



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

**Financial Statement Transactions**

| <b>TERM</b>  | <b>24</b> | <b>36</b> | <b>48</b> | <b>60</b> | <b>72</b> | <b>84</b> |
|--|-----------|-----------|-----------|-----------|-----------|-----------|
| <b><u>\$20M - \$49M</u></b><br>(Maximum fee 15 points)   | 9.25%     | 9.25%     | 9.25%     | 9.25%     | N/A       | N/A       |
| <b><u>\$50M - \$99M</u></b><br>(Maximum fee 10 points)   | 9.00%     | 9.00%     | 9.00%     | 9.00%     | N/A       | N/A       |
| <b><u>\$100M - \$149M</u></b><br>(Maximum fee 8 points)  | 8.75%     | 8.75%     | 8.75%     | 8.75%     | 9.00%     | 9.25%     |
| <b><u>\$150M - \$300M</u></b><br>(Maximum fee 8 points)  | 8.50%     | 8.50%     | 8.50%     | 8.50%     | 8.75%     | 9.00%     |
| <b><u>\$300M - \$500M*</u></b><br>(Maximum fee 5 points) | 8.25%     | 8.25%     | 8.25%     | 8.25%     | 8.50%     | 8.75%     |

\* Please contact your marketing representative for quotes over \$500M

**Application Only Transactions**

| <b>TERM</b>  | <b>24</b> | <b>36</b> | <b>48</b> | <b>60</b> | <b>72</b> | <b>84</b> |
|--|-----------|-----------|-----------|-----------|-----------|-----------|
| <b><u>\$10M - \$49M</u></b><br>(Maximum fee 15 points) | 10.75%    | 10.75%    | 10.75%    | 10.75%    | N/A       | N/A       |
| <b><u>\$50M - \$99M</u></b><br>(Maximum fee 10 points) | 10.50%    | 10.50%    | 10.50%    | 10.50%    | N/A       | N/A       |

The above rates are to be used with our standard non-tax leases (\$1.00 buy outs, Puts and EFA's). 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 7 year MACRS life.

Rates are subject to change.

