

**BARE BOAT
YACHT CHARTERS
IN GREECE**

BOOKING
TERMS &
CONDITIONS
2026

contents for Greece



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PAYMENT & CANCELLATION POLICY

01. PRICES

- ▶ All prices in Euro
- ▶ Prices & Terms subject to change without prior notice.
- ▶ Items marked (*) are by independent providers, non-commissionable, subject to availability, payable by cash/credit card directly by the Charterer at base prior to embarkation, or in advance via Bank Transfer.
- ▶ In the unlikely event of an administrative error leading to an incorrect price being published, we reserve the right to correct it.

02. PAYMENTS

All payments in Euro. All amounts must be received in full, in cleared funds net of payment / credit card / banking commissions and expenses. Any currency exchange or other transaction fees are at the payer's expense.

03. CHARTER PRICE PAYMENT

- ▶ 30% of the total charter fee due and payable upon reservation to confirm the booking.
- ▶ 20% of the total charter fee due and payable 75 days prior to embarkation.
- ▶ 50% Balance payment is due 35 days prior to embarkation.
- ▶ Payment to following bank accounts:

EUROBANK SA

2A Atlantos Str. & Posidonos Ave.,
17561 P.Faliro, Greece
SWIFT ADDRESS (BIC): ERBKGRAA
IBAN: GR8502600350000120200909374
BENEFICIARY: ISTION YACHTING S.A.

ALPHA BANK SA

1, C. Efstathiadi Str., Playgroup, Greece
SWIFT ADDRESS (BIC): CRBAGRAA
IBAN: GR2701401360136002330000320
Holder: ISTION YACHTING S.A.

Extras' Payment

All items marked with (*) (e.g. standard charter pack, crew arrangements, optional equipment & services) to independent pro-

viders, are payable prior to embarkation, at base, directly by Charterer in cash.

04. BOOKING CANCELLATION POLICY

Charter Price

| Time of Cancellation (Notification to Istion Yachting in Writing) | Amount Due / Retained |
|--|--|
| For Cancellations announced 1 to 35 days prior to charter start date | 100% of the total charter price is due |
| For Cancellations announced 36 to 90 days prior to charter start date | 50% of the total charter price is due |
| For Cancellations announced before January 10th of charter's execution year or more that 91 days prior to charter start date | 30% of the total charter price is due |

Crew Arrangements

| Time of Cancellation (Notification to Istion Yachting in Writing) | Amount Due / Retained |
|---|---|
| For Cancellations announced 1 to 15 days prior to charter start date | 100% of any Crew arrangement fees are due |
| For Cancellations announced 16 to 35 days prior to charter start date | 50% of any Crew arrangement fees are due |
| For Cancellations announced more than 36 days prior to charter start date | 25% of any Crew arrangement fees are due |

No-show cancellation

100% of all amounts including charter price, mandatory/optional extras and any crew is due.

Istion Yachting cancellation guarantee

In any event of cancellation, Istion Yachting guarantees that in case the yacht is re-let under same conditions (i.e. charter period, price etc.), any payments received will be credited for use on future charter booking.

Credit can be used only for future charters embarking no later than October 30th of the following year.

DISCOUNTS

05. CHARTER RATE DISCOUNTS

- ▶ **2 week charter:** -5%
- ▶ **3 week charter:** -10%
- ▶ **4 week charter:** -15%
- ▶ **Early booking** (till 31/12/2025): -10%
- ▶ **Boat show:** -5%
- ▶ **Repeat Istion Client:** -5%
- ▶ **Istion World Club Members:** -5%
- ▶ **Multiple bookings:** -5%
- ▶ **Maximum total discount combined:** -15%

CHARTER BASES

06. EMBARKATION

On charter period start date, from **17:00hrs.** Yacht delivered cleaned, disinfected, with fresh clean linens, full in fuel & water.

07. DISEMBARKATION

On charter period end date, by **09:00hrs.** Yacht to be redelivered in same condition as received, full in fuel & water.

