



POLARIS
YACHT CHARTER EXPERTS

YACHT CHARTER GUIDE

Everything you need to know about luxury yacht charter

INTRODUCTION



ROBIN WAKE

Founder

Polaris Yacht Brokerage Ltd

Office: +44 203 875 1805

Mobile: +61 447 556 038

wake@polarisyachtcharter.com

P  **LARIS**
YACHT CHARTER EXPERTS

WELCOME TO THE WONDERFUL WORLD OF LUXURY YACHT CHARTER

Chartering a luxury crewed yacht has always been the preserve of privileged and successful lucky few.

As the worldwide charter yacht fleet has expanded in recent years, so spending free-time on a yacht has become more accessible, and is becoming the vacation of choice to those who want an alternative to land-based holidays.

So, what is it that sets a yacht charter apart from any other kind of luxury vacation? What do luxury yachts have to offer for the premium traveller which is so unique?

In this report I will guide you through the supreme experience on offer, the myriad options available to you, the exquisite and diverse features of the worldwide charter fleet, where and when to charter, the charter booking process, in fact, everything you need to know about super yacht charter.

Founding Polaris almost 10 years ago, and with over 25 years experience in the luxury yacht world, I have the expertise, knowledge and connections to find you the most suitable yacht for your charter at the very best price, all without compromise and with the highest levels of discretion.

The next step is to get in touch and allow me to organise the perfect charter for you.

I look forward to being of assistance

Robin

INTRODUCTION



ROBIN WAKE

Founder

Polaris Yacht Brokerage Ltd

Office: +44 203 875 1805

Mobile: +61 447 556 038

wake@polarisyachtcharter.com

P  **LARIS**
YACHT CHARTER EXPERTS

A NOTE ON COVID 19

A yacht is arguably the best way to avoid the crowds and to maintain isolation whilst being on holiday, staying mobile and active and relaxing and playing with your family in a safe, very clean and isolated environment with fresh air and plenty of sunshine.

YOUR HEALTH & SAFETY ARE YOUR CREW'S TOP PRIORITY

Luxury charter yachts have always been kept to the very highest standards of hygiene and cleanliness, by trained, professional, full-time crews. These standards are only set to increase in future, as awareness of hygiene and virus spread prevention become ingrained in our day-to-day lives, rigorously so by luxury yachts and their crews.

NEW COVID CANCELLATION POLICIES - PROTECTING YOUR INVESTMENT

A new COVID addendum to the MYBA Charter Contract has been developed, giving you, the Charterer, more protection in case the continuation of the COVID-19 menace. Owners are also offering generous cancellation terms.

POLARIS POINT-TO-POINT TRAVEL SERVICES

In conjunction with our preferred transport and private aviation partners, we are able to assist in organising pick up from your home to a private jet, then onwards from your arrival airport to your yacht by road or helicopter, providing a safe, very private and much more convenient way to get to and from your yacht charter.

As international measures to reduce COVID 19 spread are developing on a day-to-day basis, I will be able to advise you better on any region or yacht specific COVID measures that are in place at the time.

CONTENTS

WHAT MAKES A YACHT A "SUPERYACHT"?

DESTINATIONS

CHOOSING THE PERFECT YACHT

THE YACHT CHARTER PROCESS

ORGANISING YOUR CHARTER EXPERIENCE

HOW TO GET IN TOUCH

WHAT MAKES A YACHT A SUPERYACHT?

Although there is no one true definition, a superyacht is considered to be a yacht that is at least 78-feet or 24-meters in length. A superyacht is synonymous with luxury and glamour, affording families and friends the freedom to travel the world's most extraordinary destinations in ultimate comfort and privacy.

A superyacht will be professionally crewed, and have luxurious accommodations for 6 to 12 guests, as well as sophisticated indoor and outdoor communal entertaining, relaxing and dining areas with a whole host of luxury features. The sporting life is emphasized by fantastic inventories of water sports equipment.

Such yachts come in all shapes and sizes, price points and styles and are both motor yachts and sailing yachts.



WHAT IS SO SPECIAL ABOUT A YACHT CHARTER?



PRIVACY, SECURITY & SECLUSION

A yacht provides the privacy, seclusion and security usually found at a private residence, allowing you to spend time with your loved ones on a secure, private mobile and peaceful oasis, away from prying eyes.

