

MEAN ANNUITY FEE INCOME BENCHMARKS

BANKS BY ASSET SIZE	PRODUCTION: DOLLAR VOLUME	CONCENTRATION: % OF NONINTEREST INCOME	PENETRATION: \$ PER MILLION DOLLARS OF RETAIL DEPOSITS	PRODUCTIVITY: DOLLARS PER BANK EMPLOYEE	DENSITY: DOLLARS PER DOMESTIC BANK OFFICE	CONTRIBUTION: % OF NET OPERATING REVENUE
OVER \$1B	\$3,775,410 ²	2.34%	\$387	\$1,039	\$18,797	0.53%
UNDER \$1B	\$89,884	3.53%	\$441	\$986	\$14,569	0.67%
OVER \$10B	\$12,665,195 ²	2.59%	\$605	\$1,581	\$36,375	0.71%
\$1B-\$10B	\$632,618	2.28%	\$336	\$913	\$14,733	0.49%
\$500M-\$1B	\$160,823	2.67%	\$384	\$886	\$13,585	0.55%
\$300M-\$500M	\$104,847	3.41%	\$413	\$974	\$14,730	0.63%
\$100M-\$300M	\$60,846	3.88%	\$456	\$1,032	\$16,009	0.72%
UNDER \$100M	\$17,130 ¹	4.22% ¹	\$367 ²	\$788 ²	\$8,395 ²	0.63% ¹
ALL	\$665,011 ²	3.28%	\$430	\$997	\$15,470	0.64%

¹ADJUSTED FOR ONE OUTLIER ²ADJUSTED FOR TWO OUTLIERS ³ADJUSTED FOR THREE OUTLIERS ⁴ADJUSTED FOR FOUR OUTLIERS ⁵ADJUSTED FOR FIVE OUTLIERS

SOURCE: MICHAEL WHITE BANK ANNUITY FEE INCOME REPORT

MEDIAN ANNUITY FEE INCOME BENCHMARKS

BANKS BY ASSET SIZE	PRODUCTION: DOLLAR VOLUME	CONCENTRATION: % OF NONINTEREST INCOME	PENETRATION: \$ PER MILLION DOLLARS OF RETAIL DEPOSITS	PRODUCTIVITY: DOLLARS PER BANK EMPLOYEE	DENSITY: DOLLARS PER DOMESTIC BANK OFFICE	CONTRIBUTION: % OF NET OPERATING REVENUE
OVER \$1B	\$407,000	1.78%	\$284	\$776	\$11,784	0.40%
UNDER \$1B	\$42,000	2.06%	\$235	\$548	\$7,250	0.37%
OVER \$10B	\$6,395,000	1.93%	\$513	\$1,252	\$27,342	0.59%
\$1B-\$10B	\$292,000	1.60%	\$238	\$662	\$10,392	0.34%
\$500M-\$1B	\$91,500	1.85%	\$221	\$548	\$7,551	0.34%
\$300M-\$500M	\$70,000	2.31%	\$261	\$610	\$9,100	0.41%
\$100M-\$300M	\$28,000	2.14%	\$238	\$541	\$6,857	0.37%
UNDER \$100M	\$8,500	2.50%	\$212	\$442	\$4,000	0.35%
ALL	\$63,000	1.94%	\$238	\$575	\$8,118	0.38%

SOURCE: MICHAEL WHITE BANK ANNUITY FEE INCOME REPORT