



# Price list Region Ibiza 2023



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BOAT CLUB



A large, rugged rock formation, likely Punta Galera, dominates the left side of the image. It is a steep, craggy cliff with a reddish-brown hue, possibly from the setting or rising sun. The rock face is textured with various crevices and ledges. To the right of the main formation, there is a smaller, more isolated rock outcrop. The sea is a deep blue, with some small whitecaps visible. The sky is a mix of light blue and soft pink/orange, indicating a sunset or sunrise. The overall scene is serene and majestic.

# Welcome to Ibiza

Agapi Boat Club Ibiza is your gateway to the breathtaking boating paradise of Ibiza and Formentera. With its stunning beaches, crystal-clear turquoise waters, and endless opportunities for daily trips, Ibiza and Formentera are dream destinations for boaters and ocean lovers.

Currently we operate from two bases on the island Ibiza - Marina Santa Eulalia and Es Nautic San Antoni - that are strategically located on both sides of the island to give you easy access to all of the must-see areas. From the most popular beaches to the hidden gems known only to the seasoned boater.

Whether you want to take part of the vibrant life around Ses Illetes in Formentera or escape to a peaceful, secluded cove, our boats are ready to take you there at any time. And with our local team always ready to help you navigate in the right direction, you can rest assured that you won't miss a thing.











At Agapi Boat Club Ibiza, we believe that boating should be all about freedom and flexibility. That's why we offer all-inclusive, hassle-free membership plans that let you enjoy the benefits of boat ownership without the burden of maintenance and management that comes with traditional ownership.

So what are you waiting for? Come and experience the beauty of the waters of Ibiza and Formentera from the sea with Agapi Boat Club Ibiza and start to make your boating dreams a reality!









# 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.

PRICE ANNUAL FEE				
	PAYGO	BRONZE	SILVER	GOLD
Boats Category C	1 500 plus 1 400 per use	12 000	15 000	17 000
MEMBERSHIP PLAN				
	PAYGO	BRONZE	SILVER	GOLD
Spontaneous days	Included	Included	Included	Included
Planned days	1	1	2	3
Global boating roaming <sup>1</sup>	N/A	N/A	Included	Included
Cleaning service	Optional	Optional	Optional	Included
Fuelling service	Optional	Optional	Optional	Included
Water toys I <sup>2</sup>	Included	Included	Included	Included
Water toys II <sup>3</sup>	Optional	Optional	Optional	Optional
Skipper service <sup>4</sup>	Optional	Optional	Optional	Optional
Extra Captain in family <sup>5</sup>	N/A	Optional	Optional	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 are available upon request.  
<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 C	
Additional reusable Planned day (yearly)	2 000
Single use Extra day (May-Sept)	700
Single use Extra day (Oct-April)	500
Water toys II	Upon request
Extra Captain family	1 800
Skipper service / day	250

ONBOARDING AND EDUCATION	
BOATS CATEGORY C	
Onboarding new member <sup>1</sup>	450
New boat model onboarding	200
New boat category onboarding	320
Personal training (PT)	150 / hour

<sup>1</sup> Up to 3 hours at sea and 1 hour theory.



# 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).

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	
BOATS CATEGORY C	
Annual fee	1 500
Price per boat trip	1 400

## PayGo package offering

PACKAGE PRICE		
	PRICE EUR	CASH-POINTS AWARD
BOAT CATEGORY A	3 000	30 000
BOAT CATEGORY B	4 500	45 000
BOAT CATEGORY C	6 000	60 000

- During 2023 we offer pre-defined packages where the following is included:
- The PayGo membership annual fee and mandatory onboarding fee are 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.

### → 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 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.
- 3

**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 3.000 EUR or more. 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.

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.





