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Editor's Word

It is hard to believe that another edition of the *SuperYacht Times* newspaper has come around again. These past few months have been full throting at SY/T, with the team preparing for an abundance of new launches during the coming show season, from our first magazine, *How to Built It*, a technical look at the yachting industry which we are very excited to be unveiling in September, to a brand new YachtEye and website rebrand - many good things to come!

As for this special Monaco Yacht Show edition of the newspaper we have a packed issue full of some of the past year's most interesting launches, to exclusive insights from some of some of the industries most impactful figures - make sure to check out Jenny Matthews contribution on p.8.

As always we have take a deep dive into some important topics, and you can find some of the most interesting discussions around the environment and the regulations which will be changing the face of the industry in coming years (p.30).

For the first time we have ventured to the Middle East, with SuperYacht Times having recently acquired the Gulf Superyacht Summit. You can find insight from the regions top experts from p.50. Of course we have also shared the stories of our industries most interesting individuals - the owners p.56. As always I hope you enjoy the read and please come and see us at our stand DS96 at the MYS!

Francesca Webster
Editor in Chief



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ENTREPRENEUR IN YACHTING

Jan Meyer

While the superyacht industry can be dog-eat-dog, the tender industry is a microcosm of competition within that already narrow niche. Many companies fail and every year more businesses are launched, only to close down a few years later. One business which has not only lasted but thrived, is the German shipyard Yachtwerft Meyer, an exceptional tender builder situated on a tributary of the River Weser in the city of Bremen. The secret behind the business' success may well be that it stuck true to its roots, retained the family feeling that is at its heart, and consistently innovated in composite construction, year in and year out for more than 28 years. We sat down with Jan Meyer, half of the husband-wife duo who have driven the company to success over the decades, to find out how Yachtwerft Meyer has stayed above the fray.

Can you share your entrepreneurial story, what was the origin of Yachtwerft Meyer?

Yachtwerft Meyer as a company was originally started in the 1980s by my father at the Burmester Shipyard, which is now part of Lürssen's naval facility. In 1994 I joined the business and took it over from my father, joining together with my wife Michaela Meyer who brought a huge amount of commercial expertise to the company.

While my father had focused on winter storage and small repair works, after we built the first superyacht tender – a 4.5-metre clinkered open sail dinghy boat – I realised this could be a business in itself. We have now delivered 120 boats from the yard, between superyacht tenders and fast boats made for the German Navy. We specialise in composite construction, working hard over the years to grow the team in a sustainable way and focus a large amount of energy on testing and development.

How do you stay on top of your game in such a competitive field?

Our main priority is to ensure that we always have the latest technology on hand at the shipyard. 15 years ago we were one of the first companies to have our own milling machine in-house, meaning we've never had to rely on subcontractors to move forward with our projects. In 1997 we installed the first spray shed on site which allows us to heat the air to 90 degrees and make the most accurate post curing for composite parts. In 2005, we founded Fibretech Composites in partnership

with Jens Brandes for components for the superyacht industry, which analyses elements of composite materials and has helped develop the patented method for heating moulds which has resulted in a number of awards for the shipyard. Today we are using sustainable materials for 10-15 percent of every boat. We have our own laboratory on site and for four years we have been working to ensure that these alternative materials are durable and reliable – it is this kind of innovation that keeps us cutting edge and I am always looking toward the future.

What are the biggest challenges you've faced since you founded the business?

Establishing the Silverline series, which has been designed in collaboration with Hamid Bekradi from HBD Studios, and bringing this idea into reality has certainly been a challenge, and a rewarding one – we have now delivered around 15 of this range. But also building the business that we see today from what my father originally built. We are a long way from the winter storage and repair work that we once were and that has really required a straightforward and honest approach.

How have you managed to balance that growth while retaining the brand's family feeling?

My wife would say that our partnership has created a business with a soul; we've created and managed it with our own individual

fingerprint and that has kept us down-to-earth. Everyone that comes to our shipyard sees that the team here is treated with respect for their skills and abilities and even though we have more than 50 staff, everyone knows one another; it is these things that are important to us. It is also a credit to our team that so many of our clients continue to return, the family feeling is in more than just the people, it's also the individual attention given to every boat that creates that sense.

Many entrepreneurs fail, why haven't you?

Michaela and I have been careful over the years with the business strategy to take on the right partners and clients at the right time. Many people in this side of the industry forget what it takes to fulfil a custom project, particularly when working with external suppliers. Bringing so much of the business in-house has allowed us to be very flexible and also reliable for our customers.

Finally, what would you say to budding entrepreneurs in the tender industry?

First, be careful, and secondly, you always have to swim faster than your competitors! ●



YACHTWERFT MEYER (4)



Jan Meyer

AGE: 54

NATIONALITY: GERMAN

AGE AT FOUNDING OF COMPANY: 26



“We've created and managed it with our own individual fingerprint and that has kept us down-to-earth”



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Golden Yachts' most recently delivered superyacht, the 87.6m Project X

TOP RIGHT: The 77.7m Andromeda during her build, she will be launched in 2023

Greece's Golden Yachts

by Charlotte Thomas

Golden Yachts has emerged over the past 25 years as a serious but sometimes enigmatic contender in the charter, refit and new construction arenas. With plans for 100-metre plus builds, *SuperYachtTimes* toured the yard in Athens, Greece, and spoke with its founder about the company's past and its exciting future.

It should come as no surprise to learn that Captain Paris Dragnis, founder of the Golden Yachts shipyard in Athens, Greece, is himself a multiple boat owner. That he started his long and illustrious career as a professional seaman, gaining his captain's certificate before his 26th birthday, and progressed to becoming a commercial

ship owner is important, because it speaks not only to a passion for the sea but also to great experience in all aspects of owning and operating vessels. Even more so, in fact, as most of the vessels Golden Yachts has built remain under the company's ownership and serve as a fleet charter business.

Those yachts began in 1996 with the build of the 42-metre *O'Pari* at the Intermarine yard in Italy. The first of several projects overseen by the nascent Golden Yachts with Italian builders, *O'Pari* was intended as a private vessel for Dragnis, but requests to charter set a new business approach in motion. *O'Pari* was followed by yachts at Baglietto and Mondomarine



Golden Yachts founder Captain Paris Dragnis

then in 2004 came a big step up with the conversion of the 85-metre *O'Mega* from cruise ship to superyacht.

It was around this time that the company invested in its own project and engineering teams, gearing up not only for refit works but also for bringing new yacht construction in-house. That was realised in 2007 with the launch of the first GY 50 series yacht, *O'Ptasia* (now *Vertigo*). New shipyard facilities followed in 2010, and in 2011 the award-winning semi-displacement 39.5-metre *O'Pati* emerged.

The 2010s marked a change of pace for Golden Yachts which, with long-term design collaborator Giorgio Vafiadis, stepped up its construction with the build of the 71.85-metre *O'Pari3*, launched in 2015, and the 85-metre *O'Ptasia* (2018) and 95-metre *O'Pari* (2020) have confirmed the company's push to significantly larger builds. The completion of the 88-metre *Project X* – a build that had lain dormant in the Delta yard for more than eight years – suggests a move toward working with external clients. *SuperYachtTimes* spoke to



“The second shipyard in Piraeus took 18 months to develop. We built the yard specifically for yachts from 40m to 140m”

Captain Paris Dragnis and one of his sons, Vasilis Dragnis, about the past and future of the company.

When did you first get into yachting, and how did the Golden Yachts brand business develop?

Paris Dragnis: I have been a ship owner for 52 years and have been building yachts for 32 years. When I was young I had sailing boats, and then I took a wooden boat for my family and I started to love it. I decided in the early 1990s to build a 40-metre yacht in GRP – quite a big boat for that time – at the Intermarine yard in Italy.

A lot of people asked to charter the yacht, and I found that with two weeks charter I could cover all my expenses for the year. That first yacht actually covered its costs five and a half times over and also brought me a lot of happiness.

I started to go bigger, to 50 metres through to 60 metres. It was all done with cash from our own pocket because I had a very bad experience with banks – when you have a problem they turn on you, which is happening to a lot of ship owners in Greece and internationally. I consider yachts a luxury item and I do them in cash with no banks involved.

You not only own and now build your own yachts but also put them into service as a charter fleet. How do you keep ahead of the competition and make that a viable business?

PD: We entered the charter market almost by coincidence, but then our company started to become very well known. We have a lot of very famous people who come as charter clients – I can't mention names due to confidentiality agreements, but

they include kings, prime ministers, famous sports stars, and many others.

I don't like to have competition from the market for chartering. There are too many 50 metre boats, so I want bigger boats – my next yacht is 122 metres. The charter market is also very high right now and our boats are fully booked. We also take care of our customers as friends.

Which do you think are the most important boats in the Golden Yachts fleet, and how did the tradition of naming them with the “O” begin?

PD: *O'Ptasia* has been remarkable – too many buyers wanting her, and so many charterers, and the crew are amazing.

The name *O'* was really a coincidence. When I signed for the first 42-metre it turned out the yard had advertised the boat with the name *Paris* – my name. They wanted \$300,000 for it, so I said don't worry, we will put an *O'* in front of it, because in ancient Greek that actually gives emphasis to the name. Since then all my boats have had the *O'* in front – it gave me a sort of trade name.

Are you still actively engaged in the shipping side of the business, or is the yachting side your preference now?

PD: Honestly, I love yachting more than shipping at the moment. I've owned more than 600 ships, and I've now left my sons to take care of the shipping business. I like the yacht industry, and I joke with friends sometimes that the yachts are my new girlfriends!

I am 78 years old and I am still working. I am very happy that I have a family and grandchildren and I'm still very active 24 hours a day because work, especially in yachting, makes me very excited. Sometimes I have ideas in the middle of the night, and the following morning I start consulting people on them. I am also very happy that I give jobs to more than 400 people in my country, which is very important at the moment, and in a sector that is not so well known here.

Your sons John and Vasilis work in the Golden Yachts side of the business – how important is that family aspect to you?

PD: I'd love to leave behind Golden Yachts

for my kids as a brand that they will improve more and more. But I'm also the old style of Greek ship owner, and I also consider my staff as a family and I look out for them in both in the good moments and the bad ones.

As far as my children are concerned, Vasilis deals with the shipyard because John – although he is involved in the yachting, chartering and sometimes construction side – doesn't have the time to cover everything because we still have quite an active shipping company with a lot of ships.

You recently developed a new shipyard next to the original yard in Piraeus and you have two projects there – *Project X* and *Andromeda*. What are your plans for the yard and for future projects?

PD: Our second yard here opened earlier this year, but we are actually in the process of trying to buy a bigger shipyard with all the facilities including synchrolift and floating dock to be able to both build and refit yachts up to 150 metres. We wanted to buy both the shipyards here in Piraeus but once the sellers realised who we were the price tripled overnight.

We have a 125-metre yacht in design – a fantastic boat – and I have a proposal for a 140-metre yacht that has been built at another shipyard and that yard has made a proposal for me to finalise the yacht for them. I have had a lot of people approach me lately to do business with them – I didn't expect it but if you perform and you build in a timely way the results will come, and I take care of my boats.

Vasilis Dragnis: The second shipyard in Piraeus took 18 months to develop. We built the yard specifically for yachts from 40m to 140m – the yard covers 7,500 square metres and it also has an underground piping network for gas which makes it very safe for welding. We have a floating dock for vessels up to 4,000 tons but we have plans for a new floating dock with a 10,000-ton capacity. We also have all sorts of services inhouse, including steel fabrication, piping, mechanics, electricians, hydraulics specialists and more. And although we're focused on new-builds, we do also do refits.

PD: In our other shipyard in Piraeus we do refits up to 60 metres, and we do quite a lot of them. In the new shipyard I would like to take on refits up to 150 metres.

The 77-metre *Andromeda* is a departure from the usual Golden Yachts style – is that indicative of a new direction for the brand being proposed by the next generation of the Dragnis family?

VD: Yes, we want to change and evolve; we want to be different and always at the vanguard. For *Andromeda*, we had a lot of meetings with Giorgio Vafiadis, the architect, and I spent a lot of time studying and choosing the elements from the GA and all the materials for the interior. But she is something very different – it's the first time we have done an axe-bow yacht, and it's the first time we have put guest cabins on the lower deck and not just on the main or upper decks.

We've also used many different techniques in the aluminium construction as she has a lot of curves, which is more demanding in terms of construction. We gathered all the experience from our previous yachts and instilled it all in this new project. My brother John and I pushed Vafiadis to try something different – we specifically wanted this different design. So far so good – we've already got a lot of demand for charter! ●



SUPERYACHT INVESTORS 2022

The Beating Heart of Yachting

Jenny Matthews, Founder of She of the Sea and LEGASEA shares her views on the importance of diversity and inclusion within the yachting industry

The most critical questions we as an industry are being asked right now are Who Are We? and Who Do We Want To Be? Our responses will be the bedrock from which all future business, design, performance - even our legacy - will spring. Every problem, solution and opportunity that currently exists in the yachting industry comes down to people. Every call to innovate, adapt, grow and expand, can only be answered by our collective intelligence.

I invite you to join me in looking past the gloss, the manicured exterior, and the noise. To lean in with me to the messy, the vulnerable, the human.

When it becomes apparent in conversation that part of my work life is Chief Officer, I am quite often met with the statement 'You must love boats!' A perfectly logical assumption to make, of course, but while yachts are spectacular, and I adore every element of my job, I don't really care much at all about yachts. I am, however, obsessed with people. Teams, performance, connection, authenticity, the list goes on. Every element of my role onboard, with owners and crew, comes down to understanding and connecting with the individual. To cultivate trust, safety and belonging.

These are the topics that occupy my heart and mind. Unconsciously, my desire to become a Captain was born from this, as was She of the Sea, as is Legasea.

When we talk about people, we are also talking about Social Impact, one of the three pillars of ESG and sustainability.

To summarise, Social Impact can be defined as:

1. Diversity, Equity, Inclusion, and belonging
2. Impact on employees
3. Health, wellness safety and productivity
4. Career development
5. Engagement, and satisfaction

While data is critical for strategy creation and measuring impact, we certainly don't need it to know that our industry, like many others, has a long way to go in these areas. We need only look around.

Let's take a moment to observe the power of people and connectedness from the other side of the coin. Yes, performance, diversity and belonging are important in the operational sides of our industry, but the poetic irony is that it is also the quiet but critical DNA of engaging customers with products. Scratch beyond the surfaces of gold and glass, we see that we aren't producing and operating yachts,

we are building containers that hold space for the people in them to create the most deeply human experiences.

The quiet moment of connectedness on the swim platform with your child who has felt distant, feet dangling in the cool water. An intimate huddle with a loved one as the tender purs along. Admiring and sharing a design feature that reflects a deeply personal sentiment. The swell of pride as you pull into port on YOUR yacht, that YOU bought or chartered is the fruit of a life's work. Feeling humbled as you get lost staring up at the glowing Milkyway, serenaded by the gentle lapping of swell against the hull. Yachting markets and facilitates moments. Moments of connectedness, to each other, to ourselves, and to nature. We are in the business of understanding people and cultivating experiences.

Whether your aspiration is to provide 7-star service and experience, design the most cutting-edge vessel, engage new owners or create a fulfilling career at sea, your ability to achieve your goals 100% comes down to your understanding of people and Social Impact.

Every ounce of data relating to innovation, performance, engagement, and connecting with customers, is absolutely,

“Yes, yachts are cool, but we are in the business of human experience and connectedness”

unarguably, undeniably centred on Social Impact. Every business consulting firm with any authority is vigorously researching these multifaceted elements. The one thing that does not take a genius or data to understand is this:

Without our people, we are nothing.

Through our platforms, we work in the trenches and the boardrooms. We hear those with the power to create change and those that so desperately need it.

Here's what we have learnt.

- Many people deeply care about and want to be part of creating change.
- Many people want to take action but don't have clarity on how best to do this.
- Some organisations feel passionate about change but their ability to take actionable steps is limited by their investable resources (time, money, personnel).
- Some organisations like the idea of championing change because of its impact on brand reputation, however, don't have the motivation or intention to invest.
- Everybody is wondering whose job it is to actually do it.

If we do not immerse ourselves and delve courageously into our own humanity, we simply will not rise to the challenge. When discrimination, apathy, ignorance, blame and fear flourish in our workplaces, this leeches into our product and leaves us sterile, uninspired, and bland.

So how does the empowered individual arm themselves once they decide that they are no longer waiting for someone else to 'do something' about the current barriers?

We lead with empathy, for ourselves and each other. Accepting that discomfort, complexity and failure are entirely human. They are in fact the prerequisites for success.

Accountability - For our own shortcomings and of those around us

Courage - To speak even if you might say something wrong. To stand up when everybody else is sitting down. To ask the question to which you are afraid to hear the answer.

Learning - It never stops. Every lesson is different, some through books, workshops and webinars, others through interactions. Embrace the stretch.

These tools enable us to connect with the heart of the owners 'why?'. To match them perfectly with the vessel and crew able to bring their vision to life. They allow us to see beyond 'peers and colleagues' and instead to see full, complex, unique individuals, co-creating alongside us. They create the safety needed for us all to collaborate, contribute and innovate. With these tools we release our full potential and do what we do better than any other industry in the world; exceed every expectation and make the impossible possible. ●



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Kent Chamberlain



In March of this year, American brokerage firm Merle Wood & Associates announced the acquisition of Chamberlain Yachts and as such the return of one of their former brokers. Kent Chamberlain, who founded Chamberlain Yachts in 2002, had worked as a broker and was general manager at Merle Wood in the late 1990s, and has now returned in the position of CEO. As part of a wave of brokerage acquisitions over recent years, we spoke with Kent to gain insight into his plans with Merle Wood, which includes major digitization and a revised approach to broker commissions.

Why did you decide to return to Merle Wood & Associates?

I have always enjoyed yacht sales and that aspect of the business, but frankly I like running a business even more. Between developing marketing and creative strategies, as well as setting up sales systems and CRM, managing staffing and all of the other elements which have to come together to create successful yacht brokerage – I truly enjoy the business more than the sales themselves. It gives

me the opportunity to use the other side of my brain, and is the reason I started Chamberlain Yachts in the first place.

Merle Wood suggested that I come aboard as CEO because he was looking to expand the Production & Custom Yacht Division, and was particularly interested in bringing in new talent. Mentorship has always been one of my passions, and this has given me the opportunity to work on a much larger platform. With the power of over \$30 Billion in sales behind me, I can attract some great brokers.

