

**le boat**  
Who's on board?

OWNERSHIP

**OWN.CRUISE.ENJOY**  
We'll do the rest



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## ABOUT LE BOAT

By choosing the **Le Boat Ownership Programme**, you can relax knowing that you are in the trusted hands of the world's leading boating holiday company.

With over **50 years of experience** behind us, we are the no:1 provider of boating holidays on Europe and Canada's beautiful inland waterways. We operate the largest fleet of self-drive boats and, from boat design to maintenance, our teams use their expertise and professionalism to ensure they all meet the very highest of standards.

**+50**  
YEARS  
of experience

**900**  
BOATS  
in our fleet

**150**  
OWNERS

Over **€40M**  
OF TURNOVER

**390**  
EMPLOYEES  
in the world

**18 000**  
HOLIDAYS  
every year

## ABOUT TRAVELOPIA

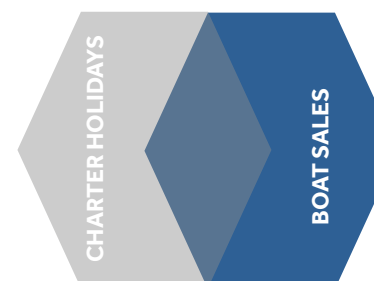
Le Boat is part of Travelopia, forerunners in the specialist travel sector who own the world's largest collection of over 50 independently-operated brands. Le Boat is one of the largest and most profitable of these businesses.

## WHAT IS LE BOAT?

Licence-free boating  
holidays in 9 countries  
and over 30 bases in Europe  
and Canada

Offices in Germany, France,  
UK, South Africa, Australia  
and Canada

### 2 COMPLEMENTARY BUSINESS



Boat sales through the  
Le Boat Ownership  
Programme

Sales of Le Boat  
boats and used boats  
through our Brokerage  
team



# OWNERSHIP PROGRAMME

NEVER SEEN BEFORE

Thanks to **Le Boat's Ownership Programme**, you can enjoy the pleasures of cruising holidays without the hassle or associated costs of traditional boat ownership.

You will own a top of the range cruiser from our latest Horizon range or another model from our fleet for you and your loved-ones to enjoy an average of 8 weeks on board, every year.

We will include your boat into our charter fleet and ensure it is fully maintained and repaired when needed, without any charge.

A simple, worry-free and secured way of turning your dream of owning your own boat, into a reality.

## HOW DOES IT WORK?

- 1

You become an owner and we hire out your boat for you while you're not using it.
- 2

You receive a guaranteed fixed monthly income and free weeks of holiday every year, with access to all our destinations.
- 3

We take care of the maintenance of your boat and guarantee its buyback at 50% of its purchase price at the end of the programme\*.

## NO LICENCE OR EXPERIENCE REQUIRED!

There's no need to have driven a boat before to become a Le Boat Owner. You'll quickly realise how easy it is and soon become confident navigating the waterways. Our base teams will show you everything you need know before you set off.

# THE BENEFITS



## GUARANTEED ANNUAL INCOME

We provide you with a fixed and guaranteed income of 8% of the boat's price (for Horizon 3 and Horizon 4 models, and 7% for other models) each year. This income is paid monthly and is independent of your usage, the season, and the occupancy rate of your boat.

## ACCESS TO OVER 30 BASES IN EUROPE & CANADA

The Ownership Programme gives you an average of **8 weeks of holiday per year** that can be taken on any boat in our charter fleet and in any of our 16 European cruising regions, as well as Canada!



## ZERO OPERATING EXPENSES

As a Le Boat owner, you pay **NO operating expenses**. We take care of everything, including berthing, insurance, parts, labour and much more. It truly is a worry-free way of owning a boat!

## PROFESSIONAL MAINTENANCE

Your Le Boat cruiser will be maintained by our own team of professionals to the most rigorous industry standards... at **no cost to you**. This will include everything from weekly checks to annual haul-outs, and an end-of-programme phase out.



