



beautiful people, beautiful yachts



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01 \ **THE LEADING YACHT CHARTER** COMPANY IN GREECE

Istion Yachting was founded in 1992 by Ioannis Kourounis.

The company started with a small fleet of sailing yachts based in Kos Island in the Dodecanese and grew rapidly to a market leader for yachting all over Greece.

With its strong background Istion Yachting enjoys a remarkable reputation through an international network of trusted charter brokers and of course its sailing clients and friends.

Istion's successful course so far is the direct result of the hard work

and dedication of the Istion Yachting team and the strong bond of trust formed with guests. Year after year Istion attempts to become better and expand its horizons through its reliable network of yachting specialists and consultants, promising innovative services of premium quality.

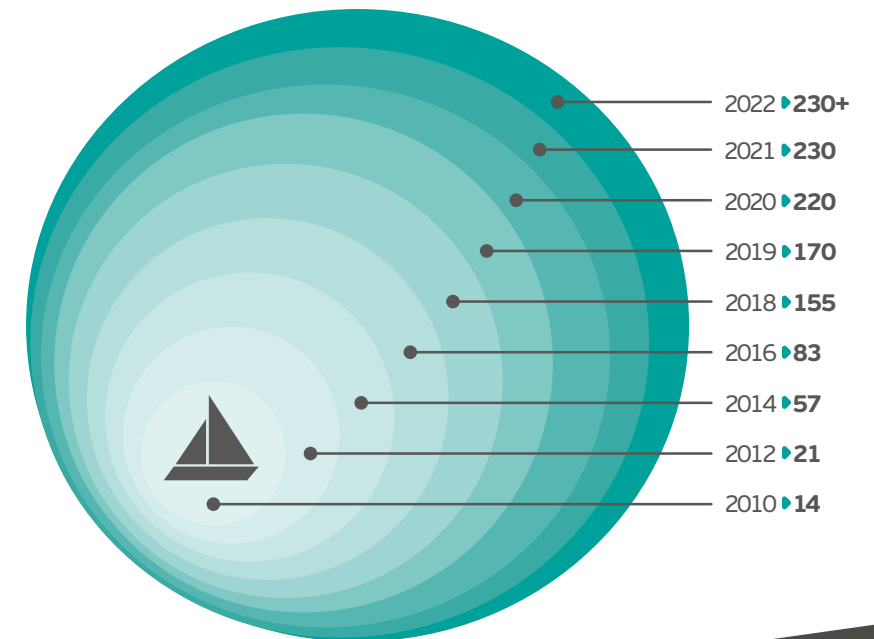


02 \ ISTION TODAY GENERAL DATA

- ▶ **30 years** in operation
- ▶ Managing a fleet of **230+** Yachts
- ▶ Having sold over **160** Yachts
- ▶ **11 charter bases** in Greece & a **new charter base in Croatia**
- ▶ Proven charter record of over **16.000 bookings**
- ▶ More than **70 headquarters** & **70+ charter base** personnel
- ▶ More than **90.000** happy guests
- ▶ Distinguished Reseller of **Group CNB, Chantier Catana, Dufour**

