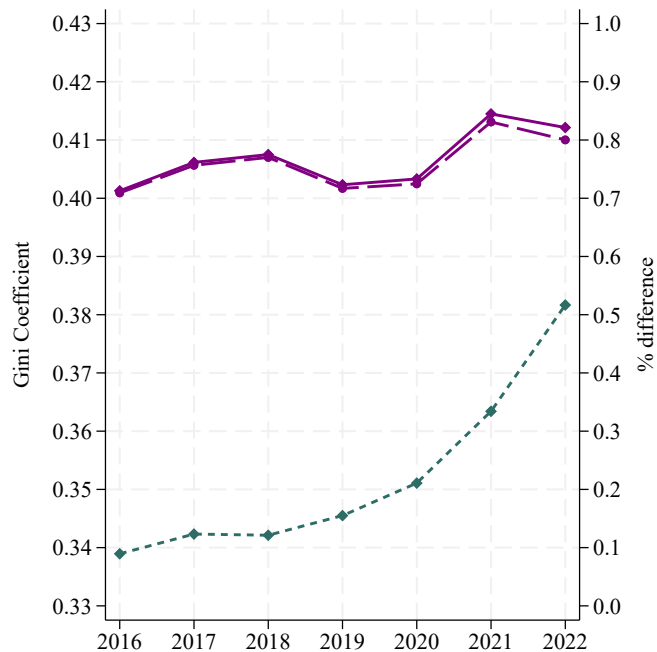
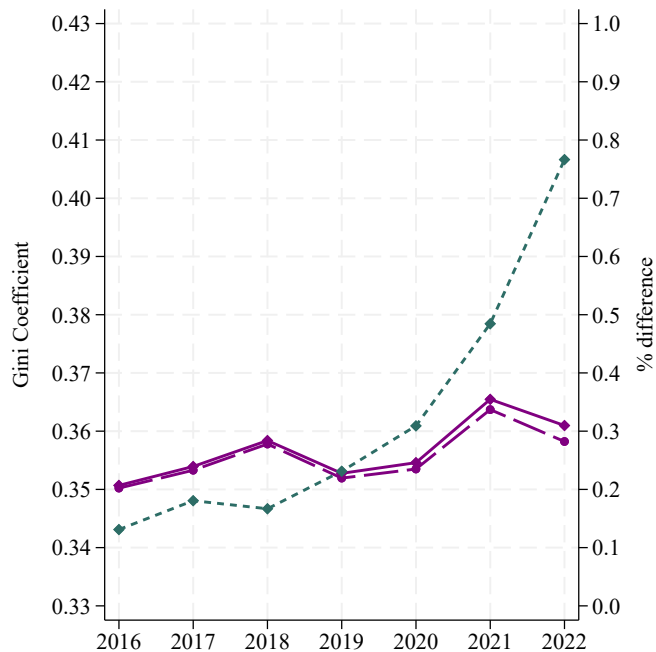


(a) Pre-tax earnings



(b) Post-tax earnings



—◆— Excluding beneficiaries    - - -◆- - Including beneficiaries    - - -◆- - % Difference