CLASSIC YACHT CHARTERS

Taveuni, Fiji | Preliminary Business Plan | 3 November 2026

Three-vessel fleet: Sea Breeze III and two approximately 50-foot classic timber sailing yachts

Prepared for investment and commercial feasibility discussion. All financial figures are indicative Fiji dollars (FJD) unless stated otherwise.



Sea Breeze III — flagship classic motor yacht

1. Executive summary

Establish a premium private yacht charter operation based near Matei, Taveuni, comprising the approximately 100-foot classic motor yacht Sea Breeze III and two approximately 50-foot traditional timber sailing yachts. The business will serve private resort guests, families, small VIP parties, larger groups and multiday travellers. It will differentiate itself through authentic classic vessels, attentive hospitality, tailored itineraries and a shore base at Maravu Resort.

The planning capital requirement is FJD 4.90 million, including FJD 3.00 million for the motor yacht and launch, FJD 1.20 million for two sailing yachts, and FJD 0.70 million for staff accommodation. The existing wharf near Matei is assumed available and suitable; no wharf construction is budgeted.

The base scenario projects FJD 2.138 million annual sales, FJD 1.50 million preliminary operating expenditure and FJD 637,500 operating surplus before depreciation, financing, income tax and exceptional refits. These are unvalidated planning estimates. Demand is the primary investment risk.

2. Business proposition and positioning

The fleet will offer entire-vessel private charter rather than individual ticket sales. Sea Breeze III provides larger-scale luxury entertaining, dining and extended voyages. The sailing yachts provide quieter, more intimate traditional sailing, and can be chartered independently or in coordination with the flagship.

Primary sales channels: luxury resorts including Laucala Island, Taveuni Palms, Raiwasa, Matangi and Qamea; concierge and travel agents; direct web enquiries; destination management companies; private events and repeat customers. No referral or supply agreement is assumed to exist.

3. Fleet and operating specification

Vessel	Role	Planning capacity / status
Sea Breeze III	Flagship motor yacht; VIP, group, overnight	Approx. 30.48 m; reported 12 overnight guests; advertised daytime capacity up to 20, subject to verification
Classic sailing yacht 01	VIP sailing, day and multiday	Approx. 15.2 m; 4–6 overnight guests targeted; day capacity to be certified
Classic sailing yacht 02	VIP sailing, day and multiday	Approx. 15.2 m; 4–6 overnight guests targeted; day capacity to be certified

Acquisition criteria: documented hull integrity and survey history, commercial suitability, safe machinery and rigging, cyclone and insurance eligibility, comfortable guest accommodation, tender arrangements and maintenance support. Classic timber vessels may require materially higher ongoing care than modern composite vessels.

4. Base, facilities and staff housing

Operations are based near Matei with an assumed suitable existing wharf. Maravu Resort is proposed as the staff accommodation and logistical base, subject to a land-use and services agreement. Provide one separate private bure for the Sea Breeze III captain, two private skipper bures for the sailing yachts, shared accommodation for other non-local crew, and communal kitchen, laundry, living and storage facilities. Local employees may not require housing.

Accommodation construction allowance: FJD 700,000. This is a preliminary provision, not a priced design. Legal arrangements must clarify land tenure, building ownership, access, utility connections, cyclone design, repairs and termination rights.

5. Location

The proposed charter fleet will be based near Matei on the northern coast of Taveuni, Fiji, using an assumed suitable existing wharf and crew accommodation at Maravu Resort. Matei Airport provides access for domestic visitors, while Taveuni's position alongside the Somosomo Strait places a varied collection of islands, reefs and coastal destinations within the wider charter region.



Figure — Photograph of local nautical chart F52, Natewa Bay to Nanuku Passage, supplied for geographic context. This photograph is not a current navigational chart.

Laucala Island lies northeast of Taveuni, near Qamea and Matangi. Its exclusive private-island resort is a potential source of premium charter clients, subject to independent commercial arrangements. Its guests have access to resort-organised marine experiences, so the proposed business would need to demonstrate a distinct offering rather than assume referral demand.

Qamea and Matangi offer sheltered coastal scenery and opportunities for private cruising, subject to local permissions, sea conditions, reef protection and safe anchorages. Longer itineraries may extend toward Rabi, Vanua Levu and the Somosomo Strait, including access to the Rainbow Reef diving region.

