrals to other lenders during	RIAD 6377 CON	N/A	M.13.b
December 31, 2011. 13. Construction, land development, and other land loans with interest reserves: a. Amount of loans that provide for the use of interest reserves (included in Schedule RC-C, part I, item 1.a, column B) b. Amount of interest capitalized from interest reserves on construction, land development, and other land loans that is included in interest and fee income on loans during the quarter (included in Schedule RI, item 1a.(1)(b)) Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages loan referrals to other lenders during	RIAD 6377 CON	N/A	M.13.b
13. Construction, land development, and other land loans with interest reserves: a. Amount of loans that provide for the use of interest reserves (included in Schedule RC-C, part I, item 1.a, column B) b. Amount of interest capitalized from interest reserves on construction, land development, and other land loans that is included in interest and fee income on loans during the quarter (included in Schedule RI, item 1a.(1)(b)) Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages J. Estimated number of reverse mortgage loan referrals to other lenders during	RIAD 6377 CON	N/A	M.13.b
a. Amount of loans that provide for the use of interest reserves (included in Schedule RC-C, part I, item 1.a, column B) b. Amount of interest capitalized from interest reserves on construction, land development, and other land loans that is included in interest and fee income on loans during the quarter (included in Schedule RI, item 1a.(1)(b)) Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages J. Proprietary reverse mortgages J. Estimated number of reverse mortgage loan referrals to other lenders during	RIAD 6377 CON	N/A	M.13.b
Schedule RC-C, part I, item 1.a, column B) b. Amount of interest capitalized from interest reserves on construction, land development, and other land loans that is included in interest and fee income on loans during the quarter (included in Schedule RI, item 1a.(1)(b)) Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages J. Proprietary reverse mortgages J. Estimated number of reverse mortgage loan referrals to other lenders during	RIAD 6377 CON	N/A	M.13.b
b. Amount of interest capitalized from interest reserves on construction, land development, and other land loans that is included in interest and fee income on loans during the quarter (included in Schedule RI, item 1a.(1)(b)) Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages Jection 1. Converse mortgages Jection 2. Description 1. Description 1. Description 2. Description 3. Descr	RIAD 6377 CON	N/A	M.13.b
development, and other land loans that is included in interest and fee income on loans during the quarter (included in Schedule RI, item 1a.(1)(b)) Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages J b. Estimated number of reverse mortgage loan referrals to other lenders during	377 CON		
during the quarter (included in Schedule RI, item 1a.(1)(b)) Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages outstanding that are held for investment of the properties of the proper	377 CON		
Memorandum item 14 is to be completed by all banks. 14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages J. Estimated number of reverse mortgage loan referrals to other lenders during	CON		
14. Pledged loans and leases Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages b. Estimated number of reverse mortgage loan referrals to other lenders during	$\overline{}$	0	M 14
Memorandum item 15 is to be completed for the December report only. 15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages b. Estimated number of reverse mortgage loan referrals to other lenders during	378	0	M 14
15. Reverse mortgages: a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages			111.17
a. Reverse mortgages outstanding that are held for investment (included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages			
(included in Schedule RC-C, item 1.c, above): (1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages b. Estimated number of reverse mortgage loan referrals to other lenders during			
(1) Home Equity Conversion Mortgage (HECM) reverse mortgages (2) Proprietary reverse mortgages b. Estimated number of reverse mortgage loan referrals to other lenders during			
(2) Proprietary reverse mortgages	CON	Bil Mil Thou	
b. Estimated number of reverse mortgage loan referrals to other lenders during	1466	N/A	M.15.a.1
	1467	N/A	M.15.a.2
the year from whom compensation has been received for services performed			
in connection with the origination of the reverse mortgages:	CON	Number	
(1) Home Equity Conversion Mortgage (HECM) reverse mortgages	1468	N/A	M.15.b.1
(2) Proprietary reverse mortgages	1469	N/A	M.15.b.2
c. Principal amount of reverse mortgage originations that have been			
sold during the year:	CON	Bil Mil Thou	
(1) Home Equity Conversion Mortgage (HECM) reverse mortgages	1470	N/A	M.15.c.1
(2) Proprietary reverse mortgages		N/A	M.15.c.2

Legal Title of Bank

FDIC Certificate Number: 90417

Schedule RC-C—Continued

Part II. Loans to Small Businesses and Small Farms

Report the number and amount currently outstanding as of the report date of business loans with "original amounts" of \$1,000,000 or less and farm loans with "original amounts" of \$500,000 or less. The following guidelines should be used to determine the "original amount" of a loan: (1) For loans drawn down under lines of credit or loan commitments, the "original amount" of the loan is the size of the line of credit or loan commitment was most recently approved,

extended, or renewed prior to the report date. However, if the amount currently outstanding as of the report date exceeds this size, the "original amount" is the amount currently outstanding on the report date. (2) For loan participations and syndications, the "original amount" of the loan participation or syndication is the entire amount of the credit originated by the lead lender. (3) For all other loans, the "original amount" is the total amount of the loan at origination or the amount currently outstanding as of the report date, whichever is larger.

Loans to Small Businesses

1. Indicate in the box at the right whether all or substantially all of the dollar volume of your bank's "Loans secured by nonfarm nonresidential properties" reported in Schedule RC-C, part I, items 1.e.(1) and 1.e.(2), and all or substantially all of the dollar volume of your bank's "Commercial and industrial loans" reported in Schedule RC-C, part I, item 4, (1) have original amounts of \$ 100,000 or less (If your bank has no loans outstanding in both of these two loan categories, place the word "NO" in the box to the right.)

RCON	YES / NO
6999	NO

If YES, complete items 2.a and 2.b below, skip items 3 and 4, and go to item 5.

(Note: Item 4,(1) divided by the number of loans should NOT exceed \$100,000.)

If NO, and your bank has loans outstanding in either loan category, skip items 2.a and 2.b, complete items 3 and 4 below, and go to item 5. If NO and your bank has no loans outstanding in both loan categories, skip items 2 through 4, and go to item 5.

Number of Loans 2. Report the total number of loans currently outstanding for each of the following Schedule RC-C, part I, loan categories: a. "Loans secured by nonfarm nonresidential properties" reported in Schedule RC-C, part I, items 1.e.(1) and 1.e.(2) (Note: Sum of **RCON** items 1.e.(1) and 1.e.(2) divided by the number of loans should NOT 5562 N/A exceed \$100,000.) b. "Commercial and industrial loans" reported in Schedule RC-C, part I, Item 4,(1)

N/A 2.b

2.a

		(Column A)		(Column B)]
				Amount	
		Number		Currently	
		of Loans	C	Outstanding	
Dollar Amounts in Thousands	RCON		RCON	Bil Mil Thou	
3. Number and amount currently outstanding of "Loans secured by					
nonfarm nonresidential properties" reported in Schedule RC-C, part I,					
items 1.e.(1) and 1.e.(2) (sum of items 3.a through 3.c must be less than					
or equal to Schedule RC-C, part I, sum of items 1.e.(1) and 1.e.(2)):					
a. With original amounts of \$100,000 or less	5564	N/A	_	N/A	3.a
b. With original amounts of more than \$100,000 through \$250,000	5566	N/A	5567	N/A	3.b
c. With original amounts of more than \$250,000 through \$1,000,000	5568	N/A	5569	N/A	3.c
4. Number and amount currently outstanding of "Commercial and industrial					
loans" reported in Schedule RC-C, part I, item 4 1 (sum of					
items 4.a through 4.c must be less than or equal to Schedule					
RC-C, part I, item 4 1):					
a. With original amounts of \$100,000 or less	5570	N/A	5571	N/A	4.a
b. With original amounts of more than \$100,000 through \$250,000	5572	N/A		N/A	4.b
c. With original amounts of more than \$250,000 through \$1,000,000	5574	N/A	5575	N/A	4.c

⁽¹⁾ Banks with \$300 million or more in total assets should provide the requested information for "Commercial and industrial loans" based on the loans reported in Schedule RC-C, part I item 4.a, column A, "Commercial and industrial loans to U.S. addressees."

Legal Title of Bank

FDIC Certificate Number: 90417

29

Schedule RC-C—Continued

Part II. Continued

Agricultural Loans to Small Farms

5. Indicate in the box at the right whether all or substantially all of the dollar volume of your bank's "Loans secured by farmland (including farm residential and other improvements)" reported in Schedule RC-C, part I, item 1.b, and all or substantially all of the dollar volume of your bank's "Loans to finance agricultural production and other loans to farmers" reported in Schedule RC-C, part I, item 3, have original amounts of \$100,000 or less (If your bank has no loans outstanding in both of these two loan categories, place the word "NO" in the box to the right.)

RCON	YES / NO
6860	NO

If YES, complete items 6.a and 6.b below and do not complete items 7 and 8.

items 8.a through 8.c must be less than or equal to Schedule RC-C, part I, item 3):

b. With original amounts of more than \$100,000 through \$250,000_

c. With original amounts of more than \$250,000 through \$500,000_

a. With original amounts of \$100,000 or less_

If NO and your bank has loans outstanding in either loan category, skip items 6.a and 6.b and complete items 7 and 8 below.

If NO and your bank has no loans outstanding in both loan categories, do not complete items 6 through 8.

6. Report the total number of loans currently outstanding for each of the following Schedule RC-C, part I, loan categories: a. "Loans secured by farmland (including farm residential and other improvements)" **Topotod in Schedule RC C, part I, item 1 b. (Nets) Item 1 b. divided by the number.			Nui	mber of Loans	
reported in Schedule RC-C, part I, item 1.b, (Note: Item 1.b divided by the number of loans should NOT exceed \$100,000.)			5576	N/A	6.a
b. "Loans to finance agricultural production and other loans to farmers" reported in Schedule RC-C, part I, item 3 (Note: Item 3 divided by the number of loans					
should NOT exceed \$100,000.)			5577	N/A	6.b
		(Column A)	((Column B) Amount Currently	
		of Loans	(Outstanding	
Dollar Amounts in Thousands	RCON		RCON	Bil Mil Thou	
7. Number and amount currently outstanding of "Loans secured by farmland (including farm residential and other improvements)" reported in Schedule RC-C, part I, item 1.b (sum of items 7.a through 7.c must be less than or equal to Schedule RC-C, part I, item 1.b):					
a. With original amounts of \$100,000 or less	5578	N/A	5579	N/A	7.a
b. With original amounts of more than \$100,000 through \$250,000	5580	N/A	5581	N/A	7.b
c. With original amounts of more than \$250,000 through \$500,000	5582	N/A	5583	N/A	7.c
8. Number and amount currently outstanding of "Loans to finance agricultural production and other loans to farmers" reported in Schedule RC-C, part I, item 3 (sum of					

5584

5586

5588

N/A

N/A

N/A

5585

5587

5589

N/A

N/A

N/A

8.a

8.b

8.c

FDIC Certificate Number: 90417

30

Schedule RC-D - Trading Assets and Liabilities

Schedule RC-D is to be completed by banks that reported average trading assets (Schedule RC-K, item 7) of \$2 million or more in any of the four preceding calendar quarters.

