



With SunSail Yacht Partnership there are three ways to own the yacht of your dreams; Guaranteed Income, Variable Return and Single Payment.

Guaranteed Income

Through the Guaranteed Income option owners pay the full SunSail purchase price of the yacht and place it into the SunSail charter fleet. Each month the owner receives a fixed amount of monthly revenue from SunSail for the duration of the contract. Based on traditional financing, this monthly revenue will cover 100% of your monthly boat loan payment. At the end of the program, the owner is free to take over the payments of the yacht without the monthly revenue from SunSail, sell her through our brokerage office, or may be able to trade-in towards the purchase of a new SunSail yacht.

Variable Return

Operate your vessel on a shared risk contract with a charter boat management agreement. The owner does not receive a fixed rate of return and operates their vessel as a business. The yacht Owner prepares a business plan with their accountant. The yacht Owner must be prepared to have a communicative involvement in the operation of their vessel and must operate their vessel in accordance with Australian Tax Office (ATO) guidelines. Limited availability for yachts based in Australia only.

Single Payment

With the single payment option the owner pays 65% of the retail purchase price, but does not receive an income. The unique structure of the agreement is very simple and provides significant purchase and tax advantages. This option is only available with deliveries to Greece, Croatia or Thailand. The title deeds sit with SunSail till the end of the contract at which time they are then signed over to the owner and the boat belongs to you.

Sometimes the availability of each program depends on select yachts and destinations.

Contact a SunSail representative for more details on which option works best for you.

