

1. HOW TO BECOME AN OWNER OF A SAILING BOAT

If you ever wanted to have your own sailing boat but you could not excuse the costs of the boat and maintenance, then it is time to think about the advantages of Elan Yachting Charter Management programme. This program already helps to many owners of the sailing boats in realisation of their dreams. Because every of our clients has his own goals, Elan Yachting offers very flexible charter management programme, which can be adjusted to your concrete needs and wishes. Following we are offering you many good reasons for you to decide for our programme.

2. IS THIS PROGRAMME SUITABLE FOR YOU?

Before you define if this programme is suitable for you, answer the following questions:

- Would you like to have your sailing boat berthed in one of the most attractive locations along Croatian coast?
- Would you like to earn with chartering your boat just as much or even more to cover the costs of maintenance and other operative costs?
- Would you like to have your boat top maintained by professionals?
- Would you like to buy a bigger boat than you could normally afford?
- Would you like to have unlimited use of your boat?
- Is your time limited and you can use your boat only periodically?
- Do you like the concept of combination in between charter and ownership, but you would not sign a contract for a long term?
- Would you like an investment which offers joy to you and your family?

Enter in to the nautical world with the leader on the market!

3. WE ARE THINKING ABOUT THE FUTURE!

In our fleet we already have more than 80 Elan sailing boats which are equipped especially for charter. With our own professional service we are maintaining their value through the years of usage. We are increasing this value with competitive prices for the new boats. We are cooperating with stable and trustworthy partners which are offering attractive financing and insurance for the boats in combination with Elan Yachting charter management programme. Your new boat will be professionally prepared for navigation as well as we will take care for eventual guarantee claims. We will adjust the equipment of the boat to your wishes. All models of Elan sailing boats have ideal qualities which are making sailing boat attractive.

4. NOT ONLY THE CHARTER INCOME FROM!

And attractive your sailing boat will be! With aggressive marketing we will trade your boat through our network of over 300 agents. We are present on all important boat shows all across the world and we are advertising in the most popular nautical magazines. We will take care of complete booking procedure from reservation, payment, contract signing, check in/out and all possible wishes. All of these is free of charge for you. With all above mentioned arguments we are guarantying that request for your boat will be great.

We are offering the following sharing of income from sale:

65 % share of net income from rental for owner of the boat

35 % share of net income from rental for Elan Yachting

Owner of Elan yacht in charter management is entitled to 20% discount for booking on his own yacht and 15 % commission for any other yacht from Elan Yachting fleet he'd booked. That additional income could significantly lower the risk of investment for the owner.

5. OWNER USE OF THE YACHT

Owner can use his yacht for 6 weeks per year. 2 weeks out of 6 could be used on the same type of yacht at any of Elan Yachting charter bases in Adriatic.

In order to maximize the charter income the owner is recommended to minimize personal use of the yacht during high season (July & August) to 2 weeks only.

However with prior mutual confirmation owner can use his yachts at other periods as well in case yacht is not booked for charter by Elan Yachting.

Elan Yachting's Adriatic Charter Management Program benefits Owner to spend his sailing holidays on equivalent model from base elsewhere for free. Choosing larger yacht than his own, Owner just pay the difference in bareboat fee between his yacht and the one he/she want to use.

6. APPROX. PURCHASE PRICE OF NEW ELAN YACHT

S/Y	Elan 340	Elan 37	Elan 40	Impression 344	Impression 384	Impression 434
Sail boat + CM pack*	98.500 €	120.500 €	140.500 €	90.900 €	122.500 €	164.000 €
Total price with equipment**	113.500 €	137.000 €	159.000 €	110.000 €	139.000 €	179.000 €

* Informative price with recommended equipment according to Elan Yachting standard.

**Figures are stated for full equipped yacht according to Elan Yachting standards in water.

7. INFORMATIVE CALCULATION OF INCOME / YEAR

IMPRESSION 344

Impression 344 by Elan	before 21.4.06 after 13.10.06	21.4.-19.5. 29.9.-13.10.	19.5.-23.6. 8.9.-29.9.	23.6.-21.7. 18.8.-8.9.	21.7.-18.8.	Total weeks	Total income
price/week/€	1.300 €	1.550 €	1.900 €	2.100 €	2.400 €	/	BRUTTO
Estimated nr. of weeks #1	5	4	5	5	4	23	42.300 €
Estimated nr. of weeks #2	3	3	4	4	4	18	34.150 €
Estimated nr. of weeks #3	0	2	3	4	3	12	18.104 €

