### GROSS PRICELIST 2020 BEFORE DISCOUNTS

<table>
<thead>
<tr>
<th>Motor Yachts</th>
<th>Build/Model Year</th>
<th>Cabs/Persons</th>
<th>WC</th>
<th>Guaranty Security Deposit/Ins.</th>
<th>01/01-23/05</th>
<th>23/05-20/06</th>
<th>20/06-25/07</th>
<th>25/07-22/08</th>
<th>22/08-12/09</th>
<th>12/09-03/10</th>
<th>03/10-31/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>M/Y Bavaria 42 Sport LOA: 44ft (47ft incl. platform)</td>
<td>2009</td>
<td>2 ensuite/6</td>
<td>2</td>
<td>3000/500</td>
<td>5000</td>
<td>6000</td>
<td>6000</td>
<td>7000</td>
<td>6000</td>
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</table>

<table>
<thead>
<tr>
<th>Sailing yachts</th>
<th>Build/Model Year</th>
<th>Cabs/Persons</th>
<th>WC</th>
<th>Guaranty Security Deposit/Ins.</th>
<th>01/01-23/05</th>
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<th>22/08-12/09</th>
<th>12/09-03/10</th>
<th>03/10-31/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bavaria 31 Cruiser</td>
<td>2008</td>
<td>2/6</td>
<td>1</td>
<td>2000/420+500</td>
<td>1150</td>
<td>1500</td>
<td>1750</td>
<td>2100</td>
<td>1750</td>
<td>1500</td>
<td>1150</td>
</tr>
<tr>
<td>Bavaria 32</td>
<td>2002</td>
<td>2/6</td>
<td>1</td>
<td>2000/420+500</td>
<td>1000</td>
<td>1300</td>
<td>1600</td>
<td>2000</td>
<td>1600</td>
<td>1300</td>
<td>1000</td>
</tr>
<tr>
<td>Jeanneau Sun Odyssey 32i</td>
<td>2008-2009 Refit 2017</td>
<td>2/6</td>
<td>1</td>
<td>2000/420+500</td>
<td>1150</td>
<td>1500</td>
<td>1750</td>
<td>2100</td>
<td>1750</td>
<td>1500</td>
<td>1150</td>
</tr>
<tr>
<td>Jeanneau Sun Odyssey 36i</td>
<td>2008-2009 Refit 2017</td>
<td>3/8</td>
<td>1</td>
<td>2000/420+500</td>
<td>1550</td>
<td>1900</td>
<td>2300</td>
<td>2600</td>
<td>2300</td>
<td>1900</td>
<td>1550</td>
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<tr>
<td>Jeanneau Sun Odyssey 36i</td>
<td>2011-2012 Refit 2017</td>
<td>3/8</td>
<td>1</td>
<td>2000/420+500</td>
<td>1750</td>
<td>2200</td>
<td>2500</td>
<td>2800</td>
<td>2500</td>
<td>2200</td>
<td>1750</td>
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<tr>
<td>Beneteau Oceanis 38i</td>
<td>2000-2002</td>
<td>3/8</td>
<td>2</td>
<td>2000/420+500</td>
<td>1800</td>
<td>2250</td>
<td>2600</td>
<td>3000</td>
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<td>2250</td>
<td>1800</td>
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<td>Bavaria Cruiser 41</td>
<td>2014</td>
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<td>2900</td>
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<td>4000</td>
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<tr>
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<td>2010-2011</td>
<td>4/10</td>
<td>2</td>
<td>2500/500+800</td>
<td>2600</td>
<td>3050</td>
<td>3450</td>
<td>4050</td>
<td>3450</td>
<td>3050</td>
<td>2600</td>
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<tr>
<td>Jeanneau Sun Odyssey 44i</td>
<td>2010-2011 Refit 2017</td>
<td>4/10</td>
<td>2</td>
<td>2500/500+800</td>
<td>2700</td>
<td>3300</td>
<td>3600</td>
<td>4200</td>
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<td>2500/500+800</td>
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<td>3200</td>
<td>3700</td>
<td>3200</td>
<td>2900</td>
<td>2500</td>
</tr>
<tr>
<td>Bavaria cruiser 45C</td>
<td>2020</td>
<td>4/10</td>
<td>3</td>
<td>2500/500+800</td>
<td>3500</td>
<td>4200</td>
<td>4700</td>
<td>5800</td>
<td>4700</td>
<td>4200</td>
<td>3500</td>
</tr>
<tr>
<td>Bavaria 46 Cruiser</td>
<td>2005-2008 Refit 2015</td>
<td>4/10</td>
<td>2</td>
<td>2500/500+800</td>
<td>2400</td>
<td>2800</td>
<td>3100</td>
<td>3600</td>
<td>3100</td>
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<tr>
<td>Bavaria cruiser 46</td>
<td>2017</td>
<td>4/10</td>
<td>2</td>
<td>2800/500+800</td>
<td>3400</td>
<td>4200</td>
<td>4700</td>
<td>5600</td>
<td>4700</td>
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<td>3400</td>
</tr>
<tr>
<td>Bavaria 51 Cruiser</td>
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<td>5/10</td>
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<td>3000/500+800</td>
<td>3400</td>
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<td>4600</td>
<td>5700</td>
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<td>4100</td>
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<tr>
<td>Beneteau Cycl 505</td>
<td>2009-2010 Refit 2017</td>
<td>5+1/12</td>
<td>3+1</td>
<td>3000/500+800</td>
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<td>4200</td>
<td>4700</td>
<td>5800</td>
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<td>3500</td>
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<tr>
<td>Beneteau Oceanis 50F Family</td>
<td>2011-2012 Refit 2017</td>
<td>5+1/12</td>
<td>3+1</td>
<td>3000/500+800</td>
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<td>4600</td>
<td>5200</td>
<td>6000</td>
<td>5200</td>
<td>4600</td>
<td>3900</td>
</tr>
</tbody>
</table>
**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 salon & 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 cabins/yachts
  - 130 EUR/charter for 3 cabins/yachts
  - 140 EUR/charter for 4 cabins/yachts
  - 150 EUR/charter for 5 cabins/yachts
  - 190 EUR/charter for 6 cabins/yachts
  - 200 EUR/charter for Motor/Yachts

**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 250 EUR from 41ft up to 50ft
- Blister/Sprinmaker (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 this 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 yachtng 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**

- 4,000EUR/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%, Repeat 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 69 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 guarantee 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.

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**Discovery Yachting m.c.p.y**

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