EXHIBIT A: Tangible Net Worth Credit Matrix

SENIOR UNSECURED DEBT/CREDIT RATING	TANGIBLE NET WORTH
 AAA - A+	7.50%
A	6.50%
A-	5.00%
BBB+	4.00%
BBB	2.50%
BBB-	1.50%
Below BBB-	0.00%

Starting Point Calculation

Market Participant ABC				
Tangible Net Worth	4,800,000			
Rating	A+ (S&P)			
% of TNW	7.50%			
Baseline Amount	\$ 360,000			

Market Participant XYZ			
Tangible Net Worth	2,800,000		
Rating	BBB+ (S&P)		
% of TNW	4%		
Baseline Amount	112,000		

EXHIBIT B: Credit Score Components

ARE	A 1 - CASH FLOW
	REA 1 COMPONENTS
	Cash from operations
	Net cash flows from investing
C	Net cash flows from financings
d	Net change in cash
ARE	A 2 - LIQUIDITY INDICATORS
Δ	REA 2 COMPONENTS
	Cash Ratio
	Quick Ratio
	Current Ratio
	Working Capital
	Accounts Receivable Turnover (annualized)
	Accounts Payable Turnover (annualized)
g	Days Sales Outstanding
	A 3 - LEVERAGE & DEBT COVERAGE
	REA 3 COMPONENTS
	Short-term debt as a % of total debt
b	Interest Coverage
С	Total debt to tangible equity ratio
ARE	A 4 - PERFORMANCE & PROFITABILITY
A	REA 4 COMPONENTS
	Total Operating Revenue
Ĩ	
b	Earning before taxes, interest, depreciation & amortization (EBITDA)
с	Net Income
	Gross Margin as a % of sales
e	SG&A as a % of sales
	Net Profit as a % of sales
	A 5 - QUALITATIVE CONSIDERATIONS
A	REA 5 COMPONENTS
а	Size and availability of committed, unused revolving credit
	Trigger point coverante regulting in acceleration of debt consumert
D	Trigger point covenants resulting in acceleration of debt repayment
	Debt Refinancing Schedule
	Short-term credit ratings & financial trends
e	Contingient liabilities

EXHIBIT C: Example of Customer Credit Score Components

		4.50
	ABC Company	ABC 12/31/2001
AREA	A 1 - CASH FLOW	
	REA 1 COMPONENTS	000.000
	Cash from operations Net Cash flows from investing	908,000
		200,000
	Net Cash flows from financings	-100
<u>a</u> .	Net Change in Cash	1,000
AREA	2 - LIQUIDITY INDICATORS	
AF	REA 2 COMPONENTS	
	Cash Ratio	2.3
	Quick Ratio	1.76
	Current Ratio	2.5
—		2.0
Ь	Working Capital	500,000
	Accounts Receivable turnover (annualized)	4.3
	Accounts Payable turnover (annualized)	15
		10
g.	Days Sales Outstanding	38.35
4.0.5.4		
AREA	A 3 - LEVERAGE & DEBT COVERAGE	
AF	REA 3 COMPONENTS	
a.	Short-term debt as % of total debt	10.07%
	Interest Coverage	1.3
C.	Total debt to tangible equity ratio	160
AREA	4 - PERFORMANCE & PROFITABILITY	
	REA 4 COMPONENTS	
а.	Total Operating Revenue	5,725,000
.	Earnings before interest, taxes, depreciation and	4 000 000
	amortization	1,360,000
	Net Income	179,000
	Gross Margin as a % of sales	73.35%
	SG&A as a % of sales	3.12%
I.	Net Profit as a % of sales	4.03%
AREA	5 - QUALITATIVE CONSIDERATIONS	
	REA 5 COMPONENTS	
	LA 5 COMPONENTS	
a.	Size and availability of committed, unused revolving credit	Very good
	Trigger point covenants resulting in acceleration of debt	
	repayment	Good
	Debt Refinancing Schedule	Very good
	Short-term credit ratings & financial trends	Very good
e.	Contingient liabilities	Excellent