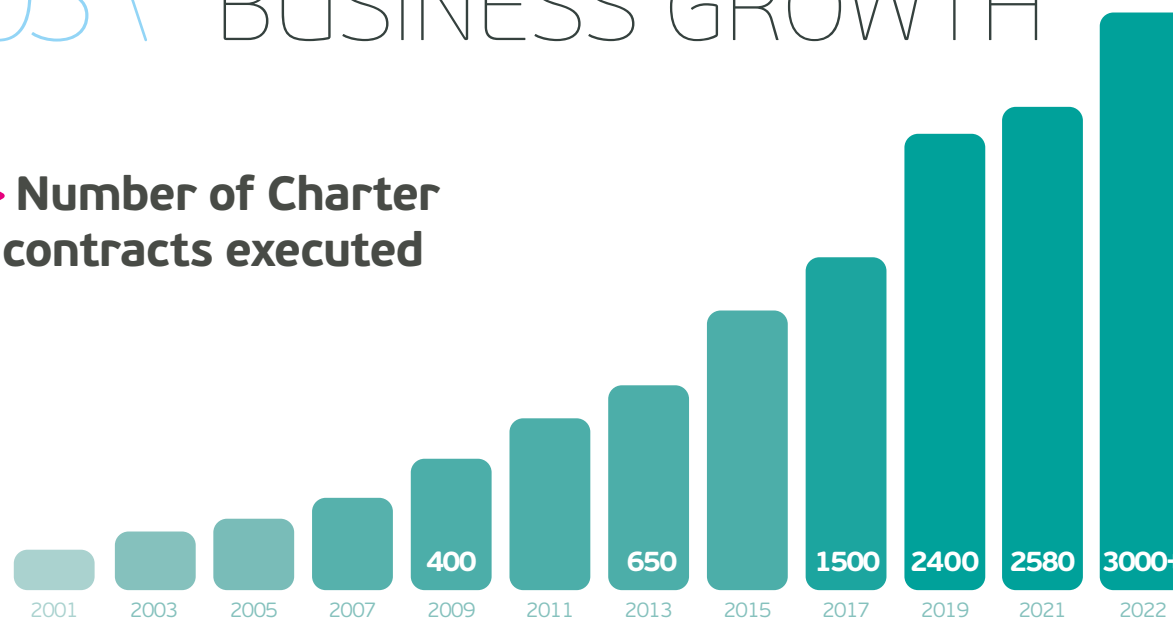


► Number of Yachts in Fleet



03 \ ISTION TODAY BUSINESS GROWTH

► Number of Charter contracts executed



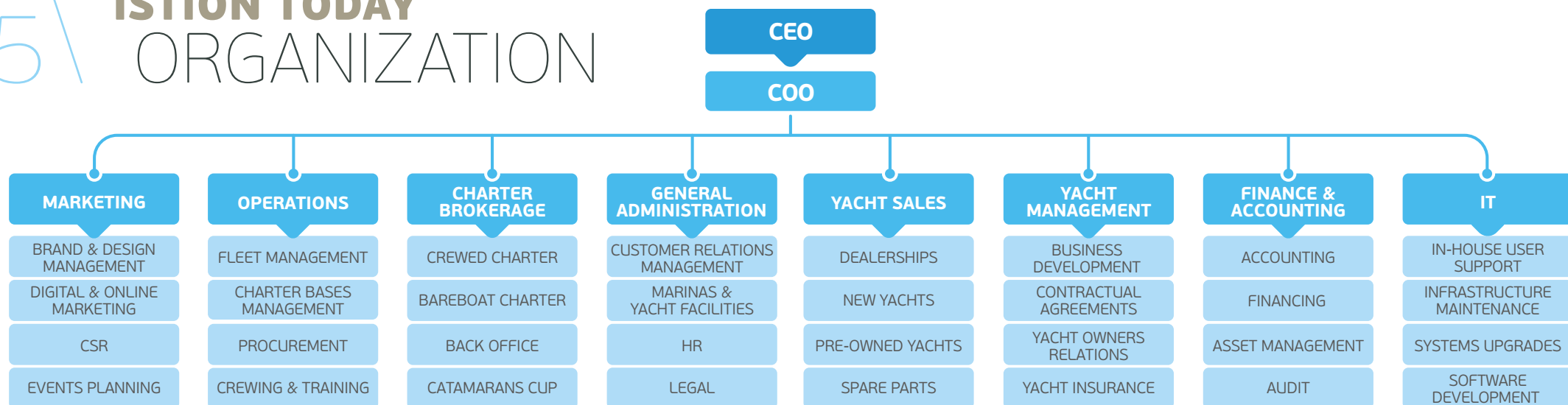


04\ **ISTION TODAY** CORE BUSINESS

- ▶ Yacht sales ▶ Yacht management
- ▶ Bareboat and crewed charter brokerage & marketing
- ▶ Fleet operation ▶ Marinas development consulting