Nanuku requires careful identification: the chart is titled "Natewa Bay to Nanuku Passage", but this does not establish that an island named Nanuku lies beside Laucala. Published geographic references also identify Nanuku Island and Nanuku Passage in other parts of Fiji. The exact island intended for this proposal must

therefore be confirmed on an authoritative chart before it is presented as a nearby charter destination.

Commercial significance: the location combines access to high-end island resorts, scenic day-cruise routes, reef and diving experiences, and potential multiday cruising. The investment case nevertheless depends on confirmed resort partnerships, demand, charter permissions and commercially appropriate berth access.

6. Charter products and indicative tariffs

Charter	Motor yacht VIP 2–4	Motor yacht group	Sailing yacht VIP	Sailing yacht group
Sunset (2 h)	3,000	7,500	1,800	3,500
Half day (4 h)	4,500	11,000	2,800	5,500
Full day (8 h)	6,500	16,000	4,500	8,500
Overnight/ day	13,500	30,000*	7,500	Quote / certified berths

*Large-group overnight rates apply only within certified sleeping capacity, not to 20 overnight passengers. Group day rates are also subject to passenger certification. Tariffs are proposals, not confirmed market-clearing prices; inclusions, fuel surcharges and resort commissions require definition.

7. Charter itineraries

Illustrative routes: Matei–Qamea–Matangi day charters; private sailing and snorkelling in appropriate sheltered waters; Somosomo Strait, Rainbow Reef and Viani Bay itineraries; Rabi and Kioa multiday voyages; longer Savusavu programmes. Each itinerary requires route, weather, reef-access, mooring, dive-operator and permit review. Laucala access must not be represented as assured.

8. Staffing and service delivery

Function	Permanent positions
Sea Breeze III: captain, engineer/deck officer, deckhand, chef, two stewards	6
Sailing yachts: two skippers, two deckhands/hosts	4
Reservations / administration	1
Total	11

Use additional casual hospitality and relief crew for large groups and busy periods. A minimum safe manning determination, qualifications, medical fitness, work

permits where applicable and guest-service training are required. Crew accommodation at Maravu is a staff retention and service-quality measure.

9. Market evidence and demand qualification

The earlier research identified a reported 2025 Fiji yachting survey sample of 241 charter-days across eight vessels (30.1 days per vessel), and a historical superyacht sample of 70 charter-days across six vessels in 2018. These figures have not been independently audited for this plan and may represent different business models from locally based day-charter operators. They are useful downside signals, not direct occupancy forecasts.

Before investment commitment, obtain booking histories or written indications from comparable Fiji operators, resort concierge managers, yacht brokers and marina representatives. Test willingness to pay, likely charter mix, seasonality, referral commissions, cancellations and realistic annual operating availability. Seek expressions of interest or distribution agreements from at least three resort partners.

10. Capital investment

Capital item	FJD
Sea Breeze III purchase and initial launch budget	3,000,000
Two sailing yachts, surveys, refits and charter equipment	1,200,000
Maravu staff accommodation and site facilities	700,000
Total indicative capital	4,900,000

Sea Breeze III allowance includes indicative acquisition 2.30m, surveys/legal 60k, air-conditioning/refit 180k, safety equipment 110k, marketing 50k and working capital 300k. Yacht pricing and currency conversion must be reconfirmed. The two sailing yachts are not yet selected. The capital allowance may be inadequate if major structural timber repairs are discovered.

11. Revenue scenarios

Revenue is based on full-day VIP/group and overnight charter-days; sunset trips, half-days and events are not separately added. Each overnight charter-day is counted once. This avoids double-counting days.

Annual charter-days	Low demand benchmark	Conservative	Base	Strong
Sea Breeze III	30	60	105	160

Sailing yacht 01	30	50	90	140
Sailing yacht 02	30	50	90	140
Fleet total	90	160	285	440
Vacancy vs 720 available days	87.5%	77.8%	60.4%	38.9%

Correction to earlier discussion: the conservative scenario contains 60 motor-yacht days plus 50 per sailing yacht = 160 fleet charter-days, not 155. The strong scenario contains 160 plus 140 plus 140 = 440, not 420. The 240 available days per yacht is itself a planning assumption.

