#### THE DECLINE AND FALL OF THE SECURITIZATION MARKETS

#### **Kedran Garrison Panageas**

Fixed Income Strategy: CDOs / Interest Rate Derivatives kedran.g.panageas@jpmchase.com (212) 270-0137

S

This presentation was prepared exclusively for the benefit and internal use of the JPMorgan client to whom it is directly addressed and delivered (including such client's subsidiaries, the "Company") in order to assist the Company in evaluating, on a preliminary basis, the feasibility of a possible transaction or transactions and does not carry any right of publication or disclosure, in whole or in part, to any other party. This presentation is for discussion purposes only and is incomplete without reference to, and should be viewed solely in conjunction with, the oral briefing provided by JPMorgan. Neither this presentation nor any of its contents may be disclosed or used for any other purpose without the prior written consent of JPMorgan.

The information in this presentation is based upon any management forecasts supplied to us and reflects prevailing conditions and our views as of this date, all of which are accordingly subject to change. JPMorgan's opinions and estimates constitute JPMorgan's judgment and should be regarded as indicative, preliminary and for illustrative purposes only. In preparing this presentation, we have relied upon and assumed, without independent verification, the accuracy and completeness of all information available from public sources or which was provided to us by or on behalf of the Company or which was otherwise reviewed by us. In addition, our analyses are not and do not purport to be appraisals of the assets, stock, or business of the Company or any other entity. JPMorgan makes no representations as to the actual value which may be received in connection with a transaction nor the legal, tax or accounting effects of consummating a transaction. Unless expressly contemplated hereby, the information in this presentation does not take into account the effects of a possible transaction or transactions involving an actual or potential change of control, which may have significant valuation and other effects.

Notwithstanding anything herein to the contrary, the Company and each of its employees, representatives or other agents may disclose to any and all persons, without limitation of any kind, the U.S. federal and state income tax treatment and the U.S. federal and state income tax structure of the transactions contemplated hereby and all materials of any kind (including opinions or other tax analyses) that are provided to the Company relating to such tax treatment and tax structure insofar as such treatment and/or structure relates to a U.S. federal or state income tax strategy provided to the Company by JPMorgan.

JPMorgan's policies prohibit employees from offering, directly or indirectly, a favorable research rating or specific price target, or offering to change a rating or price target, to a subject company as consideration or inducement for the receipt of business or for compensation. JPMorgan also prohibits its research analysts from being compensated for involvement in investment banking transactions except to the extent that such participation is intended to benefit investors.

JPMorgan is a marketing name for investment banking businesses of JPMorgan Chase & Co. and its subsidiaries worldwide. Securities, syndicated loan arranging, financial advisory and other investment banking activities are performed by a combination of J.P. Morgan Securities Inc., J.P. Morgan plc, J.P. Morgan Securities Ltd. and the appropriately licensed subsidiaries of JPMorgan Chase & Co. in Asia-Pacific, and lending, derivatives and other commercial banking activities are performed by JPMorgan Chase Bank, N.A. JPMorgan deal team members may be employees of any of the foregoing entities.

This presentation does not constitute a commitment by any JPMorgan entity to underwrite, subscribe for or place any securities or to extend or arrange credit or to provide any other services.

#### Overview

- The global 'liquidity glut' sought out yield and 'Fed' the housing bubble.
- Risk-based capital requirements and off-balance sheet accounting led to an explosion of securitization.
- CDOs offered diversification and credit tranching but repackaged increasingly levered securities; correlation was massively underestimated.
- Subprime and CDO losses triggered a system-wide de-leveraging process; securitization (the unregulated banking system) is in peril. Financial disclosure, accounting and regulatory capital rules will be revised.
- A broad-based recapitalization of banks, guarantors, and conduits is required (halfway completed). Earlier negative returns and the spectre of nationalization discourages private investment.
- Spillover into markets such as Alt-A, HELOCs, credit cards, auto loans, student loans and commercial mortgages. Corporate lending is down as well.

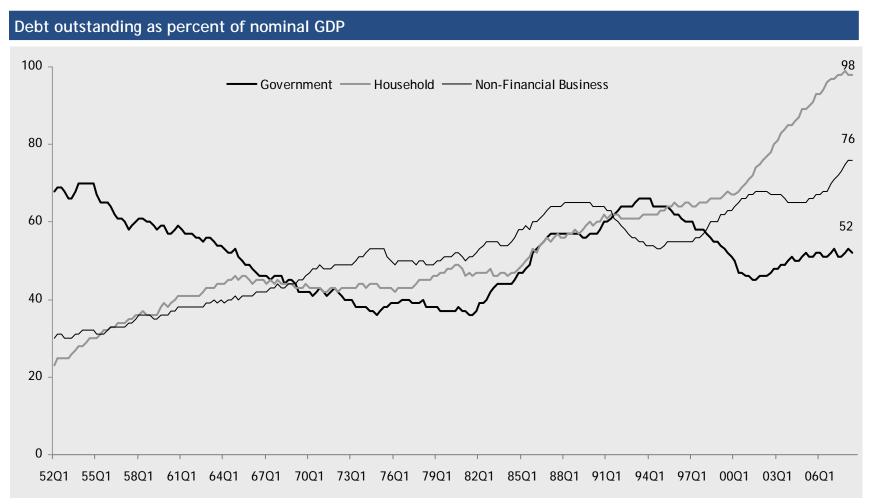
S

#### Agenda

Credit Expansion	2
Drivers of Securitization	9
Subprime: the first domino	14
The role of CDOs	19
The credit crunch is not contained	30
Appendix	42

# CREDIT EXPANSION

#### Household leverage increased massively over time

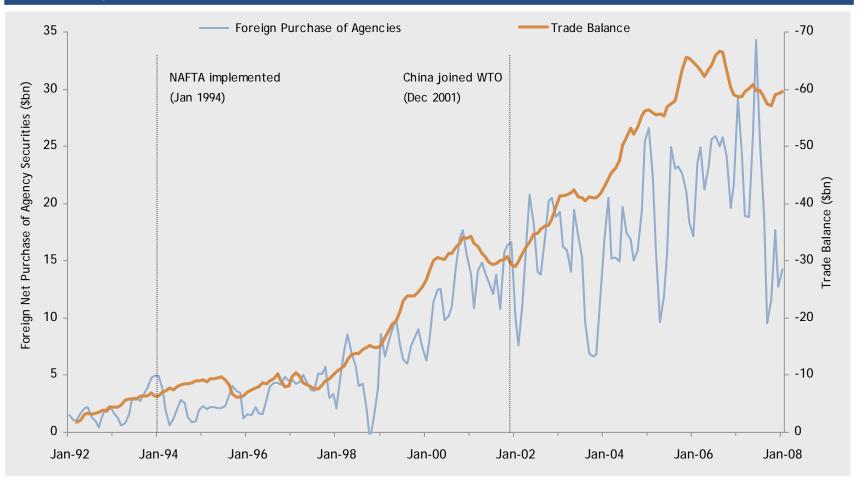


Source: Federal Reserve. As of 2008 Q2.

# REDIT EXPANSION

#### ...fed by the global liquidity glut

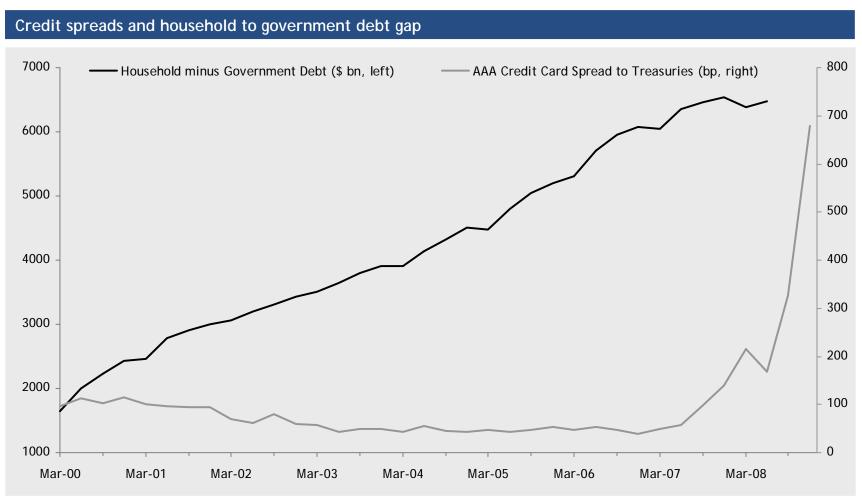
Trade balance and foreign purchases of agencies. Foreign net purchases of agencies and the US trade balance. 3-month avg.



