APEX VOYAGER

ELITE GLOBAL VOYAGES FOR VISIONARY EXPLORERS BY

Soul Drifter
ADVENTURES

CO-OWNERSHIP PROPOSAL · KNYSNA 550 BLUEWATER CATAMARAN

JAVIER DARDER · DRAFT V4 · OCTOBER 2026

YOU ONLY ENJOY.

Everything else is solved. **Javier handles it all** — the route, the boat, the logistics and making it pay.

YOUR PART

FLY IN
the boat waits, ready

DIVE & SNORKEL
reefs, walls, turtles

KITE, WING & FOIL
coached at every spot

EAT, REST, EXPLORE
chef, cabins, islands

TAKE THE FILM HOME
your weeks, filmed

No route to plan, no boat to fix, no crew to hire, no marina to call.

JAVIER & THE CREW HANDLE EVERYTHING

01 ROUTE & WEATHER
Seasons, passages, weather windows and the next anchorage — planned.

02 BOAT & REPAIRS
Maintenance, servicing, spares, haul-outs and every fix along the way.

03 LOGISTICS
Marinas, customs, permits, provisioning, fuel, water and your transfers.

04 GALLEY & SERVICE
Flavia's menus, drinks, cabins and full guest service.

05 TOYS & COACHING
Gear rigged and ready; instruction and safety in every sport.

06 MAKING IT PAY
Unused weeks chartered, budgets and costs kept under control.

07 ADMIN & INSURANCE
Company, crew, licences, insurance and owner reporting.

08 MEMORIES
Photos and films of your weeks, delivered before you leave.

THE VISION

A five-year westward circumnavigation aboard a brand-new **Knysna 550** — starting and ending in Knysna, South Africa, where she is built — following the trade winds to the world's best wind, wave and reef destinations.

FAIRNESS
Equal shares, equal rights, clear rules.

SIMPLICITY
One company, one agreement, one manager.

POWER
Pooled capital buys a boat none of us would buy alone.

APEX VOYAGE
CO-OWNERSHIP

HASSLE-FREE
The crew runs the boat; you only enjoy it.

FREEDOM
Your weeks, anywhere on the route.

APEX LIFE
Wind, waves and reefs at their best.

WHAT WE DO

- Explore the most **remote nature**
- Dive **vibrant reefs**
- Wing foil around **paradise**
- Kitesurf **uncrowded spots**
- Join the **ecosystem**

WHO IT'S FOR

FOR YOU & YOUR PARTNER

Romantic anchorages, private chef, sunsets and adventures for two.

FOR FAMILIES

A floating school: oceans, cultures, marine life and water sports for kids, safely run by the crew.

FOR FRIENDS

Share the boat, the waves and the stories with your crew of friends.

FOR BUSINESS

Host clients and partners in places no hotel can offer.

KNYSNA
YACHT COMPANY

FOR THE SHIPYARD

A Knysna 550 sailing the world's best destinations: boat shows, sea trials, press and continuous content.

- Shortlisted World Multihull of the Year 2026 · Cruising World Boat of the Year 2027 nominee
- World premiere: Annapolis Sailboat Show, 15–18 October 2026

04 · THE BOAT

KNYSNA 550

A sleek, modern 55-ft bluewater sailing catamaran — style, luxury and performance in one package, hand-built in Knysna, South Africa.

