

ASIA'S YACHTING LEADERS 2025



Stretching eastward from the Gulf as far as Northeast Asia, the 2025 edition of Asia's Yachting Leaders showcases yacht owners and shipyard owners, dealers and brokers, marina managers, sailors, show organisers and other key people within the region's luxury boating industry.



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 keelboats, 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. A businessman and diplomat with over 35 years of experience in international relations - including serving as the UAE's Ambassador in New York, Washington, Geneva, Canada and Mexico, and as Minister of State for Foreign Affairs - Alshaali retired in 2008 and devoted himself to Gulf Craft, which grew into one of the world's top-15 superyacht builders. At Cannes Yachting Festival 2024, Alshaali unveiled the Majesty 100 Terrace, scheduled to make its world debut at Dubai International Boat Show 2025.



Albert ALTURA
(PHILIPPINES)

Chairman and co-founder of the Ocean Racing Club Philippines (ORCP). Altura is also a former US Navy Commander, and aviator. He owns and operates Red Core Geothermal, a renewable energy company. ORCP revived the iconic Boracay regatta, now called BPI Boracay 200, as well as the BPI Corregidor Cup which makes up part of the BPI Signature Yacht Race Series along with BPI Subic Regatta and BPI Busuanga Cup in Palawan. He has been an offshore sailor since his teens, having participated in the 1986 China Sea Race and in 2018, the Rolex Middle Sea Race. In the 2023 Rolex China Sea Race, his yacht *Hurricane Hunter* came in fifth overall.



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 2024 included the Asia premiere of the Prestige M-Line (M8 and M48 models) at the Hong Kong International Boat Show, private shows at Club Marina Cove and Lantau Yacht Club, and owners' events for Prestige and Nautique owners in Hong Kong. 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.



Michael BOGNIER
(HONG KONG)

A regular presence at the world's leading boat shows and a rising star in the yachting industry, Bognier is a sales manager at Nextwave Yachting and yacht broker at Northrop & Johnson Asia-Pacific. Nextwave represents multiple prominent brands including Princess, Beneteau, Invictus, Capoforte, Sealine, Fjord, Chris-Craft, Vanquish, and Heyday. With roots in both Hong Kong and Italy, this Eurasian professional has been an avid boater since childhood, making him a hands-on and technically-minded individual. Bognier's international experience includes living in the United States and Switzerland, where he earned a degree in Hospitality Management from Glion Institute of Higher Education.



Harvey BREWIN
(SINGAPORE)

Originally from the UK, Brewin, the Country Manager for Simpson Marine Singapore, developed a passion for sailing during family holidays in Cornwall. This passion led to a career in the Merchant Navy, followed by a degree in Maritime Law. He then found his calling as a yacht broker. Brewin has extensive expertise in the sale and purchase of new and used yachts, achieving success in both Hong Kong and Singapore, aiming to ensure seamless transactions and exceptional service for his clients. He is dedicated to the yachting industry and its growth in Asia. He envisions fostering a vibrant yachting culture in Singapore, promoting the joys of sailing and boating to a wider audience.



Jesus 'Jun' AVECILLA
(PHILIPPINES)

Co-founder and Commodore of the Subic Sailing Club (SSC), Avecilla is also a founding member of Ocean Racing Club of the Philippines (ORCP). SSC and ORCP, together with Phinsaf, are the organising authorities of the annual BPI Private Wealth Signature Yacht Race Series comprising of The Corregidor's Cup, The Busuanga Cup, The Boracay 200 and The Subic Bay Regatta. Last February, Avecilla led his Subic Sailing Team as skipper of his Beneteau First 36.7 *Selma Star* to win the IRC Overall in the popular Boracay 200, ending the year third overall in the BPI Yacht Series. In the 2024-2025 racing season, they took IRC Overall position in the first race of the series, the Corregidor's Cup.



Suhaimi BADRI
(SINGAPORE)

Badri is Asiamarine's Country Head for Singapore, where he manages 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, 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).



Alister BRUNSKILL
(SINGAPORE)

Boat Lagoon Yachting's Country Head for Singapore had a successful 2024, securing another new Princess Y85 scheduled to arrive in early 2025. Singapore now boasts five Princess Y85 models and a total of 11 Princess superyachts larger than 24m. With over 30 years of experience living in Southeast Asia, Brunskill previously worked in the UK as the International Sales Manager for the Americas and APAC region at the Princess Yachts shipyard for six years. He has been a Brokerage Representative for Burgess since April 2019.



Peter CAPOTOSTO
(PHILIPPINES)

Having been Principal Race Officer for the South East Asian Games in 1991, Capotosto returned to Subic Bay in December 2019 as Assistant Race Officer for the 30th SEA Games. It was another sailing highlight for Capotosto, who was an on-water advisor at the 1988 America's Cup in San Diego. In the Philippines he has been Commodore of Taal Lake Yacht Club since 1996, Director of Philippine Inter-island Sailing Foundation (Phinsaf, 2003-2015), Commodore of Manila Yacht Club (2000-2001), and a multiple winner of the Hobie 16 National Championship.



