



NAVIGARE YACHTING
EXPERIENCE TOGETHER



NAVIGARE HOLIDAY PROGRAM 2023



MORE FLEXIBILITY, MORE OPTIONS



How it works			AVAILABLE POINTS WITHIN THE CATEGORY		PRICE LIST TO PURCHASE THE POINTS		
TYPE	BUILT	CATEGORY	HIGH POINTS	MIDDLE POINTS	POINTS PER HIGH WEEK	POINTS PER MIDDLE WEEK	POINTS PER LOW WEEK
Lagoon 50	2019	42	1470	490	735	490	245
Beneteau Oceanis 46.1	2019	13	600	200	300	200	100

How to use the Points Table:

- If you purchase a Lagoon 50, you earn 1470 High Points and 490 Middle Points. These could be redeemed as 2 weeks of High Points (High Season) plus one week of Middle Points (Middle Season) on your yacht, or another equivalent yacht elsewhere.
- Or you may convert all earned points to $1470 + 490 = 1960$ points and use them in 8 weeks of Low Season (8x245 Low Points) on that same or equivalent yacht.
- In any given year, you may also use parts or all of your points on a different size yacht. For example the 490 earned Middle Points can be used as 2 weeks of Low Season on your Lagoon 50, or 2 weeks of Middle Points on a Beneteau Oceanis 46.1 (or 4 weeks of Low Season).

SEASONS APPLICABLE TO NAVIGARE BASES

- Off Season
- Low Season
- Middle Season
- High Season
- Peak Season

Week	Month	Country		
		Croatia	Greece	Spain
14	April			
15				
16				
17				
18	May			
19				
20				
21				
22	June			
23				
24				
25				
26	July			
27				
28				
29				
30	August			
31				
32				
33				
34	September			
35				
36				
37				
38	October			
39				
40				
41				

Week	Month	Country		
		BVI & USVI	Bahamas	Seychelles
43	October			
44				
45				
46	November			
47				
48				
49	Decemer			
50				
51				
52	January			
1				
2				
3	February			
4				
5				
6	March			
7				
8				
9	April			
10				
11				
12	May			
13				
14				
15	June			
16				
17				
18	July			
19				
20				
21	August			
22				
23				
24	September			
25				
26				
27	October			
28				
29				
30	November			
31				
32				
33	December			
34-39				
40-42				



POINTS TABLE FOR NAVIGARE BASES

TYPE	CATEGORY	BUILT	POINTS EARNED		POINTS REDEEMED		
			HIGH Points	MIDDLE Points	Points per HIGH week	Points per MIDDLE week	Points per LOW week
BENETEAU Oceanis 41.1 (3 cab)	8	2015	450	150	225	150	75
JEANNEAU Sun Odyssey 449	11	2016	540	180	270	180	90
JEANNEAU Sun Odyssey 440 (4 cab)		2018/19/20					
BENETEAU Oceanis 40.1 (4 cab)		2022					
BENETEAU Oceanis 40.1 - NEW (3 cab)		2023					
JEANNEAU Sun Odyssey 440 (3 cab)		2019					
JEANNEAU Sun Odyssey 449		2017					
BENETEAU Oceanis 46.1 (4 cab)	13	2019/22/23	600	200	300	200	100
BENETEAU Oceanis 46.1 (5 cab)		2019					
BENETEAU Oceanis 48 (5 cab)		2016/18					
BENETEAU Oceanis 48 (4 cab)		2016/17					
JEANNEAU Sun Odyssey 479		2018					
BAVARIA Cruiser 51 (5 cab)		2016					
BAVARIA 51 (4 cab)		2018					
JEANNEAU SUN ODYSSEY 519 (5 cab)	18	2016/18	750	250	375	250	125
JEANNEAU SUN ODYSSEY 519* (4 cab)		2017					
NAUTITECH 40 Open	22	2016	870	290	435	290	145
LAGOON 400-S2 (4 cab)		2016/17					
LAGOON 400-S2 (3 cab)		2016/17					
LAGOON 39		2017					
OCEANIS 55 (4 cab)		2015					
JEANNEAU Sunloft 47 'S' (6 cab)		2020					
JEANNEAU Sunloft 47* 'S' (6 cab)		2020					
BENETEAU Oceanis 51.1 'S' (5 cab)		2018/20					
JEANNEAU 54 'S' (4 cab)	24	2016/17	930	310	465	310	155
JEANNEAU 54 'S' (5 cab)		2016					
JEANNEAU 54 'S' (5 cab)*		2021					
LAGOON 400-S2* (3 cab)		2016					
LAGOON 40 (4 cab)		2018-22					
LAGOON 40 (3 cab)		2021/22					
FONTAINE PAJOT LUCIA 40 (4 cab)		2019					
LAGOON 40 (4 cab)		2022					
LAGOON 40* (3 cab)		2019/20					
LAGOON 40* (4 cab)		2019/20					
FONTAINE PAJOT LUCIA 40* (3 cab)		2020					
FONTAINE PAJOT ISLA 40 - (4 cab)		2022					
FONTAINE PAJOT ISLA 40* - NEW (4 cab)		2023					
BENETEAU SENSE 51 'S' (3+1)		2018					