Source: JPMorgan, US Census, TIC

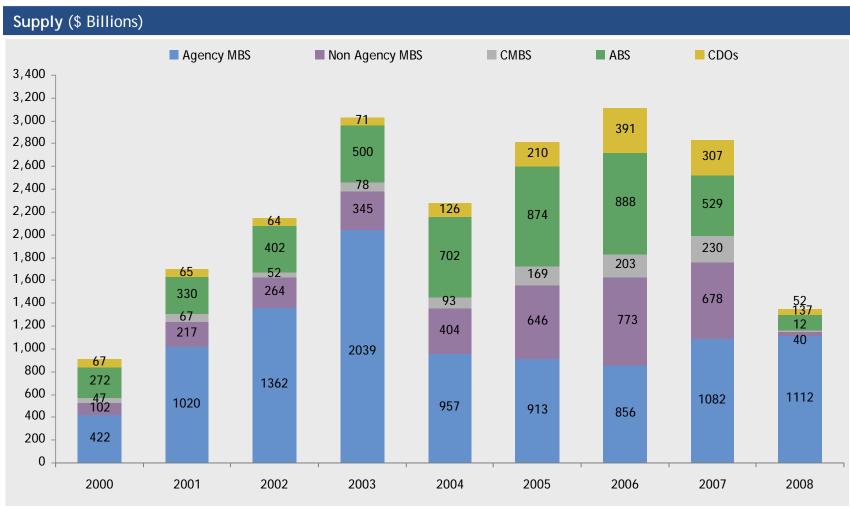
## CREDIT EXPANSIO

### The "virtuous credit cycle" kept spreads tight for a long time



Source: J.P. Morgan, Federal Reserve

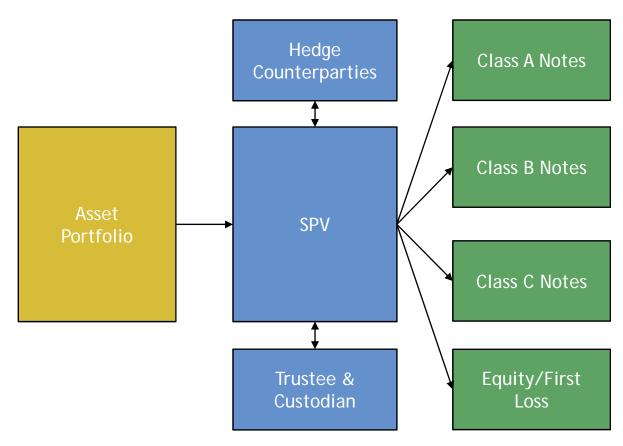
#### Securitization drove US credit expansion



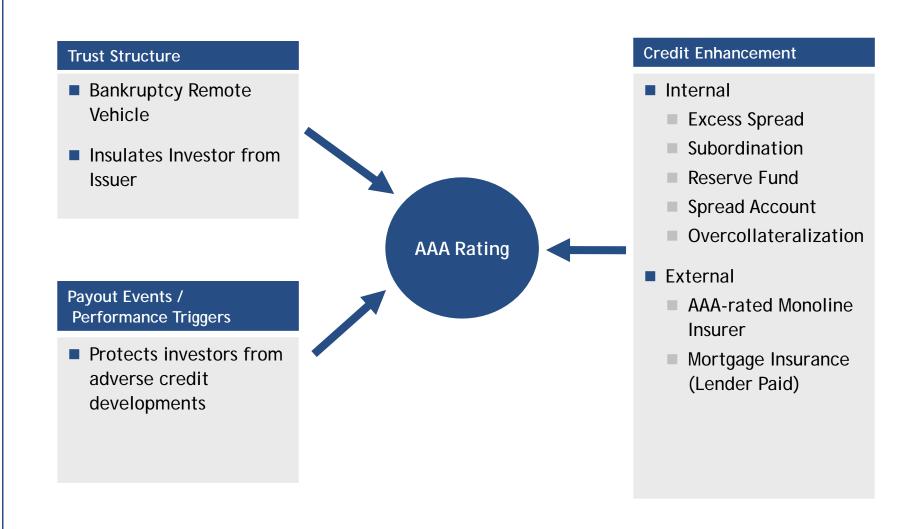
\* Non-Agency MBS through Nov. 2008 Sources: J.P. Morgan, SIFMA

#### Securitization example: Pooled credit, tranched risk

- Cash transactions involve outright purchase (true sale) of assets and funded issuance of notes
- Assets sourced in the market (dealer warehouses) or from balance sheet of originator
- Repayment of the ABS is derived from cash flow generated by the underlying assets
- Broad theme for structured credit: expanding markets, increasing liquidity, distributing risk



#### How do ABS issued get AAA Ratings?



S

#### Agenda

Credit Expansion	2
Drivers of Securitization	9
Subprime: the first domino	14
The role of CDOs	19
The credit crunch is not contained	30
Appendix	42

J.P.Morgan

### Basel 1 promoted securitization through regulatory arbitrage

	Balance Sheet	Post-Securitization
Assets	\$100 Mortgages	\$98.50 Notes
Risk weight	x 50%	x 0% (No capital against sold tranches)
Capital charge	x 8%	x 8%
Capital requirement	\$ 4.00	\$ 0.00
Assets	-	\$1.5 Equity tranche
Capital charge	-	x 100%
Capital requirement	-	\$ 1.50
Total Capital requirement	\$ 4.00	\$ 1.50

\$98.5 Notes
(Sold)

\$1.5 Equity (Retained)

#### Basel 1

- Capital requirement = flat 8% capital charge \* risk-weighted assets (RWA)
- Risk weight categories overly broad, capital charge not aligned to underlying economic risk
- Rating agency capital requirement less than regulatory capital charge leads to capital arbitrage via securitization

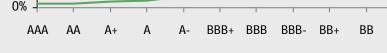
#### Basel II lowered risk weights for highly rated assets, encouraging banks to invest in ABS and increasing the role of rating agencies

#### Risk weights under Basel II Standardized Approach (%)

Rating	Corporates	Securitization	Resid Mortgages (Prime)*
AAA-AA	20	20	35
Single-A	50	50	35
BBB	100	100	35
BB	100	350	35
Single-B	150	**	35
Below	150	**	35
NR	100	**	35
Basel I	100	100	50

Source: BIS, June 2004. \*Ratings not applicable. \*Deduction/Supervisory formula.

#### 



8% 10% 12% 20% 35%

Source: BIS, June 2004.