EXHIBIT D: Example of Associated Industry Peer Group Comparison

		ABC Company	ABC 12/31/2001	Peer Group Median
ARE	ΞA	A 1 - CASH FLOW		
		REA 1 COMPONENTS		
		Cash from operations	908,000	198,288
		Net Cash flows from investing	200,000	(153,132)
		Net Cash flows from financings	-100	-725
	d.	Net Change in Cash	1,000	770
ARE	ΞA	2 - LIQUIDITY INDICATORS		
	AF	REA 2 COMPONENTS		
		Cash Ratio	2.3	0.06
	b.	Quick Ratio	1.76	0.48
	C.	Current Ratio	2.5	0.81
	d.	Working Capital	500,000	(63,075)
		Accounts Receivable turnover (annualized)	4.3	8.2
		Accounts Payable turnover (annualized)	15	11.3
	g.	Days Sales Outstanding	38.35	42
ARE	ΞA	A 3 - LEVERAGE & DEBT COVERAGE		
	AF	REA 3 COMPONENTS		
	a.	Short-term debt as % of total debt	10.07%	0
	b.	Interest Coverage	1.3	3.8
	C.	Total debt to tangible equity ratio	160	107.8
ARE	ΞA	4 - PERFORMANCE & PROFITABILITY		
	45	REA 4 COMPONENTS		
		Total Operating Revenue	5,725,000	1,944,211
ľ		Earnings before interest, taxes, depreciation and	0,1.20,000	.,,.
		amortization	1,360,000	306,507
		Net Income	179,000	76,694
	d.	Gross Margin as a % of sales	73.35%	95.70%
	e.	SG&A as a % of sales	3.12%	4.20%
	f.	Net Profit as a % of sales	4.03%	5.80%
ARE	ΞA	5 - QUALITATIVE CONSIDERATIONS		
_	<u> </u>	REA 5 COMPONENTS		
	-17	Size and availability of committed, unused		
	_	revolving credit	Very good	Average
	a.	Trigger point covenants resulting in acceleration of		Average
	b	debt repayment	Good	Average
	с.	Debt Refinancing Schedule	Very good	Average
	÷.	Short-term credit ratings & financial trends	Very good	Average
	d.	Snort-term credit ratings & financial frends		Averade

EXHIBIT E: Ordinal Ranking Score

	ABC Company	ABC 12/31/2001	Peer Group Median	Ordinal Ranking Score	
AREA	1 - CASH FLOW				
	EA 1 COMPONENTS	000.000	400.000		
	Cash from operations	908,000	198,288		
	Net Cash flows from investing	200,000	(153,132)		
	Net Cash flows from financings	-100 1.000	-725 770		
a. r	Net Change in Cash	1,000	770	0	
AREA	2 - LIQUIDITY INDICATORS				
AR	EA 2 COMPONENTS				
a. (Cash Ratio	2.3	0.06	5	
b. (Quick Ratio	1.76	0.48		
C. (Current Ratio	2.5	0.81	5	
d. \	Norking Capital	500,000	(63,075)		
e. /	Accounts Receivable turnover (annualized)	4.3	8.2	5	
f. /	Accounts Payable turnover (annualized)	15	11.3		
g. [Days Sales Outstanding	38.35	42	5	
AREA	3 - LEVERAGE & DEBT COVERAGE				
ARI	EA 3 COMPONENTS				
a. S	Short-term debt as % of total debt	10.07%	0	-1	
b. I	nterest Coverage	1.3	3.8	-3	
C. 1	Total debt to tangible equity ratio	160	107.8	-5	
AREA	4 - PERFORMANCE & PROFITABILITY				
AR	EA 4 COMPONENTS				
	Total Operating Revenue	5,725,000	1,944,211	2	
	Earnings before interest, taxes, depreciation and	-,,	,,,,_,		
	amortization	1,360,000	306,507	1	
c. 1	Net Income	179,000	76,694	3	
d. (Gross Margin as a % of sales	73.35%	95.70%		
	SG&A as a % of sales	3.12%	4.20%		
f. 1	Net Profit as a % of sales	4.03%	5.80%	-2	
AREA	5 - QUALITATIVE CONSIDERATIONS				
ARI	EA 5 COMPONENTS				
5	Size and availability of committed, unused revolving credit	Very good	Average	4	
1	Trigger point covenants resulting in acceleration of				
	debt repayment	Good	Average	2	
	Debt Refinancing Schedule	Very good	Average	3	
	Short-term credit ratings & financial trends	Very good	Average	3	
e. (Contingient liabilities	Excellent	Average		