Maria CARILLO
(HONG KONG)

In almost 35 years at Club Marina Cove, Carillo has helped organise 25 editions of the Hong Kong International Boat Show, following the event's return at the end of 2023 after a six-year 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, responsible for all aspects of in-water and on-land matters. Carillo joined the Sai Kung marina in 1990, having previously worked in the hotel industry.



Victor CHA
(HONG KONG)

Chairman of HKR International, 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 October, Cha was among VIPs attending the opening ceremony of the second 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)

Chan is a notable figure at the world's premier boat shows and currently serves as the Director of Sales at NextWave Yachting. The company's portfolio expanded last year to include prestigious brands like Princess Yachts, Beneteau motorboats, and Excess Catamarans. Following the acquisition of Thailand's Lee Marine in 2023, NextWave now holds the licence for Northrop & Johnson in Asia. With a robust background in finance and investment, Chan's previous experience includes roles at AXA and Standard Chartered before he joined NextWave in 2012. Beyond his professional achievements, Chan is a lifelong watersports enthusiast and an experienced JetSurf racer.



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 showed three yachts at the Hong Kong International Boat Show, exhibiting a Dufour 41, Leopard 46 and Sessa F47. Chan is a regular international boat-show traveller – the past two years have included trips to Dusseldorf, Singapore, Shanghai, Cannes, Genoa and Amsterdam, for METS. Chan is also General Manager of her family's Sun Hing Shipyard service facility, founded by her father Chan Ki in 1981 and has served as Dufour's North Asia service centre since 2020.



Tony CHEN
(TAIWAN)

Simpson Marine's Taiwan Sales Manager, Chen's lifelong connection to the sea began with designing and building his first sailing boat at age 12 in the Penghu Islands. An accomplished windsurfer and yachtsman, he has competed in the Taiwan Strait Race and Penghu Regatta Week. As the Keelboat Chief Executive of Penghu County Sailing Association and a member of the Chinese Taipei Sailing Association, Chen actively promotes sailing activities in Taiwan. In recent years, Chen has been instrumental in introducing luxury and larger yachts to the Taiwan market, with two notable Sanlorenzo models and one Bluegame introduced to the market in the past year.



Kit CHOTITHAMAPORN
(THAILAND)

Kit is Asia Regional Manager for Leopard Catamarans and is planning a strong presence at the third Singapore Yachting Festival with the Asia launch of the brand new Leopard 46 sailing cat and the entire Leopard Powercat range. Late last year, the Phuket native also displayed the Leopard 46 power cat at the Hong Kong International Boat Show. In addition, Kit also handles all Asia brokerage 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 2020-2023. 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, Boston Whaler and Sunstream in Hong Kong and Macau.



Julian CHANG
(SINGAPORE)

Chang is a Board Director of The International SeaKeepers Society and President of its Asia chapter, SeaKeepers Asia. Last year's annual dinner celebrated SeaKeepers' 26th anniversary. He is the founder of The Ocean Collective Summit (TOCS), which held its third Summit at the Sheraton Tower Hotel last year in collaboration with Fabien Cousteau. The fourth TOCS will be on October 16 and 17, 2025. Chang has a share of the 39m *Star of the Sea* yacht and the 68ft *M/Y Legend*. He dedicates a portion of charter fees to SeaKeepers Asia for children's education in marine conservation. He is a Senior Advisor for Burgess in Asia, and MD of Raffles Yacht Group, which has representation in 18 offices worldwide.



Frankie CHAU
(HONG KONG)

Chau is the Chairman and co-founder of NextWave Yachting, driving forward the success of NextWave, Lee Marine, and Northrop & Johnson Asia Pacific. NextWave represents renowned brands such as Princess, Beneteau, Sealine, Fjord, Chris-Craft, Invictus, Capoforte, Vanquish and Heyday. Chau's passion for the sea began at the age of four, as he spent weekends boating with his parents. At 15, he moved to the United States and later earned a Master's degree in Corporate Finance from Boston University. After returning to Hong Kong, Chau worked as an auditor with Deloitte, bringing a wealth of experience to his current ventures.



Howard CHEN
(HONG KONG)

Chen is the CEO and co-founder of NextWave Yachting, established in 2012, and CEO of Northrop & Johnson Asia. In 2024, the company opened a new office in Taiwan, organised The NextWave Beach Music Festival in Discovery Bay and hosted a private yachting event Nexperience 2024 in Hong Kong. NextWave is now a dealer for Princess, Beneteau motorboats, Invictus, Capoforte, 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, a mechanical engineering graduate from the University of Wisconsin, leads the yacht management and service divisions with teams in Kwun Tong, Sai Kung, and Aberdeen.



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 motoryachts 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 of 2024 included the third FP Alegria 67 being delivered in Thailand with The Yacht Sales Co and the local premiere of the FP Aura 51 'Asian special edition', with this specific fly bridge version dedicated to Asian owners' preferences by Speedmarine in Hong Kong. The Dufour 61 flagship has been displayed at various Southeast Asia shows and Corfa recently saw his very first FP MYS.4 38ft power catamarans units arrive in Thailand and Vietnam, bringing a new prospect to the motoryacht markets there.



