

ASIA'S YACHTING LEADERS



Reaching from the Gulf to the Far East, Asia's Yachting Leaders features yacht owners and shipyard owners, dealers and brokers, marina managers, sailors, show organisers and others at the forefront of the region's luxury boating industry.



**Richard ALLEN
(HONG KONG)**

Allen is Group General Manager of Simpson Marine, Asia's biggest yachting dealership, which is in the process of being acquired by Italian shipyard Sanlorenzo. Allen helps manage over 140 employees in 12 offices and 10 service centres in seven countries and regions. Arriving in Hong Kong in 2012, he worked at Simpson Marine as Groupe Beneteau Sales Manager then Group Sales Director before being promoted to his current position. An experienced sailor, the Brit previously worked for Sunsail (2000-2003) and Ancasta (2003-2012), and with Simpson Marine, he helped create the annual Beneteau Cup Hong Kong, held in 2021, 2022 and 2023.



**Tom ALLEN
(HONG KONG)**

Allen has risen to become Simpson Marine's Head of Sales for Hong Kong, where he moved in early 2016 to start working for Asia's largest yacht dealer. Born in London, he spent much of his childhood on the coast of Maine on the northeast coast of the US, where he sailed dinghies and small keel boats, having inherited a love of boating from his father. After graduating from university, he held office jobs in various coastal cities around the US, always keeping in touch with the ocean by using days off to enjoy sailing, fishing and powerboating. In Hong Kong, he continues to enjoy spending his weekends on the water, where he explores the territory from corner to corner on his Highfield RIB.



**Mohammed ALSHAALI
(UNITED ARAB EMIRATES)**

Alshaali is Chairman of Gulf Craft, which he co-founded in 1982 and developed into the Middle East's most prolific yacht builder, producing the Majesty, Nomad, Silvercraft and Oryx brands. Last year, he was present at the Majesty 111's world premiere at the Dubai International Boat Show and its Europe debut at the Monaco Yacht Show, before the superyacht made its US bow at the Fort Lauderdale International Boat Show. Having served as a prominent diplomat including as Ambassador to the USA, Ambassador to the Security Council, representative at the UN European Office, and Minister of State for Foreign Affairs, Alshaali retired in 2008 and subsequently devoted himself to Gulf Craft.



**Albert ALTURA
(PHILIPPINES)**

Owner of *Hurricane Hunter*, a Beneteau First 40 CR that finished fifth overall in the 2023 Rolex China Sea Race from Hong Kong to the Philippines, Altura was the driving force behind the creation of the Ocean Racing Club of the Philippines (ORCP) and the first Corregidor Cup in November 2022. He has since worked with fellow sailor Maria Theresa Marcial (President and CEO of BPI Private Wealth) to secure Bank of the Philippine Islands' title sponsorship of the 2023-24 BPI Private Wealth Signature Yacht Race Series, which is organised by ORCP, PHINSAF (Philippine Inter-Island Sailing Foundation) and Subic Sailing.



**Guillaume ANDREBE
(HONG KONG)**

Asia Pacific Sales Director for Lagoon and Excess since November 2021, having been regional Sales Manager for both brands from January 2019, Andrebe works with dealers across the region and in late 2023 oversaw lively Lagoon Escapade events in both Thailand and the Philippines. As well as Lagoon, the world's leading leisure catamaran builder, he's also promoting Excess, whose 11, 12 and 15 models have all arrived in APAC while the region's first 14 is set to debut in Japan this year. He has a strong background in the luxury industry in Asia-Pacific, while his passion for sailing follows a long history of family cruising around the world on both monohulls and catamarans.



**Jesus 'Jun' AVECILLA
(PHILIPPINES)**

Co-founder and Commodore of the Subic Sailing Club, AVECILLA is also a founding member of Ocean Racing Club of the Philippines (ORCP), with both organisations working with PHINSAF to organise the BPI Private Wealth Signature Yacht Race Series. Last February, he skippered his Beneteau First 36.7 *Selma Star* to a fourth successive win in the BPI Busuanga Cup. He ended the year in China competing in the FarEast23r One Design Class at the World Bay Area Regatta with sons Zed and Marcus, Subic Sailing's Executive Director and Managing Director respectively. Marcus, an IYT instructor, is also a Vice-President of the Philippine Sailing Association, a post Zed formerly held.



**Suhaimi BADRI
(SINGAPORE)**

Badri is Asiamarine's Country Head for Singapore, where he heads the office in ONE°15 Marina Sentosa Cove and organised December's two-day Coveted Pre-Owned Yachts Show at Marina at Keppel Bay. He has sold and delivered yachts across multiple brands including Asia's first Galeon 375 GTO and 440 Fly, which are expected to debut in Singapore this year, and many Nimbus T and C series models. Asiamarine is also the city's exclusive dealer for Lift eFoil. A Singapore Maritime Academy graduate and skipper (Yachtmaster), Badri has taken quickly to sales, having formerly worked as a Deck Officer then as Aftersales Supervisor for a local yacht dealer.



**Nigel BEATTY
(JAPAN / MONACO)**

Chairman of the Asia Pacific Superyacht Association (APSA), UK-born Beatty expanded his portfolio in 2022 by establishing SYL Monaco and Azure Monaco. Formerly Royal Navy and a superyacht captain, he came ashore in 2004 to establish the SYL Group (Super Yacht Logistics) with SYL Florida, SYL Japan and SYL Australia. Several other companies followed such as Fathom Supply, YOTFIX and Azure Yacht Crew Health, all of which are still successfully operating. As a licenced broker, he established Yachtzoo Japan in late 2016 and since then has secured multiple sales across Asia. Beatty lives between Monaco, Kobe (Japan) and the Cotswolds (UK).



**Olivier BESSON
(HONG KONG)**

Besson is founder and CEO of Asia Yachting, whose portfolio includes Prestige, Fountaine Pajot and Nautique across selected markets in Asia. Highlights in 2023 included the Asia premiere of the Prestige X60 at the Hong Kong International Boat Show, private shows at Club Marina Cove and a three-day Nautique owners' event in Tai Tam. The company also announced a partnership with BlackOrange, a boutique superyacht brokerage firm headed by Greg Gheraia. Besson arrived in Hong Kong as an automotive engineer in 2005 and two years later the Frenchman founded Asia Yachting, which also has strong brokerage and yacht-management divisions.



**Alister BRUNSKILL
(SINGAPORE)**

Boat Lagoon Yachting's Country Head had a stellar 2023 with the arrival in Singapore of seven brand-new retail Princess motor yachts, comprising Asia's first Y95 along with two Y85s, an X80, Y72, F65 and F55. Brunskill also sold a 37m Gulf Craft Majesty superyacht that arrived late last year. Born in Indonesia, he has lived in Southeast Asia for nearly 30 years. While in the UK, he worked for the Princess Yachts shipyard for six years as their International Sales Manager for the Americas and APAC region. He has been a Brokerage Representative for Burgess since April 2019.



**Maria CARILLO
(HONG KONG)**

In almost 35 years at Club Marina Cove, Carillo has helped organise 24 editions of the Hong Kong International Boat Show, following the event's return at the end of 2023 after six years' break. Carillo has long been the hands-on driving force of Marina Cove, which frequently hosts private shows organised by individual dealers and brands. As Assistant General Manager, she manages the clubhouse and the marina, which represents 1,500 members and nearly 350 boats. Carillo joined the Sai Kung marina in 1990, having previously worked in the hotel industry.



**Victor CHA
(HONG KONG)**

Chairman of HKRI, Cha is the mastermind behind the refurbishment of Lantau Yacht Club (LYC) in Discovery Bay, Hong Kong's first 5 Gold Anchor facility and only custom-built marina with berths tailor-made for superyachts. Last November, Cha was among VIPs attending the opening ceremony of the first Lantau Yacht Club Boat Show – Festa Nautica. A yachting enthusiast, Cha has a vision to promote yachting in Hong Kong and strengthen the city's position as Asia's hub for the leisure boating industry. As a lifestyle curator, Cha and his team have a proven track record of leading premium property developments and lifestyle projects.



