

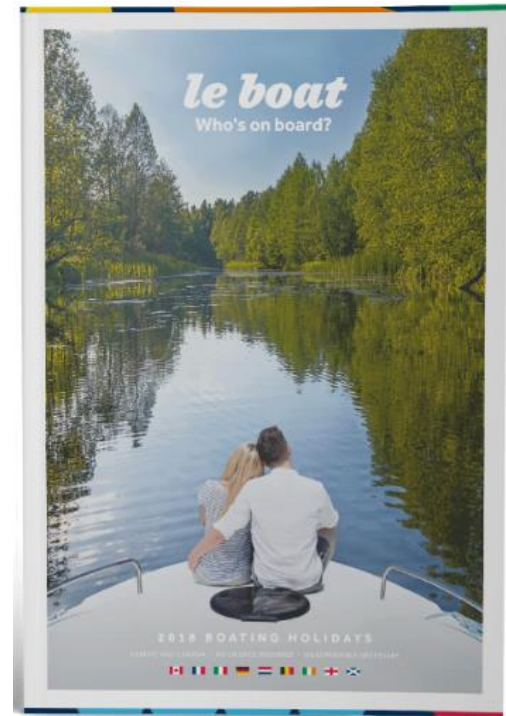
Le Boat Overview



- Market leader Self Drive Boating Holidays
- 950 boats across 36 bases
- Unique products
- Great team of very passionate people
- Wide range of destinations and itineraries
- One-ways and Round-trip cruising... Short Breaks to Long-stays
- Design, own, operate and maintain fleet to highest standards
- High level of direct distribution d
- 450 Staff High Season 270 Low

Le Boat Offers

- Boating Holidays where no boating experience is needed or licences required
- Your own place...your own pace!
- Do 'something different'
- Soak up the cultural and culinary delights of a new region
- Relaxation & quality time with friends & family
- Experience delights of local cuisine & wines
- Enjoy fantastic scenery away from the tourists and off the beaten track
- Indulge your hobbies...golf, fishing, cycling etc
- Independent exploration



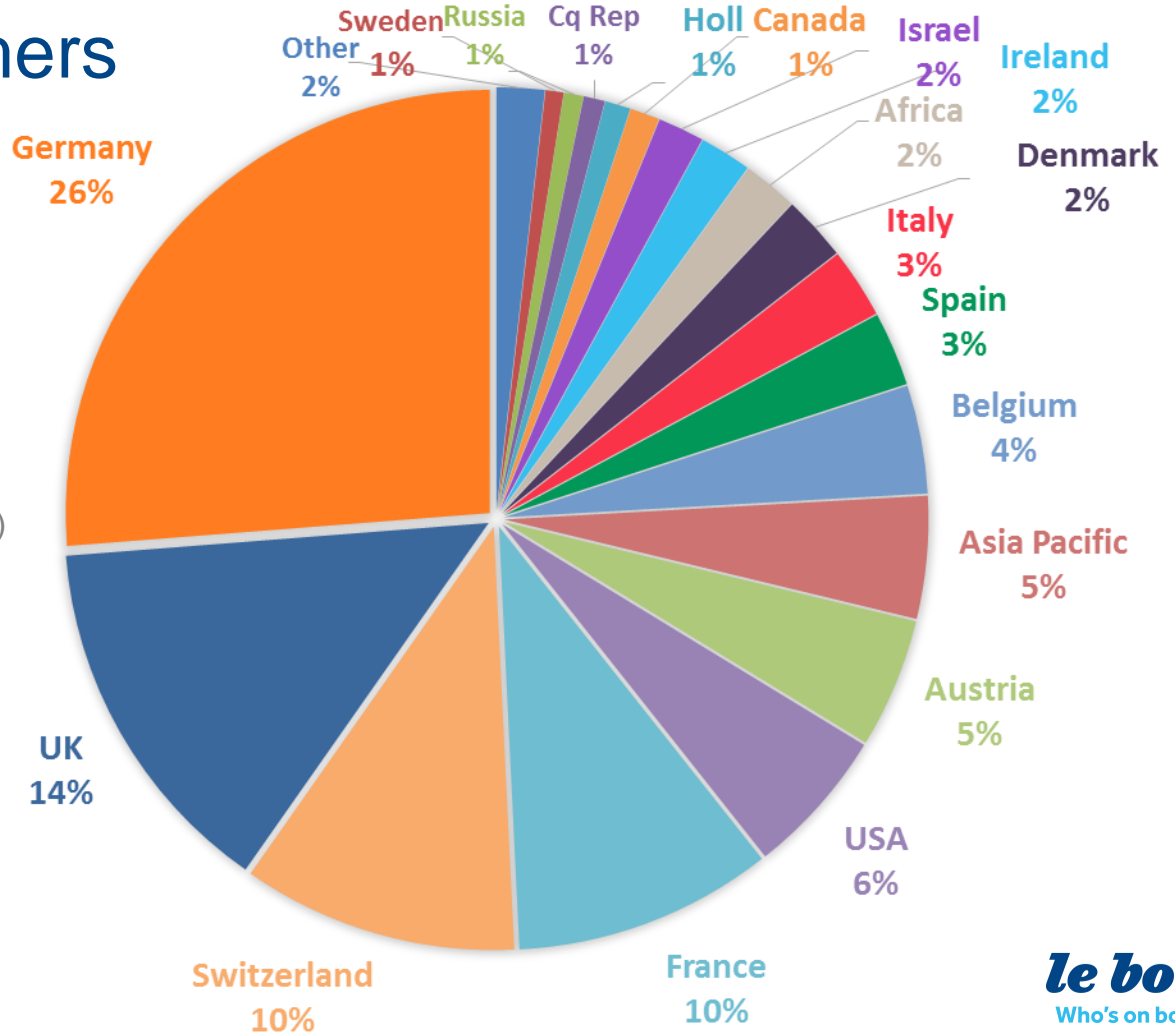
Le Boat Customers

2017 Booking Channels


- 61% Direct
 - 37% Direct
 - 24% On-line
- 39% Agent

Departure Month Split

- March 1% (subject to Easter timing)
- April 5%
- May 14%
- June 15%
- July 24%
- Aug 21%
- Sept 15%
- Oct 5%



Le Boat Destinations

- England: Thames
- Scotland: Caledonian Canal
- Ireland: River Shannon & Fermanagh Lakelands
- France:
 - Canal du Midi
 - Camargue
 - Aquitaine
 - Brittany
 - Burgundy
 - Charente
 - Nivernais Loire Valley
 - Alsace
- Holland: Friesland & Amsterdam
- Belgium: Nieuwpoort
- Germany - Mecklenburg, Brandenburg & Berlin
- Italy - Venice, Po Delta & Precenicco
- Canada...NEW for 2018 