Antony COWIE
(HONG KONG)

Cowie, founder of boutique law firm, Cowie & Co, provides focused yachting legal advisory services in the Asia-Pacific. A specialist superyacht lawyer of repute, he has gained 20 years' experience working with leading global maritime law firms, and in senior in-house roles with global maritime-sector leaders. Cowie's legal focus in servicing the superyacht sector is regularly involved in significant high-value yacht transactions in the Asia-Pacific and Europe. The firm advises international clients, including owners (buyers or sellers), yacht builders, dealers, brokers, yacht managers, designers and crewing agents, to name some categories. A sailor himself through the Royal Hong Kong Yacht Club, Cowie enjoys recreational sailing at weekends.



Luca CRISTINO
(HONG KONG)

After joining Simpson Marine in March 2024 as Executive Chairman, following the company's acquisition by Sanlorenzo, Luca Cristino then took the role of Group CEO some months later and relocated from Italy to Simpson Marine's and now Sanlorenzo's Asia-Pacific base of Hong Kong in early 2025. From Turin, he has been a prominent name in Italian shipbuilding for three decades – most of which was spent with Azimut. He was also Deputy Director of Yachtique, a service division under the Azimut-Benetti Group, and then joined Sanlorenzo in 2018.



Colin DAWSON
(HONG KONG)

Based in Hong Kong since 1994, Dawson is a specialist yacht-insurance broker with 30 years' experience in the Asia-Pacific market. Founding Chairman of Asia-Pacific Superyacht Association, he handed over the reins in 2016 and is now a member of Global Marine Business Advisors. In 2009, he set up The George Group, which partners with the global insurance broking house Howden, working closely with its worldwide offices for yacht and high net worth insurance programmes. 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)

With more than 45 years spent in the yachting industry, Decamps has been in Asia for over 20 years and Nautor Swan APAC Regional Director since 2017 selling yachts from India to Japan and Australia/New Zealand. His appointments have included Simpson Marine. The Belgian studied Yacht Design and Yacht Building Technology, and he worked for Camper & Nicholsons in the UK as well as Wauquiez and Beneteau Groupe in Europe. Decamps has sailed over 300,000nm, made multiple ocean crossings cruising, and raced in several Rolex Sydney Hobart, Rolex Fastnet and Rolex Giraglia races, among others.



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.



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), the largest Azimut Yachts Dealership in APAC, representing Azimut in Hong Kong, China, Macau, Taiwan and Singapore. Sales in 2024 include a Magellano 30 and the first hull of the new Grande 30M for Hong Kong and a Grande 36M to Guangdong, China, the largest Azimut ever sold in China, both for delivery after their Cannes debut in 2025. Since 2024 the company also represents Aquila Yachts in Hong Kong and Singapore. Grange splits his time between Hong Kong and Singapore, has worked in international yacht sales for over three decades and initially moved to Hong Kong to work as Head of Azimut for Simpson Marine (2012-2015).



Dai Tu DOAN VIET
(VIETNAM)

Founder-CEO of Tam Son Yachting in Ho Chi Minh City, one of the country's leading yacht dealers, has represented Beneteau and Lagoon from 2017, Azimut from late 2020 and Saxdor from 2021. It opened Vietnam's first yacht service centre in 2018, provides yacht management, crew and charter, and runs Vinhomes Central Park Marina and Tam Son Yacht Club at Swan Bay. Recent sales include a 70ft Azimut S7, an Azimut Grande 25; a Grande 27 is set for delivery in late 2025. The first ever semi-custom Grande 32 was just delivered, soon to become Vietnam's first superyacht charter at Tam Son Yachting's new Halong Bay branch.



Ernesto 'JUDES' ECHAUZ
(PHILIPPINES)

In preparation for the 2025 South East Asian (SEA) Games, Echauz has purchased Optimists, ILCAs, 420s and 470s for the Philippine Sailing Association (PSA). His all-Filipino team joined the Rolex Sydney Hobart Race 2024 with *Centennial 7*, a J/24 designed TP52 which won IRC Overall the same race in 2022. He won 2023 Rolex China Sea Race line honours and IRC 0 on his Reichel/Pugh 75 *Standard Insurance Centennial 5*. His TP52 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 PSA, Echauz often sponsors national teams and sailing events, buying 10 FarEast 28Rs that helped win five golds at the 2019 SEA Games.



Mark ELKINGTON
(AUSTRALASIA)

Long a sales rep and consultant for French yards Fountaine Pajot and Dufour, Elkington rode the interest in sail and power multihull yachts, establishing Multihull Solutions in Australia and New Zealand, then in the Pacific and Southeast Asia, based initially in Singapore and Phuket. He launched ILIAD powercats, built at two locations in China. Multihull Solutions re-branded as The Yacht Sales Company, taking on agencies for other monohulls, now representing Absolute, Tesoro, Maritimo and Gulf Craft, among other yards. In January 2025 it was announced that Fountaine Pajot had taken a 60 per cent equity in TYSC, the 15-office sales group, although Elkington commented that it will be "business as usual".



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 national 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 in 2019.



