# INTERNATIONAL STRUCTURED FINANCE Pre-Sale Report

**Europe, Africa, Middle East** 

# FTPYME Bancaja 3, Fondo de Titulización de Activos

# Bancaja CLO - SME Loans Spain

**PLEASE NOTE:** This pre-sale report addresses the structure and characteristics of the proposed transaction based on the information provided to Moody's as of August 2004. Investors should be aware that certain issues concerning this transaction have yet to be finalised. Upon conclusive review of all documents and legal information as well as any subsequent changes in information, Moody's will endeavour to assign definitive ratings to this transaction. The **definitive** ratings may differ from the **prospective** ratings set forth in this report. Moody's will disseminate the assignment of definitive ratings through its Client Service Desk.

#### **CLOSING DATE:**

[October 2004]

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RATING	SS				
			% of	Legal Final	Expected
Series	Rating	Amount	Total	Maturity	Maturity
A1	(P) <b>Aaa</b>	€297,000,000	33.00%	Dec 2037	Mar 2006
A2	(P) <b>Aaa</b>	<b>€</b> 355,900,000	39.54%	Dec 2037	Apr 2034
A3(G)	(P) <b>Aaa</b>	<b>€</b> 153,900,000	17.10%	Dec 2037	Apr 2034
В	(P) <b>Aa1</b>	<b>€</b> 28,900,000	3.21%	Dec 2037	Apr 2034
С	(P) <b>Baa1</b>	<b>€</b> 46,700,000	5.19%	Dec 2037	Apr 2034
D	(P) <b>Baa3</b>	<b>€</b> 17,600,000	1.96%	Dec 2037	Apr 2034
Total		€900,000,000	100%		

The ratings address the expected loss posed to investors by the legal final maturity. The structure allows for timely payment of interest and ultimate payment of principal at par on or before the rated final legal maturity date. The rating does not address full redemption of the Notes on the expected maturity date. Moody's ratings address only the credit risks associated with the transaction. Other non-credit risks have not been addressed, but may have a significant effect on yield to investors.

## **OPINION**

# Strengths of the Transaction

- Credit enhancement provided by the excess spread, a cash reserve and the subordination of the notes
- Interest Rate Swap provided by Bancaja (A1/P-1) guaranteeing an excess spread of 0.87%
- Excess spread-trapping mechanism through 18 months' "artificial write-off"
- Guarantee of the Kingdom of Spain for the Series A3(G) notes
- Liquidity line to ensure the guarantee payment of interest for the Series A3 (G) notes
- Around 74% of the loans are secured by a mortgage guarantee
- 100% of the loans pay via direct debit
- Strong performance of Bancaja's previous FTPYME deal

# **Weaknesses and Mitigants**

- Geographical concentration in the region of Valencia (60.46%), mitigated by the fact that this is the region of Bancaja's origin, where it has its highest expertise
- Borrower concentration (the largest debtor represents 1.56% of the provisional pool), although the default distribution curve has been sized accordingly.
- Pro-rata amortisation of the B, C and D Series of notes leads to reduced credit enhancement of the senior series in absolute terms. This is mitigated by strict triggers which terminate the pro-rata amortisation of the notes as the performance of the transaction deteriorates.



STRUCTURE SUMMARY

Issuer: FTPYME Bancaja 3, Fondo de Titulización de Activos Structure Type: Senior/Mezzanine/Subordinated floating-rate notes

Seller/Servicer: Caja de Ahorros de Valencia, Castellón y Alicante (Bancaja, A1/P-1)

Interest Payments:

Ouarterly on each payment date
Principal Payments:

Series A1 notes are soft bullet

Series A2, A3(G), B, C and D notes will amortise on a pass-through

basis

Final maturity will take place in December 2037

Payment Dates: 13 March, 13 June, 13 September and 13 December

Issue Price: 100%

Credit Enhancement/Reserves: [0.87%] excess spread

[0.80%] Reserve Fund Subordination of the notes

Guarantee of the Kingdom of Spain (Aaa/P-1) for Series A3(G)

€18,000,000 Liquidity Facility for Series A3(G)

Liquidity Facility Provider: Bancaja

Hedging: Interest rate swap to cover interest rate risk

Interest Rate Swap counterparty: Bancaja Paying Agent: Bancaja

Management Company (Gestora): Europea de Titulización S.G.F.T., S.A.

