Appendix A

A Glossary of Terms

BALANCE OF REVENUE AFTER TAXES

Net income after taxes. It is the sum of income from loans, investments and other services less deposit interest costs, loan losses, overhead expenses, and all domestic and foreign taxes.

BALANCE SHEET

A condensed financial statement showing the distribution, type and amount of assets, liabilities and capital of a corporation at the end of the corporation's fiscal year.

BANK INTEREST RATE SPREAD

Not to be confused with interest rate spread. Bank spread is a generic term indicating a measure of the difference between yield on assets and cost of deposits in a bank. Measures of bank spread include after tax return on average assets, net yield-cost spread on earning assets and net spread on loans.

BANKERS' ACCEPTANCES A bill of exchange or negotiable instrument drawn by the borrower for payment at maturity and accepted by a chartered bank. The acceptance constitutes a guarantee of payment by the bank. By virtue of this feature, the bill becomes negotiable and can be traded in the money market. A company can thus borrow in the money market not only against its own security but also against the guarantee of the accepting bank.

BOOK VALUE

The amount of net asset (i.e. the amount of assets remaining after all liabilities are paid off) belonging to the shareholders of a corporation.