7%

400%

300%

200%

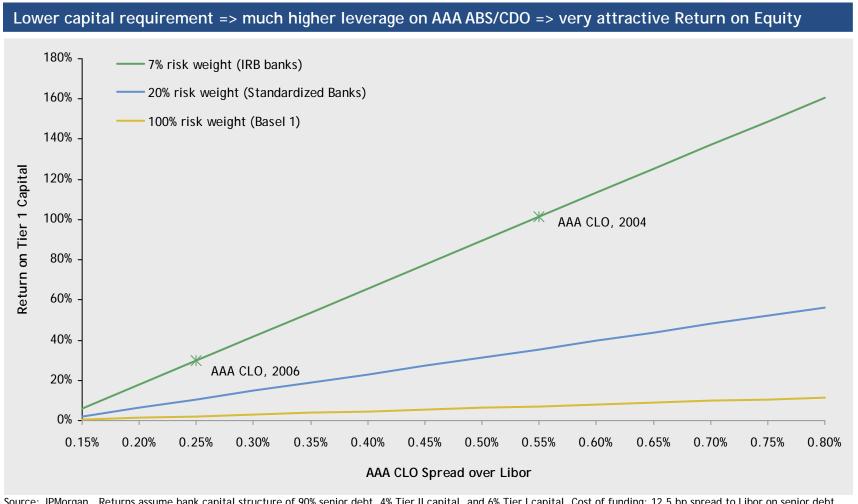
100%

BB-

250%

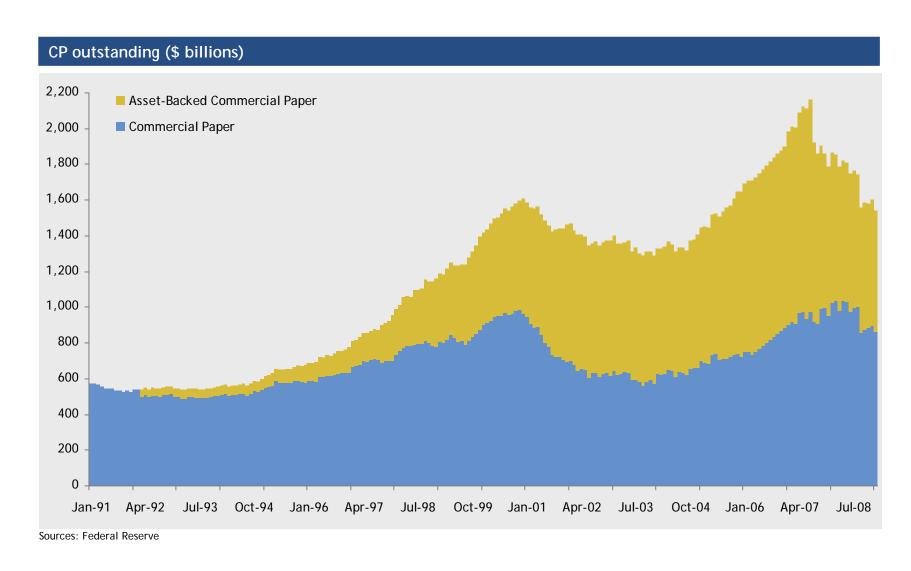
100%

## As allowable leverage increased, AAA spreads narrowed (and non-bank investors were priced out)



Source: JPMorgan. Returns assume bank capital structure of 90% senior debt, 4% Tier II capital, and 6% Tier I capital. Cost of funding: 12.5 bp spread to Libor on senior debt and 20bp spread to Libor on Tier II capital (average from June 2005-June 2007).

## CP markets offered non-term financing at cheap rates, aided by regulatory treatment of liquidity facilities (0% risk weighting)



J.P.Morgan

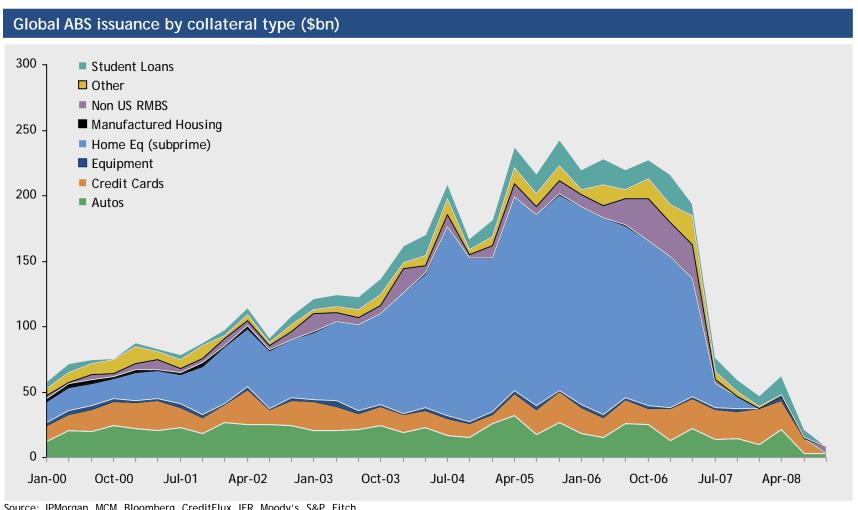
S

#### Agenda

Credit Expansion	2
Drivers of Securitization	9
Subprime: the first domino	14
The role of CDOs	19
The credit crunch is not contained	30
Appendix	42

#### $\circ$ Z \_ \_ \_ 0 S $\simeq$ ш $_{\perp}$ ш PRIM Ω $\supset$

#### **ABS** product types



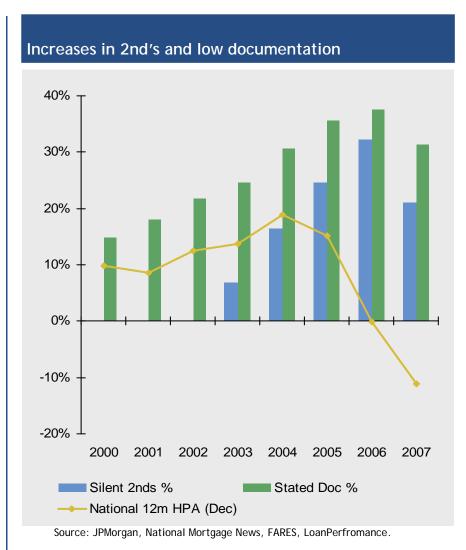
Source: JPMorgan, MCM, Bloomberg, CreditFlux, IFR, Moody's, S&P, Fitch

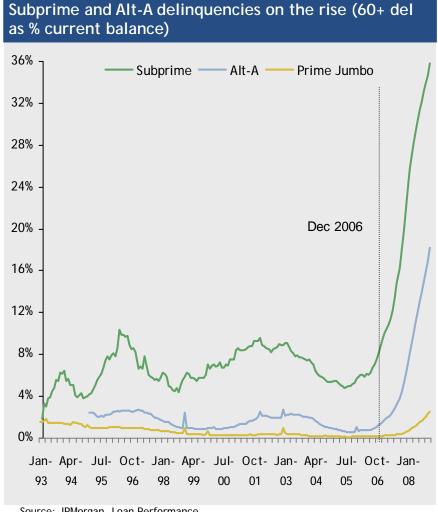
### DOMINO S $\simeq$ 工 ш SUBPRIM

#### **Types of Home Equity Loans**

	2nd	Lien	/ \	1st	Lien	
	2nd Lien/ High LTV	Home Equity Line of Credit	/ Subprime \ B&C	Alt-B	Alt-A	PrimeJumbo A
Borrower	Prime Near Prime	Prime	Credit Impaired	Near Prime	Prime Documentation Property Type	Prime
Lien	2nd	2nd	1st	1st	1st	1st
LTV	2nd: 90% HLTV: 115%	90%-100%	80%-85%	80%-85%	75%	70%
WAC	2nd: 8%-10% HLTV: 12%	6%	7%-8%	6.5%-7.5%	6.5%	6.25%
FICO	690-715	715	600-625	650-700	715	725
Originators	Countrywide CSFB (HEMT) GMAC RFC (RFMS2)	Countrywide GreenPoint RFC (RFMS2) Wachovia	Ameriquest / Countrywide / Option One / RFC /	Ameriquest Impac RFC (RAMP)	Countrywide IndyMac RFC (RALI)	Chase Countrywide Wells Fargo WaMu
			sset Backed ome Equity		Mortg Back	

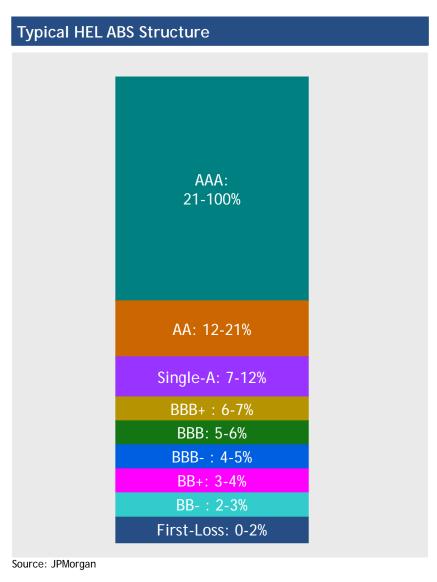
#### Fuel for the fire: declining credit standards, increased reliance on refi, and a burst of the real estate bubble

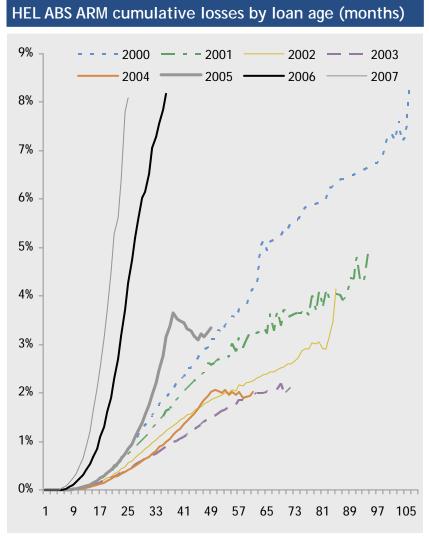




0

#### Basecase collateral loss estimates were around 4-5%





Source: JPMorgan, Intex, Deal documents.

