

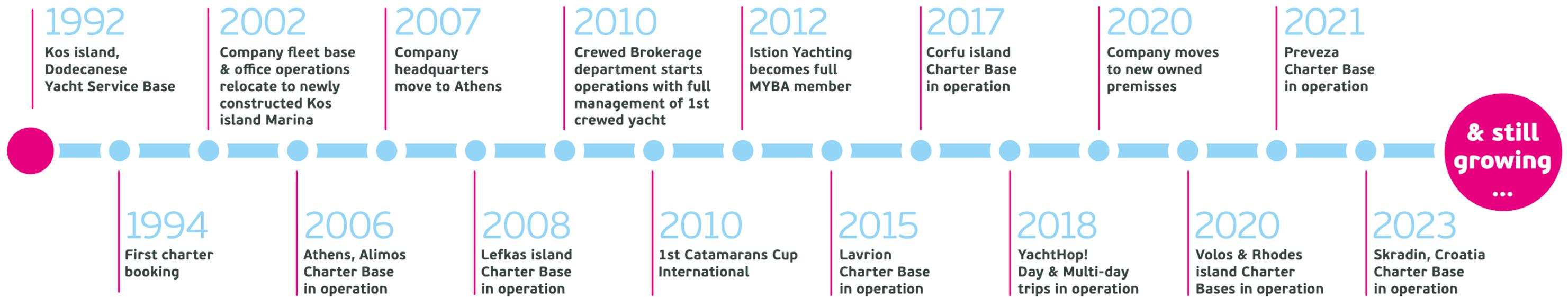


 **istion**
YACHTING

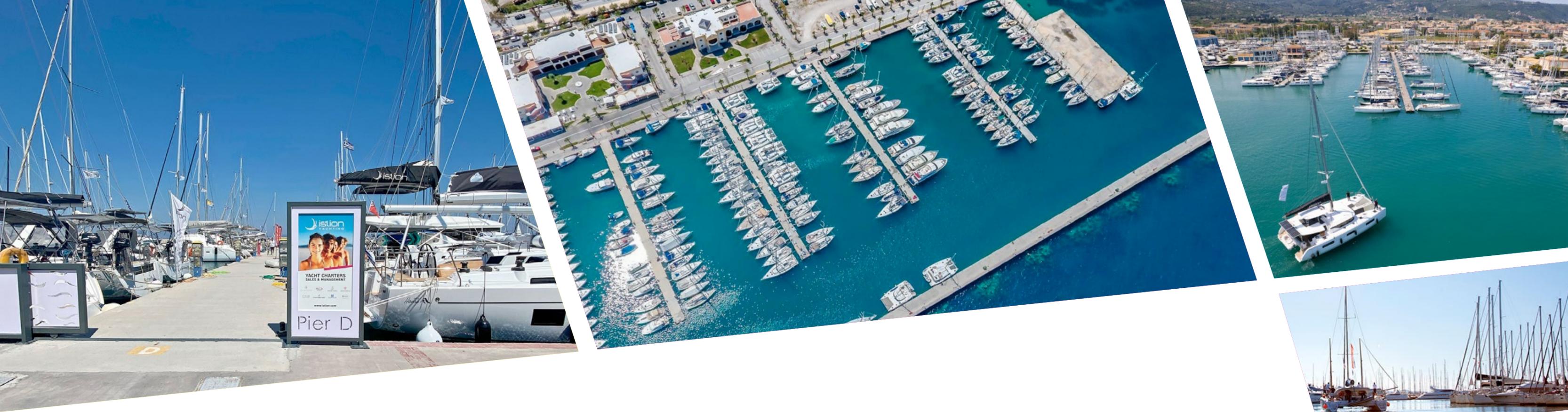
beautiful people, beautiful yachts



01 \ OUR HISTORY



& still growing
...



02\ MARINAS DEVELOPMENT PROJECTS

- ▶ 1999-2001: Mr Ioannis Kourounis was the lead contributor & coordinator of the "**Kos Marina Project**" for Kos Island Municipality in the Dodecanese
- ▶ 2001-2007: Mr Ioannis Kourounis served Kos Investment SA company as General Manager.





