# SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

FORM 8-K/A

CURRENT REPORT
PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

August 19, 2003
Date of Report (Date of earliest event reported)

## REDWOOD TRUST, INC.

(Exact Name of Registrant as Specified in Charter)

Maryland
(State or Other Jurisdiction of Incorporation)

| 591 Redwood Highway |  |
| :---: | :---: |
| Suite 3100 |  |
| Mill Valley, California | 94941 |
| (Address of Principal Executive Offices) | (Zip Code) |

## INFORMATION TO BE INCLUDED IN THE REPORT

## Item 7(c). Exhibit

99.1 "Supplemental Financial Information Quarter Ended June 30, 2003."

## Item 12. Results of Operation and Financial Condition

On August 15, 2003, Redwood Trust, Inc. (the "Company") filed a current report on Form 8-K dated August 14, 2003 and attached as an Exhibit to such Form 8-K its Supplemental Financial Information for the second quarter of 2003 (the "Exhibit"). The Company is now filing a current report on Form 8-K/A, to correct an error and to conform the Exhibit to the final publicly released Supplement Financial Information, and the Company hereby furnishes a copy of its Supplemental Financial Information for the second quarter of 2003 as publicly released on August 14, 2003.

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: August 19, 2003

REDWOOD TRUST, INC.

By: /s/ Harold F. Zagunis

Harold F. Zagunis
Vice President, Chief Financial Officer,
Treasurer and Secretary

## Exhibit Index

Exhibit Number
99.1
"Supplemental Financial Information Quarter Ended June 30, 2003."

## R <br> SUPPLEMENTAL FINANCIAL INFORMATION <br> QUARTER ENDED JUNE 30, 2003

## REDWOOD TRUST

## Financial Results



See Tables $\mathbf{5} \boldsymbol{\&} \mathbf{6}$ for a description of core earnings and core equity and a related reconciliation of GAAP earnings to core earnings and GAAP equity to core equity.


Table 3
Interest Expense
(\$ in thousands)

|  | Average Total Debt | Interest Expense | Debt Cost Of Funds | Average <br> Long Term Debt | Long Term Interest Expense | Long Term Debt Cost Of Funds | Average Short Term Debt | Short Term Interest Expense | Short Term Debt Cost Of Funds |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1: 2002 | \$2,211,927 | \$15,602 | 2.82\% | \$1,280,503 | \$ 10,661 | 3.33\% | \$931,424 | \$ 4,941 | 2.12\% |
| Q2: 2002 | 2,752,215 | 18,489 | 2.69\% | 1,806,884 | 12,894 | 2.85\% | 945,331 | 5,595 | 2.37\% |
| Q3: 2002 | 3,781,717 | 24,291 | 2.57\% | 2,893,682 | 18,893 | 2.61\% | 888,035 | 5,398 | 2.43\% |
| Q4: 2002 | 5,680,238 | 33,323 | 2.35\% | 5,018,353 | 28,945 | 2.31\% | 661,885 | 4,378 | 2.65\% |
| 2002 | 3,616,506 | 91,705 | 2.54\% | 2,760,490 | 71,393 | 2.59\% | $\mathbf{8 5 6 , 0 1 6}$ | 20,312 | 2.37\% |
| Q1: 2003 | 7,036,183 | 36,933 | 2.10\% | 6,637,053 | 34,993 | 2.11\% | 399,130 | 1,940 | 1.94\% |
| Q2: 2003 | 8,160,393 | 41,802 | 2.05\% | 7,861,252 | 40,163 | 2.04\% | 299,141 | 1,639 | 2.19\% |

## Table 4

Net Interest Income on an "At Risk" Assets and Recourse Debt Basis
(\$ in thousands)

|  | Interest <br> Income On "At Risk" Assets | Interest <br> Expense <br> On <br> Recourse Debt | Net Interest Income on "At Risk" Basis | "At Risk" Asset Yield | Recourse Cost Of Funds | "At Risk" Asset Interest Rate Spread | "At Risk" Asset Interest Rate Margin | Net Interest Income/ Average Core Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1: 2002 | \$20,055 | \$ 4,941 | \$15,114 | 6.30\% | 2.12\% | 4.18\% | 4.75\% | 18.13\% |
| Q2: 2002 | 23,358 | 5,595 | 17,763 | 7.02\% | 2.37\% | 4.65\% | 5.34\% | 19.12\% |
| Q3: 2002 | 23,200 | 5,398 | 17,802 | 7.03\% | 2.43\% | 4.60\% | 5.39\% | 18.51\% |
| Q4: 2002 | 25,210 | 4,378 | 20,832 | 9.07\% | 2.65\% | 6.42\% | 7.49\% | 20.92\% |
| 2002 | 91,823 | 20,312 | 71,511 | 7.29\% | 2.37\% | 4.92\% | 5.68\% | 19.21\% |
| Q1: 2003 | 26,132 | 1,940 | 24,192 | 11.77\% | 1.94\% | 9.83\% | 10.89\% | 23.33\% |
| Q2: 2003 | 31,263 | 1,639 | 29,624 | 15.54\% | 2.19\% | 13.35\% | 14.73\% | 27.63\% |

See Table 7 for a reconciliation of GAAP interest income to net interest income on an "at risk" basis and GAAP interest expense to recourse cost of funds. SeeTable $\mathbf{8}$ for a description of recourse assets and recourse debt and a related reconciliation to reported GAAP assets and reported GAAP debt.

## Financial Results (continued)


(1) Core earnings is not a measure of earnings in accordance with GAAP. Core earnings is calculated as GAAP earnings from ongoing operations less mark-to-market adjustments (which include realized and unrealized gains and losses on certain assets, interest rate agreements, and variable stock options). We believe that core earnings provides relevant and useful information regarding our results of operations in addition to GAAP measures of performance. This is, in part, because market valuation adjustments on only a portion of our assets and stock options and none of our liabilities are recognized through our Consolidated Statements of Income under GAAP, and thus GAAP valuation adjustments may not be fully indicative of changes in market values on our balance sheet as a whole or a reliable guide to our current operating performance. Furthermore, gains or losses realized upon sales of assets vary based on portfolio management decisions; a sale of an asset for a gain or a loss may or may not affect our ongoing earnings from operations. Because all companies and analysts do not calculate non-GAAP measures such as core earnings in the same fashion, core earnings as calculated by us may not be comparable to similarly titled measures reported by other companies.

Table 6

(2) Core equity is calculated as GAAP equity less unrealized gains and losses on certain assets and interest rate agreements. We believe measurements based on core equity provide relevant useful information regarding our results of operations in addition to GAAP measures of performance. This is, in part, because market valuation adjustments reflected in GAAP equity represent unrealized gains and losses on a portion of the balance sheet only and may not be reflective of the equity available to invest in operations. Because all companies and analysts do not calculate non-GAAP measures in the same fashion, core equity and ratios using core equity as calculated by the us may not be comparable to similarly titled measures reported by other companies. Average Common Equity measures are calculated by excluding Average Preferred Equity.

