

Commitment, reliability and enthusiasm are the core values we bring to the sale's process of your sailing or motor yacht. You can sell your boat from our sale's hall which is situated on the compound of Nicolaas Witsen Nautical Center in Alkmaar. Alternatively, you may sell leave your boat in its existing berth through the selling process. During the boating season from mid-April to mid-October, placing your yacht in our hall is free of charge. Inspections are possible at all times and take place under the supervision of Barnautica Yachting staff. Trials trips will be arranged on request.

Before accepting your yacht into our brokerage programme, we discuss with you at length your ideas and aspirations concerning the sale. Likewise, we will verify the general as well as technical state of repair of your boat. For these purposes we will hold a non-binding talk and a thorough inspection of your yacht. We will ask you to ensure that we are given as much information as possible in order to be able to come to a realistic assessment and to provide potential buyers with the relevant information.

Once we have agreed on a sale strategy including an asking price, we will accept your boat into our brokerage programme. We put into writing a brokerage agreement that sets out what we have agreed upon and what you may expect of us.

The crucial aspect of attracting a buyer is the right kind of presentation on the internet. It is through this medium that the majority of contacts to potential buyers are established. We want to provide comprehensive information on your boat on the internet. We do this in the form of photo series and exhaustive technical and general specifications. Barnautica Yachting is one of the leading companies in this segment and enjoys high visibility among potential buyers. Apart from the national as well as international web-presentation, we focus on the major water sports' fairs such as Hiswa, Boot Holland and Boot Düsseldorf. Likewise you will find us at the second-hand boat fairs in Hoorn and Lelystad. Moreover, all yachts of our brokerage programme will be advertised each month in the magazine Yachtfocus as well as in the section for second-hand boats of the magazine Waterkampioen. The latter magazine in particular covers a large part of the Dutch market with its 35,000 subscribers.

We are a member of NBMS, the Dutch association of yacht brokers. Following the NBMS's rules, we hold a separate third party account safeguarding the secure handling of money transfer. The account is part of an independent foundation and thus completely separate from the finances of the brokerage firm. As a E.M.C.I. certified yacht broker and surveyor, Arthur von Barnau Sythoff, founder-owner of Barnautica Yachting, ensures that every aspect of the sale is conducted according current norms set by said institute.

We are committed to selling your yacht for a reasonable price within the shortest possible time-span. Our thorough approach warrants your success. To see for yourself how we present and promote the boats in our brokerage programme, please peruse our website <http://www.barnautica.n>

Brokerage costs:

We take care of every facet of selling your boat. In return, we charge 6% excl. VAT of the selling price incl. VAT. Our minimal fee for brokering the sale is € 2,950.00 incl. VAT.

What you get for your money:

- A non-binding initial discussion and balanced consultation
- A taxation of your boat based on the current market situation
- A series of informative and attractive photos of your boat
- Professional presentation within the context of the Barnautica and YachtFocus web presentations
- A For Sale-banner on your boat (if permissible in your harbour/ marina)
- Storage in a sale's hall at Alkmaar – free of charge during the boating season*
- An A4 information leaflet in every Barnautica office

Presentation at fairs and other events
Inspections under the supervision of Barnautica Yachting
Consultancy and monitoring during the selling procedure
Drafting and drawing up of a sales contract
Supervising possible purchasing expertises including a trial trip
A third party account at your disposal

In short: every service you can expect of a professional yacht broker.

Should you happen to find a buyer yourself, we will reduce the brokerage fee by **10%**.

Media package for maximal chances of your yacht finding a buyer:

For your yacht to appear on the screen of all potential buyers, we have assembled a media package which is effective in reaching national and international markets alike. The main focus is on the internet but we also advertise in various water sport magazines.

A. Presentations on the following websites:

Barnautica Yachting (extensive and detailed)
YachtFocus
Waterkampioen
Boten te koop
Botenbank
boten
Vaarkrant
Speurders
Watersportbank
Boatshop 24 (int)
Best boat 24 (int)

B. Magazines, in which we regularly place adverts:

YachtFocus
Waterkampioen
Zeilen
Motorboot

Payment conditions and period of brokerage agreement:

As soon as the brokerage agreement comes into force we charge €595.00 (incl. VAT) as advance payment towards the commission. This amount serves the direct costs for placing advertisements. In the event of the sale of your yacht the amount will be offset against the total commission. The remaining brokerage commission will be calculated on the basis of the selling price. The selling price minus the remaining commission will be transferred to the account you have specified within three days. You will receive an invoice containing the final calculations for your records. We operate a grace-period of 14 days. Unless agreed otherwise, the brokerage agreement is valid for the period of twelve months. To maximise the chances of selling your boat it is critical that your boat is clean and tidy. We are happy to advise you on how best to prepare your yacht for its sale.

Storage costs at Nicolaas Witsen:

All shipyard and storage costs fall under the responsibility and terms and conditions of the company Nautisch Centrum Nicolaas Witsen. Should you pass your yacht into the brokerage programme of Barnautica, storage between mid-April and mid-October are free of charge. During the winter period storage will incur costs according to the tariffs of the Nic. Witsen ©

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company. If we accept your boat during the summer season into our programme you will only incur the costs of crane use and cleaning (€28 per m/L.O.A., incl. VAT). This tariff applies to all customers of Barnautica. The tariffs and fees of Nic. Witsen can be found under <http://www.nicolaaswitsen.nl>

Terms and conditions:

All prices include VAT unless stated otherwise. The Terms and Conditions of the N.B.M.S. (association of Dutch yacht brokers) apply to all our offers and services.

BARNAUTICA YACHTING

Verkoopbal Nicolaas Witsen

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