

RATING FEE STRUCTURE

(All amounts in Pakistan Rupees)

SCHEDULE OF RATING FEES¹			
		MINIMUM	MAXIMUM
A	ENTITY RATINGS		
i	Commercial Banks		
	Large Sized Banks [Total deposits \geq 5% of overall banking deposits]	900,000	1,800,000
	Medium Sized Banks [Total deposits < 5% & \geq 2% of overall banking deposits]	600,000	1,000,000
	Small Sized Banks [Total deposits < 2% of overall banking deposits]	550,000	850,000
ii	Micro Finance Banks	250,000	750,000
iii	Leasing Companies / Investment Banks/ DFIs / Housing Finance Companies	250,000	700,000
iv	Modarabas	200,000	450,000
v	Brokerage & Securities Firms	250,000	600,000
vi	Broker Management Rating	200,000	600,000
vii	Industrial Corporate		
	* Depending on the size and complexity of operations of the company	200,000	1,200,000
viii	Asset Management Companies (AMC)		
	Large AMC[AUM \geq Rs. 10.0 Bn]	300,000	750,000
	Small AMC[AUM < Rs. 10.0 Bn]	250,000	450,000
ix	Insurer Financial Strength (IFS) Ratings of Insurance Companies (ICs)		
	Large ICs [GPW \geq 1.0b]	400,000	750,000
	Small ICs [GPW < 1.0b]	250,000	450,000

x	Mutual Fund Rankings/ Fund Stability Ratings/ Capital Protection Ratings	1 basis point (bps) of the Net Assets at the end of the latest financial year, subject to a minimum of 100,000 and a maximum of 250,000 for rankings, minimum of Rs 150,000 and maximum of Rs. 400,000 for fund stability ratings and minimum of Rs 150,000 and maximum of Rs. 300,000 for capital protection ratings.																					
xi	REIT Funds	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Fund Size (Rs.)</th> <th style="text-align: center;">bps</th> <th style="text-align: right;">Rating Fee (Rs.)</th> </tr> </thead> <tbody> <tr> <td>5,000,000,000</td> <td style="text-align: center;">0.80</td> <td style="text-align: right;">400,000</td> </tr> <tr> <td>10,000,000,000</td> <td style="text-align: center;">0.65</td> <td style="text-align: right;">650,000</td> </tr> <tr> <td>15,000,000,000</td> <td style="text-align: center;">0.50</td> <td style="text-align: right;">750,000</td> </tr> <tr> <td>25,000,000,000</td> <td style="text-align: center;">0.35</td> <td style="text-align: right;">875,000</td> </tr> <tr> <td>50,000,000,000</td> <td style="text-align: center;">0.25</td> <td style="text-align: right;">1,250,000</td> </tr> <tr> <td>100,000,000,000</td> <td style="text-align: center;">0.20</td> <td style="text-align: right;">2,000,000</td> </tr> </tbody> </table> <p style="text-align: right; margin-top: 5px;"><i>Minimum Rating Fee: Rs. 375,000/-</i></p>	Fund Size (Rs.)	bps	Rating Fee (Rs.)	5,000,000,000	0.80	400,000	10,000,000,000	0.65	650,000	15,000,000,000	0.50	750,000	25,000,000,000	0.35	875,000	50,000,000,000	0.25	1,250,000	100,000,000,000	0.20	2,000,000
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B	INSTRUMENT RATING¹													
i.	Corporate Debt Instruments [Term Finance Certificates, Sukooks, Commercial Papers etc.]	<p style="text-align: center;">Same fees are charged for both the INITIAL RATING and the SURVEILLANCE Ratings</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Instrument amounts up to:</th> <th></th> </tr> </thead> <tbody> <tr> <td>1.0b</td> <td>10 bps of the issue amount, subject to a minimum of 300,000.</td> </tr> <tr> <td>Over 1.0b and up to 3.0b</td> <td>1,000,000 plus 5.0 bps of the amount exceeding 1.0b</td> </tr> <tr> <td>Over 3.0b and up to 7.0b</td> <td>2,000,000 plus 2.0 bps of the amount exceeding 3.0b</td> </tr> <tr> <td>Over 7.0b and up to 15.0b</td> <td>2,800,000 plus 1.0 bps of the amount exceeding 7.0b</td> </tr> <tr> <td>Over 15.0b</td> <td>3,600,000 plus 0.75 bps of the amount exceeding 15.0b</td> </tr> </tbody> </table>	Instrument amounts up to:		1.0b	10 bps of the issue amount, subject to a minimum of 300,000.	Over 1.0b and up to 3.0b	1,000,000 plus 5.0 bps of the amount exceeding 1.0b	Over 3.0b and up to 7.0b	2,000,000 plus 2.0 bps of the amount exceeding 3.0b	Over 7.0b and up to 15.0b	2,800,000 plus 1.0 bps of the amount exceeding 7.0b	Over 15.0b	3,600,000 plus 0.75 bps of the amount exceeding 15.0b
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ii.	Short Term Corporate Debt Instruments (Short-Term Term Finance Certificates, Commercial Papers etc.)	Fees as given above will be charged based on the instrument amount.												

