EXPOSURE FEE ADVICE QATAR

PRIVATE SECTOR CREDITS

2

EXPOSURE FEE LEVEL

A. SOVEREIGN (e.g., Finance Ministry Guarantee):

TRANSACTION RISK INCREMENT: See Pu

See Public Sector Chart

B. POLITICAL ONLY COVER:

TRANSACTION RISK INCREMENT: -1

- .

C1. BORROWERS/GUARANTORS with RATED/TRADED CROSS BORDER (HARD CURRENCY) DEBTS:

TRANSACTION RISK INCREMENT:	0	0	0	0		1	2	3	4
LONG-TERM (S&P, others)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB-	BB+,E	3B	BB-	B+,B	B-
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa3	Ba1,B	a2	Ba3	B1,B2	B3
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	00	600	900	1500
SPREAD (bp) over LIBOR <	10	40	90	220	3	70	570	870	1470
C2. BORROWERS/GUARANTORS with INTRA-COUNTR	Y (LOCAL CURRE	ENCY) RAT	INGS:						
TRANSACTION RISK INCREMENT:	0	0	0	0		1	2	3	4
LONG-TERM (S&P, TBW)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB-	BB+,E	3B	BB-	B+,B	В-
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa3	Ba1,B	a2	Ba3	B1,B2	B3
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	С	/D	D	D/E	E
INTRA-COUNTRY ISSUER (TBW)	IC A/B	IC B	IC B/C	IC C	C IC	C/D IC	D IC	D/E	IC E
INDIVIDUAL (IBCA)	A/B	В	B/C	С	C	/D	D	D/E	E
INDIVIDUAL (Capital Intelligence)	AA+,AA,AA-	A+,A,A-	BBB+,BBB	BBB-	BB+,E	BB	BB-	B+,B	B-
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FINA	NCIAL INSTITUTIO	DNS:		*	TRANSAC	TION RIS	K INCREME	ENT:	0
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE	R THAN FINANCI	AL INSTITI	JTIONS:	*	TRANSAC	TION RIS	K INCREME	NT:	1
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE		AL INSTITU					K INCREME		1
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE		<u>AL INSTITI</u>					K INCREME K INCREME		1 0
	STITUTION:		Ν						-
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN	STITUTION:		Ν						-
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN F1. UNRATED BORROWERS/GUARANTORS OTHER TH	STITUTION:		Ν	/IAXIMUM T	RANSACT <2X	TON RISH <3X	(INCREME <4X	NT: <6X	0
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN F1. UNRATED BORROWERS/GUARANTORS OTHER TH	STITUTION:	STITUTION	۸ <u>s</u>	/AXIMUM T <1X	RANSACT <2X TRANSA	TON RISH <3X CTION RI	K INCREME <4X SK INCREM	NT: <6X IENT:	0 >6X
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN F1. UNRATED BORROWERS/GUARANTORS OTHER TH	STITUTION:	<u>STITUTION</u>	<u>S</u> 25%	MAXIMUM T <1X 0	RANSACT <2X TRANSAG 0	TION RISH <3X CTION RI 0	K INCREME <4X SK INCREM 1	NT: <6X 1ENT: 2	0 >6X 3
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW	STITUTION:	<u>stitution</u> > >	5 25% 20%	ИАХІМUM T <1X 0 0	RANSACT <2X TRANSAC 0 0	TON RISH <3X CTION RI 0 1	K INCREME <4X SK INCREM 1 2	NT: <6X 1ENT: 2 3	0 >6X 3 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING	STITUTION:	<u>STITUTION</u> > > >	<u>S</u> 25%	MAXIMUM T <1X 0	RANSACT <2X TRANSAC 0 0 1	-ION RISF <3X CTION RI 0 1 2	K INCREME <4X SK INCREM 1	NT: <6X 1ENT: 2	0 >6X 3 4 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE)	STITUTION:	<u>STITUTION</u> > > > >	S 25% 20% 15%	//AXIMUM T <1X 0 0 0	RANSACT <2X TRANSAC 0 0	TON RISH <3X CTION RI 0 1	<pre><4X </pre>	NT: <6X 1ENT: 2 3 4	0 >6X 3 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	