Ordinal Ranking Score				
Percentile Ranking	Ordinal Ranking Score			
>95%	5			
85%-95%	4			
75%-84%	3			
65%-74%	2			
55%-64%	1			
45%-54%	0			
35%-44%	-1			
25%-34%	-2			
15%-24%	-3			
5%-14%	-4			
<5%	-5			

		ABC	Peer Group	Ordinal Ranking
	ABC Company	12/31/2001	Median	Score
	Abe company	12/01/2001	Mealan	00010
REA	A 1 - CASH FLOW			
	REA 1 COMPONENTS	000.000	400.000	
	Cash from operations Net Cash flows from investing	908,000 200,000	198,288 (153,132)	5
	Net Cash flows from financings	-100	-725	5
	Net Change in Cash	1,000	770	5
	Total Score			20
	Average Score		-	5
	2 - LIQUIDITY INDICATORS			
	REA 2 COMPONENTS Cash Ratio	2.3	0.06	5
	Quick Ratio	1.76	0.08	5
		2.5	0.81	E
	Working Capital	500,000	(63,075)	5
	Accounts Receivable turnover (annualized)	4.3	8.2	5
t.	Accounts Payable turnover (annualized)	15	11.3	5
g.	Days Sales Outstanding	38.35	42	5
+	Total Score Average Score			35
	Average Score			,
	A 3 - LEVERAGE & DEBT COVERAGE			
	REA 3 COMPONENTS		-	
	Short-term debt as % of total debt	10.07%	0	-1
	Interest Coverage Total debt to tangible equity ratio	1.3 160	3.8 107.8	-3 -5
0.	Total Score	100	107.0	-9
	Average Score			-3
REA	A 4 - PERFORMANCE & PROFITABILITY			
46	REA 4 COMPONENTS		ł	
		5,725,000	1,944,211	2
1	Earnings before interest, taxes, depreciation and			
		1,360,000	306,507	1
	Net Income	179,000	76,694	3
	Gross Margin as a % of sales	73.35%	95.70%	0
	SG&A as a % of sales Net Profit as a % of sales	3.12% 4.03%	4.20% 5.80%	-2
	Total Score	4.0370	5.00 /0	-2
	Average Score			0.67
DE/	A 5 - QUALITATIVE CONSIDERATIONS			
ARE/	REA 5 COMPONENTS			
			<u> </u>	
AF			1	
AF	Size and availability of committed, unused	Very good	Average	4
AF	Size and availability of committed, unused	Very good	Average	4
AF a. b.	Size and availability of committed, unused revolving credit Trigger point covenants resulting in acceleration of debt repayment	Good	Average	2
AF a. b. c.	Size and availability of committed, unused revolving credit Trigger point covenants resulting in acceleration of debt repayment Debt Refinancing Schedule	Good Very good	Average Average	4 3
AF a. b. c. d.	Size and availability of committed, unused revolving credit Trigger point covenants resulting in acceleration of debt repayment Debt Refinancing Schedule Short-term credit ratings & financial trends	Good Very good Very good	Average Average Average	23
AF a. b. c.	Size and availability of committed, unused revolving credit Trigger point covenants resulting in acceleration of debt repayment Debt Refinancing Schedule	Good Very good	Average Average	2

Ordinal Ranking Score	
Percentile Ranking	Ordinal Score
>95%	5
85%-95%	4
75%-84%	3
65%-74%	2
55%-64%	1
45%-54%	0
35%-44%	-1
25%-34%	-2
15%-24%	-3
5%-14%	-4
<5%	-5