POINTS TABLE FOR NAVIGARE BASES

TYPE	CATEGORY	BUILT	POINTS EARNED		POINTS REDEEMED		
			HIGH Points	MIDDLE Points	Points per HIGH week	Points per MIDDLE week	Points per LOW week
HANSE 575* 'S' (5 cab) BAVARIA 57* 'S' (5 cab) BALI CATSPACE* NEW EXCESS 11 NEW (4CAB) LAGOON 42 (4 cab) LAGOON 42 - AC (4 cab) LAGOON 42* (3 cab) LAGOON 42* (3 cab) LAGOON 42* (4 cab) LAGOON 42* (4 cab) LAGOON 42*/W (4 cab) FONTAINE PAJOT ASTREA 42 (4 cab) FONTAINE PAJOT ASTREA - 42* (4 cab)	25	2016/17 2018 2022/23 2023 2018/19/20, 2019 2020 2019 2018/19/20 2021/22 2022 2020 2021/22	960	320	480	320	160
BALI 4.2 NEW	27	2022/23	1020	340	510	340	170
LAGOON 450 F 'S' (4 cab) LAGOON 450 F* 'S' (4 cab) LAGOON 450 F* 'S' (4 cab)	29	2018/19 2015 2017/18/19	1080	360	540	360	180
BENETEAU FIRST YACHT 53* 'S' (3 cab)	35	2022	1260	420	630	420	210
FONTAINE PAJOT 45* 'S' (4 cab) FONTAINE PAJOT 45 'S' (4 cab) FONTAINE PAJOT 45 'S' NEW (4 cab) Bali 4.4* NEW	36	2020/21 2020 2022 2022/23	1290	430	645	430	215
LAGOON 46* 'S' (4 cab) LAGOON 46 'S' (4 cab) LAGOON 46*/W 'S' (4 cab) LAGOON 46*/W 'S' NEW (3 cab) BALI 4.6*/W 'S'	37	2020/21/22 2022 2020/2022 2020/22/23 2022/23	1320	440	660	440	220
F. PAJOT SAONA 47* NEW 'S' (5 cab)	40	2022/23	1410	470	705	470	235
LAGOON 50* 'S' (6 cab) LAGOON 50* 'S' (6cab) LAGOON 50* 'S' - NEW (6 cab) AQUILA 48*/W 'S' (4 cab)	42	2018/19/20 2019 2022 2018	1470	490	735	490	245
BALI 4.8*/W 'S' NEW (6 cab) BALI 4.8*/W 'S' NEW (5 cab)	44	2022/23 2022/23	1530	510	765	510	255
FONTAINE PAJOT SABA 50* 'S' (6 cab) JEANNEAU 60* NEW (4CAB) OCEANIS YACHT 62* 'S' (4 cab) JEANNEAU 64* 'S' (5 cab)	55	2019/20 2022 2018/21 2016	1860	620	930	620	310
FONTAINE PAJOT - 51*/W 'S' NEW (6 cab) LAGOON 52* 'S' (6 cab) LAGOON 52* 'S' (5 cab) LAGOON 52 F*/W 'S' (6 cab) LAGOON 52 F*/W 'S' (5 cab)	58	2022 2017/18/19 2017/18 2020 2021	1950	650	975	650	325
Bali 5.4*/W 'S' NEW (6 cab)	64	2022/23	2130	710	1065	710	355

*Air-condition and generator

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

S' Boat only available bareboat with pre-approved skipper license and experience.

* Equipped with air-conditioning, generator.

PEAK SEASON: requires TWICE the number of HIGH points for the last and first week of the year in BVI, USVI, Bahamas and Seychelles.

