BARE BOAT
YACHT CHARTERS
IN GREECE
& CROATIA

BOOKING TERMS & CONDITIONS 2026

istion YACHTING

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GREECE

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CROATIA

YACHT CHARTERS IN GREECE & CROATIA

ATHENS / LAVRION / KOS / RHODES / LEFKAS / CORFU / PREVEZA
SKIATHOS / VOLOS / PAROS / MYKONOS / SKRADIN-CROATIA

HEADQUARTERS: 1, Poseidonos Ave., **174 55** Alimos, Athens-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 providers, 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 75 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 than 76 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**:**00**hrs. Yacht delivered cleaned, disinfected, with fresh clean linens, full in fuel & water.

07. DISEMBARKATION

On charter period end date, by **09**:**00**hrs. 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**:**00**hrs.
- 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)
- 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
Skippered 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 consider 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 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. Itis 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 warrantied 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.

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, hance 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 limita-

tion, 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. 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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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 & payable upon reservation to confirm booking.
- 20%, of the total charter fee due and payable 75 days prior to embarkation.
- 50% Balance payment due 35 days prior to embarkation.

Extras' Payment

All items marked with (*) (e.g. transit log, crew arrangements, optional equipment & services) to independent providers, payable only locally prior to embarkation, by the Charterer directly or in advance via Bank Transfer, upon request, unless otherwise specified.

04. BOOKING CANCELLATION POLICY

Charter Price

Time of Cancellation (Notification to Istion in Writing)	Amount Due / Retained
up to 76 days prior to departure	30% of total charter price
75 to 35 days prior to departure	50% of total charter price
less than 35 days prior to departure	100% of total charter price

Crew Arrangements

Time of Cancellation (Notification to Istion in Writing)	Amount Due / Retained
1 to 35 days prior to departure	50% of total price
On date of departure	100% of total price

No-show cancellation

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

Istion cancellation guarantee

In any event of cancellation, Istion 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**:**00**hrs, or as otherwise stated on Charter Contract. Yacht delivered cleaned, disinfected, with fresh clean linens, full in fuel & water.

07. DISEMBARKATION

On charter period end date, by **09**:**00**hrs, or as otherwise stated on Charter Contract. 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**:**00**hrs. For a charter period of less than 1 week, different conditions may apply.
- Time needed for check in/out procedures is deemed part of the charter period.

CHARTER RATE INCLUSIONS & EXCLUSIONS

09. CHARTER RATES INCLUDE

- Use of yacht with her equipment
- Yacht Insurance
- VAT at current rate 13%
- Berthing fees for first & last night at the marina/port

10. CHARTER RATES DO NOT INCLUDE

- Charter Expenses (e.g. transit log, fuel & water consumption, berthing & canal fees, tourist tax, 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/hostess/cook).
- Water toys, equipment, or services listed as extras.

EXTRAS OBLIGATORY

11. TRANSIT LOGS AND OPTIONAL COMBO DEALS* FOR UP TO 2 WEEKS CHARTERS

Transit Log includes:

- Welcome Kit
- Clean linens (Linen & Bedding, 1set / person per week, for up to 2 weeks max)
- Bath towels (Bath towels & face towels, 1 set / person per week, for up to 2 weeks max)

- 1x full spare bottle of cooking gas
- Wi-Fi router (subject to GSM coverage, up to 50GB)
- Dinghy with outboard motor + first fill of outboard gasoline (rental fee €45)
- Final cleaning

- **Monohulls up to 41ft**

Obligatory Transit log: €**260**
- **SUP & WIFI COMBO** including Transit log, SUP & 100GB internet: €**320** (save €70)
- **SUP & BBQ COMBO** including Transit log, SUP & BBQ: €**340** (save €100)
- **SUP, BBQ & WIFI COMBO** including Transit log, SUP, BBQ & 100GB internet: €**360** (save €110)

- **Monohulls 42-46 ft**

Obligatory Transit log: €**290**
- **SUP & WIFI COMBO** including Transit log, SUP & 100GB internet: €**350** (save €70)
- **SUP & BBQ COMBO** including Transit log, SUP & BBQ: €**370** (save €100)
- **SUP, BBQ, WIFI COMBO** including Transit log, SUP, BBQ & 100GB internet: €**390** (save €110)

- **Monohulls 47-51ft**

Obligatory Transit log: €**360**
- **SUP & WIFI COMBO** including Transit log, SUP & 100GB internet: €**420** (save €70)
- **SUP & BBQ COMBO** including Transit log, SUP & BBQ: €**440** (save €100)
- **SUP, BBQ, WIFI COMBO** including Transit log, SUP, BBQ & 100GB internet: €**460** (save €110)