08. RETURN TO DISEMBARKATION PORT-CHECK IN/OUT

- ▶ Compulsory return to redelivery base the evening before disembarkation, latest by **18:00hrs.**
- ▶ Time needed for check in/out procedures is deemed part of the charter period.

Charter Bases

- ▶ Istion charter bases: Athens, Lavrion, Kos, Rhodes, Lefkas, Preveza, Corfu, Volos & Skiathos.
- ▶ Pick up possibilities: Mykonos, Paros or other ports upon request & availability.

09. ONE-WAY FEES*

- ▶ **Athens-Lavrion:** €500
- ▶ **Athens-Dodecanese:** €1.200
- ▶ **Athens-Cyclades/Sporades:** €1.000



- ▶ **Athens-Lefkas/Preveza:** €1.200
- ▶ **Athens-Corfu:** €1.400
- ▶ **Kos-Rhodes:** €600
- ▶ **Preveza/Lefkas-Corfu:** €600
- ▶ **Preveza-Lefkas:** €300
- ▶ **Volos-Skiathos:** €300

Same one-way fees apply for vice-versa routing. Other possibilities upon request.

CHARTER RATE INCLUSIONS & EXCLUSIONS

10. CHARTER RATES INCLUDE

- ▶ Use of yacht with her equipment
- ▶ Yacht Insurance
- ▶ VAT at current rate (discounted to 12%, subject to conditions)
- ▶ Broker's commission (20%)
- ▶ Clean Linens (bed sheets & bath towels, one set per person per week, for up to 2 weeks max)
- ▶ 1x full spare bottle of cooking gas
- ▶ Berthing fees for first & last night at the marina/port
- ▶ Final cleaning

11. FREE OF CHARGE BENEFITS

- ▶ Dinghy with outboard motor and the first fill of outboard's gasoline
- ▶ Istion's Welcome Kit awaiting you on board

12. CHARTER RATES DO NOT INCLUDE

- ▶ Charter Expenses (e.g. standard charter pack, fuel & water consumption, berthing & canal fees, provisioning, charterer's expenses & extras).
- ▶ Special Arrangements (e.g. airport pickup & transfers, early check-in, advance provisioning etc.)
- ▶ Other Insurance (e.g. traveler's insurance, trip cancellation or curtailment, personal items, skipper's liability).
- ▶ Crew (i.e. skipper/cook).
- ▶ Water toys, equipment, or services listed as extras.

COMPULSORY PER CHARTER

13. STANDARD CHARTER PACK*

- ▶ **Sailing yachts up to 34ft:** €130
- ▶ **Sailing yachts 35-43ft:** €170
- ▶ **Sailing yachts 44-48:** €230
- ▶ **Sailing yachts 49-52:** €280
- ▶ **Sailing yachts 53+ ft:** €320
- ▶ **Catamarans up to 39ft:** €250
- ▶ **Catamarans 40-43:** €290
- ▶ **Catamarans 44-47:** €370
- ▶ **Catamarans 48-51ft:** €400

Non commissionable, payable by cash/ credit card directly by the Charterer at base prior to embarkation, or in advance via Bank Transfer.

14. SECURITY DEPOSIT

- ▶ FULL damage coverage
- ▶ ZERO security deposit
- ▶ No-Damage REWARD

If the yacht is redelivered with no damage, charterer will get a reward credit voucher which can be applied towards a new charter. The credit is non-transferable and is valid until 31/12 of the same year. The new charter may take place either within the same year or the following year. The Security Deposit Waiver is available exclusively to private persons and non-applicable in case of agencies/tour operators entering contract as charterers.

| | SECURITY DEPOSIT WAIVER / CHARTER | REWARD BONUS |
|-------------------------|-----------------------------------|--------------|
| Sailing Yachts | | |
| up to 39ft | €300 | €150 |
| 40-43ft | €350 | €150 |
| 44-48ft | €400 | €200 |
| 49-52ft | €450 | €200 |
| 53ft or more | €500 | €250 |
| Catamarans | | |
| up to 39ft | €400 | €200 |
| 40-42ft | €500 | €250 |
| 43-45ft | €600 | €250 |
| 46ft or more | €650 | €300 |
| Skipped charters | €400 | - |

Before embarkation, Charterer will deliver at Charter Base a Security Deposit of such amount as listed on pricelist and confirmed by offer statement.

