

diYachting Ltd

diYachting was founded by Matt & Liz Abbiss to assist owners of yachts in the 55 to 80ft bracket, this is our area of expertise having spent 15 years working together as Captain and chef on similar sized vessels.

Matt is qualified as an RYA Commercial Yachtmaster Ocean Instructor and has sailed over 200,000 nautical miles in over 30 years of sailing. He has skippered 12 ARC transatlantics, 5 Fastnet races and has won trophies at over 30 regattas over the years. Aside from being a professional sailor for 20 years Matt has an LLB (Hons) degree in Law, a diploma in Yacht Brokerage and Management and experience in Banking and Insurance. Matt now handles all the management of our yachts and will be the one you have most contact with, he's there for advising you on MCA coding, VAT, parts and logistics, crew and more....

Lizzie has been a sailor since an early age and jumped at the chance to head off to sea at the age of 23, she has worked aboard with Matt for 16 years and has sailed over 150,000nm, done 12 transatlantics, 3 Fastnet races and helped win nearly all of those 30 trophies! Lizzie studied Tourism and Business at university and has a wealth of knowledge to call on when it comes to marketing our boats. Lizzie now heads up the Charter sales part of the business so it's her who takes the bookings as well as handling all the web design and marketing making your boat pop out to potential charterers. Lizzie is also a first rate chef so is perfectly placed to advise clients and yacht chefs on menus, provisioning and expectations ensuring charters go smoothly.

Central Agent

Chartering has been a huge part of our business and life over the past 18 years from regattas to luxury cruising charter, the Caribbean to the Mediterranean. Directors, Matt & Liz Abbiss gained an exceptional reputation for providing a first class charter experience during their 15 years working aboard yachts as Captain and Chef and are now utilising all of that that knowledge and experience to make diYachting's charter management and sales offerings the fairest, most inclusive and complete in the business. Specialising in yachts from 55 to 80 feet we are perfectly positioned to offer owners and charterers an unrivalled experience and service without being distracted by larger yachts or a volume based bareboat sales programme. We pride ourselves that we now continue to offer exceptional service to our charter clients from their first enquiry throughout the booking process and the actual cruise.

We are proud to offer a unique Central Agency service to you. In this service we handle everything to do with chartering your yacht from the marketing, production of yacht brochures and websites, advertising, taking bookings and handling the charter funds as stakeholder through our dedicated client bank accounts as prescribed and required by the MYBA charter contract which we are an authorised subscriber to, writing and verifying charter contracts plus payment of any VAT due (If you ask us to manage your VAT) leaving you and your captain to concentrate on looking after the yacht, guests and carrying out the charters while we do the background. If you are starting out in chartering then we can also help you get the boat set up with; MCA coding, commercial registration, VAT import and VAT numbers in the country of operation, we can also find the perfect crew for you and manage their employment through one of our offshore employment structures if you wish!

If you don't employ a full time crew then we have a solution for you too, our occasional charter plan gives you the benefits of being able to offer your yacht for charter without the expense and commitment of employing a full time crew, we can either employ the crew for you on a charter by charter basis or employ a seasonal crew for the busy charter period when you expect to make the most of having them aboard by doing a few back to back charters. Our plan is flexible and we can discuss the best option for you, your boat and programme.

Why go with us

We have seen all sides of the charter business, we have been crew, owners, charter brokers, central agents and of course have been charterers ourselves, we like to think we've seen all that is good and all that is bad with the system and put a package together to keep the best bits and get rid of some of the unfair and unjustified parts that many traditional brokers still rely on. If you join

diYachting Ltd

Company Number - 8985432

Registered Address - 15 Bowling Green Lane, London. EC1R 0BD

Directors - Mr M.C.Abbiss & Mrs E.J.Abbiss

VAT No. GB-207232641

the diYachting fleet we will offer you the following benefits;

- a fair contract, ours is an annual auto renewing contract but you aren't stuck with us, we offer a 1 month notice break clause right from the word go so if you don't like the way we are working for you or your plans change you can get out of it quickly and painlessly, of course you will need to honour any bookings that have been taken but it certainly keeps your options open.
- We will also pay for all your listing on the broker directories, many brokers charge for this but we see it a necessary business expense and we're happy to include it.
- We will market your boat to our direct clients free of charge to you, we sell at the London and Southampton boat shows, through magazine adverts and website promotions and adverts, we have a dedicated marketing team to help with promotion and can arrange press trips and other events to help market your boat and sell charters.
- We assign an extra amount into our marketing budget for every new yacht we take on to our central managed fleet so our presence in the market is always growing and your boat is getting the coverage she both needs and deserves.
- We attend some of the important charter shows each year and providing they fit into your yacht's programme we will exhibit your boat at any of these shows that work, we do not charge you for the entry to the show or our time or expenses to exhibit, all you need to pay for is the crew and the berthing throughout the show.
- We are a British registered Limited company, our contracts are governed by Uk law giving you peace of mind and security that you are not trusting you pride and joy into an unknown offshore structure.
- We are one of the only companies in the world specialising in Luxury Crewed Charter and boats 55 to 80 feet and we are the biggest provider of such specific services in the Uk and possibly Europe!
- Lastly we don't ask for commission to produce contracts for owners for their own use (as is required on commercial vessels) and will only charge a small percentage to handle friends and family bookings where there is money changing hands.