(b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by first liens (2) Secured by junior liens (4) Secured by multifamily (5 or more) residential properties (5) Secured by nonfarm nonresidential properties (6) Secured by nonfarm nonresidential properties (7) Secured by nonfarm nonresidential properties (8) F612 (9) Commercial and industrial loans (1) Credit cards (2) Other revolving credit plans (3) Automobile Loans (4) Other consumer loans (4) Other consumer loans (5) Secured by nonfarm nonresidential properties (1) Credit cards (2) Other revolving credit plans (3) Automobile Loans (4) Other consumer loans (5) Secured by nonfarm nonresidential properties (6) C.2 (7) And 8. Not applicable (8) Other trading assets (8) Not applicable (9) Other trading assets (1) Credit cards (1) Secured by 1-4 family residential properties (6) A.3 (7) And 8. Not applicable (8) Other trading assets (9) Other trading assets	Dollar Amounts in Thousands	RCON	Bil Mil Thou	
2. U.S. Government agency obligations (exclude mortgage-backed securities) 3. Securities issued by states and political subdivisions in the U.S. 3. Securities issued by states and political subdivisions in the U.S. 4. Mortgage-backed securities (MBS): a. Residential mortgage pass-through securities issued or guaranteed by FNMA, FHLMC, or GNMA b. Other residential MBS issued or guaranteed by U.S. Government agencies or sponsored agencies(1)(include CMOs, REMICs, and stripped MBS) c. All other residential MBS issued or guaranteed by U.S. Government agencies or sponsored agencies(1) agencies(1) e. All other residential MBS subdivided the securities 3. Structured financial products: (1) Cash (2) Synthetic (3) Synthetic (3) Synthetic (3) Synthetic (3) Secured by real estate: (1) Construction, land development, and other land loans. (2) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit. (b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by furnical morteristical properties. (2) Secured by furnical morteristical properties. (3) Secured by furnical morteristical properties. (4) Secured by multifamily (5 or more) residential properties. (5) Secured by furnical morteristical properties. (6) Secured by furnical morteristical properties. (7) Secured by multifamily (5 or more) residential properties. (8) Secured by numbra noresidential properties. (9) Secured by numbra noresidential properties. (10) Conmercial and industrial loans (11) Credit cards (12) Commercial and industrial loans (13) Automobile Loans (14) Other consumer loans) (includes purchased paper): (15) Credit cards (16) Other consumer loans (17) Automobile Loans (18) Other trading assets (19) Other trading assets (10) Not applicable	ASSETS			
3. Securities Issued by states and political subdivisions in the U.S	1. U.S. Treasury securities			
4. Mortpage-backed securities (MBS): a. Residential mortgage pass-through securities issued or guaranteed by FNMA, FHLMC, or GMMA b. Other residential MBS issued or guaranteed by U.S. Government agencies or sponsored agencies(1)(include CMDs, REMICs, and stripped MBS). c. All other residential MBS issued or guaranteed by U.S. Government agencies or sponsored agencies(1) e. All other residential MBS dississued or guaranteed by U.S. Government agencies or sponsored agencies(1) e. All other commercial MBS succeeding the securities a. Structured financial products: (1) Cash (2) Synthetic (3) Hybrid (3) Securities 3. Loans secured by real estate: (1) Construction, land development, and other land loans (2) Secured by Familian (including farm residential and other improvements) (3) Secured by familian (including farm residential properties (a) Revolving, open-end loans secured by 1-4 family residential properties (a) Revolving, open-end loans secured by 1-4 family residential properties (b) Closed-end loans secured by 1-4 family residential properties (c) Secured by furst liens (d) Secured by furst liens (e) Secured by multifamily (5 or more) residential properties (5) Secured by multifamily (5 or more) residential properties (6) Secured by multifamily (6 or more) residential properties (7) Secured by multifamily (6 or more) residential properties (8) Secured by numitiranily (6 or more) residential properties (9) Secured by numitiranily (6 or more) residential properties (1) Credit cards (2) Other revolving credit plans (3) Automobile Loans (4) Other revolving credit plans (5) Secured by numitiranily (6 or more) residential properties (6) Other loans (7) And S. Not applicable (8) Other trading assets (8) Other trading assets (9) Other trading assets	U.S. Government agency obligations (exclude mortgage-backed securities)		N/A	
a. Residential mortgage pass-through securities issued or guaranteed by FNMA, FHLMC, or GNMA. b. Other residential MBS issued or guaranteed by U.S. Government agencies or sponsored agencies (1) (include CMOs, REMICs, and stripped MBS). c. All other residential MBS d. Commercial MBS issued or guaranteed by U.S. Government agencies or sponsored agencies (1). e. All other commercial MBS issued or guaranteed by U.S. Government agencies or sponsored agencies (1). e. All other commercial MBS. NIAP 4.d. e. All other commercial MBS. NIAP 5. Other debt securities a. Structured financial products: (1). Cash G383 NIAP 5.a.2 (2) Synthetic G384 NIAP 5.a.2 (3) Hybrid G385 NIAP 5.a.3 b. All other debt securities. 3. Structured financial products: (1). Construction, land development, and other land loans febu feb securities for gaster in the growth of the grow	3. Securities issued by states and political subdivisions in the U.S	3533	N/A	3
or GNMA	4. Mortgage-backed securities (MBS):			
b. Other residential MBS issued or guaranteed by U.S. Government agencies or sponsored agencies(1)(include CMOs, REMICs, and stripped MBS). c. All other residential MBS (3881 N/A 4.c d. Commercial MBS issued or guaranteed by U.S. Government agencies or sponsored agencies(1). d. Commercial MBS issued or guaranteed by U.S. Government agencies or sponsored agencies(1). e. All other commercial MBS. 5. Other debt securities a. Structured financial products: (1) Cash (3881 N/A 5.a.1 (2) Synthetic (3884 N/A 5.a.3) (3) Hybrid (3885 N/A 5.a.3) (3) Hybrid (3886 N/A 5.a.3) (3) Eccured by real estate: (1) Construction, land development, and other land loans (3) Secured by 1-4 family residential and other improvements) (50 Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties: (1) Secured by first liens (2) Secured by 1-4 family residential properties: (1) Secured by principle (3) F667 N/A 6.a.3 (4) Secured by principle (3) F667 N/A 6.a.3 (5) Secured by principle (3) F667 N/A 6.a.3 (5) Secured by principle (3) F667 N/A 6.a.3 (4) Secur	a. Residential mortgage pass-through securities issued or guaranteed by FNMA, FHLMC,			
agencies(1)(include CMOs, REMICs, and stripped MBS)	or GNMA	G379	N/A	4.a
C. All other residential MBS C. All other residential MBS C. Commercial MBS issued or guaranteed by U.S. Government agencies or sponsored agencies(1) E. All other commercial MBS S. Other debt securities C. Synthetic C. Synthetic C. Synthetic C. Synthetic C. Synthetic C. Sourced by Franiand (including farm residential and other improvements) C. Secured by Franiand (including farm residential properties C. Secured by 1-4 family residential properties C. Commercial mass secured by further lines of credit C. Secured by Franiand (including farm residential properties C. Secured by 1-4 family residential	b. Other residential MBS issued or guaranteed by U.S. Government agencies or sponsored			
d. Commercial MBS issued or guaranteed by U.S. Government agencies or sponsored agencies(1)	agencies(1)(include CMOs, REMICs, and stripped MBS)	G380	N/A	4.b
agencies(1)	c. All other residential MBS	G381	N/A	4.c
e. All other commercial MBS e. All other commercial MBS 5. Other debt securities a. Structured financial products: (1) Cash (2) Synthetic (3384 N/A 5.a.2 (3) Hybrid (3385 N/A 5.a.2 (3) Hybrid (3386 N/A 5.b.) 6. Loans: a. Loans secured by real estate: (1) Construction, land development, and other land loans (2) Secured by farmland (including farm residential and other improvements) (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties: (b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by first liens (2) Secured by innior liens (b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by multifamily (5 or more) residential properties (5) Secured by monifarm nonresidential properties (5) Secured by monifarm nonresidential properties (6) Secured by innior liens (7) Secured by monifarm nonresidential properties (8) Secured by monifarm nonresidential properties (9) Secured by monifarm nonresidential properties (10) Closed-end loans secured by 1-4 family residential properties (11) Secured by monifarm nonresidential properties (12) Secured by monifarm nonresidential properties (3) Automobile Loans (4) Other consumer loans) (includes purchased paper): (1) Credit cards (2) Other revolving credit plans (3) Automobile Loans (4) Other consumer loans (5) Secured by monifarm ones ones ones ones one of the properties one of the pro	d. Commercial MBS issued or guaranteed by U.S. Government agencies or sponsored			
e. All other commercial MBS 5. Other debt securities a. Structured financial products: (1) Cash G383 N/A 5.a.1 (2) Synthetic G384 N/A 5.a.2 (3) Hybrid G386 N/A 5.a.3 b. All other debt securities 6. Loans: a. Loans secured by real estate: (1) Construction, land development, and other land loans F604 N/A 6.a.1 (2) Secured by farmiland (including farm residential and other improvements) F605 N/A 6.a.2 (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties: (b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by junior liens (1) Secured by multifamily (5 or more) residential properties (5) Secured by monfarm nonresidential properties (5) Secured by monfarm nonresidential properties (6) Secured by nonfarm nonresidential properties (6) Secured by nonfarm nonresidential properties (6) C. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): (1) Credit cards (2) Other revolving credit plans (3) Automobile Loans (4) Other consumer loans (4) Other consumer loans (5) Other trading assets (6) Other trading assets (7) And 8. Not applicable (8) Other trading assets (8) Other trading assets (9) Not applicable	agencies(1)	K197	N/A	4.d
a. Structured financial products: (1) Cash		K198	N/A	4.e
(1) Cash (2) Synthetic (3384 N/A 5.a.1 (2) Synthetic (3384 N/A 5.a.2 (3) Hybrid (3385 N/A 5.a.2 (3) Hybrid (3385 N/A 5.a.2 (3) Hybrid (3385 N/A 5.a.2 (3) Executed by real estate: (1) Construction, land development, and other land loans (2) Secured by farmland (including farm residential and other improvements) F605 N/A 6.a.2 (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit (5) Closed-end loans secured by 1-4 family residential properties: (1) Secured by first liens F607 N/A 6.a.3 (2) Secured by junior liens F611 N/A 6.a.4 (5) Secured by multifamily (5 or more) residential properties F612 N/A 6.a.4 (5) Secured by monfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F614 N/A 6.b. c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): (1) Credit cards F615 N/A 6.c.1 (2) Other revolving credit plans F618 N/A 6.c.2 (3) Automobile Loans F618 N/A 6.c.2 (4) Other consumer loans F618 N/A 6.c.2 (4) Other consumer loans F618 N/A 6.c.3 (4) Other consumer loans F618 N/A 6.c.4 (5) Secured by family and other personal expenditures (i.e., consumer loans F618 N/A 6.c.2 (2) Other revolving credit plans F618 N/A 6.c.2 (3) Automobile Loans F618 N/A 6.c.2 (4) Other consumer loans F618 N/A 6.c.4 (5) Other redaing assets 50 N/A 6.c.4 (5) Other redaing assets	5. Other debt securities			
(1) Cash (2) Synthetic (3384 N/A 5.a.2 (3) Hybrid (3385 N/A 5.a.3 5.b.) (2) Synthetic (3385 N/A 5.a.3 5.b.) (3) Hybrid (3385 N/A 5.a.3 5.b.) (5) Loans: (a) Loans secured by real estate: (1) Construction, land development, and other land loans (2) Secured by farmland (including farm residential and other improvements) (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit (1) Secured by first liens (2) Secured by 1-4 family residential properties: (1) Secured by inior liens (2) Secured by 1-4 family residential properties: (1) Secured by multifamily (5 or more) residential properties (5) Secured by nonfarm nonresidential properties (6) Secured by inior liens (6) Secured by nonfarm nonresidential properties (6) Secured by nonfarm nonresidential properties (7) Secured (7) Sec	a. Structured financial products:			
(2) Synthetic G384 N/A 5.a.2 (3) Hybrid G385 N/A 5.a.3 b. All other debt securities G386 N/A 5.a.3 b. All other debt securities G386 N/A 5.a.3 c. Loans: a. Loans secured by real estate: (1) Construction, land development, and other land loans F604 N/A 6.a.1 (2) Secured by farmland (including farm residential and other improvements) F605 N/A 6.a.2 (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit F606 N/A 6.a.3 (b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by planior liens F607 N/A 6.a.3 (2) Secured by junior liens F607 N/A 6.a.3 (2) Secured by multifamily (5 or more) residential properties F611 N/A 6.a.3 (5) Secured by nonfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F614 N/A 6.b. c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): (1) Credit cards F616 N/A 6.c.2 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans F618 N/A 6.c.3 (4) Other consumer loans F618 N/A 6.c.3 (5) C.c.4 (6) Other loans F618 N/A 6.c.3 (7) and 8. Not applicable F618 N/A 6.d.3	(1) Cash	G383	N/A	5.a.1
(3) Hybrid G385 N/A 5.a.3 b. All other debt securities G386 N/A 5.b 6. Loans: a. Loans secured by real estate: (1) Construction, land development, and other land loans F604 N/A 6.a.1 (2) Secured by farmland (including farm residential and other improvements) F605 N/A 6.a.2 (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit F606 N/A 6.a.3 (b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by first liens F607 N/A 6.a.3 (2) Secured by Junior liens F611 N/A 6.a.3 (4) Secured by multifamily (5 or more) residential properties F611 N/A 6.a.4 (5) Secured by nonfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F614 N/A 6.b. c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): (1) Credit cards F616 N/A 6.c.1 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans F616 N/A 6.c.2 (4) Other consumer loans F616 N/A 6.c.2 7. and 8. Not applicable F618 N/A 8.d. 7. and 8. Not applicable F619 N/A 8.d. 7. and 8. Not applicable	(2) Synthetic	G384	N/A	5.a.2
b. All other debt securities	(3) Hybrid	G385	N/A	5.a.3
a. Loans secured by real estate: (1) Construction, land development, and other land loans (2) Secured by farmland (including farm residential and other improvements) (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit (b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by first liens (2) Secured by junior liens (3) Secured by multifamily (5 or more) residential properties: (1) Secured by multifamily (5 or more) residential properties (4) Secured by nonfarm nonresidential properties (5) Secured by nonfarm nonresidential properties (6) Secured by individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): (1) Credit cards (2) Other revolving credit plans (4) Other consumer loans (4) Other consumer loans (5) Secured by individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): (1) Credit cards (2) Other revolving credit plans (3) Automobile Loans (4) Other consumer loans (5) Secured by individuals for household, family, and other personal (6) C.2 (7) Other revolving credit plans (8) Secured by individuals for household, family, and other personal (8) Secured by individuals for household, family, and other personal (8) Secured by individuals for household, family, and other personal (9) Other revolving credit plans (8) Secured by individuals for household, family, and other personal (9) Other revolving credit plans (9) Other trading assets (1) Other trading assets		G386	N/A	5.b
(1) Construction, land development, and other land loans F604 N/A 6.a.1 (2) Secured by farmland (including farm residential and other improvements) F605 N/A 6.a.2 (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties F606 N/A 6.a.3 (b) Closed-end loans secured by 1-4 family residential properties: F607 N/A 6.a.3 (1) Secured by first liens F607 N/A 6.a.3 (2) Secured by junior liens F611 N/A 6.a.3 (4) Secured by multifamily (5 or more) residential properties F612 N/A 6.a.4 (5) Secured by nonfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F613 N/A 6.b c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): F615 N/A 6.c.1 (1) Credit cards F616 N/A 6.c.2 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K210 N/A 6.c.4 (4) Other consumer loans F618	6. Loans:			
(1) Construction, land development, and other land loans F604 N/A 6.a.1 (2) Secured by farmland (including farm residential and other improvements) F605 N/A 6.a.2 (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties F606 N/A 6.a.3 (b) Closed-end loans secured by 1-4 family residential properties: F607 N/A 6.a.3 (1) Secured by first liens F607 N/A 6.a.3 (2) Secured by junior liens F611 N/A 6.a.3 (4) Secured by multifamily (5 or more) residential properties F612 N/A 6.a.4 (5) Secured by nonfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F613 N/A 6.b c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): F615 N/A 6.c.1 (1) Credit cards F616 N/A 6.c.2 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K210 N/A 6.c.4 (4) Other consumer loans F618	a. Loans secured by real estate:			
(2) Secured by farmland (including farm residential and other improvements) (3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit (b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by first liens (2) Secured by junior liens (4) Secured by multifamily (5 or more) residential properties 5	•	F604	N/A	6.a.1
(3) Secured by 1-4 family residential properties: (a) Revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit (b) Closed-end loans secured by 1-4 family residential properties: (1) Secured by first liens (2) Secured by junior liens (4) Secured by multifamily (5 or more) residential properties (5) Secured by nonfarm nonresidential properties (6) Secured by nonfarm nonresidential properties (6) Secured by nonfarm nonresidential properties (7) Secured by nonfarm nonresidential properties (8) Secured by nonfarm nonresidential properties (9) Secured by nonfarm nonresidenti		F605	N/A	6.a.2
(a) Revolving, open-end loans secured by 1-4 family residential properties	, , , , , , , , , , , , , , , , , , , ,			
and extended under lines of credit				
(b) Closed-end loans secured by 1-4 family residential properties: F607 N/A 6.a.3 (2) Secured by first liens F611 N/A 6.a.3 (4) Secured by junior liens F611 N/A 6.a.3 (4) Secured by multifamily (5 or more) residential properties F612 N/A 6.a.4 (5) Secured by nonfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F614 N/A 6.b c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper):		F606	N/A	6.a.3.a
(1) Secured by first liens F607 N/A 6.a.3 (2) Secured by junior liens F611 N/A 6.a.3 (4) Secured by multifamily (5 or more) residential properties F612 N/A 6.a.4 (5) Secured by nonfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F614 N/A 6.b c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): F615 N/A 6.c.1 (1) Credit cards F615 N/A 6.c.2 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K199 N/A 6.c.3 (4) Other consumer loans K210 N/A 6.c.4 d. Other loans F618 N/A 6.d 7. and 8. Not applicable 3541 N/A 9 10. Not applicable 3541 N/A 9				
(2) Secured by junior liens F611 N/A 6.a.3 (4) Secured by multifamily (5 or more) residential properties F612 N/A 6.a.4 (5) Secured by nonfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F614 N/A 6.a.5 c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): F615 N/A 6.c.1 (1) Credit cards F615 N/A 6.c.1 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K199 N/A 6.c.3 (4) Other consumer loans K210 N/A 6.c.4 d. Other loans F618 N/A 6.d 7. and 8. Not applicable 3541 N/A 9 10. Not applicable 3541 N/A 9		F607	N/A	6.a.3.b.1
(4) Secured by multifamily (5 or more) residential properties F612 N/A 6.a.4 (5) Secured by nonfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F614 N/A 6.b c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): F615 N/A 6.c.1 (1) Credit cards F616 N/A 6.c.1 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K199 N/A 6.c.3 (4) Other consumer loans K210 N/A 6.c.4 d. Other loans F618 N/A 6.d 7. and 8. Not applicable 3541 N/A 9 10. Not applicable 3541 N/A 9		F611	N/A	6.a.3.b.2
(5) Secured by nonfarm nonresidential properties F613 N/A 6.a.5 b. Commercial and industrial loans F614 N/A 6.b c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): (1) Credit cards F615 N/A 6.c.1 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K199 N/A 6.c.3 (4) Other consumer loans F618 N/A 6.c.4 d. Other loans F618 N/A 6.d F618 N/			N/A	6.a.4
b. Commercial and industrial loans F614 N/A 6.b c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): (1) Credit cards F615 N/A 6.c.1 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K199 N/A 6.c.3 (4) Other consumer loans K210 N/A 6.c.4 d. Other loans F618 N/A 6.d 7. and 8. Not applicable 9. Other trading assets 3541 N/A 9 10. Not applicable			N/A	6.a.5
c. Loans to individuals for household, family, and other personal expenditures (i.e., consumer loans) (includes purchased paper): (1) Credit cards			N/A	6.b
expenditures (i.e., consumer loans) (includes purchased paper): F615 N/A 6.c.1 (1) Credit cards F615 N/A 6.c.1 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K199 N/A 6.c.3 (4) Other consumer loans K210 N/A 6.c.4 d. Other loans F618 N/A 6.d 7. and 8. Not applicable 3541 N/A 9 10. Not applicable 3541 N/A 9		1 2 2		
(1) Credit cards F615 N/A 6.c.1 (2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K199 N/A 6.c.3 (4) Other consumer loans K210 N/A 6.c.4 d. Other loans F618 N/A 6.d 7. and 8. Not applicable 3541 N/A 9 10. Not applicable 3541 N/A 9				
(2) Other revolving credit plans F616 N/A 6.c.2 (3) Automobile Loans K199 N/A 6.c.3 (4) Other consumer loans K210 N/A 6.c.4 d. Other loans F618 N/A 6.d 7. and 8. Not applicable 3541 N/A 9 10. Not applicable 3541 N/A 9		F615	N/A	6.c.1
(3) Automobile Loans	• •		N/A	6.c.2
(4) Other consumer loans	• • •			6.c.3
d. Other loans F618 N/A 6.d 7. and 8. Not applicable 3541 N/A 9 10. Not applicable 3541 N/A 9				6.c.4
7. and 8. Not applicable 9. Other trading assets 3541 N/A 9 10. Not applicable				6.d
9. Other trading assets		1010		
10. Not applicable	•••	3541	N/A	9
			1.17.1	
11. Derivatives with a positive fair value	• •	3543	N/A	11
12. Total trading assets (sum of items 1 through 11) (must equal Schedule RC, item 5) 3545 N/A				
12. Total trading assets (sum of items 1 tillough 11) (must equal schedule RC, item 5)	12. Total trading assets (sum of items 1 tillough 11) (must equal scriedule RC, item 3)	33 .5	IV/A	
LIABILITIES RCON Bil Mil Thou	LIABILITIES	RCON	Bil Mil Thou	
13. a. Liability for short positions 3546 N/A 13.a		-		13.a
13. d. Eddiniy for since positions		-		
b. Other trading liabilities		_		
15. Total trading liabilities (sum of items 13.a through 14) (must equal Schedule RC, item 15) 3548 N/A		-		

⁽¹⁾ U.S. Government agencies include, but are not limited to, such agencies as the Government National Mortgage Association (GNMA), the Federal Deposit Insurance Corporation (FDIC), and the National Credit Union Administration (NCUA). U.S. Government-sponsored agencies include, but are not limited to, such agencies as the Federal Home Loan Mortgage Corporation (FHLMC) and the Federal National Mortgage Association (FNMA).

FFIEC 041 Page RC-18

31

FDIC Certificate Number: 90417

Schedule RC-D - Continued

Memoranda

	Dollar Amounts in Thousands	RCON	Bil Mil Thou	
1. Unpaid principal balance of loans measured at fair value (reported in Schedule Re	C-D,			
items 6.a.(1) through 6.d):				
a. Loans secured by real estate:				
(1) Construction, land development, and other land loans		F625	N/A	M.1.a.1
(2) Secured by farmland (including farm residential and other improvements)		F626	N/A	M.1.a.2
(3) Secured by 1-4 family residential properties:				
(a) Revolving, open-end loans secured by 1-4 family residential propertie	es			
and extended under lines of credit		F627	N/A	M.1.a.3
(b) Closed-end loans secured by 1-4 family residential properties:				
(1) Secured by first liens		F628	N/A	M.1.a.3
(2) Secured by junior liens		F629	N/A	M.1.a.3
(4) 6 11 115 11 (5) 11 11 11 11		F630	N/A	M.1.a.4
(5) Secured by nonfarm nonresidential properties		F631	N/A	M.1.a.5
b. Commercial and industrial loans		F632	N/A	M.1.b
c. Loans to individuals for household, family, and other personal				
expenditures (i.e., consumer loans) (includes purchased paper):				
(1) Credit cards		F633	N/A	M.1.c.1
(2) Other revolving credit plans		F634	N/A	M.1.c.2
(3) Automobile Loans		K200	N/A	M.1.c.3
(4) Other consumer loans		K211	N/A	M.1.c.4
d. Other loans		F636	N/A	M.1.d
2. Loans measured at fair value that are past due 90 days or more:				
a. Fair value		F639	N/A	M.2.a
b. Unpaid principal balance		F640	N/A	M.2.b
3. Structured financial products by underlying collateral or reference assets (sum of	F			
Memorandum items 3.a through 3.g must equal Schedule RC-D, sum of items 5.a				
through (3)):				
a. Trust preferred securities issued by financial institutions		G299	N/A	M.3.a
b. Trust preferred securities issued by real estate investment trusts		G332	N/A	M.3.b
c. Corporate and similar loans		G333	N/A	M.3.c
d. 1-4 family residential MBS issued or guaranteed by U.S. government-sponsor	ed	2323		
enterprises (GSEs)		G334	N/A	M.3.d
e. 1-4 family residential MBS not issued or guaranteed by GSEs		G335	N/A	M.3.e
f. Diversified (mixed) pools of structured financial products		G651	N/A	M.3.f
g. Other collateral or reference assets		G652	N/A	M.3.g
4. Pledged trading assets:		GUSE		,
a. Pleged securities		G387	N/A	M.4.a
b. Pledged Loans		G388	N/A	M.4.b
b. Fleagea Edalid		0000		
n Memorandum items 5 through 10 are to be completed by banks that reported averag	ne			
rading assets (Schedule RC-K, item 7) of \$1 billion or more in any of the four preced				
alendar quarters.	g			
5. Asset-backed securities:				
a. Credit card receivables		F643	N/A	M.5.a
b. Home equity lines		F644	N/A	M.5.b
c. Automobile loans		F645	N/A	M.5.c
d. Other consumer loans		F646	N/A	M.5.d
		F647	N/A	M.5.e
e. Commercial and industrial loans		F648	N/A	M.5.f
f. Other		F651	N/A	M.6
, , , , , , , , , , , , , , , , , , , ,		1.021	IN/A	
7. Equity securities (included in Schedule RC-D, item 9, above):		ECE2	N/A	M.7.a
				1°1./.a
a. Readily determinable fair values b. Other		F652 F653	N/A	M.7.b

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RC-19

32

Schedule RC-D - Continued

Memoranda - Continued

FDIC Certificate Number:

Dollar Amounts in Thousands		RCON	Bil Mil Thou			
9. 0	. Other trading assets (itemize and describe amounts included in Schedule RC-D, item 9,					
t	hat are	greater than \$25,000 and exceed 25 percent of the item): (1)				
		TEXT	_			
a.	F655	N/A		F655	N/A	M.9.a
b.	F656	N/A		F656	N/A	M.9.b
c.	F657	N/A		F657	N/A	M.9.c
10. (Other to	rading liabilities (itemize and describe amounts included in Schedule RC-D, item				
	13.b, tł	nat are greater than \$25,000 and exceed 25% of the item):				
		TEXT	_			
a.	F658	N/A		F658	N/A	M.10.a
b.	F659	N/A		F659	N/A	M.10.b
c.	F660	N/A		F660	N/A	M.10.c

⁽¹⁾ Exclude equity securities.

