



NAVIGARE YACHTING  
EXPERIENCE TOGETHER

# *Navigare Holiday Program 2020*



## NAVIGARE HOLIDAY PROGRAM POINTS Update November 2020

### POINTS EARNED

### POINTS REDEEMED

Type	Category	Built	HIGH Points	MIDDLE Points	Points per HIGH week	Points per MIDDLE week	Points per LOW week
BAVARIA 41 Cro JEANNEAU Sun Odyssey 439 Cro	4	2015 2013/15	330	110	165	110	55
JEANNEAU Sun Odyssey 439 Gre BENETEAU Oceanis 41.1 Cro	5	2014 2017	360	120	180	120	60
JEANNEAU Sun Odyssey 440 3 cab Cro JEANNEAU Sun Odyssey 449 Gre Cro JEANNEAU Sun Odyssey 440 Cro Gre Spa BAVARIA 46 Cruiser Gre Cro Spa BVI	6	2019 2016/17 2018/20 2014/16	390	130	195	130	65
JEANNEAU Sun Odyssey 469 Cro	7	2014/15	420	140	210	140	70
JEANNEAU Sun Odyssey 469 BVI JEANNEAU Sun Odyssey 479 Cro Gre Spa	8	2013 2018	450	150	225	150	75
BENETEAU Oceanis 48 Cro 4 cab BENETEAU Oceanis 48 Cro 5 cab BENETEAU Oceanis 48 Cro 4 & 5 cab BENETEAU Oceanis 46.1 DUB Gre Spa JEANNEAU SUN ODYSSEY 509 Cro JEANNEAU Performance 53 'S' Cro BAVARIA 51 Gre Cro Spain	10	2016 2013 2015/17 2019 2014 2011/14 2014/16/18	510	170	255	170	85
BENETEAU Oceanis 48 Cro JEANNEAU SUN ODYSSEY 509 Gre	11	2018 2013	540	180	270	180	90
J. SUN ODYSSEY 509*'S' Cro Lagoon 39 Cro JEANNEAU SUN ODYSSEY 519 'S' Cro	12	2014 2014 2016	570	190	285	190	95
JEANNEAU Performance 53 'S' Gre NAUTITECH 40 Open Cro Gr LAGOON 400-S2 (4 cabins) Cro, Gre Lagoon 400-S2 (3 cabins) LAGOON 39 Cro JEANNEAU SUN ODYSSEY 519 'S' Cro Gre	13	2013 2015/16 2014 2016/17 2017 2018	600	200	300	200	100
JEANNEAU SUN ODYSSEY 519*'S' Cro Gre BENETEAU Oceanis 51,1 Cro, Gre JEANNEAU Sunloft 47 'S' Cro Gre JEANNEAU Sunloft 47*'S' BVI LAGOON 400-S2 (4 cabins) Cro	14	2016/17 2018/20 2020 2020 2016/17	630	210	315	210	105

