

DREAM YACHT CHARTER



Caribbean | North & South America | Mediterranean | UK & Brittany | Indian Ocean | Asia | Australia | Pacific

THE WORLD'S
LEADING
CHARTER
COMPANY



2020 MEDIA PACK

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OVERVIEW 2020

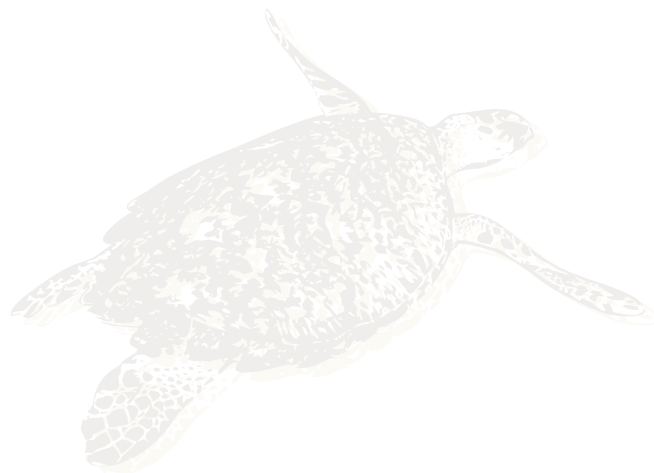
Loïc Bonnet, founder of the world's leading charter company, Dream Yacht Charter, said: "We are approaching our 20th anniversary next year since the company's foundation. In the last two decades we have consistently grown and have become the go-to company for sailing vacations for sailors and non-sailors alike.

"It is clear that sailing vacations have changed a great deal in the last twenty years. The yachts are modern and more comfortable, charter companies understand the expectations of non-sailors and there is a great appetite for vacations with a difference in the tourism industry. Our goal is to continue making sailing vacations attractive and easy to understand.

"We are continuing to invest with a USD \$165million investment in the 2019/2020 fleet. The Caribbean and Mediterranean remain key areas to our growth and we have significantly increased our fleets in the regions. In the Mediterranean, we will have an additional 35

catamarans and 48 monohulls for customers to choose from. We've already scheduled 195 yachts for delivering in 2020 with even more planned.

"Exotic locations are also important and we've added to our fleets in Asia, the Indian Ocean and the Pacific. We recognize the importance of our customers' experience and a large proportion of our boats are equipped with watermakers, genset and air-conditioning to make sailing vacations as comfortable as possible."



KEY FACTS

- **1,250+ yachts** (catamarans and monohulls, power catamarans)
- **60+ destinations**
- **400** partners in **32** countries
- **100,000+** customers
- **500+** owners

MARKET SECTOR

Dream Yacht Charter is the world's leading yacht charter company in both the recreational yacht rental market and the cruise yacht charter market, managing the largest yacht fleet in the world. Its ethos is to drive market innovation with new destinations, products and services, such as by the cabin and its boat club. The company also wants to make sailing vacations accessible to all by providing products that do not require sailing experience.

NEW FOR 2019- 2020

BAREBOAT

We've 195 yachts joining us for 2020 with this season's latest models, including five power catamarans (36ft-47ft) from Aquila, Bali, Nautitech and Fountain Pajot, in addition to the latest model sailboats: Bali 5.4 and 4.5, Dufour 390GL and 430GL, Lagoon 46, Nautitech 46, Astrea 42 and Oceanis 51.1

For our bareboat and skippered charter customers, we have added the following destinations:

- **Newport and Lake Champlain** on the US east coast
- **La Rochelle and Lorient, France**
- **Venice, Italy**
- **Malta**
- **Stavanger, Norway**

