

# YACHTSTORE



## YOUR EXCLUSIVE YACHTING RESOURCE



### ABOUT THE COMPANY

Yachtstore, LTD., (“Yachtstore”) established in 1996 under the name Yacht Charters International and rebranded in 2000, was the first-mover in using the Internet to match vacationers with their yachting desires...venue, crew, cuisine, sail or motor yacht. Yachtstore markets primarily through its website– [www.yachtstore.com](http://www.yachtstore.com)– and services clients through its global network of experienced and knowledgeable yacht sales brokers and yacht charter specialists. Yachtstore’s experts travel the world to inspect the global charter fleet and stay in close contact with industry trends, yacht builders & management companies and the captains & crews that manage & operate the yachts. While Yachtstore pri-



marily obtains yacht charters and purchase inquiries through its website, the company has created a strong network of strategic alliances that generate leads that are fed to its network of brokers and charter specialists for client servicing.

Yachtstore is headquartered in New Canaan, CT and has brokerage offices or representatives in New York City, NY, Athens, Greece, Newport, Rhode Island, Beverly Hills, CA and Fort Lauderdale, FL. [“the yachting capital of the world”].

### MOST FREQUENT CHARTER DESTINATIONS

Caribbean	31.00%	Australia	1.00%
Florida/Bahamas	25.00%	New Zealand	0.50%
Western Mediterranean	15.00%	Galapagos	0.50%
Eastern Mediterranean	11.00%	California	0.50%
New England	8.00%	Seychelles	0.50%
Greece	4.00%	Tahiti	0.50%
Alaska	2.00%	Mexico	0.50%

### FIVE STAR FLEET



*Although it has access to over 1000 yachts worldwide at varying price levels, Yachtstore has developed a Five Star Fleet™ quality control system to single out the highest quality charter yachts for its clients. To be part of the “fleet,” a yacht must rate highly when judged against the “five stars of quality” that includes the caliber of the craft itself, its crew, its food, its “toys” and other amenities, and its record of reliability and success in the charter market. Yachtstore’s charter specialists regularly travel the world keeping on top of industry developments and evaluating the current state of the global charter fleet.*

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### PRODUCTS AND SERVICES

#### CHARTER OFFERINGS

Yachtstore can arrange anything from a small “bareboat” sailboat rental to corporate cruises & outings and multi-week crewed charters on the world’s most luxurious mega-yachts or mini-cruise ships. Although most of Yachtstore’s transaction volume is in the Caribbean (winter) and New England, Alaska and the Mediterranean (summer), Yachtstore has the ability to arrange customized charters at all times of the year in all corners of the world. Yachtstore has access to over 1,000 charter yachts worldwide.

#### YACHT OFFERINGS

Yachtstore tends to specialize in power and sail yachts ranging from 40 feet to 250 or more feet in length. The company does not have an interest in selling any particular brand or inventory but rather acts as a buyer’s resource, locating the best yacht based on the client’s budget and preferences. Yachtstore has a search engine on the ‘Purchase’ section of its site that allows clients to generate their ‘wish list’ criteria then searches from thousands of yachts for sale worldwide. Once the client has identified a list of choices, Yachtstore will assist them in all aspects of the transaction.

#### OTHER YACHTING-RELATED SERVICES

Through a network of alliances with the highest quality service providers, Yachtstore can offer its customers a broad array of yachting-oriented goods & services, ranging from clothing, equipment & supplies (West Marine) to financing (Deutsche Bank Financial) to sophisticated insurance & risk management consulting (Marsh). Yachtstore also serves as a ‘back office’ service provider, fulfillment resource and consultant in the area of luxury yachting for a number of upscale marketing and service organization, including Virtuoso Travel Consultants, Horchow/Neiman Marcus USA, VISA Infinite & Platinum, Stratus Rewards and the Private Banking division of JPMorgan.