Table 7
Reconciliation of GAAP Interest Income and Interest Expense to Interest Income on "At Risk" Assets and
Interest Expense on Recourse Debt
(\$ in thousands)

|  | Total Interest Income | Interest Income On NonRecourse Assets | $\begin{gathered} \text { Interest } \\ \text { Income } \\ \text { On } \\ \text { "At Risk" } \\ \text { Assets } \end{gathered}$ | Total Interest Expense | Interest Expense On NonRecourse Debt | Interest Expense On Recourse Debt |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1: 2002 | \$ 30,716 | \$10,661 | \$20,055 | \$15,602 | \$10,661 | \$ 4,941 |
| Q2: 2002 | 36,252 | 12,894 | 23,358 | 18,489 | 12,894 | 5,595 |
| Q3: 2002 | 42,093 | 18,893 | 23,200 | 24,291 | 18,893 | 5,398 |
| Q4: 2002 | 54,155 | 28,945 | 25,210 | 33,323 | 28,945 | 4,378 |
| 2002 | 163,216 | 71,393 | 91,823 | 91,705 | 71,393 | 20,312 |
| Q1: 2003 | 61,125 | 34,993 | 26,132 | 36,933 | 34,993 | 1,940 |
| Q2: 2003 | 71,426 | 40,163 | 31,263 | 41,802 | 40,163 | 1,639 |

## Financial Results (continued)

Table 8
Leverage Ratios
Equity to Assets and Debt to Equity
(\$ in thousands)

|  | Reported Assets | NonRecourse Assets | (3) Recourse Assets | GAAP <br> Equity to Reported Assets | GAAP <br> Equity to Recourse Assets | $\begin{gathered} \text { Reported } \\ \text { Debt } \end{gathered}$ | $\begin{aligned} & \text { Non- } \\ & \text { Recourse } \\ & \text { Debt } \end{aligned}$ | (3) Recourse Debt | Reported Debt to GAAP Equity | Recourse Debt to GAAP Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1: 2002 | \$ 2,739,838 | \$1,252,881 | \$1,486,957 | 13\% | 25\% | \$2,356,972 | \$1,234,459 | \$1,122,513 | 6.5 | 3.1 |
| Q2: 2002 | 3,689,782 | 2,266,849 | 1,422,933 | 11\% | 29\% | 3,246,603 | 2,241,600 | 1,005,003 | 7.8 | 2.4 |
| Q3: 2002 | 5,674,302 | 4,394,493 | 1,279,809 | 8\% | 35\% | 5,199,362 | 4,365,281 | 834,081 | 11.7 | 1.9 |
| Q4: 2002 | 7,007,772 | 6,435,025 | 572,747 | 7\% | 83\% | 6,496,734 | 6,397,020 | 99,714 | 13.7 | 0.2 |
| 2002 | 7,007,772 | 6,435,025 | 572,747 | 7\% | 83\% | 6,496,734 | 6,397,020 | 99,714 | 13.7 | 0.2 |
| Q1: 2003 | 8,172,063 | 7,210,944 | 961,119 | 6\% | 51\% | 7,646,408 | 7,170,691 | 475,717 | 15.8 | 1.0 |
| Q2: 2003 | 10,356,052 | 9,591,192 | 764,860 | 5\% | 72\% | 9,760,315 | 9,542,631 | 217,684 | 17.8 | 0.4 |

(3) Assets that have been sold to non-recourse securitization trusts and long-term debt that is non-recourse to Redwood are reported on our balance sheet. Only our net investments in the equity of these trusts constitute "at-risk" assets to us. If we had used different terms or forms of securitization these transactions may have been accounted for as sales. With sales accounting, our reported balance sheet (both assets and liabilities) would be substantially smaller (although the economics of the transaction and our exposure to risks would be unchanged). If we structured the securitizations differently and therefore accounted for them as sales rather than financings, our asset-based margins would have been different and, in some respects, reported on a basis that is more comparable to some other financial institutions. Our interest rate spread and our interest rate margin would have been higher and would show a positive trend in recent quarters. Our reported debt-to-equity ratio would have been substantially lower. Table 4 above presents our interest income and interest expense as if we had structured our securitizations to obtain sales accounting treatment rather than financing accounting treatment; effectively, on an "at-risk" basis for assets and on a recourse basis for liabilities.

Table 9
Reconciliation of Average Reported Assets to Average "At Risk" Assets and
Average Reported Debt to Average Recourse Debt
(\$ in thousands)

|  | Average Reported Assets | Average <br> Non- <br> Recourse <br> Assets | Average <br> "At Risk" <br> Assets | Average Reported Debt | Average NonRecourse Debt | Average Recourse Debt |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1: 2002 | \$2,564,847 | \$1,291,657 | \$1,273,190 | \$2,211,927 | \$1,280,503 | \$931,424 |
| Q2: 2002 | 3,158,751 | 1,827,533 | 1,331,218 | 2,752,215 | 1,806,884 | 945,331 |
| Q3: 2002 | 4,234,477 | 2,914,133 | 1,320,344 | 3,781,717 | 2,893,682 | 888,035 |
| Q4: 2002 | 6,158,898 | 5,046,549 | 1,112,349 | 5,680,238 | 5,018,353 | 661,885 |
| 2002 | 4,039,652 | 2,780,650 | 1,259,002 | 3,616,506 | 2,760,490 | 856,016 |
| Q1: 2003 | 7,553,727 | 6,665,511 | 888,216 | 7,036,183 | 6,637,053 | 399,130 |
| Q2: 2003 | 8,687,371 | 7,882,857 | 804,514 | 8,160,393 | 7,861,252 | 299,141 |