Do you think further acquisition is likely in the current climate and do you feel it's still viable for brokers to start their own bespoke brokerage houses?

The answer is yes, we are seeing consolidation and roll ups in every industry, from yacht brokerage to insurance and everything in between. I'm sure that this will continue but in regard to

Merle Wood & Associates, we are certainly not looking to be absorbed – but maybe at some point we'll do some absorbing...

In regard to the viability of going it alone in the current climate, I certainly think it's possible. There are some great success stories in recent years, be it 26 North Yachts or more recently Kitson

Yachts who I hear are doing well. This industry will always give young brokers an opportunity, and I think you'll see independent brokerage houses continue to appear well into the future.

“The ability to ride the roller coaster when it goes down, in order to wait for it to come back, is really the most important thing”

What are your plans at the helm? Are you chasing digitisation like many of your competitors?

Most certainly, we have daily conversations about how to upgrade our digital platform, something we are very actively working on at the moment. We are also updating all aspects of our marketing, from design and social media, to our boat show displays

and where to advertise. We are rapidly moving towards more robust marketing programmes in general.

We've also implemented a new, more aggressive commission structure, which is arguably the most attractive in the industry, and will help garner top brokers. We are working diligently to make our environment appealing to brokers, and of course ultimately, to clients.

How has, if at all, the recent crypto currency crash and possible incoming recession impacted your business?

Crypto and the stock market seem to rise and fall in similar patterns, and in my experience the yachting industry follows the stock market in lock step – when it goes down, we follow quickly behind, but when it comes back up we take longer to recover. I've had situations over the years when mid-deal the stock market has dropped and so goes the deal. We've seen changes in recent months with the precipitous drop in the crypto market, increased fuel prices, and uncertainty in the global economy in general, but in the 42 years I've been doing this, our market has always rebounded. Staying power is the key in this industry as it is in any, the ability to stay on the roller coaster when it goes down and wait for it to come back up, is really the important thing, because it always comes back up. ●

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Charting A New Landscape

Expert insight from Fraser CEO **Raphael Sauleau**

There has never been a more exciting time to be in our industry and attend industry events such as the MYS. Not only because yachting has truly boomed over the last 2-3 years, with Fraser seeing record sales numbers in 2021 and a huge charter surge in 2022, but because, post pandemic, we are also experiencing a true sea change in the type of clients coming to our world. A change that will have a lasting positive impact on how we work and how yachting is perceived from the outside world.

Yes, fundamentally Fraser and other brokerage houses are in the business of selling, buying, chartering, building, refitting yachts and crewing, but it is also about creating the moment. The clients we are working with today – including 40% of those we worked with in 2021 coming to yachting for the very first time – are looking for something new and different. They are buying or chartering with a refreshing perspective, to share and live the experience for every generation of their family and friends. And they have realized that on board today's yachts,

with crews who are upskilled to the max offering everything from kiteboard instruction to yoga classes, anything is possible. The yacht is the destination within the destination. The approach across all generations from the Silent Generation to Generation Z may be different, but on board a yacht they all work in harmony, often with different generations positively influencing one another.

So how can our industry harness the potential of a yacht show like MYS and others to bring to life for potential owners, many of them new to yachting, the unimagined benefits and joys that the onboard experience can give to them and their family?

To answer that question, it is first necessary to look at how yacht shows are perceived in today's new landscape. The pandemic brought a new perspective on the value of yacht shows, to both owners and brokers. Theoretically, the advantage of a well-run, well-marketed and well-attended show is that clients come to one place and see multiple relevant yachts, as well as gaining insight on any they are interested in from not only

the yacht's broker, but often the shipyard, designer, even on occasion the seller. For brokers, in theory a good show that attracts motivated buyers is an opportunity for more buyers to see the yacht or yachts they represent, in a single place.

However, the sales boom we witnessed during the pandemic is hard proof that we do not need yacht shows to be able to sell boats. The pandemic made brokers perfect the art of the live walkthrough, which has given their clients an in-depth idea of life on board and an opportunity to quiz the captain about every space and feature before making an informed decision as to whether a yacht is worth visiting in person. For cash-rich, time-poor potential buyers, it is an ideal solution that has changed the process for good, with the added benefit of reduced environmental impact from needless travel. Fraser even sold five yachts on the basis of quality video tours alone during the pandemic. Furthermore, the digital proposition is extremely appealing to experienced and new buyers and charterers who are very tech savvy and whose all-around yachting knowledge is extremely solid.

At a time where the digital and real-life realms are more intertwined than ever before, the optimised video tour has meant that the in-person tours brokers give at the shows have been elevated to another level. Building on a buzz created in the lead-up to the event among their own databases, third party brokers and press, brokers need to bring the experience alive with intelligently structured tours that highlight not only a yacht's features, but the benefits of those features to a potential owner. For example, pointing out that the beach club on board a particular yacht, unlike on some yachts, is far more than just a means of entering the water: its lounge space with deck chairs means you can watch your family



FRASER YACHTS (2)

“A change that will have a lasting positive impact on how we work and how yachting is perceived from the outside world.”

enjoying the jet-skis while sipping cocktails. Or a cinema that offers 12 armchair-style seats as opposed to the common 6 or 8, means every guest can enjoy movie night in the same comfort. These tricks keep the experience top of mind at every step.

And in this new experiential yachting landscape, what can we expect going forwards? Today, while sales are slightly down on the record-breaking 2021, they are significantly up on the 13-year average, and charter demand is surging – bookings on our own fleet are up by 87% on 2021. Times are uncertain, yes, but I can say for sure that despite what is going on in the world, the demand to enjoy yachting, to get away, to work remotely whilst discovering the world, to get back to nature, to be with those you care about and detox from the stress and demands of everyday life is still very strong. 🌊



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Halfway Through

How is the superyacht market doing? **By Ralph Dazert**

The superyacht market experienced a bumper year in 2021, so the expectations for 2022 were also high. However, it would be hard to beat the record new-build sales noted in 2021, as delivery times were getting longer and prices were going up due to the worldwide spike in inflation. The inventory of attractive used yachts had also decreased.

However, in February 2022, the market hit a potential roadblock in the shape of the Russian invasion of Ukraine. We expected that this would certainly affect the high end of the market, but for the slightly “smaller” new-build sizes up to about 60 metres, things seemed to be holding up quite well, as the appetite of the North American market in particular appeared to be almost insatiable. Meanwhile, the same market also kept hoovering up used yachts from everywhere over the globe.

NEW YACHT SALES

So do the numbers support these market sentiments? Well, yes and no. In terms of total new-build sales over 30 metres, the market over the first six months of 2022 was behind on the same period in 2021.

However, when we zoom in to the different subsegments, the picture becomes more mixed, as can be seen in the table below.

Sales between 30 and 40 metres are down quite a bit, although this may not necessarily have been caused by the conflict in Ukraine. The drop in yacht sales in this segment seems to have been caused almost entirely by lower speculation sales, which went down from 41 yachts between January and June 2021 to 22 yachts in the same period one year later. The most likely reason for this is very simple: the inventory of available speculation newbuilds has dwindled. Meanwhile, newbuild sales of yachts started for the client remained stable.

In the prestigious segment over 80 metres, all seems to be plain sailing on the face of things, but behind the numbers is a different story. The number of new superyacht sales over 100 metres went from five to three, with the other four projects measuring between 80 and 85 metres.

USED YACHT SALES

It seems that 2022 will also be a slower year for the used yacht sales market. That does not mean 2022 is turning out to be a “bad” year. If we extrapolate the 173 sales noted so far to the full year, we would still be looking at well over 300 sales, which is quite a healthy number, in line with earlier

years like 2018 and 2020.

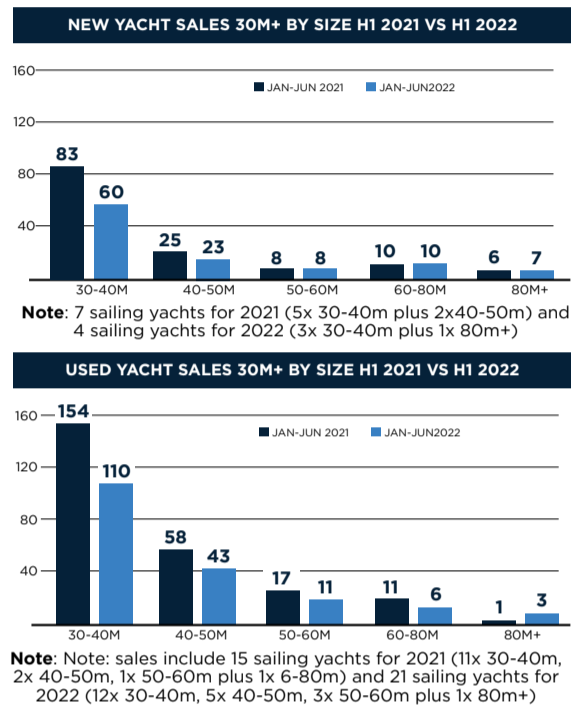
While the 30-40 metre segment has borne the brunt of the downturn (which is logical as it is by far the largest segment), practically all other segments posted lower sales as well. There are two exceptions: sailing yachts and yachts over 80 metres, as for both of these segments, sales over the first half of 2022 were higher than in the corresponding period of 2021.

So yes, sales of both new and used superyachts are down so far in 2022, but part of the newbuild slowdown is based on a lack of available speculation projects, while used yacht sales are still posting healthy numbers, just not as exceptionally healthy as in 2021.



The 89m Oceanco superyacht *Infinity* was sold off-market in April by brokers from Burgess and Y.CO.

SUPERYACHT TIMES



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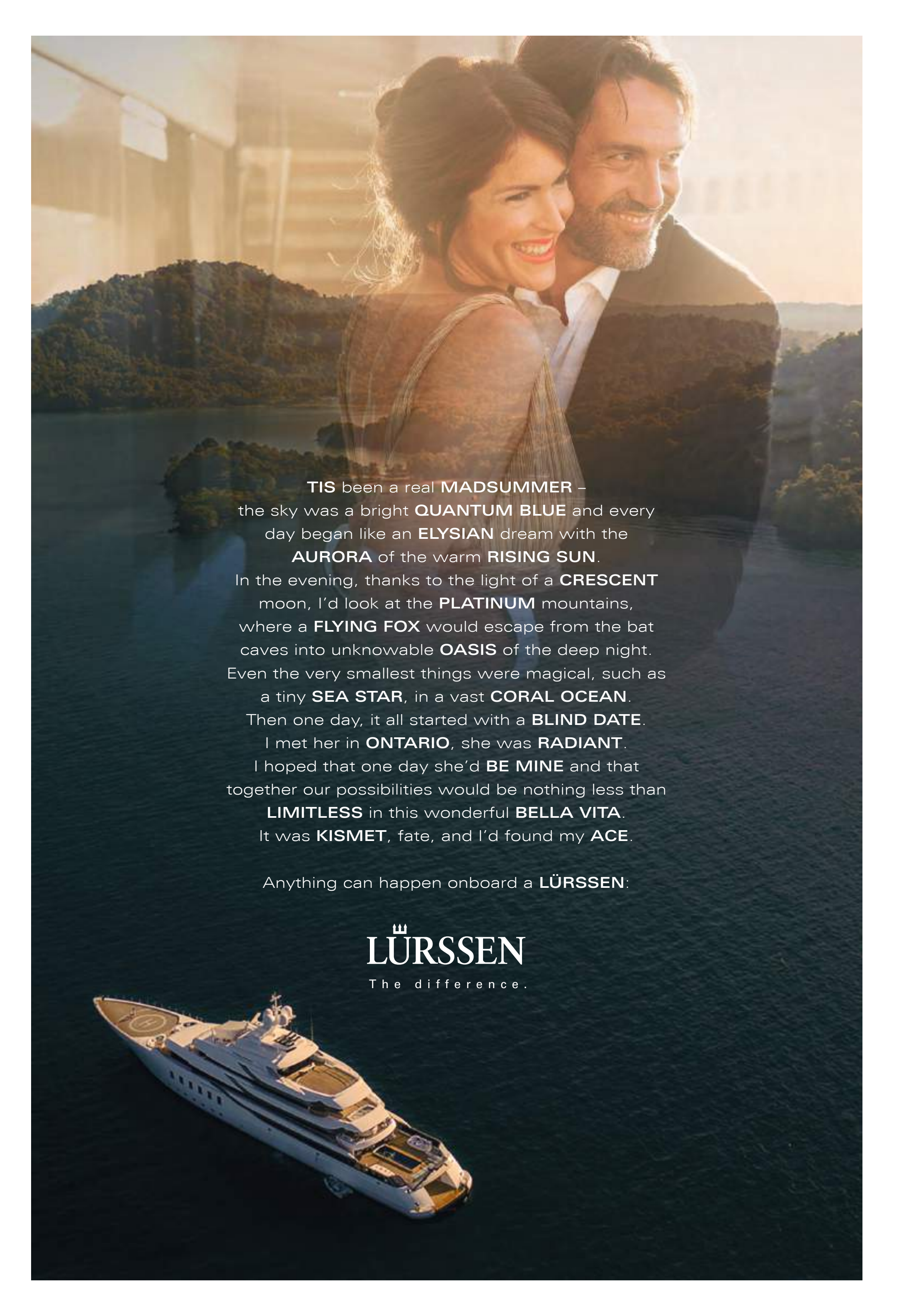
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Rio

Francesca Webster went behind the scenes with the designers of the 62m CRN superyacht *Rio*, which made a splash in early 2022

First announced in early 2018 with a teaser line drawing that hinted at a sporty exterior, elongated bow and dramatic sheer, *Rio* was destined to be something unique for the Italian shipyard CRN. Featuring exterior design and interior architecture from Frank Laupman of Omega Architects, the yacht, which was delivered in May this year, is an evolution of a design trait Laupman has been playing with for years. With interiors from CRN in collaboration with Pulina Exclusive Interiors, the yacht's interior volumes are characterised by bright, light and beachy tones, bathed in light from the floor-to-ceiling windows which wrap around the superyacht's decks. Here we take a closer look at *Rio*, a fully custom superyacht which changed hands shortly before its completion and therefore one which shows a shipyard and designers ability to adapt to an entirely new set of desires in next to no time.

One of the most characteristic features of *Rio* is her extremely long foredeck and dramatic leaning profile that elongates the vessel and gives her the presence of standing high in the water. To accentuate this specification of the first owner, Laupman and his team deviated from the expected and pulled the mast head away from the centre and toward the aft of the vessel.

Developing the yacht from these initial lines, Laupman and CRN opted for a large amount of glass, with the aforementioned floor-to-ceiling windows exaggerated further by the low bulwarks on all sides. Utilising a trait from an inspiration series created by Omega for CRN following the launch of the 73-metre *Yalla* in 2014, *Rio* incorporates a characteristic arch to the aft, sweeping from the superstructure of the owner's deck to the transom. A dynamic tool, the arch not only unifies the hull and main deck, but also makes the entire superstructure appear smaller and more tapered than it really is, giving the entire vessel the sense of leaning direction.

Laupman explained, "The risk with an arch in this position is that it could intrude into your view from the aft deck, which is why the arches are hollow, allowing the eye to pass through them, while still retaining this interesting disruption of the hull line that creates a unique and special appearance." With echoes of this distinctive arch visible in other Omega designs, a dramatic example being the 65-metre Heesen superyacht *Galactica Star*, now *Illusion*, it is clear to see how the motif has evolved over the years; on *Rio* this results in a more upright and angular feature.

Offering an elegant support for the owner's deck aft, the archway has



allowed Laupman to pull the overhang further aft and elongate it without visually impeding on the profile of the superyacht. This owner's deck aft is home, as is custom now, to a large dining table, lounge chairs and sunbeds, while the foredeck features a private owner's Jacuzzi and lounge area with an awning and table, utilising that elongated bow.

While the uppermost aft deck area is dedicated to the guests, the main access point is an external stairwell which leads from the owner's deck. This is because the internal volumes are dedicated to

the technical management of the yacht, with the interiors home to the emergency generator, captain's cabin, first officers cabin, pantry and wheelhouse.

Laupman has unified the design of this technical deck with the entire form of the vessel with the use of a number of clever motifs. The wing stations on either side of the vessel have been defined as separate forms which protrude from the superstructure at graphic angles and catch the light. Laupman explained, "the wing stations are a hard form with a sideways angle which are integrated

with the visors over the windows that accentuate the entire feeling of the yacht 'tumbling home'." These lines are then balanced by another, gentler arch at the aft of the upper deck glazing, which adds yet another dynamic touch to the yacht's exterior profile.

When it comes to her interiors, *Rio* has been carefully configured by Omega to emphasise a flowing sense of interior-exterior harmony, while CRN and Pulina have created an interior styling that brings to life the owner's wishes for bright spaces and a happy atmosphere. Alessandro Pulina



SPECS

Builder: **CRN**
 Length: **62m**
 Naval Architecture: **CRN**
 Exterior Design: **Omega Architect**
 Interior Design: **CRN and Pulina Exclusive Interiors**
 Volume: **1,218 GT**
 Top Speed: **15 knots**



entrance to the interiors creates a sense of conviviality, by greeting guests with a social and welcoming atmosphere and acting as a bridge between the exterior and the dining area. This is then maximised by the bespoke round drum table that can accommodate as many as 12 guests. This opening decision sets the tone for the entire interior, which is truly focused on the entertainment of guests and the creation of unique spaces to enjoy with friends and family.

With six guest staterooms, including a full beam owner's suite on the owner's deck, a full beam master on the main deck and four lower deck staterooms, all with their own ensuite bathrooms. While the owner's suite and master staterooms align with the bright and beachy style of the main deck and sky lounge, the lower deck staterooms have each been styled in playful tones and prints. A representative of CRN explained, "The owner and his family were directly involved in the styling and design process of the staterooms, in fact each cabin was made to measure to meet personal desires of each guest; one of the owner's express request was to have bright spaces and a happy atmosphere full of colours for the younger family members especially. For this reason

each guest cabin has white lacquered-oak staved walls that are enlivened with dashes of colour. Each stateroom is finished differently, personalised with its own colour scheme - red/brown, green/blue and pastel green - for the wall panels, profiling and furnishings."

