#### **Global Structured Products**

# Merrill Lynch

# October 2004

## **Final Information GLACIER FUNDING CDO II**

#### THE OFFERING:

\$498.0 million Collateralized Debt Obligation ("CDO") Notes and Preference Shares issued by Glacier Funding CDO II, Ltd.



#### INVESTMENT ADVISOR:

Terwin Money Management LLC ("TMM"), a part of the Winter Group ("TWG")

	CLASS A-1 NOTES <sup>(1)</sup>	CLASS A-2 NOTES <sup>(1)</sup>	CLASS B NOTES <sup>(1)</sup>	CLASS C NOTES <sup>(1)</sup>	CLASS D NOTES <sup>(1)</sup>	PREFERENCE SHARES (1)
Principal	\$325,000,000	\$70,000,000	\$65,750,000	\$20,250,000	\$4,000,000	\$12,750,000
Percentage	65.3%	14.1%	13.2%	4.1%	0.8%	2.6%
Coupon Type	Floating	Floating	Floating	Floating	Floating	Residual
Coupon	3mL+0.33%	3mL+0.62%	3mL+0.90%	3mL+3.00%	3mL+6.75%	
Expected Rating	Aaa/ AAA/ AAA	Aaa/AAA/AAA	Aa2/AA/AA	Baa2/BBB/BBB	Ba2/BB/BB	BB-
Rating Agency	Moody's/S&P/Fitch	Moody's/S&P/Fitch	Moody's/S&P/Fitch	Moody's/S&P/Fitch	Moody's/S&P/Fitch	S&P
Average Life(2)	4.6 yrs.	7.8 yrs	8.0 yrs.	6.2 yrs.	8.0 yrs.	
Stated Maturity	2042	2042	2042	2042	2042	2042
Denomination (1)	\$500,000 minimum	\$500,000 minimum	\$500,000 minimum	\$500,000 minimum	\$500,000 minimum	\$250,000
	\$1,000 increments	\$25,000 increments	\$25,000 increments	\$25,000 increments	\$25,000 increments	minimum
						\$25,000
						increments

Payments on the Notes and Preferred Shares will be made quarterly.
 Based on a 8 year auction call.

#### **STRUCTURE**

Glacier Funding CDO II, Ltd. Issuer: Investment Advisor: Terwin Money Management LLC

Anticipated Closing Date: October 12, 2004

Quarterly, beginning in February 2005 Coupon Payment Dates:

Ramp-Up Period: 85% of the Collateral Portfolio was purchased or identified at closing

Non-Call Period:

Substitution Period: 2 years. Manager may substitute up to 10% of the collateral per annum to improve the portfolio.

"RAPID" Features: I. Principal amortization will be used to pay down the Notes on a sequential basis

> II. Until the Class C (BBB) Notes are fully paid down, the Preference Shares will be capped at a per annum dividend yield of 11% and the excess cashflows will be used to pay down the Class C Notes.

**Mandatory Auction Call:** 8 years

#### **COVERAGE TESTS**

	O/C Tests	Initial O/C	I/C Tests	Initial I/C
Class A/B	[103.3]%	[108.5]%	[110.0]%	[138.8]%
Class C	[101.6]%	[104.0]%	[105.0]%	[127.3]%
Class D	[100.5]%	[103.1]%	[103.0]%	[123.8]%

# FEES AND EXPENSES

Senior Management Fee: 20.0 bps per annum Subordinated Management Fee: 25.0 bps per annum Trustee Fees 1.8 bps per annum Administrative Expenses 5.0 bps per annum Administrative Fee Cap \$300,000 Closing Fees and Expenses(1) \$9,500,000

(1) Includes certain up-front closing fees associated with this transaction, including Merrill Lynch structuring and placement fees, legal, agency, and other fees

### **COLLATERAL CHARACTERISTICS**

•	Maximum WARF <sup>(2)</sup>	340	•	Below Investment Grade Bucket	5.0%
•	Minimum Diversity Score	15	•	Maximum Single Issuer Concentration	2.0%
•	Maximum Single Servicer Concentration (3)	7.50%	•	Fixed Collateral Expected	25%
•	Maximum Weighted Average Life	6.50 years	•	Minimum Rating at Initial Purchase	Ba2

For purposes of calculating the Moody's rating factor, any Collateral Obligation that has been placed and remains on positive/negative credit watch will be deemed to have a Moody's rating of the next higher/lower rating subcategory respectively.

