

**Elements Financial**  
**Consolidated Income Statements Prior Year Comparison**  
**For the Month Ending March 31, 2016**

|  | MONTH TO DATE |              |              |         | YEAR TO DATE |              |              |           |
|--|---------------|--------------|--------------|---------|--------------|--------------|--------------|-----------|
|  | 03/31/2015    | 03/31/2016   | \$ Var       | % Var   | 03/31/2015   | 03/31/2016   | \$ Var       | % Var     |
| Net Loan Interest Income                 | \$ 2,921,922  | \$ 3,438,718 | \$ 516,796   | 17.7    | \$ 8,579,923 | \$ 9,969,163 | \$ 1,389,240 | 16.2      |
| Investment Income                        | 234,802       | 236,899      | 2,097        | 0.9     | 607,776      | 573,778      | (33,998)     | (5.6)     |
| Total Interest Income                    | 3,156,724     | 3,675,616    | 518,892      | 16.4    | 9,187,699    | 10,542,941   | 1,355,242    | 14.8      |
| Interest on Share Accounts               | 527,488       | 644,212      | 116,725      | 22.1    | 1,414,908    | 1,736,845    | 321,937      | 22.8      |
| Interest on Borrowings                   | 75,003        | 134,678      | 59,675       | 79.6    | 218,300      | 395,344      | 177,044      | 81.1      |
| Total Interest Expense                   | 602,490       | 778,890      | 176,400      | 29.3    | 1,633,208    | 2,132,189    | 498,982      | 30.6      |
| Provision for Loan & Lease Loss          | (1,149,802)   | (547,282)    | 602,521      | (52.4)  | (992,502)    | (127,418)    | 865,085      | (87.2)    |
| Provision for ODP Loss                   | 3,061         | 3,329        | 268          | 8.8     | 815          | 14,057       | 13,242       | 1,624.5   |
| Net Interest Income                      | 3,700,975     | 3,440,679    | (260,296)    | (7.0)   | 8,546,179    | 8,524,113    | (22,066)     | (0.3)     |
| Non-Interest Income                      |               |              |              |         |              |              |              |           |
| Fees                                     | 214,467       | 215,544      | 1,078        | 0.5     | 673,520      | 728,336      | 54,816       | 8.1       |
| Other Operating Income                   | 860,338       | 1,163,444    | 303,106      | 35.2    | 2,227,128    | 2,604,082    | 376,954      | 16.9      |
| Total Non-Interest Income                | 1,074,804     | 1,378,988    | 304,184      | 28.3    | 2,900,648    | 3,332,418    | 431,770      | 14.9      |
| Non-Interest Expense                     |               |              |              |         |              |              |              |           |
| Salaries & Benefits                      | 1,275,289     | 1,355,810    | 80,521       | 6.3     | 4,157,980    | 4,324,579    | 166,599      | 4.0       |
| Travel & Training                        | 15,341        | 40,090       | 24,749       | 161.3   | 70,369       | 119,751      | 49,382       | 70.2      |
| Client Engagement Expense                | 703           | 879          | 177          | 25.2    | 1,160        | 3,916        | 2,757        | 237.7     |
| Loan Product Servicing                   | 305,708       | 370,691      | 64,983       | 21.3    | 840,103      | 972,980      | 132,877      | 15.8      |
| Member Account Servicing                 | 305,287       | 345,957      | 40,670       | 13.3    | 922,562      | 1,085,257    | 162,696      | 17.6      |
| Office Operations                        | 301,906       | 405,729      | 103,823      | 34.4    | 940,964      | 1,140,750    | 199,786      | 21.2      |
| Office Occupancy                         | 50,335        | 53,133       | 2,799        | 5.6     | 152,001      | 157,988      | 5,986        | 3.9       |
| Audit, Legal, and Professional           | 92,820        | 217,178      | 124,358      | 134.0   | 281,272      | 441,451      | 160,179      | 56.9      |
| Operating Fee (Supervisory & Exam)       | 16,500        | 16,042       | (458)        | (2.8)   | 49,500       | 52,731       | 3,231        | 6.5       |
| Education and Promotion                  | 98,685        | 129,318      | 30,633       | 31.0    | 359,977      | 298,995      | (60,981)     | (16.9)    |
| Business Development                     | 11,398        | 7,066        | (4,332)      | (38.0)  | 47,151       | 16,604       | (30,548)     | (64.8)    |
| Miscellaneous Expenses                   | 1,216,257     | 832,955      | (383,302)    | (31.5)  | 1,225,343    | 851,720      | (373,623)    | (30.5)    |
| Total Non-Interest Expense               | 3,690,228     | 3,774,848    | 84,620       | 2.3     | 9,048,381    | 9,466,722    | 418,340      | 4.6       |
| Gain /(Loss) on Sale Of Investments      | -             | -            | -            | -       | 13,529       | -            | (13,529)     | (100.0)   |
| Gain /(Loss) on 457 Plan Assets          | (3,158)       | 9,445        | 12,604       | (399.1) | 9,451        | 1,451        | (8,000)      | (84.6)    |
| Realized Gain / (Loss) on AFS Securities | (24,163)      | 1,762        | 25,925       | (107.3) | (34,052)     | 5,310        | 39,361       | (115.6)   |
| Gain / (Loss) on Sale of Assets          | (5,484)       | -            | 5,484        | (100.0) | (5,484)      | -            | 5,484        | (100.0)   |
| Other Non-Operating Gain / (Loss)        | (7,232)       | (216,739)    | (209,507)    | 2,896.9 | 42,737       | (722,796)    | (765,533)    | (1,791.3) |
| Net Income                               | \$ 1,045,514  | \$ 839,288   | \$ (206,226) | (19.7)  | \$ 2,424,626 | \$ 1,673,774 | \$ (750,852) | (31.0)    |