

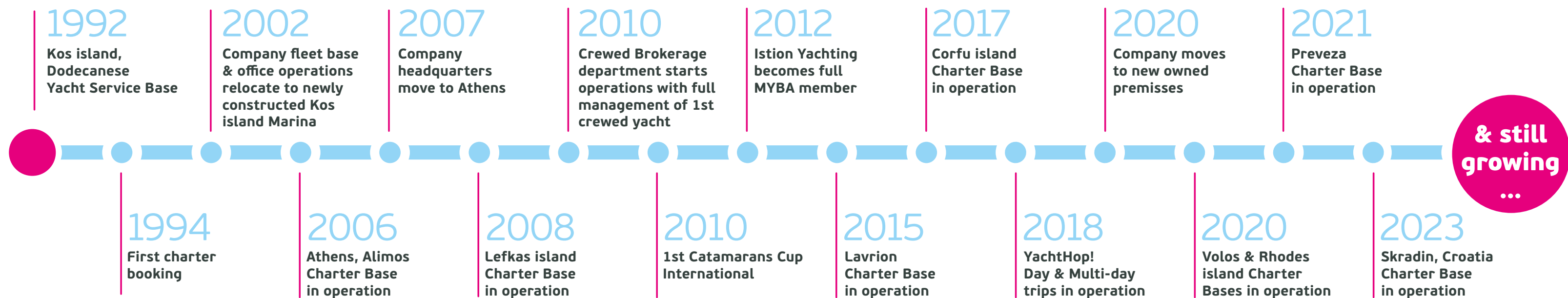


beautiful people, beautiful yachts

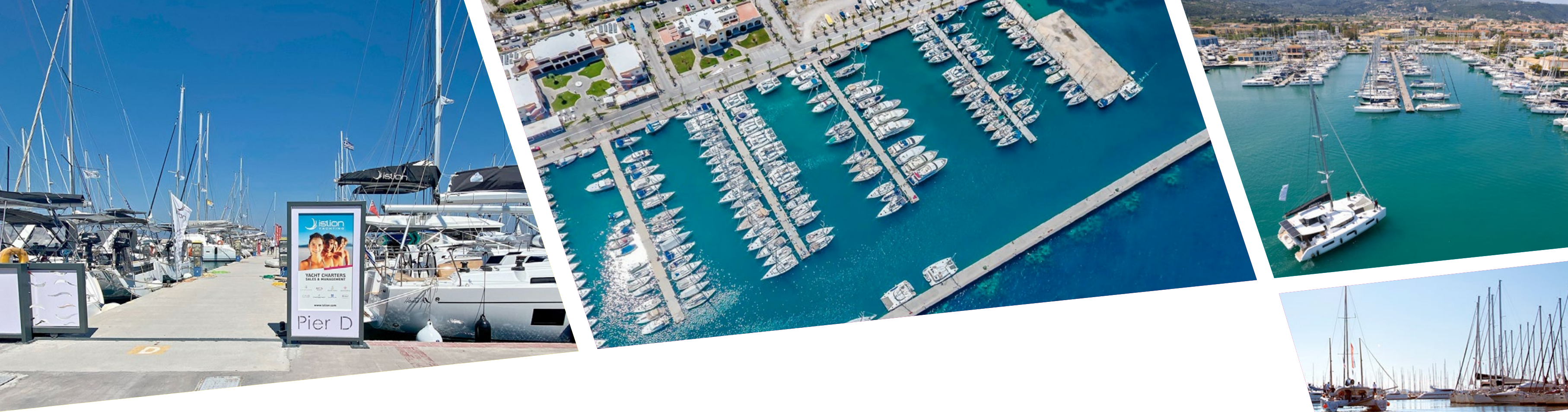




# 01 \ OUR HISTORY







## 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



Exclusive  
Distributor

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

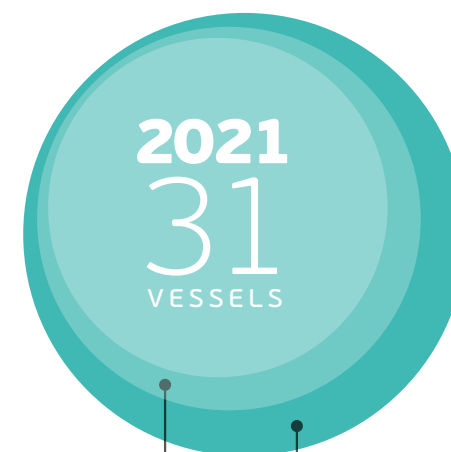
- ▶ Home Base Alternatives
- ▶ Matching the right yacht for each client