C	INFRASTRUCTURE PROJECTS RATINGS ¹					
	Project Size (PKR Billion)	Project Period 3 Years	Project Period 5 Years	Project Period 7 Years	Project Period 10 Years	Project Period over 10 Years
i.	<30	1.10 bps	1.00 bps	0.95 bps	0.90 bps	0.85 bps
ii.	>30 & <50	0.90 bps	0.85 bps	0.80 bps	0.75 bps	0.70 bps
iii.	>50	0.9 bps + 0.3 bps (of the amount exceeding PKR 50b)	0.85 bps + 0.3 bps (of the amount exceeding PKR 50b)	0.8 bps + 0.3 bps (of the amount exceeding PKR 50b)	0.75 bps + 0.3 bps (of the amount exceeding PKR 50b)	0.7 bps + 0.3 bps (of the amount exceeding PKR 50b)

Note: Special consideration is given in determining rating fee for infrastructure projects of national importance

D	REAL ESTATE GRADING ¹		
		MINIMUM	MAXIMUM
i	Real Estate Developer	250,000	400,000

E	CORPORATE GOVERNANCE RATINGS ¹		
		MINIMUM	MAXIMUM
i	Corporate Governance/ NPO Governance Ratings	150,000	750,000

F	FINANCIAL RISK ASSESSMENT	
VIS conducts Financial Risk Assessments (FRA) for entities who wish to know where they stand prior to going for a proper rating. For FRAs, VIS charges 80% of the normal rating fee. In case the entity decides to go for a normal rating, this fee is adjusted against the normal rating fee.	As applicable	

NOTES:

- ¹All figures are approximate
- The above provided fee structure could be used as a benchmark. The fee is quoted on a case to case basis after ascertaining interalia, the scope of work and complexity of assignment.
- The full rating fee is to be paid in advance to VIS at the time of the signing of the rating contract.
- The Agreed out of pocket expenses on account of out-of-station travel etc. will be charged separately to the client.
- VIS fee structure is subject to revision. Whenever revision is considered necessary, it shall become effective from the date of contract. The revision shall not affect ongoing valid contracts.
- VIS fees are exclusive of any excise duty, sale tax, surcharge etc. that may be levied by the government.
- Fee due and unpaid beyond 1 month would be subject to a charge of 1% per month for period beginning from the date of invoice.
- Incase contract is terminated during the contract period, fee for the surveillance period will be charged on a pro-rata basis.
- The numbers from the latest financial statements available of the underlying entity will be used for the calculation of the applicable fee.
- All cheques are to be made in favor of VIS Credit Rating Company Limited.