

ISTION YACHTING
HIGHLIGHTS **2019-20**



3
Beautiful
people,
beautiful
yachts



NEW MODELS COMING UP!

Istion Yachting is always a pioneer when it comes to avant garde models straight from world's leading ship yards!



LAGOON **SIXTY5 & SIXTY7**
FOUNTAIN PAJOT **ELBA 45 & NEW 59**
BALI **4.6 / EXCESS 11 / DUFOR 530**

STAY TUNED FOR THE LATEST UPDATES:
www.istionyachting.gr





Ioannis Kourounis **CEO**

Over the past 28 years, Istion Yachting has charted a remarkable course and grown into a market leader for yachting all over Greece and all thanks to you, our sailing friends and partners!

Istion Yachting aspires to reinvent yachting as a vacation choice, a lifestyle and an investment strategy accessible to broader & more diversified groups all over the world through its customized and personalized services. To honor and tighten these strong bonds of trust and sharing that we have created with you during this 28-year course, we proudly present this **Annual Edition of Istion Corporate News & Highlights**.

We aspired to create a platform that would bring together our large network of business partners and sailing friends worldwide. With immense pleasure we launch this **1st edition of Beautiful People Beautiful Yachts magazine**, recounting the various projects & activities in which Istion Yachting is involved in, discussing all new trends in the yachting industry & exploring the sailing world!

If you are a loyal member, an aspiring or a newly sworn-in one and you have this issue in your hands, we want you to know that we are exhilarated to share with you all of our latest news and updates through our passion for yachting experiences and lifestyle!

A huge thank you to all people who contributed to realizing this issue, each of them in their unique way; without them there wouldn't have been this issue with all this wonderful & inspiring material! A big thank you to the graphic designing team, the editors, the suppliers, the sponsors & supporters, and all collaborators for their everlasting support throughout the creation of this edition; they all continuously bring new ideas to the table, introduce fancy and innovative products & services, and finally shape a high-profile result of premium quality.

Serving our community, we hope **Beautiful People Beautiful Yachts magazine** will make our tied knot stronger and the **Istion Yachting Family larger!**

Thank you & enjoy!

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Istion Yachting
17 Alimou Ave & 16 Ritsou Str.
mail marketing@istion.com

Editor in chief
Xenia Mavridou

Creative Director
Manos Pavlis

Contributors
Katerina Tzouvelekis
Dorelina Spiliopoulou
Argyris Kaltsounis
Elias Aggelopoulos
Tatiana Costantini

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Photos: © Manos Pavlis, © Katerina Avgerinou

Let's meet

I S T I O N Y A C H T I N G

Istion Yachting provides bareboat, skippered and fully crewed yacht charters anywhere in Greece. You can explore the yachting world online on our official website or meet with us in person in our head offices in Athens!



Fine yachts
& top quality
yacht charter
services
in Greece!



[HISTORY]

Founded in 1992, Istion Yachting started off with a small fleet of sailing yachts based in Kos Island in the Dodecanese, and rapidly grew to a market leader for yachting all over Greece and established the south-east Aegean as one of the most popular sailing destinations in the Eastern Mediterranean.

28 years later, with head offices in Athens, a fleet of more than 250 bareboat and crewed yachts operating from 9 company managed charter bases in Greece and a proven charter record of over **12.500 bookings** and more than **80.000 happy guests**, the company enjoys a remarkable reputation through an international network of trusted charter brokers and its sailing clients and friends.

[VISION]

We cherish the strong bonds of trust we have formed with you, our guests and sailing friends, and aim to continue our successful course by building on our strong background with dedication and passion.

We are maximizing our efforts to expand our horizons through our reliable network of yachting specialists and consultants promising innovative services of premium quality.

Istion Yachting aspires to reinvent yachting as a vacation choice, a lifestyle and an investment strategy accessible to broader and more diversified groups all over the world through its customized and personalized services

[CORE BUSINESS]

YACHT SALES / YACHT MANAGEMENT: ONE-STOP-SHOP / INVESTMENT, FINANCIAL & LEGAL CONSULTING / BAREBOAT & SKIPPERED CHARTER BROKERAGE & MARKETING / CREWED CHARTER BROKERAGE & MARKETING: PREMIUM FLEET OF PRIVATE LUXURY FULLY CREWED YACHTS / INNOVATIVE FLEXIBLE SAILING EXPERIENCES OF DAY & MULTI-DAY TRIPS / SPECIAL EVENTS ARRANGEMENTS / FLEET OPERATION

28
YEARS

OF AN
AMAZING
JOURNEY

1992

Kos island, Dodecanese
Yacht service base



1994

First charter
booking

1995

Two new
yacht entries

1993

First own yacht

1999

Kos island,
New Marina
Project



2004

Ten yachts
in fleet

2002

New Kos island
Marina in Operation.
Company & fleet
move to New Kos Marina

2007

Company headquarters
move to Athens



2006

Athens, Alimos
charter base
in operation



2009

1st Catamarans Cup international regatta



2012

Istion Yachting becomes full MYBA member

2014

Company moves to new offices

2017

Corfu island charter base in operation

2020

New Charter Bases in Volos, Nafplion & Rhodes in operation

& still growing

2008

Lefkas island charter base in operation



2015

Lavrion base in operation

2010

Fully crewed department with first fully crewed yacht

2018

YachtHop! (Day Charters) in operation

2019

Catamarans Cup 10th anniversary





NEW ENTRIES

IN OUR BAREBOAT FLEET

We take pride in the **premium quality yachts** we offer to our clients. Whether they wish to sail Greece on a classic **monohull sailing yacht** or on a **comfortable catamaran**, the choice is entirely up to them! We offer several choices both in terms of boat type & size from all our charter bases and through our trusted collaboration with our yacht manufacturer suppliers, we **enhance our fleet each year** with new entries!

