



# LETTER FROM THE CEO

Dear Clients and Partners,

We would like to formally introduce ourselves, we are an international luxury yacht advisory company with headquarter offices based in Monte Carlo and London, and representative offices based in Milan, Dubai, Miami, Bodrum, New York and Montenegro. We specialize in yacht sales, charter, and management to our HNWI clientele. Our offices and partnerships are worldwide providing the best service to our international clients. We always deliver above and beyond for the client, as we have the team depth and experience to manage all expectations from point of enquiry to the end of the charter at the highest standard.

The strengths of our services summarized:

- Access to the all of the super yachts available for charter, almost 2000 around the world
- Expert knowledge based on many years of experience
- Fast, efficient and reliable 24/7 Super Yacht Brokerage service in both sales and charter
- Excellent on & off market access, as well as remote and exotic locations
- Intimate knowledge of the cruising destinations and charter itineraries
- Striving to always achieve the perfect solution, based on the client's needs
- Never beaten on price – we are expert negotiators, offering the best possible rates

Moreover, we are delighted to announce the opening of our new Montenegro and New York offices! Royal Yacht Brokers is available for any sales and charter enquiries 24/7 worldwide.

With kindest regards,

Tommaso Chiabra and Manuele Thiella

Two handwritten signatures in black ink, one on the left and one on the right, corresponding to the names mentioned in the text above.