

## NEW ISSUE REPORT

# Fondo de Titulización PYMES Santander 12

ABS/SME Loans/Spain

### Closing Date

14 December 2015

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## Definitive Ratings

Series	Rating	Amount (Million)	% of Notes	Legal Final Maturity	Coupon	Subordination	Reserve Fund	Total Credit Enhancement*
A	Aa2 (sf)	2,100.0	75.0%	December-58	3mEur + 0.30%	25.0%	5.0%	30.0%
B	Caa1 (sf)	700.0	25.0%	December-58	3mEur + 0.50%	0%	5.0%	5.0%
C	Ca (sf)	140.0	5.0%	December-58	3mEur + 0.65%	0%	0%	0%
<b>Total</b>		<b>2,940.0</b>	<b>100%</b>					

The ratings address the expected loss posed to investors by the legal final maturity. In Moody's opinion the structure allows for timely payment of interest and ultimate payment of principal at par on or before the rated final legal 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.

\* No benefit attributed to excess spread.

The subject transaction is a cash securitisation of small- and medium-sized enterprise (SME) and self-employed individual loans extended to obligors (borrowers) located in Spain, and is a pseudo-static structure (i.e. daily acquisition of new draw-downs of the securitised credit lines until their maturity date). The portfolio consists of credit lines and standard loans, some secured by real estate and some unsecured, used mainly to fund general working capital and long-term business expansion.

## Asset Summary (audited pool-cut 19 Nov 2015)

Sellers/Originators:	Banco Santander S.A. (Spain) (Santander; A3 Not on Watch /P-2 Not on Watch; Outlook: Positive) Part of the pool was originated by Banesto (5.4%) and Banif (3.5%) before these entities where absorbed by Banco Santander in 2013.
Servicer(s):	Santander
Receivables:	Standard loans and credit lines granted to Spanish SMEs and self-employed individuals.
Methodologies Used:	Moody's Global Approach to Rating SME Balance Sheet Securitizations (October 2015)
Model Used:	Key model used: ABSROM
Total Amount:	€2.971 billion (definitive pool selected at closing: €2.800 billion)
Length of Revolving Period:	Pseudo-static: Daily acquisition of new draw-downs of the securitised credit lines until their maturity date.
Number of Loans/Credit Lines:	42,035
Effective Number:	Over 1,300
WA Remaining Term:	5.1 years

## Asset Summary (Continued)

WA Seasoning:	1.6 years
WAL Years:	3.0 years (assuming 0% CPR)
Avg. Interest Rate:	2.6%
WA Current loan to value (LTV) (First Lien):	71.9% (100% of mortgage secured sub-pool is first lien and represents 16.07% of the total pool)
Delinquency Status:	No assets more than 30 days in arrears at closing.

## Liabilities, Credit Enhancement and Liquidity

Excess Spread Range:	None guaranteed as transaction is unhedged
Credit Enhancement/Reserves:	5% reserve fund Subordination of the notes Pool spread
Form of Liquidity:	Cash reserve and principal to pay interest
Number of Interest Payments Covered by Liquidity:	No liquidity line for interest payments. However, at closing, the cash reserve covers more than a year of interest and senior fees, even considering three-month EURIBOR of 4% and 0.5% of stressed senior fees
% of Reserve Fund Dedicated to Liquidity:	None. The cash reserve does not have a liquidity ledger
Interest Payments:	Quarterly in arrears on each payment date
Principal Payments:	Pass-through on each payment date
Payment Dates:	16 March, 16 June, 16 September and 16 December
Hedging Arrangements:	None

## Counterparties

Issuer:	FONDO DE TITULIZACIÓN PYMES SANTANDER 12
Sellers/Originators:	Santander/Santander, Banesto and Banif
Servicer:	Santander
Back-up Servicer:	None
Back-up Servicer Facilitator:	Santander de Titulización plays this role as part of its functions as management company
Cash Manager:	Santander de Titulización S.G.F.T; S.A
Back-up Cash Manager:	None
Interest Rate Swap Counterparty:	Not applicable
F/X Swap Counterparty:	Not applicable
Basis Counterparty:	Not applicable
Issuer Account Bank:	Santander
Collection Account Bank:	Santander
Paying Agent:	Santander
Note Trustee (Management Company):	Santander de Titulización S.G.F.T; S.A (Not Rated)
Issuer Administrator:	Santander de Titulización S.G.F.T; S.A (Not Rated)
Arranger:	Santander
Lead Managers:	Santander Santander de Titulización S.G.F.T; S.A (Not Rated)
Other Parties:	N/A

This publication does not announce a credit rating action. For any credit ratings referenced in this publication, please see the ratings tab on the issuer/entity page on [www.moodys.com](http://www.moodys.com) for the most updated credit rating action information and rating history.

## Moody's View

<b>Country Rating</b>	Spain (Baa2; Not on Watch / (P)P-2; Not on Watch)
<b>Outlook for the SME sector:</b>	Stable
<b>Unique Feature:</b>	Automatic repurchase of additional draw-down amounts
<b>Degree of Linkage to Originator:</b>	Strong. Santander will act as servicer, liquidity line provider, issuer account bank and paying agent.
<b>Originator's Securitisation History:</b>	
Number of Precedent Transactions in Sector:	Eighteen precedent SME transactions originated by Santander
% of Book Securitised:	NA
Behaviour of Precedent Transactions:	The performance of previous SME deals originated by Santander is worse than the market average.
Key Differences between Subject and Precedent Transactions:	NA
<b>Portfolio Relative Performance:</b>	
Default Rate Assumed/Ranking:	13.2%. Comparison on Default Rate can be found in the "Benchmarking Analysis" section.
Coefficient of Variation Assumed on Default Rate/Ranking:	36.6%. Comparison on CoV can be found in "Benchmarking Analysis" section.
Recovery Rate Assumed/Ranking:	38%. Comparison on Recovery Rate can be found in "Benchmarking Analysis" section.
<b>Potential Rating Sensitivity:</b>	
Tables Interpretation:	Table 1.1: When the rating was assigned, if the assumed default probability of 13.2% used in determining the initial rating was changed to 17.16% and the recovery rate of 38% was changed to 33%, the model-indicated rating for Serie A, Serie B and Serie C of Aa2(sf), Caa1(sf) and Ca(sf) would be A3(sf), Caa3(sf) and Ca(sf) respectively. Table 1.2: At the time of the rating assignment, the model output indicated that the notes would have achieved Aa1(sf) if the LCC ceiling was Aaa, the originator bank rating was Aa3 and all other factors were unchanged.
Factors Which Could Lead to a Downgrade:	Worse-than-expected performance of the underlying collateral and an increase in counterparty risk, such as a downgrade of the rating of Santander

TABLE 1.1

	Portfolio WA Probability of Default (PD) Assumption <sup>3</sup>	RECOVERY RATE		
		38%	33%	28%
SERIES A	13.20%	<b>Aa2*</b>	Aa3 (1)	Aa3 (1)
	15.18%	A1 (2)	A1 (2)	A2 (3)
	17.16%	A2 (3)	A3 (4)	Baa1 (5)
SERIES B	13.20%	<b>Caa1*</b>	Caa1 (0)	Caa2 (1)
	15.18%	Caa2 (1)	Caa2 (1)	Caa2 (1)
	17.16%	Caa2 (1)	Caa3 (2)	Caa3 (2)
SERIES C	13.20%	<b>Ca*</b>	Ca (0)	Ca (0)
	15.18%	Ca (0)	Ca (0)	Ca (0)
	17.16%	Ca (0)	Ca (0)	Ca (0)

TABLE 1.2

	SANTANDER RATING			
	LCC	Aaa(+6)	Aa3 (+3)	A3
SERIES A	Aa2	Aa2 (0)	Aa2 (0)	<b>Aa2*</b>
	Aaa	Aa1 (1)	Aa1 (1)	Aa2 (0)

- Results are model-indicated ratings, which are one of the many inputs considered by Moody's rating committees, which take quantitative and qualitative factors into account in determining actual ratings. The analysis assumes that the deal has not aged. It is not Moody's intention to measure how the rating of the security might migrate over time, but rather, to measure how the initial rating of the security might have differed if key rating input parameters were varied.
- Results under base-case assumptions indicated by '\*'. Change in model-indicated rating (number of notches) is noted in parentheses.
- Moody's estimates a cumulative mean probability of default (PD) for the portfolio and the corresponding proxy rating applying its SME methodology.

