

Caterpillar Repower Solutions



The Decision To Repower

Whether you need to repower a towboat, fishing vessel, tug boat, or an ocean-going supply boat, Caterpillar Marine Power Systems has the right repower solution for you. Working with our worldwide dealer network, we are here to develop a custom solution for you and to support your marine repower needs, no matter how large or small. Together with Caterpillar Financial Services Corporation, we are able to combine engine financing, vessel financing, and custom product support solutions into a competitive financing package with flexible repayment terms.

There are many reasons why an owner chooses to repower a vessel. There are also many reasons why choosing Caterpillar Repower Solutions is a wise decision.

Product Line

Our world-class product line of high-speed and medium-speed engines enables us to offer Repower Solutions for:

- Output needs from 11 kW to 16,000 kW
- Main propulsion and onboard power supply, including emergency gensets
- Single or multi-engine installations and complete propulsion systems



ACERT™ Technology

ACERT™ Technology is the product of a \$500 million investment structured on the broadest product, application, and manufacturing base in the industry. No other marine engine supplier can draw on the breadth of our product line, combined with our own internal fuel systems, manufacturing capabilities, and internal electronic controls designs to create such a comprehensive, long-term emissions solution.

This strong background serves as the foundation for the building blocks of ACERT Technology:

- Multiple Injection Fuel Delivery
- State-of-the-art Electronics
- Refined Air Management
- Precision Combustion Design

The investment in ACERT Technology has paid off — Caterpillar has made landmark breakthroughs in the science of fuel combustion. ACERT Technology allows the combustion process to be shaped and managed with an extremely high degree of precision. The end result is a product line of marine engines capable of meeting the stringent emissions requirements currently in force, and providing a solid building block to tackle future emissions challenges.

The same features and benefits of ACERT Technology that enable Caterpillar to protect the environment also lend themselves to enhancing engine performance. Efficient combustion reduces engine wear and maximizes the amount of fuel energy applied to the propeller or generator. ACERT Technology drives the combustion system to pull the maximum amount of energy from each injection.

Cat Finance

Caterpillar Financial Services Corporation, a wholly-owned subsidiary of Caterpillar Inc., has been providing a wide range of financing alternatives for the complete line of Caterpillar machinery and engines, Solar™ gas turbines, and other related equipment and marine vessels for over 25 years. Caterpillar is committed to the marine industry and to our customers' business for the long term. The next time you are looking to repower your vessel(s) with any Caterpillar® and MaK™ Engine Product that is ordered through your local Caterpillar Dealer, let Cat Finance provide a financing solution at competitive rates with flexible repayment terms.

To qualify for financing, the following information is requested from the vessel owner:

- Completed and signed Credit Application
- Background information on Borrower and any Guarantors
- Business Plan describing entire scope of the project
- Detail of Ownership Structure
- 3 years historical and interim financial statements for Borrower
- 3 years financial projections on the project with detailed assumptions
- Current net worth statement of owner
- Copy of Certificate of Documentation ("COD") on existing vessel
- Current Marine Survey on existing vessel

Cat Finance will provide an expedited credit response within a few short days of the receipt of the required information. On certain transactions, other information may be requested in addition to the above requirements. Cat Finance reserves the right to approve the engine installation shipyard.

Customer Support for Caterpillar Marine Engines

Caterpillar Marine Power Systems has one simple goal: to exceed our customers' expectations by providing outstanding sales and service support in a professional and consistent manner.

When you choose Caterpillar, you receive our commitment to provide comprehensive sales and service support. Caterpillar Marine dealers have a variety of solutions to help you minimize your owning and operating costs, including:

- Customer Support Agreements (CSAs)
- Extended Service Coverage (ESCs)
- S-O-SSM Oil Sampling
- Remanufactured products

All of these offerings are customized specifically for you to provide the exact support you need to make the most of your investment.

You can rely on your Cat Marine dealer to deliver complete solutions wherever you are when you need support. Ongoing dealer education ensures that dealer personnel are always current on the newest marine products and programs.

To find your nearest dealer and to access the Caterpillar network, go to www.cat-marine.com or www.mak-global.com.



Caterpillar Marine Power Systems

Headquarters

Caterpillar Marine Power Systems

Neumühlén 9
22763 Hamburg/Germany

Phone: +49 40 2380-3000
Telefax: +49 40 2380-3535

Europe, Africa, Middle East

Caterpillar Marine Power Systems

Neumühlén 9
22763 Hamburg/Germany

Phone: +49 40 2380-3000
Telefax: +49 40 2380-3535

Americas

MaK Americas Inc.

3450 Executive Way
Miramar Park of Commerce
Miramar, FL 33025/USA

Phone: +1 954 447 71 00
Telefax: +1 954 447 71 15

Asia-Pacific

Caterpillar Marine Trading (Shanghai) Co., Ltd.

Rm 2309, Lippo Plaza
222, Huai Hai Zhong Road
200021 Shanghai/P.R. China

Phone: +86 21 5396 5577
Telefax: +86 21 5396 7007

Caterpillar Marine Asia Pacific Pte Ltd

14 Tractor Road
Singapore 627973/Singapore

Phone: +65 68287-600
Telefax: +65 68287-624

Cat Finance

Caterpillar Financial Services Corporation

2120 West End Avenue
Nashville, TN 37203
Phone: 615-341-8000
Telefax: 615-341-8588

<http://www.cat.com/CatMarineFinance>

email: CatMarineFinance@cat.com

For more information please visit www.cat-marine.com or www.mak-global.com

The Caterpillar logo consists of the word "CATERPILLAR" in a bold, black, sans-serif font. A registered trademark symbol (®) is located to the upper right of the word. A yellow triangle is positioned below the letter "A", pointing upwards.