Le Boat Destinations

Rest of Europe 32%



France 68%

Canal Du Midi 29%

Burgundy 9%

Nivernais Loire 8%

Germany 7%

Holland 7%

Belgium 2%

Scotland 2%

Brittany 2%

Charente 3%

Thames 3%

Aquitaine 3%

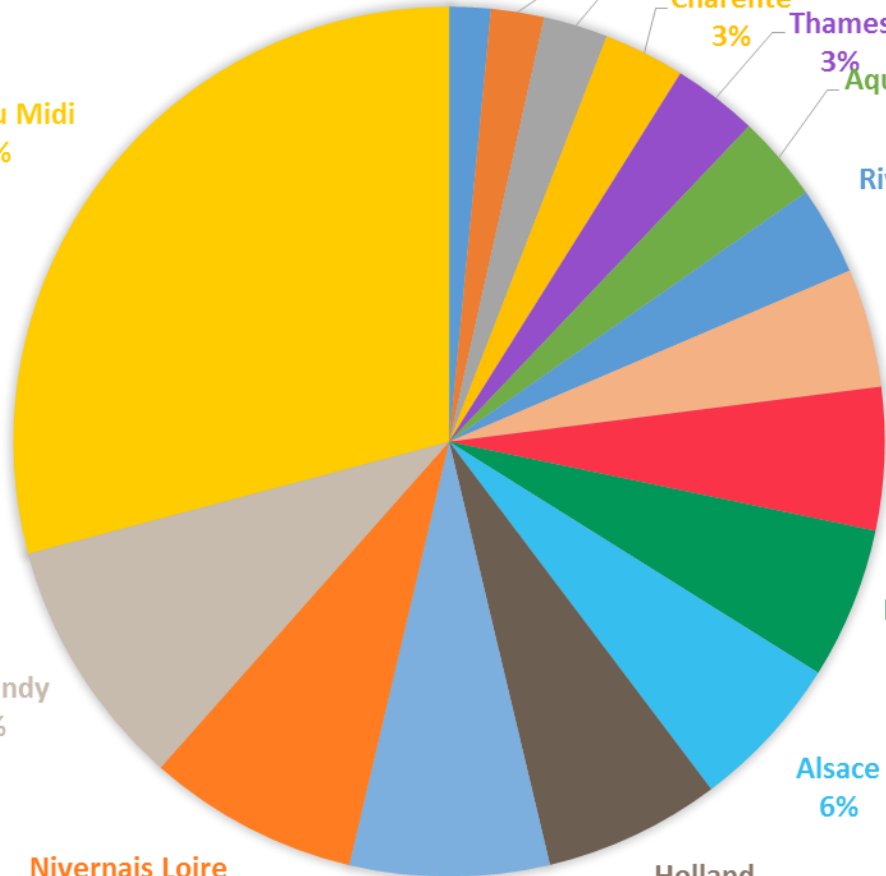
River Lot 3%

Camargue 4%

Italy 5%

Ireland 6%

Alsace 6%



Our Boats...

- Over 900 modern, spacious self-drive motor cruisers, including the new range of Premium boats... **the HORIZON range.**
- We design, own, operate and maintain our fleet to ensure they are of the highest standards
- Extensive range - any size of group can be comfortably accommodated, from two up to twelve.
- Only 6km per hour – travel at a leisurely pace
- Superbly styled, comfortably equipped and rigorously maintained



Operational Excellence

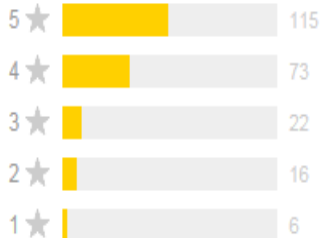
Improving the Customer Experience

feefo

Customer Experience (4.2)

Product rating (4.1)

4.2 /5



Based on 232 reviews over the past year

Customer Experience



Thomas Wood

a month ago

'Wonderful peaceful holiday'

Wow, what a magical 9 x days holiday sailing around the Venetian Lagoon!

Our boat was just right, highly recommend having a "fly bridge".

Customer Experience



Angus Shaw

a month ago

'Simply Lovely'

Fantastic base to start a stunning canal journey, look forward to going back next year.

Customer Experience



Trusted Customer

a month ago

'Five star service every time'

We have booked holidays with le boat for over 15 years and always had a 5 star experience. If we need help before our holiday or even during our holiday they have always been there with a smile!

Customer Experience



Caroline Gardner

2 months ago

'Great fun on the Thames'

Had a fabulous last minute weekend on the Thames with Le Boat. The staff were excellent - very helpful and the boat was very comfortable

New for 2019 – A Reminder



CANADA CALLING

Year 2 brought to life through all new content, plus announcement of new base & Horizon 5



50th ANNIVERSARY

50th anniversary celebration as lead campaign & PR 'headline',



BIGGER & BETTER IN BURGUNDY

Shouting loud and proud about our new Saint Jeans de Losne mega base



NEW WEBSITE

Continued focus of the launch of the new website across channels

50th Anniversary



CELEBRATING
50
YEARS
OF MEMORIES

Learn about our history



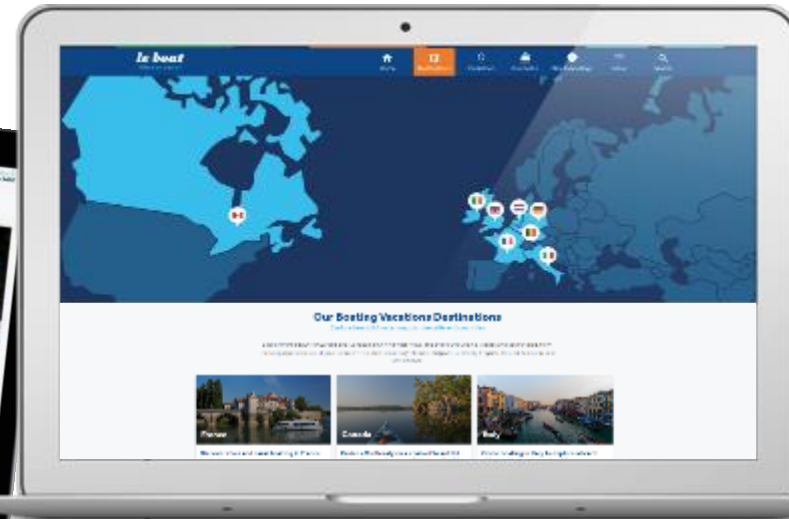
Global Media



NEW Le Boat Website

Performance since live domain launches (YOY)

- Bookings - 2,317 (+17%)
- Revenue - €5.3m (+12%)
- Hard conversion - 0.27% (+27%)
- Soft conversion - 1.74% (-22%)
- Booking starts - 7.13% (+39%)
- ASP - €2,317 (+4%)



SÜNDHAFFTE BOOTSFERIEN
WWW.LEBOAT.DE

50



STUTTGART HOL SHOW – JAN 2019

PUT N EUROPE BACK ON THE MAP 😊

50
JAHRE
LEBOAT



BUT... THE WORLD WE ARE TRADING IN...

