

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

Revenues	
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	<u>371,326</u>
Total revenues	<u>21,963,221</u>
Expenses	
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	<u>3,071,507</u>
Total expenses	<u>17,597,761</u>
Income before income taxes	4,365,460
Income taxes	<u>1,591,942</u>
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.