## Portfolios

| Balances \& Yields <br> (\$ in thousands) | At period end |  |  |  |  |  |  |  |  | For period ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Current <br> Face |  | namortized Premium/ (Discount) |  | Credit <br> Reserve |  | Unrealized <br> Gain/ <br> (loss) | $\begin{gathered} \text { Net } \\ \text { Book } \\ \text { Value } \end{gathered}$ |  | Average Balance* | Interest Income | Yield |
| Total Earning Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1: 2002 | \$ | 2,912,217 | \$ | $(10,332)$ |  | 200,037) | \$ | 11,016 | 2,712,864 |  | 2,498,565 | 30,716 | 4.92\% |
| Q2: 2002 |  | 3,854,545 |  | $(14,318)$ |  | 212,296) |  | 35,827 | 3,663,758 |  | 3,080,165 | 36,252 | 4.71\% |
| Q3: 2002 |  | 5,829,188 |  | $(6,941)$ |  | 227,346) |  | 54,148 | 5,649,049 |  | 4,131,870 | 42,093 | 4.07\% |
| Q4: 2002 |  | 7,158,374 |  | $(25,644)$ |  | 233,162) |  | 72,226 | 6,971,794 |  | 6,042,042 | 54,155 | 3.59\% |
| 2002 |  | 7,158,374 |  | $(25,644)$ |  | 233,162) |  | 72,226 | 6,971,794 |  | 3,948,399 | 163,216 | 4.13\% |
| Q1: 2003 |  | 8,356,918 |  | $(50,540)$ |  | 244,056) |  | 72,282 | 8,134,604 |  | 7,393,566 | 61,125 | 3.31\% |
| Q2: 2003 |  | 0,471,190 |  | $(62,790)$ |  | 216,834) |  | 15,903 | 10,307,469 |  | 8,523,925 | 71,426 | 3.35\% |
| Residential Real Estate Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1: 2002 | \$ | 1,790,239 | \$ | 9,502 |  | $(5,481)$ | \$ | - | 1,794,260 |  | 1,544,924 | 14,125 | 3.66\% |
| Q2: 2002 |  | 2,795,628 |  | 13,881 |  | $(5,953)$ |  | - | 2,803,556 |  | 2,201,384 | 19,601 | 3.56\% |
| Q3: 2002 |  | 4,736,645 |  | 31,859 |  | $(6,611)$ |  | - | 4,761,893 |  | 3,262,462 | 24,447 | 3.00\% |
| Q4: 2002 |  | 6,190,674 |  | 32,776 |  | $(8,271)$ |  | - | 6,215,179 |  | 5,318,910 | 37,264 | 2.80\% |
| 2002 |  | 6,190,674 |  | 32,776 |  | $(8,271)$ |  | - | 6,215,179 |  | 3,092,755 | 95,437 | 3.09\% |
| Q1: 2003 |  | 7,297,515 |  | 33,520 |  | $(9,996)$ |  | - | 7,321,039 |  | 6,625,539 | 42,314 | 2.55\% |
| Q2: 2003 |  | 9,206,987 |  | 52,592 |  | $(12,159)$ |  | - | 9,247,420 |  | 7,670,484 | 47,299 | 2.47\% |
| Residential Loan Credit-Enhancement Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1: 2002 | \$ | 460,035 | \$ | $(28,058)$ |  | 194,556) | \$ | 12,411 | 249,832 | \$ | 201,540 | 6,695 | 13.29\% |
| Q2: 2002 |  | 492,642 |  | $(35,745)$ |  | 206,343) |  | 34,205 | 284,759 |  | 238,282 | 9,006 | 15.12\% |
| Q3: 2002 |  | 542,669 |  | $(49,360)$ |  | 220,735) |  | 51,556 | 324,130 |  | 257,844 | 10,443 | 16.20\% |
| Q4: 2002 |  | 559,186 |  | $(58,578)$ |  | 224,891) |  | 76,762 | 352,479 |  | 271,016 | 11,283 | 16.65\% |
| 2002 |  | 559,186 |  | $(58,578)$ |  | 224,891) |  | 76,762 | 352,479 |  | 242,404 | 37,427 | 15.44\% |
| Q1: 2003 |  | 614,111 |  | $(84,648)$ |  | 234,060) |  | 77,759 | 373,162 |  | 278,339 | 13,693 | 19.68\% |
| Q2: 2003 |  | 598,134 |  | $(113,358)$ |  | 204,675) |  | 13,310 | 393,411 |  | 279,010 | 17,977 | 25.77\% |
| Commercial Real Estate Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1: 2002 | \$ | 50,057 | \$ | (677) | \$ | - | \$ | - | 49,380 | \$ | 50,170 | 1,274 | 10.16\% |
| Q2: 2002 |  | 50,436 |  | (638) |  | - |  | - | 49,798 |  | 49,369 | 1,233 | 9.99\% |
| Q3: 2002 |  | 51,318 |  | (654) |  | - |  | - | 50,664 |  | 50,102 | 1,280 | 10.22\% |
| Q4: 2002 |  | 30,250 |  | (980) |  | - |  | - | 29,270 |  | 47,935 | 1,213 | 10.12\% |
| 2002 |  | 30,250 |  | (980) |  | - |  | - | 29,270 |  | 49,390 | 5,000 | 10.12\% |
| Q1: 2003 |  | 32,223 |  | $(1,009)$ |  | - |  | - | 31,214 |  | 30,888 | 816 | 10.57\% |
| Q2: 2003 |  | 42,492 |  | $(7,970)$ |  | - |  | - | 34,522 |  | 33,138 | 960 | 11.59\% |
| Securities Portfolio |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1: 2002 | \$ | 601,926 | \$ | 8,901 | \$ | - | \$ | $(1,395)$ | 609,432 | \$ | 676,692 | 8,514 | 5.03\% |
| Q2: 2002 |  | 502,684 |  | 8,184 |  | - |  | 1,622 | 512,490 |  | 529,843 | 6,222 | 4.70\% |
| Q3: 2002 |  | 477,950 |  | 11,214 |  | - |  | 2,592 | 491,756 |  | 493,997 | 5,719 | 4.63\% |
| Q4: 2002 |  | 339,095 |  | 1,138 |  | - |  | $(4,536)$ | 335,697 |  | 320,154 | 3,949 | 4.93\% |
| 2002 |  | 339,095 |  | 1,138 |  | - |  | $(4,536)$ | 335,697 |  | 504,401 | 24,404 | 4.84\% |
| Q1: 2003 |  | 370,187 |  | 1,597 |  | - |  | $(5,477)$ | 366,307 |  | 360,084 | 4,192 | 4.66\% |
| Q2: 2003 |  | 587,038 |  | 5,946 |  | - |  | 2,593 | 595,577 |  | 453,546 | 5,057 | 4.46\% |
| Cash \& Cash Equivalents |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1: 2002 | \$ | 9,960 | \$ | - | \$ | - | \$ | - | 9,960 |  |  | 108 |  |
| Q2: 2002 |  | 13,155 |  | - |  | - |  | - | 13,155 |  |  | 190 |  |
| Q3: 2002 |  | 20,606 |  | - |  | - |  | - | 20,606 |  |  | 204 |  |
| Q4: 2002 |  | 39,169 |  | - |  | - |  | - | 39,169 |  |  | 446 |  |
| 2002 |  | 39,169 |  | - |  | - |  | - | 39,169 |  |  | 948 |  |
| Q1: 2003 |  | 42,882 |  | - |  | - |  | - | 42,882 |  |  | 110 |  |
| Q2: 2003 |  | 36,539 |  |  |  |  |  |  | 36,539 |  |  | 133 |  |