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Lagoon 400* THAI Ariel		2012					
Lagoon 40 Cro Gre Spain		2018/20					
FONTAINE PAJOT LUCIA 40 Cro Gre		2019/20					
NAUTITECH 40 Open*BVI		2015					
Oceanis 55 'S' Cro	15	2015	660	220	330	220	110
LAGOON 40* 3+2 cab BVI Bah	16	2020	690	230	345	230	115
FONTAINE PAJOT LUCIA 40* 3 cab BVI		2019/20					
JEANNEAU 57* 'S' Cro	17	2012	720	240	360	240	120
JEANNEAU 54 'S' (5+1 & 4+1) Cro		2016/17					
BENETEAU SENSE 51 'S' Gre		2018					
FONTAINE PAJOT LUCIA 40* 4 cab BVI		2019					
LAGOON 40* 4+2 cab BVI Bah		2019/20					
Lagoon 450**S' THAI Fanny		2012					
Lagoon 42**S' BVI 3+1 cab BVI	18	2019/20	750	250	375	250	125
Lagoon 42 'S' Cro Gre Spa		2018/20					
Lagoon 42**S' (3+2 & 4+2) BVI Bah		2018/19					
FONTAINE PAJOT ASTREA 42 'S' Cro	19	2020	780	260	390	260	130
FONTAINE PAJOT ASTREA 42**S' BVI Bah		2020					
HANSE 575**S' Cro 4+1	20	2014	810	270	405	270	135
HANSE 575**S' Cro 5+1		2014					
JEANNEAU 57* 'S' Cro		2015					
BAVARIA 57**S' Cro		2018					
LAGOON 450**S' BVI (King)		2015					
LAGOON 450 S2 'S' Cro		2016					
LAGOON 450F**S' Cro		2015					
LAGOON 450F 'S' Spa		2017/19					
LAGOON 450F 'S' Cro Gre		2018/19					
HANSE 575**S' Dbk	22	2016	870	290	435	290	145
HANSE 575**S'		2017					
OCEANIS 60**S' Cro		2015					
LAGOON 450 F* 'S' Cro	23	2018	900	300	450	300	150
LAGOON 46 'S' Gre		2020					
LAGOON 450 F**S' BVI		2017					
LAGOON 450 F**S' BVI Bah		2018/19					
FONTAINE PAJOT 45 'S' Cro Gre	24	2020 2018	930	310	465	310	155
Lagoon 46**S' (4+2) BVI Bah	27	2020/2021	1020	340	510	340	170
Lagoon 46**S' (3+2) BVI		2020					
FONTAINE PAJOT SAONA 47**S' BVI	32	2020	1170	390	585	390	195
LAGOON 50**S' Cro	33	2018/20	1200	400	600	400	200
Lagoon 50**S' BVI BAH		2019/20					
FONTAINE PAJOT SABA 50 'S' Gre	41	2019	1440	480	720	480	240
FONTAINE PAJOT SABA 50**S' BVI		2020					

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JEANNEAU 64* 'S' Cro	46	2016	1590	530	795	530	265
OCEANIS YACHT 62* 'S' Cro Gre		2018/2021					
Lagoon 52**S' (6+2) Cro DBK	47	2017	1620	540	810	540	270
Lagoon 52**S' (6+2 & 5+2) Cro		2017/18					
Lagoon 52**S' (6+2 & 5+2) Gre		2017/19					
LAGOON 52**S' (6+2) Spa		2018/19					
Lagoon 52 F**S' (5+2) BVI		2018					
Lagoon 52 F**S' (6+2) BVI BAH		2019					

\*Air-condition and generator

'S' = Boat available bareboat but with detailed skipper license and experience check!

## Seasons Applicable to Navigare Bases

	April							May				June					July					August					September					October			
WEEK	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44		
Croatia	LOW	LOW	LOW	LOW	LOW	LOW	LOW	LOW	LOW	MIDDLE	MIDDLE	MIDDLE	MIDDLE	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	LOW	LOW	LOW	LOW		
Greece	LOW	LOW	LOW	LOW	LOW	LOW	LOW	LOW	LOW	MIDDLE	MIDDLE	MIDDLE	MIDDLE	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	LOW	LOW	LOW	LOW		
Spain	LOW	LOW	LOW	LOW	LOW	LOW	LOW	LOW	LOW	MIDDLE	MIDDLE	MIDDLE	MIDDLE	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	LOW	LOW	LOW	LOW		

	November							December				January					March			April			May			July			August					
WEEK	42	43	44	45	46	47	48	49	50	51	52/53	1	2	3	4	5	- 9	10	11	12	14	15	16	- 19	20	21	22	28	29	30	31	32	33	
BVI	LOW	LOW	LOW	LOW	LOW	MIDDLE	HIGH	HIGH	HIGH	HIGH	PEAK	PEAK	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	MIDDLE	MIDDLE	MIDDLE	MIDDLE	MIDDLE	MIDDLE	MIDDLE	LOW	LOW	LOW	n/a	n/a
Bahamas	LOW	LOW	LOW	LOW	LOW	MIDDLE	HIGH	HIGH	HIGH	HIGH	PEAK	PEAK	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	HIGH	MIDDLE	MIDDLE	MIDDLE	MIDDLE	MIDDLE	MIDDLE	MIDDLE	LOW	LOW	LOW	n/a	n/a

