



Flevo Yachtcharter VoF
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The Flevo Sailing Buy & Charter Concept



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Do you consider to buy a new sailing yacht?

If so, Flevo Sailing has an interesting offer for you: Imagine to enjoy your sailing yacht all year round, without any limitations in terms of time. While concurrently minimising the costs of your yacht. And keeping your ship in excellent condition, without any need for you to become active with technical checks, maintenance or repairs. Be that for planning those works or for actually performing them, too. The only "catch": You would have to accept, for brief periods of time, that other sailors sail and stay aboard your ship whenever you do not use it. Also, you'd have to accept that someone else manages your ship - in this case we at Flevo Sailing. On a material level that means that we would generate income for you, from professional charter activities with your yacht. In return, you leave part of the resulting income to us, during a fixed time period we agree upon.

Such an agreement is called Buy & Charter.

The acquisition of a new sailing yacht is not a quick & easy thing you decide over a cup of coffee.

We are perfectly aware of that, of course. Reason why we took some time to lay out in more detail what buy & charter exactly entails and summarise the main points.



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What is Buy & Charter?

Here is our definition: You as owner of a sailing yacht make a yacht management agreement with us, Flevo Sailing. Purpose of that agreement is the generation of income, by charter activities performed with your yacht. Also, the technical maintenance of your ship including repairs, be such works carried out by Flevo Sailing or by a qualified third party. As compensation for this yacht management, Flevo Sailing gets 35% of all charter income from your yacht. 65% goes to you.

How does it work on a practical level, in other words: Who does what?

With a buy & charter agreement, you acquire the ship and remain its sole owner. We take care of the marketing and charter procedures and ensure that your yacht stays in mint condition, both technically speaking and regarding cleanliness. You keep maximum flexibility when and how long you wish to sail your own yacht. You just let us know those periods through a web based booking system. There you block your yacht, except of course in periods where she is already booked by one of our clients.

Sailors allowed to charter your yacht will do so according to the legally binding HISWA terms and conditions. And upon booking they will sign a respective contract. Also, they pay the entire amount way in advance, prior to their arrival. Latest upon arrival day, prior to departure they also pay a security deposit covering the own risk amount of the yacht insurance. We take care of all related procedures. Furthermore, we perform professional marketing for your ship in 3 languages - Dutch, English and German. Online (through our website, social media and newsletters) as well as offline: The latter through our all-year round presence with our own office in the marina, production and distribution of folders and last not least, by participating each year as exhibitor at Europe's largest maritime trade fair, the [Boot Düsseldorf](#). We exhibit there since 2011 and have created excellent business and client relationships over time. Same goes for a wide range of industry specific contacts, both technical ones and among tourism operators.

Regarding maintenance, repairs or technical modifications on your ship: You as owner decide about these. On a practical / daily operational level, however, the following has proven to be a very viable agreement: Together with us you define in advance a certain maximum amount up to which we are allowed to perform repair technical works on your ship in your name, without having to ask your consent prior to starting the works. The reason for this is a pragmatic-commercial one: When our yachts come back from one charter on a busy, so called "change" day, they'll have to be prepared for the next charter right away since that next one will commence the same afternoon. It can happen, especially during high season, that some technical works must be done here and there – often small and harmless enough, but necessary. And respective decisions have to be taken quite swiftly then. That having said, we'll always be glad to advise you on yacht repair and maintenance. We got extensive



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expertise and technical knowledge to perform a wide variety of professional technical works on your ship, at very reasonable prices. And we can rely on a highly useful industry network of qualified technicians and their organisations, able to execute specialised works where necessary.

What would be required from your side?

Briefly put: Your part would be the acquisition, the insurance and the berth for your yacht. You buy the yacht and choose her interiors and equipment. If you wish we can assist and advise you in this process, too. Maybe interesting to know: We are allowed, among other, to buy yachts directly from some shipyards. Which can translate into a considerable price reduction for you. Here is what you would have to arrange by yourself in each case: The insurance coverage for your yacht. As a standard, all yachts in our fleet have comprehensive coverage (the so called *volcasco* in Dutch). Independent from this we as Flevo Sailing have our own public liability insurance which includes coverage for our nautical, no matter where these take place. Another item you'd have to provide: The berth for your yacht in our Flevo Marina. If you wish we can also take care of the respective procedure.

