
TOWNE BANK

2011 Annual Report

TowneBank
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TOWNEBANK

BUSINESS PROFILE AND CORPORATE MISSION STATEMENT

BUSINESS PROFILE

TowneBank was organized in 1998 under the laws of the Commonwealth of Virginia to engage in a general retail and commercial banking business and began operations on April 8, 1999. We place special emphasis on serving the financial needs of small- and medium-size businesses, professionals, and individuals in the Greater Hampton Roads region in southeastern Virginia and northeastern North Carolina. We offer a full range of banking and related financial services through our controlled divisions and subsidiaries that include TowneBank Investment Corporation; Towne Investments, LLC; Towne Insurance Agency, Inc. (“Towne Insurance”); TowneBank Commercial Mortgage, LLC; TFA Benefits; Out of Town, LLC, d/b/a Red Sky Travel Insurance (“Red Sky”); Towne Mortgage, LLC; NewTowne Mortgage, LLC; Towne Mortgage of the Carolinas, LLC; Corolla Classic Vacations, LLC (“Corolla”); Towne 1031 Exchange, LLC; Towne New Markets CDE, Inc.; and Prudential Towne Realty (“PTR”), which includes Lawyers Escrow and Title, LLC, d/b/a Virginia Home Title and Settlements (“Virginia Home Title”); Towne Investment Group, which provides investment and asset management services; and TowneBank Mortgage, which originates mortgage loans and sells them to investors on the national secondary market. Effective December 3, 2010, we acquired the six banking offices of The Bank of Currituck, including all deposit accounts and selected assets. The former Bank of Currituck was reopened as a member of TowneBank’s Hometown Banking Group under the name of TowneBank of Currituck serving Moyock, Grandy, Camden, Southern Shores, Corolla, and Kill Devil Hills, North Carolina. The acquisition allows us to expand our style of hometown banking into northeastern North Carolina and fits into our strategic goal of serving those communities within the reach of the Greater Hampton Roads media market stretching from Williamsburg to the Outer Banks.

Since our inception, we have expanded our financial services to include banking, real estate, mortgage, title, insurance, employee benefit services, and investments. We have three reportable segments: Banking, Realty, and Insurance. Our Banking segment provides loan and deposit services to retail and commercial customers. The Realty segment offers residential real estate services, mortgage loans, and residential and commercial title insurance. Commercial and retail insurance and employee benefit services are provided through our Insurance segment.

CORPORATE MISSION STATEMENT

TowneBank will be a relationship and friendship-driven local bank focused on basic human values that will serve to create a warm sense of belonging and financial well-being among our family of members.

We will offer a competitive array of business and personal financial services, delivered only with the highest ethical standards. Our commitment to exquisite service for our members will lead to our ability to create a reasonable rate of return for our shareholders, a bright future for our dedicated bankers, and a leadership role for our bank in promoting the social, cultural, and economic well-being of our community.

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SELECTED FINANCIAL HIGHLIGHTS

Period Ended December 31,	2011	2010	2011/2010	
<i>(Dollars in thousands, except per share data)</i>			Increase/(Decrease)	
Results of Operations:				
Net interest income	\$ 136,222	\$ 122,635	\$ 13,587	11.08%
Noninterest income (1)	64,052	60,089	3,963	6.60%
Noninterest expenses	144,820	122,745	22,075	17.98%
Provision for loan losses	13,602	22,565	(8,963)	(39.72%)
Net income	33,321	30,276	3,045	10.06%
Net income per common share - basic	0.79	0.74	0.05	6.76%
Net income per common share - diluted	0.79	0.73	0.06	8.22%
Period End Data:				
Total assets	\$ 4,081,770	\$ 3,871,018	\$ 210,752	5.44%
Total assets - tangible	3,966,832	3,762,072	204,760	5.44%
Earning assets (2)	3,712,187	3,537,322	174,865	4.94%
Loans (net of unearned income and deferred costs)	2,793,193	2,731,352	61,841	2.26%
Allowance for loan losses	39,740	38,660	1,080	2.79%
Goodwill and other intangibles	114,938	108,946	5,992	5.50%
Noninterest-bearing deposits	839,211	706,040	133,171	18.86%
Interest-bearing deposits	2,351,576	2,248,474	103,102	4.59%
Total deposits	3,190,787	2,954,514	236,273	8.00%
Equity	520,489	499,512	20,977	4.20%
Equity - tangible	405,551	390,566	14,985	3.84%
Book value per share	13.03	12.46	0.57	4.57%
Book value per share - tangible	9.08	8.69	0.39	4.49%
Cash dividends declared per share	0.32	0.32	-	-
Daily Average Balances:				
Total assets	\$ 3,990,783	\$ 3,721,155	\$ 269,628	7.25%
Total assets - tangible	3,877,103	3,622,944	254,159	7.02%
Earning assets (2)	3,604,641	3,392,093	212,548	6.27%
Loans (net of unearned income)	2,678,004	2,587,287	90,717	3.51%
Allowance for loan losses	40,928	35,158	5,770	16.41%
Goodwill and other intangibles	113,680	98,211	15,469	15.75%
Noninterest-bearing deposits	781,992	649,840	132,152	20.34%
Interest-bearing deposits	2,308,099	2,101,692	206,407	9.82%
Total deposits	3,090,091	2,751,532	338,559	12.30%
Total equity	511,724	490,572	21,152	4.31%
Total equity - tangible	398,045	392,361	5,684	1.45%
Key Ratios:				
Return on average assets	0.83%	0.81%	0.02%	2.47%
Return on average tangible assets	0.86%	0.84%	0.02%	2.38%
Return on average equity	6.51%	6.17%	0.34%	5.51%
Return on average tangible equity	8.37%	7.72%	0.65%	8.42%
Net interest margin (2)(3)	3.94%	3.76%	0.18%	4.79%
Efficiency ratio (1)	72.31%	67.18%	5.13%	7.64%
Average earning assets/total average assets	90.32%	91.16%	(0.84%)	(0.92%)
Average loans/average deposits	86.66%	94.03%	(7.37%)	(7.84%)
Average noninterest deposits/total average deposits	25.31%	23.62%	1.69%	7.15%
Allowance for loan losses/period end loans	1.42%	1.42%	-	-
Period end equity/period end total assets	12.75%	12.90%	(0.15%)	(1.16%)

Notes:

- (1) Excludes investment securities gains of \$3.68 million in 2011 and \$5.96 million in 2010.
- (2) Includes bank-owned life insurance.
- (3) Presented on a tax-equivalent basis.

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SELECTED FINANCIAL HIGHLIGHTS

Period Ended December 31,	2009	2008	2007
<i>(Dollars in thousands, except per share data)</i>			
Results of Operations:			
Net interest income	\$ 100,343	\$ 87,127	\$ 85,499
Noninterest income (1)	51,589	40,907	36,752
Provision for loan losses	12,891	7,022	2,743
Net income	26,759	23,894	23,259
Net income per common share - basic	0.67	0.93	0.98
Net income per common share - diluted	0.66	0.89	0.92
Period End Data:			
Total assets	\$ 3,606,451	\$ 3,133,578	\$ 2,501,078
Total assets - tangible	3,506,514	3,061,545	2,433,009
Earning assets (2)	3,295,462	2,911,658	2,317,709
Loans (net of unearned income and deferred costs)	2,565,910	2,350,186	1,829,456
Allowance for loan losses	33,793	27,503	21,323
Goodwill and other intangibles	99,937	72,033	68,069
Noninterest-bearing deposits	572,228	475,290	439,122
Interest-bearing deposits	1,989,474	1,763,378	1,395,224
Total deposits	2,561,702	2,238,668	1,834,346
Shareholders' equity	464,321	419,763	256,856
Shareholders' equity - tangible	364,384	347,730	188,787
Book value per share	11.87	11.74	10.66
Book value per share - tangible	8.23	8.81	7.83
Cash dividends declared per share	0.32	0.32	0.32
Daily Average Balances:			
Total assets	\$ 3,432,368	\$ 2,778,722	\$ 2,387,258
Total assets - tangible	3,350,603	2,706,140	2,321,193
Earning assets (2)	3,190,132	2,541,753	2,192,419
Loans (net of unearned income)	2,440,060	2,059,351	1,741,441
Allowance for loan losses	28,841	23,745	20,401
Goodwill and other intangibles	81,764	72,582	66,064
Noninterest-bearing deposits	566,435	484,735	453,799
Interest-bearing deposits	1,953,497	1,537,759	1,325,619
Total deposits	2,519,931	2,022,494	1,779,418
Shareholders' equity	437,556	296,749	242,186
Shareholders' equity - tangible	355,792	224,167	176,122
Key Ratios:			
Return on average assets	0.78%	0.86%	0.97%
Return on average tangible assets	0.80%	0.88%	1.00%
Return on average equity	6.12%	8.05%	9.60%
Return on average tangible equity	7.52%	10.66%	13.21%
Net interest margin (2)(3)	3.29%	3.60%	3.99%
Efficiency ratio (1)	73.58%	71.28%	69.94%
Average earning assets/total average assets	92.94%	91.47%	91.84%
Average loans/average deposits	96.79%	101.82%	97.87%
Average noninterest deposits/total average deposits	22.48%	23.97%	25.50%
Allowance for loan losses/period end loans	1.32%	1.17%	1.17%
Period end equity/period end total assets	12.87%	13.39%	10.27%

Notes:

- (1) Excludes investment securities gains of \$11.15 million, \$2.96 million, and \$70,000 in 2009, 2008, and 2007, respectively.
(2) Includes bank-owned life insurance.
(3) Presented on a tax-equivalent basis.

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MANAGEMENT'S DISCUSSION AND ANALYSIS

OVERVIEW

TowneBank (“Company,” “we,” “us”) is a retail and commercial banking business serving the Greater Hampton Roads area and northeastern North Carolina. We place special emphasis on serving the financial needs of small- and medium-size businesses, professionals, and individuals in our geographic footprint. We offer a full range of banking and related financial services through our controlled divisions and subsidiaries.

Since our inception, we have expanded our financial services to include banking, real estate, mortgage, title, insurance, employee benefit services, and investments. We have three reportable segments: Banking, Realty, and Insurance. Our Banking segment provides loan and deposit services to retail and commercial customers. The Realty segment offers residential real estate services, mortgage loans, and residential and commercial title insurance. Commercial and retail insurance and employee benefit services are provided through our Insurance segment.

The following is a summary of the Company’s 2011 financial performance:

- Net income increased to \$33.32 million compared with \$30.28 million in 2010. Net income available to common shareholders for 2011 was \$22.89 million after accretion and preferred dividend payments of \$10.43 million. Net income for the year ended December 31, 2011, includes the correction to the prior period overstatements of income attributable to noncontrolling interests, as discussed in Footnote 1 of the Notes to Consolidated Financial Statements. Fully diluted earnings rose to \$0.79 per common share as compared to \$0.73 per common share in 2010. Net income available to common shareholders in 2011 was reduced by the impact of the \$1.86 million acceleration of the discount on the repurchased Fixed Rate Non-Cumulative Perpetual Preferred Stock, Series B (“Series B Preferred Stock”).
- Net interest income increased \$13.59 million, or 11.08%, primarily due to the growth in earning assets related to the Bank of Currituck transaction in December of 2010 and the positive effect from the repricing of interest-bearing liabilities.
- The provision for loan losses decreased \$8.96 million, or 39.72%, from 2010. The decrease was driven by a decrease in net charge-offs, and the stabilization of credit metrics and underlying loss trends as compared to the prior year. The loan loss reserve was 1.42% of loans at December 31, 2011, unchanged from 1.42% at year-end 2010.
- Excluding gains on securities available for sale, noninterest income increased by \$3.96 million, or 6.60%, over 2010. This increase was driven by continued growth in our Insurance segment, primarily due to our acquisitions of W. T. Chapin, Inc. (“Chapin”) on January 14, 2011, and Stanton Taylor Agency, Inc. (“Stan Taylor”) on October 3, 2011. The increase was partially offset by lower residential mortgage brokerage income as mortgage refinancing activity declined.
- Noninterest expense increased \$22.08 million, or 17.98%, compared to 2010. The increase was driven by acquisitions and expansions primarily in our Insurance and Real Estate segments, which led to higher personnel costs and occupancy expenses. Also contributing to the increase was an uptick in expenses related to foreclosed properties.
- The effective tax rate decreased to 27.64% in 2011 compared to 29.15% in 2010. The decrease was primarily a result of increased federal tax credits from community reinvestment activity and increased income from qualified tax-exempt municipal obligations.

2011 ACQUISITIONS

Effective January 14, 2011, TowneBank acquired Chapin, an independent insurance agency that is affiliated with Towne Insurance. The purchase price was \$4.21 million in cash and stock.

Effective October 3, 2011, the Company acquired Stan Taylor, an insurance agency that is affiliated with Towne Insurance. The purchase price was \$2.70 million in cash and stock.

Effective November 1, 2011, TowneBank acquired Benchmark Mortgage, Inc. ("Benchmark"), an independent mortgage business that was merged with the operations of TowneBank Mortgage, a division of TowneBank's Realty segment. The purchase price was \$385,000 in cash.

CRITICAL ACCOUNTING POLICIES

The preparation of financial statements and related disclosures in conformity with accounting principles generally accepted in the United States of America ("GAAP") requires management to make judgments, assumptions, and estimates in certain circumstances that affect amounts reported in the consolidated financial statements and the accompanying footnotes. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from management's current judgments. We consider our policies for the allowance for loan losses, deferred income taxes, estimates of fair value, and goodwill and intangibles to be critical accounting policies.

Allowance for Loan Losses: The allowance for loan losses is established through charges to earnings in the form of a provision for loan losses. Increases and decreases in the allowance due to changes in the measurement of impaired loans, if applicable, are included in the provision for loan losses. We periodically evaluate the adequacy of the allowance for loan losses in order to maintain the allowance at a level that is sufficient to absorb probable credit losses. The amount of allowance is based on management's evaluation of the collectability of the loan portfolio, including the nature of the loan portfolio, credit concentrations, trends in historical loss experience, specific impaired loans, and external influences such as changes in economic conditions.

In addition, various regulatory agencies, as an integral part of their examination process, periodically review our allowance for loan losses. Such agencies may require us to recognize additions to the allowance based on their judgments of information available to them at the time of their examination. Although management believes that we use the best information available to evaluate the adequacy of the allowance, unknown market or borrower circumstances could result in adjustments and net earnings being significantly affected if conditions differ substantially from the assumptions used by management in determining the adequacy of the allowance.

Other Real Estate Owned: Other real estate owned ("OREO"), which is included in other assets on the balance sheet, consists primarily of commercial and residential real estate that has been obtained in partial or full satisfaction of loan obligations. OREO is carried at the fair value of the property, less estimated selling costs, with any difference between the fair value of the property, less estimated selling costs, and the carrying value of the loan recorded through a charge to the allowance for loan losses. Subsequent write-downs required for declines in value are recorded through a valuation allowance, or taken directly to the asset, charged to other noninterest expense.

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MANAGEMENT'S DISCUSSION AND ANALYSIS

Deferred Income Taxes: Deferred tax assets and liabilities are recognized for future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets, including tax loss and credit carry-forwards, and deferred tax liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. Deferred income tax expense (benefit) represents the change during the period in the deferred tax assets and deferred tax liabilities.

We use the asset and liability method in accounting for income taxes. This method recognizes the amount of taxes payable or refundable for the current year and recognizes deferred tax liabilities and assets for the expected future tax consequences of events and transactions that have been recognized in our financial statements or tax returns.

Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Realization of the deferred income tax asset is dependent on generating sufficient taxable income in future years, and, as such, material changes could impact our financial condition and results of operations.

Estimates of Fair Value of Financial Instruments: The estimation of fair value is significant to certain assets, including loans held for sale, available-for-sale securities, and on-balance-sheet commitments to originate loans held for sale. These assets and liabilities are recorded either at fair value or at the lower of cost or fair value, as applicable. The fair values of loans held for sale are based on commitments on hand from investors or, if commitments have not yet been obtained, prevailing market rates. The fair values of available-for-sale securities are based on published market prices or dealer quotes. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities. The fair values of commitments to originate loans held for sale are based on fees currently charged to enter into similar agreements and, for fixed-rate commitments, also consider the difference between current levels of interest rates and committed rates.

Fair values can be volatile and may be influenced by a number of factors, including market interest rates, prepayment speeds, discount rates, and market conditions. Since these factors can change significantly and rapidly, fair values are difficult to predict and subject to material changes that could impact our financial condition and results of operations.

Goodwill and Other Intangibles: We record all assets and liabilities acquired in purchase acquisitions, including goodwill, intangibles with indefinite lives, and other intangibles, at fair value as required by Accounting Standards Codification ("ASC") 805, *Business Acquisitions*. The initial recording of goodwill and other intangibles requires subjective decisions concerning estimates of the fair value of the acquired assets and liabilities.

Goodwill is reviewed for potential impairment at the reporting unit level (one level below the business segments identified on pages 14-18) on an annual basis, or more often if events or circumstances indicate there may be impairment. Testing is conducted in two steps: identifying the potential impairment and then, if necessary, identifying the amount of impairment. The first step compares the fair value of the reporting unit to its carrying amount. If the fair value is less than the carrying amount, a second test is conducted by comparing the implied fair value of reporting unit goodwill with the carrying amount of that goodwill. If the carrying amount exceeds the implied fair value, an impairment loss is recognized in an amount equal to that excess.

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Other identifiable intangible assets are evaluated for impairment if events or changes in circumstances indicate a possible impairment. Such evaluation is based on undiscounted cash flow projections, which may extend far into the future and, by their nature, are difficult to determine over an extended timeframe. Fair value may be influenced by market prices, comparison to similar assets, market multiples, discounted cash flow analysis, and other determinants. Factors that may significantly affect the estimates include, among others, competitive forces, customer behaviors and attrition, changes in revenue growth trends, cost structures and technology, changes in discount rates, and specific industry or market sector conditions. Other key judgments in accounting for intangibles include useful life and classification between goodwill and intangibles with indefinite lives or other intangibles that require amortization.

ANALYSIS OF RESULTS OF OPERATIONS

Consolidated Performance Summary

Results of Operations: We reported net income for the years ended December 31, 2011, 2010, and 2009 of \$33.32 million, \$30.28 million, and \$26.76 million, respectively. Diluted earnings per share were \$0.79, \$0.73, and \$0.66 for the years ended December 31, 2011, 2010, and 2009, respectively. Earnings per share were impacted in 2011 by the acceleration of the discount on the repurchased Series B Preferred Stock, which reduced net income available to common shareholders by \$1.86 million.

Profitability, as measured by our return on average assets ("ROA") was 0.83%, 0.81%, and 0.78% for the years ended December 31, 2011, 2010, and 2009, respectively. Return on average tangible assets was 0.86%, 0.84%, and 0.80% for the same respective periods. ROA was positively affected by the decrease in the provision for loans losses, the increase in margin primarily resulted from the repricing of interest-bearing liabilities and was also affected by the increase in average assets.

Return on average equity ("ROE") was 6.51%, 6.17%, and 6.12% for years ended December 31, 2011, 2010, and 2009, respectively; while return on average tangible equity was 8.37%, 7.72%, and 7.52% for the same respective years. ROE was impacted by the 10.06% increase in TowneBank's net income from 2010 as compared to the 4.31% increase in average equity.

Our operating income, calculated as net interest income and noninterest income less gains on available-for-sale ("AFS") securities, was \$200.27 million for the year ended December 31, 2011, compared to \$182.72 million and \$151.93 million for 2010 and 2009, respectively.

Net Interest Income: Net interest income, the major source of our earnings, is the income generated by interest-earning assets reduced by the total interest cost of the funds incurred to carry them. It is impacted by market interest rates and the mix and volume of earning assets and interest-bearing liabilities. The yields and rates in this discussion and in the following tables include income from bank-owned life insurance ("BOLI"), a non-GAAP measure, and have been computed based upon interest income and expense adjusted to a fully taxable equivalent basis using a 35% federal marginal tax rate for all periods shown.

Our balance sheet is currently in an asset-sensitive balance sheet position, meaning that earning assets generally reprice more quickly than interest-bearing liabilities. Therefore, our net interest margin is likely to increase in sustained periods of rising interest rates and decrease in sustained periods of declining interest rates. If we were in a liability-sensitive balance sheet position, which implies that liabilities, such as deposits, will reprice more quickly than assets; net interest margin could be negatively affected in an increasing interest rate environment and positively affected in a decreasing rate environment. We are primarily funded by core deposits, with noninterest-bearing demand deposits historically being a significant source of funds. This

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MANAGEMENT'S DISCUSSION AND ANALYSIS

lower-cost funding base is expected to have a positive impact on the Company's net interest income and net interest margin in a rising interest rate environment. We currently believe it is likely the federal funds rate and the prime interest rate will remain at the current, historically-low levels for the foreseeable future; however, there can be no assurance to that effect or as to the magnitude of any change in market interest rates should a change occur, as such changes are dependent upon a variety of factors that are beyond our control, including the impact of the Dodd-Frank Wall Street Reform and Consumer Protection Act.

Net interest income, on a tax-equivalent basis, was \$142.15 million for the year ended December 31, 2011, which was \$14.56 million, or 11.41%, above the \$127.59 million reported in the previous year. In comparison to the prior year, net interest income improved primarily as a result of lower funding costs and the positive impact of the growth in earning assets due to the Bank of Currituck transaction. Average earning assets for 2011 increased \$212.55 million, or 6.27%, compared to the same period in 2010.

Interest income, on a tax-equivalent basis, was \$178.40 million for the year ended December 31, 2011, which was \$4.25 million, or 2.44%, more than \$174.15 million for the year ending December 31, 2010. Average earning assets grew to \$3.60 billion in 2011 from \$3.39 billion in 2010. The yield on earning assets was 4.95% in the year ended December 31, 2011, which compared to 5.13% in the prior year. Average loan balances, net of unearned income and excluding nonaccrual loans, were \$2.68 billion, which was \$90.72 million, or 3.51%, higher in 2011 than in 2010, while loan yields were higher by one basis point year over year. Compared to the prior year, interest income improved primarily due to an increase in the average balance of inherently lower-yielding interest-bearing deposits in other financial institutions.

Interest expense, for the year ended December 31, 2011, was down \$10.31 million, or 22.14%, at \$36.25 million compared to \$46.56 million for the year ended December 31, 2010. The balance of average interest-bearing liabilities increased to \$2.64 billion in 2011 from \$2.52 billion in 2010, an increase of 4.72%. The higher balance was offset by a drop in the average rate paid from 1.84% in 2010 to 1.37% in 2011. The decline was driven by repricing opportunities in certificates of deposit and payoffs of borrowings, which offset the effects of deposit balance growth.

Net interest margin, which is net interest income expressed as a percentage of average earning assets, was 3.94% in the year ended December 31, 2011, which was 18 basis points higher than the 3.76% a year ago. The improvement was driven by the decline in the cost of interest-bearing liabilities. Net interest margin will be impacted by future changes in short-term and long-term interest rate levels, as well as the impact from the competitive environment.

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MANAGEMENT'S DISCUSSION AND ANALYSIS

The purpose of volume and rate analysis is to describe the impact on interest income resulting from changes in average balances and average interest rates from those in effect during the previous year. The following tables include average balances, interest income and expense, average yields and costs, and volume and rate analysis (dollars in thousands):

	Year Ended December 31,								
	2011			2010			2009		
	Average Balance	Interest Income/Expense	Average Yield/Rate (1)	Average Balance	Interest Income/Expense	Average Yield/Rate (1)	Average Balance	Interest Income/Expense	Average Yield/Rate (1)
Assets:									
Loans (net of unearned income and deferred costs), excluding nonaccrual loans (2)	\$ 2,678,004	\$ 154,015	5.75%	\$ 2,587,287	\$ 148,500	5.74%	\$ 2,440,060	\$ 139,882	5.73%
Taxable investment securities	360,288	10,135	2.81%	451,540	12,305	2.73%	392,403	13,966	3.56%
Tax-exempt investment securities	146,556	7,214	4.92%	115,237	6,144	5.33%	107,943	5,741	5.32%
Interest-bearing deposits	313,950	802	0.26%	107,307	298	0.28%	153,328	403	0.26%
Mortgage loans held for sale	52,734	2,267	4.30%	83,015	3,617	4.36%	58,694	2,565	4.37%
Bank-owned life insurance	53,109	3,963	7.46%	47,707	3,285	6.88%	44,810	3,251	7.26%
Total earning assets	<u>3,604,641</u>	<u>178,396</u>	<u>4.95%</u>	<u>3,392,093</u>	<u>174,149</u>	<u>5.13%</u>	<u>3,197,238</u>	<u>165,808</u>	<u>5.19%</u>
Less: allowance for loan losses	(40,928)			(35,158)			(28,841)		
Total nonearning assets	<u>427,070</u>			<u>364,220</u>			<u>263,971</u>		
Total assets	<u>\$ 3,990,783</u>			<u>\$ 3,721,155</u>			<u>\$ 3,432,368</u>		
Liabilities and Equity:									
Interest-bearing deposits									
Demand and money market	\$ 880,169	\$ 4,944	0.56%	\$ 613,746	\$ 3,074	0.50%	\$ 509,654	\$ 2,860	0.56%
Savings	163,905	1,173	0.72%	89,954	667	0.74%	64,057	610	0.95%
Certificates of deposit	<u>1,264,025</u>	<u>16,236</u>	<u>1.28%</u>	<u>1,397,992</u>	<u>26,383</u>	<u>1.89%</u>	<u>1,379,786</u>	<u>39,107</u>	<u>2.83%</u>
Total interest-bearing deposits	<u>2,308,099</u>	<u>22,353</u>	<u>0.97%</u>	<u>2,101,692</u>	<u>30,124</u>	<u>1.43%</u>	<u>1,953,497</u>	<u>42,577</u>	<u>2.18%</u>
FHLB advances and repurchase agreements	321,682	12,746	3.96%	393,360	14,214	3.61%	394,289	15,672	3.97%
Convertible subordinated capital debentures	<u>13,792</u>	<u>1,152</u>	<u>8.35%</u>	<u>29,311</u>	<u>2,222</u>	<u>7.58%</u>	<u>42,920</u>	<u>2,489</u>	<u>5.80%</u>
Total interest-bearing liabilities	<u>2,643,573</u>	<u>36,251</u>	<u>1.37%</u>	<u>2,524,363</u>	<u>46,560</u>	<u>1.84%</u>	<u>2,390,706</u>	<u>60,738</u>	<u>2.54%</u>
Noninterest-bearing liabilities									
Demand deposits	781,992			649,840			566,434		
Other noninterest-bearing liabilities	<u>53,494</u>			<u>56,380</u>			<u>37,672</u>		
Total liabilities	<u>3,479,059</u>			<u>3,230,583</u>			<u>2,994,812</u>		
Shareholders' equity	<u>511,724</u>			<u>490,572</u>			<u>437,556</u>		
Total liabilities and equity	<u>\$ 3,990,783</u>			<u>\$ 3,721,155</u>			<u>\$ 3,432,368</u>		
Net interest income (tax-equivalent basis)		\$ 142,145			\$ 127,589			\$ 105,070	
Reconciliation of Non-GAAP Financial Measures									
Bank-owned life insurance		(3,963)			(3,285)			(3,251)	
Tax-equivalent basis adjustment		<u>(1,960)</u>			<u>(1,669)</u>			<u>(1,476)</u>	
Net interest income (GAAP)		<u>\$ 136,222</u>			<u>\$ 122,635</u>			<u>\$ 100,343</u>	
Interest rate spread (3)			3.58%			3.29%			2.65%
Interest expense as a percent of average earning assets			1.01%			1.38%			1.90%
Net interest margin (tax-equivalent basis) (4)			3.94%			3.76%			3.29%
Total cost of deposits			0.72%			1.09%			1.69%

(1) Yields and interest income are presented on a taxable-equivalent basis using the federal statutory tax rate of 35%.

(2) Excludes average nonaccrual loans of \$64.39 million in 2011, \$46.15 million in 2010, and \$18.31 million in 2009.

(3) Interest rate spread is the average yield earned on earning assets less the average rate paid on interest-bearing liabilities.

(4) Net interest margin is net interest income expressed as a percentage of average earning assets.

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(in thousands)	2011 vs 2010 Increase (Decrease)			2010 vs 2009 Increase (Decrease)		
	Due to Changes In			Due to Changes In		
	Volume	Rate (1)	Total	Volume	Rate (1)	Total
Assets:						
Loans (net of unearned income and deferred costs), excluding nonaccrual loans	\$ 5,217	\$ 298	\$ 5,515	\$ 8,450	\$ 168	\$ 8,618
Taxable investment securities	(2,556)	386	(2,170)	1,912	(3,573)	(1,661)
Tax-exempt investment securities	1,570	(500)	1,070	389	14	403
Interest-bearing deposits	529	(25)	504	(127)	22	(105)
Loans held for sale	(1,302)	(48)	(1,350)	1,060	(8)	1,052
Bank-owned life insurance	390	288	678	207	(173)	34
Total earning assets	3,848	399	4,247	11,891	(3,550)	8,341
Liabilities and Equity:						
Interest-bearing deposits:						
Demand and money market accounts	1,461	409	1,870	543	(329)	214
Savings	530	(24)	506	212	(155)	57
Certificates of deposit	(2,342)	(7,805)	(10,147)	509	(13,233)	(12,724)
Total interest-bearing deposits	(351)	(7,420)	(7,771)	1,264	(13,717)	(12,453)
FHLB advances and repurchase agreements	(2,754)	1,286	(1,468)	(37)	(1,421)	(1,458)
Convertible subordinated capital debentures	(1,276)	206	(1,070)	(912)	645	(267)
Total interest-bearing liabilities	(4,381)	(5,928)	(10,309)	315	(14,493)	(14,178)
Net interest income (tax equivalent basis)	\$ 8,229	\$ 6,327	\$ 14,556	\$ 11,576	\$ 10,943	\$ 22,519

(1) Variances caused by the change in rate times the change in balances are allocated to rate.

Provision for Loan Losses: The provision for loan losses is charged against earnings in order to establish and maintain the allowance for loan losses at a level that reflects management's evaluation of the risk inherent in the portfolio. Management considers continuing assessments of nonperforming and "watch list" loans, analytical reviews of loan loss experience in relation to outstanding loans, and management's judgment with respect to current and expected economic conditions and their impact on the existing loan portfolio. The provisions for loan losses recorded in 2011, 2010, and 2009 were \$13.60 million, \$22.57 million, and \$12.89 million, respectively. Net charge-offs were \$12.52 million, \$17.70 million, and \$6.60 million for 2011, 2010, and 2009, respectively. The decrease in the provision for loan losses from 2010 was driven by the decrease in net charge-offs, and the stabilization of credit metrics and underlying loss trends as compared to the prior year. The allowance for loan losses as a percentage of period-end loans was 1.42% at December 31, 2011 and 2010. For further discussion and analysis of the loan portfolio and the allowance for loan losses, see the "Analysis of Financial Condition" section found later in this report. Also, see Note 4 "Loans and Allowance for Loan Losses" in the Notes to Consolidated Financial Statements.

Noninterest Income: Total noninterest income for the year ended December 31, 2011, was \$67.73 million, or \$1.68 million and 2.55% higher than 2010. Excluding gains and losses on available-for-sale securities, total noninterest income increased by \$3.96 million, or 6.59%, over 2010. Total noninterest income for the year ended December 31, 2010, was \$66.05 million, representing a \$3.31 million, or 5.28%, increase from 2009. Excluding gains and losses on available-for-sale securities, total noninterest income increased by \$8.50 million, or 16.48%, over 2009. Included in noninterest income were gains on securities available for sale of \$3.68 million in 2011, \$5.96 million in 2010, and \$11.15 million in 2009. Noninterest income,

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excluding securities gains or losses, for the year ended December 31, 2011, was 31.98% of total operating income, compared with 32.89% for 2010 and 33.96% for 2009.