STITUTION:	STITUTION > > > >	S 25% 20% 15% 10%	//AXIMUM T <1X 0 0 0 1	RANSACT <2X TRANSAC 0 0 1 2	-ION RIS <3X CTION RI 0 1 2 3	<pre><4X </pre> <pre><4X SK INCREM 1 2 3 4</pre>	NT: <6X IENT: 2 3 4 4	0 >6X 3 4 4 4 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	STITUTION:	<u>STITUTION</u> > > >	S 25% 20% 15% 10% >5%	//AXIMUM T <1X 0 0 0 1 2	RANSACT <2X TRANSAC 0 0 1 2 3	CTION RISF CTION RI 0 1 2 3 4	<pre><4X </pre> <pre><4X SK INCREM 1 2 3 4 4 </pre>	NT: <6X 1ENT: 2 3 4 4 4 4	0 >6X 3 4 4 4 4 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	<u>STITUTION:</u> AN FINANCIAL IN	<u>STITUTION</u> > > >	S 25% 20% 15% 10% >5% >0%	VIAXIMUM T <1X 0 0 0 1 2 3	RANSACT <2X TRANSAC 0 0 1 2 3 4	-ION RISF <3X CTION RI 0 1 2 3 4 4 4	<pre><4X </pre> <pre><4X SK INCREN 1 2 3 4 4 4 4</pre>	NT: <6X 1ENT: 2 3 4 4 4 4 4 4	0 >6X 3 4 4 4 4 4 4 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT	<u>STITUTION:</u> AN FINANCIAL IN	<u>STITUTION</u> > > >	S 25% 20% 15% 10% >5% >0%	VIAXIMUM T <1X 0 0 0 1 2 3	RANSACT <2X TRANSAC 0 0 1 2 3 4	-ION RISF <3X CTION RI 0 1 2 3 4 4 4	<pre><4X </pre> <pre><4X SK INCREN 1 2 3 4 4 4 4</pre>	NT: <6X 1ENT: 2 3 4 4 4 4 4 4	0 >6X 3 4 4 4 4 4 4 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT F2. UNRATED FINANCIAL INSTITUTION BORROWERS/C	<u>STITUTION:</u> AN FINANCIAL IN	<u>STITUTION</u> > > >	S 25% 20% 15% 10% >5% >0%	/AXIMUM T <1X 0 0 0 1 2 3 4	RANSACT <2X TRANSAC 0 0 1 2 3 4 4 4	-ION RIS -3X CTION RI 0 1 2 3 4 4 4 4	<pre><4X SK INCREM 1 2 3 4 4 4 4</pre>	NT: <6X IENT: 2 3 4 4 4 4 4 4 4 4	0 >6X 3 4 4 4 4 4 4 4 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT F2. UNRATED FINANCIAL INSTITUTION BORROWERS/C TRANSACTION RISK INCREMENT:	<u>STITUTION:</u> AN FINANCIAL IN	<u>STITUTION</u> > > >	S 25% 20% 15% 10% >5% >0%	VIAXIMUM T <1X 0 0 0 1 2 3 4 4 0	TRANSACT <2X TRANSAC 0 0 1 2 3 4 4 4 0 0 0	-ION RISF -3X CTION RI 0 1 2 3 4 4 4 4 1	K INCREME <4X SK INCREM 1 2 4 4 4 4 4 4 4 4 2	NT: <6X IENT: 2 3 4 4 4 4 4 4 4 3	0 >6X 3 4 4 4 4 4 4 4 4 4 4 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT F2. UNRATED FINANCIAL INSTITUTION BORROWERS/C TRANSACTION RISK INCREMENT: SHAREHOLDER'S EQUITY TO ASSETS	<u>STITUTION:</u> AN FINANCIAL IN	<u>STITUTION</u> > > >	S 25% 20% 15% 10% >5% >0%	AXIMUM T <1X 0 0 0 1 2 3 4 0 0 >8%	CRANSACT <2X TRANSAC 0 0 1 2 3 4 4 4 0 >7%	-ION RISF <3X CTION RI 0 1 2 3 4 4 4 4 4 1 2 56%	K INCREME <4X SK INCREM 1 2 4 4 4 4 4 4 4 4 4 55%	NT: <6X 1ENT: 2 3 4 4 4 4 4 4 4 3 2 >4%	0 >6X 3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN: F1. UNRATED BORROWERS/GUARANTORS OTHER TH DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT F2. UNRATED FINANCIAL INSTITUTION BORROWERS/C TRANSACTION RISK INCREMENT: SHAREHOLDER'S EQUITY TO ASSETS NET INCOME TO ASSETS (2-YEAR AVERAGE)	<u>STITUTION:</u> AN FINANCIAL IN	<u>STITUTION</u> > > >	S 25% 20% 15% 10% >5% >0%	AXIMUM T <1X 0 0 0 1 2 3 4 0 -8% >2.5%	CRANSACT <2X TRANSAC 0 0 1 2 3 4 4 4 0 ~7% >2.0%	CTION RIS <3X CTION RI 0 1 2 3 4 4 4 4 4 1 >6% >1.5%	K INCREME <4X SK INCREM 1 2 >5% >1.0%	NT: <6X 1ENT: 2 3 4 4 4 4 4 4 4 4 3 2 3 >4% >0.5%	0 >6X 3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 5%

