

BROKERAGE CONTRACT

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Sale harbours in The Netherlands

Sale harbours are a unique feature and an institution in The Netherlands; they were created to satisfy the country's inhabitant's tastes and love of sailing. These are markets which are reserved for the sale of second-hand boats from private sellers to private buyers. There, you can find superb boats and you can take your time and take a walk along the jetties, looking to discover a second-hand boat thanks to the large number of boats in all shapes and sizes that are on display there. No matter what kind of boat you are looking for to meet your needs, we will guide you to the right harbour.

There are a good fifty of these harbours to be found all over The Netherlands, and each sales harbour has its own identity: the boats are allocated to the harbours depending on their price and size. In addition, as part of your search, you will be guided immediately towards the right harbour for you to save time.

Each sale harbour offers Dutch boats made of steel from small sizes (from 7 to 10m) or larger sizes (from 10 to 15m) or more, for use on both rivers and at sea with a different level of services, engines and prices at each location.

These boats offer great qualities: they are suitable for use on rivers or also at sea all year round. They are habitable and very comfortable and often have ultra-spacious aft cabins, and they always offer plenty of headroom. Robust, secure, economic, very autonomous with a large sphere of action they often have a helm station, are easy to manoeuvre thanks to their bow thruster, balanced steering and stability thanks to their long keel, and finally their timeless shape.

History of Dutch sales harbours

The Netherlands has a very rich history when it comes to naval construction materials. Pleasure sailing is an integral part of Dutch culture. The Dutch are well-known for offering remarkable design, perfect technical quality and excellent service. Their motorboats are superior in quality and easy to maintain, and they come at very competitive prices.

The sailing sector is one of the principal industries in The Netherlands. The country has around 16 million inhabitants and more than 550,000 motorboats and sailing boats in all sizes. Steel is a particular feature of the Dutch sailing market. Most shipyards, formerly dedicated to building professional vessels, have been reconverted to build pleasure boats while keeping steel as the fundamental material. Steel offers various advantages, in particular its long life which thus preserves your investment, while also offering a highly stable structure without the risk of developing osmotic problems often present in polyester boats.

Who is Guy Jacob ?

Born in 1959 he first studied technical engineering before taking over the company's family yard. He supervises work on building steel boats, the transformation and modernisation of river boats for both transport and commerce. As a result he has in-depth knowledge of the regulations, boiler-making, wood-working, motorisation and re-motorisation, paintwork, and, at the end of the day, everything needed to build a boat.

He started to import Aquanaut brand Dutch boats for the French national market in 1988. He designs the buyer's future boat together with him, supervises the building work in the yard, and ensures follow-up service after the sale. He serves as an intermediary for the first used-boat sales from the Netherlands from private sellers to private buyers.

In parallel, he has developed a sales structure in Strasbourg for new and second-hand boats, he holds concessions for the principal boat brands such as Bénéteau, Jeanneau, Sealine, Bayliner, and Zodiac, he has opened a ships chandler store and runs the Marina in Strasbourg. He passed his exams as a French "Expert maritime et fluvial" in 2001.

His constant search for new developments took him to China. In that country he built de-luxe yachts made of polyester of between 1 and 20m. He imported and sold them all over Europe and organised a resource for re-sellers.

He is now Europe Boat Trading's commercial director.

An interview with the broker

Answering your questions, your enquiries, and guiding you through to finding a solution - that's Europe Boat Trading's mission. The company is represented by Guy Jacob, who will put together a selection of boats to visit together with you, and will organize a tour of the harbours in The Netherlands or elsewhere in line with your desires.

Place your confidence in a broker when buying a boat is absolutely essential. Buying a boat is highly important, and often turns the buyer's dreams into reality. As a result there is no room for error. Guy Jacob is very aware of this and does everything it takes to make sure that your purchase is a real success. He will also save you time and money. With almost **30 years of experience** in this sector, **Guy Jacob**, who holds a French diploma as a surveyor, is EBT's commercial director. He would be happy to listen to your requests, advise you and guide you to the best boat for you.

The boats sold are not owned by Europe Boat Trading. The broker's role is that of an intermediary, working as a middleman between the buyer and the seller. The boats are sold by private individuals and not by a company. He does not take a margin and that makes the price even more interesting.

During your first meeting, Guy Jacob will guide you when choosing a boat model in line with your briefing. In addition, several factors have to be considered together with your needs:

The navigation program: type of navigation (coastal, ocean, river navigation...)

Your budget: incidental fees (valuation, insurance, registration rights under the French flag, harbour place, etc...) also have to be considered.

