

PARSIFAL  
YACHTING

super yachtagency

SETTING THE STANDARDS TO MEGA YACHT SUPPORT





PARSIFAL  
YACHTING

GLOBAL MEGA YACHT SUPPORT



MALIBU



RAHIL



VIDA



TRIDENT



Providing excellent **agency services** to mega yachts in East Med



LAUREL L



MUSTIQUE





MARY JEAN II



AUSPICIOUS



MURCIELAGO



LISA IV



DUKE TOWN



STARFISH  
VOYAGER

# yacht agency



ALEXANDRA



KAISER



MALTESE FALCON



SHENANDOAH OF SARK



NILAYAH



THE  
PARSIFAL  
EXPERIENCE

**PARSIFAL**  
YACHTING



BLUE PAPILLON



PERSEUS

## Introduction

Parsifal Yachting S.A. operates a professional yacht agency in Greece, offering assistance in all areas shore side support. Parsifal Yachting S.A is a member of Pacifica Group of Companies, one of the largest S&P houses in Europe and is offering support throughout the Mediterranean.

The Yacht's Agency department, was established in 2010 with personnel pioneered the Superyacht industry in East Mediterranean where we are now the leading full service supper yacht support provider.

Our expertise runs both deep and broad. We can advise on and assist with a wide range of needs, from refits to new builds, from small scale provisioning to large scale engineering systems, yacht sales, cruising itineraries and charters. We also partner with the leading global organisations in the super yacht industry to augment our own comprehensive offering and provide a suite of products, team of people and skillsets that cover all bases and requirements.

Our way of operating is three-fold: we keep it personal, we make it simple and fast and in a transparent way

We can organize the tasks that seem daunting or need specialist skills. We have a good working relationship with the local governing departments such as Customs, Immigration, and Harbor Master, ensuring all legal procedures are adhered to. We also have good contacts and the required permits to organise cruises to all Mediterranean Countries. Anything you need, we will source, organise and deliver in a professional and timely manner.

If you have any questions regarding our yacht agency services or the company itself, please do not hesitate to contact our team by phone or email. Shore-side support is just one of the services we offer the marine industry, for more information on the company and its services in entirety, please browse our website at [www.parsifal.gr](http://www.parsifal.gr)

Greece provides full marina services for superyachts over 80m as well as smaller yachts, which are conveniently located 30 minutes from the international airport.

## 1. Services Offered

1. Entrance Clearance and Permits
2. Customs Clearance and Formalities
3. Berth Reservations
4. Food, Beverage and General Provisioning
5. Bunkering and Duty Free Fuel
6. Emergency Technical Support
7. Laundry Services
8. Transportation Services (limousines, helicopters/private jets)
9. Security Services
10. Restaurant, Hotel reservations
11. Floral Services
12. Visa Applications and Extensions
13. Crew Placement
14. Day-worker Services
15. Insurance and Surveys
16. Mailing Address
17. Spares Dispatch and Forwarding
18. Special events planning
19. Certificates Renewal
20. Beauty and SPA Services
21. Testimonials

## 2. Vessel Clearance

Checking into Greece is a time-consuming process. Parsifal Yachting S.A. can save you time and hassle by acting as your agent for clearances in and out.

For this service to run smoothly we will need the following:

- original vessel registration documents;
- clearance papers from last port;
- all crew and passenger passports;
- letter of authority from owner to captain to act as captain for your boat;

- If the vessel ownership is under a company name, please contact us to receive templates of the correct paperwork required.

\*A copy of all the above paperwork is required prior to the yacht arriving in Greece, you can send by email to:

[management@parsifal.gr](mailto:management@parsifal.gr) or fax to +30 210 98 80 867.



### 3. Berth Reservations

Our Reservation Department can assist you with your berth requests in all ports of Mediterranean. All commercial and private port formalities are organized and executed by our department leaving your arrival and departure hassle free.

Parsifal Reservation Department is also able to provide clients with a daily weather report. Our professional team is always up to date with local weather conditions in the area you are cruising.

Please contact our reservation team regarding the following services:

- berth reservations worldwide
- mooring buoy bookings (like in Santorini, Cala di Volpe, Pevero bay, La Maddalena Archipelago) advices regarding local cruising rules & regulations (speed limits, national park regulations, anchorage zones, jet ski use...)
- daily weather forecast

### 4. Food & Beverage, Provisioning

The Food & Beverage Dept. is specialized and highly experienced in selecting the finest quality & freshest daily provisions on the market.

