EXPOSURE FEE ADVICE ST. LUCIA

PRIVATE SECTOR CREDITS

EXPOSURE FEE LEVEL 3

	EXPOSURE FEE	LEVEL	3							
A. SOVEREIGN (e.g., Finance Ministry Guarantee):	TRANSACTION RISK INCREMENT:					NT: S	See Public Sector Chart			
B. POLITICAL ONLY COVER:	TRANSACTION RISK INCREMENT:					NT: -	-1			
C1. BORROWERS/GUARANTORS with RATED/TRADED (CROSS BORDER	(HARD CUI	RRENCY) DE	BTS:						
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	Baa1,Baa2	Baa	3 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	4					
SHORT-TERM (Moody's)		P-1	P-2	P-S	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-COUNTR	Y (LOCAL CURR	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+	,BB	BB-	B+,B	В-	
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa	3 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-:	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	C DIC	D/E	IC E	
INDIVIDUAL (IBCA)	A/B	В	B/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 INSTITUTI	ONS:			*TRANSA	CTION RI	SK INCREM	IENT:	0	
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE	R THAN FINANC	IAL INSTITU	JTIONS:		*TRANSA	CTION RI	SK INCREM	IENT:	1	
E. UNRATED LARGEST (PROFITABLE) FINANCIAL INS	STITUTION:		N	MAXIMUM	TRANSAC	TION RIS	K INCREME	ENT:	0	
F1. UNRATED BORROWERS/GUARANTORS OTHER THA	AN FINANCIAL IN	ISTITUTION	[
S: DEBT TO TANGIBLE NET WORTH				<1X	<2X	<3X	<4X	<6X	>6X	
					TRANSACTION RISK INCREMENT:					
		>	25%	0	0	C	1	2	3	
OPERATING CASH FLOW		>	20%	0	0	1	2	3	4	
CASH FLOW (2-YEAR AVERAGE)		>	15%	0	1	2	2 3	4	4	
TO		>	10%	1	2	3	3 4	4	4	
DEBT			>5%	2	3	4	4	4	4	
			>0%	3	4	4	4	4	4	
			<0%	4	4	4	4	4	4	
F2. UNRATED FINANCIAL INSTITUTION BORROWERS/G	UARANTORS:									
TRANSACTION RISK INCREMENT:				0	0	1	2	3	4	
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%		>100	<100%	

Effective: 10/01/1998

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

EXPOSURE FEE ADVICE ST. LUCIA

PUBLIC SECTOR CREDITS

EXPOSURE FEE LEVEL 3

A. SOVEREIGN (e.g., Finance Ministry Guarantee):	TRANSACTION			ON RISK I	N RISK INCREMENT:		0		
B. POLITICAL ONLY COVER: TRANSACTION OF THE PROPERTY OF THE PR			ON RISK INCREMENT:			ee Private	hart		
C1. BORROWERS/GUARANTORS with RATED/TRADED C	ROSS BORDER	(HARD CUI	RRENCY) DE	EBTS:					
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	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-	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	(LOCAL CURRI	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+	-,BB	BB-	B+,B	В-
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-	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	IC DIC	D/E	IC E
INDIVIDUAL (IBCA)	A/B	В	B/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 - FINANCE	CIAL INSTITUTION	ONS:			*TRANSA(CTION RI	SK INCREM	IENT:	0
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHER	THAN FINANCI	AL INSTITU	JTIONS:		*TRANSA	CTION RI	SK INCREM	IENT:	1
E. UNRATED LARGEST (PROFITABLE) FINANCIAL INST							K INCREME		1
•				VIZXIIVIOIVI	IIVAINOAC	TION INO	IX II VOI VEIVIE	-INI.	'
F1. UNRATED BORROWERS/GUARANTORS OTHER THAI S:	N FINANCIAL IN	STITUTION							
DEBT TO TANGIBLE NET WORTH				<1X	<2X	<3X	<4X	<6X	>6X
				TRANSACTIC			RISK INCRE		
		>	25%	0	0	() 1	2	3
OPERATING		>	20%	0	0	1	2	3	4
CASH FLOW (2-YEAR AVERAGE)		>	15%	0	1	2	2 3	4	4
то		>	10%	1	2	3	3 4	4	4
DEBT			>5%	2	3	4	4	4	4
			>0%	3	4	2	4	4	4
			<0%	4	4	4	4	4	4
F2. UNRATED FINANCIAL INSTITUTION BORROWERS/GU	JARANTORS:								
TRANSACTION RISK INCREMENT:				0	0	1	2	3	4
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%

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10/01/1998

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