

Pricing Exception – Pricing Grids

	Lombard	Concentrated Equity	Residential Real Estate	Commercial Real Estate	Hedge Funds	Aircraft, Art, Financial Sponsors	Unsecured Loans
Americas	0.75 - 1.25%	1.25 – 2.0%	Not part of Standard Pricing Grid	2.0 - 2.5%	2.0 - 2.75%	2.0 - 2.75%	2.5 - 3.0%
Asia Pacific	0.75 – 1.5%	1.5 – 3.5%	1.0 – 2.5%	1.5 – 3.5%	1.5 – 2.5%	2.75 - 3.5%	Case by case
Germany	0.75 – 1.5% (depending on client's AuM)	1.5 - 2.0%	1.0 - 2.0%	1.0 - 2.5%	2.0 - 2.75%	Not part of Standard Pricing Grid	1.5 - 3.0%
EMEA	1.5 - 2.0% (depending on Loan Amount)	2.0 - 3.0%	2.0 – 3.5%	2.5 - 5.0%	2.5 - 4.0%	3.0 - 5.0%	Case by case

...as a starting point

Loan Pricing Exception Framework
Update January 2014

Confidential

FOR INTERNAL USE ONLY

