



LARGE BANK

Comptroller of the Currency
Administrator of National Banks

Washington, DC 20219

Public Disclosure

December 31, 2002

Community Reinvestment Act Performance Evaluation

Wachovia Bank of Delaware, National Association
Charter Number: 22559

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Office of the Comptroller of the Currency

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NOTE: This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, and should not be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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Overall CRA Rating

Institution’s CRA Rating: This institution is rated **Outstanding**.

The following table indicates the performance level of **Wachovia Bank of Delaware, National Association**, with respect to the Lending, Investment, and Service Tests:

Performance Levels	Wachovia Bank of Delaware, N. A. Performance Tests		
	Lending Test*	Investment Test	Service Test
Outstanding	X		X
High Satisfactory		X	
Low Satisfactory			
Needs to Improve			
Substantial Noncompliance			

* The lending test is weighted more heavily than the investment and service tests when arriving at an overall rating.

The major factors that support this rating include:

- An excellent level of lending; excellent loan distribution among borrowers of different income levels; and good loan distribution among geographies of different income levels;
- A good level of community development lending that positively impacted the Lending Test rating;
- A good level of qualified community development investments; and
- An excellent distribution of branches accompanied by an excellent level of community development services.

Definitions and Common Abbreviations

The following terms and abbreviations are used throughout this performance evaluation, including the CRA tables. The definitions are intended to provide the reader with a general understanding of the terms, not a strict legal definition.

Affiliate: Any company that controls, is controlled by, or is under common control with another company. A company is under common control with another company if the same company directly or indirectly controls both companies. A bank subsidiary is controlled by the bank and is, therefore, an affiliate.

Aggregate Lending: The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the MA/assessment area.

Block Numbering Area (BNA): A statistical subdivision of a county for grouping and numbering blocks in non-metropolitan counties where local census statistical area committees have not established census tracts. A BNA does not cross county lines.

Census Tract (CT): A small subdivision of metropolitan and other densely populated counties. Census tract boundaries do not cross county lines; however, they may cross the boundaries of metropolitan areas. Census tracts usually have between 2,500 and 8,000 persons, and their physical size varies widely depending upon population density. Census tracts are designed to be homogeneous with respect to population characteristics, economic status, and living conditions to allow for statistical comparisons.

Community Development: Affordable housing (including multifamily rental housing) for low- or moderate-income individuals; community services targeted to low- or moderate-income individuals; activities that promote economic development by financing businesses or farms that meet the size eligibility standards of the Small Business Administration's Development Company or Small Business Investment Company programs (13 CFR 121.301) or have gross annual revenues of \$1 million or less; or, activities that revitalize or stabilize low- or moderate-income geographies.

Community Reinvestment Act (CRA): the statute that requires the OCC to evaluate a bank's record of meeting the credit needs of its local community, consistent with the safe and sound operation of the bank, and to take this record into account when evaluating certain corporate applications filed by the bank.

Consumer Loan(s): A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, home equity loans, other secured consumer loans, and other unsecured consumer loans.

Family: Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family, which is further classified into 'male householder' (a family with a male household and no wife present) or 'female householder' (a family with a female householder and no husband present).

Full Review: Performance under the Lending, Investment, and Service Tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower distribution, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

Geography: A census tract or a block numbering area delineated by the United States Bureau of the Census in the most recent decennial census.

Home Mortgage Disclosure Act (HMDA): The statute that requires certain mortgage lenders that do business or have banking offices in a metropolitan area to file annual summary reports of their mortgage lending activity. The reports include such data as the race, gender, and the income of applications, the amount of loan requested, and the disposition of the application (e.g., approved, denied, and withdrawn).

Home Mortgage Loans: such loans include home purchase and home improvement loans, as defined in the HMDA regulation. This definition also includes loans for multifamily (five or more families) dwellings, loans for the purchase of manufactured homes and refinancing of home improvement and home purchase loans.

Household: Includes all persons occupying a housing unit. Persons not living in households are classified as living in group quarters. In 100 percent tabulations, the count of households always equals the count of occupied housing units.

Limited Review: Performance under the Lending, Investment, and Service Tests is analyzed using only quantitative factors (e.g., geographic distribution, borrower distribution, total number and dollar amount of investments, and branch distribution).

Low-Income: Individual income that is less than 50 percent of the area median income, or a median family income that is less than 50 percent, in the case of a geography.

Market Share: The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the MA/assessment area.

Median Family Income (MFI): The median income determined by the U.S. Census Bureau every ten years and used to determine the income level category of geographies. Also, the median income determined by the Department of Housing and Urban Development annually

that is used to determine the income level category of individuals. For any given area, the median is the point at which half of the families have income above it and half below it.

Metropolitan Statistical Area (MSA) - Area defined by the Director of the United States Office of Management and Budget. MSAs consist of one or more counties, including large population centers and nearby communities that have a high degree of interaction.

Middle-Income: Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 percent and less than 120 percent, in the case of a geography

Moderate-Income: Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 percent and less than 80 percent, in the case of a geography.

Multifamily: Refers to a residential structure that contains five or more units.

Other Products: Includes any unreported optional category of loans for which the institution collects and maintains data for consideration during a CRA examination. Examples of such activity include consumer loans and other loan data an institution may provide concerning its lending performance.

Owner-Occupied Units: Includes units occupied by the owner or co-owner, even if the unit has not been fully paid for or is mortgaged.

Qualified Investment: A qualified investment is defined as any lawful investment, deposit, membership share, or grant that has as its primary purpose community development.

Rated Area: A rated area is a state or multi-state metropolitan area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multi-state metropolitan area, the institution will receive a rating for the multi-state metropolitan area.

Small Loan(s) to Business(es): A loan included in 'loans to small businesses' as defined in the Consolidated Report of Condition and Income (Call Report) and the Thrift Financial Reporting (TFR) instructions. These loans have original amounts of \$1 million or less and typically are either secured by nonfarm or nonresidential real estate or are classified as commercial and industrial loans. However, thrift institutions may also exercise the option to report loans secured by nonfarm residential real estate as "small business loans" if the loans are reported on the TFR as nonmortgage, commercial loans.

Small Loan(s) to Farm(s): A loan included in 'loans to small farms' as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report).

These loans have original amounts of \$500,000 or less and are either secured by farmland, or are classified as loans to finance agricultural production and other loans to farmers.

Tier One Capital: The total of common shareholders' equity, perpetual preferred shareholders' equity with non-cumulative dividends, retained earnings and minority interests in the equity accounts of consolidated subsidiaries.

