MERIS
Middle East Rating & Investors Service

November 2017

STRUCTURED FINANCE — New Issue Report

Sarwa Securitization Company S.A.E. (SSC) – 22nd Issue 2017-2022

Auto Receivables/Egypt

*This report addresses the structure and characteristics of the transaction based on the information provided to **MERIS** by Sarwa Securitization Company **as of October 2017.** The ratings address the expected loss posed to investors by the final maturity. In **MERIS** opinion the structure allows for timely payment of interest and ultimate repayment of principal at par on or before the final maturity date. **MERIS** ratings address only the credit risk associated with the transaction. Other non-credit risks have not been addressed, but may have a significant effect on yield to investors.*

POOL CUT-OFF DATE:
November 1, 2017

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DEFINITIVE RATINGS

Class	Description	Amount (EGP mn)	% of Notes	Expected Maturity	Fixed Coupon (%)	Frequency	Rating
A	Senior	**343**	29.90%	Dec-18	14.86%	Monthly	**AA+(sf)**
B	Subordinated	**605**	52.75%	Dec-22	15.66%	Monthly	**AA(sf)**
C	Junior Subordinated	**199**	17.35%	Aug-22	16.16%	Monthly	**A(sf)**
Total		**1,147**					

OPINION

This is the twenty second asset-backed bond issued by Sarwa Securitization Company S.A.E. (SSC). The bond issue is EGP 1,147,000,000 and is backed by 5,475 auto installment-sale contracts (EGP 1,629,428,569 outstanding receivable balance as of the pool cut-off date) initially co-originated by Contact Auto Credit (CAC) (41% of the principal outstanding balance), Star Auto Credit (25%), Bavarian – Contact Car Trading (BCCT) (17%), Contact Egyptian International Motor Credit (CEIM) (14%), Ezz El Arab-Contact Financial (ECF) (2%) and Modern Finance (Modern) (1%). The contracts have been written over the period between 29/9/2015 and 29/08/2017, in addition to a single contract originated on 31/12/2012.

SSC's previous transactions auto-receivable securitizations are summarized in the following table:

Issue No.	Bond Tenor	Issue Size* (EGP Million)	# Contracts*	Bond Principal Outstanding (EGP)**
1	2005-2010	140	1,549	Called in 2008
2	2006-2011	159	1,895	Fully redeemed in 2011
3	2007-2012	275	3,070	Fully redeemed in 2012
4	2008-2013	392	4,913	Fully redeemed in 2013
5	2009-2014	495	5,719	Fully redeemed in 2014
6	2010-2015	470	5,554	Fully redeemed in 2015
7	2010-2015	420	4,796	Fully redeemed in 2015
8	2011-2016	350	3,763	Fully redeemed in 2014, balances refinanced through SCC 12th Issue
9	2012-2017	814	9,859	
10	2013-2018	629	6,259	18,938,763
12	2014-2019	899	12,298	61,112,363
13	2014-2019	603	4,860	102,460,375
15	2015-2020	621	4,891	162,846,274
16	2015-2020	733	5,403	279,543,281
20	2016-2022	586	4,102	310,436,762

**At Initial Rating*
***As of 31 October 2017*

Up to date, all of the above transactions are performing well, with regular payments of interest and principal.

Strengths of the Transaction

- This is a repeat transaction by the same Issuer. Backing the issue is a static pool of receivables, initially co-originated by six companies, CAC, Star, BCCT, CEIM, ECF and Modern under the same underwriting and servicing standards and procedures. The existing issues are performing well with reported cumulative credit default rates well below 1% and not less than 99% cumulative recovery rates as of the time of writing this report.
- The rating is based on the credit quality of the underlying auto receivables, which reflects the originators' strict underwriting, collection and monitoring policies and procedures.
- The credit enhancement available to the notes comes in the form of (i) over-collateralization in the amount of 2.6% net of expenses; (ii) subordinated administration fees in the amount of 3.6% p.a. of the previous month's beginning principal portfolio balance available on a monthly basis; and (iii) structural subordination of tranches B and C to the more senior tranches.
- The transaction benefits from liquidity support in the form of a cash reserve account in the size of 3.5% of the outstanding aggregate bond balance and it is to be funded from the first month of collections and adjusted on a monthly basis thereafter in accordance with the notes' amortization.
- The transaction also benefits from a default reserve account to be funded from the overcollateral by setting aside 0.6% p.a. (0.05% monthly) from the previous month's beginning principal portfolio balance on a monthly basis.
- The bond is backed by a static amortizing pool of auto receivables with no balloon payments. The receivables are related to the sale of brand new passenger vehicles, except for 22.6% (in terms of principal outstanding) related to the sale of used cars. The pool is granular (concentrations per client less than 0.11% of the total outstanding principal pool value) and well diversified in terms of car make and geographic distribution.
- The pool has a relatively low weighted average loan-to-value ratio at origination (66.3%) and reasonable seasoning (8 months), which accelerates the build-up of owner's equity into the assets and hence increases the recovery potential in case of default.
- The Servicer, Contact Auto Credit (CAC), has built up a significant experience over the past 10 years. Its efficiency of operations is supported by an automated file management system. **MERIS** has conducted an operational review of the Servicer and believes that management, procedures and systems in place permit CAC to adequately perform its duties as a Servicer.
- Contractual appointment of CIB (the Custodian) as a back-up servicer to the transaction. As a Custodian, CIB has access to the Servicer's systems and database, and follows up daily on the performance of the pool. **MERIS** believes that the daily involvement of CIB in the performance of the pool will ensure a smooth and speedy transfer of the Servicer's role to CIB in the unlikely event of Servicer's bankruptcy. CIB's ability to serve as a back-up servicer of the transaction is also supported by its solid experience in servicing a large number of corporate and retail clients in Egypt.

Weaknesses of the Transaction

- In general, **MERIS** perceives greater uncertainty associated with unrated Originators, and the use of securitization proceeds to fund the Originator's growing phase. However, this is mitigated by the Originator's experienced management team and strict adherence to its underwriting policies and procedures, which assure a high quality receivables pool.

- Class A notes will follow a predetermined amortization schedule. Although, the predetermined repayment schedule provides greater visibility of expected cash flows to investors, it presents extra challenges to the transaction in terms of liquidity management and prepayment risk. The liquidity risk is partially mitigated by maintaining sufficient cash reserves to ensure a minimum of three months senior fees and coupon payments. Further liquidity support to class A notes is available through the subordination of the administration fees, which will be available on a monthly basis to cover any shortfall in liquidity. Class A notes are also completely insulated from prepayment risk, as the scheduled principal amortization includes no prepayment expectation, with 100% of actual prepayments being passed through to Class B note holders as principal amortization.
- No independent calculation agent for the subordinated administration fees. Partially mitigated by the performance reports to be issued by the Custodian and verified by the Auditors within a month after the actual cash disbursement date.
- The administration fee subordination is not expected to provide liquidly or credit support during the life of class B and C notes, except some limited backing upon maturity of the notes. This feature is most useful during the life of class A notes due to the predetermined amortization schedule of the notes and due to the more sizeable amount of the administration fees in the first year of the notes.
- 22.6% of the securitized receivables are related to the sale of used cars. In general, used cars are associated with a greater probability of default due to the perceived higher credit risk of the buyers. Nevertheless, the majority of the used cars included in the securitization portfolio are premium brands, which indicate high creditworthiness of the buyers.
- Although this is the 22nd securitization transaction by the same issuer, legal uncertainties still exist, given that the transaction relies on key legal concepts that remain largely untested in judicial proceedings or in practice in Egypt. **MERIS** took comfort from the legal opinions provided by the transaction's legal advisor on issues such as true sale, separateness of accounts, and concluded that the legal risks were consistent with the assigned ratings.

