nextsail

CERTIFIED PRE-OWNED

BUYING & SELLING YOUR YACHT

CERTIFIED PRE-OWNED
RELIABLE WORLDWIDE



Nextsail is Vélite's certification label dedicated to pre-owned Fountaine Pajot and Dufour yachts less than 10 years old.

It has been created to bring greater clarity, consistency and confidence to the pre-owned yacht market.

Eligible yachts are assessed against predefined criteria, inspected through a controlled process and offered with dedicated warranty protection.

ONE GLOBAL STANDARD. WHEREVER YOU ARE.

Buying a pre-owned yacht should come with confidence in what you are buying.

Nextsail establishes one consistent framework for eligible Fountaine Pajot and Dufour yachts, wherever the yacht is located.

CERTIFIED
Meets strict and predefined eligibility criteria

INSPECTED
Assessed through a controlled and standardised process

PROTECTED
Supported by dedicated warranty coverage

ALIGNED
The yacht is presented and assessed against one consistent global standard.

Nextsail combines professional verification, transparency and warranty-backed protection to make a pre-owned yacht easier to understand and easier to trust.

IS MY YACHT ELIGIBLE FOR NEXTSAIL?

Nextsail currently applies to pre-owned Fountaine Pajot and Dufour yachts less than 10 years old. For example, in 2026, yachts built in 2016 or later are eligible, while yachts built in 2015 are not.

WHY NEXTSAIL ?
A CLEARER WAY TO BUY & SELL PRE-OWNED

The pre-owned yacht market can vary significantly from one yacht to another.

Nextsail introduces a consistent framework designed to provide buyers and sellers with clearer information and greater confidence.

for **BUYERS**

Clear information
Access structured information about the yacht and its condition.

Independent inspection
The yacht is assessed through a defined inspection process.

Dedicated warranty
Benefit from dedicated warranty protection against covered hidden defects, subject to programme conditions.

Greater confidence
Make a purchase decision with a clearer understanding of the yacht.

You understand what you are buying. You are protected.

for **SELLERS**

Objective assessment
Your yacht is assessed against predefined Nextsail criteria.

Clear positionning
Certification provides a structured way to present the yacht to potential buyers.

International exposure
Your yacht benefits from the reach of the Vélite international brokerage network.

Additional brand visibility
Where applicable, certified yachts can benefit from visibility through relevant Fountaine Pajot and Dufour channels.

Your yacht is easier to understand, easier to trust and easier to sell.

WHAT DOES NEXTSAIL CERTIFICATION MEAN ?

Nextsail certification is based on a controlled assessment process designed to verify that an eligible yacht meets the programme's predefined requirements.

The assessment covers the yacht's identity, condition and key areas relevant to its use and sale.

THE INSPECTION IDENTIFIES



The objective is not simply to inspect a yacht.

It is to establish whether the yacht meets the Nextsail requirements for certification.

THE NEXTSAIL CERTIFICATION PROCESS

01 IDENTIFY

The yacht's identity and eligibility are confirmed.
Brand, model, year of build, yacht name, home port and HIN are recorded.

02 INSPECT

An independent professional inspection is conducted according to the Nextsail process. The yacht's condition and key technical areas are assessed.

03 ASSESS

The findings are reviewed against the predefined Nextsail criteria.
Any non-conformities or recommendations are identified and documented.

04 VALIDATE

The yacht is certified when the Nextsail requirements are met.

05 PRESENT

The certified yacht is professionally presented and marketed through the Vélite network and relevant distribution channels.

06 PROTECT

The certified yacht is offered with dedicated warranty protection, subject to the programme conditions.

ONE Process. **ONE** Standard. **ONE** Clearer pre-owned experience.

NEXTSAIL LISTING CONTRACT
AN EXCLUSIVE SALES MANDATE FOR CERTIFIED YACHT

Nextsail certified yachts are marketed under an exclusive 12-month mandate through Vélite.

The mandate combines certification, professional presentation, international distribution and transaction management.