Upper-Income: Individual income that is more than 120 percent of the area median income, or a median family income that is more than 120 percent, in the case of a geography.

Description of Institution

Wachovia Bank of Delaware, National Association (Wachovia), is located in Wilmington, Delaware. Wachovia is an intrastate bank with total assets of approximately \$2.5 billion and Tier One Capital of approximately \$175 million. Wachovia operates 20 full-service branches and 45 automated teller machines (ATMs) across the three counties in Delaware. This evaluation also includes consideration given to the lending in the area by Wachovia Mortgage Corporation (WMC), an affiliate.

The Delaware bank and the mortgage company are subsidiaries of Wachovia Corporation (listed on the New York Stock Exchange as WB). WB is an interstate financial holding company with headquarters in Charlotte, North Carolina, and with total assets of approximately \$400 billion. WB operates approximately 2,800 full-service branches and approximately 4,700 ATMs in 11 states and the District of Columbia; most of these operations are through its primary subsidiary, Wachovia Bank, National Association, Charlotte, North Carolina.

Wachovia formerly operated as a state-chartered institution in Delaware; first as a subsidiary of Corestates Financial and subsequently as First Union Bank of Delaware. In June 2000, that bank was merged with First Union Home Equity Bank, National Association, and the resulting institution was called First Union National Bank of Delaware. Following the holding company mergers (former First Union Corporation and the former Wachovia Corporation), the bank name changed to its current form in April 2002.

Wachovia's primary business strategy has been consumer focused. With a loan portfolio of approximately \$1.2 billion, loans secured by 1-4 family residences and consumer loans approximate \$909 million (73% of the total loan portfolio).

The prior CRA evaluation was performed as of December 31, 2000, and resulted in a rating of Satisfactory. As noted earlier in this document, the current evaluation reflects an outstanding record of helping to meet community credit needs. There are no legal or financial impediments to impair the bank's ability to meet the credit needs within the state of Delaware.

Scope of the Evaluation

Evaluation Period/Products Evaluated

Unless otherwise noted, conclusions drawn throughout this evaluation are based upon bank performance during calendar years 2001 and 2002. For community development activities, the evaluation period also includes January - June 2003.

Data Integrity

As part of this evaluation, the public information filed by Wachovia on home mortgage and small loans to businesses was tested for accuracy. The test included an evaluation of the bank's processes to ensure that the data is reliable. We found no significant errors in the reported data. In addition, we found other information provided for consideration to also be reliable. We tested the community development loan, investment and service information submitted by Wachovia management to ensure that the regulatory definition was met. As a result, we excluded from this evaluation any information submitted for consideration that did not meet the community development definition or purpose.

Selection of Areas for Full-Scope Review

We selected the Wilmington-Newark, DE-MD (Wilmington) MSA as the full-scope area for our review. For additional information regarding this assessment area (AA) as well as a list of the limited-scope assessment areas, please refer to Appendix A.

Ratings

The bank's overall rating is based primarily on the area that received a full-scope review. The AAs were weighted in proportion to the share of deposits held in the various assessment areas. Since the vast majority of the operations, assets and deposits of the bank are contained in the Wilmington MSA, the rating was very significantly influenced by the performance of the bank in this AA. In addition, since the bank originated a very small amount of small loans to farms during the evaluation period, we did not include this lending as part of our analysis.

Other

We contacted four different community development organizations within Delaware to obtain information about the bank's performance under the CRA. In addition, these contacts assisted us in obtaining information for use in our community profiles. We also obtained information from other regulatory sources to aid us in our evaluation. Some of this information is included in the market profile section provided in Appendix B.

Fair Lending Review

We found no evidence of illegal discrimination or other illegal credit practices.

Conclusions with Respect to Performance Tests

LENDING TEST

Conclusions for Areas Receiving Full-Scope Reviews

Lending Test performance in Delaware is rating Outstanding. Based on a full-scope review, performance in the Wilmington-Newark, DE-MD (Wilmington) MSA is excellent. Performance in limited-scope areas is not inconsistent with the Lending Test rating.

Lending Activity

Refer to Table 1 in Appendix C for the facts and data used to evaluate the bank's lending activity.

The bank's lending activity in the Wilmington MSA is excellent. In the MSA, Wachovia has a deposit market share of 1.36%, which ranks thirteenth among deposit taking institutions. The bank has the seventh, fourth and fifth market ranks for the number of home purchase, home improvement and home refinance loans respectively among deposit taking institutions. In terms of dollars, the bank has the seventh, fifth and fifth market ranks for home purchase, home improvement and refinance loans respectively. In addition, the bank has the fifth market rank for the number of small loans to businesses and the third market rank for the dollar amount of small loans to businesses among deposit taking institutions.

The market share for the number of home purchase, home improvement, and home refinance loans all exceed the bank's deposit market share. In terms of dollars, both home purchase and home refinance market shares are below the bank's deposit market share, while for home improvement loans the market share exceeds the deposit share. For small business loans, the bank's market share in numbers and dollars exceeds its deposit market share.

Distribution of Loans by Income Level of the Geography

Home Mortgage Loans

Refer to Tables 2, 3, and 4 in Appendix C for the facts and data used to evaluate the geographic distribution of the bank's home mortgage loan originations/purchases.

Home purchase geographic distribution within the Wilmington MSA is excellent. The percentage of loans originated in low- and moderate-income geographies exceeds the percentage of owner-occupied units in those geographies. The market share of loans in low- and moderate-income geographies exceeds the bank's overall market share within the assessment area.

Home improvement geographic distribution is good. The percentage of loans originated in low- and moderate-income geographies is near to the percentage of owner-occupied units in those geographies. The market share of loans in low-income and moderate-income geographies exceeds and is below, respectively, the bank's overall market share.

Home refinance geographic distribution is good. The percentage of loans originated in low-income geographies is near the percentage of owner-occupied units in those geographies. The percentage of loans originated in moderate-income geographies is below the percentage of owner-occupied units in those geographies. The market share of loans in low- and moderate-income geographies exceeds the bank's overall market share within the assessment area.

Small Loans to Businesses

Refer to Table 6 in Appendix C for the facts and data used to evaluate the geographic distribution of the bank's origination/purchase of small loans to businesses.

The overall geographic distribution of small loans to businesses in the Wilmington MSA is adequate. The distribution of small loans to businesses in low-income and moderate-income geographies is significantly below and is near to, respectively, the percent of businesses in those geographies. The bank's market share of loans in low-income and moderate-income geographies is well below and exceeds, respectively, the bank's overall market share of small loans to businesses in the MSA.