STRUCTURE SUMMARY (see page 5-6 for more details)

Amount Rated:	EGP 1,147,000,000
Issuer:	Sarwa Securitization Company S.A.E.
Seller (s) /Originator (s):	Contact Auto Credit (CAC), Bavarian–Contact Car Trading (BCCT), Star Auto Credit (SAC), Contact Egyptian International Motor Credit (CEIM), Ezz El Arab-Contact Financial (ECF), and Modern Finance (Modern).
Servicer:	Contact Auto Credit (CAC)
Back-up Servicer:	Commercial International Bank (CIB) (LT Deposit Rating "B3" by Moody's Investor Service)
Custodian:	CIB
Lead Arrangers, Bookrunners and Underwriters:	Banque Misr and Commercial International Bank
Lead Manager and Financial Advisor:	Sarwa for Promoting and Underwriting
Structure type:	Senior Subordinated Structure, Class A – Predetermined Amortization, Class B & C - Pass-Through Amortization
Credit Support:	• 2.6% over collateralization (net of expenses) ; • Subordinated administration fees in the amount of 3.6% p.a. of the previous month's beginning principal portfolio balance available on a monthly basis; and • Structural subordination of class B and C to the more senior tranches;

COLLATERAL SUMMARY (see page 8 for more details)

Receivables:	Car installment-sale contracts.
Initial Pool Balance (NPV):	EGP 1,276,453,111
Number of Contracts:	5,475fully amortizing contracts
Type of Vehicles:	77% new vehicles, 23% used vehicles
Make of Vehicles*:	Mercedes: 25.1%, BMW: 16.6%, Hyundai: 7.7%, Kia 7.5%, Renault: 6.3%, Jeep: 6.1%, Nissan: 5.1%, Opel 4.1%, Chevrolet: 2.8%, Toyota 2.5%, Other non-luxury: 11.6%, Other luxury: 4.7%
Geographic Diversity*:	Greater Cairo: 69.1%, Alexandria: 12.6%, Other: 18.3%
WA Seasoning:	8 months
WA Remaining Maturity:	39 months
WA LTV (at origination):	66.3%

** Percentage calculated is based on the outstanding principal balance.*

CREDIT SUPPORT

Class	Subordination	Over collateralization	Other Credit Enhancement
A	70.10%	2.6%	Subordinated Administration Fee: 3.6% p.a. of the previous month's beginning principal portfolio balance available on a monthly basis
B	17.35%		
C	None		

TRANSACTION SUMMARY

This is the 22nd repeat transaction of auto receivables securitization by the same issuer, Sarwa Securitization Company. Like all previous issues, the securitized assets represent a static pool of fixed-rate auto receivables stemming from the sale of brand new passenger vehicles (77% of the pool) and used cars (23%) to customers domiciled in Egypt. The installment-sale contracts have been initially co-originated by CAC, BCCT, Star Auto Credit, CEIM, ECF and Modern. It is worth noting, that all six originators are managed by CAC and apply exactly the same underwriting policies and criteria. The auto receivables are secured by the cars, which are fully insured and subject to a resale restriction by the Traffic Directorate.

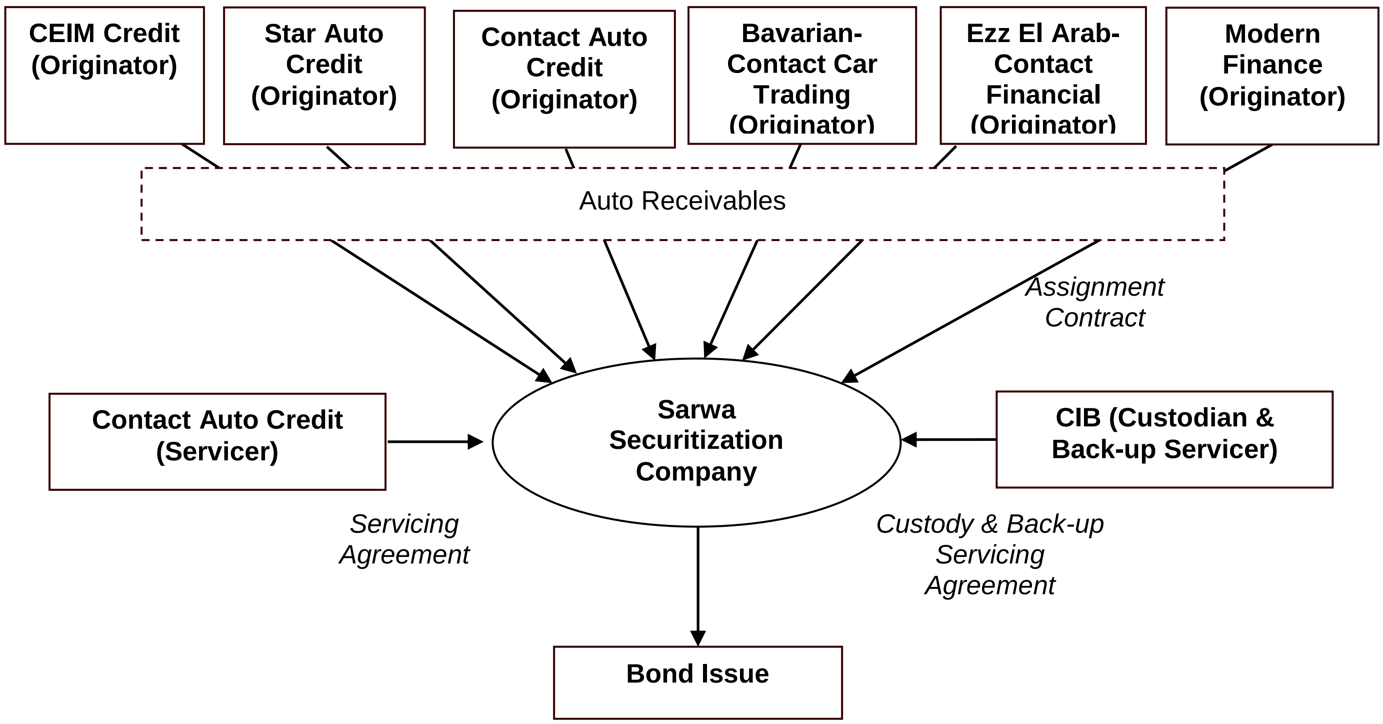
At closing of this transaction, the Originators will transfer to the Issuer the securitized assets. In order to finance the purchase of the securitized assets, the Issuer, Sarwa Securitization Company (SSC), will issue three classes of notes with different maturities suited to the needs of various investors. The notes' aggregate amount equals the net present value of the portfolio (the NPV of the portfolio is calculated by using the notes' weighted average coupon rate as the discount rate, leaving the transaction with zero excess spread) less net present value of the senior fees and expenses. The notes will be paying a monthly fixed coupon of 14.86%, 15.66% and 16.16% p.a. in order of seniority. They will be callable starting from the 13th coupon payment, following the repayment of Tranche A. Similar to the last eight issues, the current notes will follow a pass-through amortization structure, except for class A notes, the money market tranche, which will have a pre-determined amortization schedule. **MERIS** notes that while having a predetermined repayment schedule provides investors with greater visibility of cash flows, it presents additional challenges to the transaction in terms of liquidity management and prepayment risk. The liquidity risk will be partially mitigated by maintaining at all times a cash reserve account that is sufficient to cover a minimum of three months of senior fees and coupon payments. Further liquidity support to class A notes is available through the subordination of the administration fees, which will be available on a monthly basis to cover any shortfall in liquidity. The installment-sale contracts include certain features such as prepayment penalty or various prepayment restrictions that in effect try to limit the impact of prepayments on the transaction cash flows. It is worth noting that class A notes are completely insulated from prepayment risk, as the principal amortization schedule assumes no prepayments, with 100% of actual prepayments being passed through to the Class B note holders as principal payments. The notes benefit from an internal credit enhancement in the form of (i) over-collateralization of 2.6% net of expenses, (ii) additional credit support coming from the subordination of the administration fee, or 3.6%p.a. of the previous month's beginning principal value of the portfolio, which will be available on a monthly basis to cover any shortfall in senior fees and expenses, coupon and/or principal redemption of the notes, and (iii) structural subordination in the size of 70.10% for class A notes, and 17.35% for class B notes.

