

Founded in 1985, First Republic Bank and its subsidiaries provide private banking, private business banking and private wealth management, including investment, trust and brokerage services. First Republic specializes in delivering exceptional relationship-based service, with a solid commitment to responsiveness and action.

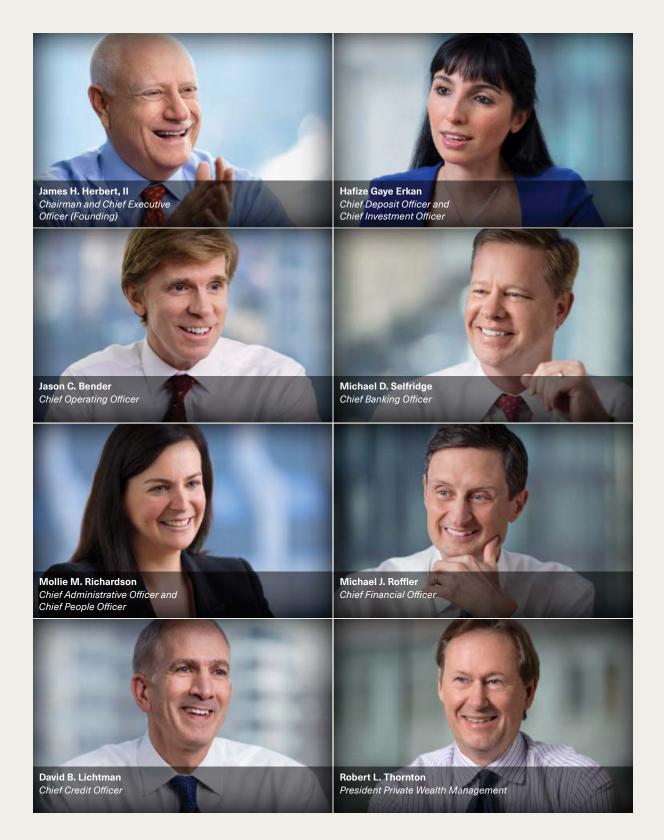
SAN FRANCISCO • PALO ALTO • LOS ANGELES

SANTA BARBARA • NEWPORT BEACH • SAN DIEGO

PORTLAND • PALM BEACH • BOSTON

GREENWICH • NEW YORK

# Welcome.



#### DEAR CLIENTS AND SHAREHOLDERS

2016 was another highly successful year for First Republic.

Loans, deposits and wealth management all grew nicely. Earnings were strong. Credit quality remains excellent, total capital grew nicely and liquidity expanded to our strongest level ever.

The source of our success continues to be the diligent, daily execution of our long-standing business model:

#### Quality People

Success starts with exceptional people. We attract and retain high-performing individuals who have an unwavering commitment to extraordinary service. We're committed to taking care of our people through our workplace culture, attractive benefits and professional development programs.

#### Extraordinary Client Service

We not only focus on service, we measure it continuously through our Net Promoter Score — which remains significantly higher than the U.S. banking industry average and well above the scores of most luxury brands. And we remain focused on doing the right thing for our clients.

#### Service as a Driver of Growth

Taking outstanding care of existing clients is the driver of our growth, with over 50% of growth in loans and deposits each year coming from existing clients, and over 20% coming from their direct referrals.

#### Exceptional Credit Quality

Credit is a core competency and remains very strong, with only \$1.9 million in loan losses — less than one basis point during 2016 — and non-performing assets at only seven basis points of total assets at year-end.

#### Strong Capital

We remain well-capitalized and were pleased to have successfully accessed the capital markets four times during the year. We raised over \$1 billion of new capital to support our continued development.

#### Client-Focused Culture

We have a client-focused culture supported by individual empowerment, responsibility and accountability. We trust our employees to care for our clients and are focused on fostering a diverse, friendly, fun and professional workplace. Happy people, happy clients.

#### Leadership Depth and Breadth

We are pleased with the depth, breadth and experience of our leadership team, which is well-positioned to lead First Republic going forward.

#### Simple Business Model

First Republic's simple, straightforward business model has performed exceedingly well through the varying conditions of the past three decades. We have delivered 31 straight years of consistent profitability.

In 2016, we again experienced strong results:

- Revenues were up 20%
- Earnings per share were up 24%
- Tangible book value per share was up 17%
- Total capital increased 24% (post redemption of Series A Preferred Stock in January 2017)
- Net charge-offs for the year totaled only \$1.9 million, or less than one basis point of average total loans, and non-performing assets were only seven basis points of total assets

In 2016, deposits were up 22% and we were successful in generating deposit growth across all of our channels — private banking, business banking and wealth management. Checking is now 64% of total deposits.

Loan volume totaled \$25.7 billion — our best year ever. Loan sales totaled \$3.1 billion. Growth in loans outstanding, which was more than funded by deposits, was 18% and consistent with our plan.

financial highlights / 2011–2016							
	DECEMBER 31,	2011	2012	2013	2014	2015	2016
Dollars	Total Bank Assets	\$ 27.8	\$ 34.4	\$ 42.1	\$ 48.4	\$ 59.0	\$ 73.3
in Billions	Total Loans	\$ 22.8	\$ 28.3	\$ 34.2	\$ 37.9	\$ 44.1	\$ 52.0
	Total Deposits	\$ 22.5	\$ 27.1	\$ 32.1	\$ 37.1	\$ 47.9	\$ 58.6
	Total Tier 1 Capital	\$ 2.4	\$ 3.1	\$ 3.9	\$ 4.6	\$ 5.5	\$ 6.6
	Wealth Management Assets	\$ 20.2	\$ 31.3	\$ 41.6	\$ 53.4	\$ 72.3	\$ 83.6
	Preferred Banking Offices	58	61	66	68	68	69

FRANCHIS	E GROWTH / 2011–2	2016			
Compound	LOANS	DEPOSITS	TIER 1 CAPITAL	wealth mgmt assets +33%	
Annual Growth Rate (2011-2016)	+18%	+21%	+22%		
Dollars in Billions	\$ 22.8 \$ 52.0	\$ 22.5	\$ 2.4 \$ 6.6	\$ 20.2 \$ 83.6	
Years	2011-2016	2011-2016	2011-2016	2011-2016	

4. FIRST REPUBLIC BANK / 2016 5.

Private Wealth Management had another strong year. Wealth management assets were up 16% to \$83.6 billion. Fee revenues from wealth management were up 26%, and now represent 13% of total revenues.

Business Banking also had a good year. Both business loans and deposits grew nicely. At year-end, business loans outstanding represented 13% of total loans, while business deposits represented 53% of total deposits and consisted almost entirely of checking.

We continue to make very significant investments in the franchise. These investments include the continued build-out of our regulatory and risk management infrastructure, upgraded technology, improvements to our offices and facilities and the introduction of a new digital banking experience.

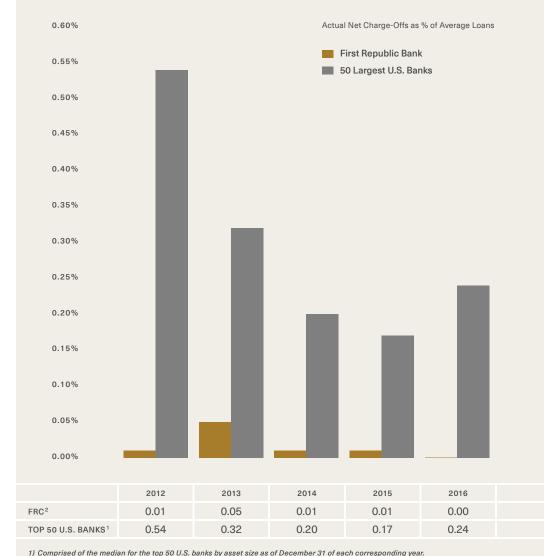
We introduced a number of new programs to further engage a wider age demographic of clients. The next generation of clients, in turn, challenges us to be ever better and brings fresh vitality to First Republic.

Eagle Lending — our lending area focused on advancing personal and professional goals — has successfully grown in recent years, especially 2016. Our Professional Loan Program and student loan refinancing program (Eagle Gold All-in-One) have been very successful in attracting and serving thousands of new, younger households.

To further our commitment to help manage student loan debt, we acquired Gradifi in December of 2016. Gradifi is the leading provider of employer-sponsored student loan repayment benefit plans nationwide. Through Gradifi's secure and easy-to-use platform, companies can make direct regular contributions toward the repayment of their employees' education debt. This is a benefit that we implemented in 2016 — before we decided to acquire Gradifi — and is available to all First Republic employees who have such debt. The positive response was overwhelming and it has proven to be a competitive hiring tool.

#### ACTUAL LOSS EXPERIENCE – ALL LOANS / 2012–2016

- Net charge-offs have averaged only 1 bp per year over 5 years
- Top 50 U.S. banks' net charge-offs averaged 23 bps¹ per year over 5 years
- Average losses at the top 50 U.S. banks were 18x those of First Republic



1) Comprised of the median for the top 50 0.5. Danks by asset size as of December 31 of each corresponding year

2) Net charge-offs include charge-offs against unaccreted loan discounts, if any.

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Throughout 2016, we also introduced many new programs to help our local communities prosper. Our newly formed Community Advisory Board is enhancing our already strong fair lending and Community Reinvestment Act (CRA) programs. And our new and very successful Eagle Community Loan Program helps more individuals in our communities become homeowners.

We continue to monitor global economic conditions carefully, as well as significant changes that might result from shifting political climates. We remain cautiously optimistic about the general economic environment, particularly in our markets, and take comfort in the company's overall conservative posture.

Without our wonderful communities of clients, shareholders and dedicated colleagues, First Republic would not be what it is today. We sincerely thank each of you for your continued business and truly appreciate your ongoing support.

It's a privilege to serve you,

Michael D. Selfridge James H. Herbert, II Hafize Gaye Erkan Chairman and Chief Executive Chief Banking Officer Chief Deposit Officer and Officer (Founding) Chief Investment Officer Jason C. Bender Michael J. Roffler David B. Lichtman Chief Operating Officer Chief Financial Officer Chief Credit Officer Robert L. Thornton Mollie M. Richardson President Chief Administrative Officer Private Wealth Management and Chief People Officer

#### CONSISTENT PROFITABILITY AND SHAREHOLDER VALUE CREATION

In addition to a strong 2016, results over the last five years have been strong. Revenues have grown 13% per annum and tangible book value per share has grown 14% per annum.

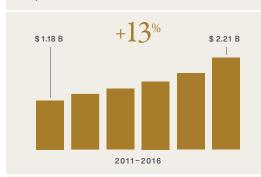
#### STABILITY

- Consistent Leadership
- · Stable Client Relationships
- Organic Expansion

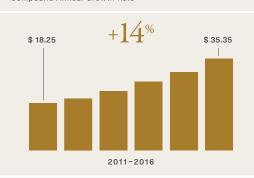
#### SHAREHOLDER VALUE CREATION

- Enterprise Value 08/86: \$23 Million (IPO)
- Enterprise Value 12/16: \$14.2 Billion
- Enterprise Value Growth Since 1986: 24% Per Annum

## REVENUES AND TANGIBLE BOOK VALUE PER SHARE / 2011–2016 REVENUES (dollars in billions) Compound Annual Growth Rate TANGIBLE BOOK VALUE PER SHARE Compound Annual Growth Rate







CAGR computed over 5 years since December 31, 2011

#### FRC TOTAL RETURN SINCE SECOND IPO / 12.08.10 - 12.31.16



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<sup>\*</sup>Brokerage services are offered through First Republic Securities Company, LLC, Member FINRA/SIPC.

Our clients say it best.



