



AQUISITIONS

—
VOL 4

Terminology

The following is a list of terminology that you **must be— aware of** when you're dealing with an watch acquisitions process:

- **Allocations:** These refer to the limited number of units a manufacturer allows a dealer, or a specific customer to sell or receive for a highly exclusive car model.
- **MSRP (Manufacturer's Suggested Retail Price):** This is the official retail price before markups or premiums
- **Build Slot:** Reserved production slot for a clients specific order
- **Spec / Specification:** The personalized configuration of a hypercar (Interior, Exterior, Performance Options)
- **One-off / Bespoke:** A custom built hypercar, which is often commissioned as a single unit.
- **VIN (Vehicle Identification Number):** A VIN is a unique 17-character code assigned to every vehicle by the manufacturer. It acts like the vehicle's fingerprint, containing information about its make, model, year, country of origin, engine type, and factory of production. It's used for registration, insurance, service history tracking, and checking for theft or accidents.
- **Provenance:** Provenance refers to the history of ownership and origin of a valuable car. It shows who owned it, where it came from, and how it changed hands over time. Strong provenance can increase an item's value, confirm authenticity, and build buyer confidence.
- **PPI (Pre-Purchase Inspection):** It's a thorough examination of a vehicle (or other high-value asset) by a qualified expert before it is bought. It checks for mechanical, structural, and cosmetic issues to make sure the item is in good condition and worth the price. It helps the buyer avoid hidden problems or expensive surprises after purchase.
- **Homologation:** This is the process of certifying that a car meets legal standards for a specific country or region. As some hypercars would require modifications to pass local laws before road use.
- **Bill of Sale (Purchase Agreement):** is a legal document that proves the transfer of ownership of an asset from one person or party (the seller) to another (the buyer). It includes key details like the names of both parties, a description of the item, the sale price, and the date of transfer.
- **Title / Logbook / V5C / Carte Grise:** These are official documents that prove legal ownership and registration of a vehicle. Each one means the same thing but it's named differently depending on the country

- **COO (Certificate Of Origin):** This is an official document that's issued by a **vehicle manufacturer** that states **where the vehicle was built**. It includes details such as the **VIN, make model and country of manufacture**. This certificate is usually required when a vehicle is being exported, imported, or registered for the first time.
- **Bill of Landing (BOL):** It's a legal document from a shipping company that **confirms a vehicle or item has been picked up for delivery**. It acts as a **receipt, shipping contract**, and sometimes as **proof of ownership**, allowing the buyer to claim the goods when they arrive.
- **Air Waybill (AWB):** It's a **shipping document** that's used for air cargo. It acts as a receipt for the goods being shipped, a **contract between the shipper and airline**, and this would include details such as **sender, receiver, flight route, and item description**. Unlike a **Bill of Landing**, it's not a **Title of Ownership** but it's still required to track and release the shipment.
- **Ro-Ro (Roll-On / Roll-Of):** This is a **shipping method** where vehicles are **driven directly onto and off of a ship using ramps**. It's commonly used for transporting cars, trucks, and other wheeled cargo. While it's **cost-effective and fast**, it offers **less privacy and protection** than container shipping, making it less ideal for high-value vehicles such as **hypercars**.
- **Export Certificate:** This is an official document that is issued by a country's vehicle authority that confirms a vehicle has been **deregistered** and is **approved for export**. It includes details such as the **VIN, Ownership history, and technical specifications**, and it's needed to **import and register the vehicle in another country**.
- **SASO Certificate (Certificate of Conformity):** Which stands for Saudi Standards, Metrology and Quality Organization Certificate or **Certificate of Conformity (CoC)**, is an official document proving that the vehicle or product does **meet the technical and safety standards required by Saudi Arabia**. It's **mandatory for customs clearance** when importing a vehicle into the Kingdom. The certificate confirms the item complies with **local regulations** and is safe for use in the country. This can all be done through the **SABER Platform**.
- **Customs Clearance Certificate:** This is an official document that is issued by the **customs authority** of a country, confirming that an imported vehicle or item has successfully passed all **customs checks, taxes, and duties**. It allows the goods to be **legally released** into the country for use or resale. This certificate is essential for **registering the vehicle** locally and proves that all import requirements have been met.
- **Motor Vehicle Periodic Inspection (MVPI):** This is also known as Fahs in **Saudi Arabia**, It's a **mandatory vehicle inspection** to ensure cars meet **safety and environment standards**. It checks things such as brakes, lights, and emissions. A valid MVPI is required for **registration of renewal, ownership transfer, and to legally drive in the kingdom**.

- **GCC Specs:** This refers to vehicle standards and features that are specifically designed for **the GCC Countries like Saudi Arabia**. These vehicles are built to handle **extreme heat, sand, and regional fuel quality**, and meet **local safety and emission regulations**.
- **Dyno Test:** This would measure a vehicle's **engine performance**, which would include **horsepower, torque, and turning accuracy**. The car would be placed on rollers that would simulate road driving, allowing technicians to test how much power the engine would produce and how efficiently it would run. It's commonly used for **high-performance cars** and during **modifications or tuning**.
- **Agreed Value Coverage:** This is a type of insurance where the **insurer and the owner agree in advance** on the vehicle's value (usually its for rare and high-value cars such as hypercars). If the car got **stolen or totaled**, the insurer would pay the **full agreed amount**, not the depreciated market value. This would ensure **predictable protection** for collectible and luxury vehicles.
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- **Comprehensive Insurance:** This is a type of car insurance that would cover **damage to your vehicle from non-collision events**, such as **theft, fire, vandalism, floods, falling objects, etc.** It's often used for high-value vehicles to provide **broad protection** beyond just accidents with other cars.
- **Marine Cargo Insurance:** This covers goods, such as vehicles, against **loss or damage** while being **transported over sea, air, or land**. It protects **against** risks such as accidents, theft, weather damage, or sinking ships, this ensures the owner or buyer don't suffer financial loss **during international shipping**.
- **Premium Loading:** This is an **extra charge added to a standard insurance premium** because the **item or person being insured is considered high risk**. This would typically be applied to hypercars as they might have **premium loading** due to it's high value, speed, or repair costs.
- **Deductible:** This is the **amount you agree to pay out of pocket** when making an insurance claim before the insurer covers the rest.
- **Underwriting:** This is the process an insurance company would use to **evaluate risk before deciding whether to insure something**, such as a hypercar, and at what **price and coverage terms**. This would typically involve reviewing details such as the **vehicle's value, usage, location, and owner history** to set **an appropriate premium and conditions**.
- **Trickle Charger:** This is a **low-voltage battery charger** that would slowly supply power to a car battery to **keep it fully charged over time**. It's especially useful for **hypercars or collector vehicles** that are **stored for long periods**, this would prevent the battery from dying without overcharging it.