On the closing date, CAC will entrust a pool of auto receivables to the Custodian. The pool is non-revolving (static) and amortizing. It is entirely composed of new (77%) and used (23%) passenger vehicles installment-sale contracts generated since 2015. It is worth noting that for the most part collections on the pool will by-pass the Servicer (CAC) and be credited directly to the accounts of Issuer (SSC), thus effectively mitigating the risk of commingling the transaction's funds with the Servicer's own funds. With regards to occasional cash collections, the Servicer will undertake a commitment to deposit them within three working days to the accounts of the Issuer. Direct debit payments account for approximately 77% of the pool, whereas the rest of the monthly payments represent cheques.

STRUCTURAL AND LEGAL ASPECTS

Auto receivables securitization is structured to isolate the auto receivables from the insolvency risks of the originator(s)/seller(s). This is done by the originator(s)/seller(s) transferring the auto installment-sale contracts by means of true sale to a bankruptcy-remote special purpose entity, who will ultimately issue the bond to the investors. Under the structure – please refer to the following diagram – all six originators of the receivables, sell and assign all their rights and benefits in the receivables to SSC, a special purpose bankruptcy remote shareholding company, the Issuer. **MERIS** has received a legal opinion stating that the sale of the receivables from the originators to the Issuer (based on an Assignment Contract dated 15/11/2017) constitutes a true sale. The pool of receivables is secured by the cars, which are fully insured and subject to a resale restriction by the Traffic Directorate.

Chart 1:
Structure Diagram



** A true sale according to the Capital Market Law 95/92 and its directives.*

Collections, Commingling Risk and Separateness of Accounts

According to the Servicing Agreement (between SSC and CAC, signed on 15/11/2017) and the Custody Agreement (between SSC and CIB, signed on 15/11/2017), the collections of the monthly installments related to each of the 5,475 individual auto installment-sale contracts in the pool will bypass for the most part the accounts of the Servicer and will be credited directly to the accounts of the Issuer (SSC). The funds will then be transferred to the Issuer's account with the Custodian for the benefit of the bondholders. The majority of the installments (77%) are collected through direct debit of the borrowers' bank accounts across Egypt through the Automated Clearing House system, which facilitates the collection process. The remaining balance is paid by post-dated cheques (22.7%) or deducted directly from credit cards (0.3%). Any occasional cash collections by the Servicer will have to be deposited within three business days in the accounts of the Issuer. **MERIS** believes that the by-pass collection mechanism, whereby direct debit and cheque collections are credited directly to the accounts of the Issuer, along with the 3-day sweep mechanism for any cash collections by the Servicer itself, mitigate the risk of commingling the funds collected by the Servicer on behalf of the SPV with its own funds. In addition, the opinion furnished by the legal advisor regarding commingling risk states that funds collected by the Servicer on the securitized assets are the property of the bondholders and cannot be subject to claims by the Servicer's creditors if trapped in the Servicer's bankruptcy estate.

In accordance with the Capital Market Law requirements, the Custodian will maintain six separate accounts: (1) an account for bond amortization; (2) an account for coupon payments; (3) an account for reinvesting any surplus cash; (4) an account for collections; (5) a default reserve account; and (6) a liquidity reserve account. Transactions on these six accounts have to take place based on written instructions from the Issuer. Once a month, the Custodian will pay the senior servicing fees and the coupons related to the three classes of notes, and the remaining cash will be applied towards replenishing the reserve accounts and principal amortization of the notes in accordance with the specified cash waterfall.

The legal advisor of the transaction provided a legal opinion regarding the clarification of the clauses in the Capital Market Law 95/1992 regarding the need of the Issuer, Servicer, and Custodian to maintain separate accounts for different securitization transactions. The CMA law 95/1992 explicitly addresses the issue of separateness and non-consolidation of different securitization transactions by the same Issuer. The opinion provided is consistent with the rating assigned to the notes, notwithstanding the fact that similar structures have not been tested in Egyptian courts yet.

The Issuer: Sarwa Securitization Company (SSC)
SSC, previously known as Contact Securitization Co., was established as a shareholding company on 8/11/2005 according to CMA Law 95/1992 (Commercial register No. 17199 Giza). The company's shareholding structure is as follows:

Shareholders	# of Shares	EGP	% Ownership
Egyptian International Co. for Trade & Investments L.L.C	40,500	4,050,000	81%
Contact Auto Credit S.A.E	9,000	900,000	18%
Bavarian Contact Car Trading S.A.E	500	50,000	1%
Total	**50,000**	**5,000,000**	**100%**

It is worth noting that Sarwa Capital acquired CAC's stake in the Egyptian International Company for Trade and Investment and currently holds 99.9% of the company. Thus, the originator's direct and indirect stake has been reduced from 97% to only 18% direct stake, which is currently in compliance with EFSA's requirements.

Credit Enhancements:

1. **Over-collateralization:** The assets backing the securities amount to EGP 1,276,453,111, representing the net present value of the total outstanding principal and interest receivables stemming from the securitized auto installment-sale contracts discounted at the bond weighted average coupon rate. The assets will be purchased at a discount of 10.1% by the Issuer, creating an over collateralization of EGP 129 million at the beginning of the transaction. However, it is worth noting that the majority of this over-collateral will be used to cover the transaction expenses, such as servicing fees and insurance premiums, as well as other fees and expenses, with an estimated NPV of EGP 102 million (expenses are modeled at 0% default and 0% prepayment). Thus, the transaction is left with only 2.6% of over collateralization net of expenses that could be used to provide pure credit support. It is worth mentioning that the above estimate does not take into account any reinvestment income.

2. **Administration Fee Subordination:** The administration fees in the size of 3.6% p.a. of the previous month's beginning principal portfolio balance, will be available on a monthly basis to cover any shortfall in the transaction's waterfall. The unused portion of the administration fees will be paid to the Issuer on a monthly basis, after settlement of all senior fees and expenses, coupon and principal payments due, as well as the cash reserve accounts according to the cash waterfall below. It is worth mentioning that once used by the transaction, the subordinated administration fee for the respective month cannot be recovered by the Issuer in any subsequent month. **MERIS** notes that the administration fee subordination is most useful during the life of class A notes due to the predetermined amortization schedule of the notes and due to the more sizeable amount of the administration fees. During the life of class B and C notes, because of the pass through structure of the notes as well as the significantly smaller size of the administration fees, the latter are not expected to be provide much liquidly or credit support, except some limited backing upon maturity of the notes.

3. **Structural Subordination:** Given the sequential senior subordinated structure of the transaction, the senior tranches benefit from the subordination of the more junior tranches, as follows: Class A is supported by a total of 70.10% of subordinated notes, whereas class B benefits from 17.35% in terms of subordination, provided by the most junior tranche.

Other support features:

- **Liquidity Support:** The transaction benefits from a liquidity reserve account in the size of 3.5% of the outstanding aggregate bond balance that is to be funded up front from the first month of collections after the transaction close. The cash reserve will be adjusted on a monthly basis and maintained at all times at 3.5% of the outstanding notes' balance. The cash reserve is sized to provide liquidity support to the transaction roughly covering three months of senior fees and coupon payments at any given month. It is worth mentioning that the liquidity support can be used to cover any shortfall in senior fees and expenses, as well as coupon and principal payments under the notes, but can under no circumstances be used to cover the subordinated administration fees.