The following table provides an analysis of noninterest income (dollars in thousands):

For the Year Ended December 31,	2011	2010	2009	2011/2010		2010/2009	
				Increase/(Decrease)		Increase/(Decrease)	
				Amount	%	Amount	%
Residential mortgage brokerage income, net	\$ 12,642	\$ 12,998	\$ 11,910	\$ (356)	(2.74%)	\$ 1,088	9.14%
Real estate brokerage and property management income, net	11,496	11,155	11,725	341	3.06%	(570)	(4.86%)
Insurance commissions and other title fees and income, net	22,546	20,189	13,418	2,357	11.67%	6,771	50.46%
Service charges on deposit accounts	7,211	6,556	6,342	655	9.99%	214	3.37%
Credit card merchant fees	2,828	2,261	1,823	567	25.08%	438	24.03%
Other income							
Other	1,689	1,718	1,608	(29)	(1.69%)	110	6.84%
Towne Investment income, net	1,608	1,342	1,132	266	19.82%	210	18.55%
Bank-owned life insurance income	2,576	2,157	2,113	419	19.43%	44	2.08%
Service fees on loans	778	813	683	(35)	(4.31%)	130	19.03%
Towne Mortgage LLC income, net	410	703	631	(293)	(41.68%)	72	11.41%
Commercial mortgage brokerage fees, net	268	148	170	120	81.08%	(22)	(12.94%)
Other real estate income	-	49	34	(49)	(100.00%)	15	44.12%
Total other income	7,329	6,930	6,371	399	5.75%	559	8.77%
Noninterest income before securities gain/(loss)	64,052	60,089	51,589	3,963	6.60%	8,500	16.48%
Gain/(loss) on securities available for sale	3,681	5,961	11,149	(2,280)	(38.25%)	(5,188)	(46.53%)
Total noninterest income	\$ 67,733	\$ 66,050	\$ 62,738	\$ 1,683	2.55%	\$ 3,312	5.28%

For the year ended December 31, 2011, residential mortgage brokerage income, net of commission expense, was \$12.64 million, reflecting a decrease of \$356,000, or 2.74%, compared to 2010, which was \$1.09 million, or 9.14%, higher than 2009. The decrease in net mortgage brokerage income in 2011 is attributable to the continued softness in the housing market, which is highly correlated to mortgage brokerage income. Additionally, while mortgage interest rates were affected by a slight decrease in long-term interest rates during the year, a significant upturn in rates is not anticipated in the near-term. These factors contributed to a lower volume in purchase and refinancing transactions and the corresponding decrease in net mortgage brokerage income from the prior year. The increase in net mortgage brokerage income in 2010 from 2009 was primarily due to the higher volume in purchase transactions, which increased 12.96%. For further information, refer to our discussion of the Realty segment on page 15 of this Annual Report, which provides a comparative schedule of operations.

Real estate brokerage and property management income, net of commission expense, for the year ended December 31, 2011, was \$11.50 million, an increase of \$341,000, or 3.06%, from 2010, which was \$570,000, or 4.86%, less than 2009. The increase from the prior year is primarily attributable to an increase in net property management fee income, which was partially offset by a slight decrease in real estate brokerage income resulting from an increase in commission expenses. The increase in commission expenses corresponded with an increase in the total volume of units sold of \$10.25 million, or 1.25%, and a higher number of units sold, which increased by 189 or 6.56%. The decrease in 2010 from 2009 was attributable to the continued softness in the residential real estate market to revenue from the business combination that resulted in the formation of Prudential Towne Realty in January 2009.

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For the year ended December 31, 2011, insurance commissions and other title income, net of commission expense, was \$22.55 million, which was \$2.36 million, or 11.67%, higher than comparative 2010. The increase from the prior year was largely due to an increase in property and casualty insurance commissions, related to the acquisitions of Chapin, effective January 14, 2011, and Stan Taylor, effective October 3, 2011, which contributed commission income of \$2.03 million and \$270,000, respectively. The year ended December 31, 2011, included contingency income from property and casualty insurance of \$1.65 million compared to \$1.75 million and \$752,000 for 2010 and 2009, respectively. When compared to 2009, insurance commissions for the year ended December 31, 2010, were \$6.24 million, or 47.02%, higher, largely due to the acquisition of Taylor Johnson Insurance Group ("Taylor Johnson") on December 31, 2009.

Service charges on deposit accounts were \$7.21 million for 2011, compared with \$6.56 million and \$6.34 million for 2010 and 2009, respectively. The increase reflects the 12.30% increase in average deposits over the year ended December 31, 2010.

For the year ended December 31, 2011, credit card merchant fees totaled \$2.83 million, which was \$567,000, or 25.08%, above comparative 2010, which was \$438,000, or 24.03%, more than 2009.

Other noninterest income for the year ended December 31, 2011, was \$7.33 million and included income generated by Towne Investment Group, net of commission expense, compared with \$6.93 million for the year ended December 31, 2010, and \$6.37 million for the year ended December 31, 2009.

Noninterest Expense: Total noninterest expense for 2011 was \$144.82 million, which was \$22.07 million and 17.98% higher than 2010. The primary components of 2011 noninterest expense were salaries and employee benefits of \$79.56 million, occupancy expenses of \$13.88 million, furniture and equipment expenses of \$5.81 million, Federal Deposit Insurance Corporation ("FDIC") and other insurance expenses of \$4.25 million, foreclosed property expenses of \$5.82 million, and professional fees of \$4.18 million. In comparison to 2010, a significant portion of the increase in total noninterest expense is due to the December 3, 2010, acquisition of the deposit accounts of The Bank of Currituck and its six banking offices in northeastern North Carolina. The acquisition resulted in additional expenses of \$5.78 million, primarily in salaries and benefits, and occupancy. The January 14, 2011, acquisition of Chapin and the October 3, 2011, acquisition of Stan Taylor, independent insurance agencies that are affiliated with Towne Insurance, resulted in additional expenses of \$1.56 million and \$283,000, respectively, primarily in salaries and benefits. Also, the November 1, 2011, acquisition of Benchmark, a mortgage company affiliated with Townebank Mortgage, and other expansions of our mortgage operations resulted in additional expenses of \$1.21 million, primarily in salaries and benefits; while a full year of expenses related to the 2010 openings of our new Virginia Beach and Suffolk banking centers resulted in an increase of \$988,000. Excluding the costs associated with the acquisitions and expansions, and the increase in foreclosed property expenses, noninterest expense increased \$7.38 million, or 6.01%, from 2010.

Total noninterest expense to total operating revenue, excluding securities gains and losses, was 72.31% for the year ended December 31, 2011, compared with 67.18% for 2010 and 73.58% for 2009.

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The following table provides an analysis of noninterest expense (dollars in thousands):

For the year ended December 31,	2011	2010	2009	2011/2010		2010/2009	
				Increase/(Decrease)		Increase/(Decrease)	
				Amount	%	Amount	%
Salaries and benefits	\$ 79,558	\$ 69,085	\$ 61,818	\$ 10,473	15.16%	\$ 7,267	11.76%
Occupancy	13,879	11,931	11,335	1,948	16.33%	596	5.26%
Furniture and equipment	5,805	5,312	5,194	493	9.28%	118	2.27%
Other expenses							
Advertising and marketing	3,775	4,056	3,665	(281)	(6.93%)	391	10.67%
Charitable contributions	3,174	2,704	2,193	470	17.38%	511	23.30%
Telephone and postage	3,112	2,731	2,574	381	13.95%	157	6.10%
Outside processing	2,974	2,446	2,491	528	21.59%	(45)	(1.81%)
Professional fees	4,176	2,963	2,981	1,213	40.94%	(18)	(0.60%)
Other	5,641	4,392	3,091	1,249	28.44%	1,301	42.09%
Stationery and office supplies	1,925	1,775	1,674	150	8.45%	101	6.03%
Amortization expense of intangibles	2,967	2,991	2,803	(24)	(0.80%)	188	6.71%
Foreclosed property expenses	5,822	950	302	4,872	512.84%	648	214.57%
FDIC and other insurance	4,251	4,525	5,338	(274)	(6.06%)	(813)	(15.23%)
Software expense	3,457	3,120	2,529	337	10.80%	591	23.37%
Travel/Meals/Entertainment	820	655	611	165	25.19%	44	7.20%
Directors' expense	1,526	944	952	582	61.65%	(8)	(0.84%)
Bank franchise tax/SCC fees	1,958	2,165	2,240	(207)	(9.56%)	(75)	(3.35%)
Total other expenses	45,578	36,417	33,444	9,161	25.16%	2,973	8.89%
Total noninterest expense	\$ 144,820	\$ 122,745	\$ 111,791	\$ 22,075	17.98%	\$ 10,954	9.80%

Salaries and employee benefits, the largest portion of noninterest expense, were \$79.56 million, representing 54.94% of total noninterest expense for the year ended December 31, 2011. This was a \$10.47 million, or 15.16%, increase over comparative 2010. The increase from comparative periods of the prior year is due to the addition of employees to service customers in our new banking centers, the addition of staff resulting from the Chapin, Stan Taylor, Benchmark, and Bank of Currituck business combinations, the acceleration of retirement plan expenses for certain employees who retired in 2011, and cost-of-living raises for employees. Salaries and benefits expense for the year ended December 31, 2010, was \$69.09 million, up 11.76%, or \$7.27 million, over 2009. The increase was due to a combination of factors, including the addition of employees in our new banking centers, the addition of staff resulting from the Taylor Johnson business combination on December 31, 2009, an increase in health care benefit expenses, and an increase in the Company's 401(k) match.

In our Banking segment we had a total of 625 full-time equivalent employees ("FTE") at December 31, 2011, which was up from 581 and 497 at December 31, 2010 and 2009, respectively. In our non-Banking segments at December 31, 2011, we had a total of 506 FTEs, excluding real estate sales agents, which was up from 413 and 378 at December 31, 2010 and 2009, respectively. Real estate agents are independent contractors and, therefore, not included as the Company's employees. There were 409 real estate agents at December 31, 2011. Total operating revenue, excluding securities gains per full-time equivalent employee, was approximately \$177,000, \$183,000, and \$174,000 for the years ended December 31, 2011, 2010, and 2009, respectively.

For the year ended December 31, 2011, occupancy expense totaled \$13.88 million, representing an increase of \$1.95 million, or 16.33%, over comparative 2010. Occupancy expense for 2010 was \$11.93 million, or 5.26%, over the 2009 amount of \$11.34 million. The primary drivers of the increase in occupancy expense for both comparative periods was the opening of new banking centers in Suffolk, Virginia Beach, and Williamsburg during 2010, while the increase in 2011 was also affected by the acquisition of branches in the Bank of Currituck transaction.

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Furniture and equipment expense was \$5.81 million for 2011, or \$493,000 and 9.28%, higher than 2010. Furniture and equipment expense was \$5.31 million for 2010, or \$118,000 and 2.27%, higher than comparative 2009. Increases related to furnishing new facilities were partially offset by decreases in other areas, including equipment lease expenses.

Other expenses for 2011 were \$45.58 million, which was \$9.16 million, or 25.16%, higher than the 2010 amount of \$36.42 million. The primary drivers of the increase were expenses related to foreclosed properties, which were higher by \$4.87 million, an increase in professional fees of \$1.21 million due primarily to acquisition related fees and increased legal fees, and an increase in directors' expense related to a strategic planning meeting held in the fourth quarter of 2011. Other expenses for 2010 were \$36.42 million, or 8.89%, higher than the 2009 amount of \$33.44 million due to increases in software expense, foreclosed property expenses, and an increase in other expenses.

Income Taxes: Income taxes for the year ended December 31, 2011, were \$12.73 million. This was \$270,000 higher than the 2010 amount of \$12.46 million, which was \$800,000 higher than the 2009 amount of \$11.65 million. The effective tax rate for 2011 was 27.64% versus 29.15% for 2010 and 30.32% for 2009. The rate decrease in 2011 was primarily a result of increased federal tax credits from community reinvestment activity and increased income from qualified tax-exempt municipal obligations. In 2010, the decrease resulting from increased federal tax credits from community reinvestment activity was partially offset by an increase in nondeductible expenses, including compensation. Refer to Note 20 in the Notes to Consolidated Financial Statements for a discussion regarding the components of the statutory rate and the deferred tax composition.

SEGMENT PERFORMANCE SUMMARY

Our reportable segments are a traditional full-service community bank, a full-service realty business, and a full-service insurance agency. In this section, we discuss the performance and financial results of our segments. For further financial details, see Note 24 in the Notes to Consolidated Financial Statements.

Banking Segment: For the year ended December 31, 2011, the Banking segment represented 83.90%, or \$27.96 million, of our total consolidated net income, compared to 80.38% and 88.80% for 2010 and 2009.

Earnings for the year ended December 31, 2011, for the Banking segment were \$27.96 million, increasing \$3.62 million, or 14.87%, from 2010. The increase in earnings was primarily driven by the decrease in the provision for loan losses and an improvement in net interest margin, which resulted in an increase in net interest income of \$14.24 million, or 11.81%. Comparatively, earnings for the year ended December 31, 2010, for the Banking segment were \$24.34 million, increasing \$575,000, or 2.42%, over 2009. The increase was primarily due to a \$21.27 million, or 21.44%, increase in net interest income.

Pre-tax earnings were offset by a \$2.28 million decrease in the gain on sale of securities, and an increase in noninterest expenses of \$18.97 million, or 22.48%. The primary factors in the variance were additional salaries and employee benefit expenses of \$8.12 million, an increase in occupancy expense of \$2.37 million, and increases in foreclosed property expenses of \$4.87 million. For the year ended December 31, 2010, noninterest expenses increased \$7.03 million, or 9.09%, over 2009. The primary factors in the increase were increases in salaries and benefits of \$3.71 million; an increase in occupancy expenses of \$975,000, or 13.50%, due to the opening of new banking centers; and increases in other noninterest expenses, including software expense.

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The following chart presents the revenue and expenses for the Banking segment (dollars in thousands):

	Year Ended			Increase/(Decrease)			
	December 31,			2011 over 2010		2010 over 2009	
	2011	2010	2009	Amount	Percent	Amount	Percent
Revenue							
Net interest income	\$ 134,720	\$ 120,485	\$ 99,216	\$ 14,235	11.81%	\$ 21,269	21.44%
Noninterest income							
Service charges on deposit accounts	7,211	6,556	6,342	655	9.99%	214	3.37%
Credit card merchant fees	2,828	2,261	1,823	567	25.08%	438	24.03%
Other income	5,277	4,337	4,076	940	21.67%	261	6.40%
Subtotal	15,316	13,154	12,241	2,162	16.44%	913	7.46%
Gain (loss) on available for sale	3,681	5,961	11,149	(2,280)	(38.25%)	(5,188)	(46.53%)
Total noninterest income	18,997	19,115	23,390	(118)	(0.62%)	(4,275)	(18.28%)
Total revenue	153,717	139,600	122,606	14,117	10.11%	16,994	13.86%
Provision for loan losses	13,602	22,565	12,778	(8,963)	(39.72%)	9,787	76.59%
Expenses							
Salaries and employee benefits	54,703	46,581	42,867	8,122	17.44%	3,714	8.66%
Occupancy expense	10,568	8,195	7,220	2,373	28.96%	975	13.50%
Furniture and equipment	4,446	3,895	3,808	551	14.15%	87	2.28%
Advertising and marketing	2,048	2,299	1,848	(251)	(10.92%)	451	24.40%
Charitable contributions	3,050	2,595	2,118	455	17.53%	477	22.52%
Outside processing	2,360	2,068	2,148	292	14.12%	(80)	(3.72%)
Foreclosed property expenses	5,822	950	302	4,872	512.84%	648	214.57%
FDIC and other insurance	4,257	4,453	4,934	(196)	(4.40%)	(481)	(9.75%)
Professional fees	2,766	1,744	1,506	1,022	58.60%	238	15.80%
Telephone and postage	1,503	1,714	1,468	(211)	(12.31%)	246	16.76%
Other expenses	11,836	9,890	9,131	1,946	19.68%	759	8.31%
Total expenses	103,359	84,384	77,350	18,975	22.49%	7,034	9.09%
Income before income tax expense and corporate allocation	36,756	32,651	32,478	4,105	12.57%	173	0.53%
Corporate allocation	468	483	1,226	(15)	(3.11%)	(743)	(60.60%)
Income before income tax provision	37,224	33,134	33,704	4,090	12.34%	(570)	(1.69%)
Provision for income tax expense	(9,267)	(8,797)	(9,942)	(470)	5.34%	1,145	(11.52%)
Net income	\$ 27,957	\$ 24,337	\$ 23,762	\$ 3,620	14.87%	\$ 575	2.42%

Realty Segment: For the year ended December 31, 2011, the Realty segment represented 7.93%, or \$2.64 million, of total consolidated net income compared to 10.35%, or \$3.13 million, for 2010 and 6.42%, or \$1.72 million, for 2009. Earnings before income tax provision and noncontrolling interest for the year ended December 31, 2011, for the Realty segment were \$3.44 million, decreasing 36.02% from comparative 2010, which increased 113.96% from comparative 2009. Total revenue decreased to \$28.67 million in 2011 from \$30.20 million and \$28.85 million in 2010 and 2009, respectively. The decrease in revenue is largely due to a decrease in net interest income as a corporate initiative led to less cash being held at the subsidiary level. Also contributing to the decrease was a decline in net mortgage brokerage income as a result of decreased volume in mortgage refinancing transactions. As discussed previously, mortgage volumes were negatively affected by the continued softness in the residential real estate market. A majority of the growth in revenue in 2010 from 2009 was due to an increase in net mortgage brokerage income as a result of the increased volume in refinancing and purchase transactions.

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Expenses for the Realty segment increased 1.76%, or \$431,000, when compared to 2010, which decreased 4.00%, or \$1.02 million, when compared to 2009. The increase from the comparative period in 2010 is primarily due to higher noninterest expenses related to the Benchmark acquisition in our mortgage reporting unit and increases in our resort rental reporting unit. The increase is partially offset by a decrease in occupancy expense and a decrease in amortization of intangible assets related to the closure of several redundant real estate offices subsequent to the Prudential Towne Realty business combination in 2009. The decrease in 2010 from 2009 was primarily due to a decrease in occupancy expense and a decrease in amortization of intangible assets, which had been accelerated subsequent to the Prudential Towne Realty business combination in the first quarter of 2009.

The following chart presents the revenue and expenses for the Realty segment (dollars in thousands):

	Year Ended			Increase/(Decrease)			
	December 31,			2011 over 2010		2010 over 2009	
	2011	2010	2009	Amount	Percent	Amount	Percent
Revenue							
Residential mortgage brokerage income, net	\$ 12,799	\$ 13,293	\$ 12,221	\$ (494)	(3.72%)	\$ 1,072	8.77%
Real estate brokerage income, net	5,371	5,571	6,381	(200)	(3.59%)	(810)	(12.69%)
Title insurance and settlement fees	1,681	1,913	2,401	(232)	(12.13%)	(488)	(20.32%)
Property management fees, net	6,125	5,584	5,344	541	9.69%	240	4.49%
Income from unconsolidated subsidiary	410	703	631	(293)	(41.68%)	72	11.41%
Net interest and other income	2,287	3,137	1,875	(850)	(27.10%)	1,262	67.31%
Total revenue	28,673	30,201	28,853	(1,528)	(5.06%)	1,348	4.67%
Expenses							
Salaries and employee benefits	13,565	13,024	12,879	541	4.15%	145	1.13%
Occupancy expense	2,417	2,919	3,646	(502)	(17.20%)	(727)	(19.94%)
Furniture and equipment	812	921	1,112	(109)	(11.83%)	(191)	(17.18%)
Amortization of intangible assets	907	1,155	1,460	(248)	(21.47%)	(305)	(20.89%)
Other expenses	7,241	6,492	6,436	749	11.54%	56	0.87%
Total expenses	24,942	24,511	25,533	431	1.76%	(1,022)	(4.00%)
Income before income tax, corporate allocation, and noncontrolling interest	3,731	5,690	3,320	(1,959)	(34.43%)	2,370	71.39%
Corporate allocation	(288)	(309)	(805)	21	(6.80%)	496	(61.61%)
Income before income tax provision and noncontrolling interest	3,443	5,381	2,515	(1,938)	(36.02%)	2,866	113.96%
Provision for income tax	(1,626)	(1,768)	(807)	142	(8.03%)	(961)	119.08%
Net income	1,817	3,613	1,708	(1,796)	(49.71%)	1,905	111.53%
Noncontrolling interest	824	(480)	9	1,304	NM	(489)	NM
Net income (loss) attributable to TowneBank	\$ 2,641	\$ 3,133	\$ 1,717	\$ (492)	(15.70%)	\$ 1,416	82.47%

NM= not meaningful

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MANAGEMENT'S DISCUSSION AND ANALYSIS

The following chart shows the key data for the Realty segment (dollars in thousands):

	Year Ended			Increase/(Decrease)			
	December 31,			2011 over 2010		2010 over 2009	
	2011	2010	2009	Amount	Percent	Amount	Percent
Key data							
Number of homes sold	3,072	2,883	3,126	189	6.56%	(243)	(7.77%)
Volume of homes sold	\$ 827,300	\$ 817,049	\$ 881,707	\$ 10,251	1.25%	\$ (64,658)	(7.33%)
Number of real estate agents	394	431	460	(37)	(8.58%)	(29)	(6.30%)
Loans originated, mortgage	\$ 317,462	\$ 461,673	\$ 544,612	\$ (144,211)	(31.24%)	\$ (82,939)	(15.23%)
Loans originated, joint ventures	453,565	487,201	453,916	(33,636)	(6.90%)	33,285	7.33%
Total loans originated	\$ 771,027	\$ 948,874	\$ 998,528	\$ (177,847)	(18.74%)	\$ (49,654)	(4.97%)
Number of loans, mortgage	1,344	1,886	2,248	(542)	(28.74%)	(362)	(16.10%)
Number of loans, joint ventures	2,113	2,151	1,979	(38)	(1.77%)	172	8.69%
Total number of loans	3,457	4,037	4,227	(580)	(14.37%)	(190)	(4.49%)
Average loan amount, mortgage	\$ 236	\$ 245	\$ 242	\$ (9)	(3.67%)	\$ 3	1.24%
Average loan amount, joint ventures	215	226	229	(11)	(4.87%)	(3)	(1.31%)
Average loan amount	\$ 223	\$ 235	\$ 236	\$ (12)	(5.11%)	\$ (1)	(0.42%)
Average number of originators, mortgage	27	28	32	(1)	(3.57%)	(4)	(12.50%)
Average number of originators, joint ventures	37	31	27	6	19.35%	4	14.81%
Average number of originators	64	59	59	5	8.47%	-	0.00%

Mortgage. The loan volume for the combined mortgage operations showed continued strength during the year ended December 31, 2011, as compared to 2010. Total loans originated in 2011 were \$771.03 million, an 18.74%, or \$177.85 million decrease from \$948.87 million in 2010. This was a \$49.65 million, or 4.97%, decrease compared to the 2009 volume of \$998.53 million. Refinance activity comprised \$214.12 million of loan volume for the year ended December 31, 2011, while purchases accounted for the remaining \$556.91 million in loan volume for the year. For the years ended December 31, 2010 and 2009, refinance volume was \$331.21 million and \$451.74 million, respectively, while purchase volume was \$617.66 million and \$546.79 million, respectively.

Insurance Segment: The Insurance segment comprises property and casualty and group benefits divisions. Effective January 14, 2011, and October 3, 2011, TowneBank acquired Chapin and Stan Taylor, respectively, independent insurance agencies that are affiliated with Towne Insurance.

The Insurance segment represented 8.17%, or \$2.72 million, of total consolidated net income in 2011; 9.27%, or \$2.81 million, in 2010; and 4.78%, or \$1.28 million, in 2009. Earnings before taxes and noncontrolling interest for the Insurance segment were \$4.87 million in 2011, increasing only nominally at 0.12% from 2010. Increases in revenue of \$2.68 million were primarily related to the acquisitions of Chapin and Stan Taylor, which contributed additional commission income of \$2.30 million. The additional revenues were offset by an increase in noninterest expenses of \$2.67 million, of which \$1.84 million was attributable to increases in salaries and employee benefits and other operating expenses related to the acquisitions. In 2010, earnings before taxes and noncontrolling interest for the Insurance segment were \$4.86 million, increasing \$2.68 million, or 122.94%, from 2009. The increase was primarily attributable to the Taylor Johnson acquisition, which resulted in additional commission and contingency income of \$6.00 million. The increase in revenues was partially offset by increases in salaries and employee benefits and other operating expenses over 2009 due to the Taylor Johnson acquisition. Also contributing was an increase in contingency and bonus revenue of \$1.31 million, or 161.36%, which decreased \$150,000, or 7.09%, in 2011. Contingent commissions primarily consist of amounts received from various property and casualty insurance carriers.

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The carriers use several non-client-specific factors to determine the amount of the contingency payments. Such factors include the aggregate loss performance of insurance policies previously placed and the volume of business, among other things. Such commissions are seasonal in nature and are mostly received during the first quarter of each year.

The following chart presents the revenue and expenses for the Insurance segment (dollars in thousands):

	Year Ended			Increase/(Decrease)			
	December 31,			2011 over 2010		2010 over 2009	
	2011	2010	2009	Amount	Percent	Amount	Percent
Revenue							
Net commission and fee income							
Property and casualty	\$ 12,703	\$ 10,291	\$ 4,965	\$ 2,412	23.44%	\$ 5,326	107.27%
Group benefits	5,465	5,435	5,087	30	0.55%	348	6.84%
Specialized benefit services	447	406	289	41	10.10%	117	40.48%
Total net commissions and fees	18,615	16,132	10,341	2,483	15.39%	5,791	56.00%
Contingency and bonus revenue	1,967	2,117	810	(150)	(7.09%)	1,307	161.36%
Other income	983	635	358	348	54.80%	277	77.37%
Total revenue	21,565	18,884	11,509	2,681	14.20%	7,375	64.08%
Expenses							
Salaries and employee benefits	11,290	9,480	6,072	1,810	19.09%	3,408	56.13%
Occupancy expense	894	817	470	77	9.42%	347	73.83%
Furniture and equipment	547	496	275	51	10.28%	221	80.36%
Amortization of intangible assets	1,164	988	499	176	17.81%	489	98.00%
Other expenses	2,624	2,069	1,592	555	26.82%	477	29.96%
Total expenses	16,519	13,850	8,908	2,669	19.27%	4,942	55.48%
Income before income tax, corporate allocation, and noncontrolling interest	5,046	5,034	2,601	12	0.24%	2,433	93.54%
Corporate allocation	(180)	(174)	(421)	(6)	3.45%	247	(58.67%)
Income before income tax provision and noncontrolling interest	4,866	4,860	2,180	6	0.12%	2,680	122.94%
Provision for income tax expense	(1,833)	(1,891)	(898)	58	(3.07%)	(993)	110.58%
Net income	3,033	2,969	1,282	64	2.16%	1,687	131.59%
Noncontrolling interest	(310)	(163)	(2)	(147)	90.18%	(161)	N/M
Net income attributable to TowneBank	\$ 2,723	\$ 2,806	\$ 1,280	\$ (83)	(2.96%)	\$ 1,526	119.22%

Salaries and employee benefits expense increased \$1.81 million, or 19.09%, when comparing 2011 to 2010, which increased \$3.41 million, or 56.13%, compared to 2009.

Occupancy expense increased \$77,000, or 9.42%, when comparing 2011 to 2010, which increased \$347,000, or 73.83%, over 2009.

Amortization of intangible assets increased \$176,000, or 17.81%, during the year ended December 31, 2011, compared to 2010, which was \$489,000, or 98.00%, more than 2009. The 2011 increase was driven by the amortization of intangible assets related to the Chapin acquisition, while the 2010 increase was driven by the Taylor Johnson acquisition.

ANALYSIS OF FINANCIAL CONDITION

Overview: Our total assets increased \$210.75 million, or 5.44%, to \$4.08 billion at December 31, 2011, from \$3.87 billion at December 31, 2010. Our loan portfolio grew by a slightly lower rate of 2.26%, or \$61.84 million, to \$2.79 billion at December 31, 2011, from \$2.73 billion at December 31, 2010.

Our total average assets were \$3.99 billion for 2011, reflecting an increase of \$269.63 million, or 7.25%, compared to the 2010 average of \$3.72 billion. Total average assets for 2010 increased \$288.79 million, or 8.41%, compared to the 2009 average of \$3.43 billion. Average earning assets were \$3.60 billion, including BOLI assets, in 2011, reflecting an increase of \$212.55 million, or 6.27%, compared to 2010.

Our average total deposits were \$3.09 billion in 2011, reflecting growth of \$338.56 million, or 12.30%, compared to 2010. Average noninterest-bearing deposits, which increased \$132.15 million, or 20.34%, grew at a significantly higher rate than interest-bearing deposits in 2011, which grew \$206.41 million, or 9.82%.

Securities: Our securities consist of available-for-sale securities, held-to-maturity securities, and trading securities. Our available-for-sale securities portfolio, which is held primarily for earnings, liquidity, and asset/liability management purposes, is reported at fair value based on market prices for similar instruments. Our held-to-maturity securities portfolio, which is held primarily for yield and pledging purposes, is valued at amortized cost. Our trading securities are held primarily for sale in the near term and are carried at their fair values, with unrealized gains and losses included immediately in other income. Our investment portfolio totaled \$515.28 million as of December 31, 2011, with a balance of \$330.07 million in available-for-sale, \$153.91 million in held-to-maturity, \$10.85 million in trading, and \$20.45 million in Federal Home Loan Bank stock. Average yield on available-for-sale securities was 1.67% at December 31, 2011, compared with 2.81% at December 31, 2010, and 2.67% at December 31, 2009. Average yield on held-to-maturity securities was 4.34% at December 31, 2011, compared to 4.47% at December 31, 2010, and 4.82% at December 31, 2009.

Our available-for-sale securities portfolio consists of U.S Treasury obligations, U.S. agency securities, municipal securities, mortgage-backed securities and trust preferred corporate obligations. Our held-to-maturity portfolio consists of municipal securities, trust preferred corporate obligations, and industrial revenue bonds. Our investment activities are governed internally by a written and Board-approved investment policy, which is administered by our Asset-Liability Committee ("ALCO"). The ALCO meets regularly to review the economic environment, to assess current activities for appropriateness, and to establish investment strategies.

Investment strategies are established by the ALCO in consideration of the interest rate cycle, balance sheet mix, actual and anticipated loan demand, funding options, and our overall interest rate sensitivity. In general, the investment portfolio is managed in a manner appropriate with the attainment of the following goals: (i) to provide a sufficient margin of liquid assets to cover unanticipated deposit and loan fluctuations, seasonal funds flow variations, and overall funds management objectives; (ii) to provide eligible securities to secure public funds, trust deposits, and repurchase agreements as prescribed by law; and (iii) to earn the maximum return on funds invested that is commensurate with meeting the requirements of (i) and (ii).

TOWNEBANK
MANAGEMENT'S DISCUSSION AND ANALYSIS

The following table provides information regarding the composition of our securities portfolio, showing selected maturities and yields (dollars in thousands). For more information, refer to Note 3 of the Notes to Consolidated Financial Statements.

