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N E W S R E L E A S E

**Bank Insurance Revenue Up in 2005**

**FOR IMMEDIATE RELEASE** – Radnor, PA, and Washington, DC, April 20, 2006 – The nation’s bank holding companies (BHCs) increased their total insurance revenue 18.9% to \$44.1 billion in 2005 from \$37.1 billion in 2004. Citigroup, Inc. (NY), Wells Fargo & Company (CA), HSBC North America Holdings (IL), Countrywide Financial (CA), and JP Morgan Chase & Co. (NY) led all bank holding companies with significant banking activities in total insurance fee income in 2005, according to findings released today by Michael White Associates (MWA) and the American Bankers Insurance Association (ABIA). The findings are based on data reported to the Federal Reserve Board by 2,257 top-tier BHCs. The analysis measures the growth of the bank insurance business and provides some benchmarks that gauge bank insurance performance.

“While the industry’s growth in insurance brokerage fee income was a very respectable 14% in 2005, it has experienced a torrid compound annual growth rate of 22% since 2001,” said Michael D. White, president of MWA. “The banking industry is far from done when it comes to increasing its insurance income, especially as efforts to acquire new agencies, more fully integrate existing agencies, and cross-sell insurance continue.”

During 2005, 1,428 bank holding companies (or 63% of all top-level BHCs reporting) earned some type of insurance-related revenue, compared to 1,422 in 2004. “This study shows that a growing number of consumers are depending on their local banks to meet their insurance needs,” said Valerie Barton, ABIA associate director. “And, banks are listening to their customers and offering more financial planning products under the same roof, including insurance since the enactment of the Gramm-Leach-Bliley Act.”

**TABLE 1: TOP BANK HOLDING COMPANIES IN TOTAL INSURANCE INCOME  
AT YEAR-END DECEMBER 31, 2005  
NATIONALLY  
(In thousands of dollars)**

Rank Year-End 2005	Rank Year-End 2004	Total Insurance Income (\$ 000s)	Bank Holding Company Name	City	State
1	1	\$3,132,000	CITIGROUP INC.	NEW YORK	NY
2	2	\$1,215,000	WELLS FARGO & COMPANY	SAN FRANCISCO	CA
3	3	\$986,585	HSBC NORTH AMERICA HOLDINGS INC.	PROSPECT HEIGHTS	IL
4	4	\$969,600	COUNTRYWIDE FINANCIAL CORPORATION	CALABASAS	CA
5	6	\$874,000	JPMORGAN CHASE & CO.	NEW YORK	NY
6	5	\$714,189	BB&T CORPORATION	WINSTON-SALEM	NC
7	7	\$397,000	WACHOVIA CORPORATION	CHARLOTTE	NC
8	8	\$258,532	BANK OF AMERICA CORPORATION	CHARLOTTE	NC
9	9	\$256,015	MBNA CORPORATION	WILMINGTON	DE
10	11	\$154,502	GREATER BAY BANCORP	PALO ALTO	CA

Ranking excludes MetLife and John Hancock/Manulife

Source: Michael White Associates and American Bankers Insurance Association

The analysis includes a ranking of the top 50 bank holding companies on the basis of the absolute dollar amount of total insurance revenue (earnings from sales and underwriting) and on the basis of total insurance revenue as a percentage of the institution's total noninterest income. Other findings include:

- BHCs' insurance brokerage fee income increased 14.0% from \$9.63 billion in 2004 to \$10.98 billion in 2005. During 2005, 1,423 bank holding companies (or 63% of all top-level BHCs reporting) engaged in sales activities that produced insurance brokerage fee income. BHCs with assets greater than \$1 billion experienced a 14.2% increase in insurance brokerage fee income from \$9.35 billion in 2004 to \$10.68 billion in 2005. BHCs with less than \$1 billion in assets in 2005 increased their insurance brokerage fee income 5.2% from \$285.6 million to \$300.5 million.
- Joining the top 50 in total insurance revenue during the first half of 2005 were Capital One Financial Corporation, Bancwest Corporation, Hancock Holding Company, and F.N.B. Corporation. Bancwest Corporation increased its rank in total insurance income the most, having jumped from 76<sup>th</sup> place at the end of 2004 to 38<sup>th</sup> by year-end 2005. Hancock Holding Company also jumped fairly dramatically, rising from 61<sup>st</sup> place at December 31, 2004, to 42<sup>nd</sup> place on December 31, 2005.

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The American Bankers Insurance Association (ABIA) is the separately chartered insurance affiliate of the American Bankers Association (ABA) and is the only Washington, D.C.-based full service association for bank insurance interests. The ABIA's mission is to develop policy and provide advocacy for banks in insurance and to support bank insurance operations through research, education, compliance-assistance and peer group networking opportunities. ABIA Membership consists of banks, and their affiliated agencies, insurance companies, marketing, and administrative services suppliers, non-bank lending organizations and other firms involved in the bank affiliated insurance industry. Additional information on the ABIA can be found on the Internet at [www.theabia.com](http://www.theabia.com).

Michael White Associates (MWA) is a bank insurance consulting firm headquartered in Radnor, PA, and at [www.BankInsurance.com](http://www.BankInsurance.com). Michael White's annual *Bank and Bank Holding Company Insurance & Investment Fee Income Reports*<sup>™</sup> provide a more comprehensive analysis of bank insurance, investment, and mutual fund and annuity fee income. Those reports are co-sponsored by DFC Group, Inc. and Symetra Financial. Additionally, the *MWA Fee Income Ratings Reports*<sup>™</sup> compare, rank and rate a particular financial institution's insurance or other noninterest fee income program nationally, regionally, statewide and in its asset-peer group. Copies of MWA's reports can be obtained from MWA by calling (610) 254-0440, or by visiting [www.BankInsurance.com](http://www.BankInsurance.com).

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