

# LARGE YACHT MANAGEMENT

by **EXECUTIVE YACHTING SA**  
a member company of KIRIACOULIS GROUP



*The Next Generation  
Management*








## THE OWNERSHIP

- The Dilemma
- The Requirements

- 
- The Team
  - The Intention
  - The Proposal

## THE MANAGEMENT



## THE SERVICES

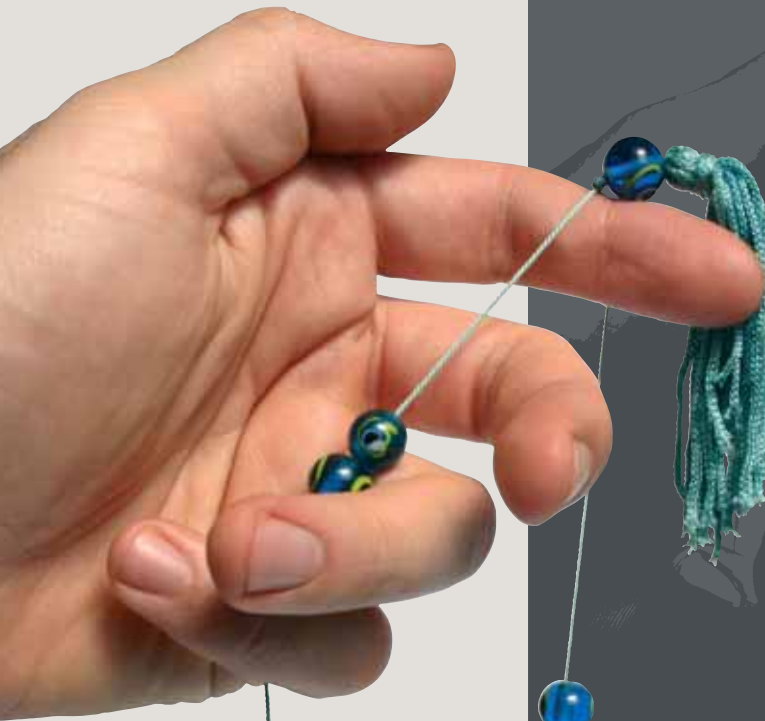
- The Management Highlights
- The Standard Services
  - The Optional Services

## THE DEAL

- The Suggestion
  - The Profit
  - The Comfort

## THE SOLUTION

# The Ownership



## THE OWNERSHIP

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Private Yacht operation VS

## Privacy VS Charter

My inventory  
My property  
My safety

Berthing selection according to my wish

Fuel full or transit rate depending flag

The Crew is occasionally  
feeling...

- uncertainty
- unmotivated

- lack of carrer perspective
- weakness to access the Master  
and provide feedback reports  
on administration &  
maintenance status

Accounting & Logistics paid  
on monthly basis

Leaks of personal matters

Damages to the inventory  
Invaders / Undesired visits  
Comments in the market

The same

Transit

The Crew certainly increases income  
but...

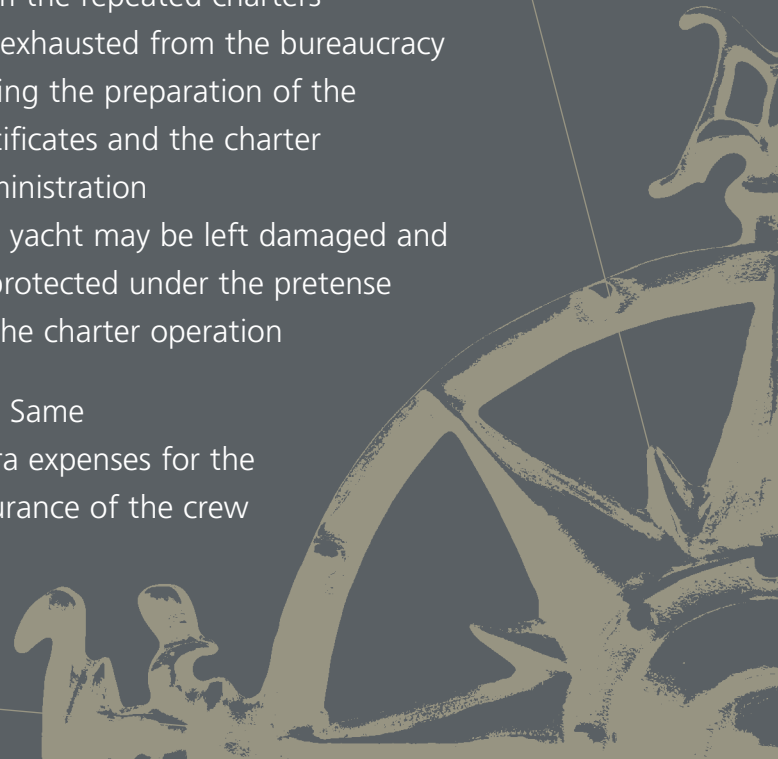
- is tired and becomes auxiliary  
from the repeated charters
- is exhausted from the bureaucracy  
during the preparation of the  
certificates and the charter  
administration

