

# OWNER BENEFITS

*NAVIGARE YACHTING*

EXPERIENCE TOGETHER



*Dear Sir/Madam,*

*Thank you for being interested in a yacht investment with Navigare Yachting. Below we have listed the owner benefits of having a yacht in our program.*

*We hope that you'll find this information helpful in your decision of being a future Navigare investor/boatowner.*

## **OWNER BENEFITS**

### *HOLIDAY PROGRAM*

Choose between spending your holiday sailing at one of our worldwide destinations, in a luxury villa in Italy or Thailand or maybe rather in a skiing resort in the Alps. You may also book extra weeks on short notice at any same sized yacht, provided that the boat is still available.

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### *REVENUE*

Navigare offers to rent out the boat for at least 6 seasons (+ optional 4 seasons) but as financier you have the option to withdraw the boat from the fleet at the end of each season.

The return is guaranteed.

Fixed: The annual return is set between 9-13% depending on which boat you choose.

Flexible: The annual return of 9-13% is based on a 21-week rental period and depends on the type of boat, country and rental agreements. Part of the return is fixed and part of it is flexible.

The set-up is designed so that Navigare and the financier equally share the income, but the financier is always guaranteed 4-8% return. The financier may also book the boat for another four weeks on short notice, provided that the boat is still available.

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### *OPERATING EXPENSES*

All expenses are covered, including dockage, insurance and operating expenses.

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### *PROFESSIONAL MAINTENANCE & PHASE-OUT*

Each of our boats has a service book in which all servicing is logged. For every boat a generous sum is reserved for maintenance, which in combination with the Swedish influence at our destinations, ensures high standard and an increased resale value. Detailed information on the service plan can be found in the sales agreement. The normal duration of a charter period is 6-7 years. However, because of the high quality we deliver, we enable you to prolong that period to up to 10 years on your original programme. You also have the possibility to change base for your yacht during the charter period.



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## *FINANCING & SECURITY*

As financier you lend 100% of the boat's purchase price to Navigare Yachting in the country where the boat is to be docked. The security of the loan serves as a deposit in that country's register of shipping. This is the best security available. This deposit makes it impossible for Navigare to pledge, raise a loan or sell the boat, or to change its registration without the authorization of the pledgee. No creditor other than the financier can lay claim to the boat since the deposit entitles the financier to lodge the first claim.

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## *DURATION*

This programme, covers 6 years plus additional optional 4 years.

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## *BROKERAGE SUPPORT/BAIL-OUT*

Once the contract period comes to an end, Navigare will assist you whether you decide to keep the boat or sell it. Should you wish to sell the boat, Navigare can assist you with the sale of your boat through our boat brokerage service. In case you choose to invest in a new charter boat, Navigare can help you with the sale of the current one. Should you choose to bring your boat home, Navigare can organize the logistics, either in part or in full.

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## *YACHT BRANDS*

Hanse, Lagoon, Jeanneau, Beneteau or Bavaria.

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## *CONSTRUCTION*

Flexible with rebuild-pack. Please refer to Navigare's boat specifications for each boat.

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## *COUNTRY*

Croatia, Turkey, Greece, Sweden, Thailand and the British Virgin Islands (BVI).

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## *CONCIERGE*

As special service for all our investors we have a concierge who will assist you with booking your holiday and answers to all your requests.



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