## 06\ POSITION SALES IN FIGURES







ISTION  
WORLD  
CLUB

W

## 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

 **istion**  
YACHTING





## 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

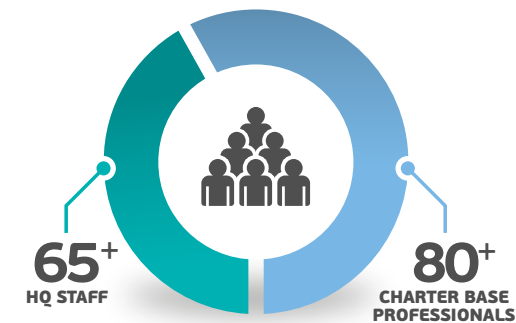
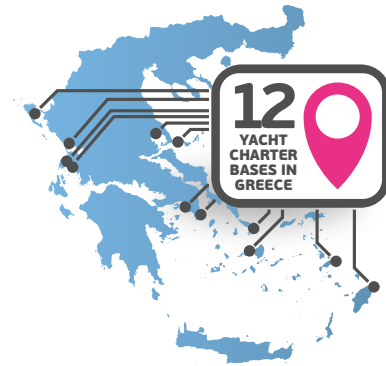
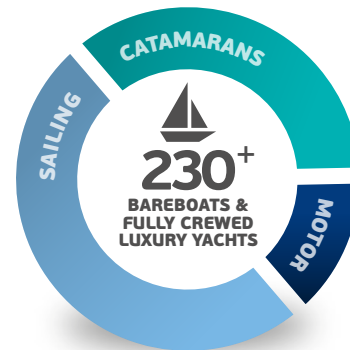
- ▶ The world's meetup for charter catamarans' enthusiasts
- ▶ One week of sailing action combined with a relaxing holiday
- ▶ Full of fun events, competitions, awards & parties!
- ▶ Open to all travelers of any level of sailing experience
- ▶ Participants from 18+ countries
- ▶ TV broadcasted in over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







