



**CUMBERLAND  
CHARTER YACHTS**

# BAREBOAT INVESTING

— YACHT OWNERSHIP —



WHITSUNDAYS | QUEENSLAND | AUSTRALIA

# Bareboat Investing made easy

## Turn Your Passion into a Lifestyle Investment

Owning a yacht is more than just a dream; it's an opportunity to enjoy the best of both worlds—unparalleled freedom on the water and a sound financial decision. By placing your yacht in our charter fleet, you gain access to one of the world's finest cruising grounds – the Whitsundays, where you can sail whenever it suits you, while also generating income.

Your yacht will be fully managed by a highly qualified and experienced team, ensuring that it's professionally maintained and ready for your next adventure. This means you can enjoy the ultimate sailing lifestyle without the day-to-day responsibilities of vessel maintenance, knowing that your investment is being cared for while offsetting the operating and running costs.

Whether you're looking to cover the costs of ownership or build a profitable investment, yacht ownership within our charter fleet is the ideal way to turn your love of boating into a rewarding, hassle-free venture.

### OWN EARLIER

Buy your boat now rather than some distant goal in the future

### INCOME

Generate income to cover operating expenses and make a profit

### TAX

Claim back GST and consider an Accelerated Depreciation model

### MANAGED

Enjoy the convenience of your boat being professionally managed and maintained

### EXPERIENCE

Build up your coastal cruising experience and introduce your family to the cruising lifestyle



*Langford Reef, Langford Island*

# Lifestyle Benefits

## BAREBOAT INVESTING

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Owning a charter yacht offers you the freedom to enjoy a unique and rewarding lifestyle, while your vessel works to cover its costs and generate an income. When your yacht is not earning an income from charters, you have the opportunity to explore some of the world's most stunning cruising grounds at your own pace.

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### Discover the Whitsundays and Beyond

With your yacht based in one of Australia's premier sailing destinations, the Whitsundays, you can explore an idyllic collection of 74 islands surrounded by the pristine marine park waters of the Great Barrier Reef. Outside of the charter area, you'll have the freedom to anchor in secluded bays, explore hidden coves, and set your own course through these tropical havens—unrestricted by typical charter routes.

### Cruise the Great Barrier Reef

The Whitsundays are protected by the world heritage-listed Great Barrier Reef, providing calm waters, spectacular coral reefs, and abundant marine life. Owning a yacht allows you to immerse yourself in this sub-tropical paradise year-round, sailing in a temperate climate perfect for exploring the region's natural beauty.

### Witness the Majestic Humpback Whales

One of the highlights of yacht ownership in this area is the chance to experience the annual migration of Humpback whales. From July to September, these magnificent creatures migrate to the warm, sheltered waters of the Whitsundays to give birth to their calves. Imagine witnessing this awe-inspiring event up close, in a peaceful and pristine environment, from the comfort of your own yacht and sharing that experience with your friends and family.

### Sail on Your Schedule

Whether you dream of weekend getaways, extended cruising holidays, or spontaneous escapes, owning a yacht gives you the flexibility to use your boat when it suits you. Cumberland Charter Yachts handles the day-to-day management, allowing you to step aboard, relax, and enjoy without the stress of cleaning or maintaining your vessel.

### Contract Period and Owners Use

Contract periods are negotiable based on owners plans, starting with three to five year terms with further options to extend. Owner's use is a generous four weeks per year with flexibility during low season and on a stand by basis.



*Humpback Whales ( July - Sep)*



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Owning a yacht under Cumberland Charter Yachts management not only provides a financial benefit but also offers an unmatched lifestyle where adventure, relaxation and unforgettable experiences are always within reach

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# Essential Investing Considerations

## NEW VS. PRE-OWNED VESSELS

Choosing between a new or pre-owned yacht depends on your budget, preferences, and investment goals:

**New Yachts:** A brand-new vessel allows you to customize features, ensuring that the yacht is tailored to your specific needs and charter requirements. A new boat often comes with the latest technology, higher energy efficiency, and warranty coverage.

**Pre-Owned Yachts:** Pre-owned vessels offer significant cost savings, making them an attractive option for buyers looking to maximize their investment. Many pre-owned boats are well-maintained and already outfitted for charter, which can streamline the transition into a charter program.