Year Ended December 31,	2011			2010			2009		
	Amortized Cost	Estimated Fair Value	Weighted Average Yield	Amortized Cost	Estimated Fair Value	Weighted Average Yield	Amortized Cost	Estimated Fair Value	Weighted Average Yield
Securities Available for Sale:									
U.S. agency securities	\$ 120,001	\$ 120,000	(0.03)%	\$ 100,982	\$ 100,425	2.16%	\$ 245,474	\$ 243,435	1.96%
U.S. Treasury notes	65,489	67,135	1.73%	-	-	-	-	-	-
Municipal securities	34,817	35,909	3.20%	26,794	27,078	4.21%	21,481	21,410	4.21%
Trust preferred corporate securities	6,981	7,137	7.93%	6,988	7,340	7.92%	6,990	6,755	7.80%
Other corporate securities	582	582	1.34%	578	581	3.13%	94	20	-
Mortgage-backed securities	97,977	99,310	2.70%	286,362	286,711	2.78%	213,191	213,083	3.16%
Total securities available for sale	325,847	330,073	1.67%	421,704	422,135	2.81%	487,230	484,703	2.67%
Securities Held to Maturity:									
Trust preferred corporate securities	15,701	16,545	7.83%	19,470	20,361	7.83%	19,456	19,039	7.83%
Municipal securities	63,272	66,875	3.93%	52,739	49,576	3.81%	17,977	18,259	4.53%
Industrial revenue bonds	74,939	75,033	3.96%	77,032	77,032	4.08%	85,491	85,491	4.19%
Total securities held to maturity	153,912	158,453	4.34%	149,241	146,969	4.47%	122,924	122,789	4.82%
Total Portfolio	\$ 479,759	\$ 488,526	2.53%	\$ 570,945	\$ 569,104	3.24%	\$ 610,154	\$ 607,492	3.10%

(continued on next page)

TOWNEBANK
MANAGEMENT'S DISCUSSION AND ANALYSIS

The following table indicates the maturities of securities at December 31, 2011 (dollars in thousands):

	Available for sale			Held to maturity		
	Amortized Cost	Fair Market Value	Weighted Average Yield	Amortized Cost	Fair Market Value	Weighted Average Yield
U.S. Treasury & U.S. agency securities						
Due in one year or less	\$ 127,001	\$ 127,000	(0.02%)	\$ -	\$ -	-
After one year through five years	45,637	46,988	1.57%	-	-	-
After five years through ten years	11,169	11,332	3.10%	-	-	-
After ten years	1,683	1,815	4.07%	-	-	-
Municipal securities						
Due in one year or less	-	-	-	100	102	3.80%
After one year through five years	15,678	16,000	1.96%	430	449	4.10%
After five years through ten years	9,131	9,454	4.06%	5,041	5,365	4.36%
After ten years	10,008	10,455	4.34%	57,701	60,959	3.89%
Mortgage-backed securities						
Due in one year or less	-	-	-	-	-	-
After one year through five years	1	1	8.58%	-	-	-
After five years through ten years	5,332	5,399	2.30%	-	-	-
After ten years	92,644	93,910	2.73%	-	-	-
Trust preferred corporate securities						
After ten years	6,981	7,137	7.93%	15,701	16,545	7.83%
Industrial revenue bonds						
Due in one year or less	-	-	-	4,135	4,135	1.02%
After one year through five years	-	-	-	20,029	20,545	3.58%
After five years through ten years	-	-	-	11,145	11,703	4.01%
After ten years	-	-	-	39,630	38,650	4.45%
Other securities						
Due in one year or less	-	-	-	-	-	-
After one year through five years	250	250	3.13%	-	-	-
After five years through ten years	-	-	-	-	-	-
After ten years	-	-	-	-	-	-
No stated maturity	332	332	-	-	-	-
Total Portfolio	\$ 325,847	\$ 330,073	1.67%	\$ 153,912	\$ 158,453	4.34%

Loans Held for Sale: At December 31, 2011, we held \$109.45 million in mortgage loans originated and intended for sale in the secondary market, compared with \$65.03 million at December 31, 2010. Average loans held for sale were 1.47% and 2.45% of average earning assets for the years ended December 31, 2011 and 2010, respectively. The majority of loans held for sale have been pre-committed to investors, minimizing our interest rate risk.

Our mortgage banking activities include two types of commitments: rate lock commitments and forward loan commitments. Rate lock commitments are loans in our pipeline that have an interest rate lock with the customer. The commitments are generally for periods of 60 days and are at market rates. In order to mitigate the risk from interest rate fluctuations, we enter into forward loan sale commitments on a "best efforts" basis while the loan is in the pipeline.

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Rate lock commitments related to the origination of mortgage loans held for sale and the corresponding forward loan sale commitments are considered derivative instruments. All of the gain on sale generated from mortgage banking activities is recorded in the financials at the time the loan is closed.

Loan Portfolio: Our loan portfolio, net of the allowance for loan losses, totaled \$2.75 billion on December 31, 2011. As a percentage of total average earning assets, average loans were 74.29% in 2011 compared with 76.27% in 2010 and 76.45% in 2009. Lending activities represent our primary source of income. Factors that contributed to the increase in our loan demand were loans acquired in the Bank of Currituck transaction, our local economy, and the efforts of our experienced loan officers in developing new loan relationships, combined with the support of existing customers and directors. The following tables provide the balance and composition of the loan portfolio by major classification for the periods indicated (dollars in thousands):

Year Ended December 31,	2011	2010	2009	2008	2007
Real estate loans					
1-4 family residential	\$ 709,129	\$ 714,122	\$ 634,960	\$ 589,075	\$ 439,676
Commercial	1,072,187	952,727	866,165	737,244	561,341
Construction and land development	557,630	657,341	652,221	617,390	522,780
Multifamily	48,321	41,441	41,652	30,079	27,515
Total real estate loans	<u>2,387,267</u>	<u>2,365,631</u>	<u>2,194,998</u>	<u>1,973,788</u>	<u>1,551,312</u>
Commercial and industrial loans	362,830	322,027	321,498	329,716	218,082
Consumer loans and other	43,096	43,694	49,414	46,682	60,062
Loans, net of unearned income and deferred costs	<u>\$ 2,793,193</u>	<u>\$ 2,731,352</u>	<u>\$ 2,565,910</u>	<u>\$ 2,350,186</u>	<u>\$ 1,829,456</u>

Year Ended December 31,	2011	2010	2009	2008	2007
Real estate loans					
1-4 family residential	25.39%	26.14%	24.75%	25.07%	24.03%
Commercial	38.39%	34.88%	33.77%	31.37%	30.68%
Construction and land development	19.96%	24.07%	25.42%	26.27%	28.59%
Multifamily	1.73%	1.52%	1.62%	1.28%	1.50%
Total real estate loans	<u>85.47%</u>	<u>86.61%</u>	<u>85.55%</u>	<u>83.98%</u>	<u>84.80%</u>
Commercial and industrial loans	12.99%	11.79%	12.53%	14.03%	11.92%
Consumer loans and other	1.54%	1.60%	1.92%	1.99%	3.28%
Loans, net of unearned income and deferred costs	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

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MANAGEMENT'S DISCUSSION AND ANALYSIS

The table below provides the maturity and sensitivity of the loan portfolio at December 31, 2011 (in thousands):

	Due in one year or less	Due after one year through five years	Due after five years	Totals	Due after one year	
					Fixed Rates	Adjustable Rates
Real estate loans						
1-4 family residential	\$ 90,557	\$ 86,186	\$ 532,386	\$ 709,129	\$ 259,931	\$ 358,641
Commercial	139,723	73,761	858,703	1,072,187	805,662	126,802
Construction and land development	428,532	80,573	48,525	557,630	68,173	60,925
Multifamily	2,022	2,294	44,005	48,321	41,497	4,802
Total real estate loans	<u>660,834</u>	<u>242,814</u>	<u>1,483,619</u>	<u>2,387,267</u>	<u>1,175,263</u>	<u>551,170</u>
Commercial and industrial loans	204,969	91,754	66,107	362,830	118,392	39,469
Consumer loans and other	23,082	12,792	7,222	43,096	15,809	4,205
Loans, net of unearned income and deferred costs	<u>\$ 888,885</u>	<u>\$ 347,360</u>	<u>\$ 1,556,948</u>	<u>\$ 2,793,193</u>	<u>\$ 1,309,464</u>	<u>\$ 594,844</u>

Allowance for Loan Losses: The allowance for loan losses is established through a provision for loan losses charged against earnings. The level of the allowance for loan losses is based on management's evaluation of the risk inherent in the loan portfolio at the balance sheet date and changes in the nature and volume of loan activity. This evaluation includes a review of loans for which collection may not be reasonably assured. It considers internal risk grades, the estimated fair value of the underlying collateral, current economic conditions, historical loan loss experience, and other current factors that warrant consideration in determining an adequate allowance.

The allowance for loan losses consists of three elements: (i) specific valuation allowances determined in accordance with Accounting Standards Codification Topic ("ASC") Topic 310, *Receivables*, based on probable losses on specific loans; (ii) historical valuation allowances determined in accordance with ASC Topic 450, *Contingencies*, based on historical loan loss experience for similar loans with similar characteristics and trends, adjusted, as necessary, to reflect the impact of current conditions; and (iii) general valuation allowances determined in accordance with ASC Topic 450 based on general economic conditions and other qualitative risk factors both internal and external to the Company.

It is our policy to recommend internal risk grades to all loans as a component of the approval process. Based on the size of the loan, senior credit officers and the peer review committees review the classification to ensure accuracy and consistency of classifications, which are then validated by the chief risk officer. Loan classifications are internally reviewed to determine if any changes in the circumstances of the loan require a different risk grade. To determine the most appropriate risk grade classification for each loan, the credit officers examine the borrower's liquidity level, asset quality, the amount of the borrower's other indebtedness, cash flow, earnings, sources of financing, and existing lending relationships. The allowances established for probable losses on specific loans are based on a regular analysis and evaluation of classified loans.

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Historical valuation allowances are calculated based on the historical loss experience of specific types of loans. We calculate historical loss ratios for pools of similar loans with similar characteristics based on the proportion of actual charge-offs experienced to the total population of loans in the pool. The historical loss ratios are updated quarterly based on actual charge-off experience. A historical valuation allowance is established for each pool of similar loans based upon the product of the historical loss ratio and the total dollar amount of the loans in the pool. Our pools of similar loans include groups of construction and land development loans, commercial real estate loans, commercial and industrial business loans, 1-4 family residential real estate loans, multifamily real estate loans, and consumer and other loans.

General valuation allowances are based on general economic conditions and other qualitative risk factors both internal and external to TowneBank. In general, such valuation allowances are determined by evaluating, among other things: (i) the experience, ability, and effectiveness of the Company's lending management and staff; (ii) the effectiveness of the Company's loan policies, procedures, and internal controls; (iii) changes in asset quality; (iv) changes in loan portfolio volume; (v) the composition and concentrations of credit; (vi) the effectiveness of the internal loan review function; (vii) the impact of national economic trends on portfolio risks; and (viii) the impact of local economic trends on portfolio risk. Management evaluates the degree of risk that each one of these components has on the quality of the loan portfolio on a monthly basis to determine an appropriate general valuation allowance.

The allowance for loan losses at December 31, 2011, 2010, and 2009 was \$39.74 million, \$38.66 million, and \$33.79 million, respectively. The allowance was equal to 1.42% of total loans outstanding at December 31, 2011, compared with 1.42% and 1.32% for 2010 and 2009, respectively. When the Company determines an impaired loan is a confirmed loss, the estimated impairment is directly charged off to the loan rather than creating a specific reserve for inclusion in the allowance for loan losses.

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The following table provides a summary of the activity in the allowance for loan losses for the periods indicated (dollars in thousands):

Year Ended December 31,	2011	2010	2009	2008	2007
Balance beginning of period	\$ 38,660	\$ 33,793	\$ 27,503	\$ 21,323	\$ 19,670
Loans charged off:					
Residential 1-4 family	(4,837)	(5,932)	(1,749)	(385)	(474)
Construction	(7,562)	(7,294)	(4,050)	(22)	-
Commercial	(1,467)	(3,419)	(1,032)	(279)	(409)
Consumer	(318)	(1,750)	(310)	(284)	(285)
Total	(14,184)	(18,395)	(7,141)	(970)	(1,168)
Loans recovered:					
Residential 1-4 family	346	123	156	7	2
Construction	851	332	215	-	-
Commercial	138	209	148	89	50
Consumer	327	33	21	32	26
Total	1,662	697	540	128	78
Net loans (charged off)/recovered	(12,522)	(17,698)	(6,601)	(842)	(1,090)
Provision for loan losses	13,602	22,565	12,891	7,022	2,743
Balance end of period	\$ 39,740	\$ 38,660	\$ 33,793	\$ 27,503	\$ 21,323
Nonperforming assets:					
Nonperforming loans	\$ 55,801	\$ 57,167	\$ 42,150	\$ 2,817	\$ 726
Foreclosed property	29,819	20,452	2,043	980	1,570
Total nonperforming assets	\$ 85,620	\$ 77,619	\$ 44,193	\$ 3,797	\$ 2,296
Loans past due 90 days accruing interest	\$ 1	\$ 1,229	\$ 1,702	\$ 847	\$ 32
Asset Quality Ratios					
Allowance for loan losses to nonperforming loans	.71x	.68x	.80x	9.76x	29.37x
Allowance to nonperforming assets	.46x	.50x	.76x	7.24x	9.29x
Allowance for loan losses to period end loans	1.42%	1.42%	1.32%	1.17%	1.17%
Allowance for loan losses to period end loans excluding purchased loans	1.45%	1.46%	1.32%	1.17%	1.17%
Nonperforming loans to period end loans	2.00%	2.09%	1.64%	0.12%	0.04%
Nonperforming assets to period end assets	2.10%	2.01%	1.23%	0.12%	0.07%
Net charge-offs to average loans	0.46%	0.67%	0.27%	0.04%	0.06%

Nonperforming assets consist of nonaccrual loans, foreclosed real estate, and other repossessed collateral. It is our policy to place commercial loans on nonaccrual status when full collection of principal and interest becomes doubtful, or when any portion of principal or interest becomes 90 days past due, whichever occurs first, unless the debt is both well-secured and in the process of collection. When loans are placed on nonaccrual status, interest receivable is reversed against interest income recognized in the current period, and any material prior year unpaid interest is charged off against the allowance for loan losses. Interest payments received thereafter are applied as a reduction of the remaining principal balance so long as doubt exists as to the ultimate collection of the principal. Loans are removed from nonaccrual status when they become current as to both principal and interest and when the collection of principal or interest is no longer doubtful. Similarly, mortgage loans and other consumer loans are also placed on nonaccrual status when full collection of principal and interest becomes doubtful, or they become delinquent for a specified period of time.

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At December 31, 2011, we had \$85.62 million in nonperforming assets, which amounted to 2.10% of total assets. Nonperforming assets consist of \$55.80 million in nonperforming loans, as well as \$29.82 million in foreclosed property at December 31, 2011. Foreclosed property consists of 39 residential properties, 56 construction and development properties, and 9 commercial properties. Additionally, loans past due 90 days or more that are accruing interest totaled \$1,000. The increasing trend in nonperforming assets is reflective of the current soft residential real estate market and is likely to continue until there is a recovery in the market.

At December 31, 2011, loans 60 to 89 days delinquent, excluding nonperforming loans, totaled \$5.76 million. Additionally, there are other performing loans, totaling \$51.96 million, that are current but have certain documentation deficiencies or other potential weaknesses that management considers warrant additional monitoring. All loans in these categories are subject to constant management attention, and their status is reviewed on a regular basis. With the exception of \$12.41 million, which represents management's estimate of total potential loss of loans reviewed for impairment, these loans are generally secured with appraised values that exceed the remaining principal balances on such loans.

In order to maximize the collection of loan balances, we evaluate troubled loan accounts on a case-by-case basis to determine if a loan modification would be appropriate. We may pursue loan modifications when there is a reasonable chance that an appropriate modification would allow our clients to continue servicing the debt. Because some troubled debt restructurings ("TDRs") may not ultimately result in the complete collection of principal and interest (as modified by the terms of the restructuring), additional incremental losses could result. These potential incremental losses have been factored into our overall allowance for loan losses estimate.

At December 31, 2011, nonaccruing TDRs, which are included in nonperforming loans, totaled \$21.39 million, and accruing TDRs totaled \$24.06 million. Nonaccruing loans that are modified can be placed back on accrual status when both principal and interest are current and it is probable that we will be able to collect all amounts due (both principal and interest) according to the terms of the loan agreement.

The following table provides information on the composition of nonperforming loans by loan type (in thousands):

	<u>December 31,</u> <u>2011</u>	<u>December 31,</u> <u>2010</u>
1-4 family residential real estate	\$ 10,394	\$ 5,186
Commercial real estate	5,561	7,295
Construction and land development	36,712	43,878
Commercial and industrial business loans	2,644	707
Consumer loans and other	490	101
Total nonperforming loans	<u>\$ 55,801</u>	<u>\$ 57,167</u>

TOWNEBANK

MANAGEMENT'S DISCUSSION AND ANALYSIS

Allocation of the Allowance for Loan Losses: Management anticipates that the specific loan and loan type allocations will increase over time, and the reserves set aside for perceived and anticipated trends known to management will decrease as the loan portfolio ages and other information used in the allocation methodology changes with actual experience of the loan portfolio performance.

At December 31, 2011, all of the allowance for loan loss was allocated to specific loan categories. The following table provides a breakdown of the allowance for loan losses among the various loan types for the periods indicated (in thousands):

Year Ended December 31,	2011	2010	2009	2008	2007
Real estate loans:					
1-4 family residential	\$ 10,837	\$ 9,543	\$ 7,094	\$ 5,457	\$ 3,846
Commercial	10,578	12,827	10,018	7,104	5,129
Construction	13,623	10,984	7,726	6,423	5,810
Multifamily	395	557	416	248	228
Total real estate loans	35,433	33,911	25,254	19,232	15,013
Commercial loans	3,842	4,008	7,330	7,187	4,895
Loans to individuals and other	465	741	1,209	1,084	1,415
Total	<u>\$ 39,740</u>	<u>\$ 38,660</u>	<u>\$ 33,793</u>	<u>\$ 27,503</u>	<u>\$ 21,323</u>

In the opinion of management, the allowance was adequate at December 31, 2011, based on known conditions. However, the allowance may be increased or decreased in the future based on loan balances outstanding, changes in internally generated credit quality ratings of the loan portfolio, and changes in general economic conditions and other risk factors.

Allowance for Loan Losses Policy and Methodology: Our allowance for loan loss methodology is based on guidance provided by various regulatory agencies and includes allowance allocations calculated in accordance with ASC Topic 310, *Receivables*, and allowance allocations calculated in accordance with ASC Topic 450, *Contingencies*. Accordingly, the methodology is based on historical loss experience by type of credit and internal risk grade, specific homogeneous risk pools, and specific loss allocations, with adjustments for current events and conditions. The Company's process for determining the appropriate level of the allowance for possible loan losses is designed to account for credit deterioration as it occurs. Our objective is to maintain a loan portfolio that is diverse in terms of loan type, industry concentration, and borrower concentration in order to reduce overall credit risk by minimizing the adverse impact of any single event or combination of related events.

Commercial lending may involve a higher degree of risk as compared to other types of lending because repayment usually depends on the cash flows generated by a borrower's business, and the debt service capacity of a business can deteriorate because of downturns in national and local economic conditions. Additionally, construction and development lending involves an elevated degree of risk because loans are generally made to builders for specific construction projects, and successful repayment of these types of loans is generally dependent upon the sale of the constructed property. To control risk, initial and continuing financial analysis of a borrower's financial information is required. While management uses the best information available to establish the allowance for loan losses, future adjustments to the allowance methodology may be necessary if economic conditions differ substantially from the assumptions used in making the valuations, or if required by regulators based upon information at the time of their examinations. Such adjustments to original estimates, as necessary, are made in the period in which these factors and other relevant considerations indicate that loss levels may vary from previous estimates.

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Deposits: Customer deposits are attractive sources of liquidity because of their stability, low average cost, and the ability to generate fee income through the cross-sale of other services to the depositors. Deposits are attracted principally from customers within our market area through the offering of a broad selection of deposit instruments, including demand deposits, negotiable order of withdrawal accounts, savings accounts, money rate savings, certificates of deposit, and individual retirement accounts. Deposit account terms vary with respect to the minimum balance required, the time period the funds must remain on deposit, and service charge schedules.

Interest rates paid on specific deposit types are set by considering the (i) interest rates offered by competitors, (ii) anticipated amount and timing of funding needs, (iii) availability of and cost of alternative sources of funding, and (iv) anticipated future economic conditions and interest rates.

Deposit accounts held as of December 31, 2011, totaled \$3.19 billion. This represented an increase of \$236.27 million, or 8.00%, over 2010, which was \$392.81 million, or 15.33%, over 2009. Deposit accounts represent our primary source of funds and are provided by individuals, professionals, and small- to medium-sized businesses in the Greater Hampton Roads area and northeastern North Carolina. The deposits consist of demand deposits, interest-bearing checking accounts, money market deposit accounts, and time deposits. Some of our interest-bearing deposits were obtained through brokered transactions and our participation in the Certificate of Deposit Account Registry Service ("CDARS"). We had brokered time deposits of \$97.60 million and CDARS deposits of \$175.35 million at December 31, 2011.

The following tables provide the average balance and cost rate of interest-bearing deposits in addition to maturities of certificates of deposit of \$100,000 and greater for the periods indicated (dollars in thousands). See Note 9 in the Notes to Consolidated Financial Statements for additional information on deposits.

For the Year Ended December 31,	Average Balance			Average Cost Rate		
	2011	2010	2009	2011	2010	2009
Noninterest-bearing demand deposits	\$ 781,992	\$ 649,840	\$ 566,434	-	-	-
Demand and money markets	880,169	613,746	509,654	0.56%	0.50%	0.56%
Savings	163,905	89,954	64,057	0.72%	0.74%	0.95%
Certificates of deposit:						
Less than \$100,000	424,537	629,409	624,331	1.74%	1.90%	3.10%
\$100,000 or more	839,488	768,583	755,455	1.05%	1.88%	2.62%
Total interest-bearing deposits	<u>2,308,099</u>	<u>2,101,692</u>	<u>1,953,497</u>	0.97%	1.43%	2.18%
Total deposits	<u>\$3,090,091</u>	<u>\$2,751,532</u>	<u>\$2,519,931</u>	0.72%	1.09%	1.69%

Maturities of CDs \$100,000 and Greater at December 31, 2011

	<u>Amount</u>	<u>Percent</u>
Three months or less	\$ 317,398	40.48%
Over three months through twelve months	245,693	31.34%
Over twelve months through three years	148,383	18.92%
Over three years	72,604	9.26%
Total	<u>\$ 784,078</u>	<u>100.00%</u>

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Average noninterest-bearing demand deposits were 24.25% of average total deposits during the year ended December 31, 2011, and 23.62% and 22.48% during the same period in 2010 and 2009, respectively. This change is attributable to historically low rates and is consistent with the decrease in the Company's cost of funds. The average cost of interest-bearing deposits was 0.97% for the year ended December 31, 2011, compared with 1.43% for 2010 and 2.18% for 2009.

Advances from the Federal Home Loan Bank: Our ability to borrow funds through nondeposit sources provides additional flexibility in meeting the liquidity needs of customers while enhancing our cost of funds structure. Average funds borrowed were \$307.10 million and \$371.13 million for the years ended December 31, 2011 and 2010, respectively. The balance at December 31, 2011, of \$280.00 million, decreased \$50.80 million from the balance at December 31, 2010, of \$330.80 million. Refer to Note 10 in the Notes to Consolidated Financial Statements for additional disclosures related to borrowing arrangements.

Convertible Subordinated Capital Notes: Convertible subordinated capital debentures are unsecured debt that has a lesser priority than that of other debt claims and are not insured by the FDIC or any other governmental agency. Our notes are convertible to common stock at the option of the note holder. Total convertible subordinated capital debentures at December 31, 2011, were \$13.74 million. At December 31, 2010, the debentures totaled \$13.84 million. Average total convertible subordinated capital debentures for the year ended December 31, 2011, were \$13.79 million, compared with \$29.31 million for 2010. The average cost of these debentures was 8.35% and 7.58%, respectively. The decrease in the average liability balance and the increase in the average rate from 2010 were due to the Series I and Series II notes that the Company called during the first and second quarters of 2010 and the issuance of the 8% Series III notes in October 2009. Refer to Note 10 of the Notes to Consolidated Financial Statements for information on convertible subordinated capital debentures.

Liquidity: Liquidity represents our ability to provide funds to meet customer demand for loan and deposit withdrawals without impairing profitability. Our liquid assets consist of cash, interest-bearing deposits in financial institutions, federal funds sold, and investments and loans maturing within one year. Asset liquidity is also provided by managing both loan and security maturities.

We maintained an average of \$313.95 million outstanding in overnight interest-bearing deposits during 2011, compared with \$107.31 million for 2010. We intend to maintain sufficient liquidity at all times to meet our funding commitments and growth plans. During 2011, we primarily funded our growth in total assets with deposit growth.

Capital Resources: Federal banking laws set forth certain regulatory capital requirements that apply to us. Within the framework established by the law, we qualify for the classification "well-capitalized," which is the highest regulatory classification.

On September 22, 2011, the Company entered into a Securities Purchase Agreement with the Secretary of the U. S. Treasury Department, pursuant to which the Company sold and issued 76,458 shares of the Company's Senior Non-Cumulative Perpetual Preferred Stock, Series C ("Series C Preferred Stock"), liquidation value of \$1,000 per share, for a total purchase price of \$76.46 million. The issuance was pursuant to the Small Business Lending Fund ("SBLF") program, a \$30 billion fund established under the Small Business Jobs Act of 2010 that was created to encourage lending to small businesses by providing capital to qualified community banks with assets of less than \$10 billion.

The holder of the Series C Preferred Stock is entitled to receive non-cumulative dividends, payable quarterly, on January 1, April 1, July 1, and October 1 of each year. The dividend rate can fluctuate on a quarterly basis

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during the first 10 quarters during which the Series C Preferred Stock is outstanding, based upon changes in the level of "Qualified Small Business Lending" ("QSBL") by the Company as compared to the Company's baseline QSBL level, which was established at the closing of the securities issuance. The dividend rate for the initial dividend period has been set at 5%. For the second through tenth calendar quarters, the dividend rate may be adjusted to between 1% and 5% per annum based upon the increase in QSBL as compared to the initial baseline. For the eleventh calendar quarter through four and one-half years after issuance, the dividend rate will be fixed at between 1% and 7% based upon the level of QSBL compared to the baseline. After four and one-half years from the issuance, the dividend rate will increase to 9%. Due to the Company's loan growth, the blended rate for the period from closing through December 31, 2011 was 4.63%, with the rate reduced to 3.92% for the first quarter of 2012.

If the Company has not declared and paid an aggregate of six dividend payments on the Series C Preferred Stock, whether or not consecutive, the holder of the Series C Preferred Stock will have the right to elect two directors to the Company's Board of Directors. The Series C Preferred Stock may be redeemed at any time at the Company's option, at a redemption price of 100% of the liquidation amount plus accrued but unpaid dividends to the date of redemption for the current period, subject to the approval of the FDIC.

On September 22, 2011, the Company used the proceeds from the sale and issuance of the Series C Preferred Stock to repurchase all 76,458 outstanding shares of its Fixed Rate Non-Cumulative Perpetual Preferred Stock, Series B, liquidation amount \$1,000 per share ("Series B Preferred Stock"), for a redemption price of \$76.46 million, plus accrued but unpaid dividends. The Series B Preferred Stock was issued in the fourth quarter of 2008 to the U.S. Treasury Department under the Capital Purchase Program. In connection with the issuance of the senior preferred, participating institutions were required to issue to the U.S. Treasury immediately exercisable 10-year warrants to purchase common stock with an aggregate market price equal to 15% of the amount of senior preferred. The warrants to purchase common shares, which were issued with an allocated fair value of \$4.13 million, remain outstanding and are included in paid-in capital on the balance sheet. With the repurchase of all shares of the Series B Preferred Stock, the remaining accretion of the discount of \$1.86 million was accelerated into the third quarter of 2011 and reduced income available to common shareholders.

In October 2009, the Company offered Series III Investment Units to existing shareholders, customers, and the general public in subscription offerings. As a result of that offering, \$27.77 million in capital was raised, resulting in the issuance of 1,041,300 shares of common stock, and \$13.88 million in convertible subordinated capital debentures were issued at 8%.

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In August 2008, the Company issued 598,542 shares of 8% Non-Cumulative Convertible Preferred Stock, Series A (the "Series A Preferred Stock"), at a purchase price of \$100 per share. The Series A Preferred Stock pays a non-cumulative dividend of 8% per year. Each share of the Series A Preferred Stock may be converted at any time, at the option of the holder, into shares of common stock equal to the purchase price divided by \$18.56.

Additional information concerning our capital resources is contained in Note 16 of the Notes to Consolidated Financial Statements.

Contractual Obligations, Contingent Liabilities, and Commitments: The following table summarizes our significant contractual obligations, contingent liabilities, and certain other commitments outstanding as of December 31, 2011 (in thousands):

Contractual Obligations	Payments due by period				
	Total	Less than 1 year	1 - 3 years	3 - 5 years	More than 5 years
Operating lease obligations	\$ 40,503	\$ 6,329	\$ 11,489	\$ 8,414	\$ 14,271
Other long-term liabilities reflected on the registrant's balance sheet under GAAP					
FHLB advances	280,000	-	-	-	280,000
Convertible subordinated capital debentures	13,740	-	-	-	13,740
Other commitments					
Standby letters of credit	36,723	36,723	-	-	-
Commitments to extend credit	840,256	840,256	-	-	-
Total contractual obligations	\$ 1,211,222	\$ 883,308	\$ 11,489	\$ 8,414	\$ 308,011

Impact of Inflation and Changing Prices: The financial statements and related data presented herein have been prepared in accordance with generally accepted accounting principles. These principles dictate that financial position and operating results be measured in terms of historical dollars, without considering changes in the relative purchasing power of money over time due to inflation. A financial institution's assets and liabilities are primarily monetary in nature. As a result, general levels of inflation typically have a less significant effect on financial performance than do changes in interest rates; however, noninterest expenses tend to rise in periods of general inflation.

Return on Equity and Assets: The annualized ratio of operating income to average total assets and average shareholders' equity and average equity to average assets for the periods indicated are as follows:

Year Ended December 31,	2011	2010	2009
Return on average assets	0.83%	0.81%	0.78%
Return on average equity	6.51%	6.17%	6.12%
Average equity to average assets	12.82%	13.18%	12.75%

Interest Sensitivity: Prudent balance sheet management requires processes that monitor and protect us against unanticipated or significant changes in the level of market interest rates. Net interest income stability should be maintained in changing rate environments by ensuring that interest rate risk is kept to an acceptable level. The ability to reprice our interest-sensitive assets and liabilities over various time intervals is of critical importance.

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We use a variety of traditional and on-balance-sheet tools to manage our interest rate risk. Gap analysis, which monitors the “gap” between interest-sensitive assets and liabilities, is one such tool. In addition, we use simulation modeling to forecast future balance sheet and income statement behavior. By studying the effects on net interest income of rising, stable, and falling interest rate scenarios, we can position ourselves to take advantage of anticipated interest rate movement, and protect ourselves from unanticipated rate movements, by understanding the dynamic nature of our balance sheet components.

An asset-sensitive balance sheet structure implies that assets, such as loans and securities, will reprice faster than liabilities; consequently, net interest income should be positively affected in an increasing interest rate environment. Conversely, a liability-sensitive balance sheet structure implies that liabilities, such as deposits, will reprice faster than assets; consequently, net interest income should be positively affected in a decreasing interest rate environment. At December 31, 2011, we had \$396,000 more assets than liabilities subject to repricing within one year and, therefore, were in an asset-sensitive position.

Market Risk Management: The effective management of market risk is essential to achieving our strategic objectives. As a financial institution, our most significant market risk exposure is interest rate risk. The primary objective of the management of interest rate risk is to minimize the effect that changes in interest rates have on net interest income. This is accomplished through active management of asset and liability portfolios, with a focus on the strategic pricing of asset and liability accounts and management of appropriate maturity mixes of assets and liabilities. The goal of these activities is the development of appropriate maturity and repricing opportunities in our portfolios of assets and liabilities that will produce consistent net interest income during periods of changing interest rates. Our ALCO monitors loan, investment, and liability portfolios to ensure comprehensive management of interest rate risk. These portfolios are analyzed for proper fixed-rate and variable-rate mixes under various interest rate scenarios.