Distribution of Loans by Income Level of the Borrower

Home Mortgage Loans

Refer to Tables 8, 9, and 10 in Appendix C for the facts and data used to evaluate the borrower distribution of the bank's home mortgage loan originations/purchases.

Home purchase loan borrower distribution in the Wilmington MSA is excellent. The portion of loans originated to low- and moderate-income borrowers exceeds the percentage of low- and moderate-income families within the assessment area. For market share, the percentage of home purchase loans to low-income and moderate-income borrowers exceeds and is near to, respectively, the bank's overall market share for this type of loan.

Home improvement loan borrower distribution is excellent. The portion of loans originated to low- and moderate-income borrowers exceeds the percentages of both low- and moderate-income families within the assessment area. Regarding market share, the percentage of home improvement loans to low-income and moderate-income borrowers exceeds and is near to, respectively, the bank's overall market share for this type of loan.

Home refinance loan borrower distribution is excellent. The portion of loans originated to low-income and moderate-income borrowers is near to and exceeds, respectively, the percentage

of low- and moderate-income families within the assessment area. For market share, the percentage of home refinance loans to low-income and moderate-income borrowers exceeds and is near to, respectively, the bank's overall market share for this type of loan.

Small Loans to Businesses

Refer to Table 11 in Appendix C for the facts and data used to evaluate the borrower distribution of the bank's origination/purchase of small loans to businesses.

The borrower distribution of small loans to businesses is good in the Wilmington MSA. The percentage of small dollar loans to small businesses is below the percentage of small businesses in the assessment area. The bank's market share of small loans to small businesses is near to its overall business loan market share. The bank also makes a majority of these loans in smaller amounts.

Lending Gap Analysis

We evaluated Wachovia's lending distribution in the full-scope assessment area to determine if any unexplained conspicuous gaps existed. We reviewed lending reports detailing the volume of home mortgage and small business loans in the assessment areas. No unexplained conspicuous gaps were identified.

Inside/Outside Ratio

During the assessment period, Wachovia originated and purchased a majority of its home mortgage loans within its various assessment areas. In addition, the significant majority of its small business loans were originated within its assessment areas.

Community Development Lending

Community development lending had a positive impact on the bank's lending performance in the Wilmington MSA during the evaluation period. The bank originated three community development loans totaling \$6.7 million. These loans helped to create 218 units of affordable housing in the MSA, which was an identified pressing need within the community.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews, Lending Test performance in the Dover MSA and in the Sussex Non-Metro assessment area is weaker than the bank's overall Outstanding performance in Delaware. Weaker performance in both of the above mentioned AAs is due to less favorable distribution of loans to borrowers of different income levels.

INVESTMENT TEST

Conclusions for Areas Receiving Full-Scope Reviews

The bank's performance under the Investment Test is rated High Satisfactory. Based upon a full scope review, the bank's performance is good in the Wilmington MSA. Combined performance in the limited-scope areas was not inconsistent with the overall Investment Test rating. Refer to Table 14 in of Appendix C for the facts and data used to evaluate the bank's level of qualified investments.

The volume of qualified investments is good given there is intense competition for a limited number of CRA-related investments and the bank's limited presence with under 2% of the deposit market share in the Wilmington MSA. Current period investments include grants, in-kind donations, and equity investments. Wachovia investments met a variety of credit and community development needs. Approximately 8% of the dollar amount of investments was targeted towards affordable housing, while 49% promotes economic development through financing small businesses. In addition, 39% provides services directed towards low- and moderate-income people, and 4% revitalizes and stabilizes low and moderate-income geographies. Also, in the Wilmington MSA Wachovia has six prior period investments totaling \$6.2 million which continue to have a positive impact on the bank's CRA performance.

Low Income Housing Tax Credits (LIHTCS) have been an integral part of the bank's investment program in the Wilmington MSA. These investments provide long-term debt and equity financing for affordable housing projects. The bank makes these investments directly, rather than through third party intermediaries. This enables Wachovia to be directly involved with the projects, providing insight on community development and credit needs. There is significant competition for the limited number of LIHTCs made available in the state of Delaware. Although Wachovia did not make any new investments in LIHTCs during this CRA period, it continues to be invested in \$6.5 million in prior-period LIHTCs that support 1,370 affordable housing units. The impact of prior-period LIHTCs was weighted heavily into the bank's overall evaluation, as these investments meet critical credit needs that tie up the bank's capital for a long period of time.

Wachovia made three equity investments totaling \$610 thousand during the evaluation period. Examples of the equity investments are as follows:

- **Anthem Capital Management LLC** – Wachovia invested funds in this licensed Small Business Investment Corporation that invests exclusively in the mid-Atlantic states and fills a critical small business need, focusing on early to expansion stage opportunities. Anthem targets IT/telecom and healthcare/life sciences industries that comprise the core entrepreneurial and emerging growth opportunities in this region. Approximately 26% of outstanding invested funds have been invested in the Wilmington MSA.
- **DE Community Investment Corporation** – Wachovia invested capital in this multi-bank community development corporation for the purpose of providing financial resources for affordable housing and community development in the Wilmington MSA.

- **First State Community Loan Fund** – Wachovia invested capital in this not-for-profit Community Development Financial Institution (CDFI) that specializes in supporting small businesses, micro enterprises, and affordable housing in the State of Delaware. As a federally certified CDFI, First State Community Loan Fund leverages funds from investors and contributors to lend for the construction and renovation of affordable housing, the start-up and expansion of businesses, and the provision of essential community services. This organization has assisted in the creation or preservation of over 200 units of affordable housing. These range from supervised apartments for special needs populations to transitional housing to single family homes for homeownership.

