

**Hancock Investment Services, Inc. and Subsidiaries**  
(A wholly owned subsidiary of Whitney Bank)  
**Consolidated Statement of Income and Comprehensive Income**  
**Year Ended December 31, 2015**

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<b>Revenues</b>	
Income from sales of annuity contracts	\$ 10,575,952
Fee income	7,340,194
Commission income	3,675,749
Interest, dividends, gain on investments, and other income	371,326
Total revenues	<u>21,963,221</u>
<b>Expenses</b>	
Employee compensation and benefits	12,354,283
Data processing	1,046,097
Brokerage, clearing, and license fees	808,271
Occupancy and equipment	317,603
Other expenses	3,071,507
Total expenses	<u>17,597,761</u>
Income before income taxes	4,365,460
Income taxes	1,591,942
Net income	<u>\$ 2,773,518</u>
Other comprehensive income	-
Comprehensive income	<u>\$ 2,773,518</u>

The accompanying notes are an integral part of these consolidated financial statements.