

Boating
Partnerships



Welcome to
Boating Partnerships

The most **relaxing way** to
own a syndicated Riviera
luxury motor yacht



boatingpartnerships.com.au



Our History

Welcome to the only syndicated company endorsed and supported by Australia's most awarded luxury boat builder, Riviera.

Boating Partnerships was started by managing director Tom van Vliet to create small syndications in luxury Riviera motor yachts between like-minded individuals.

Tom has designed the business structure to make syndicated ownership as relaxing and enjoyable as possible while ensuring the owners stay in control of their asset.

Boating Partnerships appeals to those who have limited time but have a genuine passion for luxury lifestyles and world-class motor yachts, and who wish to share the ultimate boating experience with families, friends or business colleagues.

With the main focus on the owner experience, Boating Partnerships operates under a completely transparent running cost structure meaning what it costs to own the boat is what is charged to the owners, much like owning a boat by yourself.

Today, Boating Partnerships Manages 19 vessels along the east coast of Australia and we continue to strive towards upholding and creating the most relaxing way to own a boat.

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Desired locations available

With 17 different luxury Riviera Motor Yachts and countless desirable Australian locations, it's easy to find like minded prospects after the same partnership. With the different needs and wants of each person, prospects can express their interest in a desired location, model and amount of owners per boat. Boating Partnerships will keep you updated with the commitment of others to make your desired partnership a reality.



Nelson Bay



Whitsundays



Lake Macquarie



Gold Coast



Pittwater



Brisbane



Sydney Harbour



Port Stephens



Port Hacking

“After contemplating for many years to either purchase a boat or engage in a boating partnership, my wife encouraged me to take the plunge. It has by far, been the best format of owning a boat. The quality of boat is superb and the location and facilities are second to none. I highly recommend it to anyone who enjoys boating, and is considering moving forward with a boating partnership. You will not regret it.”

Byron



64 Sports Motor Yacht

Frequently asked questions

How do Boating Partnerships price their vessels?

As per the Boating Partnerships structure, we provide the exact build specification and pricing as provided by Riviera Australia. We work closely with the factory and our prospects to ensure the boat is built exactly how the owners wished for and wanted. Other than all options included in the build specification and dealer options, we invite and encourage owners to be a part of the exciting build process and watch their boat being built. This includes factory tours and watching your new boat go through the stages of build from Lamination to Engineering, Stage 1 and Stage 2 fit out including the water launch, where she'll touch the ocean for the very first time.

How does Boating Partnerships calculate monthly running costs and what is included?

The monthly running cost per owner is simply the known cost of running the boat. The price is calculated and divided between the amount of owners, as seen in the proposed breakdown of the running cost budget. This monthly charge incorporates all the known running costs (berthing, insurance, registration etc) while also forecasting what other charges will be incurred (berth power, servicing, generator servicing etc). The running costs also include our management fee per owner which will change depending on the amount of shares. Our reasoning is to remain completely transparent from day one so owners know exactly where their money goes. It's important to understand that as we do not know exactly how many hours will be accumulated each year we always "over budget" to ensure that we are not requesting additional funds each year for known costs. Any additional money left over per year is simply carried on or given back to owners.

What is the maximum amount of days straight I can book my boat?

In all our partnerships, owners can book up to 14 days straight.

Where can I take my boat?

In short, Anywhere! Owners are welcome to explore new places and take their boat to any desired location they wish. If you haven't been somewhere before than our skippers can guide you to hidden gems and help you explore the beautiful East Coast of Australia. If your vessel is one that relocates between NSW and QLD locations, then we encourage owners to join our skipper on the delivery trips as these are journeys of a lifetime. Depending on the weather and timing, we generally extend the time it takes to deliver a boat between locations so owners can experience and explore new waterways and locations such as Fraser Island, Lady Musgrave Island, the outer reef and the Percy Islands.

The Riviera models available with Boating Partnerships

The sporty and adventurous Riviera SUV Collection



The legendary blue-water Riviera Flybridge Collection

The long-range and luxurious Riviera Sports Motor Yacht Collection



The sophisticated Riviera Sport Yacht Platinum Edition Collection





6000 Sport Yacht Platinum Edition

What share percentage can I buy with Boating Partnerships?