With some exceptions. (2)

(3)

Global Structured Products	CDO Marketing/Global Structure	ABS Trading and Syndicate	
	Institution Clients	Global Private Clients	
Christopher Ricciardi (212) 449-9638	US: Doug Mallach (212) 449-6190	Cliff Lanier (212) 449-5383	Scott Soltas (212) 449-3659
Lars Norell (212) 449-9822	Canada: Barry Dennis (212) 449-0394	Marie Walsh (212) 449-5383	Brian Stoker (212) 449-3659
Plamen Mitrikov (212) 449-0466	Europe: Bill Berry 44-20-7995-4678	Jason Lamin (212) 449-5383	Brian Stoker (212) 449-3660
Julie Cutler (212) 449-0196	Asia: Taro Masuyama 81-3-3213-7473	Marco Pavoncelli +44-207-996-3743	
		Institutional Advisory Division	
		Mike Foggia (212) 449-6190	

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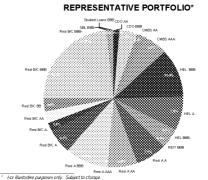
#### Global Structured Products



#### Why Invest in Structured Finance Securities?

Structured Finance Securities (including ABS, RMBS and CMBS) and CDOs have historically exhibited lower default rates, higher recovery upon default and better rating stability than comparably rated corporate bonds. Consequently, CDOs consisting of Structured Finance Securities and CDOs have outperformed other CDO types. (1)

- According to a recent Moody's study, the long-term historical average (1983–2003) of unchanged ratings of Structured Finance Securities and CDOs was 92.3%, which compares favorably to the 76.6% average of unchanged ratings of corporate bonds for the same period.
- Structured Finance Securities have historically had an average considered intraction occurrings have historically had an average recovery rate of 58% compared to approximately 35% for corporate bonds.  $^{(2)\,(3)}$ 
  - Moody's Investors Service, "Structured Finance Rating Transitions: 1983-2003," February 2004.
    Moody's Investor Service, "Measuring Loss Severily Rates of Defaulted Residential Mortgage Backed
    Securities", April 2004.
    Moody's Investors Service, "Default & Recovery Rates of Corporate Bond Issuers", January 2004.

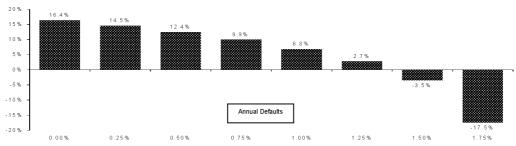


#### About Terwin Money Management and The Winter Group

- Terwin Asset Management LLC ("TAM") is a recently formed asset management business, which focuses on credit related mortgage backed securities investments. Terwin Money Management LLC ("TMM") is a wholly-owned subsidiary of TAM dedicated to the issuance and management of structured
- initiative COOs.

  TMM is comprised of individuals with extensive expertise in mortgage credit investing. Their portfolio management and credit experience includes managing mortgage credit for the largest publicly traded insurance group. TMM's objective is to insure delivery of the stated returns by purchasing high quality assets which have historically had excellent performance, and which form the core of the team's expertise.
  - TMM closed its first mezzanine ABS CDO, "Glacier Funding CDO I" in March 2004, and its first high grade ABS CDO, "Cascade Funding CDO I" in
- TMM receives considerable support from its parent, The Winter Group ("TWG"), which has built an integrated capital markets residential mortgage acquisition, securitization, trading and distribution platform
  - TWG's founders represent the core of an industry leading mortgage team that held the number one underwriting position of Whole-Loan Non-Agency CMOs for five consecutive years.
  - TWG's sourcing and distribution platform is well positioned to create attractive assets for TMM

#### Preference Share Returns (IRR):



BREAKEVEN DEFAULT RATES (6)	Based on a B	reak in Yield	Based on 0% Yield		
Class Description (Moody's/S&P/Fitch)	Annual Default Rate	Cumulative Gross Defaults	Annual Default Rate	Cumulative Gross Defaults	
Class A-1 First Priority Senior Floating Rate Notes (Aaa/AAA/AAA)	[25.2]%	[73.2]%	[35.3]%	[83.0]%	
Class A-2 Second Priority Senior Floating Rate Notes (Aaa/AAA/AAA)	[13.0]%	[50.9]%	[16.9]%	[59.0]%	
Class B Third Priority Senior Floating Rate Notes (Aa2/AA/AA)	[5.3]%	[25.8]%	[8.5]%	[37.6]%	
Class C Fourth Priority Mezzanine Floating Rate Notes (Baa2/BBB/BBB)	[2.9]%	[15.0]%	[4.0]%	[20.1]%	
Class D Fourth Priority Mezzanine Floating Rate Notes (Ba2/BB/BB)	[2.1]%	[11.3]%	[2.6]%	[13.7]%	

(6) Assumes 60% immediate recoveries based on forward LIBOR

Fether market and economic conditions are impossible to predict. Future market or economic conditions that materially differ from those on which the assumptions are based more have a negative impact on the performance of Glacker Funding CDC 11, Ltd. For these reasons, there are indications on the value of this or are hypothetical illustration.

This information is not intended to be either an express or implied guaranty of investment performance.

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INVESTING IN COLLATERALIZED DEBT OBLICATIONS INVOLVES RISKS THAT ARE MORE FULLY DESCRIBED IN THE OFFFRING CIRCULAR