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## **Confidential**

Professional group Arrangements Pilot Desk

ReferencePhoneFaxDateF.C. Schoenmakers020-6298870020-38323108 November 2012

Re: Adjustment of criteria as of 1 January 2013

Dear Mr. [blacked out],

In addition to our letter of 7 August 2012, we shall further tighten the criteria that ABN AMRO applies to the granting of credit for students of the training institutes. The reason for this is the rising number of unemployed prospective commercial pilots.

As of 1 January 2013 the following criteria will be added:

- As soon as the number of students on the waiting list of your training institute is higher than 10, the following rule applies: A new student will only be eligible for a loan when two students have been placed. Before the presentation orthe talk between the student and ABN AMRO you will send an overview of all placed students to pilotendesk.arrangementen@nl.abnamro.com.
- Only the training costs and interest will be eligible for financing during a period of 30 months. Other costs, such as rent, living, insurance premiums etc. will no longer be financed by ABN AMRO. Therefore the student will have to pay these costs out of his/her own resources. Furthermore, 6 months after the student has graduated, he/she will also have to pay the interest costs entirely out of his/her own resources.

We assume you will take these criteria in consideration for the acceptance procedure of your students.

Kind regards,

ABN AMRO Bank N.V. Department of Professional Group Arrangements

[signature]

F.C. Schoenmakers