#### MAX WEINBERG

Rock & Roll Hall of Fame Drummer and Real Estate Investor

"When it comes to my family's specific financial needs, my bankers at First Republic are the best: thoughtful, thorough and proactive. They don't miss a beat."

NEW YORK, NEW YORK AND PALM BEACH, FLORIDA

Max Weinberg has been the drummer for The E Street Band since 1974.

A performer since the age of five, Max's goal was simple: To get people up out of their seats and dancing. Because as he says, "When you're dancing—you can only feel good." Additionally, from 1993-2010, Max served as the bandleader for NBC's *Late Night* and *The Tonight Show* programs. No matter what he's involved in, Max knows his First Republic team is looking out for his best interests and helping him manage his family's finances.

#### ISABELLA STEWART GARDNER MUSEUM

Peggy Fogelman / Norma Jean Calderwood Director

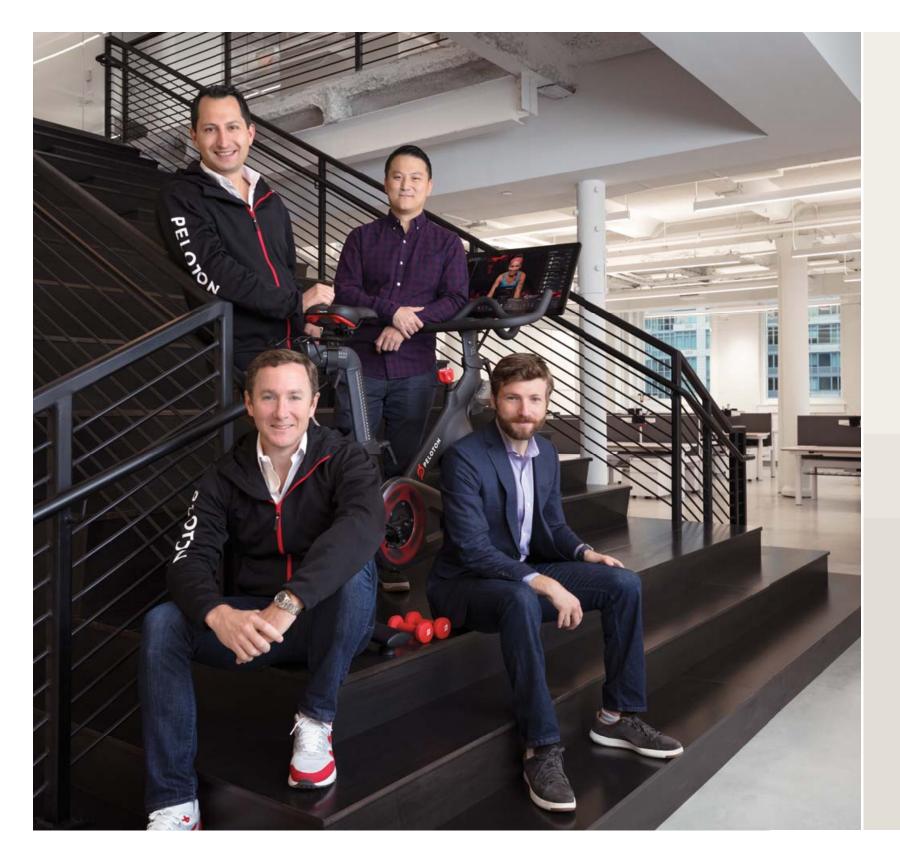
"In First Republic, we found a bank that is as passionate about our mission as we are."

BOSTON, MASSACHUSETTS

Modeled after a Venetian palace, the Isabella Stewart Gardner Museum has been home to masters such as Rembrandt, Raphael, Titian, Michelangelo, Whistler and Sargent for well over 100 years. The Museum's new wing provides a platform for contemporary artists, musicians, dancers and scholars to showcase their creativity. In order to ensure the Museum remains a cultural home to the Boston community, its leadership team relies on First Republic and its nonprofit expertise, service and stability. Building on this foundation, the Museum can continue to preserve, protect and celebrate Isabella Stewart Gardner's creation and safeguard her legacy for future generations.



 $16.\,$  First republic bank / 2016  $17.\,$ 



#### PELOTON

John Foley / Co-Founder and CEO (seated left)
Graham Stanton / Co-Founder (seated right)
Tom Cortese / Co-Founder (standing left)
Yony Feng / Co-Founder (standing right)

"First Republic really helped us navigate the financial waters of a new business. We wouldn't be where we are today without this bank."

NEW YORK, NEW YORK

At first glance, you might not think Peloton is in the happiness-delivery business. Take another look, however, and you'll understand why the fitness cycling company's founders feel they do just that. Because the way they see it, a workout on their bike can leave you feeling better — and help you lead a healthier, happier life. To spread this happiness on a global scale, Peloton knew they'd need a different kind of banking partner. And so, at the recommendation of John Foley, Peloton's Co-Founder and CEO and a client of the Bank since 2011, the technology and innovation company partnered with First Republic — and never looked back. Today, Peloton sees First Republic as a trusted member of their close-knit family.



JAY AUSTEN, M.D.

Division Chief, Plastic and Reconstructive Surgery; Division Chief, Burn Surgery / Massachusetts General Hospital

"First Republic gives me peace of mind. They put me first and make it easy for me to do what I have to do."

BOSTON, MASSACHUSETTS

As Chief of Plastic and Reconstructive Surgery and Burn Surgery at Massachusetts General Hospital, Dr. Jay Austen knows that exquisite attention to detail yields the greatest results. A pioneer of several leading-edge surgical techniques, Jay spends his time performing operations, developing new technologies and conducting groundbreaking research. When not at the hospital, family commitments and volunteering his services to children with craniofacial deformities claim the remainder of his time. Balancing work, family and the causes he cares about takes skill and precision. In First Republic, Jay has a partner that treats him as well as he treats his patients.



#### FRANCISCO VARELA

Director / Facebook

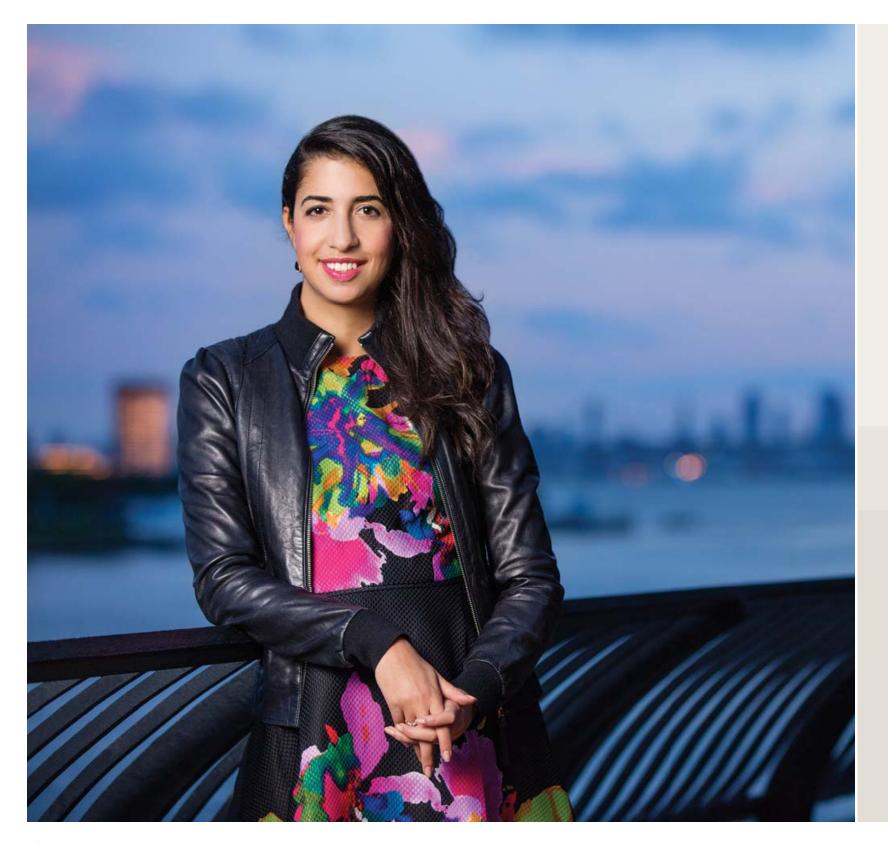
Pictured with daughter, Elena Varela

"First Republic has helped me buy our home and several investment properties over the last 15 years. Their responsiveness and service are unbeatable."

SAN FRANCISCO, CALIFORNIA

As a director for Facebook, Francisco Varela has witnessed first-hand what it means to connect. Whether it's working to bring Wi-Fi to a community that's never had Internet access before or using drone and satellite technology to ensure those in the remotest of villages can get online, Francisco believes in the power of connectivity to change the world. A First Republic client for over 15 years, Francisco enjoys sharing that same level of connectivity with his personal banker. Through the years, the two have worked closely together to help Francisco with everything from purchasing homes to taking care of everyday finances. Today, Francisco knows that, whatever the need, First Republic will be there to keep that connection going strong.

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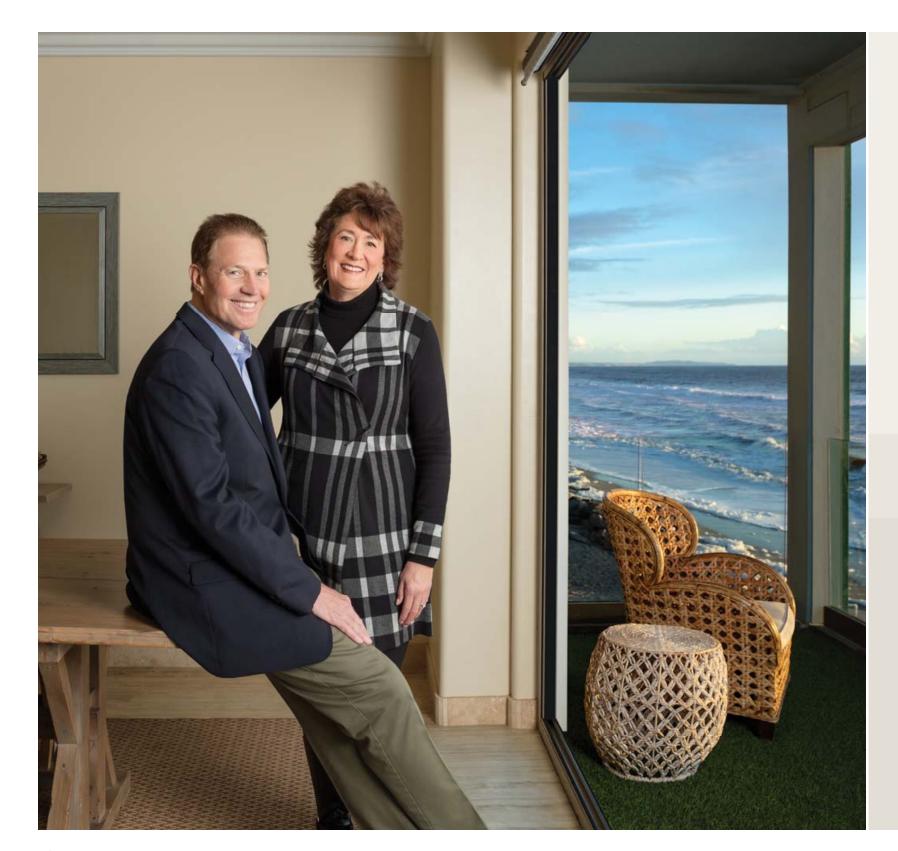
#### Yasmin Naghash

Attorney

"I refinanced my student loans with First Republic and the financial impact cannot be overstated. I am now more confident about the options shaping my future."