Z \_ ∑

S

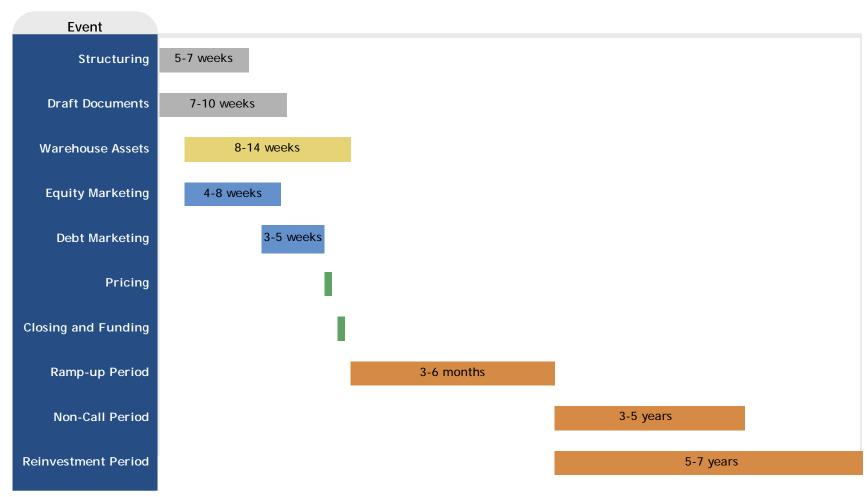
#### Agenda

Credit Expansion	2
Drivers of Securitization	9
Subprime: the first domino	14
The role of CDOs	19
The credit crunch is not contained	30
Appendix	42

#### What is a CDO?

#### **Basic Accounting CDO Balance Sheet** A CDO is a tranched investment fund Comparable to a finance company Borrows money (liabilities) Invests in collateral (assets) Has residual value (equity) Equity represents an ownership stake and Liabilities first loss position Assets **CDO** Typically managed by a seasoned asset Senior & CDO manager with a strong track record in the Mezz respective asset class collateral Debt pool Repayment of liabilities relies on the performance of the underlying collateral Credit enhancement and tranching created different rating levels, allowing involvement of a wide investor base **CDO Equity** Equity investors look for monetization of illiquidity premia and ratings arbitrage

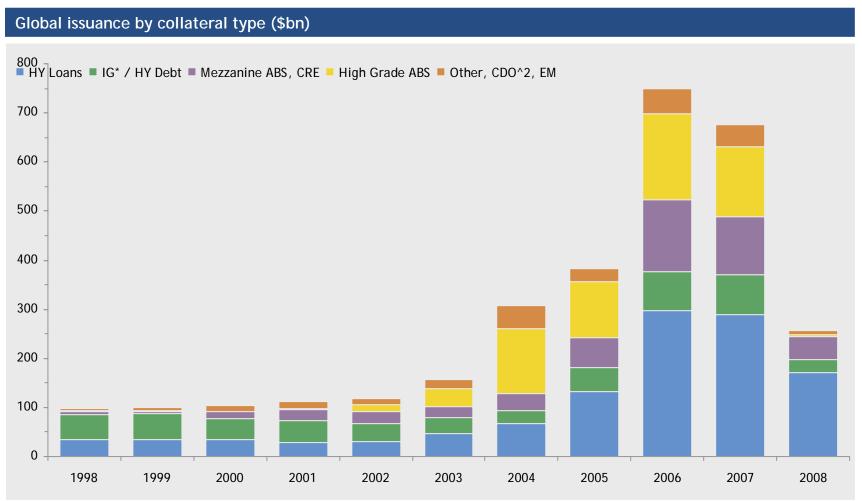
#### Indicative CDO timeline



Note: The information presented above is indicative and subject to change. The timeline of an actual CDO may vary significantly from the information set forth above.

#### $\circ$ $\circ$ 0 ш $\circ$ $\simeq$ ш $_{\perp}$

#### The CDO market boom (and bust) cycle

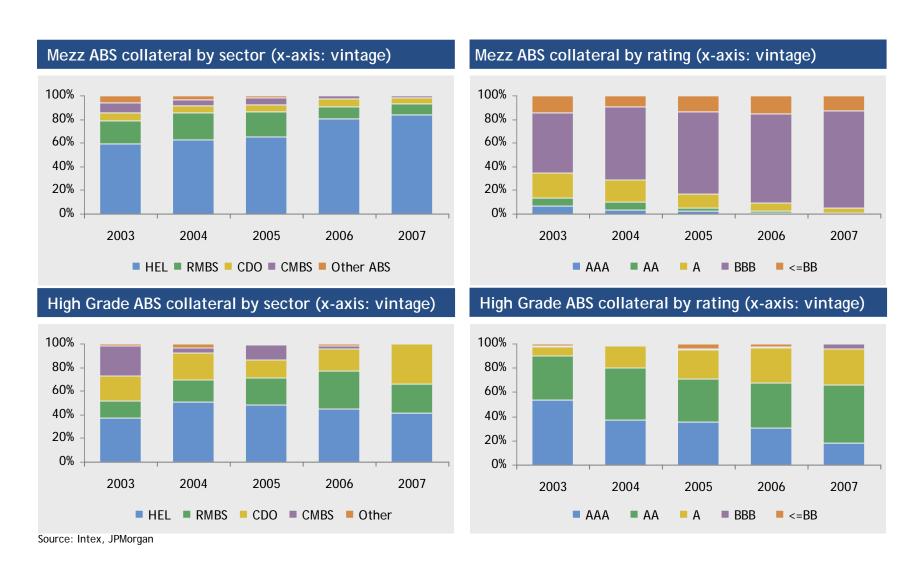


Source: JPMorgan, MCM, Bloomberg, CreditFlux, IFR, Moody's, S&P, Fitch.

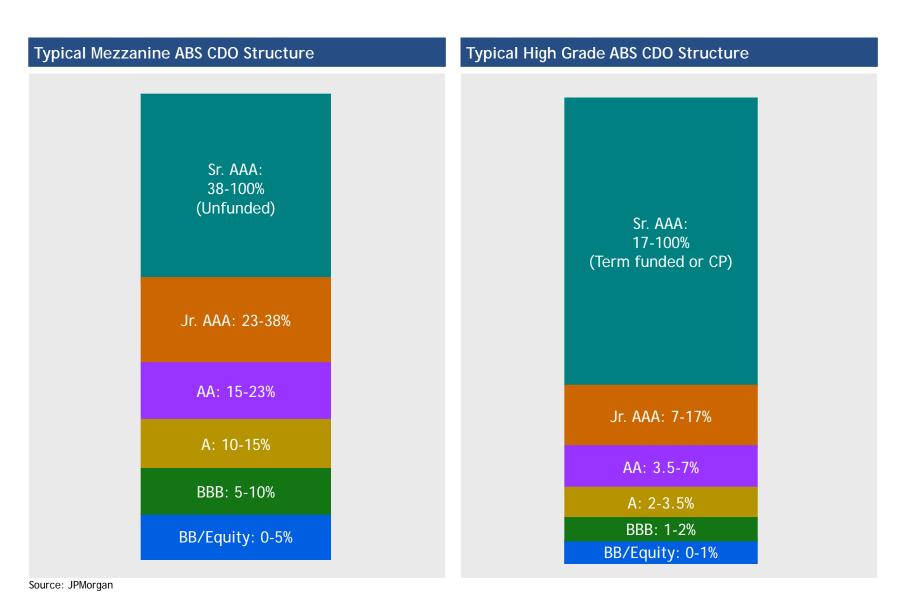
\*Excludes unfunded IG corporate exposure

