

YACHT OWNERSHIP & CHARTER MANAGEMENT

DREAM YACHT SALES



8 BRANDS
OF YACHTS



50⁺ DESTINATIONS
TO SAIL

WHY BUY FROM DREAM YACHT CHARTER?



Loïc Bonnet
CEO
DREAM YACHT CHARTER

DREAM YACHT CHARTER KEY FIGURES

- 1st charter company in the World
- 1,000+ yachts available in 50+ destinations
- 400+ colleagues in 32 countries
- 100,000+ customers every year
- 2018 turnover (forecast): €140,000,000
- About 500 owners worldwide

ABOUT US

Dream Yacht Charter is now the world's largest sailing company. We have experienced an uninterrupted growth and a consistent profitability since the creation of the company in 2001 in The Seychelles. In less than 20 years, we have grown our fleet of just 6 yachts into a market beating fleet of over 1000 yachts available in more than 50 dream destinations (including 40+ bases accessible to our owners). Plus, we are opening new bases each year to keep offering more choices to our customers.

A purchase from Dream is a safe, future-proofed investment. In October 2017, investment firm NextStage and the catamaran manufacturer Fountaine Pajot, the world's second largest boat builder following the acquisition of Dufour Yachts, invested in Dream Yacht Charter to support its longterm growth.

Our expansion is set to continue! Dream was built-up by marine professionals, and continues to be run by marine professionals. From the most senior to the most junior, Dream employees truly understand the yacht industry, and how to craft the very best holidays afloat.

THE YACHTS & DESTINATIONS

Dream have taken the conscious decision to source our fleet from a wide range of world-class manufacturers, and we pride ourselves on being able to offer 8 different brands and more than 50 monohull and catamaran models. Part of the joy of Dream ownership is having the opportunity to experience a wide variety of vessels, in an unmatched variety of locations.

Our philosophy has been to establish a large number of comparably small sailing bases throughout the world. This allows us to maintain very high standards, keeping a tight control on all yacht maintenance. Having purchased over 400 new yachts of all sizes and hulltypes over the last 3 years, Dream Yachts now has the largest, most varied fleet in the world. There truly is something for everyone!

SUPPORT

A charter-yacht purchase from Dream is unlike any other. It's a five-year relationship, and we believe that the right support at each stage is crucial for a successful partnership. The Dream experience starts with one of our yachtsales experts, who will listen carefully to your particular requirements and lifestyle, and guide you through the best individual choices available to you.

During your ownership programme with Dream, your day-to-day contact will be with our dedicated Owner-Care team, who are always available to assist with the booking of your holidays. The base-manager where your yacht is moored is also on hand. Your own yacht's maintenance log is available for inspection at any time.

Our Owner-Care team will contact you a year before your contract matures to discuss your end-of-contract options. No matter whether you decide to keep your yacht, trade in and continue with a new programme, or sell and move on to something new, the Dream Sales Owner-Care and Brokerage team will be there to provide five-star support and back-up all the way.



KEY BENEFITS



- Sail for up to 12 weeks per year
- Choose from more than 40 destinations worldwide



- Choose from the widest range of monohulls and catamarans 31 - 62 ft



- Varied purchase options offering top guaranteed incomes / lowest down-payments
- Personalised attentive service on properly maintained yachts



- Relax as Dream Yacht Charter pays all the running costs of your yacht



- Dedicated Owner Relations team and online booking system

CHOOSE YOUR PROGRAM

Dream Yacht ownership is the most affordable way to explore the world's favourite sailing destinations without the ongoing hard work and expense of traditional ownership.

Our varied choice of purchase programmes also allows you to benefit from up to 12 weeks a year sailing on either your own or a similar yacht in a different Dream destination (upgrade options available). While under management by Dream for usually 5.5 years, you enjoy all the benefits associated with yacht ownership, but without any of the running costs and uncertainty.

At the end of the programme, you can choose to:

- Keep the yacht
- Trade it in for a new model and enjoy another 5 years of hassle free cruising
- Sell the yacht privately or through our extensive brokerage network

AUSTRALIAN MANAGEMENT

- Owner takes full title of the yacht
- You benefit from a marina berth for the duration of your contract
- You benefit from Dream Yacht's services and your yacht is perfectly maintained. You get revenue paid per quarter, according to the charter activity of the yacht.
- Your net revenue is equal to 65% of the gross charter income
- For every booking, Dream Yacht Charter will deduct 35% for marketing, boat show and broker fees
- Working charges will be deducted (charter license, marina berth, insurance, check in/out, maintenance, spare parts, careening etc.)
- You have privileged and permanent access to your yacht's charter planning.
- You use your boat as much as you want.
- The choice of the model of yacht in accordance with Dream Yacht, but with your options package.

