

MEAN INSURANCE BROKERAGE 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 \$10B	\$16,076,351 ²	3.93%	\$806 ²	\$3,677	\$55,499 ⁴	1.03%
\$1B-\$10B	\$1,347,032	5.69%	\$692 ¹	\$2,099	\$30,951 ⁴	1.00%
\$500M-\$1B	\$324,442	4.20%	\$689	\$1,567	\$28,753	0.95%
\$300M-\$500M	\$193,820	4.78%	\$669 ¹	\$1,826 ¹	\$21,027 ⁴	1.06%
\$100M-\$300M	\$60,212	4.49%	\$446	\$1,248	\$16,504	0.78%
UNDER \$100M	\$32,771	8.58%	\$781 ¹	\$2,277	\$21,371	1.43%
ALL	\$541,305 ²	5.69%	\$652 ²	\$1,816	\$60,198 ¹	1.03%

¹ADJUSTED FOR ONE OUTLIER ²ADJUSTED FOR TWO OUTLIERS ⁴ADJUSTED FOR FOUR OUTLIERS
SOURCE: BANK INSURANCE FEE INCOME REPORT

MEDIAN INSURANCE BROKERAGE 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 \$10B	\$3,393,000	0.58%	\$94	\$447	\$9,094	0.16%
\$1B-\$10B	\$117,000	0.66%	\$83	\$269	\$3,357	0.13%
\$500M-\$1B	\$28,000	0.52%	\$57	\$165	\$2,380	0.09%
\$300M-\$500M	\$21,000	0.97%	\$77	\$250	\$3,000	0.14%
\$100M-\$300M	\$11,000	1.13%	\$90	\$258	\$3,167	0.16%
UNDER \$100M	\$6,000	2.06%	\$126	\$350	\$3,000	0.24%
ALL	\$13,000	1.20%	\$93	\$282	\$3,000	0.17%

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