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BANK INSURANCE REVENUE STEADY IN FIRST HALF OF 2009

WASHINGTON— Total insurance revenue at the nation’s bank holding companies remained steady at \$23.6 billion in the first half of 2009 compared to \$23.7 billion during the same period in 2008. GMAC (Mich.), CitiGroup (N.Y.), Wells Fargo & Company (Calif.), and BB&T Corporation (N.C.) led all bank holding companies with significant banking activities in total insurance fee income in the first six months of 2009, according to findings released today by the American Bankers Insurance Association and Michael White Associates.

The findings are based on data reported to the Federal Reserve Board by 932 top-tier large bank holding companies. The analysis measures the growth of the bank insurance business and provides some benchmarks that gauge bank insurance performance.

“The top 50 bank holding companies in insurance revenue attained a mean Concentration Ratio of total insurance revenue to noninterest income of 13.6 percent,” said Valerie Barton, executive director of ABIA. “Among the top 50 in this Concentration Ratio, the mean was 45.9 percent. Those levels of Insurance Concentration demonstrate considerable contribution to BHCs’ noninterest income. Insurance consistently proves it is a valuable revenue-generating activity during good times and bad times.”

ABIA BHCs/PG 2

TOP 10 BANK HOLDING COMPANIES IN TOTAL INSURANCE INCOME YTD JUNE 30, 2009 NATIONALLY				
RANK		TOTAL INSURANCE INCOME (\$ 000s)	BANK HOLDING COMPANY	STATE
1ST HALF 2009	1ST HALF 2008			
1	N/A	\$1,734,000	GMAC INC.	MI
2	1	\$1,500,000	CITIGROUP INC.	NY
3	4	\$1,350,322	BANK OF AMERICA CORPORATION	NC
4	2	\$1,176,000	WELLS FARGO & COMPANY	CA
5	3	\$534,055	BB&T CORPORATION	NC
6	N/A	\$204,000	GOLDMAN SACHS GROUP, INC., THE	NY
7	6	\$202,000	JPMORGAN CHASE & CO.	NY
8	5	\$199,693	HSBC NORTH AMERICA HOLDINGS INC.	IL
9	N/A	\$198,309	AMERICAN EXPRESS COMPANY	NY
10	38	\$68,935	PNC FINANCIAL SERVICES GROUP, INC., THE	PA
Ranking excludes MetLife, which did not have significant banking operations				
<i>Source: Michael White Associates and American Bankers Insurance Association</i>				

During the first six months of 2009, 581 large top-tier bank holding companies (62.3 percent of all top-level large BHCs reporting) earned some type of insurance-related revenue, compared to 568 in the first half of 2008. In addition, 56 BHCs reported earning some insurance underwriting fee income from underwriting or reinsurance activities, up from 52 BHCs a year ago.

The analysis includes a ranking of the top 50 bank holding companies on the basis of the absolute dollar amount of total insurance revenue (earnings from sales and underwriting) and on the basis of total insurance revenue as a percentage of the institution's total noninterest income (Concentration Ratio). Other findings include:

- Insurance underwriting and reinsurance income increased 1.3 percent from \$17.3 billion at June 30, 2008, to \$17.5 billion in the first half of 2009, as 56 bank holding companies (6.0 percent of all top-level large BHCs reporting) engaged in sales activities that produced insurance underwriting fee income.

(More)

ABIA BHCs/PG 3

- Joining the top 50 in total insurance revenue during the first half of 2009 were nine BHCs: GMAC Inc. (Mich.), Goldman Sachs Group, Inc. (N.Y.), American Express Company (N.Y.), Discover Financial Services (Ill.), Armed Forces Benefit Association (Va.), Morgan Stanley (N.Y.), CIT Group Inc. (N.Y.), and NBT Bancorp Inc. (N.Y.). Except for NBT Bancorp, the other new entrants into the top 50 were all newly chartered bank holding companies. As a result of the entry of the new bank holding companies, all previously top-ranked BHCs declined in the rankings. NBT Bancorp Inc. (N.Y.) increased its rank in total insurance income, having jumped from 129th place at mid-2008 to 40th at June 30, 2009.

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The ABIA, a separately chartered affiliate of the American Bankers Association, is the leading trade association for banks selling or planning to sell insurance products. ABIA develops policy and provides members with advocacy on insurance issues, and offers information, education, compliance expertise, and peer group opportunities to support bank-insurance operations. Additional information on the ABIA is available at www.theabia.com.

Michael White Associates (MWA) is a bank insurance consulting firm headquartered in Radnor, PA, and at www.BankInsurance.com. The Michael White-ABIA Bank Annuity Fee Income Report and Michael White-Prudential Bank Insurance Fee Income Report™ provide, respectively, more comprehensive analyses of bank annuity and insurance brokerage and underwriting fee income. The ABIA sponsors the former report, and Prudential Financial the latter. Additionally, the MWA Fee Income Ratings Reports™ compare, rank and rate a particular financial institution's insurance or other noninterest fee income program nationally, regionally, statewide and in its asset-peer group. Copies of MWA's reports can be obtained from MWA by calling (610) 254-0440, or by visiting www.BankInsurance.com.

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