Arrangers Bancaja Calyon

# PROVISIONAL POOL (AS OF AUGUST 2003)

Collateral: Loans to Spanish enterprises, 100% of which are granted to small-

and medium- sized enterprises (SMEs), excluding individuals

Number of Contracts: 2,801 Number of Debtors: 2,382

Geographic Diversity: Region of Valencia (60.46%), Catalonia (11%), Madrid (9.86%)

WA Seasoning: 1.5 years

WA Remaining Term: 7.54 years

Average Loan Size: €351,462

Highest Debtor: €17,002,015

Delinquency Status: Less than 30 days Not in arrears at the time of securitisation

WA Interest Rate (current): 3.24%
Interest Basis: 100% floating
Total Amount: €984,446,340

#### **OVERVIEW**

An SME loans transaction with a Kingdom of Spain guarantee

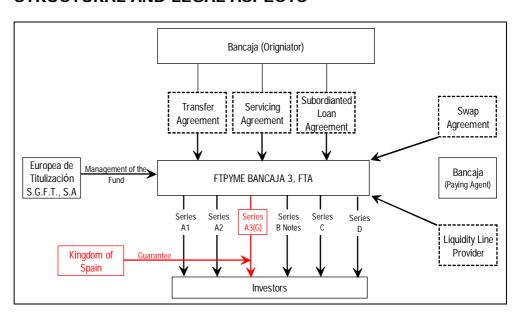
In light of the considerable success achieved by the "FTPYME" programme since it was created in 1998, the Spanish Ministry of Economy has established a budgetary endowment, amounting approximately €1.8 billion, for the current year, the fourth time the Ministry has made such an endowment. The legal framework has not experienced any change since it was last modified in April 2003. The following is a summary of its principal conditions:

- 1) Securitised assets must be loans (1) originated by institutions that have previously signed an agreement with the Ministry of Economy, (2) granted to non-financial enterprises based in Spain and (3) with an initial duration of more than one year.
- 2) At least 80% of the loans must be granted to SMEs (as defined by the European Commission in its recommendation of 3 April 1996).
- 3) The institutions transferring the loans to an FTPYME must in turn reinvest the proceeds of the sale in granting new loans (such loans complying with conditions 1) and 2) above). 50% of such amount must be reinvested within six months and the remaining 50% within one year.
- 4) The Kingdom of Spain will guarantee interest and principal payments on up to 80% of **Aa**-rated securities. Significantly, the guarantee is fully binding for the Kingdom of Spain.

As on previous occasions, the budgetary endowment has been allocated in full among various Spanish financial institutions, with the respective FTPYME securitisation funds expecting to close by the end of the year.

# STRUCTURAL AND LEGAL ASPECTS

Structure that incorporates the guarantee of the Kingdom of Spain with a neutral effect for the subordinated series



Through this deal, Caja de Ahorros de Valencia, Castellón y Alicante (Bancaja) is selling a portfolio of loans to FTPYME Bancaja 3 (the "Fondo"), which in turn will issue five series of notes to finance the purchase of the loans (at par). The capital structure consists of:

- A subordinated Series D rated Baa3
- A subordinated Series C rated Baa1
- A mezzanine Series B rated Aa1
- A senior tranche A, composed of three **Aaa**-rated series: (1) a subordinated Series A3(G), (2) a mezzanine Series A2 and (3) a senior Series A1.

Each series of notes is supported by the series subordinated to itself, a cash reserve and the excess spread guaranteed under the swap agreement with Bancaja. The swap agreement will also hedge the Fondo against the risk derived from having different index reference rates on the assets and notes sides.

