# IN THE UNITED STATES DISTRICT COURT FOR THE NORTHERN DISTRICT OF ILLINOIS EASTERN DIVISION

LAWRENCE E. JAFFE PENSION PLAN, on Behalf of Itself and All Others Similarly	) )
Situated, Plaintiff,	) Case No. 02-C-5893
V.	) )
HOUSEHOLD INTERNATIONAL, INC., et al.,	Judge Jorge L. Alonso

# MEMORANDUM IN SUPPORT OF DEFENDANT DAVID A. SCHOENHOLZ'S MOTION FOR PARTIAL SUMMARY JUDGMENT ON LIABILITY

Defendant David A. Schoenholz ("Schoenholz") files this Memorandum in Support of his Motion for Partial Summary Judgment on Liability (the "Motion") and shows:

# INTRODUCTION AND SUMMARY OF ARGUMENT

David Schoenholz is the former Chief Financial Officer of Defendant Household International, Inc. ("Household"). Plaintiffs sued Schoenholz, Household, and two other Household officers, including former Chief Executive Officer William F. Aldinger ("Aldinger"), for allegedly making 40 misrepresentations in violation of the Securities Exchange Act of 1934.<sup>2</sup>

The jury found that 23 of the alleged misrepresentations were *not* actionable, and it also found that Schoenholz was not liable for a statement co-defendant Gary Gilmer ("Gilmer") made to the media.<sup>3</sup>

With regard to the 16 remaining statements, it is undisputed that Schoenholz made seven statements in Household's Securities and Exchange Commission ("SEC") filings and one

Glickenhaus & Co. v. Household Int'l, Inc., 787 F.3d 408, 426 (7th Cir. 2015).

<sup>&</sup>lt;sup>3</sup> *Id.* at 414 and 428; *Dkt. No.* 1611 (Jury Verdict dated May 7, 2009).

statement at an Investor Relations Conference,<sup>4</sup> but, the Seventh Circuit reversed and remanded the District Court's judgment in favor of Plaintiffs with regard to eight remaining statements. As this Court recognized in its September 2015 Order, "the Seventh Circuit's opinion requires a retrial on whether [Schoenholz] 'made' the following statements within the meaning of *Janus* [*Capital Group, Inc. v. First Derivative Traders*, 564 U.S. 135 (2011)]:" seven statements in press releases associated with SEC filings (the "Press Releases")<sup>5</sup> and one statement in Aldinger's presentation to a Goldman Sachs on December 4, 2001 (the "Goldman Sachs Presentation").<sup>6</sup> *Dkt. No.* 2042 at p. 2.<sup>7</sup>

Based on the *Janus* precedent, Schoenholz acknowledges that he "made" the statements attributed to him in the Press Releases. Retrial is, therefore, unnecessary for those statements.

Aldinger has conceded that he made the Goldman Sachs Presentation, and the evidence conclusively shows that Aldinger – not Schoenholz – made the challenged statements. Schoenholz did *not* have ultimate authority over or the means of communication of the Goldman Sachs Presentation and, thus, Schoenholz *did not make* the challenged statements in the Goldman Sachs Presentation.

Pursuant to Federal Rule of Civil Procedure 56, the Court should grant summary judgment with regard to the 8 statements at issue with regard to Schoenholz.

Statement Nos. 16, 18, 21, 23, 24, 29, 36 & 37 (see Dkt. No. 1611 (Jury Verdict) and Dkt. No. 2042 (Order on Issues to be Retried)). A copy of Dkt. No. 1611 is attached as Exhibit A.

<sup>&</sup>lt;sup>4</sup> *Id.* at 428.

<sup>&</sup>lt;sup>6</sup> Statement No. 23 (see Dkt. No. 1611 (Jury Verdict) and Dkt. No. 2042 (Order on Issues to be Retried); see Glickenhaus, 787 F.3d at 428.

<sup>&</sup>lt;sup>7</sup> See Glickenhaus, 787 F.3d at 428.

#### APPLICABLE LEGAL STANDARDS

# I. Standard for Summary Judgment Under Fed. R. Civ. P. Rule 56

Summary judgment is appropriate when a movant demonstrates that "there is no genuine dispute as to any material fact and [that] the movant is entitled to judgment as a matter of law." *Horsley v. Trame*, 808 F.3d 1126, 1128 (7th Cir. 2015) (quoting Fed. R. Civ. P. 56(a)).

On remand, a trial is not always required. *See Publisher's Res., Inc. v. Walker-Davis Publications, Inc.*, 762 F.2d 557, 559-60 (7th Cir. 1985) ("Where no material factual issues are present, a summary judgment proceeding is the functional equivalent of a new trial; under such circumstances a full-scale trial is neither necessary nor helpful."). A District Court is also not obligated to re-open discovery to allow a party to cure deficiencies on remand. Given the available evidentiary record, if no reasonable jury could return a verdict in favor of the nonmoving party, summary judgment is required. *Anderson v. Liberty Lobby, Inc.*, 477 U.S. 242, 248 (1986).

# II. Standard for Personal Liability Under § 10(b) of the Exchange Act and Rule 10b-5

Pursuant to Rule 10b–5, it is unlawful for any person, directly or indirectly, "[t]o make any untrue statement of a material fact" in connection with the purchase or sale of securities. 17 CFR § 240.10b–5(b). The Supreme Court has narrowly defined the term "maker" in order to keep "narrow dimensions" on the implied private right of action under Rule 10b–5. *U.S. S.E.C. v. Carter*, No. 10 C 6145, 2011 WL 5980966, at \*2 (N.D. III. Nov. 28, 2011).

For Rule 10b-5 purposes, "the *maker* of a statement is the person or entity with *ultimate* authority over the statement . . ." *Janus Capital Group, Inc. v. First Derivative Traders* ("*Janus*"), 564 U.S. 135, 175 (2011) (emphasis added). Fundamentally, "[o]ne 'makes' a

statement by stating it." *Id.* "The phrase at issue in Rule 10b-5, '[t]o make any . . . statement,' is thus the approximate equivalent of 'to state." *Id.* (internal quotations removed).

Ordinarily, attribution within a statement itself, or implied from the surrounding circumstances, is strong evidence that the statement "was made by—and only by—the party to whom it is attributed." *Id.* This is tantamount to the relationship between a speechwriter and a speaker: "[e]ven when a speechwriter drafts a speech, the content is entirely within the control of the person who delivers it. **And it is the speaker who takes credit—or blame—for what is ultimately said.**" *Id.* (emphasis added).

Accordingly, with respect to Rule 10b-5 claims against corporate officers, *Janus* restricts liability "to instances in which ... those officers—as opposed to the corporation itself—had 'ultimate authority' over the statement." *U.S. S.E.C. v. Carter*, No. 10 C 6145, 2011 WL 5980966, at \*2 (N.D. Ill. Nov. 28, 2011) (citation omitted). A defendant has "ultimate authority" over a particular statement (and thus qualifies as a "maker" of that statement) when he or she has control over *both* the content of the statement and the way in which it was communicated. *Janus*, 564 U.S. at 175.

The Seventh Circuit applied this same reading of *Janus* to the present case on appeal: "as we understand *Janus*, [the purported maker of a statement] must have actually exercised control over the content of [the statements at issue] and whether and how they were communicated." *Glickenhaus*, 787 F.3d at 427.

Finally, as the *Janus* Court explained, no private right of action exists against "aiders and abettors." 564 U.S. at 175 (citing *Central Bank of Denver, N. A. v. First Interstate Bank of Denver, N. A.*, 511 U.S. 164, 180 (1994)). Even if a person contributed "substantial assistance"

to the making of a statement – but did not actually exercise ultimate authority over that statement – no private claim exists. *See id*.

#### **ARGUMENT**

I. There Is No Genuine Issue of Material Fact that Schoenholz Did Not "Make" the Statements Contained in the Goldman Sachs Presentation.

Based on the record and the rule of law articulated in *Janus*, Schoenholz did not "make" the statements in the Goldman Sachs Presentation.

A. <u>Background: William Aldinger's Goldman Sachs Presentation.</u>

The Jury Verdict defines Statement No. 23 as follows:

23.	12/04/2001	Goldman Sachs Presentation	December 4, 2001 Goldman Sachs Presentation: defendants made false statements regarding Household's accounting practices, including reaging and restructuring.
		Plaintiffs' Exhibit 1248	"Charge off policies are appropriate for our target market and result in proper loss recognition" (PFG000158)
L			"All policies have been consistently applied and realistically report results" (PFG000158)
		Ì	"Why are Household's Credit Losses Better"
III			- better credit skills (PFG000152)

See Exhibit A – Dkt. No. 1611 (Jury Verdict) at p. 61.

Plaintiffs' Exhibit 1248 is a PowerPoint presentation. *See* Ex. B – Plaintiffs' Exhibit 1248. During trial, former Household CEO William Aldinger testified that he presented that PowerPoint to a group of institutional investors and analysts at a conference organized by Goldman Sachs on December 4, 2001. Ex. C-1 (excerpts of trial testimony) at Vol. 15, 45:8-46:6. Aldinger spoke to the group for approximately 50 minutes. Ex. C-2 at Vol. 20, 108:20.

Aldinger's name appears on Exhibit 1248 as the author and presenter of the Goldman Sachs Presentation, and that exhibit was admitted during his testimony. *See* Ex. B – Plaintiffs' Exhibit 1248 at PFG148 (noting that the presentation was made by "Bill Aldinger – Chairman

and Chief Executive Officer" and that Exhibit 1248 was admitted at trial during Aldinger's testimony).

Aldinger testified that the PowerPoint accurately reflects the comments he made to the individuals assembled at the Goldman Sachs conference. Ex. C-1 at Vol. 15, p. 46. Also, while the PowerPoint was drafted with input from a group (Ex. C-1 at Vol. 15, p. 85), Aldinger repeatedly testified that the PowerPoint was "my presentation" or "my Goldman presentation." Ex. C-1 at Vol. 15, pp. 82, 82, and 243.

Aldinger testified that he orally made two of the three specifically-challenged statements that are quoted in Plaintiffs' Exhibit 1248:

- Q. [by Plaintiffs' attorney Daniel Drosman] The top slide there, you ask the question, "Have Household's accounting policies impacted results?" Right?
- A. [by Aldinger] That's right.
- Q. And, then, you proceeded to answer that question to all of the investors and analysts present, correct?
- A. That's right.
- Q. And in the third bullet point, you wrote, "Chargeoff policies are appropriate for our target market and result in proper loss recognition," right?
- A. That's right.
- Q. And that's what you told folks, right?
- A. Yes.
- Q. And, then, you said, "All policies have been consistently applied and realistically report results," right?
- A. That's right.
- Q. And when you said "policies" there, you were telling folks about your accounting policies, weren't you?
- A. Yes.

Ex. C-1 at Vol. 15, p. 47. This testimony *conclusively disproves* that Schoenholz made two of challenged statements.

None of the Defendants were asked about the third statement in Exhibit 1248, other than Aldinger admitting that he wrote the PowerPoint slide on which that statement appeared. *See* Ex. B – Trial Ex. 1248 at PFG148 (Aldinger listed the author/presenter of the Goldman Sachs Presentation); Ex. C-1 at Vol. 15, 45:8-46:6 (Aldinger's testimony that he made the Goldman Sachs Presentation); Ex. C-1 at Vol. 15, p. 46 (Aldinger's testimony that the presentation accurately reflected his comments to the individuals assembled at the Goldman Sachs conference).

During trial, the Plaintiffs did not ask Schoenholz about Exhibit 1248 *at all*, and the Plaintiffs never offered any evidence that Schoenholz made any the challenged statements. David Schoenholz's name appears on one slide of Exhibit 1248, but that slide was presented by Aldinger – not Schoenholz – and none of the statements on that slide are included in the challenged statements identified in the Jury Verdict as Statement No. 23. *Compare* Ex. A – *Dkt. No.* 1611 (Jury Verdict) – at p. 61 (defining Statement No. 23) *with* Ex. B (Plaintiffs' Trial Exhibit 1248) at PFG158, slide 22 (Aldinger's slide quoting Schoenholz).

Likewise, during discovery, the Plaintiffs asked Schoenholz about Aldinger's statements at the Goldman Sachs event,<sup>8</sup> but such testimony was not offered at trial and did not show that Schoenholz authored or presented any of the challenged statements from the Goldman Sachs Presentation.

The Plaintiffs' examination of Aldinger at trial unequivocally demonstrated that Aldinger was the "maker" of the statements identified in the Jury Verdict as Statement No. 23.

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<sup>&</sup>lt;sup>8</sup> See Exhibit D (excerpts of Schoenholz's deposition testimony) at pp. 165-166. Schoenholz discussed his attendance at Aldinger's presentation, during which Aldinger addressed Household's reserves, addressed whether Household had any latent unrecognized credit losses, and responded to a Barron's article regarding Household's accounting practices). Schoenholz also addressed his participation in a question and answer session after Aldinger's presentation, but the challenged statements included in Statement No. 23 concern statements on Aldinger's PowerPoint slides and in Aldinger's presentation.

# B. The Goldman Sachs Presentation is Not Attributable to Schoenholz.

In *Janus*, the Supreme Court stressed the importance of a statement's attribution. *Janus*, 564 U.S. at 175 ("attribution within a statement or implicit from surrounding circumstances is strong evidence that a statement was made by--and only by--the party to whom it is attributed.").

As reflected in the summary judgment record, none of the statements in the Goldman Sachs Presentation and, critically, none of the specifically-challenged statements, were ever attributed to Schoenholz. To the contrary, the record shows that Aldinger made the Goldman Sachs Presentation, and Aldinger's testimony acknowledges that he *wrote* and *spoke* the challenged statements to the conference attendees. Ex. C-1 at Vol. 15, p. 47.

In addition to the fact that the statements *are* attributable to Aldinger, there is no evidence proving direct or indirect attribution to Schoenholz. Schoenholz's name and signature do not appear in connection with any of the challenged statements in Exhibit 1248. *See WM High Yield Fund v. O'Hanlon*, No. CIV.A. 04-3423, 2013 WL 3231680, at \*3 (E.D. Pa. June 27, 2013) ("O'Hanlon") (applying *Janus* and finding that defendant did not "make" the statement in question because, among other reasons, it did not bear his signature). There is also no evidence that Aldinger attributed any of the challenged statements to Schoenholz during the course of his presentation. The record is also bereft of evidence that Schoenholz adopted as his own the challenged statements that Aldinger made in connection with the Goldman Sachs Presentation. *See O'Hanlon*, 2013 WL 3231680, at \*8. In short, there is no evidence that any of the allegedly misleading statements in the presentation were explicitly attributed to Schoenholz. *See id.* at \*4.

Likewise, none of the statements in the Goldman Sachs Presentation are implicitly attributable to Schoenholz. Aldinger acknowledged that he delivered the presentation. The Goldman Sachs Presentation – Ex. B (Plaintiffs' Exhibit 1248) – bore a single name on its title

page: William Aldinger. *See* Ex. B at PFG148. As *Janus* recognized, "the content [of a speech] is *entirely* within the control of the person who delivers it," and there is no dispute that Aldinger delivered the presentation. *Janus*, 131 S. Ct. at 2302 (emphasis added).

Further, even though Schoenholz was aware of the Goldman Sachs Presentation, was part of a larger group that assisted Aldinger with providing information for that presentation, and attended that presentation, it is equally clear that such limited association does *not* give rise to any private right of action against Schoenholz. *Janus*, 564 U.S. at 175 (even if a person contributed "substantial assistance" to the making of a statement – but did not actually exercise ultimate authority over that statement – no private claim exists). At trial, Plaintiffs presented no evidence of any allegedly false or misleading statements made by Schoenholz during the Goldman Sachs conference, and the record evidence demonstrates that the Goldman Sachs Presentation statements were made by, and only by, Aldinger. *Janus*, 564 U.S. at 175; *also In re Fannie Mae 2008 Sec. Litig.*, 2012 WL 3758537, at \*16–17 (S.D.N.Y. Aug. 30, 2012) (holding that underwriter-defendant did not have "ultimate authority" over misstatements when they were not directly attributed to it, despite any involvement defendant may have had in drafting the misstatement).

C. <u>Schoenholz Did Not Have Ultimate Authority over the Content of the Goldman Sachs Presentation.</u>

To hold Schoenholz personally liable for misrepresentations made in the Goldman Sachs Presentation not attributed to him, the Plaintiffs must show that Schoenholz possessed "ultimate authority" over the content of those statements. *Janus*, 131 S. Ct. at 2302; *In re Pfizer Inc. Sec. Litig.*, 936 F. Supp. 2d 252, 268 (S.D.N.Y. 2013). Plaintiffs cannot carry that burden because there is no evidence in the record to support it.

Indeed, the summary judgment record is clear that:

- Aldinger was Chief Executive Officer of Household in 2001 and Schoenholz held a lower position, Chief Financial Officer (see Ex. B – Plaintiffs' Exhibit 1248 – at PFG148);
- Aldinger called the meeting regarding the creation of the PowerPoint presentation, which Schoenholz attended (Ex. C-1 at Vol. 15, 80:21-82:14);
- Aldinger admitted at trial that he wrote some, if not all, of the challenged statements from the Goldman Sachs Presentation (Ex. C-1 at Vol. 15, p. 47);
- There was no trial evidence that Schoenholz wrote any of the challenged statements from the Goldman Sachs Presentation;
- There was no trial evidence that Schoenholz was the speaker of any of the challenged statements from the Goldman Sachs Presentation;
- There was no trial evidence that Schoenholz decided, directed Aldinger to include, or *even could have had the power* to direct Aldinger to include the statements in Plaintiffs' Exhibit 1248 or to speak the words that Aldinger spoke at the Goldman Sachs Presentation.

This set of facts comes nowhere close to the standard required by *Janus*—that the defendant must have "ultimate authority" over the content of the statement. *Janus*, 131 S. Ct. at 2302. Consistent with that standard, courts since *Janus* have disallowed Rule 10b-5 claims against defendants who were far more involved in misstatements than Schoenholz was here. As the Court explained in one recent case rejecting Rule 10b-5 liability, it is not enough that a defendant "merely requested, influenced, helped create, or supplied information for the relevant false or misleading statements." *In re CytRx Corp. Sec. Litig.*, No. CV141956GHKPJWX, 2015 WL 5031232, at \*6 (C.D. Cal. July 13, 2015) (citing *Fulton Cnty. Emps. Ret. Sys. v. MGIC Inv. Corp.*, 675 F.3d 1047, 1051 (7th Cir. 2012) (rejecting claim that "by inviting Williams and Draghi to speak [on investor call] MGIC effectively 'made' their statements itself')); *Ho v. Duoyuan Global Water, Inc.*, 887 F.Supp.2d 547, 576 (S.D.N.Y. 2012) (finding auditor "had the final authority to decide whether an audit opinion was released to the public," while parent

company's "sanctioning power is more consistent with mere influence rather than ultimate authority")).

Schoenholz was not "ultimately responsible" for the Goldman Sachs Presentation's content, and therefore did not "make" any statements contained in that presentation for purposes of Rule 10b-5 liability. *See Hawaii Ironworkers Annuity Trust Fund v. Cole*, No. 3:10CV371, 2011 WL 3862206, at \*5 (N.D. Ohio Sept. 1, 2011), as amended (Sept. 7, 2011). Nor can Schoenholz be deemed to have "made" the Goldman Sachs Presentation by virtue of his presence in the room.

D. <u>Schoenholz Did Not Have Ultimate Authority to Determine Whether or How Aldinger</u> Made the Goldman Sachs Presentation.

Schoenholz also did not have ultimate authority to determine whether statements contained in the Goldman Sachs Presentation would be made or how Aldinger made them. Aldinger's presentation at the Goldman Sachs conference was not scripted, and Aldinger used his own statements as well as those he drafted in the PowerPoint to make the presentation. *See* Ex. C-1 at Vol. 15, p. 46.

Finally, in analyzing whether an alleged maker has ultimate authority under *Janus*, some courts have required plaintiffs to identify a defendant's *specific role* regarding the false or misleading statements at the pleading stage (a burden that Plaintiffs cannot carry here even after the close of discovery and completion of trial). In *S.E.C. v. Radius Capital Corp.*, for example, the District Court dismissed a complaint that alleged a Rule 10b-5 claim against an executive for, among other things, making false statements in company prospectuses. No. 2:11-CV-116-FTM-29, 2012 WL 695668, at \*1 (M.D. Fla. Mar. 1, 2012). The District Court identified the complaint's pleading deficiencies, noting that it failed to explain the "process by which

prospectuses are issued and distributed [and]. . . [m]ost glaringly, the Complaint does not explain the defendants' specific roles in this process." Id. at \*7 (emphasis added). Here, no evidence has been adduced to explain Schoenholz's specific role with respect to the challenged statements in the Goldman Sachs presentation. Consequently, there is no evidence that Schoenholz had the ultimate authority over those statements, and the Court should rule as a matter of law that Schoenholz did not "make" them for purposes of Rule 10b-5 liability.

## II. Schoenholz Made the Household Press Releases.

Although Schoenholz's briefing the Seventh Circuit did not request that the Seventh Circuit reverse the judgment with regard to whether he "made" the Press Releases, the Seventh Circuit's decision found that a re-trial was necessary to determine whether Schoenholz "made" those statements. *See Glickenhaus*, 787 F.3d at 728; *see also Dkt. No.* 52 (Appellants' Brief) in Cause No. 13-3532 in the U.S. Court of Appeals for the Seventh Circuit.

Schoenholz acknowledges that, under *Janus*, he is responsible for the statements attributed to him in the Press Releases. Because application of the *Janus* standards does not change the jury's verdict that Schoenholz "made" the statements in the Press Releases, and the jury's verdict on this issue should be restored. No triable issues of fact remain with respect to those statements.

#### CONCLUSION

Accordingly, David A. Schoenholz asks this Court to enter an order of partial summary judgment finding that: (1) Schoenholz did not "make" the statements contained in the Goldman Sachs Presentation; and (2) Schoenholz made the Press Releases, leaving no remaining triable liability issues with respect to Schoenholz.

