



AGAPI

—
BOAT CLUB

Region Stockholm 2023

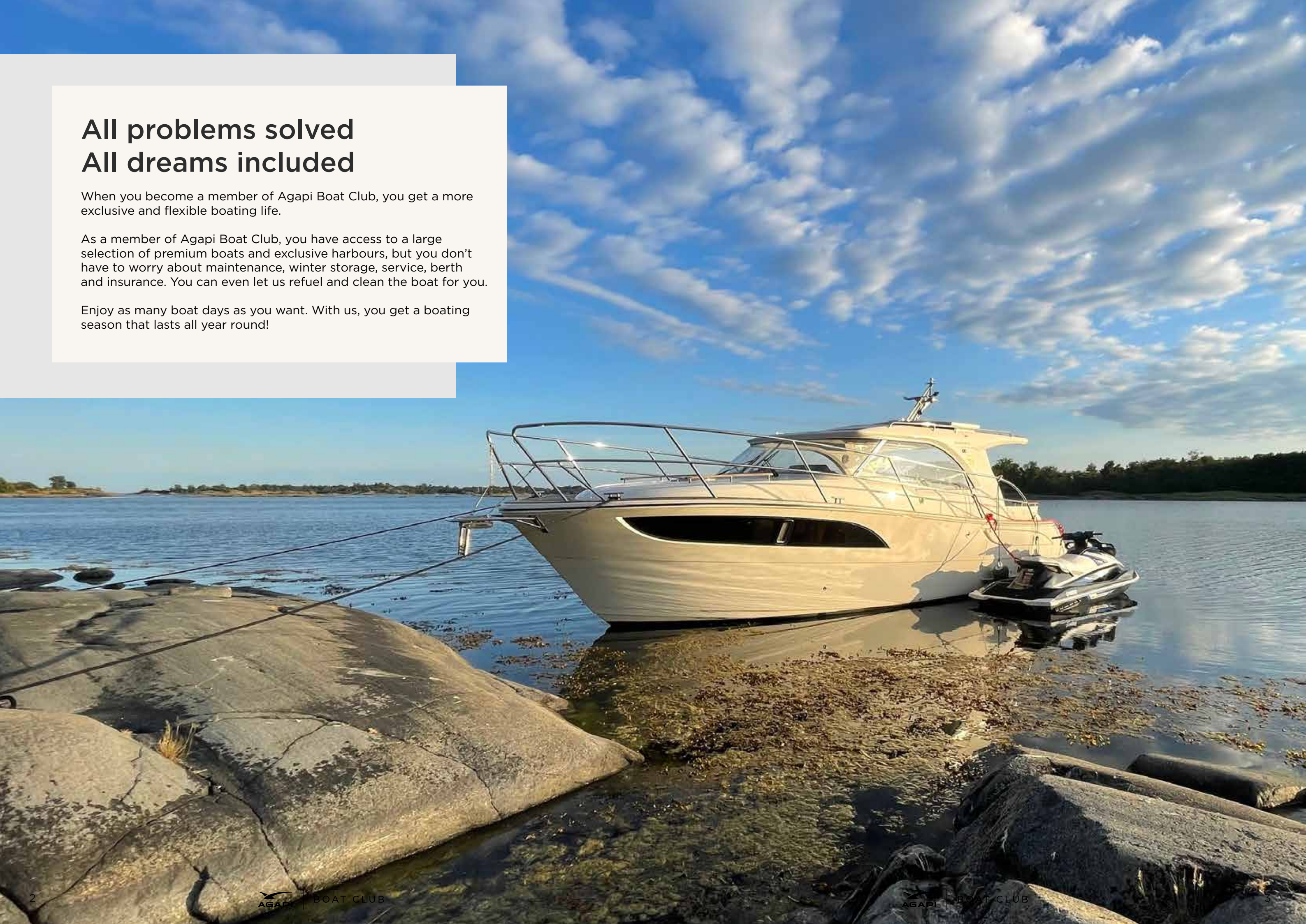


All problems solved All dreams included

When you become a member of Agapi Boat Club, you get a more exclusive and flexible boating life.