NEW YORK, NEW YORK

Yasmin Naghash is a self-professed, life-long planner. From a young age, she knew she would devote herself to a career that honored her respect for the legal system, while setting aside time for her penchant for traveling. But when paying down law school debt proved to be a challenge, Yasmin followed a friend's advice and reached out to First Republic to refinance her loans. Today, Yasmin works as an attorney in global transactions, has more financial freedom to fill her passport with stamps, and enjoys a close relationship with her First Republic personal banker. Having found a way to reduce significantly her loan length and payments, the two are now at work planning out the next phase of Yasmin's financial future.



#### DAVID AND ADELE FISCHBACH

David Fischbach, M.D. / CEO, Beachfront Only Vacation Rentals Adele Fischbach / CFO, Beachfront Only Vacation Rentals

"Fast, easy and efficient. That's been our experience with First Republic from the very beginning."

OCEANSIDE, CALIFORNIA

Growing up in Nebraska, Dr. David Fischbach was about as far from the beach as you can get. Today, he and his wife Adele, a retired intensive care unit nurse, develop, build and rent exquisite vacation homes in San Diego — all located just steps from the ocean. For this couple, success begins and ends with creating exceptional get-away experiences and anticipating client needs down to the smallest details. The Fischbachs were pleased to find that First Republic shared this same approach to service. In a business that is often unpredictable, this unwavering commitment to client care is now a foundation the Fischbachs rely on as they continue to build their dream homes.



#### Andersen Tax

Mark Vorsatz / Managing Director and CEO

"When First Republic financed our loan program for partner buy-ins, they delivered exactly what we needed."

SAN FRANCISCO, CALIFORNIA

Andersen Tax is one of the largest independent tax firms in the United States. When Mark Vorsatz and his fellow founding partners set out to start the business in 2002, they knew they wanted to build a firm unlike any other. At the core of the business is a group of highly trained professionals who deliver client solutions with a high-touch, personalized level of service. Clients of the Bank since 2008, the firm and its partners feel at home at First Republic thanks in part to the Bank's relationship-first approach to business. As it furthers its growth, Andersen Tax will continue to rely on First Republic — and a team who puts clients first.



#### POWHERFUL FOUNDATION

Soledad O'Brien / Co-Founder and Chairman, PowHERful Foundation; Journalist/Producer

Pictured with Scholars (standing left to right): Vanesa Cruz; Ariana Quiñones; Tassion Minor; Rochelle Ballantyne

"No matter where I am in the world,
I know that my First Republic personal
banker is just a phone call away."

NEW YORK, NEW YORK

Soledad O'Brien began PowHERful Foundation with the intention of providing women of color financial assistance, mentoring and support to get to — and through — college. Her goal? To graduate confident, resourceful individuals who care about the world. To do this, Soledad knew she had to surround herself with others who shared her values. In First Republic, Soledad found a partner that cares for its clients as deeply as she cares about the women supported by her foundation. Since 2011, the organization has looked to the Bank to provide the resources and strategic guidance it needs to continue to transform lives — one scholar at a time.

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#### KEN ELIAS AND DAVID VESELSKY

Ken Elias / Interior Designer (left) David Veselsky / Retired Antiques Dealer (right)

"First Republic works as a team — one that we can always count on."

PALM BEACH, FLORIDA

Ken Elias and David Veselsky share an eye for the finer things in life. As an interior designer, Ken has built deep relationships with discerning clients who appreciate his eclectic style. And for more than 40 years, David ran a successful antiques business that catered to collectors and dealers who held craftsmanship and personalized service in high regard. These days, the two divide their time between supporting arts-focused nonprofits and expanding their horizons through travel. First Republic clients since 2014, David and Ken appreciate the Bank's dedication to mastering the art of exceptional customer service.





#### TAHBAZOF FAMILY

Siavash Tahbazof, Owner, SST Investments (seated)
Yosef Tahbazof (far left); Sufi Tahbazof Hariri (left);
Samaneh Tahbazof (right); Baha Hariri (far right)
Pictured with Leyli Hariri (standing left) and Mila Hariri (seated right)

"When I call First Republic, there's a human being on the other side of the phone. That's extremely important to us."

WOODSIDE, CALIFORNIA

Back in 1981, when Siavash (Sia) Tahbazof and his wife Samaneh fled Iran in pursuit of the American Dream, he knew life would never be the same. Today, Sia is the owner of a successful Bay Area construction and development firm. Throughout his career, Sia has held his company to the highest of standards — treating others with respect and integrity is the first order of business. So when a friend recommended First Republic, Sia knew he found a financial partner that appreciated these same values. A client since 2005, the Tahbazof family knows that in First Republic they have a teammate who will help them continue to thrive and expand their family business.

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#### SAN FRANCISCO SPCA

Jennifer Scarlett, D.V.M. / President
Pictured with Brooke

"First Republic seamlessly integrates all of our nonprofit banking needs — and they make it look effortless."

SAN FRANCISCO, CALIFORNIA

For nearly 150 years, the SF SPCA has been caring for animals and nurturing the city's deep human/animal bond. So when Dr. Jennifer Scarlett took over as president, she knew that her responsibilities would go beyond helping animals in need to ensuring that this unique bond would remain strong. The way she sees it, animals bring out the best in their human companions. In First Republic, Jennifer knows she has a banking and brokerage partner that's as responsive to her organization's needs as the SF SPCA is to the needs of the animals it cares for. This shared commitment to the nonprofit's long-term well-being has forged a client/bank bond of its own.

#### THE BUCKLEY SCHOOL

James Busby / Head of School Lisa Turchan / CFO

"The level of service we receive from First Republic is exceptional. It's as though we are the Bank's only client."

SHERMAN OAKS, CALIFORNIA

Founded in 1933 as an independent K–12 institution by Dr. Isabelle Buckley, The Buckley School has a long-standing tradition of building a strong and stable community. To do this, teachers and administrators dedicate themselves to developing a profound understanding of each and every one of their students. Recognizing in First Republic that same sense of mission and intention, the school partnered with the Bank in 2000 to help realize its short- and long-term projects, including construction of the school's new performing arts center. Today, that relationship includes a partnership with Buckley's investment committee to further ensure its mission and endowment goals.





#### BETYE AND ALISON SAAR

Betye Saar / Artist (left) Alison Saar / Artist (right)

"We love the fact that First Republic treats us like members of a close-knit family."

LOS ANGELES, CALIFORNIA

Betye and Alison Saar both have a long history of creating award-winning mixed-media art that is at once engaging and provocative. With hundreds of exhibitions, public collections, commissions, grants and awards to their credit, mother and daughter produce individual works of art that challenge the status quo and seek to unify humanity. In First Republic, the Saars feel a similar level of connection. From the start, both were drawn to the Bank's commitment to personalized service and a banking experience that makes every client feel like family. Today, over 13 years later, this relationship remains strong and continues to enable these prolific artists to create, challenge and inspire.

 $40.\,$  first republic bank / 2016

client since / 2015

#### DORRANCE DANCE

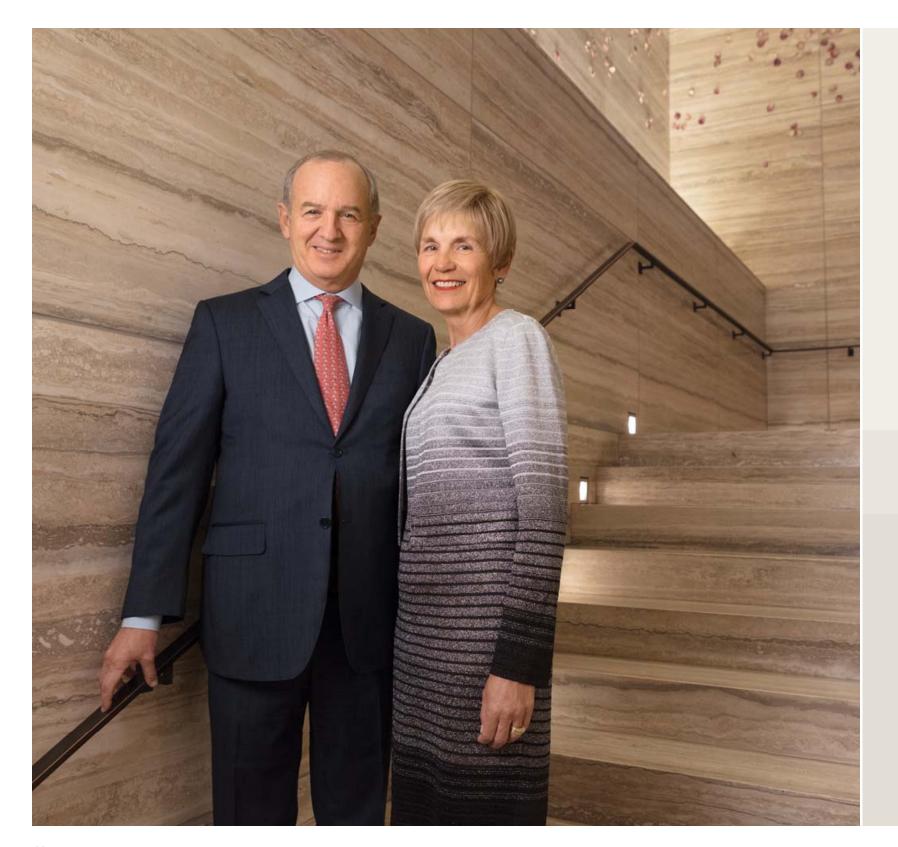
Michelle Dorrance / Founder and Artistic Director

"With First Republic, banking is an incredibly personal experience. They take a creative approach to help me meet challenges."

NEW YORK, NEW YORK

From the age of four, Michelle Dorrance knew what she would do for the rest of her life. Marrying the grace of her mother, a retired ballerina, and the athleticism of her father, who once coached soccer for the U.S. Women's National Team, Michelle poured her heart into becoming the best tap dancer she could be. But when her dream eventually led to starting a dance company, the way forward wasn't as clear. So when First Republic reached out to offer assistance, Michelle knew she had found a financial partner that would help her find solutions to every business challenge. Today, Michelle is on her way to worldwide renown. And First Republic is right there with her, every step of the way.





#### RICHARD AND SUSAN KRAMER

Richard Kramer / San Francisco Superior Court Judge (Retired); JAMS Susan Kramer, DrPH / VP Product Development, Annexon Biosciences

"First Republic's approach to banking is personal, efficient and responsive. That's something we've come to rely on throughout our decades-long relationship."

SAN FRANCISCO, CALIFORNIA

Richard and Susan Kramer strive to lead productive lives. To Richard this has meant, among other things, nearly two decades serving as a San Francisco Superior Court Judge. Susan has invested over thirty years in the biotech industry developing therapies for cancer, neurodegeneration and other diseases. The couple, who met on a San Francisco cable car, follows a simple guideline: Be good, do good and have fun. Clients of First Republic since the early days of their marriage, the Kramers know that in the Bank, they have a financial partner that is accommodating and flexible enough to assist them as they strive to leave their mark on the world.

 $44.\,$  first republic bank / 2016  $45.\,$ 

#### GARRET TOM AND FAMILY

Garret Tom / Retired Deputy Chief, San Francisco Police Department Anita Tom / Owner, Kumon Center of San Francisco – Ocean Avenue Pictured with sons Everet Tom (left) and Ethan Tom (right)

"When it comes to our family's finances, First Republic has always been there for us—whatever we need, whenever we need it."

