

WORLDWIDE EXPORT FINANCE MANAGEMENT



EXPORT ASSIST, INC.

is a leader in

WORLDWIDE EXPORT FINANCE MANAGEMENT

providing

CREDIT AND FINANCE SERVICES,

TAX ADVANTAGE PROGRAMS AND

EDUCATION AND TRAINING

FOR U.S. EXPORTERS

AND FINANCIAL INSTITUTIONS.

ABOUT EXPORT ASSIST



JOSEPH G. ENGLERT
Chairman & President

HEADQUARTERED IN SAN FRANCISCO WITH OFFICES IN NEVADA, ST. THOMAS (USVI), BERMUDA AND BARBADOS, EXPORT ASSIST, INC. PROVIDES **FINANCIAL HELP TO MAKE, SHIP AND COLLECT ON EXPORT ORDERS.**

WE CURRENTLY ASSIST MORE THAN 2,000 EXPORTERS NATIONWIDE, RANGING FROM SMALL- AND MEDIUM-SIZED COMPANIES TO 20 PERCENT OF THE FORTUNE 500 AND ONE-THIRD OF THE DOW JONES INDUSTRIALS.

Mr. Joseph G. Englert is the chairman and president of Export Assist. In 1989, utilizing his extensive experience in banking and international reinsurance, he created a trade finance service for U.S. exporters which he incorporated in 1992 as Export Assist, Inc. In addition to these services, he has worked with the U.S. Department of Commerce since 1993 and regularly teaches trade finance seminars for the Foreign Commercial Service Division, International Trade Administration and the Office of Import Administration. Mr. Englert is also hired periodically as an advisor to the U.S. Small Business Administration, Office of International Trade. In 1996, he expanded Export Assist's services by purchasing a licensed California commercial finance company to jointly fund export transactions with U.S. banks. His successful export finance activities resulted in an award from the California Technology, Trade and Commerce Agency. In 1998, he further expanded Export Assist's services with the purchase of several foreign sales corporation management companies, including BancOne International Services Corp., thereby making Export Assist the largest foreign sales corporation management company in the United States.

In 1999, Mr. Englert negotiated the first public-private partnership with **The Export-Import Bank of the United States**, the official export credit agency of the U.S. Government, to teach Export Assist's Export Lender Course to U.S. financial institutions nationwide. The Export Lender Course, created by Mr. Englert in 1998, contains the Trade T-System® methodology of export transaction cost and risk evaluation that is currently patent pending. In 2001, he purchased Exportware, Inc., a developer of proprietary export credit software, to give Export Assist an internet platform that provides the foundation for a suite of export credit services online. Mr. Englert continues to maintain the company's standing as an industry leader through the ongoing development of new products and online services to benefit U.S. exporters.



THE EXPORT ASSIST ADVANTAGE: FINANCIALLY POWERING THE FLOW OF EXPORT
TRANSACTIONS WITH REDUCED COSTS, INCREASED CASH FLOW AND TAX SAVINGS.

THE EXPORT ASSIST ADVANTAGE

In this global market, the opportunities are unprecedented and so are the challenges. It is important to know your export risks and costs, and to be cautious crossing borders without an export finance plan and knowledgeable partners.

GLOBAL MARKET PROFILE



Export Assist's strategic intent is to help create value for your export transactions by bringing them the competitive financial EXPORT ASSIST ADVANTAGE. We can assist you with your export finance plan and be an active partner in helping you obtain successful results.

SERVICES

With 188 currencies and 202 countries around the world, and each country having its own trading customs, banking system and political structure, the U.S. exporter needs financial help. Export Assist's successful strategy for helping is a combination of three core export finance services.

- Export Credit and Finance Services
- Export Tax Advantage Services
- Export Finance Education and Training

PLANNING

In this high-stakes, detail-oriented business of exporting, a minor mistake on a document can result in a lost shipment. A process misunderstanding can slow a delivery for weeks, and one small error can cost an exporter thousands, if not millions, of dollars. Having the right plan and the ability to execute it is critical.

