



2017
Annual Report
Trustmark Corporation



VISION

Our vision is to be a premier financial services company in our marketplace.

MISSION

Our mission is to achieve outstanding customer satisfaction by providing banking, wealth management and insurance solutions through superior sales and service, utilizing excellent people, teamwork and diversity, while meeting our corporate financial goals.

VALUES

Integrity • Service • Accountability • Relationships • Solutions

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TO OUR SHAREHOLDERS

Trustmark continued to achieve solid financial performance in 2017 as a result of the strength and vitality of our diverse banking and financial services franchise. We continued to build upon and expand customer relationships, reflecting our desire to be a true financial partner for our customers. From a banking perspective, total assets expanded to \$13.8 billion, driven primarily by our fourth consecutive year of robust organic loan growth. We also maintained cost-effective core deposit growth. Credit quality, a defining characteristic of the Trustmark franchise, remained solid as net charge-offs continued at historically low levels. In addition to our traditional banking business, our mortgage banking, insurance and wealth management businesses all made progress toward their strategic initiatives and played significant roles in our financial results. Collectively, the success of our diverse banking and financial services businesses is reflected in record total revenue of \$592.2 million in 2017, an increase of \$30.7 million, or 5.5%, from the prior year. Our focus on providing financial and risk management solutions to meet customers' needs with integrity and accountability has garnered numerous customer satisfaction awards, including being recognized as the 2017 Best Bank in the South Region by Kiplinger.

Technology and evolving customer preferences are reshaping the industry, and Trustmark is responding accordingly. While much has changed, the need for trustworthy financial solutions remains. The financial services business remains a people business. Our associates, instilled with Trustmark's enduring core values and equipped with appropriate technology, are providing customers with trusted financial advice and exceptional service every day. We would like to take this opportunity to reflect upon our accomplishments in 2017, share our direction for the future and highlight a few of the ways Trustmark is positioned for continued success in the years to come.

FINANCIAL HIGHLIGHTS

Trustmark's net income in 2017 totaled \$105.6 million, which represented diluted earnings per share of \$1.56. Excluding non-routine items, net income was \$130.6 million, or \$1.92 per diluted share, an increase of 12.9% from comparable levels in 2016. This performance, excluding non-routine items, produced a return on average tangible equity of 11.53% and a return on average assets of 0.95%.

Trustmark paid quarterly cash dividends to shareholders of \$0.23 per share, or \$0.92 annually, in 2017. During the year, over half of Trustmark's net income was returned to shareholders through dividends, which have grown – and never decreased – throughout Trustmark's 128-year history. This consistent, reliable source of shareholder income reflects the steady earnings and profitability of our diversified financial services businesses.

Loans held for investment totaled \$8.6 billion at year-end 2017, up \$718.8 million, or 9.2%, from the prior year. Growth was diversified by loan type as well as by geographic market, both categories of which reflect the value of our commercial relationship managers, lending product suite and five-state franchise. Collectively, held for investment and acquired loans totaled \$8.8 billion at December 31, 2017, an increase of 8.7% from the prior year.

Our diversified, low-cost core deposit base remains a source of strength of the Trustmark franchise. At year-end 2017, deposits totaled \$10.6 billion, an increase of \$521.5 million, or 5.2%, from the prior year. Nearly 59% of deposits are in checking accounts, including over 29% in noninterest-bearing accounts. We know our customers have many financial institutions from which to choose and are pleased that they have chosen Trustmark as their trusted financial partner. Experience and attention to customer relationships have afforded Trustmark



a position of leadership in the majority of the communities we serve. We are privileged to have a #1 deposit share ranking in not only the Jackson metropolitan area, but also the state of Mississippi and, across the franchise, a top-four deposit share ranking in 69% of counties served.

CREDIT QUALITY

Disciplined underwriting, pricing and credit management continue to be defining hallmarks of Trustmark. Nonperforming assets, driven by a 30.3% decline in other real estate, improved in 2017. Net charge-offs to average loans remained at a historically low level of 11 basis points during the year. At December 31, 2017, allocation of Trustmark's \$76.7 million allowance for loan losses represented 320% of nonperforming loans, excluding impaired loans. The foregoing credit metrics exclude acquired loans.

RISK MANAGEMENT AND CAPITAL STRENGTH

Trustmark is committed to a comprehensive, enterprise-wide risk management approach to not only ensure regulatory compliance, but to also manage the Corporation and its businesses more effectively. In achieving our plans for continued growth, risk management is integral to both the strategic planning process as well as the process for new product and service introductions. Our Board remains actively engaged in reviewing risk management and ensuring that liquidity, funding and capital levels are reflective of a strong financial institution.

At December 31, 2017, total shareholders' equity was \$1.6 billion, while tangible common equity totaled \$1.2 billion, which represented 8.77% of tangible assets. Trustmark's regulatory capital ratios continue to significantly exceed levels to be classified as well capitalized. We continue to

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review opportunities to deploy capital in a manner that enhances long-term shareholder value, including investments that support organic or acquisitive growth, delivering consistent dividends and utilizing share repurchase programs as appropriate.

REVENUE GENERATION

Trustmark derives revenue through net interest income generated by our banking business as well as through noninterest income provided by our banking, insurance, wealth management and mortgage banking businesses. Our total revenue reached a record level of \$592.2 million in 2017, an increase of \$30.7 million, or 5.5%, from the prior year. Excluding acquired loans, revenue totaled \$567.7 million, up \$36.4 million, or 6.9%. Net interest income (FTE), excluding acquired loans, totaled \$402.9 million in 2017, an increase of \$27.1 million, or 7.2%, from the prior year and resulted in a net interest margin, excluding acquired loans, of 3.36%. Our diverse fee-income businesses continued to achieve solid results and contributed significantly to our financial success; noninterest income represented approximately 33% of total revenue, excluding acquired loans, in 2017. Profitable revenue generation has been, and will continue to be a central focus of Trustmark.

