

BARE BOAT CHARTERS TERMS & CONDITIONS 2019.2

Charter rates in Euro referring to weekly (7nights/6days) charter period, including:

Current VAT 12% (50% discounted rate on the full 24% VAT rate applicable, under the condition that the skipper returns stamped, by the port authorities, a declaration stating he arrived at a port which lies at a distance greater than 6nm from the initial port of embarkation). Agent's commission 20% (calculated on net prices, having deducted the VAT), welcome kit, final cleaning, bed sheets & towels (one set per person), first fill for outboard engine, spare bottle of gas, first & last night at the marina / port, use of yacht with her equipment (VHF, Music Player, GPS, Autopilot, Echo sounder, Speedometer, Dinghy, Warm water supply, Spray hood, Bimini/tent, Blankets) - equipment confirmed upon inquiry by Istion Yachting Offer Statement, for detailed specification for each yacht refer to charter@istion.com.

Charter rates do not include:

Fuel- & water consumption, crew (i.e. skipper/cook), berthing fees, provisioning, transfers, charterer's expenses & extras. Provisioning: Food & beverage can be arranged for Charterer in advance, using Istion's Provision List template but chosen food supplies are delivered to yacht only after the yacht has been handed over (check-in complete). Travel services: Airport welcome and transfers, etc. can be arranged upon request.

Embarkation: charter period start date from 17h00

Disembarkation: charter period end date by 09h00

Return to Re-delivery Base - Compulsory: return to base the evening before disembarkation, at 18h00 the latest. Check in/out procedures time is considered to be part of the charter period.

Charter Bases

Istion charter bases: Athens, Lavrion, Skiathos, Kos, Lefkas & Corfu

Pick up possibilities: Mykonos, Paros, Rhodes or other ports upon request & availability.

Discounts: 2 weeks charter: 5%; 3 weeks charter: 10%; 4 weeks charter 15%; Early booking till 30/06/2019: 10%; Boat show: 5%; Repeat Istion Customers 5%; Maximum discount: 15%.

Compulsory per charter:

Standard Charter Pack* (not commissionable & payable directly by Charterer in cash at base, prior to embarkation): Yachts with 2 cabins 90€, 3 cabins 130€, 4 cabins 170€, 5 cabins 200€, 6 cabins 250 €. Catamarans: up to 39' 170€, 40'-43' 200€, 44-47' 250€, 48-50' 300€.

One-way fees*: Athens-Lavrion: 400€, Athens-Dodecanese: 1100€, Athens-Cyclades/Sporades: 700€, Athens-Ionian: 1200€, in-between Dodecanese or Ionian or Cyclades: 500€.

Optional Crew Services*:

Skipper: 190€ per day plus provisioning

Hostess/Cook: 170€ per day plus provisioning

Security Deposit reduction is mandatory for skippered charters.

Optional Equipment arrangements*:

Blister/Gennaker for sailing yachts up to 44ft: 150€ per week plus extra security deposit of 500€

Blister/Gennaker for sailing yachts from 45-57ft: 200€ per week plus extra security deposit of 500€

Windsurf: 250€ per charter week

Kayak: 140€ per charter week

SUP (Stand Up Paddle): 140€ per charter week

Safety net not installed: 220€ per charter

Safety net installed: 320€ per charter

Extra linen: 10€ per set

Beach towels: 10€ per set of 2

Junior Life jackets: 30€ per jacket per charter week

Optional Equipment arrangements*:

INTERNET Pack: Wi-Fi router for Internet aboard (subject to GSM coverage up to 2GB/week), 70€ per charter week

FAST TRACK Pack: Fast track access to the yacht: by 14h00, 190€ per charter

VIP Pack: Airport/Port welcome, transfer to the yacht, welcome pack with sparkling wine and fruits: 260€ per charter

FAMILY pack: rail (safety) net, junior life jackets: 350€ per charter

*Extras by independent providers, not commissionable, subject to availability, payable prior to embarkation AT BASE directly by Charterer in cash. 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.

