



Yacht Management Program

Owning a yacht in the Island Spirit Yacht management program gives you the best of both worlds. You can enjoy using your sailing yacht at your discretion while benefiting from our professional yacht management service. This allows you to go on and live your life freely knowing your yacht is well cared for at all times.

HISTORY AND PHILOSOPHY

Island Spirit has been in the charter and yacht management service in Thailand since 1993. Having started as two companies, Elite Yachting in Phuket and Gulf Charters Thailand in the Gulf of Thailand, we have many years of satisfied owners and customers that rely on us.



Our philosophy is to offer outstanding personal service to our owners at the most competitive rates. We owe our success to the ability to market, manage, and maintain yachts at the highest possible standard and



deliver a quality product to our customers and owners.

Island Spirit understands the pride of ownership and goes to great lengths to ensure that owners enjoy their yachts as much as possible (personally as well as financially).

Owning a yacht couldn't be easier through the Island Spirit Yacht Management Program. Let us show you how!

The Island Spirit Yacht Management Program is simple and straightforward. We keep your yacht busy when you're not using it and you will:

EARN MONEY TWO WAYS

- Charter Revenue
- Recovery of Import VAT



Our program makes it easy to keep track of your income and expenses with detailed summaries of your boat's charter activities in the form of:

STATEMENTS AND PAYMENTS

Sent to you quarterly that detail the revenue generated, expenses incurred and forward bookings. Owners receive a quarterly transfer of funds to their accounts for charter revenue that exceeds costs.



MAINTENANCE RECORDS

Sent to the owners with the quarterly statements. All major repairs are approved by the owner ahead of time.

COMPANY STRUCTURE BENEFITS

We highly recommend that the yacht is placed into a Thai Company. Island Spirit urges its owners to consult with their individual tax advisor because each owner's financial situation is different. Potential tax benefits could be:

- Deduct annual yacht depreciation
- Deduct travel cost when you visit your yacht
- Deduct management fees paid to care for your yacht
- Deduct slip fees
- Deduct insurance costs
- Recover VAT paid on import



MAXIMIZE REVENUE

If maximizing charter revenue is your goal, certain types, models and sizes of yachts are in higher demand in different locations. Talk with the Island Spirit staff to learn the type of yacht to select for revenue maximization in your area of preference.

Island Spirit provides services to yacht owners in three distinct areas:
Marketing • Owner Services • Technical Maintenance

MARKETING

Island Spirit keeps the yachts in the fleet generating revenue through a variety of activities, a diverse mix of public relations, and advertising activities:

Newsletter

The Island Spirit newsletter is published quarterly and distributed to Island Spirit members and owners. The newsletter lists the variety of promotion activities designed to generate charter bookings.

Published Articles

Island Spirit is regularly featured in newspaper and magazine articles.

Trade Shows

Island Spirit attends several international trade shows to showcase the excellent cruising grounds where we have bases. This is focused on gaining wider international recognition of the cruising ground and thereby attracting more charter clients.

Worldwide Agent Network

Island Spirit is a member of Sedna and MMK, the largest worldwide yacht booking systems with over 8,500 yacht charter agents. This provides real time access of the fleet out to tens of thousands of potential customers and booking websites.

OWNER SERVICES

Island Spirit takes pride in a hands on approach to helping customers feel comfortable and confident when they charter your boat. A stringent adherence to rules, procedures, and qualifications is as important to boat owners as it is to charterers. You can be assured your investment is well protected.

Sail Test And Check-Outs

Everyone who qualifies to charter has either graduated from a certified sailing school, or passed a detailed practical sail test.

IYT Sailing Instruction

Island Spirit is an IYT worldwide (International Yacht Training) certified sailing school. This is available to owners to improve their skills.

Certified Captains

Island Spirit employs licensed captains to offer “skippered” charters to those who do not have personal expertise, or lack qualification to sail on their own.

