



CHARTER PURCHASE & MANAGEMENT

Earn an income from
your new Lagoon...






Ancasta
MULTIHULLS

CHARTER PURCHASE
& MANAGEMENT

CHARTER OWNERSHIP

If you are thinking about keeping a new sailing yacht overseas, a charter management company can be a great way to contribute to your annual cost of berthing, insurance and maintenance. In addition to the obvious financial benefits a well-managed yacht will be maintained in "turnkey" condition so less of the owner's precious spare time is wasted in arduous maintenance and more can be spent enjoying quality time on the water.

So where do you start? There is already a minefield of overseas charter operators to choose from, with wildly varying attributes, and it can be difficult matching these to your specific requirements.

This new partnership has been created to help you, the yacht purchaser, choose both your yacht supplier and charter operator with confidence. We've carefully selected partners with reputations that have been built upon offering a completely bespoke service with owners and clients alike. Not only will our partners operate to the highest possible standards but we've been careful to select only those that are most likely to get the most from operating a Lagoon catamaran within their existing fleet of boats.

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WHO ARE WE?

This new programme stems from the understanding that Ancasta and its charter partners share the same values: excellent service is at the very core of what we do.

Ancasta has more than thirty years' experience in the sale of private and charter yachts and we are one of the world's most successful dealers of Beneteau sailing yachts and Lagoon sailing catamarans. We handle up to 1000 new and used yacht transactions each year throughout our European network of 18 offices.

Our charter management partners are highly respected small charter operators in the most attractive sailing destinations of the Mediterranean and Caribbean. They have built their reputations through close working relationships with their owners that confidently entrust the management of their new boat, often from thousands of miles away, with complete satisfaction.

A PERFECT SYNERGY

By working closely with our charter management partners, we've created an alliance which allows each party to focus 100% on what they do best. This means that you, the owner, can be secure in the knowledge that your investment is being safely and professionally managed by those best qualified to do so.

Our owners can enjoy some group member benefits that would not be available through single-base operators alone.





FLEXIBILITY

Our partners do not offer the guaranteed revenue programmes typically offered by other charter companies. Though popular for many, we feel these have too many pitfalls and restrictions in yacht choice, maintenance and owner use periods. With us, you can choose not only the layout and specification of your yacht but how much time you want to sail her each season. Of course these factors will determine the earning potential of your yacht, but ultimately the choice is entirely yours.

Our owners come from all walks of life. Some prefer to use their yachts a few weeks a year during low season periods, so as to maximise their yacht's earning potential. Other owners are semi-retired with plenty of spare time. Others have children and can only sail in the school holidays. Our charter operators are happy to let you decide what works for you and will advise accordingly. You are not locked in to a fixed system and you can change your sailing plans from year to year.

YOUR CHOICE OF YACHT

We can offer you any model in the Lagoon catamaran range, for purchase through Ancasta and operation in any of the areas represented with this brochure. Ancasta can supply purchase price estimates based on a typical package of options, safety gear and additional requirements to comply with charter regulations under the British flag. Charter popularity will vary according to the type and layout of yacht and the current makeup of the operator's fleet. Recognising that full occupancy may not be your primary concern, you are free to choose the model, layout and options that best suits your own specific needs. Regardless of this, before you finally decide to go ahead you will receive an honest appraisal of your chosen yacht's charter potential direct from the operator concerned.



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HOW DOES IT WORK?

It's simple. First, ask Ancasta for their standard charter yacht price guide, or ask them to quote or advise if you have any specific equipment in mind. Tell us how much time you would like to spend on board each year, and roughly when, and one of our operators will revert with cost and revenue estimates.

Draft purchase and management agreements are available to view on request.

AT THE END OF AN AGREEMENT

Should you wish to sell at the end of your charter term, Ancasta can offer a brokerage service at a discounted rate.

THE FUTURE

The obvious benefits of this alliance has attracted such a high level of interest from owners that we'll shortly be adding a number of additional charter management partners in prime locations across the world. Whilst our existing partners are located in some of the world's best cruising destinations we're keen to build a worldwide network of partners that offers you, the yacht owner, a level of choice to suit all your cruising preferences.





BENEFITS SUMMARY



New Lagoon sailing catamarans: innovative, low running costs and highly practical and commercial for charter operations. Priced ready to charter.

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Ancasta International Boat Sales: 30 years' experience of selling up to 1000 new and used boats a year to private individuals and charter businesses all over the world.

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The **best standards** of yacht and owner care in the business.

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Reciprocal Use: New owners can enjoy the occasional use of other owners' yachts in different bases at highly preferential rates.

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Charter Revenue: Having carefully selected charter partners that are best suited to the Lagoon Catamarans range we believe we offer the best all-round charter investment product anywhere.

INCOME AND COST ESTIMATES

The following estimates are based on a 4 cabin version of the Lagoon 400. Estimates for other Lagoon models, layouts and locations are available on request.

| BASED IN | Palma, Mallorca | Road Town, British Virgin Islands |
|--|-----------------|-----------------------------------|
| INCOME | | |
| Number of weeks' occupancy per annum, allowing for 3 owner weeks mid season | 20 | 20 |
| Average weekly rate, net of agents' fees and discounts (ex VAT) | € 3,300 | \$ 6,100 |
| Total revenue | € 66,000 | \$ 122,000 |
| Charter company share of revenue | (20%) € 13,200 | (30%) \$ 36,600 |
| Total Income | € 52,800 | \$ 85,400 |
| ANNUAL ESTIMATED COSTS (inc VAT) | | |
| Berthing | € 10,400 | \$ 6,720 |
| Local charter licence | € 550 | \$ 600 |
| Annual charter insurance | € 2,500 | \$ 10,400 |
| General charter related maintenance, servicing and out of season layup costs | € 3,500 | \$ 16,295 |
| Turn around fees | - | \$ 11,000 |
| Total Estimated Costs | € 16,950 | \$ 45,015 |
| NET ANNUAL INCOME | € 35,850 | \$ 40,385 |

The above is for illustration purposes only. Income and costs will vary according to the market. Please ask for a draft management agreement for detailed terms and conditions.