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Table 12

| Residential Credit Results (\$ in thousands) | Face Value Underlying Loans | Internally- <br> Designated Credit Reserves | ExternalCreditEnhancement |  | (4) <br> Total <br> Credit <br> Protection | Total <br> Credit Protection As \% of Loans | Delinquent Loans | $\begin{aligned} & \text { Delinquent } \\ & \text { Loan \% } \end{aligned}$ | Total <br> Credit <br> Losses | Losses To <br> Securities <br> Junior to <br> Redwood's <br> Interest |  | Redwood's Share of Net Charge Offs (Recoveries) |  | Total Credit <br> Losses As \% of Loans (Annualized) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Residential Portfolio |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1: 2002 | \$66,616,844 | \$ 200,037 | \$ | 79,924 | \$279,961 | 0.42\% | \$ 134,775 | 0.20\% | \$ 452 | \$ | 618 | \$ | (166) | 0.01\% |
| Q2: 2002 | 68,856,787 | 212,296 |  | 65,102 | 277,398 | 0.40\% | 153,217 | 0.22\% | 115 |  | 189 |  | (74) | 0.01\% |
| Q3: 2002 | 73,220,004 | 227,346 |  | 64,147 | 291,493 | 0.40\% | 152,894 | 0.21\% | 386 |  | 103 |  | 283 | 0.01\% |
| Q4: 2002 | 64,849,784 | 233,162 |  | 63,179 | 296,341 | 0.46\% | 150,353 | 0.23\% | 377 |  | 163 |  | 214 | 0.01\% |
| 2002 | 64,849,784 | 233,162 |  | 63,179 | 296,341 | 0.46\% | 150,353 | 0.23\% | 1,330 |  | 1,073 |  | 257 | 0.01\% |
| Q1: 2003 | 68,045,731 | 244,056 |  | 61,814 | 305,870 | 0.45\% | 162,657 | 0.24\% | 1,171 |  | 456 |  | 715 | 0.01\% |
| Q2: 2003 | 61,031,486 | 216,834 |  | 58,296 | 275,130 | 0.45\% | 163,894 | 0.27\% | 384 |  | 152 |  | 232 | 0.01\% |
| Residential Real Estate Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1: 2002 | \$ 1,790,239 | \$ 5,481 | \$ | - | \$ 5,481 | 0.31\% | \$ 4,926 | 0.28\% | \$ - | \$ | - | \$ | - | 0.00\% |
| Q2: 2002 | 2,795,628 | 5,953 |  | - | 5,953 | 0.21\% | 3,257 | 0.12\% | - |  | - |  | - | 0.00\% |
| Q3: 2002 | 4,736,645 | 6,611 |  | - | 6,611 | 0.14\% | 1,387 | 0.03\% | 236 |  | - |  | 236 | 0.01\% |
| Q4: 2002 | 6,190,674 | 8,271 |  | - | 8,271 | 0.13\% | 4,127 | 0.07\% | - |  | - |  | - | 0.00\% |
| 2002 | 6,190,674 | 8,271 |  | - | 8,271 | 0.13\% | 4,127 | 0.07\% | 236 |  | - |  | 236 | 0.01\% |
| Q1: 2003 | 7,297,515 | 9,996 |  | - | 9,996 | 0.14\% | 1,159 | 0.02\% | 31 |  | - |  | 31 | 0.01\% |
| Q2: 2003 | 9,206,987 | 12,159 |  | - | 12,159 | 0.13\% | 3,895 | 0.04\% | - |  | - |  | - | 0.00\% |
| Residential Loan Credit-Enhancement Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q1: 2002 | \$64,826,605 | \$ 194,556 | \$ | 79,924 | \$274,480 | 0.42\% | \$ 129,849 | 0.20\% | \$ 452 | \$ | 618 | \$ | (166) | 0.01\% |
| Q2: 2002 | 66,061,159 | 206,343 |  | 65,102 | 271,445 | 0.41\% | 149,960 | 0.23\% | 115 |  | 189 |  | (74) | 0.01\% |
| Q3: 2002 | 68,483,359 | 220,735 |  | 64,147 | 284,882 | 0.42\% | 151,507 | 0.22\% | 150 |  | 103 |  | 47 | 0.01\% |
| Q4: 2002 | 58,659,110 | 224,891 |  | 63,179 | 288,070 | 0.49\% | 146,226 | 0.25\% | 377 |  | 163 |  | 214 | 0.01\% |
| 2002 | 58,659,110 | 224,891 |  | 63,179 | 288,070 | 0.49\% | 146,226 | 0.25\% | 1,094 |  | 1,073 |  | 21 | 0.01\% |
| Q1: 2003 | 60,748,216 | 234,060 |  | 61,814 | 295,874 | 0.49\% | 161,498 | 0.27\% | 1,140 |  | 456 |  | 684 | 0.01\% |
| Q2: 2003 | 51,824,499 | 204,675 |  | 58,296 | 262,971 | 0.51\% | 159,999 | 0.31\% | 384 |  | 152 |  | 232 | 0.01\% |

(4) The credit reserve on residential real estate loans owned is only available to absorb losses on the residential real estate loan portfolio. The internally- designated credit reserves on loans credit enhanced and the external credit enhancement on loans credit enhanced are only available to absorb losses on the residential loan credit-enhancement portfolio.

## Loan Characteristics

Table 13

| Residential Real Estate Loan Characteristics (at period end, all dollars in thousands) | Jun. 2003 | Mar. 2003 |  | Dec. 2002 |  | Sep. 2002 |  | Jun. 2002 |  | Mar. 2002 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retained Residential Loans | \$9,247,420 | \$7,321,039 |  | \$6,215,179 |  | \$4,761,893 |  | \$2,803,556 |  | \$1,794,260 |  |
| Number of loans | 24,988 | 19,805 |  | 16,669 |  | 12,580 |  | 7,394 |  | 4,914 |  |
| Average loan size | \$ 370 | \$ | \$ 370 | \$ 373 |  | 379 |  | 379 |  | \$ 365 |  |
| Adjustable \% | 99\% |  | 99\% | 99\% |  | 98\% |  | 96\% |  | 100\% |  |
| Hybrid \% | 1\% |  | 1\% |  | 1\% |  | 2\% |  | 4\% |  | 0\% |
| Fixed \% | 0\% |  | 0\% |  | 0\% |  | 0\% |  | 0\% |  | 0\% |
| Northern California | 13\% |  | 13\% |  | 12\% |  | 12\% |  | 13\% |  | 12\% |
| Southern California | 12\% |  | 12\% |  | 12\% |  | 12\% |  | 12\% |  | 11\% |
| Florida | 12\% |  | 12\% |  | 12\% |  | 11\% |  | 13\% |  | 12\% |
| Georgia | 6\% |  | 7\% |  | 8\% |  | 8\% |  | 9\% |  | 7\% |
| New York | 5\% |  | 5\% |  | 6\% |  | 6\% |  | 6\% |  | 7\% |
| New Jersey | 4\% |  | 5\% |  | 5\% |  | 5\% |  | 5\% |  | 5\% |
| Illinois | 4\% |  | 4\% |  | 4\% |  | 4\% |  | 4\% |  | 3\% |
| Texas | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 3\% |
| Arizona | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 2\% |  | 3\% |
| Colorado | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 3\% |
| North Carolina | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 2\% |  | 2\% |
| Other states (none greater than 3\%) | 32\% |  | 30\% |  | 29\% |  | 30\% |  | 28\% |  | 32\% |
| Year 2003 origination | 40\% |  | 11\% |  | 0\% |  | 0\% |  | 0\% |  | 0\% |
| Year 2002 origination | 49\% |  | 72\% |  | 78\% |  | 70\% |  | 47\% |  | 17\% |
| Year 2001 origination | 6\% |  | 11\% |  | 13\% |  | 18\% |  | 31\% |  | 42\% |
| Year 2000 origination | 0\% |  | 0\% |  | 0\% |  | 0\% |  | 0\% |  | 0\% |
| Year 1999 origination | 1\% |  | 2\% |  | 2\% |  | 3\% |  | 5\% |  | 9\% |
| Year 1998 origination or earlier | 4\% |  | 4\% |  | 7\% |  | 9\% |  | 17\% |  | 32\% |
| \% balance in loans $>$ \$ 1 mm per loan | 15\% |  | 14\% |  | 14\% |  | 15\% |  | 15\% |  | 16\% |