## HE ROLE OF CDOS

#### ABS CDOs hold other Asset-Backed Securities



#### Higher rated assets allow higher leverage



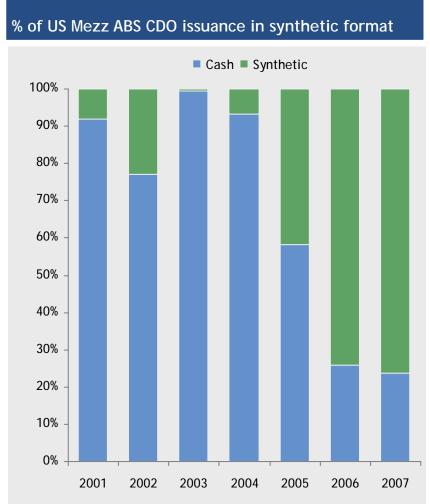
 $\circ$  $\circ$ 0 0  $\simeq$ **Ξ** ⊢

J.P.Morgan

#### Securitization can be "synthetic"

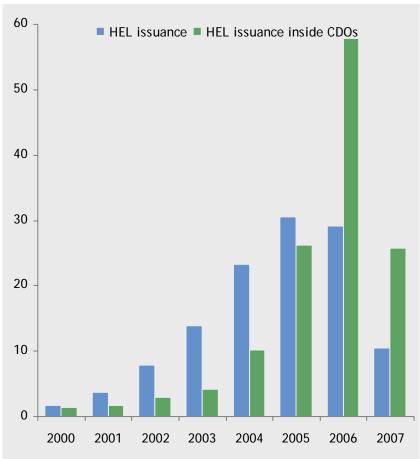
# HE ROLE OF CDOS

### Synthetics facilitated the growth of ABS CDOs beyond the cash market



Source: JPMorgan, MCM, Bloomberg, CreditFlux, IFR, Moody's, S&P, Fitch.

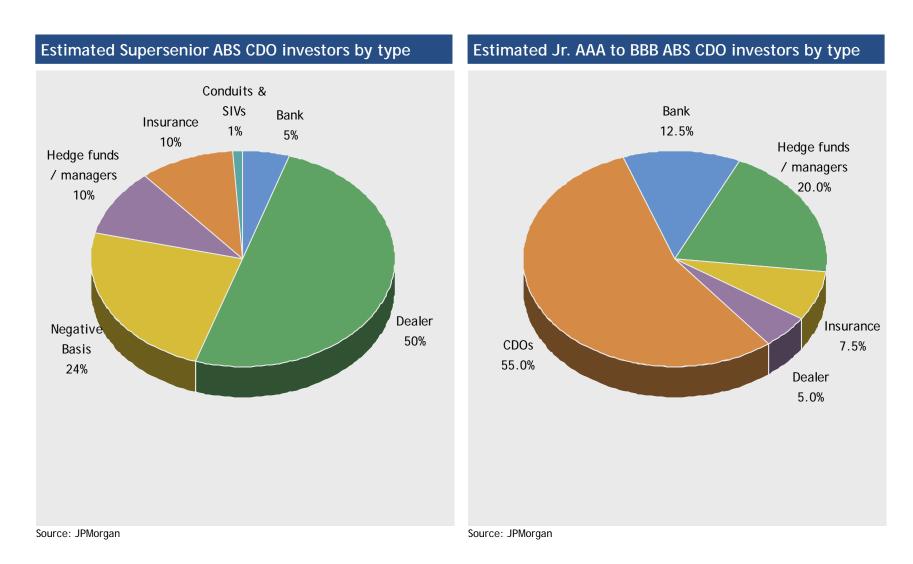
#### Total Mezz ABS CDO volume\* vs US BBB/BB HEL ABS issuance (\$ billions)



Source: JPMorgan, MCM, Bloomberg, CreditFlux, IFR, Moody's, S&P, Fitch. \*ABS CDO volume scaled by typical HEL share of portfolio.

#### S 0 $\circ$ ш 0 ш 0 $\simeq$ ш $\vdash$

#### Who bought CDOs?



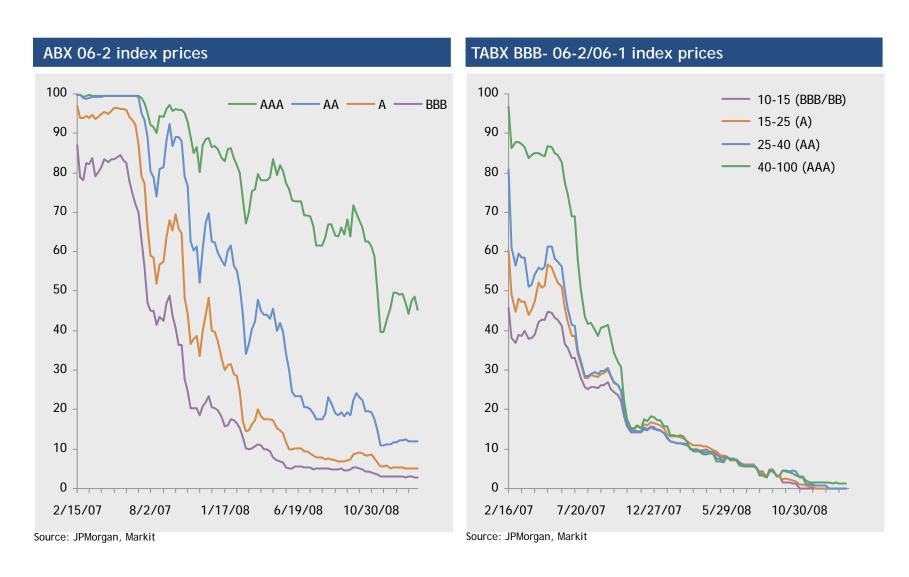
#### ABX and TABX: new benchmarks for ABS and CDOs

Each TABX series composed of 40 underlying reference obligations (06-2 = 20 of ABX 06-2 and 20 of **ABX 06-1)** Reference Standardized Mortgage **ABX Ref Obs** Portfolio **Obligations Tranches** BBB- 1 AAA 40-100% BBB- 2 BBB- 3 25-40% AA Subprime BBB-4 15-25% Α Mortgages BBB- 5 10-15% BBB 5-10% BBB-BBB- ... Residual BBB- 40 0-5%

#### $\circ$ $\circ$ 0 ш $\circ$ $\propto$ ш

**Ξ** ⊢

#### Liquid synthetic benchmarks helped to re-price risk quickly



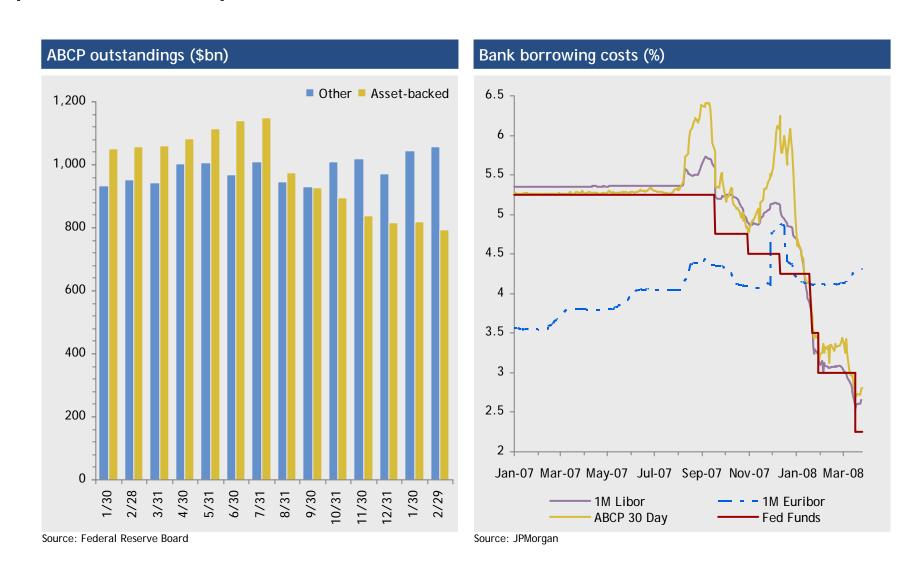
S

#### Agenda

Credit Expansion	2
Drivers of Securitization	9
Subprime: the first domino	14
The role of CDOs	19
The credit crunch is not contained	30
Appendix	42