As a member of Agapi Boat Club, you have access to a large selection of premium boats and exclusive harbours, but you don't have to worry about maintenance, winter storage, service, berth and insurance. You can even let us refuel and clean the boat for you.

Enjoy as many boat days as you want. With us, you get a boating season that lasts all year round!



Unlimited access to premium
boats from any of our Boat Club
Centres all year round

Boating without borders

Agapi Boat Club opens up a new world of boating without borders. In 2022, we introduced free roaming globally. This gives our members access to extraordinary boats in all our harbours around Mallorca, Menorca and Marbella, as well as in our international centers in Sweden, Finland, Great Britain and Greece.











As a member, you get unmatched access to an unprecedented boating life in a fun and safe way.

Ready to discover new waters with Agapi?









What is Agapi Boat Club

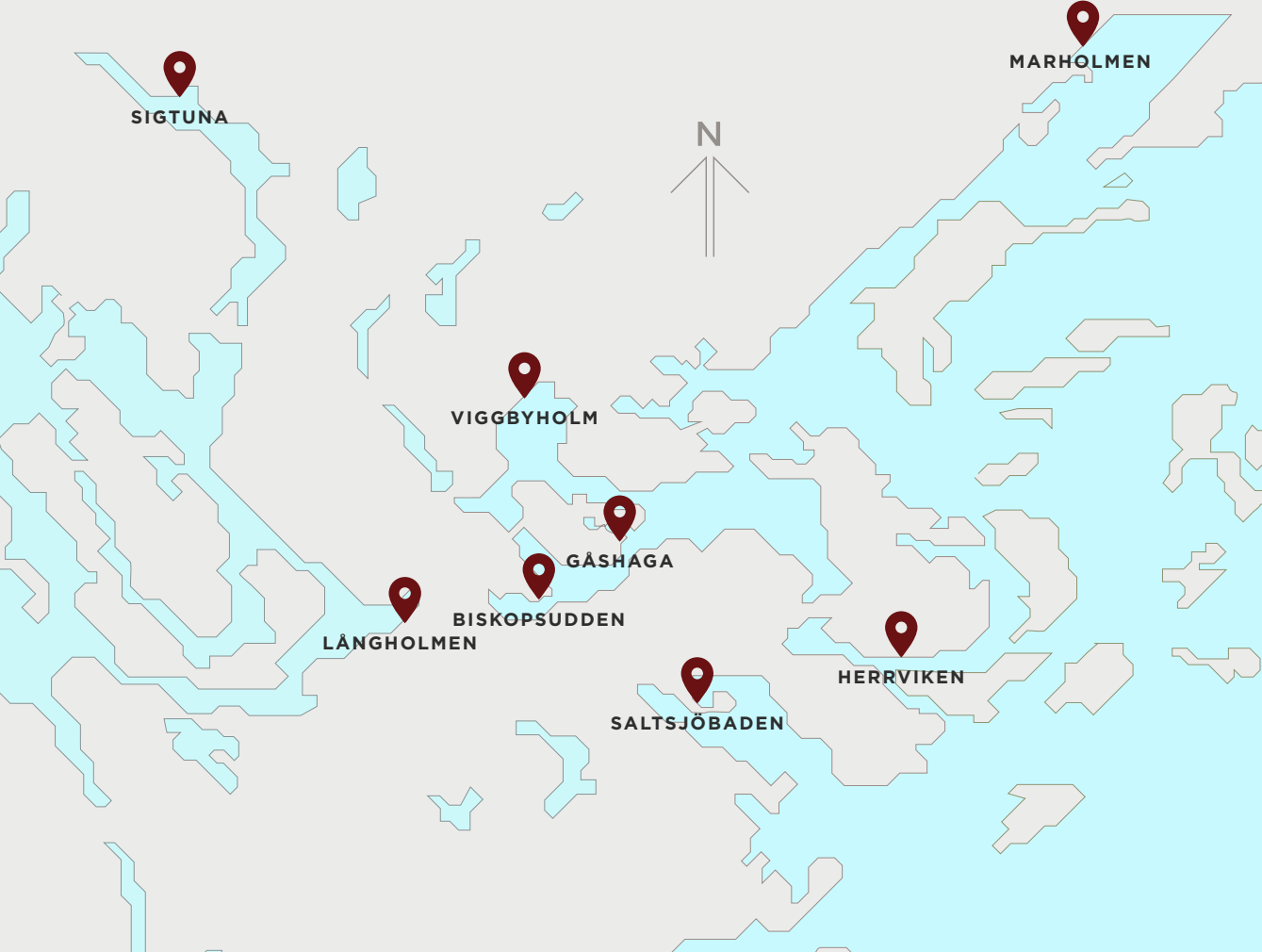
→ INCLUDED IN ALL MEMBERSHIPS

 Unlimited boating	 Premium boats
 Attractive harbours	 Online booking
 Support 24/7	 Hassle-free boating
 Onboarding	 Insurance
 Winter storage	 Agapi Community

→ OPTIONALS

 Cleaning	 Education
 Fuelling	 Catering
 Water sports	 Captain service

Our harbours in Region Stockholm



How do I become a member?

- 1 Choose your membership type**
Choose between a standard Club membership, a Business membership, or a PayGo membership depending on your boating preferences and needs.
- 2 Customize your membership plan**
Start by choosing between our boat categories A,B,C or D based on the boat model and size that you prefer. Lower categories of boats are always included, and you can upgrade your membership plan at any point in time. Then customize your plan choosing between the different levels of services that we offer. If not already included, you can also add any of our optional services such as cleaning, refuelling or water toys to enjoy your favorite sport at sea.
- 3 Book your onboarding**
Onboarding is mandatory and it takes place in two phases. One is a virtual training where you learn all about ‘The Agapi Way’, our routines, our values, the boats and recommendations for a fun and safe boating life. The second is a three-hours training onboard with an experienced Agapi boat instructor where we make sure that you feel comfortable with the selected boat category.

Once you completed all steps you are ready to go boating all year round!



Why a Club membership

