

Owners / Sellers Guide 2025

You are considering selling your boat in France using our company's services.

This guide was drawn up for foreign sellers to answer all the questions they might have when selling a boat, from putting the boat on sale up to concluding the transaction.

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1 ANTIPODE, A YACHT BROKERAGE COMPANY SINCE 2007

ANTIPODE is a company specializing in the sale of second-hand boats, created in 2007 by Jérôme LE JOUBIOUX. The head office is in VANNES, in the heart of the Gulf of Morbihan, we also have an office in PORT LA FÔRET, in Finistère.

This favourable geographical location means that we are 2 hours' drive from all the marinas in the Greater West of France.

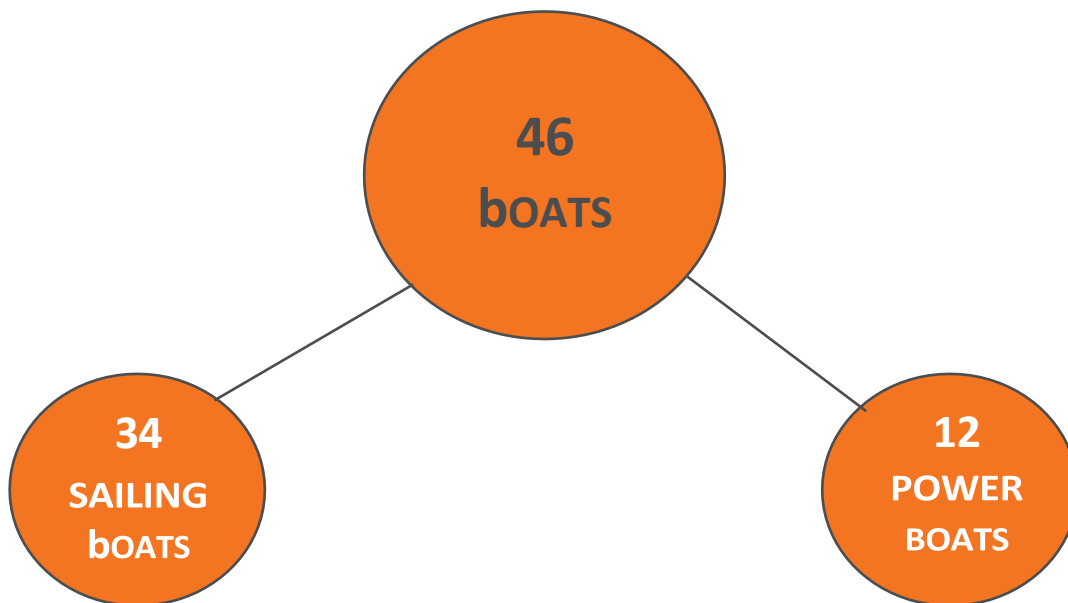
1.1 Information sheet

- Date created: 2007
- Workforce: 4 people
- Legal status/Co. Registration: Limited company - Co. Reg. No.: 49812613500033
- Capital : 44 000 €
- 2 Partners : Jérôme LE JOUBIOUX, Jean-Baptiste LEMAIRE
- Civil liability insurances : MMA ENTREPRISE, contract n° 141854514
- Navigation insurance : ALLIANZ, contract n°55307895-027
- Transport insurance : AIG, contrat n° 510401
- Bank address: CREDIT AGRICOLE du MORBIHAN Vannes
- Member of the French Nautical Industries Federation, member No. 2247
- Member of ORIAS (Unique register of intermediaries in accounting, banking and finance), member n° 17001819