SAN FRANCISCO, CALIFORNIA

Garret Tom knows what it means to protect and serve. A recently retired San Francisco Police Department Deputy Chief, Garret has been working to ensure the well-being of neighbors, families and friends his entire adult life. That he had such a successful career on the force is both a source of pride and a badge of honor for this native of the City by the Bay. In much the same way, First Republic has been a trusted partner to Garret, his wife and two sons — protecting and serving their diverse financial interests for over two decades. Today, Garret knows that First Republic will continue to look out for him and those he cares about — no matter where life takes them next.



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#### FORT POINT BEER COMPANY

Tyler Catalana / Founder (left)
Justin Catalana / Founder (right)

"First Republic understands the needs of a company that's in constant growth mode. We wouldn't be where we are today without them."

SAN FRANCISCO, CALIFORNIA

In January of 2014, San Francisco-based Fort Point Beer Company poured its first beer — and never looked back. From the beginning, the award-winning craft brewery has been making beer inspired by the city it calls home and infused with a spirit of innovation. Early on, co-founders and brothers Justin and Tyler Catalana sensed that it wouldn't be long before others began to sit up and take notice. So when the rapid growth they had once only dreamed of became a reality, the Catalanas turned to First Republic. Today, the brothers know that they have a financial partner that shares their entrepreneurial outlook and has the expertise they need to take their craft beer from local favorite to household name.



#### Westside Affiliated Holdings

Michael Klein / President (seated center)

"First Republic understands our family, our business and the goals we have for both. We couldn't ask for more."

LOS ANGELES, CALIFORNIA

Over the past two decades, Westside Affiliated Holdings has constructed more than 100 custom homes in the West Los Angeles area. Building at such a pace and to the highest of standards has challenged the company's owners, the Klein family, to find ever new ways to go above and beyond for their buyers while never losing sight of the details. Clients of First Republic since 2008, the Kleins know that they have a banking partner that shares their family's values and work ethic and is always there to provide a helping hand. For bank and builder alike, that's a blueprint for success.



#### CATHERINE DUGGAN AND BARRY SIEGEL

Catherine Duggan / Retired Attorney and Author Barry Siegel / President, Bay Area Tumor Institute

"In First Republic, no matter what our needs — personal, business or brokerage we know we have a partner who shares our interests and our values."

OAKLAND, CALIFORNIA

Barry Siegel has dedicated his life's work to providing optimal — and free — cancer treatment options to his community. Today, under his leadership, the Bay Area Tumor Institute does just that, bringing advanced therapies to patients who are limited by distance or financial concerns, or who simply prefer to receive treatment where they can be among their families and support systems. Together with his wife Catherine Duggan, a retired attorney who has represented nonprofits and corporations alike, Barry has been a First Republic client for over 15 years. Both appreciate the Bank's approach to providing business, brokerage and personal banking products that, just like the Institute, are designed with the needs of the clients in mind.





#### DAVID AND KELLIE LONG

David Long / Co-Founder and CEO, Orangetheory Fitness Kellie Long / Entrepreneur Pictured with daughter, Sadie Long

"Our First Republic banker came to our home when we had a tight deadline. Talk about exceptional service."

DELRAY BEACH, FLORIDA

As Co-Founder and CEO of Orangetheory Fitness, Dave Long is living his dream of spreading health and wellness on a global scale. To do this successfully, he and his entrepreneurial wife Kellie know that achieving a work / life balance had to be their top priority. Meeting the demands of business and two young daughters might be the toughest job this power couple has taken on yet — but they're up to the challenge. To help lighten the load, the Longs' dedicated team at First Republic finds every opportunity to respond to their banking needs in a fast, friendly manner. Being there for this busy family is all part of the commitment the Bank made when they first became clients — and one it will continue to keep for years to come.



CANDACE NEAL

Attorney / San Francisco

"First Republic has an amazing Eagle Community Loan Program. They put my needs first — and that was a game-changer for me."

OAKLAND, CALIFORNIA

Candace Neal knows opportunity when she sees it. So when the chance to purchase her first home presented itself, she didn't hesitate. Little did she know that she would discover unknown water issues which required extensive — and expensive — repairs. But then a colleague referred her to First Republic, and Candace took another step forward. Working with her personal banker, she refinanced her loan and was able to lower her mortgage payments. Candace appreciates knowing the Bank is constantly on the lookout for opportunities that are tailor-made to her unique needs. As a result, Candace now happily refers friends to the Bank.

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#### RIVERDALE COUNTRY SCHOOL

Dominic A.A. Randolph / Head of School (left)
Dan Schultz / Director of Finance and Operations (right)

"First Republic's expertise in tax-exempt lending is unlike anything we've ever experienced. They truly understand what it takes for us to make our vision for the school a day-to-day reality."

BRONX, NEW YORK

Located just minutes from Manhattan is Riverdale Country School, an independent institution dedicated to developing minds, building character and creating community. Founded in 1907, the school recently embarked on an extensive, three-phase construction project. From the start, Riverdale Country School knew such an undertaking would be a challenge. But in drawing upon First Republic's extensive experience guiding independent schools through tax-exempt financing, it was able to complete the funding process with ease. Riverdale Country School looks forward to working further with the Bank to enhance its campuses and provide another century of innovative education that prepares students to be citizens of the world.





#### Duane and Barbara McDougall

Duane McDougall / Former CEO, Willamette Industries Barbara McDougall

"Why First Republic Trust Company? Easy: incredible service, all of the time."

PORTLAND, OREGON AND RANCHO MIRAGE, CALIFORNIA

To say that Duane and Barbara McDougall are a couple on-the-go is an understatement. In between keeping up with their three children, four grandchildren, numerous public and community board responsibilities, and close-knit friends in Portland and Rancho Mirage, there's little time for anything else. So when it came to establishing trusts for their children and grandchildren (and managing those trusts over the long haul), Duane and Barbara turned to First Republic knowing that the Bank would help them make all the right moves. Today, the McDougalls continue to place their trust in First Republic as they serve their communities and enjoy time with friends and family.



#### JOHN AND KARI BOILER

John Boiler / Founder and CEO, 72andSunny Kari Boiler / Founder, Kari Boiler LLC

"We've always enjoyed the shorthand that comes with having a long-standing relationship with First Republic — they know us and our business, inside and out."

#### MANHATTAN BEACH, CALIFORNIA

When John Boiler decided to open his own advertising agency, he knew that it would need two things in order to be successful: At the heart of the agency, a spirit of collaboration. And in its soul, a dedication to the art of storytelling. Today, 72andSunny is an award-winning agency that serves some of the world's most influential brands. For over a decade, First Republic has been the agency's financial backbone, there to ensure its heart and soul can thrive. Small wonder, then, that John and his wife Kari have relied on the Bank to look after their personal finances as well. In First Republic, the Boilers have found a collaborative partner to help them write a success story that will be told for many years to come.

# "Client care and service is our only business."

#### Jim Herbert

Chairman and Chief Executive Officer (Founding)

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### FULL-SERVICE PRIVATE BANKING, PRIVATE BUSINESS BANKING AND PRIVATE WEALTH MANAGEMENT



#### THE FIRST REPUBLIC DIFFERENCE

What sets First Republic apart is our unwavering commitment to exceptional client service. Each of our clients benefits from having a single point of contact who coordinates all relationships within the organization — and who personally refers clients to colleagues as needed. At First Republic, our goal is to build long-term, rewarding relationships with our clients.

#### PRIVATE BANKING

Our full suite of private banking services are designed to address our clients' complete financial picture and help them achieve their personal goals. To accomplish this, every private banking client works with a personal banker who knows them by name and serves as a single point of contact for all of their deposit and lending needs. At First Republic, our primary source of new clients is through referrals from satisfied existing clients.

A distinctive brand of Private Banking includes:

- · A client-first approach based on advice and solutions not products
- Full-service banking on both coasts, including convenient Banking Online, flexible Bill Pay and no access fees at virtually all ATMs around the world. With our ATM Rebate Checking account, we even rebate access fees charged by other banks whenever our clients use their ATMs.
- · A commitment to ensuring our clients' financial safety and privacy remains at the forefront of everything we do

#### PRIVATE BUSINESS BANKING

Our professional business bankers provide the same personalized and highly responsive service to the business community as we do to personal banking clients. That's why we call it Private Business Banking.

Specialized services offered for:

- Accounting Firms
- Business Management Firms
- · Engineering Services
- Family Offices
- · Independent Schools
- Investment Management Firms
- Law Firms

- Medical Practices
- · Motion Picture and TV Production
- Nonprofits
- Private Clubs
- Private Equity Funds/Firms
- · Private Yachts and Aircraft
- Property Management Firms

- · Real Estate Investors
- Small Businesses
- · Technology Firms
- · Venture Capital Funds/Firms
- Wineries

#### PRIVATE WEALTH MANAGEMENT

First Republic Private Wealth Management offers customized investment management, trust and brokerage services for individuals, trusts, endowments and organizations.

Wealth Management services include:

- · Portfolio Management
- Financial and Estate Planning
  - state i laililling
- Manager Selection

Trust Administration and Custody
 Insurance Services

· Comprehensive Brokerage Services

Banking products and services are provided by First Republic Bank, Member FDIC and Equal Housing Lender 😑

Investment Advisory services are provided by First Republic Investment Management, Inc. Trust services are provided by First Republic Trust Company and First Republic Trust Company of Delaware LLC. Brokerage services are offered through First Republic Securities Company, LLC, Member FINRA/SIPC.

Insurance services are provided through First Republic Securities Company, LLC, Member FINRA/SIPC, DBA Grand Eagle Insurance Services, LLC. CA Insurance License # 0113184.

Investment, Insurance and Advisory Products and Services are Not FDIC Insured, Not Guaranteed and May Lose Value.

66. FIRST REPUBLIC BANK / 2016 67.

#### COMPLETE PRODUCTS AND SERVICES

RESIDENTIAL LENDING	<ul> <li>Single Family Mortgages</li> <li>Vacation Home Mortgages</li> <li>Co-Op and Condominium Loans</li> <li>Home Equity Lines of Credit</li> </ul>	<ul> <li>Bridge Loans</li> <li>All-in-One, Construction-to-Permanent Loans</li> <li>Eagle Community Loan Program*</li> </ul>
COMMERCIAL REAL ESTATE LENDING	<ul><li>Apartment Building Loans</li><li>Mixed-Use Building Loans</li></ul>	Commercial Real Estate Loans     Construction and Renovation Loans
PERSONAL LENDING	<ul> <li>Stock/Bond Secured Loans</li> <li>Unsecured Loans</li> <li>Streamlined Loans and Lines of Credit (Eagle Gold)</li> <li>Overdraft Lines of Credit</li> </ul>	<ul> <li>Student Loan Refinancing (Eagle Gold All-in-One)**</li> <li>Loan Programs for Employee Capital Call and Partnership Buy-Ins</li> <li>Aircraft and Marine Financing</li> </ul>
PRIVATE BUSINESS BANKING	<ul> <li>Lines of Credit</li> <li>Term Loans</li> <li>Lending to Nonprofits</li> <li>Owner-User Commercial Real Estate Loans</li> <li>Streamlined Small Business Lending (Eagle One)</li> <li>Capital Call Lines</li> <li>Loan Programs for Employee Capital Call and Partnership Buy-Ins</li> <li>Standby Letters of Credit</li> <li>Foreign Exchange</li> <li>Private Yacht and Aircraft Financing</li> <li>Winery and Vineyard Lending</li> <li>Motion Picture and TV Financing</li> <li>Simplified Business Checking</li> </ul>	<ul> <li>Mobile Banking</li> <li>Corporate Online Banking and Bill Pay</li> <li>Business Interest Checking</li> <li>Business Analyzed Checking</li> <li>Business Money Market Accounts</li> <li>Attorney Trust Accounts (IOLTA, IOTA, IOLA)</li> <li>Business Debit Card</li> <li>Armored Car/Cash Services</li> <li>Multi-Client Management Accounts</li> <li>Custody and Business Escrow Services</li> <li>On-Site ATM Installation and Maintenance</li> <li>Remote Deposit Services</li> <li>Lockbox Services Nationwide</li> <li>Funds Transfer and ACH Services</li> <li>Positive Pay and Payee Positive Pay Services</li> </ul>
DEPOSIT SERVICES	<ul> <li>ATM Rebate Checking***</li> <li>Classic Checking</li> <li>Basic Checking</li> <li>Money Market Checking</li> <li>Money Market Savings</li> <li>Passbook Savings</li> </ul>	<ul> <li>Certificates of Deposit</li> <li>Traditional, Roth and SEP IRAs</li> <li>Banking Online</li> <li>Online Bill Pay</li> <li>Mobile Banking and Mobile Check Deposit</li> <li>Foreign Exchange</li> </ul>

- \* A relationship manager can provide details and determine if a property is eligible for the Eagle Community Loan Program.
- \*\* This product is not a student loan and may remove privileges and benefits associated with existing student loans.
- \*\*\* Domestic and foreign country ATM access fees are rebated at the end of the monthly cycle. Foreign currency conversion and other usage fees vary by country and network and are not included in the rebated ATM access fees.





