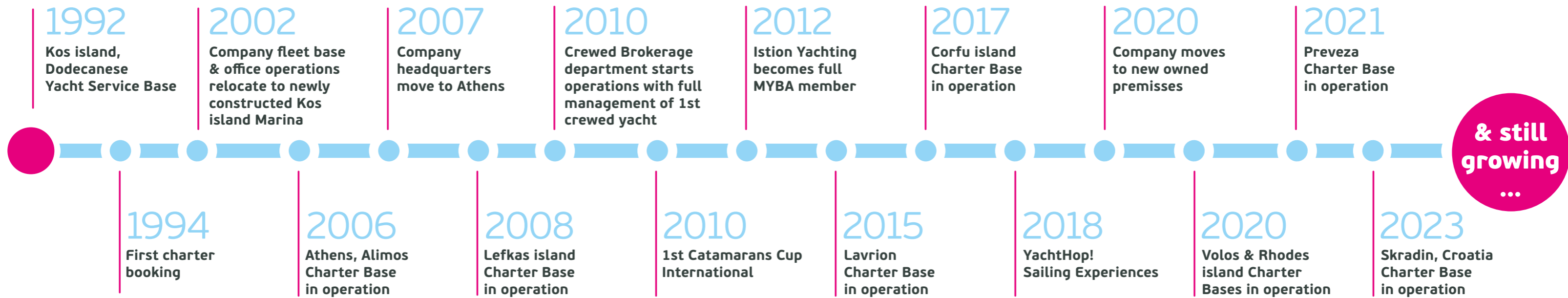




beautiful people, beautiful yachts



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



Official
Distributor

Omikron Yachts



Croatia
Exclusive
Distributor

Greece
Official
Distributor



05\ YACHT SALES

- ▶ Client requirement analysis & consulting
- ▶ Home Base Alternatives
- ▶ Tailor-made Yacht Configuration
Customized / Enriched / Charter Optimized
- ▶ 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
- ▶ LEFKAS D-MARIN
- ▶ 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

➤ 113 Sailing Yachts

From 34 to 58ft / Average age of 4 years

➤ 95 Sailing Catamarans

From 38 to 50ft / Average age of 3 years

IN CROATIA

➤ 12 Sailing Yachts

From 35 to 52ft / MODELS 2023 - 2024

➤ 13 Sailing Catamarans

From 37 to 46ft / MODELS 2023 - 2024



12\ LUXURY FULLY CREWED YACHT CHARTERS

MOTOR YACHTS

- ▶ Maiora 126 ▶ Tecnomar 116'
- ▶ Bugari 112' ▶ Admiral 101'
- ▶ Torgem 92' ▶ Ferretti 880
- ▶ Princess Y85 ▶ Sanlorenzo 82'
- ▶ 2x Posillipo 80' ▶ Alalunga 78'
- ▶ Azimut 74' Solar ▶ Azimut 68'
- ▶ Ferretti 68' ▶ Altamar 64'

POWER CATAMARANS

- ▶ Fountaine Pajot 67 ▶ Overseas 55

SAILING CATAMARANS

- ▶ Balance / Two Oceans Marine 75'6" ▶ Fountaine Pajot 67
- ▶ Lagoon Sixty5 ▶ 2x Lagoon 620 ▶ FP Samana 59
- ▶ 4x Lagoon 560S2 ▶ Lagoon 55 ▶ Catana Bali 5.4
- ▶ 2x Lagoon 52 ▶ Lagoon 500 ▶ Nautitech 46 Fly

SAILING YACHTS

- ▶ Trehard Marine 99
- ▶ Garcia 86 (one off)
- ▶ YYachts Y8
- ▶ Admiral 76
- ▶ 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
- ▶ Participants from 18+ countries
- ▶ TV broadcasted in over 171 countries
- ▶ Full of fun events, competitions, awards & parties!
- ▶ One week of sailing action combined with a relaxing holiday
- ▶ Open to all travelers of any level of sailing experience





