

BOAT LEASING WITH A PURCHASE OPTION

A loan is a commitment and must be repaid.
Check your ability to repay before signing a contract.

1 THE BASICS OF LEASING WITH A PURCHASE OPTION

A STRAIGHTFORWARD OPERATION

Leasing with a purchase option is a financing solution that lets you **lease a sailboat or motorboat with the possibility of purchasing it at the end of the contract** at a price agreed at the outset.

With this type of financing, you do not immediately become the owner of the boat that you use. You first lease it in accordance with the conditions set out in your leasing contract: the amount of the leasing fees, the duration of the lease, the contribution of an additional initial payment or not, etc.

At the end of the contract, you can become the owner of the boat by exercising the purchase option.

A FLEXIBLE AND ADJUSTABLE FINANCING SOLUTION

You can choose:

- > **The duration of the leasing period**, between 3 and 10 years
- > **The frequency of your due dates**: monthly or quarterly
- > Whether or not to contribute a higher initial payment to reduce the subsequent monthly leasing fees (maximum 50% of the purchase price incl. VAT)

2 A FINANCING SOLUTION SPECIALLY ADAPTED TO:

- > Give you the benefit of a **new or recent boat** valued at more than €30,000 and equipped to sail in the deep-sea category (more than 6 miles from the coast). Accessories can also be financed (outfitting, sails, on-board electronics, etc.)
- > **Optimize your assets**, without disinvesting your savings

However, some types of boat cannot be financed by BPCE Lease:

- > Boats intended for competition,
- > Training boats
- > Boats intended for sublease
- > Unique boats and prototypes produced individually
- > Boats intended for the carriage of passengers or goods in return for a fee
- > Similarly, intangible costs cannot be financed: the cost of registering the boat in France, port taxes, boat maintenance and repair, technical inspections, insurance, etc.

3 THE ADVANTAGES

AN OPTIMIZED ARRANGEMENT

- > In terms of assets, **you do not need to disinvest your savings** to acquire your boat
- > You get the **benefit of personalized support** and a financial package that is optimized for your personal situation

GREATER FLEXIBILITY

- > The cost of **equipment for your boat can also be financed** by the lease with a purchase option, so you can have a well-equipped boat
- > The **boat leasing contract with a purchase option is transferable**: you can transfer the contract to a third party who will continue to benefit from the advantages of the arrangement.

4 HOW IT WORKS

1. **You select the boat** according to your wishes, and you freely negotiate with the dealer of your choice the terms of sale and buy-back.
2. **BPCE Lease takes care of purchasing the boat** from the selected dealer⁽¹⁾. Once your boat is delivered, you benefit from a constant monthly leasing fee.
3. The boat is at your disposal as if you had bought it in cash or on credit
4. At any time, the BPCE Lease teams are on hand to answer any questions you may have about your contract: endorsements, optional services, accident claims, and so on.
5. **At the end of the contract**, you have the option of becoming the owner of the boat for a price set in advance (the purchase option defined at the time of signing the contract, generally between 0.1% and 1% of the purchase price)

5 ADDITIONAL SERVICES OFFERED

For greater peace of mind and a more wide-ranging service, you can include the following optional service:

- > An insurance policy covering the risks of **death, permanent total disability, and work stoppage**⁽²⁾ due to temporary incapacity.

TO TAKE OUT A POLICY

Contact a branch of a BPCE banking group institution

(1) Subject to acceptance of your application and after expiry of the legal withdrawal period. – (2) Death, Permanent Total Disability, and Work Stoppage insurance is a contract with BPCE Vie, a public limited company under French law (S.A.) with registered capital of €144,455,776, registered on the commercial register (RCS) of Paris under no. 349.004.341, governed by the French Insurance Code.

A loan is a commitment and must be repaid. Check your ability to repay before signing a contract.