EXHIBIT G: Weighting Factors Assigned to Average Component Ordinal Ranking Score

	ABC Company	ABC 12/31/2001	Peer Group Median	Ordinal Ranking Score	x	Weighting Assigned to Ordinal Ranking Score
RE	A 1 - CASH FLOW					
	REA 1 COMPONENTS	000.000	100.000	-	_	
	Cash from operations Net Cash flows from investing	908,000 200,000	198,288 (153,132)	5	_	
	Net Cash flows from financings	-100	-725	5	-	
	Net Change in Cash	1,000	770	5		
	Total Score			20		
_	Average Score			5	x	15%
RE	A 2 - LIQUIDITY INDICATORS					
4	REA 2 COMPONENTS				_	
	Cash Ratio	2.3	0.06	5	_	
	Quick Ratio	1.76	0.00	5	H	
	Current Ratio	2.5	0.81	5		
Τ						
	Working Capital	500,000	(63,075)	5	Ц	
	Accounts Receivable turnover (annualized)	4.3	8.2	5	_	
f.	Accounts Payable turnover (annualized)	15	11.3	5	-	
g	Days Sales Outstanding	38.35	42	5		
_	Total Score Average Score			35	x	50%
_	Average Score			э	x	507
	REA 3 COMPONENTS Short-term debt as % of total debt	10.07%	0	-1		
	Interest Coverage	1.3	3.8	-3	_	
	. Total debt to tangible equity ratio	160	107.8	-5		
	Total Score Average Score	-		-9 -3	x	7.50%
RE	A 4 - PERFORMANCE & PROFITABILITY					
	REA 4 COMPONENTS					
	Total Operating Revenue	5,725,000	1,944,211	2	H	
a	Earnings before interest, taxes, depreciation and	0,720,000	1,077,211	2	H	
	amortization	1,360,000	306,507	1		L
	Net Income	179,000	76,694	3		
	Gross Margin as a % of sales	73.35%	95.70%	0	Ц	
	SG&A as a % of sales Net Profit as a % of sales	3.12% 4.03%	4.20% 5.80%	-2	Н	
	Total Score	4.03%	5.60%	-2	-	
	Average Score			0.67	x	7.50
PF					Ц	
	A 5 - QUALITATIVE CONSIDERATIONS				\vdash	
A	REA 5 COMPONENTS					
а	Size and availability of committed, unused revolving credit	Very good	Average	4		1
	Trigger point covenants resulting in acceleration of debt repayment	Good	Average	2		
	Debt Refinancing Schedule	Very good	Average	2	Н	
	Boot i tomanony concure	Very good	Average	3	Н	
С	Short-term credit ratings & financial trends			•		
С		Excellent	Average	5		
c d		Excellent	Average	5 17 3.4		- 200

Ordinal Ranking S	Score	the
Percentile Ranking	Ordinal Score	Weight
>95%	5	
85%-95%	4	Cash F
75%-84%	3	Liquidit
		Levera
65%-74%	2	Debt C
55%-64%	1	Perform
45%-54%	0	Qualita
35%-44%	-1	
25%-34%	-2	
15%-24%	-3	
5%-14%	-4	
<5%	-5	

	-						
	the Ordinal Ranking Score						
re	Weightings	%					
	Cash Flow	15%					
	Liquidity	50%					
	Leverage & Debt Coverage	7.50%					
	Performance &	7.50%					
	Qualitative	20%					
		100%					

