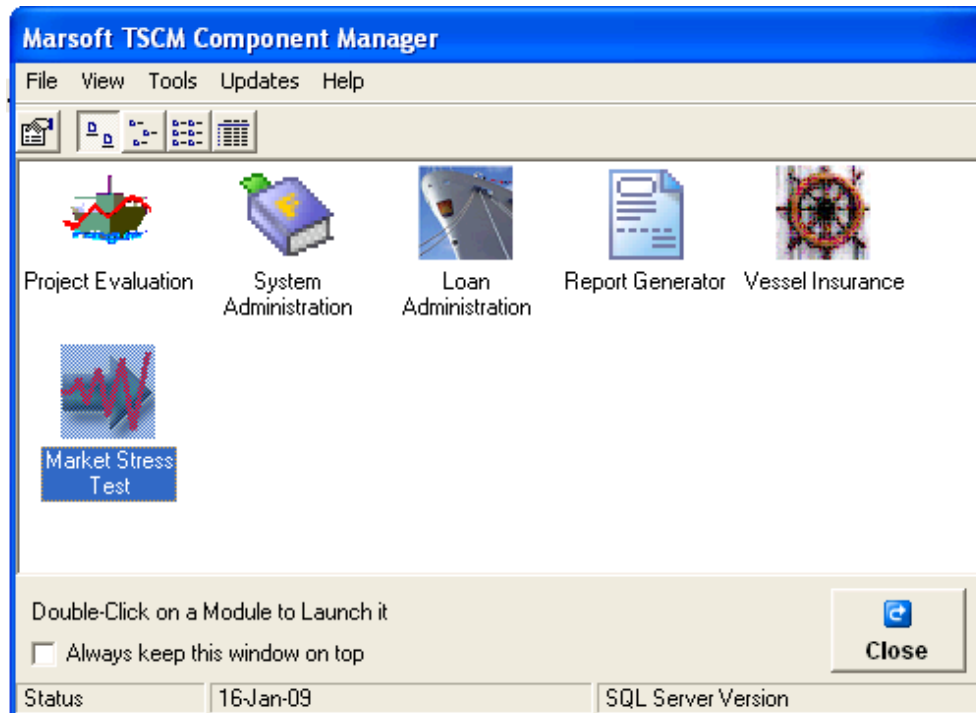


### Attachment 3: Credit and Loan Portfolio

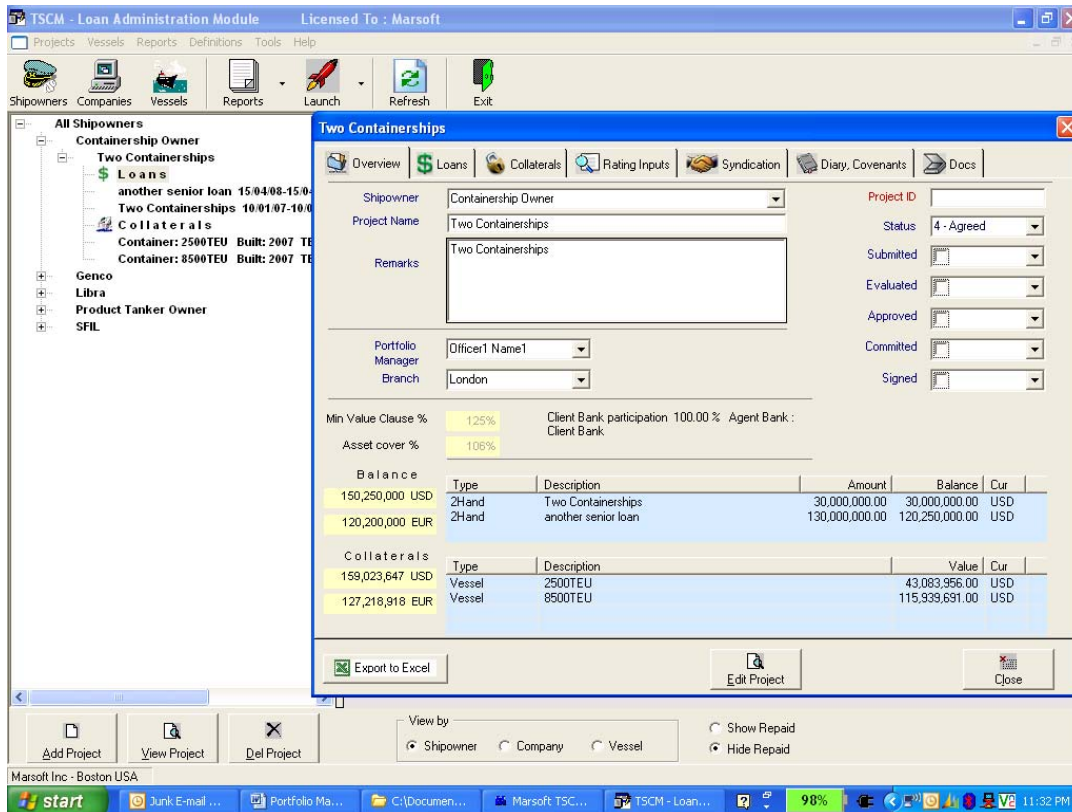
This note summarizes the main capabilities of the Marsoft portfolio management and reporting services. The screenshot below shows the Marsoft TSCM system including the portfolio management and reporting systems and vessel insurance module.