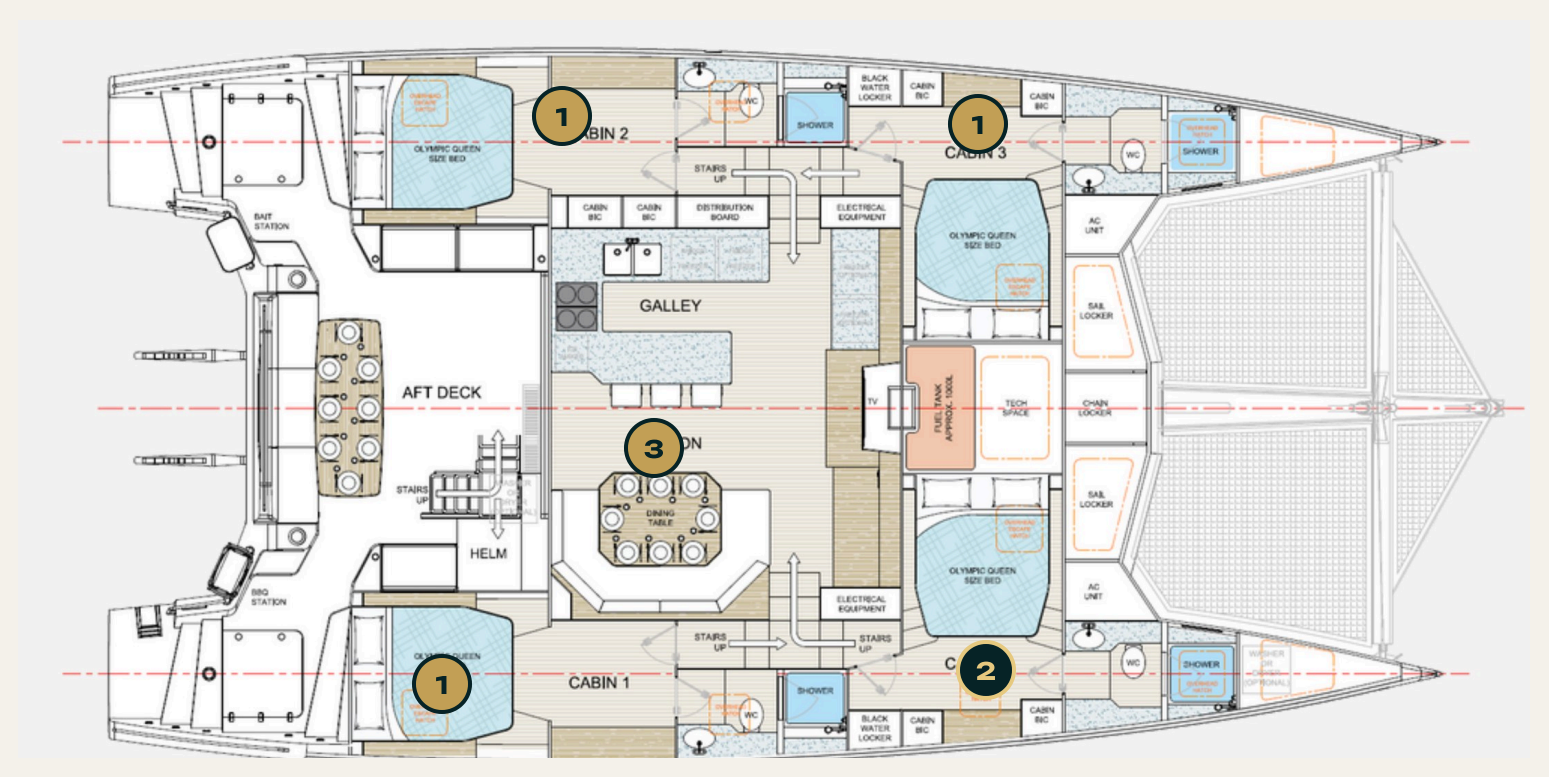
Length overall	16.55 m · 54.3 ft
Waterline length	16.15 m · 53.0 ft
Beam	8.88 m · 29.1 ft
Draft	1.44 m · 4.7 ft
Mast height above waterline	21.0 m · 68.9 ft
Mainsail / genoa	110.3 m² / 62.5 m²
Engines	2 × 57 hp Yanmar · SD60 saildrives
Fuel / water	1,000 L / 1,000 L
Watermaker	100 L per hour
Energy	4 × 24 V lithium · 4.8 kW generator · solar