16\ SKRADIN CUP REGATTA

- ▶ Inspired by the legendary success of the Catamarans Cup
- ▶ A 7-day sailing fiesta across the Dalmatian coast
 - ▶ With the mixed participation of sailboats and catamarans
 - ▶ With short racing legs, awards, parties, entertainment activities
 - ▶ With full media coverage and visual material on social networks
 - ▶ Open to participants of any level of sailing competence

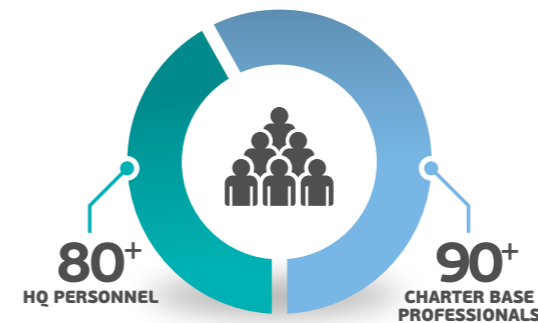
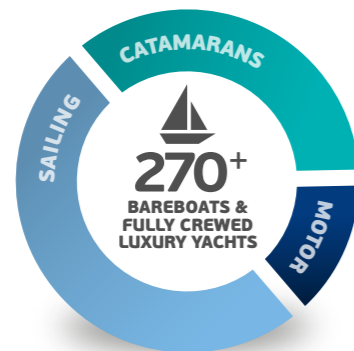


Skradin cup
REGATTA

 **istion**
YACHTING



17\ ISTION YACHTING TODAY





18\ CUSTOMER SERVICE & EVALUATION

- ▶ **28.900+** guests from **83** nationalities sailed with us in 2023
- ▶ **1.600+ positive reviews** in total; rating for each every base in Greece and Croatia within 2023
 - ▶ A stronger community year after year on social media
 - ▶ **30.000+** followers on Facebook
 - ▶ **8.500+** followers on Instagram
 - ▶ **8.000+** followers on LinkedIn

Google OVERALL RATING 4.9 ★



Grant Wilder

Local Guide · 94 reviews · 111 photos

★★★★★ 4 months ago

Istion was the best charter company we've used in 7 years. Clear communication, rapid help when we needed it, easy check in and check out. We can't wait to come back.



Victoria Olechowicz

59 κριτικές · 55 φωτογραφίες

★★★★★ πριν από 9 μήνες

Very nice charter company. We have booked with many other companies before but with Istion we really felt amazingly treated. The boats in Kos were in an excellent condition (we sailed 51ft Freyja) and the staff is very friendly and provides excellent service! When in Kos, we definitely book with Istion again!



J. Rau Photographie

Local Guide · 212 reviews · 593 photos

★★★★★ 3 months ago

We rented a sailing yacht from Istion for a week. Very good boat Beneteau Oceanis 41.1 Perfect equipment with good options. We will come again and we are happy about this friendly staff. The Swabian crew with the best skipper in Lefkas.



Eli Hadzhieva

3 κριτικές · 10 φωτογραφίες

★★★★★ πριν από 6 μήνες

We loved the hospitality, kind spirit and helpfulness of the Istion crew in Skradin. Best sailing spot ever!!! The nearby islands of Solta, Brac, Hvar, Drvenik Veli are fantastic! Beautiful bays and dramatic sceneries everywhere. An unforgettable experience:)))