- **Catamarans up to 40ft**

Obligatory Transit log: €**380**
- **SUP & WIFI COMBO** including Transit log, SUP & 100GB internet: €**440** (save €70)
- **SUP & BBQ COMBO** including Transit log, SUP & BBQ: €**460** (save €100)
- **SUP, BBQ, WIFI COMBO** including Transit log, SUP, BBQ & 100GB internet: €**480** (save €110)

- **Catamarans 41-43ft**

Obligatory Transit log: €**410**
- **SUP & WIFI COMBO** including Transit log, SUP & 100GB internet: €**470** (save €70)
- **SUP & BBQ COMBO** including Transit log, SUP & BBQ: €**490** (save €100)
- **SUP, BBQ, WIFI COMBO** including Transit log, SUP, BBQ & 100GB internet: €**510** (save €110)

- **Catamarans 44-47ft**

Obligatory Transit log: €**470**
- **SUP & WIFI COMBO** including Transit log, SUP & 100GB internet: €**530** (save €70)
- **SUP & BBQ COMBO** including Transit log, SUP & BBQ: €**540** (save €100)
- **SUP, BBQ, WIFI COMBO** including transit log, SUP, BBQ & 100GB internet: €**570** (save €110)

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

12. SECURITY DEPOSIT

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. 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 the Charterer and end the charter.

At the end of the charter, such deposit shall be refunded to Charterer, without interest, if not required to be used for any liability, indebtedness, loss, or damage caused because of any breach of booking conditions or because of any damage or loss caused to the yacht or its contents, by the charter clients and skipper.

If required to be used for an amount of liability, indebtedness, damage or loss which is less than the Security Deposit, Charterer shall be refunded, as relevant, part of the Security Deposit as soon as reasonably possible after the damage has been repaired or the repair costs have been ascertained or the liability, indebtedness or loss has been settled or ascertained. In the event of any disagreement over liability, damage or loss, Istion Adriatic doo. shall retain the relevant Security Deposit paid until the dispute is resolved.

Retention of the security deposit will not in any way limit or prejudice any claim over and above the sum of the security deposit paid, where the loss or damage was in excess of the security deposit and was either caused by or pertains to illegal actions, or fraudulent behavior, or gross negligence or reckless conduct of the 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 actions or omissions. The Charterer shall then remain liable for the balance of any such losses or damages incurred over and above the sum of the security deposit by Charterer.

OPTIONAL EXTRAS

13. SECURITY DEPOSIT REDUCTION

Charterer can opt to reduce the security deposit by converting part of the deposit to non-refundable as per following scheme:

	NON REFUNDABLE DEPOSIT/WEEK	+ PLUS REFUNDABLE DEPOSIT
Sailing Yachts		
up to 41ft	€250	€400
41-46ft	€300	€500
47-51ft	€350	€600
Catamarans		
up to 40ft	€350	€700
41-43ft	€380	€750
44-46ft	€400	€800

The Security Deposit Reduction** applies per insured event (damage or loss). This means that if an incident occurs, the Charterer must replenish the Security Deposit Reduction to its initial amount in order to be covered for a second incident.

If the cost of damage per insured event exceeds the provided amount**, it will be covered by the yacht's insurance.

However, if the loss or damage involves auxiliary equipment of the vessel (e.g., the outboard motor or dinghy) and exceeds the provided amount, the excess cost will be covered by the Charterer.

***Applicable to the refundable amount of the security deposit.*

14. OPTIONAL CREW SERVICES*

- **Freelance Skipper**: €200 / day
- **Freelance Hostess**: €180 / day
- **Freelance Cook**: €200 / day

(all prices do not include provisioning)

Crew provisioning to be provided by the 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. The Charterer shall provide crew with sleeping cabin/berth and shower/toilet use to be designated to them onboard (for safety reasons, when the vessel is underway, the skipper will be granted access to a WC accessible through the saloon area). Istion 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 Adriatic doo., arising from the performance of services by crew. Istion is not to be consider as having acted as crew agent or employer but merely introduced parties. As such, Istion Adriatic doo. makes no representations or warranties as to crew services nor assumes any liability for any whatsoever act, fault, omission, or negligence of crew. Crew payments are payable at the base in cash by the Charterer, or in advance via Bank Transfer upon request.

15. OTHER OPTIONAL SERVICES*

Subject to availability:

- **Pet on board** up to 7kg: €150/charter
- **Fast Track Pack**:
  - Monohulls 37-42ft: €130/charter
  - Monohulls 43-51ft, Catamarans up to 43ft: €170/charter
  - Catamarans 44-47ft: €190/charter

Access to the yacht by 14:00 hrs on embarkation day, only if feasible. Payable only at base prior to embarkation, by the Charterer.

- **Overnight embarkation**: €150

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. Payable only at base, prior to embarkation by the charterer.