Wachovia also funded grants and in-kind donations to area CD organizations totaling over \$635 thousand, which meet significant credit, and community development needs within the Wilmington MSA. In addition to providing funds to these organizations through the form of grants, Wachovia employees are actively involved with many of the organizations by providing financial management expertise. Examples of these grants are as follows:

- **University of Delaware** – Wachovia provided grant support to fund an endowed scholarship named “Wachovia Scholars”. This endowed scholarship supports the university’s Fortune program. Scholarship funds are used for direct tuition assistance. Most of Fortune’s students come from low-income households and are the first in their families to attend college. Wachovia also provides its vision and leadership through an officer’s membership on the board.
- **YMCA of Delaware** –Wachovia made a two-year financial commitment in support of the YMCA’s Central Branch Single Room Occupancy (SRO) Project. This project is intended to increase the supply of decent, affordable housing for very low-income individuals. Residents include men who are suddenly unemployed, recently released from the justice system or newly rehabilitated from a substance abuse problem. The project will add another 40 SRO units to the existing 140 SRO units through the conversion of existing office space.
- **Emmaus House** –Wachovia contributed money to this organization to help provide much-needed additional space the organization requires in expanding its services to a growing homeless population. Emmaus House is an emergency shelter for homeless families and children, who typically remain at the shelter for thirty days. In 2002, Emmaus House provided the equivalent of 3,726 nights of shelter for 211 adults and children. In addition to financial support, Wachovia has provided expertise and leadership in the development of the organization’s capital campaign.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on limited-scope reviews, the bank’s performance under the Investment Test in the Dover MSA is stronger than the bank’s overall High Satisfactory performance under the investment test in Delaware. Stronger performance is evidenced by a high level of current period investments based on the bank’s limited presence within this market. In the Sussex Non-Metro AA, the bank’s performance is weaker than its overall performance in the state. The weaker performance is attributed to a low level of new investments made during the

evaluation period. The blending of stronger and weaker performance in AAs receiving limited scope reviews resulted in no impact to the overall investment Test rating.

SERVICE TEST

Conclusions for Areas Receiving Full-Scope Reviews

The bank's performance under the Service Test is rated Outstanding. Based on a full-scope review, the bank's performance in the Wilmington MSA is excellent. Performance in the limited-scope areas was not inconsistent with the overall Service Test rating. Refer to Table 15 of Appendix C for the facts and data used to evaluate the distribution of the bank's branch delivery system and branch openings and closings.

Retail Banking Services

In the Wilmington MSA, service delivery systems are readily accessible to geographies and individuals of different income levels. The percentage of branches in low-income geographies exceeds the percentage of individuals living in those geographies. The percentage of branches in moderate-income geographies is lower than the percentage of individuals residing in those geographies. However, there are two branches in neighboring middle-income tracts that are readily accessible by people who live in low- and moderate-income geographies. These nearby branches mitigate the low distribution of branches in moderate-income geographies.

Hours and services do not vary in a way that inconveniences its assessment area, particularly low- and moderate-income geographies and individuals throughout the MSA. Branch openings and closings in the Wilmington MSA have not adversely affected the accessibility of the bank's delivery systems, particularly in low- and moderate-income geographies. No branches were opened or closed in low- or moderate-income geographies in the MSA during the evaluation period.

Alternate delivery systems are reasonably accessible by geographies and individuals of different income levels, in particular, those in low- and moderate-income geographies. The distribution of ATMs in low-income geographies of 2.5% is somewhat lower than the percentage of the population that resides in these geographies and the percentage of ATMs in moderate-income geographies of 2.5% is lower than the percentage of moderate-income individuals residing in those geographies. Products and services are also available through toll-free telephone banking and the Internet. The bank offers a wide and flexible array of low-cost deposit products, which are designed to primarily benefit low- and moderate-income customer base. These include free checking accounts that have no minimum balance requirement, no monthly maintenance fee, and do not require a direct deposit.

Community Development Services

Community development service performance is excellent in the Wilmington MSA. Wachovia is a leader in providing CD services. Bank officers were very active in serving organizations

whose primary purpose is affordable housing - loans, counseling, or other financial services, small business loans or community services. Financial technical services include reviewing applications for small business loans or providing financial analysis education to clients of organizations such as the University of Delaware Small Business Development Center, Economic Development Corp. of Wilmington, and First State Community Loan Fund. Bankers provided lending expertise by reviewing loan programs or applications for affordable housing loans for organizations such as Delaware Community Investment Corp., Delaware State Housing Authority, Housing Opportunities of Northern Delaware, and Interfaith Housing Delaware, Inc. Officers also conducted numerous workshops and seminars on the topics of homebuyer education and counseling and basic financial literacy, for area organizations, many in a leadership capacity.

The bank partnered with the Latin American Cultural Center (LACC) to provide its constituents with the parent company's signature community service program – *eCommunitiesfirst*. This program was developed to increase access to technology and improve overall financial literacy through computer training for low- or moderate-income clients of qualifying community development service organizations. Bank personnel provided training for LACC's low- and moderate-income youth to improve technology skills, emphasizing computer-related areas, and overall financial literacy. Bankers also provided financial expertise in the areas of affordable housing construction and financing, evaluating loan applications, and revitalization strategies in the low- and moderate-income geographies in which LACC operates. A Bank officer also provided Money Smart training to LACC's constituents in Spanish and English. Money Smart is a basic financial literacy course, developed by the FDIC.

Conclusions for Areas Receiving Limited-Scope Reviews

Based on a limited-scope review, performance in the Dover MSA is not inconsistent with the bank's overall Outstanding performance under the Service Test. While the branch distribution in moderate-income geographies is less favorable compared to the percentage of the population that lives in moderate-income geographies, easily accessible nearby branches in middle-income geographies mitigate this weaker performance. There are no low- or moderate-income geographies in the Sussex Non-Metropolitan Area; therefore, performance under the Service Test in this limited-scope area is not rated.

Appendix A: Scope of Examination

The following table identifies the time period covered in this evaluation, affiliate activities that were reviewed, and loan products considered. The table also reflects the metropolitan and non-metropolitan areas that received comprehensive examination review (designated by the term “full-scope”) and those that received a less comprehensive review (designated by the term “limited-scope”).

