



## calculation for a Alubat Ovni 445 – 3 / 4 cabin Version

### calculation of the turnover (3 cabin Version) per year

season	from / to		weeks in total	weeks chartered	Ovni 445	
					weekly price x chartered weeks	
A	01.01.10	07.05.10	18	0	€ 1.800	€ 0
B	08.05.10	21.05.10	2	2	€ 2.400	€ 4.800
C	22.05.10	11.06.10	3	2	€ 2.700	€ 5.400
D	12.06.10	09.07.10	4	3	€ 2.900	€ 8.700
E	10.07.10	20.08.10	6	5	€ 3.200	€ 16.000
D	21.08.10	03.09.10	2	2	€ 2.900	€ 5.800
C	04.09.10	17.09.10	2	2	€ 2.700	€ 5.400
B	18.09.10	01.10.10	2	2	€ 2.400	€ 4.800
A	02.10.10	31.12.10	13	2	€ 1.800	€ 3.600
total			52	20		<b>€54.500</b>
(-) 10% discount and - 10% croatian VAT						<b>€44.145</b>

This calculation is based on the average turnover and number of weeks which we had in the last 3 years on similar sized yachts. The maximum number of charterweeks in the Mediterranean are about 27 weeks. But it would be not really realistic to use this maximum for this calculation!

In the last column we have deducted 10% discount (earlybooking, boatshow discount, long term discount, etc..) and also the 10% croatian VAT.

**calculation of the NET income / year, based on the above turnover**

		<b>Ovni 445 4 cabins</b>		<b>Ovni 445 3 cabins</b>
charter income/year (weeks/amount)	22	47.750 €	20	44.145 €
base share 30%		-14.325 €		-13.244 €
share for central-booking 5%		-2.387 €		-2.207 €
croatian taxes		-2.271 €		-2.071 €
yearly marina fees		-3.960 €		-3.960 €
insurance		-1.950 €		-2.530 €
winter- and springservice		-2.332 €		-2.332 €
reserves for repairs (experiance value)		-900 €		-900 €
<b>Total incomme-costs / year (=Owner Net incomme)</b>		<b>19.624 €</b>		<b>16.901 €</b>

base share 30%:

- in the chare for the base is included:  
broker commission (charter weeks are booked also by brokers from France, Scandinavia, Italy, GB, Hungary, etc...)
- Check in/out

share for central-booking 5%:

- marketing for the charter (advertisements, boatshows, internet-booking system, etc...)
- paperwork around the charter bookings, charter payments, etc...

Croatian taxes:

There are some yearly taxes to pay for the charter licence, concession, technical checks, etc...

Insurance:

fully comprehensive insurance (based on the full amount of the boat!) + third party insurance; The "charter-risk" is included in this insurance.

winter- and spring service:

this includes:

- 1 x to crane the boat, Antifouling (Material + work)
- cleaning and polishing of hull and deck
- engine/gearbox/tank service and controls (no repairs)
- service of the electric system (checking and service of batteries, electric wirering, etc... no repairs)
- service of engine-Electric starter/generator (no repairs)
- 6-10h for small "cosmetically" repairs (Gelcoat, wood,...)

Reserves for repairs (experience value):

This amount is not a "flat rate". There will be just invoiced what is really repaired/changed on the yacht! The above mentioned amount is a average over a charter period of about 5 years. In the first 1-3 years there will be more or less nothing, later there will be some mooring ropes etc... After 4-6 years there will be perhaps a new sail necessary.

Repairs where the owner is responsible for are mainly out of "wear and tear".

The insurance covers all damages "from outside" (accidents, etc...) and with the deposit from the client there are covered all the "small loose" like fenders, winch handles, etc...