Jeffrey CHAN
(HONG KONG)

A regular presence at the world's leading boat shows, Chan is Director of Sales for NextWave Yachting, which last year expanded its portfolio with the addition of Italian sister brands Invictus and Capoforte, and Polish catamaran builder Sunreef. Since acquiring Thailand's Lee Marine last year, NextWave also holds the regional licence for Northrop & Johnson. Chan has a finance and investment background, and worked for AXA and Standard Chartered before joining NextWave in 2012. A lifelong watersports enthusiast, Chan is an experienced JetSurf racer who competed in MotoSurf WorldCup series events in 2017 and 2018.



Vivian CHAN
(HONG KONG)

Director of VP Yachts, which she founded in 2020, Chan continues to expand the company's portfolio, which includes Pearl, Dufour, Sessa and Pyxis, plus Awake electric surfboards and eFoils. Late last year, VP Yachts held its largest display to date at the Hong Kong International Boat Show, exhibiting a Dufour 41 (Asia premiere), Leopard 42 and Sessa F47. Before that, Chan's boat show travels in 2023 included Dusseldorf, Singapore, Shanghai, Cannes, Genoa and Amsterdam, for METS. Chan is also General Manager of her family's Sun Hing Shipyard service facility, which was founded by her father Chan Ki in 1981 and has served as Dufour's North Asia service centre since 2020.



Julian CHANG
(SINGAPORE)

A Board Director of The International SeaKeepers Society, Chang is President of its Asia chapter, SeaKeepers Asia, whose annual dinner last year celebrated SeaKeepers' 25th anniversary. He's also the founder of The Ocean Collective Summit, held during the Blue Water EduFest in 2022 and 2023. Chang has a share of the 39m *Star of the Sea* and commits a portion of charter fees to SeaKeepers Asia for children's education in marine conservation. He's also involved in the offshore industry, a Senior Advisor for Burgess in Asia, and MD of Raffles Yacht Group, which has representation in 18 offices worldwide and holds marketing and dealership appointment rights in Asia for Aquitalia Yachts.



Frankie CHAU
(HONG KONG)

Chairman and a co-founder of NextWave Yachting, Chau played a key role in the company's acquisition of Lee Marine in 2023, fronting the announcement in Phuket in October and later attending the Kata Rocks Superyacht Rendezvous in December. Chau, whose travels in 2023 included attending the Monaco Yacht Show, has multiple roles at NextWave including overseeing the yacht sales, brokerage, water toys and charter divisions, as well as accounting. Chau moved to the US when he was 15, has a Master's degree in Corporate Finance from Boston University, and was an Auditor with Deloitte after returning to Hong Kong.



Howard CHEN
(HONG KONG)

Chen is CEO of NextWave Yachting, which he co-founded with a group of friends in 2012. Aside from sales, charter and management, the company's activity in 2023 included organising The NextWave Beach Music Festival in Discovery Bay and launching the first hulls of its own 28ft Nextender. Now a dealer for Invictus, Capoforte, Sunreef, Sunseeker, Sealine, Fjord, Chris-Craft, Vanquish and Heyday, the dealership's water toys portfolio includes Jetsurf, Lift Foils, iAqua, Belassi, HydroFlyer, Mo-Jet, Manta 5, Aquaglide, Yachtbeach and JetXTender. Chen, who studied mechanical engineering at the University of Wisconsin, spearheads the company's yacht-management and service divisions, with teams in Kwun Tong, Sai Kung and Aberdeen.



Kit CHOTITHAMAPORN
(THAILAND)

Kit is Asia Regional Manager for Leopard Catamarans and is planning a strong presence at the second Singapore Yachting Festival, which last year hosted the Leopard 53 Powercat's boat show debut in Asia. Late last year, the Phuket native also displayed the Leopard 42 sailing cat at the Hong Kong International Boat Show. In addition, Kit handles all Asia yacht sales for sister brands Sunsail and The Moorings, which form the world's largest charter company. Having developed his love for the sea and boats at a young age through his father, a keen recreational fisherman, he began his yachting career in 2003.



Lawrence CHOW
(HONG KONG)

Chow has been Chairman of the Hong Kong Boating Industry Association (HKBIA) since 2019 and is Chair of the ICOMIA Asia Working Group, which he helped set up in 2022 to promote and grow boating in Asia. He was also Asia Representative of the ICOMIA Executive Committee from 2020-23. HKBIA activity includes regular meetings and discussions with the Government, while last year it supported the Hong Kong International Boat Show, where Chow spoke at the HKBIA cocktail evening. Raised in a marine industry family, he is Manager of China Pacific Marine, which represents Jeanneau, Honda, Yanmar, Zodiac Milpro and Boston Whaler in Hong Kong and Macau.



Johnny CHUEH
(TAIWAN)

Chueh is Chairman and CEO of Taiwan's Ocean Alexander, a regular in the top rungs of the Global Order Book for 24m-plus superyachts, ranking 10th in the 2024 edition, having been third in 2023. Based in Kaohsiung with a sister facility in Florida, Ocean Alexander specialises in flybridge and tri-deck motor yachts up to 120ft and its ranges include Revolution (27R, 30R, 35R), Explorer (28E, 32E), Legend (32L, 37L), and now Puro (35P). Chueh has led the company since 2000, succeeding his father Alex who founded it in 1977.



Kevin CORFA
(HONG KONG)

Head of Asia for Fountaine Pajot (FP) and Dufour since 2018, Corfa oversaw another busy year for the French sister brands. Highlights included the Asia premiere of the Dufour 41 with VP Yachts at the Hong Kong International Boat Show, and the local premiere of the FP Tanna 47 by Asia Yachting, which now represents FP's sailing cats as well as powercats. Japan remains a key market for the Dufour 37 and secured Asia's first sale of the FP Power 67, while Korea's first FP Aura 51 was delivered. In 2024, The Yacht Sales Co showed Dufour's flagship 61 and FP's Alegria 67 at the Thailand International Boat Show in Phuket, while Asia's first FP Samana 59 is set to arrive in the Philippines.



Colin DAWSON
(HONG KONG)

Based in Hong Kong since 1994, Dawson is a specialist yacht insurance broker with 27 years' experience in the Asia-Pacific market. Founding Chairman of Asia-Pacific Superyacht Association, a post he held until 2016, he's now a member of Global Marine Business Advisors. In 2009, he set up The George Group, which partnered with Expat Marine until Howden Group acquired the latter in 2021. The George Group now partners with Howden's Hong Kong and regional offices. A passionate conservationist, he set up The Elephant Foundation in 2014, hosts the annual Elephant Week in Hong Kong, and runs the San Fernando Race Foundation for underprivileged children in the Philippines.



Olivier DECAMPS
(HONG KONG)

Boasting over 45 years in the industry, Decamps has been Nautor Swan's Regional Director for Asia Pacific since 2017, selling yachts across covering India to Japan and 'Down Under'. His appointments have included Asiamarine for Hong Kong, Singapore, Thailand and Vietnam. The Belgian studied yacht design in the UK and worked for Camper & Nicholson's, Wauquiez and Groupe Beneteau in Europe. In 2004, he moved to Hong Kong, working for Simpson Marine and Jepsen Marine before setting up Beaufort Marine, his own company, in 2013. He has sailed over 200,000nm, made multiple ocean crossings and raced in the likes of the Rolex Sydney Hobart, Rolex Fastnet and Rolex Giraglia.