Alessandro Pulina highlighted some of the fully custom elements to the interior, noting, "An impressive detail would be the presence of 9,000 slats, used to create the walls of the yacht, together with interesting curve elements made by hand. Every wall is characterised by a linear led illumination which highlights all these shadows and light. In fact, we wanted to convey dynamism through the combination of dualistic contrasts and expressive colour ranges."

Like the exterior design, the interior plays with shape and form and the result is a highly unified yacht with flowing interior and exterior spaces. *Rio* will be on display for the first time during the Monaco Yacht Show 2022, so make sure to step aboard this beautifully designed superyacht there!

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News in Brief

HEESEN 55M SUPERYACHT PROJECT GEMINI HAS BEEN LAUNCHED AND NAMED RELIANCE

The 55-metre Heesen superyacht *Reliance* has been launched in the Netherlands. *Reliance* was designed by Omega Architects and features interiors from Luca Dini Design & Architecture, while Van Oossanen Naval Architects were the minds behind her naval architecture.



NOBISKRUG'S 70M SUPERYACHT MIZA HAS BEEN LAUNCHED

Formerly known as Project 795, the 70m Nobiskrug superyacht *Miza* has hit another milestone in her construction process as she moves from the Lindenau Werft in Kiel to Nobiskrug in Rendsburg. There are very few details about the superyacht, but she has been designed by Winch Design. The award-winning British studio is responsible for both her interior and exterior design.



HULL OF FEADSHIP 1011 LAUNCHED AT ZWIJNENBURG

The in-built, 103-metre superyacht *Feadship 1011* was photographed as she has been launched from her construction shed at Zwijnenburg Shipyard. The yacht was then towed to Makkum in the north of the Netherlands where she will complete her build ahead of delivery in 2024. She features exterior design from Sinot Yacht Architecture & Design.



ICONIC 73M LÜRSEN SUPERYACHT CORAL OCEAN COMPLETES MAJOR REFIT

Coral Ocean, originally known as *Coral Island*, has been reborn following a thorough and extensive refit at STP shipyard in Mallorca, managed by the Ahoy Club team. Originally designed by Jon Bannenberg, the superyacht has been given a new life under her owner Ian Malouf and she will now be offered for charter by his company Ahoy Club.

Our Favourite Instagram Posts



RECENT DELIVERIES



ADMIRAL'S 75M SUPERYACHT KENSHŌ DELIVERED TO OWNER

Admiral has successfully delivered the 74.85-metre motor yacht *Kenshō* to her owner. Azure Yacht Design & Naval Architecture along with achineers.berlin were the studios that penned her clean sweeping exterior lines, while it was the French designer Jouin Manku who styled her interior spaces with intelligent and modular configurations that adapt to enhance space, intimacy and comfort.



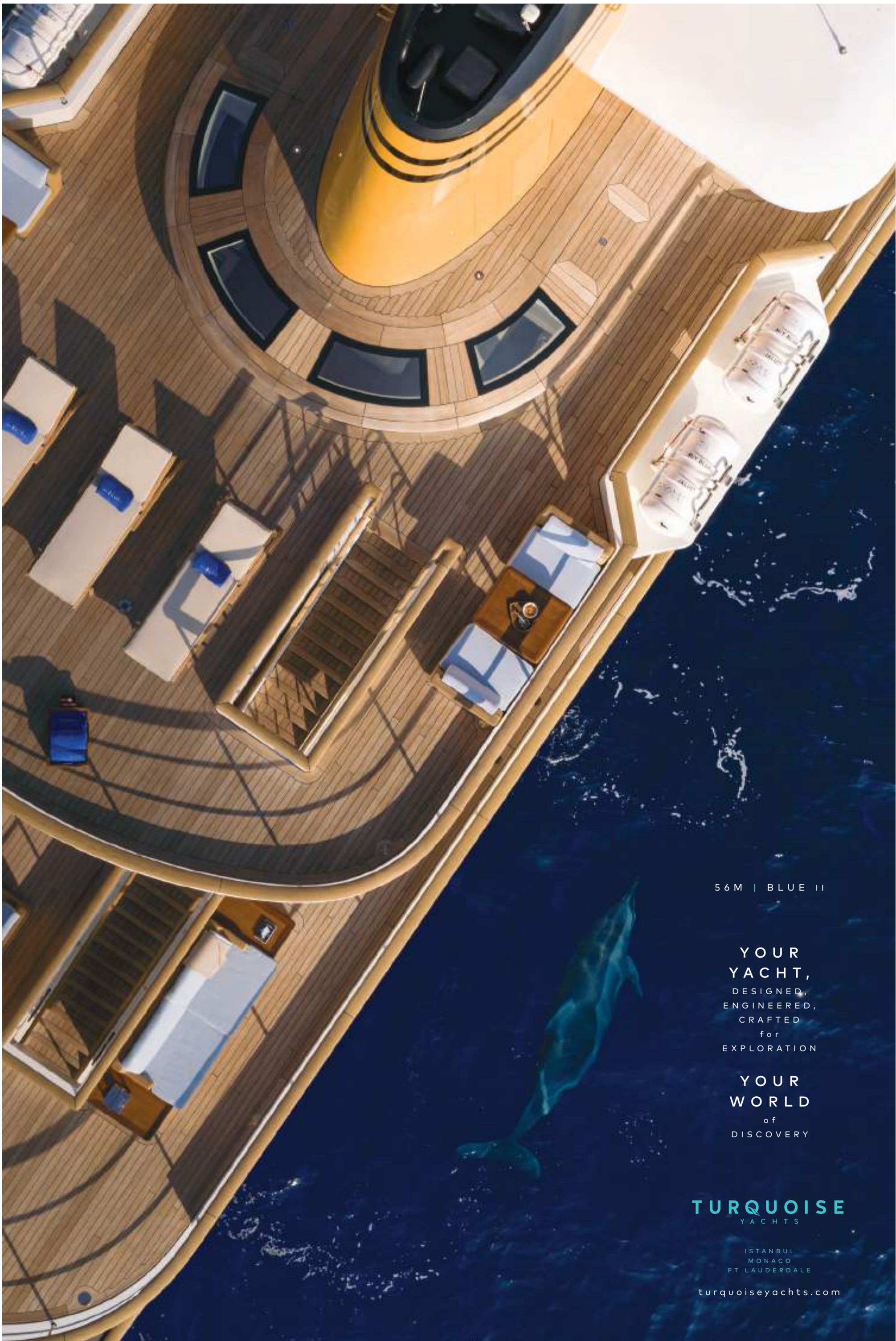
CUSTOM AMELS 78M DELIVERED

The Dutch shipyard Amels has just announced the delivery of the 77.8-metre Custom Amels 78 superyacht to her owners, marking the beginning of an exciting global itinerary. With a gross Tonnage of 2,885, she features an exterior design by Espen Øino whose team was also appointed to develop the general arrangement of the superyacht. Zuretti Interior Designers are the studio behind the custom interiors.



THE 160M LÜRSEN SUPERYACHT BLUE HAS BEEN DELIVERED

The 160-metre Lürssen superyacht *Blue* was delivered to her owner from the Lürssen Aumund facility in Germany. The 14,785 GT superyacht completed her sea trials in April and is one of the biggest superyachts in the world in terms of volume. She features an exterior and interior design by Terrence Disdale Design and naval architecture by her builder Lürssen.



56 M | BLUE II

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L'Odyssée

How the classic 1935 yacht *L'Odyssée* captured the heart of a serious sailor, who's "green behind the gills" when it comes to restoration. **By Alexander Griffiths**

When the 23.91-metre 1935 classic ketch sailing yacht *L'Odyssée* berthed in Porto Montenegro some 10 years ago, her fate was pretty unknown. The famed trophy winner was falling into disrepair; she was riddled with worms and leaking badly. Even in such a derelict condition she was pulling heart strings.

While her owner had enjoyed a long

relationship with *L'Odyssée*, the work to keep her afloat was too costly so her restoration ground to a halt. She was put on the market around the same time as Edward Daniell, an avid sailor and Service Contractor at Porto Montenegro, sadly lost his partner last year. The couple were besotted by the elegant French lady, so "the timing was too much of a coincidence," Daniell said.



EDWARD DANIEL (2)

"Purchasing *L'Odyssée* meant I had an elderly mistress that took my time and money; I think my late wife was instrumental in organising this for me," Daniell said. "Although she disliked boats and was scared of drowning, she always liked *L'Odyssée*. The timing of *L'Odyssée* coming on the market was her way of making sure that I was well looked after and had something to do."

L'Odyssée was built by Mr. F. Rey of Chantiers Navals de Normandie, in Fécamp, during the interwar period to a design drawn up by Mr François Camatte. Her owner requested a Bermudian ketch that handled well and that could outpace fellow sailing yachts at regattas. When she first hit the water in June of 1935 she was around a metre and a half shorter than she is today (22.3-metres with a 16.4m LOA). She was constructed primarily out of oak and furnished with Oregon pine for the deck planks. Moulmein teak was laid for the fittings, hatches and gunwale. Her large 235 square-metre Bermudian sail plan was crafted by Eugène Ma riolle from La Havre, and fashioned with an additional triangle sail that was to be set up when sailing downwind. She was state-of-the-art and equipped with electric lights and a 50 horsepower Renault

diesel engine.

On 29th June 1935, *L'Odyssée* embarked on her maiden voyage from Fécamp to Cannes via Gibraltar, with her owner and family onboard. Unlike the dream voyage that was envisioned, the journey was treacherous and very nearly perilous. Dire weather conditions persisted and it took 574 hours of navigation to complete the route, 320 hours of which were under sail and the remaining 253 under motor. Even without the weather abating they arrived safely, if not soundly, after travelling a total of 2,619 nautical miles.

Little is known about *L'Odyssée* after this frightful passage; but the fact that she has fallen into the hands of Edward Daniell is proof that she's been well-loved over the years. She also survived WW2 and Nazi occupation – a war which saw many pleasure vessels commission for the effort.

Daniell is restoring *L'Odyssée* back to her former glory, making great use of the astounding talent who worked at the Arsenal Shipyard before it became Porto Montenegro. "When she was lifted we discovered that she was riddled with worms – and these weren't your ordinary worms, they were the size of earthworms! They had destroyed parts of the rudder, which was fortunate as they hadn't made it to the main hull," Daniell said. Even these destroyed sections of *L'Odyssée* have been given a new lease of life and odd sections have been turned into jewellery.

The future of *L'Odyssée* is the classic regatta circuit, where Daniell will showcase the fruits of his labour and the value of classic restoration; even a yacht in as much disrepair as *L'Odyssée* can be salvaged and loved once again. ●

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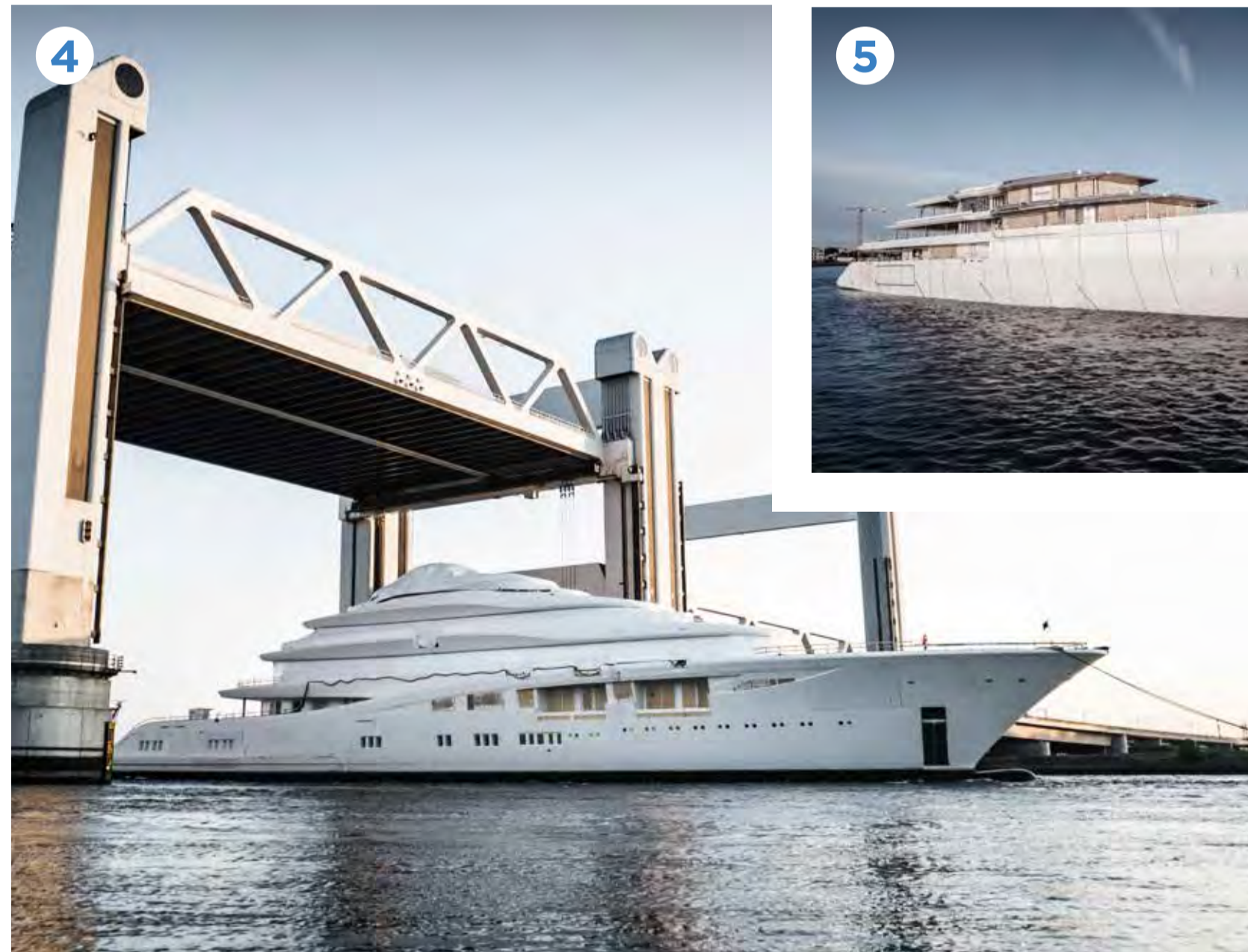
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MARINE SYSTEMS AND COMPONENTS

All Eyes on The Netherlands

Ruben Griffioen, Content Creator, shares his favourite photographs from recent months, with some of the most famous Dutch yachts cruising to warmer climes and others nearing completion



1 JUICE • FEADSHIP • 71M • 2022 • 1,575 GT

2 SEVEN SEAS • OCEANCO • 109M • 2022 • 4,444 GT

3 KAOS • OCEANCO • 110M • 2017 • 4,523 GT

4 PROJECT 821 • FEADSHIP • 118M • 7,295 GT

5 PROJECT 1011 • FEADSHIP • 103M • 2,999 GT



Lürssen Ladies

By Léandre Loyseau.

In May the French Riviera woke up after the winter season and the glamorous Côte d'Azur became awash with glitz as it hosted two of the world's most exclusive events: the renowned Cannes Film Festival and the prestigious Monaco Grand Prix. As the red carpet rolled out, the quays were filled with just as many celebrities, and the Lürssen ladies stole the limelight.

1 PHOENIX 2 • LÜRSSEN • 90M • 2010 • 2,667 GT

2 AHPO • LÜRSSEN • 115M • 2021 • 5,276 GT

3 CORAL OCEAN • LÜRSSEN • 73M • 1994/2022 • 1,526 GT

4 CARINTHIA VII • LÜRSSEN • 97M • 2002 • 3,643 GT

5 SOLANDGE • LÜRSSEN • 85M • 2013 • 2,899 GT

Design News

SY/T takes a look at some of the coolest superyacht designs of recent months



YACHTSTER • 50-METRE • HOT LAB

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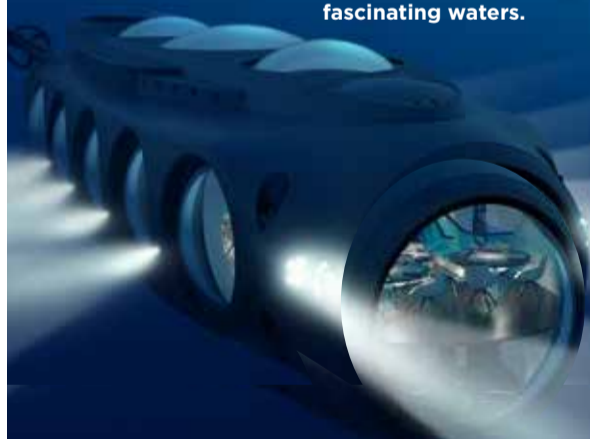
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Diesel-Electric propulsion engines allow for a quieter and more energy-efficient journey.



ONEIRIC • 44-METRE • ROSSINAVI

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Catamaran design: weight distribution and length-to-width ratio provide more hydrodynamic efficiency.

Boundaries between vessel and sea are blurred by the sinuous lines and reflections of the yacht's exterior within the interior.

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ZION • 110-METRE • BHUSHAN POWER DESIGNS

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Her helipad is accessible by a glass column elevator that also has access to all of her decks.

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Exploring Mid-Sized Custom Yachts

with Omega Architects. By **Alexander Griffiths**

The sweet sub-500 GT spot is desirable for shipbuilders and owner's alike; lower IMO regulations need to be adhered to for one, but then you also have additional running and crew costs, pricier berthing rates and limited cruising grounds in shallower waters. There is also the benefit of added privacy, as while you don't have as much onboard space you can travel with less crew, making excursions all the more intimate.

A beauty of this segment is that you're not limited to production yachts either, as there is a plethora of astounding designers penning one-of-a-kind fully custom sub-500 GT superyachts, which are typically around 45-55 metres in length. "As the process of designing a full custom yacht is time consuming, this is a sector pretty much exclusively reserved for experienced owners," Jan Jaap Minnema, sales broker at Fraser, explained.



While this has traditionally been the case, with recent events blocking a number of Russian clients out of the market, things could change. "Shipyards may need to reinvent themselves," Frank Laupman, Founder of Omega Architects, speculates. "If this situation continues, shipyards that build major 100 metre plus projects could lose a lot of clientele, the cruise sector would be a logical move for them. With these yards elsewhere, clients could be inclined to opt for mid-size projects with other shipyards."