The in-use budget: maintenance costs, consumption, etc.

The size: length, breadth, draught, etc...

Performance: speed, stability, engine strength, independence, etc...

The layout: number of cabins, size of cabins, number of persons on board, level of comfort, life on board, etc....

The motor version: Speed, fuel, mono/bi, driveline, Z-drive, inboard/outboard, etc.

Standard and operating equipment: Bow thruster/stem thruster, power generator, inverter/charger, type of heating/air conditioning, washer/dryer, electronics: auto-pilot, radar, GPS, etc...

Once you have a specific boat in mind Guy Jacob will guide your Internet research, select several boats together with you and organise a trip to view them. Guy Jacob is in contact with a large number of sale harbours, and he will be your best ally when negotiating the sale price. In line with your requests, Guy Jacob can guide you in your search for boats in countries other than The Netherlands (Greece, Germany, Turkey, United Kingdom). EBT is also in close contact with ship yards, and can assist you if you choose to have a new boat built in line with your use and your budget.

Do not hesitate to get in touch for all of your questions! **Practical, linguistic and commercial support by a broker.**

Europe Boat Trading proposes its services to assist you in buying your second-hand boat from a private individual at the best conditions in The Netherlands. Visit the sale harbours in The Netherlands or elsewhere at Guy Jacob's side to view and buy your boat. EBT will take care of planning the visits with you, meetings with sellers and reserving your hotels and restaurants.

You will visit the boats with Guy Jacob at your side. There are thus no language barriers. He will interpret and translate for you during your exchanges, and will participate in the technical examination of the boat. He is a top-class negotiator and psychologist, and will be your ally when discussing, evaluating and negotiating the price to obtain the best cost/benefits ratio.

Guy is in contact with a large number of sale harbours and sellers, and also has perfect knowledge of the local market. He knows how to evaluate and discuss the boat's price with the seller, with the boat's condition in line with its market value.

Collaborating with a broker means that you can rest assured that you will not make any mistakes in choosing your boat, and that the price will be right. Thanks to his almost 30 years of experience Guy Jacob knows where to find the best used boats, he knows the details to be verified and the questions to ask, and he knows how to play the competition to get you the best price.

Technical pre-sale verification of the boat

Once you have arrived at the sale harbour, all of the technical issues for the boats you will visit will be estimated and verified. Once a private boat has been chosen and the price has been discussed and fixed it undergoes an in-depth examination. There is always a visit in a dry dock to measure the hull thickness. Additional new trials will be undertaken.

At your side, Guy Jacob verifies the entire boat to be sold in terms of:

Its structure: the hull (propeller, play on the propeller shaft, rudder play, anodes, paintwork/state of antifouling scratches, dents, repaired structural elements, traces of corrosion, etc.... The bridge (state of bridge in teak if this is the case, seals for openings, state of protective covers, state of balconies, state of steel, etc.). The interior is then examined in detail (floor plates, stringers, floors, stations, stuffing boxes, seal of rudder trunk, etc.) Any possible items that have to be repaired are noted.

The interior layout is also checked and gives you an indication of the boat's condition and its previous use. The condition of the seats, the amount of usage of the flooring, the state of the linings, the amount of use of the wooden fittings (varnish) should correspond to the boat's age and the indicated use. Finally, the seals on the window openings and closures, the proper function of all of the electronic and electrical equipment (cooling group, heating, air conditioning, toilet, shower train, recovery pumps, bilge pumps, cooking equipment, flexible gas if applicable, interior and exterior lighting as well as the navigation lights, etc.) and the general condition of all of the technical items is evaluated.

The engine compartment and the engine are also checked: the engine belts (condition, tension), the rubber mountings (condition, tension), fluid levels, and if requested an analysis of the hull is performed, battery condition. The presence of any leaks (engine or inverter oil, cooling liquid, etc.) is checked.

The correct function of all of the water circuits (fresh water, salt water and drying) is assessed.

The static evaluation of the boat in the dry dock is completed with a test run in the water. This test starts with a cold engine. Starting the engine while cold shows faults which could disappear when warm (noise, exhaust fumes, vibrations, etc.). During starting, the indicator lamps are checked and monitored: oil pressure and battery charge indicator lamps.

When cold, the engine should start quickly (less than 5 seconds). If the engine speed is too weak under the starter, with a fall in the intensity of the lights on the dashboard indicate that the engine's battery needs to be changed. Once the engine has started, listen carefully to the noise it makes. It should idle in a stable manner. The following points are analysed during the sailing test.