Fisher Brown Bottrell Insurance, Inc., our insurance agency subsidiary, had another record year in 2017 as revenue increased 3.8% to \$38.2 million. This performance reflects our continuing focus on business development as well as expansion to new markets, including Birmingham, Alabama, and Nashville, Tennessee. Fisher Brown Bottrell, which provides a full range of commercial and personal risk management products, was recognized as a 2017 Best Practices Agency by Independent Insurance Agents and Brokers of America.

Our Wealth Management business—which provides comprehensive and integrated

services to accumulate, preserve and transfer wealth—produced revenue of \$30.3 million in 2017. Wealth management assets totaled \$12.4 billion, up 4.4% from the prior year. Reflecting the significance and growth potential of this business, Trustmark will be transitioning to a state-of-the-art wealth management operating platform that will significantly enhance our product and service capabilities. Additionally, we will be introducing meaningful improvements to our retirement plan services program designed to provide customers with expanded product offerings.

Trustmark's Mortgage Banking business posted another year of solid results, due in part to additional retail mortgage originators as well as expansion to new markets. In 2017, revenue expanded \$1.7 million, or 6.0%, to total \$29.9 million, while loan production totaled \$1.4 billion. During the year, we introduced enhanced technology applications and workflow redesign to promote additional growth and profitability.



EXPENSE MANAGEMENT

Trustmark is committed to continuous improvement and has a proven process for investing in our businesses to promote growth and efficiency. As we have stated on numerous occasions, expense management at Trustmark is not a one-time program, but is rather a long-standing culture to ensure value is maximized from each dollar spent. In 2016, a voluntary early retirement program was implemented to provide organizational efficiencies resulting from investments in technology and realignment of work processes. In 2017, the Corporation's defined benefit pension plan was terminated. Each of these actions was initiated to reduce expenses and improve efficiency.

In 2017, noninterest expense totaled \$430.2 million. Excluding the non-routine charges related to the termination of the pension plan and merger-related charges, operating noninterest expense totaled \$409.3 million in 2017, up 3.3% compared to comparable levels in 2016. Trustmark is committed to



investments that promote profitable revenue growth as well as reengineering and efficiency opportunities that enhance long-term shareholder value.

INVESTING FOR THE FUTURE

Trustmark is committed to meeting the needs of its customers and their evolving banking preferences. We embrace the opportunity to utilize new technologies to meet customer needs, expand product offerings and refine delivery channels that enhance the customer experience while reducing servicing costs. Several years ago we upgraded our ATM fleet to enhance same-day deposit credit capabilities and strengthen our competitive advantage. Customers embraced the technology, and deposits made via ATMs increased significantly. Since the release of *myTrustmark*[®], our consumer digital banking service, adoption of online banking has notably increased with approximately two-thirds of customers accessing *myTrustmark*[®] via mobile devices. Through Trustmark's mobile banking platform, customers are able to monitor accounts, pay bills, transfer funds, deposit checks and track spending habits across multiple accounts, including those of other financial institutions. In 2017, we introduced *myTrustmark*[®] Business, a robust digital banking service for commercial customers. We remain excited about the opportunities this platform, in addition to others, may present for our franchise.

Trustmark recently renovated an office in Memphis, Tennessee, that now includes Starbucks[®] in an effort to increase foot traffic and create additional opportunities to introduce Trustmark products and services to prospective customers. Trustmark also initiated a pilot program introducing *myTeller*SM, an interactive video teller service provided through a centralized teller center that delivers most functions provided by traditional tellers, at this Memphis location as well as the University of Mississippi Medical Center in Jackson, Mississippi, and other select locations. The potential applications for this technology include deployment beyond the traditional branch network and expanded service hours, further enhancing customer convenience and improving operational efficiency.



We continued to realign our branch network to reflect our customers' evolving preferences for online and mobile account access. Still, customers value face-to-face interaction in our branches and the personal aspect of the banking relationship. As consumer preferences evolve, we will strive to provide a consistent Trustmark experience, regardless of the delivery channel. During 2017, Trustmark consolidated three branch offices and reallocated a portion of those resources to opening a new banking center. Over the last 5 years, Trustmark has consolidated 38 branch offices with limited growth potential and established 10 banking centers in attractive growth markets.

In addition to expanding product lines and refining delivery channels, Trustmark completed its previously announced merger with Reliance Bank, headquartered in Athens, Alabama, in the second quarter of 2017. With assets of approximately \$200 million, Reliance Bank has seven offices serving the Huntsville MSA, one the most attractive growth markets in the Southeast.

LEADERSHIP

We are extremely appreciative of the leadership, counsel and guidance provided by Trustmark's Board of Directors. Our directors are engaged in the governance of the organization, embrace the Corporation's strategic direction and support our efforts to realize the full potential of the franchise. During the year, Daniel A. Grafton retired from the Trustmark Board after eleven years of dedicated service, including six as our Chairman. We have greatly appreciated Dan's contributions to Trustmark and will miss his advice and counsel.

We were pleased to welcome to the Trustmark Corporation Board four new directors in 2017: William A. Brown, President and Chief Executive Officer of Brown Bottling Group; James N. Compton, President and Chief Executive Officer of

Cooperative Energy; Dr. J. Clay Hays, Jr., President of Jackson Heart Clinic, PA; and Harry M. Walker, former President, Trustmark National Bank. Having previously served on the Board of Trustmark National Bank, these individuals have a solid understanding of the financial services industry and, with their diverse experiences and backgrounds, are well-positioned to provide valuable guidance to the Corporation.