In addition, the Fondo will benefit from a €1,450,000 subordinated loan provided by Bancaja to fund the starting expenses and the notes issuance costs.

Liquidity line to ensure timely guarantee payments

Since the Spanish Treasury's guarantee payments may take up to three months after the request to feed through, the management company has entered into a liquidity facility agreement with Bancaja. Under this agreement, Bancaja will, if necessary, immediately advance up to [€18,000,000], which will be used to cover potential shortfalls in both interest and principal on the guaranteed notes. These advances will be repaid out of the funds received from the Spanish Treasury and the corresponding interest of the liquidity line will be paid out from the Fondo's available funds.

The liquidity line will amortise so that, on any payment date, the amount available will be the minimum of (1) [€18,0000,000] and (2) the sum of (i) the interest due to the guaranteed series on that payment date and (ii) the outstanding amount of Series A3(G).

Should Bancaja's short-term rating fall below **P-1**, it will have to find a suitably rated guarantor or substitute within 30 business days as provider of the liquidity line.

Interest rates swap guaranteeing 0.87 bppa of excess spread According to the swap agreement entered into between the Fondo and Bancaja, on each payment date:

- The Fondo will pay the interest actually received from the loans
- Bancaja will pay the sum of (1) the weighted average coupon on the notes plus 87 bppa, over a notional calculated as the daily average of the outstanding amount of the loans not more than 90 days in arrears since the last payment date and (2) the weighted average margin on the notes over a notional calculated as the daily average of the outstanding amount of the amortisation account

The excess spread thus provided through the swap agreement constitutes the first layer of protection for investors.

In the event of Bancaja's long-term rating being downgraded below **A1**, within 30 days it will have to (1) collateralise its obligation under the swap in an amount sufficient to maintain the then current rating of the notes or (2) to find a suitably rated guarantor or substitute.

Reserve Fund to help the Fondo meet its payment obligations

The second layer of protection against losses is a reserve fund provided by Bancaja. It will be used to cover potential shortfalls on interest or principal on an ongoing basis.

At every point in time, the amount requested under the reserve fund will be the lesser of the following amounts:

- 1. [0.80%] of the initial balance of the notes
- 2. The higher of the following amounts:
  - [1.60%] of the outstanding balance of the notes
  - [5.000.000] of the initial balance of the notes

Amortisation of the reserve fund will cease if either of the following scenarios occur:

- The amount of loans more than 90 days but less than 18 months in arrears exceeds [1.00%] of the outstanding principal balance of the portfolio.
- The reserve fund is not funded at its required level on the previous payment date.

In addition the Reserve Fund will not amortise during the first 3 years of the transaction 3 years

#### Treasury Account and Amortisation Account

The treasury account will be held at Bancaja. The proceeds from the loans, any amount received under the swap agreement, the reserve fund and any amount drawn from the liquidity line or received from the Spanish Treasury will be deposited in the treasury account.

Moody's has set up some triggers in order to protect the treasury account from the possible downgrade of the short-term rating of Bancaja. Should Bancaja's short-term rating fall below **P-1**, it will have to perform any of the following actions in the indicated order of priority:

- 1. Find a suitably rated guarantor or substitute within 30 days.
- 2. Collateralise its payment obligations under the treasury account in an amount sufficient to maintain the then current rating of the notes.
- 3. Invest the outstanding amount of the treasury account in securities issued by a **P-1** rated entity.

Bancaja guarantees an annual yield of the amounts deposited in the treasury account equal to the index reference rate of the notes.

Until the payment date falling on 13 March 2006, all funds available to the repayment of Series A1 notes will be transferred to a special account held at Bancaja (namely, the amortisation account). This account is subject to the same triggers and the same yield as the treasury account, and will be automatically cancelled on 13 June 2006.