Security Deposit:

As per Charter Party Terms, Charterer will provide at Base before embarkation a Security Deposit as per Istion Offer; payment by credit card, VISA or MasterCard only (no debit cards).

Security Deposit reduction:

- Yachts up to 44 feet: 250 € / week plus refundable security deposit 500 €
- Yachts from 45 feet and up to 50 feet: 300 € / week plus refundable security deposit 600 €
- Yachts above 50 feet & all catamarans: 350 € / week plus refundable deposit 700 €

The security reduction is mandatory in case of a skippered charter. Not available for regattas & races. Prices subject to change without notice

Yacht Insurance: All boats are insured against:

- Risks arising from liability to third parties and damage to hull, machinery and equipment
- Third party liability
- Sea pollution liability

- A deductible provision is applied, depending on the yacht's value

Prices

- All prices in Euro, pricelist subject to change without notice.
- Charter Prices include local taxes and VAT calculated as per current rates applicable and valid to this date (VAT 12% on charter fee, 24% on all other prices), subject to change without prior notice or responsibility of the Broker, the Stakeholder or the Owner. 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.

Payments

- **Charter Price:** 50% of the total charter fee due and payable upon reservation to confirm booking. Balance payment due 45 days prior to embarkation.
- **Extras** (marked with *) are payable to independent providers prior to embarkation AT BASE directly by Charterer in cash (i.e. standard charter pack, crew arrangements, optional equipment & charter pack & services)
- Booking is not confirmed until 1st payment is cleared to Istion Yachting bank account stated on booking form. Charter will take place only if all payments are confirmed in cleared funds in due time.
- All payments in Euro. All amounts must be received in full, in cleared funds net of payment / credit card / banking commissions and expenses.
- Bank Accounts:

>>payments from **ALL Countries EXCEPT RUSSIA** to

FRANCE: CREDIT INDUSTRIEL ET COMMERCIAL

Address: CIC PARIS OPERA BOURSE 28, AVENUE DE L' OPERA, 75002, PARIS, FRANCE

SWIFT ADDRESS (BIC): CMCIFRPP

IBAN: FR 76 3006 6100 0500 0202 5590 133

Beneficiary: ISTION YACHTING LTD

CYPRUS: BANK OF CYPRUS

Address: International Business Unit 0388, PO Box 21472, CY-1599, Nicosia Cyprus

SWIFT address (BIC): BCYPCY2N

EURO account: IBAN: CY23002001950000357020632688

>>payments **FROM RUSSIA ONLY TO**

GREECE: EUROBANK SA

Address: 2 GEROULANOU, GR16542, ATHENS,
GREECE

SWIFT ADDRESS (BIC): ERBKGRAA

IBAN: GR 67 0260 0190 0005 2020 0822 012

Beneficiary: ISTION YACHTING LTD

Agent Commission

- Charter prices in Istion Yachting official pricelist include Agent's commission: 20% applicable on the charter fee net of VAT (i.e. on the amount of final charter price after VAT has been deducted). Pricelist subject to change without notice.
- Optional & compulsory extras and additional services are non-commissionable.
- 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 Ltd. 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.

Booking Cancellation Policy

Time of Cancellation (Notification to Istion Yachting in Writing)	Charter Price
1 to 45 days prior to departure	100% of total charter price
46 to 90 days prior to departure	50% of total charter price
91 days or more prior to departure	30% of total charter price

Cancellation of Crew arrangements (Skipper/Hostess): if notice of cancellation is given 1 to 45 days prior to departure 25% of agreed services price is due.

No-Show Cancellation: 100% of all amounts including charter price, mandatory/optional extras and any crew is due.

The ISTION Cancellation guarantee: In any event of cancellation, Istion Yachting guarantees that in case the yacht is re-let, for the same charter period and under the same conditions, all amounts received will be reimbursed to Charterer net of a processing fee of Euro 300.