We are considered as the best suppliers of rare meats (like Aged Kobe and Black Angus) and of exceptional quality sea food. We are supported by preferred local and international suppliers. Our Parsifal provisions team gives that personal touch, shopping for our clients needs directly for all goods and personal articles. We work around the clock to provide flexible and timely delivery services, able to reach ones needs whether in local ports or anchored off-shore.

### 5. Insurance, Repair and Fuel Costs

With our strong contacts in these fields we can often place these expenses at more favorable rates than the Owner or Crew. We will ensure that the yacht is properly and comprehensively insured wherever she may be cruising.

## 6. Technical Support

Being on an island makes technical services quite difficult. We have created a network with local suppliers and logistics to support and assist engineers and technicians with spare parts, repair and maintenance services onboard.

## 7. Itinerary Planning

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## 8. Laundry and Dry Cleaning

We can have all your linen, clothing and accessories washed or dry cleaned to a professional standard. Simply contact us to collect them. We can also have any carpets and upholstery professionally cleaned in site.

## 9. Mailing Address

You are welcome to use our mailing service for your convenience. If you are under our management scheme or having work done with us this is a free service, for others please contact us to organise this. All we request is that you have your name and vessel name clearly marked on the consignment. Most shipments will incur import duty which is payable by the yacht.

## 10. Scuba Diving Services

Through our experience in the dive industry, from the management of large dive operations, servicing and repair, instruction and instructor training, to the running of quality dive charter vessels, we can offer professional services for all aspects of the diving industry.

We can assist with:

- liveaboard charter organisation;
- dive guides;
- compressor and equipment rental and sales;
- compressor and equipment service and repair;
- hydrostatic and visual inspection of scuba cylinders;
- equipment installation and advice; and
- Instruction and instructor training.

## 11. Special Events Planning

Whether it is a luxury BBQ on a deserted island, a wedding banquet on the aft deck of a Superyacht or a special theme party, Parsifal Yachting S.A. has the capability of organising anything. We can organise the whole event or simply offer the staff or the means, whatever you need will be seamlessly delivered.

## 12. Accomodation

Parsifal Yachting S.A. has a many hotels to offer with very competitive rates. We work very closely with the largest booking agency for hotel and other accommodation in Greece. All you need to do is inform us of the dates, the type of accommodation required, the amount of people and the price range, and we will sort out the rest. We can quickly and efficiently offer options, take bookings and issue confirmation.

## 13. Office Facilities

We have full office facilities for your use at our offices in Greece, whether it is simply plugging in your laptop to download your messages or sending a fax, to full secretarial and translation services.

Facilities and services include;

- phone and fax;
- internet;
- stationary;
- printing, scanning, photocopy;
- postage;
- mailing address;
- secretarial services; and
- translation services.

## 14. Comprehensive Parts Sourcing

Supply and delivery service from our network of suppliers to anywhere worldwide. Our long standing relationships with suppliers enable us to secure parts and supplies in the most cost-effective manner.

## 15. Testimonials

Since 2013, Parsifal serves "Maltese Falcon" as agent in Greece, and the testimony of her captain, Captain Robert Bell, is the best recommendation our team can have for the hard and devoted work done.

*"The Maltese Falcon has been in Greece and Turkey since October 2013, we have had a great experience here in Athens and achieved a great deal.*

*This would not have been possible without the services of the Parsifal Group. With their help we have successfully accomplished a mini refit that included major engine room work and adding a Jacuzzi to our upper deck, as well as all the normal maintenance required on board.*

*Since the work has been completed and the charter season has begun they have also proved to be a*

*great asset. They have provided seamless agency support and billing throughout both Greek and Turkish waters. Nothing is too much trouble, Captain Savvas is a wealth of information for all the islands*

*"They have also proved to be a great asset."*

*and has helped me create great documented itineraries and is always available for any help that I have needed. I can whole heartedly recommend their services."*

Robert Bell  
Captain Maltese Falcon



Thanks again for all your support and help this summer.

I think for the amount of work that you did for us it seems like a fair price for the agency fee.

Kind Regards,

Russell Potter

Captain

S/Y Shenandoah of Sark





30/05/2013

To whom it may concern

This letter serves as a reference to captain Savvas

As a yacht agent, the service that captain Savvas and his team provided was to our utmost satisfaction

Any problem that needed solving, whether it be big or small was taken care of with professionalism and promptness.