- **Default Reserve Account:** The overcollateralization will be used to fund a default reserve account by setting aside 0.6% p.a. (0.05% monthly) from the previous month's beginning principal portfolio balance on a monthly basis. The default reserve account can be used throughout the life of Class A, and upon maturity of Class B notes, or Class C notes to cover any shortfall in coupon or principal payment under the bonds.

Priority of Payments

Priority of Payments

Allocation of the collections from the securitized contracts will be applied in the following order of priority:

1. Liquidity Reserve Account: The reserve will be funded upfront form the first month of collections to equal 3.5% of the aggregate notes balance. The balance of this account is to be adjusted thereafter on a monthly basis to equal 3.5% of the outstanding aggregate notes balance.

2. Default Reserve Account representing 0.05% of the previous month's beginning principal portfolio balance on a cumulative basis.

3. Senior transaction fees and expenses, such as servicing, custody, listing, rating, insurance, advertising fees, etc. (excluding administration fees).

4. Coupon of class A notes;

5. Coupon of class B notes;

6. Coupon of class C notes;

7. Principal amortization of the most senior outstanding tranche, whereby Class A will follow a predetermined amortization schedule, and Class B & C - a pass through amortization schedule, in which the amount of principal amortization in any given month will equal the current month cash inflows less the amounts under (1), (2), (3), (4), (5), and (6).

8. Any prepayments during the lifetime of Class A will be passed at 100% on to class B notes as principal amortization.

9. The residual cash balance will be used to pay the subordinated administration fee (3.6%p.a. of the previous month's beginning principal portfolio balance, payable monthly after the closing date).

Given the sequential senior subordinated structure of the transaction, Class B note holders will only start receiving principal repayments after the full amortization of Class A notes (no later than 13 months after the transaction close), except for any prepayments received during the lifetime of Class A notes. Similarly, Class C note holders, being subordinated to Class B notes, will only start receiving principal repayments after the full redemption of Class B notes, which is to be no later than 37 months after the transaction closing date. Class C note holders are to be fully repaid within 57 months from the notes' issuance date.

COLLATERAL (See Appendix I for more details)

The portfolio consists of auto receivables in an amount equal to EGP 1,629,428,569 arising under car installment-sale contracts initially co-originated by Contact Auto Credit (CAC) (41% of the principal outstanding balance), Star Auto Credit (25%), Bavarian – Contact Car Trading (BCCT) (17%), Contact Egyptian International Motor Credit (CEIM) (14%), Ezz El Arab-Contact Financial (ECF) (2%) and Modern Finance (Modern) (1%). The contracts have been written over the period between 29/09/2015 and 29/08/2017, in addition to a single contract originated on 31/12/2012. The contracts are concluded with retail clients domiciled in Egypt to finance the purchase of brand new (77%) and used (23%) passenger vehicles.

Similar to the previous seven issues, the current securitization pool includes a portion of used cars sales installment contracts, under the Originator's recently launched used car program. The minimum down payment is 20% or 30% depending on the car make. The used cars eligible for refinancing also have to meet certain criteria in terms of mileage (max. 65,000-85,000km) and maximum age at the date of application (3-5 years) and by the end of the contract date (7-9 years). The maximum available tenor is still 60 months, provided that the car does not exceed the maximum age by the end of the contract date. The current portfolio also includes a small part (1% of total principal outstanding) of staff car finance contracts, both used and new, which allow for only 15% minimum down payment for regular employees and 0% down payment for managers.

The maximum original maturity of all contracts in the securitization pool is 60 months and the weighted average original maturity is 47 months. The weighted average remaining term to maturity is 39 months. It is worth noting that with an average seasoning of 8 months, this portfolio is reasonably seasoned. Approximately half of the portfolio has been originated over the last 6 months, whereas around 30% of the portfolio is more than 1 year old.

The number of contracts included in the portfolio is 5,475. The largest obligor in the pool accounts for only 0.11% of the total portfolio amount, given the company's single obligor limit of maximum 3 contracts and EGP 1,250,000 of principal outstanding for Mercedes or BMW, and EGP 750,000 for any other car make. The single obligor exposure is calculated on a consolidated basis across Contact Auto Credit and all of its subsidiaries.

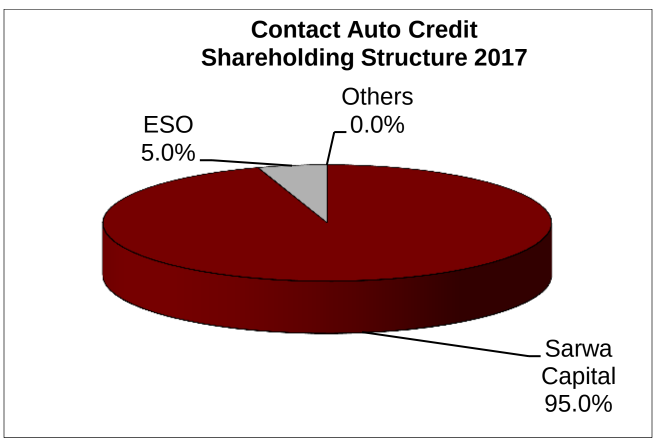
The portfolio is well diversified in terms of car make including a total of 46 different brands. The top 5 brands account for 63.2% of the total principal outstanding of the pool, the top 10 – for a total of 83.7%, whereas the remaining 16.3% consist of less popular brands with concentrations below 2.5%. As different car brands exhibit different rates of depreciations, a diversified pool is more likely to experience stable depreciation rate and successful recoveries on defaulted contracts, if any. It is also worth noting that luxury brands (for the purposes of this report **MERIS** has used EGP 500,000 as the cut-off point between luxury and non-luxury cars) account for approximately 52% of the total outstanding principal amount of the portfolio, which is an indication of the relatively high credit quality of the obligors.

The securitized receivables bear a fixed interest rate, and the weighted average yield is 24.4% p.a. The obligors are geographically spread across Egypt; however, significant concentrations exist around the Greater Cairo area (approx. 69% of the total principal outstanding), followed by Alexandria (12.6%).

1. Contact Auto Credit (CAC)

Incorporated in 2001, CAC, initially under the name of Contact Car Trading, is a private joint stock company. CAC has built itself into a leading auto financing company in Egypt. The company offers auto finance products to private customers, and currently accounts for 5.8% of the total passenger car market in Egypt. In addition to car financing, the company provides car insurance services, which are considered complementary to its core business activities.

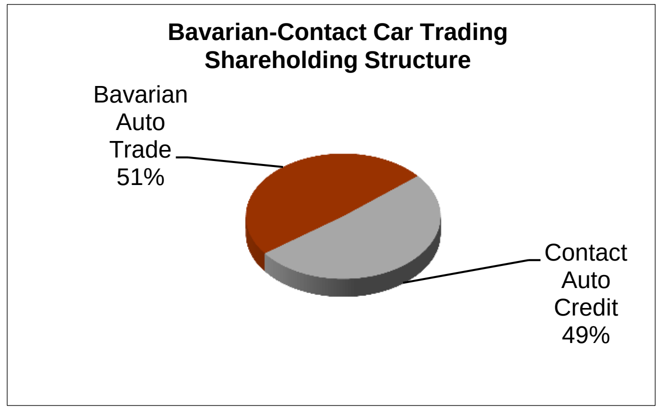
In January 2008, Contact Auto Credit underwent a major change in ownership. In order to avoid conflict of interest with its biggest shareholder, Commercial International Bank, the founding management team of the company acting in a consortium with Amwal Khaleej under the name of Sarwa Investments, arranged for a management buy-out of the company, whereas they acquired 56.7% equity stake in the company, previously owned by CIB (38.4%) and Egyptian Investment Direct Fund (18.3%). In 2013, Sarwa Capital further consolidated its ownership by acquiring the remaining 12.6% stake of Banque Misr. In February 2016, the stake of Amwal Khaleej in Sarwa Capital was acquired by the Egyptian American Enterprise Fund. The shareholders are working closely with the management to diversify and expand the company's activities into other complementary retail financial services - consumer finance, small and medium sized leasing, as well as mortgages - and position the company as a fully-fledged retail finance provider as opposed to a specialized auto finance company.