## NO SURPRISES!

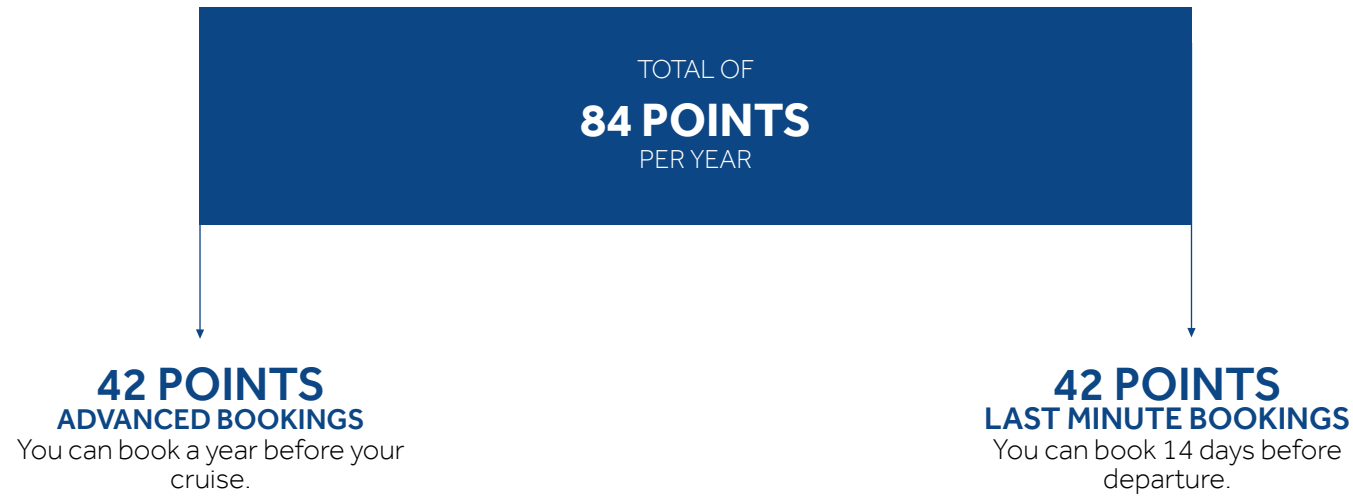
This is a completely worry-free programme. The guaranteed buyback amount, your monthly income, usage conditions, etc will be clearly set out from day one. Everything agreed and signed off at the beginning of the programme will remain unchanged until the end.





# OWNER USAGE

Throughout the programme, you have the opportunity to cruise from **all our bases**. Usage is determined through a points-based system, with off-peak periods using up fewer points!



## WHICH USAGE OPTION SUITS YOU?

To make the most of your points allowance, at the start of the programme you can decide which of the following options to use:

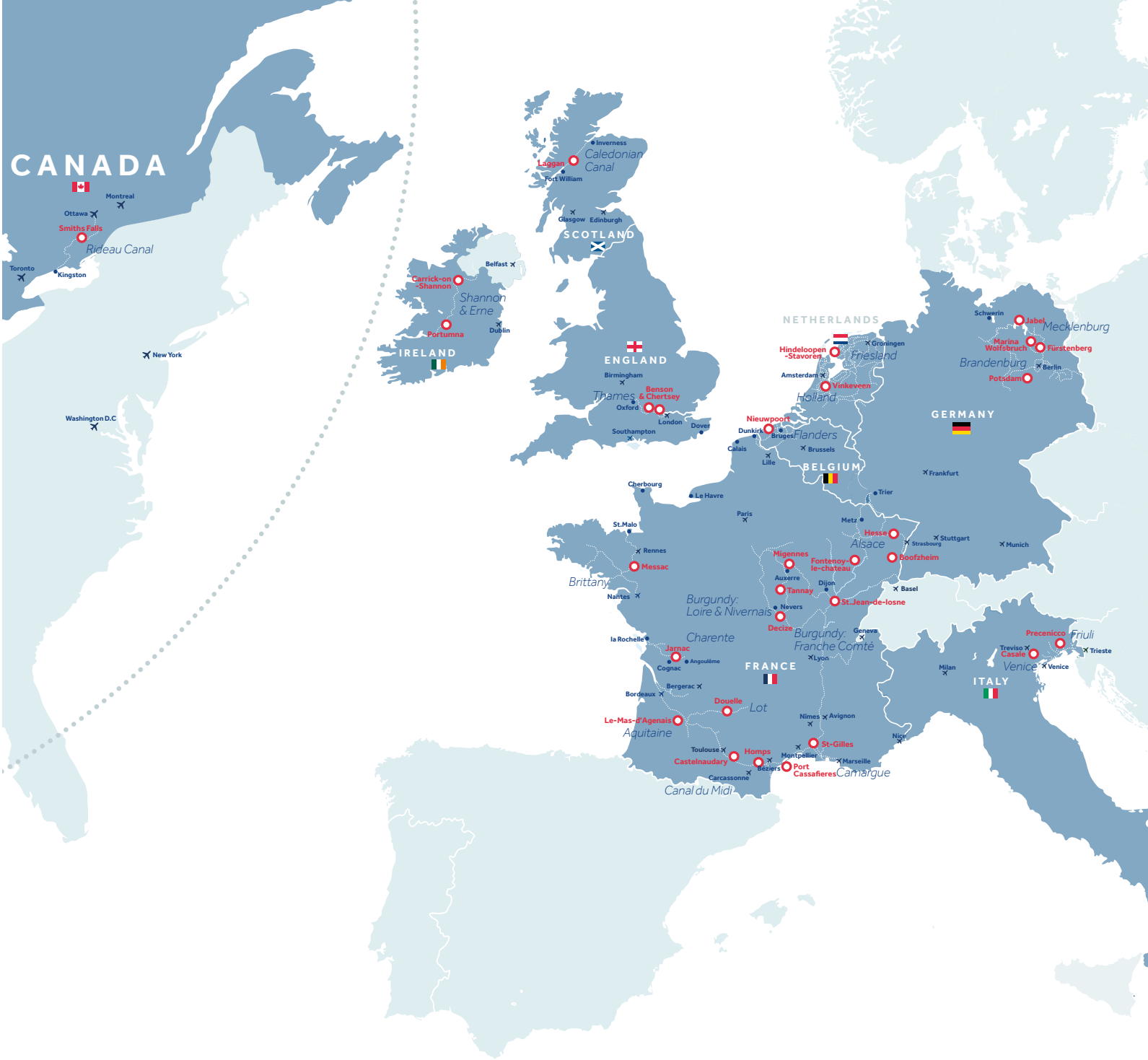
### Three Seasons Option

Ideal if you want to avoid cruising in July and August!  
Advance booking points are limited to 21 points (= 1 week) in high season.



### Long Summer Option

The best option if you want to cruise more in summer!  
Advance booking points are limited to 28 points (= 2 weeks) in high season.



## OUR DESTINATIONS

You get access to ALL Le Boat destinations! 9 countries, over 30 bases, 900 boats and thousands of miles of waterways are waiting for you!

### SPECIAL CONDITIONS

Ask us about Canada usage conditions



75% off the charter price of the cruise



ITALY  
franchise base





## EACH TIME YOU CRUISE

For each holiday you book, we will charge you a small turnaround fee that covers the cost of boat preparation, cleaning, full water tank, linen, shore power (in our bases) and technical assistance during your trip.

You will also be required to leave a security deposit at the base, although most owners take out our annual owner insurance instead which covers you for the whole boating season. You also will be charged for the fuel and gas you use while cruising by way of an 'engine-hours' fee. This is calculated and payable upon your return to the base at a special 'owner rate'.

## FAMILY USAGE AND GUESTS

Your immediate family can use your owner weeks and points at any time, without restriction. In addition you can give (or privately sell) up to 2 weeks of your cruising points a year, to any person you choose, but only in the off-peak season. So you can give the gift of cruising!

## UPGRADE YOUR BOAT

Throughout the programme, you may use your points to book holidays on any of our boat models of varying sizes and capacities. If the booking is made in advance (with advanced points), you just pay the difference between the charter price of the boat you own and the one you want to hire. If it's a last-minute booking (made 14 days before departure), the upgrade is free - a fantastic opportunity to try our bigger models at no extra charge!

## HOLIDAY EXTRAS

We offer a range of optional holiday extras to make your time on the water more relaxing, comfortable and fun. These include bike hire, car transfers between bases, groceries and more. These are all bookable in advance and subject to an additional cost. However, as an owner, you won't have to pay extra for end-of-cruise boat cleaning and our pet cleaning supplement, so feel free to bring along your furry friend(s) at no extra cost.

# YOUR OPTIONS AT THE END OF THE PROGRAMME

AT THE END OF THE SEVEN YEAR TERM, YOU WILL HAVE SEVERAL OPTIONS. NO MATTER WHICH OPTION YOU CHOOSE, LE BOAT WILL BE BY YOUR SIDE.

### OPTION 1

#### 50% GUARANTEED BUYBACK\*

At the end of the scheme, we guarantee to buy back your boat at a previously fixed price. We are the only company in the marine industry to offer this guarantee.

### OPTION 2

#### EXTEND THE DURATION\*

If you really enjoy being a Le Boat Owner and want to stay in the Ownership Programme, you will have the opportunity to extend your contract.

### OPTION 3

#### SELL YOUR BOAT

Our **brokerage** experts will be happy to assist you with a quick, efficient and secure resale of your boat, regardless of its location.

### OPTION 4

#### KEEP YOUR BOAT

You can also chose to simply keep your boat and walk away! We will help with the transition and after a final service, we'll give you back your expertly maintained boat.





[leboat.co.uk/boat-sales](http://leboat.co.uk/boat-sales)  
[ownership@leboat.com](mailto:ownership@leboat.com)

***le boat***

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Le Boat is a member of Travelopia.