1.2 A few figures

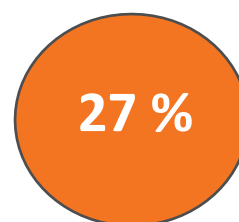
▶ ANTIPODE sales 2024



▶ Average transaction price



▶ Export sales



▶ Average age of the boats

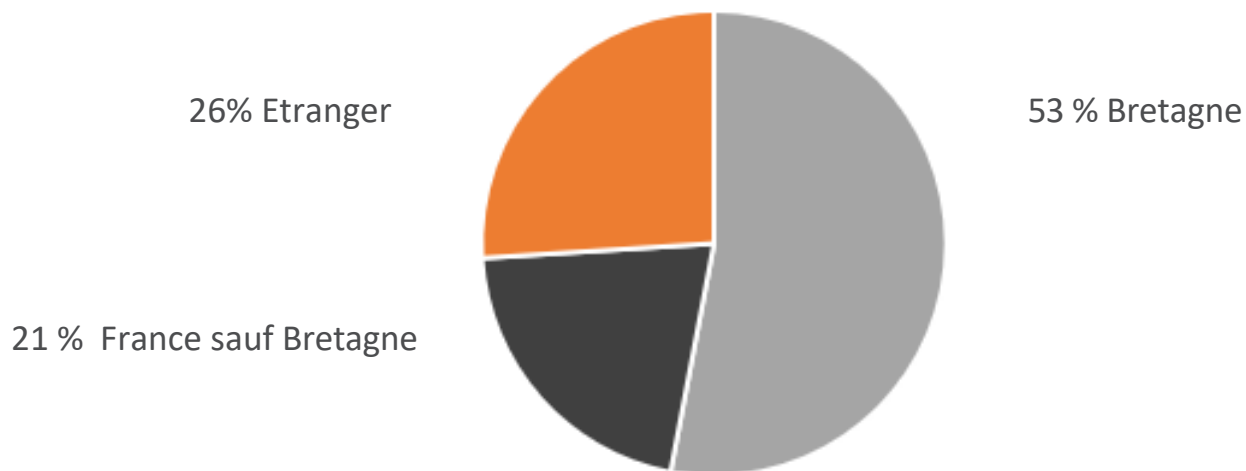


▶ Average sales time

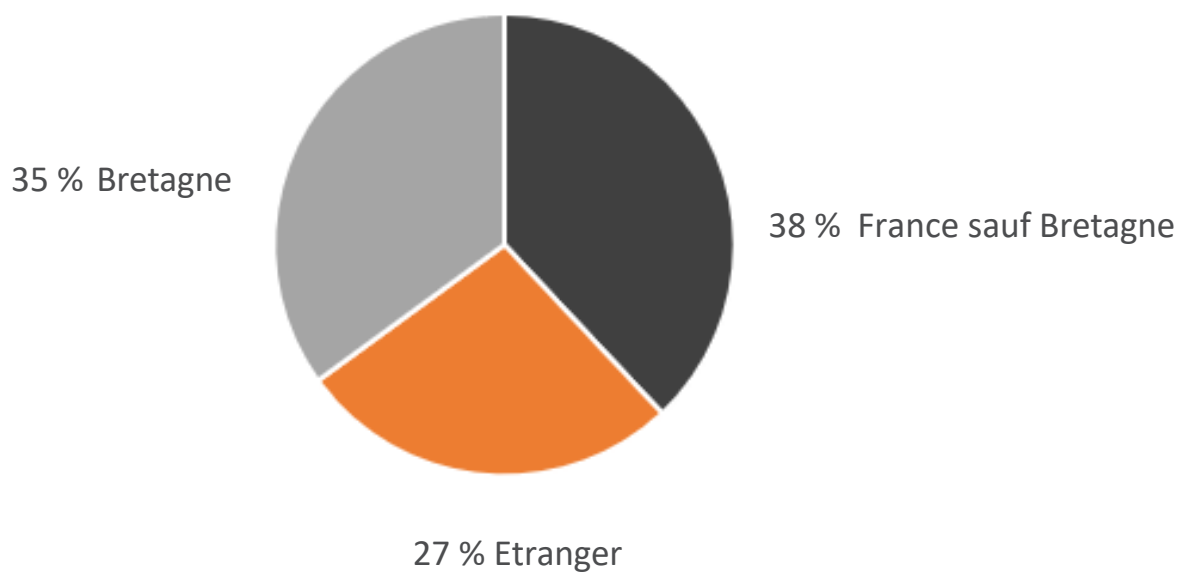
(from the time the boat is put on sale to final sale)



Home port for the boats sold by ANTIPODE in 2024



Destination port for the boats sold by ANTIPODE in 2024



1.3 Values

We have values!

Above all we care about doing our work well and quality customer service.

We have a “gentle” sales approach: we negotiate serenely with the buyers and the sellers.

Deals must be carried out in a climate of mutual trust, respecting the buyer’s and seller’s interests. Take a few minutes to read the testimonials that our customers have sent us and you will have a better understanding of what we are saying.

In short, we want our customers, buyers and sellers, to be able to say that we are efficient, professional, open, available and responsive. In short, we do everything possible to achieve this result.

1.4 A team 100% dedicated to selling second-hand boats

ANTIPODE is a team 100% dedicated to selling second-hand boats. We are all boat enthusiasts, cruising or racing, on a regular basis. We have a solid maritime culture and navigation experience



Jérôme LE JOUBIUX - Director - Partner

Jérôme founded Antipode in 2007 after having spent 15 years working for a major French boat builder, having sold and delivered boats all over the world. Like all the employees of Antipode, Jérôme is passionate about the sea, boats and anything that floats ... especially when it goes fast : windsurfing, dinghies, catamarans, offshore racing, Jérôme loves putting on his wet suit and sailing around his favorite spots : Golfe du Morbihan and the Quiberon Bay. He is an expert on technical points, especially on rigging and sails, and is very proud to say that he always recognizes a boat at the first glance.

« We sell used boats that by definition are not perfect and we need to be irreproachable on the manner in which the transactions are carried out, respecting the interest of the buyer and the seller ».



