Dear Per & Navigare Team,

After 8 years in the Navigare fleet, a couple of days ago I took the Hanse 575 “Lady S” out for the last time from Maria Bautic, for the first time, now sailing her under my name, and I thought a “customer feedback” could be in order.

All these years, I must say that I have been happy with the service and cooperation I have had with Navigare in Croatia, from the friendly and valuable support of Angela and the girls in the office, to the people that have maintained and been taking care of Lady S. It has been a pleasure to have being a partner with you all.

It was however with a bit of anxiety that I flew in in mid-November to supervise the fixing up of the yacht before me taking over. Will Lady S be made back to an, for me, acceptable standard again, or will there be some disputes as to what should and should not be done with her? After all, our cooperation had come to an end and there was no more money for Navigare to be made from the yacht.

I am very pleased to tell you that my fear was unfounded. The cooperation, understanding and plain hard work that the team in Marina Baotic put in to make me happy with the takeover of Lady S was exceeding my expectations. From what the girls in the reception were doing to get all the papers in order (and in time), to What Tomislav and the rest of the team was doing to set the yacht back to my expectations. I especially want to thank Niko for bearing with me and rectify all my complaints. Outstanding jobs were done on all fronts.

Hence, I would have no problem recommend Navigare Yachting to any potential customer you might have, should you want me to.

If there is one point I want to make, that would be that as an investor, I had very limited information on how the handover would actually work, what options I had, and how decisions I made would affect the outcome. E.g. I had no clue on what value the VAT would be calculated, which meant that I was going around in circles to try to find a solution, before finally being told the actual procedure (and the financial realitiy).

For Navigare, these are things that you deal with regularly, but for most investors, such as myself, this is a thing that we do once in a lifetime. Better information and advice about alternatives would take away a lot of headaches for us inventors (and the Navigare team as well).

Apart from that, it has been an absolute pleasure to make business with you guys. If it wouldn’t be for my age, I would do it again.

Thanks, and goodbye

Tord Lissborg

The new owner of “Lady S”