The yacht may be left damaged and  
unprotected under the pretense  
of the charter operation

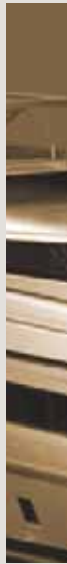
The Same

Extra expenses for the  
insurance of the crew

Charter operation



# The Ownership



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Preservation

Cost effective

Large Yacht Owners demand, more than ever, a cost effective yacht administration combined with the protection of their floating asset and its preservation in top condition.

The dilemma leads to an overshadowing decision of the private operation vs the charter operation, for the obvious reasons like damages, undesired visits, privacy trespass.

*of the yacht in top condition*

*yacht administration*



# The Management



## EXECUTIVE YACHTING SA

EXECUTIVE YACHTING SA is an affiliate company of the KIRIACOULIS GROUP specializing in the Yacht Management & Brokerage of brand and pre-owned yachts.

### **Dimitris Katsoulis**

Executive Yachting SA  
President

**Education:** Business University of Thessaloniki  
University Paris IX Dauphine

**Career Highlights:** Banking Background as Deputy General Manager of BNP Athens  
Managing Director/Member of the Board of Directors of Omega Bank S.A.

The rich background in Banking coupled with the former yachting related loan experience and the personal passion for yachting, afford the KIRIACOULIS GROUP the know-how to undertake the responsibilities regarding the brokerage of SANLORENZO and pre-owned yachts, the management of private and charter yachts and the financial administration.

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Quality services  
in Administration and Operation

## LMY by KIRIACOULIS GROUP

LMY by KIRIACOULIS GROUP offers the luxury crewed yacht charters, the charter marketing & the charter administration.

### **Maria Bakalakou**

LMY by KIRIACOULIS GROUP  
Charter Marketing & Administration  
Manager

#### **Career**

#### **Highlights:**

Active for over a decade in various yacht related tasks including significant charters especially with mega yachts. In addition, she has yacht operation experience having worked for a well known and established yachting company in Greece. Projects under her supervision included. The establishment of the Central Agency system back in 1996 in Greece which has nowadays become the local norm with most yachting firms.

#### **In house partners:**

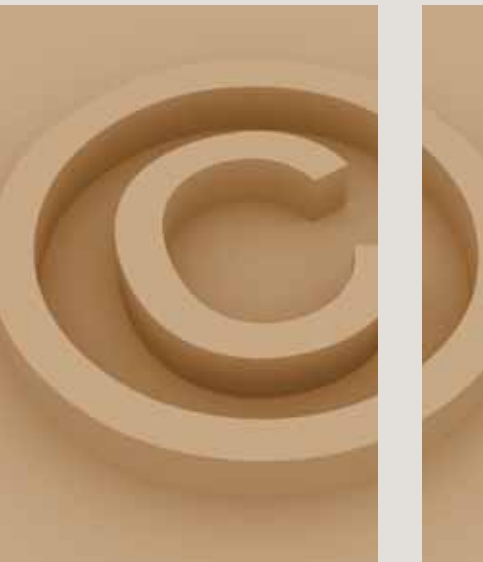
- Engineer - Project Manager
- Naval Architect
- Port Captain
- Lawyer
- Chief Accountant & associates
- Spares Orders
- Security & Storage security team

#### **Affiliates:**

- Technicians from all sections
- 24h technician team stand by
- Suppliers on contract for best prices
- Engineers
- Lawyers
- Ship agents
- Insurance companies

The Management operation coordinates activities with a well-trained team of Accountants, Captains and ass. Personnel, who have patterned and expanded excellent skills since 80's in administration management of 450 yachts worldwide, sailing, motor & passenger vessels.

# The Management



## THE INTENSION

With our broad knowledge and experience in the Yacht Management business we are in a privileged position to offer the Owners comprehensive services in the areas of administration, **operations and charter solutions** with peace of mind.

## THE PROPOSAL

**We simply ask for a 30-day minimum yacht availability**

for charter operation on term of protecting your private inventory.