Photos: © Nicolas Claris / Lagoon, © Jerome Kelagopian / Jeanneau, © Christophe Launay / Excess



01

NEW Lagoon 46, 2020 / P. 01 & 03

Length: **13,99m** Engines: **2x45hp**
 Beam: **7,96m** Fuel capacity: **2x520lt**
 Draft: **1,30m** Water capacity: **2x300lt**
 Sail area: **140,1sqm** Cabins/Heads: **3/3, 4/4**

NEW Jeanneau Sun Loft 47, 2020 / P. 04 & 06

Length: **14,42m** Engines: **TBA**
 Beam: **4,49m** Fuel capacity: **TBA**
 Draft: **1,85m** Water capacity: **TBA**
 Sail area: **TBA** Cabins/Heads: **6/4**

02



03



10

04





05

NEW Jeanneau 490, 2019-20 / P. 05

Length: 14,42m	Engine: 57hp
Beam: 4,49m	Fuel capacity: 240lt
Draft: 2,20m	Water capacity: 640lt
Sail area: 56,6sqm	Cabins/Heads: 3,4,5/3,4



NEW Bali 4.8, 2020 / P. 02

Length: 14,86m	Engines: 2x45hp
Beam: 7,88m	Fuel capacity: 600+400lt
Draft: 1,35m	Water capacity: 600+400lt
Sail area: 173sqm	Cabins/Heads: 3,4,5,6/ 3,4,5,6

06





01

NEW Bali Catspace, 2020 / P. 01 & 03

Length: **12,33m** Engines: **2x20hp**
 Beam: **6,59m** Fuel capacity: **400lt**
 Draft: **1,10m** Water capacity: **700lt**
 Sail area: **TBA** Cabins/Heads: **3,4/4**

NEW Excess 15, 2020 / P. 02 & 04

Length: **14,76m** Engines: **2x80hp**
 Beam: **8,03m** Fuel capacity: **2x520lt**
 Draft: **1,40m** Water capacity: **2x240lt**
 Sail area: **159,5sqm** Cabins/Heads: **3,4,5,6/3,4**



02



03



04



05

NEW Fountain Pajot Lucia 40, 2020 / P. 05

Length: **11,73m**
Beam: **6,63m**
Draft: **1,21m**
Sail area: **58sqm**

Engines: **2x20hp**
Fuel capacity: **300lt**
Water capacity: **2x265lt**
Cabins/Heads: **4/2,4**

NEW Excess 12, 2020 / P. 06

Length: **11,73m**
Beam: **6,73m**
Draft: **1,35m**
Sail area: **82sqm**

Engines: **2x29hp**
Fuel capacity: **2x200lt**
Water capacity: **300lt**
Cabins/Heads: **3,4/3,4**



06



ISTION
YACHTING
LUXURY
FLEET

THE
LATEST

Luxury yachts

IN OUR
FLEET

Photos: © Nikos Reskos, © Manos Pavlis

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's 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.

CATAMARAN BABALU



CATANA BALI 5.4, BUILT 2019

ACCOMMODATION: 10 guests in 6 double cabins with en-suite facilities

CREW: 3 in separate compartments

KEY FEATURES: Built in 2019 / Modern design
Ample sunbathing areas / Great performance

SPECIFICATIONS

LOA	16,80m / 55,1ft	Cr. speed	9 knots
Beam	8,74m / 28,60ft	Fuel cons.	30 lt/h
Draft	1,48m / 4,90ft	Engines	2x80hp Yanmar



MOTOR YACHT

SUMMER FUN

BEAUTIFUL
YACHTS **3**

ADMIRAL 101, BUILT 2001 / REFIT 2019

ACCOMMODATION: 12 guests in 6 cabins,
all air-conditioned with en suite facilities

CREW: 7 in separate compartments

KEY FEATURES: Refit 2019 / Modern & spacious
interior / Playroom on main deck convertible into
VIP Cabin / Great variety of water toys

SPECIFICATIONS

LOA	30,80m / 101ft	Cr. speed	23 knots
Beam	7,10m / 23,30ft	Max speed	29 knots
Draft	2,30m / 7,50ft	Engines	2x1680hp MTU



A FLEET OF 220+ YACHTS

OPERATING OUT OF
9 CHARTER BASES IN GREECE

BAREBOAT FLEET

Partner of **world's leading shipyards**, here is our **Bareboat fleet** displayed by number of yachts of each yacht type:

LAGOON

- 3x Lagoon 50
- 5x Lagoon 46
- 13x Lagoon 450/F
- 19x Lagoon 42
- 6x Lagoon 400S2
- 1x Lagoon 400
- 2x Lagoon 40
- 3x Lagoon 39
- 4x Lagoon 380S2
- 3x Lagoon 380

EXCESS

- 1x Excess 12

FOUNTAIN PAJOT

- 1x Saona 47
- 1x Belize 43
- 2x Lucia 40

BENETEAU

- 2x Oceanis 54
- 7x Oceanis 51.1
- 1x Oceanis 50 Family
- 1x Oceanis 50
- 2x Oceanis 48
- 4x Oceanis 46.1
- 1x Oceanis 46
- 2x Oceanis 45
- 1x Oceanis 43
- 3x Oceanis 41.1
- 2x Oceanis 41
- 2x Oceanis 40
- 1x Oceanis 393
- 1x Oceanis 38.1
- 1x Oceanis 38
- 1x Oceanis 35
- 2x Cyclades 50,5
- 1x Cyclades 43,3

NAUTITECH

- 1x Nautitech 46 Fly
- 3x Nautitech 40 Open

BALI CATANA

- 1x Bali 4.8
- 2x Bali 4.3
- 6x Bali 4.1
- 1x Bali 4.0
- 1x Bali Catspace

HANSE

- 1x Hanse 588
- 1x Hanse 575
- 2x Hanse 548
- 2x Hanse 508
- 2x Hanse 505
- 1x Hanse 470
- 3x Hanse 458
- 4x Hanse 455
- 1x Hanse 430E
- 1x Hanse 430
- 1x Hanse 418
- 2x Hanse 415
- 2x Hanse 400
- 1x Hanse 388
- 4x Hanse 385
- 3x Hanse 345
- 2x Hanse 325

JEANNEAU

- 1x Jeanneau 54
- 2x Sun Loft 47
- 1x Sun Odyssey 54 DS
- 1x Sun Odyssey 519
- 1x Sun Odyssey 509
- 4x Sun Odyssey 490
- 4x Sun Odyssey 440
- 1x Sun Odyssey 419
- 1x Sun Odyssey 410
- 2x Sun Odyssey 409
- 1x Sun Odyssey 36i Perf
- 2x Sun Odyssey 36i
- 1x Sun Odyssey 349

BAVARIA

- 3x Bavaria Cruiser 46
- 2x Bavaria Cruiser 45
- 3x Bavaria Cruiser 40
- 1x Bavaria 41



FULLY CREWED YACHTS

Photo: © Gilles Martin-Raget / Beneteau

Istion's **Luxury Fleet** comprises of various types -sailing yachts, catamarans & motor yachts- all **uniquely selected** to offer award-winning accommodation!