#### A I N Z 0 $\circ$ 0 $\geq$ S $_{\perp}$ $\circ$ $\geq$ $\supset$ $\alpha$ $\circ$ $\simeq$ $\circ$ ш $_{\perp}$

#### Turmoil in the short-term markets implies balance sheet squeeze, even liquidation



#### Off-balance sheet assets weren't far enough off balance sheet

15 largest global liquidity providers (as o	of 2007 Q1)
Issuer	\$mn
ABN AMRO Bank N.V.	103,075
Citibank, N.A.	90,798
Bank of America Corp.	84,637
JPMorgan Chase Bank N.A	73,342
Morgan Stanley	64,764
Wachovia Bank N.A.	51,282
Barclays Bank PLC	49,866
Deutsche Bank AG	42,594
Bank of Scotland	42,121
Rabobank Nederland	41,669
Societe Generale	38,450
Lloyds TSB Bank PLC	32,583
Royal Bank of Scotland PLC	32,269
WestLB AG	30,390
Fortis Bank	29,201
Total	807,041

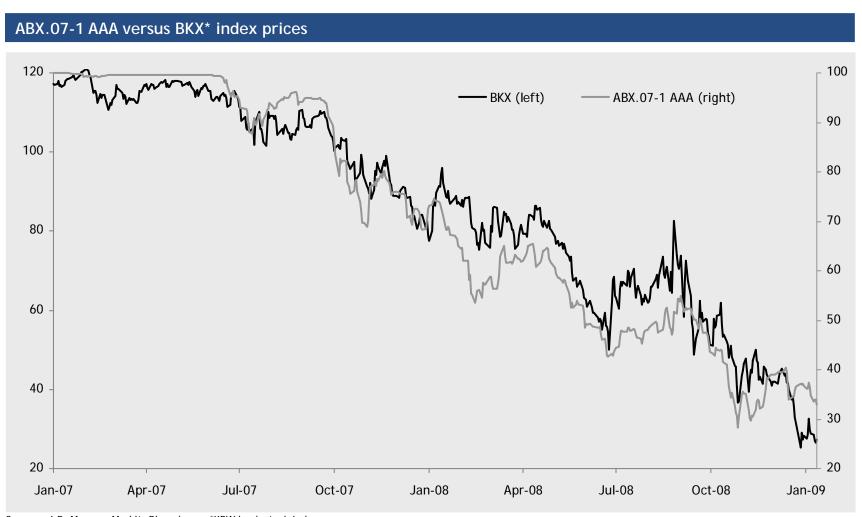
Source: Standard & Poors.

#### Estimated putable HG ABS CDO ABCP exposure (as of 08/2007)

Put provider	Outstandings (\$mn)
Citi	\$18,968
Barclays	\$18,805
Soc Gen	\$5,855
West LB	\$5,777
BOA	\$4,600
Credit Suisse	\$4,022
Calyon	\$4,020
Goldman Sachs	\$3,865
Bear Stearns	\$3,600
Wachovia	\$2,293
UBS	\$1,672
JPMorgan	\$880
Rabobank	\$880
AIG	\$737
Merrill	\$624
Morgan Stanley	\$174
Total	\$76,771

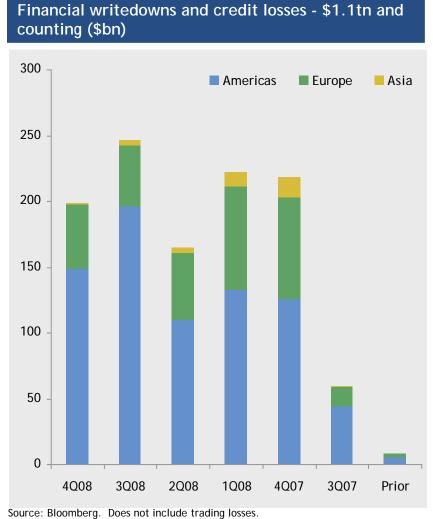
Source: JPMorgan, Moody's, S&P, Fitch, Bloomberg, MCM.

### Into the vortex: declining asset prices pull equity prices ever downwards

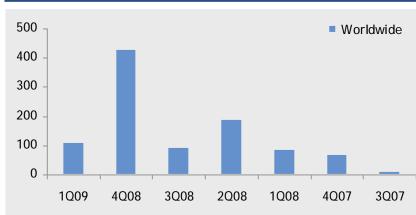


Source: J.P. Morgan, Markit, Bloomberg. \*KBW bank stock index.

#### Structured Finance writedowns necessitate capital infusions across the bank and guarantor community







 $\geq$  $\triangleleft$ 

 $\geq$ 

0

 $\circ$ 

0  $\geq$ 

 $\perp$  $\circ$  $\geq$  $\supset$ 

 $\simeq$  $\circ$ 

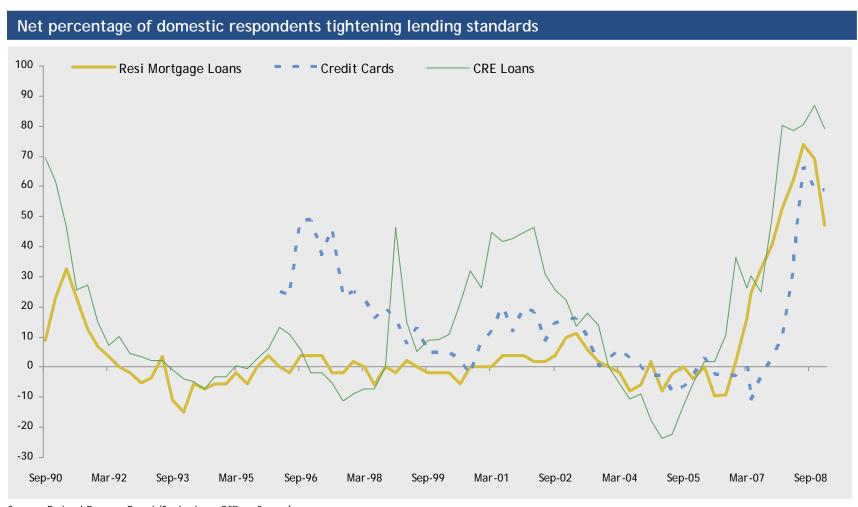
 $\alpha$  $\circ$ ш  $\perp$ 

# A decent chunk of banks' capital holes have been plugged, but \$750-1000bn remains

Estimates of financial sector potential losses as of October 2008 (in billions of US dollars)									
		Breakdown of Losses							
	Out- standing	Estimated Losses on Loan & Mark-to- market Losses on Securities	Banks	Insurance	Pensions/ Savings	GSEs & Government	Other (Hedge Funds, etc.)		
Unsecuritized Loans									
Subprime	300	90							
Alt-A	600	100							
Prime	3,800	100							
Commercial real estate	2,400	60							
Consumer loans	1,400	40							
Corporate loans	3,700	75							
Leveraged loans	170	20							
Total for loans	12,370	485	215-280	20-40	20-40	60-100	80-100		
Securities									
ABS	1,100	300							
ABS CDOs	400	300							
Prime MBS	3,800	150							
CMBS	940	300							
Consumer ABS	650	25							
High-grade corporate	3,000	50							
High-yield corporate	600	50							
CLOs	350	50							
Total for securities	10,840	1225	615-690	170-200	175-220	70-160	125-270		
Total for loans & securities	23,210	1,710	800-1,000	190-235	160-290	125-250	200-360		

Source: J.P. Morgan

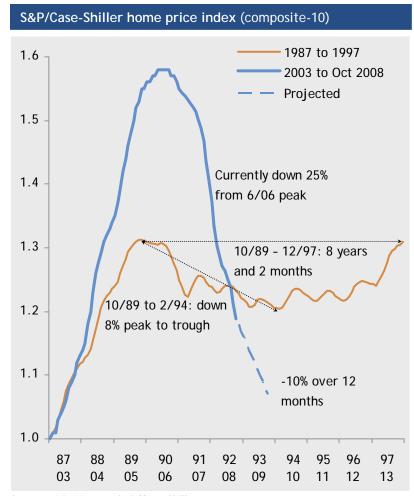
# The credit crunch remains in full swing