Note that the existing Marsoft systems for project evaluation and system administration appear as well; the new modules are integrated in the overall system and share data with your two existing modules. All of a bank's existing vessel information – including valuations and charters – will remain in place and accessible in the new expanded system.



There are four main dimensions along which information is stored in the portfolio database, encompassing the key elements of your business relationships and contracts. They are detailed below.

Component	Description
Shipowner	This is your client's profile – the key elements of your relationship management. A shipowner may not be a legal entity but it is the basis of your client relationship.
Vessels	Your client's fleet is detailed, including key aspects of each vessel and its charter employment
Loan	A description of the terms of the loan including main covenants and collaterals. Ships, guarantees, and other assets may all be listed as collateral in a loan agreement.
Company	The company is the legal entity which holds title to the owner's ships and to which the bank lends.



The user interface of the portfolio management system has several components:

A “tree view” listing of all available projects and loans on the left side of the screen.

A project input form with several tabs for the main components of a loan including:

- An overview screen listing main details.
- A loan tab shown each tranche of the loan.
- A collateral tab listing the ships, guarantees, and other assets pledged as collateral for the loan.
- A syndication tab showing how syndication details.
- A covenants tab showing loan-to-value requirements as well as a diary to monitor critical events.

The Fleet Profile report shows the composition of the portfolio in terms of vessel types, size, age, value, and debt allocation to each component. In the example shown below the report shows that the portfolio includes a total of 744 ships, with an aggregate value at the time of the report of \$9.7 billion and total debt outstanding of approximately \$4.1 billion (USD). The portfolio includes a total of 31 Cape bulkers (i.e. bulkers above 80,000 dwt); 17 of those Capes are under construction and are valued at \$0.5 billion and have debt outstanding of \$0.2 billion.

Note that the individual loan-agreement level loan coverage information is also readily retrievable from the portfolio database.