- **Sole-Use Container:** This is a shipping container reserved exclusively for a single vehicle to maximize safety, prevent damage, and ensure privacy, **this is crucial for hypercar shipping.**
- **HS Code (Harmonized System Code):** A global customs classification code for goods (which includes vehicles) used to assess import duties and ensure proper customs declarations.
- **Matching Numbers:** A term used to describe classic or collectible vehicles where **engine, transmission, and chassis numbers all match the factory records**, this is important for value retention.
- **Odometer Verification:** A process to confirm mileage accuracy, and it's often part of the due diligence process to prevent fraud in pre-owned hypercar sales.
- **No Claim Bonus (NCB):** A discount on insurance premiums given to drivers who have **not filed any claims during the policy term**, and may or may not apply for hypercar coverage.
- **Exclusions:** These are specific situations or types of damage that your insurance policy **doesn't cover**, such as track use or **unauthorized drivers**.
- **Track-Use Only:** These are vehicles that are **not road legal** and can only be used on **racing circuits**. These cars **may lack required equipment such as airbags or emissions systems**, and therefore can't be registered for public roads.
- **Pre-Delivery Inspection (PDI):** This is a final technical and cosmetic inspection that is conducted by the dealer before handing the car to the buyer to ensure everything matches the order spec and there are no defects from transport or factory.
- **Straw Purchase:** A transaction where a car is bought under someone else's name on behalf of the true buyer. This is considered risky and **sometimes illegal**, especially when used to **bypass allocation policies or manufacturer restrictions**.

A dark, atmospheric background featuring a sleek, futuristic blue sports car driving on a wet road at night. The car's headlights and body lines reflect the light, and mountains are visible in the background.

AQUISITIONS

Step by Step Process

Hypercar Acquisition Guide

Acquiring a hypercar, whether brand-new or pre-owned, is a complex process that would require careful planning, due diligence, and awareness of international regulations. This comprehensive **guide walks you through every step of the journey**, from sourcing exclusive models in **Europe or around the world** to registering your dream car in Saudi Arabia.

If also covers critical pitfalls to avoid, essential documents you'll need, and additional tips for **ultra-high-net-worth collectors**. Use this as a practical manual to ensure a smooth and successful hypercar acquisition.

Sourcing Your Hypercar (New vs Pre-Owned)

If You're Buying New

Establish a relationship with the manufacturers or **Authorized Dealers (ADs)** early. Many elite hypercars are sold by **allocation** and invitation only. Brands such as **Ferrari** and **Bugatti** prioritize loyal clients for limited editions.

For example, The Bugatti Divo's 40 units were **exclusively offered to Chiron owners** to reward existing customers.

Therefore, the way to start this process is by contacting **official dealerships or brand representatives** in the EU. VIP programs, brand events, and purchase history all increase your chances of being allocated a flagship model. **Be prepared to get on a waiting list and possibly put down a large deposit to secure a build slot.**

If You're Buying Pre-Owned

Tapping into the **hypercarn secondary market through trusted channels should be your first step here**. Look for:

- Specialist brokers
- High-end dealers
- Auction houses
- Private collector networks

Make sure you go for brokers who are renowned for handling hypercars. Engaging with a **specialist hypercar broker** can be invaluable, they often know of upcoming sales before they're public and can vet sellers.

Tip: Always verify the credibility of any seller or intermediary to **avoid scammers in the grey market.**

Pre-Purchase Research & Verification

Whether the car is used or new, **research is absolutely critical before committing**. Verify the exact specifications and rarity of the model you're pursuing. For new cars, understand the production numbers and any special packages.

For used cars, dig into the vehicle's history. Obtain the VIN (Vehicle Identification Number) early and run thorough checks. The **VIN** will reveal the car's build details and allow you to check for **accidents, theft records, or outstanding liens**.

A complete **Service History** is a *treasure trove of information* about how well the car was cared for. **Insist** on seeing the **maintenance records, recall fixes, and any past repairs**. If the car is claimed to be **low-mileage**, look for consistent odometer reads in the service logs to ensure no mileage tampering.

Verify Authenticity of the car's identity, and ensure the VIN on the chassis matches all documents, and watch out for **VIN cloning** scams where stolen cars are given fake identities (an uncommon but severe risk in the high-end market).

If possible, confirm the car's **ownership chain** where fewer owners generally means a more preserved car. A one-owner hypercar with documented history is **ideal**, as multi-owner cars could have unseen issues or diminished collectible value (**Each ownership transfer is a potential red flag if not explained**).

Finally, **benchmark the market price**, research recent sales of the same model globally (auction results, dealer listings) to have a realistic idea of the value. Hypercar prices can swing widely due to rarity and speculation, so arming yourself with market data prevents overpaying due to hype.

Arrange Private Inspections & Test Drives

Before any purchase (Especially for pre-owned), schedule a **private inspection and test drive**. For a new car ordered from the manufacturer, you may not test that exact car (Since it will be built for you), but you might visit a dealer or factory to inspect a similar model or even the production line.

Manufacturers often invite serious buyers to VIP previews or to spec their car in person. Use those opportunities to scrutinize build quality and options. For a pre-owned hypercar, **see the car in person whenever possible**. If you're in Europe, arrange a private viewing in a controlled setting, **many sellers will accommodate serious buyers by providing access to a secure showroom or storage facility**.

Bring an Expert

Given the technical complexity of hypercars, it's wise to have a marque specialist or a **mechanic accompany you**. During the inspection, check all aspects such as bodywork (**look for repainting or repairs that might Indicate past damage**), and mechanical condition (**fluid level, any warning lights on the instrument cluster**).

On a **test drive**, listen for odd noises from the **engine, transmission, or suspension**. With extreme performance cars, even a short gentle drive can reveal issues like **rough idling, brake fading, or alignment problems**. If the seller or circumstances don't allow an actual road test (which is common if the car isn't registered or is in a showroom), at least run the engine and check the systems (**electronics, hydraulic lift, AC, etc**) and consider a **dyno test or track test** if appropriate and feasible.

Always ensure insurance coverage is in place for any test drive, (many hypercar policies require named drivers). The goal of this step is to confirm the car feels and functions as advertised before you proceed to make an offer.

Structuring The Offer & Price Negotiation

When you're satisfied with the specific car, it's time to **structure your purchase offer**. For **new hypercars**, the price is often at **MSRP (Manufacturer's Suggested Retail Price)** if you're lucky enough to get an allocation.

However, some dealers may add premiums for limited models, or require you to purchase **additional cars** (a practice in some markets to qualify for a rare model). Be clear on the final price, which includes any luxury taxes or destination fees in the EU.

You might negotiate add-ons (**Accessories, extended warranty, free servicing package**) rather than price if it's a hot model. For **pre-owned hypercars**, there is usually more room to negotiate, especially if the car has been in **the market for a while** or if you have **competing options**.

