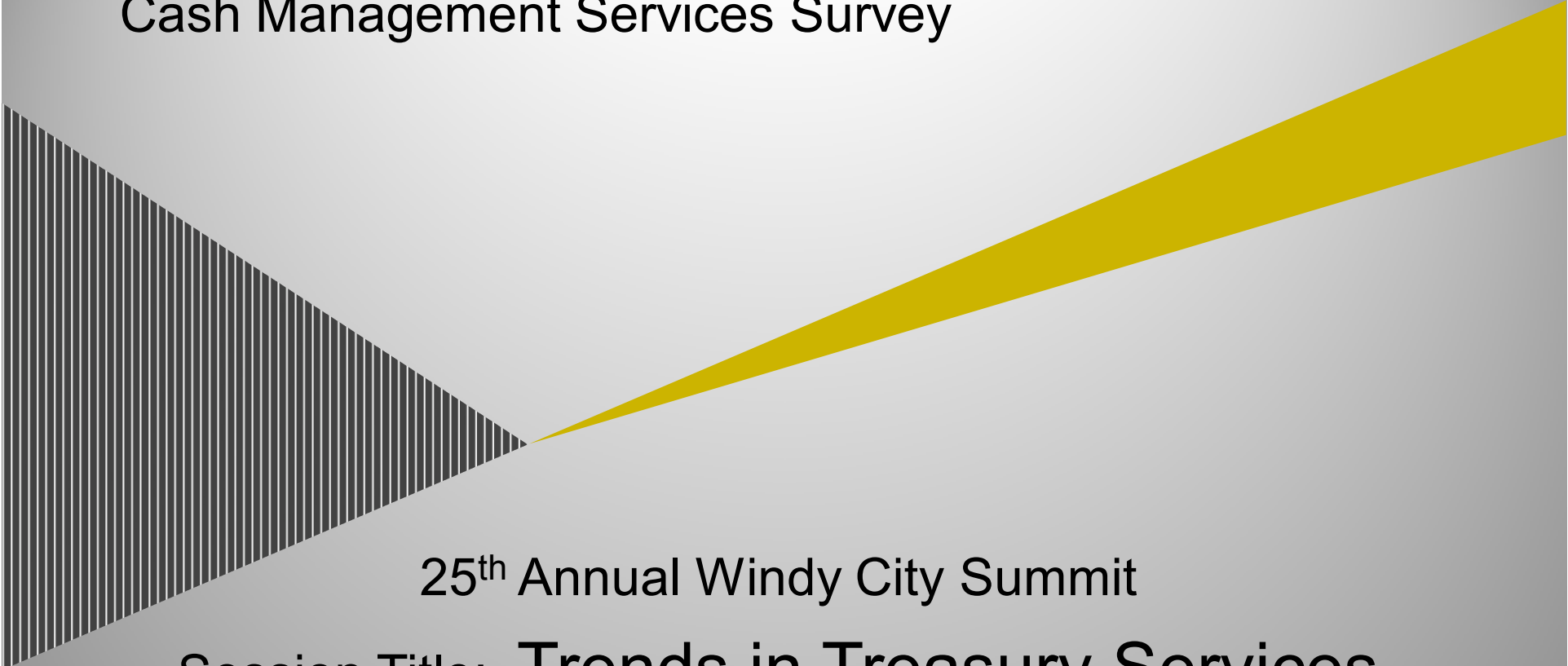


Ernst & Young

Cash Management Services Survey



25th Annual Windy City Summit

Session Title: **Trends in Treasury Services**

May 19, 2011

Contents/Agenda

- Survey Background and Participation
- Overall Revenue Trends
- Individual Product Trends
- Closing Thoughts

2010 CMS Survey Response Rates

Among U.S. Bank Holding Companies

Top 20 Banks	100%
Top 50 Banks	76%

2010 CMS Survey Peer Group Profile

Banks/Holding Companies with Assets of:

Peer Group 1 - Above \$76 Billion (Top 20)

Peer Group 2 - \$13.1 Billion to under \$76 Billion (#21-50)

Peer Group 3 - Under \$13.1 Billion (below the Top 50)

2010 Peer Group 1 Participants

(More than US\$76 billion in assets)

Bank of America Corporation
Bank of New York Mellon Corporation
BB&T Corporation
Capital One , N.A.
Citibank, N.A.
Deutsche Bank
Fifth Third Bancorp
HSBC Bank USA
JPMorgan Chase & Co.
KeyCorp

Northern Trust Corporation
PNC Financial Services Group, Inc.
RBS Citizens Financial Group
Regions Financial Corporation
Sovereign Bancorp, Inc.
SunTrust Banks, Inc.
TD Bank, N.A.
U.S. Bancorp
Union Bank
Wells Fargo and Company

2010 Peer Group 2 Participants

(\$13.1 to Under \$76.0 Billion in Assets)

Associated Bank

Banco Popular

Bank of the West

BBVA Compass

BOK Financial Corporation

City National Corporation

Comerica Incorporated

Commerce Bancshares, Inc.

Cullen/Frost Bankers, Inc.

First Citizens Bankshares

First Horizon National Corporation

First National Bank of Omaha

Harris Corporation

M&T Bank Corporation

Marshall & Ilsley Corporation

Synovus Financial Corporation

Webster Financial Services

Zions Bancorporation

2010 Peer Group 3 Participants

(Under \$13.1 Billion in Assets)

Eastern Bank

First Midwest Bank

Northwest Bancshares, Inc.

PrivateBancorp, Inc.

Whitney National Bank

Wintrust Financial

2010 Peer Group 4 Participants

(Non-Banks)

First Data

Fiserv, Inc.

