EXPOSURE FEE ADVICE GUATEMALA

PRIVATE SECTOR CREDITS

EXPOSURE FEE LEVEL 5

A. SOVEREIGN (e.g., Finance Ministry Guarantee):		Т	RANSACTIO	N RISK IN	CREMEN	T: Se	See Public Sector Chart				
B. POLITICAL ONLY COVER:	TRANSACTION RISK INCREMENT: -1							1			
1. BORROWERS/GUARANTORS with RATED/TRADE	D CROSS BORDE	R (HARD C	URRENCY) I	DEBTS:							
TRANSACTION RISK INCREMENT:	0	0	0	0		0	1	2	3		
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	Baa3	Ba1,E	a2	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							
SHORT-TERM (Moody's)		P-1	P-2	P-3							
SPREAD (bp) over T-YIELD <	40	70	140	250	4	100	600	900	1500		
SPREAD (bp) over LIBOR <	10	40	90	220	3	370	570	870	1470		
2. BORROWERS/GUARANTORS with INTRA-COUNTR	RY (LOCAL CURR	ENCY) RAT	ΓINGS:								
TRANSACTION RISK INCREMENT:	0	0	0	0		0	1	2	3		
LONG-TERM (S&P, TBW)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB-	BB+,	ВВ	BB-	B+,B	B-		
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa3	Ba1,E	a2	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-3							
FINANCIAL STRENGTH (Moody's)	A/B	В	B/C	С	C	C/D	D	D/E	Е		
INTRA-COUNTRY ISSUER (TBW)	IC A/B	IC B	IC B/C	IC C	IC (C/D IC	; D	IC D/E	IC E		
							_	ם/ב	Е		
INDIVIDUAL (IBCA)	A/B	В	B/C	С	(C/D	D	D/E	_		
,	A/B AA+,AA,AA-	B A+,A,A-	B/C BBB+,BBB	C BBB-	BB+,		BB-	B+,B	B-		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence)	AA+,AA,AA-	A+,A,A-		BBB-	BB+,	ВВ	BB-				
INDIVIDUAL (IBCA)	AA+,AA,AA- NCIAL INSTITUTION	A+,A,A- DNS:	BBB+,BBB	BBB-	BB+, TRANSA(BB CTION RI	BB- SK INC	B+,B	B-		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 11. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 12. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE	AA+,AA,AA- NCIAL INSTITUTIONER THAN FINANC	A+,A,A- DNS:	BBB+,BBB	BBB-	BB+, TRANSA(TRANSA(BB CTION RI CTION RI	BB- SK INC SK INC	B+,B REMENT: REMENT:	B- 0		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- <u>DNS:</u> <mark>AL INSTITU</mark>	BBB+,BBB JTIONS:	BBB- **	BB+, TRANSA(TRANSA(BB CTION RI CTION RI	BB- SK INC SK INC	B+,B REMENT: REMENT:	B- 0 1		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- <u>DNS:</u> <mark>AL INSTITU</mark>	BBB+,BBB JTIONS:	BBB- **	BB+, TRANSA(TRANSA(BB CTION RI CTION RI	BB- SK INC SK INC	B+,B REMENT: REMENT: REMENT:	B- 0 1		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER T	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- <u>DNS:</u> <mark>AL INSTITU</mark>	BBB+,BBB JTIONS:	BBB- * * 1AXIMUM ⁻	BB+, TRANSAG TRANSAG TRANSAG	BB CTION RI CTION RI CTION RI CTION RI	BB- SK INC SK INC SK INC	B+,B REMENT: REMENT: REMENT:	B- 0 1 0		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER T	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- DNS: AL INSTITU	BBB+,BBB JTIONS:	BBB- * * 1AXIMUM ⁻	BB+, TRANSAG TRANSAG TRANSAG	BB CTION RI CTION RI CTION RI CTION RI	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: REMENT:	B- 0 1 0		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- DNS: AL INSTITUTIO >	BBB+,BBB UTIONS: N	BBB- * *- IAXIMUM ⁻ <1X	BB+, TRANSAG TRANSAG TRANSAG <2X TRANSA	BB CTION RI CTION RI CTION RI <3X ACTION R	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: REMENT: X <6X CREMENT:	B- 0 1 0		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO TANGIBLE NET WORTH OPERATING CASH FLOW	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- DNS: AL INSTITUTIO >>	BBB+,BBB JTIONS: N INS 25%	**************************************	BB+, TRANSAG TRANSAG <2X TRANSA	BB CTION RI CTION RI CTION RI <3X CTION R 0	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: X <6X CREMENT: 0 1	B- 0 1 0 >6X		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- DNS: AL INSTITUTIO > > >	BBB+,BBB JTIONS: M NS 25% 20%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSA 0 0	ETION RICTION	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2	B- 0 1 0 >6X 2 3		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE)	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- DNS: AL INSTITUTIO >> >> >>	BBB+,BBB JTIONS: N NS 25% 20% 