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## THE NEXT GENERATION MANAGEMENT SERVICES

*Our mission is  
to offer services, innovations  
and peace of mind*

### **We offer ...**

A serial of free optional services to the Owners and Captains.

### **We simply ask...**

A 30-day minimum availability for charter operation annually.

### **We guarantee...**

Private Inventory Protection

We are proud to create and present the Large Yacht Innovative Management on time to relieve the Owners & Captains from the excessive running costs and equally implement the exceptional maintenance and condition of yachts under our guardianship.

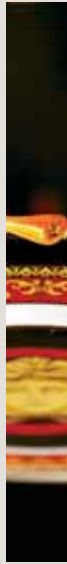
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The Quality Innovative Management inspired exclusively by the realistic needs of the Owners & Captains, consists of a series of high-end free services and activities in well-structured administration packages.

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We harmonized pace & rock-solid credibility with the needs of the market faithful the new standards, regulations and tensions, to achieve the Owner's and Captain's relief.

# The Services



## **Innovation**

is our trademark sourcing from the four offered services:

- **Inventory**
- **Storage**
- **Accounting**
- **Technical Consulting**

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### **We set our own exclusive inventory**

on board your yacht during charters (carpets, upholstery)

### **We store your precious private objects**

in a well organized safe storage room in our building during charters.

### **We offer you Accounting & Operation**

budget forecast, cash-flow, taxation subjects, certificates renewals and more.

### **We offer you Consultancy, Shore Support, Administration & Technical Surveys**

Our Management team is fully committed to present the plan on vessel maintenance and daily operational schedules in coordination with the Crew and administrative sectors.

Tailored packages of technical support available offering full shore-support.

# The Services



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The Owner's Expenses are relevant only to the services for ISM, SMS, legal matters, crew visas, lawyers subjects, yacht participation in charter exhibitions upon the Owner's request, yacht brochure publication, fuel cost for private usage by the Owner.

### Accounting and Financial Administration

- Book Keeping
- VAT & Tax Services
- Documentary and Certificates Renewal
- Monthly Update Report with financial status in Income/Expenses
- Regular Budgeting Forecast at any period (during Maintenance and during Charter period)
- Annual Budgeting Forecast
- Regular Cash-flow
- Insurance and Classification Issues optionally

### Shore Support and Technical Conculting

- 24-h support by a team of technicians in all professions (engineers, divers, etc)
- Maintenance solutions
- Weekly Follow-up report on maintenance status
- Our contract with our subcontractor is covered by Insurance
- Follow up reports in Engineering, Spares and Bridge matters scheduled depending the needs of the Yacht.
- Weekly Follow-up in all subjects in coordination with the crew all year round
- Optional services like Recruitment with crew members from an efficient and realistic agenda
- Crew Training
- Berthing facility optionally

### Charter Operation and Administration

- Storage facilities of private inventory optionally
- Our own Inventory set to protect the private ones optionally
- Transportation of the Inventory and Storage on our account in secure in-house storage rooms
- Charter preparation in all aspects (agreements, port authorities, fuel supply, provisioning supplies in Athens, services of Meet & Greet, Charterer's transportation, guided tours, accommodation and all of Concierge services)
- Coordination with the crew for the supplies at the islands
- Optimization of the charter income liberating the Owner from the running costs optionally
- Full Concierge Services in all Marinas and shore support
- Follow-up report upon completion of the charter with the Income - Expenses list
- Regular and detailed Follow up with the charter income - expenses at the Owner's discretion and requirement.

# The Services



enhanced yacht profile

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The optional Services will optimize the Charter Income and enhance the Yacht's Profile. A top quality charter marketing worldwide is achieved by the listed services.

optimized charter income

### **Printed Yacht Brochure**

distributed to our network of clientele/agents/major tour operators/brokers/prospective clientele.

### **Striking Group Catalogues**

published annually in large quality-papers distributed to our major network of clientele/agents/ major tour operators/brokers/ prospective clientele.

### **Scheduled Newsletters**

on monthly basis to our network of clientele/agents/major tour operators/brokers/prospective clientele.

### **Enhanced Web listings**

in specialized web sites like myba.net, charterindex.com, yachtworld.com and more.

### **Featured Web listing**

in lmykiriacoulis.com

### **Featured Articles**

in editorials and commercials in magazines upon approval by the Owner.

### **Press Releases**

to the media upon approval by the Owner.