The asset and liability management process is designed to achieve relatively stable net interest margins and assure liquidity by coordinating the volumes, maturities, and/or repricing opportunities of earning assets, deposits, and borrowed funds. It is the responsibility of the ALCO to determine and achieve the most appropriate volume and mix of earning assets and interest-bearing liabilities, as well as ensure an adequate level of liquidity and capital within the context of corporate performance goals. The ALCO also sets policy guidelines and establishes long-term strategies with respect to interest rate risk exposure and liquidity. The ALCO meets regularly to review our interest rate risk and liquidity positions in relation to present and prospective market and business conditions. In addition, funding and balance sheet management strategies are adopted with the intent to ensure that the potential impact on earnings and liquidity due to fluctuations in interest rates are within acceptable standards.

We currently do not use off-balance-sheet financial instruments to manage interest rate sensitivity and net interest income.

Earnings Simulation Analysis: Management uses simulation analysis to measure the sensitivity of net interest income to changes in interest rates. The model calculates an earnings estimate based on current and projected balances and rates. This method is subject to the accuracy of the assumptions that underlie the process, but it provides an additional analysis of the sensitivity of earnings to changes in interest rates to static gap analysis. Assumptions used in the model rates are derived from historical trends, peer analysis, and management's outlook and include loans and deposit growth rates and projected yields and rates. All maturities, calls, and prepayments in the securities portfolio are assumed to be reinvested in like instruments. Mortgage loans and mortgage-backed securities prepayment assumptions are based on industry estimates of prepayment speeds for portfolios with similar coupon ranges and seasoning. Different interest rate scenarios and yield curves are used to measure the sensitivity of earnings to changing interest rates. Interest rates on

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MANAGEMENT'S DISCUSSION AND ANALYSIS

different asset and liability accounts move differently when the prime rate changes and is reflected in the different rate scenarios.

The following table represents the interest rate sensitivity on our net interest income using different rate scenarios:

<u>Change in Prime Rate</u>	<u>% Change in Net Interest Income</u>
+ 200 basis points	6.13%
- 200 basis points	(17.95%)

Market Value Simulation: Market value simulation is used to calculate the estimated fair value of assets and liabilities over different interest rate environments. Market values are calculated based on discounted cash flow analysis. The net market value is the market value of all assets minus the market value of all liabilities. The change in net market value over different rate environments is an indication of the longer term repricing risk in the balance sheet. The same assumptions are used in the market value simulation as in the earnings simulation. The following table reflects the change in net market value over different rate environments:

<u>Change in Prime Rate</u>	<u>Change in Net Market Value (dollars in thousands)</u>
+ 200 basis points	\$ (32,510)
- 200 basis points	\$ (37,223)

Credit Risk Elements: We place a loan in nonaccrual status when management believes, after considering economic and business conditions and collections efforts, that the borrower's financial condition is such that full collection of principal and interest is doubtful or when the loan is past due for 120 days or more, unless the debt is both well-secured and in the process of collection.

FORWARD-LOOKING STATEMENTS

This report contains certain forward-looking statements with respect to our plans, objectives, future performance, and business, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Words such as "expects," "anticipates," "believes," "estimates," and other similar expressions or future or conditional verbs such as "will," "should," "would," and "could" are intended to identify such forward-looking statements. These forward-looking statements are not guarantees of future performance and involve certain risks and uncertainties and are based on the beliefs and assumptions of our management.

Factors that may cause actual results to differ materially from those contemplated by such forward-looking statements include, among others, the following:

- competitive pressures in the banking industry may increase significantly;
- changes in the interest rate environment may reduce margins and/or the volumes and values of loans made or held, as well as the value of other financial assets held;
- general economic conditions, either nationally or regionally, may be less favorable than expected, resulting in, among other things, a deterioration in credit quality and/or a reduced demand for credit or other services;

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- changes in the legislative or regulatory environment, including changes in accounting standards, may adversely affect our businesses;
- costs or difficulties related to the integration of the business and the businesses we have acquired may be greater than expected;
- expected cost savings associated with pending or recently completed acquisitions may not be fully realized or realized within the expected time frame;
- our competitors may have greater financial resources and develop products that enable them to compete more successfully;
- changes in business conditions;
- changes in the securities market; and
- changes in our local economy with regard to our market area and its heavy concentration of U.S. military bases and related personnel.

We do not undertake and specifically disclaim any obligation to publicly update or revise any forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date of such statements.

NON-GAAP RECONCILIATIONS

The Company presents return on average assets, return on average tangible assets, return on average equity, and return on average tangible equity. Management excludes the balance of average goodwill and other intangible assets from our calculation of return on average tangible assets and return on average tangible equity. This adjustment allows management to review the Company's core operating results and core capital position.

Year Ended December 31,	2011	2010
Return on average assets (GAAP basis)	0.83%	0.81%
Impact of excluding average goodwill and other intangibles	0.03%	0.03%
Return on average tangible assets	<u>0.86%</u>	<u>0.84%</u>
Return on average equity (GAAP basis)	6.51%	6.17%
Impact of excluding average goodwill and other intangibles	1.86%	1.55%
Return on average tangible equity	<u>8.37%</u>	<u>7.72%</u>

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The Company presents book value (period ended shareholders' equity divided by the period ended common shares outstanding) and tangible book value. In calculating tangible book value, the Company excludes goodwill and other intangible assets, allowing management to review its core capital position.

Year Ended December 31,	Per share	
	2011	2010
Book value (GAAP basis)	\$ 13.03	\$ 12.46
Impact of excluding average goodwill and other intangibles	(3.95)	(3.77)
Tangible book value	<u>\$ 9.08</u>	<u>\$ 8.69</u>

When computing the efficiency ratio (noninterest expense divided by the sum of net interest income and noninterest income, excluding securities gains or losses), management excludes the gains and losses on securities because of the uncertainty of the amount of gain or loss recognized.

Year Ended December 31,	2011	2010
Efficiency ratio (GAAP basis)	71.01%	65.05%
Impact of excluding securities gains/(losses)	1.30%	2.13%
Efficiency ratio, as reported	<u>72.31%</u>	<u>67.18%</u>

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Report of Independent Registered Public Accounting Firm

Board of Directors and Shareholders

TowneBank

Suffolk, Virginia

We have audited the accompanying consolidated balance sheets of **TowneBank** and subsidiaries as of December 31, 2011 and 2010, and the related consolidated statements of income, comprehensive income, equity, and cash flows for each of the years in the three-year period ended December 31, 2011. We also have audited **TowneBank's** internal control over financial reporting as of December 31, 2011, including controls over the preparation of regulatory financial statements in accordance with the instructions for Consolidated Reports of Condition and Income (Call Report) of the Federal Financial Institutions Examination Council, based on criteria established in *Internal Control—Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). **TowneBank's** management is responsible for these financial statements, for maintaining effective internal control over financial reporting, and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Report on Internal Control. Our responsibility is to express an opinion on these financial statements and an opinion on the Company's internal control over financial reporting based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement and whether effective internal control over financial reporting was maintained in all material respects. Our audits of the financial statements included examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audits also included performing such other procedures as we considered necessary in the circumstances. We believe that our audits provide a reasonable basis for our opinions.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. Because management's assessment and our audit were conducted to also meet the reporting requirements of Section 112 of the Federal Deposit Insurance Corporation Improvement Act (FDICIA), management's assessment and our audit of the Company's internal control over financial reporting included controls over the preparation of financial statements in accordance with the Federal Financial Institutions Examination Council instructions for Consolidated Reports of Condition and Income (call report). A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles and call report instructions, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

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Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of *TowneBank* and subsidiaries as of December 31, 2011 and 2010, and the results of their operations and their cash flows for each of the years in the three-year period ended December 31, 2011, in conformity with accounting principles generally accepted in the United States of America. Also in our opinion, *TowneBank* maintained, in all material respects, effective internal control over financial reporting as of December 31, 2011, based on criteria established in *Internal Control—Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).

We do not express an opinion or any other form of assurance on management's statements in the accompanying Management's Report on Internal Control in the section Compliance with Designated Laws and Regulations.

/s/ Dixon Hughes Goodman LLP

March 13, 2012

TOWNEBANK

MANAGEMENT'S REPORT ON INTERNAL CONTROL

INTERNAL CONTROL OVER FINANCIAL REPORTING

Management of TowneBank is responsible for the preparation and fair presentation of the financial statements and other financial information contained in this report. The accompanying consolidated financial statements were prepared in conformity with accounting principles generally accepted in the United States of America and include, as necessary, best estimates and judgments by management. Management also prepared other information in the Annual Report and is responsible for its accuracy and consistency with the consolidated financial statements. Our management is responsible for establishing and maintaining adequate internal control over financial reporting and for our compliance with laws and regulations relating to safety and soundness designated by the Federal Deposit Insurance Corporation ("FDIC"). Our internal control system was designed to provide reasonable assurance to our management and Board of Directors regarding the preparation and fair presentation of published financial statements.

All internal control systems, no matter how well designed, have inherent limitations. Therefore, even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

We maintain systems of controls that we believe are reasonably designed to provide our management with timely and accurate information about our operations. The system of internal controls includes, but is not limited to, maintaining internal audit and compliance functions; establishing formal written policies, procedures, and codes of conduct; training personnel; and segregating key duties and functions, where appropriate.

The Audit and Risk Management Committee of the Board of Directors participates in the adequacy of the system of internal controls and financial reporting. The Audit and Risk Management Committee consists of independent directors who meet regularly with management, the internal auditor, the Chief Risk Officer, and the independent auditors to review the scope of their work and findings.

Our management assessed the effectiveness of our internal control over financial reporting as of December 31, 2011. In making this assessment, it used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission in Internal Control – Integrated Framework. Based on our assessment we believe that, as of December 31, 2011, our internal control over financial reporting is effective based on those criteria, and that we complied with the FDIC's safety and soundness laws and regulations over the course of the year ended December 31, 2011.

Financial Statements

Our management is responsible for the preparation, integrity, and fair presentation of our published consolidated financial statements as of December 31, 2011, and for the year then ended. The financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America and, as such, include amounts, some of which are based on management's judgments and estimates.

TOWNEBANK
MANAGEMENT'S REPORT ON INTERNAL CONTROL

Compliance with Laws and Regulations

Our management is also responsible for compliance with federal and state laws and regulations concerning dividend restrictions and federal laws and regulations concerning loans to insiders designated by the FDIC as safety and soundness laws and regulations. Management assessed our compliance with the designated laws and regulations. Based on this assessment, our management believes that we complied, in all significant respects, with the designated laws and regulations relating to safety and soundness for the year ended December 31, 2011.

Dixon Hughes Goodman LLP, the registered public accounting firm that performed our financial statement audit, has issued an attestation report on our assessment of our internal controls over financial reporting. A copy of this report, which is combined with the report expressing an opinion on the consolidated financial statements, precedes.

March 13, 2012

/s/ G. Robert Aston, Jr

G. Robert Aston, Jr.
Chairman and Chief Executive Officer

/s/ Clyde E. McFarland, Jr.

Clyde E. McFarland, Jr.
Senior Executive Vice President and Chief Financial Officer

CONSOLIDATED BALANCE SHEETS
(dollars in thousands, except share data)
December 31, 2011 and 2010

ASSETS		
	2011	2010
Cash and due from banks	\$ 312,149	\$ 144,825
Interest-bearing deposits in financial institutions	1,995	5,651
Total Cash and Cash Equivalents	314,144	150,476
Securities available for sale, at fair value	330,073	422,135
Securities held to maturity, at amortized cost	153,912	149,241
Trading account securities	10,854	10,090
Federal Home Loan Bank stock, at amortized cost	20,445	23,871
Total Securities	515,284	605,337
Mortgage loans held for sale	109,453	65,028
Loans, net of unearned income and deferred costs:	2,793,193	2,731,352
Less: allowance for loan losses	(39,740)	(38,660)
Net Loans	2,753,453	2,692,692
Premises and equipment, net	134,047	115,298
Goodwill	98,127	91,953
Other intangible assets, net	16,811	16,993
Bank-owned life insurance policies	53,315	52,737
Other assets	87,136	80,504
TOTAL ASSETS	\$ 4,081,770	\$ 3,871,018
LIABILITIES AND EQUITY		
Deposits:		
Noninterest-bearing demand	\$ 839,211	\$ 706,040
Interest-bearing:		
Demand and money market accounts	991,084	770,505
Savings	192,133	134,314
Certificates of deposit	1,168,359	1,343,655
Total Deposits	3,190,787	2,954,514
Advances from the Federal Home Loan Bank	280,000	330,801
Convertible subordinated capital debentures	13,740	13,842
Repurchase agreements and other borrowings	11,790	14,076
Total Borrowings	305,530	358,719
Other liabilities	64,964	58,273
TOTAL LIABILITIES	3,561,281	3,371,506
Preferred stock, \$5.00 par value		
Authorized shares - 2,000,000		
Issued and outstanding shares 659,945 in 2011 and 662,590 in 2010	134,507	132,293
Common stock, \$1.667 par value		
Authorized shares - 45,000,000		
Issued and outstanding shares 29,145,226 in 2011 and 28,893,660 in 2010	48,585	48,166
Capital surplus	233,895	230,584
Retained earnings	94,453	81,000
Accumulated other comprehensive income	2,754	288
TOTAL SHAREHOLDERS' EQUITY	514,194	492,331
Noncontrolling interest	6,295	7,181
TOTAL EQUITY	520,489	499,512
TOTAL LIABILITIES AND EQUITY	\$ 4,081,770	\$ 3,871,018

See accompanying Notes to Consolidated Financial Statements.

TOWNEBANK

CONSOLIDATED STATEMENTS OF INCOME

(dollars in thousands, except per share data)

For the Years Ended December 31, 2011, 2010, and 2009

	<u>2011</u>	<u>2010</u>	<u>2009</u>
INTEREST INCOME:			
Loans, including fees	\$ 153,905	\$ 148,353	\$ 139,758
Investment securities	15,499	16,927	18,356
Interest-bearing deposits in financial institutions and federal funds sold	802	298	403
Mortgage loans held for sale	2,267	3,617	2,564
Total interest income	<u>172,473</u>	<u>169,195</u>	<u>161,081</u>
INTEREST EXPENSE:			
Deposits	22,353	30,124	42,577
Advances from the Federal Home Loan Bank	12,817	14,308	15,504
Convertible subordinated capital debentures	1,152	2,222	2,489
Repurchase agreements and other borrowings	(71)	(94)	168
Total interest expense	<u>36,251</u>	<u>46,560</u>	<u>60,738</u>
Net interest income	136,222	122,635	100,343
PROVISION FOR LOAN LOSSES	<u>13,602</u>	<u>22,565</u>	<u>12,891</u>
Net interest income after provision for loan losses	<u>122,620</u>	<u>100,070</u>	<u>87,452</u>
NONINTEREST INCOME:			
Residential mortgage brokerage income, net	12,642	12,998	11,910
Real estate brokerage and property management income, net	11,496	11,155	11,725
Insurance commissions and other title fees and income, net	22,546	20,189	13,418
Service charges on deposit accounts	7,211	6,556	6,342
Credit card merchant fees, net	2,828	2,261	1,823
Other income	7,329	6,930	6,371
Gain on securities available for sale	3,681	5,961	11,149
Total noninterest income	<u>67,733</u>	<u>66,050</u>	<u>62,738</u>
NONINTEREST EXPENSE:			
Salaries and employee benefits	79,558	69,085	61,818
Occupancy	13,879	11,931	11,335
Furniture and equipment	5,805	5,312	5,194
Other expenses	45,578	36,417	33,444
Total noninterest expense	<u>144,820</u>	<u>122,745</u>	<u>111,791</u>
Income before income tax expense & noncontrolling interest	45,533	43,375	38,399
Provision for income tax expense	<u>12,726</u>	<u>12,456</u>	<u>11,647</u>
Net income	\$ 32,807	\$ 30,919	\$ 26,752
Net (income) loss attributable to noncontrolling interest	514	(643)	7
Net income attributable to TowneBank	<u>33,321</u>	<u>30,276</u>	<u>26,759</u>
Preferred stock dividends and accretion	<u>10,434</u>	<u>9,355</u>	<u>10,044</u>
Net income available to common shareholders	<u>\$ 22,887</u>	<u>\$ 20,921</u>	<u>\$ 16,715</u>
Per common share information			
Basic earnings	\$ 0.79	\$ 0.74	\$ 0.67
Diluted earnings	\$ 0.79	\$ 0.73	\$ 0.66
Cash dividends declared	\$ 0.32	\$ 0.32	\$ 0.32

See accompanying Notes to Consolidated Financial Statements.

TOWNEBANK
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(in thousands)
For the Years Ended December 31, 2011, 2010, and 2009

	<u>2011</u>	<u>2010</u>	<u>2009</u>
Net income	\$ 32,807	\$ 30,919	\$ 26,752
Unrealized gains on securities:			
Unrealized holding gains arising during the period	7,475	8,916	1,974
Realized gains reclassified into earnings	<u>(3,681)</u>	<u>(5,961)</u>	<u>(11,149)</u>
Net unrealized gains (losses)	3,794	2,955	(9,175)
Income tax expense (benefit)	<u>(1,328)</u>	<u>(1,034)</u>	<u>3,211</u>
Other comprehensive income (loss), net of tax	<u>2,466</u>	<u>1,921</u>	<u>(5,964)</u>
Comprehensive income	<u>\$ 35,273</u>	<u>\$ 32,840</u>	<u>\$ 20,788</u>

See accompanying Notes to Consolidated Financial Statements.

TOWNEBANK

CONSOLIDATED STATEMENTS OF EQUITY

(dollars in thousands, except share data)

For the Years Ended December 31, 2011, 2010, and 2009

	Common Shares	Preferred Stock	Common Stock	Capital Surplus	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Noncontrolling Interest	Total
Balance, December 31, 2008	24,549,150	\$ 131,372	\$ 40,923	\$ 182,213	\$ 60,832	\$ 4,331	\$ 92	\$ 419,763
Net Income	-	-	-	-	26,759	-	(7)	26,752
Unrealized loss on securities, net of tax benefit of \$3,211	-	-	-	-	-	(5,964)	-	(5,964)
Cash dividends declared on common stock	-	-	-	-	(8,211)	-	-	(8,211)
Cash dividends declared on preferred stock	-	-	-	-	(9,218)	-	-	(9,218)
Directors' deferred compensation	(35,736)	-	(58)	60	-	-	-	2
Issuance of common stock - acquisitions	753,136	-	1,255	7,541	-	-	-	8,796
Conversion of preferred stock into common stock	21,011	(417)	35	406	-	-	-	24
Accretion of preferred stock discount	-	827	-	-	(827)	-	-	-
Issuance of common stock - stock compensation plans	296,813	-	495	4,560	-	-	-	5,055
Investment in joint ventures	-	-	-	-	-	-	6,612	6,612
Issuance of common stock	1,866,798	-	3,112	17,300	-	-	-	20,412
Other	-	-	-	292	6	-	-	298
Balance, December 31, 2009	27,451,172	\$ 131,782	\$ 45,762	\$ 212,372	\$ 69,341	\$ (1,633)	\$ 6,697	\$ 464,321
Net Income	-	-	-	-	30,276	-	643	30,919
Unrealized gain on securities, net of tax expense of \$1,034	-	-	-	-	-	1,921	-	1,921
Cash dividends declared on common stock	-	-	-	-	(9,262)	-	-	(9,262)
Cash dividends declared on preferred stock	-	-	-	-	(8,527)	-	-	(8,527)
Directors' deferred compensation	(68,095)	-	(113)	113	-	-	-	-
Distribution of interests in joint ventures	-	-	-	-	-	-	(159)	(159)
Conversion of preferred stock into common stock	17,018	(317)	27	293	-	-	-	3
Accretion of preferred stock discount	-	828	-	-	(828)	-	-	-
Issuance of common stock - stock compensation plans	215,776	-	363	1,946	-	-	-	2,309
Conversion of convertible debt into common stock	1,115,740	-	1,857	14,240	-	-	-	16,097
Issuance of common stock	162,049	-	270	1,620	-	-	-	1,890
Balance, December 31, 2010	28,893,660	\$ 132,293	\$ 48,166	\$ 230,584	\$ 81,000	\$ 288	\$ 7,181	\$ 499,512
Net loss attributable to noncontrolling interest related to prior years	-	-	-	-	-	-	(948)	-
Net income attributable to noncontrolling interest in current year	-	-	-	-	-	-	434	-
Net Income	-	-	-	-	33,321	-	(514)	32,807
Unrealized gain on securities, net of tax expense	-	-	-	-	-	2,466	-	2,466
Cash dividends declared on common stock	-	-	-	-	(9,434)	-	-	(9,434)
Cash dividends declared on preferred stock	-	-	-	-	(7,953)	-	-	(7,953)
Directors' deferred compensation	(65,219)	-	(108)	109	-	-	-	1
Distribution of interests in joint ventures	-	-	-	-	-	-	(372)	(372)
Issuance of common stock - acquisitions	146,440	-	244	1,701	-	-	-	1,945
Conversion of preferred stock into common stock	14,243	(267)	24	240	-	-	-	(3)
Accretion of preferred stock discount	-	2,481	-	-	(2,481)	-	-	-
Redemption of preferred stock	-	(76,458)	-	-	-	-	-	(76,458)
Issuance of preferred stock	-	76,458	-	-	-	-	-	76,458
Issuance of common stock - stock compensation plans	145,710	-	241	1,127	-	-	-	1,368
Issuance of common stock	10,392	-	18	134	-	-	-	152
Balance, December 31, 2011	29,145,226	\$ 134,507	\$ 48,585	\$ 233,895	\$ 94,453	\$ 2,754	\$ 6,295	\$ 520,489

See accompanying Notes to Consolidated Financial Statements.

TOWNEBANK
CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)
For the Years Ended December 31, 2011, 2010, and 2009

OPERATING ACTIVITIES:	2011	2010	2009
Net income	\$ 32,807	\$ 30,919	\$ 26,752
Adjustments to reconcile net income to net cash (used for) from operating activities:			
Net accretion of securities	3,612	2,810	2,015
Investment securities gains	(3,681)	(5,961)	(11,149)
Depreciation, amortization, and other intangible amortization	10,987	9,781	9,744
Provision for loan losses	13,602	22,565	12,891
Bank-owned life insurance income	(2,576)	(2,157)	(2,113)
Deferred income tax benefit	(936)	(4,032)	(3,506)
Share-based compensation expense	1,350	1,012	1,638
Loss on sale and write-down of foreclosed assets	3,902	1,133	14
Changes in:			
Loans held for sale	(44,425)	7,193	(46,337)
Interest receivable	814	(269)	(1,282)
Other assets	(16,192)	(20,104)	(31,001)
Interest payable	(1,358)	(2,155)	(1,911)
Other liabilities	7,716	4,752	18,126
Net cash from (used for) operating activities	<u>5,622</u>	<u>45,487</u>	<u>(26,119)</u>
INVESTING ACTIVITIES:			
Purchase of available-for-sale securities	(226,579)	(435,186)	(710,312)
Purchase of held-to-maturity securities	(365,247)	(51,627)	(13,093)
Sale of available-for-sale securities	231,750	437,451	392,267
Proceeds from maturities, calls, and prepayments of available-for-sale securities	94,067	85,322	154,971
Proceeds from maturities, calls, and prepayments of held-to-maturity securities	360,691	25,373	7,535
Net increase in loans	(74,309)	(104,268)	(222,461)
Purchases of premises and equipment	(27,303)	(26,643)	(16,915)
Proceeds from sales of premises and equipment	281	920	92
Distribution of interest in joint ventures	(372)	(158)	-
Proceeds from sales of foreclosed assets	4,631	1,267	929
Acquisition of business, net of cash acquired	(5,468)	34,927	(10,942)
Net cash used for investing activities	<u>(7,858)</u>	<u>(32,622)</u>	<u>(417,929)</u>
FINANCING ACTIVITIES:			
Net increase in deposit accounts	236,274	238,126	323,034
Net change in borrowings	(53,043)	(150,893)	87,947
Proceeds from share-based compensation activity	18	1,371	513
Proceeds from issuance of common stock	3	1,893	20,078
Proceeds from issuance of preferred stock	76,458	-	-
Redemption of preferred stock	(76,458)	-	-
Cash dividends paid	(17,348)	(17,610)	(16,298)
Net cash from financing activities	<u>165,904</u>	<u>72,887</u>	<u>415,274</u>
Change in cash and cash equivalents	163,668	85,752	(25,023)
Cash and cash equivalents at beginning of year	150,476	64,724	89,747
Cash and cash equivalents at end of year	<u>\$ 314,144</u>	<u>\$ 150,476</u>	<u>\$ 64,724</u>
Supplemental cash flow information:			
Cash paid for interest	\$ 37,609	\$ 48,716	\$ 62,649
Cash paid for income taxes	\$ 13,066	\$ 16,000	\$ 12,550
Noncash financing and investing activities:			
Net unrealized gain (loss) on available-for-sale securities	\$ 2,466	\$ 1,921	\$ (5,964)
Common stock issued in connection with business acquisition	\$ 1,945	\$ -	\$ 8,796
Common stock issued in connection with conversion of convertible subordinated capital debentures	\$ 146	\$ 16,097	\$ 3,554

See accompanying Notes to Consolidated Financial Statements.

TOWNEBANK

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Business: TowneBank (the “Company”) was organized and incorporated under the laws of the Commonwealth of Virginia on September 1, 1998, and commenced operations on April 8, 1999. The Company, through its banking and non-banking subsidiaries, provides a diverse range of financial services and products throughout the greater Hampton Roads region and northeastern North Carolina.

Basis of presentation: The consolidated financial statements include the accounts of the Company and all other entities in which the Company has a controlling financial interest. The accompanying consolidated financial statements are prepared in conformity with accounting principles generally accepted in the United States of America (“GAAP”) and prevailing practices of the banking industry. All significant intercompany balances and transactions have been eliminated in consolidation. The following is a summary of the significant accounting and reporting policies used in preparing the consolidated financial statements.

Reclassifications and Corrections: During the second quarter of 2011, the Company discovered certain overstatements in income attributable to noncontrolling interests as reported in prior periods, which resulted in a corresponding understatement of net income attributable to TowneBank for those periods. The overstatement of income attributable to noncontrolling interests was \$251,000 and \$697,000 before taxes, for the years ended December 31, 2009 and 2010, respectively. The Company recorded the correction to the prior period overstatements in the year ended December 31, 2011. The correction of the overstatement of net income attributable to noncontrolling interests has no effect on net income or total equity for the year ended December 31, 2011, or any other previously reported period.

To maintain consistency and comparability, certain amounts from prior periods have been reclassified to conform to current period presentation with no effect on net income or shareholders’ equity as previously reported.

Use of estimates: The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates and assumptions. Material estimates that are particularly susceptible to significant change in the near term relate to the determination of the allowance for loan losses, deferred income taxes, fair value estimates, and goodwill and other intangibles.

Cash and cash equivalents: For purposes of reporting cash flows, the Company considers cash and due from banks, interest-bearing deposits in financial institutions, and federal funds sold as cash and cash equivalents. Generally, federal funds and securities purchased under agreements to resell are purchased and sold for one-day periods. The Company is required to maintain average reserve balances in cash with the Federal Reserve Bank of Richmond; required reserves were \$4.10 million at December 31, 2011 and 2010.

Investment securities: Investment securities are classified in three categories and accounted for as follows:

- a) Debt securities that the Company has the positive intent and ability to hold to maturity are classified as held-to-maturity securities and reported at amortized cost.
- b) Debt and equity securities that are bought and held principally for the purpose of selling them in the near term are classified as trading securities and reported at fair value, with unrealized gains and losses included in earnings.

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

- c) Debt and equity securities not classified as either held-to-maturity or trading securities are classified as available-for-sale securities and reported at fair value, with unrealized holding gains and losses excluded from earnings and reported as other comprehensive income, a separate component of shareholders' equity, until realized.

Gains and losses on sales of securities are computed based on specific identification of the adjusted cost of each security and included in noninterest income. Amortization of premiums and accretion of discounts are computed by the effective yield method and included in interest income. Other-than-temporary declines in the fair value of individual held-to-maturity and available-for-sale securities below their cost, if any, are included in earnings as realized losses.

The Company evaluates its investment securities portfolio on a quarterly basis for indicators of Other-Than-Temporary Impairment ("OTTI"). Management assesses whether OTTI has occurred when the fair value of a debt security is less than the amortized cost basis at the balance sheet date. Management reviews the amount of unrealized loss, the length of time the security has been in an unrealized loss position, the credit rating history, market trends of similar security classes, time remaining to maturity, and the source of both interest and principal payments to identify securities which could potentially be impaired. OTTI is considered to have occurred (1) if management intends to sell the security; (2) if it is more likely than not management will be required to sell the security before recovery of its amortized cost basis; or (3) the present value of expected cash flows are not sufficient to recover all contractually required principal and interest payments. For securities that management does not expect to sell, or it is not more likely than not to be required to sell, the OTTI is separated into credit and noncredit components. A discounted cash flow analysis, which includes evaluating the timing of the expected cash flows, is completed for all debt securities subject to credit impairment. The measurement of the credit loss component is equal to the difference between the debt security's cost basis and the present value of its expected future cash flows discounted at the security's effective yield. The credit-related OTTI, represented by the expected loss in principal, is recognized in noninterest income. The remaining difference between the security's fair value and the present value of future expected cash flows is due to factors that are not credit-related and, therefore, are recognized in OCI. Management believes that it will fully collect the carrying value of securities on which noncredit-related impairment has been recognized in OCI. Noncredit-related OTTI results from other factors, including increased liquidity spreads and extension of the security. For securities which management does expect to sell, or if it is more likely than not the Company will be required to sell the security before recovery of its amortized cost basis, any OTTI is recognized in earnings. Once an OTTI is recorded, when future cash flows can be reasonably estimated, future cash flows are re-allocated between interest and principal cash flows to provide for a level-yield on the security.

Loans: Loans that management has the intent and ability to hold for the foreseeable future, or until maturity or pay-off, generally are stated at the amount of outstanding principal less unamortized fees and costs on originated loans, unearned income, and participation interests sold to other lending institutions. Interest on loans is accrued and credited to income based upon the principal amount outstanding. Fees collected and costs incurred in connection with loans originated are deferred and recognized as interest income over the term of the loan as an adjustment of yield.

Allowance for loan losses: The allowance for loan losses is established through a provision for loan losses charged against earnings. The level of the allowance for loan losses is based on management's evaluation of the risk inherent in the loan portfolio at the balance sheet date and changes in the nature and volume of loan activity. This evaluation includes a review of loans for which collection may not be reasonably assured. It considers internal risk grades, the estimated fair value of the underlying collateral, current and anticipated

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

economic conditions, historical loan loss experience, and other current factors that warrant consideration in determining an adequate allowance.

The allowance for loan losses consists of three elements: (i) specific valuation allowances determined in accordance with Accounting Standards Codification Topic (“ASC”) 310, *Receivables*, based on probable losses on specific loans; (ii) historical valuation allowances determined in accordance with ASC 450, *Contingencies*, based on historical loan loss experience for similar loans with similar characteristics and trends, adjusted, as necessary, to reflect the impact of current conditions; and (iii) general valuation allowances determined in accordance with ASC Topic 450 based on general economic conditions and other qualitative risk factors both internal and external to the Company.

It is our policy to assign internal risk grades to all loans as a component of the approval process. Based on the size of the loan, senior credit officers and the peer review committees review the classification to ensure accuracy and consistency of classifications, which are then validated by the chief risk officer. Loan classifications are internally reviewed to determine if any changes in the circumstances of the loan require a different risk grade. To determine the most appropriate risk grade classification for each loan, the credit officers examine the borrower’s liquidity level, asset quality, the amount of the borrower’s other indebtedness, cash flow, earnings, sources of financing, and existing lending relationships. The allowances established for probable losses on specific loans are based on a regular analysis and evaluation of classified loans.

Historical valuation allowances are calculated based on the historical loss experience of specific types of loans. We calculate historical loss ratios for pools of similar loans with similar characteristics based on the proportion of actual charge-offs experienced to the total population of loans in the pool. The historical loss ratios are updated quarterly based on actual charge-off experience. A historical valuation allowance is established for each pool of similar loans based upon the product of the historical loss ratio and the total dollar amount of the loans in the pool. Our pools of similar loans include groups of construction and land development loans, commercial real estate loans, commercial and industrial business loans, 1-4 family residential real estate loans, multifamily real estate loans, and consumer and other loans.

