

TRUST COMPANY CONSOLIDATED REPORT OF INCOME

As of December 31, 2018

(in thousands)

Operating income:

Income from fiduciary activities	254,325 A1a
Interest on federal funds sold	0 A1b
Interest on U.S. Treasury securities	928 A1c
Interest on obligations of other U.S. government agencies and corporations	161 A1d
Interest on obligations of states and political subdivisions of the U.S	298 A1e
Interest on other securities	574 A1f
Interest and fees on loans	53 A1g
Other income	897 A1h
TOTAL OPERATING INCOME	257,236 A1i

Operating Expenses

Salaries and employee benefits	57,907 A2a
Interest on borrowed money	26 A2b
Interest on capital notes	0 A2c
Occupancy expense of premises, gross	5,135 A2d1
Less rental income	10 A2d2
Occupancy expense of premises, net	5,125 A2d3
Furniture and equipment expense	3,009 A2e
Provision for possible loan losses	0 A2f
Other operating expenses	162,954 A2g
TOTAL OPERATING EXPENSES	229,021 A2h

Income before income taxes and securities gains or losses 28,215 3

Applicable income taxes 8,418 4

Income before securities gains or losses 19,797 5

Securities gains (losses), gross 0 6a

Applicable income taxes 0 6b

Securities gains (losses), net 0 6c

Net income before extraordinary items 19,797 7

Extraordinary items, Net of tax effect 17 8

NET INCOME **19,814 9**