Dai Tu DOAN VIET
(VIETNAM)

Dai Tu heads Tam Son Yachting, one of Vietnam's leading yacht dealers, which has represented Beneteau and Lagoon from 2017, Zodiac Nautic since 2018 and Azimut from late 2020. Based in Ho Chi Minh City, the company opened the country's first yacht service centre in 2018, provides yacht management and charter, and operates the Vinhomes Central Park Marina and Tam Son Yacht Club at Swan Bay. Dai Tu co-founded the Openasia investment group in 1994 and set up Tam Son International in 2005, building a solid portfolio in luxury retail.



Ernesto 'Judes' ECHAUZ (PHILIPPINES)

Echaz won line honours and IRC 0 in the 2023 Rolex China Sea Race on his Reichel/Pugh 75 *Standard Insurance Centennial 5*. A stalwart of Asian regattas on boats called *Centennial*, 'Judes' won the 1997 Lipton Cup (Singapore Straits, Raja Muda, King's Cup) and Rolex CSR (1998, 2008) on his Sydney 46. On his TP52, he won the 2017 San Fernando Race and topped its IRC class in two China Cups and the 2018 Rolex CSR. Group Chairman of Standard Insurance and former President of the Philippine Sailing Association (PSA), Echaz often sponsors the PSA, national team and sailing events, buying 10 FarEast 28Rs that helped the country win five golds at the 2019 SEA Games in Subic Bay.



Adam ESSEX (HONG KONG)

Boasting three decades of experience in the luxury yachting sector, Essex has overseen Princess activity in the region for five years, having been General Manager for Asia Pacific since early 2019 then Regional Director for Asia Pacific and Middle East from 2022. He has been based in Asia since 2014, working for the Princess Yachts South East Asia dealership in Thailand and later moving to Hong Kong before joining the shipyard. Earlier roles included retail sales for his own independent brokerage company and as a senior broker at UK-based distributor Princess Motor Yacht Sales.



Yvan EYMIEU (THAILAND)

Based in Asia since 2005 and working in the yacht industry since 2006, Eymieu has been Aquila's International Sales and Distribution Manager since 2017, delivering on the remit to expand the brand's global dealer network and sales outside North America. Founded in 2012 by Chinese shipyard Sino Eagle, Aquila is now the world's most prolific powercat builder. The brand's outboard ranges comprise Offshore (28 Molokai, 28 Molokai Cuddy, 47 Molokai) and Sport (32, 36), while the Yacht series of inboard flybridge models comprises the new 42, 44, 54 and flagship 70 Luxury.



Gordon FERNANDES (THAILAND)

Servicing superyachts in Phuket since the late 1990s, Fernandes is General Manager of Asia Pacific Superyachts (APS), which has assisted hundreds of visiting superyachts since he co-founded the agency in 2008 with Tanyuta 'Jojo' Singhmanee, Captain Charlie Dwyer and Captain Scott Walker. As GM, the Brit oversees a regional network of agents and offices in ports across Asia-Pacific, and regularly represents APS overseas, including at the Monaco Yacht Show. He's also a Committee Member of APSA (Asia-Pacific Superyacht Association). In 1995, he graduated from De Montfort University in Leicester with a Bachelor of Science in engineering and business studies.



Scott FINSTEN (THAILAND)

Harbour Master of Ocean Marina Jomtien, Finsten has overseen its development as it has grown into Southeast Asia's largest marina complex. The heart of boating in the Gulf of Thailand, the complex now features over 450 berths accommodating vessels up to 75m, state-of-the-art 25-tonne and 75-tonne Travelifts, and over 50 diverse tenants. Finsten organises quarterly Grow Boating Pattaya industry gatherings, monthly races, and events including overnight sailing excursions to picturesque islands off the coast of Pattaya. Finsten brings a wealth of knowledge from his tenure at the Cruising Yacht Club of Australia, renowned as the host and organiser of the Rolex Sydney Hobart Yacht Race.



Paul GRANGE (HONG KONG/SINGAPORE)

With business partner Thomas Woo, Grange is the co-founder of Marine Italia (2015), which represents Azimut Yachts in Hong Kong, China, Macau, Taiwan and Singapore. Last year's highlights included the arrival of two 38m Azimut Grande Trideck superyachts, in Hong Kong and Singapore. Grange, who splits his time between Hong Kong and Singapore, and Woo also operate their own independent shipyard, Marineteq, in Victoria Harbour, Hong Kong. Grange has worked in yacht sales for over three decades and initially moved to Hong Kong to work as Head of Azimut for Simpson Marine (2012-2015).



Philippe GUENAT (THAILAND)

Guenat is the owner of PMG Shipyard, where yacht production includes the Cora Cat 48 represented by Multihull Solutions, the Solar Explorer 52 with e-propulsion and the Silent 60/62 solar-powered catamarans. The shipyard evolved from the former Bakri Cono yard at Ocean Marina, where the Swiss developed his plans for a solar-assisted powercat by launching the Heliotrope 65 in 2013. Increasing his involvement with the builder, Guenat sourced the current 20,000sqm seaside location in Rayong, where operations began in 2016 and the shipyard was renamed PMG after he fully bought the company in 2019.



Erwan HER (HONG KONG)

Having worked for Beneteau in Hong Kong since 2016, Her was promoted to Asia-Pacific Sales Director for the brand and Group Office Manager in 2021. Last year's highlights included the APAC debuts of the Oceanis Yacht 60 in Taiwan and the First 36 and First 44 in Japan, while Hong Kong hosted the inaugural First Experience event. A sailing enthusiast, he has played a key role in the 2021, 2022 and 2023 editions of the Beneteau Cup Hong Kong. A graduate of the Nautical Institute of Brittany (Institut Nautique de Bretagne), he spent five years in Turkey with The Moorings and Sunsail, and almost two years with Simpson Marine in Hainan and Hong Kong, before joining Groupe Beneteau.



Dang HIEU (VIETNAM)

One of Vietnam's tourism pioneers, Dang Hieu is CEO and founder of AnaMarina in the coastal city of Nha Trang and is a strong supporter of *Yacht Style Vietnam*. Designed by Camper & Nicholsons Marinas, AnaMarina is set to accommodate up to 220 yachts. Hieu is also the founder of Focus Vietnam Holdings (2000), which concentrates on tourism and hospitality. Businesses include Indochina Sails (2008), operating Mekong cruises between Vietnam and Cambodia. In 2011, Focus Vietnam set up charter-flight tourism to Nha Trang, which has proved hugely popular in Russia and China.



Edwin HO (HONG KONG)

Ho is the founder and President of Starship Yachts (1994), Ferretti Group's long-time dealer in Hong Kong and Macau. Last year's highlights included the Covid-delayed Asia premiere of the Riva 110' DolceVita and two sales of the Riva 102' Corsaro Super, set to arrive in 2024 and 2025. A Custom Line Navetta 30, Ferretti Yachts 720 and Asia's first wallytender43X should also arrive this year. Other notable sales in recent years included the first units of the 100' Corsaro and Pershing 140', a Custom Line Navetta 33, Riva 90' Argo (two) and several Ferretti Yachts models. Ho is also Burgess' Chief Representative for Hong Kong and Macau, while Starship also represents Cranchi and Zodiac.



Tommy HO (HONG KONG)

Boasting over two decades of experience in yacht insurance for high-net-worth clients, Ho is founder and CEO of Voyager Risk Solutions, a specialist in luxury yacht, private client and general insurance solutions. He also provides yacht financing through Beagle Asset Management and represents Electrine electric and hybrid propulsion systems. A long-time boat owner and Royal Hong Kong Yacht Club member, the entrepreneur continues to help develop various sectors of the yacht industry including repair and maintenance, as well as support Hong Kong Sea School graduates, and is Chairman of the new Hong Kong International Chamber of Maritime Economy.



Martin HOLMES (THAILAND)

Holmes is the long-time General Manager of Lee Marine, the Brit having joined Joshua Lee in 1997 as the company's first employee following earlier roles in the UK, continental Europe and Australia. Lee Marine has represented Riviera in Thailand since 1998 – recent Phuket arrivals include the flagship 78 Motor Yacht – and have previously been involved with brands including Ferretti Yachts, Pershing, Custom Line, Riva and Jeanneau. Holmes has also been GM of Northrop & Johnson Asia-Pacific since Lee acquired the regional licence in 2018. In 2023, Hong Kong-based NextWave Yachting acquired Lee Marine and N&J APAC, although both Holmes and Lee continue in their roles.