05 / ISTION TODAY ORGANIZATION





06 / **ISTION TODAY** ISTION VALUES

- ▶ Client centered Quality Services
- ▶ Clients' Satisfaction
- ▶ Reliable & Long-term Collaborations
- ▶ Professional Integrity
- ▶ Meticulous Approach



07 \ **ISTION YACHTING** A RELIABLE PARTNER

- ▶ Financial stability ▶ Infrastructure
- ▶ Recognition by major institutes & organizations
- ▶ Trustworthiness ▶ Versatility
- ▶ Minimization of risk



08 \ **ISTION YACHTING** FINANCIAL STABILITY

- ▶ Quality Assets ▶ Liquidity ▶ Bank Account Dispersion
- ▶ Professional Indemnity / Marine Professional Negligence
- ▶ Member of YACHT POOL Financial Security System



09 \ MARINAS DEVELOPMENT PROJECTS KOS MARINA

► Design ► Operation ► Utilization

IOANNIS KOUROUNIS

- 1999-2001 Lead contributor & coordinator of the "Kos Marina Project" for the Municipality of Kos Island in the Dodecanese
- 2001-2007 General Manager of Kos Investment SA (Kos Ependytiki SA)



10\ **MARINAS DEVELOPMENT PROJECTS** INVESTMENT PROJECTS

Istion Yachting has solid experience & know-how and has been a reliable consultant & contributor for Marinas Investment Projects through the years focusing mainly on:

- ▶ Location ▶ Spatial Planning ▶ Development ▶ Operation
- ▶ Strategic Planning & Development ▶ Sustainability Planning



ISTION
WORLD
CLUB

W

11 \ YACHT SALES & MANAGEMENT RELIABLE GREEK PARTNER

Bespoke management services tailored to yacht owner's needs for worry-free ownership, whether it is of commercial or private-use yachts, ranging from small sailing yachts to super yachts. Istion offers to the Owner their dream charter yacht while they enjoy sailing with no worries. Istion creates the management program that fits Every one of its clients' needs. The Owner chooses the right yacht for them from the leading Shipyards that have chosen Istion as their partner. The Owner also chooses the equipment with Istion experts. Istion will best promote the yacht for chartering whilst managing all aspects of operation, insurance, maintenance and crewing for the Owner, always maintaining her at

top notch condition and ensuring that the Owner gets to enjoy sailing with her whenever and for as long as they want. Yacht ownership with Istion comes with the exclusive privileges of **ISTION WORLD CLUB**. Istion World members enjoy special prices on yacht charter bookings worldwide, VIP sailing with Istion charter services, legal & financial consulting, invitations for boat shows around the globe and for Istion social events and celebrations!



12 \ YACHT SALES & MANAGEMENT HIGHLY REPUTED & SPECIALISED

- ▶ Leading Yacht Shipyards
- ▶ Yacht Configuration
Customized / Enriched / Charter Optimized
- ▶ Home Base Alternatives
- ▶ Top Reseller of Leading Brands


LAGOON


BENETEAU


XCS
Excess


CNB
yacht builders


JEANNEAU


BALI
CATANAGroup


DUFOUR


FONTAINE PAJOT

 Sunreef Yachts
LUXURY CATAMARAN MANUFACTURER



13 \ YACHT SALES & MANAGEMENT PROUD TO BE CNB'S LIAISON

CNB, the world leading luxury yacht builders, has chosen Istion Yachting as its liaison for the Greek market. CNB and Istion team up to further increase the CNB footprint in the region providing its customers with unparalleled support and trustworthy services.

CNB's DNA is reinforced with the core aim of continuing to produce elegant and seaworthy boats ready to sail and provide its clients with the ultimate sailing experience.