THE CONCIERGE TEAM: DEDICATED TO SERVE OUR BOAT OWNERS

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

Angela Fustin | Owner Care Manager

Santaja Delić | Owner Concierge and Front Office Manager Croatia
concierge@navigare-yachting.com

Keelin O'Donoghue | Owner Care Manager Americas
concierge-usa@navigare-yachting.com

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 assigned a charter ready date and is entered into the booking system (NauSYS), you will receive a personal login to view the availability and reservations. Once the boat is delivered to the base, you will receive a login to the Service Platform. Each system has a unique login page as follows:

NauSYS - Charter booking & reservation management system - Owner portal

<https://owner.nausys.com/NauSYS-owner/login.xhtml>

NSP - Navigare Service Platform

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

How to book your weeks:

If your boat is already in the fleet, please be sure to check availability of your desired dates first, by logging on to the booking system NauSYS. This will provide you with a view of your yacht's availability; you will not be able to book weeks on this portal. In order to book your weeks, please email your Concierge dedicated person (email address listed above) with requested weeks/dates.

If your boat is not yet published, or if you would like to try other destinations and boats, please send an email with your desires to Concierge e-maill address.

For all requests from the Holiday Program, or regarding already booked weeks, please keep your dedicated Concierge person updated. Should you wish to add extra services, such as skipper, cook, VIP Pack (early check in - available in some of the locations on a limited basis), SUP, provisioning, or something else, 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, or should you require more information please make sure you get in touch.

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. Clients and investors are greeted by Santaja at our largest Navigare base in Seget, Croatia. She looks forward to personally welcoming you during Check-In in the summer season and will happily support you with booking your reservations or follow up until the start of your holiday in Croatia.

NAVIGARE HOLIDAY PROGRAM GENERAL TERMS & CONDITIONS EFFECTIVE FEBRUARY 2023

POINTS & WEEKS

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

2023	Croatia, Greece & Spain	BVI & USVI	Bahamas	Seychelles NEW!
Week numbers				
LOW Season	12-20, 41-44	29-31, 42-46	30-32, 42-46	21-26, 34-39***
MIDDLE Season	21-24, 40	16-28, 47	16-29, 47	16-20, 27-33, 48-50***
HIGH Season	25-39	2-25, 48-51	2-15, 48-51	02-15, 40-47, 51***
PEAK Season	-	52-01	52-01	52-01

*** Charter stop dates TDB, at different season week in duration of 4 weeks

OWNER WEEKS

Standard Package

- Each boat within Navigare Yachting fleet can have maximum 3 HIGH season weeks booked in one calendar year, the owner of the boat has priority.
- Points obtained in one calendar year equal 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 within Navigare Yachting Fleet.
- Points regarding LOW and MIDDLE weeks cannot be used for HIGH or PEAK weeks.
- PEAK weeks require TWICE the number of HIGH season points (last and first week of calendar year).
- When owner is sailing the week on his own yacht, the corresponding points are deducted according to the season the yacht is used.
- 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.
- Points can be used by the owner personally or immediate family members. Weeks on other boats can not be given to friends/third parties.
- Additional points may be purchased towards an upgrade or additional weeks at the rate of at 15 EUR per point.
- Weeks are applicable from Saturday to Saturday fix (Croatia, Greece & Spain), with number of the boats in Spain fix Fri-Fri and Sun-Sun weeks. In BVI, USVI and Bahamas boats can be booked any day in the week depending on availability. For bookings made less than 7 days in Mediterranean, points are applicable for full week (not less), only in Caribbean points can be calculated per days of usage.
- Seasons typically start in Med from March 15 till end of October. In Caribbean charter usually starts with last week in July or first week in August until October 15.
- Calendar seasons can vary in duration of LOW weeks depending on the dates for each calendar year.

Short notice Owner weeks

- Every owner is entitled to up to four Short Notice Owner Weeks within the same category per year.
- An owner can book his or her own yacht with 7 days of the start of the charter. If booking an other yacht in the same category, 6 days' notice is applicable.
- For particular vessels in the fleet, Short Notice Owner Weeks can be subject of limited offer and can be denied from objective reasons.
- Short Notice Owner Weeks can be only used by owner personally (no third parties), and only in the Navigare Yachting bases in Croatia, Greece, Spain, Bahamas, BVI and the USVIs with retention of particular cases/yachts.
- Note: booking in a higher category yacht is possible, but the price difference in regards to the booked period will apply.
- All the rules in regards to the category, destination, mandatory and extra costs also apply.
- Short Notice Owner 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.