MOTOR YACHTS

Project Steel	Custom 112 / Built 1993, Refit 2020
Summer Fun	Admiral 101 / Built 2001, Refit 2019
Romachris II	Leopard Arno 89 / Built 2001, Refit 2015
Ruby	Technomar 85 / Built 2006, Refit 2019
Iris	Azimut 74 / Built 2004, Refit 2018
Medusa	Azimut 68 / Built 2005, Refit 2009
Mary	Ferretti 68 / Built 2000, Refit 2016

SAILING YACHTS

Callisto	Nautor's Swan 80 / Built 1995, Refit 2011
Helene	Opus 68 / Built 1993, Refit 2011
Nadamas	Hanse 675 / Built 1993, Refit 2017
Shooting Star	Gianetti Star 64 / Built 2008, Refit 2020
Medseatation	Hanse 588 / Built 2019
Pharia	Hanse 575 / Built 2014, Refit 2020
Drunken Sailor	Dufour G Large 560 / Built 2014
Mythos	Ocean Star 56 / Built 2008, Refit 2020

SAILING CATAMARANS

Nova	Lagoon 620 / Built 2011, Refit 2020
Moya	Lagoon 560 S2 / Built 2014
Meliti	Lagoon 560 S2 / Built 2014
Golden Pearl	Lagoon 560 S2 / Built 2016
Sea Bliss	Lagoon 560 S2 / Built 2014
Babalu	Catana Bali 5.4 / Built 2019
Summer Star	Lagoon 52 / Built 2019
Serenity	Lagoon 52 / Built 2015, Refit 2020
White Pearl	Lagoon 52 / Built 2013
Twin Pride	Lagoon 500 / Built 2010
idea!	Lagoon 500 / Built 2009, Refit 2018
Mystique	Lagoon 500 / Built 2008, Refit 2018
Odyssey	Nautitech 46 Fly / Built 2019
Happy Feet	Lagoon 50 / Built 2018

TO GROW IS TO EXPAND...

Istion's fleet has been expanding over the past decade, exponentially increasing its numbers to more than double over the past 4 years!



ISTION CHARTER BASES

CORFU BASE

Gouvia Marina,
491 00, Corfu island
tel +30 6946 226 966
e-mail corfu@istion.com



LEFKAS BASE

Lefkas Marina
tel +30 6983 503 992
e-mail lefkas@istion.com



ATHENS ALIMOS BASE

Alimos Marina, 174 55, Athens
(Opposite Pier no.3)
tel +30 6948 680 507
e-mail athens@istion.com

NEW

NAFPLION BASE

Nafplion Port, 211 00 Nafplion
e-mail nafplion@istion.com

LAVRION BASE

Lavrion Port,
Akti Andrea Papandreou
195 00, Lavrion
tel +30 6978 406 091
e-mail lavrio@istion.com

IONIAN
SEA

PELOPONNESE

ATTICA

SARONIC
GULF

CYCLADES

CRETE

SPORADES

Our 3 main charter bases are located in **Athens** (Alimos), in the islands of **Kos** (Dodecanese) & **Lefkas** (Ionian). Our bareboat & skippered fleets are also offered from our bases: **Lavrion**, **Nafplion**, **Rhodes**, **Corfu**, **Skiathos** & **Volos**. Furthermore, we offer the opportunity for yachts' pickup and drop off from/to: Mykonos, Paros and other ports, upon request and availability.

NEW

VOLOS BASE

Volos Port

1 Ogl Str., 382 21, Volos

tel +30 6949 549 390

e-mail volos@istion.com

SKIATHOS BASE

Skiathos Port

370 02, Skiathos Island

tel +30 6984 998 061

e-mail skiathos@istion.com



KOS BASE

Kos marina (1st floor)

G. Papandreou Ave,

853 00, Kos island

tel +30 6982 372 807

e-mail kos@istion.com

NEW

RHODES BASE

Rhodes Marina,

124 Afstralia Str.,

851 00, Rhodes island

tel +30 6945 088 890

e-mail rhodes@istion.com

Discover more of
Greece with Istion!

3 NEW CHARTER BASES

Nafplion BASE / PELOPONNESE

Istion Yachting welcomes you to the first capital of modern Greece! 1,5hrs drive from Athens Airport
1,5hrs drive from Kalamata Airport.

DISCOVER

South route: Astros, Tyros, Leonidio, Kyparissi, Ierakas, Monemvasia, Neapolis, Elafonissos & Kythira

Argolic route: Tolo, Kilada, Porto Heli, Ermioni, Spetses, Dokos, Ermioni, Hydra & Poros

Cyclades route: Milos, Poliegos, Kimolos, Sifnos, Serifos, Kythnos & Kea

Volos BASE / MAINLAND

The marina is 37km from Nea Anchialos National Airport, 220km from Thessaloniki & 330km from Athens.

DISCOVER

Pagaitikos gulf & Sporades islands: Orei, Trikeri, Agios Kiriaki, Skiathos, Skopelos, Alonisos, Peristera, Skantzoura, Kira Panagia, Gramezza & Gioura

Rhodes ISLAND BASE / DODECANESE

Located just 14 km from Rhodes International Airport, the marina can be easily reached by taxi, bus or private transfer.

DISCOVER

Dodecanese, Southern Cyclades & Crete:

Rhodes, Simi, Nisyros, Kos, Leros, Patmos, Lipsos, Levitha, Kalymnos, Astipalea, Tilos, Halki, Karpathos, Kasos & Crete

FIND OUT MORE

www.istion.com

charter@istion.com



Hop on!

& live the dream

DAY CHARTERS, CABIN CHARTERS &
MULTI DAY ALL-INCLUSIVE CRUISES



Photo: © Nicolas Claris / Lagoon



REDEFINING YACHT HOLIDAYS IN GREECE

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

Private and Shared yachting experiences are offered through Daily Cruises and Flexible Multi-Day trips, customized All-inclusive packages for both solo travelers and larger groups. Private and Cabin Charters are available for set itineraries around Greece's best sailing areas: i.e. Athens, Mykonos, Paros, Naxos, Santorini, Ios, Rhodes, Lefkas, Corfu, Skiathos.