Table 14
Residential Loan Credit-Enhancement Securities - Underlying Collateral Characteristics

|  | Jun. 2003 |  | Mar. 2003 |  | Dec. 2002 |  | Sep. 2002 |  | Jun. 2002 |  | Mar. 2002 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First loss position, principal value | \$ | 233,787 | \$ | 236,122 | \$ | 215,046 | \$ | 206,062 | \$ | 181,179 | \$ | 173,990 |
| Second loss position, principal value |  | 168,524 |  | 176,864 |  | 163,428 |  | 152,433 |  | 139,290 |  | 127,930 |
| Third loss position, principal value |  | 195,823 |  | 201,125 |  | 180,712 |  | 184,174 |  | 172,173 |  | 158,115 |
| Total principal value | \$ | 598,134 | \$ | 614,111 | \$ | 559,186 | \$ | 542,669 | \$ | 492,642 | \$ | 460,035 |
| First loss position, reported value | \$ | 74,470 | \$ | 63,675 | \$ | 65,292 | \$ | 52,595 | \$ | 46,979 | \$ | 42,760 |
| Second loss position, reported value |  | 139,788 |  | 130,415 |  | 121,491 |  | 104,928 |  | 90,878 |  | 79,969 |
| Third loss position, reported value |  | 179,153 |  | 179,072 |  | 165,696 |  | 166,607 |  | 146,902 |  | 127,103 |
| Total reported value | \$ | 393,411 | \$ | 373,162 | \$ | 352,479 | \$ | 324,130 | \$ | 284,759 | \$ | 249,832 |
| Internally-Designated Credit Reserves | \$ | 204,675 | \$ | 234,060 | \$ | 224,891 | \$ | 220,735 | \$ | 206,343 | \$ | 194,556 |
| External Credit Enhancement |  | 58,296 |  | 61,814 |  | 63,179 |  | 64,147 |  | 65,102 |  | 79,924 |
| Total Credit Protection | \$ | 262,971 | \$ | 295,874 | \$ | 288,070 | \$ | 284,882 | \$ | 271,445 | \$ | 274,480 |
| As \% of Total Portfolio |  | 0.51\% |  | 0.49\% |  | 0.49\% |  | 0.42\% |  | 0.41\% |  | 0.42\% |
| Underlying Residential Real Estate Loans | \$ | 51,824,499 |  | ,748,216 |  | 8,659,110 |  | 8,483,359 |  | ,061,159 |  | 4,826,605 |
| Number of credit-enhanced loans |  | 116,730 |  | 138,327 |  | 135,196 |  | 160,695 |  | 165,515 |  | 162,502 |
| Average loan size | \$ | 444 | \$ | 439 | \$ | 434 | \$ | 426 | \$ | 399 | \$ | 398 |
| Adjustable \% |  | 36\% |  | 27\% |  | 20\% |  | 20\% |  | 19\% |  | 19\% |
| Hybrid \% |  | 36\% |  | 39\% |  | 37\% |  | 28\% |  | 20\% |  | 14\% |
| Fixed \% |  | 28\% |  | 34\% |  | 43\% |  | 52\% |  | 61\% |  | 67\% |
| Northern California |  | 26\% |  | 26\% |  | 27\% |  | 27\% |  | 25\% |  | 25\% |
| Southern California |  | 24\% |  | 24\% |  | 25\% |  | 24\% |  | 24\% |  | 25\% |
| New York |  | 6\% |  | 5\% |  | 5\% |  | 4\% |  | 5\% |  | 5\% |
| Florida |  | 4\% |  | 4\% |  | 3\% |  | 3\% |  | 3\% |  | 3\% |
| Texas |  | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 4\% |  | 4\% |
| Massachusetts |  | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 3\% |
| New Jersey |  | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 3\% |  | 3\% |
| Other states (none greater than 3\%) |  | 31\% |  | 32\% |  | 31\% |  | 33\% |  | 33\% |  | 32\% |
| Year 2003 origination |  | 12\% |  | 2\% |  | 0\% |  | 0\% |  | 0\% |  | 0\% |
| Year 2002 origination |  | 42\% |  | 41\% |  | 28\% |  | 25\% |  | 11\% |  | 1\% |
| Year 2001 origination |  | 24\% |  | 31\% |  | 40\% |  | 43\% |  | 49\% |  | 55\% |
| Year 2000 origination |  | 4\% |  | 4\% |  | 5\% |  | 5\% |  | 6\% |  | 8\% |
| Year 1999 origination |  | 7\% |  | 9\% |  | 11\% |  | 11\% |  | 16\% |  | 17\% |
| Year 1998 or earlier origination |  | 11\% |  | 13\% |  | 16\% |  | 16\% |  | 18\% |  | 19\% |
| \% balance in loans $>\$ 1 \mathrm{~mm}$ per loan |  | 10\% |  | 10\% |  | 8\% |  | 6\% |  | 5\% |  | 4\% |

## Loan Characteristics (continued)

Table 15
Commercial Real Estate Loans - Characteristics
(at period end, all dollars in thousands)

|  | Jun. 2003 | Mar. 2003 | Dec. 2002 | Sep. 2002 | Jun. 2002 | Mar. 2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial Mortgage Loans | \$34,522 | \$31,214 | \$29,270 | \$50,664 | \$49,978 | \$49,380 |
| Number of Loans | 12 | 10 | 7 | 9 | 8 | 7 |
| Average Loan Size | \$ 2,877 | \$ 3,121 | \$ 4,181 | \$ 5,629 | \$ 6,247 | \$ 7,054 |
| Serious Delinquency | \$ 650 | \$ 650 | \$ 650 | \$ | \$ | \$ |
| Realized Credit losses | - | - | - | - | - | - |
| California \% | 46\% | 40\% | 36\% | 62\% | 61\% | 61\% |

Table 16
Securities Portfolio - Characteristics at June 30, 2003
(\$ in thousands)

|  |  | Rating: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | AAA | AA | A | BBB | BB | B | Unrated |
| Commercial Real Estate | \$ 93,072 | \$ 7,832 | \$ | \$ 21,141 | \$ 54,045 | \$5,978 | \$4,076 | \$ |
| Residential Prime | 158,912 | 34,511 | 72,369 | 19,984 | 32,048 | - | - | - |
| Residential Subprime | 153,165 | - | 17,321 | 100,802 | 35,042 | - | - | - |
| Residential Second Lien | 70,580 | - | 43,340 | 22,976 | 4,264 | - | - | - |
| Manufactured Housing | 15,338 | 2,990 | 5,620 | 6,728 | - | - | - | - |
| Corporate REIT Debt | 58,277 | - | - | 7,522 | 50,755 | - | - | - |
| Real Estate CDOs | 46,233 | 4,940 | 9,619 | 13,573 | 13,438 | - | - | 4,663 |
| Total Securities Portfolio | \$595,577 | \$50,273 | \$148,269 | \$192,726 | \$189,592 | \$5,978 | \$4,076 | \$4,663 |

