



**MICHAEL WHITE ASSOCIATES  
BANK INSURANCE CONSULTANTS**

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

**Bank Mutual Fund and Annuity Income Up 2.9%,  
But Annuity Commissions Soar 18.6% in First Quarter 2008**

**FOR IMMEDIATE RELEASE** – Radnor, PA, June 6, 2008 – Income earned from the sale and servicing of mutual funds and annuities at banks rose 2.9% from \$1.39 billion in the first quarter of 2007 to \$1.43 billion in first quarter 2008, according to the *Michael White-Symetra Bank Fee Income Report™ (Bank-FIR™)*. But, bank annuity commissions and fees rose 18.6% to \$263.5 million from \$222.3 million a year ago.

Compiled by Michael White Associates, LLC (MWA) and sponsored by Symetra Financial, the report measures and benchmarks banks’ performance in generating insurance, securities brokerage, annuity and mutual fund fee income. It is based on data from all 7,663 commercial and FDIC-supervised savings banks operating at the end of first quarter 2008.

Banks’ \$1.43 billion in first-quarter mutual fund and annuity fee income was down 2.4% from \$1.47 billion in fourth quarter 2007. So far this year, 1,638 or 21.4% of banks engaged in mutual fund and annuity sales and servicing activities, more than two percentage points lower than first quarter last year (23.5%). Only 921 or 12.0% of banks reported the \$263.5 million in earnings from annuity sales, which accounted for 18.4% of total first-quarter mutual fund and annuity income. Banks’ mutual fund and annuity income represents only a portion of the banking industry’s total mutual fund and annuity income, which will be revealed more completely in several weeks when bank holding company fee income data for first quarter 2008 becomes available.

**TOP 10 BANKS IN MUTUAL FUND & ANNUITY FEE INCOME  
YEAR-TO-DATE MARCH 31, 2008  
Nationally**

RANK	YTD MUTUAL FUND & ANNUITY INCOME		PERCENT CHANGE 2007 - 2008	BANK HOLDING COMPANY	ST	ANNUITY COMMISSIONS	% OF MUTUAL FUND & ANNUITY INCOME
	1Q 2008	1Q 2007					
<b>(ALL DOLLAR AMOUNTS IN THOUSANDS)</b>							
1	\$475,081	\$488,597	-2.77%	Bank of America, N.A.	NC	\$30,305	6.38%
2	\$154,000	\$147,000	4.76%	Wachovia Bank, N.A.	NC	\$2,000	1.30%
3	\$118,000	\$104,000	13.46%	JPMorgan Chase Bank, N.A.	OH	\$0	0.00%
4	\$95,000	\$86,000	10.47%	Wells Fargo Bank, N.A.	SD	\$0	0.00%
5	\$48,981	\$44,223	10.76%	U.S. Bank National Association	OH	\$0	0.00%
6	\$35,000	\$36,000	-2.78%	The Bank of New York	NY	\$0	0.00%
7	\$34,011	\$30,217	12.56%	PNC Bank, National Association	PA	\$11,948	35.13%
8	\$33,373	\$36,307	-8.08%	Fifth Third Bank	OH	\$10,965	32.86%
9	\$29,136	\$24,233	20.23%	Keybank National Association	OH	\$12,878	44.20%
10	\$24,238	\$20,815	16.44%	Chase Bank USA, National Association	DE	\$0	0.00%

Source: *Michael White-Symetra Bank Fee Income Report*

Banks with over \$10 billion in assets recorded \$1.29 billion in mutual fund and annuity fee income for first quarter 2008, up 3.6% from \$1.24 billion for the same period in 2007. They also had the highest participation rate (71.6%) of any asset class of banks engaged in mutual fund and annuity sales and servicing and activities. Their annuity commissions of \$211.1 million grew 17.7% from \$179.3 million in the prior year’s first quarter and

constituted 80.1% of total bank annuity commissions reported. Among this asset class of largest banks, annuity commissions constituted 16.4% of their total mutual fund and annuity income.

Banks with assets between \$1 billion and \$10 billion registered a 5.1% decrease in mutual fund and annuity fee income, declining from \$95.9 million in first quarter 2007 to \$91.1 million in same period 2008. In contrast, they earned \$33.5 million in annuity commissions, achieving the highest year-over-year growth in annuity commission income in the first quarter, increasing 30.0% from \$25.8 million in first quarter 2007. Annuity commissions represented 36.8% of the total mutual fund and annuity income of banks between \$1 billion and \$10 billion in assets.

Nationally, Bank of America, N.A. (NC) ranked first after one quarter, earning \$475.1 million in mutual fund and annuity fee income, down 2.8% from \$488.6 million in 2007. Wachovia Bank, N.A. (NC), JPMorgan Chase Bank, NA (OH), Wells Fargo Bank, N.A. (SD), and U.S. Bank, N.A. (OH) rounded out the top five in combined mutual fund and annuity earnings. Among the top ten, Keybank N.A. (OH) had the largest increase year-over-year with 20.2%. Bank of America, N.A. (NC) ranked first with \$30.3 million in first quarter 2008 annuity commissions. Citibank, N.A. (NV); National City Bank (OH); Keybank, N.A. (OH); and Compass Bank (AL) rounded out the top 5 nationally in annuity commissions. Among the top ten, National City Bank (OH) experienced the highest rate of growth in first quarter annuity commissions with 45.8% more than a year ago.

Among banks under \$1 billion in assets, the leader in mutual fund and annuity fee income in first quarter 2008 were Essex Savings Bank (CT) with \$1.44 million. Legg Mason Investment Counsel & Trust Company, N.A. (MD), Bank Midwest, Minnesota Iowa, N.A. (MN), Alerus Financial, N.A. (ND), and Country Club Bank, N.A. (KS) rounded out the top five. Bank Midwest, Minnesota Iowa grew its income from the sale and servicing of mutual funds and annuities by 160.4%. But, among the top 10 small banks, The Bank and Trust, s.s.b. (TX) grew its mutual fund and annuity income the most at 535% to \$502,000. Northeast Bank (ME) led banks under \$1 billion in assets in annuity commissions with \$235,000. Citizens and Farmers Bank (VA), First Citizens National Bank (TN), The Juniata Valley Bank (PA), and Sturgis Bank & Trust Company (IA) rounded out the top five in annuity commissions.

### **About the *Michael White-Symetra Bank Fee Income Report*<sup>™</sup>**

Michael White Associates, LLC (MWA) is a consulting firm headquartered in Radnor, PA, and online at [www.BankInsurance.com](http://www.BankInsurance.com). The *Michael White-Symetra Bank Fee Income Report*<sup>™</sup> (*Bank-FIR*<sup>™</sup>) ranks the nation's top 100 banks in insurance brokerage and underwriting, annuity commissions, securities brokerage, and combined mutual fund and annuity fee income and the top 50 banks in these categories for each of eight asset-classes and six regions. The *Bank-FIR* and its companion report on bank holding companies, the *Michael White-Symetra Bank Holding Company Fee Income Report*<sup>™</sup> (*BHC-FIR*<sup>™</sup>), are sponsored by Symetra Financial.

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