

TRUST COMPANY CONSOLIDATED REPORT OF INCOME

as of March 31, 2017

(in Thousands)

Operating income:

| | | |
|--|---------------|------------|
| Income from fiduciary activities | 61,323 | A1a |
| Interest on federal funds sold | 0 | A1b |
| Interest on U.S. Treasury securities | 60 | A1c |
| Interest on obligations of other U.S. government agencies and corporations | 39 | A1d |
| Interest on obligations of states and political subdivisions of the U.S | 73 | A1e |
| Interest on other securities | 5 | A1f |
| Interest and fees on loans | 33 | A1g |
| Other income | 456 | A1h |
| TOTAL OPERATING INCOME | 61,989 | A1i |

Operating Expenses

| | | |
|--------------------------------------|---------------|------------|
| Salaries and employee benefits | 14,101 | A2a |
| Interest on borrowed money | 2 | A2b |
| Interest on capital notes | 0 | A2c |
| Occupancy expense of premises, gross | 947 | A2d1 |
| Less rental income | 0 | A2d2 |
| Occupancy expense of premises, net | 947 | A2d3 |
| Furniture and equipment expense | 565 | A2e |
| Provision for possible loan losses | 0 | A2f |
| Other operating expenses | 40,304 | A2g |
| TOTAL OPERATING EXPENSES | 55,919 | A2h |

| | | |
|---|--------------|----------|
| Income before income taxes and securities gains or losses | 6,070 | 3 |
| Applicable income taxes | 2,372 | 4 |
| Income before securities gains or losses | 3,698 | 5 |
| Securities gains (losses), gross | 0 | 6a |
| Applicable income taxes | 0 | 6b |
| Securities gains (losses), net | 0 | 6c |
| Net income before extraordinary items | 3,698 | 7 |
| Extraordinary items, Net of tax effect | 0 | 8 |
| NET INCOME | 3,698 | 9 |