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

Effective: 10/29/2004

EXPOSURE FEE ADVICE

QATAR

PUBLIC SECTOR CREDITS

EXPOSURE FEE LEVEL

A. SOVEREIGN (e.g., Finance Ministry Guarantee):

B. POLITICAL ONLY COVER:

TRANSACTION RISK INCREMENT: 0

2

TRANSACTION RISK INCREMENT: See Private Sector Chart

C1. BORROWERS/GUARANTORS with RATED/TRADED CROSS BORDER (HARD CURRENCY) DEBTS:

TRANSACTION RISK INCREMENT:		0	(0	0	0		1		2	3	4
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	3	Baa1,Baa2	Baa3	Ba1,	Ba2		Ba3	B1,B2	B3
SHORT-TERM (S&P, others)		A-1+	A-'	1	A-2	A-3		В			С	
SHORT-TERM (TBW)	TB	W-1	TBW-2	2	TBW-3	TBW-4						
SHORT-TERM (Moody's)			P-'	1	P-2	P-3						
SPREAD (bp) over T-YIELD <		40	70	C	140	250		400		600	900	1500
SPREAD (bp) over LIBOR <		10	40	C	90	220		370		570	870	1470
C2. BORROWERS/GUARANTORS with INTRA-COUN	TRY (LOCAL C	CURRE	NCY) RA		NGS:							
TRANSACTION RISK INCREMENT:		0	(0	0	0		1		2	3	4
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	3	Baa1,Baa2	Baa3	Ba1,	Ba2		Ba3	B1,B2	B3
SHORT-TERM (S&P, others)		A-1+	A-'	1	A-2	A-3		В			С	
SHORT-TERM (Moody's)			P-1	1	P-2	P-3						
FINANCIAL STRENGTH (Moody's)		A/B	E	3	B/C	С		C/D		D	D/E	E
INTRA-COUNTRY ISSUER (TBW)	IC	A/B	IC	В	IC B/C	IC C	C IC	C/D	IC	D IC	D/E	IC E
INDIVIDUAL (IBCA)		A/B	E	3	B/C	С		C/D		D	D/E	E
	AA+,AA	AA-	A+,A,A	-	BBB+,BBB	BBB-	BB+	,BB		BB-	B+,B	B-
INDIVIDUAL (Capital Intelligence)	AAT,AA											
INDIVIDUAL (Capital Intelligence) D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN						*	TRANSA	CTION R	ISK	INCREME	NT:	0
	NANCIAL INST	ΙΤυτις	DNS:	<u>TU'</u>	TIONS:					INCREME INCREME		0 1
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN	NANCIAL INST	ΙΤυτις	DNS:	<u>TU</u>			TRANSA	CTION R	ISK	INCREME	NT:	
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIND D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI		MA	*	TRANSA	CTION R	ISK	INCREME	NT:	1
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI		MA	*	TRANSA	CTION R	ISK SK I	INCREME	NT:	1
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER :	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI		MA	* AXIMUM T	TRANSAG RANSAC <2X	CTION R TION RI <3	KISK SK II X	INCREME	:NT: \T: <6X	1 1
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER :	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI STITUTIO	NS	М/ <u>5</u>	* AXIMUM T <1X	TRANSAC RANSAC <2X TRANS/	CTION R TION RI <3 ACTION	KISK SK II X RISI	INCREME NCREMEN <4X K INCREM	:NT: \T: <6X IENT:	1 1 >6X