Fleet Profile																					
	All Ages			Newbuildings			0-5 yrs			6-10 yrs			11-15 yrs			16-20 yrs			21+ yrs		
	Nr	Value	Debt	Nr	Value	Debt	Nr	Value	Debt	Nr	Value	Debt	Nr	Value	Debt	Nr	Value	Debt	Nr	Value	Debt
<b>Tanker</b>	212	3,499	1,259	25	526	242	69	1,086	420	80	1,379	435	24	334	101	9	152	49	5	21	13
<60000	65	772	336	8	46	24	22	324	144	23	253	109	8	135	48	-	-	-	4	14	10
60000-80000	2	17	3	-	-	-	2	17	3	-	-	-	-	-	-	-	-	-	-	-	-
80000-120000	41	905	349	6	181	82	20	488	188	11	202	73	3	11	6	1	34	22	-	-	-
120000-200000	57	638	228	2	31	12	20	208	89	22	234	81	8	117	32	4	41	11	1	7	3
200000-320000	46	1,162	343	9	258	124	5	71	18	23	686	170	5	71	15	4	77	16	-	-	-
320000+	1	4	1	-	-	-	-	-	-	1	4	1	-	-	-	-	-	-	-	-	-
<b>Dry Bulk</b>	85	1,704	613	38	782	350	25	595	176	11	206	43	5	42	9	3	73	34	3	5	2
<40000	28	330	110	12	134	58	5	92	30	5	85	18	1	6	0	2	9	1	3	5	2
40000-60000	20	211	62	8	50	20	6	71	22	2	54	11	4	36	9	-	-	-	-	-	-
60000-80000	6	231	110	1	88	88	5	184	44	-	-	-	-	-	-	-	-	-	-	-	-
80000+	31	931	332	17	530	206	9	268	79	4	68	14	-	-	-	1	65	32	-	-	-
<b>Container</b>	99	1,780	1,000	23	319	229	43	964	537	19	382	175	11	110	56	2	5	3	1	-	-
<500	1	27	10	-	-	-	-	-	-	3	27	10	-	-	-	-	-	-	1	-	-
501-1000	7	96	42	-	-	-	5	78	36	-	-	-	2	18	6	-	-	-	-	-	-
1001-2000	24	351	186	2	72	49	4	30	12	12	230	116	4	13	6	2	5	3	-	-	-
2001-3000	7	141	54	-	-	-	6	98	51	1	45	3	-	-	-	-	-	-	-	-	-
3001-4300	14	181	88	4	25	14	10	156	73	-	-	-	-	-	-	-	-	-	-	-	-
4301+	43	985	620	17	222	168	18	605	364	3	80	46	5	78	45	-	-	-	-	-	-
<b>Chemical</b>	103	523	279	3	8	5	36	211	126	23	190	109	24	101	32	4	4	2	13	9	4
<35000	62	334	208	1	1	1	30	182	115	17	135	83	6	12	7	3	2	1	5	1	1
35000+	41	189	71	2	7	4	6	29	12	6	55	26	18	89	25	1	2	1	8	7	3
<b>Reefer</b>	45	135	48	-	-	-	-	-	-	4	38	13	6	41	10	17	41	21	18	15	3
<b>Combi</b>	8	150	32	-	-	-	-	-	-	-	-	-	-	-	-	8	150	32	-	-	-
<b>LNG</b>	16	269	159	-	-	-	15	250	141	1	19	18	-	-	-	-	-	-	-	-	-
<b>LPG</b>	10	156	74	3	72	37	5	58	28	-	-	-	1	17	8	1	10	1	-	-	-
<b>RoRo</b>	37	120	85	-	-	-	15	101	73	3	5	4	2	4	3	3	4	2	14	6	3
<b>Dry Cargo</b>	103	1,091	458	-	-	-	41	366	187	55	682	248	6	40	12	1	3	1	-	-	-
<b>Support Vsl.</b>	4	79	41	-	-	-	4	79	41	-	-	-	-	-	-	-	-	-	-	-	-
<b>Other</b>	22	171	48	4	65	23	7	68	24	3	23	-	3	3	0	-	-	-	5	12	-
<b>Total</b>	744	9,677	4,095	96	1,772	886	260	3,779	1,763	199	2,924	1,046	82	690	230	48	444	145	59	68	25

The Charter cover report illustrated below shows the value (in USD/day terms) of charters that expire in a given time frame. For example in the first quarter of 2009 charter cover of \$41,000/day will expire – a total of 2% of the expiring charter cover over the next three years.