TAKE THE VIRTUAL TOUR →

Knysna 550 · 360° walk-through

knysnayachtco.com/knysna-550-thesen-virtual-tour

LAYOUT & TOYS



1 CABINS 1–3 · GUESTS
3 double en-suite cabins → **max 6 guests**

2 CABIN 4 · CREW
Javier & Flavia live aboard full-time

3 SALOON · OCCASIONAL
2 more can sleep in the saloon → 8 (not ideal)

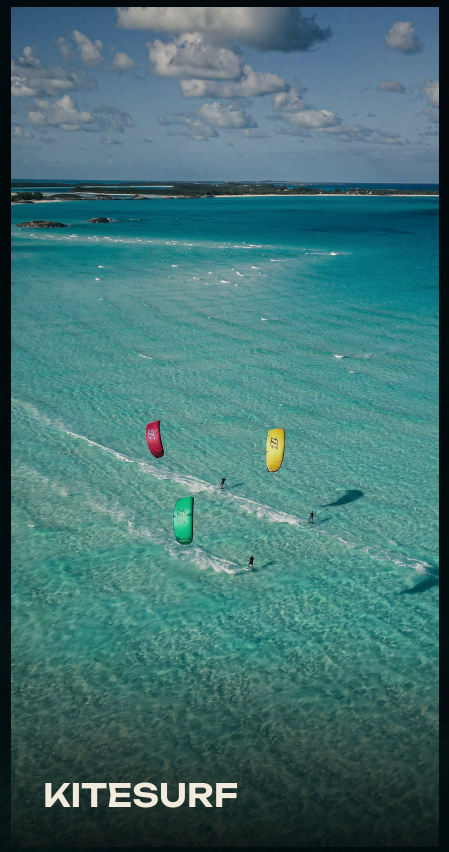
Equipment · Garmin navigation & autopilot · 3 electric winches · Rocna 55 kg + electric windlass · 100 L/h watermaker · air conditioning · ice maker & BBQ

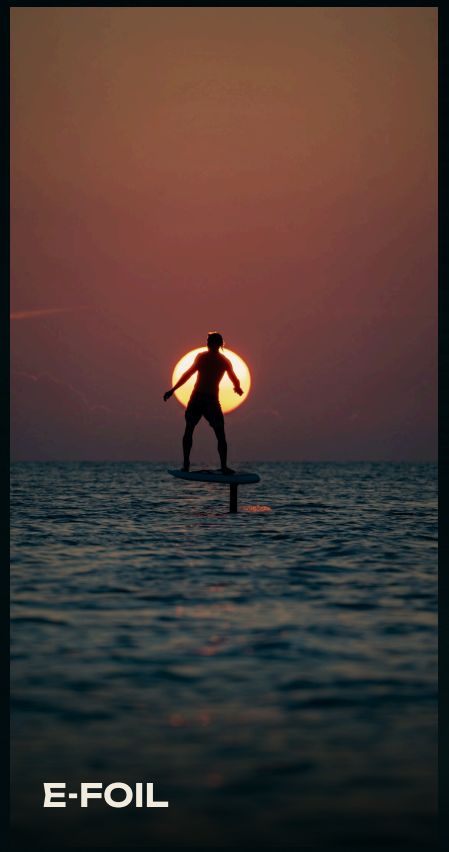
TOYS ON BOARD

budget $87,000

- Kite & wing quiver
- Surf & surf foil
- Dive & snorkel kit
- Fishing gear
- E-foil
- Paddle boards
- Tender + outboard

EVERY CONDITION, AN ACTIVITY





Kitesurfing and wing foiling when the wind is on. Surf, surf foil and paddle boards when the waves are good. Diving, snorkelling and e-foiling when the sea is calm.

Coaching on board by Javier — PADI scuba instructor, IKO kitesurf instructor and e-foil instructor.