15%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSA 0 0 0	ETION RICTION	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2 2 3	B- 0 1 0 >6X 2 3 3		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- DNS: AL INSTITUTIO >> >>	BBB+,BBB JTIONS: N INS 25% 20% 15% 10%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSA 0 0 0 1	ETION RICTION	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2 2 3 3 3	B- 0 1 0 >6X 2 3 3 3 3		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	AA+,AA,AA- NCIAL INSTITUTION:	A+,A,A- DNS: AL INSTITUTIO >> >>	BBB+,BBB JTIONS: MENS 25% 20% 15% 10% >5%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSAC 0 0 1 2	CTION RICTION	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2 2 3 3 3 3 3 3 3	B- 0 1 0 >6X 2 3 3 3 3 3		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT	AA+,AA,AA- NCIAL INSTITUTION: ISTITUTION: HAN FINANCIAL	A+,A,A- DNS: AL INSTITUTIO >> >>	BBB+,BBB JTIONS: N NS 25% 20% 15% 10% >5% >0%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSAC 0 0 1 2 3	CTION RICTION	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2 2 3 3 3 3 3 3 3 3 3	B- 0 1 0 >6X 2 3 3 3 3 3		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER T DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT	AA+,AA,AA- NCIAL INSTITUTION: ISTITUTION: HAN FINANCIAL	A+,A,A- DNS: AL INSTITUTIO >> >>	BBB+,BBB JTIONS: N NS 25% 20% 15% 10% >5% >0%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSAC 0 0 1 2 3	CTION RICTION	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2 2 3 3 3 3 3 3 3 3 3	B- 0 1 0 >6X 2 3 3 3 3 3		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT 2. UNRATED FINANCIAL INSTITUTION BORROWERS	AA+,AA,AA- NCIAL INSTITUTION: ISTITUTION: HAN FINANCIAL	A+,A,A- DNS: AL INSTITUTIO >> >>	BBB+,BBB JTIONS: N NS 25% 20% 15% 10% >5% >0%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSAC 0 0 1 2 3 3	CTION RICTION	BB- SK INC SK INC SK INC <4	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2 2 3 3 3 3 3 3 3 3 3 3 3 3 3	B- 0 1 0 >6X 2 3 3 3 3 3 3 3		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT 2. UNRATED FINANCIAL INSTITUTION BORROWERS TRANSACTION RISK INCREMENT:	AA+,AA,AA- NCIAL INSTITUTION: ISTITUTION: HAN FINANCIAL	A+,A,A- DNS: AL INSTITUTIO >> >>	BBB+,BBB JTIONS: N NS 25% 20% 15% 10% >5% >0%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSAC 0 0 1 2 3 3 0	CTION RICTION	BB- SK INC SK INC <4	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	B-0 1 0 >6X 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) 1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL 2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE . UNRATED LARGEST (PROFITABLE) FINANCIAL IN 1. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT 2. UNRATED FINANCIAL INSTITUTION BORROWERS TRANSACTION RISK INCREMENT: SHAREHOLDER'S EQUITY TO ASSETS	AA+,AA,AA- NCIAL INSTITUTION: ISTITUTION: HAN FINANCIAL	A+,A,A- DNS: AL INSTITUTIO >> >>	BBB+,BBB JTIONS: N NS 25% 20% 15% 10% >5% >0%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSAC 0 0 1 2 3 3 3 0 >7%	CTION RICTION	BB- SK INC SK INC <44 SISK INC	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	B- 0 1 0 >6X 2 3 3 3 3 3 3 3 44%		
INDIVIDUAL (IBCA) INDIVIDUAL (Capital Intelligence) M. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL M. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE M. UNRATED LARGEST (PROFITABLE) FINANCIAL IN M. UNRATED BORROWERS/GUARANTORS OTHER TO DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT TO DEBT TRANSACTION RISK INCREMENT: SHAREHOLDER'S EQUITY TO ASSETS NET INCOME TO ASSETS (2-YEAR AVERAGE)	AA+,AA,AA- NCIAL INSTITUTION: ISTITUTION: HAN FINANCIAL	A+,A,A- DNS: AL INSTITUTIO >> >>	BBB+,BBB JTIONS: N NS 25% 20% 15% 10% >5% >0%	**************************************	BB+, TRANSAC TRANSAC <2X TRANSAC 0 0 0 1 2 3 3 3 0 >7% >2.0%	CTION RICTION	BB- SK INC SK INC <44 EISK INC >56 >1.06	B+,B REMENT: REMENT: X <6X CREMENT: 0 1 1 2 2 3 3 3 3 3 3 3 3 3 3 3 4 2 % >4% % >0.5% % <120%	B-0 1 0 >6X 2 3 3 3 3 3 3		