## Strengths and Concerns

### Strengths:

- » **Very granular portfolio:** The audited portfolio's effective number of obligors is over 1,300.
- » **Short Weighted Average Life:** The pool has a relatively short weighted-average life (approximately three years) for SME deals. This implies a lower degree of uncertainty regarding Moody's quantitative assumptions.
- » **Diversified Pool:** The debtors are located throughout Spain, with no single-region exposure exceeding 20%. The largest regions are Comunidad de Madrid, Andalusia and Catalonia, with a weight of 19.75%, 14.74% and 13.77%, respectively.
- » **Portfolio Arrears:** At closing loans more than 30 days in arrears were excluded from the definitive portfolio.

### Concerns and Mitigants:

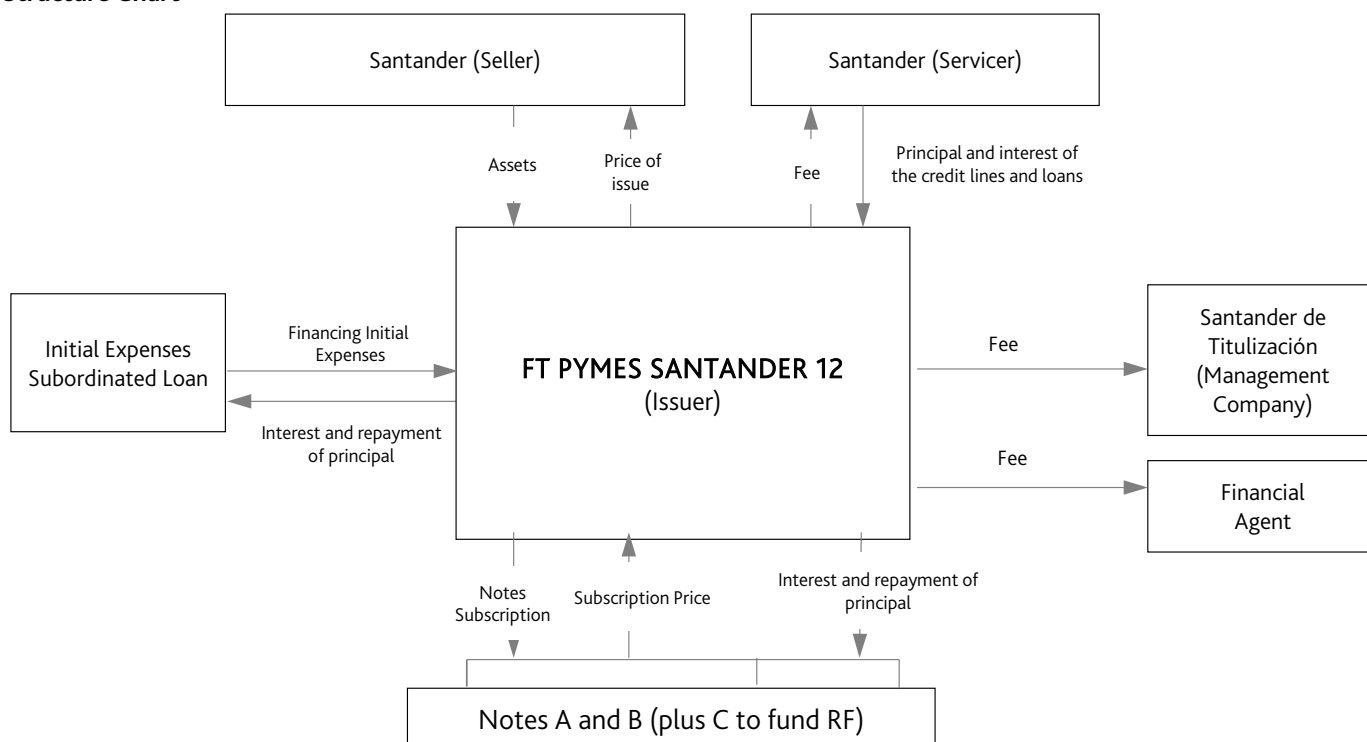
Moody's rating committees particularly focused on the following factors, listed in order of those most likely to affect the ratings:

- » **High degree of linkage to the originator:** Besides acting as servicer, Santander holds the accounts receiving the pool collections and holding the reserve fund (commingling risk). It is also the liquidity line provider. Different triggers have been put in place in the deal to protect it against the different risks derived from this strong linkage. This feature has been taken into account in our analysis – as more fully explained in "Treatment of Concerns".
- » **Exposure to real estate:** Around 21.7% of the portfolio is exposed to the Construction and Building sector (according to Moody's industry classification). This feature has been taken into account in Moody's quantitative analysis – as more fully explained in the "Treatment of Concerns" section.
- » **Restructured loans and credit lines:** 10.6% of the portfolio corresponds to restructured loans and credit lines. This risk was treated in Moody's quantitative analysis – as further explained in "Treatment of Concerns".
- » **Complex Structure:** The daily acquisition of new draw-downs of the securitised credit lines (until their maturity date) increase the structural complexity of the transaction. This feature has been taken into account in Moody's analysis – as more fully explained in "Treatment of Concerns".
- » **Interest rate risk:** 75.4% of the pool balance consist of floating rate loans and 24.6% fixed rate loans, whereas the notes are floating liabilities. Therefore, the structure is exposed to interest rate and basis risk as the transaction is not protected by an interest rate swap. This feature has been taken into account in our analysis as described in the section "Structure, Legal Aspects and Associated Risks".
- » **Bullet credits:** 29.85% of the portfolio is bullet (12% corresponds to standard loans). This risk was treated in Moody's quantitative analysis – as further explained in "Treatment of Concerns".
- » **Sovereign risk:** The Spanish country ceiling is currently Aa2, which signifies the maximum rating that we will assign to a domestic issuer, including structured finance transactions backed by Spanish receivables (for additional details see "Treatment of Concerns" section below).

## Structure, Legal Aspects and Associated Risks

EXHIBIT 1

### Structure Chart



**Allocation of Payments/Waterfall:** On each quarterly payment date, the *Fondo's* available funds (i.e. amounts received from the portfolio, the reserve fund and interest earned on the transaction's accounts) will be applied in the following simplified order of priority:

1. Senior expenses
2. Interest on Series A and liquidity line (pro-rata)
3. Interest on Series B (if not deferred)
4. Principal repayment on Series A and B (sequential)
5. Interest on Series B (if deferred)
6. Reserve fund replenishment
7. Interest on Series C
8. Principal repayment on Series C
9. Junior costs

**Allocation of Payments/PDL mechanism:** A principal deficiency ledger (PDL) is defined as the negative difference between the principal available funds and a target principal amount. A target principal amount is the difference between the notes' outstanding principal (taking into account any amount withdrawn from the liquidity line for principal payments) and the performing assets. A non-performing asset is defined as (i) an asset with any amount due but unpaid for more than 12 months of the loans and six months for the credit lines, (ii) assets classified as such by the originator, or (iii) assets that have been written off according to management's discretion.