BENEFITS

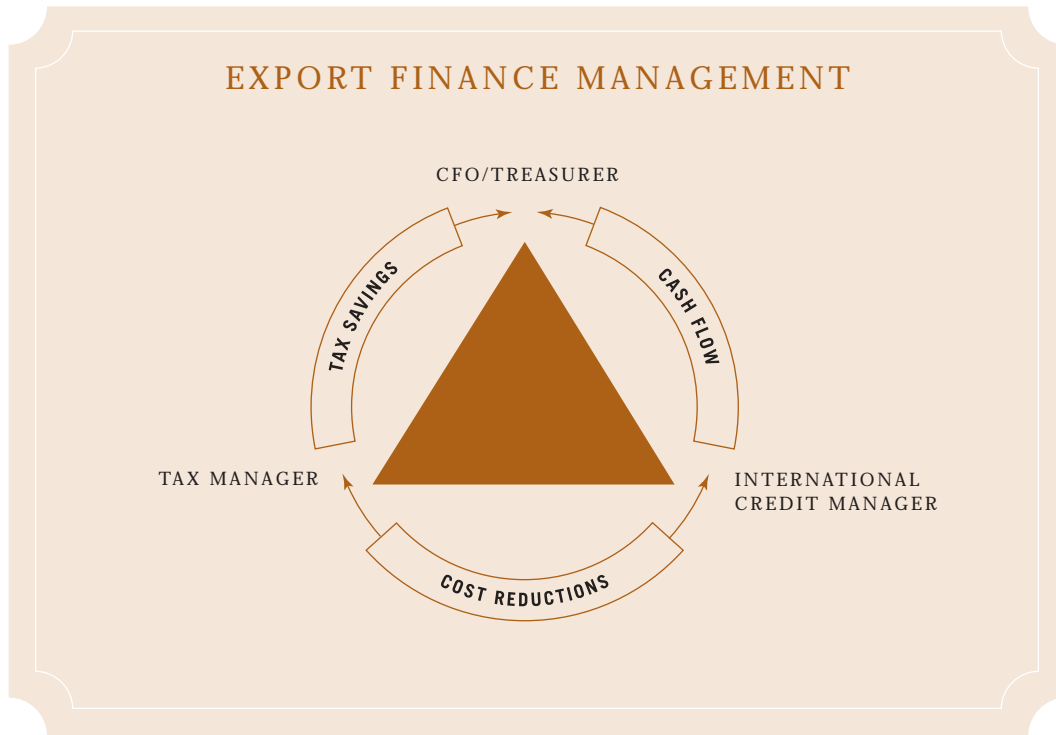
By using our Outsourced Export Credit and Finance Services and our Export Tax Advantage Services, Export Assist can help the exporter mitigate risk and manage export financing to successfully meet these global challenges with the following results:

- innovative solutions to reduce export finance risks
- reduced transaction finance costs
- streamlined export receivables collection
- lower daily sales outstanding (DSO)
- improved cross-border cash flow
- enhanced export tax savings, and
- ongoing compliance with export tax structures.

THE EXPORT ASSIST ADVANTAGE

MANAGEMENT

Whether you are the Chief Financial Officer, Treasurer, International Credit Manager or Tax Manager, when you work with Export Assist you receive proven, positive export finance solutions emphasizing three important elements: **cost reductions, cash flow** and **tax savings**.



The result is increased export profitability and efficiency that benefits you and your company on every transaction.

Export Assist has been helping U.S. exporters finance their overseas transactions for more than a decade. Even during the early 1990s when more and more U.S. banks closed their export trade finance departments and withdrew from international trade financing, Export Assist consistently enabled exporters to obtain working capital for their pre-shipment finance needs and buyer financing for post-shipment payment.



"Harris has always been happy with the high level of services provided by Export Assist. The office staff is competent, professional and friendly. We have never considered using anyone else."

HARRIS CORPORATION
MELBOURNE, FLORIDA

THE EXPORT ASSIST ADVANTAGE

Export Assist is a leading provider of export finance management services, working closely with you from the time you need money to make and ship export orders, to the time you collect and capitalize on your export tax benefits. We are able to do this successfully because our **people, technology, online access** and **systems** provide you with the value-added support services and strategic thinking required to meet today's export finance challenges.