Respectfully submitted,

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## **CERTIFICATE OF SERVICE**

Tim S. Leonard, an attorney, hereby certifies that on February 24, 2016, he caused true and correct copies of the foregoing **Memorandum in Support of David Schoenholz's Motion for Partial Summary Judgment** to be served via the Court's ECF filing system on the following counsel of record in this action:

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/s/ Tim S. Leonard

Tim S Leonard

# EXHIBIT A

Verdict Form

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S CONTRACTOR OF THE PARTY OF TH	Onestion No. 1	Onestion No 2	Onestion No. 3
A E S S S S	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 1			
Household	YesNo_X	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Gilmer	Yes No 🗶	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Schoenholz	YesNoX	2+ Delinquency/Re-Aging	Knowingly Recklessly
and Therefore States		Restatement	Knowingly Recklessly
Aldinger	YesNoX_	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly

	Question No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 2			
Household	Yes_No	Predatory Lending	Knowingly Recklessly
	•	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Gilmer	YesNo_X	Predatory Lending	Knowingly Recklessly
		2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Schoenholz	Yes_NoX	Predatory Lending	Knowingly Recklessly
		2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Aldinger	Yes_No	Predatory Lending	Knowingly Recklessly
· Ti vilkal Advantor · 1		2+ Delinquency/Re-Aging	Knowingly Recklessly
	anning of the control	Restatement	Knowingly Recklessly

Have Plair on their 10	T TO THE PARTY OF	Question No. 2	Question No. 3
the statem Table A?	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 3			
Household Yes N	No X	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Gilmer Yes N	No X	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Schoenholz Yes N	No X	2+ Delinquency/Re-Aging	Knowingly Recklessly
	-	Restatement	Knowingly Recklessly
Aldinger Yes N	No.X	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly

<b>诺</b> 6	Question No. 1	Ouestion No. 2	Question No. 3
a di	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly ( <b>choose one</b> ) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 4			
Household Yes	X oN s	Predatory Lending	Knowingly Recklessly
	,	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Gilmer Yes	No. K	Predatory Lending	Knowingly Recklessly
		2+ Delinquency/Re-Aging	Knowingly Recklessly
00 A to 100 A		Restatement	Knowingly Recklessly
Schoenholz Yes	×oN _s	Predatory Lending	Knowingly Recklessly
	•	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Aldinger	Yes_NoX	Predatory Lending	Knowingly Recklessly
	,	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly

	Ouestion No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly ( <b>choose one</b> ) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 5			
Household	Yes No X	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Gilmer	YesNo	2+ Delinquency/Re-Aging	Knowingly Recklessly
· · · · · · · · · · · · · · · · · · ·		Restatement	Knowingly Recklessly
Schoenholz	YesNoX	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Aldinger	YesNoX_	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly

	Question No. 1	Question No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 6	)		
Household	YesNo_	Predatory Lending	Knowingly Recklessly
***** 1 *de V\$		2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Reckiessly
Gilmer	Yes_NoX	Predatory Lending	Knowingly Recklessly
// <u>F</u> //		2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Schoenholz	Yes No <b>X</b>	Predatory Lending	Knowingly Recklessly
	•	2+ Delinquency/Re-Aging	Knowingly Recklessly
	7	Restatement	Knowingly Recklessly
Aldinger	Yes No	Predatory Lending	Knowingly Recklessly
	•	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly

	Ouestion No. 1	Onestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 7			
Household	YesNoX	2+ Delinquency/Re-Aging	Knowingly Recklessly
- A+ -		Restatement	Knowingly Recklessly
Gilmer	YesNoX	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Schoenholz	YesNo	2+ Delinquency/Re-Aging	Knowingly Recklessly
	e de la companya de l	Restatement	Knowingly Recklessly
Aldinger	YesNo_X	2+ Delinquency/Re-Aging	Knowingly Recklessly
- 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1		Restatement	Knowingly Recklessly

Have Plaintiffs prevailed is statements in Question No. 1, identify the claim with regard to any of the statements set forth in the statement set forth in the statement set forth in the statement set forth in pacing an "X" on the placing an "Y on the placing and "Y on the placing an "Y		Onestion No. 1	Ouestion No. 2	<u>Question No. 3</u>
Yes No_X  2+ Delinquency/Re-Aging  Restatement  2+ Delinquency/Re-Aging  Predatory Lending  Restatement  Restatement  Yes No_X  Predatory Lending  2+ Delinquency/Re-Aging  Restatement  Predatory Lending  2+ Delinquency/Re-Aging  Restatement  Predatory Lending  2+ Delinquency/Re-Aging  Predatory Lending		Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
YesNo_X Predatory Lending 2+ Delinquency/Re-Aging Restatement 2+ Delinquency/Re-Aging  YesNo_X Predatory Lending Restatement 2+ Delinquency/Re-Aging  Restatement  Restatement 2+ Delinquency/Re-Aging  Predatory Lending 2+ Delinquency/Re-Aging  Predatory Lending	Statement No. 8			
Yes_No_X Restatement  Yes_No_X Predatory Lending  Restatement  Restatement  Predatory Lending  2+ Delinquency/Re-Aging  Restatement  Restatement  2+ Delinquency/Re-Aging  Restatement  Restatement  Restatement  2+ Delinquency/Re-Aging  2+ Delinquency/Re-Aging			Predatory Lending	Knowingly Recklessly
Yes_ No_X Predatory Lending  2+ Delinquency/Re-Aging  Yes_ No_X Predatory Lending  2+ Delinquency/Re-Aging  Restatement  Restatement  Restatement  2+ Delinquency/Re-Aging  Predatory Lending  2+ Delinquency/Re-Aging			2+ Delinquency/Re-Aging	Knowingly Recklessly
Yes_ No_X  2+ Delinquency/Re-Aging  Restatement  Yes_ No_X  Predatory Lending  2+ Delinquency/Re-Aging  Restatement  Restatement  Restatement  Application Lending  2+ Delinquency/Re-Aging  2+ Delinquency/Re-Aging			Restatement	Knowingly Recklessly
2+ Delinquency/Re-Aging	A-T CONTRACTOR VA	1	Predatory Lending	Knowingly Recklessly
Yes_No_X Predatory Lending			2+ Delinquency/Re-Aging	Knowingly Recklessly
Yes_No_X Predatory Lending			Restatement	Knowingly Recklessly
2+ Delinquency/Re-Aging			Predatory Lending	Knowingly Recklessly
Yes No Predatory Lending			2+ Delinquency/Re-Aging	Knowingly Recklessly
Yes No Predatory Lending		```	Restatement	Knowingly Recklessly
- Delinquency/Re-Aging	Aldinger		Predatory Lending	Knowingly Recklessly
		ŧ	2+ Delinquency/Re-Aging	Knowingly Recklessly
Restatement Knowingly			Restatement	Knowingly Recklessly

	Question No. 1	Ouestion No. 2	Question No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 9			
Household	Yes_No_	2+ Delinquency/Re-Aging	Knowingly Recklessly
	`	Restatement	Knowingly Recklessly
Gilmer	Yes_No	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Schoenholz	YesNo_X	2+ Delinquency/Re-Aging	Knowingly Recklessly
dan a samunda da da 1882 k 18		Restatement	Knowingly Recklessly
Aldinger	Yes_ No K	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly

Ouestion No. 2  If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):		Knowingly Recklessly	-Aging Knowingly Recklessly	Knowingly Recklessly	Knowingly Recklessly	-Aging Knowingly Recklessly	Knowingly Recklessly	Knowingly Recklessly	-Aging Knowingly Recklessly	Knowingly Recklessly	Knowingly Recklessly	-Aging Knowingly Recklessly	Knowingly Recklessly
Question No. 2  If you answered "yes" for any of a statements in Question No. 1, idea issue or issues that the statement misrepresented by placing an "X" appropriate line(s). (more than o be checked):		Predatory Lending	2+ Delinquency/Re-Aging	Restatement									
Ouestion No. 1  Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?		YesNo_X			Yes_No_X	,		Yes_ No_		,	YesNo_K		
	Statement No. 10	Household			Gilmer		mae i Maraini	Schoenholz		.,	Aldinger		and all n

	Ouestion No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 11			
Household	YesNo_X	Predatory Lending	Knowingly Recklessly
Gilmer	YesNoX	Predatory Lending	Knowingly Recklessly
Schoenholz	YesNo_X	Predatory Lending	Knowingly Recklessly
Aldinger	YesNo_X	Predatory Lending	Knowingly Recklessly

red "yes" for any of the  n Question No. 1, identify the es that the statement ed by placing an "X" on the line(s). (more than one line can  incy/Re-Aging  mcy/Re-Aging  ncy/Re-Aging  ncy/Re-Aging	Ouestion No. 2	Question No. 3
Yes No X  Restatement  Yes No X  2+ Delinquency/Re-Aging  Restatement  Restatement  Restatement  Restatement  Are No X  2+ Delinquency/Re-Aging  Restatement  Restatement  Are No X  C+ Delinquency/Re-Aging  C+ Delinquency/Re-Aging	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Yes No_X         2+ Delinquency/Re-Aging		
Yes No X 2+ Delinquency/Re-Aging —  Yes No X 2+ Delinquency/Re-Aging —  Restatement —  Restatement —  Restatement —  Restatement —  Restatement —  Restatement —	2+ Delinquency/Re-Aging Knowingly	ngly Recklessly
Yes No X  2+ Delinquency/Re-Aging  Restatement  Yes No X  2+ Delinquency/Re-Aging  Restatement  Restatement  Applied to the property of th	Restatement Knowingly	ngly Recklessly
Yes No X 2+ Delinquency/Re-Aging  Restatement  Yes No X 2+ Delinquency/Re-Aging	2+ Delinquency/Re-Aging Knowingly	ngly Recklessly
Yes No X 2+ Delinquency/Re-Aging	Restatement	ngly Recklessly
Yes No X 2+ Delinquency/Re-Aging	2+ Delinquency/Re-Aging Knowingly	ngly Recklessly
Yes_No_X 2+ Delinquency/Re-Aging	Restatement Knowingly_	ngly Recklessly
	2+ Delinquency/Re-Aging Knowingly	nglyRecklessly
	Restatement Knowingly	ngly Recklessly

	Question No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 13	3		
Household	Yes_No	Predatory Lending	Knowingly Recklessly
		2+ Delinquency/Re-Aging	Knowingly Recklessly
	<b>,</b>	Restatement	Knowingly Recklessly
Gilmer	YesNo_X	Predatory Lending	Knowingly Recklessly
		2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Schoenholz	Yes_No_X	Predatory Lending	Knowingly Recklessly
· hadd ***		2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement	Knowingly Recklessly
Aldinger	Yes_No X	Predatory Lending	Knowingly Recklessly
	•	2+ Delinquency/Re-Aging	Knowingly Recklessly
BOOK - VILLE BOOK -	M	Restatement	Knowingly Recklessly

	Ouestion No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 14			
Household	Yes X No	Predatory Lending X	Knowingly X Recklessly
Gilmer	Yes X No	Predatory Lending X	Knowingly Recklessly X
Schoenholz	YesNoX	Predatory Lending	Knowingly Recklessly
Aldinger	Yes X No	Predatory Lending X	Knowingly X Recklessly

	Question No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 15	<b>.</b>		
Household	Yes No	Predatory Lending	Knowingly Recklessly
	, •	2+ Delinquency/Re-Aging	Knowingly Recklessly X
y		Restatement X	Knowingly Recklessly X
Gilmer	Yes No	Predatory Lending X	Knowingly Recklessly
		2+ Delinquency/Re-Aging X_	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly K
Schoenholz	Yes No	Predatory Lending X	Knowingly Recklessly
	<	2+ Delinquency/Re-Aging X	Knowingly Recklessly K
		Restatement X	Knowingly Recklessly
Aldinger	Yes No	Predatory Lending	Knowingly Recklessly K
)	<b>,</b>	2+ Delinquency/Re-Aging 🗶	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X

H			
P F C	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 16			
Household Ye	Yes No	Predatory Lending	Knowingly Recklessly X
		2+ Delinquency/Re-Aging X	Knowingly Recklessly X
- A		Restatement X	Knowingly Recklessly X
Gilmer	Yes No	Predatory Lending	Knowingly Recklessly X
		2+ Delinquency/Re-Aging X	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly
Schoenholz	Yes No	Predatory LendingX	Knowingly Recklessly X
	۷	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
eren i Panadama er		Restatement X	Knowingly Recklessly
Aldinger	Yesk No	Predatory Lending X	Knowingly Recklessly
	<b>~</b>	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X

	Ouestion No. 1	Question No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 17			
Household	Yes No	2+ Delinquency/Re-Aging	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X
Gilmer	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X
Schoenholz	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
ala. kanya		Restatement X	Knowingly Recklessly K
Aldinger	Yesk No	2+ Delinquency/Re-Aging X	Knowingly Recklessly K
	<i>*</i>	Restatement X	Knowingly Recklessly 🗶

	Question No. 1	Question No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 18	<b>₩</b>		
Household	Yes/ No	Predatory Lending X	Knowingly Recklessly X
		2+ Delinquency/Re-Aging X	Knowingly Recklessly
	<i>4</i> <b>1</b> • • • • • • • • • • • • • • • • • • •	Restatement X	Knowingly Recklessly X
Gilmer	Yes No	Predatory Lending	Knowingly Recklessly K
	Allamate	2+ Delinquency/Re-Aging X	Knowingly Recklessly K
- 	,,—,,,	Restatement X	Knowingly Recklessly X
Schoenholz	Yes No	Predatory Lending X	Knowingly Recklessly X
		2+ Delinquency/Re-Aging X	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly K
Aldinger	Yes No	Predatory Lending X	Knowingly Recklessly
		2+ Delinquency/Re-Aging X	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly 📉

	Question No. 1	Ouestion No. 2	Question No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 19	61		
Household	YesNoX	Predatory Lending	Knowingly Recklessly
Gilmer	YesNoX	Predatory Lending	Knowingly Recklessly
Schoenholz	Yes_No_X	Predatory Lending	Knowingly Recklessly
Aldinger	Yes_No_X	Predatory Lending	Knowingly Recklessly

	Ouestion No. 1	Question No. 2	Question No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 20		, j	2
Household	Yes No	2+ Delinquency/Re-Aging	Knowingly Recklessly
		Restatement X	Knowingly Recklessly X
Gilmer	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly
		Restatement X	Knowingly Recklessly X
Schoenholz	Yes No	2+ Delinquency/Re-Aging	Knowingly Recklessly K
		Restatement X	Knowingly Recklessly X
Aldinger	Yes, X No	2+ Delinquency/Re-Aging X	Knowingly Recklessly
	,	Restatement 💥	Knowingly Recklessly X

tements in Question No. 1, identify the nue or issues that the statement isrepresented by placing an "X" on the propriate line(s). (more than one line can elatory Lending X edatory Lending X edatory Lending X edatory Lending X estatement Estatement X estatement		Ouestion No. 1	Ouestion No. 2	Ouestion No. 3
Yes No Predatory Lending X Knowingly		Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Yes       No       Predatory Lending       Knowingly         2 + Delinquency/Re-Aging       Knowingly         Restatement       Knowingly         2 + Delinquency/Re-Aging       Knowingly         2 + Delinquency/Re-Aging       Knowingly         2	Statement No. 21			
Sestatement   Kanowingly	Household		Predatory Lending	Knowingly Recklessly
Restatement X       Knowingly         Yes X       No       2+ Delinquency/Re-Aging X       Knowingly         holz       Yes X       No       Predatory Lending X       Knowingly         er       Yes X       No       2+ Delinquency/Re-Aging X       Knowingly         er       Yes X       No       Predatory Lending X       Knowingly         er       Yes X       No       Predatory Lending X       Knowingly         er       Yes X       No       Knowingly		Ç.	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
Yes       No       Predatory Lending       Knowingly         holz       2+ Delinquency/Re-Aging       Knowingly         holz       Yes       No       Knowingly         2+ Delinquency/Re-Aging       Knowingly         er       Yes       No       Fredatory Lending       Knowingly         er       Yes       No       Fredatory Lending       Knowingly         cr       2+ Delinquency/Re-Aging       Knowingly			Restatement X	Knowingly Recklessly X
Z+ Delinquency/Re-Aging X   Knowingly     Yes X No	Gilmer	4 4	Predatory Lending K	Knowingly Recklessly
Yes X No   Predatory Lending X Knowingly   2+ Delinquency/Re-Aging X Knowingly   Yes X No   Predatory Lending X Knowingly   2+ Delinquency/Re-Aging X Knowingly   X rowingly Xnowingly		,	2+ Delinquency/Re-Aging X	Knowingly Recklessly
Yes       No       Predatory Lending       Knowingly         2+ Delinquency/Re-Aging       Knowingly         Restatement       Knowingly         Yes       No       Redatory Lending         2+ Delinquency/Re-Aging       Knowingly         Knowingly       Knowingly			Restatement X	Knowingly Recklessly X
2+ Delinquency/Re-Aging Knowingly Restatement X Knowingly   Yes No Predatory Lending X Knowingly   2+ Delinquency/Re-Aging X Knowingly   Xrowingly   X	Schoenholz		Predatory Lending X	Knowingly Recklessly
Yesx       No       Predatory Lending X       Knowingly         2+ Delinquency/Re-Aging X       Knowingly			2+ Delinquency/Re-AgingX_	Knowingly Recklessly X
Yes No Predatory Lending X Knowingly 2+ Delinquency/Re-Aging X Knowingly X	400		Restatement X	Knowingly Recklessly X
Knowingly	Aldinger	L 1	Predatory Lending X	Knowingly Recklessly X
Knowingly		<u> </u>	2+ Delinquency/Re-Aging 🔏	Knowingly Recklessly X
estatement 📉			Restatement X	Knowingly Recklessly X

\	Ouestion No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly ( <b>choose one</b> ) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 22			
Household	Yes X No	2+ Delinquency/Re-Aging X	Knowingly Recklessly
<u> </u>	7700	Restatement X	Knowingly Recklessly X
Gilmer	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly
		Restatement *	Knowingly Recklessly X
Schoenholz	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly
		Restatement X	Knowingly Recklessly X
Aldinger	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly
•		Restatement X	Knowingly Recklessly

	Ouestion No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 23	enl		
Household	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
Gilmer	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
Schoenholz	Yes <b>X</b> No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
Aldinger	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X

	Question No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 24	41		
Household	Yes X No	Predatory Lending X	Knowingly Recklessly
	•	2+ Delinquency/Re-Aging X	Knowingly Recklessly A
		Restatement X	Knowingly Recklessly X
Gilmer	Yes No	Predatory Lending X	Knowingly Recklessly X
		2+ Delinquency/Re-AgingX	Knowingly Recklessly A
		Restatement	Knowingly Recklessly X
Schoenholz	Yes No	Predatory Lending X	Knowingly Recklessly
	• · · · · · · · · · · · · · · · · · · ·	2+ Delinquency/Re-Aging X.	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X
Aldinger	Yes No	Predatory Lending X	Knowingly Recklessly X
1		2+ Delinquency/Re-AgingX	Knowingly Recklessly 💢
		Restatement	Knowingly Recklessly X

	Question No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 25			
Household	YesNo_X	Predatory Lending	Knowingly Recklessly
Gilmer	YesNo_X	Predatory Lending	Knowingly Reckiessly
Schoenholz	YesNo_X	Predatory Lending	Knowingly Recklessly
Aldinger	YesNoX	Predatory Lending	Knowingly Recklessly

	Ouestion No. 1	Question No. 2	Question No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 26			
Household	YesNo_X	Predatory Lending	Knowingly Recklessly
Gilmer	YesNo_X	Predatory Lending	Knowingly Recklessly
Schoenholz	YesNo_X	Predatory Lending	Knowingly Recklessly
Aldinger	YesNo_X	Predatory Lending	Knowingly Recklessly

Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 statements in Question No. 1, identify the claim with regard to any of issue or issues that the statement and propriate line(s). (more than one line can having the statement about the saw phropriate line(s). (more than one line can hading the statement about the saw in the appropriate line(s). (more than one line can hading the statement about the saw in the appropriate line(s). (more than one line can hading the statement about the saw in the appropriate line(s). (more than one line can hading the statement about the saw in the appropriate line(s). (more than one line can hading the statement about the saw in the appropriate line(s). (more than one line can hading the statement about the saw in the appropriate line(s). (more than one line can hading the statement about the saw in the appropriate line(s). (more than one line can hading the statement about the saw in the appropriate line(s). (more than one line can hading the statement about the saw in the appropriate line(s). (more than one line can hading the statement about the statement about the saw of the same in the appropriate line(s). (more than one line can hading the statement about the statement about the statement about the same intervent and the statement about the same intervent and the statement about the saw of the same intervent and the statement about the statement about the same intervent and the statement about the statement about the same intervent		Ouestion No. 1	Question No. 2	Question No. 3
Yes X       No_       2+ Delinquency/Re-Aging X       Knowingly —         Yes X       No_       2+ Delinquency/Re-Aging X       Knowingly —         Yes X       No —       2+ Delinquency/Re-Aging X       Knowingly —         Yes X       No —       2+ Delinquency/Re-Aging X       Knowingly —         Yes X       No —       2+ Delinquency/Re-Aging X       Knowingly —         Yes X       No —       Predatory Lending X       Knowingly —         Yes X       No —       Predatory Lending X       Knowingly —         Yes X       No —       2+ Delinquency/Re-Aging X       Knowingly —         Restatement X       Knowingly —       Knowingly —		Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Yes X         No         2+ Delinquency/Re-Aging X         Knowingly           Yes X         No         2+ Delinquency/Re-Aging X         Knowingly           Yes X         No         2+ Delinquency/Re-Aging X         Knowingly           Z         Yes X         No         Predatory Lending X         Knowingly           Z         Yes X         No         Z+ Delinquency/Re-Aging X         Knowingly           Yes X         No         Predatory Lending X         Knowingly           Yes X         No         Predatory Lending X         Knowingly           Z+ Delinquency/Re-Aging X         Knowingly         Knowingly           Z+ Delinquency/Re-Aging X         Knowingly         Knowingly	Statement No. 2'	<b>t-</b> 1		
Yes X         No         Predatory Lending X         Knowingly           Restatement X         Knowingly         Knowingly	Household		Predatory Lending X	
Yes X       No_       Predatory Lending X       Knowingly         2+ Delinquency/Re-Aging X       Knowingly         Yes X       No_       Predatory Lending X       Knowingly         Yes X       No_       2+ Delinquency/Re-Aging X       Knowingly         Yes X       No_       Predatory Lending X       Knowingly         Yes X       No_       Predatory Lending X       Knowingly         2+ Delinquency/Re-Aging X       Knowingly         Restatement X       Knowingly         Restatement X       Knowingly			2+ Delinquency/Re-Aging	
Yes X         No_         Predatory Lending X         Knowingly           2+ Delinquency/Re-Aging X         Knowingly           Yes X         No_         Predatory Lending X         Knowingly           Yes X         No_         Predatory Lending X         Knowingly           Yes X         No_         Predatory Lending X         Knowingly           2+ Delinquency/Re-Aging X         Knowingly           2+ Delinquency/Re-Aging X         Knowingly           Restatement X         Knowingly           Restatement X         Knowingly			Restatement X	
2+ Delinquency/Re-Aging X         Knowingly —           Yes X         No	Gilmer	~ .	Predatory Lending X	
Yes       No       Predatory Lending X       Knowingly         2+ Delinquency/Re-Aging X       Knowingly         Restatement X       Knowingly         2+ Delinquency/Re-Aging X       Knowingly         2+ Delinquency/Re-Aging X       Knowingly         Restatement X       Knowingly			2+ Delinquency/Re-Aging X	
Yes X         No	— w. d. Williams of W		Restatement X	İ
2+ Delinquency/Re-Aging X         Knowingly	Schoenholz	مليخة	Predatory Lending X	
Yes X No_         Predatory Lending X         Knowingly           2+ Delinquency/Re-Aging X         Knowingly           Restatement X         Knowingly		•	2+ Delinquency/Re-Aging X	
Yes X No Predatory Lending X  2+ Delinquency/Re-Aging X  Restatement X  Knowingly —  Restatement X			Restatement X	
Delinquency/Re-Aging X Knowinglystatement X Knowingly	Aldinger	$+\lambda$	Predatory Lending X	
Knowingly	to the fall of the control of the co		2+ Delinquency/Re-Aging X	
			Restatement X	

	Ouestion No. 1	Onestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 28	cont.		
Household	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
Gilmer	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
Schoenholz	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly
Aldinger	Yes X No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X

Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 statements in Question No. 1, identify the indicate whether the defendant acted claim with regard to any of insue or issues that the statement in Question No. 1, identify the indicate whether the defendant acted insue or issues that the statement is set forth in appropriate line(s). (more than one line can placing an "X" on the appropriate line appropriate line(s). (more than one line can placing an "X" on the appropriate line appropriate line(s). (more than one line can placing an "X" on the appropriate line.    Statement No. 29		Onestion No. 1	Ouestion No. 2	Ouestion No. 3
Yes       No       Predatory Lending X       Knowingly         Yes       No       2+ Delinquency/Re-Aging X       Knowingly         Yes       No       2+ Delinquency/Re-Aging X       Knowingly         Yes       No       Predatory Lending X       Knowingly         2+ Delinquency/Re-Aging X       Knowingly       Knowingly         2+ Delinquency/Re-Aging X       Knowingly         Restatement X       Knowingly		Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?		For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Yesk       No       2+ Delinquency/Re-Aging X       Knowingly         Yes X       No       Predatory Lending X       Knowingly         Z       Yes X       No       Predatory Lending X       Knowingly         Z       Yes X       No       Predatory Lending X       Knowingly         Z       Predatory Lending X       Knowingly         Restatement X       Knowingly         Predatory Lending X       Knowingly         Predatory Lending X       Knowingly         Predatory Lending X       Knowingly         Restatement X       Knowingly         Restatement X       Knowingly         Rowingly       Knowingly         Restatement X       Knowingly	Statement No. 2	6		
Sestatement   Knowingly	Household		Predatory Lending	
Yes       No_       Predatory Lending X       Knowingly_         2+ Delinquency/Re-Aging X       Knowingly_         Yes       No_       Predatory Lending X       Knowingly_         Yes       No_       Predatory Lending X       Knowingly_         Predatory Lending X       Knowingly_         Predatory Lending X       Knowingly_         Predatory Lending X       Knowingly_         Restatement X       Knowingly_         Restatement X       Knowingly_		•	2+ Delinquency/Re-Aging X	
Yes       No       Predatory Lending X       Knowingly         2+ Delinquency/Re-Aging X       Knowingly         Yes       No       2+ Delinquency/Re-Aging X       Knowingly         Yes       No       Predatory Lending X       Knowingly         Restatement X       Knowingly         Predatory Lending X       Knowingly         Restatement X       Knowingly         2+ Delinquency/Re-Aging X       Knowingly         Restatement X       Knowingly			Restatement X	!
Sestatement   Knowingly     Restatement   Knowingly     Yes   No   Predatory Lending   Knowingly     Restatement   Knowingly     Restatement   Knowingly     Predatory Lending   Knowingly     Predatory Lending   Knowingly     2+ Delinquency/Re-Aging   Knowingly     Restatement   K	Gilmer	$\bowtie$	Predatory Lending X	
Yes       No       Predatory Lending       Knowingly         2+ Delinquency/Re-Aging       Knowingly         Restatement       Knowingly         Yes       No         Predatory Lending       Knowingly         2+ Delinquency/Re-Aging       Knowingly         Restatement       Knowingly         Restatement       Knowingly				
Yes       No       Predatory Lending       Knowingly         2+ Delinquency/Re-Aging       Knowingly         Restatement       Knowingly         Yes       No       Knowingly         2+ Delinquency/Re-Aging       Knowingly         Restatement       Knowingly         Restatement       Knowingly			Restatement X	
2+ Delinquency/Re-Aging   Knowingly   Restatement   Knowingly   Redatory Lending   Knowingly   2+ Delinquency/Re-Aging   Knowingly   Restatement   Knowingly   K	Schoenholz	. 1	Predatory Lending X	
Restatement X       Knowingly         Yes X       No       Rowingly         2+ Delinquency/Re-Aging       Knowingly         Restatement       Knowingly		4800	2+ Delinquency/Re-Aging X	
Yes X No Predatory Lending X Knowingly —  2+ Delinquency/Re-Aging X Knowingly —  Restatement X Knowingly —			Restatement X	
Delinquency/Re-Aging X Knowingly statement X	Aldinger		Predatory Lending X	
Knowingly	, y v v v v v v v v v v v v v v v v v v	•	2+ Delinquency/Re-Aging X	
			Restatement X	