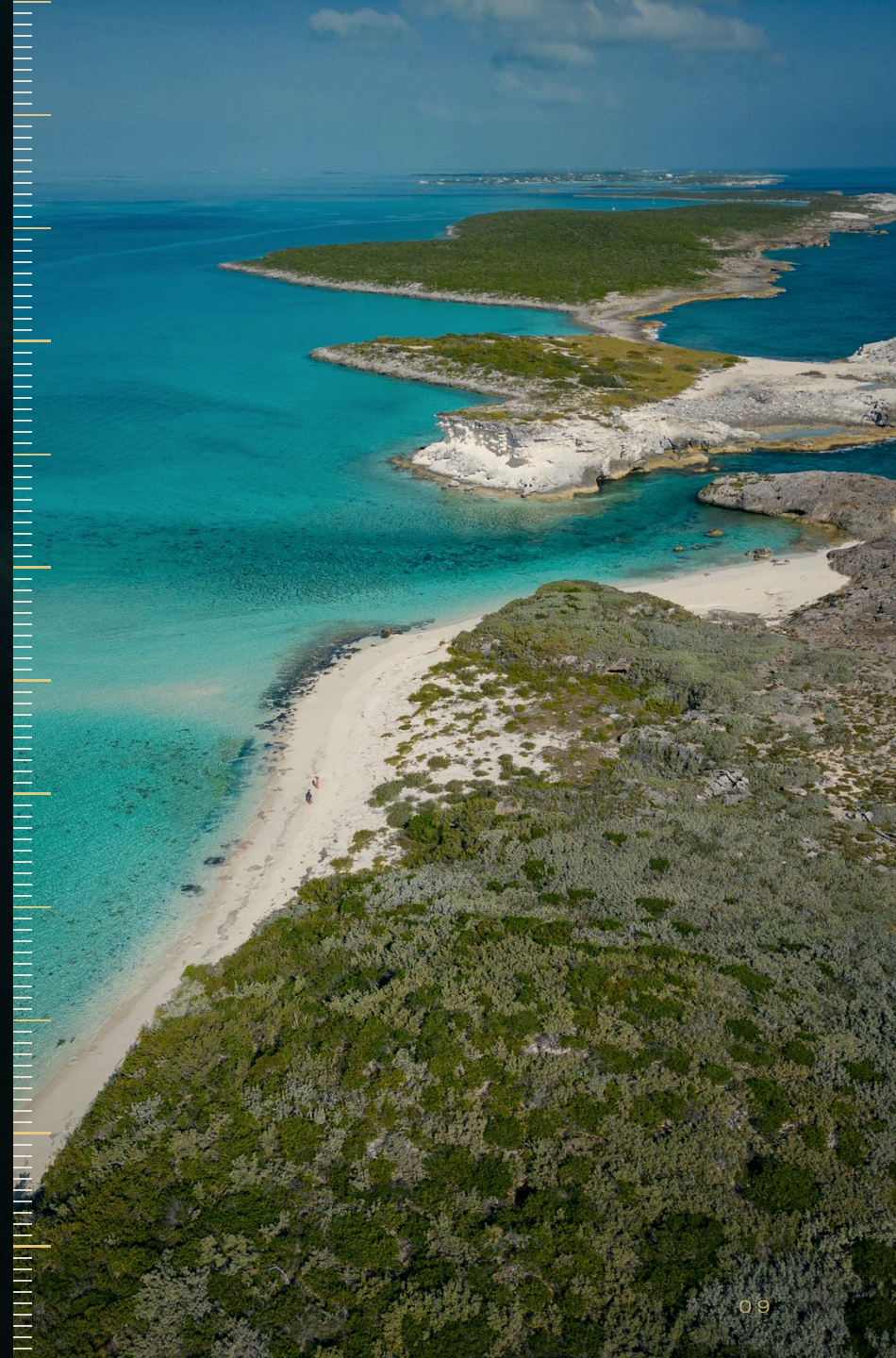
WESTWARD WITH THE TRADE WINDS

Indicative route, approx. 5 years, Knysna → Knysna. Seasons, stops and timing are set each year at the owners' meeting (weather windows, cyclone seasons, owners' wishes). Optional Mediterranean season.

DESTINATIONS

01	SOUTH ATLANTIC	Knysna / Cape Town → Brazil
02	CARIBBEAN	Grenadines · Martinique · BVI · Bahamas
03	NORTH AMERICA	USA boat-show showcase (e.g. Annapolis / Fort Lauderdale)
04	PANAMA & GALÁPAGOS	Panama Canal → Galápagos
05	SOUTH PACIFIC	Marquesas · Tuamotu · Tahiti · Bora Bora · Cook Islands · Fiji · Vanuatu · New Caledonia
06	AUSTRALIA & ASIA	Australia (boat show) → Indonesia
07	INDIAN OCEAN	Maldives · Seychelles · Mauritius · Madagascar → back to South Africa

Order and duration per region are indicative. Showcase stops can follow Knysna Yacht Company's boat-show calendar.



09 · THE APEX CREW

JAVIER

CAPTAIN · FILMMAKER · WATERSPORTS INSTRUCTOR

The energy behind the vessel: eight years living more on the water than on land, from small catamarans to a 60 m Perini Navi — leading the voyage and filming it for the guests.

