



MICHAEL WHITE ASSOCIATES
BANK INSURANCE CONSULTANTS



P R E S S R E L E A S E

Banks' Mutual Fund and Annuity Fee Income Reaches \$5.6 Billion

FOR IMMEDIATE RELEASE – Radnor, PA, March 14, 2005 – Banks' mutual fund and annuity fee income in 2004 rose 1.6% to \$5.62 billion, according to *Michael White's 2004 Year-End Bank Insurance & Investment Fee Income Report™ (Bank-FIR™)*. The *2004 Year-End Bank-FIR™*, co-sponsored by Financial Keyosk, Metlife Investors, and Symetra Financial Institution Distribution, is based on data reported by all 8,089 U.S. commercial and federally insured savings banks. The report measures and benchmarks the banking industry's performance in generating insurance, investment, and mutual fund and annuity fee income. Among its new and significant findings are these:

- Banks' mutual fund and annuity fee income in 2004 rose 1.6% from \$5.53 billion in 2003 to \$5.62 billion.
- One-fourth (25.6%) of banks in the United States engaged in sales and servicing activities that produced mutual fund and/or annuity fee income.
- Banks over \$10 billion in assets had the highest participation (73.6%) in mutual fund and annuity activities and produced \$5.02 billion in mutual fund and annuity fee income. These large banks accounted for 89.3% of all bank mutual fund and annuity fee income earned in 2004.

TOP 15 BANKS IN MUTUAL FUND & ANNUITY FEE INCOME YEAR-END 2004 Nationally

RANK	M.F. & ANN. INCOME AT DECEMBER 31		PERCENT CHANGE 2003 - 2004	BANK	SI	ASSETS	% OF NONINTEREST INCOME
	2004	2003					
(ALL DOLLAR AMOUNTS IN THOUSANDS)							
1	\$875,768	\$497,716	75.96%	BANK OF AMERICA, N.A.	NC	\$771,618,758	6.94%
2	\$754,762	\$554,935	36.01%	PNC BANK, N.A.	PA	\$73,809,165	34.06%
3	\$574,000	\$594,000	-3.37%	WACHOVIA BANK, N.A.	NC	\$389,963,000	9.64%
4	\$476,924	\$418,000	14.10%	FLEET NATIONAL BANK	RI	\$218,740,377	15.09%
5	\$446,000	\$247,000	80.57%	JP MORGAN CHASE BANK, N.A.	OH	\$967,365,000	2.64%
6	\$262,921	\$36,856	613.37%	U.S. BANK N.A.	OH	\$194,436,638	5.05%
7	\$245,000	\$101,000	142.57%	WELLS FARGO BANK, N.A.	SD	\$366,256,000	2.50%
8	\$206,428	\$222,334	-7.15%	THE BANK OF NEW YORK	NY	\$92,138,427	4.88%
9	\$142,550	\$136,406	4.50%	SUNTRUST BANK	GA	\$130,780,100	6.33%
10	\$124,391	\$117,155	6.18%	FIFTH THIRD BANK	OH	\$56,807,417	6.49%
11	\$80,696	\$72,904	10.69%	STATE STREET BANK AND TRUST	MA	\$90,268,259	2.12%
12	\$62,170	\$55,593	11.83%	BRANCH BANKING AND TRUST CO.	NC	\$74,479,112	3.61%
13	\$59,333	\$54,367	9.13%	CITIZENS BANK OF RHODE ISLAND	RI	\$11,495,190	30.70%
14	\$54,137	\$50,939	6.28%	AMSOUTH BANK	AL	\$49,711,241	5.37%
15	\$51,559	\$49,192	4.81%	MANUFACTURERS & TRADERS TRUST CO.	NY	\$52,414,140	5.92%

Source: *Michael White's 2004 Year-End Bank Insurance & Investment Fee Income Report*

-more-

- In 2004, the top five national leaders in mutual fund and annuity fee income were Bank of America, N.A. (NC), PNC Bank, N.A. (PA), Wachovia Bank, N.A. (NC), Fleet National Bank (RI), and JP Morgan Chase Bank, N.A (OH).
- Mutual fund and annuity fee income continues to be a significant source of income for some banks. For example, the bank ranking second in overall mutual fund and annuity fee income, PNC Bank, N.A. (PA), reported that mutual fund and annuity fee income accounted for more than one-third of its total noninterest income in 2004.
- Banks under \$10 billion in assets recorded \$599.0 million or 10.7% of all bank mutual fund and annuity fee income.
- Banks over \$1 billion in assets generated 96.2% or \$5.41 billion of the banking industry's mutual fund and annuity fee income, an increase of 1.2% from the \$5.34 billion they earned in 2003.
- Banks under \$1 billion in assets accounted for 3.8% or \$211.4 million of the banking industry's mutual fund and annuity fee income, up 13.1% from \$187.0 million in 2003.
- The top five leaders in mutual fund and annuity fee income among banks with less than \$1 billion in assets were Essex Savings Bank (CT), Northeast Bank (ME), Wells Fargo HSBC Trade Bank, N.A. (CA), Bessemer Trust Company, N.A. (NY), and The Citizens National Bank of Bluffton (OH).
- The number of banks with proprietary mutual fund and/or annuity assets under management decreased 18.8% from 133 banks in 2003 to 108 in 2004, and their proprietary mutual fund and/or annuity assets under management dropped \$175.7 billion or 16.0% from \$1.10 trillion in 2003 to \$923.5 billion at the end of 2004.

About *Michael White's Bank Insurance & Investment Fee Income Report*[™]

Michael White's Bank Insurance and Investment Fee Income Report[™] (*Bank-FIR*[™]) provides comprehensive, national, standardized data and performance ratios that measure and compare insurance and investment fee income programs among banks. The *Bank-FIR* and its companion report on bank holding companies, *Michael White's Bank Holding Company Insurance and Investment Fee Income Report*[™] (*BHC-FIR*), are annual publications, sponsored this year by Financial Keyosk, MetLife Investors, and Symetra Financial Institution Distribution.

The report ranks the nation's top 100 banks in insurance, investment, and mutual fund and annuity fee income and the top 50 banks for each of eight asset-size classes and six regions. The 150-page *Bank-FIR* includes narrative analyses and 155 illustrative tables and graphs. Leaders in the ratios of insurance and investment fee income to noninterest income are ranked by the top 50 nationally and the top 25 by each asset class. Customized *Fee Income Ratings Reports* that compare a bank's insurance or investment program to its competitors nationally, regionally, statewide or in its asset-peer group may also be ordered. The reports may be purchased online at www.BankInsurance.com or by check and mail.

About Michael White Associates (MWA)

Michael White Associates, LLC (MWA) is a bank insurance consulting firm headquartered in Radnor, PA, and online at www.BankInsurance.com.

###

For additional information contact:

Hilary Dash

Michael White Associates, LLC

823 King of Prussia Road

Radnor, PA 19087

Phone: (610) 254-0440

Fax: (610) 254-5044

Email: HDash@BankInsurance.com