Jean-Baptiste LEMAIRE - Partner

At the age of 4 he was learning to sail on the Seine, at 15 he was doing his first French Micro championship, at 25 he was sailing across the Atlantic on a Wauquiez and at 39 he ran the Mini Transat and finished 7th in the Series category. In 2018, Jean-Baptiste ran the Transquadra double-handed on the A 35 VLI MAGELLIMO and finished on the podium in 3rd place.

Fifteen years of experience in selling yacht charters have brought him to sail on many seas, from Polynesia to South Brittany, via the Caribbean or the Mediterranean. Cruising or racing, comfort and performance, the extent of Jean-Baptiste’s experience enables him to give relevant advice with regards to the client’s navigation program. He is as dedicated to selling a boat as he is to preparing his own boat for the Mini Transat : there is no place left for luck. Smiling, relaxed, available and always in a good mood, Jean-Baptiste is your partner to buy your boat : *« At Antipode, we are rigorous, precise and available. We have the sense of service and it is not because we have the cheque that the job is done »*. Since November 2022, Jean-Baptiste has become partner of Antipode


François MOUCHEL - Port La Fôret office

At the age of 34, François has already known three professional lives all related to his passion for boats. He worked several years as a carpenter building magnificent small modern wooden boats. After this he work on the preparation offshore racing boats, notably Figaro Bénéteau. With the technical experience gained and animated by his passion, he then trained at the Institut Nautique de Bretagne when a Bénéteau dealer gave him the responsibility for an agency in Port-la-Fôret. At the same time, he has always been sailing on dinghies, catamarans, Surprise, J 80 and classic sailing yachts such as the Pen Duick. Currently he races with his Gib'Sea 80+ and with other enthusiasts they are trying to revive the series.

This accumulation of experiences is a richness that François shares with Antipode's clients. *"When I discover a boat, I have a trained eye to appreciate the complete condition. I can give well informed advice on all the technical parts as well as the navigation program suitable for each boat."* François joined the team in 2019. Based in Port-la-Fôret, he is our interlocutor in Finistère. *"Since years back Antipode have developed efficient tools to offer a quality service that has made their reputation. I am very happy to have integrated the team and share my passion with our clients. I am not a very ordinary seller, I can only sell boats!"*


Catherine CATTART

Catherine joined Antipode in 2023 after having spent over 30 years in the cosmetic industry. She has boats "in her genes". As a child she helped her father build their own sailing boat, a beautiful catamaran that brought the family to the Antilles. Catherine cruised around the Golfe du Morbihan and its islands on board the successive family boats (First 211, First 260, Dehler 29) and then with her racing partner, even though she readily admits that she prefers "reading and fishing when it is possible !". From her past in the world of cosmetics, Catherine has kept her scientific rigor, her versatility, her optimism and great curiosity. A precious quality for her as in parallel she practices traditional Chinese medicine.

"I'm delighted to have joined team, very friendly and committed. We create a relation with our clients with rigour and delight !"

2 THE STEPS IN THE SALE OF YOUR BOAT

2.1 Assessment of the boat and estimation of the selling price.

The selling price is the main lever triggering the sale of a boat. The second-hand boat market is based on "offers". It is easy for buyers to make comparisons. There are a great number of boats on sale, so the right price is what guarantees contact with potential buyers. The right price does not necessarily mean a sale, but it is a precondition.

In any event, avoiding an off-market selling price is essential, otherwise you risk seeing the sale frozen for several months. Our role is to guide the owner, providing him with useful information to help him determine the selling price: price equivalent for the same boat new, if the boat is recent, sum of recent transactions made, and average prices advertised for equivalent or identical boats.

Contrary to common belief, very often a boat will sell at a price that is very close to the one asked for: if the boat is at the right price, the deal can be made without negotiating the price.

We visit almost all the boats we offer for sale. At the time of this in-depth visit, together we gather the information we need to build a file on your boat: precise identification, history, inventory, photos, and panoramic views. We also carry out a visual check of the main structural parts of the boat. In short, we try to find out as much as possible to provide potential buyers with clear, precise, objective, loyal information.

In certain cases, it is difficult to visit the boat before it is put on sale. This is the case for boats that are travelling, or are too far from our offices. Therefore, the owner description and items of information that he can provide are what enable us to estimate the selling price.

In summary: The market price of the boat should be shown from the start. In the context of the current market, the strategy of offering a boat at too high a price, and possibly reducing the price considerably at the time of negotiation, turns out to be ineffective because you miss out on potential buyers who will not even consider a visit.

2.2 Recommendations and advice for putting your boat on sale.

In a market in which there are a great number of boats on sale, often small details are what make the difference: the way the boat is presented, the care taken in writing the inventory, the quality of the photos in the ads, etc.

2.2.1 Presenting your boat:

This is essential. The boat must be cleaned regularly, inside and out, from top to bottom. If the boat is dirty at the time of a visit, at best this can only encourage tough price negotiations, at worst, a permanently lost customer.