	Ouestion No. 1	Question No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly ( <b>choose one</b> ) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 30			
Household	Yes No_X	Predatory Lending	Knowingly Recklessly
Gilmer	Yes No X	Predatory Lending	Knowingly Recklessly
Schoenholz	YesNo_¥	Predatory Lending	Knowingly Recklessly
Aldinger	YesNoX	Predatory Lending	Knowingly Recklessly

	Ouestion No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 31	<b>-</b> 1		
Household	YesNoX	Predatory Lending	Knowingly Recklessly
Gilmer	YesNo_X	Predatory Lending	Knowingly Recklessly
Schoenholz	YesNo_X	Predatory Lending	Knowingly Recklessly
Aldinger	YesNo_X	Predatory Lending	Knowingly Recklessly

	Ouestion No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
		be checked):	
Statement No. 32	<b>6</b> 1		
Household	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X
Gilmer	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly K
<i>4</i> 1		Restatement X	Knowingly Recklessly X
Schoenholz	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
	•	Restatement X	Knowingly Recklessly X
Aldinger	Yes No	2+ Delinquency/Re-Aging 🔨	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X

	Ouestion No. 1	Ouestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 33	eni		
Household	YesNo_X	Predatory Lending	Knowingly Recklessly
Gilmer	Yes No_X	Predatory Lending	Knowingly Recklessly
Schoenholz	YesNoX	Predatory Lending	Knowingly Recklessly
Aldinger	YesNoX	Predatory Lending	Knowingly Recklessly

	Ouestion No. 1	Ouestion No. 2	Onestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 34	<b>**</b> !		
Household	YesNo	Predatory Lending	Knowingly Recklessly
Gilmer	YesNoX	Predatory Lending	Knowingly Recklessly
Schoenholz	Yes No	Predatory Lending	Knowingly Recklessly
Aldinger	Yes_No_X	Predatory Lending	Knowingly Recklessly

	Ouestion No. 1	Question No. 2	Question No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly ( <b>choose one</b> ) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 35	In!		
Household	YesNo_X	Predatory Lending	Knowingly Recklessly
Gilmer	Yes No_X	Predatory Lending	Knowingly Recklessly
Schoenholz	YesNo_X_	Predatory Lending	Knowingly Recklessly
Aldinger	YesNo	Predatory Lending	Knowingly Recklessly

Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any c the statements set forth in Table A?		Onestion No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 36			
Household Yes No		Predatory Lending X	Knowingly Recklessly X
	en elektrikken (Tr. ) F™ E	2+ Delinquency/Re-Aging 📉	Knowingly Recklessly X
	WARRY OF PETER	Restatement X	Knowingly Recklessly X
Gilmer Yes No		Predatory Lending X	Knowingly Recklessly X
		2+ Delinquency/Re-Aging X	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X
Schoenholz Yes No		Predatory Lending X	Knowingly Recklessly X
		2+ Delinquency/Re-Aging X	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X
Aldinger Yes No		Predatory Lending X	Knowingly Recklessly X
•		2+ Delinquency/Re-Aging	Knowingly Recklessly A
		Restatement	Knowingly Recklessly X

	Question No. 1	Question No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 37	7		
Household	Yes No	Predatory Lending X	Knowingly Recklessly X
Gilmer	Yes No	Predatory Lending X	KnowinglyRecklessly X
Schoenholz	Yes X No	Predatory Lending X	Knowingly Recklessly X
Aldinger	Yes X No	Predatory LendingX_	Knowingly Recklessly X

	Ouestion No. 1	Question No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Ruie 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 38	ml		
Household	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
		Restatement X	Knowingly Recklessly X
Gilmer	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
1 7 1 V als		Restatement X	Knowingly Recklessly X
Schoenholz	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
	<b>.</b>	Restatement X	Knowingly Recklessly X
Aldinger	Yes No	2+ Delinquency/Re-Aging X	Knowingly Recklessly X
	,	Restatement X	Knowingly Recklessly X

	Question No. 1	Question No. 2	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessly (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 39	6		
Household	YesNo_X	Predatory Lending	Knowingly Recklessly
Gilmer	YesNo_X	Predatory Lending	Knowingly Recklessly
Schoenholz	YesNoX_	Predatory Lending	Knowingly Recklessly
Aldinger	YesNoX	Predatory Lending	Knowingly Recklessly

	Question No. 1	<u>Question No. 2</u>	Ouestion No. 3
	Have Plaintiffs prevailed on their 10(b)/Rule 10b-5 claim with regard to any of the statements set forth in Table A?	If you answered "yes" for any of the statements in Question No. 1, identify the issue or issues that the statement misrepresented by placing an "X" on the appropriate line(s). (more than one line can be checked):	For each issue identified in Question No. 2, indicate whether the defendant acted knowingly or recklessty (choose one) in making the statement about the issue by placing an "X" on the appropriate line.
Statement No. 40	<b>0</b> 1		
Household	YesNo_X	Predatory Lending	Knowingly Recklessly
Gilmer	YesNoX_	Predatory Lending	Knowingly Recklessly
Schoenholz	YesNo_X	Predatory Lending	Knowingly Recklessly
Aldinger	YesNoX	Predatory Lending	Knowingly Recklessly

If you answered "no" for all of the statements in Question No. 1, you have finished with the Verdict Form. Please turn to the last page, sign and date the Verdict Form and inform the Court that you have finished.

If you answered "yes" for any statement in Question No. 1, please proceed to Question No. 4.

#### Onestion No. 4

Determine which, if any, of plaintiffs' proposed damages models reasonably estimates plaintiffs' damages (choose only one option below):

Neither of plaintiffs' proposed damages models reasonably estimates plaintiffs' damages

Leakage Model (Plaintiffs' Ex. 1395) reasonably estimates plaintiffs' damages

Specific Disclosures Model (Plaintiffs' Ex. 1397) reasonably estimates plaintiffs' damages

with the Verdict Form. Please turn to the last page, sign and date the Verdict Form and inform the Court that you have finished. If you determine that neither of the proposed damages models reasonably estimates plaintiffs' damages, then you have finished

caused plaintiffs to suffer on each of the dates set forth in Table B. (If no loss was caused on any date, write "none" or "0.") Otherwise, write the amount of loss per share, if any, that, according to the model you have chosen, any defendant's conduct You may use only one model - the one you have chosen -- to fill out Table B.

Then proceed to Question No. 5

### Ouestion No. 5

If you checked "Knowingly" in Question No. 3 for all 40 alleged false or misleading statements, please proceed to Question

Aldinger, David Schoenholz, and Gary Gilmer. In making this determination, you should consider the nature of the conduct of each person found to have caused or contributed to plaintiffs' loss and the nature and extent of the causal relationship between each such If you checked "Recklessly" in Question No. 3 for any of the 40 alleged false or misleading statements, you must determine what percentage of responsibility, if any, for any loss plaintiffs suffered is due to the conduct of Defendants Household, William person's conduct and plaintiffs' loss.

77	0) CC	20 %	15 90	10 070	(This must equal 100%)
•	Household	William Aldinger	David Schoenholz	Gary Gilmer	TOTAL

Please proceed to Question No. 6.

#### Ouestion No. 6

With respect to the Section 20(a) claim, have plaintiffs proved that Defendant William Aldinger is a controlling person as to:

Household:

David Schoenholz:

ا چ Š Xes Xes Yes\_\_

Gary Gilmer:

Please proceed to Question No. 7.

Yes

## Ouestion No. 7

With respect to the Section 20(a) claim, have plaintiffs proved that Defendant David Schoenholz is a controlling person as to:

Household:

William Aldinger:

기 왕 Yes 🗘 Yes Yes

Gary Gilmer:

Please proceed to Question No. 8.

## Ouestion No. 8

With respect to the Section 20(a) claim, have plaintiffs proved that Defendant Gary Gilmer is a controlling person as to:

Household:

William Aldinger:

Yes\_\_

No.

David Schoenholz:

ŝ

Yes

# TABLE A ALLEGED FALSE OR MISLEADING STATEMENTS

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記し								
No.	Date	Document Title	Statement					
1.	6661/91/80	Household 10-Q	Household 10-Q for quarter	ending 6/	30/99: H	ousehold	reported	Household 10-Q for quarter ending 6/30/99: Household reported net income of \$326.9 million for
			the quarter ended June 30, 1999 and EPS of \$0.67 [HHT 0015884]:	999 and	EPS of \$(	HHI 1976	$\Gamma 00158$	341:
		Defendants'	•				,	
		Exhibit 854	Delinquency					
			Two-Months-and-Over Contractual Managed Delinquency (as a percent of	tual Manag	ed Delingu	ency (as a	percent of	
			managed consumer receivables)	, 	•	,	! !	
				66/06/9	3/31/99	12/31/98	86/05/6	86/06/9
			First mortgage	12.72%	10.91%	14,90%	11.80%	
			Home equity	3.29	3.54	3.67	3.73	3.55
			Auto finance	1.87	1.74	2.29	2.05	1.67
			. MasterCard/Visa	3.11	3.61	3.75	3.73	9
			Private label	6.62	6.37	620	6.55	6.19
			Other unsecured	8.17	7.84	7.94	8.03	7.82
			Total	4.72%	4.81%	4.90%	4.96%	4.65%
				[HHT 0015902]	15902]			
				•				
					*	*	*	
			"Owned consumer two-mon	ths-and-c	wer contr	actual de	linquenc	"Owned consumer two-months-and-over contractual delinquency as a percent of owned consumer
	,		receivables was 4.96 percen	t, compan	ed with 9	0.04 perce	ent at Ma	receivables was 4.96 percent, compared with 5.04 percent at March 31, 1999 and 4.89 percent at
			June 30, 1998. The annualiz	ed total c	onsumer	owned ch	argeoffi	June 30, 1998. The annualized total consumer owned chargeoff ratio in the second quarter of 1999
			was 3.54 percent, compared	with 3.92	percent i	in the pric	or quarter	was 3.54 percent, compared with 3.92 percent in the prior quarter and 3.69 percent in the year-and
·			quarter. Managed consumer	r two-mo	orths-and-	over con	tractua] d	quarter. Managed consumer two-months-and-over contractual delinquency ("delinquency") as a
		·	percent of managed consume	er receiva	bles was	4.72 perc	ent, com	percent of managed consumer receivables was 4.72 percent, compared with 4.81 percent at March
			31, 1999 and 4.65 percent a	t June 30	, 1998.	The annua	alized to	, 1999 and 4.65 percent at June 30, 1998. The annualized total consumer managed chargeoff
			ratio in the second quarter	of 1999,	was 4.10	percent,	compare	ratio in the second quarter of 1999 was 4.10 percent, compared with 4.37 rement in the mior
		٠	quarter and 4.26 percent in the year-ago quarter." [HHT]00[5897]	the year-a	igo quarb	i." IHH	T001589	7]
					,			

Strat			
No.	Date	Document Title	Statement
2.	10/19/1999	Household Press	October 19, 1999 Household Press Release entitled "Household International Reports Highest
		Release	Quarterly Earnings in Company's History": Household "reported that third quarter net income rose
			26 percent to a record \$399.9 million, compared with \$318.0 million a year ago. Earnings per
		Plaintiffs <sup>1</sup>	share increased 32 percent to a record \$.83, from \$.63 a year ago." [HHS 02914429]
		Exhibit 506	* * * *
			"Our quarter reflects excellent performance in all of our businesses, with the key drivers being accelerating internal receivable and revenue growth." [HHS 02914429]
			* * *
			Credit Quality and Loss Reserves
			Credit quanty remained stable in the quarter and improved from a year ago. The annualized
			the second quarter and 4.11 nement in the user, even moster. The managed 4.11
			development of 90 nearout at Contember 20 nearons and a 22 million of 10 near 1 no 1 n
			days) was 4.67 percent at September 30, compared with 4.72 percent at June 30 and 4.96 percent a   year ago." [HHS 02914430]
eri	11/12/1999	Household 10-Q	Household 10-Q for quarter ending 9/30/99: Household reported net income of \$399.9 million for
			the quarter ended September 30, 1999 and EPS of \$0.84: [HHS 03138203]
		Plaintiffs'	
		Exhibit 736	"Owned consumer two-months-and-over contractual delinquency as a percent of owned consumer
			receivables was 5.24 percent at September 30, 1999, compared with 4.96 percent at June 30, 1999
			and 5.23 percent at September 30, 1998. The annualized total consumer owned chargeoff ratio was
			3.63 percent in the third quarter of 1999, compared with 3.54 percent in the prior quarter and 3.79
	1 10		percent in the year-ago quarter.
			Managed consumer two-months-and-over contractual delinquency as a percent of managed
			consumer receivables was 4.89 percent at September 30, 1999, compared with 4.72 percent at June
		•	30, 1999 and 4.96 percent at September 30, 1998. The annualized total consumer managed
			changeou rano was 4.09 percent in the third quarter of 1999, compared with 4.10 percent in the prior quarter and 4.33 nercent in the year-ago anader." IHMS 031382171
			[1770CICO CITYI] PROTECTION OF THE CONTROL OF THE C

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92	Date	Document Litte	Statement			
			•	*	*	
			Delinquency	,		
			nwo-months-ann-Over Contractual Managed De managed consumer receivables):	einquency (as	a percent of	
			66/06/6	99 3/31/99	12/31/98	86/05/6
		•		2% 10.91%	14.90%	11.80%
			3.46		3.67	3.73
					2.29	2.05
			3.10		3.75	3.73
			99'9		6.20	6.55
			Cuter unsecured 8.17 8.17 Total Total	7.84	4.94	8.03
			THIES 031.		4.2076	4.50%
				•	;	
			Credit quality remained relatively stable in the quarter and improved from a year ago. The modest	to the quarte	t and impro	wed from a year ago. The modest
		•	duarter was due to the seasoning of our Beneficial home south, and other manner of the seasoning of our Beneficial home south, and other manner of the seasoning of our Beneficial home south, and other manners.	rcent of ma eneficial ho	naged cons	umer receivables from the prior
			[HHS 03138224]			ara outel anseemen products.
4.	01/19/2000	Household Press	January 19, 2000 Household Press Release entitled "Household International Renorts Rest Ouarter	entitled "H	ousehold	nternational Renorts Best Overter
		Release	and Year in Its History": Household "reported that fourth quarter earnings per share increased 30	orted that for	urth quarter	carnings per share increased 30
			percent to a record \$.92 from \$.71 a year ago. Fourth quarter net income rose 25 nement to a	r ago. Fom	th quarter	net income rose 25 nement to a
		Plaintiffs'	record \$438.8 million, compared with \$349.9 million a year ago. For the full year. Household	49.9 millio	a year ag	o. For the full year, Household
		Exhibit 746	reported record earnings per share of \$3.07	7, which wa	333 percent	over 1998 operating earnings per
			share. Net income totaled \$1.5 billion, or 29 percent above the prior year's operating net income."	29 percent a	bove the pr	ior year's operating act income."
			[HHS 03148802]			
			*	*	*	
			"We are very pleased to report another record quarter, the culmination of an absolutely outstanding	ord quarter,	the culmin	ation of an absolutely outstanding
			year for Household. Growth and profitability in the quarter were excellent and exceeded our	chility in the	guarter w	ere excellent and exceeded our
			expectations. Revenues were particularly strong Our record earnings reflect an outstanding	strong	Our record	i earnings reflect an outstanding
			year in our consumer finance business, a dramatic turnaround in our MasterCard/Visa business, and	ramatic tum	around in o	ur MasterCard/Visa business, and
			suoug resunts an am on our otner businesses. We are particularly pleased with excellent receivable	s. We are pa	utacularly <u>r</u>	leased with excellent receivable

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			growth in 1999, particularl	y in our br	unches, whil	e fully realiz	growth in 1999, particularly in our branches, while fully realizing all of the acquisition synergies of
			the Beneficial merger." [F	HIS 03148	<b>.8</b> 02]		
					*	*	
			"Credit Quality and Loss Reserves	Reserves			
			Credit quality improved fre	orn both th	e third quar	ter and a yea	Credit quality improved from both the third quarter and a year ago. The annualized net chargeoff
			ratio for the fourth quarter	· fell 13 ba	sis points to	3.96 percen	ratio for the fourth quarter fell 13 basis points to 3.96 percent, the lowest level since 1997. The
			chargeoff ratio was 4.09 pe	reent in th	e third quar	ter and 4.39	chargeoff ratio was 4.09 percent in the third quarter and 4.39 percent in the year-ago quarter. The
•			managed delinquency ratio	o (60+days	) improved	23 basis poi	managed delinquency ratio (60+days) improved 23 basis points to 4.66 percent at December 31.
			compared with 4.89 percen	nt at Septes	nber 30 and	14.90 percer	compared with 4.89 percent at September 30 and 4.90 percent a year ago." [HHS 03148804
5.	03/28/2000	Household FY99	Household FY99 Report or	n Form 10-	K filed with	the SEC on	Household FY99 Report on Form 10-K filed with the SEC on March 28, 2000 Household reported
		Report on Form	net income of 1.486 billion and E.P.S. of \$3.10 [p.127]:	n and E.P.!	3. of \$3.10	p.127]:	
		10-K			*	*	
			Delinquency and Charge	offs. Our	delinquenc	y and net ch	"Delinquency and Chargeoffs. Our delinquency and net chargeoff ratios reflect, among other
		Plaintiffs'	factors, the quality of receiv	vables, the	average ago	e of our loans	factors, the quality of receivables, the average age of our loans, the success of our collection efforts
		Exhibit 1462	and general economic conditions	ditions.	•		
			We track delinquency and	chargeoffl	evels on an	owned and a	We track delinquency and chargeoff levels on an owned and a managed basis. We annly the same
			credit and portfolio manag	ement pro	cedures to b	oth our own	credit and portfolio management procedures to both our owned and off-balance sheet nortfolios
			Our focus is to use risk-ba	used pricin	g and effec	tive collectic	Our focus is to use risk-based pricing and effective collection efforts for each loan. We have a
			process which we believe	gives us	a reasonabl	e basis for	process which we believe gives us a reasonable basis for predicting the asset quality of new
			accounts. This process is	s based on	our experi	ence with m	accounts. This process is based on our experience with numerous marketing, credit and risk
			management tests. We also	o believe t	ist our frequ	cent and early	management tests. We also believe that our frequent and early contact with delinquent customers is
			helpful in managing net credit losses." [p.98]	edit losses	." [p.98 <u>]</u> *	-84	
			Managed Two-Month-and-Over Contractual Delinguency Ratios	-Over Con	tractual De	linguency Rs	soji
					[e,115]	151	
		•		1999	1998 1997	7 1996	1995
			Home equity	3.27%	3.67% 3.69%		2.76%
		·	Auto finance/1/	2.43	2.29 2.09	ı	
			Master Card/Visa	2.78	3.75 3.10	2.73	2.19
			Private label	5.97			3.93
			Other unsecured	6.61			5.68
			Total consumer	4.66%	4.90% 4.64%	1% 3.92%	3.36%

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No.	Date	Document Title	Statement					
			Ratio of Net Chargeoffs to	1999	1998	1997	1996	1995
			Average managed Receivables for the Year					
			Home equity	0.58%	0.63%	0.64%	0.60%	0.64%
-		-	Auto finance /1/	4.96	5.39	4.60	l	
			MasterCard/Visa	99'9	5.95	5.55	4.54	4,12
			Private label	5.65	5.65	4.62	3.42	3.75
			Other unsecured	6.52	6.97	5.48	4.29	3.60
			Totai Consumer loan	4.13	4.29	3.84	2.96	2.51
			products					
			Commercial	0.93	0.52	1.66	0.92	2.10
			Total	4.09%	4.24	3.80%	2.92%	2.49%
						[p.115]		
9	04/19/2000	Household Press	April 19, 2000 Household	Press Rel	ease em	H., Pelli	msehold	Infernational Reports Decord Giret
		Release	Ouarter Results": Househo	old "repor	ted that	earronos	ner char	Ouarter Results". Household "reported that earnings ner share rose 20 nervent to a first country.
		!	record of \$ 78 from \$ 65 a	West son	Net in		per suca	Cross to percent to a first quarter
		Plaintiffs'	\$320 8 million in the first	year ago. morter of	1000 %		5855U.UU	foots of the first another of 1000 " (THE ANOTHER CONTROL OF 12.) Initiating up to percent from \$120 8 million in the first another of 1000 " (THE ANOTHER)
		Exhibit 453		7 FAME PAGE	*	70 CWTT	(+(-1)(-) (+(-1)(-1)(-1)(-1)(-1)(-1)(-1)(-1)(-1)(-1)	
		COL MOTOR		•		•	•	
			"This was the strongest firs	t quarter i	nourco	mpany's	history, v	his was the strongest first quarter in our company's history, with all of our businesses performing
			well. Kevenue and receive	ible grow	h were	strong, a	nd credit	well. Kevenue and receivable growth were strong, and credit quality continued to improve."
			[HHS 02902345]					
					#	*	#	
			Credit Quality and Loss Reserves	Reserves				
			At March 31, the managed	definamen	cy ratio	(60Hday	s) declina	At March 31, the managed definancing ratio (60Hdays) declined to 4.43 percent from 4.66 percent
1			at December 31 and 4,81 pc	ercent a ve	ar ago.	Dollars	of deline	at December 31 and 4,81 percent a year ago. Dollars of delinmency were flat with year-end 1000
			The smarshized managed to	et character	4	for the fa		The annialized managed not charged from the first factor was a managed as a contract of the first factor for the first factor from the first factor from the factor
				or cuta get	u taulo	101 GIC 711	or dustrial	was 4.00 percent compared to 3.96
			percent in the prior quarter and improved 37 basis points from the year-ago quarter."	: and imp	oved 37	basis po	ints from	the year-ago quarter."
			[HHS U2902346]					
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No.	Date	Document Title	Statement				
7.	05/10/2000	Household 10-Q	Household 10-Q for 3/31/00 quarter ending: Household reported net income of \$372.9 million for	rter ending: H	ousehold	reported I	let income of \$372.9 million for
		Plaintiffs'	ne quanter ended March 30, 2000 and EPS of \$0.79 per share [HHS 03138125]:	o and E.P.S of	\$0.79 pe	r share [H	HS 03138125J:
		Exhibit 735		*	*	*	
			CREDIT QUALITY		,		
			We track delinquency and chargeoff levels on a managed basis and we apply same credit and portfolio management procedures as on our owned portfolio.	evels on a mana it procedures as	ged basis a on our own	nd we apply ed portfolio	<b>9</b>
			[HHS 03138142]			•	
			Demography Two-Months-and-Over Contractual Managed Delinquency (as a percent of managed	fanaged Delinq	ency (as a	percent of n	18naged
			Consumer receivables);	00/12/21		2000	55.55
			Managadi		y/JUNA	4500A	3/31/29
			Real estate secured 2.99%	9% 3.27%	3.46%	3.29%	3.54%
			Auto finance 1.52	·	2.26	1.87	1.74
					3.10	3.11	3.61
					99.9	6.62	6.37
			nsecured	6 8.81	8.57	8.17	7.84
		•			4.89%	4.72%	4.81%
				8% 4.81%	5.24%	4.96%	5.04%
			SEDEJ	[HHS 03138142]			
				*	*	*	
. –			"Owned consumer two-months-and-over contractual definquency as a percent of owned consumer receivables was 4.58 percent at March 31, 2000, compared with 4.81 percent at December 31, 1999	and-over contract	ractual de I, compar	finquency ed with 4.	as a percent of owned consumer 81 percent at December 31, 1999
			and 5.04 percent at March 31, 1999. The annualized consumer owned chargeoff ratio was 3.53 percent in the first quarter of 2000, compared with 3.62 percent in the prior quarter and 3.99	999. The and 000, compare	nalized c dwith 3.	onsumer 62 percer	owned chargeoff ratio was 3.53 it in the prior quarter and 3.97
			percent in the year-ago quarter. [HHS 03138137]	[HIHS 03138	137]	} 	Zir sum tamah sasal sa sa
			Managed consumer two-months-and-over contractual delinquency as a percent of managed	s-and-over c	ontractual	l delinque	ancy as a percent of managed
			Consumer receivables was 4.43 percent at March 31, 2000, compared with 4.66 percent at December 31, 1999 and 4.81 percent at March 31, 1999. The annualized total consumer managed	percent at J centat March	March 31 31, 1999	i, 2000, c The ann	compared with 4.66 percent at insliged total consumer managed
			chargeoff ratio was 4.00 percent in the first quarter of 2000, compared with 3.96 percent in the	t in the first o	uarter of	2000, cor	npared with 3.96 percent in the
			prior quarter and 4.57 percent in the year-ago quarter." [HHS 03138137]	the year-ago	quarter."	HHS 0.	138137

e Statement	July Secc quan \$38. rece adde	"Credit Quality and Loss Reserves  Credit quality improved dramatically during the quarter, as dollars of chargeoff and delinquency declined from first quarter levels. At June 30, the managed delinquency ratio (60+days) improved for the third consecutive quarter, to 4.16 percent. This represented a 27 basis-point improvement from the first quarter and a 56 basis-point improvement from a year ago. The annualized managed net chargeoff ratio for the second quarter feel 26 basis points sequentially, to 3.74 percent. The chargeoff ratio was 4.10 percent a year ago." [HHS 03407364]	
Document Title			
Date	07/19/2000		
Stmt No.	∞		

