



**ND SAILS**  
WHERE THE WINDS TAKE YOU



**PRICE  
LIST  
2023**

1

# CHARTER RATES

Yacht / Rate per week	01/01 to 22/04	22/04 to 20/05	20/05 to 17/06	17/06 to 29/07	29/07 to 19/08	19/08 to 16/09	16/09 to 30/09	30/09 to 14/10	14/10 to 30/11
<b>Fantasea</b> Lagoon 42 2017 Max pax: 10 4+2 / WC: 4	3350	5100	6200	7750	9500	7750	6200	4500	3500
<b>Euphoria</b> Oceanis 51.1 2019 Max pax: 10 5+1 / WC: 3	2700	4300	5700	6750	8200	6750	5200	4300	2800
<b>Marla</b> Cycladee 50.5 2009 Max pax: 10 5+1 / WC: 3	2020	2800	3800	4260	5040	4260	3800	2800	2240



2

MANDATORY FEES & TERMS

- All yachts are equipped with A/C and generator.
- Charter rates are in Euros and apply to charters of 7-nights period. All charters include: mooring fees at home base for the first and last night of the charter, dinghy, outboard engine (provided full with fuel) VHF, radio, autopilot, spray hood, bimini, all taxes and handling fees.  
Rates do not include: Transfers to and from base, fuel and water consumption, port fees during the charter, provisioning (food and beverages) and extra linen.
- **Starter Pack: Compulsory per charter.** All our yachts are delivered with full tanks of fuel (yacht & outboard) full tank of water, one bottle of cooking gas ready for consumption and one spare bottle, blankets, bed linen and towels per person per week and cleaning of the yachts. Also included, use of dinghy and outboard engine. The yacht should be re-delivered with full tanks of fuel and in tidy condition (Not commissionable, **paid at the base in cash**).  
**Monohulls: €270 / Catamarans: €290**
- **Embarkation:** Saturday: at 17:00 & **Disembarkation:** Saturday: 09:00 (yacht should arrive in port the night before disembarkation by 17:00). Check-in and check-out procedure time is considered part of the charter period. In the case of late check in, a late check in fee is applied (Conditions are stated below under the extras.).
- **Payment terms: 50% / 50%**  
No booking is confirmed until first payment has been cleared to the designated bank account (without surcharge). First, 50% to be paid upon confirmation of charter, within 5 business days at the latest. Balance to be paid 40 days before charter starts. **For last minute bookings** (ie bookings made within 40 days of charter embarkation) the charter fee must be paid in full at time of booking.
- **Security deposit:** Payable at the base upon embarkation by credit card (Visa or MasterCard only). The client is responsible to contact his/her bank prior to ensure the appropriate credit card limit. [See T&Cs for details](#).  
**Monohulls €2800 to €3500**, depending on yacht and **Catamarans €3500**
- **Proof of competency:** At least one sailing certificate is compulsory to charter bareboat in Greece and the original must be presented to the base or local authorities.
- **Cancellation policy as follows:**  
For cancellations 90 or more days prior to charter start date, a fee of 30% of the total fee is applied.  
For cancellations between 89 to 41 days prior to charter start date, a fee of 50% of the total fee is applied.  
For cancellations at 40 or fewer days prior to charter start date, a fee of 100% of the total fee is applied.

If the cancellation is ceased, and the yacht is re-chartered under the same prior conditions, ND Sails will re-assign cancellation fees towards regular payment of services. In the case the yacht is re-booked for the same period at the same price, the cancellation fees will be reassigned to the charter fee. A fee of €200 will be charged as dossier expenses.



# 3

## REGULATIONS & POLICIES

### ● **Sailing Qualifications:**

1. One crew member presents a valid sailing certificate, proving his competence as Skipper.
2. Subject to applicable Greek legislation, qualifications are to be approved by the local Port Authority on the day of departure. Charterer is always liable for the suitability of his qualification and certification.
3. Day Skipper Certificates maybe rejected by the Port Authority and Charterers are therefore advised to ensure they have an International Certificate of Competence (ICC). Typically, any holder of “Day Skipper” certificate can obtain their ICC from the yachting association that issued their Day Skipper certificate, and the process usually requires nothing more than a simple application.
4. ND Sails is not responsible if the skipper certification is rejected by Port Authority and ND Sails reserves the right to require that charterers hire a professional skipper if their sailing skills are insufficient.

- **Port Authority Regulations:** As of 2020, the crew list must include the scanned photo page of IDs. The same ID or passport submitted with the crew list must be presented at embarkation. Failure to meet this requirement will result in delays to charter.

- **Taxes:** Greek current rates at VAT 24%. Discounted rate of 50% available, at 12% VAT, under the condition that the skipper returns a declaration, stamped by the port authorities, which states he arrived at a port at a distance greater than 6 nautical miles from the initial port of embarkation (Lavrio).

