## Investments

Blue Granite 4 (RF) Limited

15 December 2015

| Transaction Party | Name | Contact | Email address | Phone number |
| :---: | :---: | :---: | :---: | :---: |
| Administrator | Standard Bank of South Africa (SBSA) | Aleesha Pillay | aleesha.pillay@standardbank.co.za | +2711 3445991 |
| Servicer | Standard Bank of South Africa (SBSA) | Ajveetha Maikoo | ajveetha.maikoo@standardbank.co.za | +27117216373 |
| Arranger | Standard Bank of South Arrica (SBSA) | Nicholas Gunning | nicholas.gunning@standardbank.co.za | +27117217112 |


| Summary |  |  |  |
| :---: | :---: | :---: | :---: |
| Issuer/Name of transaction: |  |  | Standard Bank Granite 4 (RF) Limited |
| ${ }^{\text {Programme }}$ Class Manager |  |  | Standard Bank of South Aftrica (SBS |
| Reporting Currency for Assets and Liabilities |  |  | Residentia Morgage sacked Securinsation |
| Issue Date |  |  | 22 March 2012 |
| Authorised Programme Size |  |  | 6000000000 |
| Original issued amount including subordinated loans |  |  | 4174500000 |
| State of transaction |  |  | Amorisising |
| Current Period dasset cut-off date (Determination Date) Interest Period: |  |  | 30 November 2015 155 September 2015 |
| Interest Period: |  | From (including) <br> To (excluding) | 15 September 2015 |
| Interest Payment Date |  |  | 15 December 2015 |
| Number of days in period Day count convention |  |  | Following business day |
| Rate reset date |  |  | 15 September 2015 |
| Reference rate |  | (3 Month JIBAR) | $\underset{9.50 \%}{6.308 \%}$ |