Boating should be easy, fun and fill you with joy. A boat club membership is simply the natural choice for modern boaters. Free yourself from maintenance, winter storage, servicing, insurance, cleaning, fueling, paying for a mooring, and financial risks. Instead give yourself only the the best aspects of being at sea, focus on the fun and leave the rest to us. An Agapi Boat Club membership is simply a better, smarter and more sustainable way of boating.

Choose the membership plan that best suits your boating needs and budget. Our Club membership delivers all year-round boating season. Start from your home harbour or from any of our Club Centres across Europe and enjoy as many boating days as you want.

Our versatile fleet of premium boats from 6-14 metres including electrical boats, offers you the possibility to choose the one that best fits your outing. In this way you can also contribute to reduce the environmental impact of each boat trip.

A Club membership is much more than going out with the boat, it is a community of boaters with minds-alike with a deep love and respect for boating. Join our Boat Club and get access to Agapi Academy for accelerated learning, Agapi Routes for easy and safe navigation, and Agapi Events for networking.

Why a Business membership

Is it possible to combine boating with business? Yes it is. Agapi Business Club offers you a network for an active business life.

Invite your customers or take your team to a fantastic experience at sea. Choose the boat that is best suitable for your business venue and be your own Captain or book one through Agapi. We have a strong network of selected partners who can offer you creative meeting places in the perfect marine environment to suit your business needs.

Our Business membership is ideal if you,

- Want to enhance a business opportunity, offer an unforgettable event, value networking, or want to socialize with customers and employees in a marine environment.
- Want to offer a unique benefit to your team members. In addition, as an Agapi Business member you will receive a comprehensive boating education through Agapi Academy.

By subscribing to an Agapi Business membership, your company gets access to our premium fleet in any of our harbours and to our networking activities all year round. We take care of everything around your boating experience, while you can fully focus on creating the right conditions for your business meeting.

Why a PayGo membership

Agapi's PayGo membership plan is designed for members that want to enjoy a boating life based on total freedom. Yet, wanting to secure access to premium boats in attractive harbours when they want to go boating.

As a PayGo member, you only pay a small annual membership fee and then you pay each time that you use the boat. Our PayGo pricing scheme depends on the boat category and the region.

