



MICHAEL WHITE ASSOCIATES  
BANK INSURANCE CONSULTANTS



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

## CitiGroup, Wachovia and Bank of America Lead Bank Holding Companies in Mutual Fund and Annuity Fee Income at September 30, 2004

**FOR IMMEDIATE RELEASE** – Radnor, PA, December 7, 2004 – Michael White Associates, LLC (MWA) announces the current leaders among bank holding companies in mutual fund and annuity fee income. CitiGroup (New York, NY), Wachovia Corporation (Charlotte, NC), and Bank of America Corporation (Charlotte, NC) lead bank holding companies in mutual fund and annuity fee income year-to-date through September 30, 2004. These findings are based on preliminary data made available November 26 by the Federal Reserve Board and analyzed by Michael White Associates in its ongoing series of *Bank Holding Company Insurance & Investment Fee Income Reports™ (BHC-FIR™)*. Notably absent were Franklin Resources (San Mateo, CA) and MetLife, Inc. (New York, NY), whose September 30<sup>th</sup> year-to-date data were not available at the time of this analysis. The data are reported by top-tier bank holding companies with \$100 million or more in consolidated assets. The *BHC-FIR™* measures mutual fund and annuity, insurance, and investment fee income generated and compares individual BHC and banking industry performance data and benchmark ratios.

- CitiGroup reports YTD mutual fund and annuity earnings of \$2.02 billion as of September 30, 2004, putting it in first place. (While third quarter data of its subsidiary bank holding company, Citicorp, were not available, Citicorp did report earning \$101 million or 7.4% of CitiGroup's mutual fund and annuity fee income YTD at June 30, 2004. The rest was generated through non-bank operating units like Salomon Smith Barney, a global, full-service investment banking and securities brokerage firm.)

### TOP 15 BANK HOLDING COMPANIES IN MUTUAL FUND & ANNUITY FEE INCOME YTD SEPTEMBER 30, 2004 Nationally

RANK	M.F. & ANN. INCOME YTD SEPT 30, 2004		PERCENT CHANGE 2003 - 2004	BANK HOLDING COMPANY	SI	ASSETS	% OF NONINTEREST INCOME
	2004	2003					
(ALL DOLLAR AMOUNTS IN THOUSANDS)							
1	\$2,024,000	\$1,732,000	16.86%	CITIGROUP INC.	NY	\$1,436,554,000	6.74%
2	\$1,351,000	\$1,172,000	15.27%	WACHOVIA CORPORATION	NC	\$436,698,000	16.92%
3	\$1,033,142	\$354,000	191.85%	BANK OF AMERICA CORPORATION	NC	\$1,089,312,372	7.16%
4	\$893,946	\$832,497	7.38%	CHARLES SCHWAB CORPORATION	CA	\$45,934,699	36.52%
5	\$680,286	\$543,225	25.23%	PNC FINANCIAL SERVICES GROUP	PA	\$77,310,144	25.93%
6	\$596,000	\$267,000	123.22%	J.P. MORGAN CHASE & CO.	NY	\$1,138,469,000	3.21%
7	\$535,086	\$513,965	4.11%	MELLON FINANCIAL CORPORATION	PA	\$35,238,854	17.71%
8	\$389,500	\$314,000	24.04%	U.S. BANCORP	MN	\$192,844,000	9.32%
9	\$381,000	\$420,000	-9.29%	TAUNUS CORPORATION	NY	\$321,376,000	9.80%
10	\$205,000	\$213,000	-3.76%	WELLS FARGO & COMPANY	CA	\$421,549,000	2.23%
11	\$158,774	\$167,184	-5.03%	BANK OF NEW YORK COMPANY	NY	\$93,692,293	4.61%
12	\$103,464	\$93,751	10.36%	FIFTH THIRD BANCORP	OH	\$98,293,074	5.61%
13	\$98,856	\$89,223	10.80%	SUNTRUST BANKS, INC.	GA	\$127,785,985	5.30%
14	\$84,281	\$74,485	13.15%	ABN AMRO N.A. HOLDING CO.	IL	\$134,073,161	8.89%
15	\$60,461	\$53,056	13.96%	STATE STREET CORPORATION	MA	\$100,526,517	2.00%

Source: Michael White's Bank Holding Company Insurance & Investment Fee Income Reports

- Wachovia Corporation ranks second with \$1.35 billion in mutual fund and annuity fee income. Among strictly bank-based distributors of these products, Wachovia ranks first, achieving 15% earnings growth.
- Bank of America Corporation (Charlotte, NC) registered the greatest improvement among the leaders, increasing its mutual fund and annuity fee income by 192% to \$1.03 billion and ranking third nationally in the first three quarters of this year. Much of this improvement is due to its combination with FleetBoston Financial Corporation (Boston, MA), which merged with Bank of America Corporation on April 1, 2004. In 2003, FleetBoston ranked 7<sup>th</sup> and Bank of America ranked 11<sup>th</sup> nationally in mutual fund and annuity fee income.
- J.P. Morgan Chase & Co. (New York, NY) earned \$596 million for a sixth-place ranking in mutual fund and annuity revenues. J.P. Morgan Chase acquired Bank One Corporation on July 1, 2004, at the beginning of the third quarter. In 2003, Bank One ranked ninth and J.P. Morgan Chase ranked 12<sup>th</sup> nationally in mutual fund and annuity fee income.
- Reports for past top performers Franklin Resources, Inc. and MetLife, Inc. were not available at the time of this analysis. However, at the end of the second quarter (ending June 30, 2004), Franklin, owner of the Franklin/Templeton Funds, reported \$1.05 billion, and MetLife earned \$814.9 million in mutual fund and annuity fee income. In 2003, Franklin ranked second and MetLife fourth nationally in mutual fund and annuity fee income.

### **About *Michael White's Bank Insurance & Investment Fee Income Report*<sup>™</sup>**

*Michael White's Bank Holding Company Insurance and Investment Fee Income Report*<sup>™</sup> (*BHC-FIR*<sup>™</sup>) provides comprehensive, national, standardized data and performance ratios that measure and compare insurance and investment fee income programs among bank holding companies (BHCs). The *BHC-FIR* and its companion report on banks (*Bank-FIR*) are published annually and cover the calendar years ending December 31. The report ranks the nation's top 100 BHCs in insurance, investment, and mutual fund and annuity fee income and the top 50 BHCs for each of eight asset-size classes and six regions. 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. BHCs can compare their performance to other BHCs nationally or to their asset class by using the mean, median and top-quartile results included in the report. Customized year-to-date reports, including those that compare a BHC's insurance or investment program to its competitors or peer-group, may also be ordered.

The price of each annual report purchased separately is \$650. The price for buying both the annual bank and BHC reports is \$1,100, a savings of \$200 or over 15% for single-issue purchases. Certain additional discounts may be available. The reports may be purchased online at [www.BankInsurance.com](http://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](http://www.BankInsurance.com).

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