

TRUST COMPANY CONSOLIDATED REPORT OF INCOME

As of March 31, 2019

(in thousands)

Operating income:

| | |
|----------------------------------------------------------------------------|-------------------|
| Income from fiduciary activities | 66,079 A1a |
| Interest on federal funds sold | 0 A1b |
| Interest on U.S. Treasury securities | 349 A1c |
| Interest on obligations of other U.S. government agencies and corporations | 42 A1d |
| Interest on obligations of states and political subdivisions of the U.S | 72 A1e |
| Interest on other securities | 225 A1f |
| Interest and fees on loans | 13 A1g |
| Other income | 255 A1h |
| TOTAL OPERATING INCOME | 67,035 A1i |

Operating Expenses

| | |
|--------------------------------------|-------------------|
| Salaries and employee benefits | 14,388 A2a |
| Interest on borrowed money | 4 A2b |
| Interest on capital notes | 0 A2c |
| Occupancy expense of premises, gross | 1,901 A2d1 |
| Less rental income | 2 A2d2 |
| Occupancy expense of premises, net | 1,899 A2d3 |
| Furniture and equipment expense | 517 A2e |
| Provision for possible loan losses | 0 A2f |
| Other operating expenses | 42,085 A2g |
| TOTAL OPERATING EXPENSES | 58,893 A2h |

Income before income taxes and securities gains or losses 8,142 3

Applicable income taxes 2,341 4

Income before securities gains or losses 5,801 5

Securities gains (losses), gross 0 6a

Applicable income taxes 0 6b

Securities gains (losses), net 0 6c

Net income before extraordinary items 5,801 7

Extraordinary items, Net of tax effect 9 8

NET INCOME **5,810 9**