Time Period Reviewed	Lending and Service Tests: 01/01/01 to 12/31/02 Investment Test and Community Development aspects of Lending and Service Tests: 01/01/01 to 06/30/03	
Financial Institution	Products Reviewed	
Wachovia Bank of Delaware, N. A. (Wachovia) Wilmington, DE	HMDA; Small Business; Community Development Loans, Services and Investments	
Affiliate(s)	Affiliate Relationship	Products Reviewed
Wachovia Mortgage Corporation (WMC)	Subsidiary of affiliate bank	HMDA
List of Assessment Areas and Type of Examination		
Assessment Area	Type of Exam	Other Information
Dover MSA #2190 Sussex Non-Metro Wilmington-Newark MSA #9160	Limited-Scope Limited-Scope Full-Scope	

Appendix B: Market Profiles for Full-Scope Areas

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Market Profile for Area Receiving Full-Scope Review

Wilmington-Newark, DE-MD MSA	B-2
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Wilmington-Newark, DE-MD MSA #9160

Demographic Information for Full-Scope Area: Wilmington-Newark, DE-MD MSA						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts/BNAs)	120	8	19	51	21	1
Population by Geography	441,946	4	17	54	25	0
Owner-Occupied Housing by Geography	112,040	2	14	55	29	0
Businesses by Geography	25,579	13	16	46	25	0
Farms by Geography	483	1	14	55	29	0
Family Distribution by Income Level	115,305	17	18	26	39	0
Distribution of Low- and Moderate-Income Families throughout AA Geographies	40,313	7	26	55	12	0
Median Family Income HUD Adjusted Median Family Income for 2002 Households Below the Poverty Level	= \$44,332 = \$75,900 = 7.61%	Median Housing Value Unemployment Rate (December 2002)				= \$ 119,531 = 3.8%

(*) The NA category consists of geographies that have not been assigned an income classification.
Source: 1990 U.S. Census, and 2000 HUD updated MFI.

The Wilmington MSA consists of New Castle County. Wachovia has 23 full service ATMs and 17 cash dispenser ATMs in the assessment area. Wachovia has 17 branches in the assessment area.

As of June 30, 2002, deposits in the assessment area totaled almost \$1.1 billion or 87% of total franchise deposits. Wachovia is the 13th largest deposit holder in the AA with a market share of 1.36%. The bank’s primary competitors in the market are Chase Manhattan Bank USA, NA (CMB), Wilmington Trust Company (WTC), and ING Bank. CMB is the second largest deposit holder in the assessment area with a 15.92% market share. ING Bank is the third largest deposit holder with a 9.58% market share while WTC is the fourth largest in the assessment area with a 7.37% market share.

The Wilmington MSA has a well-diversified economy. Industry sectors with the greatest concentrations in employment include services, retail trade, finance, insurance and real estate, and manufacturing. Large employers include MBNA and E.I. Dupont De Nemours. Also, the unemployment has remained low during the assessment period with a period low of 3.2% in May through August 2001, and a period high of 4.4% in April 2002.

Information was obtained from community contacts conducted by various bank regulatory agencies. The following needs of low- and moderate-income (LMI) individuals or areas were identified during these community contacts:

- More creative thinking in finding ways to invest community development monies into the community
- Additional partnerships among financial institutions, increased accountability of financial institutions in a given project by providing for a significant amount of the project, and for open communication between the financial community and the community development organizations
- Affordable home purchase and rehabilitation financing
- Homeownership and credit counseling
- Affordable financing for small and minority owned business
- Affordable housing for LMI households
- Related services and financing for small and minority owned businesses
- Increased involvement through investments, grants, bridge and gap financing on community development projects
- Bilingual lenders

Appendix C: Tables of Performance Data

Content of Standardized Tables

References to the “bank” include activities of any affiliates that the bank provided for consideration (refer to Appendix A: Scope of the Examination). For purposes of reviewing the lending test tables, the following are applicable: purchased loans are treated as originations/purchases and market share is the number of loans originated and purchased by the bank as a percentage of the aggregate number of reportable loans originated and purchased by all lenders in the Metropolitan Area/Assessment Area (referenced as MA/Assessment Area and MA/AA). Tables without data are not included in this PE.

The following is a listing and brief description of the tables:

- Table 1. Lending Volume** - Presents the number and dollar amount of reportable loans originated and purchased by the bank over the evaluation period by MA/Assessment Area. Community development loans to statewide or regional entities or made outside the bank’s assessment area may receive positive CRA consideration. Refer to Interagency Q&As __.12(i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such loans. When such loans exist, insert a line item with the appropriate caption, such as “Statewide/Regional” or “Out of Assessment Area,” in the MA/Assessment Area column and record the corresponding numbers and amounts in the “Community Development Loans” column.
- Table 1. Other Products** - Presents the number and dollar amount of any unreported category of loans originated and purchased by the bank over the evaluation period by MA/Assessment Area. Examples include consumer loans or other data that a bank may provide, at its option, concerning its lending performance. This is a two-page table that lists specific categories.
- Table 2. Geographic Distribution of Home Purchase Loans** - Compares the percentage distribution of the number of loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of owner-occupied housing units throughout those geographies. The table also presents market share information based on the most recent aggregate market data available.
- Table 3. Geographic Distribution of Home Improvement Loans** - See Table 2.
- Table 4. Geographic Distribution of Home Mortgage Refinance Loans** - See Table 2.
- Table 5. Geographic Distribution of Multifamily Loans** - Compares the percentage distribution of the number of multifamily loans originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies to the percentage distribution of multifamily housing units throughout those geographies. The table

also presents market share information based on the most recent aggregate market data available.

- Table 6. Geographic Distribution of Small Loans to Businesses** - The percentage distribution of the number of small loans (less than or equal to \$1 million) to businesses originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of businesses (regardless of revenue size) throughout those geographies. The table also presents market share information based on the most recent aggregate market data available. Because small business data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's assessment area.
- Table 7. Geographic Distribution of Small Loans to Farms** - The percentage distribution of the number of small loans (less than or equal to \$500,000) to farms originated and purchased by the bank in low-, moderate-, middle-, and upper-income geographies compared to the percentage distribution of farms (regardless of revenue size) throughout those geographies. The table also presents market share information based on the most recent aggregate market data available. Because small farm data are not available for geographic areas smaller than counties, it may be necessary to use geographic areas larger than the bank's assessment area.
- Table 8. Borrower Distribution of Home Purchase Loans** - Compares the percentage distribution of the number of loans originated and purchased by the bank to low-, moderate-, middle-, and upper-income borrowers to the percentage distribution of families by income level in each MA/Assessment Area. The table also presents market share information based on the most recent aggregate market data available.
- Table 9. Borrower Distribution of Home Improvement Loans** - See Table 8.
- Table 10. Borrower Distribution of Home Mortgage Refinance Loans** - See Table 8.
- Table 11. Borrower Distribution of Small Loans to Businesses** - Compares the percentage distribution of the number of small loans (less than or equal to \$1 million) originated and purchased by the bank to businesses with revenues of \$1 million or less to the percentage distribution of businesses with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and purchased by the bank by loan size, regardless of the revenue size of the business. Market share information is presented based on the most recent aggregate market data available.
- Table 12. Borrower Distribution of Small Loans to Farms** - Compares the percentage distribution of the number of small loans (less than or equal to \$500,000) originated and purchased by the bank to farms with revenues of \$1 million or less to the percentage distribution of farms with revenues of \$1 million or less. In addition, the table presents the percentage distribution of the number of loans originated and

purchased by the bank by loan size, regardless of the revenue size of the farm. Market share information is presented based on the most recent aggregate market data available.

