

Woodbury Financial Services, Inc.
 (An indirect wholly-owned subsidiary of American International Group, Inc.)
Statement of Operations
Year ended December 31, 2015

(in thousands of dollars)

| | |
|------------------------------------|-----------------|
| Commissions | |
| Commissions revenue | \$ 192,051 |
| Commissions expense | (176,674) |
| Net retained commissions | <u>15,377</u> |
| Other revenues | |
| Investment advisory fee revenues | 48,285 |
| Sponsor revenue | 18,772 |
| Investment gains and losses | 63 |
| Interest income | 24 |
| Other income | 8,998 |
| Total other revenue | <u>76,142</u> |
| Other expenses | |
| Investment advisory fee expense | (38,557) |
| Clearance and other expense | (3,905) |
| General and administrative expense | (46,720) |
| Total other expenses | <u>(89,182)</u> |
| Income before income taxes | 2,337 |
| Income tax expense | (812) |
| Net income | <u>\$ 1,525</u> |

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