

ALL THE YACHT YOU WANT.  
ALL THE TIME YOU NEED.



**YACHTQUARTERS**  
Shared ownership





## A FRESH APPROACH TO YACHT OWNERSHIP

YachtQuarters offers all the joy of owning a luxury motor yacht, completely hassle free and at a fraction of the cost.

Your very own, fully-crewed, Princess Motor Yacht - with every aspect of its management taken care of.

Simply step aboard and enjoy.



## YOU LIVE THE DREAM, WE'LL TAKE CARE OF THE REALITY

The YachtQuarters shared ownership programme has been created to offer an alternative to outright yacht ownership and charter. It allows you to conveniently and cost-effectively share all the acquisitional and operational costs of a yacht, while every aspect of running the yacht is taken care of by a dedicated team of professionals, including berthing, insurance, servicing, skipper and crew. There's even a concierge service to help plan your trip. And we make sure your yacht always feels absolutely yours – with your personal décor, as well as your bed linen and towels on board ready and waiting for you. All you and your guests have to do is sit back and relax.

### **Your Yacht, Your Asset**

Unlike many fractional ownership programmes, you are not just paying for time on board. With YachtQuarters, you have a full, legal share in your yacht.

### **Enjoy Only the Good Bits**

The management and ownership of your yacht is done for you – maintenance, security, crew management, provisioning, passage planning etc.

### **Save Time and Money**

All the acquisition and operational costs of the yacht are shared. What's more, you save money because you only pay for the actual share of the yacht you own.

### **A Personal Touch**

With YachtQuarters, you enjoy a fully crewed yacht and concierge service. You can even have your own linen and décor.

### **Cheaper than Charter**

The cost for a single week on board your YachtQuarters yacht is up to 63% less than chartering.

### **In Safe Hands**

The programme is managed by Princess Motor Yacht Sales, a company with more than 50 years' experience in all aspects of Princess ownership throughout the Mediterranean.







## OWNERSHIP STRUCTURE

YachtQuarters works through bringing a group of up to eight owners together in a combined ownership structure. Each yacht ownership structure stays in force for four years, after which time, the yacht will be sold and the ownership structure dissolved.

At the end of the four-year period, owners have the option either to dissolve the ownership structure and receive the proceeds of the sale in accordance with their shareholding, or continue with a new yacht.

Potentially, the existing yacht can be part-exchanged with a new yacht. All owners are obliged to stay in the programme for a minimum of two years after entry. After this period of time, individual owners have the possibility to opt out of the programme and sell their share of the yacht, which is a transferable asset.

## SCHEDULES

An eighth share in the programme entitles each owner to five weeks on board every year.

### **One high season week**

*July–August*

### **Two mid season weeks**

*April–June/September–October*

### **One spring/autumn week**

*March and November*

### **One winter “hotel” week**

*December–February*

The initial reservation of your holiday weeks is done in two rounds every year. The booking is in a yearly rotating sequence in order of when each individual owner bought his or her share. All booking requests are handled by the yacht manager. The intention is that all owners have equal priority during their four year ownership lifespan. Flexible options are available, so you could purchase additional shares to enjoy more time on board.

## COSTS

In addition to paying your share of the yacht, each owner pays a contribution towards the operating costs as well as covering their own individual consumables such as fuel, food, drinks etc.

The traditional expenses of owning a yacht; the servicing, on-going maintenance, technical issues, crewing, repairs and storage, will be fully managed to a realistic budget with no hidden charges.

Outgoings are shared equally between all the owners, and all operating costs are based on yearly budgets, regulated in accordance with the actual costs of the previous year’s operation.

Our budgeting is based on our experience in the management of shared ownership as well as the operation of numerous yachts in the Mediterranean.

Our professional approach makes complicated and critical decisions easy.

## CREW

Depending on your yacht’s size and ownership structure, crew may be assigned to your yacht. Where this is the case, they will be hand-picked and managed by us.

The crew can be an integral aspect of your time aboard and unlike chartering, as time goes on, you’ll be as familiar with them as they are with you.