Table 13. Geographic and Borrower Distribution of Consumer Loans – Not applicable.

Table 14. Qualified Investments - Presents the number and dollar amount of qualified investments made by the bank in each MA/AA. The table separately presents investments made during prior evaluation periods that are still outstanding and investments made during the current evaluation period. Prior-period investments are reflected at their book value as of the end of the evaluation period. Current period investments are reflected at their original investment amount even if that amount is greater than the current book value of the investment. The table also presents the number and dollar amount of unfunded qualified investment commitments. In order to be included, an unfunded commitment must be legally binding and tracked and recorded by the bank's financial reporting system.

A bank may receive positive consideration for qualified investments in statewide/regional entities or made outside of the bank's assessment area. See Interagency Q&As __.12(i) - 5 and - 6 for guidance on when a bank may receive positive CRA consideration for such investments. When such investments exist, insert a line item with the appropriate caption, such as "Statewide/Regional" or "Out of Assessment Area," in the MA/Assessment Area column and record the corresponding numbers and amounts in the "Qualified Investments" column.

Table 15. Distribution of Branch Delivery System and Branch Openings/Closings - Compares the percentage distribution of the number of the bank's branches in low-, moderate-, middle-, and upper-income geographies to the percentage of the population within each geography in each MA/AA. The table also presents data on branch openings and closings in each MA/AA.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 1. Lending Volume

LENDING VOLUME												
Geography: STATE OF DELAWARE												
Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002												
MA/Assessment Area (2002):	% of Rated Area Loans (#) in MA/AA *	Home Mortgage		Small Loans to Businesses		Small Loans to Farms		Community Development Loans **		Total Reported Loans		% of Rated Area Deposits in MA/AA ***
		#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$ (000's)	#	\$(000's)	
Full Review:												
Wilmington-Newark DE-MD	69.27	1,637	198,198	967	122,870	11	1,697	3	6,777	2,618	329,542	87.27
Limited Review:												
Dover MSA	13.24	372	32,894	125	18,583	2	283	0	0	496	51,644	7.77
Sussex Non-Metro	17.49	588	109,826	69	15,006	4	674	0	0	655	124,582	4.96

* Loan Data as of December 31, 2002. Rated area refers to either the state or multi-state MA rating area.

** The evaluation period for Community Development Loans is From October 1, 2000 to June 30, 2003.

*** Deposit Data as of June 30, 2002 Rated Area refers to either the state, multi-state MA, or institution, as appropriate.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 2. Geographic Distribution of Home Purchase Loans

Geographic Distribution: HOME PURCHASE		Geography: STATE OF DELAWARE					Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002					Market Share (%) by Geography*				
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp	
	#	% of Total**	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans						
Full Review:																
Wilmington-Newark, DE-MD	417	54.75	1.76	2.17	14.19	24.58	55.36	46.75	28.69	26.51	1.38	2.05	2.03	1.29	1.22	
Limited Review:																
Dover MSA	102	13.46	0.00	0.00	1.08	0.98	85.74	88.24	13.18	10.78	1.84	0.00	3.85	1.74	2.56	
Sussex Non Metro	241	31.79	0.00	0.00	0.00	0.00	97.82	88.80	2.18	11.20	2.52	0.00	0.00	2.51	2.69	

* Based on 2002 Peer Mortgage Data NE Region.

** Home purchase loans originated and purchased in the MA/AA as a percentage of all home purchase loans originated and purchased in the rated area.

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by the number of owner occupied housing units in the area based on 1990 Census information.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 3. Geographic Distribution of Home Improvement Loans

Geographic Distribution: HOME IMPROVEMENT		Geography: STATE OF DELAWARE					Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002					Market Share (%) by Geography *				
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp	
	#	% of Total **	% Owner Occ *** Units	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans						
Full Review:																
Wilmington-Newark, DE-MD	159	78.71	1.76	1.26	14.19	13.21	55.36	54.09	28.69	31.45	3.82	4.55	2.75	3.92	3.98	
Limited Review:																
Dover MSA	30	14.85	0.00	0.00	1.08	3.33	85.74	83.33	13.18	13.33	2.71	0.00	0.00	3.02	0.00	
Sussex Non Metro	13	6.44	0.00	0.00	0.00	0.00	97.82	92.31	2.18	7.69	0.72	0.00	0.00	0.55	16.67	

* Based on 2002 Peer Mortgage Data NE Region.

** Home improvement loans originated and purchased in the MA/AA as a percentage of all home improvement loans originated and purchased in the rated area.

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 4. Geographic Distribution of Home Mortgage Refinance Loans

Geographic Distribution: HOME MORTGAGE REFINANCE		Geography: STATE OF DELAWARE					Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002					Market Share (%) by Geography*				
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp	
	#	% of Total**	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans	% Owner Occ Units***	% BANK Loans						
Full Review:																
Wilmington-Newark, DE-MD	1,050	64.66	1.76	1.52	14.19	11.62	55.36	52.29	28.69	34.57	2.37	4.19	2.49	2.39	2.27	
Limited Review:																
Dover MSA	240	14.78	0.00	0.00	1.08	0.83	85.74	88.75	13.18	10.42	3.38	0.00	0.00	3.47	2.93	
Sussex Non Metro	334	20.57	0.00	0.00	0.00	0.00	97.82	89.82	2.18	10.18	2.38	0.00	0.00	2.36	2.58	

* Based on 2002 Peer Mortgage Data NE Region.

** Home mortgage refinance loans originated and purchased in the MA/AA as a percentage of all home mortgage refinance loans originated and purchased in the rated area.

