

At some point, the time comes to consider whether it should not be the super yacht instead of the Ferrari. Specializing in the construction, brokerage or charter of luxury and super yachts, in the sail or engine variant, this company can fulfill all wishes.



**1. The current situation:**

The company has specialized in the construction of super yachts for more than 40 years. Due to many years of experience, segments such as brokerage were added. The customer is expertly accompanied and advised in the complex process of buying or selling a yacht.

The third segment is the charter yachts, which make it possible to enjoy the luxury of having your own yacht anywhere in the world, but also to switch off after the holiday and not worry about the mooring or the maintenance of a boat.

The realization of individual wishes and the competent advice and support of the customer are the top priority.

In order to meet all customer needs, a new charter yacht will be built and operated by the shipyard, which will also visit the Caribbean in future.

With a length of over 36 m and the equipment of a large luxury yacht, all possible wishes are taken into account. The design was created by the renowned design firm beiderbeck designs, which has successfully worked with the shipyard for many years.



## **2. *The market and the business model:***

The construction of sailing or motor yachts in the super and luxury yacht area is the daily bread of this shipyard. This offer is rounded off by yacht management. The company takes care of all administrative and service activities around the yacht and thus removes a time-consuming and annoying component from the customer.

The company's comprehensive service also includes brokerage. The customer is supported and accompanied when buying or selling his yacht.

If you do not want to own a yacht, the company also offers a solution. There is a variety of charter yachts offered, so this desire can also be realized by the company.

With a selected charter fleet, the most exotic areas in the world can be luxuriously explored and conquered.

The charter segment is to be expanded with the newly planned 36 m luxury yacht. Also styled by beiderbeck designs, the sailing yacht will include a bar and a grill station.

The customer can be served by a six-man crew with his up to eight guests and sail across the oceans. A total of 10 passengers have the opportunity to spend the night luxuriously.

Approximately 680 square meters of sails are attached to a 45 m carbon fiber mast and accelerate the made of carbon composite yacht up to a maximum of 12 knots.

If there is no wind, the 300-kW engine ensures fast progress.

In addition to a sunbathing place there should also be an atrium in which a lift could be installed.

The cabin version can be adapted for wheelchair users during the construction of the yacht, which guarantees a barrier-free movement on board.

## Charter Yacht

This comfort is rounded off by its own cinema, where movies can be watched on a 65-inch screen. Two 40 kW generators supply everything with the required power.

Two dinghis allow passengers to make comfortable shore excursions.

In conclusion can be said, it is a luxury yacht that leaves nothing to be desired and makes every sailor's heart beat faster. The yacht can not only be chartered, but also bought. The construction period until the maiden voyage is 21 months.

### **3. Which financing is needed?**

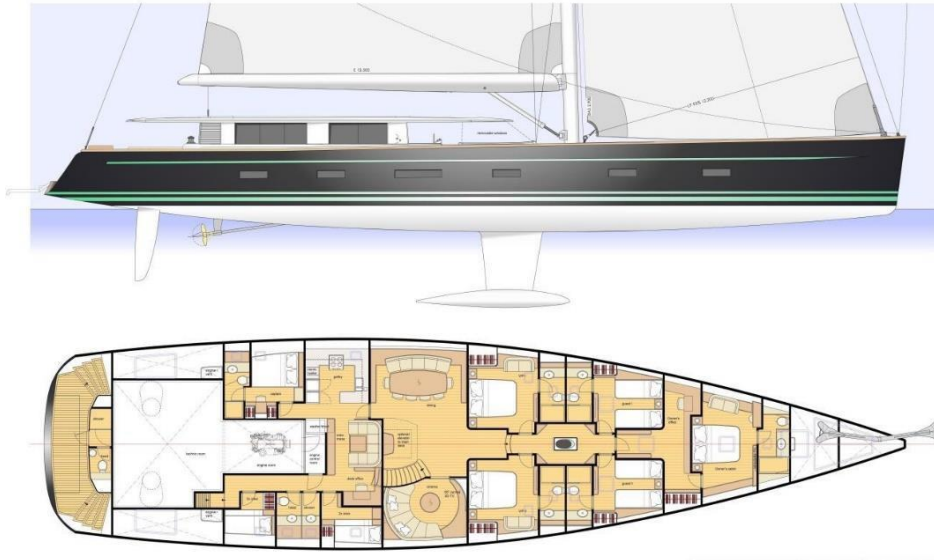
2.2 million € are needed to ensure the construction of the charter yacht and to guarantee the first months of commissioning. In the long term, a whole charter yacht fleet is to be created, for which there is also the requirement of investors. The yacht itself should cost € 18.5 million.



### **4. What vision does the company have?**

In the long term, the shipyard wants to expand the charter business and position more charter yachts of the type described under its own flag. This area will be supplemented by a planned long version of the yacht, with about 56 m.

The core business and the construction and sale of new luxury yachts will also not be neglected.



**5. How is the team structured?**

The entire team consists of specialists who have years of experience in this business. They were previously working as shipbuilding engineer or in a similar position. This guarantees that the company can always sail with the winds to its advantage.

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