Scan to view vessels in our fleet currently for sale as a going concern

## SELECTING THE RIGHT YACHT FOR YOU

Choosing the right yacht depends on several factors, including size, type, and how you intend to use the boat. Consider the following when making your decision:

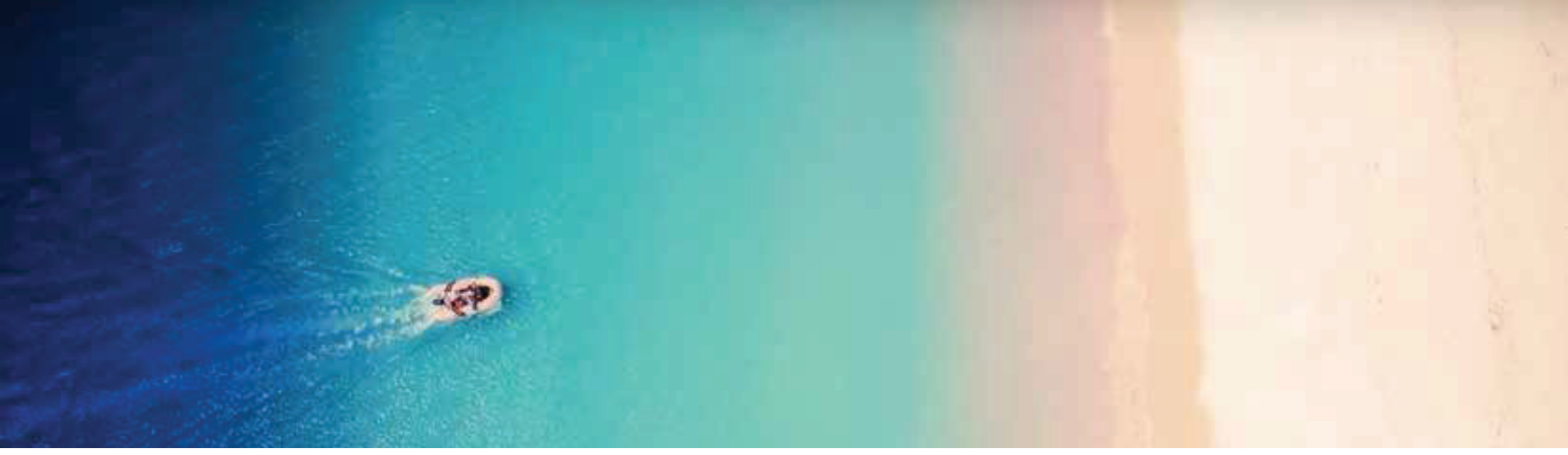
**Size:** Larger yachts offer more space and comfort for longer cruises, while smaller boats can be easier to handle and more budget-friendly.

**Type:** Catamarans are ideal for families or groups due to their spacious layouts and stable sailing experience. Monohulls, on the other hand, are preferred by seasoned sailors looking for a traditional sailing experience.

**Usage:** If your primary goal is maximizing charter income, a catamaran often has higher demand in charter fleets due to its ample space and comfort. For personal use, monohulls may be better suited to those who enjoy hands-on sailing.



Pinnacle Bay, Hook Island



## KEY CONSIDERATIONS

When selecting the right yacht, it's important to consider a few key factors:

**Budget:** Your budget will determine whether you purchase a new or pre-owned vessel, as well as any financing options available to you.

**Maintenance:** Some boats require more maintenance than others, depending on their size, age, and type. Consider the maintenance costs associated with each model and the age of a vessel when making your choice.

**Charter Potential:** Some yachts are more desirable in charter fleets due to their size, comfort, number of cabins or amenities. Choosing a model with strong charter appeal can enhance your income potential and increase the marketability of your yacht.

## FINANCING OPTIONS

Owning a charter boat is a significant investment, but with the right finance and insurance in place, it becomes a manageable and rewarding opportunity. We work with leading financial partners and experienced insurance providers to help you navigate this process smoothly and with confidence.

Cumberland Charter Yachts have a number of partners that we can recommend for financing requirements that offer flexible financial solutions tailored to your needs. Whether you're a seasoned investor or a first-time yacht owner, there are several financing structures available to suit your personal circumstances:

**Using Existing Funds:** For those with liquidity, you can finance the boat outright using your own funds, ensuring full ownership from day one.

**Using Equity in Existing Properties:** Many boat owners leverage equity from their existing properties, either through redraw or line-of-credit facilities, to finance their yacht. This allows you to secure a loan against the value of your property at competitive rates with flexible durations.

**Dedicated Boat Loans:** If you prefer a more traditional approach, you can finance a portion of the boat's cost through a dedicated boat loan. Typically structured over a five-year term, this option offers fixed or variable interest rates, making it a manageable choice for long-term ownership.

