

You plan to acquire a boat using the services of our company.

This guide has been written for you in order to answer all the questions you ask yourself when deciding to buy a boat until the final conclusion of the transaction.

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## 1 Boat Partners, the leading network of boat search agents

### 1.1 Why choose Boat Partners?

Buying a boat is an important decision in life, which can be complicated for many reasons:

- ✓ There are multiple sources of advertisements between the boats offered by professionals and individuals.
- ✓ Most of the time the type of boat you are looking for will not be available nearby.
- ✓ You cannot visit boats in large numbers and located in navigation areas which may all be different.
- ✓ The emotional nature linked to the purchase of a boat can alienate your objectivity for the detection of anomalies and the negotiation of the boat (impulse purchase).
- ✓ Both professional and private sellers may try to hide the defects of the unit offered.

When you entrust Boat Partners with the search mandate for your future boat, you facilitate and secure your operation:

- ✓ You define the criteria for your navigation project: the type of boat, the size, the navigation area, the budget and any desired options.
- ✓ Our team then launches the search among the thousands of available ads and establishes a first selection of offers corresponding to your criteria.
- ✓ We will draw up a first report for you in the form of a list with our assessments for each unit, and a sheet for each boat offered.
- ✓ You determine which boats you would like us to visit on your behalf.
- ✓ We enter into negotiations with the seller on your behalf for the unit you have chosen.
- ✓ Once the negotiation has been validated, you can choose, if you wish, to visit the selected boat with our support, then sign the compromise.
- ✓ For any purchase, it is advisable to secure your acquisition by an expertise, carried out by a maritime expert, during which the fundamental characteristics of the boat will be analyzed in depth (detection of osmosis, analysis of oils, etc.) and a sea trial.
- ✓ Provided that the survey does not reveal any anomalies, the sale is concluded between you and the seller of the boat at the negotiated price. When the expertise reveals anomalies, certain costs may be borne by the seller or deducted from the amount of the sale.

### 1.2 Some numbers

The second-hand market is particularly dynamic, in France there are 17,879 changes in units over 8 meters in 2021, this is an increase of 48% compared to 2020 and more than double that of 2019. Comparatively, the number registrations of new boats remains stable at around

2,000 units over 8 meters. This momentum in the second-hand market is largely due to manufacturing times for new units, which can take up to 3 years in some cases.

The consequence of this market dynamic quite naturally leads to a reduced time to sell used units and a market where supply is no longer as bloated as it was in the past. For this reason, buyers must decide quickly, and calling on Boat Partners saves you precious time through our unmatched responsiveness on the market.

### *1.3 Values*

First of all, we have a concern for a job well done and a sense of service. Transactions must take place in a climate of mutual trust, respectful of your interests.

We are not affiliated with any broker, any builder, any boat dealer whatsoever, our mission is totally devoted to serving the buyer who mandates us, in total integrity.

In summary, we want our customers to be able to say of us that we are efficient, professional, transparent, available, responsive... and we do everything possible to achieve this!

## **2 Buying a pleasure boat with Boat Partners**

### *2.1 Identify the boats that match your criteria*

Our team selects the market offers corresponding to your search criteria.

Our team then approaches each advertiser with a precise list of preliminary qualifying questions to determine if the boat corresponds to our qualitative criteria, we constitute a file with the maximum information that it is possible to obtain from the seller. , in particular on the history of the boat, its maintenance, and any repairs carried out, as well as the improvements made.

Each boat is thus cataloged on an individual sheet that is as complete as possible. At the same time, an analysis of the market of equivalent units is carried out to communicate to you the price range of similar advertisements, and our view of the asking price and the price at which we consider the transaction acceptable for the unit concerned.

We thus draw up a list of units which is submitted to you for assessment. From this list you can commission us to visit one or more units.

## *2.2 Visiting the boats*

Each visit ordered is then carried out by one of our agents according to a methodical analysis process developed with recognized maritime experts and results in a visit report including:

- ✓ Many photos, including points requiring repair if necessary,
- ✓ A video of the visit,
- ✓ A detailed report of the tests and checks carried out during the visit,
- ✓ A summary note of overall appreciation of the unit,
- ✓ Confirmation of the recommended value for the acquisition.
- ✓ The provision of repair and maintenance invoices that we may have obtained.

## *2.3 Purchase offer*

For the boat of your final choice, after agreement with you on the price that we will negotiate, we then enter into discussion with the seller using all the elements at our disposal, to optimize the acquisition cost of this unit .

## *2.4 Compromise*

When the negotiation results in an agreement, we assist you in the signing phase of the compromise, particularly on the legal aspects and the suspensive clauses. If you travel to sign the compromise, you can also make a visit during which we will of course assist you.

## 2.5 Boat survey

This is a very important step in the buying process: when selling a used boat through a brokerage company, there are no guarantees for the buyer. It is therefore very important that you are informed by an independent expert of the actual condition of the boat you are buying.

It is the buyer who chooses, appoints and pays the maritime surveyor. If the boat is afloat, it is also the buyer who pays the handling and relaunch costs. Generally the expert intervenes the following week and the final report is given to you within 10 days following the expertise.

Can the sale be called into question by the expert?

Yes, the transaction can only be final if the ship's survey does not reveal any defects that could justify the cancellation of the sale or any hidden defect rendering the boat unfit for navigation or likely to compromise the enjoyment of the boat without repairing it.

In the event that the expertise of the boat demonstrates one or more defects that could justify the cancellation of the sale:

- The compromise is considered void and the deposit fully refunded to the buyer, without delay.
- The costs of expertise, handling, assembly or dismantling remain the responsibility of the buyer.

In the event that the survey shows that the boat or certain equipment delivered with the boat is defective or not in normal working order, you can claim arbitration from the marine surveyor with the assistance of Boat Partners.

However, you are informed at the time of signing the compromise that the boat purchased is a second-hand boat and that any minor defects inherent in the very nature of a second-hand boat which could be revealed by the survey and which do not call into question the ability of the boat to navigate normally and safely, cannot justify the cancellation of the sale or the reduction of the sale price agreed on the compromise and which you have accepted.

Once this step has been completed, the transaction can be concluded and you can enjoy your new boat with peace of mind!

### 3 An example of a transaction

The client wanted to acquire a unit with the following characteristics:

- ✓ diesel engine boat
- ✓ From 14 to 16m
- ✓ With Fly
- ✓ Sailing area: Costa Brava or Costa Daurada – Spain
- ✓ Maximum budget €80,000

We have drawn up a list of 7 boats corresponding to the client's criteria, on this list the client has commissioned us to visit 2 boats:

- ✓ Guy Couach 1501, 15m from 1992 at €75,000 based in Barcelona
- ✓ Aresa , 16m from 1990 to €70,000 based in Empuriabrava

Visits were made the same day to minimize costs and reports were prepared and forwarded to the client. The customer's choice fell on the Guy Couach , whose condition was by far the best.

The client asked us to enter into negotiations with the seller and we were able to reassess the asking price at €69,000, this price was accepted by the seller. After compromise and expertise which confirmed the good health of the ship, the transaction was able to be carried out.

Final financial report:

- Selling price of the boat: €75,000
- Negotiated price: €69,000
- Visit fees: €360 +VAT = €432
- Boat Partners commission (\*): €2,760 + VAT = €3,312

**Direct savings made on the transaction: 2.256 €**

This calculation does not take into account the additional savings for the costs that the customer would have had if he had made the visits by his own means.

(\*): 4% commission for exclusive mandate