The WORLD we are trading in...

 <p>UK regions where flights cease, operations</p> <p>BBC News 2 days ago</p>	 <p>It-travellers seek flight after Hydr rescue continues</p> <p>BBC News 2 days ago</p>	 <p>Hydr... way to online collapse and vital air passengers ...</p> <p>The Independent 1 day ago</p>
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MIDI FLASH FLOODING



MIDI FLASH FLOODING MEDIA

MIDI FLASH FLOODING
Over 100 bookings impacted, worth €150k
14 Cancellations resulting in €23k Lost Revenue
Further €25k Moved to FY20





LOCABOAT holidays

Want to give it a try? We're willing to help!
Save 25%* on your day week+ cruise on the Canal du Midi in July, August and September **starts to the promo code MIDG219**

<h3>Brexit</h3> <p>European Union... Brexit... 2019</p>	<h3>Venice Floods</h3> <p>Water... Floods... 2019</p>	<h3>German Economy</h3> <p>Economy is shrinking for the first time since 2015 DOWNTURN COULD THREATEN GERMAN FINANCIAL STABILITY: BUNDESBANK 2019</p>
<h3>Black Friday</h3> <p>Black Friday... 2019</p>	<h3>Fuel crisis</h3> <p>Fuel... Crisis... 2019</p>	<h3>North America Elections</h3> <p>These are Ontario's most hotly-contested municipal elections AMERICA VOTES 2019</p>

CRAZY DISCOUNTS...!!!

Brexit: Thousands of cross-Channel ferry journeys cancelled because of no-deal plans

 <p>200+ riot 100 people as Paris... 2019</p>	 <p>3 coal... 2019</p>	 <p>France... 2019</p>	 <p>Protest... 2019</p>
 <p>2019</p>	 <p>2019</p>	 <p>2019</p>	 <p>2019</p>

OUR RESPONSE...



- **Brexit Guarantee**
New guarantee introduced to reassure and build confidence in the UK market.
- **Email to UK bookers (approx. 700)**
Email to UK bookers on 18 January to reassure customers and inform them of the Brexit Guarantee and advice.
- **Email to non UK bookers (approx. 9,000)**
Email to UK bookers with Brexit Guarantee and advice, with emphasis on staycations.

• Dedicated Brexit landing page

New dedicated landing page to provide information on the latest advice. Introduced website links to ensure information is easily accessible across the site. To be used to aid Sales Enquiries.

• Social Media Support

Posts to support Brexit Guarantee and build confidence.

• Up-weighted staycation campaign

Creative switched to increase awareness of UK staycations across the website, email, display, PPC and social.

Le Boat's Brexit Guarantee

Best assured regardless of the Brexit outcome, please advised between the UK and EU. This also applies to other European States. Any UK companies who cannot be UK and EU. Le Boat cannot guarantee travel. For this you must use a travel agent or company to book your holiday. You will still be able to change your holiday plan without incurring administrative fees, although it is possible to cancel you will receive a full refund. The Brexit Guarantee will apply to bookings of 14 days or more before departure.

Should I be worried about my holiday with the uncertainty of Brexit?

We understand that you might be concerned about your holiday for the long-term. However, we are confident that you will still be able to enjoy your holiday. We will continue to support you in any way we can. We will continue to support you in any way we can. We will continue to support you in any way we can.

Why my holiday looks so nice!

Many of our holiday packages are designed to be enjoyed in the UK. We have a wide range of holiday packages available in the UK. We have a wide range of holiday packages available in the UK. We have a wide range of holiday packages available in the UK.

Will I get a refund if my holiday is cancelled due to Brexit?

Best assured regardless of the Brexit outcome, please advised between the UK and EU. This also applies to other European States. Any UK companies who cannot be UK and EU. Le Boat cannot guarantee travel. For this you must use a travel agent or company to book your holiday. You will still be able to change your holiday plan without incurring administrative fees, although it is possible to cancel you will receive a full refund. The Brexit Guarantee will apply to bookings of 14 days or more before departure.

If I book travel after 23rd March, what happens if my holiday cannot go ahead due to Brexit?

There is no certainty of a Brexit. However, we are confident that you will still be able to enjoy your holiday. We will continue to support you in any way we can. We will continue to support you in any way we can. We will continue to support you in any way we can.

Will I still be able to holiday in the UK?

We will continue to support you in any way we can. We will continue to support you in any way we can. We will continue to support you in any way we can.

MIDI CRISIS RESPONSE

Canal du Midi lead focus across all marketing activity, with VNF message included wherever possible:

- **Midi press release** - top destination for '19, Le Boat investment & VNF message
- **Website content** - increased focus on the Midi and VNF message - 'open as usual'
- **Dedicated Midi email** including VNF message, plus ongoing updates in future campaigns
- **Media & tourist board activity** in regional markets to increase message reach
- **Social media posts** on the Midi & VNF message, plus new Canal du Midi blogs
- **Ongoing PPC & Display digital** pushing the region
- **Major focus at events** - CMT Stuttgart (Germany), Toronto Boat Show (Canada), France Show (UK)
- **Agent update newsletter** including Le Boat investment, VNF focus & Brexit guarantee