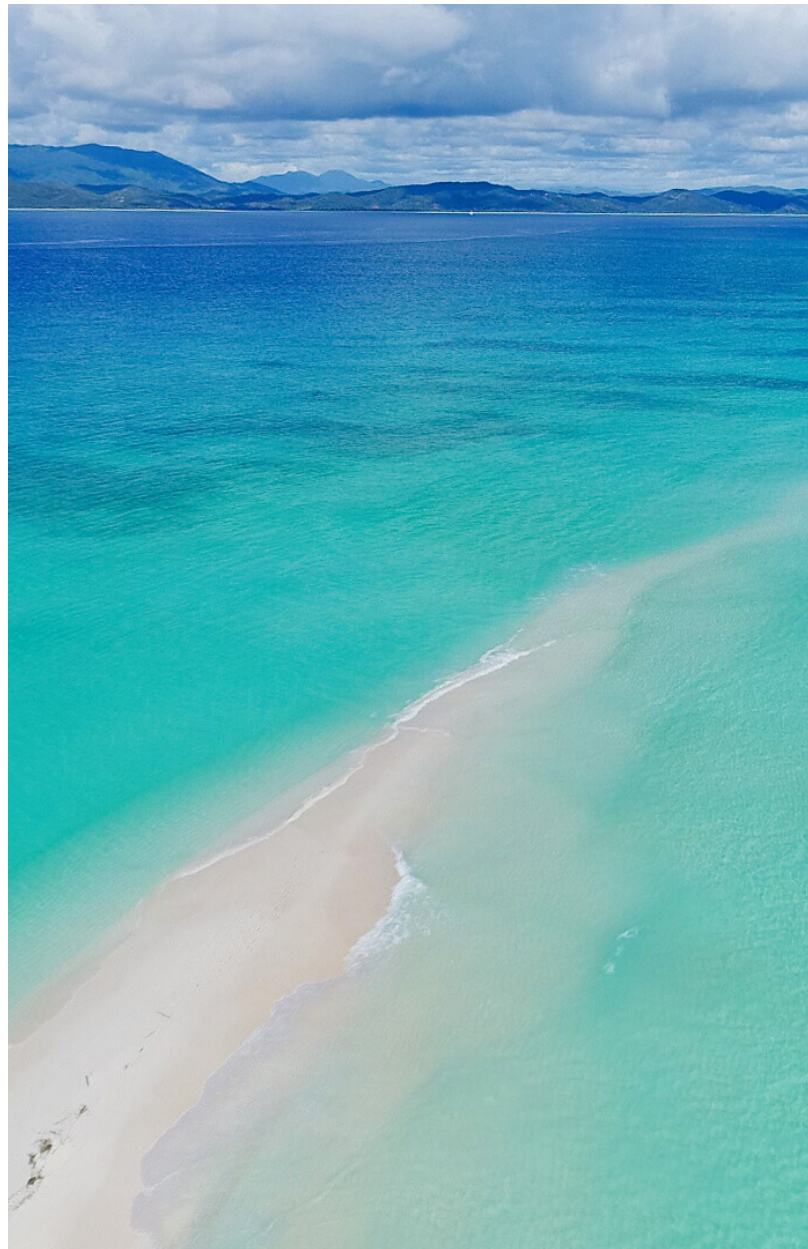
We've become the only major charter company to be a preferred partner of the American Sailing Association. ASA's schools and members will be able to access exclusive offers through us and join a Caribbean flotilla where they can practice skills while on a sailing vacation.