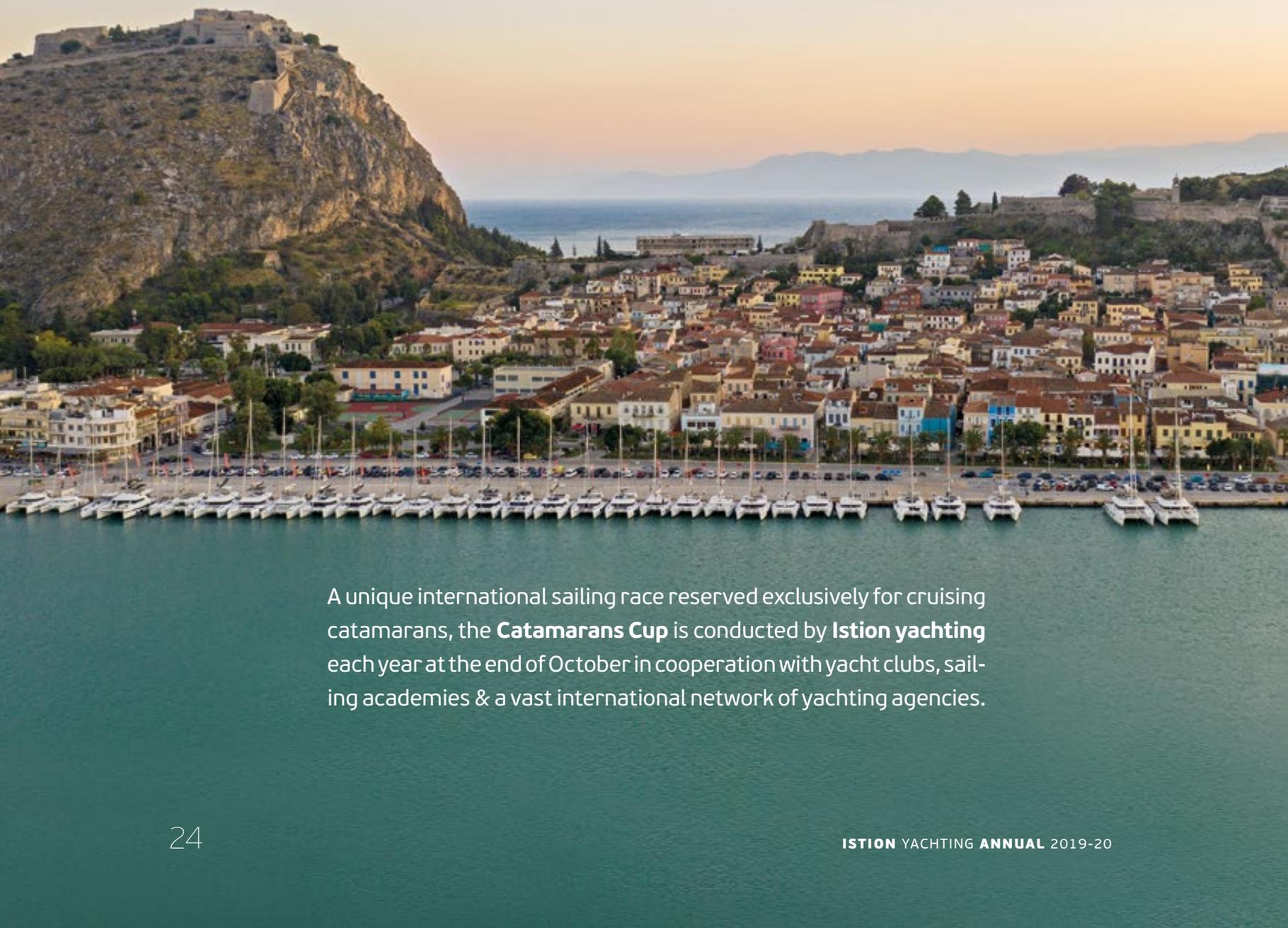
Discover our available trips, decide on the number of days and finally book your holidays through our webpage: www.yachthop.gr

10
YEARS ANNIVERSARY


catamaranscup
INTERNATIONAL

THE ULTIMATE EVENT FOR CRUISING CATAMARANS

Photos: © Katerina Avgerinou, © Alkis Moraitis



A unique international sailing race reserved exclusively for cruising catamarans, the **Catamarans Cup** is conducted by **Istion Yachting** each year at the end of October in cooperation with yacht clubs, sailing academies & a vast international network of yachting agencies.



Launched by Istion Yachting in 2010, the Catamarans Cup is a unique race of sailing catamarans that **count 10 consecutive years** of success. The Catamarans Cup is an international regatta combining a sailing race with a relaxing holiday week in the Greek islands. Open to sailors of any level of competence, the regatta draws participants from **over 18 countries** that wish to share with family and friends, four days of competitive sailing combined with a full week of fun around some of the most beautiful destinations in Greece. There are many side events such as a special welcome for the participants on every island of call, fun competitions, awards & ceremonies, cocktail parties, beach BBQs, dinners and lots of fun! Experienced crew are welcome to charter a cat, while individuals without experience may join one of Istion's cats as an open crew member. Groups with no experience can also participate, chartering one of Istion's catamarans with a skipper.

Ways of participating include either teaming up with your friends or family to charter a bareboat catamaran to race, chartering a crewed catamaran and coming aboard with your loved ones to enjoy this experience with the added comfort and safety of an experienced crew, or joining one of our open crews as a crew member (no experience is needed).

There is **one leg** of the race to be completed daily and on the same evening, at each port of call, an **award ceremony** is organized along with a special welcome for the competing yachts. Each day begins as a new adventure with the race and continues with fun side events, thematic competitions and cocktail parties

or BBQs & dinners, which bring the night to a beautiful close. Competing crews can participate in the **Best Crew Style, Cook Off, Show Off** and **Shoot Off**. These fun competitions offer the opportunity to compete for the best crew outfit presented in the Opening Ceremony, the best dish prepared on board a catamaran, the best presentation (dancing, singing, acting), and the best photo taken during the regatta. These are all judged considering appearance & originality and the winner is awarded with a memorable trophy.

Catamarans Cup lovers, from all over the world, experienced a truly memorable **10th edition this year**. Favorite destinations, multiple social events and competitions added a fresh tone to the 2019 annual gathering. All participants had the chance to experience a fascinating anniversary edition full of surprises!



Each day begins as a new adventure with the race & continues with fun side events, thematic competitions & cocktail parties...





YACHT SALES & MANAGEMENT

WITH **ISTION** YACHTING IN **GREECE**

With over 25 years experience in managing charter yachts in Greece, Istion is proud to offer a variety of tailor made yacht ownership & management programs. Own your dream yacht & enjoy sailing in Greece with no worries and zero expenses!

Photo: © Guido Cantini / Beneteau

Istion's dedicated sales & management team of specialists deal with the top yacht & catamaran builders worldwide including Lagoon, Beneteau, Jeanneau, CNB, Bali Catana, Sunreef, Fountaine Pajot, Nautitech & Dufour.

The Istion team performs all the necessary research to deliver the perfect yacht for its clients and take all the stress out of the entire purchase process, while offering customized, enriched & charter optimized yacht configuration options and various home base alternatives!

PLACE YOUR YACHT IN OUR FLEET

Already a yacht owner in Greece? Place your yacht in Istion Yachting Fleet and experience the privileges of hassle-free yacht Ownership with the Istion World Owners Club!

Istion is proud to offer dedicated and customized yacht management programs for those who are seeking to yield extra revenue by chartering their yachts when they are not being used. Within the wide range of Istion charter bases throughout Greece and the company's many years of experience in yacht management, Istion provides tailor-made management programs flexible and customized to suit individual yacht ownership needs!