INCLUDED

- Nextsail certification process
- Independent inspection
- Professional photography
- 360° virtual tour
- International Vélite network distribution
- Relevant Fountaine Pajot and Dufour channels
- Leading yacht marketplaces
- Targeted international marketing
- Buyer enquiry and visit management
- Negotiation and transaction coordination
- Dedicated warranty protection, subject to programme conditions

BROKERAGE COMMISSION 8.3% EX VAT

NO SALE NO BROKERAGE

Brokerage fees are payable only upon the successful sale of your yacht, according to the terms of your sales mandate.

WARRANTY PROTECTION
CERTIFIED PRE-OWNED. PROTECTED.

12-MONTH WARRANTY

The applicable warranty conditions, exclusions and coverage limits are defined in the Nextsail warranty documentation.

Certification and warranty protection are subject to the Nextsail programme conditions

THE NEXTSAIL WAY TO SELL FROM CERTIFICATION TO COMPLETION





1 | VALUATE

Free valuation based on current market data, comparable yachts and the yacht's characteristics.

2 | CERTIFY

Inspection and assessment against the Nextsail criteria.

3 | PREPARE

Professional photography, 360° virtual tour and sales documentation.

4 | LIST

Publication through Vélite, relevant marketplaces and applicable Fountaine Pajot and Dufour channels.

5 | PROMOTE

International marketing and targeted buyer outreach.

6 | NEGOTIATE

Management of buyer enquiries, visits, offers and negotiations.

7 | COMPLETE

Sales agreement, documentation checks, deposit management, final deed of sale, ownership transfer and handover.

8 | PROTECT

The buyer benefits from the applicable Nextsail warranty protection following completion.

From certification to handover, Vélite manages the transaction through a clear and structured process.

MARKETING YOUR NEXTSAIL YACHT

Once certified, your yacht benefits from the international reach of Vélite and the relevant distribution channels available to the programme.

INTERNATIONAL NETWORK

Distribution through the Vélite international brokerage network.

DIGITAL MARKETPLACES

Publication on relevant leading yacht marketplaces.

SHIPYARD CHANNELS

Additional visibility through relevant Fountaine Pajot and Dufour websites and communication channels.

PROFESSIONAL CONTENT

Professional photography, video and 360° virtual tour.

TARGETED MARKETING

Digital campaigns, direct marketing and targeted buyer outreach.

EVENTS & BOAT SHOWS

Additional exposure through relevant boat shows, events and open days.



ONE Certified Yacht. Multiple Markets. ONE Coordinated Sales Strategy

THE VÉLITE WAY TO BUY A NEXTSAIL YACHT

FROM FIRST ENQUIRY TO HANDOVER

DISCOVER | Explore certified yachts through Vélite and its distribution channels.

UNDERSTAND | Review the yacht's Nextsail certification information and inspection findings.

VISIT | Arrange a viewing with your local Vélite broker.

OFFER | Submit an offer and negotiate the terms of the purchase.

AGREE | Sign the sales agreement and secure the transaction.

SURVEY | Arrange an optional buyer's survey if required.

VERIFY | Ownership, documentation and legal status are checked.

COMPLETE | Sign the final deed of sale and complete the ownership transfer.

PROTECT | Benefit from the applicable Nextsail warranty protection following completion.

CERTIFIED Yacht.
PROFESSIONAL Process.
MORE Confident Purchase.



THE VÉLITE CONNECTION

NEXTSAIL IS POWERED BY VÉLITE'S INTERNATIONAL BROKERAGE NETWORK.



The Vélite network connects local market expertise with international reach, giving Nextsail certified yachts access to buyers across markets.

EUROPE
Vélite Europe
by La Compagnie du Broker

NORTH AMERICA & BVI
Vélite North America & BVI
by ACY

AUSTRALIA & ASIA PACIFIC
Vélite Australia & Asia Pacific
by The Yacht Sales Co

CONTAC US

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DISCOVER VÉLITE



Global reach. Local expertise.