The "artificial write-off" speeds up the amortisation of non-performing loans (NPLs); thus, the amount of notes collateralised by NPLs is minimised, and, consequently, the negative carry. However, the most significant benefit for the transaction is that the amount of excess spread trapped in the structure is larger (the excess spread between the "artificial write-off" time and the "natural write-off" time would otherwise be lost). Therefore, the transaction makes better use of the excess spread, allowing for lower levels of other credit enhancement figures.

**Performance Triggers:**

Trigger	Conditions	Consequence
Interest deferral	The cumulative (since closing) amount of written-off loans level exceeds 5%	Interest payments on series B will be brought to a more junior position (until the series senior to it is fully redeemed) and will be paid after the principal repayment.
Termination of Reserve Fund Amortisation	The arrears level exceeds 2.5%; or The reserve fund not funded at its required level on the previous payment date; or less than two years have elapsed since closing.	The target amount of the reserve fund will not be reduced on any payment date on which these occur.

**Reserve Fund:** The reserve fund has been funded up front, with the proceeds from the issuance of Series C, for an amount equal to 5% of the Series A and B notes. It provides both credit and liquidity protection to the notes.

After the first two years of the transaction, the reserve fund may amortise over the life of the transaction so that it amounts to the lower of the following:

» 5% of the initial balance of Series A and B notes

The higher of:

» 10% of the outstanding balance of Series A and B notes

» 2.5% of the initial balance of Series A and B notes

The reserve fund will be used to cover potential shortfalls on interest or principal on an ongoing basis.

**Assets:****Asset transfer:**

**True Sale:** According to the legal opinion received, the sale of credit rights has been carried out in compliance with Spanish securitisation law.

**Bankruptcy Remoteness:** Under Spanish securitisation law, a Spanish SPV (*Fondo de Titulización/Fondo de Titulización Hipotecaria* or FTA/FTH) is not subject to the Spanish Insolvency Act. Only the management company, acting in the best interest of the noteholders, can decide to liquidate the *Fondo*.

**Claw-back risk upon default of the originator:** Claw-back risk is limited to those activities performed during a period of two years prior to the declaration of the bankruptcy estate, even in the absence of fraud. However, the activities performed under the regular business of the originator may not be cancelled under any circumstances, as the transfer of credit rights forms part of the normal activity of Santander.

**Daily purchase of additional line of credit (LoC) drawdowns:**

The *Fondo* will purchase the additional draw-downs under the credit lines on a daily basis until their maturity, using the cash generated from principal repayment and prepayments (swept to the fund accounts every 48 hours) from the loans and the other credit lines. According to Santander, the average utilization level in the credit lines sub-pool will normally be around 70-80%. If

there is not enough cash in the treasury account, the fund will make use of a liquidity line (characteristics described below).

Every month, Santander will generate a public document with the list of additional draw-downs purchased by the *Fondo* and send it to the Spanish Securities and Exchange Commission (CNMV).

**Liquidity Line:** The liquidity line, provided by Santander, is linked to the treasury account (i.e. a negative balance in this account means the line has been drawn by that amount). A commission will only be charged for the drawn amounts. The size of the liquidity line will be equal to approx. 5% of the outstanding balance of Series A. However, this amount does not cover the worst case scenario (i.e. all the lines are drawn to 105% of their limits) so, in case a higher amount was needed, a new limit will be automatically established equal to the difference between 105% of the maximum balance of the credit lines if fully drawn and its total current balance as of that date. Under these circumstances, the deal will be liquidated in the next payment date.

Meanwhile a daily repurchase mechanism is in place, any amount drawn from the liquidity line will be reimbursed on a daily basis, if possible, as new cash from principal payments are deposited in the treasury account.

A trigger is in place to protect the liquidity line from a possible downgrade of the short-term rating of the treasury account/liquidity line provider. If Santander's long-term or short-term rating falls below Baa3 or P-3 respectively, it will have to deposit an amount sufficient to cover the worst case scenario with an entity rated at least Baa3 or P-3

**Interest Rate Mismatch:** 24.6% of the portfolio corresponds to fixed-rate assets and 75.4% to floating-rate loans (mainly linked to 12-month, 6-month and 3-month EURIBOR), whereas the notes will be floating liabilities (three-month EURIBOR). As a result, the *Fondo* will be subject to base rate mismatch risk on the floating portion of the portfolio (i.e. the risk that the reference rate used to compute the interest amount payable on the notes will differ from the interest rate payable on the underlying assets) and fixed-floating risk (i.e. the risk that the reference rate of the notes will differ from the interest rates payable on this portion of the portfolio).

Our analysis takes into account the potential interest rate exposure and is based on the observed historical volatility between the interest rate payable on the notes and the respective interest rates payable by the assets. The resulting adjustment to the gross margin on the loans would currently be in the range of 50bps.

The fixed-floating risk is quantified by making stressed assumptions on the evolution of the 3-month EURIBOR.

**Servicer:** A3 entity and management company acting as BUS facilitator. Not BUS trigger in place but enough liquidity (5% RF) is available to comply with Moody's framework to achieve an Aa2 rating.

**Cash Commingling:** Santander collects all of the payments from the loans in its portfolio under a direct debit scheme into its account and transfers them every two days to an account in the name of the SPV. In the event of insolvency of Santander, until notification is delivered to the relevant debtors to redirect their payments, any payments made by the underlying debtors will continue to be collected by Santander and may be commingled with other funds belonging to Santander.

**Mitigant:** The following mechanisms have been put in place to mitigate this risk:

- » Triggers are in place to protect the treasury account from a possible downgrade of the treasury account bank's ratings. If Santander's long-term or short-term rating falls below Baa3 or P-3 respectively, it will have to find a suitably rated guarantor or substitute.
- » Santander may notify the debtors of the transfer of the loans. The management company also has the ability to carry out the notification.

**Set-off:** 100% of obligors have accounts with the seller.

**Mitigant:** Set-off risk is very limited because only unpaid instalments prior to the declaration of insolvency might be offset against the deposits held by the debtors (considered as fully due and payable prior to the insolvency).



## Originator Profile, Servicer Profile and Operating Risks

Date of Operations Review:	Full review Q4 2011; Partial (update) review Q4 2013
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### Originator Background: Santander

Rating:	Banco Santander (A3 Not on Watch /P-2 Not on Watch; Outlook: Positive)
Financial Institution Group Outlook for Sector:	Positive
Ownership Structure:	N/A
Asset Size:	N/A
% of Total Book Securitised:	N/A
Transaction as % of Total Book:	N/A
% of Transaction Retained:	N/A

### Servicer & Back-Up Servicer Background: Santander

Rating:	Banco Santander (A3 Not on Watch /P-2 Not on Watch; Outlook: Positive)
Total Number of Receivables Serviced:	Not made available
Number of Staff:	Not made available
<b>Servicer Assessment:</b>	
Strength of Back-up Servicer Arrangement:	N/A
Back-up Servicer and Its Rating:	N/A
Ownership Structure:	N/A
Regulated by:	N/A
Total Number of Receivables Serviced:	N/A
Number of Staff:	N/A

### Originator Related Triggers

Key Servicer Termination Events:	Insolvency; intervention by the Bank of Spain; breach of service obligation resulting in being substituted as servicer; or at the request of the management company (acting in the best interest of the noteholders)
Downgrade of Original Servicer's Rating to Certain Level	N/A
Appointment of Back-up Servicer Upon:	N/A
Key Cash Manager Termination Events:	Insolvency
Notification of Obligors of True Sale	Insolvency; intervention by the Bank of Spain; breach of service obligation resulting in being substituted as servicer; or at the request of the management company (acting in the best interest of the noteholders).
Conversion to Daily Sweep	Sweeping at least every 48 hours since closing
Notification of Redirection of Payments to SPV's Account	Insolvency; intervention by the Bank of Spain; breach of service obligation resulting in being substituted as servicer; or at the request of the management company (acting in the best interest of the noteholders).
Accumulation of Set Off Reserve	N/A

