EKOKAT YACHTS INTERNATIONAL

HOW TO BUY

EKOKAT VOYAGER 58

How to Buy ~ Explained

There are 2 ways in which to buy and enjoy an Ekokat Voyager 58 luxury yacht

1. Fractional co-ownership

For those that think they would likely use their yacht for up to a total of 5 weeks/35 days each year, and prefer to benefit from a complete and professional management upkeep arrangement (berthing, insurance, cleaning, maintenance and crew all provided), a 1/6th fractional co-ownership purchase is best for you.

The pre-launch special offer price is just EUR269,000 for a 1/6th fractional co-ownership share if reserved before 30 September 2024.

We take care of absolutely everything, all you need to do is enjoy the yacht for your privately allocated weeks/days each year. The yacht is sold after 3 years and you receive your entire EUR269,000 investment back again. Furthermore the EUR599 per month management fee is also refunded to you (at the end of each calendar year). You can then enter another 3 year programme if you wish. You can also buy multiple shares if you would like more private usage of the yacht (each 1/6th share = 5 weeks/35 days).

2. Outright purchase

For those that have a slightly different approach and would prefer exclusive ownership with unrestricted use of the boat (with or without our management upkeep programme which can be tailored to your personal needs), and with or without our Return On Investment ROI charter income programme (we can provide your yacht with advance-booking long-stay (1 week), and daily charter booking guests, that can potentially cover the running costs of the yacht and provide you with a healthy income), then outright purchase is for you. You can ask us to handle as little or as much of your yacht ownership affairs as you wish.

1. Fractional co-ownership

Fractional co-ownership Ekokat yachts are purchased by up to 6 Lustica Bay residents/property owners, each paying EUR269,000, which is actually refunded when the yacht is sold after 3 years. The 6 owners effectively share the use and running costs of the yacht, each paying a specially priced monthly management fee of EUR599 per per month. Ekokat is the only fractional co-ownership company than actually refunds the monthly management costs to the owners because we are in a unique position to do so as the yacht manufacturer as well as the management company. (management fees are refunded at the end of each year).

Each co-owner gets a total of 35 days/5 weeks private use each year of their yacht. You can buy multiple shares if you wish, i.e. 2 shares gets you 70 days/10 weeks private use each year). Time allocation is shared out fairly and evenly on a request basis and one year in advance. Co-owners can use yachts in all Ekokat co-ownership locations.

There will be Ekokat fractional co-ownership yachts based at both Luštica Bay Marina in Montenegro and in the Caribbean at Sandy Lane Yacht Club Marina, Canouan Island, St Vincent and The Grenadines. Our 'Yacht Swap' programme means Ekokat co-owners can swap their private annual allocation usage with other Ekokat co-owners. Both locations enjoy opposite seasons so this helps with the annual allocation of time for each owner (Caribbean is year-round). This is also effectively like owning multiple yachts in multiple locations for the price of a 1/6th share of one yacht!

There will also likely be Ekokat co-ownership yachts available for Yacht Swap in other parts of the Caribbean (Barbados, Jamaica and St Lucia, Bahamas), as well as potentially Dubai and Bali. Yacht Swap is not timeshare, you actually co-own a 1/6th share in one specific yacht.

Our management team can keep your personal belongings in storage and place them on board the yacht for your arrival when you use your yacht and can even ship them on ahead to another yacht when you Yacht Swap. (bedding and any personal effects that you may like when on board)

The monthly management fee includes everything for the yachts 24/7 upkeep, including showroom level cleaning, scheduled maintenance, insurance, security and even crew.

There is never anything else to pay, except fuel and food/drink/items of entertainment/consumption. All you need to do is enjoy your allocated time on the yacht!

Why is the monthly management fee so low, and how is Ekokat able to refund it?

Outside of co-owner private usage periods, Ekokat Yacht Management charters the yacht to generate income for a maximum of 10 weeks per year. This income is first used to refund the management fee to the co-owners, and then contributes to the un-scheduled maintenance fund.

This maintenance fund covers all un-scheduled maintenance and any other costs that could ever arise in managing the yachts, ensuring there are never any further costs for the owners. The residual funds from the charter activities are attributed to the Ekokat Yacht Management for providing the services, the later being the last to receive their share of the income.

The Management company is Ekokat Yacht Management and Charter (EYM), a subsidiary of Ekokat Yachts International (EYI), and includes the services of a key EYI shareholder, Yacht Agent Montenegro, a highly experienced Super Yacht handling and management company in the Mediterranean.

