ASIA'S LEADING YACHTING LIFESTYLE MEDIA

YACHT style

ASIA'S YACHTING LEADERS
2025 EDITION



REVIEWS VAN DER VALK PROJECT SAMBA, PERSHING GTX80
BENETEAU SWIFT TRAWLER 54, ABSOLUTE NAVETTA 53
AQUILA 50Y, PRESTIGE F4.9

FEATURES FOUNTAINE PAJOT AND DUFOUR IN ASIA-PACIFIC
AZIMUT 62 FLY IN ASIA-PACIFIC

LEADERS ENRICO GENNASIO & MARCO MASSABÒ, CANTIERI DI PISA
THOMAS WOO, ABSOLUTE MARINE

PROFILE YANN MARTINIE DE MAISONNEUVE, PACIFIC HIGH

SHOWS DÜSSELDORF, DUBAI, SINGAPORE

RACING ROLEX SAILGP DUBAI, ROLEX SYDNEY HOBART

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CHINA: RMB90
SINGAPORE: SGD18
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ISSUE 81

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Racing: Rolex Sydney-Hobart



Leaders: Marco Massabò and Enrico Gennasio, Cantieri di Pisa



Leaders: Thomas Woo, Absolute Marine

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©JEAN-FRANÇOIS ROMERO

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COVER

The Absolute Navetta 53 had liveability as part of its design brief, along with stylish, distinctive open gunwales.

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YOUR WORLD // YOUR YACHT







The impressive fleet of bespoke superyachts built by Dutch yard Van der Valk will be joined in summer 2025 by the scintillating Project Samba. A rich focus on outdoor leisure spaces, including a large swimming platform, is incorporated within an elegant explorer- like look. Designed by Guido de Groot in close partnership with the owners, every aspect of this 35-metre all-aluminium beauty is being custom-built from the waterline up to create an exceptional residence at sea.

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The Polaris 48, a Cantieri di Pisa model in the reimagined line that was originally launched in 1961

NEW YEAR, NEW BEGINNINGS FOR ASIA'S YACHTING LEADERS

Just as we dipped our toes into 2025, an earlier-than-usual Lunar New Year popped up on the horizon. And as we go to press, the immense Boot Dusseldorf indoor show was about to get the ball rolling with some fine premieres and debuts, that you can read about in our Shows section.

Speaking of shows, it's been the season for them in Asia since November, with the international boat shows of Hong Kong, Taiwan and Sanya all happening within less than two weeks from the end of November till early December – all are reviewed in this issue. And then Thailand's TIBS took place just as we had called in our last stories – so look out for a review on that in our next issue; check our online article on that show, where Prime Minister Paetongtarn Shinawatra and other dignitaries were part of its opening ceremony, published that same day.

This new year, as always, heralds in a talking-point theme for the first of our six annual magazine issues. The *Yacht Style*-compiled Asia's Yachting Leaders 2025 list. It contains a fair few fresh faces this year, alongside some pillars of the scene – following a circle of yacht builders to brokers to users (including some who are making or have made, their mark in competitive sailing).

In our *Reviews* section, we feature four yachts that premiered at boat shows in Q4 of 2024: three in Cannes and the other at Fort Lauderdale.

This issue's cover yacht, the brand-new Absolute Navetta 53 is one of these – an evolution of the popular Absolute Navetta 52, an elegantly designed motoryacht that the Italian yard crafted with liveability in mind. There will be a hull of the new 53 at the upcoming Singapore Yachting Festival (April 10-13, which we preview in Shows).

Also in Reviews, a quite different motoryacht from Italy is the spacious Pershing GTX80, a sports cruiser that is partially about thrilling performance, but its striking aerodynamic lines are paired with seamless indoor-outdoor living, thanks to drop-down decks that offer a large expanse of deck close to the water.

Outdoor areas are prominent in the also-reviewed, well-styled Beneteau Swift Trawler 54, conceived as the ultimate family cruiser around the 50ft-in-length mark by the shipyard. Built with onboard comfort and practicality in mind, this new model offers long-range cruising capability for the adventurous. Also from a French builder, the Prestige F4.9 – which began arriving across Asia from December – enhances the flybridge yacht tradition that has been this brand's signature for more than 30 years.

We also get first thoughts on hull number one of the just-launched Aquila 50 Yacht powercat during a sea trial in Fort Lauderdale, just after its global premiere there in November. Last but not least, our final inclusion in the Reviews section, is actually a preview of a bespoke 35m yacht from Van der Valk shipyard in the Netherlands.

Project Samba will be launched, delivered to its owner and then known simply as *Samba* in 2025 – our in-build preview reflects on the tri-deck commission with interiors that appear like an easy-on-the-eye penthouse triplex, and performance that allows its 295 gross tonnes to cruise at 17 knots.

In some fascinating *Leaders* and *Profiles* interviews this issue, enjoy two forthright accounts of the new era of historied Italian builder Cantieri di Pisa in our double interview. Enrico Gennasio and Marco Massabò, respectively the owner and CEO of Cantieri di Pisa shipyard, discuss the ambitious course it now follows and their vision of the shipyard's place in high-end yacht building and refitting.

Back in our waters, we get an update on how one of Italian producer Absolute Yachts' star dealers, Hong Kong-based Thomas Woo has been observing sales in the motoryacht builder's Flybridge and Navetta lines in Hong Kong, Taiwan and Singapore, since he started representing the brand with a single hull in 2014, when he founded his dealership Absolute Marine.

We also hear the archetypal passion-project tale from Yann Martinie de Maisonneuve, the trained French marine carpenter, who became so smitten by the traditional double-masted *phinisi* sailing yachts of Indonesia after designing his first wooden hull, that he went on to co-found Pacific High – a yacht builder and charter company, which with the recent interest of additional investors, is broadening its aspirations.

Other *Features* include a look deeper into the December news of the two French builders Fountaine Pajot and Dufour sharing a majority stake in APAC dealer The Yacht Sales Co, which develops fast in Southeast Asia.

In another *Feature*, we take a look at the innovative new Azimut Fly 62, which Enrico Chiaussa, Azimut's CCO for Europe, Middle East, Asia-Pacific and Africa says is extremely well suited to APAC.

This issue's *Racing* section has four recent reviews, covering the Rolex Dubai SailGP, and the Rolex Sydney-Hobart Race in Australia, both written by the inimitable Bruce Maxwell; and we cover the seasonal Phuket King's Cup and the Beneteau Cup in Hong Kong.

Yachting social happenings are very well covered in our *Events* section, which is strong on regional APAC launches, anniversaries and annual galas and parties. And the Yacht Style Awards 2025 is previewed – with more than 30 Awards set to be presented at the annual gala dinner, on April 9, 2025, at ONE°15 Marina Sentosa Cove, on the eve of the Singapore Yachting Festival.

We hope this content keeps you inspired and absorbed in all things yachting for the year ahead.

Andrew Dembina,
Managing Editor, *Yacht Style*



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ROMA

OCTO FINISSIMO

COLUMN | *Tom Allen, Simpson Marine*



Simpson Marine brokerage's 2019 Sanlorenzo SX76 based in Hong Kong

NAVIGATING THE ASIA-PACIFIC YACHT BROKERAGE MARKET

Simpson Marine's Head of Sales for Hong Kong, Tom Allen, explains what a buyer of a pre-owned yacht should expect from a brokerage. He also offers brief current overviews of this market in APAC, and of popular cruising destinations for outbound sales.

The Asia-Pacific yacht brokerage market continues to flourish, bolstered by increasing wealth in the region, a growing passion for the yachting lifestyle, world-class cruising grounds and a wide selection of good brokerage deals available on the market. Within this arena, through our insistence on transactional ethics, and help for clients to navigate their selection, purchase and after-sales needs, Simpson Marine has emerged as a leading regional brokerage in yacht sales.

A closer look at the state of the market, from my point of view, follows.

REGIONAL APPETITE INCREASES FOR PRE-OWNED YACHTS

The APAC region has seen exponential growth in yachting over the last decade, particularly with the exceptional demand during the pandemic years.

Countries like Thailand, Indonesia, and the Philippines offer stunning cruising destinations. At the same time, markets like Hong Kong and Singapore continue to serve as key hubs for new yacht ownership and brokerage for both in-region purchases and outbound to the Middle East, Turkey and the West-Med Region.

Demand for premium yachts, particularly in the 60-100ft range, remains robust, catering to affluent individuals keen to embrace the ocean-going lifestyle. Larger superyachts are also gaining traction, especially for Chinese customers buying for berths abroad, and in Australia where we have just opened our Sydney office. Growing numbers of ultra-high-net-worth individuals are entering the APAC market, despite its temporary slowdown overall, as a result of socio-political conditions.

Alongside these promising trends, buyers and sellers face challenges such as regulatory differences across jurisdictions and navigating a highly competitive marketplace. This is where regional expertise from a brokerage becomes invaluable for potential brokerage buyers.

Vanora, *a 2023 custom Seacrest Marine 52M, Phuket for sale with Simpson Marine*



A BROKERAGE WITH A TRACK RECORD MAKES FOR CALM CRUISING

It instils confidence in potential pre-owned-yacht owners and in brokers serving them to know that a brokerage is constantly keeping up to date with the ever-evolving processes across buying and selling, and yacht ownership in markets within a region.

With 40 years of experience in the Asian market, spanning Japan to Indonesia and now down to Australia, Simpson Marine has facilitated over 3,500 successful transactions across the APAC region. From Hong Kong to Singapore, and now extending to burgeoning markets like Vietnam and Malaysia, the company's extensive network and in-depth localised knowledge give us an advantage.

Recent standout brokerage sales include luxury motoryachts from renowned shipyards like Sanlorenzo, Riva, Majesty, and Benetti, to mention a few. In addition, Simpson Marine's status as the brand representative of – and now also being owned by – Sanlorenzo allows us to offer a curated selection of vessels from the shipyard that have been originally sold and cared for by our team, and hence their condition is well maintained and extremely attractive for sale on the brokerage market.

I have to say, as Simpson Marine now has offices in 13 key APAC locations, a large pool of buyers and sellers ensures optimal exposure for every yacht listed, and we formulate a well-segmented and curated database of customers.

BROKERAGE SALES AND BUYER PURCHASES RELY ON FIRM FOUNDATIONS

In the brokerage field, comprehensive marketing is essential and should use – as ours does – a mix of traditional and digital strategies, including tailored campaigns, professional photography, videos and virtual tours, and B2B2C in-person open days to showcase yachts at their best.

Technical expertise is also vital with brokerage yachts. In-house expert service teams should offer technical assessments and maintenance support, ensuring all listed yachts meet the highest standards of readiness, and post-survey remedies are carried out professionally and efficiently.

Years of excellence in brokerage sales have earned Simpson Marine a trusted reputation for transparency, professionalism, results-driven service, and for being capable to handling complex high-value deals, including – recently – via cryptocurrency transactions.

Buying must be made straightforward, to help simplify the complexities of yacht acquisition. It should be part of the whole service at a brokerage to offer everything from expert guidance on selecting the perfect yacht to assistance with financing, insurance, and registration. A brokerage should ensure a seamless process.

At Simpson Marine, it helps that as well as offering this complete range of services, our extensive brokerage portfolio includes everything from sleek motoryachts to family-friendly catamarans and expedition vessels for the adventurous.

POPULAR YACHTS AND DESTINATIONS

Currently, some of the most tempting yachts that Simpson Marine offers in the APAC region include:

A 2019 Sanlorenzo SX76, lying in Hong Kong. Designed by Studio Zuccon International, with an interior by famous Italian designer Piero Lissoni, the SX76 is a crossover model that sits between a traditional classic flybridge and explorer yacht, packaged into a distinctive silhouette.

Also in Hong Kong, a 2023 Lagoon Sixty 7 Power Cat, at 20.15m in length, with a massive 10m beam, is a motor catamaran providing vast living spaces both inside and out, offering great comfort, panoramic views, four ensuite cabins and amazing living spaces for rest and privacy.

A standout in Phuket is a 2023 custom-built Seacrest Marine 52M, called *Vanora*, a yacht where sophistication meets adventure. Its aluminium hull and build meet the high standards of Lloyds Register.

Outbound yacht sales frequently venture to renowned cruising grounds. These include the East Mediterranean, particularly hotspots like Turkey – a very popular destination in the past 12 months, Montenegro and Greece. The Maldives is a haven for those seeking turquoise waters and pristine atolls and is a convenient cruising location between Asia and the Middle East.

The Middle East itself has become a very active market, with its local governments supporting and facilitating their regulations to attract more yachts to visit and stay in the region. World-class facilities, simple and transparent regulations, with no tax on yachting and a convenient location makes the the Middle East an attractive winter destination for Mediterranean-based superyachts.

For buyers looking to keep their yachts closer to home, destinations like Phuket in Thailand, Langkawi in Malaysia, and Indonesia's Raja Ampat islands offer unparalleled experiences right here, in the APAC region.

TAKING CARE OF YOUR YACHT

Purchasing a second-hand yacht is no small undertaking, and we as yacht brokers must support and advise our clients to the best of our ability.

After over eight years working for Simpson Marine in Hong Kong, I'd like to share some of my thoughts and advice to yacht owners regarding selling their yachts.

If you take care of your yacht, it will take care of you in return. We sometimes see owners trying to cut corners when it comes to crewing levels and ongoing care and maintenance of the vessel.

Since yachts in Asia often have low engine hours, some owners think this means they can retain a smaller team to take care of the yacht, and maybe defer servicing engines, a generator, and other aspects aboard the yacht. Compound these practices over a few years, and a toll is taken on the overall condition and presentation of the vessel – both above and below the surface.

First impressions are valuable; when knowledgeable yacht brokers and their clients visit a yacht, often flying a long way to do so, it's easy for them to see if the yacht has been well cared for or not. The world has a bountiful supply of second-hand yachts in all shapes and sizes – if your yacht does not meet a potential buyer's standards, chances are he will make a lower-than-expected offer on yours, or simply move on and find a better yacht elsewhere.



Blue Iris, *a 2023 Lagoon Sixty 7 multihull for sale with Simpson Marine, Hong Kong*

MARKET TRENDS AND PRICING

Yachts in Asia tend to be high-specification and have relatively low engine hours, making them desirable on the global market. As a result, we have seen a recent influx of interest from overseas clients and brokers, mainly from Europe and Turkey. Sales have been active in these markets, with motivated buyers looking to Asia to find high-quality yachts with motivated sellers.

For Asian-based sellers keen to agree a deal, when considering pricing it's worth mentioning two key costs that a buyer in Europe or Turkey must bear. The first is transport – usually around US$ 100,000-US$ 200,000 depending on the yacht's size – and the second is VAT of up to 20 per cent. As a result, offers may seem low, but actually they are just factoring in the total cost of transport and the admin needed to establish new ownership.

It is always tempting to wait for a better offer, but I advise sellers to accept the first solid offer. Six months down the road, a better offer may be submitted, but that must be balanced against a further six months of incurred ownership costs.

BROKERAGE FUTURE IN APAC LOOKS BRIGHT

I'm pleased to see vibrant inbound and outbound markets across the APAC region, and that we at Simpson Marine continue to inspire confidence among yachting enthusiasts. If you're considering entering the yachting world or are ready to upgrade your vessel, trust us to guide you on this exciting journey – you know where to find us.

simpsonmarine.com



TOM ALLEN

Allen, Simpson Marine's Head of Sales for Hong Kong, joined the company in 2016. Born in London, his childhood included plenty of time on the northeast US coast of Maine, sailing dinghies and small keel-boats. After university, working in coastal cities around the US, time off was spent sailing, fishing and power-boating. In Hong Kong, he enjoys time off on the water, exploring on his Highfield RIB.

CHARTERS APPEAR TO TRUMP SALES

Fraser CEO Anders Kurtén foresees an exceptionally strong year ahead for charters, based on early bookings for the Med and Caribbean, with yacht sales off to strong start despite global uncertainty.



Anders Kurtén, CEO, Fraser

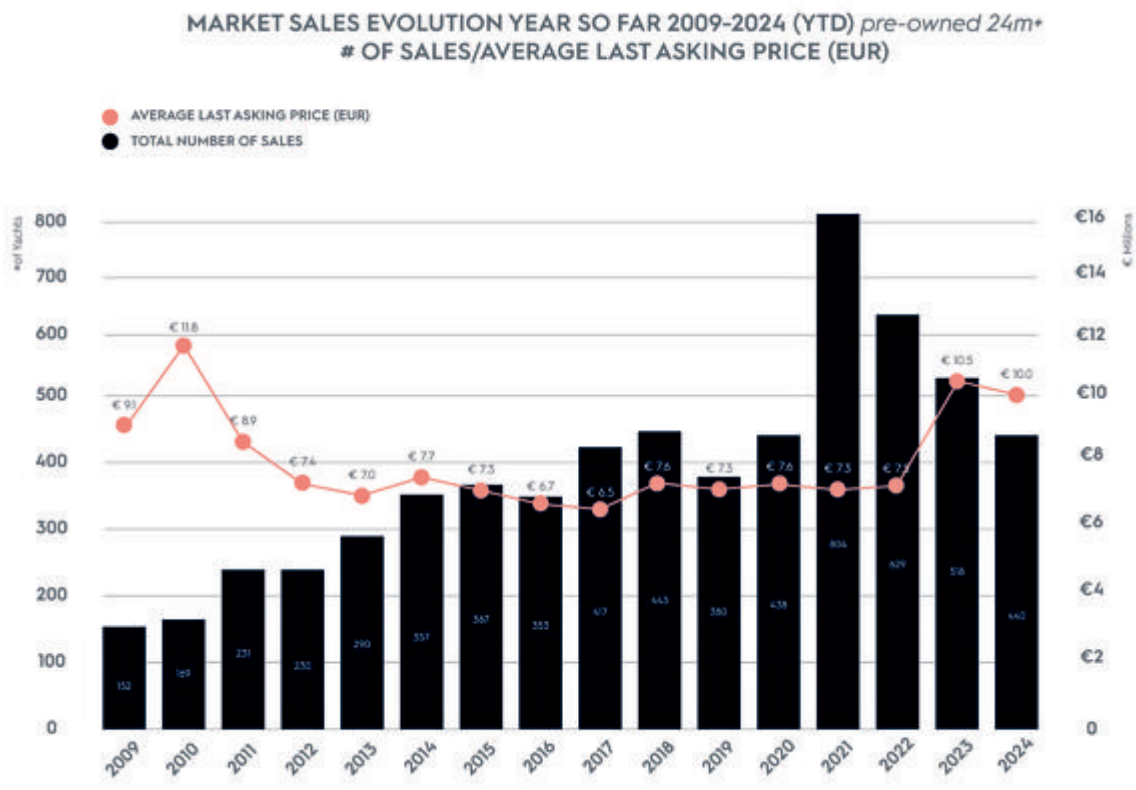
MARKET INSIGHT: ANDERS KURTEN

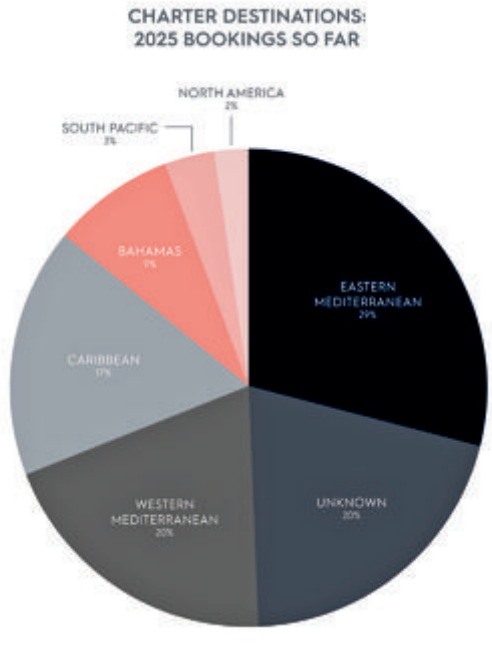
Despite a somewhat lacklustre performance industry-wide for sales brokerage overall in 2024, Fraser performed very well over the year. We also experienced a strong pick-up of brokerage activity towards the end of the year, suggesting a stronger start for the brokerage side of the business in 2025 compared to 2024. US election years have historically been slower for yacht sales and many will agree that this, coupled with general global uncertainty, will certainly have affected sales.

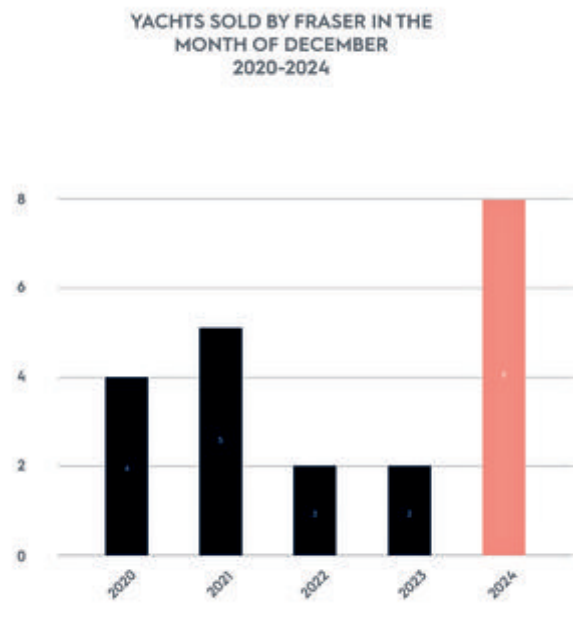
Looking into the crystal ball, I foresee an exceptionally strong year for charter, by and large based upon pre-season activity and bookings to date for summer 2025. We are seeing particular early interest in the Western and Eastern Mediterranean, as expected, although there are also a significant number of early bookings for the Caribbean and the Bahamas – over 25 per cent of all bookings for the year ahead so far.

In terms of size range, over half of all 2025 bookings are in the 30-50m size sector. We look forward to seeing what the year ahead brings and, as ever, we continue to work on showing those new to yachting just how much the onboard experience can offer.

fraseryachts.com







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cantieri di pisa

BUILD YOUR LEGACY



Benetti launched superyacht *Juno's 7* at its Viareggio shipyard: the 144ft 7in first hull in the new Class 44M series is designed inside and out by Cassetta Yacht Designers, and becomes Benetti's fibreglass flagship.

benettiyachts.com

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Juno's 7 is the first Class 44M, designed by Cassetta

BENETTI LAUNCHES FIRST CLASS 44M

The Italian superyacht builder has splashed Juno's 7*, the first unit of the 145ft, Cassetta-designed Class 44M.*

Benetti launched *Juno's 7* at its shipyard in Viareggio, with the 144ft 7in superyacht representing the first hull in the brand new Class 44M series, designed inside and out by Cassetta Yacht Designers. The fibreglass model is based on the same hull as the Diamond 44M and is the successor to the former model, another product of Giorgio Cassetta's design studio and whose first hull launched in 2020.

Daniela Petrozzi, Benetti's Sales Director, said: "This is an important moment for Benetti because the first Class 44M has touched the water. This yacht is our fibreglass flagship and represents Benetti's excellence and tradition combined with a modern interpretation. It's the result of the careful work of Cassetta Yacht Designers, who have been able to renew the external lines and reinterpret the style of the interiors with great skills."

The four-deck Class 44M is designed for long cruises and is the result of a study to provide privacy for owners and plenty of storage space. Fitted with two 1,400hp MAN engine units, the yacht has a top speed of 15 knots and a range of 4,100 nautical miles at 11 knots.

Benetti stated that "the level of soundproofing puts this 44m yacht at the top of the category", with state-of-the-art technology including the use of floating floors and bulkheads, and flexible transmission couplings. High-efficiency air circulation is supplied by an air-conditioning and treatment system featuring six changes per hour.

The main deck is home to a spacious lounge with views of the water on both sides, a day head, the galley and the owner's cabin. The lower deck contains the four guest cabins and the crew area, while aft is the beach club and a garage to port.

The upper deck features a large aft deck, generous interior living space, an optional VIP cabin and the helm station. Above is the sundeck, which offers 102sqm of social space.

As well as the exterior styling and interior design, Cassetta handled the décor in partnership with Benetti's architects. The designer has defined the yacht as 'relaxing', in line with the brief to create informal settings "where the owner and guests can enjoy the ultimate in relaxation and comfort", according to Benetti.

The use of large transparent surfaces – such as the mirrors on both sides of the main lounge – help reflect the light and the water, so brightening the interior areas. A special focus on the selection of the materials led to the use of trowelled resin for the bathroom surfaces instead of marble, which is used exclusively on the main deck for the basins in the owner's bathroom and the day head.

The varieties of FSC-certified wood used are also the result of an in-depth study. The antique elm used for the interior flooring on all decks preserves the natural knots in the wood, with planks of different widths and lengths taking advantage of every part of the tree. The striped ash used for the walls was "selected with great care to obtain the ideal pattern for this yacht".

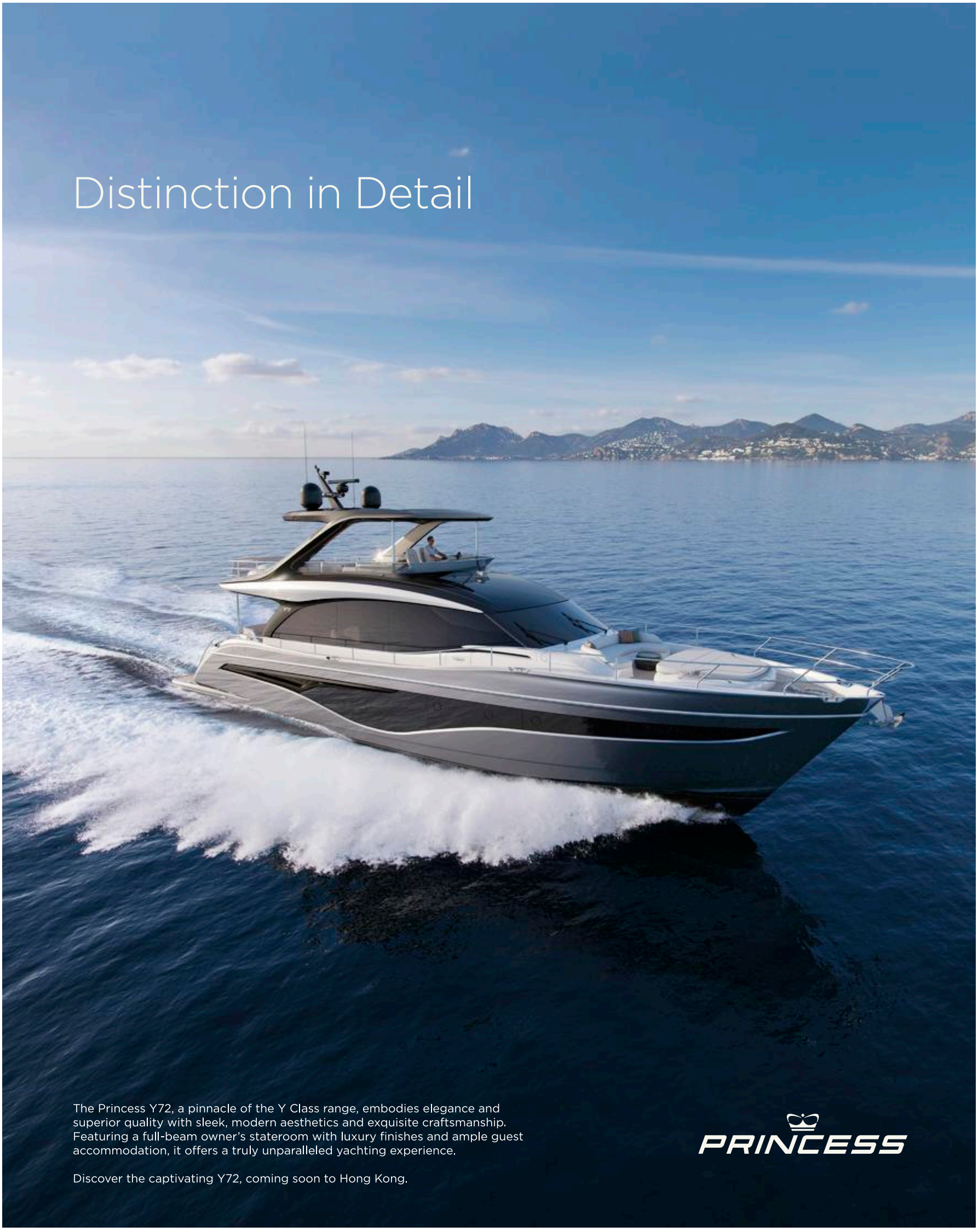
The Class 44M is among several families of models produced by Benetti including Motopanfilo (37M, 45M), Oasis (34M, 40M), B.Yond (40M, 57M), B.Now (50M, 60M, 67M, 72M), B.Century (55M, 62M, 68M, 75M), B.Loft (65M) and Custom, which covers bespoke motoryachts ranging from 50m to above 100m.

benettiyachts.com

Benetti celebrates the launch of Juno's 7 *in Viareggio*



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Designed by Zuccon International Project, the SD132 has a volume of 420GT

SANLORENZO SPLASHES FIRST SD132

The Italian builder signed five orders for the flagship of its semi-displacement series before the launch of hull one.

Sanlorenzo, represented across Asia-Pacific by Simpson Marine, launched the first unit of the SD132, the new flagship of a semi-displacement range that includes the SD90, SD96 and SD118. Featuring exterior and interior design by Zuccon International Project, the 40.7m superyacht has a beam of 8.47m (27ft 9in) and is the Italian shipyard's biggest composite-built yacht to date.

Sanlorenzo has increased interior space and volume by utilising asymmetrical design, describing the 132-footer's volume of 420GT as "unparalleled for a yacht of this size". The SD132 features just one exterior walkway on the main deck, to port, and one on the upper deck, to starboard, so "balancing the weight distribution and optimising the volumes", according to the shipyard.

Tommaso Vincenzi, President of Sanlorenzo's Yacht Business Unit, said: "We are thrilled with the launch of the SD132, which embodies the perfect combination of significant size, innovative design and timeless elegance in true Sanlorenzo style.

"The exceptional market response was confirmed by the five contracts signed before the launch. Every detail of the SD132 reflects the dedication and passion of our team, which has once again sought to challenge traditional limits related to onboard space and volume, achieving a remarkable result."

Appealing features include the expansive beach area, where fold-down doors aft, port and starboard create waterside terraces on three sides for 70sqm of walkable space just above water level. Just forward of the beach club is a port side garage that can accommodate a 6.25m tender stored and launched laterally, while an additional hangar in the forward end of the main deck is designed to house toys or a rescue boat.

On the main deck, the aft cockpit leads into the saloon, which starts with a dining table to port and leads to the main lounge. Forward is an enormous 55sqm master suite, which includes a TV lounge, office area, fridge, full-width bedroom and walk-in dressing room, plus en-suite bathroom to port. The lower deck includes four guest cabins and the crew area with a dinette and laundry facilities.

The upper deck has a huge, open aft deck, with a lounge area aft and a covered dining table. The interior includes a skylounge with sliding doors to starboard facing a fold-out balcony, while forward is the wheelhouse and captain's cabin. The sundeck is another large outdoor space, offering 85sqm of floor space, with the middle half covered by a hard top.

Fitted with either two 1,650hp MAN V12 or 1,622hp CAT C32 engines, the SD132 has a top speed of 17 knots and a range of 3,200nm at economical speed.

sanlorenzoyacht.com



Sanlorenzo's largest composite yacht, the asymmetrical SD132 is lowered into the water

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The new Ferretti Yachts 670 can be fitted with two 1,000mhp or 1,200mhp MAN V8 engines

FERRETTI YACHTS' NEW 670

The new Ferretti Yachts 670 features refreshed exterior styling and a new interior by IdeaeItalia that includes a spectacular 18sqm, split-level master suite.

Ferretti Yachts has presented its new 670, as the Italian builder continues to renew its Flybridge range with interiors by IdeaeItalia. Other upgrades to the model include layout changes on all three decks and an exterior restyling by architect Filippo Salvetti.

The new yacht is a renewed version of the Ferretti Yachts 670 that launched in 2018 and represented the brand's first collaboration with Salvetti, who has since handled the exterior of all Ferretti Yachts models.

Retaining an overall length of 20.24m (66ft 5in) and a beam of 5.38m (17ft 8in), the yacht has a top speed of 28 knots and a cruising speed of 25 knots with twin 1,000mhp MAN V8 engines. Those figures rise to 32 knots and 28 knots respectively with the upgraded 1,200mhp engines, while two Seakeeper NG6 gyroscopic stabilisers are among other options.

The aft cockpit and swim platform cover an area of almost 20sqm and offer alfresco dining, two spacious storage compartments in the transom and a tender lift for a 3.45m tender. The 11sqm foredeck, which can be covered by a bimini top, features a lateral sofa and two longitudinal sofas facing each other, plus the option of two tables that can help convert the forward sofas into sunpads.

The flybridge has a similar layout to the previous version, but with more seating in the C-shaped dinette to port, while to starboard is a wet bar. A large aft sunpad is among options. Forward is a sunpad to port and a starboard helm station that can include a Poltrona Frau pilot chair.

The hardtop has been completely redesigned with restyled lines and an opening central section, while an electric bimini top is available as an alternative.

The new interiors are by IdeaeItalia, which has worked on all new Ferretti Yachts models since debuting on the entry-level 500 that premiered in 2020, as the studio introduced the choice of "warm, earthy" Classic décor or a Contemporary mood "inspired by the colours of the sea".

Accessible from the aft cockpit via sliding doors, the saloon features two large facing sofas, comprising a starboard L-shaped settee with a coffee table and a port couch backed by an up-down TV.

Forward, two wide steps lead up to the dining area, which is to port and has an L-shaped sofa and glass table. To starboard is a galley with an updated, more functional layout and increased storage, while storage has also been expanded in the lounge.

On starboard, the helm station is equipped with Naviop-Simrad instrumentation and Poltrona Frau chairs, and benefits from a full-width, pillarless windshield, one of the yacht's standout new features. A helm door leads to the side deck.