Table 17
Asset / Liability Matching at June 30, 2003
(\$ in thousands)

| Asset <br> Type |  | Asset Amount | One- <br> Month <br> LIBOR <br> Liabilities |  | OneYear Treasury Liabilities |  | Non <br> Interest <br> Bearing <br> Liabilities | Equity | Total Liabilities And Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash (unrestricted) | \$ | 36,539 | \$ 36,539 | \$ | \$ | \$ | \$ | \$ | \$ 36,539 |
| One-Month LIBOR |  | 2,707,635 | 2,707,635 | - | - | - | - | - | 2,707,635 |
| Six-Month LIBOR |  | 6,849,546 | 4,249,407 | 2,264,658 | 126,598 | - | - | 208,883 | 6,849,546 |
| Other ARM |  | 17,541 | - | - | 17,541 | - | - | - | 17,541 |
| One-Year Treasury |  | 35,260 | - | - | 35,260 | - | - | - | 35,260 |
| Fixed / Hybrid < 1yr* |  | 79,847 | - | - | - | - | - | 79,847 | 79,847 |
| Fixed $>1 \mathrm{yr}$ |  | 387,890 | - | - | - | 221,191 | - | 166,699 | 387,890 |
| Hybrid > 1yr |  | 193,211 | - | - | - | 101,486 | - | 91,725 | 193,211 |
| Non-Earning Assets |  | 48,583 | - | - | - | - | 48,561 | 22 | 48,583 |
| Total |  | 0,356,052 | \$6,993,581 | \$2,264,658 | \$179,399 | \$322,677 | \$48,561 | \$547,176 | \$10,356,052 |

## Long-Term Debt Characteristics

Table 18
Long-Term Debt Characteristics - Residential Mortgage Loans (Sequoia)
(\$ in thousands)

| Sequoia Long Term Debt Issue | Debt <br> Rating | Issue <br> Date | Original Issue Amount | Index | Stated Maturity | Estimated Callable Date | $\begin{aligned} & \text { Principal } \\ & \text { Outstanding } \\ & \text { At June 30, } \\ & 2003 \end{aligned}$ | Interest Rate At June 30, 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sequoia 1 A1 | AAA | 07/29/97 | \$ 334,347 | 1 m LIBOR | 02/15/28 | Called | \$ | NM |
| Sequoia 1 A2 | AAA | 07/29/97 | 200,000 | Fed Funds | 02/15/28 | Called | - | NM |
| Sequoia 2 A1 | AAA | 11/06/97 | 592,560 | 1y Treasury | 03/30/29 | 6/26/05 | 179,399 | 2.67\% |
| Sequoia 2 A2 | AAA | 11/06/97 | 156,600 | 1 m LIBOR | 03/30/29 | 6/26/05 | 47,411 | 1.38\% |
| Sequoia 3 A1 | AAA | 06/26/98 | 225,459 | Fixed to 12/02 | 05/31/28 | Retired | - | NM |
| Sequoia 3 A2 | AAA | 06/26/98 | 95,000 | Fixed to 12/02 | 05/31/28 | Retired | - | NM |
| Sequoia 3 A3 | AAA | 06/26/98 | 164,200 | Fixed to 12/02 | 05/31/28 | Retired | - | NM |
| Sequoia 3 A4 | AAA | 06/26/98 | 121,923 | 1 m LIBOR | 05/31/28 | Called | - | NM |
| Sequoia 3 M1 | AA/AAA | 06/26/98 | 16,127 | 1 m LIBOR | 05/31/28 | Called | - | NM |
| Sequoia 3 M2 | A/AA | 06/26/98 | 7,741 | 1 m LIBOR | 05/31/28 | Called | - | NM |
| Sequoia 3 M3 | BBB/A | 06/26/98 | 4,838 | 1 m LIBOR | 05/31/28 | Called | - | NM |
| Sequoia 1A A1 | AAA | 05/04/99 | 157,266 | 1 m LIBOR | 02/15/28 | Called | - | NM |
| Sequoia 4 A | AAA | 03/21/00 | 377,119 | 1 m LIBOR | 08/31/24 | 6/28/05 | 186,187 | 1.42\% |
| Sequoia 5 A | AAA | 10/29/01 | 496,667 | 1 m LIBOR | 10/29/26 | 6/30/05 | 408,068 | 1.44\% |
| Sequoia 5 B1 | AA | 10/29/01 | 5,918 | 1 m LIBOR | 10/29/26 | 6/30/05 | 5,918 | 1.89\% |
| Sequoia 5 B2 | A | 10/29/01 | 5,146 | 1 m LIBOR | 10/29/26 | 6/30/05 | 5,146 | 1.89\% |
| Sequoia 5 B3 | BBB | 10/29/01 | 2,316 | 1 m LIBOR | 10/29/26 | 6/30/05 | 2,316 | 1.89\% |
| Sequoia 6A | AAA | 04/26/02 | 496,378 | 1 m LIBOR | 04/26/27 | 6/30/05 | 433,037 | 1.38\% |
| Sequoia 6B1 | AA | 04/26/02 | 5,915 | 1 m LIBOR | 04/26/27 | 6/30/05 | 5,915 | 1.76\% |
| Sequoia 7A | AAA | 05/29/02 | 554,686 | 1 m LIBOR | 05/29/32 | 6/30/05 | 485,545 | 1.44\% |
| Sequoia 7B1 | AA | 05/29/02 | 8,080 | 1 m LIBOR | 05/29/32 | 6/30/05 | 8,080 | 1.85\% |
| Sequoia 8 1A-1 | AAA | 07/30/02 | 50,000 | 1 m LIBOR | 08/20/32 | 6/30/05 | - | NM |
| Sequoia 8 1A-2 | AAA | 07/30/02 | 61,468 | Fixed to 12/04 | 08/20/32 | 6/30/05 | 59,460 | 3.46\% |
| Sequoia 8 2A | AAA | 07/30/02 | 463,097 | 1 m LIBOR | 08/20/32 | 6/30/05 | 420,931 | 1.40\% |
| Sequoia 83 A | AAA | 07/30/02 | 49,973 | 6m LIBOR | 08/20/32 | 6/30/05 | 43,892 | 3.00\% |
| Sequoia 8 B1 | AA | 07/30/02 | 9,069 | 1 m LIBOR | 08/20/32 | 6/30/05 | 9,069 | 1.78\% |
| Sequoia 9 1A | AAA | 08/28/02 | 381,689 | 1 m LIBOR | 09/20/32 | 7/2/05 | 361,541 | 1.45\% |
| Sequoia 9 2A | AAA | 08/28/02 | 168,875 | 1 m LIBOR | 09/20/32 | 7/2/05 | 139,106 | 2.99\% |
| Sequoia 9 B1 | AA | 08/28/02 | 7,702 | 1 m LIBOR | 09/20/32 | 7/2/05 | 7,701 | 1.85\% |
| Sequoia 10 1A | AAA | 09/26/02 | 822,375 | 1 m LIBOR | 10/20/27 | 7/2/05 | 772,130 | 1.50\% |
| Sequoia 10 2A-1 | AAA | 09/26/02 | 190,000 | 1 m LIBOR | 10/20/27 | 7/2/05 | 180,912 | 1.48\% |
| Sequoia 10 2A-2 | AAA | 09/26/02 | 3,500 | 1 m LIBOR | 10/20/27 | 7/2/05 | 3,500 | 1.78\% |
| Sequoia 10 B 1 | AA | 09/26/02 | 12,600 | 1 m LIBOR | 10/20/27 | 7/2/05 | 12,600 | 1.90\% |
| Sequoia 10 B2 | A | 09/26/02 | 8,400 | 1 m LIBOR | 10/20/27 | 7/2/05 | 8,400 | 1.90\% |
| Sequoia 10 B 3 | BBB | 09/26/02 | 4,725 | 1 m LIBOR | 10/20/27 | 7/2/05 | 4,725 | 2.50\% |
| Sequoia 11 A | AAA | 10/30/02 | 695,210 | 1 m LIBOR | 12/21/32 | 7/3/05 | 656,560 | 1.55\% |
| Sequoia 11 B1 | AA | 10/30/02 | 9,726 | 1 m LIBOR | 12/21/32 | 7/3/05 | 9,726 | 2.07\% |
| Sequoia 12 A | AAA | 12/19/02 | 1,080,076 | 1 m LIBOR | 01/21/33 | 7/3/05 | 1,037,855 | 1.55\% |
| Sequoia 12 B1 | AA | 12/19/02 | 16,815 | 1 m LIBOR | 01/21/33 | 7/3/05 | 16,815 | 1.95\% |
| Sequoia 2003-1 1A | AAA | 02/27/03 | 798,206 | 1 m LIBOR | 04/20/33 | 7/1/05 | 775,613 | 1.48\% |
| Sequoia 2003-1 2A | AAA | 02/27/03 | 190,000 | 6 m LIBOR | 04/20/33 | 7/1/05 | 184,819 | 1.74\% |
| Sequoia 2003-1 B-1 | AA | 02/27/03 | 15,905 | 1 m LIBOR | 04/20/33 | 7/1/05 | 15,905 | 1.98\% |
| Sequoia 2003-1 B-2 | A | 02/27/03 | 8,210 | Pass Through | 04/20/33 | 7/1/05 | 8,210 | 2.79\% |
| Sequoia 2003-2 A-1 | AAA | 04/29/03 | 500,000 | 1 m LIBOR | 06/01/33 | 7/1/05 | 494,603 | 1.43\% |
| Sequoia 2003-2 A-2 | AAA | 04/29/03 | 303,600 | 6 m LIBOR | 06/01/33 | 7/1/05 | 298,351 | 1.63\% |
| Sequoia 2003-2 M-1 | AA | 04/29/03 | 11,480 | 1 m LIBOR | 06/01/33 | 7/1/05 | 11,480 | 1.75\% |
| Sequoia 2003-3 A-1 | AAA | 06/26/03 | 379,455 | 1 m LIBOR | 07/01/33 | 7/1/05 | 379,455 | 1.36\% |
| Sequoia 2003-3 A-2 | AAA | 06/26/03 | 149,922 | 6 m LIBOR | 07/01/33 | 7/1/05 | 149,922 | 1.34\% |
| Sequoia 2003-3 B-1 | AA | 06/26/03 | 9,075 | 1 m LIBOR | 07/01/33 | 7/1/05 | 9,075 | 1.68\% |
| MLCC 2003-C A-1 | AAA | 06/26/03 | 773,795 | 1 m LIBOR | 06/01/28 | 7/3/05 | 773,795 | 1.36\% |
| MLCC 2003-C A-2 | AAA | 06/26/03 | 200,002 | 6 m LIBOR | 06/01/28 | 7/3/05 | 200,002 | 1.34\% |
| MLCC 2003-C B-1 | AA | 06/26/03 | 10,553 | 1 m LIBOR | 06/01/28 | 7/3/05 | 10,553 | 1.68\% |
| Total Sequoia Issuance |  |  | \$11,413,788 |  |  |  | \$8,823,728 | 1.54\% |