Ekokat is the yacht brand manufacturer as well as the management company

No other fractional yacht specialist company charges monthly management fees as attractive as Ekokat. Typically a 60ft motor yacht would cost over EUR3000 per owner per month. Ekokat charges only EUR599 because we are both the yacht brand manufacturer and the management company, so we do not need to profiteer on the management fees like companies that only concerned with selling fractional yacht shares do.

How to proceed

There are limited numbers of fractional co-ownership yachts available prior to the Ekokat official launch announcement, which follows the Monaco Yacht Show (25-28Sep). The closing date is 30th September 2024, so reserve your yacht build by this date to avoid disappointment. There are currently 28 yachts with build slots ranging from November 2024 through to 28 September 2025. Build and delivery time is approximately one year.

Just EUR15,000 deposit secures you a slot, and there is nothing more to pay until 3 weeks before your build starts. Payment is then via our secure client account system and you pay over 12 months interest-free in stages through the year (30%, 25%, 25%, 10%, 10%).

Deposits are fully refundable for any reason until due diligence has been carried out between the buyer and Ekokat's lawyers. This is likely to be between the end of September and mid October 2024.

For example if you reserve a slot for the 16 November yacht build, you will pay just EUR 88,500 by 25 October 2024, then EUR73,750 around March 2025, EUR73,750 around July 2025, EUR29,500 around October 2025 and EUR29,500 around November 2025. The yacht is then delivered.

The management programme starts as soon as the yacht is delivered. The 1st year fees ($7188) are payable 1 year up front, and then at the end of the 1st year they are refunded by the management company, by pre-paying your 2nd year fees up front, and so on. At the end of the 3rd year you receive your final year fees back, meaning you have been fully refunded in full. This payment plan ensures no co-owner can ever default on paying management fees. The upkeep of the yacht is never disrupted.

The only other costs are legal fees when you purchase the yacht, shipping/delivery (you pay 1/6th of the cost), whatever provisions/amenities you consume or take on board (food/drinks), and fuel when you use your yacht. Ekokat is an extremely fuel-efficient yacht.

In fact, you will be astonished at how little fuel it consumes, especially at slow cruising speeds. Ekokat has a huge solar array and more battery storage capacity than any yacht in its class, meaning generators are not needed for running the ship's systems (A/C etc) even at night.

It is perfect for property owners who visit their property at least several times each year, ideally up to 35 days/5 weeks, so they can get maximum use of it.

Luxury yachting does not need to be expensive with Ekokat. Our fractional co-ownership programme not only makes it affordable to far more people than ever before, but also provides complete management so you do not have to get involved or be concerned about a thing.

Ekokat Yachts International/Management has created the perfectly structured Win Win package that even refunds both your 1/6th co-ownership investment of EUR269,000 and your monthly management fees. At the end of 3 years, the yacht will effectively have been free (except for the costs of food, drink, provisions and fuel consumed when you use the yacht).

2. Outright Purchase

The second way to enjoy and own an Ekokat Voyager 58 yacht for Lustica Bay residents at a very special price is by outright purchase.

After the closing date of our pre-launch offers 30 September 2024, Ekokat yachts start from USD $3,200,000.

From 2025 this will increase to USD $3,975,000.

Up to 30 September 2024, a limited number of pre-launch yachts are being made available to Lustica homeowners for the unprecedented price of USD $1,975,000. (available in Euro at prevailing rate of exchange)

You can reserve a build slot from November 2024 (USD90,000 secures a slot) with 1-year build and delivery and pay over 12 months interest-free.

Beat yacht depreciation!

Motor yachts generally tend to depreciate by approximately 30% over a 3-year period.

Purchasing at $1.975m this year and selling in 3 years, therefore means the full investment, if not more can be realised. (it is not compulsory to sell the yacht in 3 years)

Return on Investment ROI

An Ekokat outright purchase may also suit a property owner (or consortium of owners) that does not have a great use for the yacht personally, but would like to make it part of their 'villa package' for their guests to enjoy ... and earn a healthy income from it too.

With our highly efficient yacht management taking care of everything for you, and the yacht being entered into our global yacht charter programme, Ekokat can provide 1 week advance charter bookings for you and potentially realise an ROI of 10% per annum after all running costs have been accounted for.

Not only can you make your villa more appealing than other properties (the yacht can be also branded with your villa name) and hence attract higher occupancy, you can provide an extra service for the guests (specially priced use of the yacht) and also earn a good income! 10% ROI could hence earn you around USD200,000 net per annum.