Regulus Group, LLC

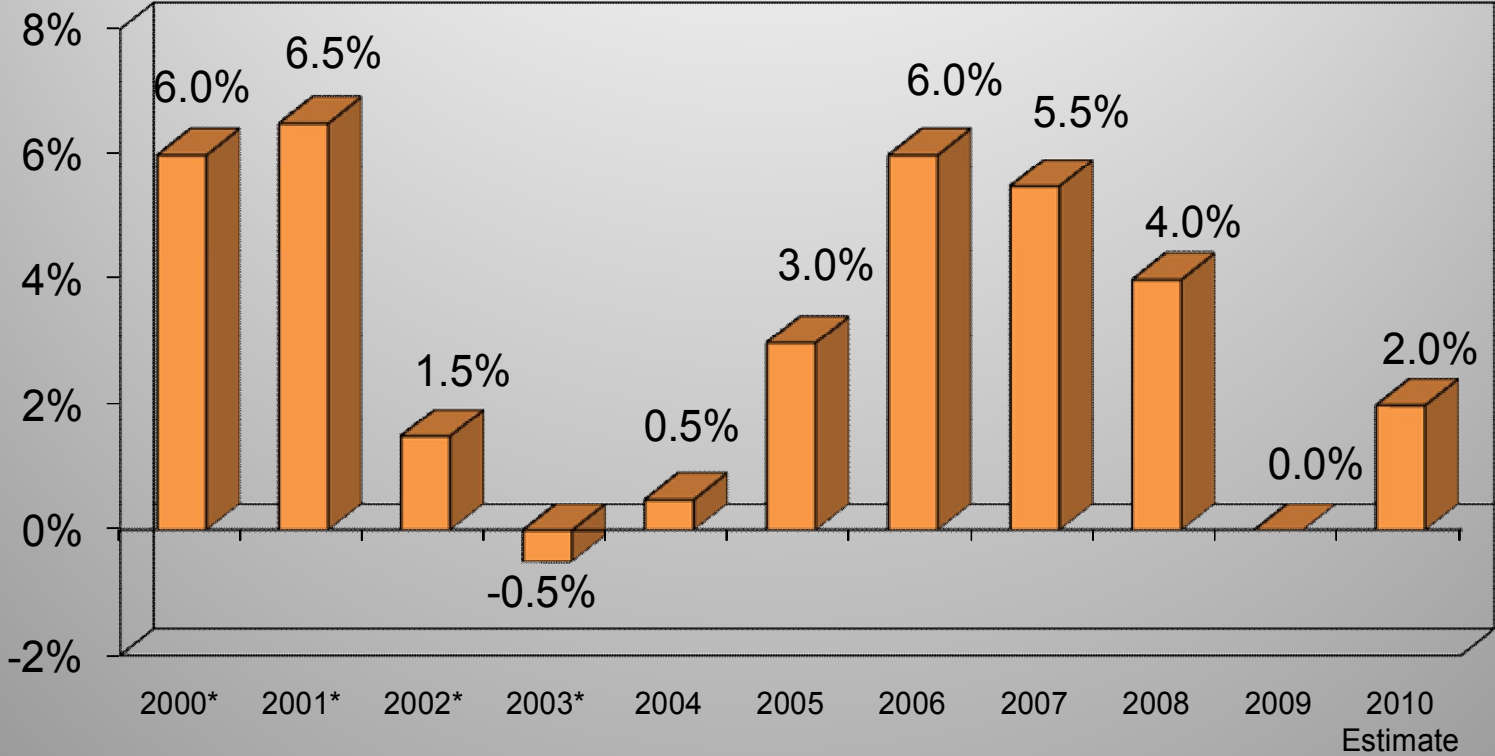
Revenue Data Collected

Fee-Equivalent Revenue from Cash Management Customers

- The 2010 CMS Survey Collected Domestic* Fee-Equivalent Revenue...
 - ...whether paid by Fees or Compensating Balances
 - ...for the Last 2 Completed Calendar Years (2008 and 2009)
 - ...and, Estimated Revenue for the Current Year (2010).
- Revenue Associated with Excess Balances, Float, or the Spread between the Customer's Rate and the Bank's Actual Investment Rate were Excluded.
- Products Included: Account Reconciliation, ACH, EDI, Controlled Disbursement, Information Reporting, Retail & Wholesale Lockbox, Check Clearing (including Remote Deposit), Coin and Currency Services, Wire Transfers, Purchasing Cards, and the Demand Deposit Category (which includes Fee Income from General Disbursement Activity, Account Maintenance, Statement Services, Zero Balance Accounts, Non-Interest Related Overdraft Fees, and Sweep Account Fees).

* Wire Revenue also includes U.S. dollar transfers between U.S. and foreign locations.

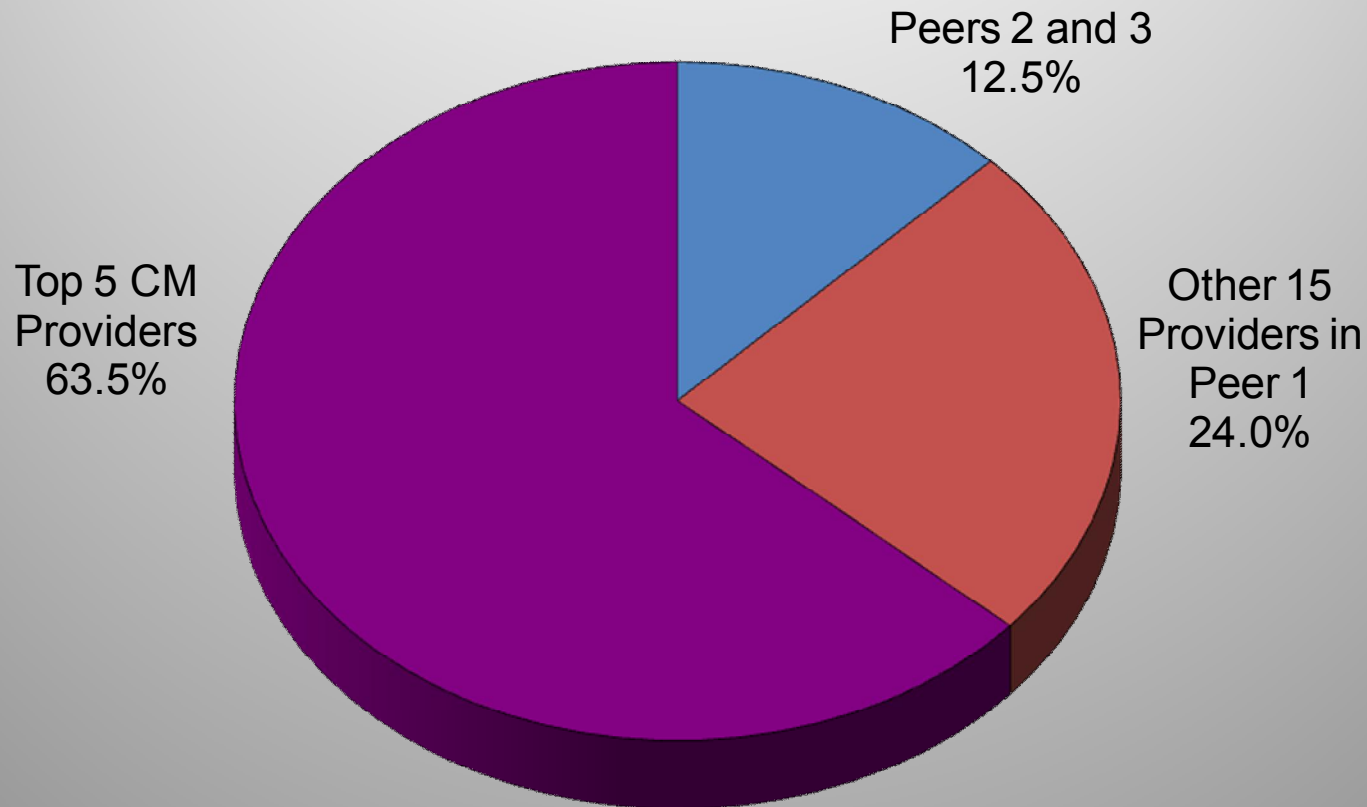
Fee-equivalent Cash Management Revenue Growth



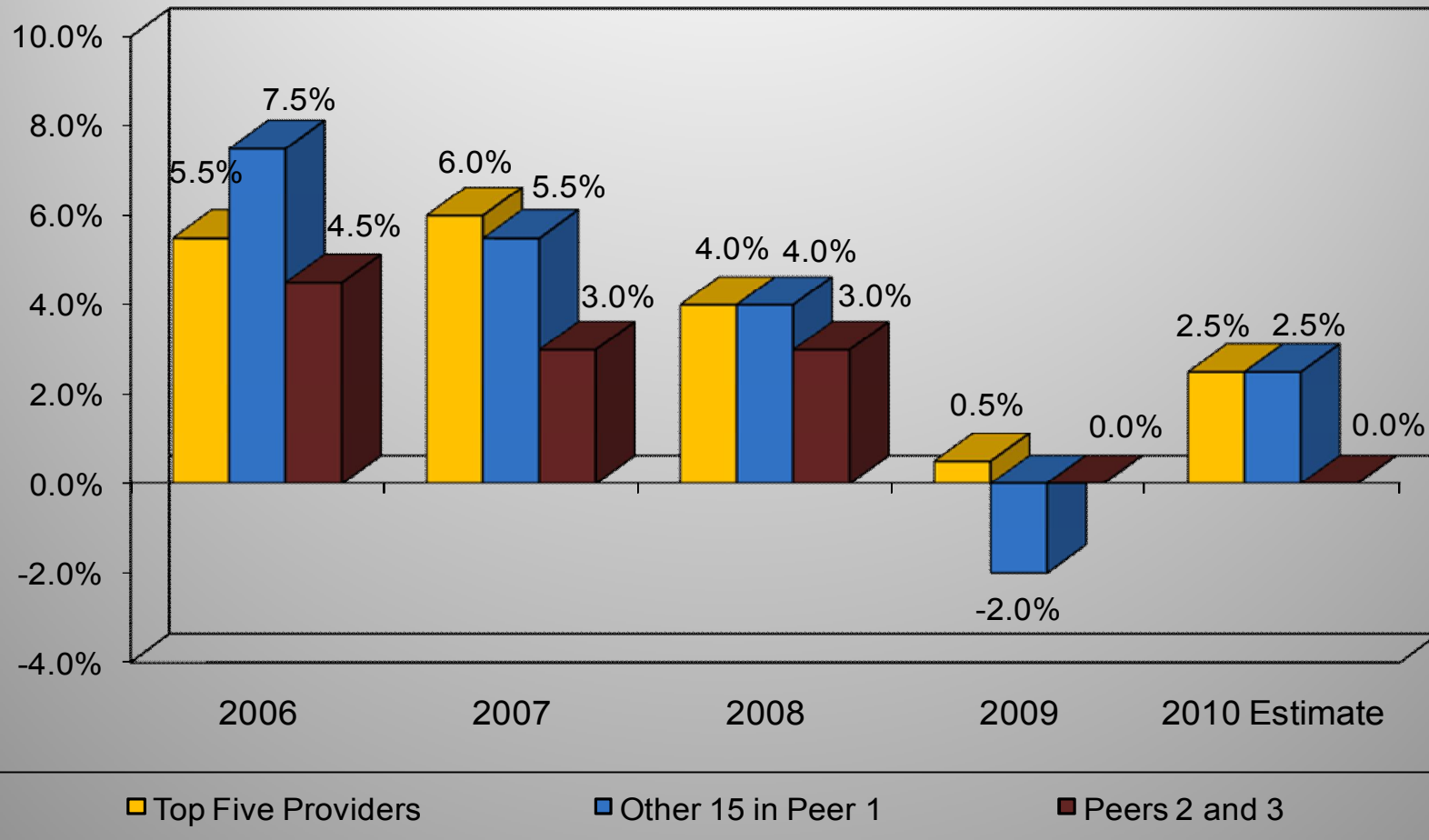
* Purchasing card revenue not included prior to 2004