### Receivable Administration:

Method of Payment:	100% by direct debit
% of Obligors with Account at Originator:	100%



Cash Manager: Santander de Titulización S.G.F.T; S.A

Rating:	Not Rated.
Main Responsibilities:	<ul style="list-style-type: none"> <li>- Keeping the fund's accounts separate from that of the management company.</li> <li>- Complying with its formal, documentary and reporting duties to the Spanish Securities Market Commission (Comisión Nacional del Mercado de Valores or CNMV), the rating agencies and any other supervisory body.</li> <li>- Appointing and, if necessary, replacing and dismissing the auditor responsible for reviewing and audit the <i>Fondo's</i> annual accounts.</li> <li>- Complying with the calculation duties provided for, and taking the actions stipulated in the Deed of Constitution and in the Prospectus.</li> <li>- Checking that the amounts actually paid to the <i>Fondo's</i> matches the amounts that must be received by the <i>Fondo</i>, on the terms of issue of the pass-through certificates and on the terms of the relevant credits.</li> <li>- Calculating and determining on each determination date the principal to be amortised and repaid on each bond series on the relevant payment date.</li> <li>- Verifying that the amounts credited to the treasury account return the yield set in the agreement.</li> <li>- Instructing the transfer of funds between the various borrowing and lending accounts, and issuing all relevant payment instructions, including those allocated to servicing the bonds.</li> <li>- Calculating the available funds, the available funds for the notes amortisation, the liquidation available funds and the payment or withholding obligations to be complied with, and applying the same in the priority of payments or, as the case may be, in the liquidation priority of payments.</li> <li>- The management company may extend or amend the agreements entered into on behalf of the <i>Fondo</i>, and substitute, as necessary, each of the <i>Fondo's</i> service providers on the terms provided for in each agreement.</li> </ul>
Calculation Timeline:	Determination Date: Five days before the payment date.
Back-up Cash Manager and Its Rating:	N/A
Main Responsibilities of Back-up Cash Manager:	N/A

Collateral Description

EXHIBIT 2

Portfolio Breakdown by Year of Origination (Renewal for LoC)

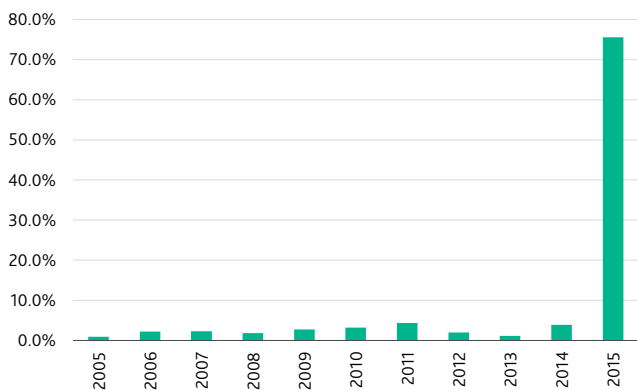


EXHIBIT 3

Portfolio Breakdown by Year of Maturity

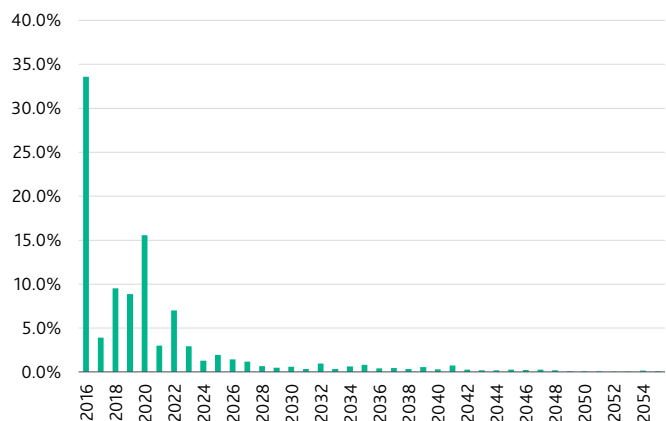


EXHIBIT 4

Portfolio Breakdown by Industry Diversification

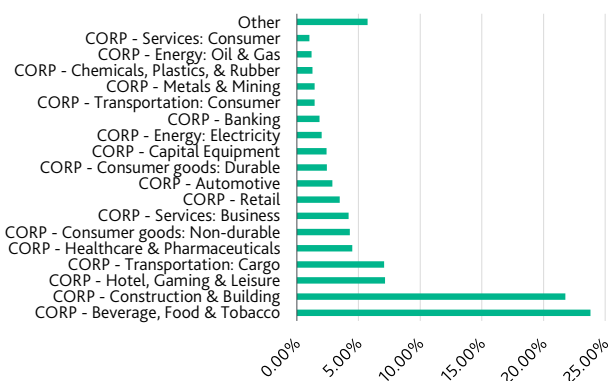
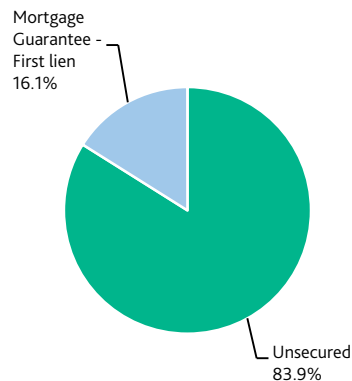


EXHIBIT 5

Portfolio Breakdown by Guarantee Type



**Audits:** Performed by Deloitte, S.L. in compliance with the Spanish regulatory framework.

**Product Description:** The audited portfolio consists of standard loans and credit lines extended to Spanish companies and self-employed individuals to fund general working capital and/or long-term business expansion. Some loans are secured by real estate (16.07%) but most are unsecured (66.08%). The remaining 17.85% corresponds to unsecured credit lines.

The portfolio breakdown by company size is: 42.68 % micro-enterprises (turnover less than €2 million), 37.30% SMEs (turnover between €2 million and €50 million) and 20.02% self-employed individuals. The loans and credit lines were originated mainly between 2010 and 2015, with a weighted-average seasoning of 1.6 years and a weighted-average remaining term of 5.1 years. The longest loan matures in October 2055.

Geographically, the pool is concentrated in Madrid (19.75%), Catalonia (13.77%) and Andalusia (14.74%). Loans are either subject to French amortisation (85.3% of the loans subpool) or bullet amortisation (14.7% of the loans subpool). Credit lines are bullet by product nature.

Around 13% of the loans portfolio corresponds to loans currently in an initial principal grace period expected to end in 9.5 months on a weighted average basis.

In terms of debtor concentration, the pool includes exposures up to 0.71% of the total portfolio. Around 21.7% of the portfolio is concentrated in the "Construction and Building" sector according to Moody's industry classification. The Real Estate Developer sector represents 9.8% of the total pool.

#### Eligibility Criteria:

*The key eligibility criteria are as follows:*

- » All loans granted to SMEs according to definition in 2003/361/CE and self-employed individuals
- » The pool will not include lease contracts or syndicated loans
- » The mortgaged real estate properties have been built and they are located in Spain
- » All the loans are euro-denominated and pay by direct debit
- » No loan is the result of a delinquent loan renegotiation
- » No loans more than 30 days in arrears included at closing.

**Credit lines:** A credit limit is set for each line; the client can make use of this credit line during a certain period (usually between 12-24 months). The main characteristics of the credit lines sub-pool are:

- » As of the audit date, the simple average utilization rate of the credit lines was 81%.
- » The evolution of the average drawn percentage in the pool can change significantly over time.
- » None of the lines in the pool can be renewed automatically (i.e. criteria applied is as tight as for first-time origination). Nonetheless, once a line has matured, it will be removed from the pool even if renewed.
- » About 16% of this sub-pool is exposed to the Construction & Building sector.
- » All lines are unsecured.