Cash payment and credit cards (VISA or MasterCard) are accepted. Debit cards & AMEX not accepted. The Security Deposit is non-commissionable and applicable per insured event (damage or loss). Should an incident covered by the Security Deposit occur during the charter, the Charterer must replenish the Security Deposit to the initial amount to continue the charter, having sufficient coverage for any other incident. In any other case, Stakeholder and/or Owner retain the right to treat the charter agreement as having been breached by Charterer and end the charter.

For yacht charter bookings subject to Security Deposit Waiver (mandatory for charters in Greece), Charterer's obligation to deliver the security deposit, is replaced by payment of the non-refundable Security Deposit Waiver. For the avoidance of doubt, in such cases, the payment of the Security Deposit Waiver cannot be construed as waiving Charterer from the responsibility to re-deliver the yacht in the same good condition that she was delivered to Charterer nor from any liability as may arise by contract and/or Law nor in any way limit or prejudice any claim over and above the sum of the security deposit, where the loss or damage was in excess of the security deposit and/or was caused by or pertains to illegal actions, or fraudulent behavior, or gross negligence or reckless conduct of Charterer or where under any circumstances the insured under the yacht's insurance policy will not receive full compensation of loss or damage suffered, due to Charterer's sanctions or omissions.

Regatta, Flotilla and Sailing School charters are expressly excluded from the Security Deposit Waiver, therefore, in such cases, the full Security Deposit must be paid.



OPTIONAL EXTRAS

15. OPTIONAL CREW SERVICES*

- ▶ **Freelance Skipper:** €215 / day
 - ▶ **Freelance Hostess:** €180 / day
 - ▶ **Freelance Cook:** €215 / day
- (all prices do not include provisioning)

Crew provisioning to be provided by Charterer in arrangement with crew.

If monetary compensation shall be agreed, then it shall be of no less than €30 per crew member per day. Charterer shall provide crew with sleeping cabin/berth and shower/toilet use to be designated to them onboard. Istion Yachting only aids in finding and hiring local freelance crew directly from Charterer without any surcharge or other fee; facilitating such an arrangement between Charterer and freelance crew does not impose any responsibility on Istion Yachting S.A., arising from the performance of services by crew. Istion is not to be considered as having acted as crew agent or employer but merely introduced parties. As such, Istion Yachting S.A. makes no representations or warranties as to crew services nor assumes any liability for any whatsoever act, fault, omission, or negligence of crew.

16. OTHER OPTIONAL SERVICES*

Subject to availability:

- ▶ **Pet on board** up to 7kg: €200/charter
- ▶ **Fast Track Pack:** €200/charter
Access to the yacht by 14:00 hrs on embarkation day, only if feasible.
- ▶ **VIP Pack:** €300/charter
Airport/Local Base welcome & pickup, transfer to the yacht, welcome pack with sparkling wine and fruits, departure transfer to the local airport.
- ▶ **Internet Pack:** Wi-Fi router for Internet aboard (subject to GSM coverage), €50/charter week for up to 10GB, €90/charter week for unlimited data.
- ▶ **Family Pack:** €350/charter
Safety net, SUP, junior life jackets (normal-foam type).
- ▶ **Overnight embarkation:** €180
Embarkation on yacht & overnight stay the day before charter starts, Check-in

by 13:00hrs on charter start day Subject to last minute availability of yacht on previous day.

17. OPTIONAL EQUIPMENT ARRANGEMENTS*

- ▶ **Blister/Gennaker for sailing yachts up to 44ft:** €200/week + €500 security deposit
- ▶ **Blister/Gennaker for sailing yachts 45-57ft:** €250/week + €500 security deposit
- ▶ **Kayak:** €100/week
- ▶ **Stand up paddleboard (SUP):** €100/week
- ▶ **Safety Net (installed):** €200/charter
- ▶ **Extra Linen:** €10/person
- ▶ **Beach Towels:** €10/towel
- ▶ **Fishing Equipment (Fishing rod & reel):** €30/week.
- ▶ **Automatic life jackets:** €20/unit per week.
- ▶ **BBQ (portable, 1x gas bottle included):** €80/week.
- ▶ **9hp outboard motor:** €250/week + €600 security deposit available only for catamarans & upon request.