PayGo is ideal for members who,

- Have a busy life and want occasional access to a premium boating service in attractive locations.
- Are not really sure about how much they will use the boat and through this membership can enjoy a cost-effective trial period.

If you think that you will use the boat more than seven times per year, based on our calculations it is more cost-effective to subscribe to our standard Club membership than to a PayGo one.

A safe and smart way to test Agapi Boat Club

Should you realize that you actually want to go boating more often, you can easily upgrade to one of our regular Club memberships at any point in time. In this case, Agapi will deduct all payments done during your PayGo period.



Price list Club memberships

All prices are quoted in SEK including VAT. Prices are subject to change. For the latest price list please visit www.agapiboatclub.com.

Once you select your boat category, you will have access to the boats in smaller categories.

BOAT CATEGORIES			
	BRONZE	SILVER	GOLD
Boats Category A	40 000	48 000	N/A
Boats Category B	65 000	75 000	90 000
Boats Category C	N/A	125 000	145 000
Boats Category D			
Candela C8	N/A	165 000	185 000
Marex 310	N/A	175 000	200 000
CUSTOMIZE YOUR PLAN BASED ON YOUR NEEDS			

	BRONZE	SILVER	GOLD
Spontaneous booking	Included	Included	Included
Planned days	1	2	3
Extra day	Optional	1	1
Global boating roaming*	Price list**	Included	Included
Water toys I***	Optional	Included	Included
Water toys II****	Optional	Optional	Included
Cleaning	Optional	Optional	Included
Fuelling	Optional	Optional	Included
Mandatory onboarding	At cost	At cost	Included

* Gives you access to go boating from all our harbours worldwide, included in Silver and Gold memberships.

** Pricing based on boat model and region.

*** Water skis, wakeboard and ring.

**** Jetski and E-Surfboard.

How do I book my boat trips?

All memberships include an unlimited number of bookings that can be done in various ways:

SPONTANEOUS BOOKING

All memberships include an unlimited number of so-called spontaneous bookings. These are 1-24 hour bookings that you can make within 24 hours of departure if there are boats available. In practice, this gives you the opportunity to go boating every day all year round.

PLANNED DAY

Can be booked in advance to secure a specific boat model, date or harbour. This type of booking can be re-used once the trip is completed (or canceled) and thus your Planned day becomes available for re-booking. The number of Planned days included depends on the membership level.

EXTRA DAY

Extra days can be used to book longer periods, such as an entire week or to book several specific dates. It is important to note that when an Extra day has been used, it is considered consumed and cannot be re-used. The price for an Extra day depends on the boat model, season and region.



OPTIONALS				
	CATEGORY A	CATEGORY B	CATEGORY C	CATEGORY D
Planned day	5 000	10 000	15 000	20 000
Extra day	2 000	4 000	6 000	8 000
Excess reduction*	3 000	4 000	5 000	6 000
Water toys I	3 000	3 000	3 000	3 000
Water toys II	10 000	10 000	10 000	10 000
Cleaning*	3 000	5 000	5 000	5 000
Fuelling	5 000	5 000	5 000	5 000
Extra member in family	8 000	18 000	25 000	35 000
ONBOARDING AND EDUCATION				
Mandatory onboarding of new member with an experienced Agapi instructor				4 900
Personal training (PT) 3-hours session				3 750

* More information on this optional service under "Definitions" on page 27.

Price list Business memberships

All prices are quoted in i SEK excluding VAT. Prices are subject to change. For the latest price list please visit www.agapiboatclub.com.

	BUSINESS	BUSINESS STANDARD	BUSINESS PREMIUM
PRICE	100 000	150 000	225 000
Boat category	A, B	A, B, C + Candela*	A, B, C, D
Number of Planned days	4	4	4
Number of members included	1	1	1
Price per extra member**	35 000	75 000	100 000
Excess reduction	Included	Included	Included
Business Concierge support***	N/A	N/A	Included
Mandatory onboarding	Included	Included	Included
Price Captain service	At cost	At cost	Included
Number guests per event	2	2	5

* Candela C8: SEK 35.000 / Captain.
** Please ask for an offer if you would like to add more than one member.
*** Support with boat bookings, check-in and out procedures.

