

CONSIDERING BOAT OWNERSHIP

NOW there is an affordable and enjoyable way to own a boat



SailTime™ Boat Owners enjoy a boat ownership program that combines regular sailing with high quality yacht management and peace of mind, all for significantly reduced financial cost when compared to traditional ownership.

SailTime Fractional sailing is an innovative approach to boating access and ownership that makes it easier, quicker and more economical for aspiring skippers to take the helm of a new boat.

Most people who own a yacht use it just 2-3 times per month and the cost of ownership is high: marina fees are \$600-\$1000 per month, monthly repayments can range from \$2500 to \$4000 then there are boat repairs and maintenance, insurance, cleaning.....the list goes on and on!

SailTime provides a proven, innovative and affordable approach to sailing. You can enjoy ownership of a highly specified, fully maintained luxury Beneteau yacht and earn income to offset your marine mortgage repayments at the same time. Using our experience of operating more than 60 bases with a fleet of more than 160 boats worldwide, we can offer a proven program that gets you on the water and makes financial sense.

Do you dream of owning your own yacht?

Through SailTime's Owners program all the operating, maintenance, berthing, insurance and cleaning cost are covered via the revenues generated through our membership/charter income. As the owner you receive all surplus funds generated. The boat will be berthed at your local SailTime base or a base of your choosing and you decide how much time you want to spend sailing subject to pre existing charter commitments.

SailTime PLUS opens up a world of possibility for SailTime boat owners!

As a SailTime Owner- you are automatically enrolled into our exclusive SailTime Global Access Program so that, in addition to sailing your boat in local waters, you can also access our global fleet of over 160 vessels in more than 60 bases worldwide throughout North America, Europe and Australasia.

No other ownership program lets you cruise and own your boat like this:

- The monthly payments you receive from us contribute/ offset your Marine Mortgage
- Your boat is berthed in a first class marina with all facilities
- Your yacht is professionally cleaned each month
- Our proprietary software handles scheduling and YOU GET TO SAIL as often as you like
- Through our professional Boat Management Program we oversee all inventory, maintenance and repairs
- We organise comprehensive insurance coverage designed specifically for SailTime
- We annually haul out your boat for hull cleaning / antifouling and engine service
- We provide you with a monthly detailed financial summary of your investment
- PLUS you get to sail at any of our 60 bases around the world
- Tax implications should be discussed with your Financial or Tax Advisor

All you have to do is enjoy sailing on your new fully equipped yacht.



We've tossed away the traditional ownership rule book. For more information call **1300 944 974** or visit **www.sailtimeaustralia.com.au**

 **SailTime**
Stop dreaming and start sailing now!

BOAT OWNERSHIP

Frequently Asked Questions



Q How many people own the boat?

A You will be the sole owner of the boat and have all the benefits of ownership without all the costs, time commitment and maintenance worries.

Q How much do I get paid?

A You earn a monthly income from the residual revenue and because of SailTime's unique membership program this is typically consistent across the year.

Q How long will SailTime keep my boat?

A SailTime will professionally manage your boat and cover all costs for 3 to 6 years.

Q Can I remove my boat from the program?

A Yes, with 9 months notice you can remove your boat from the program.

Q Can I put my existing boat into the program?

A We only put new or near new boats into our program. This gives a consistent quality experience to all our members worldwide.

Q Who maintains the boat, pays the marina fees, and pays the insurance?

A SailTime, on your behalf.

Q Then, what are my monthly costs?

A None. The Charter fees typically cover all costs and you enjoy the residual income.

Q If my local base were to go out of business where does that leave me?

A You would be offered an alternative base location to continue within the SailTime Program. Furthermore, SailTime would be actively looking to reappoint a new Base Owner at your location, but in the interim might well choose to run the base itself. Obviously, as sole owner you would be entitled to remove or sell your boat.

Q What are the specifications of the boat?

A All our yachts are extremely well equipped with chart plotter, autopilot, electric windlass, self furling jib, lazy jacks, bimini, dodger, galley items and other features that make yachting easy and enjoyable. All SailTime boats are fully certified to the Maritime safety standards and carry extensive safety equipment.

Q Which manufacturers do you work with?

A We only work with world-class manufacturers who are committed to providing quality yachts and powerboats. SailTime only adds manufacturers after an extensive evaluation.

Q Do I get special scheduling privileges?

A As the owner you can sail at weekends, during the week, overnight, for the day or just for a few hours - whenever you like subject to existing charter obligations and peak season demand.

Q What is the down payment?

A Typically you will put down a minimum of 20% of the purchase price. However, many owner-members opt to put down larger percentages. The income you receive remains the same.

Q Who arranges financing?

A SailTime can put you in touch with a financing company who can fast track your application through. Alternatively you are free to arrange your own financing and in fact we encourage you to look around for the best deal for you.

Q Can I meet the members using my boat?

A Each SailTime base holds frequent social gatherings for members in order that they can meet including regattas, flotillas and sail days.

Q How can I be sure my boat will be treated properly?

A It is usually the same members/hirers who sail your boat so under the SailTime Owners program your boat doesn't receive the same harsh treatment that Charter boats typically do. Our Members share a pride of ownership as they are coming back each month to the same boat. In fact, the boats that have been in the SailTime programme for more than 4 years still look and sail like new.

Q What is my equity position at the end of the SailTime commitment?

A SailTime only choose vessel suppliers that we feel will have better than average residuals. Depreciation is always greatest in years 1 and 2, declining in year 3. By year 5, depreciation has flattened with very little further depreciation for a well-maintained yacht or powerboat. SailTime pays much of your depreciation off through the income you earn while your boat is part of our fleet. **Importantly we have negotiated a guaranteed buy back from our suppliers at the end of 3, 4 & 5 years.** When all the other ownership costs like berthing, insurance and maintenance are taken into account you come out ahead! Ask to see our sample financial modelling for more details.

Q What are my options at the end of the SailTime commitment?

A You may take your yacht for your personal use and refinance to lower the repayments, upgrade to a new boat in our fleet, or just simply sell your boat. All these options leave you with a very inexpensive and quality SailTime sailing experience.

Q How do I get started?

A Contact your preferred SailTime base for more information. The boat will be specified and ordered by SailTime, who will see the process through to the commissioning and delivery and take care of everything on your behalf.

For more information call 1300 944 974 or visit www.sailtimeaustralia.com.au/owner/sail

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