All Extras by independent providers, non commissionable, payable by cash/credit card directly by the Charterer at base prior to embarkation, or in advance via Bank Transfer. Listed Prices include local taxes and VAT calculated as per current rates applicable and valid to this date (VAT 24%), subject to change without prior notice or responsibility of the Broker, the Stakeholder or the Supplier. Should any changes in applicable tax legislation take place after booking, that result in change of VAT and hence of total amount(s) due, then the difference will be credited or debited accordingly to the Charterer.

BOOKING TERMS

All bookings are subject to these terms, any special booking conditions laid out in Istion offer statement and Charter Party Terms which form an integral part of agreement. By requesting to proceed with Booking, Charterer and Broker(s) acknowledge to have read, understood, and agreed to all applicable terms and conditions of booking and of charter. By taking

delivery of the yacht, Charterer confirms to have read, understood and agreed to without modification of all Charter Party Terms and assumes full responsibility pursuant to those terms, even if Charterer has not signed himself or at all the Charter Party.

18. BOOKING CONFIRMATION

Any availability offered is not reserved for the charter client until a booking is placed under these terms:

- ▶ Options are placed upon request, for no more than 3 days.
- ▶ Bookings are confirmed and binding on Istion Yachting S.A. only when: **1.** duly signed Charter Party has been provided, and **2.** 1st payment has been cleared in Istion Yachting bank account within the deadlines set in the booking agreement.
- ▶ Istion Yachting reserves the right to, without any prejudice nor liability and without the obligation for prior notice, treat any booking for which documentation and/or payments have not been provided within the deadlines set forth in the booking agreement and in compliance with agreed terms, as having been cancelled by Charterer.

19. CHANGES IN BOOKING

Each booking pertains to a specific yacht and any changes in booking are without prejudice subject to written confirmation by Istion Yachting S.A. Istion Yachting S.A. reserves the right to without prior notice make changes by assigning any booking to another yacht, at any time prior to charter start date, on condition that such yacht shall be of equivalent or better type, model, age, equipment and specifications.

20. OFFER CONDITIONS

Yacht's specification and equipment may vary from those presented on the internet or on any promotional material. Actual yacht & equipment details are valid only as listed / described in the specific offer statement provided by Istion Yachting in response to each inquiry for charter.

Information, demonstration models, information sheets, brochures, catalogues, webpages etc. are only of an indicative



nature and may, in no event, be considered as firm offers or legally binding elements. Photos and videos of yachts on webpages are merely indicative as to the type and model of the yachts offered and not contractually binding.

Istion Yachting S.A. makes every effort to update and/or add booking calendar and yacht details and content to its website and B2B booking engines as often as possible. Despite this care and attention, it is possible that content is incomplete and/or incorrect. Specifically, the prices and other information on our websites, on B2B booking engines and on our offer statements are subject to the probability of typing errors and/or programming mistakes. One cannot claim an agreement with Istion Yachting S.A. based on such errors. In the context of each Booking / Charter Agreement, all persons permitted aboard the vessel by the Charterer during the charter period shall be deemed vicarious agents of the Charterer. Istion Yachting S.A. will however deal only with the Broker and the Charterer who will also be the lead name in all subsequent correspondence, including changes, amendments and cancellations.

21. DOCUMENTATION

Only documentation (e.g. offers, forms, contracts, checklists etc.) issued by Istion Yachting S.A. can be accounted for as official proof of the conditions of each charter. Guest comments and evaluations on such forms are to be accounted for as testimony on the services provided. Istion Yachting S.A. retains the right to completely disregard any documents/forms etc. not issued by Istion Yachting.