You must avoid hiding or minimising your boat's small defects. On the contrary! All second-hand boats have some defects. It is better to talk about them, because buyers appreciate this. For example, if certain small items of equipment operate randomly (i.e. lighting, water-pump, navigations station, etc.), It is preferable to make note of it in the sale inventory. If some of the equipment is not working and you have decided not to repair it before selling, you must also tell us. Otherwise, these small hidden defects could upset the buyer as he makes his purchasing decision.

2.2.2 Invoices and various paperwork:

From the start, it is very important that the owner should give us as many documents as possible to help us "promote" the boat and reassure buyers:

- Purchase invoices, replacement invoices, and servicing invoices.
- Summaries of work carried out or expenses.
- Copies of old marine surveys if available.
- Copies of certificate of registration.
- Measurement certificates for racing boats.

The more documents we have, the easier it is for us to provide the details of your offer and for us to secure the buyers trust.

We prefer that you hand over these documents when you put up your boat for sale.

2.2.3 Photos of the boat at its mooring or sailing:

We have noticed that the most frequently viewed ads are those in which the boat is shown with a nice photo navigating or at its mooring. A nice photo considerably increases your chances of selling your boat. This is a detail, but it counts!

2.2.4 History and the word from the owner:

We ask the owner to write a few words, between 5 and 10 lines, which are intended to be placed in ads, in which he explains the reasons why he bought the boat, what he knows about the boat's history, if he bought it second hand, the sailing trips that he has carried out, what he plans to buy if he is considering buying another boat, etc.

Example of "A few words from the owner":

"We bought Luna in 2001 from a young French couple that had just come back from an Atlantic tour in 2001. We sailed in Scandinavia as far as Finland and in the Mediterranean twice, returning to La Rochelle by the Canal du Midi. We have always kept Luna in very good condition. For the majority of her life she has been taken out of the water and wintered every year. We have always liked sailing on her and particularly liked the removable centerboard, which enabled us to sail in places where other boats could not. I have reached my retirement age, and I've decided to buy a new even more spacious boat for long and short cruises."

Worth noting: positioning at the right price + efforts in presenting the boat + fully detailed inventory = sure sale of the boat within a reasonable period.

2.3 The sale mandate

The sale mandate is the document that defines the relation between the representative (ANTI-PODE) and the seller (the owner of the boat or leaser of the leasing contract with purchase option).

The mandate is limited in time, generally the mandate runs for a period of 12 months, but we can consider a shorter period from the start. At the end of this initial period, if the boat is not sold, the owner (or leaser) may decide not to renew the mandate.

2.3.1 The NON-EXCLUSIVE mandate

In the context of a non-exclusive mandate you keep the right to:

- Sell your boat by yourself without using our company's services.
- Sell your boat with the help of another professional.
- Cancel the mandate at the end of the period indicated on the mandate.

However, the mandate commits the owner (or leaser) on a "public" selling price that must be the same on all the published ads : **you cannot advertise your boat in your own ads or by the intermediary of another professional at a price lower than the one agreed on the mandate.**

2.3.2 The EXCLUSIVE mandate

This is the solution that we favour for most of the boats we sell : of course, this solution is favourable for us, as, in the case of a non-exclusive mandate, we are not guaranteed to be paid for our work, **but it is also a solution that is very favourable to the owner**, because, as we have seen for the past 10 years, the boats that are on sale with an exclusive mandate sell better and faster.

For what reasons? It's very simple, a boat is not a product like any other: to sell it well and to make the buyers want to buy a boat, it must be considered as a "rarity". If the boat is advertised with several professional and by the owner himself, the buyers will see the boat several times on the same website which reduces the interest and the value of the boat. This is exactly the same situation as a real-estate property where you see several estate agency signs: it's less inviting to call or visit. Hence, to multiply the professionals and make your own ads is often counter-productive: an exclusive sales mandate is the best way to sell your boat quickly and in good conditions.

On top of this, close to 50% of our clients are foreigners that come to buy a boat in France. However, working with several brokers is not in their commercial culture. Indeed, in most European countries, non-exclusive mandates do not exist: you entrust one single broker with the sale of your boat and he does all the promotion. Hence when a foreign client sees a boat advertised on the internet by several agents in France, he does not understand and hesitates to move forward as he may fear that the transaction will not be secure as there are several agents trying to sell the same boat.

2.4 Marketing of your boat

2.4.1 Your boats sales and technical information

For each boat on sale with ANTIPODE we draw up a sales and technical information pack that is as full as possible, written in French and English, to be given to potential buyers or viewed online on our Internet sites:

- Characteristics and specifications
- Identification of the boat (Serial No, Date of 1st registration)
- Detailed inventory of fittings and equipment
- Inside and outside photos
- A few words from the owner

The care and precision taken in writing the sales and technical information pack are decisive, since this information will also be used as an aid when writing the sale documents.

