



**CUMBERLAND
CHARTER YACHTS**

WHITSUNDAYS AUSTRALIA

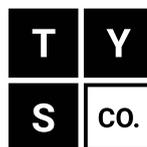
CHARTER YACHT OWNERSHIP



From \$145,000 Exc GST



FOUNTAINNE PAJOT.
SAILING CATAMARANS



**THE
YACHT
SALES
CO.**



DUFOUR
— INSTINCTIVE SAILING —



**YOU'VE CHARTERED BEFORE, YOUR FAMILY LOVED IT,
YOUR FRIENDS LOVED IT, YOU HAD THE TIME OF YOUR
LIFE, AND YOU'D LOVE TO DO MORE SAILING.**

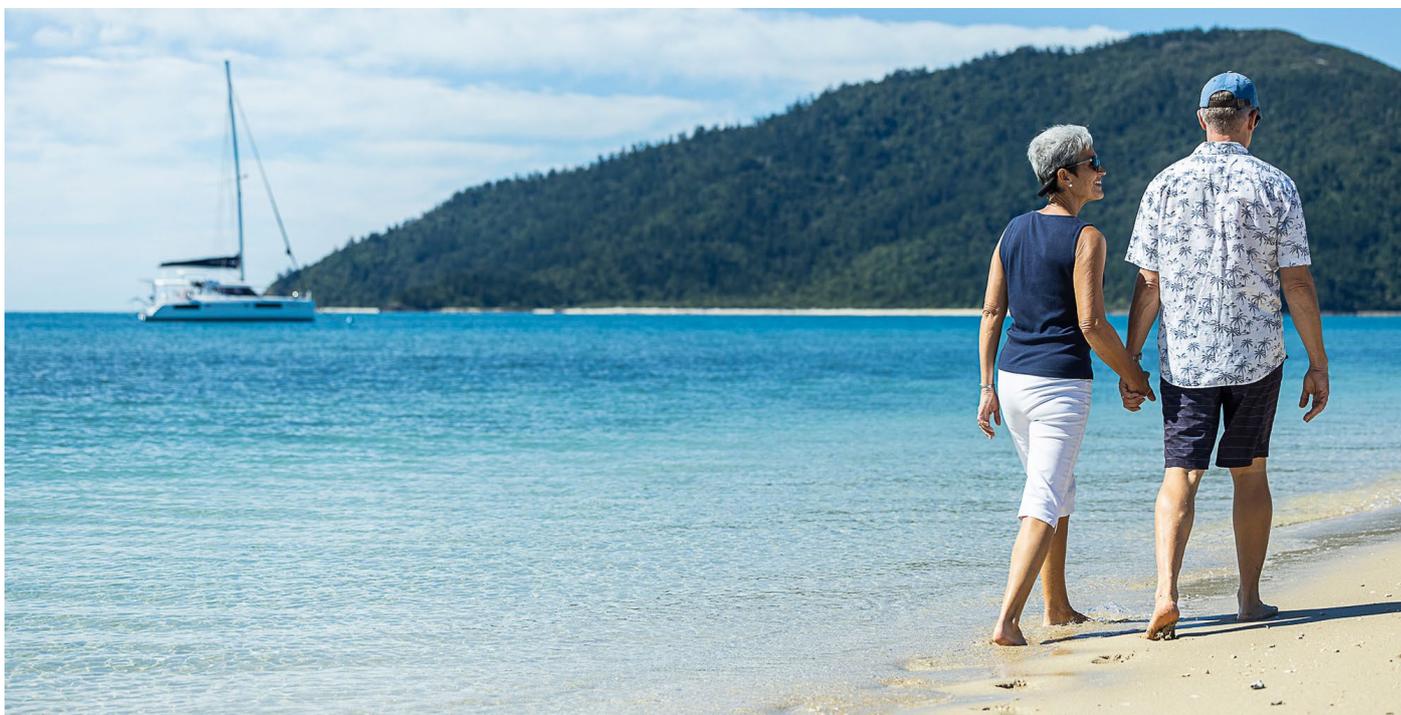
We have a unique range of options to own a revenue-earning charter yacht. Own the whole vessel, a quarter, a half or three quarters - the choice is yours.

A Cumberland Charter Yacht Ownership programme offers a unique opportunity to experience the thrill of yacht ownership. Purchased in a corporate entity, it offsets the costs of yacht ownership through charter income, tax deductions*, depreciation and recovering GST on the purchase price and offsetting running costs. You can even spread the costs amongst up to three other like-minded individuals, reducing your investment considerably. Own the whole boat yourself or split the costs with as many as three others. The vessel would be owned in a corporate entity, with each owner being a shareholder. Own, $\frac{1}{4}$, $\frac{1}{2}$, $\frac{3}{4}$ or the whole vessel, the choice is yours.

