

FTB ADVISORS, INC.
(A Wholly Owned Subsidiary of First Tennessee Bank National Association)
Statement of Income
Year ended December 31, 2015

Revenues:

Brokerage commissions	\$ 16,235,635
Management advisory fees	17,661,967
Mutual fund commissions	1,393,299
Mutual fund distribution fees	2,874,416
Principal transactions	2,231,417
Annuity trail fees	5,585,396
Other income	4,094,606
Interest income	16,700
Total revenues	<u>50,093,437</u>

Expenses:

Compensation and benefits	29,659,601
Clearing expenses	4,891,515
Telephone and postage	593,277
Professional fees	1,005,326
Operations services	981,830
Travel and entertainment	390,301
Depreciation and amortization	224,794
Occupancy	697,884
Other losses	520,591
Other operating expenses	1,394,179
Total expenses	<u>40,359,299</u>

Income before income taxes

9,734,138

Income tax expense

3,764,217

Net income

\$ 5,969,921

Rounded

See accompanying notes to financial statements.

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