03 \ INVESTMENT PROJECTS

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

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



04 CORE BUSINESS

COVERING THE ENTIRE SPECTRUM OF YACHTING

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



05 \ YACHT SALES

REPRESENTING THE LEADING SHIPYARDS



Official
Distributor



Exclusive
Agent



TENDERLIFT

Exclusive
Distributor

- ▶ Client requirement analysis & consulting
- ▶ Tailor-made Yacht Configuration
Customized / Enriched / Charter Optimized

- ▶ Home Base Alternatives
- ▶ Matching the right yacht for each client





06\ INDUSTRY SALES IN FIGURES





ISTION
WORLD
CLUB



07\ YACHT MANAGEMENT

- ▶ ONE-STOP SHOP ▶ Worry Free Ownership
- ▶ Investment Consulting ▶ Tailor-Made Investment Proposals
- ▶ Incorporation Management ▶ Accounting & Legal Consulting
- ▶ Yacht Licensing & Registration ▶ Operational & Technical Management
- ▶ Crewing ▶ Charter Management



08 \ MAINTENANCE AT THE HIGHEST STANDARDS

PRESERVING ASSET VALUE & DELIVERING THE BEST QUALITY CHARTER FLEET

- ▶ Strict maintenance protocols
- ▶ The most thorough Preventive Maintenance System in the market
- ▶ Original parts only ▶ Warranty claim handling
- ▶ Setting market standards for competitive equipment level



09\ ISTION CHARTER BASES

- ▶ ATHENS - ALIMOS MARINA
- ▶ LAVRION PORT - ATTICA
- ▶ KOS MARINA
- ▶ RHODES NEW MARINA
- ▶ D-MARIN LEFKAS MARINA
- ▶ LEFKAS PORT
- ▶ CORFU - GOUVIA MARINA
- ▶ PREVEZA PORT
- ▶ VOLOS PORT
- ▶ SKIATHOS PORT
- ▶ MYKONOS - TOURLOS PORT
- ▶ PAROS - PARIKIA PORT
- ▶ SKRADIN ACI MARINA
- SIBENIK AREA
- CROATIA



10\ CHARTERING; DELIVERING LIFETIME EXPERIENCES

COMMITTED TO OUR VISION

“ Delivering the best yachting holiday
to travelers from the entire world! ”



11 \ BAREBOAT FLEET

IN GREECE

➤ 107 Sailing Yachts

From 32 to 57ft / Average age of 4 years

➤ 79 Sailing Catamarans

From 38 to 50ft / Average age of 3 years

IN CROATIA

➤ 7 Sailing Yachts

From 40 to 51ft / MODELS 2023

➤ 7 Sailing Catamarans

From 38 to 46ft / MODELS 2023



FLEET OF
34

12\ LUXURY FULLY CREWED YACHT CHARTERS

MOTOR YACHTS

- ▶ Tecnomar 116' ▶ Bugari 112'
- ▶ Admiral 101' ▶ Torgem 92'
- ▶ Ferretti 880 ▶ Riva Domino 86'
- ▶ Sanlorenzo 82' ▶ 2x Posillipo 80'
- ▶ Alalunga 78' ▶ Azimut 74' Solar
- ▶ Azimut 68' ▶ Ferretti 68'
- ▶ Altamar 64

SAILING CATAMARANS

- ▶ Lagoon Sixty5 x1 ▶ Lagoon 620 x1
- ▶ Fountaine Pajot Samana 59 x1
- ▶ Lagoon 560S2 x1 **IN CROATIA**
- ▶ Lagoon 560S2 x3 ▶ Bali 5.4 x1
- ▶ Lagoon 52 x1 **IN CROATIA**
- ▶ Lagoon 52 x2 ▶ Lagoon 500 x1
- ▶ Nautitech 46 Fly

SAILING YACHTS

- ▶ Trehard Marine 99
- ▶ Garcia 86 (one off)
- ▶ YYachts Y8
- ▶ Opus 68
- ▶ Hanse 675
- ▶ Dufour Grand Large 560



13\ LUXURY FULLY CREWED YACHT CHARTERS

“ The crew makes the Charter ”