# Price list Business memberships

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

	BUSINESS	BUSINESS STANDARD	BUSINESS PREMIUM
PRICE	11 900	16 900	34 900
Boat category	B	B and C	B, C and D
Number of Planned days	3	3	3
Number of members included	1	1	1
Price per extra member*	3 500	5 000	10 000
Excess reduction	Included	Included	Included
Business concierge support**	N/A	N/A	Included
Mandatory onboarding	Included	Included	Included
Price Captain service	250	250	Included
Number guests per networking event	2	2	5

\* Please ask for an offer if you would like to add more members.

\*\* 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.



## EXAMPLE MALTA BUSINESS PRICING

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





## Our boats - Category C

SAXDOR 320



SAXDOR 320





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

## Boating without borders

Agapi Boat Club offers an unparalleled boating experience without boundaries. With Agapi, your annual membership fee unlocks a world of possibilities, granting you access to a remarkable fleet of boats in stunning locations such as Ibiza, Mallorca, Menorca, and Marbella, as well as our centres in Sweden, Finland, the UK, Malta, and Greece. We continually expand our network of harbors, ensuring new destinations await your arrival.

As a member, you'll enjoy access to an extraordinary boating lifestyle, characterized by both excitement and safety.

Are you ready to embark on an unforgettable journey across uncharted waters with Agapi?







# Definitions

## Boats

The Agapi Boat Club Ibiza offers boats of Category C and intends to add additional categories in the future.

## Onboarding

Onboarding is mandatory and includes at least 3 hours at sea with an Agapi Boat Club 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 The Agapi Academy, you can book extra training on our boats with an experienced instructor (Boat PT). If you want to get a boating license, 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

The boats are regularly cleaned by Agapi Boat Club's staff to ensure the boats keep a high standard of cleanliness and to keep them free from, i.e. salt, pollen, dust, and algae. At check-out, each member is responsible for ensuring that they leave the boat in good condition for the next member and for spontaneous bookings. Always make sure to wash the boat with fresh water at check out, unless included in your membership. Members must always remove all personal items as well as garbage upon check-out.

## Fuelling

In most bases the boat must always be returned with at least 60% of its fuel level. If the "Refueling" service is included in your membership, you can return the boat with

a lower fuel 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. Your fuel account must show a credit of at least 50 liters to be able to book a boat.

## Insurance

All boats are insured by Agapi Boat Club with an insurance excess that depends on the insured value of the boat, per event. This insurance excess can be reduced by paying an additional yearly fee of 500 € for boats in Category C. This option will reduce the excess to 900 EUR.

## Water sports equipment

Agapi Boat Club has a varied range of water sports equipment which is divided into Water Toys 1, typically inflatable water toys, and Water Toys 2, typically motorized water toys. Water Toys 1 are included in all memberships, and Water Toys 2 are available through a cooperation our specialized partner. All Water Toys are booked via our using the 'Special Request' field in the Agapi Boat Club App.

## 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 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

Is it possible to combine boating with business? Yes, it is. Agapi Boat Club Business Membership offers you a network for an active business life! Invite your customers to fantastic marine experiences. Choose the boat that is best suitable for your business venue and be the Skipper yourself or book one through Agapi Boat Club. We have a strong network of selected partners who can offer you creative meeting places in the perfect marine environment to suit your needs.

Agapi Boat Club Business Membership is a membership for people who want to offer their key personnel a benefit, value networking, want to create more business and socialize with existing and potential customers and employees in a marine environment. By subscribing to an Agapi Business membership, your company gets access to our premium boats and all our services, in all our harbors and networking activities all year round. In addition, Business members receive a comprehensive boating education through The Agapi Academy. Further, you can have up to three included skippers included in your membership which gives them also access to Agapi Business benefits. The annual fee for Business Memberships is twice the amount of an individual membership. We take care of all the hassle around the boats while you focus on creating the right conditions for your meetings. Companies that intend to sign up for membership with Agapi Boat Club, are asked to contact their local office for more information on this..