SUPREME LEVELS OF SERVICE, 24/7

Your crew are attentive, professional and qualified, offering unparalleled levels of service throughout your charter, day and night. Your captain will ensure your safety and wellbeing, the interior crew will be at your service at all times, whether that be serving meals and drinks or ensuring the interior of the yacht is kept in immaculate condition at all times. The deck crew are your personal water sports instructors, always keen to get you in and on the water with the yacht's array of fun and exciting water sports toys and amenities.



WHAT IS SO SPECIAL ABOUT A YACHT CHARTER?



HEALTH, FITNESS & VITALITY

Gyms and training equipment, spas, swimming pools, Jacuzzis, saunas and beauty salons are amongst the supreme array of features found on yachts that can ensure valued personal routines can be continued whilst on board, avoiding healthy lifestyle interruption or compromise.



WHAT IS SO SPECIAL ABOUT A YACHT CHARTER?

EXPLORATION & ADVENTURE

Exploration and adventure have long been synonymous with the luxury experience and are of course, intrinsic to yachting, whether this is exploring hidden and otherwise inaccessible beaches and coves or accessing remote and less-travelled wildernesses.



EPICURIAN DELIGHTS

YOUR OWN PRIVATE CHEF

Enjoy your personal chef for the duration of your charter, offering exquisite quality and unprecedented levels of personalisation. Menus can be simplified or elevated as moods dictate, and personal dietary requirements of family and guests accommodated. Talented chefs and careful preparation can turn yachts into fine dining floating Michelin style restaurants. It is a key part of the entertainment experience and can make the time spent aboard truly special and memorable.



STAY CONNECTED

EXCEPTIONAL AUDIOVISUAL EQUIPMENT

Both inside and on deck



Most yachts offer high-speed internet and/or 4G boosters and wi-fi networks, allowing you to stay connected to your shore-side commitments

THE WORLDWIDE CHARTER YACHT FLEET

There are currently over 1700 yachts available for luxury crewed charter worldwide, ranging in size from 24m (80ft) to over 100m (300ft) in length.

- * Sailing Yachts
- * Motor Yachts
- * Traditional
- * Contemporary
- * Fast and slow
- * Big and small
- * Formal or relaxed

All of the yachts that we offer have highly trained crews, ready to provide you with the highest levels of service

P  **LARIS**
YACHT CHARTER EXPERTS

WHETHER YOU WISH TO
CHARTER FOR A DAY, A WEEK
OR LONGER WE WILL ALWAYS
BE ABLE TO FIND YOU A
SUITABLE YACHT FOR YOUR
PLANS



WATERSPORTS

LUXURY CHARTER YACHTS CARRY FANTASTIC ARRAYS OF THE VERY LATEST WATER SPORTS EQUIPMENT INCLUDING:

- Sea scooters
- Jet skis
- Water skiing, wake boarding and knee-boarding
- Towable Inflatables and waterparks
- Inflatable Slides
- Scuba Diving and snorkelling
- Stand Up Paddle boards (SUP)
- Kayaks
- Sailing Dinghies
- Submarines
- Fly boards
- Kite surfing
- Surfboards
- Windsurfers
- Fishing Kit

If your chosen yacht does not have your preferred toys in their inventory we can often organise for them to be added



WATERSPORTS

SCUBA DIVING

Whilst yachts do often carry dive equipment, in most cases the Captain will insist on “Rendezvous Diving” Only.

This is where a local dive company, with local knowledge and expertise will pick you up from your yacht in their own dive boat, fully equipped to help you explore the best local dive spots.



