

# Optimization Methods Inc.

Optimization Methods, Inc. ♦ 225 Peachtree Street ♦ Atlanta, GA 30303

Optimization Methods, Inc.  
225 Peachtree Street  
Atlanta, GA  
phone: 404 586-6819  
Germany: +49-5636-999633  
e-mail: info@optimization-methods.com

June, 21<sup>st</sup> 2003

## **Translation: letter of reference of Mr. Stockschläder, member of the FIDUCIA board**

Dear Sirs,

As a Full-service provider for Information Technology FIDUCIA AG Karlsruhe/Stuttgart supports Financial service businesses with banking application systems, computer center services and IT-infrastructures. About 570 cooperative banks with a total volume of balance sheet of more than 200 billion Euros, and also special and private banks, are using the broad IT-services of FIDUCIA. FIDUCIA is one of the leading German banking-IT service providers with more than 90,000 users and 2,700 employees.

FIDUCIA has commissioned Mr. Klaus Hoffesommer to develop a system for balancing collateral securities and ascertaining the amount of blank credit as base component of our credit management application.

The method for optimized balancing of collateral securities, developed by Mr. Hoffesommer, is used for this system. Thus far an optimized balancing of complex loan engagements was an unsolved problem, due to the fact that an applicable method to ascertain an optimal order of balancing did not exist. With this method, for which Mr. Hoffesommer has applied for patents, it is now possible for the first time, to reduce the expenditure for the development and for the management of credit engagements, to optimize the documentation of security risks, and to take better advantage of the collateral pool. It should be emphasized, that with the employment of this method an essential acceleration of the decision-making process is achieved, leading to a lowering of payroll costs as well as the costs in the entire credit area of the banks. In addition the accelerated balancing of collateral securities reduces the costs in the IT-area.

Mr. Hoffesommer has completed the development successfully in time and has supervised over the pilot project flexibly and very reliably. His software product, that is in daily operation for banks of FIDUCIA since the first quarter of 2002, comes fully and completely up to our expectations.

We are very satisfied with the IT-method developed by Mr. Hoffesommer. We thank Mr. Hoffesommer for the achievement for FIDUCIA, and we readily recommend his product. Furthermore we are pleased with the continuation of the partnership cooperation.