FJD per year	Low demand benchmark*	Conservative	Base	Strong
Sea Breeze III	225,000	602,500	1,107,500	1,760,000
Sailing yacht 01	225,000	280,000	515,000	830,000
Sailing yacht 02	225,000	280,000	515,000	830,000
Total revenue	675,000	1,162,500	2,137,500	3,420,000

*Low-demand benchmark uses a simplified blended FJD 7,500 revenue per sold charter-day for all vessels, not a detailed vessel-by-vessel booking mix. The other three columns use the previously agreed detailed charter mixes and rates.

12. Operating expenditure and profitability

Base-case overhead	FJD/year
Crew wages	440,000
Fuel	260,000
Maintenance and routine refit	250,000
Insurance and compliance	130,000
Catering and supplies	140,000
Sales commissions	110,000
Berthing and administration	105,000
Staff accommodation operations	65,000
Total	1,500,000

Annual result	Low benchmark	Conservative	Base	Strong
Revenue	675,000	1,162,500	2,137,500	3,420,000
Indicative overhead	1,250,000	1,350,000	1,500,000	1,800,000

Operating surplus / (loss)	(575,000)	(187,500)	637,500	1,620,000

Overheads are illustrative estimates; low-demand costs are a newly introduced sensitivity assumption. In particular, commissions, fuel and catering must vary with charter mix and usage. The base operating surplus is about 13.0% of initial capital; this is not an equity return, distributable cash flow or audited EBITDA. Debt service, taxes, depreciation, periodic major timber refits and replacement capital are excluded.

13. Key risks and controls

Risk	Proposed control
Insufficient paid charter-days	Stage acquisitions; secure resort distribution commitments; model 30-day benchmark and seasonal cash reserve
Timber hull / machinery defects	Independent pre-purchase surveys, haul-out inspection, rigging and engine tests; substantial contingency
Commercial certification and passenger limits	Written Fiji maritime approval for each vessel, route, crew complement and passenger count before marketing
Cyclone and weather downtime	Approved shelter/haul-out plans, suitable insurance, conservative operating calendar
Operating cost escalation	Obtain fuel, maintenance, crew, insurance and dry-dock quotations; stress-test margins
Maravu land and housing rights	Written long-term agreement covering improvements, occupancy and termination
Concentration in resort referrals	Multiple distribution partners, direct sales and transparent commissions
Financing and liquidity	Maintain cash reserve; no acquisition until funding and downside serviceability established

14. Government incentives and approvals

Investigate applicable Fiji investment and tourism incentives, including Tax Free Region provisions for Taveuni and any qualifying tour-operator allowance. Eligibility depends on current law, investment classification, ownership, approvals and potential restrictions on used vessel acquisitions. No incentive benefit is included in the financial model. Obtain written advice from Investment Fiji, Fiji

Revenue and Customs Service and Fiji maritime authorities before relying on concessions.

15. Implementation and decision gates

Stage	Deliverables
1 — Market validation	Resort interviews; competing operator booking evidence; pricing tests; charter-day forecast
2 — Vessel due diligence	Sea Breeze III survey and legal review; shortlist two timber sailing yachts; certification advice
3 — Shore base agreement	Maravu land and housing terms; concept design; cost estimate; existing wharf rights
4 — Financial close	Detailed five-year integrated cash flow, finance terms, contingencies, insurance quotes
5 — Launch	Crew recruitment, training, licensing, booking systems, resort contracts, staged vessel commissioning

16. Investment recommendation

Proceed to structured feasibility and commercial validation, not unconditional acquisition. A three-vessel classic charter fleet is distinctive, but the difference between 30 and 95 paid days per vessel annually determines whether the venture can cover its overheads. A staged strategy—secure resort demand, validate Sea Breeze III, then acquire the sailing yachts as bookings justify—would reduce capital-at-risk. A full five-year cash flow, monthly seasonality, debt structure and exit valuation should be prepared before offering investment terms.

Appendix — Assumptions requiring confirmation

Purchase price/currency; vessel ownership and title; timber condition; air conditioning and machinery; passenger limits; charter licences and taxes; berth and wharf rights; insurance; crew salary levels and housing needs; Maravu land agreement; Fiji incentives; resort commissions and booking commitments; cyclone operating restrictions; realistic available days and maintenance downtime.

Location — Destination photographic references

The following location photographs have been selected as references for the illustrated investor edition. Source links are supplied for viewing and image licensing. They have not been embedded because downloadable licensed originals were not available.

Laucala Island

Aerial view of the island and its encircling reef. The private island resort represents a potential source of high-value charter guests; no commercial referral arrangement is assumed.