Charter management	Fix cost (permit, berth, insur)	OUTPUT NETTO	5 years	5 years NETTO OUTPUT	Value of the boat after 5 years
- 35 %	/ YEAR	/ YEAR	BRUTTO	/	109.000 € new boat VAT excl
27.495 €	5.509 €	21.986 €	211.500 €	109.930 €	63.220 €
22.198 €	5.509 €	16.689 €	170.750 €	83.443 €	63.220 €
11.768 €	5.509 €	6.259 €	90.520 €	31.293 €	63.220 €
					-42%

IMPRESSION 384

Impression 384 by Elan	before 21.4.06 after 13.10.06	21.4.-19.5. 29.9.-13.10.	19.5.-23.6. 8.9.-29.9.	23.6.-21.7. 18.8.-8.9.	21.7.-18.8.	Total weeks	Total income/ year/€
price/week/€	1.700 €	1.900 €	2.200 €	2.500 €	2.800 €	/	BRUTTO
Estimated nr. of weeks #1	5	4	5	5	4	23	50.800 €
Estimated nr. of weeks #2	3	3	4	4	4	18	40.800 €
Estimated nr. of weeks #3	2	3	3	4	3	15	26.604 €

Charter management	Fix cost (permit, berth, insur)	OUTPUT NETTO	5 years	5 years NETTO OUTPUT	Value of the boat after 5 years
- 35 %	/ YEAR	/ YEAR	BRUTTO	/	139.000 € new boat VAT excl
33.020 €	6.216 €	26.804 €	254.000 €	134.020 €	80.620 €
26.520 €	6.216 €	20.304 €	204.000 €	101.520 €	80.620 €
17.293 €	6.216 €	11.077 €	133.020 €	55.383 €	80.620 €
					-42%

IMPRESSION 434

Impression 434 by Elan	before 21.4.06 after 13.10.06	21.4.-19.5. 29.9.-13.10.	19.5.-23.6. 8.9.-29.9.	23.6.-21.7. 18.8.-8.9.	21.7.-18.8.	Total weeks	Total income
price/week/€	2.200 €	2.500 €	2.800 €	3.200 €	3.500 €	/	BRUTTO
Estimated nr. of weeks #1	5	4	5	5	4	23	65.000 €
Estimated nr. of weeks #2	3	3	4	4	4	18	52.100 €
Estimated nr. of weeks #3	2	3	3	4	3	15	34.004 €

Charter management	Fix cost (permit, berth, insur)	OUTPUT NETTO	5 years	5 years NETTO OUTPUT	Value of the boat after 5 years
- 35 %	/ YEAR	/ YEAR	BRUTTO	/	181.000 € new boat VAT excl
42.250 €	8.373 €	33.877 €	325.000 €	169.385 €	104.900 €
33.865 €	8.373 €	25.492 €	260.500 €	127.460 €	104.900 €
22.103 €	8.373 €	13.730 €	170.020 €	68.648 €	104.900 €
					-42%

IMPRESSION 514

Impression 514 by Elan	before 21.4.06 after 13.10.06	21.4.-19.5. 29.9.-13.10.	19.5.-23.6. 8.9.-29.9.	23.6.-21.7. 18.8.-8.9.	21.7.-18.8.	Total weeks	Total income
price/week/€	3.500 €	3.800 €	4.400 €	4.900 €	5.600 €	/	BRUTTO
Estimated nr. of weeks #1	5	4	5	5	4	23	101.600 €
Estimated nr. of weeks #2	3	3	4	4	4	18	81.500 €
Estimated nr. of weeks #3	2	3	3	4	3	15	53.304 €

Charter management	Fix cost (permit, berth, insur)	OUTPUT NETTO	5 years	5 years NETTO OUTPUT	Value of the boat after 5 years
- 35 %	/ YEAR	/ YEAR	BRUTTO	/	358.000 € new boat VAT excl
66.040 €	12.450 €	53.590 €	508.000 €	267.950 €	207.640 €
52.975 €	12.450 €	40.525 €	407.500 €	202.625 €	207.640 €
34.648 €	12.450 €	22.198 €	266.520 €	110.988 €	207.640 €
					-42%

ELAN 340

Elan 340	before 21.4.06 after 13.10.06	21.4.-19.5. 29.9.-13.10.	19.5.-23.6. 8.9.-29.9.	23.6.-21.7. 18.8.-8.9.	21.7.-18.8.	Total weeks	Total income
price/week/€	980 €	1.190 €	1.390 €	1.690 €	1.990 €	/	BRUTTO
Estimated nr. of weeks #1	4	4	5	5	4	22	32.040 €
Estimated nr. of weeks #2	3	3	4	4	4	18	26.790 €
Estimated nr. of weeks #3	0	2	3	4	3	12	14.214 €