Off Season
LOW season
MIDDLE season
HIGH season
PEAK season

2021	Area: Croatia, Greece, Spain	Area: BVI	Area: Bahamas <b>NEW!!</b>
<i>Weeks Numbers</i>			
LOW Season	12-20, 41-44	29-31, 42-46	<b>31-33, 42-46</b>
MIDDLE Season	21-24, 40	16-28, 47	<b>16-30, 47</b>
HIGH Season	25-39	2-15, 48-51	<b>2-15, 48-51</b>
PEAK Season	-	52/53-01	<b>52/53-01</b>

## Our Concierge Team: dedicated to serve our Investors & Boat Owners

Once your Agreement is signed, our Concierge Team will send you a general introduction and welcome you to the fleet!

Soon after the boat is entered into the booking systems, you will receive the following login details:

NauSYS - charter booking & management system - Owner portal

<https://owner.nausys.com/CBMS-owner/>

NSP - Navigare Service Platform.

<https://maintenance.navigare-yachting.com/login>

Our Concierge Team is there to assist our investors throughout their journey, from start to finish, answering all your questions, taking care of your requests, providing information and managing all aspects of the Navigare investment program. Currently your team includes:

**Angela Fustin** | Concierge Executive

**Maryline O'Shea** | Global Marketing Director | Americas

**Santaja Delić** | Investors Concierge and Front Office Manager Croatia

How to book your weeks: please e-mail [concierge@navigare-yachting.com](mailto:concierge@navigare-yachting.com) or for Americas Boat Investors and Owners contact Maryline Oshea [maryline@navigare-yachting.com](mailto:maryline@navigare-yachting.com), with your desired dates and booking request or your option request (valid for 6 days).

Be sure to check availability of your desired weeks first, by logging on to the booking system.

Are you tempted by some other destinations? Or a land holiday? Send us an e-mail with your desired destination, travel dates, and number of the persons. We'll take it from there!

Should you wish to add some other extra services (see full list in Navigare Yachting Price List), VIP Pack (early check in – available in some of the locations on a limited basis), SUP, provisioning or others - please notify us by email, and we will amend your booking accordingly.

After your weeks have been booked, and as we draw closer to your start date, our Concierge Team will be in touch to obtain your crew list and arrival details.

Should you have any further questions or require more information, please contact [concierge@navigare-yachting.com](mailto:concierge@navigare-yachting.com) and we will get right back to you!

**Angela** ensures customer satisfaction for all of our investors, while meeting the strategic objectives of Navigare Yachting. She's been in this role for the majority of her tenure with Navigare since joining our company over 10 years ago.

**Maryline** is in charge of Marketing & Sales globally and since recently takes care of owners and investors from Americas with concierge role. As the novelty, ThirdHome concept is being introduced and managed directly from her side adding variety to the Holiday Program.

Clients and investors alike will be greeted by **Santaja** in our largest Navigare base in Seget, Croatia. She looks forward to welcoming you personally during Check-In in the summer season, and she will happily support you with booking you reservations and following up on them right up until the start of your holiday.

## Navigare Holiday Program General Terms & Conditions

Effective November 2020

### POINTS & WEEKS

The following seasons are applicable to Navigare Yachting bases and vary according to the destination:

<b>2021</b>	<b>Area: Croatia, Greece, Spain</b>	<b>Area: BVIs, Thailand</b>	<b>Area: Bahamas NEW!!</b>
<i>Weeks Numbers</i>			
LOW Season	12-20, 41-44	29-31, 42-46	31-33, 42-46
MIDDLE Season	21-24, 40	16-28, 47	16-30, 47
HIGH Season	25-39	2-15, 48-51	2-15, 48-51
PEAK Season	-	52/53-01	52/53-01

### INVESTORS WEEKS

#### Standard Package

Points can be redeemed for two weeks HIGH, plus one-week MIDDLE (one-week MIDDLE equals two weeks LOW).

