



Charter World Yachting Holidays
- Australia's original yacht charter specialists

July 2008

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Dear Charterer,

While bareboats remain the core of our business, our diversification into a range of vessels for small groups has been gradual but constant. I read that *The Beneteau Group* derive 16% (and growing at 35% per annum) of revenue from the manufacture of mobile homes (not the floating type).

While I can not see it ever turning away from the sea (there are just too many options) we do recognize that our clients enjoy a variety of different holiday styles afloat.

There is a lot to choose from, but this edition we have focused on the fully crewed mega boat industry.

There are some very interesting statistics below and Australia's Super Yacht industry is at the forefront of all aspects of design, construction and refurbishments.

• **Charter World's New Website**

Charter World have released a new updated website including a range of new vessels and offers as well as video links.

Our holidays afloat fall into five main categories being bareboat, fully crewed, small ships, canal cruising and sailing events.

Our small ship bookings are showing strong growth in line with the cruising in general which Australians were beginning to do in large numbers.

From Alaska to the Kimberley's and Tahiti - all offer a range of vessels usually with a maximum of 25 cabins.

A surprising number of bareboaters find the mix of these different holiday styles very appealing.

Visit our new website: www.charterworld.com.au

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charter@charterworld.com.au

Website:

<http://www.charterworld.com.au>

Phone: 03 9521 0033

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• **Thailand**

The choice is yours, new vessels flood the area.

For the first ten years of bareboating in Thailand the choice was extremely limited and the rates very high. Until recently Thailand's 212% import tax kept bareboat investors away, however this exorbitant tax has now been lifted.

In the past season new yachts joining charter fleets include:

Bavaria 34 (2008 model)
Bavaria 38 (2008 model)
Bavaria 40 (2008 model)
Bavaria 46 (2008 model)
Lagoon 380 (2008 model)
Lagoon 420 Hybrid (2008 model)
Robertson Caine 40 (2007 model)
Beneteau Cyclades 39 (2007 model)
Beneteau Cyclades 43 (2007 model)
Harmony 38 (2007 model)
Harmony 42 (2007 model)
Harmony 47 (2007 model)
Harmony 52 (2007 model)

The special offer of free one-ways to Langkawi remain, and Jetstar direct flights from Sydney to Phuket make getting to Thailand hassle free!

• Specials

WHITSUNDAYS

· Last minute July Specials:

Pay for 5 nights - get 7 nights
Pay for 7 nights - get 10 nights
Pay for 10 nights - get 14 nights

· 5% off for bookings six months in advance

· 15% off all catamarans in August 2008.

MILE CATCHERS - October (book by the berth)

15 Days - Horn Island/Port Douglas \$3500 per person
9 Days - Port Douglas/Port Douglas \$1750 per person

GREECE

26 JUL - 02 AUG 08
CYC 43.3 (Corfu - Lefkas) \$465 pn
CYC 39.3 (Athens - Corfu) \$395 pn
OC 423 (Rhodes - Kos) \$540 pn

27 SEP - 05 OCT 08
OC 473 (Kos - Athens) \$540 pn
CYC 43.4 (Lefkas - Athens) \$540 pn

04 OCT - 11 OCT 08
OC 393 (Paros - Athens) \$295 pn

CYC 39 (Corfu - Athens) \$245 pn

AIR TRAVEL

EUROPE

Singapore Airlines - from MEL, SYD, BNE

Departures 16 Aug - 19 Sept \$1960 per person plus taxes

Departures 20 Sept - 03 Oct \$1810 per person plus taxes

• Sydney Boat Show

We are back again at the Sydney show for our 24th consecutive year. This year we are at the front door of Hall 1, Stand 142.

It is always a lively time in the office as we pour over the layout plan and discuss the traffic flow potential of each area to choose a stand position. In the end we never really know if it is a good position until it happens. This year we are at the front of Hall 1 opposite the front door.

We always enjoy catching up face to face with all of our charterers and hope to see as many of you as we can in August. Dates are 31 July - 05 August again at Darling Harbour.

• 2009 Sailing Events

For over 20 years we have arranged each year a number of group departures generally escorted by one of Australia's leading Sailing School operators. These events are all about fun and relaxation, and the assistance of a skipper or lead crew ensures that there can be no hassles or surprises that you personally have to deal with.

