**Equipment Leasing Department**  
**Broker Buy Rates**  
**July 1, 2006**

### Financial Statement Transactions

<table>
<thead>
<tr>
<th>TERM</th>
<th>24</th>
<th>36</th>
<th>48</th>
<th>60</th>
<th>72</th>
<th>84</th>
</tr>
</thead>
<tbody>
<tr>
<td>$20M - $49M</td>
<td>9.25%</td>
<td>9.25%</td>
<td>9.25%</td>
<td>9.25%</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>(Maximum fee 15 points)</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</thead>
<tbody>
<tr>
<td>$50M - $99M</td>
<td>9.00%</td>
<td>9.00%</td>
<td>9.00%</td>
<td>9.00%</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>(Maximum fee 10 points)</td>
<td></td>
<td></td>
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</thead>
<tbody>
<tr>
<td>$100M - $149M</td>
<td>8.75%</td>
<td>8.75%</td>
<td>8.75%</td>
<td>8.75%</td>
<td>9.00%</td>
<td>9.25%</td>
</tr>
<tr>
<td>(Maximum fee 8 points)</td>
<td></td>
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<tbody>
<tr>
<td>$150M - $300M</td>
<td>8.50%</td>
<td>8.50%</td>
<td>8.50%</td>
<td>8.50%</td>
<td>8.75%</td>
<td>9.00%</td>
</tr>
<tr>
<td>(Minimum fee 8 points)</td>
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<tbody>
<tr>
<td>$300M - $500M</td>
<td>8.25%</td>
<td>8.25%</td>
<td>8.25%</td>
<td>8.25%</td>
<td>8.50%</td>
<td>8.75%</td>
</tr>
<tr>
<td>(Maximum fee 5 points)</td>
<td></td>
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*Please contact your marketing representative for quotes over $500M*

### Application Only Transactions

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<tbody>
<tr>
<td>$10M - $49M</td>
<td>10.75%</td>
<td>10.75%</td>
<td>10.75%</td>
<td>10.75%</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>(Maximum fee 15 points)</td>
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<td>10.50%</td>
<td>N/A</td>
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<tr>
<td>(Maximum fee 10 points)</td>
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The above rates are to be used with our standard non-tax leases ($1.00 buy outs, Puts and LEAs). Rates are available for use by all Bank of the West approved Discounters and Brokers.

72 and 84 month terms are only for equipment with a 7 year MACRS life.

Rates are subject to change.