Benefits with Agapi Business membership

- Access to premium boats all year round.
- A boat for every need, choose boat based on your business venue.
- Networking events 3-4 times / year.
- Access to Captain service.
- Access to Agapi Boat Club's partner network.
- You focus on your business opportunity, we take care of everything around the boat.
- Personal service when booking a boat and when checking-in/out.



Price list PayGo memberships

All prices are quoted in SEK including VAT. Prices are subject to change. For the latest price list please visit www.agapiboatclub.com.

Once you become a PayGo member, you can book a boat and the prices per boat trip that applies per category and region are described below. Prices per boat trip include a 24h booking. During off-season a 40% discount applies.

PAYGO MEMBERSHIP ANNUAL FEE				
	CATEGORY A	CATEGORY B	CATEGORY C	CATEGORY D
	5 000	10 000	15 000	20 000
PRICE PER BOAT TRIP				
	SWEDEN	FINLAND	SPAIN, GREECE	UK
BOAT CATEGORY A	4 000	4 000	5 500	6 300
Special offer only Saxdor 200 and Husky R6	3 000	N/A	N/A	N/A
BOAT CATEGORY B	8 000	8 000	9 000	10 000
BOAT CATEGORY C	12 000	12 000	14 000	15 000
BOAT CATEGORY D	16 000	N/A	22 000 *	N/A

* Please check with Agapi local staff for boat type and availability of Category D boats.

This is how it works

- 1

Requirements and onboarding
Even though PayGo could be compared to a high-end rental service, it is also part of the Agapi Boat Club memberships and thus it follows the same requirements and culture. PayGo members must also take the onboarding training and understand the routines and procedures. The mandatory onboarding has a one-time fee of 4,900 SEK and includes a digital training, three hours at sea with an Agapi instructor and one hour introduction of our booking systems and routines.
- 2

Routines and procedures
All routines for PayGo members are based on “The Agapi Way” which is our contractually binding set of rules and processes that must be well known and followed by every member of Agapi Boat Club.
- 3

