

THE WORLD OF YACHT CHARTERS

ALL YOUR QUESTIONS ANSWERED



Has your family or the principal of your family office chartered a yacht before? Sophia Tutino brings useful suggestions and frequently asked questions to help you understand the basics of chartering a yacht.

A very common question that first time charterers ask is: how much does it cost to charter a yacht? A lot of criteria need to be taken into consideration, such as the type (sailing or motor yacht), the length of the vessel, the number of cabins, the age of the yacht and the cruising location.

“ We endeavour to always match the right yacht with the right client, always taking our client’s budget into consideration. ”

To give you a rough indication: chartering a 20 metre sailing yacht in the Balearics for one week in June, accommodating six guests in three cabins, will cost approximately €18,875. By comparison, to charter a 40 metre motor yacht (built in 2002) based in Athens for one week in July, accommodating 12 guests in six cabins, the cost will be approximately €205,900.

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Step 1: Your criteria

The more information you give, the more suitable and relevant options you will receive.

When would you like to charter a yacht? How long will you charter for? Where would you like to cruise? How many passengers will be onboard? What is the breakdown of the charter party? Are there any children? What type of yacht do you like: sailing or motor? Do you prefer modern interiors or classic interiors? Do you have a budget in mind?

With all this information, our team will send you a selection of yachts for you to review. We will discuss each option to find the best possible yacht and crew for your holiday.

Tip 1: Always confirm the charter party breakdown.

It is important for us to understand if there are couples/teenagers/children in the charter party. Some four cabin yachts will accommodate guests in two double cabins (two queen or king size beds) and two twin cabins (with four single beds) or in three double cabins (three queen or king size beds) and one twin cabin (two single beds). If you’re planning to consist of four couples, this bed configuration will not work.

FAQ 1: What is the minimum length of charter?

Published charter rates are quoted per week for the hire of the yacht and the crew. Seven days is generally the minimum charter period accepted by most yacht owners, but charters can be for any duration under or over seven days.

Charters for one week would normally commence at noon on the first day and terminate by noon on the last day.

A day charter would normally start in the morning and finish in the early evening to allow the yacht to go back to its home port or to moor before dark.

Step 2: Contract & payments

Once you have chosen your perfect yacht and crew after exchanges, discussions and negotiations with us, you would go to the contract phase and execute the payment of a deposit to secure your charter. The deposit is due on signing the agreement and amounts to 50% of the rental price. The charter agreement will be first signed by you, then by us (your charter agent), it will be forwarded for signature to the stakeholder to arrive on the yacht owner’s desk. The fully executed charter agreement is binding and the receipt of the deposit will confirm your charter.

Tip 2: Ask questions about the clauses in the agreement

The commonly used charter agreement has 25 clauses drafted by maritime lawyers that protect all the parties involved: the charterer, the charter agent, the listing agent and the owner. Do not hesitate to ask questions about some clauses that may be unclear before signing. Like every contract, it has very technical terms; to avoid any confusion, ask questions.

FAQ 2: What is included in the rental price and what is not?

The charter price includes the hire of the yacht and the crew. The yacht and the crew are fully insured by the owner.

You would need to add VAT on to the charter price. VAT varies from one country to another. It is determined by the country in which the charter begins. For example, if you start your charter in Cannes and cruise along the coastline to St Tropez, a 20% French VAT will be levied. However, if you start your charter in Cannes and finish in Viareggio, Italy, then a reduced 10% French VAT will be applicable due to the yacht entering International waters and cruising 12 nautical miles offshore.

An Advanced Provisioning Allowance (APA) will amount to circa 30% of the charter price to cover all extra expenses incurred

during a charter such as fuel, food, beverages and berth bookings.

Should you wish to charter a specific yacht and embark and/or disembark further than the base port or the next booking, then some owners would charge extra.

Step 3: Itinerary and charter party preferences

A seamless and magical experience is made possible by being well prepared.

Before going to contract, you would have confirmed the ports you will join the yacht and disembark from. Our team and the captain will then start preparing a bespoke itinerary. Whether you like anchoring in secluded bays, or being in port every night to eat onshore and enjoy the night life, it is important to let us know.

We will be sending you a charter party preference document to complete. It will enable you to specify any allergies, food and beverages preferences and any important information to give the crew to better prepare your arrival and look after you when onboard.

Tip 3: Give as much information as possible for the chef to prepare for your arrival

Cuisine plays a crucial role in the guest experience. In order for the chef to provide according to your taste and dietary requirements, you would need to give as much detail as possible prior to your arrival. If a guest eats kosher foods, is halal or vegan, this information is of utmost importance.

FAQ 3: Can I visit two countries during my week charter (i.e. embark in Portofino and disembark in St Tropez?)

Absolutely, you can visit both the South of France and Northern Italy in one week. However, it would be impossible to cruise from Cannes to Athens in a week-long charter. We will always advise what is feasible and comfortable and what is not.

Sophia is the founder of Sophia Tutino Yachting Ltd, a boutique company representing and advising single and multi-family offices with their yachting needs.

Sophia founded Sophia Tutino Yachting Ltd after working for several leading yachting companies for twelve years. Born and raised in France, Sophia speaks French, English and Italian fluently. A graduate of Oxford Brookes University, Sophia also has a Master’s degree in Business & Marketing.

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