Interest rate negotiation limits the weighted average margin of the loans to 0.50% Any renegotiation of the terms and conditions of the loans is subject to the *gestora*'s approval. Exceptionally, the *gestora* may authorise Bancaja to renegotiate the interest rate or maturity of the loans without requiring its approval. However, Bancaja will not be able to (1) renegotiate the interest rate of any loan if the weighted average margin of the pool falls below 0.50% and (2) extend the maturity of any loan later than 1 April 2034. Moreover, the renegotiation of the maturity of the loans is subject to the following conditions:

- 1. The global initial amount of loans on which the maturity has been extended cannot be greater than 10% of the initial amount of the pool.
- 2. The frequency of payments cannot be decreased.

On each quarterly payment date, the Fondo's available funds (principal and interest received from the asset pool, the reserve fund, amounts received under the swap agreement and interest earned on the transaction accounts) will be applied in the following simplified order of priority:

- 1. Cost and fees, excluding servicing fee (except in the case in which Bancaja is replaced as servicer of the loans)
- 2. Any amount due under the swap agreement (except termination payments if Bancaja defaults under the swap agreement)
- 3. Interest payment to Series A1, A2 and A3(G) notes and re imbursement of any amount obtained from the Kingdom of Spain on previous payment dates to cover the potential shortfall on interest payment to Series A3(G) notes
- 4. Interest payment on draw-down amounts (if any) under the liquidity facility
- 5. Interest payment to Series B notes (if not deferred)
- 6. Interest payment to Series C notes (if not deferred)
- 7. Interest payment to Series D notes (if not deferred)
- 8. Retention of an amount equal to the principal due under the notes
- 9. Replenishment of the reserve fund
- 10. Interest payment to Series B notes (if deferred)
- 11. Interest payment to Series C notes (if deferred)
- 12. Interest payment to Series D notes (if deferred)
- 13. Termination payments under the swap agreement by default of Bancaja
- 14. Junior expenses

Payment structure incorporates the reimbursement of the guarantee payments

The payment of interest on the Series B, C and D notes will be brought to a more junior position if, on two consecutive payment dates, a), c) and d) or b), c) and d) criteria are met:

Series B		Series C		Series D		
a)	If the PDL exceed the sum of the outstanding amount of Series B * 1.5 + outstanding of Series C + outstanding amount	d)	If the PDL exceed the sum outstanding amount of Series C * 2 + outstanding amount of Series D	a)	If the PDL exceed the sum of the outstanding amount of Series C * 0.44 + outstanding amount of Series D	
b)	of Series D  The difference between (1) the outstanding amount of Series A and (2) the sum of (i) the outstanding amount of the amortisation account, (ii) the Fondo's available funds after the repayment of the first five items of the payment structure, and (iii) the outstanding amount of the assets pool, is equal to or greater than zero  Series A1, A2 and A3(G) are not fully redeemed	e) f)	The difference between (1) the outstanding amount of Series A + Series B and (2) the sum of (i) the outstanding amount of the amortisation account, (ii) the Fondo's available funds after the repayment of the first six items of the payment structure, and (iii) the outstanding amount of the assets pool, is equal to or greater than zero  Series A1, A2 and A3(G) and B are not fully redeemed	b)	Series A1, A2, A3(G), B and C are not fully redeemed	
d)	There is any amount pending to be reimbursed to the Spanish Treasury which has been used to cover any					

The principal due to the notes incorporates an 18-month "artificial write-off" mechanism

potential shortfall on principal payment to Series A3(G)

The transaction's structure benefits from an "artificial write-off" mechanism. This mechanism is implicit in the definition of principal due under the notes, which is calculated as the difference between (1) the outstanding amount of the notes and (2) the difference between (i) the outstanding amount of the portfolio and (ii) the outstanding amount of the loans with any amount due but unpaid for more than 18 months (or before if the debtor is declared bankrupt or the management company considers that there are no reasonable expectations of recovery under each such loan).