Navigare Holiday Program General Terms & Conditions Effective February 2023

THIRDHOME

- THIRDHOME (TH), the premier luxury property and travel club with over 11,000 members worldwide, was opened to Navigare owners in 2021.
- The membership fee of \$2,500 has been waived for our owners and after the first year, annual dues of \$295 will apply to maintain membership.
- 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 within Navigare Yachting Fleet. Additionally, owners, upon joining TH, are granted 5 keys to use at one of the 11,000 TH properties.
- By offering your yacht to TH members, Navigare yacht owners earn additional keys to use to book weeks in TH properties. The number of Keys is determined by the List Price of the yacht for the period divided by 1,500.
- Owners may deposit up to 2 weeks (2 LOW weeks, 2 MIDDLE weeks, or 1 LOW & 1 MIDDLE week) per year on their yacht in the TH exchange platform.
- Deposits of weeks with TH will be permitted once the owner's yacht has arrived in the fleet.
- Weeks deposited with TH are deducted from the owner's points.
- Contact our Owner Concierge to schedule weeks to deposit weeks with TH.

Extended Owner weeks

- Additional weeks beyond the sailing time earned can be purchased as Extended Owner Weeks according to either method below:
 1. By purchasing the missing points at the rate of 15 EUR 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 owner 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 Owner Weeks an investor may book, but these weeks may only be used by the owner personally (no third parties), and are a subject to availability.
- For all booked Extended Owner Weeks (purchased weeks) general charter terms on payment and cancellation are applicable.

CANCELLATION POLICY

Booked weeks

- **The penalty applicable with a cancellation of owner booked weeks depends on the notice given to Navigare by the owner:**
 - 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.
 - 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 owner's yacht, the income from the investor's yacht for that week will be transferred to the other yacht – applying for Variable deals.

MANDATORY COSTS (EXTRAS)

- Navigare Carefree and Surcharge for two/more weeks is required for all Navigare Yachting Destinations (includes damage coverage, welcome package, final cleaning, bed sheets & towels and other - details and cost vary by destination).
- NEW conditions can apply with new edition of Navigare Yachting Price List (prices are subject of change at any point of time).

Navigare Holiday Program General Terms & Conditions Effective February 2023

VAT

- VAT may be charged by country, and is calculated as VAT of each country x half of the list price, at present:
 - Bahamas 10%
 - Greece 12%
 - Croatia 13%
 - Spain 21%
 - Seychelles 15%
- 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 (applicable for all of owner's weeks redeemed with points in a destination different from where the owner's own yacht is located).

OWNER BENEFITS

Recommending Navigare to friends – Owners who recommend Navigare Yachting to friends and third parties can be rewarded with an additional 8,5% commission, when acting as a sub-agent. In cases of Last Minute discounts exceeding maximal discount 15% of the Gross Price, commission can not 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.

Prioritizing Owner's weeks – Our Navigare Yachting boat owners are prioritized in the booking process. However, please note that once the yacht is published (entered into the booking systems), there is less possibility to prioritize owner's weeks when the yacht becomes available for general bookings. It is recommended that owners book their weeks by August 15th for the following season in the Mediterranean to ensure Navigare can prioritize their preferred weeks. In BVI, USVI 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.

Owners Portal - 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 plan your owner weeks. After checking the current status, any owner can immediately ask for an option or booking by contacting the Concierge team by e-mail to concierge@navigare-yachting.com or concierge-usa@navigare-yachting.com.

Long-term options - You may come across options with a longer reservation end date. These are options made for our loyal agents and partners, that are planning bigger flotillas and booking an impressive number of weeks with us. In such a case, it will allow them to not risk having other bookings being made until the release date of the yacht is due. Some yachts in our fleet will have more of this type of long-term bookings, as they might be attractive to our partners for these kinds of bookings. In order to keep a good relationship with our loyal partners and meet our client's preferences, this is a needed action to stay competitive.

HOLIDAY PROGRAM UPDATES

- The Holiday Program is updated once per year. Until the updated annual edition is released, the previous year, or latest edition is applicable.
- The Holiday Program can be updated more than once during a calendar year; when an update occurs during the year, it will be sent out in a Newsletter. Once a new edition is issued, it will replace the previous edition and will be applicable until the next Holiday Program is issued.
- New boats coming into the fleet will be added to the Holiday Program Point Chart and, upon request, can be booked even before being entered in the Point Chart.