Start with a fair but firm offer, based on your market research. Given the small pool of buyers and sellers, **hypercar pricing can be subjective – sellers sometimes price emotionally (due to attachment or speculative future value)**. Politely point out concrete factors affecting value (number of owners, service record, any flaws you found, and current market comparable).

Also consider the currency exchange if you're buying in a foreign currency, exchange rate fluctuations can affect the **final cost in SAR**.

You may structure the deal with conditions: For instance, the offer is contingent on passing a **Pre-Purchase Inspection (PPI)** or subject to **verification of all documentation**. It's common to include a **good-faith deposit** at this stage to secure the car while these conditions are met.

This deposit can be held in **escrow**. **Negotiation etiquette** is important, ultra-high-end sellers expect a **professional approach**, so it may be useful to have your broker or attorney handle the formal negotiations. Once both parties agree on price and basic terms, get a **written agreement or LOI** outlining the deal pending final checks. This would ensure there are no misunderstandings as you move to the stage **due diligence**.

Due Diligence Checks & Third-Party Inspections (PPI)

Before finalizing the purchase, perform **rigorous due diligence**. Hire an independent expert to conduct a **Pre-Purchase Inspection (PPI)** on the vehicle. A **PPI** is a comprehensive top-to-bottom check by a qualified mechanic, ideally one experienced with that marque or model. Even legendary brands have their quirks, such as Ferraris, Lamborghinis, Koenigseggs all have their specialized maintenance needs, and a seasoned inspector will know what expensive problems to look for.

The **PPI** will cover mechanical components:

- *Engine Compression*
- *Gearbox*
- *Suspension wear*
- *Brake condition*)
- *Electronic systems*
- *Compression tests*
- *ECU scan for error codes*
- *Inspecting for Fluid Leaks*
- *Cosmetic Details like the original paint verification.*
- *Structural integrity*
 - *(checking for any hidden accident repairs or frame damage)*
- *Cosmetic details like the original paint verification.*

These are all standard in a hypercar PPI. Ensure the inspection also verifies **matching numbers** for engine / chassis (for older collectibles) and any aftermarket modifications. It's worth the expense, as one guide notes:

a PPI helps identify any existing or potential issues and determine if it's worth the asking price", providing peace of mind and avoiding surprise repair bills.

Simultaneously, do conduct any **legal due diligence**, have a lawyer or title agency run a **title search** to confirm the seller has clear ownership and the car isn't **encumbered by financing or legal disputes**.

In the EU, a car's registration document should be **scrutinized** for any title brands (such as salvage or rebuild history). If buying from a company or dealer, **check the company's reputation and that they are authorized to sell the car** (especially if it's **on consignment**). To verify that the dealer is authorized to sell the car, ask to see the **consignment agreement**.

If possible, cross-check the car's history with the **manufacturer** or **official service centers**, as many luxury brands can confirm service records or even ownership history if you have the **VIN**, which adds **another layer of verification**.

Only proceed once the PPI report comes back satisfactory and any discrepancies are resolved (**You can use any minor issues to negotiate repairs or price adjustments before the final call**).

Finalizing Purchase Contracts & Legal Documents

With price and condition settled, the next step is to **finalize the purchase contract** and gather all legal documents. This step should be handled with **professionalism**, given the high stakes, it's wise to involve a **specialized attorney or legal counsel** experienced in international auto transactions.

The **Purchase Agreement (Bill of Sale)** must clearly list:

- *The Vehicle Details (VIN, make/model, year, spec)*
- *The agreed price and currency*
- *Terms of Sale (As is or any warranty)*
- *Inclusion of extras like spare parts*
- *The responsibilities of each party (Who handles export/import paperwork, shipment arrangements, insurance during transit, etc.)*

Ensure there are clauses addressing what happens if either party fails to complete the deal or if the car is found to have disclosed issues. For new cars, you'll likely sign an **order form or contract with the dealer / manufacturer**. **Read the fine print or delivery timelines and any penalties for cancellation**. **Legal documents** you should obtain or prepare at this stage, should include:

- **Manufacturer's Certificate of Origin (COO)**
- **Signed Purchase Agreement (Bill of Sale)**

This becomes the legal proof of the transaction. Have it in **writing and signed** by both parties (plus company stamp if a dealer). **If not in arabic, you'll need an Arabic translation for Saudi Import, so consider preparing a bilingual Bill of Sale (BoS)**.

- **Vehicle Title & Registration Papers**

For used vehicles, ensure the seller provides the original title (Proof of Ownership). In Europe, each country has its registration document (i.e. the V5C in the UK, the Carta Di Circaolaione in Italy, etc) you will need the original to transfer ownership and later reregister for export. **Verify the title is clear (no liens)** and matches the seller's name.

- **Any Warranty Transfer Papers**

If the car is new or still under manufacturer warranty, fill out any forms to transfer warranty to you (some warranties might not apply across regions, check with the brand). Also, if the car came with an **extended warranty or maintenance plan**, ensure those are transferred or noted.

Before signing, double-check that the contract reflects any conditions (for instance, if you negotiated that certain faults be fixed or that original parts be included). It's also prudent to include the list of **accessories and extras you expect**. (i.e. Original manual, tool kit, spare keys, care cover, trickle charger, etc.) so nothing is missing at delivery. Once everything is in order, sign the contract and obtain copies for all parties.

NOW YOU ARE LEGALLY COMMITTED TO PURCHASING YOUR HYPERCAR!

Secure Payment, Fund Transfers & Escrow

Paying for a hypercar is a significant financial transaction, and **payment security** is therefore **paramount!** Avoid simply wiring a large sum without protections. The safest method is to use an **escrow service or attorney trust account**. That's where funds are held by a neutral third-party and released to the seller upon fulfillment of conditions (**such as delivery of the car and title**).

Many high-end brokers and auction houses offer escrow as part of their service. If you use a **reputable escrow**, ensure you have a **written escrow agreement** that mirrors the purchase agreement.

Another common approach is a **Letter of Credit (LC)** from your bank, especially for international deals, your bank would essentially **guarantee payment** to the seller's bank once shipment is confirmed, adding a layer of trust.

If dealing with a known dealership, a **direct SWIFT bank transfer** can be safe, but ideally do it in stages (for instance, a deposit upon contract signing and the balance upon car pick-up or before shipping).

Always match the payment milestones to the transfer of custody, **NEVER LET THE SELLER HAVE BOTH THE CAR AND ALL YOUR MONEY SIMULTANEOUSLY WITHOUT ESCROW.**

If the car is being shipped, you might release the payment when the car is handed to the shipping company with your name on the export paperwork.

Beware of scams, and double-check bank account details (preferably pay to a **corporate account of the dealer**, not a personal account, and confirm via a phone call with the seller for any **large transfer to avoid phishing fraud**).

It's advisable to involve your financial advisor or bank's fraud department to oversee the transaction.

