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# SUNSEEKER SUPERYACHT MANAGEMENT

PROTECTING YOUR ASSETS

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**Superyacht Management**

# MANAGING YOUR MOST PRIZED ASSET



AN OBJECT AS BEAUTIFUL AND VALUABLE AS A SUNSEEKER MOTORYACHT DESERVES EXEMPLARY TREATMENT. SUNSEEKER SUPERYACHT MANAGEMENT OFFERS EXACTLY THAT. AS SUNSEEKER'S OFFICIAL YACHT MANAGEMENT AND CAPTAIN & CREW PLACEMENT AGENCY, OUR SERVICES NOT ONLY GIVE PEACE OF MIND TO OWNERS, BUT ALSO PROTECT THE CAPITAL VALUE OF THEIR INVESTMENTS.

Put simply, we provide a seamless level of management onboard a Sunseeker yacht by looking after every aspect of the maintenance, operation and administration of the vessel. With Sunseeker Superyacht Management onboard, owners can quite literally sit back and relax.

It is no secret that a properly managed and maintained yacht retains a much higher value long-term. With our specialist knowledge we provide exceptional management support, reducing the risk of incidents onboard and making financial savings in the day-to-day running of the vessel.

A key factor in our success is the team's practical yachting expertise. Ben Young, our founder and managing director, is a Class IV, 3000 tonne licensed captain. He has a wealth of experience in the commercial yachting industry and a proven track record in the management of Sunseeker yachts. His management team has, between them, decades of experience operating some of the world's finest motoryachts.

Our close relationship with Sunseeker International gives the team direct access to its key personnel and infrastructure, yet our independence from the shipyard and brokerage houses allows us to make decisions and give advice quickly and without bias.

Based in Port Camille Rayon, Golfe Juan, in the South of France, our multi-lingual team is strategically positioned to offer support through the Mediterranean – and beyond.

# MANAGEMENT SERVICES



FOR OWNERS WORLDWIDE, SUNSEEKER SUPERYACHT MANAGEMENT PROVIDES SOMETHING UTTERLY PRICELESS – PROTECTION AND PEACE OF MIND. WE ACHIEVE THIS BY WORKING WITH THE CAPTAIN AND HIS CREW TO ENSURE THAT YOUR YACHT IS MAINTAINED, OPERATED AND ADMINISTERED TO THE HIGHEST POSSIBLE STANDARD, THEREBY PROTECTING AND MAXIMISING YOUR INVESTMENT.

Operating a superyacht is a complex undertaking requiring a large number of combined skills. Our experience, gained over many years in all areas of the yachting industry, perfectly places us to make informed decisions that ensure that your yacht and crew perform faultlessly. We pride ourselves on a direct and honest approach that takes care of every practical matter.

Rest assured, these services are fully endorsed by Sunseeker International. We can also draw on their extensive resources and expertise, whenever the need arises.

Allow us to draw up a bespoke management package for your yacht based upon your individual requirements. Then be free to enjoy your yacht, while we take care of business.

## OUR SERVICES INCLUDE:

### CAPTAIN & CREW PLACEMENT

Captain & Crew Registration  
Captain & Crew Training

### OPERATIONAL MANAGEMENT

CLASSIFICATION & FLAGSTATE  
Mini ISM

### FINANCIAL ADMINISTRATION



## VIRTUAL YACHT MANAGEMENT (VYM)



LEAVING THE MANAGEMENT OF YOUR YACHT TO SUNSEEKER SUPERYACHT MANAGEMENT MEANS TOTAL PEACE OF MIND. NEEDLESS TO SAY, WE'LL OFFER REGULAR UPDATES ON ALL ASPECTS OF YOUR VESSEL SO YOU'RE ALWAYS WELL INFORMED ON EVERY ASPECT OF ITS MANAGEMENT AND ADMINISTRATION.