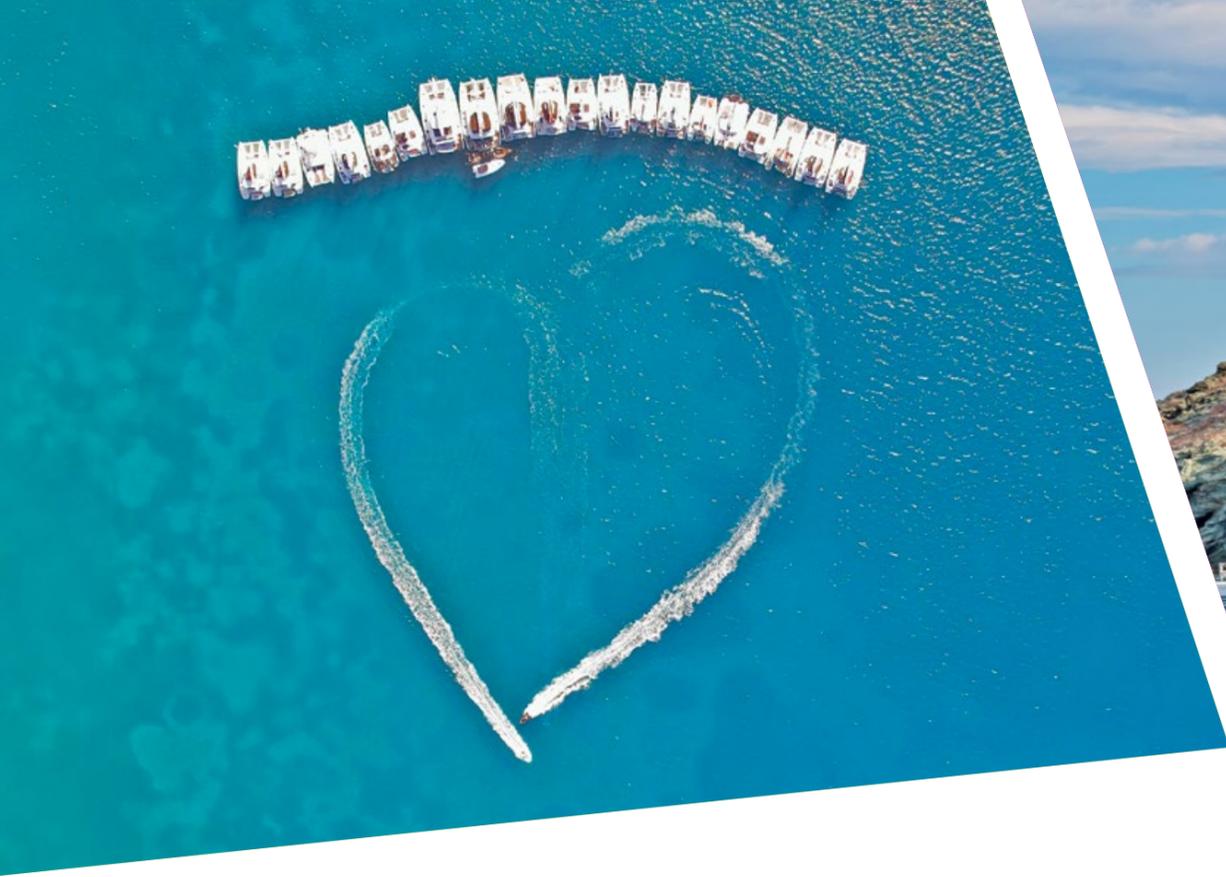
- ▶ Continuous investment in crew training & development
- ▶ Delivering 5* services aboard



14\ MAKING YACHTING ACCESSIBLE TO EVERYONE

- ▶ Half-day to Multi-day trips for modern travelers
- ▶ Combining holidays on a yacht with traditional stays at various destination
- ▶ Unique flexibility matched with top quality services aboard
 - ▶ An innovative travel product attracting newcomers





15\ CATAMARANS CUP INTERNATIONAL

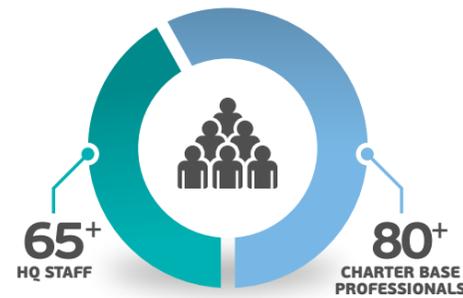
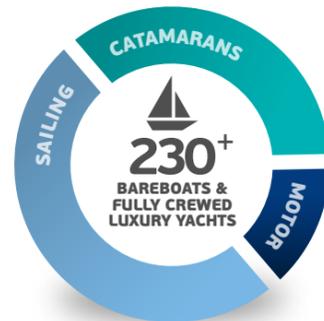
- ▶ The world's meetup for charter catamarans' enthusiasts
- ▶ One week of sailing action combined with a relaxing holiday
- ▶ Full of fun events, competitions, awards & parties!
- ▶ Open to all travelers of any level of sailing experience
- ▶ Participants from 18+ countries
- ▶ TV broadcasted in over 171 countries