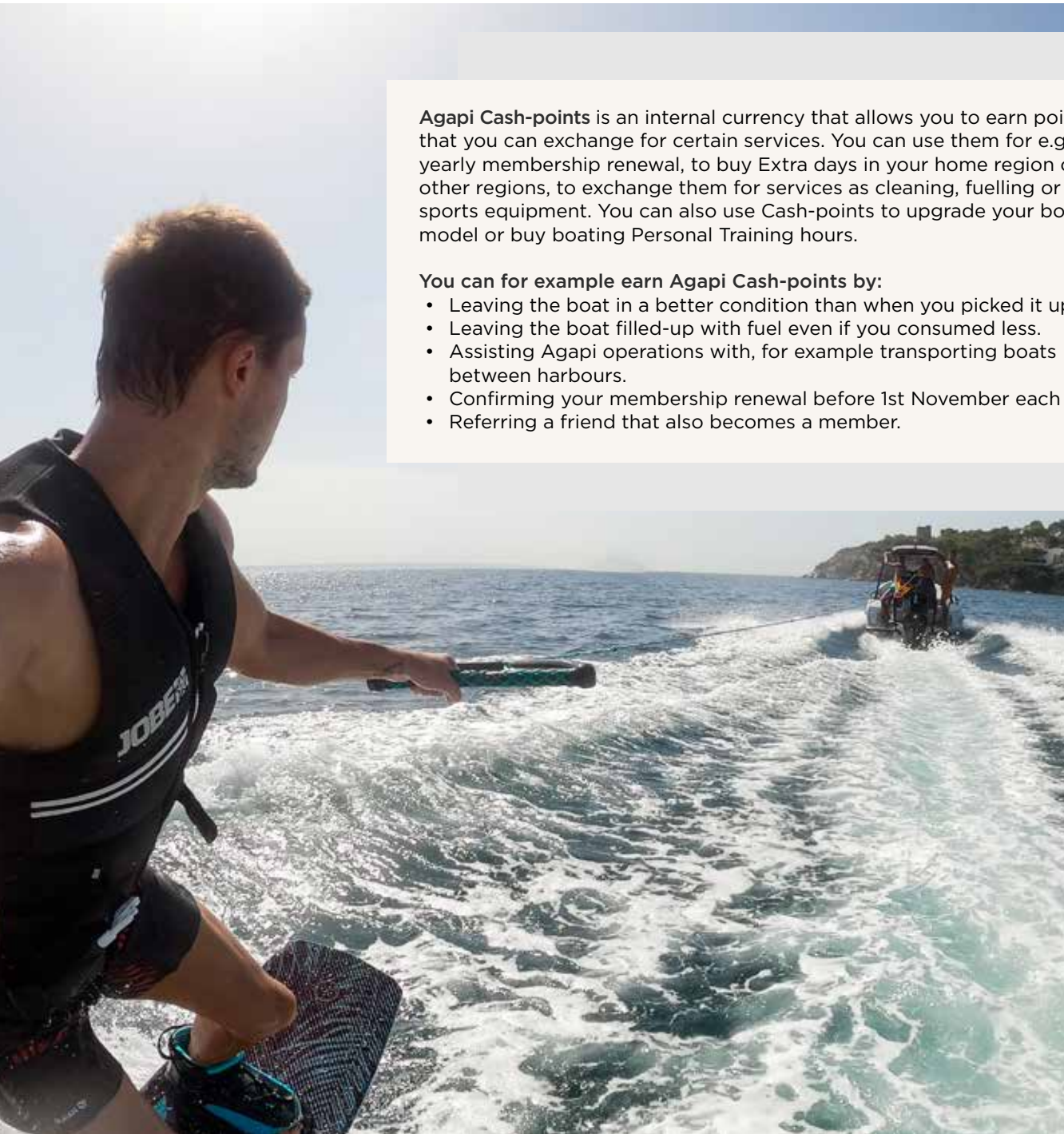
Agapi Cash-points
As a member you get a 10% discount if you buy Agapi Cash-points (1 Cash-point = 10 cents) of a value of 30.000 or more (3.000 EUR). These Cash-points can be used for payment in all our regions and if not used during a year, the Cash-points roll over to the next season. This is the most convenient way to use PayGo to avoid payments for each separate time.

PayGo package offering

During 2023, Agapi offers a campaign with a pre-defined package for boat Categories A, B and C where the following is included:

- The PayGo membership annual fee is included.
- The onboarding fee (4,900 SEK) is also included.
- The package price includes everything to get started and the awarded Cash-points can be transferred to the following calendar year.
- It is possible to buy more Cash-points if needed.

PACKAGE PRICE		
	PRICE SEK	CASH-POINTS AWARD
BOAT CATEGORY A	30 000	30 000
BOAT CATEGORY B	45 000	45 000
BOAT CATEGORY C	60 000	60 000



Agapi Cash-points is an internal currency that allows you to earn points that you can exchange for certain services. You can use them for e.g., your yearly membership renewal, to buy Extra days in your home region or other regions, to exchange them for services as cleaning, fuelling or water sports equipment. You can also use Cash-points to upgrade your boat model or buy boating Personal Training hours.

- You can for example earn Agapi Cash-points by:
- Leaving the boat in a better condition than when you picked it up.
 - Leaving the boat filled-up with fuel even if you consumed less.
 - Assisting Agapi operations with, for example transporting boats between harbours.
 - Confirming your membership renewal before 1st November each year.
 - Referring a friend that also becomes a member.

Our boats - Category A

HUSKY R6/R7



OCKELBO B21



ANYTEC 21



RAND 23 - ELECTRICAL BOAT



SAXDOR 200



FINNMASTER T6



Our boats - Category B

AXOPAR 28 CABIN



FINNMASTER T7



AGAPI 800



ANYTEC 27 OPEN



QUARKEN 27 OPEN





Our boats - Category C

FINNMASTER T8



AGAPI 950



ANYTEC 27 CABIN



SAXDOR 320 GTC



FINNMASTER T9



Our boats - Category D



MAREX 310



CANDELA C8 - ELECTRICAL BOAT



Definitions

Boats

The boats are divided into four categories A, B, C and D. Once you selected your boat category, you always have access to the boats in smaller categories. If you choose category C, for example, you will also have access to the boats in category A and B.