3	4,000+	40+	100+
ATLANTIC CROSSINGS	NM AS DELIVERY CAPTAIN	CHARTERS AS CAPTAIN	CHARTERS AS CREW

CAREER

2025–26 · CAPTAIN, GREECE
S/Y Aranel, 51 ft Lagoon — crewed luxury charters, Ionian Sea; 20+ charters on 39–50 ft catamarans & monohulls

2020 & 2024 · KITE BOAT CRUISES
First officer, 58 ft catamaran · filmmaker · kite/wing/dive/e-foil instructor · delivery Spain → Bahamas

2022 · S/Y PERSEUS³, 60 M PERINI NAVI
Deckhand, instructor, filmmaker · Atlantic crossing West Palm Beach → Bodrum · Med season, owner aboard

2021–22 · BAKER'S BAY / BARBUDA OCEAN CLUB
Outdoor pursuits & 40+ ft powerboat captain · watersports · media for Discovery Land Co. private

LICENCES & INSTRUCTOR TICKETS

- Yachtmaster Offshore 200 GT · sail & motor
- Powerboat Level 2 · STCW · ENG1
- PADI Scuba Diving Instructor
- IKO Kitesurf Instructor
- Lift / Flite e-foil instructor
- DJI / FPV drone pilot
- Freediving, apnea & spearfishing guide

LANGUAGES · PASSPORT

English · Spanish · Portuguese · Spanish passport

10 · THE APEX CREW

FLAVIA

CHEF · STEWARDESS · DECKHAND · PERSONAL TRAINER

Calm energy and an ever-present smile. Fresh juices, premium drinks and nourishing, slow-cooked food — a healthy lifestyle shared with everyone on board, so you feel at home after every ocean adventure.

2,500+
NM AS DELIVERY CREW

40+
CHARTERS AS CREW

1,300
NM EGYPT → GREECE DELIVERY

3
LANGUAGES

CAREER

2025–26 · CREW, GREECE
Cook / stew / deckhand, S/Y Aranel (51 ft Lagoon): health-focused Mediterranean menus, guest service, provisioning, interior, deck ops & tender

2025 · FREELANCE CHARTER YACHT CHEF
Delivery crew Hurghada (Egypt) → Syros (Greece), 1,300 NM on a Lagoon 50

2024 · CHARTER YACHT CHEF
41 ft charter yacht (Blue Memories)

2023–24 · AMBROGIO RESTAURANT
Kitchen assistant: menu design, gourmet prep, inventory

LICENCES & TRAINING

- RYA Competent Crew · RYA Day Skipper
- STCW · ENG1
- Food Hygiene Level 2
- Personal Trainer degree (Argentina)
- Culinary Arts Program, South Africa (Dec 2025)

LANGUAGES · PASSPORT

English · Spanish · Italian · Argentinean passport, Spanish residence

COOKING & MENU PLANNING · PROVISIONING · PRESENTATION & PLATING · FOOD SAFETY · CABIN CARE · GALLEY & INTERIOR · GUEST SUPPORT · WELLNESS GUIDANCE · DISCRETION

ONE ACCOUNTABLE MANAGER

Owners only enjoy. **Javier runs everything else** — from the build contract to the last mile of the circumnavigation — and reports to the owners.

A LAUNCH PHASE

- Negotiation with Knysna Yacht Company
- Finding and onboarding co-owners
- Company set-up and contracts
- Investment and cash management
- Build specification and supervision
- Toys selection and boat set-up