Internally, forward stairs lead down to the guest cabins including the 18sqm midships master suite, which starts with an elegant private study facing a large port window. Steps lead down to a full-beam bedroom with a centrally placed bed, that is flanked by aft doors to a walk-in wardrobe to port and en-suite bathroom to starboard.

The lower-deck hallway also leads to a starboard double cabin and a VIP cabin in the bow, both with en-suite bathrooms. A four-cabin layout is also available, replacing the study in the owner's cabin with a 4sqm cabin. The crew cabin with bathroom is aft and has private access to the cockpit, with options including access to the engine room through a watertight door.

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IdeaeItalia interiors are offered in Classic or Contemporary moods



The full-beam master suite amidships includes a raised study to port





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The new Antares 9 has a 500hp outboard engine and a range of 130 nautical miles

BENETEAU DEBUTS ANTARES 9

French builder kicks off 2025 with a new addition to its enclosed line of outboard weekenders.

Having celebrated its 140th anniversary last year, Beneteau launched its dynamic new Antares 9 ahead of the model's world premiere at Boot Dusseldorf (January 18-26). Another collaboration with Sarrazin Design, the two-cabin 27-footer is the latest addition to Beneteau's 'weekender' line and embodies upgrades seen on the larger Antares 11 and 12 models.

Based on a hull with a length of 8m (26ft 2in) and beam of 3m (9ft 10in), the Antares 9 features a sleek, powerful exterior, featuring long windows in the hull and a stainless-steel rub rail forward. The arc of the wheelhouse traces a slightly stepped curve and adjoins the long coachroof covering the cockpit, which lengthens the boat's profile.

Sheltered by the extended coachroof, the modular aft cockpit measures 1.7m by 2.4m and features an L-shaped bench, a forward seat and an optional table. The seating area can be converted into a sunpad. There's a boarding door in the starboard bulwark, as well as a swim ladder.

The wide side deck to starboard is protected by high handrails and provides comfortable access to the foredeck, which includes integrated sunpads with adjustable backrests, plus the anchor locker.

From the cockpit, a wide, sliding glass door allows access to an interior featuring wrap-around windows and a forward skylight to ensure plenty of natural light inside, where lacquered furniture, walnut woodwork and tufted upholstery provide a comfortable ambience.

To port are sliding windows and facing sofas, fore and aft of a foldable dining table. To starboard, the contemporary galley is equipped with an 80-litre refrigerator, a gas stove or electric burners, an optional microwave and plenty of storage. The helm's adjustable bolster seat can pivot and provide a fifth seat for dining, while the skipper benefits from a sliding side door to starboard.

Forward and downstairs, the owner's cabin has a skylight and large windows on both sides, a queen-sized berth with a tufted headboard, a large hanging locker and atmospheric lighting. Midships is a full-beam guest cabin with a double berth and hull windows, while the shared bathroom with shower is to starboard.

The Antares 9 has a range of 130 nautical miles with a 500hp outboard engine and 600-litre fuel capacity. Options include a white or Pearl Grey hull colour, an opening soft top or solar panels on the cockpit overhang, a roof rack forward, heating, air-conditioning, a generator and lithium batteries.

Beneteau's motorboat dealers in Asia include NextWave Yachting in Hong Kong and Thailand's Primus Marine, which also represents the brand's sailing yachts.

beneteau.com



The aft cockpit offers three sides of seating, and water access aft and starboard



The bright saloon features dining to port and a long galley to starboard

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Aquila is debuting the 42 Coupe and 46 Coupe (pictured) at the Miami International Boat Show in February

AQUILA UNVEILING COUPE SERIES

The powercat builder plans a double debut for the first two models from its new Coupe series.

Aquila is scheduled to stage the world premieres of the all-new 42 Coupe and 46 Coupe power catamarans at this year's Miami International Boat Show (February 12-16, 2025).

The two new models are set to be part of Aquila's impressive nine-boat line-up, which will include the 32 Sport and 36 Sport outboard cruisers, the 47 Molokai from the Offshore series of high-speed outboard fishing boats, plus the 42 Yacht, 44 Yacht, new 50 Yacht and 54 Yacht inboard flybridge models.

Featuring an enclosed main deck, the new Coupe models are longer than Aquila's popular Sport cruisers but offer a similarly narrow platform, contrasting with the much wider Yacht models. The 42 Coupe's near-16ft beam makes it 5ft slimmer than the 42 Yacht, while the 46 Coupe has an almost 18ft beam, still 3ft 6in narrower than the shorter 44 Yacht.

Designed for impressive performance, the 42 Coupe and 46 Coupe are fitted with the Aquila Hydro Glide Foil System, which combines with double-stepped hulls to improve stability, fuel efficiency and range with either the inboard and outboard engine options.

Both Coupe models feature a flexible seating-sunbed set-up in the cockpit and an enclosed saloon with a galley, L-shaped dinette, helm station and sunroof, plus a flip-up door to the foredeck.

As well as being longer and wider than the 42 Coupe, the 46 Coupe is distinguished by a cockpit featuring two double sunpads and barstools facing the aft galley to port, as well as a differently configured bow area.

In terms of accommodation, both Coupe models have two en-suite cabins, one in each hull. The 42 Coupe has aft-facing beds in both cabins, while the 46 Coupe is configured with an aft-facing bed in the port cabin and a window-facing bed in the larger owner's suite to starboard.

Jean Raas, CEO of Aquila USA, said: "Aquila has always skated to where the puck is going, and the Coupe series represents an opportunity that we see in the market in between a sport boat and yacht.

"We wanted to meet the needs of boaters who have outgrown day boats, but maybe don't want a full-size yacht, as well as current yacht owners who want to downsize without sacrificing performance and comfort."

Aquila's dealers in Asia include Marine Italia (Hong Kong, Singapore) and Primus Marine (Thailand).

aquilaboats.com

The cockpit on the Aquila 46 Coupe features two double sunpads



Flip-up door and foredeck on the Aquila 46 Coupe







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The exterior livery can be chosen for hull two of the Edge 65

NEW INTERIORS FOR EDGE 65

Boutique Dutch builder Van der Valk has revealed Carla Guilhem Design's vision for the second unit of the Edge 65.

Van der Valk has released Carla Guilhem Design's vision for the outdoor areas and interiors of the second 19.6m Edge 65 hull, currently in build at the Dutch yard's Waalwijk facility in southern Netherlands.

Carla Guilhem, founder and Creative Director of the Miami-based studio, admitted her new designs were inspired by cruising on the model's first unit, which can reach 40 knots and was part of the Van der Valk display at the 2024 Fort Lauderdale International Boat Show in Florida.

Currently based in the Bahamas and designed with a shallow draft and outboard engines, the first Edge 65 – featuring an Aston Martin Racing Green hull colour – was developed by Van der Valk as "the ultimate weekender" for repeat clients who previously commissioned the 27.5m *LeVen* (2019) and 34m all-custom *Lady Lene* (2023).

The Edge 65 in build has the same hull design as the first and shares a similar layout, but offers a fresh configuration for the main saloon and an all-new decor that Guilhem hopes will appeal to a wide audience.

"The inspiration for my design came from the times I have spent on the first Edge 65. Even at the high speeds of which this boat is capable, the trips were amazingly stable and relaxing with no slamming. She rides the waves like a comfortable Bentley and the design reflects this with a masculine, car-like aesthetic," Guilhem said.

"The Edge 65 is a seriously cool yacht that offers a fabulously fast drive, and my new design aims to encapsulate the onboard experience. Clean lines and shapes, and very light spaces are blended with grey and black tones to provide an easy-on-the-eye sense of harmony. From the delightful outdoor dining to the ultra-comfy cabins and bathrooms, this yacht is equally pleasurable on day trips and overnight cruises."

While the first Edge 65 had a dedicated bar area, the second unit has a family-friendly feel with a more conventional saloon layout. The aft saloon doors can fully open and connect to the stern, which features a covered dining area and a pair of sofas between two fold-out aft bulwarks, while four Mercury Verado V12 outboards provide the power.

Van der Valk said Guilhem's "smooth style and sophisticated look… perfectly captures the charm and charisma of this award-winning weekender while taking the sleek and colourful onboard vibe to new heights".

Cor D. Rover designed the exterior of the Edge 65, while Studio Delta Naval Architects and Petestep Hull Design collaborated on the naval architecture. The second Edge 65 is available for sale and Van der Valk stated that "fast decision-makers can still opt for the exterior livery of their choice".

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Covered dining on the aft deck



The saloon doors fully open

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SUNREEF ULTIMA 55 WINS DESIGN AWARD

In build at Sunreef's UAE facility, the first model from Sunreef's new Ultima range is expected to debut this year.

Sunreef's Ultima 55 was announced as a jury's Top Pick in the Construction Product Design category of the 2024 BLT Built Design Awards, which were announced in November. Featuring over 30 jury members from North America, Europe, Asia, Africa and Oceania, the BLT Built Design Awards is an annual design competition dedicated to architects, interior designers, construction product designers and landscape design companies.

The Ultima 55 is set to launch early this year and was the first Ultima model to begin construction at Sunreef's new facilities in Ras Al Khaimah in the UAE, where the Poland-founded shipyard has its Middle East office in Dubai.

"With minimised energy consumption, this luxury hybrid yacht offers a perfect blend of speed, stability and luxury," stated the BLT Built Design Awards. "Sunreef Ultima 55's standout features include a walkaround deck, a vast semi-open saloon, and a spacious aft with two fold-down bulwark platforms."

The 55ft coupe powercat has an 18ft 4in beam and a walkaround design and can be fitted with a hybrid propulsion system. The aft deck features foldout bulwarks on both sides and two matching double sunbeds with the option of a foldable table in-between. The foredeck includes a large, integrated sunbathing area flanked by drinks tables.

The interior starts with a lounge containing two facing sofas, while forward is the galley and the helm station. Lower-deck layout options include two or three double cabins, plus a smaller single cabin aft on the starboard side that can be designated for crew. The Ultima range includes the 44, 55, 66, 77, 88 and 111 models.

sunreef-yachts.com





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Pershing's upcoming GTX70 is a design collaboration with Vallicelli

PERSHING DEVELOPING GTX70

Following the GTX116 and GTX80, the Ferretti Group brand is adding a third model to its Sport Utility Yacht series.

Pershing has revealed details and designs of the GTX70, the third and most compact model in its Sport Utility Yacht range. The series kicked off with the launch of the GTX116 in 2023 and was followed by the GTX80, which had its world premiere at the Cannes Yachting Festival in September 2024.

Equipped with three 900mhp Volvo Penta D13-IPS1200 engines, the GTX70 is expected to have a top speed of 35 knots and a cruising speed of 30 knots.

The CE Class A yacht is a design collaboration between Vallicelli Design, the Ferretti Group's Product Strategy Committee led by Piero Ferrari and its Engineering Department, with the hull built at the Ferretti Group Plug and Mould facility. Pershing believes the yacht has 30 per cent more exterior area and 10 per cent more interior space for guests compared with other models of the same size.

The exterior design echoes the styling of the larger models in Pershing's Gran Turismo line and includes a sleek, arch-shaped deckhouse. A vertical bow and its connection with the keel line "give the boat's silhouette an unprecedented lightness and elegance reminiscent of sporty sailing boats", according to Pershing.

The slightly convex sheer line runs from bow to stern and joins with the aft bulwarks, which can fold out to provide two lateral terraces and create a 23sqm beach club. The waterside area includes an integrated, aft-facing sofa or sunpad and a high-low swim platform. The foredeck has a large sunbathing area, while moveable cushions can unveil a table when needed.

The sportsbridge offers 16sqm of space and contains a triple-seat helm station, wet bar, an L-shaped sofa around a dining table, and a large sunpad aft. Shade can be provided by an electrically operated bimini top with a prepreg carbon structure.

Three steps up from the beach club, the covered aft cockpit has a three-sided sofa, while the aft galley has an up-down pocket window that can be lowered to link the outdoor area with the interior. The saloon has two inverted L-shaped sofas facing each other.

The lower deck includes three en-suite guest cabins "designed with input from a study that mapped the volumes and identified innovative solutions for maximum space optimisation", Pershing stated. The study also led to the creation of a laundry room that can be entered from the hall.

"This Pershing GTX70 is the result of a unique design effort to take full advantage of the available surface areas and add value to the exterior spaces, offering even more contact with the water," Pershing explained. "The transitions between exterior and interior are even more fluid, increasing liveability and creating a continuous open space, above all on the main deck. Every space on board is designed for maximum comfort."

pershing-yacht.com
ferrettigroupasiapacific.com

The 16sqm sportsbridge has a sunpad, dinette, wet bar and helm station. Drop-down sides, help produce a 23sqm beach club by the water





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SEEK SENSATIONS



An Alegria 67 was sold to Singapore by The Yacht Sales Co

FP DELIVERS CATS ACROSS ASIA

French builder Fountaine Pajot concluded 2024 with deliveries of sailing catamarans for five markets across the region.

Fountaine Pajot concluded 2024 with deliveries of five sailing catamarans to Hong Kong, Singapore, Phuket and Manila, with one set to eventually head to its home in Hainan. The deliveries were scheduled for November and December, following orders by multiple dealers catering to both private owners and charter companies.

Kevin Corfa, Fountaine Pajot's Head of Sales and Network in Asia, said: "We were thrilled to enjoy such a vibrant period. The shipyard was abuzz with activity, with an impressive line-up of vessels of varying sizes scheduled for near-simultaneous departures to their respective markets.

"The flurry of activity reinforced Fountaine Pajot's strong presence and appeal in the Asian market because of its range of luxurious, high-performance catamarans. Remarkably, most of these catamarans were purchased by discerning owners."

The deliveries included an Alegria 67, which was the shipyard's flagship sailing catamaran until the launch of the Thira 80 in 2023. The Alegria 67 was ordered by a Singaporean owner and was sold by The Yacht Sales Co, which was recently acquired by the Fountaine Pajot Group.

The Yacht Sales Co, headquartered in Australia with offices across Asia-Pacific, also sold an Elba 45 to Thailand, where it will be the third unit of the popular model in Phuket Yacht Haven marina. Two will be semi-private and available for charter, "underscoring the model's appeal to both owners and charter companies seeking comfort and luxury in mid-size catamarans", Corfa said.

Asia Yachting sold a Samana 59 to the Philippines, where the model is making its debut in what Corfa describes as a "burgeoning market", adding: "The Samana 59 is poised to provide an enjoyable sailing season for its experienced owner."

Asia Yachting's sales also included an Elba 45 to Hong Kong, where the catamaran was purchased by a local buyer for private use, and where the regional dealership is headquartered.

In mainland China, Speedo Marine sold an Aura 51 "designed with special features tailored to the Asian market". The Aura 51 was first set to stop in Hong Kong, to be used for an exclusive viewing and VIP event before continuing west to its new home in Sanya, on the southern coast of the island province of Hainan.

"This Aura 51 is unique, as Fountaine Pajot has gone the extra mile to meet specific Asian market demands. Our custom team in La Rochelle is committed to elevating our offerings to meet owners' requests," Corfa said.

"As a dedicated custom department, the team engages with owners to discuss and implement improvements, setting us apart in the shipyard landscape. Fountaine Pajot is unique in its ability to blend production efficiency with bespoke customisation."

fountaine-pajot.com
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A bespoke Aura 51 will show in Hong Kong before delivery to Sanya. A Samana 59 was sold to the Philippines by Asia Yachting







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Featuring exterior styling by German Frers, the 142m Dragonfly *uses diesel-electric hybrid propulsion*

LÜRSSEN DELIVERS *DRAGONFLY*

Lürssen completed its fourth delivery of 2024 as the 142m Dragonfly *left the shipyard in December. In one of* Yacht Style*'s most popular Facebook posts, the yacht's strong but elegant exterior styling by Germán Frers drew huge praise from online commenters.*

The goal was to produce a well-balanced design that emphasises timeless appeal over transient trends," said the 83-year-old Frers, CEO and Principal Designer at Frers Naval Architecture & Engineering. "*Dragonfly* is a sophisticated yacht that not only fulfils but exceeds expectations, balancing luxury with practicality that ensures lasting appeal."

Formerly known as Project Alibaba, *Dragonfly* has 9,500GT of interior volume, with Italy's Nauta Design handling the interior and exterior social spaces, and Y.Co managing the yacht.

Dragonfly is fitted with a diesel-electric hybrid propulsion and electric azimuth thrusters for increased efficiency. The system includes two diesel engines that drive two controllable pitch propellers through individual gearboxes, fitted with PTI/PTO units for electric propulsion or to generate electrical energy to operate the vessel.

The yacht's technical innovations include a bespoke double-folding aft platform system, which allows the deck above to fold into the platform, creating a spacious and versatile beach club with direct access to the water.

Peter Lürssen, Managing Partner of Lürssen, said: "One of the many hallmarks of any Lürssen yacht is the mastery of technical challenges and Dragonfly is no exception. She is a large, powerful yacht that can cruise efficiently anywhere in the world, fitted with a highly efficient diesel-electric hybrid propulsion concept developed by Lürssen's in-house engineering specialists.

"A big thank you goes to everybody involved and I'd like to extend my gratitude to Germán Frers, Nauta Design and Y.Co for their outstanding collaboration throughout this build."

The yacht's highlights include a glass-bottom pool on the main deck, a cinema, spa and watersports centre, while a 'business deck' is home to a large office, gym, games room and helicopter hangar.

Mario Pedol, Nauta Design's President, said: "It has been an exciting four years of creative work designing this outstanding combination of atmospheres and unique lifestyle. *Dragonfly* offers incredible perspectives and breathtaking outside views, all with a subtle balance of refined elegance."

Charlie Birkett, Y.Co's co-founder and CEO, said he was delighted to welcome Dragonfly to the company's yacht management fleet after collaborating with Lürssen on the build process.

"The Y.Co project coordination team and our technical partners are proud to have played a role in realising this iconic project – an extraordinary showcase of design, innovation and craftsmanship – from concept to delivery," Birkett said.

Lürssen's delivered superyachts last year totalled 485m in length, with the 142m Dragonfly following the 139m *Luminance*, 122m *Kismet* and 82m *Haven*. Ys

lurssen.com



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Dragonfly *before leaving the Lürssen shipyard in December*





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New 41 | New 44 | Elba 45 | Tanna 47 | Aura 51 | Samana 59 | Alégria 67 | New Thíra 80

FOUNTAINE PAJOT
SAILING CATAMARANS

Distributor Asia Yachting's display at the Hong Kong International Boat Show 2024 included the continental debut of Prestige's flagship M-Line multihull, the M8, and the M48 (pictured from left in that order in the first photo). The roomy deck and interior shots (right-hand page) show the M8 and depicted against the Victoria Harbour cityscape is the M48.

asiayachting.net
prestige-yachts.com







Fountaine Pajot's power cats already have a premier place in the Asia-Pacific market, and are acclaimed for constant innovations in design and build techniques that have literally doubled liveable space aboard

FRENCH BOAT BUILDERS BUY ASIA-PACIFIC SALES NETWORK

Fountaine Pajot + Dufour, two leading French boat builders, took a majority stake in burgeoning Asia-Pacific dealer The Yacht Sales Co late 2024, and are on course to expand rapidly in the region.

WORDS **BRUCE MAXWELL** PHOTOS **FOUNTAINE PAJOT AND DUFOUR**





Mathieu Fountaine, Deputy CEO of Fountaine Pajot-Dufour Group, at left with Greg Boller and Mark Elkington, CEO of The Yacht Sales Co, Romain Motteau, Deputy CEO of FP-Dufour, Patrick Gillot of TYSC and Steven Guedeu, Group Sales Director of FP-Dufour. At right, TYSC staff at one of many recent Asia-Pacific boat shows





Flagship of Fountaine Pajot's sailing cats, the Thira 80, is billed as "your own private island, wherever you want it", and offers a wide range of activities and options across her decks

Fountaine Pajot already has a premier place in the increasingly popular sail and power catamaran market here, while sturdy, well-designed Dufour monohull yachts are #1 in France, and have sailed in Asia-Pacific waters since the 1980s.

The two yards, located around La Rochelle and its nearby regions, merged under FP control in 2018 to achieve better build and marketing synergies.

Their innovative Odysséa project launched last year, for example, strives to achieve zero greenhouse gas emissions by 2030. Most models in their current ranges – 37-53 feet Dufours and 41-80 feet sail and motor Fountaine Pajot cats – are also available in Smart Electric mode. Campaigns to keep oceans clean are strongly supported by the group.

Buying 60 per cent equity in The Yacht Sales Co (TYSC), with its 15 offices in Australia, New Zealand, the Pacific and Southeast Asia, marks a new sales and service phase which will equally apply to other dealers in places like Indonesia, the Philippines, Vietnam, Hong Kong and South Korea.

It is the second such acquisition lately. Italy's Sanlorenzo motor yachts earlier announced its take-over of Simpson Marine, another large Asia-Pacific dealer.

A ready-made integrated sales network makes sense and provides obvious advantages. Signs are, however, that the two dealerships will in future operate in different ways, in terms of focus, although both stem from long personal relationships, Mike Simpson with Sanlorenzo's Massimo Perotti, and TYSC CEO Mark Elkington with Fountaine Pajot founder Jean-Francois Fountaine, and now with FP executives like Romain Motteau, marketing specialist Hélène De Fontainieu and Hong Kong-based Kevin Corfa.

Elkington was a prominent player in Queensland's Whitsunday Islands when it became a boats sales and yacht charter centre, in tandem with upmarket resorts, and he engaged the craze for catamarans and trimarans in Australia and New Zealand by launching Multihull Solutions, covering all aspects of these in-demand craft.

The French meanwhile established themselves as the world's foremost sailors of multihull vessels, from high-speed offshore racers often crewed by single-handers or sailed short-handed, to smaller family boats benignly cruising the Med and Bay of Biscay.

After Jean-Francois Fountaine, Yves Pajot, Daniel Givon and Rémi Tristan got together to form Fountaine Pajot in the 1970s, Elkington became a latter-day partner in development of these boats, acting as a hands-on adviser in the Nineties and Nauties during trips to the yards, which he represented, and to boat shows at La Rochelle and at the Cannes Festival de la Plaisance.

FP President Claire Fountaine says: "Little by little, our boats have combined performance with more space, more comfort and more innovation. We've become cruising boat specialists, always bearing in mind that you shouldn't expect anything from the sea, but you should expect everything from the boat".

Elkington goes further and says that today's catamarans are literally double the volume of cats produced a couple of decades ago. Combine that with hundreds, even thousands of innovations and



FP Power Cat 80 is recently released and features hundreds of fine-tuning touches, among them an amidships lounge seen here built into the sturdy hull



Fountaine Pajot Power 67 model includes a foredeck spa, and most FPs and Dufours are available in Smart Electric mode which strives to reduce carbon emissions to zero by 2030

equipment updates that are constantly taking place, and today's FP Group vessels are indeed state-of-the-art.

Fountaine Pajot and Dufour both use high-tech composite injection and infusion moulding in the hulls, bulkheads, decks and flybridge, an advanced technology that allows lightness while still imparting robustness and keeping up quality. Experienced joiners then design and assemble the wooden parts that make these boats so unique.

Multihull Solutions morphed into The Yacht Sales Co a few years ago, in a nod to the fact that over 25 years, expertise had evolved to sell not only multihulls, but also sail and motor monohulls. It built up a strategic portfolio including Absolute, Maritimo, Tesoro and lately Gulf Craft as well as additional multihulls like ILIAD Catamarans, NEEL and LEEN trimarans, and Cora Catamarans.

Activities spread from Australia and New Zealand to New Caledonia, Fiji and French Polynesia, Panama and the Med, and in Southeast Asia to Singapore, Malaysia and Thailand. ILIAD cats are built at two yards in China.

"For us it is business as usual", said Elkington, who is headquartered on Queensland's Sunshine Coast, before boarding a plane to New York recently.

"Fountaine Pajot has made an investment, and they want to see returns from all facets of the business".

Targets include Fountaine Pajot and Dufour doubling their already substantial sales in Asia-Pacific in five years, he told *Yacht Style*, so clearly there is much work lying ahead.

The sales strategy of Multihull Solutions and now TYSC dealers is that they must find the best boat for each individual client, across all models and types of craft and budgets, regardless of whether boats are newly built or pre-owned. This may be open to some interpretation, but it appears to have struck a chord, and has led to a relatively high level of repeat business.

Fountaine Pajot Group says in a separate statement, reported last issue, that it is the world's leading manufacturer of cruising yachts and catamarans. It recorded sales of €350 million for the financial year 2023-24, representing a 26.9 per cent growth on the previous year.

The Fountaine Pajot Power 80 recently unveiled and the FP Thira 80 sailing cat are the present flagships of the FP lines.

Eight sailing models are the new FP 41, Astrea 42, Elba 45, Tanna 47, Aura 51, Samana 59, Algeria 67 and the Thira 80. Power cats start with the Code 07 and continue with the MY4.S, which is also new, MY5, MY6, Power 67 and Power 80.

These vessels are suitable for anything from entry level – a first experience in what multihulls are all about – to serious around-the-world cruising in a high degree of comfort, space and safety that didn't exist only a decade or two ago.

They are the culmination and embodiment of what earlier owners have recommended, carefully recorded in minute detail, so that latest FPs always carry an accumulated wealth of innovations and refined





Interiors and outer decks of the FP Power 67 are generously endowed and offer custom choices for every owner to create their preferrred combinations of fabrics and hues



Two popular Fountaine Pajot designs are the original MY4.S and the MY44, which embody all the advantages of multihull design and draft with plenty of space for relaxation

ideas in the completed boat.

This has led to a string of awards, as peers review what has been added to or adapted in each model, and Fountaine Pajots and Dufours are again short-listed for the next round of international trophies.

Space limitations preclude individual profiles, which can be found on the FP website, but as a sample the Thira 80 sailing cat is billed simply as "your own private island, wherever you want it".

Among its features, "two side deck lounges with retractable balconies evoke the glamour of a cruise ship, the only difference being that this flagship can sail.

"When you are on board, you are no longer a mere spectator watching the scenery flash before your eyes. You become part of the landscape, moving in harmony with the natural world, immersed in the experience.

"The yacht's sophistication is apparent at every turn. Owners have the freedom to select furniture and palettes to suit their personal style, with upholstery options from the distinguished Pierre Frey range. Solar panels over the side lounge are transparent to provide shelter without restricting natural light".

Dufour Yachts range starts at 37 feet and extends through 41, 44, 470 and 48 to the largest 530 model.

The yard was launched 60+ years ago. Older readers will recall that the King's Cup in Phuket, Thailand, began in 1987, and the island-hopping Raja Muda Regatta in next door Malaysia three years later in 1990.

To link these two fledgling events, *Asian Boating* ran a 100 nm race from Langkawi to Phi Phi, where keelboat races of the King's Cup then began. Malaysian and Singaporean yachts were welcome, as were international flag vessels, while Hong Kong sailors flew in to Langkawi and hired a fleet of Dufour yachts that had been imported by a charter company based there.

They didn't have spinnaker poles, but Dufour, after negotiations with *Asian Boating*, kindly agreed to provide them. The Hong Kong yachties brought their own spinnakers, sheets and guys, and so a new class of keelboats began to contest both the *Asian Boating* Langkawi-Phi Phi Race and the King's Cup proper.

This included official border crossings, which was another logistics problem, and some Thai islands were then disconcertingly occupied by pirates, but where there's a will, there's a way.

Malaysian PM Dr Mahathir Mohamad, a keen supporter of sailing from junior Optimists up, tried out the Dufours too, and amused himself advising his less experienced ministers how to stop a sailboat, not quite the same as applying brakes in a car.

Dufour was thus somewhat central to the early development of these two Southeast Asian regattas, and much updated models have been racing and cruising in Asia-Pacific waters since.

www.fountaine-pajot.com
www.dufour-yachts.com
www.yachtsalesco.com

Dufour monohull sailing yachts are the leading brand in France, and in Asia became integral parts of the early Raja Muda Regatta going on to the King's Cup in Thailand. That story is told above





CGI of Gulf Craft's new Service and Refit Center in Ajman

GULF CRAFT EXPANDS FACILITIES IN UAE

The Middle East's leading yacht builder starts the new year in a confident mood following a busy end to 2024, which included the opening of a service centre.

Gulf Craft recently opened a service and refit centre in Ajman, the UAE's smallest emirate, just 20km northeast of Dubai International Airport. The service centre complements Gulf Craft's 462,000sqft shipyard in Umm Al Quwain, a short drive northeast of Ajman.

The new 108,000sqft service centre features workshops specialising in carpentry, upholstery, painting, fabrication and mechanical services. The site also includes a spare parts shop and a vessel registration service operated in collaboration with Dubai Maritime Authority.

Mohammed Alshaali, co-founder and Chairman of Gulf Craft, said: "This facility ensures exceptional client support and the growth of a premier yachting community in the region."

Founded in 1982, Gulf Craft has built over 10,000 boats and currently produces yachts ranging from 32-175ft across the Majesty, Nomad, Oryx, Silvercraft and SilverCat yacht brands. It also produces commercial Touring Passenger Vessels, primarily for the Maldives, where it has operated since 2002, currently has a 100,000sqft facility, and is soon to open a new 800,000sqft facility.

The opening of the Ajman facility was only one of a wide range of highlights in the final quarter of 2024, which included deliveries of a Majesty 120, Majesty 111, Majesty 100, Majesty 72, Majesty 60, two Majesty 62s, a Nomad 65 and two Oryx 379 Sport Cruisers. Exports in October included three Majesty yachts to the Maldives as part of Gulf Craft's remarkable performance in the region during the final quarter, generating negotiations tentatively estimated by the builder in mid-January 2025 to be worth over $100 million.



Gulf Craft had a strong display last year at the first Qatar Boat Show in Doha

"The successful handover of these vessels reflects the combined efforts, teamwork and unwavering commitment of the Gulf Craft team to uphold the highest standards of craftsmanship and client satisfaction," the shipyard stated. "Additionally, the company delivered a variety of leisure boats, catamarans and passenger utility vessels from its extensive portfolio."

Following appearances in September at the Cannes Yachting Festival – where it unveiled the Majesty 100 Terrace – and the Monaco Yacht Show, Gulf Craft's busy end to the year included a strong display at the first Qatar Boat Show in early November.

In the Old Doha Port, Gulf Craft's fleet included four Majesty models (120, 100, 72, 60), four Nomad yachts (95, 75, 70, 65) and three SilverCat powercats (46WA, 40CC, 40Lux). Later in the month, Alshaali travelled to Amsterdam to collect his Lifetime Achievement award at the 10th Boat Builder Awards.

At the end of November, Gulf Craft hosted its Crafting Legacies event at the Mina Rashid Marina in Dubai, where a Majesty 120, Majesty 111, Nomad 101 and Nomad 70 played host to guests and displays by luxury brands representing art, jewellery, watches, fashion and perfume.

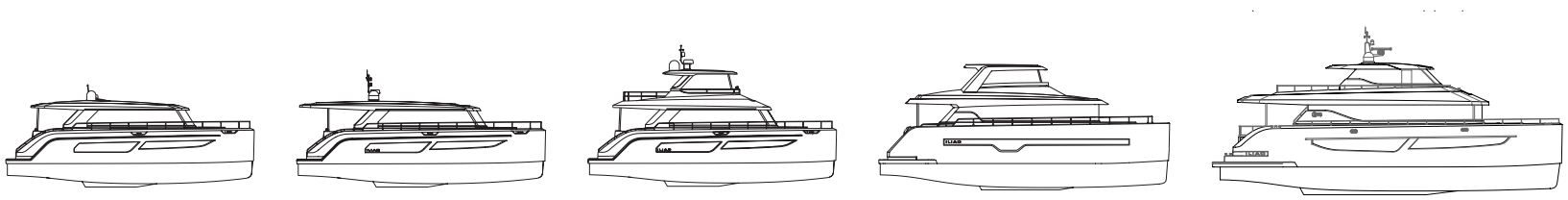
In December, Gulf Craft participated in major regional events including the Formula 1 Etihad Airways Abu Dhabi Grand Prix and the three-day Middle East & North Africa Business Aviation Association (MEBAA) event in Dubai, where it showcased scale models of the Majesty 100 Terrace and Majesty 160.

As the year drew to a close, Alshaali was recognised with the prestigious Lifetime Achievement award at the International Boat Industry (IBI) Awards. This accolade reflects his invaluable contributions to the growth and success of the global marine industry, particularly within the GCC and Middle East regions.

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FERRETTI GROUP'S RECORD BACKLOG

The Italian owner of seven yacht brands announced an all-time-high order backlog.

Ferretti Group announced a record profit margin and a record order backlog, as the company shared figures in mid-November after its Board of Directors reviewed and approved the consolidated financial results as of September 30, 2024.

The order intake for the first nine months of the year totalled €736.9 million but rose to over €1 billion about six weeks later, according to Ferretti Group, due to a strong order intake led by participation at autumn boat shows. The sales led to the company's order backlog reaching about €1.3 billion as of September 30 and an "all-time high" of €1.6 billion in mid-November.

Ferretti Group also announced an adjusted EBITDA of €138.2 million as of September 30, which represented an increase of 10.7 per cent, while a net profit of €62.2 million represented a margin of 16.0 per cent.

Alberto Galassi, Ferretti Group's CEO, said: "At the closure of the third quarter of 2024, we achieved a new record in profitability, reaching 16 per cent, confirming the strength and effectiveness of our strategy."

Galassi said the sales of superyachts was a key driver of the positive results. The company produces metal yachts under the CRN, Custom Line, Riva and Pershing brands, while Ferretti Yachts and Wally brands also produce 24m-plus models.

"In the third quarter of 2024, we observed a significant increase in order intake from the superyacht segment, confirming the success of our positioning in this market through the enhancement of our brands," he said.

"We are also seeing excellent signs from the composite yachts segment, which we expect will provide a new boost to order intake. Additionally, the strong results from our participation in the major Mediterranean boat shows and the opening of the American season further contributed to our outlook, being activities that could bring concrete benefits in the short term."

Ferretti Group produces its yachts across facilities on Italy's west coast (La Spezia), in the north (Sarnico) and on or near the country's east coast (Ancona, Mondolfo, Cattolica and Forli), where it has acquired and is developing a 70,000sqm-plus inland shipyard in the Ravenna province.

