EXPOSURE FEE ADVICE VIETNAM

PRIVATE SECTOR CREDITS

EXPOSURE FEE LEVEL 4

A. SOVEREIGN (e.g., Finance Ministry Guarantee):	TRANSACTION RISK INCREMENT:					IT: Se	See Public Sector Chart			
B. POLITICAL ONLY COVER:		Т	RANSACTI	ON RISK IN	ICREMEN	IT: -1				
C1. BORROWERS/GUARANTORS with RATED/TRADE	D CROSS BORDE	ER (HARD C	URRENCY) 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	Ba2	Ba3	B1,B2	В3	
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-3	1	В		С		
SHORT-TERM (TBW)	TBW-1	TBW-2	TBW-3	TBW-4						
SHORT-TERM (Moody's)		P-1	P-2	P-3	1					
SPREAD (bp) over T-YIELD <	40	70	140	250) 4	400	600	900	1500	
SPREAD (bp) over LIBOR <	10	40	90	220) ;	370	570	870	1470	
C2. BORROWERS/GUARANTORS with INTRA-COUNTR	RY (LOCAL CURF	RENCY) RA	TINGS:							
TRANSACTION RISK INCREMENT:	2	2	2	. 2	2	2	2	2	3	
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,E	Ва2	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/D	D	D/E	E	
INTRA-COUNTRY ISSUER (TBW)	IC A/B	IC B	IC B/C	IC C	CIC	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+	,BB	BB-	B+,B	B-	
D1. TRANSACTIONS OF \$10 MILLION OR LESS - FINAL	NCIAL INSTITUTI	ONS:		*	TRANSA	CTION RI	SK INCRE	MENT:	2	
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE	R THAN FINANC	IAL INSTIT	UTIONS:	*	TRANSA	CTION RI	SK INCRE	MENT:	3	
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN	STITUTION:			MAXIMUM	TRANSA	CTION RI	SK INCRE	MENT:	2	
F1. UNRATED BORROWERS/GUARANTORS OTHER TO	HAN FINANCIAL	INSTITUTIO	NS							
DEBT TO TANGIBLE NET WORTH				<1X	<2X	<3X	<4X	<6X	>6X	
		TRANSACT			ACTION F	ON RISK INCREMENT:				
		>	25%	2	2	2	2	2	2	
OPERATING			20%	2	2	2	2	2	3	
CASH FLOW (2-YEAR AVERAGE)		>	15%	2	2	2	2	3	3	
TO		>	10%	2	2	2	3	3	3	
DEBT			>5%	2	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:				2	2	2	2	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 RISK INCRE	MENT HAS BEEN	I PRE-APPI	ROVED				Effect	tive: 01	/01/2008	

EXPOSURE FEE ADVICE VIETNAM

PUBLIC SECTOR CREDITS

EXPOSURE FEE LEVEL 4

A. SOVEREIGN (e.g., Finance Ministry Guarantee):		7	TRANSACTI	ON RISK I	NCREME	NT: C)		
B. POLITICAL ONLY COVER:	TRANSACTION RISK INCREMENT: See Private Sector C					Sector Ch	art		
C1. BORROWERS/GUARANTORS with RATED/TRADEL	CROSS BORDE	R (HARD C	CURRENCY)	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-	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				
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-COUNTR	Y (LOCAL CURR	ENCY) RA	TINGS:						
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+	BB	BB-	B+,B	В-
LONG-TERM (Moody's)	Aa1,Aa2	A1,A2,A3	Baa1,Baa2	Baa		•	Ba3	B1,B2	В3
SHORT-TERM (S&P, others)	A-1+	A-1	A-2	A-		В		C	
SHORT-TERM (Moody's)		P-1	P-2	P-					
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	C D IC	D/E	IC E
INDIVIDUAL (IBCA)	A/B	В	B/C	(3	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	NCIAL INSTITUTION	ONS:			*TRANSA	CTION R	ISK INCRE	MENT:	0
D2. TRANSACTIONS OF \$10 MILLION OR LESS - OTHE			UTIONS:		*TRANSA	CTION R	ISK INCRE	MENT:	1
									1
E. UNRATED LARGEST (PROFITABLE) FINANCIAL IN				VIAXIIVIUIVI	IKANSA	CHONKI	SK INCRE	IVIENT.	ı
F1. UNRATED BORROWERS/GUARANTORS OTHER TH	<u>HAN FINANCIAL I</u>	NSTITUTIO	<u>ons</u>						
DEBT TO TANGIBLE NET WORTH		<1X <2X			<3X	<4X	<6X	>6X	
					TRANS	ACTION F	RISK INCR		
		>	25%	0	0	0	0	1	2
OPERATING CASH FLOW		>	20%	0	0	0	1	2	3
CASH FLOW (2-YEAR AVERAGE)		>	15%	0	0	1	2	3	3
TO DEBT		>	10%	0	1	2	3	3	3
DEBI			>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	VED				Effective	: 01/	01/2008