Finally, once the payment is complete, get a **receipt or acknowledgement** from the seller. Make sure you also receive all keys and documents this point (or confirm they will be couriered to you or accompany the car in a secure manner).

With the payment done and all papers signed, you are now the proud owner of the hypercar, and the next challenge would be **getting it home to Saudi Arabia**.

EU Deregistration and Export Documentation

Since the car is located in the EU, you'll need to handle **deregistration and export** formalities there before shipping it out. The exact process varies by country:

In many EU countries, you as the buyer will **deregister** the vehicle from the local registration. This usually involves submitting the registration documents to authorities and declaring the car is being **permanently exported**. For instance, in Germany, the car would be **abgemeldet (deregistered)** and you might obtain export license plates (Ausfuhrkennzeichen) if you plan to drive it to the port. In Italy or France, similar processes exist to note the vehicle is leaving the EU.

Obtain an **EU export certificate or Proof of Export**. This could be a certificate from the registration authority stating the car is exported, or simply a stamped deregistration document. This is important for both you and the seller, as this proves the car left the EU (which can be used to reclaim VAT if applicable, or at least ensure no further tax bills). Also, **Saudi customs will want to see that the car was legally exported**.

Customs Export Declaration (EU): Work with a shipping agent or customs broker in the EU to file an export declaration. This is required so that EU customs clear the car for exit. The broker will typically need a copy of the **title, Bill of Sale, your ID**, and the destination details. Once processed, you'll get export clearance papers that the shipping company will use.

VAT Handling: If you purchased the car from a dealer as being **new**, you may be eligible for a VAT exemption or refund since the car is being exported out of the EU, this is called **zero-rated export**.

Therefore, ensure the dealer prepares the needed paperwork (they may sell it to you net of VAT if you commit to exporting it, or you pay VAT and then reclaim after **proof of export**).

If the car was used **from a private seller**, VAT likely wasn't charged, so this is not an issue. In any case, have documents showing the tax status i.e. an invoicing indicating VAT export zero-rated or similar, to avoid complications. The EU's rules state that private sales don't incur VAT for the seller, **and the buyer pays VAT in their country of registration (In this case, Saudi VAT on import)**.

However note, There are going to be cases where you might be charged VAT on top of the car, in which case you can demand a refund, **once the vehicle officially leaves the EU**, through the **Proof of Export** certificate and send it back to the Dealer, **however the dealer may refuse to pay VAT, in which case you may be able to reclaim the VAT directly from the country's tax authority, but it's more complex, especially if you're not an EU citizen**. Therefore just ensure that **you agree in writing beforehand, that the VAT will be refunded upon export**.

Transport Insurance and Temporary Plates: If you need to move the car within Europe (Say, from the seller's location to the port of shipment), arrange either an **enclosed transport** or **obtain temporary transit plates and insurance**. Many EU countries offer **transit plates** that would include short-term insurance specifically for export moves. Given the value of a hypercar, enclosed truck transport is often preferable to avoid adding miles or risk on public roads.

Therefore, collect all **export documentation**, including:

- **The Deregistration Certificate**
- **Export Declaration Papers**
- **and any transit plate papers.**

These will form part of the pack of documents you'll present to Saudi Arabian customs on arrival. Finally, coordinate closely with your **shipping company or freight forwarder**. They will guide the timing (for example, port cut-off dates for loading) and ensure all EU-side formalities are done. With the car officially signed out of Europe, you will be ready to ship.

International Shipping & Customs Clearance

Now for the logistics of moving a multi-million-dollar vehicle across. **International Shipping** of hypercars can be done via **sea** or **air**, each with its own **pros** and **cons**:

Air Freight (1 – 2 Days)

The fastest and most secure (but expensive) method. Your vehicle would be flown in a cargo plane (often on a pallet or in a special container) from a major EU airport directly to **Saudi Arabia (likely Riyadh or Jeddah airports)**. Specialist air freight companies cater to high-end vehicle transport.

Manufacturers such as Rolls Royce and others even work closely with air charter companies to ship cars for clients quickly.

Air freight can cost within the **range of tens of thousands of dollars (€55,000 to €90,000 EUR) per car**; however they minimize time and exposure which is often their benefit. **If you're choosing air, ensure the handling is white-glove:** as the car should be securely tied down, covered, and possibly even have a custodian if you want an extra layer of oversight.

Sea Freight (2 – 4 Weeks)

This is a far more economical route, and it's typically done via **container shipping**, as your hypercar would be loaded into a 20-foot or 40-foot container (**Usually, one car can fit just about a 20-foot container**, or sometimes **two smaller cars in a 40-foot container**). Always insist on a sole-use container for a hypercar to avoid any risk of other goods causing damage or being within the same container.

The car will be secured with **straps** and **wheel chocks**, and perhaps covered with protective wrap. Make sure the shipping company you choose has experience with luxury cars so that **loading / unloading** is done carefully (Wooden ramps, low-angle entry, etc., to accommodate low ground clearance).

An alternative is **Ro-Ro (Roll-on / Roll-off)** ships, where the cars are driven into the vessel. **Ro-Ro** might be fine for normal cars, but for a hypercar, container ships are generally safer and more private. The reason being Ro-Ro ships don't offer any sealed container options, since they're basically parked out in the open with limited privacy.

Insurance in Transit

No matter what method you choose, **get marine cargo insurance or transit insurance** that covers the full value of the car during shipping. Standard shipping liability insurance will nowhere near cover a hypercar's value, so you will need a separate policy for this in transit. Confirm the policy does **cover damage, theft, and total loss from the time the car is handed over in the EU until it's in your possession in Saudi Arabia**.

As the car departs the EU, you (or your agent) should receive an **Export Bill of Landing or Air Waybill**, this is a shipping document proving the car is on board and is enroute to leaving the country. You'll use this, along with **other papers**, to clear customs in **Saudi Arabia**.

Coordinate with a **customs clearance agent in Saudi Arabia** ahead of time, providing them with copies of all documents:

Title

Bill of Sale

Export Certification

Etc

so they can pre-arrange the import filing.

Transit times will vary by air as **it could be within a day or two**; either by sea, it could take a few weeks (for instance, shipping by ocean from Europe to Jeddah might be 2 – 3 weeks depending on routes). Use this transit time to ensure all your Saudi import paperwork is in order.

Plan for the **destination logistics**: once cleared from the port or airport, will can have the car transported by trailer to your location. **Since It's not wise to drive it straight out of the port instead, use an enclosed transporter for the final leg as well, especially if you need to go to inspection centers or registration offices.**

Import To Saudi Arabia (Customs, VAT, Duties)

Bringing the car into **Saudi Arabia** would involve navigating import regulations and paying the **required duties and taxes**. Saudi Arabia allows import of new and used cars with some restrictions, so do ensure your hypercar complies:

Age and Condition

Generally, Saudi Arabia **doesn't allow import of vehicles older than a certain age (Usually more than 5 years old for regular cars, though classic cars over 30 years are exempt)**. Hypercars would fall into this category so make sure the hypercar you're purchasing isn't older than 5 years!