CNB
yacht builders



14\ YACHT SALES & MANAGEMENT ISTION SALES IN FIGURES





ISTION
WORLD
CLUB



15 \ MANAGEMENT FOR YACHT OWNERS ONE-STOP SHOP

- ▶ Tailor-Made Investment Proposals
- ▶ Investment Consulting
- ▶ Yacht Licensing & Registration
- ▶ Incorporation Management
- ▶ In-house Accounting
- ▶ Accounting & Legal Consulting



16 \ **MANAGEMENT FOR YACHT OWNERS** MANAGEMENT PROGRAMS

► MAX REVENUE

A turn-key solution for business yacht owners who wish to invest aiming for high yield on a revenue minus expenses basis, while enjoying Istion's exclusive Management Professional Care Services through a holistic approach for all requirements involved in yacht ownership Schemes, as well as unlimited private use.

► FLEX OPEN PLAN

Ideal for professional yacht owners aiming to maximize return via the Istion competitive package of charter brokerage services and strategic yacht operation within Istion's broad network of partners worldwide while enjoying unlimited owner's sailing either for charters or private sailing!



17 \ **YACHT CHARTERS** A WELL FOUNDED FLEET OPERATOR

- ▶ 3 decades of experience
- ▶ Dedicated team of professionals
- ▶ Market knowledge
- ▶ Proactivity & Response time
- ▶ High quality services
- ▶ Attention to detail
- ▶ Fairness to client
- ▶ Personal approach



18 \ **LUXURY YACHT CHARTERS** LUXURIOUS VESSELS

For all those who appreciate the finer things in life, Istion Luxury Yachts offers a premium fleet of private crewed yachts in Greece.

Whether one wishes to sunbathe under the Aegean sun, spend exhilarating moments sailing between the Greek islands, enjoy a cosmopolitan island lifestyle or simply relax on board, Istion can meet their particular holiday needs with a wide choice of luxurious sailing yachts, fast catamarans, motor sailers, gulets and motor yachts.

One must simply choose their cruise itinerary and relax on board one of Istion yachts, letting the experienced crews take care of everything for them. Alternatively, one may allow experienced captain and crew to guide them to the out of the way spots that only the locals know, a truly unique private yacht charter experience.



19\ LUXURY YACHT CHARTERS MOTOR YACHTS

- Tecnomar 116' ► Bugari 112' ► Admiral 101' ► Torgem 92'
- Ferretti 880 ► Sanlorenzo 82' ► 2x Posillipo 80'
- Azimut 74' Solar ► Azimut 68'
- Ferretti 68' ► Altamar 64



20 \ LUXURY YACHT CHARTERS SAILING CATAMARANS

- ▶ Lagoon Sixty5 x1 ▶ Lagoon 620 x1
- ▶ Fountaine Pajot Samana 59 x1 ▶ Lagoon 560s2 x4
- ▶ Lagoon 55 x1 ▶ Bali 5.4 x1 ▶ Lagoon 52 x2 ▶ Lagoon 50 x1
- ▶ Lagoon 500 x1 ▶ Nautitech 46 Fly



21 \ LUXURY YACHT CHARTERS SAILING YACHTS

- ▶ Trehard Marine 99 ▶ YYachts Y8 ▶ Opus 68
- ▶ Hanse 675 ▶ Dufour Grand Large 560



22 \ YACHT CHARTERS BAREBOAT & SKIPPERED YACHTS

A wide range of sailing yachts, sailing catamarans and motor yachts up to 60 feet are offered to the finest destinations in the Greek Islands & Adriatic sea.

The latest models of the most famous yacht builders -including Beneteau, Lagoon, Excess, Jeanneau, Dufour, Bali, Fountaine Pajot, Bavaria, & Nautitech- all fully equipped and maintained to the highest standards. The finest equipment comes together with Istion's unmatched service.

Istion's bare boat fleet is available from any of the 11 operating bases in Greece and a brand new base in Croatia.

Greece: Athens (Alimos marina), Lavrion (Lavrion port), Kos (Kos marina), Rhodes (New Rhodes marina), Lefkas (Lefkas marina), Corfu (Gouvia marina), Preveza (Preveza port), Volos (Volos port), Skiathos (new port), Mykonos (Tourlos) & Paros (Parikia).