Charter management	Fix cost (permit, berth, insur)	OUTPUT NETTO	5 years	5 years NETTO OUTPUT	Value of the boat after 5 years
- 35 %	/ YEAR	/ YEAR	BRUTTO	/	106.800 € new boat VAT excl

20.826 €	5.509 €	15.317 €	160.200 €	76.585 €	61.944 €
17.414 €	5.509 €	11.905 €	133.950 €	59.523 €	61.944 €
9.239 €	5.509 €	3.730 €	71.070 €	18.651 €	61.944 €
					-42%

ELAN 40

Elan 40	before 21.4.06 after 13.10.06	21.4.-19.5. 29.9.-13.10.	19.5.-23.6. 8.9.-29.9.	23.6.-21.7. 18.8.-8.9.	21.7.-18.8.	Total weeks	Total income
price/week/€	1.700 €	1.900 €	2.200 €	2.500 €	2.800 €	/	BRUTTO
Estimated nr. of weeks #1	5	4	5	5	4	23	50.800 €
Estimated nr. of weeks #2	3	3	4	4	4	18	40.800 €
Estimated nr. of weeks #3	0	2	3	4	3	12	21.304 €

Charter management	Fix cost (permit, berth, insur)	OUTPUT NETTO	5 years	5 years NETTO OUTPUT	Value of the boat after 5 years
- 35 %	/ YEAR	/ YEAR	BRUTTO	/	140.463 € new boat VAT excl
33.020 €	6.852 €	26.168 €	254.000 €	130.840 €	81.468 €
26.520 €	6.852 €	19.668 €	204.000 €	98.340 €	81.468 €
13.848 €	6.852 €	6.996 €	106.520 €	34,978 €	81,468 €
					-42%

8. MAINTENANCE

One of the main advantages of Elan Yachting Charter Management programme is that your sailing boat will be in professional care full time. Our service and charter base staff is qualified for maintaining Elan sailing boats. Before and after rental the boat is checked and cleaned with care free of charge. The costs of routine maintenance and built in spare parts are specified and subtracted from your income. The inventory that is lost or broken during the charter, is replaced or repaired free of charge for the owner.

ESTIMATED FIX COST/YEAR

	E31	E340	E37	E40	I 344	I 384	I 434
CONCESSION	329 €	329 €	384 €	438 €	329 €	384 €	548 €
BERTH IN MARINA	2.877 €	2.877 €	3.151 €	3.425 €	2.877 €	3.151 €	3.973 €
KASKO INSURANCE	689 €	689 €	914 €	1.120 €	689 €	914 €	1.793 €
TOURIST TAX	55 €	55 €	55 €	55 €	55 €	55 €	55 €
SAILING PERMIT	25 €	25 €	25 €	25 €	25 €	25 €	25 €
MAINTENANCE	1.534 €	1.534 €	1.687 €	1.789 €	1.534 €	1.687 €	1.943 €
TOTAL	5.509 €	5.509 €	6.216 €	6.852 €	5.474 €	6.216 €	8.373 €

REGISTRATION IN REGISTER*	1.370 €	1.370 €	1.370 €	1.370 €	1.370 €	1.370 €	1.370 €
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Costs are not fixed; they may vary due to the changes on the market

* to be paid only at first registration of the boat

9. FLEKSIBLE ONE-YEAR CONTRACT

Our charter management contract is very clean and flexible. It can be changed every year, due to the agreement. Practically if you want to sail with your boat on a longer trip or transfer the boat in the winter time to the warmer place, you are free to do it. In case that you want to sell your boat we will assist you with our dealers net all around the world and try to get the best price for you.

10. TRANSPARENT OPERATION

We have simple and strictly business relationship with each owner of the sailing boat. Income from charter is shared 65/35 and that is our primary source of financing. Elan yachting is covering the costs of advertising, administration, accounting, cleaning, check in/out and fees for the employees. The costs of the owner are marina berth, insurance, maintenance and built in spare parts.

11. GEOGRAPHIC LOCATION

The place of mooring can be chosen by the owner along the Adriatic coast:

- **Punat** (marina Punat / otok Krk)
- **Zadar** (Marina Tankercomerc / v centru mesta)
- **Marina** (marina Agana / v bližini Trogirja)
- **Kaštela** (marina Kaštela / v bližini Splita)

From all locations Elan Yachting Adriatic Charter Management Program is to be offered to the potential Owner. Each of the four charter bases offers different sailing destination. It is up to the Owner to choose where to charter his or similar yacht from.

12. JOIN THE ELAN YACHTING CHARTER MANAGEMENT PROGRAM

Call or e-mail our office and let us know what kind of yacht you are interested in. We will discuss your needs and wishes and send you draft contracts, specifications and any other information you may require.

Typically yachts for Adriatic are delivered in spring but the contracts are made at all times of the year.