Looking in detail at the credit lines product, some interesting characteristic to highlight are:

- » Santander can request additional real guarantees from the debtor if its credit quality deteriorates over time: to be provided in less than 30 days.
- » If the average drawn amount, over a three-month period, is lower than 50% of the credit limit established, the limit could be reduced to comply with this rule.
- » The debtor can request cancellation of the credit line.
- » In case of any termination event, the limit would be reduced automatically to the drawn amount at that moment in time. Additionally, Santander could request an early amortisation on the contract.
- » The credit limit could be exceeded if approved at branch level (procedure known as "Excedidos"). Typically, the limit is not exceeded by more than 5%, and the interest to be paid on the "extra" amounts is quite high compared to the standard interest. Santander will re-purchase any credit line that exceeds 5% of the limit (unless it is more than 90 days in arrears).
- » The standard process to pay interest periodically on the credit lines is to automatically drawn from the line itself. If the credit limit is exceeded due to this capitalisation, it is considered in arrears, but the interest will continue to be paid using the same mechanism until approximately day 150.

**Additional Information on Borrowers:**

Top Debtor Concentration:	0.71%	
Top 5 Debtors:	2.83%	
Top 10 Debtors:	4.67%	
Top 20 Debtors:	7.80%	
Industry Concentration:	CORP - Beverage, Food & Tobacco 23.79%	
	CORP - Construction & Building	21.77%
	CORP - Hotel, Gaming & Leisure	7.16%
Geographic Diversity:	Madrid	19.75%
	Cataluña	13.77%
	Andalucía	14.74%

**Additional Information on total Portfolio:**

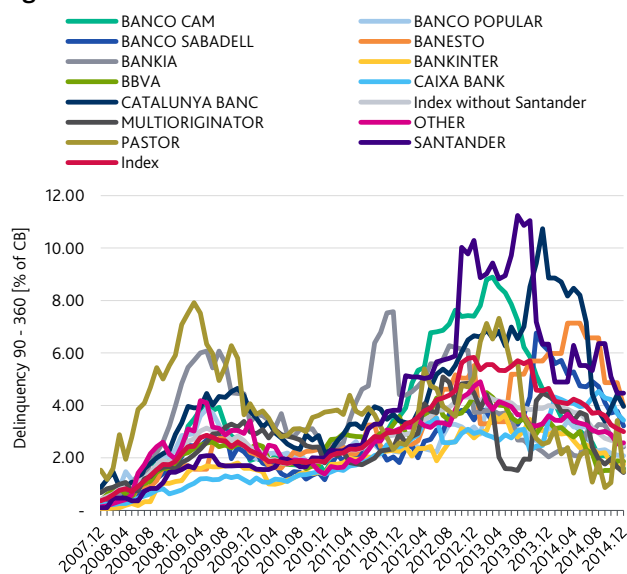
Number of Contracts:	42,035
Type of Contracts:	Standard loans and credit lines
Contract Amortisation Style:	70.15% French; remainder bullet
% Large Corporates (annual turnover more than €50 million):	0%
% Bullet Loans:	12% (not including credit lines)
% Real Estate Developers:	10%
Avg. Interest Rate:	2.6%
WA LTV (first-lien):	71.9%
Guarantees:	Unsecured 83.93%
	Mortgage - First lien 16.07%

**Credit Analysis**

**Precedent Transactions' Performance:** Santander is one of the most active originators in the securitisation of SME loans in Spain. The performance of the originator's precedent transactions shows a worse performance than average in the market (details in exhibits 6 and 7).

EXHIBIT 6

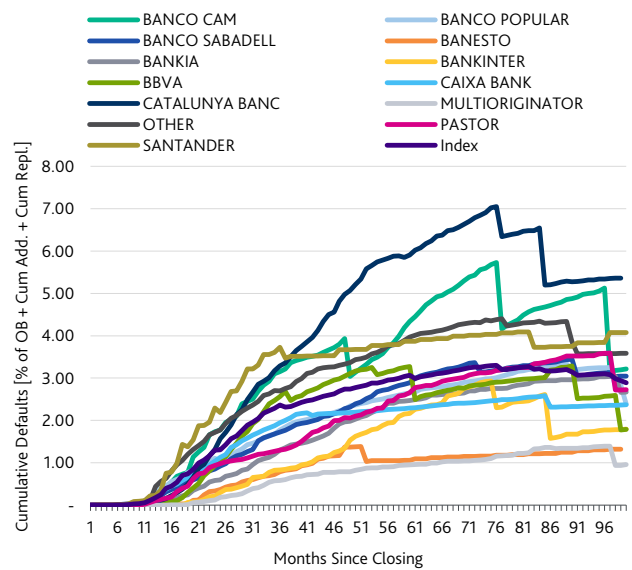
**Spanish SME 90-360 Days Delinquency – trend by originator**



Source: Moody's Investors Service, periodic investor/servicer reports

EXHIBIT 7

**Spanish SME Cumulative Defaults – seasoning by originator**

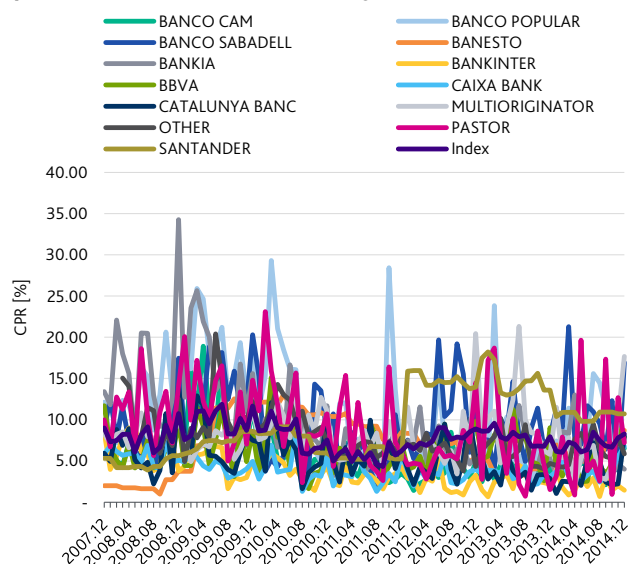


Source: Moody's Investors Service, periodic investor/servicer reports

**Default Definition:** In this transaction, a defaulted asset is defined as (i) an asset with any amount due but unpaid for more than 12 months of the loans and six months for the credit lines, (ii) assets classified as such by the originator or (iii) assets that have been written off according to management's discretion.

EXHIBIT 8

**Spanish SME Annualised Monthly CPR**



Source: Moody's Investors Service, periodic investor/servicer reports

**Data Quantity and Content:** Moody's has received quarterly origination data in order to perform a vintage analysis. Additionally, Moody's has received line-by-line information on default probabilities according to Santander's internal ratings/scorings. In addition, Moody's disposes of significant information about historical performance of previous Santander SME deals, as shown in exhibits 6 to 8. In Moody's view, the

quantity of data received is in line with those transactions which have achieved investment grade ratings in this sector.

**Assumptions:** Note that other values within a range of the notional amount listed below may result in achieving the same ratings.

### Assumptions

CPR:	10%
Distribution:	Inverse Normal
Default rate:	13.2%
Standard deviation/mean:	36.6%
Timing of default:	Flat over 3 years
Recoveries:	Mean 38% (stochastic recoveries)
Recovery lag:	50% (in second year after default) and 50% (in third year)
Amortisation profile:	Actual pool amortisation
Fees:	0.25%
Fees floor:	€100,000
EURIBOR (three-month):	4%

**Derivation of default rate assumption:** Moody's analysed the performance monitoring data on previous deals as well as other sources of information (like macroeconomic data) to determine the default assumption.

Moody's has complemented the historical data analysis with a top-down approach, as detailed below.

Moody's split the portfolio into three sub-pools based on the economic sector in which the debtor was active: (i) Real Estate Developer, (ii) Construction and Building, and (iii) all other industries. Moody's rating proxies assumed are shown in the table below.