Erwan HER
(HONG KONG)

Since joining Beneteau in Hong Kong in 2016, Erwan was promoted to Asia-Pacific Sales Director and Group Office Manager in 2021. His notable achievements last year included organising events to celebrate the brand's 140th anniversary across the APAC region, from Japan to Tahiti. He also led a comprehensive restructuring of dealerships in Asia, appointing NextWave and Asiamarine in Hong Kong and Singapore, Primus Marine in Thailand, and Amal Yachting in Taiwan. A graduate of the Nautical Institute of Brittany, Erwan previously spent five years with The Moorings and Sunsail in Turkey and nearly two years with Simpson Marine in Hainan and Hong Kong before joining Groupe Beneteau.



Edwin HO
(HONG KONG)

Ho is the founder and President of Starship Yachts, which celebrated its 30th anniversary in 2024 and is Ferretti Group's long-time dealer in Hong Kong and Macau. Last year's highlights included the sale of hull number one of the all-electric Riva El Iseo, as well as the first hull of the Riva 33 Aquariva Special – both arriving in Hong Kong in 2025; Ferretti Yachts 500 and 720 were also sold. A Wally Tender 43X – the first unit with outboards – just arrived in Hong Kong; and two sales of the Riva 102' Corsaro Super are set to arrive this year. Ho is also Burgess' Chief Representative for Hong Kong and Macau.



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 corporate insurance solutions. He also provides yacht investment 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 both Hong Kong International Chamber of Maritime Economy and the new GBA Hong Kong Yacht Association.



Martin HOLMES
(THAILAND)

Holmes is a senior broker at Lee Marine and Northrop & Johnson Asia Pacific, possessing extensive knowledge and experience in yacht management, new construction, insurance, legal matters, marketing, and finance. He has worked with prestigious brands such as Ferretti Yachts, Pershing, Custom Line, Riva, and Jeanneau. A lifelong boating enthusiast, Holmes achieved his RYA Yachtmaster Offshore and embarked on a professional yachting career. His roles have included Yachting Instructor and Flotilla Captain for Sunsail in Greece and Turkey, where he imparted his skills and passion for sailing to others.



Gordon HUI
(HONG KONG)

Working with Starship Yachts on Ferretti Group sales, including models by Riva, Wally, Pershing, Custom Line and Ferretti Yachts, since the end of 2024 after spending three years with Camper & Nicholsons, Hui has extensive experience of selling yachts and superyachts in Hong Kong and across Asia. After schooling in the UK, he studied architecture in London, and then spent his early career in the property industry in the country, where in 1992 he 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.



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 yachting and superyacht specialists, Kimman has resumed control of Asia Yacht Services, a company he founded in 2004 in Hong Kong. A long-time MYBA member, Kimman formerly headed Northrop & Johnson Asia (2008-2018) and was Commercial Director of Camper & Nicholsons Asia (2018-2021), as well as a consultant to Fraser Yachts Asia in 2023-2024. Based in Hong Kong since 1985, he had a successful career in finance before becoming a professional yacht broker in 2003. Kimman helped sell some 150 superyachts in the Asia-Pacific region including *Sea Eagle 1*, the iconic *Sea Eagle 2*, the all-electric motoryacht *Cecilia*, and recently the unique motoryacht *Nonni 2*. Kimman continues to assist owners to market and sell their bespoke yachts in Asia.



Kevin KWAN
(HONG KONG)

Kwan is the co-founder, Managing Director and Head of Yacht Specialty Risks at Voyager Risk Solutions, which specialises in luxury yacht, private client and corporate 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 form Voyager. A licensed pleasure craft operator in Hong Kong for over 15 years, he has used his personal and career experience to build a strong client base, market network and reputation within the industry. Kwan formerly worked in marina development and planning projects, and in the banking sector.



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)

Jin has been Asia Director for Amels and Damen Yachting from 2015. Born in China, she obtained an MBA with distinction in the Netherlands. As the first Chinese-national employee in the headquarters of Damen Shipyards Group, she focused firstly on commercial vessel sales in Greater China from 2006 to 2015. After that, she moved her position to Damen Yachting Shipyard to be responsible for sales in Asia-Pacific. While working in the Netherlands in the shipbuilding industry for almost 20 years, she has regularly commuted to Asian countries to develop her yachting business goals.



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.



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 Bronze 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 aboard his yachts in Hong Kong and the Mediterranean whenever he can find time away from his very busy schedule.


Hakan LANGE
(THAILAND)

Lange, Managing Director of Derani Yachts in Phuket, also covers other selected Southeast Asian countries. Services include sales of both new and used boats, maintenance and yacht management, crew and boat deliveries. Derani Yachts, appointed the dealership for Wider in 2023, added this brand to its existing distributorship for Taiwan's Horizon across Thailand, Malaysia and Singapore, along with Fleming, Greenline, Axopar and Brabus. The Swede, who has lived in Asia since 1990, spent 15 years in the merchant navy, holds a Master Mariners ticket (the highest grade of licensed seafarer qualification) and has extensive experience of pleasure boating and Southeast Asia's cruising grounds.


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 production facility in the northern emirate of Ras Al Khaimah focused on production of the award-winning Ultima series of hybrid powercats. Sunreef recently sold the first 35M Eco sailing cat, joining its long list of superyacht projects, and launched the Sunreef Eco Club at the Citychamp Dartong Yacht Club in Fuzhou, China. In November 2024, the Sunreef 80 Eco sailing catamaran and 80 Sunreef Power Eco powercat were on display at the first Qatar Boat Show. In the past three 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. As well as involvement in several new-build projects scheduled for completion in 2025, she also made a number of sales in 2024, including a 45m Feadship and a 37m Tecnomar. 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 from the University of Toronto, Canada, she has worked in the superyacht industry since 2004, including for Kingship, Benetti and as an owner's representative through her own consultancy.