16\ ISTION TODAY

30
YEARS
IN OPERATION

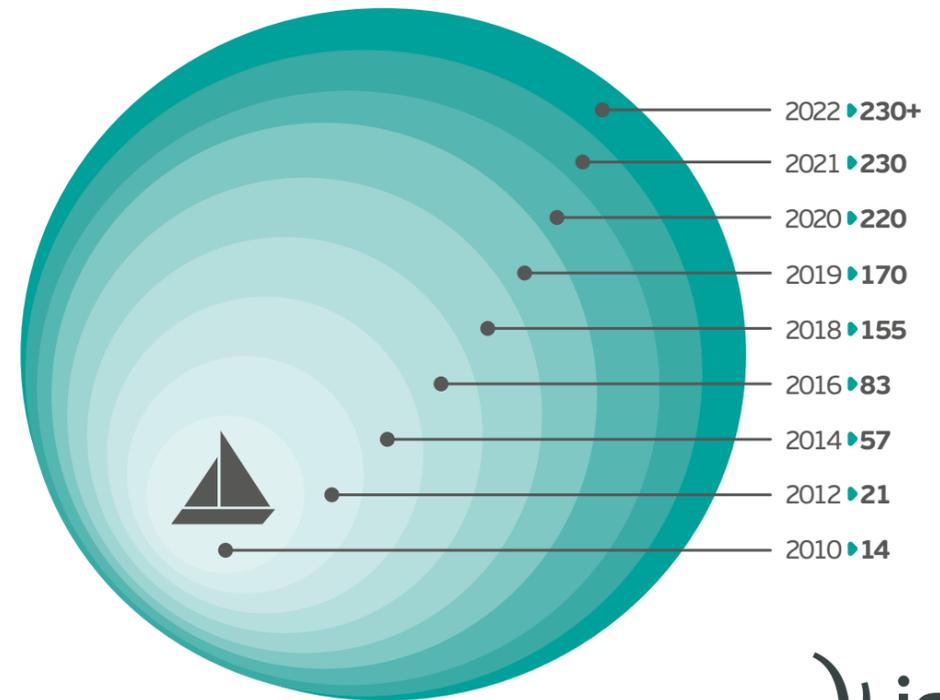
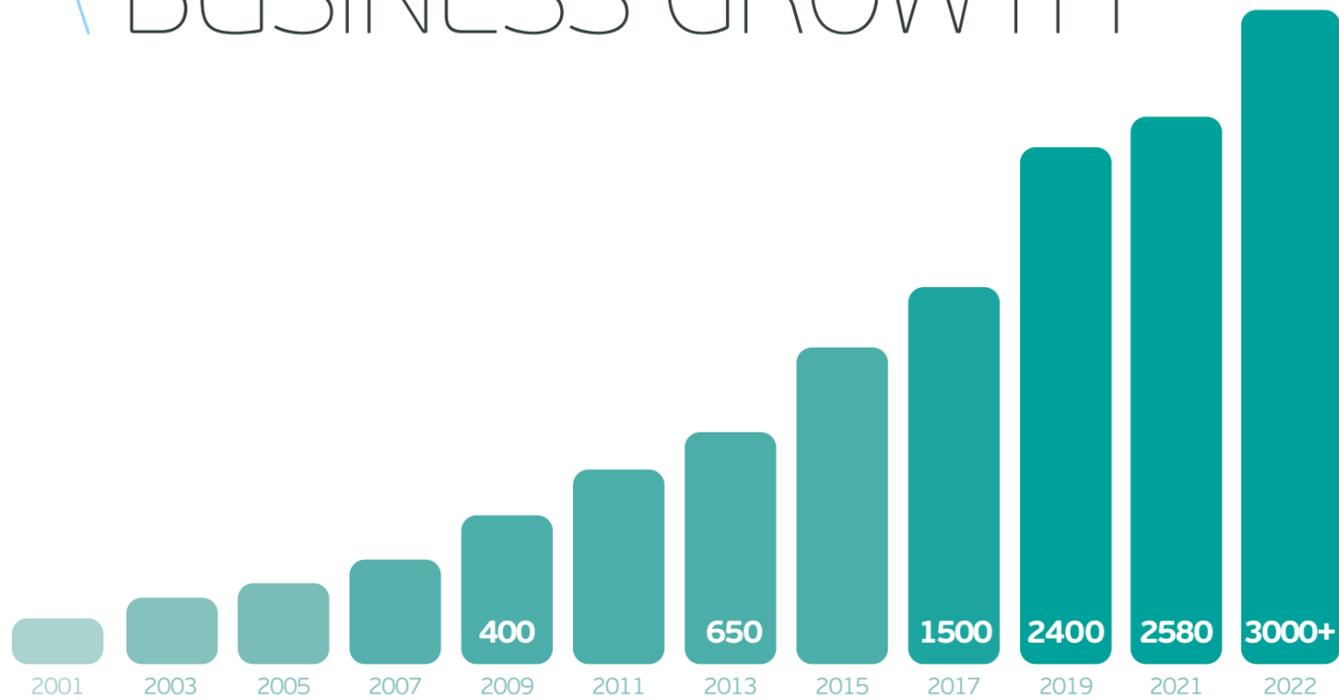


