

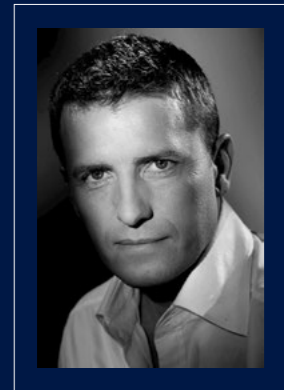


UNIQUE  
YACHTING  
m o n a c o





## OUR CORE VALUES



*Dear Passionate,*

*Please find a presentation of Unique Yachting Monaco services.*

*From the beginning, our identity has been unshakable standards of integrity, confidentiality and excellence. We have diligently worked to develop our most important dimensions : business philosophy, personal approach and scrupulous attention to relationship.*

*I hope this presentation will reflect the passion we put in all our work to propose you the best quality of services.*

*Kind regards,*

*Cedric Guenebeaud  
Chairman*

### **All our managers have substantial experience as captains**

At Unique Yachting Monaco, we firmly believe that captains know exactly your specific needs on board. In order to propose you the most appropriate service, we provide the best captains to guarantee you the most enjoyable experience.

### **We assure our customers tremendous peace of mind**

Our experience enables us to be proactive in any situation. We anticipate any issue to avoid any kind of perturbation.

### **Trustful relationships with the finest industry partners**

Thanks to our experience, we have settled close relationships with the finest industry partners around the world. These partnerships allow us to advise you on any issue.

### **There is no limit to our devotion for our clients**

Any client has his own way to enjoy his cruise. Our aim is to take into account all your specific wishes in order to make it happen.







## OUR RANGE OF SERVICES



## OUR SALES SERVICES

Our relationships with industry partners are as vital as the owners we represent

Our worldwide network allows us to propose you the most appropriate opportunities

Our expertise enables us to advise you regarding all the issues before transactions

## YOUR WORLDWIDE YACHTING REFERENCE

### SALES

We always act in the owner's best interests to help him choose the vessel of his dreams, without fail

### MANAGEMENT

We provide a complete assistance on technical and logistical services

### CHARTER

We organize personalized cruises and amazing places to discover aboard the finest yachts

## OUR METHODS

- Complete needs analysis..... 1
- Identifying sales objectives ..... 2
- Inspection and diagnostic of targets ..... 3
- Presentation and advices to clients..... 4
- Achieving the negotiation process..... 5
- Complete follow up process and support .. 6





## OUR CHARTER SERVICES

As a MYBA subscriber, we access the best quality of yachts, worldwide

We assure permanent contact with our clients during the cruise

Our expertise lets us advise you the most appropriate yachts and destinations

## OUR METHODS

- Complete needs analysis.....1
- Advising appropriate yachts .....2
- Price negotiation .....3
- Ensuring the conformity procedures.. 4



## OUR MANAGEMENT SERVICES

### SECURITY AND CONFORMITY

Our crew follow the highest security standards to let you enjoy unique experiences on board

### OPERATIONAL MONTHLY REPORTS

We know that you need regular information about your yacht, we provide you complete monthly reports

### ADMINISTRATIVE SERVICES

We take care of all administrative procedures in order for you to only share enjoyable moments with your vessel

### FINANCIAL SERVICES

We provide to our clients all the accounting and financial details allowing them to monitor the respect of financial projections

### TECHNICAL ASSISTANCE

Our close collaboration with captains, assisting crew on all technical tasks and procedures guarantees our clients unique services on board

### CREW MANAGEMENT

Our expertise allows us to offer you highly qualified teams with whom you will enjoy unique experiences





## OUR MANAGEMENT SERVICES - Technical assistance

### MAINTENANCE

- ✓ Establishing planned maintenance program
- ✓ Providing technical support
- ✓ Regular audit of the vessel
- ✓ Checking official reports

### DEALING WITH ANY EMERGENCY SITUATION

- ✓ Assistance to the captain when a problem appears
- ✓ Confirmation of the technical diagnostic
- ✓ Linking with our worldwide technical partners
- ✓ Best price negotiation through our unique experience and large variety of suppliers



## OUR MANAGEMENT SERVICES

### LOGISTICAL SUPPORT

- ✓ Organizing and monitoring the appropriate refueling before and during the cruise
- ✓ Arranging berth booking

### OPERATIONAL MONTHLY REPORTS

- ✓ Fueling movements
- ✓ Technical interventions
- ✓ Human resources issues
- ✓ Vessel location
- ✓ Presentation of next month's program

### FINANCIAL SERVICES

- ✓ Budgeting operational expenses and revenues
- ✓ Reportings on a monthly, trimestrial and annual basis
- ✓ Financial analysis to reduce operational costs
- ✓ Treasury management
- ✓ Accounting management

### ADMINISTRATIVE PROCEDURES

- ✓ Setting up the most appropriate legal structure
- ✓ Checking all the certification updates
- ✓ Negotiation of insurance policies
- ✓ Handling the interactions with ports, customs and flag authorities



### SECURITY AND CONFORMITY

- ✓ Creating a safe environment on board
- ✓ Implementing, maintaining and advising on all safety and security procedures on board such as ISM and ISPS codes
- ✓ Respecting appropriate flag requirements
- ✓ Applying the appropriate IMO procedures
- ✓ Applying the MLC to crew







## OUR MANAGEMENT SERVICES

*« We take care of all your needs in order for you to focus on enjoying your cruise »*



### CREW MANAGEMENT

- ✓ Crew search and recruitment
- ✓ Checking all the STCW95 certificates
- ✓ Checking the Medical Certificate Seafarer
- ✓ Physical interviews to candidates
- ✓ Contacting former colleagues to check informations
- ✓ Providing employment solution

[www.unique-yachting-monaco.com](http://www.unique-yachting-monaco.com)



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