- **Agent Commission:** Charter prices in ND Sails official pricelist include Agent’s commission: an agreed percentage applicable on the charter fee net of VAT (i.e. on the amount of final charter price after VAT has been deducted). Price list subject to change without notice.

Optional & compulsory extras and additional services are non-commissionable (extras and services include cleaning, refueling, crew, transfers, and any other service the Owner may offer).

Agent Commission Invoice to be issued to Yacht Owner company, one month prior to charter (details provided in section Payment of Booking above). Bookings accepted from EU-based businesses subject to having mandatory VIES registered VAT number.

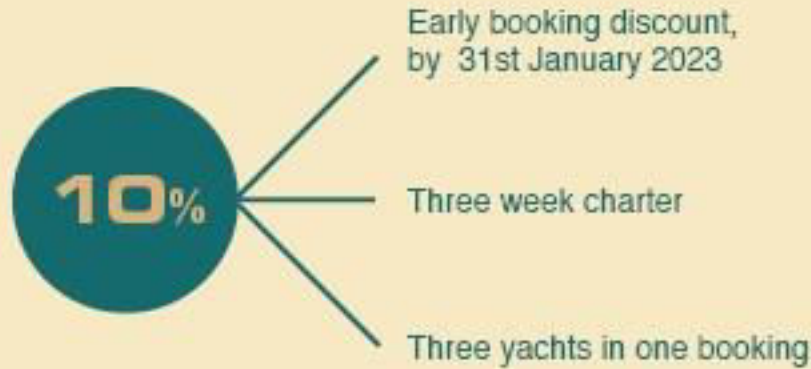
Commission invoices must be delivered to ND Sails within 7 days from issuance date; invoices received past due will have to be cancelled and re-issued by issuing Agent. ND Sails PYMC reserves the right to, without liability, at any time cancel a booking because Agent has not provided their commission invoice in a timely and compliant manner.

- **Fees policy:** Kindly note that all fees quoted are in Euros, and are given inclusive of tax rates. Fees are subject to change at any time, and we reserve the right to vary any fee at any given time without prior notice.



4

DISCOUNTS & TRANSFERS



Route

Taxi (4 max)

Van (8 max)

Airport to Lavrio

€60

€100

Airport to Athens

€60

€100

Athens to Lavrio

€80

€120





5

OPTIONS



**Skipper**

Onboard expert for routes, ports, safety and overall smooth sailing  
€190 per day plus provisioning



**Hostess**

Extra bit of pampering, to cook meals, and keep you comfortable  
€170 per day plus provisioning



**Chef**

Custom menus, special cuisines & catering for guests onboard  
€170 per day plus provisioning



**Fast Track Pack**

In a hurry? Get fast access to the yacht by 14:00 on first day.  
€150 per charter



**Crew Change**

Cleaning of the yacht (skipper stays), get fresh linen & towels. We'll throw in 1 day marina stay too!  
€200 per crew change



**Stay Wired**

Wi-Fi router for Internet aboard (up to 10GB per load)  
€50 per week



**SUP**

SUP fun in the sea!  
Everyone takes a turn to balance.  
€100 per week\*



**Beach Towels**

Fun souvenir towels, new for you to keep  
€10 per towel



**Automatic Life Vests**

€20 per vest per week



**Safety Net**

Child safety net for younger children  
€200 per charter



**Late Check In**

Arrival Late to the base, after 20.00 on the first day or on Sunday. (you can sleep onboard but check in will be done on Sunday morning. €70 per charter

**NOTES:** All extras are payable in cash at check-in  
\*These items have an additional damage deposit  
\*\*Price does not include cleaning



## BANK & INVOICE INFORMATION PER YACHT

6

**Marla**  
Cyclades 50.5

Account name: ND Sails P.Y.M.C.  
Bank: Piraeus Bank  
IBAN: GR4101720210005021041467725  
Swift: PIRBGRAA

Company details for invoices:  
ND Sails P.Y.M.C.  
Gr. Lambraki 19, Glyfada 16675  
VAT NO: EL 998049013  
TAX OFFICE: PLION PIRAEUS

**Fantasea**  
Lagoon 42

Account name: Aristocats P.Y.M.C.  
Bank: Piraeus Bank  
IBAN: GR1101720210005021086121439  
Swift: PIRBGRAA

Company details for invoices:  
Aristocats P.Y.M.C.  
Gr. Lambraki 19, Glyfada 16675  
VAT NO: EL 997061956  
TAX OFFICE: PLION PIRAEUS

**Euphoria**  
Oceanis 51.1

Account name: Open Horizon Yachting P.Y.M.C.  
Bank: Alpha Bank  
IBAN: GR5501401700170002330000470  
Swift: CRBAGRAA

Company details for invoices:  
Open Horizon Yachting P.Y.M.C.  
Gr. Lambraki 19, Glyfada 16675  
VAT NO: EL 996929973  
TAX OFFICE: PLION PIRAEUS

PAYMENTS