There is also the issue of rising fuel costs. While this isn't usually a persuading factor in this industry, the state of things at the moment may push owners to consider less fuel consuming yachts. Another trend that has potential to emerge in the future is from new money earned from crypto and the US tech boom. I posed this question to Albert Hakvoort of Royal Hakvoort, who said "these clients haven't made it to his yard, but it could happen down the line after they've spent time enjoying chartering and production yachts."

The current demand of mid-size fully-custom superyachts is as diverse as the yachts themselves, with clients coming from all over the world. There is a unifying factor though: these clients are experienced owners with high expectations. "My clients looking to go the custom route have usually enjoyed the ownership of production yachts, such as the Benetti classics," Jan Jaap Minnema. "So they know exactly what they like. I ask them to write a wishlist of everything that's important to them, this provides the foundation for the general arrangement. My role as a broker is to manage expectations, acting as an intermediary between the client, shipyard and designer, every step of the way."

The process is lengthy, but pure customisation is the pinnacle of luxury; the bar doesn't go any higher than taking a client's perfection from a wish list to delivery. And when it comes to designing one-off bespoke superyachts there aren't many designers with such a heritage as the Dutch studio Omega Architects.

Omega Architects has been in operation for more than 25 years and has designed over 100 yachts in that time, many of which being full-custom projects. If we reign the scope to turn of the century, then Omega has more than 20 sub-500 GT motor yachts either delivered or under construction. Six of these are with Heesen and part of one the Dutch yacht builder's semi-custom series; while the remaining motor yachts are full custom and each with a story to tell.

I caught up with Frank Laupman to discuss two recent projects of his: the 43.9-metre *Abydos* by Venture Yachts and the 45.2-metre *Adur* by Royal Hakvoort, both designed in-full by Omega.

The 43.9-metre motor yacht *Abydos* is a true point in case Laupman explained. "We were approached by Venture Yachts with a brief from a very experienced Turkish client which specified small, but important details, such as circular portholes across the profile and vertical windows for the wheelhouse. We started with these small details and built the design around his taste."

"It was actually the interior that required the most attention for this project though", Laupman confessed. The owner was very specific on certain aspects and features; for instance he wanted the same vanity fitted that he has in his home. The vanity is large and incredibly ornate, which required Omega to design the master stateroom around this piece of furniture.

Something else that was very important for this owner was to have a well-connected and open galley and dining area. "As *Abydos* is full custom we had plenty of scope to stretch and pull the dimensions to meet the family's needs," Laupman explained. "The owner's wife loves to cook and spend time preparing food for her family, so the galley plays a very important role in the experience of *Abydos*." So much so that Omega remodelled the superstructure to allow light to fall directly onto the appliances.

Venture Yachts handled the construction of *Abydos* and between the Turkish shipyard and the Dutch studio a highly charismatic sub-500 GT motor yacht came to life. "The client could have easily afforded an 80 metre superyacht, but he didn't care. He wanted a yacht which he could cruise down rivers and enter certain bays; for this he needed a yacht under 45 metres."

While small details can have a seismic effect on the overall design, not all requests start small – as Omega experienced when it was penning the 45.2-metre *Adur*, which is being built at Royal Hakvoort. *Adur* is a sub-500 GT motor yacht and her owner was keen to stow an arsenal of toys onboard, including a submarine.

"Our client really didn't want to exceed 45 metres with *Adur*, so we had a lot of work to fit his wishlist into a sub-500 GT package. Tenders and toys are important

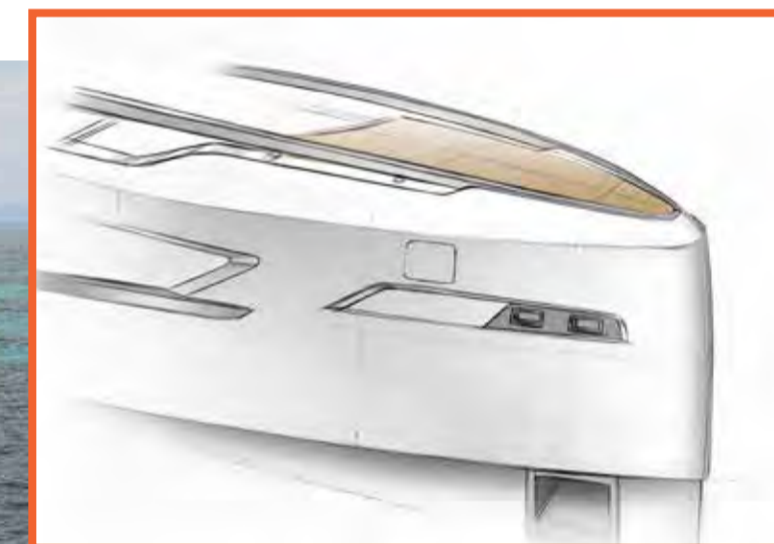
to him so we designed a large garage and additional storage foredeck, which is where a newly designed U-Boat Worx submarine is located."

The level of detail found on *Adur* is astonishing and Omega went to painstaking lengths to shape and design every aspect, including the stairs and rails. "These rails," Laupman explained, "go up in increments from deck to deck. The client wanted them to be rounded and tapered forward. The design itself looks simple, but this is far from reality."

"On production yachts or semi-custom production yachts, adding so many features just wouldn't be possible," Albert Hakvoort, CEO of Royal Hakvoort Shipyard, said. "But fully-custom projects allow for the flexibility to meet these types of needs. That's not to say there weren't any challenges. With a submarine it's not only size you need to consider, but also the weight. And this owner wanted a fast yacht, one which exceeds 25 knots, so we had to get clever with her construction."

Hakvoort has a great dynasty of building and delivering fully-custom bespoke projects, and the team very clearly enjoys these projects. "Playing around with the general arrangement of a superyacht is fun to do," Hakvoort said. "You can pretty much do anything, as long as you adhere to the rules and regulations." •

“You can pretty much do anything, as long as you adhere to the rules and regulations.”



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A custom made artwall onboard the 68m Heesen superyacht *Neninka*
RIGHT: The Azimut motor yacht installed in the centre of Times Square, New York



ARTELIER / WINCH MEDIA

AZIMUT YACHTS

Floating Works of Art

Exploring the relationship between art and yachting

by Sophie Spicknell

AN ONBOARD ART GALLERY

Many yacht owners are avid collectors of art, and others create custom superyachts that are artworks themselves. Just like their ownership, the pieces they have onboard are often hidden from the public eye, creating an unknown oasis of treasure.

International art consultants, Artelier specialise in curating artwork for luxury yachts, and work with both designers and owners to source art from leading global artists. They have a database of over 12,000 international artists that they draw upon for bespoke commissions. "Art onboard yachts often has very specific needs – like being resistant to humidity, fitting into niches or curved walls, and being able to be securely fastened. Bespoke artworks can work to these requirements and make any artistic vision a possibility," said Artelier.

But yachts are full of movement, both from the sea and from the people onboard making art displays challenging! "Location is also a key consideration, as artworks need to be positioned strategically to minimise knocking and damage. Choosing where an artwork is placed is also fundamental due to UV exposure; yachts have an abundance of strong natural light, and UV is one of the most damaging effects on artworks."

It is because of this that Artelier does not recommend highly collectible artworks be stored onboard; "the risk of damage is far greater, and there are added complications for insurance as well as taxation, when these pieces are taken beyond national borders."

In 2020, the Spanish billionaire Jaime Botin, was sentenced to 18 months in prison and received a €52.4 million fine for 'smuggling cultural goods' by removing Pablo Picasso's painting, 'Head of a Young Woman', from national territory without a permit. According to Artnet, "Any work of art older than 100 years is considered a national treasure and requires an export

permit." Botin applied for an export permit, but was rejected. The court reports then state that he attempted to dodge this law, and smuggled the painting out of Spain onboard the 67-metre three-masted schooner, *Adix*.

YACHTS IN THE ART AND DESIGN WORLD

There has been an increase in the number of shipyards who have chosen to participate in art related events in recent years. The move into these fields has allowed them to expand their customer base, and draw a deeper connection between yachts and the world of art.

In 2019, the Azimut|Benetti Group placed an 18-metre Azimut S6 yacht into the centre of Times Square in New York City to celebrate their 50th Anniversary. The installation was part of the company's innovative strategy to shine a light on the DNA of the Azimut brand. "Azimut stands for daring to amaze and – as it is for art – to spark an emotional reaction involving hearts and minds of those who connect with our creations," said Azimut.

The organisation and production of this incredible initiative was made possible by the partnership with Design Pavilion and NYCxDESIGN, the annual event at which New York celebrates design. The Group said "A 60-foot boat taken out of its natural element of the sea and placed in an iconic city square, densely populated with neon lights changes our perception of the usual and the possible, and this is how it symbolically represents the drive for innovation in design and technology that is a distinctive feature of the Group's projects."

For the first time this year, the Italian shipbuilder Sanlorenzo was the main sponsor of the Italian Pavilion at the Venice Biennale Arte 2022. The event gave Sanlorenzo the opportunity to address issues such as sustainability, the



Custom artwork onboard the 77m Turquoise superyacht *Go*

ARTELIER / TURQUOISE YACHTS

environment, technology, nature, the sea and, above all, mankind through art. "We are living a new renaissance that sees contemporary culture at the centre of society as well as industry, with art increasingly tending to effectively reflect the difficulties and contradictions of our civilisation," said President and CEO of Sanlorenzo, Massimo Perotti.

These head-turning events shine a spotlight on these companies, highlighting their unique passion for all things art and design, drawing in a new generation of potential customers and clients.

ART IN ARCHITECTURE

It becomes clear the more you delve into the connection between yachts and the world of art, that the true stars of the show are the yachts themselves. Art is described as 'the expression or application of human creative skill and imagination', and the building of a yacht certainly uses both skill and imagination. A custom-built yacht can very easily be described as a work of art, as she is created by a variety of artists and craftsmen who have specially sourced the materials to create her.

"The design, development and build processes are both technical and artistic, and except for the equipment placed on board that has been factory produced, all parts of a yacht are handmade. When the designers meet the artisans, art is created. Creativity is then put into skill to make it a reality,

and we consider this art. Everything from a hand-sketch expressing the first idea, to detailed production drawings and computer generated visuals," said Laura Pomponi, CEO and founder of LP Luxury Projects.

Yachts are created to emulate the passion of the owner. In the modern world of yacht design and mass production, those that stand out the most are the yachts that are unique and individual in design. And it's no surprise that the designers and builders that pour their heart and soul into the designs and projects, will most certainly agree with this fact.

"As their size grows, yacht builders are allowing customers to highly influence the build and bring their own ideas to the table. Designers create details and finishes with materials that often are designed by them as well. Therefore the use of materials and finishes for creation can also be seen as art," added Laura Pomponi.

JUST A FLOATING DREAM?

It has become clear that in recent years the relationship between art and yachting is not only embodied by works of art on yachts, but by the shipyard's attitude to make art part of their brand identity. With the two sectors so closely related to luxury it is understandable how they have become so intertwined. Shipbuilders and designers are continuing to push the boundaries of architecture with yachts, and owners continue to adorn the interiors with precious works. ●

An Ocean of Sustainability Claims

Robert Van Tol, Executive Director of Water Revolution Foundation, on why sustainable assessment is imperative for the future of our industry



“It’s an oxymoron” is the common reaction to the claims around combining sustainability and yachting. Well what shall we say, it is, until it is not?

There are plenty of examples of client-driven projects, not only from recent years, that pushed boundaries, including on efficiency and reducing environmental impact.

It is true, however, that having a negative impact on what you want to explore – the ocean – makes no sense at all. If it is indeed the ocean that the yachting community wants to enjoy, it must be more than the owners alone who push the boundaries. We must push past this one-way relationship and take care of the ocean like no other, from every level of the industry. True stewardship!

But how? That is the most common question Water Revolution receives from the industry, and the goal to answer it is the reason the Foundation was initiated in 2018. By following a scientific approach, and successfully implementing it into the yachting sector, we can coordinate our efforts and work together in the same (and right!) direction. But this remains a challenge, several well-intentioned but insufficiently managed initiatives blur the direction that we need to go, scattering the sector, taking up resources and making false claims on what sustainability is and what initiatives are sufficient in order to claim it.

False insinuations also exist for companies that claim to have a product that is environmentally friendly. While the environmental focus in itself, and the various developments being made, are welcome, we need to make third-party verification for such claims common practice. Environmental credentials must be backed up with proof and data, preferably confirmed by an independent and recognised body. After all, such a confirmation helps both sides: the buyer is ensured that what the seller says is correct, and the seller is helped by the confirmation of his/her sales pitch. Only winners, including nature!

At this year’s Monaco Yacht Show, the new Sustainability Hub will be introduced, the Hub will exhibit companies that offer (more) sustainable solutions. In line with our work on a Database of Sustainable Solutions, Water Revolution Foundation became the leading yacht show’s strategic partner for vetting the applying companies eligibility to exhibit in this new show area. Part of what we offer are Life Cycle Assessments (LCA) that analyse a ‘sustainable’ solution’s entire life cycle to see if it is truly a better alternative. The LCA takes into consideration the manufacturing materials, processes and end of life of the product in addition to the operational phase which is mostly focused on and talked about.

Only when taking these three stages into consideration can the product be sufficiently judged as a sustainable solution, and just shifting impact from one phase to

the other be avoided. In fact, it needs to score better than 5 out of 9 environmental parameters and ecopoints compared to the standard product in its category. A lot of work? Yes, but yachting cannot afford to do it wrong. There is a lot to do!

Elaborating on the quantitative criteria of the LCA based proof of solutions, we have also formulated some qualitative criteria to apply to companies. If they have no

“This will help yachting companies to proactively prepare and perhaps even publish, before any rules come into force”

quantitative assessment available, but fulfil the qualitative criteria, they can still exhibit in this area based on their commitment to sustainability and open reporting about their progress.

Sustainability reporting is now becoming mandatory for medium sized companies in the EU and this threshold is only likely to come down towards small enterprises as well. Meaning non-financial (read sustainability) reporting will become an

obligation in the near future. But is this an administrative burden or an opportunity? This summer Water Revolution Foundation will share a guideline for sustainability reporting, starting internally, to understand which information and data is needed and to help companies begin to collect and develop it. This will help yachting companies to proactively prepare and perhaps even publish, before any rules come into force, which is a good example of the role the Foundation is envisioned to play in the sector.

Back to the solutions on display at the Sustainability Hub at MYS 2022 – we already approved a wide range of products from various companies, ranging from foiling, to environmentally friendlier underwater lights and a product which cleans engine oil to increase the lifetime of the engine. The goal of this area is to showcase technology that is able to reduce the environmental impact of yachts now or in the near future, and that of new builds and of the existing fleet. The Sustainability Hub at MYS this year should showcase a good group of companies that lead the way and hopefully inspire many more to embrace this spirit.

Yachting is the only maritime sector that has doubled its fleet size since 2008 (40m+ range and sourced from SYT iQ),

this shows the responsibility we need to collectively take. Since the large yacht sector is relatively young, with 2/3 of the fleet built in the last 20 years, the majority of which are very well maintained and yachts are rarely being scrapped. This means that the fleet will only continue to grow, and therefore the total impact grows in tandem. It is imperative that we recognise this responsibility, alongside the targets from international legislation which are becoming increasingly stringent. We all know that the maritime sector is one of the slowest movers, but if yachting sees no urgency to significantly cut its environmental impact, which the ocean – the very element the industry lives off – is directly impacted by, which sector or community would?

From recent marketing outings, we can conclude that sustainability has made its permanent entry into the global yachting sector... I have good hopes it does not just stay a marketing thing. Yet the sustainable concept designs that are released on a daily basis and percentages and especially extrapolations of fuel savings are dazzling the readers. Water Revolution Foundation strongly invites all industry stakeholders to work with us to prove these promising claims. My humble advice? If you can’t frame it, don’t claim it! ●



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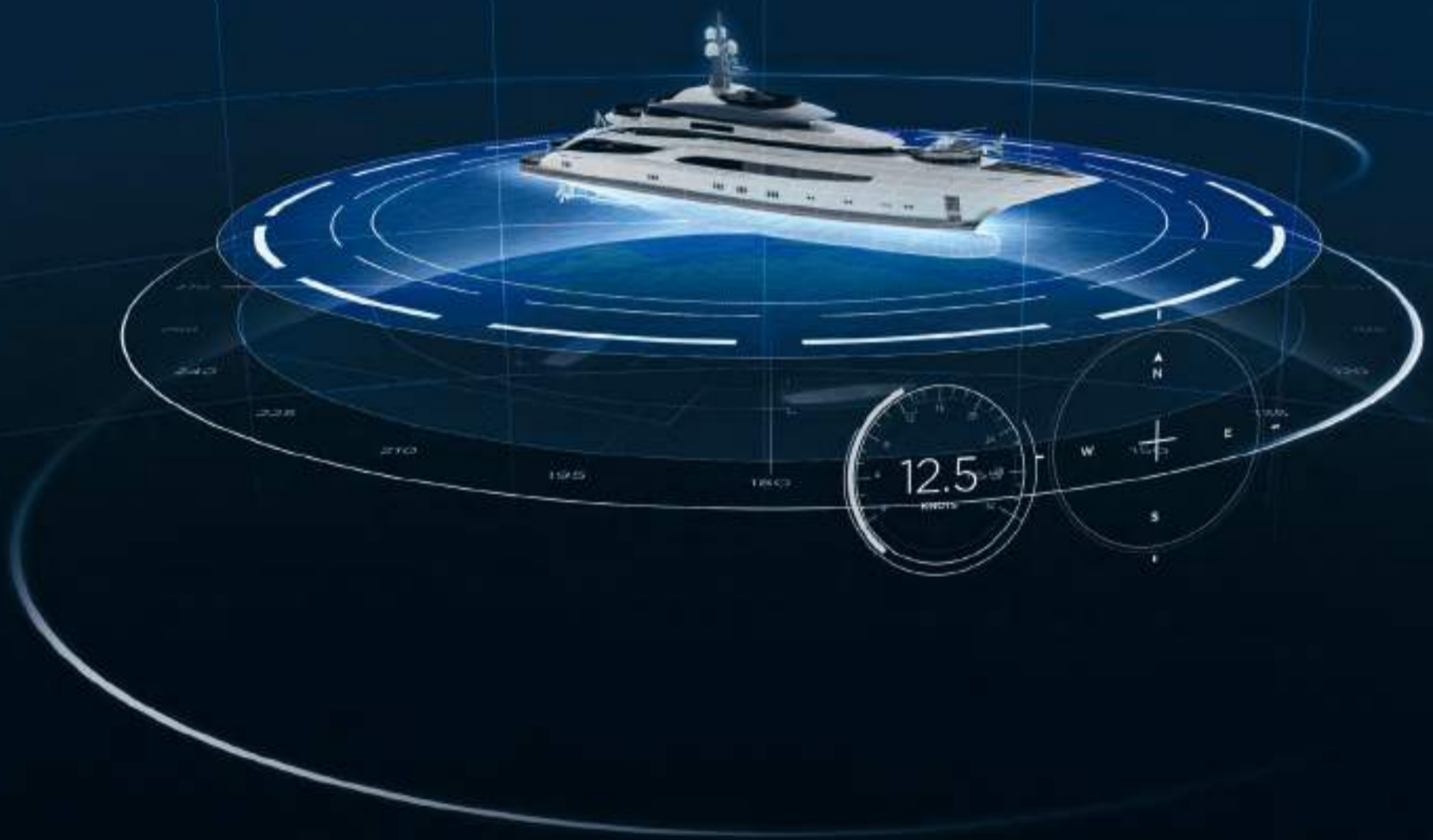
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Proof in the Verification

By Jelena Dolecek of Water Revolution Foundation

More sustainable solutions become available every day. If these were all to be evaluated, promoted and implemented, a significant reduction in environmental impact could be immediately achieved. This is where one of the Foundation's main focuses comes in: building a database of sustainable solutions. The purpose is to bring suppliers and the superyacht industry together, promoting solutions with verified sustainability credentials and fast-track their adoption and spread their environmental benefits within the industry.