Croatia: Skradin (ACI Skradin marina)



23 \ BAREBOAT FLEET SAILING YACHTS

- ▶ 120+ Sailing Yachts
- ▶ From 32ft to 57ft
- ▶ Average age of 4 years



24 \ **BAREBOAT FLEET** SAILING CATAMARANS

- ▶ 90+ Sailing Catamarans
- ▶ From 38ft - 50ft
- ▶ Average age of 3 years



25 \ SPECIAL CHARTER ARRANGEMENTS

Istion Yachting organizes personal and business events with personalized expert service!

Greece is the ideal destination for unforgettable trips to celebrate special occasions, team building and other corporate events, which offer the perfect combination of private or camaraderie inspiration!

Istion charters for the celebration of personal events include weddings, honeymoon trips, bachelor / bachelorette parties and other special events. Istion corporate themed charters may include corporate trips, events and cruises, team building holidays, regattas, company sailing trips, incentive trips, award trips and meetings.



26 \ INFRASTRUCTURE & PERSONNEL ATHENS HEADQUARTERS

► Personnel number: 70





Istion
goes **Croatia!**

NEW BASE IN SKRADIN
14 NEW 2023 YACHTS
& **CATAMARANS**

27 \ **INFRASTRUCTURE & PERSONNEL** CHARTER BASES

- ▶ ATHENS-ALIMOS BASE ▶ ATHENS-LAVRION BASE
- ▶ KOS ISLAND BASE ▶ RHODES ISLAND BASE
- ▶ LEFKAS ISLAND BASE ▶ CORFU ISLAND BASE
- ▶ PREVEZA BASE ▶ VOLOS BASE ▶ SKIATHOS ISLAND BASE
- ▶ MYKONOS ISLAND BASE ▶ PAROS ISLAND BASE
- ▶ **NEW** SKRADIN BASE - SIBENIK AREA, CROATIA





28 \ BAREBOAT FLEET WINTER MAINTENANCE

All fleet goes on dry dock from November - March.
Thorough inspection & repairs on:

- ▶ Sails, rigs & lines ▶ Hull ▶ Engine
- ▶ Electrical & electronic equipment
- ▶ Accommodation & household equipment
- ▶ Life saving & safety equipment



29 \ **DAY & MULTI-DAY TRIPS** REDEFINING HOLIDAYS IN GREECE

YACHTHOP!
SAILING EXPERIENCES

Catering to the needs of modern travelers, Istion Yachting introduces YachtHop!, a unique and innovative type of vacation for those who wouldn't otherwise consider of exploring Greece by yacht! Combining holidays on a yacht with traditional stays at various destinations, YachtHop! offers flexible sailing experiences, allowing the traveler to decide themselves on the duration of each.

Through Istion web page www.yachthop.gr Travelers can discover available trips, decide on the number of days and finally book their holidays in a safe, user-friendly web-environment.

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 **istion**
YACHTING



30 \ CATAMARANS CUP INTERNATIONAL

**Catamarans Cup International is the world's
meetup for sailing catamarans enthusiasts!**

The regatta is organized by Istion Yachting since 2010,
thus providing for 12 consecutive years a combination
of a competitive sailing race with a relaxing holiday week
in the Greek islands that sailors enjoy immensely,

regardless of their level of sailing experience.
Among many side events, participants enjoy fun
competitions, awards & ceremonies, cocktail parties,
dinners & BBQs and lots of fun!





31 \ **SHARE GREECE: THE MEETING POINT** OF CULTURES & COLORS

Almost 6,000 islands and islets scattered throughout the Aegean and Ionian Seas, a truly unique phenomenon on the European continent. The Greek Archipelago takes up 7,500 km of the country's total 16,000 km coastline, offering a variety of highly diversified landscapes: beaches stretching for many kilometres, sheltered bays and coves, golden stretches of sand with dunes, pebbly beaches, coastal caves with steep rocks, black sands typical of volcanic soil and various coastal wetlands.