Galassi added: "On the production side, we are continuing at a rapid pace with the construction of the Ravenna shipyard, which will soon allow us to expand and further improve our offering, optimising the product mix and consolidating our position in segments with high growth and profitability potential."

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Sanlorenzo launches the first SD132, the flagship of its Yacht business unit

SANLORENZO'S NEW CORPORATE STRUCTURE

Following shipyard and dealership acquisitions, the Sanlorenzo Group has updated its corporate structure and division leaders.

Sanlorenzo Group has announced its new organisational structure, which was updated following the acquisitions and integration of the Finland-based Nautor Swan shipyard and the Simpson Marine dealership in Asia-Pacific in 2024. The new-look organisation includes a revision of Sanlorenzo Group's business divisions and an updated list of division and brand leaders who all report directly to Massimo Perotti, the company's Chairman, CEO and majority owner.

Tommaso Vincenzi has been appointed Executive Director of Sanlorenzo, and will manage and coordinate the company through its Yacht and Superyacht business units, which represent the brand's composite and metal models respectively.

Vincenzi joined Sanlorenzo's Yacht business unit in 2008. As the division's COO from 2015 then President from 2022, he was crucial to the company's strategic development, through the launch of new models, opening of new plants and improvement of production capacity to support the growth of volume, revenue and profitability.

Carla Demaria remains CEO of Bluegame and Giovanni Pomati is still CEO of Nautor Swan. The Sanlorenzo Group's High End Service and Charter Fleet remains under the responsibility of Luca Cristino, who is also CEO of Simpson Marine Group, which represents Sanlorenzo and Bluegame across Asia-Pacific, and recently opened offices in Australia and Vietnam.

Vincenzo Soria has been appointed Sanlorenzo Chief Sales Officer, overseeing Sanlorenzo Sales Management, developing commercial strategies across different geographical areas, and aligning brand representatives. Having represented an Azimut dealership in Europe from 2002, Soria founded V Marine in 2014, and has particularly strong commercial experience in Italy, France and Monaco.

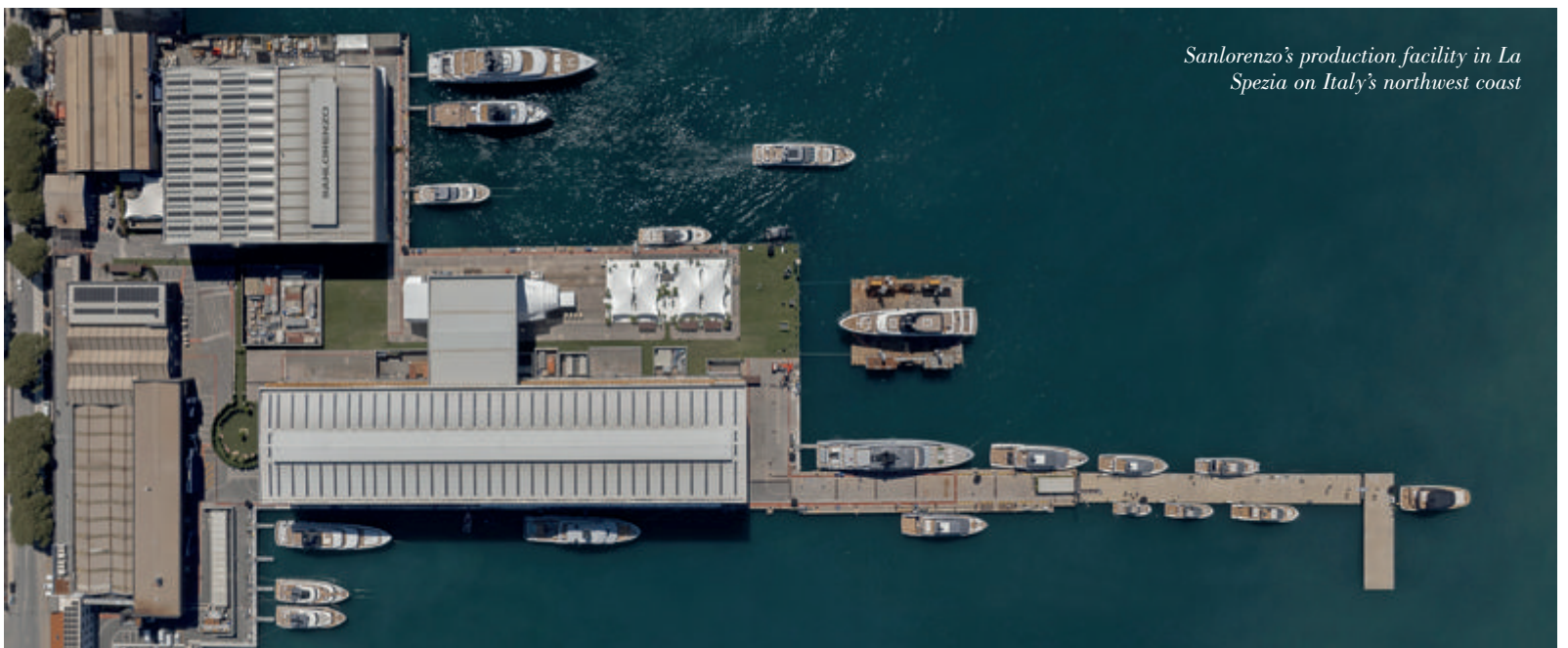
Finally, Sanlorenzo Group has created the Corporate General Management division, which has been entrusted to Pier Francesco Acquaviva, who joined the shipyard in 2022 as Group HR Director, also becoming Head of Sustainability in 2023.

After graduating in Economics in 2008, Acquaviva joined Ferrari, where he completed a PhD in International and Comparative Labour Relations, continuing from 2014 at the American multinational company Huntsman before moving to Bonfiglioli.

Attilio Bruzzese remains Sanlorenzo Group CFO and is responsible for preparing the company's financial statements and overseeing Group AFC, M&A and Investor Relations.

Sanlorenzo has manufacturing hubs in La Spezia, Ameglia, Massa, Viareggio – all within 50km of each other on Italy's Ligurian coast – and Arbatax on Sardinia's east coast.

sanlorenzoyacht.com



Sanlorenzo's production facility in La Spezia on Italy's northwest coast

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The hull infusion process on the first Sunreef 43M Eco

SUNREEF'S RECORD HULL INFUSION

The Polish builder declared it had achieved the world's biggest single-shot hull infusion, after completing the process for the first 43M Eco sailing cat.

Sunreef Yachts announced the successful execution of the composite hull infusion process for the 43M Eco in November 2024, describing it as "the biggest single-shot hull infusion project in yachting history".

Francis Lapp, Sunreef's founder and President, said: "We achieved an important milestone on our journey to build a truly groundbreaking yacht. The scale of the hull-infusion project is unique in the industry, and underscores our pioneering role in shaping the future of energy-efficient yachting."

Under construction at the builder's main shipyard in Gdansk on Poland's north coast, the first Sunreef 43M Eco is set to become the world's largest electric sailing catamaran. The biggest model to date in the builder's Eco series, the 43m-long hull has a 15.4m beam and 1,700sqm of composite surface area.

The yacht's innovative design features a custom-engineered foam core that reduces weight while improving performance. Infusion produces a stronger, lighter hull due to more even distribution of resin, which is sucked into the fibreglass and coring using vacuum pressure. The unmoulding of the hull was scheduled for completion by the end of 2024.

Designed to accommodate up to 12 guests, the hull will incorporate over 120sqm of integrated solar panels, almost half of the total of 250sqm across the entire yacht.

The advanced solar technology and electric propulsion are among the superyacht's emission-free, energy-saving features, with Sunreef stating that the 43M Eco "will redefine the superyacht experience, making it cleaner, more responsible, and energy-efficient".

A hydrogeneration system will provide a steady supply of clean power while under sail, helping ensure an emission-free cruising experience. The energy-storage system will be based on solid-state batteries providing a capacity of 1MWh.

Sunreef announced the sale of the first 43M Eco at the 2022 Monaco Yacht Show and in January 2023 announced a further hull sold. Recently, the shipyard shared that it had sold three units in total of what it has described as "the world's biggest electric luxury catamaran".

sunreef-yachts.com





Francis Lapp, founder and President, Sunreef Yachts. of the Sunreef 43M Eco, which features 250sqm of integrated solar panels

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Azimut's Seadeck 7 features Volvo Penta's first hybrid-electric IPS system

AZIMUT, VOLVO PENTA LAUDED

The Italian yacht builder and Swedish engine manufacturer were honoured for hybrid innovation at the Boat Builder Awards in Amsterdam.

Azimut and Volvo Penta won the 'Collaborative Solution between a Builder and its Supply Chain Partner' category at the 2024 edition of the Boat Builder Awards, held last November and again organised by *IBI* and Metstrade.

The award was presented by the jury, which recognised the innovative nature of the technology developed by Volvo Penta and piloted for the first time in collaboration with Azimut-Benetti Group's R&D department. The two companies introduced the first hybrid-electric version of the Volvo Penta IPS drive on Azimut's new Seadeck 7.

Marco Valle, CEO of Azimut-Benetti Group, said: "We are honoured to have been recognised with the Boat Builder Awards. By incorporating the Volvo Penta hybrid-electric package on the Seadeck 7, we are pioneering hybridisation in boats of this segment, enhancing efficiency and ensuring seamless operation in yachting.

"This innovative solution not only reduces consumption and emissions but also enhances the on-board experience for our customers. We are proud to be at the forefront of an evolution that will have a positive impact on both our waters and our owners."

Due to the new hybrid-electric system and advanced naval architecture, the Seadeck 7 allows owners to enjoy up to 40 per cent reduction in fuel consumption and CO2 emissions. The revolutionary power package allows the motoryacht to cruise in fully electric mode at speeds of up to 11 knots, smoothly switching between electric and thermal motors without the need for an on-board generator.

The Hybrid Boost option enables more powerful acceleration, the energy-recovery system allows for regeneration during cruising, while the fast-charging mode enables quick battery recharging by using thermal engines.

During anchorage, the on-board batteries power all on-board services for up to 12 hours, offering a completely silent experience at sea. The system also facilitates access to zero-emission zones in sensitive environments.

Johan Inden, President of the Marine Business at Volvo Penta, said: "We are proud to have been recognised together with Azimut in our efforts to drive innovation forward on the path towards decarbonisation within the marine industry.

"Collaborating with like-minded pioneers is an essential aspect of shaping the future boating experience. In this pilot, we are demonstrating a winning combination of unique technology and cutting-edge yacht design – designed to drive efficiency and performance, and elevate the overall experience."

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GREENLINE | 39
GREENLINE | 40
GREENLINE | 45 FLY
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The GX range will have less than 40 per cent of the carbon emissions of a conventional yacht

GREENLINE UPGRADES POWER PACKS

The Slovenian shipyard's new Responsible Power Pack uses a bigger battery package with alternators to replace generators.

Greenline Yachts has developed a Responsible Power Pack that negates the need for generators across its entire range of yachts from 39-58ft. Greenline yachts are offered with either diesel, hybrid (sixth-generation H-Drive) or electric propulsion, while solar panels and lithium batteries are standard on all models, hugely reducing emissions.

The Responsible Power Pack combines a bigger battery package and alternators, so a generator is not needed on diesel models. Instead of a generator, Greenline can fit a high-powered alternator that can take power from the running engine to recharge a large lithium battery bank, enabling the yacht to arrive at its destination with full batteries.

All boats will now offer at least 48 hours of silent battery power at rest, so owners can run the entire hotel load – including full-power air-conditioning – without the noise, vibration and smell of a generator. The new tech is particularly appealing for owners who opt for a diesel-powered Greenline yacht, but still wish to reduce emissions, consumption and noise at anchor.

Vladimir Zinchenko, Greenline's owner, said: "For conventional yachts, eliminating the generator is nothing short of revolutionary. There's barely a yacht on the market in Greenline's class of length and luxury capable of doing this. My mission has always been to further the concept of responsible yachting, and this shift to high-powered alternators and batteries will save tonnes of CO2 emissions."

To illustrate the new technology, the shipyard stated that its best-selling Greenline 45 previously needed an 11kW generator to cover hotel loads, consuming about four litres of fuel per hour or nearly 200 litres over a 48-hour period at anchor.

Fitted with the new Responsible Power Pack, the Greenline 45 would require just nine hours of motoring to fully recharge the 34.2kWh batteries, giving emissions-free power on board for more than 48 hours. To produce its 6kW of power, the alternator places additional load on the engine, which marginally increases fuel consumption for that period. However, when compared side by side, the new system slashes the emissions of covering hotel loads by up to 88 per cent.

Luca Raumland, Greenline's Chief Commercial Officer, said: "The figures are unequivocal. Our Responsible Power Pack can eliminate a staggering amount of the carbon emissions associated with running a yacht at anchor.

"By tapping the engine's spare power when the yacht is underway, we can make non-hybrid models almost as efficient to operate as their hybrid alternatives. In fact, with careful use of the air-con, the solar panels fitted as standard to every yacht can fully replenish the batteries during the day and keep the boat emissions-free at anchor indefinitely." YS

greenlinehybrid.com





The 58 Fly is the Slovenian shipyard's flagship motoryacht. The 48 Fly is currently Greenline's second-largest model

BRABUS MARINE



BRABUS SHADOW 1000 XC CROSS CABIN

The BRABUS Shadow 1000 XC Cross Cabin isn't just fast—it's ferocious. This powerhouse hits an exhilarating 65 knots, delivering speed with an intensity that few can match. A high-performance marvel, it slices through the water with razor-sharp precision, setting a new benchmark for both speed and style on the open sea.

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Francis Lapp is interviewed at the Sunreef Eco Club at Citychamp Dartong Yacht Club

SUNREEF LAUNCHES ECO CLUB IN CHINA

Chinese sporting celebrities and VIPs attended the opening of the Sunreef Eco Club at Citychamp Dartong Yacht Club in Fuzhou.

Sunreef Yachts President Francis Lapp and his wife Munira attended the opening of the Sunreef Eco Club at the Citychamp Dartong Yacht Club in Fuzhou, the capital of Fujian province on China's southeast coast. Fuzhou is situated almost equidistant between Hong Kong and Shanghai.

"With the Sunreef Eco Club in Fuzhou, we unlock new possibilities and enter a dynamic and proactive local yachting scene," said UAE-based Lapp, who founded Sunreef in 2002 and was named 'Sustainability Leader in Asia' at the 2024 Yacht Style Awards. "The region provides an outstanding environment to grow and keep promoting sustainable yachting technologies."

The Sunreef Eco Club's high-profile opening ceremony featured many VIPs including the President of the China Sports Chamber of Commerce, former China volleyball star Ting Qiao and swimmer Luomeng Ren, a former world champion in the women's 800m.

VIPs from Citychamp Dartong, a Shanghai-listed property developer, included Xiaohuang Han (Chairman), Xiaojie Han (President) and Hua Liu (Vice President). Tanfeng Yu and Sha Ha, Director and General Manager respectively of Citychamp Dartong Yacht Club, also attended the opening ceremony.

The Sunreef Eco Club will "serve as a showroom and promote clean boating locally", according to the Polish shipyard, which is the world leader in large luxury power and sailing catamarans and a pioneer of energy-efficient luxury yachts through its Eco series and green technology.

Nina Lee Boudoul, Sunreef's Director of Asia Pacific, delivered a presentation on the vision and mission of the Sunreef Eco Club, emphasising its role in fostering sustainable yachting practices in the region.

As a key part of Sunreef's strategy in Asia-Pacific and globally, the selection of Citychamp Dartong Yacht Club was due to its prime location and its vision of sustainable development, including its support of electric vessels.

"The successful launch of the Sunreef Eco Club not only reinforces Sunreef Yachts' dedication to sustainability but also enhances its presence in the Asia-Pacific market," Sunreef stated.

sunreef-yachts.com





Swimmer Luomeng Ren, Munira and Francis Lapp, Tanfeng Yu of Citychamp Dartong, and former volleyball star Ting Qiao. Visitors explore the Sunreef Eco Club at Citychamp Dartong Yacht Club

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Guests mingle outside the Sanlorenzo Australia office in Sydney's Jones Bay Wharf

SANLORENZO REVS UP ENGINES IN ASIA-PACIFIC

Italian builder's highlights of recent changes include opening new offices in Australia and Vietnam.

The Sanlorenzo Group has a new organisational structure following the acquisitions and integration of the Finland-based Nautor Swan shipyard and the Simpson Marine dealership in Asia-Pacific in early 2024.

The reorganisation includes a revision of Sanlorenzo Group's business divisions and an updated list of division and brand leaders who report directly to Massimo Perotti, the Chairman, CEO and majority owner.

Tommaso Vincenzi is Executive Director of Sanlorenzo, and will manage and coordinate the company through the Yacht and Superyacht business units, while Carla Demaria remains CEO of Bluegame and Giovanni Pomati is still CEO of Nautor Swan.

Vincenzo Soria is Sanlorenzo Chief Sales Officer, overseeing Sanlorenzo Sales Management. The Group also created the Corporate General Management division, which has been entrusted to Pier Francesco Acquaviva.

The High End Service and Charter Fleet remains under Luca Cristino, who is also CEO of Simpson Marine Group, which represents Sanlorenzo and Bluegame across Asia-Pacific, and recently opened an Australia office in Sydney.

Sanlorenzo Asia-Pacific hosted the spectacular grand opening at the Jones Bay Wharf. Sanlorenzo's SD126 semi-displacement tri-deck superyacht and SX76 crossover yacht were berthed beside the Bluegame BGX63, marking its country debut.

The event featured exclusive partnerships with Chopard and Technogym, and was spearheaded by Simpson Marine, whose representation of Sanlorenzo and Bluegame expanded from Asia to Asia-Pacific following the dealership's acquisition by the Group.

Cristino attended the Sanlorenzo Australia office opening along with other senior management including Nick Stratton, Simpson Marine's Chief Sales Officer and Sanlorenzo Asia-Pacific's Vice-President of Sales.

"Sanlorenzo's expansion into Australia is a testament to our commitment to serving the Asia-Pacific region with excellence. The debut of the Bluegame BGX63 and our iconic models, the SX76 and SD126, signals the next chapter in our mission to bring the ultimate yachting experience to new audiences," Cristino said, citing Sydney, the Gold Coast and Perth as "epicentres for yachting activities".

Australia is among the world's top 10 countries for superyacht ownership and the leader in Asia-Pacific, with at least 145 yachts over 30m according to the Asia-Pacific Superyacht Market Report 2024.

"The opening of Sanlorenzo Australia emphasises our confidence in the Australian market as a key player in the global yachting scene… with over 2.5 million recreational boats registered across the country, including a significant segment of high-end motoryachts and superyachts," said Joachim Howard, Country Sales Manager for Sanlorenzo Australia.

Sanlorenzo Asia-Pacific and Sanlorenzo Australia plan to participate in key events such as the Sanctuary Cove International Boat Show from May 22-25.

Meanwhile in Vietnam, Sanlorenzo Asia-Pacific staged the grand opening of Sanlorenzo Vietnam's lifestyle showroom in Ho Chi Minh City in collaboration with O2H20 Vietnam, the local division of O2H20, a private jet and superyacht specialist founded in 2021 by Alexandre Heng.

Heng attended the event with Sassy Nguyen, CEO of O2H20 Vietnam, which was appointed exclusive Vietnam representative for Sanlorenzo and Bluegame earlier in 2024, based in the Hilton Saigon.

The opening ceremony attracted over 100 guests including Italy's Consul General in Ho Chi Minh City, Enrico Padula, his wife Milena Padula, President of the city's Consular Club; and a number of other consular and business-executive invitees. Stratton and Tom Allen, Simpson Marine's Hong Kong Sales Manager, were in attendance.

Last summer, Sanlorenzo Asia-Pacific delivered eight luxury yachts to its clients over a busy season for the Italian shipyard and its APAC representative. The yachts handed over included two units of the SX88, and an SX100. The biggest was the 44.5m aluminium Alloy from Sanlorenzo's Superyacht range. Ys

apac.sanlorenzoyacht.com
simpsonmarine.com

Nick Stratton, Luca Cristino and Joachim Howard; Sanlorenzo Vietnam's lifestyle showroom in Ho Chi Minh City







Simpson Marine displayed (from the left) the Bluegame BG42, Bluegame BGX63 and Sanlorenzo SL90A, at the Thailand International Boat Show (TIBS) at Phuket Yacht Haven in January

TAKE A BOW, THAILAND

Simpson Marine brought a very busy year to an end, and started strong in 2025, with events in Pattaya and Phuket.

Simpson Marine again demonstrated its commitment to showcasing Thailand as a premier yachting destination with a busy calendar of events throughout 2024 – including a recent private viewing of the Sanlorenzo SX76 in Pattaya and participation in November's Thailand Boat Festival at Phuket Yacht Haven – by shining a spotlight on why Thailand's cruising grounds are capturing the attention of yachting enthusiasts across Asia, and globally.

In a fitting finale to the year, Simpson Marine hosted an exclusive private viewing of the Sanlorenzo SX76 in Pattaya that gave select guests an intimate experience aboard one of the most successful and versatile yachts in the Sanlorenzo fleet.

Known for its elegant design and long-range cruising capabilities, the SX76 balances performance and luxury to make it an ideal vessel for extended cruising adventures in the pristine waters of Thailand and beyond. Its innovative features include an open-plan layout and seamless indoor-outdoor living spaces, perfect for exploring the region's abundant islands, pristine coastlines and renowned cruising grounds.

With its strategic location and growing marine infrastructure, Pattaya provided the perfect backdrop for the December event. Attendees could immerse themselves in the luxurious ambience the SX76 offers, while exploring the unique cruising opportunities that Thailand's eastern seaboard provides.

Prior to the to the SX76 private viewing, Simpson Marine played a key role in November's Thailand Boat Festival at Yacht Haven in Phuket, showcasing a diverse line-up of yachts. The Sanlorenzo SL118, which is available for charter, was the largest yacht on display. She represents the pinnacle of elegant yachting with a timeless design and spacious interiors. Alongside her, the sleek Fairline Targa 45 wowed visitors with its sporty performance and comfort, while the Beneteau GT41 brokerage yacht added versatility to the line-up.

The Thailand Boat Festival brought together yacht enthusiasts, charter clients, and industry leaders to celebrate the country's growing prominence as a yachting destination with its crystal-clear waters, countless islands, and world-class marinas.

Beyond its natural beauty, recent updates to Thailand's policies surrounding superyacht chartering and marina developments signal a bright future for the region's yachting industry.

"As we reflect on the success of these recent events, Simpson Marine is proud to be at the forefront of Thailand's growing yachting scene. From exclusive private viewings to large-scale boat shows, we remain committed to bringing the very best of luxury yachting to this thriving destination," said Nick Stratton, Chief Sales Officer of Simpson Marine.

"We are looking forward to 2025, with exciting new events and initiatives planned to further establish Thailand as the premier yachting destination in Asia."

Kicking off the new year, in early January Simpson Marine held the Thailand premiere of the Sanlorenzo SL90A at the Thailand International Boat Show (TIBS) and presented a TIBS debut Bluegame yacht, the BGX63, as well as showing the BG42 at the show held at Phuket Yacht Haven. The Bluegame brand is part of the Sanlorenzo Group.

simpsonmarine.com



The private viewing of the Sanlorenzo SX76 in Pattaya



The Sanlorenzo SX76 is ideal for cruising adventures in Thailand



© GILLES MARTIN-RAGET

The Lagoon 51 features integrated solar panels and large outdoor areas

LAGOON 51 FITS HONG KONG GRADE 2 LICENCE

Asiamarine has announced the sailing catamaran as the largest vessel operable with a Grade 2 boating pleasure vessel licence in Hong Kong.

Asiamarine has declared the Lagoon 51 sailing catamaran as "officially the largest boat you can operate with a Pleasure Vessel Operator Grade 2 Certificate in Hong Kong". The yacht's new categorisation follows Lagoon's recent option to reduce the extension at the aft end of the boat, so bringing the yacht's length to just under 15m (50ft), satisfying Grade 2 criteria.

"This exciting development simplifies the process for sailing enthusiasts, allowing for easier self-operation or the recruitment of a crew," Asiamarine stated. Grade 2 is the entry-level Pleasure Vessel Operator Certificate (PVOC) available from Hong Kong's Marine Department.

Alexandre Tricot, Lagoon Brand Manager at Asiamarine, said: "This is a game-changer for sailors in Hong Kong. When you buy a yacht with a Grade 2 licence, you want to make the most out of your licence, and this boat is the best you can get.

"The Lagoon 51 not only offers comfort and style but also opens up new possibilities for exploration on the water. We are glad to provide our customers with this exceptional opportunity.

The Lagoon 51 *(Review, Issue 67)* debuted in 2022 spearheading the French builder's new era of sustainability, with the model offering the option of integrated solar panels on the coachroof and flybridge hard top. The fully developed flybridge is among many developments upon the Lagoon 50, which the 51 succeeded.

The Lagoon 51 offers over 1,000sqft of living space. One popular layout option includes a huge owner's suite occupying the starboard hull and featuring a large, walk-in closet, as well as a further three guest cabins in the port hull. Accommodation is also available in a more symmetrical four-cabin, four-head layout or even with six cabins.

A Lagoon 51 is available for a viewing in Hong Kong through Asiamarine, which has represented the world's leading pleasure catamaran builder since earlier this year. Headquartered in Hong Kong, Asiamarine also has offices in Thailand, Philippines, Vietnam and Singapore, and covers new and pre-owned yacht sales, charter and yacht management, plus superyachts under Fraser Asia.

asiamarine.com



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© NICOLAS CLARIS

The aft cockpit offers covered dining and lounging. The huge saloon offers masses of seating



The Swift Trawler 54 is among Beneteau's newest motoryachts

THAILAND DEALER FOR BENETEAU, EXCESS

Now representing both Groupe Beneteau brands, Primus Marine is headed by co-founder Howard Prime and has offices in Bangkok, Pattaya and Phuket.

Primus Marine has been appointed as the exclusive Thailand dealer for Beneteau and Excess Catamarans. Founded last year, Primus Marine is led by Howard Prime, formerly the Thailand Country Manager for Simpson Marine, where he oversaw the sales of brands including Beneteau. The French builder's sailboats include the First, Oceanis, Oceanis Yacht and Figaro ranges, while its motorboats include the Flyer, Antares, Gran Turismo and Swift Trawler series.

Prime, co-founder and CEO of Primus Marine, said: "It's tremendously exciting to be partnering with Beneteau for sales and after-sales across Thailand. Having been resident in Thailand for over five years, while working in the industry, I've personally delivered many new Beneteau yachts to their owners, ranging from First dinghies and keelboats right up to the flagship Grand Trawler 62.

"Beneteau will continue to flourish in Thailand, which has some of the world's best cruising grounds. With a competitive racing scene encompassing regattas such as the Phuket King's Cup, there's an event for every type of yacht owner. Our team are looking forward to growing the Beneteau customer base and delivering excellent customer services via our offices in Bangkok, Pattaya and Phuket."

Following the conclusion of its multi-market representation by Simpson Marine, Beneteau has been creating a new dealer network across Asia. Having appointed Asiamarine for sailboats and NextWave Yachting for powerboats in Hong Kong, as well as Amal Yachting for Taiwan (sail and power), the new partnership with Primus Marine further expands support for customers across the region.

Erwan Her, Beneteau Asia-Pacific's Sales Director, said: "With offices across the country, Primus Marine is the perfect partner to represent Beneteau and will not only enhance our presence in Thailand but also improve customer service and engagement.

"We are committed to providing exceptional experiences for our customers, and with Primus Marine's dedicated team, we can achieve this goal more effectively. Together, we'll work to build a vibrant Beneteau boating community in Thailand and I'm confident that this partnership will lead to exciting new ventures and a stronger brand presence in the region."

Primus Marine has also been appointed as the country-wide dealer for Excess, the fast-growing sailing catamaran brand launched by Groupe Beneteau and which now produces the Excess 11, 13, 14 and 15 models.

Cosmas Grelon, Asia-Pacific Sales Manager for Excess, said: "I'm confident Primus Marine will represent Excess at its best in Thailand. Despite being a newly established dealership, their team led by Howard [Prime] brings a wealth of experience and is highly motivated to deliver an exceptional customer journey."

An Excess 11 is scheduled to arrive in Thailand at the start of the year, with Prime stating that the young brand's sailing cats are ideally suited to exploring the country's spectacular cruising grounds.

"These catamarans have a dynamic look, remarkable colours and sophisticated lines, and are a joy to sail. This is what new sailors are searching for – Excess is built for them," he said. "We have some exciting new stock boats arriving in the Kingdom, so we look forward to meeting many of our future customers during 2025 and introducing them to the brand."

beneteau.com
excess-catamarans.com
primus-marine.com



Beneteau's First 44 is among the brand's sailing models



An Excess 11 sailing catamaran is headed to Thailand



Paolo Vitelli, long a familiar face at Cannes Yachting Festival

PAOLO VITELLI: 'VISIONARY LEADER'

A giant of the luxury yachting industry, the Italian entrepreneur built the family-owned Azimut-Benetti Group into a global leader.

Paolo Vitelli, who founded Azimut in 1969 and acquired Benetti in 1985, passed away on December 31, 2024, at the age of 77, with his 55-year yachting career drawing tributes from around the world. Vitelli built the Azimut-Benetti Group into one of the world's biggest builders of luxury yachts, topping the Global Order Book for 24m-plus yachts for the past 25 years.

His daughter, Giovanna, heads Azimut-Benetti, having succeeded her father as Chair in early 2023, the year Benetti celebrated its 150th anniversary. In recent years, Paolo Vitelli was also involved in hospitality activities, with the family owning hotels in the mountains of Italy and France.

Marco Valle, CEO of Azimut-Benetti Group, paid tribute to Paolo Vitelli: "Goodbye Dr Vitelli, visionary leader and extraordinary entrepreneur who deeply shaped the history of the yachting industry worldwide. Reflecting on my 28 years in the company by his side, from my first steps as an apprentice to my role today, I feel grateful for the trust, mentorship and opportunities he provided.

"Together with his daughter and our Chair, Giovanna Vitelli, we will continue to evolve in his memory, inspired by the vision, values and relentless pursuit of excellence he championed. Just as he loved the mountains, we will keep pushing forward, embracing new challenges and reaching new heights in his honour. My heartfelt condolences go to Giovanna and the entire Vitelli family."

Born in Turin on October 4, 1947, Vitelli graduated with a degree in Economics and Business in June 1970 after four years of study. In 1969, he created Azimut as a side business to rent out sailing boats.

Vitelli with daughter Giovanna, Chair of Azimut-Benetti, and Marco Valle, CEO of Azimut-Benetti



A year later, Dutch shipyard Amerglass appointed Azimut as its dealer in Italy, and others soon followed. Vitelli then moved into production, initially with Amerglass, and Azimut soon made a name for its fibreglass yachts.

In 1985, he bought the Benetti shipyard and created the Azimut-Benetti Group, which currently includes both motoryacht brands, the Lusben refit service and Yachtique design studio.

Today, Azimut builds yachts ranging from 13-44m across the Atlantis, Verve, Fly, S, Seadeck and Grande series. Benetti builds superyachts from 34-108m across the Class, Motopanfilo, Oasis, B.Yond, B.Now, B.Century, B.Loft and Custom families.

The Group has five shipyards in Italy (Avigliana, Savona, Viareggio, Livorno and Fano), one in Brazil (Itajai), and launched a Corporate Academy in 2023. It has over 2,000 staff, employs more than 4,000 people in related industries, and oversees about 140 points of sale and service worldwide.

Azimut-Benetti's diversification and investments have included the construction of new marinas in Italy (Varazze, Viareggio and Livorno), Malta (La Valletta) and Russia (Moscow). In 2004, Azimut-Benetti bought into Fraser and acquired 100 per cent ownership by 2017 before selling the brokerage house to US distributor MarineMax in 2019.

In 1997, the President of Italy awarded Vitelli the title of Cavaliere del Lavoro "for having distinguished himself singularly in the shipbuilding industry". From 1998-2006, Vitelli was President of UCINA (now Confindustria Nautica) and received the Campione della Crescita (Champions of Growth) prize for heading the leading Italian company in terms of growth, innovation and globalisation from 2001-2006.

Vitelli was Honorary Consul for Norway from 1974-2018 and a member of the Italian Parliament from 2013-2015.

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The exterior design of the Azimut Fly 62 is by Alberto Mancini, who drew inspiration from recent trends in the automotive world and SUVs

DESIGNED TO GAZE UPON THE SEA

Azimut's success in attracting owners in the Asia-Pacific will only be enhanced by the new and innovative Fly 62, which is also proving popular in this region, explains Chief Commercial Officer for Europe, Middle East, Asia Pacific and Africa.

WORDS **CRAIG HURST** PHOTOS **AZIMUT**

The beach cockpit transom opens outwards and the sofa is lowered, to eliminate visible barriers and create a large sunbathing area close to the sea





Enrico Chiaussa, Azimut Chief Commercial Officer for Europe, Middle East, Asia Pacific & Africa



The Fly 62's beach cockpit transom when the sofa swivels to become flat

Launched in July 2024 at the Avigliana production plant in Italy, then officially unveiled in September at the Cannes Yachting Festival, the Fly 62 is not just an updated model in one of Azimut's most-representative series – the builder calls it a milestone in the evolution of the segment.

The new model in the successful series follows the Fly 72 launched a year earlier and represents a milestone in the evolution of flybridges, led by the unprecedented beach cockpit transom that opens outwards while the sofa is lowered, eliminating all physical barriers and creating a large sunbathing area close to the sea that is unique for a yacht in this segment.

The Fly 62, at 19.2m (63ft 1in) in length, embodies Azimut's continuous pursuit of innovation and experimentation – aiming to deliver unique and fresh onboard experiences with every new model.

"For each project, our designers, engineers, and everyone involved in crafting a yacht share a primary goal: to envision spaces, uses, and solutions that bring new emotions and inspirations to owners and their guests. This philosophy has always been part of Azimut's DNA, and today, it has led us to introduce a groundbreaking concept to the market," said Enrico Chiaussa, Azimut's Italy-based Chief Commercial Officer for Europe, Middle East, Asia Pacific & Africa, who has risen through the sales ranks since joining the Italian builder in 2008.