Harbour

In this brochure you can find a map with all the harbours in Region Stockholm. Among those, choose the home harbour where you are based and where you will primarily start most of your boat trips from.

Onboarding

Onboarding is mandatory and includes 3 hours at sea with an Agapi instructor as well as 1 hour introduction of our booking systems and routines. You will also get access to our online training where you learn all about our values, routines and how the boats in your membership work.

Booking

All memberships include an unlimited number of bookings that can be done in various ways:

Spontaneous booking - All memberships include an unlimited number of so-called spontaneous bookings. These are 1-24 hour bookings that you can make within 24 hours of departure if there are boats available. In practice, this gives you the opportunity to go boating every day all year round.

Planned day - Can be booked in advance to secure access to a specific date, harbour or boat model. This type of booking can be re-used once the trip is completed (or canceled) and thus your Planned day becomes available for re-booking again. The number of Planned days included depends on the membership level.

Extra day - Extra days can be used to book longer periods, such as an entire week or to book several specific dates. It is important to note that when an Extra day has been used, it is considered consumed and cannot be re-used. The price for an Extra day depends on the boat model, season and region.

Weekdays only

For members who only want to go boating during Monday-Friday, you can choose a membership at a reduced cost with 25% deduction

Number of Captains per membership

You can always add more Captains to your membership who can book and go out with a boat on their own. To qualify as a Captain in Agapi Boat Club, the person must be 18+ years old, be registered on the same address and have undergone our onboarding. If you are interested in our Corporate memberships with multiple captains, please contact your local office for more information.

Late check-out

A full Agapi boat day consists of 24 hours from 10:00 am to 10:00 am the following day. However, you can always request a late check-out of up to 2 hours if you need to extend your booking. A late check-out must be approved by Agapi staff and provided the boat is available for the requested times.

Fuelling

The boat must always be returned with at least 60% of its fuel level. If the "Refuelling" service is included in your membership, you can return the boat at a lower level, and the service team will refuel it for you. When you become a member you start off by topping your digital fuel account with 100 liters via debit / credit card.

Cleaning

If cleaning has not been ordered or is not included in your membership, at check-out each member is responsible for ensuring that the boat is left in good condition for the next member. Always make shore to wash the boat with fresh water at check out. If ordered or included in your membership plan, cleaning service includes general tidying, washing boat from salt or pollen, taking off or putting on covers, connecting shore power. It does not include safe mooring, locking and putting back key in key box, or leaving the boat in a negligent condition.

Water sports equipment

Agapi Boat Club has a varied range of water sports equipment which is divided into Water sports 1, including i.e. water skis, wakeboard, ring, paddle board, and Water sports 2, including i.e. jet ski and electric surfboard.

Agapi Academy

Through Agapi Academy, you can book extra training on our boats with an experienced instructor (Boat PT). If you want to get a boating license or a coastguard certificate, we can arrange it through our partner network.

Engine hours

All memberships include 50 hours of engine usage. This is more than enough for most members considering that the normal usage for a private boat is approximately 20 hours (at Agapi Boat Club 25 hours). If the member reaches the 50 hours, a supplement is applied for an additional 10-hour engine interval (500€). There are no restrictions on extra intervals of engine hours in the membership. On the other hand, we have a user guarantee for low usage. If the member has used the boat less than 5 days during its membership year, we offer a 25% discount on your next renewal fee.

Insurance

All boats are insured by Agapi with an insurance excess 40,000 SEK per incident. This insurance excess can be reduced by an additional yearly fee of:

Boat category A: 3 000 SEK
Boat category B: 4 000 SEK
Boat category C: 5 000 SEK
Boat category D: 6 000 SEK