FDIC Certificate Number: 90417

Schedule RC-E—Deposit Liabilities

					No	ntransaction	1
		Transaction	on Acco	unts		Accounts	
	((Column A)	(Column B)		(Column C)		
	Tota	al transaction	M	1emo: Total		Total	
	acco	unts (including	dema	and deposits(1)	nor	ntransaction	
	to	tal demand	li)	ncluded in	a	ccounts	
Dollar Amounts in Thousands		deposits)	С	olumn A)	(incl	uding MMDAs)	
Deposits of:	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
1. Individuals, partnerships, and corporations							
(include all certified and official checks)	B549	0			B550	0	1
2. U.S. Government	2202	0			2520	0	2
3. States and political subdivisions in the U.S	2203	0			2530	0	3
4. Commercial banks and other depository							
institutions in the U.S	B551	0			B552	0	4
5. Banks in foreign countries	2213	0			2236	0	5
6. Foreign governments and official institutions							
(including foreign central banks)	2216	0			2377	0	6
7. Total (sum of items 1 through 6) (sum of							
columns A and C must equal Schedule RC,							
item 13.a)	2215	0	2210	0	2385	0	7

Memoranda

Dollar Amounts i	n Thousands	RCON	Bil Mil Thou	
1. Selected components of total deposits (i.e., sum of item 7, columns A and C):				
a. Total Individual Retirement Accounts (IRAs) and Keogh Plan accounts		6835	0	M.1.a
b. Total brokered deposits		2365	0	M.1.b
c. Fully insured brokered deposits (included in Memorandum item 1.b above):(2)				
(1) Brokered deposits of less than \$100,000		2343	0	M.1.c.1
(2) Brokered deposits of \$100,000 through \$250,000 and certain brokered				
retirement deposit accounts		J472	0	M.1.c.2
d. Maturity data for brokered deposits:				
(1) Brokered deposits of less than \$100,000 with a remaining				
maturity of one year or less (included in Memorandum item 1.c.(1) above)		A243	0	M.1.d.1
(2) Brokered deposits of \$100,000 through \$250,000 with a remaining				
maturity of one year or less (included in Memorandum item 1.c.(2) above)		K219	0	M.1.d.2
(3) Brokered deposits of more than \$250,000 with a remaining maturity				
of one year or less (included in Memorandum item 1.b above)		K220	0	M.1.d.3
e. Preferred deposits (uninsured deposits of states and political subdivisions in the U.S.				
reported in item 3 above which are secured or collateralized as required under state law)				
(to be completed for the December report only)		5590	N/A	M.1.e
f. Estimated amount of deposits obtained through the use of deposit				
listing services that are not brokered deposits		K223	0	M.1.f
2. Components of total nontransaction accounts (sum of Memorandum items 2.a through 2.d				
must equal item 7, column C above):				
a. Savings deposits:				
(1) Money market deposit accounts (MMDAs)		6810	0	M.2.a.1
(2) Other savings deposits (excludes MMDAs)		0352	0	M.2.a.2
b. Total time deposits of less than \$100,000		6648	0	M.2.b
c. Total time deposits of \$100,000 through \$250,000		J473	0	M.2.c
d. Total time deposits of more than \$250,000		J474	0	M.2.d
e. Individual Retirement Accounts (IRAs) and Keogh Plan accounts				
of \$100,000 or more included in Memorandum item 2.c and 2.d above		F233	0	M.2.e

- (1) Includes interest-bearing and noninterest-bearing demand deposits.
- (2) The dollar amounts used as the basis for reporting in Memorandum items 1.c.(1) and (2) reflect the deposit insurance limits in effect on the report date.

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RC-21

34

Schedule RC-E—Continued

Memoranda — Continued

FDIC Certificate Number:

	Dollar Amounts in Thousands	RCON	Bil Mil Thou	
3. Maturity and repricing data for time deposits of less than \$100,000:				
a. Time deposits of less than \$100,000 with a remaining maturity or				
next repricing date of:(1,2)				
(1) Three months or less		A579	0	M.3.a.1
(2) Over three months through 12 months		A580	0	M.3.a.2
(3) Over one year through three years		A581	0	M.3.a.3
(4) Over three years		A582	0	M.3.a.4
b. Time deposits of less than \$100,000 with a REMAINING MATURITY of one year or	less			
(included in Memorandum items 3.a.(1) and 3.a.(2) above)(3)		A241	0	M.3.b
4. Maturity and repricing data for time deposits of \$100,000 or more:				
a. Time deposits of \$100,000 or more with a remaining maturity or				
next repricing date of:(1,4)				
(1) Three months or less		A584	0	M.4.a.1
(2) Over three months through 12 months		A585	0	M.4.a.2
(3) Over one year through three years		A586	0	M.4.a.3
(4) Over three years		A587	0	M.4.a.4
b. Time deposits of \$100,000 through \$250,000 with a REMAINING MATURITY of one				
(included in Memorandum items 4.a.(1) and 4.a.(2) above)(3)		K221	0	M.4.b
c. Time deposits of more than \$250,000 with a REMAINING MATURITY of one year of				
(included in Memorandum items 4.a.(1) and 4.a.(2) above)(3)		K222	0	M.4.c

⁽¹⁾ Report fixed rate time deposits by remaining maturity and floating rate time deposits by next repricing date.

⁽²⁾ Sum of Memorandum items 3.a.(1) through 3.a.(4) must equal Schedule RC-E, Memorandum item 2.b.

⁽³⁾ Report both fixed and floating rate time deposits by remaining maturity. Exclude floating rate time deposits with a next repricing date of one year or less that have a remaining maturity of over one year.

⁽⁴⁾ Sum of Memorandum items 4.a.(1) through 4.a.(4) must equal Schedule RC-E, sum of Memorandum items 2.c and 2.d.

Legal Title of Bank
FDIC Certificate Number:

90417

Page RC-22 **35**

Schedule RC-F—Other Assets

	Dollar Amounts	s in Thousands	RCON	Bil Mil Thou	
1. Accrued interest receivable(1)		-	B556	82	1
2. Net deferred tax assets(2)			2148	261	2
3. Interest-only strips receivable (not in the form of a security)(3)on:					
a. Mortgage loans			A519	0	3.a
b. Other financial assets			A520	0	3.b
4. Equity securities that DO NOT have readily determinable fair values(4)			1752	0	4
5. Life insurance assets					
a. General account life insurance assets			K201	0	5.a
b. Separate account life insurance assets			K202	0	5.b
c. Hybrid account life insurance assets				0	5.c
6. All other assets (itemize and describe amounts greater than \$25,000 that exceed 25% of this item)				1,082	6
a. Prepaid expenses (excluding prepaid assessments)	2166	173			6.a
b. Repossessed personal property (including vehicles)	1578	0			6.b
c. Derivatives with a positive fair value held for purposes other than trading_	C010	0			6.c
d. Retained interests in accrued interest receivable related to					
securitized credit cards	C436	0			6.d
e. FDIC loss-sharing indemnification assets	J448	0			6.e
fPrepaid deposit insurance assessments	J449	0			6.f
TEXT					
g. 3549 Deferred Compensation Funding	3549	816			6.g
h. 3550 Computer Software	3550	87			6.h
i. 3551 Accounts Receivable Fiduciary	3551	2			6.i
7. Total (sum of items 1 through 6) (must equal Schedule RC, item 11)			2160	1,425	7

⁽¹⁾ Includes accrued interest receivable on loans, leases, debt securities, and other interest-bearing assets.

Schedule RC-G—Other Liabilities

		Dollar A	Amounts	s in Thousands	RCON	Bil Mil Thou	
1. a. Interest accrued and unpaid on deposits(1)						0	1.a
b.	Other	expenses accrued and unpaid (includes accrued income taxes payable)			3646	732	1.b
2. Net	t defer	red tax liabilities(2)			3049	0	2
3. Allo	owance	e for credit losses on off-balance sheet credit exposures			B557	0	3
4. All	other	liabilities (itemize and describe amounts greater than \$25,000 that exceed 25% of th	i <u>s item)</u>		2938	908	4
	a.	Accounts Payable	3066	92			4.a
	b.	Deferred compensation liabilities	C011	816			4.b
	c.	Dividends declared but not yet payable	2932	0			4.c
	d.	Derivatives with a negative fair value held for purposes other than trading	C012	0			4.d
	TEXT						
e.	3552		3552	0			4.e
f.	3553		3553	0			4.f
g.	3554		3554	0			4.g
5. Tot	tal (sui	m of items 1 through 4) (must equal Schedule RC, item 20)			2930	1,640	5

⁽¹⁾ For savings banks, include "dividends" accrued and unpaid on deposits.

⁽²⁾ See discussion of deferred income taxes in Glossary entry on "income taxes."

⁽³⁾ Report interest-only strips receivable in the form of a security as available-for-sale securities in Schedule RC, item 2.b, or as trading assets in Schedule RC, item 5, as appropriate.

⁽⁴⁾ Includes Federal Reserve stock, Federal Home Loan Bank stock, and bankers' bank stock.

⁽²⁾ See discussion of defered income taxes in Glossary entry on "income taxes."

FDIC Certificate Number:

90417

Schedule RC-K—Quarterly Averages (1)

Dollar Amounts in Thousands	RCON	Bil Mil Thou	
ASSETS			
Interest-bearing balances due from depository institutions	3381	1,372	1
2. U.S. Treasury securities and U.S. Government agency obligations(2)			
(excluding mortgage-backed securities)	B558	0	2
3. Mortgage-backed securities(2)	B559	0	3
4. All other securities(2,3)			
(includes securities issued by states and political subdivisions in the U.S.)	B560	6,149	4
5. Federal funds sold and securities purchased under agreements to resell	3365	0	5
6. Loans:			
a. Total loans	3360	0	6.a
b. Loans secured by real estate:			
(1) Loans secured by 1-4 family residential properties	3465	0	6.b.1
(2) All other loans secured by real estate	3466	0	6.b.2
c. Commercial and industrial loans	3387	0	6.c
d. Loans to individuals for household, family, and other personal expenditures:			
(1) Credit cards	B561	0	6.d.1
(2) Other (includes revolving credit plans other than credit cards, automobile loans,			
and other consumer loans)	B562	0	6.d.2
7. To be completed by banks with \$100 million or more in total assets:(4)			
Trading assets	3401	N/A	7
8. Lease financing receivables (net of unearned income)	3484	0	8
9. Total assets(5)	3368	21,613	9
LIADULTIEC			
LIABILITIES			
10. Interest-bearing transaction accounts (interest-bearing demand deposits,	2405		10
NOW accounts, ATS accounts, and telephone and preauthorized transfer accounts)	3485	0	_ 10
11. Nontransaction accounts:	DECO		11 -
a. Savings deposits (includes MMDAs)	B563	0	11.a
b. Time deposits of \$100,000 or more	A514	0	11.b
c. Time deposits of less than \$100,000	A529	0	11.c
12. Federal funds purchased and securities sold under agreements to repurchase	3353	0	12
13. To be completed by banks with \$100 million or more in total assets:(4)			
Other borrowed money (includes mortgage indebtedness and obligations under	2255		10
capitalized leases)	3355	N/A	13

Memorandum

Dollar Amounts in Thousands	RCON	Bil Mil Thou	
Memorandum item 1 is to be completed by:(4)			
• banks with \$300 million or more in total assets, and			
• banks with less than \$300 million in total assets that have loans			
to finance agricultural production and other loans to farmers			
(Schedule RC-C, part I, item 3) exceeding five percent of total loans.			
Loans to finance agricultural production and other loans to farmers	3386	N/A	M.1

(1) For all items, banks have the option of reporting either (1) an average of DAILY figures for the quarter,

or (2) an average of WEEKLY figures (i.e., the Wednesday of each week of the quarter).

- (2) Quarterly averages for all debt securities should be based on amortized cost.
- (3) Quarterly averages for all equity securities should be based on historical cost.
- (4) The asset size tests and the five percent of total loans test are generally based on the total assets and total loans reported on the June 30, 2011, Report of Condition.
- (5) The quarterly average for total assets should reflect all debt securities (not held for trading) at amortized cost, equity securities with readily determinable fair values at the lower of cost or fair value, and equity securities without readily determinable fair values at historical cost.

Legal Title of Bank

FDIC Certificate Number:

90417

Schedule RC-L—Derivatives and Off-Balance Sheet Items

Please read carefully the instructions for the preparation of Schedule RC-L. Some of the amounts reported in Schedule RC-L are regarded as volume indicators and not necessarily as measures of risk.

	RCON	Bil Mil Thou					
1. Unused commitments:							
a. Revolving, open-end lines secured by 1-4 family residential proper	ties, e.	a home equity lir	nes		3814	0	1.a
Items 1.a.(1) and 1.a.(2) are to be completed for the December	•	. ,					
(1) Unused commitments for Home Equity Conversion Mortgage (
mortgages outstanding that are held for investment (included					J477	N/A	1.a.(1)
(2) Unused commitments for proprietary reverse mortgages outsta							
that are held for investment (included in item 1.a above)	J478	N/A	1.a.(2)				
b. Credit card lines					3815	0	1.b
Items 1.b.(1) and 1.b.(2) are to be completed by banks with eith	ner \$30	0 million or more					
in total assets or \$300 million or more in credit card lines.(1)	450						
(Sum of items 1.b.(1) and 1.b.(2) must equal item 1.b)							
(1) Unused consumer credit card lines					J455	N/A	1.b.(1)
(2) Other unused credit card lines					J456	N/A	1.b.(2)
c. Commitments to fund commercial real estate, construction, and la	nd dev	elopment loans:					
(1) Secured by real estate:		o.opo					
(a) 1–4 family residential construction loan commitments					F164	0	1.c.1.a
(b) Commercial real estate, other construction loan, and land							
development loan commitments	F165	0	1.c.1.b				
(2) NOT secured by real estate	6550	0	1.c.2				
d. Securities underwriting	3817	0	1.d				
e. Other unused commitments:							
(1) Commercial and industrial loans	J457	0	1.e.(1)				
(2) Loans to financial institutions		J458	0	1.e.(2)			
(3) All other unused commitments		J459	0	1.e.(3)			
Financial standby letters of credit					3819	0	2
Item 2.a is to be completed by banks with \$1 billion or more in total	assets	(1)					
a. Amount of financial standby letters of credit conveyed to others		` '	3820	N/A			2.a
Performance standby letters of credit					3821	0	3
Item 3.a is to be completed by banks with \$1 billion or more in total	assets	.(1)					
a. Amount of performance standby letters of credit conveyed to othe			3822	N/A			3.a
Commercial and similar letters of credit					3411	0	4
5. Not applicable							
Securities lent (including customers' securities lent where the custom	er is in	demnified					
against loss by the reporting bank)					3433	0	6
agametrica and represent a seminy		(Column A)		(Column B)			
7. Credit derivatives:	S	old Protection	Purch	ased Protection			
	RCON	Bil Mil Thou	RCON	Bil Mil Thou			
(1) Credit default swaps	C968	0	C969	0			7.a.(1)
(2) Total return swaps	C970	0	C971	0			7.a.(2)
(3) Credit options			7.a.(3)				
(4) Other credit derivatives			7.a.(4)				
b. Gross fair values:							
(1) Gross positive fair value	C219	0	C221	0			7.b.(1)
(2) Gross negative fair value	C220	0	C222	0			7.b.(2)

⁽¹⁾ The asset size tests and the \$300 million credit card lines test are generally based on the total assets and credit card lines reported in June 30, 2011, Report of Condition.