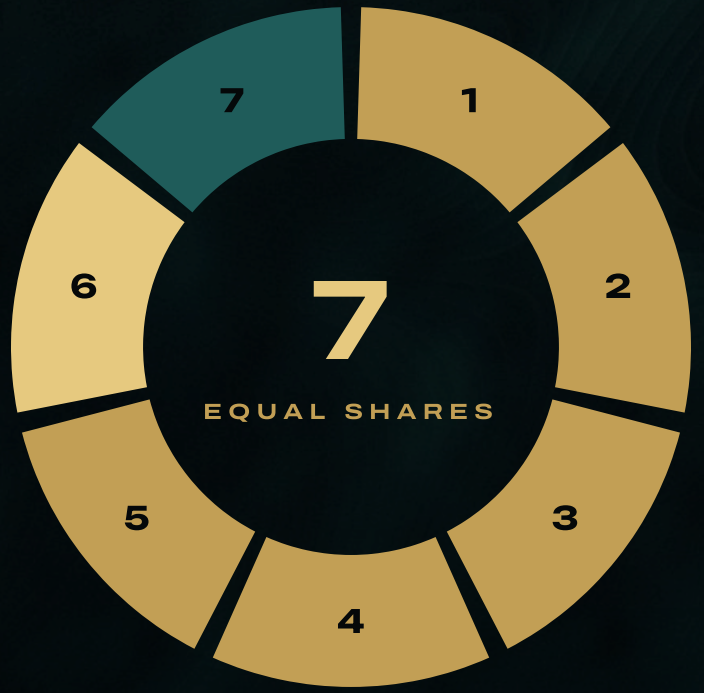
B DURING THE VOYAGE

- Route, weather and owners' calendar
- Boat, maintenance, repairs and crew
- Logistics: marinas, customs, provisioning
- Licences, insurance and budget reporting
- Charter of unused weeks — making it pay
- Photos, films and content for owners and partners

Compensation: captain salary ($70,000/yr, estimate, included in annual costs) plus one sweat-equity share (1/7) for founding and managing the project — see the vesting page.

GET MORE FOR A FRACTION

Most yacht owners use their boat only a few weeks a year, yet carry 100% of the cost. Co-ownership turns one exceptional boat, crew and route into a shared asset: a fraction of the price and the hassle, with the same experience.



- 5 private co-owners
- 1 Knysna Yacht Company (years 1–2), then sold to a new co-owner
- 1 sweat-equity share (manager)

CAPITAL & ANNUAL COSTS
split ÷ 6 between the paying shares

USAGE & RESIDUAL VALUE
split ÷ 7 — every share, including the sweat-equity share

OWNING COMPANY
one company owns the boat; a shareholders' agreement sets the rules

KNYSNA YACHT COMPANY
holds 1 of the 6 paying shares for years 1–2, then sells it

MANAGER
Javier runs the boat on the owners' behalf

$339,667	$43,417
ENTRY PER PAYING SHARE	ANNUAL COST PER PAYING SHARE

Estimates in USD; see investment and annual-cost pages. Maximum 6 paying shares; 5 private co-owners needed to start.

YOUR TIME ON BOARD

6
WEEKS / YEAR PER SHARE

42
OWNER WEEKS PER YEAR

≈10
PASSAGES · MAINTENANCE · SHOWCASE

52 weeks · gold = owner weeks · teal = ocean passages, maintenance and showcase

- **Annual owners' meeting** sets the route and the calendar for the year ahead.
- Book your weeks where you want them on the route; swaps between owners are welcome.
- **Unused weeks are chartered**; the net income goes to the owner of that week.
- The crew takes care of everything: the boat is clean, provisioned and ready when you arrive.

KNYSNA YACHT COMPANY

Knysna Yacht Company becomes a co-owner **only for the first 2 years**, uses the boat as its floating showroom, then sells its share — so the boat goes out into the world, and Knysna sends its clients to the boat for charter.

BUILD & DELIVERY
APPROX. 12 MONTHS

Owners + Knysna sign the build; delivery in Knysna.

YEARS 1–2 · SHOWCASE
KNYSNA CO-OWNER

5 private co-owners + Knysna Yacht Company (1 share). Boat shows, sea trials, press.

END OF YEAR 2
KNYSNA SELLS

Knysna sells its share at a pre-agreed price; owners have right of first refusal.

YEARS 3–5 · INTO THE WORLD
CHARTER REFERRALS

6 private co-owners. Knysna keeps sending charter clients to the boat.

PROPOSED TERMS (TO BE NEGOTIATED)

- Knysna takes **1 of the 6 paying shares**, at cost or at a discount.
- Uses its **6 weeks / year** for showcase; pays 1/6 of annual costs in years 1–2.
- Exit price formula, right of first refusal and fallback if no buyer: to be agreed.
- Javier delivers a content package licensed to Knysna (e.g. 1 video / month + photos).

FOR KNYSNA

A 550 showcased at boat shows for 2 years, then sailing the world's best cruising grounds as a live reference — with professional content and a boat to send charter clients to.

FOR THE OWNERS

Only 5 private co-owners needed to start; a pre-agreed exit for the yard's share; charter referrals from the builder.

SWEAT EQUITY & VESTING

Javier receives one share (1/7) for founding and managing the project. He does not contribute capital nor pay a share of the annual costs; his captain salary is a crew cost. The share vests over time — options for the shareholders' agreement:

01

V1 · LINEAR

Vests linearly over 5 years, with a 12-month cliff.