*Sarwa Capital is 99% owned by Consolidated Financial, which is fully owned by Tamweel Holding. Tamweel Holding in turn is majority owned by the Egyptian American Enterprise Fund (72.29%); Milton Financial owns 13.91% and the remaining shares belong to the original private investors who established Contact Auto Credit in 2001.

2. Bavarian-Contact Car Trading (BCCT)

Bavarian-Contact Car Trading was established in 2004 for the purpose of providing financial services to the BMW and MINI brands. The company has the shareholding structure presented in the figure below. Since 2003, the Bavarian Auto Group (a consortium of Egyptian, Gulf and German investors) has had exclusive rights for assembly, importation, distribution and after-sales support for BMW Group products in Egypt.



3. Star Auto Credit (SAC)

SAC was incorporated in February 2009 to exclusively provide financial services for clients of Mercedes-Benz passenger vehicles in Egypt, purchasing vehicles from showrooms owned directly and indirectly by the National Company for Cars (NATCO), being the majority shareholder of Star Auto Credit (66.6%). The remaining 33.4% of the company is owned by Contact Auto Credit.

4. Contact Egyptian International Motor Credit LLC (CEIM)

CEIM was established in April 2009, as a 50/50 joint venture company between Contact Auto Credit and Egyptian International Motors (EIM), the exclusive distributor for Kia and Renault passenger vehicles in Egypt. The purpose of the company is to exclusively provide financial services for clients of Kia and Renault passenger vehicles in Egypt, purchasing vehicles from showrooms owned directly or indirectly by EIM.

5. Ezz El Arab-Contact Financial (ECF)

ECF was established in December 2013, as a 51/49 joint venture company between Contact Auto Credit and Ezz El Arab, the exclusive distributor for Volvo, Citroen, and Proton passenger vehicles in Egypt. The purpose of the company is to exclusively provide financial services for clients of Volvo, Citroen, Jeep and Proton passenger vehicles in Egypt, purchasing vehicles from showrooms owned directly or indirectly by Ezz Elarab Automotive group.

6. Modern Finance (Modern)

Modern was established in May 2014, as a 50/50 joint venture company between Contact Auto Credit and Modern Motors, the exclusive distributor for Suzuki, Nissan and Changan passenger vehicles in Egypt. The purpose of the company is to exclusively provide financial services for clients purchasing Suzuki, Nissan and Changan passenger vehicles in Egypt.

Upon their incorporation, all CAC subsidiaries, namely BCCT, SAC, CEIM, ECF and Modern, have entered into operating agreements with Contact Auto Credit, to fully manage the operations of those auto finance companies, capitalizing on its experience as the leading company in providing car finance in Egypt. Hence, all of the subsidiaries offer car financing and insurance programs for their respective brands with exactly the same terms and conditions offered by CAC as described below.

Origination and Underwriting Process

Currently the company activities are centralized in the head office in Cairo, complemented be other branches inside Cairo (Zamalek, New Cairo, Downtown, Nasr City), as well as other remote branches located in Alexandria, Mansoura, Tanta, Ismalia, Hurghada and Sharm El Sheikh. Other areas outside of Cairo are covered through floating sales teams visiting the major auto dealerships. The sales team includes 96 sales people, covering the aforementioned different geographic areas and the call center. Approximately 70-75% of the business origination comes through the auto dealerships. CAC is expanding its network by building strong alliances with well-established auto dealerships and having a dedicated sales representative in the dealer's premises.

Underwriting decisions are centralized and are based both on quantitative and qualitative analysis of the applicant's credit history. CAC has an internally developed score card in place that is automatically generated by the system based on the information filled in the borrower's initial application. It takes into account factors such as stability in employment, education, sector of activity, previous credit history, real estate ownership, debt to income ratio, etc. The information is subject to verification by the company's credit officers through a field investigation, including a personal meeting with the prospect client, as well as third party cross-checks. The credit officers issue a recommendation based on their assessment of the applicant's ability and willingness to honor its financial obligations under the contract. Credit approvals are granted following independent voting on each application by the credit committee, which consists of the Credit Risk Head and the Head of the Investigation Department. In case of a disagreement between the two, the final credit decision goes to the Managing Director. Approximately 15% of prospect clients get rejected at the initial screening by the sales people, before the application enters the credit cycle. Another 20% of all initially filtered applications are further rejected during the credit process, indicating the company's tight scrutiny and strict approval procedures. The standard approval process takes between 3 and 5 working days depending on the responsiveness of the applicant with regard to any additional information requirements.

Contact's main underwriting criteria include the following:

- The obligor's age ranges from 21 to 65;
- Any car makes are eligible for refinance except Chinese made cars (with the exception of Great Wall, Brilliance and Speranza, but the minimum down payment required is at least 30% instead of 25%);
- The minimum down payment is 20% for both new and used cars. A recently introduced staff scheme allows for only 15% down payment and 0% for managers.

The company has a number of credit-related directives stipulating various credit limits to avoid any significant concentrations within the portfolio in terms of assets (car make), borrower employment type, industry classification, etc. There is a single obligor limit of EGP 1,250,000 for Mercedes and BMW and EGP 750,000 for all other car makes of outstanding principal. In addition, a single obligor is allowed a maximum of three outstanding contracts at any point of time, provided that the first contract has been performing for at least 2 years. The buyers's income has to cover the monthly installment 3 to 5 times depending on his type and sector of employment and takes into account the buyer's other obligations.

Collection and Recovery Process

Installments are due on two collection dates – the 15th and the 30th day of the month. The majority of the customers pay by direct debit order (currently 77%), and the remaining pay by checks (22.7%) or credit cards (0.3%). According to a recently signed arrangement, monthly collections are credited directly to the accounts of the Issuer (SSC), circumventing the accounts of the Servicer. Any occasional cash payments made by the clients at the premises of the Servicer will be deposited immediately (maximum next day) with the accounts of the Issuer. Approximately 90% of the receivables are collected within 60 days from the due date. Delays up to 60 days from the due date are handled by the company's credit officers. Upon failure of the customer to pay two installments in a row, the company has the right to repossess the car, and in case of no settlement to sell it. Repossessed cars are sold directly, relying on CAC's well-established relationships with the auto dealers. In case the customer is not satisfied with the offer price, he has the right to find another buyer. Since the beginning of its operations, the company's default rate has been negligible. Reportedly, out of the 78,510 contracts generated and securitized by the company up to date, there have been a total of 682 cases of repossession (credit default), in addition to 1,005 total loss cases (insurance coverage) and 335 cases of obligor's death (life insurance coverage). Recoveries in case of credit default have been sufficient to cover at least 99% of the loan outstanding value, and the time frame for repossessing and selling the cars in the secondary market has been within the range of two to eight weeks.

The servicing agreement signed between SSC and CAC details the responsibility of the Servicer including, among others, the following:

- Sending notification letters to borrowers;
- Issuing monthly reports on collections, delays, and defaults to the Custodian;
- Renewing the insurance policies of the cars in the securitized pool on an annual basis;
- Original contract documents are kept with the Custodian and are made available to the Servicer to take necessary action when needed.