PEOPLE

Our staff consists of dedicated, friendly and professional individuals who are knowledgeable about the products and services offered by Export Assist. The company makes a significant investment in their training, with an emphasis on needs analysis and evaluating customer options, to ensure you prompt and efficient service. By staying current on the latest regulatory changes, export finance products and funding structures, our staff is able to provide you with all of your export finance solutions.

TECHNOLOGY

Matching our excellent Export Assist staff with an ever-expanding, user-friendly interactive website, we are able to streamline the entire export trade finance process by using secure, web-enabled systems for pre-export financing and working capital, cost reduction and profitability analysis, together with qualification for and maximization of export-related tax advantages. This secure site provides continuity with a network of information, thereby helping to eliminate customer discrepancies and misunderstandings.

ONLINE ACCESS

In 2000, Export Assist pioneered the first customer internet access to the export tax compliance information on its secure interactive website, thereby setting in motion our plan for all export services to be available online. In January 2002, Export Assist built the foundation for this plan by becoming its own internet service provider (ISP) supported by Cable and Wireless Services worldwide. And in July 2002, our Letters of Credit document preparation and presentation service went online to ease the complex processing burden, reduce the cost and increase the cash flow for our customers who use export Letters of Credit to receive payment.

Exporter Services Online

The processing of your outsourced export credit services and export tax compliance account information is supported by our web-enabled transaction management technology. Using this secured site, authorized employees, executives and tax advisors can access your account records to easily and efficiently track our processing of your Letters of Credit. We are continually expanding this technology to enable online tracking of your short- and medium-term transactions, such as insured invoices, documentary collection and international promissory notes.

Professional Services Online

This is Export Assist's interactive web-based information site that provides legal and tax professionals access to the important export tax-advantaged management and compliance tools they need to help service their clients' accounts. In addition, this site keeps them informed about the latest legislative and code changes affecting U.S. exporter tax benefits.

WWW.EXPORTASSIST.COM

7

"We at Grant Thornton provide public accountancy and tax service to middle market companies up to \$1 billion in turnover. We find the services of Export Assist to be absolutely integral to providing all aspects of financial advice and services to our clients' export activities. Export Assist is proactive and creative in helping our clients maximize profits and cash flow from export operations."