COMMUNITY INVOLVEMENT

Our commitment to the communities we serve is unwavering. During 2017, Trustmark's charitable giving exceeded \$3.0 million, providing support for programs and services benefitting youth, education, the arts, health and social services and community-based organizations. In addition, our associates provided more than 11,000 hours of volunteer time through participation in more than 750 community events designed to improve the quality of life for our friends and neighbors.

Trustmark provided low-to-moderate income borrowers approximately \$120 million

in home mortgages and more than \$75 million in community development loans. Our collaborative work with community service providers, developers, realtors, housing advocates and others resulted in over \$27 million in investments that provide affordable housing, employment and community services for those with low-to-moderate incomes, which is a reflection of our commitment to strengthen the communities we serve.

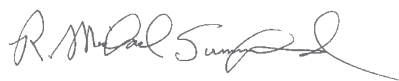
STRATEGIC FOCUS

Trustmark is well positioned to pursue opportunities for growth, navigate the changing competitive landscape and, most importantly, help our customers achieve financial success. As such, we look to the future with great confidence and



optimism. In 2018, we will continue our efforts to broaden customer relationships, enhance the delivery of our products and services and streamline processes to drive greater efficiency, all of which are designed to increase shareholder value. We would like to thank our associates for their dedication and commitment, our shareholders who have invested in Trustmark and its future and our customers who look to us as their financial partner. Trustmark is "People you trust. Advice that works."

Sincerely,



R. Michael Summerford
Chairman
Trustmark Corporation



Gerard R. Host
President and
Chief Executive Officer
Trustmark Corporation



TRUSTMARK CORPORATION AND TRUSTMARK NATIONAL BANK BOARD OF DIRECTORS



Adolphus B. Baker
Chairman, President and
Chief Executive Officer
Cal-Maine Foods, Inc.



Toni D. Cooley
Chief Executive Officer
Systems Electro Coating



William A. Brown
President and
Chief Executive Officer
Brown Bottling Group, Inc.



J. Clay Hays, Jr., M.D.
Cardiologist, Partner and
President
Jackson Heart Clinic, PA



James N. Compton
President and
Chief Executive Officer
Cooperative Energy



Gerard R. Host
President and
Chief Executive Officer
Trustmark Corporation and
Trustmark National Bank



Tracy T. Conerly
Partner Emeritus
Carr, Riggs & Ingram, LLC



John M. McCullouch
Associate Dean -
Metro Jackson
University of Mississippi
School of Law
(Retired)
President, AT&T Mississippi
(Retired)



Harris V. Morrissette
President
China Doll Rice & Beans, Inc. /
Dixie Lily Foods



Harry M. Walker
President
Mississippi Business
and Community Relations
Trustmark National Bank
(Retired)



Richard H. Puckett
Chairman and
Chief Executive Officer
Puckett Machinery Company



LeRoy G. Walker, Jr.
President
LTM Enterprises, Inc.



R. Michael Summerford
Chairman
Trustmark Corporation and
Trustmark National Bank
Chief Operating Officer
ChemFirst, Inc.
(Former)



William G. Yates III
President and
Chief Executive Officer
W.G. Yates & Sons
Construction Company

CORPORATE INFORMATION

COMMON STOCK

Trustmark common stock is listed on the NASDAQ Global Select Market and is traded under the symbol TRMK.

SHAREHOLDER SERVICES

Trustmark's shareholder services are provided by American Stock Transfer & Trust Company, LLC (AST). AST will assist with:

- Registration status
- Dividend payments
- Change of address
- Lost certificates
- Transfer of ownership
- Other inquiries or requests

DIVIDEND REINVESTMENT AND STOCK PURCHASE AND SALE

Trustmark is pleased to offer the Investors Choice Dividend Reinvestment & Direct Stock Purchase and Sale Plan (Plan), a voluntary plan administered by AST. Under the Plan, shareholders may reinvest dividends, purchase additional shares, sell all or part of shares owned or deposit their Trustmark stock certificates for safekeeping or sale. For more information, call (877) 476-4393 or visit AST's website at astfinancial.com.

FINANCIAL PUBLICATIONS AVAILABLE AT NO CHARGE

Additional copies of Trustmark's Annual Report on Form 10-K, quarterly reports and other corporate publications are available, without charge, at trustmark.com or upon request by calling our Investor Relations Department at (601) 208-6898 or by writing to:

Trustmark Corporation
Attn: Investor Relations
248 East Capitol Street
Jackson, MS 39201

SHAREHOLDER REQUESTS AND ACCOUNT ACCESS

Shareholders may contact AST through one of the following methods:

Online:

Registered shareholders can view their account information through AST's website at astfinancial.com by clicking on Login and selecting Shareholder Central. This website provides instructions on how to gain access to shareholder account information, perform certain transactions, request forms or participate in the Plan. Shareholders may also e-mail our transfer agent at help@astfinancial.com.

Telephone:

Shareholders may call our toll-free number (877) 476-4393 for assistance.

Written Correspondence:

Shareholders should mail written account inquiries or other requests for assistance regarding stock ownership to:

Trustmark Corporation
c/o American Stock Transfer & Trust Company, LLC
Operations Center
6201 15th Avenue
Brooklyn, NY 11219



INVESTOR INQUIRIES

Analyst and investor inquiries may be directed to:

Louis E. Greer
Treasurer and Principal
Financial Officer
(601) 208-2310
lgreer@trustmark.com

F. Joseph Rein, Jr.
Senior Vice President
(601) 208-6898
jrein@trustmark.com

MEDIA INQUIRIES

Media representatives seeking general information should contact:

Melanie A. Morgan
Senior Vice President
(601) 208-2979
mmorgan@trustmark.com

ANNUAL MEETING OF SHAREHOLDERS

Trustmark Corporation's Annual Meeting of Shareholders will be held on Tuesday, April 24, 2018, at 1:00 p.m. Central Time at Trustmark's Corporate Office located at 248 East Capitol Street, Jackson, Mississippi.

