



GROSS PRICELIST 2020 BEFORE DISCOUNTS

Motor Yachts	Build/Model Year	Cabs/ Persons	WC	Guaranty Security Deposit/Ins.	01/01–23/05	23/05-20/06	20/06-25/07	25/07-22/08	22/08-12/09	12/09-03/10	03/10-31/12
M/Y Bavaria 42 Sport LOA: 44ft (47ft incl. platform)	2009	2 ensuite/6	2	3000/500	5000	6000	6000	7000	6000	6000	5000
Sailing yachts	Build/Model Year	Cabs/ Persons	WC	Guaranty Security Deposit/Ins.	01/01–23/05	23/05-20/06	20/06-25/07	25/07-22/08	22/08-12/09	12/09-03/10	03/10-31/12
Bavaria 31 Cruiser	2008	2/6	1	2000/420+500	1150	1500	1750	2100	1750	1500	1150
Bavaria 32	2002	2/6	1	2000/420+500	1000	1300	1600	2000	1600	1300	1000
Jeanneau Sun Odyssey 32i	2008-2009 Refit 2017	2/6	1	2000/420+500	1150	1500	1750	2100	1750	1500	1150
Bavaria 36	2005	3/6	1	2000/420+500	1500	1700	2000	2300	2000	1700	1500
Jeanneau Sun Odyssey 36i	2008-2009 Refit 2017	3/8	1	2000/420+500	1550	1900	2300	2600	2300	1900	1550
Jeanneau Sun Odyssey 36i	2011-2012 Refit 2017	3/8	1	2000/420+500	1750	2200	2500	2800	2500	2200	1750
Beneteau Oceanis 381	2000-2002	3/8	2	2000/420+500	1500	1800	2100	2400	2100	1800	1500
Beneteau Cycl. 393	2008-2009 Refit 2016	3/8	2	2000/420+500	1800	2250	2600	3000	2600	2250	1800
Bavaria Cruiser 41	2014	3/8	2	2500/420+500	2500	2900	3400	4000	3400	2900	2500
Bavaria 42 Cruiser	2005-2008 Refit 2015	3/8	2	2000/420+500	1800	2200	2500	2900	2500	2200	1800
Beneteau Oceanis 43	2010-2011	4/10	2	2500/500+800	2600	3050	3450	4050	3450	3050	2600
Jeanneau Sun Odyssey 44i	2010-2011 Refit 2017	4/10	2	2500/500+800	2700	3300	3600	4200	3600	3300	2700
Jeanneau Sun Odyssey 45	2005	4/10	2	2500/500+800	2500	2900	3200	3700	3200	2900	2500
Bavaria cruiser 45C	2020	4/10	3	2500/500+800	3500	4200	4700	5800	4700	4200	3500
Bavaria 46 Cruiser	2005-2008 Refit 2015	4/10	2	2500/500+800	2400	2800	3100	3600	3100	2800	2400
Bavaria cruiser 46	2017	4/10	2	2800/500+800	3400	4200	4700	5600	4700	4200	3400
Bavaria 51 Cruiser	2009 Refit 2016	5/10	3	3000/500+800	3400	4100	4600	5700	4600	4100	3400
Beneteau Cycl 505	2009-2010 Refit 2017	5+1/12	3+1	3000/500+800	3500	4200	4700	5800	4700	4200	3500
Beneteau Oceanis 50F Family	2011-2012 Refit 2017	5+1/12	3+1	3000/500+800	3900	4600	5200	6000	5200	4600	3900