Finding a common denominator for what sustainability means and how it can be measured is key in order to build a transparent and trustworthy approach.

The verification process is based on Life Cycle Assessment (LCA), a science-based, clear and standardised method to assess and verify the products and services that are claimed by their manufacturers to be sustainable. The method includes raw material extraction, processing, manufacturing, distribution, use, repair and maintenance, and disposal or recycling. Complete information about all impacts

on the environment and human health caused by a product or service over its life is delivered. It's for this reason that the United Nations and European Commission have acknowledged the efficiency and importance of the LCA methodology.

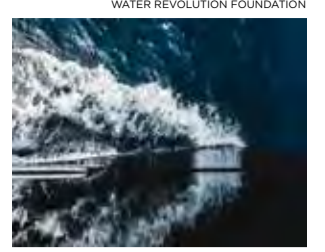
The Foundation's methodological framework is based on a third-party review in order to ensure a high-quality analysis. The assessment is conducted by independent research institutes. In parallel the business as usual (BAU) is defined. If the service or product performs better than the BAU in 6 out of 10 comparison criteria, so called indicators, then it is proven to be more sustainable than the common practice and earns the stamp of Sustainable Solution by WRF.

The verification process is no cakewalk but the gained certainty for the company as well as for industry are worth it.

Hull Vane® was the first to get verified. It is a patented solution to improve the hydrodynamic performance and the comfort of ships and yachts by reducing the stern wave and the ship's motions. This results in a reduced fuel consumption and therefore also all related emissions.



VAN GOSSANEN NAVAL ARCHITECTS



WATER REVOLUTION FOUNDATION

Left: The Hull Vane by Van Oossanen Naval Architects. Below: OceanLED's Explore E8 and E9. These are the first two products to achieve WRF verification

Bruno Bouckaert, Sales Director at Hull Vane, stated: "We think it is very important that an independent verification is done, to differentiate between green-washing and real, proven solutions. This helps customers to invest in the best value solution for their vessel. A LCA has an important role in this, and we're very happy to say that the emissions generated in the fabrication of a Hull Vane are insignificant compared to the emissions saved during a lifetime of use. We appreciate the Water Revolution Foundation for doing this work."

OceanLED was the second company to get solutions verified. Lee Hirons, Marketing Manager at OceanLED, shared that he was convinced that businesses must tangibly commit to sustainability and do whatever is in their power to help our planet stay healthy. "We feel extremely proud of achieving the status of Verified Sustainable solution for our Explore E8 and E9 underwater lights."



This means that their partners and customers can now be sure that working with OceanLED's Explore E8 and E9 for their lighting solutions is proven scientifically to help them reduce their environmental footprint. Actually, with LCA it was shown that these particular underwater lights perform better than the BAU in all considered indicators.

Driving sustainability in the superyacht industry begins with measuring and quantifying. Verified solutions will be in the spotlight in the Sustainability Hub at MYS 2022 and on the sustainable solutions roadmap at METSTRADE 2022, and of course the Database of Sustainable Solutions. ●

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Catamarans: Fad or Future?

With catamaran concepts flooding the industry, we took a look at the innovations within the sector to find out if they really could be the 'sustainable' future of the superyacht fleet.

By Francesca Webster

While multihulls have hardly taken lift off over the last decade, with catamarans and trimarans remain around 2% of the global fleet (according to SYT IQ), in recent years we have seen a dramatic increase in the number of catamaran concepts, designs and launches. Many of the companies that have backed the multihull often cite efficiency, "eco-friendliness" and "sustainability" as key motivators for the adoption of the hull form. But what is the science behind these claims; and has there been enough of a significant change in the mentality of the yacht owner, to justify the number of designs which are flooding the market? We spoke to some of those companies to get an inside look at the multihull movement and how it might shape the future of the global fleet.

MONOHULL OR MULTIHULL?

In an article published in 2010, naval architects James Roy and Alex Meredith Hardy weighed up the pros and cons facing the multihull conversation. Having created innumerable designs for fast ferries, and commercial catamarans over the years, both engineers were surprised that the yachting industry had been slow to uptake the hull form. With efficiency and high speeds (+40 knots) on offer, as well as the beamy main deck platform, some might consider catamarans an ideal substitute for a monohull. But aesthetics are everything in the yachting industry, and the boxy form of catamarans has failed to catch the eye of those owners who frequent the Mediterranean.

The catamaran hull form does have hydrodynamic benefits. As Roy and Meredith Hardy wrote "by dividing the total displacement between two hulls, the displacement-to-length ratio is improved, and in turn the wave-making component of the total drag is substantially reduced." In layman's terms, catamarans can be more efficient than monohulls of the same GT due to reduced drag, but as Roy explained to SYT, points of comparison must be carefully defined, with GT, rather than length being the optimum comparison base.

Incat Crowther, another leading catamaran architect and the principal designer of SHADOWCAT support yachts, adds that the eco-friendliness of the hull is amplified when hybrid propulsion systems and lighter materials, such as aluminium, are used. Incat Crowther's Dan Mace, technical manager, said, "In addition to offering some of the highest speeds with less fuel burn, catamaran vessels offer around 40% more volume (tonnage) and up to 60% more deck space than a similarly sized monohull. The catamarans we design offer some of the greatest



The WIDERCAT 92 from Wider with diesel-electric propulsion and a solar power covered hardtop

efficiency, stability and speeds on the market, without the need to sacrifice space or purpose."

Despite the arguments around the improved efficiency of the hull form, many builders who dominate in the sector indicate more than this as driving the sustainability of the hull form. Many of the major players in the 24-30 metre catamaran sector – consider for example Sunreef, SILENT-YACHTS and Wider – build hybrid-electric yachts that also utilise solar power.

Franz Boese, Chief Marketing Officer of SILENT-YACHTS commented, "Technically speaking, it makes much more sense to create a solar powered multihull than a monohull. The main reason is space. With the wider beam of a catamaran, there is more space to install solar panels. This increases the potential energy production of the yacht, which is crucial to create a

“Twenty years ago nobody believed in our approach. Today, the trend for big multihulls is a fact – everyone wants to build them”

well-rounded experience on board, without any compromises or limitations."

Marcello Maggi who heads up W-Fin Srl, the holding Company that owns 100% of Wider equity, shared this sentiment, "From an engineering point of view, the greater width compared to a monohull allows the exploitation of a greater surface area intended for the use of solar panels, an additional source of energy for the Wider serial hybrid propulsion system."

The Sunreef Yacht's Eco yacht series feature both sail and power cats, taking

the solar concept a step further with its innovative 'solar skin' – an in-house technology that takes the solar concept to the next level by coating the hull with integrated solar panels. Aside from the solar benefit, the vessels incorporate wind generators, custom-engineered lithium batteries, non-toxic paints and green composite structures, demonstrating that it takes more than a hull form alone to create an 'eco' yacht.

Francis Lapp, Founder and President of Sunreef Yachts commented, "Twenty years

ago nobody believed in our approach. Today, the trend for big multihulls is a fact – everyone wants to build them. Customer expectations have changed. Superyacht owners look for a better length-to-volume ratio, more stability, fuel efficiency and green solutions. They seek wide open spaces to enjoy with friends and family. They want to be close to the sea."

Of course unlike many of its competitors, Sunreef also offers a sailing catamaran as part of its Sunreef Eco range, Lapp summarised the pros and cons; "sail yachts have the obvious advantage of wind propulsion. On top of that, we use hydro generation – this means our sail yachts recover energy from the propellers' rotation while under sail. Power yachts on the other hand, offer more space for solar panels – for example on the bow terrace. They can also be fitted with a kite."

GAINING MOMENTUM

At the 2021 Monaco Yacht Show, local designer Espen Øino took to the stage of the Design and Innovation Hub to discuss

the topic of sustainable yacht design. He cited the potential of the catamaran and SWATH (Small Waterplane Area Twin Hull) hull forms for their efficiency. Øino had only recently unveiled a catamaran design in collaboration with SilverYachts, the SpaceCat, the first of which was sold in May this year. Referring to catamarans as the "SUV of the seas", Øino recognised that the hindrance to catamaran popularity has, so far, been their characteristically boxy aesthetic, but he also firmly predicted that we will be seeing far more multi-hull vessels in the coming years a sentiment which has been echoed by many in the industry.

Not only have we seen a larger number of catamaran concepts entering the scene over the past few years, but there have also been a number of shipyards focusing their attention on this area of the industry for the first time. In December last year, Italian shipyard Rossinavi unveiled its first catamaran concept, the dramatic and eye-catching 43-metre hybrid Sea Cat 40, the first hull of which was sold in June. This initial foray into the sector was

then followed in May with the release of the 44-metre *Oneiric* with Zaha Hadid Architects, demonstrating a real investment into the hull form.

Rossinavi has been developing this series of catamarans for over a year and will unveil at least two more designs in coming months using a fully developed platform. Federico Rossi, COO of Rossinavi explained, "We are invested in creating vessels with a reduced carbon footprint, and we have a diesel-electric yacht currently under construction. But we want to be innovative now, without having to wait for alternative fuels such as hybrid propulsion. We believe the best way that we can improve the efficiency and therefore sustainability of our vessels is by employing the catamaran hull form and that is why we have entered this sector."

MULTIPLE HULLS = MULTIPLE BENEFITS

Historically plagued by criticism for their looks, it would appear that many owners are coming around to the style and aesthetics of catamarans – or, at least,

that they are willing to overlook them in light of the varied benefits the hull form offers. Recent additions to the global fleet include SHADOWCAT's 66m support vessel *Hodor* and 68m *Wayfinder*, both jointly developed by Incat Crowther and YCTS, Ltd., and constructed by Spanish shipyard Astilleros Armon. A third similarly sized vessel in the SHADOWCAT platform series is slated for delivery later this year.

As the brand that has delivered the most tonnage of catamaran vessels to the superyacht market in the last five years, SHADOWCAT is uniquely positioned to speak about the yacht owner's response to the catamaran aesthetic and their desire to transfer the platform's benefits to the cruising experience.

"Today's modern catamaran designs offer unmatched efficiency and carrying capacity, in addition to a stunning aesthetic. SHADOWCAT understands that clients overwhelmingly desire a balance of comfort, stability and luxury. As such we have a number of innovative concepts in process now that meet these demands, while delivering an exceptionally beautiful vessel," explained Robert Smith, CEO of YCTS Ltd. and founding partner of SHADOWCAT.

Unlike the smaller cats from Sunreef and SILENT-YACHTS, the two vessels have been specifically chosen for the width and stability they offer, making them able to carry a huge selection of tenders and toys. *Hodor* has a 14-metre beam, a helipad, a fleet of tenders, the largest of which is 17-metres, an ROV launched from a purpose built crane, a dive centre with decompression chamber, a selection of four-wheel drive vehicles and a full suite of toys. All of this alongside cabins for 20 crew and a number of guests in luxury accommodations.

As previously mentioned, the benefits of multiple hulls have many, and the companies discussed here have a firm belief in the growing popularity of the hull form. As Marcello Maggi of Wider concluded, "We believe that our catamaran is a catalyst for several elements that make her suitable for a customer choice. The abundance of the surfaces that can accommodate the cutting-edge mini solar panels that avoid turning on the endothermic devices, increasing the comfort aboard with limited noise and vibration, and these are some of the strength points of this innovative product."

All of the companies we spoke with shared the same sentiment; that clients are opening up to the concept of a catamaran, many in part for the various "green" benefits they offer, be it additional solar panel positioning, hydrodynamic benefits and hybrid potential. As Federico Rossi commented, "We hear clients saying right now, 'We are ready to move into the multihull sector' and I think part of this drive is to do with a new generation of owners who are focused for the first time on leaving the world in a better position than they found it. They have a greener vision of the world and share a feeling of responsibility toward the oceans and so it doesn't surprise me that there is a movement toward catamarans for these Millennial owners."

With at least 30 catamarans of sizes ranging from from 24 to 56 metres currently in-build, we will certainly be seeing an increase in the sector over the coming years, and from the opinions shared above, it is fair to say that the trend is only just beginning to take shape... In the view of the industry, this is no fad, so watch this space. ●



The 66m Hodor from SHADOWCAT



The Sea Cat 40 from Rossinavi, the first hull of which is now in-build



Sunreef's solar skin from the hull of one of the Sunreef 43m Eco yachts. Bottom: Sunreef 49m.



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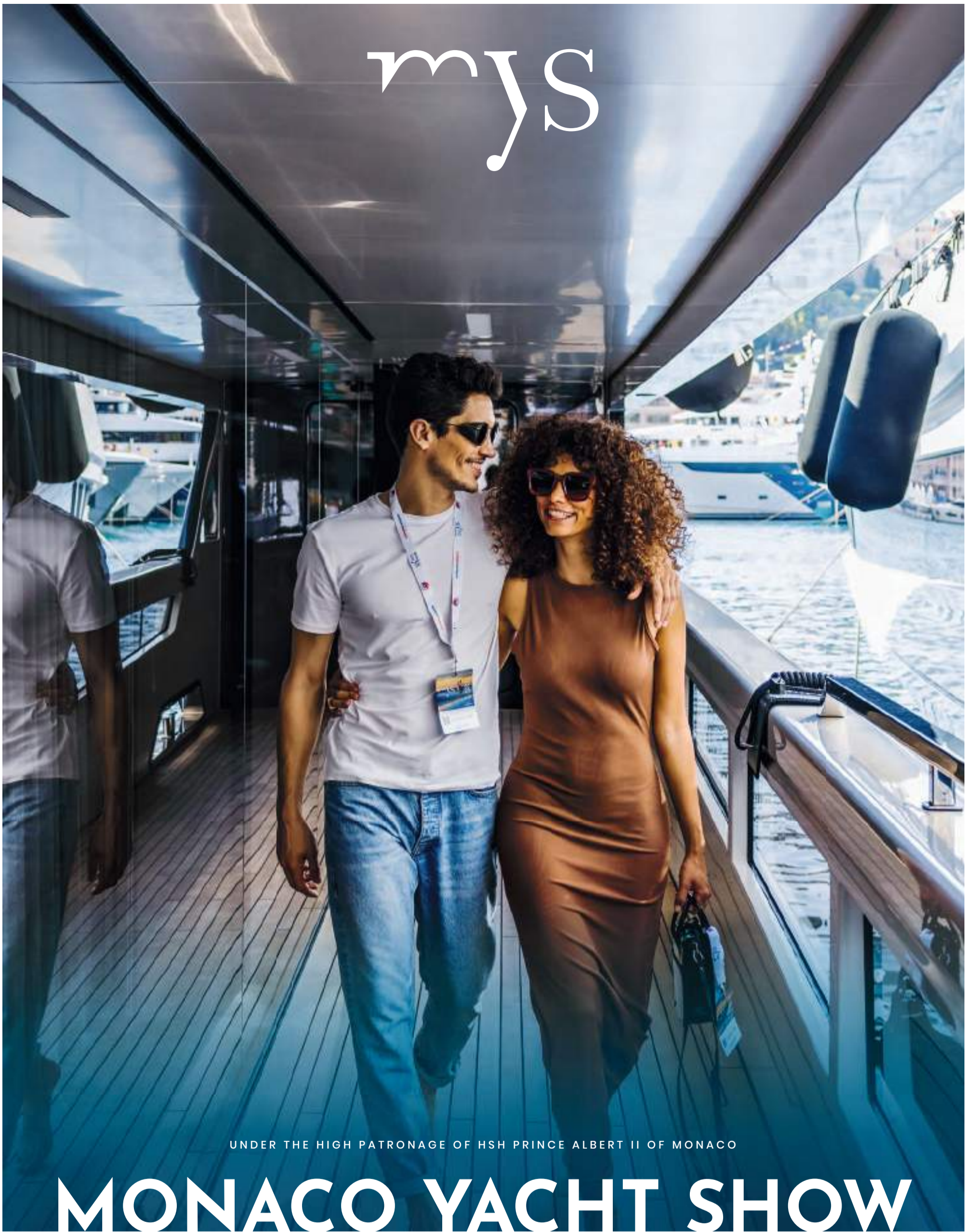
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How to Preserve the World's Largest Lung?

Sustainable yachting is a pressing issue: “the sea is not only our plaything, it’s our primary shareholder.” by Alexander Griffiths

There is a great paradox at the core of yachting: we want to visit but also preserve the most beautiful areas that our world has to offer. Last year, at the Monaco Yacht Show, Robert van Tol, Co-founder & Executive Director of the Water Revolution Foundation, encapsulated our responsibility far better than I can when he said: “the sea is not only our playground, it is our primary stakeholder.”

So, the question we need to ask is how to treat her and her inhabitants with even more respect?