How do we get our clients

We are firm believer in advertising and you will see us in most of the UK yachting press on a month by month basis, we also experiment from time to time with more widespread publications and newspapers. We attract a lot of new clients by exhibiting at the London and Southampton boat shows in with all the other sailing holiday companies and we are almost always the only operator offering solely luxury crewed charter at both these shows. We

British Registration

At diYachting we have been assisting yacht owners register their yachts in the UK for over 10 years, we provide a full registration service of advice and consultation followed by carrying out all aspects of the registration bringing together all the required documents and declarations, bills of sale, tonnage surveys and providing the services of UK resident representative to non-UK-resident owners.

Trust us to give you the best advice and have the best solution tailor made for you.

Import VAT

Any yacht being used privately by an EU Citizen or commercially for charter within the EU must have been imported into the EU and have paid VAT status on it's value. We have been handling the VAT importation of commercial and private yachts for over 10years and have a wide range of solutions available to suit every owners needs be it a private or commercial structure. Please see our VAT fact sheet to learn more about how we can assist you.

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Charter VAT

If you plan to charter your yacht then you can't escape the VAT man. For charters starting in any EU country the new EU VAT regulations make the place where the charter starts the VAT point for that charter, this means you need to pay VAT in that country on that charter. Easy? Well not as easy as it sounds, in order to pay the Vat you need to have a VAT number, so be registered for VAT in that country, account for VAT in that country and make a return with your VAT payment, it's a complicated process particularly if you plan to move around and start charters in different countries as you need different VAT numbers for each country. We have negotiated a solution that makes this process quick and easy to understand and implement, let us take care of your charter VAT, contact us for more info.

also offer our owners the chance to promote their boats directly at these shows by sending the crews to join us on the stand for one or two days, we will make a big deal about what crews are going to be with us and when, so if clients are interested in your boat they can coincide their visit with the time your crews are on the stand. Lastly we do a lot of website and google optimisation, social media and other web advertising so you can rest assured people have many ways of finding us and your boat.

Our Fees

We charge a very simple percentage fee on the charters that we sell, you will pay a flat 20% of the net charter fee (after deduction of VAT and APA from the charter fee), this is standard in the industry and is broken down as follows, if there is another broker involved in introducing the client then they get 15% as the retail broker and we get 5% as the central agent to handle contract and manage the payment, if we bring the client direct so are acting as retailer and wholesaler then we take the full 20% however we often use this commission to offer discounts and deals to our direct clients often offering 5% reductions to the clients that does not effect your bottom line.

More to Offer

As you will have seen from the above we can offer a well thought out, fair and economic way to get your boat up and running on the charter market, as you will know only too well listing her on the internet is just the start of the story, there are now endless rules and regulations to comply with, health and safety, crew regulations, local and flag state regulation, MCA coding, MLC compliance, VAT on the hull and also the charter fees, registering as a commercial vessel vs private, managing the logistics of a busy programme, organising repairs and parts and generally keeping the yacht going through the season and in the off season. We are experts when it comes to all of this and can assist you every step of the way with your charter programme, contact us with your needs and we can quickly and easily identify what you need to do and how you can best do it to get you chartering in the quickest time possible.

MCA & MLC

For Commercial Yachts registered under the UK red flag states conformity with the MCA Code of Practice is mandatory, it involves complying with a strict set of rules relating to Safety gear, construction, fireproofing etc followed by a Survey. We have been preparing yachts for the MCA coding survey for many years and offer a comprehensive package of advice, prep and survey where we can take all of the uncertainty out of getting your yacht a Coding Certificate. The MCA standard isn't just relevant to Red Flag states it's useful for yachts under other flags and as a worldwide benchmark an MCA certificate is often accepted in place of local rules. When we do your MCA coding we become your MCA managing agent so handle all the questions and queries between you and the MCA throughout the year after which you can instruct us for another year to handle your annual inspection and another year as managing agent.

The Maritime Labour Convention (MLC) became mandatory for UK flagged vessels on international voyages from 2014, it's a strict set of rules about employing crew and their welfare and safety, we have been preparing yachts for the MLC since its inception and can handle your MLC compliance alongside your MCA coding or as an additional add on. See our MCA fact sheet for more information.