RYA TRAINING CENTRES

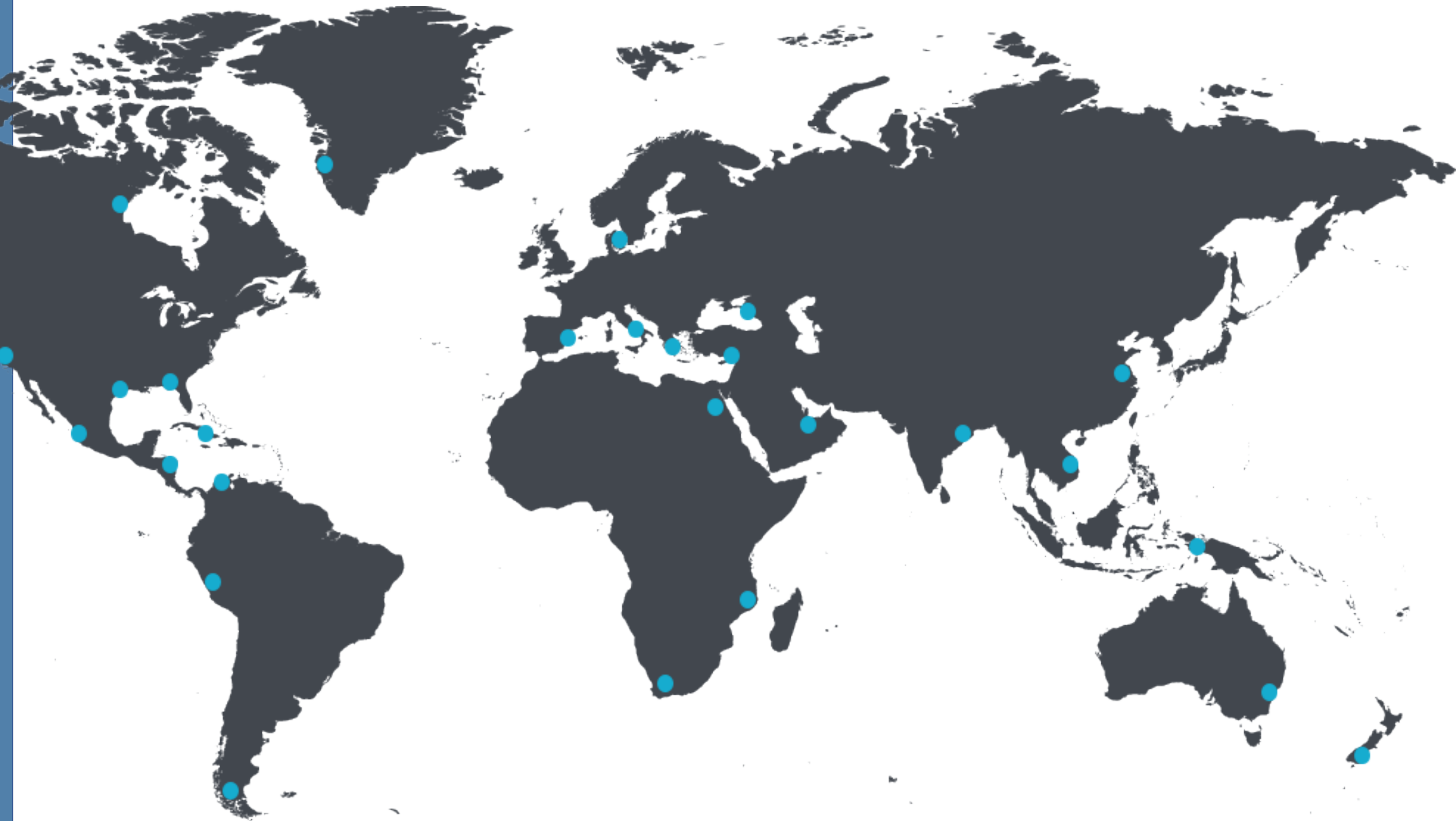
Using Personal Water Craft (PWC) – Jet Skis

There are local laws and regulations regarding the use of jet skis and other personal water craft (PWC) wherever you choose to charter. In most cases you will also be required to hold a PWC qualification before the captain will allow use of the on-board PWC.

More and more yachts are now becoming RYA recognised training centres, which means that the crew are qualified to instruct and certify you and your guests on the use of PWC. The qualifications awarded will remain valid until the end of the charter.

Alternatively, we can arrange for a qualified professional to come to the yacht at the beginning of the charter to train and certify guests – this only takes an hour or two.