For a segment traditionally characterised by a more separate access area to the water, Azimut's response is radical in its apparent simplicity: to reinvent the cockpit and turn it towards the stern, creating a progressive descent towards the sea.

The Fly 62 also sets a new benchmark for long stays onboard by maximising comfort and versatility while blending harmoniously with the natural surroundings. "To achieve this, we moved the superstructure volumes forward, enlarging the cockpit without compromising the sporty style of the Fly Series, and maintaining the clean, uncluttered lines the series is known for," said Chiaussa.

Powered by twin Volvo Penta IPS 1200 (900hp) engines, the carbon-fibre and GRP hull can reach a top speed of 30 knots



For the interiors, architect Fabio Fantolino created open spaces, with the sea in sight

"Finally, the new hardtop introduces ultra-modern aesthetics that marry perfectly with the horizontal sweep of the hull windows."

Alberto Mancini, based in Monaco, designed the exterior, drawing inspiration from recent automotive trends and the functional and aesthetic revolution of SUVs. The volumes of the Fly 62's superstructure advance towards the bow, allowing the cockpit to be developed while evolving the sporty stylistic form of the Azimut Fly series.

For the interiors, Azimut again collaborated with architect Fabio Fantolino for his second project with the shipyard. Fantolino created open spaces, free of visual obstacles, for a feeling of unrestricted closeness to the sea, while the interior environments have a clean and fresh design, made up of a few essential details.

So what makes the Azimut Fly 62 resonate with Asia-Pacific owners' climates and onboard habits? "Azimut is always open to tailoring to clients' preferences. Most specifically for the APAC region, I would say, are the convertible, sociable and comfortable indoor and outdoor spaces. We are often asked to convert cabins into entertainment rooms, and all of our on-board systems, from



The Fly 62's roomy dinette in the open saloon



The beach cockpit connects seamlessly with the saloon



The lounge area at the bow also offers stunning views in a relaxed setting



Flybridge seating is a space for socialising or simply great vistas

A/C to audio-video equipment, always meet and exceed our clients' expectations," said Chiaussa, who throughout his career has demonstrated a keen ability to navigate diverse cultures and forge strong relationships with partners and clients worldwide.

The standard layout has three cabins plus one for crew, giving the Fly 62 enough berths for up to eight people. There are also three heads, plus one for the crew. Powered by twin Volvo Penta IPS 1200 (900hp) engines, the carbon-fibre and GRP hull can reach a top speed of 30 knots.

"The Fly collection has always been Azimut's bread and butter worldwide and APAC is no exception. The reason why we manage to reach such a broad clientele stems from the Fly series' remarkable versatility," said Chiaussa. "Embodying the company's DNA, each Azimut model brings something new and innovative to the market.

"Our APAC clients tend to be remarkably loyal to the brand, a true testament to the reputation as an industry leader that we have achieved over the decades," he added. "Elegant lines, attention to detail and sophisticated interiors are constantly appreciated by repeat clients who can also enjoy a very high level of service, no matter where they are.

"Part of the success is also surely thanks to our APAC dealers and partners, with whom we have long-lasting relationships."

azimutyachts.com

The owner's suite on the Fly 62, which sets a high standard for long-stay accommodation onboard by maximising comfort and versatility





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A packed Hong Kong International Boat Show displayed 50 in-water yachts

HONG KONG SHOW ATTRACTS 5,000 VISITORS

With 50 in-water vessels at the 25th Hong Kong International Boat Show, plus plenty of stands, parties and presentations, Club Marina Cove hosted another well-organised, four-day event.

WORDS **ANDREW DEMBINA** PHOTOS **HONG KONG INTERNATIONAL BOAT SHOW/*YACHT STYLE***



Asiamarine receiving interest in displayed Lagoon and Galeon models



Visitors enjoying Absolute 56 Fly, Navetta 58 and Navetta 64 models on one side and Princess Hong Kong's Princess 55 on the other



Lawrence Chow of China Pacific Marine distributor and brokerage, as Chair of the Hong Kong Boating Industry Association (HKBIA) welcomed members and guests to the annual show party



Simpson Marine's Sanlorenzo SL86 and SX88 were head-turners

This year's efforts by Club Marina Cove's organising team for the Hong Kong International Boat Show (HKIBS) netted a particularly strong boat and yacht display across styles, in a size spectrum that pushed its upper limits to close to 27.5m (90ft) in length, with some generous beams that stretched to nearly 10m (32ft).

Launched in 1982, the annual show returned to Club Marina Cove in Sai Kung for its first post-Covid edition and attracted about 5,000 visitors. In addition to the 50 boats on display, there were vendors specialising in water sports, engines and other related hardware, software, accessories and yachting-related service providers – including financing, insurance and marine communications.

The mostly recent boat models on display were produced by many of the best-known shipyards and brands in China, Europe, the UK and the US. In-water and on-land exhibitors included some of the most established companies and dealerships based in Hong Kong and beyond.

"In a quarter of a century, the Hong Kong International Boat Show has evolved from a local event into a highly popular global show for both the boating community and the trade in the Asia-Pacific Region. This is made possible with the long-time support of the boating industry and buyers and visitors from around the world," said Winnie Ng, Club Marina Cove General Manager.

"We hope the government could recognise the increasing demand for pleasure-boat moorings and berths. An increase could benefit the industry which, in turn, contributes to more employment and business for shipyards, marine equipment, services and supplies and marine tourism."



A large-format Cox Marine CXO 300 outboard motor at Marine Service Asia's stand

Yacht Style asked a number of exhibitors for their thoughts about HKIBS 2024 on the last day of the show.

Adam Waters, DCH Marine Managing Director said, "The confidence in the market has seemed positive, and people are supportive of us showing Sunseeker [76 Yacht and Manhatten 55 models] – even some of our previous Princess clients. Our Saxdor 400 GTO has had a nice interest; the show always has a high quality of owners visiting."

Galeon's iconic 500 Fly was among a three-model Galeon line-up from Asiamarine, with the regional dealer also showing a Bali Catspace sailing catamaran and an Axopar 37.

"The reception of the Galeon 440 Fly at the Hong Kong International Boat Show was exceptional. Many people stopped to marvel at how spacious the boat becomes when the balconies are dropped down," said Eric Noyel, CEO of Asiamarine, which also announced a new Hong Kong boat club membership at the show. "I was pleasantly surprised by the number of sailing enthusiasts who came to see our Beneteau sailboats – highlighting the great potential of the sailing market in Hong Kong.

"Our Lagoon Sixty 7 was one of the largest yachts on display, and another new model to get attention was the Lagoon 51, designed for Hong Kong Grade 2 license holders."

Distributor Asia Yachting hosted the other largest catamaran on show: The Prestige M8. "We were delighted to bring the Prestige M-Line range of multihull motoryachts to the Hong Kong International Boat Show this year and to display it to the public for the very first time," said Tanguy Tertrais, Asia-Pacific Sales Director



Asia Yachting debuted the Prestige M-Line, including the M8 model



Kelly Yeung and Olivier Besson of Asia Yachting, greeting a fortuitous passing dragon

of Prestige Yachts, who was referring to the M48 also shown, and added that both models received a lot of attention from visitors.

Other stands to show large-format motoryachts alongside their other models included Ferretti Group Asia-Pacific, with local dealer Starship Yachts, where the 88ft 8in Wally WHY200 was striking with its minimalist exterior. Two Ferretti Yachts models were also shown – the FY1000 and the FY500.

Simpson Marine's expansive Sanlorenzo SL86 and SX88 were also very imposing, again some of the largest formats in the show. The dealership's line-up featured yachts and boats from several brands, ranging from motoryachts to tenders, featuring Hong Kong's debut of the Fairline Squadron 58; two Axopar models – the 37 XC Cross Cabin and the 25 Cross Top; and the Highfield Sport 760 RIB.

Regional dealer Marine Italia displayed an Azimut Fly 60 and Azimut Fly 68; local dealer Absolute Marine also showed its Italian models – the 56 Fly, Navetta 58 and Navetta 64 flybridge motoryachts by Absolute Yachts.

Princess Yachts showed the Princess F55. NextWave Yachting presented an Invictus GT280, a Capoforte CX240 model, and Beneteau Antares 12, 9 and 7 models.

VP Yachts showed a Sessa F47, a Leopard 46 power catamaran, and a Dufour 41 sailing monohull, with a senior representative for the French shipyard in attendance.

Jeanneau's Sun Odyssey 490 sailing boat showed alongside a Yacht 55 sibling and Merry Fisher 1095 Sport Coupé and 795 Sport seriè 2 models by the same brand were displayed by local dealer China Pacific Marine, along with a Boston Whaler 325 Conquest.

Lawrence Chow, Project Manager at China Pacific Marine distributor and brokerage, and Chair of both the Hong Kong Boating Industry Association (HKBIA) and the International Council of Marine Industry Associations (Icomia) Asia Working Group said, "This year is the most successful boat show ever – with about 50 boats – it's one of the most impressive boat shows in Asia. And a number of owners brought friends in who were thinking about buying their first boat, which was good to see.



Inside the bar area aboard the Ferretti Group's Wally WHY200



Day boats on show included Saxdor models and power cats included a Leopard 46



Ferretti Group Asia-Pacific with local dealer Starship Yachts displayed the 88ft 8in Wally (bottom right) and two Ferretti Yachts models were also shown – including the FY1000 (bottom left)

"As an exhibitor, it's very well organised – we had a delivery on the afternoon of the first day and the marina was so helpful getting it in place. And one of our boats, the Jeanneau 55 [an Asia premiere], had to be moved from the show before it ended, for delivery to Hainan due to weather conditions.

Liam Hailstone, Commercial Operations Manager at MSA, showcasing yacht after-care and maintenance services, said feedback to the company's displayed large-format Cox Marine outboard motors had engaged visitors. "The CXO300 and 350 were a talking point with a lot of people we've met," he said on the last day of the show. "Especially when they hear about the demonstration boat we are building that has two of these mounted at the stern. It's been a good show for us."

MSA was among the hard-stand exhibitors along with Voyager Risk Solutions, a leading yacht insurance and financing firm, the Hong Kong office of global brokerage house Ocean Independence and others.

Meme Poon, founder and General Manager at Grandtech International Engineering – displaying two types of filters at the show: one for fuel, the other for drinking water – said, "We had good responses for our two newly launched products. We had interest in Go Filter, which cleans the fuel, set to the owners' preferences.

"And our French Eaux water purifiers had captains and 'boat boys' saying the system would save time and space rather than having bottled water brought on board. Brokers said they'd consider offering to clients, and a Chinese shipyard showed interest."

On the second day of the show, the HKBIA held three events. In a conference on recent marine events in Hong Kong, Chow noted that the government in Hong Kong recently made announcements on marine tourism being a good avenue to explore. He hoped an HKBIA letters sent to the government on this matter, containing proposals which date back a few years, may have helped officials notice opportunities and needs in the marine industry and by leisure users.

Hong Kong berths and breakwater sites were at the top of the wish list – followed by needs for more infrastructure for boating/marine activities, waterfront restaurants, watersports facilities and holding major racing/rowing events.

The largest parties and networking events of note at the boat show comprised of the annual HKBIA Cocktail, Simpson Marine's 40th Anniversary Party, Fraser Asia's Superyacht VIP Night, DCH Marine's by-invitation cocktail held over two late afternoons/evening, and the Jeanneau 55 launch party, held jointly by parent-company office Beneteau Asia-Pacific and the brand's dealership China Pacific Marine.

hkinternationalboatshow-cmc.com



Hong Kong's debut of the Fairline Squadron 58 was presented by Simpson Marine



The Argo Marina showcased many European brands during the show in Kaohsiung

TIBS MAKES A TRIUMPHANT RETURN

Record-breaking 77 yachts exhibited, with 12 sold during four-day Taiwan International Boat Show.

The first all-outdoor Taiwan International Boat Show (TIBS) concluded on December 1 in Kaohsiung. Spanning the city's four major marina zones, 77 yachts were showcased – the record for most yachts on display at TIBS. In addition, the four-day exhibition showcased yacht accessories, marina management systems, and design tools, providing the international yacht industry with a firsthand look at Taiwan's innovative capabilities as a hub for yacht manufacturing.

The show was spread across four marina areas on the island's southwest coast. The Argo Marina focused on European brands, Kha Shing Pier 22 Marina and Horizon City Marina showcased Taiwanese builders, and Basin No. 3 featured sub-40ft boats for sale.

PLATFORM FOR INTERNATIONAL BUYERS

Over 350 visitors from 42 countries and regions attended, including Vietnam, Singapore, Thailand, Japan, and Brazil, along with nearly 14,000 industry professionals, many of whom were key executives from prominent international associations.

Officials from the Italian Yacht Association, Singapore's ONE°15 Marina Club, the Republic of Singapore Yacht Club, Vietnam's Ho Chi Minh Computer Association, Japan's JSP, and the Philippines' ALS Marine Center attended the show.

GLOBAL GATHERING

Yacht brands from 12 countries were at TIBS, including global luxury yacht brands Azimut (Italy), Sanlorenzo (Italy), and Ocean



Events such as the opening ceremony encouraged interaction between exhibitors and buyers



Horizon City Marina showcased Taiwanese builders



Cutting-edge unmanned technologies on display at Basin No. 3 included Godex Boating's Seashark series



Kha Shing Pier 22 Marina hosted the Monte Fino 125 Trideck, F76 Flybridge and 66 Voyager

Alexander (Taiwan), as well as brands from France, Greece, Japan, Poland, Spain and other important yachting nations also took part.

Additionally, events such as the opening ceremony and networking dinner, yacht test rides, sunset party, shipyard visits, and buyer meetings encouraged interaction between exhibitors and buyers. Members of the international media, including *Yacht Style*, along with overseas guests visited with leading Taiwanese yacht manufacturers.

LUXURY AND INNOVATION

The exhibition showcased not only luxury yachts, but also cutting-edge unmanned technologies developed in Taiwan, as well as the Jiou Cing JCAL-8 Sport yacht that is being developed to be one of the island's first flying yachts.

Other highlights on display at Basin No. 3 – which opened in October mainly for recreational yachts 40ft and under – included Godex Boating's Seashark series, a project between Cadcam Marine and well-known drone producer Thunder Tiger, and Corum Yachts' Piranha 9 unmanned vessel that received significant interest from buyers in Central and South America and the Middle East.

Kha Shing Enterprise showed three Monte Fino models – the 125 Trideck (125ft), F76 Flybridge (76ft) and 66 Voyager (70ft) – while Horizon's CC105 Explorer (105ft) and Ocean Alexander's 28L (95ft) were also among leading local builds.

British builder Princess Yachts was well represented by its S66, V40 and V50, while Japan's NJM NSC265 was also on display, drawing considerable interest from fishing enthusiasts.

Italian builder Azimut Yachts had an impressive four-model display comprising the Fly 68, Fly 53, Magellano 60 and Magellano 53, and held a celebratory event for the launch of the new dealership for Azimut in Taiwan: Supreme Yachts.

Also among yachts built in Italy, Absolute showed a Navetta 58, while Simpson Marine displayed a Sanlorenzo SX88 superyacht and a Bluegame BGX73. Amal Yachting, one of Taiwan's leading yacht dealerships, exhibited a Ferretti Yachts 500.

TWELVE YACHT DEALS REACHED

The exhibition was also successful in sales, with12 yacht deals reached including Ocean Alexander's 28L, Grand Harbour Yachts' Ruby 72, and Hylas 44 from Horizon City Marina and Kha Shing Pier 22; Argo Marina saw the sale of the Princess V50, Antares 11 FLY, Saxdor 320 GTC, Saxdor 205, and XO Boats EXPLR 9; while Basin No. 3 recorded sales of a King Fisher 697, Stabicraft 1550, and two Cadcam 650HT series speedboats. Meanwhile, an Azimut Magellano 60 represented by Supreme Yachts held its delivery ceremony during TIBS.

Jack Chen, longtime Chairman of the Taiwan Yacht Industry Association that includes 59 local shipyard members, said the show will continue its biennial scheduling, with the next edition slated for 2026.

boatshow.tw **Ad by TITA**

Sanlorenzo SX88, one of the larger European yachts on show





The second edition of Boating Sanya on Hainan Island kicked off with a bang in December

BOATING SANYA RETURNS

There was plenty to talk about after the second edition of Hainan's leading boat show at the Sanya International Yachting Centre public marina.

The 2024 edition of Boating Sanya in Hainan Island, China was held from December 5-8, 2024 at the Sanya International Yachting Centre.

Displays at the second edition of the show included a number of international luxury yacht brands such as Azimut, Bali, Beneteau, Catana, Dufour, Evadne Yachts, Ferretti Yachts, Jeanneau, Lagoon, Leopard, Nautique, Saxdor, Sessa, Sunseeker, as well as local shipyards such as Easter Yacht and Diamond. Simpson Marine was among the leading in-water dealership exhibitors.

The many exhibitors presented a wide variety of motoryachts, sailboats, equipment and accessories, diving gear, marina developers and pontoon suppliers, resort products, maritime organisations and clubs, watersports clothing, and water-related art and literature.

The first edition of Boating Sanya was held at the same location in April 2023, soon after the public marina officially opened. The four-day exhibition took place on 13,000sqm of land – almost the size of two football pitches – and 129,100sqm of water, according to organisers.

The show collaborated with the nearby yacht marina in Sanya Port "to present a world-class yacht bay lifestyle", while a yacht river cruise was among new features. Other highlights included the China Yacht Awards Ceremony, video and photography competitions, and the Yacht Fashion Lifestyle Market, as well as cocktail parties and social functions.

During the Boating Sanya Forum, a speaker-packed afternoon conference, several informative and engaging seminars and round tables took place with topics such as 'Chinese yacht brands expand overseas', 'Development trends of eco-friendly energy yachts' and 'Yacht industry and high-end lifestyle'.

"With its rich content and engaging discussions, the Boating Sanya 2024 Forum set a high benchmark for future events and left participants inspired to shape the next chapter of the yachting industry," said conference moderator Samuel Xu.

boatingsanya.com



The exhibitors displayed a wide variety of motoryachts, sailboats, equipment and accessories



The Boating Sanya Forum was a speaker-packed afternoon conference

THE GEORGE GROUP

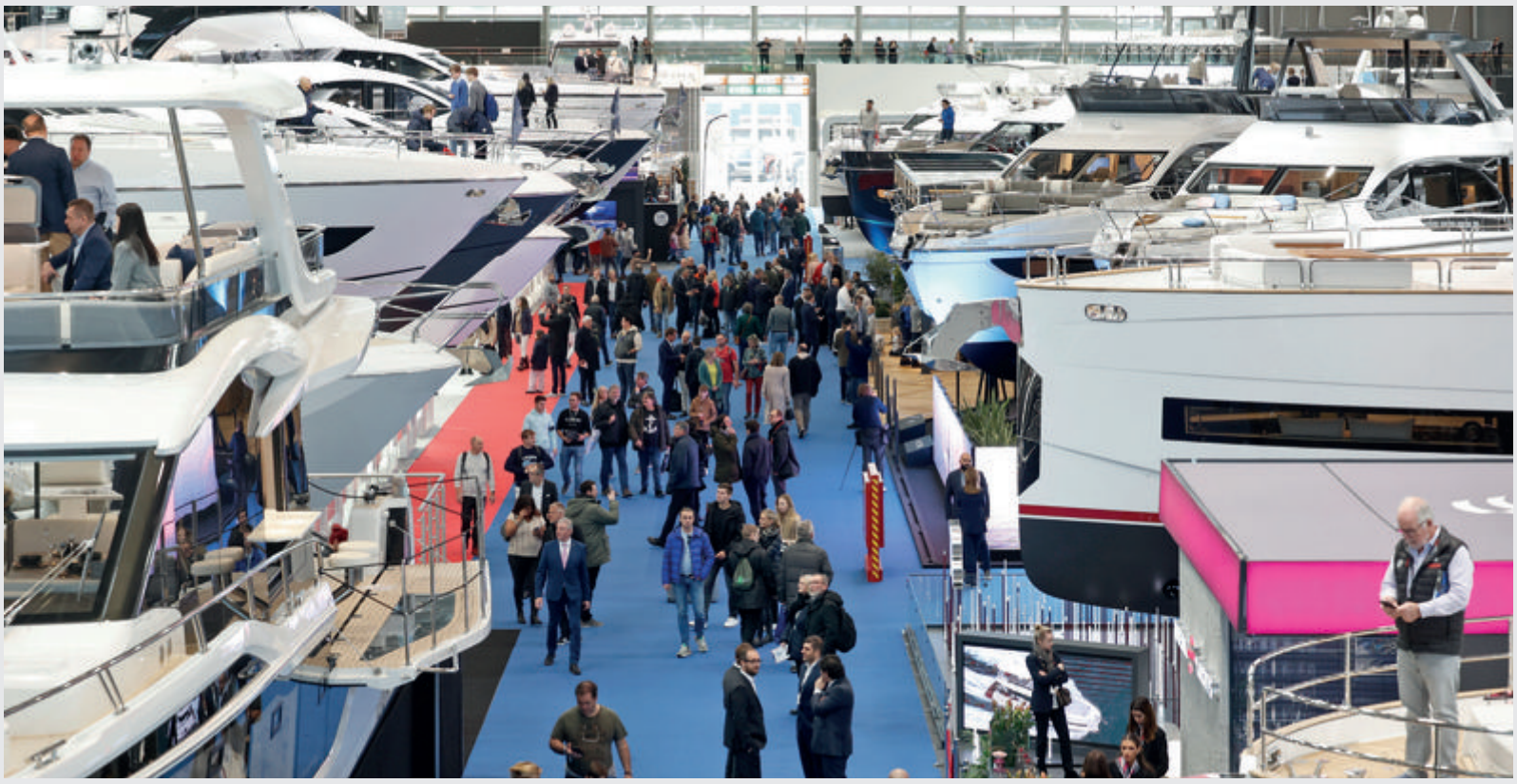
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Hall 6 at Messe Dusseldorf is home to the largest motoryachts at the nine-day indoor show

THE GREAT INDOORS

Boot Dusseldorf again provides the boating highlight of the European winter, as Sunseeker, Princess, Azimut, Ferretti Group, Sanlorenzo, Bluegame, Galeon and Absolute again lead the displays in Hall 6.

WORDS **CLAIRE LIM** IMAGES **BOOT DUSSELDORF & SHIPYARDS**

Sunseeker will stage the world premiere of the new-generation Manhattan 68 among its seven models in Hall 6 at the 56th edition of Boot Dusseldorf (January 18-26). Spanning 16 exhibition halls covering 220,000sqm, the nine-day indoor show at Messe Dusseldorf is again expected to attract well over 200,000 visitors and feature more than 1,000 boats, including many world and Germany debuts.

Sunseeker's 2025 version of its Manhattan 68 sports a sleeker profile, new outdoor upholstery, and fresh layouts for the flybridge, cockpit and interior areas, where accommodation options include three or four cabins and separate staircases for the owner's suite and guest cabins.

The largest boat in the British builder's seven-strong line-up is the Ocean 156, an 82ft 6in flybridge motoryacht with a 21ft 6in beam and a volume of 156GT. The Ocean 156 had its global debut at the 2024 Southampton International Boat Show before its US premiere at the Fort Lauderdale International Boat Show.

The Poole shipyard's Boot display features other new models including the Predator 55, which had its world premiere at the Cannes Yachting Festival last September. The stand will also feature a Superhawk 55 – a Boot 2023 debutant – as well as a Manhattan 55, Predator 75 and a 76 Yacht.

Princess, celebrating its 60th anniversary in 2025, will host a six-model line-up on the other side of Hall 6, which is again dedicated to the show's largest yachts. The Plymouth builder will host the world premiere of the F58 flybridge motoryacht and the Dusseldorf debuts of the S80 and S65 sportbridge models.

The Princess stand will include the Y85 and Y72 flybridge motoryachts, as well as the first outing of the 60th-anniversary edition of the V40, among a series of events celebrating six decades since the Plymouth builder was founded in 1965.

In the centre of the hall, Azimut will display five models featuring exterior designs by Alberto Mancini: Grande 26M (86ft), Fly 53, Fly 62, Seadeck 6 and Seadeck 7, with the latter three debuting in Germany after world premieres last year.

The Fly 62 features interiors by Fabio Fantolino, who first collaborated with Azimut on the Fly 72. The new Seadeck series of

CGI of Sunseeker's new Manhattan 68, among world premieres at Boot 2025



Azimut's display includes the new Seadeck 6 (pictured) and Seadeck 7 models





Brabus Marine will debut its Shadow 1200 Sun-Top Black Ops Signature Edition



Boot Dusseldorf has a reputation for attracting serious buyers

coupe motoryachts features a 'Fun Island' beach club with drop-down sides, interiors by Matteo Thun and Antonio Rodriguez, and reduced emissions, with the Seadeck 7 the first yacht to feature a hybrid-electric version of the Volvo Penta IPS drive.

Ferretti Group models at Boot include Pershing's new GTX80, Ferretti Yachts 500 and Wally's wallytender48. Fellow Italian builder Sanlorenzo will showcase its new SP92 coupe – which debuted at Cannes in 2024 – alongside a BG74 and BGX63 by sister brand Bluegame, while Absolute will display its 47 Fly, 52 Fly, Navetta 53 and Navetta 64.

Galeon's six-model display is led by the world premiere of the 435 GTI, which is the inboard version of the 435 GTO (Grand Touring Outboard) that had its world premiere at Boot last year. The Polish builder will also show a 'refreshed' version of the 640 Fly – which debuted at Boot 2018 – and a 480 Fly from its flybridge range, as well as the 450 HTC, 410 HTC and 335 HTS coupe models.

Prestige is staging a world premiere of an F-Line model along with the new F5.7 and the M48, the first model in the French builder's multihull range, while Spanish shipyard Astondoa and Dutch builder Steeler are also expected to show multiple models in Hall 6.

In Hall 4, Axopar planned to unveil the Axopar 29 in its XC and ST versions, show multiple versions of its 25, 28, 37 and 45 lines, and debut the Axopar Adventure Collection clothing line with Sail Racing. Brabus, its sister brand, will premiere the Shadow 1200 Sun-Top Black Ops Signature Edition.

Saxdor is hosting the world premiere of its 320 GTC facelift and the Germany debut of the 340 GTWA alongside the 270 GTO, 320 GTO, 400 GTO and 400 GTC.

In Halls 4 and 5, world premieres include XO's all-aluminium Explr 44, the Scandinavia version of Marex's flagship 440, Aquador's flagship 400 Hard Top, Aiata's Wayfinder 38 and De Antonio's D29, plus electric boats like the X-Shore 1 Bowrider and Frauscher x Porsche 850 Fantom.

Nimbus is staging the Germany debut of its flagship 495 Flybridge alongside a 305 Coupe, the enclosed C11, semi-enclosed W11, and open T8 and T11 models. Other country premieres include Maxim's Max 43 Comfort and the Yot 41 powercat from Catana Group.

French sister brands Beneteau and Jeanneau will be present in multiple halls. Beneteau's outboard powerboats in Hall 4 comprise the Antares 9 (new), 11 and 12, and Flyer 8 Sundeck, 9 Sundeck and 10, while Hall 1 is home to its Gran Turismo 41 and 45, and Swift Trawler 41 and 54 inboard models. Its sailboats in Hall 16 include the First 18, 30 (new), 36 and 44, Oceanis 37.1 and 46.1, and Oceanis Yacht 54 and 60.

Jeanneau's nine powerboats will be in Hall 1 and range from a DB/37 inboard to four Cap Camarat models (9.0 WA Série2, 10.5 CC, new 10.5 WA, and 12.5 WA) and four Merry Fisher weekenders (895 Série2, new 895 Sport Série2, 1095 Fly and new 1295 Coupé).

In Hall 16, its sailing boats include four Sun Odyssey models (new 350, 380, 410, 440) along with the Jeanneau Yachts 55 and 60, the brand's two biggest models. In the same hall, Dufour will have three models, with the 37 and 41 joined by the 44 that debuted at Boot last year.

Nautor Swan, now represented in Asia by Simpson Marine, will display a Swan 58, ClubSwan 43 and ClubSwan 28, designed by Juan Kouyoumdjian and the smallest sailing boat ever produced by the Finnish builder, which will also show the Swan Shadow in the motorboat halls.

The Excess 11 in Hall 16 has been billed as the only sailing catamaran at Boot 2025, while the all-new Dragonfly 36 Performance Cruiser sailing trimaran will be among world premieres.

boot.com

Sister brands Beneteau and Jeanneau both exhibit motor and sailing boats across multiple halls





DUBAI SHOW SHINES IN HARBOUR

Dubai Harbour hosts the Dubai International Boat Show from February 19-23, again offering a spectacular setting for yachts and marine products from around the world.

Executive Vice President of Dubai World Trade Centre (DWTC) since 2005, Trixie LohMirmand oversees the company's diverse portfolio of events including the Dubai International Boat Show. The UAE-based Singaporean explains why she's looking ahead with confidence to the 31st edition of the Middle East's biggest boat show, which will be held for a fourth successive year at Dubai Harbour, part of Shamal Holding's property portfolio.

How has the Dubai International Boat Show evolved since it moved to Dubai Harbour in 2022?
Since resuming in 2022 at its new venue, Dubai Harbour, the Dubai International Boat Show has undergone significant advancements. After the 2024 edition, a long-term partnership between the show and Dubai Harbour was announced, securing state-of-the-art infrastructure and an impressive venue for the future.

The Dubai International Boat Show again promises to elevate the region's maritime lifestyle against the stunning backdrop of Dubai Harbour, the city's premier seafront district. Nestled among Dubai's most iconic landmarks – including Bluewaters, Dubai Marina and Palm Jumeirah – the venue offers seamless water access to vibrant coastal destinations.

This year's event will leverage its surroundings, with a layout adjacent to the Cruise Terminal. Visitors can expect an enhanced showcase of cutting-edge marine technology, luxury yachts and sustainable solutions, paired with a reimagined hospitality experience. From immersive lifestyle activations to elite networking opportunities, the show guarantees an unforgettable journey into the future of the maritime world.

Once again, the show will be preceded by the annual Dubai Boat Show Leisure Yachting Conference. With over 200 experts discussing innovation, sustainability and regulation, it's the definitive platform for transformative dialogue and where global maritime leaders converge to shape the industry's future.

Whether you're an experienced seafarer or exploring the marine lifestyle for the first time, the Dubai International Boat Show remains the MENA region's most prestigious and established event, drawing annual participation from leading local and global shipbuilders.

Why is Dubai Harbour an ideal venue for the show?
Hosting the show for the fourth consecutive year, Dubai Harbour has cemented its status as one of the MENA region's largest and most advanced marinas. This dynamic leisure marine hub embodies Dubai's visionary ambitions and complements the innovative, luxurious essence of the Dubai International Boat Show.

With approximately 700 berths and able to accommodate yachts up to 160m, Dubai Harbour provides a world-class maritime facility. It offers full home-port solutions, allowing direct access to the open waters of the Arabian Gulf while catering to the needs of both guests and crew.

Will the 2025 show layout differ from previous years?
This year's show will occupy the same stunning location as 2024, with significant expansions at both ends. Twenty additional berths will be added at the entrance, and both the tented areas and the outdoor footprint will increase in size, offering visitors and exhibitors a larger, more dynamic experience.

Abdulla Binhabtoor of Shamal Holding and Trixie LohMirmand, organiser of the Dubai International Boat Show



The Dubai Boat Show Leisure Yachting Conference





Sunreef and Sunseeker are among international exhibitors



Ferretti Group is also a major exhibitor

What new developments can visitors and exhibitors expect in 2025?
Each year, the Dubai International Boat Show evolves to deliver a world-class experience aligned with Dubai Harbour's dynamic growth. Over more than three decades, the event has transformed from a local gathering into one of the Middle East's most renowned maritime showcases.

Following its 30th anniversary in 2024, the 2025 show will continue to highlight the best in superyacht craftsmanship, luxury living and watersports, attracting enthusiasts and industry leaders worldwide. This year's features will include expanded activations for daytrippers, specialised trade sectors such as Equipment Supplies & Services, Marine Luxury & Lifestyle, Dive MENA, and an impressive on- and off-water display of cutting-edge vessels.

The Dubai International Boat Show has evolved into a key stage for luxury real estate, showcasing stunning waterfront projects. For the 31st edition, developers like Damac, Sobha and Omniyat reflect the growing demand for bespoke marina living.

Meanwhile, the new brokerage section features industry leaders like Burgess, Behnemar and Royal Yachts. This space connects visitors with experts, offering tailored insights into premium yacht acquisitions.

We can also confirm an exciting collaboration with Dubai Offshore Sailing Club and The Captain's Club to offer thrilling on-water experiences. Visitors can immerse themselves in sailing and motor-boating, adding a dynamic element to the show.

Blending innovation and elegance, the Dubai International Boat Show will again celebrate the marine lifestyle at the heart of one of the world's most forward-thinking cities.

What percentage of visitors and exhibitors come from outside the UAE?
A significant portion of the show's audience hails from outside the UAE. Last year, the top 10 visiting countries included the USA, Germany, Italy and France, alongside strong representation from GCC nations such as Saudi Arabia, Qatar and Kuwait, as well as local UAE participants.

What is the current state of the yachting market in Dubai and the UAE?
The UAE maintains a pivotal role in the global superyacht industry, attracting high-net-worth individuals (HNWIs) and luxury enthusiasts from around the world.

With the number of HNWIs in the UAE projected to surpass 228,000 by 2026, Dubai's position as a luxury destination and superyacht hub continues to grow, supported by its strategic location, business-friendly environment and expanding marine infrastructure.

Dubai is home to over 20 billionaires and approximately 72,500 millionaires who value exclusivity and exceptional experiences, solidifying the UAE as a key player in the luxury yachting world. Across the country's 4,500 berths, the most popular vessels range from sleek motoryachts to spacious superyachts, catering to the diverse tastes of its affluent audience.