Share of 2009 Fee-Equivalent Revenue

- Total 2009 fee-equivalent revenue for the top 100 U.S. commercial banks was \$16 billion

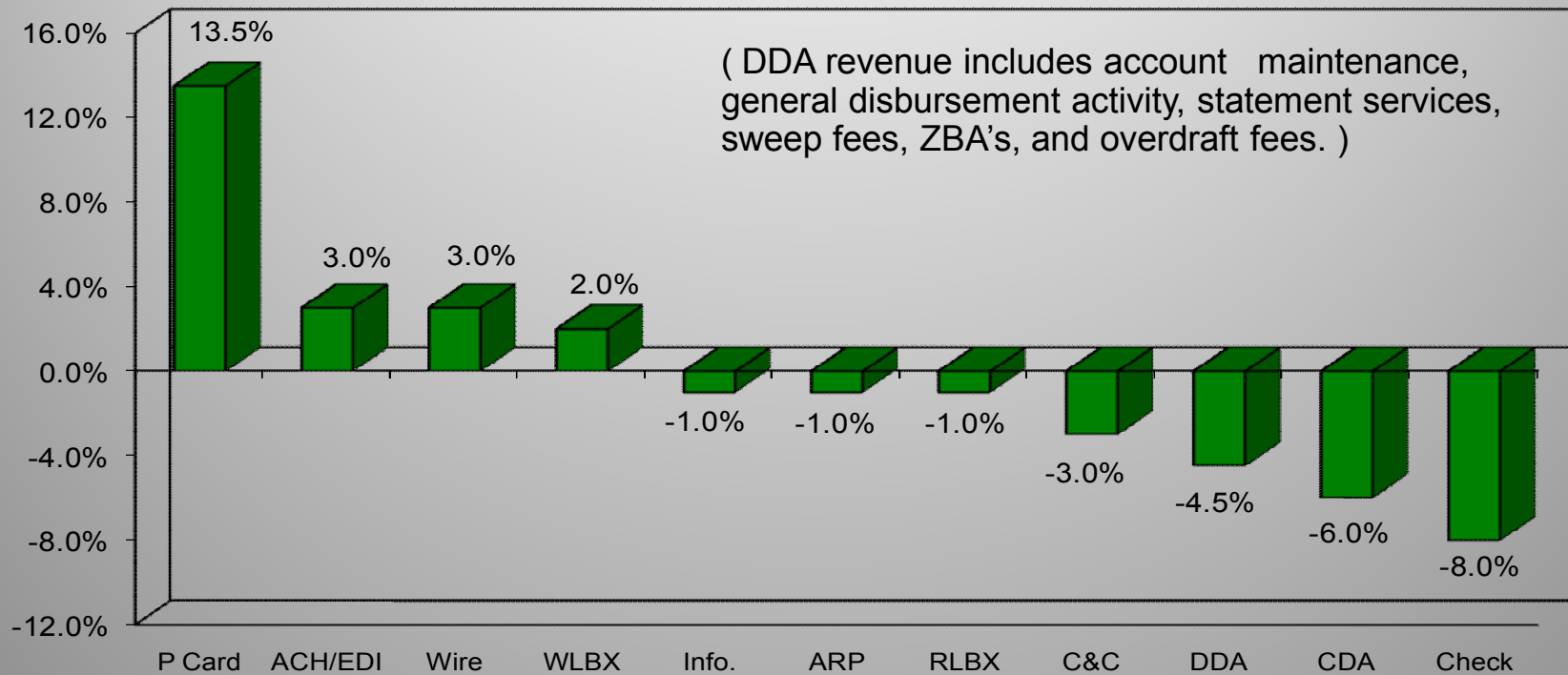


Revenue Growth Rate Detail

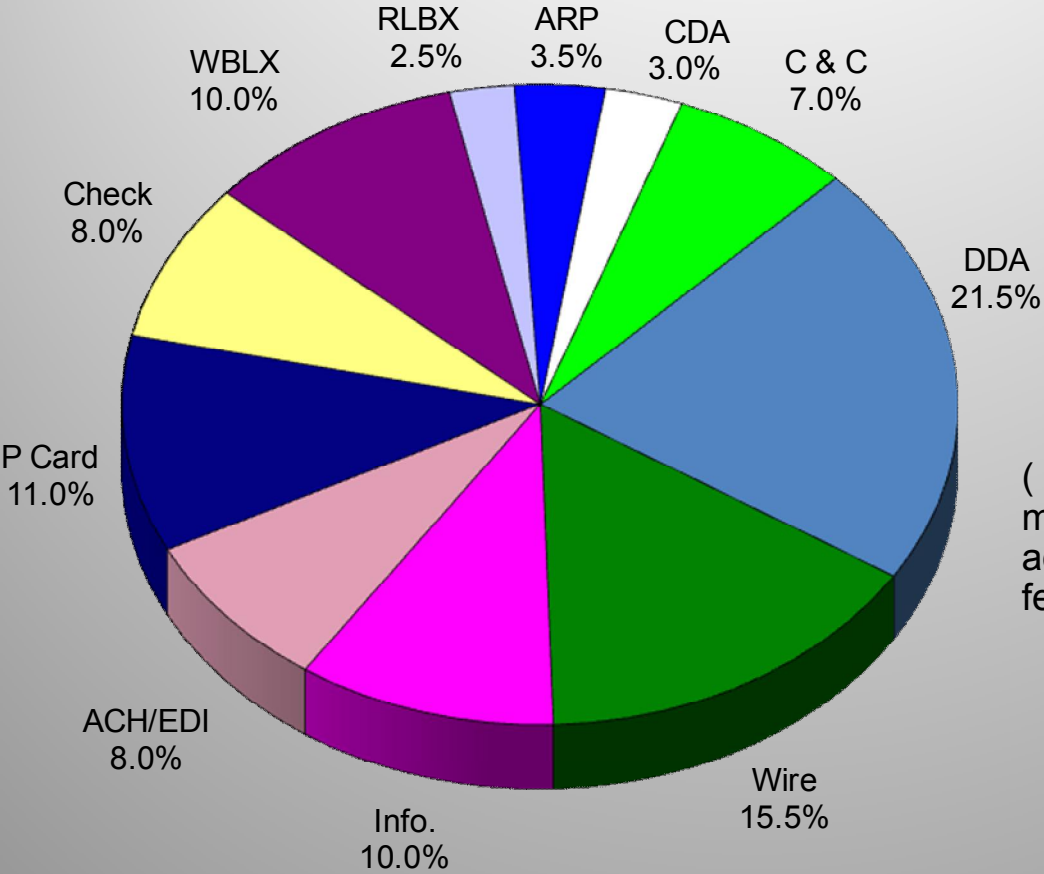


Revenue Growth Rates