With guests aboard the yacht, Captain Savvas made it very easy to reserve top class restaurants and book in to ports in all beautiful islands, impressing our guests and in turn making our jobs easier.

All work that needed to be done on board was arranged and taken care of by his team and only the best companies and services were used to ensure that the work being done is to the highest standard.

Captain Savvas and his team are a friendly hard working company that strive to maintain a respectable reputation and we would be more than happy to work with them again in the future and would recommend them to any other motor yacht requesting professional service in and around the Greek islands

For any other information please don't hesitate to contact me

Best regards

Captain Mike Gribble  
[Redacted Signature]



RAHIL

Tivat, Montenegro 28<sup>th</sup> May 2013

Dear Savvas,

I just wanted to write to you to express my heartfelt thanks to you and your team for the incredible efforts you put in to make sure our visit to Greece was as hassle free and enjoyable as could be.

It is always difficult for captains to cruise new areas with their owners but with your operational experience in the area as a captain the information you provided to me was invaluable and was exactly what I was looking for.

The hands on approach you have, including the visits on board to help me pour over the charts and plan a good itinerary, is second to none.

If every agent in every port of call was like you my life would be too easy!

I thank you once again for getting our season off to the perfect start and hopefully see you soon.

With very warm regards,

Paul

Paul Knighton

Captain, M/Y Rahil  
[Redacted Signature]





To Whom It May Concern,

On behalf of all the crew on board MY Addiction I would wholeheartedly like to thank all the staff at Parsifal Yachting in Athens. A late decision towards the end of the summer season meant MY Addiction set sail on her maiden voyage to Greece, indeed a first visit for the Owners and most of the crew.

I was recommended to contact Parsifal Yachting by a close friend within the yachting industry, and that first telephone call to Parsifal Yachting set the high standards for the rest of our time in Greece. As in normal life it's not what you know but who you know, and Parsifal Yachting opened every door imaginable for MY Addiction, her crew, and most importantly the Owners.

I have never in fifteen years of yachting experienced a level of service from a shore based agency to match that of Parsifal Yachting. Their attention to detail, professionalism, and friendly and enthusiastic staff all contributed to making our visit to Greece so special. Thank you.

All our provisions arrived on time, each order was perfect, fresh produce and reasonably priced. We had electric motors repaired over-night, technicians and spare parts delivered to the yacht regardless of our location. Each island introduced us to another member of the Parsifal Yachting team, each was always happy to see us and make our Owners feel special.

A very big "thank you" must go to captain Savvas Kontrafouris who was appointed by Parsifal Yachting to look after MY Addiction during our stay in Greece. Savvas has over twenty years experience as a super yacht captain and his knowledge of the Greek islands was instrumental to our successful visit. Savvas recommended the best anchorages based on expert local weather routing, the best restaurants, suppliers, and must see places ashore for the guests. His ability to "make things happen" and his list of contacts on all the islands was invaluable during our visit to Greece. Savvas thank you.

I cannot speak highly enough of Parsifal Yachting, their staff and approach to helping visiting yachts to Greece, thank you so much from all the crew on board MY Addiction for making our time in Greece so special.

Nicholas Sleet. (captain)  
M/Y Addiction.  
November 2012.



**DIAMONDS ARE FOREVER**

Private / Pleasure Motor Yacht

**Name of Yacht: Diamonds Are Forever      Owner: DAF Charters llc**  
**IMO No.:      743683, Cayman Island Registered**

To Whom It May Concern:

Please take this letter as reference to Mr. Savvas Kontrafouris and Parsifal Yachting. They were hired to fulfill the needs of the yacht Diamonds Are Forever during our time in Greece and Turkey.

During this time we had the owner of the yacht onboard and due to the extremely proactive service of Parsifal Yachting we had a very satisfied owner and guest. The work completed by Mr. Kontrafouris and Parsifal Yachting consisted of berth reservation, clearance, transportation, provisioning, shipping and communications were just a small percentage of the value of their presence.

I found them extremely competent as a yacht agent and extremely knowledgeable with great connections around Greece.

I would highly recommend Parsifal Yachting for any yacht related needs.

Thank you and please feel free to call me on the numbers below.

  
CAPTAIN: Francisco Chadinho  
M/Y Diamonds Are Forever

DIAMONDS ARE FOREVER  
GEORGE TOWN, CL  
O.N. - 743683      19-07-12

**PARSIFAL**  
YACHTING

sales newconstructions charter management agency

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