Travelopia



Email



Website content



Agent update

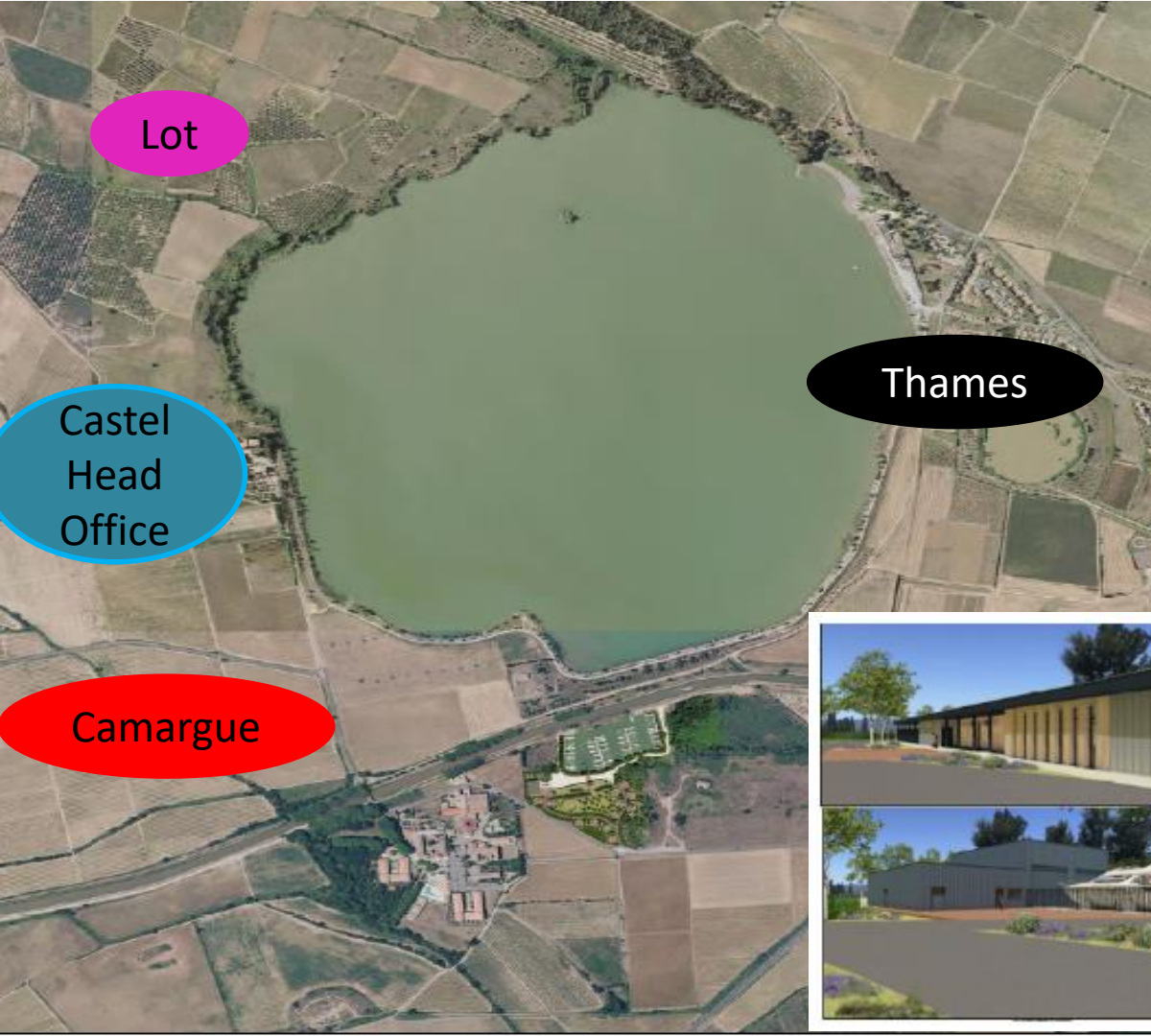


**WATER IN
THE MIDI** 😊

What next...?

le boat
Who's on board?





**LET'S
BUY!**







Or Grow organically...
N America
Expansion

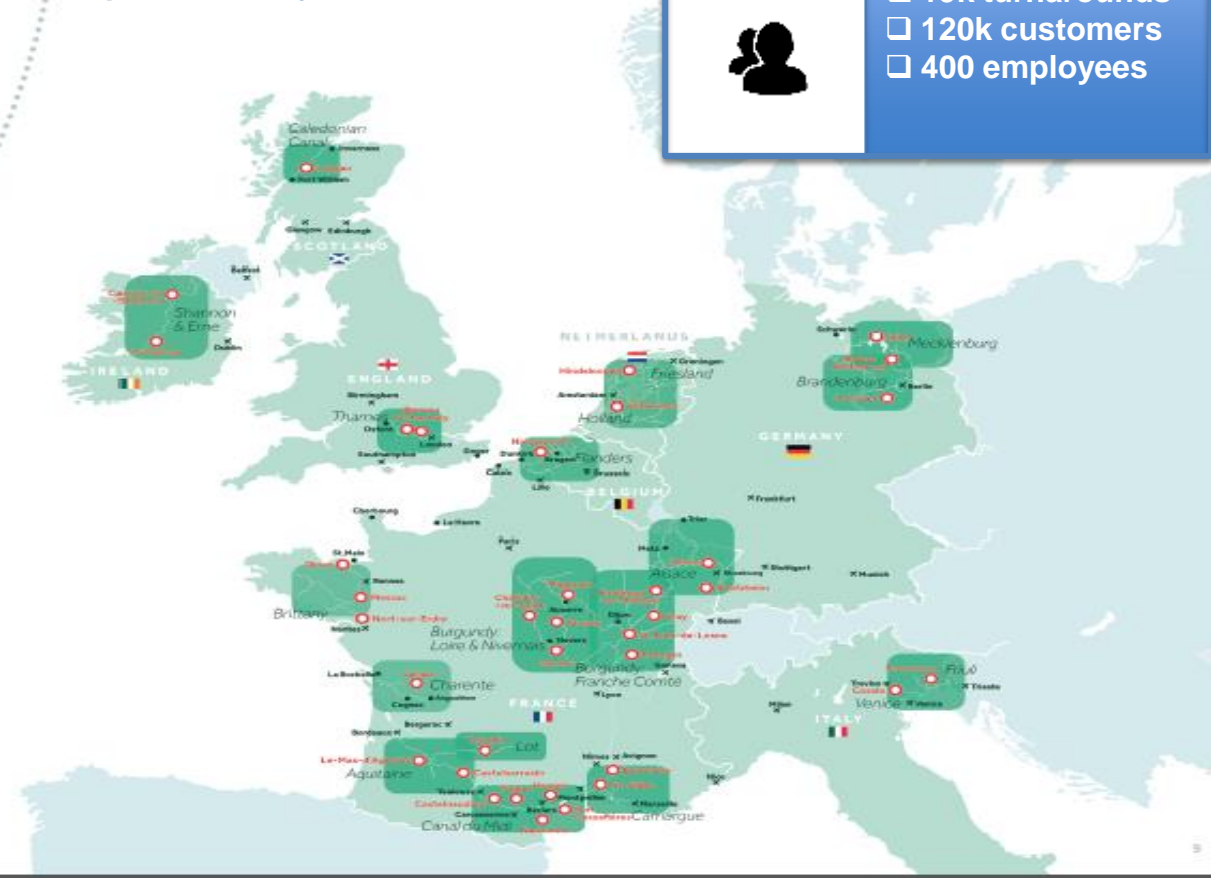




Operations

Scope & Objectives

-  953 boats
-  9 countries
-  36 bases
-  19k turnarounds
-  120k customers
-  400 employees