Istion's team of specialists walks the owner through the selection of the ownership program that best suit their goals attending to all details and requirements. We take care of placing the yacht in Istion's Fleet, managing captains and crew as needed and taking care of all professional maintenance to the most rigorous and meticulous industry standards so the yacht will be pristine at all times for the owner!

Contact our experts for more details on Istion's management programs:
yachtmanagement@istion.com

With a large volume of quality charter customers and an extended sailing season of well over six months, Greece is a perfect option for prospective yacht owners as well as individuals who already own a yacht and wish to leverage their investment. Istion Yachting takes pride in providing top notch yacht management for its clients and top tier services tailored to the business-driven yacht owner as well as to the sailing enthusiast for worry-free and high-yield ownership.

ONE-STOP-SHOP

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

Istion Yacht Management Programs are uniquely designed to cater to the diversified need of yacht ownership schemes and alternatives!

MAX REVENUE PROGRAM

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.

PROGRAM PRIVILEGES

GOLD MEMBERSHIP IN ISTION WORLD CLUB & PHASE-OUT BROKERAGE BY ISTION YACHTING

*Owner's revenue on income minus expenses basis:
70% on net charter fee minus management & operation costs.*

FLEX OPEN PLAN PROGRAM

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!

PROGRAM PRIVILEGES

SILVER MEMBERSHIP IN ISTION WORLD CLUB & PHASE-OUT BROKERAGE BY ISTION YACHTING

*Owner's revenue on income minus expenses basis:
70% on net charter fee minus management & operation costs.*

OUR PARTNERS





IT HAS BEEN A GREAT PLEASURE FOR THE PAST 5 YEARS, THAT WE WELCOME ALL ASSOCIATES, BUSINESS PARTNERS & FRIENDS AT OUR STAND.

Winter season means preparations for the ultimate maritime experience in Düsseldorf, Germany, where Istion Yachting has been an exhibitor these past years. The **Boot Trade Fair** has been exponentially growing and more than **250,000 visitors from over 90 countries worldwide** came to Messe Düsseldorf in 2019 alone. In its 2019 edition, the trade fair hosted more than **1900 exhibitors** in a span of over 18 themed areas. Water sports gear, equipment and maritime services were amongst the products that attendees could explore. The recently added Beach World, with its 65-meter-long flatwater pool and "THE WAVE" with the tow-in-wind-surfing show and foil-boarding, successfully also attracted new visitors. However, it is the **world premieres** of renowned yacht manufacturers that are undoubtedly most talked about during the Trade Fair. Further to this, the **Luxury Yacht Hall** was particularly popular amongst both suppliers and visitors and as a result, regularly sold out and with waiting lines. This proves that besides the royals and celebrities that attend, there is in fact a larger audience with the corresponding purchasing power for superyachts that attend the BOOT.



Our stand at the world's biggest Boat & Water Sports Trade Fair (2019).



ICE'19 INTERNATIONAL CHARTER EXPO

The International Charter Exposition 2019 was hosted at Vienna and Istion Yachting was there exhibiting as a Fleet Operator. The exhibition welcomed charter agencies, fleet operators and suppliers from around the world, while it promises larger numbers in the years to come.



MMK'19 BOOKING MANAGER SUMMIT

MMK Booking Manager SUMMIT, the first international Yachting Conference worldwide, was hosted in Zagreb, where Istion was not only an Exhibitor as a Fleet Operator but also participated as a hosting speaker, giving a lecture regarding the Tax regulations applied in Yachting Industry in Greece and raising awareness for Yacht Ownership and Operation in Greece.



Boat Shows & Yachting Events are occasions for presenting one's products & services as well as celebrating the yachting industry. Naturally, Istion Yachting takes great joy in actively being a part of such international events and has participated both as an exhibitor and visitor in several of these worldwide. As a result, we create new collaborations, discuss ways to grow and diversify existing ones, and are up to date with the latest trends and yacht entries in the industry.



INTERNATIONAL EXPOSURE

Networking doesn't stop within Greek territories or even European ones, as Istion Yachting has attended significant Boat Shows and Yachting Festivals in Northern & Central America.

These past years, Istion Yachting has attended the **Cannes** Yachting Festival, **Monaco** Yacht Show, **Paris** Boat Show, **Antigua** Charter Yacht Show, **Moscow** Boat Show and the Moscow International Trade & Tourism Exhibition, the **MYBA Charter Show**, the **U.S. Annapolis** Boat Show, the **ITB Berlin** and of course the **Charter Meet up Greece**.



ISTION YACHTING AT THE



Medi 6th terra nean

Y A C H T S H O W 2 0 1 9

Photos: © Nikos Reskos, © Alkis Moraitis, © Manos Pavlis



Organized by the Greek Yachting Association (GYA), a body made up of Charter Managers & Central Agents, The Mediterranean Yacht Show takes place every year in the historic town of Nafplion under the auspices of the Hellenic Ministry of Tourism and with the support of the local authorities.

In the 2020 Mediterranean Yacht Show, **11 yachts of Istion Yachting's luxury fleet** will be available for visits and inspection. Apart from the luxurious yachts that attendees can admire and explore however, the Chef's Competition is of great interest to gastronomy lovers and there are also several parties and fun nights planned throughout the course of the show, so as to offer the perfect chance to socialize.

Among these parties is **Istion Yachting's annual party** at the MEDYS, The **"White Thing"**. Live music, refreshing cocktails, and endless dancing are the components of the night and we are honored by the hundreds of yachting professionals who attend this party, contributing to its success!

This year again, Istion Yachting will be there for the 7th consecutive year to welcome attendees on board its luxury yachts. The 7th Mediterranean Yacht Show is taking place from the 2nd of May to the 6th of May and is set to attract another impressive line-up of exquisite leisure crafts available for charter in Greek waters.





Dodecanese

UNSPEAKABLY BEAUTIFUL

The Dodecanese archipelago is considered to be the sunniest corner in Greece. Twelve large islands and numerous smaller ones curve through the southeastern Aegean Sea, parallel to the ever-visible shoreline of Turkey. Crystal clear waters, exquisite beaches, important monuments and unique traditional settlements are waiting to be discovered. The footprints of ancient Greeks, medieval knights, and Ottoman potentates are found on those islands. Beyond the better-known islands of Rhodes & Kos, there are also destinations such as Leros & Pserimos, the raw natural wonder of Karpathos island, and the holy sites of Patmos island.