2.4.2 Publishing ads on the Internet

Thanks to the ads that we publish on the Internet, your boat gets excellent visibility on the marketplace : in all, your boats will be visible on several websites advertising boats for sale.

www.antipode-yachts.com/fr

for the French version.



www.antipode-yachts.com/en

for the English version.



www.lemillesabords.com



www.facebook.com/Antipodeyachts



boats.com



YachtWorld



Boatshop24.com



Boatshop24.co.uk



Annonces du
Bateau



BoatsandOutboards



Botentekoop



BotenBank



Boot24



Cosas de Barcos



YachtFocus



TopBarcos



YouBoat

2.4.3 Sale to customers from abroad

Our marketing is aimed at customers abroad: all our technical information and our paper- work is written in English, we are very active on English advertising websites and all the ANTIPODE employees speak English.

By increasing the number of ads on these websites you have access to a greater number of potential French and Foreign customers. We bring customers great distances to buy your boat.

The sale to customers from abroad represents roughly 30% of our sales and is not specific to large boats: very often we sell boats below a budget of 100,000 € to foreign customers.

2.5 Visits on board

Customer filtering and selection, organising visits: you are freed of the constraints of selling your boat.

Most of the time the buyers are obliged to travel long distances to visit a boat, so it is our responsibility to make sure that this visit goes well and that they have a sufficient amount of time to examine the boat.

There are no strict rules, but we believe that it is preferable that the owner should not be on board when a potential buyer is visiting the boat for the first time. We have noticed that buyers hesitate to let their real opinion be known when the owner is on board. It is also much harder to begin discussions on the selling price in the presence of the owner.

On the other hand, we strongly recommend the presence of the owner for a second visit, since this allows the buyer to meet the seller, discuss the boat and create a link, which will then make the decision and sale easier.

In all cases, a representative of ANTIPODE is always present during visits (except when the boats are travelling or too far from our offices; in this case we can ask the owner to carry out the visit himself). During the whole period in which the boat is for sale, the owner can freely use it and navigate, as long as he keeps us informed of the dates at which it is not available so that we can coordinate our visiting schedules with our customers.

When a customer wishes to visit your boat, we warn you systematically before the visit and we call you afterwards to give you a report on the customer's real purchasing intentions.

2.6 Sea trials

- Sea trial before signing the sale agreement:

In certain cases, the buyer can ask to carry out a sea trial before signing a sale agreement. As a general rule, we are in favour of this, but beforehand we ask the buyer to give us a verbal agreement on the selling price and terms. There is no point in carrying out a sea trial if the price offered is not accepted by the seller.

Sea trial during the survey:

The marine surveyor assigned by the buyer can ask to have a sea trial done at the time of the survey, before or after the boat is inspected out of the water.

Sea trial when delivering the boat:

The delivery of the boat to the new owner takes place in two phases: first a "technical" hand-over on the pontoon, to learn about the different systems and their operation (batteries, pumps, engines, heating, electronics, etc.) and, if the new owner wishes, a sea trial which enables him to discover all the boat's specific features.

The hand over can be carried out by the previous owner or an ANTIPODE representative.

2.7 Purchase offer

In general, we try to make the selling process smoother, using our position as intermediary between the owner and the buyer.

We give the buyer advice to help him offer a realistic price that would be acceptable to the owner and we pursue constructive negotiation in the interests of both the owner and the buyer.

Following the visit of the boat, the buyer can agree to buy the boat on the terms set out in the sale mandate, and in this event, we will immediately sign the sale agreement and ask for a down payment of 10% of the selling price.

If the buyer wishes to offer a price below the asking price, we will ask him to make an offer in writing, which we will submit to the owner. He can then accept or refuse.

When a potential buyer makes an offer below the asking price, the owner can refuse it if he considers that the price offered is not sufficient. It is always difficult for the owner to accept the net offer that he will receive, since most of the time, it is a lot lower than the price he paid: inherent price decrease, broker's commission, costs involved for the repair of certain equipments, etc.

2.8 Sale agreement

If the offer made by the buyer is accepted by the owner, we draw up a second hand boat sale agreement;

In all events, the sale agreement determines:

- Identification of the buyer(s).
- Identification of the seller(s) (or the lease-option lease-holders if the boat belongs to a bank)
- Description of the boat and detailed inventory.
- Agreed selling price.
- Down payment made (10% of the selling price) to the ANTIPODE bank account (specific bank account dedicated to the receipt of customer deposit payments).
- Time-limit for the sale (generally 30 days between the signing of the agreement and the final bill of sale).
- Possible conditions precedent (example: financing agreement if the buyer is financed by a bank).
- Condition precedent of the boat survey (see below).
- Possible specific conditions (example: repairs that the owner agrees to undertake before delivery).