Operational Excellence

Improve the customer experience
 Deliver Revenue
 Control Cost

What we do

How we make people feel



Brilliant Basics



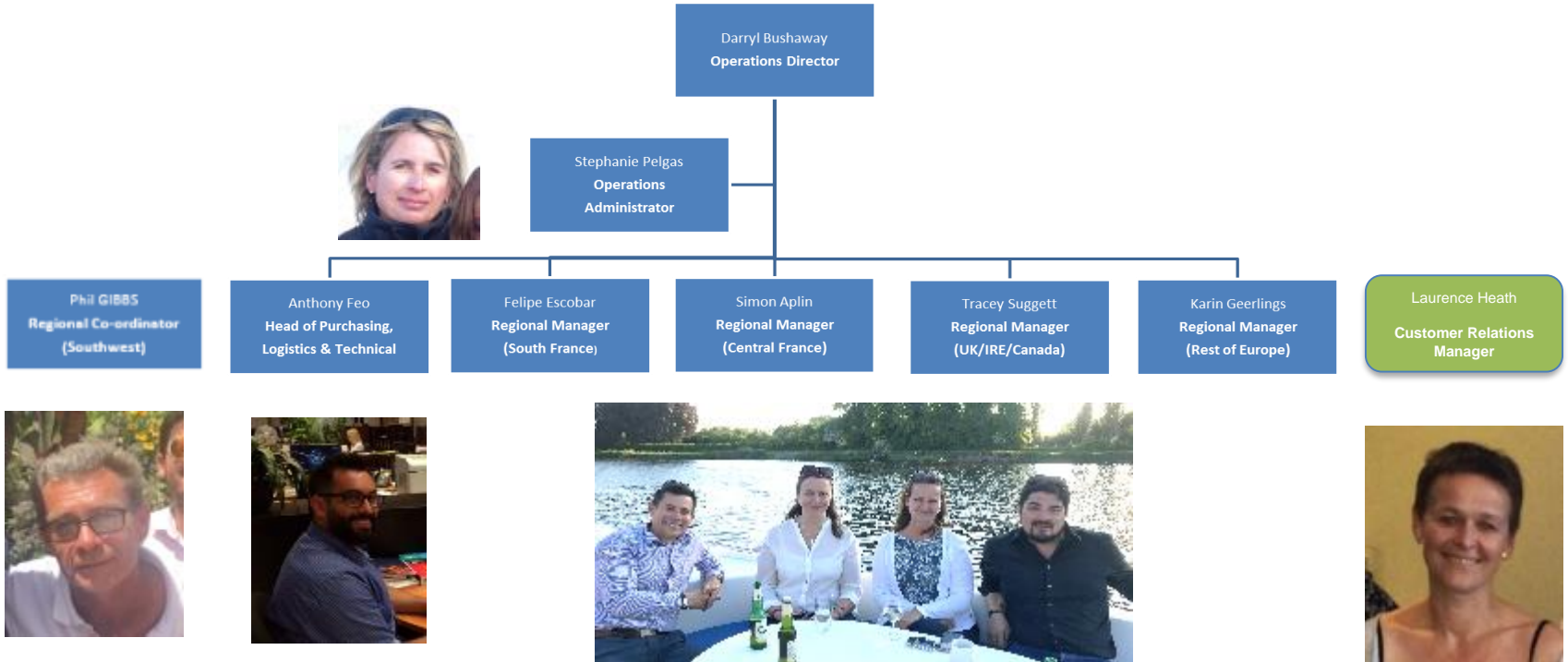
Terrific Touches



Operational Excellence

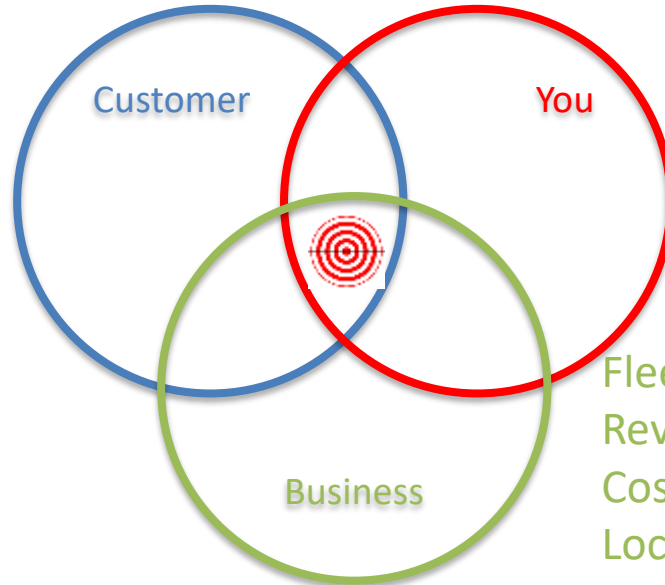
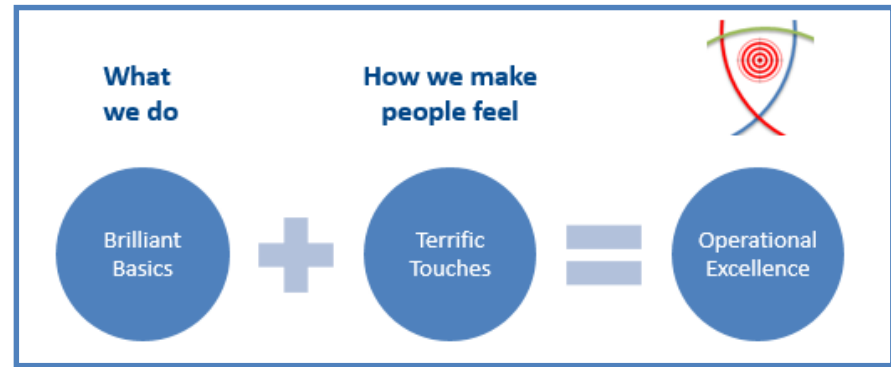
Operational Excellence

NEW Senior Ops Team



Operational Excellence

CSQs
Complaints
Social Media
Feefo
Repeat bookings
Positive recommendation



Job satisfaction
Motivation
Feedback
Shiny happy people
High performing teams

Fleet availability
Revenue
Costs & Spending
Local income
Compensation/Refunds

Year 3 of our Operational Excellence programme

Key Initiatives





BIG Ops focus on Midi turnaround with objective to improve decline in results.

- Plan agreed & budgets signed off
- GRP work on-going(€100k)
- Vision lighting on-going (€60k)
- FAST fleet assessment completed
- Vision batteries +€20k
- Biminis €22k / Fridges & Cookers €43k
- Recruitment a FOCUS
- €200k for Royal Mystique refurb planned
- Vision conversion x2 started this week!
- Staff roster template (Thanks Rich)

DELAYS – Seb on sick leave, water just back in Trebes ☹

Forms crucial part of Project M – new purpose built base with 80 additional moorings to support growth and ease capacity challenges **opening 2021.** ☹

- Update meeting this morning
- Specs finalised – some changes required
- Schedule of works received
- **March 2019 – economic study**
- **July 2019 - Final approvals**
- **Jan 2020 – Homps boat sheds**
- **May 2020 - Pontoons in place / marina**
- **Sept 2020 – Azille building work completed**
- **March 2021 - OPEN**

Ongoing focus and investment in the Vision fleet to improve technical reliability and handling.

- Technical conference focus (training on briefings/fault diagnosis)
- **Insurance claims PAID £320k**
- **Conversion programme Feb-Mar €520k**
- **Vision lighting upgrade started €60k**
- **New batteries €50k ordered**
- **GRP work on-going €100k**
- **Completion of all former mods (Seb/Alain)**
- **Beneteau legal claim submitted €10.5 million**
- **Boat manuals Marlow/S2/SL completed!**
- **Insurance RISK**



Central Purchasing and Technical



Base Managers Conference 2018 Poland

Gold Standards



Base Managers Conference 2018 Poland

People Plans



Base Managers Conference 2018 Poland



Base Managers Conference 2018 Poland

Further development of Central Purchasing function for improved value and improved fleet technical performance

- Cooc bulk purchasing on schedule
- BREXIT plan in place
- Diesel RFP submitted to TOTAL/AVIA
- Asia direct trial – parasols!
- Stock management procedures/training
- FAST fleet assessment complete
- Risk register focus – modification
- Horizon warranty/winter service

Company standards and policy documented and clear with checklists to support monitoring including new KPI score for bases!