*** Percentage of Owner Occupied Units is the number of owner occupied housing units in a particular geography divided by number of owner occupied housing units in the area based on 1990 Census information.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 5. Geographic Distribution of Multifamily Loans

Geographic Distribution: MULTIFAMILY		Geography: STATE OF DELAWARE					Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002					Market Share (%) by Geography [*]				
MA/Assessment Area:	Total Multifamily Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Overall	Low	Mod	Mid	Upp	
	#	% of Total ^{**}	% of MF Units ^{***}	% BANK Loans	% MF Units ^{***}	% BANK Loans	% MF Units ^{***}	% BANK Loans	% MF Units ^{***}	% BANK Loans						
Full Review:																
Wilmington-Newark, DE-MD	11	100.00	3.80	18.18	18.18	18.18	61.02	63.64	17.00	0.00	44.44	50.00	20.00	55.56	0.00	
Limited Review:																
Dover MSA	0	0.00	0.00	0.00	3.14	0.00	72.33	0.00	24.53	0.00	0.00	0.00	0.00	0.00	0.00	
Sussex Non-Metro	0	0.00	0.00	0.00	0.00	0.00	76.85	0.00	23.15	0.00	0.00	0.00	0.00	0.00	0.00	

^{*} Based on 2002 Peer Mortgage Data NE Region.

^{**} Multifamily loans originated and purchased in the MA/AA as a percentage of all multifamily loans originated and purchased in the rated area.

^{***} Percentage of multifamily units is the number of multifamily housing units in a particular geography divided by number of multifamily housing units in the area based on 1990 Census information.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 6. Geographic Distribution of Small Loans to Businesses

Geographic Distribution: SMALL LOANS TO BUSINESSES		Geography: STATE OF DELAWARE						Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002							
MA/Assessment Area:	Total Small Business Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography [*]				
	#	% of Total ^{**}	% of Businesses ^{***}	% BANK Loans	% of Businesses ^{***}	% BANK Loans	% of Businesses ^{***}	% BANK Loans	% of Businesses ^{***}	% BANK Loans	Overall	Low	Mod	Mid	Upp
Full Review:															
Wilmington-Newark, DE-MD	967	83.29	12.60	4.01	16.02	15.72	45.93	49.68	25.29	30.59	4.10	2.50	4.20	4.00	4.70
Limited Review:															
Dover MSA	125	10.77	0.00	0.00	1.56	0.00	85.46	91.80	12.98	8.20	2.31	0.00	0.00	2.34	1.84
Sussex Non Metro	69	5.94	0.00	0.00	0.00	0.00	91.09	84.13	8.91	15.87	0.81	0.00	0.00	0.78	1.22

^{*} Based on 2002 Peer Small Business Data: US and PR.

^{**} Small loans to businesses originated and purchased in the MA/AA as a percentage of all small loans to businesses originated and purchased in the rated area.

^{***} Source Data - Dun and Bradstreet (2002).

Institution ID: Wachovia Bank of Delaware, N.A.

Table 7. Geographic Distribution of Small Loans to Farms

Geographic Distribution: SMALL LOANS TO FARMS		Geography: STATE OF DELAWARE					Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002									
MA/Assessment Area:	Total Small Farm Loans		Low-Income Geographies		Moderate-Income Geographies		Middle-Income Geographies		Upper-Income Geographies		Market Share (%) by Geography*					
	#	% of Total**	% of Farms***	% BANK Loans	% of Farms**	% BANK Loans	% of Farms**	% BANK Loans	% of Farms**	% BANK Loans	Overall	Low	Mod	Mid	Upp	
Full Review:																
Wilmington-Newark, DE-MD	11	64.71	1.45	9.09	14.29	18.18	55.28	54.55	28.99	18.18	57.14	0.00	100.00	66.67	0.00	
Limited Review:																
Dover MSA	2	11.76	0.00	0.00	0.27	0.00	94.65	100.00	5.08	0.00	4.76	0.00	0.00	5.88	0.00	
Sussex Non Metro	4	23.53	0.00	0.00	0.00	0.00	98.35	100.00	1.65	0.00	3.03	0.00	0.00	3.23	0.00	

* Based on 2002 Peer Small Business Data: US and PR.

** Small loans to farms originated and purchased in the MA/AA as a percentage of all small loans to farms originated and purchased in the rated area.

*** Source Data - Dun and Bradstreet (2003).

Institution ID: Wachovia Bank of Delaware, N.A.

Table 8. Borrower Distribution of Home Purchase Loans

Borrower Distribution: HOME PURCHASE		Geography: STATE OF DELAWARE					Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002					Market Share [*]				
MA/Assessment Area:	Total Home Purchase Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Overall	Low	Mod	Mid	Upp	
	#	% of Total ^{**}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}						
Full Review:																
Wilmington-Newark, DE-MD	417	54.75	16.57	18.34	18.39	26.36	26.46	27.51	38.58	27.79	1.41	1.44	1.18	1.53	1.54	
Limited Review:																
Dover MSA	102	13.46	19.31	5.81	18.33	27.91	24.74	38.37	37.61	27.91	1.68	0.45	1.82	2.24	1.36	
Sussex Non Metro	241	31.79	17.77	1.46	19.38	5.34	24.38	14.56	38.48	78.64	2.30	0.52	0.51	2.17	2.83	

^{*} Based on 2002 Peer Mortgage Data NE SE Region.

^{**} As a percentage of loans with borrower income information available. No information was available for 15.66% of loans originated and purchased by BANK.

^{***} Percentage of Families is based on the 1990 Census information.

^{****} Home purchase loans originated and purchased in the MA/AA as a percentage of all home purchase loans originated and purchased in the rated area.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 9. Borrower Distribution of Home Improvement Loans

Borrower Distribution: HOME IMPROVEMENT		Geography: STATE OF DELAWARE					Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002					Market Share [*]				
MA/Assessment Area:	Total Home Improvement Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers		Overall	Low	Mod	Mid	Upp	
	#	% of Total ^{**}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}	% Families ^{***}	% BANK Loans ^{****}						
Full Review:																
Wilmington-Newark, DE-MD	159	78.71	16.57	21.38	18.39	28.30	26.46	26.42	38.58	23.90	3.97	5.07	3.43	3.85	4.02	
Limited Review:																
Dover MSA	30	14.85	19.31	6.67	18.33	33.33	24.74	16.67	37.61	43.33	2.79	1.56	4.60	0.87	3.66	
Sussex Non Metro	13	6.44	17.77	7.69	19.38	15.38	24.38	7.69	38.48	69.23	0.73	0.00	0.94	0.00	1.27	

^{*} Based on 2002 Peer Mortgage Data NE Region.

^{**} As a percentage of loans with borrower income information available. No information was available for 0.00% of loans originated and purchased by BANK.

^{***} Percentage of Families is based on the 1990 Census information.