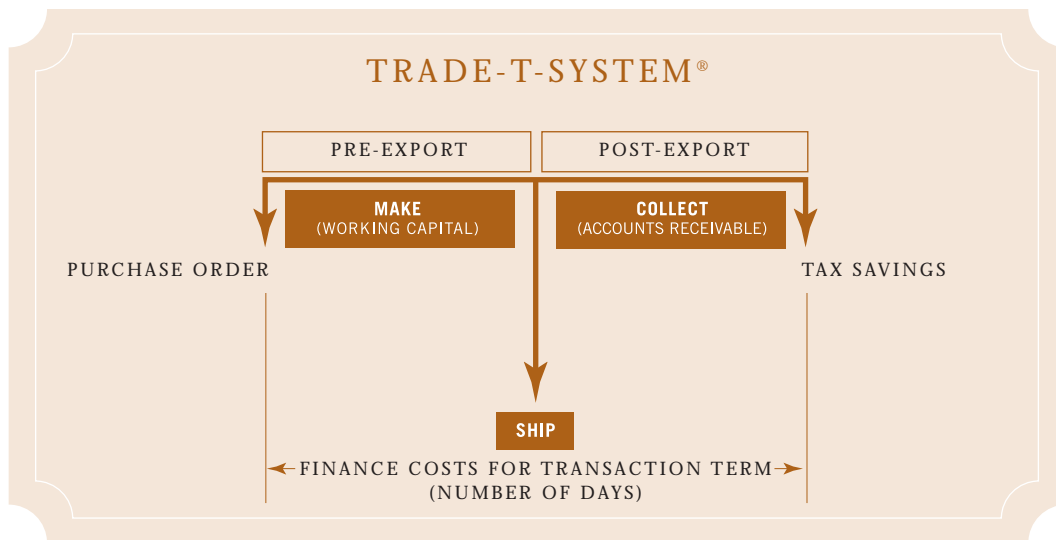


THE EXPORT ASSIST ADVANTAGE

SYSTEMS

The Trade-T-System® (patent pending) is a unique transaction cost, risk evaluation and pricing methodology created to help U.S. exporters and financial institution lending officers better understand, analyze and complete their export finance transactions. This system can be used manually by the exporter and lending officer as taught in Export Assist's *Exporter Finance Course* and *Export Lender Course*, plus it will soon be incorporated into our website technology thereby enabling the evaluation of your export finance transactions quickly and correctly online.

The system uses the letter "T" as the foundation for understanding and analyzing the transaction term or number of days, and the pre- and post-export activity, as illustrated below.



Using the Trade-T-System®, you can effectively compile all of the relevant data in one inquiry session, easily recognize and evaluate loan criteria, assess export credit risks and determine a viable export finance solution. By reaching these financial decisions in a thorough and rapid manner, you are able to minimize the largest overhead expense of export financing – the time and resources expended on transactions that cannot be financed – and to maximize the potential profit of those transactions that are funded.

Our strategic goal is to have the Trade-T-System® online and accessible to both exporters and financial institutions, thereby providing for the first time a complete and powerful export transaction finance cost and risk evaluation management tool.

The Trade-T-System® tracks all of the net finance costs as a percent of each export invoice by market, region and in total, helping the exporter to manage price adjustments as costs fluctuate.



"For over eight years, we have worked with Export Assist, Inc. as a client. During this time, we have found Export Assist's staff to be very knowledgeable, professional, courteous, efficient and accurate in helping their clients achieve their export tax benefits. Export Assist's staff stay up-to-date on changes in export legislation and administrative regulations, and they are proactive in supporting the client in this respect."



EXPORT ASSIST DELIVERS THREE CORE SERVICES:

- EXPORT CREDIT AND FINANCE SERVICES
- EXPORT TAX ADVANTAGE SERVICES
- EXPORT FINANCE EDUCATION AND TRAINING

EXPORT CREDIT AND FINANCE SERVICES

Export Assist helps to provide working capital to make and ship export orders and collect on short- or medium-term buyer financing. Using our in-depth knowledge and expertise, we can enable you to:

- **arrange easier credit terms for buyers**
- **obtain accounts receivable financing for export invoices**
- **offer extended payment terms to buyers**
- **securitize export finance assets**
- **establish a new credit line for export working capital, and**
- **get additional money for export purchase orders.**

Our Export Credit and Finance Services include:

OUTSOURCED EXPORT CREDIT SERVICES

Export Assist's Outsourced Export Credit Services help the exporter to structure and manage buyer financing. Acting like your international credit and treasury department, we assist you in getting paid for your export orders by providing and managing these export financing tools.

Short-Term Transactions

- Letters of Credit
- insured accounts receivable
- open account terms
- documentary collection
- factoring guarantees

Medium-Term Transactions

- medium-term promissory notes
- international leasing contracts

Outsourcing the above credit services to Export Assist allows customers to focus their resources on their business-critical activities while delegating export credit functions to reliable and experienced professionals. By combining several of these credit services, the exporter can create an entire outsourced export credit department.

SECURITIZED EXPORT FINANCE ASSETS

Export Assist can arrange to securitize certain export receivables using special purpose corporations for:

- accounts receivable sales
- medium-term notes discount, and
- Letters of Credit sale purchase.

EXPORT FINANCE STRATEGIC ADVISORY SERVICES

Based upon the qualifications of the exporter, Export Assist will work with various financial institutions to arrange export working capital financing with your bank or a recommended one, and structured financing for overseas buyers. Call us at Export Assist in San Francisco for a **free consultation** on any of your export transactions.



“WGA represents over 3,500 members in the California and Arizona fresh produce industry, many of whom export worldwide. Export Assist and their knowledgeable personnel are an integral part of the successful delivery of financing services to our membership.”