Salvage or heavily damaged vehicles are prohibited from import. So your car must have a clean title.

GCC Specifications

The car must meet **Gulf Cooperation Council (GCC) Standards** for safety and emissions. This would include having a **left-hand drive configuration (right-hand drive cars aren't allowed at all)**. Fortunately, most hypercars in Europe are left-hand drive or have **LHD versions**. Emissions-wise, modern EU cars usually meet or exceed GCC standards, but be prepared to **show proof** if asked (**Certificate of Conformity can help**)

SASO Certificate of Conformity

The **Saudi Standards, Metrology and Quality Organization (SASO)** requires a **Certificate of Conformity (CoC)** for all imported vehicles. This certificate verifies that the vehicle meets **GCC specifications** and is mandatory for both **customs clearance and registration** in Saudi Arabia. The CoC is processed through the **SABER online platform**, but it's important to note that SABER itself does **not perform inspections**—these are carried out by **SASO-approved Conformity Assessment Bodies (CABs)**.

There are two ways to obtain the CoC:

1. Through a CAB (e.g., TÜV Rheinland, Intertek), or

Through the **Authorized Distributor (AD)** in the GCC or the **Manufacturer's Middle East Representative Office** — which is often more convenient for GCC-spec hypercars.

If using the manufacturer or AD route, they typically request:

- VIN
- Build Sheet or Configuration Sheet
- Invoice or Proof of Ownership
- Passport/Iqama or Company CR
- Your SABER Importer Account Info (if they upload on your behalf)

Once they confirm the vehicle is **GCC-compliant**, they will either:

Upload the CoC directly into **SABER** for you, **or**

- Provide a CoC PDF that you can pass to a CAB for rapid approval and upload into SABER

In short, whether you work with a **CAB** or the **official regional distributor**, the goal is the same: ensure your vehicle is GCC-compliant and have the CoC uploaded into SABER for import clearance. The path you choose depends on your vehicle's origin and how you prefer to manage the process.

Import Duty & VAT

As the importer, you must pay Saudi import duties and taxes. Currently, the import duty is **5%** of the car's **CIF value (Cost + Insurance + Freight)**, and VAT is 15% on top of the sum of **cost + duty**.

So for instance, if your hypercar costs **\$2,000,000** and say shipping / insurance was **\$20,000**, the duty would be around **\$101,000** and then VAT about **\$303,000 (15% of (2,020,000 + duty))**. These are significant amounts, so do plan your cash flow accordingly.

So you will typically be paying these significant amounts through the **Saudi Customs Portal (ZATCA)** or via your customs broker before the car is released. So keep the **proof of payment** of duty and VAT, it will be needed to register the car, proving all taxes were paid.

Customs Clearance

Your appointed customs broker will file an import declaration attaching the required documents:

- **Original Title**
Bill of Sale (BoS) (Which shows the purchase price)
- **Your ID**
- **The COC from SASO**
Import Permit (Certain categories of vehicles need special permission)

The broker will process these with **ZATCA (Tax Authority)** and Saudi Customs. If everything is in order and duties are paid, customs will clear the car, and you'll get a **Customs Clearance Certificate** or a **Stamped Document** that the vehicle is now free to enter.

Temporary Plates

Upon clearance, you might be issued a **temporary license plate** (valid for about 15 days), so you can legally move the car for the next steps (**Inspection and registration**). Often, though, people directly arrange transport to registration without driving the car, to avoid any road use before registration.

Ensure no step is skipped, Saudi Customs are strict, and ignoring any import duty or paperwork can result in heavy fines or the car being held. Therefore, use a checklist for this stage:

- Original Title or Registration Document (from country of export)
- Bill of Sale (BoS) or Commercial Invoice
- SASO Certificate of Conformity (CoC) Uploaded into SABER
- Import Declaration (Fasah/Customs Manifest)
- Proof of Duty & VAT Payment (ZATCA receipt)
- Shipping Documents (Bill of Lading / Air Waybill)
- Insurance Policy (May be required before MVPI)
- Owner ID — Passport + Iqama, or Company CR & POA if registered under an entity
- Duty & VAT Paid

All with customs formalities done, you're almost ready to hit the road!

Final Registration & Licensing in Saudi Arabia

The last step is to get your hypercar officially **registered in Saudi Arabia** and obtain **Saudi License Plates**. This process involves local authorities and is crucial for legal road use:

Vehicle Inspection

First, the car must pass Saudi standards inspection. This is usually conducted at an authorized center (Often the **MVPI – Motor Vehicle Periodic Inspection Centers**). They will first verify the car's **VIN**, check that it matches the import paperwork, and inspect safety items (Lights, brakes, etc.) and emissions.

Given it's a hypercar, it should be in top shape, but ensure things such as headlights have **the correct beam pattern for right-hand traffic**, and **any modifications (exhaust, etc.) are not against regulations**. If the car has very low ground clearance, you may need to arrange a special inspection or use ramps, as standard rollers may not accommodate it. Passing this inspection is **mandatory**.

Insurance Coverage

Obtain **insurance** before registering. Saudi law requires at least **third-party liability insurance**, but for a hypercar, you would want comprehensive coverage. (**We'll discuss insurance options in a later section**). You will need to show proof of insurance to register!

Pay Registration Fees

There will be a registration fee (Around **SAR 300** as noted) and possibly **a plate fee**. You have to pay these at the cashier or through the **SADAD** payment system as instructed.

Issuance of Istimara and Plates

Once processed, you'll be issued the **Istimara (Vehicle Registration Card)** for your car, and the Saudi License Plates. You'll typically get two plates (Front and Back). Since your car is high-value, it might be tempting to request a special plate number, Saudi Arabia has auctions for unique plate numbers if that's of interest, but that's **optional and can be done later as well on Absher**.

Now remove the temporary plates (if any) and **affix the official Saudi Plates**. Your hypercar is officially road-legal in **Saudi Arabia**. At this stage, ensure you also safely **file away all the import documentation and foreign documents**, as they are part of the car's provenance and might be needed if you sell or ship the car out in the future. **The hard work is done, and now you can enjoy your hypercar on Saudi Roads!**

AQUISITIONS

Essential Documentation Checklist



Essential Documentation Checklist

Throughout the acquisition, **documents are your best friend**. Here's a checklist of essential paperwork and items you should obtain to make the purchase and import successful (**and future ownership easier**):

Manufacturer Certificate of Origin (MCO)

The **MCO (sometimes called Statement of Origin)** is issued by the manufacturer and is the primary document for the first registration of the vehicle. Ensure the dealer gives this to you (or to the shipping company) when exporting a new hypercar. Without it, you might face trouble proving you own an unregistered car. It will list the car's make, model, VIN, and confirm it's brand new.