**Hybrid Combinations:** A combination of the above methods can also be used to customize your financing structure. For example, you might use some of your own funds in combination with a dedicated boat loan to reduce the overall loan amount, or tap into equity in property to make a larger down payment.

Finance brokers handle everything from the application process to approval, providing expert advice on structuring the loan to best suit your financial goals ensuring you can start your charter boat ownership journey with confidence.

### 44ft Sailing Catamaran: Case Study\*

#### PRIVATE BOAT OWNERSHIP

Purchase Price (inc GST)	New Vessel	\$1,533,878
Net Cost Over 5 Years	\$50k Cost Per Year	-\$250,000
Decline in Market Value	20% over 5 Years	-\$306,776
<b>Net Position After 5 Years</b>		<b>\$977,102</b>

#### CHARTER BOAT OWNERSHIP

Purchase Price (Exc GST)	New Vessel	\$1,394,435
8% Net return Over 5 Years	After ALL costs	\$557,774
Decline in Market Value	20% over 5 Years	-\$278,887
<b>Net Position After 5 Years</b>		<b>\$1,673,321</b>

\* 4 cabin, 2 head layout with Genset ( AC on water)



## Return on Investment

One of the key advantages of placing your yacht in the Cumberland Charter Yachts fleet is the potential for income generation to cover the costs of yacht ownership. Here's how the typical return on investment (ROI) structure works:

**Return on Investment:** Owners can expect a **6-10% return on investment (ROI)** from the charter income after all running costs. This is based on the number of charters your yacht books per year and the rates set by the charter operator.

**Income Split:** For every charter, **65% of the charter fee** goes directly to the owner, with no royalty fees associated with the charter income, while **35%** is retained by the charter operator as a commission and service fee for managing bookings and operations. This split ensures that while the operator handles the day-to-day logistics, you still earn a significant portion of the revenue.

Owners are responsible for running costs associated with keeping the yacht in the charter fleet, such as:

**Maintenance:** Regular maintenance ensures your yacht remains in top condition for charters, keeping it safe and ready for your personal use.

**Turnaround Costs:** These are costs related to preparing the yacht between charters (cleaning, mechanical check, brief and de-briefing refueling, dive check etc).

**Insurance and Berthing:** Vessel insurance is critical, and we work with **NTI Marine** to provide comprehensive fleet insurance coverage. This includes protection against damage, theft, or liability, ensuring your yacht is fully insured while it's in the charter program. Berthing fees at Coral Sea Marina are also part of the running costs, when your vessel is dockside for maintenance or charter preparations. When possible, your vessel will be taken out to a Cumberland Charter Yachts mooring which saves on berthing costs.



## Example Return on Investment (ROI)

<b>Purchase Price excl GST</b>	<b>\$1,394,435</b>
Number of charter nights	170
Average nightly rate	\$1,900
<b>Charter Income</b>	<b>\$323,000</b>
Cumberland Charter Yachts Management fee	-\$113,050
Operating Expenses	-\$89,334
<b>Net Income</b>	<b>\$120,616</b>
<b>Return on Investment (ROI)</b>	<b>8.65%</b>

<b>Operating Expenses (per annum)</b>	<b>Excluding GST</b>
Engine Servicing (250 hours)	\$4,800
Compliance and Survey Costs (Rig, fire, gas etc)	\$1,500
Maintenance and Annual Slipping (every 12 mths)	\$29,229
Charter turnaround/clean etc (based on 27)	\$27,229
Insurance incl PI \$20mil	\$19,007
Coral Sea Marina Berthing	\$13,010
Cumberland Charter Yachts Mooring	\$585
Coral Sea Marina Commercial Operating Fee	\$3,203
<b>Total Operating Expenses</b>	<b>\$89,334</b>

This example ROI is based on a 42+ft 4 cabin/4-bathroom sailing catamaran in new or near new condition of less than 3 years old. All figures are estimates and are based on historical data of similar vessels in the fleet actively chartering over a 12-month period.

# Tax Implications of your investment

As with any investment, the tax implications should be taken into consideration when purchasing a charter boat already in the fleet, or entering one into a fleet. In Australia the Charter Boat Enterprise Structure is most commonly used however this depends on your personal circumstances and the operating circumstances of the boat.

## Charter Boat Enterprise Structure

In this model, the boat owner places the vessel in charter with Cumberland Charter Yachts and plays a passive role in the operation. This structure is the standard model which is ideal for owners who do not live locally and may not have the time to actively manage the boat as a business but still want to enjoy the benefits of charter yacht ownership.

