EXPOSURE FEE ADVICE AUSTRIA

PRIVATE SECTOR CREDITS

EXPOSURE FEE LEVEL 1

	EXPOSURE FEE	LEVEL	1						
A. SOVEREIGN (e.g., Finance Ministry Guarantee):	TRANSACTION RISK INCREMENT			IT: See Public Sector Chart					
B. POLITICAL ONLY COVER:	TRANSACTION RISK INCREMENT:			NT: -1	-1				
C1. BORROWERS/GUARANTORS with RATED/TRADED O	CROSS BORDER	(HARD CUF	RRENCY) DE	BTS:					
TRANSACTION RISK INCREMENT:	0	1	2	;	3	4	5	5	5
LONG-TERM (S&P, others)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB	- BB+	-,BB	BB-	B+,B	B-
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa	Ba1,	Ba2	Ba3	B1,B2	В3
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-:	3	В		С	
SHORT-TERM (TBW)	TBW-1	TBW-2	TBW-3	TBW-4	1				
SHORT-TERM (Moody's)		P-1	P-2	P-	3				
SPREAD (bp) over T-YIELD <	40	70	140	25	0	400	600	900	1500
SPREAD (bp) over LIBOR <	10	40	90	22	0	370	570	870	1470
C2. BORROWERS/GUARANTORS with INTRA-COUNTRY	Y (LOCAL CURRI	ENCY) RAT	INGS:						
TRANSACTION RISK INCREMENT:	0	1	2	;	3	4	5	5	5
LONG-TERM (S&P, TBW)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB	- BB+	-,BB	BB-	B+,B	B-
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa	Ba1,	Ba2	Ba3	B1,B2	В3
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-:	3	В		С	
SHORT-TERM (Moody's)		P-1	P-2	P-S	3				
FINANCIAL STRENGTH (Moody's)	A/B	В	B/C	(C/D	D	D/E	Е
INTRA-COUNTRY ISSUER (TBW)	IC A/B	IC B	IC B/C	IC	C IC	C/D I	D IC	D/E	IC E
INDIVIDUAL (IBCA)	A/B	В	B/C	(C/D	D	D/E	E
INDIVIDUAL (Capital Intelligence)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB	- BB+	-,BB	BB-	B+,B	B-
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAN	ICIAL INSTITUTIO	ONS:			*TRANSA	CTION RIS	K INCREM	ENT:	0
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE	R THAN FINANCI	AL INSTITU	JTIONS:		*TRANSA	CTION RIS	K INCREM	ENT:	1
E. UNRATED LARGEST (PROFITABLE) FINANCIAL INS	TITUTION:		r	MAXIMUM	TRANSAC	TION RISH	K INCREME	ENT:	0
F1. UNRATED BORROWERS/GUARANTORS OTHER TH/	AN FINANCIAL IN	STITUTION							
S: DEBT TO TANGIBLE NET WORTH				<1X	<2X	<3X	<4X	<6X	>6X
				TRANSACTION RISK INCREMENT:					
		>	25%	2	2	3	4	5	5
OPERATING CASH FLOW		>	20%	2	3	4	5	5	5
(2-YEAR AVERAGE)		>	15%	3	4	5	5	5	5
TO DEBT		>	10%	4	5	5	5	5	5
DEDI		:	>5%	5	5	5	5	5	5
			>0%	5	5	5	5	5	5
			<0%	5	5	5	5	5	5
F2. UNRATED FINANCIAL INSTITUTION BORROWERS/G	UARANTORS:								
TRANSACTION RISK INCREMENT:				2	3	4	5	5	5
SHAREHOLDER'S EQUITY TO ASSETS				>8%	>7%	>6%	>5%	>4%	<4%
NET INCOME TO ASSETS (2-YEAR AVERAGE)				>2.5%	>2.0%	>1.5%	>1.0%	>0.5%	<0.5%
BORROWED FUNDS TO NET LOANS				<40%	<60%	<80%	<100%	<120%	>120%
LIQUID ASSETS TO ASSETS				>25%	>20%	>15%	>10%	>5%	<5%
RESERVES TO NON-PERFORMING ASSETS				>200%	>175%	>150%	>125	>100	<100%

