

| Product Offerings and Requirements   | Bank A  | Bank B   | Bank C  |   | Bank D   |
|--|---|--|---|---|--|
|  |   |  | Loan A  | Loan B  |  |
| <b>Government/Private Student Loans Offered (Yes/No)</b>                         | Yes private loans only (loans are available only for ITT Technical Institute students). Government student loans are not offered  | Yes (Private Loans Only). Government student loans are not offered   | <b>Loan A</b> (private loan), which provides funding to cover educational expenses for qualified students attending postsecondary institutions in Alaska  | <b>Loan B</b> (private loan), which provides funding to cover educational expenses for Alaska high school graduates nominated by rural school districts to pursue a degree in elementary or secondary education | <b>Education Alternative Loan</b> , which provides additional financial support to students who are unable to obtain adequate funds through federal student aid programs (Bank no longer provides new Federal Stafford, PLUS, or Grad PLUS loans to borrowers) |
| <b>Loans Provided to International Students (if so, what are the conditions)</b> | No, borrower must have a valid U.S. Social Security number to be eligible   | Yes, borrowers must have a Green Card and require U.S. residence within the past 2 years to be eligible  | No, must be a U.S. Citizen and an Alaska resident or be attending an eligible school in the state of Alaska   | No, must be a U.S. Citizen and/or an Alaska resident  | No, the Loan is available only for U.S. Citizens and attending school in the following states: North Dakota, South Dakota, Minnesota, Montana, Wyoming or Wisconsin  |
| <b>Minimum Credit Score Requirement</b>  | None; Not FICO score based, loan applications are based on a variety of factors including credit score, income, credit history, and DTI (debt-to-income) ratio requirements | 660  | Know your competition's income requirements and other product specifications  | 680   | A 700 credit score or higher is typically required. Credit scores below 575 will not qualify   |
| <b>Income Requirements (Yes/No)</b>  | Yes, borrowers/co-borrowers must provide all required income documentations   | Yes, borrowers must have a minimum gross monthly income of \$1,500, 2 years of continuous employment history, and no foreclosure, lien, bankruptcy, student loan default and 24 months of credit history. Co-borrower required if the student does not meet these requirements | Yes, borrowers must have credit history that includes a FICO credit score of 680 or higher, or have a cosigner who meets the 680 FICO requirement. Must not be delinquent or have ever defaulted on a prior student loan or past due. | Yes, must meet income criteria. Borrowers must not be delinquent or have ever defaulted in a prior student loan or past due. Must not have a credit history that demonstrates chronic inability to pay          | Credit ranges from 575 to 699, Bank will complete a thorough review of the applicant's credit history including other criteria to determine if requirements are met. A cosigner is required for borrowers younger than 24 years of age                         |
| <b>Line of Credit (Yes/No)</b>   | Yes   | Yes  | No  | No  | Yes  |
| <b>Loan Amount Limits</b>  | Minimum Loan Amount = \$1,000. Maximum Loan Amount is determined based on degree program  | Can borrow up to \$75,000  | \$6,500 to \$60,000   | \$7,500 to \$37,500   | Minimum Loan Amount = \$5,000; Maximum amount borrowed is equal to the cost of attendance at the school, minus other financial aid received for the loan period  |
| <b>Minimum and Maximum Terms</b>   | Repayment terms up to 20 years  | Repayment terms up to 25 years (20 year term on loans < \$40K; 25 years on loans > \$40K)  | Repayment terms up to 20 years  | Repayment terms up to 20 years  | Repayment terms up to 25 Years (10 years for loans < \$10,000; 15 years for loans \$10,001-\$20,000; 20 years for loans \$20,001-\$30,000 and 25 years for loans \$30,001 and over)  |
| <b>Interest Rate (Adjustable/Fixed)</b>  | Variable Rate = Rate ranges from Prime + 1.50% to Prime + 11.50% APR  | Variable Rate = Rate ranges between Prime + 2.00% and Prime + 4.00%  | 6.45%   | 7.35%   | Fixed Rates range between 5.31% and 8.375% APR; Variable Rates range between 1.79% to 2.79% APR  |
| <b>Floor</b>   | None  | 6.00%  | None  | None  | None   |
| <b>Cap</b>   | 14.75%  | 15.00%   | 12.00%  | 12.00%  | 10.00%   |
| <b>Application Fee</b>   | None  | None   | None  | None  | None   |
| <b>Point(s)/Range of Points</b>  | 0.00% to 10.00%   | None   | 5.00% origination fee   | 5.00% origination fee   | None   |
| <b>Other Applicable Fees</b>   | None  | None   | None  | None  | 0.00% or 2.00% Administrative Fee. Bank may pay the administrative fee for North Dakota residents and students attending school in state. All other students will be charged 2.00%   |