Table 19
Long-Term Debt Characteristics - Commercial Real Estate Loans
(\$ in thousands)

| $\begin{aligned} & \text { Commercial } \\ & \text { Long Term Debt } \\ & \text { Issue } \end{aligned}$ | $\begin{gathered} \text { Debt } \\ \text { Rating } \end{gathered}$ | Issue <br> Date | Original Issue Amount | Index | Stated <br> Maturity | Estimated Callable Date | PrincipalOutstandingAt June 30,2003 |  | Interest <br> Rate At <br> June 30, <br> 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial 1 | NR | 03/30/01 | \$ 9,010 | 1 m LIBOR | 11/01/02 | Paid Off | \$ | - | NM |
| Commercial 2 | NR | 03/30/01 | 8,320 | 1 m LIBOR | 10/01/03 | Paid Off |  | - | NM |
| Commercial 3 | NR | 03/01/02 | 8,318 | 1 m LIBOR | 07/01/03 | NC |  | 8,255 | 8.63\% |
| Total Commercial Issuance |  |  | \$25,648 |  |  |  |  | 8,255 | 8.63\% |



Table 20
Long-Term Debt Characteristics
Collateralized Debt Obligations and Other Resecuritizations - Acacia and
SMFC
(\$ in thousands)

| Resecuritizations <br> Long Term Debt <br> Resecuritizations Issue | Debt Rating | Issue <br> Date | Original Issue Amount | Index | Stated Maturity | Estimated Callable Date | Principal Outstanding At June 30, 2003 | Interest <br> Rate At <br> June 30, 2003 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SMFC 2002A A1 | AAA | 04/30/02 | 64,761 | 1 m LIBOR | 04/30/30 | 6/30/05 | \$ 36,446 | 1.17\% |
| SMFC 2002A A2 | AAA | 04/30/02 | 15,861 | 1 m LIBOR | 08/30/29 | 6/30/05 | 11,846 | 1.86\% |
| Acacia CDO 1 A | AAA | 12/10/02 | 224,250 | 3 m LIBOR | 12/04/18 | 7/2/05 | 224,006 | 1.86\% |
| Acacia CDO 1 B | AA | 12/10/02 | 45,000 | 3 m LIBOR | 12/04/37 | 7/2/05 | 45,000 | 2.58\% |
| Acacia CDO 1 C | BBB | 12/10/02 | 15,750 | 3 m LIBOR | 12/04/37 | 7/2/05 | 15,750 | 3.98\% |
| SMFC 2002B I A1 | AA | 12/19/02 | 16,855 | Fixed | 08/28/31 | 6/28/05 | 16,084 | 5.43\% |
| SMFC 2002B I A2 | A | 12/19/02 | 18,274 | Fixed | 08/28/31 | 6/28/05 | 17,438 | 5.68\% |
| SMFC 2002B I A3 | BBB | 12/19/02 | 17,221 | Fixed | 08/28/31 | 6/28/05 | 16,433 | 6.38\% |
| SMFC 2002B I A4 | BB | 12/19/02 | 25,133 | Fixed | 08/28/31 | 6/28/05 | 23,983 | 6.75\% |
| SMFC 2002B II A1 | AA | 12/19/02 | 15,517 | Fixed | 12/29/39 | 6/28/05 | 8,667 | 4.82\% |
| SMFC 2002B II A2 | A | 12/19/02 | 18,345 | Fixed | 12/29/39 | 6/28/05 | 10,247 | 4.92\% |
| SMFC 2002B II A3 | BBB | 12/19/02 | 14,989 | Fixed | 12/29/39 | 6/28/05 | 8,372 | 5.35\% |
| SMFC 2002B II A4 | BB | 12/19/02 | 8,347 | Fixed | 12/29/39 | 6/28/05 | 4,662 | 6.00\% |
| Acacia CDO 2 A | AAA | 05/13/03 | 222,000 | 3m LIBOR | 06/08/23 | 7/3/05 | 222,000 | 1.94\% |
| Acacia CDO 2 B | AA | 05/13/03 | 45,375 | 3 m LIBOR | 06/08/38 | 7/3/05 | 45,375 | 2.59\% |
| Acacia CDO 2 C | BBB | 05/13/03 | 16,500 | 3 m LIBOR | 06/08/38 | 7/3/05 | 16,500 | 4.54\% |
| Total Resecuritizations |  |  | \$784,178 |  |  |  | \$722,808 | 2.63\% |

