

# TRUST COMPANY CONSOLIDATED REPORT OF INCOME

as of December 31, 2017

(in Thousands)

## Operating income:

Income from fiduciary activities	255,712	A1a
Interest on federal funds sold	0	A1b
Interest on U.S. Treasury securities	344	A1c
Interest on obligations of other U.S. government agencies and corporations	163	A1d
Interest on obligations of states and political subdivisions of the U.S	294	A1e
Interest on other securities	163	A1f
Interest and fees on loans	129	A1g
Other income	976	A1h
<b>TOTAL OPERATING INCOME</b>	<b>257,781</b>	<b>A1i</b>

## Operating Expenses

Salaries and employee benefits	58,753	A2a
Interest on borrowed money	21	A2b
Interest on capital notes	0	A2c
Occupancy expense of premises, gross	4,132	A2d1
Less rental income	0	A2d2
Occupancy expense of premises, net	4,132	A2d3
Furniture and equipment expense	2,487	A2e
Provision for possible loan losses	0	A2f
Other operating expenses	164,738	A2g
<b>TOTAL OPERATING EXPENSES</b>	<b>230,131</b>	<b>A2h</b>

Income before income taxes and securities gains or losses	27,650	3
Applicable income taxes	11,684	4
Income before securities gains or losses	15,966	5
Securities gains (losses), gross	(1)	6a
Applicable income taxes	0	6b
Securities gains (losses), net	(1)	6c
Net income before extraordinary items	15,965	7
Extraordinary items, Net of tax effect	0	8
<b>NET INCOME</b>	<b>15,965</b>	<b>9</b>