



MICHAEL WHITE ASSOCIATES
BANK INSURANCE CONSULTANTS

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P R E S S R E L E A S E

Banks Report Record Mutual Fund and Annuity Sales

FOR IMMEDIATE RELEASE – Radnor, PA, September 5, 2006 – Bank mutual fund and annuity fee income was up 8.6% during the first half of the year, compared to the same period in 2005, according to the *Bank Insurance & Investment Fee Income Report™ (Bank-FIR™)* published by Michael White Associates, LLC (MWA). The *Bank-FIR™* is co-sponsored by DFC Group, Inc. and Symetra Financial. Based on data reported by all 7,924 commercial and FDIC-regulated savings banks, the report measures and benchmarks banks’ performance in generating insurance, investment, and mutual fund and annuity fee income. Among its new and significant findings about bank mutual fund and annuity fee income are these:

- Banks earned \$2.74 billion in total mutual fund and annuity fee income in the first six months of 2006, up 8.6% from \$2.53 billion in the first half of 2005. Midway through the year, 1,830 banks reported mutual fund and annuity fee income, constituting 23.1% of all 7,924 commercial and savings banks.
- Nationally, the ratio of mean mutual fund and annuity fee income to noninterest income continued to increase to 6.2 percent. Five of the top 15 banks exceeded that mean ratio. One of them, Citizens Bank of Rhode Island, reported mutual fund and annuity fee income representing more than 25 percent of its noninterest income.

TOP 15 BANKS IN MUTUAL FUND & ANNUITY FEE INCOME
YEAR-END AT JUNE 30, 2006
Nationally

RANK	M.F. & ANN. INCOME AT JUNE 30		PERCENT CHANGE 2005 - 2006	BANK	ST	ASSETS	% OF NONINTEREST INCOME
	2006	2005					
(ALL DOLLAR AMOUNTS IN THOUSANDS)							
1	\$922,177	\$762,883	20.88%	BANK OF AMERICA, N.A.	NC	\$1,160,260,442	8.56%
2	\$281,000	\$279,000	0.72%	WACHOVIA BANK, N.A.	NC	\$504,270,000	6.15%
3	\$234,000	\$231,000	1.30%	JP MORGAN CHASE BANK, N.A.	OH	\$1,144,680,000	1.57%
4	\$187,000	\$149,000	25.50%	WELLS FARGO BANK, N.A.	SD	\$415,859,000	3.26%
5	\$118,000	\$103,000	14.56%	THE BANK OF NEW YORK	NY	\$93,863,000	6.01%
6	\$90,446	\$133,462	-32.23%	U.S. BANK N.A.	OH	\$212,553,949	2.86%
7	\$74,480	\$76,125	-2.16%	FIFTH THIRD BANK	OH	\$58,016,440	7.49%
8	\$53,644	\$40,474	32.54%	PNC BANK, N.A.	PA	\$85,946,560	5.53%
9	\$44,769	\$36,227	23.58%	KEYBANK N.A.	OH	\$90,534,912	5.37%
10	\$35,099	\$27,261	28.75%	AMSOUTH BANK	AL	\$53,899,220	7.87%
11	\$34,856	\$31,537	10.52%	BRANCH BANKING AND TRUST CO.	NC	\$85,214,955	3.39%
12	\$31,181	\$25,108	24.19%	CITIZENS BANK OF RHODE ISLAND	RI	\$14,411,869	26.54%
13	\$28,114	\$27,308	2.95%	MANUFACTURERS & TRADERS TRUST CO	NY	\$55,789,617	5.66%
14	\$24,800	\$26,881	-7.74%	BANK OF THE WEST	CA	\$55,634,929	9.89%
15	\$21,838	\$29,891	-26.94%	STATE STREET BANK AND TRUST	MA	\$89,692,165	0.88%

Source: Michael White’s 2006 Bank Insurance & Investment Fee Income Report

- Banks over \$10 billion in assets had the highest participation (71.0%) in mutual fund and annuity activities and produced \$2.45 billion in mutual fund and annuity fee income in first-half 2006, 9.3% more than the \$2.24 billion they produced in first-half 2005. These large banks accounted for 89.2% of all bank mutual fund and annuity fee income earned in first-half 2006.
- In the first six months of 2006, the top five leaders in mutual fund and annuity fee income nationally were Bank of America, N.A. (NC), Wachovia Bank, N.A. (NC), JP Morgan Chase Bank, N.A. (OH), Wells Fargo Bank, N.A. (SD), and The Bank of New York (NY).
- Banks under \$10 billion in assets recorded \$296.7 million or 10.8 percent of all bank mutual fund and annuity fee income. Four of the five bank-asset classes under \$10 billion experienced increases of 1.3 percent to 11.7 percent. Only banks with assets under \$100 million recorded a decrease (-25.4 percent) in mutual fund and annuity fee income.
- Among banks with assets under \$1 billion, the top five leaders in mutual fund and annuity fee income were Essex Savings Bank (CT), Fiduciary Trust Company International (NY), Northeast Bank (ME), The Harris Bank N.A. (AZ), and Country Club Bank, N.A. (KS).
- The number of banks with proprietary mutual fund and/or annuity assets under management increased slightly from 103 to 107 during the first half of 2006. Their proprietary mutual fund and/or annuity assets under management rose \$6.2 billion or 12.1 percent from \$792.8 billion at June 30, 2005 to \$889.0 billion at mid-year 2006.

About *Michael White's Bank Insurance & Investment Fee Income Report*[™]

Michael White's Bank Insurance and Investment Fee Income Report[™] (*Bank-FIR*[™]) provides comprehensive, national, standardized data and performance ratios that measure and compare insurance and investment fee income programs among banks. The *Bank-FIR* and its companion report on bank holding companies, *Michael White's Bank Holding Company Insurance and Investment Fee Income Report*[™] (the *BHC-FIR*), are annual publications, sponsored this year by DFC Group, Inc. and Symetra Financial.

The report ranks the nation's top 100 banks in insurance, investment, and mutual fund and annuity fee income and the top 50 banks for each of eight asset-size classes and six regions. The *Bank-FIR* includes expert narrative analysis and 155 illustrative rankings, tables and graphs. Leaders in the ratios of insurance and investment fee income to noninterest income are ranked by the top 50 nationally and the top 25 by each asset class. MWA's customized *Fee Income Ratings Reports* that compare a bank's insurance or investment program to its competitors nationally, regionally, statewide and in its asset-peer group may also be ordered. The reports may be purchased online at www.BankInsurance.com or by check and mail.

About Michael White Associates (MWA)

Michael White Associates, LLC (MWA) is a bank insurance consulting firm headquartered in Radnor, PA, and online at www.BankInsurance.com.

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