

The LI BLURB

Good morning,

Enclosed are the latest Bank and BOLI statistics capturing the numbers through the 3rd Quarter Reporting Period.

The BOLI market remains robust with total cash value across the Bank sector increasing \$2.4 Billion over the prior quarter. General Account BOLI led the way once again expanding \$2.3 Billion. A surplus of bank liquidity combined with attractive risk and tax-adjusted returns and strong credit quality associated with BOLI are driving the renewed interest and demand.

Wishing you and your families the very best this Holiday and Christmas Season, and many blessings in the year ahead!

Warmest Regards,

The Galbreath Group

STATISTICS

4,914 TOTAL U.S. BANKS*

37 fewer banks than previous quarter

119 fewer banks than 9/30/2020



66%

3,250 with BOLI

34%

1,664 without BOLI

Total of \$193.4 Billion

- \$97.7 Billion General Account
- \$76.3 Billion Separate Account
- \$19.4 Billion Hybrid Account

Average Concentration of Tier 1 Capital for banks holding BOLI is 11.47%

Capacity based on 25% of Tier 1 Capital guideline:

- Banks with BOLI holdings → additional \$228 Billion
- Banks without BOLI holdings → \$78.9 Billion

*Source: FDIC Call Report Summary, 9/30/2021