Legal Title of Bank

FDIC Certificate Number: 90417

38

Schedule RC-L—Continued

		Dollar A	mount	s in Thousands	RCON	Bil Mil Thou				
7.c. Notional amounts by regulatory capital treatment:(1)										
(1) Positions covered under the Market Risk Rule:										
(a) Sold protection		G401	0	7.c.(1)(a)						
(b) Purchased protection	G402	0	7.c.(1)(b)							
(2) All other positions:										
(a) Sold protection					G403	0	7.c.(2)(a)			
(b) Purchased protection that is recognized as a guarantee for regulatory capital										
purposes		, ,			G404	0	7.c.(2)(b)			
(c) Purchased protection that is not recognized as a quarantee for regulatory capital										
purposes		, .			G405	0	7.c.(2)(c)			
' '										
	L		Rema	ining Maturity of:						
	(Column A)		(Column B)		Column C)				
Dollar Amounts in Thousands	-	ne Year or	l	ver One Year	Ove	Five Years				
	<u> </u>	Less	_	gh Five Years	<u> </u>					
7.d. Notional amounts by remaining maturity:	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou				
(1) Sold credit protection:(2)										
(a) Investment grade	G406		G407	0	G408	0	7.d.(1)(a)			
(b) Subinvestment grade	G409	0	G410	0	G411	0	7.d.(1)(b)			
(2) Purchased credit protection:(3)										
(a) Investment grade	G412		G413	0	G414	0	7.d.(2)(a)			
(b) Subinvestment grade	G415	0	G416	0	G417	0	7.d.(2)(b)			
					RCON	Tril Bil Mil Thou				
Spot foreign exchange contracts					8765	0	8			
9. All other off-balance sheet liabilities (exclude derivatives) (itemize a	nd desci	ribe each compone	ent							
of this item over 25% of Schedule RC, item 27.a, "Total bank equity	/ capital	")			3430	0	9			
TEXT										
a. Securities borrowed			3432	0			9.a			
b. Commitments to purchase when-issued securities			3434	0			9.b			
c. Standby letters of credit issued by a Federal Home Loan E	Bank									
on the bank's behalf			C978	0			9.c			
d. 3555			3555	0			9.d			
e. 3556			3556	0			9.e			
f. 3557			3557	0			9.f			
10. All other off-balance sheet assets (exclude derivatives) (itemize and	describ	e each component								
of this item over 25% of Schedule RC, item 27.a, "Total bank equity		•			5591	0	10			
TEXT	•	,								
a. Commitments to sell when-issued securities			3435	0			10.a			
b. 5592			5592	0	1		10.b			
c. 5593			5593	0			10.c			
d. 5594			10.d							
e. 5595 5595 0							10.e			
			•							
					RCON	Tril Bil Mil Thou				
11. Year-to-date merchant credit card sales volume:										
					C223	0	11.a			
b. Sales for which the reporting bank is the agent bank with risk					C224	0	11.b			
5. Saics for which the reporting bank is the agent bank with HSK					لنب	<u> </u>	-			

⁽¹⁾ Sum of items 7.c.(1)(a) and 7.c.(2)(a) must equal sum of items 7.a.(1) through (4), column A. Sum of items 7.c.(1)(b), 7.c.(2)(b) and 7.c.(2)(c) must equal sum of items 7.a.(1) through (4), column B.

⁽²⁾ Sum of items 7.d.(1)(a) and (b), columns A through C, must equal sum of items 7.a.(1) through (4), column A.

⁽³⁾ Sum of items 7.d.(2)(a) and (b), columns A through C, must equal sum of items 7.a.(1) through (4), column B.

Legal Title of Bank
FDIC Certificate Number:

90417

Schedule RC-L—Continued

Dollar Amounts in Thousands	(Column A)	(Column B)	(Column C)		(Column D)	
	Interest	Foreign	Equity		Commodity	
Derivatives Position Indicators	Rate	Exchange	Derivative		and Other	
	Contracts	Contracts	Contracts		Contracts	
12. Gross amounts (e.g., notional amounts)						
(for each column, sum of items 12.a through	Tril Bil Mil Thou	Tril Bil Mil Thou	Tril Bil Mil Thou		Tril Bil Mil Thou	
12.e must equal sum of items 13 and 14):	RCON 8693	RCON 8694	RCON 8695		RCON 8696	
a. Futures contracts	0	0	0		0	12.a
	RCON 8697	RCON 8698	RCON 8699		RCON 8700	
b. Forward contracts	0	0	0		0	12.b
c. Exchange-traded option contracts:	RCON 8701	RCON 8702	RCON 8703		RCON 8704	
(1) Written options	0	0	0		0	12.c.1
	RCON 8705	RCON 8706	RCON 8707		RCON 8708	
(2) Purchased options	0	0	0		0	12.c.2
d. Over-the-counter option contracts:	RCON 8709	RCON 8710	RCON 8711		RCON 8712	
(1) Written options	0	0	0		0	12.d.1
	RCON 8713	RCON 8714	RCON 8715		RCON 8716	
(2) Purchased options	0	0	0		0	12.d.2
	RCON 3450	RCON 3826	RCON 8719		RCON 8720	
e. Swaps	0	0	0		0	12.e
13. Total gross notional amount of	RCON A126	RCON A127	RCON 8723		RCON 8724	
derivative contracts held for trading	0	0	0		0	13
14. Total gross notional amount of						
derivative contracts held for	RCON 8725	RCON 8726	RCON 8727		RCON 8728	
purposes other than trading	0	0	0		0	14
a. Interest rate swaps where the bank	RCON A589					
has agreed to pay a fixed rate	0					14.a
15. Gross fair values of derivative contracts:				_		
a. Contracts held for trading:	RCON 8733	RCON 8734	RCON 8735		RCON 8736	
(1) Gross positive fair value	0	0	0		0	15.a.1
	RCON 8737	RCON 8738	RCON 8739		RCON 8740	
(2) Gross negative fair value	0	0	0		0	15.a.2
b. Contracts held for purposes other						
than trading:	RCON 8741	RCON 8742	RCON 8743		RCON 8744	
(1) Gross positive fair value	0	0	0		0	15.b.1
	RCON 8745	RCON 8746	RCON 8747		RCON 8748	
(2) Gross negative fair value	0	0	0		0	15.b.2

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RC-27

40

Schedule RC-L—Continued

FDIC Certificate Number:

Item 16 is to be completed only by banks with total assets of \$10 billion or more.1

	(Column A) Banks and	(Column B) Monoline Financial		(Column C) Hedge Funds		(Column D) Sovereign Governments		(Column E) Corporations and All Other Counterparties		
		curities Firms		Guarantors						•	
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
16. Over-the-counter derivatives:											
a. Net current credit exposure	G418	N/A	G419	N/A	G420	N/A	G421	N/A	G422	N/A	16.a
b. Fair value of collateral:											
(1) Cash - U.S. dollar	G423	N/A	G424	N/A	G425	N/A	G426	N/A	G427	N/A	16.b(1)
(2) Cash - Other currencies	G428	N/A	G429	N/A	G430	N/A	G431	N/A	G432	N/A	16.b(2)
(3) U.S. Treasury securities	G433	N/A	G434	N/A	G435	N/A	G436	N/A	G437	N/A	16.b(3)
(4) U.S. Government agency											
and U.S. Government-											
sponsored agency											
debt securities	G438	N/A	G439	N/A	G440	N/A	G441	N/A	G442	N/A	16.b(4)
(5) Corporate bonds	G443	N/A	G444	N/A	G445	N/A	G446	N/A	G447	N/A	16.b(5)
(6) Equity securities	G448	N/A	G449	N/A	G450	N/A	G451	N/A	G452	N/A	16.b(6)
(7) All other collateral	G453	N/A	G454	N/A	G455	N/A	G456	N/A	G457	N/A	16.b(7)
(8) Total fair value of collateral											. ,
(sum of items											
16.b.(1) through (7))	G458	N/A	G459	N/A	G460	N/A	G461	N/A	G462	N/A	16.b(8)
=======================================								14,71		L IWA	20.5(0)

⁽¹⁾ The \$10 billion asset size test is generally based on the total assets reported on the June 30, 2011, Report of Condition.

FDIC Certificate Number:

90417

Schedule RC-M—Memoranda

	Dollar Am	ounts	in Thousan	ds	RCON	Bil Mil Thou	
1. Extensions of credit by the reporting bank to its executive officers, directors, principal	al						
shareholders, and their related interests as of the report date:							
a. Aggregate amount of all extensions of credit to all executive officers, directors, pr	incipal						
shareholders, and their related interests					6164	0	1.a
b. Number of executive officers, directors, and principal shareholders to whom the a	mount of						
all extensions of credit by the reporting bank (including extensions of credit to	_						
related interests) equals or exceeds the lesser of \$500,000 or 5 percent	R	CON	Numbe	r			
of total capital as defined for this purpose in agency regulations	6	5165		0			1.b
2. Intangible assets other than goodwill:							
a. Mortgage servicing assets					3164	0	2.a
(1) Estimated fair value of mortgage servicing assets	Α	\590		0			2.a.1
b. Purchased credit card relationships and nonmortgage servicing assets					B026	0	2.b
c. All other identifiable intangible assets					5507	0	ł
d. Total (sum of items 2.a, 2.b, and 2.c) (must equal Schedule RC, item 10.b)					0426	0	2.d
3. Other real estate owned:							
a. Construction, land development, and other land					5508	0	3.a
b. Farmland					5509	0	ł
c. 1-4 family residential properties					5510	0	ł
d. Multifamily (5 or more) residential properties					5511	0	ł
e. Nonfarm nonresidential properties					5512	0	•
f. Foreclosed properties from "GNMA loans"					C979	0	ł
g. Total (sum of items 3.a through 3.f) (must equal Schedule RC, item 7)					2150	0	3.g
4. Not applicable							
5. Other borrowed money:							
a. Federal Home Loan Bank advances:							
(1) Advances with a remaining maturity or next repricing date of:(1)							
(a) One year or less					F055	0	· .
(b) Over one year through three years					F056	0	ł
(c) Over three years through five years					F057	0	! .
(d) Over five years					F058	0	5.a.1.d
(2) Advances with a REMAINING MATURITY of one year or less (included in item							
5.a.(1)(a) above)(2)					2651	0	ł
(3) Structured advances (included in items 5.a.(1)(a)-(d) above)					F059	0	5.a.3
b. Other borrowings:							
(1) Other borrowings with a remaining maturity or next repricing date of:(3)							
(a) One year or less					F060	0	
(b) Over one year through three years					F061	0	8
(c) Over three years through five years					F062	0	l .
(d) Over five years					F063	0	5.b.1.d
(2) Other borrowings with a REMAINING MATURITY of one year or less (included	in				DE 71		 Eha
item 5.b.(1)(a) above(4)					B571	0	•
c. Total (sum of items 5.a.(1)(a)-(d) and items 5.b.(1)(a)-(d)) (must equal Schedule	RC, item 16	6)			3190	0	5.c

⁽¹⁾ Report fixed rate advances by remaining maturity and floating rate advances by next repricing date.

⁽²⁾ Report both fixed and floating rate advances by remaining maturity. Exclude floating rate advances with a next repricing date of one year or less that have a remaining maturity of over one year.

⁽³⁾ Report fixed rate other borrowings by remaining maturity and floating rate other borrowings by next repricing date.

⁽⁴⁾ Report both fixed and floating rate other borrowings by remaining maturity. Exclude floating rate other borrowings with a next repricing date of one year or less that have a remaining maturity of over one year.

FDIC Certificate Number: 90417

42

Schedule RC-M—Continued

Dollar Amounts in Thousands	RCON YES / NO	
6. Does the reporting bank sell private label or third party mutual funds and annuities?	B569 NO	6
	RCON Bil Mil Thou	
7. Assets under the reporting bank's management in proprietary mutual funds and annuities	B570 0	7
8. Primary Internet Web site address of the bank (home page), if any		
(Example: www.examplebank.com)		
(TEXT 4087) http://www.trustpointinc.com		8
9. Do any of the bank's Internet Web sites have transactional capability, i.e., allow the	RCON YES / NO	
bank's customers to execute transactions on their accounts through the Web site?	4088 NO	9
10. Secured liabilities:	RCON Bil Mil Thou	10
a. Amount of "Federal funds purchased" that are secured (included in Schedule RC, item 14.a)	F064 0	10.a
b. Amount of "Other borrowings" that are secured (included in Schedule RC-M,		40.1
items 5.b.(1)(a)-(d))	F065 0	10.b
	DCON VEC / NO	
11. Does the bank act as trustee or custodian for Individual Retirement Accounts, Health	RCON YES / NO	11
Savings Accounts, and other similar accounts?	G463 NO	11
	RCON YES / NO	
12. Does the bank provide custody, safekeeping, or other services involving the acceptance of		12
orders for the sale or purchase of securities?	G464 NO	12
12. Appeter account to the second process of the FDIC.	RCON Bil Mil Thou	
13. Assets covered by loss-sharing agreements with the FDIC:	REON Bil Pill Pilou	
a. Loans and leases (included in Schedule RC, items 4.a and 4.b):		
(1) Loans secured by real estate:(a) Construction , land development, and other land loans:		
(1) 1-4 family residential construction loans	K169 0	12 5 (1)(5)(1)
(2) Other construction loans and all land development and other land loans	K170 0	13.a.(1)(a)(1) 13.a.(1)(a)(2)
(b) Secured by farmland	K171 0	13.a.(1)(b)
(c) Secured by farmand(c) Secured by 1-4 family residential properties:		13.a.(1)(b)
(1) Revolving open-end loans secured by 1-4 family residential properties and		
extended under lines of credit	K172 0	13.a(1)(c)(1)
(2) Closed-end loans secured by 1-4 family residential properties:		13.4(1)(0)(1)
(a) Secured by first liens	K173 0	13.a.(1)(c)(2)(a)
(b) Secured by junior liens	K174 0	13.a.(1)(c)(2)(b)
(d) Secured by multifamily(5 or more) residential properties	K175 0	
(e) Secured by nonfarm, nonresidential properties:		
(1) Loans secured by owner-occupied nonfarm nonresidential properties	K176 0	13.a.(1)(e)(1)
(2) Loans secured by other nonfarm nonresidential properties	K177 0	13.a.(1)(e)(2)
(2) Not Applicable		
(3) Commercial and industrial loans	K179 0	13.a.(3)
(4) Loans to individuals for household, family, and other personal expenditures:		
(a) Credit cards	K180 0	13.a.(4)(a)
(b) Automobile loans	K181 0	13.a.(4)(b)
(c) Other (includes revolving credit plans other than credit cards and other consumer		
loans)	K182 0	13.a.(4)(c)

Trust Point Inc.

Legal Title of Bank

FDIC Certificate Number: 90417

FFIEC 041 Page RC-30

RCON

L135

YES / NO

N/A

15.b

43

RCON Bil | Mil | Thou K183 13. a. (5) All other loans and all leases_ 13.a.(5) Itemize the categories of loans and leases (as defined in ScheduleRC-C, partI) included in item 13.a.(5) above that exceed 10% of total loans and leases covered by loss-sharing agreements with the FDIC (sum of items 13.a.1.(1) through (5)): K184 (a) Loans to depository institutions and acceptances of other banks____ 13.a.(5)(a) K185 0 (b) Loans to foreign government and official institutions_ 13.a.(5)(b) K186 13.a.(5)(c) (c) Other loans(1)_ Item 13.a.(5)(c)(1) is to be completed by:(2) - Banks with \$300 million or more in total assets - Banks with less than \$300 million in total assets that have loans to finance agricultural production and other loans to farmers (Schedule RC-C, part I, item 3) exceeding five percent of total loans (1) Loans to finance agricultural production and other loans to farmers included N/A K178 13.a.(5)(c)(1) in Schedule RC-M, item 13.a.(5)(c), above____ K273 13.a.(5)(d) 0 (d) Lease financing receivables b. Other real estate owned (included in Schedule RC, item 7): K187 0 (1) Construction, land development, and other land__ 13.b.(1) K188 0 13.b.(2) (2) Farmland_ K189 0 (3) 1-4 family residential properties_ 13.b.(3) K190 0 (4) Multifamily (5 or more) residential properties___ 13.b.(4) K191 0 (5) Nonfarm nonresidential properties_ 13.b.(5) (6) Not applicable (7) Portion of covered other real estate owned included in items 13.b.(1) through (5) K192 above that is proteced by FDIC loss-sharing agreements_ 13.b.(7) 0 J461 13.c c. Debt securities (included in Schdule RC. items 2.a and 2.b)_ J462 0 13.d d. Other assets (exclude FDIC loss-sharing indemnification assets) 14. Captive insurance and reinsurance subsidiaries: K193 0 14.a a. Total assets of captive insurance subsidiaries(3) _ K194 0 14.b Total assets of captive reinsurance subsidiaries(3) Item 15 is to be completed by institutions that are required or have elected to be treated as a Qualified Thrift Lender. 15. Qualified Thrift Lender (QTL) test: a. Does the institution use the Home Owners' Loan Act (HOLA) QTL test or the Internal Revenue Service Domestic Building and Loan RCON Number Association (IRS DBLA) test to determine its QTL compliance? 15.a L133 N/A (for the HOLA QTL test, enter 1; for the IRS DBLA test, enter 2)_

b. Has the institution been in compliance with the HOLA QTL test as of

recent taxable year, as applicable? _

each month end during the quarter or the IRS DBLA test for its most

⁽¹⁾ Includes "Loans to finance agricultural production and other loans to farmers," "Obligations" (other than securities and loans) of states and political subdivisions in the U.S.," and "Loans to nondepository financial institutions and other loans"

⁽²⁾ The 300 million asset size test and the 5 percent of total loans test are generally based on the total assets and total loans reported on the June 30, 2011, Report of Condition.

⁽³⁾ Report total assets before eliminating intercompany transactions between the consolidated insurance or reinsurance subsidiary and other offices or consolidated subsidiaries of the reporting bank.

FDIC Certificate Number:

90417

Schedule RC-N—Past Due and Nonaccrual Loans, Leases, and Other Assets

	(Column A)		(Column B)		(Column C)		
		Past due	Past due 90		Nonaccrual		
	30	through 89	days or more				
	da	ays and still	and still				
		accruing		accruing			
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
1. Loans secured by real estate:							
a. Construction, land development, and other land loans:							
(1) 1-4 family residential construction loans	F172	0	F174	0	F176	0	1.a.(1)
(2) Other construction loans and all land							
development and other land loans	F173	0	F175	0	F177	0	1.a.(2)
b. Secured by farmland	3493	0	3494	0	3495	0	1.b
c. Secured by 1-4 family residential properties:							
(1) Revolving, open-end loans secured by							
1-4 family residential properties and							
extended under lines of credit	5398	0	5399	0	5400	0	1.c.(1)
(2) Closed-end loans secured by 1-4 family							
residential properties:							
(a) Secured by first liens	C236	0	C237	0	C229	0	1.c.(2)(a)
(b) Secured by junior liens	C238	0	C239	0	C230	0	1.c.(2)(b)
d. Secured by multifamily (5 or more) residential							
properties	3499	0	3500	0	3501	0	1.d
e. Secured by nonfarm nonresidential properties:							
(1) Loans secured by owner-occupied nonfarm							
nonresidential properties	F178	0	F180	0	F182	0	1.e(1)
(2) Loans secured by other nonfarm							
nonresidential properties	F179	0	F181	0	F183	0	1.e(2)
2. Loans to depository institutions and							
acceptances of other banks	B834	0	B835	0	B836	0	2
3. Not applicable							
4. Commercial and industrial loans	1606	0	1607	0	1608	0	4
5. Loans to individuals for household, family,							
and other personal expenditures:							
a. Credit cards	B575	0	B576	0	B577	0	5.a
b. Automobile loans	K213	0	K214	0	K215	0	5.b
c. Other (includes revolving credit plans other							
than credit cards and other consumer loans)	K216	0	K217	0	K218	0	5.c
6. Loans to foreign governments and official							
institutions	5389	0		0	5391	0	6
7. All other loans(1)	5459	0		0	5461	0	7
8. Lease financing receivables	1226	0	1227	0	1228	0	8
9. Debt securities and other assets (exclude other							
real estate owned and other repossessed assets)	3505	0	3506	0	3507	0	9

⁽¹⁾ Includes past due and nonaccrual "Loans to finance agricultural production and other loans to farmers," "Obligations (other than securities and leases) of states and political subdivisions in the U.S.," and "Loans to nondepository financial institutions and other loans."