22. COMPLAINTS & ASSISTANCE

if after delivery of the vessel to the charterer we receive complaints about the presence of bugs, mice, cockroaches or any other pest, the company will take care to help eliminate them, but cannot be held responsible. Any claim for compensation or change of boat will be rejected as the boat was delivered checked and free of the above. We strongly recommend a thorough inspection of the vessel by the charterer prior to departure and full recording of any observations. Any

issue that has not been communicated to the company in writing during the cruise in order to give the company the opportunity to assist and the issue leads to a claim for compensation will be rejected.

Istion Yachting S.A. provides 24/7 support line to charter clients during their holiday. Charter clients requiring assistance whilst away should inform the local base manager without undue delay, then he will endeavor to put things right asap.

On condition that the Charterer will cooperate in such efforts, Istion Yachting will strive to resolve any technical issue within 8 working hours but understandably this may not be feasible in remote locations.

In any case that the Charterer fails to either respond to communications or to comply with the instructions provided by Base Manager, the Charterer shall forfeit any right to complaint.

Istion Yachting S.A. reserves the right to disregard any complaint which pertains to a condition that could be remedied during the charter and for which Charterer and/or Skipper have failed to comply with the instructions and requirements of Istion Yachting S.A. necessary to remedy the cause of complaint. Charterer/Skipper do in such case forfeit any right to claim any compensation due to the complaint.

In cases of complaints, notice must be given to Istion Yachting S.A. by written communication specifying the precise nature of the complaint within 24-hours of the event or occurrence and not after the charter period has ended. Any claim or complaint received after charter period, may be disregarded.

23. YACHT DISABLEMENT OR TOTAL LOSS

In the event of failure to deliver the yacht by reason of force majeure, (including but not limited to yacht disablement, actual or constructive total loss before the charter commencement date) then all amounts collected shall be due for immediate reimbursement, without interest, to Charterer.

Istion Yachting S.A., will in any such case make best effort to provide substitution vessel, but neither Istion Yachting S.A., nor Owner, nor Broker are liable to ensure availability of a substitution vessel nor to

indemnify the Charterer for consequential damage (as for example for travel and/or accommodation costs) incurred by Charterer. For the purpose of clarity, it is expressly stated that a yacht charter is a stand-alone sea service; it is neither a travel package nor a linked-travel arrangement. Istion Yachting S.A. is under no contractual obligation or legal liability, to provide the Charterer with a replacement boat or to pay any compensation in the event of disablement/immobilization or total loss of the yacht during the charter, by reason attributed to Charterer.

24. LOCAL FORMALITIES

It is a condition of booking that all persons embarking the yacht will in compliance with local regulations provide certain information that will be provided to governmental authorities. The information to be provided will include, but not be limited to, full name (as shown in passport or travel document), gender, date of birth, travel document type, number, country of issue and expiry date and country of residence. Once booking is requested, Charterer will be provided with the (Proforma) Charter Party to sign. Due to legal provisions applicable in Greece, Charterer must also execute locally, a separate charter agreement ("Greek Charter Party") declared with the local Port Authority before Charterer can take possession of the yacht.

Such locally executed agreement shall be in both Greek and English language and of identical terms with the Proforma Charter Party. In the event of conflict between the Proforma Charter Party and the Greek Charter Party, the Proforma Charter Party terms shall prevail and supersede the provisions of the Greek Charter Party.

By asking to confirm a booking in Greece, Charterer and Broker(s) agree that Istion Yachting S.A. is acting as agent, duly authorized to sign and execute on their behalf the Greek Charter Party to facilitate timely delivery of the vessel. Charterer accepts the provisions of this clause and agrees to sign the Greek Charter Party upon arrival at charter base.



25. CRUISING AREA

The Charterer acknowledges and accepts not to take the Vessel, nor permit her to be taken outside the cruising area, which is Greece (unless otherwise agreed in writing).

26. SAILING QUALIFICATIONS

No licensing is required by charter clients for skippered or crewed charters.

Bareboat charters in Greece mandate that there must be at least one certified sailing yacht skipper and one experienced crew member, both over 18 years old. Licensing requirements for bareboat charters in Greece are summarized to those applicable for offshore, open sea sailing (>12nm) during day & night and any certification must be in English.