for Cash Management Products During 2009

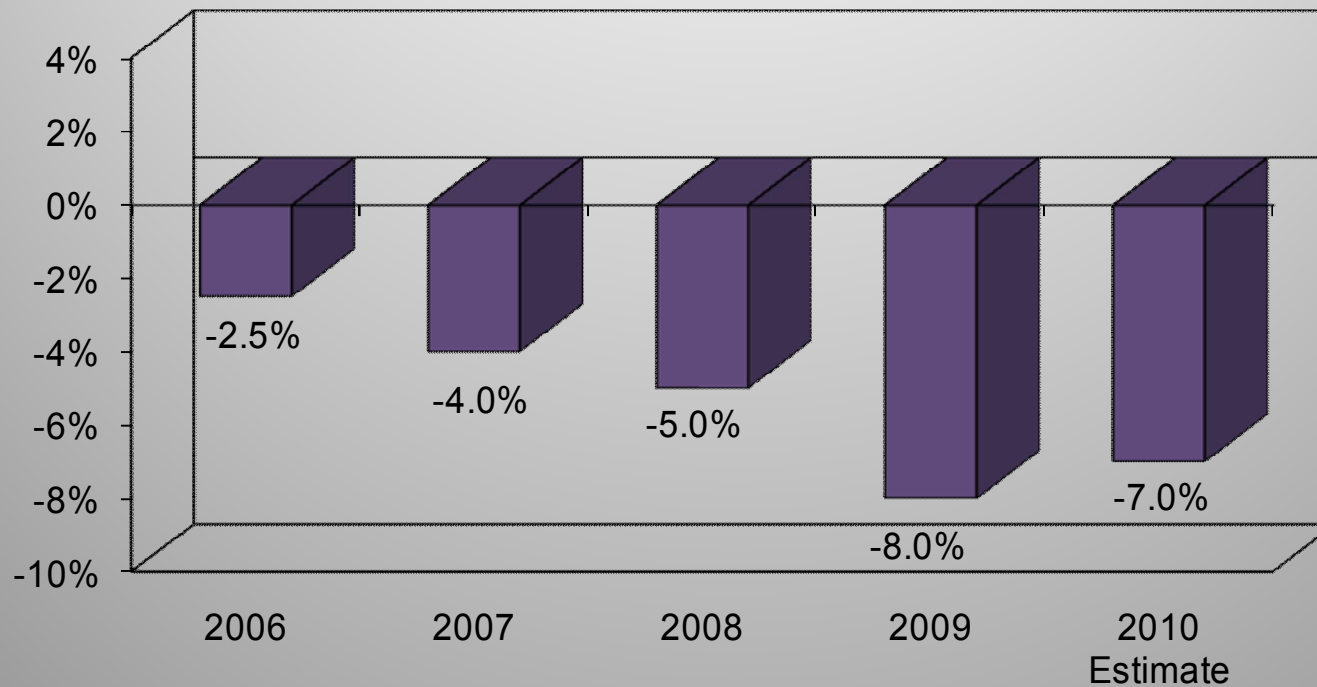


2009 Cash Management Revenue by Product

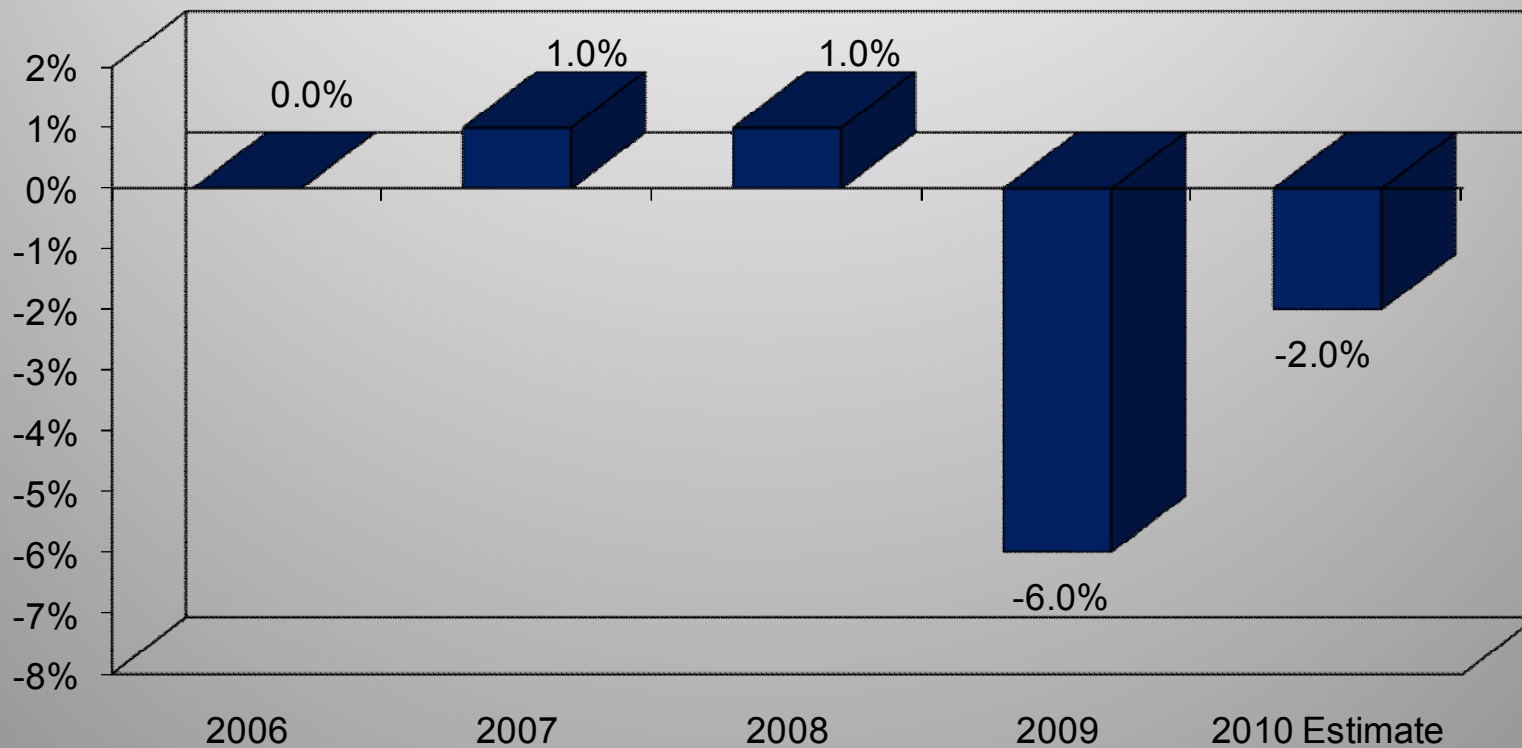


(DDA revenue includes account maintenance, general disbursement activity, statement services, sweep fees, ZBA's, and overdraft fees.)