Trust Point Inc.	
Legal Title of Bank	_

FFIEC 041 Page RC-32

45

Schedule RC-N—Continued

FDIC Certificate Number:

Amounts reported in Schedule RC-N, items 1 through 8, above include guaranteed and unguaranteed portions of past due and nonaccrual loans and leases. Report in item 10 below certain guaranteed loans and leases that have already been included in the amounts reported in items 1 through 8.

the amounts reported in items 1 through 6.		Column A)		(Column B)		(Column C)	
		Past due	ı	Past due 90		Nonaccrual	
	30	30 through 89		days or more			
	da	days and still		and still			
		accruing		accruing			
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
10. Loans and leases reported in items 1 through 8 above							
that are wholly or partially guaranteed by the U.S.							
Government, excluding loans and leases covered by							
loss-sharing agreements with the FDIC	K036	0	K037	0	K038	0	10
a. Guaranteed portion of loans and leases included in							
item 10 above, excluding rebooked "GNMA loans"	K039	0	K040	0	K041	0	10.a
b. Rebooked "GNMA loans" that have been							
repurchased or are eligible for repurchase included							
in item 10 above	K042	0	K043	0	K044	0	10.b
11. Loans and leases reported in items 1 through 8 above							
that are covered by loss-sharing agreements with the							
FDIC:							
a. Loans secured by real estate:							
(1) Construction, land development, and other							
land loans:							
(a) 1-4 family residential construction loans	K045	0	K046	0	K047	0	11.a.(1)(a)
(b) Other construction loans and all land							
development and other land loans	K048		K049		K050	0	11.a.(1)(b)
(2) Secured by farmland	K051	0	K052	0	K053	0	11.a.2
(3) Secured by 1-4 family residential properties							
(a) Revolving, open-end loans secured by							
1-4 family residential properties and extended							44 (0)()
under lines of credit	K054	0	K055	0	K056	0	11.a.(3)(a)
(b) Closed-end loans secured by 1-4 family							
residential properties:						_	44 (2)(1)(4)
(1) Secured by first liens	K057		K058		K059	0	11.a.(3)(b)(1)
(2) Secured by junior liens	K060	0	K061	0	K062	0	11.a.(3)(b)(2)
(4) Secured by multifamily (5 or more) residential	140.60		1/0.5.4		140.65		11 - (4)
properties	K063	0	K064	0	K065	0	11.a.(4)
(5) Secured by nonfarm nonresidential							
properties:							
(a) Loans secured by owner-occupied	VOCC		VOC3		VOC2		11 5 (5)(5)
nonfarm nonresidential properties	K066	0	K067	0	K068	0	11.a.(5)(a)
(b) Loans secured by other nonfarm	1/050		1/070		1/071		11 5 (5)/5)
nonresidential properties	K069	0	K070	0	K071	0	11.a.(5)(b)
b. Not applicable	K075	^	K076		K077		11.6
c. Commercial and industrial loans	NU/3	0	KU/0	<u> </u>	Λυ//	0	11.c

FDIC Certificate Number:

90417

Schedule RC-N—Continued

		(Column A)		(Column B)		(Column C)	
		Past due		Past due 90		Nonaccrual	
	30	through 89	days or more				
	da	days and still		and still			
		accruing	accruing				
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
11.d. Loans to individuals for household, family, and							
other personal expenditures:							
(1) Credit cards	K078		K079	0		0	11.d.(1)
(2) Automobile loans	K081	0	K082	0	K083	0	11.d.(2)
(3) Other (includes revolving credit plans							
other than credit cards and other				ı			
consumer loans)	K084		K085	0		0	11.d.(3)
e. All other loans and all leases	K087	0	K088	0	K089	0	11.e
Itemize the past due and nonaccrual amounts							
included in item 11.e above for the loan and lease							
categories for which amounts were reported in							
Schedule RC-M, items 13.a.(5)(a) through (d):							
(1) Loans to depository institutions and							
acceptances of other banks	K091	0	K092	0	K093	0	11.e.(1)
(2) Loans to foreign governments and offcial							44 (2)
institutions	K095		K096		K097	0	11.e.(2)
(3) Other loans(1)	K099	0	K100	0	K101	0	11.e.(3)
Item 11.e.(3)(a) is to be completed by:(2)							
. Banks with \$300 million or more in total assets							
. Banks with less than \$300 millon in total assets							
that have loans to finance agricultural							
production and other loans to farmers (Schedule							
RC-C, part I, item 3) exceeding five percent							
of total loans							
(a) Loans to finance agricultural production							
and other loans to farmers included in	K072	NI/A	V072	N/A	V074	N/A	11.e.(3)(a)
Schule RC-N, item 11.e.(3), above	K269		K073 K271		K074 K272	N/A	
(4) Lease financing receivables	N209	0	KZ/1	0	NZ/Z	0	11.e.(4)
f. Portion of covered loans and leases included in							
items 11.a through 11.e.3 above that is protected by	V102		K103		K104		11.f
FDIC loss-sharing agreements	K102	<u> </u>	V102	<u> </u>	K104	0	11.1

⁽¹⁾ Includes "Loans to finance agricultural prouction and other loans to farmers," "Obligations (other than securities and loans) of states and political subdivisions in the U.S.," and "Loans to nondepository financial institutions and other loans."

⁽²⁾ The \$300 million asset size test and the 5 percent of total loans test are generally based on the total assets and total loans reported on the June 30, 2011, Report of Condition.

FDIC Certificate Number:

90417

Schedule RC-N—Continued

Schedule RC-N—Continued							
	- '	(Column A)		(Column B)		(Column C)	
		Past due		Past due 90		Nonaccrual	
	30	30 through 89		ays or more			
	da	days and still		and still			
Memoranda		accruing		accruing			
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
1. Loans restructured in troubled debt							
restructurings included in Schedule RC-N,							
items 1 through 7, above (and not reported in							
Schedule RC-C, Part 1, Memorandum item 1):							
a. Construction, land development, and other							
land loans:							
(1) 1-4 family residential construction loans	K105	0	K106	0	K107	0	M.1.a.(1)
(2) Other construction loans and all land							
development and other land loans	K108	0	K109	0	K110	0	M.1.a.(2)
b. Loans secured by 1-4 family residential properties	F661	0	F662	0	F663	0	M.1.b
c. Secured by multifamily (5 or more)				•			
residential properties	K111	0	K112	0	K113	0	M.1.c
d. Secured by nonfarm nonresidential properties:				-			11.1.0
(1) Loans secured by owner-ocupied nonfarm							
nonresidential properties	K114	0	K115	0	K116	0	M.1.d.(1)
(2) Loans secured by other nonfarm nonresidential							
properties	K117	0	K118	0	K119	0	M.1.d.(2)
e. Commercial and industrial loans:	K257	0	K258	0	K259	0	M.1.e
Memorandum items 1.e.(1) and (2) are to be							
completed by banks with \$300 millon or							
more in total assets. (Sum of Memorandum							
items 1.e.(1) and (2) must equal							
Memorandum item 1.e.):(1)							
(1) To U.S. addressees (domicile)	K120	N/A	K121	N/A	K122	N/A	M.1.e.(1)
(2) To non-U.S. addressees (domicile)	K123	N/A	K124	N/A	K125	N/A	M.1.e.(2)
f. All other loans (Include loans to individuals for							
household, family, and other personal expenditures)	K126	0	K127	0	K128	0	M.1.f
Itemize loan categories included in Memorandum item 1.f,							
above that exceed 10% of total loans restructured in							
troubled debt restructurings that are past due 30 days or							
more or in nonaccrual status (sum of Memorandum items							
Itemize loan categories included in Memorandum item 1.f,							
(sum of Memorandum items 1.a through 1.e plus 1.f,							
columns A through C):	K130	0	K131		K132	0	M.1.f.(1)
(1) Loans secured by farmland	KISO	0	KIJI		KIJZ		11.1.1.(1)
(2) Loans to depository institutions and	K134	0	K135		K136	0	M.1.f.(2)
acceptances of other banks	KIST	0	KIJJ		KIJO		11.1.1.(2)
(3) Not applicable							
(4) Loans to individuals for household, family, and							
other personal expenditures:	K274	0	K275		K276		M.1.f.(4)(a)
(a) Credit cards	K274 K277		K275		K276 K279	 	M.1.f.(4)(a) M.1.f.(4)(b)
(b) Automobile loans	K2//	U	N2/0	0	N2/9	0	141.11.(4)(D)
(c) Other (includes revolving credit plans							
other than credit cards and other	K280		K281		K282	0	M.1.f.(4)(c)
consumer loans)	1200	<u> </u>	1/201		1,202	<u> </u>	11.1.1.(T)(C)

⁽¹⁾ The \$300 million asset size test is generally based on the total assets reported on the June 30, 2011, Report of Condition.

FDIC Certificate Number:

90417

Schedule RC-N—Continued

	(Column A)			(Column B)		(Column C)	
		Past due	F	Past due 90		Nonaccrual	
	30	through 89	d	ays or more			
	da	ays and still	and still				
Memoranda		accruing		accruing			
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
1.f.(5) Loans to foreign governments and							
offcial institutions	K283	0	K284	0	K285	0	M.1.f.(5)
(6) Other Loans(1)	K286	0	K287	0	K288	0	M.1.f.(6)
Memorandum item 1.f.(6)(a) is to be completed by:(2)							
- Banks with \$300 million or more in total assets							
- Banks with less than \$300 milion in total assets							
that have loans to finance agricultural production							
and other loans to farmers (Schedule RC-C, part I,							
item 3) exceeding five percent of total loans							
(a) Loans to finance agricultural production and							
other loans to farmers included in Schedule							
RC-N, Memorandum item 1.f.(6) above	K138	N/A	K139	N/A	K140	N/A	M.1.f.(6)(a)
2. Loans to finance commercial real estate,							
construction, and land development activities							
(not secured by real estate)							
included in Schedule RC-N, items 4 and 7, above	6558	0	6559	0	6560	0	M.2
3. Memorandum items 3.a through 3.d are to be completed							
by banks with \$300 million in total assets:(2)							
a. Loans secured by real estate to non-U.S. addressees							
(domicile) (included in Schedule RC-N, item 1, above)	1248	N/A	1249	N/A	1250	N/A	M.3.a
b. Loans to and acceptances of foreign banks							
(included in Schedule RC-N, item 2, above)	5380	N/A	5381	N/A	5382	N/A	M.3.b
c. Commercial and industrial loans to non-U.S.							
addressees (domicile) (included in							
Schedule RC-N, item 4, above)	1254	N/A	1255	N/A	1256	N/A	M.3.c
d. Leases to individuals for household, family,							
and other personal expenditures (included							
in Schedule RC-N, item 8, above)	F166	N/A	F167	N/A	F168	N/A	M.3.d

⁽¹⁾ Includes "Loans to finance agricultural production and other loans to farmers," "Obligations (other than securities and loans) of states and political subdivisions in the U.S.," and "Loans to nondepository financial institutions and other loans."

⁽²⁾ The \$300 million asset size test and the five percent of total loans test are generally based on the total assets and total loans reported on the June 30, 2011, Report of Condition.

Trust Point Inc.	
Logal Title of Bank	

Legal Title of Bank

FFIEC 041 Page RC-36

49

Schedule RC-N—Continued

FDIC Certificate Number:

	(Column A)			(Column B)		(Column C)	
	Past due		P	ast due 90		Nonaccrual	
	30	through 89	da	ays or more			
	da	ays and still		and still			
Memoranda		accruing		accruing			
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
Memorandum item 4 is to be completed by:(1)							
 banks with \$300 million or more in total assets 							
 banks with less than \$300 million in total assets 							
that have loans to finance agricultural production and							
other loans to farmers (Schedule RC-C, part I, item 3)							
exceeding five percent of total loans:							
4. Loans to finance agricultural production and other loans to							
farmers (included in Schedule RC-N, item 7, above)	1594	N/A	1597	N/A	1583	N/A	M.4
5. Loans and leases held for sale and loans measured at fair							
value (included Schedule RC-N, items 1 through 8, above):							
a. Loans and leases held for sale	C240	0	C241	0	C226	0	M.5.a
b. Loans measured at fair value:							
(1) Fair value	F664	0	F665	0	F666	0	M.5.b.(1)
(2) Unpaid principal balance	F667	0	F668	0	F669	0	M.5.b.(2)

	((Column A)		l	
		Past due 30	P	ĺ	
Dollar Amounts in Thousands	thr	ough 89 days	da	ĺ	
Memorandum item 6 is to be completed by	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
banks with \$300 million or more in total assets:(1)					
6. Derivative contracts:					ĺ
Fair value of amounts carried as assets	3529	N/A	3530	N/A	M.6

	RCON	Bil Mil Thou	
7. Additions to nonaccrual assets during the quarter	C410	0	M.7
8. Nonaccrual assets sold during the quarter	C411	0	M.8

⁽¹⁾ The \$300 million asset size test and the five percent of total loans test are generally based on the total assets and total loans reported on the June 30, 2011, Report of Condition.

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RC-37

50

FDIC Certificate Number: 90417

Schedule RC-O—Other Data for Deposit Insurance and FICO Assessments

All FDIC-insured depository institutions must complete items 1 and 2, 4 through 11, Memorandum items 1 and 5, and, if applicable, Memorandum items 2, 3, and 6 through 15 each quarter. Unless otherwise indicated, complete items 1 through 11 and Memorandum items 1 through 5 on an unconsolidated single FDIC certificate number basis" (see instructions) and complete Memorandum items 6 through 15 on a fully consolidated basis.

Dollar A	RCON	Bil Mil Thou			
1. Total deposit liabilities before exclusions (gross) as defined in Section 3(I) of the Federal					
Deposit Insurance Act and FDIC regulations			F236	N/A	1
2. Total allowable exclusions, including interest accrued and unpaid on allowable exclusions			F237	N/A	2
3. Not applicable					
4. Average consolidated total assets			K652	N/A	4
a. Averaging method used (for daily averaging, enter 1, for weekly		Number			
averaging, enter 2)	K653	N/A			4.a
				Bil Mil Thou	
5. Average tangible equity(1)			K654	N/A	5
6. Holdings of long-term unsecured debt issued by other FDIC-insured depository institutions			K655	N/A	6
7. Unsecured "Other borrowings" with a remaining maturity of (sum of items 7.a through 7.d					
must be less than or equal to Schedule RC-M, items 5.b.(1)(a)-(d) minus item 10.b):					
a. One year or less			G465	N/A	7.a
b. Over one year through three years			G466	N/A	7.b
c. Over three years through five years			G467	N/A	7.c
d. Over five years			G468	N/A	7.d
8. Subordinated notes and debentures with a remaining maturity of (sum of items 8.a through					
8.d must equal Schedule RC, item 19):					
a. One year or less			G469	N/A	8.a
b. Over one year through three years			G470	N/A	8.b
c. Over three years through five years			G471	N/A	8.c
d. Over five years			G472	N/A	8.d
9. Reciprocal brokered deposits (included in Schedule RC-E, Memorandum item 1.b)			G803	N/A	9
10. Banker's bank certification:					
Does the reporting institution meet both the statutory definition of a banker's bank and the				YES / NO	
business conduct test set forth in FDIC regulations?			K656	N/A	10
If the answer to item 10 is "YES," complete items 10.a and 10.b.				Bil Mil Thou	
a. Banker's bank deduction			K657	N/A	10.a
b. Banker's bank deduction limit			K658	N/A	10.b
11. Custodial bank certification:					
Does the reporting institution meet the definition of a custodial bank set forth in FDIC				YES / NO	
regulations?			K659	N/A	11
If the answer to item 11 is "YES," complete items 11.a and 11.b.				Bil Mil Thou	
a. Custodial bank deduction			K660	N/A	11.a
b. Custodial bank deduction limit			K661	N/A	11.b

⁽¹⁾ Tangible equity is defined as Tier 1 capital as set forth in the banking agencies' regulatory capital standards and reported in Schedule RC-R, item 11.

M.5.b

51

FDIC Certificate Number: 90417

Schedule RC-O—Continued

Memoranda

Dollar	Dollar Amounts in Thousands			Bil Mil Thou	
1. Total deposit liabilities of the bank, including related interest accrued and unpaid, less allowa	ble				
exclusions, including related interest accrued and unpaid (sum of Memorandum items 1.a.(1),				
1.b.(1), 1.c.(1), and 1.d.(1) must equal Schedule RC-O, item 1 less item 2):					
a. Deposit accounts (excluding retirement accounts) of \$250,000 or less:(1)					
(1) Amount of deposit accounts (excluding retirement accounts) of \$250,000 or less			F049	N/A	M.1.a.(1
(2) Number of deposit accounts (excluding retirement accounts)	RCON	Number			
of \$250,000 or less	F050	N/A			M.1.a.(2
b. Deposit accounts (excluding retirement accounts) of more than \$250,000:(1)					
(1) Amount of deposit accounts (excluding retirement accounts) of more than \$250,000_			F051	N/A	M.1.b.(1
(2) Number of deposit accounts (excluding retirement accounts)	RCON	Number			
of more than \$250,000	F052	N/A			M.1.b.(2
c. Retirement deposit accounts of \$250,000 or less:(1)					
(1) Amount of retirement deposit accounts of \$250,000 or less			F045	N/A	M.1.c.(1
	RCON	Number			
(2) Number of retirement deposit accounts of \$250,000 or less	F046	N/A			M.1.c.(2
d. Retirement deposit accounts of more than \$250,000:(1)					
(1) Amount of retirement deposit accounts of more than \$250,000			F047	N/A	M.1.d.(1
	RCON	Number			
(2) Number of retirement deposit accounts of more than \$250,000	F048	N/A			M.1.d.(2
Memorandum item 2 is to be completed by banks with \$1 billion or more in total ass	sets.(2)				
2. Estimated amount of uninsured deposits, including related interest accrued and unpaid					
(see instructions):(3)			5597	N/A	M.2
3. Has the reporting institution been consolidated with a parent bank or savings association					
in that parent bank's or parent saving association's Call Report or Thrift Financial Report?					
If so, report the legal title and FDIC Certificate Number of the parent bank or parent savings	;				
association:					
TEXT			RCON	FDIC Cert No.	
A545			A545	N/A	M.3
Dollar	Amounts i	n Thousands	RCON	Bil Mil Thou	
. Not Applicable					
Memorandum items 5.a and 5.b are to be completed by all banks.					
. Noninterest-bearing transaction accounts (as defined in Section 343 of the Dodd-Frank Act)					
of more than \$250,000 (see instructions):(4)					
a. Amount of noninterest-bearing transaction accounts of more than \$250,000			J944	N/A	M.5.a
b. Number of noninterest-bearing transaction accounts of more		Number			

(1) The dollar amounts used as the basis for reporting in Memorandum items 1.a through 1.d reflect the deposit insurance limits in effect on the report date excluding the temporary unlimited insurance coverage on noninterest-bearing transaction accounts.