Image reference: https://fathomaway.com/worlds-most-romantic-hotels-2016/

Qamea Island

Tropical beachfront resort, gardens and coral-fringed coast. Potential destination for small-group island excursions and snorkelling charters.

Image reference: https://www.agoda.com/qamea/maps/taveuni-fj.html

Matangi Island — Horseshoe Bay

Distinctive forested horseshoe-shaped bay, turquoise reef and secluded coastline. Potential destination for classic sailing excursions, subject to navigation and local access permissions.

Image reference: https://www.afar.com/journeys/island-adventure-travel-itinerary-for-couples-in-fiji

Taveuni and surrounding waters

Taveuni coastline, reef and secluded bays provide the fleet's principal geographic setting. The charter base is proposed near Matei.

Image reference: https://www.fiji.travel/deals-and-offers/accommodations/the-remote-resort

Nanuku Island / Nanuku Passage

Nanuku Passage appears in the title of the supplied nautical chart. An independently verified photograph of the relevant Nanuku Island has not yet been identified; do not substitute imagery of Nanuku Resort on Viti Levu.

Image rights: Obtain permission or use suitably licensed Tourism Fiji images before external publication. Nautical chart imagery is for geographic illustration, not navigation.

Island ownership and commercial partnerships

Preliminary investor due diligence | 3 November 2026

The names below identify publicly reported owners or resort operators, not verified registered land title. Commercial access, landing and anchoring permissions must be checked separately. No partnership is presently agreed.

Laucala Island

Public ownership / operator information: Laucala Island Resort Pte Limited is the resort operating entity; the Mateschitz family, including Mark Mateschitz, is publicly identified with the ownership. The resort closed for renovations in January 2026 and its former COMO management agreement ended.

Commercial opportunity: Seek an introductory discussion with resort management about exclusive private charters, yacht transfers and guest experiences after reopening.

Due diligence: Verify current resort management, permitted landing and anchorage arrangements, and registered title or lease.

Matangi Island

Public ownership / operator information: The Douglas family has owned the island since 1878 and operates Matangi Private Island Resort.

Commercial opportunity: Discuss boutique private sailing charters, guest transfers, and pre-arranged shore experiences.

Due diligence: Confirm current contracting entity and written permission for landing, guest transfers and anchoring.

Qamea Island

Public ownership / operator information: There is no established single owner of the whole island. Qamea includes villages, customary landholdings and private or leased operations; the Douglas family also reports a farming property there.

Commercial opportunity: Develop arrangements with resort operators and relevant customary landowning communities for locally hosted shore experiences.

Due diligence: Identify individual parcels, customary landowning units, TLTB leaseholders and any required permissions for each proposed stop.

Nanuku / Nanuku Levu

Public ownership / operator information: Current registered ownership and any leaseholder remain unverified; these island names must not be conflated.

Commercial opportunity: Potential scenic cruising and snorkelling destination, subject to navigational safety and permissions.

Due diligence: Verify the precise island coordinates, registered title, current lessee, customary interests, marine access and reef restrictions before marketing landings.

Land tenure and access checks

Fiji has iTaukei customary land, freehold and State land. The iTaukei Land Trust Board administers many customary-land leases, while the Registrar of Titles maintains title and deeds records. A resort operator is not necessarily the legal landowner. Marine use and access rights must be independently checked; no general right to land on a private island should be assumed.

Priority engagement sequence

1. Confirm Sea Breeze III and sailing-yacht charter certifications and operating waters. 2. Approach Laucala and Matangi management for preliminary partnership discussions. 3. Map proposed Qamea landings and consult the relevant communities and operators. 4. Commission a title/lease and access review for Nanuku before offering it as a charter stop. 5. Obtain written commercial and operational agreements before forecasting partner-generated bookings.

Public sources for verification

- Laucala official imprint: https://www.laucala.com/imprint
- Fiji Prime Minister's Office, Air Laucala hangar and owner reference: https://www.pmoffice.gov.fj/pm-rabuka-commissions-air-laucala-hangar-visitor-experience-bar-raised/
- Laucala renovation and management report (20 February 2026): https://latteluxurynews.com/2026/02/20/laucala-island-parts-way-with-como/
- Matangi resort ownership and history: https://matangiisland.com/about-and-location/
- TLTB ownership and rights: https://tltb.com.fj/ownership-and-rights/
- Registrar of Titles: https://www.justice.gov.fj/registrar-of-land-titles-deeds-office/