



## YACHT FRACTIONAL OWNERSHIP

III

Shared Winds

## Yacht Fractional Ownership Program

### *10-Year Exclusive Timeshare Model*

## 1. Asset Definition and Market Positioning

### Yacht Type:

The model will focus on superyachts (50m-100m) with high customization built by the world's top yacht builders and designed by renowned designers.

- **Features & Customizations:**

- **State-of-the-art Technology:** Advanced navigation systems, stabilizers for smooth cruising, satellite internet and smart yacht management systems.
- **Luxury Amenities:** Helipads, infinity pools, on-deck jacuzzis, spa rooms, fully equipped gyms, movie theaters and opulent dining spaces.
- **Interior Design:** By leading designers (e.g., Winch Design, Espen Øino), utilizing the finest materials like marble, exotic woods and handcrafted furniture.

### Market Positioning:

- The yacht will be positioned as a premium, exclusive asset catering to ultra-wealthy individuals who seek both prestige and flexibility. This type of ownership offers cost efficiency without sacrificing luxury or status.

### Yacht Valuation

- **Purchase Price:** \$40,000,000 (for a 60m superyacht)
- **Appreciation Expectation:** 5-10% over 10 years, factoring in regular maintenance and potential upgrades.

## 2. Ownership Structure

### Shareholder Distribution

- The yacht is divided into **5 to 10 shares** with each shareholder owning between **10%-20%**.

- Each shareholder receives a specific allocation of weeks annually based on their share size.

### Time Allocation (Example)

- Each shareholder can access the yacht for **10-12 weeks per year**. A rotating schedule ensures fair distribution of peak yachting seasons such as the Mediterranean summer and the Caribbean winter.

Shareholder	Ownership Share	Allocated Weeks per Year
Shareholder 1	20%	10 weeks
Shareholder 2	20%	10 weeks
Shareholder 3	20%	10 weeks
Shareholder 4	20%	10 weeks
Shareholder 5	20%	10 weeks

## 3. Financial Structure

### Initial Investment

Each shareholder contributes based on their ownership share:

- **Total Yacht Purchase Price:** \$40,000,000
- **20% Share:** \$8,000,000
- **Additional Capital for Operational Fund:** Includes operational costs, crew salaries, fuel and insurance.

### Annual Costs

Each shareholder is responsible for an annual contribution proportional to their share, covering:

Cost Type	Total Cost	Cost per Shareholder (20%)
Yacht Maintenance	\$1,000,000	\$200,000
Crew Salaries	\$1,000,000	\$200,000
Operating Costs	\$2,000,000	\$400,000
Yacht Insurance	\$500,000	\$100,000
<b>Total Annual Costs</b>	<b>\$4,500,000</b>	<b>\$900,000</b>

## Income from Chartering

Unused weeks can be chartered out to third parties generating revenue for the shareholders. Shareholders who wish to offset their costs can charter their unused weeks.

- **Charter Rate:** \$400,000 per week
- **Potential Charter Income (for 2-4 weeks):** \$800,000 - \$1,600,000 per shareholder annually

Weeks Chartered	Income per Shareholder
2 weeks	\$800,000
4 weeks	\$1,600,000

## 4. Legal and Tax Structure

### Ownership Entity Formation

- A **limited liability company (LLC)** or **trust** will hold the yacht, protecting shareholders from personal liability and simplifying tax procedures.

### Exit Strategy & Share Transfer

- **Resale Rights:** Shareholders may sell their share after a minimum holding period (2-3 years) at a market price, offering liquidity. A waiting list of interested buyers will be maintained.
- **Tax Efficiency:** Register the yacht in tax-friendly jurisdictions (e.g., Malta, Cayman Islands) to reduce tax liabilities for shareholders.