Effective: 10/01/1998

^{*} MAY NOT APPLY IF A TRANSACTION RISK INCREMENT HAS BEEN PRE-APPROVED

EXPOSURE FEE ADVICE AUSTRIA

PUBLIC SECTOR CREDITS

EXPOSURE FEE LEVEL 1

<u>A.</u>	SOVEREIGN (e.g., Finance Ministry Guarantee):		7	TRANSACTIO	ON RISK IN	ICREMEN	NT: 0)			
B. POLITICAL ONLY COVER:			TRANSACTION RISK INCREMENT:					See Private Sector Chart			
<u>C1.</u>	BORROWERS/GUARANTORS with RATED/TRADED CF	ROSS BORDER	(HARD CUI	RRENCY) DE	BTS:						
	TRANSACTION RISK INCREMENT:	0	1	2	3	3	4	5	5	5	
	LONG-TERM (S&P, others)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB-	BB+		BB-	B+,B	В-	
	LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa3	Ba1,I	За2	Ba3	B1,B2	В3	
	SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-3	i	В		С		
	SHORT-TERM (TBW)	TBW-1	TBW-2	TBW-3	TBW-4						
	SHORT-TERM (Moody's)		P-1	P-2	P-3						
	SPREAD (bp) over T-YIELD <	40	70	140	250)	400	600	900	1500	
	SPREAD (bp) over LIBOR <	10	40	90	220)	370	570	870	1470	
<u>C2.</u>	BORROWERS/GUARANTORS with INTRA-COUNTRY	(LOCAL CURRE	NCY) RAT	INGS:							
	TRANSACTION RISK INCREMENT:	0	1	2	3	3	4	5	5	5	
	LONG-TERM (S&P, TBW)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB-	BB+	 ,BB	BB-	B+,B	B-	
	LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa3	Ba1,I	За2	Ba3	B1,B2	В3	
	SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-3	i	В		С		
	SHORT-TERM (Moody's)		P-1	P-2	P-3						
	FINANCIAL STRENGTH (Moody's)	A/B	В	B/C	С		C/D	D	D/E	E	
	INTRA-COUNTRY ISSUER (TBW)	IC A/B	IC B	IC B/C	IC	C IC	C/D IC	D IC	D/E	IC E	
	INDIVIDUAL (IBCA)	A/B	В	B/C	С		C/D	D	D/E	Е	
	INDIVIDUAL (Capital Intelligence)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB-	BB+	,BB	BB-	B+,B	B-	
<u>D1</u> .	. TRANSACTIONS OF \$10 MILLION OR LESS - FINANC	CIAL INSTITUTION	NS:		*	TRANSAC	CTION RIS	K INCREM	ENT:	0	
D2.	. TRANSACTIONS OF \$10 MILLION OR LESS - OTHER	THAN FINANCI	AL INSTITU	JTIONS:	*	TRANSAC	CTION RIS	K INCREM	ENT:	1	
	UNRATED LARGEST (PROFITABLE) FINANCIAL INST				/AXIMUM T	RANSACI	LIUNI BISK	INCREME	NΤ·	1	
	,		OTITI ITION		AFOCIIVIOIVI I	10110710	TION TON	IIVOINE		'	
<u>F1.</u> S:	UNRATED BORROWERS/GUARANTORS OTHER THAI	N FINANCIAL IN	SIIIUIION								
	DEBT TO TANGIBLE NET WORTH				<1X	<2X	<3X	<4X	<6X	>6X	
						TRANSA	ACTION RI	SK INCREM	MENT:		
			>	25%	2	2	3	4	5	5	
	OPERATING		>	20%	2	3	4	5	5	5	
	CASH FLOW (2-YEAR AVERAGE)			4 E 0 /	•	4	5	5	5		
	,		_	15%	3				J	5	
DEBT				10%	3 4	5	5	5	5	5 5	
	TO DEBT		>				5 5	5 5			
			>	10%	4	5	_		5	5	
			>	10% >5%	4 5	5 5	5	5	5 5	5 5	
<u>F2.</u>		ARANTORS:	>	10% >5% >0%	4 5 5	5 5 5	5 5	5 5	5 5 5	5 5 5	
<u>F2.</u>	DEBT	ARANTORS:	>	10% >5% >0%	4 5 5	5 5 5	5 5	5 5	5 5 5	5 5 5	
<u>F2.</u>	DEBT UNRATED FINANCIAL INSTITUTION BORROWERS/GU	ARANTORS:	>	10% >5% >0%	4 5 5 5	5 5 5 5	5 5 5	5 5 5	5 5 5 5	5 5 5 5	
<u>F2.</u>	DEBT UNRATED FINANCIAL INSTITUTION BORROWERS/GU TRANSACTION RISK INCREMENT:	ARANTORS:	>	10% >5% >0%	4 5 5 5	5 5 5 5	5 5 5	5 5 5	5 5 5 5	5 5 5 5	
<u>F2.</u>	DEBT UNRATED FINANCIAL INSTITUTION BORROWERS/GU TRANSACTION RISK INCREMENT: SHAREHOLDER'S EQUITY TO ASSETS	ARANTORS:	>	10% >5% >0%	4 5 5 5 5 	5 5 5 5 3 >7%	5 5 5 5 ——————————————————————————————	5 5 5 ————————————————————————————————	5 5 5 5 ——————————————————————————————	5 5 5 5 5 ————————————————————————————	
<u>F2.</u>	DEBT UNRATED FINANCIAL INSTITUTION BORROWERS/GU TRANSACTION RISK INCREMENT: SHAREHOLDER'S EQUITY TO ASSETS NET INCOME TO ASSETS (2-YEAR AVERAGE)	ARANTORS:	>	10% >5% >0%	4 5 5 5 5 2 2 >8% >2.5%	5 5 5 5 3 >7% >2.0%	5 5 5 5 4 >6% >1.5%	5 5 5 5 >5% >1.0%	5 5 5 5 5 	5 5 5 5 5 4% <0.5%	
<u>F2.</u>	DEBT UNRATED FINANCIAL INSTITUTION BORROWERS/GU TRANSACTION RISK INCREMENT: SHAREHOLDER'S EQUITY TO ASSETS NET INCOME TO ASSETS (2-YEAR AVERAGE) BORROWED FUNDS TO NET LOANS	ARANTORS:	>	10% >5% >0%	4 5 5 5 5 2 >8% >2.5% <40%	5 5 5 5 3 >7% >2.0% <60%	5 5 5 5 4 >6% >1.5% <80%	5 5 5 5 >5% >1.0% <100%	5 5 5 5 5 5 24% >0.5% <120%	5 5 5 5 5 44% <0.5% >120%	

Effective:

10/01/1998

* MAY NOT APPLY IF A TRANSACTION ICRAS RATING HAS BEEN PRE-APPROVED