

ESMIA

European Shipbuilding Mutual Indemnity Association

**CRAFT OWNERS'
BENEFITS**

Benefits



✓ Craft purchase financing Utilising Marine Residual Value Insurance (“MRVI”)

ESMIA through is financially backed MRVI programme will assist qualified clients / ship buyers to obtain up to 80% of the craft’s value financing...

✓ Clients’ operating cash flow improvements through utilising MRVI

Through MRVI programme a large portion of the loan payment is insured by guarantee against the value of the craft and is pushed to be paid at the end of the loan term, therefore lower amounts of capital repayments throughout the term are due consequently increasing working capital and/or buying powers...

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✓ **Re-finance potentials at the end of the Leasing period**

Qualified craft owners will have the re-finance option through MRVI for additional term subject to craft's depreciation values thereby, further assisting buyers in cash flow...

✓ **Lesser upfront capital - Increased buying power**

Increased cash flow as the result of utilising MRVI enables buyers to purchase higher number of craft...

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✓ Insurance of craft owners operations throughout the financing period

- Protection and Indemnity (“P&I”)
- Loss Of Hire (“LOH”)
- Builder’s Risk (“BR”)
- War Risks (“WR”)
- Cargo risks for the operators leasing the crafts (“CR”)
- Hull and Machinery (“H&M”)
- Product Liability (“PL”)
- Oil Pollution (“OP”)

✓ Scheduled craft maintenance, servicing and classification obligations

Maintenance and servicing obligations are incorporated in the buying process of the craft as an standard procedure...

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✓ **Opportunity to Increase the Transport Volume of Exports Produced**

Increased transport capacity will create the opportunity to export higher volumes of exported goods...

✓ **Opportunity to Expand Into Other Export Markets**

Transport of Sunflower Seed Oil and other exported produce and non-agricultural products via waterways...

✓ **Opportunity to Tap Into New Markets**

Further increasing sales potentials in new overseas markets...

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✓ Cost effective and efficient means of waterways transportation

Export of goods utilising the least expensive method of transportation namely waterways craft.

SUMMARY

Thank you for the time you have taken to review this brochure. ESMIA's team hope that this has provided you with a progressive solution which will put your operation to the forefront of your competitors through the participation and utilisation of the ESMIA Business Model. ESMIA's support will enable you to share in the huge profit making potential that can be realised over the next few years. Our commitment to success will be the key to your ventures' rewards.

Management Office

(On Behalf of ESMIA)

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