

# Contents

---

<b>ABOUT EQUIAS ALLIANCE</b> .....	6
<b>PREFACE - IMPROVING BANK EARNINGS USING BANK-OWNED LIFE INSURANCE</b> .....	7
<b>INTRODUCTION</b> .....	10
About the <i>Equias Alliance / Michael White BOLI Holdings Report</i> <sup>™</sup> .....	10
Measurements of Bank-Owned Life Insurance (BOLI) Holdings .....	11
Data Regarding the Types of BOLI Assets .....	11
A Peer Analysis and Compliance Tool, the <i>MWA BOLI Capital Concentration Report</i> <sup>™</sup> .....	12
Another MWA Benchmarking Tool, <i>MWA Bank Fee Income Ratings Reports</i> <sup>™</sup> .....	13
<b>EXECUTIVE SUMMARY</b> .....	14
Bank and Thrift BOLI Holdings .....	14
Types of Life Insurance Assets .....	15
<b>EQUIAS ALLIANCE</b> .....	19

**BOLI ASSETS AMONG BANKS AND THRIFTS ..... 20**

BOLI Holdings and Participation by Asset-Class among Banks and Thrifts ..... 20

    Banks and Thrifts Nationally ..... 20

    Over \$10 Billion in Assets ..... 21

    Between \$1-\$10 Billion in Assets ..... 22

    Between \$500 Million-\$1 Billion in Assets ..... 23

    Between \$300-\$500 Million in Assets ..... 24

    Between \$100-\$300 Million in Assets ..... 26

    Under \$100 Million in Assets ..... 27

National Banks ..... 28

State-Chartered Member Commercial Banks ..... 29

Federal Reserve and OCC-Regulated Banks ..... 29

Savings Banks ..... 30

State-Chartered and Non-Member Commercial Banks ..... 30

FDIC-Regulated Banks ..... 30

Savings Associations ..... 30

Types of Life Insurance Assets ..... 31

Some Notable Changes in the Number of Banks Holding Different Types of BOLI Assets ..... 33

**BANK AND THRIFT BOLI – TABLES**

Bank/Thrift BOLI Assets as a Percent of Tier 1 Capital - Mean vs. Median by Asset-Class ..... 15

BOLI Assets and BOLI Participation in 2011 Among Banks and Thrifts by Asset-Class ..... 16

BOLI Assets and BOLI Participation in 2012 Among Banks and Thrifts by Asset-Class ..... 16

Rate of Growth in Number of Banks Reporting GALI, SALI and HALI - 1Q to 4Q 2011 ..... 17

Rate of Growth in Number of Banks Reporting GALI, SALI and HALI - 1Q to 4Q 2012 ..... 17

Number of Banks Holding GALI, SALI and HALI Assets and Dollar Amounts Held ..... 17

BOLI Assets and Participation among Banks and Thrifts by Bank Asset-Class ..... 21

Number of Banks and Thrifts Reporting BOLI Assets ..... 22

Total BOLI Assets by Bank and Thrift Asset-Class ..... 23

Mean BOLI Assets by Bank and Thrift Asset-Class ..... 24

Median BOLI Assets by Bank and Thrift Asset-Class ..... 25

Mean Bank/Thrift BOLI Assets as a Percentage of Tier 1 Capital ..... 26

Median Bank/Thrift BOLI Assets as a Percentage of Tier 1 Capital ..... 27

Mean Bank/Thrift BOLI Assets as a Percentage of the Sum of Tier 1 Capital  
and Allowance for Loan & Lease Losses ..... 28

Median Bank/Thrift BOLI Assets as a Percentage of the Sum of Tier 1 Capital  
and Allowance for Loan & Lease Losses ..... 29

Total Life Insurance Assets Held by Banks Only ..... 31

Number of Banks Reporting Life Insurance Assets ..... 32

## **BANK AND THRIFT BOLI – TABLES (CONTINUED)**

### BOLI Holdings by Asset-Class among Banks

Bank and Thrift BOLI Holdings – Top 100 Nationally .....	34
Bank and Thrift BOLI Holdings – Top 50 by Asset-Class	
Over \$10 Billion in Assets .....	36
Between \$1-\$10 Billion in Assets.....	37
Between \$500 Million-\$1 Billion in Assets.....	38
Between \$300-\$500 Million in Assets.....	39
Between \$100-\$300 Million in Assets.....	40
Under \$100 Million in Assets.....	41

### Bank and Thrift BOLI Holdings – Top 50 by Bank Charter

National Banks.....	42
State-Chartered Commercial Banks.....	43
Savings Banks.....	44
Savings Associations .....	45

### Bank Life Insurance Assets – Top 50 Nationally

Separate Account Life Insurance Assets.....	46
General Account Life Insurance Assets.....	47
Hybrid Account Life Insurance Assets .....	48

### Bank BOLI Holdings with GALI, SALI and HALI Allocation

Bank BOLI Holdings with GALI, SALI and HALI Assets in Dollars and as a Percent of Total BOLI Assets – Top 50 Nationally.....	49
---	----

Bank BOLI Holdings with GALI, SALI and HALI Assets in Dollars and as a Percent of Total BOLI Assets – Top 50 by Asset-Class	
Over \$10 Billion in Assets.....	51
Between \$1-\$10 Billion in Assets.....	53
Between \$500 Million-\$1 Billion in Assets.....	55
Between \$300-\$500 Million in Assets.....	57
Between \$100-\$300 Million in Assets.....	59
Under \$100 Million in Assets.....	61

<b>GLOSSARY</b> .....	<b>63</b>
-----------------------	-----------

<b>ABOUT MICHAEL WHITE</b> .....	<b>67</b>
----------------------------------	-----------