A principal deficiency will occur, on any payment date, if the issuer's available funds are not sufficient to reimburse the principal due under the notes, according to the cash flow rules stated above. The amortisation deficit attributable to Series A3(G) will be covered by the guarantee from the Kingdom of Spain.

Principal due allocation mechanism

Until the payment date in which the outstanding amount of Series B ,C and D notes exceeds [6.422%], [10.378%] and [3.911%] of the outstanding amount under all series, respectively, the amount retained as principal due will be used for the repayment of the following items in the indicated order of priority:

- 1. Amortisation of Series A1 notes
- 2. Amortisation of Series A2 notes once Series A1 notes are fully amortised or the amortisation fund (see "Series A1 notes amortisation" below) is funded in an amount equal to the outstanding of Series A1 notes.
- 3. Amortisation of Series A3(G) notes once Series A2 notes are fully amortised
- 4. Reimbursement to the Spanish Treasury of any amount used to cover any potential shortfall on Series A3(G) principal payments

Nevertheless, the amount retained as principal due will be pro-rata distributed among these four items on that payment dates in which the outstanding amount of Series A1 notes is equal to or greater than the sum of (1) the outstanding amount of the amortisation account and (2) the outstanding amount of performing loans (including loans up to 90 days in arrears).

Once Series B, C and D start to be amortised, the amount retained as principal due will be pro-rata distributed between:

- 1. Amortisation of Series A1, A2 and A3(G) notes and reimbursement of any amount due to the Spanish Treasury which has been used to cover any potential shortfall on principal payment to Series A3(G). This amount will be distributed according to the above order of priority
- 2. Amortisation of Series B
- 3. Amortisation of Series C
- 4. Amortisation of Series D

so that the percentages indicated above for series B, C and D are kept at any payment date thereafter. Nevertheless, amortisation of Series B, C or D will cease if any of the following events occur:

Series B	Series C	Series D					
The outstanding amount of loans more than 90 days but less than 18 months past due is higher than 2% of the outstanding amount of the asset pool	90 days but less than 18 months past due is higher than <b>1.5%</b> of the outstanding	The outstanding amount of loans more than 90 days but less than 18 months past due is higher than 1% of the outstanding amount of the asset pool					
The cash reserve is not funded at its required The pro-rata amortisation of tranche							

Additionally, the pro-rata amortisation of Series B, C and D notes will cease on the payment date in which the outstanding amount of the pool is lower than 10% of its initial amount.

Series A1 notes are soft bullet. Until the payment date falling on 13 March 2006, all funds available to the repayment of this series will be transferred to the amortisation account, creating an amortisation fund for Series A1 notes. Funds available under the amortisation account will be used for the repayment of Series A1 notes on the payment date falling on 13 March 2006. Should the amount available on this account not be sufficient to fully redeem the notes, the outstanding principal remaining after such partial repayment will be repaid on a pass-through basis on the following payment dates.

The negative carry created by the fund of the amortisation fund for the Series A1 notes is compensated by (1) the annual yield of the amortisation account which equals the index reference rate of the notes and (2) Bancaja payments under the swap agreement which covers the margin of the Series A1 notes.

Moody's rating addresses the timely payment of interest and redemption of principal on or before the final legal maturity date (Dec 2037). The rating does not address full redemption of the Notes on the expected maturity date.