- Final stages of completion now
- Pre-season training deadline for completion

SIMON UPDATE

Lots of focus now on people in ops, particularly around recruitment, induction and training in preparation for the 2019 season.

- Staff budget refresh – trading risk
- SMART objectives DONE!
- 2019 recruitment launch
- Development of company / local / job role induction
- Pre-season training dates March
- Staff roster template (Thanks Rich)

Focus on compliance, health and safety rolled down from Travelopia.

- Forms part of Brom's update including schedule for completion
- Customer Relations support in winter
- Requires business wide support

BROM UPDATE



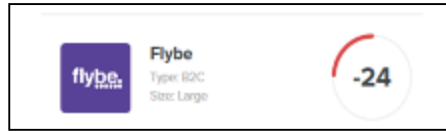
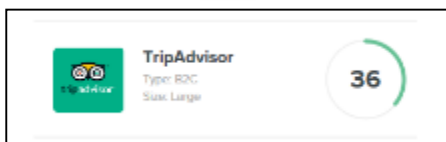
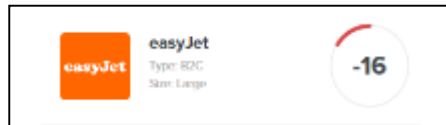
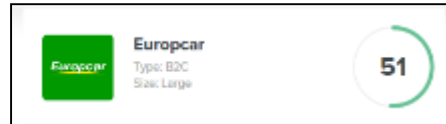
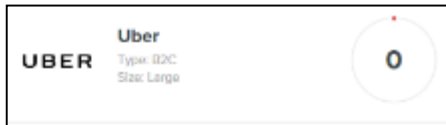


Industries / Travel and Hospitality

Travel and Hospitality

Companies: 241

Sub-Industries: 6

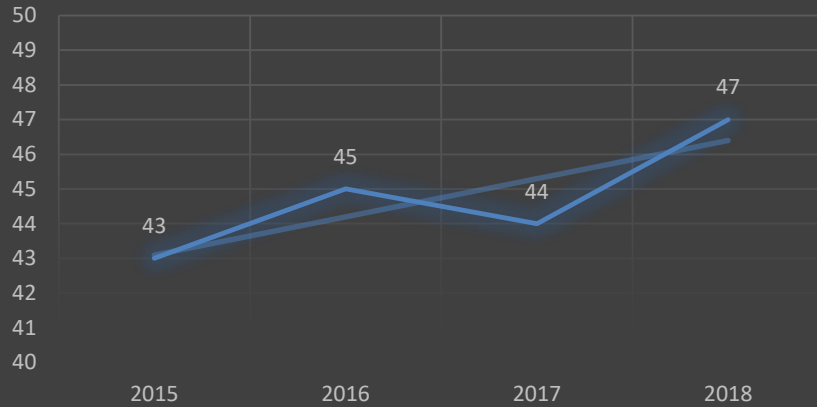


2018
Trusted Service Award
★★★★★
feefo

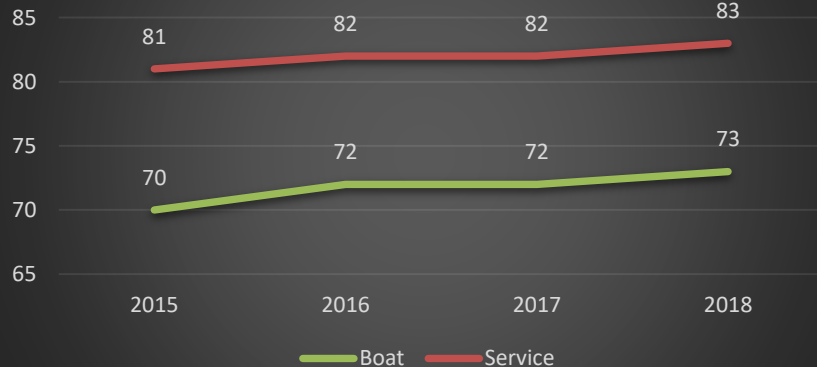




NPS Scores



CSQ Scores



15,500

Satisfaction questionnaire responses in 2018

43 - 47

Improvement in Net Promoter scores

81 - 83

Improvement in Service scores

70 - 73

Improvement in boat scores

CSQ Summary

2018 YTD % Response Rate	Recommend - NPS			The Boat			The Service			Total Score		
	2018 YTD	2017 YTD	Trend	2018 YTD	2017 YTD	Trend	2018 YTD	2017 YTD	Trend	2018 YTD	2017 YTD	Trend
83%	47	43	4	73	72	1	83	82	1	203	197	6



Highlights

- Canada
Highest performing base (Total Score 261)
- Horizon
Highest performing boat type (KPI Boat 84)
- Non-France
Big turnaround in results outside of France following restructure (NPS +9 versus PY)

Lowlights

- Vision
Build/design, reliability, risk – lowest performing boat type (KPI Boat 63)
- Canal Du Midi
Volume, capacity, staffing, resources - lowest performing cruising area (NPS 37)
- Burgundy
Big slide in results due to building work delays and rapid expansion in SJL (NPS -10 versus PY)



Operational Excellence

Our Objectives remain the same!



- Based on the following areas:
 - Improving Customer Experience
 - Delivering Revenue
 - Controlling Costs
 - Project Delivery
- Designed to encourage continuous improvement – we should all aim to better prior year results.