Li Quanhai
(CHINA)

President of World Sailing since 2020, Li's leadership was in the spotlight at last year's Olympic Games in France, where sailing events in 10 disciplines were held in Marseille over two weeks. In December, at Olympic House, Switzerland, IOC President Thomas Bach presented Li with a Presidential Award to mark his serving a second term in office, which Bach had already congratulated Li on at his re-election in Singapore in November. Li's former World Sailing roles included Vice-President (2013-2020), International Judge (1998-2012) and Council Member (2006-12). Li was also involved in the 2008 Olympics competition in Qingdao, China.


Hans LO
(HONG KONG)

Deputy Director of CL Yachts, Hans Lo is a fifth-generation member of the family that has owned Cheoy Lee. In June 2024, CL Yachts unveiled its upcoming new, revitalised flagship CLX99, redesigned by US-based Jozeph Forakis, who previously designed the 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.


Joshua LEE
(THAILAND)

Lee founded Lee Marine in Phuket, Thailand, in 1997, which was acquired by NextWave Yachting in 2024. He is a prominent figure in the yachting industry and currently serves as a Senior Broker at Northrop & Johnson Asia Pacific. Lee is among Asia's most successful operators, having sold and managed the largest megayacht ever built for an Asia-based client. He oversaw the design and build of the 69.5m custom-built Feadship *Samaya*. Remarkably, Lee achieved a commercial USL Master 5 licence at 19 and captained 120-passenger, seven-crew fast ferries at that young age. He is a keen sportsman enjoying triathlon, sailing, golf and rugby.


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. In 2023, Li played a key role in the lavish China premiere of the Ferretti Yachts 1000 in Shenzhen and since sold the brand's first INFYNITO 90, delivered in 2024. In 2024, a Wally wallywhy200 was sold – expected to be delivered around the end of Q1 2025; and a Riva 76' was also sold. 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.


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. She was also appointed CEO of KAOUN International, DWTC's overseas international events company. With over two decades of residency and events-organising leadership in Dubai, LohMirmand is charged with catalysing international trade and investments via business events. She also led the creative conceptualisation and launch of city-wide festivals such as the Dubai Fitness Challenge, the well-being initiative of the Crown Prince of Dubai, and the Dubai Food Festival.


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). He is an honorary member of ICOMIA (International Council of Marina Industry Associations) and APSA (Asia-Pacific Superyacht Association). In 2024, he joined the ONE°15 Marina Advisory Board. A naval architect by training, he enjoys time sailing on *Eagle*, a Hanse 588.


Justin LONGDON
(THAILAND)

Born in Germany to a British military family, the Simpson Marine Phuket-based Senior Yacht Broker's love for yachting began at a young age, influenced by his Scandinavian relatives who owned sailing yachts. Longdon's global upbringing included time in Ghana, Belize, Romania, Bangladesh, India, and Pakistan. With over 15 years of experience in yacht sales, He has a strong background in the yachting industry. His expertise in large yachts has grown significantly since his early days in Europe, where he developed a deep understanding of the market and client needs. Longdon has successfully brokered numerous high-value yacht transactions, earning a reputation for his professionalism and dedication.



John LU
(TAIWAN)

Lu is President of Horizon Yachts, which he co-founded 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 260 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 remain North America, Australia and Europe.



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. In late 2024, the first hull of the four-deck Class 44M was launched. 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 Founder and CEO of MarineXplorer, the exclusive Thailand dealer for Nerea Yacht, Schaefer Yachts and Superyacht Broker. 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.



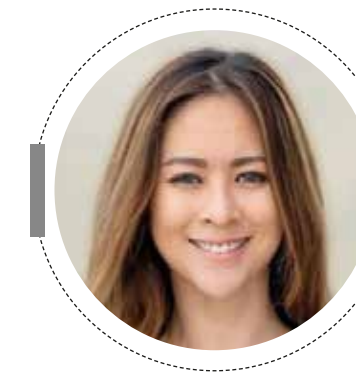
Eric NOYEL
(HONG KONG)

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.



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 Leopards, 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.



Yann MARTINIE
DE MAISONNEUVE
(INDONESIA)

French-born marine carpenter Martinie de Maisonneuve, co-founder and director of Pacific High, has transformed his passion for traditional phinisi yachts into a thriving luxury maritime venture. After moving to Indonesia in 2009, building two yachts and sailing 100,000 nautical miles, in 2018 his expertise in Indonesian shipbuilding led him to establish Pacific High, a luxury yacht charter company. Under his leadership, it has expanded into a remarkable fleet of three yachts, with a fourth launching in August 2025. Pacific High's ambitious vision includes developing 45m, 54m, and 60m superyachts while diversifying into premium lifestyle services.



