

I. Principal Information

Innovation and growth have characterized the mortgage market in past years especially in the yachting business for all kind of yachts and vessels. The demand for new yacht mortgage loans has increased steadily year by year.

Our team of specialists were designing a new opportunity for all potential clients, what gives us today the ability offering an outstanding finance for yachts.

The basic idea behind the design of the level-payment mortgage is that the borrower pays interest and repays principal in equal instalments over an agreed-upon period of time.

Thus, at the end of the agreed period of time, the loan has been fully amortized.

The discount / service payment, declares a preinterest for early repayment, change of ownership possibility and part of the total loan calculation.

In case a special purpose company (SPC) will be incorporated in England & in the name of the borrower, which will ingeniously be embedded for the ownership of the building as the collateral in favour of the loan.

Any other request of the client will be threatened with utmost care and against charging

Principal Terms & Conditions:

Loan to Value	max. 80%
Restvalue	max. 20%
Interest Rate	4.25 % (fixed rate)
Maturity	max. 10 years
Discount / Service	7.30%
Company Set Up	applies (<i>pls ask for further information</i>)

Suggested Guidelines for Presentation of Client's Financial Summary Profile:

Our aim is to establish with a reasonable degree of accuracy a client's overall wealth, debt levels, contingent liabilities, income and expenditure. We need to be able to demonstrate a sound, stable and sustainable financial structure, an ability to service the proposed loan, and the source of funds ultimately to repay the proposed loan.

For this purpose the "client" may be the borrower or, where we are lending to a company or trust, the personal guarantor.

We appreciate that assets are typically held through trust and company structures and that ultimate ownership/benefit is unlikely to be solely vested in the client.

For each asset, please include a brief description, an estimate of value, and details of the ownership structure. Where offshore companies and/or trusts are involved in the chain, please state intermediate shareholdings and by whom the entities are administered. For trusts, please give details of settlors and beneficiaries. Where there are minority shareholders, please provide details of these.

Where the asset is a shareholding in a private company, please provide basic details of the company's activities and financials, and of any co-shareholders. Where there is supporting financial information this would be helpful.

Where there is debt related to/secured by the asset, please specify borrower, lender, amount, term, amortisation profile, and any other security held.

I. Principal Information (cont.)

Similarly, where the client or any of the entities in the structure have given guarantees or have any other material contingent liabilities, please provide details thereof.

As regards income, we are primarily interested in the net income available to our borrower/guarantor. So, where for example the assets are primarily shareholdings in companies with investment properties and related debt, then of interest is the amount by which underlying income exceeds debt servicing/capital cost and other expenses. If the bulk of income is dividend income then we should be able to substantiate this – similarly other investment income from portfolios, etc.

As regards expenses, we need not go into huge detail, but broadly need to understand the surplus of income over general living expenses on the one hand and any debt servicing/capital cost and other capital commitments on the other hand. The proposed loan should be built into this equation (both in terms of application of proceeds and ongoing servicing/capital costs).

Important Information

Considering your application form, at least all topics in **bold** must be answered.

You will receive within 2 working days a written answer upon receipt of completed application form. In case of acceptance and intention preparing the loan agreement, all requested documentation must be available and being approved.

Payment according loan agreement will last about 30 to 40 working days upon signing contract.

Under para. 5 "requested documents" please tick in the box, which document you do hand in for approval. Each delivered document must have on the top right corner, the according number as mentioned 1 to 15

S&P Int. Yacht Finance will not be the lending institution nor delivering loans through their bank accounts. S&P Int. Yacht Finance will be paid by the lending institution for the credit check and delivered documents upon successful loan disbursement.

S&P International Yacht Finance Ltd. takes no responsibility for any unsuccessful loan procedures.

1. Your Details:

Date of Application

 / __

Surname

First name

Title

Birthdate

 /

Nationality

Matrimony status

Married Single

Widowed Divorced

Number of dependent children

Living Address

Country

Lenght of time at current
address in years

Are you currently owner of the
house/flat you are living

yes no

Correspondence Address

Country

Fax No.

+ /

Telephone no.

+ /

Mobile

+ /

Email

@ .

Husband or Wife

Surname	<input type="text"/>
First name	<input type="text"/>
Title	<input type="text"/>
Birthdate	<input type="text" value="/ /"/>

Yearly Income & Expenditures

Yearly income in "EURO"	<input type="text" value="---'---'---.---"/>
Yearly liabilities in "EURO"	<input type="text" value="---'---'---.---"/>

2. Your Banking Details

Bank name	<input type="text"/>
Agency	<input type="text"/>
Account no.	<input type="text"/>
IBAN	<input type="text"/>
BIC / Swift	<input type="text"/>
Address	<input type="text"/>
Country	<input type="text"/>
How long have you been with them in years	<input type="text"/>

3. Details and Particulars of Purchase:

Yacht Type	<input type="text"/>
Built	<input type="text" value="/ /"/>
Rebuilt	<input type="text" value="/ /"/>
Yacht Name	<input type="text"/>
Date of delivery	<input type="text" value="/ /"/> <input type="checkbox"/> not yet defined
Date of construction beginning	<input type="text" value="/ /"/>
Present value in "Euro"	<input type="text" value="_. _ ' _ ' _ . _ _"/>
Make of Yacht	<input type="text"/>
Make & Type of Engines	<input type="text"/>
Official Registry No.	<input type="text"/>
Home Port of the Yacht	<input type="text"/>
Country	<input type="text"/>
Intended use of the yacht	charter <input type="checkbox"/> private <input type="checkbox"/>
Classification Society	<input type="checkbox"/> Bureau Veritas <input type="checkbox"/> Lloyds <input type="text"/> <input type="checkbox"/> RINA <input type="checkbox"/> ABS <input type="checkbox"/> MCA <input type="checkbox"/> ohters <input type="text"/>
Requested loan amount in "EURO"	<input type="text" value="_. _ ' _ ' _ . _ _"/>
Payment made to seller in "EURO"	<input type="text" value="_. _ ' _ ' _ . _ _"/>
Requested loancontract maturity in years	<input type="text"/>

4. Your occupation:

- Are you employed Full time
- Part time
- Self employed
- Retired

How long have you been employed or self employed in years

Business activity brief description

Your profession

Company name

Company address

Post code

Country

5. Requested documents:

- | | | | | |
|--------------------------|---|---|--------------------------|--|
| <input type="checkbox"/> | 1 | Minutes of the Company | <input type="checkbox"/> | <input checked="" type="checkbox"/> pls tick |
| <input type="checkbox"/> | 2 | Certificate of Incorporation | <input type="checkbox"/> | |
| <input type="checkbox"/> | 3 | Income Tax Certificate / Last 3 Years | <input type="checkbox"/> | |
| <input type="checkbox"/> | 4 | Bankreference Letter | <input type="checkbox"/> | |
| <input type="checkbox"/> | 5 | Net Worth Statement for Self-Employment | <input type="checkbox"/> | |
| <input type="checkbox"/> | 6 | Credit Information
<i>(Credit Reform, Dun & Breadstreet)</i> | <input type="checkbox"/> | |
| <input type="checkbox"/> | 7 | Survey - Valuation - Sales Price / Invoice | <input type="checkbox"/> | |
| <input type="checkbox"/> | 8 | Passport Copy / Involved Parties | <input type="checkbox"/> | |