TRUSTMARK CORPORATION OFFICERS

R. Michael Summerford
Chairman

Gerard R. Host
President and
Chief Executive Officer

Louis E. Greer
Treasurer and
Principal Financial Officer

Granville Tate, Jr.
Secretary

F. Joseph Rein, Jr.
Assistant Secretary

TRUSTMARK NATIONAL BANK

EXECUTIVE MANAGEMENT

EXECUTIVE

Gerard R. Host	President and Chief Executive Officer
Monica A. Day	Executive Vice President and Real Estate Banking Manager
Duane A. Dewey	President – Corporate Banking
Louis E. Greer	Executive Vice President and Chief Financial Officer
Robert B. Harvey	Executive Vice President and Chief Credit Officer
Glynn Ingram	Executive Vice President and Chief Information Officer
James M. Outlaw, Jr.	Executive Vice President and Chief Administrative Officer
Thomas C. Owens	Executive Vice President and Bank Treasurer
W. Arthur Stevens	President – Retail Banking
Granville Tate, Jr.	Executive Vice President, Chief Risk Officer and General Counsel
Breck W. Tyler	President – Mortgage Services
C. Scott Woods	President – Insurance and Wealth Management

TRUSTMARK NATIONAL BANK

REGIONAL AND MARKET EXECUTIVES



<u>REGIONAL PRESIDENT</u>	<u>REGION</u>	<u>MARKET PRESIDENT</u>
William S. Bridges	Houston	Leonard P. Hein, Southeast Houston Christine Petrilla, North Houston Travis H. Van Horn, Southwest Houston
Michael D. Fitzhugh	Alabama/Mississippi Gulf Coast	Eric C. Brown, Mississippi Gulf Coast Kevin S. Carey, Mobile, AL Paul J. England, Monroeville, AL Tommy B. Faust, Jr., Baldwin County, AL Deborah C. Hardee, Brewton, AL William C. Hart, Pensacola, FL
Aubrey E. Henson, Jr.	Memphis/North Mississippi	John David Douglas, Fayette County, TN Victor L. Marlar, Corinth, MS R. Andrew McGahey, Greenville, MS J. Clifton Thach, Greenwood, MS
Charles H. Lewis IV	South Mississippi	Jason A. Douglas, McComb, MS Stanley L. Foster, Brookhaven, MS Brandon S. Hubbard, Magee, MS Charlie Scott King, Tylertown, MS Joe B. Madden, Hazlehurst, MS Charles T. Magee, Columbia, MS Darrell W. Temple, Taylorsville, MS
W. Mark Lewis	Central Mississippi	David G. ("Archie") Anderson, Meridian, MS J. Gregory Bennett, Laurel, MS Michael E. Crandall, Canton, MS Thomas Kendall, Vicksburg, MS Charles R. Russell, Tupelo, MS Larry A. Waggoner, Carthage, MS Bart C. Wise, Columbus, MS
Linwood O. McClain	Central Alabama	Dave Crenshaw, Greenville, AL David C. Darby, Montevallo, AL James B. Hurst, Opelika, AL William V. Lewis, Tuscaloosa, AL Charles R. Schaeffer, Eufaula, AL R. Wade Seamon, Prattville, AL Charles E. Singleton, Demopolis, AL James A. Stewart, Centreville/Selma, AL
John D. Sumrall	Florida	John G. Hindsman, Bay County Jonathan E. Ochs, Okaloosa and Walton Counties

TRUSTMARK NATIONAL BANK

COMMUNITY MARKET ADVISORY DIRECTORS

ALABAMA

Brewton

H. C. "Harry" Cecil
Program Specialist
Alabama Technology
Network

Broox G. Garrett
Attorney
Thompson, Garrett & Hines

Chris B. Griffin
Administrator
D.W. McMillan Memorial
Hospital

Deborah C. Hardee
President
Trustmark National Bank

Mark Manning
Administrator
West Gate Village
Nursing Home

Cosby Martin
Owner
Marco Land & Petroleum

Thomas E. McMillan, Jr.
Managing Member
Longleaf Energy

McGowin Miller
President
Miller Relocation Services

Steve Nelson
Banker
(Retired)

Stephanie Walker
Preschool Director
St. Stephen's Episcopal
Church

Centreville
John Downs
Business Office Manager
Alabama Power Company

Steve Edmonds
President
Windwood Management
Group

Stephanie Kemmer
Probate Judge
Bibb County

Debbie Martin
Funeral Director/Office
Administrator
Rocko Funeral Home

J.W. Oakley
Recruiting Coordinator
School of Communications
University of Alabama

Demopolis

Gary B. Butler
President
Butler & Company, Inc.

Johnnie Anderson Shows II
Owner
Jaber, Inc.

Loyd Todd Tally
President
Trustmark National Bank

Mem Stewart Webb
Owner
Webb Realty, Inc.

Thomas Alvin Williams
Partner
Morgan's Ice

Dan E. Wilson
Owner
Colony Office Products

Eufaula

Robert M. Dixon, Jr.
Chief Executive Officer
M.C. Dixon Lumber
Company, Inc.