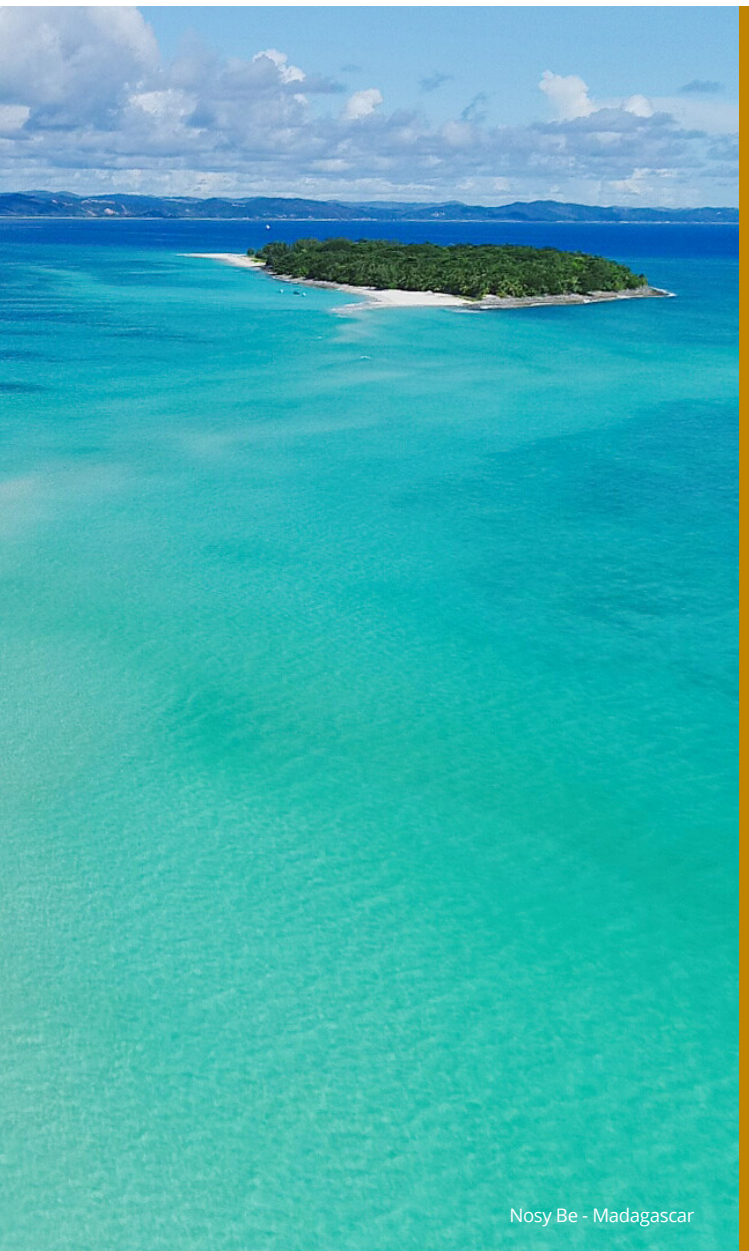
We've also announced a partnership with Nautilus Sailing School, who will offer private, all-inclusive "Learn to Sail" vacations to our customers in any of our destinations.

BY THE CABIN

Our new guaranteed departure cabin cruise routes for 2020:

- **Panama:** Our 8-day/7-night San Blas Dream cruise gives you the perfect excuse to explore this idyllic archipelago on our Bahia 46' catamaran.
- **Sri Lanka:** Try our latest by the cabin destination with our 7-day/6-night Dream South cruise or our 7-day/6-night Dream East cruise. Enjoy the comfort of our Ceycat 53 catamarans.





Nosy Be - Madagascar



CREWED

This is a great area of growth with customers looking for a luxury, catered experience and service excellence. We're continuing to grow our fleet of 55+ crewed boats, adding new boats with dedicated crews to serve this discerning market. New crewed yachts include: Bali 5.4, Ipanema 58, Lagoon 620 and Lagoon 50.

DREAM YACHT SALES

At Dream Yacht Sales, we offer charter management programs, new ownership and secondhand brokerage. We're working to make yacht ownership simple with six ownership programs to choose from and the following manufacturers: Aquila, Bali, Bavaria, Beneteau, Dufour, Fountaine Pajot, Jeanneau, Lagoon, Nautitech and Wauquiez. We're constantly evolving and launching new products, such as the **Dream Buyback** and **Dream Fractional** programs, making yacht ownership easier than ever.

Dream Fractional is the world's first five-year fractional sailing program that enables four joint owners five weeks' sailing time each on the owned yacht, or ability to sail on a variety of luxurious yachts within the group's diverse fleet worldwide. With **40+ destinations** and **1,250+ yachts** in our fleet, owners get more choices for charter options than any other company.