| LIABILITIES |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Class A1 | Class A2 | Class A ${ }^{\text {a }}$ | Class A4 |
| ISIN Code | ZAG000093766 | ZAG000093774 | ZAG000093782 | ZAG000093865 |
| Legal Maturity | 15 June 2037 | 15 June 2037 | 15 June 2037 | 15 June 2037 |
| Step-up call date | 15 March 2017 | 15 March 2017 | 15 March 2017 | 15 March 2017 |
| Oiginal Mood's Rating | Ааа.za | Aaaza | Aa.za | Aa.za |
| Oirinal Balance | ${ }_{1044000000}^{\text {Aad.as }}$ | ${ }_{668}$ Aacaza 000 | ${ }_{1040}^{\text {Aaazas }}$ | ${ }_{725}{ }^{\text {Aaazaza }}$ |
| Balance a start of period | 0 | 343800883 | 1040000000 | 725000000 |
| Principal distrituted in period | 0 | 96422967 |  |  |
| Balance at end of period Loss on tranche | 0 | 247377996 | 1040000000 | 725000000 |
| Lossd Factor before Payment | 0.00\% | 51.47\% | ${ }^{\text {100.00\% }}$ | ${ }^{\text {100.00\% }}$ |
| Bond Factor aterer Payment | 0.00\% | 37.03\% | 100.00\% | 100.00\% |
| Original tranching \% | 25.89\% | 16.56\% | 25.79\% | 17.98\% |
| Tranching \% at start of period Tranching \% at end of eriod | ${ }_{0}^{0.00 \%}$ | ${ }_{9}^{13.78 \%}$ | 33.60\% $41.11 \%$ | 27.61\% ${ }_{\text {28.6\% }}$ |
| Tranching \% at end of period | ${ }^{\text {744.909\% }}$ |  | 34.08\% | ${ }_{16.71 \%}^{28.66 \%}$ |
| Credit enhancement \% at start of period | 90.54\% | 71.17\% | 41.01\% | 19.99\% |
| Credit enhancement \% at end of period | 100.0\% | 90.74\% | 51.81\% | 24.66\% |
| Reiterence Rate | 6.31\% | 6.31\% | 6.31\% | Fixed |
| Margin or Fixed Rate | 1.15\% | 1.70\% | 1.85\% | 8.80\% |
| Coupon Rate Step-up rate | $\xrightarrow{7.46 \%}$ Reference rate + $1.15 \%$ | $\xrightarrow{8.01 \%}$ Reference rate $+2.25 \%$ |  | ${ }_{9}^{8.78 \%}$ |
| Step-up raie Interest ccrued in period | Reierence rate $+1.15 \%$ |  |  | ${ }_{0}$ |
| Interest Payment | 0 | 6864319 | 21153544 |  |
| Interest shoritial | 0.00 0.00 | 0.00 0.00 | 0.00 0.00 | 0.00 0.00 |
| Cumulative interest shortial | 0.00 |  |  | 0.00 |
| ISIN Code |  |  | CAGasoooss D ${ }_{\text {c }}$ | Class ${ }_{\text {Cla }}$ |
| Legal Maturity | ${ }_{15}{ }^{15}$ June 2037 | 15.15 June 2037 | 15 June 2037 | 15.5 June 2037 |
| Step-up call date | 15 March 2017 | 15 June 2017 | 15 March 2017 | 15 March 2017 |
| Original Mood's Rating Current Moodys Rating | ${ }_{\text {A }}^{\text {A. } 2 . z a ~}$ | Baap.za Baa2.za | Not Rated Not Rated | Not Rated Not Rated |
| Original Balance | 166000000 | 177000000 | 118000000 | 9500000 |
| Baiance at tstart of period Princial distriuted in eriod | 166000000 0 | 177000000 | ${ }^{118000000}$ | 56339779 |
| Balance at end of period | 166000000 | 177000000 | 118000000 | 56339779 |
| Loss ontranche ${ }_{\text {cord }}^{\text {Bond Facoro before Payment }}$ | ${ }^{0.000} 100 \%$ | ${ }^{0} 0.000 \%$ | ${ }^{0.000}$ | ${ }_{59}{ }^{0.300}$ |
| Bond Factor aterer Payment | 100.00\% | 100.00\% | 100.00\% | 59.31\% |
|  | ${ }_{6.32 \%}^{4.12 \%}$ | ${ }_{6.74 \%}^{4.39 \%}$ | ${ }_{4.49 \%}^{2.93 \%}$ | ${ }_{\text {2. }}^{2.15 \%}$ |
| Tranching \% at end of period | ${ }^{6.56 \%}$ | 7.00\% | 4.66\% | ${ }_{2}^{2.23 \%}$ |
| Original credit enhancement \% | ${ }^{12.73 \%}$ | ${ }^{8.49 \%}$ | 5.67\% | NA |
| Credit enhancement \% a at tattof period | 15.45\% | - | ${ }^{6} 7.414 \%$ | NA |
| Reference Rate | 6.31\% | 6.31\% | 9.50\% | 9.50\% |
| Margin or Fixed Rate Coupon Rate | ${ }_{8.61 \%}^{2.30 \%}$ | ${ }_{9}^{3.14 \% \%}$ | 10.00\% | ${ }^{3} 12.00 \%$ |
| Step-up rate | Referercer rate + $3.3 \%$ | Reference rate e $3.1 \%$ | Reference rate $+1 \%$ | Referencer rate $+3 \%$ |
| Interest Accrued in period | 3562669 3562699 | 4151780 4151780 | 3089014 3089014 | 1755794 1755794 |
| ${ }^{\text {In }}$ Interestst shamertalal | 0.00 | 0.00 | ${ }_{0}^{0.00}$ | ${ }_{0} 0.00$ |
| Cumulaive interest shortial | 0.00 | 0.00 | 0.00 | 0.00 |