The Water Revolution Foundation, for one, is driven by the need to take a holistic look at sustainability, through what it calls a “lifecycle approach”. The Foundation verifies the environmental credentials when companies claim an innovation of theirs is sustainable, not just in practice but from the start through to end of life of that product – how sustainably were the materials sourced and how can they be sustainably recycled at the end of their life.

The waters of sustainability can easily become murky; while a commitment may be well founded, but in actuality there

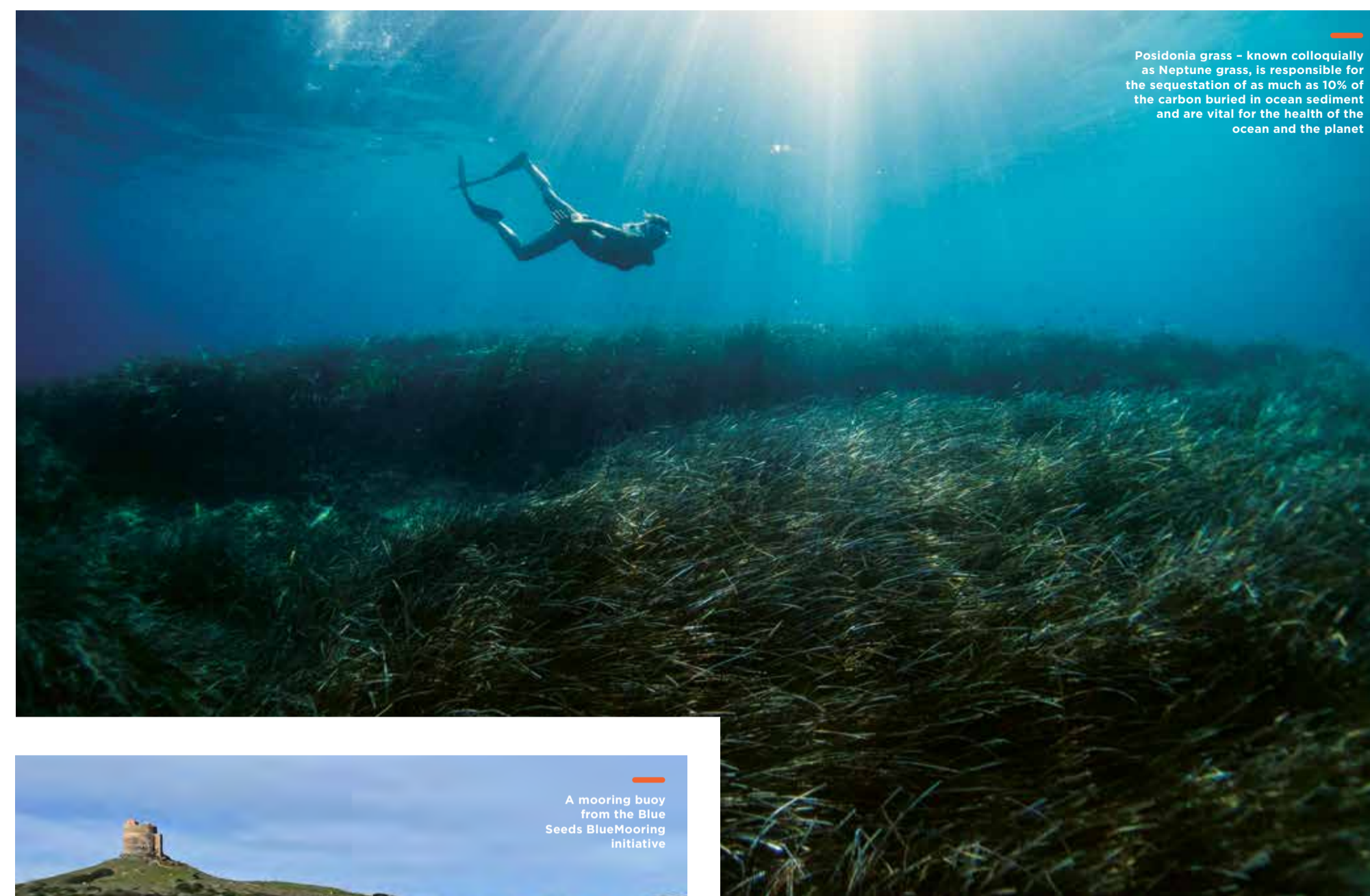
could be problems bookmarking each side of delivery – to give two general and very globally controversial trouble points: nuclear energy and certain minerals (lithium-ion and cobalt) necessary for EV battery packs.

While certain innovations may, on face value, seem desirable and progressive, when considering their longevity and the full lifecycle, the illusion of being a “miracle cure” quickly tarnishes. This is not to declare the war lost, far from it. Due to the very paradoxical nature of yachting (visiting/preserving) we need to be hyper aware of our impact as our industry, our

hobby and our lifestyle is very much interconnected with the marine ecology.

Will we ever get to a point where our navigation across the waters leave no trace – perhaps not. But we can make even more conscious choices as we charter and navigate. There is another conversation which runs in tangent with that of sustainability, and that’s conservation.

A cornerstone of conservation in yachting is responsible mooring: how to stop and enjoy a location without damaging it. Anchors can cause severe damage to the marine ecosystem when



Posidonia grass – known colloquially as Neptune grass, is responsible for the sequestration of as much as 10% of the carbon buried in ocean sediment and are vital for the health of the ocean and the planet



A mooring buoy from the Blue Seeds BlueMooring Initiative

“Fenders – or discarding fishing floats – can be used to raise the chain, reducing the amount resting on the seabed and the devastating impact it can cause.”

dropped, and more fatally, dragged. First and foremost for owners and crew, concern is for the safety and security of their yachts and their own wellbeing when out at sea. A poorly anchored yacht can have some severe consequences, which will not only cost money but also lives.

On the other side of the debate though are those fighting for the preservation of the seabed and the marine flora and fauna. A dragging chain wreaks havoc and has some serious consequences on the world’s largest natural carbon sinks. We owe a great deal to the corals, the photosynthetic bacteria, algae and plants such as Posidonia seagrass – known colloquially as “Neptune grass” and “the olive groves of the sea” – and dragging a great, heavy chain through them, causing irreversible damage is not the best way to say thank you.

France is one of the more recent countries to enforce an anchoring ban for yachts over 24 metres in certain areas of its waters to preserve Posidonia seagrass. The punishments are severe and perpetrators can see some jail time, fines of up to €150,000 and bans from navigating in French Mediterranean waters for repeat offenders.

Spin the globe and the debates are just as heated in the Persian Gulf, the Caribbean and the waters surrounding Canada – to name just a few regions. We’re not talking about a gaggle of tie-dye wearing activists with an agenda – we’re talking about some serious, heavy-weight institutions both public and private that are pressing governments on the best practices to preserve the marine ecosystem.

Innovations are being made to superyacht mooring practices, some as simple as techniques for floating chains.

Fenders – or discarding fishing floats – can be used to raise the chain, reducing the amount resting on the seabed and the devastating impact it can cause. This practice is mandatory in certain US waters, as I’m sure also for other parts of the world.

Mooring buoys is another technique that helps curb a dragging anchor, a practice used predominantly when vessels are out in deep waters and around protected areas and coral reefs in Australia, Asia and also North America. Seafloatech, the French-based company launched by Lionel Péan, has been driven by this conservation effort and designed a “sustainable and reversible mooring system for all types of pontoons and vessels, and offering exceptional safety and comfort for all users.” Seafloatech pontoons make use of a patent mooring system which is screwed directly into the seabed and equipped with hydraulic jacks, this way yachts can moor directly to these pontoons without risk of damaging the ecosystem and protected areas.

SuperYacht Times caught up with Lionel Péan, CEO of Seafloatech and Eric Pilat, CEO of partnered company BluenGreen. “If a superyacht owner invests in a project carbon compensation then we find an agreement to track and measure every journey made throughout a year and record it in a classified document. From this record we can analyse the carbon footprint and draw an investment plan that we negotiate with the local authorities for conservation and providing access. In short, we have created a return investment system.”

There are other groups championing mooring buoys too. BlueSeeds for one is striving to “empower marine conservation”. Part of this is its mooring management tool that not only enables users to find safe and available responsible mooring points, but which also provides education; all through its website bluemoorings.org.

Another organisation is the World Wildlife Fund Turkey, which is taking important steps to promote and disseminate buoy and mooring systems in the Mediterranean. WWF Turkey is well aware that to roll-out good practice it’s not enough to simply install these systems, local actors also need to be onboard with the process to create strong habits around mooring responsibly.

Dr. Nesimi Ozan Veryeri, Senior Marine Conservation Expert for the WWF, spoke about his project: “The buoy and mooring operating system, which will be developed within the framework of Blue Economies, focuses on strengthening ties between the local habitat and local human relationships. This challenge led by WWF Turkey in the Eastern Mediterranean is courageous and focus-oriented in pursuit of its objectives to help adapt to climate change consequences by protecting the seagrass areas that absorb very large amounts of carbon emissions.”

But is this enough? Well, to be candid – no. Responsible mooring is most definitely a facet that needs to be developed and run with, but we need to widen the aperture and look at the action of mooring holistically. After a call with Robert van Tol, he very quickly highlighted that it’s not so simple when taking a holistic view of mooring. “It’s an interesting trade-off really. What’s better for the environment: dropping an anchor in an area that professional captains know is a good location, or use dynamic positioning to keep a yacht in place?”

When taking a wider scope it becomes a little messier and not as clear cut; responsible mooring is another point in case for the murky waters of sustainability. Where innovations are clearly making headway and there’s a lot to say about the benefits of these solutions, there are still often costs. Responsible mooring is a key part, but it is just one part of the puzzle. ●

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What to Expect

The Monaco Yacht Show brings together some of the biggest names in the industry to showcase their latest superyachts at Port Hercules, but the event has a lot more on offer! Here's what you can expect to see from 28 September to 1 October.



SUPERYACHT TIMES (4)

The Monaco Yacht Show is world-renowned for showcasing exceptional superyachts, with over 100 units displayed, and over 40 new models unveiled as world premieres each year. This year already promises to offer a wide variety for guests to see with new exhibitions and superyachts such as Lürssen's 115-metre Ahpo. As the anticipation for the show continues to build, we take a look at what to expect for 2022.

MONACO YACHT SUMMIT

The Monaco Yacht Summit is the perfect opportunity for you to talk with designers, brokers, builders and advisors about your yacht projects. The panel of distinguished professionals from the industry will be able to inform you about all the practical aspects you need to know to carry out your yacht project. The Monaco Yacht Summit topics include 'Activity Reports' into the industry trends of renting, buying, building and operating a superyacht, as well as everything 'Charter' - from how to choose a broker, to the location and booking process. Experts will also be going through the practical steps of commission and building a superyacht in talks about 'New Construction'. The team from Feadship will also be on hand to discuss the 'Construction and Delivery' process of the 94-metre superyacht Viva

SAPPHIRE EXPERIENCE

The Sapphire Experience is the ultimate VIP programme of the Monaco Yacht Show and offers a tailor-made programme of events for guests to take full advantage of. The MYS concierge team will organise your visiting schedule for superyachts available for purchase or charter. You will also have the opportunity to meet the experts from the Monaco Yacht Summit to discuss your next yacht project. As if that wasn't enough, you will be able to attend exclusive gala evenings



XXXXX

and private cocktail parties onboard the yachts, board the Sapphire tender for a cruise off Monaco, or benefit from the luxury official MYS courtesy cars. The luxurious Sapphire Experience gives guests the opportunity to meet the expert they need, and is designed for prospective yacht charterers, or buyers who like to enjoy all of the finer things in life.

UPPER DECK LOUNGE

The Upper Deck Lounge gives visitors the chance to discover creative trends in luxury for the most up-to-date superyacht design. The area offers the opportunity to meet with craftsmen, creators and interior designers to discuss custom-made parts for yachts. If you're looking for inspiration for a new interior on your current superyacht or curious about designing the interior for your next, the Upper Deck Lounge is the perfect space to create a masterpiece.

The Monaco Yacht Summit topics include 'Activity Reports' into the industry trends of renting, buying, building and operating a superyacht

CAPTAINS & CREW LOUNGE

The Captains & Crew Lounge allows captains and crew members the opportunity for a moment of relaxation while at the Monaco Yacht Show. The C&C Lounge is a haven reserved for entertainment, games, refreshments and of course WiFi. The area is located at Quai Louis II and even has a wellness lounge that is available all day long. A breakfast and lunch service is also offered exclusively to the captains and crew of the yachts exhibited at the show.



CHARL VAN ROOY(2)



SAILING YACHT AREA

As well as displaying some of the largest superyachts available for purchase or charter, Monaco Yacht Show also has a large display of sailing yachts. The exhibition is located at Quai l'Hirondelle and allows guests the opportunity to go onboard the sailing yachts as well as meeting the builders, designers and equipment manufacturers that have made these yachts a reality. If you are looking for your future sailboat, then the Sailing Yacht Area is one that should not be missed!



What Else Should I do at the Monaco Yacht Show?

The Monaco Yacht Show 2022 is back this year with some all new themed exhibition areas to attract a new generation of yachting clients.

SUSTAINABILITY HUB

The Monaco Yacht Show is championing sustainability this year with an all-new Sustainability Hub, that will host companies that specialise in technology and reducing superyachts' environmental footprint. The Monaco Yacht Show will work in collaboration with the Water Revolution Foundation to select companies eligible for a spot in the centre. The Sustainability

Hub will also help raise awareness on environmental issues within the yachting community. It will be located on 200 square-metres in Darse Sud, the tent dedicated to nautical equipment and technology.

YACHT DESIGN & INNOVATION HUB

The Yacht Design & Innovation Hub will be returning for 2022,

bigger and better than ever before. The area was launched last year in collaboration with SYT and will be extended this year to integrate the Design Gallery under one single exhibition. Around 25 yacht designers will showcase their latest designs and works on the docks of Virage Louis Chiron. Throughout the event, live presentations will be hosted in collaboration with SuperYacht Times, and held in the brand-new 100 square-metre conference room. Visitors will also be presented with insights about current and future trends, as well as innovative solutions in design or sustainability.

ADVENTURE AREA

The Adventure Area is new for this year and is dedicated to exploration, adventure and onboard activities. The area is set to boast a vast range of day-trip and sports tenders, luxury and off-road vehicles, water toys, high-tech gadgets, helicopters and tailor-made programmes for remote destinations. The Adventure Area will span across two sites at Monaco's Port Hercule; Quai Antoine which was previously home to the Car Deck and Tenders & Toys exhibitions, and at Quai Jarlan which is also home to around twenty moored tenders. With clients now looking to explore more with excursions such as underwater trips, visiting secluded islands by tender and driving all-terrain vehicles to the North Pole, MYS is able to cater to everyone.



SYT's Top Tips For the Monaco Yacht Show 2022

CHARL VAN ROOY

PLAN IN ADVANCE

The Monaco Yacht Show has a wide range of activities, attractions and exhibitions for everyone from novices to well-seasoned visitors alike! Get in contact with exhibitors in advance to secure appointments and make the most of your visit to Monaco.

WHERE TO GO

The Dockside Area is the area dedicated to the afloat exhibition of superyachts and tenders and is the perfect place to start. The stands exhibit yacht builders,

brokers, yacht design and naval architecture, yacht insurance, ports, marinas and yacht management companies.

DINING AT MYS

There are plenty of options for food at MYS from takeaway snacks on the quayside at Le Café Lucciana, to a new creative menu everyday at the Upper Deck Lounge. And for those looking to kick back and relax during the day, guests will be able to visit the ground floor bar of the Upper Deck Lounge.

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ROAM Tenders

Superyacht Tenders and Toys is passionate about making their ROAM tender series as environmentally friendly as possible

ROAM tenders are built differently. Geared for outlandish, hardcore adventures the series needs to be tough and ready for anything – but that's not all that Superyacht Tenders and Toys has written into their DNA.

ROAM has a heightened awareness of its environmental responsibility, and

has sought out a number of avenues to reduce its footprint with its "go-anywhere" explorer series. Otherwise, doesn't it leave a rather sour aftertaste if the price of getting to natural enclaves of outstanding beauty is damaging?

To ensure the series doesn't dampen the flames of adrenaline, ROAM opted for aluminium in lieu of GRP. For one, GRP-built vessels rely on non recyclable, sometimes single use composite moulds and GRP for the construction material. These vessels pack a

punch but they have been carefully crafted to reduce the carbon footprint of both the construction, and afterlife of the vessels. By building in aluminium, ROAM can create a steel rig for construction that can be reused over and over again; it can also be adjusted and made into different sizes, depending on a given project's needs.

Building 'SUVs of the sea' is our ethos," Richard Booth, Senior Project and Sales Manager of ROAM, said. "We feel that aluminium gives you that little bit extra. It's

a tough material and it can be fixed easily. If you run it up a beach somewhere you're not that worried about it. It's a very robust material. But what we love about it is the natural elements of it. GRP and fibreglass are man made and you just can't get rid of that stuff. It stays around forever, whereas with aluminium you can reuse every element of it."

I quizzed Richard about current supply chain issues and how ROAM can mitigate risks for their clients: "bulk buying," is the key. It's also the more sustainable route as they're not reliant on numerous, just-in-time deliveries. "We typically have a reserve of enough material to build five boats, which allows us to keep production running," Richard confirmed.

While ROAM tenders are working to be more 'eco-conscious', Superyacht Tenders and Toys as a whole is striving to be as environmentally savvy as possible. "Recycling is key for us," Booth explained. "And as we build more, our plan is to reprocess and reuse our materials even further. We're still in the early stages of this, but we're trying to get to a point where we use as much recycled materials as possible; aluminium is then great for us as it can be used an infinite number of times."

ROAM has ripped the lid of possibilities open with its line of tenders – that, as the name suggests, is designed for roaming – and can deliver one in just six months. The series comprises Shadow vessels, RIBS and landing crafts, which are all available in different sizes and iterations. Each ROAM tender they deliver is curated for its client and can be altered in any way – another beauty of aluminium. This flexibility is a huge advantage for storage too, as ROAM tenders can be adapted for an owner's specific garage space. ●

To find out more visit roamboats.com

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DESIGNER SPOTLIGHT

Monaco Yacht Show 2022



COR D. ROVER DESIGN

Cor D. Rover Design was established over 20 years ago in the Netherlands, after he worked with Frank Mulder for a number of years on projects such as *Octopussy* and the *Moonraker*. Since then they have been involved heavily with Horizon on their FD series as well as the exterior design of the 67m superyacht *Seasense*, delivered in 2017.