General valuation allowances are based on general economic conditions and other qualitative risk factors both internal and external to Company. In general, such valuation allowances are determined by evaluating, among other things: (i) the experience, ability, and effectiveness of the Company’s lending management and staff; (ii) the effectiveness of the Company’s loan policies, procedures, and internal controls; (iii) changes in asset quality; (iv) changes in loan portfolio volume; (v) the composition and concentrations of credit; (vi) the effectiveness of the internal loan review function; (vii) the impact of national economic trends on portfolio risks; and (viii) the impact of local economic trends on portfolio risk. Management evaluates the degree of risk that each one of these components has on the quality of the loan portfolio on a quarterly basis to determine an appropriate general valuation allowance. Management considers the current level of allowance for loan losses adequate to absorb losses inherent in the loan portfolio. Management’s determination of the adequacy of the allowance for loan losses, which is based on the factors and risk identification procedures previously discussed, requires the use of judgments and estimations that may change in the future. Changes in the factors used by management to determine the adequacy of the allowance or the availability of new information could cause the allowance for loan losses to be adjusted in future periods.

Loans acquired: Loans acquired through the completion of a transfer, including loans acquired in a business combination, that have evidence of deterioration of credit quality since origination and for which it is probable, at acquisition, that the Company will be unable to collect all contractually required payments receivable, are initially recorded at fair value (as determined by the present value of expected future cash

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

flows) with no valuation allowance. Loans are evaluated individually to determine if there is evidence of deterioration of credit quality since origination. Loans where there is evidence of deterioration of credit quality since origination may be aggregated and accounted for as a pool of loans if the loans being aggregated have common risk characteristics. The difference between the undiscounted cash flows expected at acquisition and the investment in the loan, or the “accretable yield,” is recognized as interest income on a level-yield method over the life of the loan. Contractually required payments for interest and principal that exceed the undiscounted cash flows expected at acquisition, or the “nonaccretable difference,” are not recognized as a yield adjustment or as a loss accrual or a valuation allowance. Significant increases in expected cash flows subsequent to the initial investment are recognized prospectively through adjustment of the yield on the loan over its remaining life. Decreases in expected cash flows are recognized immediately as impairment. If the Company does not have the information necessary to reasonably estimate cash flows to be expected, it may use the cost recovery method or cash basis method of income recognition. Valuation allowances on these impaired loans reflect only losses incurred after the acquisition (meaning the present value of all cash flows expected at acquisition that ultimately are not to be received).

For purchased loans that are not deemed impaired at acquisition, credit discounts representing the principal losses expected over the life of the loan are a component of the initial fair value. Loans may be aggregated and accounted for as a pool of loans if the loans being aggregated have common risk characteristics. Subsequent to the purchase date, the methods utilized to estimate the required allowance for credit losses for these loans is similar to originated loans; however, the Company records a provision for loan losses only when the required allowance exceeds any remaining credit discounts. The difference between the initial fair value at acquisition and the undiscounted expected cash flows is recorded in interest income over the life of the loans using a method that approximates the effective interest method.

Loans held for sale: Loans originated and intended for sale in the secondary market are carried at the lower of cost or estimated fair value. Net unrealized losses, if any, are recognized through a valuation allowance by charges to income.

Premises and equipment: Premises and equipment are stated at cost, less accumulated depreciation. Leasehold improvements are amortized over the lives of the respective leases or the estimated useful life of the leasehold improvement, whichever is less.

For financial reporting purposes, depreciation is computed by the straight-line method over the estimated useful lives of the assets. For income tax purposes, the modified accelerated cost recovery system is used. Costs of maintenance and repairs are charged to expense as incurred. Costs of replacing structural parts of major units are considered individually and are expensed or capitalized as the facts dictate.

Fixed assets may be retired and disposed of by sale, trade, abandonment, or through a casualty loss such as a fire or storm. At retirement, the cost of the asset and its related accumulated depreciation are removed from the accounts. The type of disposal will determine the specific treatment of the asset.

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Goodwill and other intangibles: Goodwill is not subject to amortization, but is subject to an annual assessment for impairment by applying a fair-value-based test as required by the Financial Accounting Standards Board (the “FASB”) ASC 350, *Goodwill and Other Intangible Assets*. Additionally, under ASC 350, acquired intangible assets are separately recognized if the benefit of the assets can be sold, transferred, licensed, rented, or exchanged, and amortized over their useful life.

Goodwill is tested for impairment at the reporting unit level on an annual basis as of August 31, or more often if events or circumstances indicate there may be impairment. Testing is conducted in two steps: identifying the potential impairment and then, if necessary, identifying the amount of impairment. The first step compares the fair value of the reporting unit to its carrying amount. If the fair value is less than the carrying amount, a second test is conducted by comparing the implied fair value of goodwill with the carrying amount of that goodwill. If the carrying amount exceeds the implied fair value, an impairment loss is recognized in an amount equal to that excess. For our annual impairment testing conducted during 2011, we identified five reporting units with goodwill: Prudential Towne Realty, property and casualty insurance division, benefits insurance division, Corolla Classic Vacations, and Banking. For purposes of performing step one of the goodwill impairment test, the Company primarily uses the income approach to value its reporting units. The income approach consists of discounting projected long-term future cash flows, which are derived from internal forecasts and economic expectations for the respective reporting units. The significant inputs to the income approach include expected future cash flows, the long-term target tangible equity to tangible assets ratio, and the discount rate. Discount rates are unique to each reporting unit and are based upon the cost of capital specific to the industry in which the reporting unit operates. Management evaluated the sensitivity of the significant assumptions in its impairment analysis including consideration of the effect of changes in estimated future cash flows or the discount rate for each reporting unit. Based on our analysis, we determined there is no goodwill impairment as the fair value for all reporting units was in excess of the respective reporting unit's carrying value as of August 31, 2011. However, as a result of the challenging economic environment, the excess of the fair value over the carrying value of several reporting units has narrowed. The fair value for the property and casualty insurance division reporting unit, which had a carrying amount of goodwill of \$17.61 million at December 31, 2011, was in excess of its' carrying value by 0.67%. The fair value of each of the Company's other reporting units exceeded its respective carrying value by at least 7%.

The second step (Step 2) of impairment testing is necessary only if the reporting unit does not pass Step 1. Step 2 compares the implied fair value of the reporting unit goodwill with the carrying amount of the goodwill for the reporting unit. The implied fair value of goodwill is determined in the same manner as goodwill that is recognized in a business combination. Significant judgment and estimates are involved in estimating the fair value of the assets and liabilities of the reporting unit. As none of the reporting units failed step 1, step 2 was not applicable during 2011 testing. The Company monitored events and circumstances during the fourth quarter of 2011, and it determined that there were no triggering events requiring an updated impairment test as of December 31, 2011.

Significant judgment is applied when goodwill is assessed for impairment. This judgment includes developing cash flow projections, selecting appropriate discount rates, identifying relevant market comparables, incorporating general economic and market conditions, and selecting an appropriate control premium. The selection and weighting of the various fair value techniques may result in a higher or lower fair value. Judgment is applied in determining the weightings that are most representative of fair value.

Intangible assets are amortized or tested for impairment based on whether they have finite or indefinite lives. Intangibles that have finite lives are amortized on a straight-line basis over their useful life and tested for impairment whenever events or circumstances indicate the carrying amount of the assets may not be

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recoverable. Intangibles with indefinite lives are tested annually for impairment. Note 7 provides additional information related to goodwill and other intangibles.

Other Real Estate Owned: Other real estate owned (“OREO”), which is included in other assets on the balance sheet, consists primarily of commercial and residential real estate that has been obtained in partial or full satisfaction of loan obligations. OREO is carried at the fair value of the property, less estimated selling costs, with any difference between the fair value of the property, less estimated selling costs, and the carrying value of the loan recorded through a charge to the allowance for loan losses. Subsequent write-downs required for declines in value are recorded through a valuation allowance, or taken directly to the asset, charged to other noninterest expense.

Transfers of financial assets: Transfers of financial assets are accounted for as sales when control over the assets has been surrendered. Control over transferred assets is deemed to be surrendered when (i) the asset has been isolated from the Company, (ii) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred asset, and (iii) an agreement to repurchase the transferred asset before its maturity does not exist.

Credit-related financial instruments: In the ordinary course of business, the Company has entered into commitments to extend credit, including commitments under credit card arrangements, commercial letters of credit, and standby letters of credit. Such financial instruments are recorded when they are funded. They are considered in calculating the provision for loan losses.

Rate lock commitments: The Company enters into commitments to originate loans whereby the interest rate on the loan is determined prior to funding (rate lock commitments). As required by ASC 815, *Derivatives and Hedging*, rate lock commitments related to the origination of mortgage loans held for sale and the corresponding forward loan sale commitments are considered to be derivatives. The commitments are generally for periods of 60 days and are at market rates.

In order to mitigate the risk from interest rate fluctuations, the Company enters into forward loan sale commitments on a “best efforts” basis while the loan is in the pipeline. Interest rate lock commitments and forward sales commitments are not material to the financial statements for any period presented.

Revenue recognition: Revenue earned on interest-earning assets is recognized based on the effective yield of the financial instrument.

Service charges on deposit accounts are recognized as charged. Credit-related fees, including letter of credit fees, are recognized in noninterest income when earned.

Insurance commission income is recorded as of the effective date of insurance coverage or the billing date, whichever is later. Contingent commissions are recognized when determinable, which is generally when such commissions are received or when the Company receives data from the insurance companies that allows the reasonable estimation of these amounts. The income effects of subsequent premium and fee adjustments are recorded when the adjustments become known.

Real estate commissions are earned by the Company’s real estate brokerage business upon the closing of a real estate transaction (i.e., purchase or sale of a home). The real estate commissions are recorded net of commissions paid to real estate agents, which are recognized concurrently with the associated revenues.

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The Company provides title and closing services, which include title search procedures for title insurance policies, home sale escrow, and other closing services. Title revenues, which are recorded net of amounts remitted to third-party insurance underwriters, and title and closing service fees are recorded at the time a home sale transaction or refinancing closes.

Investment fund servicing fees are primarily based on a percentage of the fair value of the fund assets serviced.

Income recognition on impaired and nonaccrual loans: Loans, including impaired loans, are generally classified as nonaccrual if they are past due as to maturity or payment of principal or interest for a period of more than 90 days, unless such loans are well-secured and in the process of collection. If a loan or a portion of a loan is classified as doubtful or is partially charged off, the loan is generally classified as nonaccrual. Loans that are on a current payment status or past due less than 90 days may also be classified as nonaccrual, if repayment in full of principal and/or interest is unlikely.

While a loan is classified as nonaccrual and the probability of collecting the recorded loan balance is doubtful, collections of interest and principal are generally applied as a reduction to principal outstanding. When the probability of collecting the recorded loan balance is expected, interest income may be recognized on a cash basis. In the case where a nonaccrual loan had been partially charged off, recognition of interest on a cash basis is limited to that which would have been recognized on the recorded loan balance at the contractual interest rate. Cash interest receipts in excess of that amount are recorded as recoveries to the allowance for loan losses until prior charge-offs have been fully recovered.

Loans may be returned to accrual status when all principal and interest amounts contractually due (including arrearages) are reasonably assured of repayment within an acceptable period of time, and there is a sustained period of repayment performance by the borrower in accordance with the contractual terms of interest and principal.

Advertising costs: Advertising costs are expensed as incurred.

Segment information: Operating segments as defined by ASC 280, *Segment Reporting*, are components of an enterprise for which separate financial information is available that is evaluated regularly by the chief operating decision-maker in deciding how to allocate resources and in assessing performance. The accounting policies of operating segments are the same as those described elsewhere in this footnote. Revenue for all segments is derived from external sources. See Note 24 for further discussion of the Company's operating segments.

Mergers and acquisitions: Mergers and acquisitions are accounted for using the purchase method, as required by ASC 805, *Business Combinations*. Under this method, the cost of the acquired entity will be allocated to the assets acquired and liabilities assumed based on their fair values at the date of acquisition. The excess of the cost over the fair value of the acquired net assets is recognized as goodwill. See Note 2 for further discussion on the Company's mergers and acquisitions.

Income taxes: Income taxes are accounted for under the asset and liability method. Under this method, deferred tax assets and liabilities are determined based on differences between financial reporting and tax bases of assets and liabilities that result in future taxable or deductible amounts. The effect on deferred taxes of a change in tax rates is recognized in the year of enactment and is measured using the enacted tax rates and laws that will be in effect when the differences are expected to reverse. Valuation allowances are established

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when necessary to reduce deferred tax assets to the amount expected to be realized in the near term. Note 20 provides additional information on the Company's income taxes.

Comprehensive income: Accounting principles generally require that recognized revenue, expenses, gains, and losses be included in net income or loss. Although certain changes in assets and liabilities, such as unrealized gains and losses on available-for-sale securities, are reported as a separate component of the equity section of the balance sheet, such items, along with the operating net income or loss, are components of comprehensive income or loss. The only component of other comprehensive income or loss consists of unrealized gains and losses on available-for-sale securities.

Share-based compensation: The Company has a share-based employee compensation plan, which is described in more detail in Note 13. The Company accounts for the plan using the fair value method, which requires that compensation cost relating to stock-based payment transactions be recognized in the financial statements over the vesting period. The compensation cost is measured based on the fair value of the instruments issued.

Earnings per share: Basic earnings per share are computed by dividing earnings available to common shareholders by the weighted-average number of common shares outstanding for the year, less the average number of nonvested restricted stock awards. Diluted earnings per share reflect the potential dilution from the issuance of additional shares of common stock caused by the exercise of stock options and restricted stock awards. Also considered in the calculation is the impact of the convertible subordinated capital debentures on earnings available to shareholders and weighted-average common shares outstanding. See Note 25 for further discussion on the Company's earnings per share.

Recent accounting pronouncements

In January 2011, the FASB issued Accounting Standards Update ("ASU") No. 2011-01, *Receivables (Topic 310): Deferral of the Effective Date of Disclosures about Troubled Debt Restructurings in Update No. 2010-20*. ASU 2011-01 temporarily deferred the effective date for disclosures related to troubled debt restructurings to coincide with the effective date of a proposed accounting standards update related to troubled debt restructurings. As the provisions of this ASU only deferred the effective date of disclosure requirements related to troubled debt restructurings, the adoption of this ASU had no impact on the Company's financial statements.

In April 2011, the FASB issued ASU No. 2011-02, *Receivables (Topic 310): A Creditor's Determination of Whether a Restructuring is a Troubled Debt Restructuring*. The provisions of ASU No. 2011-02 provide additional guidance related to determining whether a creditor has granted a concession, include factors and examples for creditors to consider in evaluating whether a restructuring results in a delay in payment that is insignificant, prohibit creditors from using the borrower's effective rate test to evaluate whether a concession has been granted to the borrower, and add factors for creditors to use in determining whether a borrower is experiencing financial difficulties. A provision in ASU No. 2011-02 also ends the FASB's deferral of the additional disclosures about troubled debt restructurings as required by ASU No. 2010-20. The provisions of ASU No. 2011-02 were effective for the Company's reporting period ending September 30, 2011. The adoption of this ASU did not have a material impact on the Company's financial statements.

In April 2011, the FASB issued ASU No. 2011-03, *Transfers and Servicing (Topic 860): Reconsideration of Effective Control for Repurchase Agreements*. ASU No. 2011-03 modifies the criteria for determining when repurchase agreements would be accounted for as a secured borrowing rather than as a sale. Currently, an entity that maintains effective control over transferred financial assets must account for the transfer as a

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secured borrowing rather than as a sale. The provisions of ASU No. 2011-03 removes from the assessment of effective control the criterion requiring the transferor to have the ability to repurchase or redeem the financial assets on substantially the agreed terms, even in the event of default by the transferee. The FASB believes that contractual rights and obligations determine effective control, and that there does not need to be a requirement to assess the ability to exercise those rights. ASU No. 2011-03 does not change the other existing criteria used in the assessment of effective control. The provisions of ASU No. 2011-03 are effective prospectively for transactions, or modifications of existing transactions, that occur on or after January 1, 2012. The adoption of this ASU is not expected to have a material impact on the Company's financial statements.

In May 2011, the FASB issued ASU No. 2011-04, *Fair Value Measurement (Topic 820): Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRSs*. ASU No. 2011-04 results in a consistent definition of fair value and common requirements for measurement of and disclosure about fair value between U.S. GAAP and International Financial Reporting Standards ("IFRS"). The changes to U.S. GAAP as a result of ASU No. 2011-04 are as follows: (1) The concepts of highest and best use and valuation premise are only relevant when measuring the fair value of nonfinancial assets (that is, it does not apply to financial assets or any liabilities); (2) U.S. GAAP currently prohibits application of a blockage factor in valuing financial instruments with quoted prices in active markets. ASU No. 2011-04 extends that prohibition to all fair value measurements; (3) An exception is provided to the basic fair value measurement principles for an entity that holds a group of financial assets and financial liabilities with offsetting positions in market risks or counterparty credit risk that are managed on the basis of the entity's net exposure to either of those risks. This exception allows the entity, if certain criteria are met, to measure the fair value of the net asset or liability position in a manner consistent with how market participants would price the net risk position; (4) Aligns the fair value measurement of instruments classified within an entity's shareholders' equity with the guidance for liabilities; and (5) Disclosure requirements have been enhanced for recurring Level 3 fair value measurements to disclose quantitative information about unobservable inputs and assumptions used, to describe the valuation processes used by the entity, and to describe the sensitivity of fair value measurements to changes in unobservable inputs and interrelationships between those inputs. In addition, entities must report the level in the fair value hierarchy of items that are not measured at fair value in the statement of condition but whose fair value must be disclosed. The provisions of ASU No. 2011-04 are effective for the Company's interim reporting period beginning on or after December 15, 2011. The adoption of this ASU is not expected to have a material impact on the Company's financial statements.

In June 2011, the FASB issued ASU No. 2011-05, *Comprehensive Income (Topic 220): Presentation of Comprehensive Income*. The provisions of ASU No. 2011-05 allow an entity the option to present the total of comprehensive income, the components of net income, and the components of other comprehensive income either in a single continuous statement of comprehensive income or in two separate but consecutive statements. In both choices, an entity is required to present each component of net income along with total net income, each component of other comprehensive income along with a total for other comprehensive income, and a total amount for comprehensive income. The statement(s) are required to be presented with equal prominence as the other primary financial statements. ASU No. 2011-05 eliminates the option to present the components of other comprehensive income as part of the statement of changes in shareholders' equity, but does not change the items that must be reported in other comprehensive income or when an item of other comprehensive income must be reclassified to net income. Early adoption is permitted, but full retrospective application is required. The Company has adopted the standard and the adoption did not have a material impact on the Company's financial statements.

In September 2011, the FASB issued ASU No. 2011-08, *Intangibles – Goodwill and Other (Topic 350): Testing Goodwill for Impairment*. ASU No. 2011-08 modifies the manner in which the two-step impairment

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test of goodwill is applied. Under the updated guidance, an entity may assess qualitative factors (such as changes in management, key personnel, strategy, key technology, or customers) that may impact a reporting unit's fair value and lead to the determination that it is more likely than not that the fair value of a reporting unit is less than its carrying value, including goodwill. If an entity determines that it is more likely than not, it must perform an impairment test. The updated guidance is effective for the quarter ending March 31, 2012. The adoption of this guidance is not expected to have a material impact on the Company's financial statements.

In December 2011, the FASB issued ASU No. 2011-10, *Property, Plant, and Equipment (Topic 360): Derecognition of In-Substance Real Estate*. ASU No. 2011-10 amends Topic 360 to clarify that when a reporting entity ceases to have a controlling financial interest (as described in ASC 810 "Consolidation") in a subsidiary that is in-substance real estate as a result of default on the subsidiary's nonrecourse debt, the reporting entity should apply the guidance in Subtopic 360-20 to determine whether it should derecognize the in-substance real estate. The clarification is meant to eliminate diversity in practice. The amendments are effective for fiscal years, and interim periods within those years, beginning on or after June 15, 2012. Early adoption is permitted. The adoption of this ASU is not expected to have a material impact on the Company's financial statements.

In December 2011, the FASB issued ASU No. 2011-11, *Balance Sheet (Topic 210): Disclosures about Offsetting Assets and Liabilities*. ASU No. 2011-11 amends Topic 210 by requiring additional improved information to be disclosed regarding financial instruments and derivatives instruments that are offset in accordance with the conditions under ASC 210-20-45 or ASC 810-10-45 or subject to an enforceable master netting arrangement or similar agreement. The amendments are effective for annual reporting periods beginning on or after January 1, 2013, and interim periods within those annual periods. The disclosures required by the amendments should be applied retrospectively for all comparative periods presented. The adoption of this ASU is not expected to have a material impact on the Company's financial statements.

In September 2011, the FASB issued ASU No. 2011-12, *Comprehensive Income (Topic 220): Deferral of the Effective Date for Amendments to the Presentation of Reclassifications of Items Out of Accumulated Other Comprehensive Income in Accounting Standards Update No. 2011-05*. ASU No. 2011-12 defers the effective date pertaining to reclassification adjustments out of accumulated other comprehensive income in ASU No. 2011-05, *Comprehensive Income (Topic 220): Presentation of Comprehensive Income*, until the Board is able to redeliberate the matter. The deferral is not expected to have a material impact on the Company's financial statements.

NOTE 2: MERGERS AND ACQUISITIONS

Stanton Taylor Agency, Inc.: Effective October 3, 2011, the Company acquired the Stanton Taylor Agency, Inc. insurance agency, that is affiliated with Towne Insurance Agency (Towne Insurance"), a wholly-owned subsidiary of TowneBank. The acquisition was accounted for as a business combination under the acquisition method of accounting in accordance with ASC 805, *Business Combinations*, and, as such, the assets acquired and liabilities assumed in the transaction were recorded at their respective fair values as of the acquisition date. The results of operations of the acquired business are included in the Company's Consolidated Statements of Income commencing October 3, 2011. The purchase price was \$2.70 million in cash and common stock. The allocation of the purchase price resulted in tangible assets of \$364,000, goodwill of \$1.50 million, other intangible assets, including customer lists of \$1.13 million, and assumed liabilities of \$293,000.

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W. T. Chapin Inc.: Effective January 14, 2011, TowneBank acquired W. T. Chapin Inc. insurance agency, an independent insurance agency that is affiliated with Towne Insurance. The acquisition was accounted for as a business combination under the acquisition method of accounting in accordance with ASC 805, *Business Combinations*, and, as such, the assets acquired and liabilities assumed in the transaction were recorded at their respective fair values as of the acquisition date. The results of operations of the acquired business are included in the Company's Consolidated Statements of Income commencing January 14, 2011. The purchase price was \$4.21 million in cash and stock. The allocation of the purchase price resulted in tangible assets of \$25,000, goodwill of \$2.85 million, and other intangible assets, including customer lists of \$1.34 million.

Benchmark Mortgage, Inc.: Effective November 1, 2011, TowneBank acquired Benchmark Mortgage, Inc., an independent mortgage business that was merged with the operations of TowneBank Mortgage, a division of TowneBank's Realty segment. The acquisition was accounted for as a business combination under the acquisition method of accounting in accordance with ASC 805, *Business Combinations*, and, as such, the assets acquired and liabilities assumed in the transaction were recorded at their respective fair values as of the acquisition date. The results of operations of the acquired business are included in the Company's Consolidated Statements of Income commencing November 1, 2011. The purchase price was \$385,000 in cash. The allocation of the purchase price resulted in tangible assets of \$308,000 and a loan pipeline of \$77,000. There was no goodwill ascribed to the transaction.

The Bank of Currituck: Effective December 3, 2010, TowneBank acquired all the deposit accounts of The Bank of Currituck ("Currituck") and its six banking offices in northeastern North Carolina, including three banking offices on the Outer Banks. Under the terms of the purchase agreement, TowneBank also purchased a substantial portion of the Moyock-headquartered bank's loan portfolio and all of its other banking assets. The acquisition was accounted for as a business combination under the acquisition method of accounting in accordance with ASC 805, *Business Combinations*, and, as such, the assets acquired and liabilities assumed in the transaction were recorded at their respective fair values as of the acquisition date. In accordance with the purchase agreement, TowneBank also was required to purchase and sell back certain loans in the amount of \$21.15 million. However, because the transfer of the loans did not meet sale treatment under the accounting provisions of ASC 860, *Transfers and Servicing*, the transfer was treated as a secured borrowing, which was repaid at the time of the business combination. The results of operations of the acquired business are included in the Company's Consolidated Statements of Income after the acquisition date of December 3, 2010. The purchase price was \$7.84 million in cash. Acquisition-related costs were \$548,000 and were included in noninterest expense in the consolidated statement of income for the year ended December 31, 2010. Following the closing of the transaction, Currituck ceased operation as a commercial bank and is operating as Currituck Resolution Properties, Inc. (the "Resolution Company") in order to manage the assets it retained in this transaction, including certain loans and other real estate owned. Also in accordance with the purchase agreement, TowneBank entered into a secured credit facility with the Resolution Company, which consists of three components, (i) a revolving line of credit in the principal amount of \$1.0 million to be used for working capital purposes; (ii) a second revolving line of credit in the principal amount of \$1.0 million to be used as an interest reserve to support the interest owed on the loan; and (iii) a term loan, in the amount of \$14.07 million, which will be used to fund and support the Resolution Company's asset base and operations.

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The assets acquired and the liabilities assumed were recorded at fair value on the date of acquisition, as summarized in the following table (in thousands):

Total cash consideration paid	\$ 7,842
Recognized amounts of identifiable assets acquired and (liabilities assumed), at fair value:	
Cash and cash equivalents	\$ 42,770
Investment securities	16,778
Net loans	77,231
Core deposit intangible	417
Other real estate	1,511
Premises and equipment	6,975
Other assets	4,184
Deposits	(154,686)
Other Liabilities	<u>(703)</u>
Goodwill	<u>\$ 13,365</u>

The core deposit intangible asset recognized as part of the acquisition merger is being amortized over its estimated useful life of approximately eight years. The goodwill, which is not amortized for book purposes, was assigned to our Banking segment.

Certificates of deposit were valued by comparing the contractual cost of the portfolio to an identical portfolio bearing current market rates. The projected cash flows from maturing certificates were calculated based on contractual rates. The fair value of the certificates of deposit was calculated by discounting their contractual cash flows at a market rate for a certificate of deposit with a corresponding maturity.

We estimated the fair value for most loans acquired from Currituck by utilizing a methodology wherein loans with comparable characteristics were aggregated by type of collateral, remaining maturity, and repricing terms. Cash flows for each pool were determined by estimating future credit losses and the rate of prepayments. Projected monthly cash flows were then discounted to present value using a risk-adjusted market rate for similar loans. To estimate the fair value of the remaining loans, we analyzed the value of the underlying collateral of the loans, assuming the fair values of the loans were derived from the eventual sale of the collateral. The value of the collateral was based on recently completed appraisals adjusted to the valuation date based on recognized industry indices. We discounted those values using market-derived rates of return, with consideration given to the period of time and costs associated with the foreclosure and disposition of the collateral. There was no carryover of Currituck's allowance for credit losses associated with the loans we acquired, as the loans were initially recorded at fair value.

Information about the acquired loan portfolio as of December 3, 2010, is as follows (in thousands):

Contractually required principal and interest at acquisition	\$ 97,123
Nonaccretable yield (contractual cash flows not expected to be collected)	<u>6,689</u>
Expected cash flows at acquisition	90,434
Accretable yield (interest component of expected cash flows)	<u>13,203</u>
Fair value of acquired loans	<u>\$ 77,231</u>

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Taylor Johnson Insurance Group: Effective December 31, 2009, TowneBank acquired Taylor Johnson Insurance Group, an independent insurance agency that is affiliated with Towne Insurance. The acquisition was accounted for as a business combination under the acquisition method of accounting in accordance with ASC 805, *Business Combinations*, and, as such, the assets acquired and liabilities assumed in the transaction were recorded at their respective fair values as of the acquisition date. The results of operations of the acquired business were included in the Company's Consolidated Statements of Income commencing January 1, 2010. The purchase price was \$16.91 million in cash and stock. Acquisition-related costs were \$453,000 and were included in noninterest expense in the Consolidated Statement of Income for the year ended December 31, 2009. The allocation of the purchase price resulted in tangible assets of \$160,000, goodwill of \$11.34 million, and other intangible assets, including customer lists and non-compete agreements of \$5.41 million.

Prudential Towne Realty: Effective January 16, 2009, TowneBank contributed certain wholly-owned subsidiaries and \$5.74 million in cash into a joint venture with Virginia Beach-based Prudential Decker Realty and Prudential McCardle Realty of Williamsburg. TowneBank owns 65% of the resulting new company, Prudential Towne Realty. The former owners of Prudential Decker and Prudential McCardle collectively own the balance of the shares of Prudential Towne Realty. The acquisition was accounted for as a business combination under the acquisition method of accounting in accordance with ASC 805, *Business Combinations*, and, as such, the assets acquired and liabilities assumed in the transaction were recorded at their respective fair values as of the acquisition date. The results of operations of the acquired businesses were included in the Company's Consolidated Statements of Income commencing January 16, 2009. The value of the transaction was \$18.50 million. Acquisition-related costs were \$1.21 million and were included in noninterest expense in the Consolidated Statement of Income for the year ended December 31, 2009. The allocation of the purchase price resulted in tangible assets of \$1.51 million, goodwill of \$12.59 million, and other intangible assets, including agent relationships and non-compete agreements of \$4.64 million, and assumed liabilities of \$236,000.

These acquisitions, when considered individually or in aggregate under relevant disclosure guidance, do not require the presentation of separate pro forma financial information.

NOTE 3: INVESTMENT SECURITIES

Available-for-sale securities

The following chart indicates the amortized cost and fair values of available-for-sale securities for the periods indicated (in thousands):

December 31, 2011	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
U.S. agency securities	\$ 65,489	\$ 1,646	\$ -	\$ 67,135
U.S. Treasury notes	120,001	-	(1)	120,000
Municipal securities	34,817	1,092	-	35,909
Trust preferred and other corporate securities	7,563	156	-	7,719
Mortgage-backed securities issued by GSE	97,977	1,346	(13)	99,310
Total available-for-sale securities	<u>\$ 325,847</u>	<u>\$ 4,240</u>	<u>\$ (14)</u>	<u>\$ 330,073</u>

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December 31, 2010

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
U.S. agency securities	\$ 100,982	\$ 374	\$ (931)	\$ 100,425
Municipal securities	26,794	432	(148)	27,078
Trust preferred and other corporate securities	7,566	355	-	7,921
Mortgage-backed securities issued by GSE	286,362	1,168	(819)	286,711
Total available-for-sale securities	<u>\$ 421,704</u>	<u>\$ 2,329</u>	<u>\$ (1,898)</u>	<u>\$ 422,135</u>

For the year ended December 31, 2011, proceeds from sales of securities available for sale were \$231.75 million and resulted in gross realized gains of \$3.68 million. The Company had no gross unrealized losses in 2011. For the years ended December 31, 2010 and 2009, proceeds from securities available for sale amounted to \$437.45 million and \$392.27 million, excluding prepayments related to mortgage-backed securities, and resulted in gross realized gains of \$5.96 million and \$11.15 million, respectively. The Company had no gross unrealized losses in 2010 or 2009.

Held-to-maturity securities

The amortized cost and fair values of held-to-maturity investment securities for the periods indicated (in thousands):

December 31, 2011

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
Trust preferred corporate securities	\$ 15,701	\$ 865	\$ (21)	\$ 16,545
Municipal securities	63,272	3,603	-	66,875
Industrial revenue bonds	74,939	1,941	(1,847)	75,033
Total held-to-maturity securities	<u>\$ 153,912</u>	<u>\$ 6,409</u>	<u>\$ (1,868)</u>	<u>\$ 158,453</u>

December 31, 2010

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
Trust preferred corporate securities	\$ 19,470	\$ 1,009	\$ (118)	\$ 20,361
Municipal securities	52,739	255	(3,418)	49,576
Industrial revenue bonds	77,032	-	-	77,032
Total held-to-maturity securities	<u>\$ 149,241</u>	<u>\$ 1,264</u>	<u>\$ (3,536)</u>	<u>\$ 146,969</u>

Trading securities

Trading securities represent mutual fund investments in a self-directed employee deferred compensation plan, which is structured as a rabbi trust. These investments are bought and sold as employees defer compensation, receive distributions, or make changes in the funds underlying their accounts.