### Key advantages include:

- Enjoy the boating lifestyle while offsetting the costs of ownership through the income earned from charters.
- With the reasonable expectation of profit, the owner may be eligible for GST registration and to receive a GST refund on the boat purchase.
- Any deductions related to the charter activity are offset against charter boat income.
- A vessel depreciation schedule may be applicable.

*\*This information is not to be construed as formal tax advice and potential charter boat owners should seek qualified, independent, and expert advice in this area.*



# Yacht Ownership Options

Choosing between full ownership and co-ownership comes down to your budget, lifestyle goals, and how much flexibility you want. Both options offer a pathway into yacht ownership, but each comes with different financial, usage, and tax considerations. The right model will depend on whether you value complete control and full returns, or a lower entry cost and shared responsibility.

<b>FULL OWNERSHIP</b> You Own 100%	<b>CO-OWNERSHIP</b> Shared Ownership – Min. 25%
✓ <b>Unlimited access</b> – use as often and as long as you like (subject to booking availability)	✓ <b>Max 4 weeks</b> per owner, per year
✓ <b>Unrestricted</b> – use anytime, any season (subject to booking availability)	✓ <b>Limited use</b> (excludes Jul – Oct)
✓ <b>Unrestricted</b> – any location you choose (coastal or offshore cruising)	✓ <b>Whitsunday charter limits</b> as standard or agreed upon locations (if outside charter limits)
✓ <b>100% return on investment</b> , with all income benefits retained by owner	✓ <b>Shared return on investment</b> with other owners
✓ <b>Total control</b> over all decisions	✓ <b>Shared decision making</b> between owners
✓ <b>All running costs</b> (berthing, insurance, maintenance etc) are paid solely by the owner	✓ <b>Shared Costs</b> berthing, insurance, maintenance
✓ <b>100% of tax benefits</b> (full depreciation benefits)	✓ <b>Company-level tax benefits</b> (depreciation)
✓ Finance may be secure against the vessel	✓ Finance is typically arranged individually and not secured against the vessel
<b>Higher Entry Cost</b> Full Responsibility	<b>Lower Entry Cost</b> Shared Responsibility

## Find Your Perfect Match: Choosing the Right Yacht

Choosing the right yacht for charter investment means finding a vessel that suits your lifestyle, budget, and income goals. We work with trusted yacht brokers and importers to give you access to a wide range of quality new and pre-owned monohulls and catamarans to match your needs.

### Explore Our Trusted Partners



### Popular Yacht Models



# About Us

Cumberland Charter Yachts was founded in Airlie Beach in 1985 and are the longest operating bareboat charter company in the Whitsundays. We continually strive to meet the needs of the market and maintain our position as the leading bareboat operator in the Whitsundays.

## OUR PEOPLE

Our management team has over 70 years combined experience in the bareboat industry and are all shareholders of the company. Charlie Preen (Managing Director), Simon Summerton (General Manager & Partner) and Terry Kemp (Director) are involved in the day-to-day operation of the business supported by dedicated, expert and loyal staff in operations, sales, reservations and marketing.