You can enjoy the freedom of sailing one of the world's most stunning charter destinations, The Whitsunday Islands, whilst enjoying income into the business that owns the vessel.

We work closely with Fountaine Pajot and Dufour Yachts to ensure the vessel is perfectly specified for charter and meets owners' future needs and financial objectives. We specify the fantastic new range of yachts from Dufour, the 37, the 41 and the 44 and the new Fountaine Pajot 41, 44 and 48. We can include alternative models in the programme, if an owner specifically wants a larger sailing vessel. Please ask for current pricing.

WHY CHOOSE A CUMBERLAND BUSINESS CHARTER YACHT?



Those of us who are acquainted with owning a yacht will understand the challenges of private ownership; the costs of maintenance, marina fees, insurance, repairs can all conspire against the dream.

For those looking to own a private yacht outright in the future, our Charter Investment programme provides owners with all of the joys of yacht ownership, while also offering a strong business plan, marketing and booking platform, and the most professional management and maintenance support in the industry when it comes to looking after your asset.



YACHT SPECIFICATION & MANAGEMENT

Cumberland Charter Yachts has over 20 years' experience in successfully purchasing, specifying, managing and marketing charter yachts for owners.



FLEET UTILISATION

With our very strong sales and marketing presence throughout Australia and internationally, the yachts within our fleet are enjoying an average 170 nights of operation per annum. This ensures that your asset will generate strong revenues, and return on your investment.



CUMBERLAND CHARTER YACHTS MANAGEMENT SUPPORT

Simon Summerton, General Manager / Partner, has spent the past decade working closely with yacht owners, selling to investors and overseeing fleet operations during the charter period. Cumberland Charter Yachts is dedicated to delivering world-class charters through meticulous fleet maintenance and presentation, continually seeking new ways to enhance the experience for both clients and owners.



DUFOUR

— INSTINCTIVE SAILING —

DUFOUR YACHTS AVAILABLE THIS YEAR

Discover the Spirit of Dufour

For over 60 years, Dufour Yachts has defined French sailing excellence. Built in La Rochelle, each yacht blends elegant design, advanced engineering and refined comfort to deliver an exceptional cruising experience.

Crafted for Comfort and Connection

From the nimble Dufour 37 to the spacious Dufour 44, every model is designed for both adventure and relaxation. Bright saloons, generous cabins and open decks invite effortless enjoyment under sail or at anchor.

A Smarter Way to Own

This season, secure a share in the new Dufour 37, 41 or 44—professionally managed for carefree ownership. Enjoy proven charter returns and the freedom to step aboard whenever you wish.

NEW DUFOUR 37

The new Dufour 37 starts from **\$580,000 Ex GST**,
with each quarter share available from **\$145,000 Ex GST**



NEW DUFOUR 41

The new Dufour 41 starts from **\$780,000 Ex GST**,
with each quarter share available from **\$195,000 Ex GST**



NEW DUFOUR 44

The new Dufour 44 starts from **\$880,000 Ex GST**,
with each quarter share available from **\$220,000 Ex GST**





FONTAINE PAJOT.

FONTAINE PAJOT CATAMARANS AVAILABLE THIS YEAR

Experience the World of Fountaine Pajot

For almost 50 years, Fountaine Pajot has set the standard in luxury cruising catamarans. Built in France, each model combines elegant design, innovative technology and exceptional comfort for effortless performance at sea.

Inspired by Freedom and Connection

From the all-new FP41 to the spacious FP48, every catamaran is designed for adventure and relaxation. Light-filled saloons, open decks and generous lounges invite you to unwind, explore and share unforgettable moments on the water.

A Seamless Way to Own

This season, secure a share in the new FP41, FP44 or FP48—professionally managed for carefree ownership. Enjoy proven charter returns and the freedom to sail whenever you choose.

NEW FP41

The new FP41 starts from **\$330,000 Ex GST**, for each quarter share.



NEW FP44

The new FP44 starts from **\$390,000 Ex GST**, for each quarter share.



NEW FP48

The new FP48 starts from **\$485,000 Ex GST**, for each quarter share.





WHY CHOOSE CUMBERLAND CHARTER YACHTS AND THE EXCITING NEW RANGE OF DUFOUR YACHTS & FOUNTAINE PAJOT CATAMARANS?