Given the experience of CAC as a Servicer, its strict follow-up and monitoring guidelines, as well as the IT & management information systems currently in place, **MERIS** believes that CAC is capable of adequately servicing the receivables in this pool. The collection activities for all six originators are performed by CAC.

CUSTODIAN AND BACK-UP SERVICER

CIB (rated by Moody's at B3 local currency deposit rating)

CIB was founded in 1975 as a joint venture bank by the state-controlled National Bank of Egypt (NBE) and the Chase Manhattan Bank. Since its inception, CIB has been run independently from NBE, while its impressive performance and management strength is in part a legacy of its former association with Chase. The bank is Egypt's leading private sector company with 194 branches and over 800 ATMs. It serves 700 corporate and 400 small and medium sized enterprises, as well as 500,000 retail clients.

In May 2014, CIB's largest shareholder since 2009 - Actis, a private equity firm with over 60 years of investment experience in emerging markets and a vast knowledge of consumer banking (Strategic Investor), sold its remaining stake of 6.5% to Fairfax Financial Holdings. Approximately 90% of the shares are free float, and the balance is held by local institutional investors.

CIB is one of the leading financial services conglomerate in Egypt. The Bank is a medium-sized player with an approximate 7% market share in terms of assets. Among its key strengths are its strong corporate banking franchise, sound management, strong credit culture and well-trained workforce. The bank's strong position in Egypt is currently tested by the challenging domestic operating environment, which is putting pressure on asset quality and profitability.

The bank's reputation as being one of the largest private sector banks in Egypt and its track record are considered positive factors to act as a Custodian to the proposed transactions. CIB is also formally appointed as a back-up Servicer to the transaction. As a custodian, CIB already has daily access to Contact's collection system and databases. In addition, the fact that the majority of the obligors have their accounts with CIB is likely to facilitate the collection procedures, in case CIB needs to assume the role of a Servicer. CIB is rated by Moody's and has a local currency deposit rating of B3.

MERIS ANALYSIS

Historical Data and Modeling

Based on the historic default data, the default distribution of granular portfolios is expected to follow closely the log-normal distribution. Therefore, the probabilities for default scenarios for entirely granular pools are derived from the log-normal default distribution. The exact shape of this distribution is determined by the cumulative mean default rate and its standard deviation.

Given the homogeneous (completely granular) nature of the pool, **MERIS** used the log normal method to model the cash flows of the transaction. The model is based on the expected loss methodology that reflects the notes expected cumulative loss and average life over various default rate scenarios. The final output is derived as the sum product of the various default rate scenario losses and lives of the notes weighted by the probability of default of each respective default rate scenario.

As per CAC's report, cumulative credit default rates up to date on the outstanding securitization transactions have been below 1%. Historic recoveries have been always sufficient to cover at least 99% of the defaulted amount (principal outstanding at default). However, given the limited track record of the originators, historical data can hardly be a reliable indicator of the pool's performance in the future. Therefore, **MERIS** used a log normal distribution to model the transaction, defined by cumulative mean default rates experienced in similar emerging markets (5.5% for new cars and 8% for used cars), coupled with a volatility (coefficient of variation = standard deviation/mean) above 50% to reflect the higher uncertainty associated with the lack of sufficient and reliable historical data.

Some of the other input parameters in the cash-flow model are summarized below:

- Amortization profile of the assets: the 0% default and 0% prepayment monthly amortization of the securitized assets according to the contractual amortization schedule;
- Timing of Default: The timing of default is used to calculate the defaulted amount per period expressed as a percentage of the cumulative defaults. **MERIS** has tested the transaction by using various default curves – front-loaded, flat, and back-loaded;
- Recovery lag: 50% after 6 months, 25% after 9 months, 25% after 12 months;
- Prepayment rate: **MERIS** has received monthly prepayment data on the previous securitizations of CAC, and has noted that historical average prepayment rates have varied between 3% and 20%. **MERIS** has tested the transaction using various prepayment rates between 0% and 20%;
- Credit Support: Over collateralization of 2.6% (net of expenses), in addition to the subordination of administration fee of 3.6% p.a. of the monthly portfolio principal outstanding balance and structural subordination of the junior tranches to the more senior ones.

MERIS performed sensitivity analysis around the main inputs listed above, to test the impact of structural and asset features on the rating of the notes. **MERIS** concluded that, in view of the conservative assumptions applied and taking into consideration the transaction's qualitative factors, the credit enhancement available to the transaction is in line with the assigned ratings.

RATING SENSITIVITIES AND MONITORING

MERIS will monitor the transaction on an ongoing basis to ensure that it continues to perform in the manner expected. The monitoring will include reviews of periodic servicing reports. Any subsequent changes in the rating will be publicly announced and disseminated through the media.

APPENDIX I: POOL DATA

Distribution by Original Term To Maturity				
Months	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
12	72,654,592	7%	276	5%
17-24	127,792,216	12%	639	12%
25-36	207,967,861	19%	976	18%
40-48	86,565,640	8%	448	8%
60	613,648,627	55%	3,136	57%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Seasoning				
Months	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
0-2	160,005,544	14%	499	9%
3-4	224,383,722	20%	728	13%
5-6	198,049,756	18%	648	12%
7-10	120,508,882	11%	501	9%
11-14	180,636,132	16%	1,231	22%
15-18	195,726,340	18%	1,586	29%
>19	29,318,560	3%	282	5%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Remaining Term To Maturity				
Months	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
1-12	101,662,998	9%	608	11%
13-24	162,865,455	15%	830	15%
25-36	179,260,386	16%	732	13%
37-48	308,104,904	28%	2,070	38%
49-60	356,735,193	32%	1,235	23%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Original Principal Balance				
EGP ('000)	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
800-1,250	169,301,423	15%	189	3%
600-799	112,217,504	10%	194	4%
400-599	202,401,244	18%	505	9%
200-399	321,968,968	29%	1,434	26%
<199	302,739,795	27%	3,153	58%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Current Outstanding Principal Balance				
EGP ('000)	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
800-1,230	131,003,439	12%	135	2%
400-799	269,956,450	24%	502	9%
200-399	318,760,578	29%	1,133	21%
100-199	259,678,212	23%	1,849	34%
<99	129,230,255	12%	1,856	34%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Original LTV				
LTV	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
<=40%	54,079,627	5%	471	9%
41%-50%	162,195,280	15%	778	14%
51%-60%	135,751,483	12%	747	14%
61%-70%	201,783,063	18%	1,027	19%
71%-75%	181,539,111	16%	922	17%
76%-85%	366,080,885	33%	1,500	27%
86%-100%	7,199,486	1%	30	1%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Original Car Value (Purchase Price)				
EGP '000	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
800-2,400	335,758,061	30%	538	10%
600-799	165,490,250	15%	503	9%
400-599	178,066,151	16%	670	12%
300-399	130,781,581	12%	734	13%
200-299	149,611,901	13%	1,175	21%
<199	148,920,992	13%	1,855	34%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Monthly Installment Amount				
EGP	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
20,000-120,000	336,775,848	30%	603	11%
10,000-14,999	303,058,230	27%	975	18%
5,000-9,999	244,747,536	22%	1,400	26%
<4,999	224,047,322	20%	2,497	46%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Product Type				
EGP	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
Economy	478,771,133	43%	2,276	42%
Used	250,636,214	23%	1,063	19%
Flexible	192,729,897	17%	1,323	24%
Standard	178,972,233	16%	734	13%
Islamic	7,519,459	1%	79	1%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Originator				
EGP	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
CAC	455,419,951	41%	2,954	54%
SAC	277,282,294	25%	663	12%
BCCT	189,304,263	17%	459	8%
CEIM	150,801,193	14%	1,137	21%
ECF	24,666,736	2%	122	2%
MF	11,154,499	1%	140	3%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Payment Method				
EGP	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
Direct Debit	853,745,351	77.0%	4,678	85%
Checks	252,017,557	22.7%	783	14%
Credit card	2,866,027	0.3%	14	0%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Governorate				
Governorate	**Principal Outstanding**	**% Total**	**# of Contracts**	**# of Contracts %**
Cairo	526,126,016	47.5%	2,249	41.1%
Giza	228,188,504	20.6%	1,179	21.5%
Alexandria	139,518,282	12.6%	816	14.9%
Gharbia	41,529,445	3.7%	221	4.0%
Dakahlia	33,929,759	3.1%	147	2.7%
Red Sea	24,214,450	2.2%	165	3.0%
Beheira	16,735,705	1.5%	110	2.0%
Ismailia	15,400,552	1.4%	112	2.0%
Qalyubia	11,485,258	1.0%	74	1.4%
Sharqia	11,438,086	1.0%	61	1.1%
Monufia	11,354,757	1.0%	73	1.3%
Port Said	9,043,662	0.8%	32	0.6%
Kafr El-Sheikh	8,881,577	0.8%	53	1.0%
Damietta	8,193,817	0.7%	54	1.0%
Suez	5,902,386	0.5%	32	0.6%
6th October	4,754,984	0.4%	15	0.3%
South Sinai	3,827,149	0.3%	31	0.6%
Faiyum	3,467,164	0.3%	25	0.5%
Beni Suef	2,192,425	0.2%	9	0.2%
Marsa Matrouh	1,333,040	0.1%	11	0.2%
Asyut	565,772	0.1%	2	0.0%
Sohag	257,625	0.0%	1	0.0%
Minya	177,066	0.0%	2	0.0%
Qena	111,453	0.0%	1	0.0%
Total	**1,108,628,936**	**100%**	**5,475**	**100%**