WORLDWIDE DESTINATIONS



**WORLDWIDE
DESTINATIONS**

**EASTERN
MEDITERRANEAN**



CROATIA



IONIAN ISLANDS



GREECE



TURKEY

**WORLDWIDE
DESTINATIONS**



ITALY



FRANCE

**WESTERN
MEDITERRANEAN**



SICILY & THE
AEOLIAN ISLANDS



SPAIN & THE
BALEARICS

**WORLDWIDE
DESTINATIONS**



SCOTLAND



NORWAY

**NORTHERN
EUROPE**



ICELAND



ENGLAND

**WORLDWIDE
DESTINATIONS**

THE AMERICAS

POLARIS
YACHT CHARTER EXPERTS



MEXICO



BAHAMAS



**NEW
ENGLAND**



ALASKA

**WORLDWIDE
DESTINATIONS**



**LEEWARD
ISLANDS**



**WINDWARD
ISLANDS**

CARIBBEAN



CUBA



BVI's

**WORLDWIDE
DESTINATIONS**

**INDIAN OCEAN
&^{THE}
SE ASIA**

POLARIS
YACHT CHARTER EXPERTS



SEYCHELLES



MALDIVES



THAILAND



INDONESIA

**WORLDWIDE
DESTINATIONS**



AUSTRALIA



NEW ZEALAND

**AUSTRALASIA
AND PACIFIC**



FIJI



FRENCH POLYNESIA

CHOOSING YOUR YACHT

When you're ready to start the process of chartering a luxury yacht don't hesitate to get in touch for an obligation free consultation.

During this conversation we will ask you the following about your requirements:

- Your travel dates/range of dates that you'd like to charter
- Your preferred type, size and style of yacht
- The number and make-up of the guests - will there be children on-board?
- Any amenities that are essential to the experience for you (jacuzzi, stabilization, toys etc)
- It would also be very useful to have an idea of your budgetary expectations.

We will then undertake a detailed search of the entire available luxury yacht charter fleet to gather a selection of the most suitable and available vessels and then present you a comprehensive and detailed proposal with the published rates, digital yacht brochures and other information about your preferred itinerary and the yachts crews.

We may offer yachts that may not match your requirements exactly, however, they might offer you a superior experience, based upon their amenities, reputation and charter history.

Following your approval and selection of a yacht, we will then go to work on negotiating the very best rates and terms for you. Once all the rates and terms are agreed we then produce the yachting industries Gold Standard MYBA Charter Contract for your signature

CHARTER COSTS EXPLAINED

Charter Fees

The published charter fee can vary depending on whether the charter will take place in low or high season. We will only ever quote you the applicable seasonal PUBLISHED charter rate.

The charter fee includes the charter of the vessel with all its equipment in working order, the crews wages, uniform and food and the insurance of the vessel and crew.

Any other expenses that you incur are paid for by means of the Advanced Provisioning Allowance – APA

WE WILL ALWAYS ENSURE THAT WE NEGOTIATE THE VERY BEST CHARTER RATE

APA – Advanced Provisioning Allowance

You will pay, at cost, for any other expenses incurred. These include but are not limited to:

- Transfers to and from the yacht.
- Fuel for the main engine, generators, tenders and water sports equipment.
- Food and beverages consumed on board by you and your guests.
- Berthing fees and other harbour charges (including pilot's fees, customs formalities and any charges for waste disposal).
- Charges for water and electricity taken from shore
- Ship agent's fees (where applicable).
- Charter party communications including internet use.
- Hire or purchase costs of any special equipment placed on board at the charterers request.

The APA usually required is 30% of the NEGOTIATED charter fee, depending on expected fuel usage, number of guests and berthing requirements. As its name suggests, the APA is paid in advance of the charter so that the crew can provision and prepare for your arrival.

On the final day of the charter the Captain will present you with a detailed invoice of your expenditure, and any unspent APA is returned to you either in cash or by bank transfer

CHARTER COSTS EXPLAINED

VAT / GST

“There’s nothing surer than death or taxes.”

Until relatively recently yacht charter was a largely tax-free pursuit, but no longer. VAT is now charged in most Mediterranean jurisdictions and wider afield also.

The rate will vary (anywhere from 4% -22% of the charter fee) depending on where you start and finish your charter, and the route followed during the charter.

Delivery Fees

Should the yacht be required to relocate from her last position to where you wish to embark your charter, or to travel to embark their next charter, the yacht charter owner may require that you pay delivery fees. In some circumstances fees for the time involved may be charged but in most cases the delivery fee will be for fuel only (based on the fuel consumption of the yacht for the required delivery voyage).

We will advise of any required delivery fees when making our proposal to you. Delivery fees can often be reduced or waived as part of the negotiation

Security Deposit

In cases when yachts have rare or priceless fixtures, fittings, furniture and art work, the yacht owner may request a security deposit. This will be held on account until the end of the charter and returned immediately afterwards.

Note: Value Added Tax and the APA are usually calculated on the final negotiated price. There are times however when we have done such a good job of securing a discount that the APA required will need to remain as a % of the published rate and not of the negotiated rate.

PAYING FOR YOUR CHARTER

Securing your yacht

A 50% deposit of the total charter fee is payable by bank transfer upon signature of the contract. This locks in your dates and takes the yacht off the market.