Nicolas MONGES
(THAILAND)

Monges, co-founder and Managing Director of Asia Global Yachting (AGY), represents Nuova Jolly and, more recently, C-Tender and C-Boat. It also represents Indonesia-based Persée, a builder, currently working on the largest phinisi ever built. AGY's thriving charter division has a Classic line that includes the historic 105ft *Camara C* (1961), 90ft sailboat *Aventure*, 90ft *Maha Bhetra* and 50ft Halvorsen *Mami Wata* (1954). Monges is also official dealer of the Icon and Open series developed by BMW and Tyde, and he recently expanded AGY's operations into Japan, and organises the Blue List Expedition, a VIP event with the third edition scheduled for this year.



Duc Thuan NGUYEN
(VIETNAM)

With 17 years of experience in the shipbuilding industry, Thuan is the founder of Vietyacht and Luxyacht, the country's exclusive dealers of Jeanneau, Prestige, Fountaine Pajot, Ferretti Yachts, Pershing and Riva. He founded Vietyacht Club to provide charter services in Halong Bay, led by a fleet of Jeanneau motorboats berthed at Tuan Chau Marina, some then going to other coastal provinces such as Da Nang, Phu Quoc. In 2024, he launched Vietyacht Club's fourth small marina of 24 berths in Ho Chi Minh City and is due to launch one in Hai Phong City in April 2025 to extend the group's reach and meet the needs of the market.



Andrew PITCHFORD
(HONG KONG)

Following almost six years with industry leader Ferretti Group, Pitchford enjoyed an exciting second year as APAC Sales Director. Highlights of 2024 included the company's displays at the Singapore Yachting Festival and Hong Kong International Boat Show, and a large-scale owner's rendezvous "Dolcevita at Dusk" in Hong Kong, which included the regional premiere of Riva 102' Corsaro Super. 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, founder and General Manager of Grandtech International Engineering, is the official dealer for Volvo Penta engines in Hong Kong. Regular clients include dealers representing the likes of Absolute, Azimut, Galeon, Jeanneau, Prestige, Princess, Sessa, Sunseeker and, more recently, Nimbus and Invictus. The company's expanding portfolio features products like GoFilter, a German-made advanced fuel cleaning system; and French Eaux, a premium water filter and fountain system, bringing customers a wide array of cutting-edge products. Poon holds an Advanced Diploma in China Business and a Bachelor of Management Studies.



Jean-Marc POULLET
(MALAYSIA/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, which in 2025 celebrates its 50th anniversary, and its 10th in Asia. Under his leadership, Burgess quickly expanded in Asia with offices and partnerships in Singapore, Hong Kong, Japan, Thailand, India and recently in Shanghai. In late 2022, Poulet announced a core leadership team in which he was joined by Mark Woodmansey, Hwee Tiah and Jiyu Xie. An experienced yachtsman, he owns a 33m yacht and has cruised extensively throughout Southeast Asia.


Howard PRIME
(THAILAND)

Having graduated through multiple marine roles across the globe during his career, both on land and at sea, Prime has spent nearly six years in Southeast Asia working in marine company management, developing yacht sales, aftersales, charter and tuition. He has been based in Thailand and conducted business throughout the entirety of Asia. Having co-founded Primus Marine in late 2024 and now directly representing well-known brands Beneteau, Aquila Boats and Excess Catamarans for sales and aftersales, Primus Marine looks sure to grow across the region in the coming years.


Jerry ROLLIN
(PHILIPPINES)

Having retired from the position of World Sailing Race Officer last year, Rollin is concentrating on assisting local organisations to raise their standards in race management and technical skills, event logistics and management, handicap systems and safety services. He is the Technical Director and Trustee of the Philippine Sailing Association Sailing and President of the Philippine Inter-island Sailing Federation (Busuanga Cup) and the Offshore Racing Club of the Philippines (Corregidor Cup and Boracay Cup). Rollin also provides consultancy services to resorts planning and running marina facilities.


Jojo SINGHMANEE
(THAILAND)

Tanyuta 'Jojo' Singhmanee is Managing Director of Asia Pacific Superyachts Phuket (APS), which she co-founded with Gordon Fernandes in 2008. APS 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.


Ewa STACHURSKA
(HONG KONG)

Chief Marketing and Sustainability Officer Simpson Marine & Sanlorenzo APAC, Stachurska has worked in the yachting industry since January 2007, specialising in communications, marketing, strategic partnerships and business development. She also oversees Simpson Marine's corporate communication and marketing campaigns. 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 headquarters in Hong Kong. She is a Council Member (Charter Sector) of the Hong Kong Boating Industry Association, member of ICOMIA Asia Working Group.


Nick STRATTON
(HONG KONG)

Working for Simpson Marine in Asia since 2010, Stratton is now Chief Sales Officer at Simpson Marine/ Sanlorenzo Asia-Pacific, overseeing the entire portfolio of brands: Sanlorenzo, Bluegame, Nautor Swan, Axopar and Fairline. 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 and Sanlorenzo Asia Sales Manager, Stratton has sold more than 300 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 in Thailand since 2021, after it integrated with regional dealer Asia Marine, following a five-year partnership between the two companies. He is following in the footsteps of his father Vincent Tabuteau, who officially retired in that same year, having founded Asia Marine in 1989 and led one of Southeast Asia's longest-established marine tourism companies for over three decades. Tabuteau is 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.