Points regarding LOW and MIDDLE can be used for purchase of LOW and MIDDLE sailing weeks within your own category, other categories as well as other countries.

Points regarding LOW and MIDDLE weeks cannot be redeemed for HIGH or PEAK weeks, land holidays or the weeks outside Navigare Yachting destinations (outside the fleet).

When an investor sails an investor week on his own yacht, the corresponding points are deducted according to the season the yacht is used.

Regular point weeks on other boats, outside the fleet booked weeks and Land Holidays are only applicable for the investor personally (no third party).

Only earned regular HIGH points can be used to purchase sailing weeks in other seasons categories and/or other countries, as well as outside the fleet destinations, and Land Holidays.

Points must be used in the year they are earned, only within the Navigare Holiday Program. Unspent points cannot be saved/rolled over into another year and will be automatically forfeited.

Additional points may be purchased towards an upgrade or additional week at the rate of at 13 EUR or 15 USD per point.

### **Reciprocity Sailing Weeks** *(Destinations outside the point based Navigare fleet)*

Points regarding one- or two-weeks HIGH can be used to book weeks outside the Navigare Yachting fleet and partner bases through reciprocity sailing.

The maximum amount and value will be calculated as HIGH week points x 13 EUR or 15 USD.

If the booked week is exceeding the value of HIGH points, the investor will pay the difference.

All extras and fees for such booked weeks are payable by the investor and cannot be covered with HIGH points.

### **Land Holidays**

Points regarding one- or two-weeks HIGH can be used for purchase of a Navigare Land Holiday.

Exclusively, MIDDLE week points can be used for booking the land holiday but only after all HIGH week's points are spent but at 50% of the value ( $MIDDLE/2 = \text{amount applicable}$ ).

### **Short notice Investor weeks**

Every investor is entitled to up to four **Short Notice Investor Week's** within the same category per year.

An investor can book his or her own yacht with 7 days of the start of the charter. If booking another yacht in the same category, 6 days' notice is applicable.

For particular vessels in the fleet, Short Notice Investor Weeks can be subject of limited offer and can be denied from objective reasons.

**Short Notice Investor Weeks** are only redeemable by the investor personally (no third parties), and only in the Navigare Yachting bases in Croatia, Greece, Spain, Bahamas and the BVIs with retention of particular cases/yachts.

Note: booking in a higher category yacht is possible, but the price difference in regard to the booked period will apply.

All the rules in regard to the category, destination, mandatory and extra costs also apply.

**Short Notice Investor Weeks** require a minimum stay of 4 days and cannot be used for an overnight in case of earlier arrival to booked destination for one or up to 4 days earlier and before the charter start.

### **Extended Investor weeks**

Additional weeks beyond the sailing time earned by the invent may be booked as **Extended Investor Weeks** according to either method below:

1. By purchasing the missing points at the rate of 13 EUR or 15 USD per points (plus applicable extras such as VAT, all-inclusive or comfort pack etc.)
2. By using the maximal discounts: 15% + 10% instead of purchasing the missing points.



During any given season, the investor may only choose one of the two methods above, and may not combine them. Either method outlined above may be utilized.

There is no limit to how many **Extended Investor Weeks** an investor may book, but these weeks may only be used by the investor personally (no third parties) and are a subject to availability.

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## MANDATORY COSTS

### VAT and Other Fees

- VAT may be charged by the destination country, and is calculated as VAT of each country x half of the list price, at present:
  - Greece 12%
  - Croatia 13%
  - Spain 21%
  - Thailand 7%
  - Bahamas 4% (Cruising tax)
- VAT is subject of change at any time and will be applied effective with the date of change.
- The Administration Fee for country change is 150 EUR or 172,50 USD (applicable for all of investors' weeks redeemed with points in a destination different from where the owner's yacht is located, and cases described for Ultimate/Variable deals).