	Document Title   Statement	Household 10-Q	EXhibit 404 CREDIT QUALITY  We track delinquency and chargeoff levels on a managed basis and we apply the	same credit and portfolio management procedures as on our owned portfolio.	[HHS 02879712]	Delinquency	Two-Months-and-Over Contractual Managed Delinquency (as a percent of managed	ediction edition	00/05/9	ecured 2.72% 2.99% 3.27% 3.46%	1.99	MasterCard/Visa 3.14 3.06 2.78 3.10 3.11	5.97 6.66	8.56 8.81 8.57	% 4.89%	Owned 4.25% 4.58% 4.81% 5.24% 4.96%	[HHS 02879693]	•	* *	"Owned consumer two-months-and-over contractual delinquency as a percent of owned consumer receivables was 4.25 percent, compared with 4.58 percent at March 31, 2000 and 4.96 percent at June 30, 1999. The annualized total consumer owned chargeoff ratio in the second quarter of 2000 was 3.77 negret command with 3.53 percent in the prior quarter and 3.54 percent in the percent command with 3.53 percent in the prior quarter and 3.54 percent in the percent command with 3.53 percent in the prior quarter and 3.54 percent in the percent command with 3.53 percent in the prior quarter and 3.54 percent in the percent command with 3.53 percent in the prior quarter and 3.54 percent in the percent command with 3.53 percent in the prior quarter and 3.54 percent in the percent command with 3.53 percent in the prior quarter and 3.54 percent in the percent command with 3.54 percent in the percent command with 3.54 percent in the percent command with 3.54 pe	quarter. [HHS 02879706]	Managed consumer two-months-and-over contractual definquency as a percent of managed	consumer receivables was 4.16 percent, compared with 4.43 percent at March 31, 2000 and 4.72	proved at 500, 1777, and comments was considered than the second of the	
Strut No. 9 9 0 0	Date	08/11/2000						<b></b>								•		.=.							

Chart								
No.	Date	Document Title	Statement					
12.	11/14/2000	Household 10-Q	Household 10-Q for quarter ending 9/30/2000: "Household reported net income of \$451.2 million	tarter ending 9/3(	3/2000; "E	Tousehold r	eported net inc	ome of \$451.2 million
			for the quarter ended September 30, 2000 and EPS of \$0.95 [HHT 0015924]	eptember 30, 20	00 and EP	S of \$0.95	THHT 001598	41.
		Defendants'				) } }	O/C100 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	÷
		Exhibit 858						
			CREDIT QUALITY We track definitionency and charge-off levels on a managed basis and we send the same and the	I channenff levels on	baosasas s	متد قصونة وما	o ome	1,1
			portfolio management procedures as on our owned portfolio.	cedures as on our o	wned portfo	lio.	apply and same o	
			Delinquency Two-Months-and-Over Contractual Managed Delinquency (as a percent of managed consumer receivables);	ontractual Managed	Delinquenc	у (вз а ретсы	nt of managed co	suner
				September 30,	June 30,	March 31,	December 31,	September 30,
			Managed:	2000	2000	2000	1999	6661
			Real estate secured	2.77%	2.72%	2.99%	3.27%	3.46%
			Auto finance	2.19	1.99	1.52	2.43	2.26
			MasterCard/Visa	3.48	3.14	3.06	2.78	3,10
			Private label	5.67	5.77	5.94	5.97	6.66
			Other unsecured	7.72	7.92	8.56	8.81	8.57
			Total Managed	4.21%	4.16%	4.43%	4.66%	4.89%
			Омпед	4.29%	4.25%	4.58%	4.81%	5.24%
			-	岜	[HHT 0015998]	.8]		
					*	*		
			"Owned consumer two-months-and-over contractual delinquency as a percent of owned consumer receivables was 4.29 percent, compared with 4.25 percent at June 30, 2000 and 5.24 percent of	-months-and-ov	er contract d with 4.2	bual delinqu 25 percent a	rency as a perce	ant of owned consumer 10 and 5.24 percent of
			September 30, 1999. The annualized consumer owned chargeoff ratio in the third quarter of 2000	The annualized or	onsumer o	wned charg	eoff ratio in th	e third quarter of 2000
			was 3.01 percent, compared with 3.27 percent in the prior quarter and 3.63 percent in the year-ago	pared with 3.27 g	ercent in t	he prior qu	arter and 3.63 p	ercent in the year-ago
			quarter.					
			Managed consumer two-months-and-over contractual delinquency as a percent of managed	wo-months-and-	over comb	ractual deli	inquency as a	percent of managed
			consumer receivables was 4.21 percent at September 30, 2000, compared with 4.16 percent at June	was 4.21 percent	at Septem	ber 30, 200	0, compared w	ith 4.16 percent at June
	,		30, 2000 and 4.89 pe	rcent at Septem	ber 30, 15	99. The 2	mnualized tots	2000 and 4.89 percent at September 30, 1999. The annualized total consumer managed
	<u>-</u>	•	chargeoff ratio in the third quarter of 2000 was 3.47 percent, compared with 3.74 percent in the	third quarter of 2	.000 was	3.47 percen	t, compared w	ith 3.74 percent in the
			prior quarter and 4.09 percent in the year-ago quarter." [HHT 0015994]	percent in the ye	ar-ago qu	arter." [HF	IT 0015994]	

	"Household International Reports Highest Full secutive Record Quarter": Household reported increase over \$3.07 a year ago and the highest story. Net income totaled \$1.7 billion, or 14 is for the full year increased 18 percent to \$8.9 old's fourth quarter earnings per share rose 12 ourth quarter net income rose 12 percent to an 38.8 million a year ago."	ific year in which we delivered on all or our ality in the quarter were excellent, while credit our record earnings per share reflect strong top-2912516]	*  coff ratio improved for the third consecutive lite quarter. The fourth quarter chargeoff ratio thed its lowest level since the fourth quarter of at December 31, 2000 was 4.20 percent, stable points better than a year and it this profession.	president and chief executive of Household's y's 'position on predatory lending is perfectly abhorrent to our company, our employees and
Statement	January 17, 2001 Household Press Release entitled "Household International Reports Highest Full Year and Quarterly EPS in Its History; Tenth Consecutive Record Quarter": Household reported full year earnings per share of \$3.55, a 16 percent increase over \$3.07 a year ago and the highest earnings per share in the company's 122-year history. Net income totaled \$1.7 billion, or 14 percent above the prior year. Net managed revenues for the full year increased 18 percent to \$8.9 billion, compared to \$7.5 billion in 1999. Household's fourth quarter earnings per share rose 12 percent to a record \$1.03, from \$.92 a year ago. Fourth quarter net income rose 12 percent to an all-time high of \$492.7 million, compared with \$438.8 million a year ago."	"These strong fourth quarter results cap off a terrific year in which we delivered on all or our earnings and growth goals Growth and profitability in the quarter were excellent, while credit quality and our balance sheet remained strong Our record earnings per share reflect strong topline growth and improved credit quality." [HHS 02912516]	"Credit Quality and Loss Reserves  The fourth quarter annualized managed net chargeoff ratio improved for the third consecutive quarter to 3.41 percent from 3.47 percent in the third quarter. The fourth quarter chargeoff ratio was 55 basis points lower than a year ago and reached its lowest level since the fourth quarter of 1996. The managed delinquency ratio (60+days) at December 31, 2000 was 4.20 percent, stable with 4.21 percent in the third quarter and 46 hasis notints better than a year ago." This points that	Origination News – March 23, 2001: "Gary Gilmer, president and chief executive of Household's subsidiaries HFC and Beneficial said the company's 'position on predatory lending is perfectly clear. Unethical lending practices of any type are abhorrent to our company, our employees and most importantly our customers." [TEL 002334]
Document Title	Household Press Release Plaintiffs' Exhibit 491			Origination News article Plaintiffs' Exhibit 1307
Date	01/17/2001			03/23/2001
Strat No.	13.			14.

Sfrat									ļ		
No.	Date	Document Title	Statement								
15.	03/28/2001	Household FY00 Report on Form 10-K	Household FY00 Report on Form 10-K filed with the SEC on March 28, 2001 Household reported net income of 1.7 billion and E.P.S. of \$3.55 [HHT 0015623]:	ort on For Ion and E	m 10-K fi	led with t	he SEC or F 001562	1 March 2 3]:	8, 2001 Ha	ousehold 1	eported
		Defendants'	"Our focus is to use risk-based pricing and effective collection efforts for each loan. We have a process which we believe gives us a reasonable basis for predicting the credit quality of new	risk-based slieve give	l pricing a es us a rea	nd effecti asonable	ve collect basis for	fion effort predicting	s for each ; the credi	foan. We it quality	have a
		Exhibit 851	accounts. This process is based on our experience with numerous marketing, credit and risk management tests. We also believe that our frequent and early contact with delinement contact in the delinement of the leaf is morning and another than the delinement of the leaf is morning and another than the delinement of the leaf is morning and another than the delinement of the leaf is morning and the leaf is the leaf is the leaf in the leaf in the leaf is the leaf in the leaf in the leaf is the leaf in the leaf in the leaf is the leaf in the leaf in the leaf is the leaf in the leaf in the leaf in the leaf in the leaf is the leaf in the leaf is the leaf in the lea	ess is base re also bel	ed on our ieve that (	experien	ce with nart and ear	fumerous	nsarketing	g, credit s	nd risk
			contact with teamfurant customers is neighbour in managing het credit 108ses." [HHI 0015608]		iers is neij *		magoog n. *	er erredit ik	sses." [H	SIMO IHI	[800
			"Delinquency and Chargeoffs: Our delinquency and net chargeoff ratios reflect, among other factors, changes in the mix of loans in our portfolio, the quality of our receivables, the average age of our loans, the success of our collection efforts and general economic conditions."	hargeoffs e mix of le ess of ou	: Our deli cons in our	nquency portfolio n efforts a	and net c , the quali und generz	hargeoff in of our rained of economia	ratios refleceivable:	ect, amor s, the aver ons."	g other age age
			We track delinquency and chargeoff levels on both an owned and a managed basis. We apply the	y and char	geoffleve	ds on both	an owne	d and a m	anaged ba	sis. We an	univ the
			same credit and portfolio management procedures to both our owned and off-balance sheet portfolios. Our focus is to use risk-based pricing and effective collection efforts for each loan. We	tfolio ma is to use n	nagement isk-based	procedu	es to bot	h our ow	med and one	off-balanc	e sheet
			have a process which we believe gives us a reasonable basis for predicting the credit quality of new accounts. This process is based on our experience with numerous marketing and its	we believ	e gives.us	a reasona exmerien	ble basis 1	for predict	ing the cre	Ait quality	of new
			management tests. We also believe that our frequent and early contact with delinquent customers is helpful in managing net credit losses." [HHT 0015608]	e also beli net credit	ieve that o losses." [	ur freque HHT 001	t and earl 5608]	y contact	man Ketiliy With delinx	s, credir a quent constr	end nisk omers is
<del></del>			A CONTRACTOR CONTRACTOR	THE PARTY OF THE P	" · ·	* {	* !				
. <del>-</del>			CONSUMER 1 WC-MONTH-AND-UVER CONTRACTUAL DELINQUENCY RATIOS	UNIH-AN	SOVEK C	2000 Onarter Frid	UAL DELL ter Fod	NQUENCY	RATIOS	1000	10 to
				ঘ	m	2		য	673	2 7 1	2 2
			Managed:		•	1	,		ı	ı	1
	•		Keal estate secured	2.63%	2.77%	2.72%	2.99%	3.27%	3.46%	3.29%	3.54%
_		•	MasterCardWisa	3.49	3.48	2.59	1.52 1.06	2.43	2.26	1.87	7.7
			Private label	5.48	5.67	5.77	, se 50,	5.97	6.66	6.62	6.37
			Other unsecured	7.97	7.72	7.92	8.56	8.81	8.57	00	7.87
			Total Managed	420%	421%	4.16%	4.43%	4.66%	4.89%	4.72%	4.81%
			Total Owned	4.26%	4.29%	425%	4.58%	4.81%	5.24%	4.96%	5.04%
						HHT 0015609]	2609				

No. Date 16. 04/18/2001 17. 05/09/2001	Document Title	ě					
		Statement					
		April 18, 2001 Household Press Release entitled "Household International Reports First Quarter	old Press Re	lease entitled "	Household Inter	mational Repo	orts First Ouarter
	Release	Results; 11th Consecutive Record Quarter": Household "reported that earnings per share rose 17	tive Record (	Juarter": Hous	chold "reported i	that earnings	per share rose 17
		percent to a first quarter record of \$.91 from \$.78 a year ago. Net income increased to \$431.8	ter record of	\$.91 from \$.78	³ayearago. Nk	et income inc	reased to \$431.8
	Plaintiffs'	million, up 16 percent from \$372.9 million in the first quarter of 2000. This quarter marked the	from \$372.9	million in the	first quarter of 2	2000. This ஏ.	parter marked the
	Exhibit 504	11th consecutive quarter of record results." [HHS 02914121]	ter of record	esults." [HHS	02914121]	ŧ	
		"Cradit (Inslity and I are Recented	оес Весеплес	+	ŧ		
		A+16 femile 71 44	7000 ANDONE TO		•		;
		At Infaction, the managed delinquency ratio (OU+days) was 4.25 percent, compared to 4.43 percent	anbumao cash	асу гало (очно	ays) was 4.25 pe.	rcent, compar	ed to 4.43 percent
		a year ago and 4.20 percent at December 31, 2000. The annualized managed net chargeoff ratio for	cent at Decer	uber 31, 2000.	The annualized	managed net	chargeoff ratio for
		the first quarter was 3.56 percent, a 44 basis points improvement from the year-ago quarter and up	56 percent, a.	44 basis points	improvement fro	om the year-a	go quarter and up
		modestly from 3.41 percent in the prior quarter." [HHS 02914123]	secent in the p	vrior quarter."	[HHS 02914123		•
· · · · · · · · · · · · · · · · · · ·	1 Household 10-Q	Household 10-Q for 3/31/01 quarter ended: Household reported net income of \$431.8 million for	31/01 quarter	r ended: House	hold reported ne	it income of \$	431.8 million for
		the quarter ended March 31, 2001 and EPS of \$0.92 [HHS 03137911];	ch 31, 2001 a	and EPS of \$0.5	32 [HHS 031379	3111:	
	Plaintiffs,					,	
	Exhibit 733	CREDIT QUALITY		,			
	•	We track delunquency and chargeoff levels on a managed bas portfolio management procedures as on our owned murifolio	d chargeoff leve ocedures as on c	ds on a managed l or owned nortfol	oasis and we apply i	the same credit:	and
					ž		
		Delinquency	4	•	•		
		** ** ** ** ** ** ** ** ** ** ** ** **	Johnschial Delli Marrit 21	squency (as a pen December 31	cent of consumer re- Contourbox 20	ceivables): r 70	-
			2001	2000	2000, 2000	3une 30, 2000	wanch 31, 2000
	-	Managed:					
		Real estate secured	2.61%	2.63%	2.77%	2.72%	2.99%
		Auto finance	1.79	2.55	2.19	1.99	1.52
		MasterCard/Visa	3.68	3.49	3,48	3.14	3.06
		Private label	5.50	5.48	5.67	5.77	5.94
		Other unsecured	8.37	7.97	7.72	7.92	8.56
		Total managed	4.25%	420%	4.21%	4.16%	4.43%
		Owned	4.36%	4.26%	4.29%	4.25%	4.58%
_		•••		[HHS 03137930]	37930]		

Stmt			
No.	Date	Document Title	Statement
			* *
			"Owned consumer two-months-and-over contractual delinquency as a percent of owned consumer
			receivables was 4.36 percent at March 31, 2001, compared with 4.26 percent at December 31, 2009
			min 3.50 percent at manch 31, 2000. And annualized constituted by the constitution of 2001 was 3.12 member of 2.12 member of 2001 was 3.12 member of 2.12 member of 2
			in the year-ago quarter.
			Managed consumer two-months-and-over contractual delinquency as a percent of managed
			consumer receivables was 4.25 percent at March 31, 2001, compared with 4.20 percent at
			December 31, 2000 and 4.43 percent at March 31, 2000. The annualized consumer managed
			chargeoff ratio in the first quarter of 2001 was 3.56 percent, compared with 3.41 percent in the
			prior quarter and 4.00 percent in the year-ago quarter." [HHS 03137924]
	07/18/2001	Household Press	July 18, 2001 Household Press Release entitled "Household International Reports Second Ouarter
		Release	Results; 12th Consecutive Record Quarter": Household "reported record earnings per share of \$.93.
			up 16 percent from a year ago. Net income rose 14 percent, to \$439.0 million, from \$383.9 million
		Plaintiffs'	for the second quarter of 2000."
	.,.	Exhibit 503	
			"We had a terrific quarter - our 12th consecutive quarter of record results. Given the softening
			economic environment, I am particularly pleased with our ability to consistently deliver strong,
			quality earnings. Results for the quarter were excellent We enjoyed strong receivable and
		,	definition was stable in the quarter." [HHS 02914097]
			"Credit Quality and Loss Reserves
			in the first quarter. The managed definition (60+days) was 4.27 percent, stable with 4.25 percent
			managed net chargeoff eatin for the second quoter upp 2.71 percent. The annualized
			the year-ago quarter and up modestly from 3.56 percent in the first quarter." IHHS 0.29140981

044								
21001								
No.	Date	Document Title	Statement					
19.	07/27/2001	Star Tribune	Star Tribune - July 27, 2001: "Megan Hayden, a Household spokeswoman, said that terms of loans	7, 2001: "Mega	un Hayden, a	Household spo	okeswoman, said	d that terms of loans
		article	are disclosed to all customets, as required by state and federal laws. 'Frankly, you don't stay in	ustomers, as re	quired by sta	ate and federal	laws. Frankly	V. vou don't stav in
			business in this industry by taking advantage of your customers,' she said. 'So I take excention to	rtry by taking a	dvantage of	your customers	s. she said. 'So	Take excention to
		Plaintiffs,	any characterization that we engaged in predatory lending machines ""	that we engage	kin predato	ry lendino ma	ctices ""	A Tau I
		Exhibit 1451						
20.	100Z/01/80	Household 10-Q	Household 10-Q for 6/30/01 quarter ended: Household reported net income of \$439 million for the	5/30/01 quarter	ended: Hou	sehold reported	Inet income of	\$439 million for the
			quarter ended June 30, 2001 and EPS of \$0.94 [AA 062721];	0, 2001 and EE	S of \$0.94	AA 062721]:		
		Plaintiffs,			ſ	•		
		Exhibit 6	CREDIT QUALITY					
			We track definquency and chargeoff levels on a managed basis and we apply the same credit and	and chargeoff leve	ls on a manage	d basis and we as	oply the same cred	it and
			portfolio management I	procedures as on o	nur owned ports	folio.		
			[AA 062738]					
			Delinquency					
			Two-Months-and-Over	Contractual Delia	nquency (as a p	vercent of consum	ner receivables):	
				June 30,	March 31,	December 31.	September 30.	June 30
				2001	2001	2000	2000	2000
			Managed:					!
			Real estate secured	2.63%	2.61%	2.63%	2.77%	2.72%
			Auto finance	2.09	1.79	2.55	2.19	1.00
			MasterCard/Visa	3.60	3.68	3.49	3.48	41.5
			Private label	5.66	5.50	5.48	5.67	77.5
			Other unsecured	8.43	23.7	7.07	. C. T.	7
			Total managed	A 270%	/03C F	1000	71.7	76.1
			One managed	4 400/	4.6370	4.20%	4.21%	4.16%
•				4.45%	4.50%	4.75%	4.23%	425%
					[AA 0	[AA 062739]		
,					*	*		
			"Owned consumer two-months-and-over contractual definations and named of summed accounts."	vo-months-and	-over confra	rtnol delinoner	+400+04 0 H0 100H	of present of contract of
			receivable une 4 49	no-montain and	. 20. 2001 o	ctual desimalite	ucy as a percent	or owned consumer
			Account of the percent of the second of the	percentar ams	2, 2002, 2001, 52 2, 1	ominaren wira.	4.30 percent at I	Warch 31, 2001 and
			4.23 percent at June 30, 2000. The annualized consumer owned chargeoff ratio in the second	: 30, 2000. Th	e annualized	consumer ov	wned chargeoff	ratio in the second
			quarter of 2001 was 3.26 percent, compared with 3.12 percent in the prior quarter and 3.27 percent	5.26 percent, cc	ompared with	3.12 percent i	in the prior quan	ter and 3.27 percent
			In the year-ago quarter.	Ε.				
						:		•

Stmt No.	Date	Document Title	Statement
			Managed consumer two-months-and-over contractual delinquency as a percent of managed consumer receivables was 4.27 percent at June 30, 2001, compared with 4.25 percent at March 31, 2001 and 4.16 percent at June 30, 2000. The annualized consumer managed chargeoff ratio in the second quarter of 2001 was 3.71 percent, compared with 3.56 percent in the prior quarter and 3.74 percent in the year-ago quarter." [AA 062733]
21.	10/17/2001	Household Press Release Plaintiffs' Exhibit 978	October 17, 2001 Household Press Release entitled "Household Reports Highest Quarterly Net Income in 18 123- Year History". Household "reported earnings per share of \$1.07 rose 14 percent from \$.94 the prior year. Net income increased 12 percent, to \$504 million, from \$451 million in the third quarter of 2000." [HHS 03453676]  "Credit Quality and Loss Reserves  At September 30th, the managed delinquency ratio (60+ days) was 4.43 percent, compared to 4.27 percent in the second quarter and 4.21 percent ayear ago. The sequential increase was across all products and was well within company expectations. The annualized managed net chargeoff ratio was 3.74 percent in the prior-year quarter." [HHS 03453677]  managed net chargeoff ratio was 3.47 percent in the prior-year quarter." [HHS 03453677]