19.000+
PROVEN CHARTER BOOKINGS

110.000+
HAPPY GUESTS



17 BUSINESS GROWTH





18\ ACKNOWLEDGED & CERTIFIED

CORPORATE MEMBER OF

- ▶ Mediterranean Yacht Brokers' Association
- ▶ International Yacht Brokers Association
- ▶ Charter Yacht Brokers Association
- ▶ Greek Bare Boats Owners Association & Hellenic Professional Yacht Owners Association
- ▶ International Super Yacht Society
- ▶ European Community for Professional Yachting
- ▶ YACHT-POOL International Financial Security System
- ▶ Founding member of the **Greek Yachting Association**
- ▶ Licensed by the **Greek National Tourism Organization** & monitored by the **Greek Ministry of Culture & Tourism** (since 1992)





19 AWARDS

- ▶ Istion Yachting / **Tourism Awards 2019-2023**
- ▶ Istion Yachting / **Ethos Hospitality Awards 2020 & 2021**
- ▶ Catamarans Cup International / **Tourism Awards 2019-2023**

- ▶ YachtHop! / **Tourism Awards 2020-2022**
- ▶ Istion Yachting / **Honorary Yachting Award 2019 & 2023**
- ▶ Istion Yachting / **Luxury Lifestyle Award 2019**





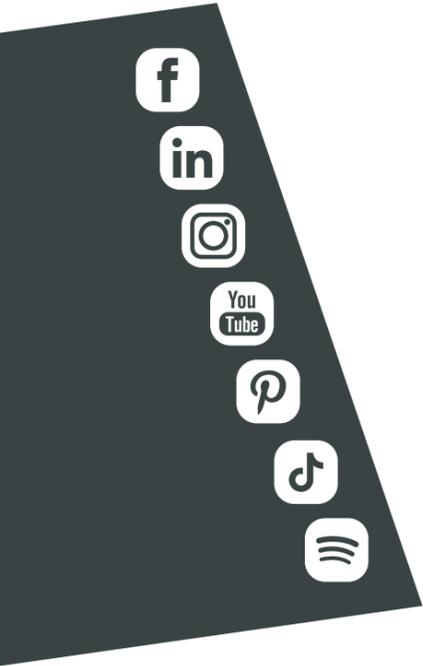
20\ ISTION VALUES & PHILOSOPHY

Honesty / Integrity / Trust

Reliability / Inclusivity / Consistency

Community / Sustainability

- ▶ Client centered Approach
- ▶ Long-term collaborations / B2B growth
- ▶ Quality focused
- ▶ Ethical conduct



ISTION YACHTING;

A COMMON **VISION** / A WORLDWIDE **NETWORK** /
A **COMMUNITY** OF PARTNERS IN YACHTING