Gordon HUI
(HONG KONG)

A Senior Sales Broker for Camper & Nicholsons since 2021, Hui has extensive experience of selling yachts and superyachts in Hong Kong and across Asia. After school in Dunchurch and Cheltenham, he studied architecture in London. Hui then spent his early career in the property industry in the UK and in 1992 bought the first of seven Sunseeker yachts he would own over the next 25 years. The last four were in Hong Kong, where he headed Sunseeker Asia from 2003 to 2020. During that time, he sold over 130 yachts in Hong Kong – including 15 over 100ft – while another 100-plus units were sold across the region through the dealer network.



Kenta INABA
(JAPAN)

A sailor since his youth, Inaba is President and owner of Super Yacht Logistics Japan, runs Yachtzoo Tokyo and is a key promoter of the superyacht industry in Japan where he works to ease regulations for visiting yachts. Since 2023, he has also been a member of Global Marine Business Advisors (GMBA). Inaba sails regularly on two SHK Scallywag yachts, the 100ft supermaxi and Orma 60 trimaran. In his 20s, he moved from Japan to Florida, where he was involved in designing the Lauderdale Marine Center before earning an MBA at the University of Miami. After returning to Japan, he worked for insurance and financial companies, most recently Morgan Stanley in Tokyo from 2007-2015.



Yunzhu JIN
(NETHERLANDS)

Yunzhu Jin is Asia Director for Amels and Damen Yachting. Born in Changzhou in the Yangtze Delta, she obtained an MBA in the Netherlands and has worked for Damen Shipyards Group companies for 17 years. Responsible for sales in Asia-Pacific, she is based in the Netherlands and regularly commutes to Asian countries to develop business.



Michel JOLY
(VIETNAM/HONG KONG)

Joly has been working with Asiamarine as a Dealership Sales Manager since 2020. His roles include General Manager of Galeon Asia, a business that Asiamarine was appointed to manage in 2022. Asiamarine continues to represent Galeon in Hong Kong, Singapore and Thailand, and Galeon Asia oversees coverage of a further nine markets in the region, with the ability to appoint and support dealers in these markets.



Lyu KAMIKAGE
(JAPAN)

With almost four decades in the yachting industry, Kamikage represents Ferretti Group brands Ferretti Yachts, Pershing and Riva, and has run the Burgess office in Tokyo since 2010. For Burgess, he principally focuses on yacht charter, sale and purchase, as well as marketing and PR events locally. Widely acknowledged as an industry leader in Japan, he represents several other yachting companies including Yachtalia and has a Seafarer dispatch business qualification.



Bart KIMMAN
(HONG KONG)

One of Asia's most seasoned superyacht specialists, Kimman is a Sales Broker for Fraser, whose Asia headquarters in Hong Kong is supplemented by offices in Singapore and Thailand. As well as his expertise, he has also been hired to help mentor other Fraser sales and charter brokers in Asia. A long-time MYBA member, Kimman formerly headed Northrop & Johnson Asia (2008-2018) and was Commercial Director of Camper & Nicholsons Asia (2018-2021). Based in Hong Kong since 1985, he had a successful career in finance before becoming a yacht broker in 2003.



Kevin KWAN
(HONG KONG)

Kwan is the co-founder, Director and Head of Yacht Specialty Risks at Voyager Risk Solutions, which specialises in luxury yacht, private client and general insurance solutions. He has spent over a decade in the yacht-insurance sector, building up a successful business portfolio at Aon Hong Kong before leaving in 2018 to join Voyager. A licensed pleasure craft operator in Hong Kong for 15 years, he has used his personal and career experience to build a strong client base and reputation within the industry. Kwan formerly worked in marina development and planning projects, and the banking sector.



Karl KWOK
(HONG KONG)

Kwok's TP52 *Beau Geste* (Botin, 2018) retained its ORC Worlds Class A title and won three other titles in the Med last year. Since the mid-1990s, he has owned over a dozen boats with the same name including other TP52s, two Maxis and a MOD70 trimaran that smashed the Rolex China Sea Race multihull record in 2018. Racing since 1975, he is the only Chinese skipper to win the Rolex Sydney Hobart on handicap (1997). For Hong Kong, China, Kwok is a Vice-President of the Sports Federation & Olympic Committee, and Honorary President of the Sailing Federation and Windsurfing Association. The HKSAR Government awarded him a Medal of Honour in 2011 and a Silver Bauhinia Star in 2019.



Lester LAM
(HONG KONG)

Lester is CEO of Lai Fung Holdings Limited, owned by Lai Sun Group, an early investor in prime real estate in China. He also serves on the board of Lai Sun Garment (International), Lai Sun Development and eSun Holdings. While his father Dr. Peter Lam is Chairman of Camper & Nicholsons, Lester looks after Camper & Nicholsons Asia as Chairman and serves as its brand ambassador, sharing his two decades of experience of owning yachts and yacht building with potential and current yacht owners. He is an owner of yachts in both Hong Kong and the Mediterranean, a licensed operator of watercraft and an experienced wake surfer.



Dr. Peter LAM
(HONG KONG)

Chairman of Hong Kong's Lai Sun Group, Dr. Lam has been the Chairman of the 240-year-old global yachting specialist, Camper & Nicholsons, since Lai Sun Group acquired the world-renowned company in 2016. Dr. Lam's business interests range across property development, hotel investment, a restaurant group, operation of cinemas, movie making, music and entertainment. Dr. Lam has over 30 years of international experience owning yachts. He is on board his yachts in Hong Kong and the Mediterranean whenever he can find time away from his very busy schedule.



Francis LAPP
(UNITED ARAB EMIRATES)

Founder and President of Poland's Sunreef Yachts (2002), Lapp spends much of his time in the UAE, where the luxury catamaran builder has an office in Dubai and a new production facility in the northern emirate of Ras Al Khaimah focused on production of the Ultima series of hybrid powercats. Last year, Sunreef staged the Middle East premieres of the Sunreef 80 Eco sailing catamaran and 80 Sunreef Power Eco powercat at the Dubai International Boat Show and Abu Dhabi International Boat Show respectively. In the last two years, Sunreef has launched Eco versions of most of its sailing and power models, also selling multiple units of both the Sunreef 100 Eco and 43M Eco superyachts.



Carmen LAU
(UK / HONG KONG)

A Senior Advisor of Camper & Nicholsons since 2021, Lau has kept busy in her new role and finished last year by attending the Italy launch of the 24m Codecasa *Vero*, which she sold in the Covid era and is scheduled to arrive in Southeast Asia this summer. Lau joined C&N in 2017, helping set up and lead the company's Asia headquarters in Hong Kong and expanding its charter, management and brokerage services among Asia-based clients. Having earned a business degree in from the University of Toronto in Canada, she has worked in the superyacht industry since 2004, including for Kingship, Benetti and as an owner's representative through her own consultancy.



Joshua LEE
(THAILAND)

Lee is Managing Director of both Lee Marine and Northrop & Johnson Asia Pacific, acquiring the license for the latter in 2018. After founding Lee Marine in 1997, he quickly established it as one of Thailand's leading yacht dealerships. The company has represented Australia's Riviera since 1998 and formerly represented Ferretti Group, from 2000 to 2021. Having celebrated its 25th anniversary in 2022, Lee Marine was partially acquired by Hong Kong's NextWave Yachting last year, although Lee will continue in his dual roles. One of his larger superyacht sales included the design and build oversight of 69.5m, custom-built Feadship *Samaya* for an Asia-based client.