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER DEBT TO TANGIBLE NET WORTH	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2	MA	* AXIMUM T	TRANSAG RANSAC <2X	CTION RI TION RI <3. ACTION	KISK SK II X	INCREME NCREMEN <4X	:NT: VT: <6X IENT: 2	1 1
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI STITUTIO	<u>NS</u> >2 >2	M/ <u>5</u> 25%	* AXIMUM T <1X 0	TRANSAC RANSAC <2X TRANS/ 0	CTION R TION RI <3. ACTION	KISK SK II X RISI 0	INCREMEN NCREMEN <4X K INCREM 1	:NT: \T: <6X IENT:	1 1 >6X 3
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER : DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >2	M/ 25% 20%	* AXIMUM T <1X 0 0	TRANSAC RANSAC <2X TRANS/ 0 0	CTION RI TION RI <3. ACTION	KISK SK II X RISI 0 1	INCREMEN <4X K INCREM 1 2	:NT: VT: <6X IENT: 2 3	1 1 >6X 3 4
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE)	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >1 >1	M/ 25% 20% 5%	* AXIMUM T <1X 0 0 0	TRANSAC RANSAC <2X TRANS/ 0 0 1	CTION R TION RI <3.	XISK SK II X RISI 0 1 2	INCREMEN <4X K INCREM 1 2 3	:NT: VT: <6X IENT: 2 3 4	1 1 >6X 3 4 4
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER : DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >1 >1 >1	M/ 25% 20% 5% 0%	* AXIMUM T <1X 0 0 0 1	TRANSAC RANSAC <2X TRANS/ 0 0 1 2	CTION RI TION RI <3.	XISK SK II X RISI 0 1 2 3	INCREMEN <4X K INCREM 1 2 3 4	:NT: <6X IENT: 2 3 4 4	1 1 >6X 3 4 4 4
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER : DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >1 >1 >1 >1	M/ 25% 20% 5% 0% 5%	* AXIMUM T <1X 0 0 0 1 2	TRANSAC RANSAC 2X TRANS/ 0 0 1 2 3	CTION RI TION RI <3.	XISK SK II X RISI 0 1 2 3 4	INCREMEN <4X K INCREM 1 2 3 4 4	ENT: <6X ENT: 2 3 4 4 4 4	1 1 >6X 3 4 4 4 4 4
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER : DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >1 >1 >1 >1	M/ 25% 20% 5% 0% 5% 0%	* AXIMUM T <1X 0 0 0 1 2 3	TRANSAC <2X TRANS/ 0 0 1 2 3 4	CTION RI TION RI <3.	XISK II SK II X RISI 0 1 2 3 4 4	INCREMEN <4X K INCREM 1 2 3 4 4 4 4	NT: ST: <6X ENT: 2 3 4 4 4 4 4 4	1 1 >6X 3 4 4 4 4 4 4
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >1 >1 >1 >1	M/ 25% 20% 5% 0% 5% 0%	* AXIMUM T <1X 0 0 0 1 2 3	TRANSAC <2X TRANS/ 0 0 1 2 3 4	CTION RI TION RI <3.	XISK II SK II X RISI 0 1 2 3 4 4	INCREMEN <4X K INCREM 1 2 3 4 4 4 4	NT: ST: <6X ENT: 2 3 4 4 4 4 4 4	1 1 >6X 3 4 4 4 4 4 4