EXPORT TAX ADVANTAGE SERVICES

For years, Export Assist has been the industry leader in providing export tax advantage services to U.S. exporters and tax professionals by helping to design complete export tax plans, with or without an export entity, that can be customized to achieve the specific tax objectives of the exporter.

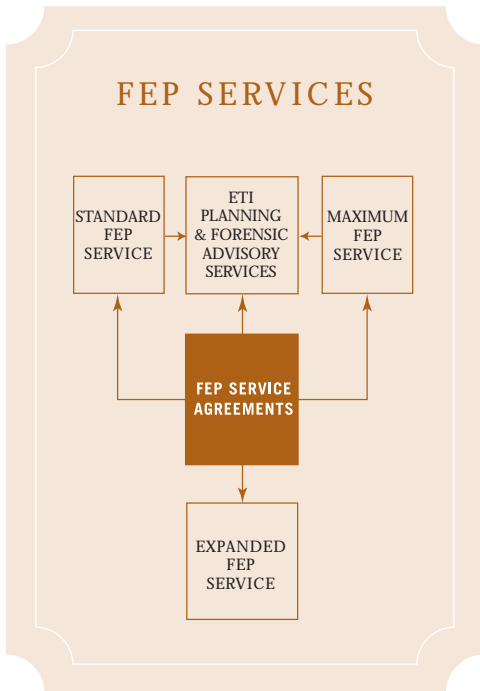
Based upon Federal regulations, U.S. exporters can exclude or defer a portion of their export profits from taxation. The excluded portion is allowed under the Extraterritorial Income Exclusion (ETI) Act of 2000. The deferred portion is allowed without the use of ETI and can be allocated to a special corporate export entity. The export entity's dividends are then paid to the shareholders and are taxed upon receipt unless the shareholders qualify for a full dividends-received deduction.

FOREIGN ECONOMIC PROCESSING (FEP)

Under the Extraterritorial Income Exclusion (ETI) Act of 2000, U.S. exporters with annual export gross receipts exceeding USD\$5,000,000 are obligated to perform certain Foreign Economic Processes (FEP) in order to be eligible for the tax credit. These FEP requirements, both sales activities and direct costs tests, must be met and can provide the foundation for Section 482 Transfer Pricing.

The **sales activities** tests relate to solicitation, negotiating and making of the contract.

The **direct cost** tests cover advertising and sales promotion, transportation, processing customer orders and arranging for delivery of the export property, assumption of credit risk, and determination and transmittal of a final invoice or statement of account or the receipt of payment.



FEP SERVICES

Export Assist performs all of the Foreign Economic Processes on behalf of the U.S. exporter or any export-related entity. The following four FEP Services provide both ETI compliance and related Section 482 Transfer Pricing activities.

ETI Planning and Forensic Advisory Services-documents the exporter's FEP plan to fulfill ETI compliance. Should the exporter miss any steps to comply before a tax year closes, Export Assist will analyze the activities concluded during the normal course of business and help them to comply.

Standard FEP Service-includes the basic or minimum amount of recorded sales activities and direct costs to comply with the U.S. tax code under ETI.

Expanded FEP Service-increases the number and volume of the activities performed when adding purpose to a business entity.

Maximum FEP Service-maximizes FEP to capture the highest ETI export income exclusion of 30% Foreign Sales and Leasing Income (FSALI) which provides the foundation for a Section 482 Transfer Pricing model to be used in conjunction with an export-related entity. Section 482 pricing can be expanded to include products in addition to the FEP-type services.

11

"For the past ten years, we have used the foreign sales corporation (FSC) management services offered by Export Assist. Their professional management, attention to details and experience-based recommendations have helped Kodak's FSC meet its foreign economic process and management requirements each year. When you export as much as we do, it is important to work with someone who is knowledgeable and reliable."



EXPORT TAX ADVANTAGE SERVICES

EXPORT ENTITY MANAGEMENT SERVICES

Export Assist offers full turnkey export entity management services to provide the exporter with the most tax-advantaged opportunities to defer export income without the Extraterritorial Income Exclusion (ETI) Act of 2000. These services are provided in our Nevada, St. Thomas (USVI), Bermuda and Barbados offices and consist of incorporation, yearly management services including all corporate and legal compliance and all Foreign Economic Processing and Section 482 services provided by the export entity.