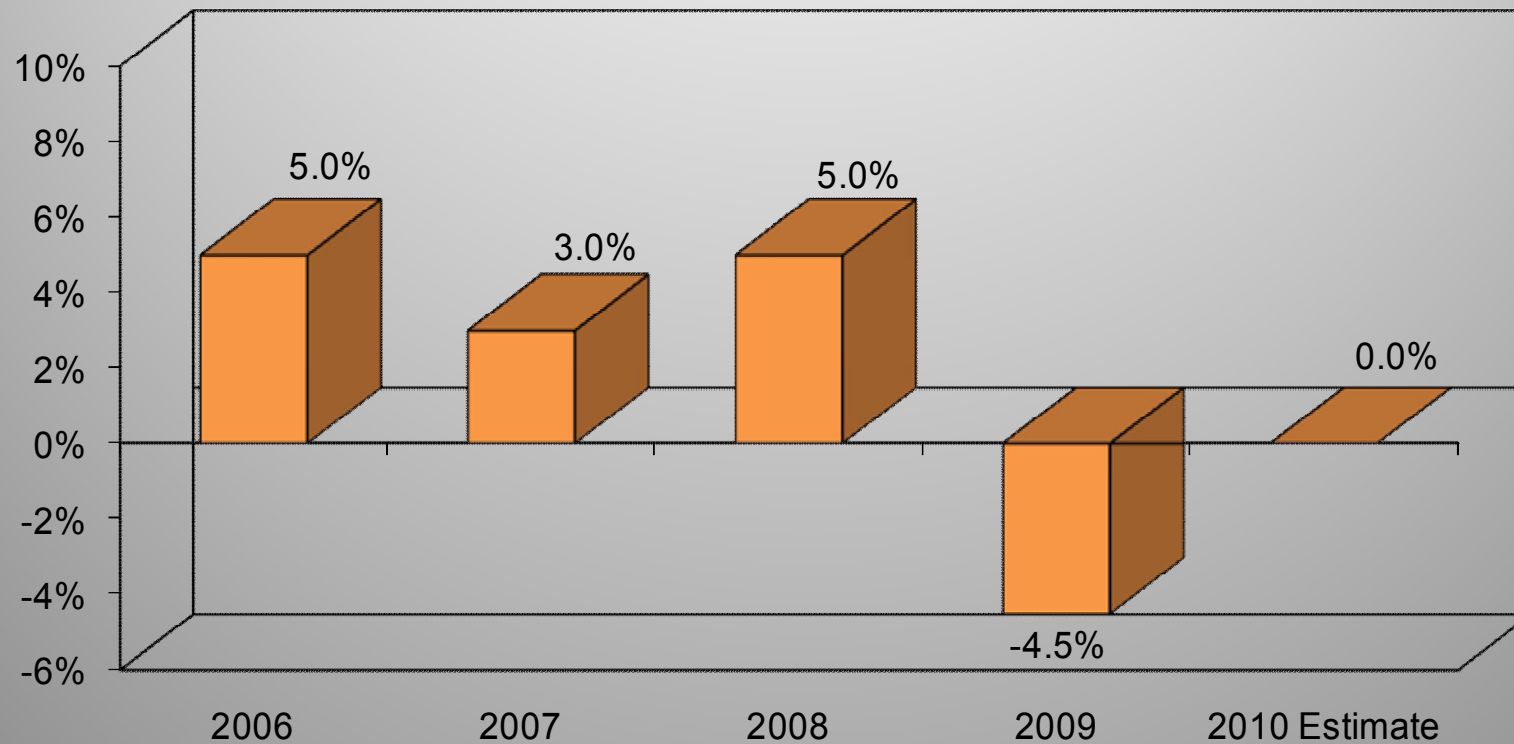
Check Clearing Revenue Growth Rates



Controlled Disbursement Revenue Growth Rates

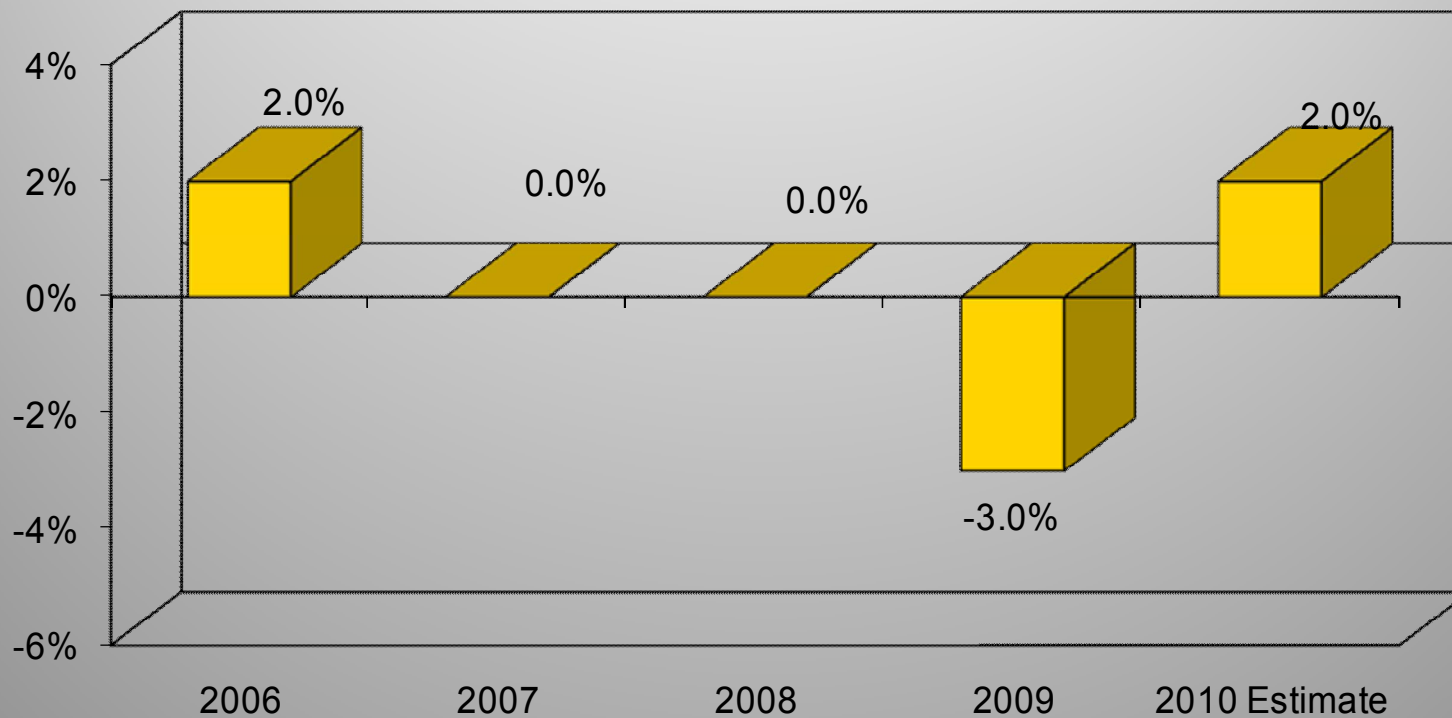


Demand Deposit Account Revenue Growth Rates



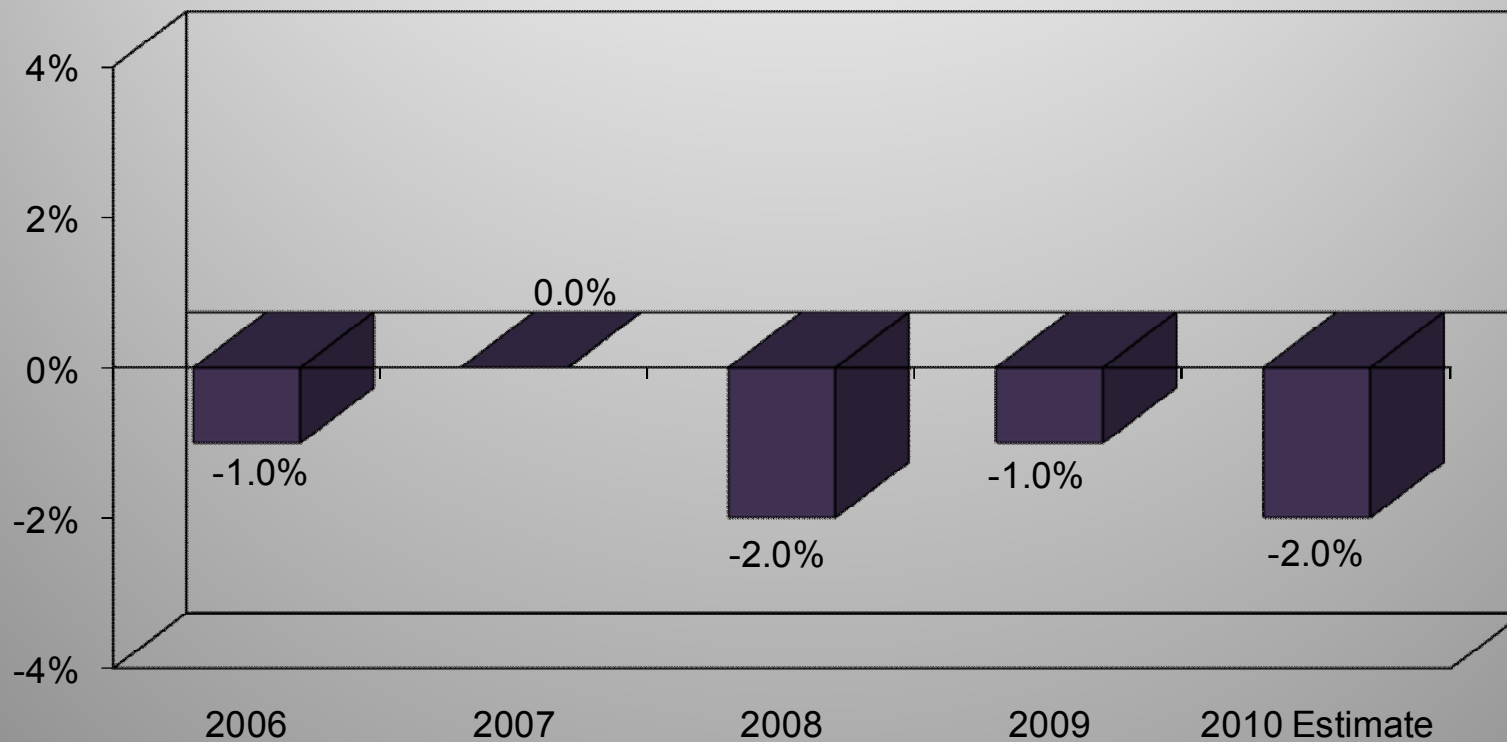
Coin and Currency

Revenue Growth Rates



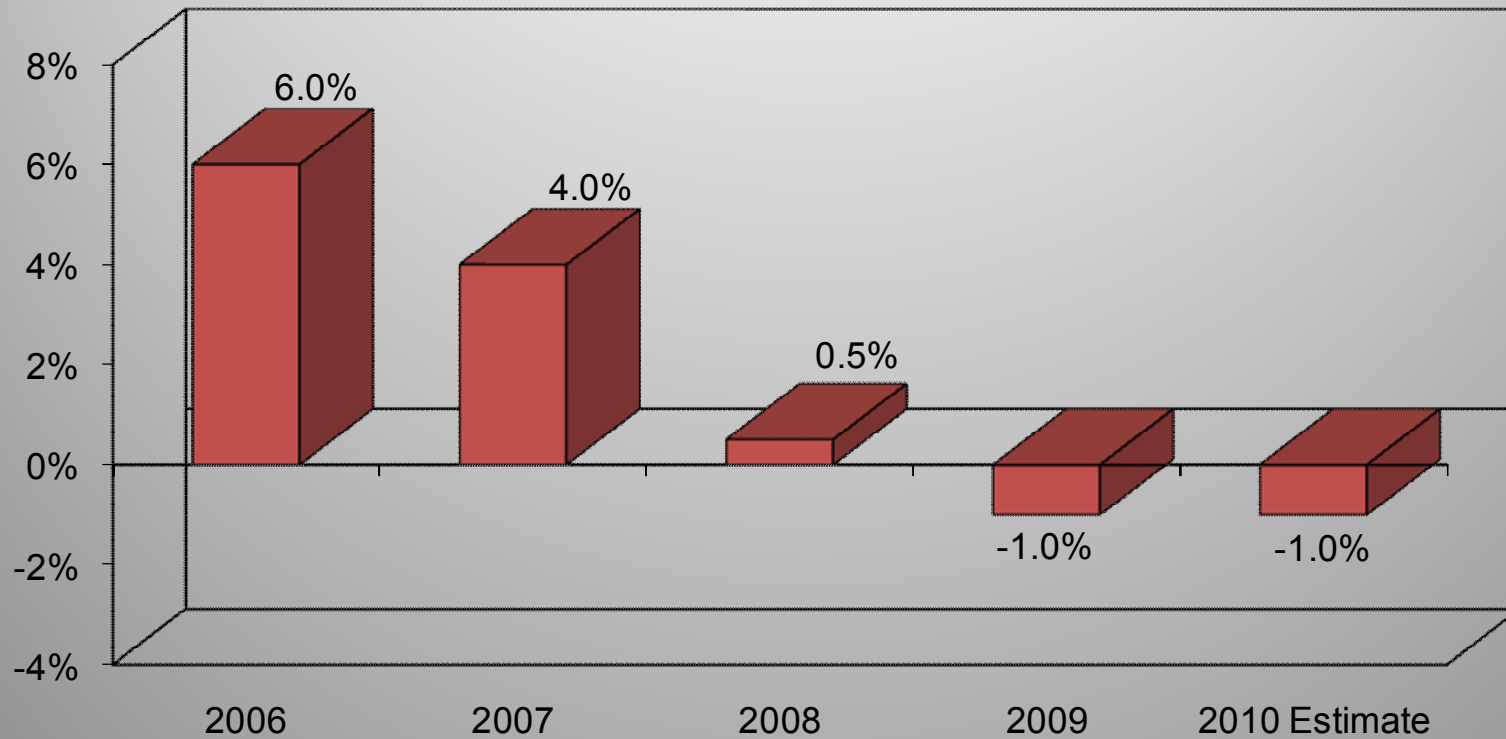