Allen LENG
(CHINA)

Leng is Chairman and co-founder of Heysea Yachts, mainland China's most prolific superyacht builder and a regular in the top 30 of the Global Order Book since 2014. Formerly Vice-Chair of the ISO's Large Yachts division, he has been a member of the Steering Committee of China Yachting Development Experts since 2020. Leng majored in naval architecture and ocean engineering at the Huazhong University of Science and Technology (1983-1987). From 1995, he lived in New Zealand for four years, then returned to China to work in the IT industry before forming Heysea in 2007 with two partners.



James LI
(CHINA)

Li is the founder of Speedo Marine (2003), whose new-yacht portfolio includes Ferretti Yachts, Pershing and Riva from Italy's Ferretti Group, Prestige and Jeanneau from France's Groupe Beneteau, and catamaran builders Sunreef of Poland and Fountaine Pajot of France. Last year, Li played a key role in the lavish China premiere of the Ferretti Yachts 1000 in Shenzhen and has since sold the brand's first Infynito 90 and Asia's first Wally wallywhy150, set to arrive early this year. One of China's leading yachting agencies, the dealership welcomed Asia's first 80 Sunreef Power in 2020. Headquartered in Shenzhen, the company has multiple sales and service centres along the coast.



LI Quanhai
(CHINA)

President of World Sailing since 2020, Li's leadership will be in the spotlight at this year's Olympic Games in France, where the sailing events will be held in Marseille from July 28-August 8. Li's former roles at World Sailing included Vice-President (2013-2020), International Judge (1998-2012) and Council Member (2006-12). He spent over two decades in the Chinese Yachting Association as Secretary General (1997-2005) then Vice-President (2005-2018), and was heavily involved in the 2008 Olympics competition in Qingdao. He was also the Asian Sailing Federation's Vice-President (2006-08) and President (2008-10).



Hans LO
(HONG KONG)

Deputy Director of CL Yachts, Hans Lo is a fifth-generation member of the family that has owned Cheoy Lee. The brand finished last year by exhibiting hull two of CLB65 at the Hong Kong International Boat Show, a year after staging the model's world premiere at the Fort Lauderdale International Boat Show along with the global debut of the flagship CLX96. Having studied civil engineering in Canada, Lo returned to Hong Kong in 2010 to work at Cheoy Lee as a Production Manager before moving into marketing. In 2018, he helped launch CL Yachts, which released CLA76 and CLB72 before debuting CLB88 at the Fort Lauderdale show in 2020.



Martin LO
(HONG KONG)

A Director of Cheoy Lee and its luxury motor yacht brand, CL Yachts, Martin Lo is one of Asia's most knowledgeable and experienced boat builders. He has spearheaded the growth of CL Yachts, including eye-catching collaborations with industrial designer Jozeph Forakis. A graduate of the Rhode Island School of Design, Lo is one of eight brothers who are Directors at Cheoy Lee and the fourth generation of the family that founded the business in Shanghai. Among three brothers based at the Doumen shipyard in Zhuhai, west of Hong Kong, he has long been a key figure on the production side, helping Lloyd's with its fibreglass quality-assurance programme in the 1980s.



Trixie LOHMIRMAND
(UNITED ARAB EMIRATES)

LohMirmand heads Dubai World Trade Centre (DWTC) Events Management as Executive Vice President responsible for the organisation of its diverse portfolio of global events, including the Dubai International Boat Show. The Singaporean has held the role since 2005, following nine years with Reed Exhibitions in Singapore and London. In 2022, she was also appointed CEO of KAOUN International, DWTC's overseas international events company. In late 2023, she became President of the Singapore Business Council (UAE). She's also a Board Member of UFI (The Global Association of the Exhibition Industry), MMA (Mobile Marketing Association) and The Marketing Society.



YP LOKE
(SINGAPORE)

Loke is the President of Raffles Marina, long-time Chairman of the Singapore Boating Industry Association (SBIA) and a founding member of Global Marine Business Advisors (GMBA). Last year, the International Council of Marine Industry Associations appointed him an Honorary Member 'to show the highest appreciation for services to ICOMIA' since he joined in the late 1990s. His contributions included forming SBIA, hosting the World Marinas Conference, creating the Asia Boating Dialogue and serving as a Vice-President. A naval architect by training, he enjoys sailing *Eagle*, a pre-owned Hanse 588 he bought in 2022.



John LU
(TAIWAN)

Lu is President of Horizon Yachts, which he co-founded Horizon in 1987 in Kaohsiung, where it has four sites including a marina. Since entering the 80ft market in 1994, the Taiwanese builder has produced more than 250 yachts over 24m, establishing itself as one of Asia's most prolific superyacht builders and a regular in the Global Order Book's top rungs, ranking ninth, 11th and 14th from 2022 to 2024 respectively. Horizon was the first Asia-based member of SYBAss (Superyacht Builders Association) and its key markets are North America, Australia and Europe. In late 2022, Lu was honoured with a Lifetime Achievement Award at the 2022 Boat Builder Awards in Amsterdam.



Peter MAHONY
(HONG KONG)

General Manager of Benetti Asia since 2017, Mahony oversees sales, client relationships, after-sales and marketing in this region for the historic Italian superyacht builder, which celebrated its 150th anniversary last year. Benetti sales in Asia-Pacific in recent years have been led by the Oasis 40M, while the shipyard has since launched the Oasis 34M, B.Yond 37M and B.Now 50M, which is available with the Oasis Deck®, as are its 60M, 67M, 72M sisters. Mahony's 25 years in yacht sales, management and marketing includes working in Europe for both Sunseeker and Princess, then for both British shipyards in Southeast Asia before his move to Benetti.



Chanyo MANAKULSAWASD
(THAILAND)

Chanyo is the co-founder and Managing Director of MarineXplorer, the exclusive Thailand dealer for Parker Poland. During his two previous roles, he represented Ferretti Group brands in Thailand for almost five years. An engineer, Chanyo started his career with Caterpillar and after five years joined MTU as Sales and Marketing Manager, supplying marine engines. He was Thailand Country Manager for Emerson, a manufacturer of industrial products, for seven years before joining the luxury yachting industry in 2015 with Azimut Yachts Thailand, where he was Operations Director.



Alyona MINORET
(THAILAND)

Minoret started her journey with Boat Lagoon Yachting as a Charter Broker and soon rose to the role of Sales Manager due to a string of successful sales, spanning pre-owned to brand-new yachts. Known for her commitment to excellence during 10 years with Southeast Asia's leading dealership, she embodies a friendly yet professional demeanour and is adept at anticipating and fulfilling the needs of both owners and guests. She has a deep understanding of the Russian market in Southeast Asia and extensive expertise in yachts, charter and cruising destinations.



Nicolas MONGES (THAILAND)

Monges is co-founder and Managing Director of Asia Global Yachting (AGY), which represents Nuova Jolly and, more recently, C-Tender and C-Boat. It also represents Indonesia-based Persée, a builder of custom wooden yachts and phinisis, which has a 66m project in build. AGY has a thriving charter division, with its Classic line including the historic 105ft *Camara C* (1961), 90ft sailboat *Aventure*, 90ft *Maha Bhetra*, DeFever 49 *Sea Princess* and 50ft Halvorsen *Mami Wata*, which was built in 1954 and completed a refit last year. Monges is organiser of the Blue List Expedition, a VIP event held in 2017 and 2020, with the third edition scheduled to be held this year.



Duc Thuan NGUYEN (VIETNAM)

Thuan is the founder of Vietyacht, the country's exclusive dealer of Jeanneau, Prestige and Fountaine Pajot, which he set up in 2017, after 17 years in the shipbuilding industry. Soon after, he founded VietyachtClub to provide charter services in Halong Bay, led by a fleet of Jeanneau motorboats which berth in Tuan Chau Marina. In 2019, he launched a 1,000sqm indoor-outdoor showroom and head office in Ha Long City, and founded LuxYacht as the country's exclusive dealer of Ferretti Yachts, Pershing and Riva. The company has since sold the first two new Riva yachts in Vietnam and a Ferretti Yachts 500, the brand's first new build in the country.