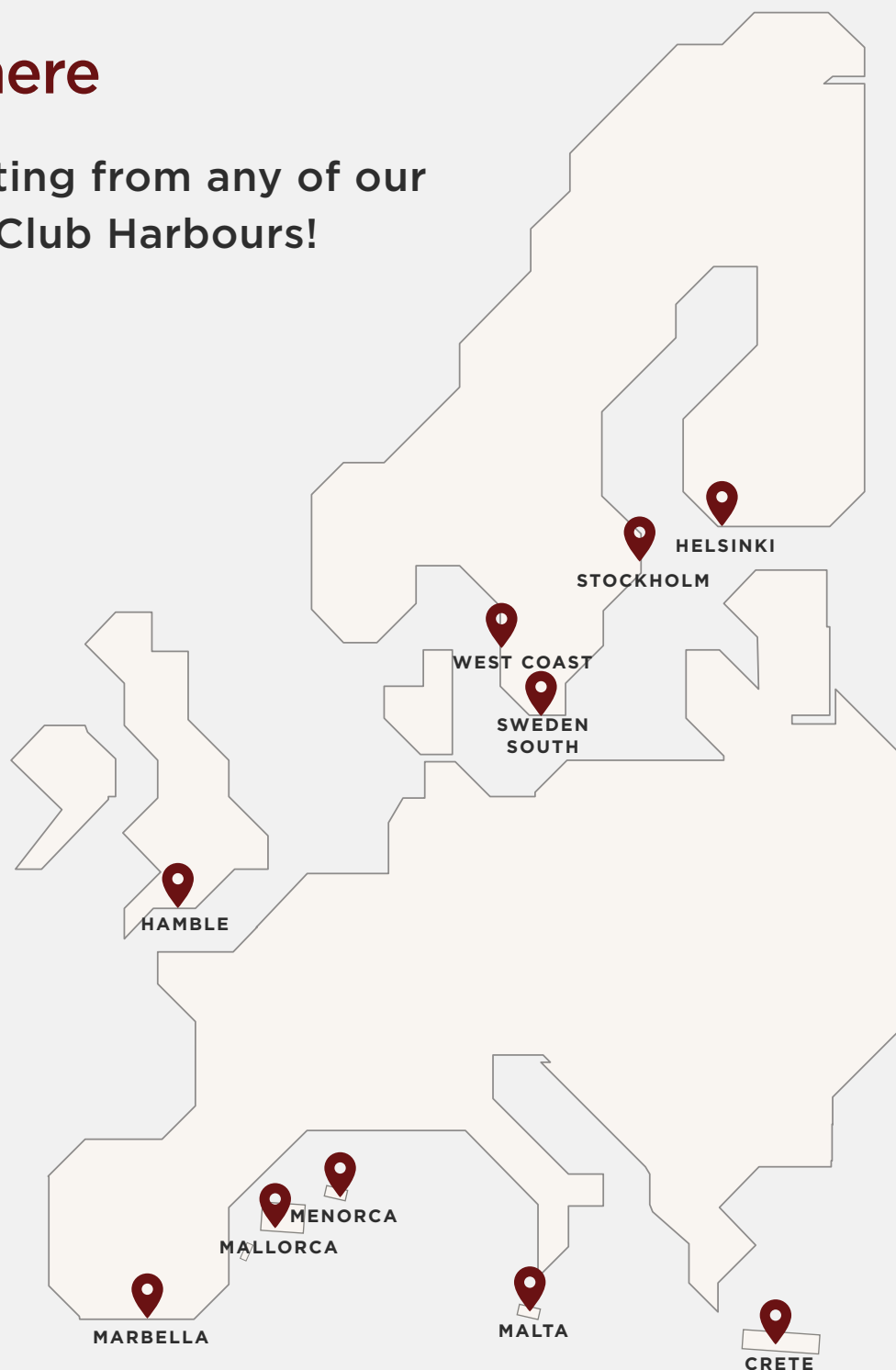
This option will reduce the excess to 9,000 SEK if you have a Power boat level 2 license and to 5,000 SEK if you have a Day skipper motor license or higher.

Business memberships or Investing in a Club boat

Agapi Boat Club offers companies to sign up for membership, please contact your local office for more information on this. You can also invest in one of our Club boats or activate your own boat in our fleet. This allows you to combine all the benefits of having your own boat with the advantages the Club offers and a hassle-free boating life.

Find us here

And go boating from any of our
Agapi Boat Club Harbours!



BOAT CLUB

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