This high-profile market sector continues to receive support on a federal level, with projects like the Dubai Reef enhancing the emirate's appeal as a premier destination for marine tourism, resonating with the lifestyle and luxury themes central to the Dubai International Boat Show.

As the world's largest purpose-built reef development, the Dubai Reef project not only showcases groundbreaking innovation but also underscores Dubai's commitment to environmental stewardship.

With 20,000 reef modules set to be deployed over the next three years, this project directly supports initiatives like the Dubai Economic Agenda D33, the UAE's Green Agenda 2030, and the UN's Sustainable Development Goals. It embodies our city's vision for a sustainable future, complementing the innovation and excellence that define events like the Dubai International Boat Show.

boatshowdubai.com



Held adjacent to the Dubai Harbour Cruise Terminal, the show venue offers visitors stunning views of the city skyline



Organisers are expecting more than 13,000 visitors to this year's Singapore Yachting Festival at ONE°15 Marina Sentosa Cove

SINGAPORE YACHTING FESTIVAL RETURNS IN APRIL

ONE°15 Marina Sentosa Cove will host the four-day event featuring an increase in exhibition and festival space from April 10-13, 2025.

ONE°15 Marina Sentosa Cove Singapore is set to present the third edition of the Singapore Yachting Festival (SYF). Anticipating close to 13,000 visitors, SYF 2025 will boast a significant increase in exhibition and festival space, incorporating new elements including a more than 1,000sqm land-based exhibition hall, a dedicated superyacht zone, and more on-water leisure marine activities.

Other developments for the 2025 edition include later show opening hours with more comfortable weather conditions hoped for by holding it a few weeks earlier, and there is strong interest from a line-up of returning exhibitors to book their berths. Extending the show's offerings to include wider categories such as waterfront properties, luxury watches, jewellery, and other lifestyle exhibits, alongside marine equipment across the on-land displays will offer a variety to pique visitors' interest.

Among the returning exhibitors in 2025 are Ferretti Group, Simpson Marine, Azimut Yachts, Marine Italia, Leopard Catamarans, Seabob, Sunsail Yacht Ownership, and The Moorings Yacht Ownership. The yachts on display will, once again, include the popular 55.7m M/Y *Galileo*.

LAND EXHIBITION

The land-based exhibition hall will present the newest trends, technologies, and sustainable offerings across a wide range of marine and lifestyle products and services. This will include a diverse array of businesses such as engine manufacturers, equipment suppliers, navigation systems, interior designers, bespoke tourism providers, property developers, luxury car makers, and aviation companies.

Additionally, the VIP Lounge is strategically positioned within the exhibition, and will offer an exclusive space for high-profile visitors to conduct private meetings and rub shoulders with like-minded individuals.



Leopard Catamarans displaying several of its power and sailing multihulls last year

"The Singapore Yachting Festival 2024 was a great event," said Paul Grange, COO/Owner of Marine Italia Ltd. "Apart from being busy and enjoyable, the festival was also a great success for Marine Italia and Azimut Yachts and we are thrilled to confirm that following the show [last] April we sold two of the new boats that we displayed at the show to new Singapore clients. For us, it was definitely one of the better shows that we have participated in, in Asia."

SUPERYACHT ZONE

Surging wealth and investment in Asia means a steadily rising demand and focus on superyachts. To cater to this growing interest and facilitate the ongoing expansion of the superyacht industry in the Asia-Pacific region, the show's 2025 edition will feature a dedicated superyacht zone, including an exclusive superyacht lounge.

The lounge will provide a sophisticated atmosphere for prospective buyers and industry representatives to discover the latest offerings from prominent large yacht manufacturers, interact with industry experts, attend private presentations, and fully immerse themselves in the world of superyacht ownership.

LIVE DEMONSTRATIONS AND WATER ACTIVITIES

Building on the success in 2024 of the on-water live demos, additional areas will be designated for exhibitors showcasing and providing hands-on experiences in a range of leisure marine activities, such as fishing, diving, sailing and e-sports to name a few. These interactive elements will create a dynamic, setting it apart from traditional static displays. Visitors will have the opportunity to test out the latest equipment, learn new skills, and gain a first-hand understanding of the excitement and enjoyment that these leisure marine pursuits can provide.

SEA YACHTING CONFERENCE

The Southeast Asia Yachting Conference 2025 (SEA Yachting Conference 2025) is set to return, the day before the show begins, offering a world-class platform to discuss the specific challenges and advantages in the yachting industry across Southeast Asia.

Taking place on April 8-9, this two-day event will bring together a spectrum of international experts and key regional yachting trade to tackle critical topics shaping the Southeast Asia yachting landscape, including Hong Kong and Australasia's influence in the region.

singaporeyachtingfestival.com



The Exotic Car Parade of 2024's show drew attention, and the 2025 edition will see a broader complement of lifestyle exhibits

YACHT style AWARDS 2025



Get Ready for Asia's Biggest Yachting Awards in 2025

The Yacht Style Awards and gala dinner, an established and essential event in the yachting calendar, is set to return on Wednesday evening, April 9, 2025 at ONE°15 Marina Sentosa Cove, on the eve of the Singapore Yachting Festival.

The lavish gala dinner in the Constellation Ballroom will feature an invitation-only audience of more than 350 VIPs, yacht owners and prospects, and major personalities in the yachting industry. It offers an unparalleled opportunity for attendees to network, engage with current yacht builders and distributors, and learn about new models, and hear about trends and innovative solutions shaping the future of the industry.

Recognising the best of the yachting industry in the extended Asia region and internationally, more than 30 Awards categories will be presented, designed to showcase excellence and creative flair in the industry both regionally and globally. Criteria for the yacht categories include innovation, style, build quality, owner experience and a focus on the Asia market.

For further information, ticketing and sponsorship opportunities, please contact: awards@lux-inc.com

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SailGP CEO Sir Russell Coutts and Joel Aeschlimann, Rolex International Sponsorship Manager, celebrate "the dawn of the Rolex SailGP Championship". Rolex said SailGP was "a trailbrazer, representing precision, teamwork and innovative technology"

SIGNIFICANT CHANGES IN ROLEX SAILGP FORMAT

When the Rolex SailGP restarts 18-19 Jan in Auckland and 8-9 Feb in Sydney, the first event of the 2024-25 season, held in Dubai last 23-24 Nov, will be a distant memory, yet it introduced many significant changes.

WORDS **BRUCE MAXWELL** PHOTOS **SAILGP**

First and foremost is the elevation of Rolex as overall events sponsor, giving its branding and exposure the same weight as SailGP itself. No other supporter has been accorded this exalted status in the first four seasons of SailGP.

SailGP is in turn backed by US multi-billionaire Larry Ellison of Oracle computing fame. He has underwritten its operating costs from earliest days when teams called China and Japan appeared in six-strong fleets.

The three other principal sponsors for 2024-25 are transport, logistics and ports specialist DP World, whose subsidiary P&O Marinas bought naming rights for the Rolex SailGP in Dubai, plus Dubai-based Emirates airline, and Mubadala, the United Arab Emirates sovereign wealth fund, which has previously purchased naming rights for sundry events far from its shores, for example in San Francisco, and is paying the expenses of a new team from Brazil this season.

Given this line-up, Rolex SailGP now begins and ends in the UAE, as does the former European pro golf circuit taken over by DP World. Other sports like F1 car racing, soccer and pro tennis have high levels of UAE or Saudi Arabian investment too.

Gone, apparently, are second-wave sponsors such as blockchain platform Near, which played a major role, and Singapore-based cyber currency linked Algorand supporting the much-traded Canadian SailGP team, whose aggressive Kiwi helm Phil Robertson is now "a free agent".







Australian helm Tom Slingsby won the first three SailGP series fairly easily, but faces a tougher time now that key crew have jumped ship. Olympic gold medallist Martine Grael, driving for new challenger Mubadala Brazil, is the first woman to helm in Rolex SailGP races, although each foiler must also have a female tactician



In-tandem pop concerts are now used to attract spectators. In Dubai rapper Tinie Tempah and DJ Craig David performed during the two-day event

The latest official line-up is Australia, New Zealand, United States, Canada, France, Spain, Emirates Great Britain, Rockwool Denmark, Germany, Switzerland, Red Bull Italy and Mubadala Brazil.

Four teams, starting with Britain, have been allowed to include sponsor names in their titles, to obtain better branding. Others may follow suit.

Sir Ben Ainslie relinquished the helm of Emirates GBR part-way through last season, after chequered results, and his replacement, fellow Briton and dual Canadian passport holder Giles Scott, opted to move to Canada under new owner Dr Greg Bailey, a co-founder of Juvenescence and Chairman of Max Insurance. Ainslie, who still "owns" the British team, then appointed Dylan Fletcher, his co-pilot in Britain's unsuccessful attempt to win the 37th America's Cup in Barcelona the month before. The AC was "sailed" in 75-foot foiling monohulls.

Australian Jimmy Spithill, who had been helming for the United States team since SailGP's inception, albeit turning in rather lacklustre performances, likewise resigned during season 4 to become CEO of the new Red Bull Italy challenge, this one introducing Olympic gold medallist Ruggero Tita as driver. The United States' 50-foot foiling cat was taken over by Taylor Canfield, who has yet to make his mark consistently in the upper echelon.

Spain nipped ahead of perennial winners New Zealand and Australia in the so-called ten minute "final" last year, but before that Australia's Tom Slingsby won the first three SailGP seasons convincingly. His chances of doing so again in season 5 took a dive when wing trimmer Kyle Langford jumped ship to Italy during what SailGP CEO Sir Russell Coutts euphemistically calls "the transfer season", as if some soccer-style pool of pro foilers is available to pick and choose from.



Eleven-strong fleet prepares for a slow start off Mina Rashid. France's new boat was still being built, so their season begins in Auckland in January





Peter Burling and Blair Tuke, fresh from winning the America's Cup in foiling 75-foot monohulls, also secured the season-opening Rolex SailGP in Dubai for New Zealand

Chris Draper has replaced "King Kyle" aboard the Australian foiler, while American Leo Takahashi has been signed for the New Zealand "Black Foils" craft run by Peter Burling and Blair Tuke, both men fresh from their latest successful America's Cup defence.

SailGP began season 5 by presenting a world map during live broadcasts, showing the 12 teams and 14 venues that make up the 2024-25 schedule. Starting in Dubai and ending in Abu Dhabi, it was noticeable that these two Emirates were wrongly transposed, not a good start for liaising with the prime sponsors, and the map-maker also located Rio de Janeiro halfway up the Amazon.

That aside, North America provided half the venues in season 4, but is down to a mere three – Los Angeles, San Francisco and New York – in season 5. Breezy locations like Bermuda and Halifax are missing, although we're told the latter may be rescheduled for sometime in 2026.

In Europe, lovely Saint-Tropez is out after several autumn affairs with too little or too much wind, as is Marseilles. Portsmouth has replaced Plymouth and a hiatus since the last English Channel event was held. The tiny Baltic Sea port of Sassnitz near Rostock in Germany is added, and Taranto continues as a surprise Italian venue. Geneva will presumably introduce lake foiling for the first time.

A third event is scheduled for the Middle East before the Abu Dhabi final, at a location yet to be announced, and once the Australia, New Zealand and Brazil legs are added, the logistics of moving 12 50-foot foilers and their entourages around these disparate places must obviously be a complex and costly affair.

As Rolex SailGP Dubai got under way off Mina Rashid, English commentators said token prize money, increased last season from US$1 million to US$2 million, would remain the same for the winner, but Coutts separately issued a media statement saying: "I am pleased to reveal the total prize money has grown to US$12.8 million, a number we intend to increase as we continue to grow commercially.

"This means we can attract, and retain, the sport's brightest stars, while inspiring up and coming future athletes to work hard to gain a place in one of these teams". The "winner takes all prize" has so far been questionably based on one short race, in which anything can and does happen depending on conditions, and there has been little or no coverage as to how the money was spent.

If an additional US$10.8 million is now available, it will be interesting to see how this amount is divvied up among the other 11 contestants, whose five man, one woman crews plus support teams are paid separately for their services.

Another change revealed by the always hyped-up commentators is that, from the Auckland event in January onwards, the foilers will sport new smaller foils in a t-shape arrangement, made of titanium rather than carbon fibre. In tests these have been shown to allow slightly faster 100 kph+ speeds, and provide more control, say the foiling boffins.

France didn't take part in Dubai, as their new boat is still building, and they were awarded average points. Other signs of being not quite ready were evident. The Australian craft had plain white hulls, which one imagines will be replaced by advertising at future events.

When "racing" finally got under way, the familiar "race postponed" signs went up. Biggest rigs were decreed, foiler crews reduced from 6 to 5 to 4, and an already tiny half mile "course" was further shorted. A circa 15-deck cruise liner tied up nearby probably didn't help.

Australia won the third race on day one, when more foiling was possible, to lead the fleet on points going into day two, but collapsed to 10th in the fifth fleet race, so the finals contestants became New Zealand 37, Emirates GBR 34, and USA 32 beating Australia 32 and Spain 32 on a tie-break. New Zealand won that ultra-short affair.

Newcomers Italy and Brazil placed consistently second last and last, the latter helmed by a lady, Olympic gold medallist Martine Grael, who increased female participation in SailGP since it was decreed that each foiler must have a lady tactician aboard.

Pop concerts, introduced last year to try to bolster spectator numbers beyond a substantial base of camp followers, continued in Dubai. Tinie Tempah, one of the most successful British rappers, was featured along with Craig David "and his iconic TS5 DJ set" closing out the finals on Sunday.

sailgp.com

America gets lifted into a top trio podium place in Dubai



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100-footers LawConnect and race record holder Master Lock Comanche lead the fleet out of spectacular Sydney Harbour. Comanche holds the race record of 1 day 9 hours 15 minutes set in 2017

WILD WEATHER CHALLENGES

ROLEX SYDNEY HOBART FLEET

A big blow lay ahead. This feared forecast greeted Philippines and Hong Kong-flagged yachts among 104 starters in the 628 nm 79th Rolex Sydney Hobart Yacht Race. Two sailors later lost their lives in wild weather that saw booms and sheets scythe dangerously across decks. Another crew was miraculously rescued after being swept overboard. Yet most agreed that such tragic outcomes do occur, occasionally, when men and women go down to the sea in ships.

INTERVIEW **BRUCE MAXWELL** PHOTOS **ROLEX AND SALTY DINGO**





Casualties occurred aboard these two more cruiser-oriented entrants. These were the first fatalities since the disastrous 1998 Rolex Sydney Hobart

The two yachtsmen who died were both Australians, Roy Quaden, 55, navigator aboard the McIntyre 55 sail training vessel *Flying Fish Arctos*, and Nick Smith, 65, who was the most experienced crew on the South Australian-based Beneteau First 44.7 *Bowline*. He had four Rolex Sydney Hobarts under his belt.

Luke Watkins, 37, was also washed overboard from the canting-keel Cookson 50 *Porco Rosso*, Ray Roberts' former *Evolution Racing* and *Quantum Racing* in Asian campaigns. Watkins reportedly had to unhook his lifeline or risk drowning while being dragged along, and was remarkably recovered soon after when fellow crew homed in on his personal safety jacket light and locator beacon.

Ernesto "Judes" Echauz became the first official Philippines entrant in a Rolex Sydney Hobart when he bought the TP52 *Celestial* of Cruising Yacht Club of Australia Commodore Sam Haynes, a former IRC overall handicap winner of the event in 2022, and renamed her *Centennial 7*.

Echauz has successfully campaigned another TP52 called *Centennial 3* in recent Rolex China Sea Races and various Asian regattas, as well as the Reichel-Pugh 75 *Centennial 5*, which became the first Philippines yacht to take line honours in a Rolex CSR.

For this outing he had an all-Filipino line-up on *Centennial 7*, listing Teodorico Asejo, Ridgely Balladares, Robin Cruz, Whok Dimapilis, Al Bryan Dulay, Bernard Floren, Jeanson Lumapas, Harry Kim Lumapas, Richly Magsanay, Joel Mejarito, Louie Perfectua, Nico Sanchez, Stephen Tan and Emerson Villena.

Unfortunately Echauz fell foul of the challenging winds and seas too, and *Centennial 7* had to retire with mainsail damage, one of 30 yachts that dropped out mostly in the first two days.

Ironically the man who sold him the yacht, CYCA Commodore Sam Haynes, instead chartered a Volvo Open 70 renamed *Celestial V70*, and revelled in the strong offshore conditions, taking the coveted Rolex Sydney Hobart IRC overall handicap trophy for a second time.

Hong Kong investment banker Geoff Hill, who commutes between Asia and Australia and followed his much-raced *Strewth* with the Santa Cruz 72 downhill sled *Antipodes*, likewise found the weather to his liking and was eighth across the line, despite a spell in the lee of coastal Eden unravelling a spinnaker that had wrapped around the forestay.

Alan Tillyer was navigating, and Hill's crew included more Filipinos, family, business associates and pro sailors. Their "striking



© ASHLEY DART

Luke Watkins went overboard from Porco Rosso, Ray Roberts' former Cookson 50 steed in his Asian campaigns, but was recovered by crew





Ernesto "Judes" Echauz became the first official Philippines entrant, although Andy Soriano also took part aboard Bandido Bandido in 1983

baby blue hull", as Rolex media guru Di Pearson put it, crossed the line in 2 days 17 hours 33 minutes, nowhere near the race record of 1 day 9 hours 15 minutes set by *LDV Comanche* in 2017, but nobody seemed worried, and they soon got stuck into Tasmanian scallop pies.

Gavin Brady, the long-time Kiwi pro sailor with Karl Kwok, who won the Rolex Sydney Hobart in *Beau Geste* back in that memorable year 1997, was aboard Thailand regular Phil Turner's Reichel Pugh 66 *Alive* when it won last year, and returned for the 79th outing – the 14th time he has done the race – but the yacht was the first of several favourites forced out.

Conversely well-known Hong Kong yachtsman Andrew Taylor, with his 75-year-old dad Bruce, steered their Caprice 40 *Chutzpah*, meaning "extreme self-confidence" in Yiddish, to 11th across the line and winner of IRC Division 2.

The 10 yachts finishing ahead of them were all upwards of 52ft, so it was a very impressive result. Bruce was doing his 43rd Hobart and son Drew his 31st, and they have sailed 31 together now, the most by any father and son, which is a record unlikely to be beaten.

Another Hong Kong yachtie, Matt Hanning, formerly of the Ker 40 *Signal 8*, had his Beneteau First 53 *Odin* in the fray, crewed by a few more China Coast sailors, including Willy Roberts. They finished 24th across the line in 4:02:40.

Last but by no means least among Asian-interest contestants was plucky Jiang Huilin, sailing with French pro Francois Guiffant aboard the double-hander *Min River*, a highly competitive JPK 10.80 whose sail number is AUS 888. They finished fourth in a hotly-contested 17-strong class.

Jiang turned up in the European Two-Handed Championship and Rolex Fastnet in 2023 before shipping her yacht to Australia for the



© ASHLEY DART

Father and son Bruce and Drew Taylor, the latter a Hong Kong sailor, have now completed 31 Sydney Hobart Races together



Geoff Hill ex-Strewth entered his Hong Kong-flagged Santa Cruz 72 Antipodes, which also had three Filipino crew including five times Hobart veteran Ferdinand Galleta. They finished eighth across the line

Rolex Sydney Hobart that year and the Sydney-Gold Coast Race, then entered this year's Hobart. The Min River flows through Fujian Province, her ancestral home.

Several of the double-handers are going on to contest the 5,500nm Melbourne-Osaka Double-Handed Race, which begins in March. Launched in 1987, it was last held in 2018, when it was won by *Chinese Whisper*. It is billed at the world's only South-North ocean race.

When yachts lined up on Boxing Day, 26 December, in spectacular Sydney Harbour for their traditional four-tier start, the 100-footers *LawConnect* and *Master Lock Comanche* led the way from *Wild Thing*. Another usual big boat contender, *SHK Scallywag* owned by Lee Seng Huang, whose Australian assets include Sanctuary Cove and Hayman Island, was racing elsewhere.

At the back of the pack, 32-ft *Maritimo Katwinchar* was the oldest boat ever to start a Rolex Sydney Hobart Yacht Race. The ketch was originally built in 1904 at the Watney Brewery in London, and extensively restored recently by Riviera and Maritimo motoryachts founder Bill Barry-Cotter. Veteran pro Michael Spies was at her helm.

Barry-Cotter himself was aboard another 100-footer, the comfortably outfitted Oyster *Maritimo 100*, together with brother Kendal and Maritimo executive Phil Candler. Mark Richards, who has skippered a series of *Wild Oats* maxis to handicap and line honours victories, was meant to be aboard as well, but had to pull out at the last minute.

Smallest yacht in the fleet, however, was the 9.3m *Kismet*, not to be confused with *Yacht Style*'s review last issue of Lürssen's 122m *Kismet*. The name refers to one's destiny or karma. *Kismet* the sailboat was designed by John Illingworth and Harald Penrose, built in 1955 on the





Oldest boat in the fleet was 1904-built Maritimo Katwinchar, while Sean Langman in the 9.3 m Kismet beat two larger yachts home



Jiang Huilin continued her impressive results sailing this competitive JPK 10.80 in double-handed divisions. Min River flows through her ancestral home in Fujian Province

Huon River in Tasmania, and skippered on this occasion by the very experienced Sean Langman, who has sailed in 32 prior Hobarts.

But whereas she finished in 4 days 20 hours 29 minutes, beating two larger yachts across the Derwent River line in the process, this was not the endgame for many other starters.

After clearing Sydney Heads, the fleet ran before a brisk 20-25 knot nor'easter and across a lumpy, confused sea. Forecasts showed a strong sou'westerly front coming through before they reached Bass Strait, Tasmania and its southern capital, Hobart.

When leading lights *Master Lock Comanche*, *Alive* and the much-fancied Reichel-Pugh 72 *URM* pulled out, followed by reports of two possible deaths, Australian media looked back to identify the last time fatalities occurred.

This was the terrible 1998 race, when six sailors died, five yachts sank, and 55 crew were rescued after a serious rogue low pressure system developed along the rhumb line to Hobart. Helicopter recovery efforts amid towering waves were simply stupendous, or else many others would certainly have been lost.

Hugo van Kretschmar, raised in Hong Kong, was Commodore of CYCA at the time. He faced a hostile media conference in Hobart, supported by Lachlan Murdoch of New Corp, who had been sailing on that year's line honours winner, American IT billionaire Larry Ellison's *Sayonara*.

He said that although CYCA organisers did their utmost to ensure safety, ultimate responsibility lay with the skipper of each yacht to decide whether to continue or retire. CYCA Vice Commodore David Jacobs reiterated this position now. Sailors in offshore races also sign a declaration accepting personal liability if anything goes wrong.

Media weren't so sure. Could CYCA not have postponed the race if they thought the weather too inclement? Jacobs said no, but oddly enough, van Kretschmar's own father Constant, a former Commodore of Royal Hong Kong Yacht Club, had argued successfully for a postponement of the similar-distance China Sea Race in 1976, when a typhoon came up the track from Manila.

Australian Jack Rooklyn's maxi *Ballyhoo* was sailing in that event. A packed RHKYC Compass Room weather briefing heard meteorologists hedging their bets as to possible wind strengths, directions and sea states. Finally a laconic Aussie voice drawled "any chance of snow?" and the race was postponed for 28 hours.

The CYCA *could* do the same. In fact it did so quite recently, due to covid. This year's maximum 45 knot gusts were decidedly bracing, but were adjudged hardly comparable with a typhoon or cyclone.

The Rolex Sydney Hobart is such an institution in Australia anyway. Delays can be almost unthinkable. Everyone watches the locked-in 90-minute TV coverage of the start, if not from the thousands of spectator boats, or at vantage points around Sydney Harbour.

It occurs during the lunch break of the Boxing Day cricket test, where Australia is playing a visiting team, on this occasion India, and as the tail-end yachts struggle up the Derwent into Hobart, it is time to turn our collective attention to the Australian Open tennis in Melbourne.

Nautical scribes, as opposed to general media, would be aware that sou'westerly or westerly fronts come through quite regularly in the Roaring Forties, and that Hobart is situated at 43° S. Situation normal.

Most of the early damage actually occurred when the wind was still astern, as crew tried to handle hard running conditions in confused seas.

Also 30 yachts is a substantial, but not extreme, number of retirements. In 2004, for example, 57 yachts retired in more severe weather. This occurred, as we discovered when back ashore, at the very same time as the Boxing Day Asian Tsunami, in which 228,000 people died.

Everything is relative. During this same late December 2024 period, a kayaker was lost in Port Phillip Bay, a scuba diver was killed by a shark off Queensland, and 10 others lost their lives in separate beach and river-related incidents.

Roy Quaden and Nick Smith will be dearly remembered by family and friends, and by colleagues for their many qualities. Men and women – in this year's race a record 135 of the latter – will still go down to the seas in ships, for whatever fate awaits them. See Psalm 107, often quoted in church services, such as before the dreadful 1979 Fastnet.

For the record, *LawConnect* took line honours by a much wider margin than her last gasp victory, by a few seconds, over *Comanche* in 2023, followed by *Celestial V70* and *Wild Thing*. This trio were so far ahead that the premier IRS order was little changed, going to *Celestial V70*, then *LawConnect* and *Wild Thing*. For more detailed class results, see website below. Ys

rolexsydneyhobart.com



CYCA Vice Commodore David Jacobs, IRC handicap overall winner Sam Haynes, skipper of Celestial V70, and Laurent Delanney of Rolex SA

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Teams Vayu and Hollywood battling it out for honours in the IRC Zero class



Forty-four keelboats and multihulls were spread across eight classes

36TH PHUKET KING'S CUP REGATTA SEES TIGHT BATTLES TO FINISH LINE

Honoured by Her Royal Majesty helming, TP52 Team Vayu captured Class Zero title on final day of racing.

The 36th Phuket King's Cup Regatta, held from November 30th to December 6th, saw 720 sailors competing in 71 races, featuring over 40 keelboats and 150 dinghies. The regatta is held annually in early December. This edition, His Majesty the King Rama X and Her Majesty Queen Suthida participated to celebrate His Majesty's 72nd birthday or sixth cycle.

Queen Suthida, who has sailed with Team Vayu on several occasions over the last year, once again participated aboard *Vayu* (THA72) in the IRC Zero class. Their Majesties also presided over the awards ceremony at Beyond Kata Resort, where the participants and winners were honoured.

This year marked the debut of Disabled Sailing in the Phuket King's Cup Regatta, with seven competitors, led by Peter Jacops, sailing specially modified boats. Disabled Sailing Thailand launched two SV14 dinghies, designed for easy access by sailors with disabilities.

In the Monohull Cruising division, Igor Ginzberg's *Wind of Change* (NEU) claimed victory, with Philippe Dallee's *Swan II* and William Wu's *Team Whitewave* finishing second and third. Tim A. Hartnoll's historic gaff rig, *Cariad*, finished fourth, captivating all with its beauty. In the Multihull class, John Newnham's *Twin Sharks* (GBR) won, followed by *Trident* (GBR) and *Compass Rose* (THA).

The dinghy series concluded on the final day, with Prin Subying winning the ILCA4 U18 female title. Other top winners included Ton Rattana (ILCA4 U18 male) and Kan Kachachuen (ILCA6 Open).

In the Open Skiff U17 class, Punthita Werotjanakul claimed the title, while Bowonnan Chanram triumphed in the ILCA7 OK Dinghy class.

Suthon Yampinid and Kram Chantarawinij won the International 420/470 Open Class despite a disqualification in the final race. In the Optimist classes, Prapassorn Kaewpron and Adison Ein were crowned champions in the female and male divisions, respectively.

This year, the regatta used an arbitration system to resolve protests efficiently, with Tom Sheppard serving as the adjudicator.

The Phuket King's Cup Regatta was strongly supported by the Phuket Province and the Governor of Phuket, contributing to its success and its seamless organisation.

Key sponsors included Kata Group (host sponsor), The Tourism Authority of Thailand – "Amazing Thailand", Centara Hotels & Resorts, RMA Group, Ford, Coca-Cola Haad Thip PCL, Garmin Thailand, Ricoh Thailand, and National Telecom Public Company Limited.

The event also brought economic benefits to Phuket, particularly to the Kata Beach area, as competitors and spectators were constantly engaging with local businesses.

In closing, Kevin Whitcraft, President of the Phuket King's Cup Regatta Committee, expressed pride in the event's success, with increased participation and closely contested racing. He highlighted the continued growth of the Phuket King's Cup Regatta, reinforcing its position as the most prestigious regatta in the region.

kingscup.com

King Maha Vajiralongkorn Phra Vajiraklaochaoyuhua at the tiller with Queen Suthida Bajrasudhabimalalakshana and Team Vayu during the final day of racing



© GUY NOWELL

Thailand's King and Queen at the closing ceremony, where they presented the awards





Sailors enjoyed themselves as the Beneteau Cup Hong Kong took on a rally format

BENETEAU CUP ENTERS NEW ERA

The annual Beneteau Cup Hong Kong started a fresh chapter, with the event now run by Asiamarine, the brand's new sailboat dealer.

With Beneteau celebrating its 140th anniversary in 2024, the French brand's annual Hong Kong sailing event changed hands as the event was organised for the first time by Asiamarine. Founded in 2021 and held each autumn, the Beneteau Cup Hong Kong adopted a new rally format under the new organisers, with the dealership hosting the event in collaboration with Beneteau's Asia-Pacific office.

Held in November, the fourth edition welcomed 14 Beneteau sailboats ranging from 26-51ft and "over 100 enthusiastic sailors, uniting seasoned professionals, enthusiasts and sailor families," according to Asiamarine, which was announced as the Beneteau sailboat dealer for Hong Kong in March 2024.

The fourth Beneteau Cup Hong Kong began with a rally departing from Repulse Bay. With wind ranging from 4-7 knots on the day, participants navigated a scenic course to Cape D'Aguilar and Castle Rock, then back, completing the rally within a four-hour timeframe.

VIP guests followed the course of the rally aboard the official spectator boat, a Lagoon 560 sponsored by its owner. The celebrations continued with a prizegiving ceremony and afterparty at Aberdeen Boat Club's Middle Island clubhouse.

Erwan Her, Beneteau's Asia-Pacific Sales Director, attended the event and highlighted the event's significance.

"The fourth Beneteau Cup was a unique one as we celebrated Beneteau's 140th anniversary, blending the brand's legacy of craftsmanship with the shared passion for the sea," he said. "Congratulations to all the participants and to the Asiamarine team for making this such a memorable occasion."

Asiamarine impressed participants as the dealership successfully took over organisation of the event. Alexandre Tricot, Brand Manager of Beneteau and Lagoon at Asiamarine, was a key part of the organising team, having previously won the event as a participant.

"It's an honour for Asiamarine to organise this, bringing together the sailing community in Hong Kong," Tricot said. "We're thrilled to expand this community even further in 2025, not just increasing the sale of Beneteau sailboats across Hong Kong and Singapore but having more people fall in love with the sport."

The Beneteau Cup Hong Kong also raised over HK$11,000 (US$8,800) for the Heep Hong Society, a local charity supporting children and youth with diverse needs. The event's sponsors included LQV, Clean Max, Optical 88, Vines & Terroirs, Ullman Sails, Taittinger, Only Beverage, Mystic Island, Mazu, Corona, Determinant, Franck Muller, Pedro and Bain Marie.

asiamarine.com
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The one-day event attracted 14 Beneteau sailboats. Asiamarine and Beneteau Asia-Pacific organised the event

MACIF Santé Prévoyance skipper Charlie Dalin (FRA) is joined by a flotilla of boats as he crossed the finish line to win the gruelling Vendée Globe solo around-the-world race. Arriving at dawn on January 14, 2025 in Les Sables d'Olonne, France after a record-breaking 64 days, 19 hours, 22 minutes and 49 seconds of racing 27,668 nautical miles at an average speed of 17.79 knots non-stop, Dalin beat the previous best time set in 2016 by Armel Le Cléac'h (74 days and 3 hours) by more than nine days.

vendeeglobe.com

©VINCENT CURUTCHET / ALEA





Enrico Gennasio (right), Marco Massabò (middle), respectively the owner and CEO of Cantieri di Pisa shipyard, with their Chief Designer Antonio Luxardo at Cannes Yachting Festival 2024

CANTIERI DI PISA
CHARTING A ROADMAP TO SUCCESS

In a conversation with Enrico Gennasio and Marco Massabò, respectively the owner and CEO of Cantieri di Pisa shipyard, at the Monaco Yachting Festival 2024, Yacht Style *learned about the ambitious course it now follows.*

INTERVIEW **GAEL BURLOT** PHOTOS **CANTIERI DI PISA**



The fully in-build carbon-fibre 80 Veloce (above, CGI render) has been an exercise in technology, including the construction of the moulds in-house for both the hull (seen in the photo below) and the superstucture

The renowned Cantieri di Pisa historic Italian shipyard, founded in 1945 in Pisa, Tuscany, began as a producer and repairs facility for small boats, before growing to larger-scale production, from which its reputation grew. It was bought by today's owner Enrico Gennasio in 2021, after a period of closure.

The new era of Cantieri di Pisa has been marked with robust growth and passionate aspirations under Gennasio's ownership, Marco Massabò's day-to-day leadership and last year's appointment of Antonio Luxardo – co-founder of Optima Design – as Chief Designer. This new chapter has commenced with the introduction of a new range of motoryachts with three series which blend traditional elements that respectfully nod to Cantieri di Pisa heritage, with contemporary touches.

The yard location in Pisa continues to promise the highest quality of builds, aided by the abundance of quality marine suppliers in the vicinity.

Tell us about your background, how you ventured into the shipyard business by acquiring Cantieri di Pisa in 2021 and your first directions since then.

Enrico Gennasio: We have a strong industrial background since my main business is Lombardy-based Alfagomma Group, which operates globally in the production of integrated systems for industrial and hydraulic fluids, employs close to 5,000 people – and, by the way, has a long-established presence in the Asia Pacific Rim since 1989.