**Simon Summerton**

General Manager/Partner

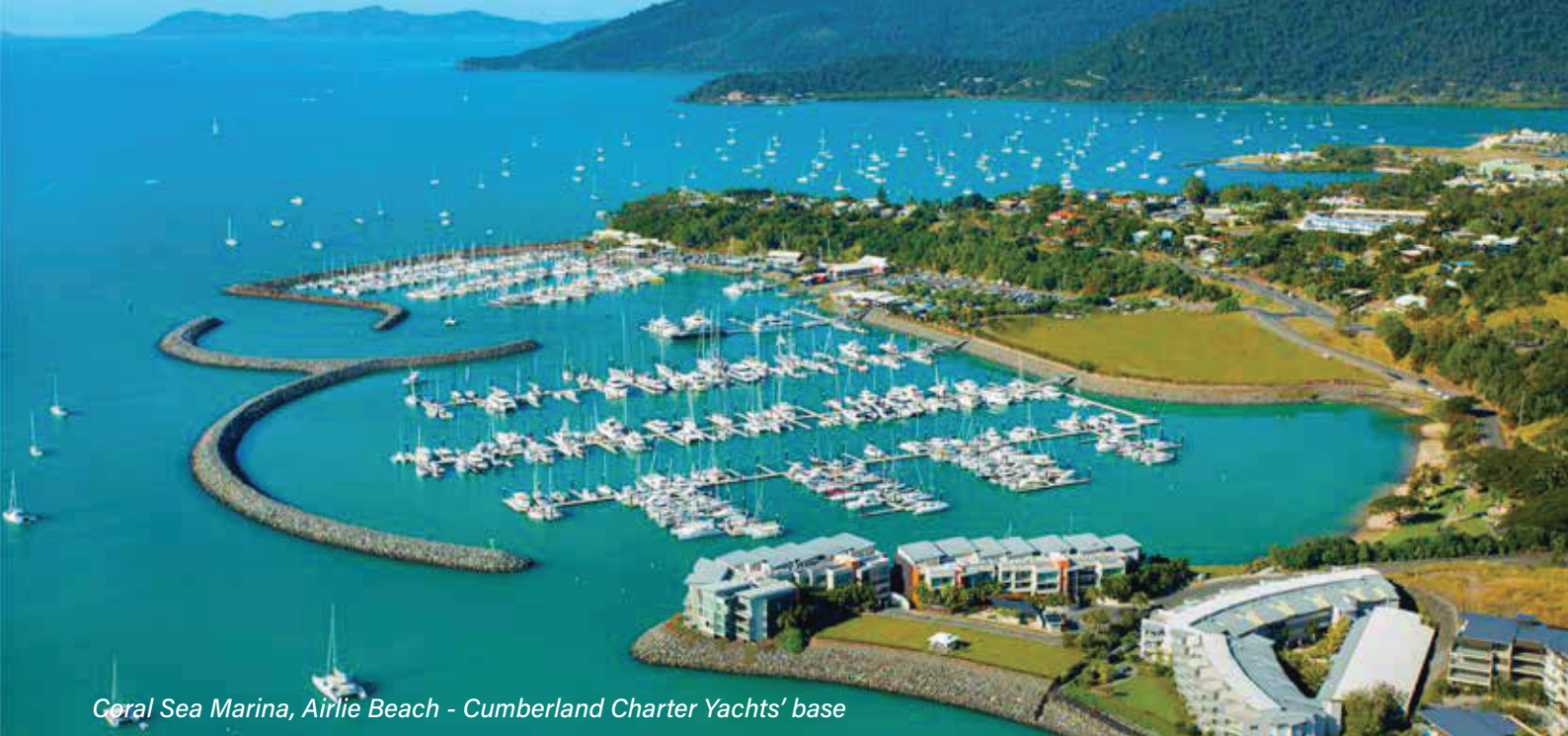
- RYA Yachtmaster Offshore
- RYA Yachtmaster Instructor
- RYA Yachtmaster Ocean
- Master 24
- MED 3

## AWARD WINNING

Cumberland Charter Yachts have consistently earned recognition for excellence in the tourism industry, solidifying our reputation as a premier charter company. Highlights include being a winner at the prestigious Australian Tourism Awards, along with multiple gold, silver, and bronze accolades from both the Queensland and Whitsunday Tourism Awards for 'Unique Accommodation' across several years. Additionally, Cumberland Charter Yachts has consistently received the TripAdvisor Certificate of Excellence, as well as the Best of Queensland Experience award.

As an eco-accredited tourism operator with a track record of outstanding service and guest satisfaction, Cumberland Charter Yachts is an ideal partner for yacht owners looking to invest in a successful, reputable fleet. Placing your boat in our award-winning fleet ensures it is professionally managed and marketed, increasing its appeal to charter guests and maximizing your income potential.