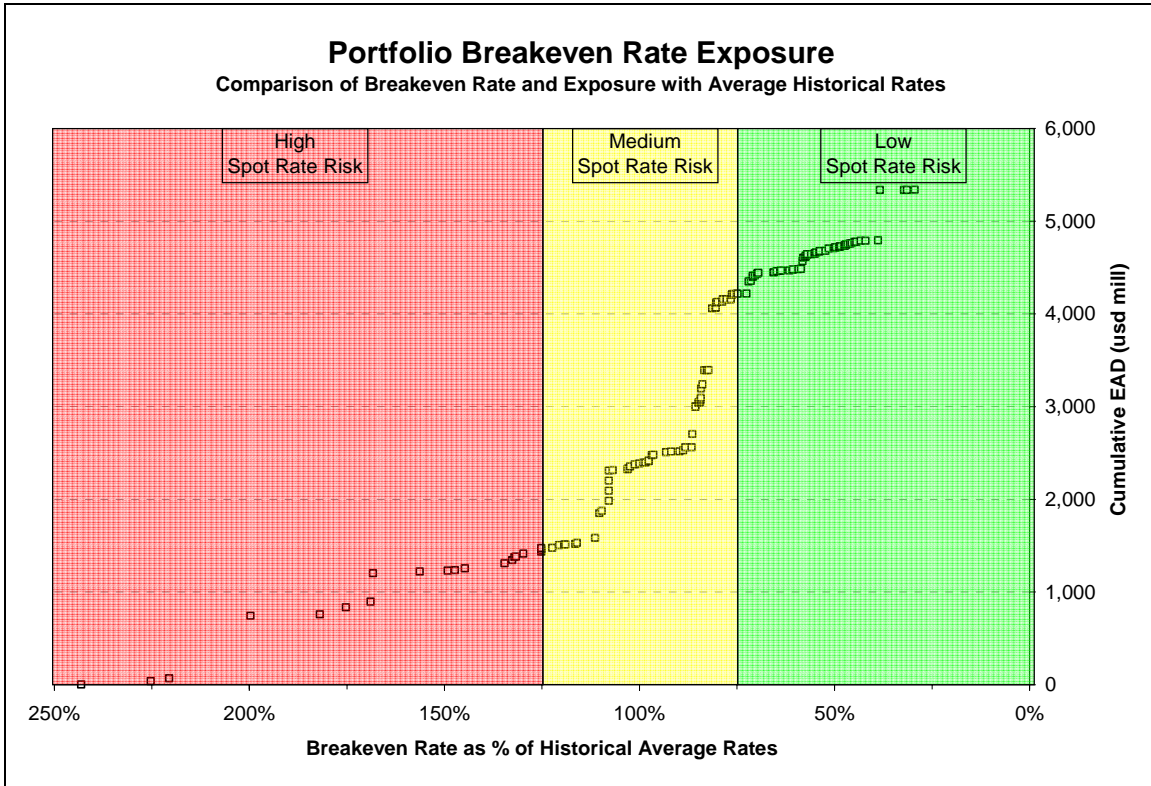
Users can refine this report in several ways using the Marsoft reporting system. For example, individual charters can be retrieved including the name of the charterer and the charter rate, the report can be narrowed to include only specific vessel types, and/or segregated to show expiration by deal-specific (charter rate, charterer, vessel type, etc.).

<b>Charter Cover by Expiration Date</b>		
<b>Groups</b>	<b>Total Charter Hire</b>	<b>% of Charter Cover</b>
LastCharterDate > 1/1/2009 LastCharterDate <= 4/1/2009	\$ 41,000	2%
LastCharterDate > 4/1/2009 LastCharterDate <= 7/1/2009	\$ 44,366	2%
LastCharterDate > 7/1/2009 LastCharterDate <= 10/1/2009	\$ 143,415	8%
LastCharterDate > 10/1/2009 LastCharterDate <= 1/1/2010	\$ 209,220	11%
LastCharterDate > 1/1/2009 LastCharterDate <= 1/1/2010	\$ 438,001	24%
LastCharterDate > 1/1/2010 LastCharterDate <= 1/1/2011	\$ 203,314	11%
LastCharterDate > 1/1/2011 LastCharterDate <= 1/1/2012	\$ 30,000	2%
LastCharterDate > 1/1/2012	\$ 710,778	39%

## Portfolio Stress Testing

Stress testing is an important aspect of portfolio management. The Marsoft portfolio management and reporting system supports several types of stress tests and the reports can be customized to meet individual bank requirements.

One critical test is the exposure of the bank to a decline in the spot market. The charter run-off table above illustrates one aspect by which that risk can be assessed. The Breakeven Rate Exposure shows another risk perspective.



The Breakeven Exposure chart ranks the portfolio from highest to lowest spot market exposure, with exposure measured as the ratio of the breakeven rate to the average historical rate benchmark. (By this measure a value of 100% indicates that the breakeven rate is equal to the average historical rate.

The chart also shows the projected range of spot rates over the next 12 months.

In this particular example the chart highlights the need for confidence in the charters that are linked to the high breakeven rate projects, and the financial resources of the owners of those ships.

Similar analysis for loan-to-value, customer, charterer, rating, and other dimensions are readily available.