In the mid eighties I operated a fleet of 12 yachts on the southern coast of Turkey and have always seen the advantages of sailing in company. The group departures do not always sail and eat together every day - quite the contrary, they are about giving sailors the freedom and flexibility that yachtsmen generally seek.

The advantages of booking by the berth or cabin is also appealing and we take pride in putting together like minded crews.

For 2009...

Tantalizing Turkey

30 May - 13 June 2009 50-52ft Beneteau/Jeanneau yachts

Rich in historic, archeological and cultural significance, it is renowned as the world's friendliest charter destination. The genuine warmth and hospitality of the local population is a delight for the visiting yachtsmen.

Join the fun and adventures in 2009! Full details:
www.charterworld.com.au

Croatia

12-26 September 2009 A fleet of Jeanneau Sun Odyssey 45's

The Adriatic coastline with its blue waters, gentle summer climate, great breezes, quaint villages and historic towns, is a magnificent cruising area. Hidden bays, beaches, cliffs, emerald groves and open water sailing, combine to make this a very diverse area that can be revisited again and again. Sailing one-way from Split to Dubrovnik you will discover the enchanting islands of Brac, Hvar and Korcula.

Full details: www.charterworld.com.au

Regatte de New Caledonia

24 October - 01 November 2009

From \$3050 per person including 8 nights board, return flights and transfers from Sydney and some meals.

Experience the ambience of the South Pacific in one of the world's largest and most beautiful lagoons. The superb sailing grounds of New Caledonia offer amazing variety of anchorages from deserted virgin beaches to the natural coral sculptures.

Join a fleet of Fountaine Pajots cruising to the legendary Isle of Pines which cruising yachties rate the best in the Pacific.

Full details: www.charterworld.com.au

• Focus on Fully Crewed

CREWED CHARTER - THE STATISTICS

There is a lot of misinformation spread about the super yacht industry. The figures below make very interesting reading.

There are currently approximately 3800 Super Yachts afloat, only about 800 are available for charter and many of these on a limited basis. The Mediterranean also accounts for 70 percent of these charters.

* There are 830 yachts available for charter in the 80-foot-and-larger size range. These charter yachts account for 20 percent of all 3.800 supervachts afloat.

* 60 percent of those 830 yachts fall in the 100- to 165-foot size range, making it the heart of the superyacht charter industry. Yachts from 80 to 100 feet make up 27 percent of the available fleet, with yachts 165 feet and larger comprising the remaining 13 percent of the fleet.

* 100- to 130-foot yachts accounted for 63.5 percent of the charter bookings in 2007. Yachts from 80 to 100 feet did 21 percent of the bookings, and yachts from 130 to 165 feet did 15.5 percent of the bookings.

* With a handful of exceptions, no yachts larger than 240 feet are available for charter, even though the largest private motoryachts being built today surpass 500 feet in length.

* About 75 percent of the 80-foot-and-larger yachts available for charter are motoryachts, with sailing yachts comprising about 25 percent of the available fleet. About half of those sailing yachts are at the small end of the superyacht scale, between 80 and 100 feet long.

* More than half of the worldwide Superyacht charter contracts being written today are in Euro rather than the U.S. dollar, which represented virtually all contracts just a few years ago. Given the current exchange rate, this indicates that charter is in practical terms becoming more expensive.

* The average duration of a yacht charter vacation is 8.75 days.

* Charter clients vacation onboard smaller sailing yachts longer than they vacation onboard larger ones, while the opposite is true of motoryachts, with the larger motoryachts inspiring longer stays.

* The 830 charter yachts 80 feet and longer performed a total of 2,750 weeks of charter in 2007. About 200 of the 830 available yachts represented some 50 percent of those 2,750 weeks of bookings.

* The Mediterranean accounted for 70 percent of all charter vacation destinations, with 56 percent of charters occurring in the Western Med and 14 percent of charters occurring in the Eastern Med.

* The Caribbean was the second-most popular destination, with 15 percent of charters occurring there. Florida and the Bahamas were next, at 7 percent combined, with New England trailing at 2 percent.

* About 50 percent of people who charter a yacht will do so again, typically within two to three years. Some 30 percent of charterers go on to purchase their own yacht, while about 15 percent of charterers never return. [Note: These figures do not equal 100 percent.]

No matter what the statistics above say, our clients agree that fully crewed charters are the best holidays they have ever experienced. Till next time..

Good chartering!

Brook Felsenthal
and the Charter World Team