## IN SAFE HANDS

YachtQuarters is managed by Princess Motor Yacht Sales, the largest and most established Princess dealer in the world. Our unique partnership with Princess has given us unparalleled insight into these beautifully crafted yachts. We specialise in yacht ownership, whether that be full or shared and have an excellent understanding of what you might want from your yacht in every situation.

Over 50 years we have built an unrivalled aftercare service across the Mediterranean, so you are never far away from the very best support wherever your yachting adventure takes you.



## WHY CHOOSE YACHTQUARTERS?

YachtQuarters is an ideal solution for everyone from yachting novices wanting to take their first step into yachting, to experienced owners looking to reduce the time and expense of running their own yacht or to increase the size and comfort of the craft they currently enjoy.

For the same price as running your own modest 30ft boat in the UK, you can enjoy the true luxury experience on a crewed 75ft motor yacht in Mallorca.

There are in fact, many different reasons why YachtQuarters could be the perfect choice when it comes to yacht ownership:

- **Your busy lifestyle means that you just can't commit to owning a yacht outright, especially with the financial and time commitments that proper management and operation entails.**
- **You're retired and would like to enjoy trips away on your own yacht without the demands that come with traditional yacht ownership.**
- **You're new to yachting and don't yet wish to take on full responsibility for the upkeep and operation of a complex yacht.**
- **You are concerned that the initial cost of buying a yacht might mean you feel obliged to spend all your leisure time yachting. If you enjoy lots of different types of holiday, shared ownership lets you enjoy owning a yacht whilst giving you the freedom to engage in other pursuits too.**
- **You love spending holidays island hopping in the Med but don't live nearby. YachtQuarters allows you to still own a yacht in the Mediterranean but with none of the responsibility that long-distance yacht ownership can entail.**
- **You have already chartered yachts, but would like the familiarity of your own yacht whilst still benefiting from the services of an attentive crew and concierge service.**

Once you're on board, no doubt you'll discover many more reasons why YachtQuarters works well for you, your family and your lifestyle.







## THE PERFECT BASE

Your yacht will be based on the beautiful island of Mallorca, close to Palma, and within half an hour's drive from Palma International Airport.

Whether lazy days in the sun are your thing or something a little more exciting, you have the diverse waters surrounding the Balearic Islands of Mallorca, Menorca, Ibiza and Formentera all within your immediate cruising area.

Whichever island you choose to visit, you won't be disappointed with the beautiful coastlines, white sand beaches and exquisite eateries.

### PORT ADRIANO - PUERTO PORTALS

Our yachts are based in Port Adriano and Puerto Portals in Mallorca approximately 20km southwest of Palma, which is just half an hour's drive from Palma International Airport.

Described as one of the most modern marinas in the Mediterranean and designed by Philippe Starck, Port Adriano provides exclusivity and functionality in abundance. While in Puerto Portals, one of Mallorca's most sought after marinas, there is no shortage of superb restaurants and high-end boutique clothes stores. Located close by at the Princess Motor Yacht Sales office, is the headquarters of the YachtQuarters programme, where your support network will be based.

### MALLORCA

With a total of 262 beaches around the island, Mallorca is a paradise of sun, sea and sand. Why not drop anchor and relax on the sunpads or take a dip in the water? Then take a break from the sunshine for a spot of lunch at one of the fantastic seafood restaurants that line the many promenades. And if you want to spend a day or two on land, Mallorca has a diverse range of attractions: From the stunning Palma Cathedral to the Serra de Tramuntana mountain range, you won't be short on adventures.







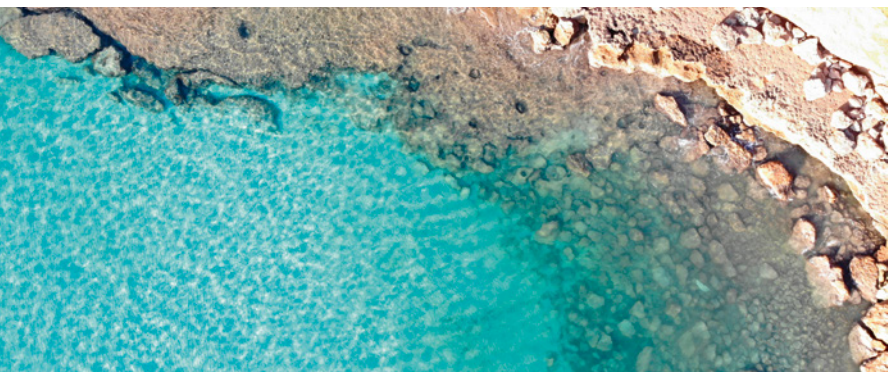
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## WITHIN EASY REACH