DREAM EASY

- Marina berth at zero cost for duration of contract
- No financing to put in place
- Only 35% down payment at the beginning of the contract
- Up to 8 weeks sailing per year
- Access to 50+ bases Worldwide
- Zero Operating Expenses (insurance, berthing, maintenance)
- At the end of the contract: 25% balloon payment and you become the owner of the boat.
- Duration of the program 66 months.

DREAM EASY BUY BACK

- Marina berth at zero cost for duration of contract
- No financing to put in place
- Only 35% down payment at the beginning of the contract
- Up to 8 weeks sailing per year
- Access to 50+ bases Worldwide
- Zero Operating Expenses (insurance, berthing, maintenance)
- At the end of the contract you can become the owner of the boat (25% balloon payment) or you do not keep the boat (10% buy back option).
- Duration of the program 60 months to 66 months.

DREAM PARTNERSHIP

- Marina berth at zero cost for duration of contract
- No financing to put in place
- Down payment from 55% to 67% (depending on location)
- Up to 12 weeks sailing per year
- Access to 50+ bases Worldwide
- Zero Operating Expenses (insurance, berthing, maintenance)
- Duration of the program is 66 months

DREAM GUARANTEE

- Marina berth at zero cost for duration of contract
- Owner has full title to the yacht
- You receive a guaranteed income paid monthly, up to 9% p.a.
- Zero Operating Expenses (insurance, berthing, maintenance)
- Up to 12 weeks sailing per year
- Access to 50+ bases Worldwide
- Owners of Monohulls can choose to sail a catamaran
- Duration of the program is from 36 months to 67 months

DREAM PERFORMANCE

- Owner takes full title of the yacht
- You benefit from a marina berth for the duration of your contract
- You benefit from Dream Yacht's services and your yacht is perfectly maintained
- You get revenue paid per quarter, according to the charter activity of the yacht.
- Your net revenue is equal to 65% of the gross charter income
- For every booking, Dream Yacht Charter will deduct 35% for marketing, boat show and broker fees
- Working charges will be deducted (charter license, marina berth, insurance, check in/out, maintenance, spare parts, careening etc.)
- You have privileged and permanent access to your yacht's charter planning.
- You use your boat as much as you want.
- The choice of the model of yacht in accordance with Dream Yacht, but with your options package.



DREAM FACTS

Dream Without Limits
A choice of privately owned and managed monohulls and catamarans from 31 ft - 62 ft.

Dream Destinations
Now officially offering you more choice of sailing destinations than any other yacht charter company in the world.

Dream Service
As we expand our offer, we continue to ensure you receive the same warm welcome and high standard of yacht presentation and maintenance, no matter where you choose to cruise.

CHOOSE YOUR YACHT

DREAM YACHT
SALES



It's official. You have an unrivalled choice with us; the most monohulls and catamarans to own from the best manufacturers in more destinations than anyone else in the industry can offer you today.

Here is a selection of just some of the extras provided as standard on our yachts:

- Additional main water capacity or a water maker
- Upgraded engine size
- Electric flush toilets
- Inverter or generator/ air conditioning
- Yacht tracking system with 5-year subscription
- The latest navigation and hi-fi systems
- Dinghy and outboard engine

Here is just a small selection of our 2019 models now available within our yacht ownership programmes:

MONOHULLS



Dufour 310



Jeanneau Sun Odyssey 349



Dufour 360



Sun Odyssey 389



Beneteau Océanis 41.1



Jeanneau Sun Odyssey 449



Beneteau Océanis 46.1



Dufour 460



Jeanneau Sun Odyssey 479



Beneteau Océanis 48



Beneteau Océanis 51.1



Dufour 520

CATAMARANS



Fountainaine Pajot MY37



Fountainaine Pajot Lucia 40



Bali 4.1



Lagoon 42



Fountainaine Pajot Astrea 42



Bali 4.3



Bali 4.5



Fountainaine Pajot Saona 47



Lagoon 50



Lagoon 52



Bali 5.4



Lagoon 620

PLAN YOUR SAILING TRIPS

For every full or partial year of your contract you will receive 4-6 weeks sailing which can be pre-booked in advance. Depending on which type of contract you have, you receive up to an additional 6 weeks of sailing, which may be booked 10 days before departure. These weeks may be taken onboard your own Dream yacht or a similar yacht within our worldwide destinations (except Performance boats).

ADVANCE BOOKING WEEKS

High and Low seasons are defined by destination in the owner use calendar, note that we have several bases in various destinations. One week in High season is equivalent to 2 weeks in Low season. Weeks can be taken annually as shown below:

- 2 weeks high season + 2 weeks low season
- 1 week high season + 4 weeks low season
- 6 weeks low season

You may book these weeks as far in advance as our system allows. You may sail for one, two or three weeks in a row, it's up to you.

