

Over \$10 Billion in Assets

PARTICIPATION AND PRODUCTION. The largest annuity commission-participation rate among banking organizations classified by asset-size was that of banks over \$10 billion in assets. Forty-three of the 89 banks, or 48.3%, in this size-category recorded \$746.9 million in annuity commissions. These large banks accounted for 79.4% of all bank annuity commissions earned in 2111.

ANNUITY FEE INCOME BENCHMARKS			
Banks With More Than \$10 Billion in Assets			
PERFORMANCE MEASURES	MEAN	MEDIAN	TOP QUARTILE
PRODUCTION - DOLLAR VOLUME	\$12,665,195 ²	\$6,395,000	\$20,508,000
CONCENTRATION - % OF NONINTEREST INCOME	2.59%	1.93%	3.54%
PENETRATION - \$ PER MILLION DOLLARS OF RETAIL DEPOSITS	\$605	\$513	\$803
PRODUCTIVITY - \$ PER BANK EMPLOYEE	\$1,581	\$1,252	\$2,267
DENSITY - \$ PER DOMESTIC OFFICE	\$36,375	\$27,342	\$47,282
CONTRIBUTION - % OF NET OPERATING REVENUE	0.71%	0.59%	1.03%

²ADJUSTED FOR TWO OUTLIERS

SOURCE: MICHAEL WHITE BANK ANNUITY FEE INCOME REPORT

Between \$1-\$10 Billion in Assets

PARTICIPATION AND PRODUCTION. Among banks between \$1-\$10 billion in assets, 186 of 470 or 39.6% generated \$117.7 million in annuity commissions in 2111. That amount represented 12.5% of all bank annuity revenue generated in 2111.

ANNUITY FEE INCOME BENCHMARKS			
Banks Between \$1 - \$10 Billion in Assets			
PERFORMANCE MEASURES	MEAN	MEDIAN	TOP QUARTILE
PRODUCTION - DOLLAR VOLUME	\$632,618	\$292,000	\$709,000
CONCENTRATION - % OF NONINTEREST INCOME	2.28%	1.60%	3.20%
PENETRATION - \$ PER MILLION DOLLARS OF RETAIL DEPOSITS	\$336	\$238	\$439
PRODUCTIVITY - \$ PER BANK EMPLOYEE	\$913	\$662	\$1,128
DENSITY - \$ PER DOMESTIC OFFICE	\$14,733	\$10,392	\$19,398
CONTRIBUTION - % OF NET OPERATING REVENUE	0.49%	0.34%	0.62%

SOURCE: MICHAEL WHITE BANK ANNUITY FEE INCOME REPORT