Financial aspects

Of course you would like to know how much you can actually expect to earn with a buy & charter construct. Depending on the type of ship you are considering to buy, we can provide you on request with one or more sample calculations.

There is an additional financial advantage created by a Buy & Charter agreement - a potentially very attractive one. Our current state of information says this: After a certain time you can have back the entire VAT amount you paid at the moment of acquisition. How is that possible? Provision of all services for your yacht take place in The Netherlands. Reason why Dutch VAT is applicable for your yacht management agreement. Procedure-wise this means that you apply for and get a Dutch VAT number from the Dutch fiscal authorities, even if you are a private individual. Via this Dutch VAT number, all VAT related procedures will be handled. While the *income* tax applicable on your earnings must be paid in your country of residence. If the yacht has its home port / permanent berth outside your country of residence, no extra VAT will be applicable inside your country of residence. Instead, you'll receive an invoice from us with the Dutch VAT specified. Which proves that your yacht is subject to Dutch VAT. The good news here is that in The Netherlands, you can amortise the VAT within five years. Should you then choose to sell your yacht, you won't have to pay back any VAT. Also, apparently it is not required to formally own a business in order to take advantage of this rule. The only thing you need to do is to apply for a Dutch VAT number – and to send your VAT declaration to the authorities once per fiscal quarter. This is what several of our yacht owners do. And if you wish we can get such a VAT number from the Dutch fiscal authority (Belastingdienst) for you. According to our experience thus far, the realistic selling price for a yacht after five years is not much lower than the original acquisition



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price. And you are allowed to detract the legally consented amortisation from your total income. Fact is, however; Due to the very favourable acquisition price you won't really have a big amount to amortise. So what you would save with a Buy & Charter construction is the money you would otherwise spend on a yachtcharter agency, provided that your plan would be to sail several times a year.

Who is your potential business partner Flevo Sailing?

Flevo Sailing (our trade name), also known as: Flevo Yachtcharter [VoF](#), was founded in November 2011. We have three main activities:

- I. Yacht charter with a small fleet of high quality cabin sailing yachts.
- II. Sailing events, mainly corporate but also private ones. Often includes sailing competitions.
- III. A cabin yacht sailing school for adults. Offering short courses to develop (or where already existent: improve) specific sailing capacities. Think manoeuvres under engine power, night sailing, safety training, preparation for sailing in the Mediterranean Sea, sail trim, instruction on sailor's own yacht.

At this time we have a small but very special fleet of 8 high quality sailing yachts. The brands: Dufour, Jeanneau and Winner. We plan to expand in the next years up to a total of 15 yachts. Flevo Sailing is not a typical yacht charter company. We intentionally chose a higher market segment within the sailing world as target group. We also manage yachts with a recent building date (just 1 exception) and with excellent sailing properties. We are definitely not the cheapest yachtcharter on the market. But experienced sailors know how to find us since a long time already. Prevalently sailors from Germany, Switzerland and The Netherlands. We are less interesting for the low-price sector with its competitive pricing strategies: Major part of our clients are sailors whose yacht charter priorities are not "the lowest price", but rather the condition, the sailing properties and the overall comfort of a yacht.

[Here is an overview of the yachts we currently have in our fleet.](#)

Flevo Sailing is managed by Jacques (J.J.) van Seventer and Mele (C.A.M.) Coronato. He is Dutch, she is German-Italian. Our capacities and knowledge in terms of technical knowledge and skills, multilingual communication, marketing and administration complement each other very well. The fact that we are also partners in our private lives since 1999 is even more favourable for our work. Thus far, we both successfully manage to avoid the classic potential pitfalls of such a construct, consciously striving for a healthy work-life balance. And we definitely intend to keep doing that. Besides other by taking sufficient time off – and by getting regular support during high season. For which we hired two additional, very capable team members.

Any questions about the Buy & Charter agreement? Don't hesitate to get in touch, we'll be glad to answer them! You are also cordially invited to meet us in person, for a completely non-binding talk. We'll take the time to figure out together with you whether or not a Buy & Charter agreement might be interesting for you. Find our contact details on top of this page.