Source: Federal Reserve Board (Senior Loan Officer Survey)

 $\perp$ 

#### Danger of overshooting on the way down



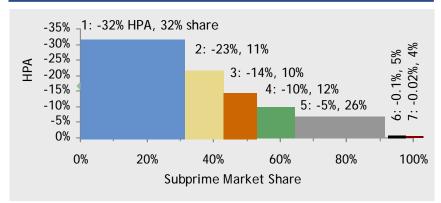
Source: J.P. Morgan, S&P/Case-Shiller

#### No. of borrowers (owner occupied, first lien mortgage) by CLTV

Current CLTV									
	<80%	80-90%	90-100%	>100%	Borrowers underwater				
Alt-A	931,310	478,112	521,972	1,357,584	41%				
Subprime	1,438,821	715,026	738,104	1,476,263	34%				
Jumbo	1,069,345	307,495	247,956	383,490	19%				
Agency	20,100,000	6,900,000	2,100,000	1,200,000	4%				
Total	23,539,476	8,400,633	3,608,033	4,417,338	11%				

Source: J.P. Morgan, LoanPerformance

#### State HPA distribution (peak to current HPA, market share)

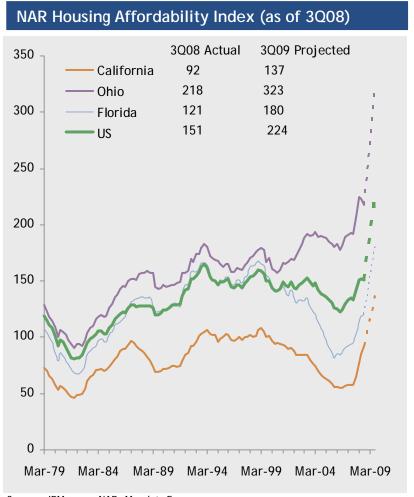


Group 1: CA, NV, AZ; Group 2: FL; Group 3: RI, MI, MA, NH, HI, OH, MN; Group 4: NY, MD, NJ; Group 5: WY, IL, VA, PA, WA, LA, DC, CT, ME, GA, WI, OR, AL, ND, CO, NE, VT, TN, AK, AR, NC, KY, DE, OK, WV, ID, UT; Group 6: TX; Group 7: NM, SC, IA, IN, KS, MO, MS, MT, SD.

As of June 2008

Source: J.P.Morgan, LoanPerformance

#### Inventory overhang remains; buyers' market





Source: JPMorgan, NAR, Moody's Economy.com

# NTAINED

00

0 N

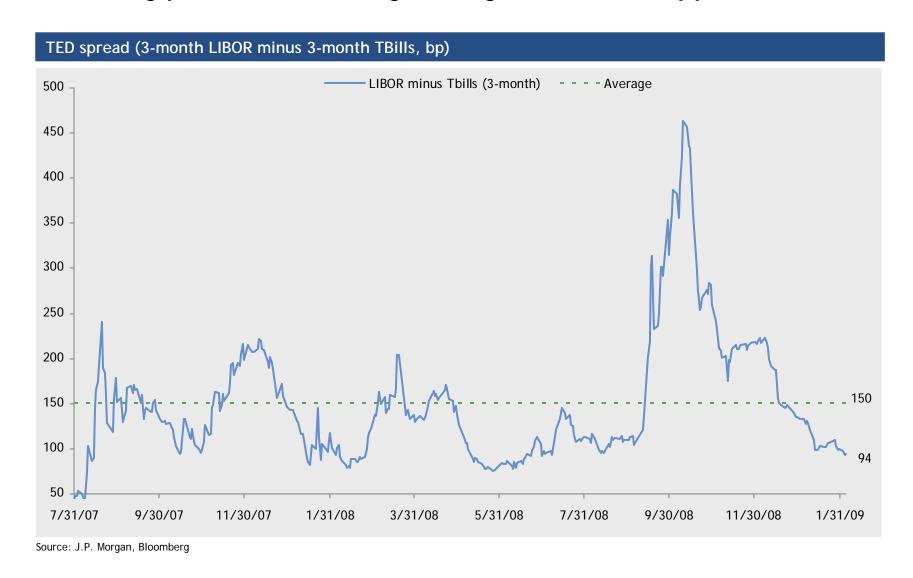
СН

Z 0

CR

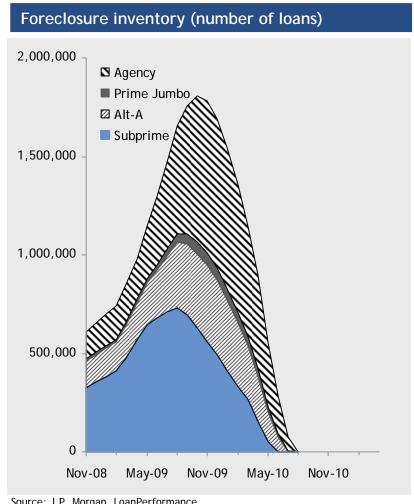
THE CRED

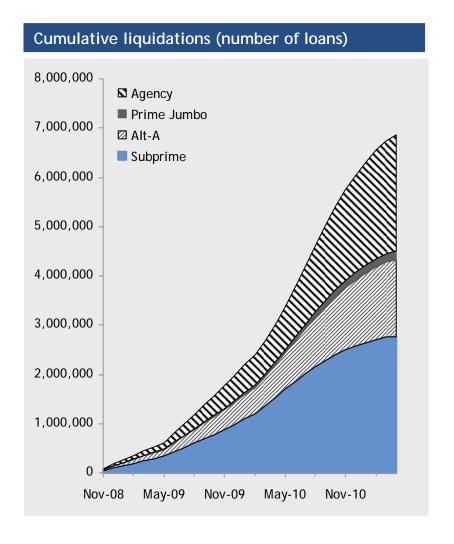
## Bank funding pressure receding after government support



J.P.Morgan

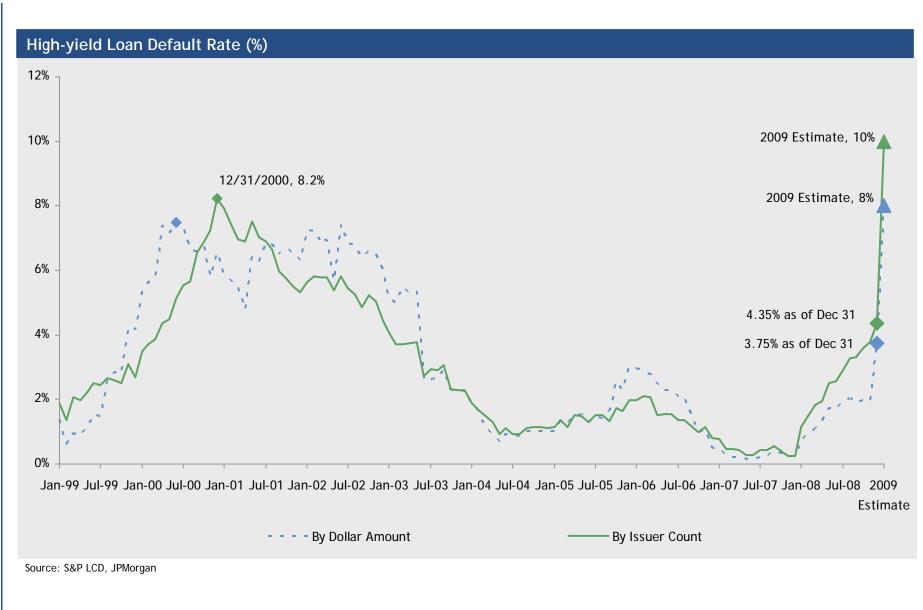
#### Foreclosures will get much worse: 2010 explosion in liquidations





Source: J.P. Morgan, LoanPerformance

# High-yield loan default rate expected to rise to 10% in 2009, base case, according to JPMorgan High Yield Strategy; risk is to upside



