OMB 3048-0013
Expires 11/30/2028

LARGE AIRCRAFT TRANSACTIONS

1. **Credit Information.** The information requested in this section is generally required for all applications. If the airline is a repeat customer of EXIM, much of the historical financial and operating information may already have been provided to EXIM, and additional information could be limited to updating the existing information. In this situation, please contact the Transportation Division to discuss the possibility of limiting the amount of information required by EXIM. If any of the information listed in this section is not obtainable, EXIM can discuss other options for credit analysis with the applicant.

   a. Description of each business segment of airline operations (passenger, freight, maintenance, catering, and other related businesses), and the portion of revenue and operating profit attributable to each segment. Include details regarding future strategic plans.

   b. Present and projected route structure, including basis for selecting new or expanded routes.

   c. Identification of major geographic markets and description of competitive position, market share, and strategy regarding competition, yield management, and cost control in each market. Include the airline's marketing plan and details of affiliations and partnerships with other carriers.

   d. Airline history and ownership, and background data on senior management/directors.

   e. Description of Airline's use of technology to assist with operations, including revenue management, on-line booking engines, fleet maintenance tools, and frequent flyer programs.

   f. Present and projected fleet and description of maintenance capabilities.

   g. If the Airline is sovereign-owned, a description of the relationship between the sovereign and the carrier.

   h. A summary of outstanding debt obligations and available credit facilities and a description of any policies with respect to foreign exchange risk or jet fuel hedging.

   i. The operating statistics listed below or similar statistics containing the same general information for the most recent three years and, if available, up to five years. Proved the listed statistics for domestic and international operations, as well as for geographic region or route type and each business segment.

ASKs (Available Seat Kilometers)	Load Factors
ATKs (Available Ton Kilometers)	Yield (passenger and cargo)
RPKs (Revenue Passenger Kilometers)	Aircraft Utilization Rate
RTKs (Revenue Ton Kilometers)	Number of Employees
Operating Expenses per Available Seat Kilometers	

   j. Audited balance sheet, income, and cash flow statements and annual reports for the three most recent fiscal years, and interim statements for the most recent period, if applicable. Annual statements must be prepared in accordance with international accepted accounting principles and audited in accordance with international standards.

   k. Moody's, Fitch, or Standard & Poor's ratings, if available.

2. **Product Information.** The information requested in this section is generally required for all applications.

   a. Contract price of aircraft, net of all credit memoranda and other discounts extended by the suppliers of the airframe, engines, and other components.

   b. Amount of buyer furnished equipment (BFE) included in the contract price, description of BFE, and location where BFE will be installed.

   c. Reason for purchase (replacement or expansion of fleet), proposed routes the aircraft will be utilized on, and the aircraft LOPA.

   d. List of aircraft the airline intends to take delivery of in the next twelve months, including details regarding how the airline intends to finance each aircraft, including and ECA support.

e. Lender's detailed term sheet of proposed financing structure (*not required for Preliminary Commitments)*. Include relevant information on the special purpose company (SPC) for lease structures, including the domicile and proposed ownership of the SPC. If a tax lease structure is contemplated, include a description and flow chart of the proposed tax lease structure.

3. Financing Structure and Security. EXIM retains final approval with respect to the financing structure of each EXIM supported aircraft financing. EXIM aircraft financing structures must be in accordance with the OECD Arrangement 2011 Aircraft Sector Understanding, which entered into effect on February 1, 2011 (the "2011 ASU"). The 2011 ASU sets forth the maximum financing terms that can be offered to an airline by EXIM, as well as a market-reflective risk premium that must be charged for each transaction. The standard EXIM commercial aircraft transaction is structured as a guaranteed loan to a special purpose company with a full payout finance lease between the special purpose company and the airline. The special purpose company must be established in a jurisdiction acceptable to EXIM.

For government-owned airlines, EXIM may require some level of government support up to and including a sovereign guarantee depending up on the analysis of the airline's credit. For all large aircraft transactions, EXIM will require that a valid and enforceable lien be placed on the aircraft to be financed. In addition, EXIM may require additional mitigants in the financing structure to comply with the terms of the 2011 ASU. Such risk mitigants could include, but are not limited to, a reduced repayment term, a higher cash payment, or a cash security deposit.

If EXIM has no prior or recent experience with asset-based structures in the airline's country or if the laws pertaining to registration and mortgages have been amended since a previous EXIM-backed transaction, the airline will need to provide information regarding aircraft registration and mortgage laws. Please contact the Transportation Division to determine if EXIM has recent or prior experience in the airline's country. Supplemental information on these issues may be required during the processing of the application and EXIM may ask the applicant to pay for outside counsel or consultants selected by EXIM to research particular issues and provide information on how mortgages, other security filings, insolvency, and related maters are handled under the domestic legal system. Include with the application any additional information that may facilitate EXIM's determination of whether the financing parties can acquire effective security over the financed assets that would prevail over competing claims.