Subordinated Loans and Reserves

|  | Subordinated Loans and Reserves |
| :---: | :---: |
| Subordinated Loan No. 1 |  |
| Balance at transaction close | 50000000 |
| Required amount | N/A |
| Balance at the begining of reporting period | 60000000 |
| Bad debt witie-off gagainst Subordinated Loan in this quarter |  |
| Balance at the end of reporting period | 50000000 |
| Subordinated Loans No. 2 |  |
| Balance at transaction close | 815000 |
| Required amount |  |
| Balance at the beginning of reporting periodBad debt write-ff against Subordinated Loan in this quarter |  |
|  |  |
| Balance at the end of reporing period | 81500000 |
| Cash Reserve |  |
| Cash Reserve required amount on the March 2012 Issue Date | 108295000 |
| Cash Resesve required amount on Determination Date | 68017893 |
| Cash Reserve Required Amount on immediately preceding Interest Payment Date | 7069924 |
| Amount paid into the Cash Reserve during the immediately preceding period |  |
| Release of the Cash Reserve during the inmediately preceding period | (2651632) |
| Cash Reserve Required Amount on Determination Date | 68017893 |
| Redraw Reserve |  |
| Redraw Resesere required amount on the March 2012 Issue Date | 1625 |
| Redraw Reserve required amount on Determination Date | 154137 |
| Redraw Resesve Required Amount on immediately preceding Interest Payment Date | 156762294 |
| Amount paid into the Reeraw Reserve during the immediately preecesing period |  |
| Release of the Redraw Reserve during the immediately preceding period | (2624476) |
| Redraw Reserve Required Amount on Determination Date | 154137817 |
| Arrears Reserve |  |
| Arrears Reserve required amount on the March 2012 lssue Date | 42515100 |
| Arrears Resesere required amount on Determination Date | 42515100 |
| Arrears Reserve Required Amount on immediately preceding Interest Payment Date Amount paid into the Arrears Reserve during the immediately preceding period |  |
|  |  |
|  |  |
| Arrears Reserve Required Amount on Determination Date | 42515100 |
| Interest Reserve |  |
| Interest Reserve required amount on the March 2012 Issue Date | 15100000 |
| Interest Reserve required amount on Determination Date | n/a |
| Interest Reserve Required Amount on immediately preceding Interest Payment Date |  |
| Utilisation of the interest Reserve during the immediately preceding period | (2 193938) |
|  |  |
| Interest Reserve Required Amount on Determination Date | 81857568 |
| ${ }^{1}$ As at the March Issue Date, Blue Granite 4 had accumulated Arrears Reserves of R41,439,854. This amount was committed to the transaction as a new minimum reserve amount, Due to a difference between the pre-final and final pool cut the reserve amount was revised to R42,515,100 on 22 March 2012. Going forward the Arrears Reserve Required Amount will be the higher of R42,5m and a dynamic amount = Aggregate Principal Balances of Participating Assets with arrears > 3 months' instalments, less $60 \%$ of the property on such assets. |  |
| Accruals/Provisions for following reporting period 1500000 |  |
|  |  |

Priority of Payments

\begin{tabular}{|c|c|}
\hline 1. Moneys Receipt during the period (+ swap) \& \\
\hline Customer receipts \& 132608855 \\
\hline Instalments and Prepayments Received \& 177595709 \\
\hline Access Bond Withrawals \& (27771927) \\
\hline Reoraws excxuluing Access Bono) and Furrher Advances \& \begin{tabular}{l} 
24227849) \\
\hline 7012921
\end{tabular} \\
\hline Other movements \& \\
\hline Loans repurchased by SBSA \& \\
\hline Net substitutions of loans \& 4736585 \\
\hline Loans substitued out to SBSA \& 16269988 \\
\hline Loans subsituted in from SBSA \& (11533 402) \\
\hline Collections \& 137345440.10 \\
\hline Loans repurchased by SBSA \& \\
\hline Interest Revenue from Reserves \& 7271593 \\
\hline Interest on Cash reserve \& 1145234 \\
\hline Interest on Redraw reserve \& 2540408 \\
\hline Interest on Arrears Peseve \& 688978
1362095 \\
\hline \({ }_{\text {In }}^{\text {Interest on interest Reserve }}\) Interest on Invesment account \& 1362095