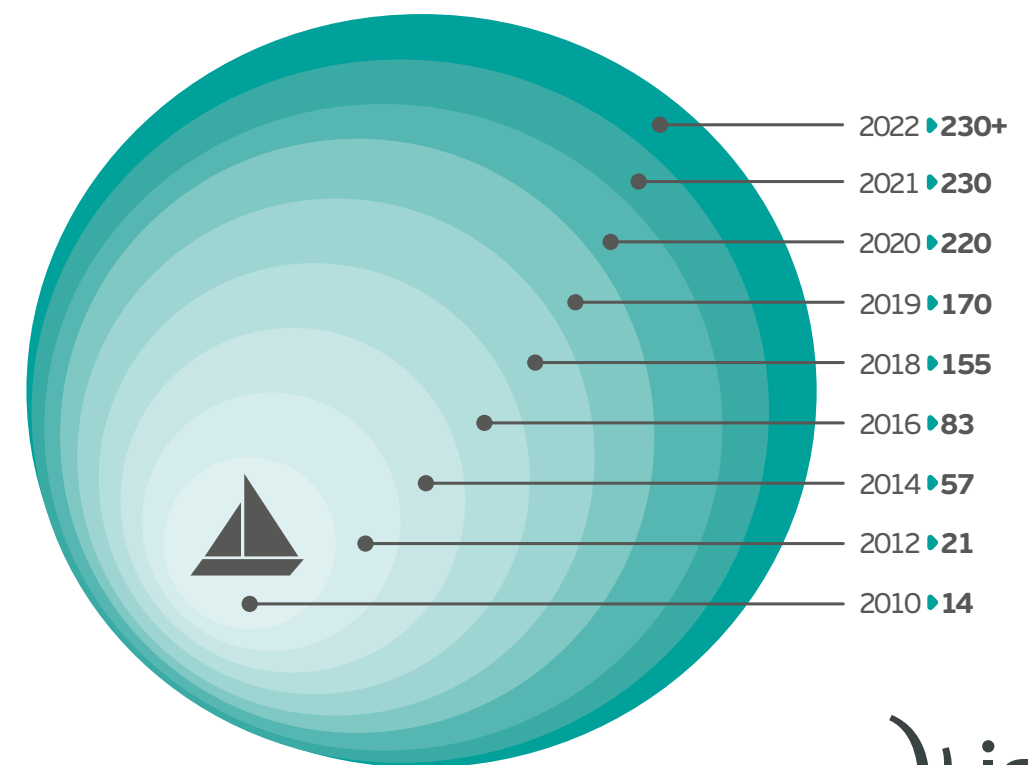
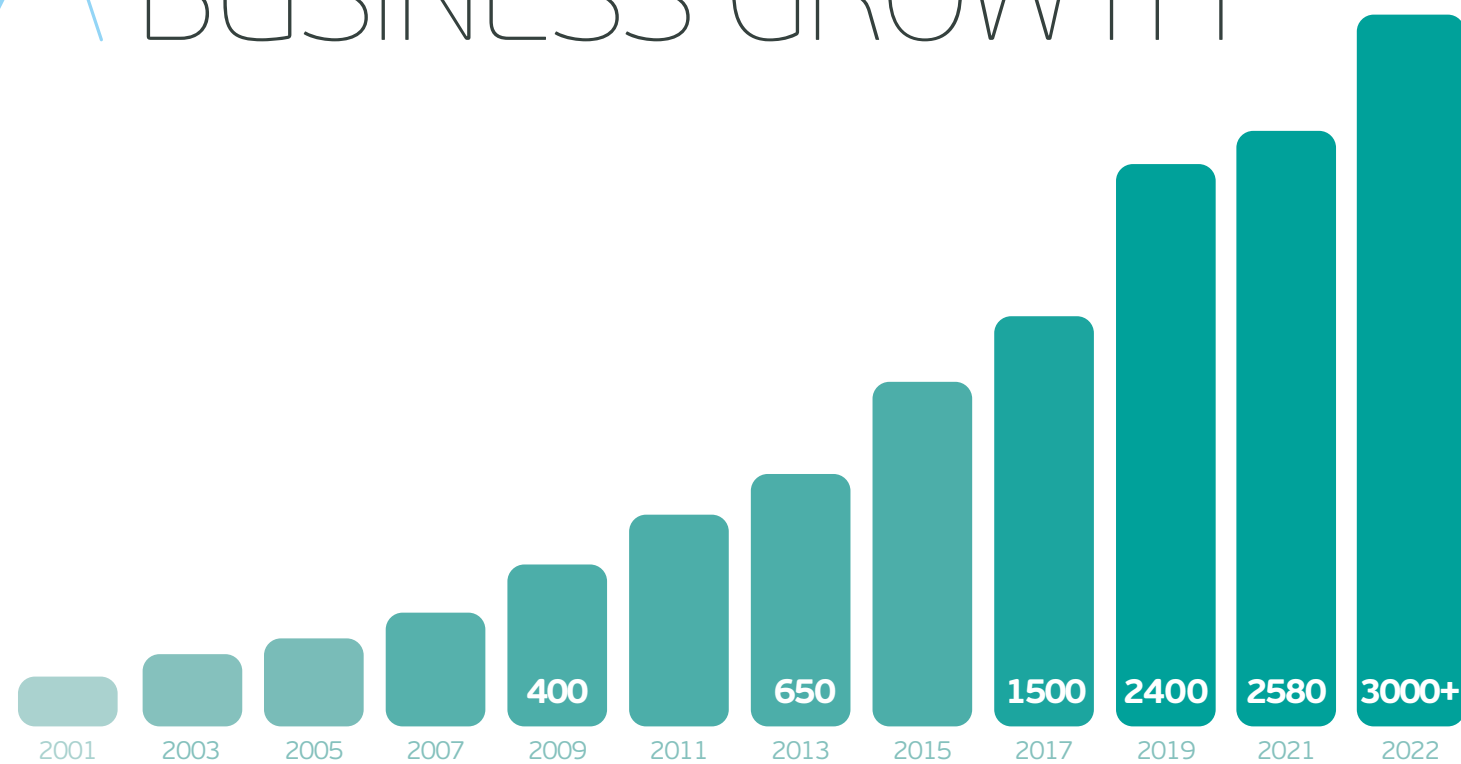
## 16\ ISTION TODAY







# 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

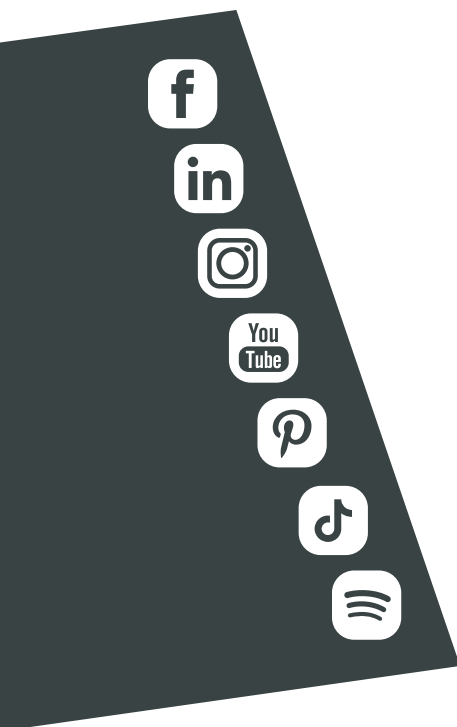
Honesty / Integrity / Trust

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