EXHIBIT H: Positive Credit Score Adjustment Formula and Example Application

	ABC Company	ABC 12/31/2001	Peer G Medi		Ordinal Ranking Score	x	Weighting Assigned to Ordinal Ranking Score	=	Credit Score Adjustment
	1 - CASH FLOW								
	EA 1 COMPONENTS				_			_	
	ash from operations let Cash flows from investing	908,000		98,288	5			-	
	let Cash flows from financings	200,000	(15	3,132) -725	5			-	
	let Change in Cash	1.000		770	5			⊢	
<u>u.</u>	Total Score	1,000		110	20	H		F	
	Average Score				5	x	15%	=	0.75
REA	2 - LIQUIDITY INDICATORS								
ARE	EA 2 COMPONENTS		-			H		_	
	ash Ratio	2.3	+	0.06	5	Η		H	
	Quick Ratio	1.76	1	0.48	5	H		r	
	Current Ratio	2.5	1	0.81	5	Н		Ē	
			1			П		Г	
	Vorking Capital	500,000	(6	3,075)	5	LI		L	
e. A	ccounts Receivable turnover (annualized)	4.3		8.2	5				
f. A	ccounts Payable turnover (annualized	15		11.3	5				
		00.05			5				
g. D	ays Sales Outstanding Total Score	38.35		42	5 35			-	
	Average Score				5	х	50%	=	2.5
	A 3 COMPONENTS	40.07%							
	hort-term debt as % of total debt hterest Coverage	10.07% 1.3		0	-1			_	
	otal debt to tangible equity ratio	1.5		3.0	-3			-	
C. 1	Total Score	100		107.0	-3 -9	H		-	
	Average Score				-3	х	7.50%	=	-0.23
REA	4 - PERFORMANCE & PROFITABILITY								
4.05	A 4 COMPONENTS								
	otal Operating Revenue	5,725,000	1.04	4,211	2			-	
	arnings before interest, taxes, depreciation and	5,725,000	1,94	4,211	2			-	
	mortization	1,360,000	30	6,507	1				
	let Income	179,000		6,694	3	Η		F	
	Bross Margin as a % of sales	73.35%	9	5.70%	0	П		ſ	
e. S	G&A as a % of sales	3.12%		4.20%	0			L	
f. N	let Profit as a % of sales	4.03%		5.80%	-2				
	Total Score				4				
	Average Score				0.67	х	7.50%	=	0.05
REA	5 - QUALITATIVE CONSIDERATIONS								
	A 5 COMPONENTS								
	ize and availability of committed, unused evolving credit	Very good	Avera	aae	4	[
T	rigger point covenants resulting in acceleration o					Π		L	
	ebt repayment	Good	Avera		2	Ц		-	
	bebt Refinancing Schedule hort-term credit ratings & financial trends	Very good	Avera		3	Н		-	
	Contingient liabilities	Very good Excellent	Avera Avera		3	Н		⊢	
3.0	Total Score	LAGGIGIN	Avela	-90	17	Н		⊢	
	Average Score		+		3.4	x	20%	=	0.68

7.51%

 Positive Adjustment Form

 3.76
 X
 8% =

 4.00

7.51%

Positive Adjustment

	Ordinal Ranking Sco		Weighting Ass Ordinal Rank	
	Percentile Ranking	Ordinal Score	Weightings	9
	>95%	5		
	85%-95%	4	Cash Flow	
	75%-84%	3	Liquidity	
	65%-74%	2	Leverage & Debt Coverage	
	55%-64%	1	Performance &	k
	45%-54%	0	Qualitative	
	35%-44%	-1		
	25%-34%	-2		
	15%-24%	-3		
1	5%-14%	-4		

-5

<5%

F

gned to the	Oreality Data	e Adjustment
ng Score		
%	Average Score	% Assigned
	5 /	10%
15%	4	8%
50%	3	6%
7.50%	2	4%
7.50%	1	2%
20%	0	0%
100%	-1	-10%
	-2	-20%
	-3	-50%
	-4	-80%
	-5	-100%

