



**MICHAEL WHITE ASSOCIATES
BANK INSURANCE CONSULTANTS**

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

Banks' Mutual Fund and Annuity Fee Income Down 10.6% in 2005

FOR IMMEDIATE RELEASE – Radnor, PA, March 9, 2006 – Banks' mutual fund and annuity fee income dropped 10.6% in 2005, according to *The 2006 Bank Insurance & Investment Fee Income Report™ (Bank-FIR™)* published by Michael White Associates, LLC (MWA). The 2006 Bank-FIR™ is co-sponsored by DFC Group, Inc. and Symetra Financial. Based on data reported by all 7,970 commercial and FDIC-regulated 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 about bank mutual fund and annuity fee income are these:

- Banks' mutual fund and annuity fee income in 2005 fell 10.6% from \$5.62 billion in 2004 to \$5.02 billion. Only one-fourth (24.6%) 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 (74.2%) in mutual fund and annuity activities and produced \$4.5 billion in mutual fund and annuity fee income, more than a half-billion less than in 2004. These large banks accounted for 89.3% of all bank mutual fund and annuity fee income.

**TOP 15 BANKS IN MUTUAL FUND & ANNUITY FEE INCOME
YEAR-END AT DECEMBER 31, 2005
Nationally**

RANK	M.F. & ANN. INCOME AT DECEMBER 31		PERCENT CHANGE 2004 - 2005	BANK	ST	ASSETS	% OF NONINTEREST INCOME
	2005	2004					
(ALL DOLLAR AMOUNTS IN THOUSANDS)							
1	\$1,577,308	\$875,768	80.11%	BANK OF AMERICA, N.A.	NC	\$1,082,242,862	8.13%
2	\$558,000	\$574,000	-2.79%	WACHOVIA BANK, N.A.	NC	\$472,143,000	8.18%
3	\$430,000	\$446,000	-3.59%	JP MORGAN CHASE BANK, N.A.	OH	\$1,013,985,000	1.75%
4	\$308,000	\$245,000	25.71%	WELLS FARGO BANK, N.A.	SD	\$403,258,000	2.78%
5	\$273,298	\$262,921	3.95%	U.S. BANK N.A.	OH	\$208,867,410	4.84%
6	\$210,000	\$206,428	1.73%	THE BANK OF NEW YORK	NY	\$85,868,000	5.67%
7	\$149,060	\$124,391	19.83%	FIFTH THIRD BANK	OH	\$57,612,849	7.69%
8	\$105,323	\$754,762	-86.05%	PNC BANK, N.A.	PA	\$82,876,683	6.41%
9	\$79,926	\$11,864	573.69%	KEYBANK N.A.	OH	\$88,960,716	4.92%
10	\$61,353	\$62,170	-1.31%	BRANCH BANKING AND TRUST CO.	NC	\$80,226,832	3.28%
11	\$53,590	\$51,559	3.94%	MANUFACTURERS AND TRADERS TRUST COMPANY	NY	\$54,391,344	5.84%
12	\$53,557	\$54,137	-1.07%	AMSOUTH BANK	AL	\$52,569,628	5.88%
13	\$46,672	\$59,333	-21.34%	CITIZENS BANK OF RHODE ISLAND	RI	\$13,415,591	23.99%
14	\$43,047	\$80,696	-46.66%	STATE STREET BANK AND TRUST	MA	\$87,888,150	1.02%
15	\$36,168	\$24,147	49.78%	BANK OF THE WEST	CA	\$55,157,645	9.42%

Source: Michael White's 2006 Bank Insurance & Investment Fee Income Report

- In 2005, the top five national leaders in mutual fund and annuity fee income were Bank of America, N.A. (NC), Wachovia Bank, N.A. (NC), JP Morgan Chase Bank, N.A. (OH), Wells Fargo Bank, N.A. (SD), and U.S. Bank N.A. (OH).
- Banks under \$10 billion in assets recorded \$536.2 million or 10.7% of all bank mutual fund and annuity fee income.
- Banks over \$1 billion in assets accounted for 95.9% or \$4.82 billion of the banks' mutual fund and annuity fee income, a decrease of 11.0% from the \$5.41 billion they earned in 2004.
- Banks under \$1 billion in assets accounted for 4.1% or \$206.0 million of the bank mutual fund and annuity fee income in 2005, down 2.5% from \$211.4 million in 2004.
- The top five leaders in 2005 mutual fund and annuity fee income among banks under \$1 billion in assets were Essex Savings Bank (CT), Country Club Bank, N.A. (KS), First Citizens National Bank (TN), Bank Midwest, Minnesota Iowa, N.A. (MN), and Iowa State Bank & Trust Company (IA).
- The number of banks with proprietary mutual fund and/or annuity assets under management decreased 50.7% from 211 banks in 2001 to 104 in 2005, and their proprietary mutual fund and/or annuity assets under management dropped \$584.9 billion or 40.8% from \$1.43 trillion in 2001 to \$848.3 billion at the end of 2005.

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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[™] (the *BHC-FIR*), are annual publications, sponsored this year by DFC Group, Inc. and Symetra Financial.

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. MWA's customized Fee Income Ratings Reports that compare a bank's insurance or investment program to its competitors nationally, regionally, statewide and 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.

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