It's a group with a very strong engineering background because of the high technology required in the sector. Alfagomma is vertically integrated, involved not only in product research and development but also in the development, design, research and manufacturing of machinery and equipment. As we construct our own machinery for processing, we keep our innovations confidential with regard to the technology involved. Our customer base includes key players with high-content technology in the oil and gas, mining, shipping, shipbuilding and defence sectors.

Linking a strong industrial background and a very long-held passion for motorboats – being a boat owner since I was 19 – I was given the opportunity to acquire Cantieri di Pisa. I saw this shipyard venture, from an owner's perspective, with a lot of aesthetics needed but often insufficient technical content in the manufacturing. As my main business is an integrated one where subcontracting is non-existent, I looked further than Cantieri di Pisa and saw that too much in the boating industry relies on subcontracting, which from my point of view, can lead to losing a grip on the progress of a brand's production and manufactured product technology.

For example, the first boat that we designed and have started to manufacture – the fast 80 Veloce is a fully carbon-fibre boat, which was an exercise in technology: from the construction of the moulds in-house for the hull, to the superstructure and every piece of the composite material. That's the direction we want to go for – we want to be in control of our technology and therefore of our quality and future.

When I acquired the shipyard, Cantieri di Pisa had a fantastic brand image thanks to a brilliant history, iconic name and products. However, it was sitting idle for a few years. To draw a parallel, when you don't play tennis for three years, no matter how good you were before, you have to start again and shake the rust out.

Thus, we decided to start in a strong way, on refits with a priority to refit Cantieri di Pisa boats. Over 740 units had been produced historically, so we worked on presenting the ideal refit centre for the existing fleet. We have already done quite a few refits of Cantieri





The Polaris 48, a model in the reimagined line that was originally launched in 1961 with a 13.2m cruiser; CGI render

di Pisa boats. It was a good 'warm-up exercise' for the team and an ideal timing for us to fine-tune our organisation. We have made great achievements over the past three years, and we received very encouraging testimonials from satisfied customers.

In fact, our shipyard has more requests than it can handle, and we are actively looking at three additional facilities. Currently, we have 50,000sqm of facilities, including a 600m-long quay, equipped with a 300-tonne travel lift and a 20-tonne crane.

Simultaneously, we started to design the new-generation Cantieri di Pisa range, which we displayed at the recent Cannes and Monaco shows.

During the 2024 Cannes Yachting Festival, the vision projected by Cantieri di Pisa really stood out as a 'comeback', with the presentation of nine new projects. Some asked whether this might be overly ambitious. How would you respond?
Marco Massabò: We are happy to hear that as this is the result of a long perseverance, knowing all the resources, shipyard employees and subcontractors mobilised. You can imagine the stress involved, a lot of fine-tuning is needed.



Cantieri di Pisa shipyard and refit facility in January 2025

A lot of passion is also needed, you breathe with the shipyard and probably after three years of due diligence, we have assessed what problems were at the shipyard, with manpower, the facility and suppliers, and we have improved those areas. We know managing nine upcoming models is a huge target, but we will manage it step by step and are concentrating on the smaller models first, right now.

In my view, we can start to focus and manufacture within the 30m to 50m range – to a maximum of 58m – in Cantieri de Pisa's shipyard, and for the 60-100m range, outside of Pisa but still in Italy. With our other models like the 38m and the 48m yachts, made in steel, with superstructure in composite or aluminium, we can find such expertise not only in Italy, but also in the Netherlands and in Germany.

I imagine that in the case of a 90m yacht, an order of, say, €120 million, it would take eight months to a year to sign a contract for us, as we are new to this kind of superyacht build. We do have a strong partnership with megayacht builder, the T.Mariotti shipyard, and we would thoroughly assess such a project with them as a consultant.

Again at Cannes last September, you spoke of the expansion of production facilities, the historic Polaris and Saturno lines, and the sale of Cantieri di Pisa Custom Division's first explorer. You also unveiled a third line: Akhir, the previously successful range, now "redesigned to meet the needs of modern owners while staying true to the brand's historical legacy." Are these areas progressing well?
Marco Massabò: Cantieri di Pisa had three existing product lines historically linked to names derived from astrology: Polaris, Saturno and Akhir.

The Polaris line, a name inherited from the prestigious mythical yacht of the 1960s' dolce vita era, began in 1961 with a 13.2m cruiser, which became the Super Polaris in 1964 with the introduction of a flybridge. The new Polaris series includes yachts of 38m and 48m, extending to the 60m Super Polaris and even larger sizes.



The well-supported hull mould for 80 Veloce

The adventure began with the 48m steel-hulled voyager with a displacement hull featuring EHPH (Eco High Power Hull) wave-piercing technology for long-range cruising and low fuel consumption, and an aluminium and carbon superstructure. With this new model, the aim was to preserve the shipyard's DNA by entering a new voyager-explorer segment, which boasts different proportions and volumes, but still maintains the shipyard's stylistic features such as the ribbon windows, the particular design of the air intakes, and the power.

The second line, Saturno, is more traditional, derived from a reinterpretation of the lines of the 1960s' models, in which the very generous stern, typical of the previous models, has been retained. The main feature of this line is the connection between the beach club, the main deck and the upper deck directly from a transverse external staircase without passing through the interior.

The third line is dedicated to Cantieri di Pisa's most famous line of yachts, the Akhir, including the 44m completely in carbon fibre.

How did the decision to ask architect and designer Antonio Luxardo – co-founder of Optima Design – to collaborate with Cantieri di Pisa as Chief Designer come about, and what notable aspects of new model design has he brought to the table?
Enrico Gennasio: During the first three years of my ownership, I spoke with a number of naval architects and designers, and he was the one that seemed most convincing to be able to handle what we need across design for a whole project. Design is key because we are involved in luxury items with sexy shapes. Yet design goes beyond aesthetics, it's the total concept for each project.

Antonio is positioned like no other to understand the full DNA of the shipyard and oversee all new projects of the shipyard, or else he would not have been able to present nine new models.



Enrico Gennasio (right), Marco Massabò (middle), at the Superyacht Regatta in Barcelona, Spain, in October 2024 during the America's Cup



Chief Designer Antonio Luxardo's Saturno 56 exterior – a reinterpretation of another classic 1960s Cantieri di Pisa line; CGI render



The in-build Akhir 44, the third contemporary take on an a previous popular line is also another completely carbon-fibre in-house build; CGI render



Antonio Luxardo with Enrico Gennasio at the Cantieri di Pisa stand in Cannes, 2024

You mentioned heritage, as the shipyard celebrates its 80th anniversary in 2025: how can you remain faithful to its DNA while evolving into a new era?
Enrico Gennasio: We have significant archives and drawings, since its birth in 1945, not to mention the living testimonials of boats still operating since the shipyard's launch.

It's very important to identify what were the reasons for the success of the legacy products of Cantieri di Pisa. Lines like the Akhir were superb in design and quality, with high performance. These yacht characteristics must be the common denominator of Cantieri di Pisa's strategy for the future.

In the case of the Akhir line, though, it's certainly challenging to modernise such an iconic product: we have to evolve the legacy projects to current requirements of owners without losing their distinguished style that always stood out from others in the industry.

We don't want to ever be a mass- or serial-production shipyard, we want to have a limited number of hulls produced every year, in order to pay attention to those fundamental points which are sometimes not in a product that's made in high numbers. We cannot confuse yachts of this type of size with something like the automotive production process, for instance. We also want to maintain the flexibility of personalisation that boat owners might naturally require.

These specific points are totally underestimated and disregarded by some manufacturers, without mentioning names in the industry.

Regarding customer care and after-sales assistance, which is pretty much unknown at this moment in the industry, at least on the Italian manufacturers' side: if you have a guarantee issue, they don't even have the facilities to solve the problem. The fact that we do refits and we want to maintain this service, as an example of a shipyard that is able to be a problem solver.

It should not be possible to buy a $15-20 million yacht, and then if you face a problem, the manufacturer doesn't step in to help solve a problem they created. Yet this is the case in the industry right now.

I have seen companies in which their legal department receives more attention and resources than, say, the technical or R&D department. This is clearly a sign of disease.

Our motto is we endeavour to take a constructive approach to any problem that may arise, and we stand alongside our yacht owners' problems, to help.

What was some of your encouraging feedback from the 2024 Cannes and Monaco shows, and where will you continue your roadshows from 2025 to develop internationally?
Enrico Gennasio: I am extremely positive about the outcome of these two shows for our company.

We will continue our roadshows, displaying our products and capabilities between the United States, the Middle East and the Asia-Pacific in 2025. There is no pressure, we plan, crawl and walk.

We are interested in any conversation and potential contract anywhere in the world.

At a later stage, we will approach selected markets in a substantial manner, to set up local structures. We can consider a dealer network, for instance. All we need is to have an organisation that is able to stand behind our products.

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Senja, *Pacific High's first 'honeymooner'* phinisi *in full sail*

CARVING A DESTINY IN SULAWESI

Smitten by the traditional double-masted phinisi *sailing yachts of Indonesia, French marine carpenter Yann Martinie de Maisonneuve journeyed from his first self-designed wooden hull to co-founding Pacific High bespoke yacht maker and charter company.*

INTERVIEW **ANDREW DEMBINA** PHOTOS **PACIFIC HIGH & CREDITED PHOTOGRAPHERS**

"The line is not so stable here, it could cut out, so don't worry if it does – it happens," Yann Martinie de Maisonneuve mentions at the start of our conference call, in December 2024. The co-founder and Director of Pacific High, the luxury *phinisi* builder and customised-charter company, was speaking in Sulawesi, Indonesia, while moving forward with his latest hull, *Sanya*, in the company's shipyard.

This in-build Indonesian *phinisi* sailing yacht is Martinie de Maisonneuve's sixth all-hardwood sailing yacht, built with traditional materials, methods and craftsmen as a starting point – with modifications for its performance, passenger experience, and is rooted in his accumulated, hands-on knowledge of crafting yachts there from 15 years ago.

"I arrived in 2009, and started to build my first boat after two weeks," he said. "It took nine months to launch and sail her away, and the same time to learn the Indonesian language. It is very important to be able to communicate effectively with all the boat builders, woodworkers, sailors, and engage with the local community. I would like to think that we [now] play a part in Bira to keep the tradition of phinisi boatbuilding alive.

"Bira, the coastal village where our shipyard is located in South Sulawesi, holds a unique significance as one the few locations in



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The three-phinisi fleet in Raja Ampat

Indonesia where large maritime vessels have been constructed for centuries. This rich tradition fosters a vibrant economy centred around boat building and maritime activities. Our team is composed of multiple generations from this area, including skilled sailors and dedicated carpenters, which cultivates a profound sense of unity and shared purpose.

"Each member of our workforce is deeply committed to their craft, taking immense pride in their contributions. Together, we strive towards a common goal, ensuring that our legacy of excellence in traditional boatbuilding continues to thrive."

This August, *Sanya* – a name of Balinese and Sanskrit derivation, meaning *The First Ray of Light* – is due to be the fourth phinisi hull in the 2018-launched Pacific High fleet. At 36m in length, it will be the second 'honeymooner' model with a single ocean-view master suite and a lower-deck cabin, both en-suite – as is standard in Pacific High yachts. *Sanya* will be a twin sibling to 31m *Senja* (launched in 2021), meaning 'dusk' in Indonesian, which is also built with a single suite on the main deck, and designed with full privacy for couples or small families in mind.

"When first discussing the commission to build 'another *Senja*' – one-master-cabin honeymooner, for two to four passengers – we agreed with the owner that we envisioned *Sanya* becoming the benchmark for our phinisi builds in terms of aesthetics, quality of workmanship, and safety," said Martinie de Maisonneuve.

"While *Senja*'s aesthetic is retained in terms of the overall physical layout, most enhancements that take place may not be immediately obvious. *Sanya*'s length overall is 36m compared to *Senja*'s 31m, with most of the additional space used for a larger engine room, crew quarters, and storage areas. *Sanya* will also feature steel masts instead of wooden ones, though the difference will be hardly noticeable – this change was made for improved longevity and easier maintenance."

Pacific High's other two previously constructed phinisis each have ocean-view suites. *Nataraja* (*Lord of Dance* – a form of the Hindu god Shiva), at 32m in length, also has a Deluxe Cabin, plus an open-air



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Nataraja *(left) and* Dewata*; Dewata and a tender, underway*





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Cultural insights and world-class lifestyle diversions are options during Pacific High charters

dining space with wide panoramas; and 33m-long *Dewata* (2023, bearing the name of an Indonesian term meaning *Divine Being*) has an additional lower-deck cabin, allowing privacy between decks. *Majik*, also launched in 2023, at 42m in length, was a commission from a private investor and is not part of the company fleet.

MARITIME PASSION LEADS TO CREATION OF PACIFIC HIGH

Growing up on the scenic coast of western France, Martinie de Maisonneuve's connection to the ocean was immediate. Pursuing formal training in naval carpentry, a foundation was laid for a career marked by creativity, a keen interest in precision, and respect for traditional shipbuilding.

In 2009, when Martinie de Maisonneuve ventured to Bira, the heartland of the country's phinisi boat-building tradition on the edge of Indonesia's Banda Sea, after immersing himself in this craft, he began devising ways to harmonise the centuries-old techniques with modern building and design innovations, which are still constantly evolving.

Today, additional key elements of Martinie de Maisonneuve's take on phinisi building melds fusing the functional and luxurious while remaining fundamentally connected to the cultural and environmental contexts of their operation base, often drawing inspiration from Indonesia's storied maritime heritage.

For him, a completed phinisi yacht is more than a mode of transportation. "It is a vessel of exploration, comfort, and cultural immersion," he said.

Martinie de Maisonneuve's first sailboat build in Bira in 2009, *Zirbad* – meaning *The Land Below the Wind*, used in Indonesian in reference to the Malaysian and Indonesian stretch of islands dimensions in Borneo and Sulawesi waters – was 22m in length with a beam of 4.5m. "She was a local *lambo* – which is very similar to a [single-masted-sailing] sloop," said Martinie de Maisonneuve. "I sailed her from 2010 to 2015, for about 70,000 nautical miles, first personally and then as a charter operation, before selling her to a private owner."

Following the years of sailing *Zirbad*, came his second construction: *Nataraja*. This 32m phinisi was the first to embody Martinie de Maisonneuve's true 'traditional build meets elevated modern comfort' spirit.

In 2018, a fortuitous crossing of paths with Danish couple, Peter and Charlotte Galsgaard occurred. They fell in love with the charm of phinisi yachts and the seas of Indonesia, during one of Martinie de Maisonneuve's cruises, and the three brainstormed, which led to an enthusiastic partnership and launch of Pacific High luxury phinisi cruising company. The elevated revamp of *Nataraja* and the setting of new service standards got the ball rolling, establishing the fledgling operator's hull number one.

MEMORABLE CRUISES AND PHINISI-OWNERSHIP PLANS

With the company in progress, the co-founders' agreed direction for the charter-guest and potential phinisi-owner experience would focus on "client-centricity", which had the biggest hand in determining the





In-build Sanya*, due to join the fleet this summer, takes shape in the shipyard in Bira, Sulawesi;* Zirbad, *Yann Martinie de Maisonneuve's first Bira build, photographed in 2010*



Martinie de Maisonneuve, hands-on in the yard with Sanya *construction, December 2024*

direction of future builds. "Our mission is to deliver highly-personalised yachts, tailored to individual preferences, ensuring exclusivity and satisfaction," Martinie de Maisonneuve explained.

Through Pacific High, he pursues the vision of offering guests an authentic connection to some of Asia's coastal beauty and rich seafaring traditions, while laying the groundwork for an expanded presence across the luxury travel landscape.

This has been given solid potential by a strong core team formed since 2018. Alongside the three co-founders, Johanna Mérer – with extensive experience navigating Indonesian seas and overseeing operations – joined as Partner and Fleet Director; and Clarice Jamain, initially General Manager, became Head of Sales and Business Development in January 2025, leveraging her expertise to expand Pacific High's reach. Fabien Audibert became Pacific High's new General Manager in January 2025 – with over 20 years of experience in luxury yachting and hospitality, he brings a strong track record in operational and client service excellence.

With a comprehensive approach encompassing design, construction, ownership, and management of private luxury yacht charters, Pacific High offers curated travel experiences. Furthermore, the company has expanded its offerings to include luxury management services and some exploring into seedling propositions that Martinie de Maisonneuve had been researching and begun planning before co-founding Pacific High – including waterfront development and investment, and private aviation services within the Asia-Pacific.

THE SHIPYARD

The Pacific High shipyard in Bira, Sulawesi, is the first of its kind: a dedicated facility that spans 5,000sqm with an 80m seafront, providing ample space for operations. Capable of accommodating up to four new builds simultaneously, each with a length overall of up to 65m, the shipyard is an impressive phinisi-building site.

A one- or two-master cabin yacht takes between 13 to 16 months to build, depending on the level of customisation and changes to the original design while under construction. A 40-50m yacht would take 24 to 28 months.

Looking ahead, Pacific High continues its niche within the traditional yacht-building sector with a new collaboration with



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Dewata *in her full exterior and indoor, main-deck glory*

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The alluring main-deck master suite aboard Senja *(left) and* Nataraja*'s generous covered dining and lounge areas*

Alur Biru Maritim (ABM) – a joint venture between the Korean conglomerate ST International and SLM (Sinarmas LDA Maritime) – a collaboration between Indonesia's Sinar Mas, owned by the Widjaja family, and France's Pacemar, owned by the Louis-Dreyfus family, which commissioned *Sanya*. "ABM and SLM CEO Matthieu Lavoine sailed with us in Raja Ampat on *Senja* a few years ago and appreciated our service and yacht experience; starting discussions between us in 2023 and the signing of *Sanya* in 2024," said Martinie de Maisonneuve. "Our partnership is strong and we are aiming to build several yachts together, along with other development plans.

"Pacific High's current objective is to initiate the construction of three large units annually, each exceeding 40m in length. During 2025, we will commence work on a new 54m superyacht, while also engaging in discussions regarding two additional models measuring 43 and 49m."

For personal commissions, Martinie de Maisonneuve mentioned Pacific High does not confine itself to targeting a specific market: "Instead, we focus on individuals who value the yachting lifestyle and seek investments that are not only enjoyable but also financially viable. Our clients typically envision their yachts as dual-purpose assets generating revenue through our cruise operations while providing them with the opportunity to indulge in several weeks of leisure on board each year."

VISION FOR 2025 AND BEYOND

While the imminent arrival of *Sanya* solidifies Pacific High's fleet with a second honeymooners' hull, and Martinie de Maisonneuve and Pacific High are currently also working on conceptualisation of larger yachts ranging from 49-64m for client requests, there are also plans to expand charter-operation locations. Thailand, the Philippines and the Maldives are being considered.

"The dream is to bring our boats to these places in the future," said Martinie de Maisonneuve. "Given the success our yachts are having in Indonesia, we believe it is an opportune moment to expand our operations into Southeast Asia and other strategic locations. Realistically for 2025, as a strategy, we are focused on establishing partnerships with key local individuals or companies. I believe collaborating with strong local partners is essential for growth and ensuring we deliver the same exceptional experiences [elsewhere]. We are already in talks with potential partners in Thailand and the Maldives."

Additionally, the company is diversifying into waterfront real estate projects, creating exclusive developments that merge oceanfront luxury with sustainable design principles. Leading this charge is Martinie de Maisonneuve, whose entrepreneurial spirit continues to propel Pacific High toward leadership in luxury and hospitality throughout the region

"By aligning our maritime endeavours with complementary services, we create a multifaceted investment opportunity that appeals to discerning clients who seek both enjoyment and financial returns." he said.

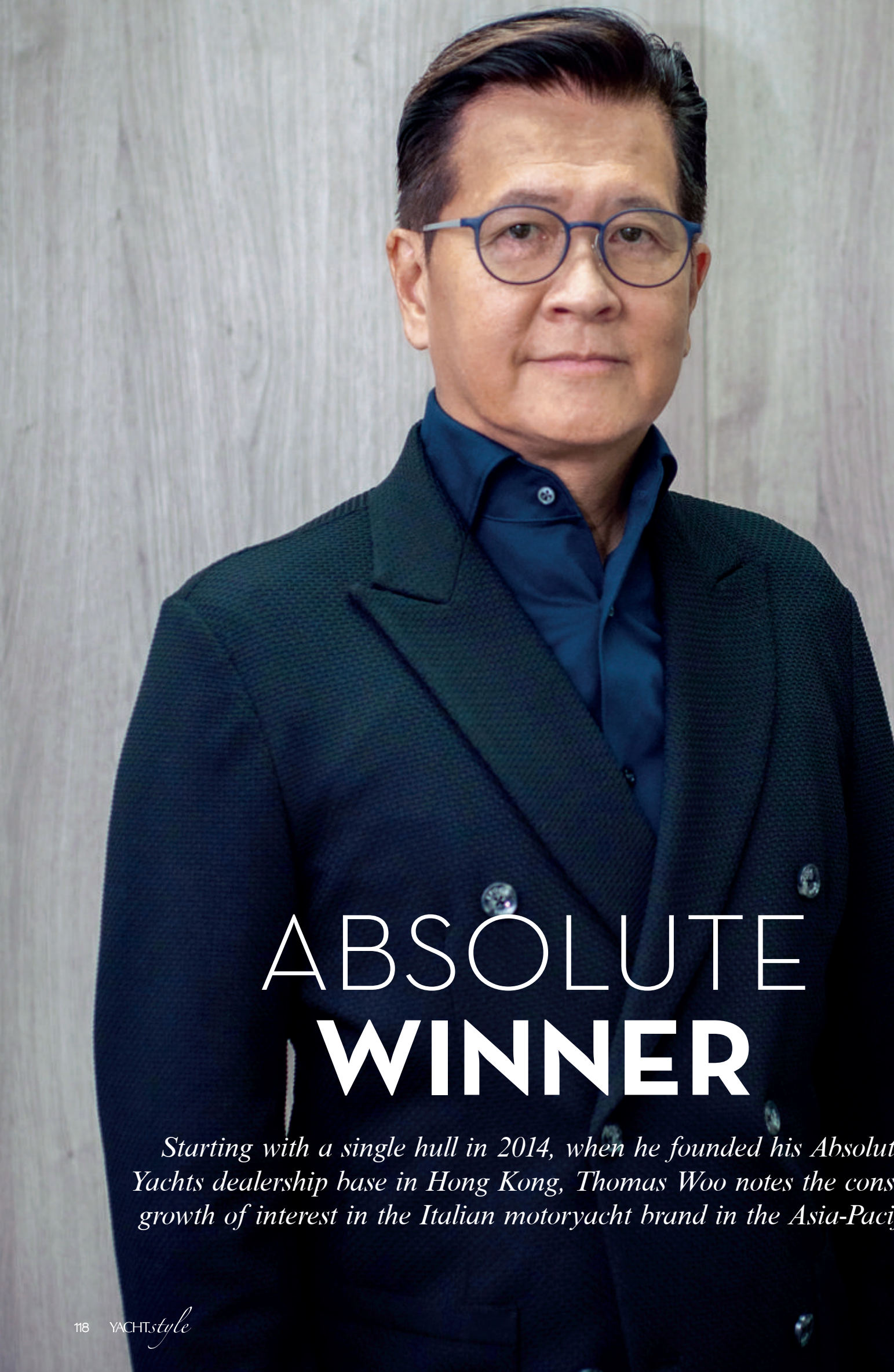
"The year 2025 looks to be an exciting one for us." Ys

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Senja, *viewed from the main deck of* Dewata



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ABSOLUTE **WINNER**

Starting with a single hull in 2014, when he founded his Absolute Yachts dealership base in Hong Kong, Thomas Woo notes the constant growth of interest in the Italian motoryacht brand in the Asia-Pacific.



The Absolute Navetta 64 on display at the Hong Kong International Boat Show 2024 at Club Marina Cove

In 2013, Hong Kong-based Thomas Woo stepped aboard the Absolute 45 Fly, then making its global premiere at the Cannes Yachting Festival, and was awed by its space-to-overall-length ratio – due in no small part to the inboard Volvo Penta third-generation IPS pod engines installed, with propulsion and joystick controls, that seemed an alluring part of the motoryacht model's appeal, along with its high-quality materials and understated elegant design.

Already a yacht broker, the draw was enough for Woo to order a unit. When the boat arrived in Hong Kong the following year, he launched Absolute Marine, which eventually became the Italian shipyard's dealership for Hong Kong, Taiwan, mainland China and Singapore.

A decade on, a little after Absolute Marine exhibited three models at the Hong Kong International Boat Show – the Navetta 52 and 64, and 56 Fly – plus the Navetta 58 at the Taiwan show (both events being held from November 29-December 1, 2024) *Yacht Style* asked Woo about the perception of the brand in his region.

Having widened the knowledge in Absolute models among motoryacht owners for the past 10 years how has the brand grown in your distribution region of Greater China and Singapore?
We have taken delivery of more than 80 Absolutes in Hong Kong since the very first one arrived in 2014. Only a few have been sold in Singapore, Taiwan and mainland China. So the Absolute brand is pretty well known by Hong Kong-based boaters but not so much in the rest of Asia.

You began with the 45 Fly model, then continued to distribute this Flybridge line, while also ordering models in the Navetta line – both have taken off well; what is their specific appeal for owners in Greater China?
Absolute is well known for its use of space and large windows. As you enter an Absolute yacht, it always feels much more spacious than competitor models of similar length – owners definitely like this aspect.

Back in 2014, the brand was the first to introduce a cockpit door which allows easy access to the bow from the lower helm station. This remains one of the signature features of all Absolute Flybridge models.

Also in 2014, the shipyard introduced the first Navetta 58 which won many awards for its ability to cruise steadily in rough seas, and it could do this while travelling at speeds like those of a planing-hull boat. Its unique vertical bow styling captures a lot of attention visually – this feature actually helps increase fuel efficiency by increasing the yacht's waterline length. Also, it allows more space inside the bow cabin.

In 2017, Absolute introduced a semi-vertical-bow Flybridge – the 58 Fly – and this almost vertical bow design became another Absolute signature that slowly migrated into the entire model range, again allowing a much more spacious bow cabin that has a forward facing bed and large windows. This, together with another new feature – the Infinity Cockpit with configurable seating arrangements and sliding, high-low foldable cockpit tables – are part of its unique styling.

Plus the brand is great value for money, which should help capture potential clients from the Greater Bay Area [in southern China, bordering Hong Kong to its north].



A model of the Absolute 50 Fly at the Hong Kong show



The Absolute yacht display attracted attention in Hong Kong (pictures) and Taiwan boat shows in late 2024

Do you see, or have you heard from other Absolute dealerships and owners in the region, that the attributes of the brand that appeal to Greater China also apply to other markets in the Asia-Pacific?
These competitive qualities will definitely attract clients in other Asia-Pacific areas, just as they have done across Europe and in the US.

What is the demand ratio in Greater China for each line for the Flybridge line versus Navetta-line orders – and do you ever get interest from would-be owners in the Absolute Coupé line, which does not have a flybridge?
So far for China, I would say it is 50:50 for the Flybridge and Navetta demand. We have only had a few enquiries for the Coupé over the years and are yet to sell one. Flybridge boats are always in much higher demand than the Coupé, as most clients look for more on-board space.

An Absolute primarily attracts clients that look for value; so the Absolute Coupé is not so easy to sell – in my market, and generally. That's also why Absolute only offers one Coupé model [the 48 Coupé].



Absolute Marine has been receiving interest in the Absolute Navetta 70, which premiered in Cannes last September

How did the late-2024 Hong Kong and Taiwan boat shows go for you?
We had a good show in both Hong Kong and in Taiwan and we managed to get more people to understand and appreciate Absolute yachts' high quality and designs. To be on board an Absolute is the only way to truly understand how spacious, and amazing, it really is.

Over 10 years which model has been the most in-demand, and how many units have you sold of it?
The Navetta 58 is our best seller and we have sold a total of 10 units – it has been just right for these owners due to its size for berthing, onboard space, style and performance.

What does the current Absolute delivery timeline look like – as of late December 2024?
To order a brand-new Absolute it will usually be a two-year wait, and popular models will be longer.

Is your brokerage side of Absolute models buoyant?
Second-hand Absolutes sales are going really well and the brand's yachts keep their value well, too.

Is 2025's 70 Fly an exciting prospect for your region?
It is a bit too early to comment on the new 70 Fly, as the first hull is due to debut later in 2025. But we have had a lot of interest in the new Navetta 70 that premiered in the Cannes show in September 2024.

What other Absolute regional news is there for 2025 and beyond?
To help promote the Absolute brand in the APAC region, we decided to bring the Absolute 56 Fly for the first time to the Thailand International Boat Show in Phuket in 2025 (between January 9-12) with the help of Lee Marine as our new Absolute dealer in Thailand. In April 2025 we will debut the brand-new Absolute 52 Fly and Navetta 53 at the Singapore Yachting Festival (April 10-13).

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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.



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 eFoils. 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 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.



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.



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.



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.



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 Speedomarine 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.



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 Judel-Vrolijk-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".



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).



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.



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.



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.



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.



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.



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.



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.



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.



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.



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, Poullet 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, Poullet 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.



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 & Nicholsons 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 & 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'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.



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.



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 She 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.



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.



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, Marinetec, in Shau Kei Wan in 2016. Yachting-fan Woo regularly enjoys boating with friends and clients.



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 Poullet, 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 Ferreti 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.



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



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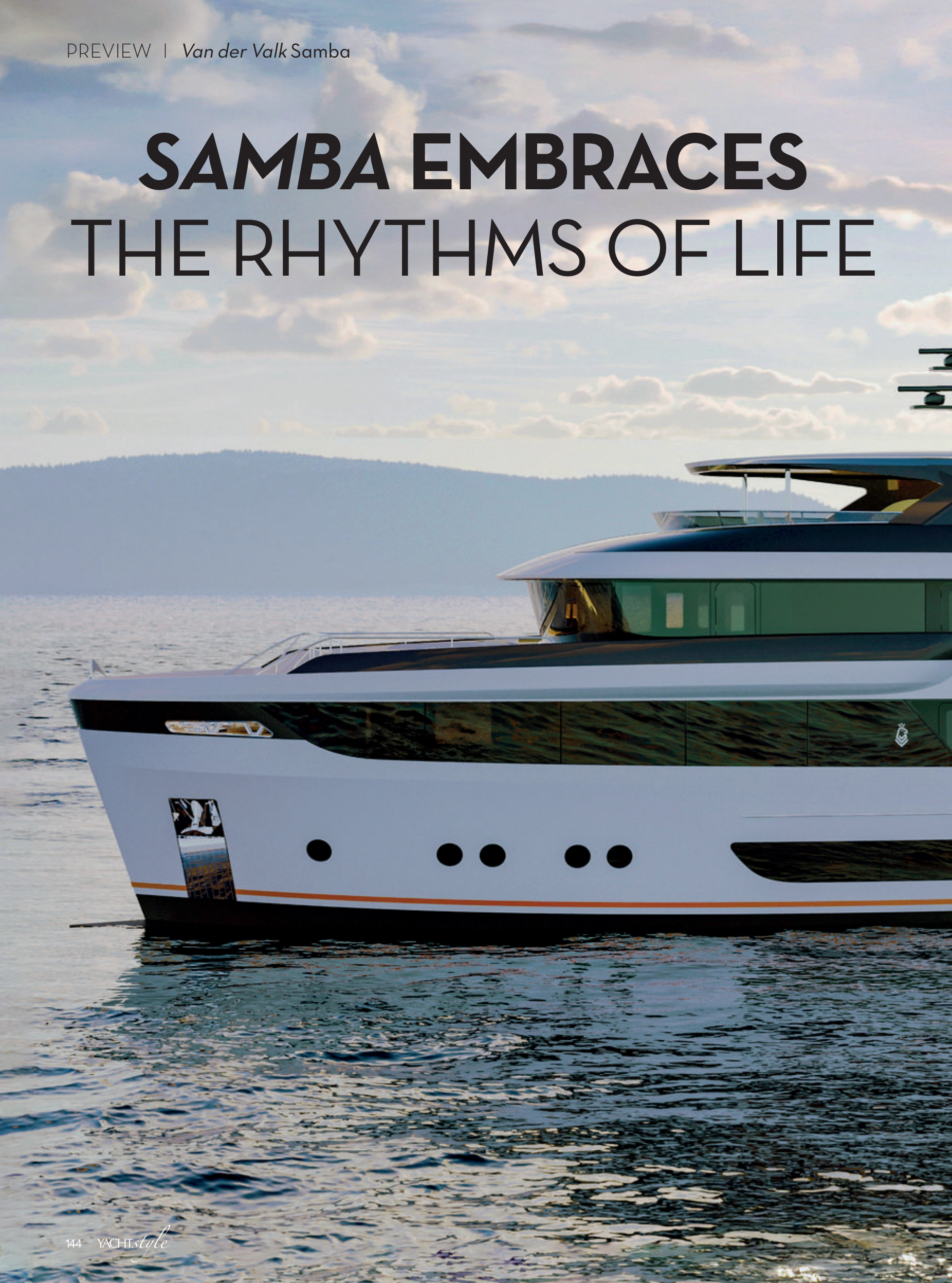
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Suite 6, 11 Floor, Tower Two, Lippo Centre, 89 Queensway, Admiralty, Hong Kong

Dubai-based luxury yacht manufacturer Gulf Craft heralded its latest gem, the Majesty 100 Terrace, at September's Monaco Yacht Show, after revealing it at the Cannes Yachting Festival 2024, where Chairman Mohammed Alshaali announced that two units of the 105ft 8in (32.25m) semi-displacement hull were sold with the first unit set to debut at the 2025 Dubai International Boat Show (Feb 19-23). The Majesty 100 Terrace features multiple outdoor terraces, including a private owner's terrace, and fold-down balconies.

gulfcraftinc.com

SAMBA EMBRACES THE RHYTHMS OF LIFE



Dutch ingenuity and the owner's vast experience blend well together in the making of Van der Valk's upcoming 35m bespoke tri-deck explorer.

WORDS **CRAIG HURST** IMAGES **VAN DER VALK**





The bridge deck features an indoor dining area and spacious outdoor lounge for sunbathing or relaxing

The impressive and expanding fleet of bespoke superyachts built by Van der Valk Shipyard in the Netherlands will be joined by the 35m *Samba* in the summer of 2025.