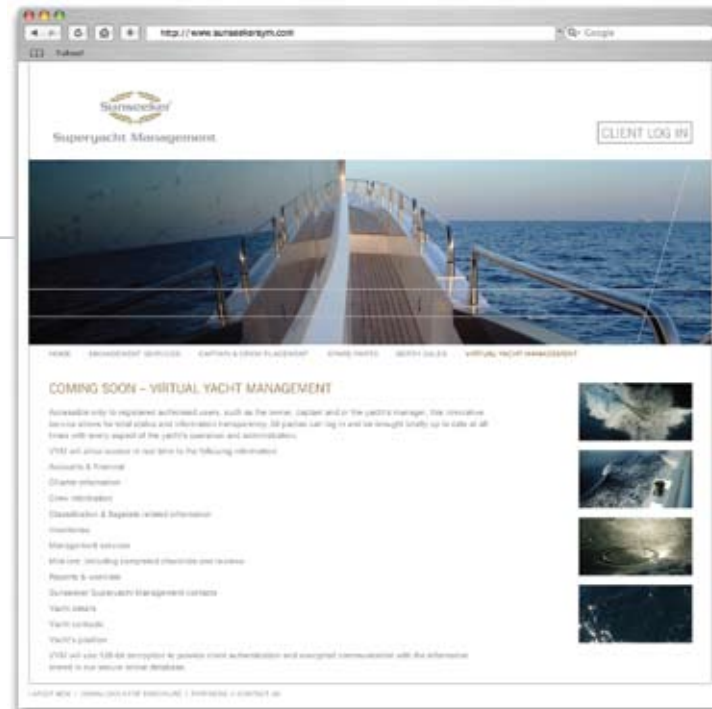
We can also deliver this information directly to your desktop or laptop. Virtual yacht management allows owners and captains to see in real time the following information:

- Accounts and financial information
- Charter information
- Crew information
- Classification & flagstate related information
- Inventories
- Management services
- Mini ISM, including completed checklists and reviews
- Reports and worklists
- Sunseeker Superyacht Management contacts
- Yacht contacts
- Yacht details
- Yacht's position

VYM will use 128-bit encryption to provide client authentication and encrypted communication with the information stored in our secure online database.



## VYM ONLINE



Accessible only to the yacht's owner, the captain and the yacht's manager, this incredibly innovative service allows for total transparency. All parties can be totally up to date at all times with every aspect of the yacht's operation and administration.

## CAPTAIN & CREW PLACEMENT



THE APPOINTMENT OF THE RIGHT CAPTAIN AND CREW IS CRUCIAL TO THE SUCCESS OF YOUR YACHT, WHETHER YOU AIM TO OPERATE IT PRIVATELY OR CHARTER IT COMMERCIALY. THANKS TO OUR EXTENSIVE EXPERIENCE OF OPERATING MOTORYACHTS WORLDWIDE, WE ARE EXTREMELY WELL QUALIFIED TO SELECT THE RIGHT CANDIDATES FOR THE JOB. WE APPROACH THIS PROCESS WITH THE UNDERSTANDING THAT THE NEEDS OF EACH YACHT OWNER ARE UNIQUE. WE THEREFORE AIM TO PUT FORWARD CANDIDATES WHO ARE NOT ONLY SUITABLY EXPERIENCED AND QUALIFIED, BUT WHO ALSO FIT IN WITH YOU AND YOUR FAMILY.

We have a large database of captains and crew from which to draw and are continually appraising potential candidates. We pre-interview all candidates and thoroughly check all references and certificates of competency. Our captains are certified up to MCA Class IV (3000 tonnes), so can safely and professionally operate any Sunseeker motoryacht – anywhere in the world.

We provide advice on salaries, employment contracts and also on the minimum safe manning requirements of your chosen flagstate authority.

Being Sunseeker specialists, we can also provide hand-over and familiarisation training to new captains. Our understanding of Sunseeker craft is second to none. We work closely with Sunseeker International Ship Building Division on their superyacht projects and have acted as trials master for new construction commissioning and sea-trials.