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Maturities of investment securities

Expected maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

The amortized cost and estimated fair value of investment securities are shown by contractual maturity (including mortgage-backed securities) in the following tables (in thousands):

December 31, 2011	Available for Sale		Held to Maturity	
	Amortized		Amortized	
	Cost	Fair Value	Cost	Fair Value
Due in one year or less	\$ 127,001	\$ 127,000	\$ 4,235	\$ 4,237
Due after one year through five years	61,316	62,989	20,459	20,994
Due after five years through 10 years	25,632	26,185	16,186	17,068
Due after 10 years	111,316	113,317	113,032	116,154
	<u>325,265</u>	<u>329,491</u>	<u>153,912</u>	<u>158,453</u>
Other equity securities	582	582	-	-
	<u>\$ 325,847</u>	<u>\$ 330,073</u>	<u>\$ 153,912</u>	<u>\$ 158,453</u>
December 31, 2010	Available for Sale		Held to Maturity	
	Amortized		Amortized	
	Cost	Fair Value	Cost	Fair Value
Due in one year or less	\$ -	\$ -	\$ 7,688	\$ 7,716
Due after one year through five years	100,275	100,383	22,114	22,137
Due after five years through 10 years	86,371	86,595	14,236	14,177
Due after 10 years	234,480	234,576	105,203	102,939
	<u>421,126</u>	<u>421,554</u>	<u>149,241</u>	<u>146,969</u>
Other equity securities	578	581	-	-
	<u>\$ 421,704</u>	<u>\$ 422,135</u>	<u>\$ 149,241</u>	<u>\$ 146,969</u>

Pledged securities

At December 31, 2011 and 2010, the Company had investment securities with market values of \$221.56 million and \$153.43 million, respectively, pledged to secure federal, state, and municipal deposits. Additionally, the Company had no investment securities pledged to secure borrowings from the Federal Reserve Bank of Richmond (“FRB”) at December 31, 2011 or 2010. The Company also had \$21.80 million in investment securities pledged against repurchase agreements with commercial customers at December 31, 2011, compared to \$29.29 million at December 31, 2010.

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Unrealized losses

The following tables show the Company's gross unrealized losses and fair values aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position for the periods indicated (in thousands):

Description of Securities	December 31, 2011		December 31, 2010		December 31, 2009	
	Less than 12 months		12 months or more		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
U.S. Treasury obligations and direct obligations of U.S. government agencies	\$ 127,000	\$ 1	\$ -	\$ -	\$ 127,000	\$ 1
Industrial revenue bonds	31,209	1,847	-	-	31,209	1,847
Mortgage-backed securities issued by GSE	6,047	13	-	-	6,047	13
Trust preferred corporate securities	6,559	21	-	-	6,559	21
Total temporarily impaired securities	<u>\$ 170,815</u>	<u>\$ 1,882</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 170,815</u>	<u>\$ 1,882</u>

Description of Securities	December 31, 2010		December 31, 2009		December 31, 2008	
	Less than 12 months		12 months or more		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
U.S. Treasury obligations and direct obligations of U.S. government agencies	\$ 78,208	\$ 931	\$ -	\$ -	\$ 78,208	\$ 931
Municipal securities	45,024	3,566	-	-	45,024	3,566
Mortgage-backed securities issued by GSE	152,376	819	-	-	152,376	819
Trust preferred corporate securities	2,925	118	-	-	2,925	118
Total temporarily impaired securities	<u>\$ 278,533</u>	<u>\$ 5,434</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 278,533</u>	<u>\$ 5,434</u>

U.S. Treasury obligations

The Company's unrealized losses on U.S. Treasury obligations were caused by interest rate fluctuations. On December 31, 2011, three securities had a total unrealized loss of \$1,000. The severity and duration of these unrealized losses will fluctuate with interest rates in the economy. Because the securities are obligations of government agencies, and because it is the Company's intent to hold these securities until a market price recovery or maturity, and it is more likely than not that the Company will not be required to sell the securities before their anticipated recovery, the Company does not consider these investments other than temporarily impaired.

Municipal securities

The Company's had no unrealized losses in municipal securities at December 31, 2011.

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Government-Sponsored Enterprises (“GSE”) mortgage-backed securities

The Company’s unrealized losses on investments in federal agency mortgage-backed securities were caused by interest rate fluctuations. At December 31, 2011, two securities experienced a total unrealized loss of \$13,000. The severity and duration of these unrealized losses will fluctuate with interest rates in the economy. Because our mortgage-related securities are backed by FNMA and FHLMC, which are GSEs, or are collateralized by securities backed by these agencies, and because it is the Company’s intent to hold these securities until a market price recovery or maturity, and it is more likely than not that the Company will not be required to sell the securities before their anticipated recovery, the Company does not consider these investments other than temporarily impaired.

Corporate obligations

The Company’s unrealized losses on corporate obligations were caused by interest rate fluctuations. At December 31, 2011, two securities had an unrealized loss of \$21,000. Based on the credit quality of the issuers, and because it is the Company’s intent to hold these securities until a market price recovery or maturity, and it is more likely than not that the Company will not be required to sell the securities before their anticipated recovery, the Company does not consider these investments other than temporarily impaired.

Federal Home Loan Bank of Atlanta (“FHLB”) stock

The Company is required to maintain an investment in the capital stock of the FHLB. The FHLB stock is stated at cost, as this is a restricted security without a readily determinable fair value. The Company had \$20.44 million and \$23.87 million of FHLB stock at December 31, 2011 and 2010, respectively. Based on the Company’s review of the credit quality of the institution, the institution’s ability to repurchase shares; and the Company’s carrying value in the shares, the Company does not consider this investment other than temporarily impaired.

Industrial revenue bonds

The Company’s unrealized losses on industrial revenue bonds were caused by interest rate fluctuations. At December 31, 2011, six bond issuances had total unrealized losses of \$1.85 million. Based on the credit quality of the issuers, and because it is the Company’s intent to hold these bonds until a market price recovery or maturity, and it is more likely than not that the Company will not be required to sell the bonds before their anticipated recovery, the Company does not consider these investments other than temporarily impaired.

Other investments, including common stock

The Company had no unrealized losses in other investments or common stocks at December 31, 2011.

NOTE 4: LOANS AND ALLOWANCE FOR LOAN LOSSES

The Company grants commercial, real estate, and consumer loans to customers throughout our lending area. Although the Company has a diversified loan portfolio, a substantial portion of the Company’s debtors’ abilities to honor their contracts is dependent upon the economic environment of the lending area.

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A summary of loan balances by major classification (in thousands):

December 31,	2011	2010
Real estate loans		
1-4 family residential	\$ 709,129	\$ 714,122
Commercial	1,072,187	952,727
Construction and land development	557,630	657,341
Multi-family	48,321	41,441
Total real estate loans	<u>2,387,267</u>	<u>2,365,631</u>
Commercial and industrial business	362,830	322,027
Consumer loans and other	<u>43,096</u>	<u>43,694</u>
Loans, net of unearned income and deferred costs	<u>\$ 2,793,193</u>	<u>\$ 2,731,352</u>

Unearned loan income was \$2.02 million in excess of deferred loan costs at December 31, 2011, \$1.65 million at December 31, 2010, and \$981,000 at December 31, 2009. There were \$55.80 million, \$57.17 million, and \$42.15 million in nonaccrual loans at December 31, 2011, 2010, and 2009, respectively. The Company would have earned \$2.72 million in 2011, \$3.07 million in 2010, and \$1.48 million in 2009, if interest on the loans had been accrued. Of total loans, \$610.70 million were pledged as collateral to secure overnight borrowings with the FHLB, and \$82.58 million were pledged to secure borrowings from the discount window at the FRB at December 31, 2011.

Allowance for Loan Losses

The total allowance reflects management's estimate of loan losses inherent in the loan portfolio at the balance sheet date. While portions of the allowance are attributed to specific portfolio segments, the entire allowance is available to absorb credit losses inherent in the total loan portfolio. The Company considers the allowance for loan losses of \$39.74 million adequate to cover loan losses inherent in the loan portfolio at December 31, 2011.

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The following table presents, by portfolio segment, the changes in the allowance for loan losses for the years ended December 31, 2011 and 2010 (in thousands):

	Construction and Land Development	Commercial Real Estate	Multi- Family Real Estate	1-4 Family Residential Real Estate	Commercial and Industrial Business	Consumer Loans and Other	Unallocated	Total
December 31, 2011								
Allowance for loan losses:								
Balance, beginning of year	\$ 10,984	\$ 12,827	\$ 557	\$ 9,543	\$ 4,008	\$ 741	\$ -	\$ 38,660
Provision charged to expense	9,350	(1,171)	(165)	5,785	88	(285)	-	13,602
Losses charged off	(7,562)	(1,093)	-	(4,837)	(374)	(318)	-	(14,184)
Recoveries	851	15	3	346	120	327	-	1,662
Balance, end of year	<u>\$ 13,623</u>	<u>\$ 10,578</u>	<u>\$ 395</u>	<u>\$ 10,837</u>	<u>\$ 3,842</u>	<u>\$ 465</u>	<u>\$ -</u>	<u>\$ 39,740</u>
December 31, 2010								
Allowance for loan losses:								
Balance, beginning of year	\$ 7,726	\$ 10,018	\$ 416	\$ 7,094	\$ 7,330	\$ 1,209	\$ -	\$ 33,793
Provision charged to expense	10,220	4,678	236	8,258	(2,205)	1,378	-	22,565
Losses charged off	(7,294)	(1,933)	(95)	(5,932)	(1,274)	(1,867)	-	(18,395)
Recoveries	332	64	-	123	157	21	-	697
Balance, end of year	<u>\$ 10,984</u>	<u>\$ 12,827</u>	<u>\$ 557</u>	<u>\$ 9,543</u>	<u>\$ 4,008</u>	<u>\$ 741</u>	<u>\$ -</u>	<u>\$ 38,660</u>

The following table presents, by portfolio segment, the allocation of the allowance for loan losses at December 31, 2011 and 2010 (in thousands):

	Construction and Land Development	Commercial Real Estate	Multi- Family Real Estate	1-4 Family Residential Real Estate	Commercial and Industrial Business	Consumer Loans and Other	Unallocated	Total
December 31, 2011								
Period-end balance allocated to:								
Loans individually evaluated for impairment	\$ 4,583	\$ 776	\$ -	\$ 1,302	\$ 282	\$ 165	\$ -	\$ 7,108
Loans collectively evaluated for impairment	9,040	9,802	395	9,535	3,560	300	-	32,632
Loans acquired with deteriorated credit quality	-	-	-	-	-	-	-	-
Balance, end of year	<u>\$ 13,623</u>	<u>\$ 10,578</u>	<u>\$ 395</u>	<u>\$ 10,837</u>	<u>\$ 3,842</u>	<u>\$ 465</u>	<u>\$ -</u>	<u>\$ 39,740</u>
December 31, 2010								
Period-end balance allocated to:								
Loans individually evaluated for impairment	\$ 2,355	\$ 949	\$ -	\$ 440	\$ 543	\$ -	\$ -	\$ 4,287
Loans collectively evaluated for impairment	8,629	11,878	557	9,103	3,465	741	-	34,373
Loans acquired with deteriorated credit quality	-	-	-	-	-	-	-	-
Balance, end of year	<u>\$ 10,984</u>	<u>\$ 12,827</u>	<u>\$ 557</u>	<u>\$ 9,543</u>	<u>\$ 4,008</u>	<u>\$ 741</u>	<u>\$ -</u>	<u>\$ 38,660</u>

Activity in the allowance for loan losses during 2009 was as follows (in thousands):

Year Ended December 31,	2009
Balance, beginning of year	\$ 27,503
Loans charged off	(7,141)
Loans recovered	540
Net loans recovered (charged off)	(6,601)
Provision for loan losses	12,891
Balance, end of year	<u>\$ 33,793</u>

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The following table presents, by portfolio segment, the Company's investment in loans (in thousands):

	Construction and Land Development	Commercial Real Estate	Multi- Family Real Estate	1-4 Family Residential Real Estate	Commercial and Industrial Business	Consumer Loans and Other	Total
December 31, 2011							
Ending balance: individually evaluated for impairment	\$ 46,899	\$ 17,500	\$ -	\$ 15,456	\$ 2,864	\$ 518	\$ 83,237
Ending balance: collectively evaluated for impairment	508,982	1,048,549	48,126	688,746	359,966	42,578	2,696,947
Ending balance: loans acquired with deteriorated credit quality	1,749	6,138	195	4,927	-	-	13,009
Ending Balance	<u>\$ 557,630</u>	<u>\$ 1,072,187</u>	<u>\$ 48,321</u>	<u>\$ 709,129</u>	<u>\$ 362,830</u>	<u>\$ 43,096</u>	<u>\$ 2,793,193</u>
December 31, 2010							
Ending balance: individually evaluated for impairment	\$ 54,633	\$ 13,856	\$ -	\$ 9,923	\$ 1,037	\$ 154	\$ 79,603
Ending balance: collectively evaluated for impairment	600,208	931,507	41,230	697,571	320,990	43,427	2,634,933
Ending balance: loans acquired with deteriorated credit quality	2,500	7,364	211	6,628	-	113	16,816
Ending Balance	<u>\$ 657,341</u>	<u>\$ 952,727</u>	<u>\$ 41,441</u>	<u>\$ 714,122</u>	<u>\$ 322,027</u>	<u>\$ 43,694</u>	<u>\$ 2,731,352</u>

Loans acquired in a transfer, including business combinations, where there is evidence of credit deterioration since origination and it is probable at the date of acquisition that we will not collect all contractually required principal and interest payments, are accounted for as purchased impaired loans. Purchased impaired loans are initially recorded at fair value, which includes estimated future credit losses expected to be incurred over the life of the loan. Accordingly, the historical allowance for credit losses related to these loans is not carried over.

Accounting for purchased impaired loans involves estimating fair value, at acquisition, using the principal and interest cash flows expected to be collected discounted at the prevailing market rate of interest. The excess of cash flows expected to be collected over the estimated fair value at acquisition date is referred to as the accretable yield and is recognized in interest income using an effective yield method over the remaining life of the loans. The difference between contractually-required payments and the cash flows expected to be collected at acquisition, considering the impact of prepayments, is referred to as the nonaccretable difference.

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Changes in the carrying amount and accretible yield for purchased impaired and nonimpaired loans were as follows for the years ended December 31, 2011 and 2010 (in thousands):

	December 31, 2011				December 31, 2010			
	Purchased Impaired		Purchased Nonimpaired		Purchased Impaired		Purchased Nonimpaired	
	Accretible Yield	Carrying Amount of Loans	Accretible Yield	Carrying Amount of Loans	Accretible Yield	Carrying Amount of Loans	Accretible Yield	Carrying Amount of Loans
Balance at beginning of period	\$ 1,046	\$ 16,816	\$ 11,756	\$ 58,049	\$ 1,121	\$ 17,264	\$ 12,082	\$ 59,967
Accretion	(774)	774	(3,819)	3,819	(75)	75	(326)	326
Changes in expected cash flows that do not affect nonaccretible difference (1)	-	-	(529)	-	-	-	-	-
Reclassifications from nonaccretible balance, net	1,862	-	-	-	-	-	-	-
Payments received, net	-	(4,581)	-	(16,428)	-	(523)	-	(2,244)
Balance at end of period	<u>\$ 2,134</u>	<u>\$ 13,009</u>	<u>\$ 7,408</u>	<u>\$ 45,440</u>	<u>\$ 1,046</u>	<u>\$ 16,816</u>	<u>\$ 11,756</u>	<u>\$ 58,049</u>

(1) Represents changes in cash flows expected to be collected due to changes in prepayment assumptions and the impact of modifications.

At December 31, 2011, none of the purchased loans were classified as nonperforming assets. Therefore, interest income, through accretion of the difference between the carrying amount of the loans and the expected cash flows, is being recognized on all purchased loans. Any decreases in cash flows expected to be collected (other than due to decreases in interest rate indices and changes in prepayment assumptions), will be charged to the provision for loan losses, resulting in an increase to the allowance for loan losses. The outstanding unpaid principal balance for all purchased nonimpaired loans and purchased impaired loans as of December 31, 2011, was \$46.41 million and \$17.36 million, respectively.

Portfolio Quality Indicators

The Company's portfolio grading analysis estimates the capability of the borrower to repay the contractual obligations of the loan agreements as scheduled or at all. The Company's internal credit risk grading system is based on numerous factors, including management's experiences with similarly graded loans. Credit risk grades are refreshed each quarter as they become available, at which time management analyzes the resulting scores, as well as other external statistics and factors, to track loan performance.

The Company's internally assigned grades are as follows:

- Pass – Several pass credit grades comprise loans in this category, which are assigned based on varying levels of risk, ranging from credits that are secured by cash or marketable securities, to management attention credits which have all the characteristics of an acceptable credit risk but warrant more than the normal level of monitoring.
- Special Mention – Loans in this category are considered to have potential weaknesses that deserve management's close attention. The borrower's ability to repay from the primary (intended) sources is currently adequate, but threatened by potential weaknesses which may, if not corrected, result in the deterioration of the repayment prospects for the asset or in the Bank's credit position loss at some future date.
- Substandard – Loans in this category are considered to have increased credit risk and servicing needs and generally require that the Bank follow their performance very closely. The borrower's ability to repay is threatened by a clearly defined weakness which jeopardizes ultimate repayment of the loan.

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- Doubtful – Loans in this category are considered to be doubtful or a loss to the bank in terms of principal and interest repayment. Borrower’s ability to repay in full, on the basis of currently existing facts, conditions, and values, is generally highly questionable and improbable.

The following tables represent consumer credit exposures by internally assigned grades for the years ended December 31, 2011 and 2010 (in thousands):

December 31, 2011	Construction and Land Development	Commercial Real Estate	Multi-Family Real Estate	1-4 Family Residential Real Estate	Commercial and Industrial Business	Consumer Loans and Other	Total
Pass	\$ 473,419	\$ 1,024,259	\$ 46,986	\$ 683,854	\$ 355,885	\$ 41,875	\$ 2,626,278
Special Mention	24,173	22,866	1,072	8,160	771	121	57,163
Substandard	60,038	25,062	263	16,073	6,174	1,077	108,687
Doubtful	-	-	-	1,042	-	23	1,065
Total	\$ 557,630	\$ 1,072,187	\$ 48,321	\$ 709,129	\$ 362,830	\$ 43,096	\$ 2,793,193

December 31, 2010	Construction and Land Development	Commercial Real Estate	Multi-Family Real Estate	1-4 Family Residential Real Estate	Commercial and Industrial Business	Consumer Loans and Other	Total
Pass	\$ 546,960	\$ 908,885	\$ 40,367	\$ 696,291	\$ 312,229	\$ 42,871	\$ 2,547,603
Special Mention	23,800	25,149	1,074	3,913	1,819	152	55,907
Substandard	85,575	18,693	-	12,872	7,539	671	125,350
Doubtful	1,006	-	-	1,046	440	-	2,492
Total	\$ 657,341	\$ 952,727	\$ 41,441	\$ 714,122	\$ 322,027	\$ 43,694	\$ 2,731,352

Age Analysis of Past-Due Financing Receivables by Class

The following table includes an aging analysis of the recorded investment of past-due financing receivables as of December 31, 2011. Also included are loans that are 90 days or more past due as to interest and principal and still accruing, because they are (1) well-secured and in the process of collection, or (2) real estate loans or loans exempt under regulatory rules from being classified as nonaccrual. Purchased impaired loans are included in the aging schedule, but are excluded from the disclosure of accruing loans more than 90 days past due as they are considered to be accruing due to the existence of the accretable yield and not based on consideration given to contractual interest payments (in thousands).

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	<u>Loans 30 - 59 Days Past Due</u>	<u>Loans 60 - 89 Days Past Due</u>	<u>Loans 90 or More Days Past Due</u>	<u>Nonaccrual Loans</u>	<u>Total Past Due and Nonaccruing</u>	<u>Current Loans</u>	<u>Total Loans Receivable</u>	<u>Accruing Loans More Than 90 Days Past Due</u>
December 31, 2011								
Construction and land development	\$ 718	\$ 94	\$ -	\$ 36,712	\$ 37,524	\$ 520,106	\$ 557,630	\$ -
Commercial real estate	1,486	4,756	705	5,561	12,508	1,059,679	1,072,187	-
Multi-family real estate	-	-	263	-	263	48,058	48,321	-
1-4 family residential real estate	7,954	876	172	10,394	19,396	689,733	709,129	-
Commercial and industrial business loans	362	9	-	2,644	3,015	359,815	362,830	-
Consumer loans and other	148	23	1	490	662	42,434	43,096	1
Total	<u>\$ 10,668</u>	<u>\$ 5,758</u>	<u>\$ 1,141</u>	<u>\$ 55,801</u>	<u>\$ 73,368</u>	<u>\$ 2,719,825</u>	<u>\$ 2,793,193</u>	<u>\$ 1</u>

	<u>Loans 30 - 59 Days Past Due</u>	<u>Loans 60 - 89 Days Past Due</u>	<u>Loans 90 or More Days Past Due</u>	<u>Nonaccrual Loans</u>	<u>Total Past Due and Nonaccruing</u>	<u>Current Loans</u>	<u>Total Loans Receivable</u>	<u>Accruing Loans More Than 90 Days Past Due</u>
December 31, 2010								
Construction and land development	\$ 1,691	\$ 855	\$ -	\$ 43,878	\$ 46,424	\$ 610,917	\$ 657,341	\$ -
Commercial real estate	68	520	615	7,295	8,498	944,229	952,727	615
Multi-family real estate	279	-	-	-	279	41,162	41,441	-
1-4 family residential real estate	2,792	3,727	193	5,186	11,898	702,224	714,122	193
Commercial and industrial business loans	85	1,693	34	707	2,519	319,508	322,027	34
Consumer loans and other	72	-	387	101	560	43,134	43,694	387
Total	<u>\$ 4,987</u>	<u>\$ 6,795</u>	<u>\$ 1,229</u>	<u>\$ 57,167</u>	<u>\$ 70,178</u>	<u>\$ 2,661,174</u>	<u>\$ 2,731,352</u>	<u>\$ 1,229</u>

Impaired Loans

Management considers a loan to be impaired when, based on current information and events, it is determined that the Company will not be able to collect all amounts due according to the loan contract, including scheduled interest payments. Determination of impairment is treated the same across all classes of loans. When management identifies a loan as impaired, the impairment is measured based on the present value of expected future cash flows, discounted at the loan's effective interest rate, except when the sole (remaining) source of repayment for the loan is the operation or liquidation of the collateral. In these cases, management uses the current fair value of the collateral, less selling costs when foreclosure is probable, instead of discounted cash flows. If management determines that the value of the impaired loan is less than the recorded investment in the loan (net of previous charge-offs, deferred loan fees or costs, and unamortized premium or discount), impairment is recognized through an allowance estimate or a charge-off to the allowance. When the Company determines an impaired loan is a confirmed loss, the estimated impairment is directly charged off to the loan rather than creating a specific reserve for inclusion in the allowance for loan losses.

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When the ultimate collectability of the total principal of an impaired loan is in doubt and the loan is on nonaccrual status, all payments are applied to principal, under the cost-recovery method. When the ultimate collectability of the total principal of an impaired loan is not in doubt and the loan is on nonaccrual status, contractual interest is credited to interest income when received, under the cash-basis method.

The following table includes the recorded investment and unpaid principal balances for impaired financing receivables, excluding purchased impaired loans, with the associated allowance amount, if applicable (in thousands):

December 31, 2011	<u>Unpaid Principal Balance</u>	<u>Recorded Balance</u>	<u>Specific Allowance</u>	<u>Average Recorded Investment</u>	<u>Interest Income Recognized</u>
Loans without a specific valuation allowance					
Construction and land development	\$ 27,373	\$ 16,650	\$ -	\$ 30,880	\$ 293
Commercial real estate	14,826	14,033	-	16,846	685
1-4 family residential real estate	16,800	12,418	-	16,772	193
Commercial and industrial business loans	2,823	2,333	-	2,968	2
Consumer loans and other	345	193	-	354	2
Total	<u>\$ 62,167</u>	<u>\$ 45,627</u>	<u>\$ -</u>	<u>\$ 67,820</u>	<u>\$ 1,175</u>
Loans with a specific valuation allowance					
Construction and land development	\$ 31,770	\$ 30,249	\$ 4,583	\$ 32,570	\$ 103
Commercial real estate	3,667	3,467	776	4,305	95
1-4 family residential real estate	3,252	3,038	1,302	3,255	32
Commercial and industrial business loans	534	531	282	554	12
Consumer loans and other	363	325	165	370	1
Total	<u>\$ 39,586</u>	<u>\$ 37,610</u>	<u>\$ 7,108</u>	<u>\$ 41,054</u>	<u>\$ 243</u>
Total impaired loans					
Construction and land development	\$ 59,143	\$ 46,899	\$ 4,583	\$ 63,450	\$ 396
Commercial real estate	18,493	17,500	776	21,151	780
1-4 family residential real estate	20,052	15,456	1,302	20,027	225
Commercial and industrial business loans	3,357	2,864	282	3,522	14
Consumer loans and other	708	518	165	724	3
Total	<u>\$ 101,753</u>	<u>\$ 83,237</u>	<u>\$ 7,108</u>	<u>\$ 108,874</u>	<u>\$ 1,418</u>

(1) Included in the table above are accruing TDRs of \$24.06 million, which the Company has designated as performing loans, while nonaccruing TDRs, which are also included in the above table of impaired loans, totaled \$21.39 million.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2010	Unpaid Principal Balance	Recorded Balance	Specific Allowance	Average Recorded Investment	Interest Income Recognized
Loans without a specific valuation allowance					
Construction and land development	\$ 41,106	\$ 31,639	\$ -	\$ 43,096	\$ 493
Commercial real estate	7,544	7,277	-	10,636	324
1-4 family residential real estate	9,953	8,376	-	9,962	254
Commercial and industrial business loans	832	411	-	846	1
Consumer loans and other	1,848	154	-	1,845	4
Total	\$ 61,283	\$ 47,857	\$ -	\$ 66,385	\$ 1,076
Loans with a specific valuation allowance					
Construction and land development	\$ 23,362	\$ 22,994	\$ 2,355	\$ 21,132	\$ 72
Commercial real estate	6,579	6,579	949	6,291	93
1-4 family residential real estate	1,547	1,547	440	1,264	12
Commercial and industrial business loans	626	626	543	333	19
Consumer loans and other	-	-	-	-	-
Total	\$ 32,114	\$ 31,746	\$ 4,287	\$ 29,020	\$ 196
Total impaired loans					
Construction and land development	\$ 64,468	\$ 54,633	\$ 2,355	\$ 64,228	\$ 565
Commercial real estate	14,123	13,856	949	16,927	417
1-4 family residential real estate	11,500	9,923	440	11,226	266
Commercial and industrial business loans	1,458	1,037	543	1,179	20
Consumer loans and other	1,848	154	-	1,845	4
Total	\$ 93,397	\$ 79,603	\$ 4,287	\$ 95,405	\$ 1,272

(1) Included in the table above are accruing TDRs of \$20.29 million, which the Company has designated as performing loans, while nonaccruing TDRs, which are also included in the above table of impaired loans, totaled \$3.89 million.

At December 31, 2009, the recorded balance in loans considered impaired totaled \$42.15 million. Impaired loans of \$18.66 million had valuation allowances of \$2.07 million, while impaired loans of \$23.49 million had no valuation allowance at December 31, 2009. For the year ended December 31, 2009, the average recorded balance of impaired loans was \$18.31 million.

Troubled Debt Restructurings

In order to maximize the collection of loan balances, the Company evaluates troubled loan accounts on a case-by-case basis to determine if a loan modification would be appropriate. Loan modifications may be utilized when there is a reasonable chance that an appropriate modification would allow our clients to continue servicing the debt. A loan is a troubled debt restructuring (“TDR”) if both of the following exist: (1) a creditor has granted a concession to the debtor, and (2) the debtor is experiencing financial difficulties. Nonaccruing loans that are modified can be placed back on accrual status when both principal and interest are current and it is probable that we will be able to collect all amounts due (both principal and interest) according to the terms of the loan agreement.

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The following table shows the loans modified in TDRs for the year ended December 31, 2011 (in thousands, except number of loans):

	Year Ended December 31, 2011		
	Number of Loans	Pre-Modification Recorded Balance	Post-Modification Recorded Balance
Construction and land development	17	\$ 21,272	\$ 20,412
Commercial real estate	11	8,258	8,161
Multi-family real estate	-	-	-
1-4 family residential real estate	11	2,796	2,359
Commercial and industrial	2	37	26
Consumer loans and other	2	11	11
Total	43	\$ 32,374	\$ 30,969

In accordance with the Company's adoption of the provisions of ASU No. 2011-02, the Company reassessed all loan modifications occurring since January 1, 2011, for identification as troubled debt restructurings. There were no additional TDRs identified in this reassessment. The restructured loans generally include terms to reduce the interest rate and extend payment terms. We have not forgiven any principal on the above loans. There were four commercial and industrial business loans and one consumer loan that were restructured within the last 12 months that subsequently defaulted. The commercial and industrial business loans had recorded balances of \$997,000, and the consumer loan had a recorded balance of \$467,000.

The specific reserve portion of the allowance for loan losses on TDRs is determined by discounting the restructured cash flows at the original effective rate of the loan before modification, or is based on the underlying collateral value less costs to sell, if repayment of the loan is collateral-dependent. If the resulting amount is less than the recorded book value, the Company either establishes a valuation allowance as a component of the allowance for loan losses or charges off the impaired balance if it determines that such amount is a confirmed loss. This method is used consistently for all segments of the portfolio. At December 31, 2011, all significant impaired loans have been determined to be collateral-dependent.

Nonaccrual Loans

The Company generally places loans on nonaccrual status when the full and timely collection of interest or principal becomes uncertain, part of the principal balance has been charged off and no restructuring has occurred, or the loans reach a certain number of days past due. Commercial loans are placed on nonaccrual status when full collection of principal and interest becomes doubtful, or when any portion of principal or interest becomes 90 days past due, whichever occurs first, unless the debt is both well-secured and in the process of collection. When loans are placed on nonaccrual status, interest receivable is reversed against interest income recognized in the current period, and any prior year unpaid interest is charged off against the allowance for loan losses. Interest payments received thereafter are applied as a reduction of the remaining principal balance so long as doubt exists as to the ultimate collection of the principal. Loans are removed from nonaccrual status when they become current as to both principal and interest and when the collection of principal or interest is no longer doubtful. Similarly, mortgage loans and other consumer loans are also placed on nonaccrual status when full collection of principal and interest becomes doubtful, or they become delinquent for a specified period of time.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The following table presents the financing receivables on nonaccrual status as of December 31, 2011 and 2010, respectively:

	<u>2011</u>	<u>2010</u>
Construction and land development	\$ 36,712	\$ 43,878
Commercial real estate	5,561	7,295
Multi-family real estate	-	-
1-4 family residential real estate	10,394	5,186
Commercial and industrial business loans	2,644	707
Consumer loans and other	490	101
Total	<u><u>\$ 55,801</u></u>	<u><u>\$ 57,167</u></u>

NOTE 5: OTHER REAL ESTATE OWNED (“OREO”)

The table below presents a summary of the activity related to OREO (in thousands):

	<u>Year Ended December 31,</u>	
	<u>2011</u>	<u>2010</u>
Beginning balance	\$ 20,452	\$ 2,014
Additions	21,639	23,380
Sales	(8,370)	(3,809)
Valuation allowance	125	(621)
Loss on sale and write-downs	(4,027)	(512)
Ending balance	<u><u>\$ 29,819</u></u>	<u><u>\$ 20,452</u></u>

NOTE 6: PREMISES, EQUIPMENT, AND LEASES

A summary of the cost and accumulated depreciation of premises and equipment is as follows (in thousands):

	<u>Useful Life</u>	<u>December 31,</u>	
		<u>2011</u>	<u>2010</u>
Land and improvements	-	\$ 24,821	\$ 21,572
Buildings and improvements	10 to 45 years	67,573	55,378
Autos	3 to 5 years	3,415	3,314
Computer equipment	2 to 5 years	8,688	7,812
Equipment	5 to 10 years	11,675	9,901
Furniture and fixtures	5 to 20 years	32,170	27,552
Leasehold improvements	Lesser of lease term or 15 years	20,938	19,679
Construction in progress	-	5,587	4,551
		<u>174,867</u>	<u>149,759</u>
Less accumulated depreciation		(40,820)	(34,461)
Net premises and equipment		<u><u>\$ 134,047</u></u>	<u><u>\$ 115,298</u></u>

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Depreciation and leasehold amortization expense for the years ended December 31, 2011, 2010, and 2009 was \$7.42 million, \$6.20 million, and \$6.12 million, respectively.