Dodecanese UNSPEAKABLY BEAUTIFUL

1ST
DAY

Vathi / KALYMNOS ISLAND

Kalymnos, for the most part, is a mountainous and dry island, **famous for the sponges** that the legendary sponge divers used to bring out from the depths of the sea and which mainly contributed to the island's economy. Kalymnos' sponge divers were actually considered to be among the best divers in the world. The island is a world-known spot for **mountain climbing**, offering 77 climbing areas and over 1.300 organized climbing routes. The western side of the island for example, has spectacular crags towering above dazzling blue waters. Kalymnos is **surrounded by quiet islets**. Some of these islets have just a few houses

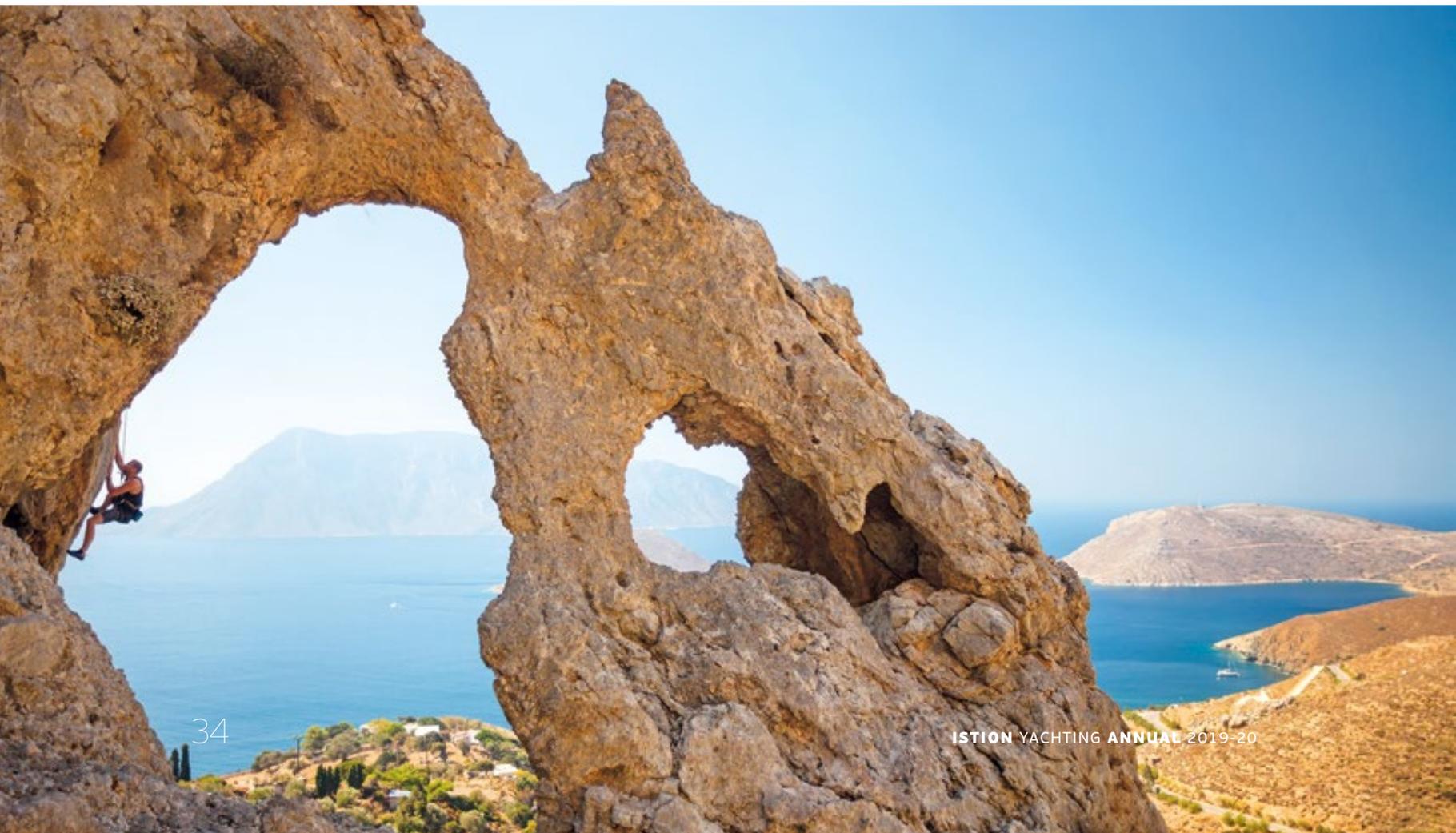
and taverns, while others -like Telendos and Pserimos- have just a few sheep and goats inhabiting the territory. The island's majestic mountain slopes smell of thyme, sage and oregano - essential ingredients of the **famous Kalymnos honey**. Fertile valleys offer pleasing views, especially Vathy with its turquoise fiord and peaceful groves of citrus fruit. And this will be our first destination! On the way to our first stop, we will pass by the picturesque port located at the end of the **breath-taking Vathy fiord** in the East side of Kalymnos island. Vathy's fiord is a long, narrow creek of turquoise and transparent waters leading to a small fishing village "hidden" so well in the deep bay that it is almost... invisible. It is a tiny traditional fishing village and a **great swimming area**. You can enjoy fresh fish and seafood at a couple of excellent taverns. The village lies at the end of the most fertile valley on the island and the smell of the citrus fruit growing there during season is almost overpowering.

2ND
DAY

Archangelos / LEROS ISLAND

A tiny island of the Dodecanese, Leros is located amongst Patmos, Kalymnos and Lipsi. Leros, like most of the Greek islands, is an island of small fertile valleys sandwiched between rolling green hills, deep coves and charming beaches. In the northwest of Leros we stop at Archangelos island. Archangelos, which means 'guardian angel', is the biggest of the so-called White Islands. Formerly a rock formation, the White Islands used to be connected to the mainland of Lipsi but was separated thousands of years ago most probably by earthquakes. The **beaches of the White Islands** have long white stones, which together with the crystal waters create a magical shining view.

One of Archangelos' **amazing creeks** is a meeting place for those who appreciate great food. The family tavern named "Stigma" is a common secret among locals and visitors. If you go there, you will have **the best Greek food** you ever hope to enjoy! George and Evropi add their own original touch to traditional Greek dishes meanwhile, Dimitra and Tasos take the time to get to know the customers and reveal the recipes that Evropi & George use. With an objective to have an environment-friendly tavern, the family built it themselves a few years ago. The tavern is powered by solar panels and draws pure water from the well left by the medieval monastery. Evropi takes care of her expanding garden as well as the numerous cats that live nearby. Sunday lunch is a favorite for the locals as they get to meet the visitors who come to Archangelos to spend the day here and enjoy the beach between lunch and dinnertime. The tavern's management team also operates a small boat that brings visitors from Leros for the day. All in all, Archangelos is a **popular destination** for locals and visitors alike.



