

BASIC QUESTIONNAIRE FOR AIRCRAFT FINANCE TRANSACTION

Basic questions to provide you with a tailor-made term sheet

Aircraft

- Manufacturer _____
 - Model and type / year of built _____
 - Status _____
 - Serial number / registration mark _____
 - Technical specifications _____
 - Purchase price _____
 - Payment terms _____
 - Expected delivery date _____
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Customer (Beneficial Owner)

- Last name / first name _____
- Address / Domicile _____
- Nationality _____
- Representative _____
- Contact details _____
- Professional background _____
- What kind of business is he/she conducting _____
- Audited financials of his/her group of companies Yes No (if yes, please provide a copy)

Status of purchase

- Sale – letter of intent signed? Yes No
 - Sale & purchase agreement signed? Yes No
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Intended use of the aircraft

- Private (for owner and his family, company, etc)
 - Commercial (as above, as well as third-party charter)
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Registration of the aircraft

- Locally (in country of owner/principal user)
 - Off-shore (e.g. Bermuda, Cayman Islands, Isle of Man, etc)
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Operation of the aircraft

- By own flight department Yes No
 - By professional aircraft management company Yes No
(pl. provide name, address, reference person) _____
 - Preferred operational location _____
 - Principal routes to be flown by the aircraft _____
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Other Information specific to this transaction, which might be useful for the bank's assessment

Place, Date and Signature

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