Eric NOYEL (HONG KONG)

Noyel is the CEO of Asiamarine, which he founded in 2012 and is spearheaded by key offices in Hong Kong, Singapore and Thailand. He has also been Managing Director of Fraser Asia since 2018. One of the region's leading dealerships, Asiamarine represents several established European brands across multiple markets. The company also has brokerage, charter and yacht-management divisions. Noyel grew up in the south of France, learned sailing from the age of seven, and has owned many types of boats and yachts in Asia. He speaks French, English, German, Cantonese and Mandarin.



Andrew PITCHFORD (HONG KONG)

Following almost four years as Ferretti Group's Sales & Marketing Manager for Asia Pacific, Pitchford enjoyed an exciting first year as APAC Sales Director. Highlights included the company's displays at the Singapore Yachting Festival and Hong Kong International Boat Show, and a large-scale Ferretti Yachts 1000 premiere in Shenzhen that included four other FY models and two Riva superyachts. The Englishman has been in Hong Kong since early 2017, when he took up a role as Princess Yachts' General Manager for Asia Pacific, having worked as a broker for one of the British builder's UK dealers earlier in his career. Pitchford has worked in the luxury yacht sector since 2007.



Meme POON (HONG KONG)

Poon is the founder and General Manager of Grandtech International Engineering, the Hong Kong dealer for Volvo Penta engines. The company's regular clients include dealers representing the likes of Absolute, Azimut, Galeon, Jeanneau, Prestige, Princess, Sessa, Sunseeker and, more recently, Nimbus and Invictus. Poon, who holds an Advanced Diploma in China Business and a Bachelor of Management Studies, worked for Jepsen Industrial Technology from 2009 and was promoted to Sales Manager of the Volvo Penta service team in 2016. After Jepsen ended its cooperation with Volvo Penta the following year, Poon formed Grandtech to take on the dealership.



Jean-Marc POULLET (SINGAPORE)

Former Senior Partner with McKinsey & Co, Poulet joined Burgess in 2015 as Chairman for Asia and is a Senior Partner of the global brokerage house. Under his leadership, Burgess quickly expanded in Asia with offices and partnerships in Singapore, Hong Kong, Japan, Thailand and India. In late 2022, Poulet announced a core leadership team in which he has been joined by Mark Woodmansey, Hwee Tiah and Jiyu Xie. An experienced yachtsman, he owns a 33m yacht and has cruised extensively throughout Southeast Asia.



OH Kean Shen (MALAYSIA)

Oh is the founder and Managing Director of Pen Marine (1998), Malaysia's best-known dealership, which represents Ferretti Group brands Ferretti Yachts, Pershing and Riva, as well as Jeanneau's Merry Fisher and Cap Camarat outboard motorboat ranges. Among catamaran builders, Pen Marine has been delivering Leopard's and is now representing Sunreef for bigger models, while the company also has brokerage and charter divisions.



Della PEARCE (SINGAPORE)

Pearce recently joined the Camper & Nicholsons team in Asia, leveraging on her years of experience selling yachts and superyachts in the region. She entered the industry in 2005, mentored by Scott Walker of Asia Pacific Superyachts Singapore, and apprenticed at Keppel Marina, assisting with RYA sailing courses before graduating from Singapore Maritime Academy. From 2011, she worked for Simpson Marine in Singapore and Hainan before joining Hong Seh Yachting in 2016, going on to sell many new yachts from Ferretti Group brands including the first new Wally and Custom Line models sold into Singapore.



Wade PEARCE (SINGAPORE)

Pearce was the founder and organiser of the 2023 Singapore Yachting Festival, is a consultant for the 2024 edition and is helping with the 2024 Thailand International Boat Show. Founder and owner of both the Singapore Marine Guide online directory and Next Tide, a marine business development consultancy, the Australian also organised the Grow Boating Singapore networking events in 2022 and 2023. Having grown up enjoying the water in New South Wales, Pearce worked in the watersports industry in Hong Kong and Hainan before moving to Singapore in 2015, working as Events Manager then Commercial Director of the Singapore Yacht Show until 2020.



QUEK Wee Teck (SINGAPORE)

Quek is Chairman of the Association of Boat Charter Singapore, which was formed in 2021 to develop a professional network of charter boat operators 'dedicated to the promotion of marine tourism, sustainable business practices and industry dialogue in Singapore'. 'Captain Q', who attended the Thailand Charter Week in November 2022, is also Director of Wanderlust Adventures, a yacht charter company formed in 2017 that operates charters in Singapore and other Southeast Asian countries.



Jerry ROLLIN (PHILIPPINES)

Rollin, a World Sailing-appointed International Race Officer (IRO), is President of ORCP (Offshore Racing Club of the Philippines), Chairman of PHINSAF (Philippine Inter-island Sailing Foundation) and Director of the Philippine Sailing Association. ORCP, PHINSAF and Subic Sailing are co-organisers of the new BPI Private Wealth Signature Yacht Race Series. Formerly in the British Army and resident in the Philippines since 1987, Rollin has officiated at dozens of different regattas across Asia including the King's Cup in Thailand and Raja Muda in Malaysia. He was the Competition Manager for the 2019 Southeast Asian Games sailing competition at Subic Bay.



Behzad SABERI (UNITED ARAB EMIRATES)

Based in Dubai, Saberi is founder and CEO of MBC Yachts (2013) and a Senior Sales Advisor for Camper & Nicholsons Middle East. His sales last year included the 27m Azimut *Gerizim* (2013) and *Enso*, a Gulf Craft Nomad 70 SUV that had its debut at the 2022 Dubai International Boat Show. Saberi has over 15 years of industry experience, having worked with leading shipyards and yachting brands in various roles including management, charter and new construction. He skippered VLCC tankers internationally early in his career and holds a degree in Marine Engineering & Nautical Science. He also has experience in high-end corporate hospitality and the luxury sector.



**Boum SENOUS
(INDONESIA)**

Senous is Director of Yacht Sourcing, which he founded in 2016. The company is the Indonesia dealer for Fountaine Pajot and Dufour, recently added Gulf Craft to its new-yacht portfolio, and is developing its own line of Senous RIBs. It also represents Takacat inflatable boats, Polycraft polyethylene boats and Lift eFoils. Yacht Sourcing operates brokerage, charter, yacht management and agency services, and owns a phinisi shipyard whose builds include the 55m *Prana*, 47m *Maj Oceanic* and 50m *Vela*. Over a decade ago, Senous' passion for sailing led him from his native Belgium to Indonesia, where he learned about yacht and charter management, as well as phinisi construction.



**Mike SIMPSON
(HONG KONG)**

Simpson is calling time on his pioneering role in the Asian yachting industry after selling Simpson Marine Group to Sanlorenzo, having represented the Italian shipyard since 2015 and its sister brand Bluegame since 2020. The acquisition was confirmed in December and is expected to close in the first quarter of this year. Since founding Simpson Marine in 1984, the Brit has played a leading role in the industry's growth across the region, developing his company into Asia's largest sales, brokerage and service company. The company also has dedicated superyacht, charter and yacht-management divisions, and celebrates its 40th anniversary this year.



**Jojo SINGHMANEE
(THAILAND)**

Tanyuta 'Jojo' Singhmanee is Managing Director of Asia Pacific Superyachts Phuket, which she co-founded with Gordon Fernandes in 2008. She has helped arrange the visits of many of the biggest superyachts to enter Thailand and post-Covid was instrumental in obtaining permission for foreign-flagged yachts to check into the country again. Jojo, who has a Master's in Human Resources Management from UMDC University in Phuket, maintains strong connections with marine and government authorities in Thailand and is a regular visitor to the annual Monaco Yacht Show.