21872 <br>
\hline Interest on Collections Account \& 1513007 <br>
\hline Net interest received from swaps \& <br>
\hline Interest on Prime Jibar Swap Interest on Fixed Note Swap \& 240344 <br>
\hline Cash Reserve, Redraw Reserve, Arrears Reserve, Interest Reserve \& 7470046 <br>
\hline Movement in Cash Reserve \& 2651632 <br>
\hline Movement in Redraw Reserve \& 2624476 <br>
\hline Movementin Arrears Resene \& 2193938 <br>
\hline Surpus cash in bank account \& 4642 <br>
\hline total \& 152332065 <br>
\hline 2. Moneys Allocation \& <br>
\hline Class A and derivative interest \& 43349840 <br>
\hline Senior Expenses \& 586113 <br>
\hline Interest due and payable on the Class A1 Notes
Interest due and payable on the Class A 2 Notes \& <br>
\hline Interest due and payable on the Class A2 Notes \& - $\begin{array}{r}6864319 \\ 21153544\end{array}$ <br>
\hline Interest due and payable on the Class $A$ N Notes Interst due and payable on the Class A4 Notes (paid bianually) \& 21153544 <br>
\hline  \& <br>
\hline  \& 14745864 <br>
\hline Interest on non-senior notes \& 10803463 <br>
\hline Interest due and payable on the Class B Notes \& 3562669 <br>
\hline Interest due and payable on the Class C Notes \& 4151780 <br>
\hline Interest due and payale on the Class D Notes \& 3089014 <br>
\hline Cash Reserve, Redraw Reserve, Arrears Reserve, Interest Reserve \& <br>
\hline Movement in Cash Resesve \& <br>
\hline Movement in Interest Reserve
Movementio P Redraw Reserve \& <br>
\hline Redemption of capital \& 96422967 <br>
\hline Class A1 \& 964296 <br>
\hline ${ }^{\text {Class }} \mathrm{A}^{2}$ \& 9642967 <br>
\hline Class ${ }_{\text {chas }}$ \& <br>
\hline Class B \& <br>
\hline Class C \& <br>
\hline Class D \& <br>
\hline Movement in Arrears Reserve \& - <br>
\hline Interst due and payable on the Class Y Notes \& 175794 <br>
\hline Interest on subordinated loans \& - <br>
\hline Repaymenturepayment Class Y Notes \& - <br>

\hline | Repayment of subordinated loans Preference dividend |
| :--- |
| Permitted Investments | \& <br>

\hline total \& 152332065 <br>
\hline
\end{tabular}



| Portiolio Information |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Month | This Quarter 30-Nov-15 | $\begin{gathered} \text { Last Quarter } \\ 31-A u g-15 \end{gathered}$ | $\begin{aligned} & \text { At inception } \\ & 07 \text {-Mar-12 } \end{aligned}$ | Comment (If applicable) |
| Current Balance (Capital oustanding) | 2309700323 | 2400847183 | 375544506 |  |
| Weiehted Average Original LTV (\%) | 74.68\% | 74.65\% | 74.3\% |  |
| Weighted Average Current LTVV) | ${ }^{72.54 \%}$ | ${ }^{72.67 \%} 5$ | ${ }_{\text {cher }}^{\text {73.34\% }}$ |  |
| Minimum Seasoning (Months) | - ${ }_{142}$ | - ${ }_{139}$ | ${ }_{98}^{12}$ |  |
| Number of Loans ( number) at closing | 5755 | 5910 | 7659 |  |
| Number of Loans (number) current | 5599 413 | 5755 417 | 7659 490 |  |
| Minimum loan size (R'000) |  |  |  |  |
| Maximum loan size (R'000) | (682) $\begin{gathered}\text { 3535 } \\ 16535\end{gathered}$ | - ${ }^{(771)}$ | ${ }^{3} 3$ (26) | Credit balances are removed in the new month |
| Weighted Average PTI (\%) | 16.35\% | 16.27\% | 15.83\% |  |



| Loan Amounts | 30-Nov-15 | 31-Aug-15 |
| :---: | :---: | :---: |
| Beginning of reporting period | 2400847183 | 25095 |
| Movement during the period |  |  |
| Substrutions: Balanaeses transerered into the Issuer | 11533402 |  |
|  | (115336988) | 1575939 $(25613$ |
| Repurchased loans Originator by backs | $(16269988)$ | (2561375) |
| Access Bond Withdrawals | 2777 | 26190487 |
| Redraws (excluding Access Bond) and Further Advances (2) | 24227849 | 23818583 |
| Fees | 354389 | 72257 |
| Other movements | $(8708856)$ 47540127 | ${ }_{\text {(17 }}^{(7212732)}$ |
| End of reporting period | 2309700323 | 2400847183 |

${ }^{21}$ Further advances and re-advances are removed in the new perio

Prepayment Statistics

CPR level
CPR
since

| $30-$ Nov-15 | $10.26 \%$ <br> $7.71 \%$ | 31-Aug-15 | 91.65\% <br> $9.17 \%$ |
| :---: | :---: | :---: | :---: |