The skipper should be competent at handling a yacht in confined quarters, anchoring, berthing and mooring in varying conditions and be able to use navigation and pilotage skills to ensure safety of yacht and of all passengers and materials into account, at all times.

The Skipper must always refer to official printed charts and the Waters Pilot for the sailing area and remains solely responsible for all navigation decisions and for the safety of the vessel and all persons aboard. Electronic charts and data displayed by any electronic navigation aid device including GPS, chart plotters and navigation apps & tablets, are intended for general guidance only and do not replace printed official nautical charts or publications.

Subject to change without prior notice or responsibility, the minimum requirements for skipper licensing pertain to having at least one of the following:

- ▶ **ICC SAIL** (International Certificate of Competence)
- ▶ **IPC** (International Proficiency Certificate), America
- ▶ **USA-US Sailing** "Bareboat Cruising Course", ASA "104 Bareboat Cruising Course" or above
- ▶ **NauticEd SLC** (International Sailing License & Credentials), International

▶ **Germany** - Sportbootführerschein See or above

▶ **Belgium** - Algemeen Stuurbrevet/Brevet de conduite general

▶ **France** - LE PERMIS PLAISANCE

Other national sailing certificates as well as ASA, The NauticEd SLC, IYT, RYA certifications may be accepted but a sailing experience declaration may be required by the local Port authorities for the skipper and co-skipper.

Sailing Certificates will be commonly rejected by the Port Authority, by reason of explicit limitation of sailing:

1. During daylight only,
2. In inland or coastal (<20nm from shore) waters only,
3. In specific geographic region (e.g. Adriatic sea),
4. Power boat/motor yacht only,
5. Sailing vessels of maximum LOA which is less than that of the chartered yacht.

Co-Skipper should be of "Competent Crew" level or a similar/equivalent certification from any recognized sailing association. Co-skippers lacking relevant certification may instead sign a declaration of sailing experience required by the Port Authority. In skippered charters, one of the charter clients must be the Co-skipper. A copy of all sailing certificates must be sent and received by Istion Yachting Ltd. at least 2 weeks before the start of the charter. It is also required that skippers take their original copies of certificates with them, as they will be asked to present them with their boat paper to the port authorities on arrival.

Subject to applicable Greek legislation, qualifications are to be approved by the local Port Authority on the day of departure. Charterer is always liable for suitability of his qualification and certification and neither Istion Yachting or the Broker bear any responsibility in case of rejection of sailing certificates by local port authorities. Any Charter Agreement is entered into on the basis of the Charterer's certification and competence in sailing, seamanship and navigation warranted by him and in the event of any error, omission or misinterpretation in this respect being

subsequently discovered, Istion Yachting S.A. shall be entitled to either require from Charterer to own his own expense hire a professional skipper or terminate such agreement forthwith and to retain all amounts payable by Charterer under the provisions of such agreement.

27. CHARTER VAT

It is hereby expressly stated that charter rates listed herein include the discounted VAT rate of 12% as applicable by current tax legislation valid to this date and subject to change without prior notice or responsibility on the yacht Broker, the Stakeholder or the yacht Owner. Should the Charterer fail to fulfill the conditions for VAT discount application or should any changes in applicable tax legislation take place after the issuance of the charter agreement, that result in change of final charter VAT and hence of total amount(s) due, then the difference will be credited or debited accordingly to the Charterer.

Kindly note that in compliance with the Greek tax regulations, any discount that may be offered from the agent's commission and not communicated to Istion in time so as to properly reduce final charter price is subject to VAT (12%) and income tax (22%). Please ensure to communicate to Istion the final price of charter and any discount offered from your commission immediately upon booking and no later than balance payment date. In any other case kindly understand that we reserve the right to deduct any such taxes from broker and/or charterer.

28. YACHT INSURANCE

All yachts are insured in fulfillment of Port State regulations against all accidental damage including damage to third parties. Insurance does include cover for Yacht Hull, Machinery, and Equipment as well as for Third Party liability.