## INVESTMENT MANAGEMENT SERVICES

- Equity Management
- Fixed-Income Management
   Alternative Investments: Private Equity, Private Real Estate, Credit, Special Situations and Hedge Funds\*
- Cash Management

- Endowment Investment Management and Consulting
- Financial Planning
- Environmental, Social and Governance Investing
- 401(k) Plan Management

#### BROKERAGE SERVICES

- Full-Service and Online Brokerage Services
- Equities and Mutual Funds
- Money Market Mutual Funds
- · Treasury Bills/Bonds
- Agency Discount Notes
- Municipal Notes/Bonds
- Corporate Bonds
- Brokerage CDs

- Commercial Paper
- Margin Loans
- Equity Compensation Plans
- 10b5-1 Plans for Corporate Executives
- Hedging Strategies for Concentrated Stock Positions
- FDIC-Insured Sweep Accounts
- Option Exercise Programs

#### TRUST SERVICES

- Personal Trust Services With Open Architecture
- Trustee of Revocable, Irrevocable and Testamentary Trusts
- Estate Settlement/Executor Services
- Custody Services
- Business Escrow Services
- Independent and Objective Reporting
- Delaware Trust Office

#### INSURANCE SERVICES

- Open Architecture Access to Top Carriers and Best-in-Class Products
- Permanent Life Insurance Products for Estate, Business Planning and Tax-Deferred Cash Accumulation
- Private Placement Life and Annuity Products, Offering Alternative Investments
- Disability Products for High-Income Executives and Professional Services Firms
- · Specialty and Hybrid Long-Term Care Products

Investment Advisory services are provided by First Republic Investment Management, Inc. Trust services are provided by First Republic Trust Company and First Republic Trust Company of Delaware LLC. Brokerage services are offered through First Republic Securities Company, LLC, Member FINRA/SIPC.

Insurance services are provided through First Republic Securities Company, LLC, Member FINRA/SIPC, DBA Grand Eagle Insurance Services, LLC, CA Insurance License # 0I13184.

Investment, Insurance and Advisory Products and Services are Not FDIC Insured, Not Guaranteed and May Lose Value.

<sup>\*</sup> These products are offered to clients who meet certain eligibility and suitability requirements.

## OUR LATEST OFFERING



At the end of 2016 we acquired Gradifi, the leading provider of employer-sponsored student loan repayment benefit plans. After offering this benefit to our employees through Gradifi, and witnessing their extraordinarily positive reactions, we wanted to do more — so we purchased the company.

# We were simply that impressed.

Top performing companies need to attract and retain best-in-class talent, and also need innovative approaches to address the comprehensive financial health of their employees. Gradifi's platform is secure and easy-to-use. Its client-focused approach, both for the employer and employee, is commensurate with First Republic's extraordinary service. In the United States, 44 million borrowers with \$1.3 trillion in student loan debt stand to benefit.\* Gradifi is the leading provider of this service — and the opportunity is tremendous.

Learn more:
gradifi.com

\* Source: Federal Reserve Bank of New York "This innovative benefit has been enormously well-received by our employees and we are very appreciative of our partnership with Gradifi."



Frank Steinert
Chief Human Resources Officer,
Penguin Random House

"After extensive due diligence, we endorse Gradifi as the provider of student loan repayment benefit plans."

American Bankers Association February 1, 2017

"Gradifi has a solution for the \$1.3 trillion student loan debt crisis."

Forbes

October 29, 2015

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# FINANCIAL SUMMARY / 2016

# Consolidated Statement of Income

in thousands, except per share amounts

YEAR ENDED DECEMBER 31	2016	2015	2014
Interest income:			
Loans	\$ 1,573,403	\$ 1,361,654	\$ 1,271,562
Investments	378,719	268,682	189,630
Other	19,266	27,464	18,106
Cash and cash equivalents	9,485	6,292	3,711
Total interest income	1,980,873	1,664,092	1,483,009
Interest expense:			
Deposits	73,765	61,072	60,454
Borrowings	89,946	86,357	91,795
Total interest expense	163,711	147,429	152,249
Net interest income	1,817,162	1,516,663	1,330,760
Provision for loan losses	47,192	55,439	56,486
Net interest income after provision for loan losses	1,769,970	1,461,224	1,274,274
Noninterest income:			
Investment management fees	224,626	178,738	147,840
Brokerage and investment fees	31,868	19,659	14,404
Trust fees	12,365	10,745	10,483
Foreign exchange fee income	22,406	22,517	19,552
Deposit fees	20,699	19,311	18,468
Gain on sale of loans	4,828	9,725	35,515
Loan servicing fees, net	13,465	13,040	9,701
Loan and related fees	14,097	12,393	8,658
Income from investments in life insurance	48,119	35,474	29,558
Gain on investment securities, net	1,055	821	21,837
Other income	1,284	2,630	2,339
Total noninterest income	394,812	325,053	318,355
Noninterest expense:	700.005	500 500	400.044
Salaries and employee benefits	763,625	596,593	490,341
Information systems	153,207	119,114	95,387
Occupancy	119,139	106,856	98,466
Professional fees	52,740	73,022	53,429
FDIC assessments	44,200	35,250	31,294
Advertising and marketing	32,783	25,562	25,703
Amortization of intangibles	25,002	21,760	22,744
Other expenses  Total noninterest expense	146,490 1,337,186	117,452 1,095,609	105,382 922,746
•	827,596	690,668	669,883
Income before provision for income taxes	154,168	168,523	182,877
Provision for income taxes  Net income	673,428	522,145	487,006
Dividends on preferred stock	68,589	58,928	55,556
Net income available to common shareholders	\$ 604,839	\$ 463,217	\$ 431,450
Basic earnings per common share	\$ 4.07	\$ 3.27	\$ 3.16
Diluted earnings per common share	\$ 3.93	\$ 3.18	\$ 3.07
Dividends per common share	\$ 0.63	\$ 0.59	\$ 0.54
Weighted average shares—basic	148,752	141,689	136,420
Weighted average shares—diluted	154,095	145,510	140,497

See notes to consolidated financial statements in our Annual Report on Form 10-K.

# CONSOLIDATED BALANCE SHEET

dollars in thousands

#### ASSETS

AS OF DECEMBER 31	2016	2015
Cash and cash equivalents	\$ 2,107,722	\$ 1,131,110
Securities purchased under agreements to resell	100	100
Investment securities:		
Investment securities available-for-sale	2,007,258	2,910,801
Investment securities held-to-maturity	13,150,157	7,540,678
Total investment securities	15,157,415	10,451,479
Loans:		
Single family (1-4 units)	26,234,768	23,092,346
Home equity lines of credit	2,622,231	2,370,188
Multifamily (5+ units)	6,688,203	5,371,484
Commercial real estate	5,484,620	4,462,834
Single family construction	496,631	436,774
Multifamily/commercial construction	929,076	693,364
Business	6,886,816	6,232,378
Stock secured	821,708	521,005
Other secured	723,250	541,637
Unsecured	1,130,614	423,795
Total loans	52,017,917	44,145,805
Less:		
Net unaccreted discount	(75,975)	(108,499)
Net deferred fees and costs	66,375	46,263
Allowance for loan losses	(306,398)	(261,058)
Loans, net	51,701,919	43,822,511
Loans held for sale	407,226	48,681
Investments in life insurance	1,273,172	1,168,596
Tax credit investments	1,121,416	1,006,836
Prepaid expenses and other assets	923,224	817,410
Premises, equipment and leasehold improvements, net	207,592	172,008
Goodwill	203,177	171,616
Other intangible assets	112,399	137,400
Mortgage servicing rights	62,410	53,538
Total Assets	\$ 73,277,772	\$ 58,981,285

See notes to consolidated financial statements in our Annual Report on Form 10-K.

# LIABILITIES AND EQUITY

AS OF DECEMBER 31	2016	2015
La Laboratoria de la Carta de		
Liabilities:		
Deposits:	¢ 22 740 202	φ 10 0E0 007
Noninterest-bearing checking	\$ 22,740,303	\$ 18,252,007
Interest-bearing checking	14,575,890	12,027,363
Money market checking	7,969,787	5,756,821
Money market savings and passbooks	8,203,340	7,270,396
Certificates of deposit	5,113,061	4,586,878
Total deposits	58,602,381	47,893,465
Short-term borrowings	100,000	100,000
Long-term FHLB advances	5,900,000	4,000,000
Senior notes	397,955	397,159
Subordinated notes	387,380	_
Debt related to variable interest entities	25,973	29,643
Other liabilities	955,431	855,335
Total Liabilities	66,369,120	53,275,602
Shareholders' Equity:		
Preferred stock, \$0.01 par value per share;		
1,139,525 and 989,525 shares issued and outstanding	1,139,525	989,525
Common stock, \$0.01 par value per share;		
154,292,487 and 146,109,790 shares issued and outstanding	1,543	1,461
Additional paid-in capital	3,301,705	2,770,265
Retained earnings	2,459,540	1,949,652
Accumulated other comprehensive income (loss)	6,339	(5,220)
Total Shareholders' Equity	6,908,652	5,705,683
Total Liabilities and Shareholders' Equity	\$ 73,277,772	\$ 58,981,285

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## FIRST REPUBLIC COMMON AND PREFERRED STOCK

First Republic Bank's Common Stock is traded on the New York Stock Exchange ("NYSE") under the symbol FRC. At December 31, 2016, the Bank believes that its shares are held beneficially by approximately 110,000 shareholders.

First Republic Bank's issues of Preferred Stock trade as depositary shares on NYSE under the symbols FRCPrB for the Series B, FRCPrC for the Series C, FRCPrD for the Series D, FRCPrE for the Series E, FRCPrF for the Series F and FRCPrG for the Series G. The Bank's Series A Preferred Stock (FRCPrA) was redeemed on January 30, 2017.

#### Additional Information and Where to Find it

In accordance with the Securities Exchange Act of 1934 (the "Exchange Act"), First Republic files annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K, proxy statements for the annual meeting of shareholders and other information with the FDIC, copies of which are available on the FDIC website at https://efr.fdic.gov/fcxweb/efr/index.html, in the Investor Relations section of our website at firstrepublic.com or upon written or telephone request to us at the following address: First Republic Bank Investor Relations, 111 Pine Street, San Francisco, CA 94111, (415) 392-1400.