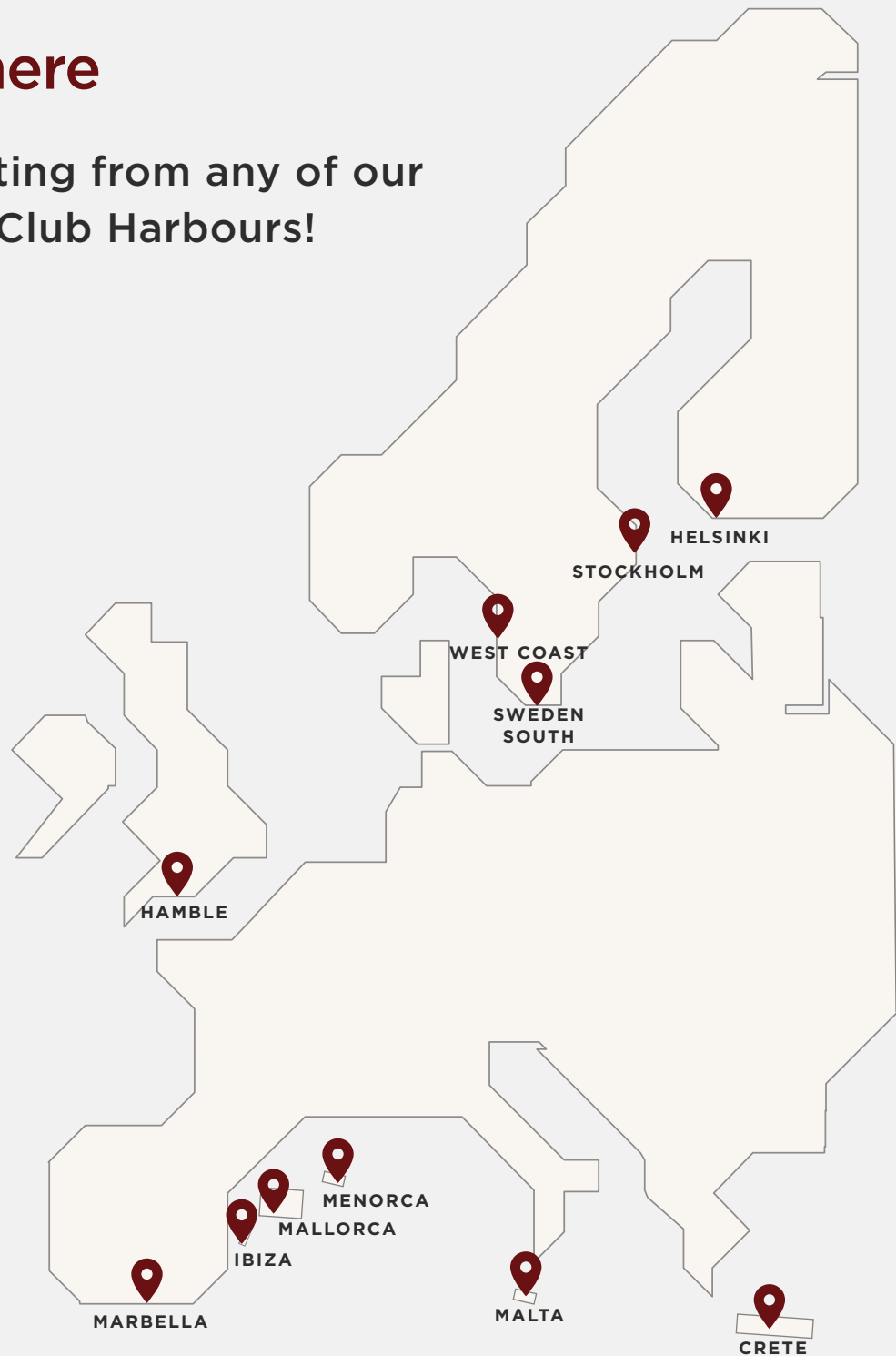
## Investing in a Club boat

You can also invest in one of our Club boats or activate your own boat in our fleet. This allows you to combine a predictable return on the boat with all the benefits of having your own boat as well as the advantages the Club offers, including 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)

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