Stmt								
No.	Date	Document Title	Statement					
	11/14/2001	Household 10-Q	Household 10-Q for quarter ended 9/30/01: Household reported net income of \$503.8 million for the quarter ended September 30, 2001 and EPS of \$1.09 [HHS 03111409]:	juarter ended 9/3 stember 30, 2001	0/01: Househ and EPS of §	old reported r 61.09 [HHS 0.	et income of \$: 3111409]:	503.8 million for
		Plaintiffs'						
		Exhibit 707	CREDIT QUALITY  We track delinquency and chargeoff levels on a managed basis and we apply the same credit and portfolio	ad chargeoff levels (	xı a managed ba	isis and we apply	the same credit a	nd portfolio
			management procedures as on our owned portfolio. [HHS (2111425)	as on our owned po	ortfolio.	i i		•
			Delinquency					
			Two-Months-and-Over Contractual Delinquency (as a percent of consumer receivables):	Contractual Delinqu	ency (as a perce	ant of consumer	receivables);	
				September 30,	June 30,	March 31,	December 30,	September 30,
			Managed:		1	1007	7007	2000
			Real estate secured	2.74%	2.63%	2.61%	2.63%	2.77%
			Auto finance	2.54	2.09	1.79	2.55	2.19
			MasterCardVisa	3.91	3.60	3.68	3.49	84.6
			Private label	5.88	5.66	5.50	5.48	5.67
			Other unsecured	8.51	8.43	8.37	7.97	7.72
			Total managed	4.43%	427%	425%	4.20%	4.21%
			Owned	4.58%	4.48%	4.36%	426%	429%
					[HJHS 03111426]	1426]		
					*	*		
			()	Ţ		;		
			"Owned consumer two-months-and-over contractual definquency as a percent of owned consumer receivables was 4.58 percent at September 30, 2001, compared with 4.48 percent at June 30, 2001 and 4.29 percent at September 30, 2000. The annualized total consumer owned chargeoff ratio in the third quarter of 2001 was 3.43 percent, compared with 3.26 percent in the prior quarter and 3.01 percent in the year-ago quarter.	ro-months-and-o percent at Septer eptember 30, 200 101 was 3.43 perc go quarter.	ver contractus nber 30, 2001 0. The annua ent, compare	al definquency , compared w dized total co d with 3.26 pe	r as a percent of ith 4.48 percent osumer owned or reent in the prior	owned consumer t at June 30, 2001 chargeoff ratio in f quarter and 3.01
			Managed consumer two-months-and-over contractual delinquency as a percent of managed	two-months-and	-over contrac	ctual delinque	ency as a perc	ent of managed
			consumer receivables was 4.43 percent at September 30, 2001, compared with 4.27 percent at June	s was 4.43 percen	it at Septembe	$\pi 30,2001,co$	mpared with 4.2	27 percent at June
			30, 2001 and 4.21 percent at September 31, 2000. The annualized total consumer managed	ercent at Septer	uber 31, 200	0. The annu	alized total cor	nsumer managed
			chargeoff ratio in the third quarter of 2001 was 3.74 percent, compared with 3.71 percent in the	third quarter of	2001 was 3.7	<sup>74</sup> percent, co	inpared with 3.	71 percent in the
			prior quarter and 3.47 percent in the year-ago quarter." [HHS 03111420]	7 percent in the 3	rear-ago quari	ter." [HHS 0.	3111420]	

Start	Date	Document Tifle	Stotement
			* * *
			"Managed delinquency as a percent of managed consumer receivables increased modestly over both the previous and prior-year quarters. Compared to the previous quarter, all products reported higher delinquencies principally as the result of a weakening economy." [HHS 03111426]
23.	12/04/2001	Goldman Sachs Presentation	December 4, 2001 Goldman Sachs Presentation: defendants made false statements regarding Household's accounting practices, including reaging and restructuring.
		Plaintiffs' Exhibit 1248	"Charge off policies are appropriate for our target market and result in proper loss recognition" (PFG000158)
			"All policies have been consistently applied and realistically report results" (PFG000158)
			"Why are Household's Credit Losses Better" - better credit skills (PFG000152)
4.	01/16/2002	Household Press Release Plaintiffs' Exhibit 706	January 16, 2002 Household Press Release entitled "Household Reports Record Quarterly and Full-Year Net Income": Household "reported fourth quarter earnings per share of \$1.17, its fourteenth consecutive record quarter. Fourth quarter earnings per share rose 14 percent from \$1.03 the prior year. Net income in the fourth quarter increased 11 percent, to an all-time quarterly record of \$549 million. For the full year, Household reported earnings per share of \$4.08, representing a 15 percent increase from \$3.55 in 2000. Net income for 2001 totaled \$1.9 billion, also an all-time high, 13 percent above \$1.7 billion earned in 2000."  "Household's fourth quarter results were simply outstanding demonstrating the tremendous strength and earnings power of the Household franchise. Receivable and revenue growth exceeded our expectations while credit indicators weakened only modestly in a tough economic environment In 2001, we demonstrated that our business model generates superior results in a weak economy as well as in the strong economic periods of previous years. Exceptional revenue growth of 18 percent more than offset the increases in credit losses during the year." [FHIS 03110403 - HHS 03110404]

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Š	Date	Document Title	Statement				
				*		<b> </b> 	
			"Credit Quality and Loss Reserves				
			At December 31st, the managed delinquency ratio (60+days) was 4.46 percent, up 3 basis points	ency ratio (60+days) v	was 4.46 perce	ant, up 3 ba	sis points
			trom 4.43 percent in the third quarter. The managed delinquency ratio was 4.20 percent a year ago.	e managed delinquenc	y ratio was 4.2	20 percent a	year ago.
			The annualized managed net chargeoff ratio for the fourth quarter was 3.90 percent, up 16 basis	atio for the fourth qua	urter was 3.90	percent, ut	16 basis
			points from 3.74 percent in the third quarter. The managed net chargeoff ratio in the year-ago	uter. The managed r	net chargeoff n	ratio in the	Vear-ago
			quarter was 3.41 percent." [HHS 03110	1651	)		)
25.	02/06/2002	Copley News	Copley News Services - February 6, 2002: "You simply cannot stay in business for 125 years by	2: "You simply canno	t stay in busin	ess for 125	vears by
		Services article	misleading your borrowers We do the right thing for our borrowers. We make good loans	the right thing for our	borrowers.	We make o	nod Joans
			that not only are legal loans, but are beneficial for our customers." [p.1]	ficial for our custome	ers." [p.1]	0	
		Plaintiffs'			ارد . <del>ا</del>		
		Exhibit 1442					
26.	02/18/2002	National	National Mortgage News - February 18, 2002.	2002:			
		Mortgage News					
		article	"Our first take on [the ailegations of predatory lending raised in the ACORN action] is that it is not	story lending raised in	the ACORN	ection] is #h	at it is not
			a significant issue, not indicative of any widespread problem and certainly not a concern that it will	ridespread problem an	d certainly not	ta concern	that it will
		Plaintiffs'	spread elsewhere." [TEL 002227]	•			
		Exhibit 1291	·				
27.	03/13/2002	Household FY01	Household FY01 Report on Form 10-K filed with the SEC on March 13, 2002 Household renorted	led with the SEC on N	farch 13, 2002	Househol	reported
		Report on Form	Net Income of \$1.923 billion in 2001, and E.P.S. of \$4.13 [FIHT 0015815 - HHT 0015816]:	d E.P.S. of \$4.13 [H]	HT 0015815 -	- HHT 001	5816]:
		10-K					
		Defendants'	Household International, Inc. and Subsidiaries CREDIT QUALITY STATISTICS – OWNED BASIS	BASIS			
			All dollar amounts are stated in millions.	2001 2000	1999	1998	1997
			At December 31, unless otherwise indicated. Owned Two-Month-and-Over Contracted Delinements Rs	. 90			
			Real estate secured	2.63% 2.58%	3.10%	3.95%	3.66%
			Auto finance		2.02	2.90	1.48
			MasterCard/Visa	5.67 4.90	3.59	5.09	3.55
			Private labei		60.9	6.03	5.60
			Personal non-credit card		90.6	8.24	7.55
			Total consumer	4.53% 4.26%	4.82%	5,31%	4.87%
				HILL UNIS809]			

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No.	Date	Document Title	Statement				
			*	*			
			Household International, Inc. and Subsidiaries				
			CREDIT QUALITY STATISTICS - MANAGED	BASIS			
			All dollar amounts are stated in 2001	2000	1999	1998	1661
			millions.				
			At December 31, unless offerwise				
			indicated.				
			Managed Two-Month-and-Over Contractual Delinquency Ratio	22			•
			Real estate secured 2.68%	2.63%	3.27%	3 67%	3 60%
			Auto finance 1 16	2.55	2 43	3000	000
			Machan Card Wica	97.2	95.0	77.0	2.03
			Driveta John Cally 120 4.10	0.49	6.76	5.75	3.IU
			Tilrate lance	3.46	76.0	0.20	5.81
			Personal non-credit cand 8.87	7.97	8.81	7.94	7.81
			Total consumer 4.46%	4.20%	4.66%	4.90%	4.64%
	,			[018CIWITHI]			
			*	*			
			"Management has long recognized its responsibility for conducting the company's affairs in a	onsibility for c	conducting	the comp	my's affairs in a
			manner which is responsive to the interest of employees, shareholders, investors and society in	of employees,	shareholde	ts. investo	rs and society in
			general. This responsibility is included in the statement of policy on ethical standards which	the statement	of policy	on ethical	standards which
			provides that the company will fully comply	with laws. mle	es and reon	lations of a	Wery community
			in which it operates and adhere to the highest ethical grands of Officers amployees and account of	tethical standar	rde Office	TO STRUCTURE OF	red and occurrent
			the company are expected and directed to manage the business of the company with something	roundary Julian manage the his	eines of f	as, campaoy he compass	ces all ageills of
			honesty, candor and integrity." [HHT 0015848]	8481	70 000000	ne verminan	with complete
			*	*			
			"Our credit and portfolio management procedures focus on risk-hased pricipg and effective	ocedures focus	s on risk-h	ased nrici	no and effective
			collection efforts for each loan. We have a propess which me believe given given assessmalls besing	hrnesee which	ane helieur	Original to a	o management
			for predicting the credit quality of new accounts. This process is based on our experience with	ounts. This or	ocess is ha	Sed on one	evnerience with
			numerous marketing, credit and risk management tests. We also believe that our frequent and early	ement tests. We	also helier	rethatour	regreent and early
			Contact with defination to a total servel servel servel as an interest to manage and an interest to the servel of	o noticine decic	med to mon	The second of	toponit day carly
			earth as resented delinations occurred to convent in enoughly when the control of	s pouvois acois port in coosists	anca to man	inge custoli	ust retamoustups,
			area a reaging mennejment accounts to the	raut un specific	Studions,	, ате пецри	II IN MAXIMIZING
			customer collections As a result, ch	uge-off and de	linquency ;	performan	As a result, charge-off and delinquency performance has been well
			within our expectations." [HHT 0015797]				

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Ño.	Date	Document Title	Statement
			"We believe our policies are responsive to the specific needs of the customer segment we serve  Our policies have been consistently applied and there have been no significant changes to any of our policies during any of the periods reported. Our loss reserve estimates consider our charge-off policies to ensure appropriate reserves exist for products with longer charge-off lives. We believe our charge-off policies are appropriate and result in proper loss recognition." [HHT 0015798]
			"Our policies for consumer receivables permit reset of the contractual delinquency status of an account to current, subject to certain limits, if a predetermined number of consecutive payments has been received and there is evidence that the reason for the delinquency has been cured. Such reaging policies vary by product and are designed to manage customer relationship and maximize collections." [HHT 0015798]
<b>58.</b>	04/09/2002	Household Financial Relations Conference Plaintiffs' Exhibit 135	<ul> <li>April 9, 2002 Financial Relations Conference:         <ul> <li>Credit Quality Trend - Manageable, Modest Increases [chart on HHS 01883530]</li> <li>Credit Quality Trend - Manageable, Modest Increases [chart on HHS 01883530]</li> <li>Credit Policies - Overview - In some cases charge-off policy is longer than bank policy to optimize customer management. [HHS 01883554]</li> <li>Reage Policies - Overview</li> <li>Reage Policies are an inherent part of value proposition for our customers for which they pay above bank prices</li> <li>Not intended to defer credit loss recognition or to overstate net income</li> <li>Policies have been consistently applied and are appropriate for each product [HHS 01883557]</li> </ul> </li> <li>Credit Policies - Personal Non-Credit Card         <ul> <li>Restructures</li> <li>If an account is ever 90+, lifetime limit of 4 restructures allowed [HHS 01883579]</li> </ul> </li> <li>Defendants included information regarding Household's reage portfolio in a number of charts included in Plaintiffs' Exhibit 135 - the charts are located at HHS01883560, HHS01883561, HHS01883567, HHS01883567, HHS01883562, HHS01883560, HHS01883567, HS01883567, HS01883567, HS01883567, HS0188</li></ul>

		April 17, 2002 Household Press Release entitled "Household Reports Record First Quarter Net Income": Household "reported first quarter earnings per share of \$1.09, its fifteenth consecutive record quarter. First quarter earnings per share rose 20 percent from \$.91 the prior year. Net income in the first quarter increased 18 percent, to a record \$511 million."	"Household turned in a very strong first quarter In addition to delivering record results this quarter, we strongly added to our capital and reserve levels and further enhanced liquidity. We remain committed to maintaining a strong balance sheet and maximum financial flexibility."	"Our credit quality performance was well within our expectations in light of the continued weakness in the economy We anticipate a very manageable credit environment for the remainder of the year." [HHS 02980361]	"Credit Quality and Loss Reserves At March 31st, the managed basis delinquency ratio (60+days) was 4.63 percent, up 17 basis points from 4.46 percent at year-end 2001 and up 38 basis points from 4.25 percent a year ago. The annualized managed basis net charge-off ratio for the first quarter of 4.09 percent increased 19 basis points from 3.90 percent in the fourth quarter of 2001"	"The owned basis delinquency ratio at March 31st was 4.77 percent, compared to 4.53 percent at December 31st and 4.36 percent a year ago. The annualized owned basis charge-off ratio for the first quarter was 3.61 percent compared to 3.43 percent in the previous quarter and 3.12 percent a year ago." [HHS 02980363]	Bellingham Herald – April 21, 2002: "It is absolutely against our policy to in any way quote a rate that is different than what the true rate is I can't underscore that enough." [p.1]	
	Statement	April 17, 2002 I Income": House record quarter. income in the fu	"Household turn quarter, we stroi remain committ	"Our credit qua weakness in the remainder of the	"Credit Quality At March 31st, t from 4.46 perce annualized man basis points fror	"The owned bas at December 31, the first quarter percent a year a	Bellingham Her that is different	
	Document Title	Household Press Release Plaintiffs' Evhibit 635					<i>Bellingham</i> <i>Herald</i> article	Plaintiffs' Exhibit 1445
	Date	04/17/2002					04/21/2002	
Strat	Š	23.					30.	

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No.	Date	Document Title	Statement			
31.	05/03/2002	Chicago Tribune		2002: "Hou	sehold denied t	Chicago Tribune - May 3, 2002: "Household denied that it misleads customers. 'Acom continues
		article	to launch baseless accuse	ations and 1	awsuits rather	to launch baseless accusations and lawsuits rather than work to enact real solutions to help
			eliminate predatory lendin	ig from the	narketplace,' tl	climinate predatory lending from the marketplace,' the lender's statement said." [p.1]
		Plaintiffs,		,		· ·
		Exhibit 1440				
32.	05/10/2002	05/10/2002 Household 10-Q	Household 10-Q for quarte	er ended 3/3	1/2002. Housel	Household 10-Q for quarter ended 3/31/2002. Household reported net income of \$511 million, and
			E.P.S of \$1.09 [HHS 0213	35167]		
		Plaintiffs,		,		
		Exhibit 232	CREDIT QUALITY			
			Delinquency - Owned Basis			
			Two-Months-and-Over Contr: receivables):	actual Delinqu	ency (as a percent	of consumer
				Monch 31	December 31	Manny
				2002	2001	2001
			Real estate secured	2.88%	2.63%	2.55%
			Auto finance	2.04	2.92	1.74
			MasterCard/Visa	6.54	5.67	5.02
			Private labei	6.33	5.99	5.62
			Personal non-credit card	9.60	9.04	8.79
			Total Owned	4.77%	4.53%	4.36%
				[HHS 02135187]	35187]	

Stmt No.	Date	Document Title	Statement
33.	05/10/2002	The Record article Plaintiffs' Exhibit 1443	The Record—May 10, 2002: "Our position is that the accusations [regarding predatory lending] are baseless The loans are legal, they are compliant with state and federal laws and our own policies, and in each instance they have benefits for each customer Hayden says the loan[s] conform [] to the company's 'tangible benefits test."
34.	05/31/2002	American Banker article Plaintiffs' Fyhihit 1446	American Banker – May 31, 2002: "It is our regulators' and the attorney general's job to investigate any complaints brought forth by consumers in their state, and we don't find anything unique or surprising that they are doing their job [W]e take proper steps to work with the department to uncover the facts and if necessary formulate an appropriate resolution for the horrower."
35.	07/02/2002	The Oregonian Plaintiffs' Exhibit 1447	about the rate of their loans" and claimed Household "took full and prompt responsibility" and is "satisfied that this situation was localized to the Bellingham branch."  The Oregonian—July 2, 2002: "We've made mistakes,' said Megan Hayden, spokeswoman for the Prospect Heights, Ill., company. 'Is there a companywide pattern of abuse? Absolutely not."
36.	07/17/2002	Household Press Release Plaintiffs' Exhibit 788	July 17, 2002 Household Press Release entitled "Household Reports Record Second Quarter Results on Strong Receivables Growth": Household "reported second quarter earnings per share increased 16 percent to \$1.08, from \$.93 the prior year. These results mark Household's sixteenth consecutive record quarter. Second quarter net income increased 17 percent, to a record \$514 million."
			"Our results this quarter were fueled by ongoing strong demand for our loan products Growth this quarter was strong, while we have maintained our conservative underwriting criteria" [HHS 03195884]

Stmt			
Ŋo.	Date	Document Title	Statement
			*
			"Credit Quality and Loss Reserves  At lime 40th the managed basis delinaments ratio (60+days) was 4.52 persons. Journ 10 Losin
			points from 4.63 percent at the end of March, led by improvement in the MasterCard/Visa
			portfolio. The managed basis delinquency ratio was 4.27 percent a year ago. The annualized
			managed basis netcharge-off ratio for the second quarter of 4.26 percent was 17 basis points higher
			than the first quarter and 55 basis points higher than a year ago."
			"The owned basis delinatency ratio at time 30th was 4 61 nament command to 4.77
			March 3 ist and 4.48 nervent a vest soo. The annualized agreed havis not charge off min for the
			second quarter was 3.76 percent compared to 3.61 percent in the previous quarter and 3.26 a year
			ago." [HHS 03195886]
37.	08/14/2002.	Household Press	August 14, 2002 Household Press Release entitled "Household International Certifies Accuracy of
		Kelease	SEC filings in 2002": "Household's results for the year-to-date have been fueled by strong demand
			for our loan products inroughout our businesses. Our loan underwriting approach continues to be
		Flaintiffs  Fyhihit 227	conservative in these times of economic uncertainty, and we remain committed to strong reserve
		LAMOIL 22.1	מננוסה מיווי (אסננוסה מיווי
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STIME						
No.	Date	Document Title	Statement			
38.	08/14/2002	Household 10-Q	Household 10-Q for quarter-ended 6/30/2002 issued of \$507 million and E.P.S. of \$1.08 [HHT 0017112]	nded 6/30/2002	issued on 171121	Household 10-Q for quarter-ended 6/30/2002 issued on 8/14/2002: Household reported net income of \$507 million and E.P.S. of \$1.08 [HHT 0017112]
		Defendants'		•	7	
		Exhibit 874	CREDIT QUALITY			
			Delinquency – Owned Basis Two-Months-and-Over Contractual Delinments (se a rement of consumer	al Deliamrency (as	the state of	f consumer.
			receivables):	en) famanhimo e		
			<b>∺</b>	June 30, Mar 2007	March 31,	June 30,
				2.78% 2.88%		2.59%
						2.35
				6.13 6.54	₩	4.80
						6.54
			Personal non-credit card 9.		6	8.79
				4.61% 4.77%	%	4.48%
				[HHT 0017131]		
				*	*	*
		•	"Our credit nolicies for consu	mer loans nermi	t the tees	"Our credit no licies for consumer loans nermit the reset of the compactual delianment at the compactual delianment of
			account to current, subject to	ertain limits, if	a predeter	account to current, subject to certain limits, if a predetermined number of consecutive payments has
			been received and there is ev	ridence that the	reason fi	been received and there is evidence that the reason for the delinquency has been cured. Such
	<b>.</b>		tought.	•		
			policies vary by product and a	are designed to	manage cı	policies vary by product and are designed to manage customer relationship and ensure maximum
			ACTIVITY OF THE STATE OF THE ST	*	*	*
			Household reiterated this disc	losure in its For	m 10-K/A	Household reiterated this disclosure in its Form 10-K/A for fiscal year 2001, filed with the SEC on August 27, 2002
39.	08/23/2002	Origination	Origination News - August	23, 2002: ""	We clear	August 23, 2002: "We clearly follow all state and federal laws and
		News article	regulations,' Household spokeswoman Megan Hayden said."	eswoman Mega	ın Hayder	said."
	1.10	Plaintiffs'	1010 C - 101			
		CT I WITH				

## TABLE B

<u>Date</u>	Amount
07/30/99	\$O per share
08/02/99	\$O per share
08/03/99	\$ <i>0</i> per share
08/04/99	\$o_per share
08/05/99	\$O per share
08/06/99	\$ per share
08/09/99	\$ per share
08/10/99	\$per share
08/11/99	\$per share
08/12/99	\$O per share
08/13/99	\$O per share
08/16/99	\$
08/17/99	\$ <u>O</u> per share
08/18/99	\$
08/19/99	\$per share
08/20/99	\$
08/23/99	\$
08/24/99	\$
08/25/99	\$ per share
08/26/99	\$0 per share
08/27/99	\$
08/30/99	\$
08/31/99	\$per share
09/01/99	\$ oper share
09/02/99	\$
09/03/99	\$per share
09/07/99	\$per share
09/08/99	\$ <u>O</u> per share
09/09/99	\$
09/10/99	\$ <i>D</i> per share

Date	Amount
09/13/99	\$ per share
09/14/99	\$ <u>0</u> per share
09/15/99	\$
09/16/99	\$per share
09/17/99	\$
09/20/99	\$per share
09/21/99	\$per share
09/22/99	\$per share
09/23/99	\$
09/24/99	\$
09/27/99	\$O per share
09/28/99	\$
09/29/99	\$
09/30/99	\$O per share
10/01/99	\$ 0 per share
10/04/99	\$ per share
10/05/99	\$ O per share
10/06/99	\$ O per share
10/07/99	\$ <i>0</i> per share
10/08/99	\$ 0 per share
10/11/99	\$ 0 per share
10/12/99	\$O per share
10/13/99	\$
10/14/99	\$per share
10/15/99	\$
10/18/99	\$D per share
10/19/99	\$per share
10/20/99	\$ per share
10/21/99	\$
10/22/99	\$O per share
10/25/99	\$

Date	Amount
10/26/99	\$ <i>0</i> _ per share
10/27/99	\$
10/28/99	\$ <i>O</i> _ per share
10/29/99	\$ O per share
11/01/99	\$
11/02/99	\$
11/03/99	\$ per share
11/04/99	\$
11/05/99	\$
11/08/99	\$ per share
11/09/99	\$ per share
11/10/99	\$ per share
11/11/99	\$
11/12/99	\$per share
11/15/99	\$ <i>Q</i> per share
11/16/99	\$ <b>0</b> per share
11/17/99	\$
11/18/99	\$per share
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11/22/99	\$per share
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11/24/99	\$ per share
11/26/99	\$per share
11/29/99	\$ per share
11/30/99	\$ per share
12/01/99	\$ <i>0</i> _ per share
12/02/99	\$per share
12/03/99	\$per share
12/06/99	\$ <b>0</b> per share
12/07/99	\$ per share
12/08/99	\$ <i>D</i> per share