Export entity management services are available for the:

- NEW U.S. Virgin Islands Export Corporation (VIEXC)
- Interest Charge-Domestic International Sales Corporation (IC-DISC), including
 - Foreign International Sales Corporation
 - Real Property Holding Company
 - Associated Foreign Corporation
- Long-Term Lease Foreign Sales Corporation, and
- Foreign Sales Corporation management for redetermination, amendment and dissolution purposes.

Publicly-Traded Corporations

The primary tax advantage for publicly-traded corporations is capturing 30% Foreign Sales and Leasing Income (FSALI) in order to garner the largest export income exclusion under ETI. Consideration should be given to deferring taxable export income by using the FSALI results without ETI as a Section 482 Transfer Pricing model in conjunction with the new U.S. Virgin Islands Export Corporation (VIEXC).

Privately-Held Corporations

The export tax advantages for shareholders of privately-held corporations include the tax advantages for publicly-traded corporations mentioned above plus the Interest Charge-Domestic International Sales Corporation (IC-DISC). With both the VIEXC and the IC-DISC, shareholders who receive a dividend are taxed only once at the personal level. Those shareholders who establish ownership of these entities through an IRA create an estate and/or retirement planning opportunity by having dividends paid directly into this IRA.

Our export tax advantage services do not in any way constitute legal or tax advice given by Export Assist, its staff, associates or consultants. Export Assist is an independent service provider which allows it to work with any bank, accountant or attorney without conflict of interest. In addition to our in-depth knowledge and close personal attention to client needs, Export Assist maintains standards of absolute confidentiality regarding all client matters. Should legal or tax assistance be required, the service of a professional advisor should be sought.



"ICI Americas Inc. has used Export Assist's Foreign Economic Processing and tax advantage services since 1992. We value their professional and friendly management, attention to compliance details and experience-based recommendations. Exporting is a major part of our business and they really know what they are doing."

EXPORT FINANCE EDUCATION & TRAINING



EXPORT LENDER COURSE,
EXPORTER FINANCE COURSE

Only one in three U.S. companies that could export actually do, according to the U.S. Department of Commerce, primarily because exporters are concentrating on their domestic business, lack the required information, or are concerned about the unknown. Over many years of helping U.S. exporters with financing, we at Export Assist have repeatedly experienced these last two reasons. Our marketing and customer service representatives devote at least half of their time to educating our customers: U.S. exporters, accountants and lending officers, providing them with knowledge about export finance products and techniques to improve risk mitigation, increase cash flow and reduce finance costs.

As this acute need for education and training became apparent, Mr. Englert was inspired to write and talk about the export knowledge and experiences that he had gained, some successful, some not so successful, but all highly informative and at times even humorous. He also became inspired to develop the Trade-T-System® (patent pending), a simple yet elegant methodology which enables the customer to

translate complex trade transaction information into an easily comprehensible, consistent format. His writings, lectures and methodology now serve as the foundation for his **Export Lender Course** and his **Exporter Finance Course**.

Our overall education and training strategic plan is to educate the exporter and export lending officer at the source of export working capital funding. With our experience in the financial institution marketplace, we have designed two comparable education and training courses, one for the lending institution and the other for U.S. exporters and their accountants, thereby helping to develop a common language resulting in increased availability and ease of export financing.

The training in all of our courses is individually designed for each client organization so its employees can achieve the working knowledge of export trade financing for the successful fulfillment of their jobs. Education and training programs are conducted one-on-one, in small or large groups, either at the client's office or off-site as appropriate.

THE EXPORT LENDER COURSE

How to Build a Profitable Export Loan Portfolio

This course is presented in partnership with **The Export-Import Bank of the United States**. Export Assist was the first private enterprise to work in conjunction with this U.S. government facility. This training course includes a comprehensive 228-page guidebook, a workbook, eight hours of audiocassette tapes and a video. It is offered in the following learning forums:

Self-Study Program

This is a practical and self-contained training course that details both the theory and practice of export finance. You designate the pace and order of study and Export Assist provides ongoing support. This essential and valuable training tool for export finance modeling is flexible, cost-efficient and highly informative.