J945

N/A

- (2) The \$1 billion asset size test is generally based on the total assets reported on the June 30, 2011, Report of Condition.
- (3) Uninsured deposits should be estimated based on the deposit insurance limits set forth in Memorandum items 1.a through 1.d and the temporary unlimited insurance coverage on noninterest-bearing transaction accounts.
- (4) Excludes interest-bearing demand deposits.

than \$250,000

FDIC Certificate Number: 90417

Schedule RC-O—Continued

Amounts reported in Memorandum items 6 through 9, 14, and 15 will not be made available to the public on an individual institution basis

Memoranda—Continued

Tientoranda Continued	Dollar Amounts in Thousands	RCON	Bil Mil Thou	
Memorandum items 6 through 12 are to be completed by "large instituti	ions" and "highly			
complex institutions" as defined in FDIC regulations.				
6. Criticized and classified items:				
a. Special mention		K663	N/A	M.6.a
b. Substandard		K664	N/A	M.6.b
c. Doubtful		K665	N/A	M.6.c
d. Loss		K666	N/A	M.6.d
7. "Nontraditional 1–4 family residential mortgage loans" as defined for assessmen	nt purposes			
only in FDIC regulations		K675	N/A	M.7
8. "Subprime consumer loans" as defined for assessment purposes only in FDIC re	egulations	K667	N/A	M.8
9. "Leveraged loans and securities" as defined for assessment purposes only in FD	OIC regulations	K668	N/A	M.9
10. Commitments to fund construction, land development, and other land loans se	ecured by			
real estate:				
a. Total unfunded commitments		K676	N/A	M.10.a
b. Portion of unfunded commitments guaranteed or insured by the U.S. governm	nent			
(including the FDIC)		K677	N/A	M.10.b
11. Amount of other real estate owned recoverable from the U.S. government und	ler guarantee			
or insurance provisions (excluding FDIC loss-sharing agreements)		K669	N/A	M.11
12. Nonbrokered time deposits of more than \$250,000 (included in Schedule RC-E				
Memorandum item 2.d)		K678	N/A	M.12
Memorandum item 13.a is to be completed by "large institutions" and "hinstitutions" as defined in FDIC regulations. Memorandum items 13.b the completed by "large institutions" only. 13. Portion of funded loans guaranteed or insured by the U.S. government (excludions-sharing agreements):	rough 13.g are to be	K679	N/A	M.13.a
a. Construction, land development, and other land loans secured by real estate		K680	N/A	M.13.b
b. Loans secured by multifamily residential and nonfarm nonresidential propert		K681	N/A	M.13.c
c. Closed-end loans secured by first liens on 1-4 family residential properties_		1001	IN/A	1111310
d. Closed-end loans secured by junior liens on 1-4 family residential properties				
revolving, open-end loans secured by 1-4 family residential properties and e	extended	K682	N/A	M.13.d
under lines of credit	•	K670	N/A N/A	M.13.d M.13.e
e. Commercial and industrial loans		K671		M.13.f
f. Credit card loans to individuals for household, family, and other personal exp		K672	N/A	M.13.q
g. Revolving credit plans other than credit cards, automobile loans, and other of	consumer loans	K072	N/A	M.13.9
Memorandum items 14 and 15 are to be completed by "highly complex				
institutions" as defined in FDIC regulations.				
institutions" as defined in FDIC regulations.14. Amount of the institution's largest counterparty exposure		K673	N/A	M.14

FDIC Certificate Number: 90417

Schedule RC-P—1-4 Family Residential Mortgage Banking Activities

Schedule RC-P is to be completed by (1) all banks with \$1 billion or more in total assets¹ and (2) banks with less than \$1 billion in total assets at which either 1-4 family residential mortgage loan originations and purchases for resale² from all sources, loan sales, or quarter-end loans held for sale exceed \$10 million for two consecutive quarters.

Dollar Amounts in Thousands	RCON	Bil Mil Thou	
1. Retail originations during the quarter of 1-4 family residential mortgage			
loans for sale:(2)			
a. Closed-end first liens	F066	N/A	1.a
b. Closed-end junior liens	F067	N/A	1.b
c. Open-end loans extended under lines of credit:			
(1) Total commitment under the lines of credit	F670	N/A	1.c.(1)
(2) Principal amount funded under the lines of credit	F671	N/A	1.c.(2)
2. Wholesale originations and purchases during the quarter of 1-4 family			
residential mortgage loans for sale:(2)			
a. Closed-end first liens	F068	N/A	2.a
b. Closed-end junior liens	F069	N/A	2.b
c. Open-end loans extended under lines of credit:			
(1) Total commitment under the lines of credit	F672	N/A	2.c.(1)
(2) Principal amount funded under the lines of credit	F673	N/A	2.c.(2)
3. 1-4 family residential mortgage loans sold during the quarter:			
a. Closed-end first liens	F070	N/A	3.a
b. Closed-end junior liens	F071	N/A	3.b
c. Open-end loans extended under lines of credit:			
(1) Total commitment under the lines of credit	F674	N/A	3.c.(1)
(2) Principal amount funded under the lines of credit	F675	N/A	3.c.(2)
4. 1-4 family residential mortgage loans held for sale at quarter-end (included in			
Schedule RC, item 4.a and 5):			
a. Closed-end first liens	F072	N/A	4.a
b. Closed-end junior liens	F073	N/A	4.b
c. Open-end loans extended under lines of credit:			
(1) Total commitment under the lines of credit	F676	N/A	4.c.(1)
(2) Principal amount funded under the lines of credit	F677	N/A	4.c.(2)
5. Noninterest income for the quarter from the sale, securitization, and servicing of 1-4 family		,	
residential mortgage loans (included in Schedule RI, items 5.f, 5.g, and 5.i):	RIAD		
a. Closed-end 1-4 family residential mortgage loans	F184	N/A	5.a
b. Open-end 1-4 family residential mortgage loans extended under lines of credit	F560	N/A	5.b
6. Repurchases and indemnifications of 1-4 family residential mortgage loans during		,	
the quarter:	RCON		
a. Closed-end first liens	F678	N/A	6.a
b. Closed-end junior liens	F679	N/A	6.b
c. Open-end loans extended under line of credit:			
(1) Total commitment under the lines of credit	F680	N/A	6.c.(1)
(2) Principal amount funded under the lines of credit	F681	N/A	6.c.(2)

⁽¹⁾ The \$1 billion asset size test is generally based on the total assets reported on the June 30, 2011, Report of Condition.

 $^{(2) \ {\}sf Exclude} \ {\sf originations} \ {\sf and} \ {\sf purchases} \ {\sf of} \ 1\hbox{-}4 \ {\sf family} \ {\sf residential} \ {\sf mortgage} \ {\sf loans} \ {\sf that} \ {\sf are} \ {\sf held} \ {\sf for} \ {\sf investment}.$

Trust Point Inc.		
Legal Title of Bank	·	

FFIEC 041 Page RC-41

54

Schedule RC-Q—Assets and Liabilities Measured at Fair Value on a Recurring Basis

Schedule RC-Q is to be completed by banks that:

FDIC Certificate Number:

- (1) Had total assets of \$500 million or more as of the beginning of their fiscal year; or
- (2) Had total assets of less than \$500 million as of the beginning of their fiscal year and either:
 - (a) Have elected to report financial instruments or servicing assets and liabilities at fair value under a fair value option with changes in fair value recognized in earnings, or
 - (b) Are required to complete Schedule RC-D, Trading Assets and Liabilities.

	To R	(Column A) tal Fair Value Leported on Ichedule RC	LESS: Amounts Level 1		Column C) el 1 Fair Value easurements	(Column D) Level 2 Fair Value Measurements		(Column E) Level 3 Fair V Measureme	alue		
Dellen A L : Tl	20011			otal Fair Value		T					
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
ASSETS	4770		0474		0						
Available-for-sale securities	1773	N/A	G474	N/A	G475	N/A	G476	N/A	G477	N/A	1
Federal funds sold and securities											
purchased under agreements											
to resell	G478		G479		G480		G481	N/A	G482	N/A	2
3. Loans and leases held for sale	G483	N/A	G484	N/A	G485	N/A	G486	N/A	G487	N/A	3
4. Loans and leases held for											
investment	G488	N/A	G489	N/A	G490	N/A	G491	N/A	G492	N/A	4
5. Trading assets:											
a. Derivative assets	3543		G493		G494	N/A	G495	N/A	G496	N/A	5.a
b. Other trading assets	G497	N/A	G498	N/A	G499	N/A	G500	N/A	G501	N/A	5.b
(1) Nontrading securities at fair value											
with changes in fair value											
reported in current earnings											
(included in Schedule RC-Q,											
item 5.b, above)	F240	N/A	F684	N/A	F692	N/A	F241	N/A	F242	N/A	5.b.1
6. All other assets_	G391	N/A	G392	N/A	G395	N/A	G396	N/A	G804	N/A	6
7. Total assets measured at fair											
value on a recurring basis(sum of											
items 1 through 5b plus item 6.)	G502	N/A	G503	N/A	G504	N/A	G505	N/A	G506	N/A	7

Trust Point Inc.

Legal Title of Bank

FFIEC 041 Page RC-41a

54a

FDIC Certificate Number: 90417

Schedule RC-Q—Continued

		(Column A) tal Fair Value	ı `	(Column B) LESS: Amounts		(Column C) Level 1 Fair Value		Column D) el 2 Fair Value	(Column E) Level 3 Fair Value		
	R	Reported on	N	Netted in the		Measurements		easurements	Measurements		l
	S	chedule RC	Det	Determination							
- "				otal Fair Value							ı
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	ı
LIABILITIES											ı
8. Deposits	F252	N/A	F686	N/A	F694	N/A	F253	N/A	F254	N/A	8
9. Federal funds purchased and securities											
sold under agreements to repurchase	G507	N/A	G508	N/A	G509	N/A	G510	N/A	G511	N/A	9
10. Trading liablities:											
a. Derivative liabilities	3547	N/A	G512		G513	N/A	G514	N/A	G515	N/A	10.a
b. Other trading liabilities	G516	N/A	G517	N/A	G518	N/A	G519	N/A	G520	N/A	10.b
11. Other borrowed money	G521	N/A	G522	N/A	G523	N/A	G524	N/A	G525	N/A	11
12. Subordinated notes and debentures	G526		G527	N/A	G528	N/A	G529	N/A	G530	N/A	12
13. All other liabilities	G805	N/A	G806	N/A	G807	N/A	G808	N/A	G809	N/A	13
14. Total liabilities measured at											
fair value on a recurring basis											
(sum of items 8 through 13)	G531	N/A	G532	N/A	G533	N/A	G534	N/A	G535	N/A	14

FFIEC 041 Page RC-42

FDIC Certificate Number:

90417

55

Schedule RC-Q—Continued

	To R	(Column A) tal Fair Value leported on chedule RC	LES No Det			(Column C) Level 1 Fair Value Measurements		Column D) el 2 Fair Value leasurements	(Column E) Level 3 Fair Value Measurements		
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON		RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
Memoranda											
1. All other assets (itemize and											
describe amounts included											
in Schedule											
RC-Q, item 6, that are greater											
than \$25,000 and exceed											
25% of item 6):											
a. Mortgage servicing assets	G536	N/A	G537	N/A	G538	N/A	G539	N/A	G540	N/A	M.1.a
b. Nontrading derivative assets	G541	N/A	G542	N/A	G543	N/A	G544	N/A	G545	N/A	M.1.b
TEXT											
c. G546	G546	N/A	G547	N/A	G548	N/A	G549	N/A	G550	N/A	M.1.c
d. G551	G551	N/A	G552	N/A	G553	N/A	G554	N/A	G555	N/A	M.1.d
e. G556	G556	N/A	G557	N/A	G558	N/A	G559	N/A	G560	N/A	M.1.e
f. G561	G561	N/A	G562	N/A	G563	N/A	G564	N/A	G565	N/A	M.1.f
2. All other liabilities (itemize and											
describe amounts included in											
Schedule RC-Q, item 13, that											
are greater than \$25,000 and											
exceed 25% of item 13)											
a. Loan commitments (not											
accounted for as derivatives)	F261	N/A	F689		F697	N/A	F262	N/A	F263	N/A	M.2.a
b. Nontrading derivative liabilities	G566	N/A	G567	N/A	G568	N/A	G569	N/A	G570	N/A	M.2.b
TEXT											
c. G571	G571		G572		G573	N/A	G574	N/A	G575	N/A	M.2.c
d. G576	G576		G577		G578	N/A	G579	N/A	G580	N/A	M.2.d
e. G581	G581		G582		G583	N/A	G584	N/A	G585	N/A	M.2.e
f. G586	G586	N/A	G587	N/A	G588	N/A	G589	N/A	G590	N/A	M.2.f

FDIC Certificate Number:

90417

Schedule RC-R—Regulatory Capital

Dollar Amounts in Thousan	ds RCON Bil	Mil Thou
Tier 1 capital		
1. Total bank equity capital (from Schedule RC, item 27.a)	3210	20,660
2. LESS: Net unrealized gains (losses) on available-for-sale securities(1)		
(if a gain, report as a positive value; if a loss, report as a negative value)	8434	0
3. LESS: Net unrealized loss on available-for-sale EQUITY securities(1)(report loss as a positive value)	A221	0
4. LESS: Accumulated net gains (losses) on cash flow hedges(1)		
(if a gain, report as a positive value; if a loss, report as a negative value)	4336	0
5. LESS: Nonqualifying perpetual preferred stock	B588	0
6. Qualifying noncontrolling (minority) interests in consolidated subsidiaries	B589	0
7.a. LESS: Disallowed goodwill and other disallowed intangible assets	B590	0
b. LESS: Cumulative change in fair value of all financial liabilities accounted for under a		
fair value option that is included in retained earnings and is attributable to changes in		
the bank's own creditworthiness (if a net gain, report as a positive value; if a net loss,		
report as a negative value)	F264	0
8. Subtotal (sum of items 1 and 6, less items 2, 3, 4, 5, 7.a, and 7.b)	C227	20,660
9.a. LESS: Disallowed servicing assets and purchased credit card relationships	B591	0
b. LESS: Disallowed deferred tax assets	5610	0
0. Other additions to (deductions from) Tier 1 capital	B592	0
1. Tier 1 capital (sum of items 8 and 10, less items 9.a and 9.b)	8274	20,660
ier 2 capital		
2. Qualifying subordinated debt and redeemable preferred stock	5306	0
3. Cumulative perpetual preferred stock includible in Tier 2 capital	B593	0
4. Allowance for loan and lease losses includible in Tier 2 capital	5310	0
5. Unrealized gains on available-for-sale equity securities includible in Tier 2 capital	2221	0
6. Other Tier 2 capital components	B594	0
7. Tier 2 capital (sum of items 12 through 16)	5311	0
8. Allowable Tier 2 capital (lesser of item 11 or 17)	8275	0
9. Tier 3 capital allocated for market risk	1395	0
D. LESS: Deductions for total risk-based capital	B595	0
1. Total risk-based capital (sum of items 11, 18, and 19, less item 20)	3792	20,660
otal assets for leverage ratio	, ,	· · ·
2. Total assets (for banks, from Schedule RC-K, item 9; for savings		
associations, from Schedule RC, item 12)	L136	21,613
3. LESS: Disallowed goodwill and other disallowed intangible assets (from item 7.a above)	B590	0
4. LESS: Disallowed servicing assets and purchased credit card relationships (from item 9.a above)	B591	0
5. LESS: Disallowed deferred tax assets (from item 9.b above)	5610	0
6. Other additions to (deductions from) assets for leverage capital purposes	L137	0
7. Total assets for leverage capital purposes (sum of items 22 and 26 less items 23 through 25)	L138	21,613
djustments for financial subsidiaries		
8. a. Adjustment to Tier 1 capital reported in item 11	C228	0
b. Adjustment to total risk-based capital reported in item 21	B503	0
9. Adjustment to risk-weighted assets reported in item 62	B504	0
0. Adjustment to average total assets reported in item 27	B505	0

⁽¹⁾ Report amount included in Schedule RC, item 26.b, "Accumulated other comprehensive income."

Trust Point Inc.
Legal Title of Bank

90417

FFIEC 041 Page RC-44

57

Schedule RC-R—Regulatory Capital

FDIC Certificate Number:

	Dollar Amounts in Thousands RCON Bil Mil Thou						
Capital ratios					_		
(Column B is to be completed by all banks. Column A is to be		(Column A)]			
completed by banks with financial subsidiaries.)	RCON	Percentage	RCON	Percentage]		
31. Tier 1 leverage ratio(1)	7273	0.00%	7204	95.59%	31		
32. Tier 1 risk-based capital ratio(2)	7274	0.00%	7206	92.65%	32		
33. Total risk-based capital ratio(3)	7275	0.00%	7205	92.65%	33		

⁽¹⁾ The ratio for column B is item 11 divided by item 27. The ratio for column A is item 11 minus item 28.a divided by (item 27 minus item 30).

⁽²⁾ The ratio for column B is item 11 divided by item 62. The ratio for column A is item 11 minus item 28.a divided by (item 62 minus item 29).

⁽³⁾ The ratio for column B is item 21 divided by item 62. The ratio for column A is item 21 minus item 28.b divided by (item 62 minus item 29).