Retail Lockbox

Revenue Growth Rates



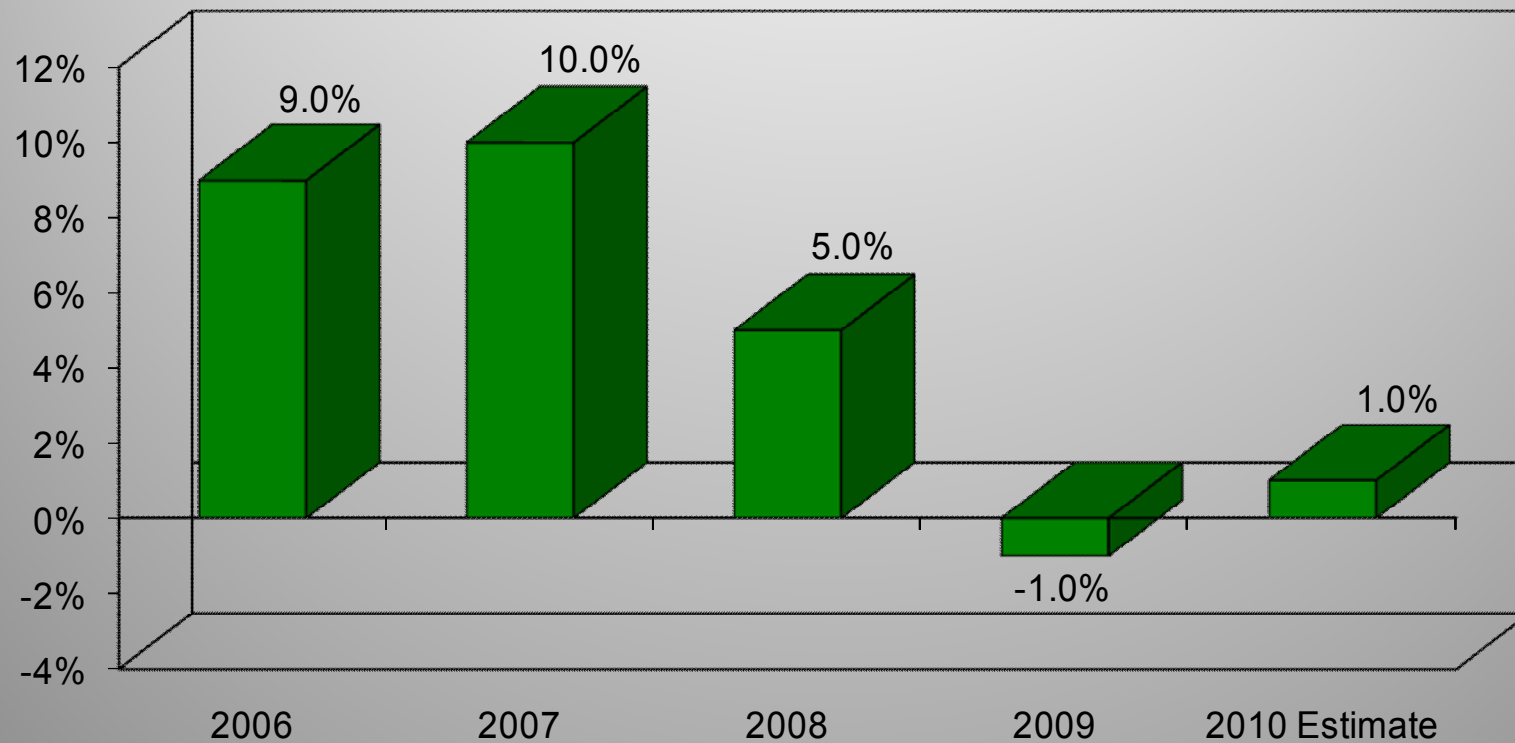
Account Reconciliation

Revenue Growth Rates

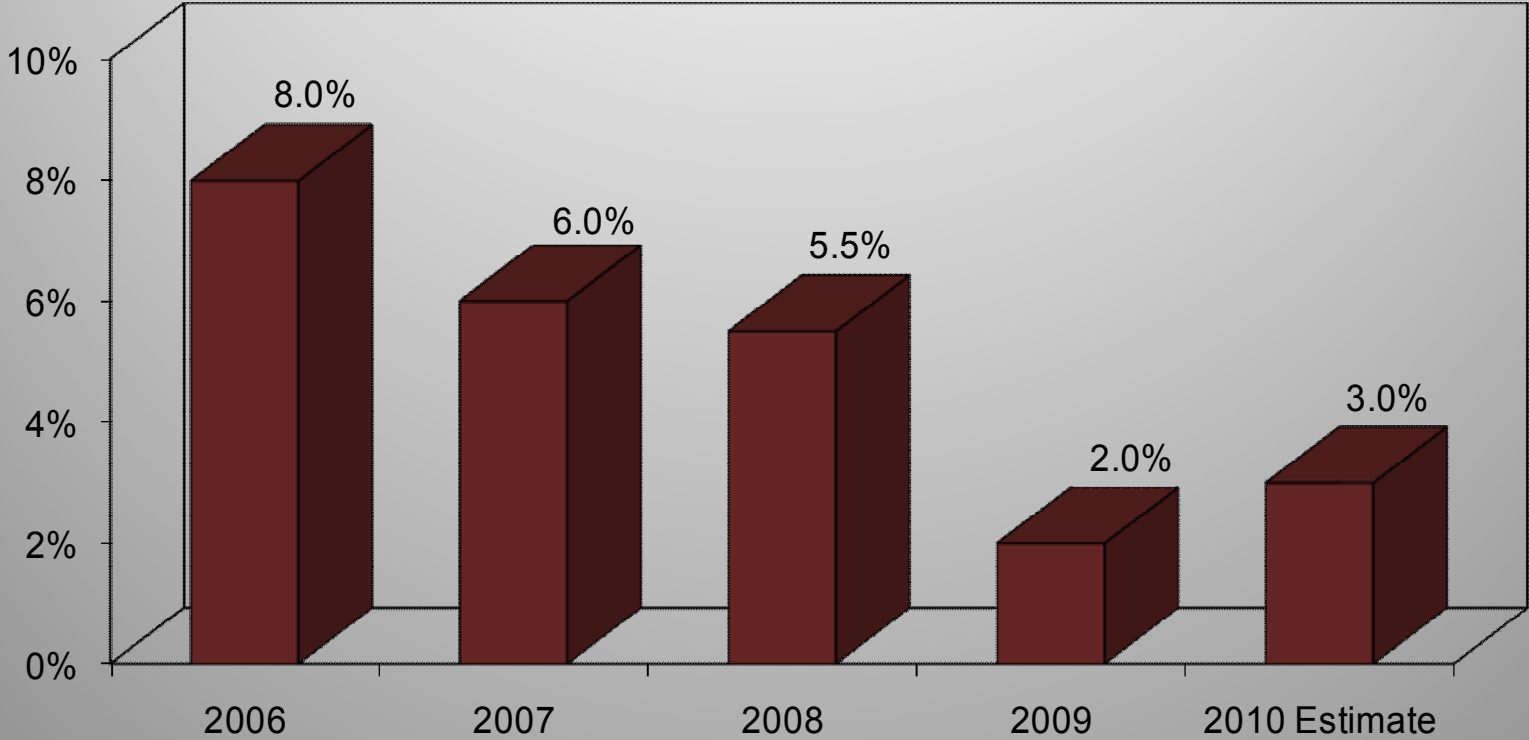


Information Reporting

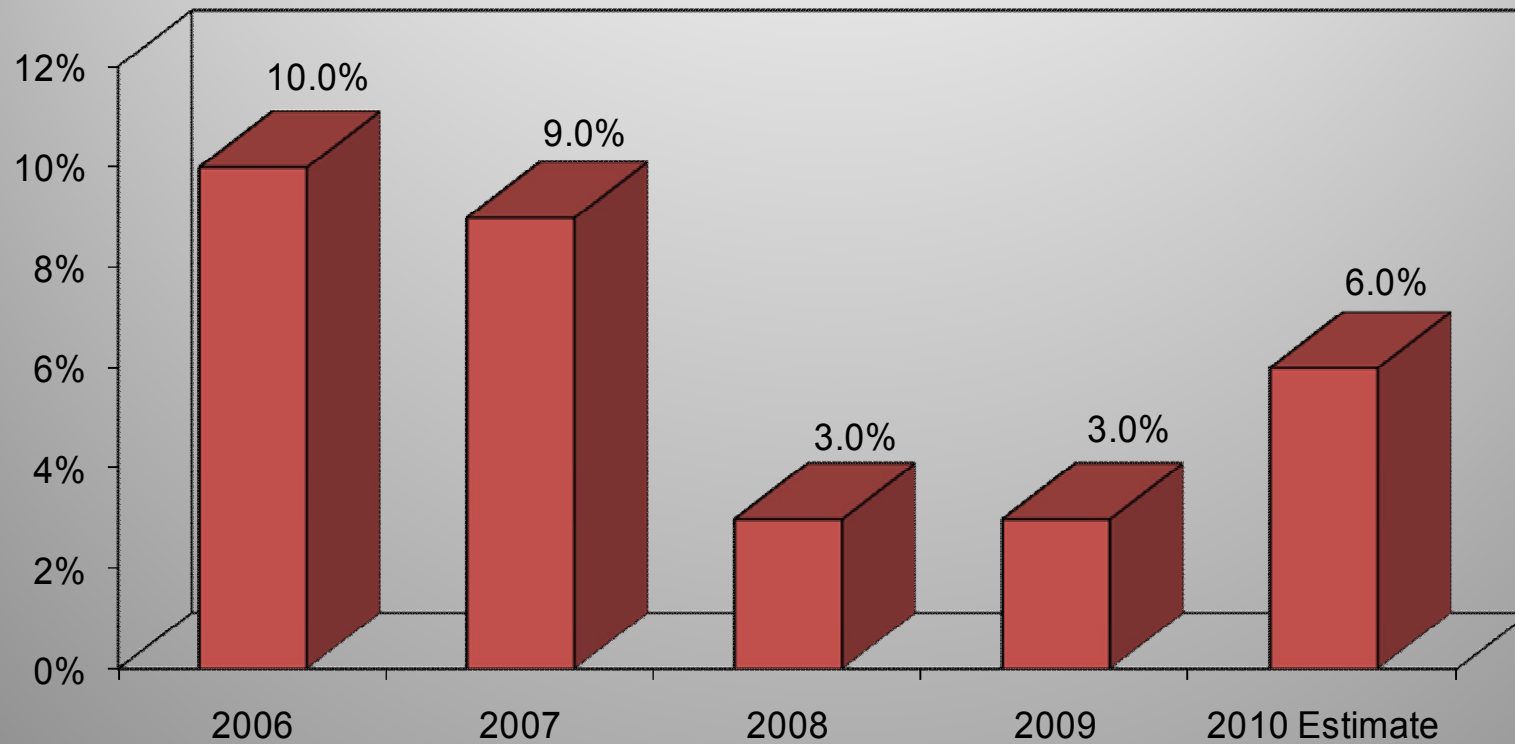
Revenue Growth Rates



Wholesale Lockbox Revenue Growth Rates

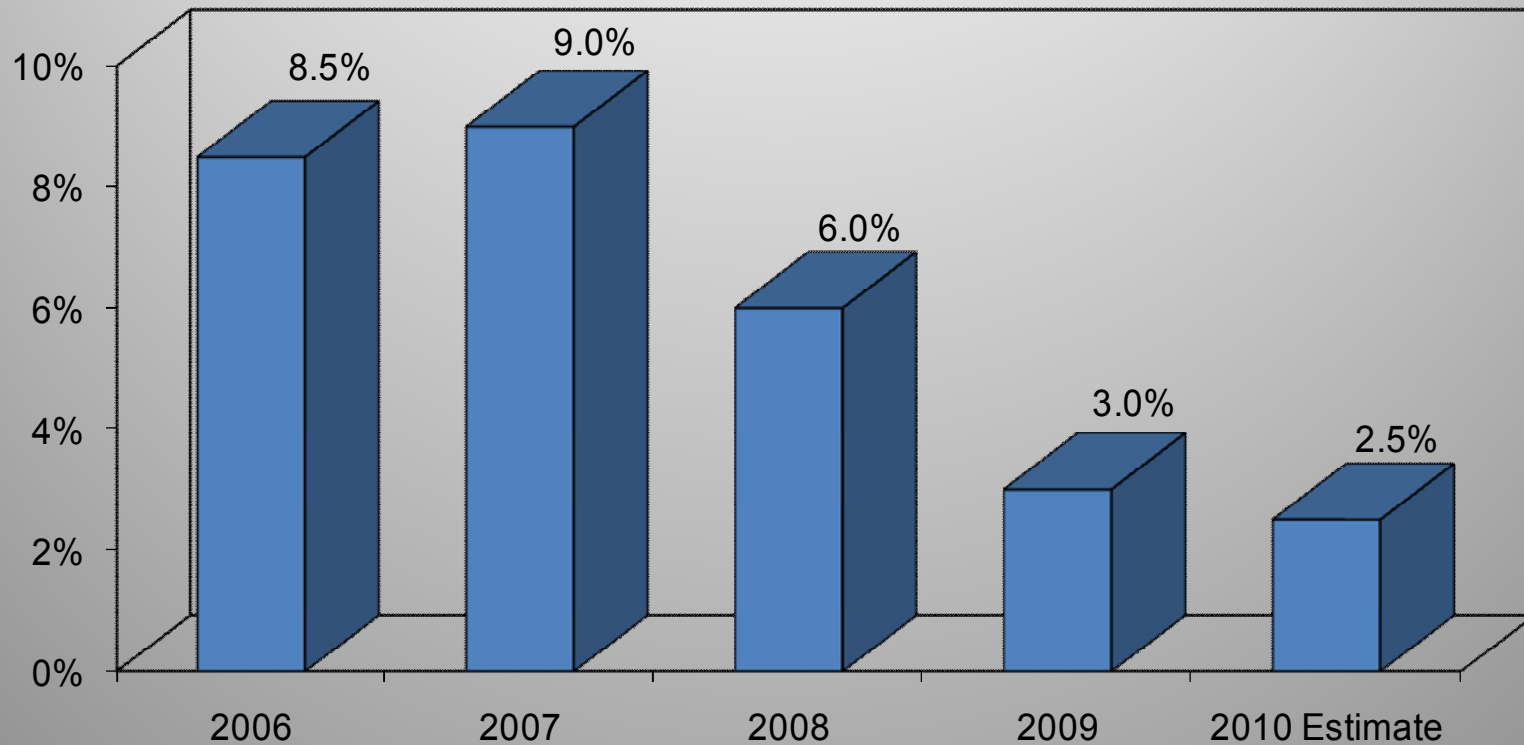