## CAPTAIN & CREW TRAINING



SAFETY IS AS HIGH ON OUR PRIORITY LIST AS IT WILL BE ON YOURS. THAT'S WHY WE PROVIDE SAFETY AND EMERGENCY TRAINING FOR SUPERYACHT CAPTAINS AND CREW AT THE FLAGSHIP SUPERYACHT ACADEMY. USING UNRIVALLED FACILITIES AND THE TRAINING EXPERTISE OF ROYAL NAVY INSTRUCTORS, THE COURSES ARE OFFERED IN FIVE CENTRES ON THE SOUTH COAST OF ENGLAND.

Combining precise naval standards and people management skills with the expertise of Sunseeker superyacht veterans and professionals from the luxury sector, we have created the best possible training programmes for our Sunseeker superyacht crews.

Flagships training programmes offer role-related training for individuals and full-team development for the whole crew using state-of-the-art fire fighting centres, a bridge simulator and the 'Damage Repair Instructional Unit' – a sea survival simulator which dramatically replicates onboard flood damage situations.

We recognise that co-ordinating a new-build project on behalf of an owner can be a testing time for the captain and crew. This is why we provide two different courses depending on the size of yacht to assist with this process. This training has been developed to ensure that it is specific to the Sunseeker yacht due for delivery.





## OPERATIONAL MANAGEMENT



RESOURCEFUL AND RESPONSIVE, OUR TEAM CAN OFFER A LARGE RANGE OF OPERATIONAL AND SHORE SUPPORT SERVICES TO SUNSEEKER YACHTS AND THEIR OWNERS. THESE INCLUDE THE LIST BELOW. NEEDLESS TO SAY, SHOULD AN OWNER REQUEST AN ADDITIONAL SERVICE, WE WILL DO OUR UTMOST TO PROVIDE IT.

- Access to our network of agents, specialist contractors and suppliers
- Appointment of surveyors, technical consultants and project managers
- Arranging surveys, pre-surveys and audits
- Arranging dry dockings, repairs, routine maintenance, alterations, refits and other yard works
- Assistance in arranging berths, berth management and liaising with port authorities
- Assistance with creation of brochures and websites for chartering
- Liaison with charter brokers and captains to ensure charters run smoothly
- Arranging of competitive insurance quotes and assisting with claims and renewals
- Receipt and forwarding of all yacht and crew mail
- Security consultants
- Shipping and transport
- Shore-side logistics
- Supply of fuel bunkering, lubricants, spares parts, equipment, charts & nautical books and supplies at competitive prices
- Provision of yachts tenders and servicing
- Provision of worldwide cruising itineraries
- VIP transport (cars, helicopters and private jets)



## SPARE PARTS AND REPAIRS



TO HELP ENSURE THAT YOUR VESSEL IS MAINTAINED AT THE HIGHEST OPERATIONAL LEVEL AND CONTINUES TO PERFORM IMPECCABLY, WE OFFER SERVICES TO MANAGE, SUPPLY AND DELIVER EVERY CONCEIVABLE PART REQUIRED TO SERVICE AND REPAIR YOUR YACHT.

Using your specification and our technical expertise and experience we will prepare a bespoke spares list according to the usage and location of your yacht. We can then supply these items wherever you or your yacht find themselves in the world.

From water softeners to piston rings, oil to teak cleaner, our shore support team can supply all that you need for the day-to-day running of your yacht or in emergency situations. Consider us your silent partner carrying out the best shore support possible.

Because our team works closely with Sunseeker International we can source and supply spare parts and technicians quickly.

### SPARES AND CHANDLERY

#### ENGINEERING

- Hardware
- Electrical
- Sewage
- Fresh water systems equipment
- Pumps
- Filters
- Instrumentation
- Oil pollution control
- Separators and purifiers
- Light bulbs
- Valves

#### CATERING

- Electrical items
- Kitchenware
- Laundry
- Cleaning
- Waste control

#### SAFETY

- Equipment
- Fire
- Water

#### TOOLS

- Power tools
- Hand tools

#### DECK

- Chemicals
- Washdown kit
- Electronic kit
- Mooring
- Watersports/Toys



## CLASSIFICATION & FLAGSTATE



YACHTING IS NOW SECOND ONLY TO THE AVIATION INDUSTRY IN TERMS OF SAFETY MANAGEMENT AND THE REGULATORY REQUIREMENTS TRADITIONALLY ASSOCIATED WITH CRUISE SHIPS AND OTHER LARGE MARINE VESSELS ARE NOW THE STANDARD WITHIN THE YACHTING INDUSTRY.