EXHIBIT I: Negative Credit Score Adjustment Formula and Example Application

	XYZ Company	XYZ 12/31/2001		Peer Group Median	Ordinal Ranking Score	x	Weighting Assigned to Ordinal Ranking Score	=	Credit Score Adjustment
REA	A 1 - CASH FLOW								
AF	REA 1 COMPONENTS Cash from operations	100,000	+	400.000	-1			-	
	Net Cash flows from investinc	-300,000	+	198,288 (153,132)	-1	-		-	
	Net Cash flows from financings	-1,000	+	-725	-5			-	
	Net Change in Cash	200		770	-5				
	Total Score				-13				
	Average Score				-3.25	x	15%	=	-0.4875
RE/	A 2 - LIQUIDITY INDICATORS								
			+						
	REA 2 COMPONENTS	-3	+	0.06	-5	Н		L	
	Cash Ratio Quick Ratio	-3	+	0.06	-5	Н		⊢	
	Current Ratio	-2.75	+	0.40	-5	Η		⊢	
<u>.</u>		2.70	+	5.01	-0	H		F	
d.	Working Capital	(500,000)		(63,075)	-5				
	Accounts Receivable turnover (annualized)	4.3	t	8.2	-5			F	
	Accounts Payable turnover (annualized	2.73	t	11.3	-5			L	
a	Days Sales Outstanding	95		42	-5				
g.	Total Score	00	+		-35			-	
	Average Score				-5	х	50%	=	-2.5
						_		_	
RE/	A 3 - LEVERAGE & DEBT COVERAGE		-			_		-	
RE/	A 3 - LEVERAGE & DEBT COVERAGE								
AF	REA 3 COMPONENTS	2.07%		0					
AF a.	REA 3 COMPONENTS Short-term debt as % of total debl	2.07%		0	-2				
AF a. b.	REA 3 COMPONENTS Short-term debt as % of total debt Interest Coverage	1		3.8	-3				
AF a. b.	REA 3 COMPONENTS Short-term debt as % of total debi Interest Coverage Total debt to tangible equity ratic	2.07% 1 175			-3				
AF a. b.	REA 3 COMPONENTS Short-term debt as % of total debt Interest Coverage	1		3.8	-3	×	7.50%		-0.18
AF a. b.	REA 3 COMPONENTS Short-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score	1		3.8	-3 -2 -7	×	7.50%		-0.18
AF a. b. c.	REA 3 COMPONENTS Short-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score	1		3.8	-3 -2 -7		7.50%	=	-0.18
AF a. b. c.	REA 3 COMPONENTS Short-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY	1		3.8	-3 -2 -7		7.50%		-0.18
AF a. b. c.	REA 3 COMPONENTS Short-term debt as % of total deb1 Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS	1 175		3.8 107.8	-3 -2 -7 -2.33333		7.50%	=	-0.18
AF a. b. c.	REA 3 COMPONENTS REA 3 COMPONENTS Interest Coverage Total debt to tangible equity ratic Total Score Average Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue	1		3.8	-3 -2 -7		7.50%		-0.18
AF a. b. c.	REA 3 COMPONENTS REA 3 ComPONENTS Short-term debt as % of total debt Interest Coverage Total debt to tangible equity ratik Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc	1 175 2,725,000		3.8 107.8 1,944,211	-3 -2 -7 -2.33333		7.50%		-0.18
AF a. b. c.	REA 3 COMPONENTS Short-lerm debt as % of total deb1 Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization	1 175 2,725,000 390,000		3.8 107.8 1,944,211 306,507	-3 -2 -7 -2.33333 -2 -7 -7 -2.33333 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -7 -7 -2 -2 -7 -7 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2		7.50%		-0.18
	REA 3 COMPONENTS REA 3 ComPONENTS Short-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income	1 175 2,725,000 390,000 179,000		3.8 107.8 1,944,211 306,507 76,694	-3 -2 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7		7.50%		-0.18
	REA 3 COMPONENTS REA 3 COMPONENTS Short-term debt as % of total deb1 Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales	1 175 2,725,000 390,000 179,000 94,50%		3.8 107.8 1,944,211 306,507 76,694 95.70%	-3 -2 -7 -2.33333 -2 -7 -7 -2.33333 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2		7.50%		-0.18
AF	REA 3 COMPONENTS Short-term debt as % of total deb1 Interest Coverage Total debt to tangible equity ratk Total Score Average Score Average Score Average Score Average Score Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales SGAA as a % of sales	1 175 2,725,000 390,000 179,000 94,50% 4,00%		3.8 107.8 1,944,211 306,507 76,694 95,70% 4.20%	-3 -2 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7		7.50%		-0.18
AF a. b. c. REA	REA 3 COMPONENTS REA 3 COMPONENTS Short-term debt as % of total deb1 Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales	1 175 2,725,000 390,000 179,000 94,50%		3.8 107.8 1,944,211 306,507 76,694 95.70%	-3 -2 -2 -7 -2.33333 -2 -7 -2.33333 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2		7.50%		-0.18
AF	REA 3 COMPONENTS REA 3 Components REA 3 Components Interest Coverage Total debt to tangible equity ratic Total Score Average Score Read A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales SG&A as a % of sales	1 175 2,725,000 390,000 179,000 94,50% 4,00%		3.8 107.8 1,944,211 306,507 76,694 95,70% 4.20%	-3 -3 -2 -7 -2.33333 -2 -7 -2.33333 -2 -2 -2 -2 -2 -2		7.50%		-0.18
	REA 3 COMPONENTS REA 3 COMPONENTS Short-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales Net Profit as a % of sales Net Profit as a % of sales Total Score Average Score	1 175 2,725,000 390,000 179,000 94,50% 4,00%		3.8 107.8 1,944,211 306,507 76,694 95,70% 4.20%	-3 -2 -2 -7 -2.33333 -2 -7 -7 -2.33333 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2				