AZURE YACHT DESIGN & NAVAL ARCHITECTURE

Azure Yacht Design & Naval Architecture was founded in 2003 and is based in Haarlem, the Netherlands. They offer a wide range of services for new build and refit projects and have established long term relationships with other key players in the yacht building industry. They have been responsible for some of the most impressive yachts to be launched this year including the conversion of the 80m Damen Yachting support yacht U-81, as well as the exterior design for the 74.85m Admiral superyacht *Kenshō*.



MALCOLM MCKEON YACHT DESIGN

Malcolm McKeon has been a leading designer in the superyacht industry for over 30 years. His portfolio includes more than 200 sailing and motor yachts, 50 of them in excess of 30-metres in length. He is currently involved in the 59.7-metre Royal Huisman Project MM597, where he is responsible for exterior design and naval architecture. He is also known for his work on the award-winning sailing yacht *Ribelle* where he penned her exterior design and naval architecture.

MULDER DESIGN



Mulder Design was founded in 1979 by Frank Mulder in the Netherlands, with his son Bas Mulder taking over the helm several years ago. They offer superb exterior styling, naval architecture, and engineering and create memorable motor yachts. They cover a wide range of services from initial concept design, to final sea trials, and have been involved with projects such as the 39-metre BTP superyacht *One Blue*, previously known as *Blue Mamba* which they designed in her entirety.

SORGIOVANNI YACHT DESIGN



Sorgiovanni Yacht Design was established in 1997 in Fremantle, Australia and has recently opened an office in Monaco to expand its design to Europe and offer a worldwide service. The award-winning designer has been turning heads with his designs at the Monaco Yacht Show for several years with his highly distinctive design style. A perfect example of this is the 88.5-metre Oceanco superyacht *Barbara*, which turned heads at the Monaco Yacht Show in 2018.

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LYNX YACHTS

THE NETHERLANDS

Preview of the Yachts

Which yachts can you expect to spot at this year's show?

The Monaco Yacht Show is one of the most prestigious shows in the industry, showcasing a range of yachting companies including superyacht builders, designers and yacht brokers. This year's event runs from 28th September to 1 October at Port Hercules, Monaco. Here, we round up some of the superyachts you can preview if you are attending the show:

AAA • 49.9M »

Overmarine • 2021

Exterior design by Overmarine Group SPA

485 GT

Multiple Jacuzzi's, a massage room, and sun loungers throughout



G-YACHTS



SOARING • 68.2M

OLGA DROMAS / BLUEPROD

Abeking & Rasmussen • 2020

Exterior design by Focus Yacht Design

1,541 GT

Large stern beach club and a Jacuzzi on her flybridge



RIO • 62M

NOESIS / CRN

CRN • 2022

Exterior design by Omega Architects

1,218 GT

Has a 115 square-metre open air lounge with a teak pool



TRIUMPH • 65.4M

LEANDRE LOYSEAU / SUPERYACHT TIMES

Benetti • 2021

Exterior design by Cassetta Yacht Designers

1,244 GT

Five decks and a touch-and-go helipad on her upper deck



GILLOUPE/PELUSON

AHPO • 115.1M

Lürssen • 2021

Exterior design by Nuvolari Lenard

5,257 GT

Includes a wellness area and a 12-seater cinema



HOER BIRCHBERGER

BORKUMRIFF IV • 50.58M

Royal Huisman • 2002

Exterior design by John G. Alden

254 GT

Boasts two canons which are used to mark the lowering of the flag at sunset



BLUSH • 45.26M

PERINI NAVI

Perini Navi • 2007

Exterior design by Perini Navi

315 GT

Recently completed a substantial refit, costing around €1.8million



ROSSI/ANES

COME TOGETHER • 60M

Amels • 2022

Exterior design by Espen Øino International

853 GT

Carries a nine-metre Limousine tender on her foredeck



KINDA • 60M

Tankoa • 2022

Exterior design by Francesco Paszkowski

496 GT

Main deck pool and hybrid propulsion system



LUSINE • 60.4M

Heesen • 2022

Exterior design by Omega Architects

1,060 GT

First in the world to sport the SCR system alongside the V12s MTU engines



IRYNA • 49.9M

Benetti • 2021

Exterior design by RWD

499 GT

Features a 36 square-metre beach club



RAMBLE ON ROSE • 59.8M

CRN • 2010 985 GT

Exterior design by Zuccon International Project
Huge sun deck with a Jacuzzi and a gym



MANGUSTA OCEANO 44 • 44.47M

Overmarine • 2023 467 GT

Exterior design by Alberto Mancini Yacht Design
Tri-deck aluminium yacht with two infinity pools



FOREVER ONE • 54.65M

ISA • 2014 1,074 GT

Exterior design by Horacio Bozzo Design
Includes a spacious private owner's apartment on the upper deck

TOM VAN OOSSANEN / SUPERYACHT TIMES

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Expert Insight

Over the last five years the governments of the Arabian Gulf have invested millions into the yachting infrastructure of the region, building world class marinas, yacht clubs, as well as crew and refit facilities. As one of the up and coming destinations in the yachting industry we have focused a spotlight on the region, speaking with some of its top experts. Yousuf Lootah, Executive Director of Developments and Investments, Dubai Department of Economy and Tourism shares his experience of the industry in Dubai, while Oliver Rees, General Manager of Jeddah Yacht Club & Marina in Saudi Arabia, gives the perspective of the northern Gulf. Captain Steve Corbett has spent four decades in the yachting industry and founded JLS Yachts and Superyacht Middle East and brings a wealth of knowledge on the region to this panel. Finally, Grant Holmes, Global Sector Head at Inchcape Shipping Services, shares insight from the commercial maritime industry which already enjoys a huge amount of success in the region.

The Arabian Gulf is a burgeoning region for the yachting industry, can you tell us a little about how it has evolved over the last decade?



Captain Steve Corbett:

Historically there has been an acute shortage of large marina berths and a maritime system based around old "merchant marine" rules and regulations, but JLS Yachts / Superyacht Middle East has worked tirelessly with Government departments especially Dubai Tourism and the DMCA (Dubai Maritime City Authority) to recognize the input that "Foreign Flagged" yachts have on a destination.

Dubai answered the call and developed marinas such as the New Dubai Harbour Marina and Mina Rashid Marina. Dubai also eased and modified the rules of engagement for yachting entering UAE waters with new policies like 6-month renewable cruising permits and 6-months multi-entry (all Nationalities) crew visas. We have also successfully negotiated an easing of tax implications for yachts being shipped to Dubai on Mother Vessels and being cleared with no tax implications on a 6-month entry basis.



Yousuf Lootah: Dubai has made rapid progress to emerge as a leading multi-faceted global hub for the sector. Over the last 10 years, the city has continued to develop its state-of-the-art yachting and cruising amenities, offerings and facilities to create a nautical ecosystem and welcome yachting enthusiasts from across the world.

The launch of the Dubai Harbour has further enhanced Dubai's position as a leading yachting and cruising hub and has also been instrumental in providing yachts and their owners an additional platform for berths and docking. Along with several other marinas across the emirate including Mina Rashid, Dubai is now home to over 15 marinas with more than 3,000 berths. Today, with its world-class infrastructure, picturesque coastline, simplified access procedures, open anchorage areas, luxury



marinas, Dubai has become a global yacht tourism destination.



Oliver Rees: Parts of the Middle East have worked a lot on tourism to appeal to the wider world. The region has an attractive climate 9 months of the year and a lovely coastline making it an alternative destination for winter cruising. Places like Dubai and Abu Dhabi have invested in infrastructure to accommodate yachting in general while working on the bigger picture of attracting the international yachting community.



Grant Holmes: The evolution of the Arabian Gulf region occurred due to the high number of Ultra High Net Worth (UHNW) individuals from Abu Dhabi, Dubai, Qatar, Bahrain and Muscat interested in purchasing their own yachts, which in turn generated the need for marinas with supporting services. As the number of marinas and services grew to cater for yachts, the region started to flourish for locally flagged yachts.

“ Apart from the range of world-class infrastructure and facilities, Dubai’s maritime tourism offering is spread across the landscape and even touches a part of the city’s cultural and social fabric.”

-YOUSUF LOOTAH

What has inspired the movement toward yachting in the region?

Captain Steve Corbett: Superyachts are getting bigger and owners are cruising further and making the commitment to cross the Suez Canal. Once through the Canal services are limited but with JLS Yachts / Superyacht Middle East™ opening its new office in Jeddah in November 2022 - yachts are assured to receive a good service when they enter the region. Features like the Saudi / Bahrain / Abu Dhabi Grand Prix, Dubai Expo, Qatar World Cup, Dubai Sail GP, and Dubai Boat Show are all attractions that enhance visits to our shores.

Yousuf Lootah: Dubai's all year round warm climate and longstanding maritime affiliation, which has been built upon year on year, has been the base for the city's yachting industry. The marinas and facilities have attracted global yachting tourists and enthusiasts. The continuing expansion of this sector has significant benefits for Dubai as a superyacht capital and further consolidates Dubai's status as a gateway to the region. This is aligned with the commitment of His Highness Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice President and Prime Minister and Ruler of Dubai, to make Dubai the most

sought-after destination and an attractive city to live in and work.

Oliver Rees: The region has so much to offer for yachting and it's realising its potential. A lot of the red tape has now been removed to make the process easier for some parts, which helps captains navigate with better agents to help with the process of coming into these countries. Captains also want other options after the Mediterranean season with different itineraries to explore and this region can offer that.

Grant Holmes: The inspiration in reality came from a strong demand and desire of local UHNW Arabs to purchase new-build yachts of all descriptions in their own country within the Arabian Gulf region. Many of them have enjoyed yachting in the Mediterranean and Caribbean and now they want to enjoy that experience at home.

Why do you think it has so much potential for superyacht owners and crew?

Captain Steve Corbett: The Indian Ocean

is the gateway to the Far East and also the Arabian Sea up to and including the Arabian Gulf. Dubai and UAE are great places for rest and relaxation for the crew with good connections for a crew change, and very good for yacht repair, excellent marinas and moorage options and a great provisioning stop. It offers a great last stop before proceeding onto the Maldives and then Malaysia, Hongkong, Singapore, etc.

Yousuf Lootah: Dubai is particularly attractive as a hub for superyacht owners and its guests, with its world-class facilities and sophisticated infrastructure, simplified access procedures, open anchorage areas, luxury marinas and diverse sea and land-based experiences, and plethora of fine-dining restaurants and tourism attractions, all within easy access of the marinas.

While for captains and crew, the city offers a consolidated multicultural environment, the presence of international schools for families, a central hub for flight connections globally, and a long season with beautiful weather. Combined with its ideal geographical location midway between the

East and the West which makes its airline connectivity one of the most compelling advantages that Dubai has.

Grant Holmes: The city destinations of Dubai, Abu Dhabi, Doha, Muscat and Manama offer a plethora of formidable world best attractions, leisure and tourism facilities, services and experiences. Coupled with idyllic and deserted islands, diving opportunities, desert orientated adventures and the culture of Arabian Hospitality make it a desirable and unique region for Yachting.

What can we expect in the coming years in terms of development?

Captain Steve Corbett: More marinas with bigger berths - better and improved services for crew, as well as new superyacht service areas in Dubai. Expansion development in Oman and Qatar, easing of rules and regulations in yacht entry/exit operations and an expansion on the Saudi West Coast with many marinas and entertainment plans and services - yacht repair facilities and associations with Egypt, Israel and Jordan for charter options.

Yousuf Lootah: Over the coming years, we will see a number of exciting developments in Dubai's yachting industry which include state-of-the-art refit and shipyard maintenance, professional yachting and maritime academies for future crew, and qualified training centres for staff, in addition to upgrades to marinas. Dubai is also planning to host more luxury and yachting related events, and expects more entrepreneurs and owners of superyachts to open their offices in the city. Additionally, yacht guests can expect more streamlined docking and regulation processes.

Oliver Rees: Saudi Arabia is heavily investing in infrastructure to attract yachting to the region with more marinas, yacht clubs, beach clubs, hotels, shipyard facilities and opening previously private areas to yachting tourism. This will take time, but the first steps have been made with the addition of Jeddah Yacht Club providing superyacht facilities and an ideal place to stop for fuel on route to the Indian Ocean.

Grant Holmes: Greater connectivity to the



nearby Yachting regions encompassing the West of India, Sri Lanka, Maldives, Seychelles, Mauritius, Reunion and all Vanilla Islands, as well as the Red Sea. Such connectivity would allow Yachts to operate in the wider region without crossing the Suez Canal on a year-round basis.

What challenges are yet to be overcome for yachting in the region?

Captain Steve Corbett: There are still many challenges in the marine sector around superyacht and pleasure yacht operations – especially in the developing areas of Oman /

Saudi / Qatar and even Maldives to a degree. We need these countries to work together to have a streamlined cohesive operation and complete understanding of this extremely valuable market. Better service, more moorage options, visa, and cruising permits will all be important. One of the biggest obstacles at present is the ability to charter and service those products.

Oliver Rees: There is a hunger here, and a want to facilitate, but a lot of the legislation needs to be updated to make international yachting clearance smoother. There are

good steps in the right direction with new extended cruising permits introduced within regions to make long stays easy. With the help of yachting agents, educating governments and ministries, we are slowly making headway at improvements to give visiting yachts a more seamless experience.

Grant Holmes: Routing and inter-connectivity between all key destinations remains a challenge. Certain regulations, immigration and customs procedures and administration, including clearances, need to be simplified, but a lot of progress is

already being made in these areas.

What do you think is the most valuable thing the region has to offer?

Captain Steve Corbett: Location! Plenty of sunshine, cheaper fuel, beautiful beaches and many untapped and unexplored areas of warm water, idyllic Islands. It is a great place to make your base and then explore from there. Oman has a spectacular coastline with Khors and hidden anchorages that are spectacular. The UAE has an incredible activities calendar with some of the biggest events and production in the world.

Yousuf Lootah: Apart from the range of world-class infrastructure and facilities, Dubai's maritime tourism offering is spread across the landscape and even touches a part of the city's cultural and social fabric. As a cosmopolitan destination that is home to over 200 different nationalities, Dubai also offers visitors an outstanding quality of life and a distinctive lifestyle experience. As the gastronomy capital of the region, Dubai has an array of homegrown and international restaurants, offering a plethora of culinary experiences catering to all appetites, cultures and budgets.

Grant Holmes: To Sail between waters of the most modern, luxurious and attractive cities on the planet with world class infrastructure that act as gateways to a wide spectrum of world best attractions as well as nature, aqua and adventure orientated experiences. ●



The Gulf Superyacht Summit 2022

This year's event takes place on the 9 and 10 November 2022 in Dubai, with the goal to develop the Gulf as a superyacht winter destination.

Back in May 2022, SuperYacht Times announced the acquisition of The International Superyacht Summit in Dubai from Fabulous Yachts. The two-day summit has now been renamed The Gulf Superyacht Summit.

Since its launch in 2018, the event has gratefully benefitted from the patronage and support of P&O Marinas, a DP World Company, who hosted the summit in Dubai, United Arab Emirates.

The Gulf region is of growing importance to the superyacht industry, with Dubai seeing some of the biggest marina developments in the world, as well as the annual Formula 1 event in Abu Dhabi attracting a large crowd of superyachts. A growing number of yachts are using the UAE as a hub to travel further east to places like the Seychelles, Maldives, Indonesia and Thailand. With some huge projects underway in the Red Sea by Saudi Arabia, one can only predict that even more yachts will travel east in the winter.

"There is a lot of opportunity to create a winter destination in the Middle East and Asia, and the United Arab Emirates can play a central role in this. SuperYacht Times is very proud to host the Gulf Superyacht Summit, under the patronage of P&O Marinas, to facilitate the discussion on how we can create the ideal superyacht destination and attract the yachts," said SuperYacht Times founder, Merijn de Waard.

Not only is the region establishing itself as a superyacht hub, but Dubai also aims to become the crypto capital of the world. With a lot of new wealth being created in this market sector, the region is of growing importance to yacht builders and brokers looking to engage with new clients.

SuperYacht Times is already working to promote the region by speaking with several companies, tourist organisations and government bodies to promote the beauty of the different destinations all year round. The intelligence team of SY/T are also working on the Gulf Superyacht Market Report, which will be an in depth overview of the yachts that visit the Gulf region and a focus on where there are opportunities to expand on this.

This year's Gulf Superyacht Summit will take place on the 9 and 10 November 2022, two days before the first-ever SailGP Championship in Dubai. SailGP will host its Dubai Sail Grand Prix at Mina Rashid on the 12 and 13 November 2022, in partnership with P&O Marinas, Dubai Sports Council and Dubai Tourism.