3RD
DAY

Lipsi ISLAND

After we leave Archangelos, we will be heading to Lipsi (or Leipsoi). Lipsi island may just consist of approximately 16 sq. km, but the continuous vista changes are amazing. Furthermore, the island is known for **great beaches**, incomparable local food and wine products, and its thyme honey. Lipsi is the largest island among a complex of smaller islands and islets, which are of **great environmental interest**. The island is located between Patmos and Leros, and was prehistorically inhabited by the tribe of Cares. Findings from the ancient times include various inscriptions and vessels as well as a fortified town dating from the 4th

century B.C. The islands of Lipsi and Patmos were vested to Osios Christodoulos during the Byzantine period in the 11th century A.D. Many monks who moved to Lipsi from Patmos created several monasteries including the Monastery of Panagia Harou - today considered the island's protector. In 1669, Elias who was from Crete, founded the modern settlement on the island. We are going to anchor at **Katsadia beach** in the south side of the island, where we will be dining in Dilaila restaurant for excellent food, great music and a wonderful view! Dilaila's menu is considered to be different to that of most Greek taverns given that its flavors are always fresh, distinct and rich while the ingredients used are always local. Christodoulos who is the restaurant's owner, grew up with hippies, then traveled the world as a sailor and finally returned to his own paradise in Katsadia where he created Dilaila Restaurant 25 years ago.

4TH
DAY

Patmos / THE APOCALYPSE ISLAND

Our 4th day is dedicated to the world renowned island of Patmos. It is a place with intense **spiritual character**, also known as the island of the Apocalypse. According to a prevailing theory, St. John was inspired to write the Book of the Apocalypse back in 95 A.D. in a cave in Patmos island when he heard God's voice. In his honor, there is the large Monastery of St. John above Chora, the capital of the island. Surrounded by strong walls, the monastery looks like a fortress. Patmos island, now designated as a **World Heritage Site by UNESCO**, was formerly used by the Romans as a place of exile on account of its steep morphology. The island's morphol-

ogy in fact, enabled St. John himself to find safe refuge there when he was exiled by the emperor Domitian in the 1st century. We are going to anchor in **Groikos bay**, considered to be one of the most beautiful bays in the world. Groikos bay has a unique beach that looks like a lake as it is "protected" from the Aegean Sea by the Tragonisi islet. You will also be impressed by the "Kalikatsou stone", a large and obscure rock formation. For exquisite food you must visit the Tarsanas Marine club, which offers customers the opportunity to taste **homemade gourmet dishes** in a unique setting, on a real boat anchored to land. Irini and Katerina prepare Greek recipes with local fresh products and invite you to enjoy their tasty creations! In Chora we recommend Astivi, one of the island's most famous restaurants offering an exquisite Mediterranean cuisine made from the best local ingredients. Established in a 400 year old house, Astivi has been serving drinks and cocktails to the island's visitors for the past 30 years on its beautiful terrace with the blooming bougainvillea and the impressive wooden bar.



Dodecanese UNSPEAKABLY BEAUTIFUL

5TH
DAY

Arkoi & Marathi ISLANDS

Next stop after Patmos is Arkoi (or Arki), a small island populated by less than 100 people, most of whom are fishermen. The hill overlooking the main harbor has the ruins of an ancient acropolis and on the North side lies what is referred to as the "Italian jail". Since the island was part of the Italian Dodecanese from 1912 to 1943, villagers say that the "Italian jail" was used as a prison by the Italian army during World War II. We are going to stop on the South-East side of the island, in **Augusta bay**, next to Tiganakia, a sandy and pebbled beach with turquoise waters.

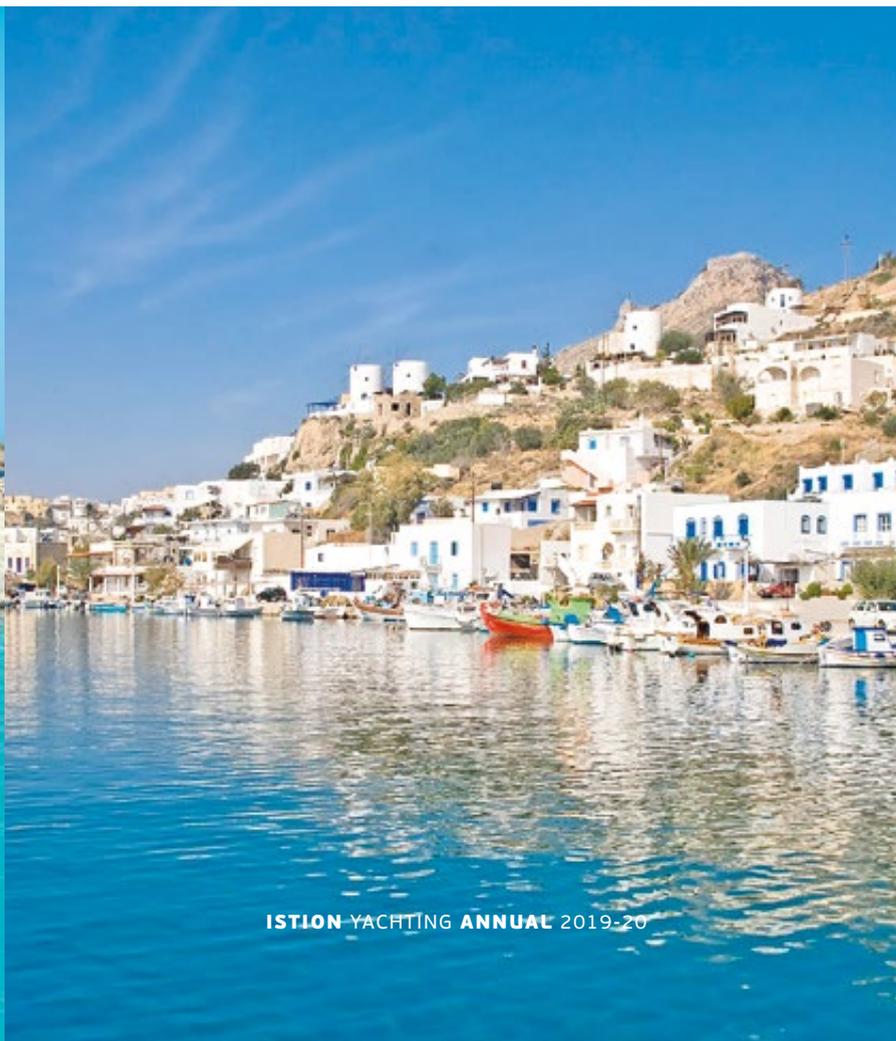
The **beach of Tiganakia** is set on a cove and separated into three parts by rocks. It is a mixed pebble and sand beach. Some also opt to swim to the nearby islets across the beautiful bay. Even smaller than Arkoi is the close-by island of Marathi, which we are also going to visit. Marathi's only permanent inhabitants are the 3 Emiliano brothers who arrived to this rocky island back in 1977. At that time, there were no trees, water or electricity on the island. With a lot of hard work, personal effort and love for the place, the brothers created a **small green oasis** for quite a few visitors from all over the world, who come to stay at the hotel or to dine at the restaurant, during the summer months. Marathi is a refuge not only for the birds that visit the family's wonderful garden, but also an **ideal retreat** for people who want to get away from civilization and the city-life rush.