*Coral Sea Marina, Airlie Beach - Cumberland Charter Yachts' base*

## OUR CUSTOMERS

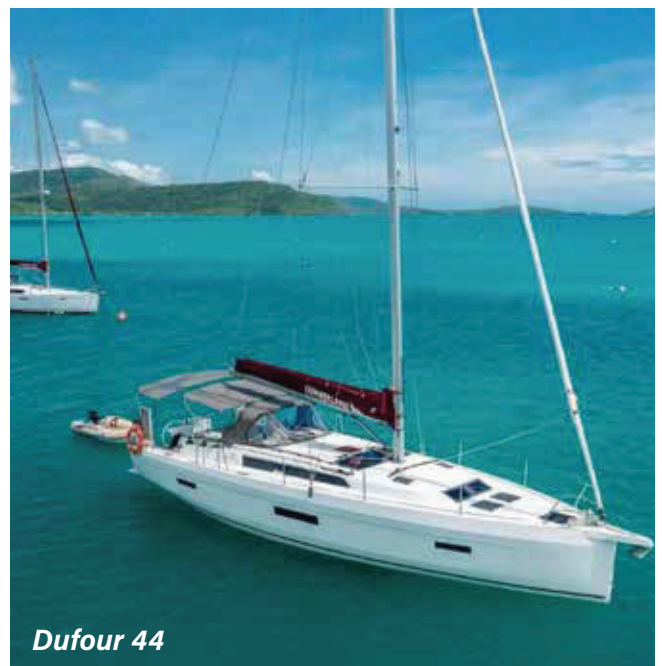
Our customers are experienced sailors, families, couples, and small groups of friends who seek to escape the crowds and immerse themselves in nature. Delivering exceptional experiences is at the heart of everything we do, ensuring our guests enjoy the best possible holiday. With over 40% of our charterers returning, often bringing along friends and family who are new to chartering; our loyal community continues to grow. We welcome multigenerational families who cherish the opportunity to disconnect from daily life and reconnect with one another, creating lifelong memories together and a deeper connection with nature.

## OUR MARKETING EXPERTISE

Our in-house marketing team offers a distinct edge over competitors who rely on outsourced services by leveraging a deep, hands-on understanding of the business's unique goals, brand identity, and market challenges and opportunities. This invaluable knowledge enables the creation of more tailored and strategic campaigns across platforms like Google Ads, SEO and social media, designed to resonate with our target audience and reflect the core values of the business. Additionally, our Luxury Yachts Whitsundays division and attendance at national boat shows allow for face-to-face client interactions, fostering relationships and generating new leads, further enhancing the business's visibility and reputation in the industry. This personalized, proactive approach ensures that our marketing activity aligns seamlessly with our business objectives and delivers more meaningful results.

## MAINTENANCE REGIME

Our maintenance program ensures your charter boat is always in prime condition, with thorough mechanical checks conducted before and after every charter. We prioritize efficiency and cost-effectiveness in repairs, minimizing downtime while maintaining high standards. Located at Coral Sea Marina, our team has easy access to a full range of services including mechanics, electricians, shipwrights, boat yard, sailmakers and a chandlery allowing us to address any issue quickly and professionally. This ensures your vessel is always ready for peak performance, providing peace of mind for both owners and guests.



*Dufour 44*

# Partner with Us

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Vessel owners are considered a business partner and we believe in building a foundation on trust and communication.

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We take the time to discover what your particular needs, motivations and expected outcomes are towards your investment, tailoring our partnership with you to ensure we meet your expectations. We assess your needs and lifestyle requirements carefully to ensure we provide you with the right guidance tailored to these needs. We pride ourselves on honesty and integrity and we understand our accountability to you as an investor who has provided trust in us to deliver great outcomes.

At Cumberland Charter Yachts, we believe in full transparency and have nothing to hide from potential investors. That's why we invite you to 'try before you buy' by chartering one of our boats in the style or size that fits your preferences. This allows you to experience firsthand the quality of our fleet, the high standard of our customer service, and the seamless way we operate. You'll get a genuine feel for how we meticulously maintain our vessels and provide exceptional charter experiences. We're confident that this opportunity will give you peace of mind as you consider joining our community of satisfied owners





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## BOAT OWNER TESTIMONIAL

*Back in 1996, my wife Bron and I had the best holiday of our lives cruising the Whitsunday Islands with friends on a Seawind 1000 with Cumberland Charter Yachts.*

*We set our goal of "one day" owning a boat just like that. It was just a dream back then. We continued to charter with Cumberland every few years and this only confirmed our desire that we wanted this to be a regular part of our life. Forward to 2012, bursting with pride, we purchased a Seawind 1000 in the Cumberland fleet. After five great years on her, we purchased a bigger catamaran, a Perry 43 which is still in the fleet to this day. Owning a boat like this would not have been possible for us without the expert care, maintenance and advice of our partners at Cumberland. We love to travel to the Whitsunday's with friends and family and do so three times a year, usually for two to three weeks at a time. We have done this every year for the past 12 years. Each time, we can't wait to get back on board our second home, Mango Tango.*

*Being involved in the finance profession in my career, I knew this was not a purchase that would provide a huge financial windfall. It was a lifestyle choice. She has paid her way, having been maintained to a higher standard than most private boats and is in better shape today than the day we bought her. She has maintained her value and is an asset for when we will sell her at some time in the future. We trust that day is a long, long way away.*

**Don Horsfall - Boat owner,  
Perry 43 'Mango Tango'**

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