<u>Date</u>	Amount
12/09/99	\$
12/10/99	\$O per share
12/13/99	\$
12/14/99	\$
12/15/99	\$ <i>O</i> _ per share
12/16/99	\$O per share
12/17/99	\$
12/20/99	\$O per share
12/21/99	\$
12/22/99	\$
12/23/99	\$ <b>O</b> per share
12/27/99	\$O per share
12/28/99	\$per share
12/29/99	\$ per share
12/30/99	\$ <i>0</i> per share
12/31/99	\$per share
01/03/00	\$
01/04/00	\$
01/05/00	\$per share
01/06/00	\$ per share
01/07/00	\$per share
01/10/00	\$ <i>O</i> per share
01/11/00	\$ per share
01/12/00	\$ per share
01/13/00	\$ O per share
01/14/00	\$per share
01/18/00	\$O per share
01/19/00	\$ per share
01/20/00	\$per share
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Date	Amount
01/25/00	\$
01/26/00	\$ O per share
01/27/00	\$ per share
01/28/00	\$ <b>0</b> per share
01/31/00	\$O per share
02/01/00	\$
02/02/00	\$ per share
02/03/00	\$ per share
02/04/00	\$O per share
02/07/00	\$O per share
02/08/00	\$ per share
02/09/00	\$
02/10/00	\$ <i>0</i> _ per share
02/11/00	\$ <i>0</i> _ per share
02/14/00	\$O per share
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02/16/00	\$ per share
02/17/00	\$ per share
02/18/00	\$ per share
02/22/00	\$ per share
02/23/00	\$ per share
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02/25/00	\$ per share
02/28/00	\$per share
02/29/00	\$per share
03/01/00	\$per share
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<u>Date</u>	Amount
03/09/00	\$O per share
03/10/00	\$
03/13/00	\$ per share
03/14/00	\$O per share
03/15/00	\$ per share
03/16/00	\$ per share
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03/20/00	\$
03/21/00	\$
03/22/00	\$ per share
03/23/00	\$ per share
03/24/00	\$ per share
03/27/00	\$ <b>0</b> per share
03/28/00	\$ per share
03/29/00	\$ per share
03/30/00	\$ 0 per share
03/31/00	\$ O per share
04/03/00	\$ O per share
04/04/00	\$O per share
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04/06/00	\$O per share
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<u>Date</u>	Amount
04/24/00	\$O per share
04/25/00	\$O_per share
04/26/00	\$
04/27/00	\$ 0 per share
04/28/00	\$ per share
05/01/00	\$ 0 per share
05/02/00	\$ <u>O</u> per share
05/03/00	\$ per share
05/04/00	\$
05/05/00	\$ <i>O</i> _ per share
05/08/00	\$
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05/12/00	\$ per share
05/15/00	\$per share
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05/17/00	\$ per share
05/18/00	\$per share
05/19/00	\$per share
05/22/00	\$ per share
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05/26/00	\$ per share
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05/31/00	\$ <i>Q</i> _ per share
06/01/00	\$ per share
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06/07/00	\$
06/08/00	\$per share
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06/12/00	\$per share
06/13/00	\$per share
06/14/00	\$ O per share
06/15/00	\$ <u>O</u> per share
06/16/00	\$
06/19/00	\$O_ per share
06/20/00	\$ per share
06/21/00	\$ per share
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<u>Date</u>	Amount
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08/03/00	\$per share
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<u>Date</u>	Amount
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09/11/00	\$ per share
09/12/00	\$ O per share
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Date	Amount
10/18/00	\$ <i>O</i> _ per share
10/19/00	\$O per share
10/20/00	\$O per share
10/23/00	\$O per share
10/24/00	\$O per share
10/25/00	\$O per share
10/26/00	\$
10/27/00	\$per share
10/30/00	\$ O per share
10/31/00	\$6 per share
11/01/00	\$O per share
11/02/00	\$O per share
11/03/00	\$ per share
11/06/00	\$ O per share
11/07/00	\$O per share
11/08/00	\$ per share
11/09/00	\$O per share
11/10/00	\$ <i>O</i> _ per share
11/13/00	\$ <u>0</u> per share
11/14/00	\$per share
11/15/00	\$per share
11/16/00	\$O per share
11/17/00	\$
11/20/00	\$ per share
11/21/00	\$ per share
11/22/00	\$ per share
11/24/00	\$per share
11/27/00	\$
11/28/00	\$ per share
11/29/00	\$ O per share
11/30/00	\$O per share

<u>Date</u>	Amount
12/01/00	\$O per share
12/04/00	\$O per share
12/05/00	\$ per share
12/06/00	\$O per share
12/07/00	\$ <u>Q</u> per share
12/08/00	\$ per share
12/11/00	\$ 0 per share
12/12/00	\$ per share
12/13/00	\$ per share
12/14/00	\$ per share
12/15/00	\$per share
12/18/00	\$ O per share
12/19/00	\$per share
12/20/00	\$per share
12/21/00	\$ O per share
12/22/00	\$ per share
12/26/00	\$per share
12/27/00	\$ per share
12/28/00	\$ per share
12/29/00	\$ per share
01/02/01	\$ O per share
01/03/01	\$per share
01/04/01	\$ per share
01/05/01	\$ per share
01/08/01	\$O per share
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01/10/01	\$per share
01/11/01	\$O per share
01/12/01	\$O per share
01/16/01	\$O per share
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<u>Date</u>	Amount
01/18/01	\$per share
01/19/01	\$
01/22/01	\$O per share
01/23/01	\$O per share
01/24/01	\$ per share
01/25/01	\$ per share
01/26/01	\$ per share
01/29/01	\$O per share
01/30/01	\$ O per share
01/31/01	\$O per share
02/01/01	\$
02/02/01	\$ O per share
02/05/01	\$ O per share
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02/08/01	\$O per share
02/09/01	\$O per share
02/12/01	\$per share
02/13/01	\$ per share
02/14/01	\$ per share
02/15/01	\$ per share
02/16/01	\$O per share
02/20/01	\$ per share
02/21/01	\$ per share
02/22/01	\$per share
02/23/01	\$ per share
02/26/01	\$O per share
02/27/01	\$ per share
02/28/01	\$o per share
03/01/01	\$ <u>O</u> per share
03/02/01	\$

<u>Date</u>	Amount
03/05/01	\$
03/06/01	\$
03/07/01	\$O per share
03/08/01	\$O per share
03/09/01	\$O per share
03/12/01	\$ per share
03/13/01	\$
03/14/01	\$
03/15/01	\$O per share
03/16/01	\$O per share
03/19/01	\$ <u>O</u> per share
03/20/01	\$O per share
03/21/01	\$O per share
03/22/01	\$ D per share
03/23/01	\$ <u>23.94</u> per share
03/26/01	\$ 23.94 per share
03/27/01	\$ 23.94 per share
03/28/01	\$ 23.94 per share
03/29/01	\$ 23.94 per share
03/30/01	\$ 23.74 per share
04/02/01	\$ <u>23.74</u> per share
04/03/01	\$ <u>23.74</u> per share
04/04/01	\$ 23.94 per share
04/05/01	\$23.94 per share
04/06/01	\$ 23.94 per share
04/09/01	\$ 23.94 per share
04/10/01	\$ <u>23.94</u> per share
04/11/01	\$ 23.94 per share
04/12/01	\$ <u>23.94</u> per share
04/16/01	\$ <u>23.94</u> per share
04/17/01	\$_23.94_ per share

Date	Amount
04/18/01	\$ 23.94 per share
04/19/01	\$ 23.94 per share
04/20/01	\$23.94 per share
04/23/01	\$ 23.94 per share
04/24/01	\$ 23,94 per share
04/25/01	\$ 23.94 per share
04/26/01	\$ 23.94 per share
04/27/01	\$ 23.94 per share
04/30/01	\$23.94 per share
05/01/01	\$ <u>23.94</u> per share
05/02/01	\$ <u>23.94</u> per share
05/03/01	\$ <u>23.94</u> per share
05/04/01	\$3.94 per share
05/07/01	\$ 23.94 per share
05/08/01	\$ 23.94′ per share
05/09/01	\$ <u>23,94</u> per share
05/10/01	\$ 23.94 per share
05/11/01	\$ 23.94/ per share
05/14/01	\$23.94 per share
05/15/01	\$ <u>23.74</u> per share
05/16/01	\$ <u>23.94</u> per share
05/17/01	\$ <u>23.74</u> per share
05/18/01	$\frac{33.74}{23.94}$ per share
05/21/01	\$ <u>23.94</u> per share
05/22/01	\$ 23.94/ per share
05/23/01	\$ 23.94/ per share
05/24/01	\$ 23.94/ per share
05/25/01	\$ 23.94 per share
05/29/01	\$ <u>23,94</u> per share
05/30/01	\$ <u>23.94</u> per share
05/31/01	\$ <u>23,94</u> per share

<u>Date</u>	Amount
06/01/01	\$ 23.94 per share
06/04/01	\$ 23.94 per share
06/05/01	\$ 23.94 per share
06/06/01	\$ <u>23.94</u> per share
06/07/01	\$ 23,94 per share
06/08/01	\$ 23.94 per share
06/11/01	\$ <u>23.94</u> per share
06/12/01	\$ 23.94 per share
06/13/01	\$ 23.94 per share
06/14/01	\$ 23.94 per share
06/15/01	\$ 23.94 per share
06/18/01	\$ 23.94 per share
06/19/01	\$ <u>23.94</u> per share
06/20/01	\$ <u>23.94</u> per share
06/21/01	\$ <u>23.94</u> per share
06/22/01	\$ <u>23.94</u> per share
06/25/01	\$ 23.94 per share
06/26/01	\$ 23.94 per share
06/27/01	\$ 23.94 per share
06/28/01	\$ 23.94 per share
06/29/01	\$ 23,94 per share
07/02/01	\$ 23.94 per share
07/03/01	\$ <u>23.94</u> per share
07/05/01	\$ <u>23.94/</u> per share
07/06/01	\$ <u>23.94</u> per share
07/09/01	\$ <u>23.94</u> per share
07/10/01	\$ 23.94 per share
07/11/01	\$ <u>23.94</u> per share
07/12/01	\$ <u>23.94</u> per share
07/13/01	\$ <u>23.94</u> per share
07/16/01	\$ 23.94/ per share

Date	Amount
07/17/01	\$ <u>23.94</u> per share
07/18/01	\$ 23.94 per share
07/19/01	\$ <u>23.94</u> per share
07/20/01	\$ 23.94 per share
07/23/01	\$ <u>23.94</u> per share
07/24/01	\$ <u>23.94</u> per share
07/25/01	\$ 23.94 per share
07/26/01	\$23.94 per share
07/27/01	\$ <u>23.94</u> per share
07/30/01	\$ 23.94 per share
07/31/01	\$ 23.94 per share
08/01/01	\$ 23.94 per share
08/02/01	\$ 23.94 per share
08/03/01	\$ 23.94 per share
08/06/01	\$ 23.94 per share
08/07/01	\$ 23.94 per share
08/08/01	\$ <u>23.94</u> per share
08/09/01	\$ 23.94 per share
08/10/01	\$ <u>23.94</u> per share
08/13/01	\$ 23.94 per share
08/14/01	\$ 23.94 per share
08/15/01	\$ <u>23.94</u> per share
08/16/01	\$ 23.94 per share
08/17/01	\$ 23.94 per share
08/20/01	\$ 23.94 per share
08/21/01	\$ 23.94 per share
08/22/01	\$ <u>.23.94</u> per share
08/23/01	\$23,94 per share
08/24/01	\$.23.94/ per share
08/27/01	\$ <u>23.94</u> per share
08/28/01	\$ 23. 9 per share

<u>Date</u>	Amount
08/29/01	\$ 23,94 per share
08/30/01	\$ <u>23,94</u> per share
08/31/01	\$ <u>23.94</u> per share
09/04/01	\$ 23.94 per share
09/05/01	\$ <u>23.94</u> per share
09/06/01	\$ <u>23.94</u> per share
09/07/01	\$ 23.56 per share
09/10/01	\$ 23.94 per share
09/17/01	\$ 22.61 per share
09/18/01	\$ <u>22.53</u> per share
09/19/01	\$ 22.38 per share
09/20/01	\$ 22.02 per share
09/21/01	\$ 21,54 per share
09/24/01	$\frac{22.62}{2}$ per share
09/25/01	\$ 22.29 per share
09/26/01	\$ 23.03 per share
09/27/01	\$ 23.42 per share
09/28/01	\$ 23.94 per share
10/01/01	\$ <u>23.94</u> per share
10/02/01	\$ <u>23.94</u> per share
10/03/01	\$ <u>23.94</u> per share
10/04/01	\$ <u>23.94</u> per share
10/05/01	\$ <u>23.74</u> per share
10/08/01	\$ <u>23.94</u> per share
10/09/01	\$ 23.94 per share
10/10/01	\$23.94 per share
10/11/01	\$ <u>23.94</u> per share
10/12/01	\$ 23.59 per share
10/15/01	\$ 23.94 per share
10/16/01	\$ 23.94 per share
10/17/01	\$ 23.94 per share

Date	Amount
10/18/01	\$ 23.94 per share
10/19/01	\$ 23 94 per share
10/22/01	\$23,94 per share
10/23/01	\$ 23.9 4 per share
10/24/01	\$ <u>23.83</u> per share
10/25/01	\$ <u>23.94</u> per share
10/26/01	\$ 23,94 per share
10/29/01	\$ 23.42 per share
10/30/01	\$ 23.00 per share
10/31/01	\$ 22,48 per share
11/01/01	\$ 22.73 per share
11/02/01	\$ 22.67 per share
11/05/01	\$ 23.10 per share
11/06/01	\$ 23.94 per share
11/07/01	\$ 23.94 per share
11/08/01	\$ <u>23.94</u> per share
11/09/01	\$ 23.94 per share
11/12/01	\$ 23.94 per share
11/13/01	\$23.94 per share
11/14/01	\$ 23,94 per share
11/15/01	\$ 23.94 per share
11/16/01	\$ 23.60 per share
11/19/01	\$ <u>23.94</u> per share
11/20/01	\$ 23.85 per share
11/21/01	\$ 23.94 per share
11/23/01	\$ <u>23.94</u> per share
11/26/01	\$23.94 per share
11/27/01	\$ 23.94 per share
11/28/01	\$ <u>23.94</u> per share
11/29/01	\$ 23.74 per share
11/30/01	\$ <u>3/3.74</u> per share

<u>Date</u>	Amount
12/03/01	\$22,59 per share
12/04/01	\$ 23.94 per share
12/05/01	\$ 23.94 per share
12/06/01	\$ 23,94 per share
12/07/01	\$ 23.94 per share
12/10/01	\$ 23.30 per share
12/11/01	\$ 22,20 per share
12/12/01	\$ 19.80 per share
12/13/01	\$ 20.29 per share
12/14/01	\$ 19.64 per share
12/17/01	\$ 20.61 per share
12/18/01	\$ 21.84 per share
12/19/01	\$ 22.04 per share
12/20/01	\$ 21,75 per share
12/21/01	\$ 21,37 per share
12/24/01	\$ 21.60 per share
12/26/01	\$ 21.82 per share
12/27/01	\$ 23,30 per share
12/28/01	\$ 23.94 per share
12/31/01	\$ 23,28 per share
01/02/02	\$ 22.58 per share
01/03/02	\$ 22.4/ per share
01/04/02	\$ 23.94 per share
01/07/02	\$ 23.19 per share
01/08/02	\$ 22.29 per share
01/09/02	\$ 22.42 per share
01/10/02	\$ 21.70 per share
01/11/02	\$ 19.85 per share
01/14/02	\$ 18.53 per share
01/15/02	\$ 20.28 per share
01/16/02	\$ 19.87 per share

<u>Date</u>	Amount
01/17/02	\$ <u>18.90</u> per share
01/18/02	\$20.03 per share
01/22/02	\$ 19,24 per share
01/23/02	\$ 18.59 per share
01/24/02	\$ 18.86 per share
01/25/02	\$ <u>19.70</u> per share
01/28/02	\$ 18.10 per share
01/29/02	\$ 16.58 per share
01/30/02	\$_/5.76 per share
01/31/02	\$ 17. /2 per share
02/01/02	\$ <u>17.34</u> per share
02/04/02	\$ 16.06 per share
02/05/02	\$ <u>14.99</u> per share
02/06/02	\$ 12.47 per share
02/07/02	\$ 15.56 per share
02/08/02	\$ <u>18.7/</u> per share
02/11/02	\$_17.94 per share
02/12/02	\$ 17.49 per share
02/13/02	\$ \( \frac{18.36}{20.00} \) per share
02/14/02	\$ 18,04 per share
02/15/02	\$ /8.00 per share
02/19/02	\$ 17.84 per share
02/20/02	\$ 17.72 per share
02/21/02	\$ 16.00 per share
02/22/02	\$ 16,24 per share
02/25/02	\$ 16.45 per share
02/26/02	\$ 16.72 per share
02/27/02	\$ 18.55 per share
02/28/02	\$ 17.8/ per share
03/01/02	\$ <u>/9.02</u> per share
03/04/02	\$ 22.21 per share

<u>Date</u>	Amount
03/05/02	\$ <u>21.17</u> per share
03/06/02	\$ 22.17 per share
03/07/02	\$ 23.00 per share
03/08/02	\$ 23.94 per share
03/11/02	\$ 23.94 per share
03/12/02	\$ 23.37 per share
03/13/02	\$ 22.86 per share
03/14/02	\$ <u>21.87</u> per share
03/15/02	\$ <u>22.69</u> per share
03/18/02	\$ 22.93 per share
03/19/02	\$ <u>22.77</u> per share
03/20/02	\$ 21,93 per share
03/21/02	\$ <u>22,23</u> per share
03/22/02	\$ <u>22.39</u> per share
03/25/02	\$ <u>21.06</u> per share
03/26/02	\$ 21.66 per share
03/27/02	\$ 21.80 per share
03/28/02	\$ <u>21.25</u> per share
04/01/02	\$21,68 per share
04/02/02	\$ <u>21.52</u> per share
04/03/02	\$ 20.53 per share
04/04/02	\$ <u>21.39</u> per share
04/05/02	\$ 22.28 per share
04/08/02	\$ 23.24 per share
04/09/02	\$ 23.16 per share
04/10/02	\$ <u>23.23</u> per share
04/11/02	\$ <u>21.73</u> per share
04/12/02	\$ 22.40 per share
04/15/02	\$ <u>22.24</u> per share
04/16/02	\$23.65 per share
04/17/02	\$ 23.94 per share

<u>Date</u>	Amount
04/18/02	\$23.94 per share
04/19/02	\$ 23.94 per share
04/22/02	\$ 23.94 per share
04/23/02	\$ <u>23.94</u> per share
04/24/02	\$ 23.94 per share
04/25/02	\$ 23.94 per share
04/26/02	\$ <u>23.94</u> per share
04/29/02	\$ 22.70 per share
04/30/02	\$ 23.34 per share
05/01/02	\$ 22.61 per share
05/02/02	\$ 21, 92 per share
05/03/02	\$ 21.64 per share
05/06/02	\$ <u>21,00</u> per share
05/07/02	\$ 20.25 per share
05/08/02	\$ <u>21.83</u> per share
05/09/02	\$ 21.26 per share
05/10/02	\$ 19.64 per share
05/13/02	\$ <u>20.72</u> per share
05/14/02	\$ <u>2/.31</u> per share
05/15/02	\$ 20.03 per share
05/16/02	\$ 19.24 per share
05/17/02	\$ 18.40 per share
05/20/02	\$ 18.17 per share
05/21/02	\$ <u>/7,54</u> per share
05/22/02	\$ 17.74 per share
05/23/02	\$ <u>/7.87</u> per share
05/24/02	\$
05/28/02	\$ 17.98 per share
05/29/02	\$ <u>/7.89</u> per share
05/30/02	\$ 16.88 per share
05/31/02	\$ 16,26 per share

Date	Amount
06/03/02	\$ 16.67 per share
06/04/02	\$ 16.66 per share
06/05/02	\$ <u>/7. 9/</u> per share
06/06/02	\$ 19.83 per share
06/07/02	\$ 19.06 per share
06/10/02	\$ 18.58 per share
06/11/02	\$ 19.54 per share
06/12/02	\$ 18.92 per share
06/13/02	\$
06/14/02	\$/7,62 per share
06/17/02	\$ 18,20 per share
06/18/02	\$ 18.08 per share
06/19/02	\$ <u>17.24</u> per share
06/20/02	\$ //6.02 per share
06/21/02	\$/6./6 per share
06/24/02	\$ /6,50 per share
06/25/02	\$ <u>/5.68</u> per share
06/26/02	\$ 16.25 per share
06/27/02	\$ 16.78 per share
06/28/02	\$ 16,19 per share
07/01/02	\$ 14,84 per share
07/02/02	\$ 14.94 per share
07/03/02	\$ <u>/5.76</u> per share
07/05/02	\$ 16.61 per share
07/08/02	\$ 16.28 per share
07/09/02	\$ 14,58 per share
07/10/02	$\frac{\sqrt{2.48}}{12.44}$ per share
07/11/02	\$ 13.14 per share
07/12/02	\$ 14,69 per share
07/15/02	\$ <u>14.17</u> per share
07/16/02	\$ /5.0/ per share

Date	Amount
07/17/02	\$ //. 59 per share
07/18/02	\$ 12.56 per share
07/19/02	\$ //. 33 per share
07/22/02	\$ 10.38 per share
07/23/02	\$ 9.30 per share
07/24/02	\$ //. 68 per share
07/25/02	\$ 10.57 per share
07/26/02	\$ 8.68 per share
07/29/02	\$ 9,/9 per share
07/30/02	\$ 9,55 per share
07/31/02	\$ //, 49 per share
08/01/02	\$ 10.63 per share
08/02/02	\$ 9,59 per share
08/05/02	\$ 8.// per share
08/06/02	\$ 10.06 per share
08/07/02	\$ 8,28 per share
08/08/02	\$ 9.60 per share
08/09/02	\$ 8,73 per share
08/12/02	\$ <b>8.29</b> per share
08/13/02	\$ 7.06 per share
08/14/02	\$ 6.39 per share
08/15/02	\$ 7,6/ per share
08/16/02	\$ 5.76 per share
08/19/02	\$ 5.22 per share
08/20/02	\$ 4,65 per share
08/21/02	\$ 4.98 per share
08/22/02	$\frac{8.14}{25}$ per share
08/23/02	\$ 5,83 per share
08/26/02	\$ 6 / per share
08/27/02	\$ 5. 5 8 per share
08/28/02	\$ 5.22 per share

<u>Date</u>	Amount
08/29/02	\$ 4, 69 per share
08/30/02	\$ 4.33 per share
09/03/02	\$2.96 per share
09/04/02	\$ 3.53 per share
09/05/02	\$2.87 per share
09/06/02	\$ 3,10 per share
09/09/02	\$ <u>5,02</u> per share
09/10/02	\$ 44, 16 per share
09/11/02	\$ <u>4.57</u> per share
09/12/02	\$ 3, 73 per share
09/13/02	\$ 4,35 per share
09/16/02	\$ 3.35 per share
09/17/02	\$
09/18/02	\$ 0.4/ per share
09/19/02	\$ 0.73 per share
09/20/02	\$ 0.64 per share
09/23/02	\$ <u>-0.85</u> per share
09/24/02	\$ <u>-0.35</u> per share
09/25/02	\$ <u>-0.24</u> per share
09/26/02	\$ 0.34 per share
09/27/02	\$-0.56 per share
09/30/02	\$ <u>-0.10</u> per share
10/01/02	\$-1./2 per share
10/02/02	\$-1.13 per share
10/03/02	\$-0.66 per share
10/04/02	\$ - 1.87 per share
10/07/02	\$-2.45 per share
10/08/02	$\frac{-3.7}{}$ per share
10/09/02	\$ <u>- 4.66</u> per share
10/10/02	\$-0.68 per share
10/11/02	\$ 0.00 per share