J.P.Morgan

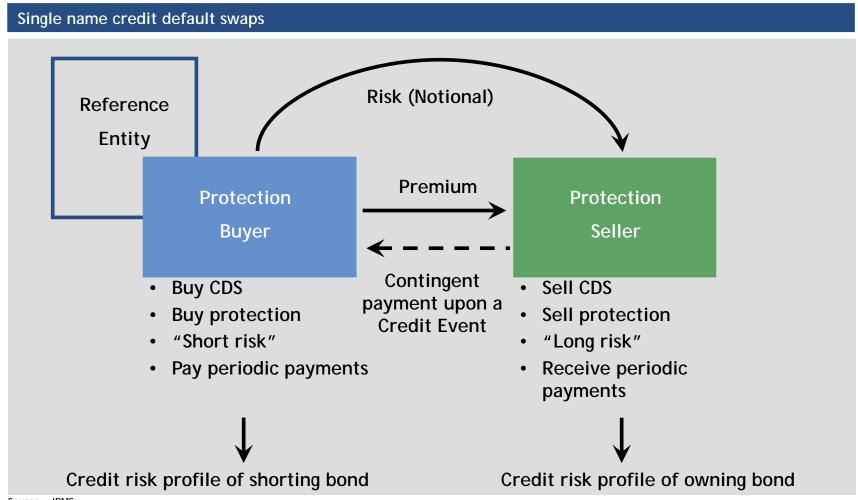
S

# Agenda

Credit Expansion	2
Drivers of Securitization	9
Subprime: the first domino	14
The role of CDOs	19
The credit crunch is not contained	30
Appendix	42

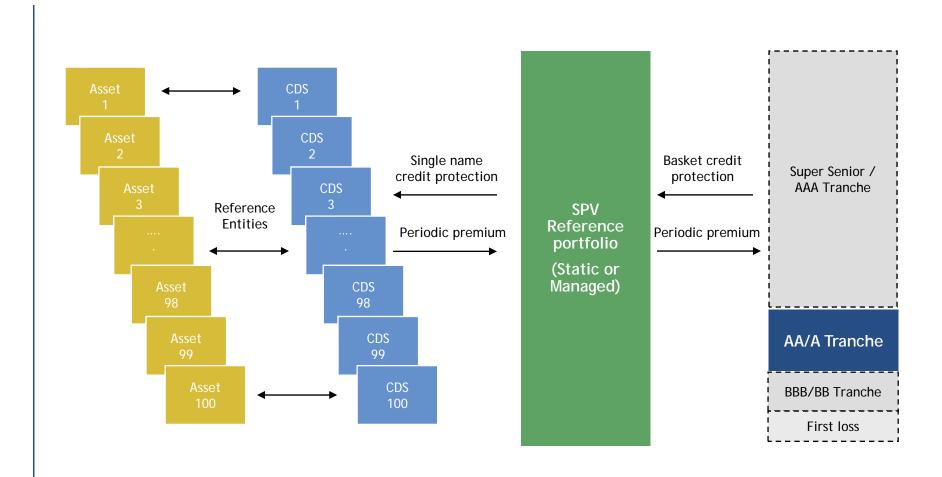
J.P.Morgan

### Single-Name CDS basics



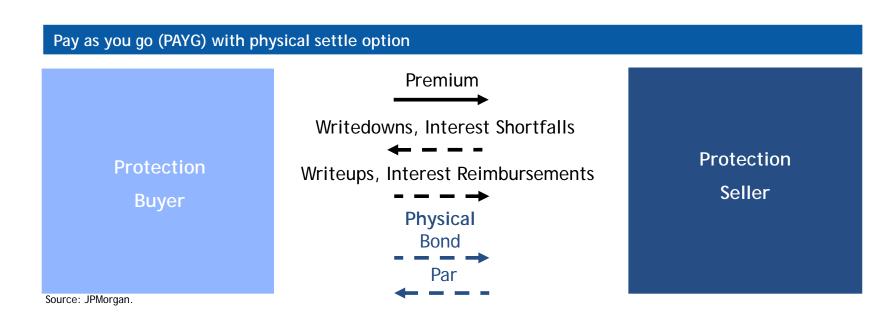
Source: JPMS.

# **Synthetic Corporate Securitization**



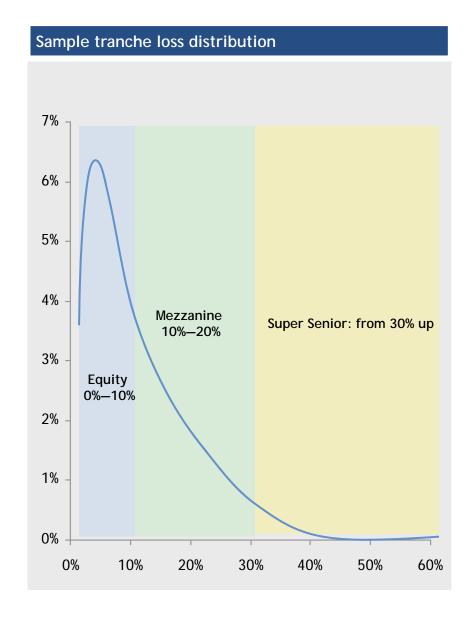
# "Pay-as-you-go" credit default swaps specifically designed for ABS securities

- Reference Obligation is cusip-specific: performance varies by trust, rating level
- Trade notional amortizes with the underlying
- After credit events protection buyer has the option to physically settle the contract
  - Option avoids risk of short squeeze limited universe of deliverable obligations
  - Avoids reliance on cash valuation in less liquid markets
- Otherwise, pay-as-you-go settlement: contingent payments as writedowns and interest shortfalls occur
- Term extends to final maturity of the underlying

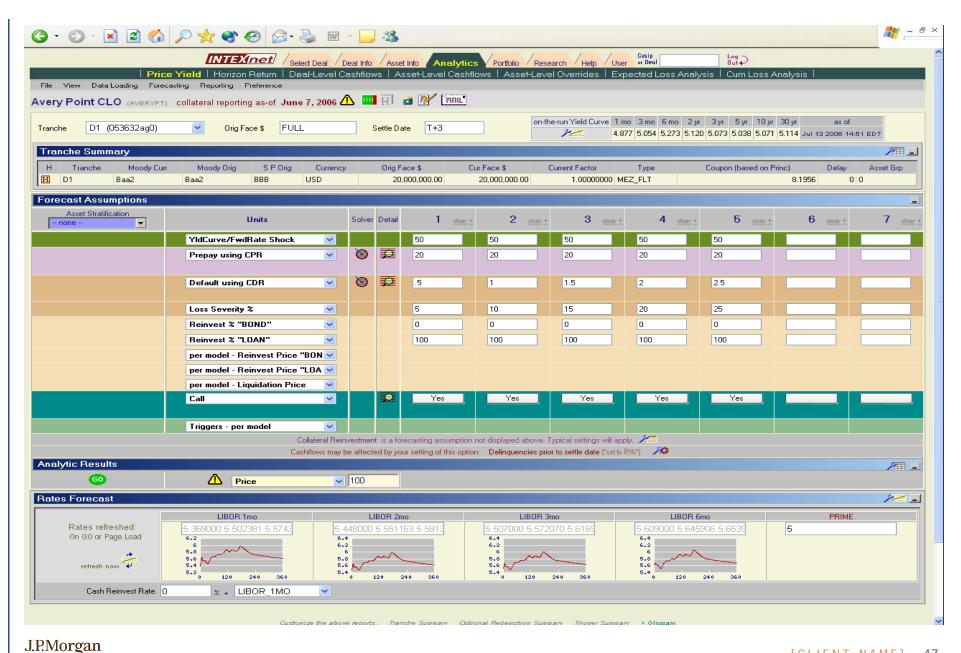


#### **CDO** rating basics

- Most CDO tranches are rated by at least two, perhaps three, of Moody's, Standard & Poor's, and Fitch
- Rating agencies examine portfolio characteristics, structural parameters, legal documentation, and the CDO manager's track record and operational experience
- Rating process is to
  - model the portfolio
  - generate default distributions
  - run cashflow scenarios based off default assumptions and other factors (interest rates, default timing, etc.)
  - quantify tranche risk
- All three agencies have moved to a Monte-Carlo approach - assets are modeled with individual
  - default probabilities
  - recovery rates (possibly stochastic)
  - asset correlation factors to
    - industry / ABS sector
    - wider market
    - originator (ABS/CMBS) or manager (CDO)



### Intex is predominant cashflow modeling tool



# Typical debt scenario analysis