The programme of the summit is currently under development, and will of course include an overview of the most important developments in the UAE, as well as in the wider region. Other topics will include; building green superyachts, experiences from superyacht owners, building a charter business, and how to create the virtual capital of yachting – which will include all the latest on NFTs and the blockchain. ●

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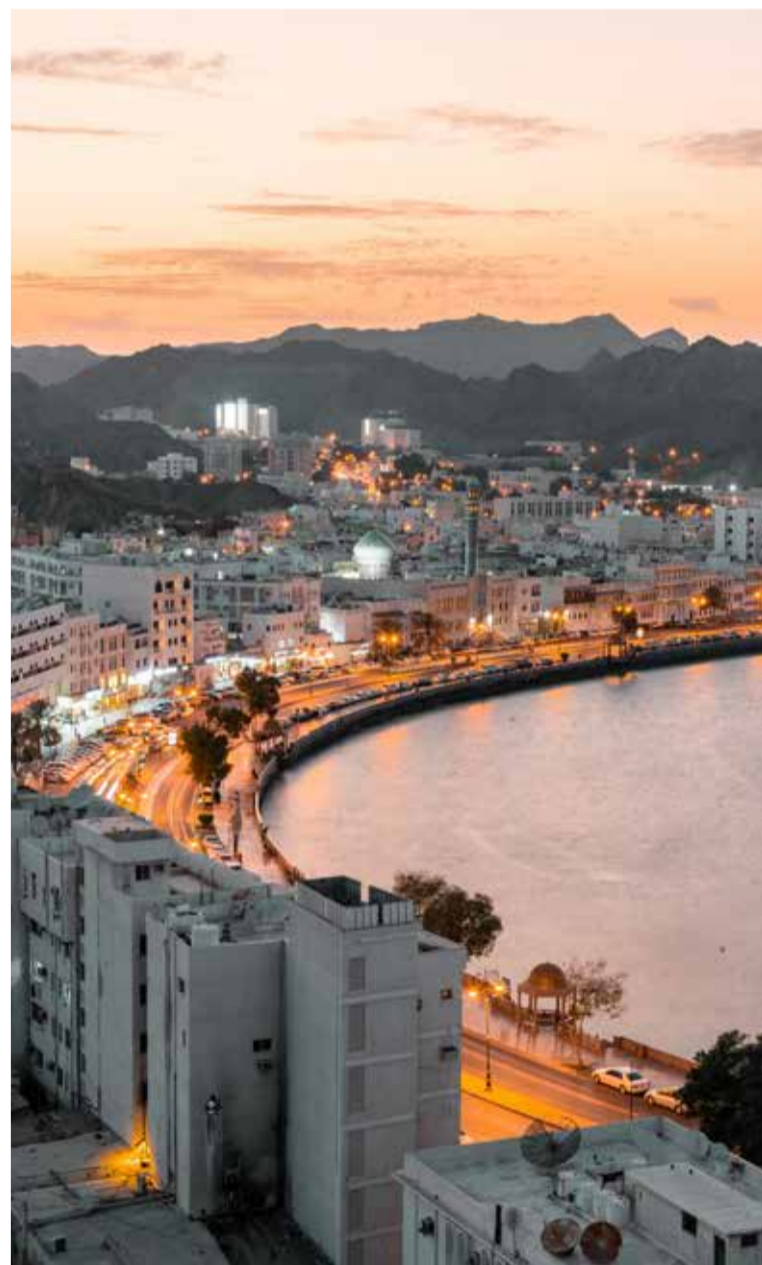


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FADI AL SHAMI / UNSPLASH

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Begin your United Arab Emirates yacht adventure in Dubai, one of the world's top holiday destinations. Known as the City of Gold, Dubai is a melting pot of luxury, glamour and the ultra-modern. The city is home to world-class infrastructure and a glistening skyline from which the Burj Khalifa, the tallest building in the world, towers above the skyline at 160 floors high. Dubai is the perfect starting point for a superyacht adventure in the Emirates, with an efficient international airport, world-class marinas and unmatched hospitality. A modern metropolis built in the heart of the Arabian Desert, the city of Dubai is an expanding tapestry of influences and culture with an allure unlike anywhere else. This standout destination flaunts a vibrant energy and magnetic pull. It is this buzz that cements Dubai into travel folklore and can be felt in the city's overflowing collection of prestige and diverse eateries, bars, hotels and entertainment offerings.



ANFAL SHAMSUDEEN / UNSPLASH

DAY 2: DUBAI TO MUSCAT

Departing from Dubai, head South along the Arabian coast towards Oman, and the capital city of Muscat. Famed for its antiquity, dating back to the 1st Century AD, the city is dotted with 16th Century Portuguese forts such as A Jalali and Mirani which tower over the harbour. Today the city is a mix of modern buildings, with the marble Sultan Qaboos Grand Mosque, and the ancient buildings. The coast of Oman is dotted with beautiful inlets, with traditional Dhow boats ferrying locals between islands.



KATERINA KERDI / UNSPLASH

DAY 3: MUSCAT TO FUJAIRAH

After enjoying the peaceful waters of Oman, your cruise can return to the UAE, stopping at Fujairah with its large beach surrounded by the Hajar Mountains. The city of Fujairah is bustling with souks and cafes, as well as the famous Portuguese fort which looks over the water

AHMED ALDAIE / UNSPLASH



DAY 4: FUJAIRAH TO ABU DHABI

On the fourth day of your cruise, head to Abu Dhabi, the capital of the United Arab Emirates. Your passage will take you past the north of Oman with its unusual island-like peninsulas and dramatic scenery. Abu Dhabi is home to a flamboyant patchwork of old and new, a bubbling glass jungle splattered with reminders of the city's architectural and cultural history. Only a fifteen-minute boat ride from Abu Dhabi, Nurai Island is a boutique island with something for everyone that offers asylum from the dizzying hives of Dubai and Abu Dhabi. This peaceful paradise seduces guests with spotless sand, aqua-blue shores and all the facilities needed for a relaxing getaway. Beachside yoga, island tranquillity, splendid pools and a deluxe spa are only some of the relaxing features served up by Nurai Island. Those who prefer active recovery can opt for some of the many sporting activities on the island, including fishing, swimming and tennis. End a day of inconceivable serenity by watching the reflections of the setting sun on the water over one of Nurai Island's many immersive fine dining experiences.

DAY 5: DUBAI

For the final day of your cruise, return to Dubai. The city perches on the southeast coast of the Arabic Gulf, where guests can plunge into mild, turquoise waters. Jet skiing, parasailing or snorkelling, there is no limit to the watersports possibilities in Dubai. Spend your day experiencing moments of pure magic on the crystal clear shores of Dubai, using the ocean as your playground with the city's stunning backdrop watching on. To end a yacht cruise to remember, spend your final evening in the UAE watching the sunset from the world-famous Kite Beach, where kites sink and dip in front of the amber glow of the sun setting.



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WHEN: 28 SEPT – 1 OCT 2022



SANLORENZO (3)



Massimo Perotti and his SP110



KATE MALINKOVA / UNSPLASH

In May of this year the Italian shipyard Sanlorenzo unveiled its latest yacht, the innovative SP110, the first model of the shipyard's new Smart Performance range, which has been created with a vision for high performance and maximum efficiency. Thanks to a fractional propulsion system, the boat is able to move around using just one engine, a pair, or all three; thus allowing great flexibility, low consumption and differential autonomy depending on the desired speed. Massimo Perotti, CEO of Sanlorenzo, is the first owner

“Thinking of a new yacht project without keeping sustainability well in mind is no longer possible or practical.”

to take delivery of an SP110 motor yacht and as he is always heavily involved in the development of new yacht projects, we caught up with Mr Perotti to find out more about the vessel, from the unusual perspective of both shipyard and yacht owner.

How involved were you with the development of this yacht, both in terms of her design and the innovations she houses?

I was very much involved, just as I am involved with all the new projects. Seeing a new yacht taking shape, sketch after

sketch and then actually being launched gives me the utmost satisfaction. The team behind SP110 is the key factor to the success of this boat: under the supervision of Tilli Antonelli and Bernardo Zuccon for the exterior lines and Piero Lissoni for the interiors, they have been able to create the perfect balance between style, elegance and performance. Innovations are at the very core of this yacht but, as always, within the tradition of Sanlorenzo.

With solar panels and water jet propulsion both featuring, how important are sustainable solutions to you, both as a builder and as a yacht owner?

SP stands for Smart Performance, two words that perfectly embody the essence of SP110.

As I have said before, thinking of a new yacht project without keeping sustainability well in mind is no longer possible or practical. We have been building yachts for many years in Ameglia, surrounded by beauty inside a natural park, therefore adopting a sustainable approach is the only possible way of building. As an owner, I want to do whatever is possible to minimise the impact of my boat on the environment so all the new solutions that keep the CO2 emission to a minimum level, if not to a zero level, are always not only our, but also my, personal goal.

Can you tell us a little about the hydro jet propulsion system and its benefits?

Unlike propellers, hydro jet propulsion is not impacted by displacement and consequently it is an efficient propulsion form in all load conditions. This means that the yacht is extremely manoeuvrable, and the absence of noise and vibrations let me enjoy the rear cockpit in full comfort even at full speed. Last but not least, the very low draft (1.30-metres) which is necessary for hydro jet propulsion, allows the yacht to anchor very close to the beach especially in the Bahamas shallow waters

With top speeds of 45 knots, how do you prioritise speed and comfort – how do you intend to use this superyacht?

Due to the hydro jet propulsion, even at 45 knots, the boat is absolutely enjoyable and you really do not feel such a high speed. Therefore, there is no compromise on comfort. I will use the boat with my family and my friends; it is my place to relax and enjoy the sea in my element.

What are your favourite features onboard this yacht?

This is a difficult question. The generous transom is an area that gives me total freedom and enjoyment: you have your toys and your sun lounges where you can sit with your friends so close to the sea and enter the water with no barriers. But there is another area which has been a very pleasant surprise! This is my first coupe and, to be honest, I was afraid that I would miss the flybridge, with its panoramic views and open layout offering the best breeze. In fact I do not miss it at all because when you sit on the main deck aboard the SP110 you have this wonderful sensation of being at sea, with a breeze flowing through the open doors and windows which lower all the way down – it is just like standing on the flybridge.

What about the SP110 are you most looking forward to enjoying?

Sitting at anchor in a quiet Sardinian bay with my family, feet dangling in the water from the transom. I can not think of a better way to spend my evening. 🌟

Glänzend*

*Adjective, German:

glossy · lucent · lustrous · splendid · gleaming · brilliant ·
polished · beaming · marvelous · glittering · dazzling ·
shining · bright · glorious · magnificent

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Formosa in Costa Rica

Travel Writer **Jessamie Rattray** takes a deep dive into the waters of Costa Rica with the 60m Benetti superyacht *Formosa*



ADRIAN VALVERDE / UNSPLASH



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ZDENEK MACHACEK / UNSPLASH



BIRGER STRAHL / UNSPLASH

Adventure awaits those who visit Costa Rica, a superyacht charter destination well and truly on the up. Nestled between the Pacific Ocean and the Caribbean Sea, Costa Rica is home to some of the most unique and extraordinary anchorages in the world and provides guests with an unforgettable charter full of excitement. Deep-sea diving, dazzling water and white-sand, palm tree-lined beaches are just a few of the things visitors should expect from a charter in this Central American paradise.

There is no better way to experience the magic of Costa Rica than by superyacht. *Formosa*, the 59.9-metre Benetti superyacht launched in 2015, is the perfect vessel with which to undertake a Costa Rican adventure, offering outstanding comfort and crew and a huge variety of water toys. Not only does *Formosa* provide a dreamy chartering experience, but Fraser Yachts broker Anastasia Legrand also highlights the benefits of exploring Costa Rica by superyacht. She says that “superyachts offer the possibility to visit various amazing spots that are not accessible by land.” From exotic islands to areas of the ocean overflowing with vibrant marine life, *Formosa* allows guests to truly immerse themselves in everything that Costa Rica has to offer.

Begin your Costa Rica yachting adventure in the heavenly Bahía Culebra. This bay is situated in the Gulf of Papagayo and is home to white-sand beaches and placid blue-green waters. Anastasia Legrand recommends Culebra Bay for its

“excellent water quality which supports valuable ecosystems. It has several beaches ideal for water sports or just chilling on the sand. Those interested in archaeology will be drawn there as there are many examples of pre-Columbian settlement.” In the evening, watch the sky change to different hues of amber over the majestic Rincon de la Vieja Volcano from *Formosa*'s observation deck or jacuzzi.

The country is the proud home of the most diverse wildlife on the planet. Anastasia Legrand explains, “Costa Rica is host to over 130 species of fish, 220 species of reptiles and 1,000 different types of butterflies. Costa Rica is also famous for its sloths and turtles, which can be seen in protected habitats and beaches. But if you're more of a monkey, lizard, or exotic bird lover, Costa Rica will be your favourite place!” Costa Rica places an emphasis on eco-consciousness and was the first country in the Americas to ban recreational hunting. A passionate pioneer for sustainable tourism, the country welcomes visitors to explore a bounty of fun-filled activities designed with this in mind. From horseback riding through jungles to visiting some of the best wildlife refuge centres the world has to offer, eco-oriented travellers find their playground in Costa Rica. Explore the diversity of the exotic Tortuga Island, home to Curú Wildlife Reserve. This privately owned nature reserve is home to an abundance of animals, from lively monkeys, to jet black pumas, serene sea turtles and over 200 species of bird. Be truly at one with nature by taking an



unforgettable forest hike in this tropical paradise whilst observing these vibrant species thrive in their natural habitat. Curú Wildlife Reserve takes pride in its eco-conscious mission and has great facilities, making it the perfect place to visit for any eco-conscious traveller!

One of the best snorkelling and scuba diving spots in Costa Rica, Cano Island has a protected marine park, home to a wide variety of marine life, from sea turtles, to colourful schools of fish, and eagle rays. Anastasia Legrand recommends Cano Island for its undersea attractions. She says “when scuba diving at Cano Island, you are likely to see a selection of barracudas, dolphins, humpback whales, moray eels, rays, sea turtles, sharks, tuna, and other aquatic species. It is a place where a camera is essential for taking photographs above and below the waterline.” The dreamy experience is only made better by the island's clear blue water, which makes

for excellent snorkelling and scuba diving conditions.

Expect warmth from Costa Rican locals, renowned for making visitors feel welcome. In fact, their friendliness is no surprise, as Costa Rica has been voted one of the happiest countries in the world. This is no doubt a result of the country's famous Pura Vida culture. Directly translated as a pure, or simple, way of life, Pura Vida is part of the fabric of Costa Rica. Anastasia Legrand explains, “Costa Ricans (Ticos) use this term to say hello, to say goodbye, to say everything's great, to say everything's cool. However, it is not the words that reflect the true meaning of iPura Vida! Pura Vida is the way Ticos live.” Pura Vida is felt in the laid-back essence of the place, highlighted by Legrand “Ticos have a very relaxed, simple way of looking at life. No worries, no fuss, no stress—Pura Vida to them means being thankful for what they have and not dwelling on the negative.”

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Mutiara Laut

We caught up with the owner of 46-metre schooner *Mutiara Laut*, Kees Groenendijk who charts the yacht around his home island of Bali

Despite being built in Indonesia, the 46-metre wooden hulled schooner *Mutiara Laut* has truly European roots. Constructed by a deeply passionate Dutch owner named Leendert "Leo" Van Oostenbrugge, *Mutiara Laut* was the realisation of a lifelong dream to build his own sailing yacht, himself, from the keel up.

Born in Rotterdam, Leo made his career navigating the oceans at the helm of cargo ships before swallowing the anchor and heading to shore to manage marinas back in the Netherlands. Locally he became well known for building small sailing yachts but on his retirement he and his wife moved to the balmy climes of Bali, where he set about the construction of *Mutiara Laut* or "Pearl of the Sea" in Indonesian.

As the months went by, Leo began to struggle with his health and turned to a fellow Dutch expat Kees Groenendijk, who'd recently emigrated to Bali with his family. Together Kees and Leo ran the yacht, with Kees managing the charter sales and Leo overseeing the maintenance and management of the yacht. When Leo suddenly died only seven months later, Kees was left in a bind - to retain the yacht, or to sell... "I was thinking, what should I do? I didn't know a huge amount about boats and had only really been involved on the business side for a few months but I'd loved the time I'd spent onboard and she had a lot of potential as a popular in the charter market so I thought, why not?"

Kees found some local people with yachting expertise to assist and began to

work closely with the crew, many of whom had been with the yacht since her launch six years earlier. With seven staterooms and the capacity to sleep as many as 18 guests, *Mutiara Laut* was a clear win for the charter market, and as soon as he'd got to grips with the business Kees began advertising for charters again.

"In the beginning we only did private charters, mostly adventure trips, sometimes with a dive instructor onboard. Then suddenly a dive boat company that had been working in the same office building lost their yacht but had already sold many charters for the coming months. We made an agreement with them and took over their charters and they provided dive masters and equipment to us. Of course it was no problem for *Mutiara Laut*, she has a huge amount of storage and makes and has a big open deck which is perfect for diving charters - it couldn't have worked more in our favour."

After the success of the season, the yacht's popularity in the charter market only increased. In 2017 *Mutiara Laut* underwent a refit, and she will complete another this year that aims to modernise her interiors which have been only minorly

modified since her launch. "Her current interior is very traditional which is lovely, but I feel she could use some additional colour. A designer came onboard in June and has already come up with some interesting designs and styling for her interior, which will be completed next year."

With a true family feeling onboard, Kees often joins his charter guests and acts as a guide during their charter. Over the years many unique and familiar faces have stepped onboard, most notably for Kees was Roger Taylor and Brian May of Queen who'd come out to Bali to witness a spectacular solar eclipse. The crew found a deserted island where they could relax in privacy and watched the solar eclipse just after breakfast - a truly once in a lifetime experience for Kees. "We woke them early at around 5am when we served them an early breakfast and then took them ashore to watch the eclipse. As soon as the eclipse had passed, two beautiful birds of paradise were spotted in a tree off the beach, which we almost never see here, it was incredible.

Having an experienced, local crew onboard has been one of the most important things to Kees and his team. Many of them have been onboard since



SEA PEARL CHARTER (5)

her launch in 2009 and know the yacht and the islands of Bali better than anyone, offering her guests more variety and exclusivity than many comparable yachts in the region. "The crew are brilliant, they do everything for the guests and they all have a real instinct for what guests are looking for. I do try and bring someone along that speaks the language of the

guests because that can make people feel more at home and can save language barrier confusion and we also have a variety of dive masters from all over the world who work with us."

When guests aren't onboard, Kees and his family make the most of their yacht, cruising around Komodo Island and enjoying life on the water. Despite not

having had much experience when he took on the yacht, he is now firmly passionate about her and even has aspirations to grow his fleet to offer a variety of vessels to his clients. Currently speaking with potential investors, we may even see a larger vessel cruising alongside *Mutiara Laut* in the future. "It would take as much as five or six years to build a yacht like *Mutiara Laut* in

“The crew are brilliant, they do everything for the guests and they all have a real instinct for what guests are looking for.”

Indonesia, not only because of the skillset needed but also because of the materials you would need to build her." *Mutiara Laut* is a wooden hulled yacht but is also one of the last boats to have been built out of Indonesia Ulin, also known as Ironwood due to its high tensile strength and long growth time, with the oldest trees living for more than 1,000 years.

Ironwood originally came from Borneo, but now the exportation of it is illegal and the cost of any planked wood is extremely high. Kees has little interest in a steel vessel and so the most sensible choice will be to look into a used superyacht, and it is the Indonesian Pinisi which has particularly spiked Kees' interest. Like *Mutiara Laut*, Pinisi's are multi-masted wooden yachts with large deck spaces, and spacious interiors, making them excellent charter yachts. Whether or not *Mutiara Laut* is joined by a fleet in the coming years, however, it is certain that she will continue to offer unique and exciting experiences to her many guests and owners for years to come. ●

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