13

"Your [Mr. Englert's] outstanding presentation was practical, client-focused, and relevant... Typical remarks by participants about your training were: 'J.E. did a great job tying everything together' and 'Joe was, without qualification, the best.' I am grateful to you for doing such a fine job."



DANIEL J. MCLAUGHLIN, DEPUTY ASSISTANT SECRETARY
INTERNATIONAL TRADE ADMINISTRATION, U.S. DEPARTMENT OF COMMERCE, WASHINGTON DC

ANCIENT GREEK COIN
Circa 270 ~ 240 BCE

EXPORT FINANCE EDUCATION & TRAINING

Train the Trainer Program

One of our qualified instructors will provide intensive training for your trainers coupled with our self-study program. This two-day course provides your institution with a cost-efficient method of training for entire departments in different geographic regions, plus it promotes bottom line profitability from your export-related transactions and their associated revenue.

Private Group Instruction

One of our qualified instructors will provide a one-day intensive training workshop designed specifically for your institution. In addition to our self-study program, the instructor will work with your personnel to help them successfully resolve their trade transaction problems.

THE EXPORTER FINANCE COURSE

How to Financially Power the Flow of Export Orders

This course helps exporters who are attempting to obtain financing to compile their own corporate data relating to their export financing needs, to present their plan to an export lending officer in a concise and complete manner, and to better evaluate the risk and cost of the financial plan presented back to them by the lending institution. The included Trade-T-System® enables the exporter to adjust prices per market as the finance costs rise or fall, thereby preserving profitability. This course includes all training materials and is offered in two learning forums:



Exporters Private Group Instruction

One of our qualified instructors will provide a one-day intensive training workshop designed specifically to fit the requirements of your export company. In addition, the instructor will work with your staff to help them resolve any export finance questions that they might have.

Accountants Private Group Instruction

Export Assist will provide a one-day intensive training workshop conducted by one of our qualified instructors that will emphasize cash flow techniques, risk mitigation, structuring of finance options and planning export tax advantages.

The Export Lender Course and Exporter Finance Course are designed to help the exporter and the lending officer determine a viable and profitable export finance solution, quickly and easily.



“U.S. exporters are fortunate to have available the uniquely comprehensive financial export services organization that Joseph Engler’s Export Assist, Inc. represents. It has been a pleasure watching him expand and diversify throughout the last decade – and it’s still happening. I can only add that as the former owner of an export trading company for over 20 years, I wish Joe and Export Assist had been there when I was.”

CONTACT INFORMATION

HEADQUARTERS

EXPORT ASSIST, INC.
44 Montgomery Street, Suite 1305
San Francisco, CA 94104 USA
Tel: 800-894-8366 (toll free)
Tel: 415-398-1446
Fax: 888-894-8366 (toll free)
Fax: 415-398-6764
E-mail: info@exportassist.com
Internet: www.exportassist.com