Andreas Witt

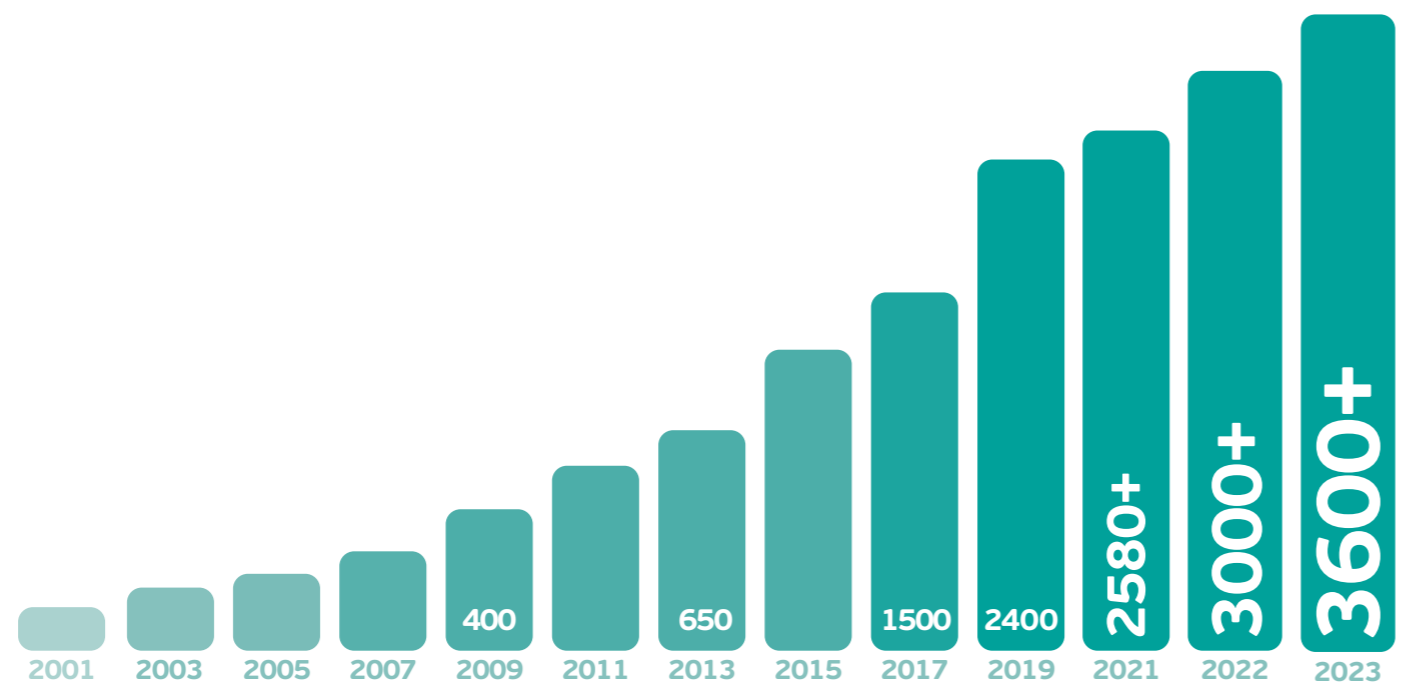
Τοπικός οδηγός · 27 κριτικές · 13 φωτογραφίες