# EXHIBIT B

EXHIBIT: 80

Witness: A Chinger
Date: 1-29-2007 # of pages: 14

# HOUSEHOLD

Helping everyday people. Everyday.<sup>™</sup>

Bill Aldinger
Chairman and
Chief Executive Officer

Goldman Sachs • December 4, 2001

#### Household

Company Profile

- Founded in 1878
- 48 million customers
- \$105 billion in managed assets
- Approximately \$2 billion in net income in 2001
- \$28 billion market capitalization

Household \*\*

Case # 02-C-5893
Jaffe v. Household
Plaintiffs' Exhibit
P1248

PFG 000148
Confidential
Subject to Protective Order

#### **Diversified Consumer Lender**

- Multiple products
- Multiple distribution channels
  - Over 40% of receivables originated through partners
  - Well known brands Best Buy, GMCard®
- Broad geographic reach
- Strong market share in all businesses

HOUSEHOLD \*\*

3

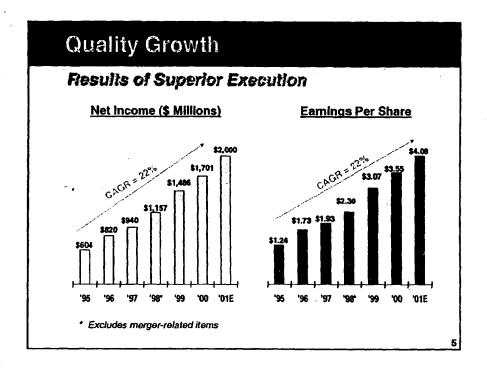
#### **Consumer Focus**

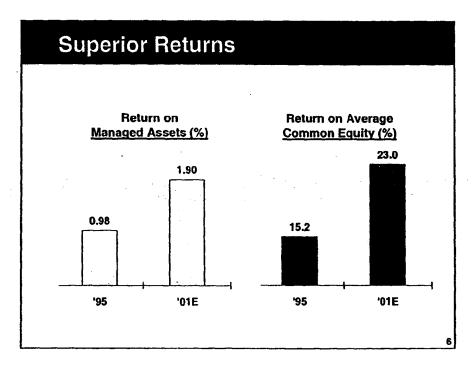
Characteristics of Consumer Market

- Our core customer is middle income market
  - Average income of \$45,000-\$60,000 per year
- 60% of our portfolio is prime
- 44% of portfolio is real estate secured
  - 72% in first lien position

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### "Ahead of the Curve"

- Manufactured Housing
- Commercial Lending
- Low Margin Credit Card Loans

HOUSEHOLD \*\*

#### 2001 Credit Losses

We Are Not Immune to a Softening Economy

- Losses up 3 consecutive quarters
- Up 33 basis points through 3Q
- Expect to be up in 4Q and into 2002

HOUSEHOLD 40



# Why are Household's Credit Losses Better?

- Prudent growth rates
- Lower risk portfolio mix
- Better credit skills

HOUSEHOLD #

Managed Receivables (\$ Billions)

CAGR
71.7

59.3

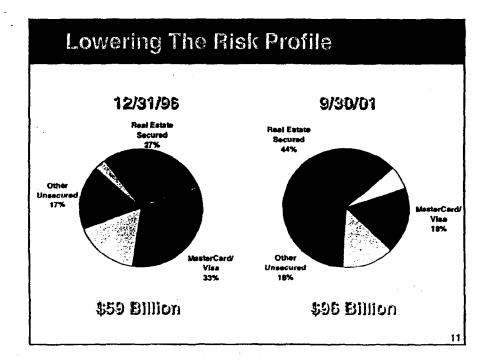
63.2

63.9

71.7

71.7

10



## Why are Hi's Real Estate Losses Lower?

- 72% of real estate portfolio is first lien versus 53% in '96
- Centralized underwriting
- Centralized appraisal control
- No broker loans in branches
- Real estate values in our market are holding up

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#### Better Credit Skills

#### Prepared for Slowdown Over Last 2 Years

- Emphasized real estate secured loans
- Doubled collectors
- Raised cutoff scores
- Reduced credit lines in U.S. credit card businesses
- Eliminated unsecured loans to renters in U.S. HFC and Beneficial branches
- Continuous strengthening of risk modeling capabilities
- Real-time monitoring of account performance

Household #

13

#### **Are Household Reserves Adequate?**

- Reserves at an all-time high of \$3.6 billion
- Grown reserves by \$2.1 billion since 1996
- Reserve ratio increased from 3.50% in '96 to 3.72% at 9/01
- Built reserves for 9 consecutive quarters
- Over the last 12 months:
  - Added \$430 million of owned provision in excess of chargeoff (\$.58 per share)
  - Reserves now at 107% of chargeoff

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#### Capital Growth

- TETMA increased from 6.20% at 12/96 to 7.82% at 9/01
- Generated \$7.7 billion in capital from cash flow in last 5 years
- Will generate \$2.8 billion in 2001 to fund:
  - Dividends
  - Receivable growth
  - Stock buybacks
  - TETMA increases
- Maintain stable "A" rating

HOUSEHOLD TO

#### **EPS Target**

300**5, we ostabileh**od a god 18-15% EPS growth for the three-year period. 2000-2002

HOUSEHOLD #



# Household's Performance in Strong Economy

#### 2000

- Receivables growth 22%
- Margins narrowed
- Chargeoffs improved
- Reserves increased \$525 million
- Expenses up 20%
- Buybacks of \$200 million
- EPS growth 16%

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# Household's Performance in Weak Economy

### Regardis 2001

- Receivables up 12%
- Margins expanded
- Losses increased
- Reserves increased \$360 million, ratios up
- Expenses up 16%
- Buybacks of \$775 million
- EPS growth 15%

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#### 2002 Outlook

- Receivable growth 11-14%
- Margins expanding
- Losses increasing
- Reserves increasing
- Expenses up 10%
- Buybacks of \$1 billion
- EPS growth of 13-15%

Household \*\*

(\$ Billions)		
	12/98	9/01
Branch Based Non-Real Estate	\$ 7.2	\$ 9.4
PHL	1.2	4.6
<b>International</b>	1.8	2.6
Union Privilege Loan Program	0.4	1.0
Student Loans	1.0	
	\$11.6	\$17.6

# Have Household's Accounting Policies Impacted Results?

- Conformed unsecured loan and private label chargeoff policies to industry standards in 1996
- No significant changes made since 1996
- Chargeoff policies are appropriate for our target market and result in proper loss recognition
- All policies have been consistently applied and realistically report results

HOUSEHOLD #

## Has Household "Hidden" Changes in Accounting Policies?

"Before we leave credit quality let me review one of the changes we've adopted in 1996 in our HFC consumer finance business.

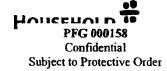
As Bill will review with you, throughout 1995, we have been focused on better servicing our core customer. After extensive testing in 1995 we are returning to a recency chargeoff policy for HFC unsecured loans in the U.S. and Canada. We are not making any changes for secured or credit card loans. Delinquency will continue to be reported on a contractual basis.

Previously, we charged-off unsecured loans which were 9 months contractually past due. Going forward, accounts will be charged-off when an account is 9 months contractually past due and where essentially no payment has been made in 6 months.

The combined recency and contractual basis is fairly standard in the consumer finance industry."

D. Schoenholz 1/96 Investor Conference Call

HOUSEHOLD



# Has Household "Hidden" Changes in Accounting Policies?

"The application of the new procedure did not have a significant impact on the company's delinquency statistics in the first quarter of 1996, but positively impacted the first quarter chargeoff ratio by 8 basis points."

> Household's 1Q '96 10-Q In May 1996

> > HOUSEHOLD

23

## Has Household "Hidden" Changes in Accounting Policies?

"Another area that I'm enthusiastic about is moving to recency for our HFC unsecured loans. This is more consistent with the rest of the industry and our core customers' expectations. By the way of background, I asked our team to test recency in a few markets during 1995. The results were very good; we are collecting more cash, the promises kept percent improved, our collectors are more productive, and most importantly, our customers are happier. That's why we are implementing the change in 1996."

W. F. Aldinger 1/96 Investor Conference Call

HOUSEHOLD 47

<del>!.</del>



# Have Household's Accounting Policies Impacted Results?

- Conformed unsecured loan and private label chargeoff policies to industry standards in 1996
- No significant changes made since 1996
- Chargeoff policies are appropriate for our target market and result in proper loss recognition
- All policies have been consistently applied and realistically report results

Household \*\*

#### **Summary**

- 6 years 22% EPS growth\*
- Superior ROE and ROMA
- Fortress balance sheet
- Lowest cost producer in industry
- Best technology and people
- Strong cash flow to support profitable growth and share repurchase

HOUSEHOLD TE

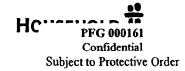
Certain matters discussed today may constitute forward-looking statements within the meaning of the Private Litigation Reform act of 1995 and as such may involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of Household to be materially different from those that have been expressed or applied. These forward-looking statements are based on the views and assumptions of Household as of today and they may not be correct for any subsequent date. You should review the list of important factors that could affect Household's results included in our filings with the SEC.

HOUSEHOLD \*\*

# Household

Helping everyday people. Everyday.<sup>™</sup>

Goldman Sachs • December 4, 2001



# EXHIBIT C-1

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 1
                                                                      3013
 2
     1
                       IN THE UNITED STATES DISTRICT COURT
 3
                       FOR THE NORTHERN DISTRICT OF ILLINOIS
       2
                                  EASTERN DIVISION
 4
           LAWRENCE E. JAFFE PENSION PLAN, )
           on behalf of itself and all
 5
           others similarly situated,
 6
       5
                       Plaintiff,
 7
       6
           VS.
                                              No. 02 C 5893
 8
         HOUSEHOLD INTERNATIONAL, INC.,
                                           )
                                              Chicago, Illinois
 9
           et al.,
                                           )
       8
                                           ) April 21, 2009
                                          ) 9:00 a.m.
10
                       Defendants.
       9
11
                                     VOLUME 15
                          TRANSCRIPT OF PROCEEDINGS - TRIAL
      10
12
                  BEFORE THE HONORABLE RONALD A. GUZMAN, and a jury
      11
13
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 1
                                                                       3014
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                                            MR. JOSHUA M. NEWVILLE
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                                            MS. KIM A. SMITH
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                                            MR. MICHAEL J. WERNKE
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25
      22
           Court Reporter:
                                       NANCY C. LaBELLA, CSR, RMR, CRR
26
                                       Official Court Reporter
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```

```
8
                                           Aldinger - direct
 1
 2
      3020
 3
                1 started.
 4
                2
                              Are you ready?
 5
                3
                              MR. DROSMAN: Yes, your Honor.
 6
                              MR. KAVALER: Ready, your Honor.
                4
 7
      09:54:39
                5
                              MR. MILLER: Judge, can we have the switch,
 8
      please?
 9
                6
                         (Jury in.)
                              THE COURT: Good morning, ladies and gentlemen.
                7
10
      I
11
                    apologize for the delay, but a series of things seemed
12
      to
13
                9
                     intervene. But welcome back. We're ready to proceed
      now.
14
      09:55:48 10
                              Sir, you understand that you're still under
15
      oath.
               11
                              THE WITNESS: Yes, I do.
16
17
               12
                              THE COURT: Proceed, counsel.
18
               13
                              MR. DROSMAN:
                                           Thank you, your Honor.
19
               14
                        WILLIAM ALDINGER, PLAINTIFF'S WITNESS, PREVIOUSLY
      SWORN
20
               15
                                     DIRECT EXAMINATION - Resumed
21
               16
                    BY MR. DROSMAN:
22
               17
                    Q. Mr. Aldinger, when we broke for the day yesterday,
23
      we were
24
               18
                    discussing a press release.
                              Do you recall that?
25
               19
26
      09:55:57 20
                        I do.
                    A.
                        And that was the press release Household
27
      International
28
                    released on October 19, 1999?
29
                        That's my recollection.
               23
                    A.
30
                        Do you have that in front of you, sir?
               24
                    0.
31
      09:56:04 25 A.
                        I do.
```

```
45
                                           Aldinger - direct
 1
 2
      3057
 3
                1 A.
                        That's what it says.
 4
                    Q. And this was a document, like you told me, that had
 5
      been
 6
                3
                    received by Household in 1998, correct?
 7
                        That's correct.
                    Q. I'll show you what's been marked as Plaintiffs'
 8
      10:32:20
               5
      Exhibit
 9
                    1248 for identification.
10
                7
                          (Document tendered to counsel and the witness.)
11
                    BY MR. DROSMAN:
12
                    Q. Mr. Aldinger, you recognize Plaintiffs' Exhibit
13
      1248,
14
      10:32:58 10
                    right?
15
               11
                    A.
                        Yes, I do.
               12
                        And this was a presentation that you made, wasn't
16
      it?
17
               13
                    A.
                        Yes, it was.
18
                        On December 4th, 2001, correct?
               14
                    Q.
19
      10:33:05 15 A.
                        That's what it says, yes.
20
                             MR. DROSMAN: Plaintiffs offer Exhibit 1248
               16
21
      into
22
               17
                    evidence.
                              THE COURT: It's admitted.
23
               18
                          (Plaintiffs' Exhibit No. 1248 received in
24
               19
      evidence.)
25
               20
                    BY MR. DROSMAN:
26
                    Q. You made this -- these are PowerPoint slides, right?
27
                        That's correct.
               22
                    A.
28
               23
                    Q. And what you do is you'd show up at this Goldman
      Sachs
29
30
               24
                    conference and you'd give a PowerPoint presentation to
      the
31
                   folks there, right?
      10:33:24 25
```

```
46
                                           Aldinger - direct
 1
 2
      3058
 3
                1 A.
                        That's right.
 4
                        These were big institutional investors and analysts,
                    0.
 5
                3
                    right?
 6
                4
                    A. That's right.
 7
      10:33:28
               5
                    Q. Okay.
 8
                6
                             And this was the presentation that you gave on
 9
                    December 4th, 2001, right?
                7
10
                    A. Certainly the front page of it. I haven't looked at
11
      the
12
                9
                    rest, but I assume it is.
                        You don't have any reason to believe that this is an
      10:33:37 10
13
                    inaccurate representation of what you gave?
14
               11
                        I would -- I don't. I don't have any reason to
15
               12
      believe
16
               13
                    that.
17
                    Q. Okay.
               14
18
      10:33:45 15
                             Go ahead, if you would, and turn to the --
19
      there's
                    small print "PFG." Do you see that Bates number down at
20
               16
      the
21
                    bottom right?
               17
22
               18
                    A. Yes, I do.
23
               19
                    0.
                        Turn to the page ending 158, if you would.
24
      10:34:05 20
                             And the top slide there --
25
               21
                    A.
                        I'm not there yet.
26
               22
                    Q.
                        Okay. Let me know when you arrive.
27
                         (Brief pause.)
               23
28
29
               24
                    BY THE WITNESS:
30
      10:34:24 25 A. I'm there.
31
```

```
47
 1
                                           Aldinger - direct
 2
      3059
 3
                1
                    BY MR. DROSMAN:
 4
                    Q. Okay.
 5
                3
                              The top slide there, you ask the question,
 6
      "Have
                    Household's accounting policies impacted results?"
 7
      Right?
 8
      10:34:31 5
                    A. That's right.
 9
                    Q. And, then, you proceeded to answer that question to
10
      all of
                    the investors and analysts present, correct?
11
                        That's right.
12
                        And in the third bullet point, you wrote, "Chargeoff
13
                    0.
                    policies are appropriate for our target market and
14
      10:34:41 10
      result in
15
                    proper loss recognition, " right?
               11
16
               12
                    A.
                        That's right.
17
                        And that's what you told folks, right?
               13
                    0.
18
               14
                    A.
                        Yes.
19
                   Q. And, then, you said, "All policies have been
      10:34:49 15
20
      consistently
                    applied and realistically report results, " right?
21
                        That's right.
22
               17
23
               18
                    Q. And when you said "policies" there, you were telling
      folks
24
                    about your accounting policies, weren't you?
25
      10:35:00 20
                    A.
                        Yes.
26
                        I'll show you what's been marked as Plaintiffs'
               21
                    Q.
27
      Exhibit
28
               22
                    759 for identification.
                          (Document tendered to counsel and the witness.)
29
               23
30
               24
                    BY MR. DROSMAN:
                    Q. Plaintiffs' Exhibit 759 consists of a number of documents
31
      10:35:36 25
```

```
80
                                           Aldinger - cross
 1
 2
      3092
 3
                1 Q. Now, let's put the Goldman Sachs conference in
 4
                   perspective. Let's look at Defendants' Exhibit 625.
                2
 5
                3
                             MR. KAVALER: And, for the jury, this is Tab 12
 6
      in
 7
               4 your notebook.
      11:11:07 5
                             Here's a copy for you, counsel, and a copy for
 8
      you,
 9
                   Mr. Aldinger.
10
                       (Document tendered to counsel and the witness.)
                7
11
                   BY MR. KAVALER:
12
                      Do you know what this is?
13
      11:11:13 10
                   A. Yes, I do.
14
               11
                  0.
                       What is it?
15
                       It's a Barron's article that came out shortly before
               12
                  A.
16
      the
                   Goldman Sachs conference.
17
               13
                   Q. About Household?
18
               14
                    A. Yes.
19
      11:11:21 15
                             MR. KAVALER: I offer 625, your Honor --
20
      Defendants'
21
              17
                   625.
22
               18
                             THE COURT: Admitted.
23
               19
                    (Defendants' Exhibit No. 625 received in evidence.)
24
                   BY MR. KAVALER:
25
                  Q. Now, Mr. Aldinger, when did you first find out about
               21
26
      the
               22
                    existence of this Barron's article?
27
                    A. I found out about it on a Saturday night. It
28
      typically
29
               24
                  comes out Saturday morning.
30
      11:11:39 25
                             Craig Streem called me Saturday night and said that
31
```

```
81
 1
                                            Aldinger - cross
      3093
 2
                    this article had come out and it was not -- it was very
 3
                1
                    unflattering and we needed to respond to it.
 4
                        Did you read the Barron's article?
 5
                    Α.
                        I did.
 6
                4
 7
                    0.
                        What was your takeaway? What did you understand the
      11:11:53
                5
      main
 8
                    thrust of the Barron's article about your company to be?
 9
                    A. Well, again, I'm going back a bit, but, you know,
10
      the main
11
                    thrust was that we had made accounting changes back in
      1996
12
                    that were not disclosed to investors, according to the
                9
13
      11:12:11 10
                    article, so investors didn't understand.
14
               11
                             There was some suggestions that Household was
15
                    aggressive in its growth in accounting and some other
               12
16
      things
17
               13
                    that we thought were not accurate.
                             And --
18
               14
                        What did you -- I'm sorry.
19
      11:12:21 15
                    0.
                        No, that's okay.
20
                    A.
                        What did you do after Mr. Streem -- you said he
21
               17
                    0.
      called
22
               18
                    you.
23
               19
                             Where were you Saturday night when he called
24
      you?
      11:12:29 20 A. I was actually at a dinner party and he called me on
25
      my
26
               21
                  cell and we -- it wasn't much fun after that, at the
27
      dinner
28
               22
                    party. I can tell you that.
29
               23
                    Q. What did you do the following day?
                        The next day we met in the office. We brought in
30
               24
      Dave
31
                    Schoenholz and myself and Craig Streem and sat down, and some
      11:12:43 25
```

```
82
                                            Aldinger - cross
 1
 2
      3094
 3
                    of the Investor Relations people, and -- because,
      fortunately,
 4
                    we were scheduled to speak at the Barron's conference on
 5
 6
                3
                    Monday.
 7
                        I'm sorry, the Barron's conference?
                       I'm sorry, at the Goldman Sachs conference on
 8
      11:12:58 5
      Monday.
 9
                    Q.
                        Monday or Tuesday?
10
                    A. I thought it was Monday night. It could have been
11
                    Tuesday.
12
                        You were there?
                    0.
13
      11:13:05 10 A. It could have been Tuesday. I don't remember now.
14
      It's
15
               11
                    been a lot of years.
16
               12
                             But -- so, we came in; and, fortunately, we
      were able
17
                  to specifically respond during my presentation to some
18
      of the
                    issues that were raised in this -- in this -- article.
19
               14
                    Q. And what was your purpose in going to -- I'm sorry,
20
      11:13:21 15
      you
21
                    said the Goldman Sachs conference had been previously
               16
22
                    scheduled?
               17
23
                       Previously scheduled, yes.
               18
24
                       So, you were scheduled to speak at Goldman Sachs
               19
                    0.
25
      before
      11:13:32 20
                    you found out about the Barron's article?
26
                        That's correct.
27
               21
                    A .
                    Q. Was this one of these conferences where lots of CEOs
28
               22
      were
29
                    going to speak?
               23
30
                    A. Yes, dozens, dozens.
               24
31
      11:13:40 25 Q. Dozens.
```

```
83
                                          Aldinger - cross
 1
 2
     3095
 3
             1 And the audience consisted, I think you said,
     of 400
 4
 5
               2 professionals?
                       I would say at least 400 that day, yes.
 6
               3 A.
 7
                   0.
                      And where was it?
8
      11:13:46 5 A.
                      It was at a hotel in New York City.
9
                   0.
                       That was sponsored by Goldman Sachs?
10
               7 A. That's correct.
               8 Q. And what is Goldman Sachs?
11
               9 A. Goldman Sachs is one of the biggest investment banks
12
     in
13
     11:13:54 10 the world, and a very successful company and considered
14
     a very
              11
                  astute investor.
15
              12 Q. Now, let's look at Defendants' 46.
16
              13
                            MR. KAVALER: Your Honor, I should have said
17
     when I
18
                   offered 625 -- let me make sure I'm right -- that comes
              14
     with a
19
20
     11:14:22 15 limiting instruction.
21
              16
                            THE COURT: Yes, it does.
22
              17
                            MR. KAVALER: Thank you, your Honor.
                   BY MR. KAVALER:
23
24
                   Q. Let me show you Defendants' 46.
              19
25
     11:14:39 20
                            MR. KAVALER: And a copy for counsel.
26
              21
                        (Document tendered to counsel and the witness.)
27
                   BY MR. KAVALER:
                   Q. And ask you if you know what that is?
28
              23
                   A. Yes, this is my presentation at the Goldman Sachs
29
               24
30
31
     11:14:51 25 conference.
```

```
84
 1
                                            Aldinger - cross
 2
      3096
 3
                1 Q. Now, unlike the version Mr. Drosman showed you,
      which has
 4
                    two slides on a page above and below, this is actually
                2
 5
      what
 6
                3
                    you had in your hands at Goldman Sachs?
 7
                        That's correct.
                4
 8
      11:15:03 5
                             MR. KAVALER: I offer Defendants' 46, your
      Honor.
 9
                             MR. DROSMAN: This comes with a limiting
                6
10
      instruction,
11
                7 too, your Honor.
12
                8
                             THE COURT: This is a statement by a party?
      What
13
                    limiting instruction applies?
14
      11:15:18 10
                             MR. DROSMAN: Hearsay, your Honor.
15
               11
                             MR. KAVALER: I'm hard-pressed to understand
      how it's
16
17
               12
                    hearsay, your Honor, what the limiting instruction would
      be.
18
                             THE COURT: Are you making an objection or are
               13
19
      you
                    asking for a limiting instruction?
20
               14
      11:15:31 15
                             MR. DROSMAN: Your Honor, this was a document
21
      to
22
                    which the parties agreed there would be a limiting
               16
23
               17
                    instruction. This is what's on the exhibit list.
24
               18
                             THE COURT: I guess I don't have a recollection
25
      of
               19
26
                    that.
      11:15:42 20
                             What limiting instruction did we agree would
27
      apply to
28
                    this document?
               21
                             MR. DROSMAN: Your Honor, I think the same one
29
               22
      that
30
               23
                    would apply to analyst reports. This was a presentation
      given
31
               24
                    to analysts.
                             MR. KAVALER: Do you want me to respond, your Honor?
      11:15:54 25
```

```
85
                                            Aldinger - cross
 1
      3097
 2
 3
                1
                             THE COURT: I don't recall that.
 4
                2
                             I'll overrule that.
 5
                3
                             MR. DROSMAN: Okay.
 6
                4
                             MR. KAVALER: Your Honor, I think counsel may
 7
      be
      11:16:06 5 referring to Paragraph third of Limiting Instruction No.
 8
      1.
 9
                    But it's not an analyst report. It's exactly the
10
      opposite.
                    It's a statement to analysts.
11
                7
12
                8
                             But if he wants Limiting Instruction third of
      No. 1,
13
                    I have no problem with that.
14
      11:16:21 10
                             MR. DROSMAN: I don't have the limiting
      instructions
15
                    in front of me, your Honor. I apologize.
16
               11
                             THE COURT: I don't believe it applies.
17
               12
                             MR. KAVALER: Okay.
18
               13
19
               14
                             May I proceed, your Honor?
      11:16:30 15
                             THE COURT: Yes.
20
                             MR. KAVALER: The document is received?
21
               16
22
                             THE COURT: Yes.
               17
               18
                             MR. KAVALER: Thank you, your Honor.
23
                          (Defendants' Exhibit No. 46 received in evidence.)
24
               19
25
      11:16:37 20
                             MR. KAVALER: For the jury, this appears at Tab
      15 of
26
                    your binders.
               21
27
                    BY MR. KAVALER:
               22
28
               23
                        Now, Mr. Aldinger, who prepared Defendants' Exhibit
29
      46?
                    A. It would have been a combination of our Investor
30
               24
      Relations
31
                  group, combined with Dave Schoenholz and me.
      11:16:56 25
```

```
86
                                            Aldinger - cross
 1
 2
      3098
 3
                    Q. And is that something the Investor Relations group
 4
                    regularly did?
                2
 5
                3
                    A. Yes.
 6
                    Q. All right.
                4
 7
      11:17:05 5
                             Do you have personal knowledge of the contents
 8
      of
                6
                    Defendants' Exhibit 46?
 9
                7
                    A.
                        Yes, I do.
10
                        Did you have personal knowledge when you attended
11
                    0.
      the
12
                  Goldman Sachs conference?
13
      11:17:13 10 A. Yes, I did.
14
                    Q. Now, you described this on Mr. Drosman's examination
15
      as a
16
               12
                    PowerPoint. Do you remember that?
               13
                    A.
                        Yes.
17
                        Tell me what a PowerPoint is.
18
               14
                    0.
      11:17:21 15
                    A. Well, it's a series of slides. It's not a written
19
      speech,
20
                    where I read from a prepared statement. It's a -- I use
21
      these
22
               17
                    slides effectively to talk through.
23
               18
                        These are broadcast up on the screen or something,
      like
24
                    the screen here (indicating)?
               19
25
      11:17:34 20
                    A. Absolutely. They're on a screen like that
26
      (indicating).
               21
27
                    And they're also broadcast to people who are not in the
      room,
28
                    under the regulations -- FD regulations -- for --
29
               23
                    O. What is "FD"?
30
               24
                    A. "Full Disclosure."
31
      11:17:45 25
                              So, when you make a presentation like a Goldman
```

```
87
                                           Aldinger - cross
 1
 2
      3099
 3
                    Sachs, even though there are 400 investors in the room
 4
      and
 5
                2
                    they represent a large segment of the population of
      investors,
 6
                    you have to make it available on a Web cast or on the
 7
                    telephone to anybody else who wants to call in and
      listen.
 8
      11:18:02
                    Q. And whose regulation is that?
 9
                5
                6 A. That's the SEC regulation.
10
                7
                    0.
                        That's the Securities and Exchange Commission?
11
12
                    A.
                       That's correct.
13
                    Q. So, the situation at Goldman Sachs was very similar
      to
14
      11:18:10 10 this room, the PowerPoint was up on a screen like this
15
      screen
                    here (indicating)?
16
               11
17
               12
                    A.
                        That's right.
                        You had a microphone, as you do here?
               13
18
19
               14
                    A.
                       Yes.
20
      11:18:16 15
                    Q. And there was a large audience, as there is here?
21
               16
                    A.
                       Yes.
22
               17
                    Q. Okay.
23
               18
                             And you walked through these slides?
                        That's correct.
24
               19
                    A.
25
      11:18:21 20
                    0.
                       And these are the actual slides you walked through?
26
               21
                    A.
               22
                    Q. Did you believe these slides were accurate when you
27
      made
28
               23
                    that presentation?
29
                       I did.
               24
                    A.
30
31
      11:18:28 25 Q. How did you know that?
```

```
88
 1
                                            Aldinger - cross
      3100
 2
 3
                1
                        Well, we prepared them and -- from data we had and
      -- I
 4
 5
                2
                    was very comfortable.
                        And the data you had -- the data that underlies this
 6
                3
                    presentation -- was that, itself, public data?
 7
 8
      11:18:39
                5
                    Α.
                        Yes, it was.
                       Where did it come from?
 9
                    0.
                7
                    A.
                        It came from our 10-Ks and 10-Qs and other documents
10
      we
11
                8
                    filed.
12
                9
                    Q. Other documents previously filed by Household with
13
      the
      11:18:50 10
                    United States Securities and Exchange Commission?
14
                        That's correct.
15
               11
                    A .
                        Is it your understanding that a document filed with
16
               12
      the
17
                    SEC is available to everybody?
               13
18
               14
                        Yes, it is.
                    A.
19
      11:18:57 15
                        And, at these conferences, is the process you just
20
                    described a standard practice: A CEO stands up and
               16
21
      makes a
22
               17
                    PowerPoint presentation with slides and commentary?
                    A. Yes, it is, very standard.
23
               18
24
               19
                    Q. And, then, you take questions thereafter?
      11:19:19 20
                    A. Yes, you do. That -- that's probably a big part of
25
      it, is
26
                     the questions after.
               21
27
               22
                    Q. Okay.
28
                              Let's walk through the presentation. We won't
               23
29
      pause
30
                    on every page; but, obviously, the jury has the whole
                    presentation, Mr. Aldinger. They can look at it.
31
      11:19:32 25
```

```
89
                                            Aldinger - cross
 1
 2
      3101
                             Let's go to Page -- I'm sorry.
 3
                1
                             And is there any connection between the
 4
                2
      contents --
 5
                3 or some of the contents -- of this document and the
 6
      Barron's
                    article, which you learned about Saturday night when
 7
                    Mr. Streem interrupted your dinner?
 8
      11:19:47 5
                    A. Yes, there is. We made, towards the end, some
 9
      specific
10
                    comments that I think refuted the comments in the
11
      article.
12
                    Q. Okay.
                8
13
                9
                             Let's turn, if we can, together to Page 5. I'm
      using
14
      11:20:04 10 the numbers of the document, not the Bates numbers at
15
      the
16
               11
                   bottom.
                             And that's labeled "Quality Growth"?
17
               12
18
                       Yes.
19
                        And there's an entry in there called, "Earnings Per
               14
      11:20:14 15
                    Share"?
20
21
               16
                    A.
                       Yes.
22
               17
                    Q. What did you tell the people at the Goldman Sachs
23
                    conference was the significance of this slide?
                    A. Well, I think the significance is that we,
24
               19
      obviously, have
25
      11:20:23 20
                    grown earnings every year during the eight years that I
26
                    CEO there. And the growth rate here would have been
27
               21
      higher
28
                    than 90 percent of the large financial companies.
               22
29
               23
                             So, I think what we were saying is we had very
30
      good
               24
                    results. We had consistent results that grew over time.
31
      And
      11:20:43 25
                    we, for the most part, would have been one of the higher
```

```
90
 1
                                            Aldinger - cross
 2
      3102
                    performing companies, in terms of EPS growth during this
 3
                1
 4
                2
                    period for large companies -- large financial companies,
      I
 5
                3
                    should say.
 6
                    Q. Now, counsel has asked other witnesses -- when this
 7
      11:20:58 5
                    subject has come up -- but that's before the
 8
      restatement,
                    right? You certainly didn't maintain that kind of
 9
      growth rate
10
                    after the restatement; is that accurate?
11
                    A. Well, it is true that these numbers are before the
12
                    restatement. And I think what we said, when we made the
13
      11:21:13 10
                    restatement, is that before the restatement, our
14
      earnings had
15
                    grown at 22 percent per year for eight years or
      thereabouts:
16
               12
                    and, after the restatement, we had grown at 21.8
17
      percent.
18
               13
                             So, the difference was very small, in terms of
      the
19
               14
                    growth rate of the company, and still would have left us
20
      11:21:34 15
                    one of the higher performing large financial services
21
22
                    companies.
               16
                    Q. So, the difference --
23
               17
                        So, the difference was pretty small.
24
25
                        -- the difference between the numbers, as originally
                    stated and as restated, was two-tenths of one percent?
26
      11:21:41 20
27
               21
                        The growth rate, yes.
               22
                             And I think there are numerous analysts'
28
      comments to
29
                    that effect at the time we made the restatement. So,
               23
30
      this
31
                    isn't just me.
               24
      11:21:54 25
                    Q. Turn to Page 8. That's headed, "2001 Credit Losses."
```

```
91
 1
                                            Aldinger - cross
 2
      3103
                              And underneath there it says, "We are not
 3
      immune to a
 4
                    softening economy."
 5
                3
                              Tell us what you told the people in attendance
      at the
 6
                    Goldman Sachs conference about this slide.
 7
                        Yeah, I think the point we were making is that our
 8
      11:22:09
                5
 9
                6
                    performance on the loss side will vary greatly based on
      good
10
                    economy/bad economy. When the economy is worse, you
11
      would
12
                8
                     expect your losses to go up.
13
                9
                              And, indeed, we had been seeing that with a
      softening
14
      11:22:29 10
                    economy. We had had our losses go up for three
15
      consecutive
16
                    quarters. I point out it's 33 basis points. We
               11
      expected
17
               12
                     those losses to continue up in the fourth quarter and,
18
               13
                    possibly, beyond.
19
               14
                        What's a basis point?
20
                       It's 100th of one percent.
      11:22:43 15
                    A.
21
                       Sometimes called a "BIP"?
               16
                    0.
22
                        Yeah, sometimes called a "BIP."
23
               18
                        Turn to the next page, Page 9.
                    0.
24
                              It says, "Why Are Household's Credit Losses
               19
      Better?"
25
26
      11:22:58 20
                              Do you see that?
                        Yes.
27
               21
                    A.
28
               22
                    Q.
                        Better than whose, Mr. Aldinger?
                        Well, better than some of the competition.
29
               23
                              Some of the questions raised about us have
30
               24
      been,
31
                     "Well, how come your losses are better?"
      11:23:03 25
```

```
92
 1
                                            Aldinger - cross
 2
      3104
 3
                             And there are a lot of factors that went into
                1
      that.
 4
                    And these were some of them.
 5
                3
                             Our growth rates were not as fast as many of
 6
      our
                    competitors. We had competitors growing 30, 40 percent
 7
                4
      per
 8
      11:23:16 5
                    year. In the credit card business, we grew it at 12 or
 9
10
                6
                    percent.
11
                7
                              So, we made a conscious decision to give up
      some
12
                    growth in order to avoid some risk. Because anybody
13
      who's
                9
                    been in the banking world knows that the faster you grow
14
      at
15
      11:23:30 10
                    some point, you take on more risk if you grow much
      beyond what
16
17
               11
                    the normal growth rate is of the economy.
18
               12
                              We also dramatically changed the mix of our
                    portfolio. And, so, what you'll see -- and I think
19
               13
      there's a
20
               14
                    slide right after this, or two to three pages back --
21
      each
22
      11:23:50 15
                    business had its own inherent loss rate. So, if you
      were a
23
                    credit card business, you would have losses that are
               16
24
      much
                    higher than a first mortgage business.
25
               17
               18
                             When people buy homes, the loss rates there for
26
                    companies are very low. But credit card losses are very
               19
27
      high.
28
                    Auto lending can be a very high loss rate.
      11:24:06 20
                              So, what we did -- and you'll see if we could
29
               21
      go
                    forward --
30
               22
                        We'll get there in a minute.
               23
                    0.
31
               24
                    A.
                        Okay.
      11:24:13 25
                              -- we shift our risk profile.
```

```
243
 1
                                            Aldinger - cross
 2
      3255
 3
                1
                    A.
                        Yes.
 4
                    Q.
                        Tell us what a benchmark study is or what a
      benchmark
 5
                    study was in the life of Household around this time on
 6
      the
 7
                    subject of re-aging.
                4
                    A. Well, as I mentioned to you post the Barron's
 8
      04:04:03 5
      article and
 9
                    my Goldman presentation, a number of investors were
10
      asking
                7
                    about re-age and its impacts. And so we, one, had the
11
                     corporate team start to develop more extensive data that
12
                8
      we
13
                    could put together for the 10-K.
                9
14
      04:04:19 10
                              But we also said, look, we want to get an
15
      independent
                     look at this. And so I engaged KPMG, one of the largest
16
               11
                     accounting firms in the world, and prior to their
17
               12
      becoming our
18
                    auditor --
               13
19
               14
                        Let me stop you there.
20
      04:04:33 15
                    A.
                         Yes.
21
               16
                    0.
                        That's the same KPMG that became your auditor.
22
                        Later, yes.
               17
                    A.
23
                        This was earlier?
               18
                    0.
24
                        Absolutely.
               19
                    A.
25
      04:04:38 20
                   0.
                        At the time Arthur Andersen was your auditor?
26
               21
                    A.
                        Yes.
27
               22
                    Q.
                        Was there any conflict issue in engaging KPMG to do
28
      this
29
               23
                    work?
30
               24
                    A. No. I picked KPMG because they were not our
      auditor. Our
31
      04:04:49 25 auditor had previously approved everything and supported
```

