



| | Population: 3+ out | | Population: 4+ out | | Population: 5+ out | | Population: 6+ out | | Population: 8+ out | |
|-------------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|--------------------|------------|
| total # customers | 147 | | 86 | | 59 | | 41 | | 28 | |
| sum | # cust | % to total |
| \$5K<\$25K | 17 | 12% | 6 | 7% | 0 | 0% | 0 | 0% | 0 | 0% |
| \$5K<\$30K | 19 | 13% | 8 | 9% | 2 | 3% | 2 | 5% | 1 | 4% |
| \$5K<\$50K | 29 | 20% | 10 | 12% | 3 | 5% | 2 | 5% | 1 | 4% |
| | | | | | | | | | | |
| \$50K-\$250K | 39 | 27% | 22 | 26% | 15 | 25% | 8 | 20% | 5 | 18% |
| \$100K-\$250K | 27 | 18% | 14 | 16% | 11 | 19% | 5 | 12% | 3 | 11% |
| \$100K-\$400K | 42 | 29% | 23 | 27% | 18 | 31% | 11 | 27% | 5 | 18% |
| \$100K-\$500K | 47 | 32% | 27 | 31% | 21 | 36% | 13 | 32% | 6 | 21% |
| \$100K-\$1MM | 54 | 37% | 30 | 35% | 23 | 39% | 15 | 37% | 8 | 29% |

The orange highlights current parameters, while the green shows proposed recommendation.

RECOMMENDATION

For the HubMOrgM rule, recommend lowering minimum transaction count from 8 to 5 and increasing the maximum aggregate transaction amount from \$400,000 to \$500,000.

For the HubMOrgLow rule, recommend maintaining the minimum transaction count of 3 or more wires, while increasing the maximum aggregate transaction amount from \$25,000 to \$30,000.