**Jonathan SIT
(SINGAPORE)**

Sit is Regional General Manager, Marina Division of SUTL Enterprise. This year, the flagship property, ONE°15 Marina Sentosa Cove, will host the second Singapore Yachting Festival from April 25-28, having last year hosted the first edition in April and the second Blue Water EduFest in November. Inaugurated in 2007, the marina completed a US\$5 million upgrade and reconfiguration in 2021 that doubled the superyacht berths. A Hong Kong native, Sit studied hotel management at Cornell University in New York and holds an MBA from the National University of Singapore. Moving to Singapore in 2013, he started working at ONE°15 Marina in 2014, rising to GM before becoming Regional GM.



**Lies SOL
(THAILAND)**

Sol is Head of Charter for Northrop & Johnson Asia. An experienced sailor, she is a Board Member of the Thai Yachting Business Association and was on the organising committee for the 2019 and 2022 editions of the Thailand Charter Week. In 2021, she initiated the 'Phuket Open Boat' luxury yacht inspection. Sol first worked in charter for N&J from 2013-2018 before spending a year with Camper & Nicholsons (2018-19). From 1989, she crewed on large yachts in Asia, the Caribbean and Florida, before returning to Phuket in 2003, working in PR and hospitality then as a yoga teacher and event organiser.



**Julien SOLARI
(SINGAPORE/HONG KONG)**

Solari was appointed Camper & Nicholsons' Asia Chief Commercial Officer in early 2023 and works between the company's new Singapore office and regional headquarters in Hong Kong. Born and raised in the Côte d'Azur, he studied business and management in France, Netherlands, Denmark and Italy. He was a management consultant in Rotterdam before entering the yachting industry in 2013 with a boutique brokerage house in Nice. After relocating to Singapore in 2017, he became Country Manager at Asia's largest yacht dealership. Solari speaks French, English, Italian and Spanish, and has closed around 100 yacht transactions including the sale of many new superyachts.



**Ewa STACHURSKA
(HONG KONG)**

Group Marketing Director of Simpson Marine, Stachurska has worked in the yachting industry since January 2007, specialising in marketing, strategic partnerships and business development. She also oversees Simpson Marine's corporate communication as well as marketing campaigns for the company's brands. Having worked in Poland, France and China, she joined Simpson Marine in August 2015, working in Shanghai for a year before moving to the company's headquarters in Hong Kong. She is a Council Member (Charter Sector) of the Hong Kong Boating Industry Association and volunteers as a role model at the Inspiring Girls charitable organisation and mentor at The Women's Foundation.



**Paul STAMP
(THAILAND)**

Stamp is General Manager of The Yacht Sales Co and Multihull Solutions in Asia, with the sister companies' portfolio including Fountaine Pajot, Dufour, Maritimo, Absolute, ILIAD Catamarans, Tesoro, NEEL Trimarans and Cora Catamarans. Appointed in 2021, the Brit also oversees the Asia brokerage division, sales centres in Thailand and Singapore, plus agents across the region. Born and raised in Sunderland, his love for sailing took him to Australia, Thailand and Malaysia, where he became an RYA Instructor and Sunsail skipper. Based in Phuket since 2004, he started selling yachts with Max Marine Asia in 2007, then in 2016 moved to Asia Marine, also representing Fraser from 2018.



**Nick STRATTON
(HONG KONG)**

Working for Simpson Marine in Asia since 2010, Stratton has been the Sales Manager for the Sanlorenzo Asia division since 2017 and Sales Manager for Bluegame Asia after the regional dealer started representing Sanlorenzo's sister brand in Asia in 2020. The Brit has another busy year ahead with several notable Sanlorenzo and Bluegame models for Asia clients due to be launched and tested in Italy before being handed over. Formerly the company's Country Manager for Singapore, Stratton has sold more than 200 yachts in Asia. Before moving to the region, he worked in the yachting industry in the UK including as a Yacht Brokerage Manager for Ancasta from 2004-2009.



**Benjamin TABUTEAU
(THAILAND)**

Born in Phuket, Tabuteau has been General Manager of Asiamarine (Thailand) after the regional dealer integrated Asia Marine in 2021 following a partnership between the two companies since 2017. He's also a Sales Broker for Fraser, which Asiamarine has represented since 2018. Asiamarine and Fraser Thailand have offices in Phuket Boat Lagoon and Yacht Haven. He is following in the footsteps of his father Vincent Tabuteau, who officially retired in 2021, having founded Asia Marine in 1989 and led one of Southeast Asia's longest-established marine tourism companies for over three decades.



**Edward TAN
(SINGAPORE)**

Tan has been with Hong Seh Motors since 1997, while from 2000 – upon his graduation from the University of Denver – he has served as Executive Director of Hong Seh Group, his family's business dating back over eight decades in Singapore. In 2008, he started Hong Seh Marine to diversify interests and build on a relationship with Riva since the late 1990s. The portfolio now includes Ferretti Yachts, Pershing, Riva, Sunreef, Boston Whaler, Schaefer and Zodiac. In October 2022, Tan hosted Sunreef ambassador Fernando Alonso ahead of the F1 Grand Prix in Singapore. Hong Seh is an official sponsor of the Singapore Sailing Federation including for this year's Olympics in France.



**TAN Xuguang
(CHINA)**

Tan is Ferretti Group's Chairman and a Non-Executive Director. A technological entrepreneur with over four decades of engineering management experience in equipment manufacturing, Tan has been Chairman of SHIG (Shandong Heavy Industry Group) since June 2009 and Chairman of Weichai Group since August 2007. In 2012, SHIG-Weichai acquired a controlling interest in the Ferretti Group, which a decade later was listed on the Hong Kong Stock Exchange (2022) and then Euronext Milan (2023) the following year. Ferretti Group's luxury yacht brands comprise Ferretti Yachts, Riva, Pershing, Itama, CRN, Custom Line and Wally.



Arthur TAY
(SINGAPORE)

As Chairman of SUTL Group, Tay is also CEO and Executive Director of SUTL Enterprise, a marina developer and operator, and owner of the ONE°15 brand. Its flagship facility, ONE°15 Marina Sentosa Cove, was inaugurated in 2007 and hosted the annual Singapore Yacht Show from 2011 to 2019. The marina completed a US\$5 million upgrade and reconfiguration in 2021 and last year held the first Singapore Yachting Festival, scheduled this year for April 25-28. Tay is also the creator of the three-day Blue Water EduFest, a non-profit marine conservation event held at the marina each November since 2022. ONE°15's new marina at nearby Nirup Island in Indonesia opened in 2023.



TEE Tzer-yu
(TAIWAN)

Tee has become one of Ferretti Group's key dealers in Asia, recently welcoming the region's first Riva Corsaro 102' Super. Other highlights include Asia's first sale of Ferretti Yachts' flagship 1000, which was delivered into Kaohsiung in 2022. A qualified naval architect, he co-founded Amal Yachting in 2014 and developed it into one of Taiwan's leading yacht dealers, representing the likes of Absolute, Leopard, Axopar and Delta. In 2019, Amal became the exclusive dealer in Taiwan for Ferretti Yachts, Pershing and Riva. In 2021, it staged handover events in Kaohsiung and Taipei for the first Ferretti Yachts 670 in Asia before delivering the region's first Ferretti Yachts 500.



Tanguy TERTRAIS
(HONG KONG)

Tertrais has been Asia-Pacific Sales Director of Prestige and Jeanneau since September 2022, having been the brands' Northern Europe Sales Manager. Last year, he and Prestige Vice President Erwin Bamps played a hosting role at the Prestige Owners' Day at Lantau Yacht Club organised by regional dealer Asia Yachting, while Tertrais presided over the Prestige X60 Asia premiere, also in Hong Kong. A former sailing instructor in his native France, he worked in Singapore from 2016 for Instaroid and XL Industries before returning to France to spend over two years with Zodiac Nautic, as Northern Europe Sales Manager then the electric range's Sales Manager for EMEA and APAC.