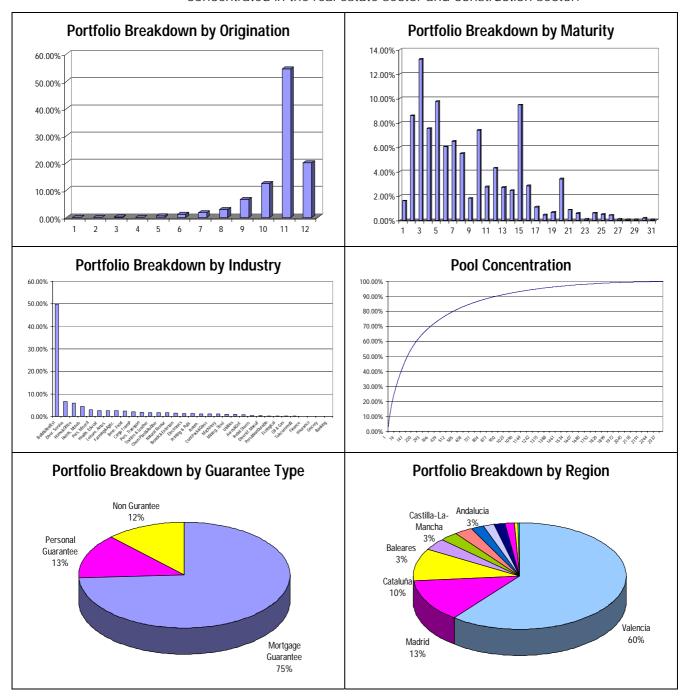
## **COLLATERAL - REFERENCE PORTFOLIO**

As of August 2004, the provisional portfolio is made up of 3,801 loans for a total amount of €984,446,340. The loans have been originated between 1993 and June 2004 with a weighted average seasoning of 1.5 years and a weighted average remaining life of 7.54 years.

The loans are fixed to 12-month Euribor/Mibor (64.88%), three-month Euribor/Mibor (33.64%) and TMPH Cajas de Ahorro (2.46%). The weighted average interest rate is 3.24%. 70% of the outstanding of the pool corresponds to loans that pay through monthly instalments. Around 74.27% of the portfolio is composed of loans secured by a mortgage. 12.26% of the portfolio does not hold any kind of guarantee.

Series A1 notes amortisation

Geographically the pool is concentrated in the region of Valencia (60.46%), Catalonia (9.86%) and Madrid (13.13%). Around 50% of the portfolio is concentrated in the real estate sector and construction sector.



The originator represents and guarantees that, as of the date of the transfer:

- There will be no amounts more than 30 days past due
- The loans has been granted according to its current credit policies
- There has been no breach of any of the loan agreements
- The pool of loans comply with the conditions to apply for the guarantee of the Kingdom of Spain

# ORIGINATOR, SERVICER AND MANAGEMENT COMPANY

Bancaja, the sixth largest financial institution in Spain by assets and with an active presence in the Spanish securitisation market, is the originator of the asset pool Moody's A1/P-1/C+ ratings for Bancaja reflects the bank's strong retail franchise in the region of Valencia and its sound financial fundamentals, which include good profitability, solid asset quality and strong operating efficiency. The ratings also take into account Bancaja's efforts to diversify its revenue sources as well as its low risk profile, but recognise the possibility that this risk profile could be raised as a result of the bank's expansion into higher-risk activities. The current ratings are well positioned with a stable outlook.

Bancaja's financial profile is typical of those savings banks which have focused on their core business within their local region (approximately 80% of its branch network is based in its home market). Bancaja is not aiming for a nation-wide presence and is focusing its expansion efforts in Catalonia, Madrid and the Balearic Islands.

Bancaja runs a traditional low-risk franchise with a focus on mortgage lending and local SMEs. Asset quality has improved to very good levels during the past few years on the back of a favourable economic environment with low interest rates. Bancaja's conservative credit standards and its traditional low-risk credit portfolio have also played a role in this turnaround. The bank's loan portfolio shows a good level of diversification, although with large exposures concentrated in the real estate sector. Moody's recognises the risk of the real estate development (especially due to the exposure to the hotel and tourism industries in the region of Valencia), but views Bancaja's conservative underwriting standards as reassuring.

Bancaja will act as servicer of the loans, and will transfer the proceeds of the loans to the treasury account on a weekly basis.

In the event of Bancaja being declared bankrupt or failing to perform its obligations as servicer, it or the management company will have to designate a new suitable institution as guarantor of Bancaja's obligations under the servicing agreement or even as new servicer. Otherwise, the management company itself would step in as servicer of the loans.