★★★★★ πριν από 5 μήνες

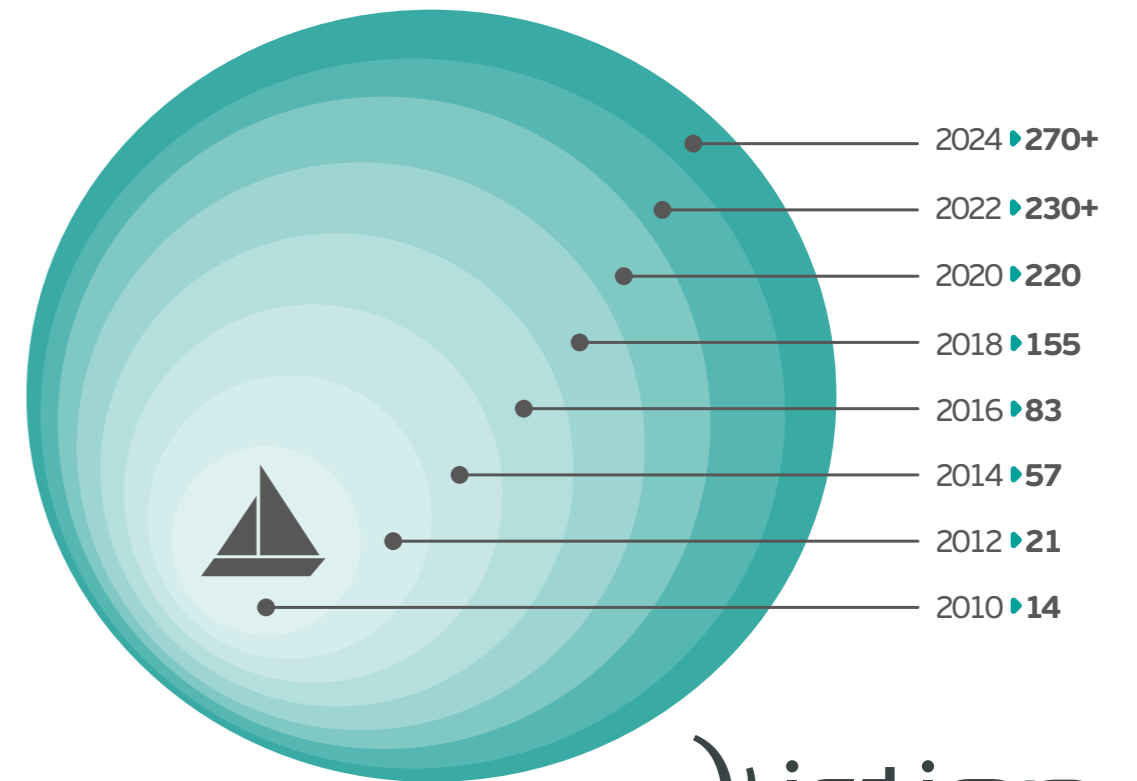
Amazing sailing in the northern Sporades. Great team from Istion Yachting made it a fantastic experience



19\ BUSINESS GROWTH



4200+
Projection for 2024





20\ BOOT DÜSSELDORF

- ▶ **8 years of remarkable presence at the top world's leading boat show**
- ▶ Presenting products and achievements to the international audience
- ▶ Cultivating and strengthening relationships
- ▶ We share experiences and set goals with friends and partners



21 \ MEDITERRANEAN YACHT SHOW (MEDYS)

- ▶ Istion Yachting is a **founding member** of the **Greek Yachting Association** (GYA) and has contributed significantly to the institution from its very first steps.
- ▶ **8 years at the forefront** of the biggest charter yacht show in the Mediterranean.
- ▶ With the participation of the largest fleet of fully crewed luxury catamarans.
- ▶ With the iconic **White Thing Party**, one of its kind and highly anticipated by friends and associates.



22\ EXTROVERSION & NETWORKING

- ▶ As an exhibitor, with a corporate booth:
ICE (International Charter Expo) / **MMK Zagreb** (Boooking Manager Summit) / **OYS Athens** (Olympic Yacht Show)
- ▶ As a visitor:
Antigua Yacht Show / **Cannes** Yachting Festival / **Monaco** Yacht Show / **Biograd** Boat Show / International **Multihull Boat Show**



23 \ RECOGNITION & ACCREDITATION

OFFICIAL MEMBER OF THE

- ▶ Mediterranean Yacht Brokers' Association
- ▶ International Yacht Brokers Association
- ▶ Charter Yacht Brokers Association
- ▶ ΣΙΤΕΣΑΠ - 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)