Bookings

- Subject to Istion Yachting Ltd. Booking [Terms & Conditions](#).
- Options placed upon request for maximum one week.
- Bookings confirmed only when: duly signed Charter Party has been provided to Istion Yachting and 1st payment has been cleared in Istion Yachting bank account in due time.
- Istion Yachting reserves the right to, without any liability, cancel bookings for which documentation and / or payments have not been provided in due time and in compliance with booking and charter party terms & conditions.

Responsibility

- Yacht's specification and equipment may vary from those presented on internet or promotional material, exact yacht & equipment details are valid only as listed / described in

the specific offer statement provided by Istion Yachting in response to each inquiry. Information, photos and videos on Istion Yachting webpages is not binding and does not constitute contractual document, it is only indicative as to the type and model of the yachts offered. They are not actual pictures or actual videos of the vessels offered by the company (unless expressly stated therein).

- Described services and facilities are indicative. They may vary depending on actual conditions (for example the period, base or yacht chartered).
- Only documentation (forms / contracts / checklists) issued by Istion Yachting Ltd can be accounted for as official proof of the conditions of each charter and guest comments and evaluations on such forms are to be accounted for as testimony on the services provided. Any other documents / forms aside those issued by Istion Yachting (i.e. for Inventory, Delivery and Redelivery etc.) will be disregarded.
- By requesting Charter Party to be issued by Istion Yachting, Charterer and Agents acknowledge to have read, understood and agreed to the terms and conditions of booking and of Charter Party.
- By taking delivery of the yacht, even if effected and signed by Skipper, Charterer confirms acceptance without modification of all [Charter Party Terms & Conditions](#) and assumes full responsibility pursuant to those terms.
- In cases of complaints, notice must be given to Stakeholder 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 after such period, may be disregarded.
- Istion Yachting is not responsible for any typing errors that may occur.

Sailing Qualifications

Minimum requirements involve that,

- one crew member presents the Port Authority an appropriate sailing certificate, proving his competence as Skipper, and
- one experienced crew member is declared as Co-skipper; Co-skipper should possess equivalent certification as Skipper or may otherwise sign a self-declaration statement for the port authority verifying his sailing experience.

Subject to applicable Greek legislation, qualifications are to be approved by the local Port Authority on the day of departure. Charterer is at all times liable for suitability of his qualification and certification. Day Skipper Certificates may be rejected by the Port Authority and Charterers are therefore advised to ensure they have an International Certificate of Competence (ICC). Typically, any holder of "Day Skipper" certificate can obtain their ICC from the yachting association that issued their Day Skipper certificate and the process usually requires nothing more than a simple application. Please contact your yachting association in time for your trip (we suggest that you allow at least 20 days for the certificate to be issued).

Broker, Stakeholder and Owner shall not be responsible if skipper certification is rejected by Port Authority and Istion Yachting reserves the right to require that charterers hire a professional skipper, if their sailing skills and qualifications are deemed insufficient.

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
- ✓ **RYA** (Royal Yachting Association)
ISTION Yachting Academy is accredited by the Royal Yachting Association and offers high quality training and certification up to the level of Yacht Master, sail and Motor
- ✓ **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**
ISTION Yachting is member of YACHTPOOL International Financial Security System
- ✓ **UNIQA**
ISTION Yachting is secured by UNIQA and offers the insurance services of the company

Present statement of Terms & Conditions is issued the 07th of September 2018 and replaces any previous statements.

Athens Head Office

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Kos Island Base

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Lefkas Island Base

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Ionian islands, Greece
Tel. +30 264 510 0199

Corfu Island Base

Gouvia Marina, 49100 Corfu,
Ionian islands, Greece
Tel. +30 266 109 1610

Lavrion Charter Base

Akti A. Papandreou, Lavrion,
Greece Tel. +30 697 840 6091

Skiathos Charter Base

Skiathos port, 37002, Skiathos,
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