

Customized Yacht Financing

Financing a special and unique asset



CREDIT AND LENDING



To help pursue your yacht ownership goal, the specialists at Merrill Lynch Wealth Management and Bank of America draw upon three strengths: in-depth knowledge of the marine industry, experience in wealth management and the extensive resources of a leading financial institution.

A yacht is a significant purchase — one that requires considerable knowledge in both the acquisition and financing processes. Whether you are searching for the right craft, constructing a new one or having your current yacht refitted, the marine division at Bank of America can help you achieve your objectives with a customized credit solution aligned with your ownership structure and cash flow. We have helped hundreds of individuals acquire marine vessels and offer you the benefits of this experience.

The marine division can offer you:

- In-depth knowledge of the industry
- Financing solutions designed around your needs
- All the resources of one of the world's most respected financial institutions

Consultation and guidance

Our marine specialists are seasoned veterans in the yacht business. Their experience in both customized yacht financing and addressing the intricacies of the purchasing process provides them with an understanding of the key players in the market, including builders, brokers, surveyors, legal, insurance and other industry professionals. And our marine specialists have an in-depth knowledge of the product offerings in the yacht market.

They will work as your specialized consultants to guide you through the process of purchasing and owning your new yacht. We understand that buying a yacht should be a pleasure, and we want to help you move seamlessly through your buying experience.

To find out how our innovative financing solutions can save you time and money, contact:

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See back page for important information.

Merrill Lynch Wealth Management makes available products and services offered by Merrill Lynch, Pierce, Fenner & Smith Incorporated ("MLPF&S"), a registered broker-dealer and member [SIPC](#), and other subsidiaries of Bank of America Corporation ("BAC").

Banking products are provided by Bank of America, N.A., and affiliated banks, members FDIC and wholly owned subsidiaries of BAC.

Investment products:

Are Not FDIC Insured

Are Not Bank Guaranteed

May Lose Value

A resource for first-time buyers — Our specialists will walk you through the process, incorporating a team approach with your tax advisor and other experts — such as an accountant or lawyer — whom you rely upon to assist you to set and execute your tax and investment strategies. By addressing your needs collaboratively, these professionals can work to help you effectively manage your overall picture. Where appropriate, we can refer you to industry professionals who can provide you with the advice you will need to make informed decisions on these important issues.

We also can pass on valuable insights we have gained through clients who have shared their experiences as yacht owners. Their insights can help you decide whether to buy an existing yacht or construct a new one, offer your yacht for charter, and how to handle crew issues.

Structuring an appropriate loan — Just as a yacht reflects your lifestyle, so should its financing structure. Our specialists will talk with you about your unique financial needs to help determine a loan structure that works for you.

With customized repayment options, loan terms and amortization schedules, we offer considerable flexibility in structuring credit. Alternatives run the gamut from the simple to the more sophisticated, such as incorporating an interest rate swap as a risk management strategy or implementing a currency hedging strategy for your foreign construction project.

Registering your yacht — Many of our clients choose to register their yachts in a foreign jurisdiction. The reasons are many and include tax considerations, crew hiring and estate planning issues. Our goal is to ensure that you have all the information you need to make the decision that best fits your needs.

Building a custom yacht versus buying a completed yacht — Construction projects require an added level of expertise and knowledge. We can provide construction financing for many of our clients, working with them on both U.S. and foreign projects. We will be able to share with you multiple perspectives based upon our knowledge and years of experience in working with clients, shipyards, surveyors and brokers.

Our marine specialists have assisted clients on financing projects in the U.S. and abroad. We've visited many of the shipyards, so we have a firsthand understanding of the construction process and considerations involved in building a yacht designed just for you. We've participated in financing projects ranging from small in size to very large, multimillion-dollar projects.

We also can provide guidance on how to manage your currency risk, offering solutions such as multicurrency loans or currency forwards that enable you to match the purchase of the local currency to your milestone payments.

The resources of a leader

In addition to customized marine financing, Bank of America delivers access to sophisticated credit capabilities and a depth of resources, expertise and capital strength that few financial institutions can match. The critical dimension we bring to this relationship is a high level of personal service, because you work with one knowledgeable specialist who seeks to ensure that your credit strategy effectively complements the other key components of your wealth management strategy. Our yacht loan product offerings include traditional term loans for the purchase of new or pre-owned yachts, refit loans, bridge loans, and construction loans. We can work with you to offer a loan structure that is specific to your financial situation.

A shared commitment to putting our clients first

The banking strength of Bank of America and the investment insights of Merrill Lynch can help provide a breadth of financial solutions, global reach and personal service. For our clients, this means access to a more comprehensive suite of products, services and experience than ever before. We believe no other institution is better equipped to help clients.

As always, our clients are our first priority, and we are committed to helping you benefit from the financial power of our combined organization.

Certain programs, loans, products or services may not be available in all jurisdictions and are subject to change without notice.

Credit facilities may be provided by Bank of America, N.A., Member FDIC, or other subsidiaries of Bank of America Corporation, each an Equal Opportunity Lender. All loans and collateral are subject to credit approval and may require the filing of financing statements or other lien notices in public records. Asset-based financing involves special risks and is not for everyone. When considering an asset-based loan, consideration should be given to individual requirements, asset portfolio composition, and risk tolerance, as well as capital gains, portfolio performance expectations and investment time horizon. A complete description of the loan terms will be found in the individual credit facility documentation and agreements. Clients should consult with their own independent tax and legal advisors.

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