

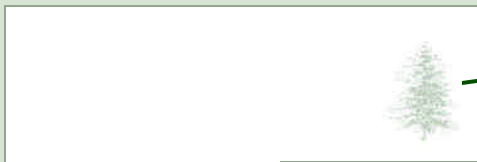
**COMPREHENSIVE, NATIONAL, STANDARDIZED
DATA AND BENCHMARKS FOR
BANK AND BANK HOLDING COMPANY
ANNUITY FEE INCOME.**

Michael White Bank Annuity Fee Income Report™ provides the reliable industry performance measurements and comparisons that bankers, insurance program managers, insurance companies, third-party vendors, and bank analysts need to accurately evaluate and compare bank and bank holding company annuity fee income programs.



Michael White Bank Annuity Fee Income Report

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Organized by asset classes and regions of banks and bank holding companies (BHCs), this report provides detailed and **insightful analyses** and reveal trends.

TOP 50 BANKS IN ANNUITY FEE INCOME
Between \$500 Million - \$1 Billion in Assets

RANK	ASSET CLASS	NAME	STATE	ANNUITY FEE INCOME	ANNUITY FEE INCOME PER EMPLOYEE
1	ALL	First Citizens National Bank	NC	\$97,251	8,229%
2	ALL	Norwest Bank	AK	\$75,519	10,481%
3	ALL	First National Bank and Trust Company	WI	\$68,749	10,694%
4	ALL	Dubuque Bank and Trust Company	IA	\$67,455	9,219%
5	ALL	First National Bank	NC	\$60,714	6,699%
6	ALL	Bank of Clarke County	VA	\$50,181	11,509%
7	ALL	Finance Savings Bank	VA	\$47,615	11,719%
8	ALL	City and Farmers Bank	VA	\$37,214	2,549%
9	ALL	Country Club Bank, N.A.	KC	\$32,773	2,048%
10	ALL	Central Bank, N.A.	NC	\$28,255	3,399%
11	ALL	Parsons Bank, a Columbia Valley Co.	TX	\$28,137	10,11%
12	ALL	Monroe Bank	IN	\$27,670	2,344%
13	ALL	Highway Trust Company	MD	\$26,189	9,815%
14	ALL	Norwich Savings Bank	CT	\$24,304	11,204%

• **100+ tables and graphics** rank, name and reveal results *nationwide*, by *six regions*, and by *six asset classes of banks and six asset classes of BHCs*

- **Benchmarks in fee income program...**
 - concentration (% of noninterest income),
 - penetration (\$ per million dollars of retail deposits - revitalized, more accurate reading than previously available anywhere),
 - productivity (\$ per bank employee),
 - density (\$ per bank office), and
 - contribution (% of net operating revenue)

MEAN ANNUITY FEE INCOME BENCHMARKS

ASSET CLASS	MEAN ANNUITY FEE INCOME	CONCENTRATION - % OF NET OPERATING REVENUE	PER EMPLOYEE	PER OFFICE	PER EMPLOYEE PER OFFICE	CONTRIBUTION - % OF NET OPERATING REVENUE
OVER \$1B	\$1,771,410	2.34%	1,137	\$1,119	\$1,137	0.57%
UNDER \$1B	\$89,384	3.33%	344	\$1,450	0.67%	
OVER \$100M	\$12,661,107	2.99%	500	\$1,291	\$3,179	8.71%
\$75-\$100M	\$622,618	2.29%	336	\$613	\$1,733	8.09%
\$50M-\$75M	\$180,823	2.87%	184	\$88	\$1,182	0.51%
\$25M-\$50M	\$38,847	3.81%	141	\$94	\$1,710	8.01%
\$10M-\$25M	\$50,385	3.89%	145	\$1,032	\$1,039	0.72%
UNDER \$10M	\$17,119	4.22%	137	\$788	\$8,195	6.01%
ALL	\$665,111	3.29%	549	\$997	\$1,470	0.84%

- 50 tables ranking top 50 bank and bank holding company performers in these benchmarks nationally and in four other asset segments.
- The top 100 bank and bank holding company performers in annuity fee income nationally and top 50 by six asset classes and six regions.

