

Insured Deposit Sweep Product for Trusts Companies

Trust advisors have a fiduciary duty to act in the best interest of their clients. The Insured Deposit Program (IDP) offers fiduciary advisors the opportunity to provide their clients with access to expanded FDIC insurance, same day liquidity without the risk of NAV volatility or gates and fees, and potential yields and other benefits competitive to other sweep options.

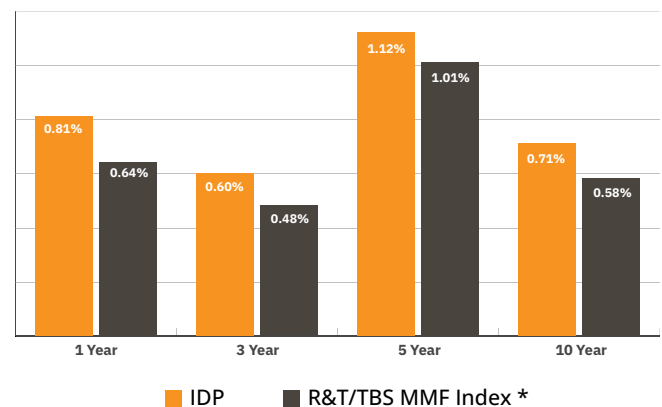
IDP offers trust advisors the flexibility to pay 100% of the rate to all/select client types, or elect to retain a service fee in an amount of their choosing. Trust advisors also can tier rates across clients via flat fees, a percentage of net rate, or any combination thereof.

A trust company with an affiliated bank can sweep its clients' funds directly to its affiliated bank, providing it with a cost-advantaged source of funding and, under certain conditions, allow for favorable regulatory treatment of deposits. The resulting model can allow for additional business opportunities via the trust company's clients' in the form of referrals, estate planning, and other associated business lines.

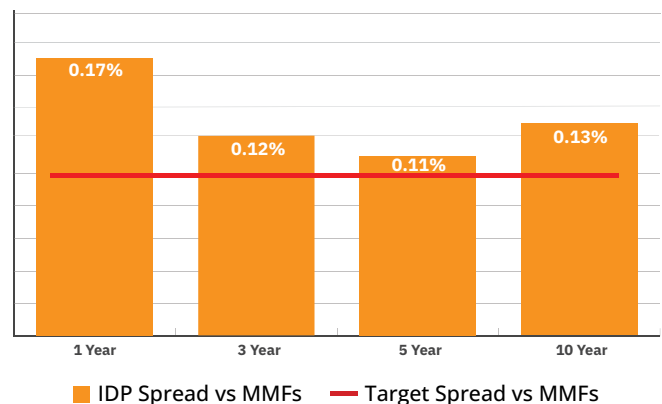
History of Success with Insured Deposit Programs

Since their inception in the early 1980s, insured deposit sweep programs have gained increased adoption across many financial intermediaries, including trust companies, broker-dealers, clearing firms, custodians, municipalities, registered investment advisors, robo-advisors, banks, retirement plans, and emerging technology platforms.

Performance Data *



Spread vs. R&T/TBS MMF Index *



Important: IDP is primarily designed to provide administrative convenience for our clients to offer their customers access to expanded FDIC insurance on their funds. IDP is not designed to provide customers with investment enhancements, or higher rates of returns or profits on their funds.

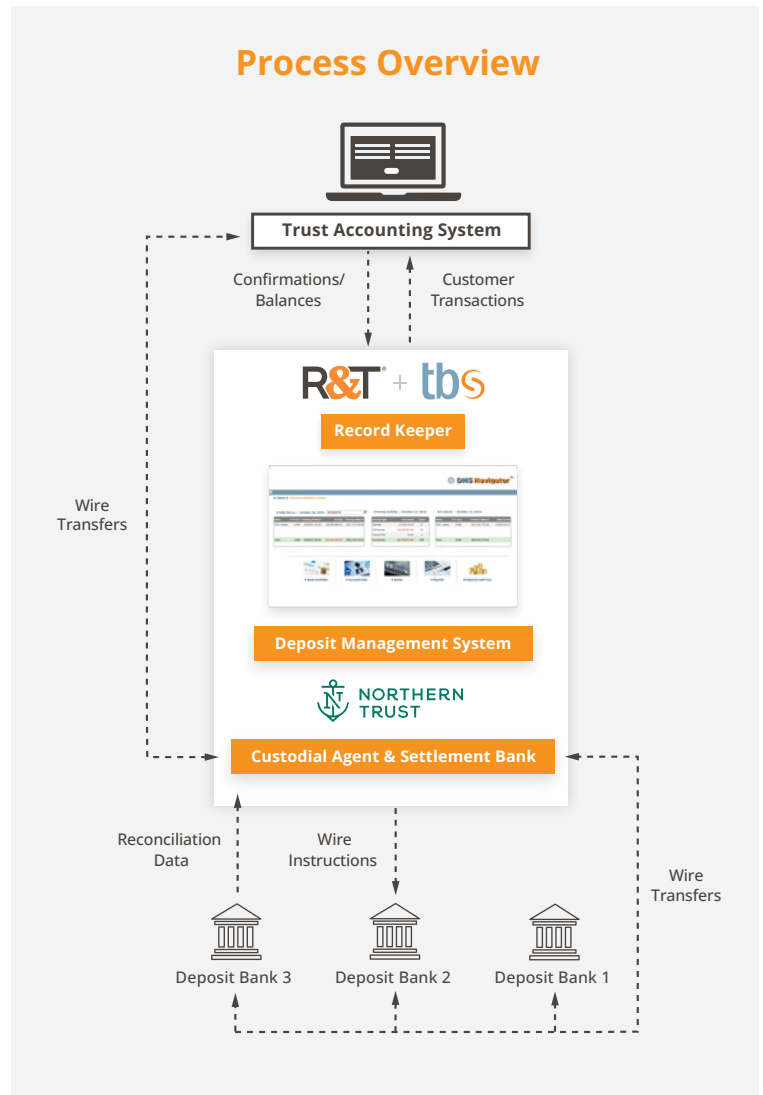
* R&T/TBS MMF Index: TSTXX, DGCXX, GOFXX, GOTXX, TOIXX, FRGXX, FGTX, NITXX. All performance data net of fees as of 9/30/22. The R&T/TBS MMF Index represents 8 commonly used MMFs, sourced from the monthly Crane Money Fund Intelligence Report.