2.9 Boat survey

This is a very important step in the buying process: in the context of a second-hand boat sale through a broker, **there are no guarantees for the buyer. Therefore, it is very important that the buyer should receive information from an independent surveyor about the real condition of the boat.**

The buyer is the one who chooses, assigns and pays the marine surveyor.

If the boat is afloat, the buyer pays the cost of lifting out/in of the water.

We ask the buyer to assign his marine surveyor at the signing of the sale agreement. As a general rule, the surveyor carries out the survey the following week and the final report is sent to the buyer within 10 days of the survey.

Can the sale be invalidated by the survey?

Yes, the deal may only be completed on condition that the vessel survey reveals no flaws or

defects that could justify the cancellation of the sale and make the boat unsuitable for sailing, or of the sort that would compromise the use of the boat without it being repaired.

In the event of the boat survey showing defects that might justify the cancellation of the sale:

- The sale agreement is considered null and void and the deposit is refunded in full to the buyer without delay.
- The cost of the boat survey and lifting out /in of the water remains payable by the buyer.

In the event of the survey showing that the boat or some of the equipment delivered with the boat is defective or not in normal working order, the seller and the buyer may request the arbitration of ANTIPODE or the marine surveyor mandated by the buyer.

However, the buyer is informed on signing the sale agreement that the boat that he is buying is a second-hand boat. The possible minor defects inherent to the nature of a second-hand boat that might be revealed by the survey and that does not bring into question the boat's capacity to sail normally or its safety, cannot be used as justification for the cancellation of the sale or the reduction of the selling price agreed in the sale agreement.

2.11 Final delivery, payment, possible provisions:

The final sale can take place as soon as the precedent conditions have been fulfilled : survey report not showing any defects justifying the cancellation of the sale and financing agreement if the sale agreement takes this condition into account.

ANTIPODE guarantees a secure transaction to the seller and the buyer. The effective delivery of the boat and the handing over of the keys can take place as soon as the total amount due to the seller is paid to the company Antipode's bank account by bank transfer.

On a practical level, the buyer must plan to initiate the transfer of the balance to the company Antipode's bank account a few days before the actual delivery of the boat in order for the company Antipode to pay the seller on the day of the sale.

We also check that the boat is not listed on the Marine mortgage registry: if the seller took out a loan at the time of the purchase of the boat and this loan is still in progress, it is possible that the bank took out a guarantee on the boat and that it is mortgaged. In practical terms, this means that the change of ownership cannot be made until the bank has cancelled the mortgage.

In this case we secure the transaction in the following way:

- The buyer pays ANTIPODE the full selling price.
- ANTIPODE pays the sum of the debt to the bank holding the mortgage.
- ANTIPODE pays the difference between the selling price and the sum paid to the bank to the seller.

We are strict and take extreme care with payments: The price of the boat must be paid in full when the boat is delivered. For example, we do not accept payment by bank cheques if the buyer is a foreigner and nor do we accept copies of the transfer order as proof of payment.

Possible provisions:

In certain cases, in agreement with the seller and the buyer, we may keep a "provision" (as a general rule, between 5% and 10% of the selling price) which will be given to the seller at a date subsequent to the delivery:

- If the boat is out of the water in a boat yard during the winter, when it is sold and delivered, and it is planned to relaunch the boat several weeks after the completion of the sale and final payment. In this case, it is not possible for the buyer to check that all equipments are in working order at the time of the completion of the sale. When the boat is back in the water, if all equipments are in normal working order, the provision that was kept on the ANTIPODE account is paid to the seller.
- If some equipment that is part of the inventory is not in working order when the boat is relaunched, ANTIPODE will use the provision to pay the repair or the replacement of this equipment.

2.12 Paperwork / Cancellation of the flag and deletion from the French boat register

If the buyer does not have French nationality, we proceed with all the necessary formalities to deregister boat from the French boat register. We carry out all the necessary formalities on behalf of the buyer.

The average time to receive the certificate of deregistration is approximately 10 days, from the date of the final sale and payment of the balance of the price. In some cases, and depending on the time of year, this period can be extended up to 1 month.

We provide the following documents to the buyer:

- Signed bill of sale
- Copy of the previous certificate of registration of the boat
- Certificate of deregistration
- Mortgage statement
- CE conformity certificate (for boats built after 1998).

2.13 A complete range of services

From the first visit to the handover of your boat, and sometimes well afterwards, we are able to offer you all the services connected with buying your boat:

- Mooring : yes, there are marina berths available, in Brittany and elsewhere, for clients who wish to buy a boat. We can offer you long-term solutions and we can undertake by agreement to provide you with mooring solutions while waiting to obtain your own mooring through your own channels.

- Transport : we can organize or advice you on the transport of the boat to your place of navigation, anywhere in the world : delivery by sea with a skipper, by road, by cargo... We can provide the entire service : lifting out of the water, dismasting, preparation for the transport, exceptional convoy transport, relaunching, masting, mast adjustment, cleaning of the boat.

