



MICHAEL WHITE ASSOCIATES  
BANK INSURANCE CONSULTANTS



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

## Bank Holding Company Insurance Underwriting Income Up 2.0% to \$25 Billion in 2003

**FOR IMMEDIATE RELEASE** – Radnor, PA, July 26, 2004 – Bank holding companies (BHCs) reported insurance or reinsurance income of \$25.1 billion in 2003, according to *Michael White's Bank Holding Company Insurance & Investment Fee Income Report™ (BHC-FIR™)* published by Michael White Associates, LLC (MWA). Compiled from data reported by 2,088 top-tier (or regulatory top-holder) BHCs with \$100 million or more in consolidated assets on December 31, 2003, the report measures insurance, investment, and mutual fund and annuity fee income generated in 2003 and compares individual BHC and banking industry performance data and benchmark ratios to those of 2003. Other insurance underwriting findings in the *2003 Year-End BHC-FIR™* include:

- In 2003, 101 or 4.8% of 2,088 top-tier BHCs reported underwriting insurance premiums, down from 175 or 9.1% of 1,932 BHCs in 2002. The 74 fewer BHCs reporting insurance premiums in 2003 represented a decrease of 42.3% in the number of BHCs underwriting insurance. Altogether, these 101 BHCs reported writing total insurance premiums of \$24.96 billion, up 2.0% from \$24.47 billion in 2002.
- One hundred six (106) BHCs reported \$25.13 billion in gross underwriting income or loss from insurance and reinsurance activities in 2003, up 2.7% from \$24.47 billion in 2002. The 106 BHCs constituted 5.1% of 2,088 top-tier BHCs in 2003, and they represented 69 fewer or 39.4% less than the 175 BHCs that reported gross underwriting income from insurance and reinsurance activities in 2002. Mean insurance underwriting income was \$237.1 million among all BHCs engaged in underwriting in 2003. Median insurance underwriting income was \$489,000.
- Of 74 BHCs with assets over \$10 billion, 43 BHCs or 58.1% engaged in insurance underwriting or reinsurance. These large BHCs accounted for \$25.02 billion in insurance and reinsurance underwriting income or 99.6% of the total. Mean insurance underwriting income was \$581.9 million among BHCs with more than \$10 billion in assets that engaged in underwriting in 2003. Their median underwriting income was \$6.7 million.

### TOP 10 BHCs IN TOTAL INSURANCE PREMIUMS - 2003 Nationally

RANK	TOTAL INS. PREMIUMS 2003	TOTAL INS. PREMIUMS 2002	PERCENT CHANGE 2002 - 2003	BANK HOLDING COMPANY	ASSETS
(ALL DOLLAR AMOUNTS IN THOUSANDS)					
1	\$20,673,489	\$19,085,896	8.32%	METLIFE, INC.	NY \$326,841,959
2	\$2,550,000	\$3,479,000	-26.70%	CITIGROUP INC.	NY \$1,264,032,000
3	\$732,816	\$561,868	30.42%	COUNTRYWIDE FINANCIAL CORP.	CA \$97,957,619
4	\$233,000	\$399,000	-41.60%	WELLS FARGO & COMPANY	CA \$387,798,000
5	\$151,000	\$157,000	-3.82%	BANK ONE CORPORATION	IL \$326,563,000
6	\$104,000	\$220,000	-52.73%	J.P. MORGAN CHASE & CO.	NY \$770,912,000
7	\$72,335	\$40,862	77.02%	HSBC NORTH AMERICA INC.	NY \$125,950,317
8	\$69,168	\$133,000	-47.99%	BANK OF AMERICA CORPORATION	NC \$736,487,404
9	\$62,633	\$0	N/A	CIBC DELAWARE HOLDINGS INC.	NY \$39,209,663
10	\$60,000	\$30,000	100.00%	WACHOVIA CORPORATION	NC \$401,032,000

SOURCE: MICHAEL WHITE'S BANK HOLDING COMPANY INSURANCE & INVESTMENT FEE INCOME REPORT - 2003 YEAR-END

- The leading insurance underwriters among BHCs were MetLife, Inc. (NY) with \$20.7 billion in insurance underwriting income; Citigroup, Inc. (NY) with \$2.6 billion; Countrywide Financial Corporation (CA) with \$732.8 million; Wells Fargo & Company (CA) with \$233.0 million; and Bank One Corporation (IL) with \$151.0 million.
- With \$24.3 billion in total insurance underwriting income, the top five BHCs accounted for 96.9% of the \$25.1 billion in insurance underwriting income earned by all 106 BHCs. The remaining 101 BHCs underwrote \$787.4 million in earned premiums. Twenty-three (23) BHCs earned \$10 million or more in insurance underwriting income in 2003. Sixty-two (62) earned less than \$1 million in insurance underwriting income.

**About Michael White's Bank Holding Company Insurance & Investment Fee Income Report™**

*Michael White's Bank Holding Company Insurance and Investment Fee Income Report™ (BHC-FIR™)* 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 are published annually and cover the calendar years ending December 31.

The 2003 *BHC-FIR* is compiled from data reported by 2,088 top-tier or regulatory top-holder BHCs with \$100 million or more in consolidated assets on December 31, 2003. The report identifies performances and trends among insurance, investment, and mutual fund and annuity fee income by comparing various performance measurements and benchmark ratios for 2003 to those of 2002. The 150-page *BHC-FIR* contains some 40 pages of narrative analyses and 160 illustrative tables and graphs showing national, regional and asset-class performance in bank insurance and investment fee income.

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 ratios of insurance and investment fee income to noninterest income and noninterest fee 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 a broader peer-group, may also be ordered.

The price of each annual report purchased separately is \$650. Certain discounts are available. 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. 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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**For additional information contact:**

Michael White  
 Michael White Associates, LLC  
 823 King of Prussia Road  
 Radnor, PA 19087  
 Phone: (610) 254-0440  
 Fax: (610) 254-5044  
 Email: [MWA@BankInsurance.com](mailto:MWA@BankInsurance.com)