Enjoy a seamless yacht ownership experience with a Cumberland Charter Yacht. Our straightforward programme, backed by a dedicated support, maintenance, and logistics team makes ownership hassle-free. Cumberland has a strong track record of maximising owners' revenue, backed by a solid reputation and business plan. Owning the yacht in a corporate entity allows tax deductible expenses*, GST registration and depreciation allowances, maximising the company's business plan to fully leverage these commercial advantages*.

Owned by the Fountaine Pajot Group in France, Dufour is the world's premier yacht builders, and the Fountaine Pajot range of luxury catamarans has established itself as the go-to luxury catamaran. The Fountaine Pajot Group is currently investing heavily in R&D across both the Dufour and Fountaine Pajot brands, launching over nine new models to market in the last two years. You will enjoy exclusive Dufour and Fountaine Pajot owners' events and to be able to access The Yacht Sales Co expert brokerage services when it's time to sell, we're with you every step of the way.

**We recommend you seek independent tax advice as everybody's circumstances vary. We have a marine tax and GST specialist we can recommend you to.*

BENEFIT FROM STAND-BY USE & REGULAR INSPECTION

Shareholder's access to the vessel would be limited during peak charter season, July to November.

EXPECTED INCOME FOR A VESSEL IN CUMBERLAND CHARTER YACHT OWNERSHIP

One of the key advantages of placing a yacht in the Cumberland Charter Yacht fleet is the potential for income generation to offset the costs of yacht ownership. The vessel would be purchased in a corporate entity that you would own a share in. We can make an introduction to a specialist marine tax and GST advisor to ensure tax compliance and your personal circumstances are taken into consideration in structuring the entity. Here's how the typical revenue and income stream model works:

- **Revenue:** Business owners can expect a 6-10% return on investment (ROI) from the charter income net of all running costs. This is based on the number of charters the vessel books per year and the rates set per season, and of course varies by season and the economic climate.
- **Income Split:** For every charter, 65% of the charter fee goes directly to your business owning the vessel, with no royalty fees associated with the charter income, while 35% is retained by the Cumberland Charter Yachts as a commission and service fee for managing bookings, marketing, logistics and operations. This split ensures that while the charter operator handles the day-to-day logistics, your charter business still earns a significant portion of the revenue.

The business that owns the vessel is responsible for running costs associated with keeping the yacht in the charter fleet, such as:

- **Maintenance:** Regular maintenance ensures your yacht remains in top condition for charters, protects its value and keeps it safe and ready for charter clients.
- **Turnaround costs:** These are costs related to preparing the yacht between charters (cleaning, mechanical check, brief and de-briefing refuelling, dive check etc).
- **Insurance and berthing:** Vessel insurance is critical, and we work closely with our specialist marine broker to provide comprehensive fleet insurance coverage. This includes protection against damage, theft, or liability, ensuring your vessel is fully insured while it's in the charter programme. Berthing at Coral Sea Marina is part of the running costs when the vessel is dockside for maintenance or charter preparations. When possible, your vessel will be taken out to a Cumberland Charter Yachts mooring, which saves on berthing costs.

EXAMPLE BUSINESS MODEL BASED ON DUFOUR 44

Estimated Purchase Price Ex GST	\$880,000
Number of charter nights	170
Average nightly rate	\$1,100
Charter Income	\$187,000
Cumberland Charter Yachts Management Fee 35%	-\$65,450
Operating Expenses	-\$60,500
Net Income	\$61,050
Return on Investment (ROI)	6.94%

Estimated Operating Expenses (per annum)	Exc GST
Engine Servicing (250 hours)	\$1,500
Compliance and Survey Costs (Rig, fire, gas etc)	\$2,000
Maintenance and Annual Slipping (every 12-18 mths)	\$10,000
Charter turnaround/clean etc (based on 27)	\$17,000
Insurance incl PI \$10mil	\$16,500
Coral Sea Marina Berthing	\$10,000
Cumberland Charter Yachts Mooring	\$1,500
Coral Sea Marina Commercial Operating Fee	\$2,000
Total Operating Expenses	\$60,500

**This example ROI is based on a Dufour 44 3-cabin/4-bathroom new to the fleet in August 2025. All figures are estimates and are based on historical data of similar vessels in the fleet actively chartering over a 12-month period.*

DEPENDING ON YOUR CIRCUMSTANCE IT MAY MAKE FINANCIAL SENSE

For certain owners owning a Charter Yacht makes financial sense, minimising purchase costs, minimising ownership costs and providing access to the vessel for sailing, in one of the world's most luxurious cruising destinations.



To find out more visit:

YACHTSALESCO.COM

Or call Stephen Hobbs,
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