Vehicle Title & Registration Documents

Used cars. Obtain the original title from the seller. In Europe, some countries doesn't have title like the US, but rather a registration document that also serves as proof of ownership. For example, in Germany the Fahrzeugbrief (Part ii registration) is the key ownership document, in the UK it's the V5C logbook. Make sure it's signed over to you properly. If the country issues an **export certificate upon deregistration**, include that as well. These documents prove the change of ownership and export legality.

Purchase Agreement / Bill of Sale

This is the formal contract of sale. It should include all identifying info of the **buyer, seller, and the car, plus terms of sale and price**. It's especially important for customs to see the purchase price (for duties) and for your own records. If it's not in **English or Arabic**, get it translated for use in Saudi. Customs will often require a **Bill of Sale or Commercial Invoice** showing the value.

Service and Maintenance History

Collect all records of maintenance, repairs, and inspections. This might include a stamped service booklet. Plus, invoices/receipts. For each entry, note the date, mileage, and work done. This history not only helps you maintain the car properly going forward but also is crucial for future buyers to see you maintained continuity. It can also help identify any recurring issues or past problems the car had.

📄 Pre-Purchase Inspection (PPI) Report:

If you commissioned a PPI (as recommended), keep the report. It will detail the condition of various components at the time of purchase. This can serve as a baseline going forward. i.e. The PPI noted the clutch wear at 30%, so you know roughly when it might need replacement. Also, if any disputes arise after purchase about condition, you have a third-party assessment or file.

📄 Original Manuals, Tool Kit, Keys, Accessories

Hypercars often come with bespoke accessories, custom luggage sets, battery tenders, cleaning kits, even display boxes for keys. Ensure the seller includes everything that comes from the factory.

For example, Bugatti provides a trickle charger and a crate of manuals and even a speed key; Pagani might come with a custom luggage. These items are part of the car's value. Having all original owner's manuals and literature in pristine condition also matters to collectors. And crucially, get all the **keys**, many exotics come with two keys (and some brands charge exorbitantly for a lost key replacement). Verify that any electronic keys or fobs all work.

📄 Warranty Documents

If the car is still under manufacturer warranty or an extended warranty, get the documentation and transfer it to your name. This might include warranty booklets, and you may need to inform the manufacturer / importer of the ownership change. If the car had recall notices, obtain proof that they were addressed (manufacturers will do recall events across borders, but you need to ask).

📄 Export Certificate & EU Customs Documents

As part of exporting from the EU, ensure you have any **export clearance document** from the EU side (for instance, a customs export stamp or form). While Saudi authorities may not require to see the EU export papers in every case, having them proves the chain of custody and that the car wasn't smuggled. It can also be helpful for VAT reclaim if applicable. Additionally, have the **Bill of Landing (Air Waybill)** from the shipment as it shows the car was shipped from X port on Y date.

📄 Saudi Import Documents & Duty Proof

After import, keep the **Customs Clearance Certificate** or paperwork given by Saudi customs, the **proof of paid duty and VAT (receipt from ZATCA)**. This not only is needed for registration, but also is proof if you ever export the car out of Saudi that you paid (in case there's any chance of a refund or just to show compliance). Also keep a copy of the **SASO Certificate of Conformity** you obtained and the **inspection report** from the registration process.

In summary, assemble a file (**physically and digitally**) containing all of the above. It's wise to keep both physical copies in (perhaps with your other asset documents) and scanned copies in secure digital storage. This protects you against loss and makes it easy to retrieve info whenever needed. A hypercar with full documentation is easier to service, register, insure, and ultimately sell when the time comes.

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Critical Things to be Aware of



Critical Things to Be Aware Of

Even with the above steps, the **hypercar market has unique quirks and risks**. Therefore, keep these critical points in mind throughout the entire process:

Market Manipulation & Speculative Pricing

The hypercar market can be volatile, where limited models often see speculators flipping them at many times of the list price. **Be wary of buying during a hype bubble, the values can drop if the market corrects.**

Always cross-check prices (**as noted earlier**) and understand that certain **investor** hypercars might be **artificially priced**. Manufacturers sometimes attempt to curb this (i.e. By contractually preventing quick resale), but in secondary markets, prices are unregulated and driven by passion and scarcity. **Stay objective about a car's value to the buyer personally and set a walk-away price to avoid overpaying due to FOMO.**

Grey Market Risks & Unauthorized Sellers

The term **grey market** often refers to cars sold outside official dealer networks. While many grey-market deals are **legitimate** (and sometimes the only way to get a rare car), there are risks. An unauthorized importer might sell you a car that isn't properly **certified** for your region, leaving you with registration headaches or a voided warranty. These have been instances where brokers operated dishonestly, even **selling cars they never owned**.

Therefore, the following is a way to mitigate this:

Stick to well-known specialists with a proven track record (for instance, brokers who started in the grey market decades ago but built a strong reputation). **Verify references and prior customer experiences.**

If a deal seems too good to be true or the seller is being evasive on providing documentation, walk away!

Also, ensure any grey-import car meets **GCC specs** – a supercar configured for Europe might need modifications for Saudi (like specific lighting or language on dash displays).

⚠ First-Owner vs Multi-Owner Value Differences

In the collector car world, **provenance matters**. A **one-owner hypercar** (Especially if that owner is notable or if they took exceptional care of it) can command a **premium**. It suggests the car likely was maintained and has all original items from new.

Conversely, a car that has passed through many hands quickly might have been treated more as a commodity.

Possibly driven hard and prepped for resale each time, or worse used as collateral in financing. Multiple owners can also mean gaps in history if records weren't passed along. **When evaluating a used hypercar, give weight to those with fewer owners.**

However, also consider why a car changed owners, sometimes owners sell quickly due to personal issues or portfolio changes, not issues with the car. Each case is unique, **cherish complete history and continuity of care.**

⚠ Service History, Mileage Tampering & Cloned VINs

Documentation is king, always check the **service book and invoices**. Hypercars often have scheduled maintenance annually regardless of mileage (i.e. Fluid Changes), **missing those could mean latent problems**. **Watch for inconsistent mileage entries or unusually low miles with high wear.**

Odometer rollback is rare on modern digital clusters but not impossible with illicit tools. Insist on verifying mileage through multiple sources (Service Center Records, state inspection records if from a country that logs them, etc.). **Cloned VINs** are a criminal trick where a stolen car is given the identity of a legitimate one (Copying it's VIN).

While more common in mass-market cars, there are a few high-end car theft rings which have attempted it. Therefore, to protect yourself, ensure the VIN on the chassis and the one on the paperwork and the manufacturer's VIN plate all match up perfectly and show no signs of alteration. It can be helpful to contact the manufacturer with the VIN, as they can sometimes confirm if that VIN is known to exist and in what configuration, which can expose a fake. Therefore, if something feels off about a car's identity or history, do not proceed without **deep investigation**.