Borrower's main sector of activity	Rating Proxy
Construction & Building	B2
Real Estate Developer	Caa1
Other industries	Ba3

The above-mentioned assumptions include some adjustments that take into account the current macroeconomic environment as well as the originator's underwriting ability. Moody's has taken into consideration the current performance of Santander's SME deals in its assumptions.

Moody's further adjusted the assumptions to account for the size of the companies (one notch down for micro/small enterprises and self-employed individuals). We also adjusted the PD assumptions according to the product type (one notch benefit was given to the credit lines sub-pool due to better expected performance compared to traditional loans sub-pool) and characteristics. For restructured assets we assumed a Caa3 rating proxy and for assets with a current or potential principal grace period or potential payment holiday, an additional 10% PD stress was applied. In addition to the adjustments described above, the PD assumption for the credit lines sub-pool was also stressed to

account for (i) a potential deterioration of its credit quality given its dynamic nature and (ii) the risk associated to the liquidity line being senior to the series A notes during the period in which additional draws will be purchased daily.

**Timing of defaults:** In the base-case scenario, the 'timing of defaults curve' assumed is flat over 3.0 years (with a 12-month lag).

**Derivation of Recovery Rate Assumption:** Assumptions for recoveries were made on the basis of (i) historical recovery information provided specifically for this deal and data available from previous deals of Santander; (ii) statistical information on the Spanish SME market; (iii) feedback from Moody's corporate team; and (iv) other quantitative and pool-derived aspects.

**Modelling Approach:** Given the number of assets and the size of the exposures in the portfolio (see section entitled "Collateral Description"), Moody's derived the default distribution curve by using the inverse normal density law. To determine such distribution, two main input parameters needed to be assessed: (i) the mean default probability of the portfolio, and (ii) the standard deviation of the default distribution (estimated using CDOROM).

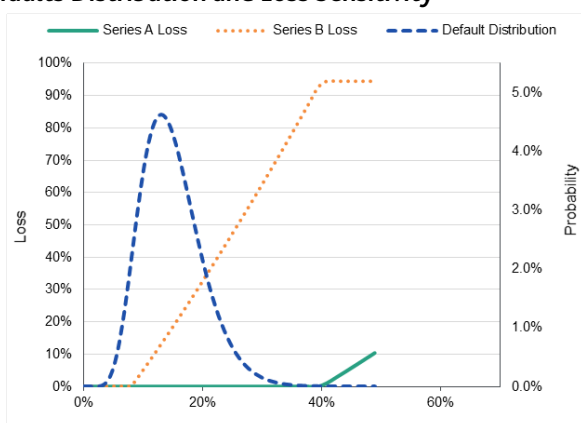
Moody's tested the credit enhancement levels by using its ABSROM cash flow model, which has been adjusted to take into account a number of structural features.

Moody's considered how the cash flow generated by the collateral was allocated to the parties within the transaction, and the extent to which various structural feature of the transaction might provide additional protection to investors, or act as a source of risk. In addition, Moody's analysed the strength of triggers to reduce the exposure of the portfolio to originator or servicer bankruptcy.

To determine the rating assigned to each series of notes, Moody's used an expected loss methodology that reflected the probability of default for each series of notes. With this purpose, and in order to allocate losses to the notes in accordance with their priority of payments and relatively size, Moody's built a cash flow model that reproduces many deal-specific characteristics (the main input parameter of the model is described in the table above). By weighting each default scenario's severity result on the notes with its probability of occurrence, Moody's calculated the expected loss average for each series of the notes as well as the expected average life. Moody's then compared the quantitative values to the Moody's idealised expected loss table to determine the ratings assigned to each series of the notes.

EXHIBIT 9

### Defaults Distribution and Loss Sensitivity



The green line in exhibit 9 represents each default scenario on the default distribution curve for the loss suffered by the notes (in our modeling). For default scenarios up to 40.85%, the line is flat at zero, hence the series A notes are not suffering any loss. The first default scenario under which the notes suffer a loss is 40.85%. The steepness of the curve then indicates the speed of the increase of losses suffered by the notes.

The rating of the notes has therefore been based on an analysis of:

- » The characteristics of the securitised pool
- » The macroeconomic environment
- » Sector-wide and originator specific performance data
- » Protection provided by credit enhancement and liquidity support against defaults and arrears in the pool
- » The legal and structural integrity of the issue

#### Treatment of Concerns:

- » **High degree of linkage to originator** : The deal is exposed to commingling risk. Considering the deal characteristics and the mitigants in place, we have assessed the probability and impact of a default of Santander on the ability of the Issuer to meet its obligations under the transaction, including the impact of the loss of any cash held with Santander should it default and any loss that may be incurred after that time due to any delay in redirecting payments to a new account or taking any other appropriate action.
- » **Exposure to real estate**: Approximately 21.7% of the portfolio is exposed to the Construction and Building sector (according to Moody's industry classification). Moody's assumed a higher default probability for obligors operating in this industry (rating proxy equal to B2; Caa1 for Real Estate Developers) than for the rest of obligors (rating proxy equal to Ba3).

- » **Restructured loans and credit lines**: 10.6% of the portfolio corresponds to restructured loans and credit lines. Moody's assumed for this assets a Caa3 rating proxy given its bad performance according to the historical data provided.
- » **Complex Structure**: The daily acquisition of new draw-downs of the securitised credit lines (until their maturity date) increase the structural complexity of the transaction. Moody's tested several scenarios related to (i) the potential credit risk increase of the credit lines sub-pool and (2) the adequate size of the liquidity line.
- » **Bullet credits**: 29.85% of the portfolio is bullet (12% corresponds to standard loans). Moody's stressed the PD for this sub-pool to take into account the additional refinancing risk.

**Sovereign risk**: Spain's country ceiling captures our assessment of 'country' risks that need to be factored into the rating of all locally domiciled obligors (i.e. risks that arise from immutable political, institutional, financial and economic factors within the country). They include the risk of systemic economic disruption, the crystallisation of severe financial stability risks and factors implying regulatory and legal uncertainty such as the possibility of currency redenomination. The assessment of country risk takes into account a number of the same factors that we consider when determining a sovereign's credit strength.

Hence the highest achievable rating for most Spanish structured finance transactions is now Aa2(sf). This ceiling also applies to Spanish structured finance transactions issued by non-Spanish issuers, as these are backed entirely by Spanish assets with material exposure to the risks reflected in the country ceiling.

### Benchmarking Analysis

**Performance Relative to Sector**: In Moody's view, the historical performance of 90-360 day delinquencies is worse than the sector index (see Chart 6 above). Please note that the performance shown is affected by several factors, such as the age of the transaction, the pool-specific characteristics, and the presence of a revolving period.