Various facilities and equipment are leased under noncancellable operating leases with initial remaining terms in excess of one year and an option for renewal. In addition to minimum rentals, certain leases have escalation clauses and include provisions for additional payments to cover taxes, insurance, and maintenance. The effects of scheduled rent increases, which are included in the minimum lease payments, are recognized on a straight-line basis over the lease term. Rental expense was \$6.63 million for 2011, compared to \$6.42 million for 2010, and \$6.41 million for 2009.

Future minimum lease payments, by year and in the aggregate, under noncancellable operating facilities leases at December 31, 2011, are listed in the following chart (in thousands):

2012	\$	6,329
2013		5,977
2014		5,512
2015		4,805
2016		3,609
Thereafter		14,271
	\$	<u>40,503</u>

Rental income for the year ended December 31, 2011, was \$529,000, compared to \$466,000 for 2010 and \$363,000 for 2009. Future minimum rental income, by year and in the aggregate, under noncancellable operating leases, was as follows at December 31, 2011 (in thousands):

2012	\$	497
2013		369
2014		323
2015		343
2016		132
Thereafter		210
	\$	<u>1,874</u>

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 7: GOODWILL AND INTANGIBLE ASSETS

The gross carrying amount and accumulated amortization for the Company's intangible assets (in thousands):

	December 31,			
	2011		2010	
	Gross Carrying Amount	Accumulated Amortization	Gross Carrying Amount	Accumulated Amortization
Intangible assets subject to amortization				
Core deposit intangible	\$ 4,094	\$ 3,524	\$ 4,094	\$ 3,028
Non-compete agreements	1,456	1,144	1,456	937
Customer lists	17,920	5,579	15,451	3,772
Total intangible assets subject to amortization	23,470	10,247	21,001	7,737
Intangible assets not subject to amortization				
Trade names	357	-	498	-
Contractual agreements	3,231	-	3,231	-
Total intangible assets not subject to amortization	3,588	-	3,729	-
Total intangible assets	<u>\$ 27,058</u>	<u>\$ 10,247</u>	<u>\$ 24,730</u>	<u>\$ 7,737</u>

The aggregate amortization expense for intangible assets with finite lives for the year ended December 31, 2011, was \$2.65 million, compared to \$2.67 million for 2010 and \$2.49 million for 2009. The estimated aggregate annual amortization expense for each of the five years subsequent to December 31, 2011, is as follows: 2012, \$2.25 million; 2013, \$1.81 million; 2014, \$1.68 million; 2015, \$1.61 million; and 2016, \$1.31 million.

During 2011, the Company recorded \$6.17 million in net increases to goodwill and \$2.47 million in intangible assets. This represents the acquisition of the three companies in 2011 and certain other adjustments to goodwill related to the Currituck acquisition. The intangible assets acquired are finite-lived, consisting primarily of customer lists, which are amortized over eight years. These assets are included in the Company's Realty and Insurance segments.

During 2011 and 2010, the Company recorded \$0 and \$146,000, respectively, of impairment charges for the title plant due to obsolescence. Also during 2010, the Company recorded \$11.31 million in goodwill and \$417,000 million in intangible assets. This represents the acquisition of the Bank of Currituck in 2010 and certain other adjustments to goodwill. The intangible assets acquired are finite-lived assets consisting of core deposit intangibles, which are amortized over an eight-year period. The assets are included in the Banking segment.

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Impairment testing indicated that goodwill was not impaired in 2011 or 2010. Changes in the carrying amount of goodwill related to each of the Company's segments are as follows (in thousands):

	<u>Bank</u>	<u>Realty</u>	<u>Insurance</u>	<u>Consolidated Totals</u>
Balance, December 31, 2009	\$ 45,520	\$ 15,930	\$ 19,196	\$ 80,646
Additions to goodwill	11,776	-	-	11,776
Other adjustments	-	(348)	(121)	(469)
Balance, December 31, 2010	<u>\$ 57,296</u>	<u>\$ 15,582</u>	<u>\$ 19,075</u>	<u>\$ 91,953</u>
Additions to goodwill	-	240	4,345	4,585
Other adjustments	1,589	-	-	1,589
Balance, December 31, 2011	<u><u>\$ 58,885</u></u>	<u><u>\$ 15,822</u></u>	<u><u>\$ 23,420</u></u>	<u><u>\$ 98,127</u></u>

NOTE 8: BANK-OWNED LIFE INSURANCE POLICIES

The total carrying amount of bank-owned life insurance policies ("BOLI") as of December 31, 2011, was \$53.32 million. The Company had \$52.74 million of BOLI at December 31, 2010, and \$46.64 million at December 31, 2009. The Company recognized BOLI income, included in other noninterest income, of \$2.58 million, \$2.16 million, and \$2.11 million for the years ended December 31, 2011, 2010, and 2009, respectively. The Company has a related retirement plan, implemented in the fourth quarter of 2008, which provides retirement benefits to the executives covered under the plan.

NOTE 9: DEPOSITS

A summary of time deposits by maturity at December 31, 2011, is shown in the following chart (dollars in thousands):

<u>Maturity</u>	<u>Total</u>
2012	\$ 769,161
2013	223,007
2014	52,900
2015	8,517
2016 and thereafter	114,774
	<u><u>\$ 1,168,359</u></u>

At year-end 2011, TowneBank had a total of \$323.67 million in no-penalty time deposits as compared to \$499.19 million at December 31, 2010. Some of the Company's officers and directors and the respective companies in which the officers and directors have a financial interest have deposit relationships with the Company. Related party deposits amounted to approximately \$45.41 million and \$45.63 million at December 31, 2011 and 2010, respectively.

NOTE 10: BORROWINGS

TowneBank is a member of the FHLB and may borrow funds based on criteria established by the FHLB. The FHLB may call these borrowings if the adjusted collateral balance falls below the borrowing level. The borrowing arrangements available from the FHLB could be either short- or long-term, depending on our related cost and needs.

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Advances from the FHLB for the years ended December 31 are summarized as follows (dollars in thousands):

	<u>2011</u>	<u>2010</u>
Balance outstanding at end of year	\$ 280,000	\$ 330,801
Average balance outstanding	\$ 307,101	\$ 371,134
Maximum outstanding at any month-end	\$ 330,798	\$ 453,837
Average interest rate during the year	4.17%	3.86%
Average interest rate at end of year	4.20%	4.06%

The scheduled maturity dates, call dates, and related fixed interest rates on advances from the FHLB at December 31, 2011, are summarized as follows (dollars in thousands):

<u>Maturity Date</u>	<u>Interest Rate</u>	<u>Call Date</u>	<u>Outstanding Amount</u>
03/06/2017	4.08%	03/06/2012	100,000
05/18/2017	4.35%	02/21/2012	80,000
05/18/2017	4.48%	02/21/2012	80,000
01/29/2018	3.05%	01/30/2012	13,000
01/29/2018	3.05%	01/30/2012	7,000
			<u>\$ 280,000</u>

Total interest expense on FHLB advances for the years ended December 31, 2011, 2010, and 2009 was \$12.82 million, \$14.31 million, and \$15.70 million, respectively.

Information concerning securities sold under agreements to repurchase and federal funds purchased is summarized as follows (dollars in thousands):

	<u>2011</u>	<u>2010</u>
Balance outstanding at end of year	\$ 11,790	\$ 14,076
Average balance outstanding	\$ 14,560	\$ 22,183
Maximum outstanding at any month-end	\$ 14,193	\$ 26,129
Average interest rate during the year	0.42%	0.54%
Average interest rate at end of year	0.39%	0.48%

Repurchase agreements totaled \$11.79 million at December 31, 2011. They are classified as secured borrowings and generally mature within one business day from the transaction date. They are reflected as the amount of cash received in connection with the transaction. In addition, federal funds lines with other financial institutions were available at December 31, 2011, for short-term funding needs. Federal funds purchased are overnight, unsecured borrowings.

At December 31, 2011 and 2010, the Company had an unused line of credit with the FHLB totaling \$944.53 million and \$830.98 million, respectively. The FHLB advances are secured by a blanket floating lien on certain 1-4 family residential, multifamily, HELOCS, second mortgages, and commercial mortgages with carrying values of \$610.70 million at December 31, 2011.

Further, the Company had loan participation lines and reverse repurchase agreements with various financial institutions available at December 31, 2011, which provide potential additional funding.

At January 1, 2010, the Company had three different convertible subordinated capital debentures: (i) Series I Towne Investment Notes, (ii) Series II Towne Investment Notes, and (iii) Series III Towne Investment Notes. During 2010, two of the debentures were called, and at December 31, 2011 and 2010, the Company had one

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outstanding debenture in the amounts of \$13.74 million and \$13.84 million, respectively. Interest expense on debentures for the years ended December 31, 2011, 2010, and 2009, was \$1.15 million, \$2.22 million, and \$2.49 million, respectively.

In early March 2002, TowneBank offered Series I Towne Investment Units (“Series I units”) to existing shareholders and customers in a subscription offering. Each Series I unit consisted of 84.97 shares of common stock priced at \$11.77 per share and \$1,000 in the aggregate, and one 15-year 6% convertible subordinated capital note in the principal amount of \$1,000. Beginning in May 2004, the unit’s note and equity began trading separately. In the first quarter of 2010, TowneBank called the Series I Towne Investment Notes (“Series I notes”). The Series I notes were convertible into common stock at a conversion price of \$14.38 per share (equal to a conversion rate of 69.54 shares per \$1,000 principal amount of notes). At year-end 2011 and 2010, the Company had no outstanding accruing Series I notes.

During August 2004, TowneBank raised \$48.95 million through the sale of Series II Towne Investment Units (“Series II units”) to existing shareholders and customers in a subscription offering. Each Series II unit consisted of 82.4 shares of common stock priced at \$24.27 per share and \$2,000 in the aggregate, and one 15-year 6.25% convertible subordinated capital note in the principal amount of \$1,000. During the second quarter of 2010, TowneBank called the Series II Towne Investment Notes (“Series II notes”). The Series II notes were bearing interest at 6.25% and were convertible into common stock at a conversion price of \$29.42 per share (equal to a conversion rate of 33.99 shares per \$1,000 principal amount of notes). At year-end 2011 and 2010, the Company had no outstanding accruing Series II notes.

In October 2009, TowneBank raised \$27.77 million through the sale of Series III Towne Investment Units (“Series III units”) to existing shareholders and customers in a subscription offering. Each Series III unit consisted of 150 shares of common stock priced at \$13.38 per share and \$2,000 in the aggregate, and one 10-year 8% convertible subordinated capital note (“Series III note”) in the principal amount of \$2,000. The Series III note is convertible into common stock at a conversion price of \$13.38 per share (equal to a conversion rate of 149.47 shares per \$2,000 principal amount of notes). The Company sold 6,942 units and closed the offering in October 2009, resulting in \$13.88 million in Series III notes. The common stock and notes were issued separately in late October 2009. The Series III notes began accruing interest on October 20, 2009, and the first interest payment was made on May 1, 2010. At year-end 2011 and 2010, the Company had \$13.74 million and \$13.84 million in Series III notes, respectively. On and after October 1, 2011, the Company may, at its option, convert some or all of the notes into shares of common stock at the applicable conversion price. The Company may exercise this conversion right if, for 20 trading days within any period of 30 consecutive trading days, the closing price of the Company’s common stock exceeds 100% of the applicable conversion price.

NOTE 11: COMMITMENTS

TowneBank is a party to financial instruments with off-balance-sheet risk in the normal course of business to meet the financing needs of its customers. These financial instruments include commitments to extend credit and standby letters of credit. These instruments involve, to varying degrees, elements of credit risk, which have not been recognized in the balance sheet. The contract amount of these instruments reflects the extent of the Company’s involvement or “credit risk.”

Our exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual amount of those instruments. The Company uses the same credit policies in making commitments and conditional obligations

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

as it does for on-balance-sheet instruments. Unless noted otherwise, collateral or other security is required to support financial instruments with credit risk.

Our contractual amounts are as follows (in thousands):

December 31,	<u>2011</u>	<u>2010</u>
Financial instruments whose contract amounts represent credit risk:		
Commitments to extend credit	\$ 840,256	\$ 779,521
Standby letters of credit	<u>36,723</u>	<u>43,726</u>
	<u><u>\$ 876,979</u></u>	<u><u>\$ 823,247</u></u>

Commitments to extend credit are agreements to lend to a customer as long as there is not a violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Company evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary upon extension of credit, is based on management's credit evaluation of the counter-party. Collateral held varies but may include accounts receivable, inventory, property, plant and equipment, income-producing commercial properties, and real estate.

Standby letters of credit are conditional commitments issued to guarantee performance of a customer to a third party. The letters of credit are primarily issued to support public and private borrowing arrangements. The credit risk involved in issuing letters of credit is essentially the same as that involved in extending loan facilities to customers. The Company is also party to an agreement whereby the Company may be required to purchase a loan, originally funded by outside investors to a third party, in the amount of \$1.54 million. Collateral supporting those commitments is generally held, if deemed necessary. The Company provides an allowance for estimated losses from such provisions that management considered adequate at December 31, 2011. Management does not anticipate any material losses will arise from additional disbursements of the aforementioned lines or standby letters of credit.

NOTE 12: RETIREMENT PLANS

Defined Contribution Plan

The Company has a defined contribution 401(k) plan. All employees who are at least 18 years of age and have completed one quarter of a year of service are eligible to participate. Under the plan, employees may contribute a percentage of their annual salary, subject to statutory limitations, and the Company will make a discretionary match of the employees' contributions up to 6% of their salary. The Company matched employee contributions up to 4.5%, 6%, and 4.5% in the years ended December 31, 2011, 2010, and 2009, respectively. The Company may also make an additional discretionary contribution; there were no discretionary contributions for the years ended December 31, 2011, 2010, or 2009.

The Company made matching contributions of \$2.15 million, \$2.58 million, and \$1.88 million for the years ended December 31, 2011, 2010, and 2009, respectively. The Company's matching contribution is in the form of the Company's common stock, which the Company issues or purchases on the open market at the prevailing prices.

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Supplemental Executive Retirement Plan

On December 1, 2008, the Company implemented a noncontributory, unfunded Supplemental Executive Retirement Plan (“SERP”) for certain officers and key employees. The SERP is intended to provide retirement benefits and post-retirement health benefits to the individuals covered under the plan. The SERP agreements with the officers provide that upon attainment of retirement age, generally at age 65, the participating officer will be entitled to receive a retirement benefit equal to either (i) a designated percentage, ranging from 30% to 50% of their 2007 base salary depending on their level of seniority, with an annual 4% increase until retirement, or (ii) a fixed targeted benefit amount. The retirement benefit is payable over a 15-year period, beginning at attainment of contractual retirement age. The SERP agreements provide for an annual vesting schedule until the participating officer reaches retirement age. In the case of a participating officer’s voluntary termination of employment, disability, or termination for cause, the annual amount payable under the SERP is equal to the amount of the vested benefit earned as of the date of termination of employment. In the case of involuntary termination without cause or termination of employment for good reason by the participating officer, the participating officer becomes fully vested in the full retirement benefit. Upon termination of employment, payment of the retirement benefit does not begin until the participating officer reaches the designated retirement age set forth in the SERP agreement. In the event of death, the full amount of the retirement benefit is payable.

The following table sets forth changes in benefit obligations and financial status (in thousands):

December 31,	2011	2010
<i>Change in benefit obligation</i>		
Benefit obligation, beginning of year	\$ 6,727	\$ 3,310
Service cost	3,774	3,227
Interest cost	406	190
Benefit obligation, end of year	<u>\$ 10,907</u>	<u>\$ 6,727</u>
Accumulated benefit obligation, end of year	<u>\$ 10,069</u>	<u>\$ 5,968</u>

The components of the net periodic benefit cost for the SERP are as follows (in thousands):

	2011	2010	2009
Service cost	\$ 3,774	\$ 3,227	\$ 3,051
Interest cost	406	190	14
Net periodic benefit cost	<u>\$ 4,180</u>	<u>\$ 3,417</u>	<u>\$ 3,065</u>

The Company used certain weighted average assumptions to determine benefit obligations and net benefit costs, including discount rate and rate of increase in future compensation levels. The discount rate used to determine net periodic benefit cost and benefit obligation was 5.75% in 2011, 2010, and 2009. The rate of increase in future compensation levels used was 4.0% in 2011, 2010, and 2009. When estimating the discount rate, we review yields available on high-quality, fixed-income debt instruments and use a yield curve model from which the discount rate is derived by applying the projected benefit payments under the plan to points on a published yield curve.

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The following table sets forth expected future benefit payments, which include expected future service, for the periods indicated (in thousands):

<u>Year</u>	<u>SERP</u>
2012	\$ 624
2013	808
2014	995
2015	1,058
2016	1,382
2017-2021	8,040

NOTE 13: SHARE-BASED COMPENSATION

The Company maintains a share-based compensation plan (“Plan”) that provides for the granting of incentive and non-statutory stock options and restricted common stock. The Plan is administered by the Compensation Committee of the Board of Directors (the “Compensation Committee”). The maximum number of shares reserved under the Plan is equal to 20% of the fully diluted number of shares of the Company’s common stock outstanding, or such lesser number of shares as the Compensation Committee shall determine. The Company has a policy of using authorized and unissued common shares to satisfy share option exercises and vesting of restricted stock awards. At December 31, 2011, approximately 3.72 million common shares were available for issuance under the Plan.

Stock options: For stock options granted under the Plan, the stock option price cannot be less than the fair market value of the stock on the date granted. The Compensation Committee determines the exercise price for certain awards, and it can be based on future service. An option’s maximum contractual term is 10 years from the date of grant. Options and awards granted under the Plan are subject to vesting requirements ranging from two to 10 years.

The following tables summarize our stock option activity and related information:

For the Year Ended December 31,	2011		2010		2009	
	Weighted-Average		Weighted-Average		Weighted-Average	
	Number	Exercise Price	Number	Exercise Price	Number	Exercise Price
Options outstanding, beginning balance	845,437	\$16.57	883,004	\$16.29	1,189,663	\$12.97
Granted	33,566	15.13	10,000	15.26	23,500	13.70
Exercised	(13,641)	11.65	(32,178)	7.35	(313,042)	3.40
Forfeited	(27,986)	12.81	(15,389)	19.07	(17,117)	17.91
Options outstanding, ending balance	<u>837,376</u>	<u>\$16.72</u>	<u>845,437</u>	<u>\$16.57</u>	<u>883,004</u>	<u>\$16.29</u>
Options exercisable at December 31,	<u>594,478</u>	<u>\$16.42</u>	<u>550,056</u>	<u>\$16.03</u>	<u>498,689</u>	<u>\$15.33</u>

	Number	Weighted-Average Exercise Price
Unvested stock options, December 31, 2010	295,381	\$17.58
Granted	33,566	15.13
Vested	(79,798)	17.17
Forfeited	(6,251)	15.04
Unvested stock options, December 31, 2011	<u>242,898</u>	<u>\$17.44</u>

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For the years ended December 31, 2011, 2010, and 2009, the weighted-average fair value of stock options granted was \$5.44, \$4.82, and \$4.33, respectively. For the same periods, the total intrinsic value of options exercised was \$37,000, \$248,000, and \$4.49 million, respectively. Additional information pertaining to options outstanding at December 31, 2011, is as follows:

	Number	Weighted-Average Exercise Price	Aggregate Intrinsic Value	Weighted-Average Remaining Contractual Life
Options outstanding	837,376	\$ 16.72	\$ 150,738	3.25 years
Options vested or expected to vest	825,119	\$ 16.71	\$ 150,723	3.20 years
Options exercisable	594,478	\$ 16.42	\$ 139,208	2.52 years

The grant-date fair value of each option grant is estimated using the Black-Scholes option pricing model. Use of a valuation model requires management to make certain assumptions with respect to selected model inputs. Expected volatility was calculated based on the historical volatility of the Company's stock over the most recent period of time equal to the expected term of the option. The average expected life was based on the contractual term of the option and expected employee exercise and post-vesting employment termination behavior based on historical patterns. The risk-free interest rate is based on U.S. Treasury zero-coupon issues with a remaining term equal to the expected life assumed at the date of grant. Forfeitures are estimated based on historical voluntary termination behavior.

The following table summarizes the assumptions used for the following years:

Years Ended December 31,	2011	2010	2009
Dividend yield	2.11%	2.10%	2.33%
Expected life	7.67 years	7.12 years	7.0 years
Expected volatility	38.0%	34.0%	36.0%
Risk-free interest rate	2.87%	2.76%	2.79%

Cash received from exercises of stock options for the year ended December 31, 2011, was \$159,000. The tax benefit realized for the tax deductions from stock option exercises for the year ended December 31, 2011, was \$13,000, compared to \$51,000 for 2010 and \$598,000 for 2009. Compensation expense related to stock options for the years ended December 31, 2011, 2010, and 2009 was \$454,000, \$423,000, and \$511,000, respectively. As of December 31, 2011, there was \$1.04 million of total unrecognized compensation cost related to unvested stock option awards; that cost is expected to be recognized over a period of 4.33 years.

Restricted stock awards (RSAs): Under the Plan, grantees of restricted stock awards have full voting rights on the shares and are entitled to receive cash and stock dividends. RSAs granted under the Plan are generally subject to vesting requirements ranging from three to ten years. The shares are subject to forfeiture if vesting and other contractual provision requirements are not met.

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The following chart shows a summary of the restricted stock award activity and related information, assuming the weighted-average price being the weighted-average fair value at the date of grant for the year ended December 31, 2011:

	Number	Weighted- Average Price
Unvested RSAs, beginning balance	135,076	\$ 13.29
Granted	123,191	14.57
Vested	(10,579)	15.73
Forfeited	(22,061)	10.71
Unvested RSAs, ending balance	<u>225,627</u>	<u>\$ 14.13</u>

Compensation expense related to the awards for the years ended December 31, 2011, 2010, and 2009 was \$896,000, \$592,000, and \$478,000, respectively. The total fair value of awards vested during 2011, 2010, and 2009 was \$166,000, \$408,000, and \$710,000, respectively. As of December 31, 2011, there was \$2.26 million of total unrecognized compensation cost related to unvested restricted stock awards; that cost is expected to be recognized over a period of 3.85 years.

NOTE 14: STOCK PURCHASE PLAN, DIVIDEND REINVESTMENT PLAN, AND DIVIDEND RESTRICTIONS

The Board of Directors approved and adopted the Member Stock Purchase and Dividend Reinvestment Plan to raise additional capital by providing a convenient and cost-effective way for shareholders, customers, and employees to purchase shares of TowneBank common stock. In connection with the monthly stock purchase plan for the year ended December 31, 2011, the Company entered the open market and acquired 195,645 shares at an average price of \$13.23 per share. In connection with the dividend reinvestment plan for the year ended December 31, 2011, the Company entered the open market and acquired 373,612 shares at an average price of \$13.83 per share.

In connection with the monthly stock purchase plan for the year ended December 31, 2010, the Company entered the open market and acquired 137,110 shares at an average price of \$15.50 per share and issued 56,481 shares at an average price of \$12.03 per share. In connection with the dividend reinvestment plan for the year ended December 31, 2010, the Company entered the open market and acquired 293,208 shares at an average price of \$15.55 per share and issued 101,985 shares at an average price of \$11.62 per share.

TowneBank, as a Virginia banking corporation, may pay cash dividends only out of retained earnings. In 2011, 2010, and 2009, the Company declared quarterly cash dividends of \$0.08 per common share. The quarterly dividends were paid on January 9, 2009; April 10, 2009; July 10, 2009; October 9, 2009; and January 11, 2010; April 12, 2010; July 12, 2010; October 12, 2010; and January 11, 2011; April 12, 2011; July 12, 2011; October 12, 2011; and January 12, 2012.

Declaration of future cash dividends will depend on our earnings, our capital position, and other factors. All dividends paid are limited by the requirement to meet capital guidelines issued by regulatory authorities, and future declarations are subject to financial performance and regulatory requirements.

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Preferred Stock

On September 22, 2011, the Company entered into a Securities Purchase Agreement with the Secretary of the U.S. Treasury Department, pursuant to which the Company sold and issued 76,458 shares of the Company's Senior Non-Cumulative Perpetual Preferred Stock, Series C ("Series C Preferred Stock"), liquidation value of \$1,000 per share, for a total purchase price of \$76.46 million. The issuance was pursuant to the Small Business Lending Fund ("SBLF") program, a \$30 billion fund established under the Small Business Jobs Act of 2010 that was created to encourage lending to small businesses by providing capital to qualified community banks with assets of less than \$10 billion.

The holder of the Series C Preferred Stock is entitled to receive non-cumulative dividends, payable quarterly, on January 1, April 1, July 1, and October 1 of each year. The dividend rate can fluctuate on a quarterly basis during the first 10 quarters during which the Series C Preferred Stock is outstanding, based upon changes in the level of "Qualified Small Business Lending" ("QSBL") by the Company as compared to the Company's baseline QSBL level, which was established at the closing of the issuance. The dividend rate for the initial dividend period has been set at 5%. For the second through tenth calendar quarters, the dividend rate may be adjusted to between 1% and 5% per annum based upon the increase in QSBL as compared to the initial baseline. For the eleventh calendar quarter through four and one-half years after issuance, the dividend rate will be fixed at between 1% and 7% based upon the level of QSBL compared to the baseline. After four and one-half years from the issuance, the dividend rate will increase to 9%. Due to the Company's loan growth, the blended rate for the period from closing through December 31, 2011 was 4.63%, with the rate reduced to 3.92% for the first quarter of 2012.

If the Company has not declared and paid an aggregate of six dividend payments on the Series C Preferred Stock, whether or not consecutive, the holder of the Series C Preferred Stock will have the right to elect two directors to the Company's Board of Directors. The Series C Preferred Stock may be redeemed at any time at the Company's option, at a redemption price of 100% of the liquidation amount plus accrued but unpaid dividends to the date of redemption for the current period, subject to the approval of the FDIC.

On September 22, 2011, the Company used the proceeds from the sale and issuance of the Series C Preferred Stock to repurchase all 76,458 outstanding shares of its Fixed Rate Non-Cumulative Perpetual Preferred Stock, Series B, liquidation amount \$1,000 per share ("Series B Preferred Stock"), for a redemption price of \$76.46 million, plus accrued but unpaid dividends. The Series B Preferred Stock was issued in the fourth quarter of 2008 to the U.S. Treasury Department under the Capital Purchase Program. In connection with the issuance of the senior preferred, participating institutions were required to issue to the U.S. Treasury immediately exercisable 10-year warrants to purchase common stock with an aggregate market price equal to 15% of the amount of senior preferred. The warrants to purchase common shares, which were issued together with the preferred shares in the fourth quarter of 2008 and with an allocated fair value of \$4.31 million, remain outstanding and are included in paid-in capital on the balance sheet. With the repurchase of all shares of the Series B Preferred Stock, the remaining accretion of the discount of \$1.86 million was accelerated into the third quarter of 2011 and reduced income available to common shareholders.

Non-cumulative dividends on the Series B Preferred Stock were payable at a rate of 5% while outstanding. On January 28, 2009, the Company declared the first cash dividend of \$8.75 per share of Series B Preferred Stock, paid on February 17, 2009. The Company subsequently paid quarterly cash dividends of \$12.50 per share of Series B Preferred Stock on May 15, 2009; August 17, 2009; November 16, 2009; and February 16, 2010; May 14, 2010; August 16, 2010; November 15, 2010; February 15, 2011; May 16, 2011; and August 15, 2011.

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In August 2008, the Company issued 598,542 shares of 8% Non-Cumulative Convertible Preferred Stock, Series A (the “Series A Preferred Stock”), liquidation value of \$100 per share. The Series A Preferred Stock pays a non-cumulative dividend of 8% per year. Dividends are payable quarterly in cash, when, as, and if declared by the Board of Directors, on the first day of March, June, September, and December, commencing on December 1, 2008. Dividends on the Series A Preferred Stock began accruing August 15, 2008.

On October 10, 2008, the Company declared the first cash dividend of \$2.33 per share of Series A Preferred Stock, paid on December 1, 2008, for the period August 15, 2008, through November 30, 2008. In 2009 and 2010, the Company declared quarterly cash dividends of \$2.00 per share of Series A Preferred Stock. The quarterly dividends were paid on March 2, 2009; June 1, 2009; September 1, 2009; December 1, 2009; March 2, 2010; June 1, 2010; September 1, 2010; December 1, 2010; March 2, 2011; June 1, 2011; September 1, 2011; and December 1, 2011.

Each share of the Series A Preferred Stock may be converted at any time, at the option of the holder, into shares of common stock equal to the purchase price divided by \$18.56 (“conversion price”). On or after September 11, 2011, the Company may cause some or all of the outstanding shares of the Series A Preferred Stock, at its option, at any time or from time to time, to be converted into shares of common stock if, for 20 trading days during any period of 30 consecutive trading days, the closing price of common stock exceeds 120% of the then-applicable conversion price. On September 1, 2013, all of the then-outstanding shares of the Series A Preferred Stock will automatically convert into common shares without regard to the then-market price of the common stock.

The following table presents the changes in the number of preferred shares for the years ended December 31, 2011 and 2010:

	Series A Preferred Shares	Series B Preferred Shares	Series C Preferred Shares
Balance, December 31, 2009	589,292	76,458	-
Conversion of preferred stock into common stock	(3,160)	-	-
Balance, December 31, 2010	<u>586,132</u>	<u>76,458</u>	<u>-</u>
Conversion of preferred stock into common stock	(2,645)	-	-
Redemption of Series B Preferred Stock	-	(76,458)	-
Issuance of Series C Preferred Stock	-	-	76,458
Balance, December 31, 2011	<u>583,487</u>	<u>-</u>	<u>76,458</u>

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NOTE 15: OTHER EXPENSES

The following chart shows a summary of other expenses (in thousands):

Year Ended December 31,	<u>2011</u>	<u>2010</u>	<u>2009</u>
Advertising and marketing	\$ 3,775	\$ 4,056	\$ 3,665
Charitable contributions	3,174	2,704	2,193
Telephone and postage	3,112	2,731	2,574
Outside processing	2,974	2,446	2,491
Professional fees	4,176	2,963	2,981
Other	5,641	4,392	3,091
Stationery and office supplies	1,925	1,775	1,674
Amortization of intangible assets	2,967	2,991	2,803
Foreclosed property expenses	5,822	950	302
FDIC and other insurance	4,251	4,525	5,338
Software expense	3,457	3,120	2,529
Travel/Meals/Entertainment	820	655	611
Directors' expense	1,526	944	952
Bank franchise tax/SCC fees	1,958	2,165	2,240
	<u>\$ 45,578</u>	<u>\$ 36,417</u>	<u>\$ 33,444</u>

NOTE 16: REGULATORY CAPITAL REQUIREMENTS

The Company is subject to various regulatory capital requirements. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary actions, by regulators that, if undertaken, could have a direct material effect on the Company's financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company must meet specific capital guidelines that involve quantitative measures of the Company's assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

Quantitative measures established by the regulation to ensure capital adequacy require the Company to maintain minimum amounts and ratios of total and Tier 1 capital to risk-weighted assets and of Tier 1 capital to average assets. Management believes, as of December 31, 2011, that the Company meets all capital adequacy requirements to which it is subject.