CooC – On Schedule / In progress

Product	Order Date (estimated)	Estimated Delivery	Confirmed Delivery Date	CPX/CBLP	Budget available in	Total Amount (estimated)	Total Amount estimated	Variance vs budget in	Estimated Date Paid	Comments
ANODES VISION	20/09/2018	October	10/10/2018	CBLOPS	2 500,00	2 122,50	2 122,50	377,50	31/10/2018	
DINAN VISION GENERATOR	02/10/2018	November	15/11/2018	CBLOPS	7 500,00	6 476,00	6 476,00	1024,00	31/10/2018	
ANTI FOULLING	02/10/2018	October	26/10/2018	CBLOPS	15 000,00	18 388,50	18 388,50	- 3 388,50	15/11/2018	
JVC RADIOS	27/11/2018	January	24/11/2018	CAPEX	5 000,00	5 148,00	5 148,00	- 148,00	26/11/2018	
SRP - FIBRE PROTECTION	02/10/2018	December	20/11/2018	CBLOPS	10 000,00	10 668,08	10 668,08	- 668,08	30/12/2018	
PARASOLS	29/08/2018	March	25/03/2019	CBLOPS	25 000,00	21 823,20	21 823,20	3 176,80	18/01/2019	
FRIDGES VITRIFRIGO	30/01/2019	March	15/03/2019	CAPEX	5 000,00	5 000,00	5 000,00	- 5 000,00	15/02/2019	
FILTRES	13/12/2018	November	30/01/2019	CBLOPS	20 000,00	17 084,07	17 084,07	2 915,93	28/02/2019	Invoice per base Feb/Ma
HORIZON INVENTORY	30/01/2019	Depending on Boat Delivery	31/01/2019	CAPEX	40 000,00	40 000,00	40 000,00	- 40 000,00	05/03/2019	
VISION / HORIZON BUMPER	10/02/2019	May		CBLOPS	25 000,00	25 000,00	25 000,00	-	05/03/2019	
ENGINES / GENERATORS	17/01/2019	February / March	14/03/2019	CAPEX	100 000,00	32 000,00	32 000,00	68 000,00	15/03/2019	
ROPES	20/11/2018	January	20/02/2019	CBLOPS	15 000,00	10 158,37	10 158,37	4 841,63	15/03/2019	
HEATERS	30/01/2019	March	26/02/2019	CAPEX	20 000,00	€ 36 266,00	39 892,60	- 19 892,60	30/03/2019	
WPELLERS	30/01/2019	March	27/02/2019	CBLOPS	40 000,00	13 000,00	13 000,00	27 000,00	30/03/2019	
SEA WATERPUMP	30/01/2019	March	27/02/2019	CBLOPS		5 650,00	5 650,00	- 5 650,00	30/03/2019	
STARTERS / ALTERNATOR	30/01/2019	March	27/02/2019	CBLOPS		18 200,00	18 200,00	- 18 200,00	30/03/2019	
BATTERIES	03/12/2018	March	28/03/2019	CAPEX	145 000,00	111 660,49	111 660,49	33 339,51	15/04/2019	
BIKE PROJECT 2018	25/01/2019	March	15/03/2019	CAPEX	80 000,00	72 380,00	72 380,00	7 620,00	15/04/2019	
BBQ'S	30/01/2019	March	15/03/2019	CAPEX	25 000,00	25 000,00	25 000,00	-	15/04/2019	
FRIDGES / COOKERS DOM	30/01/2019	February	15/03/2019	CAPEX	50 000,00	45 000,00	45 000,00	5 000,00	15/04/2019	
JPHOLSTRY REFURB REQ	30/01/2019	January	15/03/2019	CAPEX	30 000,00	30 000,00	30 000,00	-	15/04/2019	Proforma 15/02 + Invoice
AIRCON UNITS	07/02/2019	March	15/03/2019	CAPEX	65 000,00	45 000,00	45 000,00	20 000,00	15/04/2019	
SINGLE KEY BIKE LOCKS	25/01/2019	March	15/03/2019	CAPEX	4 560,00	4 560,00	4 560,00	- 4 560,00	15/04/2019	
STANDARD FENDERS	20/11/2018	January	30/01/2019	CBLOPS	37 500,00	31 053,66	31 053,66	6 446,34	15/04/2019	Invoice per base Jan/ Fe
LINEN	03/12/2018	March	28/03/2019	CBLOPS	50 000,00	€ 45 440,96	49 985,06	14,94	15/04/2019	
TABLES/CHAIRS/STANDS	30/01/2019	March	28/03/2019	CBLOPS	17 000,00	12 920,00	12 920,00	4 080,00	15/04/2019	
JECK CUSHIONS	30/01/2019	March	28/03/2019	CBLOPS	22 000,00	22 000,00	22 000,00	-	15/04/2019	
TOP DECK CUSHIONS	30/01/2019	March		CAPEX	5 000,00	4 000,00	4 000,00	1 000,00	30/04/2019	
LANTERNS	30/01/2019	March		CAPEX		1 000,00	1 000,00	- 1 000,00	30/04/2019	
BIMINIS	30/01/2019	March	15/03/2019	CAPEX	75 000,00	75 000,00	75 000,00	-	30/04/2019	
JPHOLSTRY REFURB	25/01/2019	February		CAPEX	170 000,00	170 000,00	170 000,00	-	15/03/2019	

CooC – Central expenses / Base

France South		€	€	
PORT CASSAFIERES	8%	95 972,62 €	1 246,40 €	13%
CASTELNAUDARY	7%	69 595,18 €	1 008,63 €	10%
LE MAS	2%	12 743,94 €	670,73 €	2%
DOUELLE	4%	17 482,44 €	472,50 €	2%
JARNAC	3%	15 408,05 €	592,62 €	2%
SAINT GILLES	6%	42 485,03 €	817,02 €	6%
NARBONNE	3%	39 456,26 €	1 272,78 €	5%
HOMPS	3%	38 755,49 €	1 291,85 €	5%
TREBES	2%	29 671,23 €	1 348,69 €	4%
CASTELSARRASIN	1%	7 217,89 €	1 031,13 €	1%
Total France South	40%	368 788,14 €	996,72 €	51%
France North				
SAINT JEAN DE LOSNE	7%	37 739,35 €	599,04 €	5%
MESSAC	2%	4 508,64 €	204,94 €	1%
DECIZE	2%	15 464,94 €	813,94 €	2%
HESSE/BOOFZHEIM	6%	35 801,45 €	606,80 €	5%
FONTENOY	2%	11 453,09 €	673,71 €	2%
TANNAY	2%	8 212,51 €	432,24 €	1%
NORT SUR ERDRE	0%	374,98 €		0%
CHATILLON	1%	7 035,57 €	541,20 €	1%
MIGENNES	3%	18 237,30 €	759,89 €	2%
BRANGES	2%	9 118,12 €	569,88 €	1%
Total France North	27%	147 945,94 €	587,09 €	20%

We have already invested today more than 90% of what we invested last year over the full year.

Many purchases still to be made:

- REFURB RM & MSYT
- REFURB ROF
- HORIZON BUMPER (in progress)

Thanks to FAST, the totality of what you have requested has been validated.

For the first time, our purchases were based on our needs and not on what budgets allowed us to do. It's a huge financial effort that has been made by the company here. Despite the bad trading of recent weeks, we managed to keep all our technical budgets!



CooC – Central budgets & Project M

A special budget included in project M allowed us to cover all our needs. More than € 65,000 from the M projects were used to purchase additional equipment (fridges / cookers / heaters / Biminis) For each equipment rated 0 or 1 in the FAST, the equipment was ordered in replacement. The goal this year, eliminate the 0/1 of our FAST!

This additional investment concerns all bases including those in North and West France.

Other special budgets are also available at Central to help you with specific needs:

- Boat cradles (in progress for all bases)
- Compliance budgets (if you need something specific for your boat/base in order to bring you into compliance.
- Expensive parts budget (If indispensable, we can take care of the purchase of some expensive parts.)

