

# Use case Princess yacht 65ft

In one year the Princess 65ft had 195 charters earning a revenue of 8,775,000 THB.

## Charter pricing structure (before 7% VAT):

|                              |             |
|------------------------------|-------------|
| ● Average charter price:     | 100,000 THB |
| ● 10% management commission: | 10,000 THB  |
| ● 15% sub-agent commission:  | 15,000 THB  |
| ● 75% yacht owner revenue:   | 75,000 THB  |

Out of the 75,000 THB revenue the yacht owner will cover the following charter expense:

|                                     |            |
|-------------------------------------|------------|
| ● Average fuel expense per charter: | 20,000 THB |
| ● Food & beverage:                  | 10,000 THB |

Which leaves the owner with a revenue of 45,000 THB per charter

Total yearly revenue based on 195 charters: 8,775,000 THB



# Monthly expense for the yacht owner

Below you will find the fixed monthly  
expense operating the yacht.

## Monthly expense:

|                                    |                      |
|------------------------------------|----------------------|
| ● Marina berthing fees:            | 65,000 THB           |
| ● Crew (4 person):                 | 120,000 THB          |
| ● Maintenance:                     | 70,000 THB           |
| ● Charter management fee:          | 45,500 THB           |
| ● Accounting fees:                 | 5,000 THB            |
| <u>Total expense for 12 month:</u> | <u>3,666,000 THB</u> |

## Yearly additional expense:

|                            |               |
|----------------------------|---------------|
| ● Yearly haul out & refit: | 1,000,000 THB |
|----------------------------|---------------|

\*Total yearly haul out expense based on any unexpected major problems



# Profit overview per year

Below you will find the profit overview per year operating the yacht.

## Overview:

|                           |                 |
|---------------------------|-----------------|
| ● Revenue per year:       | 8,775,000 THB   |
| ● Fixed expense per year: | - 3,666,000 THB |
| ● Haul out & refit:       | - 1,000,000 THB |

Total profit per year: 4,109,000 THB

\*Total profit per year before income tax deduction.

## Estimated return of invest:

|                         |                |
|-------------------------|----------------|
| ● Yacht purchase price: | 19,000,000 THB |
|-------------------------|----------------|

The estimated ROI is after 5 years of operating charters!