Jonathan SIT
(SINGAPORE)

Sit is Regional General Manager, Marina Division, SUTL Enterprise. This year, the flagship property, ONE°15 Marina Sentosa Cove, will host the third Singapore Yachting Festival from April 10-13, 2025. Inaugurated in 2007, the marina completed a US\$5 million upgrade and reconfiguration in 2021 that doubled its 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. Sit oversees the overall expansion of the ONE°15 brand.


Lies SOL
(THAILAND)

Sol is Head of Charter for Northrop & Johnson (N&J) Asia, one of the few charter companies in Southeast Asia accepted by the prestigious MYBA YachtFolio. An experienced sailor, she is a Board Member of the Thai Yachting Business Association (TYBA) and was on the organising committee for the annual Thai Charter Show. Sol worked as a yacht charter broker from 2013, including for N&J and Camper & Nicholson's Asia. Lies' experience as crew on large yachts in Asia, the Caribbean and Florida since 1989, is complemented by years in hospitality, PR, and event organisation.


Julien SOLARI
(SINGAPORE/HONG KONG)

Solari was appointed Camper & Nicholson's 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's top universities. 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. MYBA (the global boating association) member for a decade, Solari speaks French, English, Italian and Spanish, and has closed countless yacht transactions including the sale of many new superyachts.


Edward TAN
(SINGAPORE)

Tan joined Hong Seh Motors in 1997 and became Executive Director of Hong Seh Group in 2000 after graduating from the University of Denver. In 2008, he founded Hong Seh Marine, leveraging a partnership with Riva since the late 1990s. Today, Hong Seh Marine's portfolio includes Ferretti Yachts, Pershing, Riva, Sunreef, and more. In 2022, Tan hosted Sunreef ambassador Fernando Alonso during the Singapore F1 Grand Prix. As a proud supporter of sports, Hong Seh sponsors the Singapore Sailing Federation, including for the 2024 Olympics in France. Under Tan, the Group bridges heritage and innovation across automotive and marine luxury markets.


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 marina brand. Its flagship facility, ONE°15 Marina Sentosa Cove, inaugurated in 2007, now accommodates over 30 superyachts, the largest berthed fleet in Singapore. Tay is passionate about nautical events and now owns and operates the Singapore Yachting Festival, with the next edition scheduled for April 10-13, 2025. In addition, 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 Panwa, Phuket, Thailand opens in 2025.


TEE Tzer-yu
(TAIWAN)

Tee has become one of Ferretti Group's key dealers in Asia, welcoming the region's first Riva Corsaro 102' Super a couple of years ago. 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, now representing the likes of Beneteau, Prestige 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 Prestige and Jeanneau's Asia-Pacific Sales Director since September 2022, having previously been the brands' sales manager for Northern Europe. This year, he played a host role at Prestige Exclusive Days Hong Kong, co-organised by regional dealer Asia Yachting, while Tertrais presided over the Prestige M-Line Asia premiere at the 2024 Hong Kong International Boat Show. A former sailing instructor in his native France, he worked for XL Industries in Singapore from 2016 before returning to France to spend more than two years with Zodiac Nautic, first as sales manager for Northern Europe and then as sales manager for the electric range in EMEA and APAC.



Simon THESEIRA
(MALAYSIA)

Malaysia Country Manager for Simpson Marine, Theseira is a highly experienced broker based in the Simpson Marine Port Dickson office, with extensive expertise in both power and sailing yachts. Raised in Penang, Malaysia, he possesses comprehensive knowledge of the coastal cruising grounds of Malaysia, Thailand, and Singapore. Since joining Simpson Marine in 1998, Theseira has achieved remarkable success, selling over 150 boats. Simon's fluency in English, Malay, and Chinese further enhances his ability to serve a diverse clientele.



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. Tiah also oversees affinity partnerships and very recently added 36m Sanlorenzo *Octave* to the Burgess charter fleet in Asia. 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.



Kevin WHITCRAFT
(THAILAND)

At December's 36th Phuket King's Cup Regatta, Whitcraft was both President and a competitor. His TP 52 Team Vayu was honoured with the participation of Her Majesty the Queen of Thailand. Queen Suthida sailed with Team Vayu in the TP Super Series at Puerto Portals, in Spain, and helmed the final race of the Phuket King's Cup Regatta bringing *Vayu* to victory. Whitcraft won the King's Cup in 2016 and 2017. In the Mediterranean, Team Vayu, jointly campaigned with Whitcraft's brother Tom, and finished seventh in last year's 52 Super Series. Thailand-based Whitcraft is also President of the International Optimist Dinghy Association.



Jack WONG
(HONG KONG)

Wong is the co-founder and Director of the newly founded SunAzure in Hong Kong and has more than 20 years of boating experience in southern France. Having relocated back to Hong Kong, he enjoys spending time on water no matter whether it is for work, with family, or with his friends. Wong introduced Spanish dayboats De Antonio Yachts and German Agilis Jet Tenders to Hong Kong in 2024, and in the same year formed a strategic partnership with NextWave Yachting to represent UK-made Princess Yachts in Hong Kong.