With regard to the engine, we note the noise, the vibrations, the exhaust fumes and odours emitted, the indicators on the dashboard (oil pressure, water temperature), any unusual turbo whistling if there is one. The engine hood is open to look for any leaks, fumes, smells or traces of overheating.

During the trial, the boat will be sailed at all engine running speeds. A full series of tests is performed for all of the on-board equipment: adjustment of the propeller to the speed, turning test, balanced steering, hardness of transmission cables if applicable, etc.

What administrative processes have to be completed to buy a boat?

EBT knows the regulations and the administrative procedures and also takes care of all of the fiscal and legal formalities. Key points:

- Registration under the French flag, registration.

When a boat arrives in a French ocean or inland port the boat has to be registered with the fiscal authorities. This is indispensable for obtaining the requisite license for maritime use or on inland waterways.

Boats which are to be used on the ocean and with a hull which is longer than or equal to 7 metres or with a hull of less than 7 metres but with an engine which has fiscal horsepower of or greater than 22 Administrative Hp must be registered under the French flag by the customs **authorities** and **registered** with the office for maritime affaires.

Registering a boat under the French flag consists of the boat flying the French flag. The act of registration under the French flag is associated with payment of the license fee for sailing imposed by the customs office. A reduction is applied depending on the boat's age. If you own a boat you will have to pay this tax.

With regard to boats registered under the French flag and with a length of 7 meters or more, this amount varies depending on the hull length and the fiscal horsepower of the engine.

Boats registered under the French flag with a length of less than 7 metres but with an engine of or greater than 22 fiscal horsepower, this sum is calculated based on the fiscal horsepower of the engine and the boat's age.

Pleasure boats of less than 7 metres and with an engine of less than 22 horsepower (fiscal) only have to be **registered** with the maritime affairs office.

Boats which sail on European rivers are not affected by registration under the French flag, these are simply registered. Application must be filed for registration with one of the six navigational services offices and thus depends on the boat's purchaser. All boats with a length of more than 7 metres and less than 20 metres or with installed engine power of more than 4.5 kilowatts and the product of the length, the width and draught is less than 100 square metres are affected by registration.

EBT takes care of registering your boat for sailing on inland waterways or the ocean. All French pleasure boats which sail on the ocean or inland waterways have to be registered. Registration consists of giving the boat an identification number. This number forms part of the identification marks and has to be fixed to the interior and exterior of the boat.

Registration depends on the purchaser's nationality and his tax situation.

Three types of registration are possible:

- Maritime registration
- Inland waterway registration
- Registration in a different country for the buyer's personal reasons, the boat may be registered abroad and may thus have the flag of the owner's choice (Dutch, German, UK, ...).

EBT takes care of these issues for you with the customs office, the maritime affairs office, the navigation service office or any other offices.

EBT also ensures that the boat is up to date with local taxes, and if required it ensures that the boat complies with French taxation: VAT, importation taxes, and guarantees any backlogs.

EBT obtains proof from the seller that VAT has been paid, a certificate that registration has been deleted in the registers for the country of origin.

- Jurisdiction

After making your purchase, Europe Boat Trading verifies the ownership title for the boat and examines its origins. The owners are researched, and EBT then takes care of the formalities to be completed for the change of ownership, deletion in the registers of origin, change of the home port and, if required, any change to the boat's name.

EBT takes care of the bill of sale, a contract which links two or several people and which confirms the transfer of an item's ownership, from the seller to the buyer, with a multilateral agreement between the parties on the prices, the conditions of the sale and the conditions for executing these.

If necessary any sureties will be removed.

How to finance my new or used boat?

You have decided to buy a boat, and now the moment has come for you to decide how to pay for your acquisition. There are several solutions available for financing your second-hand boat: either you pay the amount directly or you can contact various financial institutions who can propose a financing solution for you.

EBT is in contact with several financial institutions and can offer you special conditions that are particularly interesting with regard to the amount, the duration and your guarantees.

Another possibility for a new boat: LOA Bateau (*Location avec Option d'Achat* - hire purchase). As part of this program you acquire your boat by making a monthly rental payment to lender. An LOA agreement allows you to cut the costs of your purchase: VAT is reduced to 50% for every new or used boat that is subject to VAT under the French flag in category A, B or C of more than 5 metres.

The price is calculated based on the duration of the contract (3 to 15 years), the price of the boat and your contribution (from 1 to 55%). For example in the event of financing over a 5 year period with a contribution of 50% the rate would be negative.

That means that the boat bought using a loan would be less expensive than it would have been if paid for in cash.