Trust Point Inc.	
Legal Title of Bank	
FDIC Certificate Number:	90417

FFIEC 041 Page RC-45

Schedule RC-R—Continued

Banks are not required to risk-weight each on-balance sheet asset and the credit equivalent amount of each off-balance sheet item that qualifies for a risk weight of less than 100 percent (50 percent for derivatives) at its lower risk weight. When completing items 34 through 54 of Schedule RC-R, each bank should decide for itself how detailed a risk-weight analysis it wishes to perform. In other words, a bank can choose from among its assets and off-balance sheet items that have a risk weight of less than 100 percent which ones to risk-weight at an appropriate lower risk weight, or it can simply risk-weight some or all of these items at a 100 percent risk weight (50 percent for derivatives).

	(Column A)	(Column B)	(Column C)	(Column D)	(Column E)	(Column F)	
	Totals	Items Not		Allocation by Risk	Weight Category		l
	(from Schedule RC)	Subject to Risk-Weighting	0%	20%	50%	100%	
Dollar Amounts in Thousands	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	l
Balance Sheet Asset Categories							
34. Cash and balances due from depository institutions	RCON 0010	RCON C869	RCON B600	RCON B601		RCON B602	l
(Column A equals the sum of Schedule RC items 1.a and 1.b)	1,676	0	0	0		1,676	34
35. Held-to-maturity securities(Column A must equal	RCON 1754	RCON B603	RCON B604	RCON B605	RCON B606	RCON B607	
Schedule RC-B, item 8, column A)	7,453	0	0	0	0	7,453	35
36. Available-for-sale securities(Column A must equal	RCON 1773	RCON B608	RCON B609	RCON B610	RCON B611	RCON B612	
Schedule RC-B, item 8, column D)	9,520	0	0	0	0	9,520	36
37. Federal funds sold and securities purchased under	RCON C225		RCON C063	RCON C064		RCON B520	
agreements to resell	0		0	0		0	37
	RCON 5369	RCON B617	RCON B618	RCON B619	RCON B620	RCON B621	
38. Loans and leases held for sale(Column A must equal RC 4.a)	0	0	0	0	0	0	38
39. Loans and leases, net of unearned income(Col A must equal RC 4.b)	RCON B528	RCON B622	RCON B623	RCON B624	RCON B625	RCON B626	39
39. Loans and leases, flet of diffeathed income(Cof A flidst equal RC 4.b)	RCON 3123	RCON 3123	Ĭ	Ŭ	Ŭ	ő	
40. LESS: Allowance for loan and lease losses	0	0					40
	RCON 3545	RCON B627	RCON B628	RCON B629	RCON B630	RCON B631	
41. Trading assets (Column A must equal RC 5)	0	0	0	0	0	0	41
	RCON B639	RCON B640	RCON B641	RCON B642	RCON B643	RCON 5339	
42. All other assets(1)	3,651	0	0	0	0	3,651	42
	RCON 2170	RCON B644	RCON 5320	RCON 5327	RCON 5334	RCON 5340	45
43. Total assets (sum of items 34 through 42)	22,300	0	0	0	0	22,300	43

⁽¹⁾ Includes premises and fixed assets, other real estate owned, investments in unconsolidated subsidiaries and associated companies, direct and indirect investments in real estate ventures, intangible assets, and other assets.

Legal Title of Bank

FDIC Certificate Number: 90417

FFIEC 041 Page RC-46

59

Schedule RC-R—Continued

	(Column A)		(Column B)	(Column C)	(Column D)	(Column E)	(Column F)	
	Face Value	Credit	Credit		Allocation by Risk	Weight Category		
	or Notional	Conversion	Equivalent					
	Amount	Factor	Amount(1)	0%	20%	50%	100%	
Dollar Amounts in Thousands	Bil Mil Thou		Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	
Derivatives and Off-Balance Sheet Items	RCON B546	See footnote(2)	RCON B547	RCON B548	RCON B581	RCON B582	RCON B583]
44. Financial standby letters of credit	0	1.000	0	0	0	0	0	44
45. Performance standby letters of	RCON 3821		RCON B650	RCON B651	RCON B652	RCON B653	RCON B654]
of credit(Column A must equal RC-L.3)	0	.50	0	0	0	0	0	45
46. Commercial and similar letters	RCON 3411		RCON B655	RCON B656	RCON B657	RCON B658	RCON B659	
of credit(Column A must equal RC-L.4)	0	.20	0	0	0	0	0	46
47. Risk participations in bankers								
acceptances acquired by the	RCON 3429		RCON B660	RCON B661	RCON B662		RCON B663]
reporting institution	0	1.00	0	0	0		0	47
	RCON 3433		RCON B664	RCON B665	RCON B666	RCON B667	RCON B668	
48. Securities lent (must equal RC-L.6)	0	1.00	0	0	0	0	0	48
49. Retained recourse on small business								
obligations sold with recourse(Column A must	RCON A250		RCON B669	RCON B670	RCON B671	RCON B672	RCON B673]
equal RC-S.M.1.b)	0	1.00	0	0	0	0	0	49
50. Recourse and direct credit								
substitutes (other than financial								
standby letters of credit) subject to								
the low-level exposure rule and								
residual interests subject to a								
dollar-for-dollar capital requirement (Column F	RCON B541	See footnote(3)	RCON B542				RCON B543	
must equal Column B)	0	12.500	0				0	50
51. All other financial assets sold with	RCON B675		RCON B676	RCON B677	RCON B678	RCON B679	RCON B680]
recourse	0	1.00	0	0	0	0	0	51
52. All other off-balance sheet	RCON B681		RCON B682	RCON B683	RCON B684	RCON B685	RCON B686]
liabilities	0	1.00	0	0	0	0	0	52
53. Unused commitments:								
a. With an original maturity	RCON 3833		RCON B687	RCON B688	RCON B689	RCON B690	RCON B691]
exceeding one year	0	.50	0	0	0	0	0	53.
b. With an original maturity of one								
year or less to asset-backed	RCON G591		RCON G592	RCON G593	RCON G594	RCON G595	RCON G596]
commercial paper conduits	0	.10	0	0	0	0	0	53.
			RCON A167	RCON B693	RCON B694	RCON B695		
54. Derivative contracts			0	0	0	0		54

⁽¹⁾ Column A multiplied by credit conversion factor.

⁽²⁾ For financial standby letters of credit to which the low-level exposure rule applies, use a credit conversion factor of 12.5 or an institution-specific factor.

For other financial standby letters of credit, use a credit conversion factor of 1.00. See instructions for further information. (Entering an 'M' allows for data entry in Column B.)

⁽³⁾ Or institution specific factor.

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RC-47

60

Schedule RC-R—Continued

FDIC Certificate Number:

						_
		(Column C)	(Column D)	(Column E)	(Column F)	
			Allocation by Risk	Weight Category]
		0%	20%	50%	100%	_
	Dollar Amounts in Thousands	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	_
Totals						4
55. Total assets, derivatives, and off-balance sheet items by risk weight category		RCON B696	RCON B697	RCON B698	RCON B699]
(for each column, sum of items 43 through 54)		0	0	0	22,300	55
56. Risk weight factor		x 0%	x 20%	x 50%	x 100%	56
57. Risk-weighted assets by risk weight category (for each column,		RCON B700	RCON B701	RCON B702	RCON B703]
item 55 multiplied by item 56)		0	0	0	22,300	57
					RCON 1651]
58. Market risk equivalent assets					0	58
59. Risk-weighted assets before deductions for excess allowance for loan and lease losses					RCON B704]
and allocated transfer risk reserve (sum of item 57, columns C through F, and item 58)					22,300	59
					RCON A222]
60. LESS: Excess allowance for loan and lease losses					0	60
					RCON 3128]
61. LESS: Allocated transfer risk reserve					0	61
					RCON A223]
62. Total risk-weighted assets (item 59 minus items 60 and 61)					22,300	62
Memoranda						_
	Dollar Amounts	in Thousands		RCON	Bil Mil Thou]
1. Current credit exposure across all derivative contracts covered by the risk-based capital st	andards			8764	0	Ϊм.

FFIEC 041 Page RC-48

61

Schedule RC-R—Continued

FDIC Certificate Number:

Memoranda—Continued	With a remaining maturity of									
		(Column A) (Column B) One year or less Over one year through five years through five years Tril Bil Mil Thou RCON Tril Bil Mil Thou RCON RC				(Column C)				
	Or	ne year or less	٥١	er one year	Ov					
Dollar Amounts in Thousands			thro	ough five years						
2. Notional principal amounts of derivative contracts:(1)	RCON	Tril Bil Mil Thou	RCON	Tril Bil Mil Thou	RCON	Tril Bil Mil Thou				
a. Interest rate contracts	3809	0	8766	0	8767	0	M.2.a			
b. Foreign exchange contracts	3812	0	8769	0	8770	0	M.2.b			
c. Gold contracts	8771	0	8772	0	8773	0	M.2.c			
d. Other precious metals contracts	8774	0	8775	0	8776	0	M.2.d			
e. Other commodity contracts	8777	0	8778	0	8779	0	M.2.e			
f. Equity derivative contracts	A000	0	A001	0	A002	0	M.2.f			
g. Credit derivative contracts:										
Purchased credit protecton that (a) is a covered										
position under the market risk rule or (b) is not										
a covered position under the market risk rule										
and is not recognized as a guarantee for risk-based										
capital purposes:										
(1) Investment grade	G597	0	G598	0	G599	0	M.2.g.1			
(2) Subinvestment grade	G600	0	G601	0	G602	0	M.2.g.2			

⁽¹⁾ Exclude foreign exchange contracts with an original maturity of 14 days or less and all futures contracts.

FFIEC 041 Page RC-49

Legal Title of Bank

FDIC Certificate Number: 90417

62

Schedule RC-S—Servicing, Securitization, and Asset Sale Activities

	(Column A)	(Column B)	(Column C)	(Column D)	(Column E)	(Column F)	(Column G)	i
	1-4 Family	Home	Credit	Auto	Other	Commercial	All Other	i
	Residential	Equity	Card	Loans	Consumer	and Industrial	Loans, All	i
	Loans	Lines	Receivables		Loans	Loans	Leases, and	l
							All Other	i
							Assets	l
Dollar Amounts in Thousands	Bil Mil Thou							
Bank Securitization Activities								i
1. Outstanding principal balance of assets sold								i
and securitized by the reporting bank with								i
servicing retained or with recourse or other	RCON B705	RCON B706	RCON B707	RCON B708	RCON B709	RCON B710	RCON B711	l
seller-provided credit enhancements	0	0	0	0	0	0	0	1
2. Maximum amount of credit exposure								l
arising from recourse or other								l
seller-provided credit enhancements								l
provided to structures reported in								i
item 1 in the form of:								l
a. Credit-enhancing interest-only strips								l
(included in Schedules RC-B or RC-F	RCON B712	RCON B713	RCON B714	RCON B715	RCON B716	RCON B717	RCON B718	l
or in Schedule RC, item 5)	0	0	0	0	0	0	0	2.a
b. Subordinated securities and	RCON C393	RCON C394	RCON C395	RCON C396	RCON C397	RCON C398	RCON C399	l
other residual interests	0	0	0	0	0	0	0	2.b
c. Standby letters of credit and	RCON C400	RCON C401	RCON C402	RCON C403	RCON C404	RCON C405	RCON C406	l
other enhancements	0	0	0	0	0	0	0	2.c
3. Reporting bank's unused commitments								l
to provide liquidity to structures	RCON B726	RCON B727	RCON B728	RCON B729	RCON B730	RCON B731	RCON B732	l
reported in item 1	0	0	0	0		0	0	3
4. Past due loan amounts included in item 1:	RCON B733	RCON B734	RCON B735	RCON B736	RCON B737	RCON B738	RCON B739	l
a. 30-89 days past due	0	0	0	0	0	0	0	4.a
	RCON B740	RCON B741	RCON B742	RCON B743	RCON B744	RCON B745	RCON B746	l
b. 90 days or more past due	0	0	0	0	0	0	0	4.b
5. Charge-offs and recoveries on assets sold								l
and securitized with servicing retained or								i
with recourse or other seller-provided credit								
enhancements (calendar year-to-date):	RIAD B747	RIAD B748	RIAD B749	RIAD B750	RIAD B751	RIAD B752	RIAD B753	
a. Charge-offs	0	0	0	0	0	0	0	5.a
	RIAD B754	RIAD B755	RIAD B756	RIAD B757	RIAD B758	RIAD B759	RIAD B760	
b. Recoveries	0	0	0	0	0	0	0	5.b

Trust Point Inc.

Legal Title of Bank

FDIC Certificate Number: 90417

FFIEC 041 Page RC-50

63

Schedule RC-S—Continued

	(Column A)	(Column B)	(Column C)		(Column D)	(Column E)	(Column F)	(Column G)]
	1-4 Family	Home	Credit		Auto	Other	Commercial	All Other	
	Residential	Equity	Card		Loans	Consumer	and Industrial	Loans, All	
	Loans	Lines	Receivables			Loans	Loans	Leases, and	
								All Other	
								Assets	
Dollar Amounts in Thousands	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou		Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	Bil Mil Thou	
6. Amount of ownership (or seller's)									l
interests carried as:									l
a. Securities (included in Schedule RC-B		RCON B761	RCON B762				RCON B763		l
or in Schedule RC, item 5)		0	0				0		6.a
		RCON B500	RCON B501				RCON B502		l
b. Loans (included in Schedule RC-C)		0	0				0		6.b
7. Past due loan amounts included in									l
interests reported in item 6.a:		RCON B764	RCON B765				RCON B766		l
a. 30-89 days past due		0	0				0		7.a
		RCON B767	RCON B768				RCON B769		l
b. 90 days or more past due		0	0				0		7.b
8. Charge-offs and recoveries on loan									l
amounts included in interests reported									l
in item 6.a (calendar year-to-date):		RIAD B770	RIAD B771				RIAD B772		l
a. Charge-offs		0	0				0		8.a
		RIAD B773	RIAD B774				RIAD B775		l
b. Recoveries		0	0				0		8.b
For Convitination Facilities Consequed									
For Securitization Facilities Sponsored									l
By or Otherwise Established By Other									l
Institutions									l
9. Maximum amount of credit exposure									l
arising from credit enhancements									l
provided by the reporting bank to other									l
institutions' securitization structures in									l
the form of standby letters of credit,	RCON B776	RCON B777	RCON B778		RCON B779	RCON B780	RCON B781	RCON B782	1
purchased subordinated securities,	0	0	0	ŀ	0		 	0	9
and other enhancements		0	U		U	0	0	0	
10. Reporting bank's unused commitments	RCON B783	RCON B784	RCON B785		RCON B786	RCON B787	RCON B788	RCON B789	
to provide liquidity to other institutions'	0 RCON 6763	0	0 RCON B765		0 RCON 6766			0 RCON B789	10
securitization structures	0	U	U		0	<u> </u>	1 0		1 10

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RC-51

64

Schedule RC-S—Continued

FDIC Certificate Number:

	(Column A)	(Column B)	(Column C)	(Column D)	(Column E)	(Column F)	(Column G)	1
	1-4 Family	Home	Credit	Auto	Other	Commercial	All Other	
	Residential	Equity	Card	Loans	Consumer	and Industrial	Loans, All	
	Loans	Lines	Receivables		Loans	Loans	Leases, and	
							All Other	
							Assets	
Dollar Amounts in Thousands	Bil Mil Thou]						
Bank Asset Sales								
11. Assets sold with recourse or other seller-								
provided credit enhancements and not	RCON B790	RCON B791	RCON B792	RCON B793	RCON B794	RCON B795	RCON B796	1
securitized by the reporting bank	0	0	0	0	0	0	0	11
12. Maximum amount of credit exposure								
arising from recourse or other seller-								4
provided credit enhancements pro-	RCON B797	RCON B798	RCON B799	RCON B800	RCON B801	RCON B802	RCON B803]
vided to assets reported in item 11	0	0	0	0	0	0	0	12

Memoranda

Dollar Amounts in Thousa	ands RCON	Bil Mil Thou]
1. Small business obligations transferred with recourse under Section 208 of the Riegle			
Community Development and Regulatory Improvement Act of 1994:			4
a. Outstanding principal balance	A249	0	M.1.a
b. Amount of retained recourse on these obligations as of the report date	A250	0	M.1.b
2. Outstanding principal balance of assets serviced for others (includes participations serviced for others):			
a. Closed-end 1-4 family residential mortgages serviced with recourse or other servicer-provided credit enhancements	B804	0	M.2.a
b. Closed-end 1-4 family residential mortgages serviced with no recourse or other servicer-provided credit enhancements	B805	0	M.2.b
c. Other financial assets (includes home equity lines)(1)	A591	0	M.2.c
d. 1-4 family residential mortgages serviced for others that are in process of foreclosure at quarter-end			
(includes closed-end and open-end loans)	F699	0	M.2.d
3. Asset-backed commercial paper conduits:			
a. Maximum amount of credit exposure arising from credit enhancements provided to conduit structures in the form of standby letters of			
credit, subordinated securities, and other enhancements:			4
(1) Conduits sponsored by the bank, a bank affiliate, or the bank's holding company	B806	0	M.3.a.
(2) Conduits sponsored by other unrelated institutions	B807	0	M.3.a.
b. Unused commitments to provide liquidity to conduit structures:			
(1) Conduits sponsored by the bank, a bank affiliate, or the bank's holding company	B808	0	M.3.b.
(2) Conduits sponsored by other unrelated institutions	B809	0	M.3.b.
4. Outstanding credit card fees and finance charges included in Schedule RC-S, item 1, column C(2)	C407	N/A	M.4

⁽¹⁾ Memorandum item 2.c is to be completed if the principal balance of other financial assets serviced for others is more than \$10 million.

⁽²⁾ Memorandum item 4 is to be completed by banks that (1) together with affiliated institutions, have outstanding credit card receivables (as defined in the instructions) that exceed \$500 million as of the report date or (2) are credit card specialty banks as defined for Uniform Bank Performance Report purposes.

FFIEC 041 Page RC-52

RCON YES / NO

(Column D)

65

FDIC Certificate Number: 90417

Schedule RC-T—Fiduciary and Related Services

		•	
1. Does the institution have fiduciary powers? (If "NO," do not complete Schedule RC-T)	A345	YES] 1
	RCON	YES / NO	
2. Does the institution exercise the fiduciary powers it has been granted?	A346	YES	2

3. Does the institution have any fiduciary or related activity (in the form of assets or accounts)

to report in this schedule? (If "NO," do not complete the rest of Schedule RC-T.)