## EXHIBIT C-2

```
1
                                                                       4074
 1
 2
                        IN THE UNITED STATES DISTRICT COURT
       1
 3
                       FOR THE NORTHERN DISTRICT OF ILLINOIS
       2
                                   EASTERN DIVISION
 4
           LAWRENCE E. JAFFE PENSION PLAN, )
           on behalf of itself and all
 5
           others similarly situated,
 6
       5
                       Plaintiff,
 7
       6
           VS.
                                              No. 02 C 5893
 8
       7
          HOUSEHOLD INTERNATIONAL, INC.,
                                            )
                                              Chicago, Illinois
 9
           et al.,
                                            )
       8
                                            )
                                              April 28, 2009
                                            ) 9:10 a.m.
10
                       Defendants.
       9
11
                                     VOLUME 20
                          TRANSCRIPT OF PROCEEDINGS - TRIAL
      10
12
                  BEFORE THE HONORABLE RONALD A. GUZMAN, and a jury
      11
13
      12 APPEARANCES:
14
      13 For the Plaintiff:
                                      COUGHLIN STOIA GELLER RUDMAN &
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                                            MR. JASON C. DAVIS
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     24
31
32
     25
```

```
2
                                                                        4075
 1
 2
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                                            MR. DAVID R. OWEN
13
                                            MR. HOWARD G. SLOANE
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                                            MS. JANET A. BEER
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                                            MR. JASON M. HALL
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24
      21
25
26
      22
           Court Reporter:
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27
                                       Official Court Reporter
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28
      23
29
                                       Room 1222
30
      24
                                       Chicago, Illinois 60604
                                       (312) 435-6890
31
32
      25
                                       Nancy LaBella@ilnd.uscourts.gov
```

```
3
 1
      4076
 2
                             THE CLERK: 02 C 5893, Jaffe v. Household.
 3
                2
                             THE COURT: Good morning, everyone.
 4
                             Are we ready to proceed with the jury?
 5
                             MR. KAVALER: Your Honor, you asked us to hand
                4
 6
      up --
 7
      09:10:16
                    I thought I'd hand you before we start -- the spoliation
                5
 8
                6
                    language --
                7
 9
                             THE COURT: Sure.
10
                 8
                             MR. KAVALER: -- that you asked us to prepare.
      Α
11
                9
                    copy for counsel.
12
      09:10:24 10
                             I want to be clear, your Honor, we're handing
13
      this up
               11
                    without prejudice to our position that there should be
      no
15
               12
                     spoliation instruction whatsoever. Your Honor indicated
16
      the
17
               13
                    other day that this was for our own benefit. We decline
      that
18
               14
                    benefit. Thank you very much.
19
      09:10:36 15
                             Apparently, subsequent to that, you decided sua
20
               16
                    sponte to change your mind. I'd like to be heard on
21
      that
                    tomorrow. Meanwhile, we're giving you the language that
22
               17
      we
23
                    said we would.
               18
24
               19
                            THE COURT: Sure.
25
      09:10:49 20
                             Anything else?
26
               21
                             MR. BURKHOLZ: No, your Honor.
27
                             THE COURT: Okay. Let's bring the jury out.
               22
28
               23
                       (Jury in.)
29
                             THE COURT: Good morning, ladies and gentlemen.
30
               24
31
      09:13:32 25
                            Welcome back.
32
```

```
4
 1
                                             Bajaj - direct
 2
      4077
                              Are we ready to proceed?
 3
                1
                 2
                              MR. KAVALER: Yes, your Honor. The defendants
 4
      call
 5
                    Dr. Mukesh Bajaj.
                 3
 6
                       (Witness sworn.)
 7
      09:14:07
                5
                              MR. KAVALER: Your Honor, we have a jury binder
 8
                     exhibits that were previously approved by plaintiffs'
 9
                 6
      counsel.
10
                     May we pass it out?
11
                 8
                             THE COURT: Yes.
12
                              MR. KAVALER: Thank you, your Honor.
13
      09:14:32 10
                       (Brief pause.)
14
                                MUKESH BAJAJ, DEFENDANTS' WITNESS, SWORN
                11
15
                12
                                           DIRECT EXAMINATION
16
                    BY MR. KAVALER:
                13
17
                    Q. Good morning, Dr. Bajaj. You're the one we've all
18
      been
                     waiting for, the last witness.
19
      09:15:17 15
20
                16
                              Would you state your name for the record,
      please?
21
                    A. Good morning, counsel. My name is Mukesh Bajaj.
                17
22
                18
                     Q. And what is your educational background, sir?
23
                19
                     A. I got an undergraduate degree in chemical
      engineering from
24
                     the Indian University of Technology in Delhi, India.
25
      09:15:31 20
      And I
26
                     got interested in social sciences, so I joined the MBA
                21
27
      program
                     at the University of Texas at Austin. And then I
                22
      developed an
29
                     interest for financial economics, and I enrolled in the
                23
30
      Ph.D.
31
                     program at University of California, Berkeley. I
      graduated
32
      09:15:53 25 with a Ph.D. in finance in 1988.
```

```
108
 1
                                             Bajaj - direct
      4181
 2
 3
                    balance sheet and a conservative approach."
 4
                            Do you see that?
 5
                    A. Yes, I do.
                3
 6
                    Q. Okay.
 7
      01:28:31 5
                             Now, Professor Fischel picked this article for
 8
                    third disclosure date claiming that it disclosed
 9
      information
10
                    which inflated Household's stock price; is that right?
11
                   A. That is correct.
12
                    Q. Did you analyze this disclosure, as well?
13
      01:28:44 10 A. I did.
14
                    Q. And had the investors found out about this
               11
      information
15
16
                    previously?
               12
17
               13
                    A. Yes. In fact, right after the Barron's article,
      there
18
                    were several analyst reports that anticipated Mr.
               14
19
      Aldinger's
      01:29:02 15
                   remarks at a Goldman Sachs news con- -- investor
20
      conference --
21
               16
                    on Tuesday, December the 4th. It was a well-publicized
22
      event.
                             And Mr. Aldinger spoke at that event between
23
      2:30 and
24
               18
                    3:20 Eastern. And as this article says, he gave his
25
      address
26
               19
                    on Tuesday, which is December 4th. American Banker is
      simply
27
      01:29:31 20
                    reporting on what happened the previous day.
28
               21
                    Q. Let's mark Plaintiffs' Exhibit 1248.
29
               22
                             MR. KAVALER: A copy for counsel.
30
                    BY MR. KAVALER:
               23
31
                    Q. A copy for you, Professor.
32
      01:29:42 25
                        (Document tendered to counsel and the witness.)
```

## EXHIBIT D

```
1
 1
      00001:01
                        IN THE UNITED STATES DISTRICT COURT
            02
                      FOR THE NORTHERN DISTRICT OF ILLINOIS
 2
 3
            03
                                EASTERN DIVISION
 4
            04
 5
               LAWRENCE E. JAFFE PENSION PLAN,
           06 on behalf of Itself and All
                                                  )
 6
 7
            07 Others Similarly Situated,
                                                  )
 8
            08
                                  Plaintiffs,
                                                  )
           09
                                                  ) No. 02 C 5893
 9
                              vs.
           10 HOUSEHOLD INTERNATIONAL, INC.,
10
                                                  )
           11 et al.,
11
12
            12
                                  Defendants.
                                                  ) Volume No. 1
13
            13
14
            14
                          The videotape deposition of DAVID A.
15
            15
                SCHOENHOLZ, taken before Richard H. Dagdigian,
16
               Illinois CSR No. 084-000035, Notary Public, Cook
17
            17
               County, Illinois, pursuant to the Federal Rules of
18
            18
            19 Civil Procedure for the United States District Courts
19
20
            20 pertaining to the taking of depositions, at 311 South
21
            21
               Wacker Drive, Suite 1800, Conference Room II, Chicago,
            22
               Illinois, commencing at 9:08 a.m. on the 28th of
22
23
            23 February 2007.
24
            24
      00002:01 APPEARANCES:
25
```

		2
1	02	LERACH, COUGHLIN, STOIA, GELLER,
2	03	RUDMAN & ROBBINS, LLP, by:
3	04	MR. LUKE O. BROOKS,
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.3	14	MR. SCOTT WATNIK,
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.8	19	on behalf of the defendants;
.9	20	
20	21	
21	22	
22	23	
23	24	
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6	08	additional counsel for the witness.	
7	09	ALSO PRESENT:	
8	10	MR. DEAN MARIS, Legal Videographer;	
9	11		
LO	12	MR. MARK F. LEOPOLD,	
11	13	Deputy General Counsel - Litigation,	
L2	14	Employment & Antitrust	
L3	15	HSBC - North America	
L4	16		
L5	17		
L6	18		
L7	19		
18	20		
19	21		
20	22		
21	23		
22	24		
23	00004:01	I N D E X	
24	02	February 28, 2007	
25	03	THE WITNESS EXAMINATION BY COUNSEL FOR	

```
11
            11 please swear in the witness.
 1
                            DAVID ANSTON SCHOENHOLZ,
 2
            12
 3
            13
               called as a witness, having been first duly sworn by
               the Notary Public, was examined and testified as
 4
               follows:
 5
            15
                                   EXAMINATION
 6
            16
 7
                  BY MR. BROOKS:
            17
               Q Good morning, Mr. Schoenholz. Would you
 8
            18
            19 please state your full name for the record?
 9
                       A David Anston Schoenholz.
10
            20
                           What is your home address?
11
            21
                       0
12
            22
                       A
                           1350 Oak Ridge Road, Barrington, Illinois.
13
            23
                       Q Are you currently employed?
14
            24
      00012:01
15
                       A No.
                           When did you retire?
16
            02
17
            03
                       A
                         May 1st of 2004.
                           I know you've had your deposition taken
            04
18
               before, but I will go over some of the ground rules
19
           05
20
           06
               just to refresh.
                           I will be asking you a series of questions
21
            07
               today and tomorrow. The court reporter sitting to
22
23
            09 your left is taking down my questions and your
24
            10 answers.
                           Please let me finish my question before you
25
            11
```

```
165
            21 weekend the Barron's article came out?
 1
                          I don't have a specific recollection of
 2
           22
                 A
 3
           23
               that.
            24
                      Q Do you recall at attending a conference on
 4
      00172:01 December 4th, a Goldman Sachs conference?
 5
            02
                      A
                          I do.
 6
                    Q And Mr. Aldinger made a presentation at
 7
           03
               that conference, correct?
 8
           04
 9
            05
                      A Correct.
10
            06
                      Q Did he discuss Household's reaging or
               charge-off policies?
11
           07
12
            08
                      A My recollection is, it wasn't that
13
            09
               specific, in that the Barron's article wasn't that
               specific.
14
            10
                     Q What did Mr. Aldinger discuss, if anything,
15
           11
               with respect to the Barron's article at the Goldman
16
               Sachs conference?
17
           13
                      A I think there were two broad contentions.
18
           14
           15 First -- and this was perhaps more fueled by Ryan
19
20
               than specifically the Barron's article -- was that
           16
21
           17 Household had made accounting changes that were not
           18 properly disclosed or somehow were hidden.
22
23
           19
                          And Aldinger went through and pointed very
24
           20 clearly -- and these were practices that dated back
            21 largely to conforming HFC and Beneficial subsequent
25
```