As of December 31, 2011, the Company was categorized as "well-capitalized" under the regulatory framework for prompt corrective action. To be categorized as "well-capitalized," the Company must maintain minimum total risk-based, Tier 1 risk-based, and Tier 1 leverage ratios as set forth in the table below. There are no conditions or events since that notification that management believes have changed our category.

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A summary of our required and actual capital components follow (dollars in thousands):

As of December 31, 2011	Actual		For Capital Adequacy Purposes		To Be Well Capitalized Under Prompt Action Provisions	
	Amount	Ratio %	Amount	Ratio %	Amount	Ratio %
Total risk-based capital (to risk-weighted assets)	\$ 456,277	14.17%	\$ 257,542	8.00%	\$ 321,928	10.00%
Tier 1 capital (to risk-weighted assets)	\$ 402,797	12.51%	\$ 128,771	4.00%	\$ 193,157	6.00%
Tier 1 leverage ratios (to average assets)	\$ 402,797	10.24%	\$ 157,398	4.00%	\$ 196,747	5.00%

As of December 31, 2010	Actual		For Capital Adequacy Purposes		To Be Well Capitalized Under Prompt Action Provisions	
	Amount	Ratio %	Amount	Ratio %	Amount	Ratio %
Total risk-based capital (to risk-weighted assets)	\$ 442,780	13.68%	\$ 258,848	8.00%	\$ 323,560	10.00%
Tier 1 capital (to risk-weighted assets)	\$ 390,278	12.06%	\$ 129,424	4.00%	\$ 194,136	6.00%
Tier 1 leverage ratios (to average assets)	\$ 390,278	10.59%	\$ 147,442	4.00%	\$ 184,303	5.00%

NOTE 17: DISCLOSURES ABOUT FAIR VALUE OF FINANCIAL INSTRUMENTS

ASC 825, *Financial Instruments*, requires disclosure of fair value information about financial instruments, whether or not recognized in the balance sheet, for which it is practicable to estimate that value. In cases where quoted market prices are not available, fair values are based on estimates using present value or other valuation techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. The derived fair value estimates cannot be substantiated by comparison to independent markets and, in many cases, could not be realized in immediate settlement of the instrument. ASC 825 excludes certain financial instruments and all nonfinancial instruments from its disclosure requirements. Accordingly, the aggregate fair value amounts presented do not represent our underlying value.

The following methods and assumptions were used in estimating fair value for our financial instruments, as defined by ASC 825.

Cash and due from banks, interest-bearing deposits in financial institutions, and federal funds sold: The carrying amount approximates fair value.

Securities available for sale: Fair values are based on published market prices or dealer quotes. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities.

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Securities held to maturity: Fair values are based on published market prices or dealer quotes. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities.

Trading securities: Fair values are based on published market prices or dealer quotes.

Loans held for sale: Fair values of loans held for sale are based on commitments on hand from investors or, if commitments have not yet been obtained, prevailing market rates.

Loans: For credit card and other loan receivables with short-term and/or variable characteristics, the total receivable outstanding approximates fair value. The fair value of other loans is estimated by discounting the future cash flows using interest rates currently being offered for loans with similar terms to borrowers of similar credit quality.

Interest receivable and interest payable: The carrying amount approximates fair value.

Deposits: The fair value of noninterest-bearing deposits and deposits with no defined maturity is estimated by discounting anticipated future cash flows using current borrowing rates. The fair value of certificates of deposit is estimated by discounting the future cash flows using the current rates at which similar deposits would be made.

Advances from the FHLB: The fair value of advances from the FHLB is determined using the discounted cash flow method, with the discount rate being equal to the rate currently offered on similar products.

Convertible subordinated capital debentures: The fair values of the convertible subordinated capital debentures are estimated using discounted contractual cash flows based on the Company's incremental rate of borrowing that would be currently available for similar types of borrowing arrangements.

Repurchase agreements: The carrying amount approximates fair value.

Federal funds purchased: The carrying amount approximates fair value.

Commitments to extend and standby letters of credit: These financial instruments are generally not sold or traded. The estimated fair values of off-balance-sheet credit commitments, including standby letters of credit and guarantees written, are not readily available due to the lack of cost-effective and reliable measurement methods for these instruments.

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The estimated fair values of our financial instruments required to be disclosed under ACS 825 are as follows (in thousands):

Year Ended December 31,	2011		2010	
	Carrying Value	Estimated Fair Value	Carrying Value	Estimated Fair Value
Cash and due from banks	\$ 312,149	\$ 312,149	\$ 144,825	\$ 144,825
Interest-bearing deposits in financial institutions	1,995	1,995	5,651	5,651
Securities available for sale	330,073	330,073	422,135	422,135
Securities held to maturity	153,912	158,453	149,241	146,969
Trading securities	10,854	10,854	10,090	10,090
Mortgage loans held for sale	109,453	109,453	65,028	65,028
Loans, net	2,753,453	2,841,709	2,692,692	2,743,310
Interest receivable	11,485	11,485	12,299	12,299
Deposits	3,190,787	3,012,276	2,954,514	2,709,353
Advances from the Federal Home Loan Bank of Atlanta	280,000	322,925	330,801	364,350
Convertible subordinated capital debentures	13,740	14,142	13,842	14,149
Repurchase agreements and other borrowings	11,790	11,790	14,076	14,076
Interest payable	3,472	3,472	4,830	4,830

NOTE 18: FAIR VALUE MEASUREMENT

ASC 820, *Fair Value Measurements and Disclosures*, defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. ASC Topic 820 applies only to fair value measurements already required or permitted by other accounting standards and does not impose requirements for additional fair value measures. ASC Topic 820 was issued to increase consistency and comparability in reporting fair values.

We use fair value measurements to record fair value adjustments to certain assets and to determine fair value disclosures. We did not have any liabilities that were measured at fair value at December 31, 2011. Our securities available for sale and trading securities are recorded at fair value on a recurring basis. Additionally, from time to time, we may be required to record at fair value other assets or liabilities on a non-recurring basis. These non-recurring fair value adjustments generally involve the write-down of individual assets due to impairment losses.

In accordance with ASC 820, we group our assets at fair value in three levels, based on the markets in which the assets are traded and the reliability of the assumptions used to determine fair value. These levels are:

- Level 1** Quoted prices in active markets for identical assets or liabilities. Level 1 assets and liabilities include debt and equity securities and derivative contracts that are traded in an active exchange market, as well as certain U.S. Treasury securities that are highly liquid and are actively traded in over-the-counter markets.
- Level 2** Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. Level 2 assets and liabilities include debt securities with quoted prices that are traded less frequently than exchange-traded instruments, and derivative contracts whose value is determined using a pricing model with inputs that are observable in the market or can be derived principally

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from or corroborated by observable market data. This category generally includes U.S. Government and agency mortgage-backed debt securities, corporate debt securities, and residential mortgage loans held for sale.

Level 3 Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation. This category generally includes certain private equity investments, retained residual interests in securitizations, residential mortgage servicing rights, asset-backed securities, and highly structured or long-term derivative contracts.

Assets and liabilities measured at fair value on a recurring basis at December 31, 2011 and 2010, are summarized below (in thousands):

	December 31, 2011			
	Level 1	Level 2	Level 3	Total
<i>Available-for-sale securities:</i>				
U.S. Treasury obligations and direct obligations of U.S. government agencies	\$ -	\$ 187,135	\$ -	\$ 187,135
Municipal securities	-	35,909	-	35,909
Federal agency mortgage-backed securities	-	99,310	-	99,310
Corporate securities and other	4	7,715	-	7,719
<i>Trading securities</i>				
Equity securities	10,854	-	-	10,854
Total assets	<u>\$ 10,858</u>	<u>\$ 330,069</u>	<u>\$ -</u>	<u>\$ 340,927</u>

	December 31, 2010			
	Level 1	Level 2	Level 3	Total
<i>Available-for-sale securities:</i>				
U.S. Treasury obligations and direct obligations of U.S. government agencies	\$ -	\$ 100,425	\$ -	\$ 100,425
Municipal securities	-	27,078	-	27,078
Federal agency mortgage-backed securities	-	286,711	-	286,711
Corporate securities and other	3	7,918	-	7,921
<i>Trading securities</i>				
Equity securities	10,090	-	-	10,090
Total assets	<u>\$ 10,093</u>	<u>\$ 422,132</u>	<u>\$ -</u>	<u>\$ 432,225</u>

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The Company may be required, from time to time, to measure certain assets at fair value on a nonrecurring basis in accordance with GAAP. These adjustments to fair value usually result from application of lower-of-cost-or-market accounting or write-downs of individual assets. For assets measured at fair value on a nonrecurring basis that were still held in the balance sheet at year-end, the following table provides the level of valuation assumptions used to determine each adjustment and the carrying value of the related assets at December 31, 2011 and 2010 (in thousands):

December 31, 2011	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Impaired loans	\$ -	\$ 26,033	\$ 16,891	\$ 42,924
Other real estate owned	\$ -	\$ 25,959	\$ 3,860	\$ 29,819
December 31, 2010	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Impaired loans	\$ -	\$ 27,436	\$ 18,507	\$ 45,943
Other real estate owned	\$ -	\$ 20,452	\$ -	\$ 20,452

NOTE 19: VARIABLE INTEREST ENTITIES

In the normal course of business, the Company is involved with various entities that are considered to be Variable Interest Entities (“VIE”). A VIE is an entity that has either a total equity investment that is insufficient to permit the entity to finance its activities without additional subordinated financial support, or whose equity investors lack the characteristics of a controlling financial interest. In accordance with existing accounting guidance, we are required to consolidate any VIE of which we are determined to be the primary beneficiary. The primary beneficiary is the entity that has (i) the power to direct the activities of a VIE that most significantly impact the entity’s economic performance, and (ii) the obligation to absorb losses of the entity that could potentially be significant to the VIE, or the right to receive benefits from the entity that could potentially be significant to the VIE. We review all significant interests in the VIEs we are involved with, including the amounts and types of financial and other support, including equity investments, debt financing, and guarantees. We also consider the activities of the VIEs that most significantly impact the VIEs’ economic performance and whether we have control over those activities. We assess whether or not we are the primary beneficiary of a VIE on an ongoing basis. To provide the necessary disclosures, we aggregate similar VIEs based on the nature and purpose of the entities.

Low Income Housing Tax Credit Partnerships

As part of its community reinvestment initiatives, the Company invests within its footprint in multi-family affordable housing developments as a limited partner. The Company receives tax credits for its partnership investments. The Company has determined that these partnerships are VIEs when it does not own 100% of the entity, because the holders of the equity investment at risk do not have the power through voting rights or similar rights to direct the activities of the entity that most significantly impact the entity’s economic performance. Accordingly, the Company’s limited partner interests are variable interests that the Company evaluates for purposes of determining whether the Company is the primary beneficiary.

For each of the partnerships, the Company acts strictly in a limited partnership capacity. The Company has determined that it is not the primary beneficiary of these partnerships because it does not have the power to direct the activities of the entity that most significantly impact the entity’s economic performance. The Company accounts for its limited partner interests in accordance with the accounting guidance for

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investments in affordable housing projects. Partnership assets of \$40.46 million and \$20.40 million in these partnerships were not included in the Consolidated Balance Sheets at December 31, 2011 and 2010, respectively. These limited partner interests had carrying values of \$11.68 million and \$5.65 million at December 31, 2011 and 2010, respectively, and are recorded in other assets on the Company's Consolidated Balance Sheets. The Company's maximum exposure to loss for these limited partner investments totaled \$11.68 million and \$5.65 million at December 31, 2011 and 2010, respectively.

Currituck Resolution Properties, Inc.

Following the Company's acquisition of the banking offices of The Bank of Currituck, the remaining entity ceased operation as a commercial bank and is operating as a North Carolina corporation under the name Currituck Resolution Properties, Inc. The sole purpose of the Resolution Company is to liquidate its remaining assets, pay its remaining liabilities, and wind down its business affairs. The Resolution Company continues to be managed by its existing board of directors and operates with minimal employees. At the closing of the purchase transaction, the Company entered into a secured credit facility with the Resolution Company, consisting of three components: (i) a revolving line of credit in the principal amount of \$1.0 million to be used for working capital purposes; (ii) a second revolving line of credit in the principal amount of \$1.0 million to be used as an interest reserve to support the interest owed on the loan; and (iii) a term loan, of approximately \$14 million, which was to be used to fund and support the Resolution Company's asset base and operations.

The Company concluded that the Resolution Company is a VIE because the equity investors do not have sufficient equity at risk for the entity to independently finance its activities as evidenced by the amount of subordinated support provided by the Company. However, the Company determined that it is not the primary beneficiary of the Resolution Company as it does not have the power to direct the activities of the entity that most significantly impact the entity's economic performance. The Company does not have any contractual obligation to provide additional support to this entity, and its maximum exposure to loss was limited to (i) the current outstanding balance of the term loan, which was \$8.05 million at December 31, 2011, and \$14.07 million at December 31, 2010, and (ii) the commitments on the two revolving lines of credit, which had not been drawn on as of December 31, 2010, and were \$387,000 as of December 31, 2011. The total unconsolidated assets of the Resolution Company as of December 31, 2011 and 2010, were \$20.71 million and \$30.94 million, respectively.

NOTE 20: INCOME TAXES

The provision for income taxes charged to operations is listed in the following chart (in thousands):

For the Year Ended December 31,	<u>2011</u>	<u>2010</u>	<u>2009</u>
Current income tax expense	\$ (13,662)	\$ (16,488)	\$ (15,153)
Deferred income tax benefit	936	4,032	3,506
Income tax expense	<u>\$ (12,726)</u>	<u>\$ (12,456)</u>	<u>\$ (11,647)</u>

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Differences between income tax expense calculated at the statutory rate and shown on the Consolidated Statements of Income are summarized as follows (dollars in thousands):

For the Year Ended December 31,	2011		2010		2009	
	\$	Rate	\$	Rate	\$	Rate
Federal income tax expense at statutory rate	\$ (16,114)	(35.00%)	\$ (14,956)	(35.00%)	\$ (13,442)	(35.00%)
State income tax expense, net of federal benefit	(436)	(0.95%)	(282)	(0.66%)	(59)	(0.15%)
Tax advantaged income	2,817	6.12%	2,363	5.53%	1,944	5.06%
Tax credits	1,417	3.08%	1,170	2.74%	636	1.66%
Section 162(m) disallowance	(252)	(0.55%)	(552)	(1.29%)	(561)	(1.46%)
Other	(158)	(0.34%)	(199)	(0.47%)	(165)	(0.43%)
Income tax expense	<u>\$ (12,726)</u>	<u>(27.64%)</u>	<u>\$ (12,456)</u>	<u>(29.15%)</u>	<u>\$ (11,647)</u>	<u>(30.32%)</u>

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Management believes it is more likely than not that the Company will realize the benefits of the Company's deferred tax assets.

Significant components of deferred tax assets and deferred tax liabilities follow (in thousands):

Year Ended December 31,	2011	2010
Deferred tax assets:		
Allowance for loan losses	\$ 13,909	\$ 12,779
Stock-based compensation	1,397	1,022
Other	2,723	2,078
Accrued expenses	507	1,169
Retirement plan	4,993	4,547
Deferred compensation	3,903	2,440
Total deferred tax assets	<u>27,432</u>	<u>24,035</u>
Deferred tax liabilities:		
Loan costs	-	295
Depreciation	10,679	6,811
Noncompete and intangibles	685	344
Basis differences due to tax credits and partnerships	964	1,013
Unrealized gain on securities available for sale	1,472	147
Other	67	229
Total deferred tax liabilities	<u>13,867</u>	<u>8,839</u>
Net deferred tax assets	<u>\$ 13,565</u>	<u>\$ 15,196</u>

As of December 31, 2011 and December 31, 2010, the Company did not have any unrecognized tax benefits. The Company does not expect the total amount of unrecognized tax benefits to significantly increase or decrease in the next twelve months. The Company recognizes interest and penalties related to unrecognized tax benefits as "Interest Expense" and "Other Expense," respectively, and not as part of the tax provision. The Company did not recognize any interest expense or penalties for the year ended December 31, 2011. Additionally, there were no interest or penalties accrued at December 31, 2011. The Company is no longer subject to examination for federal and state purposes for the tax years prior to 2008.

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 21: LEGAL CONTINGENCIES

Various legal actions arise from time to time in the normal course of our business. There were no significant asserted claims or assessments at December 31, 2011. Management was not aware of any unasserted claims or assessments that may be probable of assertion at December 31, 2011.

NOTE 22: OTHER RELATED PARTY TRANSACTIONS

Loans are made to the Company's executive officers and directors and their associates during the ordinary course of business. The aggregate amount of loans to such related parties totaled \$195.20 million, \$169.81 million, and \$138.16 million as of December 31, 2011, 2010, and 2009, respectively. During 2011, new advances on all commitments to such parties totaled \$45.17 million, adjustments and additions for new related parties totaled \$259,000, and repayments amounted to \$252.17 million. In addition at December 31, 2011, we had \$41.94 million in unfunded commitments to extend credit to such related parties.

The Company rents space for various financial centers from affiliated companies. Rent expense related to these leases was \$2.00 million, \$2.20 million, and \$1.44 million for the years ended December 31, 2011, 2010, and 2009, respectively.

In the ordinary course of business, the Company acquired certain goods and services from companies associated with its directors. Amounts paid to these companies during the years ended December 31, 2011, 2010, and 2009 approximated \$12.48 million, \$6.22 million, and \$3.43 million, respectively.

(continued on next page)

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 23: QUARTERLY FINANCIAL DATA (UNAUDITED)

Summarized unaudited quarterly financial data for the years ended December 31, 2011 and 2010, is as follows (in thousands, except per share data):

<u>2011</u>	<u>Fourth</u>	<u>Third</u>	<u>Second</u>	<u>First</u>
Interest income	\$ 42,325	\$ 43,027	\$ 43,376	\$ 43,745
Interest expense	8,048	8,941	9,613	9,649
Provision for loan losses	1,062	1,400	7,322	3,818
Noninterest income	15,970	16,823	15,493	15,766
Gain on securities available for sale	3	(3)	3,629	53
Noninterest expense	37,104	37,089	36,322	34,305
Income before income tax expense and Noncontrolling interest	12,084	12,417	9,241	11,792
Income tax expense	3,105	3,610	2,613	3,398
Net income	8,979	8,807	6,628	8,394
Noncontrolling interest	8	(282)	877	(90)
Net income	<u>\$ 8,987</u>	<u>\$ 8,525</u>	<u>\$ 7,505</u>	<u>\$ 8,304</u>
Net income per common share				
Basic	<u>\$ 0.24</u>	<u>\$ 0.17</u>	<u>\$ 0.18</u>	<u>\$ 0.21</u>
Diluted	<u>\$ 0.23</u>	<u>\$ 0.17</u>	<u>\$ 0.18</u>	<u>\$ 0.20</u>
Comprehensive income	<u>\$ 8,569</u>	<u>\$ 10,058</u>	<u>\$ 7,305</u>	<u>\$ 9,341</u>
Dividends	<u>\$ 0.08</u>	<u>\$ 0.08</u>	<u>\$ 0.08</u>	<u>\$ 0.08</u>
<u>2010</u>	<u>Fourth</u>	<u>Third</u>	<u>Second</u>	<u>First</u>
Interest income	\$ 43,863	\$ 41,857	\$ 41,892	\$ 41,583
Interest expense	10,435	11,241	12,165	12,719
Provision for loan losses	7,480	7,304	7,326	2,605
Noninterest income	13,399	15,691	15,891	15,108
Gain on securities available for sale	3	3,479	1,979	500
Noninterest expense	28,523	31,435	30,152	30,485
Income before income tax expense and Noncontrolling interest	10,827	11,047	10,119	11,382
Income tax expense	2,951	3,250	2,849	3,406
Net income	7,876	7,797	7,270	7,976
Noncontrolling interest	(41)	(263)	(391)	52
Net income	<u>\$ 7,835</u>	<u>\$ 7,534</u>	<u>\$ 6,879</u>	<u>\$ 8,028</u>
Net income per common share				
Basic	<u>\$ 0.19</u>	<u>\$ 0.18</u>	<u>\$ 0.16</u>	<u>\$ 0.21</u>
Diluted	<u>\$ 0.19</u>	<u>\$ 0.18</u>	<u>\$ 0.16</u>	<u>\$ 0.20</u>
Comprehensive income	<u>\$ 5,522</u>	<u>\$ 7,030</u>	<u>\$ 9,494</u>	<u>\$ 10,794</u>
Dividends	<u>\$ 0.08</u>	<u>\$ 0.08</u>	<u>\$ 0.08</u>	<u>\$ 0.08</u>

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 24: SEGMENT REPORTING

The Company has three reportable segments: Banking, Realty, and Insurance. The Banking segment provides loan and deposit services to retail and commercial customers throughout Hampton Roads and northeastern North Carolina and includes the operations of TowneBank Commercial Mortgage and Towne Investment Group. The Realty segment combines the operations of Prudential Towne Realty with TowneBank Mortgage, Virginia Home Title and Settlements, NewTowne Mortgage, LLC, and Corolla Classic Vacations, LLC, to provide residential real estate services, resort property management, originations of a variety of mortgage loans, and commercial and residential title insurance. Mortgage loans are originated and sold principally in the secondary market through purchase commitments from investors. The Insurance segment provides full-service commercial and retail insurance and employee benefit services through Towne Insurance and TFA Benefits.

All the segments are service-based. The Banking segment offers a distribution and referral network for the realty and insurance services, and the Realty and Insurance divisions offer a similar network for the Banking segment due largely to overlapping geographic markets. A major distinction is the source of income. The Realty and Insurance businesses are fee-based businesses, while the Banking segment is driven principally by net interest income.

Segment profit and loss is measured by net income after income tax. Inter-segment transactions are recorded at cost and eliminated as part of the consolidation process. Because of the interrelationships of the various segments, the information presented is not indicative of how the segments would perform if they operated as independent entities.

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Information about reportable segments and reconciliation of such information to the consolidated financial statements follows (dollars in thousands):

For the Year Ended December 31, 2011

	Bank	Realty	Insurance	Consolidated Totals
Net interest income	\$ 134,720	\$ 1,475	\$ 27	\$ 136,222
Provision for loan losses	13,602	-	-	13,602
Net interest income after provision for loan losses	121,118	1,475	27	122,620
Residential mortgage brokerage income, net	(157)	12,799	-	12,642
Real estate brokerage and property management income, net	-	11,496	-	11,496
Insurance commissions and other title fees and income, net	-	1,681	20,865	22,546
Other noninterest income	19,154	1,222	673	21,049
Noninterest expense	95,298	23,191	14,973	133,462
Depreciation and amortization	8,061	1,751	1,546	11,358
Income before income tax, corporate allocation, and noncontrolling interest	36,756	3,731	5,046	45,533
Corporate allocation	(468)	288	180	-
Income before income tax provision and noncontrolling interest	37,224	3,443	4,866	45,533
Income tax provision	9,267	1,626	1,833	12,726
Net income	27,957	1,817	3,033	32,807
Noncontrolling interest	-	824	(310)	514
Net income attributable to TowneBank	<u>\$ 27,957</u>	<u>\$ 2,641</u>	<u>\$ 2,723</u>	<u>\$ 33,321</u>
Net income as percentage of total	<u>83.90%</u>	<u>7.93%</u>	<u>8.17%</u>	<u>100.00%</u>
Assets	<u>\$ 3,856,997</u>	<u>\$ 159,641</u>	<u>\$ 65,132</u>	<u>\$ 4,081,770</u>
Efficiency ratio	67.24%	86.99%	76.60%	71.01%

For the Year Ended December 31, 2010

	Bank	Realty	Insurance	Consolidated Totals
Net interest income	\$ 120,485	\$ 2,129	\$ 21	\$ 122,635
Provision for loan losses	22,565	-	-	22,565
Net interest income after provision for loan losses	97,920	2,129	21	100,070
Residential mortgage brokerage income, net	(295)	13,293	-	12,998
Real estate brokerage and property management income, net	-	11,155	-	11,155
Insurance commissions and other title fees and income, net	-	1,913	17,588	19,501
Other noninterest income	19,410	1,711	1,275	22,396
Noninterest expense	78,490	22,541	12,522	113,553
Depreciation and amortization	5,894	1,970	1,328	9,192
Income before income tax, corporate allocation, and noncontrolling interest	32,651	5,690	5,034	43,375
Corporate allocation	(483)	309	174	-
Income before income tax provision and noncontrolling interest	33,134	5,381	4,860	43,375
Income tax provision	8,797	1,768	1,891	12,456
Net income	24,337	3,613	2,969	30,919
Noncontrolling interest	-	(480)	(163)	(643)
Net income attributable to TowneBank	<u>\$ 24,337</u>	<u>\$ 3,133</u>	<u>\$ 2,806</u>	<u>\$ 30,276</u>
Net income as percentage of total	<u>80.38%</u>	<u>10.35%</u>	<u>9.27%</u>	<u>100.00%</u>
Assets	<u>\$ 3,697,894</u>	<u>\$ 115,704</u>	<u>\$ 57,420</u>	<u>\$ 3,871,018</u>
Efficiency ratio	60.45%	81.16%	73.34%	65.05%

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

For the Year Ended December 31, 2009

	<u>Bank</u>	<u>Realty</u>	<u>Insurance</u>	<u>Consolidated Totals</u>
Net interest income	\$ 99,216	\$ 1,120	\$ 7	\$ 100,343
Provision for loan losses	12,778	113	-	12,891
Net interest income after provision for loan losses	86,438	1,007	7	87,452
Residential mortgage brokerage income, net	(311)	12,221	-	11,910
Real estate brokerage and property	-	11,725	-	11,725
Insurance commissions and other title fees and income, net	-	2,401	10,862	13,263
Other noninterest income	23,701	1,499	640	25,840
Noninterest expense	71,597	23,080	8,491	103,168
Depreciation and amortization	5,753	2,453	417	8,623
Income before income tax, corporate allocation, and noncontrolling interest	32,478	3,320	2,601	38,399
Corporate allocation	(1,226)	805	421	-
Income before income tax provision and noncontrolling interest	33,704	2,515	2,180	38,399
Income tax provision	9,942	807	898	11,647
Net income	23,762	1,708	1,282	26,752
Noncontrolling interest	-	9	(2)	7
Net income attributable to TowneBank	<u>\$ 23,762</u>	<u>\$ 1,717</u>	<u>\$ 1,280</u>	<u>\$ 26,759</u>
Net income as percentage of total	<u>88.80%</u>	<u>6.42%</u>	<u>4.78%</u>	<u>100.00%</u>
Assets	<u>\$ 3,425,498</u>	<u>\$ 129,963</u>	<u>\$ 50,990</u>	<u>\$ 3,606,451</u>
Efficiency ratio	63.09%	88.15%	77.40%	68.55%

The following table provides the change in net income and total assets for each segment, comparing December 31, 2011 and 2010 (dollars in thousands):

	<u>Banking</u>	<u>Realty</u>	<u>Insurance</u>	<u>Consolidated</u>
Net Income (\$)	\$ 3,620	\$ (492)	\$ (83)	\$ 3,045
Net Income (%)	14.87%	(15.70%)	(2.96%)	10.06%
Total Assets (\$)	\$ 159,103	\$ 43,937	\$ 7,712	\$ 210,752
Total Assets (%)	4.30%	37.97%	13.43%	5.44%

TOWNEBANK
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 25: EARNINGS PER SHARE

The following chart summarizes information related to the computation of basic and diluted earnings per share (dollars in thousands, except per share data):

Year Ended December 31,	<u>2011</u>	<u>2010</u>	<u>2009</u>
Basic			
Net income, as reported	\$ 33,321	\$ 30,276	\$ 26,759
Preferred stock dividends and accretion of discount (1)	(10,434)	(9,355)	(10,044)
Net income available to common shareholders	\$ 22,887	\$ 20,921	\$ 16,715
Average common shares outstanding	28,905,993	28,376,422	25,126,604
Basic earnings per common share	<u>\$ 0.79</u>	<u>\$ 0.74</u>	<u>\$ 0.67</u>
Diluted			
Net income available to common shareholders	\$ 22,887	\$ 20,921	\$ 16,715
Interest applicable to subordinated debt, net of tax (2)	714	720	815
Net income available to common shareholders, for diluted EPS	23,601	21,641	17,530
Average common shares outstanding	28,905,993	28,376,422	25,126,604
Effect of dilutive securities:			
Stock compensation plans, net of tax benefit (3)	61,685	75,296	134,362
Convertible subordinated debentures (4)	1,026,928	1,034,551	1,452,899
Average diluted shares outstanding	29,994,606	29,486,269	26,713,865
Diluted earnings per common share	<u>\$ 0.79</u>	<u>\$ 0.73</u>	<u>\$ 0.66</u>

(1) In connection with the repurchase of the Series B Preferred Shares from the U.S. Treasury, the remaining accretion of the discount rate was accelerated and treated as a dividend in the third quarter of 2011.

(2) Annualized interest on 8% convertible subordinated capital debentures (net of tax) is added to net income, since this interest would not be paid if the debentures were converted to common stock.

(3) Stock options and restricted stock shares totaling 21,052; 5,591; and 10,518 were excluded from the computation of diluted earnings per share during 2011, 2010 and 2009, respectively, because their inclusion would be antidilutive.

(4) Shares are assumed to have been converted since the beginning of the period.

The Series A Preferred Stock entitles the holders to convert their shares into 3,158,079 shares of common stock. These shares were not included in the computation of diluted earnings per share as the effect was anti-dilutive for all periods presented.

In conjunction with the Company's issuance of the Series B Preferred Stock to the U.S. Treasury, the Company issued a ten-year warrant to purchase 538,184 common shares at an exercise price of \$21.31 per share. These shares were not included in the computation of diluted earnings per share as the effect was anti-dilutive for all periods presented.

NOTE 26: SUBSEQUENT EVENT

On March 5, 2012, TowneBank announced the mandatory conversion of its outstanding Series III notes, which totaled \$13.60 million as of that date. At the close of business on March 19, 2012, all outstanding Series III notes will be converted into shares of TowneBank common stock at the current conversion price of \$13.38 per share (equal to a conversion rate of 149.48 shares per \$2,000 principal amount of notes).

TOWNEBANK SHAREHOLDER INFORMATION

ANNUAL MEETING

TowneBank's Annual Meeting of Stockholders will be held at 11:30 a.m. on Wednesday, May 23, 2012, at the Virginia Beach Convention Center, 1000 19th Street, Virginia Beach, Virginia 23451.

COMMON STOCK

The Company's Common Stock is listed on the NASDAQ Global Select Market under the symbol TOWN. The following are the quarterly high and low closing sale prices of the Company's common stock for the periods indicated.

Quarter	2011		2010	
	High	Low	High	Low
First	\$ 16.92	\$ 13.78	\$ 14.95	\$ 10.54
Second	15.73	12.46	17.16	13.44
Third	14.32	10.52	16.45	13.48
Fourth	13.47	10.82	16.44	14.39

INVESTOR RELATIONS

Our Annual Report, Form 10-K, and other corporate publications are available to shareholders on request, without charge, by writing:

Mr. Clyde E. McFarland, Jr.
Senior Executive Vice President and Chief Financial Officer
TowneBank
6001 Harbour View Boulevard
Suffolk, VA 23435
757-638-6801
e-mail: Clyde.McFarland@townebank.net

These reports are also available on our website at http://www.townebank.com/investor_relations.

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**TOWNEBANK
SHAREHOLDER INFORMATION**

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This document has not been reviewed for accuracy or relevance by the Federal Deposit Insurance Corporation.