02

V2 · DELIVERY + LINEAR

30% vests at delivery of the boat, 70% linearly over the following 4 years.

03

V3 · HYBRID

50% linear over time + 50% linked to agreed performance targets.

COMMON CLAUSES (ALL OPTIONS)

- Early exit: Javier keeps only the vested part; the company may buy it back at appraisal.
- Removal without cause: vesting accelerates.
- Unvested shares are redistributed to the paying owners.

To be agreed between the parties and drafted by counsel.

INVESTMENT

ESTIMATES · SUBJECT TO VALIDATION

ALL FIGURES IN US DOLLARS

Knysna 550 — list price (build slot #004)	$1,855,000
Extras & options (estimate)	$96,000
Toys (estimate)	$87,000
Total investment	**$2,038,000**

Indicative price, pending Knysna Yacht Company's official quote. Other published slot prices: USD 1.75 M (Dec 2025 slot) and USD 1.32 M (Oct 2026 launch, model-550 page). Excludes delivery, VAT / registration, legal and company fees, and any shipyard discount or partnership terms.

PER PAYING SHARE (÷ 6)

$339,667

Each $100,000 of discount on the boat lowers the entry ticket by about **$16,667** per paying share.

WHO FUNDS THE 6 PAYING SHARES

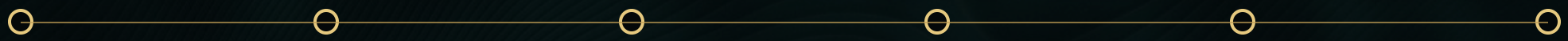
At the start: 5 private co-owners + Knysna Yacht Company (1 share, at cost or discount — to be negotiated). From year 3: Knysna's share sold to a new co-owner.

Payment schedule: next page — to be confirmed by Knysna Yacht Company.

PAYMENT SCHEDULE & BUILD MILESTONES

TO BE CONFIRMED BY KNYSNA YACHT COMPANY

#	MILESTONE	TRIGGER / BUILD STAGE	% OF PRICE	AMOUNT (USD)	TARGET DATE
1					
2					
3					
4					
5					
6					
7					
	Total		**100%**		



SIGNING
Date: TBC

BUILD
Date: TBC

LAUNCH
Date: TBC

SEA TRIALS
Date: TBC

DELIVERY IN KNYSNA
Date: TBC

FIRST OWNERS' MEETING
Date: TBC

Build time approx. 12 months from signing. Milestones, percentages and dates will follow Knysna's official schedule; owners' capital calls will mirror it pro rata.

ESTIMATES · SUBJECT TO VALIDATION

ANNUAL RUNNING COSTS

OPERATIONS

Maintenance	$23,000
Insurance	$17,000
Marinas	$17,000
Crew food	$4,500
Diesel	$2,500
Dinghy	$2,500
Outboard	$2,500
Kite gear	$3,500
Dive gear	$6,000
Subtotal	**$78,500**

CREW SALARIES — CREW OF 2

Captain & Manager — Javier Darder	$70,000
Chef & Hospitality — Flavia	$60,000
Relief crew, day help & instructors	$52,000
Subtotal	**$182,000**
Total per year	**$260,500**

Estimates. Salary lines are estimates (no amounts stated in the reference deck). Insurance and maintenance are placeholders pending a bluewater insurance quote and a maintenance plan for a Knysna 550.

PER PAYING SHARE

$43,417

per year (÷ 6)

$217,083 over 5 years

Years 1–2: Knysna pays 1/6.

Add-ons, toys, running costs, salaries and charter figures are USD estimates converted from the original EUR budget at 1 EUR = 1.16 USD and rounded (≥10k → nearest 1,000; 1k–10k → nearest 500; <1k → nearest 100).

ESTIMATES · SUBJECT TO VALIDATION

CHARTER RECOVERY

Any week an owner does not use can be chartered to guests through brokers. The crew is already paid, so each charter week generates a high net contribution for the owner of that week.

Charter price per week	$34,000
Broker commission (20%)	–$6,800
Guest food	–$2,000
Fuel	–$700
Cleaning	–$600
Net income per charter week	**$23,900**

Charter rate to be validated for a Knysna 550 with crew and toys in each region.

ANNUAL BREAK-EVEN PER SHARE

≈1.8 CHARTER WEEKS / YEAR

cover the $43,417 annual cost of one share.

