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## ***Yacht Purchase & Charter Scheme***

Owning and sailing your own yacht is a pleasure of which many sailors only dream: we can make it possible for you, through what we believe is the best bareboat yacht purchase and charter scheme in the business.

We make sure you have all the fun with none of the work or the worry, providing a unique level of personal attention and service. We protect your investment through meticulous maintenance and bring in a steady return through well managed charter.

### ***Top Yacht - The Company***

Top Yacht is a leading independent bareboat charter specialist, established in 1981. As a company we are small enough to provide the personal touch so important for both owner and charterer, yet large enough to provide a high level of yacht maintenance and operational skill together with the efficient organisation of all aspects of charter holidays.

We are fully bonded and financially secure, hold ATOL 1761 (Air Travel Organiser's Licence), are a member of AITO (Association of Independent Tour Operators), bonded with the AITO Trust, a member of the British Marine Federation and the Marine Leisure Association.

Top Yacht has managed a charter fleet in Turkey since 1982. The company has grown over the years based on sound business practice, close co-operation with the Turkish people and authorities, and excellent relationships with the owners of the boats in the scheme. We are highly respected by clients, boat owners and other charter companies for the quality of the yachts we manage and for our personal and professional service.

Foreign flag yachts are welcomed in Turkey as charter yachts, but must comply with all local regulations. Top Yacht holds an official licence to charter in Turkey, and our yachts also meet British Maritime and Coastguard Agency (MCA) safety coding requirements. We do not 'brand' your boat with the company name, placing only Top Yacht pennants and small stickers on the boats. We thus make discreet visual signs that your yacht is part of the Top Yacht fleet whilst allowing you to enjoy the pride of private ownership.

We employ a professional and well qualified team of expatriate and local staff in Turkey, on hand at all times to ensure the highest standards of care for yachts, owners and clients. Our UK offices are in Chichester, on the south coast, where we have a team of sales staff who are all experienced sailors and have visited Turkey many times, so are well placed to discuss holidays with clients.

Our website, totally revised in 2007, achieves high search rankings and is both informative and easy to navigate. We have a high proportion of repeat business, and we also have well-placed

stands at the London and Southampton Boat Shows, a high quality brochure and prominent marine press advertisements to attract new clients.

All our clients are experienced sailors, or take a skipper. The yachts in the fleet are therefore handled carefully and do not suffer the wear and tear of flotilla yachts. We carry out routine maintenance during the season, and very thorough programmes of service, layup and recommissioning over the winter.

Top Yacht also offers sailing holidays to other destinations, and on crewed yachts and gulets, using high quality partner companies, but does not operate its own charter fleets other than in Turkey.

## ***Why Turkey?***

Turkey is one of the most attractive locations to own and charter a yacht: we believe it offers the best sailing in the Mediterranean. The cruising potential along the Turkish coastline and the neighbouring Greek islands is enormous, and you will continue to discover new and interesting anchorages for many years.

The season is long (from April to early November), sailing breezes are excellent, the sea is warm, the people friendly and welcoming and the food and restaurants good and inexpensive. For those who like more than just sailing, there are ruins to explore, markets to visit, and beautiful coastlines and mountains to admire. In short, Turkey has all the ingredients for wonderful holidays, and many charterers return year after year.

We have two bases in Turkey: the longest established is in the delightful village of Göcek, in the Gulf of Fethiye. Port Göcek Marina offers excellent shelter and top class facilities in a very attractive environment, and with the airport less than 30 minutes away it is an excellent home for a charter fleet. Our newer base is in Marti Marina in the peaceful bay of Keçi Bükü, which has a good range of facilities, and is half an hour from Marmaris. This area is less developed than around Göcek, with fewer yachts and slightly stronger winds, and the base opens up the cruising area around Bodrum to the north. One way trips are possible between the two bases. Each yacht has a contract for a marina berth in one of other base, but they move freely between the two during the season.

## ***Choosing your yacht***

We recognise that yacht owners have differing requirements and objectives, and we will work with you to ensure you achieve them. With Top Yacht you are not restricted to a small number of models or boat builders from which to choose, and some of the yachts in our fleet are not the usual charter types. Our only requirement is that the yacht be purchased new through us: we do not accept used yachts into the fleet. Our flexibility allows you the owner to choose the yacht which suits you personally, and to equip it to your own requirements.

We will point out the advantages or drawbacks of a particular boat and advise on factors which will make it more or less successful for charter. In some cases the owner accepts that the chosen yacht will not be the most successful charter boat but will place it with us to have it well looked after, to cover its costs and because it suits his or her needs exactly.

Boat shows are excellent opportunities for viewing the latest models. Top Yacht staff are available for consultation throughout the London and Southampton shows, and will be happy to accompany you to look at a range of yachts and discuss their suitability. We will negotiate on your behalf with suppliers to secure the best prices on the yacht and equipment. Bear in mind the long lead time involved in yacht construction: in most cases you should order your yacht in summer or autumn for delivery the following spring.

## ***The Purchase***

With Top Yacht, buying a boat couldn't be easier: we make all the arrangements with the builder, and act as agents for several of the major suppliers including Jeanneau, Beneteau, Dufour, Bavaria, Moody and Elan. We use our commission from the boat builder to the benefit of the purchaser by ensuring a competitive price and by providing our services free of charge throughout the purchase and preparation for delivery and charter.