### IBIZA

Ibiza is a world-renowned party destination, and you might be mistaken for thinking that the island has no appeal if you are looking for a quieter, more relaxing atmosphere. But Ibiza is dotted with small, picturesque towns and villages to suit a variety of visitors.

Santa Eulalia has a sophisticated marina, offering a large choice of boutique shopping, 5 star restaurants and intimate bars. With two beautiful white sand beaches, you won't struggle to find a spot to settle down with a good book and a glass of something cold and refreshing.



### FORMENTERA

It's not hard to see why Formentera has become so beloved of travellers in recent years. The clear waters and the panoramic views are simply breathtaking. Bays such as Illetes or Espalmador are some of the most popular on the island. It's best to arrive early though if you want to secure a berth in the marina.



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The main cruising area of the Balearic Islands and along the Western Mediterranean within 2°W-10°E & 38°N-45°N

### MENORCA

The Port de Mahón is the place to visit on the island of Menorca, with a bustling and vibrant atmosphere. You will often find the town in the throes of a fiesta in the summer months. The harbour is lined with restaurants and bars, providing you with beautiful fresh seafood and tapas dishes full of flavour and colour.

For those of you who enjoy a tipple of gin, it is a must to visit the Xoriguer gin distillery in the port which has been making gin since the 18th century. In the typically relaxed Menorcan way, the Xoriguer distillery offer free samples of their gin for all visitors.



SARDINIA





## HERE'S WHAT WE THINK

Yacht sharing is a fantastic concept, but the trick is to get the recipe exactly right. What excites us about the YachtQuarters model is that it has all the ingredients needed to do just that.

### WHAT MAKES OUR YACHT SHARE SCHEME THE BEST?

We're offering a complete package. Where most syndicates require a degree of involvement from owners regarding the running of the yacht, we take care of absolutely everything. And beyond that, we have a dedicated concierge service. An owner can pick a week, contact the concierge, chat through their plans and we will work out the entire itinerary, everything from the best anchorages to the restaurants best suited to their tastes. All the owner and their group have to do is turn up; we take care of absolutely everything else.

### WHAT ARE THE UNIQUE FEATURES OF YACHTQUARTERS?

We're making it more accessible. Any yacht share company is only as good as the business behind it and people need to experience that. We are currently offering crewed new and pre-owned Princess models, that will allow owners to experience what Princess has to offer, and then move up if they choose. In the near future, we will be offering shore based support for 30-50 foot uncrewed vessels.

### WHO DOES IT SUIT?

YachtQuarters is an ideal solution for everyone from yachting novices wanting to take their first step into ownership, to experienced owners looking to reduce the time and expense of running their own yacht, and/or increase the size and comfort of the craft they currently enjoy. For the same price as running their own modest 30ft boat in the UK, owners can enjoy the true luxury experience on a crewed 75ft motor yacht in Mallorca.

### IS YACHTQUARTERS REALLY SO MUCH LESS EXPENSIVE?

The simple answer is yes. It is lot less than the cost of either running your own yacht or chartering a similar craft. You only pay for the five weeks you spend on board, not the 48 weeks of the year many privately owned craft spend lying unused in a marina. However, unlike a commercially run charter yacht, it is still your own boat with your own décor, bed linen and crew. Crucially, all the costs are transparent, controlled and built into the ownership agreement. The only things not included are fuel and provisioning.

### WHY MALLORCA?

We base our yachts in Mallorca which is a stunning yachting area, but crucially one in which Princess Motor Yacht Sales already has a huge presence. 18 of the 45 staff there are technicians, which enables us to jump on any issue immediately, keeping downtime to an absolute minimum. There's a saying that the best yacht in the world is your friend's yacht (because you get to enjoy it without any of the hassle of owning it). We're making the best yacht in the world a YachtQuarters yacht.



