SHIP PURCHASE PROCEDURES

1. **Identify a ship that best suits your requirements**
    a. Provide us with the Stock No. from the QPS, YachtWorld, YachtMarket web sites. **Example Stock No. S2001.**
    b. Provide us with the Name of the ship.
    c. Provide us with the IMO number of the ship.
    d. Provide us with the name of the web site where you have identified a ship that is of interest. QPS Marine Ships is able to provide just about every ship that is available for sale and numerous ones that are not currently available for sale, but can be made available for sale.
2. **Once you have decided on a ship to purchase**
    a. Authorize QPS to draft a non-binding LOI (Offer to Purchase) to the ship owner. The LOI will include your offering price and various terms and conditions. The LOI is not a contract and not binding, but demonstrates to the ship owner your serious interest in purchasing the vessel.
    b. We will prepare the LOI and send you a draft for approval and your signature.
    c. Once we receive the signed LOI back from you (the Buyer), we will forward it to the ship Owner/Seller, or their review.
    d. The Owner/Seller will respond to the offer within the reply date stated in the LOI.
3. **After LOI is presented to owner and Price and Terms have been agreed upon**
    a. Buyer should arrange for a visual inspection of the ship (usually a 4 to 6-hour tour of the ship). This is not a technical inspection, just a quick visit to see if you like how the ship looks.
    b. If you are not able to visit the ship an alternative would be a Zoom, FaceTime, or video tour of the ship.
    c. After the visual inspection and you decide to move forward with the purchase, we, or the ship Owner/Seller would prepare a MOA (the contract to purchase) the ship. This is a legally binding document and we strongly advise any potential Buyer to have the MOA reviewed by a Maritime Attorney.
4. **MOA (Contract to purchase)**
    a. The MOA will contain all the terms, conditions and price for the sale of the ship.
    b. Also contained in the MOA are: The required deposit, closing date, canceling date, etc.
    c. Singing of the MOA will require a deposit of between 10% and 20% to be paid within 3 business days of signing the MOA.

d. One very important term is the right of the Buyer to have a survey of the ship performed, at the expense of the Buyer. The survey would be performed by a competent surveyor and would take anywhere from 2 days to 7 days based on the size and complexity of the ship. Even if the terms of purchase are "As Is" we would advise Buyers to have a survey performed.

e. The surveyor will provide a Buyer with a written report of their findings. Based on the terms of the MOA and the findings of the surveyor, the next step would be for the Owner/Seller and the Buyer to go to closing.

The aforementioned is a brief overview of the process of buying a ship. The actual process is considerably more complicated and will require a more detailed explanation.