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

Effective: 07/05/2006

EXPOSURE FEE ADVICE GUATEMALA

PUBLIC SECTOR CREDITS

EXPOSURE FEE LEVEL 5

A. SOVEREIGN (e.g., Finance Ministry Guarantee):		T	RANSACTI	ON RISK II	NCREME	NT: C)		
POLITICAL ONLY COVER: TRANSA			RANSACTI	ON RISK II	NCREME	NT: Se	See Private Sector Chart		
C1. BORROWERS/GUARANTORS with RATED/TRADED	CROSS BORDE	R (HARD C	URRENCY) DEBTS:					
TRANSACTION RISK INCREMENT:	0	0	0	()	0	1	2	3
LONG-TERM (S&P, others)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB	- <u></u> BB+	 .BB	BB-	B+,B	В-
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa3			Ba3	B1,B2	В3
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-3		В		C	
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
C2. BORROWERS/GUARANTORS with INTRA-COUNTR	Y (LOCAL CURR	ENCY) RAT	TINGS:						
TRANSACTION RISK INCREMENT:	0	0	0	()	0	1	2	3
LONG-TERM (S&P, TBW)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB			BB-	 B+,B	B-
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa3			Ba3	B1,B2	В3
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-3		В		C	
SHORT-TERM (Moody's)		P-1	P-2	P-3	,				
FINANCIAL STRENGTH (Moody's)	A/B	В	B/C	C	:	C/D	D	D/E	Е
INTRA-COUNTRY ISSUER (TBW)	IC A/B	IC B	IC B/C	IC (CIC	C/D IC	D IC	D/E	IC E
INDIVIDUAL (IBCA)	A/B	В	B/C	C	:	C/D	D	D/E	Е
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 INSTITUTION	ONS:		,	TRANSA	CTION R	SK INCRE	MENT:	0
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE			ITIONS:	,	TDANGA	CTION D	SK INCRE	MENT.	1
		IAL INGTIT							·
E. UNRATED LARGEST (PROFITABLE) FINANCIAL INS	STITUTION:			MAXIMUM	IRANSA	STION RI	SK INCRE	MENI:	1
F1. UNRATED BORROWERS/GUARANTORS OTHER TH	IAN FINANCIAL I	NSTITUTIO	<u>NS</u>						
DEBT TO TANGIBLE NET WORTH				<1X	<2X	<3X	<4X	<6X	>6X
		TRANSACT			ACTION F	ION RISK INCREMENT:			
		>	25%	0	0	0	0	1	2
OPERATING		>	20%	0	0	0	1	2	3
CASH FLOW (2-YEAR AVERAGE)		>	15%	0	0	1	2	3	3
TO		>	10%	0	1	2	3	3	3
DEBT			>5%	1	2	3	3	3	3
			>0%	2	3	3	3	3	3
			<0%	3	3	3	3	3	3
F2. UNRATED FINANCIAL INSTITUTION BORROWERS/	GUARANTORS:								
TRANSACTION RISK INCREMENT:				0	0	0	1	2	3
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%
* MAY NOT APPLY IF A TRANSACTION ICRAS RATII	NG HAS BEEN PF	RE-APPRO\	/ED				Effective	: 07/	05/2006