



Letter from the CEO and CFO of Royal Yacht Brokers,

We would like to formally introduce ourselves, we are a worldwide yachting company with headquarter offices based in Monte Carlo and London, and representative offices based in Dubai, Miami, Sochi, and Bodrum. In addition to our senior resources we are delighted to announce our newest business partnership with industry veteran Luc Khaldoun, joining Royal Yacht with OneOcean, making Royal Yacht Sarl one of the most competent and skilled companies in the industry.

Below please find information about our company, and how we provide the top services to our clients. We would most appreciate the opportunity to represent you in your yachting endeavors.

We specialize in:

Yacht Sales and Purchase

- Our global network operates in all the main yachting areas: Bahamas, Bodrum, Dubai, London, Milan, Monte Carlo, Portofino, Porto Cervo and Sochi.
- We have a dedicated team of experts who monitor the yacht sales market daily with the best Intel worldwide including top mega yachts, including the sale of the 86M Feadship.
- We have a dedicated team of experts who consistently monitor the yachting market and do market research to seize market opportunities.
- We also excel in marketing strategies in the listing on sales of vessels, always getting the client the best possible price.
- Our brokers will guide you through all the selling and buying process.

Yacht Charter

- Royal Yacht Brokers has access to over 7000 yachts around the world starting at 25m+ and direct from owners and MYBA access.
- Established collaborations with the majority of the Central Yacht Agents - thus we can negotiate better deals.
- We provide Fast, Efficient and Reliable 24/7 Super Yacht Brokerage service.
- We visit yacht shows and inspect yachts first-hand.
- Knowledge of destinations, itineraries and charter yachts whereabouts.

- Never beaten price – we are expert negotiators, offering the best possible rates and off market deals.

New Design Projects

- We deal with each project management for new constructions, custom luxury design and refit projects.
- We work with some of the most skilled yacht builders and designers.
- Our brokers will monitor each stage through the process, from concept to delivery.

Yacht Management

Our yacht management program, “Royal Yacht-Unique”, manages private and commercial yachts including (Heesen 44m "Sister Act", Baglietto 44m "Monokini", Mondomarine 50m "Alexander Again ", and Lürssen 70m "Saint Nicolas”) With our experience in the market we are able to cut the year expenses of the yacht of 10-15% from any other institutional management company. (We were able to save 25% from an insurance policy on a 70m Lurssen from their previous policy with previous management)

- “Boutique management”: a couturier management tailored to your needs.
- Crew management and supervision to comply with STWC 95 or state requirements. Technical management that maintain your vessel to the highest possible standards. Commercial management for all the sales & brokerage operations (i.e. chartering services and revenues, negotiations, sale agreements etc.).
- Accounting Services & Budgeting assistance to keep costs under control.
- ISM & ISPS management to make your yacht compliant with relevant legislation.
- We guarantee full management for each of our services, making your sailing as smooth as possible.

Yacht Supplies

- Our clients are precious to us, that is why we offer a provisioning service for our selected clients in order to take good care of them and find the best limited edition fine wines and champagne and fine foods right on board for you unlike anyone else can offer.

Thank you for your consideration and we look forward to meeting you.

Sincerely,
Tommaso Chiabra
Chief Executive Officer
Royal Yacht Brokers

Manuele Thiella
Chief Financial Officer
Royal Yacht Brokers