In the case of individuals subject to ISF (French solidarity tax on wealth), as part of an LOA agreement the value of the boat is not included in the basis for calculating the tax.

What type of insurance for my boat?

For practical, financial and security reasons, we strongly recommend that you insure your boat. However, this insurance is not mandatory. It is the case that harbours, sailing professionals (renovation, maintenance, security companies) will ask you for your insurance certificate.

The type of insurance policy you should hold depends on the value of your boat and also on your sailing program (fishing, risk-bearing nautical sports, offshore sailing or under certain weather conditions). There are several solutions on offer which can be combined, and marine insurance companies offer special packages:

- Liability insurance is the basic policy, the simplest type only covers damages caused to third parties.
- Fire and theft insurance covers the risk of fire, theft, etc.
- Full cover provides cover for all of the material, including on-board electronics.
- Cover for passengers (strongly recommended if you go out to sea with passengers) includes, for example, search fees in difficult seas.
- Refund for rescue fees, assistance, towing the boat, refloating...

For a given period, Europe Boat Trading can contractually guarantee your acquisition with regard to the motor(s) via a warranty agreement. We can provide you with a document detailing the costs and the general conditions. Contact us to find out more.

What sailing license for what type of use?

A sailing license is mandatory for sailing on the sea and on rivers. The type of permit required depends on the motor power installed and the distance from shore. There are three types of sailing licenses in France:

- **“Le permis côtier” (Coastal)**

It is aimed at sailors who want to sail their boats during the day and at night. It authorises the holder to sail boats equipped with motors of 37 kW (50 HP) and more). It is designated for sailing close to shore and does not allow sailing any further than 6 miles from a shelter.

- **“Le permis hauturier” (Deep sea)**

The permit for deep sea sailing forms part of the ocean sailing permit together with the “permis côtier”. This sailing license allows you to pilot any ship or boat of any power or size both day and night with no limit on distance from the coast or distance from a shelter. You can only acquire it if you already have the “permis côtier”.

- **“Le permis fluvial” (Inland water ways)**

This leisure permit for inland waterways is aimed at those wishing to pilot their boat on inland waters (rivers and canals). It is generally obtained in parallel to the “permis côtier” in the form of a river extension to the “permis côtier”, however it can also be obtained as a stand-alone permit issued after a theory and a practical exam. An extension may be obtained for boats longer than 20 metres.

How EBT is paid

During the transaction, the buyer pays 3% (gross) of the purchase price for the boat to EBT, or a lump-sum amount of € 3,000.00 (gross) for a boat which costs less than € 100,000 for 3 days of assistance. If the boat is not acquired, the fee totals € 1,000 per day. These amounts cover the fees set out below as well as travel and accommodation expenses. The purchaser is responsible for his own costs.

Please note that the fees for evaluations that may be demanded by certain institutions or the crane costs are not included in the fees.

Registration fees and fees for registration under the French flag are covered by the purchaser.

Have your boat evaluated?

As a broker, Guy Jacob cannot be both the judge and jury. He holds a national diploma as an “Expert Maritime et Fluviale” which means that he is capable of evaluating your boat, but he may not do so. However, you can still benefit from his expertise. He will guide you through your purchase; support you with his technical knowledge and his commercial expertise. Calling in an expert allows you to double his advice and also gives you an additional guarantee for the transaction.

EBT can help you to find an expert, however it is preferable to use an expert who is well-known by the company which will insure the boat.

It is not mandatory to have your boat valued, apart from in certain cases in order to obtain insurance.

How to transport the boat?

If necessary, EBT can repatriate the boat to France, Europe, or any other country in the world at the purchaser's costs. There are several transport options available for you:

- You can be assisted by a skipper who will train you in handling your boat in order to allow you to acquire technical and practical knowledge of the boat.
- EBT can organise overland transport up to a certain size limit for the boat.
- We can also offer sea transport for you: from the North Sea to the Mediterranean, to the USA, the Antilles, Australia and Asia....

Responsibility

The buyer may not assign liability to EBT and/or its collaborators with the exception of willfulness or gross negligence, the consequences of any incorrect information provided on the boat by EBT and/or its collaborators.

In addition, EBT may not be held responsible for poor care of the boat or defective equipment at any time.

Court of jurisdiction

In the event of any dispute, the “Tribunal de Commerce de Strasbourg” is the sole place of jurisdiction. This clause stipulating the court of jurisdiction also applies in the case of any warranty claims, multiple defendants or incidental claims.

If you would like to find out more or visit our facilities, please
contact our head office:

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