- Training and technical handover: if you feel you need technical or seagoing training in relation to specific features of your new boat (manoeuvres, electricity, mechanics, maintenance, etc), we will provide you with assistance for a few days to complete your training (price in general: 280 € per day).

- Other technical services: mechanics, electricity, plumbing, general maintenance, sailmaking, rigging, GRP, cleaning, electronics, storage ashore, cabinet work, etc. We have been working with the best companies for many years.

3 THE SECOND-HAND BOAT MARKET IN 2025

After 3 years totally out of the ordinary (2020, 2021 and 2022) for the yacht industry, and particularly for the used boat market, followed by 2 years of “normalization” (2023 and 2024), what will market conditions be like in 2025?

In the absence of registration statistics, which are no longer provided by the French administration, we have to content ourselves with counting our own sales and canvassing our colleagues to get a general idea of the market.

To sum up: the market is much lower than in 2021 and 2022 in terms of the number of sales... but much higher than in the 2015 / 2020 period.

However, the following trends can be identified for 2025 :

- The market for used sailboats is stable
- The market for used motorboats is declining
- The price segment above € 300,000 for sailboats is very active.
- Price segment € 50,000 to € 100,000 is declining

The average selling time for boats sold by ANTIPODE (number of months between listing and closing date) is slightly up (5.2 months).

The market for “middle market” yachts (generalist brands Beneteau, Jeanneau, Dufour, Hanse...) from 10 to 15 m, less than 15 years old, remained very active, with fast sales but with sales prices negotiated downwards.

Well-maintained boats (up-to-date engine maintenance, recent sails, significant upgrades, etc.) continue to benefit from a sales “premium”: boats sold faster and for higher prices. Buyers are willing to pay more for boats that are well maintained and well looked after.

For ANTIPODE, export sales are down slightly (27%), driven by sales of multihulls and very recent yachts. We have delivered boats to the United States, Hong Kong, Canada and the whole of Northern Europe.

In 2025, buying a used boat will remain a “reason to buy” purchase : a much lower price than new, immediate delivery and a carbon impact close to 0... who can beat that?

4 APPENDICES / PROFESSIONAL INSURANCE



ATTESTATION D'ASSURANCE RESPONSABILITE CIVILE

Par la présente, **MMA IARD Assurances Mutuelles** Société d'assurance mutuelle à cotisations fixes - RCS Le Mans 775 652 126 - **MMA IARD** Société anonyme au capital de 537 052 368 euros entièrement versé RCS Le Mans 440 048 882 Sièges sociaux : 160 rue Henri Champion - 72030 Le Mans Cedex 9 Entreprises régies par le Code des Assurances - IDU REP Eco circulaire FR231780_03XLOT

Certifient assurer par l'intermédiaire de WTW Yachting, dont le siège social est situé Port de Plaisance, 44380, Pornichet, la société ci-après :

ANTIPODE
14 BIS ALLEE LOIC CARADEC
56000 VANNES

Au titre d'un contrat d'assurance n°141854514,

Agissant tant pour son compte que pour celui de qui il appartiendra , garantissant les conséquences pécuniaires de la Responsabilité Civile, pouvant lui incomber au titre des dommages causés aux tiers et du fait de ses activités telles que décrites dans le présent contrat, sous réserve des exclusions prévues au contrat et à hauteur de :

GARANTIES	MONTANTS DES GARANTIES	FRANCHISES PAR SINISTRE
RESPONSABILITE CIVILE EXPLOITATION		
Tous dommages corporels, matériels et immatériels confondus	8 000 000 € par sinistre	10 % mini 500 € maxi 5 000 € (sauf corporel : néant)
Dont :		
- Dommages matériels et immatériels consécutifs confondus :	3 000 000 € par sinistre	10 % mini 500 € max 5 000 €
- Dommages immatériels non consécutifs :	150 000 € par sinistre	10 % mini 500 € max 5 000 €
- Faute inexcusable :	1 500 000 € pour l'ensemble des sinistres d'une même année d'assurance	Néant
- Dommages aux biens confiés y compris les bateaux confiés :	1 000 000 € par sinistre	10% mini 500 € maxi 5 000€
- Complément de la garantie « recours des voisins et des tiers » souscrite par ailleurs	Exclu	Exclu

- Dommages résultant d'une atteinte accidentelle à l'environnement (uniquement pour les sites non classés ou soumis à déclaration ou à enregistrement exploités par l'assuré) :	500 000 € par an	5 000 €
- Pénalités contractuelles	100 000 € par an	10 % mini 500 € maxi 5 000 €
RESPONSABILITE CIVILE APRES LIVRAISON / TRAVAUX / PRESTATIONS		
Tous dommages corporels, matériels et immatériels confondus,	3 000 000 € par an	10 % mini 500 € maxi 5 000 € (sauf corporel : néant)
Dont :		
- Dommages immatériels non consécutifs (y compris les frais de retrait et les frais de dépose-repose engagés par les tiers) :	150 000 € par an	5 000 €
FRAIS DE DEPOSE-REPOSE ENGAGES PAR LES ASSURES	150 000 € par an	10 % mini 500 € maxi 5 000 €
FRAIS DE RETRAIT ENGAGES PAR LES ASSURES	150 000 € par an	10 % mini 500 € maxi 5 000 euros
RESPONSABILITE CIVILE PROFESSIONNELLE		
Tous dommages corporels, matériels et immatériels confondus,	150 000 €	5 000 € (Sauf corporel néant)
EVENEMENTS ET GARANTIES	MONTANT DE GARANTIE	
RECOURS / DEFENSE PENALE	75 000 €	