Manufacturer Allocation Strategies

Each top-tier manufacturer has their own way of allocating limited hypercars, and understanding these can help if you aim for future models. So for instance, Ferrari's most exclusive **Limited Series** are offered to clients who've purchased multiple Ferraris and are in good standing with the brand. This often would mean buying and **holding** several new Ferraris over the years.

Bugatti, offers special editions to existing owners first. **Lamborghini and McLaren have their VIP client lists as well. Sometimes brands factor in your participation in events.** (i.e. Track days, concours) to gauge loyalty.

Key Point: if you aspire to get the next hypercar at list price, then start building a relationship. **Buy other models, attend owner events, and express your interest early.**

Also, be aware of **brand politics**. For instance, Ferrari has been known to frown on owners who also collect certain rival brands' special editions. While not officially stated, there is a bit of a game to staying in the inner circle for allocations. **If this is too onerous, the alternative is to pay a premium on the secondary market, which many do! Just go in with eyes open. The privilege of first ownership often comes with intangible costs (loyalty, opportunity cost of owning other cars), which is beyond the price tag.**

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Mistakes To Avoid!



Mistakes to Avoid At All Costs

Even seasoned buyers can stumble during a complex purchase like this. Here are some mistakes to avoid **at each stage of the process**:

🚫 Overpaying Due To Hype or Poor Timing

It's easy to get swept up when a new model is announced or when values are skyrocketing. Don't buy at the peak of a speculative bubble unless you're content potentially losing value later. **Likewise, avoid buying sight-unseen** at hype auctions where emotions run high. Do your homework on pricing.

For new cars, know the **Manufacturer's Suggested Retail Price (MSRP)** and **typical dealer markup (if any)**. For used, have an upper limit. Also consider timing, if you can wait until off-season or when a new model is announced, prices might soften.

i.e. Purchasing a hypercar right after it's top speed record hype might mean paying a premium that could cool off in a year.

🚫 Shipping Independent Inspections or Verifications

Never skip the PPI and due diligence step, NEVER! The cost of a thorough inspection is negligible compared to the vehicle's price and the potential cost of hidden flaws. Even new cars, **inspect on delivery, there have been cases of transport damage or factory defects (yes, it happens even with million-dollar cars)**.

Skipping verification of the title or history is equally risky, as you don't want any legal troubles because the car had an undisclosed lien or was reported stolen somewhere. Essentially, trust but verify every claim the seller makes, from condition to history. **If a seller discourages inspections or rushes you, that's a red flag.**

🚫 Failing To Secure Proper Documentation

Documentation isn't just bureaucracy, it's your protection. A common mistake is not getting all the paperwork sorted at the time of sale. Chasing documents after money has changed hands can be a **nightmare**. Make a checklist and ensure you get every item.

Especially for imports, missing a single certificate can strand you car at custom. Also, don't accept photocopies where originals are needed (i.e. original title). Insist **all numbers match across documents**. If the car comes with memorabilia (**build sheets, certificates of authenticity, etc.**), collect them too, they add value and authenticity.

When it comes to registration, not having the right documents can result in huge delays or even an inability to register the car at all, so double-check requirements both in the exporting country and in Saudi Arabia.

Required Physical Originals:

Original Title / Registration Certificate

Original Bill of Sale (BoS) or Commercial Invoice

ZATCA Duty & VAT Payment Receipt

Customs Clearance Certificate (if issued post-clearing)

Commercial Registration (CR) (if registering under a company)

Insurance Certificate (sometimes requires a stamped original for MVPI or registration)

🚫 Ignoring EU Export or Saudi Import Rules:

Cutting corners on export / import procedures can be costly. For instance, if you fail to officially export the car from the EU and just ship it out, **the EU country's authorities might still consider it in their system this could lead to issues (like tax notices or even a stolen vehicle report if the previous owner claims they don't have proof it left)**.

Similarly, not adhering to Saudi import rules (like the SASO conformity or the ban on RHD vehicles) can mean your car gets **refused entry or impounded**. Always research the latest regulations – they can update (**Saudi VAT was 5%, then became 15% in 2020**). Use experienced customs brokers to avoid mistakes here. **Ignorance is not a valid excuse to authorities, and penalties or storage fees for a stuck car can be significant**.

Underinsuring the Vehicle or Using Wrong Coverage:

A hypercar isn't just another **car to an insurance company**, if you try to put it on a standard auto policy, **you might find it inadequately covered or even ineligible for full payout in certain cases**.

Underinsuring for instance, is declaring a lower value to save premium. In the event of a total loss, you could be out **millions**. Instead, use **agreed value coverage** from a specialized insurer, meaning they agree upfront on the car's value and will pay that in full if it's destroyed or stolen. Also consider coverage for all uses, if you plan to track the car, you'll need special track-day insurance (normal policies exclude racing).

If the car is in transit or storage, ensure the policy covers those scenarios (some collectors have a "garage policy" when the car isn't driven, but you'll need to switch to road use coverage before hitting the road).

Don't forget **insurance during shipping**, either your regular insurer can extend coverage while it's in the container/plane, or get a **separate marine policy**. **Another mistake is not getting enough liability coverage, hypercars can accelerate violently, therefore you would want high liability limits in case of an accident**. Therefore, in short, work with insurers familiar with high-value vehicles (we'll list some later) and review the policy details closely.

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Additional Considerations



Additional Considerations and Resources

Beyond the acquisition process itself, here are additional areas to ensure a seamless ownership experience for you're the hypercar:

Trusted Hypercar Brokers and Specialist Dealers (Eu Focus)

Dealing with the right professionals can make all the difference. In Europe, a few names stand out for reliability and inventory in the hypercar space. **Specialist brokers** like **Tom Hartley (UK)** have decades in the business and handles dozens of supercar transactions monthly, including vintage Ferraris and modern exotics. Other notable brokers / dealers include:

- **Tom Hartley Jnr**
- **Joe Macari Performance Cars**
- **Romans International (UK)**
- **Auto Salon Singen**
- **Kaaimans International (UK)**
- **Boutique Auto Eberlein (Germany – A Bugatti Dealer)**

Pagani has dealers in London, Geneva, etc. Koenigsegg has dealers in Switzerland, Sweden, etc.

These specialist not only sell cars but often can **source specific models** on request through their network. When choosing a broker or dealer, consider their reputation (check client testimonials or ask fellow collectors), the transparency of their process, and whether they can assist with export logistics.

Be aware of commissions, brokers typically charge a fee (either on top of the price or built into it). A trustworthy dealer will be upfront about all their costs. **Using a respected specialist, as some offer short-term guarantees on used cars.**

In sum: **Leverage the expertise of those who eat, sleep, and breathe hypercars, especially if you are new in this market.** They can guide you, handle paperwork, and ensure you're getting the best deal.