MEDIAN ANNUITY FEE INCOME BENCHMARKS

ASSET CLASS	MEDIAN ANNUITY FEE INCOME	CONCENTRATION - % OF NET OPERATING REVENUE	PER EMPLOYEE	PER OFFICE	PER EMPLOYEE PER OFFICE	CONTRIBUTION - % OF NET OPERATING REVENUE
OVER \$1B	\$407,000	1.79%	124	\$776	\$1,784	0.40%
UNDER \$1B	\$42,400	2.66%	235	\$546	\$7,276	0.37%
OVER \$100M	\$6,319,000	1.93%	313	\$1,272	\$2,742	0.90%
\$75-\$100M	\$292,000	1.60%	\$294	\$662	\$10,392	0.34%
\$50M-\$75M	\$91,500	1.89%	\$221	\$546	\$7,311	0.34%
\$25M-\$50M	\$70,000	2.31%	\$261	\$550	\$9,100	0.31%
\$10M-\$25M	\$38,000	2.14%	\$238	\$541	\$6,857	0.33%
UNDER \$10M	\$8,700	2.50%	\$212	\$441	\$4,000	0.33%
ALL	\$61,000	1.94%	\$238	\$771	\$8,118	0.38%

70 new tables with **mean, median and top-quartile readings** and **rankings** for all benchmarks by which you can measure your bank or bank holding company's performance to the rest of the industry.

Glossary

Annuity Contract
Annuity is a financial product that provides a stream of periodic payments to the annuitant (the person who receives the payments) for the remainder of their life or for a specified period of time. Annuity contracts are sold by insurance companies and are often used as a retirement income source. Annuity contracts can be purchased from an insurance company or through a broker. Annuity contracts can be purchased as either a fixed or variable annuity. Fixed annuities provide a guaranteed stream of payments, while variable annuities provide payments that fluctuate based on the performance of the underlying investments. Annuity contracts can also be purchased as either a single premium or a recurring premium annuity. Single premium annuities are purchased with a single lump sum payment, while recurring premium annuities are purchased with regular payments over time. Annuity contracts can also be purchased as either a qualified or non-qualified annuity. Qualified annuities are purchased through a qualified retirement plan, while non-qualified annuities are purchased outside of a qualified retirement plan. Annuity contracts can also be purchased as either a deferred or an immediate annuity. Deferred annuities are purchased and payments begin at a later date, while immediate annuities are purchased and payments begin immediately. Annuity contracts can also be purchased as either a fixed or a floating annuity. Fixed annuities provide a guaranteed stream of payments, while floating annuities provide payments that fluctuate based on the performance of the underlying investments. Annuity contracts can also be purchased as either a single or a joint annuity. Single annuities are purchased for one person, while joint annuities are purchased for two people. Annuity contracts can also be purchased as either a single or a joint annuity. Single annuities are purchased for one person, while joint annuities are purchased for two people. Annuity contracts can also be purchased as either a single or a joint annuity. Single annuities are purchased for one person, while joint annuities are purchased for two people.

Clear and concise **glossary** erases any confusion about what particular terminology in the report means — so you always know exactly what you are reading about.



Michael White
Bank Annuity
Fee Income Report™

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NOT PROJECTIONS**



- BANK INVESTMENT CONSULTANT MAGAZINE

The *Michael White Bank Annuity Fee Income Report™ (Bank Annuity-FIR™)* and the *Michael White-Prudential Bank Insurance Fee Income Report™ (Bank Insurance-FIR™)* provide comprehensive, national, standardized data and performance ratios that measure and compare bank and bank holding company annuity and insurance fee income programs, respectively.

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