Mo Erkins
Military
(Retired)

Mary Foy Kirkland
President
Young Johnston and
Associates, Inc.

Charles R. Schaeffer
President
Trustmark National Bank

Joel Smith, Jr.
Attorney
Williams, Potthoff,
Williams & Smith

Robert L. Taylor
Owner
Bobby Taylor Enterprises

Deltonya Warren
Director of Childhood/
Federal Programs
Eufaula City Schools

Doug Winkleblack
Southern Regional Manager
Alabama Interforest Corp

Greenville

Barry E. Boan
President
Boan Contracting

Ken Chesser
Owner
KC Land & Cattle Company

Dave Crenshaw
President
Trustmark National Bank

P. Richard Hartley
Partner
Hartley & Hickman
Attorneys at Law

John H. McGowin
Owner/President
McGowin Logging Co., Inc.

Dexter McLendon
Mayor
City of Greenville

Allin Whittle
Butler County
Commissioner

Warren J. Williamson
Attorney
Williamson & Williamson
(Retired)

Huntsville

John R. Baggette, Jr.
Attorney and Shareholder
Sirote & Permutt, P.C.

Michael R. Hockman
Senior Vice President
Trustmark National Bank

David A. Hunt
Administrator/Owner
Limestone Health
Facility, Inc.

Robert F. Harwell, Jr.
President
Trustmark National Bank

Babu R. Kahani
Manager
Tennessee Valley OB/GYN
Clinic, P.C.

James E. McClary
President and Owner
McClary Tire Company

Timothy A. Smalley
CPA
Byrd, Smalley & Adams P.C.

Robert E. Thurber
Investor

Michael E. Underwood
CEO
TriGreen Equipment LLC



Mobile/Baldwin County

Sumner G. Adams

Vice President
Cash Management/Finance
Norton Lilly International

Tommy B. Faust, Jr.

President
Trustmark National Bank –
Baldwin County

Frank McKinley Bell III

President
Marine Rigging, Inc.

Kevin S. Carey

President - Mobile
Trustmark National Bank

Jacob L. Cunningham

Manager
Summit Industries, LLC

David A. Dye

Chairman and
Chief Growth Officer
Computer Programs and
Systems, Inc. (CPSI)

Thomas Gross

Chief Financial Officer
Battle Plan Capital, LLC
Truland Homes, LLC

H. Ray Hix, Jr.

Partner/Manager
Hix Snedeker Companies, LLC

Clifton C. Inge, Jr.

Chief Executive Officer
IPC Industries, Inc.

Frank J. Lott III

President
Heritage Homes

Harris V. Morrissette

President
China Doll Rice &
Beans, Inc./
Dixie Lily Foods

Alfred M. Newmann, Jr., MD

Premier Medical ENT West

Henry F. O'Connor III

Attorney
Jones Walker LLP

E. Lockett Robinson II

Vice President - Finance
Overseas Hardwoods
Company, Inc. (OHC)

David Sutley

President – Baldwin County
Trustmark National Bank
(Retired)

Monroeville

Pete Black

Alabama Business
Development Manager
Parsons & Whittemore

Haniel Croft

President
BankTrust
(Retired)

Paul J. England

President
Trustmark National Bank

John E. Estes, Jr.

Vice President
J. E. Estes Wood Company, Inc.

Sloan Fountain

Vice President/Manager
Vanity Fair Mills, Inc.
(Retired)

Ed Lee, DMD

Dentist

John T. Lee

President
Pilots for Christ

Alex Roberts

Photographer
Alex Roberts Photography
(Retired)

Sandy Smith

Director
Monroeville Area Chamber
of Commerce
(Retired)

Montevallo

David C. Darby

President
Trustmark National Bank

Philip C. Hubbard

Veterinarian
Countryside Animal Hospital

Karen Kelly

Director of Compensation &
Benefits
U.S. Pipe and Foundry
Company
(Retired)

Leroy Lucas, Jr.

Owner
Lelco, Inc.

Montgomery

George Traweek Dickson

President and CEO
Joe Hudson's Collision Center

Phyllis Ingram

Partner/Shareholder
Carr, Riggs & Ingram, LLC

Leonard N. Math

Partner/Shareholder
Chambless, Math & Carr, PC
Attorneys at Law

Steven L. Reed

Probate Judge
Montgomery County

Prattville

John Boutwell

Owner
Boutwell Farms

J.N. Buckner

Partner
Buckner and Cook, LLC

Keith Gamble

Owner
FirstGuard, LLC

David McDowell

Partner
McDowell, Faulk and
McDowell, LLC

R. Wade Seamon

President
Trustmark National Bank

Selma

Tommy Atchison

Attorney
Atchison Injury Attorneys, LLC

Denson Henry

Vice President
Henry Brick Co.

S. Kirk Johnson

Owner
Oxford Manufacturing

Edward T. Livingston

Regional President
Trustmark National Bank
(Retired)

Johnny Moss III

Director of Marketing &
College Relations
Wallace Community
College - Selma

James A. Stewart

President
Trustmark National Bank

William P. Swift III

Owner
Swift Drug Co.

Abigail Tucker, DMD

Owner/Dentist
Tucker Family Dentistry

TRUSTMARK NATIONAL BANK

COMMUNITY MARKET ADVISORY DIRECTORS

Ira M. Wagoner
Accountant
Edwards and Wilkinson, PC

Tallahassee

Cecil Mack Daugherty
Chief of Security
Russell Lands

Gary Fuller
Owner
Fuller Warehouse & Gin, Inc.

James B. Hurst
President
Trustmark National Bank

Charles Frank Keith
Owner
Johnson Furniture

David Lawrence
Owner
Tallahassee Super Foods, Inc.