Trigger Events

| Trigger Events |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| As 28 February 2015 | Test | Test level | Current Level | Breached? |
| Cash Reserve Capture Trigger | Will occur it and forso ong as. the credit rating of the Sevice tall selow the Required Credit nating. the Senicer falls below the Required Credit Rat It a Cash Resenve Capture Triger ocurs, the Cash Resereve Required $A$ Amount shall be an amount equal to the amount of interest due and payale on the Notes on the next tillowing interes Payment Datess oro the next 2 Interest Periods funded from excess spread; and $1 \%$ of the Outstanding Prinicipal Amount of the Notes in issue on the linial 1 Isue Date. | Вааз | Baa2 | Trigeer not breached |
| Notification Trigaer Event | Any one or more of the following events: SSSA is notified by Moody's that its rating has fallen below Baa3; andor SBSA sutfers a Material Adverse Ettect, as reasonabaly determined by the Issuer of <br>  each of the Borrowers of, amongst tother things, the sale and transier of the Paraticipating Assets to to the Issuer in terms of the Sale Agreement and the reauirement for repayment to be made directly to the 1 ssuer. | Baa3 | Baa2 | Trigeer not breached |
| Redraw Notification Trigger Event | Trigger is breached when more than $4.5 \%$ of the -principal balances of Home Loans are > 3 stalaments in arrears and/or <br> the balance of the Redraw Reserve $<1 / 3$ of |  |  | Trigger not breached |
| Class BPrincipial Lock-out | $(B+C+D)$ as $\%$ of $(A+B+C+D+Y)<2 x$ Issue Principal deficiency? <br> Cash Reserve not funded up to the Cash Reserve | $\begin{gathered} 2,28,2_{2}, 46 \\ \text { greater than zero } \end{gathered}$ | $\begin{aligned} & 18.22 \% \\ & 0 \end{aligned}$ | $\begin{aligned} & \text { Inefect } \\ & \text { Not in effect } \end{aligned}$ |
| Class C Princiial Lock-out | Required Amount <br> $(C+D)$ as \% of $(A+B+C+D+Y)<2 \times$ issue Principal deficiency? Cash Reserve not funded up to the Cash Reserve <br> Required Amount | $\begin{gathered} 68017.893 \\ \text { greater } \begin{array}{c} 43 \% \\ \text { ghan zero } \end{array} \\ 68017893 \end{gathered}$ | 68017893 $11.66 \%$ 0 68017893 | Not in effect In effect In effect Not in effect |
| Class DPPrincipal Lock-out | $D$ as \% of $(A+B+C+D+Y)<2 x$ Issue Principal deficiency? Cash Reserve not funded up to the Cash Reserve Required Amount | $\begin{aligned} & \text { b.8.850 } \\ & \text { less than } \end{aligned}$ | $\begin{gathered} \begin{array}{c} 4.660 \\ \hline .60 \\ 68017893 \end{array} \end{gathered}$ | Not in effect Not in effect |
| Class B Interest Deferral Event | If Class A Notes outstanding and on IPD if <br> Principal Deficiency > Sum (B+C+D) Notes on such IPD | 461000000 | 0 | Not in effect |
| Class C Interest Deferral Event | If Class B Notes outstanding and on IPD if Principal Deficiency > Sum (C+D) Notes on such IPD | 295000000 | 0 | Not in effect |
| Class D Interest Deferral Event | If Class $C$ Notes outstanding and on IPD if Principal Deficiency > D Notes on such IPD | 118000000 | 0 | Notin effect |





|  | Reconolilition of assels and liabilities |  |
| :---: | :---: | :---: |
| Asse | 15.Doc.15 |  |
| Heme lean asset Peatoming sasess 0 and $<1$ monts in | ${ }_{2}^{230970700323}$ | 2509574799 |
| Arears bans (iol monts in arears excuding legal) | (1462832999 $\begin{aligned} & 8905511\end{aligned}$ |  |
|  |  |  |
| Cash |  | ${ }_{7}{ }_{7650388004}$ |
| Redraw feseve fneest Reseve |  | ¢152509909 <br> 8507066 |
|  |  |  |
| Tota assels | 2657728701 | 28867995998 |
| Equity L Labilities |  |  |
|  | (13489 1140 | ${ }_{(10275880}^{120}$ |
| Labilites |  |  |
| Outsanding note balanee | 2529717695 6000000 | ${ }_{\substack{2733577194 \\ 6000000}}$ |
|  |  |  |
|  |  |  |
|  |  |  |
| Opening batane |  |  |
|  |  | 203553499 |
| Increase/(decrease) in home loan asset balance |  | (199 876 156) |
|  |  |  |
|  |  |  |
| Inceasel(doceases) in intears Resene |  | (13489 114) |