- We advise and assist with the specifications for the yacht, equipment and extras. From long experience we know what gear will be more reliable on charter: correct specification and installation can save problems and costs later.
- We prepare a detailed purchase quotation which includes all the costs of getting the yacht ready for charter, except the final delivery by sea to Turkey.
- We act as the project manager for the purchase, to ensure that the yacht meets the agreed specifications and schedule. We report on progress and refer any important decisions to the purchaser.
- We arrange road transport of the finished yacht from the factory to the commissioning yard (normally in the south of France), and purchase and transport the additional equipment to the boat, where our team installs and commissions it. We prepare a detailed inventory and charter manual, and arrange export paperwork.
- Owners of yachts in our fleet retain 100% ownership, with British or any chosen registration. We carry out the registration process, arrange the insurance, radio licence and safety coding.
- The yacht is launched by our team and taken for a trial sail before handover to the owner or his/her representative. The owner is responsible for the delivery to Turkey, and many wish to make the trip themselves, but we can help with skipper/crew arrangements on request.
- On arrival in Turkey we arrange customs clearance of the yacht, and return flights for the delivery crew. Our staff will service the yacht and finalise preparation for charter, obtaining all official documentation and licences.
- We resolve any subsequent warranty matters directly with the boat builder or equipment supplier.

## ***Specification***

For the safety of both owners and charterers, we insist on a comprehensive standard inventory on all yachts, which is included in your purchase quotation. Good ventilation, refrigeration and water capacity is vital in a hot climate, and an electric windlass, electric bilge pumps, extra batteries, wind/speed and navigation instruments are also included as standard. A detailed standard inventory can be found in our brochure or on our website.

Additional equipment can be put on your yacht at your request, such as radar, bowthruster, or air conditioning. These items will be discussed with you in detail at the time of ordering your yacht; some items must be factory fitted, as retro-fit may be expensive or impossible.

Many owners also choose to leave on board more personal items such as books and CDs for use by charterers, and you can place a limited amount of personal gear for your own holidays in our store.

## ***Financing the Purchase***

We do not offer finance, but can suggest a marine mortgage provider familiar with the Top Yacht operation.

If you take out a loan for the full purchase price of the yacht, it may not be fully covered by the return you will receive. However, consider the cost of an annual 4 week charter holiday when making your calculations!

We do not offer fixed percentage returns. Ours is a variable income scheme, depending on the number of weeks of charter sold on your boat, which will vary from year to year. The type of yacht you choose will affect its popularity for charter, and we will prepare estimates of charter income when discussing the yacht you wish to buy..

Company ownership can be advantageous, but you should obtain professional advice from an accountant or financial adviser on your own individual circumstances.

## ***Value Added Tax***

There is no liability for VAT on the yacht or its equipment if exported from the EU to Turkey, and we will ensure that export paperwork is correctly completed at the port of departure. If at a later stage you wish to re-import the boat permanently to the EU, then VAT will have to be paid, based on the value of the yacht at that time. VAT rates differ between EU countries, and you can choose the country of import to benefit from this. Charterers and owners taking a yacht from Turkey to Greece for holidays are not considered to have imported the boat and will not be assessed for VAT.

## ***Holiday entitlement***

As an owner you may reserve 4 weeks' use free of charge on your own boat each year at any time during the season. Should you require additional use, we will make a charge equivalent to the income the company would have received had it sold a charter holiday. If you have a spare week and your boat is available at the last minute, then you may sail your boat free of charge. You may also sail out of season free of charge. The costs of travel to the boat, and the Transit Log (official permit to sail in Turkish waters for the period of your holiday), are payable by you. You may make your own travel arrangements, or ask us to reserve flights for you. We have a weekly allocation of seats on a flight from London Gatwick to Dalaman, and can also purchase seats on other routes. Transfers to the base can be arranged for you, or you can take a taxi from the airport.

## ***The Charter Management Contract***

Our initial agreement is normally for 4 years, starting from 1 November in the year in which you order your yacht. After this time you may renew your contract with us annually up to a further 6 years, an arrangement unique to Top Yacht. We are able to charter successfully for this length of time due to the high standard of equipment and maintenance on our yachts, and also the fact that our boats are offered for bareboat charter only to experienced sailors, minimising wear and tear.

60% of the net charter revenue will be paid monthly to the owner throughout the charter season. Income depends upon the number of weeks chartered, and some years are better than others.

Owners are charged an annual management fee. This covers the predictable third party running costs including insurance, marina, boat yard, charter licence and routine service and maintenance labour, and relates to the value, complexity and size of the boat. The owner is responsible for the cost of parts for the yacht.

At the end of the contract, you may wish to take the yacht out of the fleet for private use, and we provide an overwintering service to assist you. We can also offer a brokerage service if you wish to sell your yacht, whether to replace with a newer model in the fleet or to pursue other interests. Top Yacht boats generally hold their value extremely well, due to the high standard of professional maintenance, and the fact that they have not been used for a flotilla.

## ***Insurance***

All boats are comprehensively insured for their full value in your own name under a fleet policy with a specialised British marine insurance company. Excesses are covered by security deposits or insurance taken from charterers. Our claims record is exceptionally good as all our clients are experienced sailors.

## ***Sailing from Other Destinations***

If you wish to sail elsewhere than in Turkey, we will ensure you receive a discount on the published price for any booking that you make through us. The amount will depend on the destination, as the commission we receive from our partner fleets varies.

## ***And finally....***

To check out our claims, take a holiday on our fleet in Turkey. For purchasers who place an early order with us on a yacht for the following season, we can provide use of a similar yacht in Turkey free of charge for one week in the current season.

**Photo gallery – your cruising area in Turkey**



Port Gocek  
Marina



Kucuk  
Kuyruk



Restaurant at Kapi Creek



Bozburun

Sailors'  
Paradise



Keci Buku