6TH
DAY

Panteli / LEROS ISLAND

On our way back, we will be visiting Panteli, a small fishing village in Leros. This is considered one of the most picturesque spots on the island as it preserves the **special character** of the Dodecanese islands' architecture. Panteli is a popular -quiet- place with sailing boats and yachts arriving daily. You can sit at one of the small taverns and cafes by the sea or walk along the seaside to witness fishermen knitting their nets or tossing their longlines.

Panteli's authentic atmosphere makes it most popular for tourists and locals. It is less than two kilometers south of the capital, Agia Marina, and its houses are built on the slopes of the low hills and by the beach. Even the residents of Agia Marina and the surrounding villages choose to go to the beach of Panteli. Moreover, Panteli is also known for its Castle "Panagia of Kastro", which offers **brehtaking views** of the sea from a series of crumbling medieval walls that overlook the fascinating scenery of coves and bays. The first fortification known to us was probably constructed in the 10th or 11th century during Byzantine rule.



7TH
DAY

Vathy / PSERIMOS ISLAND

On our final day, we will be stopping at Vathy bay, in Pserimos, an island with charming landscapes of **pristine natural beauty** and captivating caper scents.

Pserimos -or Kapari (Caper) as it is called by the locals- is actually a dot of land in the Aegean. Standing between Kalymnos and Kos, Pserimos is a favorite choice among Greek and foreign vacationers who are looking for a day trip destination or wish to disconnect from everyday life. Visitors are fascinated by its **peaceful atmosphere** as Pserimos has

neither roads nor cars, while its crystalline and immaculate landscape also contribute to this peaceful aura. With a reported population of just 130 people, the island's residents are known for their welcoming hospitality. Pserimos is an ideal destination for hiking, while its sparkling waters are also ideal for snorkeling, diving and spearfishing. In particular, beachgoers can enjoy the **natural beaches** of Glistra, Korakia & Vathy and the diving enthusiasts can explore a few shipwrecks in Pserimos.

Visitors coming from Kalymnos island and locals too go to **Vathy Bay**, which is a stunning bay sheltered from the wind, so as to enjoy the clear blue sea and the small stretch of beach. It is admired for its beauty, tranquility and **crystal blue-green waters**.

ISTION YACHTING / KOS MARINA

Our yacht charter base on the island of Kos is perfect for exploring the Dodecanese islands. Kos is easily accessible by charter flights from many European countries and commonly a stopover point for travelers flying to Athens. Our boats in Kos are available for both skippered and bareboat rentals and our allocated fleet includes a wide variety of our most popular sailing yachts and catamarans. In addition to our bareboat charters, we also offer luxury cruises – with a captain or hostess (or even more crew) - designed to match your need. Our luxury cruises are available on an exclusive selection of sailing and motor yachts and may include any desired itinerary. Special charter arrangements are also available including single day charters and yacht rentals for unique occasions such as company excursions, weddings, and honeymoon trips. The duration of the itinerary can be one or more days depending on your schedule and preferences, but if you want to get a glimpse of the 7-day itinerary we have planned for you, then go ahead and read the following pages!

ISTION YACHTING KOS

Kos Marina, Georgiou Papandreou Str., Kos 853 00, Dodecanese islands - Greece

Tel +30 2242 022195, e-mail charter@istion.com





IT'S IN GIVING

that we receive!

Photos: © Icarus Sports, © Thanasis Vasilopoulos, © Vagelis Fragoulis



We at Istion Yachting are aware of our responsibility to humankind & society, and therefore we consider it an integral part of our company's values and a driving force of our corporate vision.

IN PARTICULAR, OUR COMPANY FOCUSES ON:

Supporting institutions & charities and initiating actions that lead to the social awareness of the institutions' mission:

- ▶ As sponsors in the charity Regatta "Sail for Love" on Sunday 7th of April 2019, where proceeds went to Floga - Parents Association of Children with cancer.

And of course supporting sailing related events, in particular:

- ▶ Great Sponsor of the Hellenic Match Racing Tour, an annual match racing event in multiple locations around Athens and the Saronic Gulf.
- ▶ As wish granters in 2014 for children with life-threatening medical conditions who hoped to sail in Greece for the Make-a-Wish Foundation of America.

Our aim to actively contribute to our society is continuous and we strive to find new ways by which we can accomplish this!



teamwork MAKES THE dreamwork



Each team member's individual uniqueness is endorsed by the company within the shared mutual passion for the yachting life...



Istion's success-story and ability to deliver top-tier services for its clients begins with the hard work and dedication of the Istion Yachting Team, our greatest company asset!

The team is composed of specialists and capable professionals with a diverse set of experiences and backgrounds that range from investment consultants to fleet operation experts and experienced charter brokers. Each team member's individual uniqueness is endorsed by the company within the shared mutual passion for the yachting life. Istion takes pride in offering top-notch quality services reflecting in its guests' and sailing friends' happy smiles and loyalty.

And this is all the result of the great team that has come, kept and worked together under the same value: **Individually we may be one drop, but together we can be the ocean!**

TOURISM AWARDS WINNER 2019



Istion Team's efforts, **dedication & passion** about what we do was rewarded through recognition in the Tourism Awards 2019, where Istion was awarded the Bronze Tourism Award for the **Catamarans Cup International Regatta** and the Silver Tourism Award in the Category of Sports Tourism for its **Great Sponsorship** to the Hellenic Match Racing Tour 2017-2018.



...we will keep on loving what we do and are proud to share it with you, all of our sailing friends & partners!



SILVER AWARD FOR THE **SPONSORSHIP** TO THE HELLENIC MATCH RACING TOUR 2017-2018



BRONZE AWARD FOR THE **CATAMARANS CUP, INTERNATIONAL REGATTA** IN GREECE SINCE 2010

AN EXCLUSIVE PRIVATE CLUB



ISTION
WORLD
CLUB

**FOR ISTION YACHT OWNERS,
ISTION DEVOTED SAILORS & PARTNERS**

Being a **W member** comes along with **prestigious privileges** such as: VIP Sailing Experiences with Istion fleet • Special Deals on yacht charter worldwide • Legal & Financial Consulting • Exclusive updates on the industry's news & development • Invitations for new yacht model presentations & sea trials • Invitations & admission vouchers for Boat Shows around the globe • Invitations to Istion Yachting Social Events & Celebrations

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