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## Yacht Share and How It Works

### Economical and easy Yacht Ownership

A yacht is quite an expensive piece of lifestyle equipment. A comfortable, easy to handle 40-42 foot yacht with enough accommodation for the whole family would typically cost approximately \$390,500. To calculate the true cost of ownership you must include the initial capital investment, plus the opportunity cost if paying in cash, or interest paid if the boat is financed. (Opportunity cost is the amount of interest you would have received if you invested the money instead of buying a yacht.) With syndicated ownership, the capital required for all the benefits of owning a 39-41 foot luxury yacht is as low as AUS\$39,500 per 10% share.

### Cost-effective boat ownership

For example, a Dufour 390GL would attract an all-inclusive maintenance contribution of around \$5,700 per year (incl. GST). Our yacht owners own their yacht, and at the same time saving approximately 90% of the normal costs that come with yacht ownership – and still use the yacht a generous 33 days per year as a minimum. If the yacht is available (i.e. not booked) then any owner can use it on a stand by basis. Most people don't use the yacht this many days even if they own 100%.

### How many days are allocated to each owner and how do I book in?

Each owner of a share in a yacht is entitled to a certain minimum number of days usage of the boat per year. For example:

10% share = minimum 33 days per year

20% share = minimum 67 days per year

Additional days are available on a stand by basis

### A Simple and Easy to Use Booking System

Owners can book their days up to four months in advance and still have complete flexibility: Bookings can be changed (i.e. in bad weather situations) without penalty or limitations. Bookings are made conveniently over the internet at any time of day. Each day you booking is guaranteed for you, and your yacht will be ready for pickup at 9am. Overnight usage is possible if two or more consecutive days are booked. You can book single days or extended holiday periods. Standby days are also available for weekday and weekend bookings.

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## **Sydney By Sail will take care of all yacht maintenance and arrangements.**

Yacht ownership not only costs money. It can also mean spending more time maintaining and repairing the yacht than enjoying the sailing. It is never ending, but a yacht that is not well maintained will depreciate even faster than necessary. The syndicated yachts are professionally maintained throughout the ownership period, with focus on detail and value conservation. This service is perfectly suited for our busy lifestyles, where most people are time poor but still want the sailing lifestyle without the commitment. Sydney by Sail takes care of all the operational aspects involved in yacht ownership, resulting in an all-inclusive walk-on, walk-off sailing experience.

## **What about the Legalities**

Sydney By Sail Yacht Syndication Program meets strict legal requirements and has full approval from Roads and Maritime NSW. The yacht is insured with full comprehensive insurance and legal liability. The Yacht is registered with Roads and Maritime for recreational use.

## **What happens when the yacht is sold?**

When the yacht is sold, the owners share in the net proceeds. You will only have paid for the true depreciation of your yacht, and our stringent management program will ensure that each syndicated yacht retains the maximum resale value. Our boats will typically depreciate by about 30% within a three year ownership period. Historically syndicate yachts are sold in a reasonably short time frame.

For Further information or to arrange an inspection of a syndicate yacht please contact

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