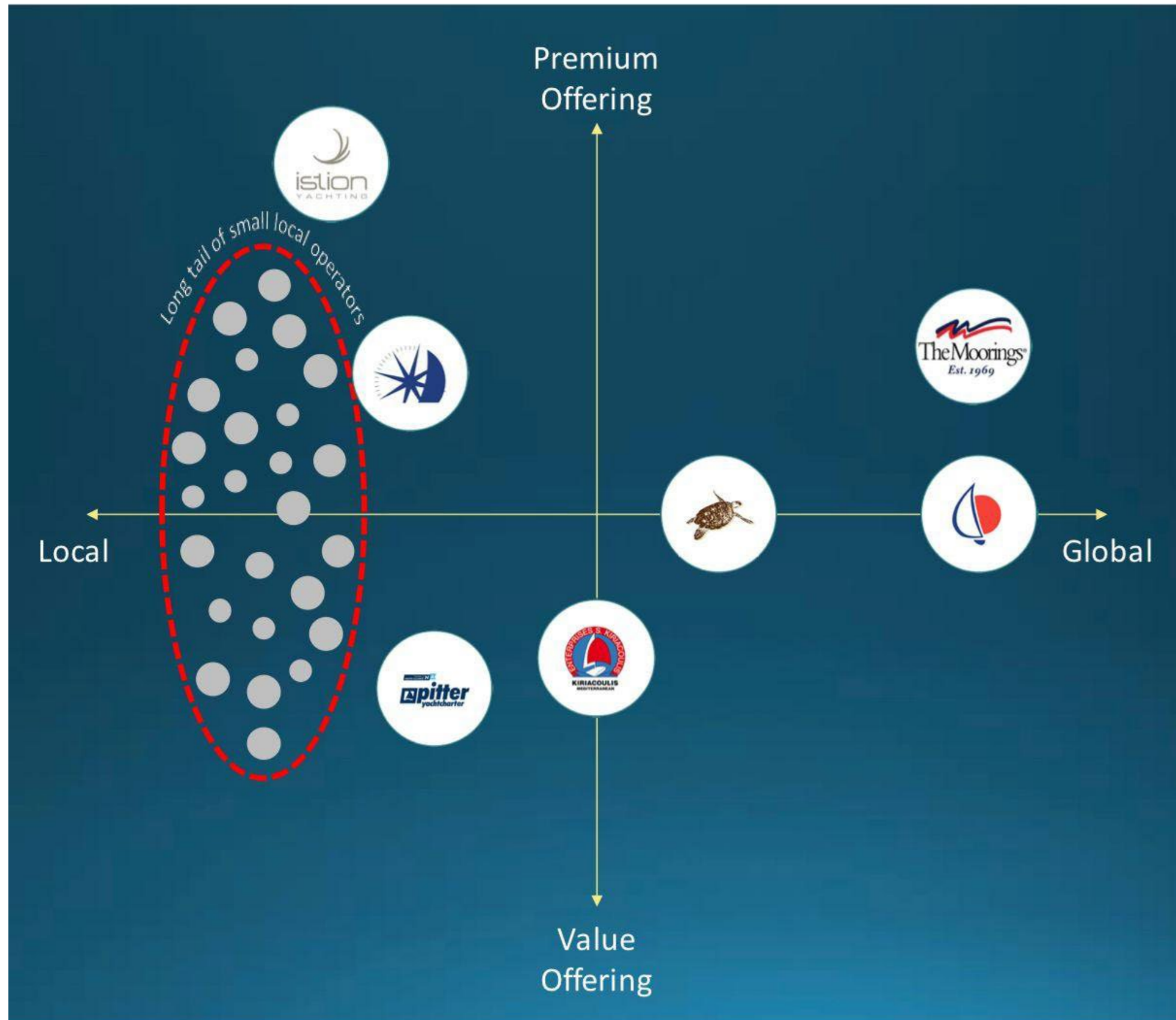


24 AWARDS

- ▶ Istion Yachting / **Tourism Awards 2019-2023**
- ▶ Istion Yachting / **Ethos Hospitality Awards 2020, 2021, 2023**
- ▶ 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**





EXPANDING
BEYOND GREECE;
FIRST STOP
CROATIA



25 \ 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

