



MARITIME & SHIPPING INDUSTRY EXECUTIVE SUMMARY TEMPLATE

To assist and guide you through the process of how to prepare a Brief Executive Summary that includes specific targeted questions that are required to evaluate the validity of your project and to process and underwrite your loan request. You must answer accurately all questions 100%. Failing to answer all questions with a clear and accurate answer may result in unnecessary delays!!!

Complete only the Portion of this Template that is Applicable to your Project!!!



A: BORROWING ENTITY & PRINCIPALS/COMPANY’S STRUCTURE:

- 01. Full Legal Name of the Borrowing Entity
- 02. Date, State and Country where Incorporated and type of Corporation
- 03. Full Address, Telephone, Fax, E-mail and website (if available)
- 04. Names, Corporate titles and percentage of ownership each of all Company principals
- 05. Does any of the Principals of the borrowing Entity own and/or operate another Company?
- 06. Brief 1/3 page CV/Bio Resume of all Company Principals and Executive Management Team limited only to their education, relevant work experience and Memberships to trade Clubs and other Professional Affiliations
- 07. Is any of the Principals of the Borrowing Entity own or operate another Company
- 08. Is this the Parent Company () A Stand Alone Company ()
A Fully owned Subsidiary () Joint Venture Company ()
If a JVC Company or a Fully Owned Subsidiary, please provide with the name of the Parent Companies and brief Description of their Background and trade activities including how long in business each

B: DEVELOPMENT STATUS:

Is this a Startup () Acquisition of an Existing/Operating Company () Merger ()
Management Buyout () Partnership Buyout () Growth/Expansion ()
Other, Describe:

C: DESCRIPTION OF YOUR NEW PROJECT:

- 01. Is this a New Vessel Construction () Acquisition of a Pre-Owned/Used Vessel ()
- 02. How Much is the Total Project Cost in USD\$
- 03. How much will your Cash Participation be in USD\$
- 04. How Much is the Loan Amount Request in USD\$
- 05. Describe and Itemize in Detail the use of loan proceeds
- 06. How do you intent to deploy the Vessel:
 - a. Time Charter (Describe Time Charter Particulars)
 - b. Labor Contract (Describe Contract Particulars)
 - c. Spot Market (Provide Details)
 - d. Other (Explain)
- 07. Provide with a Brief Vessel Description, (See Attached Template)
- 08. At which point of development you have currently progressed

D: COMPANY STATUS IN THE MARKETPLACE: (Startup Companies Only)

01. Describe the Marketplace you Intent to Compete and Describe your Competition
02. Describe the Demand and the Void that Currently Exists in the Marketplace for your Product and/or Services and how you intent to fill this void
03. Prepare a Marketing Plan
04. Prepare a three Year Income & Expenses Operating Statement Financial Projections based on a Cashflow/P&L basis based on the Vessel's required expenses and the Time Charter Revenues (See Attached Template)

FOR EXISTING/OPERATING COMPANIES ONLY

E: COMPANY'S HISTORICAL FINANCIALS

01. How much were your Gross Revenues in 2002, 2003, 2004 and Y.T.D. Jan 1 till the end of the most current month 2005
02. What was your EBITDA for 2002, 2003, 2004 and Jan 1 till the end of the most current month 2005
03. How much was your net income before taxes in 2003 and 2004

F: WHAT IS THE COMPANY'S NET WORTH AS PER BALANCE SHEET Y.T.D. IN USD\$

Describe and Itemize all Company assets with their present fair market value in USD\$

To Include the Size of Your Fleet Total Number of Vessels:

Itemize Vessels by Name, Year Built, Size and Shipyard where built:

Real Estate:

Other Assets Describe:

G: COMPANY'S TOTAL DEBT IN USD\$

Describe in Detail and Itemize all Company Debt to include:

- a. Short Term Debt in USD\$
- b. Long Term Debt in USD\$
- c. All Mortgages in USD\$
- d. Trade Debt (Suppliers) in USD\$