Discover the beauty, the grace, the simplicity and the unmatched experience of sailing around Greece...



ISTION YACHTING SUPPORTS **repo(w)eir**
Greece



32 \ **QUALITY & RECOGNITION** ACKNOWLEDGED & CERTIFIED

- ▶ Corporate MYBA member conforming with MYBA rules & guidelines
- ▶ Certified by Yachtpool ▶ Approved by Pantaenius & EIS
- ▶ Certified by TÜV Austria





33 \ QUALITY & RECOGNITION INTERNATIONAL EXPOSURE

- Company booth at: BOOT Düsseldorf, ICE Vienna, MMK Zagreb, Olympic Yacht Show Athens
- Yacht Exhibit: Mediterranean Yacht Show Nafplion
- Attending: Antigua Yacht Show, Salon De Nautique De Paris, Yachting Festival De Cannes, Monaco Yacht Show, Barcelona Boat Show, ITB Berlin, Charter Meet up Greece.



34 \ QUALITY & RECOGNITION ASSOCIATIONS

- ▶ Licensed by the **Greek National Tourism Organization** & monitored by the **Greek Ministry of Culture & Tourism** (since 1992)
- ▶ Founding member of the **Greek Yachting Association**
- ▶ Corporate member of **Mediterranean Yacht Brockers' Association**
- ▶ Corporate member of **International Yacht Brokers Association**

- ▶ Corporate member of **Charter Yacht Brokers Association**
- ▶ Corporate member of **Greek Bare Boats Owners Association & Hellenic Professional Yacht Owners Association**
- ▶ Corporate member of **International Super Yacht Society**
- ▶ Corporate member of **European Community for Professional Yachting**
- ▶ Corporate member of **YACHT-POOL International Financial Security System**





35 \ QUALITY & RECOGNITION AWARDS

- ▶ Istion Yachting / **Tourism Awards 2019, 2020, 2021 & 2022**
- ▶ Istion Yachting / **Ethos Hospitality Awards 2020 & 2021**
- ▶ Catamarans Cup, International regatta in Greece since 2010 / **Tourism Awards 2019, 2020 & 2021**
- ▶ YachtHop! / **Tourism Awards 2020 & 2022**
- ▶ Istion Yachting / **Honorary Yachting Award 2019**
- ▶ Istion Yachting / **Luxury Lifestyle Award 2019**



36 \ JOIN US

- ▶ Yacht Sales & Management: **www.istionyachting.gr**
- ▶ Bareboat Yacht Charters: **www.istion.com**
- ▶ Crewed Yacht Charters: **www.istionluxuryyachts.com**
- ▶ Catamaran's Cup: **www.catamaranscup.com**
- ▶ YachtHop: **www.yachthop.gr**



ATHENS HEADQUARTERS

1, POSEIDONOS AVE., 174 55 ALIMOS,
ATHENS-GREECE, TEL +30 210 9811 515

ATHENS-ALIMOS BASE

ALIMOS MARINA, 17455 ATHENS

LAVRION BASE

LAVRION PORT, 19500 ATTICA

KOS ISLAND BASE

KOS MARINA, 85300 DODECANESE

RHODES ISLAND BASE

NEW RHODES MARINA, 85100 DODECANESE

LEFKAS ISLAND BASE

LEFKAS MARINA, 311 00 IONIAN

CORFU ISLAND BASE

GOUVIA MARINA, 49100 IONIAN

PREVEZA BASE

PREVEZA PORT, 48100 EPIRUS

VOLOS BASE

VOLOS PORT, 1 OGL STR., 38221 THESSALIA

SKIATHOS ISLAND BASE

SKIATHOS PORT, 37002 SPORADES

MYKONOS ISLAND BASE

TOURLLOS, 84600 CYCLADES

PAROS ISLAND BASE

PARIKIA, 84400 CYCLADES

NEW SKRADIN, CROATIA

ACI MARINA SKRADIN, SIBENIK AREA