The balance of the charter fee + VAT + APA (+ delivery fees + security deposit where required) needs to be paid at least one month in advance of the charter.

Spreading the cost

The MYBA charter contract provides the ability to pay the balance of funds in either 1 or 2 further instalments.

CHARTER COSTS EXAMPLE

CHARTER FEE	\$50,000
APA (30%)	\$15,000
VAT (10%)	\$ 5,000
DELIVERY FEES	N/A
SECURITY DEPOSIT	N/A
<u>TOTAL TO PAY</u>	<u>\$70,000</u>

PAYMENT TIMINGS

DEPOSIT	\$25,000 (upon signature)
(BAL. REMAINING	\$45,000)
PAYMENT 2	\$22,500
PAYMENT 3	\$22,500 (1 month before embarkation)
<u>TOTAL TO PAID</u>	<u>\$70,000</u>

YOUR CHARTER PREFERENCES & PROVISIONING

Your Food & Dietary Requirements

Allow the chef to tantalise your taste buds, by providing exquisite foods that suit the rhythm of your day - from gourmet extravaganzas to light, healthy Mediterranean cuisine....

Do you have any favourite ingredients / dishes / cuisines?

Which style of dining do you usually prefer?

Formal Relaxed Both

Do you enjoy barbecues? Yes No

Breakfast

Tell us about your ideal breakfast....

Continental American Full English
Cereals Fruit juices Fruits
Porridge Oats Yoghurts Spreads, oils
Butter-salted Butter-unsalted Low-fat spreads
Jam/marmalade Other (please specify):

Afternoon Tea

Do you require afternoon tea?

Tea, coffee, b'cuits Full tea with sandwiches & cakes

Preferred Snacks (available throughout the day)

Canapés Crudités & dips
Fruit Nuts
Olives Potato crisps/chips
Other (please specify):

Special Requirements

Dairy free Diabetic Halal
Kosher Low cholesterol Low sodium
Vegetarian Gluten free

Do any guests have food allergies (please specify):

Wine & Beverages

Polaris Yachting is proudly associated with one of only 289 Master of Wines in the world, who can tailor wine with your preferred cuisine, source worldwide vintages and find those exclusive bottles for your discerning guests.

Are there any specific wines / champagnes you would like?

White Red Rosé
Cham. Vintage Cham. NV
Other (please specify):

Would you like our Master of Wine to offer suggestions?

Yes No

Do you prefer wine from any particular region?

Spirits

Which spirits and brands you would like on-board:

Vodka Gin Brandy
Rum Whisky Pimms

Are there any particular cocktails you would like?

Beer

Are there any particular brands you would like?

Soft drinks

Any particular soft drinks / water / non-alcoholic drinks?

Tea and coffee (please specify preferences):

The devil's in the detail... you will be given the opportunity to tell us exactly how you want your charter to be run, by completing our extensive and detailed preferences form.

The more detail you are able to provide us with regards to your preferences to better service and experience the crew will be able to provide you.



ORGANISING YOUR CHARTER EXPERIENCE

ITINERARY PLANNING
FINE WINE & PROVISIONING
PRIVATE JETS
HELICOPTERS
COMMERCIAL AIRLINES
RESTAURANT BOOKINGS
HOTEL BOOKINGS
LUXURY CAR TRANSFERS
SUPERCAR RENTAL



We have strong relationships with private jet companies, wholesale aircraft ticketing agents, fine wine suppliers and food provisioners, luxury transfer providers, to name a few, which enable us to plan the best full-service charter experience for you.

Once the yacht is secured and your deposit received, we will get to work on assisting you with every aspect of the organisation of your charter, offering you full concierge services to make your trip go as smoothly as possible.

ITINERARY PLANNING
FINE WINE & PROVISIONING
PRIVATE JETS
HELICOPTERS
COMMERCIAL AIRLINE BOOKINGS
RESTAURANT & NIGHTCLUB BOOKINGS
HOTEL BOOKINGS
LUXURY CAR TRANSFERS
SUPERCAR RENTAL



POLARIS
YACHT CHARTER EXPERTS

The Devil's in the detail

POLARIS
YACHT CHARTER EXPERTS



ROBIN WAKE
Founder
Polaris Yacht Brokerage Ltd

Office: +44 203 875 1805
Mobile: +61 447 556 038

wake@polarisyachtcharter.com