16. OPTIONAL EQUIPMENT ARRANGEMENTS*

- **Wi-Fi router** (subject to GSM coverage up to 100GB): €30/week
- **Stand up paddleboard** (SUP): €100/week
- **Safety Net** (installed): €150/charter
- **Extra Linen**: €10/set
- **Beach towels**: €5/towel
- **Automatic life jackets**: €20/unit per week.
- **Portable BBQ**: €80/week.
- **Portable ICE Maker**: €40/week.

All Extras by independent providers, non-commissionable, subject to availability, payable only locally prior to embarkation, by the Charterer directly or in advance via Bank Transfer, upon request. Listed Prices include local taxes and VAT calculated as per current rates applicable and valid to this date (VAT 25%), 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.

17. 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 only when:

1. duly signed Reservation Forms has been provided, and
2. 1st payment has been cleared in Istion bank account within the deadlines set in the booking agreement.

- Istion 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.

18. CHANGES IN BOOKING

Each booking pertains to a specific yacht, and any changes to the booking are subject to written confirmation by Istion. Istion 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.

Istion 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 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 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.

19. 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 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.

20. DOCUMENTATION

Only documentation (e.g. offers, forms, contracts, checklists etc.) issued by Istion 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 retains the right to completely disregard any documents/ forms etc. not issued by Istion.

21. COMPLAINTS & ASSISTANCE

Istion 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 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 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 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 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.

If after delivery of the vessel to the charterer Istion receives complaints about the presence of bugs, mice, cockroaches or any other pest, Istion 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 Istion in writing during the cruise in order to give Istion the opportunity to assist and the issue leads to a claim for compensation will be rejected.

22. 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 will in any such case make best effort to provide substitution vessel, but neither Istion, 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 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 the Charterer.

23. 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, city, country and date of birth, travel document type, number, and expiry date, city and country of residence. Once booking is requested, Charterer will be provided with the Reservation Form to sign.

24. CRUISING AREA

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

25. SAILING QUALIFICATIONS

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

Bareboat charters in Croatia mandate that there must be at least one certified sailing yacht skipper who also holds a valid VHF operator's license.

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.

Click here to view the list of valid sailing licenses acceptable by Croatian Authorities for bareboat charters in Croatia.

A copy of all sailing certificates must be sent and received by Istion at least 2 weeks before the start of the charter. Upon arrival at delivery base, Skipper(s) will be required to have their original certificates with them.

Charterer is always liable for suitability of his qualification and certification and neither Istion 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 warrantied by him and in the event of any error, omission or misinterpretation in this respect being subsequently discovered, Istion 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.

26. CHARTER VAT

VAT rates applicable on this date:

- 13% for charters including overnight stay (>24h)
- 25% for daily charters that do not include overnight stay (<24h)

VAT is subject to change without prior notice or responsibility on the yacht Broker, the Stakeholder or the yacht Owner.

27. 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.

28. 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 is a stand-alone sea service and not a linked travel arrangement nor travel package agreement. Yacht insurance is included but any other insurance such as Skipper Liability, Travel , Personal Accident, Trip Cancellation or Trip Curtailment Insurance is not included. It is strongly recommended that all persons embarking the yacht will have obtained adequate and valid insurance for all aspects of their trip and that skipper obtains Skipper's Liability insurance.

***Disclaimer**: Even in case Istion may facilitate the placement of insurance, Istion has not acted as an insurance agent or broker but merely introduced parties. As such, Istion 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, 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.*

29. ISTION GROUP 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 and replaces any previous statements.

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HEADQUARTERS: 1, Poseidonos Ave., **174 55** Alimos, Athens-Greece
Tel +30 210 9811 515, **E-mail** charter@istion.com

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Alimos Marina, 174 55
Athens-Greece

LAVRION BASE
Lavrion Port, 195 00
A.G. Papandreou Str.
Attica-Greece
Tel +30 22920 69193

KOS ISLAND BASE
Kos Marina, 853 00
Dodecanese Islands-Greece
Tel +30 22420 22195

RHODES ISLAND BASE
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Dodecanese Islands-Greece
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MYKONOS ISLAND BASE
Tourlos, 846 00
Cyclades Islands-Greece

PAROS ISLAND BASE
Parikia port, 844 00
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Ionian Islands-Greece

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PREVEZA BASE
Preveza port, 481 00
Epirus-Greece

SKIATHOS ISLAND BASE
New Skiathos port, 370 02
Sporades Islands-Greece

VOLOS BASE
1, Ogl Str., 382 21
Volos, Thessalia-Greece
tel +30 24210 22994

SKRADIN BASE / CROATIA
Obala Pavla Šubića 18,
222 22 Skradin-Croatia

ISTION YACHTING / BB BOOKING TERMS & CONDITIONS 2026 / RETAIL JAN.2026-1

TÜVNORD TÜV HELLAS S.A. ISO 9001

TÜVNORD TÜV HELLAS S.A. ISO 14001

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