

From: Tonucci, Paolo [paolo.tonucci@lehman.com].

Sent: 3/4/2008 1:00 PM.

To: Felder, Eric [efelder@lehman.com].

Cc: .

Bcc: .

Subject: RE: .

For the majority of our undrawn closed loans we have on the books cash set aside (and they are largely in the Lehman Banks). The new large loans are the problems.

I will call you later re some additional incentives being introduced to motivate sales and slow concentrated origination.

-----Original Message-----

From: Felder, Eric

Sent: 04 March 2008 12:55

To: Tonucci, Paolo

Subject: Re:

We should expect many more loans to fund and get aggressive on selling assets. This is going to get much worse

----- Original Message -----

From: Tonucci, Paolo

To: Felder, Eric

Sent: Tue Mar 04 12:54:19 2008

Subject: RE:

We are in good shape subject to not having to fund too many large loans. Hopefully we also start seeing so sales out of the real estate book - that is in the plan and will provide some relief.

We are talking with Humphrey about dedicating a senior sales person to raising secured funding - have some things in the pipeline but we need to do more.

-----Original Message-----

From: Felder, Eric

Sent: 04 March 2008 12:51

To: Tonucci, Paolo

Subject: Fw:

----- Original Message -----

From: Felder, Eric

To: Lowitt, Ian T

Sent: Tue Mar 04 12:45:56 2008

I hope we are set up for not having mkt access for a while. We are officially at the point where brokers cannot issue