Prices	Prices in EUR/Week including VAT (referring weekly from first day check-in 17:00h or later and last day check-out 09:00h the latest) Charters before 18/04 and after 24/10 subject to availability because of maintenance works.
Price included	Taxes, Yacht's insurance, linen and towels (one set per person), Port- marina fees at Base port embarkation/disembarkation, Dinghy, GPS plotter, VHF, Electric windlass, Autopilot, Bow thruster (when applicable), Webasto heating (when applicable), cooking gas, water filling in base port, First Fuel fill for the dinghy's outboard engine, Underwater check and report of the yacht's hull, rudder etc. by professional and authorized diver, SUPPORT Line 24/7
Price not included	Fuel consumption, Water consumption, Compulsory extras as described below, Port fees except from embarkation/disembarkation, second linen and towels set per person, transfers, provisions (can be arranged by sending a list at least one week before embarkation), Flight tickets, Ferry tickets, Hotel accommodation.
General Specifications	(See our Specs sheet on website) Autopilot, GPS- Chart plotter, Electric Windlass, VHF Station, EPIRB, 220 V Shore supply & Battery chargers, Radio & CD Player, Speakers in saloon & Cockpit, Dinghy, Bimini top, Spray hood. Regarding Bow Thrusters, and webasto heating please contact us or see our specs sheet on our website.
Compulsory extras	End cleaning, disposable equipment (batteries etc.) port police paperwork clearing and departure formalities: 100 EUR/charter for 2 cabs S/yachts 130 EUR/charter for 3 cabs S/yachts 140 EUR/charter for 4 cabs S/yachts 150 EUR/charter for 5 cabs S/yachts 190 EUR/charter for 6 cabs S/yachts 200 EUR/charter for Motor/Y
Optional Extras	Outboard engine for dinghy: 80 EUR/Week Extra second linen and towel set: 10 EUR/person Extra Junior life jacket: 30 EUR/jacket Skipper: 150 EUR/day + provisions Hostess: 130 EUR/day + provisions Safety net: 200 EUR up to 40ft and 250EUR from 41ft up to 55ft Blister/Spinnaker (if applicable): 250 EUR/week + insurance 500 EUR Communication Pack: 50 EUR/week. Wi-Fi Internet on board enables to connect up to 5 devices to the Internet. Also includes a 12V inverter for charging laptops and mobile phones. (10GB/week) Prestige Pack: 120 EUR/charter. Buying pack will get more sailing time with fast track service on arrival and access to the yacht by 14.00h, a welcome package will be waiting for you on board, and Discovery T-shirt. VIP Pack: 200 EUR/charter. Buying this pack will get you the opportunity to enjoy high class and stylish transfer from Airport to Marina, by Black New luxury Mercedes-Benz mini bus and driver, welcome pack on board with champagne sparkling wine, fresh fruits, delicacy, Discovery yachting T-shirt, hotel quality shampoo, foam bath kit, 2 bathrobes etc. Family Pack: 250 EUR/charter. Buying this pack will get more fun and joy for the family since it gives the opportunity to explore more of the islands you will visit by providing 2 bicycles onboard, which will also be very useful for shopping provisions. Also included, 2 extra junior life jackets 2 beach towels and a Bluetooth wireless speaker for enjoying your favorite music by connecting your mobile phone. Optional extras, equipment, services and packs are not able for commission and subject to availability upon request.
One way fees	4,00EUR/NM agreed only by prior arrangement before charter confirmation.
Discounts	For special discounts up to 45% please request availability info@discoveryyachting.com Early booking until 31/12/2019 10% Yachts shows: 5%, Repeated Discovery Yachting clients 5%, Two weeks charter period 3% and Three-weeks charter period 5%. Early booking as well as other discounts should not be considered valid for charters until 18/04 and after 24/10 unless a special offer is done.
Embark/Disembark	First day Check-in: 17:00h or later - Last day Check-out: 09:00h or earlier. The yacht must be in base port the day before check-out and not later than 18:00h + overnight.
Cancellation policy	Cancellations made 90 days or more prior to embarkation 350 euros will be retained. Cancellations made between 89 & 60 days prior to embarkation, 30% of the total charter price will be retained. Cancellations made 59 days or less prior to embarkation, 100% of the total charter price will be retained. Should the charter that was cancelled, finally becomes a booking again by another client for the same period and under the same conditions and price, then cancellation fees will be refunded.
Payments	Advance payment 50% of the total charter price is required upon confirmation-signing of contract (within 7 days), so the booking will be valid. Balance payment 50% of the total charter price should be paid until 4 weeks prior to embarkation or the latest upon embarkation only by prior agreement.
Security Deposit	Refundable Guaranty-security Deposit as per our price list will be collected before embarkation, by Debit/Credit Card (VISA, MASTERCARD & AMERICAN EXPRESS). Clients can also pay the non-refundable security deposit only by prior arrangement (at least 2 weeks before embarkation) or secure their refundable security deposit via an insurance company of their preference. When non-refundable security deposit is paid, covered are all damages except: Damages caused by gross negligence, Loss of the anchor and chain, Damages on hull, keel and steering system, Loss and damage of the dinghy and outboard engine. In this case, client is fully responsible towards Discovery Yachting by the normal Security deposit amount according to the price list. Discovery Yachting provides to clients: Charter payments protection insurance, Charter cancellation insurance, Third-party skipper's liability insurance (Optional), Skipper accident insurance (Optional), and refundable security guaranty deposit insurance (Optional) through our partnership with UNIQA, Austria. We always strongly recommend insuring even by any insurance company of clients' preference for their convenience. Insurance for refundable security guaranty deposit up to 3.000 EUR, premium is 10% of the Refundable Security Deposit amount. Guaranty-Security Deposit is required even if skipper is hired at extra cost.
Mandatory Documents	Skipper's sailing License and a second skipper's license or a declaration of sailing knowledge, experience and navigation ability.
Crew change	Any crew change during the charter may be charged upon request.
Information	Changes to the pricelist and conditions may occur without notice. Claims are negotiable within 15 days from end of charter.
Discovery Yachting m.c.p.y	Head office: 21 Thermaikou str. 51019 & Metaxa-Pilidi str. 55236 Thessaloniki Greece T: +302310465269 M: +306948388098 F: +302310465269 email: info@discoveryyachting.com www.discoveryyachting.com Main base Corfu, Gouvia 49100 Office Pier A and Marina Gouvia Rd Greece T: +302661099739 M: +306988159592 F: +302661099739