Hollis Mann
Store Manager
Tallahassee Super Foods, Inc.

Jennie Rhinehart
Chief Executive Officer
Community Hospital, Inc.

FLORIDA

Angus G. Andrews, Jr.
Real Estate Investor/
Developer

Tracy T. Conerly
Partner Emeritus
Carr, Riggs & Ingram, LLC

Gerald R. Dunkle
President
Sundial Developers, Inc.

Robert C. McLendon
Executive Vice President
Fisher Brown Bottrell
Insurance, Inc.

James (Jay) R. Moody IV
CPA/Member
Warren Averett, LLC

Floyd Skinner
President
Skinner Tax Consulting, Inc.

David Spencer
President
Glass Center, Inc.

John D. Sumrall
Regional President
Florida
Trustmark National Bank

Jay N. Trumbull
Owner
Culligan Water Solutions

Dennis A. Wallace
Walton County School
Board (Retired)
Real Estate Investor
Lumber Distributor

MISSISSIPPI

Brookhaven

Robert O. Allen
Partner
Allen, Allen, Breeland &
Allen, PLLC

Cecil Estess
Corporate Officer
Dickerson & Bowen

Robin Tyler Faust, CFSP
Funeral Director
Tyler Funeral Home, Inc.

Stanley L. Foster
President
Trustmark National Bank

Kenneth W. Goza
Program Coordinator
Copiah Lincoln Community
College

Arlustra Henderson, Jr.
Chief of Police
City of Brookhaven
(Retired)

J. Spencer Mooney, MD
Physician/Owner
Quail Ridge Enterprise, Inc.

J. Kim Sessums, MD
Physician
Brookhaven OB-GYN
Associates

Charlie Lee Smith
Chief Executive Officer
Southern Diversified
Technologies, Inc.

A. Lavelle Sullivan
Co-Owner
Sullivan Ford-Lincoln

Carthage

Carl Blocker
Sales
Greco Electrical Contractor

Lee Carson
President
N.L. Carson Construction, Inc.

Susan Triplett
Administrator
Northeast Region
Sta-Home Health

Larry A. Waggoner
President
Trustmark National Bank

Jason Wilcox
President/Owner
Wilcox Funeral Home

Steve Wilkerson
Owner
Steve's on the Square

Columbus

Mark G. Alexander
Chairman
Dynahealth, Inc.

William Key Blair, Jr.
Vice President
Columbus Marble Works

W. R. Phillips IV
Vice President
Phillips Contracting
Company, Inc.

Bart C. Wise
President
Trustmark National Bank

Corinth

Victor L. Marljar
President
Trustmark National Bank

William J. Napier III
President
Corinth Mill Supply

Ricky R. Stockton
Hotel Manager
S.S.S.S. &P., Inc.

Kenneth W. Williams
President
Corinth Coca-Cola Bottling
Works Refreshments, Inc.

Greenville

Paul D. Dees
Partner
Greenland Planting
Company

Stephen R. Jernigan
Owner
River City Rehabilitation

R. Andrew McGahey
President
Trustmark National Bank

**Harley Metcalfe III**

Investor
(Retired)

Steven R. Millwood

President
Mississippi Marine
Corporation

Greenwood

H. Don Brock, Jr.

Partner
Whittington Brock &
Swayze

Alexander John Malouf III

Co-Owner
The John Richard Collection, Inc.

R.A. Norris

President
S&N Airflow, Inc.

Clifton Thach

President
Trustmark National Bank

Robert L. Upchurch

President
Upchurch Plumbing, Inc.

Hattiesburg

Hugh Bolton

Executive Vice President
Trustmark National Bank
(Retired)

Jeff C. Bowman

Senior Vice President/
Chief Administrative Officer
Cooperative Energy

Thomas M. Duff

Managing Partner
Southern Tire Mart, LLC

John M. Fitzpatrick III, MD

President and Physician
Hattiesburg Clinic, PA

Linda Kuykendall

Vice President
Commercial Business
Interiors, Inc.

Charles H. Lewis IV

Regional President
South Mississippi
Trustmark National Bank

W. A. Payne III

President
Camellia Home Health

Robert O. Tatum, Jr.

Principal/Owner
CR Properties, LLC

Robert R. Vardaman

Owner and President
Vardaman Buick-Honda, Inc.

Hazlehurst

Olen C. Bryant, Jr.

Attorney
Bryant & Rutland, PLLC

Joe B. Madden

President
Trustmark National Bank

Fred J. McDonnell, MD

Physician
Copiah Medical Associates

John C. Pyron

Co-Owner
Copiah Forest Products, Inc.
Copiah Lumber Company, Inc.

A. Wendell Stringer

President
Stringer Family Funeral
Services

Laurel

J. Gregory Bennett

President
Trustmark National Bank

Louis S. Crumbley

President
Crumbley Paper & Food
Service Co., Inc.

Linda R. Gavin

Associate Executive
Director of Marketing
South Central Regional
Medical Center

Jerome Harless

President
Flarestack, Inc.
(Retired)

Victor Jones, Jr.

Salesman
Mississippi Ag Company

Rhes V. Low, Sr.

Investor
Low Company, LLC

Richard L. Yoder, Jr.

Attorney
Gilchrist Sumrall
Yoder & Boone, PLLC

Magee

Julie Polk Breazeale

Chief Executive Officer
Polk's Meat Products, Inc.

Jacqueline P. Gordy

Secretary-Treasurer
Pace Oil Company

Brandon S. Hubbard

President
Trustmark National Bank

Charles Pruitt III, MD

Physician
Magee Medical and Surgical
Clinic, PLLC

James H. Stuard, DMD

James Stuard Family
Dentistry

James Price Wallace

Owner and Manager
River Birch Farm

McComb

Pat H. Brumfield, Jr.