Commisioned by clients who are highly involved in all aspects of the design process, together with renowned Netherlands-based superyacht designer Guido de Groot, every element of this all-aluminium tri-deck explorer is being custom-built from the waterline up to create an exceptional residence at sea.

Every great onshore home has a garden to match and this has certainly been the underlying philosophy for *Samba*, with an emphasis on creating wonderful outdoor leisure spaces for three generations of a family who will enjoy extended stays onboard.

Taking Van der Valk's award-winning 34m *Lady Lene* as inspiration, the owners of *Samba* requested an expansive aft deck that will include a relaxation lounge zone with a large aft-facing sofa and a formal dining table for al fresco lunches and dinners.

Further outdoor family fun will be found in an impressive beach club with a chill-out zone, a luxurious sauna and steam room, a day head and lots of washer/drier capacity for towels. The large transformer platform will descend into the water to facilitate swimmers on board and those wanting to launch marine toys.





The stern beach club will have a chill-out zone and transformer platform that descends into the water; Samba's *fast displacement hull and twin MAN 1,450hp diesels should provide a top speed of 17 knots*




The bridge deck saloon will open up on three sides to offer the maximum connection with the outside environment

A seamless flow between the interior spaces and warm-toned furniture and flooring will add to the good-life vibe. Sliding doors in the bridge deck saloon add *joie de vivre* by opening up on three sides to offer the maximum connection with the outside environment while retaining a pleasant degree of shade.

SMART BUILDING

The influence of the multi-award-winning *Lady Lene* goes beyond her aft deck, as Van der Valk Head of Sales Yoeri Bijker explained. "The owners of *Samba* have chosen to make the most of the engineering and naval architecture package we developed for *Lady Lene*. Her successful underwater design has been transformed into a fast displacement hull for *Samba*, with twin MAN 1,450hp diesels offering an expected top speed of around 17 knots.

"Leveraging on a proven-in-practice platform in this way is a highly efficient means of building, while offering total freedom to customise above the waterline.

"If you're considering building a bespoke superyacht between 24 and 45m with Dutch pedigree, Van der Valk is perhaps the only yard that will not try to guide you into a more semi-custom route. Clients welcome the confidence that comes from knowing others have already enjoyed the under-the-waterline assets of stability, performance, comfort and safety that our track record offers."

DISTINCTIVE LOOKS

As the renderings illustrate, *Samba*'s exterior profile will have a distinctive, explorer-like appearance and feel with a forward



The main deck features an indoor/outdoor relaxation zone designed for al fresco dining



A seamless flow with the interior spaces in terms of furniture and flooring will add to the good-life vibe

mast. Guido de Groot and his team spent many hours developing the rhythmic lines, complex surfaces and sculptural elements together with the clients. The finely integrated balconies adjacent to the wheelhouse will provide the captain with great views for manoeuvring as well as being a neat design feature in their own right.

Darker graphic details and offset surfaces lower the profile and enhance the elegance of this relatively high yacht. Colour separations around the wheelhouse facilitate a sense of security while the 1m-high bulwarks will ensure children are exceptionally safe when using the side decks.

ADVANCE KNOWLEDGE

"We have deployed extensive 3D modelling throughout the design phases to give the owners a true sense of how *Samba* will look and feel when completed," explained De Groot. "This project is an enjoyable challenge and it is a pleasure to work with clients so invested in their yacht on a personal level.

"Their knowledge is also being deployed on the technical side and in choosing the best possible equipment for the wheelhouse. *Samba* is an excellent example of why people who appreciate a bespoke building process choose to work with us and Van der Valk.

"Warm earthy tones will generate a lived-in feel with respect to detailing; never fancy or flashy, the yacht will have a pretty and practical style. Superior finishing will be combined with durability in a relaxed and calm environment that will be very pleasing on the eye."

PURE CUSTOM CHOICES

Safety, comfort and convenience have played a key role in many of the other personal choices made for *Samba*. A central staircase with a minimalist single large column moving through the yacht from the lower deck up to the bridge deck will serve as a piece of home-from-home art, as well as optimising freedom of movement.





The interior design and layout will reflect the family ambience onboard Samba*, thanks to warm earthy tones, practical style, and superior finishing*



Samba *will have a distinctive, explorer-like look and feel with a forward mast*

The galley will be used regularly by the family, so it has been designed with lots of working space, a cooking island, and air extractors in the ceiling to avoid any spread of culinary aromas.

The master stateroom is also on the main deck and includes an office and a lounge seat in which the owners can relax and read books as they like to do onshore. A large bathroom arrangement with a separate toilet and shower includes smart use of sliding doors to make the suite feel larger. His and hers walk-in wardrobes with lots of storage will further support long-term residency.

On the lower deck are two VIPs and two twin suites with their own entrance lobbies. Three crew cabins are located in the bow with a watertight bulkhead separation from the guest area.

The captain will have a very comfortable cabin close to the wheelhouse that includes an office with lots of space for storing files. Here, as in all areas, every aspect has been meticulously considered to ensure the owners, their family, their guests and all crew members will embrace the elegant rhythms of residing onboard *Samba*.

vandervalkshipyard.com



DECKS & SPECS

LOA 35.31m (115ft 8in)
LWL 33.81m (110ft 10in)
Beam 7.8m (25ft 6in)
Draft 2m (6ft 6in)
Hull/superstructure material Aluminium (AlMg4.5Mn – H321)
Hull shape Round bilged, fast displacement
Gross tonnage 295GT
Engines 2x MAN D2862LE489 V12 1,450hp / 1066kW
Cruising speed 13.54 knots
Top speed 17 knots
Fuel tank 25,680 litres
Water tank 5,540 litres
Cabins 5 + 4
Naval architect Diana Yacht Design and Ginton Naval Architects
Exterior/interior design Guido de Groot Design

The design creates many outdoor leisure spaces for extended stays onboard

A LIFE AQUATIC: THE NEW NAVETTA 53

An evolution of the successful Absolute Navetta 52, the brand-new 53 hones in on what it truly means to live at sea, with a focus on elegant design and utter liveability.

WORDS **CHLOE BRAITHWAITE** PHOTOS **ABSOLUTE**


ABSOLUTE
Navetta 53

Unobstructed space from the cockpit to the swim platform, and on the aft deck of the flybridge are standout features in the new Navetta 53 design

It wouldn't be a stretch to say that many yachts built today include liveability as part of the brief: luxury and creature comforts come as part of the basic package. But rarely is a yacht penned with such a design as to feel like a home at sea; Italian shipyard Absolute's Navetta 53, however, has done just that.

The 52ft 6in vessel that premiered at the recent Cannes Yachting Festival (September 10-15, 2024), is picking up where the Navetta 52 left off. The latest creation from Absolute is a leap forward in design and liveability, offering a blend of elegance, sophistication, and practical functionality.

The focus for the 53 was space; there were several females involved in the design and build of this particular model, so it's not surprising clever touches and thorough attention to detail are found throughout.

A MASTERCLASS IN SPACE

Where the Navetta 52 had a fixed aft lounge that obscured views from the cockpit, the 53's aft deck feels much more spacious. The bulky sofa is gone, replaced by freestanding furniture designed in-house. The result is light, both in terms of furniture mobility and the actual light that now spills into the cockpit. The original fibreglass





Access from the main-deck helm to the starboard side decks offers a shortcut to the bow, or cockpit





The Navetta 53 design pushes the possibilities of great panoramic views further yet than in the previous Navetta 52, including from indoor areas, thanks to very large windows

transom has also been replaced with a sleek, black transparent glass divider – a modern touch that brings the design into 2024.

In fact, this new open cockpit design has been so successful that it will eventually become the standard across the entire Navetta range; this open-plan space is a blank slate for owners to customise according to their own wishes.

Inside, the saloon feels larger than its actual measurements. This is mainly due to the tall ceilings and large windows, allowing plenty of natural light. The open-plan layout also lends itself to a feeling of spaciousness. The galley, overlooking the dining space, is a proper kitchen, equipped with an induction hob and oven, and ample storage. Opposite, a plush sofa is perfect for aperitifs and drinks. The dining area enjoys a fold-out table and is surrounded by a separate built-in U-shaped sofa.

Forward of the sofa is the helm station. The helm seat boasts a cleverly positioned footrest, offering additional stability for those unable to reach the floor – another clever touch, along with the wine cooler under the seat. A glass pilot door, usually only seen on much larger superyachts, offers additional visibility and is an aesthetically pleasing design element. As the Navetta range is popular in the northern European market, the designers placed less emphasis on air-conditioning, and more on natural airflow throughout. The pilot door helps with this, in addition to making mooring a breeze – pun intended.

ITALIANATE DESIGN

Absolute Yacht's Italian DNA can be seen in the craftsmanship and quality of finishes. The furniture is made of real wood, not a composite material, and the matte finish throughout elevates the interior design. It's also exceedingly practical: easier to clean, harder to smudge with errant fingers. The Absolute 52 Fly, an earlier model, was the first to move from the glossy finish and it now comes as standard.

In addition, everything is fashioned in house. The idea was that technicians would be close to the build to keep a close eye on



The saloon, galley and helm are all kept light in palette and open, with plenty of headroom



The saloon continues to maintain a connection with the outside world with wraparound floor-to-ceiling glazing

production and quality, and it works: even the smallest elements throughout are executed to perfection. Every seam and stitch beautifully, lovingly, painstakingly installed. Even the fibreglass hull itself is done by hand, not vacuum, to ensure a solid, clean finish.

Below the main deck, accommodation is just as lovingly detailed. At the bow, the 53 follows what Absolute calls the 'old school model,' with a VIP located as far forward as possible. All recent models have had the master cabin located here, rather than the VIP.

Every Absolute model's VIP and master cabins are fitted with a generously-proportioned bed, and this VIP cabin is no exception; to optimise space, the placement of the bed's headboard follows the curve of the bow. And, like the rest of the yacht, it feels spacious and well-thought-out. The thick, wooden 'pocket door' slides into place, saving space. Though it doesn't block out all sound, it does dampen it sufficiently that the cabin is tranquil. It is worth noting that here, and in fact, all throughout the yacht, en-suite bathrooms enjoy a full, proper shower. Again, the terms 'spacious' and 'liveable' come to mind.

Aft, the owner's full-beam cabin is larger than the VIP, with plenty of storage: a full-height wardrobe, safe, and under-bed drawers, as well as a desk. Large windows offer plenty of natural light and the chance of great views.

A maximum of 14 guests can be accommodated on board; the crew quarters, located below the aft cockpit, can house one crew member.

FORE AND UPPER AIRY DECK AREAS

Up on the bow, a beautifully designed sitting and lounging area offers spectacular views. A wooden fold-out table can seat up to three or four comfortably and, thanks to a new convertible sunbed not seen on earlier models, can transform into additional seating for another four, taking the count to eight. This is thanks to a solid cushion that acts as either the backrest for an extra seat, or the headrest in sunbed mode.

Above, the flybridge has been redesigned with the same idea as the cockpit: the built-in sofa seen on the 52 has been removed in favour of modular furniture, offering a terrace-style space with unimpeded,



The VIP cabin, forward in the lower deck, has room around the bed thanks to its angled placement; all cabins are en-suite





A twin cabin features generous single beds

360-degree views. A fully-equipped kitchen with barbecue, ice maker with ice box, and fridge to port with solid dining table to starboard make alfresco dining incredibly convenient. Up front, an open skipper's seat located centrally feels social, with seating surrounding the helm station. This is also a departure from the 52, which had the helm off to the side.

Overall, with its variety of gathering spaces and comforts, the Navetta 53 really does feel like a home away from home, with clever, thoughtful touches offering not just strategic storage but the feeling of a space completely optimised. From the modular furniture design at the cockpit and flybridge, to the indoor tall ceilings, large windows, full-sized showers and beds, it's easy to picture extended days at sea on board.

absoluteyachts.com



DECKS & SPECS

LOA 15.98m (52ft 5in)
Beam 4.65m (15ft 3in)
Draught (full load) 1.27m (4ft 2in)
Displacement (full load) 27.69 tonnes
Fuel 2,000 litres
Fresh water 600 litres
Engines 2x Volvo Penta D6 IPS 650 (2 x 353 Kw)
Maximum speed 25 knots
Cruising speed 14-21 knots
Cabins 3 + 1 crew



The owner's cabin, at the lower-deck aft, makes the most of the 15ft-plus full beam

VROOM WITH ROOM

The Pershing GTX80 pairs thrilling performance and striking good looks with a spacious interior and seamless indoor-outdoor living on the water.

WORDS **RISA MERL** PHOTOS **PERSHING**


PERSHING GTX80

At the stern, the main deck is laid out across two levels, the first designed to enjoy contact with the water and the other for total relaxation

Fast and fabulous-looking is how Pershing yachts could be aptly described. The Italian builder is known for its stylish, silver-hulled sports boats that nimbly zip along at speeds exceeding 40 knots. While the combination of speed and style are a given in a Pershing, the builder sought to explore the possibility of offering more to its owners – specifically, more volume.

Cue the 23.98m Pershing GTX80, which pairs thrilling performance and striking good looks with a spacious interior, seamless indoor-outdoor living and an enhanced connection to the water.

Pershing launched its GTX range in 2023 with the Pershing GTX116, which is notable for its spacious beach area on the first level of the main deck, a 40sqm teak-covered area at the water's edge, consisting of an extended stern platform and a "sundeck" that is separated by lateral gunwales. The "sundeck" has a hydraulic mechanism that merges the two areas into a single generous space, which can be used underway and has access to the cockpit (over 35sqm) on the second level. For the next yacht in the GTX line-up, a year later, the GTX80, Pershing turned to Vallicelli Design to give a fresh perspective on the series by designing the yacht inside and out.

Vallicelli Design has a long history of working with the Ferretti Group, Pershing's parent company, on other yachts under the group's banner, such as the Wally wallywhy line and with CRN superyachts. But this marked the first occasion that the Italian design studio had turned its sights towards Pershing.

"Vallicelli Design worked in close contact with Ferretti Group's Strategic Product Committee led by Piero Ferrari and its engineering department to produce an in-depth study of the proportions and so create a refined balance between the volumes of the superstructure and hull," Alessandro Tirelli, Chief Sales Officer of Serial Business Ferretti Group said. "Compared to our classic sport-fly boats, the Pershing GTX80 strikes the perfect balance between maximum utilisation of the interior volumes and excellent performance."





The interior design is as dynamic as Pershing GTX80's cruising style.
The hull features elegant, flowing lines and classic Pershing grey with a darker superstructure and carbon-fibre hard top





The raised second level is dedicated to the 14sqm cockpit with dining table and free-standing chairs. The 23sqm sundeck is 60 per cent larger than the category average

GTX stands for Gran Turismo, with the X in the name giving a nod to Pershing's original fast-flying X series. It's an intentional reference to the brand's DNA, which was an inherent part of the brief for the exterior design.

"It needed to be instantly recognisable – you needed to be able to look at the yacht and know it's a Pershing," said Michelangelo Vallicelli, Chief Designer at Rome-headquartered Vallicelli Design. "But at the same time, it should be more gentle compared to the very aggressive X sport line."

Vallicelli was able to retain a familial resemblance while introducing new features, such as a near-vertical bow, which pairs nicely with a continuous, slightly convex sheer-line. "The aim of the brief," said Tirelli, "was to unify Pershing's signature style features with innovative choices."

The classic Pershing grey paint colour is contrasted by a darker shade on the superstructure to give a subtle update to the colour scheme. Similarly, the carbon-fibre T-top above was chosen (as an option) for its light weight to enhance performance and for its aesthetic qualities.

The brief also called for a large beach club aft and the ability to carry a tender and jet ski. This required the interior volume of the yacht to shift forward towards the bow, which gives the Pershing GTX80 a unique profile that sets her apart. While a typical Pershing X series yacht has a low-slung superstructure set towards the stern of the boat and a long bow, the superstructure of the Pershing GTX80 juts further forward and the arch-shaped deckhouse seems to sit a bit more upright. This is topped by a 23sqm sundeck, which Tirelli says is 60 per cent larger than the category average.

At the stern, the Pershing GTX80's bulwarks serve a dual function, first by hiding the winches and cleats away to keep things looking sleek and streamlined, and they also unfold to convert into lateral terraces. This connection to the water is further enhanced by the yacht's layout, which sees the beach club make way to a spacious 14sqm cockpit that flows imperceptibly from the main saloon.

"The Pershing GTX80 is very much focused on what this yacht can offer in terms of more volume for interiors compared to the sport line," said Vallicelli. "One example is the kitchen, set at the far aft of the main saloon, which connects with the outside."

Electrically-operated windows slide down, creating an outdoor bar where guests can sit in the cockpit and directly connect with the kitchen and main saloon. The 36sqm main saloon is entered through a door comprising two sliding, overlapping panels from the aft deck.

The bar in the galley and the vertical panels in the main saloon are finished in a grey-toned, hand-scratched metallic effect, which is actually wood that is lacquered, painted to look like metal and then customised by hand. "We were looking to give the mood of a comfortable space, but not a standard family-friendly environment that you might find on other brands," said Vallicelli.

"This is a very informal boat, so the mood follows this idea of not having super-classic materials. There's no natural wood on the main deck, for instance, apart from the parquet floors, so there's a contrast between the warmth of the sofas and the metal-look of the walls."



The 28sqm beach area has lateral terraces that open out electrically



The owner's cabin has leather panelling in blue, with other colours available

The introduction of crisp, LED lighting highlights the contrasts of the interior decor. The bar area, which starts at the aft and continues inside, is set across from an L-shaped sofa or a formal dining area, depending on which interior layout option is chosen. The feeling is that of an open-plan living room that has nearly 360-degree views of the sea thanks to enormous windows and the forward windshield.

"Owners who opt for the Pershing GTX80 love conviviality and playing host to numerous guests," said Tirelli, noting how this layout that perfectly connects the interior and exterior spaces will appeal to this sort of clientele. Having one designer create both the exterior and interior helped to nurture the holistic nature of the yacht's design.

In fact, it was vital to the design, as in order to achieve greater interior volumes, the exterior decks had to be re-imagined. One of the ways a larger interior volume was achieved, said Vallicelli, was by conceiving a hybrid full-beam solution. At first glance, it might look like the saloon is full beam, but in fact she's "almost full beam".

At the aft section of the superstructure, a second set of windows sit further out from the superstructure, framing the side decks and giving the illusion that the saloon is stretching full beam. "Instead of having wide side decks, there's an approximately 40cm passageway just for the crew, which allows us to enlarge the volume of the main deck," the designer added.

Inside, the build team were on a mission to eke out as much space as possible on the lower deck to create as voluminous guest accommodation as possible. "The fight to optimise the space was over millimetres, not centimetres," Valicelli said. "We worked closely with the engineering department and were in constant contact with them."

Placing the stairs down to the lower deck transversally was one way to gain space while creating a connection between the lower and main decks. Down below, the Pershing GTX80 can be had with four cabins or three plus a media room.

Vallicelli said he was very pleased with the forward VIP cabin, which feels more spacious than a typical V-berth. This is due in part





The forward VIP cabin feels more spacious than a typical V-berth. Pershing turned to Vallicelli Design to give a fresh perspective on the GTX series, inside and out



The near-vertical bow pairs nicely with the slightly convex sheer-line

to the fact that the base of the bed is slanted at an angle inward, rather than straight, creating more floor space beneath the bed and making the room feel larger.

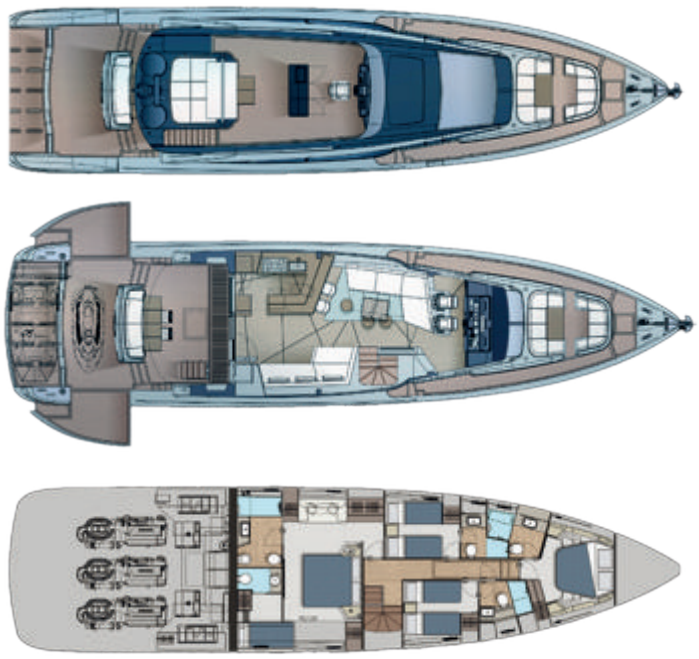
Despite being a production yacht, there is scope for customisation, such as in the owner's cabin, which is clad in blue panelling that can be modified upon request. Owners can personalise the space by changing the hanging panels to a colour and material that best suits them.

Of course, a real challenge was balancing more volume with the speed requirements of a Pershing. In this regard, the GTX80 is no slouch. Equipped with three 1,000hp Volvo Penta D13-IPS1350 engines, she reaches a top speed of 34 knots and a cruising speed of 28 knots.

In keeping with the Pershing brand, the GTX80 is equipped with the Volvo IPS electro-hydraulic steering system, Humphree trim stabilisers, Seakeeper gyroscopic stabilisers and upgraded Volvo joystick functions which allow full joystick driving and assisted docking.

"This project was not about making compromises but about combining high speed *and* comfort," said Vallicelli. A born entertainer, beach-loving beauty and sporty speedster rolled into one, the Pershing GTX80 pulls off a rare feat of balancing speed, style and spaciousness in a relatively small package.

pershing-yacht.com
ferrettigroupasiapacific.com



DECKS & SPECS

LOA 23.98m (78ft 8in)
Hull length 23.26m (76ft 4in)
Max beam 5.80m (19ft)
Draught 1.85m (6ft 1in)
Unladen displacement 52 tonnes
Laden displacement 61 tonnes
Fuel 5,200 litres
Water 1,300 litres
Engines 3 x 1,000hp Volvo Penta D13-IPS1350
Maximum speed 34 knots
Cruising speed 28 knots
Range at cruising speed 300 nautical miles

The first unit has the option with four cabins and four en-suite bathrooms



FREE-RANGE CRUISER

Recently launched at Cannes Yachting Festival 2024, French shipyard Beneteau's Swift Trawler 54 is built with onboard comfort and practicality, adaptable beach-club deck space and long-range cruising capability.

WORDS **RISA MERL** PHOTOS **BENETEAU/JEAN-BAPTISTE D'ENQUIN/JULIEN GAZEAU**

©JEAN-BAPTISTE D'ENQUIN

Generous open on-deck spaces, large windows and glazed transom and flybridge railings allow panoramic vistas

©JEAN-BAPTISTE D'ENQUIN



"It's a break away from the motoryacht world – this is a passagemaker," said Robert Chaffer, Motorboat Marketing Product Manager for Beneteau's Gran Turismo and Swift Trawler lines, as we stood on board the new Beneteau Swift Trawler 54 making her debut at the Cannes Yachting Festival 2024. Filling the gap between the Swift Trawler 48 and the Grand Trawler 62, the new 54 is the third generation in this size range, predated by the Swift Trawler 50 and 52. As the latest iteration in the Swift Trawler series, it is full of thoughtfully planned features that are sure to be appreciated by owners.



©JULIEN GAZEAU

Sleek superstructure lines give way to a sprawling swim platform and cockpit aboard the Swift Trawler 54



©JULIEN GAZEAU



©JULIEN GAZEAU

Social sofa seating areas at the cockpit and around the helm

Many of the updates on board were inspired directly by feedback from Beneteau clients. "Every few years, I do a deep Swift Trawler customer survey," said Chaffer. "Each model generation builds on the success of the previous one and the detailed feedback we get from our owners." With client permission, Beneteau can also make use of each yacht's C-Map data, which can provide useful stats on the yacht's frequency of usage, average speed and how far it's travelled – all of which helps the French builder to understand the customers' needs based on their boating habits.

Chaffer pointed out the greyish-beige fabric used on board, for instance. This seemingly simple design choice is actually quite strategic. "From the survey, we know we have people who live aboard their boats, and we know that 30 per cent of our clients are dog owners," he said, noting that the fabric was chosen for its high durability, sure to be appreciated by liveaboard owners, and for the fact that the colour hides dog hair well.

The surveys indicate that the Swift Trawler series tends to attract customers who come from sailing boats, as trawlers offer long range and ease of use. "They still want to be on the water, but they don't want to be 'pulling so many ropes'," said Chaffer. That doesn't mean that all Swift Trawler owners are former sailors. Some clients are motorboaters who have harboured fantasies of pushing away from the shoreline for many years and are finally taking the plunge. What unites owners of the Swift Trawler series is a thirst for adventure, long-range cruising dreams and a hands-on attitude.

Beneteau believes most clients will helm their vessel themselves and just have crew on board to help with mooring lines, though there is an option for a crew cabin at the stern if a full-time crew is desired. "The launch of the Swift Trawler 54 is an excellent opportunity to start organising expeditions around Asian countries, highlighting the option of having a crew cabin for Asian owners," commented Erwan Her, Beneteau's Asia-Pacific Sales Director.

Beneteau knows these boats will be used liberally, so they are designed to make the most of life on the water. In the aft cockpit, for instance, the sofa is positioned to face outwards towards the stern. It's a stark contrast from other boats where you might see the seating with its back towards the transom. "It's a terrace to the sea," said Chaffer.

The saloon has a spacious social area, partially screened off from the one forward, pictured above, at the main helm



©JULIEN GAZEAU



©JULIEN GAZEAU

The truest 360-degree panorama is enjoyed from the flybridge of the Beneteau Swift Trawler 54, also home to another social area (pictured bottom left)

"That's what you've bought the boat for, looking at the view, not staring at your patio door." The transom itself, made of smoked glass, allows unobstructed views of the water.

The layout of the Swift Trawler 54 is carefully planned out to eke as much storage out of the boat as possible for those long voyages while also being as comfortable as possible for day-to-day life on board. Traffic flow and easy access were also highly considered. This prompted placing the galley amidships to port, as opposed to aft on the main deck. As Chaffer notes, this makes it easier for someone at the helm to pop into the galley and make a tea versus running to the back of the saloon. Likewise, the flybridge is accessed via architecturally interesting internal stairs, so in just a few steps the interior and exterior helms are easily connected.

The galley placement also helps to create two separate living zones in the main deck, with the main saloon aft and a separate dining area forward, which can convert into an additional berth when needed. But, as the boat is often used by two couples at most, the cabins below will usually more than suffice. There's a full-beam owner's cabin amidships, a VIP forward and a smaller bunk cabin to port, which could be ideal for children – or a useful storage room.

Owner and guests might sleep more soundly thanks to the Swift Trawler 54's "Silent Boat" option, which allows for up to 10 hours of autonomy while at anchor without needing to run the generator. Adding to the yacht's eco-friendly credentials, solar panels help top up the lithium battery bank.

The upgraded interior design on the Swift Trawler 54 is meant to elicit a like-home atmosphere. "There are all the usual practical features beloved by Swift Trawler owners, but in addition, the 54 takes on the 'quiet luxury' approach first seen on the flagship Grand Trawler 62," said Chaffer. This includes soft and illuminated décor panelling on bulkheads, high-end inset cabin doors, Berber-style carpets with acoustic underlay in cabins for noise dampening, sprung wood slats under mattresses and a higher finish of joinery and components such as the slat detailing and latches on wardrobe doors. Nearly 360-degree windows in the main saloon allow light to pour in and emphasise the yacht's light and bright colour palette.

Out on deck, nothing is overlooked, from the high-quality stainless-steel cleats and fittings to the optional snubbing winches and easy-load lazarette. Even the symmetrical side decks have fuel and water intakes to both port and starboard, so no matter which side of the yacht is tied up to a dock, it's easy to fill up.

Another revelation from the survey that helped shape the new boat is that most Swift Trawler owners want simple mechanisms that are easy to maintain even when they are far from land. This ranges from windows that slide open manually to the choice of drive train. "Our clients like the simplicity and ease of maintenance of a conventional straight shaft," Chaffer explained. "If there's a problem, they want to be able to fix it by themselves [or by their crew], or at least know what's wrong with it." No matter where the boat travels, a marine mechanic will know how to deal with a straight shaft configuration,



©JULIEN GAZEAU



©JULIEN GAZEAU

Outdoor spaces include the bow's transformable sunpad-loungers



©JULIEN GAZEAU

En-suite bathrooms are warm and bright in the VIP and master suites

whereas a more 'exotic' drive train option could be limited to a supplier's locations. A simple drive train gives owners more freedom to roam, which is the purpose of this kind of vessel.

Standard power comes from a pair of 404kW (550hp) Cummins QSB6.7 diesel engines, while a slight upgrade will provide a joystick option for ease of manoeuvrability. An update from previous models, this takes advantage of recent technology. "Now you can integrate straight shafts and the bow and stern thrusters into a joystick," said Chaffer. "So, if you're on a finger pontoon and the wind is blowing you off, you can push the thrusters on just enough to hold the boat safely on the dock."

As this boat is built to go the distance, seakeeping is of the utmost importance. Beneteau turned to the UK firm Dixon Yacht Design, known for its sailing superyachts as well as smaller production boats. The Swift Trawler 54's Dixon-designed "Fusion" hull form was draughted for efficiency and comfort, while the latest Sleipner Vector Gen 3 fins boost the yacht's stability at anchor and underway.

"Interior volume, a spacious flybridge and fin stability are key features for the Asian market, and the ST54 now offers all of these," said Her. "The passagemaker capabilities are the cherry on top."

Viewing the Swift Trawler 54 from the dock, there is a visible purposeful stance that makes the yacht appear ready to take on the waves. This profile is accentuated by a rising sheerline and an inverted windscreen. "The silhouette is clearly a Swift Trawler, but Pierangelo Andreani [its designer] has created a very clean and elegant profile," said Chaffer. While the Swift Trawler 54 looks lovely quayside, with long range, plentiful storage, excellent seakeeping and many upgrades from its predecessors, this yacht is conceived to be enjoyed when throwing off the bow lines. "Swift Trawlers are not designed to sit in the marina," said Chaffer, "but to navigate, travel and explore."

beneteau.com



DECKS & SPECS

LOA 17.13m (56ft 2in)
Beam 4.98m (16ft 4in)
Draught (full load) 1.14m (3ft 9in)
Displacement (full load) 21.52 tonnes
Fuel 2 x 1,720 litres
Fresh water 2 x 400 litres
Engines 2x Cummins QSB 6.7.litre, 550hp
Maximum Speed 20 knots
Cruising Speed 9-10 knots
Range 700 nautical miles at 9 knots
Cabins 3

The master suite, situated amidships



©JULIEN GAZEAU

©JEAN-FRANÇOIS ROMERO

THE F-LINE HEADS EAST

With the Prestige F4.9, the French builder enhances the flybridge yacht tradition that has been its signature for more than 30 years – and makes its Asia premiere at the Japan International Boat Show in March 2025.

WORDS **CRAIG HURST** PHOTOS **PRESTIGE YACHTS/JEAN-FRANÇOIS ROMERO**

©JEAN-FRANÇOIS ROMERO





Available in open or hardtop versions, the Prestige F4.9 boasts a lot of outdoor space for its 15m (49ft) length

The Prestige F4.9 premiered at the 2023 Cannes Yachting Festival and represented the first model in an entirely new F-Line range of flybridge yachts that debuts in March in Asia, followed thereafter by the F5.7 that premiered at the 2024 Cannes show.

Purposeful innovation has been at the heart of Prestige Yachts for 35 years and the French builder – part of the Beneteau Group – continues to develop and evolve to meet its owners' needs. Asia Yachting is the exclusive Prestige dealer in Hong Kong, Macau, Malaysia, Singapore and Thailand.

Offering unparalleled liveability to meet the expectations of yachting enthusiasts worldwide has been the key driver for Prestige. With 40 models in total launched over the course of more than 30 years, the new F-Line range has already successfully captured motoryacht-minded owners' attention.

The F4.9 is about 15m (49ft) in length and features improvements such as innovative interior and exterior designs, high-end fittings, and a high level of fit and finish while remaining focused on a comfortable and elegant yachting experience, with clever details and layout.

This first model of the new generation of the Prestige F-Line is the evolution of the brand's existing motoryacht flybridge range in the 40-70ft segment, in which Prestige is a market leader, bringing updates and innovations while remaining mindful of the brand DNA.

Inside and out, a soft atmosphere of refinement and the art of living well are perceptible, always consciously within close sight of the sea. Constantly reinventing itself, Prestige seems to be pushing its boundaries again. Much attention has been paid to the selection of new materials, such as natural stone, sculpted woodwork, and wicker. Designed by Garroni Design, the F4.9 heralded the design of future models of the F-Line – such as the recently unveiled F5.7 – featuring even greater comfort and exceptional finishing.

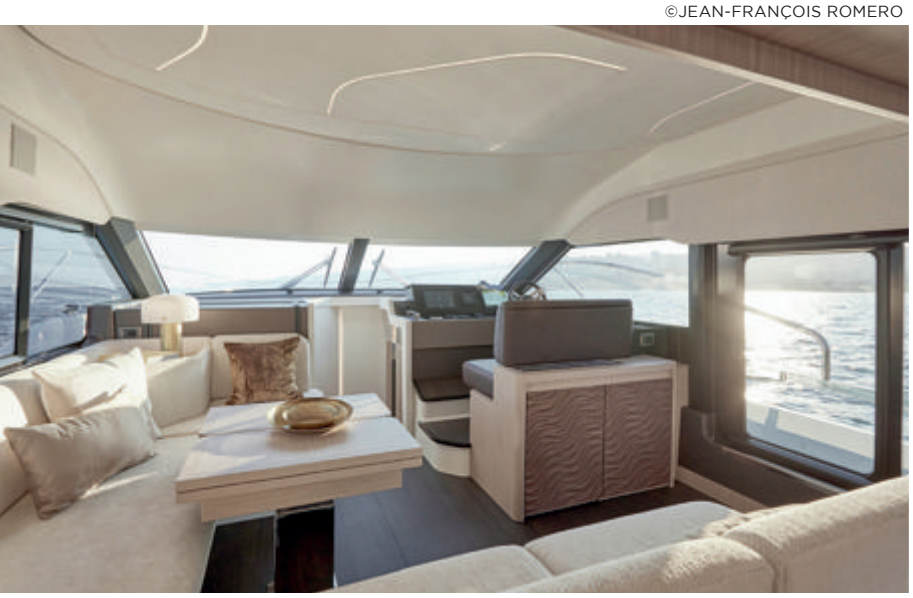
The F4.9 reveals an innovative layout, designed to enhance its volume and natural light.