Theft or loss of personal belongings of any persons aboard, likewise all accidents of charter travelers, are excluded from the scope of this insurance.

Yacht insurance may not cover an insurable event caused or connected to willful



misuse, gross negligence, fraudulent behavior, illegal activity, breach of charter terms (including any indebtedness created by non-payment of repairs or of refueling or of berth dues etc.). The insurance cover includes a deductible provision which applies per insurable event, hence an excess security deposit to be borne by the Charterer.

29. OTHER INSURANCE

Except for yacht insurance stated above, no other insurance is included. For the purpose of clarity and without limitation, it is expressly stated that the yacht charter does not include Skipper Liability, Travel, Personal Items, Personal Accident, Trip Cancellation or Trip Curtailment insurance. It is strongly recommended that all persons embarking the yacht will have obtained adequate and valid travel insurance and that skipper obtains Skipper's Liability insurance. Charter travelers can enjoy integrated protection charter packages enhanced with securing for travel cancellations and travel interruption caused by Covid-19 under the conditions of Travel Cancellation Costs Insurance by Pantaenius. For further info please visit: www.istion.com

Disclaimer: Even in case Istion Yachting S.A., may facilitate the placement of insurance, Istion Yachting S.A. has not acted as an insurance agent or broker but merely introduced parties. As such, Istion Yachting S.A. makes no representations or warranties as to coverages afforded under the policies nor assumes any liability for any whatsoever act, fault, omission or negligence of Istion Yachting S.A., for any denial of cover by insurers for whatever reason or for any applicable policy deductible(s). The insured is at all times recommended to carefully read the insurance policy conditions and to consult insurance brokers and obtain professional assurance that the policy conditions are appropriate to the particular situation.

30. BROKER COMMISSIONS

- ▶ Charter prices in Istion Yachting official pricelist include Agent's commission: 10-20% applicable on the charter fee net of VAT (i.e. on the amount of final charter price after VAT has been deducted).
- ▶ Optional & compulsory extras and additional services are non-commissionable.
- ▶ Broker's commission shall be deemed to have been earned when the charter is fully executed and charterer is not eligible for a refund
- ▶ Broker's commission shall be retained on a pro rata basis, when charterer is eligible for a refund as per Istion's terms
- ▶ In any event of charter cancellation or curtailment, broker's commission shall automatically be adjusted on a pro rata basis.
- ▶ Agent Commission Invoice to be issued to Yacht Owner company (details to be provided) - one month prior to charter. Bookings accepted from EU-based businesses subject to having mandatory VIES registered VAT number.
- ▶ Commission invoices must be delivered to Istion within 7 days from issuance date; invoices received past due will have to be cancelled and re-issued by issuing Agent. Istion Yachting S.A. reserves the right to, without liability, at any time cancel a booking because Agent has not provided their commission invoice in a timely and compliant manner.

31. REFERENCES

- ▶ **GNTO / Greek National Tourism Organization:** Istion Yachting is licensed by GNTO (license number 1143E63000060500 MHTE) since 1992 and supervised by the Ministry of Culture and Tourism.
- ▶ **MYBA / The International Yacht Brokers' Association:** Istion Yachting is a corporate MYBA member.
- ▶ **SITESAP / Greek Professional Yacht Owners Association:** Istion Yachting is member of SITESAP, since 2000.

▶ **HPYOA / Hellenic Professional Yacht Owners Association:** Istion Yachting is member of HPYOA, since 1996.

▶ **GYA / Greek Yachting Association:** Istion Yachting is a founding member of GYA, established in 2013.

▶ **CYBA / Charter Yacht Brokers Association:** Istion Yachting is member of CYBA the International Charter Yacht Brokers Association.

▶ **ISS / International Super Yacht Society:** Istion Yachting is member of the International Super Yacht Society.

▶ **ECPY / European Community for Professional Yachting:** Istion Yachting is member of the European Community for Professional Yachting.

▶ **YACHT-POOL International Financial Security System:** Istion Yachting is member.

Present statement of Terms & Conditions is issued the 1st of January 2026 & replaces any previous statements.

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