

# LUXURY CARS OPERATIONAL GUIDE

Pre-owned luxury vehicles · United Arab Emirates · Europe



At Aragon Star we identify the best opportunities in the pre-owned luxury car market in the United Arab Emirates and make them accessible to discerning buyers across Europe — with turnkey delivery, an all-inclusive price, and zero hassle for the client.

## WHY THE UNITED ARAB EMIRATES MARKET?

### An exceptional source of luxury vehicles

The UAE market offers a unique combination of factors that make it a privileged source for pre-owned luxury cars:

- Dry, salt-free climate: virtually zero corrosion on bodywork and undercarriage.
- Low mileage: high-end vehicles change hands frequently with reduced mileage.
- Competitive pricing: the price differential compared to the European market is significant, even after factoring in all import costs.
- High availability of top-spec versions and limited editions, common among the local clientele.

## BRANDS AND MODELS

### Exclusively the best of each brand

We work exclusively with vehicles from the most renowned brands in the premium and ultra-premium segment. For Mercedes-Benz, BMW and Audi, we focus exclusively on the top models of each range:

**Bentley · Rolls-Royce · Ferrari · Lamborghini · McLaren · Mercedes-Benz  
— top range · Range Rover — top range · BMW — top range · Audi — top range**

All vehicles are inspected by our specialist team before being offered. Our sources include private sellers, dealers, official brand dealerships and approved auctions in the United Arab Emirates.

### Service Excellence over 35 years

BERLIN · DÜSSELDORF · HAMBURG · HOHEN NEUENDORF · LEIPZIG · MUNICH · STUTTGART · MALLORCA

DUBAI

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## PURCHASE OPTIONS

### Two ways to find your vehicle

In both cases, our services are fully included in the final price and are only charged if a purchase is actually completed:

#### OPTION A

##### Current selection

Access the vehicles in our active portfolio directly — already inspected and with a fixed all-inclusive price. You receive all detailed information as soon as you express your interest.

#### OPTION B

##### Personalised search

Tell us the make, model, specifications and budget you are looking for. We activate our network in the UAE market to find your vehicle and present you with the best available option.

## PURCHASE PROCESS

### From selection to delivery in Europe

01

#### DETAILED VEHICLE INFORMATION

As soon as you express your interest, we send you a complete dossier with all technical data, documented history, current condition and photographs of the vehicle.

02

#### TECHNICAL INSPECTION AT THE OFFICIAL BRAND WORKSHOP

Once you decide to proceed, we coordinate — at your cost — a comprehensive technical inspection at the official brand workshop in Dubai. Full transparency before any purchase commitment.

03

#### CONFIRMATION AND PAYMENT

If the inspection is satisfactory, we issue the invoice for the fixed all-inclusive price. Payment is made by bank transfer of the full amount. Once payment is received, we immediately initiate the export process. We do not work with deposits or financing, as vehicles can only be shipped once fully paid.

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04

## MANAGEMENT, EXPORT AND TRANSPORT

We handle all documentation and the export from the United Arab Emirates. Transport is by sea, unless you prefer air freight and assume the cost difference. The price includes transport insurance.

05

## TURNKEY DELIVERY AT THE DESTINATION PORT

The vehicle is delivered registered at the destination port in Spain or Germany, with all import taxes and duties paid, ready to drive. The subsequent transfer from the port to your location can be organised.

## KEY HIGHLIGHTS

### ALL-INCLUSIVE PRICE — NO HIDDEN COSTS

The price we offer covers the vehicle, our fees, sea freight, transport insurance, customs processing and all import taxes and duties at the European destination. There are no additional hidden costs.

### ESTIMATED DELIVERY TIME: 25 TO 40 DAYS

With standard sea transport, the delivery time to the destination port in Spain or Germany is between 25 and 40 days from departure at the port of origin, depending on the route and availability of scheduled sailings.

### VERIFIED AUTHENTICITY AND TRACEABILITY

Before offering you any vehicle, our team verifies the history, the authenticity of the mileage and the documentation. The additional inspection at the official brand workshop — coordinated before payment ensures that you make your decision with full information and without risk.

### PERSONALISED SUPPORT THROUGHOUT THE ENTIRE PROCESS

You will have a dedicated point of contact throughout the entire process, from the initial search to delivery at the port. We answer all your queries and keep you informed at every stage.

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## CONTACT

### We are at your service

To request information on available vehicles, initiate a personalised search or resolve any query, please contact us:

#### DUBAI — HEAD OFFICE

Mobile: +971 50 949 1925

Phone: +971 42 54 49 10

[info@aragonstar.com](mailto:info@aragonstar.com)

#### BRANCHES IN EUROPE

Germany: Berlin • Düsseldorf • Hamburg

• Hohen Neuendorf • Leipzig • Munich

• Stuttgart

Spain: Mallorca

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