



# Bank Annuity Fee Income

## Bank Annuity Fee Income Performance by Asset-Size

### PARTICIPATION AND PRODUCTION.

Of the 7,707 commercial and federally insured savings banks operating on December 31, 2111, 1,074 or 13.9% participated in annuity sales activities during the year. They earned \$940.5 million in annuity commissions.

ANNUITY FEE INCOME BENCHMARKS			
All Banks			
PERFORMANCE MEASURES	MEAN	MEDIAN	TOP QUARTILE
PRODUCTION - DOLLAR VOLUME	\$665,011 <sup>2</sup>	\$63,000	\$197,500
CONCENTRATION - % OF NONINTEREST INCOME	3.28%	1.94%	4.27%
PENETRATION - \$ PER MILLION DOLLARS OF RETAIL DEPOSITS	\$430	\$238	\$540
PRODUCTIVITY - \$ PER BANK EMPLOYEE	\$997	\$575	\$1,258
DENSITY - \$ PER DOMESTIC OFFICE	\$15,470	\$8,118	\$18,690
CONTRIBUTION - % OF NET OPERATING REVENUE	0.64%	0.38%	0.81%

<sup>2</sup>ADJUSTED FOR TWO OUTLIERS

SOURCE: MICHAEL WHITE BANK ANNUITY FEE INCOME REPORT