Distribution by Car Make

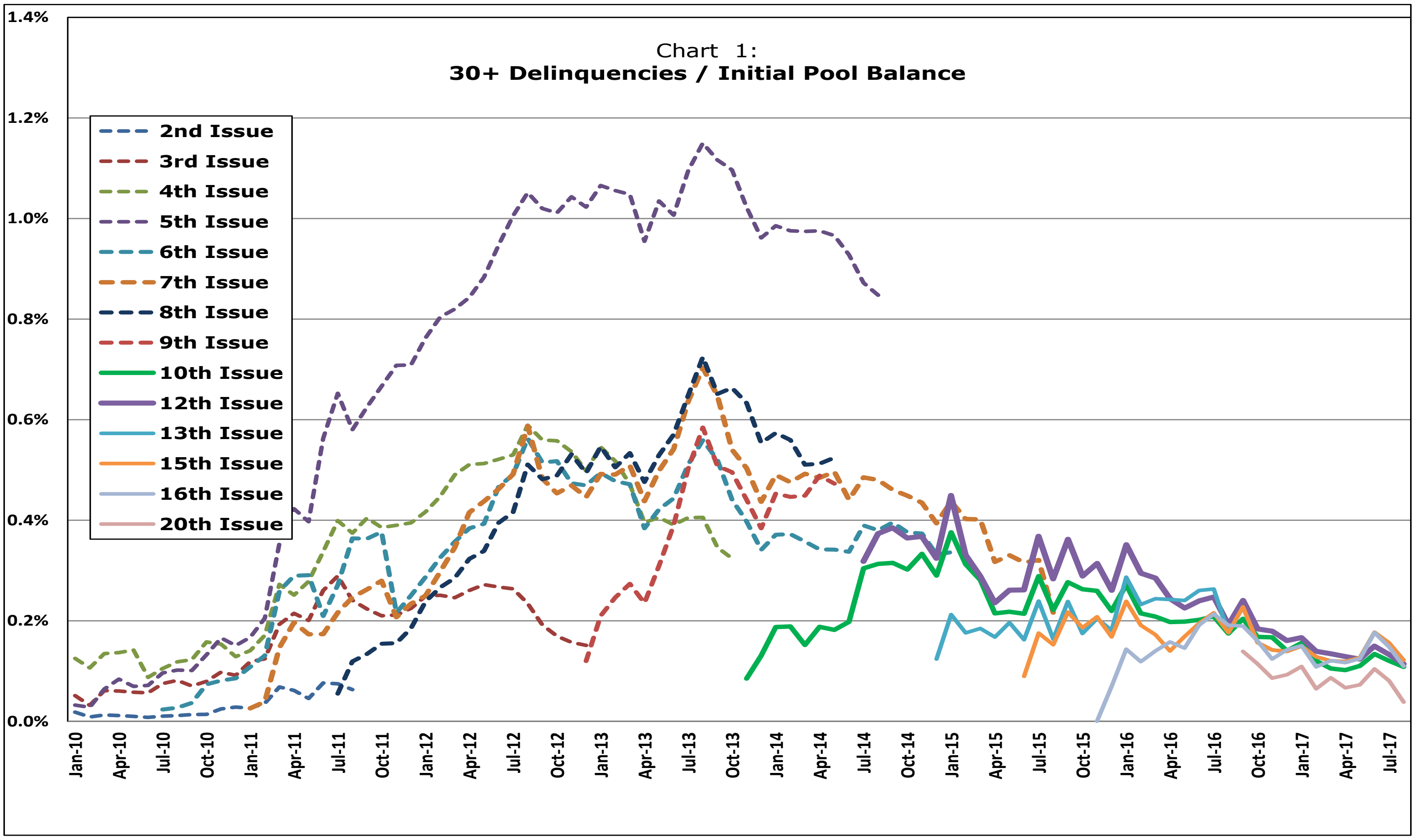
	Make	Principal Outstanding	% Total	# of Contracts	# of Contracts %
1	Mercedes	277,901,157	25.1%	665	12.1%
2	BMW	184,287,326	16.6%	432	7.9%
3	Hyundai	85,915,915	7.7%	640	11.7%
4	Kia	82,911,421	7.5%	524	9.6%
5	Renault	70,060,218	6.3%	631	11.5%
6	Jeep	67,809,035	6.1%	191	3.5%
7	Nissan	56,394,847	5.1%	452	8.3%
8	Opel	45,038,358	4.1%	252	4.6%
9	Chevrolet	30,740,226	2.8%	343	6.3%
10	Toyota	27,378,313	2.5%	122	2.2%
11	Mitsubishi	23,646,789	2.1%	222	4.1%
12	Volkswagen	18,452,720	1.7%	90	1.6%
13	Audi	14,375,414	1.3%	41	0.7%
14	Ford	13,381,980	1.2%	60	1.1%
15	Cherry	11,210,963	1.0%	138	2.5%
16	Volvo	10,116,805	0.9%	37	0.7%
17	Peugeot	9,273,296	0.8%	62	1.1%
18	Skoda	8,780,268	0.8%	63	1.2%
19	Mazda	7,869,760	0.7%	50	0.9%
20	Subaru	7,586,606	0.7%	42	0.8%
21	Mini	7,004,940	0.6%	32	0.6%
22	Fiat	6,997,654	0.6%	57	1.0%
23	Citroen	6,059,794	0.5%	54	1.0%
24	Suzuki	4,604,975	0.4%	55	1.0%
25	SsangYong	4,544,944	0.4%	35	0.6%
26	Jaguar	3,649,075	0.3%	8	0.1%
27	Seat	3,065,375	0.3%	24	0.4%
28	Geely	2,934,353	0.3%	39	0.7%
29	Changan	2,595,240	0.2%	33	0.6%
30	Maserati	2,097,814	0.2%	2	0.0%
31	Range Rover	1,968,423	0.2%	3	0.1%
32	Lada	1,916,145	0.2%	29	0.5%
33	Dodge	1,831,005	0.2%	8	0.1%
34	Porsche	1,427,252	0.1%	2	0.0%
35	Hummer	750,756	0.1%	2	0.0%
36	Alfa Romeo	729,586	0.1%	5	0.1%
37	Honda	630,671	0.1%	4	0.1%
38	Daihatsu	548,085	0.0%	5	0.1%
39	Brilliance	504,589	0.0%	6	0.1%
40	Land Rover	356,042	0.0%	1	0.0%
41	Proton	355,522	0.0%	5	0.1%
42	Chrysler	324,695	0.0%	1	0.0%
43	Senova	318,462	0.0%	4	0.1%
44	Speranza	136,828	0.0%	2	0.0%
45	JAC	73,062	0.0%	1	0.0%
46	Daewoo	72,232	0.0%	1	0.0%
	Total	**1,108,628,936**	**100%**	**5,475**	**100%**