Number of Owners	Days allocated	Cost	Days per Term	Week days	Weekend days	Standby Days
Two Owners 50% ownership per owner	168	Cost of boat and running costs divided two ways	42	30	12	Unlimited
Three Owners 33.3% Ownership per owner	112	Cost of boat and running costs divided three ways	28	20	8	Unlimited
Four Owners 25% Ownership per owner	84	Cost of boat and running costs divided four ways	21	15	6	Unlimited
Five Owners 20% Ownership per owner	68	Cost of boat and running costs divided five ways	17	11	5	Unlimited
Six Owners 16.6% Ownership per owner	56	Cost of boat and running costs divided six ways	14	10	4	Unlimited

Note: Remaining days are allocated for servicing and relocations if applicable. Boating Partnerships does not syndicate a boat to anymore than 6 owners.

Frequently asked questions

What ownership do I have over this boat?

You enter a tenancy in common with your other owners so you have actual ownership of the share in the boat. It's similar to an apartment block where all owners have equal ownership to their portion of the asset. Each owner then pays their allocation of the running costs into an independent bank account solely for that asset.

How are special days such as Easter and New Years Eve get allocated?

All popular and special event days are divided equally between all owners to ensure everyone gets equal use during popular periods. Over the Christmas/ NYE period, owners can request a block of up to 4 consecutive days starting from the 22nd of December until the 11th of January. B1 includes Christmas Day, B2 includes Boxing Day and B3 includes NYE. School Holidays are generally discussed and booked in prior to a term opening. For example, if there was a 2 week school holiday period and there were 3 family's, we would suggest 2 x 5 day blocks and a 1x4 block. Alternatively, 2 family's take a week each and the other take a week in the following holidays.

How do I book in to use my boat?

Owners book in days with our online partnership platform, which is an easy to use system that opens 3 months before each term starts. Furthermore 4 months prior to the term opening owners have the ability to request special days (i.e anniversaries, birthdays) which moderates the ideal allocation to all owners. This stops everyone jumping on in a panic and randomly booking out days. It is a system we designed and manage, allowing ease of access and technical support when needed. You can log on via phone or computer.

How are the accounts recorded and reported to the owners?

Every boat has its own bank and Xero account, which allows us to provide a "profit and loss" spreadsheet showing all money in and out including exact figures on expenditure. Should we have over budgeted and there be a surplus of funds after the first 12 months, this is either refunded to owners or carried over to the next year.

Boating Partnerships Management

Owners can expect an immaculate boat when they arrive plus the assurance that the boat will be ready to go and stocked with plenty of the on-board consumable items. Owners receive many exclusive benefits such as our 24/7 assistance line, booking transfers from the airport to boat, reservations at restaurants, buggy/car hire, arranging exclusive services such as impressive catering options, stowing grocery orders prior to arriving, skippering and crew services and organising fishing and tour guides.

Why isn't cleaning and laundry included in my monthly ongoing fee?

These usage costs are charged after each use, in effect if you bring a clean boat back, i.e. remove rubbish/hose the boat/put covers on you will be charged less than if you have returned a dirty boat and do nothing. Laundry costs are determined on whether you used the beds and bath/beach towels provided and fuel is charged as per the amount that you use.

How do Boating Partnerships keep track of fuel and usage?

Each boat is equipped with an Ipad that owners use to complete their online log book. Your operations manager monitors your entries throughout your voyage to ensure we can arrange any required work as soon as the boat is returned. This is where owners record their fuel usage and leave notes on experiences they had plus any issues that came up. Our operations team reviews the log after each usage and ensures the boat is back to a 5-star standard for the next owner.

What happens at the end of the 3 year term?

At the end of the three-year term, the default on the contracts is that the boat is sold. Meaning whatever the market value of the boat is in 3 years time is divided by 5 less the standard broker commission of 5.5%. Owners have the first right of refusal meaning that one could offer to purchase the boat themselves or they could potentially remain in the boat with fellow owners. If no agreement is reached, the boat is sold.

What is my expected return after 3 years?

When it comes to the Riviera brand image in Australia, it is fair to say that it sits at the top end of the market. As a general rule and from what we have seen, we estimate that a worse case scenario of return on your share market value is 65%. As we sell our boats still with warranty and in perfect condition, we aim to see a return of 75-80% however this of course depends highly on the market at the time of sale. It is important to note this is more realistically a lifestyle investment!

Will Boating Partnerships teach me how to drive my boat?

Yes! Boating Partnerships will show you the ins and out of every aspect of your vessel. From day navigation, navigation by night, berthing, knots and ropes and general functions of your vessel such as launching the tender and operating its systems. We have a mixture of owners from 20 years to no boating experience whatsoever. We encourage you to not hesitate if you are new to boating. All our instructors are commercially qualified MED 2 and <24m masters.