## Other Supplemental Financial Data

Table 21
Shareholder Wealth (5)
(dollars per share)

|  | GAAP <br> Book <br> Value <br> Per <br> Share | Dividends <br> Declared During Period | Cumulative Dividends | Cumulative <br> Reinvestment <br> Earnings on <br> Dividends | Cumulative Shareholder Wealth Per Share |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sep. 1994 | \$11.67 | \$ - | \$ - | \$ | \$ 11.67 |
| Dec. 1994 | 10.82 | 0.25 | 0.250 | - | 11.07 |
| Dec. 1995 | 12.38 | 0.96 | 1.210 | 0.09 | 13.68 |
| Dec. 1996 | 16.50 | 1.67 | 2.880 | 1.07 | 20.45 |
| Dec. 1997 | 21.55 | 2.15 | 5.030 | 3.07 | 29.65 |
| Dec. 1998 | 20.27 | 0.28 | 5.310 | 2.67 | 28.25 |
| Dec. 1999 | 20.88 | 0.40 | 5.710 | 3.07 | 29.66 |
| Dec. 2000 | 21.47 | 1.61 | 7.320 | 4.11 | 32.90 |
| Dec. 2001 | 22.21 | 2.55 | 9.870 | 6.03 | 38.11 |
| Dec. 2002 | 27.43 | 2.89 | 12.755 | 12.43 | 52.62 |
| Jun. 2003 | 30.70 | 1.30 | 14.055 | 16.79 | 61.55 |

(5) In the nearly 9 years since the commencement of Redwood's operations, cumulative shareholder wealth has grown at a compound rate of $20 \%$ per year. We define shareholder wealth as growth in tangible book value per share, plus dividends paid, plus reinvestment of dividends. In calculating shareholder wealth, we assume that dividends were reinvested through the purchase of additional shares at the prevailing book value per share. With this assumption, the shareholder wealth we created can be compared to book value per share growth at a non-REIT company that has retained its earnings and compounded book value within the company. This is a measure of management value-added, not a measure of actual shareholder returns.

Book value per share was $\$ 11.67$ in September 1994 when we commenced operations. We increased reported book value to $\$ 30.70$ per share at June 30 , 2003 through the retention of cash by keeping dividends lower than cash flow, net positive changes in market values of assets, issuance of stock at prices above book value, and repurchases of stock at prices below book value. Since we mark-to-market many of our assets through our balance sheet, reported book value is a good approximation of tangible value in the company. Cumulative dividends paid during this period were $\$ 14.055$ per share, and reinvestment earnings on those dividends were $\$ 16.79$ per share. Thus, cumulatively, shareholder wealth has increased from $\$ 11.67$ per share to $\$ 61.55$ per share during this nearly nine-year period. A company that earned a $20 \%$ after-tax return on equity and retained all its earnings would have shown a similar amount of shareholder wealth growth during this period.

Table 22
Operating Expenses
(\$ in thousands)

|  | Total Operating Expenses | Less: <br> Variable Stock Option Valuation Adjustments \& Excise Tax |  | Total <br> Fixed and Variable Operating Expenses | Fixed Operating Expenses | Variable (Performance Based) Operating Expenses |  | Fixed and Variable Operating Expenses/ Average GAAP Equity | Fixed and <br> Variable Operating Expenses/ Average Core Equity | Fixed Operating Expenses/ Average Core Equity | Efficiency Ratio: <br> Fixed and Variable Operating Expenses/ Net Interest Income |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1: 2002 | \$ 4,089 | \$ | 543 | \$ 3,546 | \$ 1,758 | \$ | 1,788 | 4.2\% | 4.3\% | 2.1\% | 23\% |
| Q2: 2002 | 5,325 |  | 789 | 4,536 | 2,081 |  | 2,455 | 4.7\% | 4.9\% | 2.2\% | 26\% |
| Q3: 2002 | 3,545 |  | (745) | 4,290 | 2,101 |  | 2,189 | 4.0\% | 4.5\% | 2.2\% | 24\% |
| Q4: 2002 | 7,046 |  | 1,037 | 6,009 | 2,230 |  | 3,779 | 5.3\% | 6.0\% | 2.2\% | 29\% |
| 2002 | 20,005 |  | 1,624 | 18,381 | 8,170 |  | 10,211 | 4.6\% | 4.9\% | 2.2\% | 26\% |
| Q1: 2003 | 8,282 |  | 1,810 | 6,472 | 2,663 |  | 3,809 | 5.3\% | 6.2\% | 2.6\% | 27\% |
| Q2: 2003 | 8,793 |  | 1,490 | 7,303 | 2,645 |  | 4,658 | 5.8\% | 6.8\% | 2.5\% | 25\% |

Table 23
Unamortized Premium and Discount Balances*
(\$ in thousands)

|  | Unamortized <br> Gross <br> Premium | Unamortized <br> Gross <br> Discount | Unamortized <br> Net Premium/ (Discount) | Net Amortization (Expense) Income During Period |
| :---: | :---: | :---: | :---: | :---: |
| Q1: 2002 | \$ 23,036 | $(\$ 32,053)$ | $(\$ 9,017)$ | $(\$ 3,201)$ |
| Q2: 2002 | 31,155 | $(40,301)$ | $(9,146)$ | (793) |
| Q3: 2002 | 57,951 | $(58,397)$ | (446) | $(2,148)$ |
| Q4: 2002 | 60,478 | $(70,140)$ | $(9,662)$ | $(3,083)$ |
| 2002 | 60,478 | $(70,140)$ | $(9,662)$ | $(3,083)$ |
| Q1: 2003 | 62,812 | $(96,131)$ | $(33,319)$ | $(2,098)$ |
| Q2: 2003 | 95,644 | $(139,297)$ | $(43,653)$ | 3,269 |

* Includes deferred bond issuance costs and net premium on long-term debt.


Other Supplemental Financial Data (continued)

Table 24
Differences Between GAAP Income and Estimated REIT Taxable Income
(\$ in thousands)

|  | For the Six <br> Months Ended 6/30/2003 | $\begin{aligned} & \text { For the } \\ & \text { Year Ended } \\ & 12 / 31 / 2002 \end{aligned}$ |
| :---: | :---: | :---: |
| GAAP Income | \$37,144 | \$ 53,893 |
| (Earnings)/losses from taxable subsidiaries | $(2,230)$ | 37 |
| Amortization and credit expenses | 12,912 | 21,740 |
| Operating expenses | 8,381 | 5,232 |
| Provision for excise tax | 862 | 959 |
| Mark-to-market adjustments | 1,774 | $(4,942)$ |
| Estimated REIT taxable income for common shareholders | \$58,843 | \$ 76,919 |


[^0]:    * Average excludes unrealized gains (losses) from mark-to-market adjustments.