- Each share has 6 weeks a year: use them, charter them, or mix.
- 1 charter week ≈ $23,900 net to the owner — about 55% of a year's running costs.
- Charter bookings are managed by Javier together with brokers — and **Knysna Yacht Company refers its clients** to the boat (terms to be agreed).

ESTIMATES · SUBJECT TO VALIDATION

FIVE-YEAR SUMMARY

PER PAYING SHARE, 5 YEARS (USD)

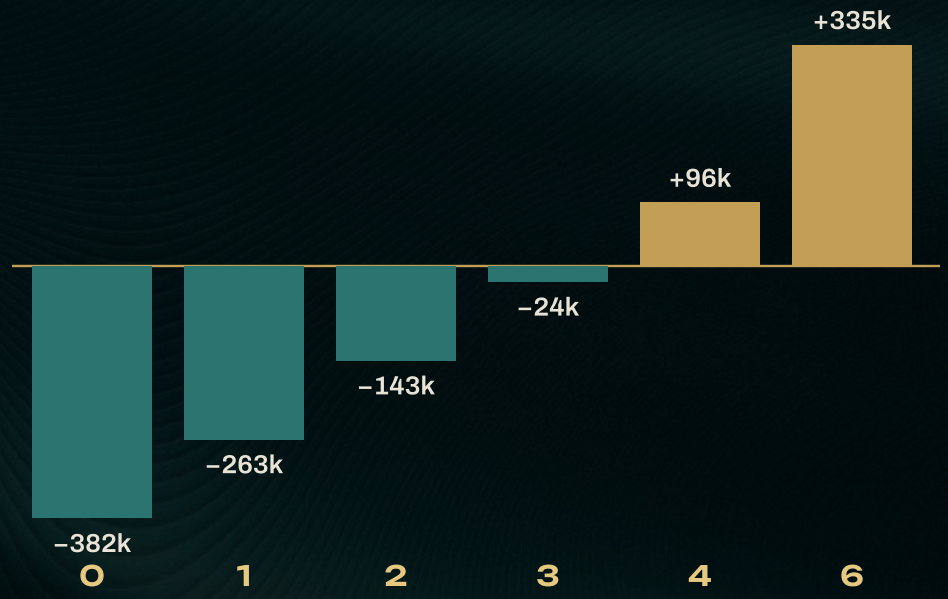
Investment per paying share	–$339,667
Running costs, 5 years	–$217,083
Residual value (60% of $2,038,000, ÷ 7)	+$174,686
Net result, no charter	**–$382,064**

Without charter: ≈ **$12,735** per week of use (30 weeks over 5 years), for a crewed 55 ft catamaran in the world's best destinations.

WITH CHARTER OF OWN WEEKS

CHARTER WEEKS / YR	NET OVER 5 YEARS	OWN WEEKS LEFT / YR
0	–$382,064	6
1	–$262,564	5
2	–$143,064	4
3	–$23,564	3
4	+$95,936	2
6	+$334,936	0

NET RESULT BY CHARTER WEEKS PER YEAR



Estimates for discussion only: indicative boat price, assumed residual value of 60% after 5 years, unvalidated cost and charter assumptions. Excludes taxes, financing and FX. Not an offer of securities or a guarantee of returns. Knysna's share is held for years 1–2 and then sold; per-share figures are the same for every paying share.

NEXT STEPS

01 **AGREE TERMS WITH KNYSNA YACHT COMPANY**
Build slot and official quote, configuration, 1 share for years 1–2, exit price formula and charter referrals.

02 **VALIDATE THE NUMBERS**
Bluewater insurance quote, charter rates per region, crew costs and maintenance plan.

03 **CO-OWNER CONVERSATIONS**
Secure 5 founding co-owners (non-binding expressions of interest first), with Soul Drifter Adventures' network; line up a buyer for Knysna's share from year 3.

04 **COMPANY & AGREEMENT**
Set up the owning company and shareholders' agreement: vesting, Knysna exit, right of first refusal.

05 **SIGN THE BUILD · SET SAIL**
Sign the build contract → approx. 12 months build → delivery in Knysna → first owners' meeting → set sail.

THANKS FOR YOUR TIME

YOU ONLY ENJOY · WE HANDLE THE REST

JAVIER SÁNCHEZ DARDER

FOUNDER · CAPTAIN & MANAGER

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