## Spanish Benchmark Table:

Deal Name	FT PYMES Santander 12	FTA PYMES Santander 11	FTA PYMES Santander 10	FTA PYMES Santander 8	FTA PYMES Santander 7
Country	Spain	Spain	Spain	Spain	Spain
Closing Date	14/12/2014	22/05/2014	28/11/2014	20/05/2014	28/11/2013
Currency of Rated Issuance	Euro	Euro	Euro	Euro	Euro
Rated Notes Volume (excluding NR and Equity)	2,800,000,000	3,575,000,000	3,800,000,000	1,550,000,000	2,040,000,000
Originator 1	Santander/Banesto/Banif	Santander/Banesto	Santander/Banesto	Santander	Santander
Long-term Rating	A3	Baa1	Baa1	Baa1	Baa2
Short-term Rating	P-2	P-2	P-2	P-2	P-2
Servicer 1	Santander	Santander	Santander	Santander	Santander
Long-term Rating	A3	Baa1	Baa1	Baa1	Baa2
Short-term Rating	P-2	P-2	P-2	P-2	P-2
(Fully) amortising contracts %	70.15%	53.17%	71.78%	65.32%	54.24%
Bullet / balloon contracts %	29.85%	46.83%	28.22%	34.68%	45.7%
Method of payment - Direct Debit (minimum payment)	100%	100%	100%	100%	100%
Floating rate contracts %	75.4%	78.15%	80.61%	74.19%	82.24%
Fixed rate contracts %	24.6%	21.85%	19.31%	25.81%	17.76%
WA initial yield (Total Pool)	2.62%	3.43%	3.84%	4.4%	5.2%
WAL of Total Pool (in years)	3.0	2.2	2.8	1.9	1.5
WA seasoning (in years)	1.6	1.51	2.31	2.1	2.8
WA remaining term (in years)	5.1	3.57	5.18	3.2	2.3
Portfolio share in arrears > 30 days %	0.0%	0.0%	0.0%	0.0%	0.0%
No. of contracts	42,035	59,592	50,411	25,404	25,958
<b>Obligor Information (as % Total Pool)</b>					
No. of obligors		54,662	45,119	20,779	24,568
Name 1st largest industry	Beverage, Food & Tobacco	Beverage, Food & Tobacco	Beverage, Food & Tobacco	Beverage, Food & Tobacco	Beverage, Food & Tobacco
2nd largest industry	Construction & Building	Construction & Building	Construction & Building	Construction & Building (incl. RED)	Construction & Building
3rd largest industry	Hotel, Gaming & Leisure	Hotel, Gaming & Leisure	Hotel, Gaming & Leisure	Hotel, Gaming & Leisure	Transportation: Cargo
Size % 1st largest industry	23.79%	24.9%	22.8%	23.2%	20.8%
2nd largest industry	21.77%	17.4%	17.2%	11.8%	13.8%
3rd largest industry	7.16%	8.34%	7.9%	11.1%	5.5%
Effective Number (obligor group level)	Over 1,300	644	1,378	970	593
Single obligor (group) concentration %	0.71%	0.73%	0.67%	0.98%	0.84%
Top 10 obligor (group) concentration %	4.67%	6.53%	5.65%	6.94%	7.12%
<b>Collateral Information (as % Total Pool)</b>					
WA RE collateralisation level (WA LTV)	71.9%	72.9%	64.44%	75.6%	81.3%
Collateralised by first lien mortgage	16.07%	9.34%	22.13%	5.24%	2.84%



Deal Name	FT PYMES Santander 12	FTA PYMES Santander 11	FTA PYMES Santander 10	FTA PYMES Santander 8	FTA PYMES Santander 7
Country	Spain	Spain	Spain	Spain	Spain
<b>Geographical Stratification (as % Total Pool)</b>					
Name 1st largest region	Madrid	Madrid	Madrid	Catalonia	Madrid
2nd largest region	Andalusia	Cataluña	Cataluña	Madrid	Cataluña
3rd largest region	Cataluña	Andalusia	Andalusia	Andalusia	Andalusia
Size % 1st largest region	19.75%	21.26%	23.62%	15.91%	20.65%
2nd largest region	14.74%	17.25%	15.45%	15.85%	19.87%
3rd largest region	13.77%	13.01%	14.40%	13.19%	13.10%
<b>Asset Assumptions</b>					
Gross default / Net loss definition in this deal	12 months for loans/6months for credit lines	12 months for loans/6months for credit lines	12 months for loans/6months for credit lines	12 months for loans/6months for credit lines	12 months for loans/6months for credit lines
Type of default / loss distribution	Inverse Normal	Inverse Normal	Inverse Normal	Inverse Normal	Inverse Normal
Moody's equivalent rating for Non-RE subpool	Ba3	Ba3	Ba3/B1	Ba/B2	Ba3/B1
Moody's equivalent rating for RE subpool	B3	B3	B3/Caa1	B3/Caa1	B3/Caa1
Mean gross default rate - initial pool	13.2%	12.46%	16.94%	9.13%	9.1%
Stdev.	4.83%	4.86%	6.06%	5.83%	6.37%
CoV	36.6%	39.0%	35.75%	63.9%	70%
Stochastic Recoveries modelled?	Yes	Yes	Yes	Yes	Yes
Mean recovery rate	38.0%	37.0%	40.0%	35.0%	35.0%
Stdev. recovery rate (if any)	20.0%	20.0%	20.0%	20.0%	20.0%
Correlation severity / default	10.00%	10.00%	10.00%	10.00%	10.00%
Correlation severity	10.00%	10.00%	10.00%	10.00%	10.00%
Prepayment Rate(s)	10%	10%	10%	10%	10%
Fees	0.25% outstanding balance / 100,000 floor	0.25% outstanding balance / 100,000 floor	0.25% outstanding balance / 100,000 floor	0.50% outstanding balance / 100,000 floor	0.50% outstanding balance / 25,000 floor
<b>Capital structure (as % Total Pool)</b>					
Size of Aaa rated class					
Aa3 rated class					
A3 rated clas:	75% (Aa2)	75% (A2)	76.5% (A2)	85% (A1)	80%
Baa3 rated class			23.5%	15% (Baa1)	
Ba3 rated cla:					20% (Ba1)
B1 rated class or below	25% (Caa1)	25% (Caa1)			
Equity	5%	5%	20%	20%	20%
Reserve fund	5%	5%	20%	20%	20%

## Parameter Sensitivities

Parameter sensitivities provide a quantitative, model-indicated calculation of the number of notches that a Moody's-rated structured finance security may vary if certain input parameters used in the initial rating process differed. The analysis assumes that the deal has not aged. It is not Moody's intention to measure how the rating of the security might migrate over time, but rather, to measure how the initial rating of the security might differ as certain key parameters vary.

Parameter sensitivities for this transaction were calculated in the following manner: Moody's assumed nine scenarios derived from the combination of mean default rate: 13.2% (base case), 15.18% (base plus half notch) and 17.16% (base plus one notch) and recovery rate: 38% (base case), 33% (base minus 5%) and 28% (base minus 10%). The 13.2% - 38% scenario represents the base-case assumptions used in the initial rating process.

Table 2 below shows the parameter sensitivities for this transaction with respect to all Moody's rated tranches.



TABLE 2

	Portfolio WA PD Assumption	Recovery Rate		
		37%	32%	27%
Series A	13.20%	<b>Aa2*</b>	Aa3 (1)	Aa3 (1)
	15.18%	A1 (2)	A1 (2)	A2 (3)
	17.16%	A2 (3)	A3 (4)	Baa1 (5)
Series B	13.20%	<b>Caa1*</b>	Caa1 (0)	Caa2 (1)
	15.18%	Caa2 (1)	Caa2 (1)	Caa2 (1)
	17.16%	Caa2 (1)	Caa3 (2)	Caa3 (2)
Series B	13.20%	<b>Ca*</b>	Ca (0)	Ca (0)
	15.18%	Ca (0)	Ca (0)	Ca (0)
	17.16%	Ca (0)	Ca (0)	Ca (0)

\* Results under base case assumptions indicated by asterisk '\*'. Change in model-indicated rating (number of notches) is noted in parentheses.

**Worst-case scenarios:** When the rating was assigned, if the assumed default probability of 13.2% used in determining the initial rating was changed to 17.16% and the recovery rate of 38% was changed to 33%, the model-indicated rating for Serie A, Serie B and Serie C of Aa2(sf), Caa1(sf) and Ca(sf) would be A3(sf), Caa3(sf) and Ca(sf) respectively.

**LCC Sensitivity:** initial ratings will differ if the LCC ceiling change and other rating factors remain the same. Table 3 below shows the sensitivities for this transaction if the LCC and account bank rating would have been different.