TECHNICAL / MAINTENANCE

Each Island Spirit facility has staff dedicated to yacht maintenance and regular upkeep.

Cosmetics

Each yachts exterior and interior is cleaned on a weekly basis. All boats are detailed with wax, varnish and special cleaners.

Fuel/Oil/Coolant

Boats are kept fueled at no expense to the owner, Oil and coolant are checked regularly and changed on a set schedule.

Bottom Cleaning

Each yacht has its bottom cleaned on a monthly schedule by Island Spirit divers. Shafts and drive zincs are also checked and replaced as needed.

Mechanics

Boat engines and related equipment are maintained per manufacturers’ specifications. When specialized work is needed, discounts are passed on to the owners.



PHUKET

Placing a boat in charter in Phuket puts it in one of the most beautiful sailing destinations on earth.

Anchor amongst the breathtaking vistas of limestone atolls in Phang Nga Bay, enjoy the Thai beach life and white sand beaches of Krabi and explore the pristine coral reefs of the Andaman Islands.

Phuket is the most popular destination in Asia for yacht charter and historically the boats placed here charter very well.

KOH CHANG

The Koh Chang archipelago is a must see cruising ground. It's 52 islands combine a balmy tropical climate with the lovely temperament of the Thai people.

Deserted, long, white, sandy, palm tree lined beaches, secluded anchorages and a scattering of restaurants and resorts offer up the very best that Thai cuisine has to offer.

The sailing season in the Koh Chang Archipelago starts in November and ends mid April.

KOH SAMUI

Koh Samui is Thailand's self-styled 'boutique' Island. With it's 'coconut' feel, it offers an abundance of high end spas, restaurants and every imaginable luxury.

Explore Ang Thong Marine park with their dramatic limestone atolls. Dive or snorkel at Ko Tao and pamper yourself in luxury with its warm balmy tropical climate, almost all to yourself.

The sailing season in the Koh Samui starts in June and runs through August.

SEYCHELLES

If you're looking for pristine and untouched nature, Robinson Crusoe-like beaches and magnificent marine life, Seychelles is the right place to put your boat in charter. Even the most seasoned travelers will be amazed by the abundance and diversity of the native fauna and flora of the Seychelles. Seychelles enjoys a tropical and sunny climate all year round which allows clients to escape the long and dark winters. The short sailing distances between the islands are ideal to split time between on-board life and on-land excursions.

To discuss the best option for you, email us at broker@groupislandspirit.com

We can place into charter service at a discounted price to you any of the following manufacturers models: Island Spirit, Nautitech, Lagoon, Bali, Fountaine Pajot, Bavaria, Beneteau, Jeanneau or Catalina Yachts.

FREQUENTLY ASKED QUESTIONS

Q. How often will my boat charter?

A. This is heavily dependent on the destination

- Sailboats in Koh Chang/Koh Samui charter between 100 to 170 days per year.
- Sailboats in Phuket charter between 170 to 200 days per year
- Sailboats in the Seychelles charter between 200 to 250+ days per year

Q. Does Island Spirit require any special equipment on the boats?

A. Yes. All sailboats must be equipped with wheel steering, furling headsail, diesel power or electric power, full galley and toilet facilities, VHF radio, Modern Chartplotter, AIS, stereo system, inflatable dinghy with outboard and a BBQ grill.

Q. What is the check out procedure before someone charters the boat?

A. Before anyone charters any boats, they must have successfully completed a sail training course, or taken and passed a practical sail test with one of our charter base managers. Then each person is further checked out on each new boat they charter prior to taking it out.

Q. What kind of insurance do I need?

A. Island Spirit carries a fleet policy that will cover the boat as well as liability up to 5,000,000 Euros.

Q. How often can I use my boat?

A. The owner can book the boat at any time in advance as long as there is not already a confirmed charter booking.

Q. What is the best boat for charter?

A. Four-cabin catamarans by far. They are in huge demand, command the best prices and charter the most days.