OFFICES

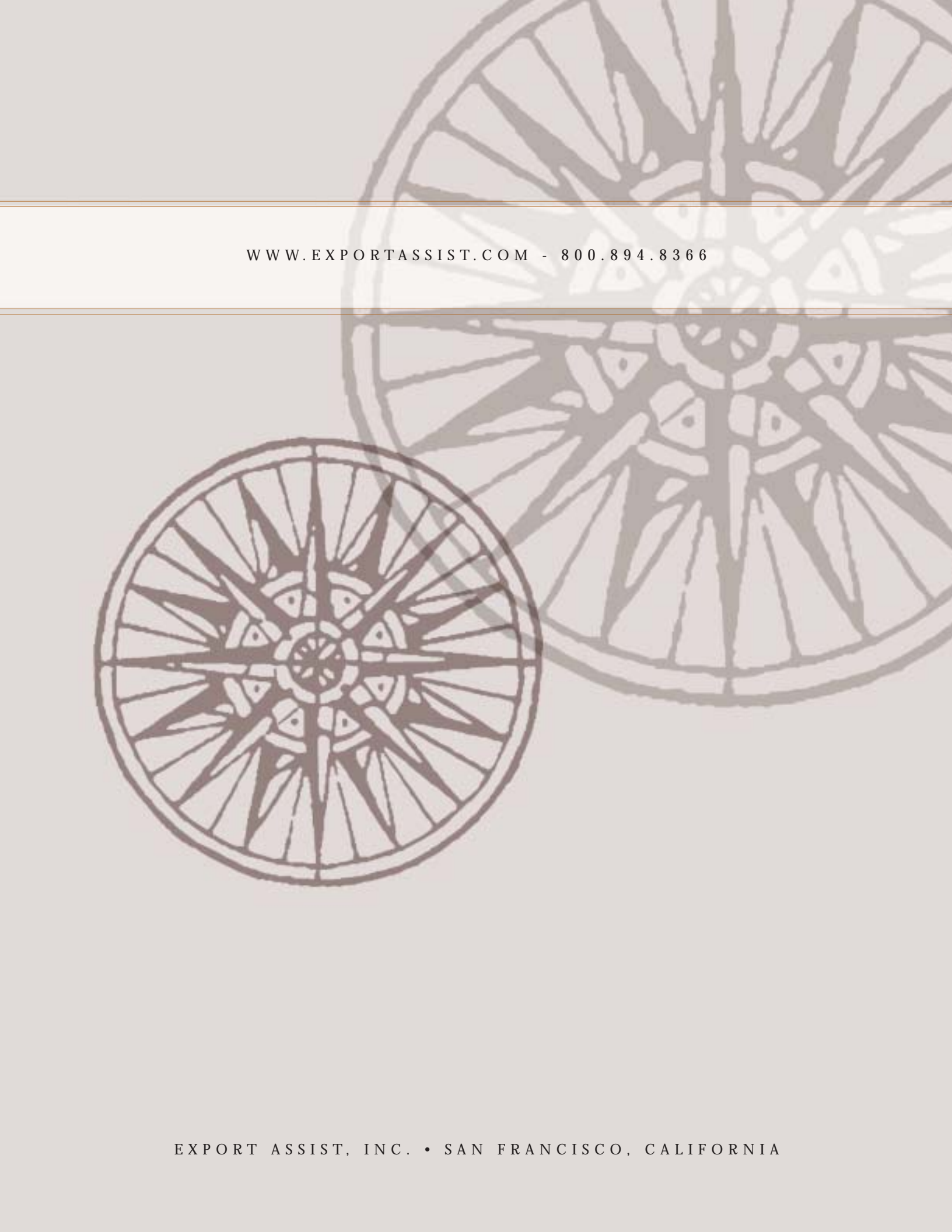
**EXPORT ASSIST
INTERNATIONAL, INC.**
1802 North Carson Street, Suite 212
Carson City, NV 89701 USA
Tel: 775-883-0909
Fax: 775-883-0155

**EXPORT ASSIST
INTERNATIONAL
SERVICES CORPORATION**
5144 Dronningens Gade, Suite 300
P.O. Box 8560
Charlotte Amalie, St. Thomas
USVI 00802
Tel: 340-774-7060
Fax: 340-776-8646

**EXPORT ASSIST
(BERMUDA), LTD.**
The Continental Building – Penthouse
25 Church Street
P.O. Box HM 2005
Hamilton HM HX, Bermuda
Tel: 441-292-1520
Fax: 441-292-7081

**EXPORT ASSIST
(BARBADOS), LTD.**
Whitepark House
White Park Road
P.O. Box 806E
Bridgetown, Barbados
Tel: 246-427-8716
Fax: 246-426-8913

For details about the antique coins in this brochure, please visit our website at WWW.EXPORTASSIST.COM.



WWW.EXPORTASSIST.COM - 800.894.8366

EXPORT ASSIST, INC. • SAN FRANCISCO, CALIFORNIA