SHORT NOTICE WEEKS

These weeks may be taken in either high or low season 10 days before departure.

- Programme Dream Guaranteed Income: 6 additional weeks of short notice
- Programme Dream Partnership: 6 additional weeks of short notice
- Programme Dream Easy: 2 additional weeks of short notice
- Programme Dream Easy Buyback: 2 additional weeks of short notice

UPGRADES

Upgrades to larger yachts are available by paying the difference in rate.

GUEST USE

Owner use is available to you and your close family (wife/husband, sons and daughters). You may also sell or donate 2 weeks of your annual low season advance booking entitlement.

FEES

The owner is responsible for collision damage waiver/security deposit, diesel and a reasonable fixed turn-around fee which covers first/last night dockage, water, propane, dinghy fuel, linen and post-charter cleaning. This fee is fixed irrespective of holiday duration.

CALENDAR

Ownership calendar applies to Dream Easy, Dream Easy Buyback, Guaranteed and Partnership boats.

ENJOY 40+ DESTINATIONS WORLDWIDE



OWNER USE CALENDAR

	JAN 1-15	JAN 16-31	FEB 1-15	FEB 16-28	MAR 1-15	MAR 16-31	APR 1-15	APR 16-30	MAY 1-15	MAY 16-31	JUN 1-15	JUN 16-24	JUL 1-24	JUL 25-31	AUG 1-25	AUG 26-31	SEPT 1-15	SEPT 16-30	OCT 1-15	OCT 16-24	OCT 25-31	NOV 1-15	NOV 16-30	DEC 1-14	DEC 15-19	DEC 20-31
THE AMERICAS																										
1. Bahamas, The Abacos																										
2. Mexico, La Paz																										
3. Belize* - New																										
CARIBBEAN																										
4. Cuba - Cienfuegos																										
5. Puerto Rico																										
6. British Virgin Islands																										
7. St Martin																										
8. Antigua																										
9. Guadeloupe																										
10. Martinique																										
11. St Vincent																										
12. St Lucia* - New																										
13. Grenada																										
SCANDINAVIA																										
14. Stockholm																										
FRANCE																										
15. Brittany - La Trinité-sur-Mer																										
16. French Riviera - Port Pin Rolland																										
17. Marseille																										
18. Corsica - Propriano																										
19. Corsica - Ajaccio																										
SPAIN																										
20. Balearic Islands - Palma																										
21. Costa Brava - Roses																										
ITALY																										
22. Sardinia - Olbia																										
23. Naples - New																										
24. Sicily - Porto Cervo																										
ADRIATIC SEA																										
25. Croatia, Pula - New																										
26. Croatia, Zadar (Sibenik)																										
27. Croatia, Trogir																										
28. Croatia, Dubrovnik																										
29. Montenegro, Kotor - New																										
GREECE																										
30. Corfu																										
31. Lefkas																										
32. Skiathos																										
33. Aithinas																										
34. Lavrion																										
35. Poros																										
36. Kos																										
37. Rhodes																										
TURKEY																										
38. Gökcek* - New																										
ASIA																										
39. Thailand - Phuket																										
40. Malaysia - Langkawi																										
INDIAN OCEAN																										
41. Seychelles - Praslin																										
42. Seychelles - Mahé																										
PACIFIC OCEAN																										
43. Australia - Airlie Beach																										
44. French Polynesia, Tahiti																										

* Available soon.

FAQ

- Can we buy the boat with friends or family?
Yes
- Can we buy the boat under a company name?
Yes
- Can we change the specifications of the boat?
Only in the Performance programme.
- Do I have to pay VAT?
It depends on selected program and the physical location of the boat.
Ask us for more information.

Note:
This schedule may not correspond exactly with the current Dream Yacht Charter published charter seasons. Seasons will vary from year to year due to moveable holidays and market demands. This schedule will prevail for owner use, access to owners' personal yachts and for the purpose of reciprocal eligibility. Not every boat is available for owner use. The company reserves the right to add or remove eligible operating bases over the duration of a management agreement in accordance with market demands.

DREAM YACHT SALES



We look forward to helping
you make your dreams come true.

Get in touch with our yacht sales experts today.

CALL 0457 036 756 / 0408 560 429
EMAIL sales@dysales.com.au
VISIT www.dreamyachtsales.com

We are the Australian, New Zealand and Asia Pacific Sales Agent for Bali Catamarans.

If you are interested in owning your own boat, privately or in charter, ask us about sales and professional yacht management in the Whitsundays or in our other 50+ locations.

Choose your boat from 8 of the major manufacturers.



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