## 5. Yacht Management & Operations

### Professional Yacht Management

A top-tier yacht management company will oversee day-to-day operations, including:

- **Crew Management:** Full-time crew including captain, chef, engineers, stewardesses.
- **Maintenance & Repairs:** Regular upkeep and scheduled refits to ensure the yacht remains in peak condition.
- **Provisioning:** Premium-quality ingredients, wines and guest preferences will be catered to on board.

## Concierge Services

**24/7 concierge** for shareholders ensures personalized itineraries and seamless experiences:

- **Custom Itineraries:** Tailored to each shareholder's preferences including docking at exclusive marinas, attending prestigious events like Monaco Yacht Show or Cannes Film Festival.
- **Onshore Activities:** VIP access to luxury resorts, private islands, Michelin-star restaurants and top-tier golf courses.

## Technology & Connectivity

- **Satellite Internet:** Uninterrupted connectivity, enabling business or personal use while on board.
- **Smart Yacht Systems:** Automation for lighting, climate and entertainment systems controlled via tablets or smartphones.

## 6. Scheduling: Timeshare Usage

Each shareholder is allocated a specific number of weeks per year. The table below shows how the time is distributed over a 10-year period for 5 shareholders.

Year	Shareholder 1	Shareholder 2	Shareholder 3	Shareholder 4	Shareholder 5
1	Jan-Feb	Mar-Apr	May-Jun	Jul-Aug	Sep-Oct
2	Mar-Apr	May-Jun	Jul-Aug	Sep-Oct	Nov-Dec
3	May-Jun	Jul-Aug	Sep-Oct	Nov-Dec	Jan-Feb
4	Jul-Aug	Sep-Oct	Nov-Dec	Jan-Feb	Mar-Apr
5	Sep-Oct	Nov-Dec	Jan-Feb	Mar-Apr	May-Jun
6	Nov-Dec	Jan-Feb	Mar-Apr	May-Jun	Jul-Aug
7	Jan-Feb	Mar-Apr	May-Jun	Jul-Aug	Sep-Oct
8	Mar-Apr	May-Jun	Jul-Aug	Sep-Oct	Nov-Dec
9	May-Jun	Jul-Aug	Sep-Oct	Nov-Dec	Jan-Feb
10	Jul-Aug	Sep-Oct	Nov-Dec	Jan-Feb	Mar-Apr

## 7. Exit Strategy and Value Appreciation

### Yacht Sale After 10 Years

The yacht may be sold after 10 years with proceeds distributed among shareholders based on their ownership percentage:

- **Projected Sale Price:** \$45,000,000 (with a 5-10% appreciation)
- **Proceeds per Shareholder (20%):** \$9,000,000 (before taxes and fees)

## 8. Exclusive Perks for Shareholders

Shareholders enjoy exclusive privileges, such as:

- **Access to Yacht Network:** Priority access to other yachts in the collection ensures worldwide flexibility for yachting experiences.
- **Private Events & Experiences:** Invitations to exclusive yacht parties, events and luxury experiences.
- **Personal Concierge Services:** 24/7 access to a personal assistant to manage onshore and offshore needs.

## 9. Marketing Strategy

### Target Audience

- **Ultra-High-Net-Worth Individuals (UHNWs):** Those seeking prestigious assets and experiences.
- **Family Offices:** High-end clients managing multigenerational wealth.
- **Corporate Executives & Celebrities:** Individuals seeking luxurious experiences for relaxation and business networking.

### Channels & Partnerships

- Partnerships with yacht brokers, private banks, wealth management firms and luxury lifestyle agencies.
- Digital marketing campaigns highlighting the fractional ownership opportunities on the websites and exclusive platforms like Yacht Charter Fleet, SuperYacht Times and Boat International.
- Private presentations and networking events for prospective buyers.

The **Yacht Fractional Ownership Program** offers an exceptional blend of prestige, quality and flexibility. This model provides access to exclusive yachting experiences without the full financial burden of sole ownership. Combining the finest assets and tailored services and personalized experiences elevate the meaning of ownership.