Blue Hole - Belize



OUR HISTORY

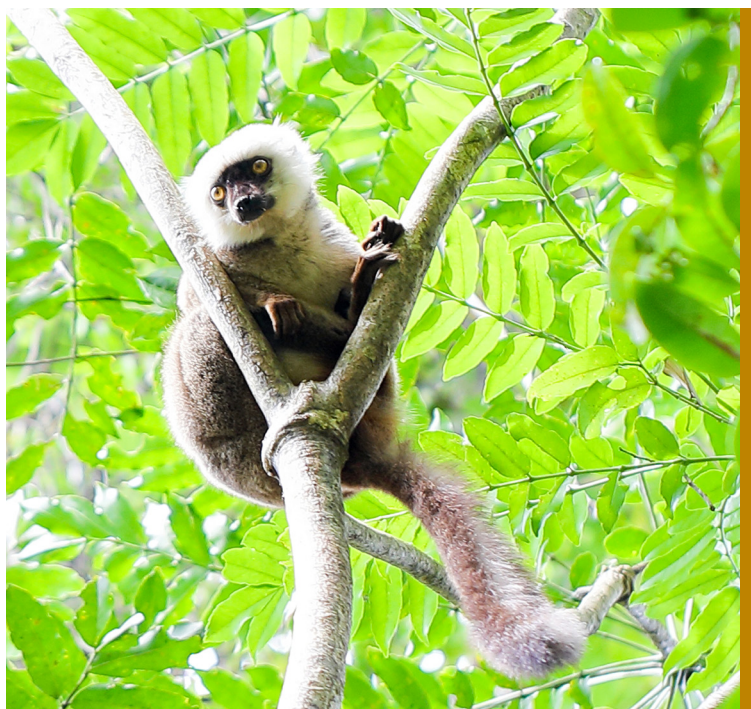
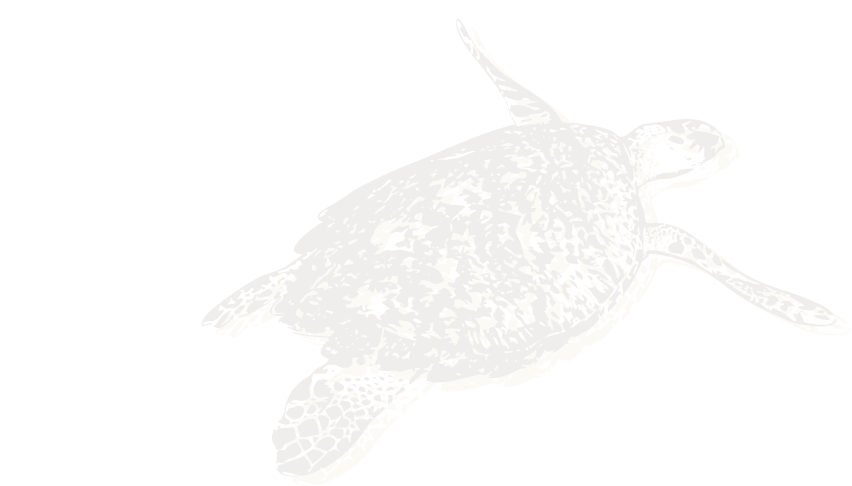
The company was founded in 2000 by Loïc Bonnet, who has been in the sailing industry for years before taking the helm of his own charter company. He started out with just six boats in the Seychelles and welcomed the first customers in 2001.

By 2010, the company had entered the Caribbean, Asia, the Pacific and the Mediterranean. In the next three years, Dream Yacht Charter launched in the Bahamas, Annapolis, Antigua and expanded in the Grenadines. Since then, Bali, Mexico, Puerto Rico, Spain, Italy, Sweden and Montenegro have joined our list of exciting destinations.

We pioneered by the cabin charters with guaranteed departures and we now offer 25+ routes across 15+ destinations. We strive for constant innovation, bringing new sailing grounds to market, such as New Caledonia and Cuba. We've also introduced six ownership

programs for potential yacht owners who want flexible options that suit their objectives. We offer the lowest entry price on the market.

Today Dream Yacht Charter has grown to become the world's largest charter company with [1,250+ yachts](#) in [60+ destinations worldwide](#). In 2018, NextStage made a longterm investment in Dream Yacht Charter alongside cruise catamarans manufacturer Fountaine Pajot. This investment provides the company with a secure platform for sustainable growth.



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