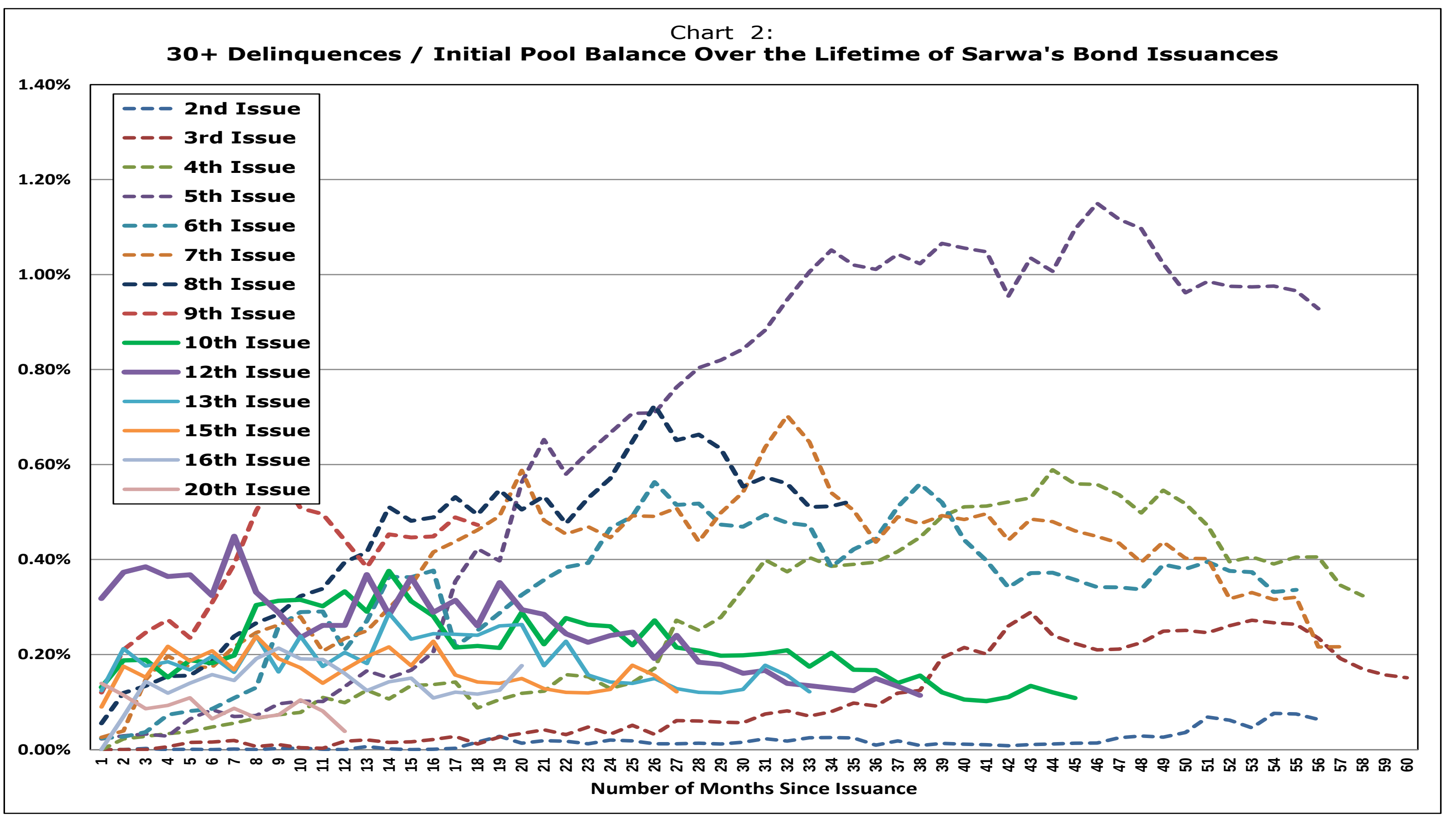
APPENDIX II: AUTO RECEIVABLES SECURITISATION DEALS COMPARISON

	22nd Issue (2017-2022)	20th Issue (2016-2021)	16th Issue (2015-2020)	15th Issue (2015-2020)	13th Issue (2014-2019)	12th Issue (2014-2019)
Bond Size (EGP mn)	1,147	586	733	621	603	899
Bond Structure	Senior Subordinated Multiple class; Class A Predetermined Amortization; Class B& C - Pass through					
Coupon						
Class A:	14.86%	13.37%	9.89%	9.97%	10.25%	9.24%
Class B:	15.66%	13.97%	10.69%	10.77%	11.05%	9.84%
Class C:	16.16%	14.67%	11.19%	11.27%	11.55%	10.54%
Maturity						
Class A:	Dec-18	Sept-17	Dec-16	Jun-16	Dec-15	Jul-15
Class B:	Dec-20	Sept-19	Dec-18	Jun-18	Dec-17	Jul-17
Class C:	Aug- 22	Jun-21	Oct-20	Apr-20	Oct-19	May-19
O/C at issuance*	**2.6% ***	**0% ***	**2.02% ***	**3.5% ***	**3.4% ***	**2.7%***
Additional Credit Support:	**Administration Fee Subordination (3.6% p.a.)**	**Default reserve in the size of 5.5% of the initial bond size**	**Servicing Fee Subordination (2.25% p.a.) Cash reserve/LG in the amount of EGP7mn**	**Servicing Fee Subordination (2.25% p.a.)**	**Servicing Fee Subordination (2.25% p.a.)**	**Servicing Fee Subordination (2.25% p.a.)**
No. of Contracts	5,475	4,102	5,403	4,891	4,860	12,298
Seasoning (months)	8	3	3	3	3	16
WA LTV (at origination):	66.3%	66.5%	66.4%	65.9%	66.5%	67.2%
Used Cars	22.6%	24.2%	18.1%	18.4%	17.2%	13.8%
Assigned Rating:						
Class A:	AA+	AA+	AA+	AA+	AA+	AA+
Class B:	AA	AA	AA	AA	AA	AA
Class C:	A	A	A	A	A	A
WA Interest Rate	24.4	19.7	19.2	19.1	19.1	18.6

*Net of expenses

APPENDIX III: PERFORMANCE OF SARWA SECURITIZATION TRANSACTIONS





APPENDIX IV: National Rating Scale

Quality of credit	Long	Short	
Highest credit	AAA	Prime 1	Investment Grade
Very high	AA+ AA AA-		
Upper-medium	A+ A A-		
Medium grade	BBB+ BBB BBB-	Prime 2 Prime 3	
Weak quality	BB+ BB BB-	Not Prime	Speculative Grade
Poor quality	B+ B B		
Very poor	CCC+ CCC CCC- CC C		