President
Brumfield Oil Company, Inc.

Brad Clark

President
Clark Construction Co., Inc.
of Mississippi

David B. Craddock

President
Craddock Oil Company

Jason A. Douglas

President
Trustmark National Bank

John Dale Dumas, DMD

John Dale Dumas PA

Michael Faust

CPA
Faust & Associates

Craig Haskins

Vice President
Commercial Developers, Inc.

Eric S. Lewis, MD

Surgeon
Southwest Mississippi Oral
& Maxillofacial Surgery, Inc.

John Andrew Watson

Medical Director
STATCare Medical Clinics

Meridian

David G. "Archie" Anderson

President
Trustmark National Bank

Cole Cardwell

Vice President/
General Manager
Structural Steel Services, Inc.

TRUSTMARK NATIONAL BANK

COMMUNITY MARKET ADVISORY DIRECTORS

Jay L. Davidson
President and Director
Southern Pipe & Supply, Inc.

Tommy E. Dulaney
President and
Chief Executive Officer
Structural Steel Services, Inc.

Billy W. Estes
President
Trustmark National Bank
(Retired)

Larkin Kennedy
Executive Vice President/
Administrator
Rush Foundation Hospital

Adam Mitchell
Chief Executive Officer
Mitchell Distributing
Company

John M. Mitchell, Jr.
Owner
The Mitchell Companies

C.D. Smith, Jr.
Regional Manager
AT&T Mississippi

Tupelo

V.M. Cleveland
President
Tupelo Furniture Market

Johnny L. Crane II
President
F.L. Crane & Sons, Inc.

Carlyle S. Harris, Jr.
General Partner
Harris Holdings LP

D. Colin Maloney
President
Century Construction
Group, Inc.

Elizabeth J. Randall
President
Randall Commercial Group, LLC

Charles R. Russell
President
Trustmark National Bank

David S. Talton, MD
President
Cardiothoracic Surgery
Clinic of North Mississippi

Tylertown

Timothy O. Jones
Assistant District Attorney
14th Judicial District

Steven L. Kennedy
Owner
Tylertown Sports Center

Charlie Scott King
President
Trustmark National Bank

Rob Loper, DVM
Veterinarian
Tylertown Animal Hospital

I. Conrad Mord II
Attorney
Mord Law Firm

J. Keith Speed, DO
Doctor of Osteopathy
William Carey University

Vicksburg

Ronald L. Andrews, Sr.
President
Vicksburg Insurance
Agency, Inc.

Robert R. Bailess
Partner
Bailess & Rector, LLP

W. Briggs Hopson III
Partner
Teller, Hassell & Hopson,
LLP

Donald Jarratt
Managing Partner
Jarratt Properties, LLC

Thomas Kendall
President
Trustmark National Bank

Samuel L. Pierce, MD
Partner
Medical Associates of
Vicksburg PLLC

James O. Smith III
President
Big River Shipbuilders, Inc.

Patrick R. Smith
President
Yazoo River Towing, Inc.
President
Vicksburg Plant Food, Inc.

**Howard C. (Charles)
Waring, Jr.**
Sales Manager
Waring Oil Company, LLC

TENNESSEE

Fayette County

Charles E. Dacus, Jr.
Farmer
Dacus Farms

John David Douglas
President
Trustmark National Bank

Paul S. Harris
General Manager
Chickasaw Electric
(Retired)

Aubrey E. Henson, Jr.
Regional President
Memphis/North
Mississippi
Trustmark National Bank

