

3 YEAR RESULTS

CLIENT RESULTS

10

OFFICE

\$492

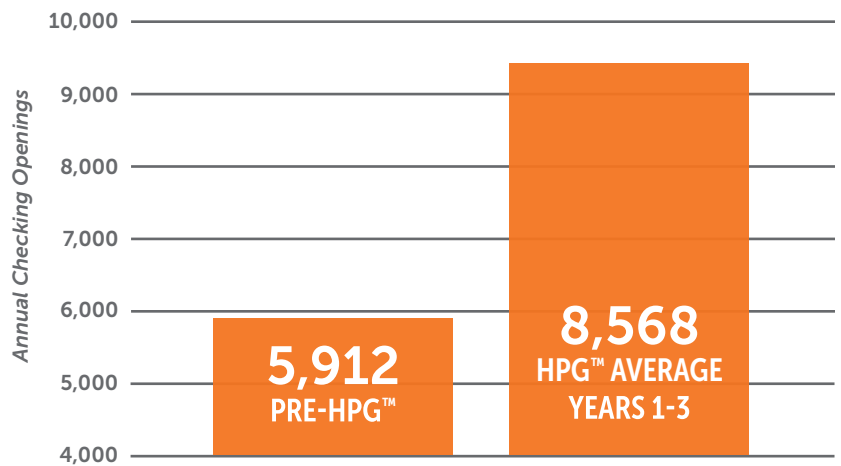
MILLION

HIGH PERFORMANCE GROWTH (HPG™) STRATEGY RESULTS

ADDITIONAL NEW CHECKING ACCOUNTS

7,969 ADDITIONAL NEW CHECKING ACCOUNTS
265 per office, per year

45% AVERAGE INCREASE
in new PFI Member Households acquired in Years 1-3



NEW PFI CHECKING HOUSEHOLDS

6,518 NEW PFI CHECKING HOUSEHOLDS

651 AVERAGE INCREASE
in new PFI Checking Households per office in Years 1-3