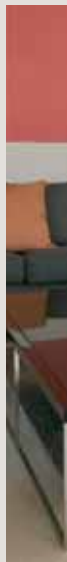
### **Boat Shows & Brokers' Invitation On board**

upon approval by the Owner.

### **Yacht Promotional Gift.**

We do not recommend the undesired use of the yacht for her promotion but only our dignified services

# The Solution



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exclusive charters



## Privacy

My inventory  
My property  
My safety

## Charter

Damages to the inventory  
Invaders / Undesired visits  
Comments in the market

## Our Suggestion

- **We offer and set our inventory** (sheet, covers, cups, glasses, dishes, carpet under the dining & salon)
- **We store private things** It is the least we can do...
- **Deposit Guarantee amount**
- **Reference for the client**

Berthing selection as per my desire

The same

- **Privilege rates** if requested berthing by KIRIACOULIS MARINAS

Fuel full or transit rate depending flag

Transit

- **Transit and offered at the Best market rate**

The Crew occasionally is...  
-Bored  
-On Feeling of uncertainty  
-No improvement of the career  
-Paper work on Captain's task and faces  
-Difficulty to access the Master and report administration status & maintenance status

The Crew certainly increases income but...  
- is tired and becomes auxiliary from the repeated charters  
- is exhausted by the process of the Documentary and charter administration.  
The yacht is damaged unprotected on excuse of the charter usage.

- **The crew is... Fresh & is supported in all aspects by us.**  
-Increases Income  
-The feeling of security and perspective for a great career  
-Relief by our support with the documentary & administration  
-Relief to offer monthly surveys and budgets  
-Education of the crew on their pro behavior & tasks  
-Confidentiality environment

Accounting & Logistics paid on monthly basis  
Leaks of personal matters

The Same  
Extra expenses for the insurance of the crew

- **FREE (On our Account)**
- **Absolute Confidentiality**

# The Solution



## THE PROFIT

The Owner's starting PROFIT sources from:

- The Net Charter amount  
**Euro 300,000 - Euro 500,000**  
(minimum as per 30-day charter) annually.
- Privileged berthing rates in the Marinas of the Group.
- The satisfactory deals with the Captain & Crew beneficial for both parties; as the Crew Gratuity is estimated in Euro 50,000 starting amount annually.
- The eliminated Running Expenses from a well-organized Financial and Managerial Control.

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**The Profit**

**The Comfort**

Our major Reward

30-day  
minimum  
income:

**€680,000**

**Benetti 02**  
50m

**€1M**

**Custom 07**  
50m

**€560,000**

**Christensen 05**  
45m

**€360,000**

**Custom 94/05**  
42m

**€370,000**

**Maiora 07**  
40m

Yacht names at your disposal.

### Realistic example:

Indicative Reports prove income according the existing charter yachts in a variety of brands, age, size & accommodation / entertainment facilities. Figures are based on the minimum income of a monthly charter operation.

The Manager's Profit sources only from the charter commissions.

- **The Charter Commission from the minimum one month charter annually**

- **Your references**

## THE COMFORT

### for the Captain

We deliberate the Captain from some grindstones as is already in charge of so many tasks! The Crew & guests' safety, the yacht and the environment protection, the Owner's satisfaction while cruising, the crew administration, the control on board during cruising, the navigation, the financial accounting, the budget and maintenance follow up, the shore support. It is high time we relieved the Captains from the excessive responsibilities.

### for the Owner

How frustrating can the yacht and crew administration be during the vacation? How complicated can it be for the Owner and the Captain to administrate the yacht from an in-house corporate segment? How fast the Captain communicates with the Owner? How this information ends to the Owner?

**The Owner enjoys the yacht for pleasure and same time benefits from the innovative management services.**

is the Owner's Reference

# The Deal



The process of agreement is simple:

## **We shake hands**

We sign a Central Agency Agreement a little more detailed than the usual one a Charterer signs upon a charter, on the following terms:

1. Exclusivity on Charter Promotion of the yacht by the Manager on a net charter rate for the Owner agreed by both sides.
2. Gross published rate including commission for the Manager to be distributed freely by the Manager at his discretion, according always the market's tensions.
3. 1-year contract with option for renewal on annual basis.
4. Free Quality services offered from the Manager to the Owner.

We seal the deal!



### **The Owner**

Signs 1-year Central Agency/  
Management Agreement  
offering 30-days in summer  
minimum 10 of them first  
days of August.

### **The Manager**

1-year Responsibilities  
& tasks offered to the Owner  
by the Charter Agent/  
Manager as per this  
Agreement.



## CONTACT US

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*from the Owner's  
point of view*