## Arrears Reserve

the reserve estabished to be available, if necessary, to meet certain expenses in the Priority of Payments as specified in the Administration Agreement;
Arrears Reserve Required Amount
 such arrears Paticicipating Assets, less $60 \%$ of the values of the Properies in respect of such Home Loans based on the lower of the
Arrears Reserve Threshol



Arrears Trigger
shall occur on any Determination Date where the Arrears Reserve Threshold exceeds 1.2\%
Cash Reserve
part of the monies standing to the credit of the Transaction Account, in an amount up to the Cash Reserve Reguired Amount Cash Reserve Required Amoun
on the March Issue Date an amount of R108,295,000 and on any
subsequent Itterest Payment Date the higher of:
 2. if a Cash Reserve Capture TTigger occcurs, an amount equal tor the amount of interesst tue and payabile on the Notes on the next


## Interest Reserve

part of the monies standing to the credit of the Transaciion Account, in an amount up to the Interest Reserve Required Amount
Interest Reserve Required Amount
On the March Issue Date an amount of R151,000,000 and thereater an amount calculated on the Determination Date falling in March of


ITI Ratio
instammento income ratio, being the ratio of the minimum required instalment payable under a Home Loan Agreement as at the date of


 the extent approved by the Security SPV the average of the ast 6 months' commission and
other than the Property in respect of w which the Indemnity Bond concement is to be registered)

LTV Ratio
loan to value raiti, being the ratio of the total amount committed under the Home Loan to the lower of the purchase price of the
Property concermed (if appicabie) or the value placed on the Property by a property valuer approved in witing by the Sevice for the Property concermed (fif applicable) or the value placed on the Property
purposes of valuning the Property relating to the relevant Home Loan

Non-Performing Loans
A non-performing loan is classified as an account that is 3 (three) or more instaments in arrears.
Principal Deficiency
On any Determination Date an amount equal to the LLabilites expected to exst, after having made al paymenis in accorcance winh
the Prioitit of Payments, al
having made all paymentis
Payment Date, where Cliab

Redraw
Redraw Reserve

## Redraw Reserve Required Amount

on the March Issue Date, R97,500,000 and on each Payment Date thereater, an amount equal t $75 \%$ of the aggregate amount of Redraws. Redraw Notitication Trigger Event
will occur:

1. If and when the monies standing to the credit of the Redraw Reseve drops to below one third of the Redraw Reserve Required


 provided that tor the purposese of this calculalition, a Borrower shall not be deeme
under the Home Loan Agreement are guaranted by financial instituion ando


Participating Asselt for two conseculive Collection Periods;
2. it Notes are not redeemed during the Reininancing Period; and/c
3. It and when the Principal Deficiency calculateden on the Detetermination Date inmediately preceading the date on which
Additional Assets are purchased does exceed zero

Weighted Average Current LTV Ratio
The aggregate of the following calculation to be made in relation to each Home Loan forming part of the Home Loan Portiflio- the Principal
Baance of each Home Loan divided by the most recent value of the Property (as determined from time to time in accordance with the Senvicer's customary proceculures) associated with such h Home Loan; whereby the teioremenentioned calculutiono is mutifified by the the proportion

Weighted Average Instalment to Income Ratio
The aggregate of the following caluulation to be made in relaiton to each Home Loan forming part of the Home Loan Portfolio - the monthy instament amount of each Home Loand divded by the gross monthy income associated with the Borrower of such Home Loann
wherechy the aforementioned caluutition is multipied by the proporition of the Home Loan's respective Pfincipal Balance to the agregate Principal Balances of all the Home Loans in the Home Loan Portotio.
Weighted Average Interest Yield below Prime
The aggreaget of the following calculution to be made in relation to each Home Loan forming part of the Home Loan Portiolio- the
prevailing percentagege discount to te