Hwee TIAH
(SINGAPORE)

Tiah is Burgess' Head of Charter and Business Development for Asia, and part of a four-strong core leadership team steering the brokerage house's activities in the region. Joining Burgess in December 2015, her eight-plus years with the global brokerage house have included two years in Hong Kong before she returned home to Singapore in late 2019. Prior to Burgess, she worked in senior positions within the shipping and marine insurance industries, having graduated from National University of Singapore with a Bachelor of Business Administration degree.



WANG Jianlin
(CHINA)

One of China's wealthiest men, Wang is founder and Chairman of the Wanda Group, which acquired ownership of Sunseeker International in 2013 in a deal worth GBP320 million. Founded in Dalian and headquartered in Beijing, Wanda Group has strong footprints across China, Europe and the US, and provides strong financial and strategic backing for Sunseeker. The Poole shipyard employs about 2,000 people and each year produces around 150 boats (38-161ft), with about 98 per cent exported.



Adam WATERS
(HONG KONG)

Waters has been General Manager of Princess Yachts Greater China since 2015. A joint venture by Hong Kong-based conglomerates Dah Chong Hong and Chow Tai Fook, the company is the British yard's dealer in Hong Kong, mainland China and Macau, also offering brokerage and charter. Waters is also General Manager of Williams Tenders Greater China and represents Saxdor in Hong Kong, Macau, mainland China, Taiwan and the Philippines through Pacific Leisure Boat. Before moving to Asia, he managed his own dealership in Australia for over a decade.



Paul WHELAN
(INDONESIA)

Working between Jakarta and Bali, Whelan is Simpson Marine's Country Sales Manager for Indonesia, where the company's Sanlorenzo sales in recent years have included new SX100, SL106 Asymmetric and SL78 models, as well as a pre-owned SL118. He previously spent six years with Simpson Marine in the Singapore office from 2010. The Australian has over three decades of marine industry experience, covering boat building, working on superyachts, business and sales. A qualified Master Class IV Captain, Whelan has logged extensive sea miles, including lengthy periods in Asia on board 60m-plus yachts.



Kevin WHITCRAFT
(THAILAND)

Whitcraft was in the spotlight at December's Phuket King's Cup Regatta as the Queen of Thailand trained then raced aboard *Vayu THA72*, the TP52 he owns with his brother Tom. President of the event's Organising Committee, Whitcraft won the King's Cup in 2016 and 2017, and has challenged eventual winners *Team Hollywood* in recent editions. In the Mediterranean, *Vayu THA72* finished seventh out of 11 boats in last year's 52 Super Series, its second full season on the circuit. Whitcraft is also President of the International Optimist Dinghy Association. In Thailand, the American is CEO of the RMA Group, a leading company in Southeast Asia with over 8,000 employees.



Thomas WOO
(HONG KONG)

Woo founded Absolute Marine in Hong Kong in 2014 and is one of Absolute's most successful dealers worldwide. Woo is also Managing Director of Marine Italia, which he co-founded with Paul Grange in 2015 and is the Azimut Yachts dealer for Hong Kong, China Macau, Taiwan and Singapore. The Italian builder's leading dealership in Asia was particularly visible late last year with displays at shows in Lantau, Macau, Gold Coast and Marina Cove. Woo and Grange also set up their own shipyard company, Marineteec, in Shau Kei Wan in 2016. An avid yachting fan, Woo is very hands on and technically minded, while regularly enjoying boating with friends and clients.



Mark WOODMANSEY
(HONG KONG / THAILAND)

Woodmansey is Burgess' Head of Brokerage, Asia, and part of the region's core leadership team with Jean-Marc Pouillet, Hwee Tiah and Jiyou Xie. Based in Hong Kong since 2003, he has split his time between there and Thailand post-Covid. His recent sales include the 75m Amels *Lady E* and he has been instrumental in many of the 30 or so transactions by Burgess' Asia team since 2015. Woodmansey worked on private and charter sailing yachts in the Mediterranean and Caribbean before moving to Hong Kong, where he spent over a decade with Simpson Marine before joining Burgess in 2015.



Frank XIONG
(CHINA)

Frank Xiong is CEO and Managing Director of Sino Eagle, which produces Aquila power catamarans from 28-70ft at its purpose-built facility in Hangzhou. Created in 2012 in a collaboration with US dealer MarineMax, Aquila (Latin for eagle) has grown to become the world's largest powercat brand. A leader in high-tech composite manufacturing, Sino Eagle was founded in 1985 by John Xiong, Frank's father. Born and raised in China, Frank went to college in Australia before returning to join a Sino Eagle subsidiary, Flying Eagle, producing rowing shells. After working in production then international sales and business development, he rose to VP (2007) and CEO (2010), before focusing on Aquila.



'Jackie' XU Jingkun
(CHINA)

Xu, who lost the lower half of his left arm in a fireworks accident when he was 12, is attempting to become the first Chinese to complete the Vendée Globe, with the 10th edition of the solo round-the-world race starting on November 10. Late last year, 'Jackie' completed back-to-back transatlantic races on *Singchain Team Haikou*, first with Mike Golding in the Transat Jacques Vabre before sailing solo in the *Retour à la Base*. A year earlier, he finished 29th in the IMOCA class in the 2022 Route du Rhum transatlantic race. Earlier achievements include completing the 2015 Mini Transat on his own, fourth in the 2017 Para Worlds, then three years sailing 34,000nm around the world on a catamaran.



**Dr. Samuel YIN
(TAIWAN)**

Dr. Yin is the owner of the 81m *Sea Eagle II*, the world's largest aluminium sailing yacht at 1,100GT and Royal Huisman's biggest build to date. Designed by Dykstra and Mark Whiteley, the three-masted schooner delivered in 2020 is five times the volume of his first *Sea Eagle*, a 43m sloop delivered in 2015, also built by Royal Huisman and featuring naval architecture by German Frers and an interior by Rhoades Young. Dr Yin heads the Ruentex Group and is the founder of the Tang Prize, modelled on the Nobel Prize.



**Vrit YONGSAKUL
(THAILAND)**

Group Managing Director of Boat Lagoon Yachting (1994), Vrit heads one of Asia's largest yacht importation, distribution and after-sales organisations, operating across Thailand, Singapore, Malaysia, Indonesia and Maldives. A Princess dealer since 1994, the company also represents Jeanneau and Sacs. In late 2023, the company staged the Asia premiere of the Princess Y95 in Singapore, having sold three units of the Y Class flagship and two of the X95 sister model. Vrit has been Burgess' Chief Representative, Thailand, since Boat Lagoon Yachting partnered Burgess in Thailand in early 2019, expanding the company's operations into the superyacht sector.



**Angel ZHOU
(CHINA)**

Zhou has been Simpson Marine's China General Manager for 15 years and played an instrumental role in the growth of the Chinese operations across the company's Shenzhen and Sanya offices, also expanding the network with a new Shanghai office. A key figure in Simpson Marine's successful large yacht and superyacht sales team, she is also heavily involved with the yacht management department and spends much of her time in Hong Kong. Zhou speaks fluent Mandarin, Cantonese and English, and is an expert in wake surfing, diving, free diving and other water sports, and has a strong interest in modern arts and philosophy.



**Brian ZHUANG
(CHINA)**

Zhuang heads Omnia Marine, which he founded in 2008 after he moved back to China from the US. One of China's leading dealers, headquartered in Shenzhen and with offices around the country, the company is a distributor for a wide range of international shipyards including Galeon, Sessa, Leopard, Dufour, Quicksilver and Mastercraft. The company also provides maintenance services and yacht management, organises water sports championships, and plans to have an after-sales service shipyard in Hong Kong. Zhuang is the former owner of Italy's Sessa Marine, acquiring the Bergamo-based builder in 2015 before selling last year to owners of the brand's production facility in Brazil. ☺



Maria Carillo and Mike Simpson