# FORWARD-LOOKING STATEMENTS

This document contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Statements in this document that are not historical facts are hereby identified as "forward-looking statements" for the purpose of the safe harbor provided by Section 21E of the Exchange Act. Any statements about our expectations, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance are not historical facts and may be forward-looking. These statements are often, but not always, made through the use of words or phrases such as "anticipates," "believes," "can," "could," "may," "predicts," "potential," "should," "will," "estimates," "plans," "projects," "continuing," "ongoing," "expects," "intends" and similar words or phrases. Accordingly, these statements are only predictions and involve estimates, known and unknown risks, assumptions and uncertainties that could cause actual results to differ materially from those expressed in them. Our actual results could differ materially from those anticipated in such forward-looking statements as a result of risks and uncertainties more fully described in the risk factors in our 2016 Annual Report on Form 10-K.

Forward-looking statements involving such risks and uncertainties include, but are not limited to, statements regarding: projections of loans, assets, deposits, liabilities, revenues, expenses, tax liabilities, net income, capital expenditures, liquidity, dividends, capital structure, investments or other financial items; expectations regarding the banking and wealth management industries; descriptions of plans or objectives of management for future operations, products or services; forecasts of future economic conditions generally and in our market areas in particular, which

may affect the ability of borrowers to repay their loans and the value of real property or other property held as collateral for such loans; our opportunities for growth and our plans for expansion (including opening new offices); expectations about the performance of any new offices; projections about loan premiums or discounts and about the amount of intangible assets, as well as amortization of recorded amounts; future provisions for loan losses, changes in nonperforming assets, impairment of investments and our allowance for loan losses; projections about future levels of loan originations or loan repayments; projections regarding costs, including the impact on our efficiency ratio; and descriptions of assumptions underlying or relating to any of the foregoing. Factors that could cause actual results to differ from those discussed in the forward-looking statements include, but are not limited to: significant competition to attract and retain banking and wealth management customers, from both traditional and nontraditional financial services and technology companies; our ability to recruit and retain key managers, employees and board members; the possibility of earthquakes and other natural disasters affecting the markets in which we operate; interest rate risk and credit risk; our ability to maintain and follow high underwriting standards; economic and market conditions affecting the valuation of our investment securities portfolio, which could result in otherthan-temporary impairment if the general economy deteriorates, credit ratings decline, the financial condition of issuers deteriorates, interest rates increase or the liquidity for securities is limited; real estate prices generally and in our markets; our geographic and product concentrations; demand for our products and services; the regulatory environment in which we operate, our regulatory compliance and future regulatory requirements; the phase-in of the final capital rules regarding the Basel Committee's "Basel III" December 2010 framework, changes to the definitions and components of regulatory capital and a new approach for risk-weighted assets; legislative and regulatory actions affecting us and the financial services industry, such as the Dodd-Frank Wall Street Reform and Consumer Protection Act, including increased compliance costs, limitations on activities and requirements to hold additional capital; our ability to avoid litigation and its associated costs and liabilities; the impact of new accounting standards; future FDIC special assessments or changes to regular assessments; fraud, cybersecurity and privacy risks; and custom technology preferences of our customers and our ability to successfully execute on initiatives relating to enhancements of our technology infrastructure, including client-facing systems and applications.

For a discussion of these and other risks and uncertainties, see the risk factors in our 2016 Annual Report on Form 10-K and any subsequent reports filed by First Republic under the Exchange Act. These filings are available in the Investor Relations section of our website. All forward-looking statements are necessarily only estimates of future results, and there can be no assurance that actual results will not differ materially from expectations, and, therefore, you are cautioned not to place undue reliance on such statements. Any forward-looking statements are qualified in their entirety by reference to the factors discussed throughout this document and in our 2016 Annual Report on Form 10-K. Further, any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made or to reflect the occurrence of unanticipated events.

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# Affordable Housing Children Education Health and Welfare The Arts

At First Republic, giving back to our communities is a part of who we are. Since 1985, we have consistently contributed time, support and money to nonprofit organizations across the country.

Join us in celebrating three such outstanding organizations with which we have the privilege of working. We salute their dedication and delight in watching these organizations make a meaningful impact on their communities.



# La Cocina

SAN FRANCISCO, CALIFORNIA

La Cocina nurtures food entrepreneurs. Launched in 2005 by The Women's Foundation of California, La Cocina provides local, subsidized commercial kitchen space, handson technical assistance and retail opportunities to low-income individuals — primarily female immigrants — to enter the food business as entrepreneurs. The program teaches the skills necessary to start a business: marketing, product, operations and finance. Since inception, 30 businesses have emerged from what many consider to be the most important food organization in San Francisco. Each business infuses the community with jobs and flavorful culinary experiences. The businesses of La Cocina sell their products locally, regionally, nationally and internationally.



# Cristo Rey New York

NEW YORK, NEW YORK

Cristo Rey New York promotes career mentorship and financial education through its Corporate Work Study Program (CWSP). In the CWSP, which runs concurrently with the school year, students from low-income families work one day a week in entry-level positions to gain firsthand work experience and learn the value of hard work, responsibility and ambition. Over the course of the program, students directly contribute toward their education, earning up to 45 percent of their tuition. Last year, CWSP students worked with 136 companies across 24 different sectors, adding value to their communities and preparing for their next chapter.



# SEO SCHOLARS

SAN FRANCISCO, CALIFORNIA AND NEW YORK, NEW YORK

Sponsors for Educational Opportunity (SEO) believes in the power of education to break the cycle of poverty. Its free, eight-year academic program provides supplemental education and mentoring to underserved public high school students to get them to — and through — college. While attending high school, SEO Scholars receive over 700 hours of additional instruction in English and math. And in college, Scholars enjoy ongoing, one-on-one academic, personal and career support. The result: 90 percent graduate from college, with 87 percent becoming first-generation college graduates.

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# Investing in Our Communities



First Republic's commitment to the community encompasses a wide variety of areas: from community lending to our financial literacy educational programs. Below is a brief summary of just some of our efforts to support and engage our local communities.

 $^{\$}3.4_{\text{BILLION}}$ 

Originated over 1,500 low- to moderate-income community development loans<sup>1</sup>

14.6%

Percentage of single family home loans funded by unit to low- to moderate-income borrowers<sup>2</sup>

\$1.4 BILLION

Amount committed to lowincome housing tax credit investments<sup>3</sup>

38%

Percentage of loans to nonprofit organizations in our Business Banking loan portfolio<sup>3</sup>

25%

Percentage of small business loans in low- to moderate-income census tracts<sup>4</sup>

 $6400_{\text{HOURS}}$ 

Hours volunteered by First Republic employees through our formal, paid Employee Volunteer Program<sup>5</sup>

- 1) Loans originated from 2011 through November 30, 2016, the most recent reportable time period
- 2) Most recent data available, as determined by Home Mortgage Disclosure Act data ("HMDA")
- 3) As of December 31, 2016
- 4) For loans funded in 2015, the most recent reportable time period; percentage calculated by number of loans
- 5) For the year 2016

## COMMUNITY ADVISORY BOARD

First Republic's Community Advisory Board, comprised of five recognized and highly respected community leaders, is a key part of our outreach. The Community Advisory Board offers advice and strategic guidance on initiatives related to affordable housing, financial empowerment and small business and economic development. Ms. Bautista is President and CEO of the National Asian American Coalition (NAAC) and CEO of the National Diversity Coalition (NDC). She is a champion of the underserved, reaching out to communities that have traditionally been left out of homeownership, small business and financial literacy. She is an advisory member on the boards of CUDC, CIT, Banc of California and Royal Business Bank. Formerly, she was a member of the Office of Thrift Supervision's Minority Depository Institutions Advisory Committee and sat on the Low-Income Oversight Board for the California Public Utilities Commission.



FAITH BAUTISTA Board Chair

Mr. Bryant is Founder, Chairman and CEO of Operation HOPE; Chairman and CEO of Bryant Group Ventures; and Co-Founder of Global Dignity. He is a member of the founding class of The Forum of Young Global Leaders, and founding member of Clinton Global Initiative. Mr. Bryant has received over 500 notable awards and citations for his work, including being recognized as one of Time magazine's "50 Leaders for the Future" and the 2016 "Innovator of the Year" by American Banker magazine. He is the author of bestsellers How the Poor Can Save Capitalism: Rebuilding the Path to the Middle Class and LOVE LEADERSHIP: The New Way to Lead in a Fear-Based World.



JOHN HOPE BRYANT Board Member

Ms. Jensen is President and CEO of Habitat for Humanity East Bay/Silicon Valley and serves on the board of directors for Silicon Valley@Home, Habitat for Humanity California State Support Organization and California Housing Consortium (board of governors). She is Vice Chair of Habitat for Humanity International's U.S. Council, serves on several national committees, and chairs Habitat California's statewide Legislative Committee. Ms. Jensen's experience spans 25 years with expertise in nonprofit management primarily in the fields of healthcare and affordable housing.



JANICE JENSEN Board Member

Mr. Monzon is a founding member, and serves as Board President, for the Montebello Housing Development Corporation (MHDC). He is Board President of the Bella Monte Homes LLC, Board Secretary of the Montebello Rotary Foundation, Treasurer of the Pasadena Altadena Coalition of Transformative Leaders and former President of the Pasadena Management Association. Mr. Monzon is the National Council of La Raza's (NCLR) Affiliate Council Representative for California, and serves on numerous other boards in his community. His awards include the Panther Advocacy Award (2012) and NCLR Champions of Homeownership (2015).



ROBERT MONZON Board Member

Ms. Viek is CEO of CAMEO, the California Association for Micro Enterprise Opportunity, and a pioneer in micro-enterprise and business incubation in California. She is recognized as a thought leader for microbusiness and her ideas have been published in outlets such as Huffington Post, American Banker and The Washington Post. She is the founder and former Executive Director of the Renaissance Entrepreneurship Center in San Francisco, a board member of the Association for Enterprise Opportunity, and serves on the MUFG Union Bank Community Advisory Board. Her awards include the Small Business Administration's "Women in Business Champion of the Year."



CLAUDIA VIEK Board Member

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#### EXECUTIVE LEADERSHIP

We are very pleased with the depth and experience of our leadership team. The guidance at the top is well-balanced with extensive institutional knowledge, outside input and innovative approaches to challenges and opportunities.

What follows on this page and the next are biographies of our executive team and Board of Directors.



JAMES H. HERBERT, II, 72, Chairman and Chief Executive Officer (Founding)

Mr. Herbert founded First Republic Bank as CEO in 1985. Previously, he was the Founding President, Chief Executive Officer and a director of San Francisco Bancorp from 1980-1985. Mr. Herbert is a trustee of Babson College, San Francisco Ballet Association (Chair and Co-Chair, 2002-2008) and Joyce Theater of New York. He is also a director of Lincoln Center for the Performing Arts, New York, and The BASIC Fund. B.S., 1966, Babson College; M.B.A., 1969, New York University; Harvard Business School CEO Presidents' Seminar Graduate.



HAFIZE GAYE ERKAN, 37, Executive Vice President, Chief Deposit Officer and Chief Investment Officer

Ms. Erkan joined First Republic in 2014 as Chief Investment Officer and Co-Chief Risk Officer and was appointed Chief Deposit Officer effective January 1, 2016. She is responsible for managing the Bank's investment portfolio and oversees the Bank's deposit gathering franchise. Additionally, Ms. Erkan oversees banking activities in the New York and Boston regions. Prior to First Republic, she worked for Goldman Sachs where she was the Managing Director and Head of Financial Institutions Group Strats. B.Sc., 2001, Bogazici University (Turkey); Ph.D., 2005, Princeton University; Harvard Business School Advanced Management Program, 2015; Stanford Graduate School of Business Executive Program in Leadership, 2016.