"This new model seduces with its revolutionary design in its curves and its layout, while maintaining bright and comfortable interiors characterised by an easy circulation and comfortable life on board, with the intention to make the guests feel at home." explained Clémence Cessou, Prestige Product Marketing Manager.

"Particular care has been taken in the selection of new materials offering more character and richness to the yacht's interior. Every surface, every curve has been carefully sculpted to add allure and elegance."

Inspired by the movement of water, the fluid and elegant exterior lines of this hull blend with polished surfaces in living areas, reflecting copious natural light in shared areas on the main deck and in cabins below. Curved surfaces have been meticulously designed to create smooth, refined, powerful lines.

©JEAN-FRANÇOIS ROMERO



©JEAN-FRANÇOIS ROMERO



The spacious main saloon features large windows and a refined interior, great comfort and an exceptional level of finish



©JEAN-FRANÇOIS ROMERO

Much attention has been paid to the exterior and interior to ensure those onboard feel a very close connection to the sea

With her powerful silhouette, the F4.9 also features a modern hull design by Michael Peters, with a more pronounced V-shape planing hull than in previous ranges. The rounder, higher bow is designed for stability, efficiency, and comfort in navigation.

With the F4.9, Prestige reinvents the exterior and interior layouts of its yachts, offering customers maximum comfort to savour moments with friends and family at sea.

The oceanview galley and the location of the owner's suite are two defining features of the Prestige F4.9. Another standout element is the flybridge, accessible via a wide staircase, boasting a generous living area sheltered by a bimini or hard top.

A fully equipped outdoor galley on the upper deck and a versatile dining area are perfect for entertaining, while sunpads and seating arrangements for relaxing are located near the second helm, and the optimised layout offers ease of movement and comfort for all.

Movement about the yacht generally is easy and secure with two wide side decks, while the starboard sliding glass door provides access to the foredeck. A spacious forward sunbathing area features loungers with adjustable backrests.

The interior layout has been designed to improve the quality of life on board and enhance privacy. The main deck features many innovative details, beginning with the twin stairways between the fixed – or optionally hydraulic – swim platform and the aft cockpit. This feature makes it possible to equip the cockpit with facing sofas and free-standing furniture with panoramic sea views.





©JEAN-FRANÇOIS ROMERO

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The aft main deck beside a fully-equipped oceanview galley is a practical solution and creates a vibrant social environment

The flybridge deck is perfect for entertaining and relaxation, with its versatile dining area, outdoor galley and dining area, and sunpads/seating near the helm

The fully-equipped oceanview galley is at the heart of life on board. With its transversal orientation, it looks out toward the cockpit and the open sea. This new galley concept opens directly onto the exterior through a wide, openable glass window, creating a sociable area that makes the F4.9 feel like home.

The indoor saloon lounge features a soft, inviting atmosphere, including a bar and the principal helm station, with a 360-degree view through large panoramic windows.

One key innovation is the forward owner's suite, located just steps down from the main deck, that boasts exceptional interior volume, with 2m (6ft 7in) of headroom, bathed in natural light streaming through windows in the hull and ceiling. This suite compares to those found aboard larger yachts, including direct access to a private bathroom, a large king-sized bed, and generous wardrobes.

The forward location affords much more privacy, separating the owner's suite from the guest cabins and shared living areas, and provides better insulation from sound, being far from the engine room and the dock.

Featuring two guest cabins and a separate bathroom, the interior also integrates clever solutions for a laundry machine and storage in the spacious passageway.

The F-Line draws inspiration from the colours and reflections of the French Riviera. This iconic region is echoed in the F4.9 design, refined lines, and meticulously considered details. Through its design, this yacht cultivates a serene, refined atmosphere. Materials – with soft finishes and colours – have been carefully selected to reflect the nature of Prestige, contributing to the character and luxury of the yacht.

The F4.9 also features materials with environmentally sustainable components, such as recycled and sustainable fabrics on board,





©JEAN-FRANÇOIS ROMERO

©JEAN-FRANÇOIS ROMERO

The luxurious owner's cabin with a private en-suite bathroom is just a few steps down from the main-deck saloon



The state-of-the-art helm station in the main saloon

recycling more than 80 per cent of water consumed in their manufacture, and this model uses systems to purify emissions.

The new F-Line is about offering a concentration of technology and innovation on board, for the owner to benefit, be carefree, and enjoy the ease of use and maximum comfort. Performance-wise, the shipyard has focused on presenting intuitive cruising: with a top speed of 28 knots, reliable manoeuvrability and a stabiliser to ensure a smooth experience when underway.

Additionally, on-board monitoring and assistance systems, such as Seanapps, provide an easy way to monitor safety, maintenance, onboard equipment, and cruising data.

"The new Prestige F4.9 is making waves all over the world," said Tanguy Tertrais, Beneteau Group Asia-Pacific Sales Director. "The first model of the third generation of the F-Line of Prestige Yachts was extremely well received during 2024 European and American boat shows and premieres in March as the first of four units secured in Asia."

prestige-yachts.com
asiayachting.net



DECKS & SPECS

LOA 15.18m (49ft 10in)
Hull length 13.44m (44ft 1in)
Overall beam 4.49m (14ft 9in)
Draught 1.17m (3ft 10in)
Light displacement 15.1 tonnes
Full load displacement 19.5 tonnes
Engines 2 x 480hp Volvo Penta D6-IPS650
Maximum speed 28 knots
Cruising speed 21 knots
Fuel capacity 1,300 litres
Water capacity 586 litres
Cabins 3 + 1 crew (option)



©JEAN-FRANÇOIS ROMERO

The modern ensuite bathroom in the owner's cabin

CAT THAT GOT THE CREAM

Near the end of last year, a US-based Yacht Style *contributing writer experienced the first hull of the just-launched Aquila 50 Yacht in a sea trial and noted plenty that would make an owner purr.*

WORDS **MICHAEL VERDON** PHOTOS **AQUILA**



The main-deck saloon, a 25.6sqm social and living area, has wraparound windows

The new Aquila 50 was designed to replace the brand's 48 Yacht, but this recently debuted model is not a simple rehash of an existing vessel.

The voluminous motor cat has a new running surface, an enhanced master suite, a more elaborate tender launching system, and dozens of small details that differentiate it not only from its predecessor but also its competitors. The new 50 fits well between Aquila's 44- and 54-footers in its Yacht series, and because of their wide beams, all the Aquilas designed by J&J Design in Slovenia offer interior volume similar to monohulls with much longer lengths.

While boarding the boat at Lauderdale Marina, a few days after the official premiere at Fort Lauderdale International Boat Show 2024 (October 30-November 3), the first difference was obvious: it has a tall, explorer-style profile that looks way cooler than other big, boxy power cats in its class.

"It's the first boat of its size with this kind of look," said Nick Harvey, Aquila's Chief Revenue Officer, who hosted the sea trial. "You [usually] see that look only on 100ft-plus power cats."

The Aquila 50 Yacht is also about 0.60m (2ft) taller than the 48, largely because the designers gave the master suite a flat floor rather than a sunken one – hence needing to build a taller hull so as not to compromise on the suite's headroom. "It also lets us create these amazing side windows," said Harvey. This extra height is not enough to impact the boat's performance in winds, but it does add to visibility from the helm station, which was the only steering area on this first hull.

A second helm station below in the main saloon is an option, but if I were a buyer, I'd go for the single on the flybridge. It's protected enough, with great visibility, and adding another to the saloon would devastate the *feng shui* that Aquila designed into this 25.6sqm





The fully-equipped galley in the first 50 Yacht hull – with a full-size fridge, microwave, convection oven and large 'country' stainless-steel sink – joins the rear cockpit through a large door and fold-down windows





The main deck's interior and outer sections become a large social space (left) extending to the stern. The flybridge hardtop (right) has clear isinglass (gelatin) that wraps around the 33.4sqm space in bad weather

(276sqft) social area. The decor here is the Light option, incorporating a light-coloured wood composite and white accents, with neutral greys delivering subtlety. The Dark version is what it sounds like, with darker woods and trims.

Wraparound windows extending along both sides and across the front deliver excellent natural light, while the rear full-featured galley, equipped with a full-size American-style fridge, microwave, convection oven and a large 'country' stainless steel sink – with a covering to transform into a countertop – joins the rear cockpit through a large door and fold-down windows. These openings turn the interior and outer section into one large social space extending back to the stern. Outside, two bar seats adjoin a counter that connects to the galley.

Back inside, the large U-shaped lounge with table serves as the master dining area, but the table also drops down electrically to form a large berth to create an extra sleeping area. Stairways to port and starboard to the other staterooms, in different areas of the saloon, give an asymmetrical appeal to the layout.

The control panels are located on the starboard rear side, with AC and DC controls and a CZone control and monitoring system for onboard functions. "It's all digital switching, so you can manage the lighting, pumps and multiple systems just from this screen," said Harvey.

Everything is neatly laid out, even the labels are straight down, giving a sense of order. Just above and around the corner, a compartment to the air-conditioning system is open, an unexpected glimpse into the way Aquila designs equipment that needs servicing. It's large and easy to access, and inside, the AC equipment is laid out for quick servicing, with plenty of workaround space. It's similar in the engine room, where Aquila left good space around the Volvo Penta D6-480hp engines, which can be upgraded to 550hp Yanmars.

"We're going to reverse the openings of the doors," Harvey said, referring to the way to access the AC system. "That will make it easier for owners to get in there."

As mentioned, the 50 Yacht will have the option of a second steering station as well as captain's quarters, but Aquila's many global owners are also operators. Our sea trial into the Atlantic happened on a calm, sunny day, with seas running under a metre. Being a big cat, the 50 feels different underway than a similar-sized monohull, but it handles nicely as we head south along the Florida coast.

The new Aquila comes with a bulbous hull design, which helps navigation in big seas and limits wave impact. The 50 Yacht also has an optional foil system that increases fuel efficiency and performance. On our sea trial, the cat topped out at just over 20

During the sea trial, the 50 Yacht, with Volvo Penta D6-480hp engines, hit just over 20 knots





Designers gave the master suite a flat floor rather than a sunken one – requiring a taller hull to maintain generous headroom

knots, turned decently on its twin hulls, with minimal rock and roll. Visibility of the water and the Raymarine electronics on the console were both good. There was no chance to see how it would handle serious waves, but it ran well in near-ideal conditions.

The hardtop, with solar panels on its rooftop, has isinglass (gelatin) that wraps around the large, 361sqft (33.4sqm) upper deck during inclement weather. That would likely be a fire-drill to set up in a squall, but a full, glassed-in hardtop would make this cat a different animal, a feat of engineering that would change weight distribution and add significant costs.

For social events, this upper-deck area is the place to be. Aquila designed lots of space into it, including a large lounge and table, and 2.6m (8ft 7in-wide) sunbeds on the rear of the cat. This boat also had a full outdoor galley, including an electric Kenyon Signature Grill with an induction stove, wet bar, and stainless-steel ice maker.

Another nice touch is the two-step side passage down to the foredeck. Rather than being a centre passage like other big cats, this more discreet feature allows quick access for dock-handling or other needed access.

On the forward space, sunbeds on either side offer social gathering points, along with flip-up seats at the base. There are also two seats on the outer forward edges for a couple of people to look back and converse with others seated in the saloon. The high guardrails are good safety features (as is the rail height along the wide gunwales). Aquila left the lower, forward part of the bow open across the full beam – this is a really nice touch that allows full visibility from the master suite.

The full-beam main suite measures 25sqm (270sqft), with good headroom and the aforementioned flush floor that is a differentiator in its class. To starboard is an L-shaped lounge, with a vanity and seat beside, and on the other side of the king-size bed are two sinks and drawers. The full head, with a separate toilet and shower with teak-grate flooring, is divided from the bedroom by a frosted-glass door that is stylish and functional.





The second stateroom is a VIP with a large, private head and shower. The heads feature a separate toilet and shower with teak-grate flooring



The Aquila 50 Yacht has a tall, explorer-style profile

The sense of space is good, thanks to the large windows ("Twice the size of others in this class, thanks to the extra height of the boat," said Harvey) and wide-open layout. The suite also has excellent storage space, thanks to the cat's pontoons, which let owners stow not only personal items but also gear and even a mattress for the saloon table, stored below the floor. Closet space is also decent.

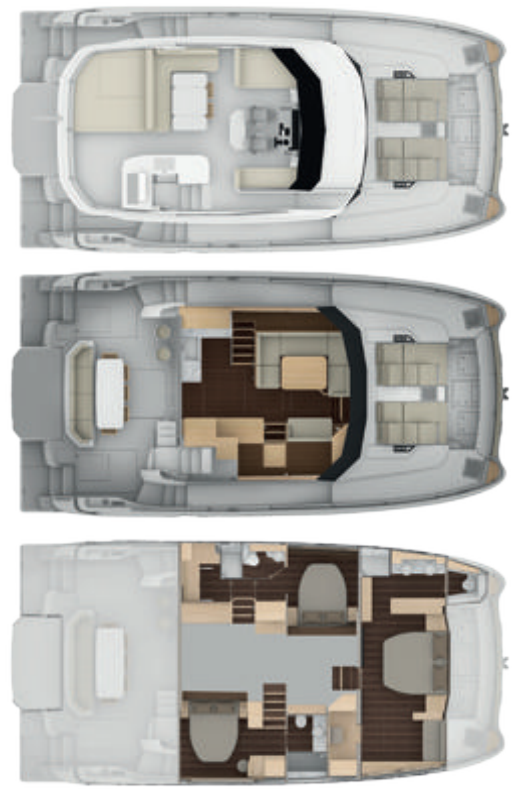
The second stateroom is a VIP, with a large, private head and shower, and a sense of privacy, given the way Aquila has designed the long entryway. Across is the third stateroom, a double for the kids. The boat comes in a four-stateroom layout but would compromise the size of the VIP.

On the stern is one of the 50's most noteworthy features. Its 14ft tender catamaran, which Aquila also manufactures at its production facility in China, is on an electric dinghy crane system that lifts the boat outwards for launch and retrieval – a distinctive feature among competitors. When the tender has been launched, the deck drops down so it's flush with the aft decks, creating a large platform for easy access to the water. "The way the winch retracts in and out of the flybridge is unique," said Harvey. "It's really part of the 50's DNA."

The designers left enough space in the engine compartments to create a hybrid diesel-electric propulsion system when that becomes available. The current options list allows owners to upgrade standard house batteries to four lithium batteries with an inverter and charger, allowing for longer times to run at anchor on charged battery power.

"We've designed it so that owners can order the hybrid system when it becomes available," said Harvey. "Our goal was to future-proof for sustainability as much as possible."

aquilaboat.com



DECKS & SPECS

LOA 15.99m (52ft 6in)
Beam 7.76m (25ft 6in)
Draught w/ sacrificial keel 1.26m (4ft 2in)
Air draught w/ hardtop 5.99m (19ft 8in)
Light displacement 23,013kg
Fully loaded displacement 32,281kg
Fuel (standard tanks) 1,600 litres

Engines (standard) 2 x Volvo Penta D6-480hp
Maximum speed 22 knots
Cruising speed 18-19 knots
Accommodation 10+
Maximum passengers 30
Cabins (standard) 3 cabins / 3 head + utility room
Cabins (optional) 4 cabin / 4 head + Cpt. quarters

Raymarine electronics are used on the flybridge helm console



Divers observe schooling blue-striped snapper fish at Kuda Rah Thila, the spectacular dive site in the Maldives' South Ari atoll that became a marine park in 1995. Almost all of the country's 1,200 islands boast warm waters in that unique shade of eggshell blue, and reefs teeming with lots of colourful coral and fish that make chartering a yacht here an unforgettable diving experience.

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HKBIA COCKTAIL SETS SHOW ABUZZ

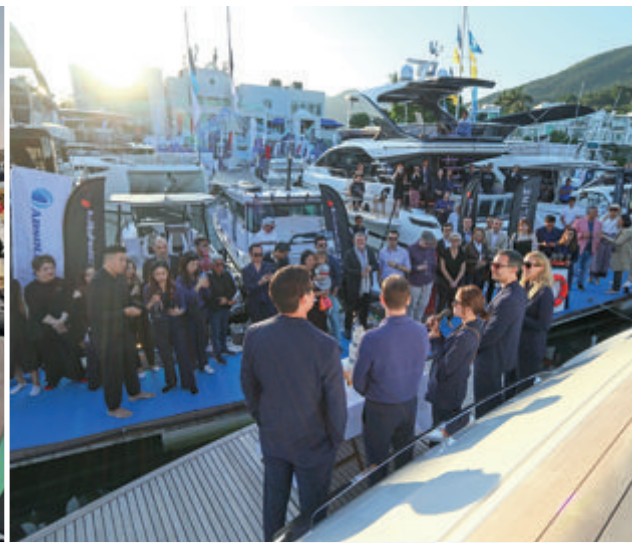
On the second evening of the four-day Hong Kong International Boat Show at Club Marina Cove, The Hong Kong Boating Industry Association hosted a fine, upbeat party. Lawrence Chow, Association Chair made a speech summing up the impressive organisation of the show by the marina, and the current buoyant state of yachting in Hong Kong – not without a mention of what can be improved. *Yacht Style* publisher, Gael Burlot, also took to the mic, to thank Chow for the appreciated industry get-together occasion. Ys

hongkongbia.com





















SIMPSON MARINE MARKS 40TH ANNIVERSARY IN STYLE

Simpson Marine celebrated its 40th anniversary during the 2024 Hong Kong International Boat Show at Club Marina Cove. The highlight was a champagne toast and cake-cutting ceremony during the anniversary party with customers, partners, and industry friends enjoying an evening of elegance and festivity with live music, refreshments, and fine wines by Ferragamo along with Daniele Lucà – Sanlorenzo Global Sales Director, Angel Zhou – Simpson Marine Group, Vice President, Nick Statton – Simpson Marine Chief Sales Officer, Ewa Stachurska – Simpson Marine Vice President, Marketing, and Tom Allen – Simpson Marine Hong Kong Sales Manager.

simpsonmarine.com



















VOYAGER FIRST TO FESTIVE FINISH LINE

A warm Yuletide set-up, alongside a stunning UK-built sports car at the McLaren showroom on Hong Kong Island, was the venue for one of the first seasonal parties in Hong Kong: the year-end Voyager Christmas Drinks Party. Champagne, wine and cocktails – including one fusing dragon fruit with tequila – were poured, and canapes served, at the invitation-only event organised and hosted by Voyager Risk Solutions, one of Asia's leading yacht-insurance brokers.

voyfg.com




Voyager


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BENETEAU CUP SHAKES IT UP

Celebrating its 140th anniversary in 2024, the French brand's annual Hong Kong sailing event since 2021 adopted a new rally format and was organised for the first time by Asiamarine, which became the Beneteau sailboat dealer last March. The fourth edition of the Beneteau Cup in November welcomed 14 sailboats and over 100 enthusiastic sailors. VIP guests followed the rally aboard a beautiful Lagoon 560, and the celebrations continued with a prizegiving ceremony and afterparty at Aberdeen Boat Club's Middle Island clubhouse.

asiamarine.com
beneteaucuphk.net
beneteau.com





















AZIMUT SHINES SUPREME AT TAIWAN INTERNATIONAL BOAT SHOW

Renowned Italian builder Azimut Yachts featured an impressive four-model display at the Taiwan International Boat Show held from November 28-December 1 in Kaohsiung, comprising the Fly 68, Fly 53, Magellano 60 and Magellano 53, and organised a celebratory event for the launch of the new dealership for Azimut in Taiwan: Supreme Yachts.

azimutyachts.com
supreme-yachts.com





















PHUKET KING'S CUP IS A ROYAL SUCCESS

The 36th Phuket King's Cup Regatta (Nov 30-Dec 6) saw 720 sailors competing in 71 races, with His Majesty the King Rama X and Her Majesty Queen Suthida participating to celebrate His Majesty's 72nd birthday or sixth cycle. Queen Suthida was aboard IRC Class Zero winner *Vayu* (THA72). Their Majesties also presided over the awards ceremony at Beyond Kata Resort. Participants then enjoyed a well-earned party.

kingscup.com














ANNUAL LAGOON GATHERING

Asiamarine dealership hosted the annual Lagoon Escapade Thailand close to Phuket as the French catamaran builder celebrated its 40th anniversary. Lagoon catamaran owners and their guests sailed across Phang Nga Bay to Nina Beach Camp on Naga Noi Island on eight cats for a seafood buffet and cocktail on the beach, traditional Thai massages, live band and a DJ. The evening included a mesmerising fire show.

asiamarine.com
catamarans-lagoon.com





















SEAKEEPERS' AWARDS NIGHT WITH FABIEN COUSTEAU

The Asia chapter of The International SeaKeepers Society held its annual awards gala dinner in Singapore, attracting 160 guests and sponsors including *Yacht Style*. SeaKeepers Asia President Julian Chang and his wife, Sandra, hosted a lively evening with special guest Fabien Cousteau in celebration of the wonders of our oceans and marine environment, including a songwriting performance and auction highlighted by a charter onboard the 68ft Aquitalia M/Y *Legend*.

seakeepers.org



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SANLORENZO VIETNAM'S SHOWROOM POPS CORKS

Sanlorenzo Asia-Pacific staged the grand opening of Sanlorenzo Vietnam's lifestyle showroom in the Hilton Saigon, Ho Chi Minh City. It is in collaboration with O2H20 Vietnam – the exclusive Vietnam representative for Sanlorenzo and Bluegame and a division of the private jet and superyacht specialist founded by Alexandre Heng. Sassy Nguyen, CEO of O2H20 Vietnam, and Heng hosted over 100 guests, including Enrico Padula, Italy's Consul General and his wife Milena, President of the local Consular Club. Nick Stratton, Director of Sanlorenzo Asia-Pacific and Simpson Marine's Chief Sales Officer, and Tom Allen, Simpson Marine's Hong Kong Sales Manager attended.



apac.sanlorenzoyacht.com
simpsonmarine.com



















SANLORENZO SYDNEY OFFICE LAUNCHES

Following the acquisition of Simpson Marine, Sanlorenzo strengthens its presence in the Asia-Pacific market with the grand opening of the Sanlorenzo Australia office in Sydney, in late November 2024. Three Sanlorenzo Group yachts berthed in front of the office marked the occasion, comprising Sanlorenzo brand's SD126 semi-displacement tri-deck superyacht and the SX76 crossover yacht, alongside the BGX63 from Bluegame, which marked the sibling brand's country debut.

sanlorenzoyacht.com
simpsonmarine.com





















GULF LEGACIES MADE IN THE UAE

Gulf Craft hosted 'Crafting Legacies' in Dubai's Mina Rashid Marina, where a Majesty 120, Majesty 111, Nomad 101 and Nomad 70 awaited guests amid displays by luxury brands Tashkeel (art), Adi Alfardan (jewellery), Jacob & Co (watches), Carter & White (fashion) and The Perfume Bar (fragrance). Mohammed Alshaali and Abeer Alshaali, Gulf Craft's Chairman and Deputy Managing Director respectively, hosted VIPs including Saeed Hareb, Secretary General of Dubai Sports Council, Osama Al Shafar, Member of the Federal National Council of UAE, and Khadija Al Bastaki, Senior Vice President of Dubai Design District.

gulfcraftgroup.com



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Charter Brokerage & Classified



SANLORENZO SX76, BROKERAGE @ SIMPSON MARINE



RIVA 100 CORSARO FOR CHARTER @ ASIA GLOBAL YACHTING



NATARAJA FOR CHARTER @ PACIFIC HIGH













SANLORENZO > 27M/ 88FT > 2019 > 5,200,000 USD
A natural progression of the timeless design.
CANDY.LI@FRASERYACHTS.COM +852 9788 3500 HONG KONG

LADY LORRAINE > 27M/ 89FT > 2004 > 1,188,000 EUR
Meticulously maintained yacht, recently refitted, offering a unique market opportunity.
LAURA.VERBRUGGE@FRASERYACHTS.COM +852 6162 0355 HONG KONG













SUNSEEKER > 28M/ 91FT > 2008 > 2,650,000 USD
Impeccably maintained by a passionate owner, she offers exceptional performance.
BENJAMIN.TABUTEAU@FRASERYACHTS.COM +66 81 720 8175 PHUKET

SUNSEEKER > 22M/ 74FT > 2019 > $1,990,000 EUR
Offering a thrilling yachting experience coupled with a lavishly appointed interior.
LAURA.VERBRUGGE@FRASERYACHTS.COM +852 6162 0355 HONG KONG

STEP ABOARD ANOTHER WORLD

SALES I CHARTER I MANAGEMENT I CONSTRUCTION I CREW I 20 OFFICES WORLDWIDE
TO VIEW THE FULL SELECTION OF OUR YACHTS FOR SALE VISIT FRASERYACHTS.COM











SILVERLINING > 32M/ 105FT > 2011 > 3,500,000 USD

A world-class Sparkman & Stephens with custom interior design in South East Asia.
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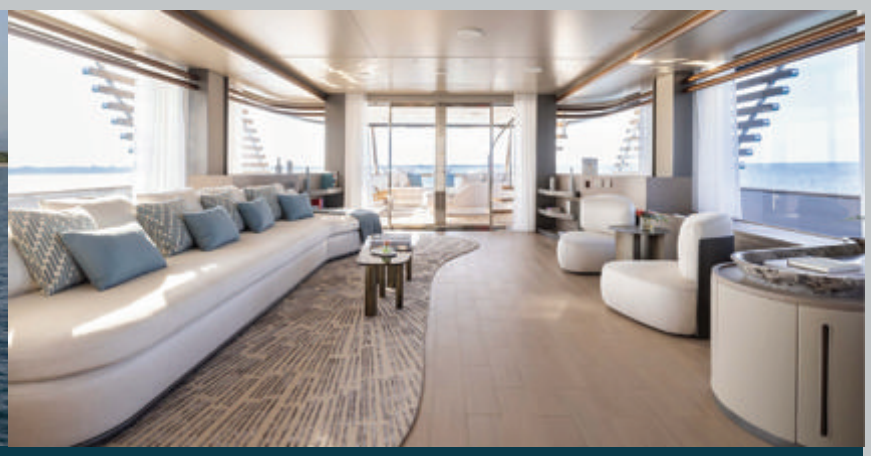
FRASER

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MARINE ITALIA





2024 Azimut Magellano 30M EUR **9,995,000**



2021 Azimut Grande 25M HKD **28,000,000**



2023 Azimut Fly 78 EUR **3,500,000**



2014 Azimut Grande 95RPH HKD **37,500,000**



2023 Azimut S6 EUR **1,600,000**



2022 Absolute Navetta 64 USD **2,780,000**



2022 Ferretti 500 EUR **995,000**

AZIMUT YACHTS

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ASIA YACHTING

A SIGNATURE OF LUXURY

Prestige X70 | 2021 | Hong Kong
€2,990,000



Sunseeker 86 | 2016 | Hong Kong
$3,620,000



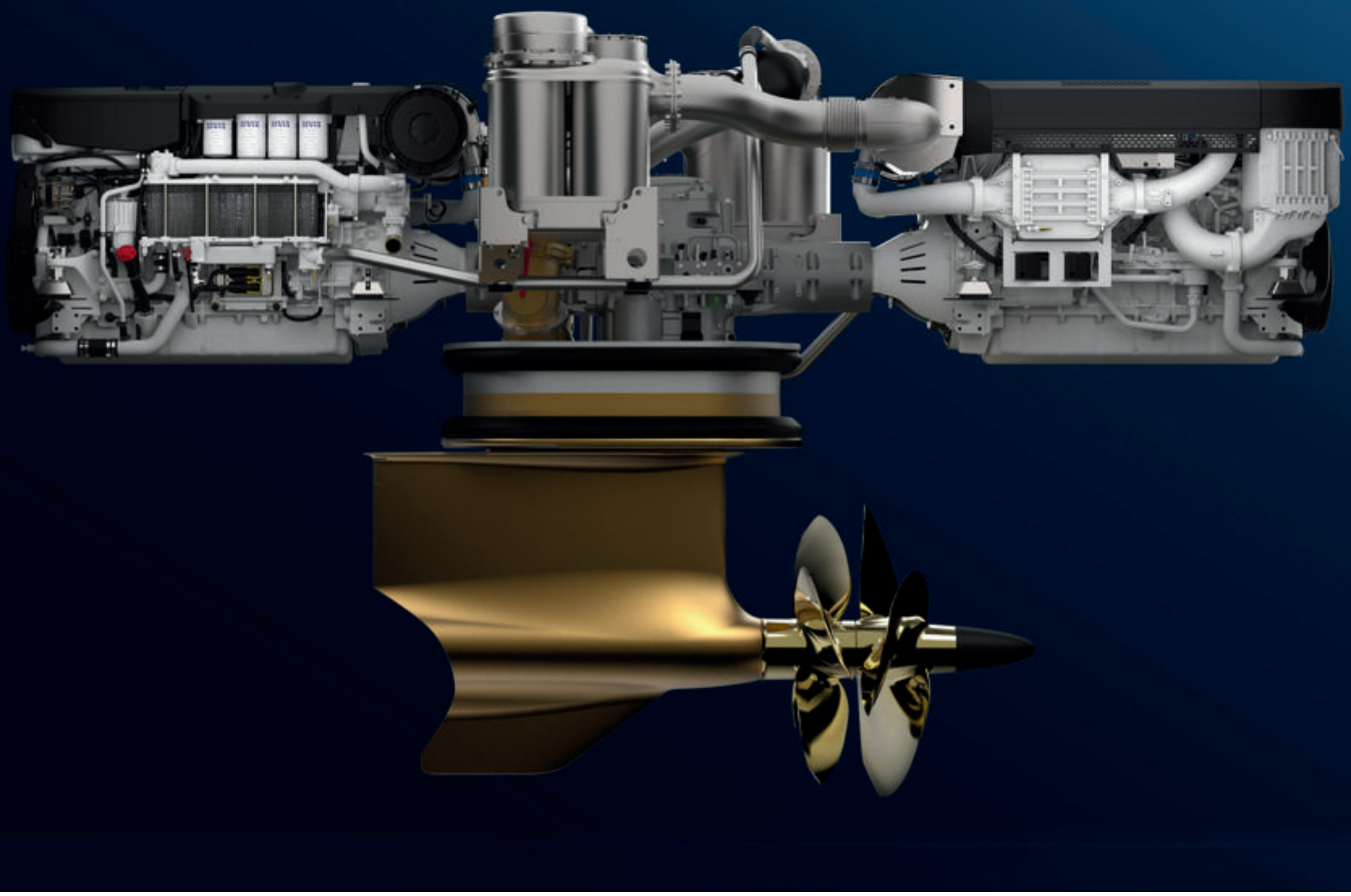
Princess Y85 | 2020 | Hong Kong
$4,800,000

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CUSTOM LINE NAVETTA 28 I 2016
EUR 4,950,000

The Navetta 28 is a 28.31 meter semi-displacement yacht with 5 guest cabins and a draft of 2.21 meters which can reach speeds of up to 16 knots. The yacht has a fiberglass / grp hull with a CE certification class (A) and can navigate the open ocean.



FERRETTI YACHTS 780
EUR 3,680,000 | 2021



RIVAMARE 38
EUR 900,000 | 2023

HONG SEH

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ROSSINAVI AND DESIGNER YVES BÉHAR UNVEIL ELECTRIC HYBRID CATAMARAN, *SOLSEA*

During Design Miami, the city's cultural and design week in December 2024, Rossinavi – the distinguished Italian shipyard known for its commitment to innovation – announced its latest creation: *Solsea*, a 43m (141ft) hybrid-electric catamaran superyacht conceived in collaboration with prominent industrial designer Yves Béhar, founder and CEO of Fuseproject. The vessel sets a new standard for sustainable, silent ocean exploration.

For three years, Rossinavi and Béhar collaborated to develop *Solsea*, a full-aluminium catamaran designed for active owners – individuals passionate about exploring the seas, engaging in ocean sports, and undertaking long-distance crossings without refuelling – while embodying eco-conscious luxury and advanced design.

The catamaran is equipped with Rossinavi's advanced onboard artificial intelligence system. Known as Rossinavi AI, it's designed to enhance comfort and performance by continuously monitoring and maximising the yacht's eco-friendly operations – acting as an intelligent system that learns and anticipates the needs of guests while interacting with crew members.

In 2022, Rossinavi began prioritising environmental impact in its designs. This shift gave rise to BluE, Rossinavi's pioneering vision for hybrid-electric yachts. Powered by batteries and solar panels, this line can operate in full-electric mode for day trips, and maintain electric mode for up to 80 per cent of transatlantic journeys, significantly reducing CO2 emissions.

solsea.rossinavi.it

THERE IS ETERNITY IN EVERY BLANCPAIN

The spirit to preserve.



"Creation"
Wildlife Photographer
of the Year 2021
Grand Title winner
© Laurent Ballesta

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Collection

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MANUFACTURE DE HAUTE HORLOGERIE









STAY TIGHT.
STAY THE COURSE.

All hands on deck. All eyes on the horizon. They take on the whim of the winds and the will of the seas. Hoisting the sails, easing, tacking; all work as one to draw the optimal trajectory. To stay the course, they must stay tight. **For in yachting, none can finish first on their own.**

#Perpetual



OYSTER PERPETUAL YACHT-MASTER 42

ROLEX