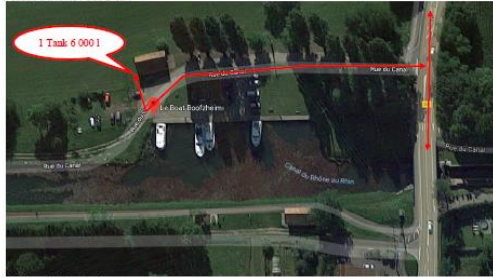
Do not hesitate to come back to us if you have specific needs. We are here to support you.

Approved Suppliers - update

Le boat – Request for Proposal – Fuel Supply and Fueling Equipment Loan for Le boat bases

1.2. Introduction to Le boat bases

Alsace-Lorraine / Boofzheim



Number of fuel tanks: 1
Capacity: 6 000 l

Owner: yes
Allowed to sell Diesel: no

Alsace-Lorraine / Hesse



Number of fuel tanks: 1
Capacity: 10 000 l

Owner: yes
Allowed to sell Diesel: yes

4

Invitation to tender in progress to set up an approved supplier for the French market.

Travelopia

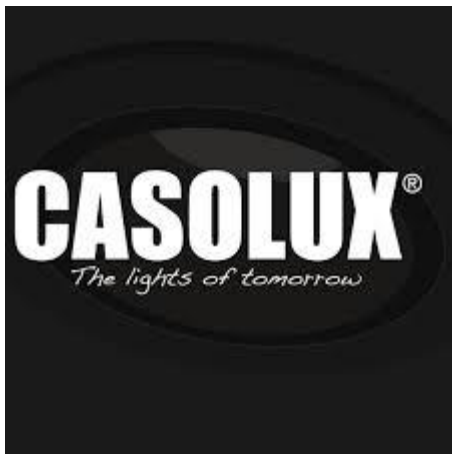
le boat
Who's on board?

**Request for Proposal (RFP) –
Fuel Supply and Fueling Equipment Loan for Le boat bases.**

Response Due Date: 22nd February 2019

le boat
Who's on board?

Approved Suppliers - update



Specialist in marine lighting, Casolux offers high quality products at very attractive prices! Standard and official product, this product will be installed on the entire fleet! No more multicolored lighting ...



Our Royal Mystique BAVARIA are already equipped with this model.

8,95€/unit



Kent Marine – 23€/unit

Approved Suppliers - update

Specialist in gelcoat / varnish, products and equipment for working with fiber.

Offers very good price and quality products. Tested this winter on several bases, the feedback is excellent.

They reproduced the exact hue of the gelcoat of all our boats ...



Vision Manual

Briefing process

Vision Marlow

le boat
Who's on board?



S2



Briefing process

Vision S2

le boat
Who's on board?



SL



Briefing process

Vision SL

le boat
Who's on board?



Marlow





FAST...

The FAST system, allows the extraction of data for bulk orders but not only. It also allows you to identify your needs and prepare your wintering by following a specific plan. It is therefore important to have these data at the beginning of winter and not at the end.

This year was the test year, I count on you so that the information is communicated in time next winter. (Last FAST received mid-February this year)

If the FAST had been received in time this winter, (18/12) all orders would have been delivered before 18/02.

The FAST also allows the analysis of the fleet, you have all received the FAST report of your base (sent by your RM) here are the overall results

FAST – Analysis Overall

overall state of hull & SuperStructure			overall state of boat & its equipment			overall state of technical, electrical & gas aspect of the boat			average final note
visit	remarks	counter vi	visit	remarks	counter vi	visit	remarks	counter vi	
3,04		16	3,28		40	3,29		19	3,20

The results are encouraging, the picture was done before wintering which allows us to say that an improvement of the figures will be observed at the end of wintering.

Felipe

2,79		6	3,13		21	3,05		7	2,99
------	--	---	------	--	----	------	--	---	------

Phil

2,86		0	3,06		2	2,97		3	2,96
------	--	---	------	--	---	------	--	---	------

Simon

3,05		6	3,37		8	3,45		6	3,29
------	--	---	------	--	---	------	--	---	------

Tracey

3,21		2	3,32		7	3,42		1	3,32
------	--	---	------	--	---	------	--	---	------

Karin

3,35		2	3,47		2	3,50		2	3,44
------	--	---	------	--	---	------	--	---	------

Pivot tables...

Vision version <input type="text"/>	avg. note hull & SS	avg. note boat & equipment	avg. note tech, electr & gas	avg. final note	# boats
converted	2,71	3,16	3,61	3,16	15
Marlow	2,61	3,08	3,21	2,97	23
S2	2,73	3,22	3,16	3,03	20
SL	2,50	2,98	3,08	2,84	25
Total général	2,63	3,10	3,23	2,98	83

Boat Class <input type="text"/>	avg. note hull & SS	avg. note boat & equipment	avg. note tech, electr & gas	avg. final note	# boats
Budget	3,02	3,17	3,22	3,14	303
Comfort	3,03	3,23	3,23	3,16	359
Comfort +	3,01	3,31	3,18	3,17	63
Premium	3,08	3,54	3,55	3,39	202
Total général	3,04	3,28	3,29	3,20	927

Technical Conference follow up

Horizon Warranty

le boat
Who's on board?





Delphia & Warranty... Action to take!

Some of our boats are no longer under warranty. We will circulate the list of boats involved as well as that of the boats that will soon come out of the warranty list.

- Horizon warranty list
- Better control when receiving the boat (Document to check & Sign)
- More communication between Head tech / Base Manager / Horizon@leboat.com
- More warranty request to send to Horizon@leboat.com
- WSP tracker to fill in & sign with Delphia team

Technical Conference follow up

Winter Service Program

le boat
Who's on board?



WSP - Program

8. **Boat Numbering** (65 boats involved -) For operational reasons, it was decided that the name of the vessels would be modified as follows:

- Horizon will become Horizon 1
- Horizon 2 will become Horizon 1
- Horizon 2S will become Horizon 2
- Horizon 3 (no change)
- Horizon 4 (no change)
- Horizon 5 (no change)

You will find attached the list of boats concerned. The replacement of the stickers will be done by the Delphia team if the weather permits. In the event that the weather does not allow the replacement of the stickers, the base will need to do the work later following the indications of the attached document. if in doubt, please contact us)

9. **Vent installation replacement on 38mm** (137 boats involved - The Delphia teams will proceed with the modification of the installation of the odor filters for the black water tanks, the sections of pipes will be modified from 16 / 25mm to 38mm so as to suppress the compression of the tank during the pumping.)

10. **Victron Ventilation** (118 boats involved - Ventilations will be added on the hull and corridor to allow better air circulation in this compartment, which will allow Victron equipment to heat less.)

11. **Window seals** (118 boats involved)

12. **Engine water intake** (8 boats involved - The Horizons must be equipped with a strainer, if when craning you realize that this is not the case, please contact Horizon@leboat.com

