

General

BAYR YACHTING – a big family by the sea! This has been our guiding principle for 15 years as a nautical service provider and serves as the cornerstone for our success. Therefore, it is important to personally support you as a potential yacht owner as part of our family business, so that the dream of owning your own yacht becomes reality. From choosing the right yacht to financing, company formation and introduction to a charter fleet, we help every step of the way and are there to help!



Choosing the right yacht

Responsible person in the company: Klemens Bayr, Alexander Bayr

In the first step, we take care of the correct configuration of the yacht together. It is important to consider both your own needs for your own yacht and standards in yacht charter operations. This process is particularly important and takes some time to put together the right specifications in advance.

This also leads to a final project total, so that the calculation and pricing can also be interpreted precisely.

In our Pirovac base, we offer to order some pieces of equipment or equipment on site or have them installed. In some cases, this is cheaper, as well as faster to fix if repairs are imminent.

In close cooperation with the shipyards Aventura Catamarans, Bavaria, Dufour & Fountain Pajot, we always try to negotiate the best price with the best conditions by means of collective orders, special offers, purchase withdrawals, annual models and promotions. We act as a partner to the shipyards and ensure continuous communication, a smooth process, as well as handling of after-sale issues after delivery. This service is included in our project fee.

The Bayr Standard

After more than 20 years in nautical tourism, we bring a lot of experience to the table as a service provider, skipper, maritime school and also from our many years of experience as charter customers and try to define this as a standard for our own fleet. In the course of the founding process of our fleet, we defined the Bayr Standard for the equipment of our fleet, as well as a promise to our customers. In order to maintain the quality, as well as the high price level and ultimately also customer satisfaction, we rely on our owners to take our concept together and together on the water. This is the only way we can guarantee joint business success.

The Bayr Standard as of 02/2026:

- Air conditioning
- Inverter
- Nespresso machines
- Electric Outboard ePropulsion
- Solar system
- High-quality mattresses with slatted frame
- For monos: 1 rudder blade, genoa as headsail
- Griller
- High quality bed linen Lusini
- Automatic vests on all ships

Calculation

Responsible person in the company: Klemens Bayr

At the beginning, an exact calculation based on past data is created with investments, inclusions and exceptions. This is the basis for planning the expenses, as well as financing and disbursement. A customary market price list, as well as discounts are also agreed. The information may change slightly during the project and represents a first projection.

Company Formation

Responsible person in the company: Florian Cindric, Ljiljana Trosic

In this section, we describe in a brief overview of the necessary steps to set up a d.o.o ("GmbH Light", "Limited") in Croatia as a private individual. The time frame is between 2-3 months for graduation and is fully supervised by our team. While many of these activities can be done by means of a power of attorney, there are 2 appointments at which the founder must be present in person.

1. **Founders and documents**
 - Shipment of passport or identity card copy
 - Application Croatian OIB (personal identification number)
2. **Company name and activities**
 - Finding the company name
 - Checking and reserving the company name
3. **Share capital**
 - Deposit of at least EUR 2,500 into a special company account (in cash at the bank, after a notary appointment)
4. **Certificate of incorporation**
 - Signing at the notary (articles of association)
5. **Commercial Court**
 - Registration of the company in the Commercial Register
6. **Business account**
 - Opening a business account with Erste Bank in Croatia
7. **Tax office**
 - Registration with the tax office (VAT obligation depending on the business activity) is carried out by the Croatian accounting department No Limit d.o.o.
8. **Miscellaneous**
 - Contact Accounting (No Limit d.o.o. - Anita Drazevic)
 - Registered office in Croatia (ul. Stjepana Radića 13b, 22213 Pirovac)

Advantages of a Croatian d.o.o.:

- VAT privilege for nautical accommodation – only 13%
- Depreciation of the yacht possible over 7-10 years
- Lower KöST only 10% up to 1 million € gross turnover
- Affordable tax advice & accounting
- Financing with Croatian banks possible
- Low share capital
- Very good experience with the tax office and SV, simple treatise
- Support from our long-standing partner

Financing

Responsible person in the company: Florian Cindric, Ljiljana Trosic

We can offer to obtain financing offers from our partners through various banks and institutions. For the application, as with any financing, we need some personal documents, such as:

- Personal documents, ID, passport
- Source of funds Own funds
- Proof of income
- In the case of company shareholdings: excerpts from the company register & balance sheets
- Tax return
- Various forms from banks, master data, filled out

These will be treated as strictly confidential within the meaning of the GDPR and will be used exclusively for the purpose of the application. For further projects, it makes sense to store them on a safe server. If this is not desired, they are deleted.

Financing can be applied for either as a lease by the newly established Croatian company or as a private individual in the form of a mortgage loan. Which option is more reasonable in this case must be examined on a case-by-case basis.

Term is 7-10 years for new yachts, but at least 4 years for used yachts, depending on age.

The repayment usually runs from the month of delivery of the ship.

We work directly with the bank and shipyard to meet given payment and delivery targets. When applying to Croatian institutes, it can take between 8-10 weeks to complete.

Introduction of the booking platform

Responsible person in the company: Florian Cindric, Ljiljana Trosic

In order to receive the first bookings and income as quickly as possible, the yacht will be introduced to our fleet on the booking & agency platform Nausys as soon as possible. This is then visible and bookable for us as a direct agency, as well as for external agencies and our customer base of the maritime school. The price list and agreed discounts are stored in it

Nausys also provides the function for invoicing, reporting & overview of the accounting situation, which is directly connected to the accountant.

The platform is also used to store the blocked owner's weeks, which in the best case are transmitted right at the beginning.



Registration & takeover of the yacht

Responsible person in the company: Ljiljana Trosic, Alexander Bayr

In the final process of processing, the team on site in Croatia takes care of the registration of a Croatian flag. For Croatian companies, this process is free of charge. Some documents are required, most of which we receive directly from the shipyard shortly after delivery. A mandatory comprehensive insurance is required for the operation, which we request from our partner and send to the owner in advance as an offer.

When the yacht arrives in Croatia (by sea or land), we take care of the takeover and initial inspection. Any damage or missing equipment will be reported by us directly to the shipyard. It is then done step by step:

- Installation and installation of additional equipment
- Putting away kitchen & bedding
- Stickers
- Engine & Electronics Commissioning
- Test drive

We will set a date for the official start of the charter in advance. Any inspection and test drive is possible in advance by arrangement.

Chartering & Ongoing Business

Responsible person in the company: Klemens Bayr, Florian Cindric

The chartering begins after successful acceptance and test drive by the owner and is coordinated by our team in a timely manner, so that we can charter the maximum number of weeks in the current season.

The current booking situation and occupancy can be viewed at any time in the Owner Dashboard of Nausys.

According to the calculation, the pricing is structured as follows:

List price

- Discounts

Customer price final gross

- 13% VAT

Customer price final net

- 15% Agency Commission for Mediation
- 20% management commission for operation of the yacht

Owner's income 65% of the customer price final

This includes mooring fees (monthly), insurance (annual), leasing/financing (monthly), service (winter / annual) and other expenses for the operation of d.o.o (monthly).

The payment is made monthly on the basis of a calculated key by the accounting department.