Safety & Liquidity

With IDP, our proprietary Deposit Management System allocates your clients' funds to deposit accounts across multiple program banks, providing access to expanded FDIC insurance on those funds. Our TBS Bank Monitor® service provides you with access to a platform that monitors the safety and soundness of program banks in IDP so that you can choose to opt-out of a bank that does not meet your firm's risk profile.

IDP allows clients daily access to their funds. With approximately 135 contracted depository institutions across multiple IDP programs, and access to \$10MM of FDIC coverage per trust account², you can offer your clients confidence that their funds are ideally placed and working to their full advantage.

² FDIC insurance as of 9/30/2022. Access to FDIC Insurance is dependent upon the number of participating banks actively accepting deposits within each IDP program. Deposit capacity is obtained on a "best efforts" basis and may change over time. For more details, please refer to the IDP program terms and conditions.



Ease of Operations

- ✔ IDP allows for the seamless transition from MMF sweep processes
- ✔ Automated interfaces with most major trust accounting platforms
- ✔ Our technology is flexible and configurable, designed to meet your unique requirements
- ✔ Everything can be accomplished within a single CUSIP or, for more sophisticated programs, via multiple CUSIP option (by location, client type, new business opportunities, etc.)
- ✔ We select and on-board banks tailored specifically to your program, and can perform counterparty risk assessment and monitoring
- ✔ Account Management, Operations and Implementations Teams are on standby to assist
- ✔ You can integrate and prioritize the allocation of balances to affiliated banks or Direct Relationship Banks (DRBs). Bank capacity from DRBs can be exclusive to your program

Actual Use Cases

IDP Creating, Value, Opportunities, and Diversification

- Leverage partnerships with in-market depository institutions**
 A growing community trust company utilized our technology to create a partnership with a local community bank. That bank now benefits by receiving a stable wholesale source of deposits to help support and grow its funding book, while the trust company benefits by receiving new client referrals and estate planning business from the bank's customers.
- Rapid conversion from money market fund sweep process:**
 A small community bank needed to convert out of an existing money fund in an expedited manner. From verbal agreement to funding through IDP, they were live in less than thirty days, prior to year end.
- Expanded FDIC coverage for large cash balances:**
 A commercial bank with a trust department with a number of municipality clients with large cash balances needed an insured solution. With IDP, we provided them with access to expanded FDIC coverage for these balances up to \$10M in coverage.
- Full FDIC coverage where money funds are not an option:**
 A trust company needed to solve a problem whereby a number of their trust accounts were precluded from using money funds, or needed FDIC insurance per their trust document. They went live with IDP and have since expanded its use to address the needs of their clients.
- Dual value – fee revenue & client benefit:**
 A medium to large-sized trust company whose book of business consisted primarily of agency accounts is using IDP to provide its clients with access to expanded FDIC insurance on their funds and competitive rates, as well as providing the trust company with fee revenue.
- Maximize FDIC coverage across multiple affiliates:**
 A bank holding company with multiple FDIC charters needed a single solution to provide its affiliated banks with a consistent source of funding while providing access to millions of dollars in expanded FDIC coverage for their clients.
- Operational efficiency:**
 A trust firm needed an FDIC solution with an earlier settlement time to ease its operational burden and settlement requirements. IDP provided its clients with full daily liquidity along with access to expanded FDIC coverage and competitive rates.
- Support asset growth:**
 A trust company is using IDP to substantially grow its assets in new lines of business, such as escrow accounts.

R&T Deposit Solutions (R&T) and Total Bank Solutions (TBS) successfully completed a planned business combination in 2022. Together, the combined firm provides banks, credit unions, wealth managers and trust institutions with a comprehensive selection of products and services, designed to meet their unique cash sweep, deposit funding and securities-based lending needs.

Contact us today for a demonstration of the Insured Deposit sweep product:

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