JASON C. BENDER, 47, Executive Vice President and Chief Operating Officer

Mr. Bender has been with First Republic since 1999, and managed the Bank's finance department for over a decade before being appointed Chief Administrative Officer on January 1, 2013. Effective January 1, 2016, he was appointed Chief Operating Officer and is responsible for the overall operations of deposits and lending, strategic planning, enterprise data, online banking and related digital activities, and secondary loan marketing. He oversees banking activities in the Orange County and San Diego regions. B.A., 1992, Swarthmore College; M.B.A., 1999, Stanford Graduate School of Business; Harvard Business School Advanced Management Program, 2014.



ROBERT L. THORNTON, 59, Executive Vice President of First Republic Bank and President of First Republic Private Wealth Management

Mr. Thornton joined First Republic in 2004 and currently serves as President of First Republic Investment Management and President of First Republic Private Wealth Management. He became Executive Vice President of First Republic Bank in 2015 and oversees banking activities for the Los Angeles and Palm Beach regions. Prior to joining First Republic, Mr. Thornton held senior roles at Goldman Sachs, Credit Suisse and Deutsche Bank over a 20 year period. B.A. 1980, Duke University; J.D., 1983, Columbia Law School; Stanford Graduate School of Business Executive Program, 2014.

#### MICHAEL D. SELFRIDGE, 49, Senior Executive Vice President and Chief Banking Officer

Mr. Selfridge joined First Republic in 2012. He was appointed Deputy Chief Operating Officer in January 2013, Chief Operating Officer in February 2014, and Chief Banking Officer effective January 1, 2016. As Chief Banking Officer, he is responsible overall for Private Banking, Business Banking and Information Technology. Prior to joining First Republic, he was Head of U.S. Regional Banking at Silicon Valley Bank. He serves on the Board of Directors of Catholic Charities of San Francisco. B.S., 1989, California Polytechnic State University, San Luis Obispo; M.B.A., 1995, University of San Francisco; Harvard Business School Advanced Management Program, 2013.



#### MICHAEL J. ROFFLER, 46, Executive Vice President and Chief Financial Officer

Mr. Roffler joined First Republic in November 2009 as Deputy Chief Financial Officer and was appointed Executive Vice President and Chief Financial Officer on January 1, 2015. Prior to joining the Bank, Mr. Roffler was a Certified Public Accountant with KPMG LLP for 16 years, five of which were as an audit partner. B.S., 1993, Marquette University; Stanford Graduate School of Business Executive Program, 2013.



#### DAVID B. LICHTMAN, 53, Executive Vice President and Chief Credit Officer

Mr. Lichtman has been with First Republic since 1986, and has held positions in various phases of lending operations at the Bank. Mr. Lichtman was appointed Chief Credit Officer in 1995. In the role of Chief Credit Officer, he is responsible for promoting the Bank's credit culture focused on safe and disciplined lending standards and practices. B.A., 1985, Vassar College; M.B.A., 1990, University of California, Berkeley.



#### MOLLIE M. RICHARDSON, 38, Executive Vice President, Chief Administrative Officer and Chief People Officer

Ms. Richardson joined First Republic in 2003 and was appointed Chief Administrative Officer on January 1, 2016 and Chief People Officer in November 2016. Ms. Richardson oversees human resources, enterprise collaboration, facilities/administrative services, Eagle Lending and various bank-wide initiatives. Ms. Richardson previously served as Deputy Chief Administrative Officer and head of Board and Investor Relations at First Republic. She is Co-Chair of the Network for Teaching Entrepreneurship, Bay Area. B.A., 2001, Sonoma State University; Harvard Business School Advanced Management Program, 2013.



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#### BOARD OF DIRECTORS



JAMES H. HERBERT, II, 72, Chairman, Chief Executive Officer (Founding) and Board Member

Mr. Herbert founded First Republic Bank as CEO in 1985. Previously, he was the Founding President, Chief Executive Officer and a director of San Francisco Bancorp from 1980-1985. Mr. Herbert is a trustee of Babson College, San Francisco Ballet Association (Chair and Co-Chair, 2002-2008) and Joyce Theater of New York. He is also a director of Lincoln Center for the Performing Arts, New York, and The BASIC Fund. B.S., 1966, Babson College; M.B.A., 1969, New York University; Harvard Business School CEO Presidents' Seminar Graduate.



#### KATHERINE AUGUST-DEWILDE, 69, Vice Chair and Board Member

Ms. August-deWilde was an executive at First Republic Bank from 1985-2015. She served as President from 2007 and as COO from 1996-2014. Previously, she was Senior Vice President and Chief Financial Officer at PMI Group. She serves on the public company boards of TriNet Group, Inc. and Sunrun, Inc. She also serves on the private company boards of Equilar, Inc. and Eventbrite. She is a member of the Advisory Council of the Stanford Center on Longevity and a member of the Stanford University Graduate School of Business Advisory Council. A.B., 1969, Goucher College; M.B.A., 1975, Stanford University.



#### THOMAS J. BARRACK, JR., 69, Board Member

Mr. Barrack is Executive Chairman of Colony NorthStar, Inc. He previously held the position of Founder and Executive Chairman of Colony Capital, Inc., the predecessor to Colony NorthStar. He served in the Reagan administration as Deputy Undersecretary of the Department of the Interior and was Chairman of the 58th Presidential Inaugural Committee. He is a trustee of the University of Southern California, sits on a variety of public and private boards, and was awarded France's Chevalier de la Légion d'honneur by President Nicolas Sarkozy. B.A., 1969, University of Southern California; J.D., 1972, University of San Diego.



#### FRANK J. FAHRENKOPF, JR., 77, Board Member

Mr. Fahrenkopf was President and CEO of the American Gaming Association for 18 years. He is of counsel in the Washington, D.C. law firm of Hogan Lovells. He is Co-Chairman of the Commission on Presidential Debates. From 1983 to 1989, he was Chairman of the Republican National Committee. He is a director of ten funds within the Gabelli Funds, LLC fund complex. He is also a director of Eldorado Resorts, Inc. and a member of the private company board of BMM International. B.A., 1962, University of Nevada, Reno; L.L.B., 1965, University of California, Berkeley.



#### L. MARTIN GIBBS, 79, Board Member

Mr. Gibbs is currently an investor who retired from his law practice in 2010. He previously represented First Republic from its inception through the end of 2009 and was a partner in the law firm of White & Case LLP, where he had a broad-based corporate legal practice with substantial experience in mergers and acquisitions, securitizations, real estate, private equity and banking transactions. A.B., 1959, Brown University; J.D., 1962, Columbia University School of Law.



#### BORIS GROYSBERG, 45, Board Member

Professor Groysberg teaches business administration in the Organizational Behavior unit at the Harvard Business School. He is the author of Chasing Stars: The Myth of Talent and the Portability of Performance, and co-author of Talk, Inc.: How Trusted Leaders Use Conversation to Power their Organizations and Wall Street Research: Past, Present, and Future. He has published more than 100 articles, notes and case studies on how firms develop and utilize their talent, and has won numerous awards for his research on managing human capital. B.S., 1994, New York University Stern School of Business; D.B.A., 2002, Harvard Business School.



#### SANDRA R. HERNÁNDEZ, M.D., 59, Board Member

Dr. Hernández is President and CEO of the California HealthCare Foundation, an independent foundation dedicated to improving the health of the people of California. Prior to joining CHCF, she was CEO of The San Francisco Foundation, which she led for 16 years. Dr. Hernández previously served as director of public health for the City and County of San Francisco and co-chaired San Francisco's Universal Healthcare Council. B.A., 1979, Yale University; M.D., 1984, Tufts School of Medicine; Senior Executives in State and Local Government certificate program, Harvard University's John F. Kennedy School of Government.

#### PAMELA J. JOYNER, 58, Board Member

Ms. Joyner is a Founding Partner of Avid Partners LLC, a strategic marketing consulting firm. Previously, she held senior positions at Bowman Capital Management LLC and Capital Guardian Trust Company. She is a Trustee Emeritus of Dartmouth College, a trustee of the Art Institute of Chicago, J. Paul Getty Trust and Tate Americas Foundation. She was Co-Chair of the San Francisco Ballet Association. B.A., 1979, Dartmouth College; M.B.A., 1984, Harvard University; M.A., Honorary Degree, 2001, Dartmouth College.



#### REYNOLD LEVY, 71, Board Member / Lead Outside Director

Mr. Levy is President of the Robin Hood Foundation. He was President of Lincoln Center for the Performing Arts from 2002-2013. Previously, he was President of the International Rescue Committee and a senior executive at AT&T. He is currently a consultant to nonprofits and individual benefactors. He is a fellow of the American Academy of Arts and Sciences and Chairman of the Board of the Charles H. Revson Foundation. B.A., 1966, Hobart College; M.A., 1969, University of Virginia; Ph.D., 1973, University of Virginia; J.D., 1973, Columbia University Law School.



#### JODY S. LINDELL, 65, Board Member

Ms. Lindell is President and CEO of S.G. Management Inc., an asset management company. She is a director of the Cooper Companies and a member of its Audit and Compensation Committees. She is also a director of PDL BioPharma and a member of its Audit and Corporate Governance Committees. Until 2000, Ms. Lindell was a partner with KPMG LLP. B.A., 1973, and M.B.A., 1975, Stanford University. Certified Public Accountant (inactive).



#### DUNCAN L. NIEDERAUER, 57, Board Member

Mr. Niederauer served as CEO of NYSE (2007-2014) and partner of Goldman Sachs. Currently he is a founding partner of the Mountain Top Advisory Group, and managing member of 555 Capital, an angel investment fund. He is a director of Realogy Holdings Corp. and Geox SpA, and sits on several additional boards, including the Congressional Medal of Honor Foundation, The American Ireland Fund and Colgate University. He and his wife Alison led the Newmark School's "Destination of Promise" campaign to build a school for children with autism and related disabilities. B.A., 1981, Colgate University, M.B.A., 1985, Emory University.



#### GEORGE G. C. PARKER, 78, Board Member

Mr. Parker is the Dean Witter Distinguished Professor of Finance, Emeritus, formerly Senior Associate Dean for Academic Affairs, Director of the MBA Program and Director of Executive Education at the Graduate School of Business, Stanford University. He serves on the board of directors of Colony NorthStar, Inc. and Threshold Pharmaceuticals, Inc. B.A., 1960, Haverford College; M.B.A., Ph.D., 1967, Stanford University.



#### Emeritus

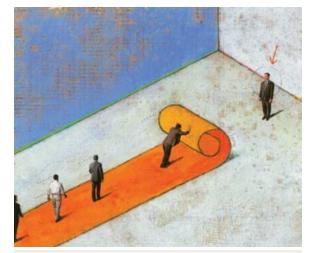
#### ROGER O. WALTHER, 81, Chairman Emeritus

Founding Chairman and member of Director's Loan Committee, Mr. Walther is Chairman of Tusker Corporation, a real estate management firm. He is a director of The Charles Schwab Corporation, a Chancellor's Associate and member of the Audit Committee of the UCSF Foundation, and a member of the Festival Napa Valley executive committee. B.S., 1958, United States Coast Guard Academy; M.B.A., 1961, Wharton School, University of Pennsylvania.



