

# Price list Region Malta 2023



HEWERSBOATS CLUB



BOAT CLUB





## Welcome to Malta

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!









# 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, events, AWs

## → OPTIONALS

 Cleaning service	 Education
 Fuelling	 Captain service
 Water sports	 Catering

## 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 one 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!

## Sustainability at heart

To transform boating into a more sustainable industry long term is one of Agapi's core missions, and we do this by looking at the entire ecosystem, starting from the modern boater, boat manufacturers, the marinas and the environment.

Consumers are increasingly attracted by companies that put sustainability high on their agendas and the new generations demand to work for environmentally and socially responsible companies.

By combining our sharing concept for premium boating with the electrification of our fleet, we are both driving the disruption and accelerating a sustainable business model in the boat market.



## 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, fuelling, 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 eight 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 EUR including VAT. Prices are subject to change. For the latest price list please visit [www.agapiboatclub.com](http://www.agapiboatclub.com).

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

BOAT CATEGORIES			
	SILVER	GOLD	PLATINUM
Boats Category B	10 000	12 500	15 000

MEMBERSHIP PLAN			
	SILVER	GOLD	PLATINUM
Spontaneous days	Included	Included	Included
Planned days	2	3	3
Global boating roaming <sup>1</sup>	Included	Included	Included
Cleaning service	Included	Included	Included
Fuelling service	Included	Included	Included
Water toys I <sup>2</sup>	Optional	Included	Included
Water toys II <sup>3</sup>	Optional	Optional	Included
Skipper service <sup>4</sup>	Optional	Optional	Included
Extra Captain in family <sup>5</sup>	Optional	1	1

<sup>1</sup> Gives you access to go boating from all our harbours worldwide, included in Silver and Gold memberships (limitations and conditions may apply).  
<sup>2</sup> Inflatable stand-up paddle board, inflatable bathing platform.  
<sup>3</sup> Jetski, iAqua underwater scooter, electric surfboard.  
<sup>4</sup> A maximum of two Skipper service usage are included (as per availability).  
<sup>5</sup> Extra Skippers must be a family member living in the same household, no roaming for extra Skipper, 1 Planned Day only; this preferred option ends when living in the same household is no longer the case.

## 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	
BOATS CATEGORY B	
Additional reusable Planned day (yearly)	1 500
Single use Extra day (May-Sept)	500
Single use Extra day (Oct-April)	400
Water toys I	800
Water toys II	3 000
Extra Captain family	1 800
Skipper service / day	250

ONBOARDING AND EDUCATION	
BOATS CATEGORY B	
Onboarding new member	Included
New boat model onboarding	200
New boat category onboarding	320
Personal training (PT)	150 / hour



# Price list Business memberships

All prices are quoted in EUR excluding VAT. Prices are subject to change. For the latest price list please visit [www.agapiboatclub.com](http://www.agapiboatclub.com).

PRICE BOATS CATEGORY B	11 900	15 000
Number of members included <sup>1</sup>	1	3
Number of Planned days	3	3
Price per extra member <sup>2</sup>	3 500	3 500
Excess reduction	Included	Included
Business concierge support <sup>3</sup>	N/A	N/A
Mandatory onboarding	Included	Included
Skipper service <sup>4</sup>	Included	Included
Number guests per networking event	2	2

<sup>1</sup> Must be from the same company and a maximum of 5 members are allowed in the same Business membership.  
<sup>2</sup> Please ask for an offer if you would like to add more members.  
<sup>3</sup> Support with boat bookings, check-in and out procedures.  
<sup>4</sup> A maximum of two Skipper service usage are included (as per availability). Additional at a cost of 250€.

## 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 EUR including VAT. Prices are subject to change. For the latest price list please visit [www.agapiboatclub.com](http://www.agapiboatclub.com).

PAYGO MEMBERSHIP	
BOATS CATEGORY B	
Annual fee	1 000
Price per boat trip	900
Onboarding	1 000

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.

→ THIS IS HOW PAYGO WORKS

1

**Onboarding**  
Even though PayGo could be perceived as a high-end renting service, it is a part of the Agapi Boat Club routines and culture. The Agapi Way requires that all members are onboarded and understand our values. The mandatory onboarding has a one-time fee of 1.000 EUR 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”. The Agapi Way is the contractually binding set of rules and processes that must be well known, and followed, by every member of Agapi Boat Club.





## Our boats - Category B

XO DSCVR T-Top 27 - Black edition



XO DSCVR T-Top 27 - White edition





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

## Discover new waters

One of the best aspects of being a member is exploring new, exciting and exotic waters! Agapi opens up a new world of boating roaming through our growing network of harbours. As a member, you get unmatched access to an unprecedented boating life in a fun and safe way. Choose to go boating from any of our centres in Mallorca, Menorca, Marbella, Greece, Sweden, Finland, Great Britain and counting.

Ready to discover new waters with Agapi Boat Club?







# 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.

## Onboarding

Onboarding is mandatory and includes at least 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.

## 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.

## 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/s become 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.

## Monday-Friday memberships

We offer memberships plans from Monday to Friday. This is a perfect membership for people who only want to go out on weekdays. A price deduction of 25% will be made on the chosen membership.

## 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 have a nautical license, 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.

## 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.

## 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 Agapi team will refuel it for you. As a new member you start off by topping your digital fuel account with 100 liters via debit/credit card.