The management company (*gestora*), Europea de Titulización, is an experienced company in the Spanish securitisation market. Its obligations within the structure are guaranteed by its shareholders in proportion of their holding. BBVA accounts for 83% of the gestora's capital. The remainder is owned by 15 institutions including JP Morgan (4%), Caja de Ahorros del Mediterráneo (1.54%), Bankinter (1.53%), Barclays Bank (1.53%) and Citibank España (1.53%).

## MOODY'S ANALYSIS

Given the number of assets and size of the exposures in the portfolio (see Collateral – Reference Portfolio section), Moody's decided to derive the gross loss distribution curve through a two-factor Monte-Carlo approach, rather than assuming that it follows a given general density law.

Two basic parameters needed to be assessed as main inputs for the model:

- The default probability contribution of each single entity
- The correlation structure among the different industries represented in the portfolio

As regards the default probability assumed for the underlying obligors, Moody's decided to base its analysis on historical information received from the originator. The default probability have been derived from the historical data, and later adjusted for (1) the seasoning of the portfolio, (2) an expected less favourable macro-economic environment. The retaining a final value around a mean of 2.25%.

As regards the correlation structure that takes into account the portfolio specificities, Moody's split the portfolio into 33 different industries and, with the purpose of reflecting the diversity shown by the exposures in the securitised portfolio, Moody's made different assumptions, both for the asset correlation within one industry and between assets in different industries (the two factors in the Monte-Carlo model).

The Monte-Carlo simulation was then run incorporating each exposure's size, default probability and implied asset correlation, giving an outcome equal to the default probability distribution for the portfolio.

Servicer

Management Company

Moody's used a Monte-Carlo simulation to derive the default distribution in the portfolio On the base of this distribution as well as other assumptions for recoveries, delinquency and prepayments, and to allocate losses to the notes in accordance with their priority of payment and relative size, Moody's built a cash flow model that reproduces all deal-specific characteristics. The sensitivity to a variation in the initial assumptions was also tested. Weighting each default scenario's severity result on the notes with its probability of occurrence, Moody's calculated the expected loss level for each series of notes which, combined with each series' expected average life, is consistent with the ratings assigned.

Structural Analysis

Moody's considers how the cash flows generated by the collateral are allocated to the parties within the transaction, and the extent to which various structural features of the transaction may provide additional protection to investors, or act as a source of risk themselves.

The excess spread, together with the line of credit and the subordination of the various classes, provides a credit enhancement that is sufficient to achieve expected losses that, combined with each class's expected average life, are consistent with the range of the prospective ratings of the notes.

Moody's considers whether the legal documents ensure that the cash flows are allocated to the assumptions made in its analysis. Moody's considers how the cash flows generated by the collateral are allocated to the parties within the transaction, and the extent to which various structural features of the transaction may provide additional protection to investors, or act as a source of risk themselves.

## RATING SENSITIVITIES AND MONITORING

Europea de Titulización, S.G.F.T, S.A, in its capacity as management company, will prepare quarterly monitoring reports with respect to the portfolio and payments to the notes. These reports will detail the amounts received by the issuer during each collection period and will provide portfolio data.

Moody's will monitor the transaction on an ongoing basis to ensure that it continues to perform in the manner expected, including checking all supporting ratings and reviewing periodic servicing reports. Any subsequent changes in the rating will be publicly announced and disseminated through Moody's Client Service Desk.

# **RELATED RESEARCH**

Visit Moodys.com for more details

For a more detailed explanation of Moody's approach to this type of transaction as well as similar transactions, please refer to the following reports:

- SPECIAL REPORT: "Moody's Approach to Rating ith-to-Default Basket Credit-Linked Notes", April 2002
- RATING METHODOLOGY: "FTPYMES: Moody's Analytical Approach to Spanish Securitisation Funds Launched Under Government's FTPYMES Programme", October 2003
- SPECIAL REPORT: "Moody's Spanish SME Loan-Backed Securities Index", April 2004

Legal Analysis



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