^{****} Home improvement loans originated and purchased in the MA/AA as a percentage of all home improvement loans originated and purchased in the rated area.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 10. Borrower Distribution of Home Mortgage Refinance Loans

Borrower Distribution: HOME MORTGAGE REFINANCE		Geography: STATE OF DELAWARE					Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002					Market Share*				
MA/Assessment Area:	Total Home Mortgage Refinance Loans		Low-Income Borrowers		Moderate-Income Borrowers		Middle-Income Borrowers		Upper-Income Borrowers							
	#	% of Total**	% Families***	% BANK Loans****	% Families***	% BANK Loans****	% Families***	% BANK Loans****	% Families***	% BANK Loans****	Overall	Low	Mod	Mid	Upp	
Full Review:																
Wilmington-Newark, DE-MD	1,050	64.66	16.57	11.27	18.39	23.79	26.46	28.41	38.58	36.53	2.46	3.06	2.34	2.35	2.48	
Limited Review:																
Dover MSA	240	14.78	19.31	7.62	18.33	18.10	24.74	31.90	37.61	42.38	3.65	2.93	3.66	4.15	3.45	
Sussex Non Metro	334	20.57	17.77	3.61	19.38	11.55	24.38	16.61	38.48	68.23	2.28	1.52	2.11	1.77	2.54	

* Based on 2002 Peer Mortgage Data NE Region.

** As a percentage of loans with borrower income information available. No information was available for 15.39% of loans originated and purchased by BANK.

*** Percentage of Families is based on the 1990 Census information.

**** Home mortgage refinance loans originated and purchased in the MA/AA as a percentage of all home mortgage refinance loans originated and purchased in the rated area.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 11. Borrower Distribution of Small Loans to Businesses

Borrower Distribution: SMALL LOANS TO BUSINESSES		Geography: STATE OF DELAWARE			Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002				
MA/Assessment Area:	Total Small Loans to Businesses		Businesses With Revenues of \$1 million or less		Loans by Original Amount Regardless of Business Size			Market Share*	
	#	% of Total**	% of Businesses***	% BANK Loans****	\$100,000 or less	> \$100,000 to \$250,000	> \$250,000 to \$1,000,000	All	Rev \$1 Million or Less
Full Review:									
Wilmington-Newark, DE-MD	967	83.29	77.88	56.71	72.00	14.10	14.00	4.07	2.91
Limited Review:									
Dover MSA	125	10.77	78.69	42.86	64.00	20.80	15.20	2.31	1.58
Sussex Non Metro	69	5.94	80.15	59.26	56.50	13.00	30.40	0.81	0.64

* Based on 2002 Peer Small Business Data: US and PR.

** Small loans to businesses originated and purchased in the MA/AA as a percentage of all small loans to businesses originated and purchased in the rated area.

*** Businesses with revenues of \$1 million or less as a percentage of all businesses (Source D&B - 2002).

**** Small loans to businesses with revenues of \$1 million or less as a percentage of all loans reported as small loans to businesses. No information was available for 59.08% of small loans to businesses originated and purchased by the bank.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 12. Borrower Distribution of Small Loans to Farms

Borrower Distribution: SMALL LOANS TO FARMS		Geography: STATE OF DELAWARE			Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002				
MA/Assessment Area:	Total Small Loans to Farms		Farms With Revenues of \$1 million or less		Loans by Original Amount Regardless of Farm Size			Market Share*	
	#	% of Total**	% of Farms***	% BANK Loans****	\$100,000 or less	> \$100,000 to \$250,000	> \$250,000 to \$1,000,000	All	Rev \$1 Million or Less
Full Review:									
Wilmington-Newark, DE-MD	11	64.71	89.65	36.36	54.55	36.36	9.09	57.14	25.00
Limited Review:									
Dover MSA	2	11.76	93.05	0.00	0.00	100.00	0.00	4.76	0.00
Sussex Non Metro	4	23.53	93.42	50.00	50.00	0.00	50.00	3.03	3.33

* Based on 2002 Peer Small Business Data: US and PR.

** Small loans to farms originated and purchased in the MA/AA as a percentage of all small loans to farms originated and purchased in the rated area.

*** Farms with revenues of \$1 million or less as a percentage of all farms (Source D&B - 2003).

**** Small loans to farms with revenues of \$1 million or less as a percentage of all loans reported as small loans to farms. No information was available for 41.18% of small loans to farms originated and purchased by the bank.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 14. Qualified Investments

QUALIFIED INVESTMENTS		Geography: DELAWARE				Evaluation Period: October 1, 2000 TO June 30, 2003			
MA/Assessment Area:	Prior Period Investments *		Current Period Investments		Total Investments			Unfunded Commitments **	
	#	\$(000's)	#	\$(000's)	#	\$(000's)	% of Total	#	\$(000's)
Full Review:									
Wilmington-Newark	6	6,500	44	1,245	50	7,745	67.76	3	420
Limited Review:									
Dover MSA	0	-	12	355	12	355	3.11	0	-
Sussex Non-Metro	0	-	2	21	2	21	0.18	0	-
Statewide/Regional:	1	3,308	0	-	1	3,308	28.94	0	-

* 'Prior Period Investments' means investments made in a previous evaluation period that are outstanding as of the examination date.

** 'Unfunded Commitments' means legally binding investment commitments that are tracked and recorded by the institution's financial reporting system.

Institution ID: Wachovia Bank of Delaware, N.A.

Table 15. Distribution of Branch Delivery System and Branch Openings/Closings

DISTRIBUTION OF BRANCH DELIVERY SYSTEM AND BRANCH OPENINGS/CLOSINGS Geography: DELAWARE Evaluation Period: JANUARY 1, 2001 TO DECEMBER 31, 2002																	
MA/Assessment Area:	Deposits	Branches						Branch Openings/Closings						Population			
	% of Rated Area Deposits in AA	# of BANK Branches	% of Rated Area Branches in AA	Location of Branches by Income of Geographies (%)				# of Branch Openings	# of Branch Closings	Net change in Location of Branches (+ or -)				% of Population within Each Geography			
				Low	Mod	Mid	Upp			Low	Mod	Mid	Upp	Low	Mod	Mid	Upp
Full Review:																	
Wilmington-Newark	87.27	17	85.0	5.90	11.80	29.4	52.9	1	2	0	0	-1	0	3.86	16.80	53.87	25.47
Limited Review:																	
Dover MSA	7.77	2	10.0	0.00	0.00	50.0	50.0	0	0	0	0	0	0	0.00	5.81	81.07	13.11
Sussex Non Metro	4.96	1	5.0	0.00	0.00	100.0	0.00	0	0	0	0	0	0	0.00	0.00	98.15	1.85