Wire Transfer Revenue Growth Rates

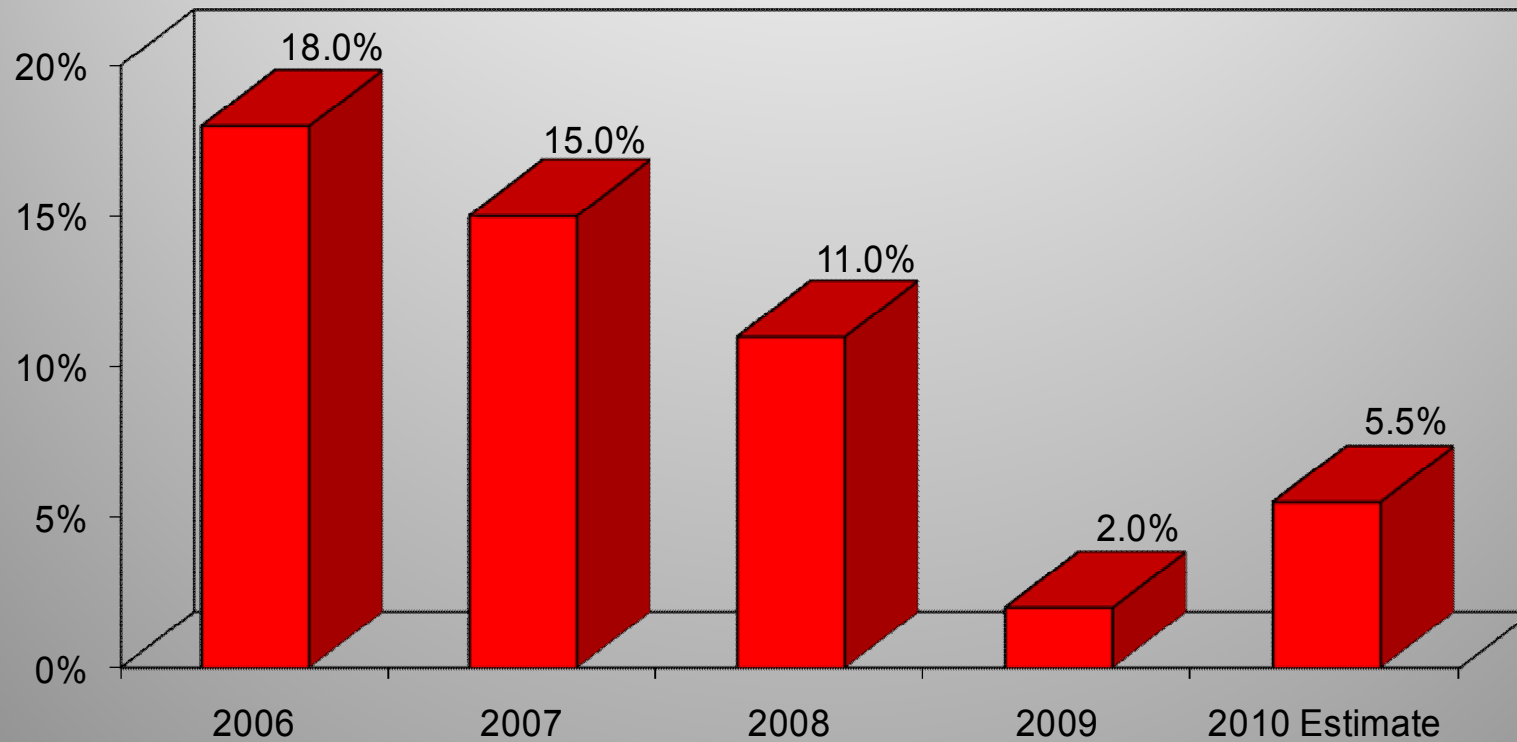


ACH Services

Revenue Growth Rates

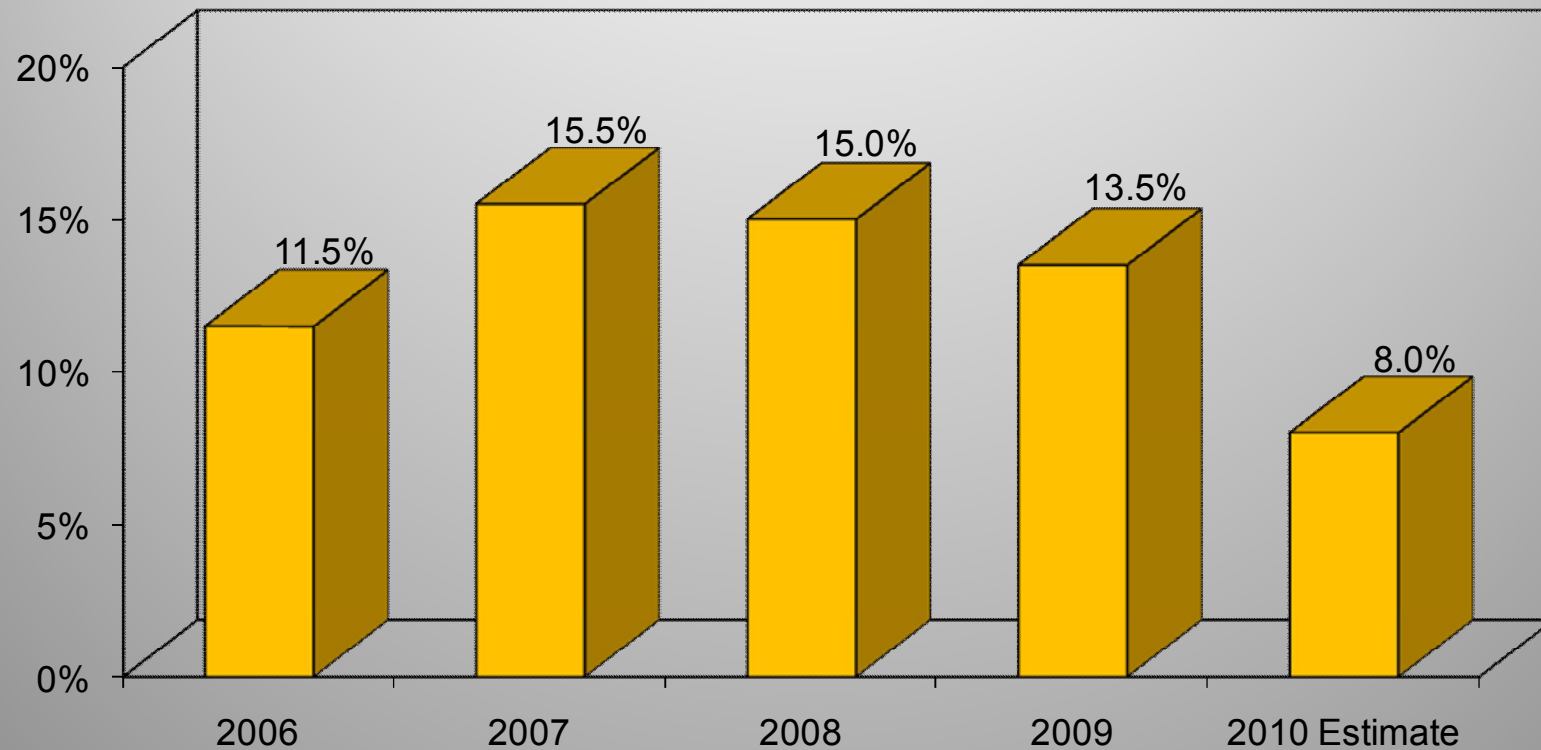


Electronic Data Interchange Revenue Growth Rates



Purchasing Cards

Revenue Growth Rates



Closing Thoughts

- No growth was measured in fee-equivalent cash management revenue in 2009.
- The survey participants expected some improvement in 2010, forecasting 2% fee-equivalent revenue growth.
- E&Y expected less than 2% revenue growth in 2010 and believed a small revenue decline could as easily occur.

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<http://www.ey.com/us/cashmanagement>