TABLE 3

	LCC	Santander rating		
		Aaa(+6)	Aa3(+3)	A3
SERIES A	Aa2	Aa2 (0)	Aa2 (0)	<b>Aa2*</b>
	Aaa	Aa1 (1)	Aa1 (1)	Aa2 (0)

\* Results under base case assumptions indicated by asterisk '\*'. Change in model-indicated rating (number of notches) is noted in parentheses.

The Aa2/A3 (LCC ceiling and originator rating) scenario represents the base case assumptions used in the initial rating process.

At the time of the rating assignment, the model output indicated that the notes would have achieved Aa1(sf) if the LCC ceiling was Aaa, the originator bank rating was Aa3 and all other factors were unchanged.

## Monitoring

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.

**Originator Linkage:** Strong. Santander will act as servicer, issuer accounts bank, liquidity facility provider and paying agent.

**Significant Influences:** In addition to the counterparty issues noted, the following factors may have a significant impact on the subject transaction's ratings: further deterioration in the real estate market causing longer the recovery lags and higher price declines than the stressed values which were assumed in our modelling.

Counterparty Rating Triggers	Condition	Remedies
Issuer Accounts Bank	Loss of Baa3 or P-3	Replace/Eligible guarantor
Liquidity Facility Provider	Loss of Baa3 or P-3	Set up deposit in entity rated at least Baa3 or P-3

**Monitoring Report:** Moody's has reviewed the standard monitoring report (publicly available at the management company website for previous similar deals) and would welcome the following important data in addition to the information reflected on the report:

- >> All the transaction's triggers details
- >> The amount of gross excess spread before write offs
- >> The cumulative 90 days "defaults" (as obtained for the rating process of the deal)
- >> Quarterly loan-by-loan pool evolution reports (including recovery data)
- >> Specific data related to the credit lines evolution and the associated daily purchase mechanism
- >> Detail on prepayments due to loan refinancing/restructuring

## Moody's Related Research

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:

### Methodology Used:

>> [Moody's Global Approach to Rating SME Balance Sheet Securitizations, October 2015 \(SF418754\)](#)

### Credit Opinion:

>> [Banco Santander S.A. \(Spain\)](#)

### Special Report:

>> [Structural Features in the Spanish RMBS Market – Artificial Write-Off Mechanisms: Trapping the Spread", January 2004 \(SF29881\)](#)

To access any of these reports, click on the entry above. Note that these references are current as of the date of publication of this report and that more recent reports may be available. All research may not be available to all clients.

## Appendix 1: Originator's Underwriting and Collection Practices

Originator Ability:	With total assets of over EUR1.3 trillion as of June 2015, Santander is Spain's largest banking group and among the 15 largest banking groups in Europe. The group enjoys leading market positions in several major markets.
Sales and Marketing Practices:	Santander provides services to its customers through a multi-channel distribution: Branch network in Spain: N/A Employees in Spain: N/A
Underwriting Policies and Procedures:	<p>Banco Santander has established two different approaches when sanctioning a new transaction, which can be broadly summarised as:</p> <ul style="list-style-type: none"> <li>- "Standardised": For customers for whom the bank's exposure is below €500,000 a more automated process is applied, mainly based on a scoring system.</li> <li>- "Individualised": For customers for whom the bank's exposure is €500,000 or above, a risk analyst is assigned to the transaction.</li> </ul> <p>In the "Standardised" approach, most of the origination is performed at the branch level. The branch is responsible for collecting all the information related to the obligor's credit quality, which comprises a variety of data sources including financial and tax reports, as well as checks with credit bureaus such as RAI, Experian and CIRBE for adverse credit. When all data is gathered, the branch creates an electronic file. The basis of the approval system is an automated scoring system, although the branch can reject applications deemed not viable.</p> <p>In the "Individualised" approach, following the identification of the customer's financing needs a credit analyst is assigned from the beginning to the end of the approval process. The process includes regular visits to the customer as well as the usual data and documentation gathering. Obligors are assigned a rating, and the system also assigns an expected loss specific to the type of exposure.</p> <p>Several internal rating and credit scoring systems are in place which play a key role in Santander's underwriting process. The entity has four different models: three for SMEs according to size, and one for large corporates. The internal rating system for corporate assesses six quantitative and qualitative aspects of the obligor. Ratings are updated annually (when the financial statements are published) or more often if an alert is triggered. The scoring system for self-employed individuals is a very efficient tool, with scores updated monthly. The standardised and individualised approaches have already been certified by the Bank of Spain (therefore the size of regulatory capital needed is estimated with them).</p> <p>Loan applications are approved at different levels, whereby the required authority depends on the amount, maturity and guarantees of the transaction. The highest approval level is the Executive Risk Management Board.</p> <p>Business segment: Risk metrics in the approval process:</p> <ul style="list-style-type: none"> <li>- Ratings: essential element in the analysis. Controls are set up to ensure that the ratings are used in analysing the risk of each loan. If the rating has not been updated the system rejects the operation.</li> <li>- System of risk adjusted prices. This complements the assessment of risk adjusted return at customer level, calculated monthly as benchmark spread (risk cost) versus margin on risk (customer level margin).</li> </ul>
Collateral Valuation Policies and Procedures:	<p>Banco Santander uses 17 approved independent valuation companies.</p> <p>The valuator for each transaction is selected in a centralised manner by SIBASA (part of the group), which is in charge of supervising the whole valuation process (also for broker originated loans), including the quality control of the valuers.</p> <p>It is worth mentioning that if the purchase price of the property is lower than the valuation, Banco Santander will take the lower of the two.</p> <p>Quality of valuations in Spain is standardised by the Bank of Spain, which certifies valuers or <i>Sociedades de Tasación</i>.</p>
Closing Policies and Procedures:	<p>Random internal audits are carried out to double-check the inputs fed into the system.</p> <p>At closing all the documentation is scanned and a digital file is created.</p> <p>Banco Santander is in line with the Spanish standards.</p>
Credit Risk Management:	Banco Santander presents 17 regional units (one per region in Spain) with an average of 43 staff in each unit.
<b>Originator Stability:</b>	Banco Santander S.A. (Spain) (Santander; A3 Not on Watch /P-2 Not on Watch; Outlook: Positive)
Quality Controls and Audits:	Santander is regulated by the Bank of Spain and carries out annual external audits The pool to be securitised has been audited.
Regulated by:	Bank of Spain
Management Strength and Staff Quality	Banco Santander is a well established originator with a high level of sophistication.
<b>Arrears Management:</b>	
Number of Receivables per Collector:	Not Available.
Staff Description:	<p>Banco Santander branches are divided into three different categories depending on their arrears levels, and up to 95% of branch staff incentives are linked to arrears management. The bank combines the strength of its internal resources with the support of some external entities.</p> <p>In addition to the branch, and these external companies, Banco Santander allocates 84 staff (internally) for transactions less than 90 days in arrears, 26 staff for transactions between 91 and 150 days in arrears, and 79 staff for transactions above 151 days in arrears.</p>
Early Stage Arrears Practices:	<p>Transactions up to 30 days in arrears are monitored by the branch, although from day 10 external contact centres might also be utilised.</p> <p>From day 30 onwards, the transaction could be monitored by the branch as well as experts from the correspondent regional unit.</p> <p>From day 91 to day 150, the recovery of transactions below €30,000 are outsourced externally.</p> <p>Obligors under the "Individualised" approach (i.e. those with total exposure of €500,000 or above) are managed by the specific analyst originally assigned to cover these assets in arrears.</p>
Late Stage Arrears Practices:	<p>If after 151 days the arrears have not been resolved (either repayment or renegotiation), the bank prepares for the commencement of litigation procedures. Transactions below €30,000 are outsourced to external lawyers (Banco Santander works with 156 different law firms throughout Spain).</p> <p>The auction usually takes place no less than 18 months from the moment the claim is submitted</p>
Average Time to Repossess:	Not Available
Loan Modifications:	Not Available

Report Number: SF423766

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