Introducing Your New Wells Fargo Trust and Investment Statement

Your Account Information Simply Stated

We are pleased to introduce your new easy-to-read statement. It provides an overview of your account and a complete list of all assets, recent transactions and portfolio change information. It is organized to display summary information first with supporting details on subsequent pages. The statement also provides market commentary and several graphical analyses of your portfolio. This guide will familiarize you with the content and format of your statement. If you would like additional account information or clarification of any item in your statement, please contact your relationship manager.

Introductory Page

1 The introductory page includes your address, account name, account number and current total account value. A table of contents directs you to specific account information in the statement. Refer to the timely notices for updates on relevant account and service information. For your convenience, the names, emails and phone numbers of your relationship team are listed. Please notify them if you have any changes or updates.

Consolidated Account List

2 If you receive a consolidated statement, this section displays the account number, account name, previous balance, net change, current balance, cost basis and unrealized gain/loss for each account included in the statement.

Relationship Summary

3 The Relationship Summary shows the percentage of the total market value by account and is illustrated with a pie chart.
Consolidated Account Summary

4 If you receive a consolidated statement, this section displays the market value for each asset category held in every account within the consolidation.

Account Summary

5 This section categorizes the account assets and liabilities and provides current reporting period values for each category. For accounts that display accruals, the Accrued Income is listed after the Account Value. Account Value is the amount displayed as Ending Account Value on the following page.

6 The Asset Allocation section features a graph of each asset category’s percentage share of the total asset balance followed by a description of the investment objective for the account.

7 A brief Market Analysis, highlighting important economic and market events, is included on this page.

Account Activity

8 The Account Value Change displays the activity and change in value of your account since your last statement and for year-to-date.

9 The Realized Gain/Loss Summary captures the realized short and long-term gains and/or losses resulting from account activity for the statement period, as well as year-to-date reporting.

10 The Cash Summary identifies additions to and subtractions from your cash balance by type of activity. For accounts with separate portfolios for Principal and Income Cash, both are itemized.

11 The Income Summary reports the account’s taxable and tax-exempt income for the statement period, as well as year-to-date reporting. (For accounts with a single portfolio, this section is titled Cash Receipt Summary.)
12 **Asset Summary**

The **Asset Summary** categorizes the account holdings by asset type and provides period-ending balances, the percent of total assets, unrealized gains or losses, and estimated annual income for each asset type. Accrued income is listed if the account is set to show accruals. For accounts having separate Principal and Income portfolios, there is a summary of the total value in each at the end of the asset summary.

13 **Fixed Income Analysis**

The **Fixed Income Analysis** is presented when an account has more than one type of fixed income investment:

- **Fixed Income by Type** shows a quantitative and graphical display of fixed income investments by type.
- **Bond Maturity Schedule** categorizes and summarizes bonds held in the account by remaining years to maturity. Data is presented numerically and graphically.

14 **Equity Analysis**

The **Equity Analysis** is presented when an account has equity investments in more than one industry sector or at least one individual equity:

- **Industry Sector Analysis** presents a quantitative and graphical display of equities by industry sector type.
- **Largest Individual Equities** lists the 10 largest individual equity holdings in order of market value.
**Asset Detail**

15 **Asset Detail** displays the individual investments held at the end of the statement period by asset type. The asset categories and their totals are easily identified in bold print. The column headings change based on the investment category, including Quantity or Par Value, Price, Value Carried (if assets are not scheduled for month end pricing) or Market Value, Cost Basis, Unrealized Gain/Loss, Estimated Annual Income or Accrued Income (for accounts set to display accruals) and Current Yield or Yield to Maturity for bonds. If you receive a consolidated statement, the description of each asset will include the sub-account number in which the asset is held. For accounts holding liabilities, Liability Detail is listed just before the Total Account Value.

**Transaction Detail**

16 **Transaction Detail** is presented categorically by transaction type. Alternatively, you may request transactions be displayed chronologically by transaction date. Whether presented by transaction type or date, the detail includes the beginning and ending cash balances (for both Principal and Income portfolios as appropriate), the transaction description, the transaction amount and the cost basis (where appropriate). If you receive a consolidated statement, the description of each transaction will include the sub-account number in which the transaction occurred. The **Wells Fargo Bank Fees** are shown at the end of the Transaction Detail section for easy identification.

Please contact a member of your relationship team if you wish to change the type of transaction detail you receive.
REALIZED GAIN/LOSS DETAIL

<table>
<thead>
<tr>
<th>Date</th>
<th>Account Description</th>
<th>Cost Basis</th>
<th>Settle Date</th>
<th>Trade Date</th>
<th>ACCRUED INTEREST</th>
<th>AMOUNT</th>
</tr>
</thead>
</table>

Total this Period: $99,999,999,999.99

Disclosures
These disclosure messages appear within the statement to highlight information about a specific section of the statement.

Realized Gain/Loss Detail
17 Realized Gain/Loss Detail lists the short- and long-term realized gains or losses resulting from the transactions during the reporting period. The asset description for each sale includes the acquisition date and quantity of every individual lot sold within the transaction. If you receive a consolidated statement, the description of each sale will include the sub-account number in which the transaction occurred. (Realized Gain/Loss information is provided as a planning aid, but is not provided for tax preparation purposes.)

Unsettled Trades
18 Unsettled Trades reflects purchases and sales that have occurred, but will settle after the close of this reporting period. The quantity, amount and accrued interest details are provided for each unsettled trade.

Cash Sweep Activity Detail
19 You may request that your statement include detailed cash-sweep activity in addition to the summary information provided in the Transaction Detail section. This section lists every cash management transaction to (Purchase) or from (Sale) the designated sweep investment vehicle. Please contact a member of your relationship team if you wish to change the level of Cash Sweep Activity Detail you receive.

Common Trust Fund Cost Basis Adjustment Summary
20 This summary lists the beginning cost basis, the cost of additional units purchased and the cost of units sold during the period for each common trust fund held in the account. The cost basis adjustment may also include gains or losses taken when securities are sold within the common trust funds. The last column shows the ending cost basis.

Disclosure Messages
The final statement page contains important Disclosure information relevant to your account. Also note that some disclosure messages may appear within the statement to highlight information about a specific section of the statement. These messages are provided to assist you in understanding both the benefits and limitations of the account information contained in this statement.
Comprehensive planning and solutions to help you reach your financial goals

You have access to a team of experienced professionals to help you identify your objectives and tolerance for risk, monitor and measure your progress, and provide ongoing guidance.

Your dedicated relationship manager can bring together a team of people from a variety of financial disciplines at convenient locations across the country to assist you with:

- Investments
- Trust
- Banking
- Wealth Planning
- Insurance

Please contact your relationship manager to discuss the best solutions for meeting your short and long-term objectives.