La présente attestation est valable pour la période du 01/01/2025 au 31/12/2025. Elle est délivrée pour valoir ce que de droit et n'implique qu'une présomption de garantie à la charge de l'Assureur.

Elle ne peut engager l'Assureur en dehors des clauses et conditions du contrat auquel elle se réfère dont l'assuré a pris connaissance.

Elle est valable sous réserve de toute modification, suspension, annulation ou fin d'effet du contrat qui interviendrait postérieurement à sa date d'établissement et du règlement de la cotisation émise ou à émettre.

Fait à Pornichet, le 08/01/2025

Pour l'Assureur, par délégation N°
ORIAS 07 001 707

WFW-YACHTING
Port de Plaisance BP 66
44380 PORNICHER
Tél 02 28 55 01 01 - Fax 02 28 55 11 09
SAS au capital de 1 432 600€ SIREN 311 248 637





Le nouveau nom de Gras Savoye Yachting

PORT DE PLAISANCE - BP 66
44380 PORNICHET
☎ : 02 28 55 01 01
✉ : contact@wtw-yachting.com

ANTIPODE Société
14 BIS ALLEE LOIC CARADEC

56000 VANNES
France

ATTESTATION NAVIGATION DE PLAISANCE

COMPAGNIE : ALLIANZ OPERATIONS ENTREPRISES PARIS
N° DE POLICE : 55307895-027
VALIDITE : DU 01/01/2025 AU 31/12/2025

Nous, WTW Yachting
Courtier en Assurances
PORT DE PLAISANCE – BP 66
44380 PORNICHET

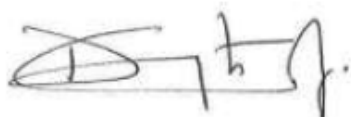
AGISSANT DANS LE CADRE DE NOS POUVOIRS, CERTIFIONS QUE NOTRE ASSURE

A SOUSCRIT PAR NOTRE INTERMEDIAIRE LE CONTRAT CITE CI-DESSUS, PRES DE LA
COMPAGNIE EN REFERENCE.

CE CONTRAT ASSURE NOTAMENT LA RESPONSABILITE CIVILE NAVIGATION ET LES
DOMMAGES ET PERTES SUBIS PAR LES BATEAUX APPARTENANT AU SOUSCRIPTEUR
(Conformément aux Dispositions Générales et Particulières) et ce, sous réserve du paiement de la cotisation.

FAIT POUR VALOIR ET FAIRE CE QUE DE DROIT, à Pornichet le 08/01/2025.

WTW Yachting



**ATTESTATION D'ASSURANCE TRANSPORT**

Nous, soussignés AIG EUROPE SA, succursale pour la France, Tour CBX 1 Passerelle des Reflets, 92400 Courbevoie, attestons par la présente que la Société :

ANTIPODE
14 BIS ALLEE LOIC CARADEC
56000 VANNES

est assurée au titre d'un contrat d'assurance Marchandises Transportées n° **510.401** couvrant les biens et marchandises du commerce de l'Assuré contre tout dommage ou perte résultant de tous transports ou l'assuré a un intérêt assurable.

Les marchandises sont garanties contre les risques de transport par voie terrestre de tout point de France à tout point de France.

CAPITAUX ASSURES (par sinistre et/ou événement)

voir le tableau des garanties de la police

EUR 600.000 au maximum par expédition effectué par voie terrestre, sous limité à maximum **EUR 20.000** pour la garantie vol des objets à l'intérieur des bateaux;

EUR 600.000 au maximum par expédition effectuée pour son propre compte dans les véhicules appartenant à la société ou à son personnel, ou loués avec ou sans chauffeur.

ou équivalent en devises étrangères.

La présente attestation est délivrée pour servir et valoir ce que de droit pour la période **du 01/01/2025 au 01/01/2026 à zéro heure** étant précisé qu'elle ne peut engager l'Assureur au-delà des limites du contrat auquel elle se réfère.

L'Assureur - Paris, le 09/01/2025


AIG Europe SA
Tour CBX - 1 Passerelle des Reflets,
CS 60234, 92400 Courbevoie La Défense Cedex
Tel : 01 49 02 42 22
Facsimile: 01 49 02 44 04