John S. Wilder, Jr.
Treasurer and General
Manager
Long Town Gin & Supply

TRUSTMARK CORPORATION

FINANCIAL HIGHLIGHTS

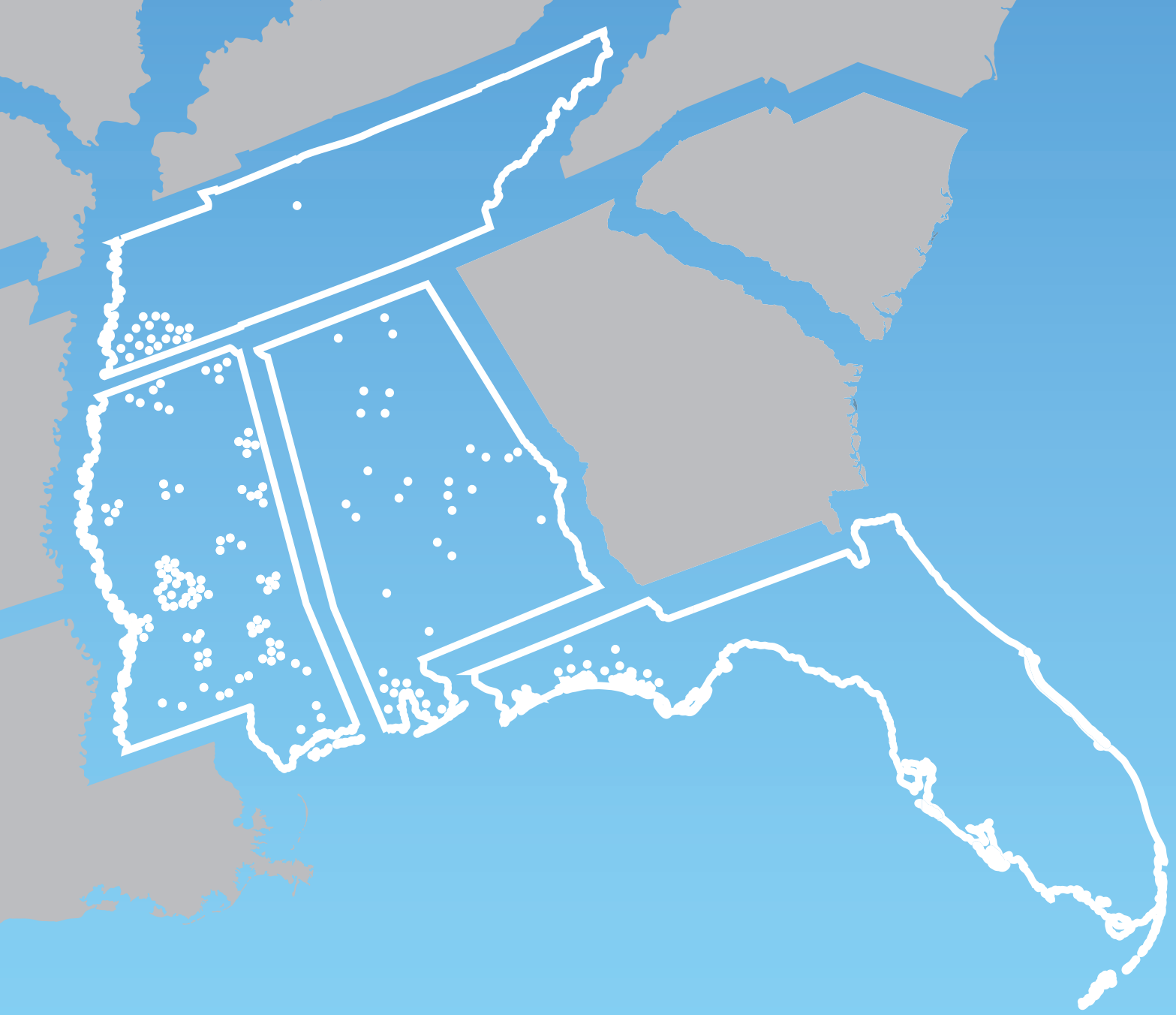


(\$ in thousands except per share data)

	2017	2016
Net Income	\$ 105,630	\$ 108,411
Per Share Data		
Basic earnings per share	\$ 1.56	\$ 1.60
Diluted earnings per share	1.56	1.60
Dividends	0.92	0.92
Book value	23.20	22.48
Tangible book value	17.35	16.76
Performance Ratios		
Return on average tangible equity	9.39 %	9.99 %
Return on average equity	6.77 %	7.14 %
Return on average assets	0.77 %	0.84 %
Capital Ratios		
Total equity/total assets	11.39 %	11.39 %
Tangible equity/tangible assets	8.77 %	8.74 %
Tier 1 leverage ratio	9.67 %	9.90 %
Tier 1 risk-based capital ratio	12.33 %	12.76 %
Total risk-based capital ratio	13.10 %	13.59 %
Year-end Balance Sheet Data		
Securities	\$ 3,295,121	\$ 3,515,325
Loans	9,011,996	8,299,387
Total assets	13,797,953	13,352,333
Total deposits	10,577,512	10,056,012
Total borrowings	1,503,678	1,622,500
Total shareholders' equity	1,571,701	1,520,208
Non-GAAP Financial Measures (1)		
Net Income	\$ 130,599	\$ 115,280
Diluted earnings per share	1.92	1.70
Return on average tangible equity	11.53 %	10.60 %
Return on average equity	8.37 %	7.59 %
Return on average assets	0.95 %	0.89 %

(1) Trustmark discloses certain non-GAAP financial measures, including net income adjusted for significant non-routine transactions as a measure of our core operating business, as these transactions are generally not operational in nature. Reconciliations of these non-GAAP measures to comparable measures calculated in accordance with generally accepted accounting principles can be found under Part II, Item 7 in Trustmark Corporation's Annual Report on Form 10-K for the year ended December 31, 2017, filed with the SEC on February 20, 2018.





People you trust.
Advice that works.



PROFILE

ONE OF THE SOUTH'S OLDEST AND STRONGEST BANKS

Founded in 1889, Trustmark is one of the South's strongest and most respected financial institutions and serves customers in over 190 locations throughout Alabama, Florida, Mississippi, Tennessee and Texas. We offer a comprehensive range of personal and business banking services - from personal banking and wealth management, to small business checking and large, complex commercial loans.

Through our subsidiaries, including Trustmark National Bank, Trustmark Investment Advisors, Inc., and Fisher Brown Bottrell Insurance, Inc., we have been serving families, businesses and communities for 128 years. We are a community-focused, values-guided organization making a difference in the lives of our customers and communities. We are committed to service excellence and strive daily to exceed expectations.

OUR BUSINESS

At Trustmark, we believe in building strong customer relationships, and we work hard to know and understand our customers and their financial needs. Equipped with this knowledge, we are best positioned to meet their needs with our comprehensive suite of products and services.

PERSONAL BANKING

Deposit and loan accounts for every lifestyle and preference

MORTGAGE BANKING

Home financing options for any situation and budget

COMMERCIAL BANKING

Deposit and loan accounts for all sizes of commercial customers and designed to complement a variety of business functions

WEALTH MANAGEMENT¹

Personalized strategies to assist clients to accumulate, preserve and transfer wealth

RISK MANAGEMENT¹

Appropriate risk management strategies to protect your assets offered through Fisher Brown Bottrell Insurance, Inc.

For more information about our full line of products and services, visit trustmark.com.

¹Wealth Management and Risk Management products are:

Not FDIC Insured | Not Bank Guaranteed | Subject to Loss in Value | Not Bank Deposits | Not Insured by any Federal Government Agency