	REA 3 COMPONENTS REA 3 COMPONENTS Short-term debt as % of total deb1 Interest Coverage Total debt to tangible equity ratic Total Score Average Score A4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales SG&A as a % of sales Net Profit as a % of sales Total Score	1 175 2,725,000 390,000 179,000 94,50% 4,00%		3.8 107.8 1,944,211 306,507 76,694 95,70% 4.20%	-3 -2 -2 -7 -2.33333 -2 -7 -7 -2.33333 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2				
	REA 3 COMPONENTS REA 3 COMPONENTS Short-term debt as % of total deb1 Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales Net Profit as a % of sales Net Profit as a % of sales Total Score Average Score A 5 - QUALITATIVE CONSIDERATIONS	1 175 2,725,000 390,000 179,000 94,50% 4,00%		3.8 107.8 1,944,211 306,507 76,694 95,70% 4.20%	-3 -2 -2 -7 -2.33333 -2 -7 -7 -2.33333 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2				
	REA 3 COMPONENTS REA 3 COMPONENTS Short-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score Average Score A - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales Net Profit as a % of sales Net Profit as a % of sales Net Profit as a % of sales Solda as a % of sales Total Score Average Score A - QUALITATIVE CONSIDERATIONS REA 5 COMPONENTS	1 175 2,725,000 390,000 179,000 94,50% 4,00%		3.8 107.8 1,944,211 306,507 76,694 95,70% 4.20%	-3 -2 -2 -7 -2.33333 -2 -7 -7 -2.33333 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2				
	REA 3 COMPONENTS REA 3 COMPONENTS Stort-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score Average Score Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales SG&A as a % of sales Net Profit as a % of sales Total Score Average Score X 5 - QUALITATIVE CONSIDERATIONS REA 5 COMPONENTS Size and availability of committed, unused revolving	1 175 2,725,000 390,000 179,000 94,50% 4,00% 1,03%		3.8 107.8 1.944,211 306,507 76,694 95,70% 4.20% 5.80%	-3 -2 -7 -7 -2.33333 -2 -7 -2 -2.33333 -2 -2 -2 -2 -2 -4 -0.67				
	REA 3 COMPONENTS REA 3 COMPONENTS Stream debt as % of total deb1 Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales SG&A as a % of sales Net Profit as a % of sales Total Score A 5 - QUALITATIVE CONSIDERATIONS REA 5 COMPONENTS Stze and availability of committed, unused revolving credit	1 175 2,725,000 390,000 179,000 94,50% 4,00%		3.8 107.8 1,944,211 306,507 76,694 95,70% 4.20%	-3 -2 -2 -7 -2.33333 -2 -7 -7 -2.33333 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2 -2				
	REA 3 COMPONENTS REA 3 COMPONENTS Total debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score Average Score Total Score Components Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales Net Profit as a % of sales Total Score Coverage Covera	1 175 2,725,000 2,725,000 94,50% 4,00% 1.03% 1.03%		3.8 107.8 1,944,211 306,507 76,694 95,70% 4.20% 5.80%	-3 -2 -7 -7 -2.33333 				
	REA 3 COMPONENTS REA 3 COMPONENTS Stream debt as % of total deb1 Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales SG&A as a % of sales Net Profit as a % of sales Total Score A 5 - QUALITATIVE CONSIDERATIONS REA 5 COMPONENTS Stze and availability of committed, unused revolving credit	1 175 2,725,000 390,000 179,000 94,50% 4,00% 1,03%		3.8 107.8 1,944,211 306.507 76.694 95.70% 4.20% 5.80% 5.80% Average Average	-3 -2 -7 -7 -2.33333 -2 -7 -2 -2.33333 -2 -2 -2 -2 -2 -4 -0.67				
	REA 3 COMPONENTS REA 3 COMPONENTS Short-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amoftization Net Income Gross Margin as a % of sales SG&A as a % of sales Total Score A 5 - QUALITATIVE CONSIDERATIONS REA 5 - COMPONENTS Size and availability of committed, unused revolving credit Trigger point covenants resulting in acceleration o debt reparent	1 175 2,725,000 390,000 94,50% 4,00% 1,03% Poor Poor		3.8 107.8 1,944,211 306,507 76,694 95.70% 4.20% 5.80%	-3 -2 -2 -7 -7 -7 -7 -2.33333 				
	REA 3 COMPONENTS Short-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales Net Profit as a % of sales Total Score Average Score Average Score Average Score Average Score Average Score Total Score Average Score Average Score Total Score Average Score Average Score Total Score Average Score Averag	1 175 2,725,000 390,000 179,000 94,50% 4.00% 1.03% 1.03% Poor Poor Poor		3.8 107.8 1,944,211 306.507 76.694 95.70% 4.20% 5.80% 5.80% Average Average	-3 -2 -7 -7 -2.33333 				
	REA 3 COMPONENTS REA 3 COMPONENTS Stort-term debt as % of total debt Interest Coverage Total debt to tangible equity ratic Total Score Average Score A 4 - PERFORMANCE & PROFITABILITY REA 4 COMPONENTS Total Operating Revenue Earnings before interest, taxes, depreciation anc amortization Net Income Gross Margin as a % of sales Net Profit as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Net Profit as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % of sales Net Profit as a % of sales Net Profit as a % of sales Sc3&A as a % of sales Net Profit as a % o	1 175 2,725,000 390,000 179,000 94,50% 4,00% 1,03% Poor Poor Poor Poor Poor		3.8 107.8 1.944,211 306,507 76,694 95,70% 4.20% 5.80% Average Average Average Average	-3 -2 -2 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7 -7 -2 -33333 				