### Required Packs

Depending upon your destination, either the **Navigare Carefree** or **Comfort Pack** will be required.

NEW conditions apply with each year new edition of Navigare Yachting Price List. In 2021, available Packs are listed below (discounts are calculated in the price where possible):

- **Navigare Carefree**

Includes damage coverage, welcome package, final cleaning, bed sheets & towels and other - details and cost vary by destination.

**CROATIA** (Tourist Tax and 10 GB free Wi-Fi Internet per day included):

440 EUR or 506,00 USD / charter for boats up to 49ft  
540 EUR or 621,00 USD / charter boats 50ft and up  
545 EUR or 626,75 USD/ charter catamarans up to 45ft  
605 EUR or 695,75 USD / charter catamarans 46ft and up  
890 EUR or 1.023,50 USD / charter Lagoon 560 S2 / Sunreef 50

- Surcharge 150 EUR or 172,50 USD is added for each week added (Security deposit, 10 GB wi-fi, bed sheets, towels & tourist tax / obligatory will only be added to a more week charter).

- Or alternatively (only possible when investor sails his or her own boat): **Comfort Pack**  
**NOTE: Damage Coverage is excluded.** The Croatian Tourist Tax is due on site 10 HRK per person per day (Croatian currency). Bed linen & towels 1 set up to pax max.

270 EUR or 310,50 USD / charter boats up to 49ft  
355 EUR or 408,25 USD / charter boats 50ft and up  
360 EUR or 414 USD / charter catamarans up to 45ft  
420 EUR or 483 USD/ charter catamarans 46ft and up

**GREECE** (free Wi-Fi Internet on board (2GB per week)):

350 EUR or 402,50 USD / charter for boats up to 49ft  
380 EUR or 437,00 USD/ charter for boats 50 ft and up  
430 EUR or 494,50 USD / charter for catamarans up to 45ft  
470 EUR or 540,50 USD / charter for catamarans 46ft and up

- Or alternatively (only possible when the investor sails his or her own boat): **Comfort Pack**  
**NOTE: Damage Coverage is excluded.** Bed linen & towels 1 set up to pax max.

180 EUR or 207 USD / charter boats up to 49ft  
195 EUR or 224,25 USD / charter boats 50ft and up  
245 EUR or 281,75 USD / charter catamarans up to 45ft  
285 EUR or 327,75 USD/ charter catamarans 46ft and up

**SPAIN** (free Wi-Fi Internet on board (2GB per week)):

450 EUR or 517,50 USD / charter for boats up to 49ft  
550 EUR or 632,50 USD / charter for boats 50 ft and up  
550 EUR or 632,50 USD/ charter for catamarans up to 45ft  
610 EUR or 701,50 USD / charter for catamarans 46ft and up

**BVis** (includes damage coverage, National parks permits, VISAR and also Internet on board (10 GB)):

450 EUR or 517,50 USD / per week

Cruising Taxes 5,5 EUR / 6 USD per person per day applies when sailing on other investors' boat (payable on the spot) and for all friends / third parties on board during the booked weeks on its own boat.

**BAHAMAS**

450 EUR or 517,50 USD / per week  
Cruising tax 4% not included and listed as VAT.

**THAILAND - Comfort Package:**

220 EUR or 253 USD / charter for catamarans

Note: Security deposit required by Visa and MasterCard (not AmEx)

Use of AC/G: Generator & air-conditioning in saloon and each cabin & watermaker is available at 5 EUR or 5,75 USD per running hour of generator (excl. diesel), chargeable on the spot.

**Other Options/Services:**

For a complete description of the packs, services and additional options, please contact concierge team.

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## CANCELLATION POLICY

### **Investors weeks** (*booked in the Navigare fleet & partner bases, per Points List*)

The penalty applicable with a cancellation of investor weeks depends on the notice given to Navigare by the investor:

- If notified more than 120 days prior to the charter start, no cancellation fee will apply.
- If notified within 120 - 60 days prior to the charter start, 50% of the points will be deducted.
- Within 59 days from the charter start, 100% of the points will be deducted.