## Insurance excess partial waiver

The applicable insurance excess is as follows:

1. Accidental damage to the Club Boat
  - Own damage (Hull) including machinery/inboard/outboard: 1% of sum Insured/boat value, with a minimum of € 500.
  - Outboard motor of tender, navigational, electronic and other equipment: 1% of sum Insured/equipment value, with a minimum of € 500.
  - Personal Items: Nil.
2. Liability to others
  - Third Party Bodily Injury: Nil.
  - Third Party Property Damage: € 500.

The insurance excess can be reduced by purchasing the Excess Partial Waiver. The table below sets out the applicable insurance excess and excess partial waiver charges. In the event of a serious incident, an Agapi representative will contact you to compile a report. The below table is inclusive of hull and propeller damage cover.

BOAT	PARTIAL EXCESS WAIVER FEE	EXCESS WITH WAIVER
Category B	EUR 500	EUR 400

Please note that the reduction does not apply to incidents considered gross negligence, e.g. mis-fuelling a boat, boating under the influence of alcohol or drugs, etc.. Incidents resulted from gross negligence result in the application of the normal excess fee.

## 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. electric surfboard and SeaBob. Please consult with your local Agapi Boat Club Centre what equipment is available.

## 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 (500-1000€). 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.

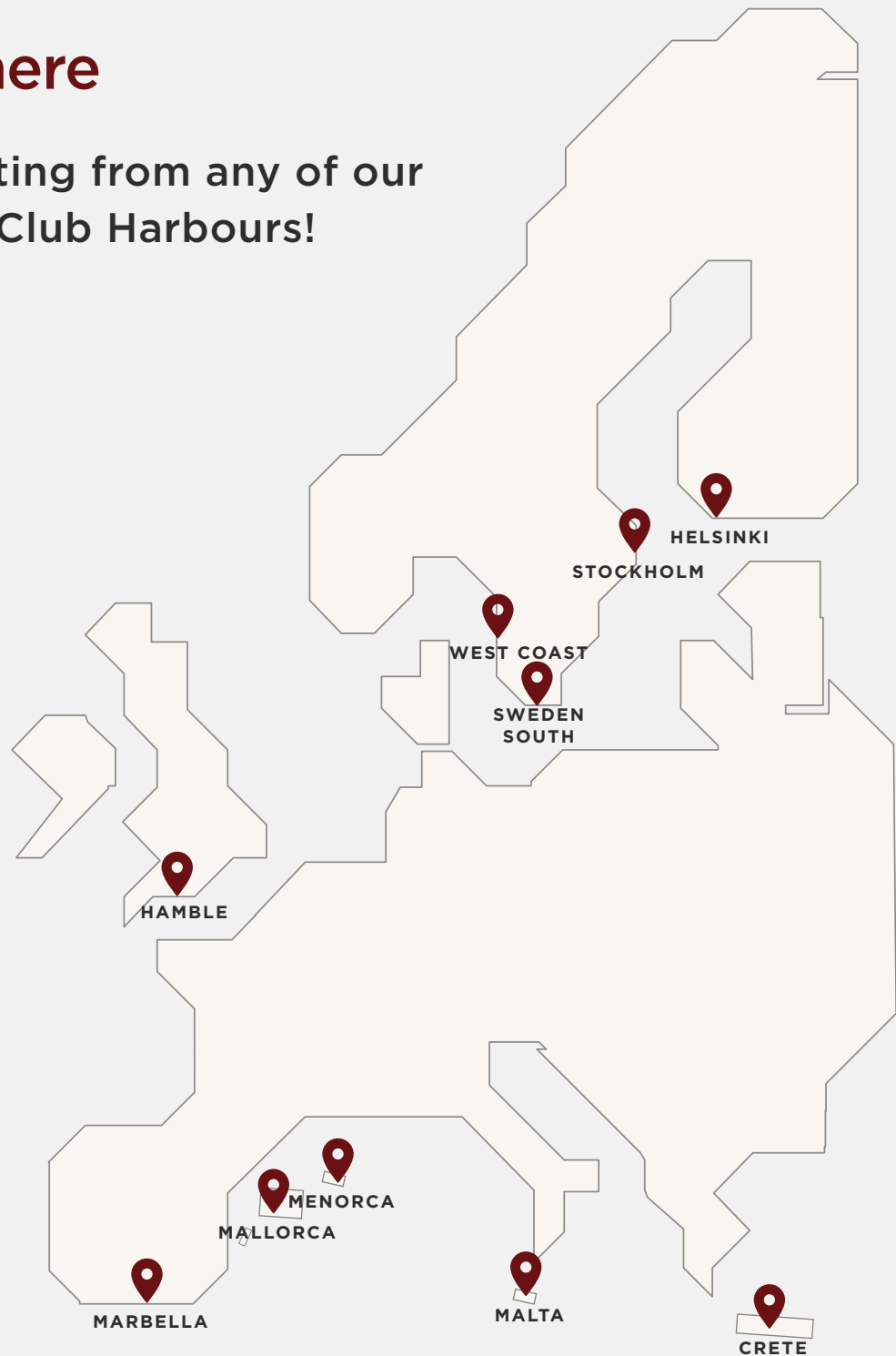
## Business memberships or Investing in a Club boat

Agapi 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



[agapiboatclub.com](http://agapiboatclub.com)

## Contact

General Manager  
Sylvana Zammit Demicoli  
[Sylvana.ZammitDemicoli@mandaris.com](mailto:Sylvana.ZammitDemicoli@mandaris.com)  
Tel: +356 2779 1940  
[info.malta@agapiboatclub.com](mailto:info.malta@agapiboatclub.com)

Address: Forni Complex 1E  
Level 2, Pinto Wharf  
Valletta Waterfront  
Floriana  
FRN 1913, Malta