Total Average Score

-82.25%

Negative Adjustment

Ordinal Ranking S		Weighting Ordinal I
Percentile Ranking	Ordinal Score	Weightings
>95%	5	
85%-95%	4	Cash Flow
75%-84%	3	Liquidity
		Leverage
65%-74%	2	Debt Cove
55%-64%	1	Performan
45%-54%	0	Qualitative
35%-44%	-1	
25%-34%	-2	
15%-24%	-3	
5%-14%	-4	
<5%	-5	

Weighting Assig Ordinal Ranki		Credit Scor	e Adjustmer	nt
Weightings	%	Average Score	% Assigne	d
		5	/ 10%	
Cash Flow	15%	4	/ 8%	
Liquidity	50%	3	6%	
Leverage & Debt Coverage	7.50%	2	4%	
Performance &		1 /	2%	
Qualitative	20%	0 /	0%	
	100%	-1 /	-10%	
		-2 /	-20%	
		-3 /	-50%	
		-4 🖌	-80%	
		-5	-100%	

EXHIBIT J: Comprehensive Example of Credit Assessment Methodology

		AB	C Company	XYZ	Company
		Positi	ve Adjustment	Negative	Adjustment
	Tangible Net Worth	\$	4,800,000		2,800,000
	TNW % [A+=7.5%; BBB+=4% respectively]		7.50%		4%
Step 1	Starting Point	\$	360,000	\$	112,000
Step 2	Credit Scoring Adjustment (%)		7.51%		-82.25%
Step 2	Credit Scoring Adjustment Amount (positive \$ or negative \$)	\$	27,036	\$	(92,120)
Step 3	Adjusted Amount [Starting Point + Credit Scoring Adjustment]	\$	387,036	\$	19,880
Step 3	Market Concentration Cap ¹	\$	294,000		294,000
Step 3	Unsecured Credit Limit	\$	294.000	\$	19,880
Olep 0		Ψ	234,000	Ψ	10,000
Step 4	Operating Requirement	\$	264,000	\$	110,000
Step 4	Unsecured Credit Limit	\$	264,000	\$	19,880
Step 4	Amount of Collateral Required (or pay-down agreement)	\$	-	\$	90,120

¹ For purposes of this example, the Market Concentration Cap used is \$294 million, based on the following data:

Energy	August 2001	\$817M x 1.50 x 20%	=	\$245M
ICAP	Aug/Sept/October 2001	\$246M x 20%	=	\$49M
TCC	August 2001	\$.5M x 20%	=	
				\$294M