Additionally, if the booking was on another investor's yacht, the income from the investor's yacht for that week will be transferred to the other yacht – applying for Variable/Ultimate deals.

### **Land Holidays & Booked Weeks Outside the Fleet**

In case of cancellation of a booked Land Holiday or booked week outside the fleet at any time, special terms will apply according to cancellation policy of the booked destination/charter operator with 100% of the points deducted – for Variable and Ultimate deals it will also result with deduction of the cancellation fee from yacht return (according to cancellation policy for placed reservation).

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## AGREEMENTS

All investors are part of the Holiday Program but under different conditions according to their original agreement and investment program with Navigare.

The investor is entitled to deduct mandatory costs from the return if not paid till charter start when sailing its own yacht.

### **Smart Program**

All mandatory costs (see previous section) need to be covered in advance, before the charter begins, and no later than on site.

## Ultimate Program & Variable Deals

If an investor with Ultimate/Variable contract changes his investor week to another yacht in the fleet, Navigare will deduct an amount from the statement before the split. Exchanged weeks will be deducted from the revenue before the split and net price calculated according to the price list minus 15% minus 20%.

If an investor with Ultimate variable contract changes his owner week (High season) to a Land Holiday, Navigare will deduct an amount from the statement before the split. The price is calculated according to charged amount.

## Investors with two or more boats

Investor with two or more boats in the fleet cannot use all weeks on only one boat except in the case the price of the yachts is the same. Otherwise, an investor has the right to exchange his weeks from one boat to the other but with applying the rules as it was booking of other boat (if not the same country still Administration Fee for changing the country is applicable).

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## INVESTOR BENEFITS

The Investor has the right to book any yacht in Navigare fleet with additional 8,5% commission (in this case acting as sub-agent) for third parties (recommending Navigare Yachting to friends). In cases of Last-Minute discounts exceeding maximal discount 15% of the Gross Price, commission cannot be applied.

Such an earned commission (8,5% of the booked Net Price) can be used for covering extra costs of booked regular point weeks (e. g. deducted from VAT cost or any other cost of booked service).

Alternatively, commission can be given to the charter guest (as a discount if applicable) and it will be the subject of the general price discounts applicable from the Price List. Total discount given to charter client cannot be more than 15% of the Gross Price and unless Last Minute discounts applying and, in that case, can vary.

Once the yacht is published (entered into the booking systems), there is no possibility to prioritize investor's weeks and the yacht becomes available for bookings. It is recommended that investors book their weeks by August 15th for the following season in the Mediterranean to ensure Navigare can prioritize their preferred weeks. In BVI and Bahamas HIGH and PEAK weeks should be booked one year in advance.

At the early stage of the season, we sometimes have the possibility to reorganize the bookings and options, however it is your responsibility to send Navigare your dates during the current season for the next season.

You may check weeks availability through your NauSYS - charter booking & management system - Owner portal. The booking system is updated in real time and reflects the most accurate data.

Being able to check the status of the boat in the booking system will help you in planning your investor weeks. After checking the current status, any investor can immediately ask for

an option or booking by contacting our Concierge team by e-mail to [concierge@navigare-yachting.com](mailto:concierge@navigare-yachting.com).

In trying to stay competitive in the market and planning the season early, we use some sales strategies that are common in our industry. For example, it may happen that some yachts from our fleet will be prioritized in the booking process. In such case, agents are aware that boats are “reserved” for them until the release date of the options placed and in order to avoid any risk booking department will still try to book the yachts under the long-term options. Therefore, do not be surprised if the status of your boat will be without any free weeks, either booked or optioned due to the fact that we are trying to have more and more good partners (agents) who will book impressive number of weeks with us.

Our goal is to meet the demand of the agents and meet client’s preferences, which explains why some yachts will have more options, and in this way, we beat the competition.

**The Holiday Program is to be updated for every season and each version is applicable only for the current year / further notices with Newsletters due to the possible changes in destinations.**