Sunseeker Superyacht Management can arrange initial registration, re-registration and/or name changes as requested by the owner. We ensure that all class and flagstate certification is properly maintained and offer advice and support to your yacht's captain on all technical aspects to ensure your yacht complies at all times with flagstate and classification rules.

## MINI ISM



ALL VESSELS OVER 24 METRES IN LENGTH AND UNDER 500GRT REQUIRE A SAFETY MANAGEMENT SYSTEM OR MINI ISM IN COMPLIANCE WITH THE MCA LARGE YACHT CODE (LY2). WE CAN WRITE A MINI ISM SYSTEM SPECIFICALLY FOR YOUR YACHT THAT WILL INCLUDE:

- Emergency procedures in case of abandon ship, collision, fire, grounding, man-overboard and search & rescue
- Muster list detailing muster stations and responsibilities of each crew member in case of emergency
- Recording sheets for emergency drills
- Familiarisation and training checklists
- Safe operational procedures for use of equipment
- Fuel and garbage management plans
- Standing orders for crew
- Guidance for security considerations
- Accident, injury or hazardous occurrence reports

We ensure each yacht acts in accordance with its Safety Management System and offer shore support to allow compliance with the regulations, helping to promote a safe working environment and protecting against accident or injury.

It is important to note that it is the responsibility of the yacht's owner and manager to ensure that vessels operating commercially within this size range conform to these MCA guidelines.

## FINANCIAL ADMINISTRATION



IT'S FAIR TO SAY THAT MANAGING A YACHT'S FINANCES IS NOT UNLIKE RUNNING A MEDIUM-SIZED BUSINESS. IN ADDITION, SPECIFIC YACHTING EXPERIENCE IS REQUIRED TO PROVIDE AN ACCURATE PREDICTED BUDGET, SET-UP AN APPROPRIATE ACCOUNTING SYSTEM AND ANALYSE EXPENDITURE. THANKFULLY OUR ACCOUNTS PERSONNEL HAVE MANY YEARS EXPERIENCE OF DEALING WITH ACCOUNTS SPECIFIC TO YACHTS.

As a result we can provide a realistic operating budget based upon our assessment of the yacht and its planned usage, allowing an owner to optimise cash flow. Each yacht is supplied with a customised accounts package and familiarisation training and support are given to the captain. We then monitor all expenditure and supply detailed and transparent monthly reports to the yacht's owner. We can also arrange for the delivery of cash to the yacht and payment to suppliers.

Other financial and offshore services we can provide include:

- Establishment and management of designated bank accounts
- Set-up of captain's credit card
- Management of crew payroll

## BERTH SALES



A SUPERYACHT DESERVES AN APPROPRIATE SLIP, WHETHER IT'S FOR WINTER BERTHING, A HOMEPORT OR SEASONAL BERTHING. USING OUR EXTENSIVE CONTACTS AND EXPERIENCE, WE'RE ABLE TO OFFER OWNERS AN EXCELLENT RANGE OF BERTHS WORLDWIDE, EACH OFFERING THE LEVEL OF SERVICE YOU WOULD EXPECT FOR A YACHT OF SUNSEEKER'S CALIBRE.



## CONTACT US



IF YOU ARE INTERESTED IN DISCUSSING HOW WE CAN OFFER YOU AND YOUR YACHT THE SEAMLESS MANAGEMENT IT DESERVES, PLEASE DON'T HESITATE TO CONTACT US. WE LOOK FORWARD TO FINDING WAYS OF ENSURING YOUR EXPERIENCE OF SUNSEEKER REMAINS, IN EVERY WAY, ONE OF UTTER PERFECTION.

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