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT F2. UNRATED FINANCIAL INSTITUTION BORROWER	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >1 >1 >1 >1	M/ 25% 20% 5% 0% 5% 0%	* AXIMUM T <1X 0 0 0 1 2 3 4	TRANSAC RANSAC 22X TRANS/ 0 0 1 2 3 4 4 4	CTION RI TION RI <3.	x x RISI 0 1 2 3 4 4 4 1	INCREMEN <4X K INCREM 1 2 3 4 4 4 4 4	ENT: <6X ENT: 2 3 4 4 4 4 4 4 4 4	1 1 >6X 3 4 4 4 4 4 4 4 4
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER : DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT F2. UNRATED FINANCIAL INSTITUTION BORROWER TRANSACTION RISK INCREMENT:	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >1 >1 >1 >1	M/ 25% 20% 5% 0% 5% 0%	* AXIMUM T <1X 0 0 0 1 2 3 4 2 3 4	TRANSAC RANSAC <2X TRANS/ 0 0 1 2 3 4 4 4 0	CTION RI TION RI <3.	XISK X RISI 0 1 2 3 4 4 1 - -	INCREMEN <4X K INCREM 1 2 3 4 4 4 4 4 4 2 2	NT: VT: <6X ENT: 2 3 4 4 4 4 4 4 3 3	1 1 >6X 3 4 4 4 4 4 4 4 4 4 4
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER : DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT F2. UNRATED FINANCIAL INSTITUTION BORROWER TRANSACTION RISK INCREMENT: SHAREHOLDER'S EQUITY TO ASSETS	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >1 >1 >1 >1	M/ 25% 20% 5% 0% 5% 0%	* AXIMUM T <1X 0 0 0 1 2 3 4 0 2 8%	TRANSAC RANSAC <2X TRANS/ 0 0 1 2 3 4 4 4 0 2 3 4 4	CTION RI TION RI <3. ACTION	XISK X RISI 0 1 2 3 4 4 1 - %	INCREMEN <4X K INCREM 1 2 3 4 4 4 4 4 2 ~5%	ENT: <6X ENT: 2 3 4 4 4 4 4 4 4 3 2 3	1 1 >6X 3 4 4 4 4 4 4 4 4 4 4 4 4 4
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FIN D2. TRANSACTIONS OF \$10 MILLION OR LESS - OT E. UNRATED LARGEST (PROFITABLE) FINANCIAL F1. UNRATED BORROWERS/GUARANTORS OTHER DEBT TO TANGIBLE NET WORTH OPERATING CASH FLOW (2-YEAR AVERAGE) TO DEBT F2. UNRATED FINANCIAL INSTITUTION BORROWER TRANSACTION RISK INCREMENT: SHAREHOLDER'S EQUITY TO ASSETS NET INCOME TO ASSETS (2-YEAR AVERAGE)	NANCIAL INST	ITUTIC	<u>DNS:</u> AL INSTI	<u>NS</u> >2 >2 >1 >1 >1 >1	M/ 25% 20% 5% 0% 5% 0%	* AXIMUM T <1X 0 0 0 1 2 3 4 0 2 8% >2.5%	TRANSAC RANSAC 22X TRANS/ 0 0 1 2 3 4 4 4 0 2 3 4 57% >2.0%	CTION RI TION RI <3. ACTION	$\begin{array}{c} \text{SK II} \\ \text{SK II} \\ \text{X} \\ \text{RISI} \\ 0 \\ 1 \\ 2 \\ 3 \\ 4 \\ 4 \\ 4 \\ 1 \\ \frac{1}{\%} \\ \frac{1}{\%} \\ \frac{1}{\%} \end{array}$	INCREMEN <4X K INCREM 1 2 3 4 4 4 4 4 4 2 >5% >1.0%	ENT: <6X ENT: 2 3 4 4 4 4 4 4 3 ->4% >0.5%	1 1 >6X 3 4 4 4 4 4 4 4 4 4 4 4 4 4 4 5%

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

Effective: 10/29/2004