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# FIRST REPUBLIC VALUES



Do the Right Thing



Provide Extraordinary Service



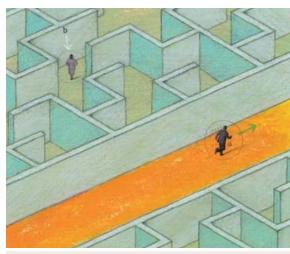
RESPECT THE TEAM



TAKE RESPONSIBILITY



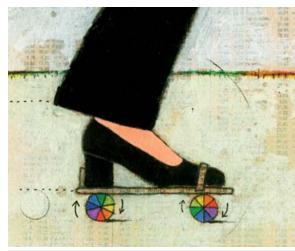
THINK POSITIVELY



Move Forward, Move Fast



Grow



Have Fun

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## LOCATIONS













#### NORTHERN CALIFORNIA

#### San Francisco

101 Pine Street (at Front Street)
San Francisco, California 94111
(415) 392-1400; (800) 392-1400
San Francisco, Califo

One Embarcadero Center Street Level (at Front Street) San Francisco, California 94111 (415) 398-8880

44 Montgomery Street (at Sutter Street) San Francisco, California 94104 (415) 392-3888

1088 Stockton Street (at Jackson Street) San Francisco, California 94108 (415) 834-0888

1699 Van Ness Avenue (at Sacramento Street) San Francisco, California 94109 (415) 447-0888

The Presidio of San Francisco 558 Presidio Boulevard (at Letterman Drive) San Francisco, California 94129 (415) 561-2988

3533 California Street (in Laurel Village) San Francisco, California 94118 (415) 831-6688

6001 Geary Boulevard (at 24th Avenue) San Francisco, California 94121 (415) 751-3888

653 Irving Street (at 8th Avenue) San Francisco, California 94122 (415) 564-8881

1809 Irving Street (at 19th Avenue) San Francisco, California 94122 (415) 664-0888 279 West Portal Avenue (at 14th Avenue) San Francisco, California 94127 (415) 504-8799

Market Square 1355 Market Street, Suite 140 (at 9th Street) San Francisco, California 94103 (415) 487-0888

405 Howard Street, Suite 110 (at Fremont Street) San Francisco, California 94105 (415) 975-3877

Pine Street Extension One Front Street (at Market Street) San Francisco, California 94111 (415) 392-1400; (800) 392-1400

#### San Francisco Peninsula

139 South El Camino Real (at Murchison Drive) Millbrae, California 94030 (650) 692-6880

1155 California Drive (at Broadway) Burlingame, California 94010 (650) 579-2888

1111 South El Camino Real (at 12th Avenue) San Mateo, California 94402 (650) 571-8388; (888) 571-8388

776 El Camino Real (at Broadway) Redwood City, California 94063 (650) 216-8883

1215 El Camino Real (at Oak Grove Avenue) Menlo Park, California 94025 (650) 470-8888; (888) 907-6888 2550 Sand Hill Road, Suite 100 (at Monte Rosa Drive) Menlo Park, California 94025 (650) 233-8880

2275 El Camino Real (at Cambridge Avenue) Palo Alto, California 94306 (650) 329-8883; (866) 818-8883

400 South San Antonio Road (at Lyell Street) Los Altos, California 94022 (650) 559-8810; (877) 838-8989

201 West El Camino Real (at South Frances Street) Sunnyvale, California 94087 (408) 733-8881

10297 South De Anza Boulevard (at Rodrigues Avenue) Cupertino, California 95014 (408) 973-8881

1625 The Alameda (at Villa Avenue) San Jose, California 95126 (408) 999-0242

275 Los Gatos Saratoga Road (at Massol Avenue) Los Gatos, California 95030 (408) 395-2235

## San Francisco East Bay

2110 Mountain Boulevard (at Merced Avenue in Montclair) Oakland, California 94611 (510) 530-8881

224 Brookwood Road (at Camino Pablo) Orinda, California 94563 (925) 254-8993

1400 Civic Drive (at North Broadway) Walnut Creek, California 94596 (925) 256-6857 680 Hartz Avenue (at Railroad Avenue) Danville, California 94526 (925) 820-1777

3130 Crow Canyon Place (at Crow Canyon Road) San Ramon, California 94583 (925) 866-1414

249 Main Street (at Old Bernal Avenue) Pleasanton, California 94566 (925) 846-8811

211 South J Street (at 2nd Street) Livermore, California 94550 (925) 373-3811

#### Marin County

1218 Strawberry Village (at Redwood Highway Frontage Road) Mill Valley, California 94941 (415) 389-0880

1099 Fourth Street (at A Street) San Rafael, California 94901 (415) 485-3888; (800) 700-0388

#### Napa County

1753 Trancas Street (at Old California Way) Napa, California 94558 (707) 254-8600

999 Adams Street, Suite 401 (at Library Lane) St. Helena, California 94574 (707) 968-0988

#### Sonoma County

640 Third Street (at D Street) Santa Rosa, California 95404 (707) 544-8881; (888) 492-0888

#### SOUTHERN CALIFORNIA

#### Los Angeles

1888 Century Park East (north of Olympic in Century City) Los Angeles, California 90067 (310) 712-1888; (877) 743-7777

9593 Wilshire Boulevard (at Dayton Way) Beverly Hills, California 90212 (310) 288-0777; (800) 311-0777

11770 San Vicente Boulevard (at Gorham Ave. in Brentwood) Los Angeles, California 90049 (310) 820-1820

431 Wilshire Boulevard (at 5th Street) Santa Monica, California 90401 (310) 393-8889

12070 Ventura Boulevard (at Laurel Canyon Boulevard) Studio City, California 91604 (818) 752-4777

888 South Figueroa Street (at West 9th Street) Los Angeles, California 90017 (213) 239-8883

#### Santa Barbara

1200 State Street (at E Anapamu Street) Santa Barbara, California 93101 (805) 560-6883

## Palm Desert

73010 El Paseo (at Highway 74) Palm Desert, California 92260 (760) 776-8882

# Newport Beach

3991 MacArthur Boulevard (at Bowsprit Drive) Newport Beach, California 92660 (949) 756-8828; (888) 339-3088

2800 East Coast Highway (at Goldenrod Avenue) Corona del Mar, California 92625 (949) 721-0988; (888) 694-8337

#### San Diego County

1280 4th Avenue (at A Street) San Diego, California 92101 (619) 238-9088

8347 La Mesa Boulevard (at 3rd Street) La Mesa, California 91942 (619) 462-6700

1200 Prospect Street (at Ivanhoe Avenue) La Jolla, California 92037 (858) 454-8883; (888) 648-8878

1110 Camino Del Mar (north of 11th Street) Del Mar, California 92014 (858) 755-5600; (800) 221-9333

116 East Grand Avenue (at North Broadway) Escondido, California 92025 (760) 740-7000

12626 High Bluff Drive, Suite 400 (at Del Mar Heights Road) San Diego, California 92130 (858) 259-2795

#### OREGON

947 SW Broadway (at SW Salmon Street) Portland, Oregon 97205 (503) 525-8800

#### NEW YORK

Rockefeller Center 1230 Avenue of the Americas (at 48th Street) New York, New York 10020 (212) 459-9000; (877) 486-6700

Time Warner Center 10 Columbus Circle (at West 59th Street) New York, New York 10019 (212) 331-0088; (866) 309-8080

2160 Broadway (at 76th Street) New York, New York 10024 (212) 580-8588

148 East 79th Street (at Lexington Avenue) New York, New York 10075 (212) 288-6888

575 Madison Avenue (at 56th Street) New York, New York 10022 (212) 371-8088

320 Park Avenue (at 51st Street) New York, New York 10022 (212) 486-8882

443 Park Avenue South (at East 30th Street) New York, New York 10016 (212) 532-8882

442 6th Avenue (at 10th Street) New York, New York 10011 (212) 253-8888

225 Broadway (at Barclay Street) New York, New York 10007 (Projected opening Spring 2017)

163 Canal Street (at Elizabeth Street) New York, New York 10011 (Projected opening Spring 2017)

#### CONNECTICUT

93 Mason Street (at Lewis Street) Greenwich, Connecticut 06830 (203) 422-0818; (866) 810-8918

#### MASSACHUSETTS

160 Federal Street (at High Street) Boston, Massachusetts 02110 (617) 330-1288; (866) 810-8919

One Post Office Square (at Milk Street) Boston, Massachusetts 02109 (617) 423-2888

772 Boylston Street (at Mandarin Oriental Hotel) Boston, Massachusetts 02199 (617) 859-8888

284 Washington Street (at Eaton Court) Wellesley, Massachusetts 02481 (781) 239-9881

#### NEW HAMPSHIRE

Lending Office 130 Main Street, Suite 206A Salem, New Hampshire 03079 (603) 893-8875; (866) 780-8808

## FLORIDA

241 Royal Palm Way (west of South County Road) Palm Beach, Florida 33480 (561) 835-8829

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# PRIVATE WEALTH MANAGEMENT

#### NORTHERN CALIFORNIA

111 Pine Street (at Front Street) San Francisco, California 94111 (415) 288-1400; (800) 257-4414

2500 Sand Hill Road, Suite 200 (at Monte Rosa Drive) Menlo Park, California 94025 (650) 433-5508

3000 Sand Hill Road, Suite 2-160 Menlo Park, California 94025 (650) 352-9300

2275 El Camino Real (at Cambridge Avenue) Palo Alto, California 94306 (650) 329-8883; (866) 818-8883

#### SOUTHERN CALIFORNIA

1888 Century Park East (north of Olympic in Century City) Los Angeles, California 90067 (310) 712-1888; (877) 743-7777

1200 State Street (at E Anapamu Street) Santa Barbara, California 93101 (800) 677-0953

3991 MacArthur Boulevard Suite 300 (at Bowsprit Drive) Newport Beach, California 92660 (949) 756-8828; (888) 339-3088

12626 High Bluff Drive, Suite 400 (at Del Mar Heights Road) San Diego, California 92130 (858) 259-2795

947 SW Broadway (at SW Salmon Street) Portland, Oregon 97205 (503) 525-8800; (888) 848-3680

900 Washington Street Suite 8001 Vancouver, Washington 98660 (360) 695-6047

#### NEW YORK

Rockefeller Center 1230 Avenue of the Americas (at 48th Street) New York, New York 10020 (212) 759-7755; (800) 775-0604

1001 Franklin Avenue, Suite 210 (at 10th Street) Garden City, New York 11530 (516) 873-7888

#### MASSACHUSETTS

160 Federal Street (at High Street) Boston, Massachusetts 02110 (617) 330-1288; (866) 810-8919

284 Washington Street (at Eaton Court) Wellesley, Massachusetts 02481 (781) 239-9881

1201 North Market Street 10th Floor (at West 12th Street) Wilmington, Delaware 19801 (302) 888-2988

241 Royal Palm Way (west of South County Road) Palm Beach, Florida 33480 (561) 835-8829

745 Fort Street Mall, Suite 1202 Honolulu, Hawaii 96813 (808) 524-4477; (866) 524-4477

First Republic Private Wealth Management includes First Republic Trust Company; First Republic Trust Company of Delaware LLC; First Republic Investment Management, Inc., an SEC Registered Investment Advisor; and First Republic Securities Company, LLC, Member FINRA/SIPC.

#### CORPORATE INFORMATION

#### STOCK TRADING

Listed on the New York Stock Exchange: Common Stock Symbol – FRC Preferred Stock Series B-G Symbols: FRCPrB, FRCPrC, FRCPrD, FRCPrE, FRCPrF, FRCPrG Preferred Stock Series A (FRCPrA) redeemed January 30, 2017

#### TRANSFER AGENT

Common and Preferred Stock — Computershare Inc.

#### EXTERNAL COUNSEL

Sullivan & Cromwell LLP Arnold & Porter LLP

**AUDITORS** KPMG LLP





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