## FREQUENTLY ASKED QUESTIONS

### WHY NOT BUY A PRINCESS YACHT AND LET IT FOR CHARTER?

Chartering out your yacht isn't quite as straightforward as it might seem. Chartering involves the commercial registration of your yacht, which comes with much stricter rules and regulations, VAT implications and management responsibilities, among other obligations. It is also worth considering that in order to gain a contribution to running costs, you may have to forgo your own usage of the yacht to accommodate your clients' dates.

### OK, WHY NOT JUST CHARTER THEN?

Shared ownership through YachtQuarters offers the best of both worlds. It offers the benefit of owning your own yacht, combined with the trouble-free advantages of yacht chartering. You can take as much or as little interest in the fundamentals of yacht ownership as you like. Or, you can enjoy just the fun aspects of your yacht but without worrying whether your preferred charter yacht will be available or whether you will get the same level of service every time?

### HOW COST EFFECTIVE IS SHARED OWNERSHIP?

It's actually very cost effective. Calculated as cost per week, the price of shared ownership is up to 63% of the price of chartering a similar yacht.

### CAN I GET TO SEE THE ACTUAL COSTS?

Of course. We operate with full transparency so you can follow the actual expenditure on a yearly basis.

### DO I HAVE TO PROVIDE MY OWN CREW?

No, YachtQuarters takes on the job of hiring and managing the crew, who are in charge of the daily operation of the yacht. You will always have a permanent crew member – the Captain, and a combined Chef/Stew/Deckhand – depending on the size of the yacht.

### CAN I GO WHERE I WANT?

The primary cruising area will be The Balearic Islands with the stunning sights of Mallorca, Ibiza, Menorca and Formentera at your fingertips. The secondary cruising area is the West Mediterranean, cruising from the beautiful waters of the French Riviera to the breathtaking waters of the Italian Riviera if you so desire.

### DO I GET INVOLVED WITH THE OTHER OWNERS?

You may or may not know the other owners, so to make it simpler, you will have a designated yacht manager who is the focal point for all owner communication. This takes the pressure off owners to communicate between each other.

### WHAT COSTS ARE INVOLVED IN YACHTQUARTERS?

YachtQuarters shared ownership enables owners to conveniently and cost-effectively share all the acquisition and operational costs of the yacht. Any additional costs will be down to your own personal consumables.

### CAN I OPT-OUT BEFORE THE END OF THE FOUR YEAR STRUCTURE?

All owners are obliged to stay in the programme for a minimum of two years after entry. After this period of time, individual owners have the ability to opt-out and sell their share of the yacht, which is a liquid asset.

### IS THE YACHT INSURED?

Yes. The yacht is covered by comprehensive insurances.

### HOW DO I ARRANGE USING THE BOAT?

An eighth share in the programme entitles you to a total of 5 weeks per year on board the yacht, 4 cruising weeks and 1 weeks hotel use. All booking requests must go through your yacht manager, who will organise and manage the yacht calendar.

### AM I PROTECTED IF ANOTHER OWNER DAMAGES THE YACHT?

Minor damage by an owner or his/her guests will be covered by that particular owner. Any more extensive damage is covered by the insurance.

### WHICH CURRENCY IS USED FOR PAYMENT?

The purchase of the yacht share is calculated and paid for in £GBP sterling, but contributions to the operation are charged in euros. Although, payments can be made in any convertible currency.

### CAN I SKIPPER THE YACHT IF I WANT TO?

The yacht is skippered by a professional captain, approved by the insurer. Under the skipper's supervision, owners may helm the yacht should they wish.

### AM I PROTECTED IF ANOTHER OWNER IS UNRELIABLE?

Yes. The shareholder protection includes provision for a non-complying owner to be removed from the programme and his/her share offered for sale by the yacht manager.

### CAN YACHTQUARTERS PROVIDE LARGER YACHTS?

We expect the YachtQuarters programme to include the ownership of larger yachts in the near future. We can accommodate a variety of requirements to suit your needs.







## CONTACT

If you would like to find out more about YachtQuarters, or have any questions, please do get in touch.

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PRINCESS MOTOR YACHT SALES