Insurance Providers for Hypercars in Saudi Arabia

Insuring a hypercar in Saudi Arabia will likely require working with insurers who cater to **high-net-worth** clients and high-value assets. Standard car insurance companies might not have the capacity or appetite for a multi-million dollar vehicle. **Therefore look into premium insurance providers such as:**

- AXA XL
- Chubb
- Allianz
- AIG

These are global insurers which often have specialty policies for exotic cars. For instance, Chubb has a **Prestige Car Insurance** division which specifically is for high-value vehicles. Additionally there are some local/regional providers that also have VIP client services, **companies such as:**

- RSA Middle East
- Tawnyiya

Sometimes offer bespoke coverage for exotic cars if you are a valued client in other lines. It's often useful to go through an **insurance broker in the KSA who understands the market** they can solicit quotes from multiple companies on your behalf, these are the following key things to look out for in a hypercar insurance policy:

Agreed Value Coverage: This is where the insurer agrees on the value of the car upfront, so there's no haggling over **market value** if there's a total loss

Worldwide Coverage: If you plan to ship or drive the car internationally (i.e. to attend shows or track days in Abu Dhabi or Europe), ensure the policy does cover that or can be extended for those events.

High Liability Limits: Protecting your liability in case of an accident is crucial given the performance of these cars. **Therefore opt for the maximum liability coverage available, and consider an umbrella liability policy if needed.**

OEM Repair Guarantee: In case of damage, the policy should allow repairs at manufacturer-authorized facilities with **original parts**. Some insurers even cover the cost to ship the car back to the manufacturer for repair if needed.

Theft and Vandalism: Ensure the policy does cover full theft (which includes if the car is taken in a trailer) and any malicious damage. Given the high profile nature of hypercars, they can be targets for attention.

Therefore, when you take out the policy, have the car's appraisal or invoice ready to substantiate it's value. Also, ask about any security requirements, some insurers may require you to have certain anti-theft devices or that the car be stored in a secure location when not in use.

In Saudi Arabia, you will find the market can accommodate insuring them, however, it will certainly come at a premium price.

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Storage Solutions



Storage Solutions

Owning a hypercar means you'll also need to think about **how to transport it safely locally and how to store it when not in use**. Because Saudi Arabia is a hot climate country, therefore its environment can be harsh on vehicles, and hypercars often contain sensitive electronics and materials (**leather, carbon fiber**) that prefer stable conditions.

Ideally, store your hypercar in a climate-controlled garage. This could be a **private garage at your residence, that's been equipped with air conditioning / dehumidifiers to keep the temperature and humidity in check**.

Or a professional storage facility. In cities such as Dubai and perhaps now in Saudi Arabia, there are luxury car storage facilities offering:

- 24/7 Security
- Climate Control
- Battery Maintenance
- Etc

If storing at home, consider installing a security system and potentially obscuring any direct line-of-sight into the garage (To keep away prying eyes away). Routine while in storage is to use a **trickle charger** to maintain the battery (most hypercars come with one) Use the factory one if provided as it is matched to the car's electrical system).

It's wise to **start the car periodically** and even roll it a bit to prevent tire flat-spotting (or use tire cradles / stands). Some owners jack the car up slightly to take weight off the suspension **during long storage**, but consult with the manufacturer on that.

Also, keep the fuel tank not too full (Old fuel can cause issues) and add a fuel stabilizer if it will sit for more than a few months. Cover the car with a soft, breathable cover to protect it from dust (Which is also included with the car).

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Post Purchase Steps



Post-Purchase

Onboarding Into Your Collection

Record the car in your asset registers and inform your luxury & lifestyle office **or financial department** of the new asset for insurance and estate planning. **Join** the owner's club or community for that brand i.e. Bugarri Owners Club, Pagani Owners Groups, etc. These networks can be great for support and camaraderie.

Many manufacturers have exclusive events for owners (rallies, track days, factory visits), especially for **hypercar clients**. Therefore, get involved to fully enjoy the ownership experience and also to stay in the loop (this can even help you get access to **future limited models**). Register on the manufacturer's website or application if you have one for owners, so you receive any software updates or recall notices.

Maintenance Plans

Plan out the maintenance of the car proactively. Hypercars often have **Annual Service Requirements**, even if you drive just a few kilometers. Schedule these services with an authorized service center. In Saudi Arabia, some hypercar brands have service centers.

i.e. **Ferrari/McLaren** might have official service in Dubai or Abu Dhabi which could also serve **Saudi Clients**.

Say if there isn't an official service for your brand (say Koenigsegg), you might need to either fly in a **factory technician** or ship the car abroad for service. It's not uncommon for hypercar owners in the Middle East to send cars to Europe for major servicing or have a **mobile service team visit**.

Set aside a maintenance budget, **though it can be substantial**. For instance, something as simple as a yearly oil change for a Bugatti can be tens of thousands of dollars, and tire replacements are also very costly on certain models). Don't defer maintenance, **not only could it harm the car, but it will be noted when you go to sell**.

Also keep an eye on wear items if you do drive it: **Hypercars can consume tires, brakes, and clutches** quickly under spirited use. Replace items as needed with OEM parts.

Maintaining a **service log** (dates, what was done, by whom) will continue the chain of documentation.

Resale and Value Preservation Strategies

Even if you plan to keep the car long-term, it's wise to think about preserving value. The following are some **Simple Steps**:

- **Keep the mileage reasonable**

Using the car is fine, but perhaps avoid piling on thousands of km if value retention is your goal. Most hypercar owners drive a few hundred to a couple of thousand km a year at most.

- **Avoid Irreversible Modifications**

*If you want to change the look (wrap, etc.), make sure it's removable and the paint is protected. Hold on to **all original parts** If you do any modifications (Exhaust, Wheels). Future buyers often want the stock setup.*

- **If You Ever Sell**

*Hypercar values can increase once the model sells out and if the brand does well, but they can also dip in value, if say, a successor model makes the current model less special. **Monitor the market or consult with your broker on when it might be a good time to pare from your collection.** i.e. Many who bought a new limited Ferrari will hold it for the period Ferrari expects (Which is usually a year or two) **to not get blacklisted**, then might sell at a profit in the market is strong.*

Plan your exit accordingly, and ensure you comply with any agreements (some contracts may actually forbid resale for X time). When the time does come, **have the full documentation and an impeccably maintained car will let you ask for top dollar.**

*Finally, enjoy the journey. Acquiring a hypercar is not just about the destination (the car itself) but also the process and community that comes with it. By following this guide, you've covered A-to-Z – **sourcing, buying, importing, and integrating** a hypercar into your life.*

Now you can relish the acceleration, the engineering marvel, and the status that comes with owning one of the world's greatest automobiles, all while knowing you've handled the behind-the-scenes details with the utmost care and diligence.

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