Thomas WOO
(HONG KONG)

Woo, one of Absolute Yachts' most successful dealers worldwide, founded Absolute Marine in Hong Kong in 2014. Sales in 2024 include a Navetta 75 to Hong Kong and a Navetta 58 to Singapore. A Navetta 64 recently arrived in Hong Kong, to be followed by a 60Fly. A 52Fly will debut at the Singapore Yachting Festival. The Italian builder's leading dealership expanded in Asia with the recent appointment of Lee Marine in Thailand and Frank Yachts in Taiwan. Woo is also Managing Director of Marine Italia, which he co-founded with Paul Grange in 2015; they set up shipyard company, Marinetecc, in Shau Kei Wan in 2016. Yachting-fan Woo regularly enjoys boating with friends and clients.



Laura VERBRUGGE
(HONG KONG)

Fraser Asia Manager Laura Verbrugge, following six years of developing charter and yacht sales for Asiamarine, is now focusing purely on superyacht sales for Fraser (whose Asia operations are represented by Asiamarine). She supports Fraser Asia brokers in superyacht sales and charters across the region, overseeing strategic listings, tailored marketing, and collaboration with Fraser's global network to equip brokers with tools and training for growth in the regional market. Verbrugge spends significant time travelling to yacht shows to source the best yachts for charter and for sale.



Adam WATERS
(HONG KONG)

Adam Waters is the Managing Director of DCH Marine, overseeing the distribution of Sunseeker, Saxdor, and Williams Jet Tenders for Asia-Pacific. With over 20 years of yachting experience, Waters previously managed his own dealership in Australia for over a decade. At DCH Marine, part of the Hong Kong-headquartered conglomerate Dah Chong Hong Holdings, he has expanded the company's presence, offering New Yacht Sales, Brokerage, and Aftercare Services for the region. Waters' passion for boating and strategic vision have positioned DCH Marine as a leader in the luxury yacht market, driving substantial growth.



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 & SL86 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.



Mark WOODMANSEY
(HONG KONG / THAILAND)

Woodmansey is Burgess' Head of Brokerage, Asia, a Partner and part of the region's core leadership team with Jean-Marc Pouillet, Hwee Tiah and Jiyu Xie. Based in Hong Kong since 2003, he has split his time between there and Thailand, post-Covid. His recent sales include advising on the purchase of *GLOBAS*, a 46m Sanlorenzo explorer yacht 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 in brokerage and yacht sales before joining Burgess in 2015.



Jiyu XIE
(MONACO)

Xie is Burgess' Fleet Manager Asia/New Build Advisor based in Monaco, and is also part of the region's core leadership team. He joined Burgess in 2018 after a 12-year stint at Lloyd's Register in Shanghai and the Netherlands, working as a senior surveyor and project manager involved in the build process of some of the top yachts in the world. Today, Xie manages Burgess' fleet of yachts both for charter and under private operation owned by Asian or Asia-based owners.



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 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 childhood accident, attempted to become the first sailor from China to complete the Vendée Globe, setting off as a competitor in the 10th edition of the solo round-the-world race that started on November 10, 2024 and ends on March 7 this year. In June 2024, the skipper completed the last qualifying race before the Vendée Globe, the New York Vendée-Les Sables d'Olonne, France transatlantic race, finishing 26th. In late 2023, he completed back-to-back transatlantic races on *Singchain Team Haikou*, with Mike Golding in the Transat Jacques Vabre, then sailing solo in the *Retour à la Base*. He finished 29th in the IMOCA class in the 2022 Route du Rhum transatlantic race.



Lek YONGSAKUL
(THAILAND)

Kornkanok Yongsakul (Lek), Co-Owner of V Yachts Asia, is a key figure in Southeast Asia's luxury yacht industry. Representing world-renowned brands such as, from Italy's Ferretti Group: Ferretti Yachts, Pershing Yacht, and Riva Yacht. With deep roots in Phuket's pioneering marine heritage, Kornkanok merges her family legacy with a forward-thinking vision to redefine Thailand's yachting landscape. Committed to excellence, her mission extends beyond luxury sales to fostering growth within the industry through a one-stop service as a global yachting company. She is also dedicated to creating opportunities and helping people build rewarding careers within the yachting industry.



Vrit YONGSAKUL
(THAILAND)

Group Managing Director of Boat Lagoon Yachting since 1994, Vrit leads one of Asia's largest yacht import, distribution, and after-sales organisations, operating in Thailand, Singapore, Malaysia, Indonesia, and the Maldives. A Princess dealer since 1994, the company also represents Jeanneau and Sacs. Celebrating 30 years of operation, the company is a market leader in yacht sales, after-sales services, and luxury yacht charter and customer experiences. Boat Lagoon Yachting staged the world premiere of the Princess Y95, and within the past three years has sold three units of this flagship, along with 10 Y85 model transactions and two units of the Princess X95 superyacht. Vrit also became Burgess' Chief Representative in Thailand in 2019.



Angel ZHOU
(CHINA)

Zhou has been Simpson Marine's China General Manager for 15 years and moved into a corporate position as Group Vice-President in early 2024. She played an instrumental role in the growth of 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. 8



Asia Night, Cannes 2024. From left: Jamie Ho, Edwin Ho, Vivian Chan, Hans Lo, Tee Tzer-yu and Tommy Ho