RCON YES / NO

B867 YES 3

If the answer to item 3 is "YES," complete the applicable items of Schedule RC-T, as follows:

Institutions with total fiduciary assets (item 10, sum of columns A and B) greater than \$250 million (as of the preceding December 31) or with gross fiduciary and related services income greater than 10% of revenue (net interest income plus noninterest income) for the preceding calendar year must complete:

- Items 4 through 22 and Memorandum item 3 quarterly,
- Items 23 through 26 annually with the December report, and
- Memorandum items 1,2, and 4 annually with the December report.

Institutions with total fiduciary assets (item 10, sum of columns A and B) greater than \$100 million but less than or equal to \$250 million (as of the preceding December 31) that do not meet the fiduciary income test for quarterly reporting must complete:

- Items 4 through 26 annually with the December report, and
- Memorandum items 1 through 4 annually with the December report.

Institutions with total fiduciary assets (item 10, sum of columns A and B) of \$100 million or less (as of the preceding December 31) that do not meet the fiduciary income test for quarterly reporting must complete:

(Column A)

- Items 4 through 13 annually with the December report, and
- Memorandum items 1 through 3 annually with the December report.

	(Column A)	(Colullii b)	(Coluitiii C)	(Colullii D)	
	Managed	Non-Managed	Number of	Number of	
	Assets	Assets	Managed	Non-Managed	
			Accounts	Accounts	
Dollar Amounts in Thousands	Tril Bil Mil Thou	Tril Bil Mil Thou			
FIDUCIARY AND RELATED ASSETS	RCON B868	RCON B869	RCON B870	RCON B871	
4. Personal trust and agency accounts	1,488,999	107,631	1,459	60	4
5. Employee benefit and retirement-					
related trust and agency accounts:	RCON B872	RCON B873	RCON B874	RCON B875	
a. Employee benefit-defined contribution	7,869	422,375	5	133	5.a
	RCON B876	RCON B877	RCON B878	RCON B879	
b. Employee benefit-defined benefit	5,592	0	1	0	5.b
c. Other employee benefit and	RCON B880	RCON B881	RCON B882	RCON B883	
retirement-related accounts	134,804	30,343	499	48	5.c
	RCON B884	RCON B885	RCON C001	RCON C002	
6. Corporate trust and agency accounts	0	0	0	0	6
7. Investment management and	RCON B886	RCON J253	RCON B888	RCON J254	
investment advisory agency accounts	11,207	0	28	0	7
8. Foundation and endowment trust and	RCON J255	RCON J256	RCON J257	RCON J258	
agency accounts	0	0	0	0	8
	RCON B890	RCON B891	RCON B892	RCON B893	
9. Other fiduciary accounts	0	0	0	0	9
10. Total fiduciary accounts	RCON B894	RCON B895	RCON B896	RCON B897	
(sum of items 4 through 9)	1,648,471	560,349	1,992	241	10

(Column B)

(Column C)

Legal Title of Bank

FDIC Certificate Number:

90417

Schedule RC-T—Continued

	(Column A)	(Column B)	(Column C)	(Column D)	ĺ
	Managed	Non-Managed	Number of	Number of	l
	Assets	Assets	Managed	Non-Managed	l
			Accounts	Accounts	l
Dollar Amounts in Thousands	Tril Bil Mil Thou	Tril Bil Mil Thou			ĺ
		RCON B898		RCON B899	ĺ
11. Custody and safekeeping accounts		8,405		14	11
12. Not applicable					1
13. Individual Retirement Accounts,					1
Health Savings Accounts, and					ĺ
other similar accounts (included in	RCON J259	RCON J260	RCON J261	RCON J262	l
items 5.c and 11)	0	0	0	0	13

	Dollar Amounts in Thousands	RIAD	Bil Mil Thou	
FIDUCIARY AND RELATED SERVICES INCOME				
14. Personal trust and agency accounts		B904	1,792	14
15. Employee benefit and retirement-related trust and agency accounts:				
a. Employee benefit—defined contribution		B905	539	15.a
b. Employee benefit—defined benefit		B906	0	15.b
c. Other employee benefit and retirement-related accounts		B907	145	15.c
16. Corporate trust and agency accounts		A479	0	16
17. Investment management and investment advisory agency accounts		J315	0	17
18. Foundation and endowment trust and agency accounts		J316	0	_ 18
19. Other fiduciary accounts		A480	0	19
20. Custody and safekeeping accounts		B909	0	20
21. Other fiduciary and related services income		B910	186	21
22. Total gross fiduciary and related services income (sum of items 14 through 21)				
(must equal Schedule RI, item 5.a)		4070	2,662	22
23. LESS: Expenses		C058	N/A	23
24. LESS: Net losses from fiduciary and related services		A488	N/A	24
25. PLUS: Intracompany income credits for fiduciary and related services		B911	N/A	25
26. Net fiduciary and related services income		A491	N/A	26

	((Column A)	(Column B)		(Column C)		
	Perso	nal Trust and	Emp	oloyee Benefit	All Other Accounts		
	/	Agency and	and Retirement-				
		Investment	Relat	ted Trust and			
Memoranda	Management		Age	ncy Accounts			
Dollar Amounts in Thousands	Age	ncy Accounts					
Managed assets held in fiduciary accounts:	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
a. Noninterest-bearing deposits	J263	0	J264	0	J265	N/A	M.1.a
b. Interest-bearing deposits	J266	10,118	J267	4,250	J268	N/A	M.1.b
c. U.S. Treasury and U.S.							
Government agency obligations	J269	14,343	J270	1,487	J271	N/A	M.1.c
d. State, county, and municipal obligations	J272	257,319	J273	4,362	J274	N/A	M.1.d
e. Money market mutual funds	J275	69,361	J276	5,847	J277	N/A	M.1.e
f. Equity mutual funds	J278	0	J279	0	J280	N/A	M.1.f
g. Other mutual funds	J281	0	J282	0	J283	N/A	M.1.g
h. Common trust funds and							
collective investment funds	J284	0	J285	0	J286	N/A	M.1.h
i. Other short-term obligations	J287	6	J288	0	J289	N/A	M.1.i
j. Other notes and bonds	J290	153,831	J291	49,468	J292	N/A	M.1.j
k. Investments in unregistered funds and							
private equity investments	J293	N/A	J294	N/A	J295	N/A	M.1.k

FDIC Certificate Number:

90417

Schedule RC-T—Continued							
	(C	olumn A)	(Column B)	(Column C)		
	Persona	al Trust and	Employee Benefit		All O	ther Accounts	
	Age	ncy and	and	Retirement-			
	Inv	estment	Rela	ted Trust and		İ	
Memoranda—Continued	Mar	nagement	Age	ncy Accounts		İ	
Dollar Amounts in Thousands	Agend	cy Accounts				İ	
	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	
I. I. Other common and preferred stocks	J296	857,660	J297	82,803	J298	N/A	
m. Real estate mortgages	J299	56,587	J300	0	J301	N/A	
n. Real estate	J302	8,509	J303	0	J304	N/A	
o. Miscellaneous assets	J305	72,471	_	50	J307	N/A	
p. Total managed assets held in		,				1,171	
fiduciary accounts (for each							
column, sum of Memorandum							
items 1.a through 1.o)	J308	1,500,205	J309	148,267	J310	N/A	
		,,		,=			
				(Column A)	(Column B)	
				aged Assets	-	lumber of	
				-	Mana	ged Accounts	
Do	ollar Amounts i	n Thousands	RCON	Bil Mil Thou	RCON		
q. Investments of managed fiduciary accounts in							
advised or sponsored mutual funds			J311	N/A	J312	N/A	
				(Column A)		(Column B)	
				Number of	Pri	ncipal Amount	
				Issues	c	Outstanding	
Do	ollar Amounts in	n Thousands	RCON			Tril Bil Mil Thou	
2. Corporate trust and agency accounts:						RCON B928	
a. Corporate and municipal trusteeships			B927	N/A		N/A	
						RCON J314	
(1) Issues reported in Memorandum item 2.a. that are in de	fault		J313	N/A		N/A	
b. Transfer agent, registrar, paying agent, and other corporate			B929	N/A			
5 , 5 , , , , , , , , , , , , , , , , ,	J						
			((Column A)	((Column B)	
			ı	Number of	Mai	ket Value of	
				Funds	Fι	ınd Assets	
Do	llar Amounts in	Thousands	RCON		RCON	Bil Mil Thou	
3. Collective investment funds and common trust funds:							
a. Domestic equity			B931	0	B932	0	
b. International/Global equity			B933		B934	0	
c. Stock/Bond blend			B935	0	B936	0	
d. Taxable bond			B937	0	B938	0	
			B939	0	B940	0	
			יכככם				
e. Municipal bond			B941		B942	0	
				0	B942 B944	0	

Trust Point Inc.	
Legal Title of Bank	

FFIEC 041 Page RC-55

68

Schedule RC-T—Continued

FDIC Certificate Number:

	((Column A)	(Column B)		(Column C)		
	Gı	ross Losses	G	ross Losses		Recoveries	
	1	Managed	No	n-Managed			
	/	Accounts		Accounts			
Dollar Amounts in Thousands	RIAD	Mil Thou	RIAD	Mil Thou	RIAD	Mil Thou	
4. Fiduciary settlements, surcharges and other losses:							
a. Personal trust and agency accounts	B947	N/A	B948	N/A	B949	N/A	M.4.a
b. Empolyee benefit and							
retirement related trust and agency accounts	B950	N/A	B951	N/A	B952	N/A	M.4.b
c. Investment management							
and investment advisory agency accounts	B953	N/A	B954	N/A	B955	N/A	M.4.c
d. Other fiduciary accounts and related services	B956	N/A	B957	N/A	B958	N/A	M.4.d
e. Total fiduciary settlements, surcharges, and other losses							
(sum of Memorandum items 4.a through 4.d) (sum of							
columns A and B minus column C must equal							
Schedule RC-T, item 24)	B959	N/A	B960	N/A	B961	N/A	M.4.e

Person to v	whom questions about Schedule RC-T—Fiduciary and Rela	ted Services should be directed:
	,	
	Name and Title (TEXT B962)	
	E-mail Address (TEXT B926)	
	Telephone: Area code/phone number/extension (TEXT B963)	FAX: Area code/phone number (TEXT B964)

FDIC Certificate Number:

90417

Schedule RC-V— Variable Interest Entities

		(Column A)		(Column B)		(Column C)	
	Secur	Securitization Vehicles		ABCP Conduits		Other VIEs	
Dollar Amounts in Thousands	RCON	Bil Mil Thou	RCON	Bil Mil Thou	RCON	Bil Mil Thou	1
1. Assets of consolidated variable							
interest entities (VIEs) that can							
be used only to settle obligations							
of the consolidated VIEs:							
a. Cash and balances due							
from depository institutions	J981	0	J982	0	J983	0	1.a
b. Held-to-maturity securities	J984	0	J985	0	J986	0	1.b
c. Available-for-sale securities	J987	0	J988	0	J989	0	1.c
d. Securities purchased under							
agreements to resell	J990	0	J991	0	J992	0	1.d
e. Loans and leases held for							
sale	J993	0	J994	0	J995	0	1.e
f. Loans and leases, net of							
unearned income	J996	0	J997	0	J998	0	1.f
g. Less: Allowance for loan							
and lease losses	J999	0	K001	0	K002	0	1.g
h. Trading assets (other than							
derivatives)	K003	0	K004	0	K005	0	1.h
i. Derivative trading assets	K006	0	K007	0	K008	0	1.i
j. Other real estate owned	K009	0	K010	0	K011	0	1.j
k. Other assets	K012	0	K013	0	K014	0	1.k
2. Liabilities of consolidated VIEs							
for which creditors do not have							
recourse to the general credit of							
the reporting bank:							
a. Securities sold under							
agreements to repurchase	K015	0	K016	0	K017	0	2.a
b. Derivative trading liabilties	K018	0	K019	0	K020	0	2.b
c. Commercial paper	K021	0	K022	0	K023	0	2.c
d. Other borrowed money							
(exclude commercial paper)	K024	0	K025	0	K026	0	2.d
e. Other liabilties	K027	0	K028	0	K029	0	2.e
3. All other assets of consolidated							
VIEs (not included in items 1.a.							
through 1.k above)	K030	0	K031	0	K032	0	3
4. All other liabilities of							- I
consolidated VIEs (not included							ı
in items 2.a through 2.e above)	K033	0	K034	0	K035	0	4

Optional Narrative Statement Concerning the Amounts Reported in the Reports of Condition and Income

The management of the reporting bank may, if it wishes, submit a brief narrative statement on the amounts reported in the Reports of Condition and Income. This optional statement will be made available to the public, along with the publicly available data in the Reports of Condition and Income, in response to any request for individual bank report data. However, the information reported in Schedule RI-E, item 2.g, Schedule RCF, item 6.f, and Schedule RC-O, Memorandum items 6 through 9,14, and 15, is regarded as confidential and will not be released to the public. BANKS CHOOSING TO SUBMIT THE NARRATIVE STATEMENT SHOULD ENSURE THAT THE STATEMENT DOES NOT CONTAIN THE NAMES OR OTHER IDENTIFICATIONS OF INDIVIDUAL BANK CUSTOMERS, REFERENCES TO THE AMOUNTS REPORTED IN THE CONFIDENTIAL ITEMS IDENTIFIED ABOVE, OR ANY OTHER INFORMATION THAT THEY ARE NOT WILLING TO HAVE MADE PUBLIC OR THAT WOULD COMPROMISE THE PRIVACY OF THEIR CUSTOMERS. Banks choosing not to make a statement may check the "No comment" box below and should make no entries of any kind in the space provided for the narrative statement; i.e., DO NOT enter in this space such phrases as "No statement," "Not applicable," "N/A", "No comment," and "None."

The optional statement must be entered on this sheet. The statement should not exceed 100 words. Further, regardless of the number of words, the statement must not exceed 750 characters, including punctuation, indentation, and standard spacing between words and sentences. If any submission should exceed 750 characters, as defined, it will be truncated at 750 characters with no

notice to the submitting bank and the truncated statement will appear as the bank's statement both on agency computerized records and in computer-file releases to the public.

All information furnished by the bank in the narrative statement must be accurate and not misleading. Appropriate efforts shall be taken by the submitting bank to ensure the statement's accuracy.

If, subsequent to the original submission, material changes are submitted for the data reported in the Reports of Condition and Income, the existing narrative statement will be deleted from the files, and from disclosure; the bank, at its option, may replace it with a statement, appropriate to the amended data.

The optional narrative statement will appear in agency records and in release to the public exactly as submitted (or amended as described in the preceding paragraph) by the management of the bank (except for the truncation of the statements exceeding the 750-character limit described above). THE STATEMENT WILL NOT BE EDITED OR SCREENED IN ANY WAY BY THE SUPERVISORY AGENCIES FOR ACCURACY OR RELEVANCE. DISCLOSURE OF THE STATEMENT SHALL NOT SIGNIFY THAT ANY FEDERAL SUPERVISORY AGENCY HAS VERIFIED OR CONFIRMED THE ACCURACY OF THE INFORMATION CONTAINED THEREIN. A STATEMENT TO THIS EFFECT WILL APPEAR ON ANY PUBLIC RELEASE OF THE OPTIONAL STATEMENT SUBMITTED BY THE MANAGEMENT OF THE REPORTING BANK.

		١	RCON	YES / NO	
Comments?		h in the second of the second	6979	NO	
		NAGEMENT STATEMENT (please type or print clearly):			
	6980				
					_
					_
					_
					_
					_
					_
				•	

REPORT OF CONDITION

Other assets_

Total assets__

Consolidating domestic subsidiaries of		
Trust Point Inc.		
in the state of WI at close of business on March 31, 2012		
published in response to call made by (Enter additional information below)		
Chatamank of Decourses and Linkilities		
Statement of Resources and Liabilities	Dollar Amounts in	Thousands
ASSETS	Dollar Amounts in	mousanus
Cash and balances due from depository institutions:		
Noninterest-bearing balances and currency and coin	ſ	209
Interest-bearing balances	I	1,467
Securities:		1,107
Held-to-maturity securities	ſ	7,453
Available-for-sale securities		9,520
Federal funds sold and securities purchased under agreements to resell:		0,020
· · · · · · · · · · · · · · · · · · ·	[0
Federal funds sold		0
Loans and lease financing receivables:		
Loans and leases held for sale		0
Loans and leases, net of unearned income		
LESS: Allowance for loan and lease losses		
Loans and leases, net of unearned income and allowance		0
Trading Assets		0
Premises and fixed assets (including capitalized leases)		2,226
Other real estate owned	The state of the s	0
Investments in unconsolidated subsidiaries and associated companies		0
Direct and indirect investments in real estate ventures		0
Intangible assets:		
Goodwill		0
Other intangible assets		0

22,300

REPORT OF CONDITION (Continued)

LIABILITIES

	Dollar Amounts in	Thousands
Deposits:		
In domestic offices		0
Noninterest-bearing	0	
Interest-bearing	0	
Federal funds purchased and securities sold under agreements to re	epurchase:	
Federal funds purchased		0
Securities sold under agreements to repurchase		0
Trading liabilities		0
Other borrowed money (includes mortgage indebtedness and obligat	tions under capitalized leases)	0
Subordinated notes and debentures		0
Other liabilities		1,640
Total liabilities		1,640
EQUITY CAPITAL		
Bank Equity Capital		
Perpetual preferred stock and related surplus		0
Common stock		90
Surplus (excludes all surplus related to preferred stock)		1,700
Retained earnings		19,223
Accumulated other comprehensive income		0
Other equity capital components		(353)
Total bank equity capital		20,660
Noncontrolling (minority) interest in consolidated subsidiaries		0
Total equity capital		20,660
Total liabilities and equity capital		22,300
We the undersioned discretes (househors) attack to the	I, MARY PIETRI, VP OPERATIONS	
We, the undersigned directors (trustees), attest to the correctness of the Reports of Condition and Income (including	(Name, Title)	
the supporting schedules) for this report date and declare	of the above named bank do hereby declare	
that the Reports of Condition and Income have been examined	that this Report of Condition is true and	
by us and to the best of our knowledge and belief have been	correct to the best of my knowledge and belief.	
prepared in conformance with the instructions issued by the	correct to the best of my knowledge and belief.	
appropriate Federal regulatory authority and are true and correct.		
appropriate receial regulatory authority and are true and correct.		
Director #1		
Director #2		
Director #3		